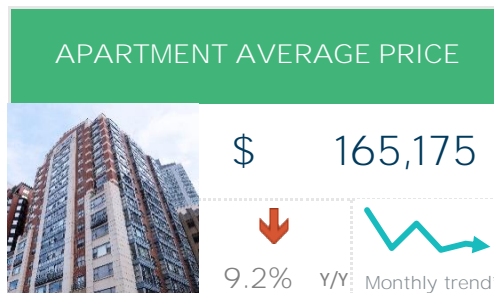
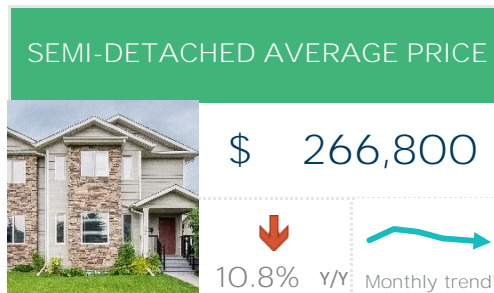
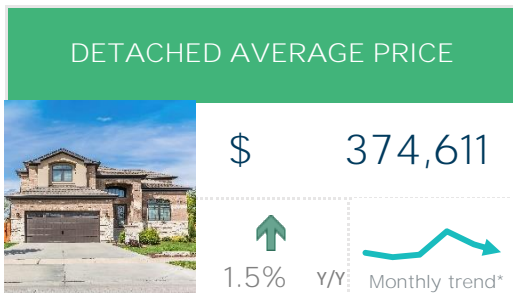
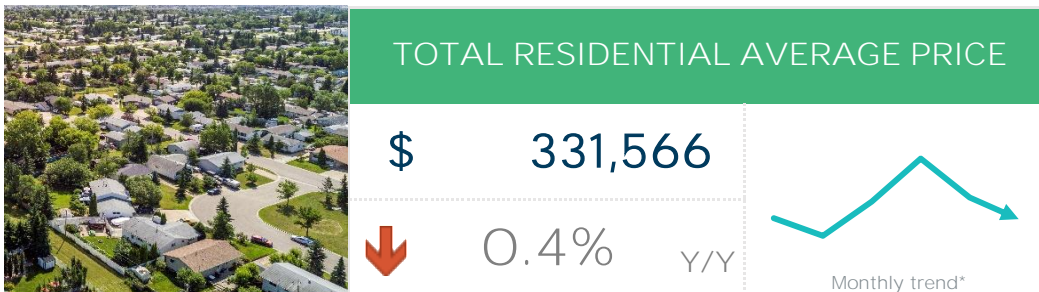


## Market Trend Summary

Year-to-date gains in semi-detached and apartment sales was not enough to offset pullbacks in the detached sector as sales declined by nine per cent compared to last year. The decline in detached sales was mostly due to pullbacks in the lower price ranges where supply levels remain limited. The pullback in sales compared to gains in new listings caused the sales to new listings ratio to decline over last month, but not enough to cause any significant change to the low inventory situation. Overall, the months of supply did push above three months, an improvement from earlier in the year, but still well below levels we traditionally see in November.

Tight market conditions have been placing upward pressure on home prices for each property type. However, with the share of detached sales falling compared to last year, year-to-date average prices have remained relatively unchanged. Both apartment and detached style properties have reported a year-to-date gain of around one per cent, while semi-detached and row properties reported an annual gain of eight per cent.



\*Monthly trend data is based on seasonally adjusted data, where the prior 6 months is displayed  
Data source: Pillar 9

November 2023



## November 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	71	-12%	100	-13%	246	-27%	71%	3.46	-17%	\$374,611	2%
Semi	8	100%	16	129%	31	-3%	50%	3.88	-52%	\$266,800	-11%
Row	17	70%	24	85%	45	-2%	71%	2.65	-42%	\$260,571	10%
Apartment	8	-33%	15	0%	26	-52%	53%	3.25	-28%	\$165,175	-9%
<b>Total Residential</b>	<b>104</b>	<b>-3%</b>	<b>155</b>	<b>3%</b>	<b>348</b>	<b>-26%</b>	<b>67%</b>	<b>3.35</b>	<b>-24%</b>	<b>\$331,566</b>	<b>0%</b>

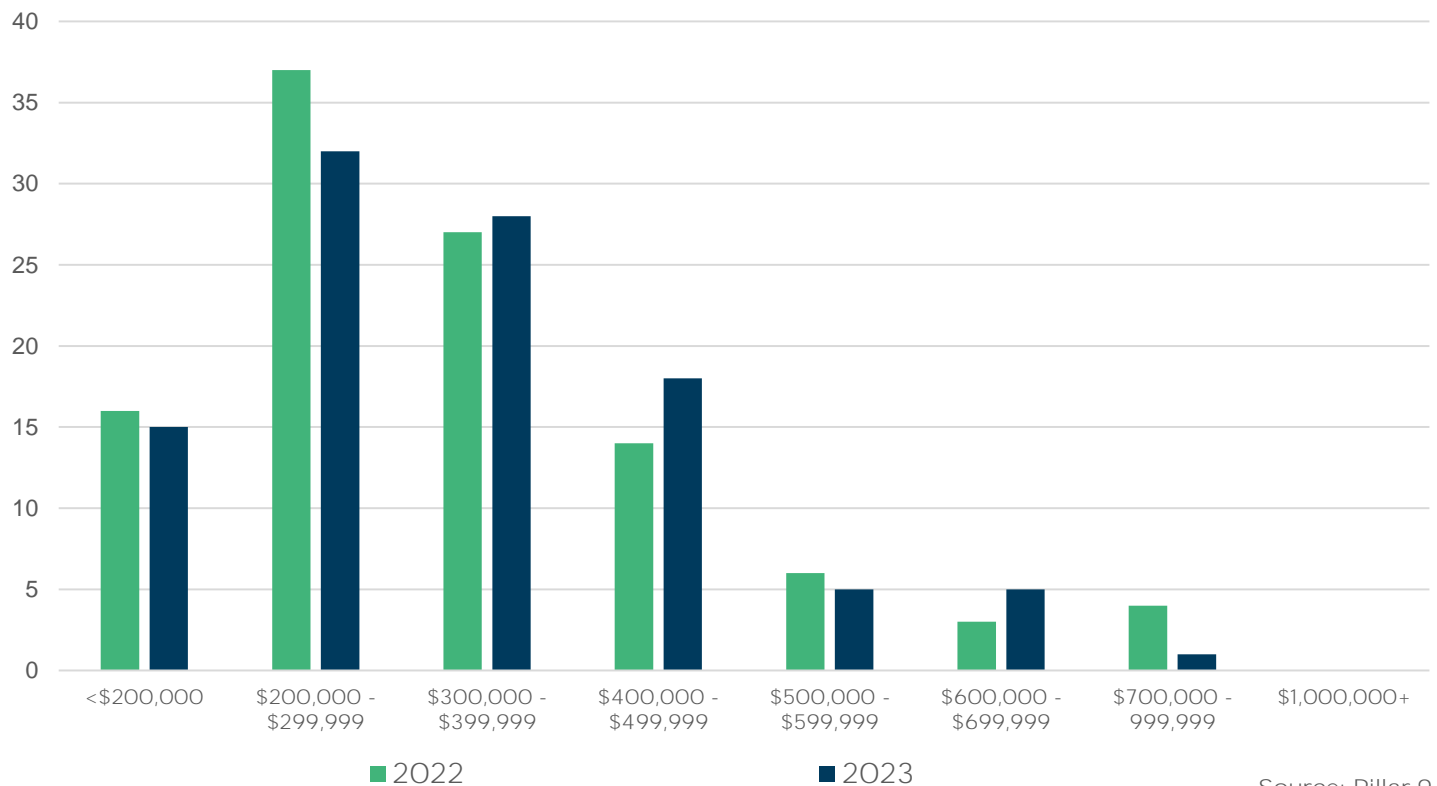
## Year-to-Date

### November 2023

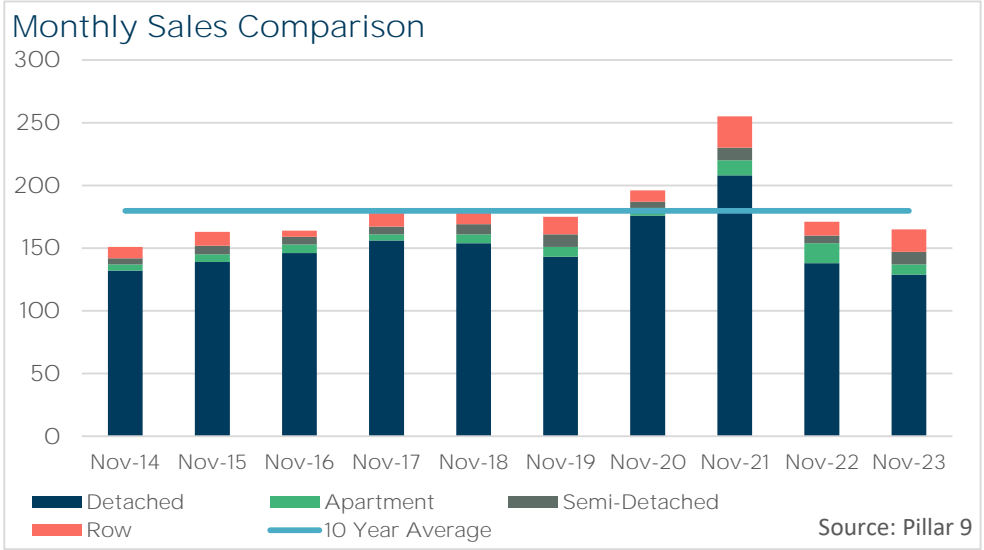
	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	1254	-13%	1583	-18%	305	-3%	79%	2.68	11%	\$385,746	1%
Semi	123	3%	142	-11%	25	-7%	87%	2.20	-9%	\$297,882	8%
Row	218	-1%	268	-7%	43	-20%	81%	2.17	-19%	\$258,199	8%
Apartment	189	6%	202	-13%	45	-38%	94%	2.61	-41%	\$177,498	1%
<b>Total Residential</b>	<b>1784</b>	<b>-9%</b>	<b>2195</b>	<b>-16%</b>	<b>418</b>	<b>-11%</b>	<b>81%</b>	<b>2.58</b>	<b>-2%</b>	<b>\$342,040</b>	<b>0%</b>

## Residential Sales by Price Range

November



Source: Pillar 9



\*The six month monthly trend is based on a moving average

### SALES

**165**

↓ 3.5% Y/Y    ↓ 10.1% YTD

### NEW LISTINGS

**227**

↑ 3.7% Y/Y    ↓ 15.4% YTD

### TOTAL RESIDENTIAL AVG PRICE

**\$ 344,845**

↑ 4.9% Y/Y    Monthly trend\*

### INVENTORY

**640**

↓ 21.0% Y/Y    Monthly trend\*

### DETACHED AVG PRICE

**\$ 363,201**

↑ 2.1% Y/Y    Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 305,940**

↑ 14.2% Y/Y    Monthly trend\*

### ROW AVG PRICE

**\$ 314,761**

↑ 34.4% Y/Y    Monthly trend\*

### APARTMENT AVG PRICE

**\$ 165,175**

↓ 10.3% Y/Y    Monthly trend\*

### MONTHS OF SUPPLY

**3.88**

↓ 21.0% Y/Y    Monthly trend\*

November 2023



November 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	129	-7%	168	-5%	529	-20%	77%	4.10	-20%	\$363,201	2%
Semi	10	67%	18	125%	37	-18%	56%	3.70	-18%	\$305,940	14%
Row	18	64%	25	79%	50	-4%	72%	2.78	-4%	\$314,761	34%
Apartment	8	-50%	16	-20%	28	-51%	50%	3.50	-51%	\$165,175	-10%
<b>Total Residential</b>	<b>165</b>	<b>-4%</b>	<b>227</b>	<b>4%</b>	<b>640</b>	<b>-21%</b>	<b>73%</b>	<b>3.88</b>	<b>-21%</b>	<b>\$344,845</b>	<b>5%</b>

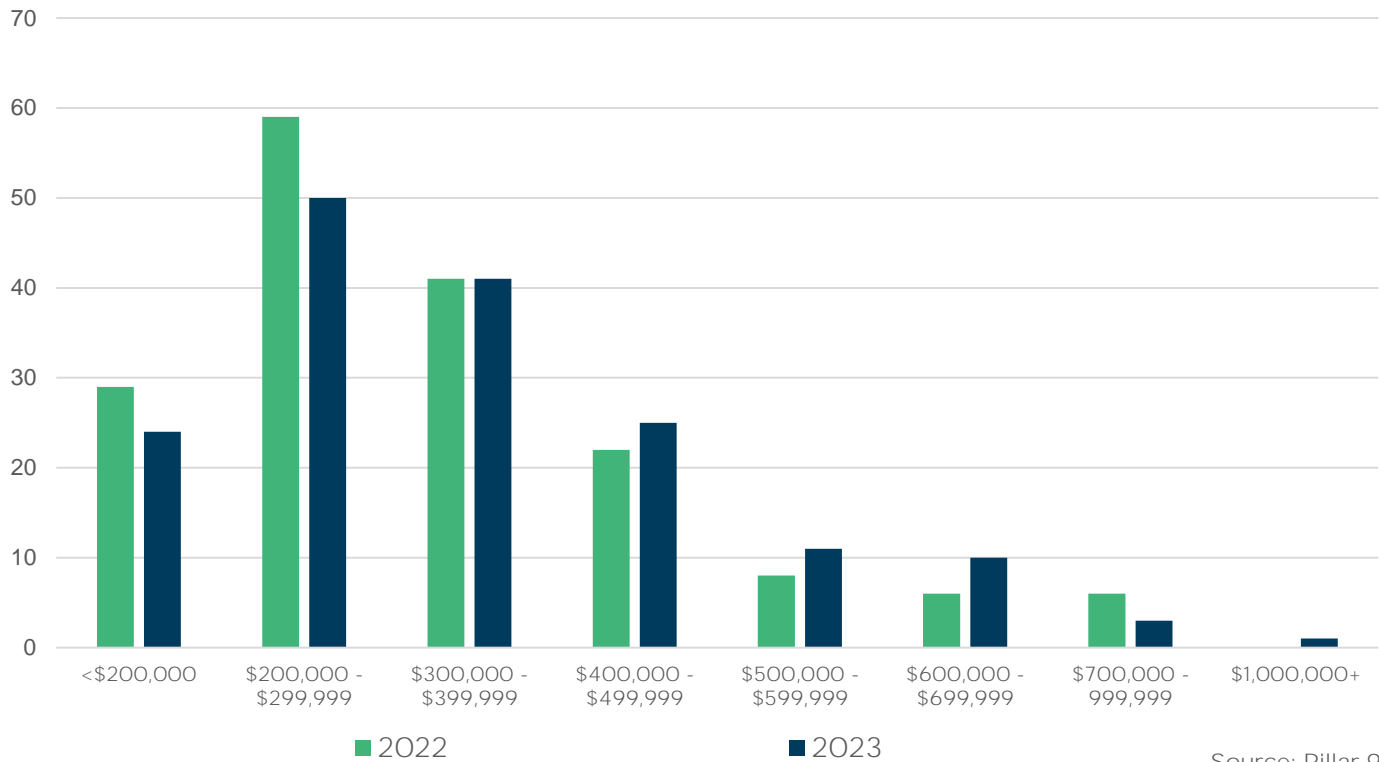
Year-to-Date

November 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	2144	-12%	2816	-16%	611	-4%	76%	3.13	9%	\$372,291	3%
Semi	151	1%	172	-17%	32	-18%	88%	2.31	-19%	\$293,317	5%
Row	237	-8%	295	-12%	48	-24%	80%	2.25	-17%	\$263,981	10%
Apartment	199	2%	213	-16%	47	-38%	93%	2.59	-39%	\$174,689	-1%
<b>Total Residential</b>	<b>2731</b>	<b>-10%</b>	<b>3496</b>	<b>-15%</b>	<b>730</b>	<b>-9%</b>	<b>78%</b>	<b>2.94</b>	<b>1%</b>	<b>\$344,126</b>	<b>3%</b>

## Residential Sales by Price Range

November



Source: Pillar 9

November 2023



## November 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
City of Lethbridge	104	-3%	155	3%	348	-26%	67%	3.35	-26%	\$331,566	0%
Cardston County	3	-50%	8	60%	39	0%	38%	13.00	0%	\$220,000	-2%
Forty Mile County No 9	5	400%	2	-60%	16	-36%	250%	3.20	-36%	\$131,000	-6%
Waterton ID	0	NA	0	NA	0	-100%	NA	NA	-100%	NA	NA
Lethbridge County	12	-25%	16	-30%	57	-31%	75%	4.75	-31%	\$447,075	23%
MD of Taber	16	78%	12	-45%	56	-16%	133%	3.50	-16%	\$400,344	20%
Pincher Creek No 9	6	-40%	6	-14%	30	0%	100%	5.00	0%	\$559,983	47%
Willow Creek No 26	19	73%	19	138%	63	-10%	100%	3.32	-10%	\$363,174	14%
Crowsnest Pass	5	-50%	14	367%	35	-15%	36%	7.00	-15%	\$353,800	43%
Vulcan County	4	-20%	9	80%	38	6%	44%	9.50	6%	\$398,125	44%
Warner County No 5	11	10%	12	100%	26	-24%	92%	2.36	-24%	\$287,127	-24%
<b>Total</b>	<b>165</b>	<b>-4%</b>	<b>227</b>	<b>4%</b>	<b>640</b>	<b>-21%</b>	<b>73%</b>	<b>3.88</b>	<b>-21%</b>	<b>\$344,845</b>	<b>5%</b>

## Year-to-Date

### November 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
City of Lethbridge	1784	-9%	2195	-16%	418	-11%	81%	2.58	-11%	\$342,040	0%
Cardston County	79	-17%	116	-28%	41	-17%	68%	5.73	-17%	\$340,191	16%
Forty Mile County No 9	41	21%	64	-14%	24	-17%	64%	6.49	-17%	\$209,874	8%
Waterton ID	1	-50%	2	100%	1	-39%	50%	11.00	-39%	\$1,150,000	36%
Lethbridge County	269	-9%	345	-15%	67	-10%	78%	2.74	-10%	\$388,255	3%
MD of Taber	203	0%	270	-5%	66	5%	75%	3.60	5%	\$319,293	13%
Pincher Creek No 9	76	-22%	103	-21%	30	2%	74%	4.38	2%	\$381,599	-2%
Willow Creek No 26	199	-17%	285	-11%	58	-9%	70%	3.20	-9%	\$329,377	3%
Crowsnest Pass	137	-12%	173	-14%	34	-21%	79%	2.77	-21%	\$377,830	20%
Vulcan County	100	4%	149	-3%	41	14%	67%	4.55	14%	\$316,745	2%
Warner County No 5	98	-19%	142	-16%	35	-19%	69%	3.91	-19%	\$306,028	1%
<b>Total</b>	<b>2731</b>	<b>-10%</b>	<b>3496</b>	<b>-15%</b>	<b>730</b>	<b>-9%</b>	<b>78%</b>	<b>2.94</b>	<b>1%</b>	<b>\$344,126</b>	<b>3%</b>

November 2023



	2023		2022		2021		% Change	
	November	YTD	November	YTD	November	YTD	November	YTD
Total # of Listings	227	3,496	219	4,132	258	4,245	4%	-15%
Total # of Sold	165	2,731	171	3,039	255	3,455	-4%	-10%
Total Sales Volume	\$56,899,400	\$939,808,842	\$56,216,421	#####	\$84,635,290	#####	1%	-8%

Number of Units	2023		2022	
	November	YTD	November	YTD
Sold by Price Range				
<\$200,000	24	431	29	527
\$200,000 - \$299,999	50	744	59	851
\$300,000 - \$399,999	41	762	41	858
\$400,000 - \$499,999	25	428	22	443
\$500,000 - \$599,999	11	195	8	194
\$600,000 - \$699,999	10	91	6	76
\$700,000 - 999,999	3	61	6	77
\$1,000,000+	1	19	0	13

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$46,852,900	129	168	529
Other	\$10,046,500	36	59	111
Vacant Land	\$4,851,600	19	19	256
<b>Total</b>	<b>\$61,751,000</b>	<b>184</b>	<b>246</b>	<b>896</b>

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	20
Commercial	\$1,573,531	10	10	114
<b>Total</b>	<b>\$1,573,531</b>	<b>10</b>	<b>10</b>	<b>134</b>

<b>Grand Total</b>	<b>\$63,324,531</b>	<b>194</b>	<b>256</b>	<b>1,030</b>
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# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD
Lethbridge	155	2195	104	1784	67%	81%	\$331,566	\$342,040	150	2600	107	1960	71%	75%	\$332,969	\$341,592
Barons	0	13	1	12	-	92%	\$225,000	\$169,275	0	12	0	9	-	75%	-	\$225,611
Bellevue	2	35	3	30	150%	86%	\$328,333	\$387,828	0	37	2	22	-	59%	\$227,500	\$327,959
Blairmore	2	45	2	39	100%	87%	\$392,000	\$376,066	0	43	2	39	-	91%	\$190,000	\$295,408
Burdett	0	10	1	8	-	80%	\$160,000	\$198,125	0	10	1	2	-	20%	\$140,000	\$217,000
Cardston	5	61	2	41	40%	67%	\$280,000	\$323,844	1	99	3	63	300%	64%	\$251,667	\$276,747
Carmangay	1	8	1	5	100%	63%	\$300,000	\$259,800	0	12	1	12	-	100%	\$58,000	\$143,583
Champion	1	15	0	10	0%	67%	-	\$229,700	0	9	0	7	-	78%	-	\$268,414
Claresholm	8	102	9	79	113%	77%	\$265,389	\$304,444	5	112	6	96	120%	86%	\$292,500	\$259,818
Coaldale	5	151	6	124	120%	82%	\$461,000	\$374,029	13	197	6	148	46%	75%	\$394,083	\$343,561
Coleman	7	70	0	56	0%	80%	-	\$352,942	3	93	4	70	133%	75%	\$174,625	\$292,457
Coutts	1	7	0	5	0%	71%	-	\$215,500	1	8	0	2	0%	25%	-	\$291,250
Cowley	1	4	0	3	0%	75%	-	\$143,333	0	7	1	5	-	71%	\$265,000	\$263,600
Crowsnest	0	2	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	0	3	1	1	-	33%	\$115,000	\$115,000	0	3	0	2	-	67%	-	\$133,000
Fort Macleod	4	63	4	45	100%	71%	\$429,875	\$267,923	1	85	5	50	500%	59%	\$351,057	\$314,316
Glenwood	0	5	0	3	-	60%	-	\$277,667	0	4	1	2	-	50%	\$88,000	\$179,250
Granum	0	13	1	3	-	23%	\$198,300	\$214,267	0	16	0	11	-	69%	-	\$230,991
Grassy Lake	1	18	0	10	0%	56%	-	\$240,350	0	11	0	5	-	45%	-	\$174,500
Hill Spring	1	11	0	8	0%	73%	-	\$190,875	1	12	0	6	0%	50%	-	\$272,650
Lomond	0	11	0	5	-	45%	-	\$162,200	1	8	0	5	0%	63%	-	\$118,800
Magrath	2	20	1	18	50%	90%	\$100,000	\$326,306	1	26	2	18	200%	69%	\$255,000	\$347,422
Milk River	3	31	3	19	100%	61%	\$185,667	\$185,089	0	24	2	20	-	83%	\$282,450	\$198,190
Nobleford	1	36	0	29	0%	81%	-	\$394,359	2	38	2	26	100%	68%	\$273,500	\$333,458
Picture Butte	3	44	1	29	33%	66%	\$615,000	\$305,017	3	30	2	20	67%	67%	\$338,750	\$305,350
Pincher Creek	3	71	3	56	100%	79%	\$385,000	\$336,948	3	84	7	72	233%	86%	\$300,929	\$306,726
Raymond	5	56	3	42	60%	75%	\$288,800	\$330,611	3	76	6	60	200%	79%	\$353,667	\$295,639
Stavely	2	21	1	9	50%	43%	\$277,000	\$275,989	0	14	0	14	-	100%	-	\$206,543
Stirling	1	22	2	18	200%	82%	\$253,500	\$295,633	0	27	0	14	-	52%	-	\$363,736
Taber	7	156	9	128	129%	82%	\$368,444	\$305,947	15	192	7	144	47%	75%	\$272,071	\$270,652
Vauxhall	3	43	4	33	133%	77%	\$238,625	\$243,502	2	40	0	27	0%	68%	-	\$232,270
Vulcan	2	55	2	49	100%	89%	\$346,250	\$283,004	2	53	4	41	200%	77%	\$331,125	\$253,911
Warner	2	15	1	5	50%	33%	\$309,000	\$160,600	0	13	0	8	-	62%	-	\$207,038
Coalhurst	5	55	3	42	60%	76%	\$352,967	\$346,095	2	66	3	55	150%	83%	\$287,167	\$366,399
Barnwell	0	19	1	15	-	79%	\$625,000	\$448,347	2	10	0	6	0%	60%	-	\$381,450
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	1	0	1	-	100%	-	\$280,000	0	4	0	3	-	75%	-	\$565,667
Beazer	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Diamond City	0	7	0	7	-	100%	-	\$910,714	0	6	0	1	-	17%	-	\$875,000

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD
Enchant	0	4	0	3	-	75%	-	\$235,000	1	5	0	4	0%	80%	-	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	2	0	0	-	0%	-	-	0	7	0	5	-	71%	-	\$467,500
Hays	0	3	0	4	-	133%	-	\$219,000	1	7	0	4	0%	57%	-	\$212,250
Hillcrest	2	16	0	10	0%	63%	-	\$348,650	0	16	1	15	-	94%	\$98,000	\$333,760
Iron Springs	0	0	0	0	-	-	-	-	0	3	1	2	-	67%	\$460,000	\$400,000
Lundbreck	2	6	1	3	50%	50%	\$275,000	\$348,000	0	5	0	4	-	80%	-	\$742,250
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	6	0	5	-	83%	-	\$276,980	0	7	1	6	-	86%	\$370,000	\$322,750
Mountain View	0	1	0	0	-	0%	-	-	0	2	0	1	-	50%	-	\$579,000
New Dayton	0	0	0	0	-	-	-	-	0	2	0	2	-	100%	-	\$262,500
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	0	1	0	1	-	100%	-	\$610,000	0	0	0	0	-	-	-	-
Shaughnessy	2	11	0	5	0%	45%	-	\$143,400	2	11	0	5	0%	45%	-	\$165,500
Spring Coulee	0	1	0	1	-	100%	-	\$570,000	0	1	0	1	-	100%	-	\$390,000
Turin	0	0	0	0	-	-	-	-	0	3	0	2	-	67%	-	\$185,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	1	-	50%	-	\$1,150,000	0	1	0	2	-	200%	-	\$845,000
Welling	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$300,000
Wrentham	0	0	0	0	-	-	-	-	1	3	0	4	0%	133%	-	\$159,500
Kimball	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	2	0	2	-	100%	-	\$387,000	1	4	0	2	0%	50%	-	\$260,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Woolford	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Skiff	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$75,000
Kirkcaldy	0	1	0	1	-	100%	-	\$250,000	0	0	0	0	-	-	-	-
Moon River Estates	0	3	0	2	-	67%	-	\$586,450	0	3	0	2	-	67%	-	\$607,500
Orton	0	3	0	2	-	67%	-	\$566,950	0	1	0	1	-	100%	-	\$750,000
Parkland	0	2	0	2	-	100%	-	\$334,250	0	1	0	1	-	100%	-	\$177,500
Rural Cardson County	0	14	0	6	-	43%	-	\$670,000	1	10	0	1	0%	10%	-	\$500,000
Rural Crowsnest Pass	1	3	0	2	0%	67%	-	\$1,105,000	0	4	1	3	-	75%	\$849,000	\$696,000
Rural Forty Mile County	0	5	0	3	-	60%	-	\$505,000	1	9	0	3	0%	33%	-	\$353,667
Rural Lethbridge County	0	21	1	16	-	76%	\$700,000	\$795,931	1	33	1	19	100%	58%	\$525,000	\$931,550
Rural Pincher Creek MD	0	20	2	13	-	65%	\$964,950	\$644,492	4	31	2	13	50%	42%	\$722,000	\$736,992
Rural Ranchland MD	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Taber MD	1	25	2	8	200%	32%	\$755,000	\$750,625	1	19	2	14	200%	74%	\$555,000	\$551,143
Rural Vulcan County	3	46	1	25	33%	54%	\$600,000	\$443,464	2	57	0	28	0%	49%	-	\$519,843
Rural Warner County	0	11	2	9	-	82%	\$459,500	\$598,500	1	17	2	11	200%	65%	\$556,250	\$573,318
Rural Willow Creek MD	3	25	2	11	67%	44%	\$873,500	\$704,909	1	29	0	20	0%	69%	-	\$699,978