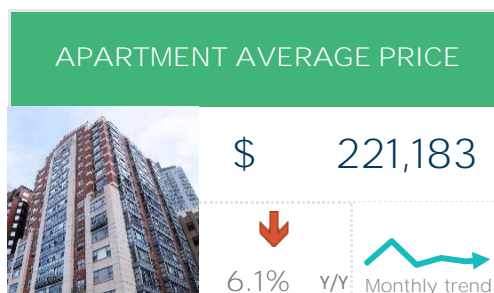
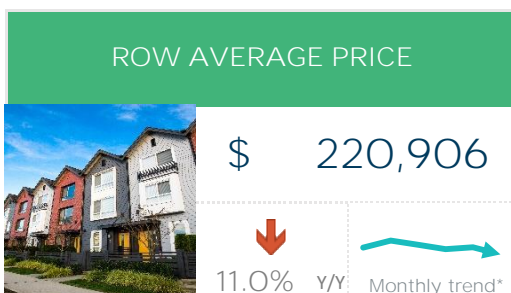
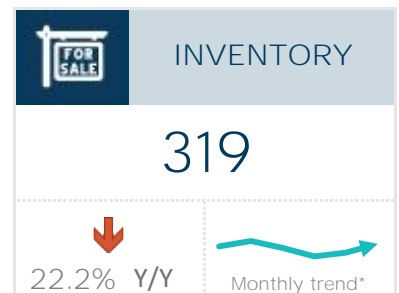
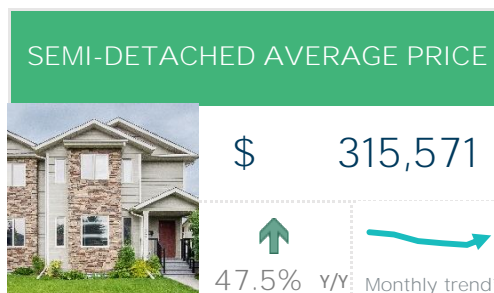
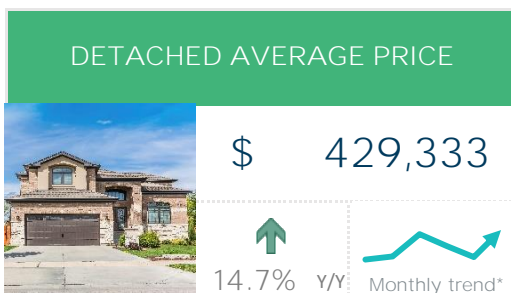
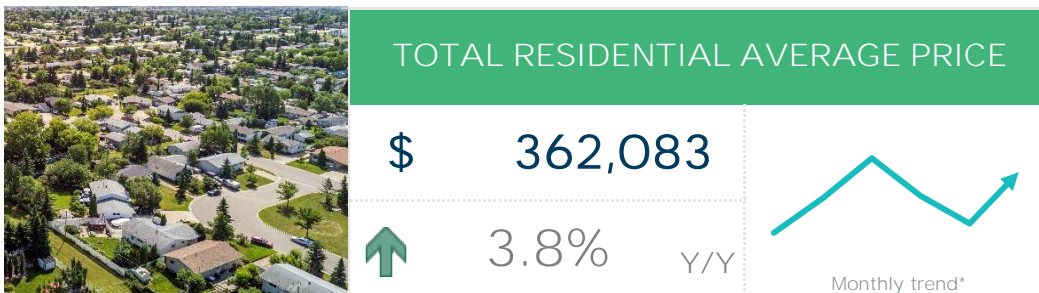
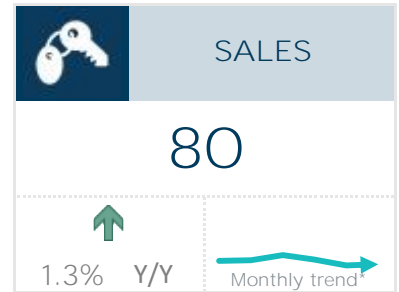


Market Trend Summary

Sales in 2023 eased by nearly nine per cent over last years levels, due to a pullback in detached home sales. However, with 1,864 sales, levels are still outperforming long term trends for the city. While higher lending rates did contribute to a pullback in sales so too did the decline in new listings. New listings in the city fell by nearly 15 per cent resulting in an average sales-to-new listings ratio of 81 per cent this year and a persistent decline in inventory levels. Inventory levels did not hit record lows but averaged over 35 per cent below long-term trends.

Relatively tight market conditions supported price growth across each of the property types. Annual average price gains ranged from a low of nearly one per cent for apartment condominiums to over eight per cent for semi-detached properties. While total residential prices were relatively stable in 2023, much of that is related to compositional shifts as detached sales accounted for a smaller share of total sales.



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

December 2023



December 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	51	-20%	76	17%	237	-19%	67%	4.65	2%	\$429,333	15%
Semi	7	250%	4	-20%	27	-18%	175%	3.86	-77%	\$315,571	47%
Row	16	100%	11	175%	34	-11%	145%	2.13	-55%	\$220,906	-11%
Apartment	6	20%	7	17%	21	-55%	86%	3.50	-63%	\$221,183	-6%
Total Residential	80	1%	98	23%	319	-22%	82%	3.99	-23%	\$362,083	4%

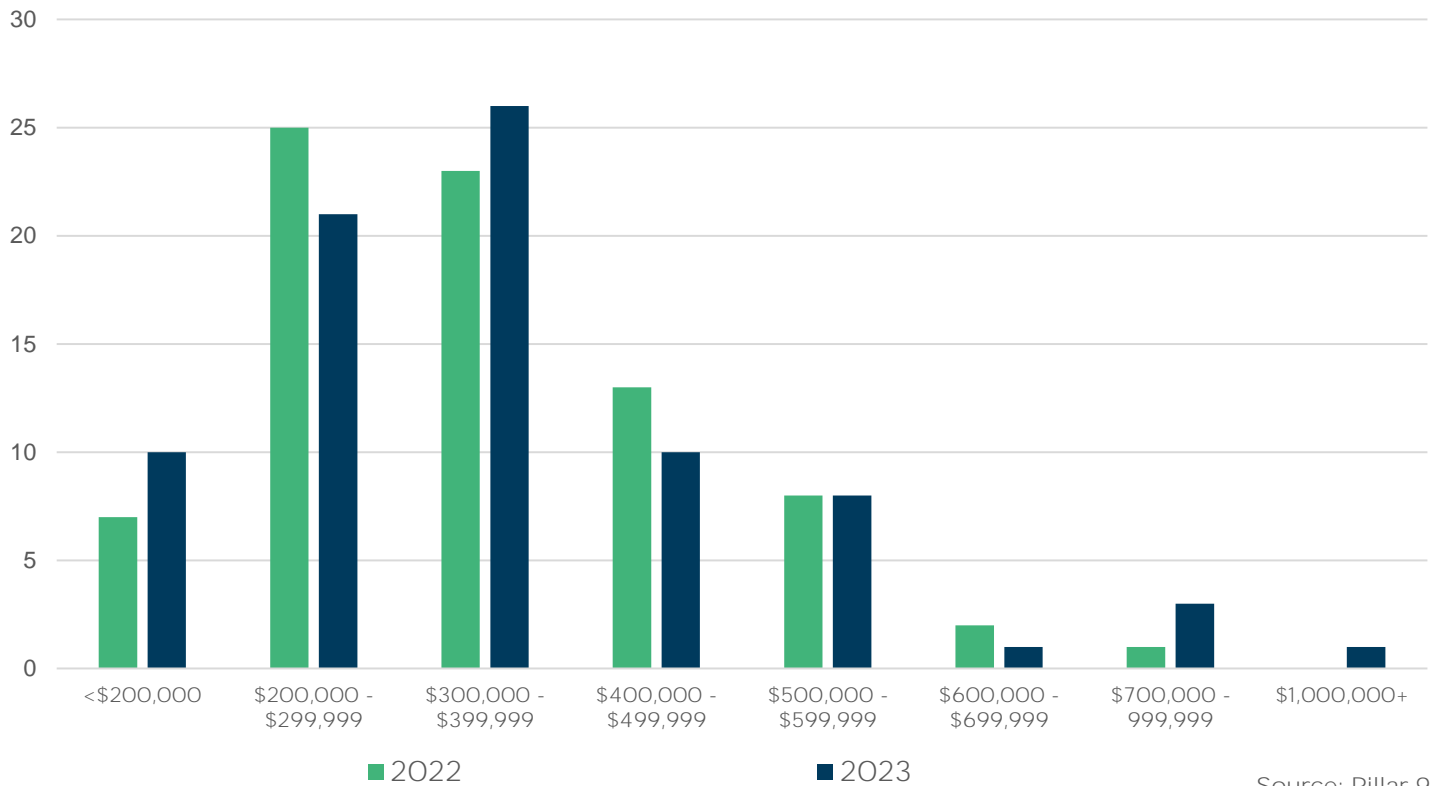
Year-to-Date

December 2023

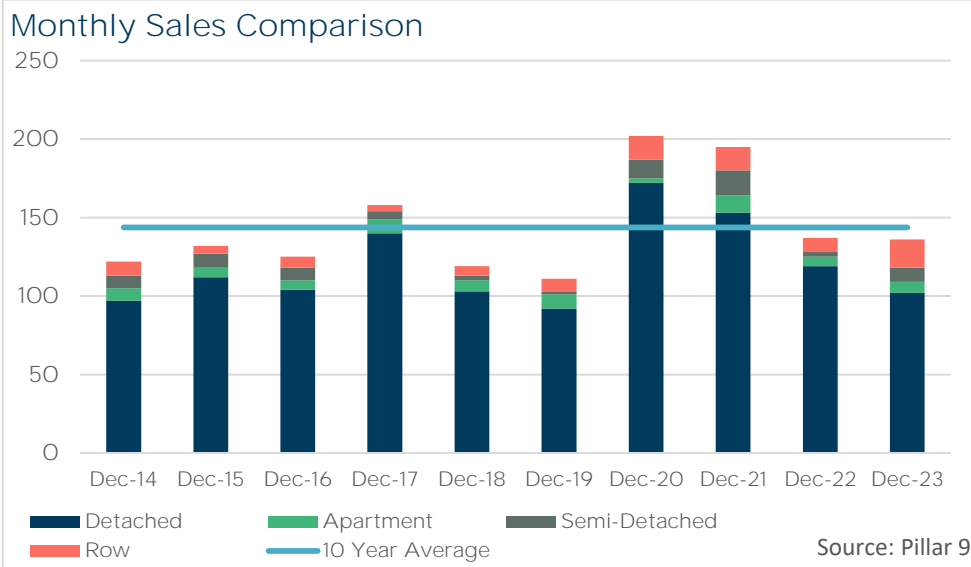
	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	1305	-13%	1659	-16%	300	-4%	79%	2.76	10%	\$387,449	1%
Semi	130	7%	146	-11%	25	-8%	89%	2.29	-14%	\$298,835	8%
Row	234	3%	279	-4%	42	-20%	84%	2.17	-22%	\$255,649	7%
Apartment	195	6%	209	-13%	43	-39%	93%	2.64	-42%	\$178,842	1%
Total Residential	1864	-9%	2293	-14%	410	-12%	81%	2.64	-3%	\$342,900	0%

Residential Sales by Price Range

December



Source: Pillar 9



*The six month monthly trend is based on a moving average
Data source: Pillar 9

SALES

136

0.7% Y/Y 9.7% YTD

NEW LISTINGS

137

6.2% Y/Y 14.6% YTD

INVENTORY

560

19.9% Y/Y Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 348,282

0.2% Y/Y Monthly trend*

DETACHED AVG PRICE

\$ 379,363

3.3% Y/Y Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 318,222

58.9% Y/Y Monthly trend*

ROW AVG PRICE

\$ 240,806

0.8% Y/Y Monthly trend*

APARTMENT AVG PRICE

\$ 210,414

4.0% Y/Y Monthly trend*

MONTHS OF SUPPLY

4.12

19.9% Y/Y Monthly trend*

December 2023



December 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	102	-14%	112	1%	468	-17%	91%	4.59	-17%	\$379,363	3%
Semi	9	200%	5	-38%	32	-33%	180%	3.56	-33%	\$318,222	59%
Row	18	100%	12	200%	37	-8%	150%	2.06	-8%	\$240,806	-1%
Apartment	7	17%	8	33%	23	-53%	88%	3.29	-53%	\$210,414	-4%
Total Residential	136	-1%	137	6%	560	-20%	99%	4.12	-20%	\$348,282	0%

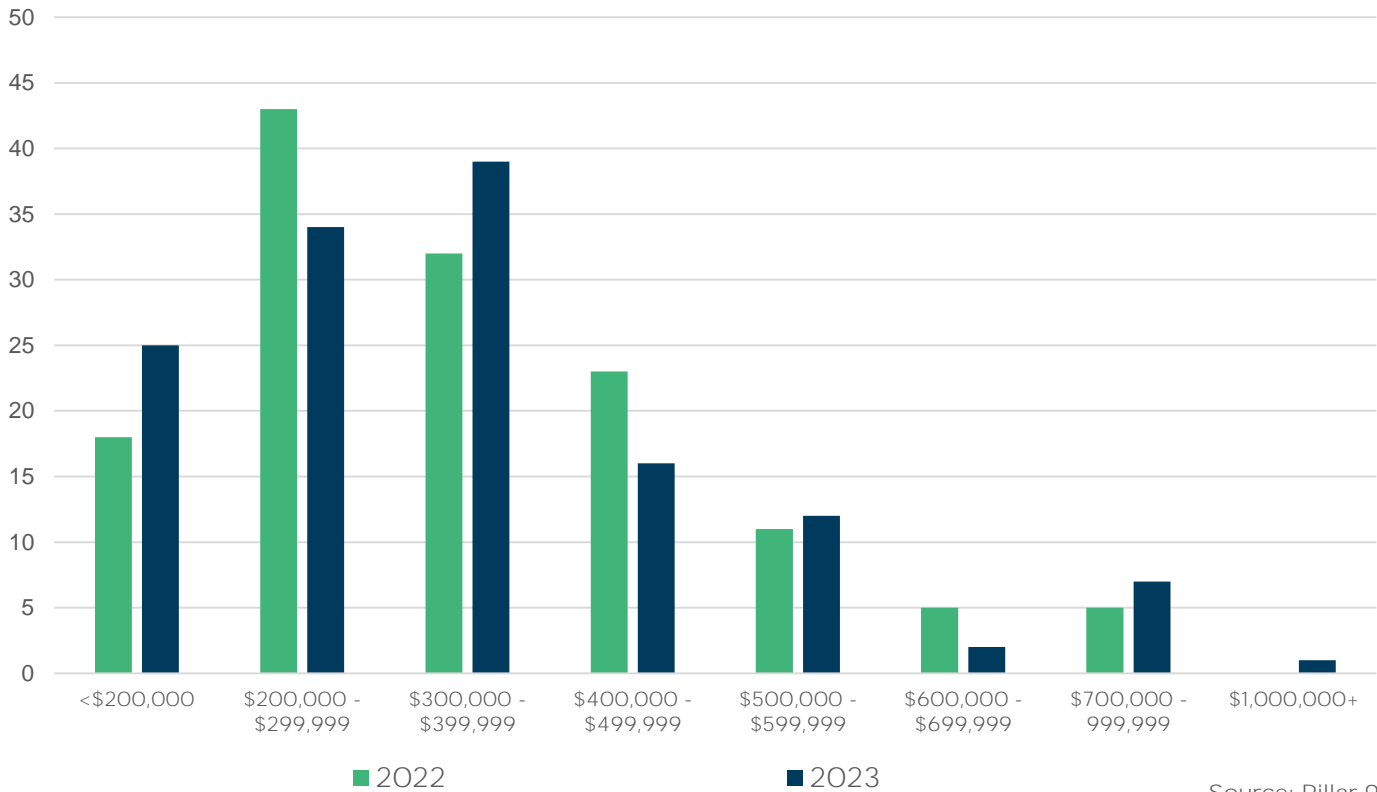
Year-to-Date

December 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	2246	-12%	2933	-15%	599	-5%	77%	3.20	8%	\$372,612	3%
Semi	160	5%	177	-18%	32	-20%	90%	2.38	-23%	\$294,717	6%
Row	255	-4%	307	-10%	48	-23%	83%	2.24	-19%	\$262,345	9%
Apartment	206	2%	221	-15%	45	-39%	93%	2.61	-40%	\$175,903	-1%
Total Residential	2867	-10%	3638	-15%	716	-10%	79%	2.99	0%	\$344,323	2%

Residential Sales by Price Range

December



Source: Pillar 9

December 2023



December 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	80	1%	98	23%	318	-22%	82%	3.98	-22%	\$362,083	4%
Cardston County	8	100%	2	-75%	26	-32%	400%	3.25	-32%	\$253,438	-12%
Forty Mile County No 9	2	100%	4	33%	16	-33%	50%	8.00	-33%	\$144,750	101%
Waterton ID	0	NA	0	NA	0	-100%	NA	NA	-100%	NA	NA
Lethbridge County	13	-32%	10	-29%	46	-27%	130%	3.54	-27%	\$332,192	-18%
MD of Taber	6	-60%	4	-69%	45	-24%	150%	7.50	-24%	\$235,417	-21%
Pincher Creek No 9	6	50%	3	50%	22	-12%	200%	3.67	-12%	\$453,333	-20%
Willow Creek No 26	14	27%	7	17%	42	-11%	200%	3.00	-11%	\$327,893	24%
Crowsnest Pass	6	20%	4	-56%	30	-29%	150%	5.00	-29%	\$300,883	-15%
Vulcan County	6	50%	11	###	36	29%	55%	6.00	29%	\$424,583	25%
Warner County No 5	1	-83%	7	133%	29	7%	14%	29.00	7%	\$325,000	16%
Total	136	-1%	137	6%	560	-20%	99%	4.12	-20%	\$348,282	0%

Year-to-Date

December 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	1864	-9%	2293	-14%	410	-12%	81%	2.64	-12%	\$342,900	0%
Cardston County	87	-12%	118	-30%	40	-18%	74%	5.51	-18%	\$332,214	13%
Forty Mile County No 9	43	23%	68	-12%	24	-18%	63%	6.56	-18%	\$206,845	8%
Waterton ID	1	-50%	2	100%	1	-42%	50%	11.00	-42%	\$1,150,000	36%
Lethbridge County	282	-10%	355	-16%	65	-12%	79%	2.77	-12%	\$385,670	2%
MD of Taber	209	-5%	274	-8%	65	3%	76%	3.71	3%	\$316,885	12%
Pincher Creek No 9	82	-20%	106	-20%	30	1%	77%	4.33	1%	\$386,848	-2%
Willow Creek No 26	213	-15%	292	-10%	57	-9%	73%	3.19	-9%	\$329,279	4%
Crowsnest Pass	143	-11%	177	-16%	34	-21%	81%	2.86	-21%	\$374,601	19%
Vulcan County	106	6%	160	3%	41	15%	66%	4.63	15%	\$322,849	3%
Warner County No 5	99	-22%	149	-14%	34	-17%	66%	4.16	-17%	\$306,220	2%
Total	2867	-10%	3638	-15%	716	-10%	79%	2.99	0%	\$344,323	2%

December 2023



	2023		2022		2021		% Change	
	December	YTD	December	YTD	December	YTD	December	YTD
Total # of Listings	137	3,638	129	4,261	150	4,395	6%	-15%
Total # of Sold	136	2,867	137	3,176	195	3,650	-1%	-10%
Total Sales Volume	\$47,366,400	\$987,175,242	\$47,822,200	#####	\$61,674,458	\$1,147,401,830	-1%	-7%

Number of Units Sold by Price Range	2023		2022	
	December	YTD	December	YTD
<\$200,000	25	456	18	545
\$200,000 - \$299,999	34	778	43	894
\$300,000 - \$399,999	39	801	32	890
\$400,000 - \$499,999	16	444	23	466
\$500,000 - \$599,999	12	207	11	205
\$600,000 - \$699,999	2	93	5	81
\$700,000 - 999,999	7	68	5	82
\$1,000,000+	1	20	0	13

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$38,695,000	102	112	468
Other	\$8,671,400	34	25	92
Vacant Land	\$1,247,500	8	8	214
Total	\$48,613,900	144	145	774

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,879,000	1	1	18
Commercial	\$360,389	7	7	100
Total	\$2,239,389	8	8	118

Grand Total	\$50,853,289	152	153	892
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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	
	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	
Lethbridge	98	2293	80	1864	82%	81%	\$362,083	\$342,900	80	2680	79	2039	99%	76%	\$348,755	\$341,869
Barons	0	13	0	12	-	92%	-	\$169,275	1	13	1	10	100%	77%	\$500,000	\$253,050
Bellevue	3	38	1	31	33%	82%	\$315,000	\$385,479	0	37	2	24	-	65%	\$392,500	\$333,338
Blairmore	0	45	3	42	-	93%	\$229,933	\$365,628	5	48	1	40	20%	83%	\$165,000	\$292,148
Burdett	1	11	0	8	0%	73%	-	\$198,125	0	10	0	2	-	20%	-	\$217,000
Cardston	1	62	5	46	500%	74%	\$246,500	\$315,437	6	105	3	66	50%	63%	\$219,967	\$274,166
Carmangay	2	10	0	5	0%	50%	-	\$259,800	0	12	0	12	-	100%	-	\$143,583
Champion	1	16	0	10	0%	63%	-	\$229,700	0	9	1	8	-	89%	\$315,000	\$274,238
Claresholm	2	104	2	81	100%	78%	\$235,500	\$302,741	1	113	2	98	200%	87%	\$334,500	\$261,343
Coaldale	4	155	4	128	100%	83%	\$284,875	\$371,243	8	205	10	158	125%	77%	\$414,225	\$348,033
Coleman	1	72	1	57	100%	79%	\$456,000	\$354,750	4	97	2	72	50%	74%	\$413,250	\$295,813
Coutts	0	7	0	5	-	71%	-	\$215,500	0	8	0	2	-	25%	-	\$291,250
Cowley	0	4	0	3	-	75%	-	\$143,333	0	7	0	5	-	71%	-	\$263,600
Crowsnest	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	0	3	0	1	-	33%	-	\$115,000	0	3	0	2	-	67%	-	\$133,000
Fort Macleod	3	66	5	50	167%	76%	\$232,500	\$264,381	5	90	4	54	80%	60%	\$268,750	\$310,940
Glenwood	0	5	0	3	-	60%	-	\$277,667	0	4	0	2	-	50%	-	\$179,250
Granum	0	13	0	3	-	23%	-	\$214,267	0	16	1	12	-	75%	\$106,000	\$220,575
Grassy Lake	0	18	2	12	-	67%	\$185,000	\$231,125	0	11	0	5	-	45%	-	\$174,500
Hill Spring	0	11	1	9	-	82%	\$310,000	\$204,111	0	12	0	6	-	50%	-	\$272,650
Lomond	0	11	1	6	-	55%	\$80,000	\$148,500	0	8	0	5	-	63%	-	\$118,800
Magrath	1	21	2	20	200%	95%	\$242,500	\$317,925	2	28	1	19	50%	68%	\$498,000	\$355,347
Milk River	2	33	0	19	0%	58%	-	\$185,089	0	24	0	20	-	83%	-	\$198,190
Nobleford	0	36	2	31	-	86%	\$335,000	\$390,529	2	40	3	29	150%	73%	\$371,667	\$337,410
Picture Butte	3	47	3	32	100%	68%	\$325,333	\$306,922	0	30	1	21	-	70%	\$295,000	\$304,857
Pincher Creek	2	73	5	61	250%	84%	\$353,000	\$338,264	2	86	2	74	100%	86%	\$404,750	\$309,375
Raymond	1	57	1	43	100%	75%	\$325,000	\$330,480	2	78	5	65	250%	83%	\$281,200	\$294,528
Stavely	0	19	2	11	-	58%	\$197,500	\$261,718	0	14	1	15	-	107%	\$237,900	\$208,633
Stirling	0	22	0	18	-	82%	-	\$295,633	0	27	0	14	-	52%	-	\$363,736
Taber	3	159	2	130	67%	82%	\$160,000	\$303,702	12	204	11	155	92%	76%	\$325,682	\$274,558
Vauxhall	0	43	1	34	-	79%	\$152,500	\$240,825	0	40	2	29	-	73%	\$93,000	\$222,666
Vulcan	3	58	1	50	33%	86%	\$405,000	\$285,444	0	53	2	43	-	81%	\$133,750	\$248,322
Warner	1	16	0	5	0%	31%	-	\$160,600	0	13	0	8	-	62%	-	\$207,038
Coalhurst	2	57	3	45	150%	79%	\$402,667	\$349,867	1	67	2	57	200%	85%	\$255,000	\$362,490
Barnwell	1	20	0	15	0%	75%	-	\$448,347	0	10	1	7	-	70%	\$200,000	\$355,529
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	1	2	-	33%	\$890,000	\$882,500

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	
Enchant	0	4	0	3	-	75%	-	\$235,000	0	5	0	4	-	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	8	0	4	0%	50%	-	\$212,250
Hillcrest	0	16	1	11	-	69%	\$344,500	\$348,273	0	16	0	15	-	94%	-	\$333,760
Iron Springs	0	0	0	0	-	-	-	-	0	3	0	2	-	67%	-	\$400,000
Lundbreck	1	7	0	3	0%	43%	-	\$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	1	8	1	7	100%	88%	\$215,000	\$307,357
Mountain View	0	1	0	0	-	0%	-	-	0	2	0	1	-	50%	-	\$579,000
New Dayton	1	1	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	1	12	1	6	100%	50%	\$325,000	\$173,667	0	11	0	5	-	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	-	-	-	-	0	3	1	5	-	167%	\$275,000	\$182,600
Kimball	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	2	0	2	-	100%	-	\$387,000	0	4	0	2	-	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	1	3	-	100%	\$635,000	\$602,633	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	0	10	0	1	-	10%	-	\$500,000
Rural Crowsnest Pass	0	3	0	2	-	67%	-	\$1,105,000	0	4	0	3	-	75%	-	\$696,000
Rural Forty Mile County	1	6	0	3	0%	50%	-	\$505,000	0	9	0	3	-	33%	-	\$353,667
Rural Lethbridge County	0	21	0	16	-	76%	-	\$795,931	1	34	0	19	0%	56%	-	\$931,550
Rural Pincher Creek MD	0	20	1	14	-	70%	\$955,000	\$666,671	0	31	2	15	-	48%	\$735,000	\$736,727
Rural Ranchland MD	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Taber MD	0	25	1	9	-	36%	\$570,000	\$730,556	0	19	1	15	-	79%	\$490,000	\$547,067
Rural Vulcan County	3	49	4	29	133%	59%	\$515,625	\$453,417	1	58	1	29	100%	50%	\$775,000	\$528,641
Rural Warner County	2	13	0	9	0%	69%	-	\$598,500	1	18	0	11	0%	61%	-	\$573,318
Rural Willow Creek MD	1	28	2	13	200%	46%	\$672,500	\$699,923	0	29	0	20	-	69%	-	\$699,978