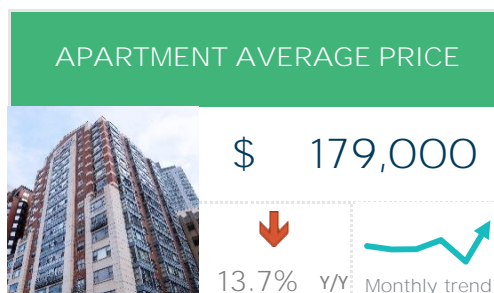
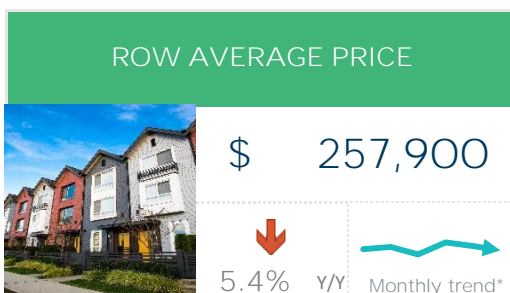
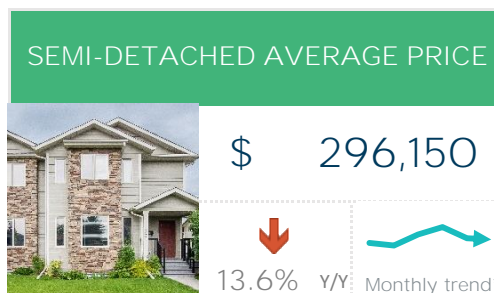
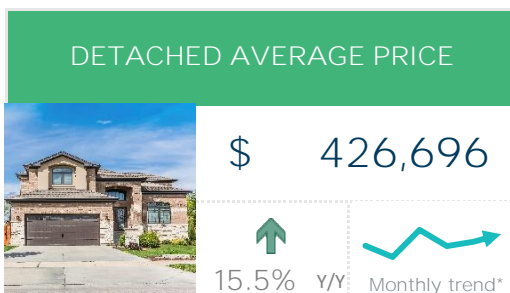
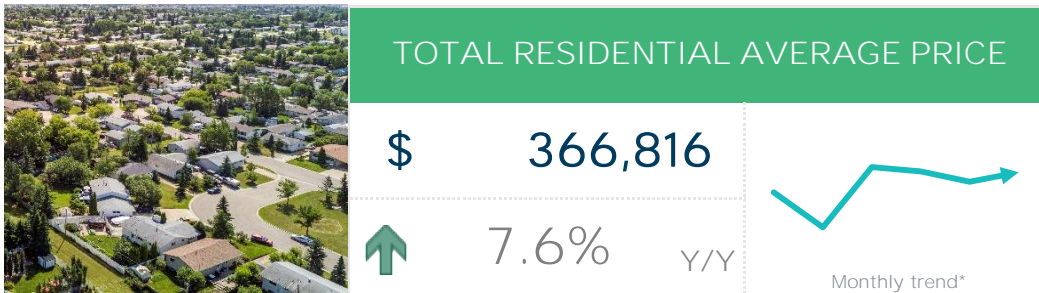


March 2024

Market Trend Summary

Lethbridge sales continue to rise in March driving first quarter sales above long-term trends for the city. At the same time new listings have remained lower than last year and the sales-to-new-listings ratio has remained elevated at 92 per cent. This has prevented any gains in inventory levels, which have now fallen to 272 units, reflecting the lowest march levels reported since 2007.

The decline in inventory combined with higher sales caused the months of supply to fall below two months in March. Tighter market conditions are placing further upward pressure on home prices. Year-to-date the average price was \$369,926, over 11 per cent higher than levels reported in the first quarter of last year.



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

March 2024



March 2024

	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	118	5%	134	-20%	203	-36%	88%	1.72	-39%	\$426,696	16%
Semi	10	100%	7	-46%	9	-57%	143%	0.90	-79%	\$296,150	-14%
Row	17	-11%	21	-13%	36	9%	81%	2.12	22%	\$257,900	-5%
Apartment	24	71%	21	0%	24	-59%	114%	1.00	-76%	\$179,000	-14%
Total Residential	169	13%	183	-19%	272	-36%	92%	1.61	-44%	\$366,816	8%

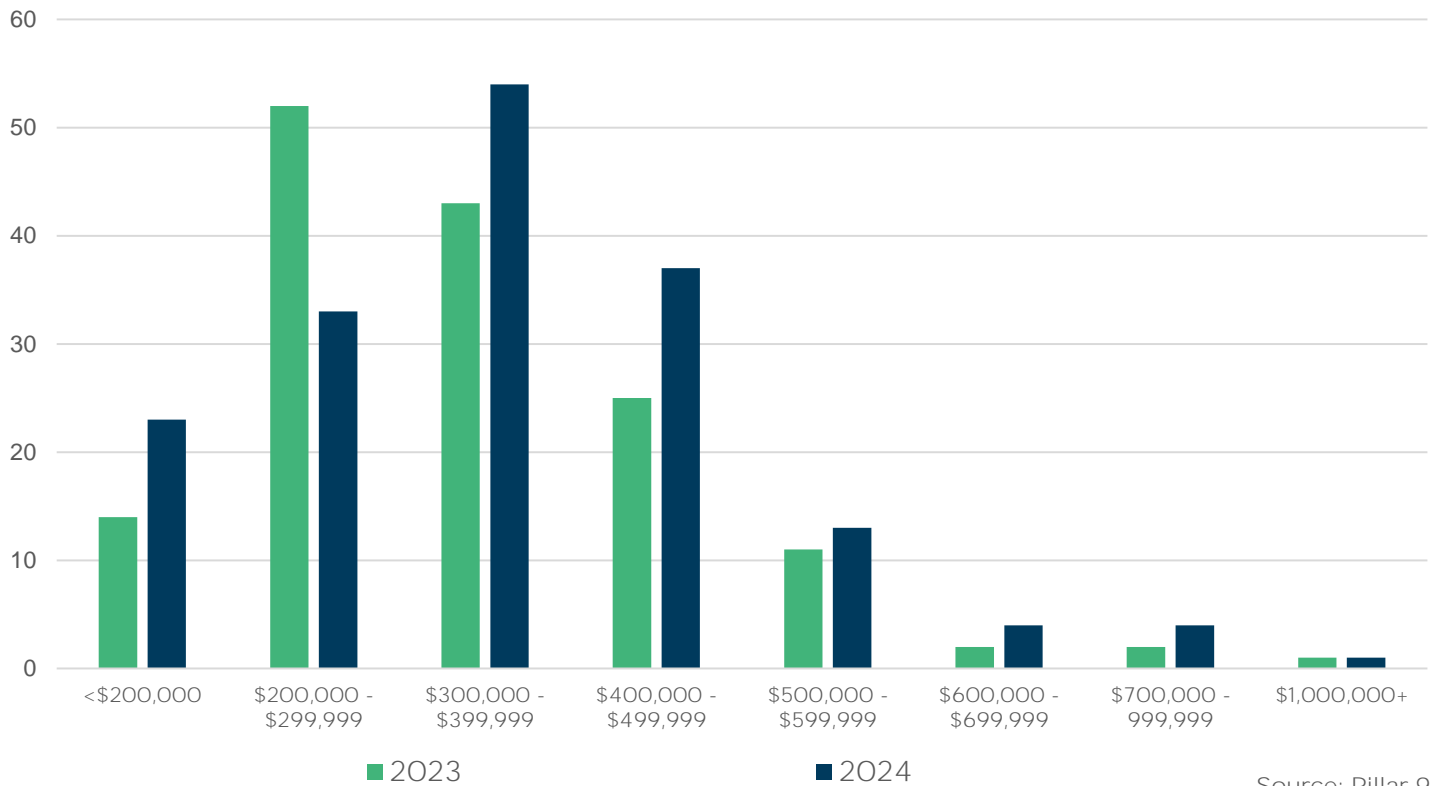
Year-to-Date

March 2024

	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	298	14%	336	-13%	206	-33%	89%	2.07	-41%	\$421,544	16%
Semi	35	40%	24	-11%	16	-25%	146%	1.34	-47%	\$321,729	8%
Row	39	5%	47	12%	34	6%	83%	2.59	1%	\$274,283	7%
Apartment	51	65%	54	2%	26	-53%	94%	1.53	-71%	\$174,527	-6%
Total Residential	423	19%	461	-9%	281	-32%	92%	2.00	-43%	\$369,926	11%

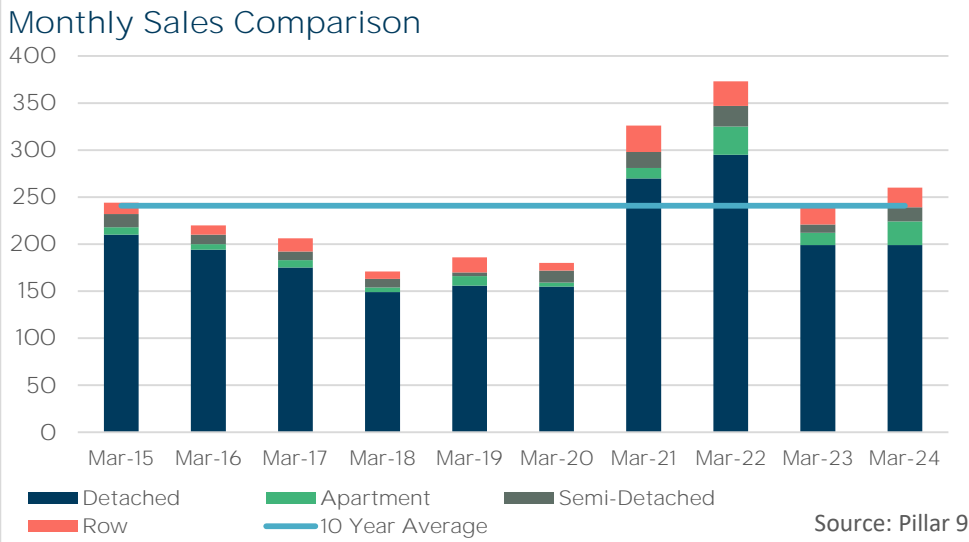
Residential Sales by Price Range

March



Source: Pillar 9

March 2024



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

SALES

260

↑ 7.4% Y/Y ↑ 9.5% YTD

NEW LISTINGS

301

↓ 7.4% Y/Y ↓ 7.3% YTD

INVENTORY

528

↓ 21.8% Y/Y Monthly trend*

MONTHS OF SUPPLY

2.03

↓ 21.8% Y/Y Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 372,738

↑ 8.2% Y/Y Monthly trend*

DETACHED AVG PRICE

\$ 409,257

↑ 12.7% Y/Y Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 346,833

↑ 17.3% Y/Y Monthly trend*

ROW AVG PRICE

\$ 271,967

↓ 0.9% Y/Y Monthly trend*

APARTMENT AVG PRICE

\$ 182,240

↓ 10.7% Y/Y Monthly trend*

March 2024



March 2024

	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	199	0%	243	-8%	435	-23%	82%	2.19	-23%	\$409,257	13%
Semi	15	67%	11	-31%	14	-46%	136%	0.93	-46%	\$346,833	17%
Row	21	0%	27	8%	46	28%	78%	2.19	28%	\$271,967	-1%
Apartment	25	92%	20	-5%	24	-60%	125%	0.96	-60%	\$182,240	-11%
Total Residential	260	7%	301	-7%	528	-22%	86%	2.03	-22%	\$372,738	8%

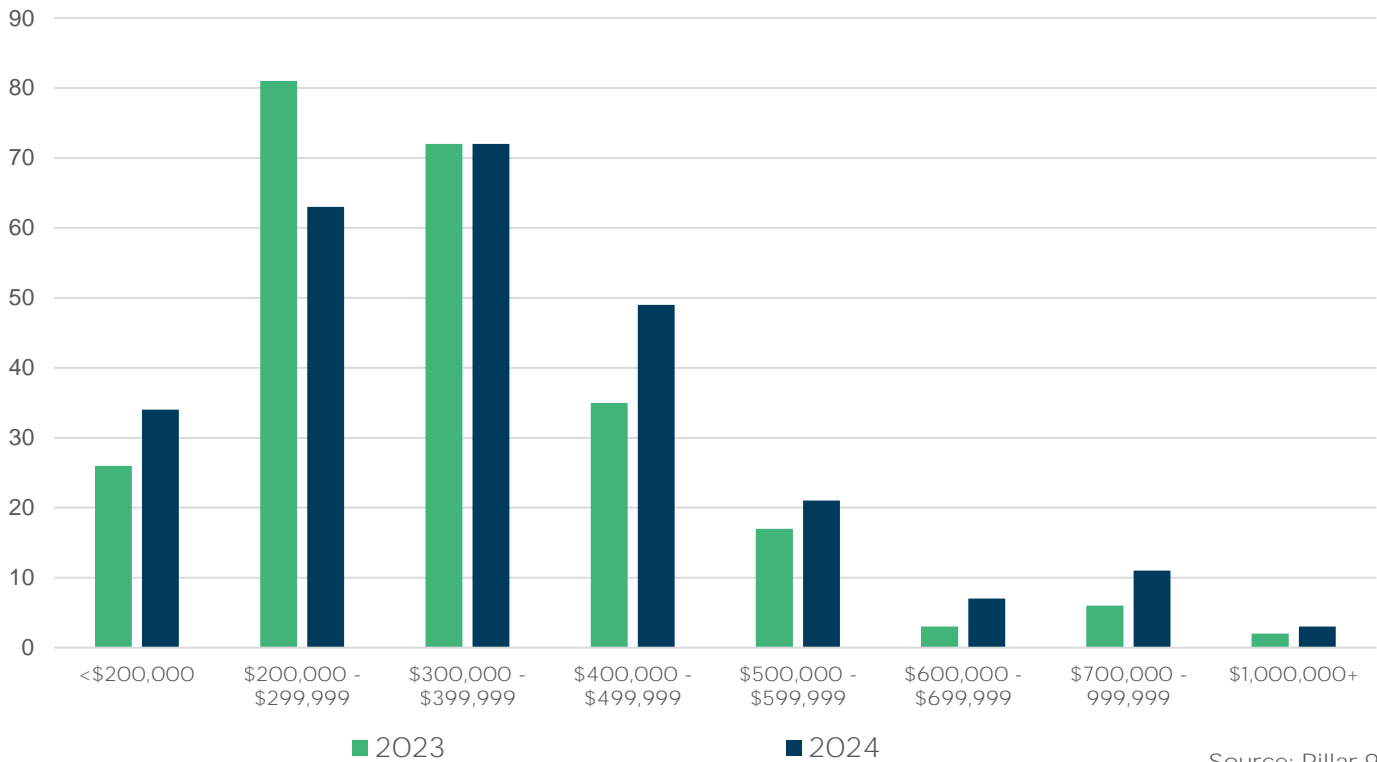
Year-to-Date

March 2024

	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	502	8%	607	-9%	428	-25%	83%	2.56	-31%	\$405,232	13%
Semi	40	11%	31	-11%	21	-25%	129%	1.60	-32%	\$337,538	16%
Row	40	-5%	56	12%	41	17%	71%	3.10	23%	\$274,570	6%
Apartment	52	44%	53	-7%	27	-53%	98%	1.54	-68%	\$178,926	2%
Total Residential	634	9%	747	-7%	521	-24%	85%	2.47	-31%	\$374,156	11%

Residential Sales by Price Range

March



Source: Pillar 9

March 2024



March 2024

	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	169	13%	183	-19%	272	-36%	92%	1.61	-36%	\$366,816	8%
Cardston County	4	-56%	11	175%	38	23%	36%	9.50	23%	\$653,750	108%
Forty Mile County No 9	3	200%	3	-67%	12	-63%	100%	4.00	-63%	\$246,183	-2%
Waterton ID	0	-100%	1	NA	1	NA	NA	NA	NA	NA	NA
Lethbridge County	24	-17%	26	-16%	50	-12%	92%	2.08	-12%	\$381,158	7%
MD of Taber	13	-19%	32	60%	57	6%	41%	4.38	6%	\$283,408	12%
Pincher Creek No 9	6	-33%	12	0%	27	-7%	50%	4.50	-7%	\$430,083	3%
Willow Creek No 26	22	5%	24	0%	47	15%	92%	2.14	15%	\$412,764	16%
Crowsnest Pass	12	-8%	9	-25%	21	-16%	133%	1.75	-16%	\$455,708	28%
Vulcan County	15	150%	9	-31%	22	-41%	167%	1.47	-41%	\$274,167	-24%
Warner County No 5	15	200%	13	-19%	22	-45%	115%	1.47	-45%	\$284,933	12%
Total	260	7%	301	-7%	528	-22%	86%	2.03	-22%	\$372,738	8%

Year-to-Date

March 2024

	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	423	19%	461	-9%	281	-32%	92%	2.00	-32%	\$369,926	11%
Cardston County	10	-52%	27	13%	34	-11%	37%	10.20	-11%	\$457,500	42%
Forty Mile County No 9	9	29%	8	-67%	13	-54%	113%	4.33	-54%	\$197,672	-2%
Waterton ID	0	-100%	1	NA	0	-50%	0%	NA	-50%	NA	NA
Lethbridge County	52	-31%	77	-17%	49	-21%	68%	2.83	-21%	\$421,193	8%
MD of Taber	37	-10%	62	13%	49	-15%	60%	4.00	-15%	\$384,386	35%
Pincher Creek No 9	13	-19%	27	8%	23	-18%	48%	5.31	-18%	\$386,500	-2%
Willow Creek No 26	51	13%	70	11%	50	12%	73%	2.94	12%	\$383,755	24%
Crowsnest Pass	25	-32%	20	-41%	25	-17%	125%	3.04	-17%	\$439,920	32%
Vulcan County	37	131%	28	-15%	29	-9%	132%	2.35	-9%	\$314,477	-1%
Warner County No 5	28	100%	31	-18%	24	-31%	90%	2.54	-31%	\$305,811	18%
Total	634	9%	747	-7%	521	-24%	85%	2.47	-31%	\$374,156	11%

March 2024



	2024		2023		2022		% Change	
	March	YTD	March	YTD	March	YTD	March	YTD
Total # of Listings	301	747	325	806	435	1,019	-7%	-7%
Total # of Sold	260	634	242	579	373	822	7%	9%
Total Sales Volume	\$96,911,859	\$237,214,852	\$83,335,360	\$194,348,666	\$125,123,094	\$274,960,247	16%	22%

Number of Units	2024		2023	
	March	YTD	March	YTD
Sold by Price Range				
<\$200,000	34	76	26	94
\$200,000 - \$299,999	63	141	81	185
\$300,000 - \$399,999	72	186	72	143
\$400,000 - \$499,999	49	117	35	89
\$500,000 - \$599,999	21	61	17	37
\$600,000 - \$699,999	7	25	3	16
\$700,000 - 999,999	11	22	6	10
\$1,000,000+	3	6	2	5

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$81,442,059	199	243	435
Other	\$15,469,800	61	58	93
Vacant Land	\$3,047,000	18	18	248
Total	\$99,958,859	278	319	776

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$10,230,000	3	3	21
Commercial	\$4,724,015	6	6	86
Total	\$14,954,015	9	9	107

Grand Total	\$114,912,874	287	328	883
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REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2024								2023							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD
Lethbridge	183	461	169	423	92%	92%	\$366,816	\$369,926	225	506	150	355	67%	70%	\$341,065	\$332,485
Barons	0	0	0	1	-	-	-	\$595,000	3	5	2	5	67%	100%	\$177,450	\$166,180
Bellevue	4	7	3	6	75%	86%	\$608,333	\$463,667	2	4	3	5	150%	125%	\$324,167	\$336,900
Blairmore	0	3	2	5	-	167%	\$348,250	\$313,500	1	7	4	11	400%	157%	\$460,125	\$414,318
Burdett	0	0	0	0	-	-	-	-	1	4	0	0	0%	0%	-	-
Cardston	6	15	1	6	17%	40%	\$215,000	\$233,333	0	12	5	12	-	100%	\$283,800	\$297,575
Carmangay	2	3	2	4	100%	133%	\$195,000	\$191,250	0	1	0	0	-	0%	-	-
Champion	1	5	2	4	200%	80%	\$231,250	\$248,125	2	2	0	1	0%	50%	-	\$248,000
Claresholm	7	23	9	18	129%	78%	\$340,433	\$315,481	10	24	4	11	40%	46%	\$332,325	\$290,618
Coaldale	12	32	10	24	83%	75%	\$363,140	\$407,360	13	44	11	33	85%	75%	\$391,665	\$376,143
Coleman	5	9	6	12	120%	133%	\$457,000	\$510,833	6	18	6	18	100%	100%	\$304,300	\$296,903
Coutts	1	1	1	3	100%	300%	\$148,750	\$117,917	0	1	0	1	-	100%	-	\$227,500
Cowley	0	1	2	3	-	300%	\$332,500	\$290,000	0	1	1	1	-	100%	\$50,000	\$50,000
Crowsnest	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Foremost	1	1	0	1	0%	100%	-	\$97,500	0	0	0	0	-	-	-	-
Fort Macleod	6	18	3	7	50%	39%	\$209,000	\$241,000	2	12	4	12	200%	100%	\$207,250	\$177,458
Glenwood	0	0	0	0	-	-	-	-	1	2	0	0	0%	0%	-	-
Granum	0	1	1	3	-	300%	\$346,000	\$242,833	1	1	0	0	0%	0%	-	-
Grassy Lake	0	0	0	0	-	-	-	-	1	3	0	1	0%	33%	-	\$250,000
Hill Spring	1	2	0	0	0%	0%	-	-	1	4	1	4	100%	100%	\$205,000	\$170,625
Lomond	0	0	0	2	-	-	-	\$369,575	1	5	1	2	100%	40%	\$165,000	\$122,000
Magrath	0	4	1	2	-	50%	\$325,000	\$550,000	1	2	2	3	200%	150%	\$366,000	\$394,000
Milk River	2	4	3	4	150%	100%	\$223,333	\$210,000	7	12	1	3	14%	25%	\$240,000	\$188,300
Nobleford	2	5	1	2	50%	40%	\$279,000	\$374,500	1	7	4	8	400%	114%	\$406,500	\$487,000
Picture Butte	3	10	6	9	200%	90%	\$303,917	\$284,428	1	10	6	10	600%	100%	\$335,417	\$296,190
Pincher Creek	10	17	4	9	40%	53%	\$478,875	\$422,389	8	15	5	10	63%	67%	\$323,000	\$297,250
Raymond	4	14	6	8	150%	57%	\$292,458	\$316,094	4	13	3	8	75%	62%	\$272,833	\$266,938
Stavely	0	4	1	6	-	150%	\$379,000	\$413,533	3	5	3	3	100%	60%	\$265,000	\$265,000
Stirling	4	6	1	4	25%	67%	\$123,500	\$327,125	3	5	1	2	33%	40%	\$215,000	\$357,500
Taber	23	41	11	28	48%	68%	\$296,709	\$377,475	10	30	14	32	140%	107%	\$261,071	\$269,150
Vauxhall	2	5	2	4	100%	80%	\$210,250	\$194,375	4	9	2	4	50%	44%	\$203,750	\$288,125
Vulcan	0	7	5	14	-	200%	\$245,000	\$295,036	4	10	2	8	50%	80%	\$195,000	\$216,863
Warner	1	2	2	4	200%	200%	\$201,000	\$161,200	1	3	0	0	0%	0%	-	-
Coalhurst	5	17	3	7	60%	41%	\$393,967	\$407,579	6	13	4	13	67%	100%	\$290,963	\$367,373
Barnwell	3	5	0	1	0%	20%	-	\$650,000	1	3	0	2	0%	67%	-	\$397,500
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beazer	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Diamond City	1	2	1	2	100%	100%	\$185,000	\$400,000	2	3	0	0	0%	0%	-	-

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2024								2023							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD
Enchant	0	1	0	0	-	0%	-	-	1	2	0	0	0%	0%	-	-
Etzikom	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Frank	0	1	0	0	-	0%	-	-	1	1	0	0	0%	0%	-	-
Hays	1	2	0	1	0%	50%	-	\$152,500	1	2	0	1	0%	50%	-	\$155,000
Hillcrest	0	0	1	2	-	-	\$205,000	\$259,250	1	3	0	3	0%	100%	-	\$245,000
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	1	0	1	0%	100%	-	\$353,000	0	1	0	0	-	0%	-	-
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	1	0	0	-	0%	-	-	1	2	1	1	100%	50%	\$289,900	\$289,900
Mountain View	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
New Dayton	0	0	0	1	-	-	-	\$450,000	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Shaughnessy	0	0	0	1	-	-	-	\$60,000	2	3	0	1	0%	33%	-	\$118,000
Spring Coulee	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Turin	1	1	1	1	100%	100%	\$579,000	\$579,000	0	0	0	0	-	-	-	-
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	1	1	0	0	0%	0%	-	-	0	0	1	1	-	-	\$1,150,000	\$1,150,000
Welling	0	1	1	1	-	100%	\$1,400,000	\$1,400,000	0	0	0	0	-	-	-	-
Wrentham	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Kimball	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$475,000	\$475,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Woolford	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Moon River Estates	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$572,900	\$572,900
Orton	1	1	0	0	0%	0%	-	-	0	2	0	1	-	50%	-	\$363,900
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	4	5	1	1	25%	20%	\$675,000	\$675,000	1	4	0	1	0%	25%	-	\$870,000
Rural Crowsnest Pass	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Rural Forty Mile County	0	3	0	1	-	33%	-	\$280,000	0	0	0	1	-	-	-	\$340,000
Rural Lethbridge County	2	9	2	5	100%	56%	\$734,000	\$785,900	2	6	1	4	50%	67%	\$550,000	\$1,005,000
Rural Pincher Creek MD	1	8	0	0	0%	0%	-	-	4	7	3	5	75%	71%	\$698,333	\$656,600
Rural Ranchland MD	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Taber MD	3	8	0	3	0%	38%	-	\$691,000	2	6	0	1	0%	17%	-	\$680,000
Rural Vulcan County	4	11	4	9	100%	82%	\$443,750	\$496,722	6	13	3	4	50%	31%	\$535,000	\$549,000
Rural Warner County	0	3	2	4	-	133%	\$587,500	\$609,225	1	4	0	0	0%	0%	-	-
Rural Willow Creek MD	1	9	3	6	300%	67%	\$849,833	\$739,083	3	5	1	3	33%	60%	\$975,000	\$701,667