



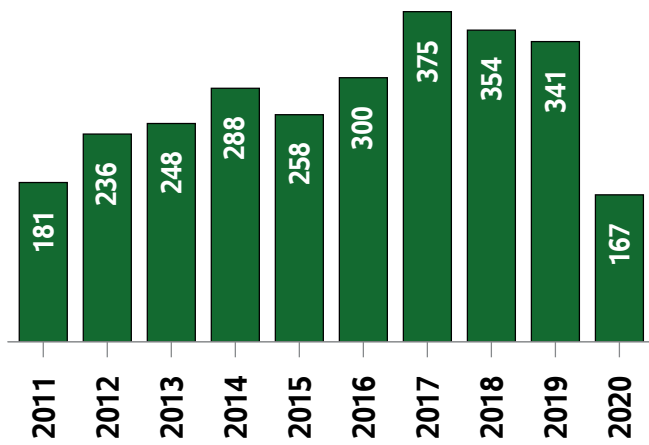
**Kootenay Association of REALTORS®
Residential Market Activity
May 2020**



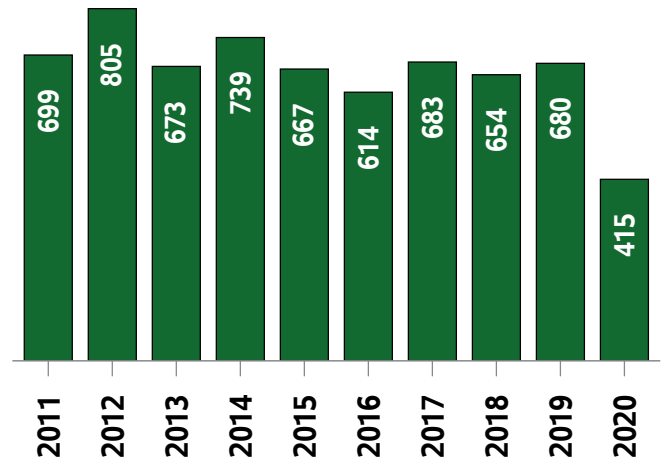
Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

Kootenay Association of REALTORS® MLS® Residential Market Activity

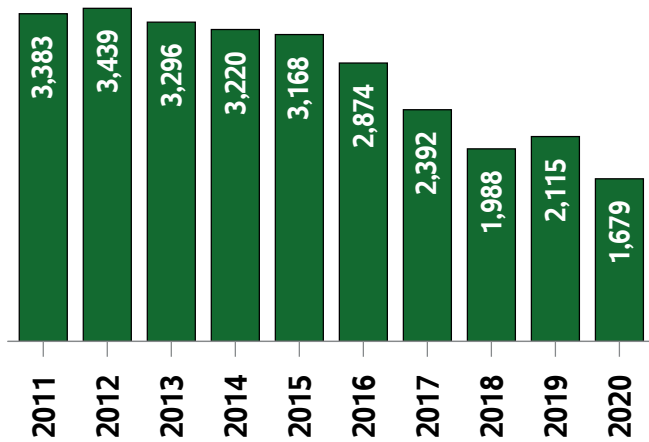
Sales Activity (May only)



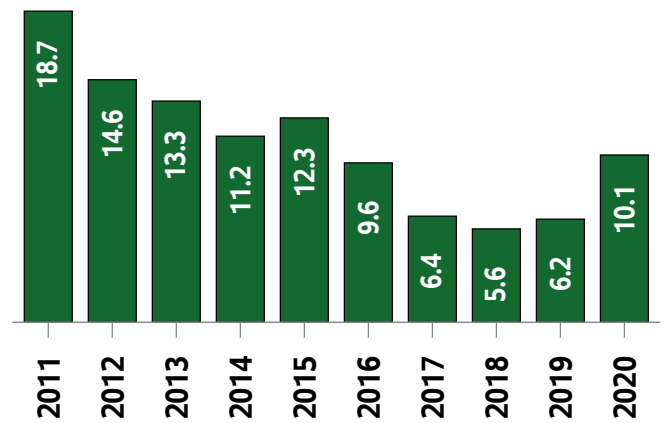
New Listings (May only)



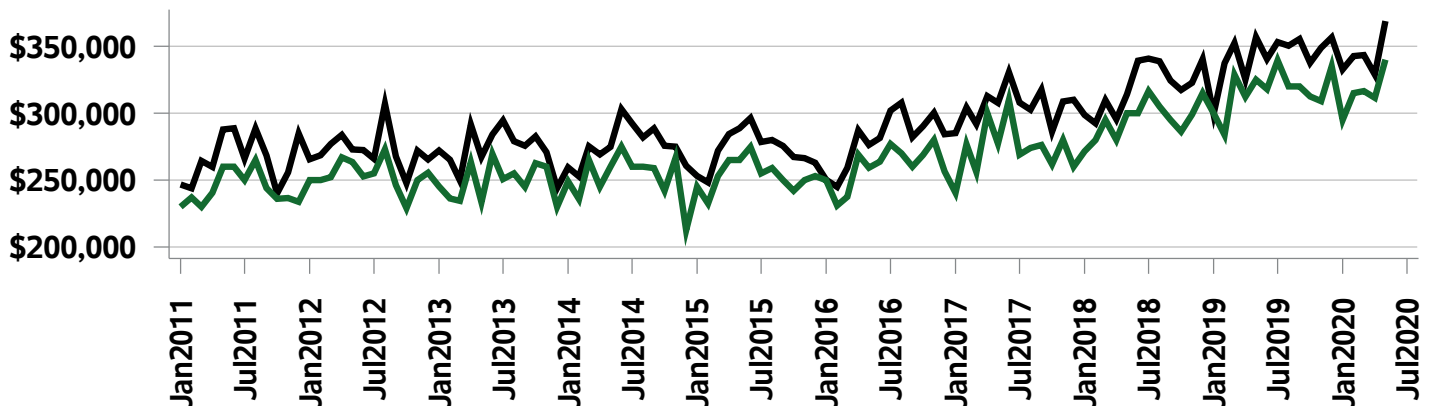
Active Listings (May only)



Months of Inventory (May only)

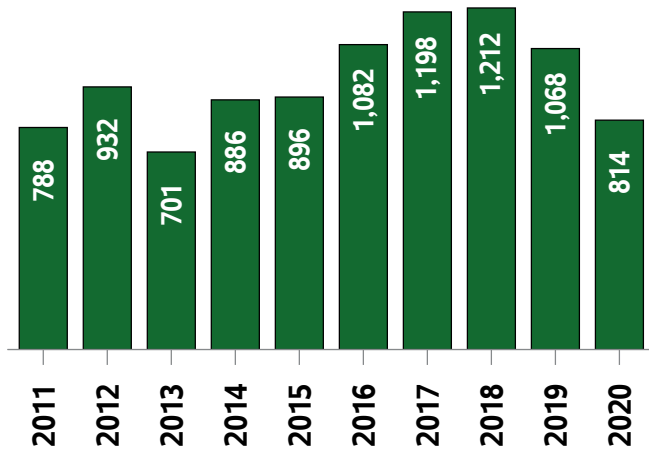


Average Price and Median Price

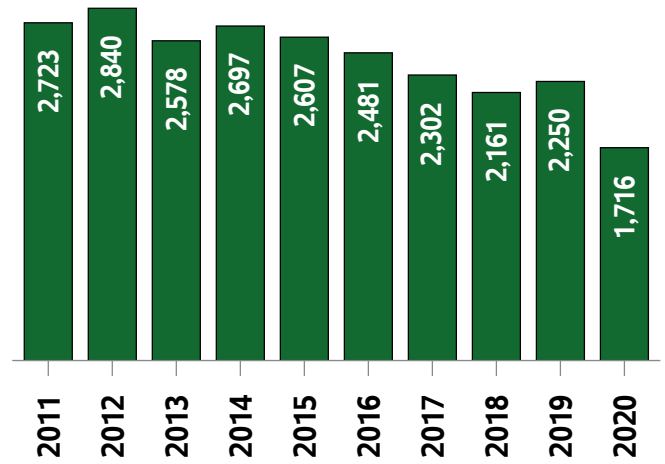


Kootenay Association of REALTORS® MLS® Residential Market Activity

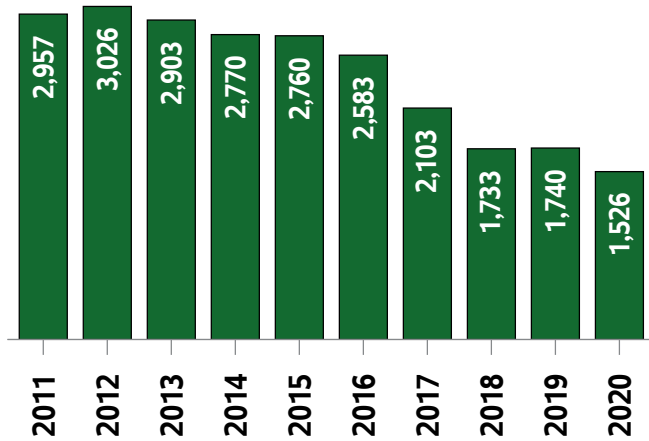
Sales Activity (May Year-to-date)



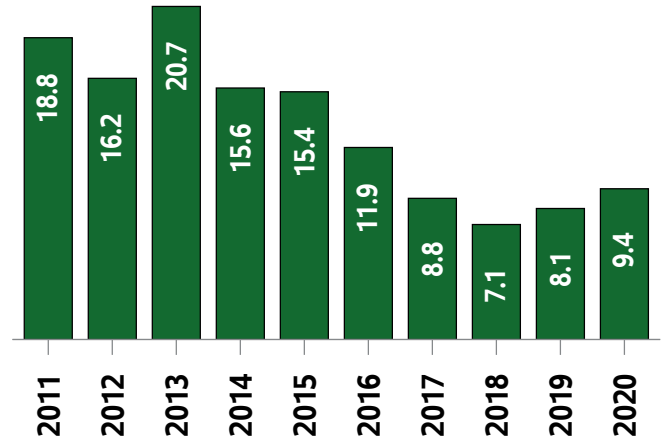
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	167	-51.0	-52.8	-55.5	-35.3	-32.7	-17.3
Dollar Volume	\$61,593,753	-49.4	-44.6	-46.6	-17.3	-7.1	8.6
New Listings	415	-39.0	-36.5	-39.2	-37.8	-38.3	-41.5
Active Listings	1,679	-20.6	-15.5	-29.8	-47.0	-49.1	-52.5
Sales to New Listings Ratio ¹	40.2	50.1	54.1	54.9	38.7	36.8	28.5
Months of Inventory ²	10.1	6.2	5.6	6.4	12.3	13.3	17.5
Average Price	\$368,825	3.4	17.4	19.9	27.7	38.0	31.4
Median Price	\$340,000	4.6	13.3	22.6	28.3	45.6	28.4
Sales to List Price Ratio	96.2	96.6	96.5	96.4	94.6	94.3	94.7
Median Days on Market	63.0	45.0	49.0	54.0	80.0	95.5	52.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	814	-23.8	-32.8	-32.1	-9.2	16.1	-11.1
Dollar Volume	\$280,323,662	-22.4	-23.8	-22.6	14.3	47.0	9.7
New Listings	1,716	-23.7	-20.6	-25.5	-34.2	-33.4	-47.5
Active Listings ³	1,526	-12.3	-12.0	-27.4	-44.7	-47.4	-49.6
Sales to New Listings Ratio ⁴	47.4	47.5	56.1	52.0	34.4	27.2	28.0
Months of Inventory ⁵	9.4	8.1	7.1	8.8	15.4	20.7	16.5
Average Price	\$344,378	1.8	13.4	13.9	25.8	26.6	23.4
Median Price	\$316,750	0.2	11.1	15.3	24.2	31.2	21.9
Sales to List Price Ratio	95.9	96.0	96.2	95.8	94.5	93.9	94.8
Median Days on Market	64.0	56.0	61.0	71.0	94.0	92.0	49.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

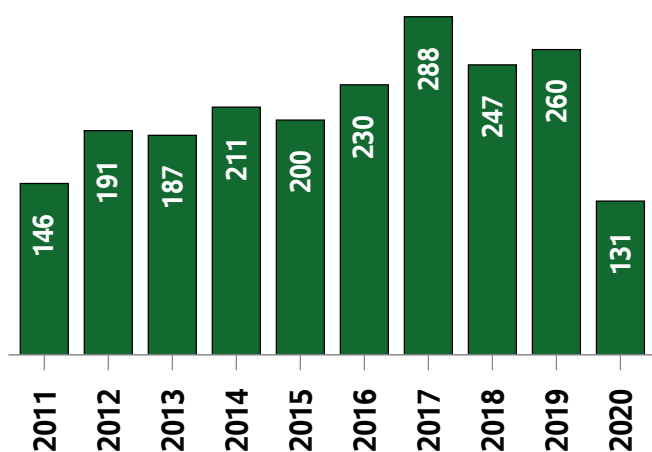
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

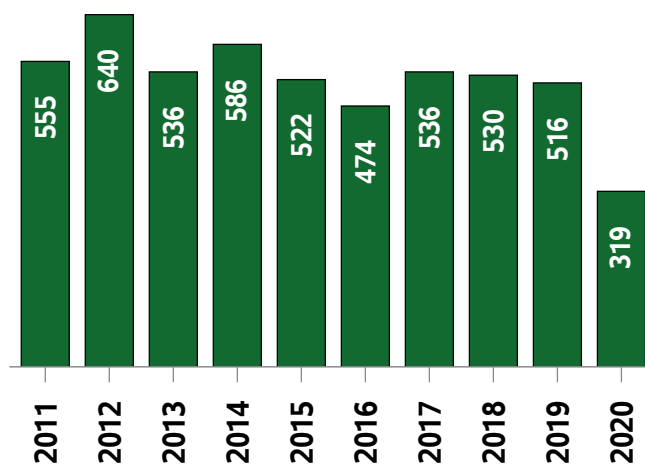
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kootenay Association of REALTORS® MLS® Single Family Market Activity

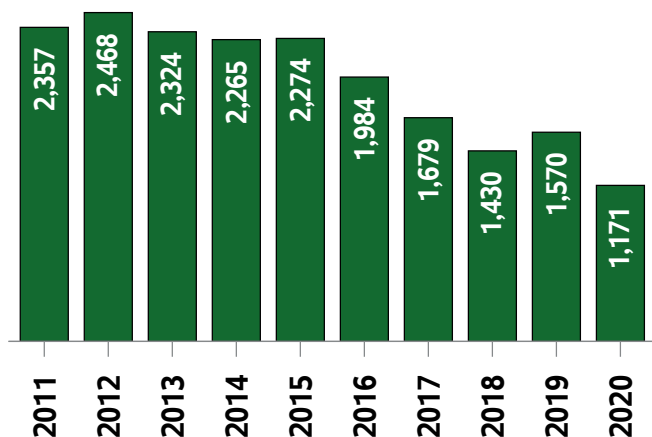
Sales Activity (May only)



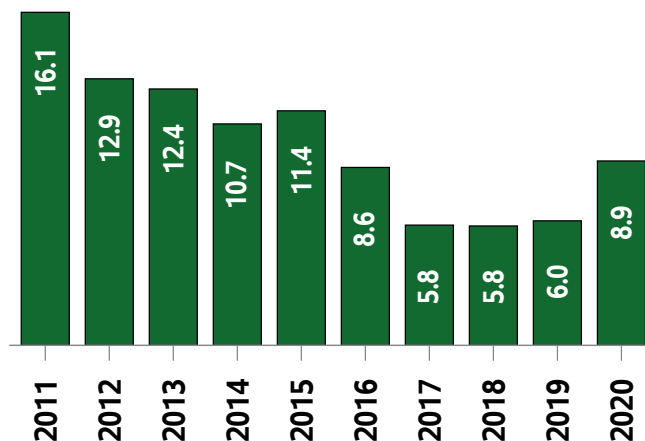
New Listings (May only)



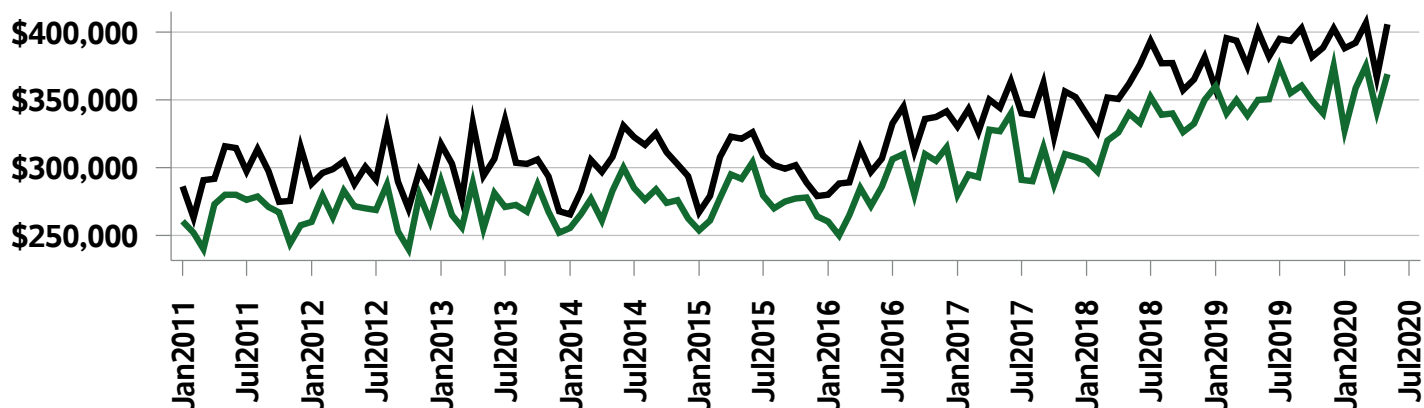
Active Listings (May only)



Months of Inventory (May only)

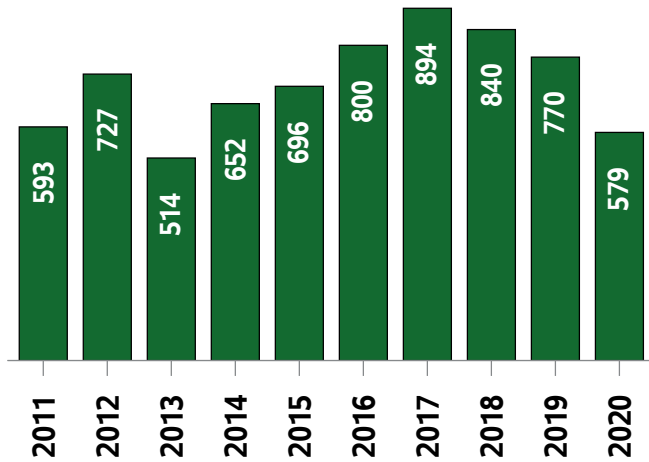


Average Price and Median Price

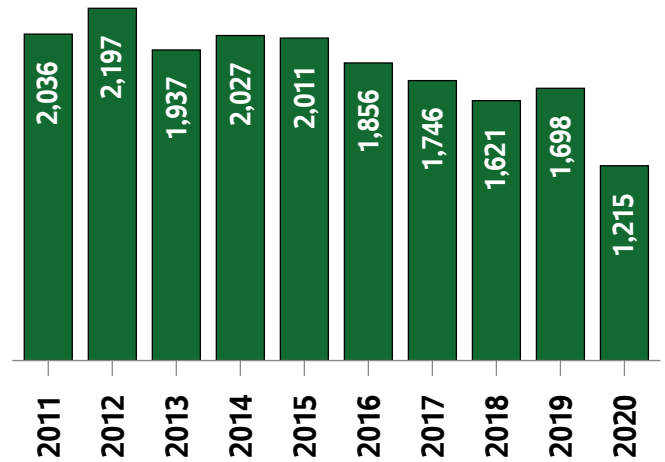


Kootenay Association of REALTORS® MLS® Single Family Market Activity

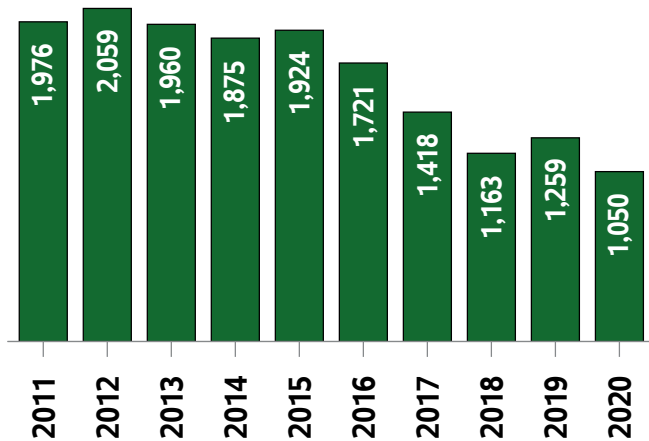
Sales Activity (May Year-to-date)



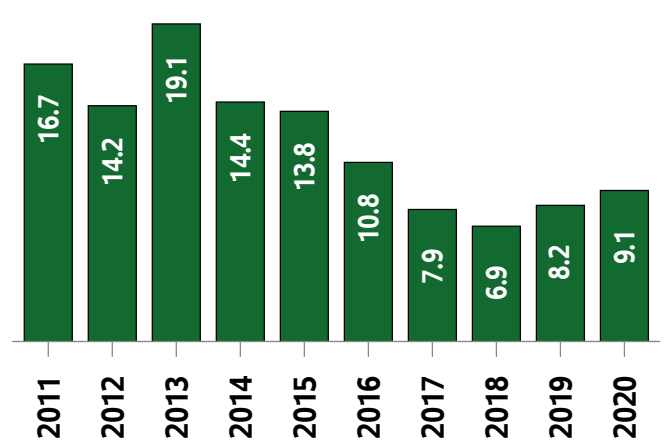
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	131	-49.6	-47.0	-54.5	-34.5	-29.9	-16.6
Dollar Volume	\$53,158,053	-49.0	-40.5	-46.4	-17.3	-3.3	9.6
New Listings	319	-38.2	-39.8	-40.5	-38.9	-40.5	-44.1
Active Listings	1,171	-25.4	-18.1	-30.3	-48.5	-49.6	-53.9
Sales to New Listings Ratio ¹	41.1	50.4	46.6	53.7	38.3	34.9	27.5
Months of Inventory ²	8.9	6.0	5.8	5.8	11.4	12.4	16.2
Average Price	\$405,787	1.3	12.1	17.9	26.3	38.1	31.4
Median Price	\$369,000	5.4	8.5	12.9	26.5	44.7	31.8
Sales to List Price Ratio	96.7	96.9	97.1	96.7	94.9	94.6	95.1
Median Days on Market	62.0	42.0	39.0	49.0	76.5	82.0	50.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	579	-24.8	-31.1	-35.2	-16.8	12.6	-14.2
Dollar Volume	\$228,267,694	-23.6	-22.2	-25.0	7.3	44.8	10.7
New Listings	1,215	-28.4	-25.0	-30.4	-39.6	-37.3	-50.4
Active Listings ³	1,050	-16.6	-9.7	-25.9	-45.4	-46.4	-49.7
Sales to New Listings Ratio ⁴	47.7	45.3	51.8	51.2	34.6	26.5	27.6
Months of Inventory ⁵	9.1	8.2	6.9	7.9	13.8	19.1	15.5
Average Price	\$394,245	1.7	12.8	15.8	29.0	28.6	29.1
Median Price	\$357,500	2.3	11.2	15.7	27.7	32.7	27.7
Sales to List Price Ratio	96.2	96.3	96.6	96.1	94.8	94.5	95.2
Median Days on Market	62.0	53.0	55.0	66.0	92.0	84.0	43.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

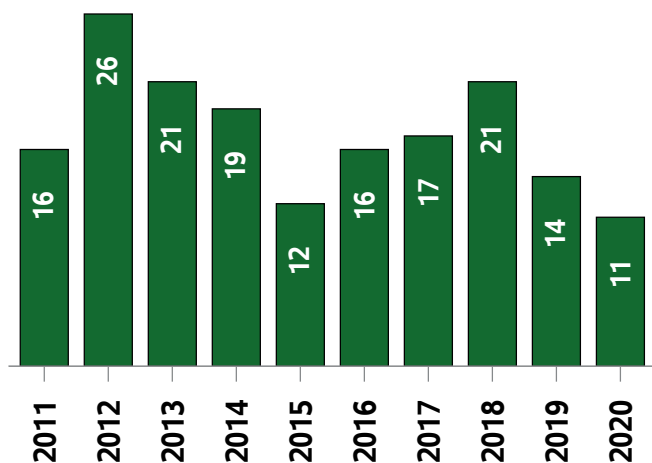
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

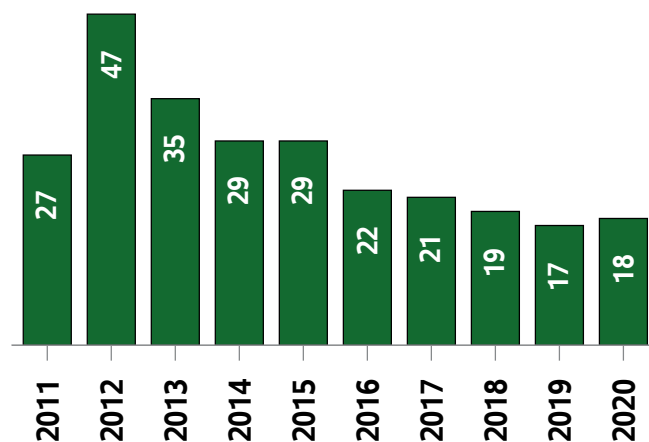
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

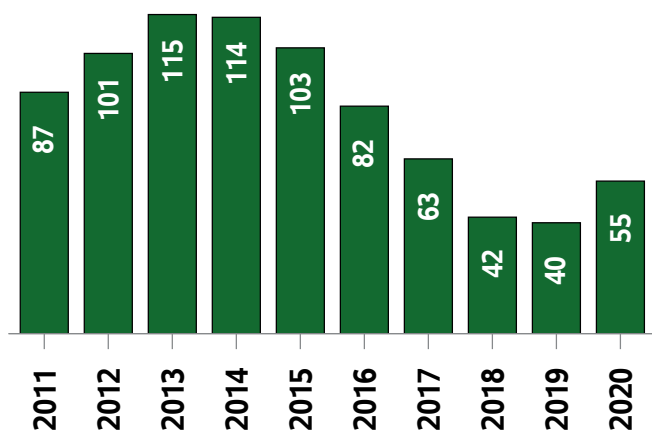
Sales Activity (May only)



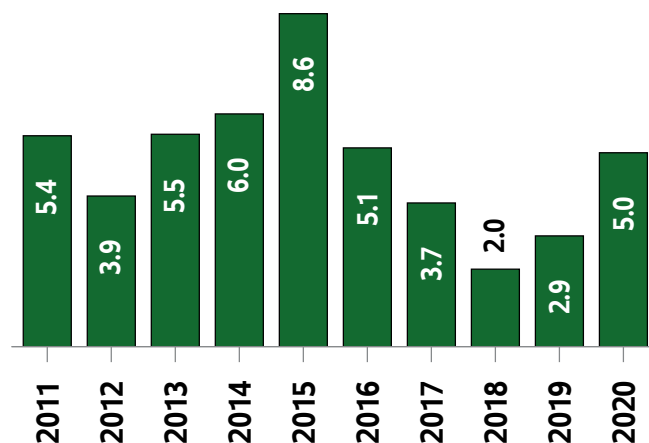
New Listings (May only)



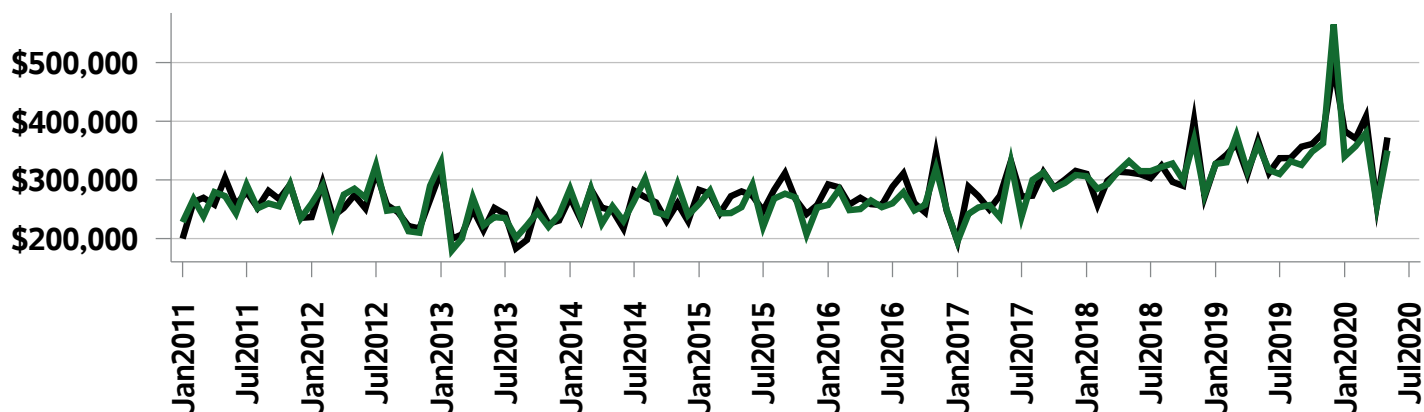
Active Listings (May only)



Months of Inventory (May only)

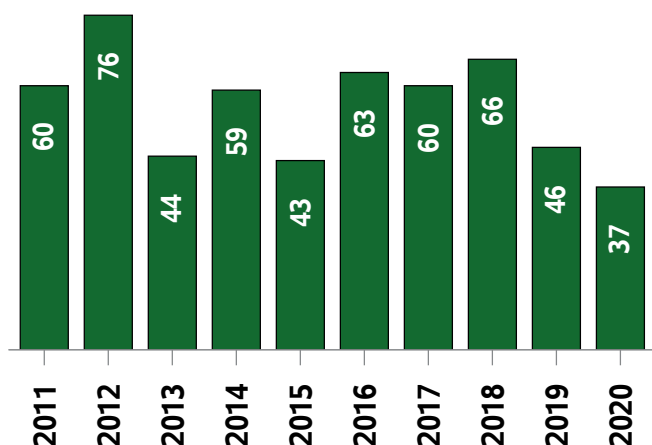


Average Price and Median Price

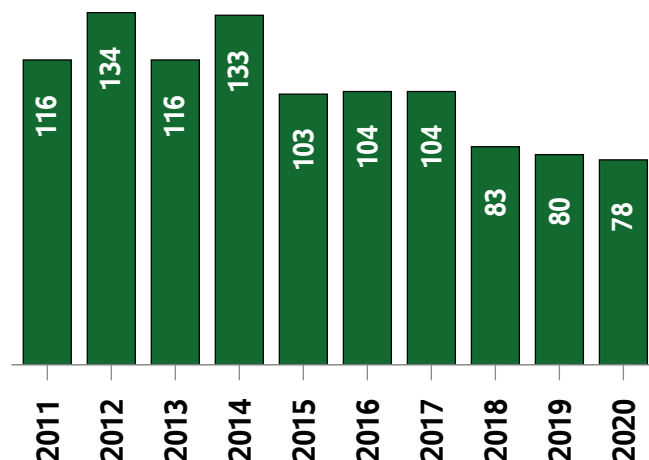


Castlegar MLS® Residential Market Activity

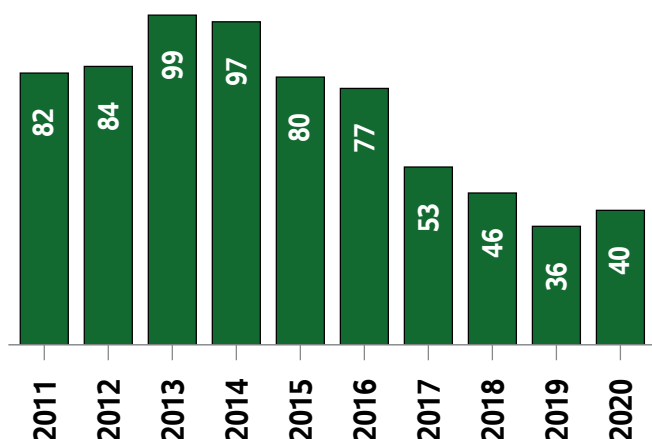
Sales Activity (May Year-to-date)



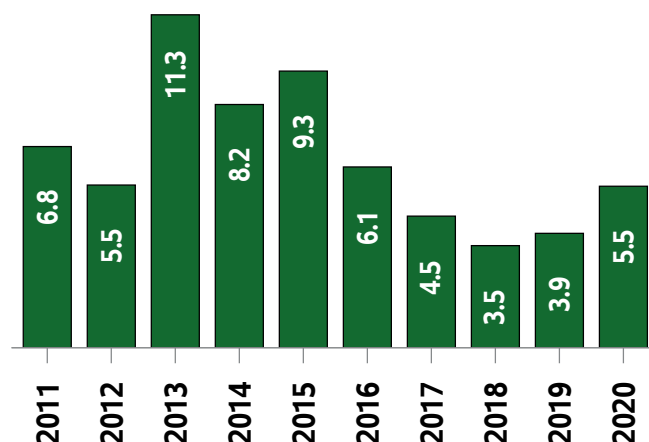
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Castlegar MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-21.4	-47.6	-35.3	-8.3	-47.6	-8.3
Dollar Volume	\$4,095,000	-20.2	-37.6	-11.8	21.7	-9.0	19.7
New Listings	18	5.9	-5.3	-14.3	-37.9	-48.6	-41.9
Active Listings	55	37.5	31.0	-12.7	-46.6	-52.2	-36.8
Sales to New Listings Ratio ¹	61.1	82.4	110.5	81.0	41.4	60.0	38.7
Months of Inventory ²	5.0	2.9	2.0	3.7	8.6	5.5	7.3
Average Price	\$372,273	1.5	19.1	36.3	32.8	73.7	30.5
Median Price	\$350,000	-2.8	5.4	48.3	38.1	57.3	32.1
Sales to List Price Ratio	98.0	97.4	98.7	95.1	96.7	93.9	95.8
Median Days on Market	36.0	50.0	22.0	50.0	42.0	100.0	31.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	37	-19.6	-43.9	-38.3	-14.0	-15.9	-7.5
Dollar Volume	\$13,336,150	-15.4	-32.8	-14.7	13.9	32.5	27.6
New Listings	78	-2.5	-6.0	-25.0	-24.3	-32.8	-40.5
Active Listings ³	40	13.5	-11.4	-24.3	-49.8	-59.2	-17.6
Sales to New Listings Ratio ⁴	47.4	57.5	79.5	57.7	41.7	37.9	30.5
Months of Inventory ⁵	5.5	3.9	3.5	4.5	9.3	11.3	6.1
Average Price	\$360,436	5.2	19.8	38.3	32.3	57.5	38.0
Median Price	\$340,000	3.0	13.3	44.4	31.8	50.2	42.3
Sales to List Price Ratio	96.8	97.5	97.6	96.0	96.2	95.0	96.7
Median Days on Market	38.0	37.0	32.5	42.0	80.0	110.0	11.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

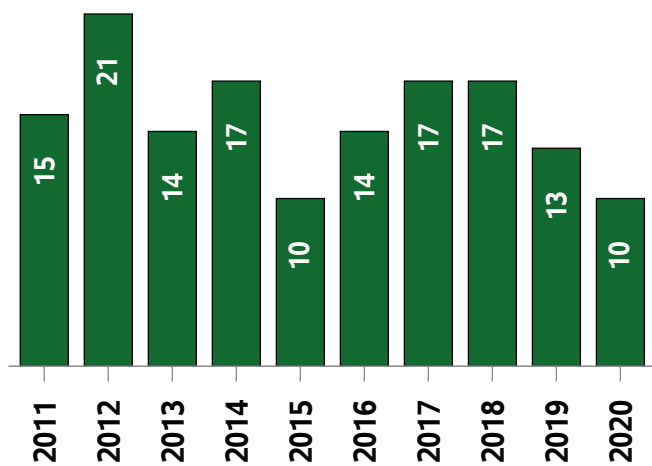
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

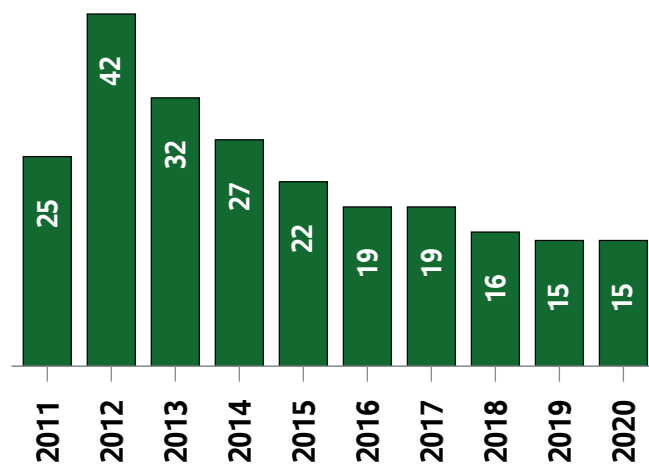
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

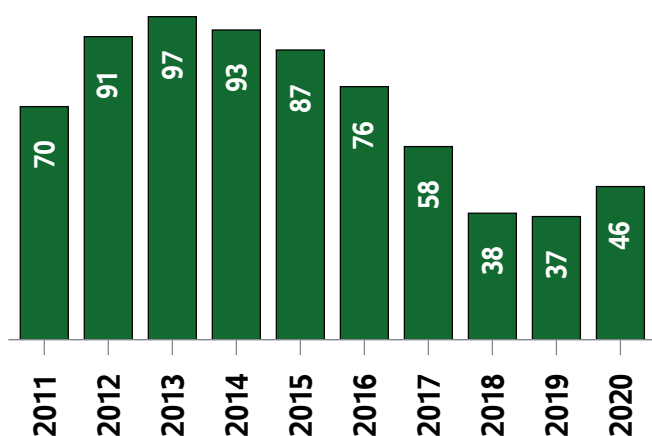
Sales Activity (May only)



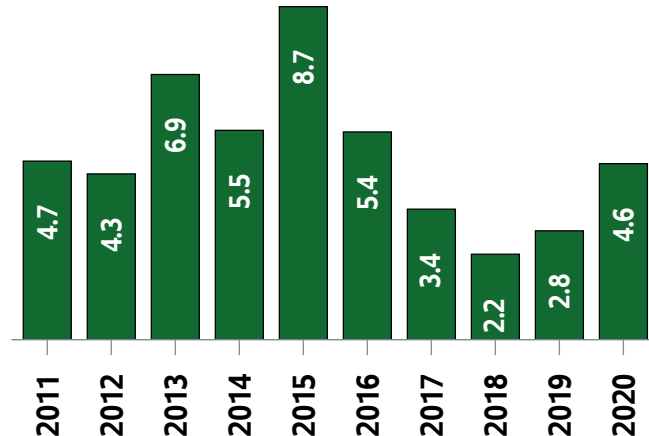
New Listings (May only)



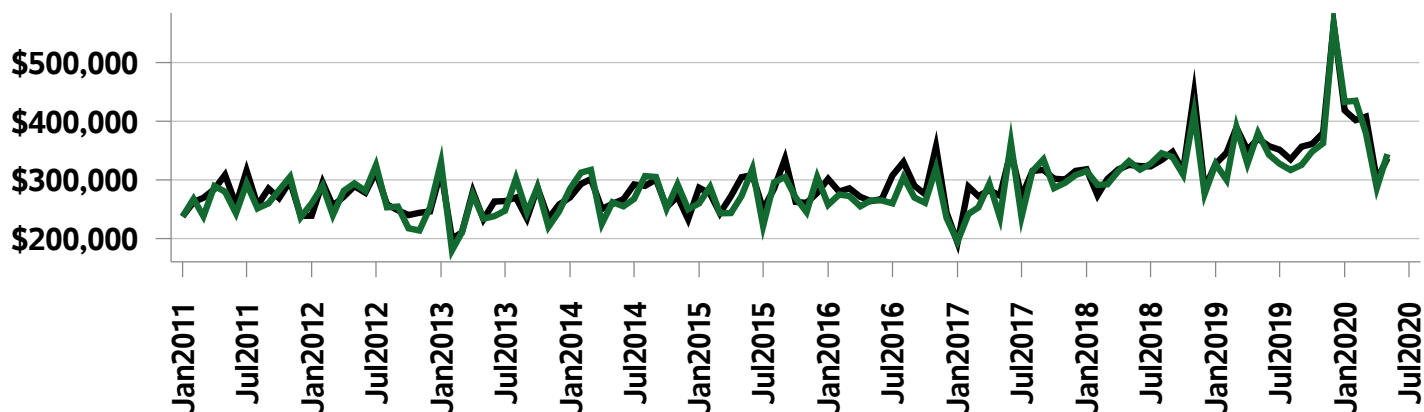
Active Listings (May only)



Months of Inventory (May only)

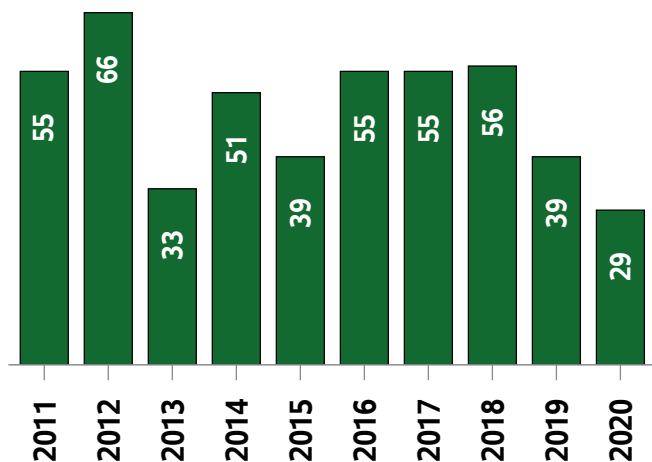


Average Price and Median Price

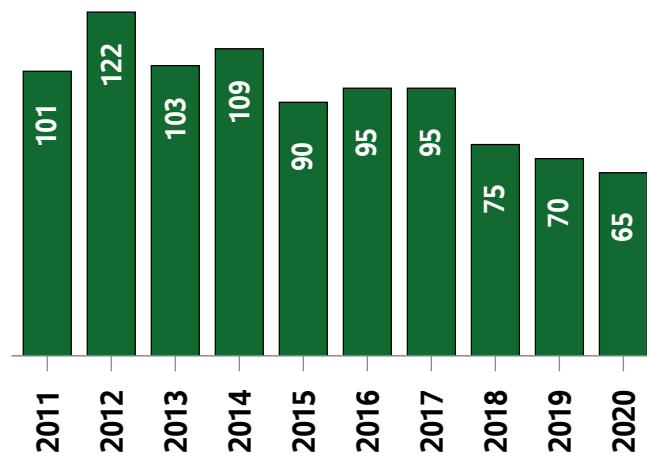


Castlegar MLS® Single Family Market Activity

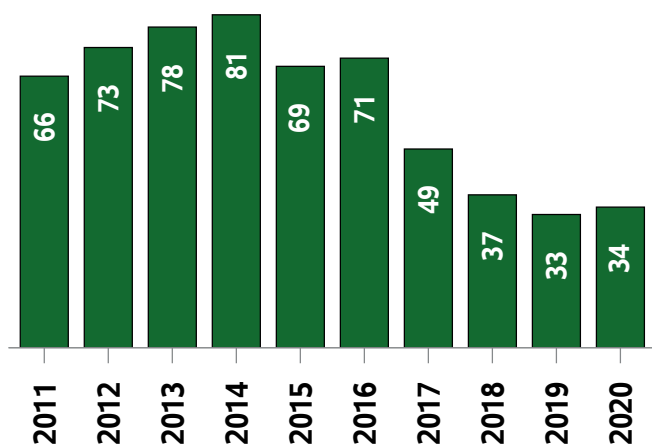
Sales Activity (May Year-to-date)



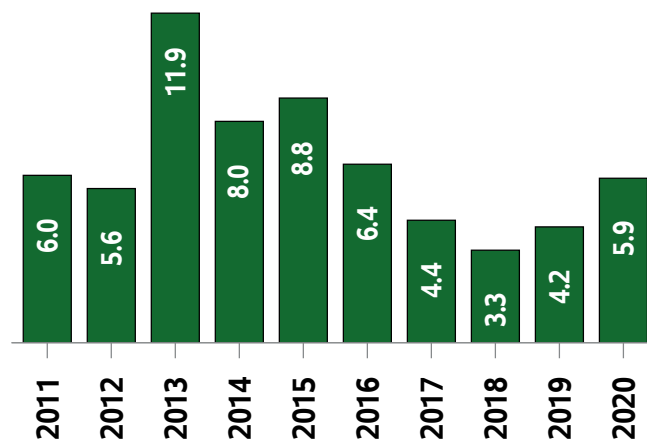
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Castlegar

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	10	-23.1	-41.2	-41.2	0.0	-28.6	-16.7
Dollar Volume	\$3,370,000	-30.0	-39.1	-27.4	10.6	3.4	-1.5
New Listings	15	0.0	-6.3	-21.1	-31.8	-53.1	-51.6
Active Listings	46	24.3	21.1	-20.7	-47.1	-52.6	-39.5
Sales to New Listings Ratio ¹	66.7	86.7	106.3	89.5	45.5	43.8	38.7
Months of Inventory ²	4.6	2.8	2.2	3.4	8.7	6.9	6.3
Average Price	\$337,000	-9.1	3.5	23.4	10.6	44.7	18.2
Median Price	\$344,000	-9.5	3.6	45.8	26.2	47.2	29.8
Sales to List Price Ratio	98.4	97.3	99.4	95.1	97.0	93.3	95.8
Median Days on Market	31.5	61.0	22.0	50.0	64.5	76.5	31.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	29	-25.6	-48.2	-47.3	-25.6	-12.1	-25.6
Dollar Volume	\$10,709,250	-24.5	-38.2	-28.3	-1.4	31.5	3.2
New Listings	65	-7.1	-13.3	-31.6	-27.8	-36.9	-45.4
Active Listings ³	34	5.5	-8.0	-29.2	-50.0	-56.1	-16.9
Sales to New Listings Ratio ⁴	44.6	55.7	74.7	57.9	43.3	32.0	32.8
Months of Inventory ⁵	5.9	4.2	3.3	4.4	8.8	11.9	5.3
Average Price	\$369,284	1.6	19.3	35.9	32.6	49.6	38.8
Median Price	\$357,350	1.8	18.1	43.5	37.4	42.9	48.9
Sales to List Price Ratio	97.1	97.6	97.9	96.0	96.1	94.9	96.7
Median Days on Market	38.0	40.0	29.0	46.0	80.0	93.0	10.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

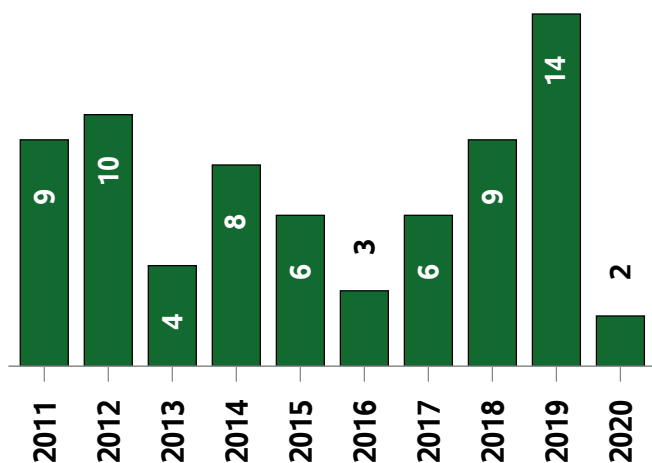
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

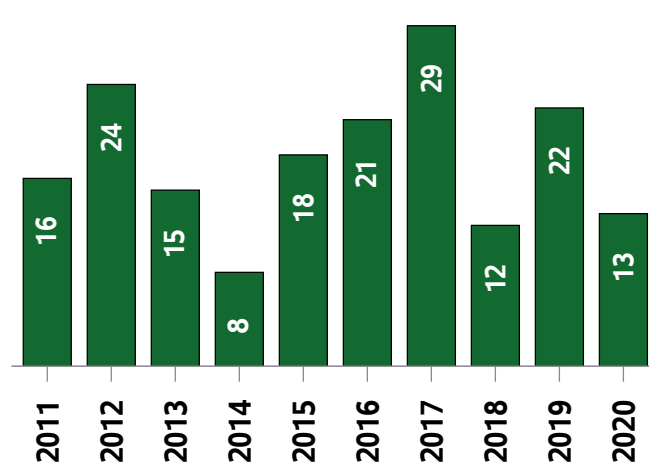
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

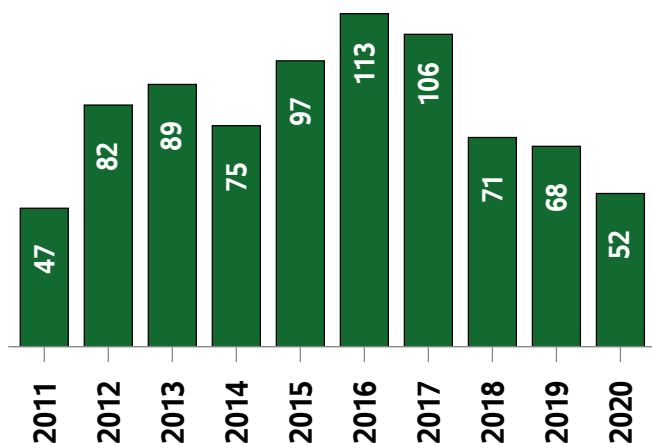
Sales Activity (May only)



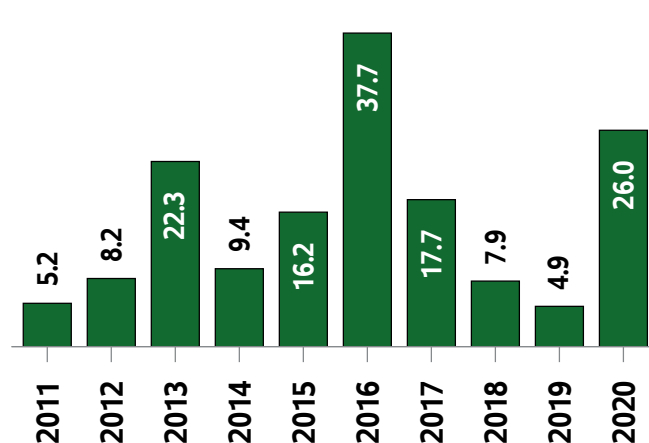
New Listings (May only)



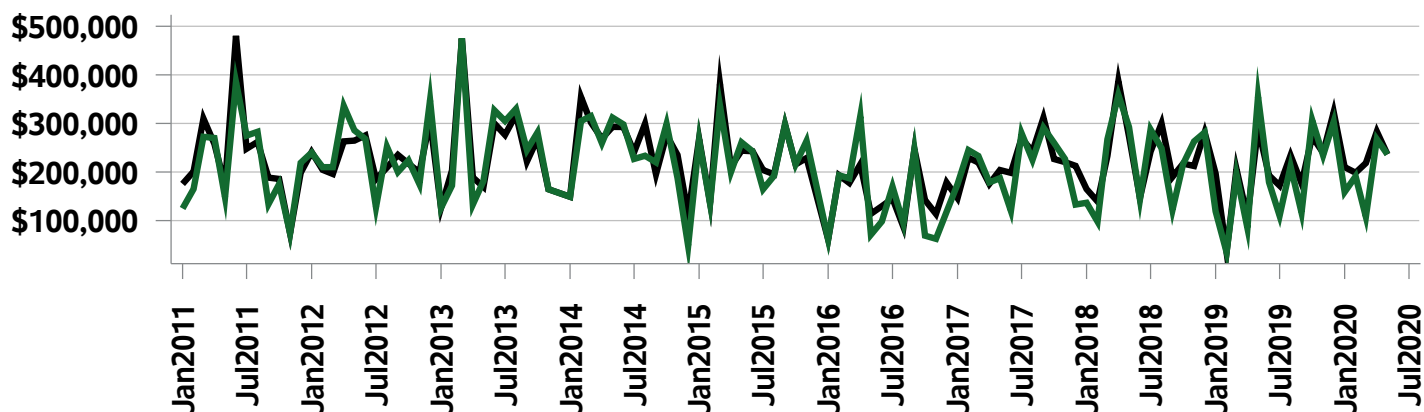
Active Listings (May only)



Months of Inventory (May only)



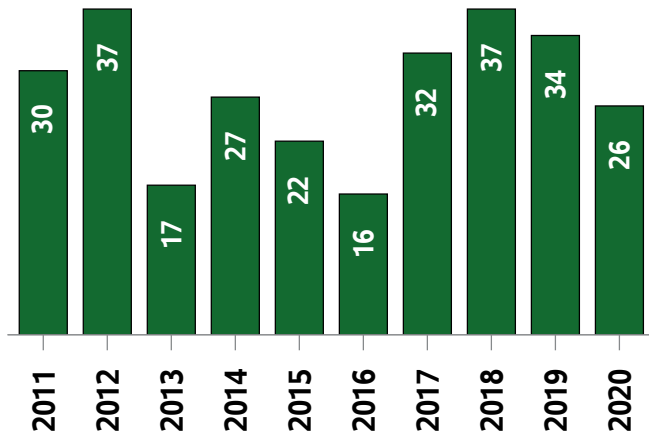
Average Price and Median Price



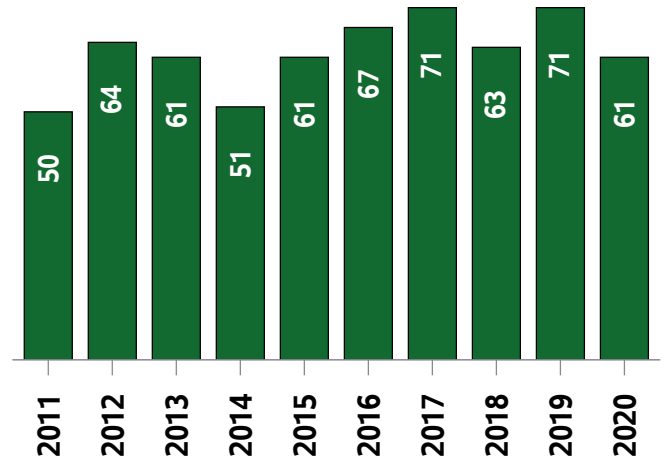
Sparwood

MLS® Residential Market Activity

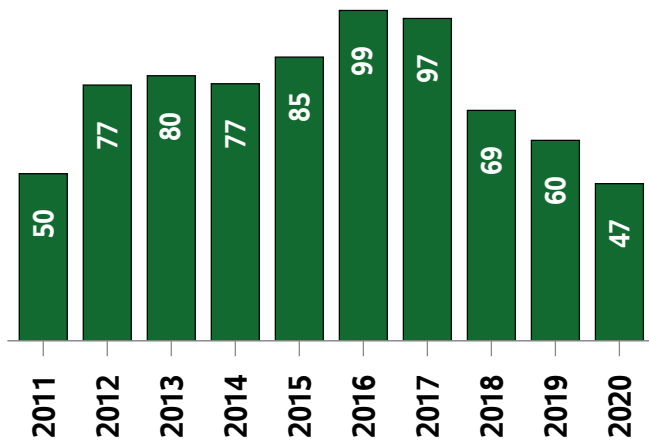
Sales Activity (May Year-to-date)



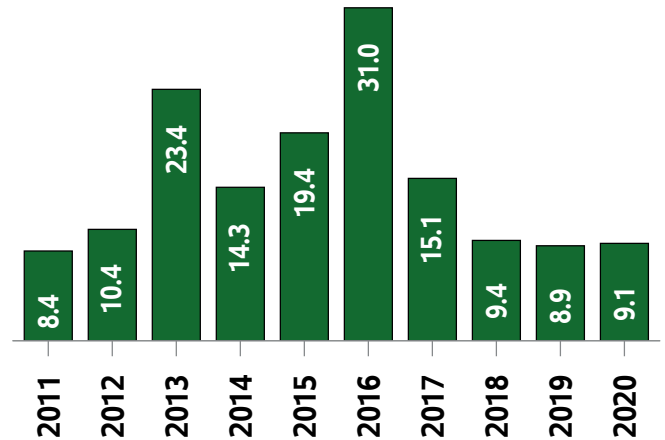
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Sparwood

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	2	-85.7	-77.8	-66.7	-66.7	-50.0	-60.0
Dollar Volume	\$472,653	-88.4	-80.8	-61.4	-67.7	-30.2	-50.8
New Listings	13	-40.9	8.3	-55.2	-27.8	-13.3	-31.6
Active Listings	52	-23.5	-26.8	-50.9	-46.4	-41.6	-24.6
Sales to New Listings Ratio ¹	15.4	63.6	75.0	20.7	33.3	26.7	26.3
Months of Inventory ²	26.0	4.9	7.9	17.7	16.2	22.3	13.8
Average Price	\$236,327	-18.7	-13.5	15.8	-3.1	39.5	22.9
Median Price	\$236,327	-33.4	-19.2	26.2	-9.5	30.2	-9.1
Sales to List Price Ratio	93.9	95.2	97.2	95.5	92.7	91.5	95.3
Median Days on Market	36.0	31.0	221.0	180.5	89.5	46.5	67.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	26	-23.5	-29.7	-18.8	18.2	52.9	36.8
Dollar Volume	\$5,978,578	-18.7	-38.0	-7.6	9.6	77.6	77.2
New Listings	61	-14.1	-3.2	-14.1	0.0	0.0	-35.1
Active Listings ³	47	-21.6	-31.8	-51.2	-44.6	-40.7	15.7
Sales to New Listings Ratio ⁴	42.6	47.9	58.7	45.1	36.1	27.9	20.2
Months of Inventory ⁵	9.1	8.9	9.4	15.1	19.4	23.4	10.7
Average Price	\$229,945	6.4	-11.8	13.8	-7.3	16.1	29.5
Median Price	\$194,250	19.5	-19.9	-13.1	-25.1	12.9	6.1
Sales to List Price Ratio	94.8	94.3	95.7	95.1	94.7	93.9	93.5
Median Days on Market	77.0	81.0	140.0	134.0	147.5	49.0	15.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

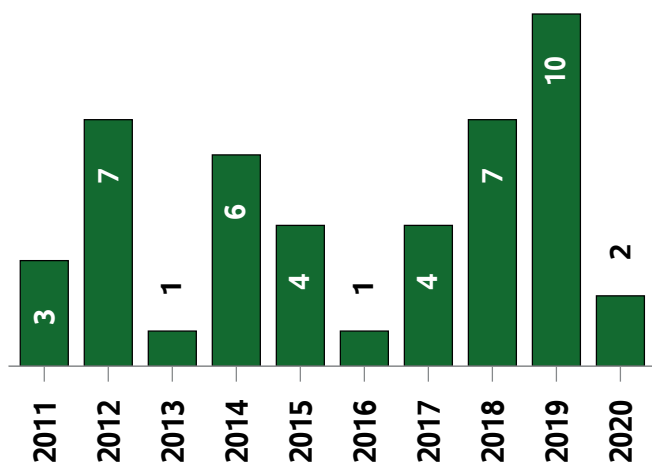
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

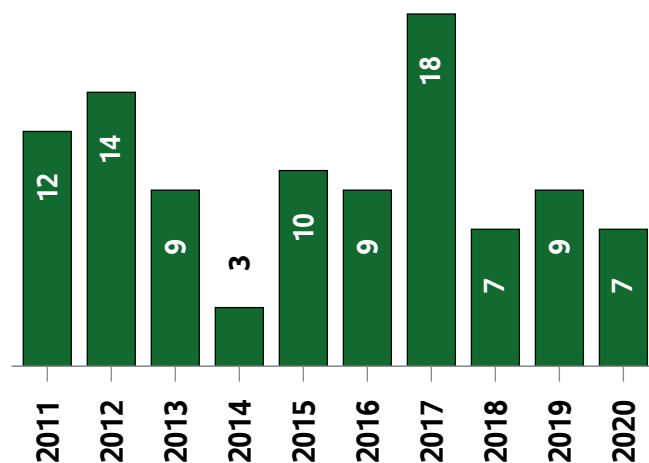
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

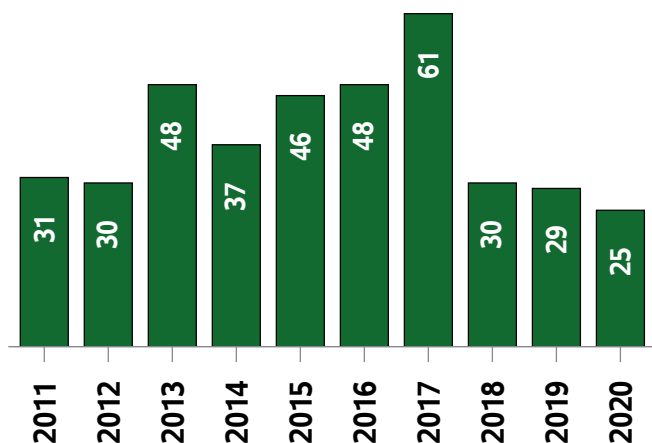
Sales Activity (May only)



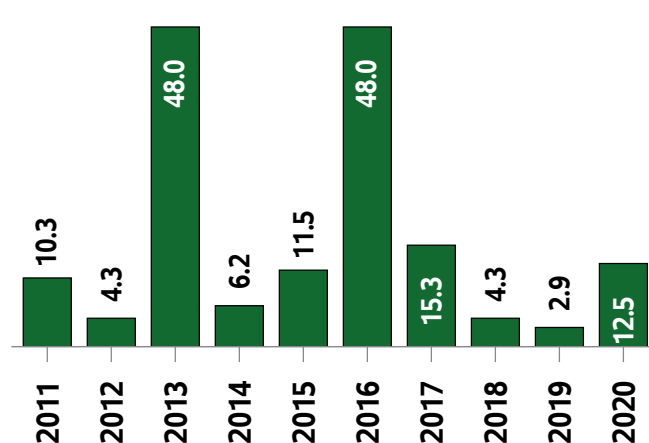
New Listings (May only)



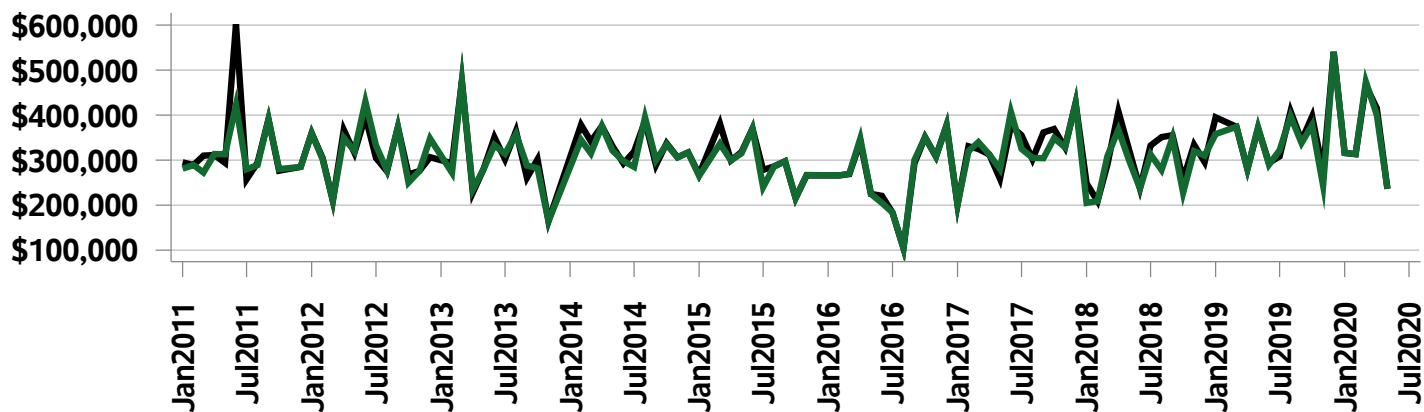
Active Listings (May only)



Months of Inventory (May only)

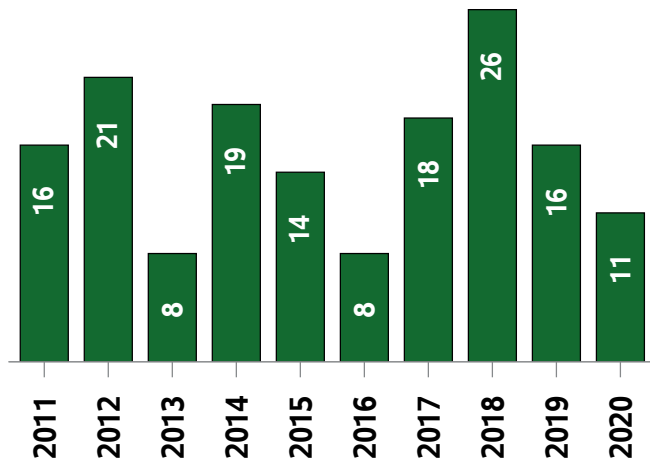


Average Price and Median Price

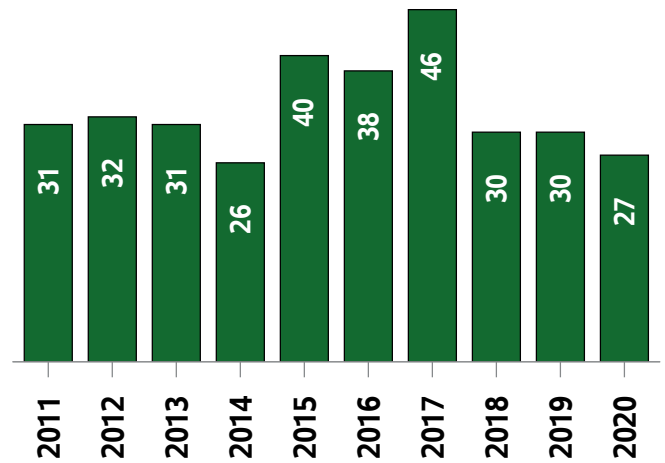


Sparwood MLS® Single Family Market Activity

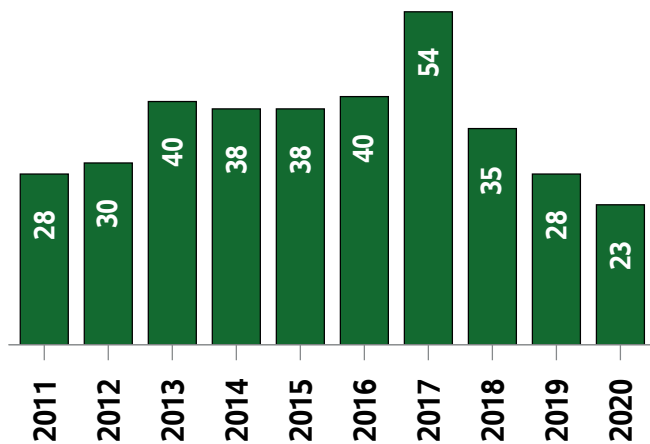
Sales Activity (May Year-to-date)



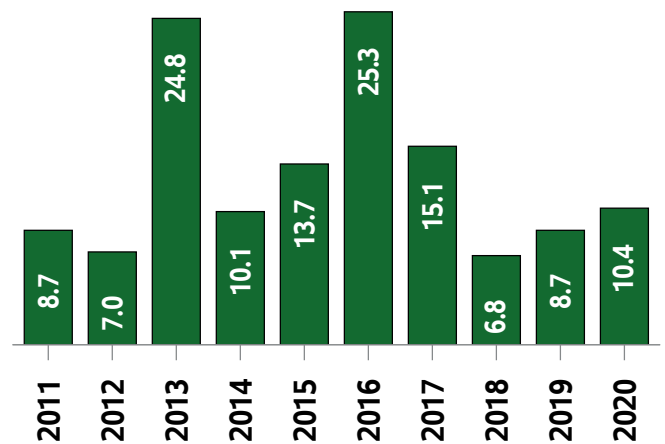
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Sparwood

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	2	-80.0	-71.4	-50.0	-50.0	100.0	-33.3
Dollar Volume	\$472,653	-87.2	-79.1	-54.3	-62.9	69.1	-42.5
New Listings	7	-22.2	0.0	-61.1	-30.0	-22.2	-46.2
Active Listings	25	-13.8	-16.7	-59.0	-45.7	-47.9	-26.5
Sales to New Listings Ratio ¹	28.6	111.1	100.0	22.2	40.0	11.1	23.1
Months of Inventory ²	12.5	2.9	4.3	15.3	11.5	48.0	11.3
Average Price	\$236,327	-36.2	-27.0	-8.6	-25.7	-15.4	-13.7
Median Price	\$236,327	-36.6	-21.2	-15.6	-25.0	-15.4	-14.6
Sales to List Price Ratio	93.9	96.7	97.5	95.9	96.0	96.4	96.8
Median Days on Market	36.0	31.0	221.0	180.5	71.5	43.0	51.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-31.3	-57.7	-38.9	-21.4	37.5	10.0
Dollar Volume	\$4,057,224	-31.4	-52.6	-24.0	-9.2	75.1	66.0
New Listings	27	-10.0	-10.0	-41.3	-32.5	-12.9	-40.0
Active Listings ³	23	-18.0	-35.2	-57.9	-40.6	-42.4	46.2
Sales to New Listings Ratio ⁴	40.7	53.3	86.7	39.1	35.0	25.8	22.2
Months of Inventory ⁵	10.4	8.7	6.8	15.1	13.7	24.8	7.8
Average Price	\$368,839	-0.3	12.1	24.3	15.6	27.3	50.9
Median Price	\$330,000	-10.2	6.6	5.6	2.2	19.7	27.5
Sales to List Price Ratio	95.6	97.0	96.5	95.8	96.2	96.0	96.5
Median Days on Market	49.0	101.5	147.5	126.5	93.5	122.0	8.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

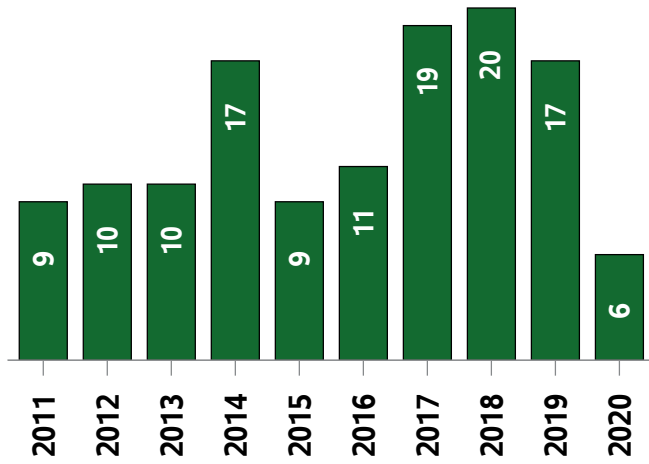
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

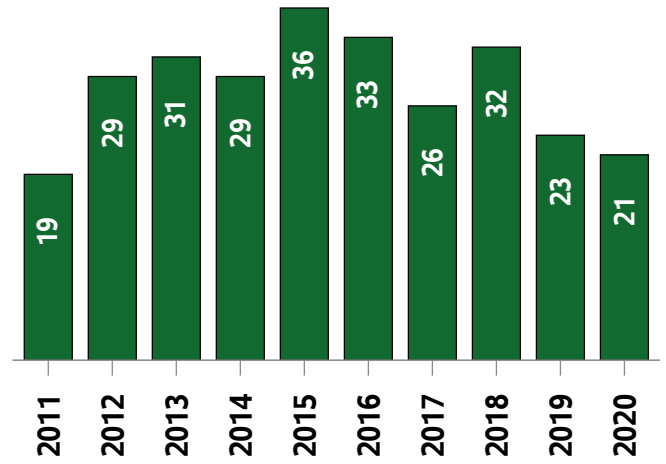
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

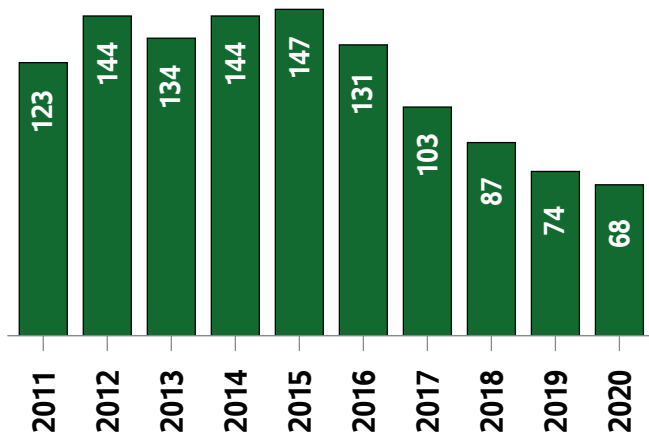
Sales Activity (May only)



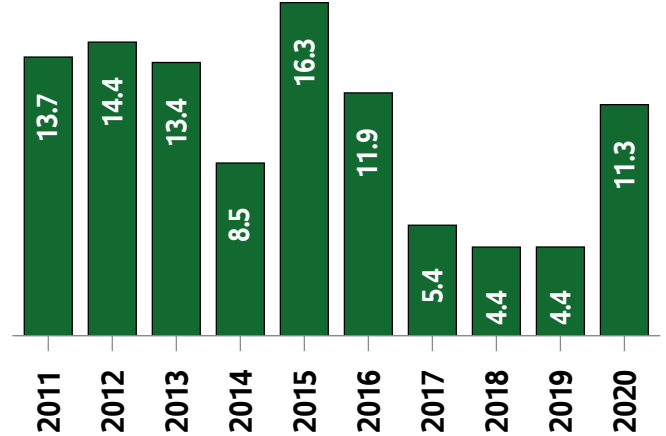
New Listings (May only)



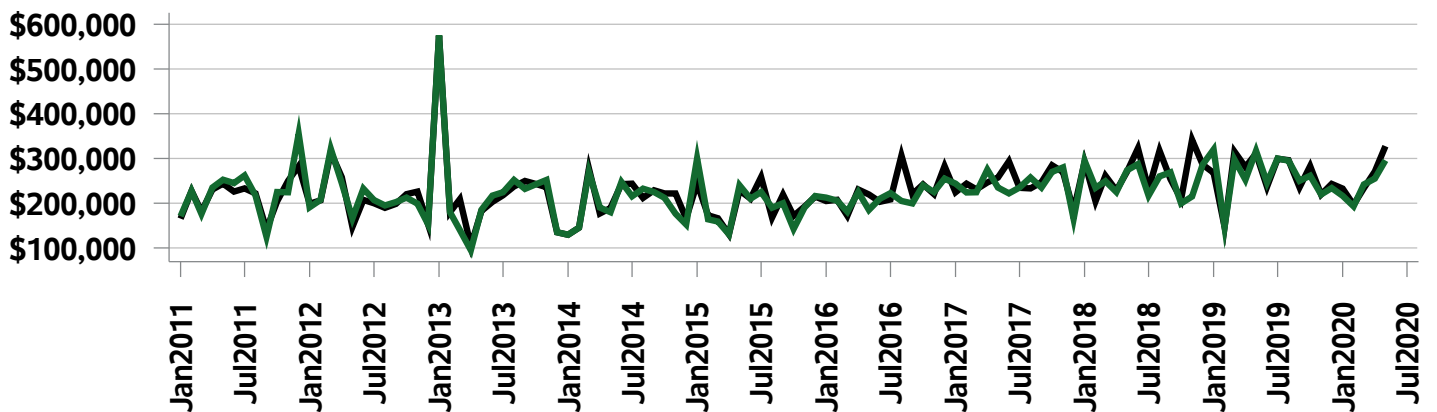
Active Listings (May only)



Months of Inventory (May only)

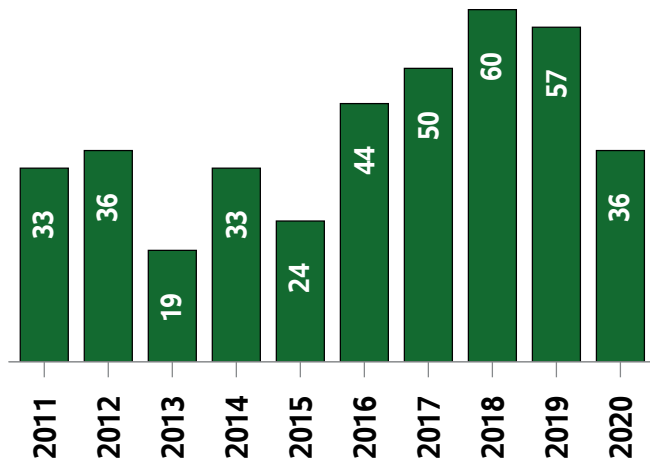


Average Price and Median Price

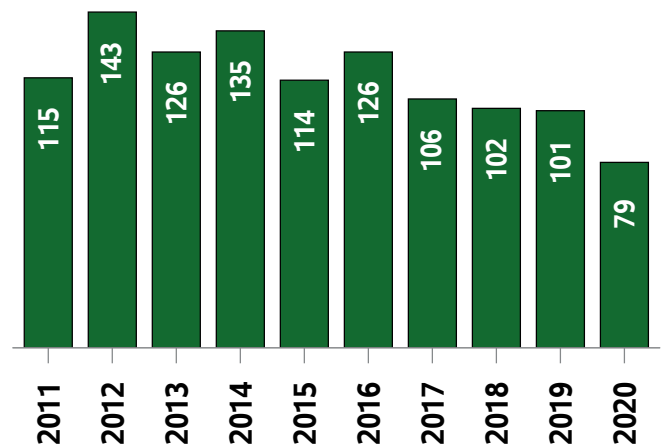


Creston MLS® Residential Market Activity

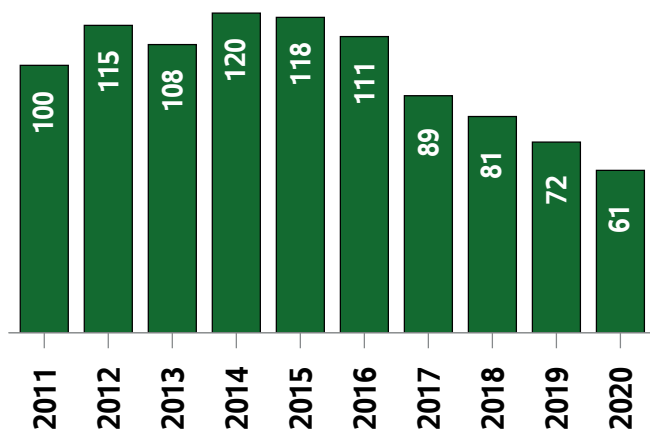
Sales Activity (May Year-to-date)



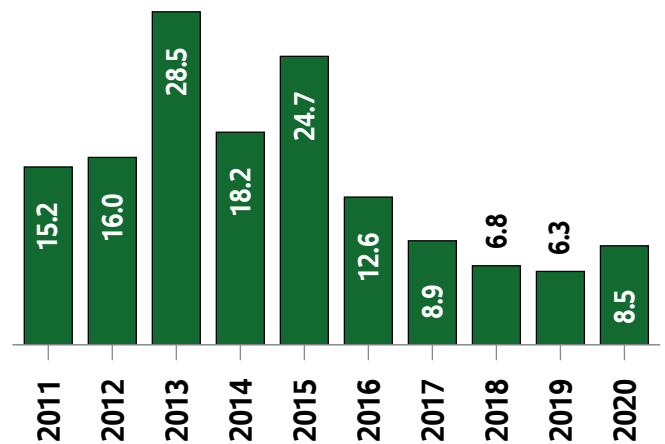
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Creston

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	6	-64.7	-70.0	-68.4	-33.3	-40.0	200.0
Dollar Volume	\$1,965,000	-62.9	-63.7	-59.8	-4.5	7.6	284.5
New Listings	21	-8.7	-34.4	-19.2	-41.7	-32.3	-12.5
Active Listings	68	-8.1	-21.8	-34.0	-53.7	-49.3	-39.8
Sales to New Listings Ratio ¹	28.6	73.9	62.5	73.1	25.0	32.3	8.3
Months of Inventory ²	11.3	4.4	4.4	5.4	16.3	13.4	56.5
Average Price	\$327,500	5.3	21.1	27.3	43.2	79.4	28.2
Median Price	\$295,750	-6.7	8.1	25.9	23.2	59.6	15.8
Sales to List Price Ratio	96.6	96.5	96.0	96.0	92.5	93.6	92.1
Median Days on Market	117.0	41.0	52.0	45.0	72.0	104.5	56.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	36	-36.8	-40.0	-28.0	50.0	89.5	100.0
Dollar Volume	\$9,155,600	-45.4	-39.0	-25.1	81.4	152.4	149.4
New Listings	79	-21.8	-22.5	-25.5	-30.7	-37.3	-45.9
Active Listings ³	61	-14.8	-24.9	-31.5	-48.5	-43.6	-14.1
Sales to New Listings Ratio ⁴	45.6	56.4	58.8	47.2	21.1	15.1	12.3
Months of Inventory ⁵	8.5	6.3	6.8	8.9	24.7	28.5	19.7
Average Price	\$254,322	-13.6	1.7	4.1	20.9	33.2	24.7
Median Price	\$252,500	-9.8	-2.4	8.0	29.8	53.0	25.2
Sales to List Price Ratio	94.9	96.4	95.7	94.6	92.5	92.4	93.8
Median Days on Market	75.5	46.0	59.5	68.5	127.5	82.0	26.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

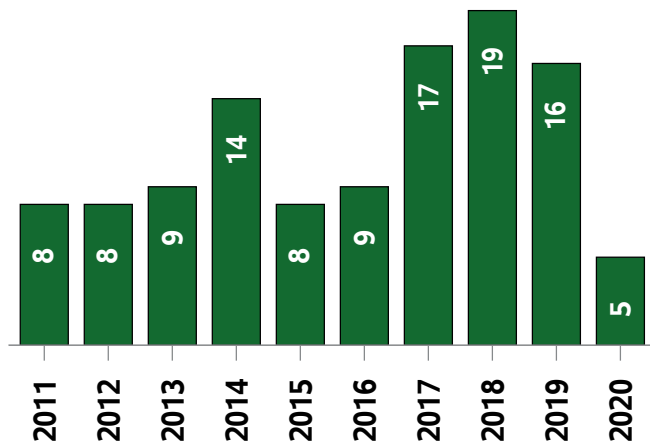
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

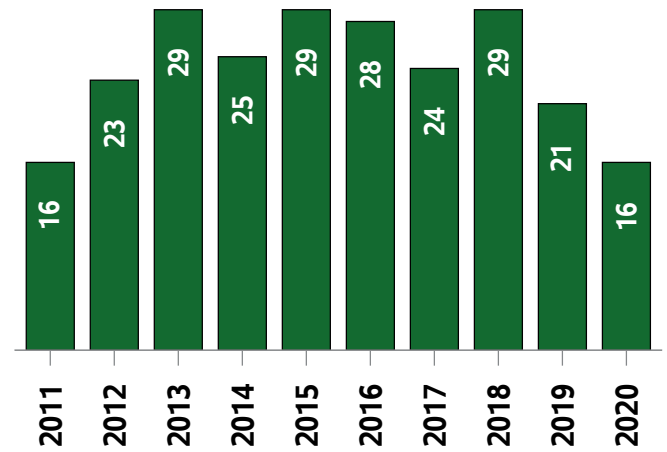
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

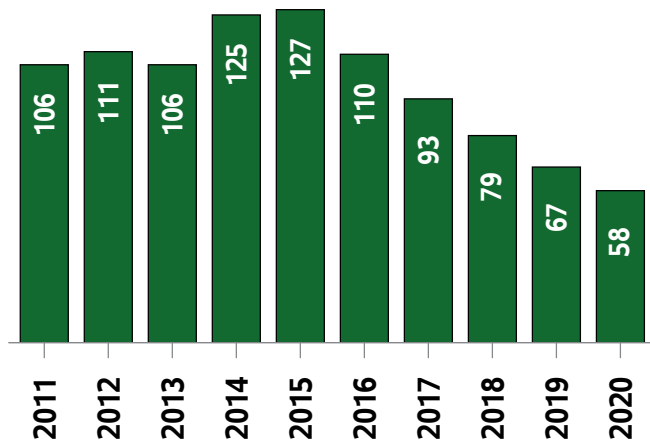
Sales Activity (May only)



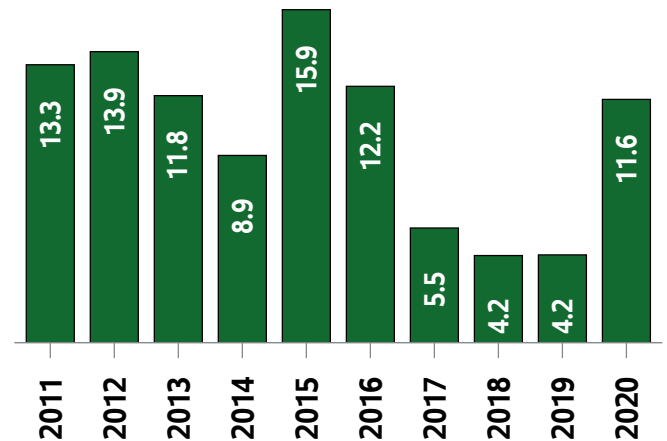
New Listings (May only)



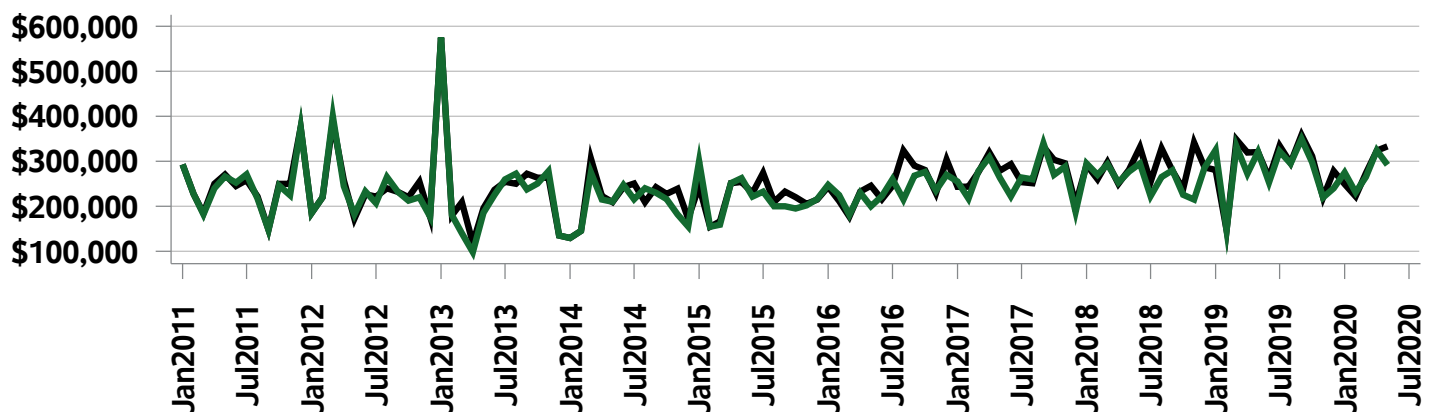
Active Listings (May only)



Months of Inventory (May only)

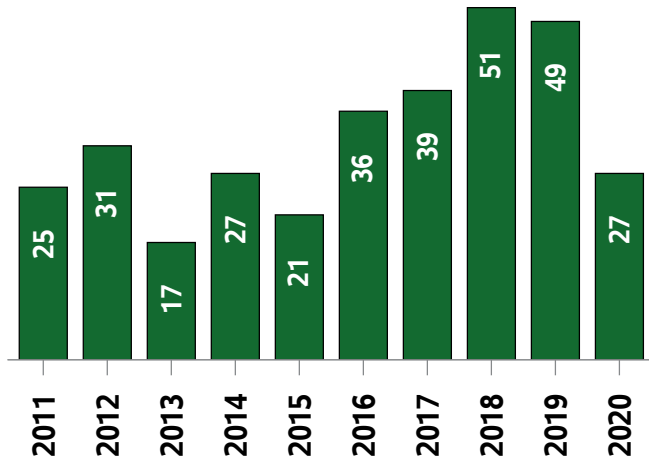


Average Price and Median Price

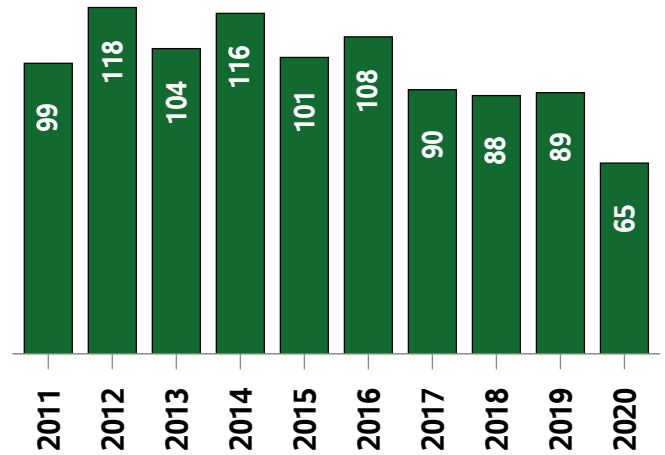


Creston MLS® Single Family Market Activity

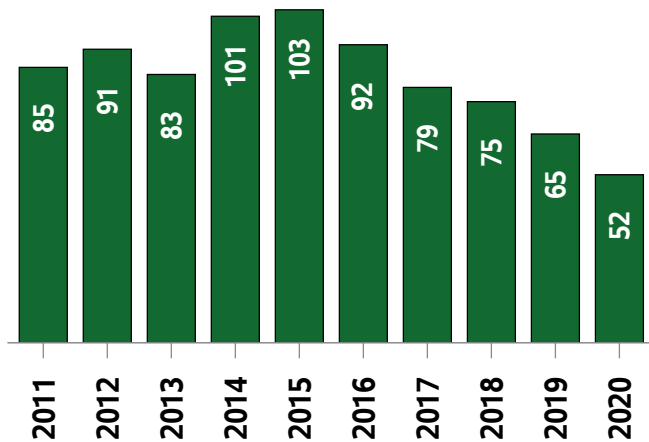
Sales Activity (May Year-to-date)



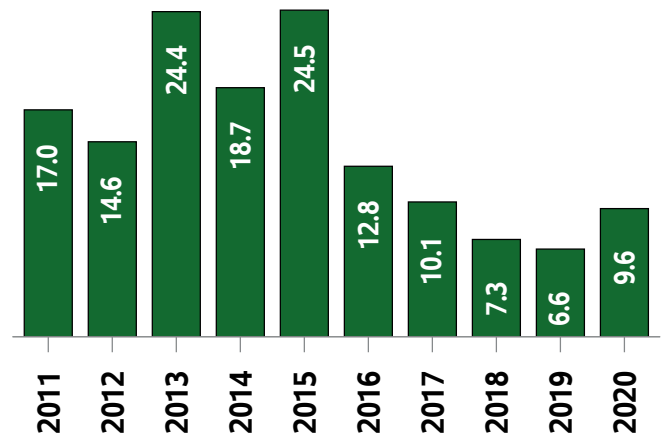
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Creston

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	5	-68.8	-73.7	-70.6	-37.5	-44.4	150.0
Dollar Volume	\$1,665,500	-67.5	-68.8	-64.9	-18.1	-5.5	225.9
New Listings	16	-23.8	-44.8	-33.3	-44.8	-44.8	-23.8
Active Listings	58	-13.4	-26.6	-37.6	-54.3	-45.3	-40.8
Sales to New Listings Ratio ¹	31.3	76.2	65.5	70.8	27.6	31.0	9.5
Months of Inventory ²	11.6	4.2	4.2	5.5	15.9	11.8	49.0
Average Price	\$333,100	3.9	18.5	19.3	31.1	70.1	30.4
Median Price	\$292,000	-9.0	5.4	11.0	11.2	57.4	14.3
Sales to List Price Ratio	96.0	96.6	96.1	96.2	92.7	93.6	92.1
Median Days on Market	168.0	38.5	55.0	45.0	61.5	98.0	56.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	27	-44.9	-47.1	-30.8	28.6	58.8	80.0
Dollar Volume	\$7,707,100	-50.6	-45.1	-27.5	60.5	120.3	131.3
New Listings	65	-27.0	-26.1	-27.8	-35.6	-37.5	-47.2
Active Listings ³	52	-19.5	-30.3	-34.2	-49.5	-37.3	-13.3
Sales to New Listings Ratio ⁴	41.5	55.1	58.0	43.3	20.8	16.3	12.2
Months of Inventory ⁵	9.6	6.6	7.3	10.1	24.5	24.4	20.0
Average Price	\$285,448	-10.4	3.6	4.7	24.8	38.7	28.5
Median Price	\$280,000	-12.5	1.8	6.5	30.2	55.6	23.9
Sales to List Price Ratio	95.4	96.3	95.7	94.9	94.0	92.6	94.3
Median Days on Market	42.0	46.0	61.0	68.0	158.0	82.0	21.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

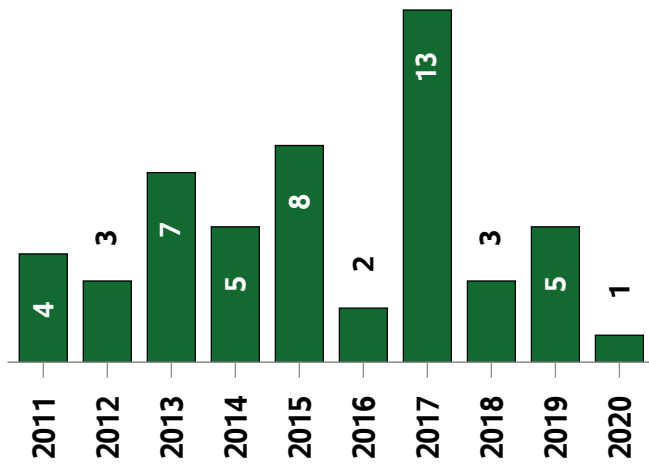
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

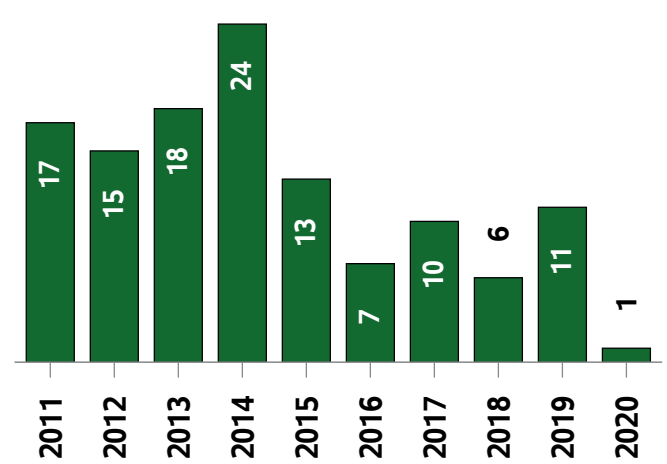
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

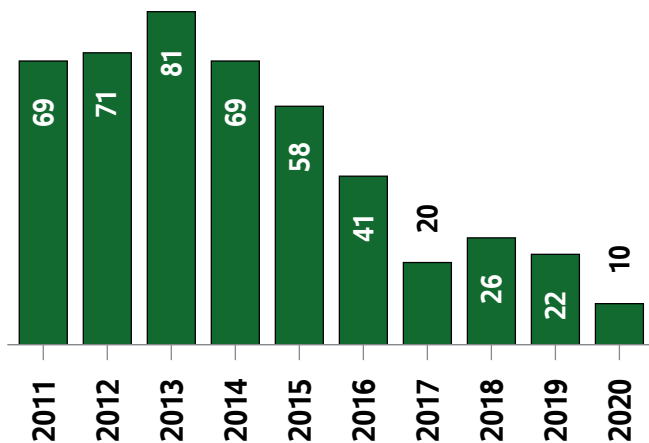
Sales Activity (May only)



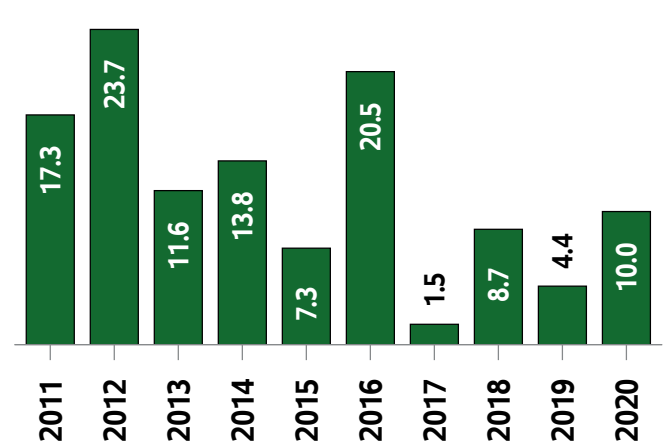
New Listings (May only)



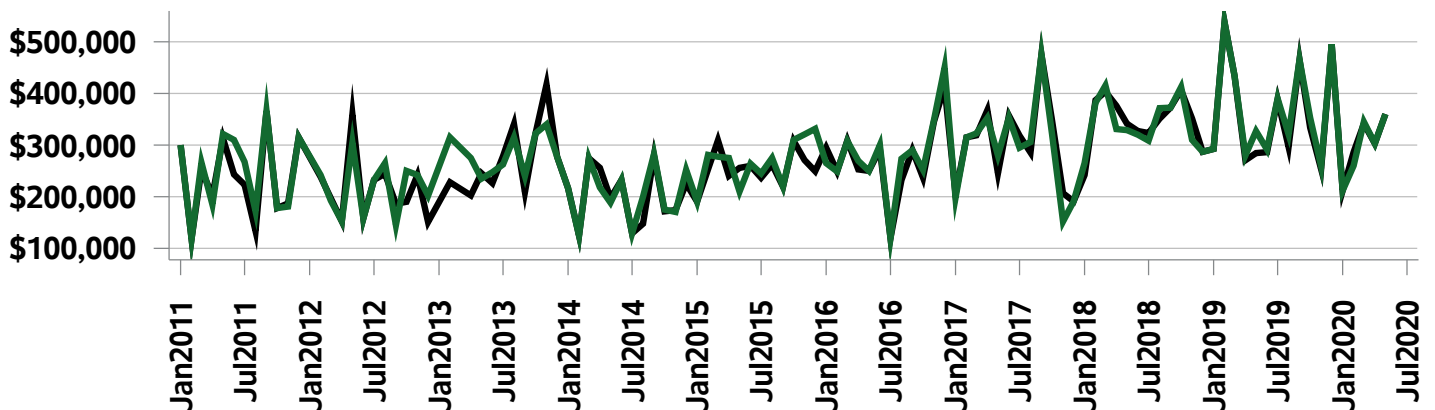
Active Listings (May only)



Months of Inventory (May only)

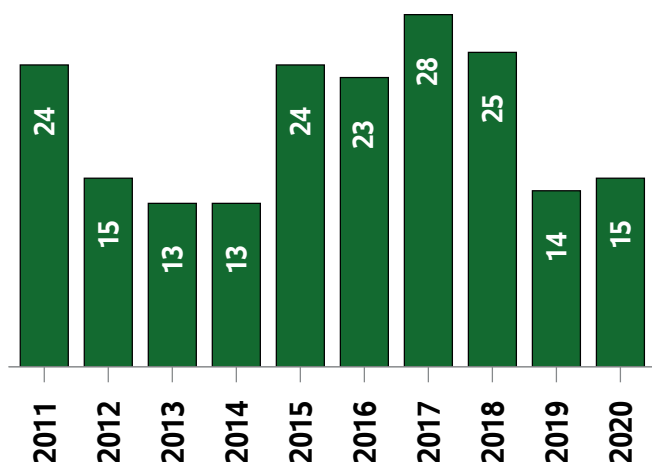


Average Price and Median Price

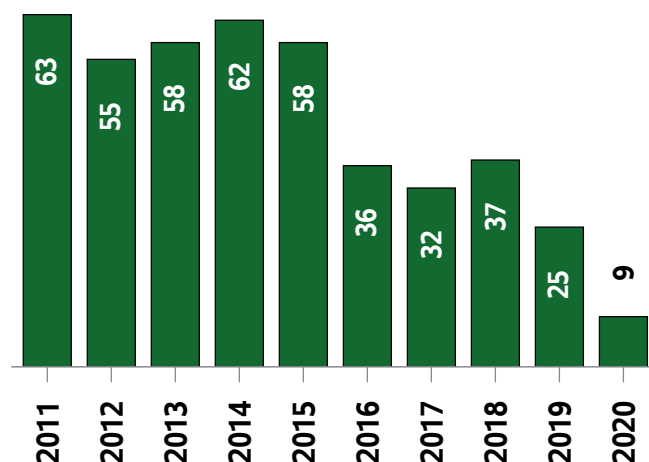


Golden MLS® Residential Market Activity

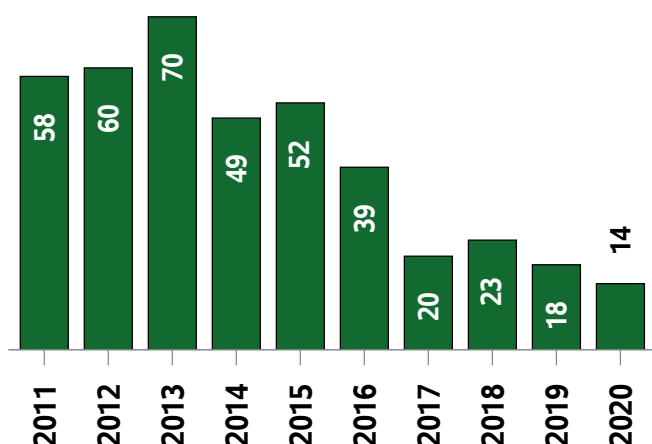
Sales Activity (May Year-to-date)



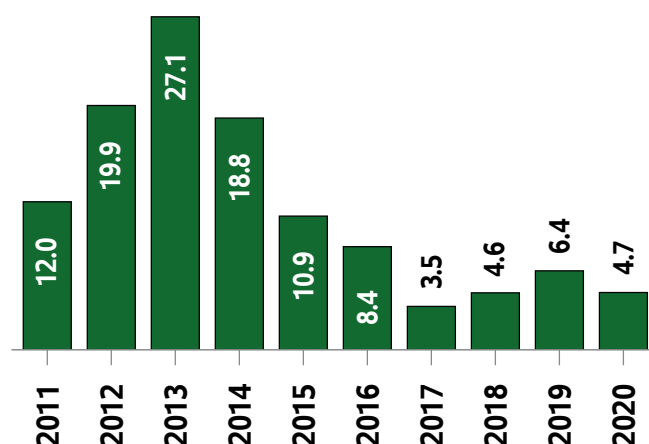
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Golden MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-80.0	-66.7	-92.3	-87.5	-85.7	-66.7
Dollar Volume	\$360,000	-74.7	-64.8	-88.7	-82.4	-79.1	-64.1
New Listings	1	-90.9	-83.3	-90.0	-92.3	-94.4	-94.4
Active Listings	10	-54.5	-61.5	-50.0	-82.8	-87.7	-81.1
Sales to New Listings Ratio ¹	100.0	45.5	50.0	130.0	61.5	38.9	16.7
Months of Inventory ²	10.0	4.4	8.7	1.5	7.3	11.6	17.7
Average Price	\$360,000	26.5	5.5	46.6	40.7	46.6	7.6
Median Price	\$360,000	10.1	9.4	28.6	71.4	53.2	23.7
Sales to List Price Ratio	96.3	94.2	95.7	94.8	96.4	92.3	93.7
Median Days on Market	39.0	119.0	17.0	48.0	77.5	272.0	5.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	15	7.1	-40.0	-46.4	-37.5	15.4	25.0
Dollar Volume	\$4,269,600	-10.4	-52.7	-44.6	-29.4	41.8	17.7
New Listings	9	-64.0	-75.7	-71.9	-84.5	-84.5	-88.0
Active Listings ³	14	-22.2	-39.7	-29.3	-73.2	-80.1	-57.3
Sales to New Listings Ratio ⁴	166.7	56.0	67.6	87.5	41.4	22.4	16.0
Months of Inventory ⁵	4.7	6.4	4.6	3.5	10.9	27.1	13.7
Average Price	\$284,640	-16.4	-21.2	3.4	12.9	22.9	-5.8
Median Price	\$330,000	-19.0	-10.8	12.8	26.4	24.5	5.9
Sales to List Price Ratio	96.2	95.2	95.5	94.8	96.2	91.4	95.3
Median Days on Market	71.0	126.5	30.0	32.0	91.0	150.0	20.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

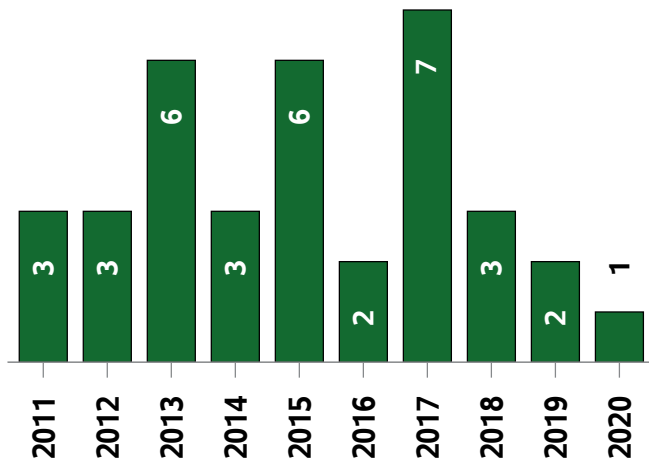
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

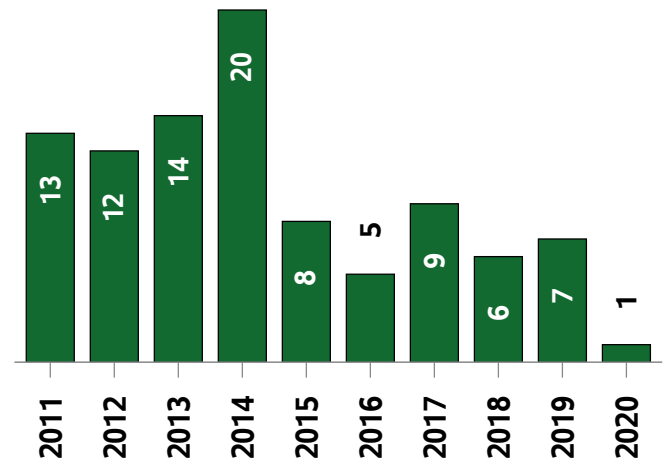
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

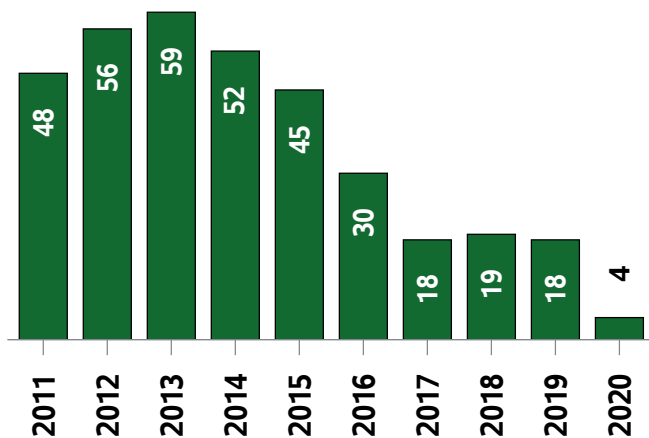
Sales Activity (May only)



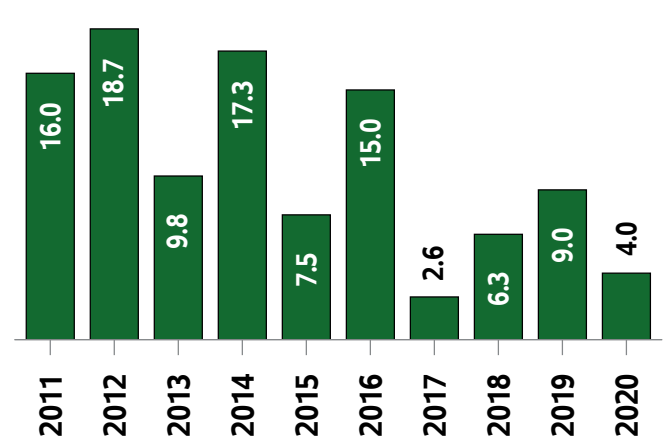
New Listings (May only)



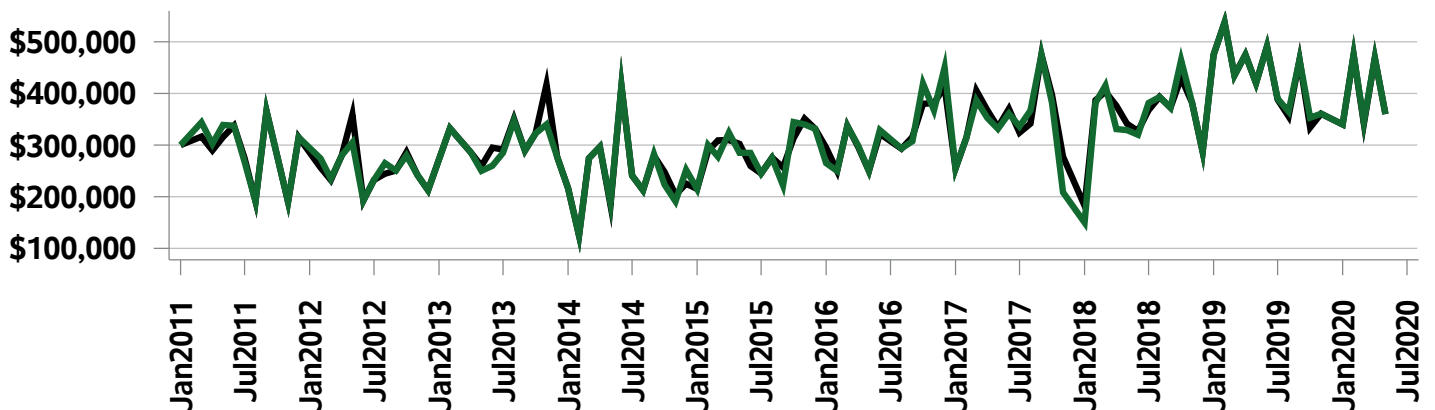
Active Listings (May only)



Months of Inventory (May only)

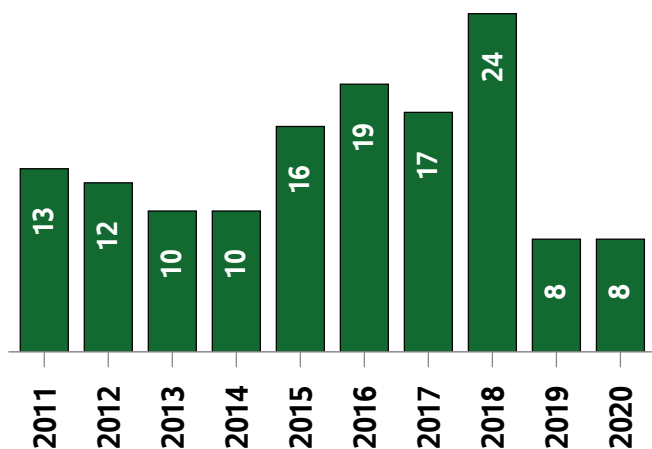


Average Price and Median Price

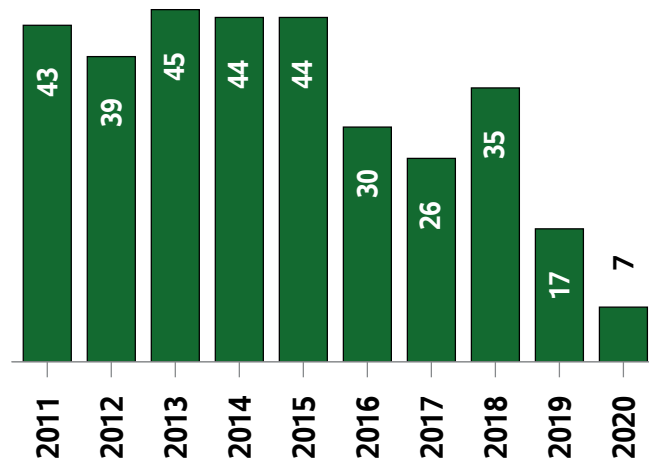


Golden MLS® Single Family Market Activity

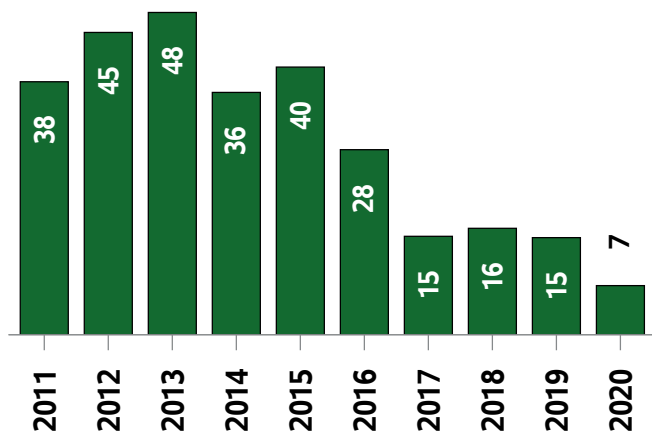
Sales Activity (May Year-to-date)



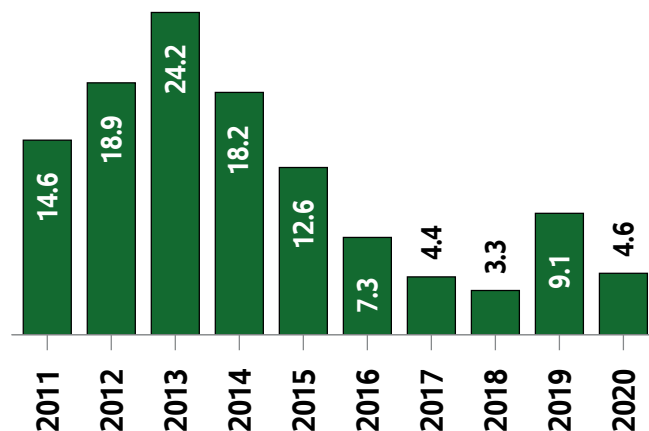
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Golden MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-50.0	-66.7	-85.7	-83.3	-83.3	-50.0
Dollar Volume	\$360,000	-57.1	-64.8	-84.6	-80.2	-76.9	-56.4
New Listings	1	-85.7	-83.3	-88.9	-87.5	-92.9	-92.9
Active Listings	4	-77.8	-78.9	-77.8	-91.1	-93.2	-90.0
Sales to New Listings Ratio ¹	100.0	28.6	50.0	77.8	75.0	42.9	14.3
Months of Inventory ²	4.0	9.0	6.3	2.6	7.5	9.8	20.0
Average Price	\$360,000	-14.3	5.5	7.6	19.1	38.8	-12.8
Median Price	\$360,000	-14.3	9.4	8.6	26.3	44.0	-12.8
Sales to List Price Ratio	96.3	94.8	95.7	95.5	95.9	91.3	93.1
Median Days on Market	39.0	170.5	17.0	23.0	78.5	211.0	4.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	8	0.0	-66.7	-52.9	-50.0	-20.0	-20.0
Dollar Volume	\$3,142,500	-15.9	-63.5	-46.3	-33.9	12.5	-6.9
New Listings	7	-58.8	-80.0	-73.1	-84.1	-84.4	-88.1
Active Listings ³	7	-49.3	-53.8	-50.0	-81.6	-84.7	-71.8
Sales to New Listings Ratio ⁴	114.3	47.1	68.6	65.4	36.4	22.2	16.9
Months of Inventory ⁵	4.6	9.1	3.3	4.4	12.6	24.2	13.1
Average Price	\$392,813	-15.9	9.4	14.1	32.3	40.6	16.4
Median Price	\$354,750	-23.7	-3.5	4.3	22.9	24.1	10.9
Sales to List Price Ratio	96.6	96.6	95.5	95.2	96.3	93.3	95.4
Median Days on Market	71.5	141.0	30.0	21.0	116.5	159.0	20.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

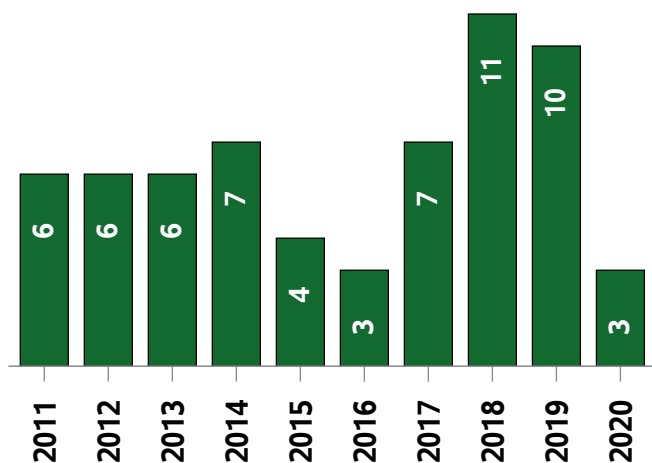
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

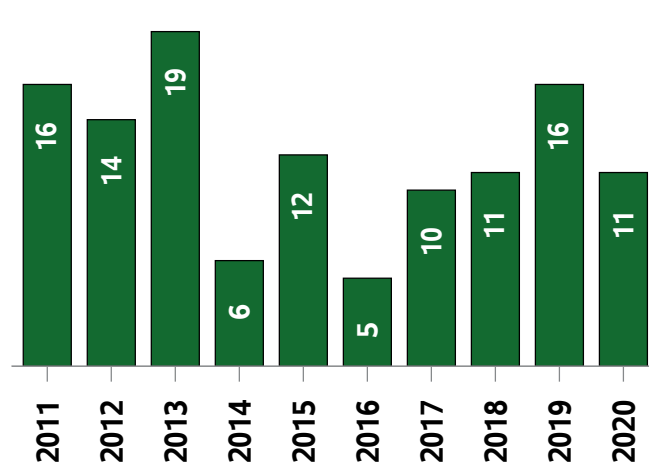
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

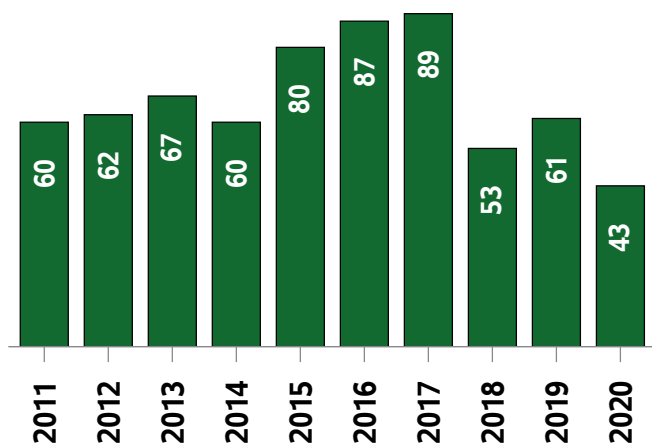
Sales Activity (May only)



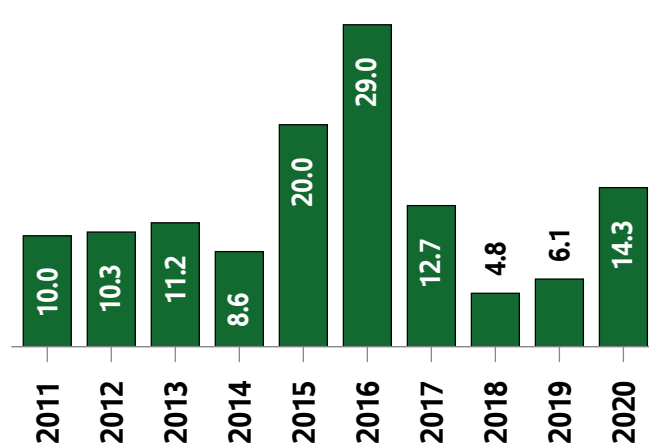
New Listings (May only)



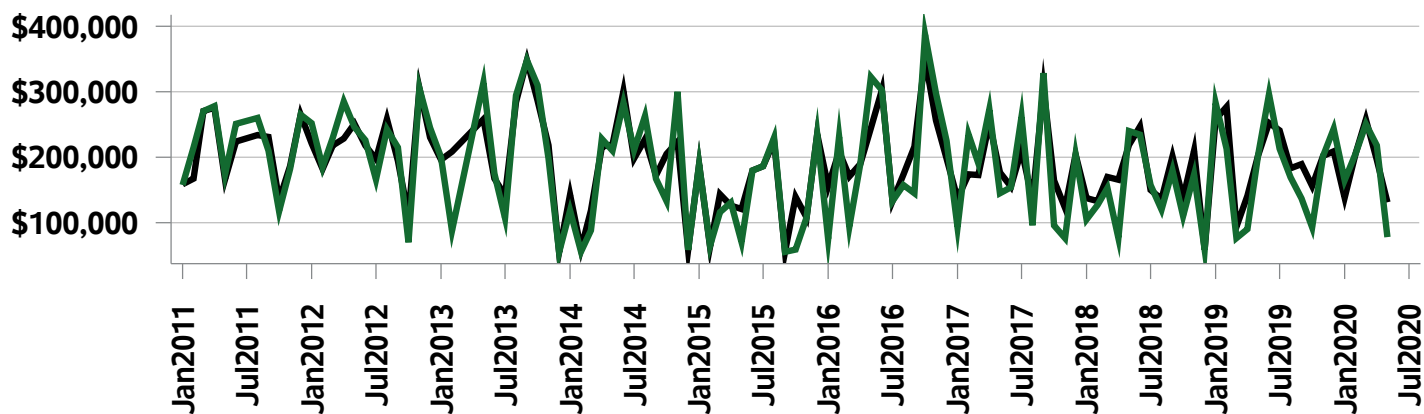
Active Listings (May only)



Months of Inventory (May only)



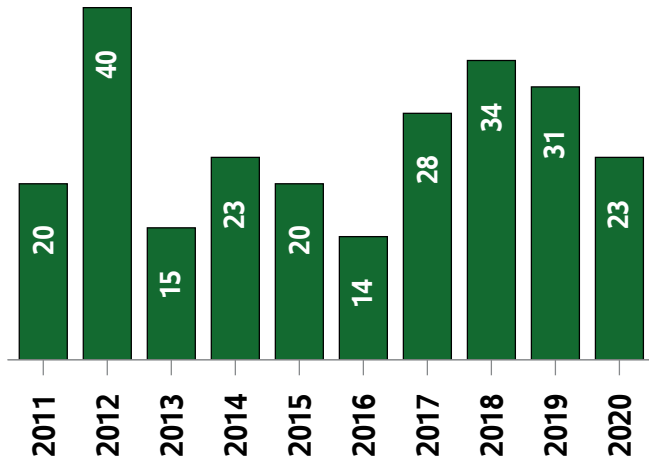
Average Price and Median Price



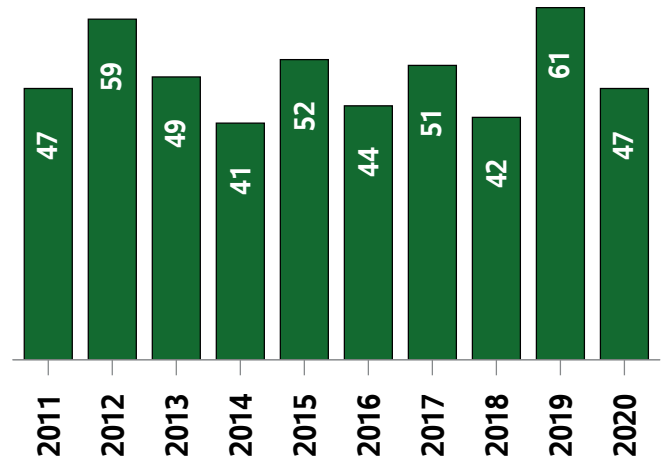
Elkford

MLS® Residential Market Activity

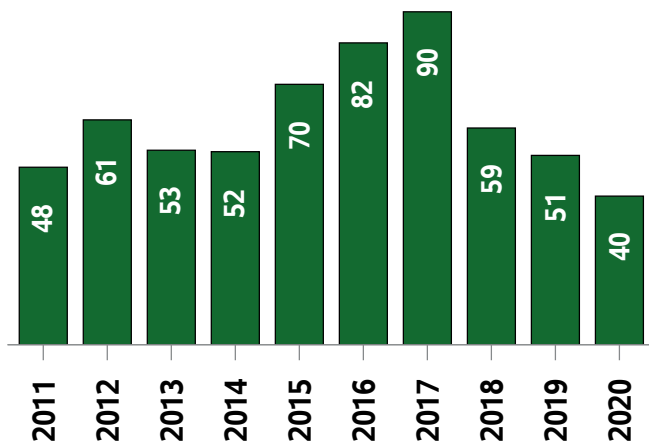
Sales Activity (May Year-to-date)



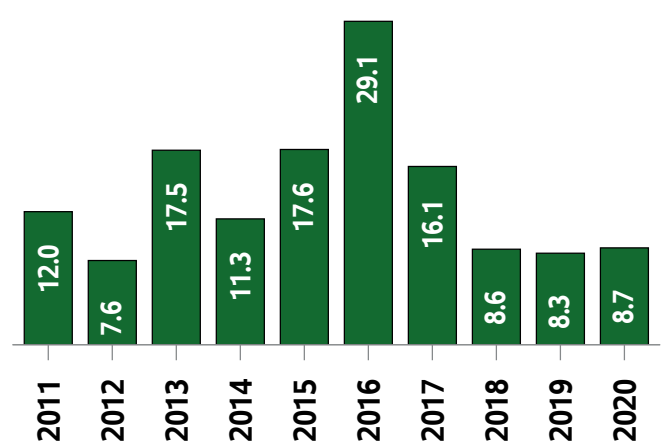
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Elkford

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-70.0	-72.7	-57.1	-25.0	-50.0	
Dollar Volume	\$393,500	-80.5	-83.6	-68.2	-18.6	-74.6	
New Listings	11	-31.3	0.0	10.0	-8.3	-42.1	83.3
Active Listings	43	-29.5	-18.9	-51.7	-46.3	-35.8	13.2
Sales to New Listings Ratio ¹	27.3	62.5	100.0	70.0	33.3	31.6	
Months of Inventory ²	14.3	6.1	4.8	12.7	20.0	11.2	
Average Price	\$131,167	-35.2	-40.0	-25.8	8.5	-49.2	
Median Price	\$78,000	-61.5	-67.5	-46.2	10.6	-75.2	
Sales to List Price Ratio	93.4	95.6	95.8	95.6	90.9	94.5	
Median Days on Market	42.0	54.5	99.0	192.0	264.5	66.0	

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	23	-25.8	-32.4	-17.9	15.0	53.3	475.0
Dollar Volume	\$4,173,050	-34.0	-30.2	-17.4	68.2	23.2	410.8
New Listings	47	-23.0	11.9	-7.8	-9.6	-4.1	2.2
Active Listings ³	40	-21.5	-31.4	-55.3	-42.9	-23.6	58.3
Sales to New Listings Ratio ⁴	48.9	50.8	81.0	54.9	38.5	30.6	8.7
Months of Inventory ⁵	8.7	8.3	8.6	16.1	17.6	17.5	31.8
Average Price	\$181,437	-11.0	3.2	0.6	46.3	-19.7	-11.2
Median Price	\$184,750	-0.1	-2.0	13.0	142.3	-7.6	-7.4
Sales to List Price Ratio	95.6	95.1	95.3	94.9	93.0	94.4	96.8
Median Days on Market	57.0	64.0	156.5	211.5	160.0	87.0	55.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

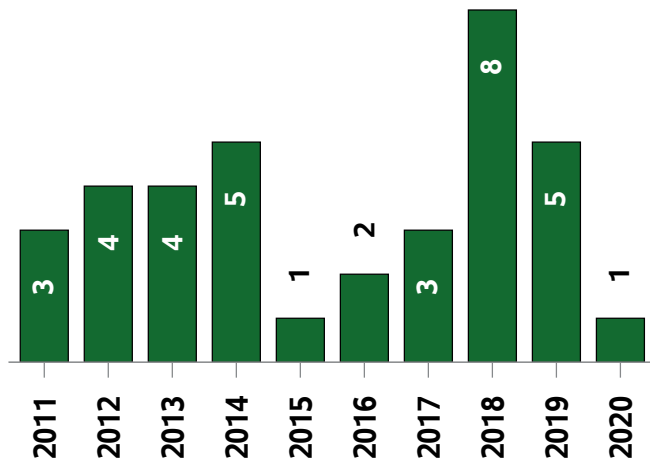
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

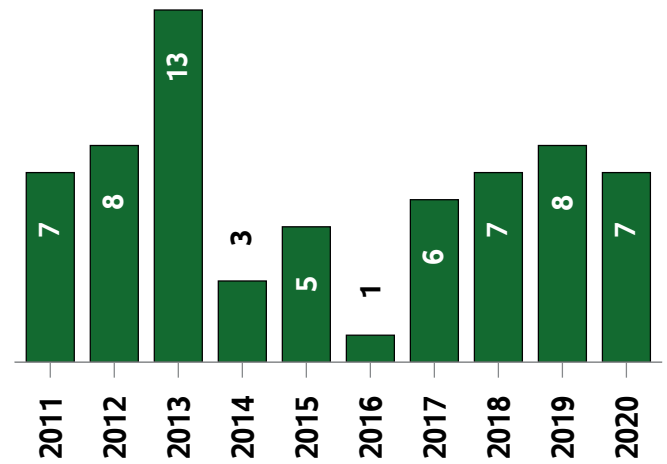
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

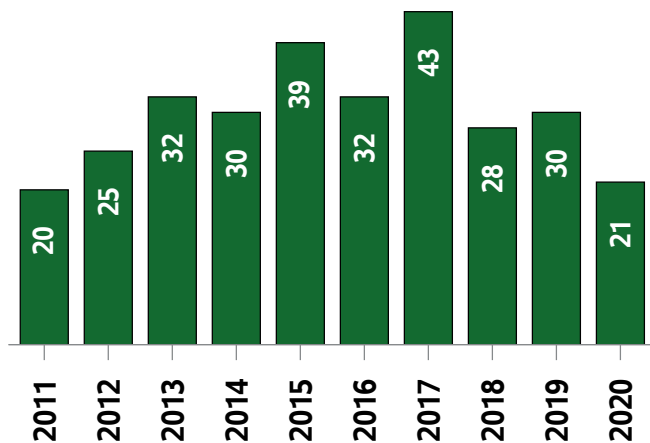
Sales Activity (May only)



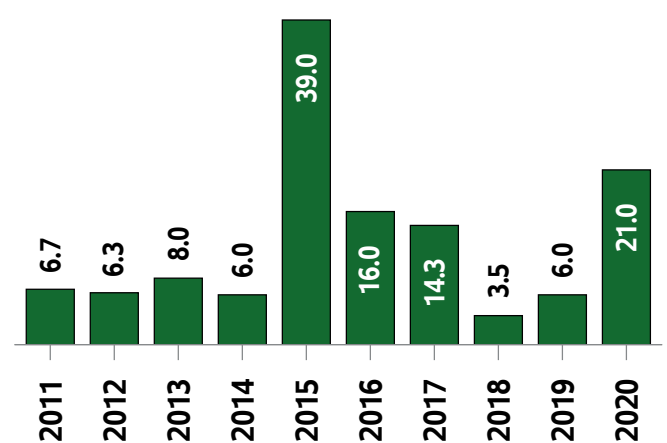
New Listings (May only)



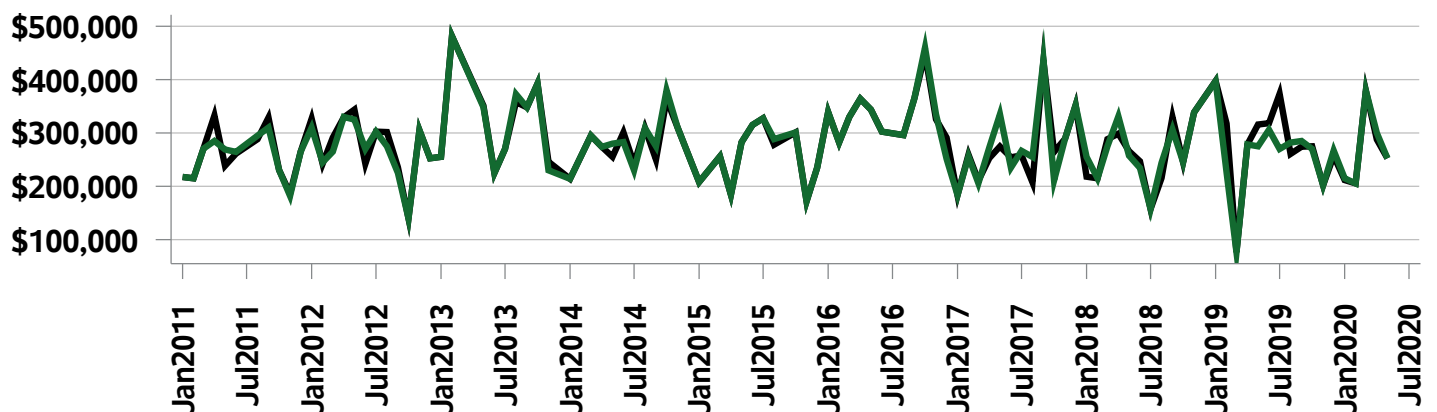
Active Listings (May only)



Months of Inventory (May only)

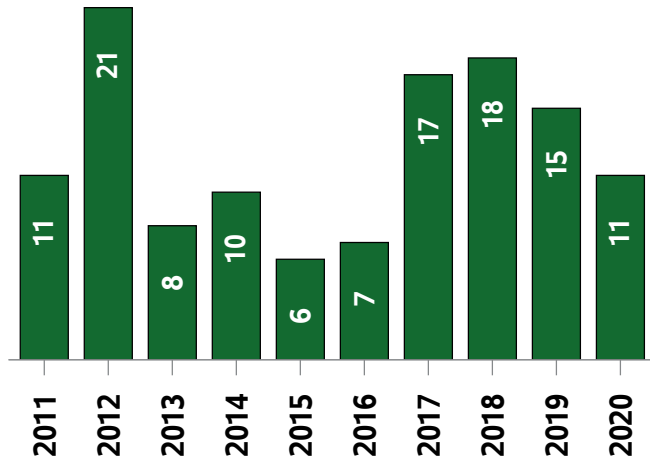


Average Price and Median Price

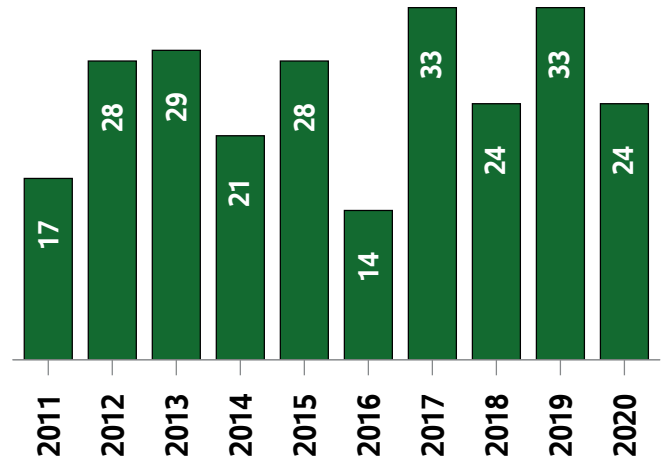


Elkford MLS® Single Family Market Activity

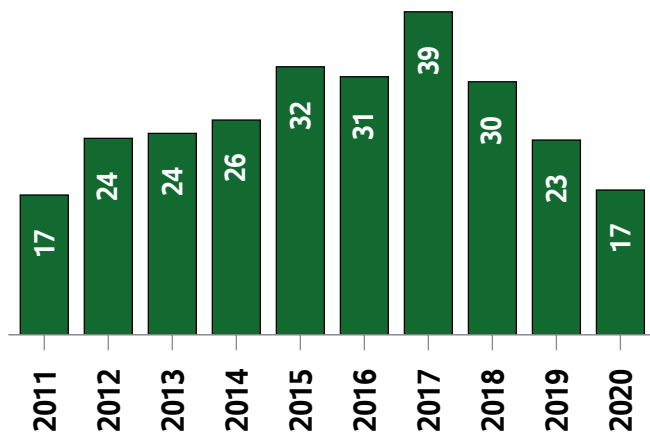
Sales Activity (May Year-to-date)



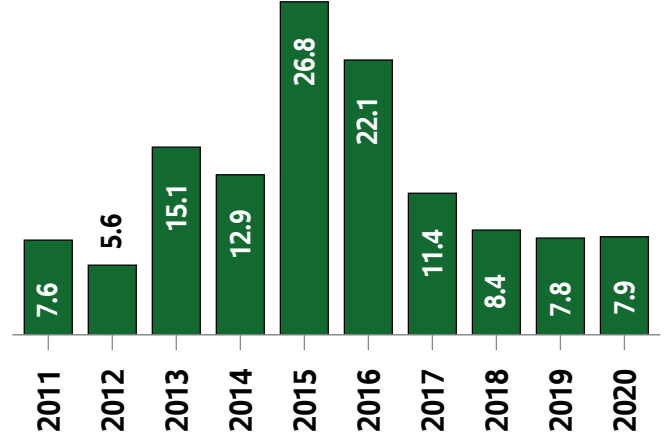
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Elkford

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-80.0	-87.5	-66.7	0.0	-75.0	
Dollar Volume	\$252,500	-84.0	-88.1	-69.4	-10.6	-82.0	
New Listings	7	-12.5	0.0	16.7	40.0	-46.2	600.0
Active Listings	21	-30.0	-25.0	-51.2	-46.2	-34.4	-12.5
Sales to New Listings Ratio ¹	14.3	62.5	114.3	50.0	20.0	30.8	
Months of Inventory ²	21.0	6.0	3.5	14.3	39.0	8.0	
Average Price	\$252,500	-20.0	-5.1	-8.1	-10.6	-28.1	
Median Price	\$252,500	-8.2	-1.9	-24.6	-10.6	-27.5	
Sales to List Price Ratio	98.1	95.7	96.3	97.8	95.8	96.1	
Median Days on Market	25.0	54.0	141.5	285.0	42.0	59.5	

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-26.7	-38.9	-35.3	83.3	37.5	266.7
Dollar Volume	\$2,919,500	-38.6	-38.6	-29.3	112.9	1.5	326.8
New Listings	24	-27.3	0.0	-27.3	-14.3	-17.2	-20.0
Active Listings ³	17	-25.6	-42.8	-55.2	-46.0	-28.1	7.4
Sales to New Listings Ratio ⁴	45.8	45.5	75.0	51.5	21.4	27.6	10.0
Months of Inventory ⁵	7.9	7.8	8.4	11.4	26.8	15.1	27.0
Average Price	\$265,409	-16.3	0.4	9.2	16.2	-26.2	16.4
Median Price	\$252,500	-10.1	-4.5	0.4	12.5	-19.9	0.2
Sales to List Price Ratio	95.8	96.0	95.7	96.7	94.6	96.0	96.6
Median Days on Market	57.0	54.0	164.5	199.0	109.0	81.0	52.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

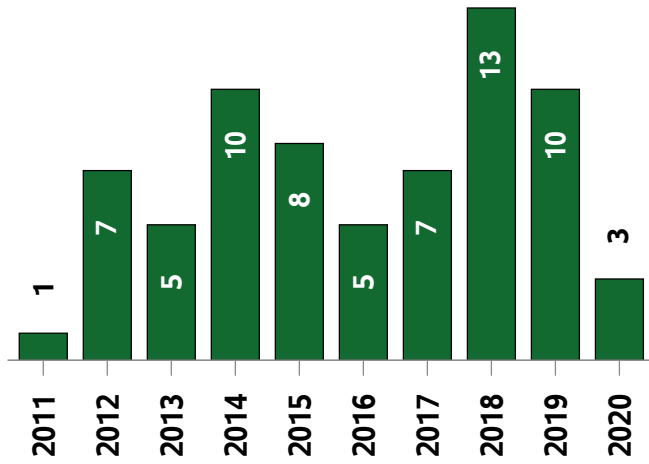
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

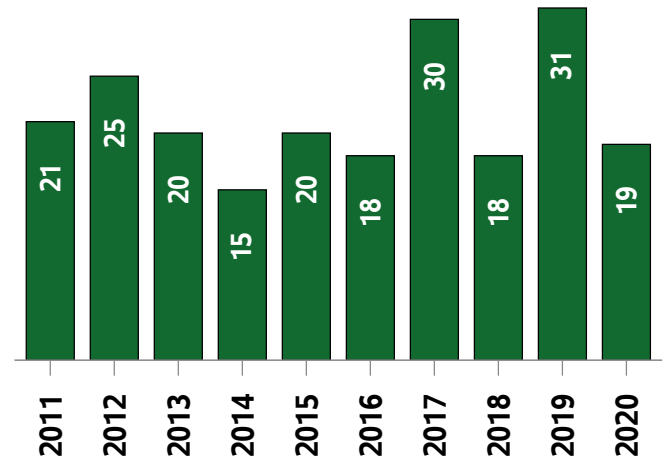
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

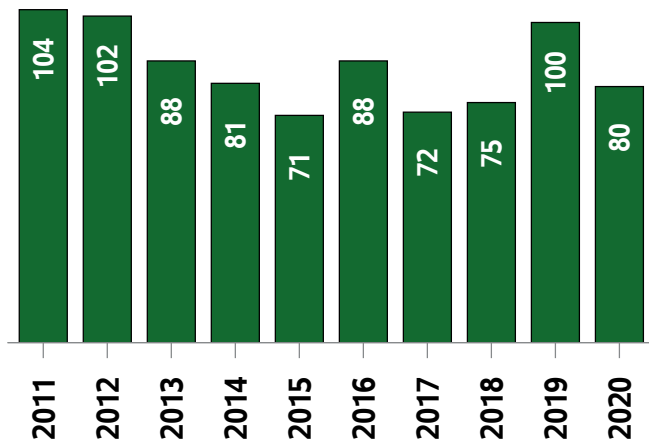
Sales Activity (May only)



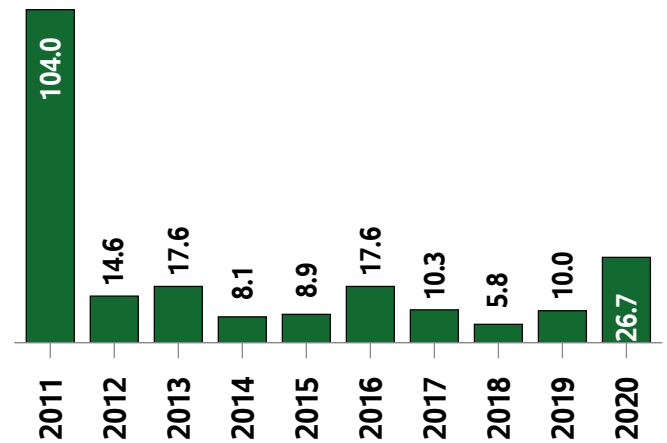
New Listings (May only)



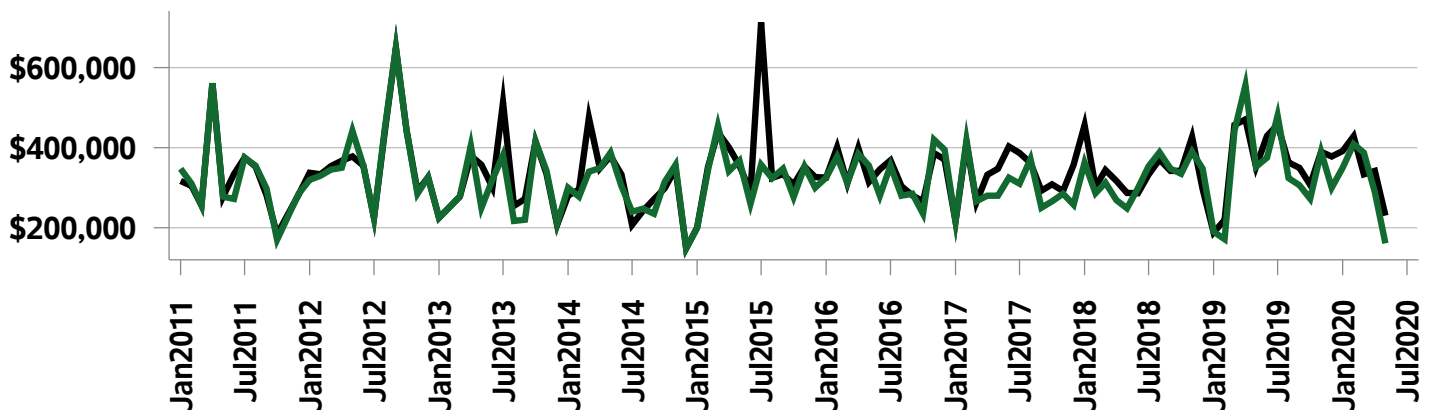
Active Listings (May only)



Months of Inventory (May only)

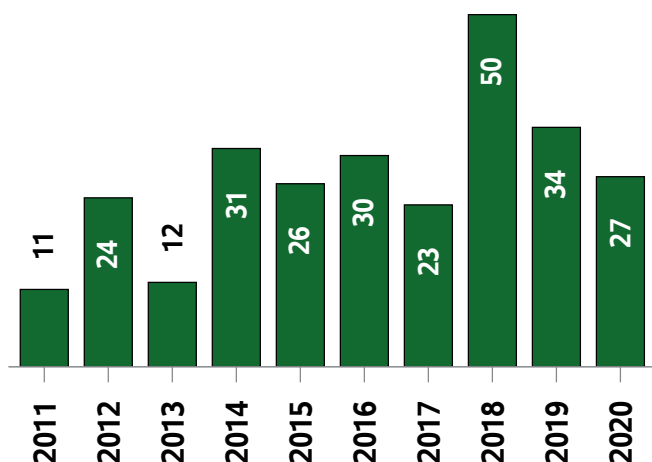


Average Price and Median Price

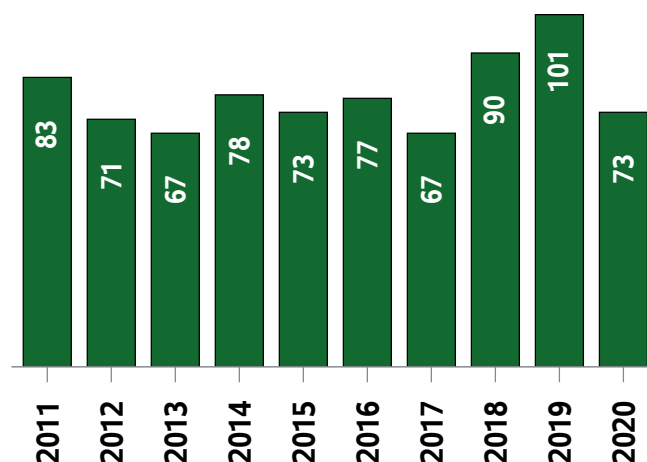


Invermere MLS® Residential Market Activity

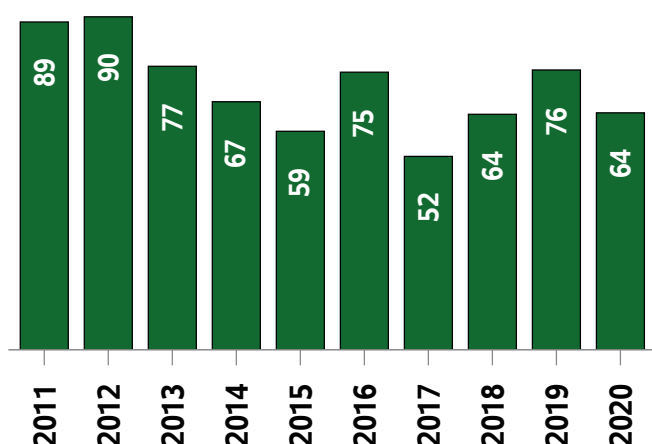
Sales Activity (May Year-to-date)



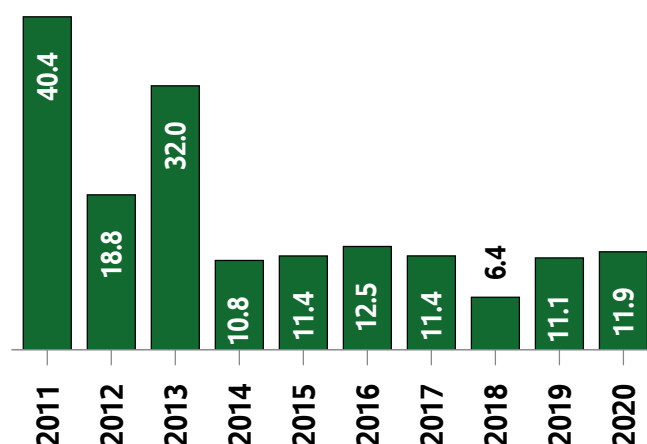
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Invermere MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-70.0	-76.9	-57.1	-62.5	-40.0	0.0
Dollar Volume	\$691,000	-80.4	-81.5	-71.6	-75.7	-61.3	-30.9
New Listings	19	-38.7	5.6	-36.7	-5.0	-5.0	-5.0
Active Listings	80	-20.0	6.7	11.1	12.7	-9.1	-18.4
Sales to New Listings Ratio ¹	15.8	32.3	72.2	23.3	40.0	25.0	15.0
Months of Inventory ²	26.7	10.0	5.8	10.3	8.9	17.6	32.7
Average Price	\$230,333	-34.6	-19.7	-33.7	-35.1	-35.5	-30.9
Median Price	\$161,000	-54.3	-35.2	-42.5	-56.2	-35.6	-59.0
Sales to List Price Ratio	96.9	97.4	96.5	93.9	96.3	96.7	90.0
Median Days on Market	91.0	26.5	48.0	49.0	59.0	61.0	55.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	27	-20.6	-46.0	17.4	3.8	125.0	170.0
Dollar Volume	\$9,480,700	-23.2	-42.9	21.1	-6.0	132.0	150.7
New Listings	73	-27.7	-18.9	9.0	0.0	9.0	-33.6
Active Listings ³	64	-15.3	0.6	22.5	8.4	-16.4	12.6
Sales to New Listings Ratio ⁴	37.0	33.7	55.6	34.3	35.6	17.9	9.1
Months of Inventory ⁵	11.9	11.1	6.4	11.4	11.4	32.0	28.5
Average Price	\$351,137	-3.3	5.7	3.2	-9.5	3.1	-7.2
Median Price	\$380,000	2.3	32.8	26.7	3.7	37.9	7.4
Sales to List Price Ratio	97.3	97.5	96.0	95.0	95.6	94.9	93.2
Median Days on Market	91.0	57.0	56.0	59.0	87.0	75.5	26.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

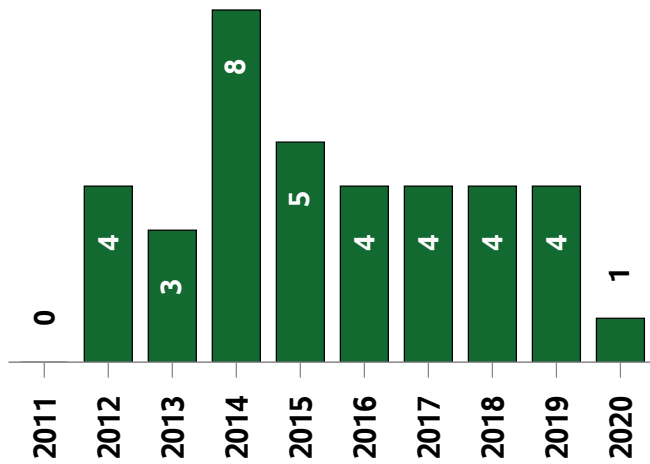
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

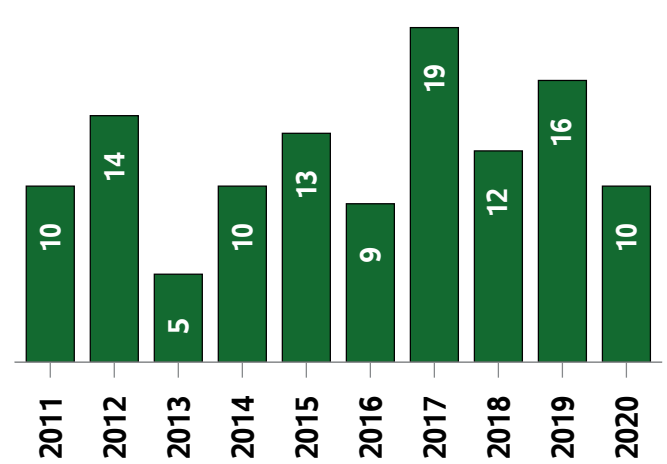
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

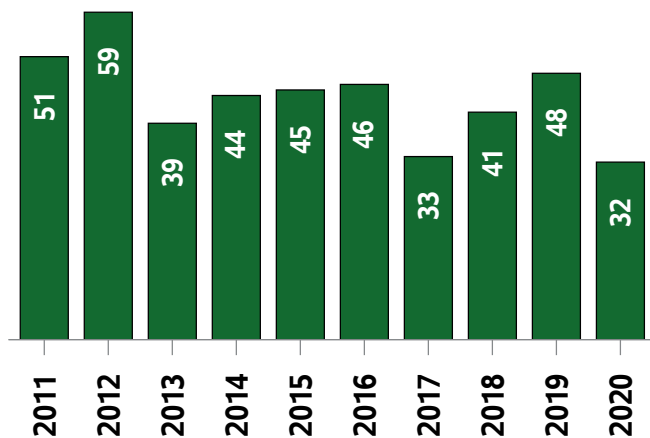
Sales Activity (May only)



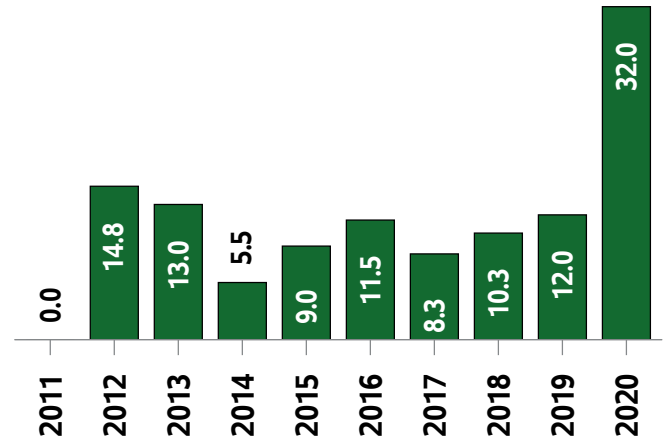
New Listings (May only)



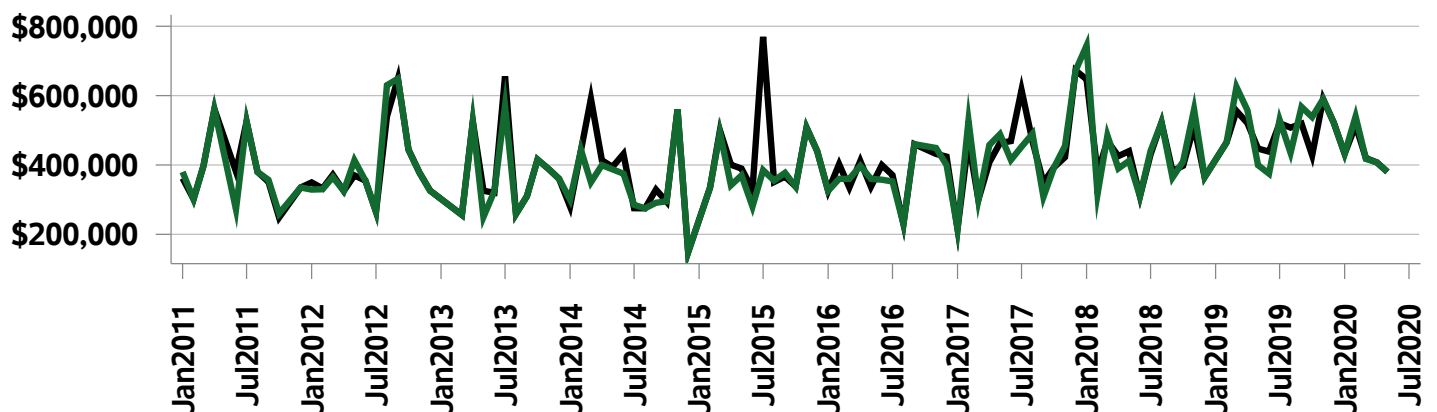
Active Listings (May only)



Months of Inventory (May only)

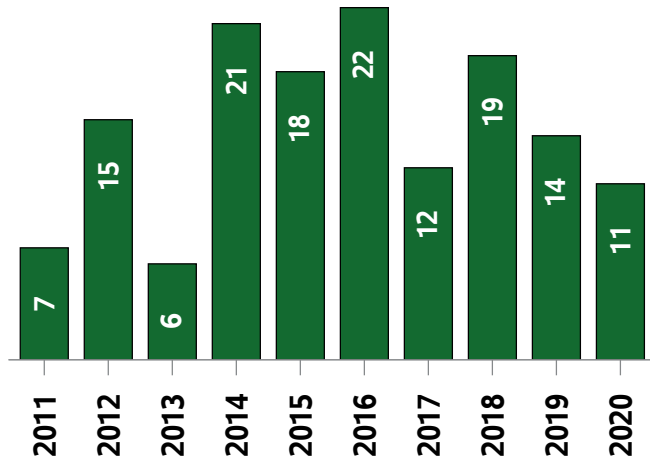


Average Price and Median Price

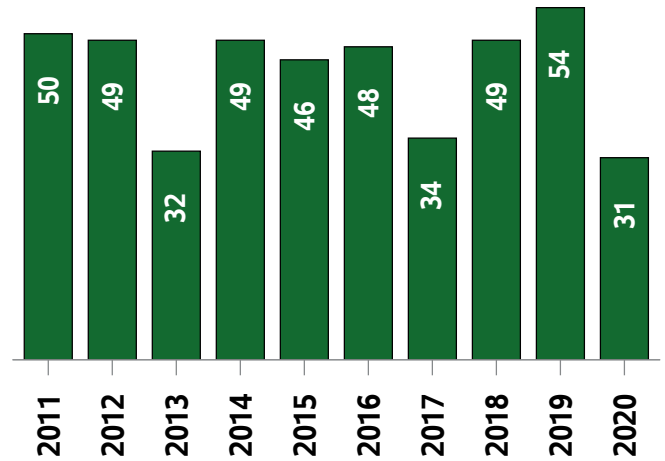


Invermere MLS® Single Family Market Activity

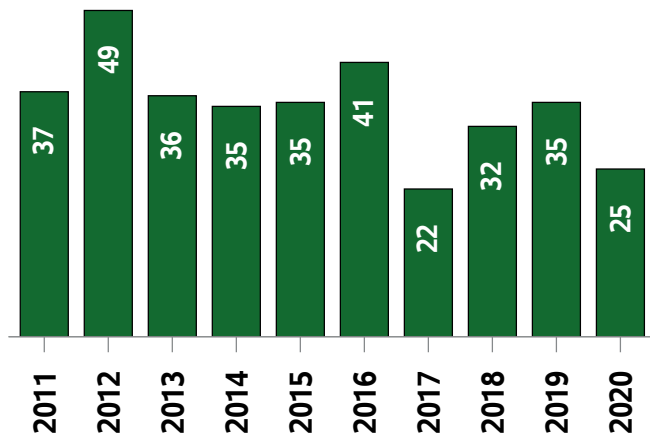
Sales Activity (May Year-to-date)



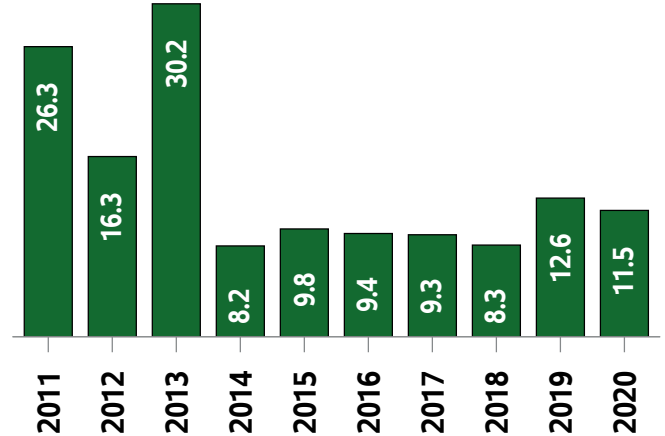
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Invermere

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-75.0	-75.0	-75.0	-80.0	-66.7	-66.7
Dollar Volume	\$380,000	-78.8	-78.4	-79.5	-80.5	-61.1	-62.0
New Listings	10	-37.5	-16.7	-47.4	-23.1	100.0	-28.6
Active Listings	32	-33.3	-22.0	-3.0	-28.9	-17.9	-37.3
Sales to New Listings Ratio ¹	10.0	25.0	33.3	21.1	38.5	60.0	21.4
Months of Inventory ²	32.0	12.0	10.3	8.3	9.0	13.0	17.0
Average Price	\$380,000	-15.0	-13.6	-17.9	-2.5	16.7	14.0
Median Price	\$380,000	-4.9	-7.7	-22.3	2.7	52.0	-3.2
Sales to List Price Ratio	98.7	96.5	94.8	96.9	96.4	98.9	90.0
Median Days on Market	66.0	18.5	25.0	44.0	94.0	96.0	55.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-21.4	-42.1	-8.3	-38.9	83.3	22.2
Dollar Volume	\$4,874,400	-30.8	-45.6	-2.5	-38.2	113.6	49.2
New Listings	31	-42.6	-36.7	-8.8	-32.6	-3.1	-48.3
Active Listings ³	25	-28.4	-20.3	13.5	-28.4	-30.4	-8.0
Sales to New Listings Ratio ⁴	35.5	25.9	38.8	35.3	39.1	18.8	15.0
Months of Inventory ⁵	11.5	12.6	8.3	9.3	9.8	30.2	15.2
Average Price	\$443,127	-12.0	-6.1	6.3	1.2	16.5	22.1
Median Price	\$418,000	-18.1	-2.8	-1.6	12.1	13.7	28.6
Sales to List Price Ratio	97.9	97.4	95.0	96.0	95.7	95.8	93.1
Median Days on Market	69.0	36.5	52.0	59.0	95.5	93.0	23.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

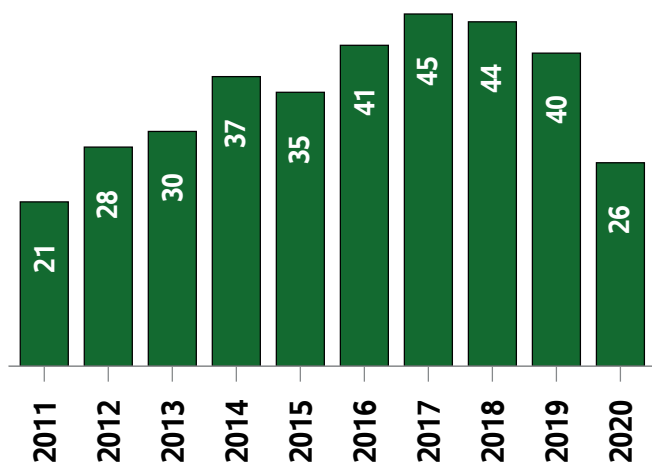
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

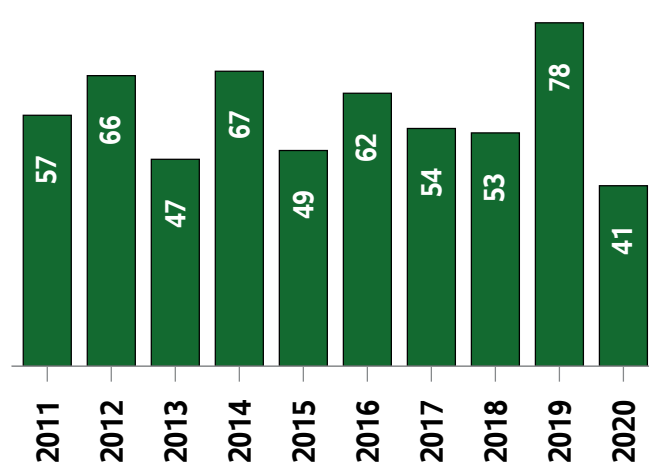
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

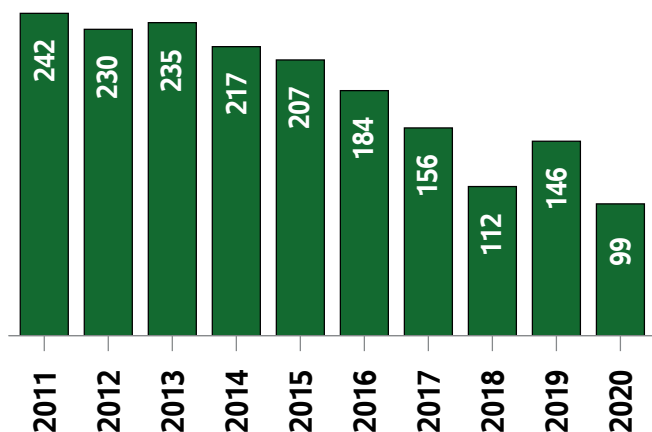
Sales Activity (May only)



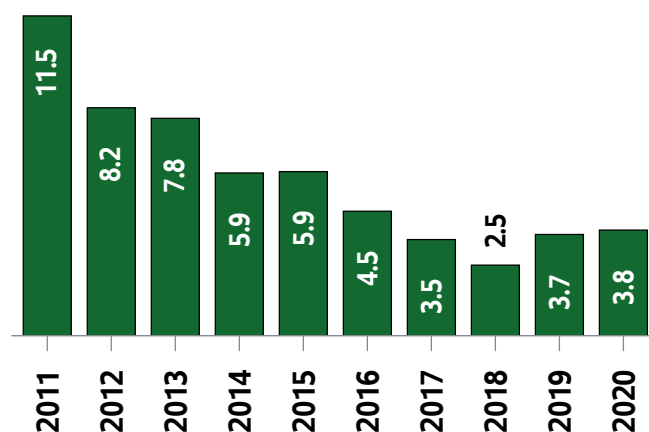
New Listings (May only)



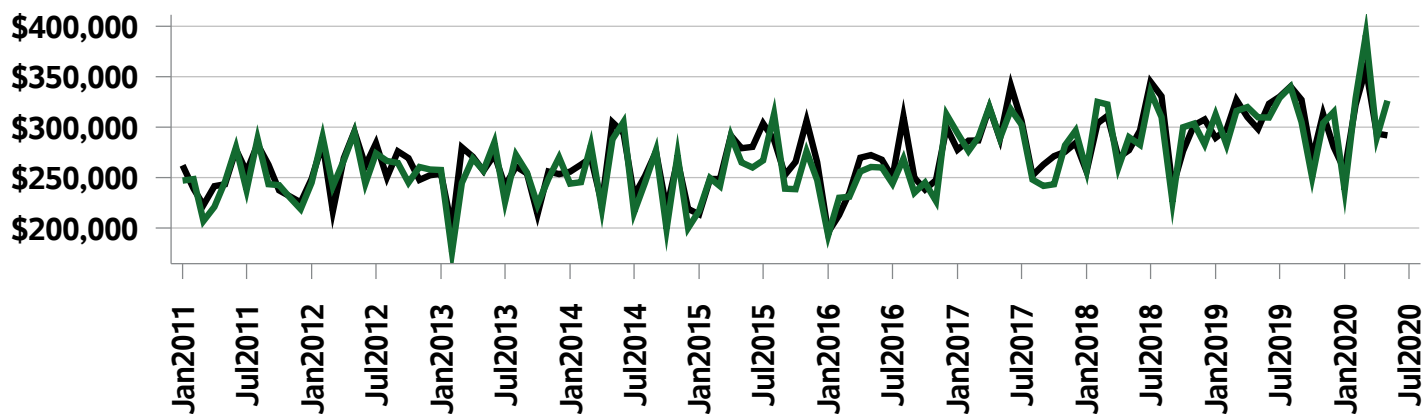
Active Listings (May only)



Months of Inventory (May only)



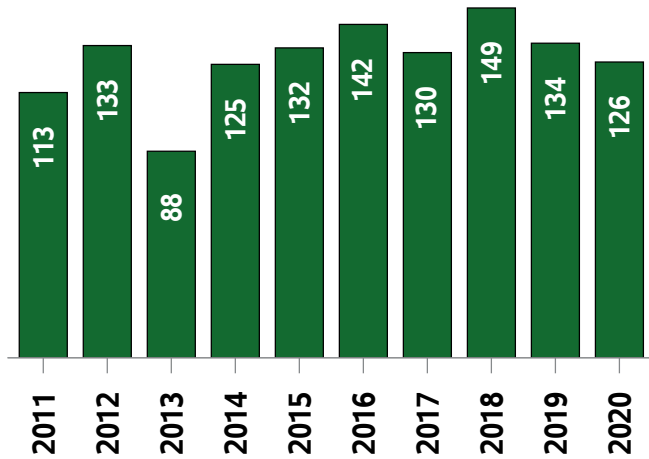
Average Price and Median Price



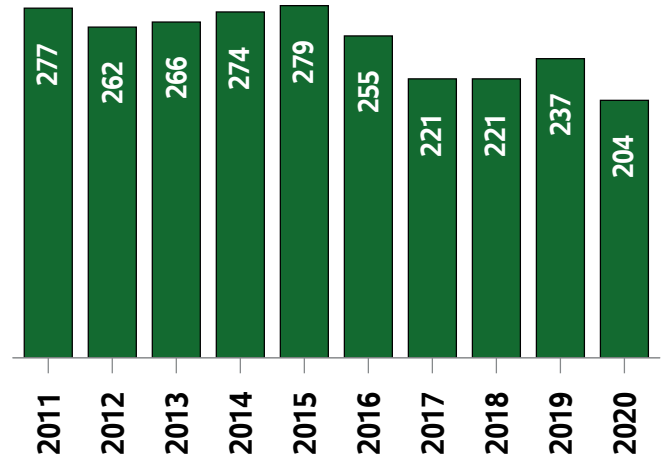
Cranbrook

MLS® Residential Market Activity

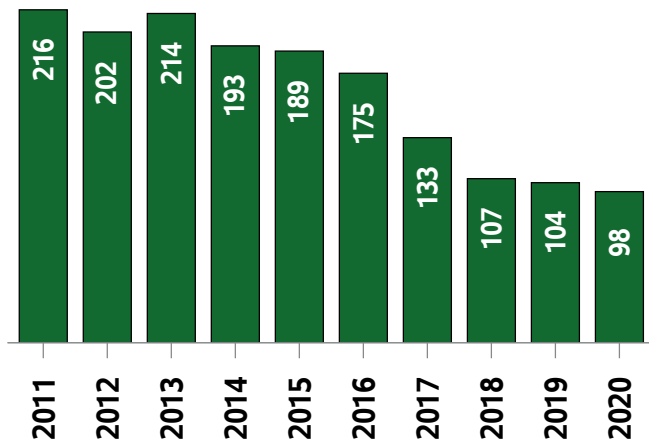
Sales Activity (May Year-to-date)



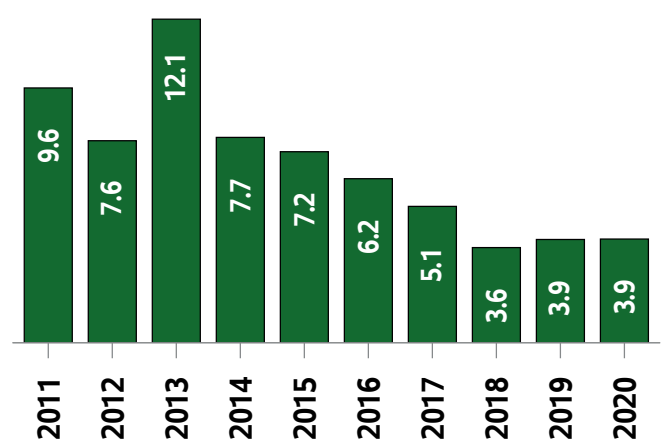
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Cranbrook

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	26	-35.0	-40.9	-42.2	-25.7	-13.3	-7.1
Dollar Volume	\$7,588,100	-36.4	-37.8	-41.6	-22.3	-1.5	4.8
New Listings	41	-47.4	-22.6	-24.1	-16.3	-12.8	-28.1
Active Listings	99	-32.2	-11.6	-36.5	-52.2	-57.9	-52.2
Sales to New Listings Ratio ¹	63.4	51.3	83.0	83.3	71.4	63.8	49.1
Months of Inventory ²	3.8	3.7	2.5	3.5	5.9	7.8	7.4
Average Price	\$291,850	-2.1	5.3	1.1	4.6	13.7	12.9
Median Price	\$326,250	5.3	12.5	12.9	23.1	26.9	35.4
Sales to List Price Ratio	97.8	97.3	98.1	97.5	96.8	95.7	95.7
Median Days on Market	63.0	39.0	29.5	36.0	79.0	48.5	46.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	126	-6.0	-15.4	-3.1	-4.5	43.2	8.6
Dollar Volume	\$39,341,802	-3.5	-6.1	3.3	12.4	79.7	33.8
New Listings	204	-13.9	-7.7	-7.7	-26.9	-23.3	-42.4
Active Listings ³	98	-5.6	-7.9	-26.3	-48.2	-54.1	-29.7
Sales to New Listings Ratio ⁴	61.8	56.5	67.4	58.8	47.3	33.1	32.8
Months of Inventory ⁵	3.9	3.9	3.6	5.1	7.2	12.1	6.0
Average Price	\$312,237	2.6	11.0	6.6	17.7	25.5	23.2
Median Price	\$316,750	0.6	13.1	7.9	22.4	30.6	26.4
Sales to List Price Ratio	97.8	96.8	97.7	97.0	96.4	95.7	96.7
Median Days on Market	38.0	42.5	37.0	45.0	59.0	66.5	25.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

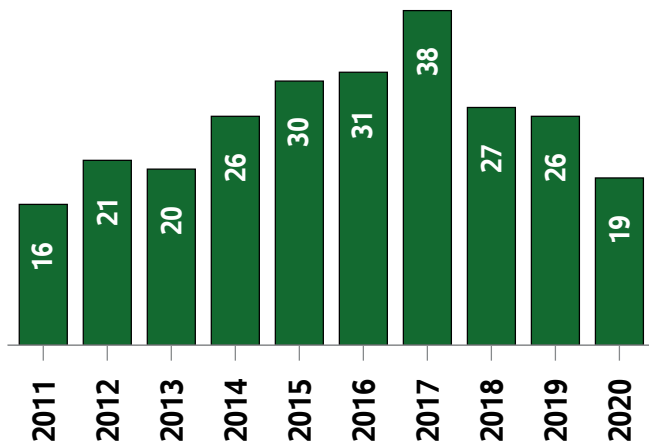
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

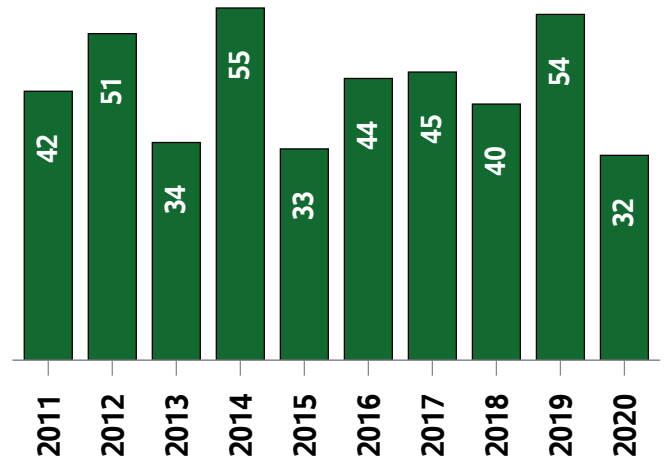
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

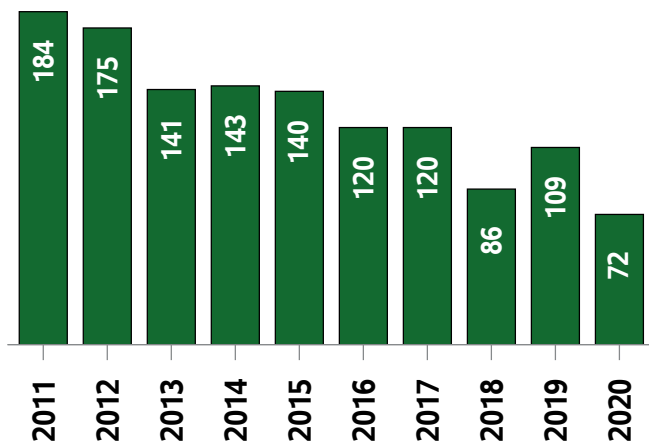
Sales Activity (May only)



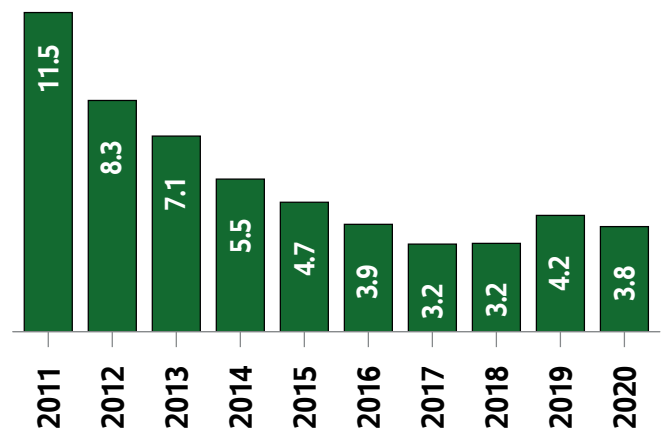
New Listings (May only)



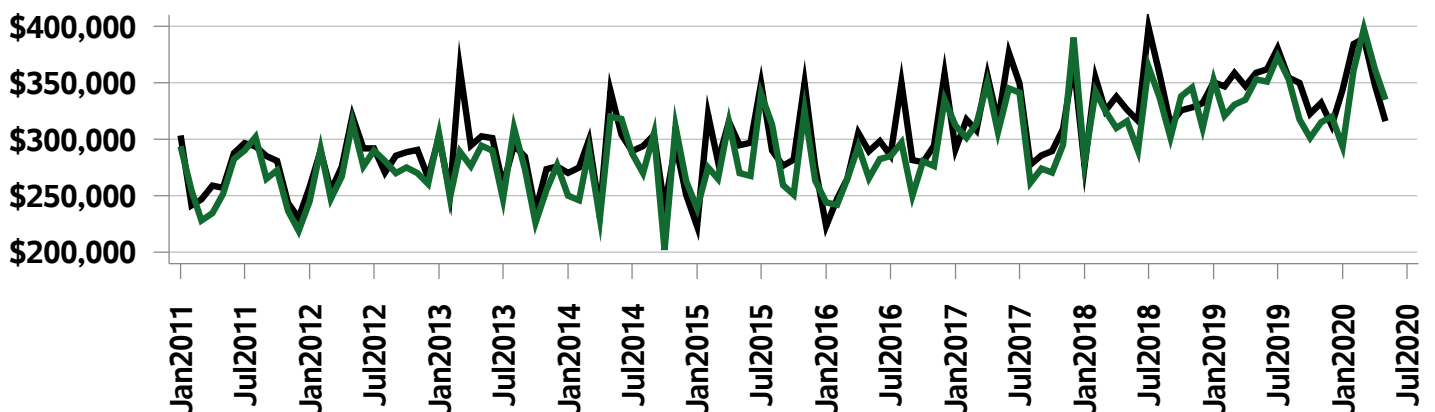
Active Listings (May only)



Months of Inventory (May only)

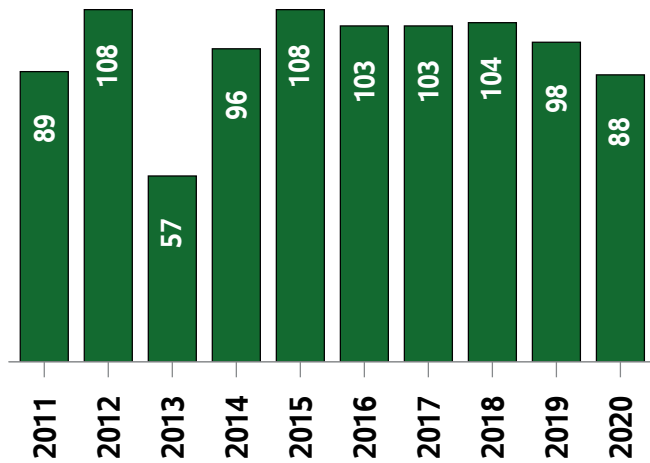


Average Price and Median Price

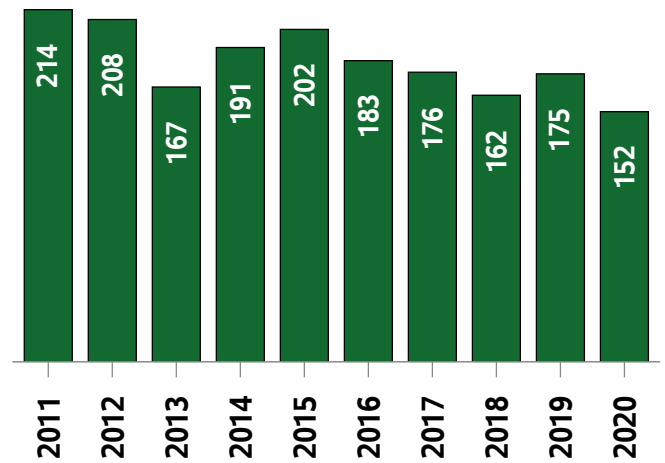


Cranbrook MLS® Single Family Market Activity

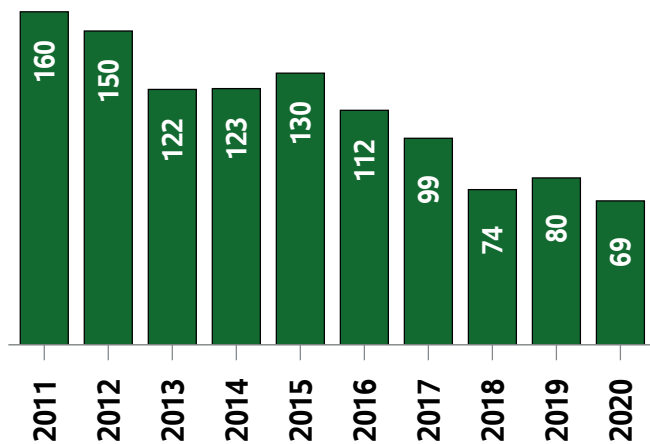
Sales Activity (May Year-to-date)



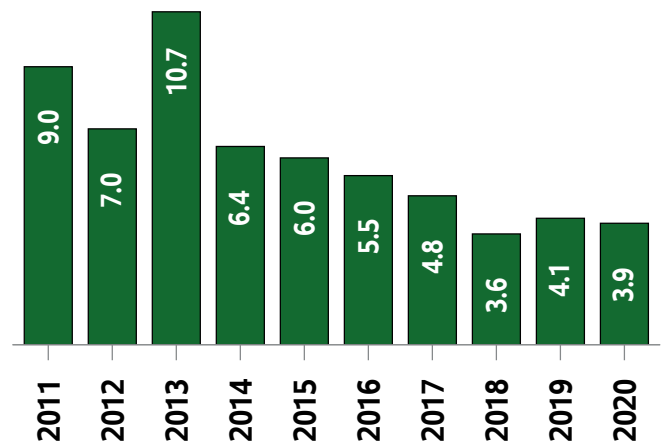
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Cranbrook

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	19	-26.9	-29.6	-50.0	-36.7	-5.0	-17.4
Dollar Volume	\$6,003,100	-35.7	-31.8	-49.9	-32.1	-0.8	-2.8
New Listings	32	-40.7	-20.0	-28.9	-3.0	-5.9	-34.7
Active Listings	72	-33.9	-16.3	-40.0	-48.6	-48.9	-54.7
Sales to New Listings Ratio ¹	59.4	48.1	67.5	84.4	90.9	58.8	46.9
Months of Inventory ²	3.8	4.2	3.2	3.2	4.7	7.1	6.9
Average Price	\$315,953	-11.9	-3.1	0.2	7.2	4.4	17.6
Median Price	\$335,000	-5.1	6.0	9.4	24.1	13.8	19.6
Sales to List Price Ratio	98.4	97.9	98.5	98.1	96.8	96.9	96.3
Median Days on Market	63.0	30.0	25.0	36.0	61.0	42.0	43.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	88	-10.2	-15.4	-14.6	-18.5	54.4	1.1
Dollar Volume	\$31,914,102	-7.6	-5.0	-3.1	0.8	89.2	33.7
New Listings	152	-13.1	-6.2	-13.6	-24.8	-9.0	-43.7
Active Listings ³	69	-13.8	-7.3	-30.3	-47.0	-43.6	-35.0
Sales to New Listings Ratio ⁴	57.9	56.0	64.2	58.5	53.5	34.1	32.2
Months of Inventory ⁵	3.9	4.1	3.6	4.8	6.0	10.7	6.1
Average Price	\$362,660	2.9	12.2	13.4	23.8	22.5	32.1
Median Price	\$359,250	5.7	13.9	14.0	33.1	27.4	28.3
Sales to List Price Ratio	98.1	97.1	97.9	97.2	96.5	96.8	97.4
Median Days on Market	35.0	42.5	31.5	50.0	56.5	59.0	24.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

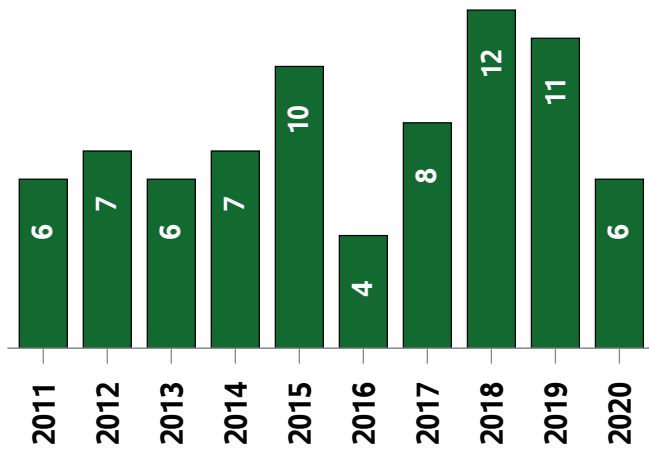
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

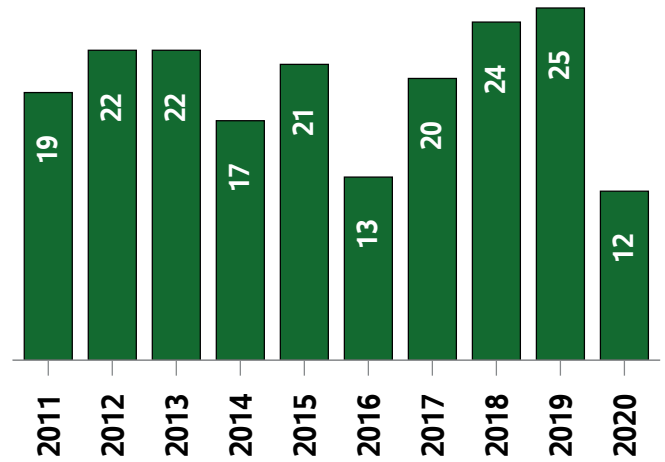
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

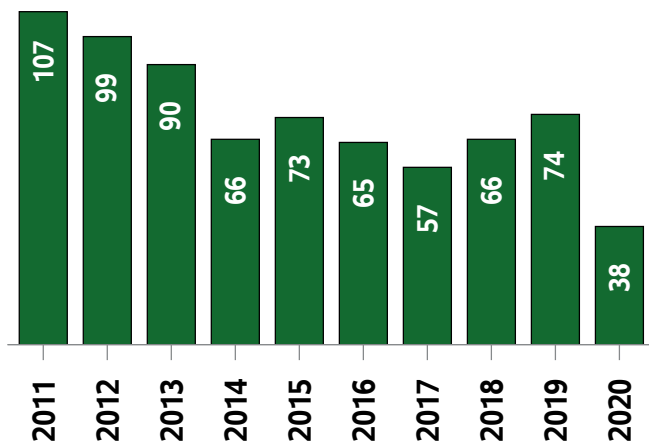
Sales Activity (May only)



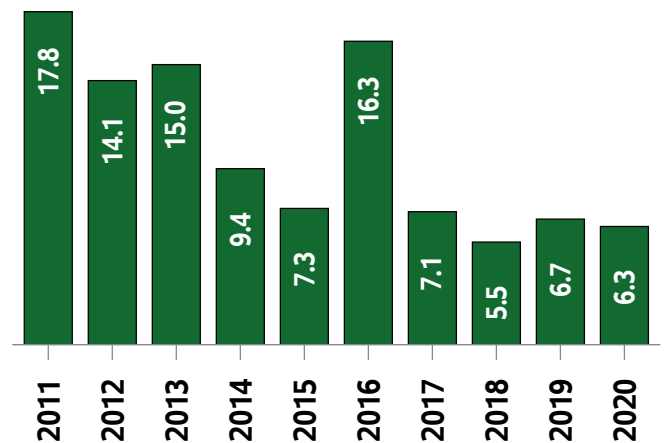
New Listings (May only)



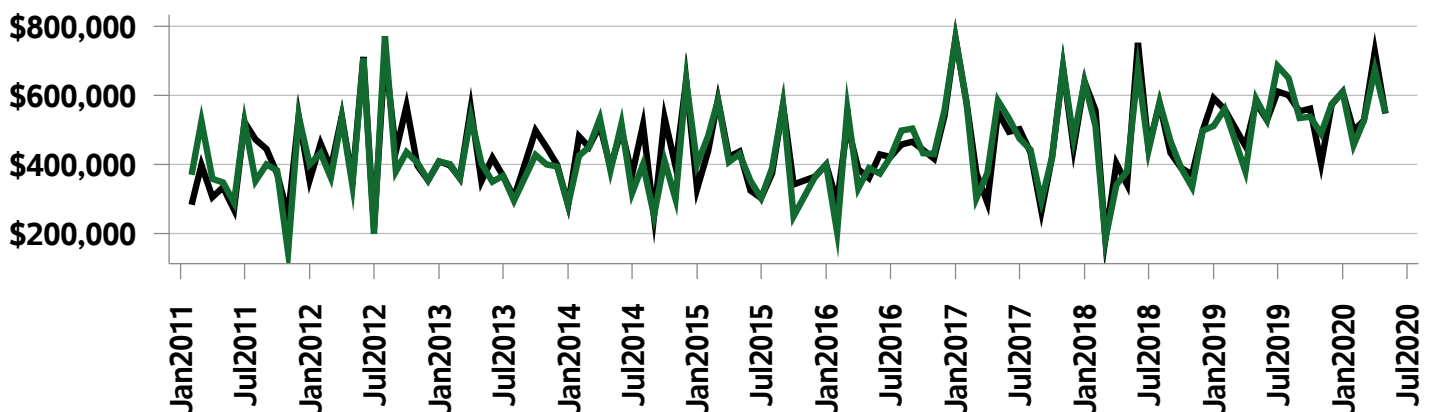
Active Listings (May only)



Months of Inventory (May only)

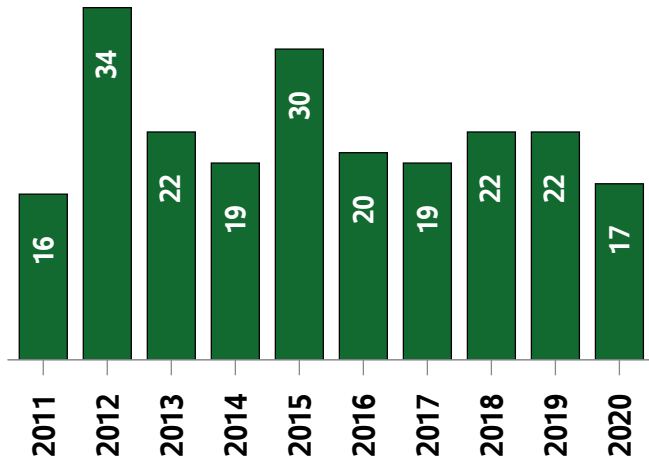


Average Price and Median Price

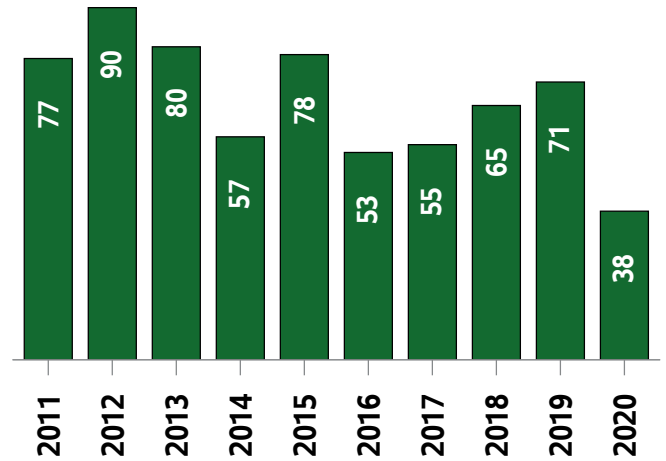


Cranbrook Lakes MLS® Residential Market Activity

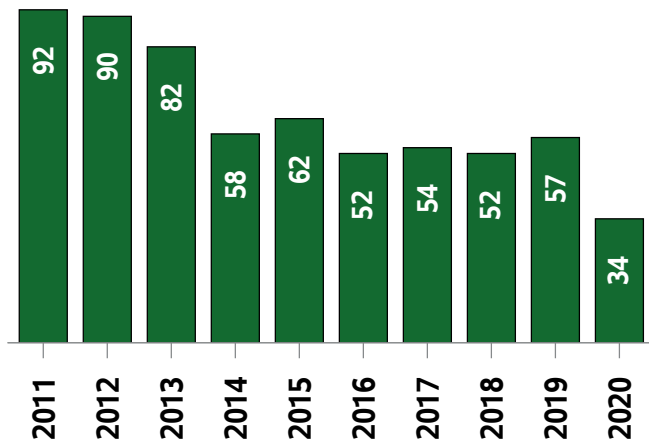
Sales Activity (May Year-to-date)



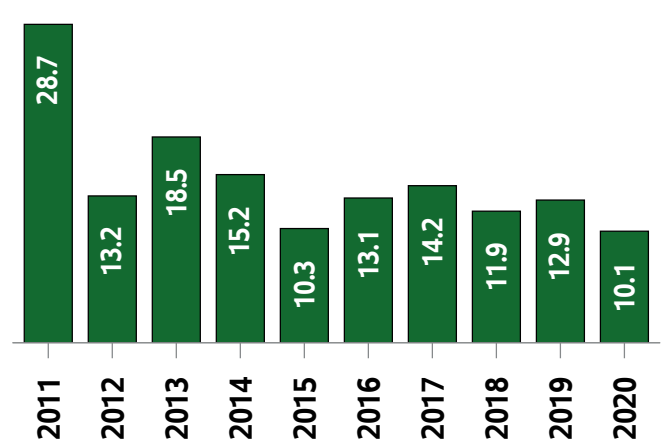
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Cranbrook Lakes

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	6	-45.5	-50.0	-25.0	-40.0	0.0	-25.0
Dollar Volume	\$3,283,500	-48.4	-20.1	-25.5	-24.9	55.7	48.1
New Listings	12	-52.0	-50.0	-40.0	-42.9	-45.5	-45.5
Active Listings	38	-48.6	-42.4	-33.3	-47.9	-57.8	-47.2
Sales to New Listings Ratio ¹	50.0	44.0	50.0	40.0	47.6	27.3	36.4
Months of Inventory ²	6.3	6.7	5.5	7.1	7.3	15.0	9.0
Average Price	\$547,250	-5.4	59.9	-0.7	25.1	55.7	97.5
Median Price	\$549,000	-6.9	44.7	-6.1	27.7	36.2	70.1
Sales to List Price Ratio	98.9	96.9	94.7	97.2	95.9	96.7	94.8
Median Days on Market	81.0	41.0	43.0	126.5	53.0	117.0	57.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	17	-22.7	-22.7	-10.5	-43.3	-22.7	13.3
Dollar Volume	\$9,730,500	-21.5	12.8	12.9	-28.0	-0.5	90.7
New Listings	38	-46.5	-41.5	-30.9	-51.3	-52.5	-59.1
Active Listings ³	34	-39.6	-34.5	-36.4	-44.7	-58.1	-21.6
Sales to New Listings Ratio ⁴	44.7	31.0	33.8	34.5	38.5	27.5	16.1
Months of Inventory ⁵	10.1	12.9	11.9	14.2	10.3	18.5	14.5
Average Price	\$572,382	1.6	45.9	26.2	27.0	28.7	68.2
Median Price	\$570,000	-1.3	37.8	19.7	23.7	34.0	48.8
Sales to List Price Ratio	97.8	96.3	95.7	94.3	96.9	95.4	95.1
Median Days on Market	92.0	88.5	34.5	63.0	82.0	93.5	51.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

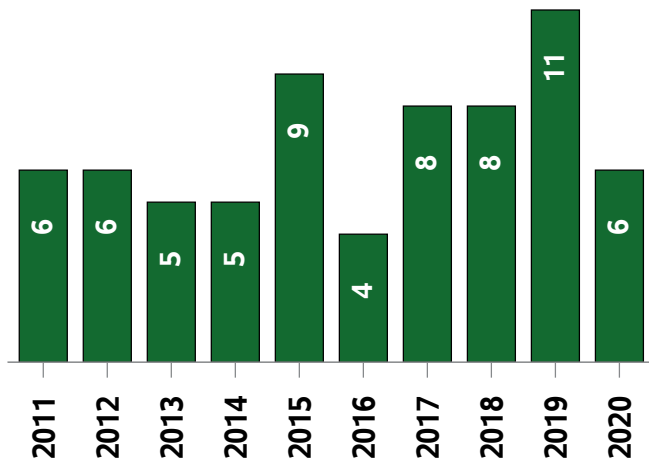
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

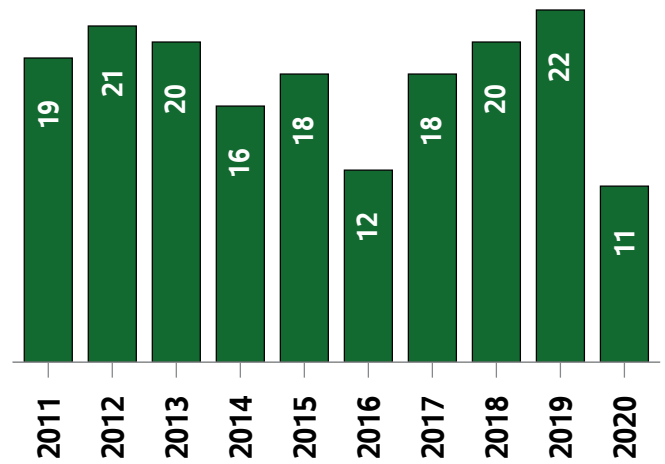
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

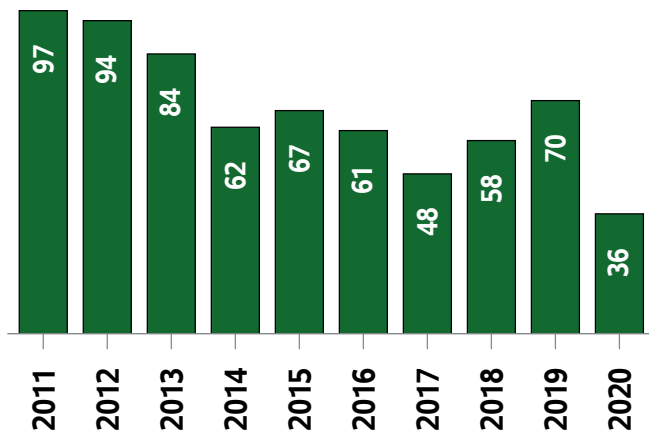
Sales Activity (May only)



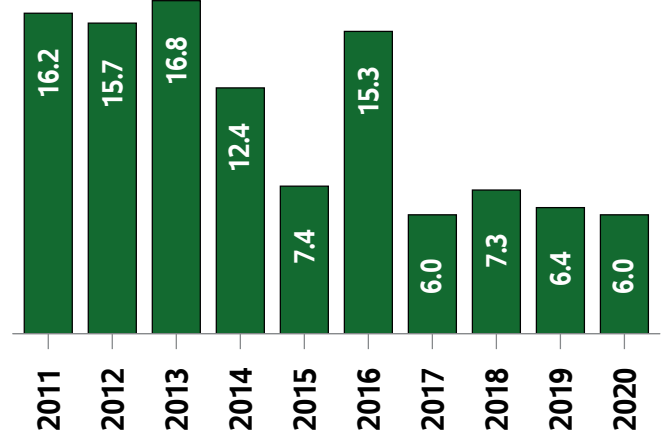
New Listings (May only)



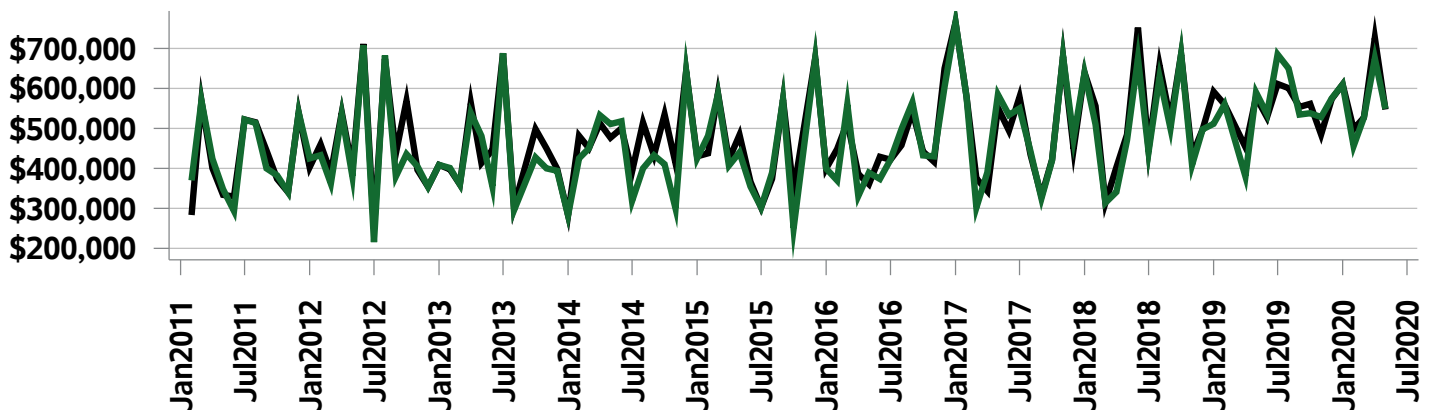
Active Listings (May only)



Months of Inventory (May only)



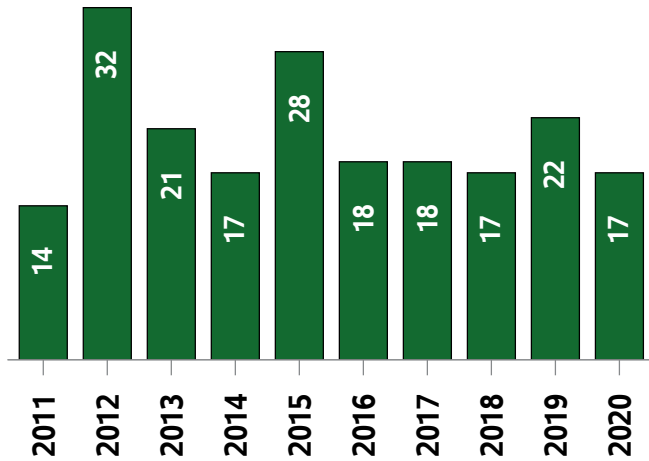
Average Price and Median Price



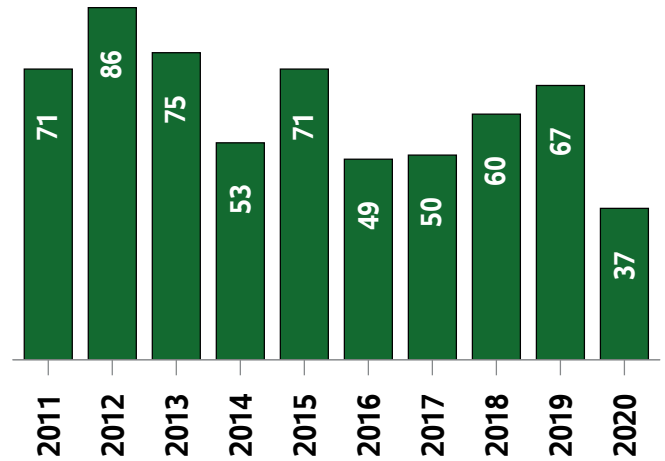
Cranbrook Lakes

MLS® Single Family Market Activity

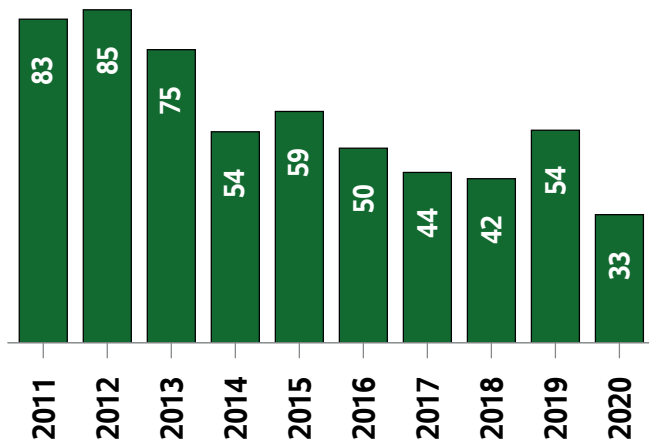
Sales Activity (May Year-to-date)



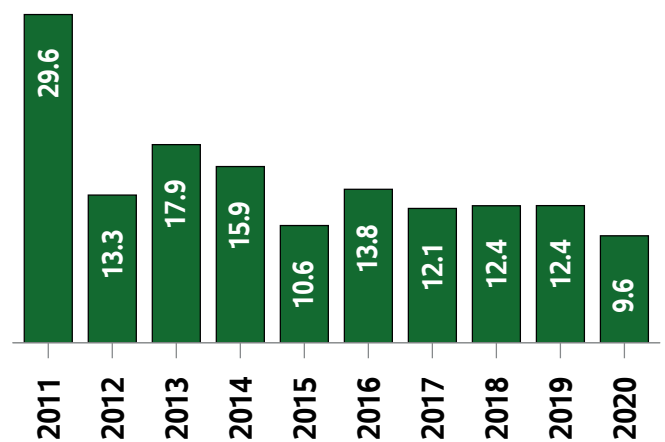
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Cranbrook Lakes

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	6	-45.5	-25.0	-25.0	-33.3	20.0	0.0
Dollar Volume	\$3,283,500	-48.4	-15.3	-25.5	-24.6	58.9	58.4
New Listings	11	-50.0	-45.0	-38.9	-38.9	-45.0	-47.6
Active Listings	36	-48.6	-37.9	-25.0	-46.3	-57.1	-46.3
Sales to New Listings Ratio ¹	54.5	50.0	40.0	44.4	50.0	25.0	28.6
Months of Inventory ²	6.0	6.4	7.3	6.0	7.4	16.8	11.2
Average Price	\$547,250	-5.4	13.0	-0.7	13.1	32.4	58.4
Median Price	\$549,000	-6.9	16.8	-6.1	24.8	14.1	42.0
Sales to List Price Ratio	98.9	96.9	97.1	97.2	95.4	98.0	95.9
Median Days on Market	81.0	41.0	61.5	126.5	57.0	122.0	58.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	17	-22.7	0.0	-5.6	-39.3	-19.0	30.8
Dollar Volume	\$9,730,500	-21.5	16.6	13.2	-27.8	-0.1	96.2
New Listings	37	-44.8	-38.3	-26.0	-47.9	-50.7	-56.5
Active Listings ³	33	-39.7	-21.9	-24.8	-44.6	-56.3	-17.6
Sales to New Listings Ratio ⁴	45.9	32.8	28.3	36.0	39.4	28.0	15.3
Months of Inventory ⁵	9.6	12.4	12.4	12.1	10.6	17.9	15.3
Average Price	\$572,382	1.6	16.6	19.8	19.0	23.4	50.0
Median Price	\$570,000	-1.3	21.3	19.2	18.3	26.7	46.2
Sales to List Price Ratio	97.8	96.3	97.2	96.6	97.0	95.7	95.7
Median Days on Market	92.0	88.5	37.0	69.0	91.5	98.0	51.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

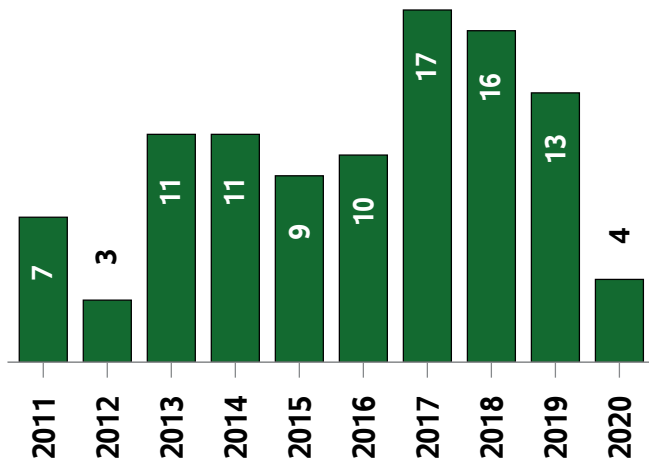
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

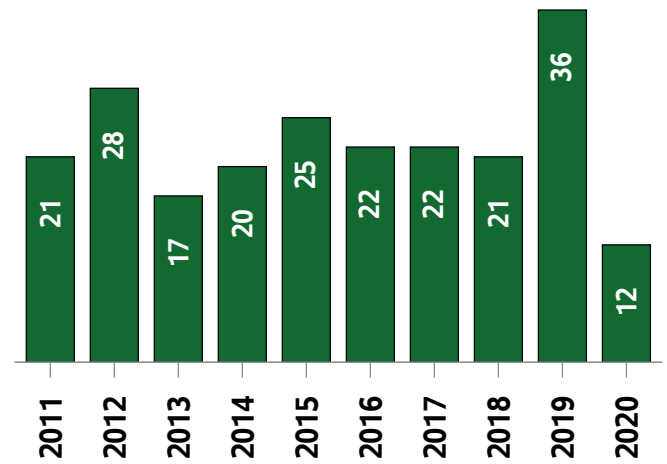
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

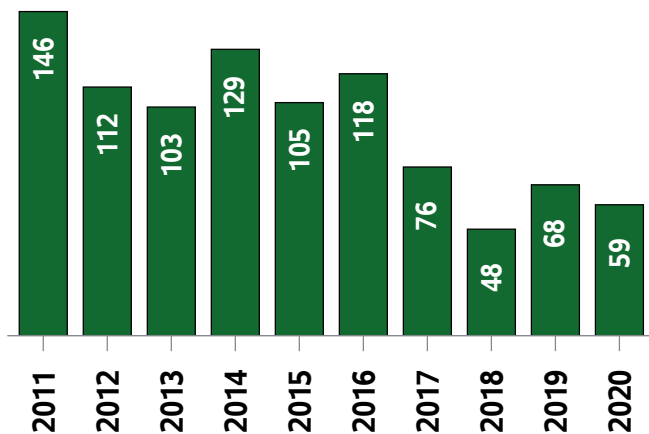
Sales Activity (May only)



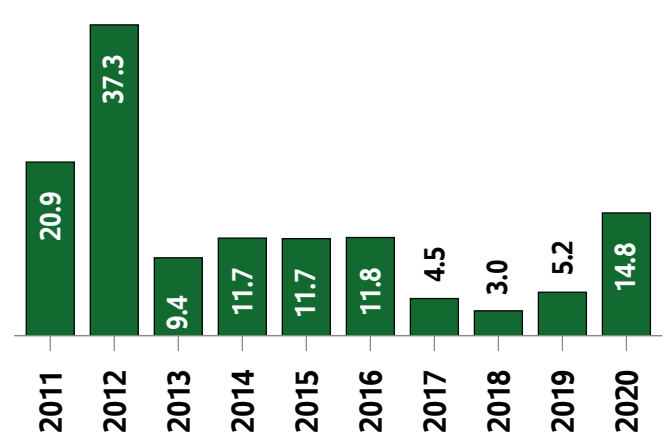
New Listings (May only)



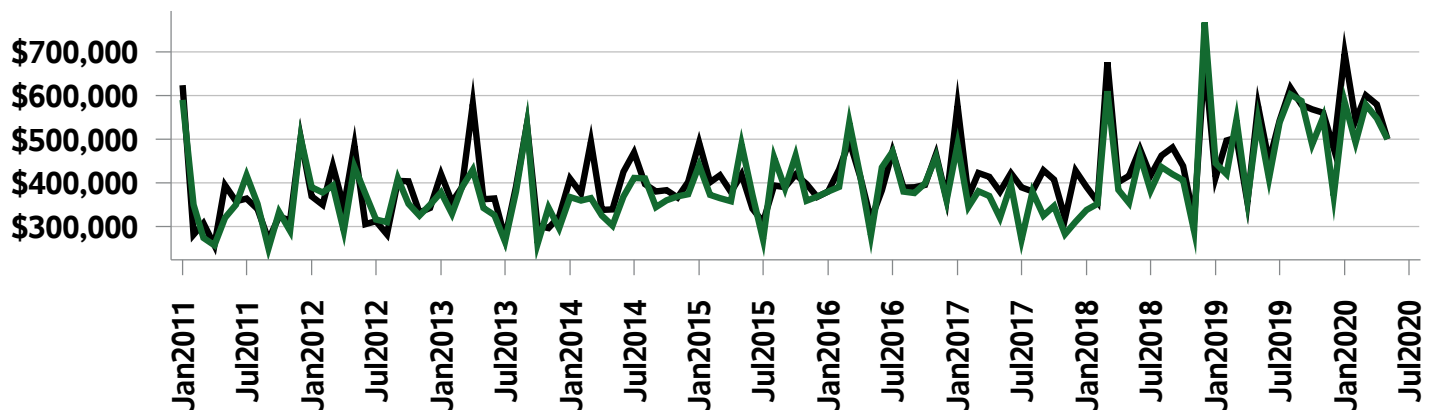
Active Listings (May only)



Months of Inventory (May only)

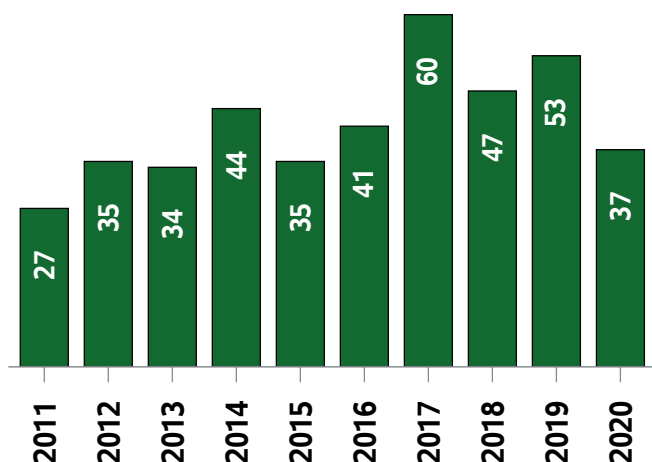


Average Price and Median Price

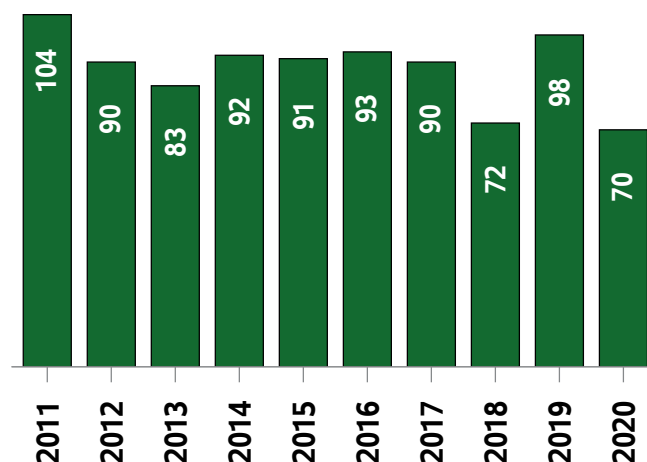


Fernie MLS® Residential Market Activity

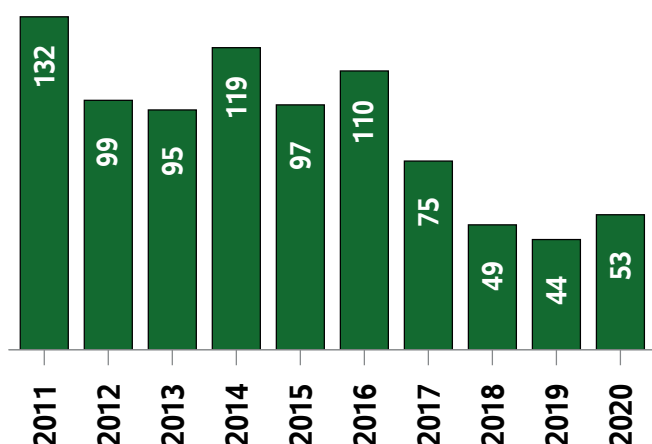
Sales Activity (May Year-to-date)



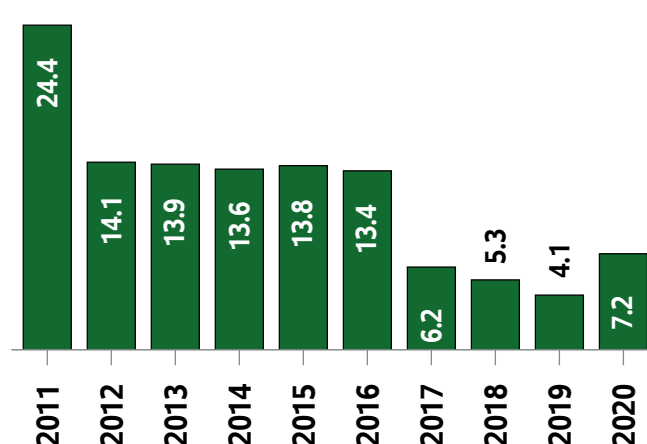
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Fernie

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	4	-69.2	-75.0	-76.5	-55.6	-63.6	-50.0
Dollar Volume	\$2,000,400	-73.3	-69.9	-69.0	-47.0	-49.8	-30.0
New Listings	12	-66.7	-42.9	-45.5	-52.0	-29.4	-70.0
Active Listings	59	-13.2	22.9	-22.4	-43.8	-42.7	-48.2
Sales to New Listings Ratio ¹	33.3	36.1	76.2	77.3	36.0	64.7	20.0
Months of Inventory ²	14.8	5.2	3.0	4.5	11.7	9.4	14.3
Average Price	\$500,100	-13.2	20.2	31.7	19.3	38.0	40.0
Median Price	\$500,200	-8.2	41.3	56.3	2.4	46.0	34.4
Sales to List Price Ratio	97.5	98.7	98.3	96.5	93.1	93.1	95.4
Median Days on Market	26.0	41.0	37.5	113.0	37.0	100.0	26.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	37	-30.2	-21.3	-38.3	5.7	8.8	48.0
Dollar Volume	\$21,615,900	-17.0	3.8	-14.7	49.3	58.7	146.2
New Listings	70	-28.6	-2.8	-22.2	-23.1	-15.7	-52.7
Active Listings ³	53	22.5	8.1	-28.4	-44.8	-43.7	-14.4
Sales to New Listings Ratio ⁴	52.9	54.1	65.3	66.7	38.5	41.0	16.9
Months of Inventory ⁵	7.2	4.1	5.3	6.2	13.8	13.9	12.5
Average Price	\$584,214	18.9	31.8	38.3	41.2	45.9	66.4
Median Price	\$542,000	23.2	41.1	51.5	50.6	55.6	63.3
Sales to List Price Ratio	97.3	98.0	97.6	96.3	95.1	94.2	95.1
Median Days on Market	41.0	38.0	39.0	88.5	84.0	102.0	16.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

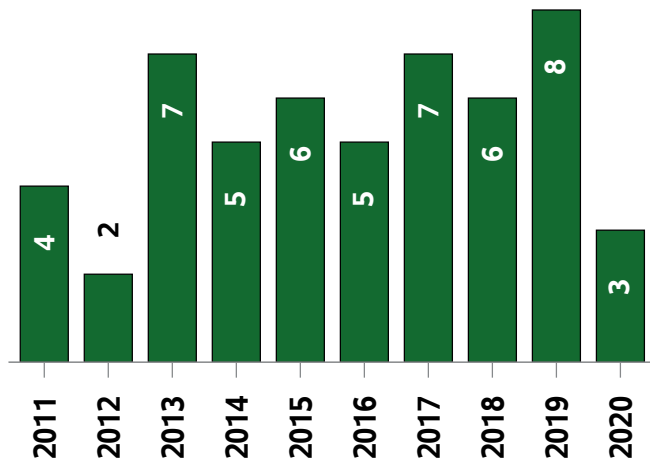
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

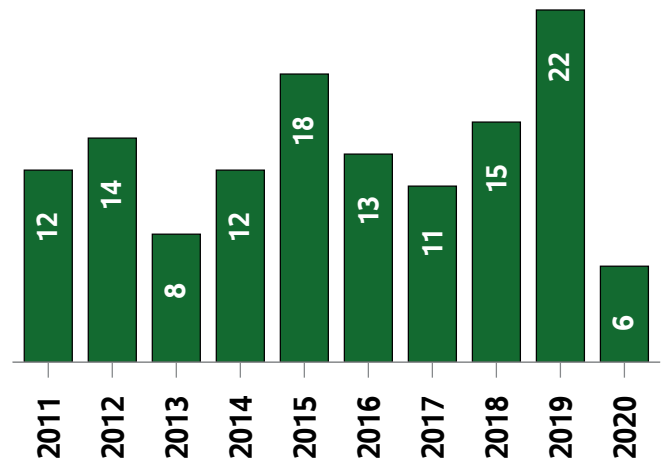
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

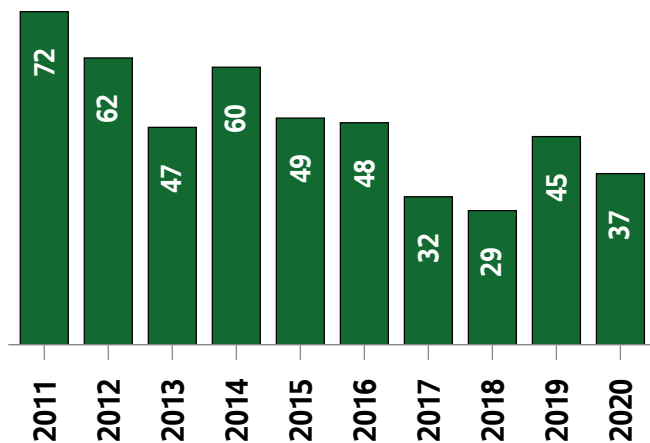
Sales Activity (May only)



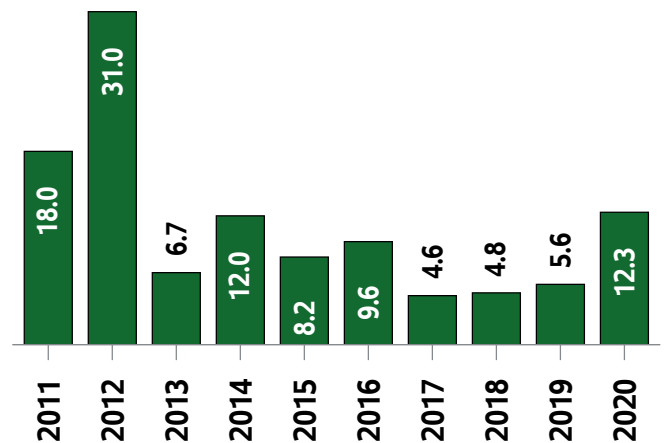
New Listings (May only)



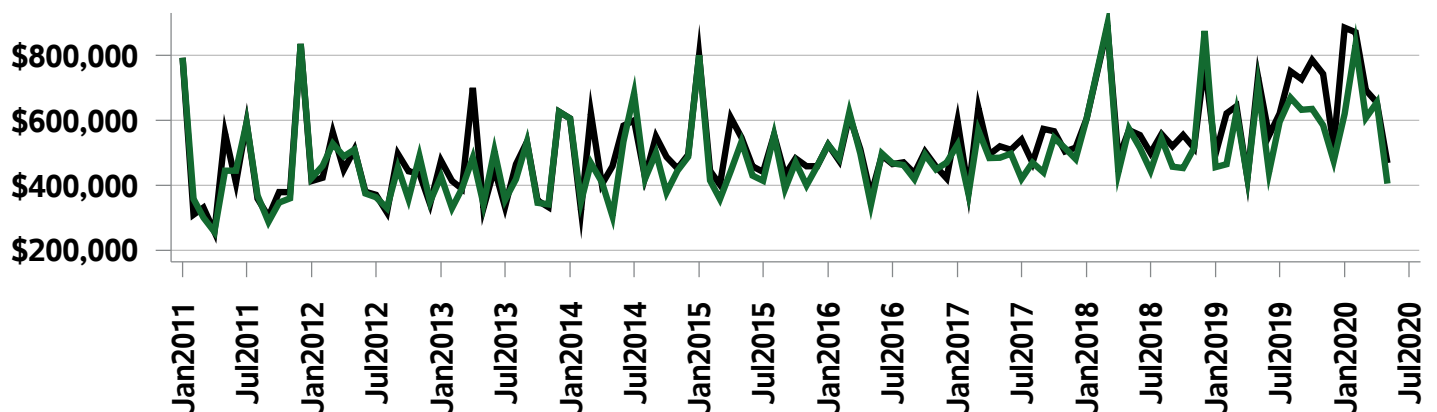
Active Listings (May only)



Months of Inventory (May only)

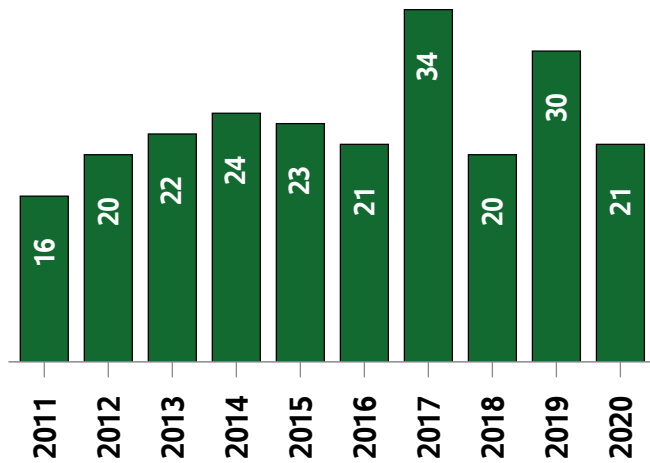


Average Price and Median Price

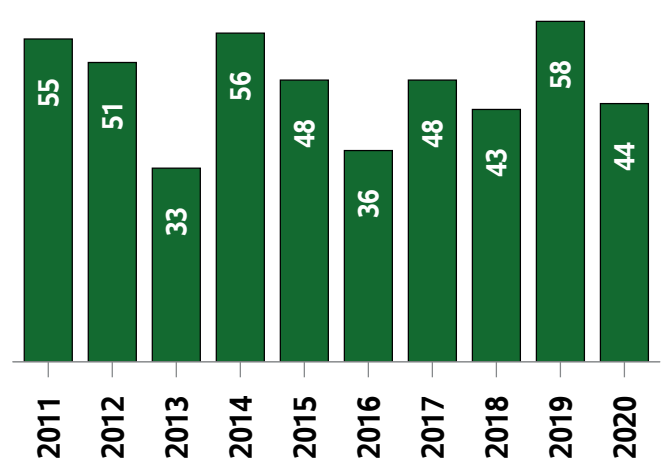


Fernie MLS® Single Family Market Activity

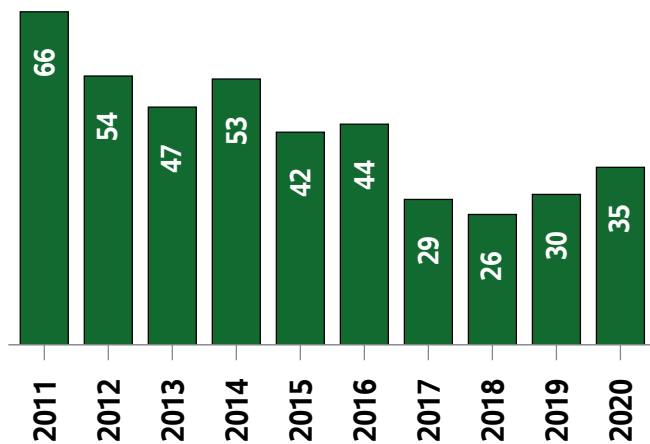
Sales Activity (May Year-to-date)



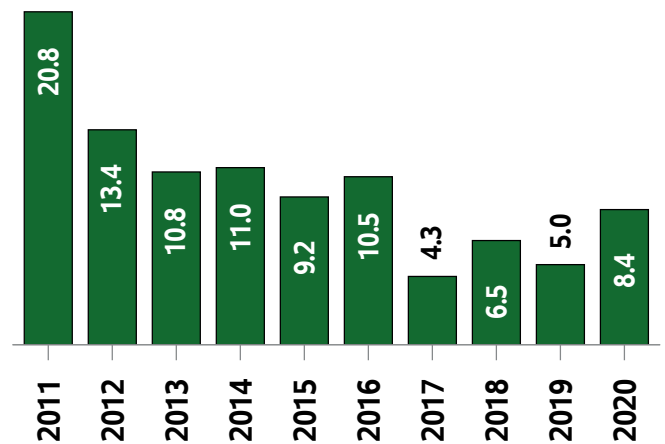
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Fernie

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	3	-62.5	-50.0	-57.1	-50.0	-57.1	-40.0
Dollar Volume	\$1,405,400	-76.0	-58.9	-61.4	-57.2	-39.1	-26.9
New Listings	6	-72.7	-60.0	-45.5	-66.7	-25.0	-72.7
Active Listings	37	-17.8	27.6	15.6	-24.5	-21.3	-33.9
Sales to New Listings Ratio ¹	50.0	36.4	40.0	63.6	33.3	87.5	22.7
Months of Inventory ²	12.3	5.6	4.8	4.6	8.2	6.7	11.2
Average Price	\$468,467	-36.1	-17.8	-9.9	-14.3	42.0	21.9
Median Price	\$405,400	-42.5	-29.4	-16.4	-24.1	18.4	3.5
Sales to List Price Ratio	98.0	99.7	101.2	97.4	97.9	95.3	96.5
Median Days on Market	26.0	37.0	37.0	58.0	40.5	121.0	21.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	21	-30.0	5.0	-38.2	-8.7	-4.5	31.3
Dollar Volume	\$15,126,900	-19.5	30.1	-17.9	28.7	55.6	142.9
New Listings	44	-24.1	2.3	-8.3	-8.3	33.3	-42.1
Active Listings ³	35	18.0	36.2	22.1	-16.5	-25.3	27.3
Sales to New Listings Ratio ⁴	47.7	51.7	46.5	70.8	47.9	66.7	21.1
Months of Inventory ⁵	8.4	5.0	6.5	4.3	9.2	10.8	8.7
Average Price	\$720,329	15.0	23.9	32.9	41.0	63.0	85.1
Median Price	\$620,000	-0.7	6.2	25.6	39.3	58.4	64.0
Sales to List Price Ratio	97.5	97.6	98.0	96.5	96.3	95.1	96.2
Median Days on Market	45.0	54.0	36.5	63.0	55.0	122.0	12.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

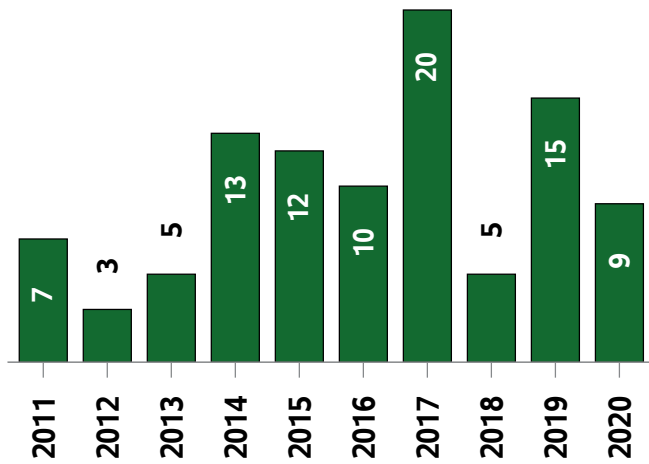
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

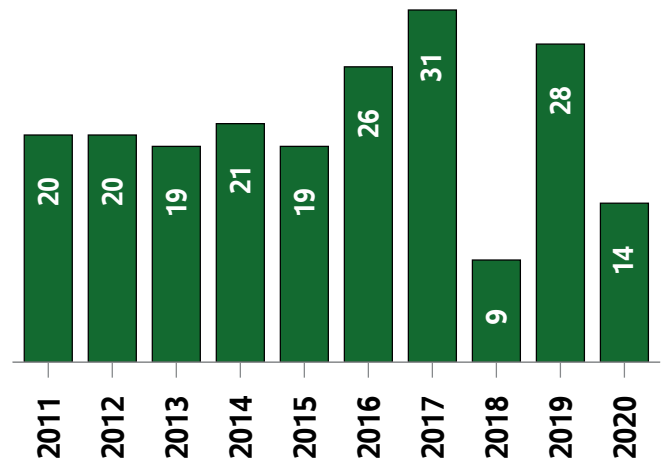
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

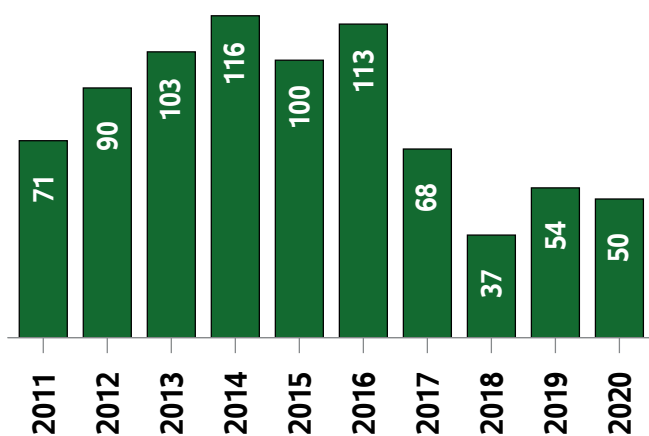
Sales Activity (May only)



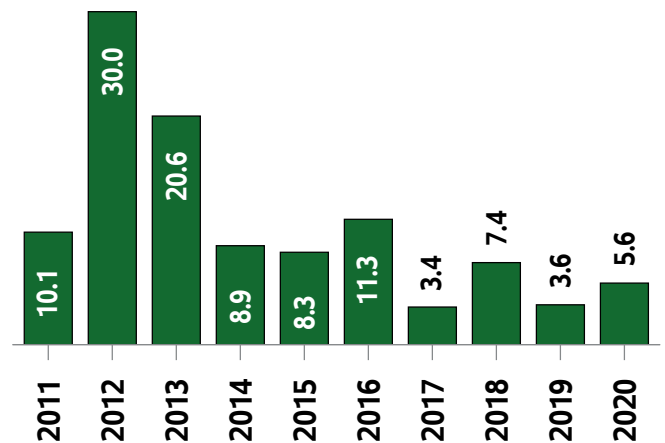
New Listings (May only)



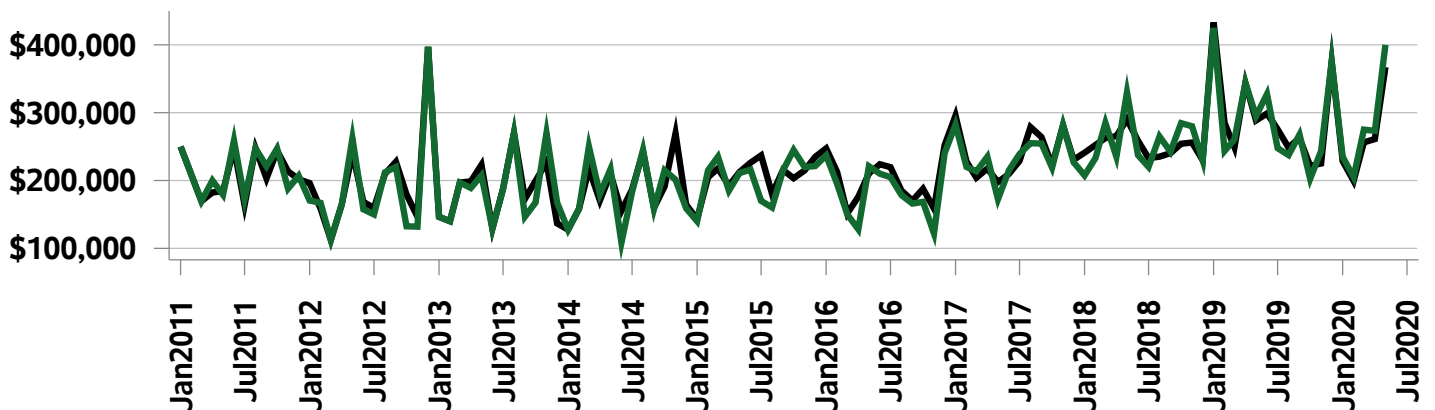
Active Listings (May only)



Months of Inventory (May only)

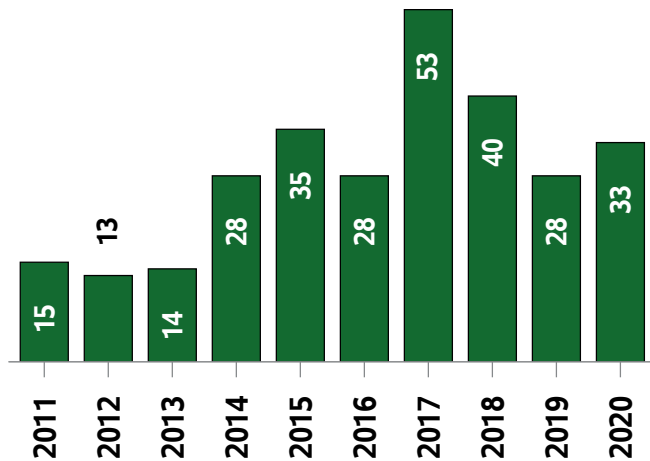


Average Price and Median Price

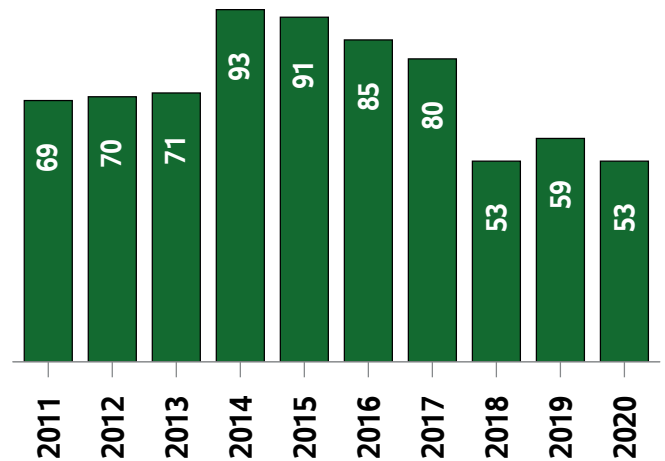


Grand Forks MLS® Residential Market Activity

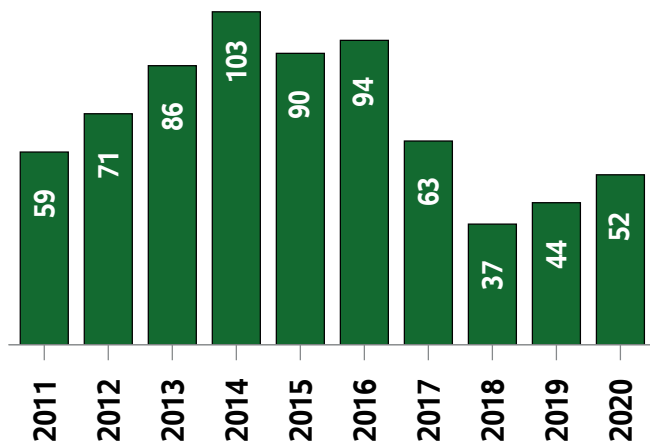
Sales Activity (May Year-to-date)



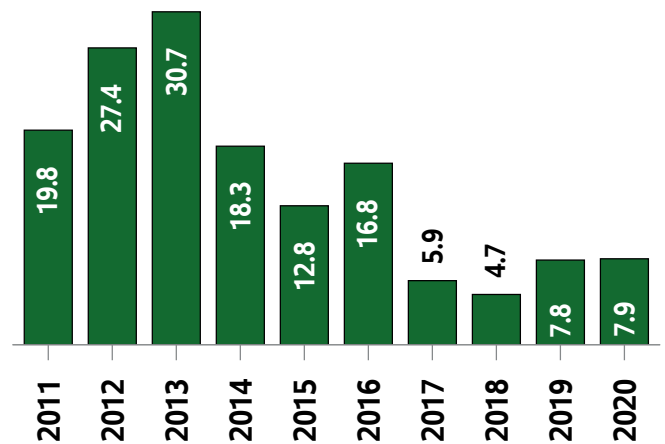
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Grand Forks

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-40.0	80.0	-55.0	-25.0	80.0	50.0
Dollar Volume	\$3,304,300	-23.7	127.9	-16.4	29.5	196.2	212.3
New Listings	14	-50.0	55.6	-54.8	-26.3	-26.3	-17.6
Active Listings	50	-7.4	35.1	-26.5	-50.0	-51.5	-7.4
Sales to New Listings Ratio ¹	64.3	53.6	55.6	64.5	63.2	26.3	35.3
Months of Inventory ²	5.6	3.6	7.4	3.4	8.3	20.6	9.0
Average Price	\$367,144	27.2	26.6	85.7	72.7	64.6	108.2
Median Price	\$400,000	35.6	21.2	131.9	89.6	92.8	96.1
Sales to List Price Ratio	95.8	96.8	95.2	94.6	94.8	95.6	94.2
Median Days on Market	65.0	48.0	113.0	72.0	63.0	52.0	55.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	33	17.9	-17.5	-37.7	-5.7	135.7	83.3
Dollar Volume	\$8,892,500	5.2	-15.5	-22.1	27.9	224.7	151.4
New Listings	53	-10.2	0.0	-33.8	-41.8	-25.4	-28.4
Active Listings ³	52	19.6	40.9	-16.6	-41.6	-39.1	79.5
Sales to New Listings Ratio ⁴	62.3	47.5	75.5	66.3	38.5	19.7	24.3
Months of Inventory ⁵	7.9	7.8	4.7	5.9	12.8	30.7	8.1
Average Price	\$269,470	-10.7	2.4	25.1	35.6	37.7	37.1
Median Price	\$270,000	-9.2	11.6	29.2	28.6	38.8	28.6
Sales to List Price Ratio	96.1	97.0	95.7	94.9	93.7	94.3	94.5
Median Days on Market	78.0	62.5	38.0	69.0	82.0	163.0	33.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

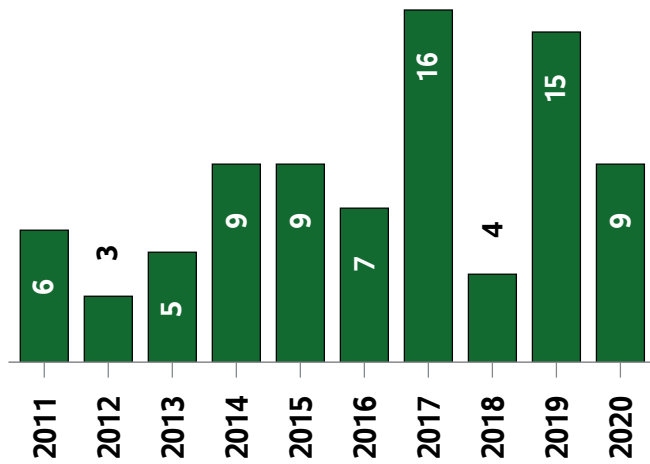
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

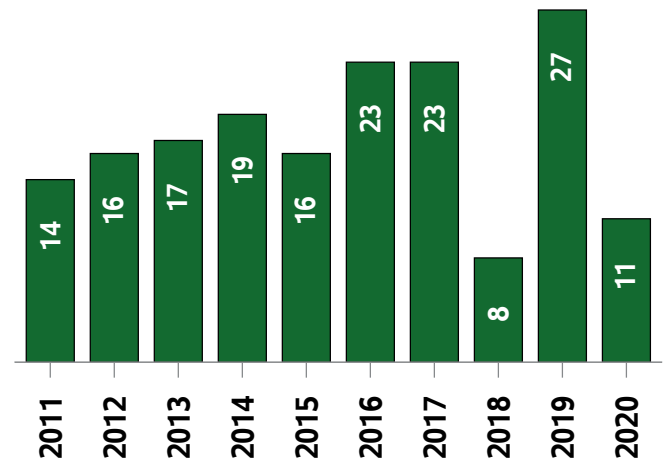
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

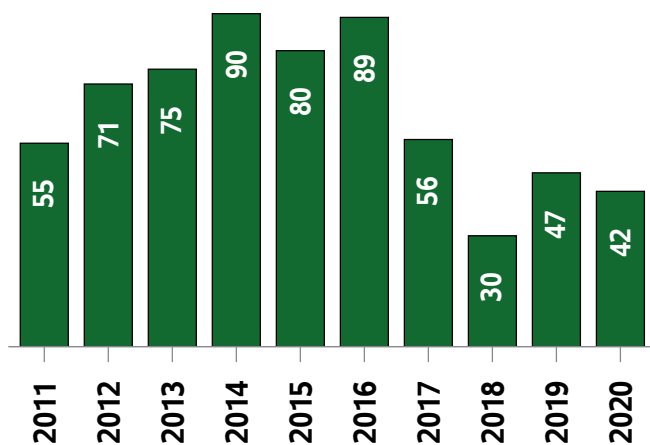
Sales Activity (May only)



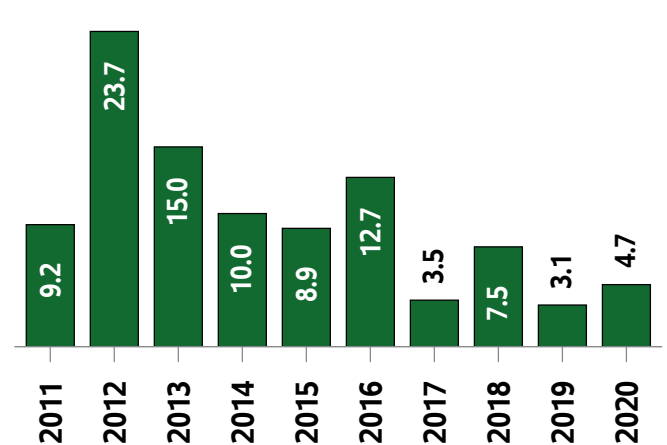
New Listings (May only)



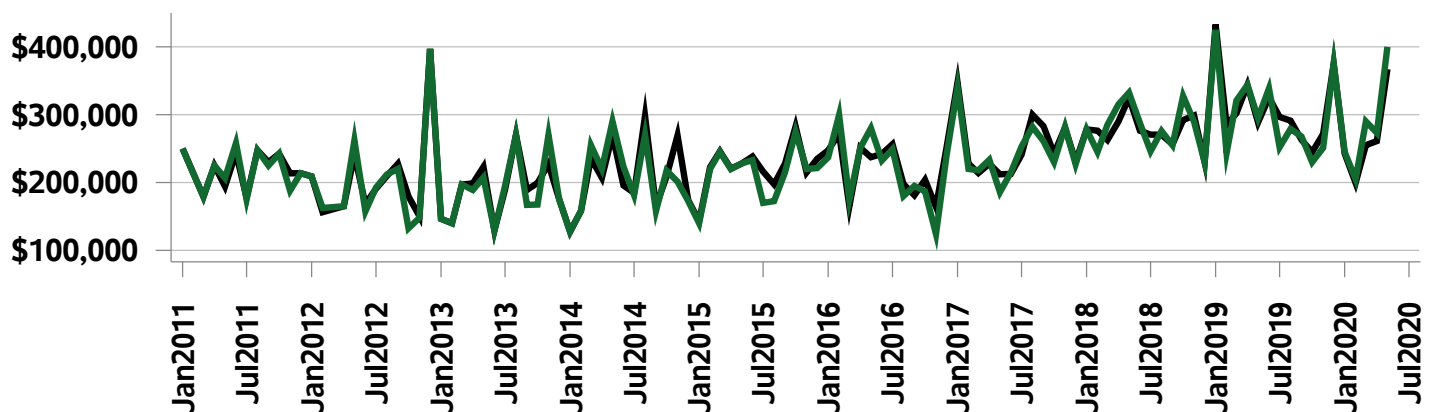
Active Listings (May only)



Months of Inventory (May only)

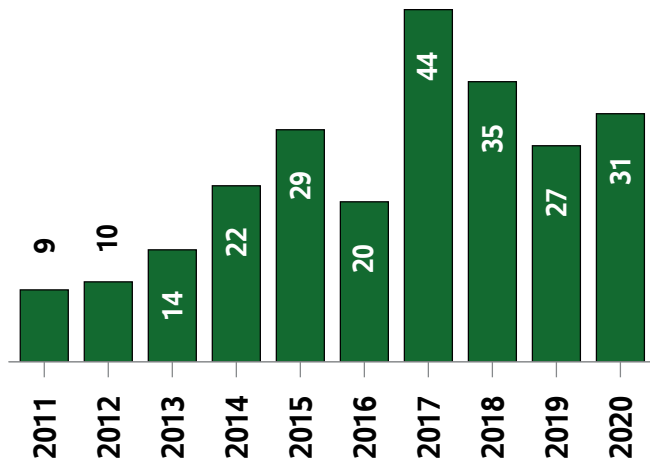


Average Price and Median Price

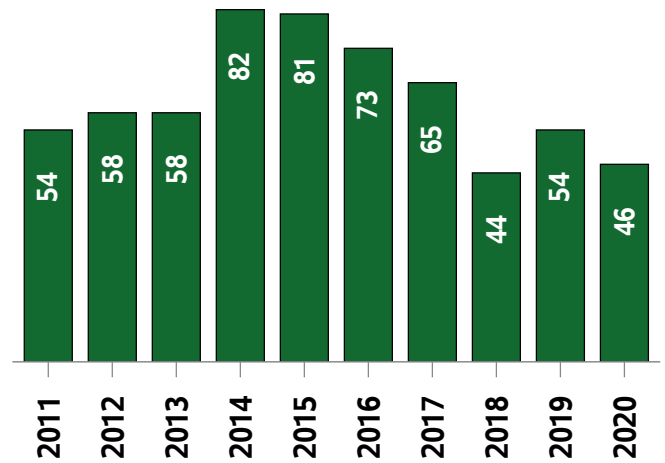


Grand Forks MLS® Single Family Market Activity

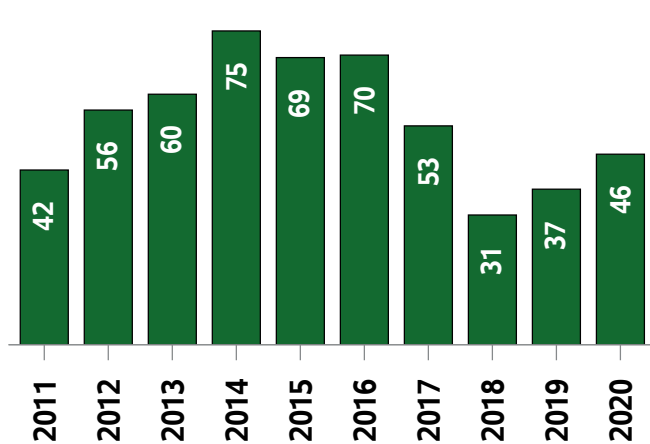
Sales Activity (May Year-to-date)



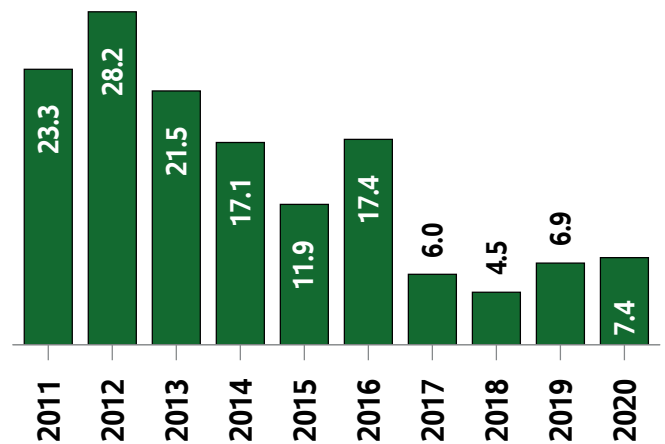
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Grand Forks

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-40.0	125.0	-43.8	0.0	80.0	80.0
Dollar Volume	\$3,304,300	-23.7	154.2	-2.6	61.1	196.2	236.1
New Listings	11	-59.3	37.5	-52.2	-31.3	-35.3	-31.3
Active Listings	42	-10.6	40.0	-25.0	-47.5	-44.0	-6.7
Sales to New Listings Ratio ¹	81.8	55.6	50.0	69.6	56.3	29.4	31.3
Months of Inventory ²	4.7	3.1	7.5	3.5	8.9	15.0	9.0
Average Price	\$367,144	27.2	13.0	73.1	61.1	64.6	86.7
Median Price	\$400,000	35.6	20.3	115.3	75.4	92.8	86.0
Sales to List Price Ratio	95.8	96.8	95.3	94.9	95.2	95.6	94.3
Median Days on Market	65.0	48.0	120.5	72.0	63.0	52.0	58.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	31	14.8	-11.4	-29.5	6.9	121.4	93.8
Dollar Volume	\$8,487,500	1.5	-13.5	-15.4	37.1	209.9	153.2
New Listings	46	-14.8	4.5	-29.2	-43.2	-20.7	-27.0
Active Listings ³	46	22.5	46.8	-12.9	-33.6	-23.9	89.3
Sales to New Listings Ratio ⁴	67.4	50.0	79.5	67.7	35.8	24.1	25.4
Months of Inventory ⁵	7.4	6.9	4.5	6.0	11.9	21.5	7.6
Average Price	\$273,790	-11.6	-2.4	20.1	28.3	39.9	30.7
Median Price	\$276,500	-7.8	-6.9	27.7	28.6	42.2	28.2
Sales to List Price Ratio	96.0	96.9	95.5	95.1	93.8	94.3	94.5
Median Days on Market	78.0	63.0	47.0	78.0	87.0	163.0	26.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

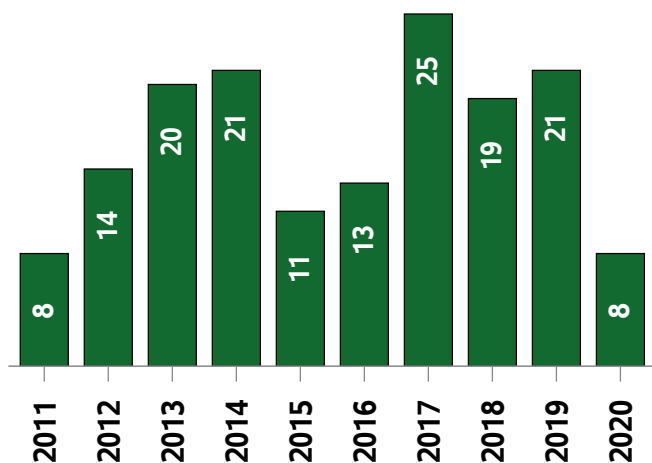
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

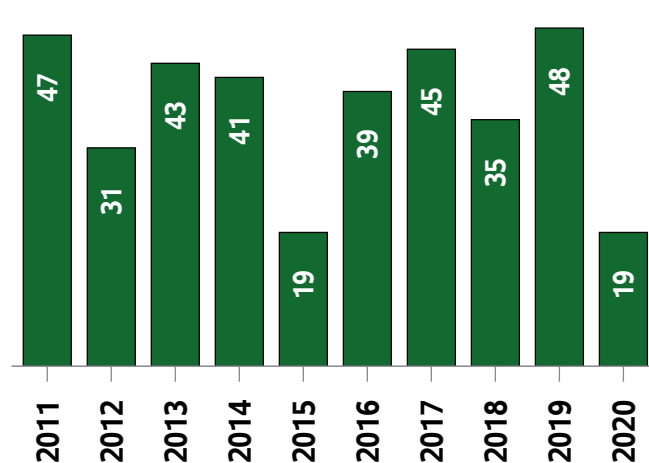
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

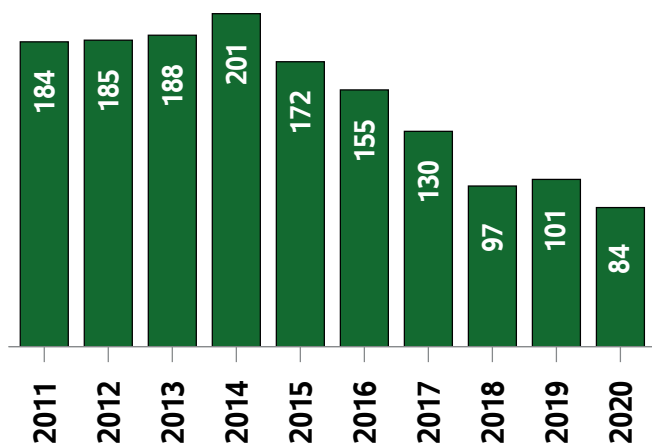
Sales Activity (May only)



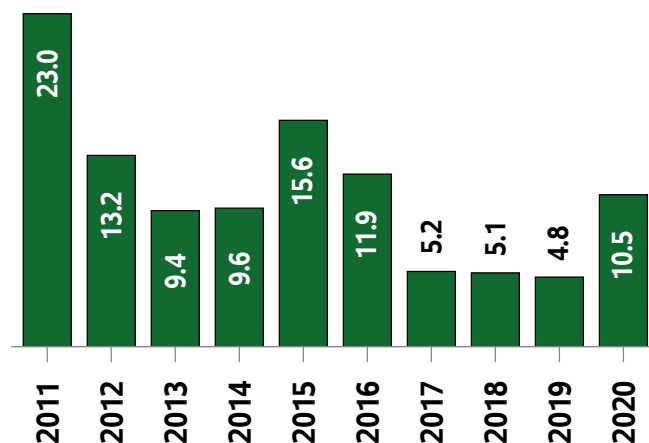
New Listings (May only)



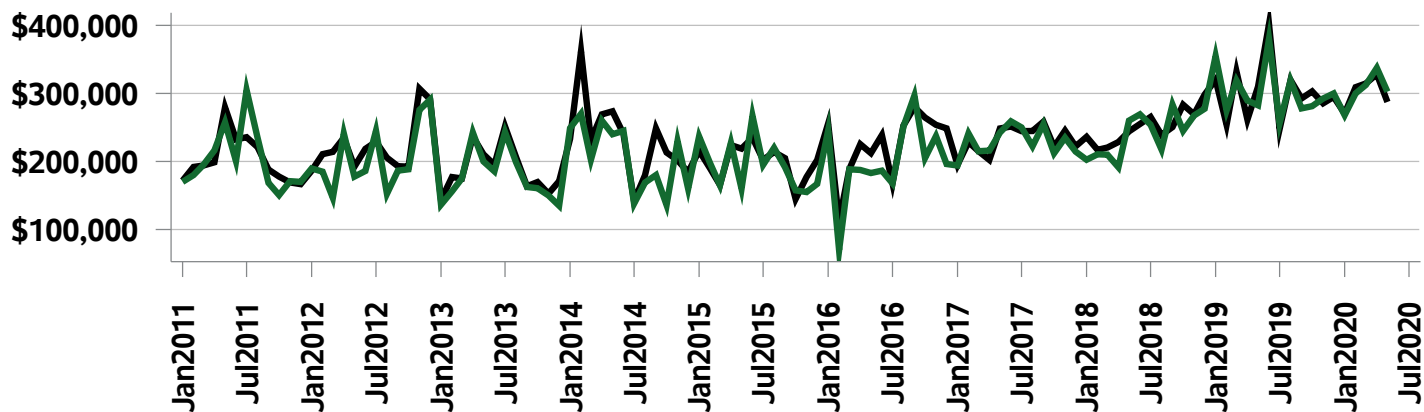
Active Listings (May only)



Months of Inventory (May only)

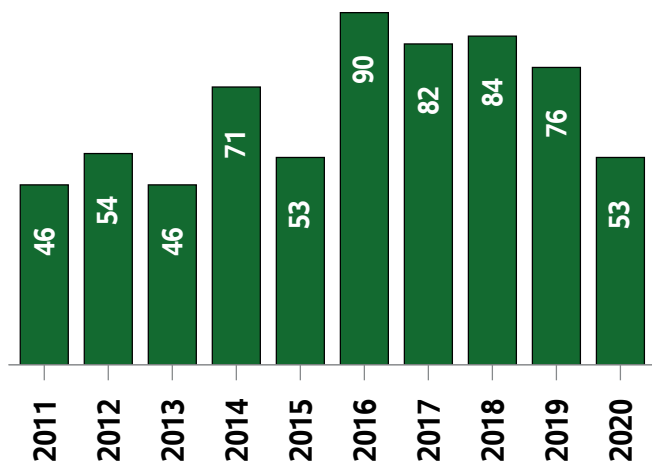


Average Price and Median Price

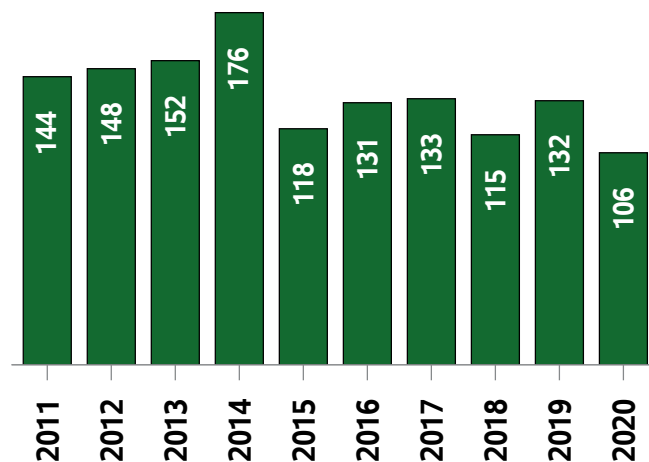


Kimberley MLS® Residential Market Activity

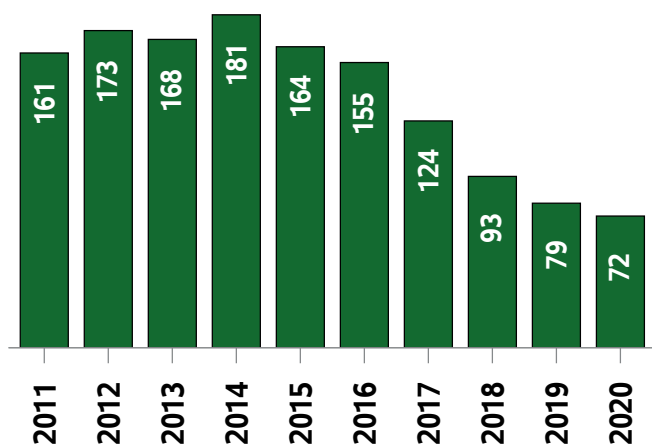
Sales Activity (May Year-to-date)



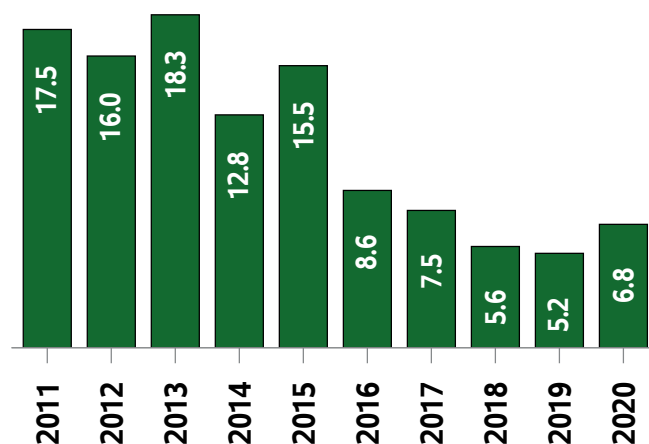
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Kimberley

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	8	-61.9	-57.9	-68.0	-27.3	-60.0	33.3
Dollar Volume	\$2,299,500	-64.7	-50.4	-63.0	-4.5	-45.4	34.0
New Listings	19	-60.4	-45.7	-57.8	0.0	-55.8	-57.8
Active Listings	84	-16.8	-13.4	-35.4	-51.2	-55.3	-50.0
Sales to New Listings Ratio ¹	42.1	43.8	54.3	55.6	57.9	46.5	13.3
Months of Inventory ²	10.5	4.8	5.1	5.2	15.6	9.4	28.0
Average Price	\$287,438	-7.3	17.7	15.7	31.4	36.5	0.5
Median Price	\$302,500	7.1	16.3	24.7	89.1	51.3	18.4
Sales to List Price Ratio	96.2	97.3	93.5	97.1	94.3	93.5	95.9
Median Days on Market	56.0	23.0	28.0	42.0	102.0	151.5	44.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	53	-30.3	-36.9	-35.4	0.0	15.2	194.4
Dollar Volume	\$15,925,447	-28.8	-17.7	-12.2	45.0	72.9	267.5
New Listings	106	-19.7	-7.8	-20.3	-10.2	-30.3	-47.0
Active Listings ³	72	-8.9	-23.1	-41.9	-56.2	-57.3	-28.6
Sales to New Listings Ratio ⁴	50.0	57.6	73.0	61.7	44.9	30.3	9.0
Months of Inventory ⁵	6.8	5.2	5.6	7.5	15.5	18.3	27.9
Average Price	\$300,480	2.1	30.4	35.9	45.0	50.0	24.8
Median Price	\$300,000	1.1	44.6	32.9	50.0	58.4	45.1
Sales to List Price Ratio	95.3	95.4	94.5	96.1	94.1	93.2	95.6
Median Days on Market	65.0	37.5	58.5	73.5	89.0	86.5	27.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

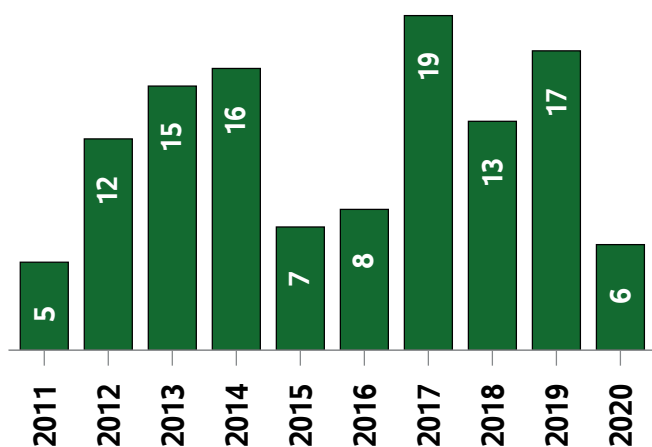
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

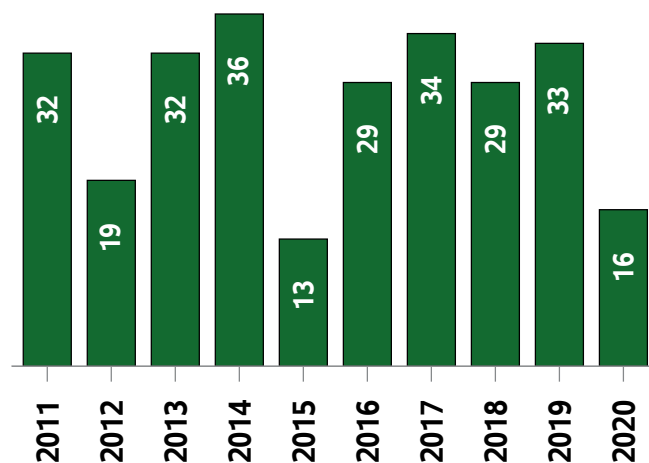
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

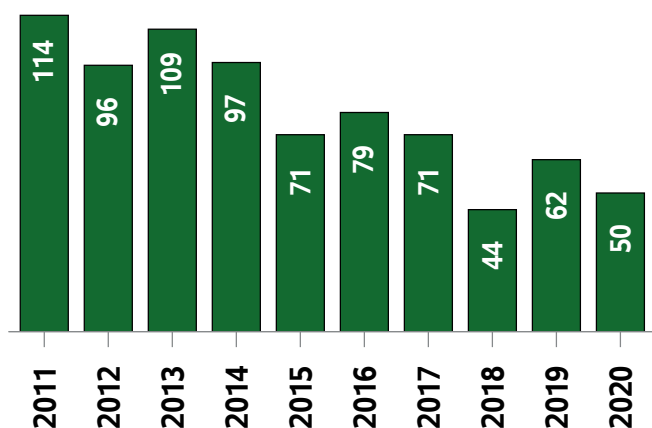
Sales Activity (May only)



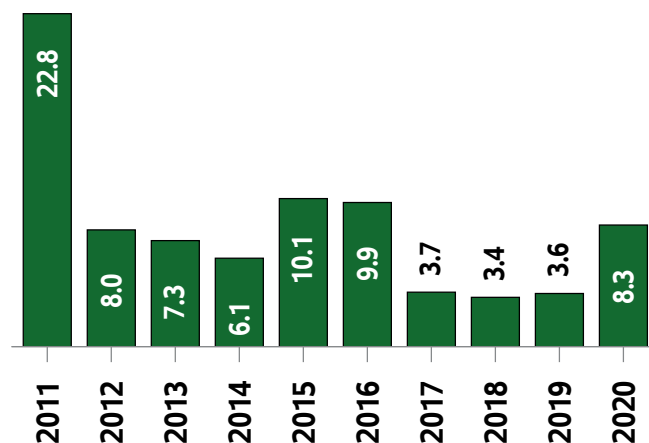
New Listings (May only)



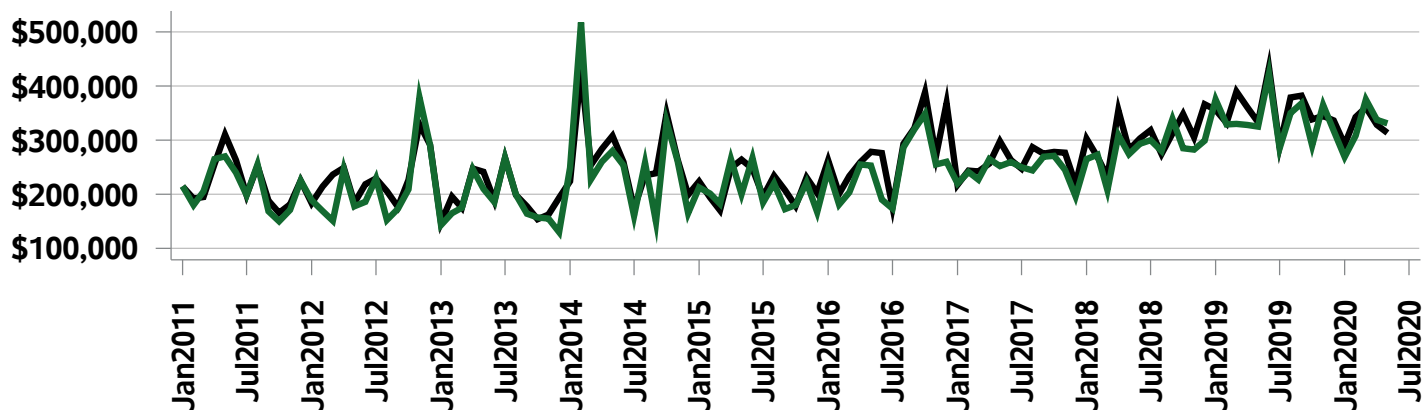
Active Listings (May only)



Months of Inventory (May only)

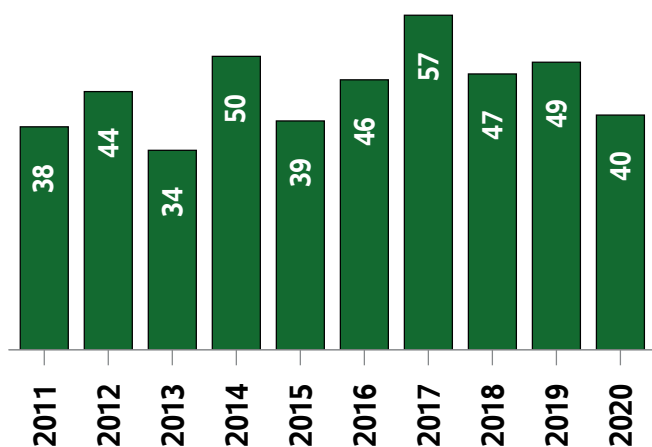


Average Price and Median Price

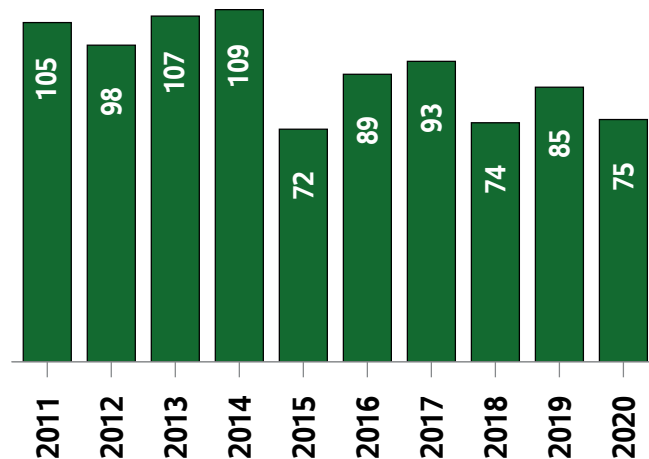


Kimberley MLS® Single Family Market Activity

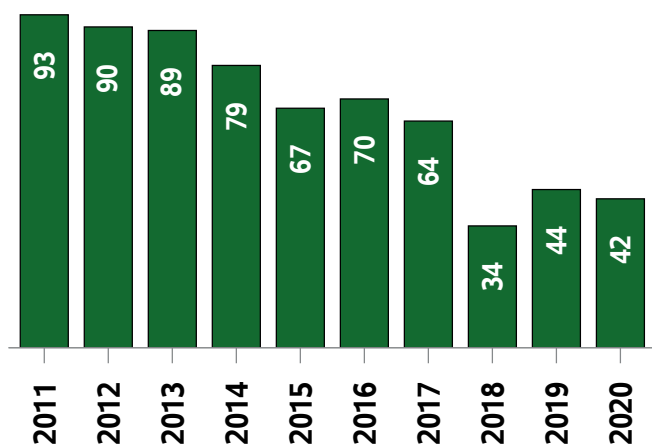
Sales Activity (May Year-to-date)



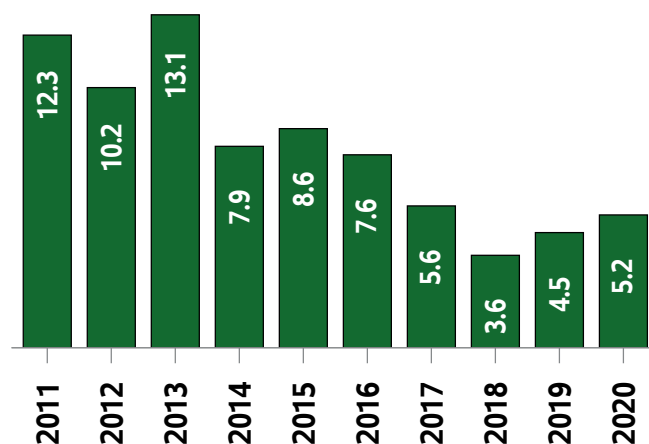
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Kimberley

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	6	-64.7	-53.8	-68.4	-14.3	-60.0	0.0
Dollar Volume	\$1,880,000	-66.8	-48.7	-66.8	1.8	-48.1	9.5
New Listings	16	-51.5	-44.8	-52.9	23.1	-50.0	-54.3
Active Listings	50	-19.4	13.6	-29.6	-29.6	-54.1	-56.1
Sales to New Listings Ratio ¹	37.5	51.5	44.8	55.9	53.8	46.9	17.1
Months of Inventory ²	8.3	3.6	3.4	3.7	10.1	7.3	19.0
Average Price	\$313,333	-5.9	11.0	5.2	18.7	29.8	9.5
Median Price	\$331,000	1.8	20.8	31.3	65.5	57.6	29.5
Sales to List Price Ratio	97.5	96.6	95.2	97.8	93.5	94.2	95.9
Median Days on Market	42.0	23.0	25.0	33.0	109.0	69.0	44.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	40	-18.4	-14.9	-29.8	2.6	17.6	166.7
Dollar Volume	\$13,306,535	-23.2	-3.4	-11.0	52.5	75.3	243.8
New Listings	75	-11.8	1.4	-19.4	4.2	-29.9	-45.3
Active Listings ³	42	-5.9	22.2	-34.3	-37.8	-53.0	-35.7
Sales to New Listings Ratio ⁴	53.3	57.6	63.5	61.3	54.2	31.8	10.9
Months of Inventory ⁵	5.2	4.5	3.6	5.6	8.6	13.1	21.7
Average Price	\$332,663	-5.9	13.5	26.9	48.7	49.0	28.9
Median Price	\$310,250	-6.0	14.5	27.9	51.3	55.1	22.6
Sales to List Price Ratio	96.3	96.3	95.8	96.7	94.3	95.1	95.4
Median Days on Market	52.0	35.0	34.0	64.0	77.0	68.5	28.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

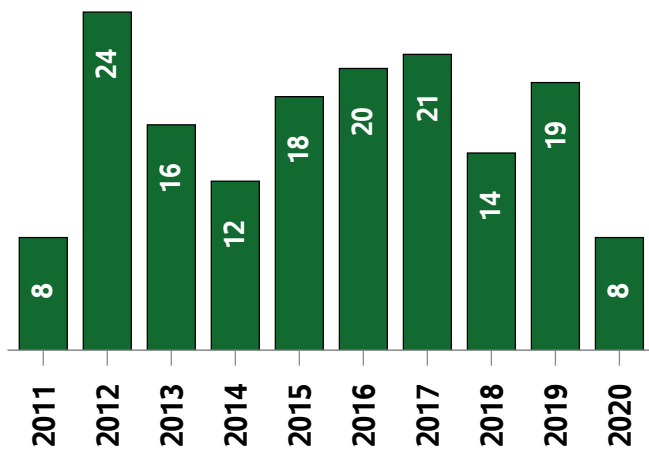
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

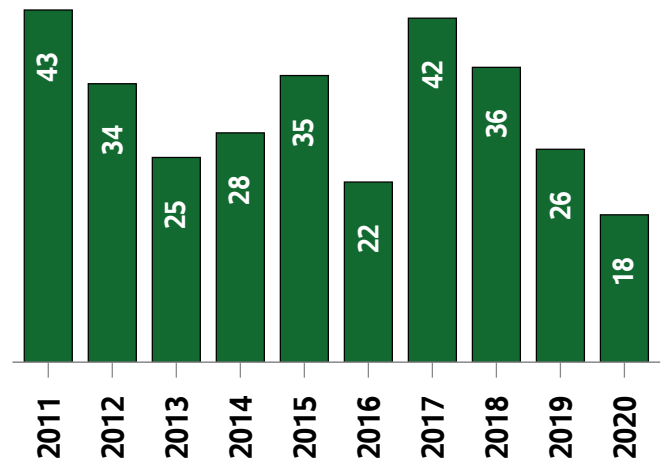
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

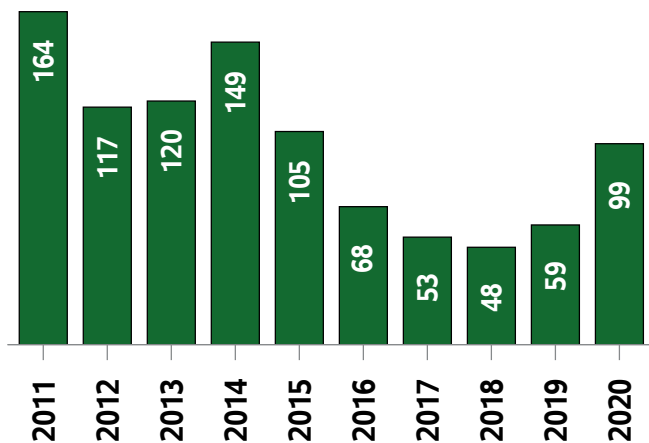
Sales Activity (May only)



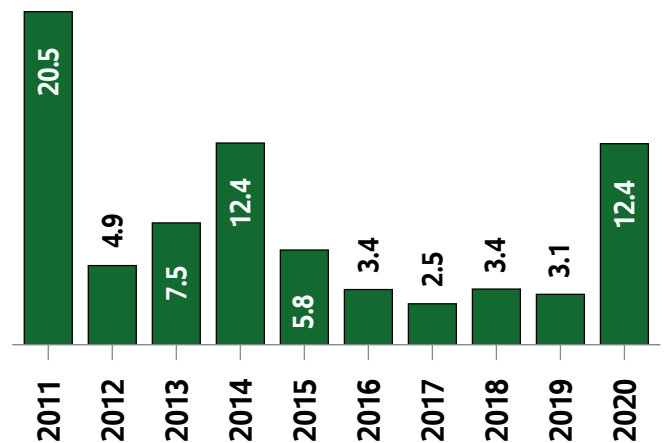
New Listings (May only)



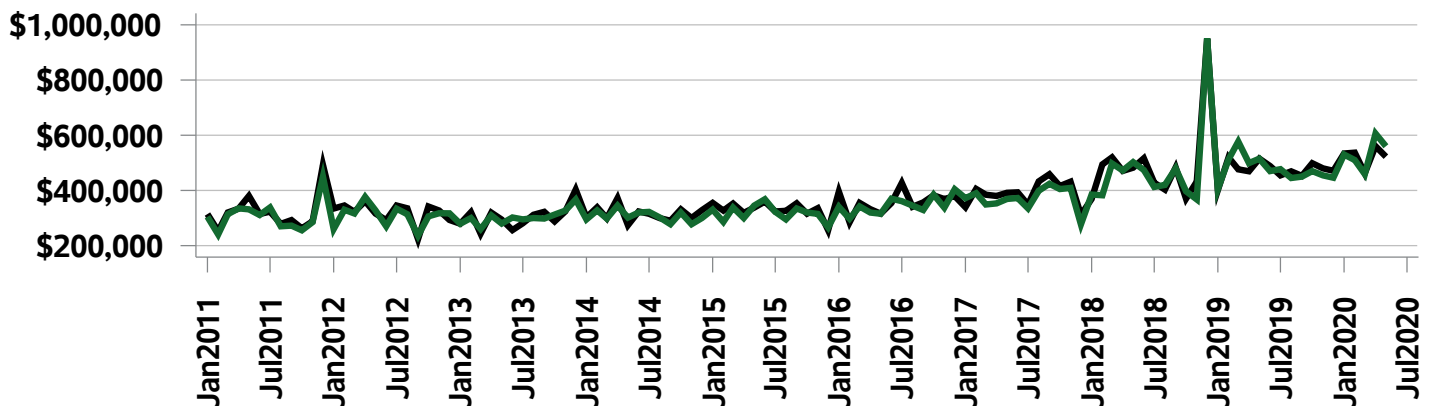
Active Listings (May only)



Months of Inventory (May only)

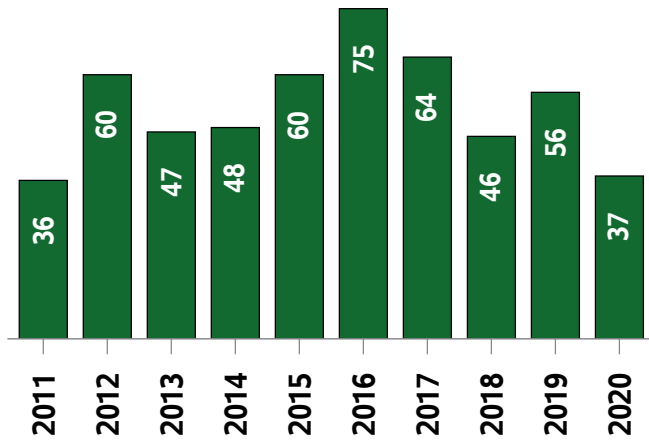


Average Price and Median Price

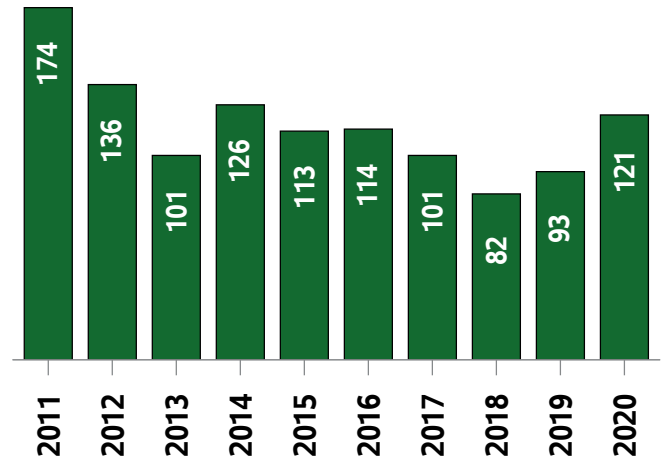


Nelson MLS® Residential Market Activity

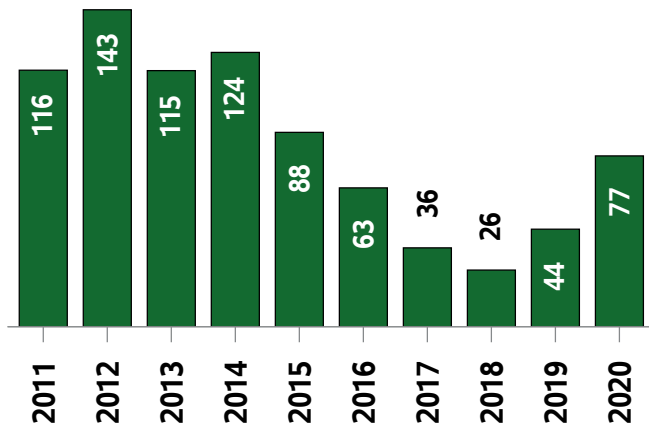
Sales Activity (May Year-to-date)



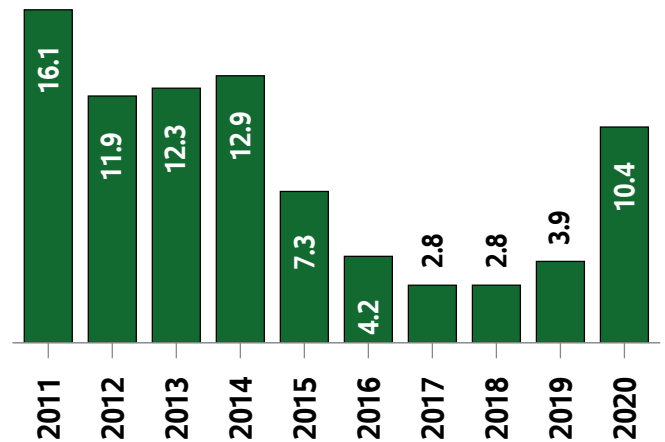
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Nelson

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	8	-57.9	-42.9	-61.9	-55.6	-50.0	-33.3
Dollar Volume	\$4,178,000	-57.3	-38.1	-49.2	-31.2	-11.3	1.9
New Listings	18	-30.8	-50.0	-57.1	-48.6	-28.0	-48.6
Active Listings	99	67.8	106.3	86.8	-5.7	-17.5	15.1
Sales to New Listings Ratio ¹	44.4	73.1	38.9	50.0	51.4	64.0	34.3
Months of Inventory ²	12.4	3.1	3.4	2.5	5.8	7.5	7.2
Average Price	\$522,250	1.4	8.3	33.4	54.7	77.4	52.9
Median Price	\$560,000	8.7	11.4	51.8	62.3	100.0	86.7
Sales to List Price Ratio	96.8	98.2	102.7	99.7	96.4	95.0	95.1
Median Days on Market	34.5	35.0	20.5	22.0	91.5	206.5	23.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	37	-33.9	-19.6	-42.2	-38.3	-21.3	-21.3
Dollar Volume	\$18,983,500	-29.5	-12.1	-23.1	-6.0	32.6	24.8
New Listings	121	30.1	47.6	19.8	7.1	19.8	-16.6
Active Listings ³	77	75.0	200.8	116.3	-12.1	-33.3	53.4
Sales to New Listings Ratio ⁴	30.6	60.2	56.1	63.4	53.1	46.5	32.4
Months of Inventory ⁵	10.4	3.9	2.8	2.8	7.3	12.3	5.3
Average Price	\$513,068	6.8	9.3	33.0	52.4	68.4	58.6
Median Price	\$510,000	5.2	16.8	39.0	61.1	70.6	59.9
Sales to List Price Ratio	97.3	98.7	99.5	99.4	95.8	96.0	97.5
Median Days on Market	41.0	36.5	26.5	28.0	98.0	114.0	5.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

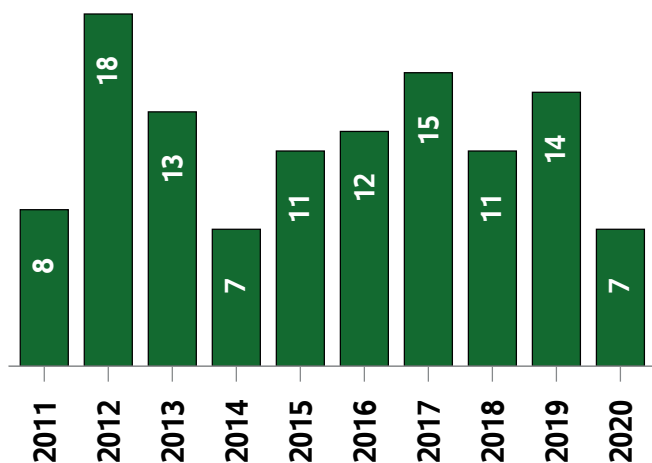
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

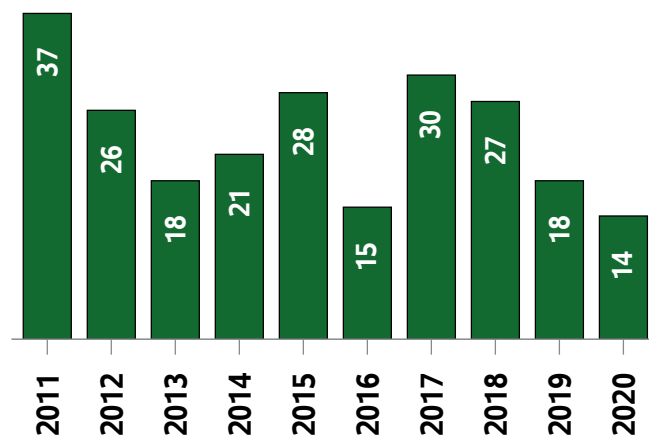
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

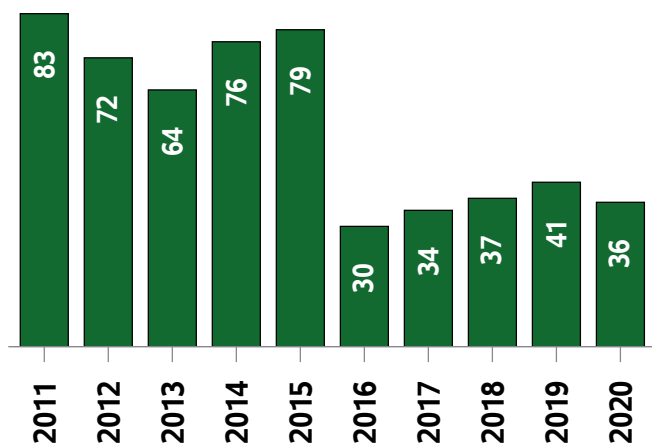
Sales Activity (May only)



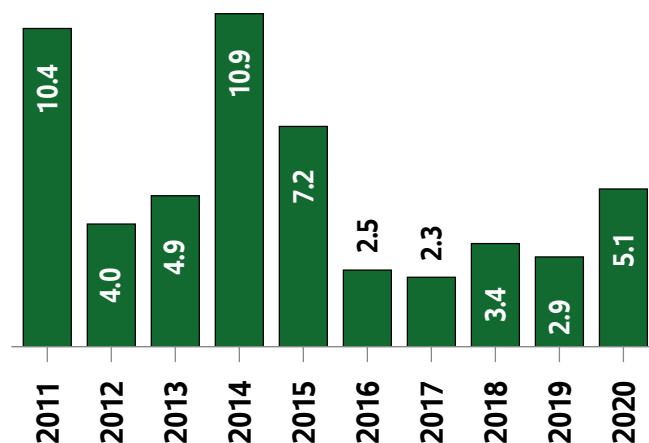
New Listings (May only)



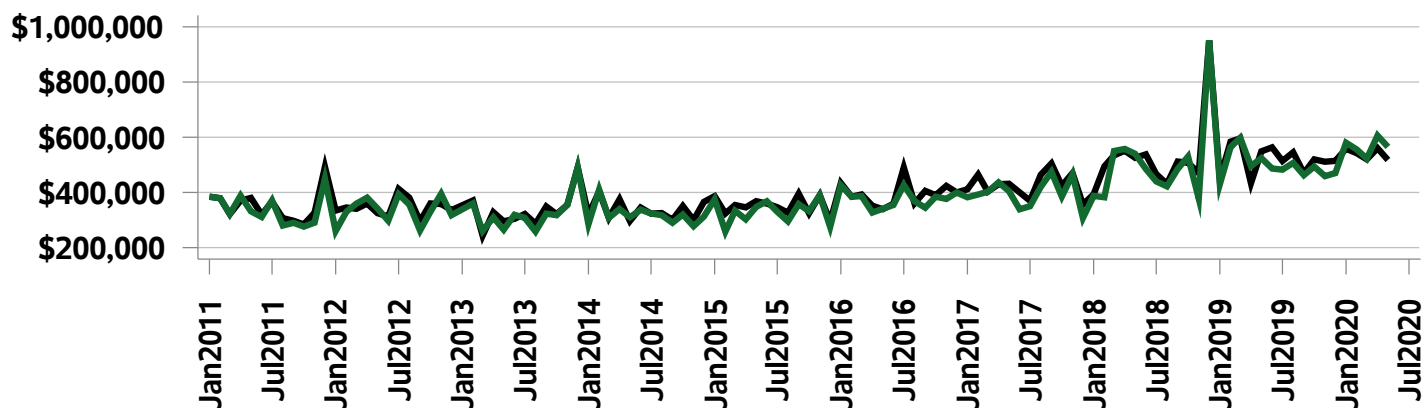
Active Listings (May only)



Months of Inventory (May only)

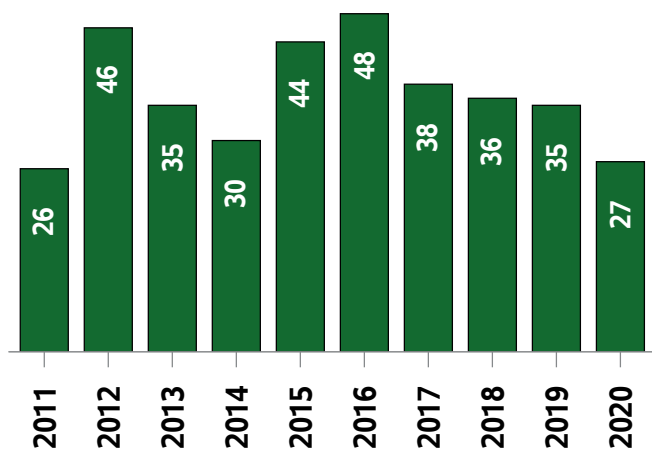


Average Price and Median Price

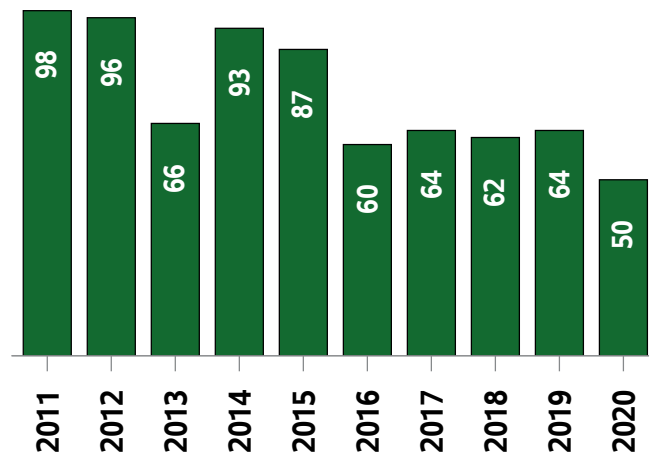


Nelson MLS® Single Family Market Activity

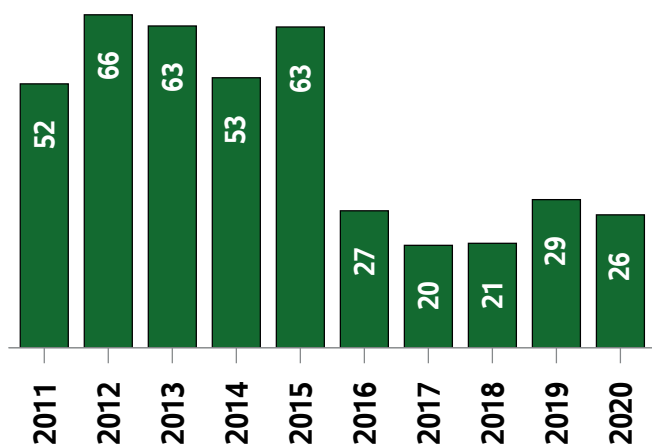
Sales Activity (May Year-to-date)



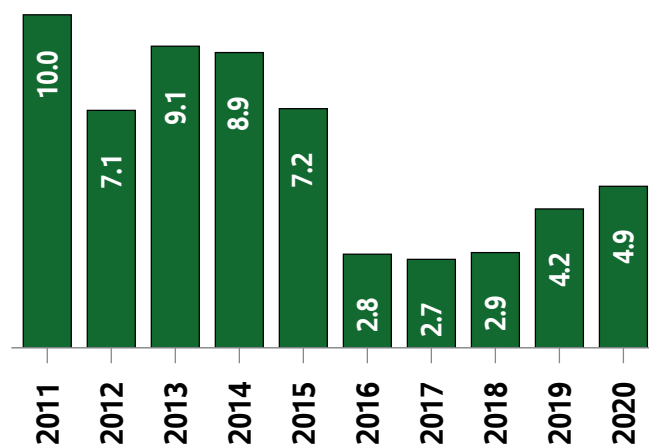
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Nelson

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	7	-50.0	-36.4	-53.3	-36.4	-46.2	-30.0
Dollar Volume	\$3,623,000	-52.8	-37.3	-44.0	-10.6	-5.6	-6.5
New Listings	14	-22.2	-48.1	-53.3	-50.0	-22.2	-54.8
Active Listings	36	-12.2	-2.7	5.9	-54.4	-43.8	-39.0
Sales to New Listings Ratio ¹	50.0	77.8	40.7	50.0	39.3	72.2	32.3
Months of Inventory ²	5.1	2.9	3.4	2.3	7.2	4.9	5.9
Average Price	\$517,571	-5.7	-1.5	20.0	40.6	75.3	33.6
Median Price	\$565,000	7.7	4.6	39.5	62.6	113.2	69.3
Sales to List Price Ratio	96.6	98.4	102.8	99.7	96.3	94.2	95.4
Median Days on Market	27.0	34.5	21.0	22.0	88.0	181.0	7.5

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	27	-22.9	-25.0	-28.9	-38.6	-22.9	-25.0
Dollar Volume	\$14,434,000	-22.3	-20.8	-12.1	-8.0	30.5	17.0
New Listings	50	-21.9	-19.4	-21.9	-42.5	-24.2	-51.0
Active Listings ³	26	-10.3	27.2	29.7	-58.5	-58.7	-18.6
Sales to New Listings Ratio ⁴	54.0	54.7	58.1	59.4	50.6	53.0	35.3
Months of Inventory ⁵	4.9	4.2	2.9	2.7	7.2	9.1	4.5
Average Price	\$534,593	0.7	5.6	23.7	50.0	69.2	56.1
Median Price	\$565,000	8.9	9.5	40.5	63.8	88.3	69.3
Sales to List Price Ratio	97.4	98.6	99.5	99.4	95.7	95.5	97.5
Median Days on Market	42.0	34.0	28.5	22.5	133.0	98.0	4.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

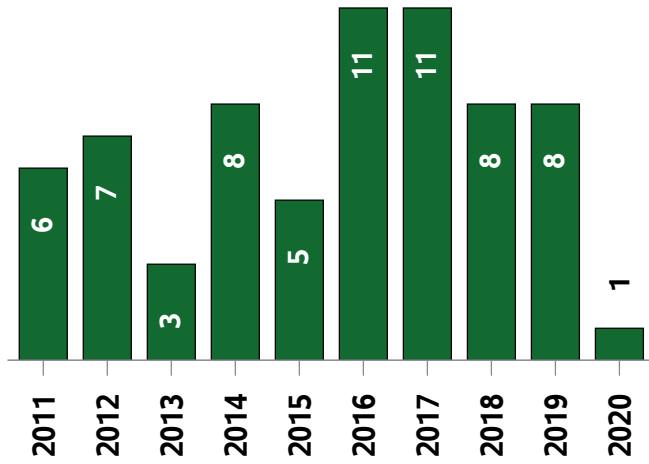
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

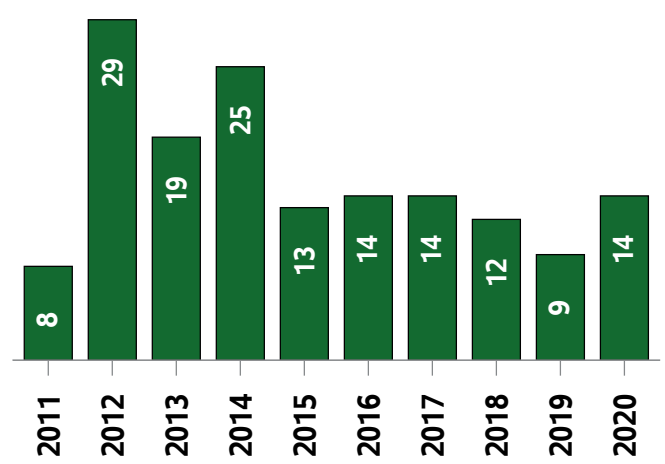
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

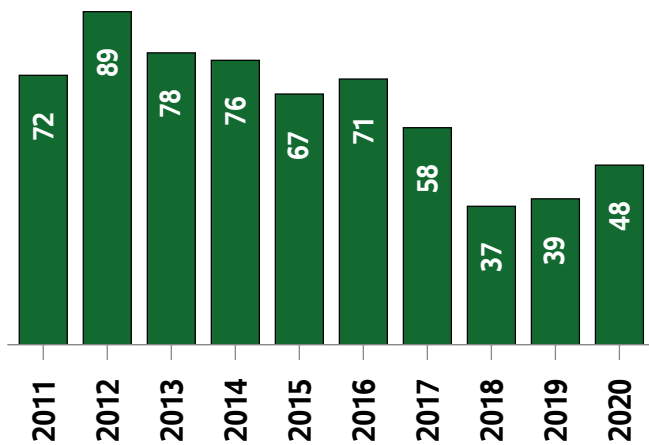
Sales Activity (May only)



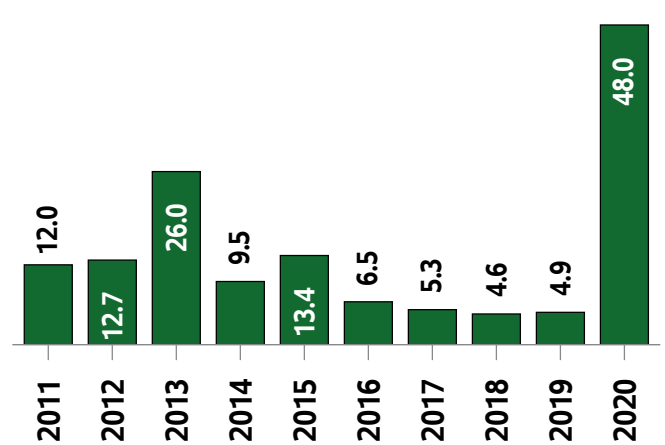
New Listings (May only)



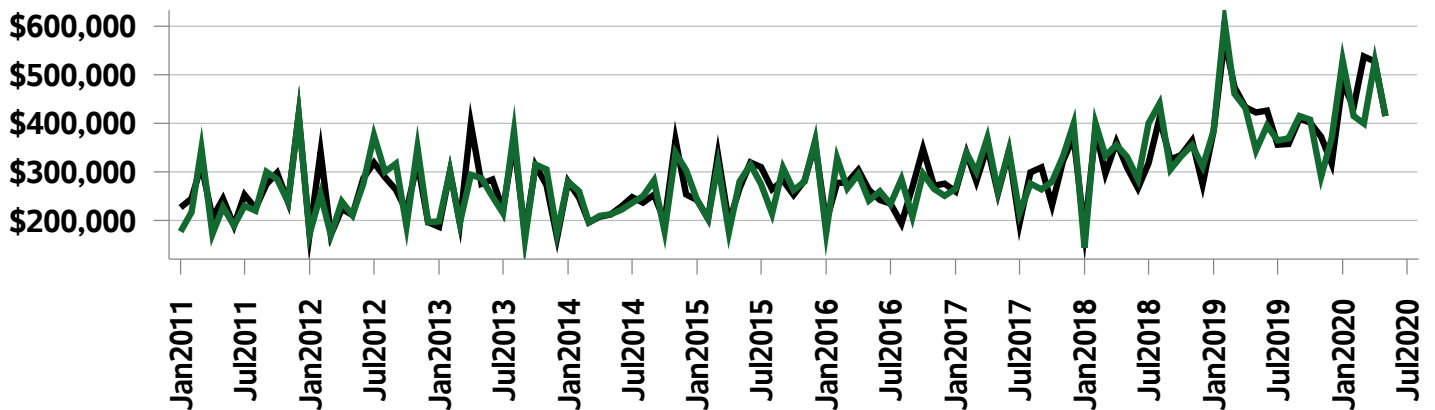
Active Listings (May only)



Months of Inventory (May only)



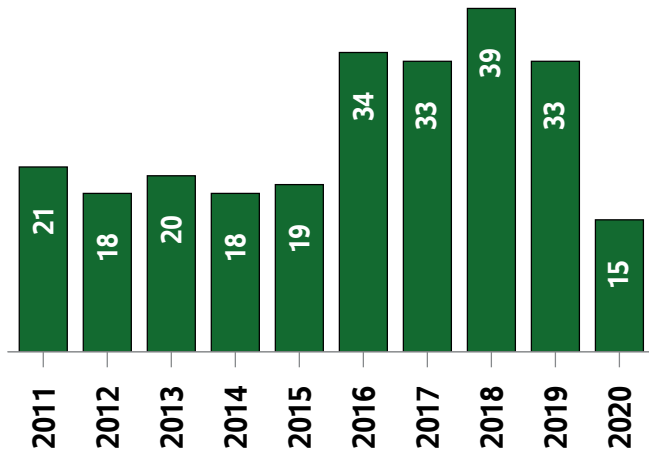
Average Price and Median Price



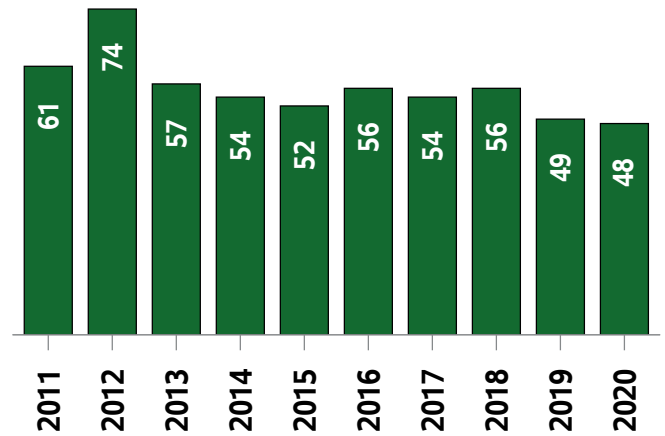
Rossland

MLS® Residential Market Activity

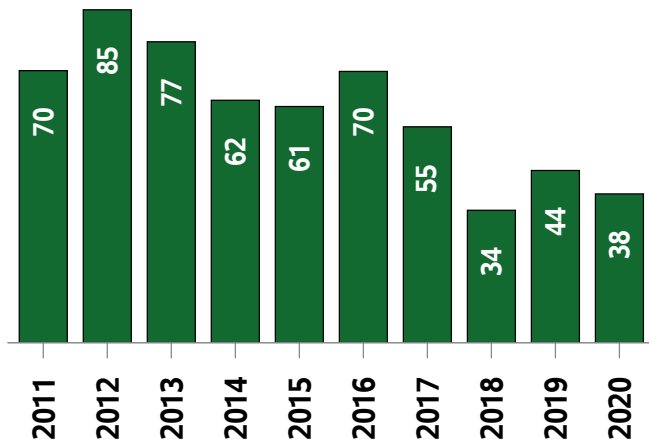
Sales Activity (May Year-to-date)



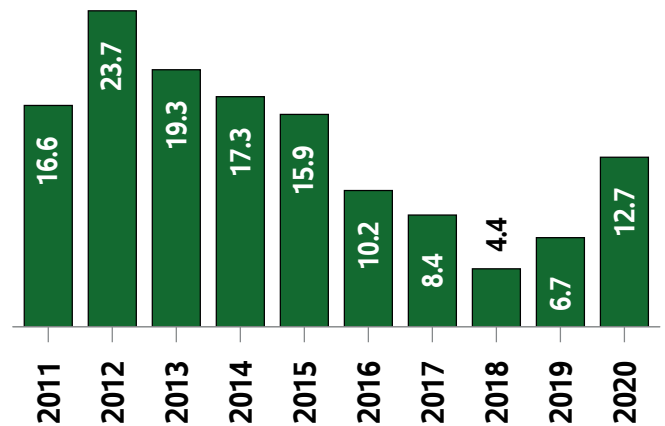
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Rossland

MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-87.5	-87.5	-90.9	-80.0	-66.7	-83.3
Dollar Volume	\$415,000	-87.7	-83.2	-85.3	-68.8	-49.8	-74.4
New Listings	14	55.6	16.7	0.0	7.7	-26.3	-22.2
Active Listings	48	23.1	29.7	-17.2	-28.4	-38.5	-5.9
Sales to New Listings Ratio ¹	7.1	88.9	66.7	78.6	38.5	15.8	33.3
Months of Inventory ²	48.0	4.9	4.6	5.3	13.4	26.0	8.5
Average Price	\$415,000	-1.8	34.3	61.9	56.0	50.7	53.8
Median Price	\$415,000	20.5	25.3	59.6	48.2	44.6	59.6
Sales to List Price Ratio	96.7	96.0	96.5	95.7	95.6	93.0	97.3
Median Days on Market	78.0	140.0	64.0	64.0	99.0	162.0	14.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	15	-54.5	-61.5	-54.5	-21.1	-25.0	-11.8
Dollar Volume	\$7,182,450	-52.8	-41.4	-26.5	47.5	25.2	67.2
New Listings	48	-2.0	-14.3	-11.1	-7.7	-15.8	-36.0
Active Listings ³	38	-13.6	12.4	-31.0	-37.0	-50.5	23.2
Sales to New Listings Ratio ⁴	31.3	67.3	69.6	61.1	36.5	35.1	22.7
Months of Inventory ⁵	12.7	6.7	4.4	8.4	15.9	19.3	9.1
Average Price	\$478,830	3.8	52.4	61.8	86.8	66.9	89.4
Median Price	\$470,000	19.9	38.2	72.5	108.9	82.9	91.8
Sales to List Price Ratio	96.9	96.5	97.4	95.4	94.7	94.2	96.8
Median Days on Market	69.0	115.0	53.0	63.0	99.0	108.0	5.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

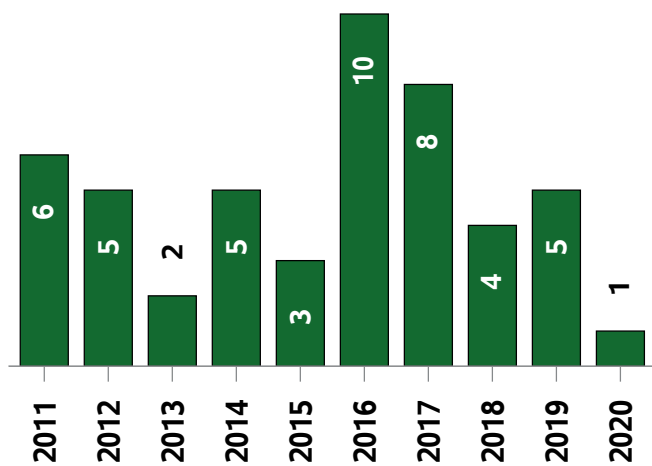
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

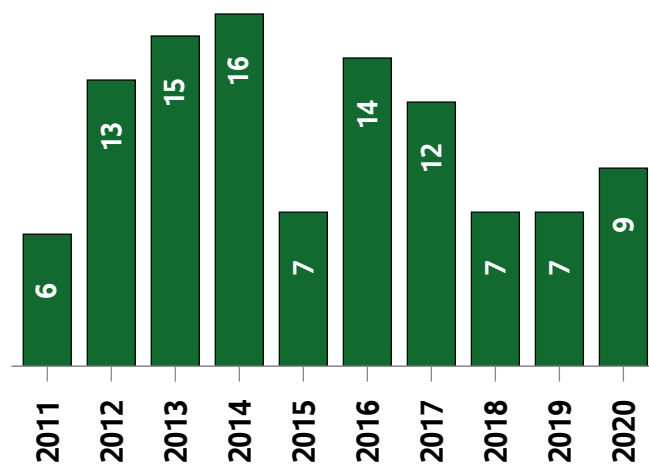
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

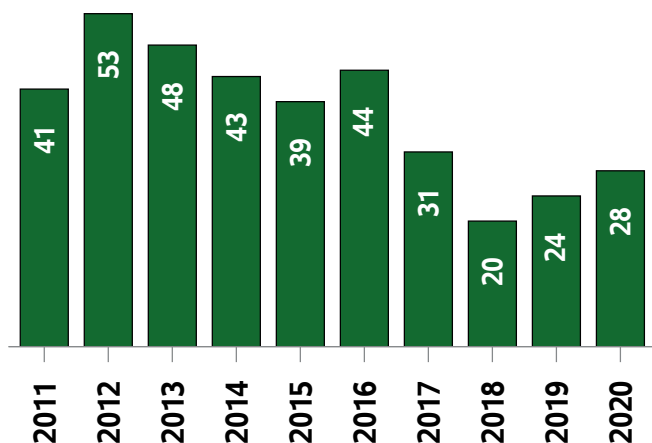
Sales Activity (May only)



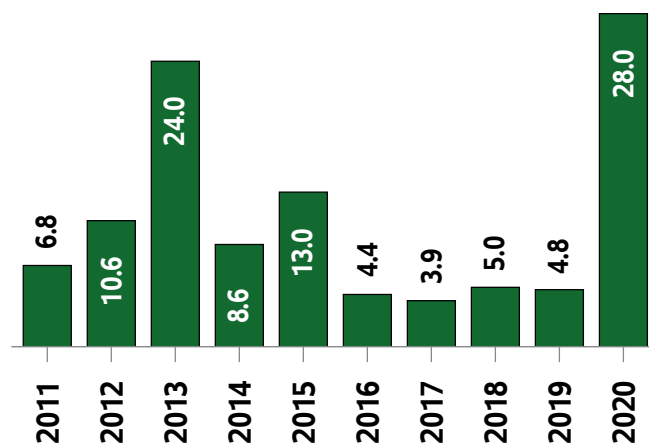
New Listings (May only)



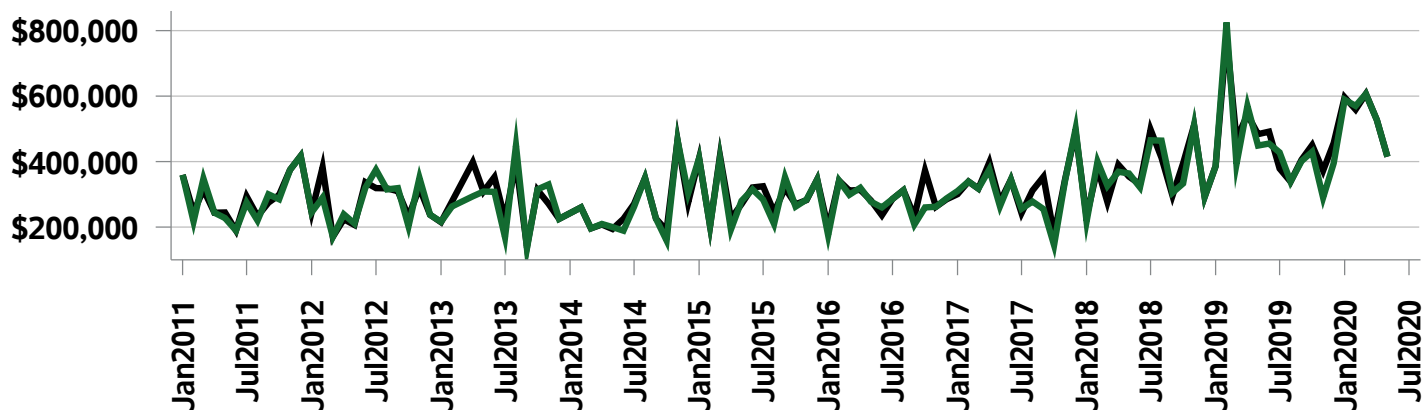
Active Listings (May only)



Months of Inventory (May only)

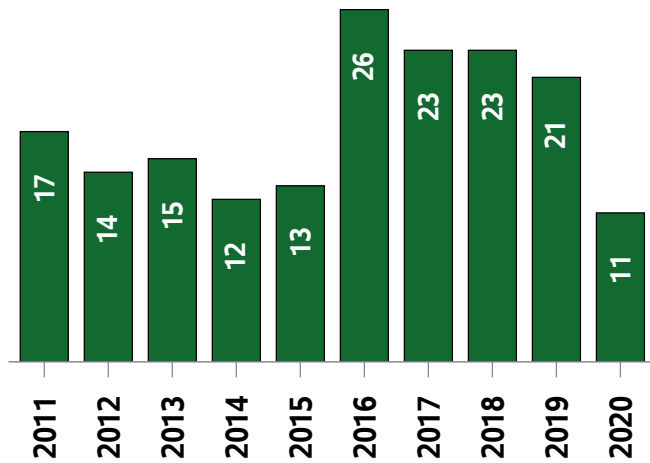


Average Price and Median Price

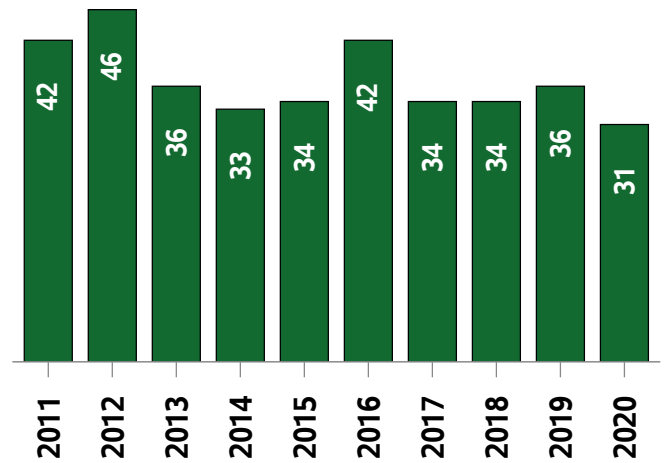


Rossland MLS® Single Family Market Activity

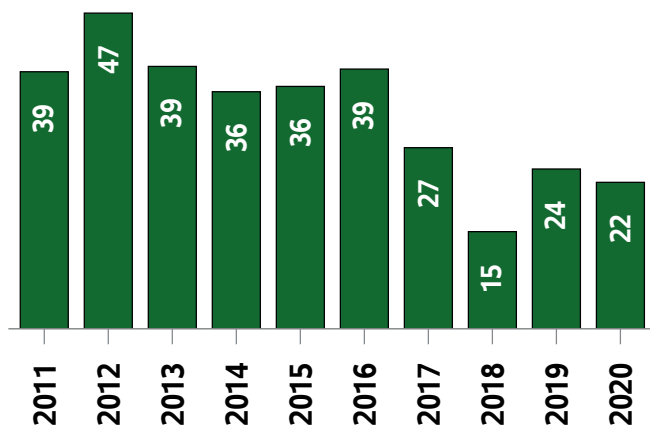
Sales Activity (May Year-to-date)



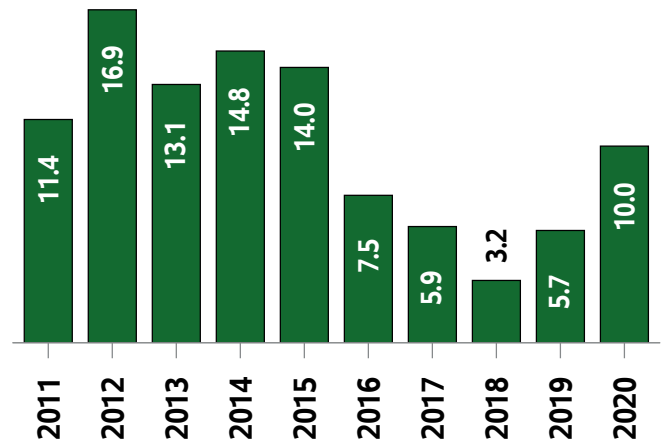
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Rossland

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	1	-80.0	-75.0	-87.5	-66.7	-50.0	-83.3
Dollar Volume	\$415,000	-82.8	-70.7	-81.3	-48.8	-32.7	-74.4
New Listings	9	28.6	28.6	-25.0	28.6	-40.0	0.0
Active Listings	28	16.7	40.0	-9.7	-28.2	-41.7	-6.7
Sales to New Listings Ratio ¹	11.1	71.4	57.1	66.7	42.9	13.3	66.7
Months of Inventory ²	28.0	4.8	5.0	3.9	13.0	24.0	5.0
Average Price	\$415,000	-14.2	17.2	49.7	53.7	34.5	53.8
Median Price	\$415,000	-7.6	14.1	57.5	48.2	34.5	59.6
Sales to List Price Ratio	96.7	95.8	97.1	95.4	97.7	93.8	97.3
Median Days on Market	78.0	183.0	44.5	42.5	15.0	141.0	14.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-47.6	-52.2	-52.2	-15.4	-26.7	-26.7
Dollar Volume	\$6,149,000	-44.1	-20.6	-18.2	62.6	30.8	53.6
New Listings	31	-13.9	-8.8	-8.8	-8.8	-13.9	-36.7
Active Listings ³	22	-8.3	50.7	-19.1	-39.6	-44.2	12.2
Sales to New Listings Ratio ⁴	35.5	58.3	67.6	67.6	38.2	41.7	30.6
Months of Inventory ⁵	10.0	5.7	3.2	5.9	14.0	13.1	6.5
Average Price	\$559,000	6.7	66.1	71.1	92.2	78.3	109.5
Median Price	\$558,000	-2.1	63.2	66.6	148.0	112.2	118.8
Sales to List Price Ratio	96.3	97.5	98.4	94.9	95.8	94.8	96.6
Median Days on Market	69.0	63.0	30.0	53.0	39.0	116.0	5.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

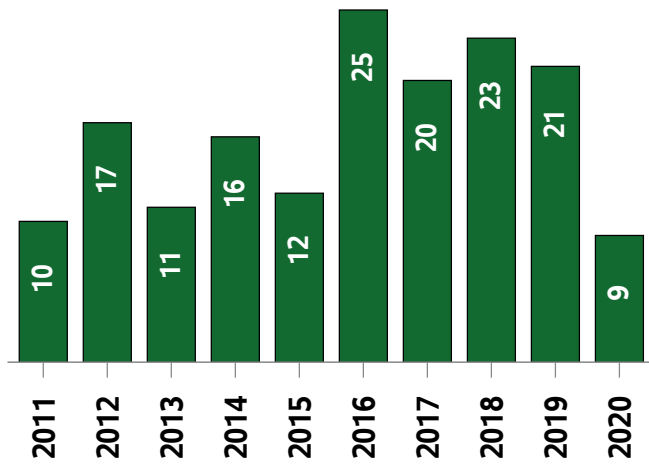
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

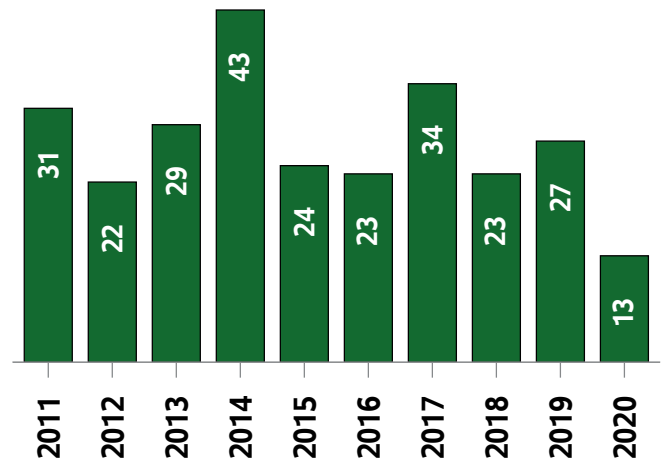
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

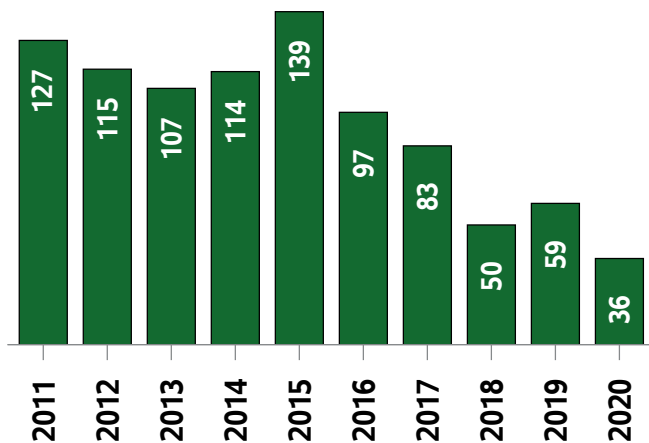
Sales Activity (May only)



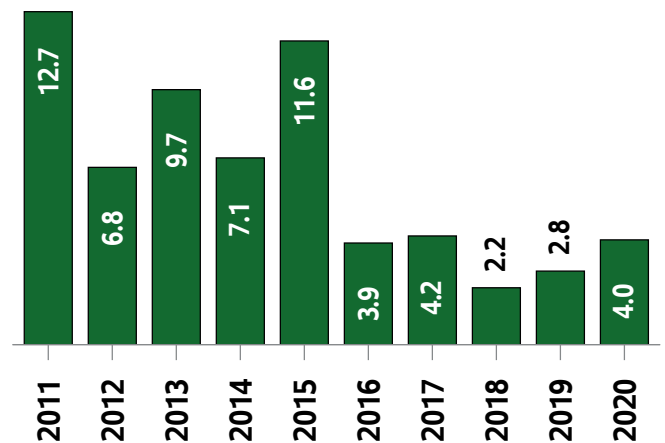
New Listings (May only)



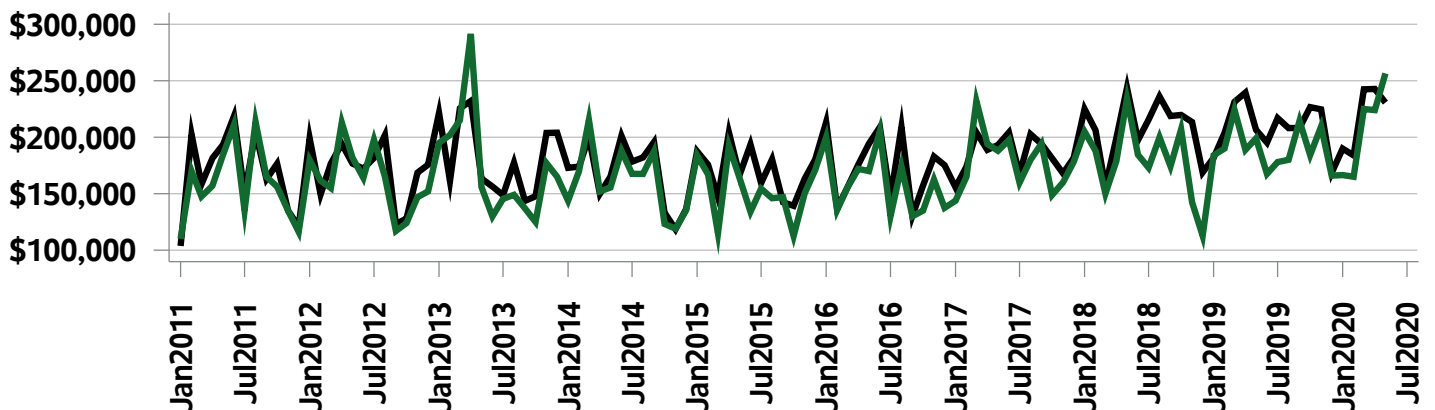
Active Listings (May only)



Months of Inventory (May only)

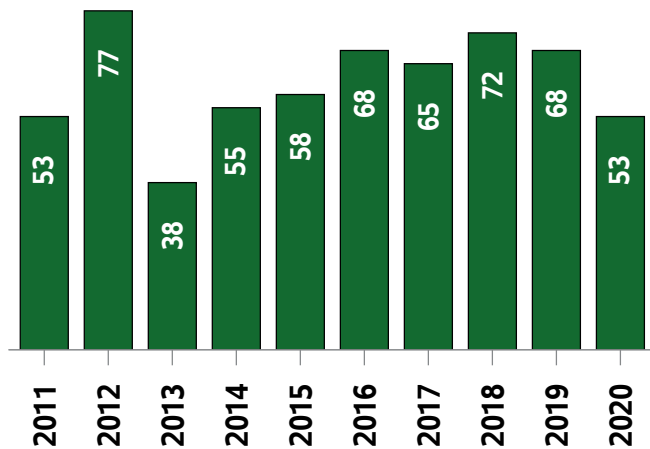


Average Price and Median Price

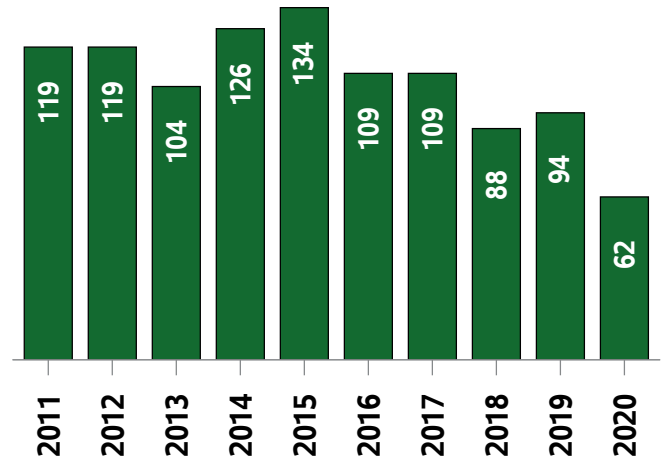


MLS® Residential Market Activity

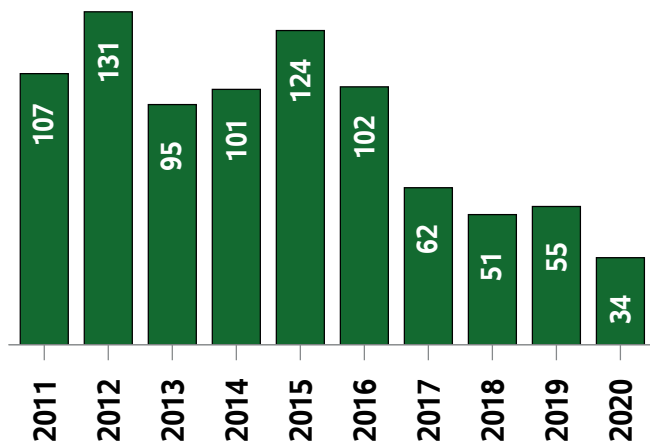
Sales Activity (May Year-to-date)



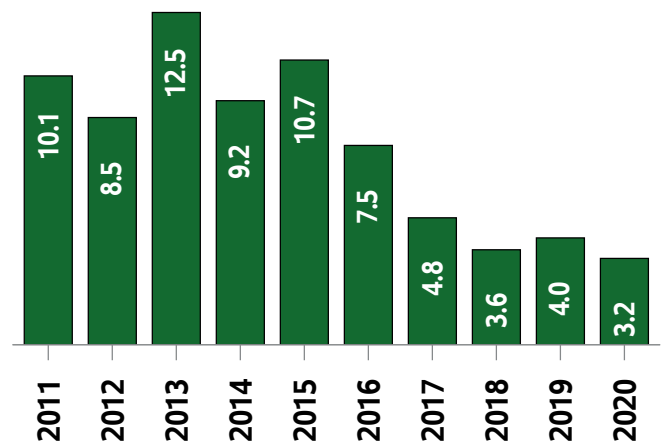
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Trail MLS® Residential Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-57.1	-60.9	-55.0	-25.0	-18.2	0.0
Dollar Volume	\$2,075,500	-52.2	-63.0	-46.3	3.9	15.4	1.2
New Listings	13	-51.9	-43.5	-61.8	-45.8	-55.2	-51.9
Active Listings	36	-39.0	-28.0	-56.6	-74.1	-66.4	-61.3
Sales to New Listings Ratio ¹	69.2	77.8	100.0	58.8	50.0	37.9	33.3
Months of Inventory ²	4.0	2.8	2.2	4.2	11.6	9.7	10.3
Average Price	\$230,611	11.6	-5.4	19.4	38.5	41.1	1.2
Median Price	\$256,500	28.9	9.6	36.4	56.4	64.4	25.1
Sales to List Price Ratio	98.3	97.7	95.4	96.5	94.3	95.3	94.7
Median Days on Market	25.0	35.0	51.0	58.0	114.5	80.0	45.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	53	-22.1	-26.4	-18.5	-8.6	39.5	51.4
Dollar Volume	\$11,406,500	-21.2	-24.6	-7.0	12.2	52.6	57.2
New Listings	62	-34.0	-29.5	-43.1	-53.7	-40.4	-54.4
Active Listings ³	34	-37.0	-33.1	-44.5	-72.3	-63.7	-38.8
Sales to New Listings Ratio ⁴	85.5	72.3	81.8	59.6	43.3	36.5	25.7
Months of Inventory ⁵	3.2	4.0	3.6	4.8	10.7	12.5	8.0
Average Price	\$215,217	1.1	2.4	14.1	22.8	9.4	3.8
Median Price	\$207,500	4.0	8.9	7.0	25.2	13.7	7.8
Sales to List Price Ratio	93.9	96.4	95.4	95.6	93.7	94.1	95.7
Median Days on Market	50.0	55.5	66.5	60.0	96.5	69.5	12.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

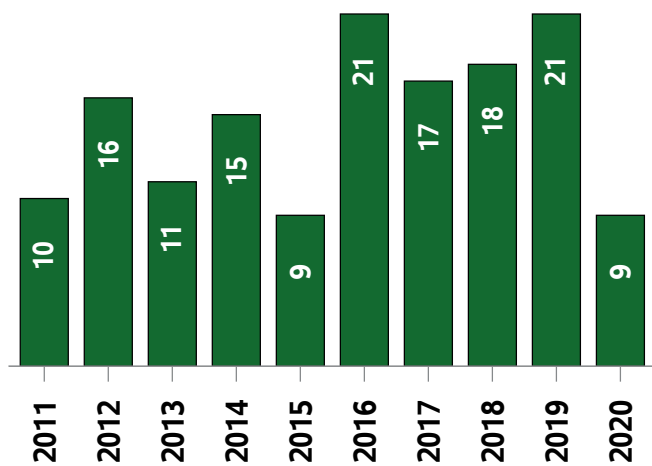
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

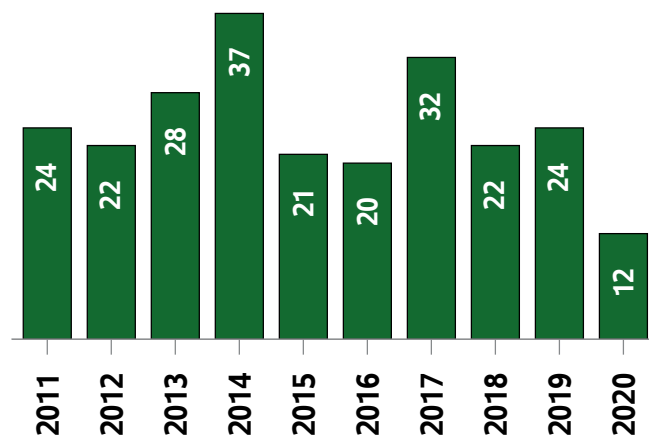
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

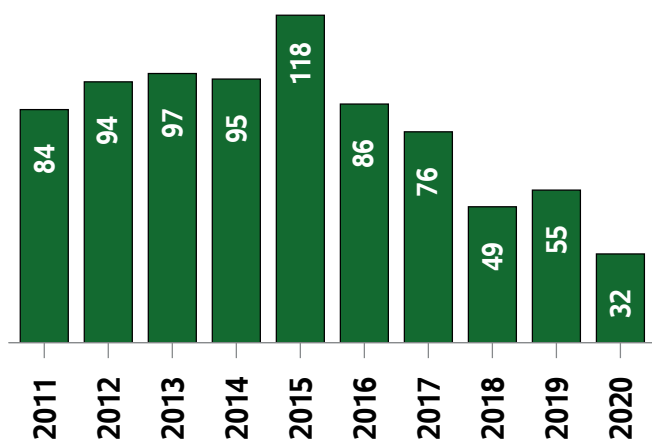
Sales Activity (May only)



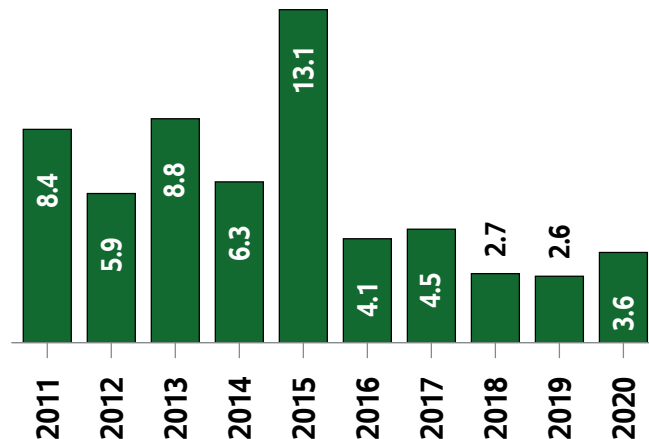
New Listings (May only)



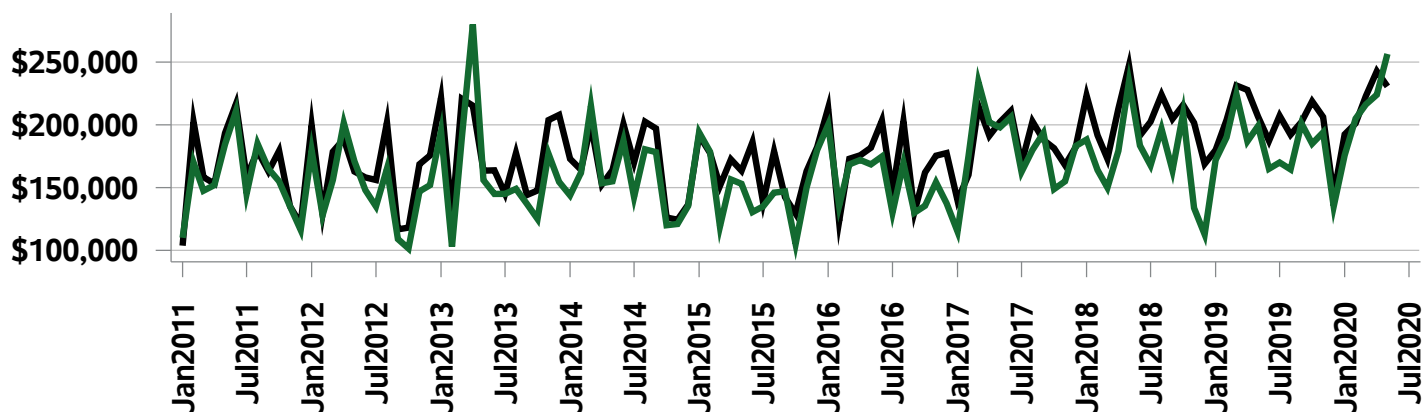
Active Listings (May only)



Months of Inventory (May only)

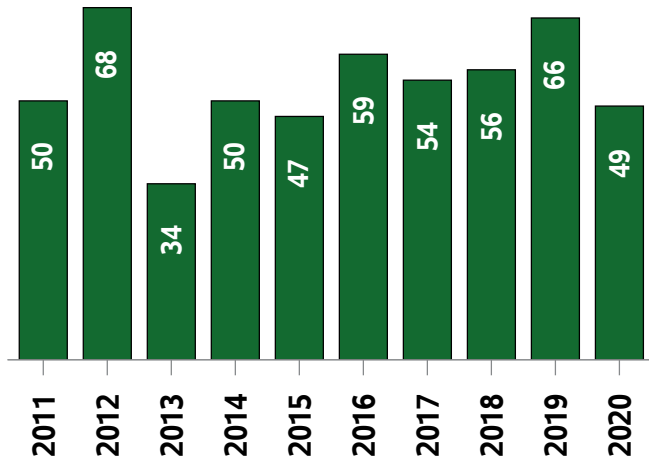


Average Price and Median Price

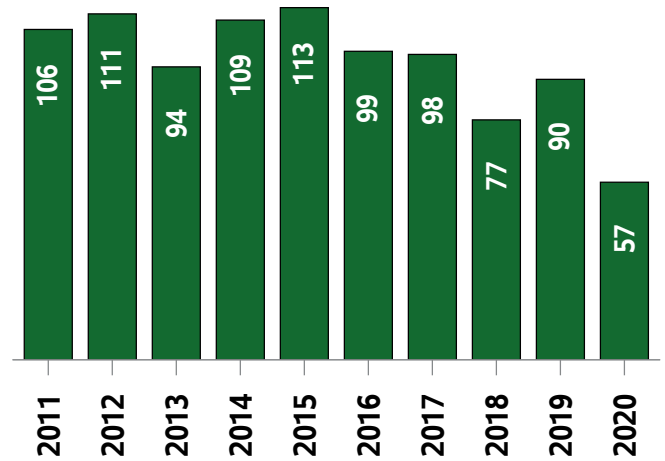


Trail MLS® Single Family Market Activity

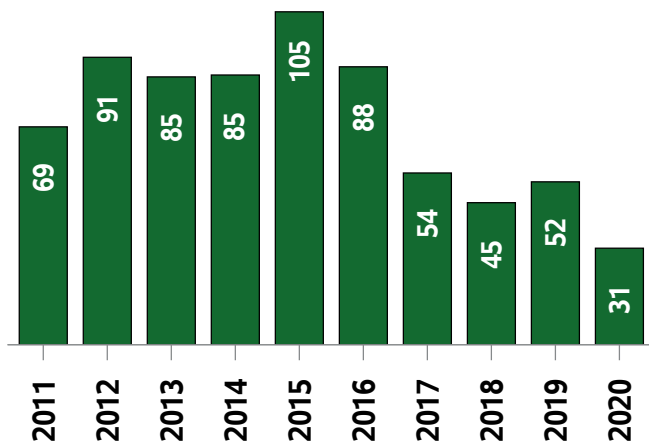
Sales Activity (May Year-to-date)



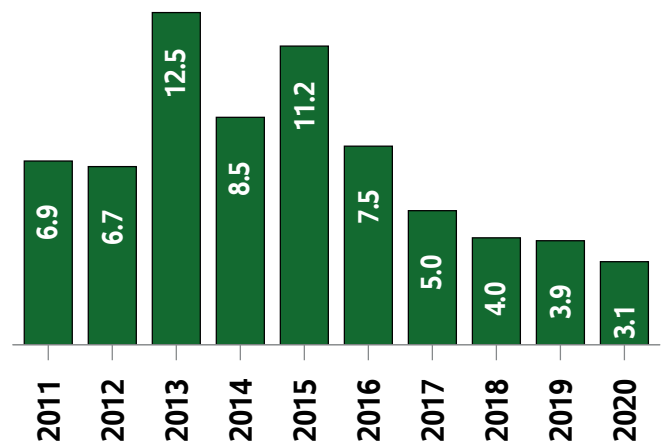
New Listings (May Year-to-date)



Active Listings ¹ (May Year-to-date)



Months of Inventory ² (May Year-to-date)



¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

² Average active listings January to the current month/average of sales January to the current month

Trail

MLS® Single Family Market Activity

Actual	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-57.1	-50.0	-47.1	0.0	-18.2	28.6
Dollar Volume	\$2,075,500	-52.2	-53.4	-39.6	41.1	15.4	17.8
New Listings	12	-50.0	-45.5	-62.5	-42.9	-57.1	-45.5
Active Listings	32	-41.8	-34.7	-57.9	-72.9	-67.0	-59.0
Sales to New Listings Ratio ¹	75.0	87.5	81.8	53.1	42.9	39.3	31.8
Months of Inventory ²	3.6	2.6	2.7	4.5	13.1	8.8	11.1
Average Price	\$230,611	11.6	-6.7	14.0	41.1	41.1	-8.4
Median Price	\$256,500	28.9	9.4	29.5	67.6	64.4	3.4
Sales to List Price Ratio	98.3	97.7	95.2	95.4	94.4	95.3	95.9
Median Days on Market	25.0	35.0	42.0	54.0	92.0	80.0	45.0

Year-to-date	May 2020	Compared to ⁶					
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	49	-25.8	-12.5	-9.3	4.3	44.1	63.3
Dollar Volume	\$10,626,500	-23.5	-11.6	2.6	32.2	66.8	73.1
New Listings	57	-36.7	-26.0	-41.8	-49.6	-39.4	-50.0
Active Listings ³	31	-40.7	-32.0	-43.8	-71.0	-63.9	-34.9
Sales to New Listings Ratio ⁴	86.0	73.3	72.7	55.1	41.6	36.2	26.3
Months of Inventory ⁵	3.1	3.9	4.0	5.0	11.2	12.5	7.8
Average Price	\$216,867	3.0	1.0	13.1	26.8	15.7	6.0
Median Price	\$210,000	8.0	11.0	5.5	27.7	27.0	9.8
Sales to List Price Ratio	94.5	96.3	95.4	95.3	93.8	94.2	95.8
Median Days on Market	44.0	50.5	65.5	57.0	98.0	67.5	15.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.