



Kootenay Association Residential Market Activity Report June 2021



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

Kootenay Association MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 389 | 21.9 | 34.6 | 22.3 | 16.8 | 45.7 | 95.5 |
| Dollar Volume | \$176,513,301 | 49.0 | 79.4 | 63.6 | 88.3 | 118.2 | 207.2 |
| New Listings | 521 | 2.0 | 4.2 | -3.2 | -5.3 | -21.9 | -31.2 |
| Active Listings | 1,084 | -38.9 | -50.9 | -48.3 | -62.7 | -68.0 | -70.2 |
| Sales to New Listings Ratio ¹ | 74.7 | 62.4 | 57.8 | 59.1 | 60.5 | 40.0 | 26.3 |
| Months of Inventory ² | 2.8 | 5.6 | 7.6 | 6.6 | 8.7 | 12.7 | 18.3 |
| Average Price | \$453,762 | 22.2 | 33.3 | 33.8 | 61.2 | 49.8 | 57.2 |
| Median Price | \$410,000 | 13.9 | 28.9 | 36.7 | 55.5 | 49.1 | 57.7 |
| Sale to List Price Ratio | 100.1 | 96.2 | 96.5 | 97.1 | 95.3 | 95.3 | 94.2 |
| Median Days on Market | 30.0 | 49.0 | 47.0 | 51.0 | 67.0 | 78.0 | 54.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 2,073 | 83.1 | 52.8 | 35.5 | 46.5 | 79.8 | 110.0 |
| Dollar Volume | \$912,336,261 | 129.0 | 98.5 | 91.7 | 138.1 | 186.0 | 245.3 |
| New Listings | 2,689 | 21.3 | -2.2 | -0.4 | -11.3 | -20.0 | -22.7 |
| Active Listings ³ | 907 | -42.2 | -50.2 | -49.5 | -65.6 | -68.5 | -70.5 |
| Sales to New Listings Ratio ⁴ | 77.1 | 51.1 | 49.3 | 56.7 | 46.7 | 34.3 | 28.4 |
| Months of Inventory ⁵ | 2.6 | 8.3 | 8.0 | 7.0 | 11.2 | 15.0 | 18.7 |
| Average Price | \$440,104 | 25.1 | 29.9 | 41.5 | 62.5 | 59.1 | 64.4 |
| Median Price | \$386,900 | 16.9 | 22.4 | 33.4 | 51.7 | 49.4 | 57.9 |
| Sale to List Price Ratio | 99.3 | 96.0 | 96.1 | 96.4 | 95.0 | 94.7 | 94.1 |
| Median Days on Market | 32.0 | 59.0 | 53.0 | 58.0 | 78.0 | 93.0 | 64.0 |

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.

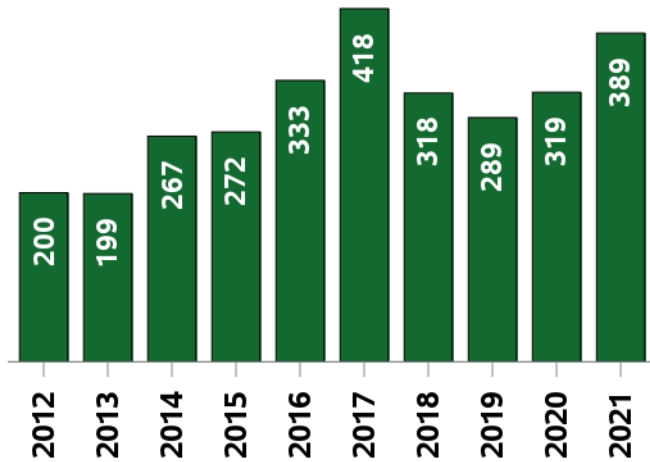
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

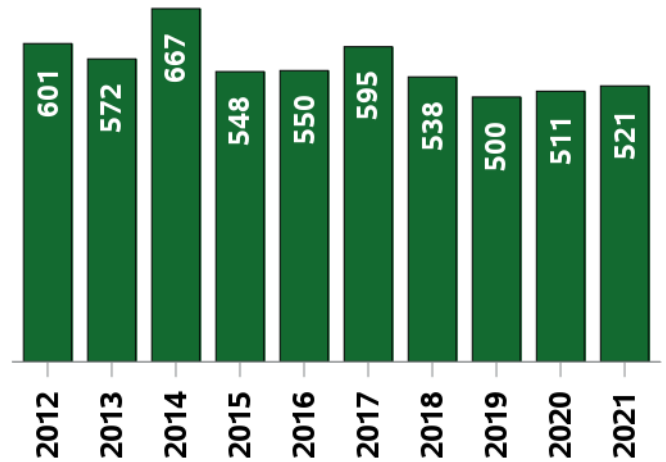
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Kootenay Association MLS® Residential Market Activity

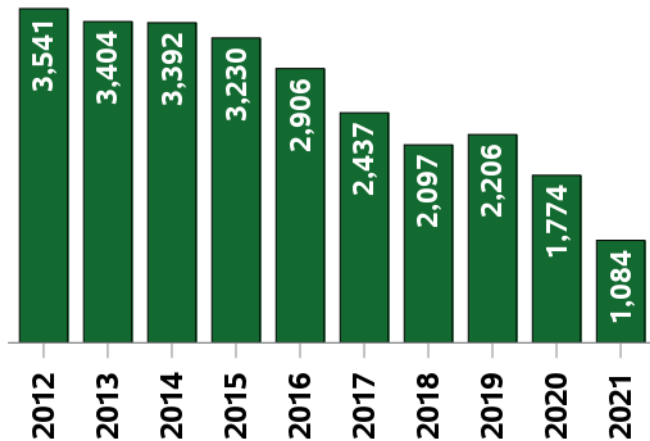
Sales Activity (June only)



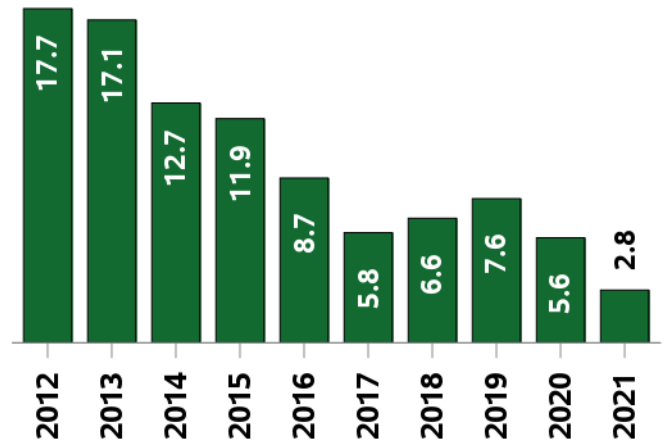
New Listings (June only)



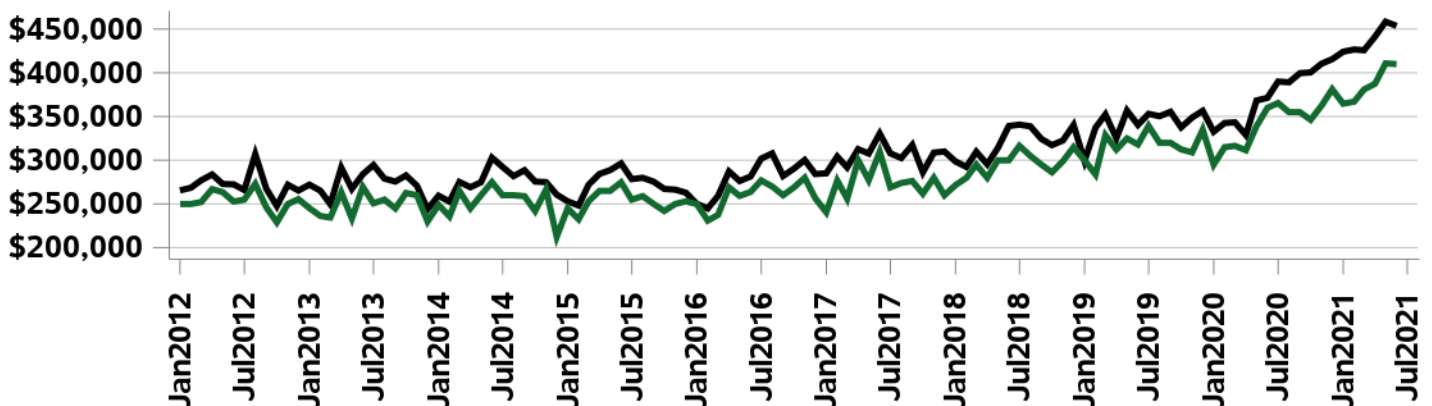
Active Listings (June only)



Months of Inventory (June only)

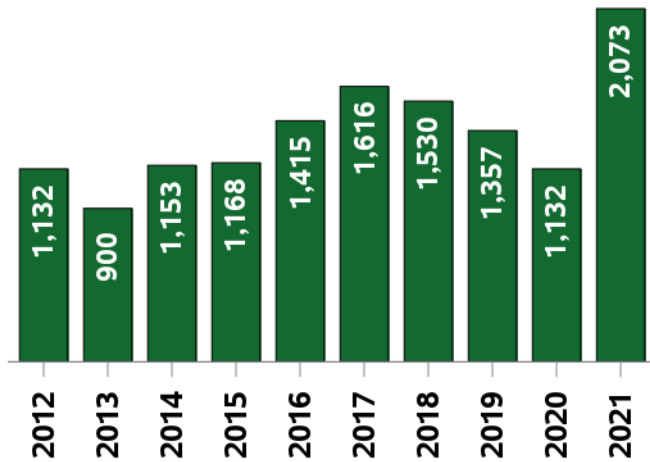


Average Price and Median Price

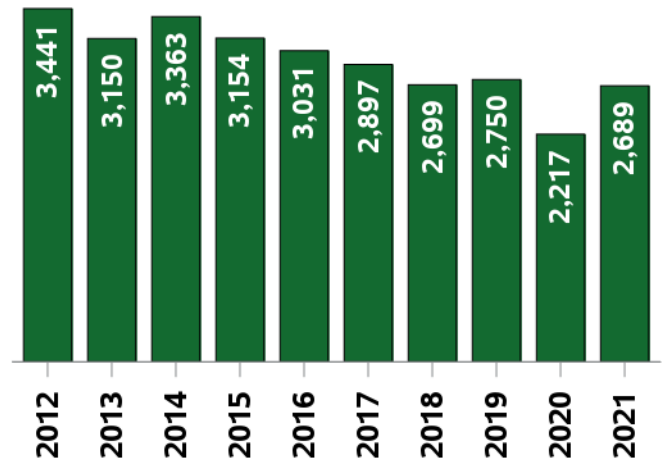


Kootenay Association MLS® Residential Market Activity

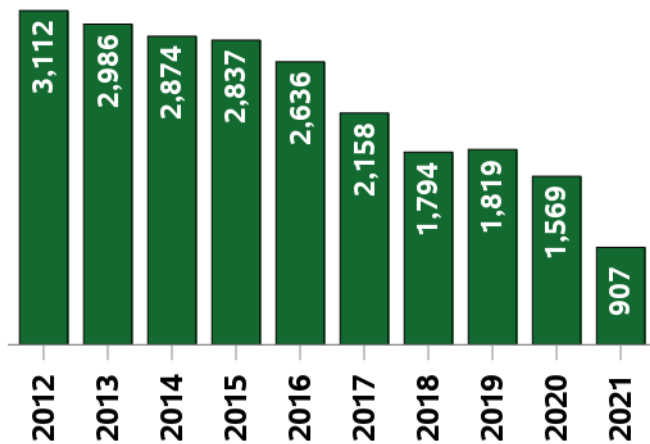
Sales Activity (June Year-to-date)



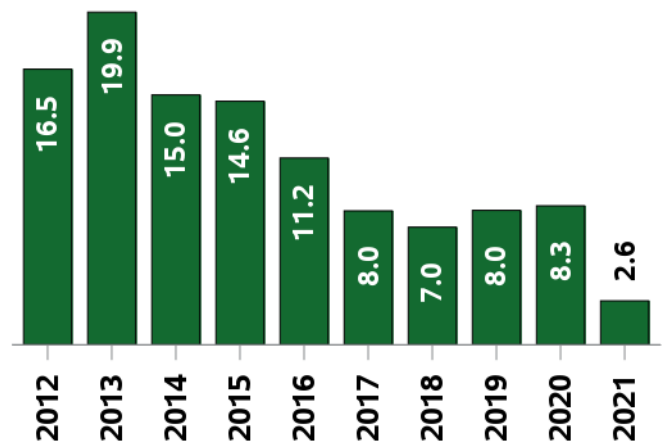
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Kootenay Association MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 279 | 9.4 | 28.0 | 11.2 | 1.8 | 32.2 | 71.2 |
| Dollar Volume | \$146,734,440 | 39.8 | 77.3 | 57.0 | 75.9 | 109.8 | 188.7 |
| New Listings | 374 | -8.8 | -7.7 | -13.0 | -14.2 | -30.1 | -36.3 |
| Active Listings | 792 | -39.0 | -53.7 | -49.6 | -62.1 | -68.2 | -70.3 |
| Sales to New Listings Ratio ¹ | 74.6 | 62.2 | 53.8 | 58.4 | 62.8 | 39.4 | 27.8 |
| Months of Inventory ² | 2.8 | 5.1 | 7.8 | 6.3 | 7.6 | 11.8 | 16.3 |
| Average Price | \$525,930 | 27.8 | 38.5 | 41.2 | 72.7 | 58.7 | 68.7 |
| Median Price | \$464,000 | 20.5 | 32.6 | 40.6 | 65.4 | 52.1 | 68.7 |
| Sale to List Price Ratio | 100.2 | 96.7 | 96.6 | 97.5 | 95.7 | 95.8 | 94.6 |
| Median Days on Market | 33.0 | 46.0 | 49.0 | 42.0 | 59.0 | 82.0 | 45.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 1,434 | 67.3 | 42.1 | 26.8 | 29.4 | 61.1 | 82.9 |
| Dollar Volume | \$749,176,687 | 120.0 | 93.3 | 88.1 | 126.2 | 177.7 | 224.7 |
| New Listings | 1,905 | 13.7 | -11.5 | -9.6 | -19.5 | -27.6 | -29.3 |
| Active Listings ³ | 645 | -42.7 | -53.0 | -49.2 | -64.9 | -68.3 | -70.3 |
| Sales to New Listings Ratio ⁴ | 75.3 | 51.2 | 46.9 | 53.7 | 46.8 | 33.8 | 29.1 |
| Months of Inventory ⁵ | 2.7 | 7.9 | 8.2 | 6.7 | 9.9 | 13.7 | 16.6 |
| Average Price | \$522,438 | 31.5 | 36.0 | 48.4 | 74.8 | 72.4 | 77.5 |
| Median Price | \$454,000 | 23.7 | 30.1 | 41.9 | 65.1 | 64.5 | 71.3 |
| Sale to List Price Ratio | 99.6 | 96.4 | 96.4 | 96.8 | 95.4 | 95.0 | 94.7 |
| Median Days on Market | 33.0 | 56.0 | 53.0 | 52.0 | 70.0 | 89.5 | 54.0 |

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.

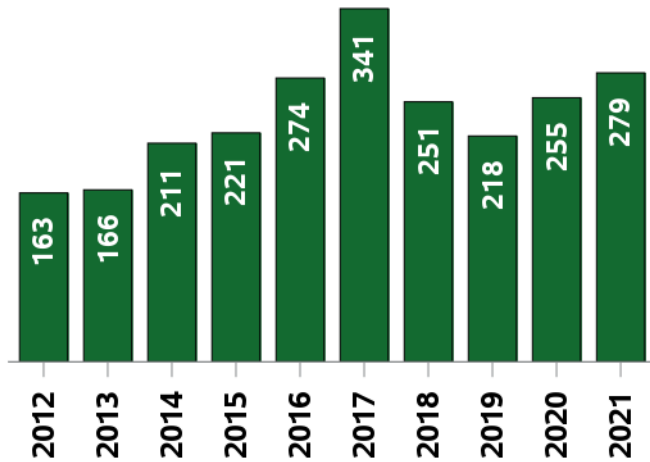
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

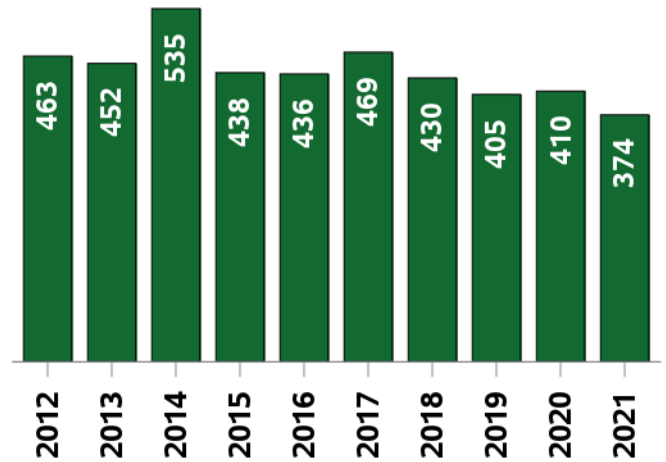
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Kootenay Association MLS® Single Family Market Activity

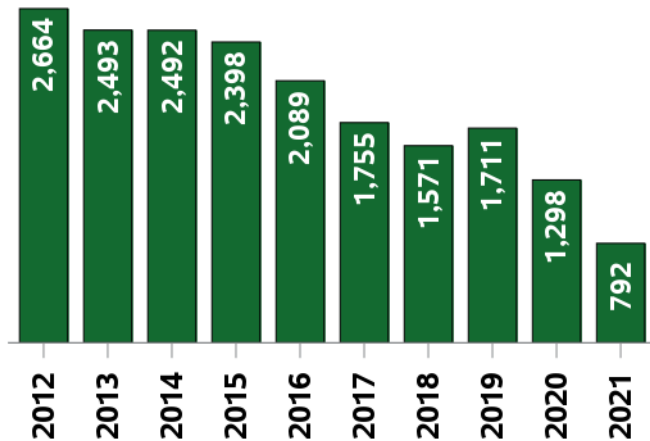
Sales Activity (June only)



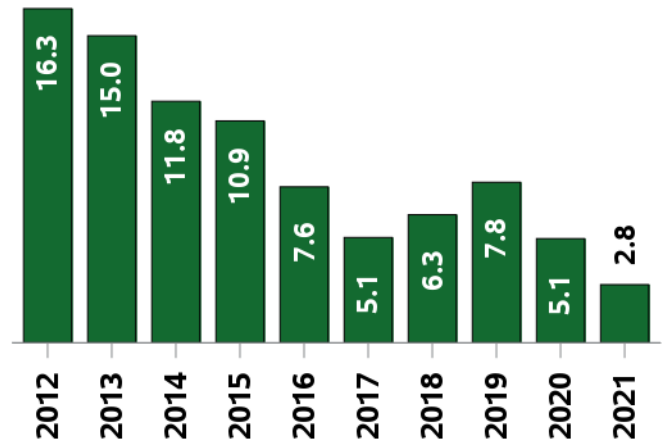
New Listings (June only)



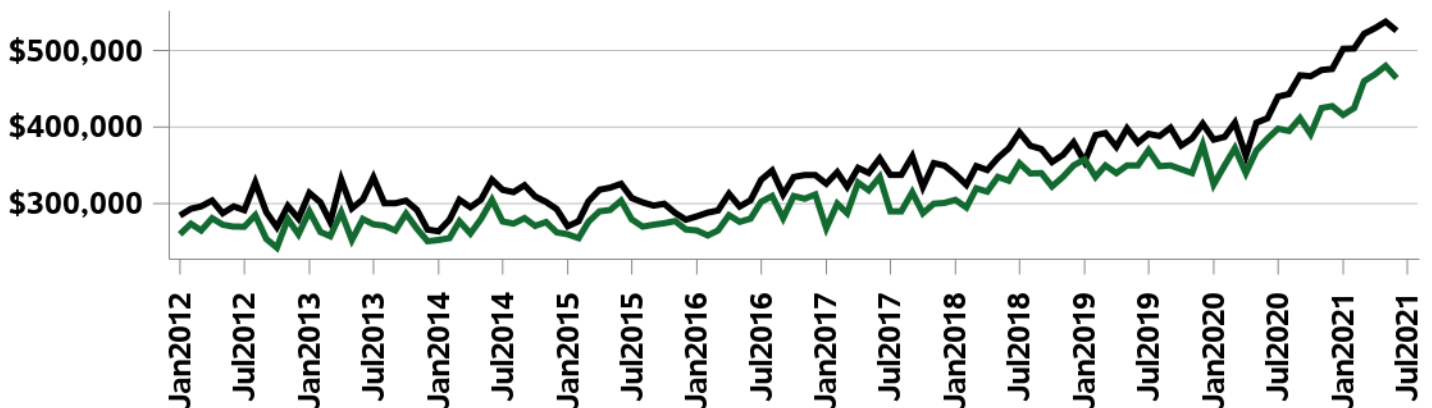
Active Listings (June only)



Months of Inventory (June only)

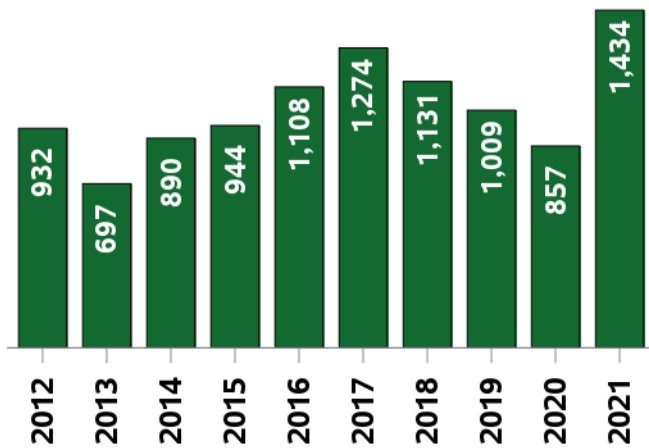


Average Price and Median Price

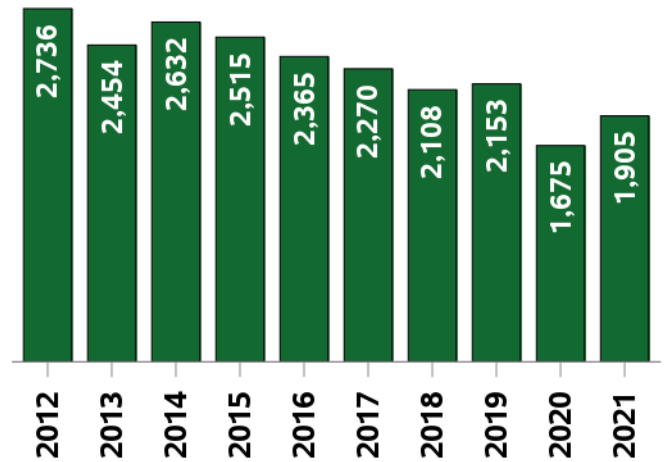


Kootenay Association MLS® Single Family Market Activity

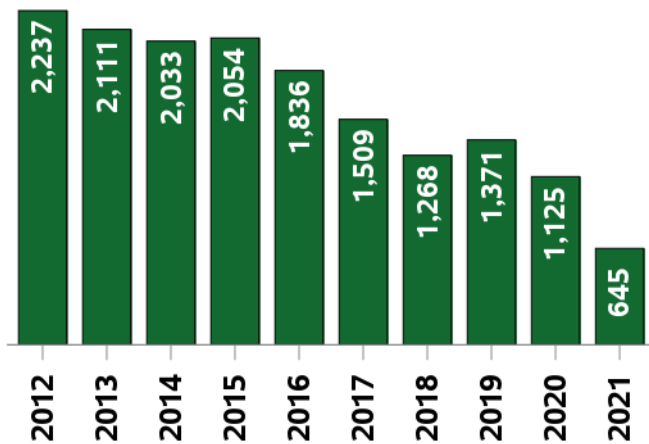
Sales Activity (June Year-to-date)



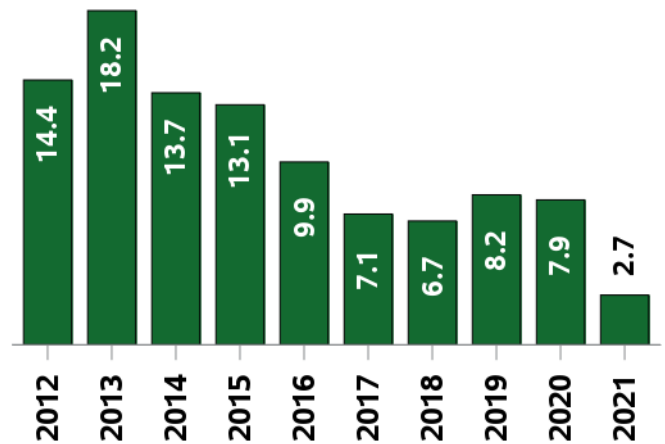
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Castlegar MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 18 | 5.9 | 80.0 | -5.3 | -25.0 | 0.0 | 63.6 |
| Dollar Volume | \$8,902,099 | 47.9 | 185.4 | 51.2 | 44.3 | 127.8 | 214.4 |
| New Listings | 20 | -25.9 | 81.8 | 5.3 | -28.6 | -13.0 | -13.0 |
| Active Listings | 36 | -41.0 | -5.3 | 0.0 | -55.6 | -68.4 | -61.7 |
| Sales to New Listings Ratio ¹ | 90.0 | 63.0 | 90.9 | 100.0 | 85.7 | 78.3 | 47.8 |
| Months of Inventory ² | 2.0 | 3.6 | 3.8 | 1.9 | 3.4 | 6.3 | 8.5 |
| Average Price | \$494,561 | 39.7 | 58.5 | 59.6 | 92.4 | 127.8 | 92.1 |
| Median Price | \$511,150 | 45.6 | 61.4 | 62.3 | 101.6 | 122.2 | 110.3 |
| Sale to List Price Ratio | 103.8 | 96.8 | 99.1 | 97.8 | 96.0 | 95.4 | 94.4 |
| Median Days on Market | 24.5 | 62.0 | 23.0 | 47.0 | 65.5 | 100.5 | 66.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 98 | 81.5 | 75.0 | 15.3 | 12.6 | 27.3 | 38.0 |
| Dollar Volume | \$42,235,702 | 118.2 | 123.7 | 64.1 | 81.5 | 121.4 | 128.1 |
| New Listings | 114 | 9.6 | 25.3 | 11.8 | -13.6 | -26.9 | -18.0 |
| Active Listings ³ | 31 | -29.0 | -14.8 | -30.3 | -60.5 | -69.3 | -63.9 |
| Sales to New Listings Ratio ⁴ | 86.0 | 51.9 | 61.5 | 83.3 | 65.9 | 49.4 | 51.1 |
| Months of Inventory ⁵ | 1.9 | 4.8 | 3.9 | 3.1 | 5.4 | 7.8 | 7.2 |
| Average Price | \$430,977 | 20.2 | 27.8 | 42.3 | 61.2 | 74.0 | 65.2 |
| Median Price | \$404,520 | 17.3 | 22.6 | 34.8 | 56.8 | 61.8 | 61.8 |
| Sale to List Price Ratio | 102.3 | 96.8 | 97.8 | 97.7 | 96.2 | 95.4 | 94.6 |
| Median Days on Market | 26.0 | 51.0 | 34.5 | 35.0 | 67.0 | 86.0 | 44.0 |

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.

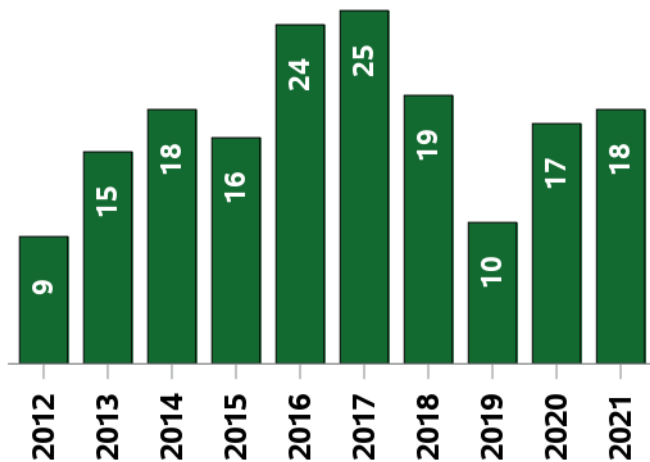
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

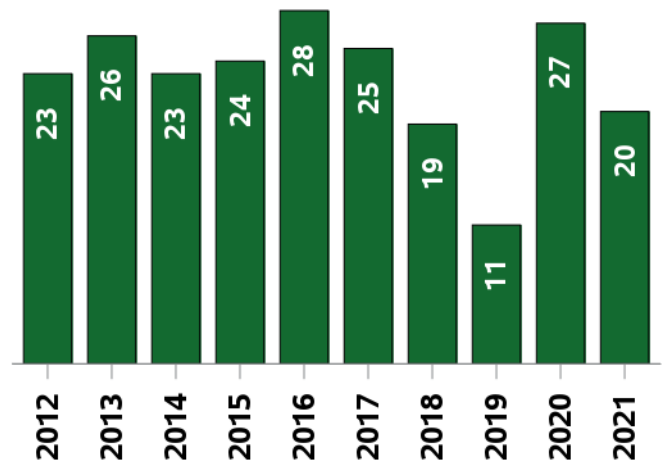
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

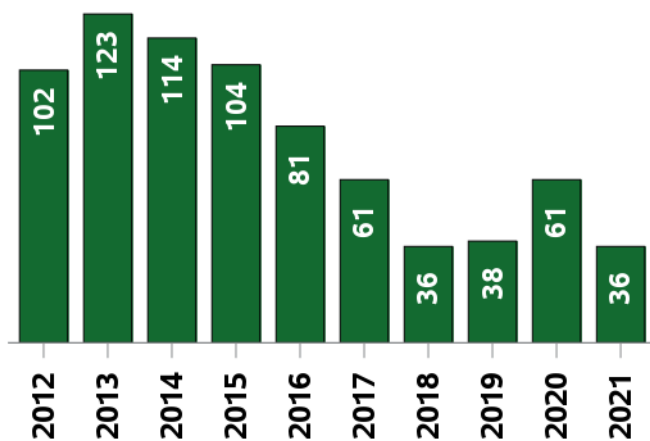
Sales Activity (June only)



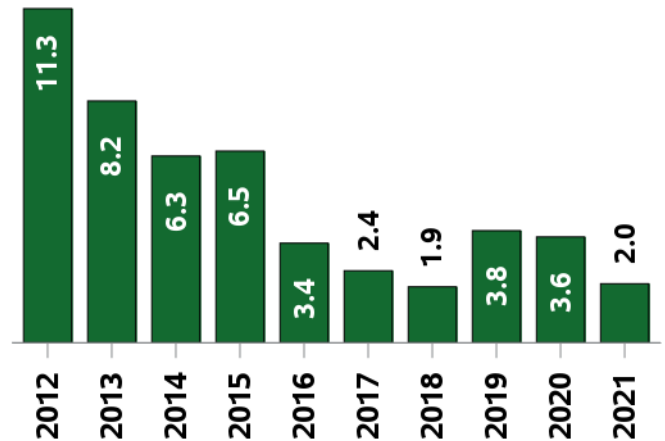
New Listings (June only)



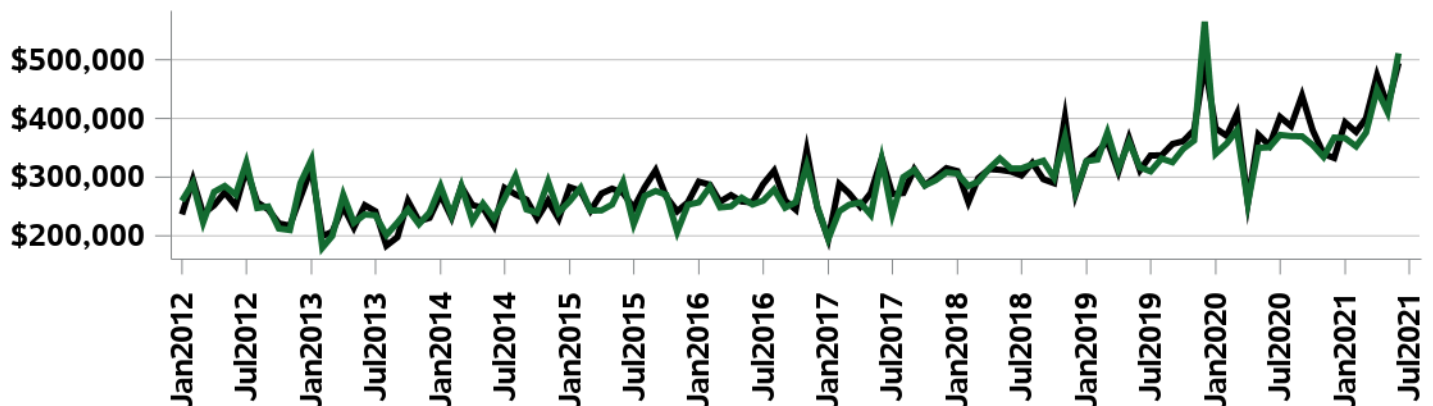
Active Listings (June only)



Months of Inventory (June only)

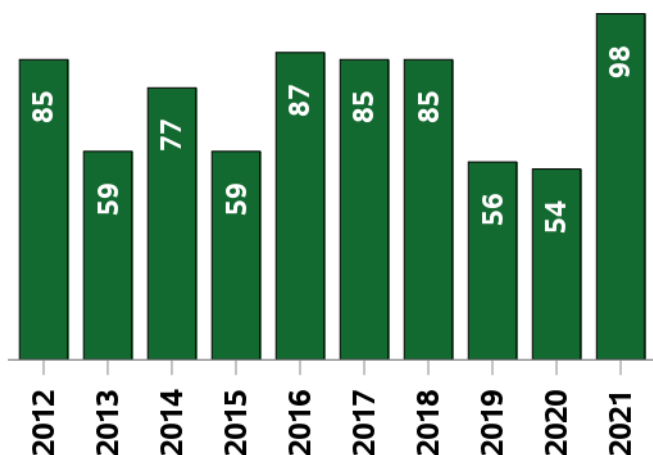


Average Price and Median Price

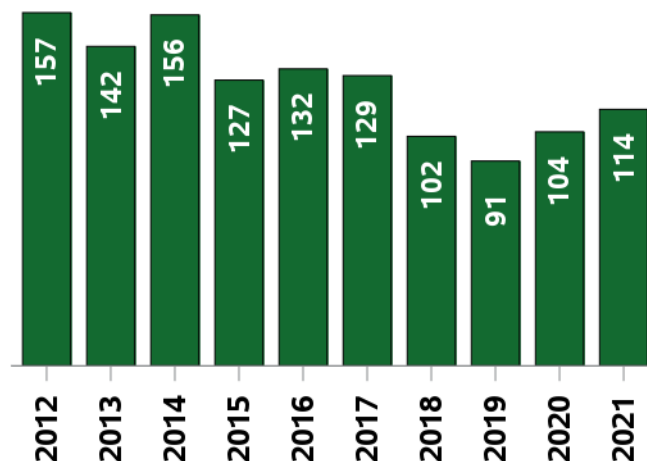


Castlegar MLS® Residential Market Activity

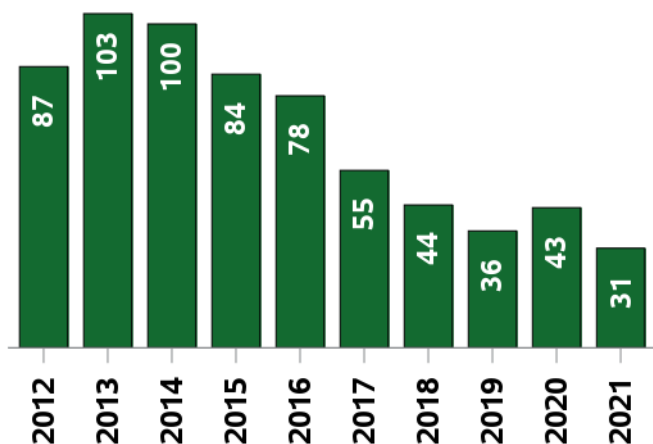
Sales Activity (June Year-to-date)



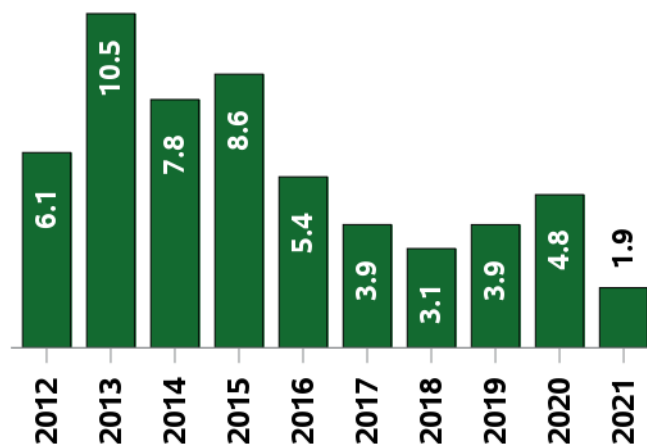
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Castlegar MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 15 | 0.0 | 87.5 | -16.7 | -34.8 | 7.1 | 36.4 |
| Dollar Volume | \$7,807,199 | 44.8 | 173.0 | 34.0 | 26.9 | 108.9 | 175.7 |
| New Listings | 16 | -33.3 | 60.0 | -15.8 | -36.0 | -27.3 | -27.3 |
| Active Listings | 31 | -41.5 | -13.9 | -8.8 | -58.7 | -68.7 | -61.7 |
| Sales to New Listings Ratio ¹ | 93.8 | 62.5 | 80.0 | 94.7 | 92.0 | 63.6 | 50.0 |
| Months of Inventory ² | 2.1 | 3.5 | 4.5 | 1.9 | 3.3 | 7.1 | 7.4 |
| Average Price | \$520,480 | 44.8 | 45.6 | 60.8 | 94.6 | 95.0 | 102.2 |
| Median Price | \$529,900 | 47.2 | 54.6 | 66.9 | 100.0 | 107.8 | 118.1 |
| Sale to List Price Ratio | 103.8 | 96.8 | 99.2 | 97.9 | 96.4 | 96.2 | 94.4 |
| Median Days on Market | 25.0 | 62.0 | 23.0 | 40.5 | 67.0 | 108.5 | 66.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 86 | 95.5 | 83.0 | 11.7 | 8.9 | 30.3 | 30.3 |
| Dollar Volume | \$38,145,202 | 136.9 | 123.9 | 58.3 | 74.4 | 114.9 | 110.9 |
| New Listings | 100 | 11.1 | 25.0 | 3.1 | -18.0 | -25.4 | -19.4 |
| Active Listings ³ | 27 | -26.9 | -18.1 | -29.7 | -62.3 | -68.3 | -62.6 |
| Sales to New Listings Ratio ⁴ | 86.0 | 48.9 | 58.8 | 79.4 | 64.8 | 49.3 | 53.2 |
| Months of Inventory ⁵ | 1.9 | 5.1 | 4.2 | 3.0 | 5.5 | 7.8 | 6.6 |
| Average Price | \$443,549 | 21.2 | 22.3 | 41.7 | 60.2 | 65.0 | 61.8 |
| Median Price | \$415,750 | 15.9 | 18.4 | 34.1 | 56.9 | 63.0 | 56.9 |
| Sale to List Price Ratio | 102.5 | 97.0 | 97.8 | 97.8 | 96.4 | 95.6 | 95.3 |
| Median Days on Market | 25.0 | 49.0 | 35.0 | 30.0 | 67.0 | 92.5 | 38.0 |

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.

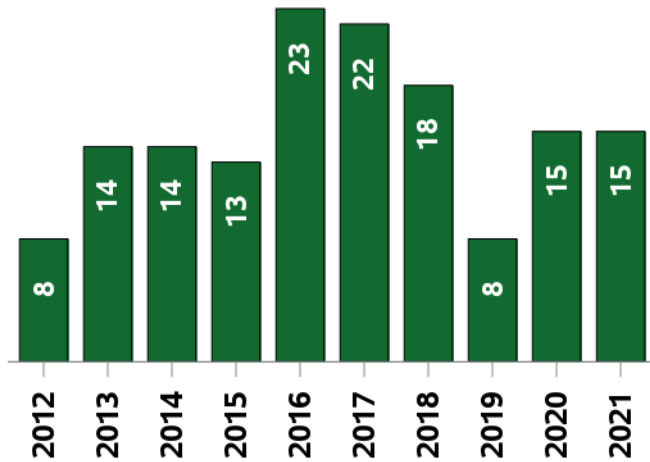
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

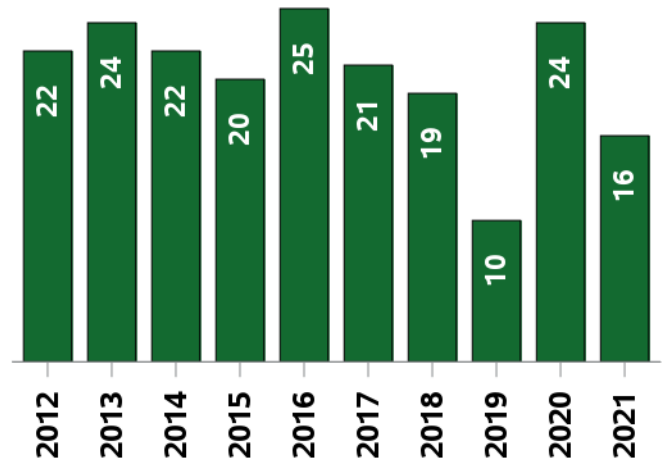
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

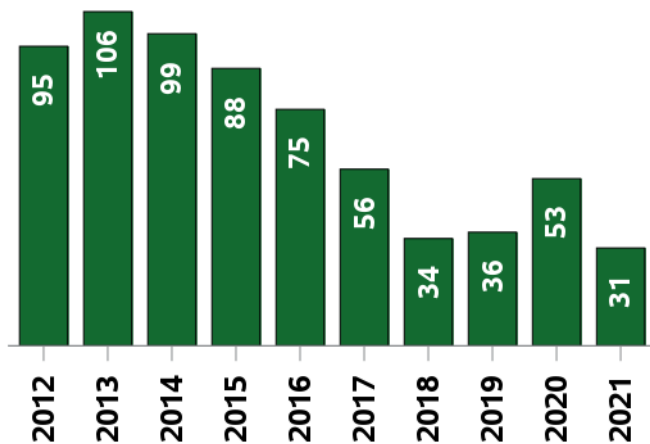
Sales Activity (June only)



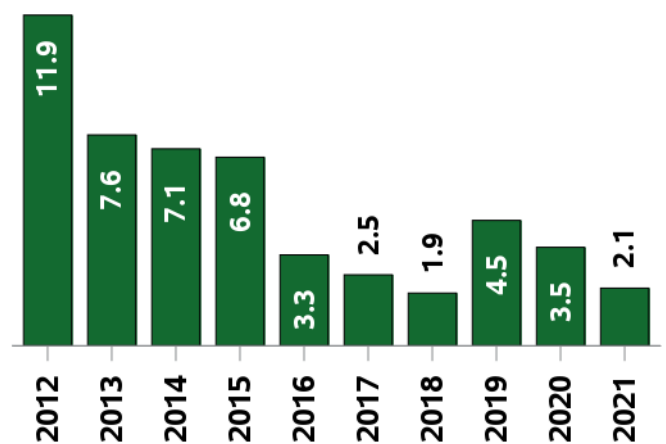
New Listings (June only)



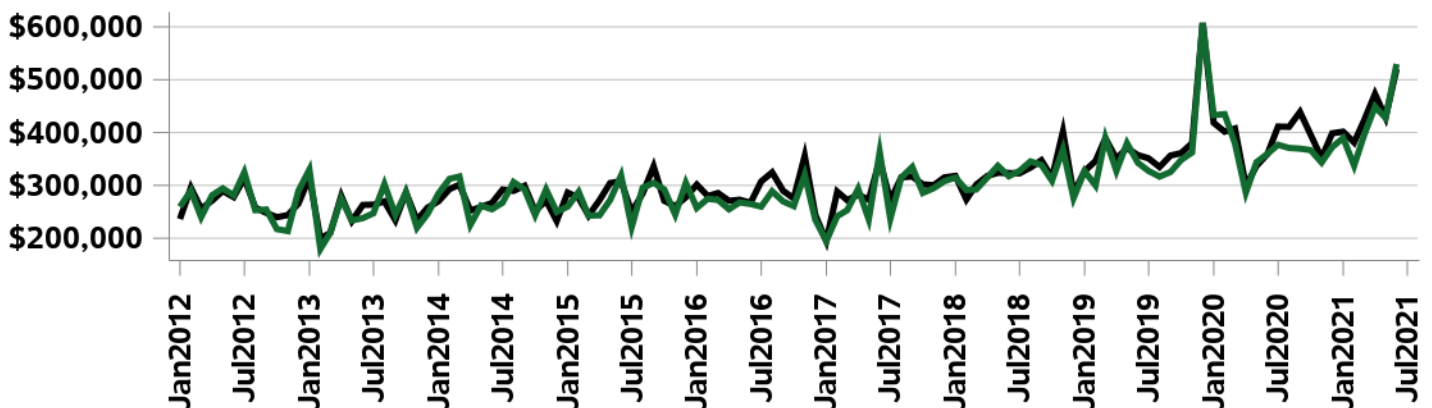
Active Listings (June only)



Months of Inventory (June only)

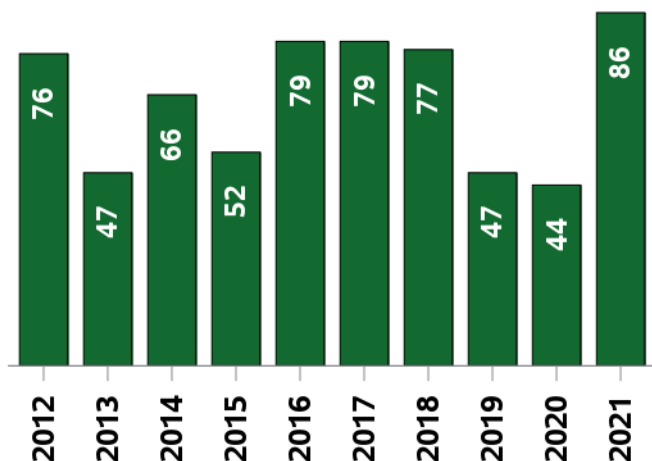


Average Price and Median Price

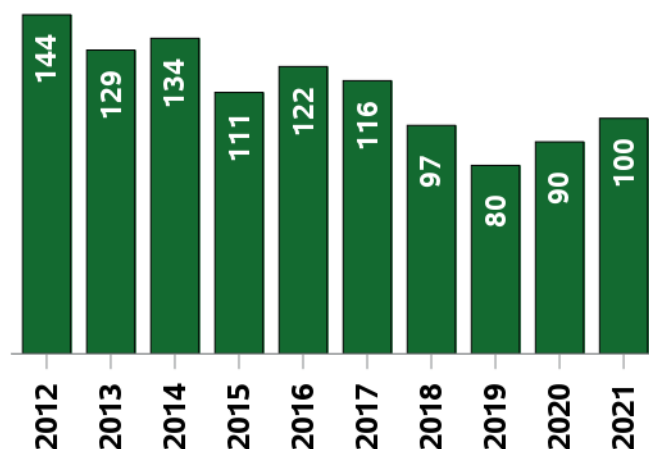


Castlegar MLS® Single Family Market Activity

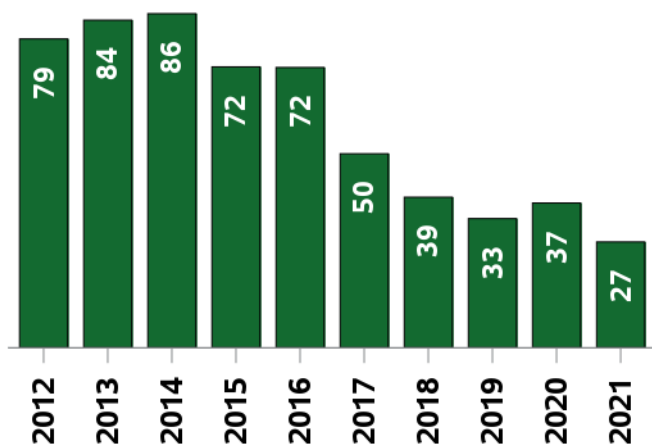
Sales Activity (June Year-to-date)



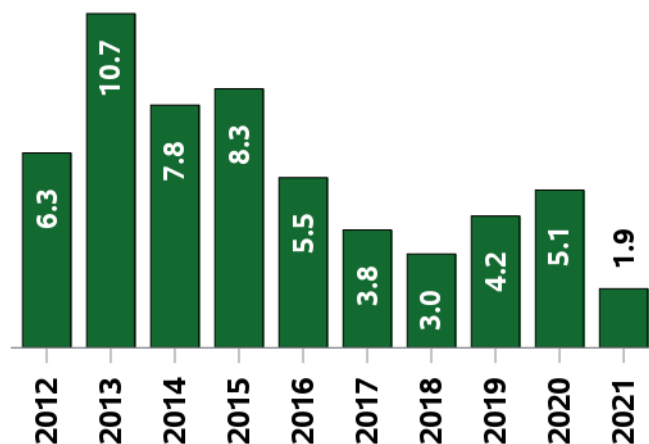
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Cranbrook MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 55 | 41.0 | 61.8 | 77.4 | 12.2 | 103.7 | 139.1 |
| Dollar Volume | \$21,894,275 | 69.7 | 99.2 | 138.2 | 66.9 | 175.4 | 242.6 |
| New Listings | 59 | 1.7 | 0.0 | 31.1 | 7.3 | 5.4 | -23.4 |
| Active Listings | 81 | -25.0 | -48.7 | -31.9 | -55.7 | -64.3 | -69.9 |
| Sales to New Listings Ratio ¹ | 93.2 | 67.2 | 57.6 | 68.9 | 89.1 | 48.2 | 29.9 |
| Months of Inventory ² | 1.5 | 2.8 | 4.6 | 3.8 | 3.7 | 8.4 | 11.7 |
| Average Price | \$398,078 | 20.4 | 23.2 | 34.2 | 48.7 | 35.2 | 43.3 |
| Median Price | \$405,000 | 16.7 | 30.9 | 43.4 | 55.8 | 32.8 | 44.6 |
| Sale to List Price Ratio | 100.7 | 97.1 | 97.6 | 96.9 | 97.0 | 95.7 | 96.2 |
| Median Days on Market | 26.0 | 28.0 | 30.0 | 42.0 | 45.0 | 29.0 | 31.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 278 | 68.5 | 65.5 | 54.4 | 45.5 | 82.9 | 102.9 |
| Dollar Volume | \$101,812,905 | 94.9 | 96.7 | 99.2 | 109.4 | 146.8 | 201.1 |
| New Listings | 314 | 20.8 | 6.1 | 18.0 | 1.3 | -4.8 | -11.3 |
| Active Listings ³ | 79 | -21.2 | -30.4 | -27.6 | -55.4 | -60.4 | -66.1 |
| Sales to New Listings Ratio ⁴ | 88.5 | 63.5 | 56.8 | 67.7 | 61.6 | 46.1 | 38.7 |
| Months of Inventory ⁵ | 1.7 | 3.6 | 4.0 | 3.6 | 5.5 | 7.8 | 10.2 |
| Average Price | \$366,233 | 15.7 | 18.8 | 29.0 | 43.8 | 35.0 | 48.4 |
| Median Price | \$363,000 | 11.0 | 15.8 | 28.5 | 45.5 | 39.3 | 51.3 |
| Sale to List Price Ratio | 99.2 | 97.7 | 97.0 | 97.6 | 96.7 | 96.3 | 95.8 |
| Median Days on Market | 27.0 | 36.0 | 35.0 | 38.0 | 52.0 | 65.0 | 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.

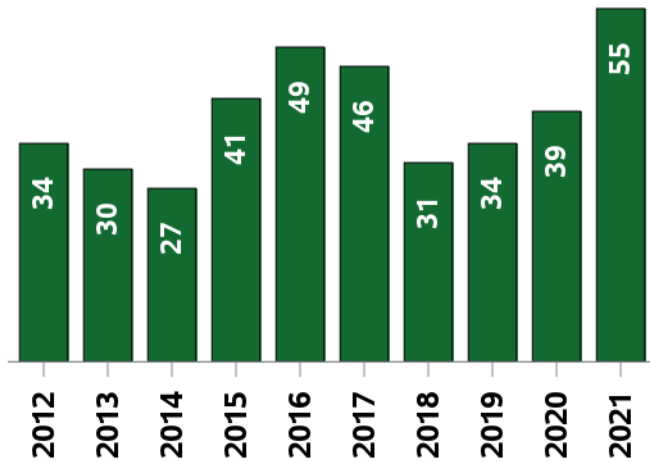
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

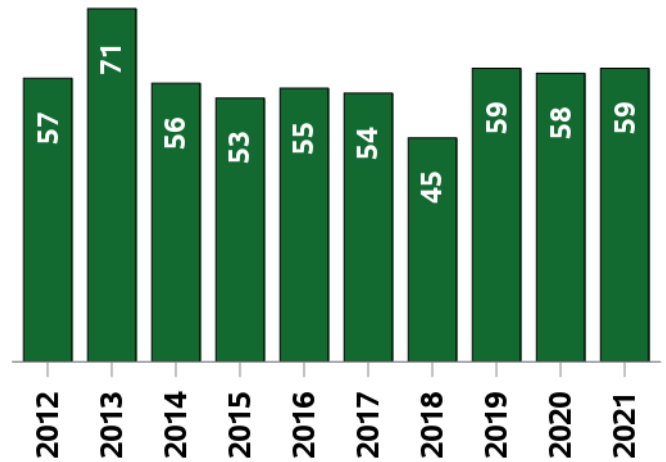
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

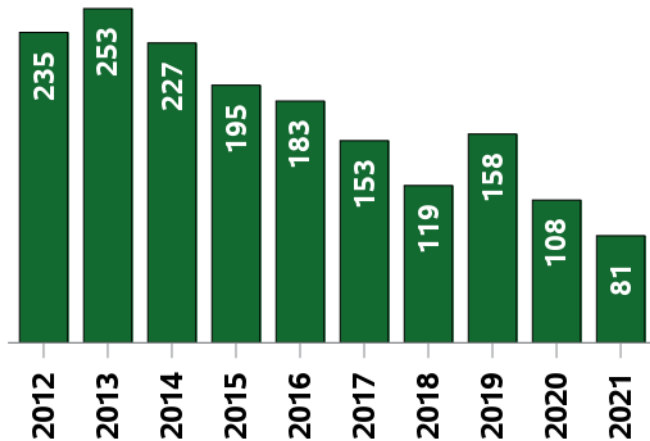
Sales Activity (June only)



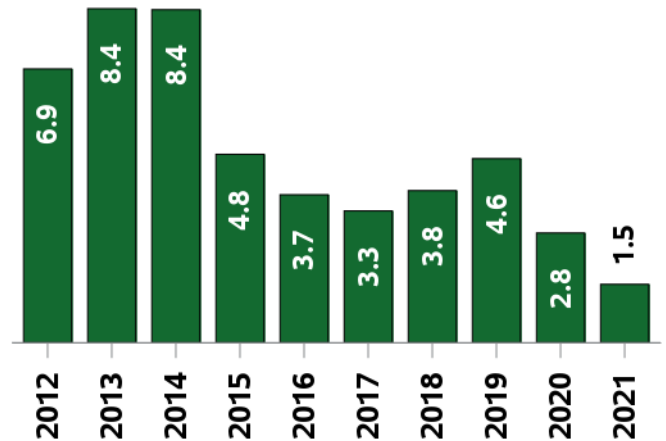
New Listings (June only)



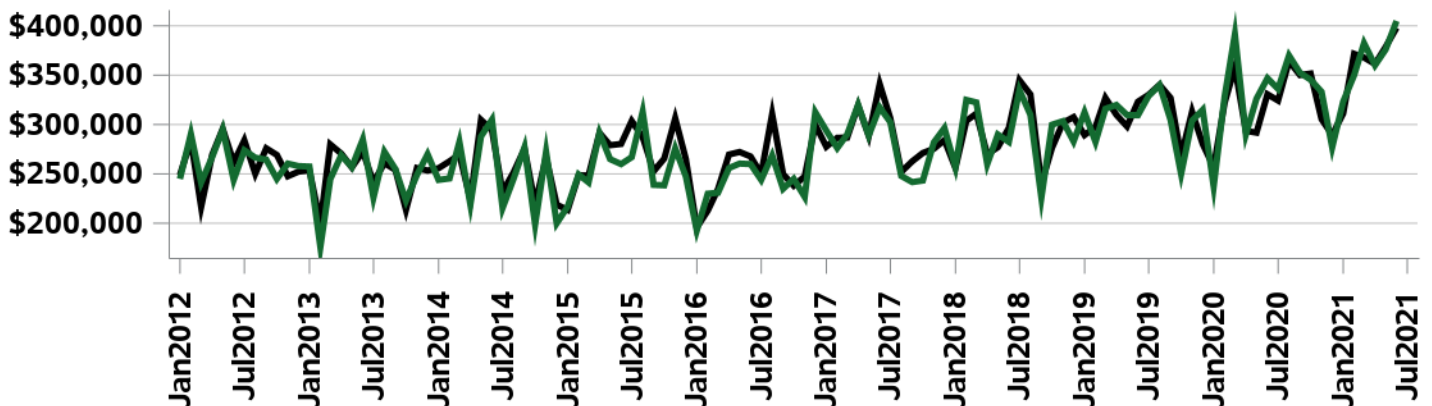
Active Listings (June only)



Months of Inventory (June only)

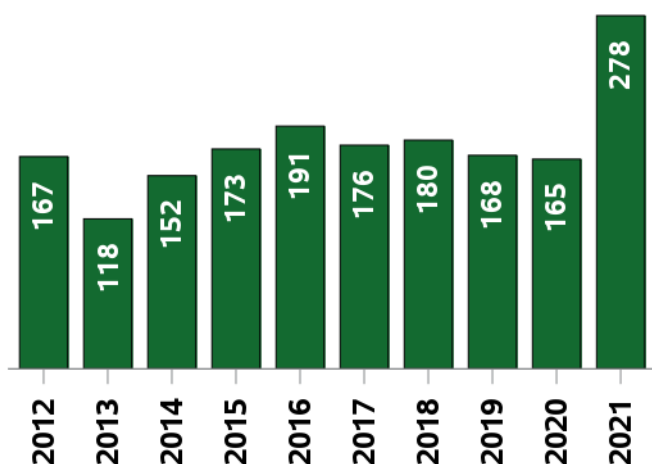


Average Price and Median Price

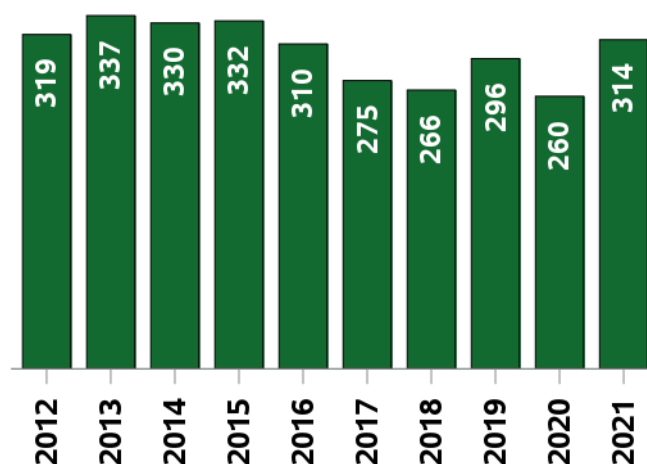


Cranbrook MLS® Residential Market Activity

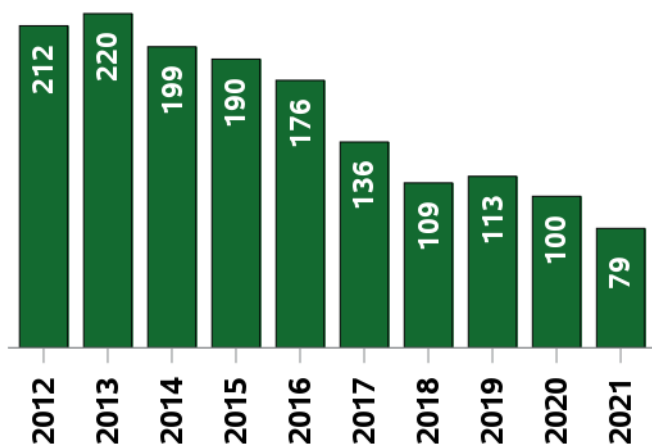
Sales Activity (June Year-to-date)



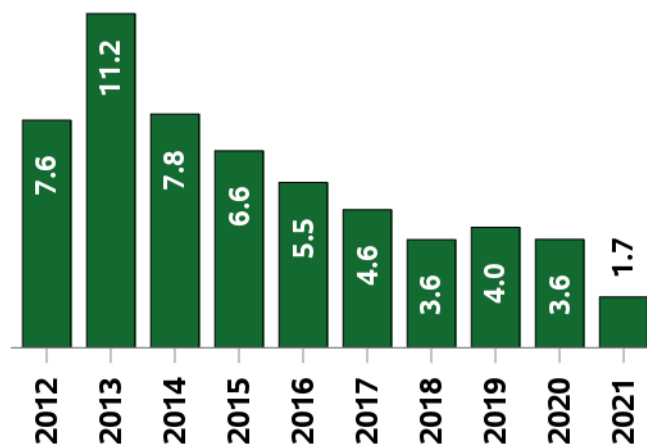
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Cranbrook MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 46 | 39.4 | 64.3 | 76.9 | 12.2 | 100.0 | 109.1 |
| Dollar Volume | \$20,227,775 | 71.2 | 106.2 | 146.0 | 71.5 | 189.2 | 221.2 |
| New Listings | 48 | 4.3 | 4.3 | 23.1 | -2.0 | 6.7 | -22.6 |
| Active Listings | 69 | -17.9 | -44.8 | -27.4 | -47.7 | -56.6 | -68.5 |
| Sales to New Listings Ratio ¹ | 95.8 | 71.7 | 60.9 | 66.7 | 83.7 | 51.1 | 35.5 |
| Months of Inventory ² | 1.5 | 2.5 | 4.5 | 3.7 | 3.2 | 6.9 | 10.0 |
| Average Price | \$439,734 | 22.8 | 25.5 | 39.0 | 52.8 | 44.6 | 53.6 |
| Median Price | \$434,500 | 21.0 | 31.3 | 47.3 | 64.6 | 36.6 | 54.5 |
| Sale to List Price Ratio | 100.7 | 97.7 | 97.9 | 96.6 | 97.3 | 96.2 | 96.6 |
| Median Days on Market | 27.5 | 35.0 | 31.5 | 37.0 | 37.0 | 29.0 | 28.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 214 | 68.5 | 62.1 | 57.4 | 42.7 | 68.5 | 79.8 |
| Dollar Volume | \$89,080,105 | 95.0 | 93.1 | 102.6 | 110.9 | 142.4 | 184.8 |
| New Listings | 246 | 19.4 | 4.7 | 18.3 | 1.7 | -0.8 | -14.9 |
| Active Listings ³ | 61 | -19.9 | -33.9 | -24.5 | -50.3 | -55.5 | -68.0 |
| Sales to New Listings Ratio ⁴ | 87.0 | 61.7 | 56.2 | 65.4 | 62.0 | 51.2 | 41.2 |
| Months of Inventory ⁵ | 1.7 | 3.6 | 4.2 | 3.5 | 4.9 | 6.4 | 9.5 |
| Average Price | \$416,262 | 15.7 | 19.1 | 28.8 | 47.8 | 43.9 | 58.3 |
| Median Price | \$399,000 | 11.1 | 19.1 | 26.7 | 49.6 | 46.7 | 58.3 |
| Sale to List Price Ratio | 99.4 | 97.9 | 97.3 | 97.8 | 97.2 | 96.6 | 96.2 |
| Median Days on Market | 27.5 | 35.0 | 35.0 | 33.0 | 46.5 | 64.0 | 45.0 |

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.

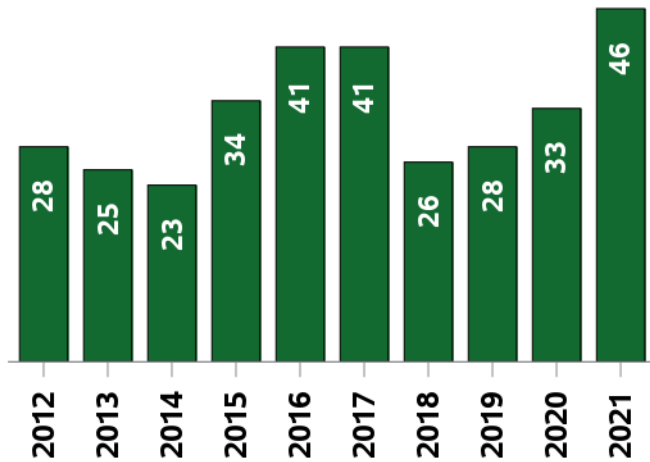
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

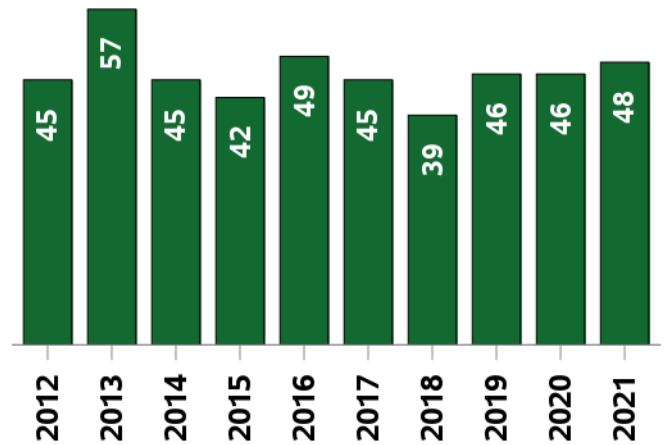
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

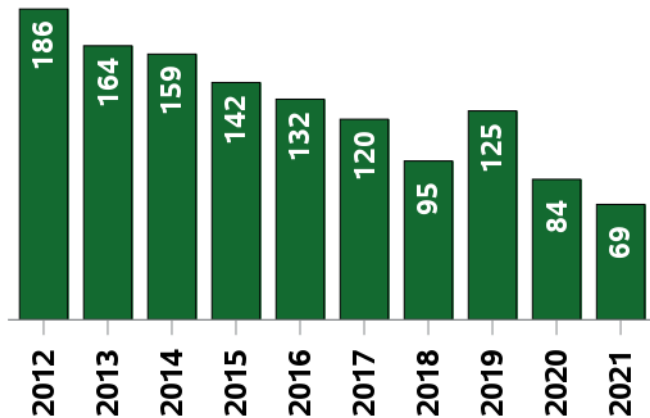
Sales Activity (June only)



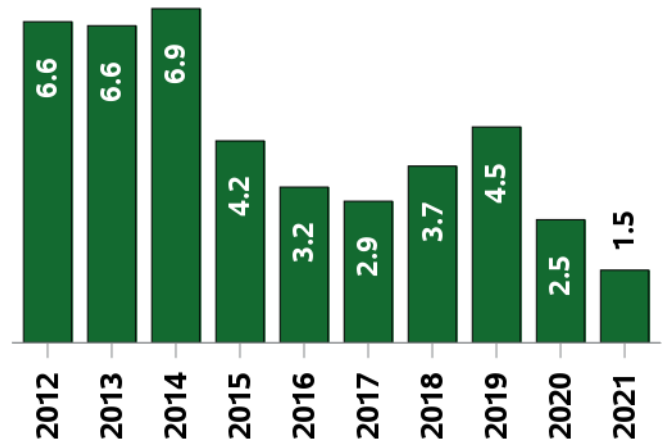
New Listings (June only)



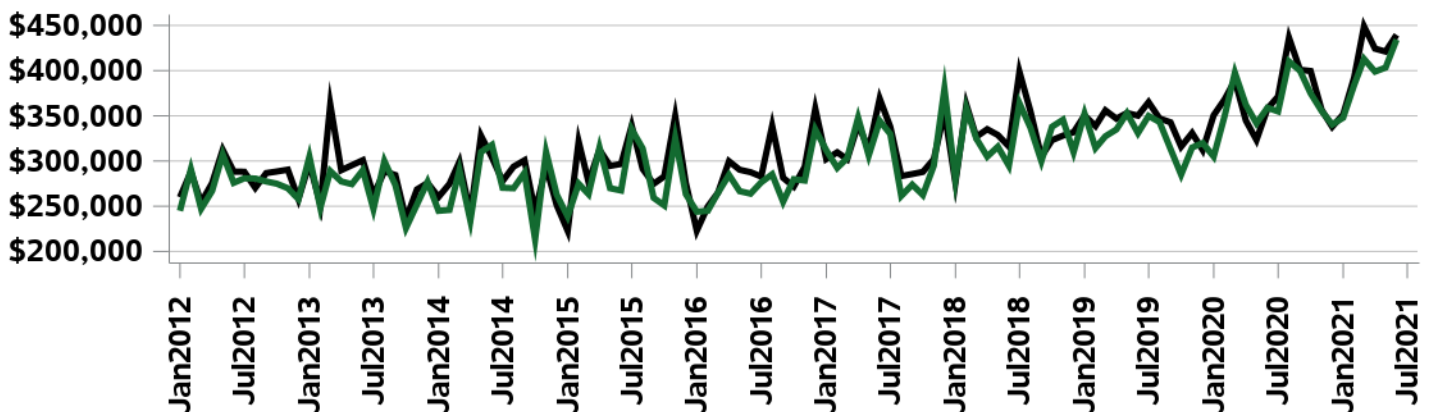
Active Listings (June only)



Months of Inventory (June only)

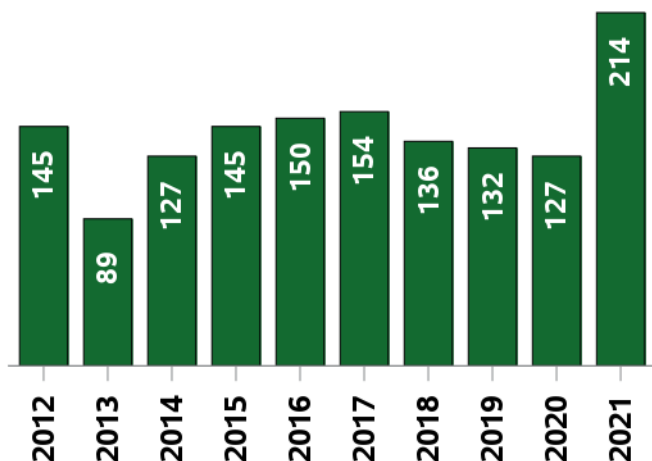


Average Price and Median Price

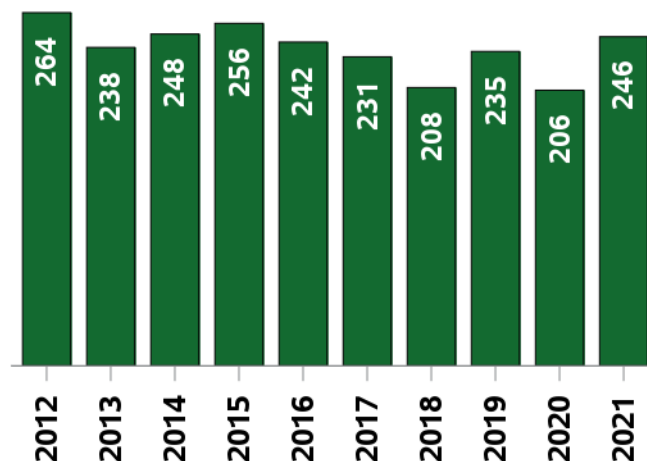


Cranbrook MLS® Single Family Market Activity

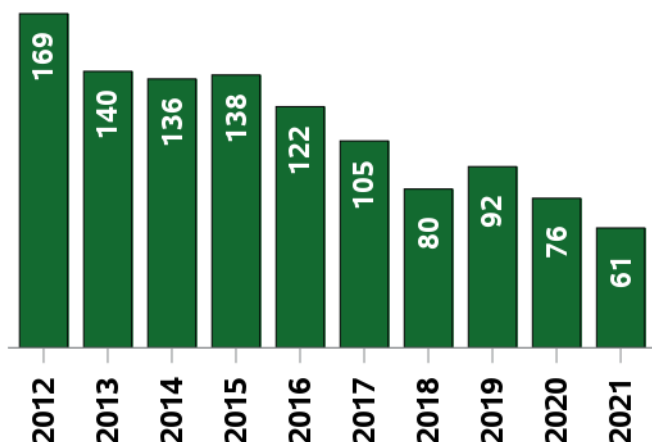
Sales Activity (June Year-to-date)



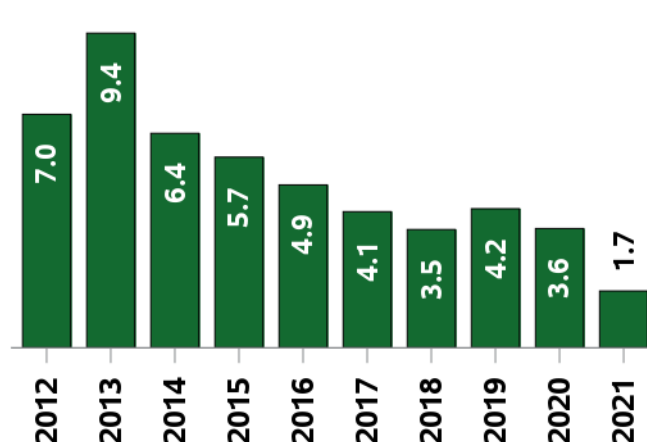
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Cranbrook Lakes MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 6 | 50.0 | -14.3 | -14.3 | -40.0 | 50.0 | 20.0 |
| Dollar Volume | \$4,832,830 | 94.8 | 30.7 | -8.2 | 12.7 | 141.6 | 258.5 |
| New Listings | 8 | -27.3 | -33.3 | -33.3 | -27.3 | -38.5 | -75.0 |
| Active Listings | 24 | -47.8 | -68.4 | -63.6 | -61.3 | -64.7 | -80.0 |
| Sales to New Listings Ratio ¹ | 75.0 | 36.4 | 58.3 | 58.3 | 90.9 | 30.8 | 15.6 |
| Months of Inventory ² | 4.0 | 11.5 | 10.9 | 9.4 | 6.2 | 17.0 | 24.0 |
| Average Price | \$805,472 | 29.9 | 52.5 | 7.1 | 87.8 | 61.1 | 198.8 |
| Median Price | \$684,915 | 2.5 | 29.2 | 1.5 | 83.4 | 32.3 | 136.2 |
| Sale to List Price Ratio | 103.2 | 95.3 | 98.7 | 98.6 | 96.7 | 97.2 | 89.9 |
| Median Days on Market | 39.0 | 104.5 | 66.0 | 38.0 | 68.5 | 41.5 | 162.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 47 | 123.8 | 62.1 | 62.1 | 56.7 | 104.3 | 123.8 |
| Dollar Volume | \$35,695,431 | 192.3 | 121.9 | 156.9 | 201.7 | 243.7 | 439.4 |
| New Listings | 56 | 14.3 | -32.5 | -27.3 | -12.5 | -20.0 | -48.6 |
| Active Listings ³ | 23 | -36.1 | -61.0 | -57.2 | -56.7 | -60.7 | -77.0 |
| Sales to New Listings Ratio ⁴ | 83.9 | 42.9 | 34.9 | 37.7 | 46.9 | 32.9 | 19.3 |
| Months of Inventory ⁵ | 3.0 | 10.4 | 12.4 | 11.3 | 10.8 | 15.5 | 29.0 |
| Average Price | \$759,477 | 30.6 | 36.9 | 58.5 | 92.5 | 68.2 | 141.0 |
| Median Price | \$750,000 | 31.6 | 30.4 | 59.5 | 98.7 | 76.5 | 117.4 |
| Sale to List Price Ratio | 99.2 | 97.3 | 96.9 | 96.4 | 95.5 | 96.4 | 93.1 |
| Median Days on Market | 45.0 | 92.0 | 86.0 | 38.0 | 80.5 | 110.0 | 27.0 |

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.

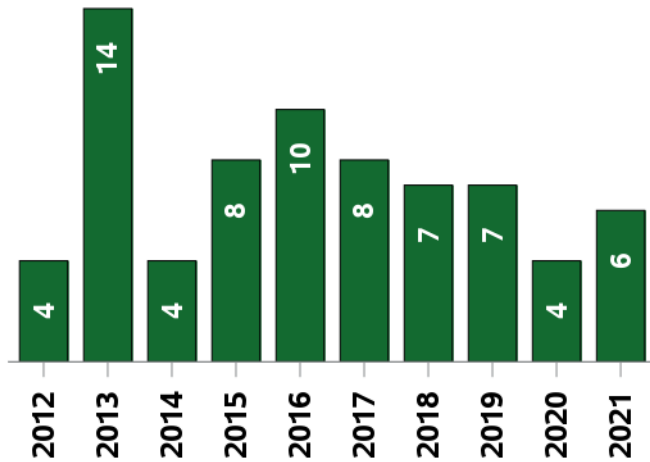
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

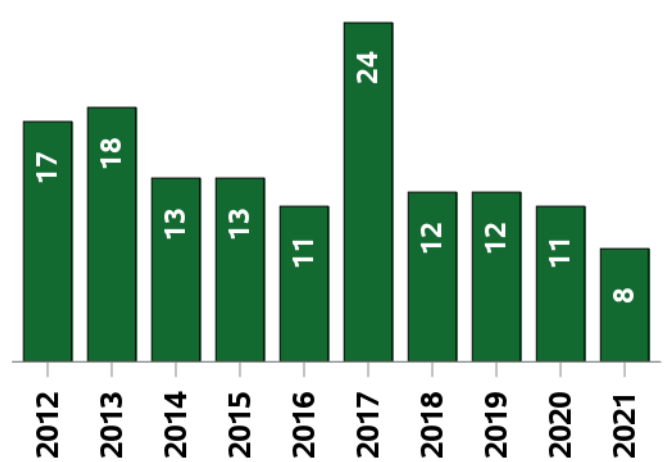
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

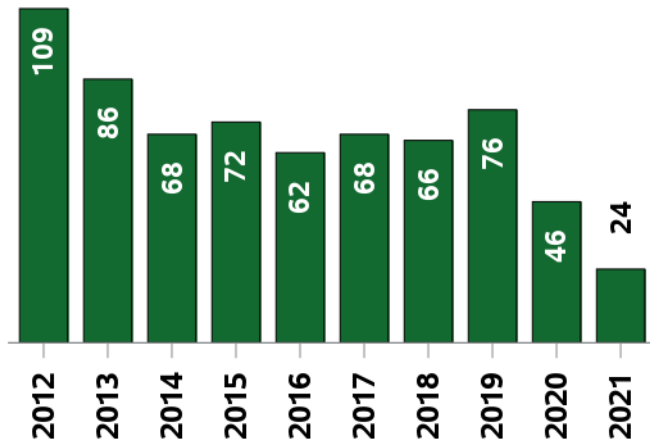
Sales Activity (June only)



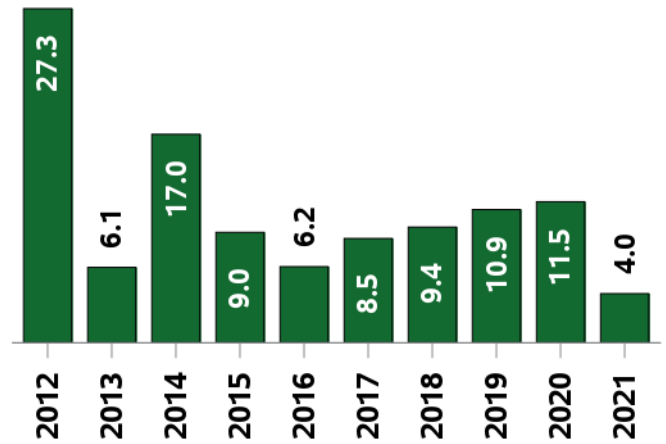
New Listings (June only)



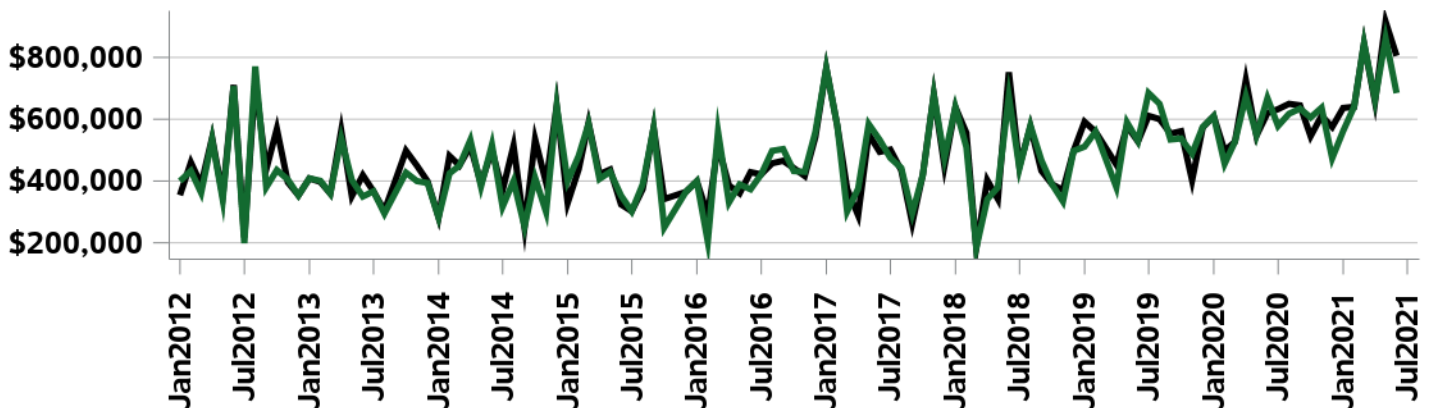
Active Listings (June only)



Months of Inventory (June only)

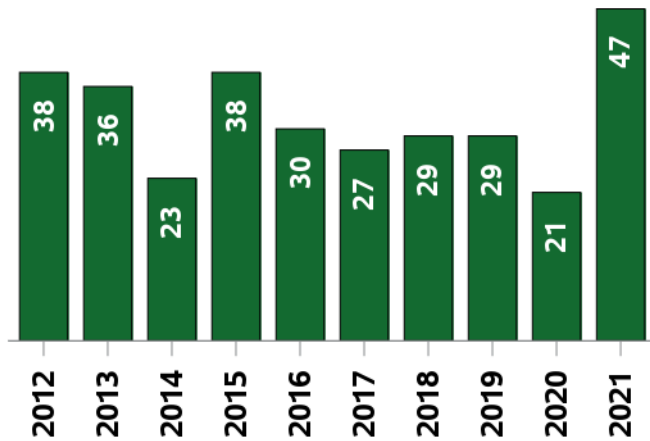


Average Price and Median Price

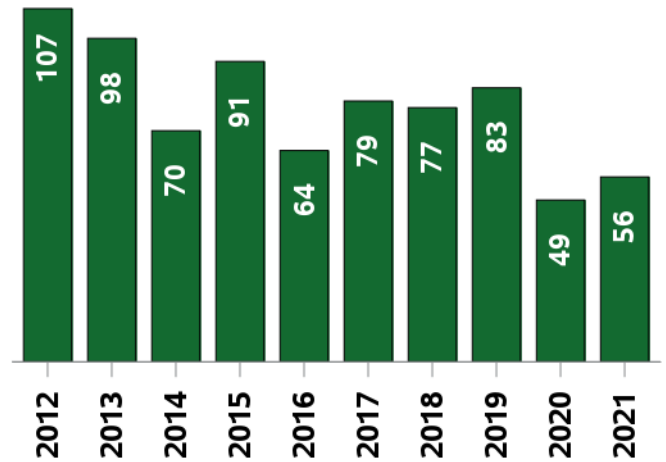


Cranbrook Lakes MLS® Residential Market Activity

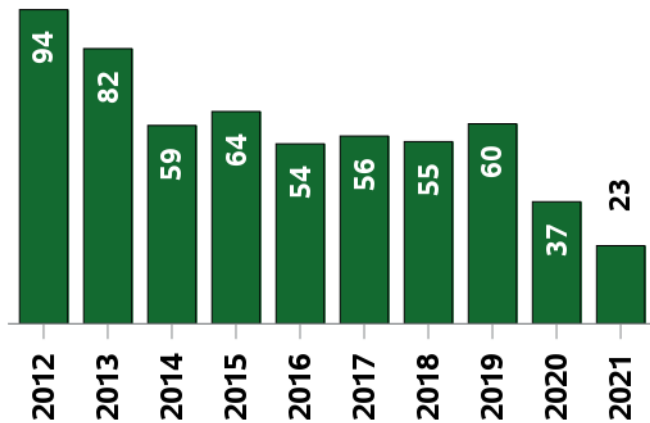
Sales Activity (June Year-to-date)



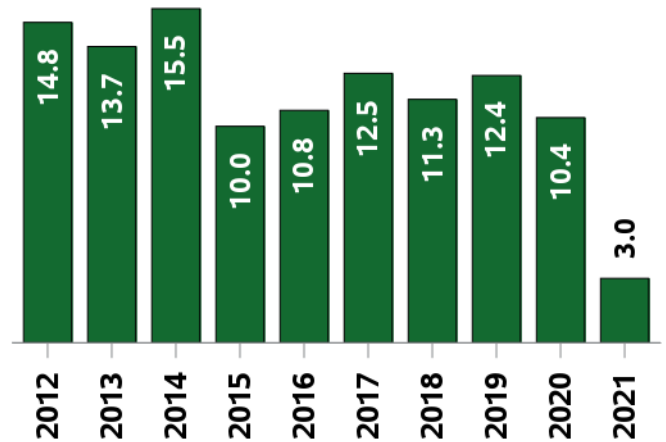
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Cranbrook Lakes MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 6 | 50.0 | 0.0 | -14.3 | -40.0 | 50.0 | 50.0 |
| Dollar Volume | \$4,832,830 | 94.8 | 52.6 | -8.2 | 12.7 | 141.6 | 266.7 |
| New Listings | 8 | -27.3 | -20.0 | -27.3 | -20.0 | -38.5 | -75.0 |
| Active Listings | 24 | -45.5 | -66.2 | -58.6 | -57.9 | -62.5 | -78.8 |
| Sales to New Listings Ratio ¹ | 75.0 | 36.4 | 60.0 | 63.6 | 100.0 | 30.8 | 12.5 |
| Months of Inventory ² | 4.0 | 11.0 | 11.8 | 8.3 | 5.7 | 16.0 | 28.3 |
| Average Price | \$805,472 | 29.9 | 52.6 | 7.1 | 87.8 | 61.1 | 144.5 |
| Median Price | \$684,915 | 2.5 | 27.8 | 1.5 | 83.4 | 32.3 | 133.4 |
| Sale to List Price Ratio | 103.2 | 95.3 | 99.4 | 98.6 | 96.7 | 97.2 | 93.7 |
| Median Days on Market | 39.0 | 104.5 | 60.5 | 38.0 | 68.5 | 41.5 | 90.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 46 | 119.0 | 64.3 | 91.7 | 64.3 | 119.0 | 155.6 |
| Dollar Volume | \$35,627,431 | 191.8 | 129.0 | 161.8 | 203.9 | 255.3 | 447.3 |
| New Listings | 55 | 14.6 | -28.6 | -22.5 | -6.8 | -16.7 | -46.6 |
| Active Listings ³ | 23 | -33.8 | -59.5 | -48.1 | -54.6 | -58.4 | -75.3 |
| Sales to New Listings Ratio ⁴ | 83.6 | 43.8 | 36.4 | 33.8 | 47.5 | 31.8 | 17.5 |
| Months of Inventory ⁵ | 3.0 | 10.0 | 12.3 | 11.2 | 10.9 | 15.9 | 31.3 |
| Average Price | \$774,509 | 33.2 | 39.4 | 36.6 | 85.0 | 62.2 | 114.2 |
| Median Price | \$750,000 | 31.6 | 29.9 | 47.1 | 91.2 | 66.7 | 108.1 |
| Sale to List Price Ratio | 99.2 | 97.3 | 96.9 | 97.6 | 95.5 | 96.6 | 95.0 |
| Median Days on Market | 46.5 | 92.0 | 79.5 | 38.0 | 76.5 | 110.0 | 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.

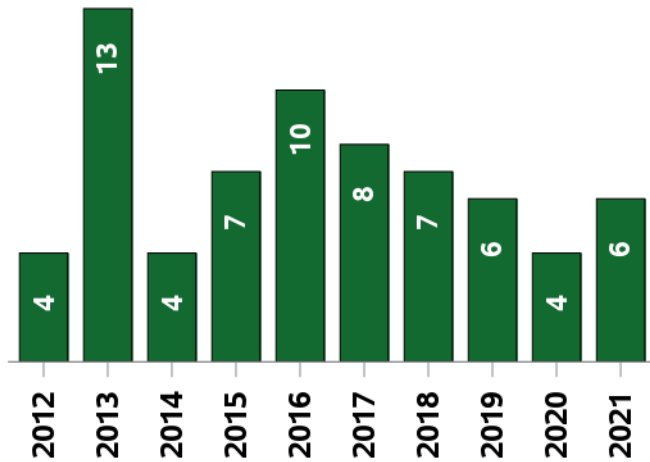
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

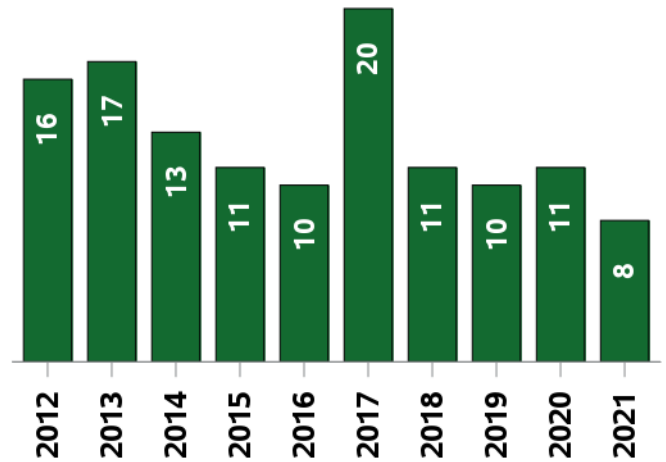
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

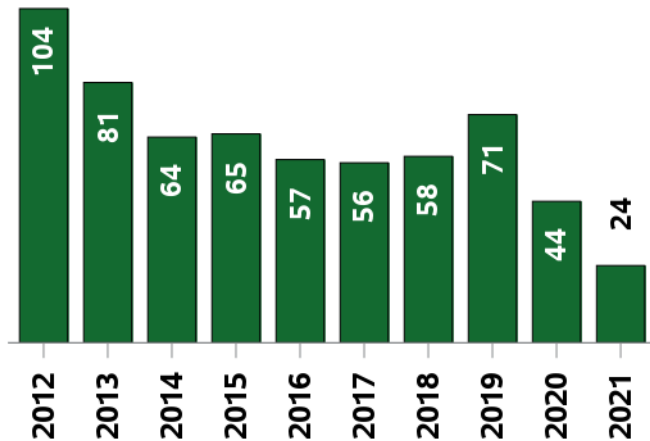
Sales Activity (June only)



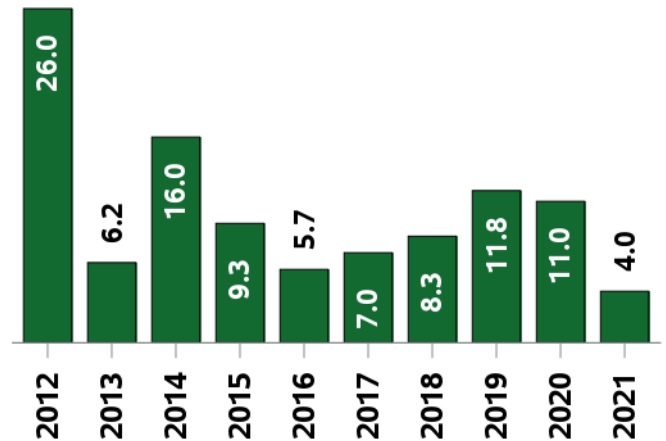
New Listings (June only)



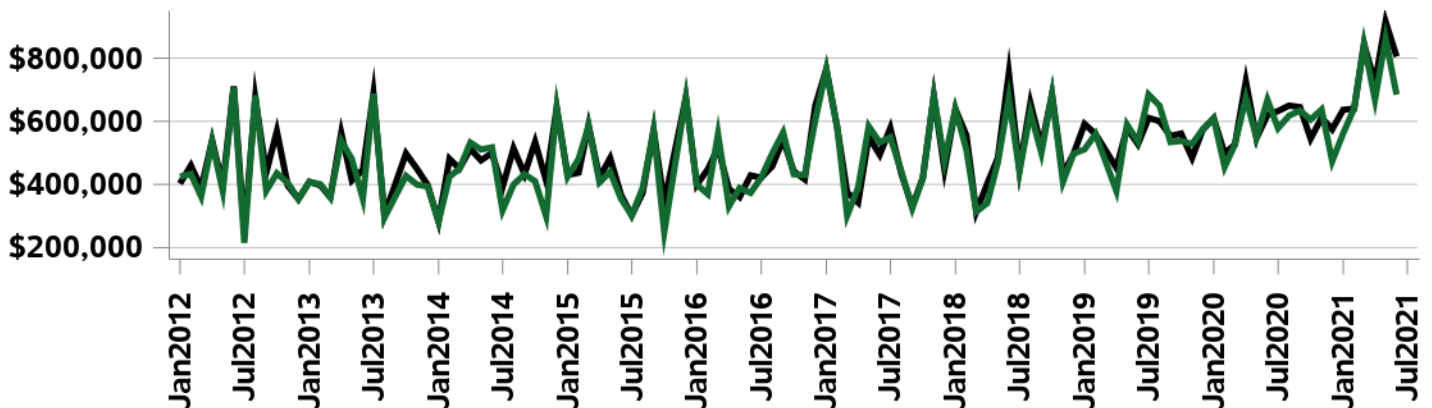
Active Listings (June only)



Months of Inventory (June only)

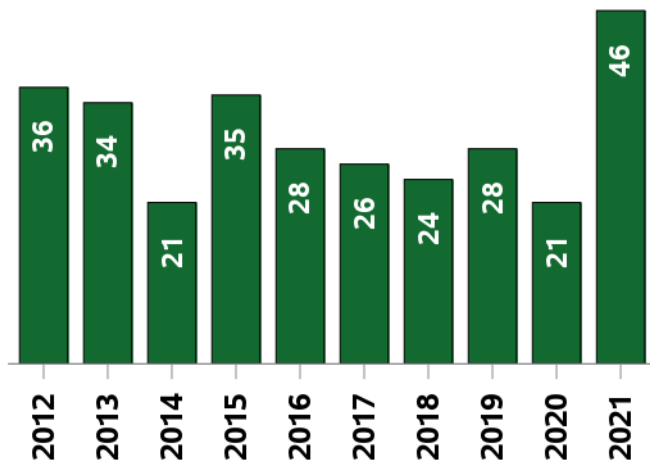


Average Price and Median Price

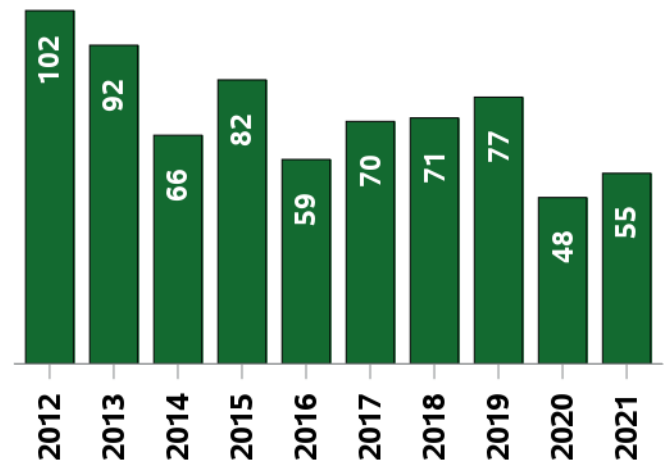


Cranbrook Lakes MLS® Single Family Market Activity

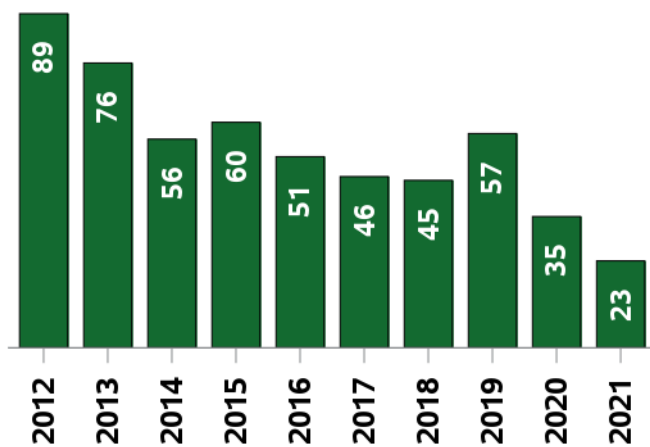
Sales Activity (June Year-to-date)



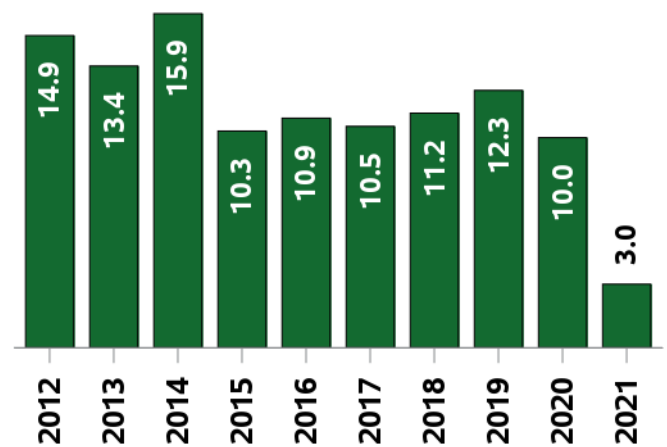
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Creston MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 14 | 0.0 | 40.0 | 16.7 | 7.7 | 16.7 | 40.0 |
| Dollar Volume | \$5,558,150 | 16.3 | 134.8 | 43.5 | 110.5 | 91.0 | 147.5 |
| New Listings | 23 | -11.5 | 0.0 | 4.5 | 0.0 | -14.8 | 15.0 |
| Active Listings | 43 | -38.6 | -49.4 | -55.2 | -68.6 | -71.1 | -67.2 |
| Sales to New Listings Ratio ¹ | 60.9 | 53.8 | 43.5 | 54.5 | 56.5 | 44.4 | 50.0 |
| Months of Inventory ² | 3.1 | 5.0 | 8.5 | 8.0 | 10.5 | 12.4 | 13.1 |
| Average Price | \$397,011 | 16.3 | 67.7 | 23.0 | 95.4 | 63.7 | 76.8 |
| Median Price | \$374,500 | 6.8 | 52.2 | 30.3 | 78.3 | 51.3 | 63.9 |
| Sale to List Price Ratio | 99.5 | 96.4 | 95.7 | 94.9 | 96.0 | 96.0 | 94.3 |
| Median Days on Market | 39.0 | 56.5 | 65.5 | 49.0 | 54.0 | 110.5 | 79.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 92 | 84.0 | 37.3 | 27.8 | 61.4 | 104.4 | 114.0 |
| Dollar Volume | \$34,568,611 | 148.1 | 80.5 | 83.1 | 197.6 | 265.7 | 271.2 |
| New Listings | 105 | 2.9 | -15.3 | -15.3 | -29.5 | -35.2 | -22.2 |
| Active Listings ³ | 35 | -44.3 | -52.8 | -58.4 | -69.8 | -72.3 | -68.9 |
| Sales to New Listings Ratio ⁴ | 87.6 | 49.0 | 54.0 | 58.1 | 38.3 | 27.8 | 31.9 |
| Months of Inventory ⁵ | 2.3 | 7.5 | 6.6 | 7.0 | 12.2 | 16.8 | 15.6 |
| Average Price | \$375,746 | 34.8 | 31.5 | 43.3 | 84.4 | 78.9 | 73.5 |
| Median Price | \$369,000 | 35.7 | 39.2 | 42.0 | 84.5 | 80.0 | 57.0 |
| Sale to List Price Ratio | 98.4 | 95.3 | 96.3 | 95.5 | 93.9 | 92.9 | 93.3 |
| Median Days on Market | 46.0 | 66.5 | 46.0 | 59.5 | 78.0 | 109.0 | 86.0 |

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.

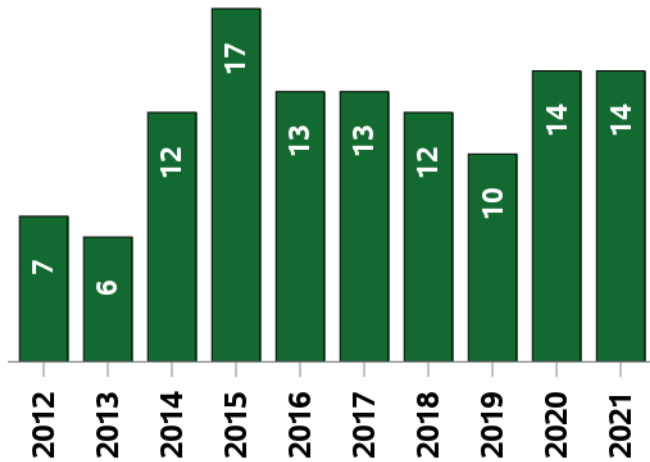
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

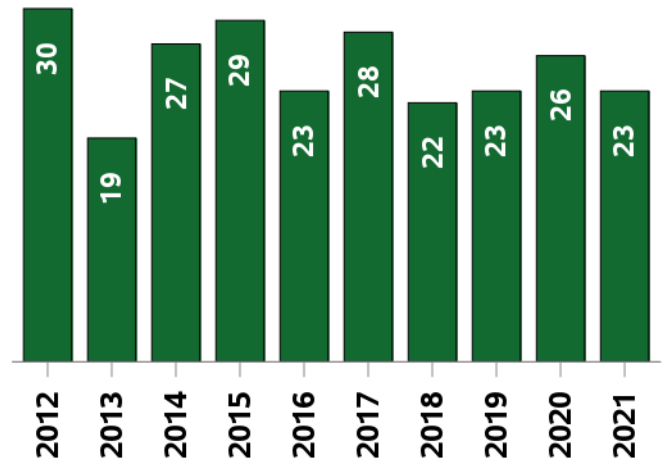
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

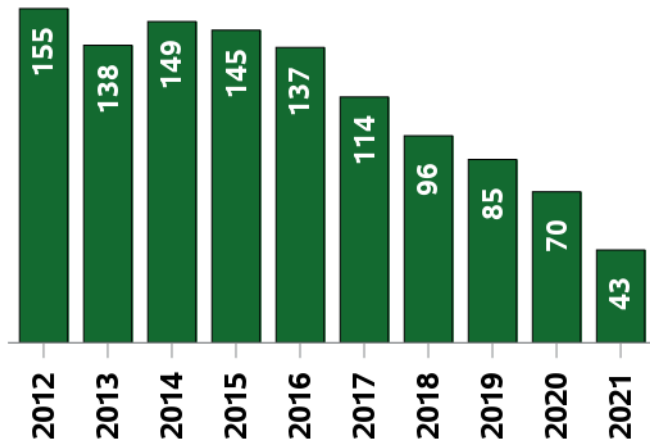
Sales Activity (June only)



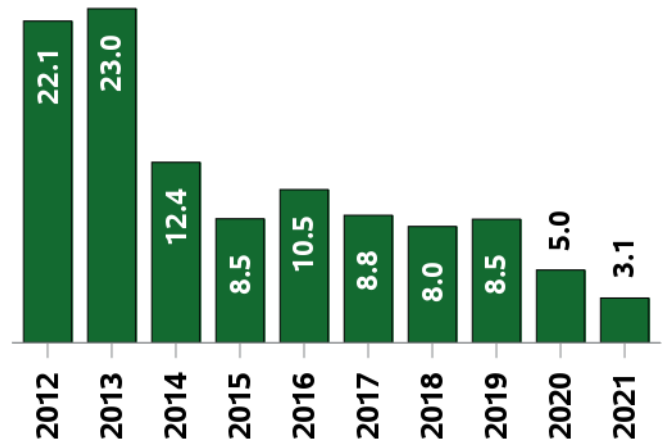
New Listings (June only)



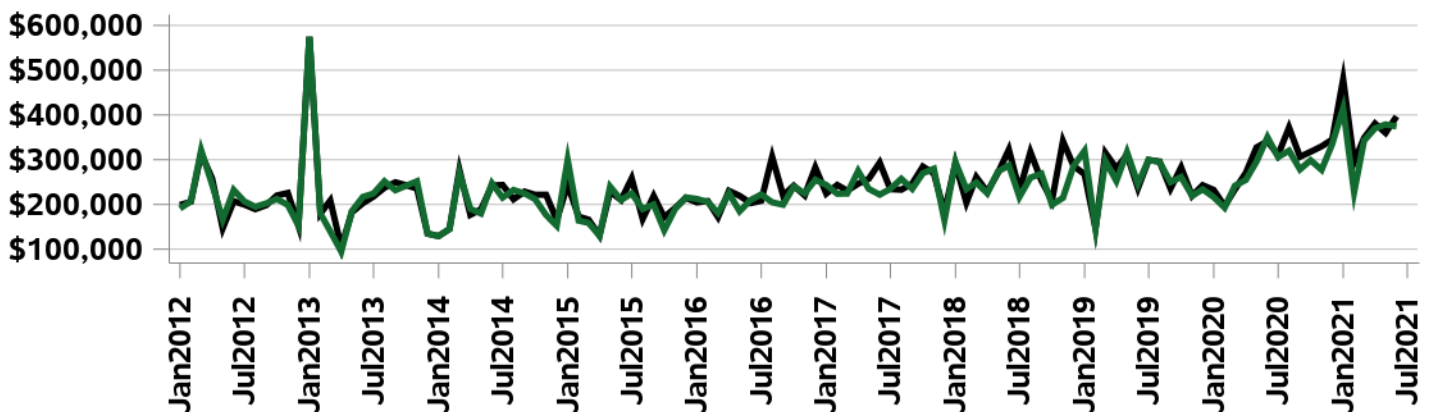
Active Listings (June only)



Months of Inventory (June only)

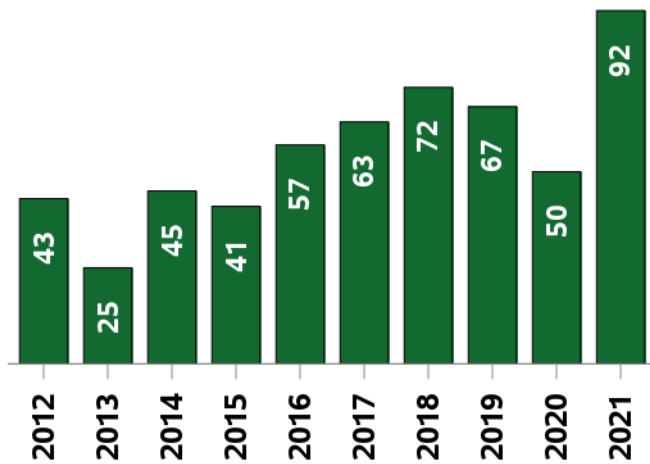


Average Price and Median Price

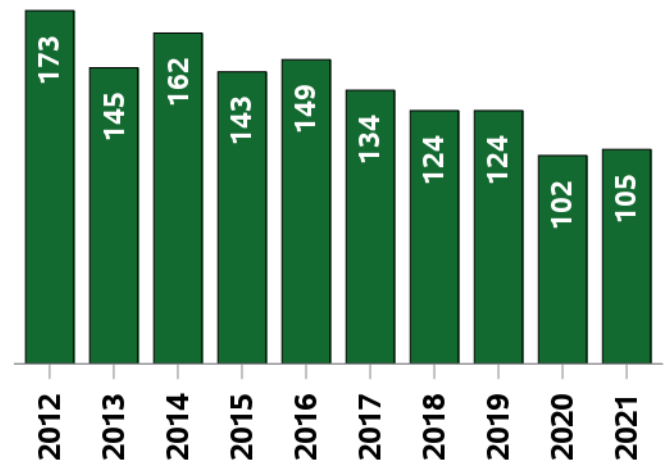


Creston MLS® Residential Market Activity

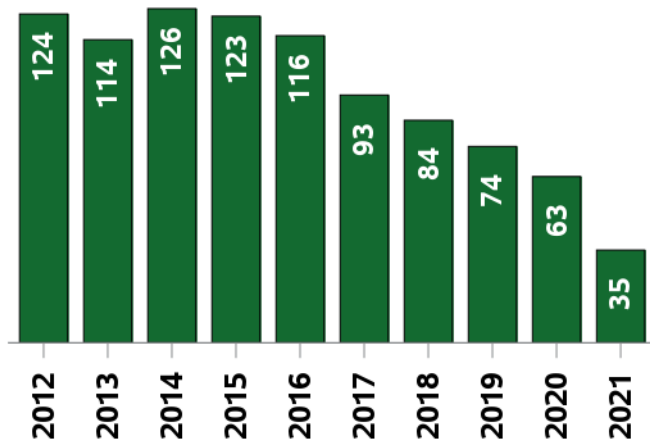
Sales Activity (June Year-to-date)



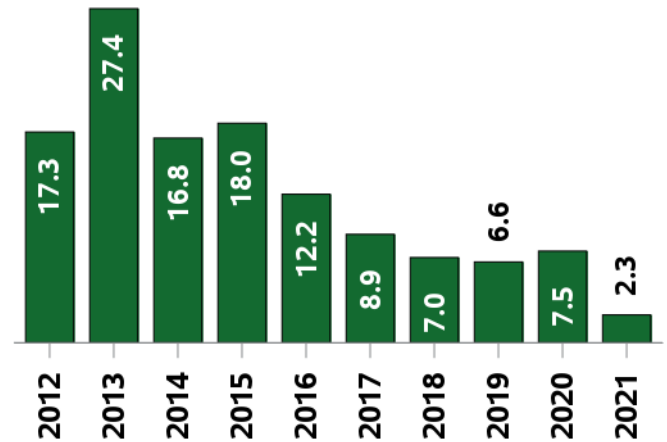
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Creston MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 13 | 0.0 | 85.7 | 18.2 | 30.0 | 8.3 | 44.4 |
| Dollar Volume | \$5,288,150 | 14.1 | 187.1 | 45.1 | 145.4 | 81.7 | 143.5 |
| New Listings | 16 | -30.4 | -15.8 | -27.3 | -27.3 | -27.3 | -5.9 |
| Active Listings | 34 | -43.3 | -55.8 | -61.8 | -71.2 | -73.8 | -70.4 |
| Sales to New Listings Ratio ¹ | 81.3 | 56.5 | 36.8 | 50.0 | 45.5 | 54.5 | 52.9 |
| Months of Inventory ² | 2.6 | 4.6 | 11.0 | 8.1 | 11.8 | 10.8 | 12.8 |
| Average Price | \$406,781 | 14.1 | 54.6 | 22.8 | 88.7 | 67.7 | 68.6 |
| Median Price | \$380,000 | 5.0 | 50.2 | 28.8 | 70.8 | 53.5 | 55.1 |
| Sale to List Price Ratio | 98.8 | 96.3 | 95.3 | 94.7 | 96.2 | 96.0 | 94.2 |
| Median Days on Market | 42.0 | 67.0 | 109.0 | 61.0 | 54.0 | 110.5 | 38.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 80 | 100.0 | 42.9 | 29.0 | 73.9 | 105.1 | 135.3 |
| Dollar Volume | \$32,153,611 | 160.5 | 84.2 | 81.7 | 219.9 | 261.1 | 295.7 |
| New Listings | 88 | 2.3 | -18.5 | -20.0 | -32.3 | -36.2 | -26.1 |
| Active Listings ³ | 31 | -42.4 | -54.2 | -59.7 | -68.1 | -71.2 | -68.2 |
| Sales to New Listings Ratio ⁴ | 90.9 | 46.5 | 51.9 | 56.4 | 35.4 | 28.3 | 28.6 |
| Months of Inventory ⁵ | 2.3 | 8.1 | 7.3 | 7.5 | 12.7 | 16.5 | 17.2 |
| Average Price | \$401,920 | 30.3 | 29.0 | 40.8 | 83.9 | 76.0 | 68.2 |
| Median Price | \$380,000 | 26.8 | 28.7 | 37.5 | 81.7 | 71.2 | 58.3 |
| Sale to List Price Ratio | 98.5 | 95.7 | 96.2 | 95.6 | 94.1 | 93.9 | 94.2 |
| Median Days on Market | 45.0 | 56.5 | 51.5 | 61.0 | 75.0 | 115.0 | 72.0 |

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.

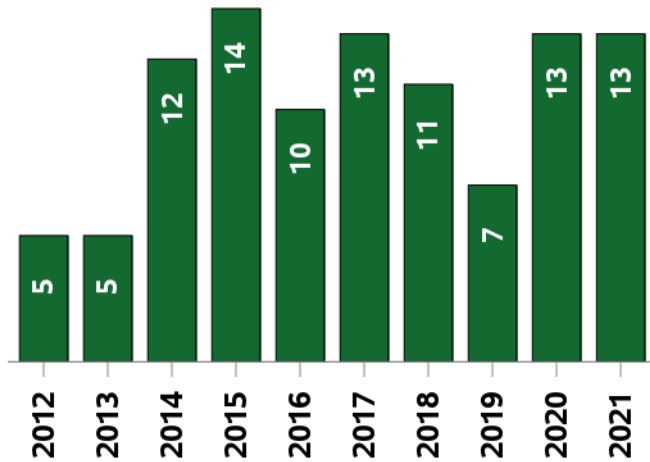
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

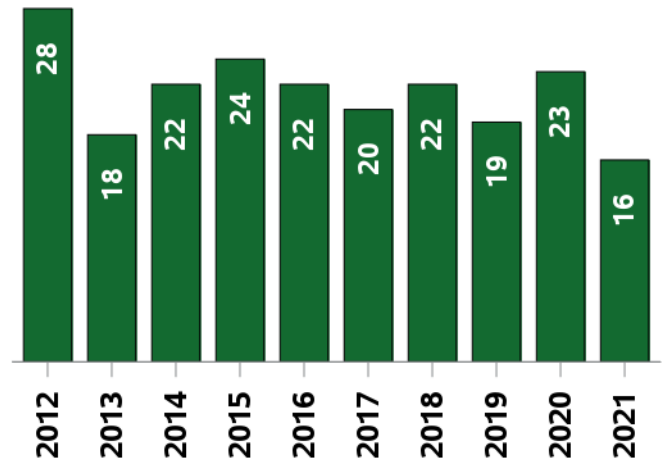
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

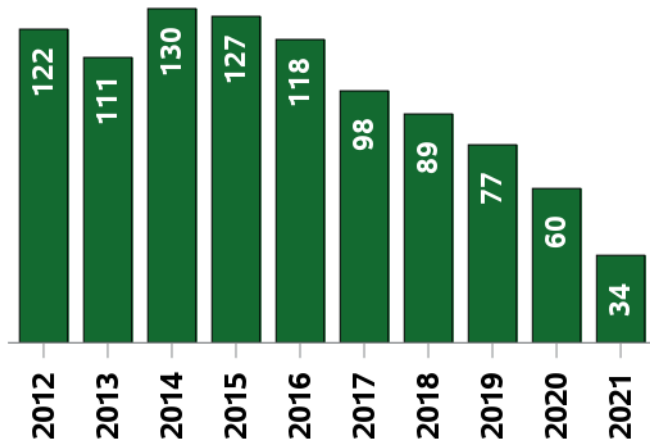
Sales Activity (June only)



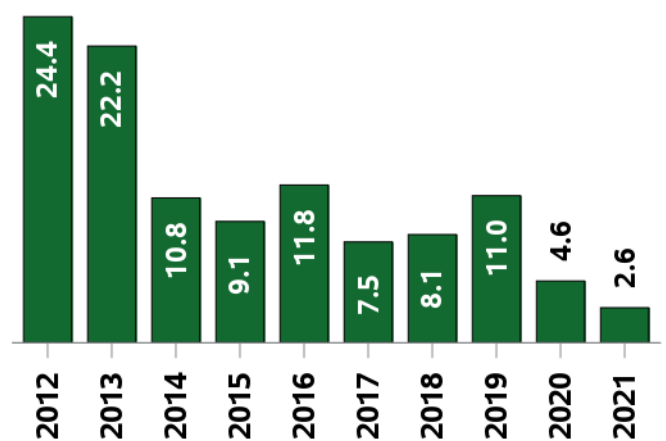
New Listings (June only)



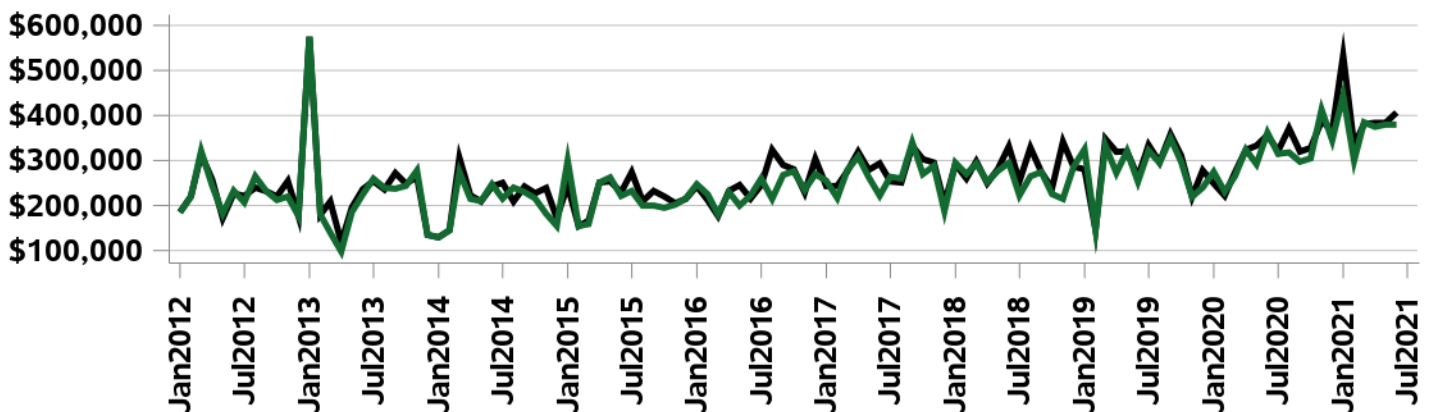
Active Listings (June only)



Months of Inventory (June only)

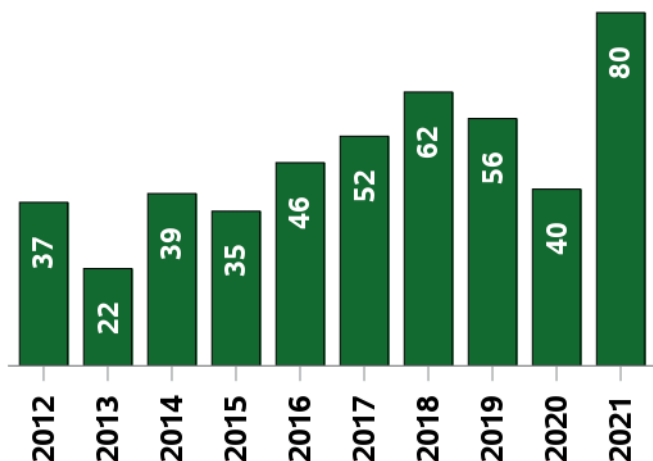


Average Price and Median Price

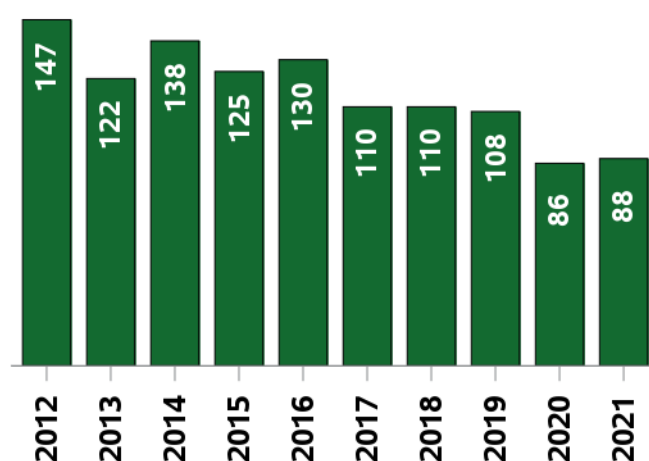


Creston MLS® Single Family Market Activity

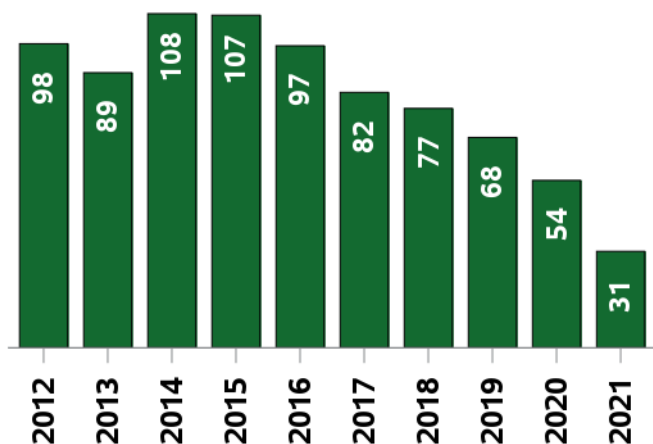
Sales Activity (June Year-to-date)



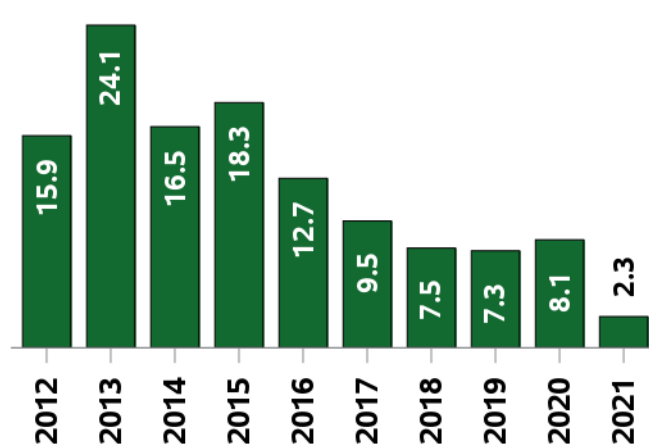
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Elkford MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 9 | 28.6 | 28.6 | 12.5 | 350.0 | 200.0 | 12.5 |
| Dollar Volume | \$1,907,400 | 44.5 | 8.0 | -3.4 | 215.3 | 111.2 | 6.5 |
| New Listings | 10 | -37.5 | -23.1 | -9.1 | -41.2 | -52.4 | -37.5 |
| Active Listings | 18 | -64.7 | -73.1 | -67.3 | -81.6 | -76.0 | -74.3 |
| Sales to New Listings Ratio ¹ | 90.0 | 43.8 | 53.8 | 72.7 | 11.8 | 14.3 | 50.0 |
| Months of Inventory ² | 2.0 | 7.3 | 9.6 | 6.9 | 49.0 | 25.0 | 8.8 |
| Average Price | \$211,933 | 12.4 | -16.0 | -14.1 | -29.9 | -29.6 | -5.4 |
| Median Price | \$97,000 | -48.1 | -67.2 | -58.6 | -67.9 | -65.7 | -61.4 |
| Sale to List Price Ratio | 97.2 | 96.7 | 97.9 | 96.9 | 94.8 | 96.9 | 95.8 |
| Median Days on Market | 29.0 | 96.0 | 75.0 | 107.5 | 223.5 | 172.0 | 44.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 56 | 86.7 | 47.4 | 33.3 | 250.0 | 115.4 | 100.0 |
| Dollar Volume | \$11,158,700 | 103.1 | 37.9 | 40.3 | 235.8 | 145.4 | 90.9 |
| New Listings | 65 | 3.2 | -12.2 | 22.6 | 6.6 | 4.8 | 3.2 |
| Active Listings ³ | 21 | -50.4 | -61.3 | -64.1 | -75.3 | -62.8 | -62.0 |
| Sales to New Listings Ratio ⁴ | 86.2 | 47.6 | 51.4 | 79.2 | 26.2 | 41.9 | 44.4 |
| Months of Inventory ⁵ | 2.2 | 8.4 | 8.5 | 8.3 | 31.6 | 12.9 | 11.8 |
| Average Price | \$199,263 | 8.8 | -6.4 | 5.2 | -4.1 | 13.9 | -4.5 |
| Median Price | \$133,700 | -28.1 | -36.3 | -40.3 | -35.8 | -6.5 | -39.9 |
| Sale to List Price Ratio | 97.2 | 95.9 | 95.6 | 95.6 | 91.9 | 95.4 | 95.2 |
| Median Days on Market | 34.0 | 61.5 | 67.5 | 128.0 | 172.0 | 140.5 | 65.0 |

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.

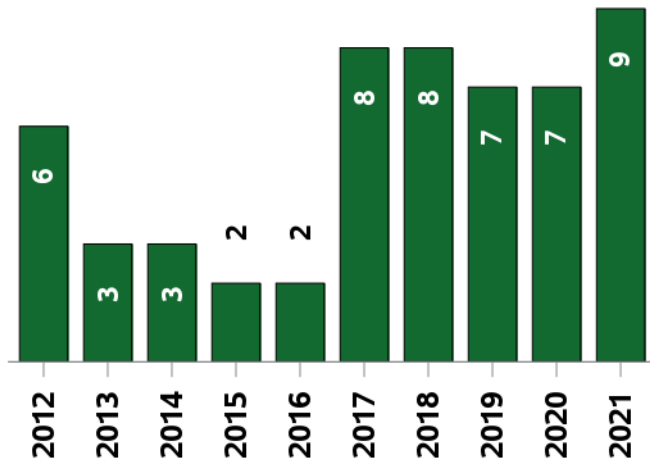
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

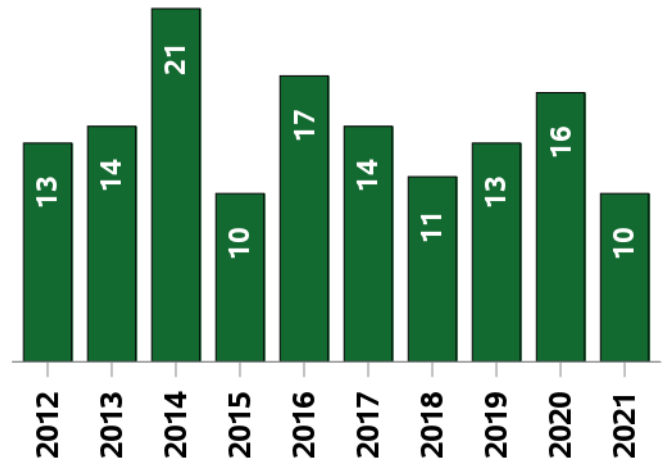
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

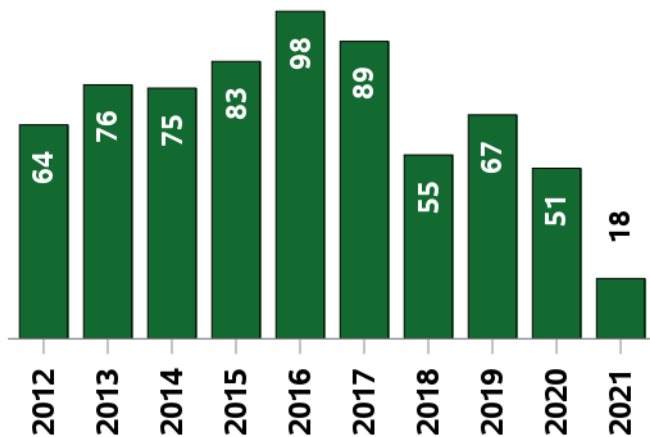
Sales Activity (June only)



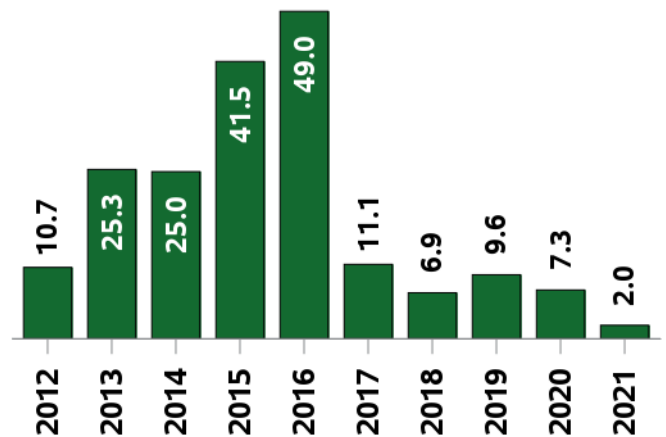
New Listings (June only)



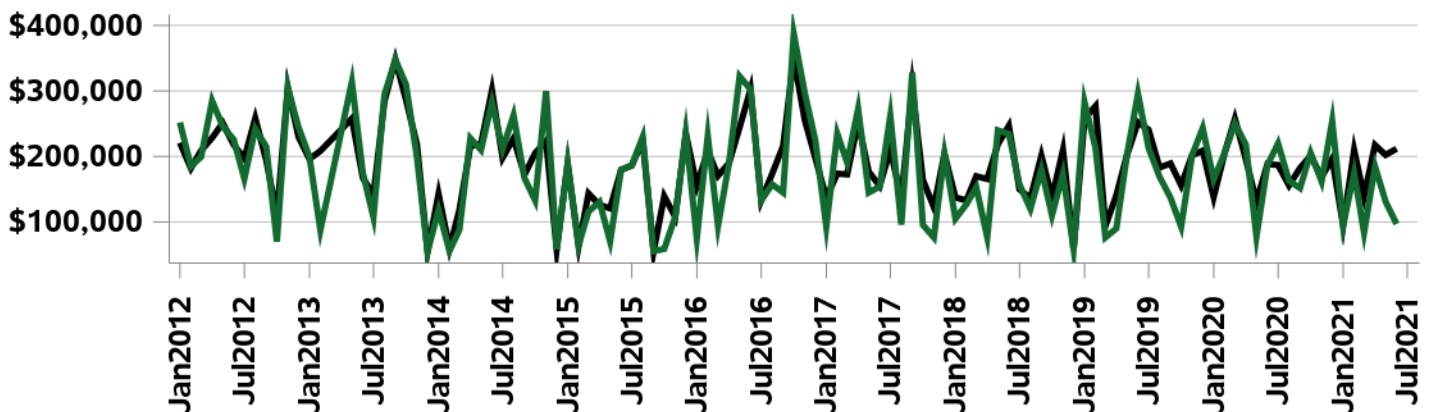
Active Listings (June only)



Months of Inventory (June only)

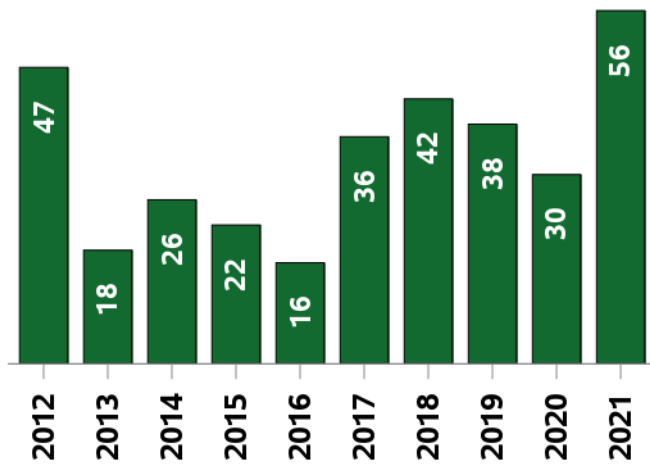


Average Price and Median Price

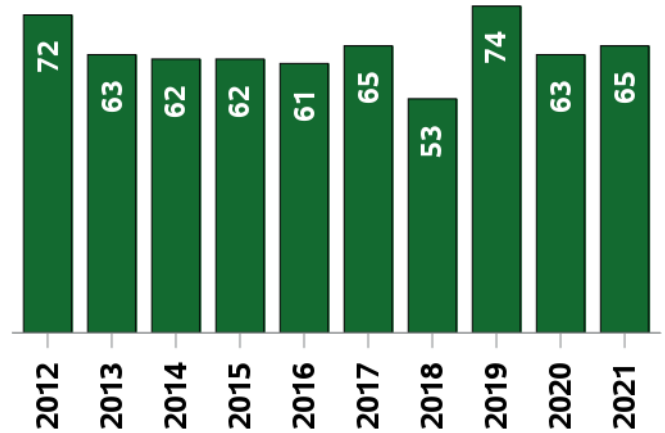


Elkford MLS® Residential Market Activity

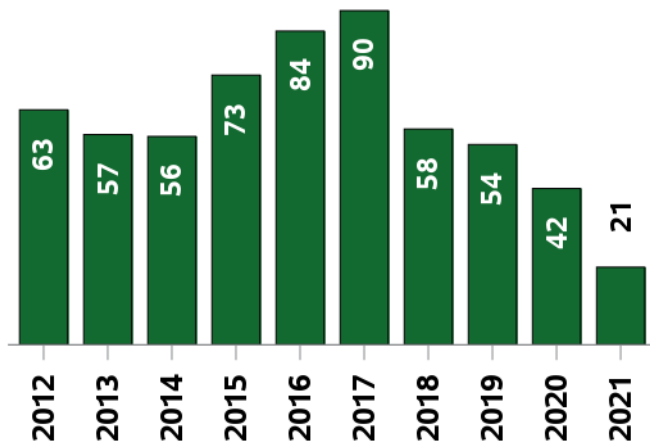
Sales Activity (June Year-to-date)



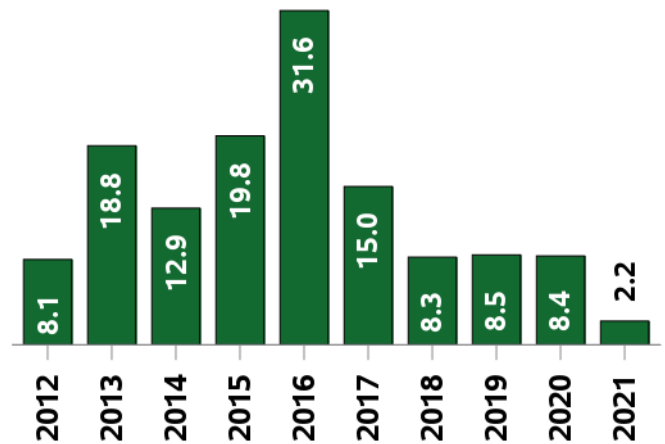
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Elkford

MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 4 | 33.3 | -20.0 | -50.0 | 100.0 | 33.3 | -42.9 |
| Dollar Volume | \$1,495,900 | 76.6 | -6.0 | -24.3 | 147.3 | 65.7 | -12.9 |
| New Listings | 4 | -63.6 | -55.6 | -42.9 | -63.6 | -66.7 | -42.9 |
| Active Listings | 7 | -76.7 | -81.1 | -76.7 | -84.1 | -82.5 | -66.7 |
| Sales to New Listings Ratio ¹ | 100.0 | 27.3 | 55.6 | 114.3 | 18.2 | 25.0 | 100.0 |
| Months of Inventory ² | 1.8 | 10.0 | 7.4 | 3.8 | 22.0 | 13.3 | 3.0 |
| Average Price | \$373,975 | 32.5 | 17.5 | 51.5 | 23.6 | 24.2 | 52.5 |
| Median Price | \$341,450 | 10.1 | 11.6 | 45.6 | 12.9 | 20.7 | 34.4 |
| Sale to List Price Ratio | 97.4 | 97.5 | 97.6 | 96.9 | 94.8 | 96.9 | 96.1 |
| Median Days on Market | 27.0 | 184.0 | 75.0 | 107.5 | 223.5 | 172.0 | 33.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 25 | 56.3 | 13.6 | -7.4 | 177.8 | 78.6 | 19.0 |
| Dollar Volume | \$8,176,400 | 96.0 | 23.1 | 18.6 | 182.9 | 125.3 | 57.2 |
| New Listings | 27 | -32.5 | -38.6 | -18.2 | 0.0 | -25.0 | 3.8 |
| Active Listings ³ | 8 | -62.5 | -72.4 | -75.6 | -79.0 | -73.5 | -59.7 |
| Sales to New Listings Ratio ⁴ | 92.6 | 40.0 | 50.0 | 81.8 | 33.3 | 38.9 | 80.8 |
| Months of Inventory ⁵ | 1.9 | 8.0 | 7.9 | 7.3 | 25.4 | 12.9 | 5.7 |
| Average Price | \$327,056 | 25.5 | 8.4 | 28.1 | 1.9 | 26.2 | 32.0 |
| Median Price | \$332,000 | 37.6 | 15.1 | 30.2 | -0.3 | 20.7 | 30.7 |
| Sale to List Price Ratio | 97.2 | 96.2 | 96.0 | 96.1 | 95.9 | 96.5 | 96.0 |
| Median Days on Market | 34.0 | 43.5 | 59.5 | 111.0 | 121.0 | 140.0 | 56.0 |

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.

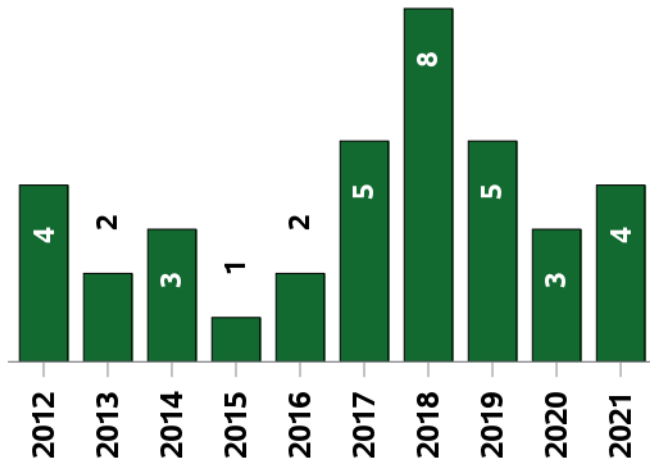
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

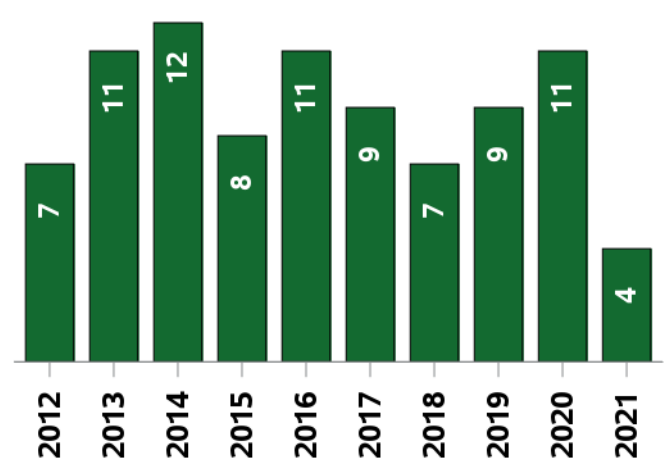
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

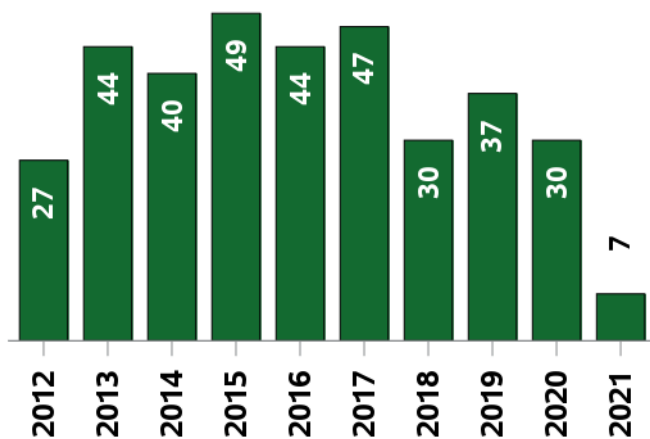
Sales Activity (June only)



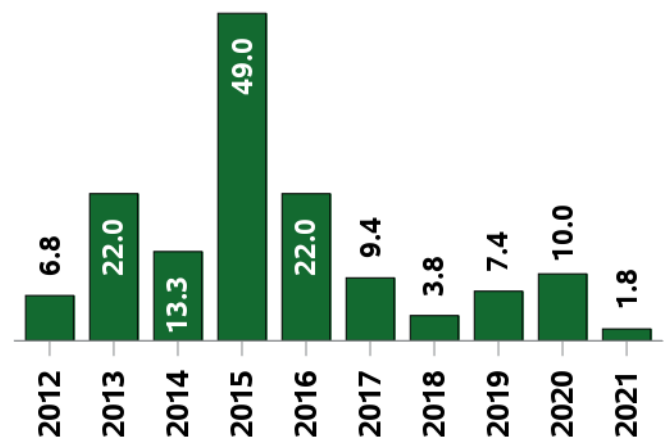
New Listings (June only)



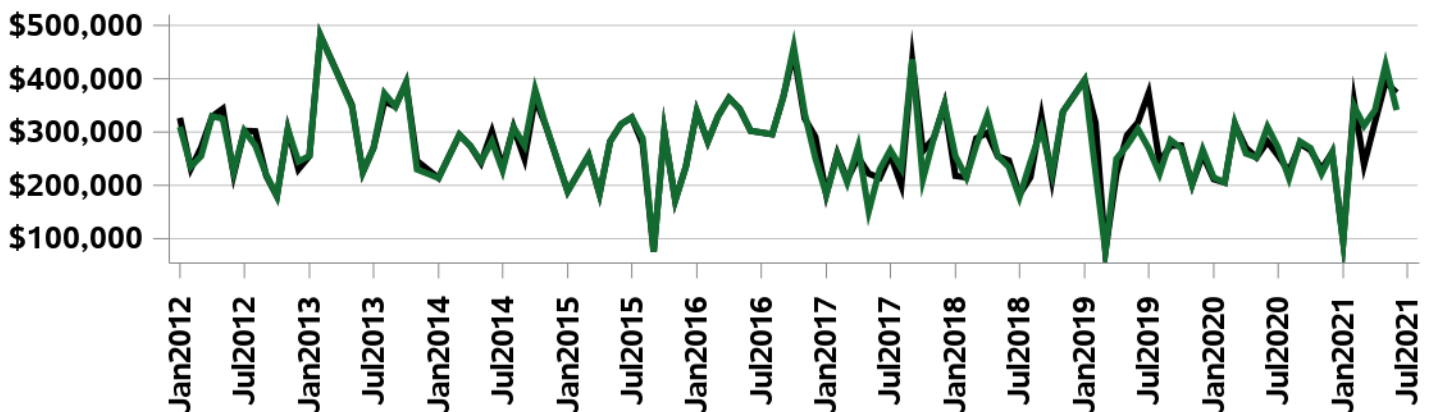
Active Listings (June only)



Months of Inventory (June only)

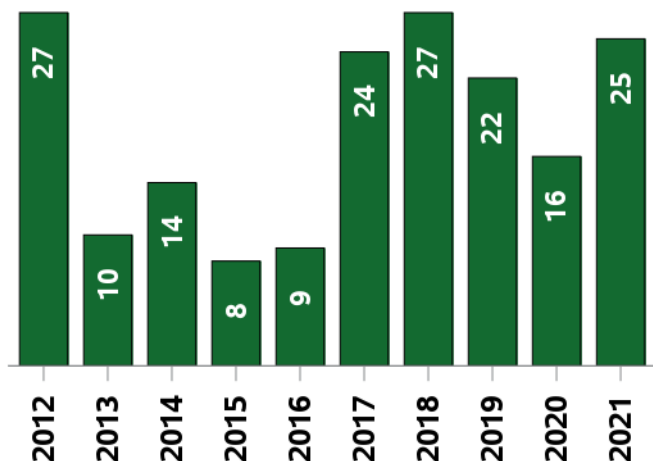


Average Price and Median Price

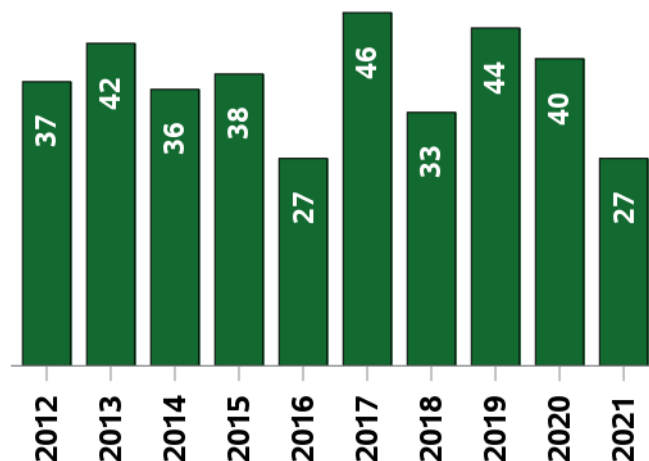


Elkford MLS® Single Family Market Activity

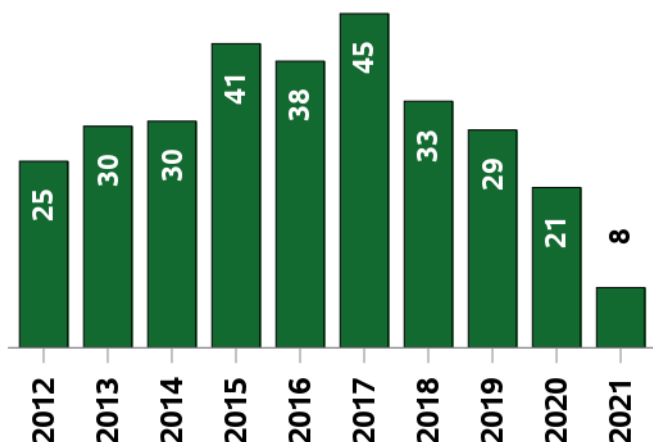
Sales Activity (June Year-to-date)



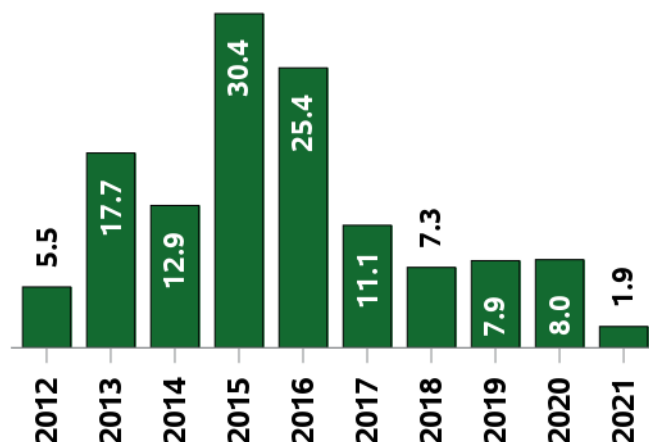
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Fernie MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 13 | 0.0 | -48.0 | -7.1 | 30.0 | -27.8 | 30.0 |
| Dollar Volume | \$9,597,648 | 54.6 | -14.4 | 43.6 | 150.7 | 25.4 | 170.3 |
| New Listings | 17 | -29.2 | -15.0 | -5.6 | 0.0 | -26.1 | -32.0 |
| Active Listings | 43 | -34.8 | -29.5 | -8.5 | -61.3 | -63.2 | -72.4 |
| Sales to New Listings Ratio ¹ | 76.5 | 54.2 | 125.0 | 77.8 | 58.8 | 78.3 | 40.0 |
| Months of Inventory ² | 3.3 | 5.1 | 2.4 | 3.4 | 11.1 | 6.5 | 15.6 |
| Average Price | \$738,281 | 54.6 | 64.6 | 54.6 | 92.9 | 73.6 | 107.9 |
| Median Price | \$654,252 | 61.1 | 59.6 | 41.5 | 50.2 | 77.4 | 91.0 |
| Sale to List Price Ratio | 100.8 | 97.7 | 97.1 | 97.6 | 94.2 | 95.0 | 94.7 |
| Median Days on Market | 32.0 | 71.0 | 30.0 | 25.5 | 39.0 | 106.0 | 121.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 83 | 66.0 | 6.4 | 36.1 | 62.7 | 33.9 | 118.4 |
| Dollar Volume | \$48,819,295 | 75.5 | 31.0 | 77.4 | 138.9 | 103.0 | 255.2 |
| New Listings | 114 | 20.0 | -3.4 | 26.7 | 3.6 | -0.9 | -11.6 |
| Active Listings ³ | 33 | -40.8 | -28.7 | -32.3 | -69.9 | -72.1 | -77.6 |
| Sales to New Listings Ratio ⁴ | 72.8 | 52.6 | 66.1 | 67.8 | 46.4 | 53.9 | 29.5 |
| Months of Inventory ⁵ | 2.4 | 6.7 | 3.6 | 4.8 | 13.0 | 11.5 | 23.4 |
| Average Price | \$588,184 | 5.7 | 23.1 | 30.4 | 46.8 | 51.6 | 62.6 |
| Median Price | \$540,000 | 1.6 | 27.8 | 30.4 | 36.2 | 53.3 | 68.8 |
| Sale to List Price Ratio | 101.1 | 97.4 | 97.7 | 97.6 | 95.8 | 95.3 | 94.8 |
| Median Days on Market | 24.0 | 43.0 | 36.0 | 37.0 | 70.0 | 107.0 | 113.5 |

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.

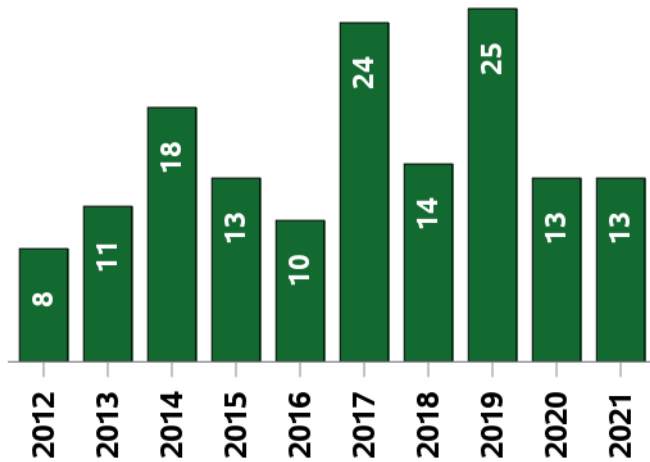
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

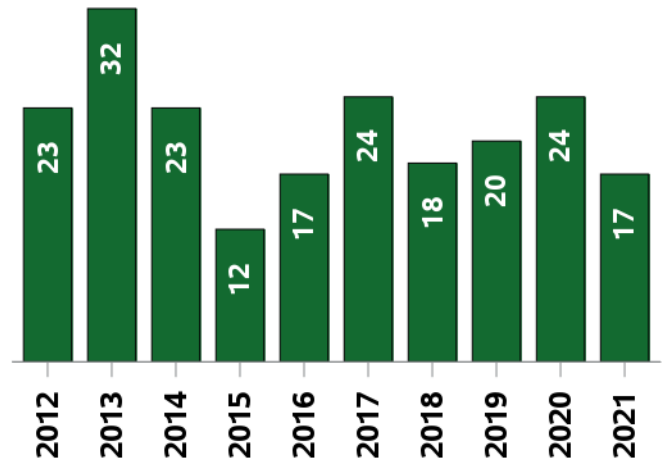
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

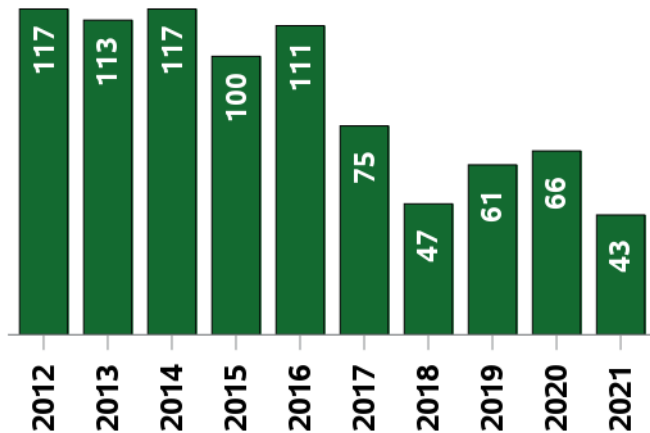
Sales Activity (June only)



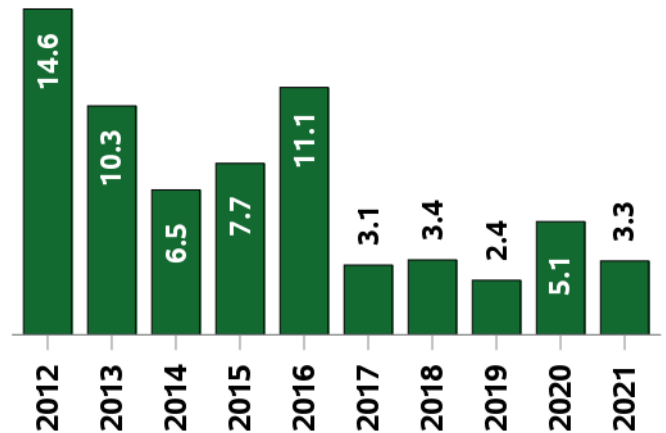
New Listings (June only)



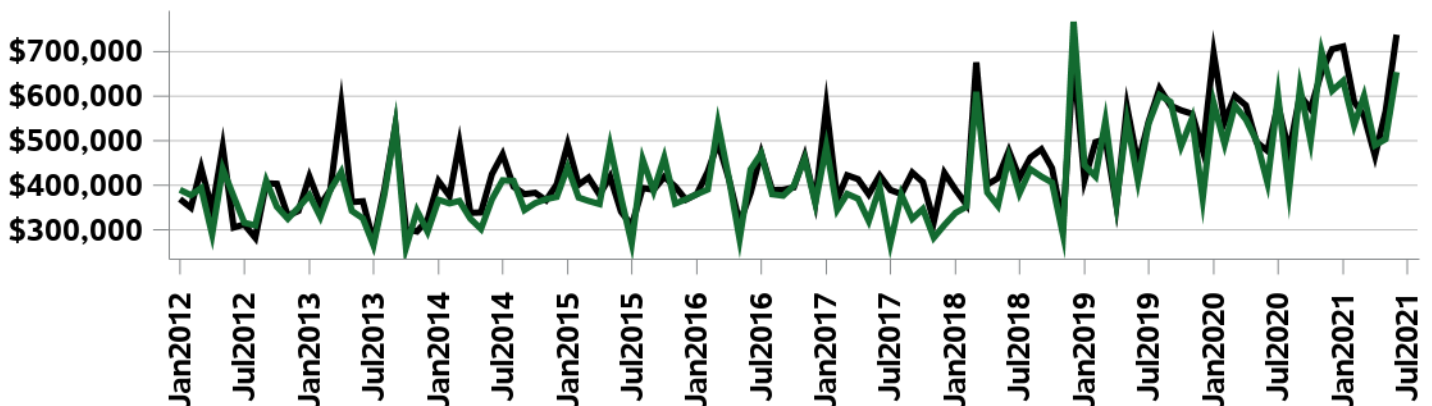
Active Listings (June only)



Months of Inventory (June only)

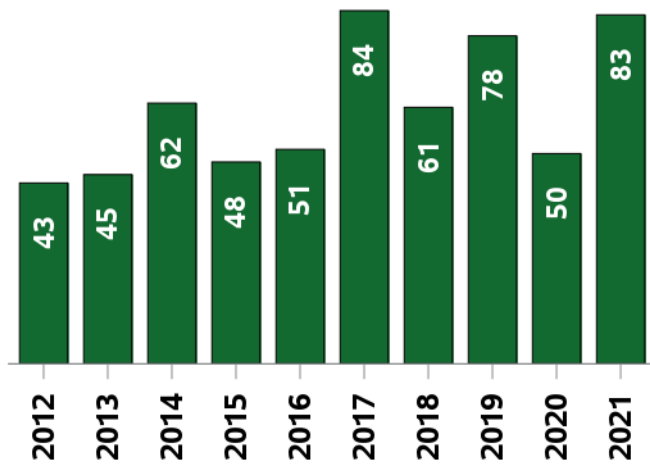


Average Price and Median Price

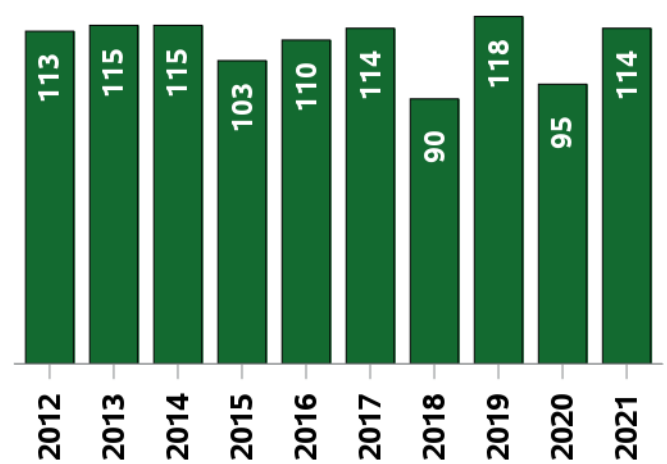


Fernie MLS® Residential Market Activity

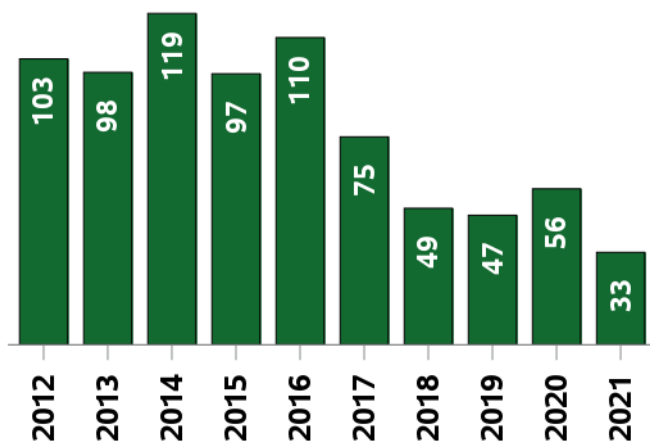
Sales Activity (June Year-to-date)



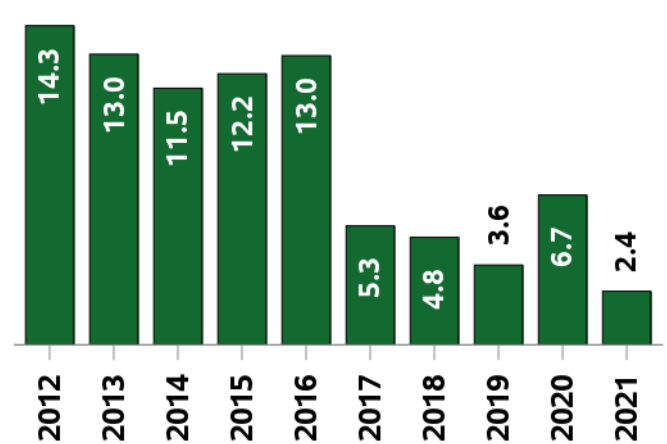
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Fernie MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 8 | -20.0 | -42.9 | -20.0 | 14.3 | -20.0 | 33.3 |
| Dollar Volume | \$7,164,253 | 32.2 | -6.7 | 29.2 | 108.1 | 22.7 | 192.4 |
| New Listings | 8 | -57.9 | -55.6 | -20.0 | -20.0 | -42.9 | -50.0 |
| Active Listings | 22 | -50.0 | -54.2 | -21.4 | -48.8 | -63.3 | -73.8 |
| Sales to New Listings Ratio ¹ | 100.0 | 52.6 | 77.8 | 100.0 | 70.0 | 71.4 | 37.5 |
| Months of Inventory ² | 2.8 | 4.4 | 3.4 | 2.8 | 6.1 | 6.0 | 14.0 |
| Average Price | \$895,532 | 65.3 | 63.3 | 61.5 | 82.1 | 53.4 | 119.3 |
| Median Price | \$935,000 | 68.4 | 108.0 | 81.6 | 87.8 | 74.9 | 117.9 |
| Sale to List Price Ratio | 98.7 | 97.7 | 97.0 | 97.8 | 95.5 | 97.9 | 93.9 |
| Median Days on Market | 58.0 | 103.5 | 34.0 | 25.0 | 33.0 | 90.5 | 112.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 40 | 25.0 | -9.1 | 25.0 | 25.0 | 14.3 | 66.7 |
| Dollar Volume | \$33,355,953 | 58.2 | 26.0 | 83.7 | 115.9 | 96.7 | 235.5 |
| New Listings | 56 | -12.5 | -27.3 | 0.0 | 12.0 | -20.0 | -24.3 |
| Active Listings ³ | 18 | -52.4 | -46.0 | -34.5 | -60.4 | -67.3 | -76.3 |
| Sales to New Listings Ratio ⁴ | 71.4 | 50.0 | 57.1 | 57.1 | 64.0 | 50.0 | 32.4 |
| Months of Inventory ⁵ | 2.7 | 7.1 | 4.5 | 5.2 | 8.5 | 9.4 | 19.0 |
| Average Price | \$833,899 | 26.6 | 38.6 | 46.9 | 72.7 | 72.1 | 101.3 |
| Median Price | \$773,500 | 28.9 | 41.3 | 43.5 | 55.3 | 84.6 | 127.5 |
| Sale to List Price Ratio | 99.4 | 97.6 | 97.4 | 97.9 | 96.1 | 96.9 | 94.4 |
| Median Days on Market | 24.0 | 68.0 | 50.5 | 36.5 | 70.5 | 85.0 | 97.0 |

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.

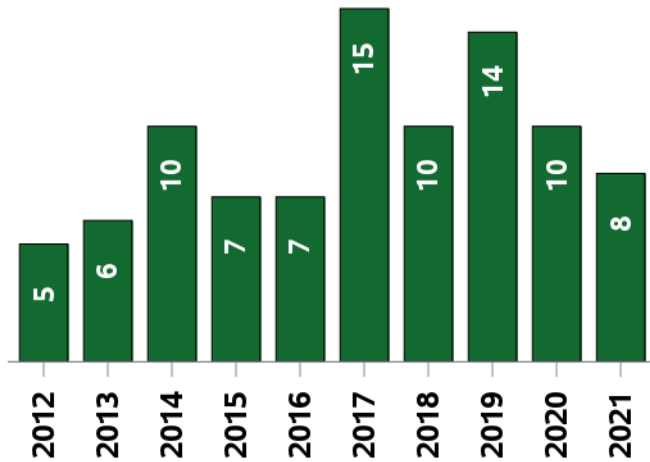
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

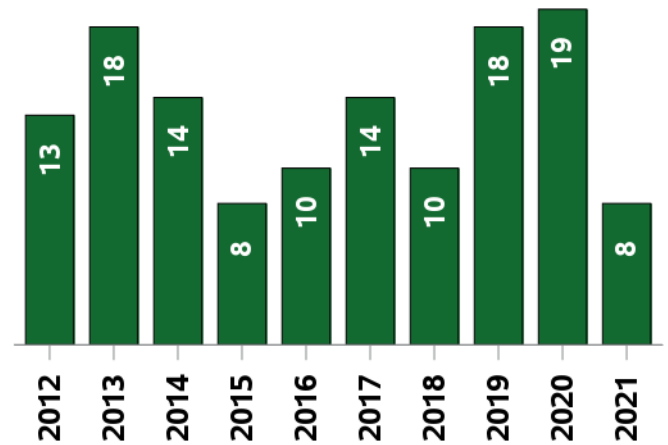
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

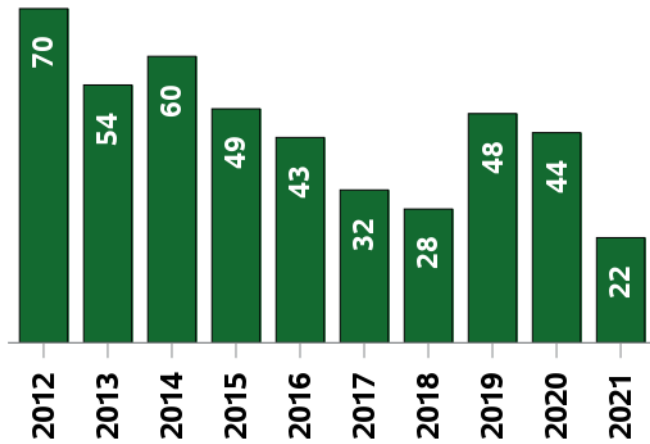
Sales Activity (June only)



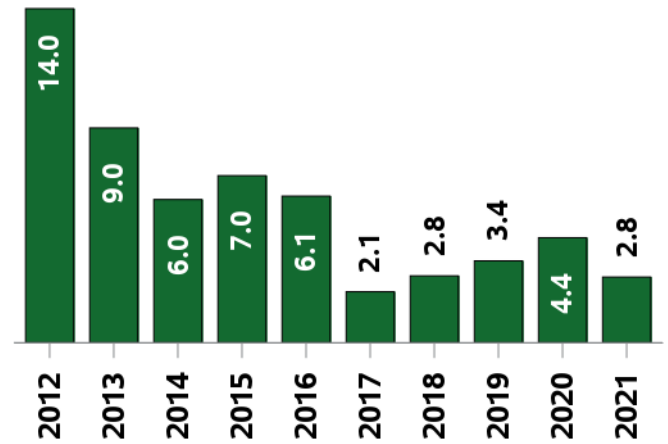
New Listings (June only)



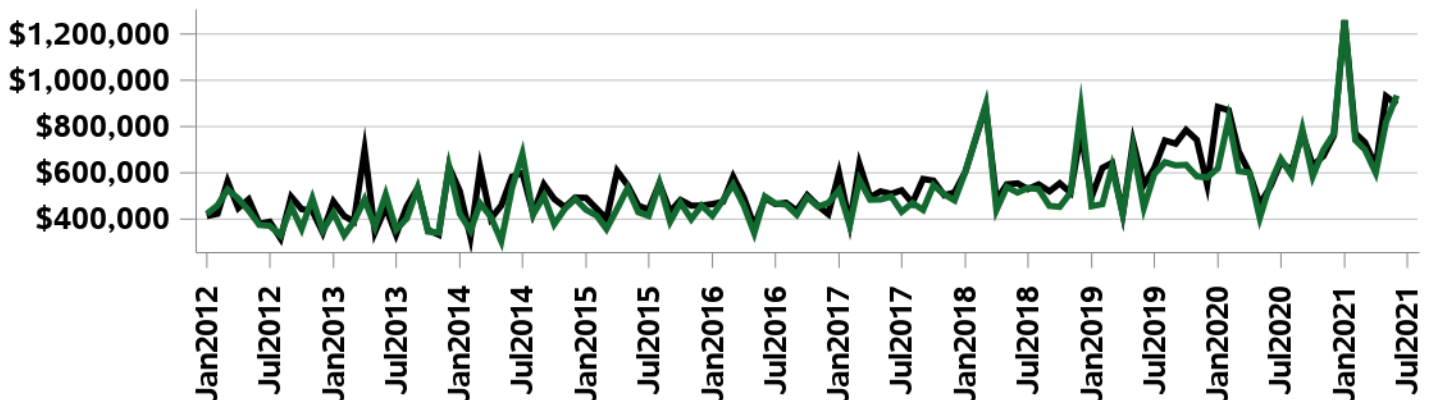
Active Listings (June only)



Months of Inventory (June only)

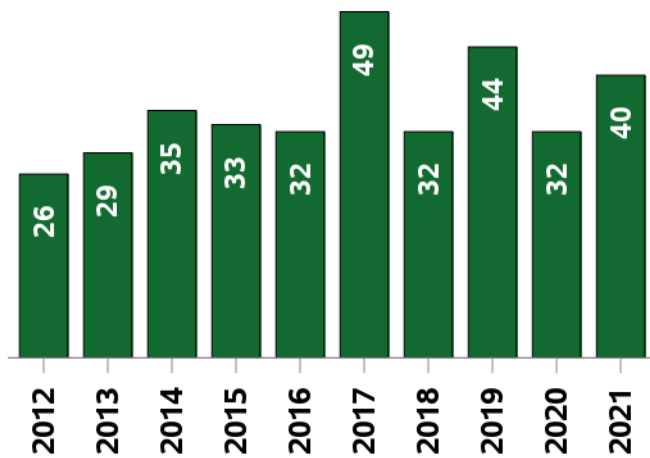


Average Price and Median Price

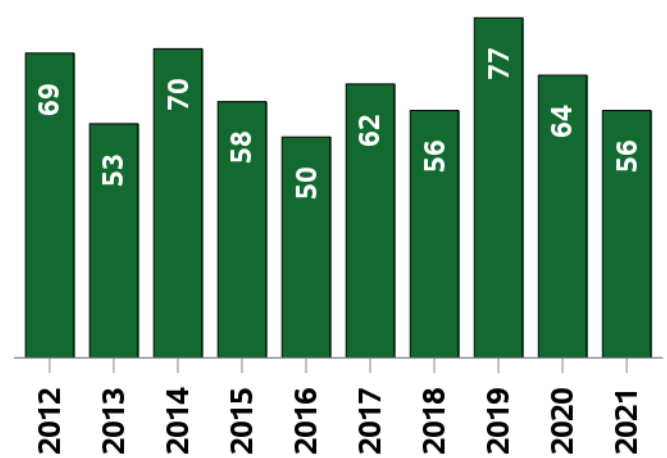


Fernie MLS® Single Family Market Activity

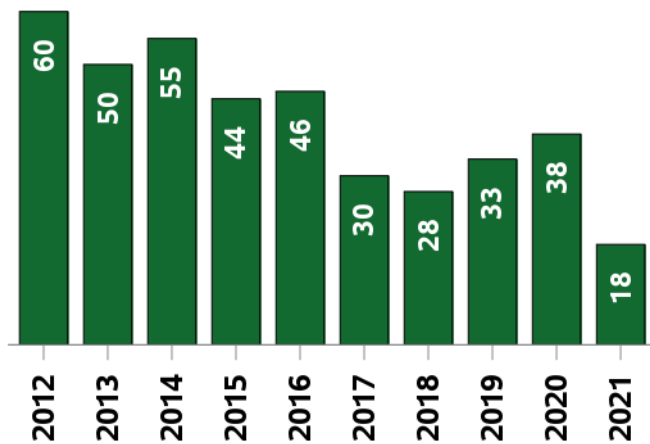
Sales Activity (June Year-to-date)



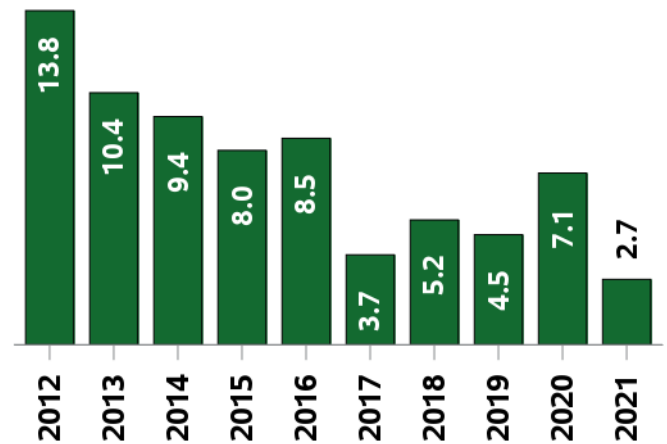
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Golden MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 6 | 200.0 | 50.0 | 100.0 | -45.5 | 200.0 | 20.0 |
| Dollar Volume | \$2,993,500 | 324.6 | 161.4 | 205.0 | -6.7 | 544.1 | 146.2 |
| New Listings | 6 | -25.0 | -14.3 | -14.3 | -53.8 | -50.0 | -50.0 |
| Active Listings | 11 | -26.7 | -54.2 | -62.1 | -71.8 | -84.3 | -85.7 |
| Sales to New Listings Ratio ¹ | 100.0 | 25.0 | 57.1 | 42.9 | 84.6 | 16.7 | 41.7 |
| Months of Inventory ² | 1.8 | 7.5 | 6.0 | 9.7 | 3.5 | 35.0 | 15.4 |
| Average Price | \$498,917 | 41.5 | 74.3 | 52.5 | 71.0 | 114.7 | 105.1 |
| Median Price | \$386,250 | 9.6 | 32.5 | 20.7 | 28.8 | 66.2 | 24.6 |
| Sale to List Price Ratio | 98.6 | 95.7 | 94.1 | 94.7 | 94.5 | 96.1 | 93.8 |
| Median Days on Market | 42.0 | 69.0 | 17.5 | 37.0 | 59.0 | 281.0 | 47.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 39 | 129.4 | 116.7 | 39.3 | 14.7 | 160.0 | 34.5 |
| Dollar Volume | \$19,549,242 | 293.0 | 230.8 | 95.2 | 106.3 | 487.8 | 182.5 |
| New Listings | 36 | 111.8 | 12.5 | -18.2 | -26.5 | -51.4 | -52.0 |
| Active Listings ³ | 13 | -8.2 | -31.6 | -46.2 | -66.4 | -75.2 | -80.3 |
| Sales to New Listings Ratio ⁴ | 108.3 | 100.0 | 56.3 | 63.6 | 69.4 | 20.3 | 38.7 |
| Months of Inventory ⁵ | 2.0 | 5.0 | 6.3 | 5.2 | 6.8 | 21.0 | 13.7 |
| Average Price | \$501,263 | 71.3 | 52.7 | 40.1 | 79.9 | 126.1 | 110.0 |
| Median Price | \$435,000 | 31.8 | 6.7 | 20.2 | 57.2 | 99.5 | 62.6 |
| Sale to List Price Ratio | 98.1 | 96.2 | 95.0 | 95.4 | 94.7 | 93.0 | 92.4 |
| Median Days on Market | 69.0 | 71.0 | 58.5 | 33.0 | 81.5 | 58.0 | 115.0 |

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.

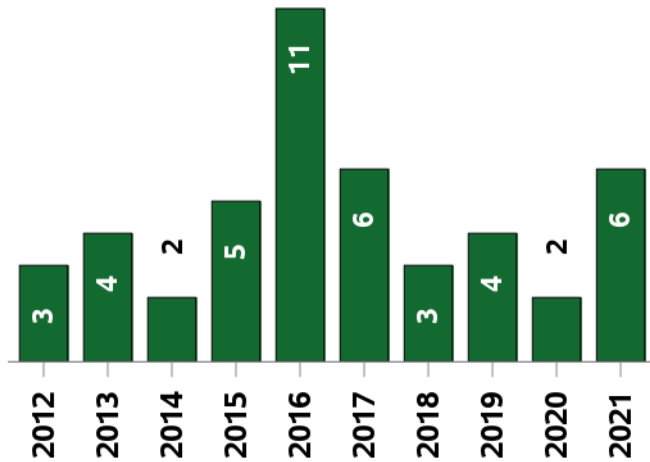
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

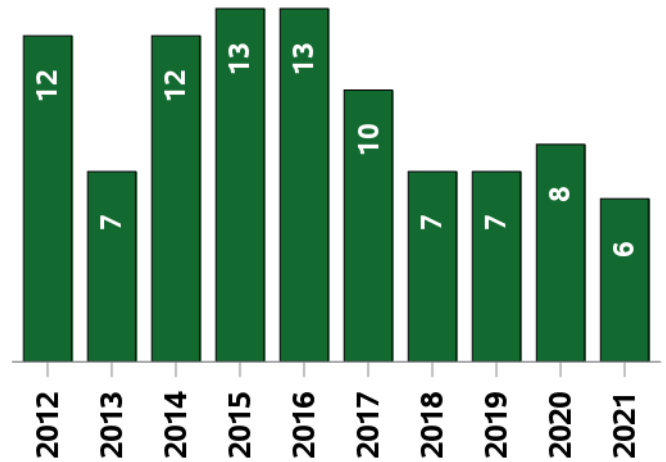
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

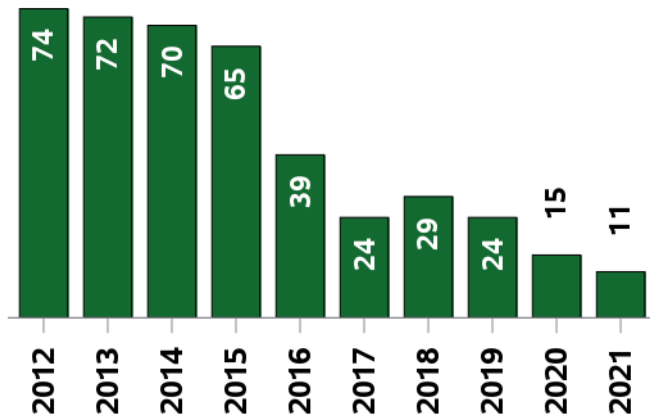
Sales Activity (June only)



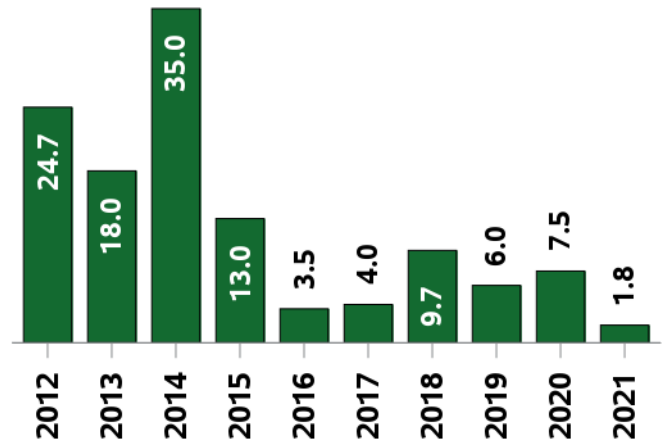
New Listings (June only)



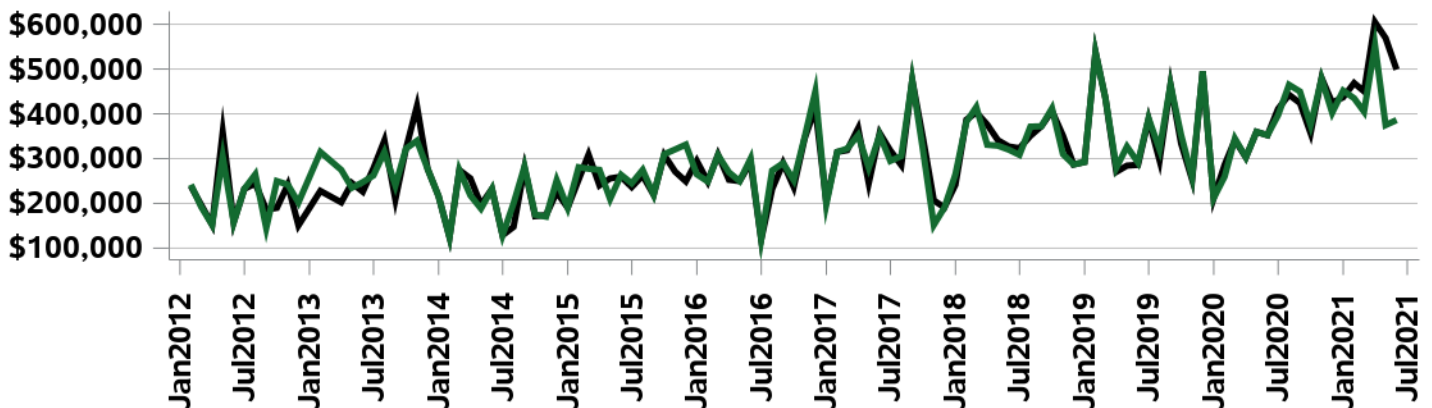
Active Listings (June only)



Months of Inventory (June only)

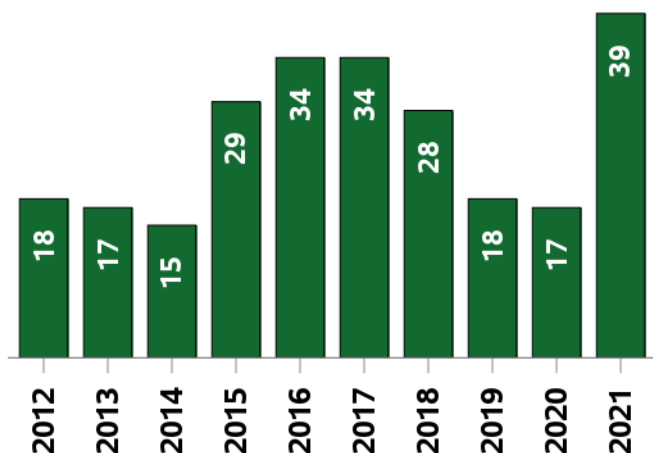


Average Price and Median Price

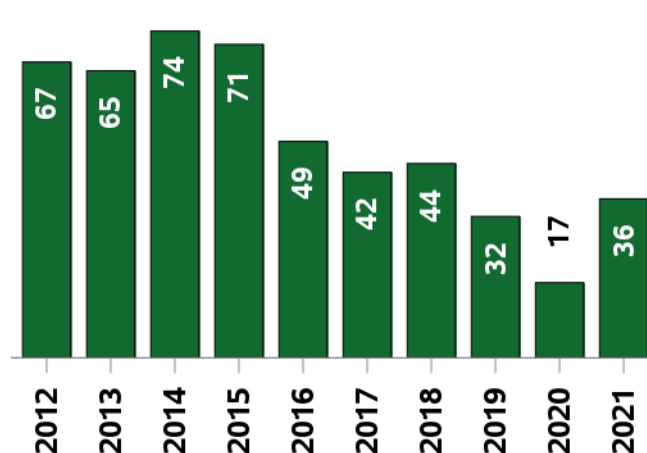


Golden MLS® Residential Market Activity

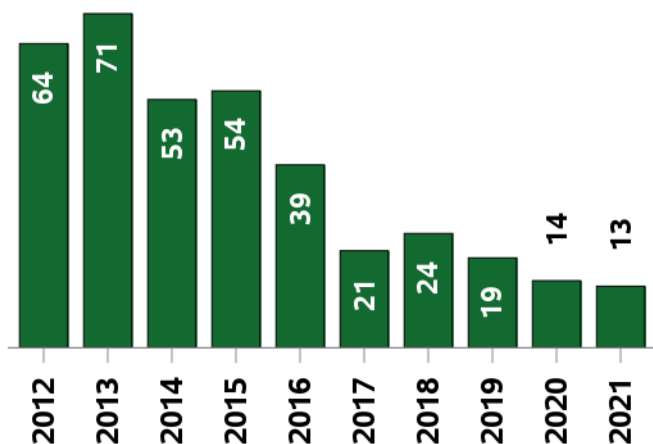
Sales Activity (June Year-to-date)



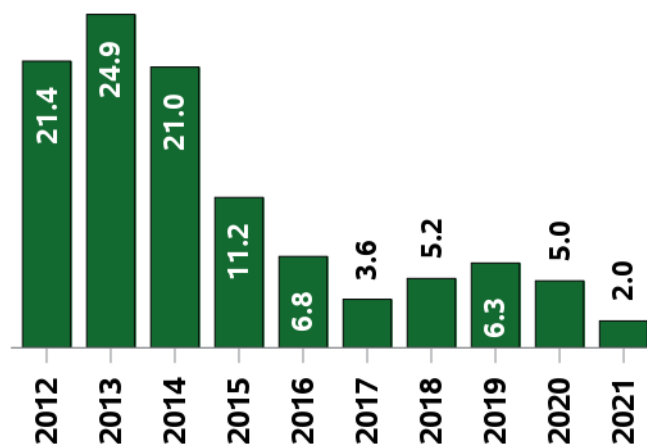
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Golden MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 2 | 100.0 | 0.0 | -33.3 | -77.8 | 100.0 | 0.0 |
| Dollar Volume | \$1,556,000 | 217.6 | 58.5 | 58.5 | -46.3 | 275.2 | 130.5 |
| New Listings | 4 | -42.9 | -20.0 | -20.0 | -63.6 | -55.6 | -63.6 |
| Active Listings | 10 | 11.1 | -50.0 | -52.4 | -65.5 | -82.1 | -82.8 |
| Sales to New Listings Ratio ¹ | 50.0 | 14.3 | 40.0 | 60.0 | 81.8 | 11.1 | 18.2 |
| Months of Inventory ² | 5.0 | 9.0 | 10.0 | 7.0 | 3.2 | 56.0 | 29.0 |
| Average Price | \$778,000 | 58.8 | 58.5 | 137.8 | 141.7 | 87.6 | 130.5 |
| Median Price | \$778,000 | 58.8 | 58.5 | 143.1 | 136.5 | 87.6 | 130.5 |
| Sale to List Price Ratio | 99.1 | 98.0 | 96.5 | 94.7 | 95.6 | 99.0 | 95.3 |
| Median Days on Market | 35.5 | 94.0 | 12.0 | 37.0 | 50.0 | 504.0 | 63.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 23 | 130.0 | 130.0 | -14.8 | -17.9 | 109.1 | 53.3 |
| Dollar Volume | \$13,464,172 | 254.6 | 185.4 | 40.3 | 56.8 | 405.1 | 191.5 |
| New Listings | 25 | 78.6 | 13.6 | -37.5 | -39.0 | -55.4 | -54.5 |
| Active Listings ³ | 10 | 23.9 | -38.7 | -43.6 | -66.1 | -77.4 | -79.7 |
| Sales to New Listings Ratio ⁴ | 92.0 | 71.4 | 45.5 | 67.5 | 68.3 | 19.6 | 27.3 |
| Months of Inventory ⁵ | 2.5 | 4.6 | 9.3 | 3.7 | 6.0 | 22.9 | 18.7 |
| Average Price | \$585,399 | 54.2 | 24.1 | 64.7 | 90.9 | 141.6 | 90.1 |
| Median Price | \$485,000 | 36.7 | 3.2 | 35.1 | 57.7 | 110.0 | 43.1 |
| Sale to List Price Ratio | 98.6 | 97.4 | 96.6 | 95.4 | 94.9 | 92.6 | 94.6 |
| Median Days on Market | 53.0 | 99.0 | 126.5 | 32.0 | 69.5 | 76.0 | 115.0 |

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.

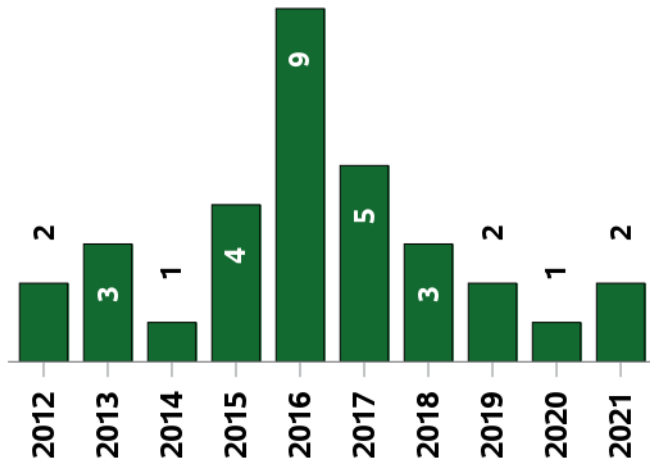
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

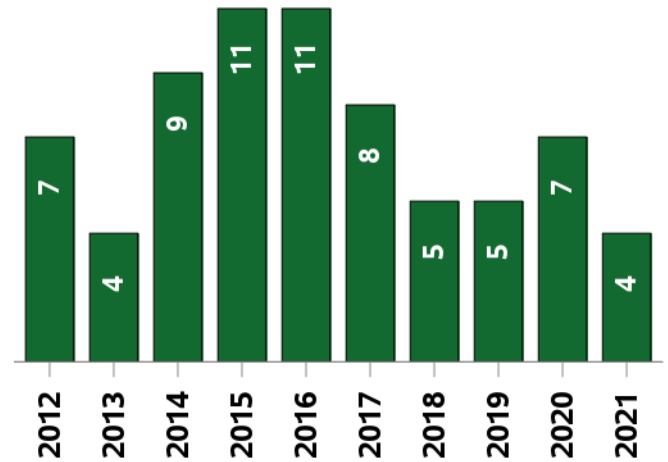
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

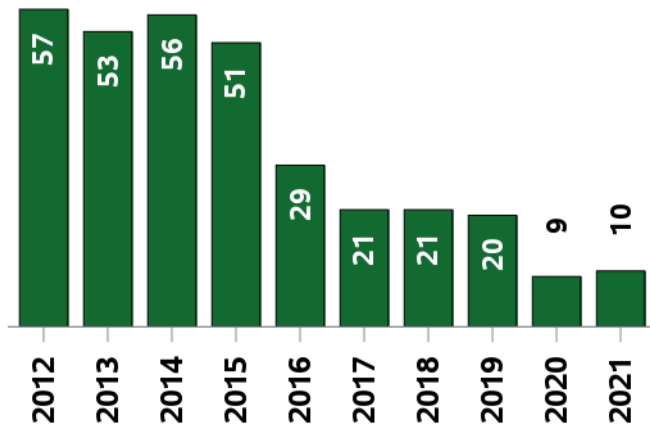
Sales Activity (June only)



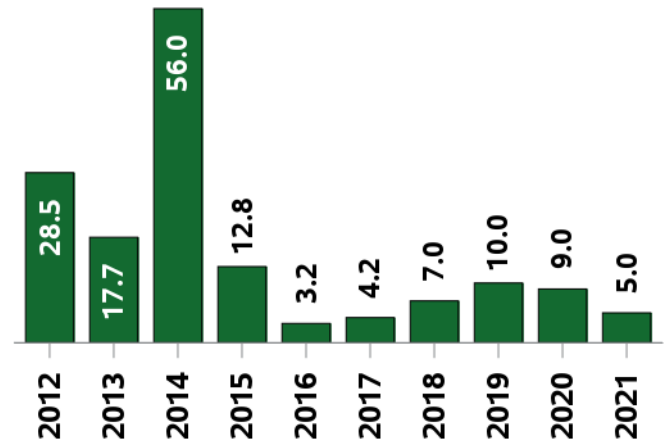
New Listings (June only)



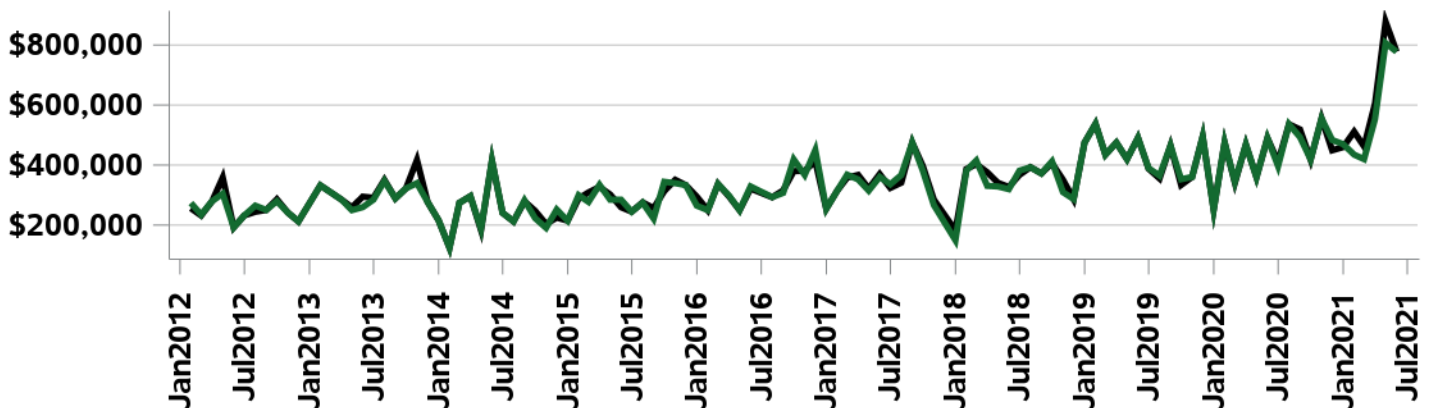
Active Listings (June only)



Months of Inventory (June only)

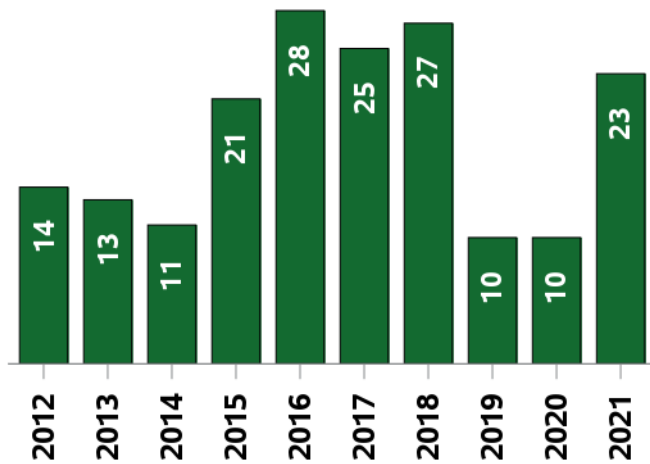


Average Price and Median Price

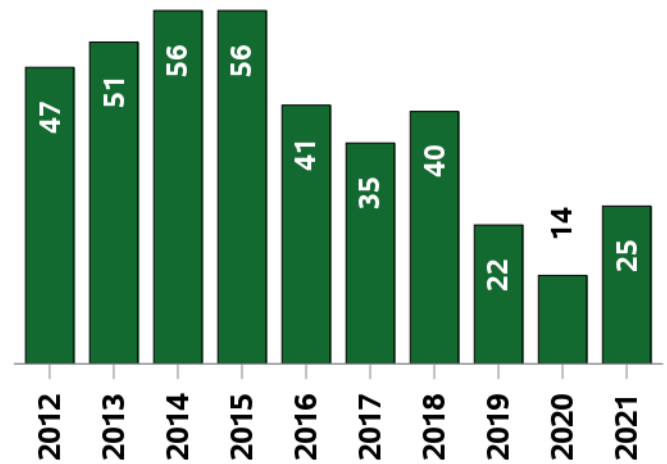


Golden MLS® Single Family Market Activity

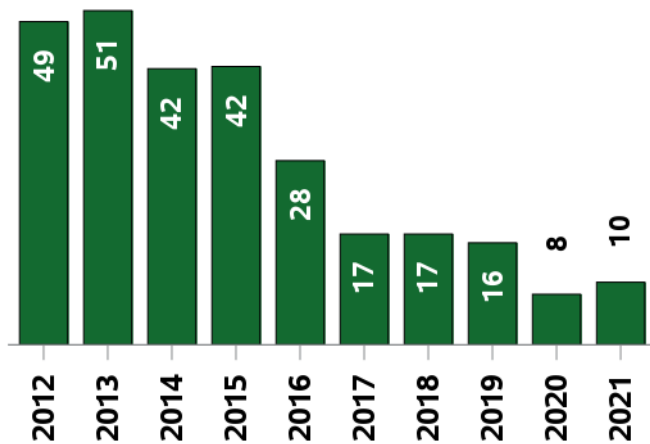
Sales Activity (June Year-to-date)



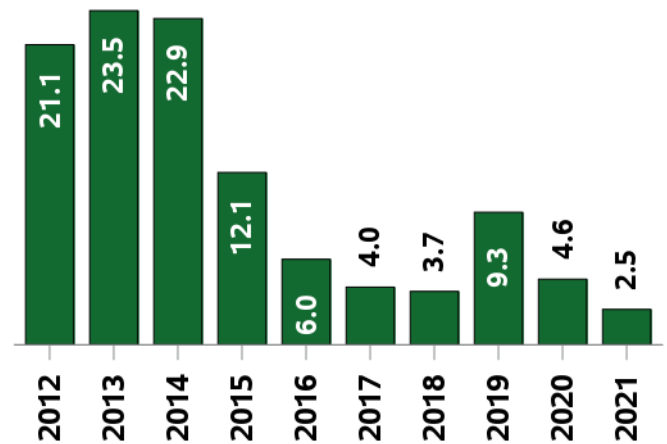
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Grand Forks MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 9 | -35.7 | 0.0 | -25.0 | -10.0 | 0.0 | 125.0 |
| Dollar Volume | \$3,313,500 | -19.5 | 23.2 | 6.7 | 48.0 | 137.1 | 234.4 |
| New Listings | 7 | -61.1 | -50.0 | -63.2 | -46.2 | -58.8 | -63.2 |
| Active Listings | 21 | -58.0 | -62.5 | -47.5 | -81.1 | -82.1 | -75.9 |
| Sales to New Listings Ratio ¹ | 128.6 | 77.8 | 64.3 | 63.2 | 76.9 | 52.9 | 21.1 |
| Months of Inventory ² | 2.3 | 3.6 | 6.2 | 3.3 | 11.1 | 13.0 | 21.8 |
| Average Price | \$368,167 | 25.2 | 23.2 | 42.3 | 64.4 | 137.1 | 48.6 |
| Median Price | \$349,500 | 1.3 | 6.8 | 47.2 | 66.4 | 222.1 | 34.9 |
| Sale to List Price Ratio | 97.8 | 96.8 | 96.0 | 98.4 | 96.0 | 91.5 | 96.4 |
| Median Days on Market | 56.0 | 65.0 | 33.0 | 33.5 | 65.0 | 188.0 | 51.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 48 | 4.3 | 29.7 | -7.7 | 26.3 | 29.7 | 140.0 |
| Dollar Volume | \$15,690,133 | 24.8 | 40.8 | 15.1 | 102.1 | 127.4 | 298.2 |
| New Listings | 59 | -16.9 | -19.2 | -18.1 | -39.8 | -46.4 | -33.0 |
| Active Listings ³ | 20 | -61.9 | -56.4 | -46.9 | -79.3 | -81.0 | -75.8 |
| Sales to New Listings Ratio ⁴ | 81.4 | 64.8 | 50.7 | 72.2 | 38.8 | 33.6 | 22.7 |
| Months of Inventory ⁵ | 2.5 | 6.8 | 7.4 | 4.3 | 15.3 | 17.0 | 24.8 |
| Average Price | \$326,878 | 19.6 | 8.6 | 24.7 | 60.0 | 75.3 | 65.9 |
| Median Price | \$311,000 | 13.8 | -1.3 | 28.6 | 66.3 | 68.1 | 64.1 |
| Sale to List Price Ratio | 98.5 | 96.2 | 96.8 | 96.3 | 94.2 | 93.1 | 93.1 |
| Median Days on Market | 42.0 | 70.0 | 56.0 | 38.0 | 178.0 | 137.0 | 78.0 |

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.

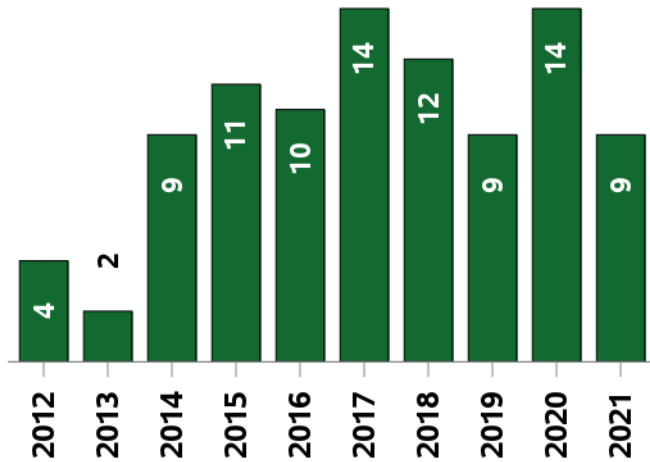
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

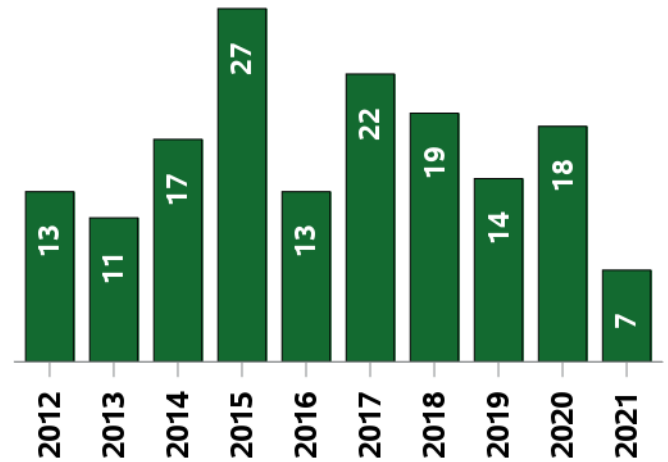
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

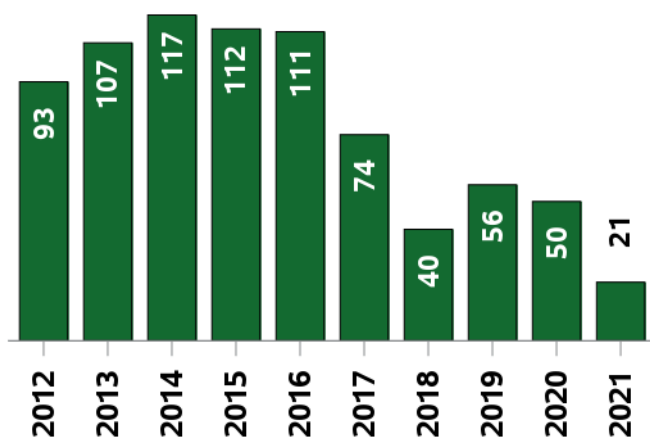
Sales Activity (June only)



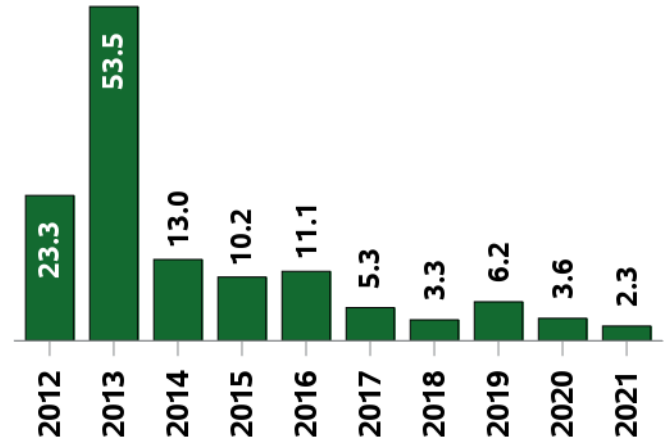
New Listings (June only)



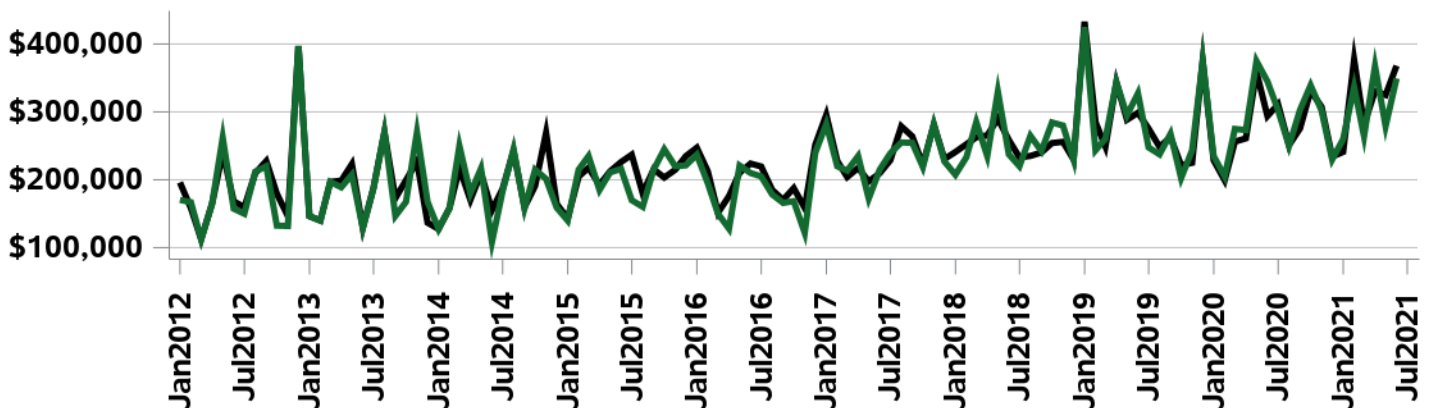
Active Listings (June only)



Months of Inventory (June only)

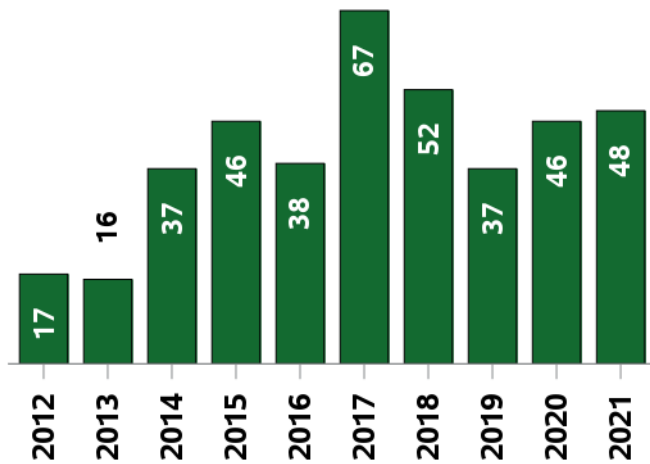


Average Price and Median Price

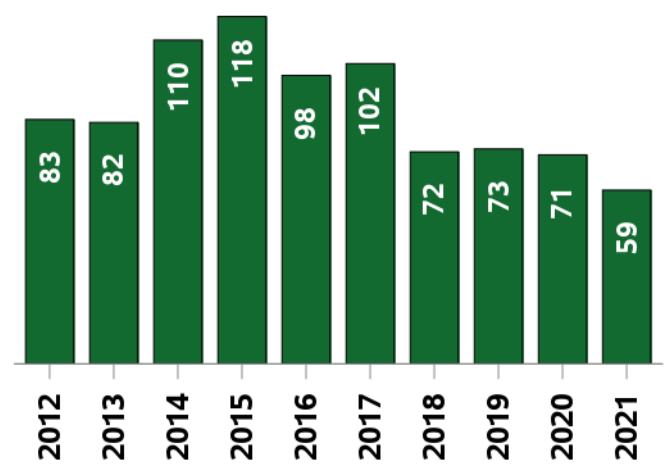


Grand Forks MLS® Residential Market Activity

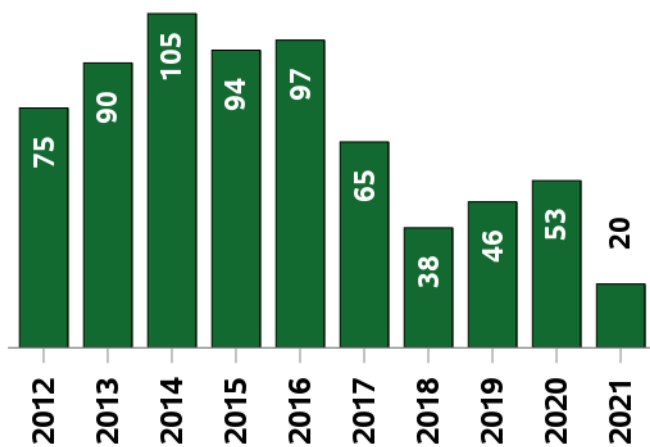
Sales Activity (June Year-to-date)



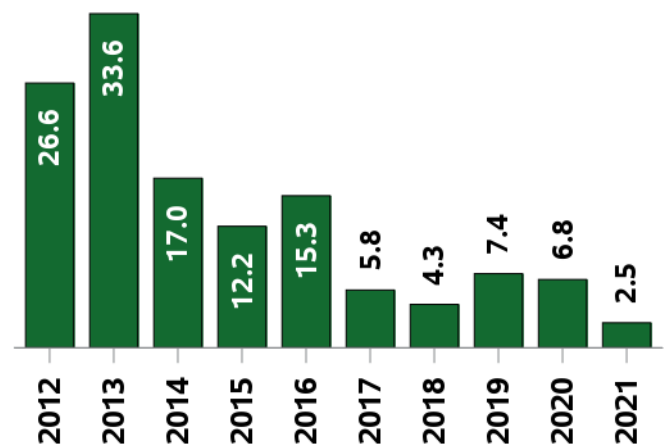
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Grand Forks MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 7 | -41.7 | -12.5 | -30.0 | -12.5 | 16.7 | 133.3 |
| Dollar Volume | \$2,991,500 | -24.0 | 14.9 | 8.3 | 54.4 | 154.8 | 309.2 |
| New Listings | 5 | -64.3 | -54.5 | -68.8 | -61.5 | -68.8 | -66.7 |
| Active Listings | 16 | -61.9 | -66.7 | -50.0 | -82.6 | -83.3 | -77.5 |
| Sales to New Listings Ratio ¹ | 140.0 | 85.7 | 72.7 | 62.5 | 61.5 | 37.5 | 20.0 |
| Months of Inventory ² | 2.3 | 3.5 | 6.0 | 3.2 | 11.5 | 16.0 | 23.7 |
| Average Price | \$427,357 | 30.2 | 31.3 | 54.7 | 76.5 | 118.4 | 75.4 |
| Median Price | \$430,000 | 19.1 | 27.0 | 49.6 | 84.9 | 92.5 | 66.7 |
| Sale to List Price Ratio | 98.2 | 97.3 | 97.2 | 98.5 | 96.1 | 92.9 | 97.0 |
| Median Days on Market | 56.0 | 59.0 | 32.5 | 27.5 | 65.0 | 163.0 | 96.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 40 | -4.8 | 14.3 | -11.1 | 42.9 | 42.9 | 185.7 |
| Dollar Volume | \$14,454,833 | 20.5 | 31.8 | 14.9 | 123.0 | 132.7 | 386.1 |
| New Listings | 48 | -21.3 | -26.2 | -20.0 | -44.8 | -51.5 | -30.4 |
| Active Listings ³ | 16 | -65.1 | -59.1 | -50.0 | -78.3 | -80.0 | -75.8 |
| Sales to New Listings Ratio ⁴ | 83.3 | 68.9 | 53.8 | 75.0 | 32.2 | 28.3 | 20.3 |
| Months of Inventory ⁵ | 2.4 | 6.5 | 6.7 | 4.3 | 15.8 | 17.2 | 28.3 |
| Average Price | \$361,371 | 26.6 | 15.4 | 29.3 | 56.1 | 62.9 | 70.1 |
| Median Price | \$342,500 | 18.1 | 6.7 | 15.3 | 48.3 | 45.7 | 49.2 |
| Sale to List Price Ratio | 98.9 | 96.3 | 97.0 | 96.2 | 94.8 | 93.3 | 94.1 |
| Median Days on Market | 41.0 | 66.5 | 62.0 | 37.0 | 162.5 | 117.0 | 78.0 |

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.

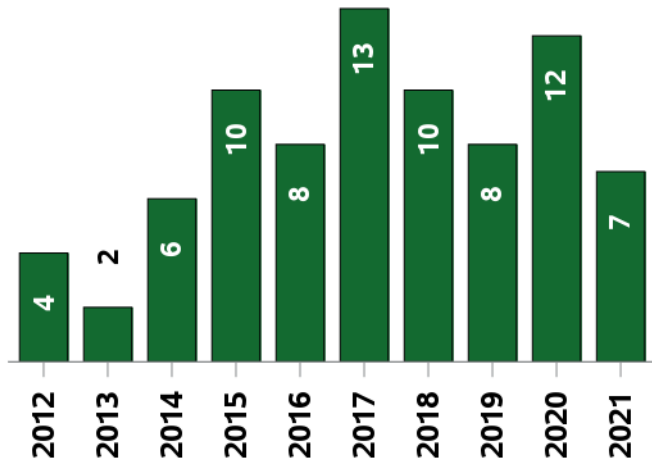
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

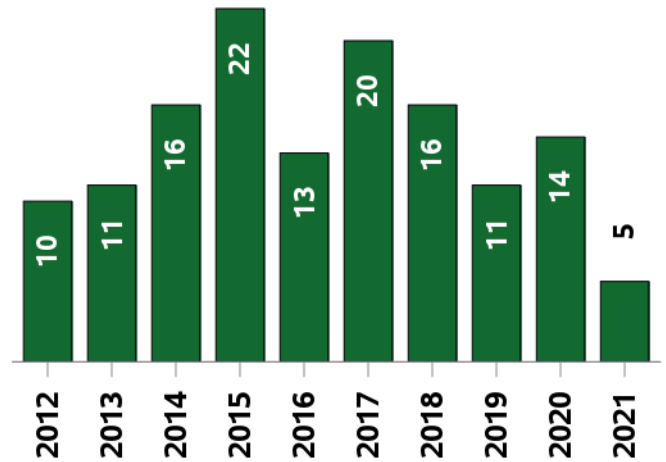
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

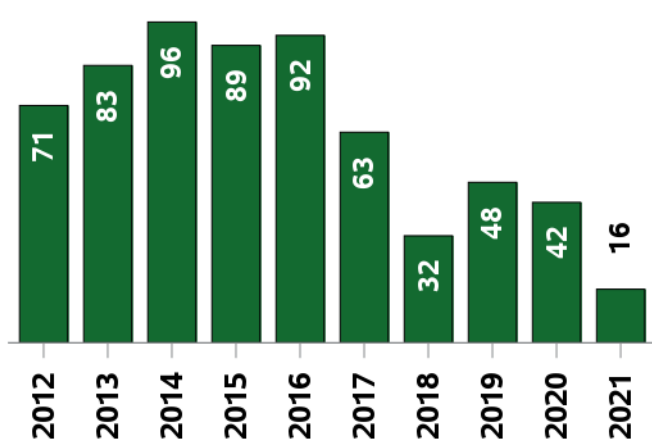
Sales Activity (June only)



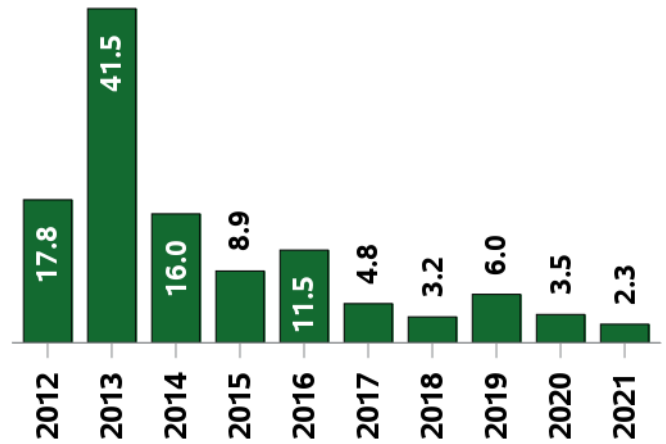
New Listings (June only)



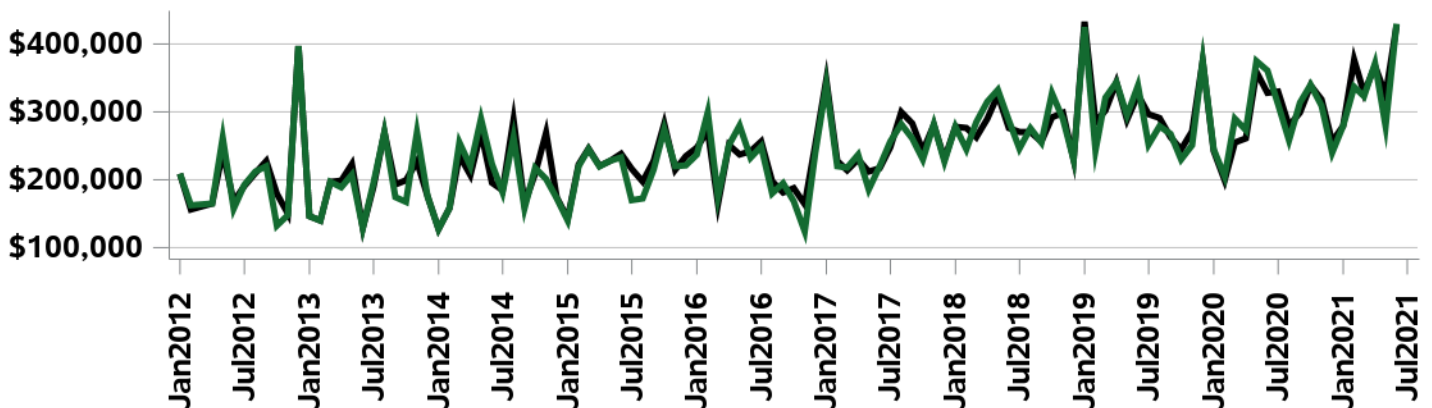
Active Listings (June only)



Months of Inventory (June only)

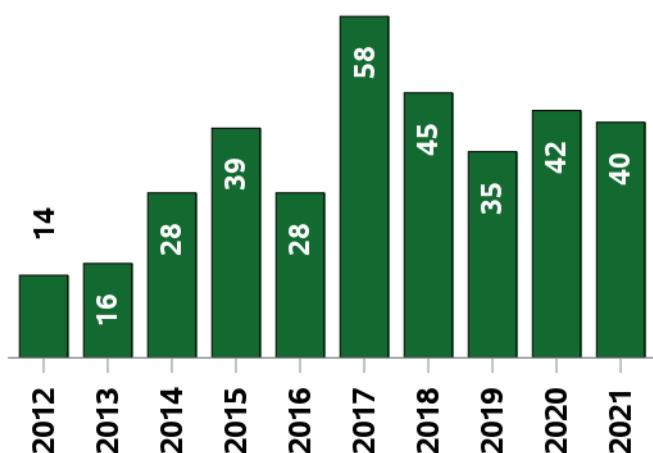


Average Price and Median Price

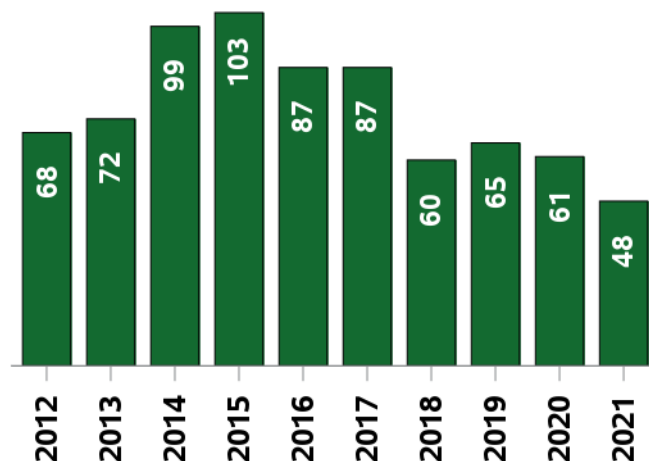


Grand Forks MLS® Single Family Market Activity

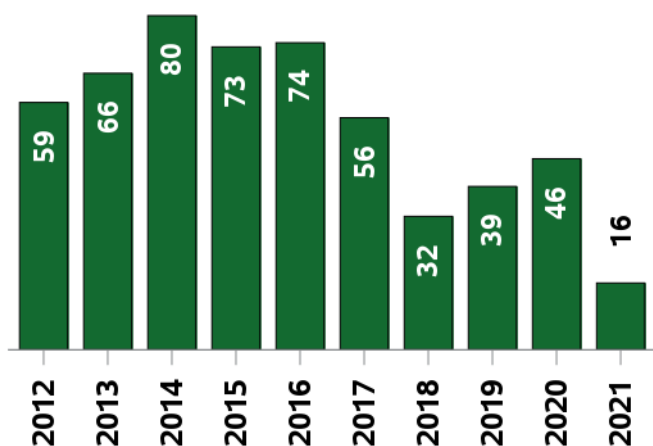
Sales Activity (June Year-to-date)



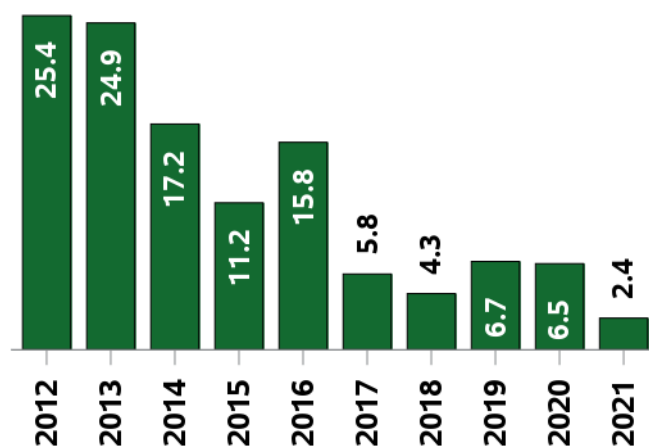
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Invermere MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 19 | 90.0 | 111.1 | 216.7 | 111.1 | 216.7 | 216.7 |
| Dollar Volume | \$8,153,669 | 79.5 | 111.0 | 375.0 | 161.9 | 308.1 | 306.9 |
| New Listings | 22 | 57.1 | 57.1 | 46.7 | 144.4 | 10.0 | -8.3 |
| Active Listings | 41 | -49.4 | -59.0 | -48.8 | -48.1 | -54.9 | -64.7 |
| Sales to New Listings Ratio ¹ | 86.4 | 71.4 | 64.3 | 40.0 | 100.0 | 30.0 | 25.0 |
| Months of Inventory ² | 2.2 | 8.1 | 11.1 | 13.3 | 8.8 | 15.2 | 19.3 |
| Average Price | \$429,140 | -5.5 | -0.1 | 50.0 | 24.1 | 28.9 | 28.5 |
| Median Price | \$375,000 | -16.4 | 0.0 | 25.4 | 33.9 | 23.4 | 37.9 |
| Sale to List Price Ratio | 99.3 | 95.5 | 97.4 | 96.6 | 93.0 | 97.6 | 93.0 |
| Median Days on Market | 22.0 | 64.0 | 23.0 | 72.0 | 72.0 | 75.0 | 50.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 120 | 224.3 | 179.1 | 114.3 | 207.7 | 224.3 | 566.7 |
| Dollar Volume | \$52,436,945 | 273.9 | 223.4 | 186.0 | 279.4 | 286.4 | 811.5 |
| New Listings | 140 | 60.9 | 21.7 | 33.3 | 62.8 | 42.9 | 30.8 |
| Active Listings ³ | 31 | -53.2 | -60.8 | -52.9 | -58.7 | -56.0 | -67.5 |
| Sales to New Listings Ratio ⁴ | 85.7 | 42.5 | 37.4 | 53.3 | 45.3 | 37.8 | 16.8 |
| Months of Inventory ⁵ | 1.6 | 10.9 | 11.1 | 7.1 | 11.7 | 11.5 | 32.1 |
| Average Price | \$436,975 | 15.3 | 15.9 | 33.5 | 23.3 | 19.1 | 36.7 |
| Median Price | \$389,500 | -2.6 | 3.9 | 31.4 | 9.7 | 16.6 | 39.1 |
| Sale to List Price Ratio | 98.9 | 96.8 | 97.4 | 96.0 | 95.1 | 95.6 | 92.0 |
| Median Days on Market | 22.0 | 80.0 | 49.0 | 56.0 | 57.0 | 88.0 | 105.0 |

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.

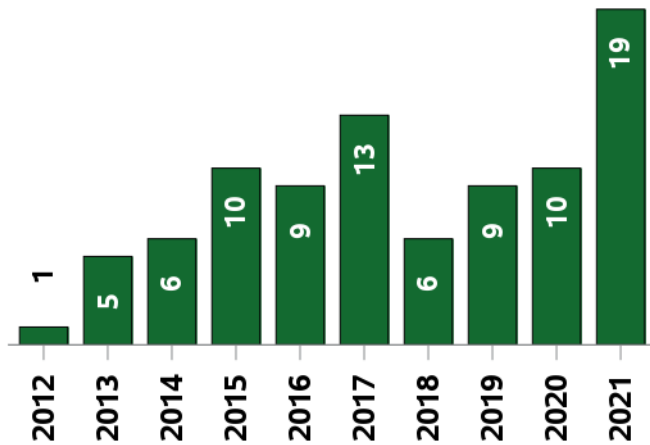
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

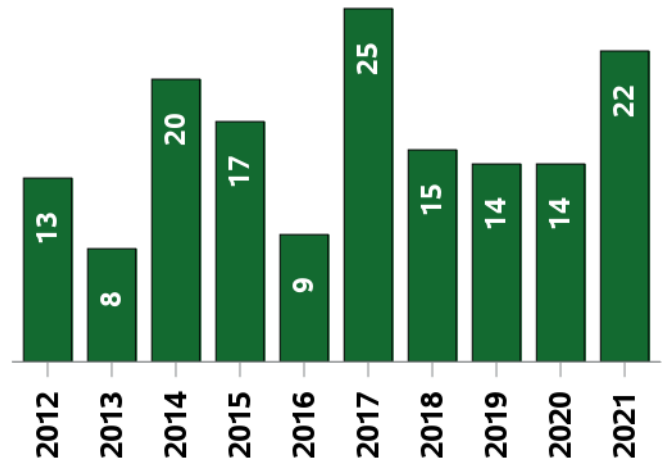
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

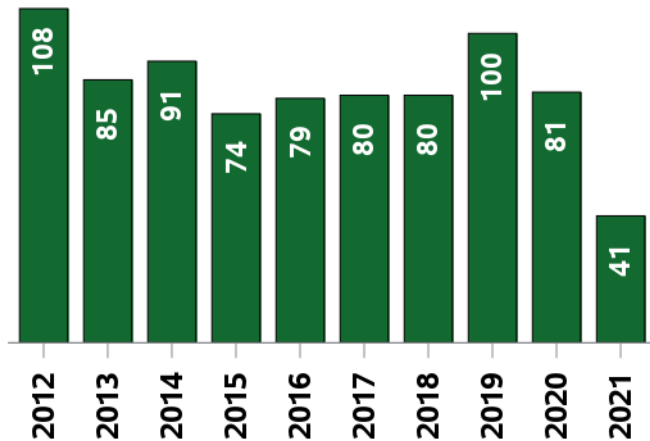
Sales Activity (June only)



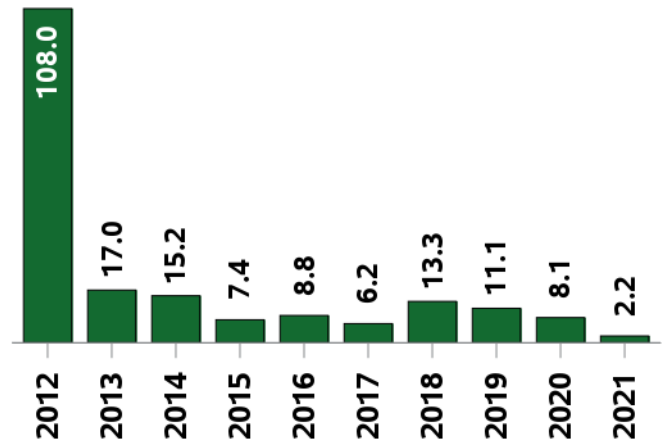
New Listings (June only)



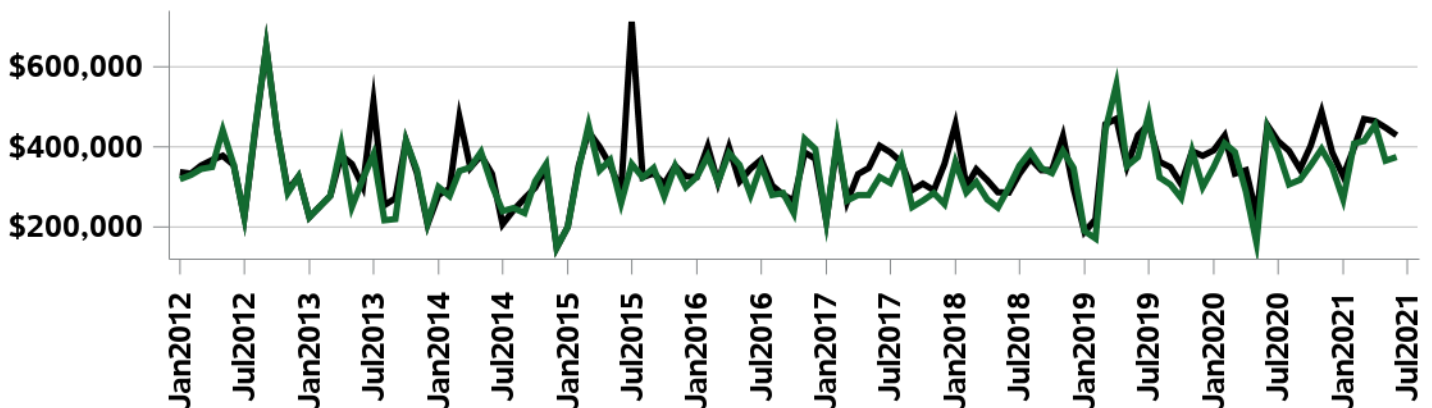
Active Listings (June only)



Months of Inventory (June only)

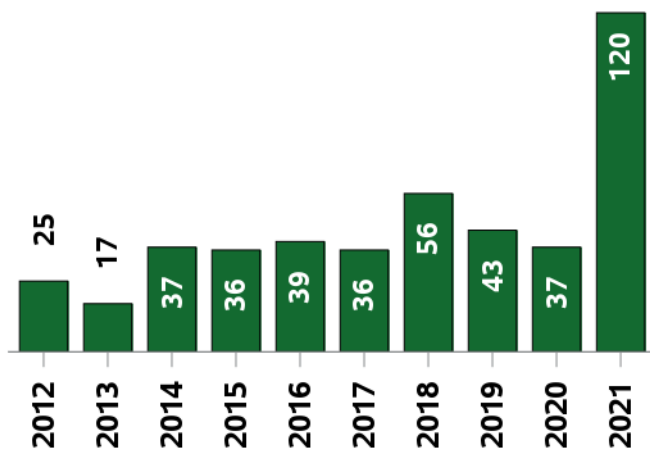


Average Price and Median Price

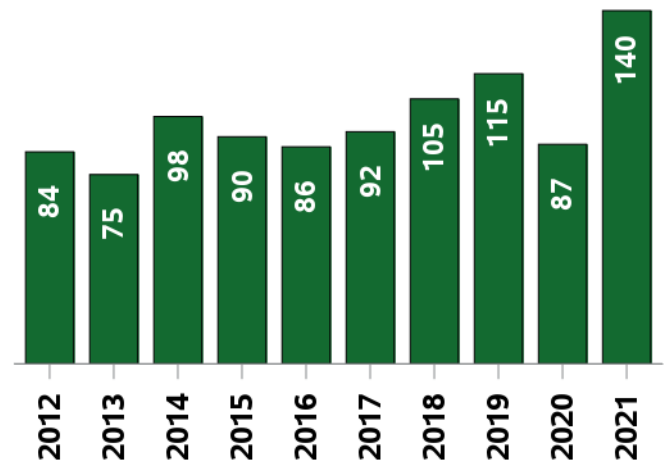


Invermere MLS® Residential Market Activity

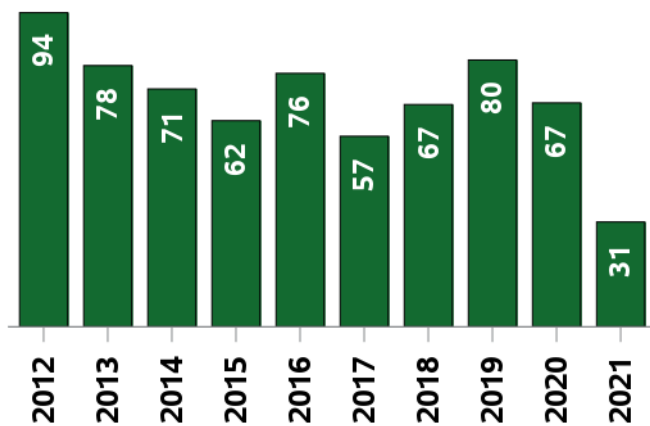
Sales Activity (June Year-to-date)



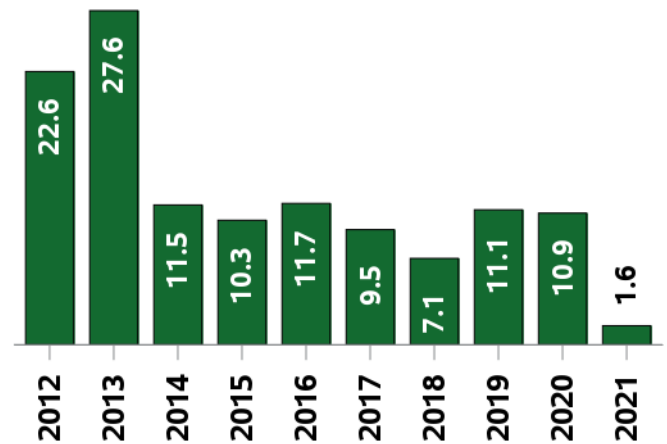
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Invermere MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 8 | 14.3 | 60.0 | 300.0 | 33.3 | 166.7 | 100.0 |
| Dollar Volume | \$4,716,000 | 52.1 | 115.1 | 675.7 | 96.7 | 264.2 | 209.4 |
| New Listings | 11 | 22.2 | 83.3 | 10.0 | 57.1 | -21.4 | -38.9 |
| Active Listings | 22 | -45.0 | -58.5 | -57.7 | -52.2 | -58.5 | -70.7 |
| Sales to New Listings Ratio ¹ | 72.7 | 77.8 | 83.3 | 20.0 | 85.7 | 21.4 | 22.2 |
| Months of Inventory ² | 2.8 | 5.7 | 10.6 | 26.0 | 7.7 | 17.7 | 18.8 |
| Average Price | \$589,500 | 33.1 | 34.4 | 93.9 | 47.5 | 36.6 | 54.7 |
| Median Price | \$599,500 | 31.8 | 59.9 | 97.2 | 67.7 | 59.9 | 120.4 |
| Sale to List Price Ratio | 98.4 | 94.8 | 95.7 | 94.4 | 94.0 | 97.3 | 91.0 |
| Median Days on Market | 32.5 | 56.0 | 28.0 | 78.0 | 63.5 | 64.0 | 52.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 55 | 189.5 | 161.9 | 129.2 | 89.7 | 129.2 | 292.9 |
| Dollar Volume | \$32,324,326 | 292.1 | 220.0 | 210.9 | 200.0 | 212.5 | 554.3 |
| New Listings | 68 | 51.1 | 3.0 | 4.6 | 13.3 | 7.9 | -11.7 |
| Active Listings ³ | 17 | -48.7 | -61.2 | -56.5 | -63.1 | -56.7 | -68.9 |
| Sales to New Listings Ratio ⁴ | 80.9 | 42.2 | 31.8 | 36.9 | 48.3 | 38.1 | 18.2 |
| Months of Inventory ⁵ | 1.8 | 10.3 | 12.3 | 9.6 | 9.3 | 9.6 | 23.0 |
| Average Price | \$587,715 | 35.4 | 22.2 | 35.7 | 58.2 | 36.4 | 66.6 |
| Median Price | \$575,100 | 32.2 | 31.5 | 60.2 | 59.8 | 58.2 | 84.0 |
| Sale to List Price Ratio | 98.7 | 96.6 | 97.0 | 95.1 | 95.1 | 95.1 | 92.4 |
| Median Days on Market | 24.0 | 69.0 | 39.0 | 53.5 | 46.0 | 61.0 | 191.0 |

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.

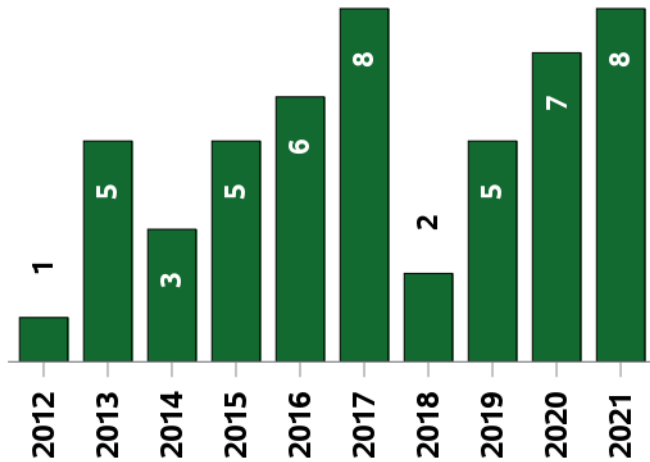
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

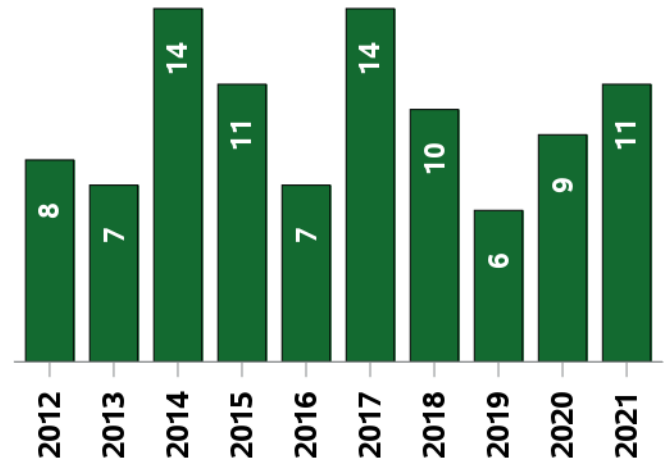
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

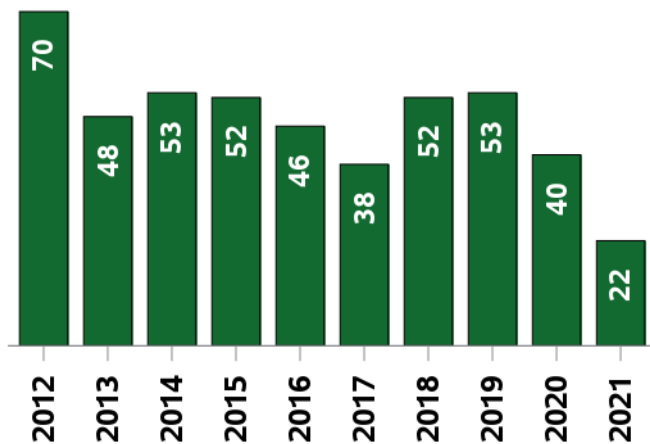
Sales Activity (June only)



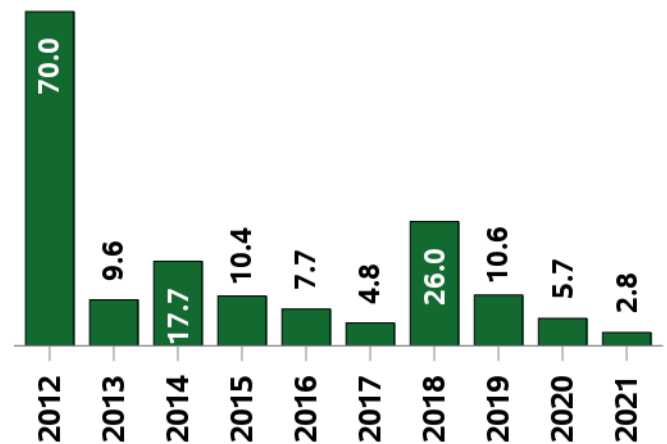
New Listings (June only)



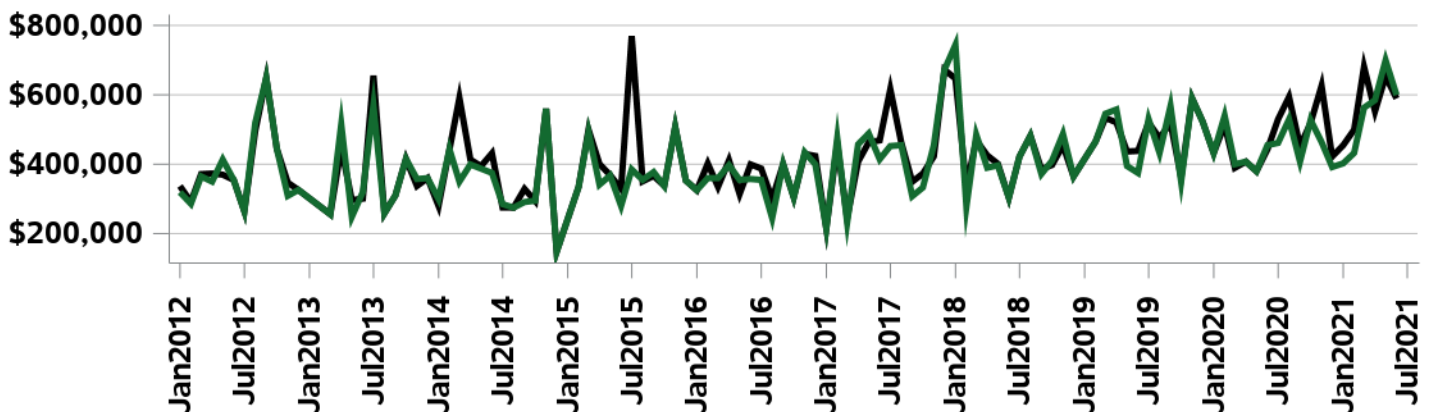
Active Listings (June only)



Months of Inventory (June only)

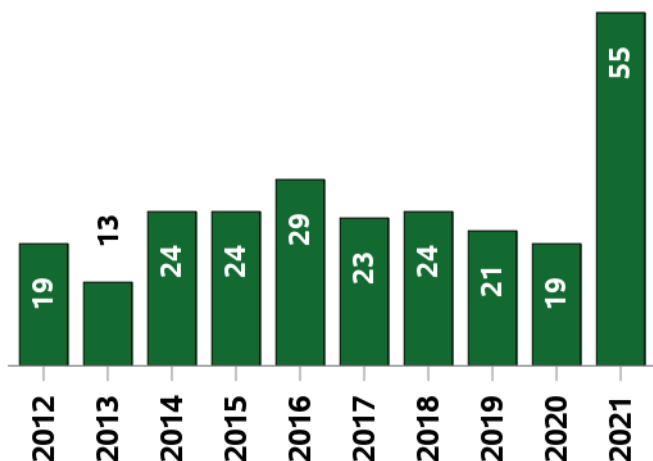


Average Price and Median Price

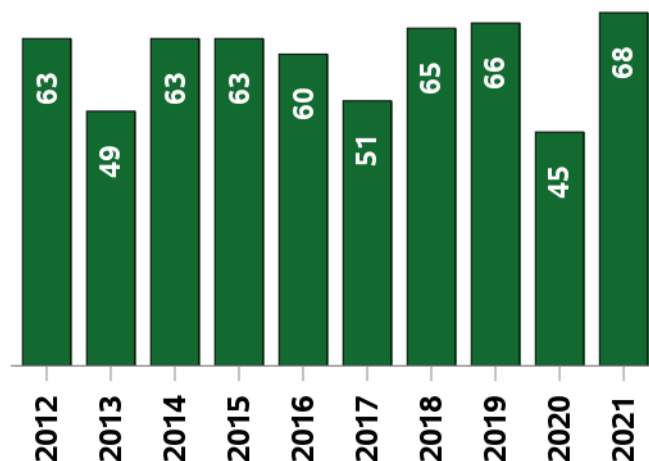


Invermere MLS® Single Family Market Activity

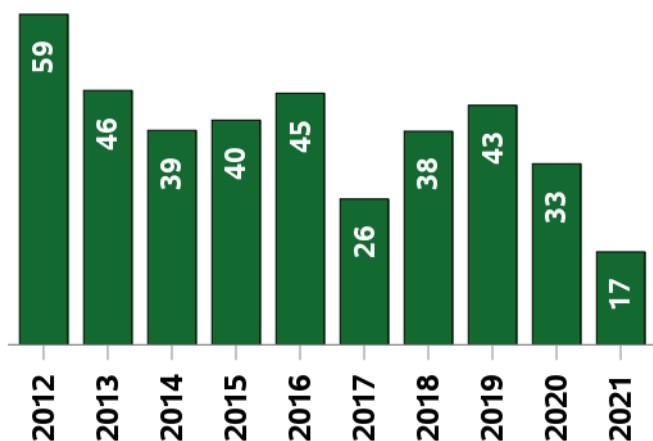
Sales Activity (June Year-to-date)



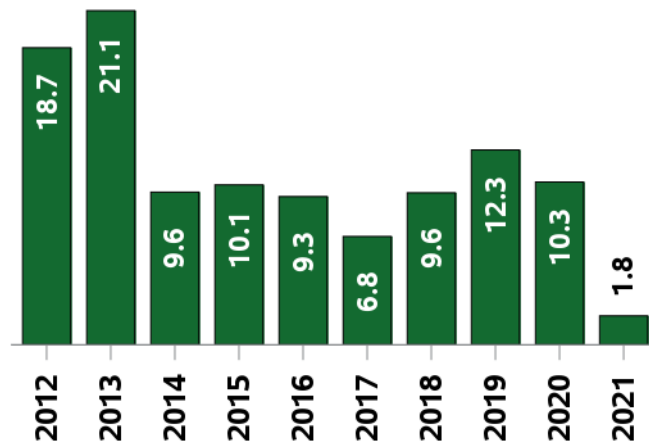
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Kimberley MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 17 | 30.8 | 0.0 | -15.0 | -10.5 | 6.3 | 88.9 |
| Dollar Volume | \$6,843,697 | 37.1 | 0.2 | 34.2 | 50.9 | 77.9 | 222.9 |
| New Listings | 49 | 53.1 | 81.5 | 113.0 | 58.1 | 113.0 | -3.9 |
| Active Listings | 92 | -3.2 | -11.5 | -1.1 | -41.4 | -55.1 | -62.9 |
| Sales to New Listings Ratio ¹ | 34.7 | 40.6 | 63.0 | 87.0 | 61.3 | 69.6 | 17.6 |
| Months of Inventory ² | 5.4 | 7.3 | 6.1 | 4.7 | 8.3 | 12.8 | 27.6 |
| Average Price | \$402,570 | 4.9 | 0.2 | 57.8 | 68.6 | 67.5 | 70.9 |
| Median Price | \$350,000 | 7.7 | -7.9 | 30.0 | 87.7 | 42.9 | 70.7 |
| Sale to List Price Ratio | 99.9 | 98.6 | 97.6 | 95.8 | 95.6 | 95.4 | 92.8 |
| Median Days on Market | 28.0 | 36.0 | 52.0 | 31.0 | 77.0 | 57.0 | 294.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 133 | 101.5 | 43.0 | 27.9 | 22.0 | 52.9 | 137.5 |
| Dollar Volume | \$46,717,317 | 123.4 | 60.0 | 91.0 | 131.1 | 105.5 | 294.7 |
| New Listings | 199 | 45.3 | 25.2 | 44.2 | 22.8 | 0.0 | 2.1 |
| Active Listings ³ | 60 | -20.9 | -27.9 | -35.9 | -61.8 | -68.8 | -72.8 |
| Sales to New Listings Ratio ⁴ | 66.8 | 48.2 | 58.5 | 75.4 | 67.3 | 43.7 | 28.7 |
| Months of Inventory ⁵ | 2.7 | 6.9 | 5.4 | 5.4 | 8.6 | 13.2 | 23.6 |
| Average Price | \$351,258 | 10.8 | 11.9 | 49.4 | 89.4 | 34.4 | 66.2 |
| Median Price | \$337,000 | 12.3 | 6.6 | 51.2 | 101.2 | 39.0 | 60.5 |
| Sale to List Price Ratio | 98.8 | 95.9 | 95.8 | 94.8 | 95.1 | 94.8 | 93.7 |
| Median Days on Market | 29.0 | 64.5 | 42.0 | 50.5 | 128.0 | 96.0 | 65.0 |

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.

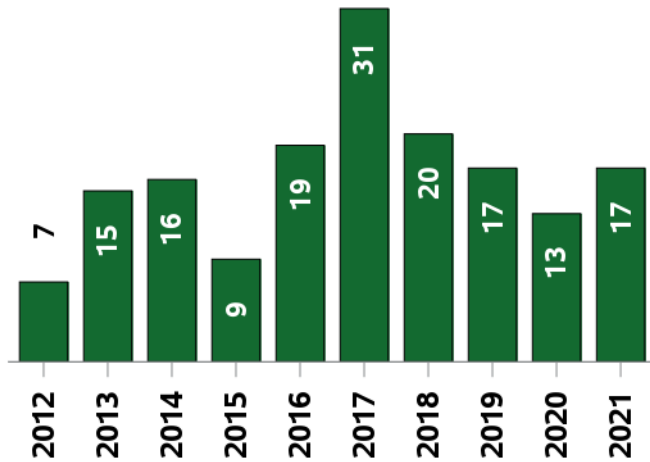
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

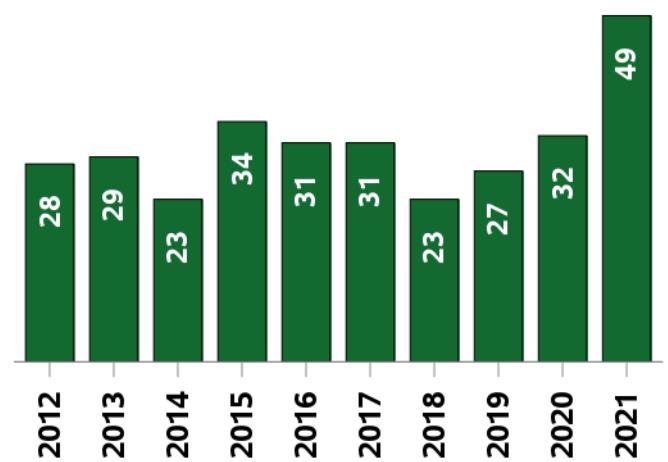
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

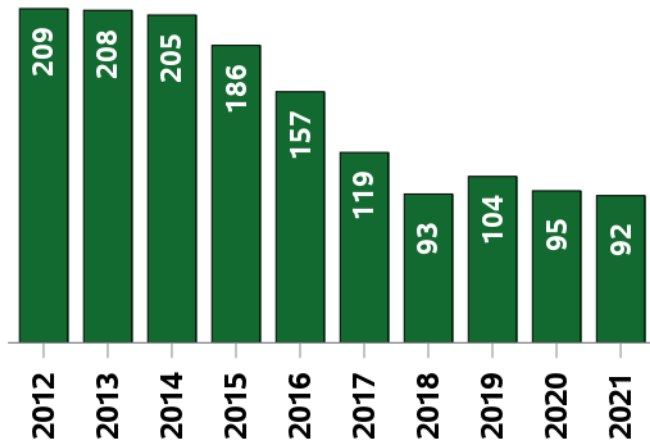
Sales Activity (June only)



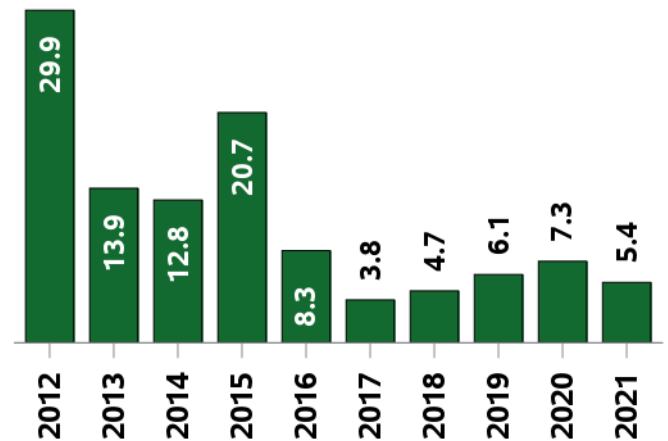
New Listings (June only)



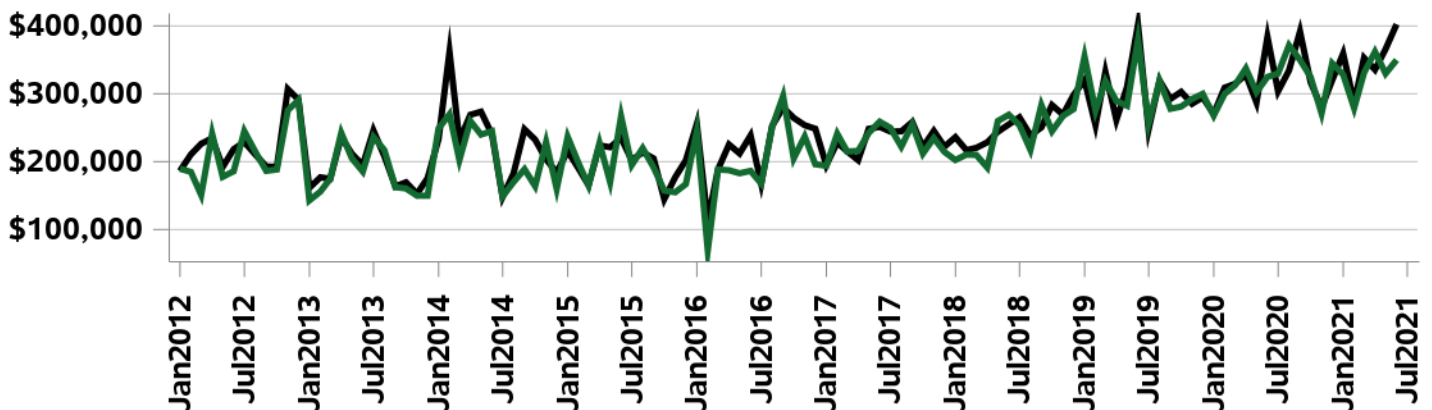
Active Listings (June only)



Months of Inventory (June only)

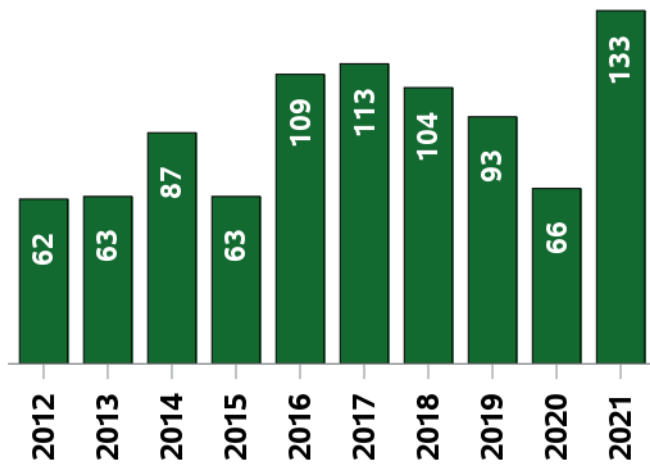


Average Price and Median Price

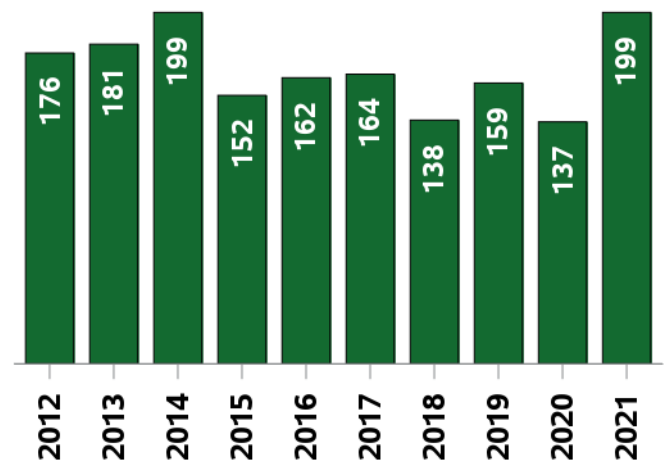


Kimberley MLS® Residential Market Activity

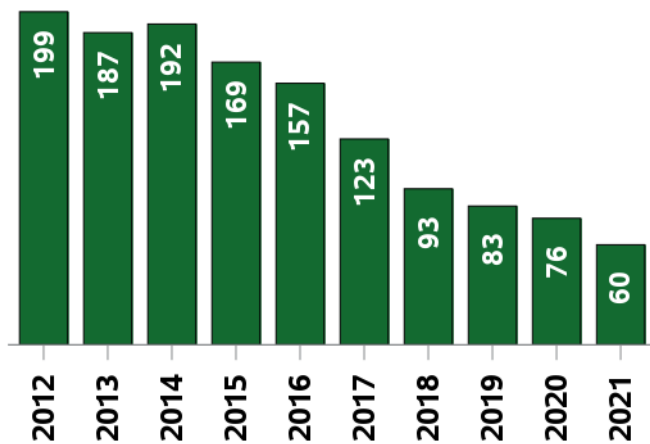
Sales Activity (June Year-to-date)



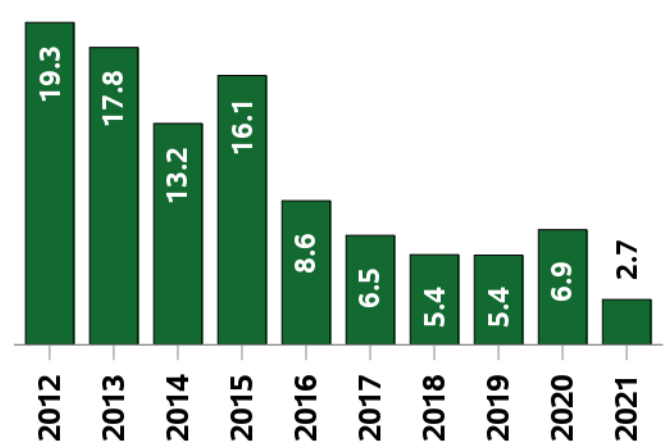
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Kimberley MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 8 | -33.3 | -33.3 | -42.9 | -42.9 | -33.3 | 33.3 |
| Dollar Volume | \$3,358,247 | -28.3 | -35.6 | -20.9 | -14.9 | 3.9 | 124.0 |
| New Listings | 36 | 44.0 | 89.5 | 111.8 | 80.0 | 157.1 | -7.7 |
| Active Listings | 61 | 1.7 | -7.6 | 32.6 | -27.4 | -35.8 | -57.6 |
| Sales to New Listings Ratio ¹ | 22.2 | 48.0 | 63.2 | 82.4 | 70.0 | 85.7 | 15.4 |
| Months of Inventory ² | 7.6 | 5.0 | 5.5 | 3.3 | 6.0 | 7.9 | 24.0 |
| Average Price | \$419,781 | 7.6 | -3.3 | 38.5 | 49.0 | 55.9 | 68.0 |
| Median Price | \$412,124 | 23.0 | -2.5 | 40.5 | 57.0 | 38.1 | 89.0 |
| Sale to List Price Ratio | 100.2 | 98.9 | 98.2 | 97.5 | 96.4 | 96.3 | 91.7 |
| Median Days on Market | 28.5 | 38.0 | 53.0 | 23.5 | 62.0 | 73.0 | 240.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 71 | 31.5 | 10.9 | 9.2 | 16.4 | 9.2 | 61.4 |
| Dollar Volume | \$30,407,967 | 63.7 | 30.3 | 60.5 | 95.8 | 64.0 | 208.9 |
| New Listings | 124 | 21.6 | 15.9 | 30.5 | 4.2 | -3.9 | -15.1 |
| Active Listings ³ | 33 | -29.3 | -36.3 | -13.9 | -57.4 | -62.0 | -71.0 |
| Sales to New Listings Ratio ⁴ | 57.3 | 52.9 | 59.8 | 68.4 | 51.3 | 50.4 | 30.1 |
| Months of Inventory ⁵ | 2.8 | 5.2 | 4.9 | 3.5 | 7.6 | 8.0 | 15.5 |
| Average Price | \$428,281 | 24.5 | 17.5 | 46.9 | 68.2 | 50.1 | 91.4 |
| Median Price | \$382,500 | 20.9 | 11.7 | 39.6 | 67.0 | 44.3 | 64.5 |
| Sale to List Price Ratio | 100.0 | 96.8 | 96.5 | 96.0 | 95.5 | 95.4 | 94.1 |
| Median Days on Market | 29.0 | 47.5 | 44.5 | 32.0 | 53.0 | 96.0 | 60.5 |

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.

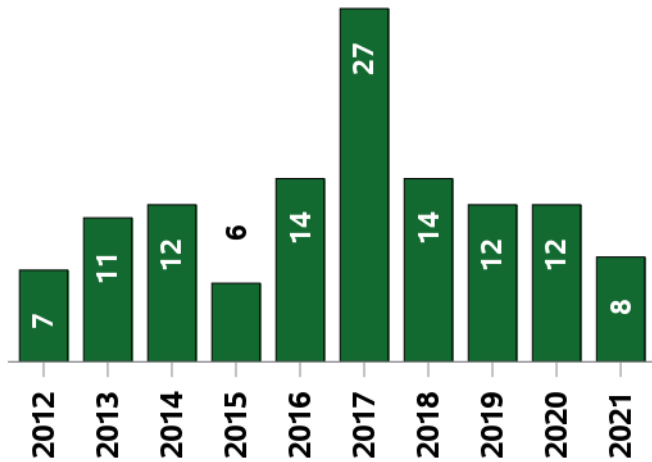
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

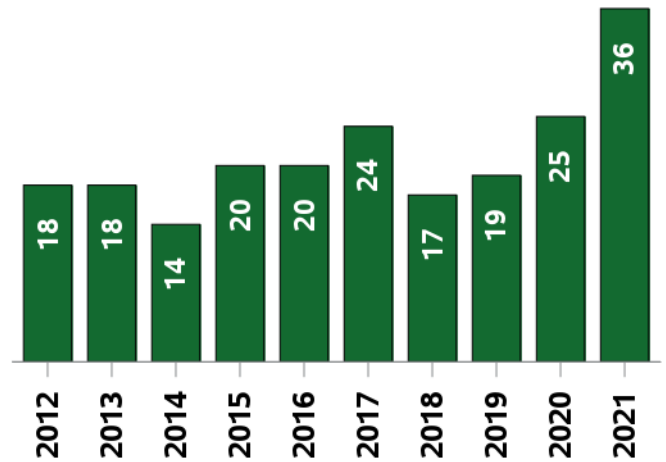
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

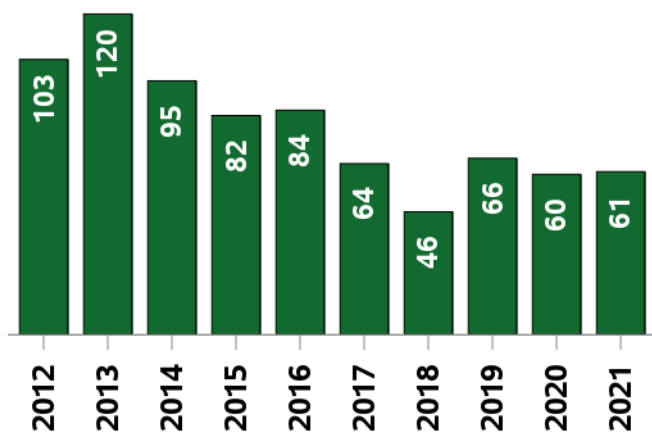
Sales Activity (June only)



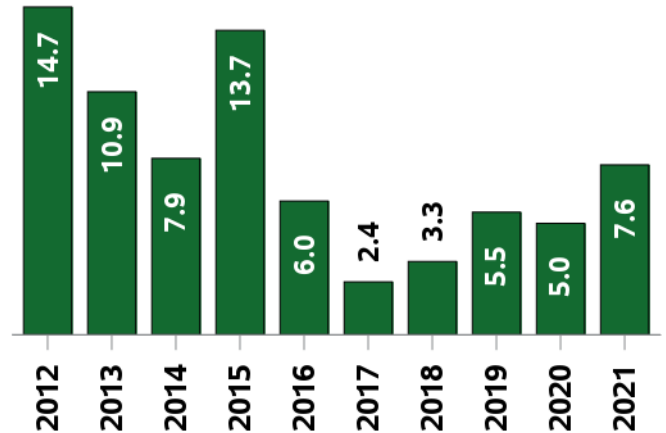
New Listings (June only)



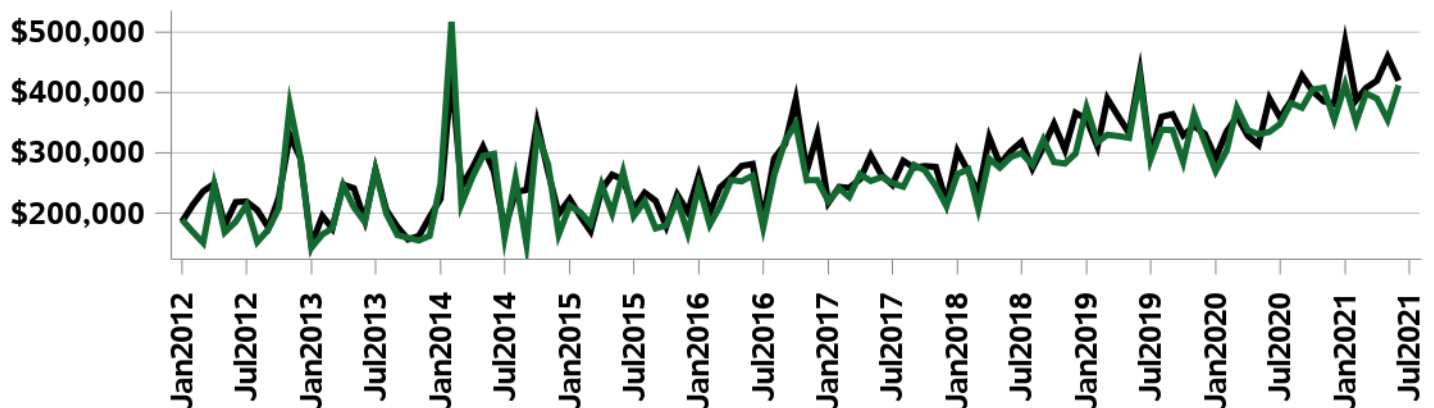
Active Listings (June only)



Months of Inventory (June only)

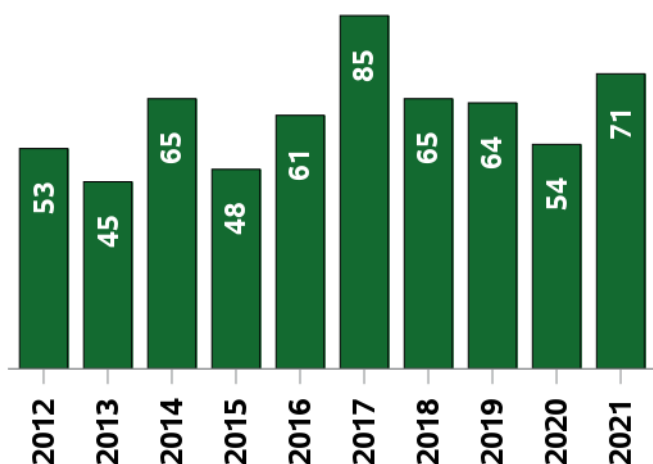


Average Price and Median Price

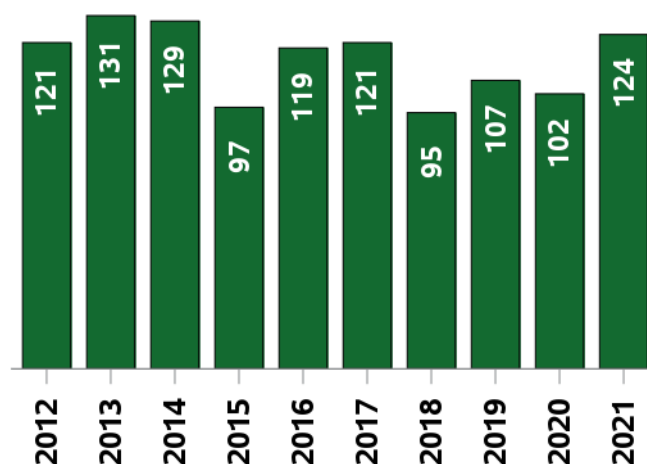


Kimberley MLS® Single Family Market Activity

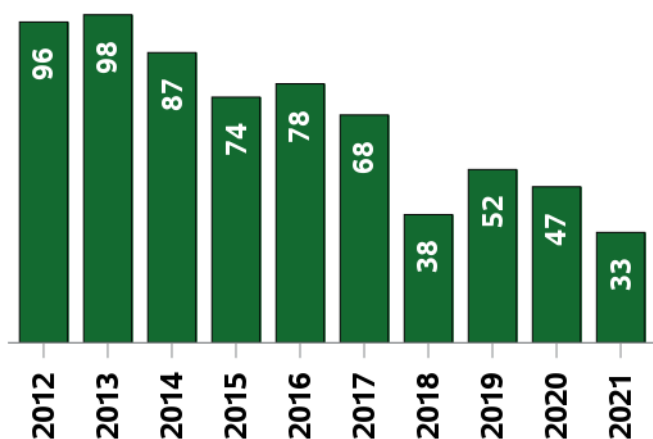
Sales Activity (June Year-to-date)



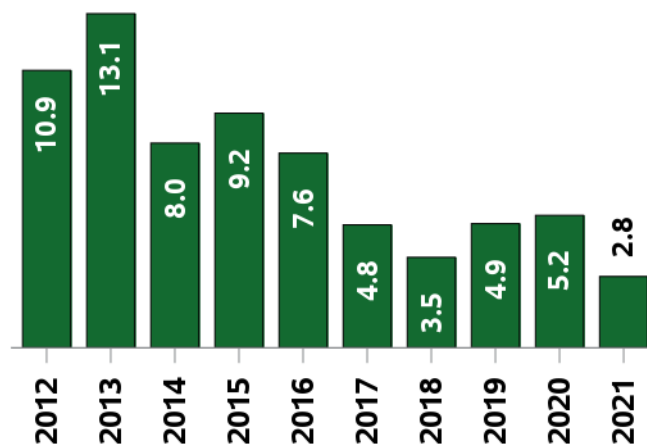
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Nelson
MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 20 | 11.1 | 42.9 | 5.3 | 25.0 | -23.1 | 17.6 |
| Dollar Volume | \$11,686,588 | 28.3 | 70.9 | 19.1 | 106.1 | 38.8 | 118.5 |
| New Listings | 22 | -4.3 | -21.4 | -4.3 | -15.4 | -46.3 | -24.1 |
| Active Listings | 50 | -49.5 | -27.5 | 0.0 | -27.5 | -67.9 | -70.9 |
| Sales to New Listings Ratio ¹ | 90.9 | 78.3 | 50.0 | 82.6 | 61.5 | 63.4 | 58.6 |
| Months of Inventory ² | 2.5 | 5.5 | 4.9 | 2.6 | 4.3 | 6.0 | 10.1 |
| Average Price | \$584,329 | 15.5 | 19.6 | 13.1 | 64.9 | 80.5 | 85.8 |
| Median Price | \$559,000 | 27.8 | 18.9 | 17.9 | 51.1 | 74.7 | 79.7 |
| Sale to List Price Ratio | 105.0 | 98.0 | 97.8 | 100.0 | 98.0 | 97.1 | 96.1 |
| Median Days on Market | 20.5 | 21.0 | 46.5 | 24.0 | 43.5 | 42.0 | 44.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 76 | 38.2 | 8.6 | 16.9 | -16.5 | 2.7 | 40.7 |
| Dollar Volume | \$44,510,298 | 58.5 | 31.9 | 41.7 | 43.8 | 87.3 | 153.5 |
| New Listings | 116 | -18.9 | -4.1 | 10.5 | -17.1 | -30.5 | -42.9 |
| Active Listings ³ | 47 | -42.4 | -3.5 | 56.7 | -27.0 | -64.0 | -63.5 |
| Sales to New Listings Ratio ⁴ | 65.5 | 38.5 | 57.9 | 61.9 | 65.0 | 44.3 | 26.6 |
| Months of Inventory ⁵ | 3.7 | 8.8 | 4.1 | 2.7 | 4.2 | 10.5 | 14.1 |
| Average Price | \$585,662 | 14.7 | 21.5 | 21.2 | 72.2 | 82.3 | 80.1 |
| Median Price | \$566,250 | 16.8 | 19.2 | 24.5 | 74.1 | 81.5 | 80.6 |
| Sale to List Price Ratio | 105.4 | 97.5 | 98.5 | 99.6 | 98.1 | 96.8 | 95.8 |
| Median Days on Market | 22.0 | 34.0 | 40.5 | 25.0 | 50.0 | 63.0 | 47.0 |

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.

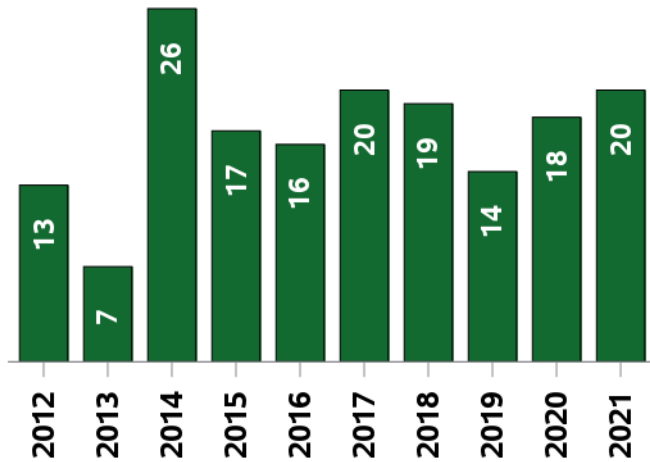
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

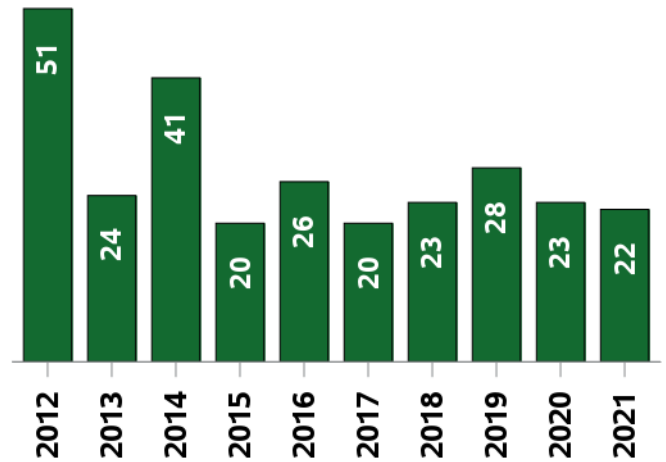
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

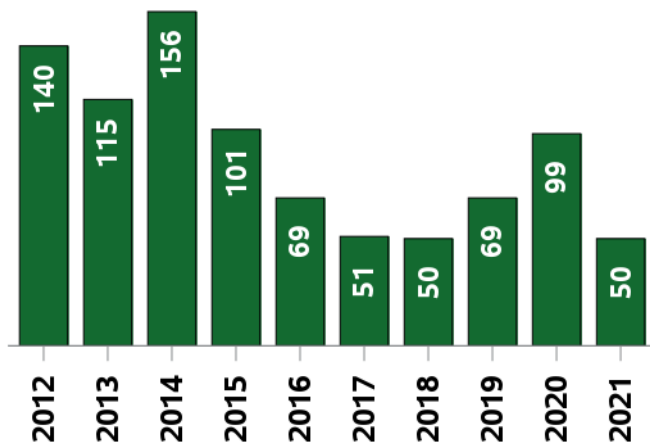
Sales Activity (June only)



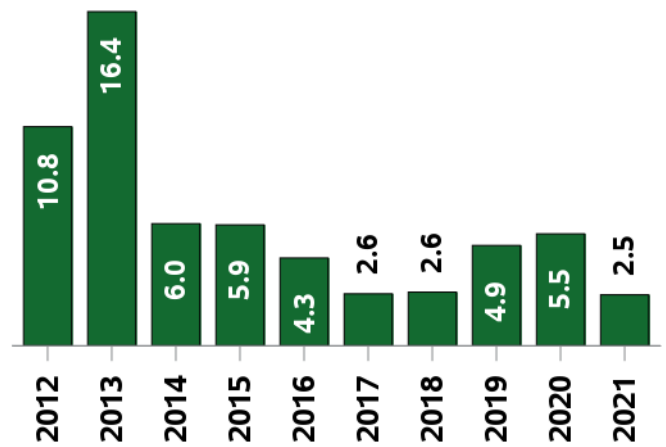
New Listings (June only)



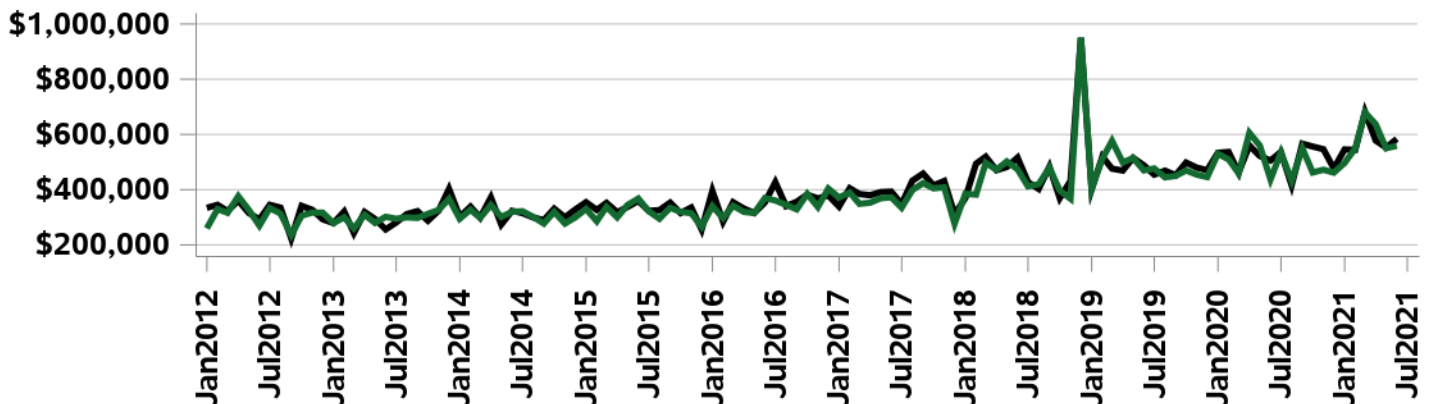
Active Listings (June only)



Months of Inventory (June only)

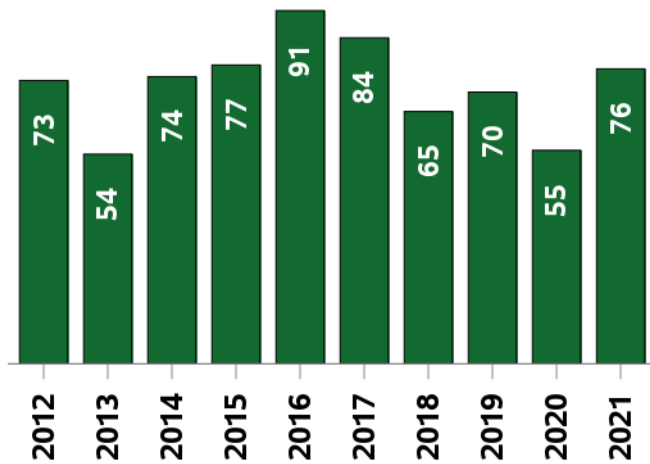


Average Price and Median Price

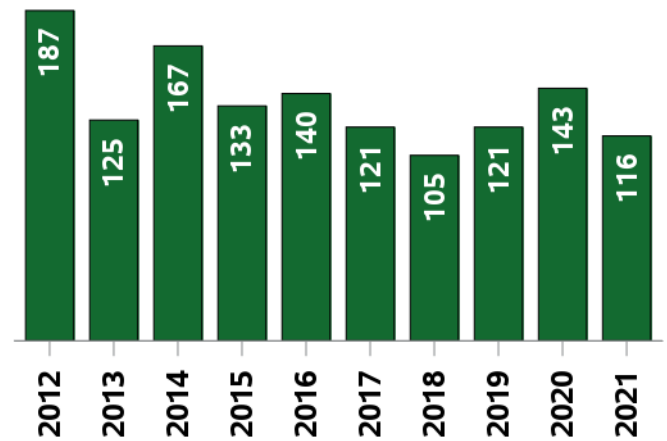


Nelson MLS® Residential Market Activity

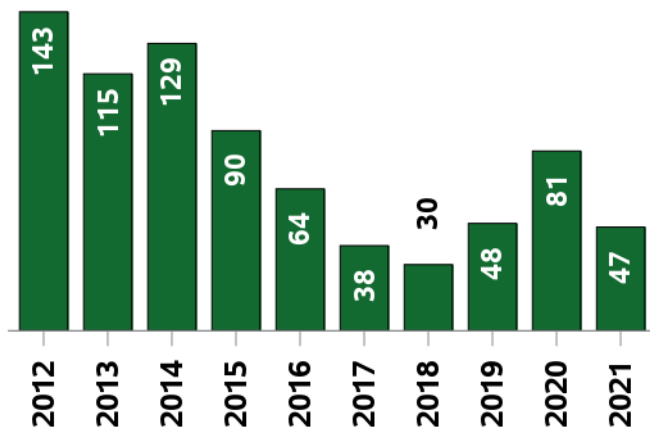
Sales Activity (June Year-to-date)



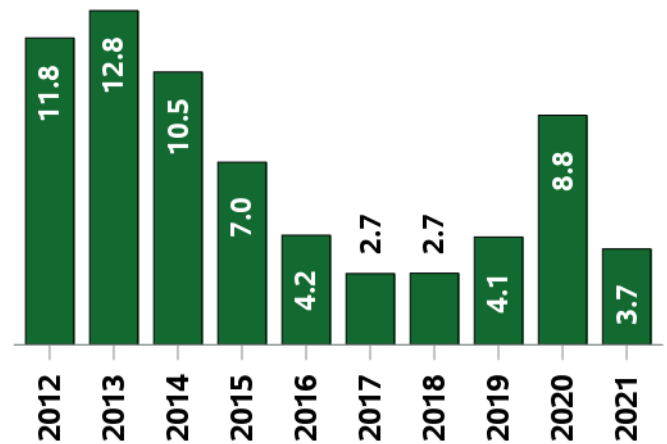
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Nelson MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 15 | -6.3 | 36.4 | -6.3 | 25.0 | -16.7 | 15.4 |
| Dollar Volume | \$9,407,500 | 17.4 | 56.5 | 9.9 | 122.9 | 51.4 | 126.5 |
| New Listings | 17 | -5.6 | -26.1 | 0.0 | 0.0 | -52.8 | -34.6 |
| Active Listings | 26 | -33.3 | -53.6 | -33.3 | -29.7 | -73.2 | -74.5 |
| Sales to New Listings Ratio ¹ | 88.2 | 88.9 | 47.8 | 94.1 | 70.6 | 50.0 | 50.0 |
| Months of Inventory ² | 1.7 | 2.4 | 5.1 | 2.4 | 3.1 | 5.4 | 7.8 |
| Average Price | \$627,167 | 25.2 | 14.8 | 17.2 | 78.3 | 81.7 | 96.3 |
| Median Price | \$600,000 | 37.1 | 25.0 | 22.4 | 69.3 | 77.8 | 92.9 |
| Sale to List Price Ratio | 103.8 | 97.7 | 97.3 | 99.4 | 98.2 | 97.5 | 95.9 |
| Median Days on Market | 22.0 | 21.0 | 43.0 | 24.0 | 36.5 | 52.0 | 39.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 53 | 15.2 | 10.4 | -1.9 | -22.1 | 6.0 | 23.3 |
| Dollar Volume | \$33,575,900 | 37.9 | 31.4 | 22.7 | 38.1 | 94.1 | 124.1 |
| New Listings | 75 | 2.7 | -19.4 | -10.7 | -12.8 | -44.9 | -43.2 |
| Active Listings ³ | 19 | -39.3 | -50.2 | -24.0 | -39.3 | -72.6 | -73.2 |
| Sales to New Listings Ratio ⁴ | 70.7 | 63.0 | 51.6 | 64.3 | 79.1 | 36.8 | 32.6 |
| Months of Inventory ⁵ | 2.1 | 4.0 | 4.6 | 2.7 | 2.7 | 8.1 | 9.6 |
| Average Price | \$633,508 | 19.7 | 19.0 | 25.0 | 77.1 | 83.1 | 81.8 |
| Median Price | \$645,000 | 21.7 | 25.9 | 31.6 | 90.8 | 99.2 | 101.6 |
| Sale to List Price Ratio | 106.0 | 97.3 | 98.2 | 99.4 | 98.5 | 96.7 | 96.1 |
| Median Days on Market | 22.0 | 33.0 | 37.0 | 24.5 | 36.0 | 58.5 | 39.0 |

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.

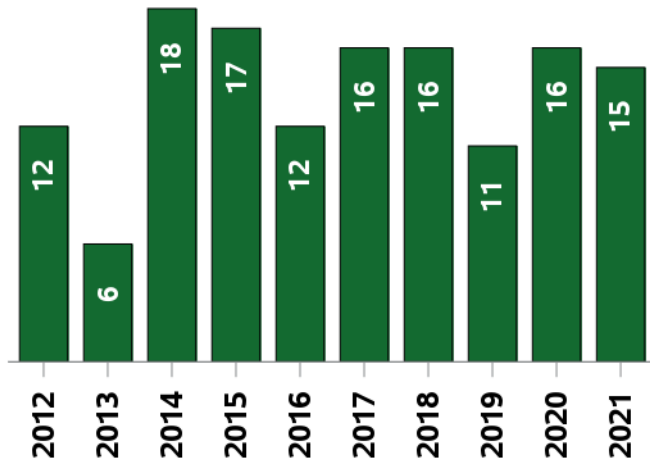
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

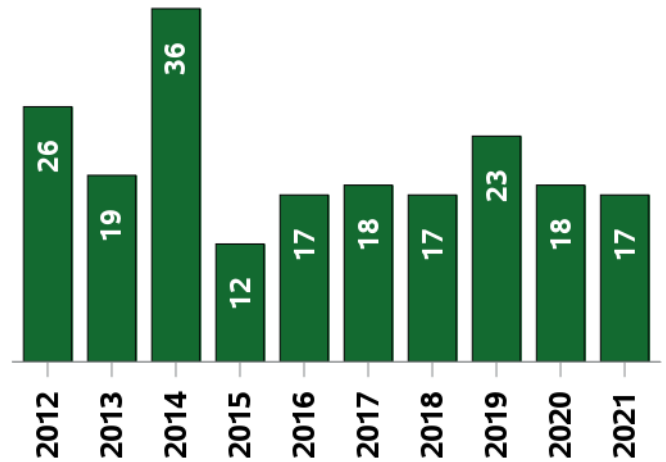
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

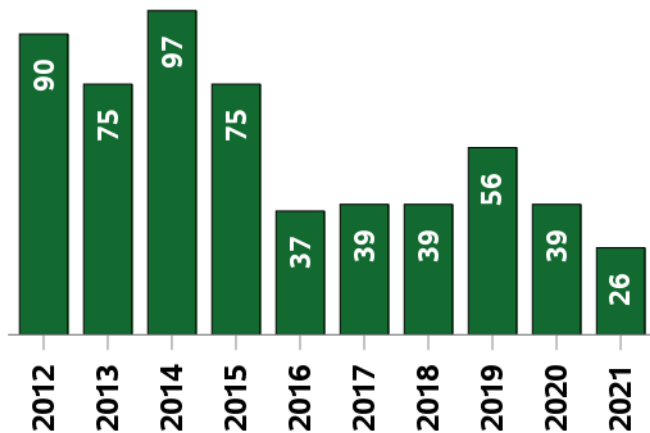
Sales Activity (June only)



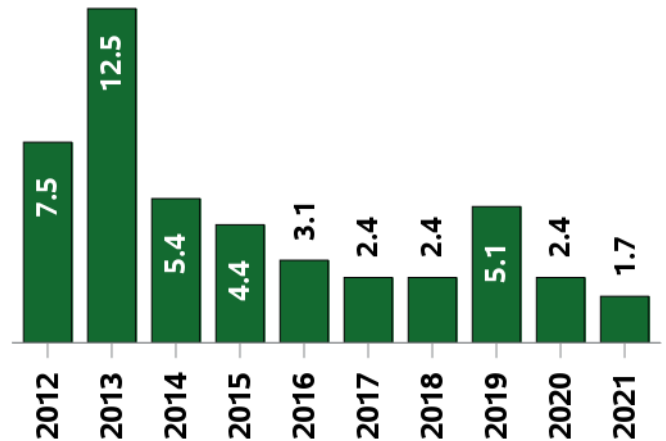
New Listings (June only)



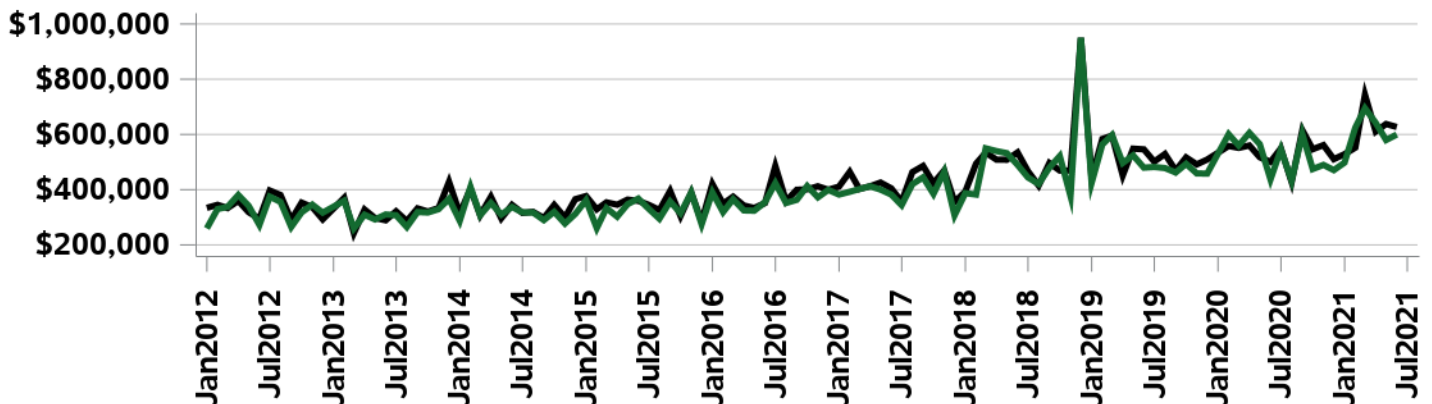
Active Listings (June only)



Months of Inventory (June only)

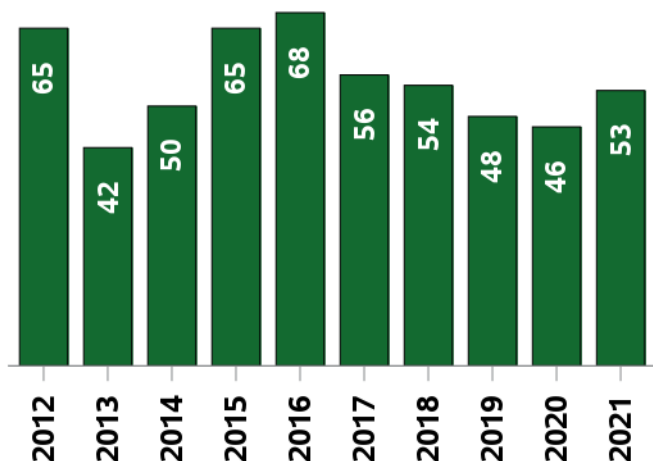


Average Price and Median Price

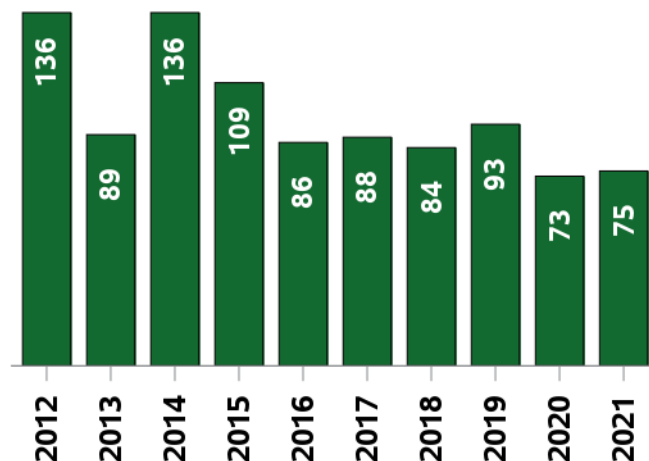


Nelson MLS® Single Family Market Activity

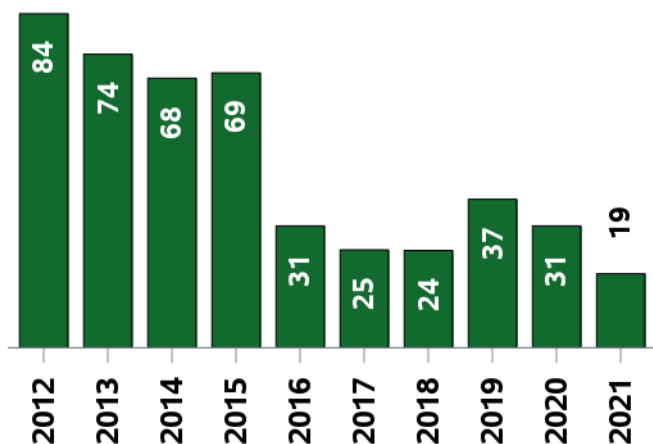
Sales Activity (June Year-to-date)



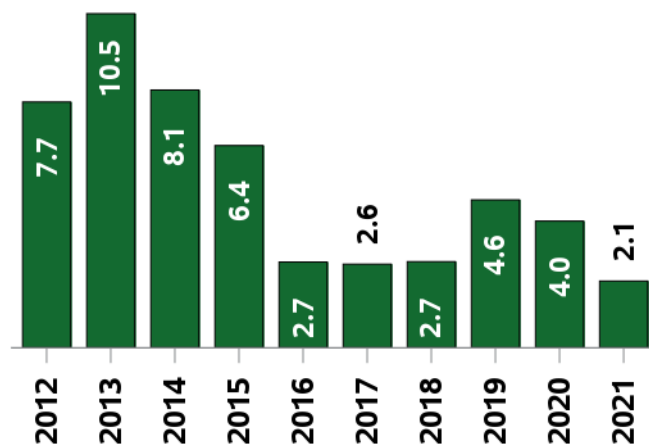
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Rossland MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 12 | 33.3 | 33.3 | 100.0 | 9.1 | 50.0 | 1,100.0 |
| Dollar Volume | \$6,105,000 | 52.8 | 59.2 | 281.8 | 129.3 | 233.4 | 3,121.6 |
| New Listings | 11 | 10.0 | 57.1 | -26.7 | -8.3 | 83.3 | -54.2 |
| Active Listings | 25 | -44.4 | -24.2 | -44.4 | -64.8 | -63.2 | -73.4 |
| Sales to New Listings Ratio ¹ | 109.1 | 90.0 | 128.6 | 40.0 | 91.7 | 133.3 | 4.2 |
| Months of Inventory ² | 2.1 | 5.0 | 3.7 | 7.5 | 6.5 | 8.5 | 94.0 |
| Average Price | \$508,750 | 14.6 | 19.4 | 90.9 | 110.1 | 122.3 | 168.5 |
| Median Price | \$463,500 | 17.3 | 17.3 | 62.6 | 78.3 | 108.8 | 144.6 |
| Sale to List Price Ratio | 100.1 | 97.4 | 96.4 | 96.9 | 93.8 | 94.0 | 90.7 |
| Median Days on Market | 34.5 | 55.0 | 56.0 | 62.0 | 70.0 | 52.5 | 111.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 63 | 162.5 | 50.0 | 40.0 | 40.0 | 142.3 | 173.9 |
| Dollar Volume | \$29,932,481 | 167.8 | 57.0 | 116.1 | 151.8 | 414.0 | 446.2 |
| New Listings | 73 | 25.9 | 30.4 | 2.8 | 7.4 | 21.7 | -14.1 |
| Active Listings ³ | 24 | -39.0 | -43.3 | -33.0 | -65.6 | -62.0 | -70.9 |
| Sales to New Listings Ratio ⁴ | 86.3 | 41.4 | 75.0 | 63.4 | 66.2 | 43.3 | 27.1 |
| Months of Inventory ⁵ | 2.3 | 9.8 | 6.0 | 4.8 | 9.3 | 14.6 | 21.5 |
| Average Price | \$475,119 | 2.0 | 4.7 | 54.3 | 79.9 | 112.1 | 99.4 |
| Median Price | \$444,500 | 0.5 | 13.0 | 33.1 | 66.2 | 112.2 | 123.4 |
| Sale to List Price Ratio | 99.6 | 97.1 | 96.5 | 97.4 | 94.8 | 93.3 | 95.5 |
| Median Days on Market | 35.0 | 62.0 | 95.0 | 53.0 | 70.0 | 122.0 | 73.0 |

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.

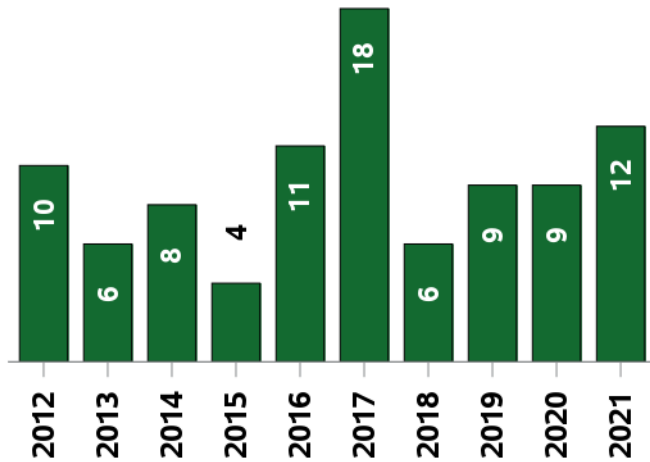
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

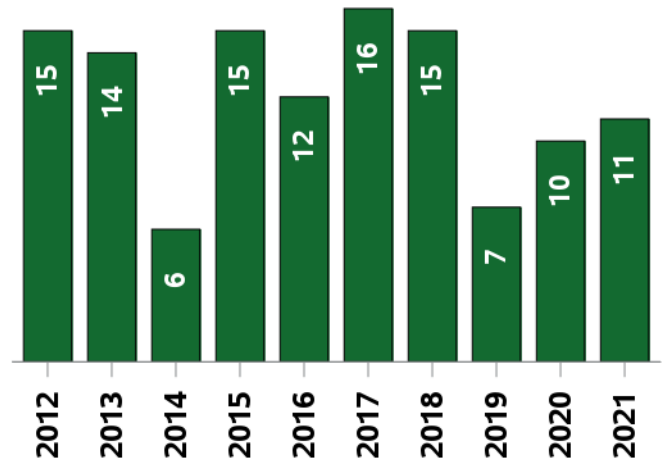
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

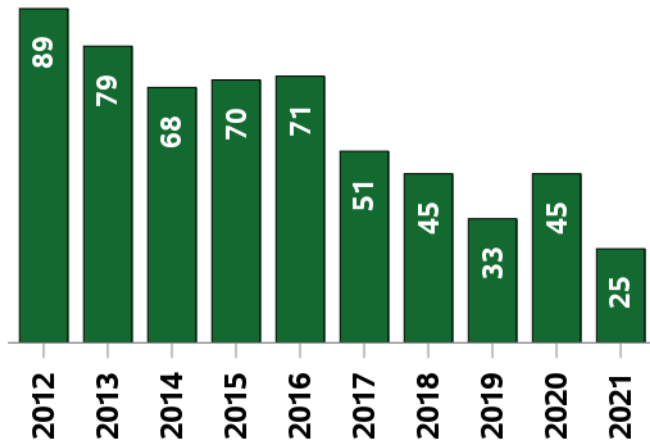
Sales Activity (June only)



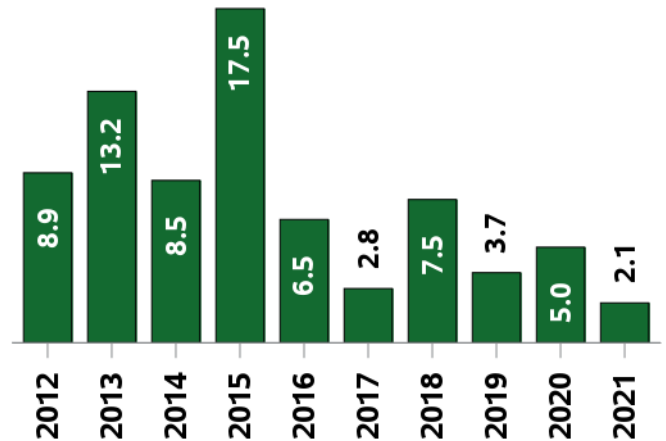
New Listings (June only)



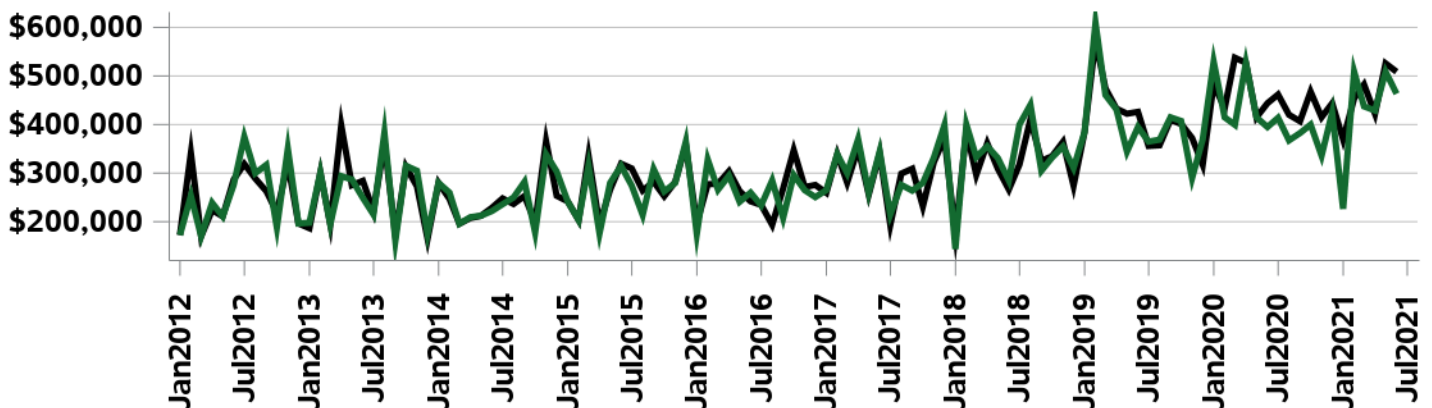
Active Listings (June only)



Months of Inventory (June only)

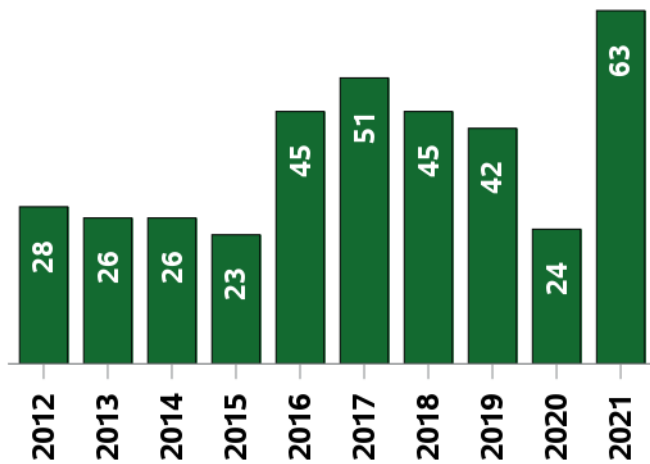


Average Price and Median Price

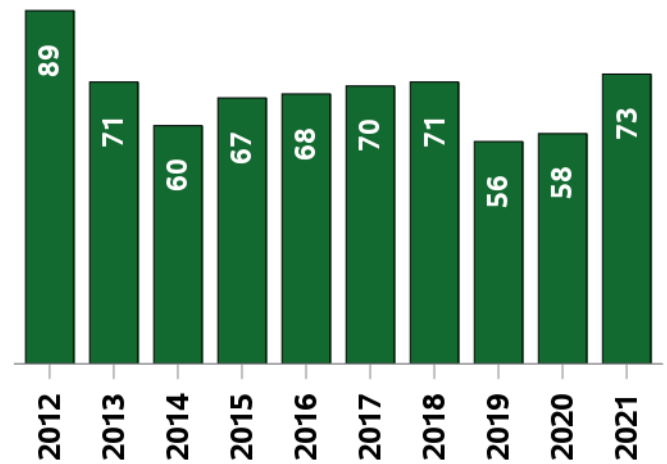


Rossland MLS® Residential Market Activity

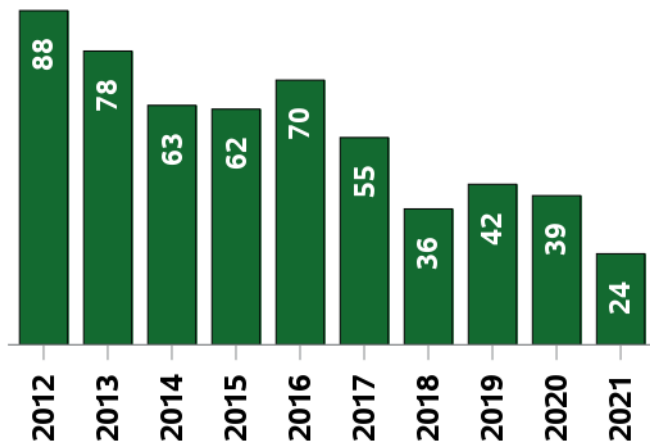
Sales Activity (June Year-to-date)



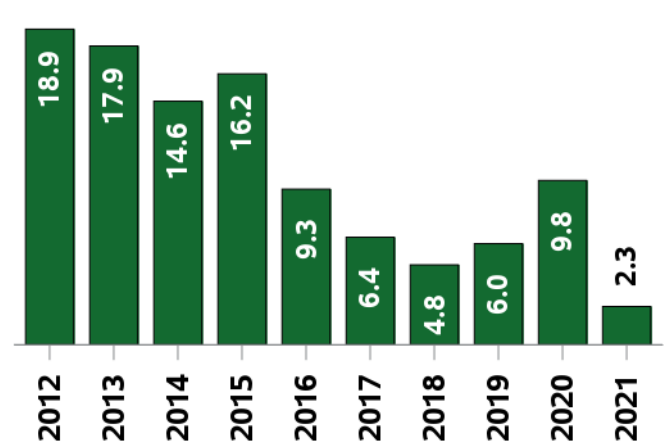
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Rossland MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 9 | 28.6 | 28.6 | 125.0 | -10.0 | 28.6 | 800.0 |
| Dollar Volume | \$5,286,000 | 50.3 | 53.7 | 299.5 | 124.0 | 235.4 | 2,689.4 |
| New Listings | 9 | 28.6 | 28.6 | -10.0 | 80.0 | 80.0 | -47.1 |
| Active Listings | 15 | -42.3 | -31.8 | -42.3 | -62.5 | -62.5 | -74.6 |
| Sales to New Listings Ratio ¹ | 100.0 | 100.0 | 100.0 | 40.0 | 200.0 | 140.0 | 5.9 |
| Months of Inventory ² | 1.7 | 3.7 | 3.1 | 6.5 | 4.0 | 5.7 | 59.0 |
| Average Price | \$587,333 | 16.9 | 19.5 | 77.6 | 148.9 | 160.9 | 209.9 |
| Median Price | \$570,000 | 18.8 | 25.3 | 77.3 | 119.2 | 201.6 | 200.8 |
| Sale to List Price Ratio | 100.5 | 97.6 | 97.6 | 97.6 | 93.6 | 94.2 | 90.7 |
| Median Days on Market | 34.0 | 48.0 | 41.0 | 42.0 | 58.0 | 64.0 | 111.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 37 | 105.6 | 32.1 | 27.6 | 0.0 | 94.7 | 94.7 |
| Dollar Volume | \$20,667,181 | 113.8 | 43.2 | 114.3 | 103.6 | 404.9 | 318.6 |
| New Listings | 47 | 23.7 | 9.3 | 4.4 | -4.1 | 17.5 | -21.7 |
| Active Listings ³ | 15 | -38.3 | -40.8 | -19.4 | -64.5 | -61.7 | -68.9 |
| Sales to New Listings Ratio ⁴ | 78.7 | 47.4 | 65.1 | 64.4 | 75.5 | 47.5 | 31.7 |
| Months of Inventory ⁵ | 2.4 | 7.8 | 5.3 | 3.7 | 6.6 | 11.9 | 14.7 |
| Average Price | \$558,572 | 4.0 | 8.3 | 68.0 | 103.6 | 159.3 | 115.0 |
| Median Price | \$545,000 | 9.9 | 16.0 | 60.3 | 105.7 | 172.5 | 131.9 |
| Sale to List Price Ratio | 99.6 | 96.8 | 97.6 | 98.3 | 95.1 | 92.9 | 95.3 |
| Median Days on Market | 34.0 | 51.5 | 53.5 | 36.0 | 64.0 | 100.0 | 60.0 |

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.

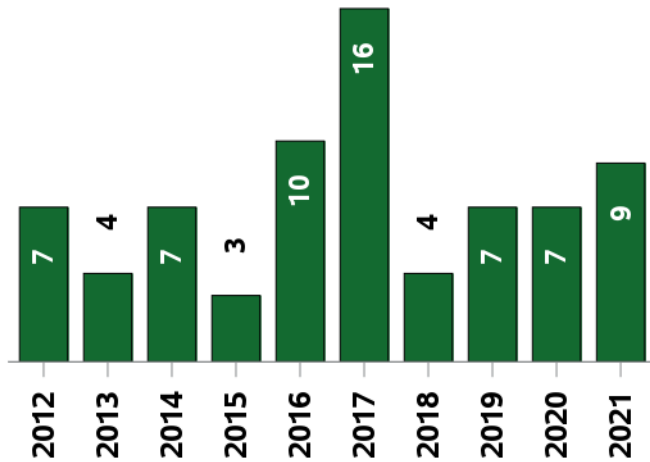
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

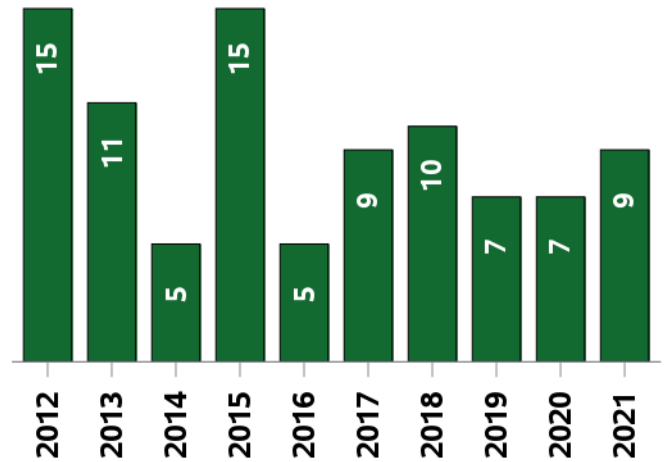
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

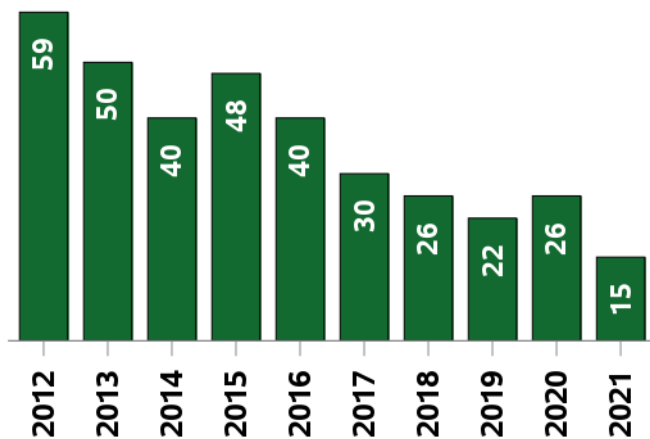
Sales Activity (June only)



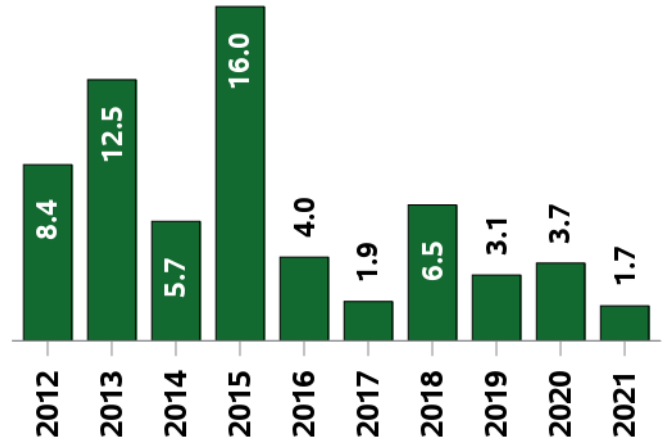
New Listings (June only)



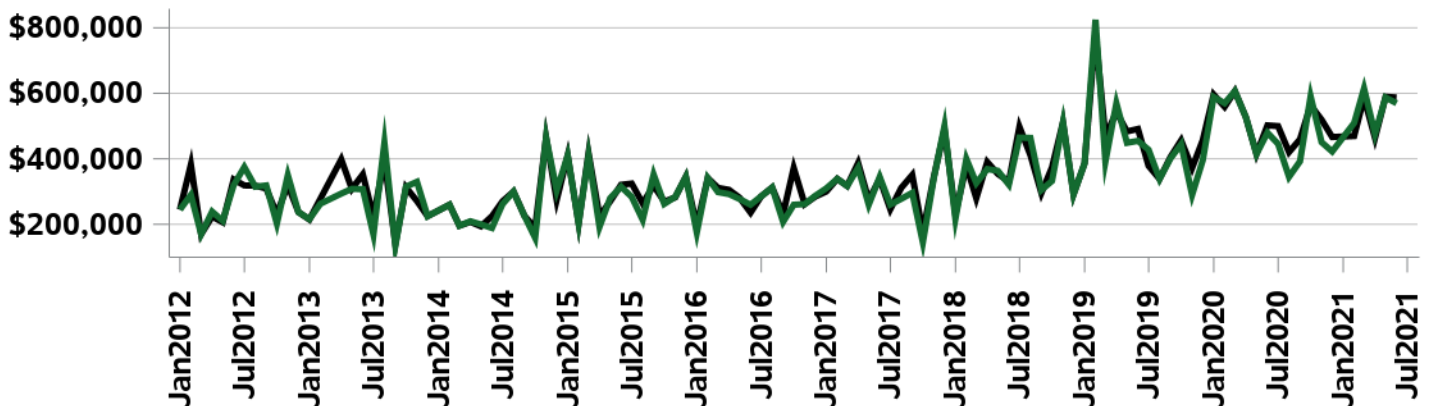
Active Listings (June only)



Months of Inventory (June only)

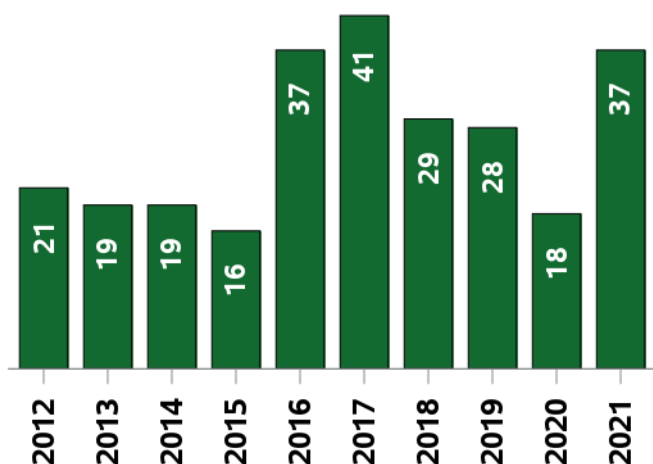


Average Price and Median Price

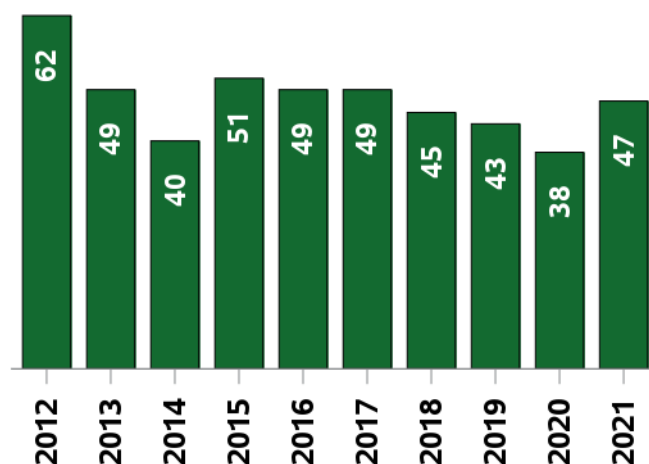


Rossland MLS® Single Family Market Activity

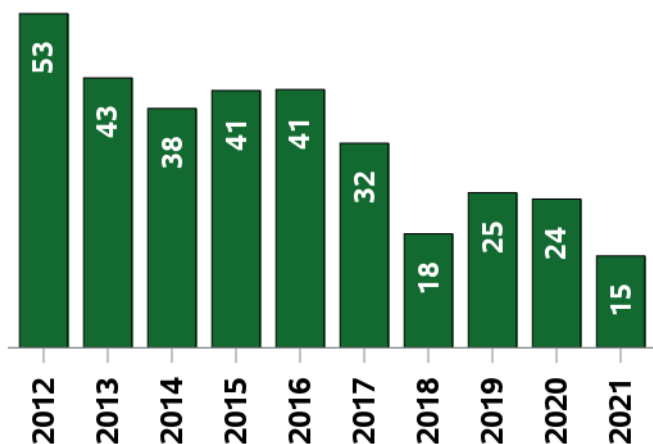
Sales Activity (June Year-to-date)



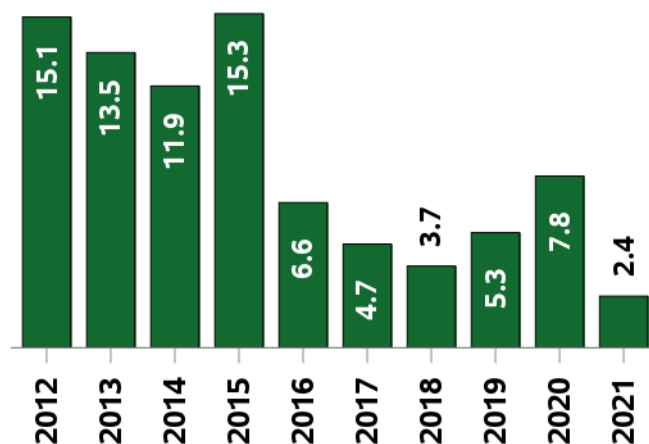
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Sparwood MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 17 | 54.5 | 6.3 | 183.3 | 112.5 | 325.0 | 112.5 |
| Dollar Volume | \$3,580,150 | 39.5 | 15.9 | 305.7 | 245.2 | 205.7 | -6.8 |
| New Listings | 23 | 130.0 | 91.7 | 15.0 | 283.3 | -23.3 | -58.2 |
| Active Listings | 44 | -13.7 | -25.4 | -42.9 | -56.9 | -54.2 | -48.2 |
| Sales to New Listings Ratio ¹ | 73.9 | 110.0 | 133.3 | 30.0 | 133.3 | 13.3 | 14.5 |
| Months of Inventory ² | 2.6 | 4.6 | 3.7 | 12.8 | 12.8 | 24.0 | 10.6 |
| Average Price | \$210,597 | -9.8 | 9.0 | 43.2 | 62.5 | -28.1 | -56.2 |
| Median Price | \$165,900 | -31.2 | -7.3 | 15.4 | 68.9 | -44.3 | -56.9 |
| Sale to List Price Ratio | 99.1 | 97.0 | 94.5 | 94.5 | 93.3 | 97.5 | 95.9 |
| Median Days on Market | 37.0 | 66.0 | 59.5 | 75.5 | 95.5 | 63.5 | 44.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 74 | 100.0 | 48.0 | 72.1 | 208.3 | 138.7 | 85.0 |
| Dollar Volume | \$19,591,799 | 129.3 | 87.7 | 86.1 | 416.5 | 113.4 | 83.8 |
| New Listings | 106 | 49.3 | 27.7 | 27.7 | 45.2 | 30.9 | 1.0 |
| Active Listings ³ | 35 | -27.1 | -41.7 | -50.4 | -64.9 | -56.4 | -41.5 |
| Sales to New Listings Ratio ⁴ | 69.8 | 52.1 | 60.2 | 51.8 | 32.9 | 38.3 | 38.1 |
| Months of Inventory ⁵ | 2.8 | 7.8 | 7.2 | 9.8 | 24.9 | 15.5 | 9.0 |
| Average Price | \$264,754 | 14.6 | 26.8 | 8.1 | 67.5 | -10.6 | -0.7 |
| Median Price | \$230,000 | 16.5 | 28.5 | -0.4 | 88.5 | -24.6 | -7.4 |
| Sale to List Price Ratio | 98.1 | 95.5 | 94.4 | 95.6 | 91.0 | 95.5 | 95.4 |
| Median Days on Market | 34.0 | 74.0 | 70.5 | 115.0 | 97.5 | 119.0 | 46.5 |

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.

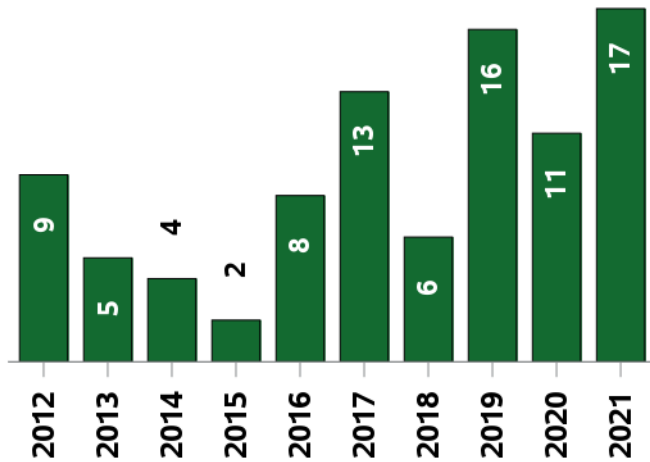
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

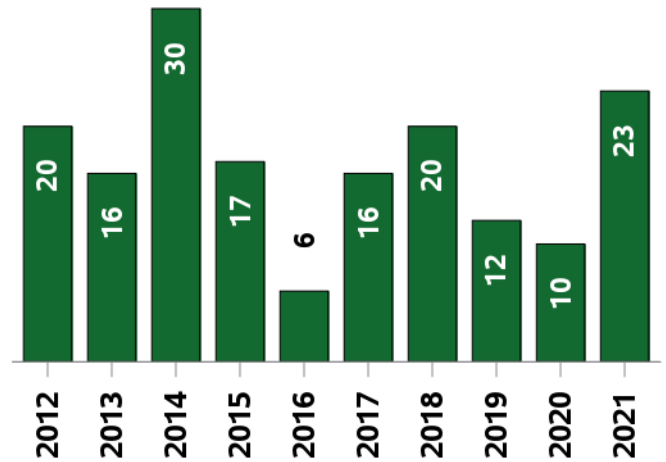
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

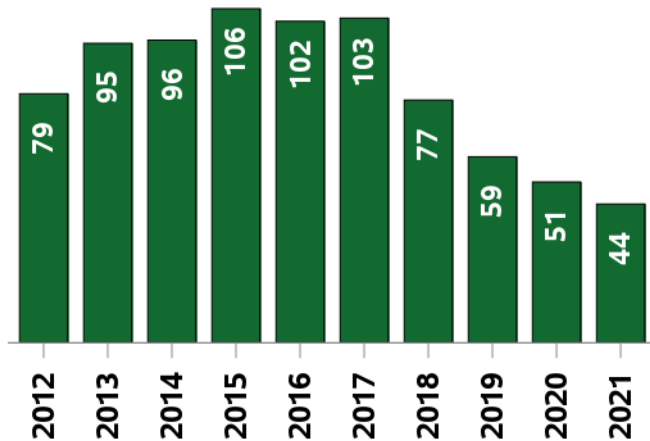
Sales Activity (June only)



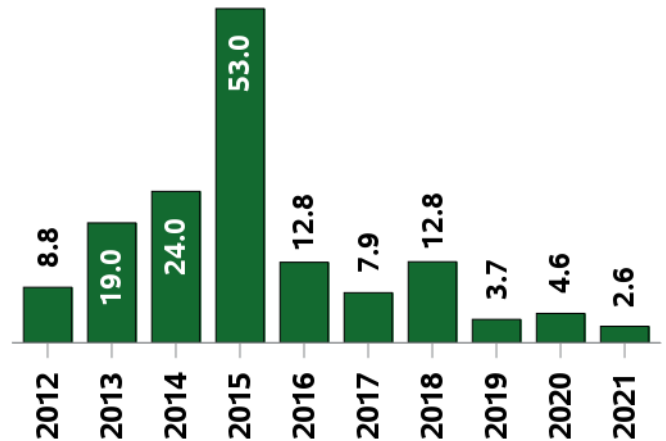
New Listings (June only)



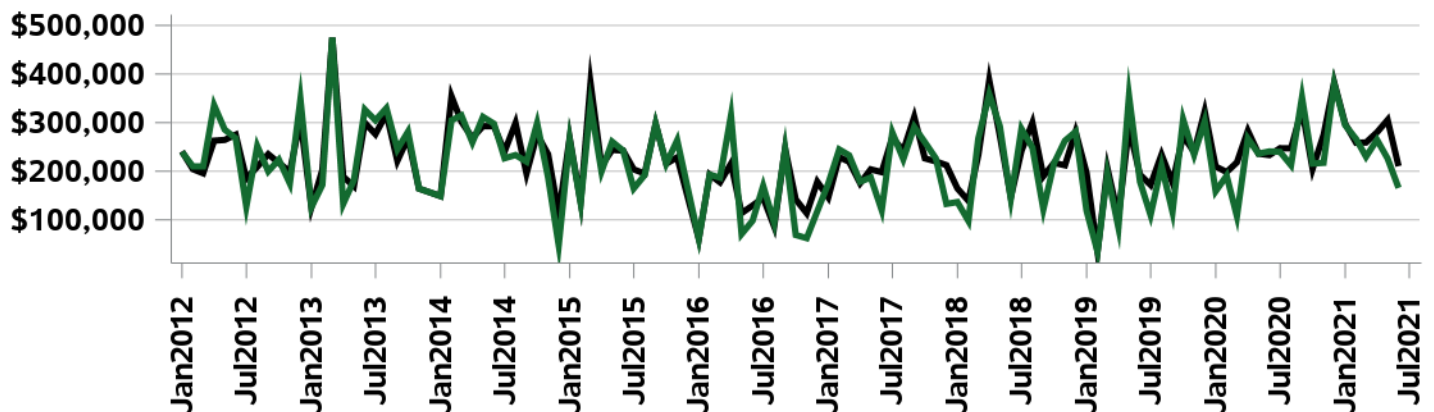
Active Listings (June only)



Months of Inventory (June only)

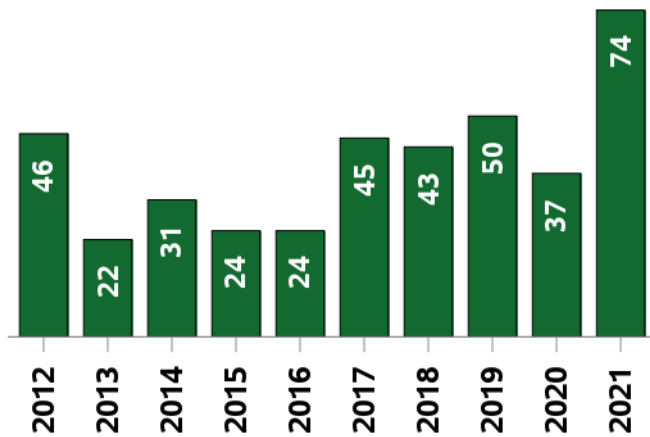


Average Price and Median Price

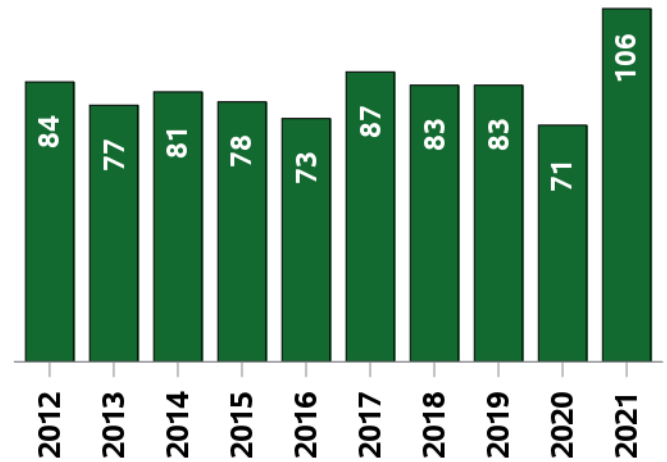


Sparwood MLS® Residential Market Activity

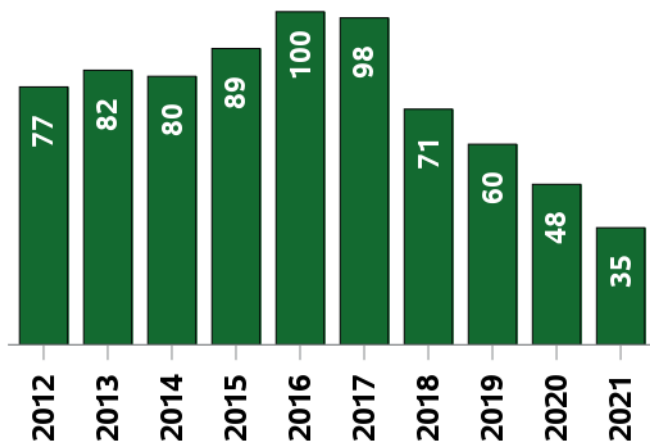
Sales Activity (June Year-to-date)



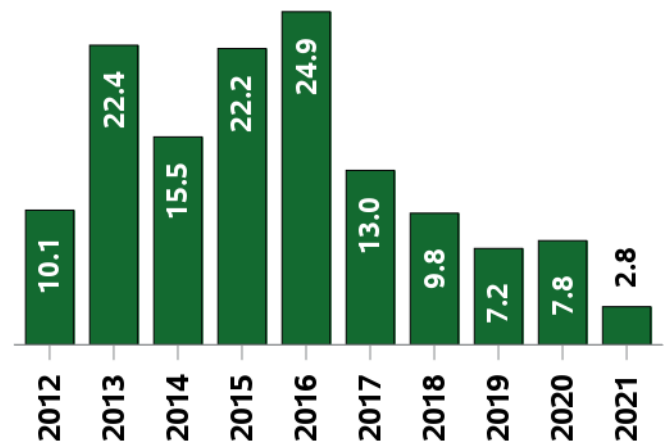
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Sparwood MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 7 | 0.0 | -22.2 | 133.3 | 133.3 | 75.0 | 16.7 |
| Dollar Volume | \$2,265,250 | 6.7 | -11.0 | 244.8 | 242.2 | 93.4 | -37.3 |
| New Listings | 10 | 100.0 | 66.7 | -16.7 | 150.0 | -50.0 | -28.6 |
| Active Listings | 18 | -28.0 | -43.8 | -59.1 | -68.4 | -66.0 | -47.1 |
| Sales to New Listings Ratio ¹ | 70.0 | 140.0 | 150.0 | 25.0 | 75.0 | 20.0 | 42.9 |
| Months of Inventory ² | 2.6 | 3.6 | 3.6 | 14.7 | 19.0 | 13.3 | 5.7 |
| Average Price | \$323,607 | 6.7 | 14.4 | 47.8 | 46.6 | 10.5 | -46.2 |
| Median Price | \$360,000 | 9.9 | 35.8 | 97.4 | 75.6 | 20.8 | -14.7 |
| Sale to List Price Ratio | 100.6 | 97.1 | 95.8 | 96.3 | 93.6 | 97.5 | 97.3 |
| Median Days on Market | 28.0 | 43.0 | 75.0 | 98.0 | 85.0 | 63.5 | 32.5 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 39 | 77.3 | 44.4 | 30.0 | 254.5 | 50.0 | 44.4 |
| Dollar Volume | \$14,898,488 | 111.7 | 69.5 | 58.4 | 399.4 | 74.8 | 58.4 |
| New Listings | 51 | 37.8 | 18.6 | 6.3 | 10.9 | 6.3 | 4.1 |
| Active Listings ³ | 15 | -43.3 | -53.6 | -65.4 | -70.3 | -66.4 | -56.2 |
| Sales to New Listings Ratio ⁴ | 76.5 | 59.5 | 62.8 | 62.5 | 23.9 | 54.2 | 55.1 |
| Months of Inventory ⁵ | 2.3 | 7.1 | 7.1 | 8.6 | 27.3 | 10.2 | 7.5 |
| Average Price | \$382,013 | 19.4 | 17.4 | 21.8 | 40.9 | 16.5 | 9.7 |
| Median Price | \$375,000 | 17.0 | 15.4 | 24.3 | 38.9 | 20.2 | 25.0 |
| Sale to List Price Ratio | 99.9 | 95.9 | 96.3 | 96.3 | 94.2 | 96.2 | 96.8 |
| Median Days on Market | 28.0 | 62.0 | 77.0 | 120.5 | 85.0 | 128.0 | 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.

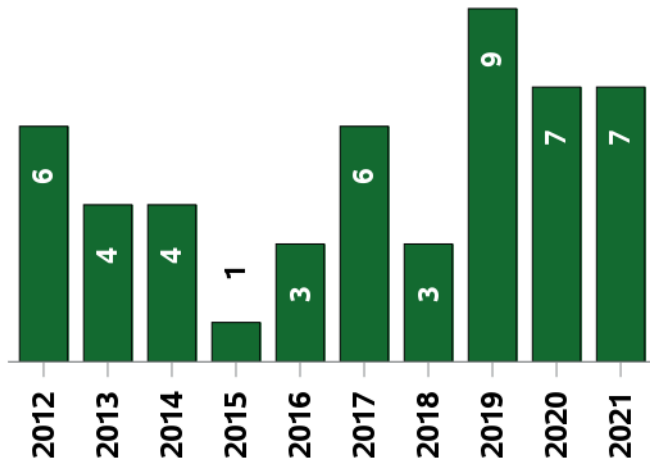
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

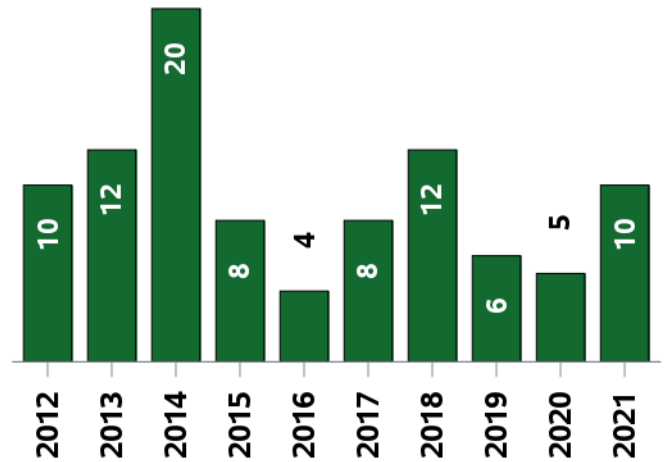
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

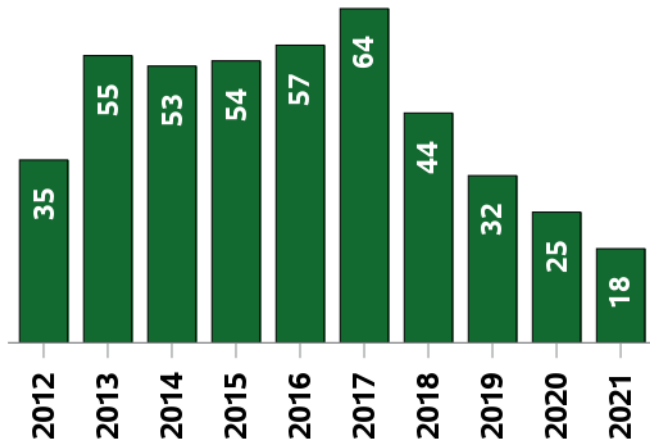
Sales Activity (June only)



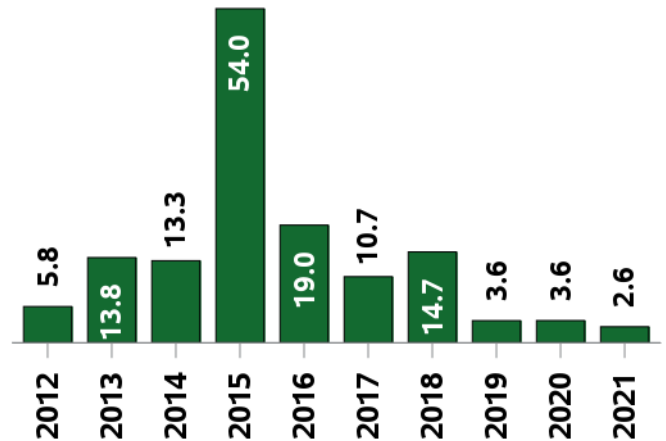
New Listings (June only)



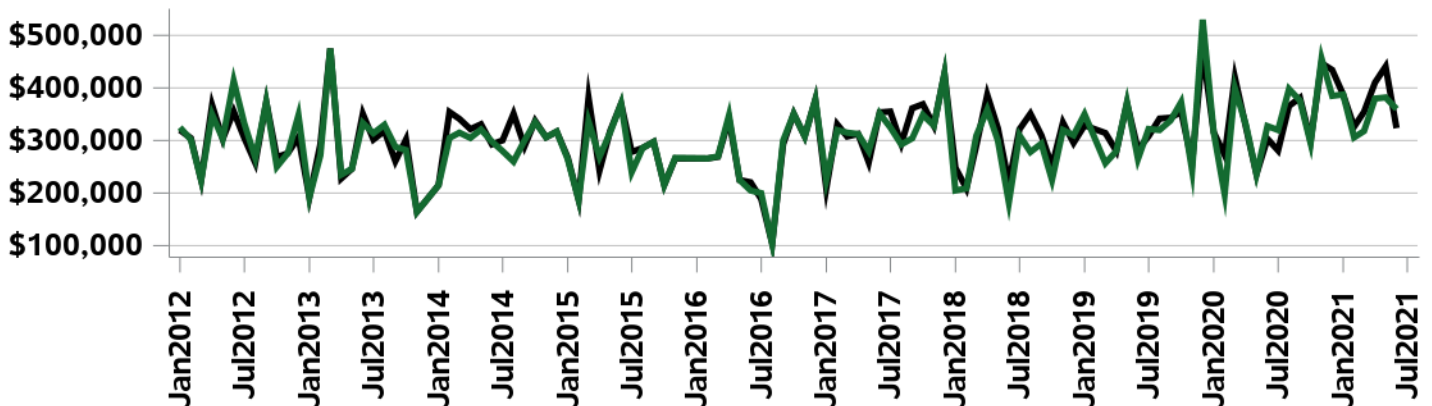
Active Listings (June only)



Months of Inventory (June only)

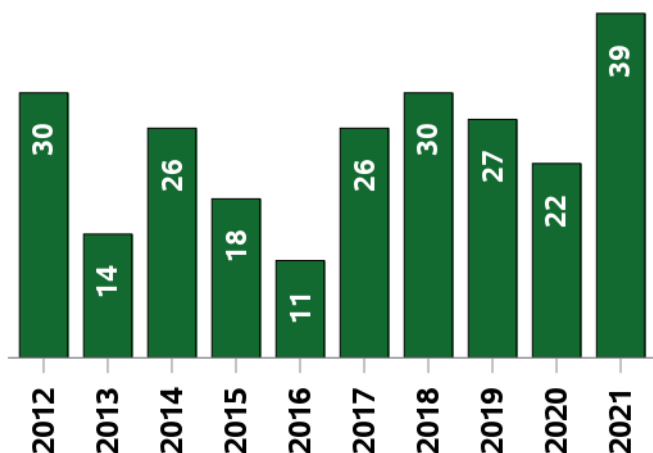


Average Price and Median Price

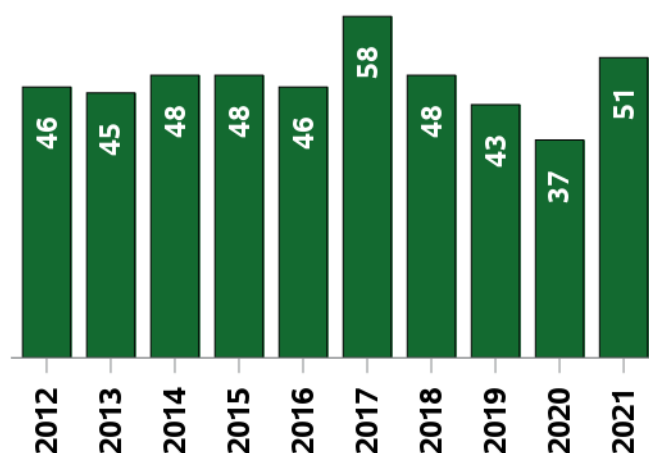


Sparwood MLS® Single Family Market Activity

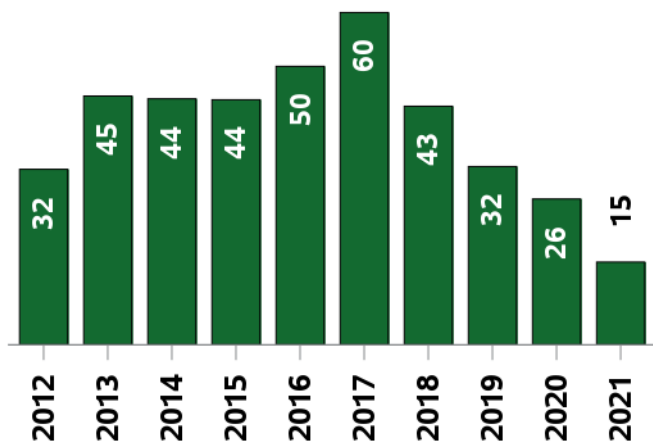
Sales Activity (June Year-to-date)



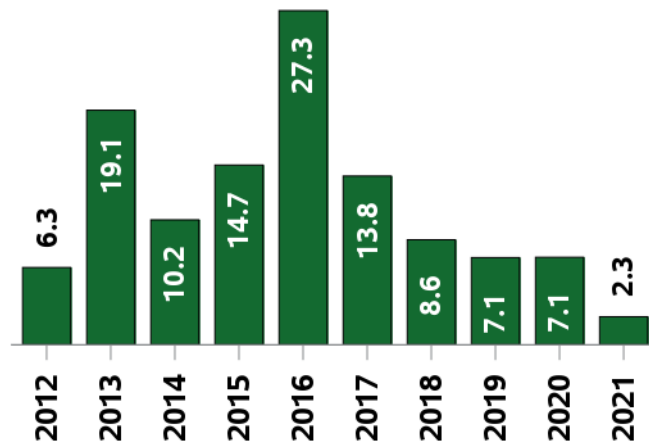
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Trail MLS® Residential Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 19 | 58.3 | 18.8 | -24.0 | -5.0 | 46.2 | 111.1 |
| Dollar Volume | \$5,884,000 | 135.4 | 88.4 | 19.2 | 40.8 | 124.9 | 199.1 |
| New Listings | 19 | 5.6 | -29.6 | -32.1 | -26.9 | -29.6 | -47.2 |
| Active Listings | 38 | -5.0 | -42.4 | -19.1 | -61.2 | -67.2 | -75.2 |
| Sales to New Listings Ratio ¹ | 100.0 | 66.7 | 59.3 | 89.3 | 76.9 | 48.1 | 25.0 |
| Months of Inventory ² | 2.0 | 3.3 | 4.1 | 1.9 | 4.9 | 8.9 | 17.0 |
| Average Price | \$309,684 | 48.7 | 58.6 | 56.9 | 48.2 | 53.9 | 41.7 |
| Median Price | \$275,000 | 48.4 | 64.2 | 49.1 | 34.0 | 46.3 | 30.3 |
| Sale to List Price Ratio | 100.9 | 99.3 | 96.0 | 103.4 | 94.3 | 94.6 | 95.6 |
| Median Days on Market | 39.0 | 27.0 | 63.0 | 21.0 | 78.5 | 52.0 | 21.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 89 | 36.9 | 6.0 | -8.2 | 1.1 | 30.9 | 36.9 |
| Dollar Volume | \$30,091,593 | 116.4 | 71.0 | 49.9 | 89.1 | 148.1 | 168.3 |
| New Listings | 116 | 45.0 | -4.1 | 0.0 | -14.1 | -24.2 | -25.2 |
| Active Listings ³ | 34 | -3.3 | -39.5 | -32.6 | -66.2 | -66.9 | -72.2 |
| Sales to New Listings Ratio ⁴ | 76.7 | 81.3 | 69.4 | 83.6 | 65.2 | 44.4 | 41.9 |
| Months of Inventory ⁵ | 2.3 | 3.3 | 4.0 | 3.1 | 6.9 | 9.1 | 11.4 |
| Average Price | \$338,108 | 58.0 | 61.4 | 63.4 | 86.9 | 89.6 | 95.9 |
| Median Price | \$282,500 | 39.9 | 49.2 | 53.1 | 69.4 | 61.4 | 76.6 |
| Sale to List Price Ratio | 100.5 | 94.9 | 96.3 | 97.5 | 94.1 | 93.9 | 93.9 |
| Median Days on Market | 35.0 | 49.0 | 58.5 | 50.0 | 72.5 | 79.0 | 45.0 |

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.

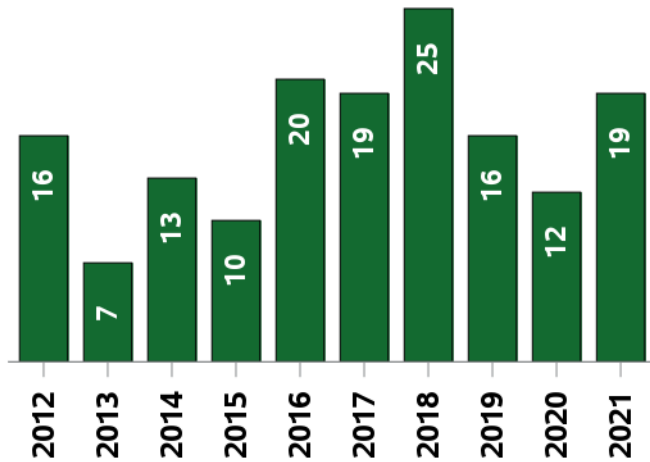
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

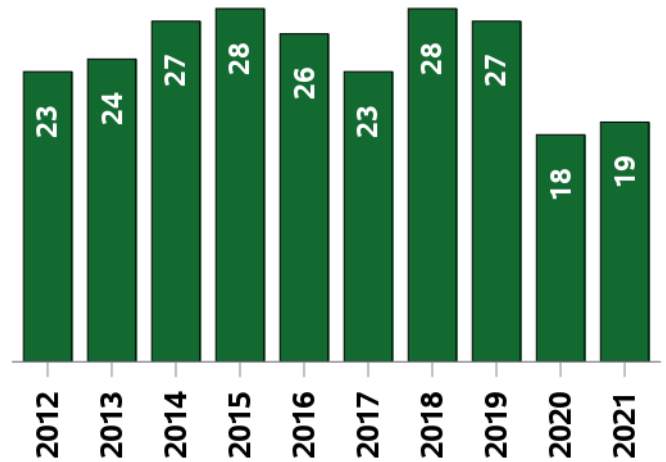
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

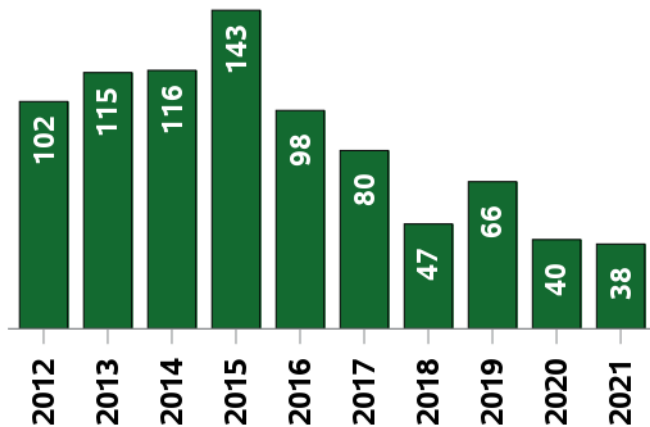
Sales Activity (June only)



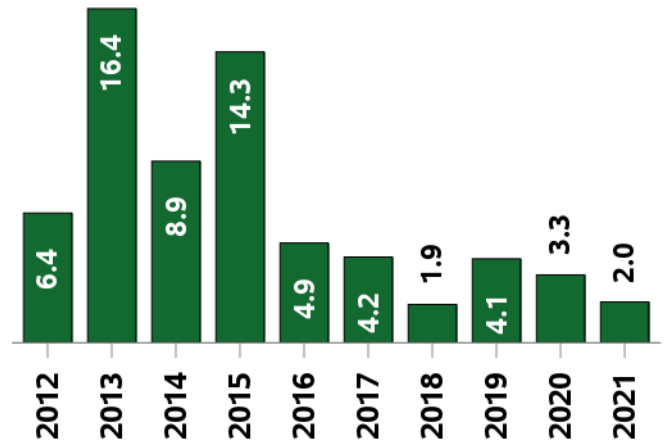
New Listings (June only)



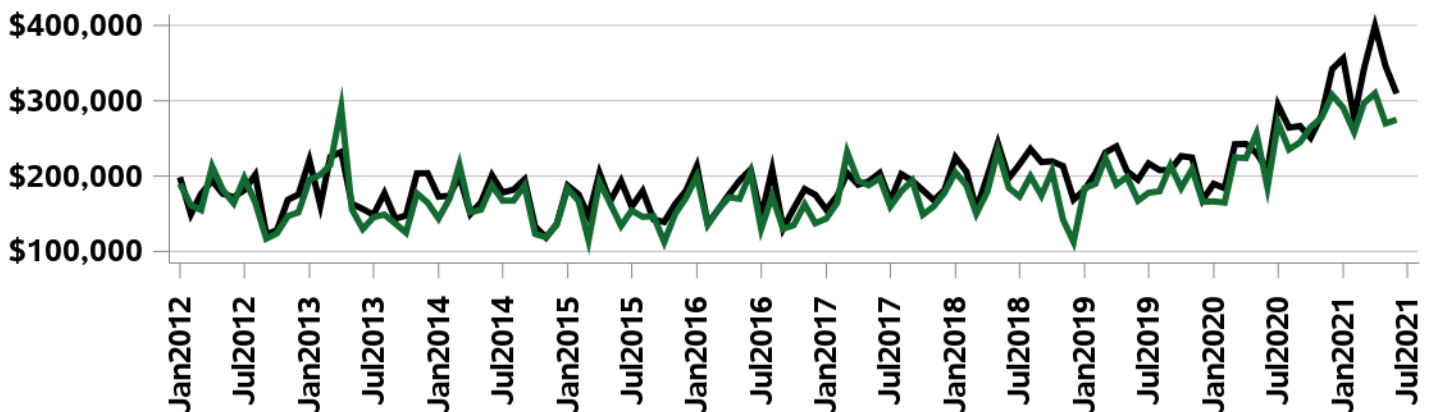
Active Listings (June only)



Months of Inventory (June only)

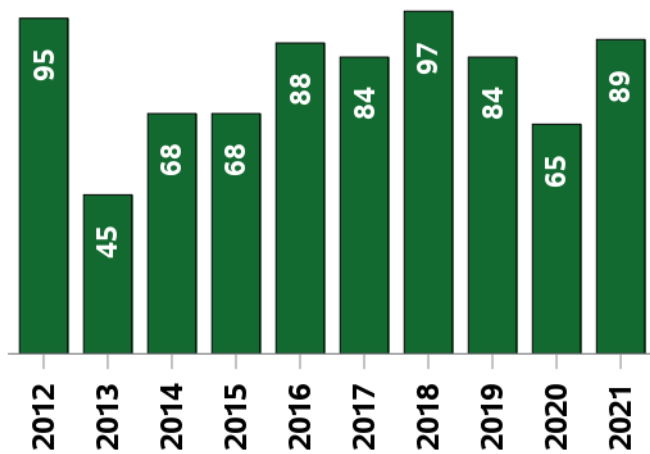


Average Price and Median Price

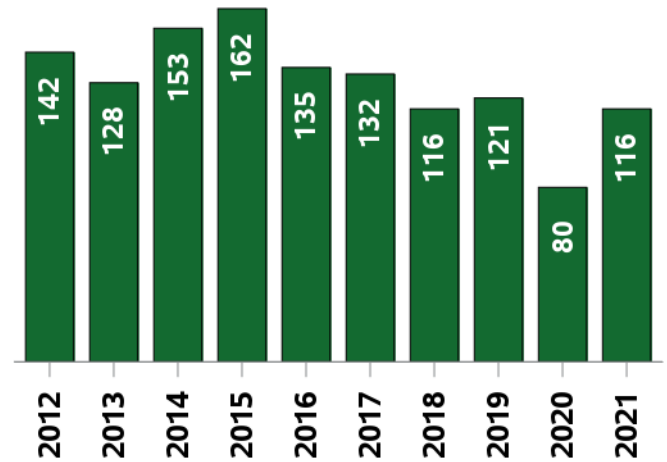


Trail MLS® Residential Market Activity

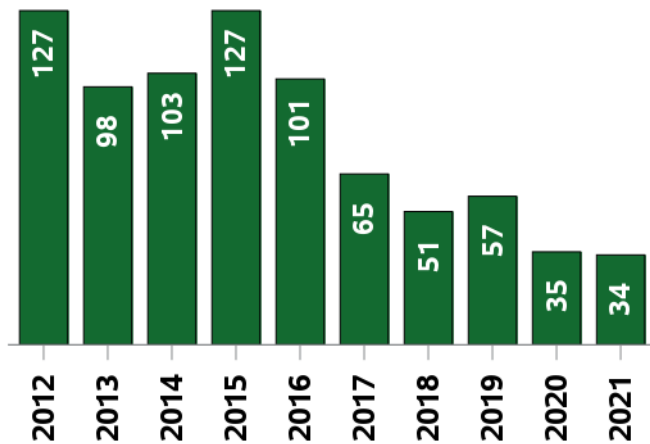
Sales Activity (June Year-to-date)



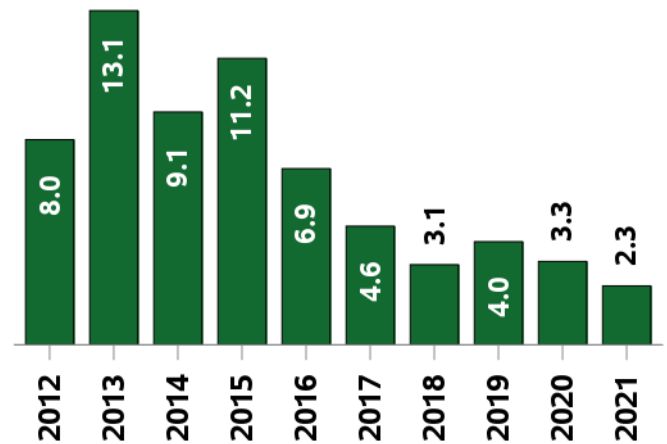
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.

Trail MLS® Single Family Market Activity

| Actual | June 2021 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 16 | 45.5 | 0.0 | -33.3 | -20.0 | 23.1 | 77.8 |
| Dollar Volume | \$4,991,500 | 104.6 | 59.8 | 2.1 | 19.5 | 90.8 | 153.7 |
| New Listings | 18 | 0.0 | -28.0 | -33.3 | -28.0 | -30.8 | -47.1 |
| Active Listings | 37 | -5.1 | -41.3 | -21.3 | -60.2 | -66.1 | -68.1 |
| Sales to New Listings Ratio ¹ | 88.9 | 61.1 | 64.0 | 88.9 | 80.0 | 50.0 | 26.5 |
| Months of Inventory ² | 2.3 | 3.5 | 3.9 | 2.0 | 4.7 | 8.4 | 12.9 |
| Average Price | \$311,969 | 40.7 | 59.8 | 53.2 | 49.3 | 55.0 | 42.7 |
| Median Price | \$272,500 | 46.9 | 62.7 | 44.8 | 32.8 | 44.9 | 29.1 |
| Sale to List Price Ratio | 99.6 | 97.1 | 96.0 | 103.6 | 94.3 | 94.6 | 95.6 |
| Median Days on Market | 39.0 | 31.0 | 63.0 | 24.5 | 78.5 | 52.0 | 21.0 |

| Year-to-date | June 2021 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|-----------|-----------|-----------|-----------|-----------|
| | | June 2020 | June 2019 | June 2018 | June 2016 | June 2014 | June 2011 |
| Sales Activity | 82 | 30.2 | -2.4 | -7.9 | -3.5 | 20.6 | 28.1 |
| Dollar Volume | \$28,457,093 | 106.3 | 61.7 | 49.5 | 81.0 | 134.6 | 155.7 |
| New Listings | 108 | 38.5 | -8.5 | -3.6 | -18.8 | -26.5 | -27.0 |
| Active Listings ³ | 32 | -6.8 | -42.4 | -33.2 | -66.3 | -67.0 | -63.7 |
| Sales to New Listings Ratio ⁴ | 75.9 | 80.8 | 71.2 | 79.5 | 63.9 | 46.3 | 43.2 |
| Months of Inventory ⁵ | 2.4 | 3.3 | 4.0 | 3.2 | 6.7 | 8.6 | 8.3 |
| Average Price | \$347,038 | 58.5 | 65.7 | 62.3 | 87.6 | 94.6 | 99.6 |
| Median Price | \$283,750 | 38.4 | 49.8 | 42.2 | 68.4 | 62.1 | 76.2 |
| Sale to List Price Ratio | 100.3 | 94.9 | 96.3 | 97.7 | 94.3 | 93.9 | 93.9 |
| Median Days on Market | 35.0 | 49.0 | 58.5 | 50.0 | 70.0 | 79.0 | 48.5 |

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.

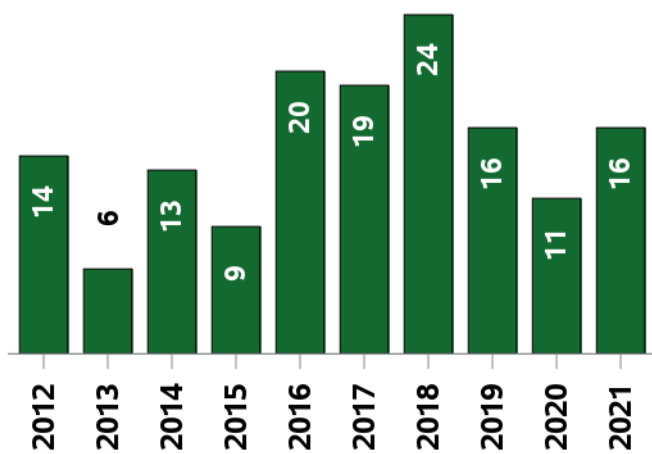
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

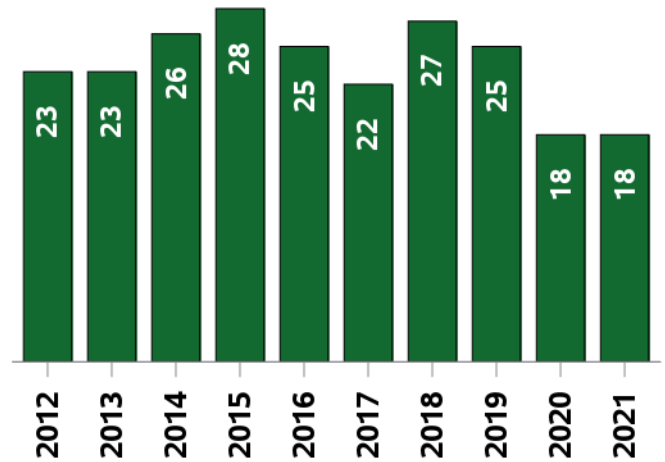
⁶ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

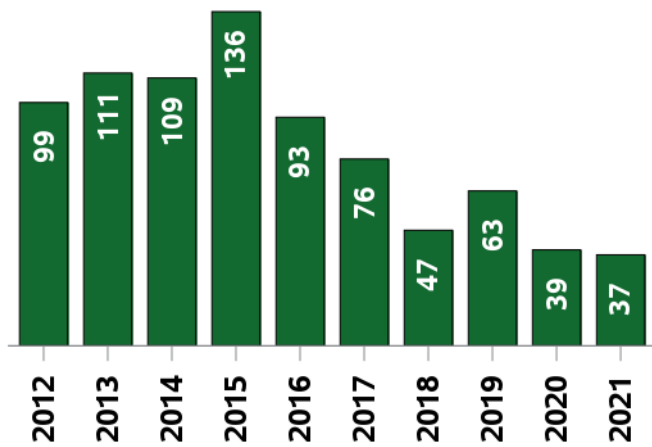
Sales Activity (June only)



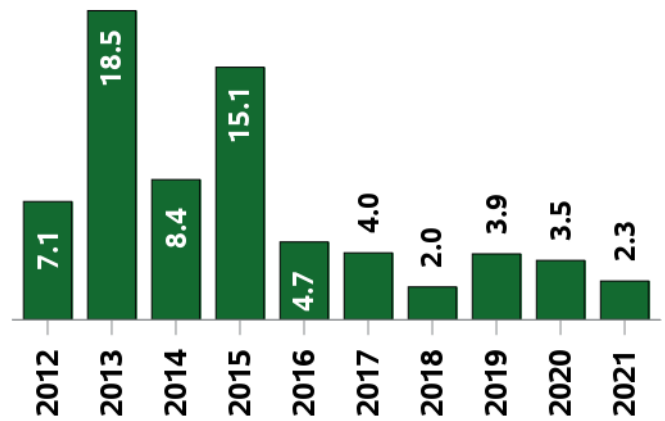
New Listings (June only)



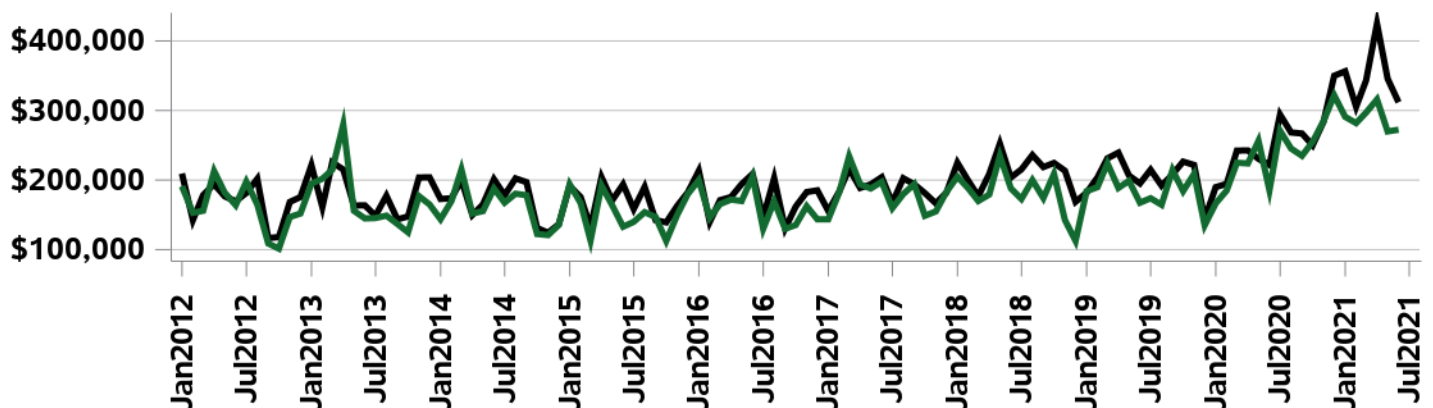
Active Listings (June only)



Months of Inventory (June only)

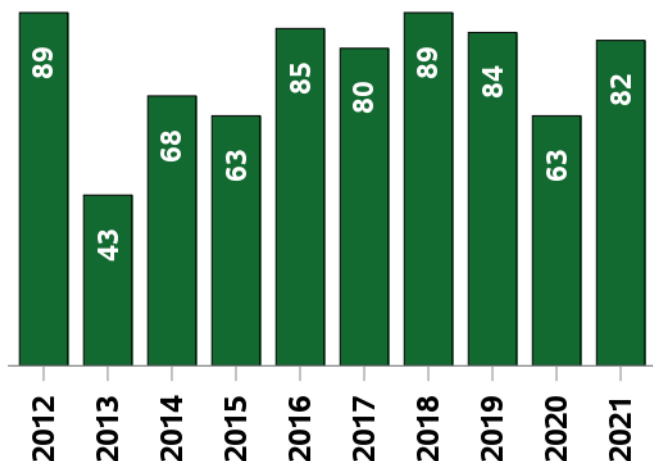


Average Price and Median Price

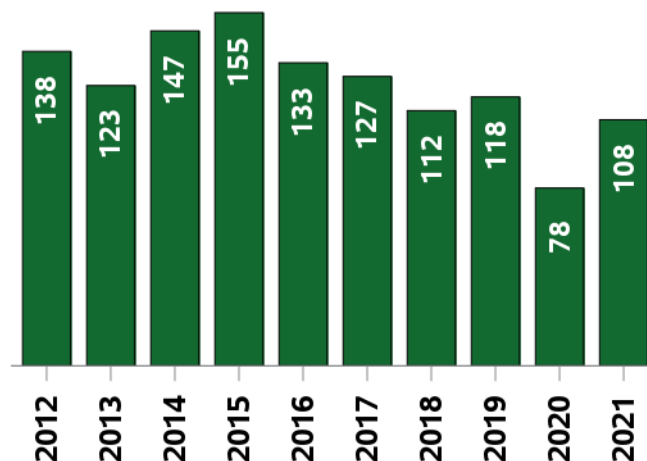


Trail MLS® Single Family Market Activity

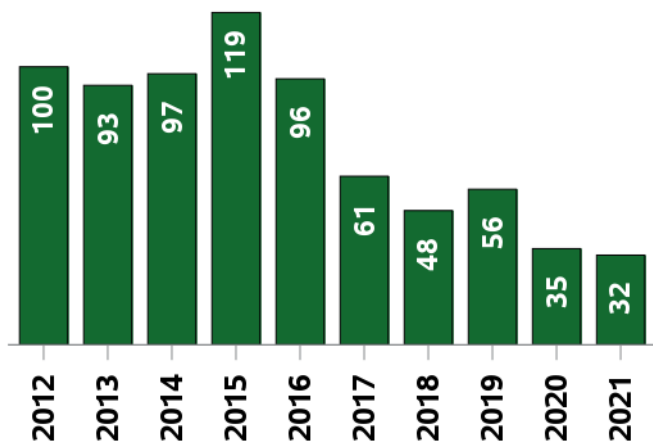
Sales Activity (June Year-to-date)



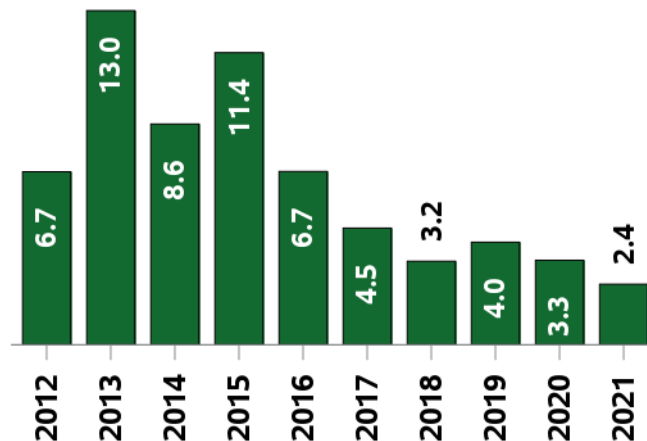
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



Months of Inventory ² (June 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 sales January to the current month.