



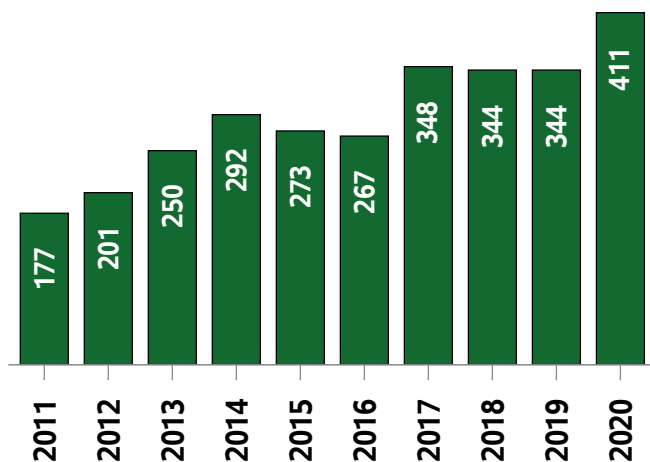
Kootenay Association of REALTORS® Residential Market Activity July 2020



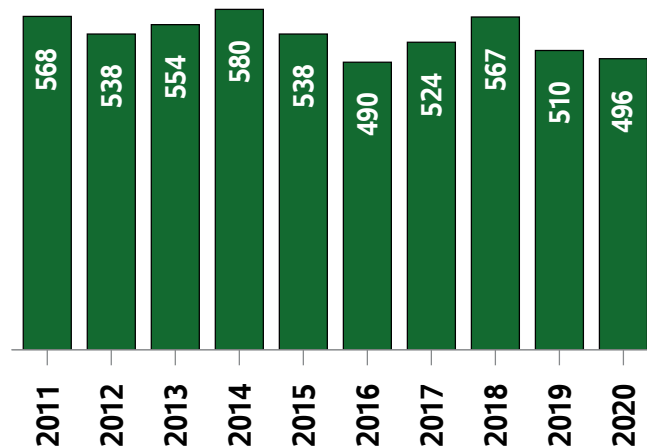
Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

Kootenay Association of REALTORS® MLS® Residential Market Activity

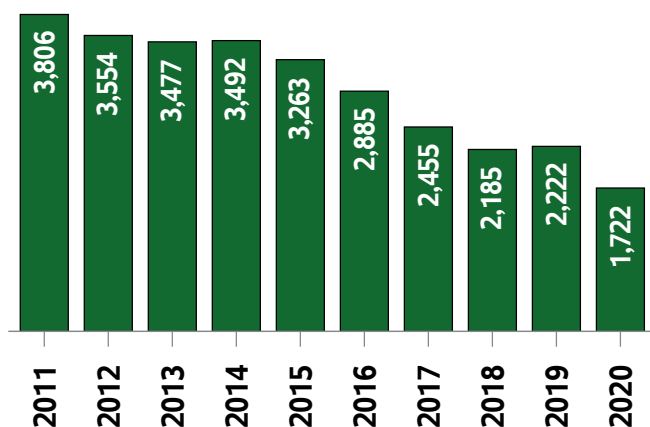
Sales Activity (July only)



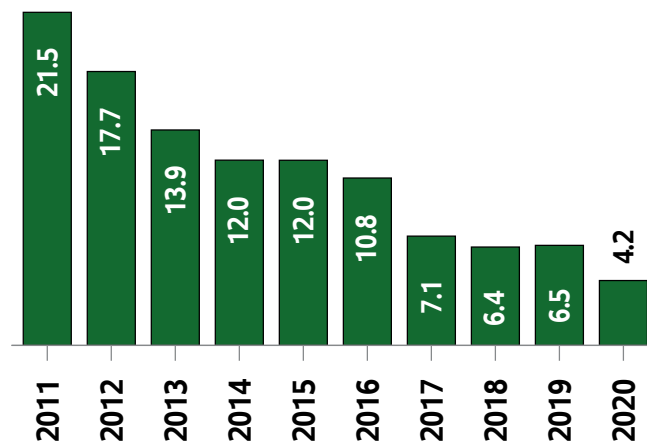
New Listings (July only)



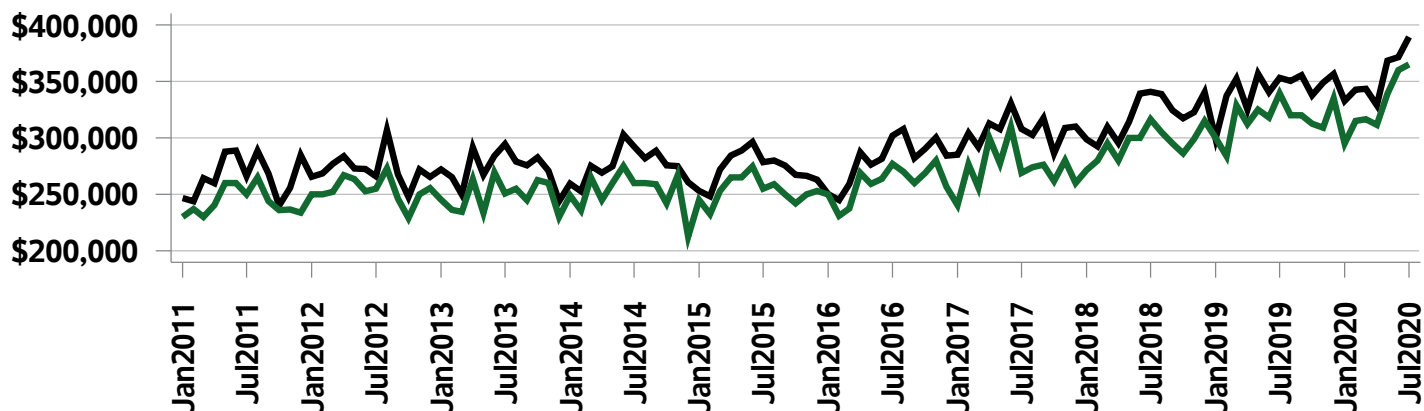
Active Listings (July only)



Months of Inventory (July only)

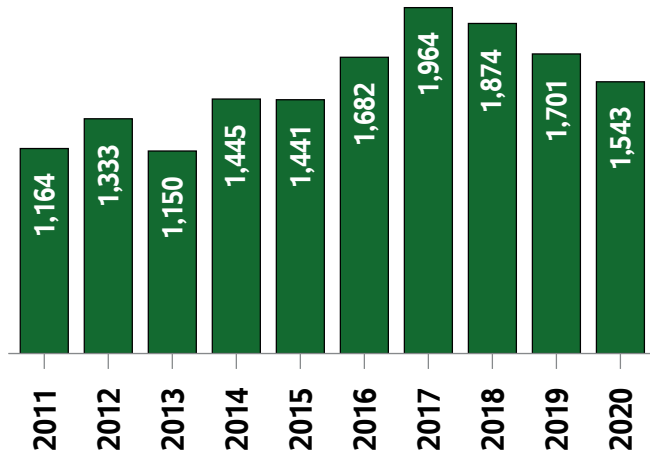


Average Price and Median Price

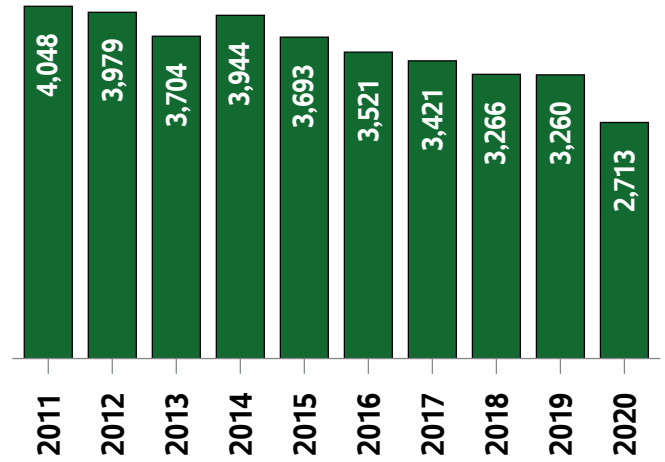


Kootenay Association of REALTORS® MLS® Residential Market Activity

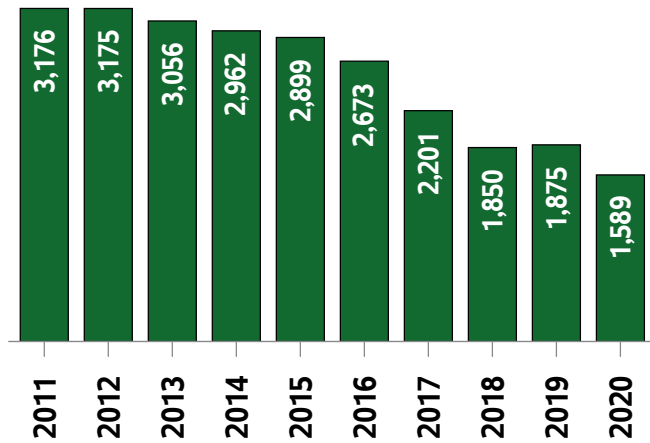
Sales Activity (July Year-to-date)



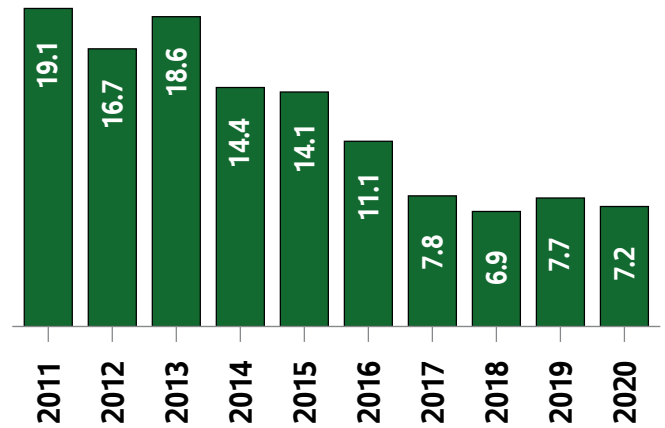
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	411	19.5	19.5	18.1	50.5	64.4	123.4
Dollar Volume	\$160,018,279	31.7	36.5	49.4	110.5	117.3	212.0
New Listings	496	-2.7	-12.5	-5.3	-7.8	-10.5	-12.4
Active Listings	1,722	-22.5	-21.2	-29.9	-47.2	-50.5	-54.9
Sales to New Listings Ratio ¹	82.9	67.5	60.7	66.4	50.7	45.1	32.5
Months of Inventory ²	4.2	6.5	6.4	7.1	12.0	13.9	20.7
Average Price	\$389,339	10.3	14.2	26.5	39.8	32.2	39.7
Median Price	\$365,000	7.5	15.3	35.7	43.1	45.6	38.1
Sales to List Price Ratio	96.9	96.3	96.7	96.1	94.5	94.1	94.0
Median Days on Market	50.0	56.0	52.0	66.5	82.0	78.0	53.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	1,543	-9.3	-17.7	-21.4	7.1	34.2	20.7
Dollar Volume	\$558,385,931	-3.9	-5.9	-8.1	39.0	74.0	55.8
New Listings	2,713	-16.8	-16.9	-20.7	-26.5	-26.8	-40.8
Active Listings ³	1,589	-15.3	-14.1	-27.8	-45.2	-48.0	-51.1
Sales to New Listings Ratio ⁴	56.9	52.2	57.4	57.4	39.0	31.0	27.9
Months of Inventory ⁵	7.2	7.7	6.9	7.8	14.1	18.6	17.8
Average Price	\$361,883	5.9	14.3	17.0	29.8	29.7	29.1
Median Price	\$340,000	6.3	16.0	21.4	30.8	36.5	30.8
Sales to List Price Ratio	96.3	96.2	96.4	95.9	94.5	94.1	94.6
Median Days on Market	56.0	54.0	56.0	65.0	86.0	84.5	50.0

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

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

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

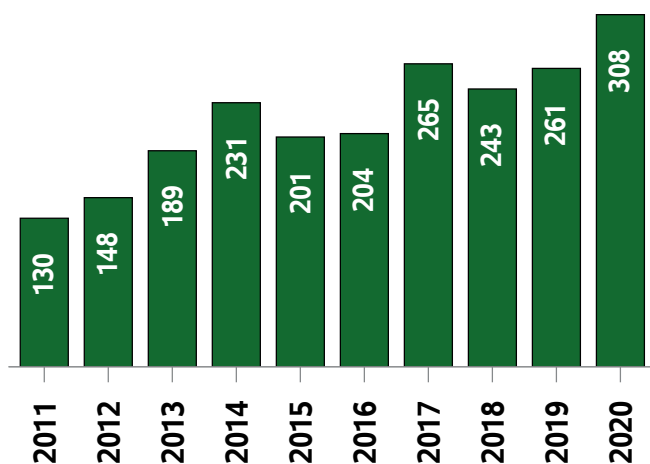
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

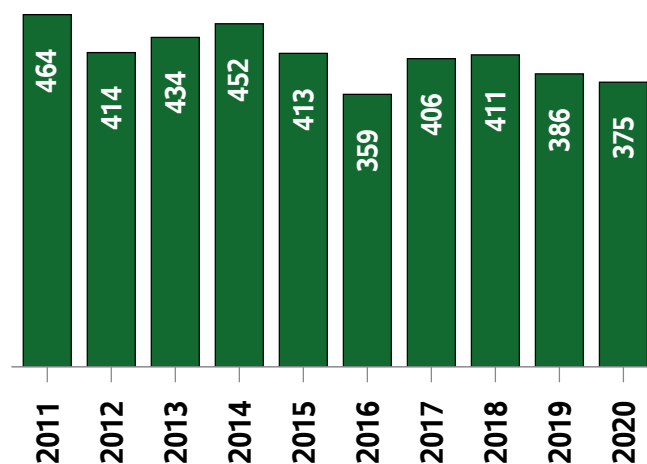
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kootenay Association of REALTORS® MLS® Single Family Market Activity

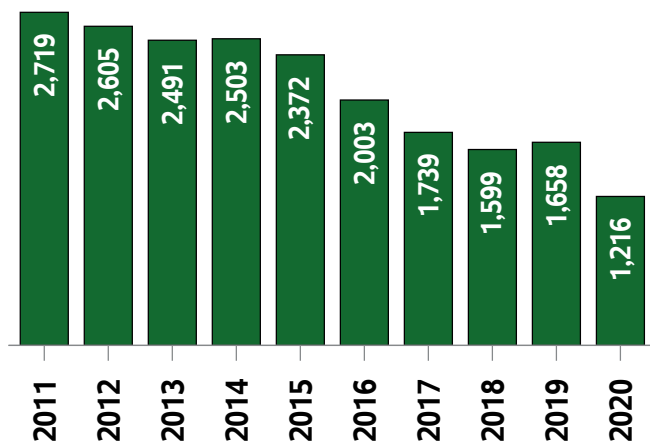
Sales Activity (July only)



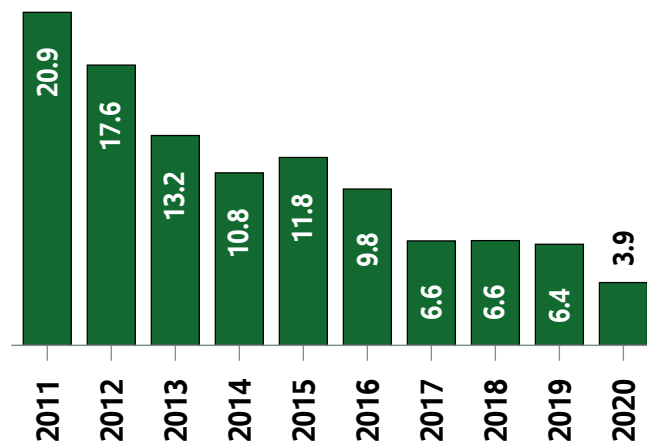
New Listings (July only)



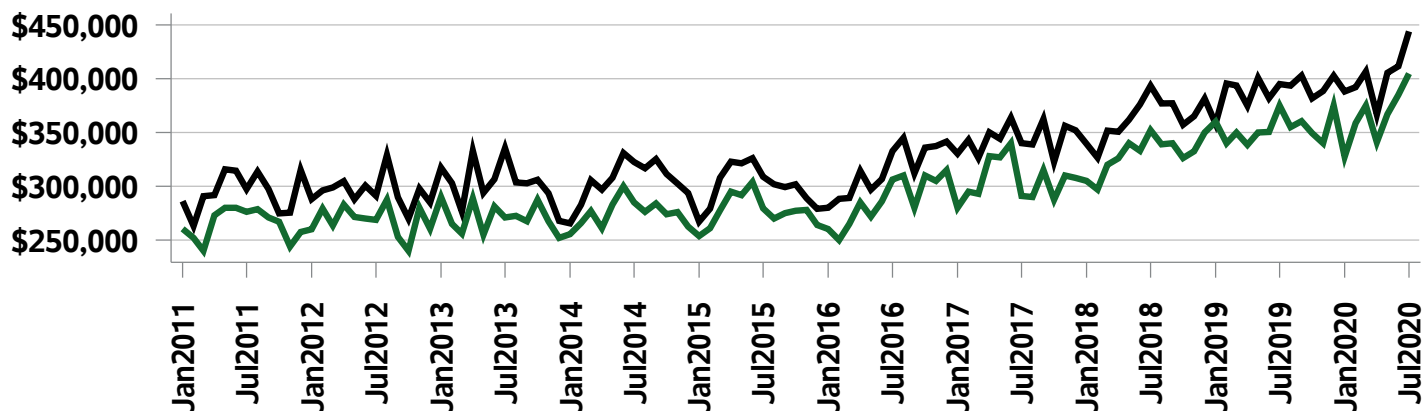
Active Listings (July only)



Months of Inventory (July only)

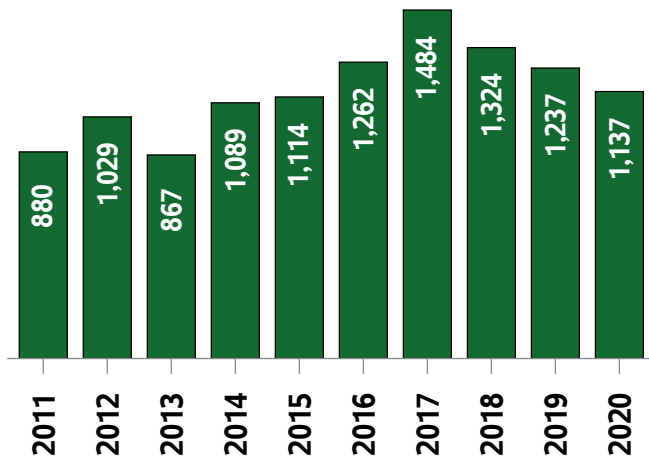


Average Price and Median Price

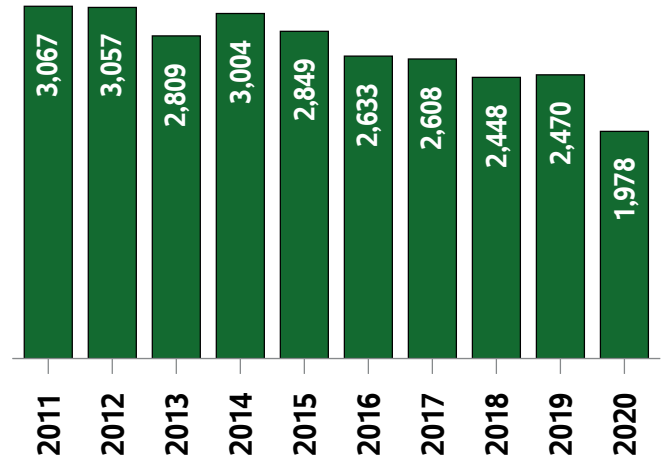


Kootenay Association of REALTORS® MLS® Single Family Market Activity

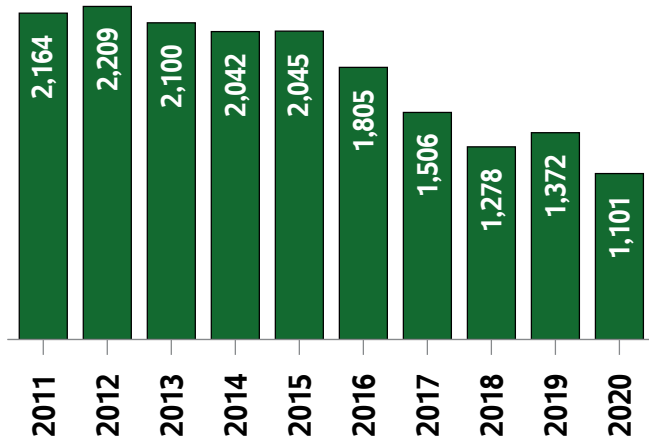
Sales Activity (July Year-to-date)



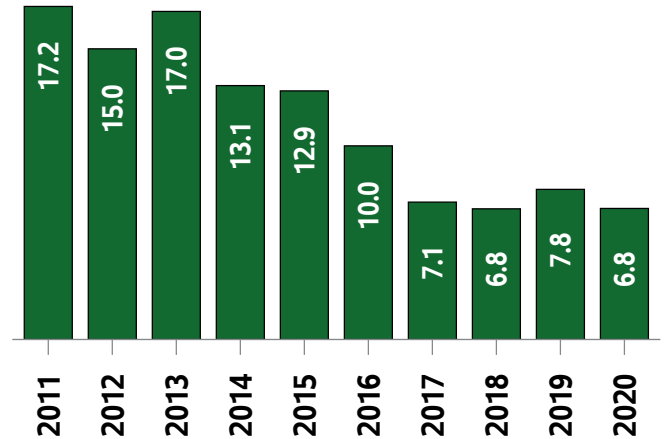
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	308	18.0	26.7	16.2	53.2	63.0	105.3
Dollar Volume	\$136,742,429	32.6	43.0	51.7	120.2	115.7	197.6
New Listings	375	-2.8	-8.8	-7.6	-9.2	-13.6	-13.2
Active Listings	1,216	-26.7	-24.0	-30.1	-48.7	-51.2	-55.9
Sales to New Listings Ratio ¹	82.1	67.6	59.1	65.3	48.7	43.5	34.7
Months of Inventory ²	3.9	6.4	6.6	6.6	11.8	13.2	18.4
Average Price	\$443,969	12.4	12.8	30.5	43.7	32.3	44.9
Median Price	\$404,750	7.9	14.9	39.1	44.8	49.4	41.0
Sales to List Price Ratio	97.3	96.7	97.1	96.2	94.8	94.4	94.5
Median Days on Market	47.0	54.0	50.0	64.0	74.0	71.0	47.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	1,137	-8.1	-14.1	-23.4	2.1	31.1	17.9
Dollar Volume	\$467,866,180	-2.6	-2.5	-8.7	35.4	72.5	58.1
New Listings	1,978	-19.9	-19.2	-24.2	-30.6	-29.6	-42.6
Active Listings ³	1,101	-19.8	-13.9	-26.9	-46.2	-47.6	-51.6
Sales to New Listings Ratio ⁴	57.5	50.1	54.1	56.9	39.1	30.9	28.0
Months of Inventory ⁵	6.8	7.8	6.8	7.1	12.9	17.0	16.5
Average Price	\$411,492	6.0	13.6	19.1	32.7	31.5	34.0
Median Price	\$375,000	6.2	14.4	21.0	31.6	36.4	33.8
Sales to List Price Ratio	96.6	96.4	96.9	96.2	94.9	94.6	95.0
Median Days on Market	52.0	52.0	52.0	60.5	83.0	77.0	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.

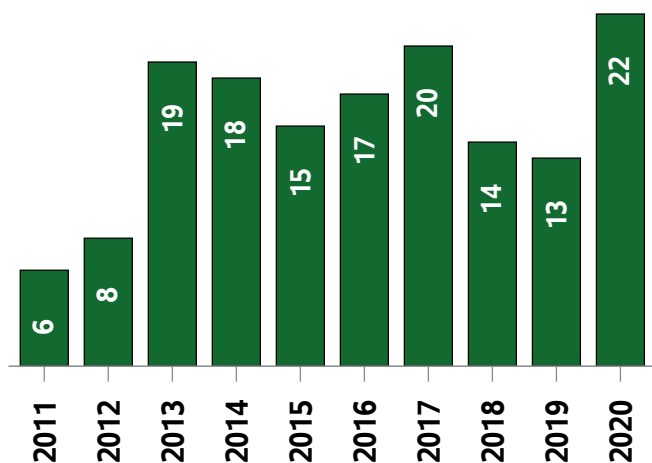
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

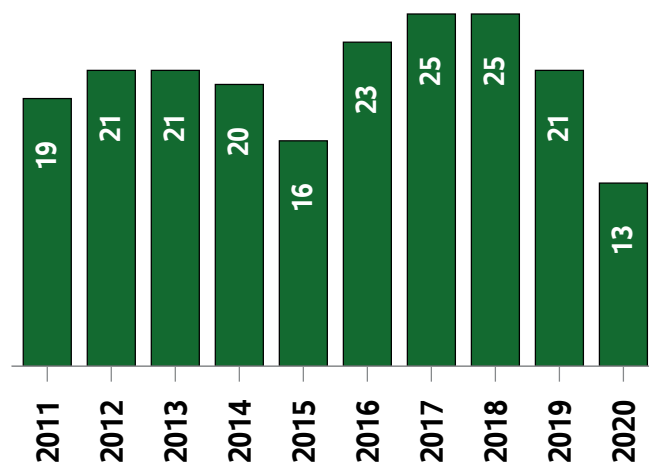
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

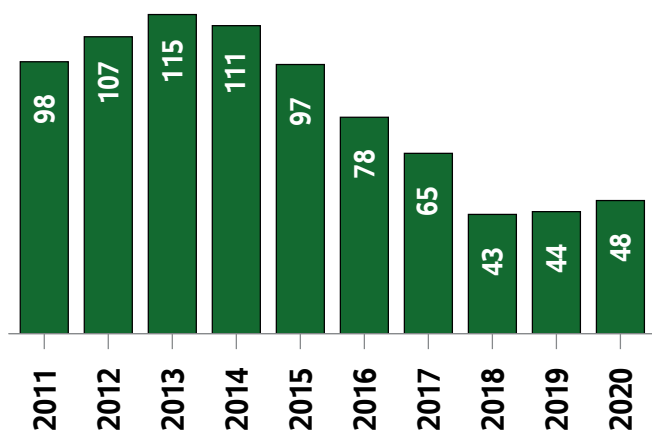
Sales Activity (July only)



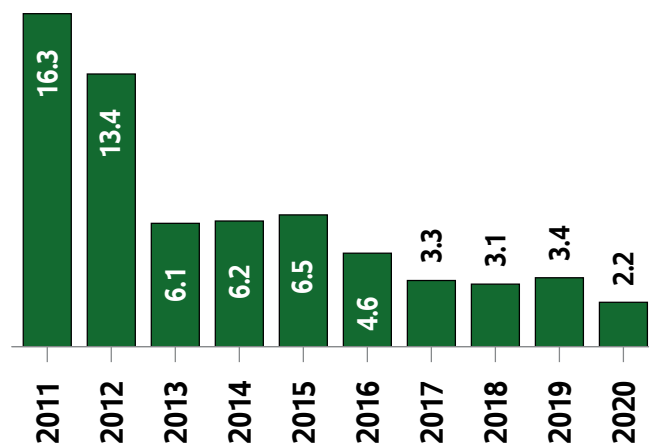
New Listings (July only)



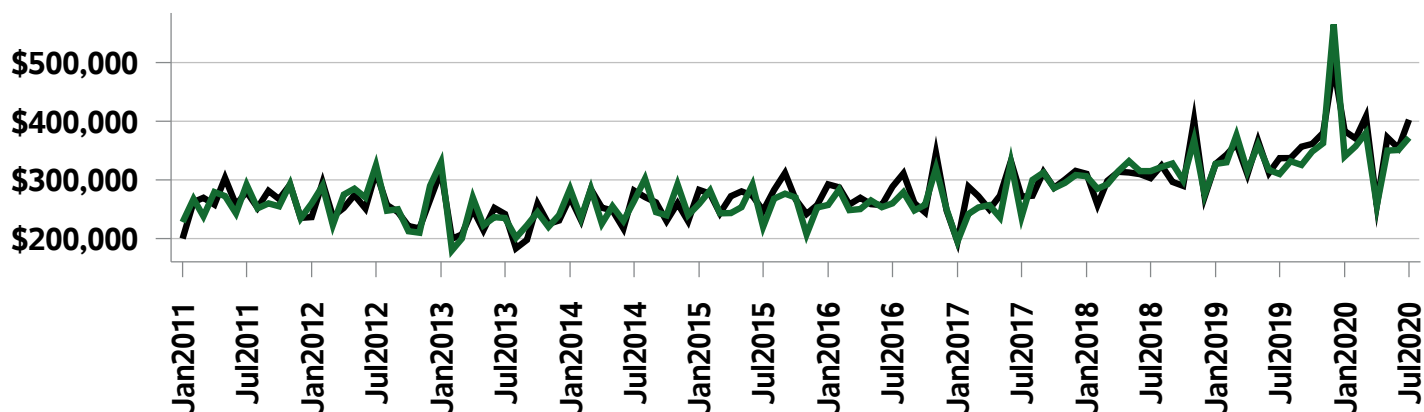
Active Listings (July only)



Months of Inventory (July only)

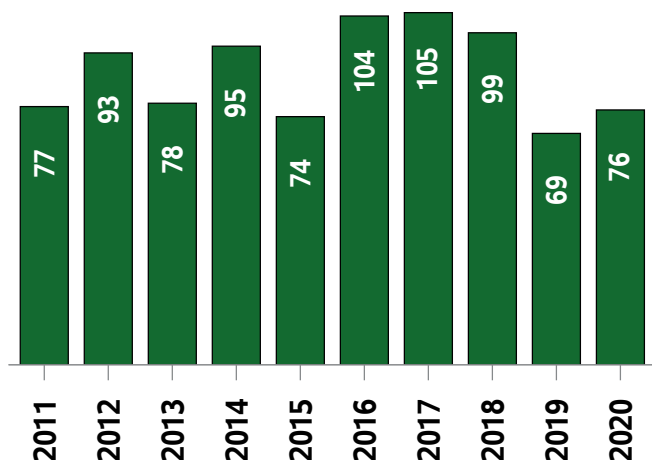


Average Price and Median Price

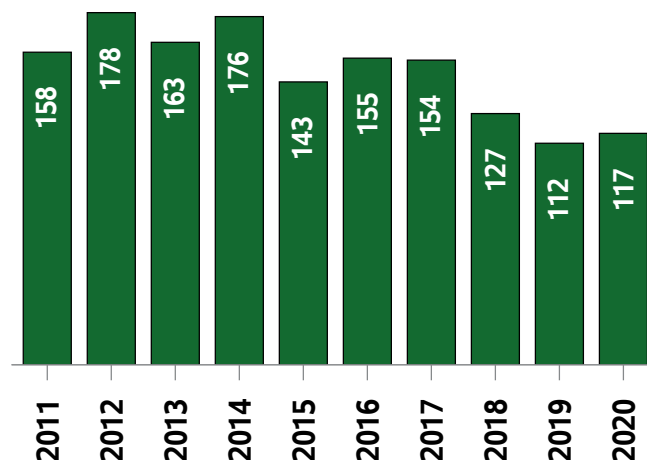


Castlegar MLS® Residential Market Activity

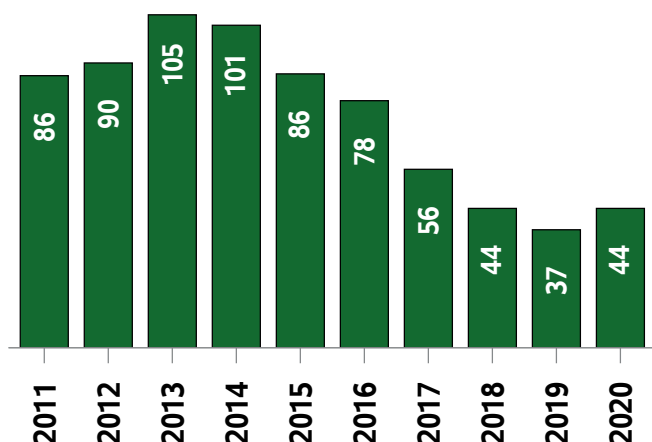
Sales Activity (July Year-to-date)



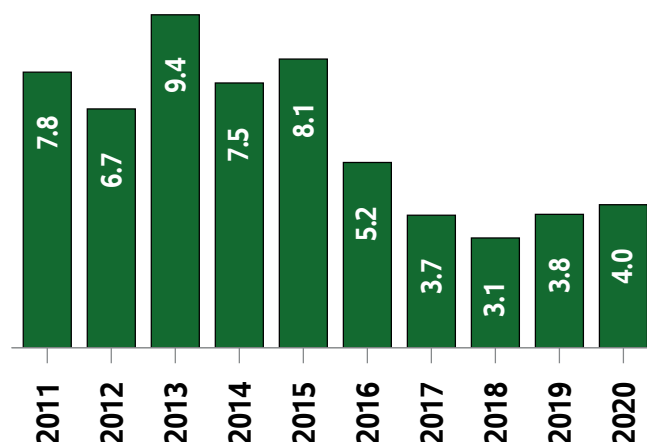
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Castlegar MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	22	69.2	57.1	10.0	46.7	15.8	29.4
Dollar Volume	\$8,856,800	102.1	108.8	63.1	138.7	92.8	115.6
New Listings	13	-38.1	-48.0	-48.0	-18.8	-38.1	-53.6
Active Listings	48	9.1	11.6	-26.2	-50.5	-58.3	-51.0
Sales to New Listings Ratio ¹	169.2	61.9	56.0	80.0	93.8	90.5	60.7
Months of Inventory ²	2.2	3.4	3.1	3.3	6.5	6.1	5.8
Average Price	\$402,582	19.4	32.9	48.3	62.8	66.5	66.6
Median Price	\$372,000	20.0	18.1	57.0	69.1	58.3	44.2
Sales to List Price Ratio	98.9	97.5	97.3	97.0	95.6	94.9	94.1
Median Days on Market	35.0	28.0	23.5	74.5	43.0	57.0	33.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	76	10.1	-23.2	-27.6	2.7	-2.6	0.0
Dollar Volume	\$28,212,700	21.3	-5.9	-3.9	42.5	53.0	43.3
New Listings	117	4.5	-7.9	-24.0	-18.2	-28.2	-38.7
Active Listings ³	44	18.1	0.0	-21.9	-49.1	-58.1	-30.5
Sales to New Listings Ratio ⁴	65.0	61.6	78.0	68.2	51.7	47.9	39.8
Months of Inventory ⁵	4.0	3.8	3.1	3.7	8.1	9.4	5.8
Average Price	\$371,220	10.1	22.6	32.7	38.8	57.0	43.3
Median Price	\$353,000	7.0	15.7	37.4	37.6	53.5	37.6
Sales to List Price Ratio	97.4	97.8	97.6	96.5	96.0	94.9	96.0
Median Days on Market	38.0	34.0	34.0	46.0	59.5	80.0	24.5

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

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

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

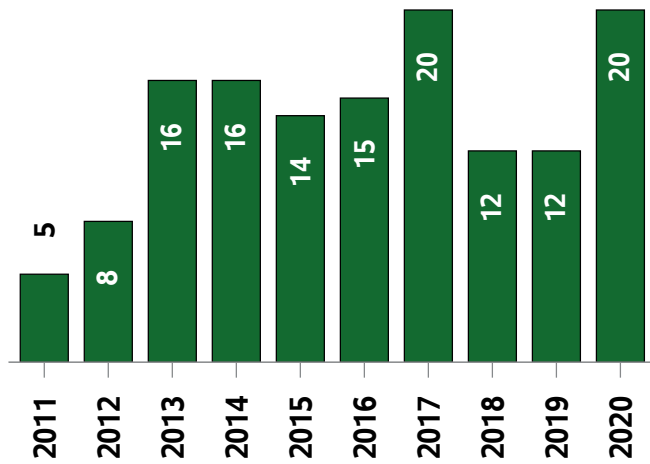
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

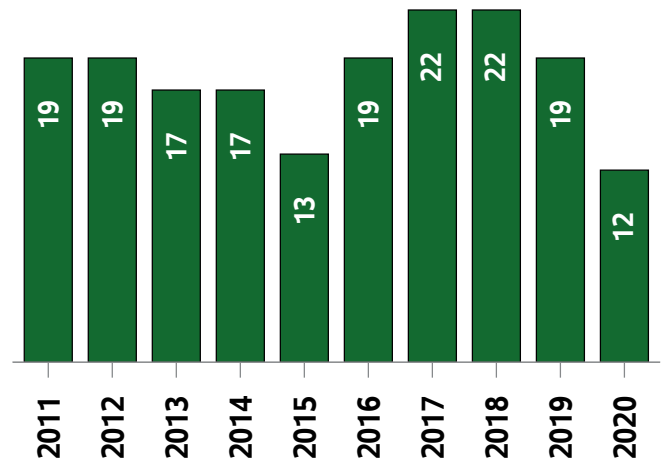
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

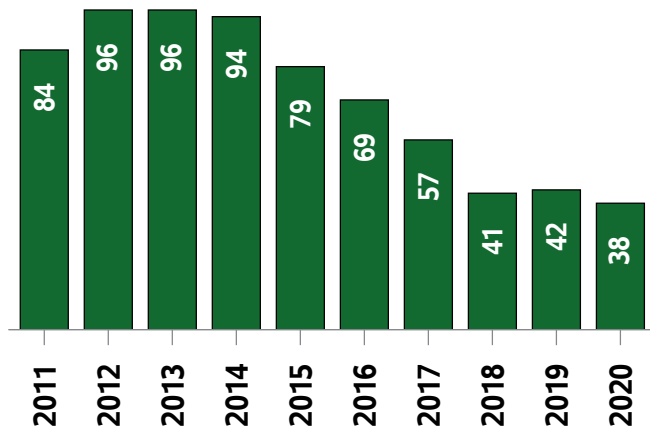
Sales Activity (July only)



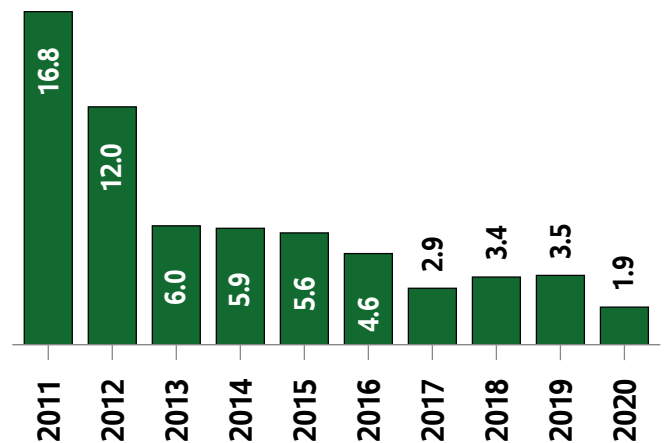
New Listings (July only)



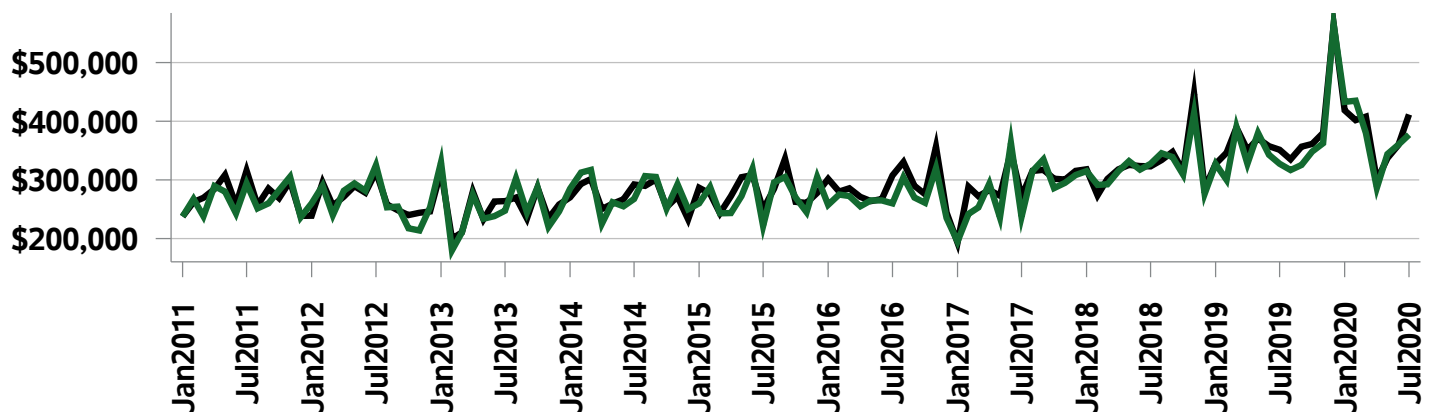
Active Listings (July only)



Months of Inventory (July only)

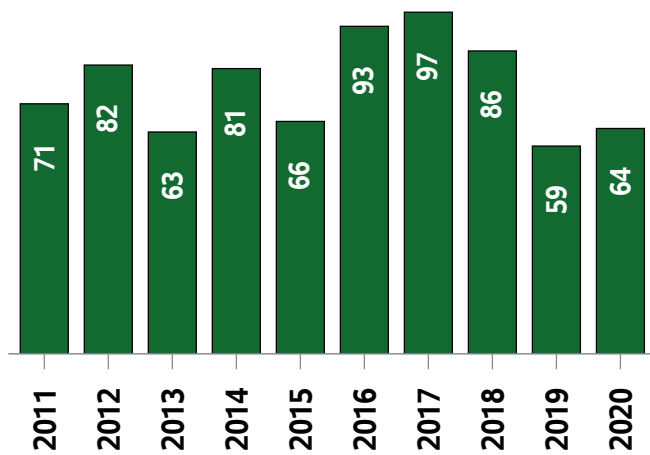


Average Price and Median Price

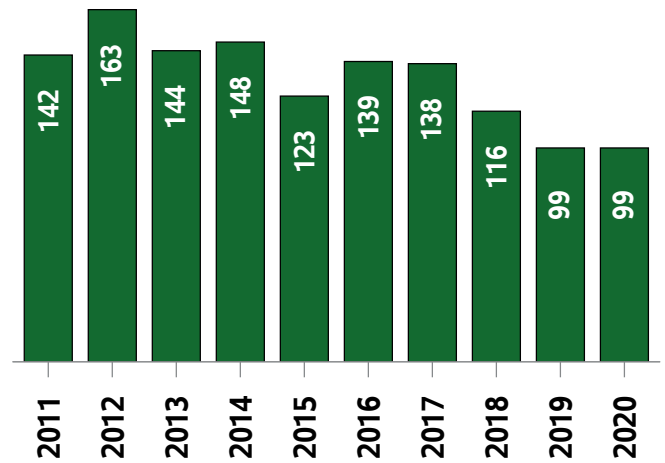


Castlegar MLS® Single Family Market Activity

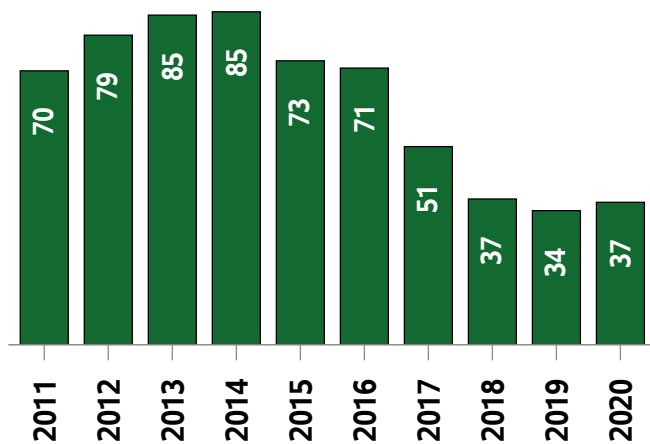
Sales Activity (July Year-to-date)



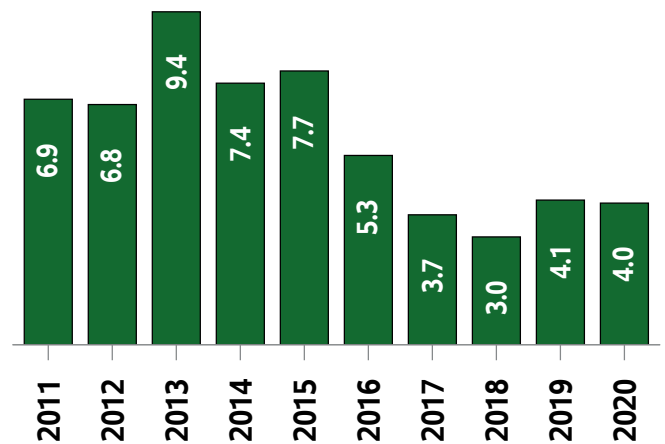
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Castlegar

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	20	66.7	66.7	0.0	42.9	25.0	33.3
Dollar Volume	\$8,230,700	95.2	112.3	51.6	135.5	95.0	107.5
New Listings	12	-36.8	-45.5	-45.5	-7.7	-29.4	-53.8
Active Listings	38	-9.5	-7.3	-33.3	-51.9	-60.4	-57.3
Sales to New Listings Ratio ¹	166.7	63.2	54.5	90.9	107.7	94.1	57.7
Months of Inventory ²	1.9	3.5	3.4	2.9	5.6	6.0	5.9
Average Price	\$411,535	17.1	27.4	51.6	64.8	56.0	55.7
Median Price	\$377,000	15.1	15.1	59.1	70.2	52.3	36.1
Sales to List Price Ratio	99.0	97.8	97.7	97.0	95.7	95.3	95.4
Median Days on Market	35.0	27.5	23.5	74.5	40.0	56.5	33.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	64	8.5	-25.6	-34.0	-3.0	1.6	-12.3
Dollar Volume	\$24,331,700	14.5	-10.0	-13.2	32.5	51.6	25.0
New Listings	99	0.0	-14.7	-28.3	-19.5	-31.3	-43.4
Active Listings ³	37	6.2	-2.3	-28.1	-49.8	-56.8	-33.2
Sales to New Listings Ratio ⁴	64.6	59.6	74.1	70.3	53.7	43.8	41.7
Months of Inventory ⁵	4.0	4.1	3.0	3.7	7.7	9.4	5.2
Average Price	\$380,183	5.5	21.0	31.5	36.7	49.2	42.6
Median Price	\$367,000	6.4	17.1	31.1	39.8	52.9	37.2
Sales to List Price Ratio	97.6	97.8	97.9	96.5	96.2	94.9	96.3
Median Days on Market	38.0	34.0	30.0	46.0	65.5	57.0	25.0

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

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

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

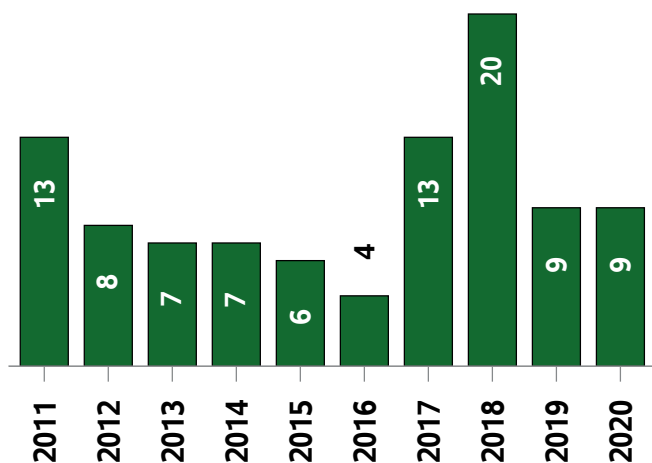
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

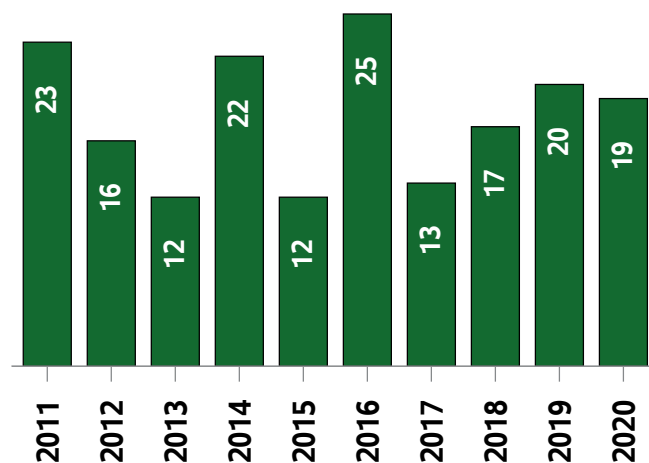
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

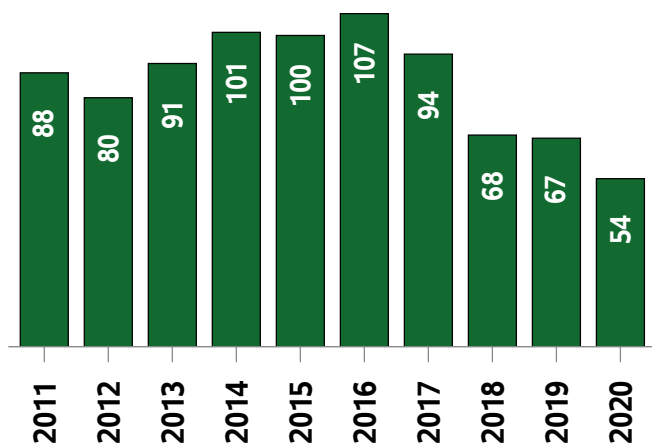
Sales Activity (July only)



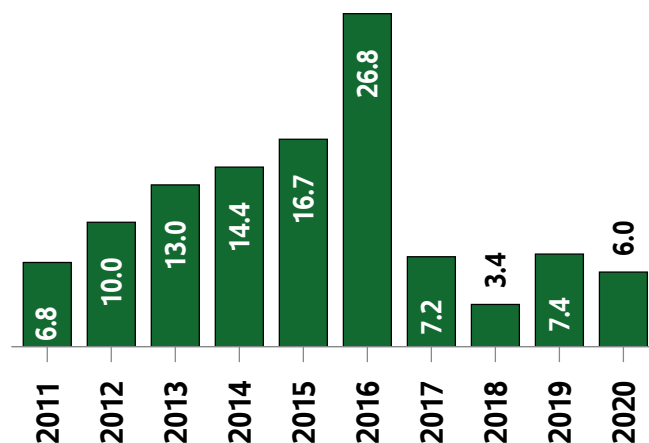
New Listings (July only)



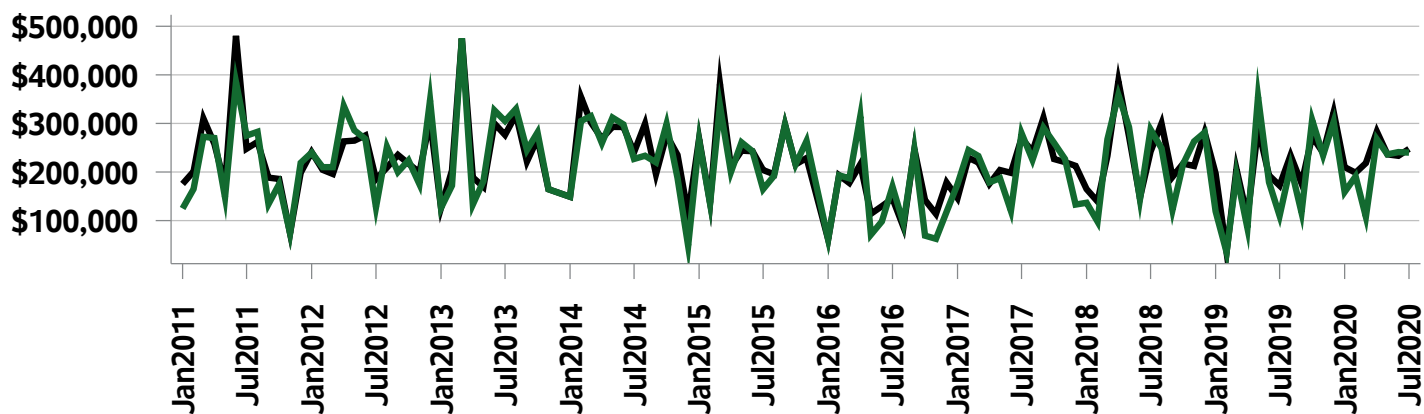
Active Listings (July only)



Months of Inventory (July only)

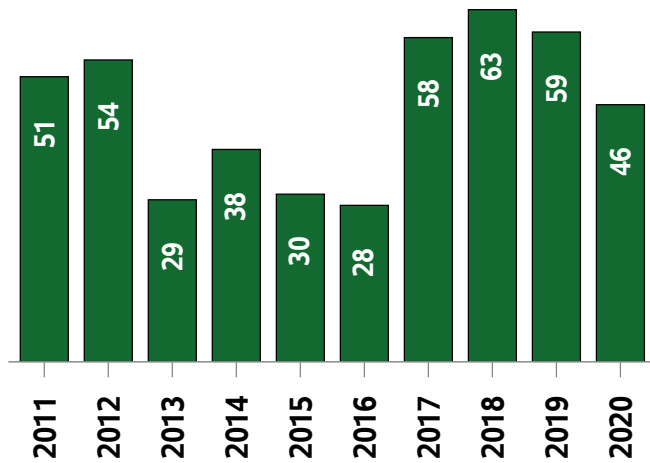


Average Price and Median Price

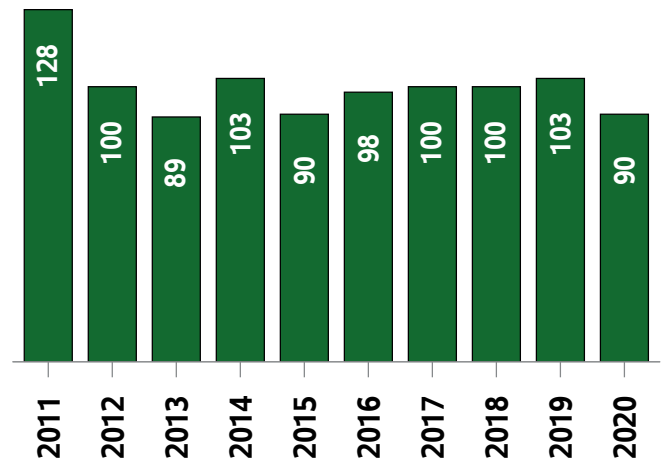


Sparwood MLS® Residential Market Activity

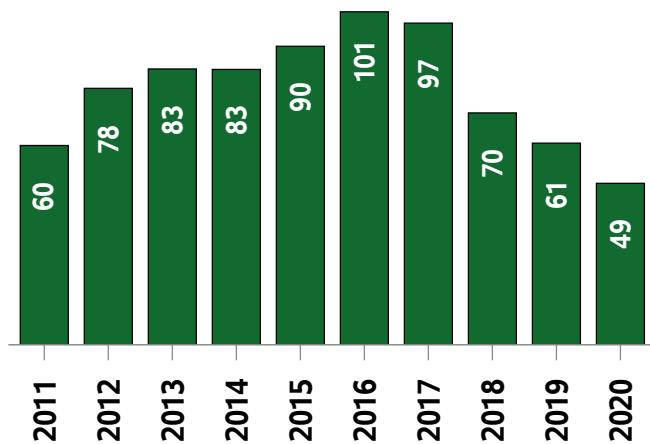
Sales Activity (July Year-to-date)



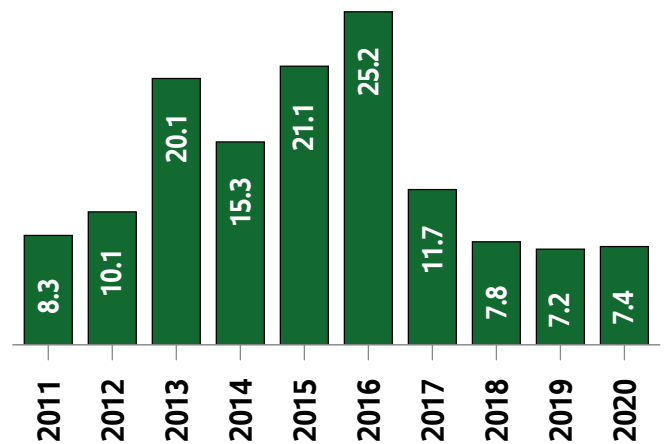
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Sparwood

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	9	0.0	-55.0	-30.8	50.0	28.6	125.0
Dollar Volume	\$2,228,000	43.9	-54.0	-36.4	82.0	15.2	170.6
New Listings	19	-5.0	11.8	46.2	58.3	58.3	5.6
Active Listings	54	-19.4	-20.6	-42.6	-46.0	-40.7	-44.9
Sales to New Listings Ratio ¹	47.4	45.0	117.6	100.0	50.0	58.3	22.2
Months of Inventory ²	6.0	7.4	3.4	7.2	16.7	13.0	24.5
Average Price	\$247,556	43.9	2.3	-8.2	21.3	-10.4	20.2
Median Price	\$240,000	118.2	-16.5	-14.3	45.8	-21.3	26.6
Sales to List Price Ratio	94.6	97.6	94.4	95.0	92.9	97.7	95.2
Median Days on Market	59.0	49.0	71.0	74.0	106.5	79.0	41.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	46	-22.0	-27.0	-20.7	53.3	58.6	70.4
Dollar Volume	\$10,773,678	-10.1	-29.9	-14.2	50.4	58.4	124.6
New Listings	90	-12.6	-10.0	-10.0	0.0	1.1	-40.0
Active Listings ³	49	-19.9	-30.3	-49.8	-45.9	-41.4	-13.6
Sales to New Listings Ratio ⁴	51.1	57.3	63.0	58.0	33.3	32.6	18.0
Months of Inventory ⁵	7.4	7.2	7.8	11.7	21.1	20.1	14.7
Average Price	\$234,210	15.3	-4.0	8.2	-1.9	-0.1	31.8
Median Price	\$201,500	18.5	-14.3	-11.8	-11.8	-21.3	24.0
Sales to List Price Ratio	95.3	94.9	95.2	94.9	94.1	95.6	93.5
Median Days on Market	70.0	62.0	102.0	100.0	105.5	50.0	31.0

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

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

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

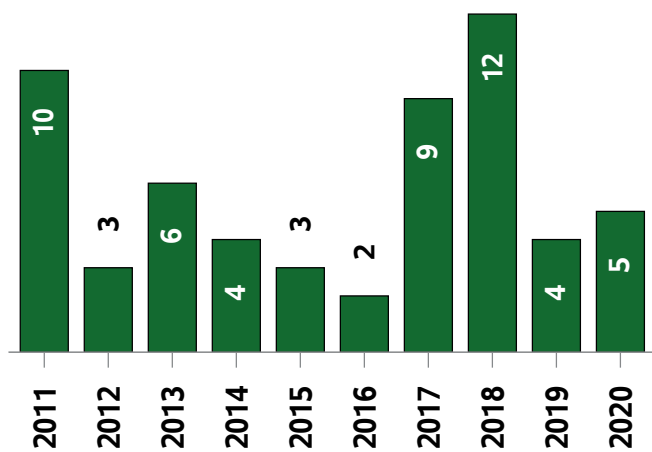
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

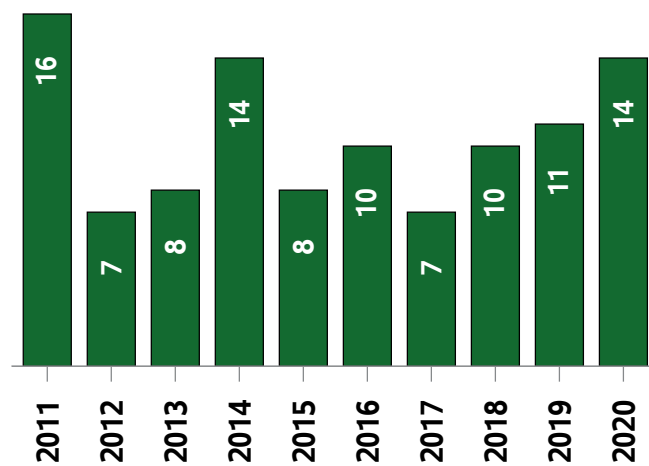
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

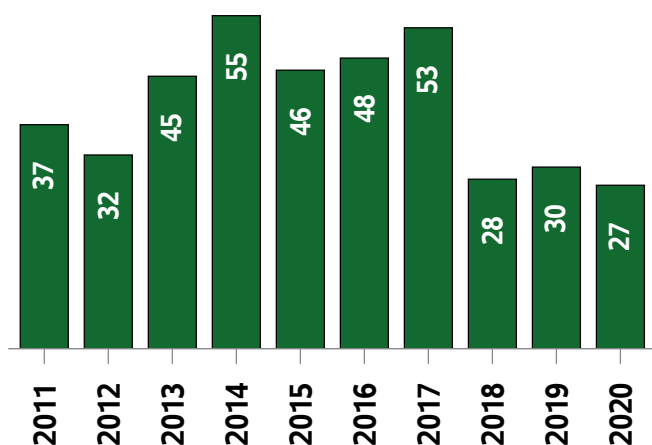
Sales Activity (July only)



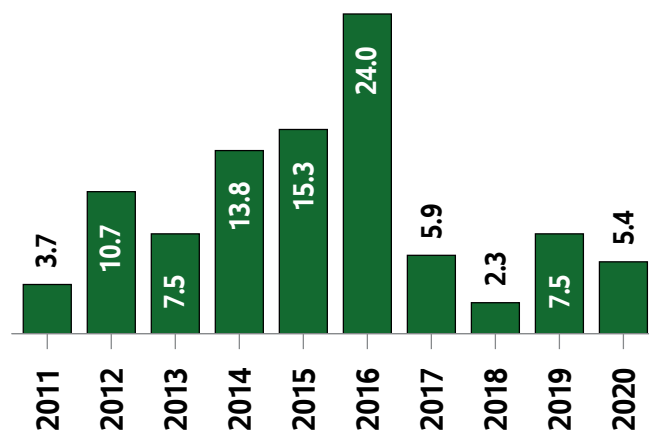
New Listings (July only)



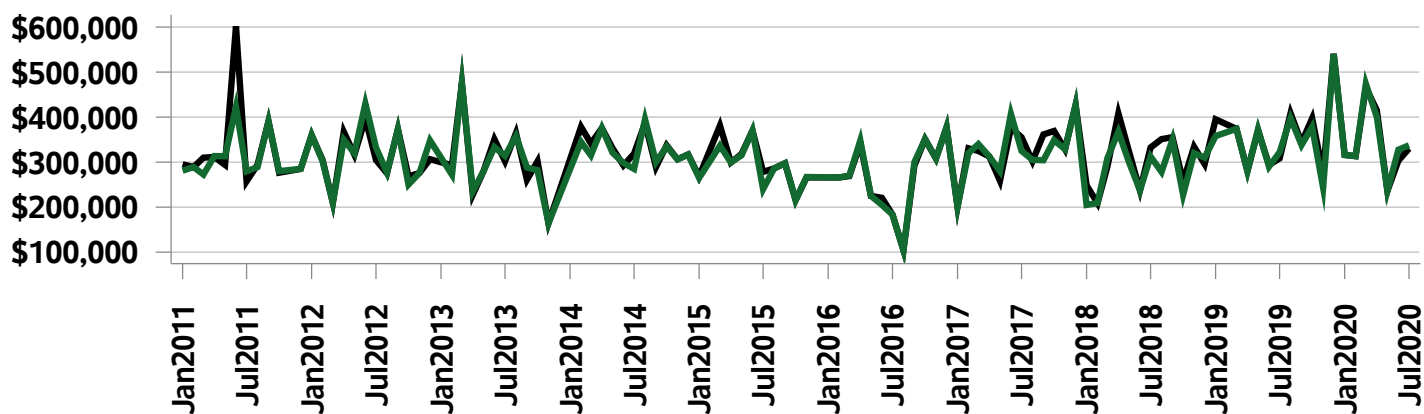
Active Listings (July only)



Months of Inventory (July only)

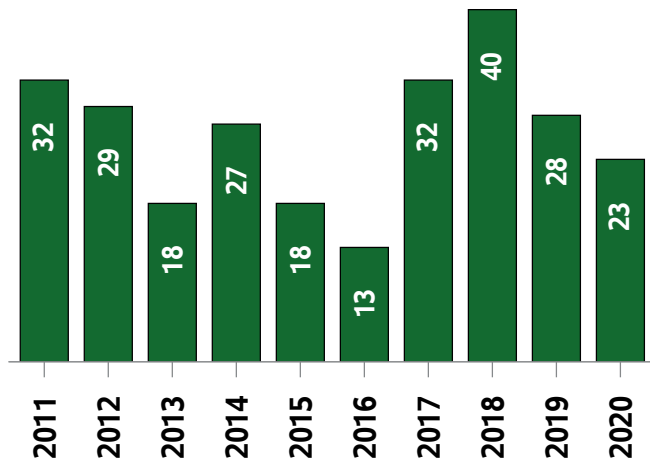


Average Price and Median Price

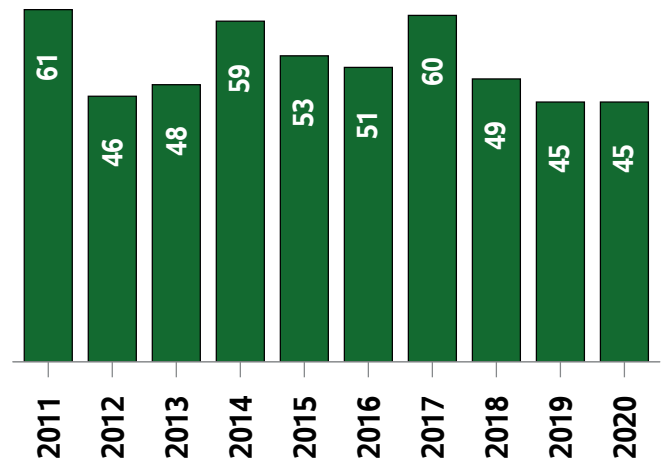


Sparwood MLS® Single Family Market Activity

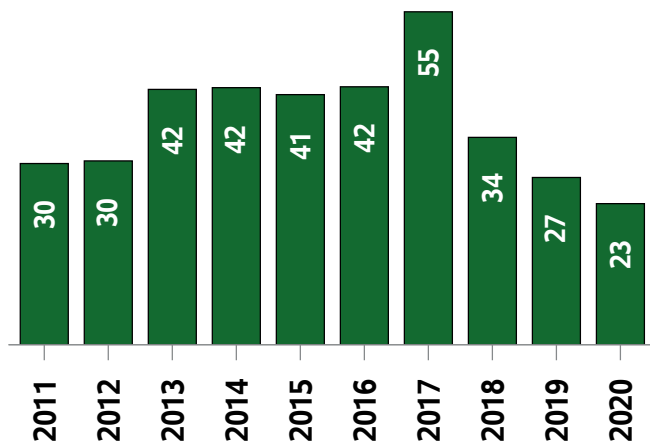
Sales Activity (July Year-to-date)



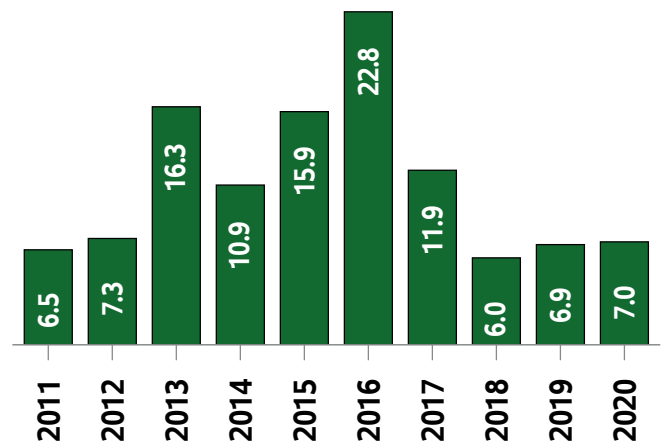
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Sparwood

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	5	25.0	-58.3	-44.4	66.7	-16.7	150.0
Dollar Volume	\$1,650,500	33.9	-58.6	-48.4	97.7	-8.9	197.9
New Listings	14	27.3	40.0	100.0	75.0	75.0	55.6
Active Listings	27	-10.0	-3.6	-49.1	-41.3	-40.0	-52.6
Sales to New Listings Ratio ¹	35.7	36.4	120.0	128.6	37.5	75.0	22.2
Months of Inventory ²	5.4	7.5	2.3	5.9	15.3	7.5	28.5
Average Price	\$330,100	7.1	-0.7	-7.1	18.6	9.3	19.2
Median Price	\$337,500	4.8	8.0	3.8	40.6	7.5	21.8
Sales to List Price Ratio	98.2	98.8	97.0	97.1	91.0	97.6	97.4
Median Days on Market	22.0	45.0	75.0	74.0	123.0	75.0	29.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	23	-17.9	-42.5	-28.1	27.8	27.8	76.9
Dollar Volume	\$7,830,824	-17.6	-39.8	-24.8	38.0	41.6	133.8
New Listings	45	0.0	-8.2	-25.0	-15.1	-6.3	-44.4
Active Listings ³	23	-15.6	-31.9	-57.6	-43.6	-44.7	-14.3
Sales to New Listings Ratio ⁴	51.1	62.2	81.6	53.3	34.0	37.5	16.0
Months of Inventory ⁵	7.0	6.9	6.0	11.9	15.9	16.3	14.5
Average Price	\$340,471	0.3	4.6	4.6	8.0	10.8	32.2
Median Price	\$330,000	-3.6	6.5	3.9	2.2	5.1	26.9
Sales to List Price Ratio	96.6	96.9	96.5	96.2	94.9	97.3	96.3
Median Days on Market	43.0	76.0	113.0	97.0	105.5	64.0	19.0

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

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

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

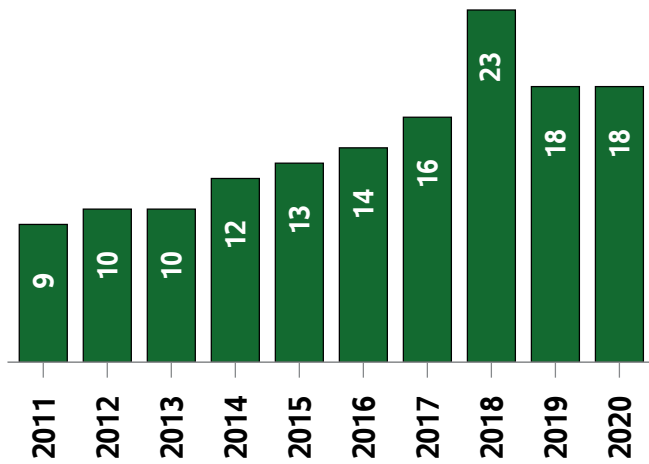
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

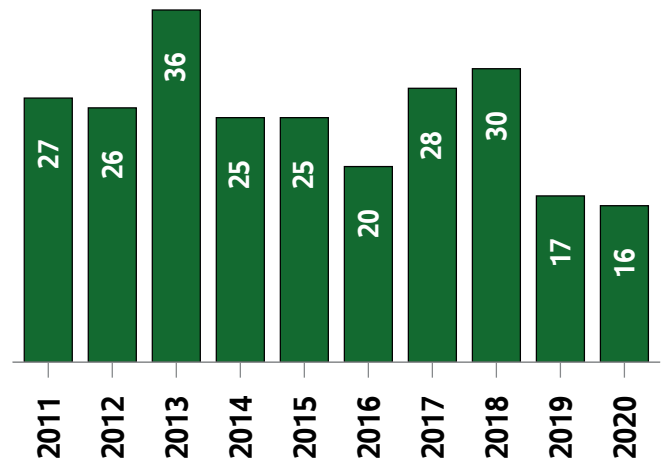
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

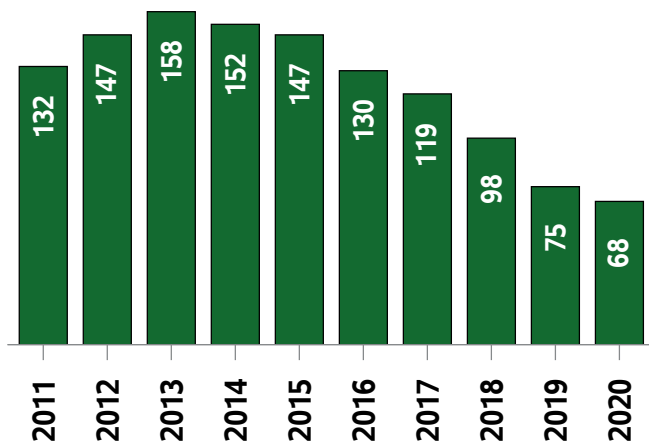
Sales Activity (July only)



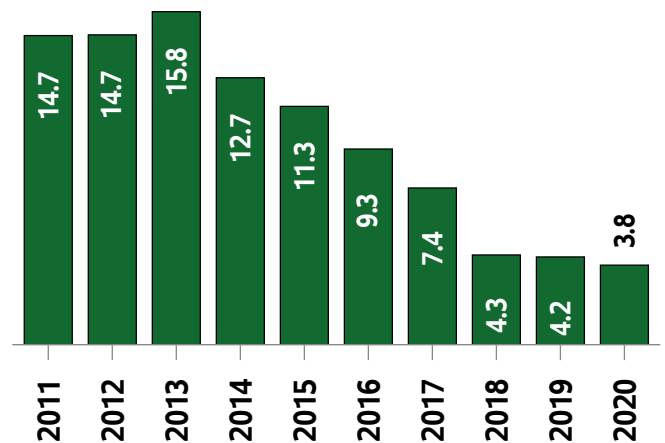
New Listings (July only)



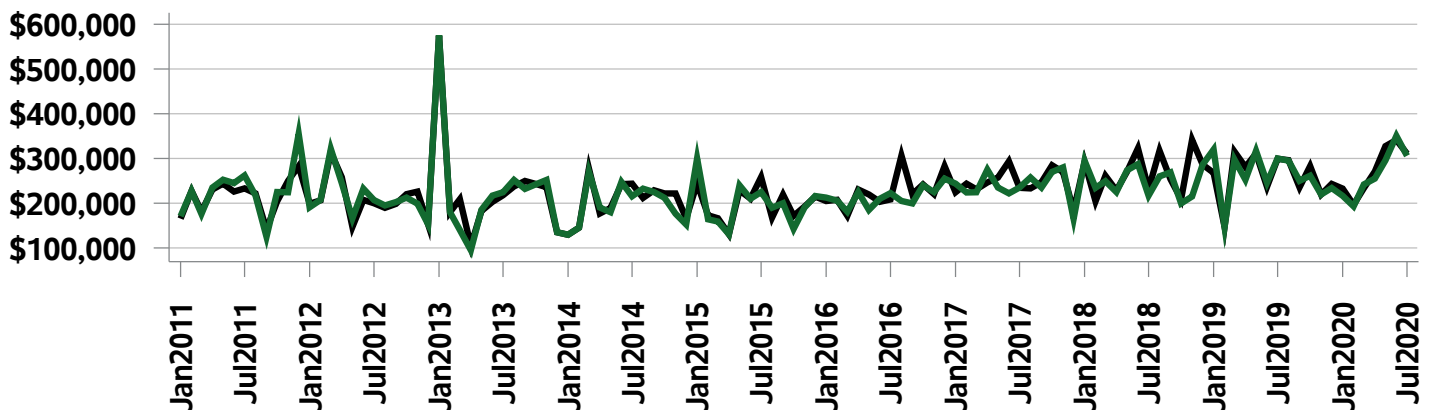
Active Listings (July only)



Months of Inventory (July only)

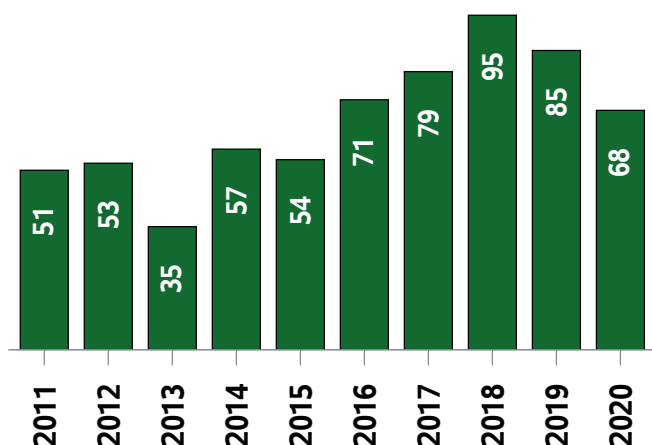


Average Price and Median Price

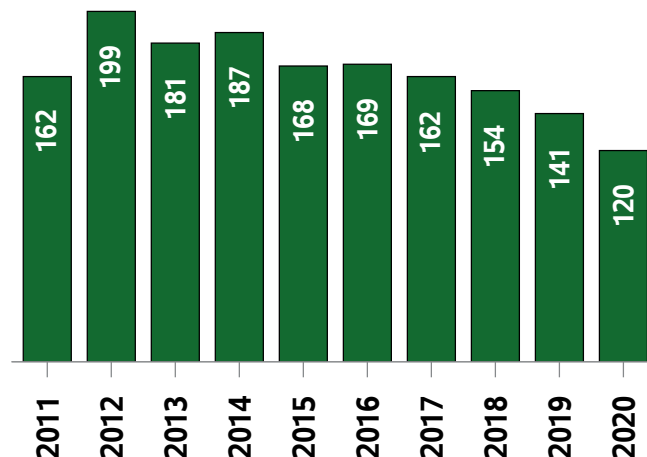


Creston MLS® Residential Market Activity

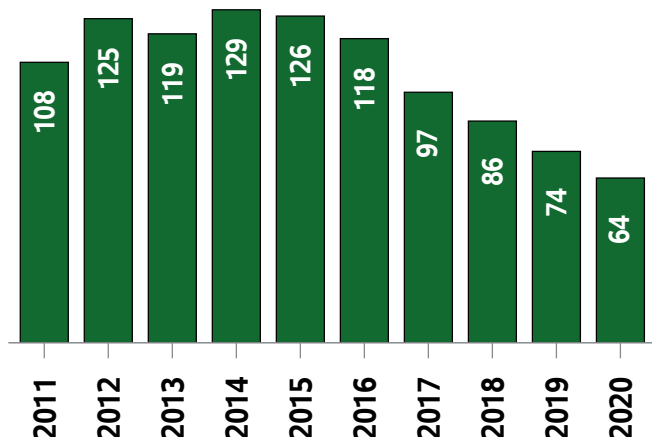
Sales Activity (July Year-to-date)



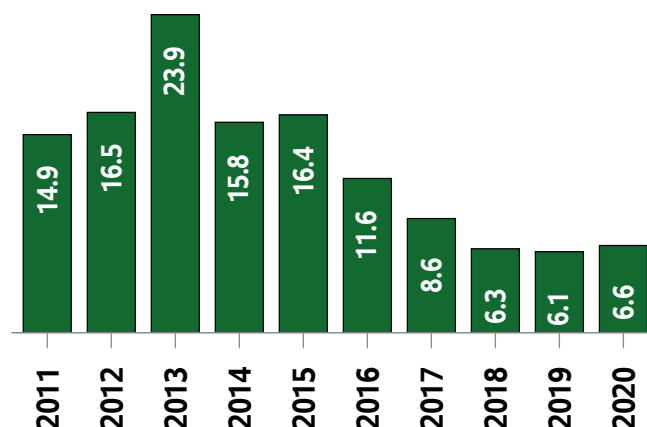
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Creston

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	18	0.0	-21.7	12.5	38.5	80.0	350.0
Dollar Volume	\$5,593,350	3.8	5.2	49.2	66.5	156.9	806.5
New Listings	16	-5.9	-46.7	-42.9	-36.0	-55.6	6.7
Active Listings	68	-9.3	-30.6	-42.9	-53.7	-57.0	-42.9
Sales to New Listings Ratio ¹	112.5	105.9	76.7	57.1	52.0	27.8	26.7
Months of Inventory ²	3.8	4.2	4.3	7.4	11.3	15.8	29.8
Average Price	\$310,742	3.8	34.4	32.6	20.3	42.7	101.5
Median Price	\$306,000	2.0	41.0	30.2	36.0	36.3	87.2
Sales to List Price Ratio	95.9	95.1	92.7	95.0	93.8	92.9	90.3
Median Days on Market	76.0	73.0	57.0	94.5	57.0	71.5	163.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	68	-20.0	-28.4	-13.9	25.9	94.3	161.5
Dollar Volume	\$19,529,450	-20.4	-19.3	-1.3	63.0	178.1	295.2
New Listings	120	-14.9	-22.1	-25.9	-28.6	-33.7	-35.1
Active Listings ³	64	-13.9	-25.7	-34.2	-49.5	-46.7	-24.7
Sales to New Listings Ratio ⁴	56.7	60.3	61.7	48.8	32.1	19.3	14.1
Months of Inventory ⁵	6.6	6.1	6.3	8.6	16.4	23.9	22.8
Average Price	\$287,198	-0.5	12.8	14.7	29.5	43.1	51.1
Median Price	\$280,000	1.8	12.0	20.4	33.3	50.9	42.5
Sales to List Price Ratio	95.5	96.0	94.8	95.0	93.2	92.7	92.7
Median Days on Market	71.5	60.0	58.0	76.0	82.5	82.0	48.0

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

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

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

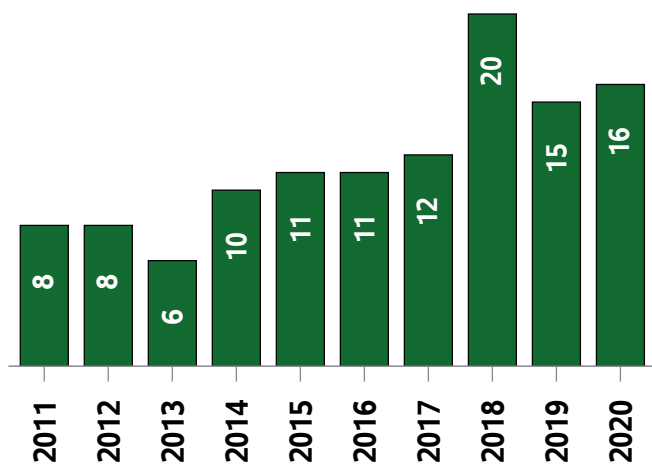
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

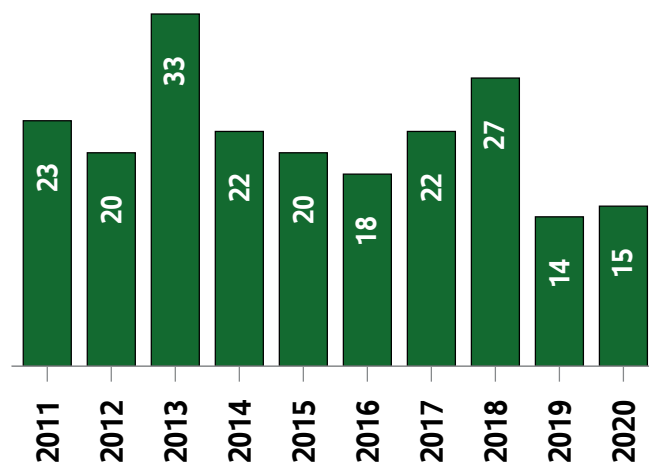
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

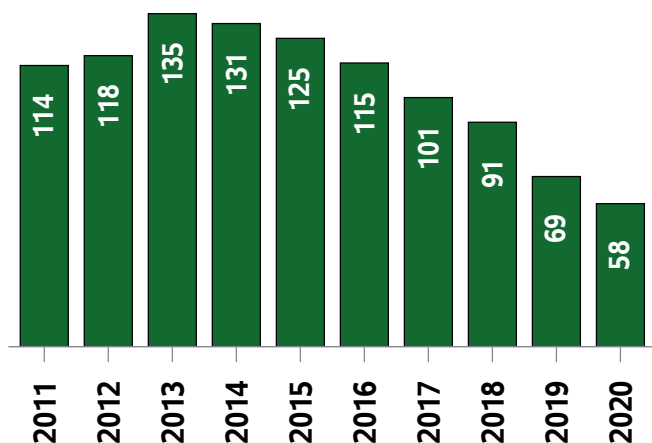
Sales Activity (July only)



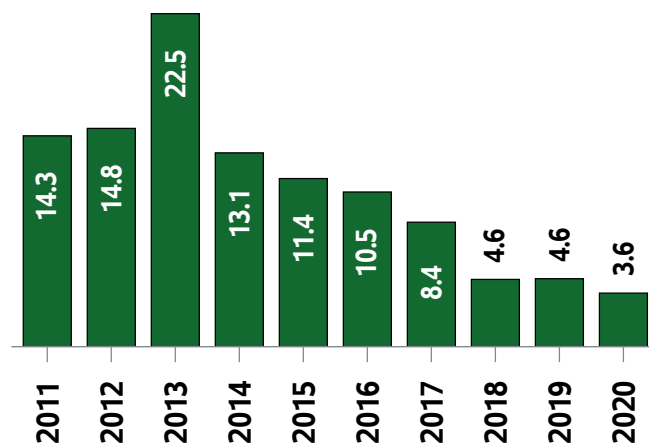
New Listings (July only)



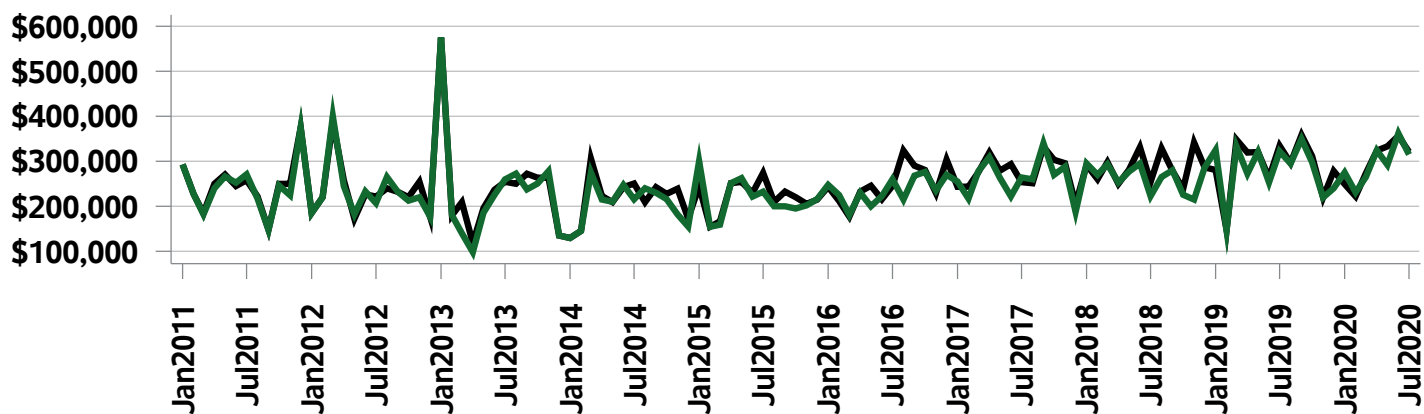
Active Listings (July only)



Months of Inventory (July only)

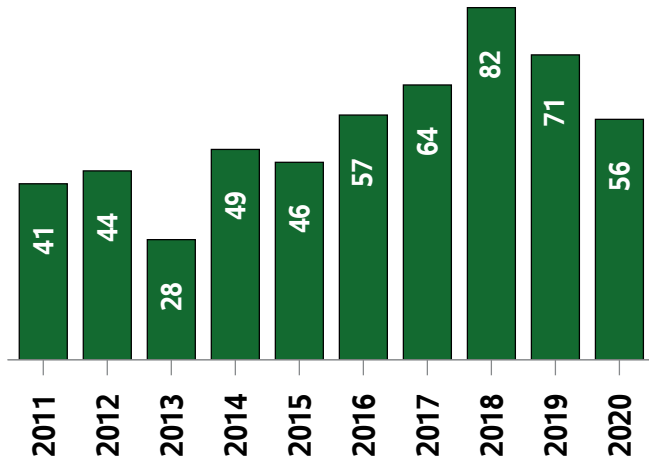


Average Price and Median Price

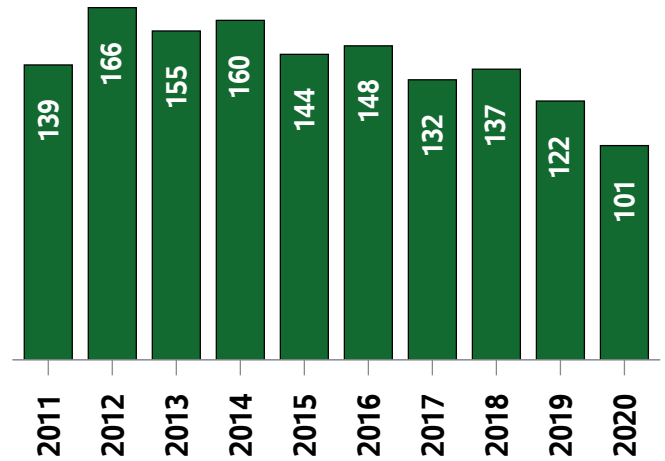


Creston MLS® Single Family Market Activity

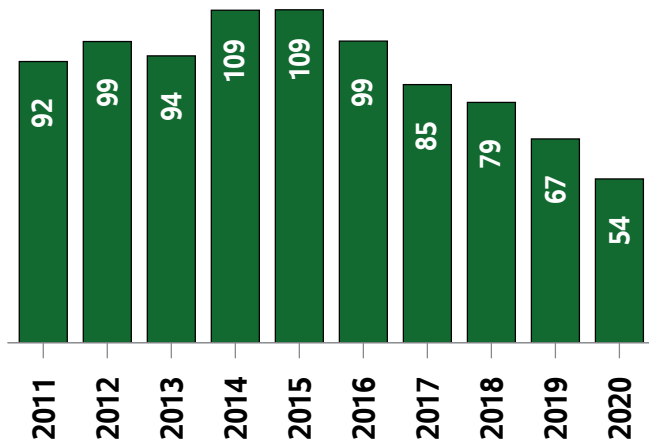
Sales Activity (July Year-to-date)



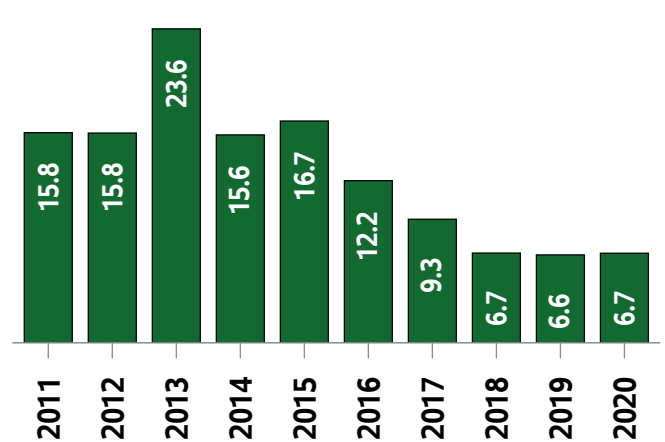
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Creston

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	16	6.7	-20.0	33.3	45.5	166.7	433.3
Dollar Volume	\$5,138,350	2.4	1.2	68.8	70.3	236.6	848.0
New Listings	15	7.1	-44.4	-31.8	-25.0	-54.5	15.4
Active Listings	58	-15.9	-36.3	-42.6	-53.6	-57.0	-44.2
Sales to New Listings Ratio ¹	106.7	107.1	74.1	54.5	55.0	18.2	23.1
Months of Inventory ²	3.6	4.6	4.6	8.4	11.4	22.5	34.7
Average Price	\$321,147	-4.0	26.4	26.6	17.1	26.2	77.8
Median Price	\$315,000	-2.2	41.6	19.3	35.5	21.3	87.5
Sales to List Price Ratio	95.9	95.7	92.5	94.4	93.2	94.0	92.6
Median Days on Market	76.0	76.0	53.0	113.0	77.0	55.0	147.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	56	-21.1	-31.7	-12.5	21.7	100.0	166.7
Dollar Volume	\$17,479,950	-22.2	-23.2	-0.1	58.4	181.6	287.6
New Listings	101	-17.2	-26.3	-23.5	-29.9	-34.8	-35.7
Active Listings ³	54	-19.6	-31.8	-36.5	-50.8	-42.9	-25.5
Sales to New Listings Ratio ⁴	55.4	58.2	59.9	48.5	31.9	18.1	13.4
Months of Inventory ⁵	6.7	6.6	6.7	9.3	16.7	23.6	24.1
Average Price	\$312,142	-1.4	12.4	14.2	30.1	40.8	45.3
Median Price	\$308,750	-0.4	14.4	18.1	35.0	52.8	49.5
Sales to List Price Ratio	95.7	96.1	94.8	95.1	93.8	93.3	93.5
Median Days on Market	71.5	63.0	61.0	76.0	109.5	70.0	36.0

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

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

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

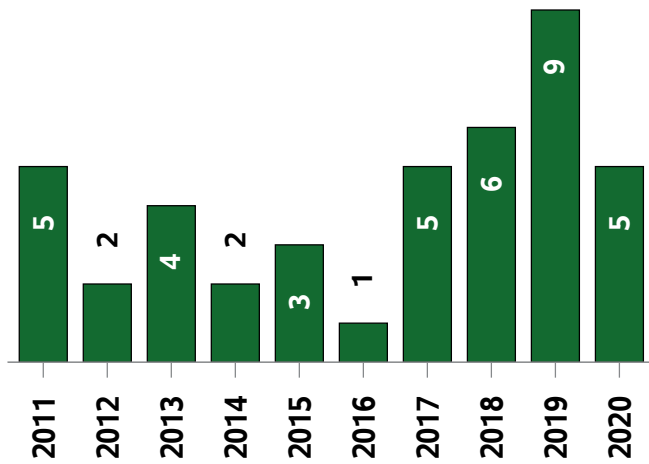
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

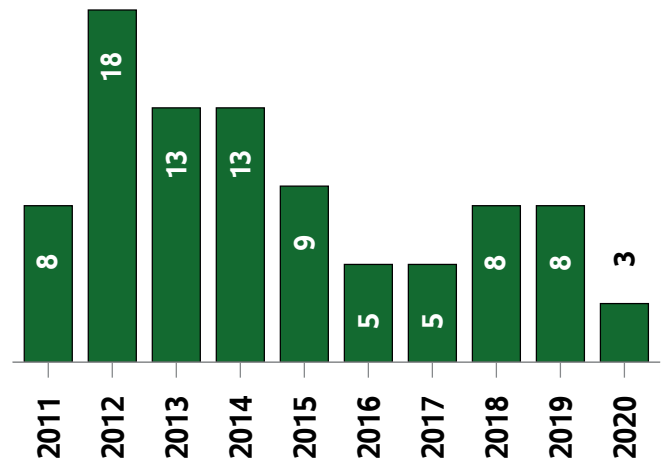
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

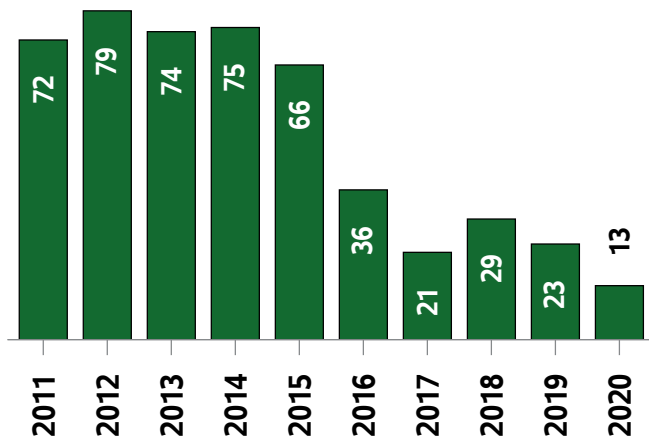
Sales Activity (July only)



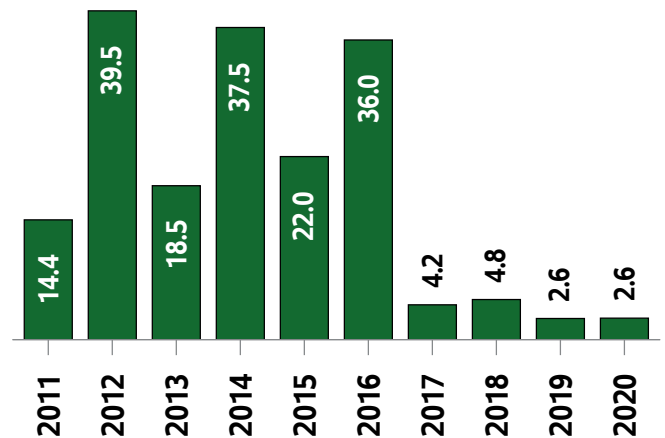
New Listings (July only)



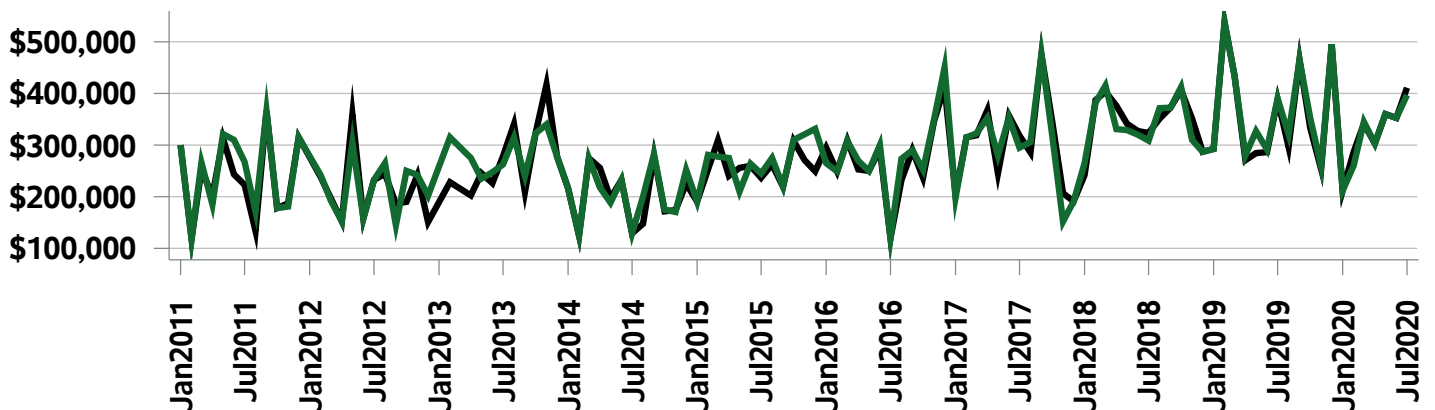
Active Listings (July only)



Months of Inventory (July only)

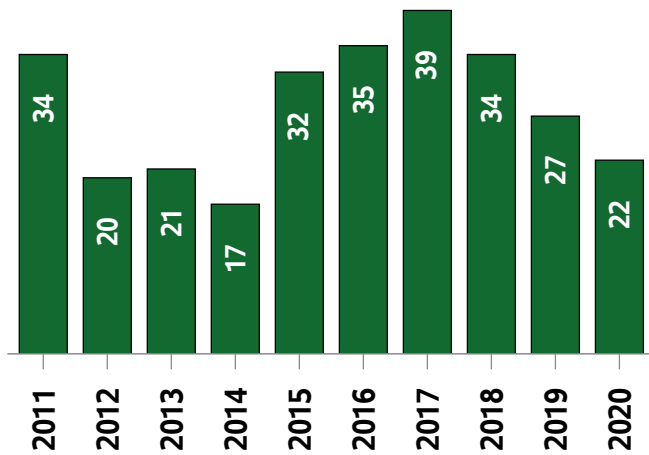


Average Price and Median Price

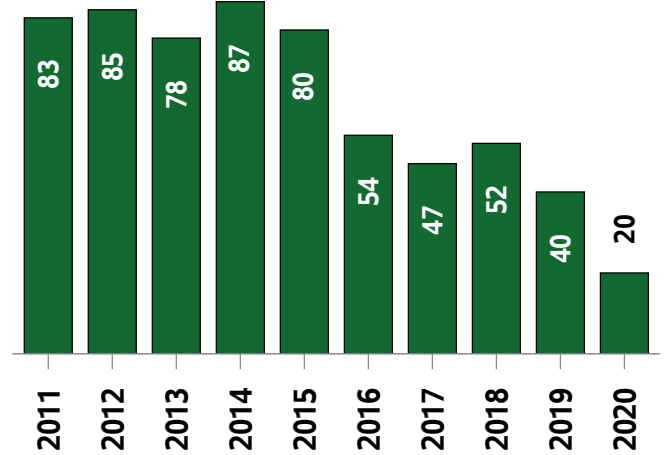


Golden MLS® Residential Market Activity

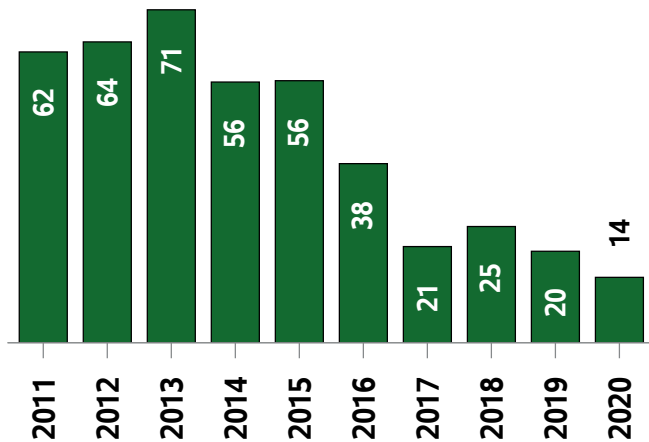
Sales Activity (July Year-to-date)



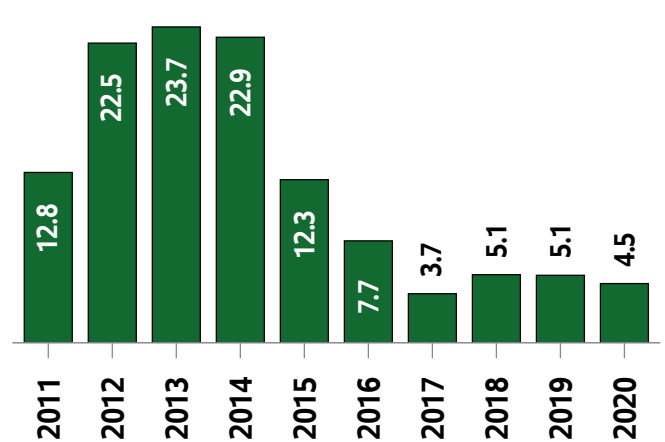
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Golden MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	5	-44.4	-16.7	0.0	66.7	25.0	25.0
Dollar Volume	\$2,055,500	-41.2	6.0	29.2	189.5	84.5	155.7
New Listings	3	-62.5	-62.5	-40.0	-66.7	-76.9	-78.6
Active Listings	13	-43.5	-55.2	-38.1	-80.3	-82.4	-81.2
Sales to New Listings Ratio ¹	166.7	112.5	75.0	100.0	33.3	30.8	28.6
Months of Inventory ²	2.6	2.6	4.8	4.2	22.0	18.5	17.3
Average Price	\$411,100	5.9	27.1	29.2	73.7	47.6	104.5
Median Price	\$397,000	1.8	28.7	34.6	62.0	51.3	97.5
Sales to List Price Ratio	96.5	96.7	95.6	94.8	93.6	95.4	90.8
Median Days on Market	35.0	70.0	36.5	50.0	46.0	72.5	26.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	22	-18.5	-35.3	-43.6	-31.3	4.8	4.8
Dollar Volume	\$7,030,100	-25.2	-41.2	-38.6	-12.8	39.8	28.5
New Listings	20	-50.0	-61.5	-57.4	-75.0	-74.4	-81.8
Active Listings ³	14	-28.5	-43.7	-31.9	-75.0	-80.3	-67.3
Sales to New Listings Ratio ⁴	110.0	67.5	65.4	83.0	40.0	26.9	19.1
Months of Inventory ⁵	4.5	5.1	5.1	3.7	12.3	23.7	14.3
Average Price	\$319,550	-8.3	-9.1	8.9	26.9	33.4	22.6
Median Price	\$347,250	-11.8	-4.1	17.7	33.0	33.6	19.3
Sales to List Price Ratio	96.2	95.6	95.4	95.1	95.7	92.2	93.3
Median Days on Market	51.5	64.0	33.0	33.0	96.5	106.0	21.0

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

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

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

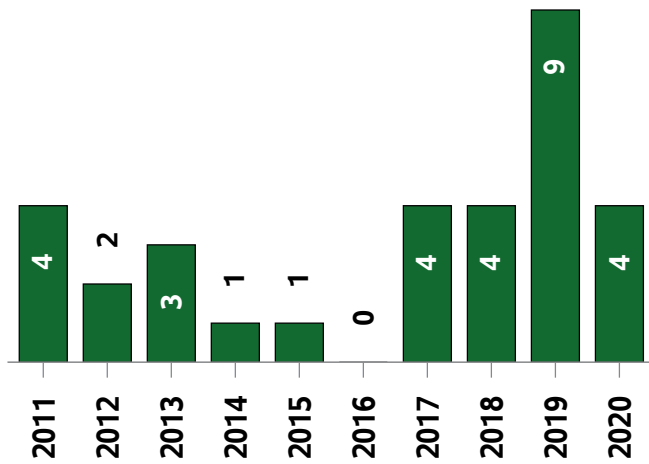
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

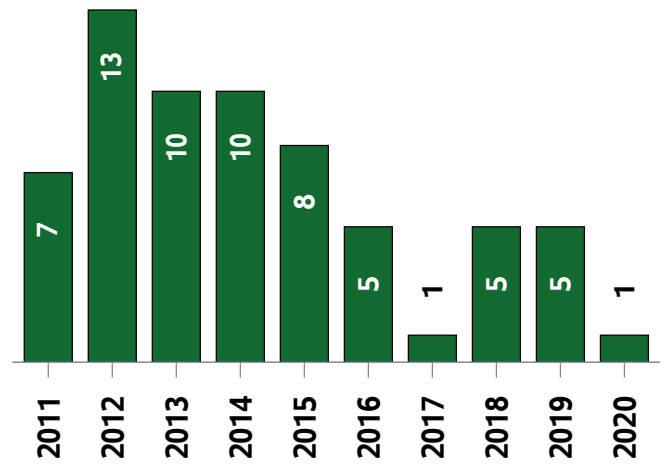
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

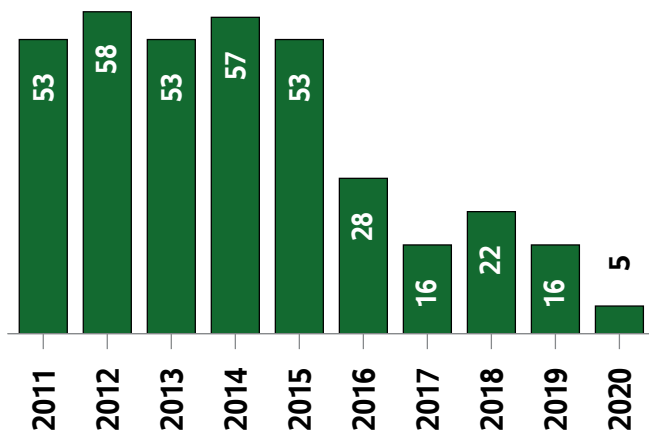
Sales Activity (July only)



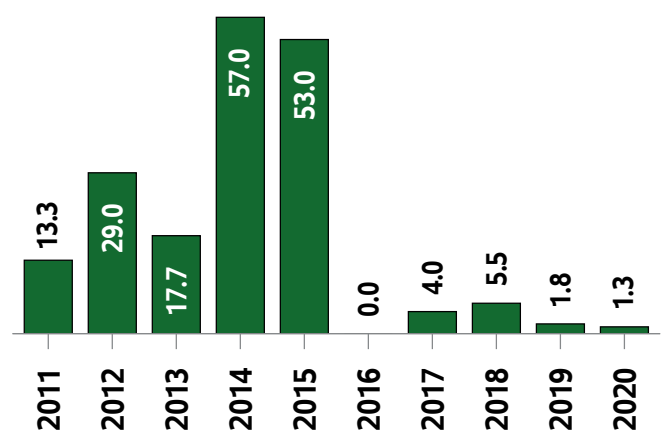
New Listings (July only)



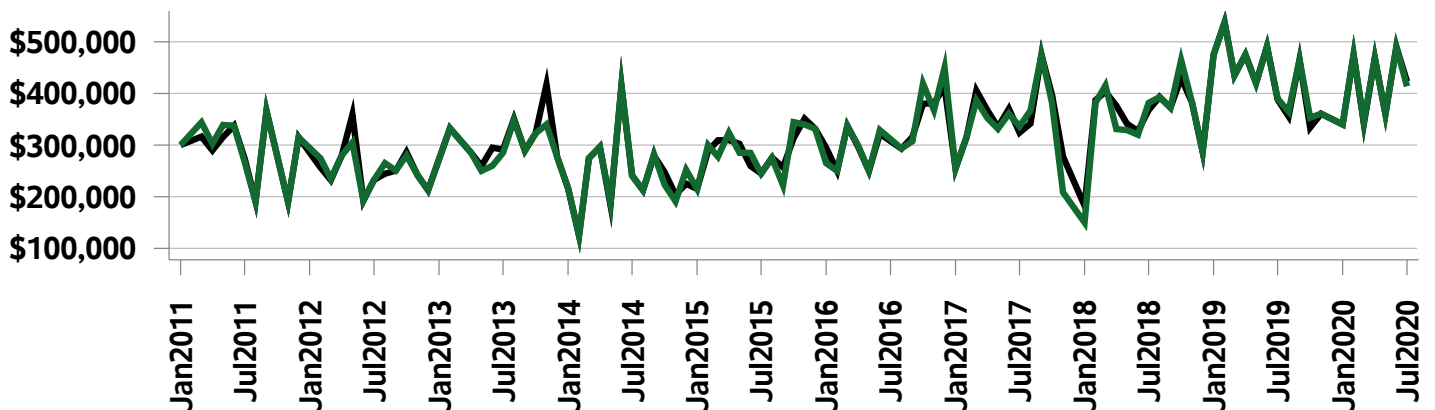
Active Listings (July only)



Months of Inventory (July only)

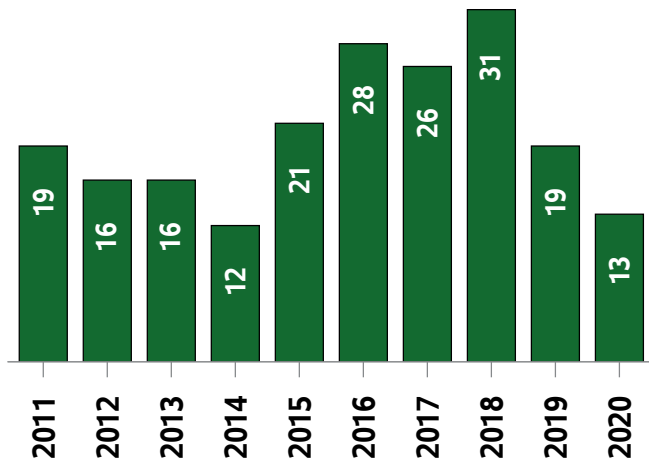


Average Price and Median Price

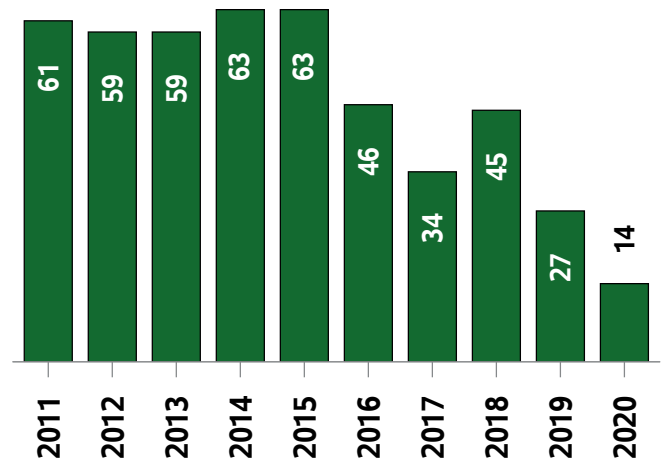


Golden MLS® Single Family Market Activity

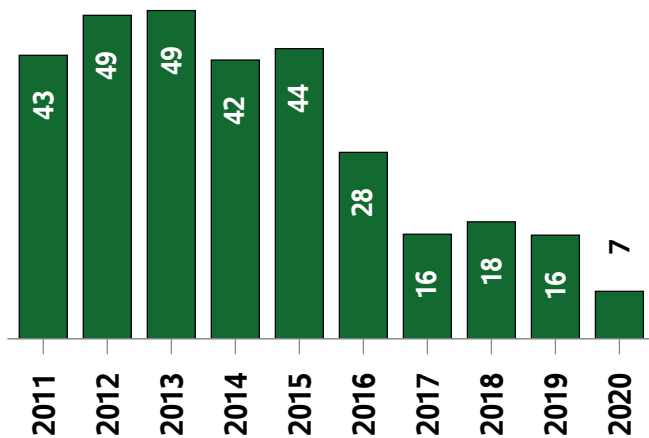
Sales Activity (July Year-to-date)



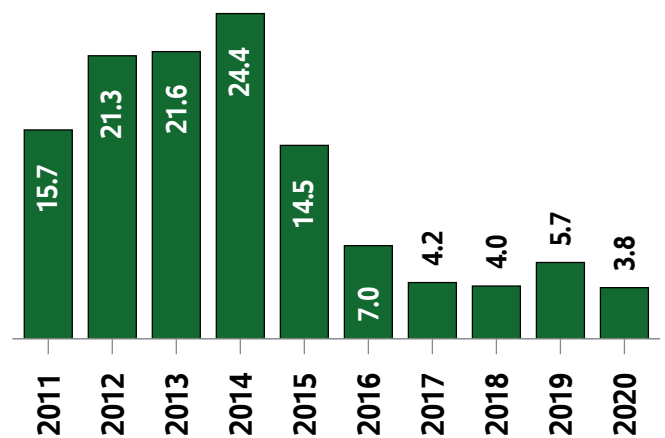
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Golden MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	4	-55.6	0.0	0.0	300.0	33.3	33.3
Dollar Volume	\$1,692,500	-51.6	15.1	30.6	590.8	93.6	122.1
New Listings	1	-80.0	-80.0	0.0	-87.5	-90.0	-90.0
Active Listings	5	-68.8	-77.3	-68.8	-90.6	-90.6	-89.1
Sales to New Listings Ratio ¹	400.0	180.0	80.0	400.0	12.5	30.0	30.0
Months of Inventory ²	1.3	1.8	5.5	4.0	53.0	17.7	15.3
Average Price	\$423,125	9.0	15.1	30.6	72.7	45.2	66.6
Median Price	\$413,750	6.1	8.5	23.1	68.9	45.2	49.4
Sales to List Price Ratio	96.5	96.7	95.5	94.0	98.0	96.5	92.3
Median Days on Market	40.0	70.0	49.0	53.0	46.0	68.0	22.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	13	-31.6	-58.1	-50.0	-38.1	-18.8	-18.8
Dollar Volume	\$5,325,000	-35.2	-51.9	-40.8	-11.8	17.0	10.6
New Listings	14	-48.1	-68.9	-58.8	-77.8	-76.3	-82.5
Active Listings ³	7	-54.1	-59.3	-54.5	-83.6	-85.5	-77.6
Sales to New Listings Ratio ⁴	92.9	70.4	68.9	76.5	33.3	27.1	20.0
Months of Inventory ⁵	3.8	5.7	4.0	4.2	14.5	21.6	13.9
Average Price	\$409,615	-5.2	14.7	18.3	42.5	44.0	36.1
Median Price	\$397,000	-7.7	8.8	15.1	43.1	41.8	31.7
Sales to List Price Ratio	96.7	96.7	95.4	95.3	95.9	93.9	93.6
Median Days on Market	45.0	82.0	34.0	24.0	101.0	95.5	21.5

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

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

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

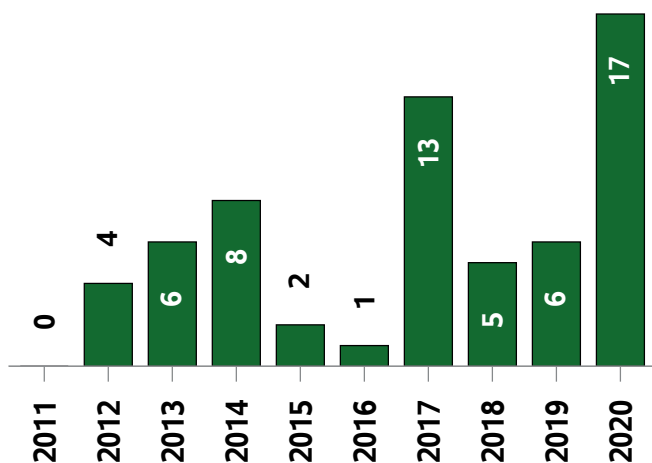
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

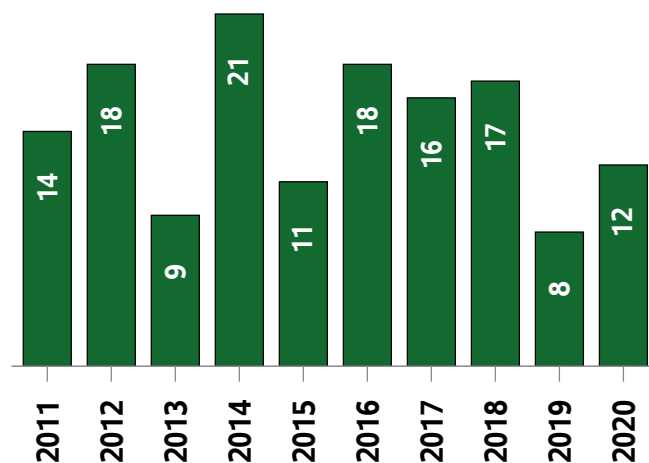
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

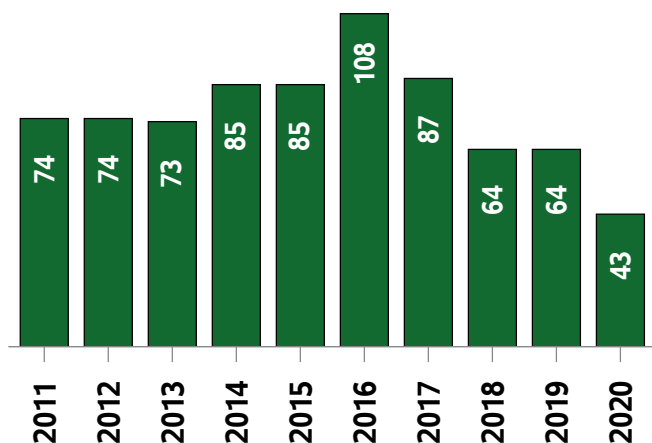
Sales Activity (July only)



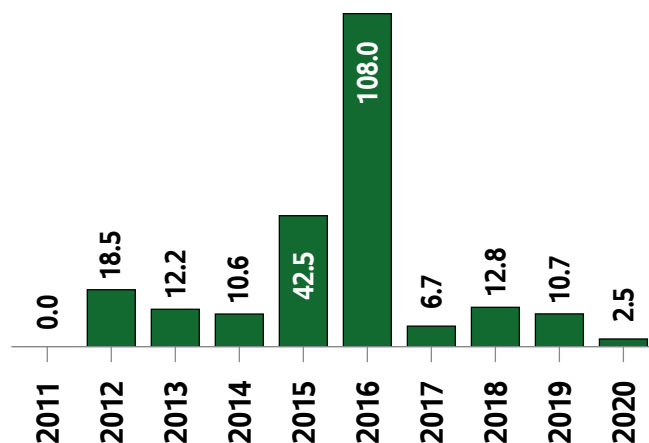
New Listings (July only)



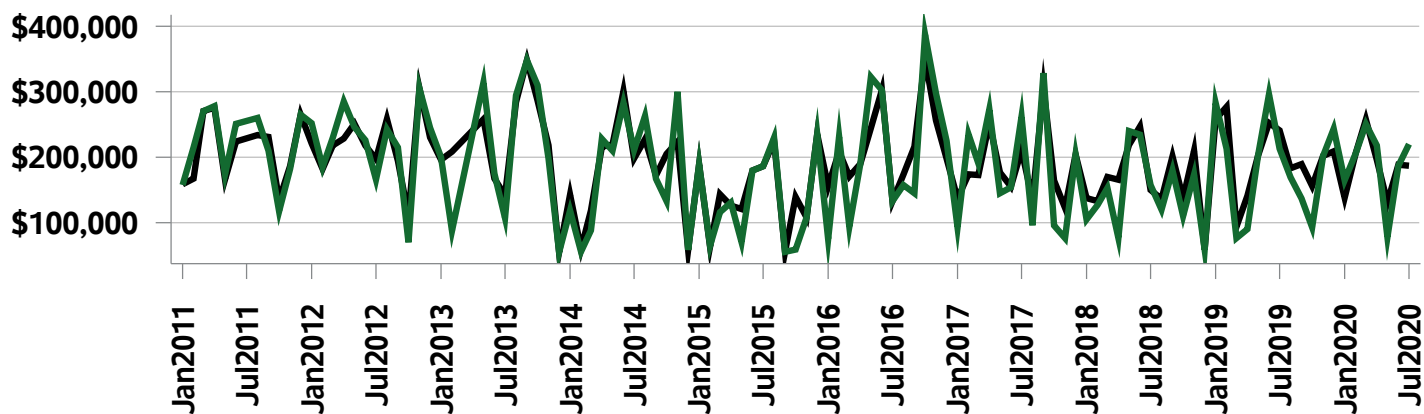
Active Listings (July only)



Months of Inventory (July only)

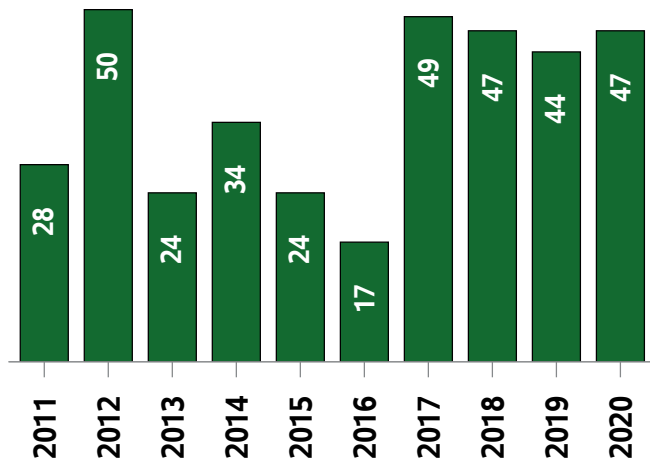


Average Price and Median Price

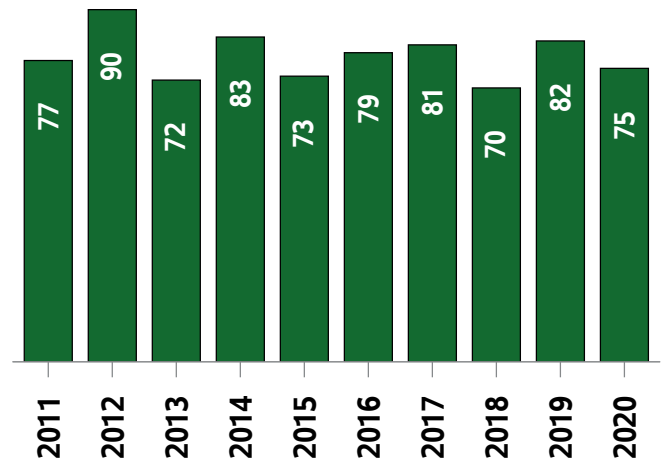


Elkford MLS® Residential Market Activity

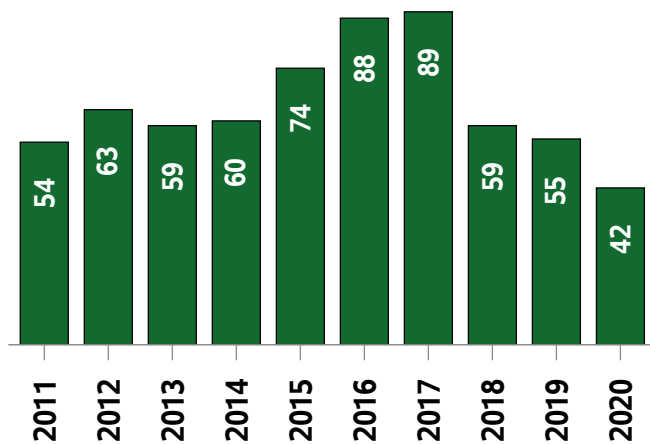
Sales Activity (July Year-to-date)



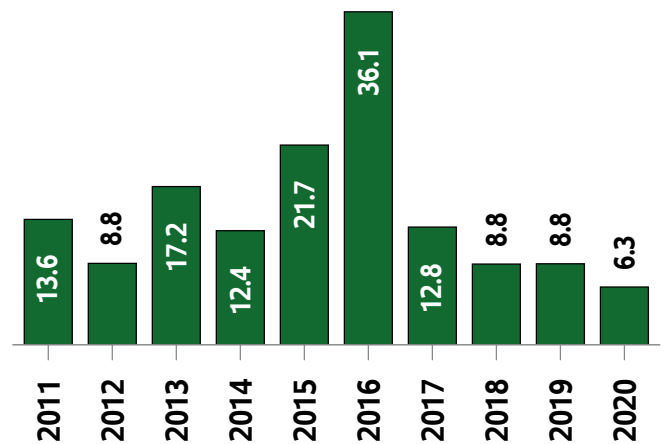
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Elkford

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	17	183.3	240.0	30.8	750.0	183.3	750.0
Dollar Volume	\$3,179,400	119.9	323.7	16.0	753.5	274.5	1,294.5
New Listings	12	50.0	-29.4	-25.0	9.1	33.3	500.0
Active Listings	43	-32.8	-32.8	-50.6	-49.4	-41.1	0.0
Sales to New Listings Ratio ¹	141.7	75.0	29.4	81.3	18.2	66.7	100.0
Months of Inventory ²	2.5	10.7	12.8	6.7	42.5	12.2	21.5
Average Price	\$187,024	-22.4	24.6	-11.3	0.4	32.2	64.1
Median Price	\$220,000	3.3	39.7	-16.0	18.1	105.1	93.0
Sales to List Price Ratio	95.7	97.1	97.1	97.1	96.4	90.8	95.8
Median Days on Market	76.0	55.5	71.0	114.0	124.0	125.0	96.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	47	6.8	0.0	-4.1	95.8	95.8	487.5
Dollar Volume	\$8,672,250	-9.1	-0.4	-4.0	169.9	83.0	615.8
New Listings	75	-8.5	7.1	-7.4	2.7	4.2	25.0
Active Listings ³	42	-23.8	-28.4	-52.9	-43.3	-28.4	35.9
Sales to New Listings Ratio ⁴	62.7	53.7	67.1	60.5	32.9	33.3	13.3
Months of Inventory ⁵	6.3	8.8	8.8	12.8	21.7	17.2	27.1
Average Price	\$184,516	-14.9	-0.4	0.1	37.8	-6.6	21.8
Median Price	\$186,900	-11.0	-13.1	1.0	145.1	20.6	33.5
Sales to List Price Ratio	95.8	95.8	95.8	95.2	93.5	93.5	96.2
Median Days on Market	66.0	67.5	111.0	178.0	141.5	88.5	55.0

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

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

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

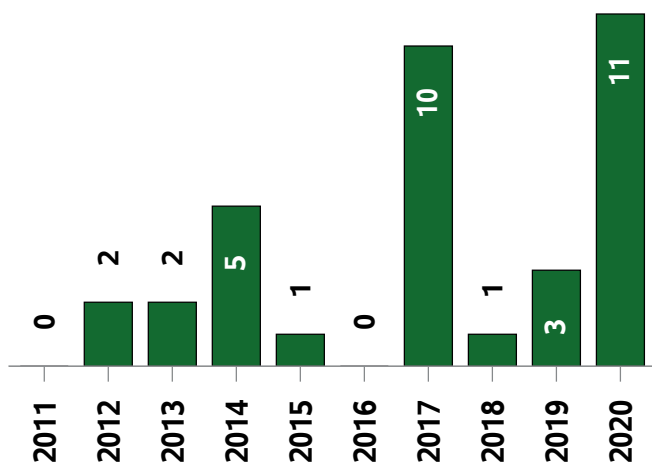
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

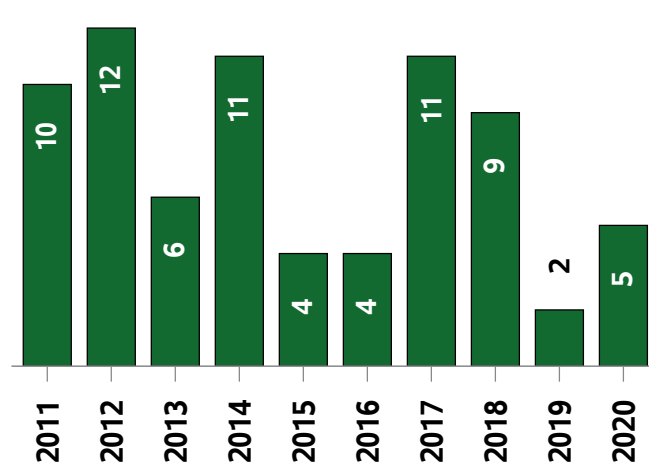
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

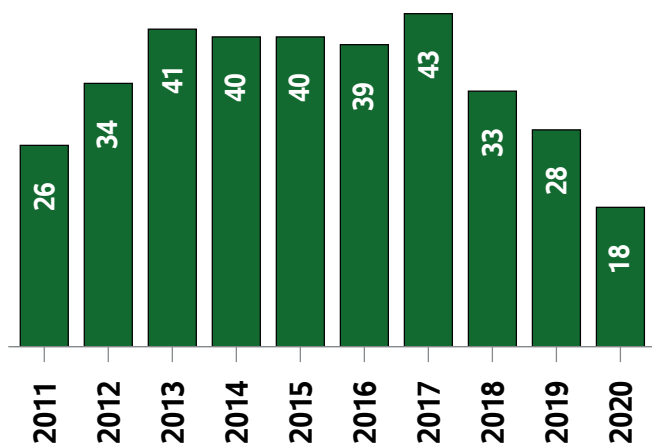
Sales Activity (July only)



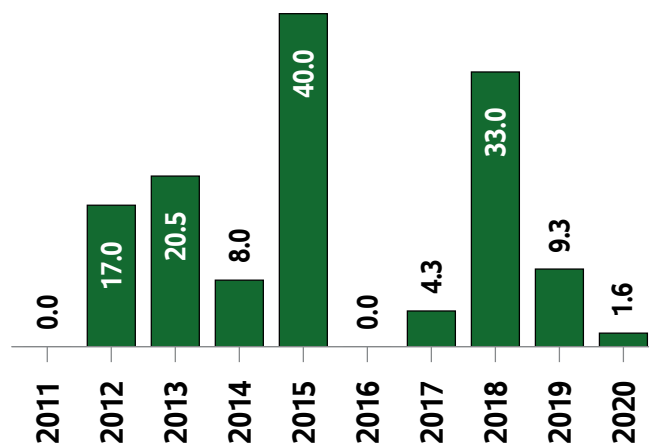
New Listings (July only)



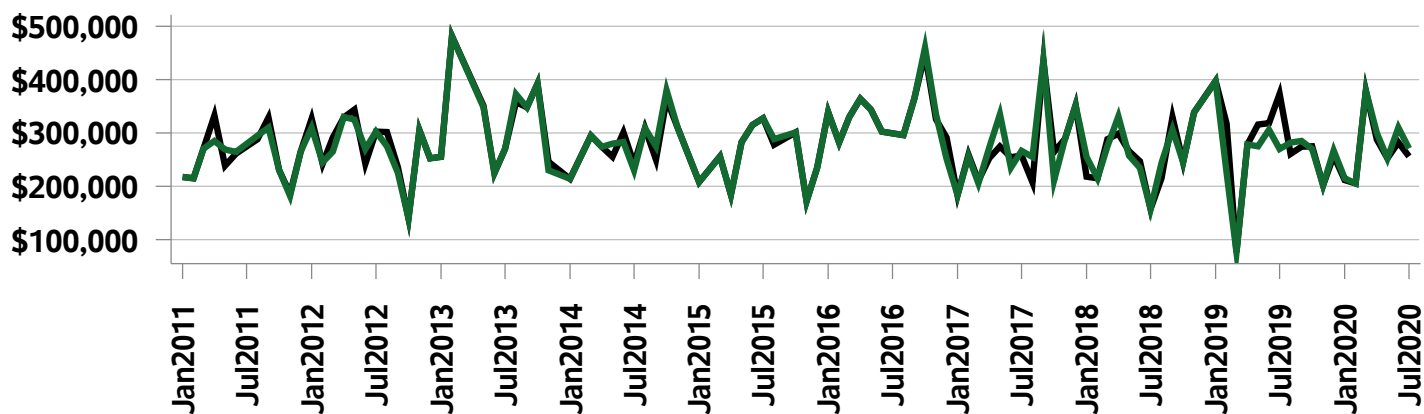
Active Listings (July only)



Months of Inventory (July only)

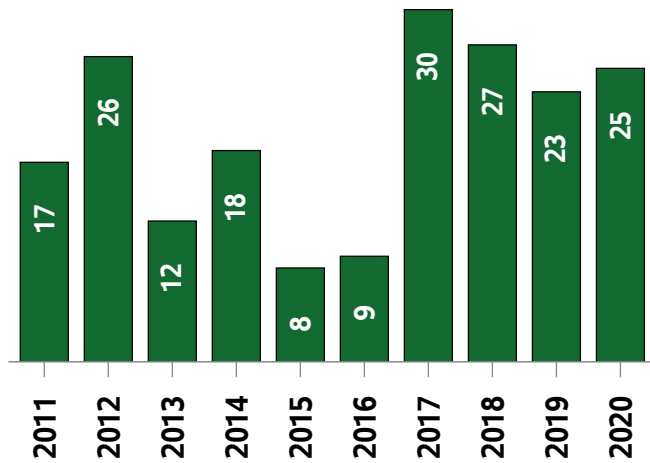


Average Price and Median Price

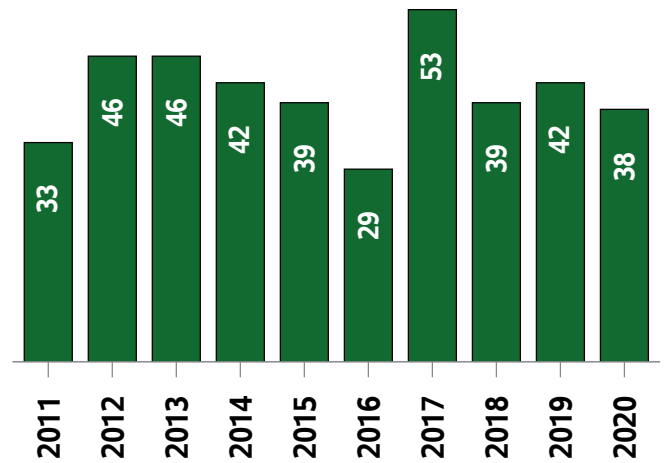


Elkford MLS® Single Family Market Activity

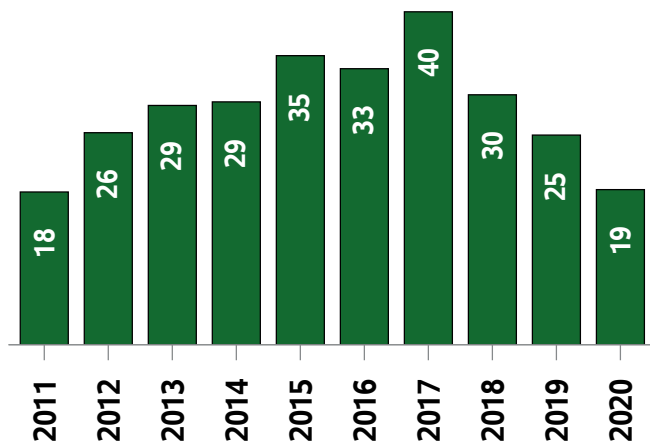
Sales Activity (July Year-to-date)



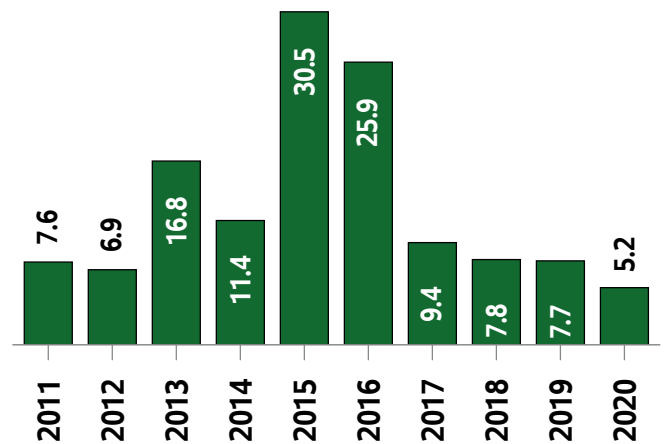
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Elkford

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	11	266.7	1,000.0	10.0	1,000.0	450.0	1,000.0
Dollar Volume	\$2,816,500	151.5	1,688.3	9.2	760.0	421.6	1,627.9
New Listings	5	150.0	-44.4	-54.5	25.0	-16.7	150.0
Active Listings	18	-35.7	-45.5	-58.1	-55.0	-56.1	-33.3
Sales to New Listings Ratio ¹	220.0	150.0	11.1	90.9	25.0	33.3	50.0
Months of Inventory ²	1.6	9.3	33.0	4.3	40.0	20.5	27.0
Average Price	\$256,045	-31.4	62.6	-0.7	-21.8	-5.2	57.1
Median Price	\$271,000	0.4	72.1	1.7	-17.3	0.4	66.3
Sales to List Price Ratio	95.8	97.2	95.5	96.7	97.8	95.6	95.9
Median Days on Market	48.0	77.0	75.0	98.5	129.0	138.0	164.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	25	8.7	-7.4	-16.7	212.5	108.3	400.0
Dollar Volume	\$6,582,900	-11.8	-4.5	-11.9	226.9	70.2	608.2
New Listings	38	-9.5	-2.6	-28.3	-2.6	-17.4	-2.6
Active Listings ³	19	-26.0	-37.9	-53.4	-46.3	-35.1	-4.4
Sales to New Listings Ratio ⁴	65.8	54.8	69.2	56.6	20.5	26.1	12.8
Months of Inventory ⁵	5.2	7.7	7.8	9.4	30.5	16.8	27.4
Average Price	\$263,316	-18.9	3.2	5.7	4.6	-18.3	41.6
Median Price	\$271,000	-8.4	6.3	4.6	5.9	-9.8	66.3
Sales to List Price Ratio	96.0	96.5	96.0	96.4	95.3	95.5	95.7
Median Days on Market	57.0	55.0	111.0	98.5	97.0	61.0	58.0

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

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

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

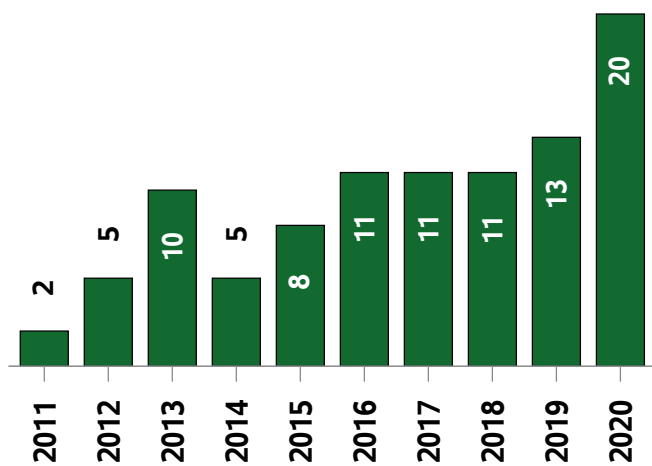
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

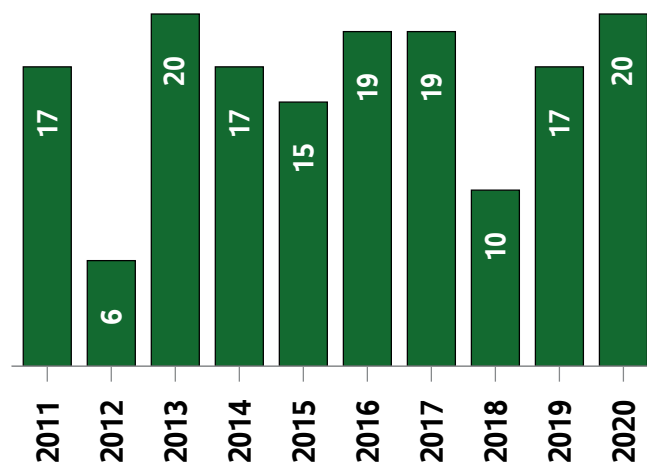
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

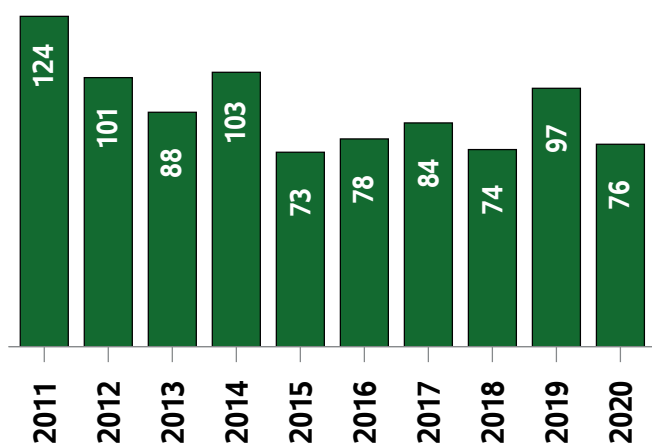
Sales Activity (July only)



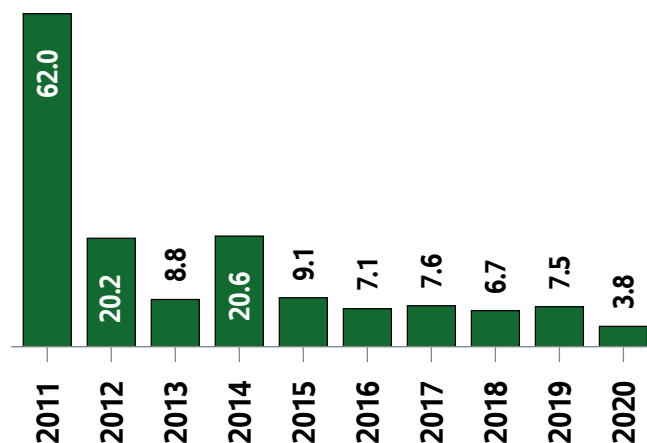
New Listings (July only)



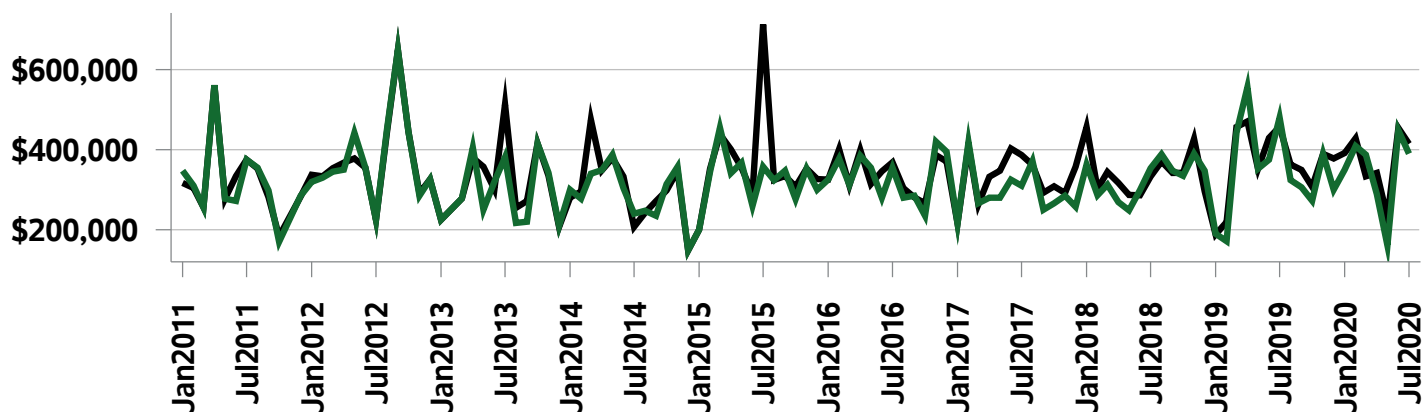
Active Listings (July only)



Months of Inventory (July only)

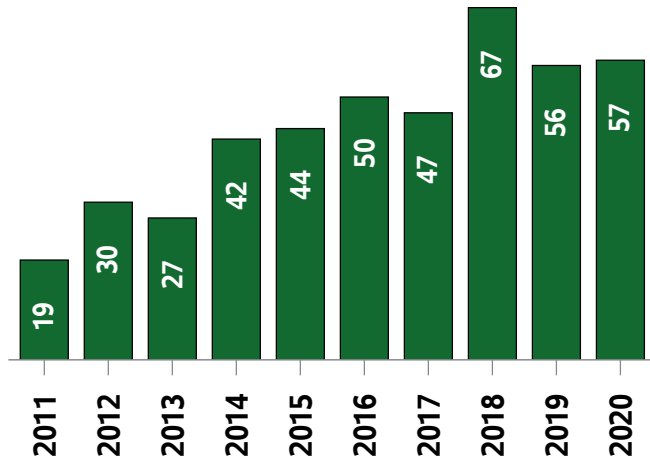


Average Price and Median Price

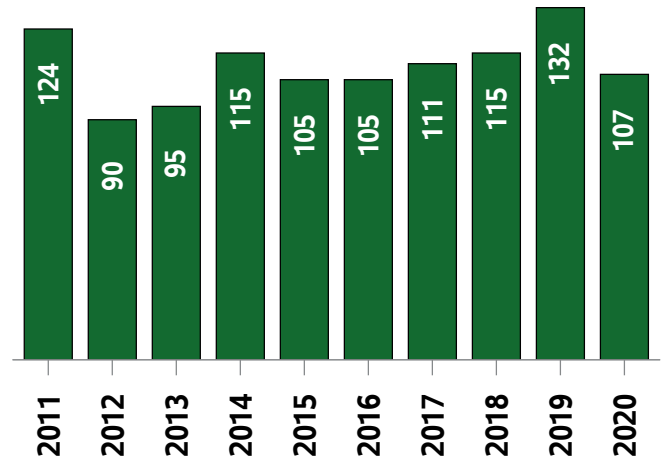


Invermere MLS® Residential Market Activity

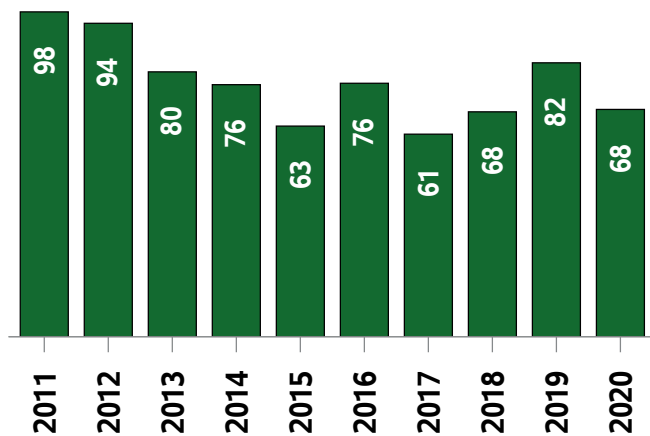
Sales Activity (July Year-to-date)



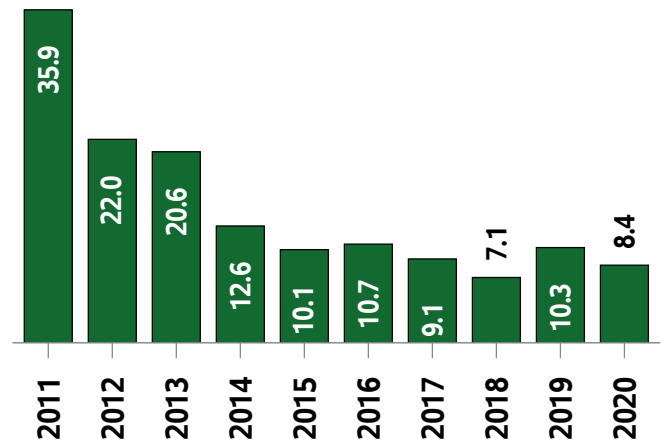
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Invermere MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	20	53.8	81.8	81.8	150.0	100.0	
Dollar Volume	\$8,289,900	39.4	126.4	94.9	45.4	61.6	
New Listings	20	17.6	100.0	5.3	33.3	0.0	17.6
Active Listings	76	-21.6	2.7	-9.5	4.1	-13.6	-30.3
Sales to New Listings Ratio ¹	100.0	76.5	110.0	57.9	53.3	50.0	
Months of Inventory ²	3.8	7.5	6.7	7.6	9.1	8.8	
Average Price	\$414,495	-9.4	24.5	7.2	-41.9	-19.2	
Median Price	\$390,000	-18.8	10.3	25.8	9.1	2.3	
Sales to List Price Ratio	97.0	98.2	94.1	96.0	96.6	95.5	
Median Days on Market	82.0	69.0	74.0	42.0	26.5	130.5	

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	57	1.8	-14.9	21.3	29.5	111.1	256.3
Dollar Volume	\$22,312,600	0.7	1.4	28.8	19.4	108.1	282.4
New Listings	107	-18.9	-7.0	-3.6	1.9	12.6	-26.7
Active Listings ³	68	-17.0	1.1	12.2	7.9	-14.2	-3.2
Sales to New Listings Ratio ⁴	53.3	42.4	58.3	42.3	41.9	28.4	11.0
Months of Inventory ⁵	8.4	10.3	7.1	9.1	10.1	20.6	30.9
Average Price	\$391,449	-1.1	19.2	6.2	-7.8	-1.4	7.3
Median Price	\$395,000	0.9	31.7	23.8	9.8	31.7	22.5
Sales to List Price Ratio	96.9	97.6	95.7	95.7	95.8	94.4	93.6
Median Days on Market	80.0	56.5	57.0	49.0	68.0	96.0	26.0

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

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

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

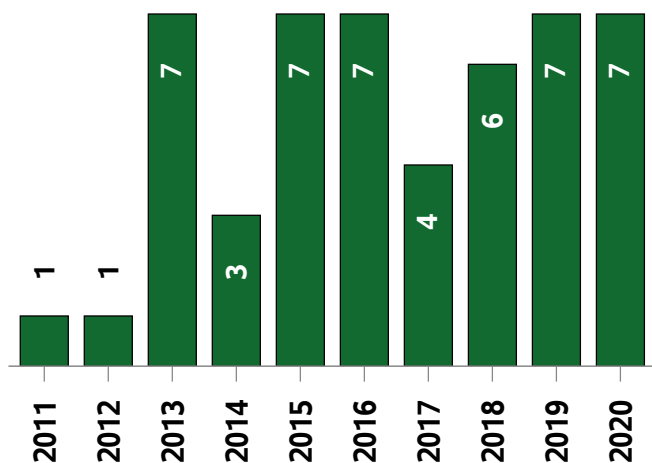
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

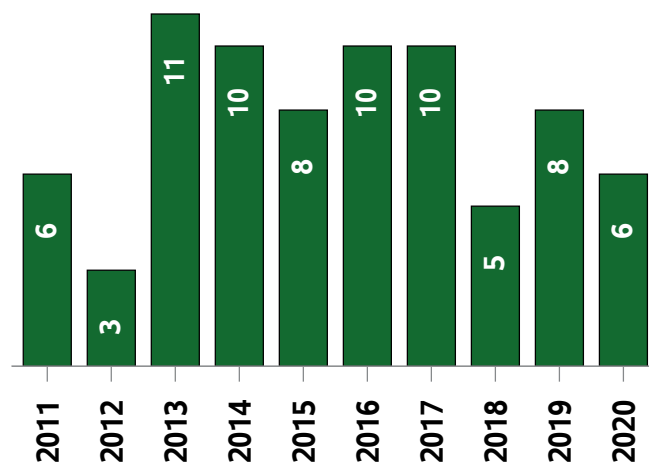
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

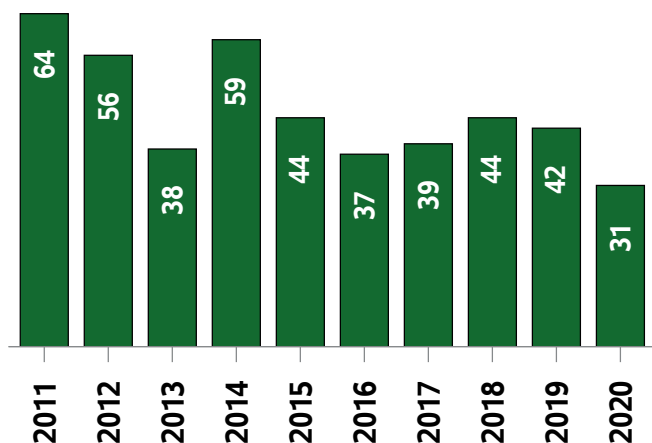
Sales Activity (July only)



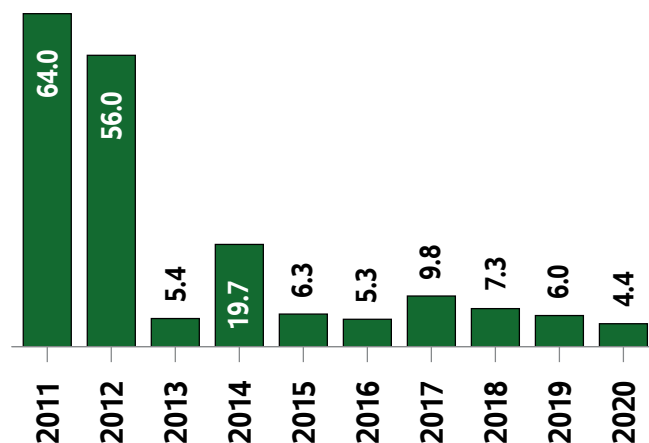
New Listings (July only)



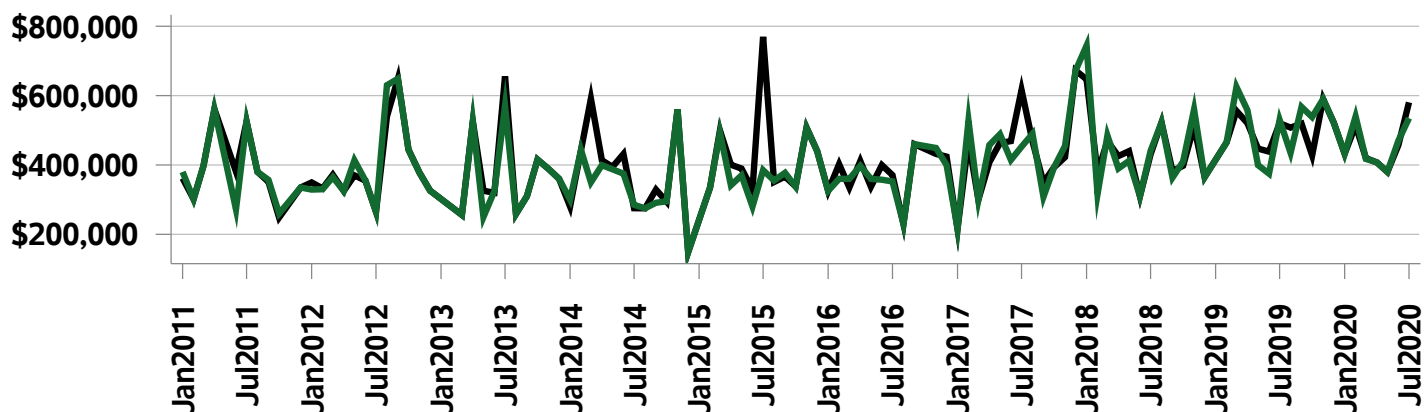
Active Listings (July only)



Months of Inventory (July only)

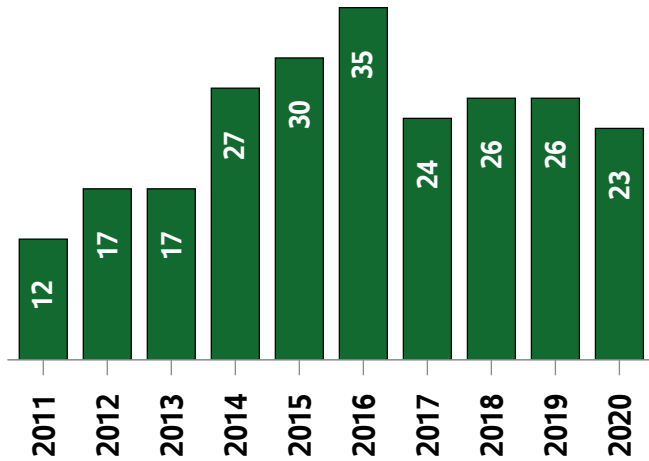


Average Price and Median Price

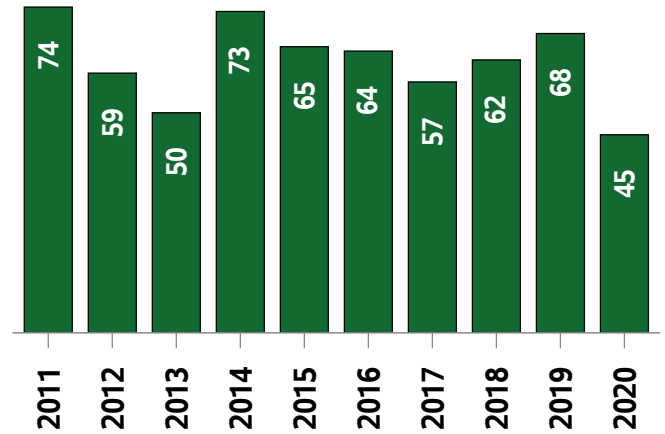


Invermere MLS® Single Family Market Activity

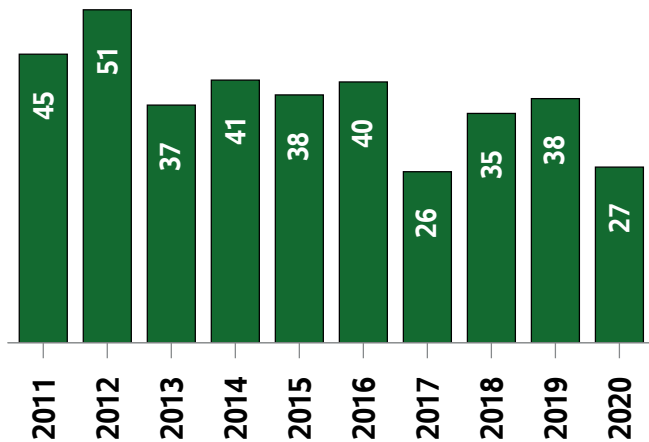
Sales Activity (July Year-to-date)



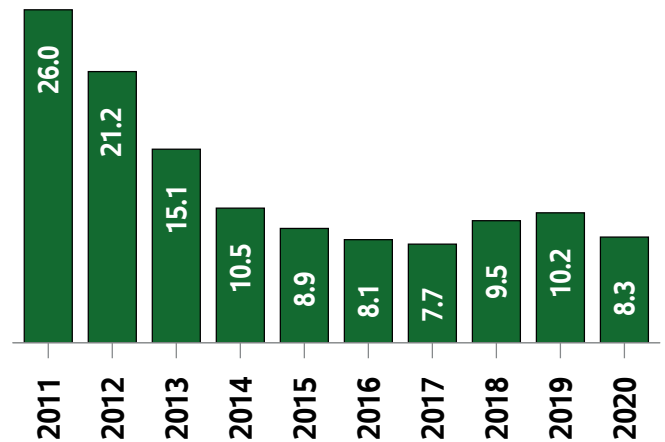
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Invermere MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	7	0.0	16.7	75.0	0.0	0.0	
Dollar Volume	\$4,063,900	11.6	57.3	64.9	-24.6	-11.4	
New Listings	6	-25.0	20.0	-40.0	-25.0	-45.5	-14.3
Active Listings	31	-26.2	-29.5	-20.5	-29.5	-18.4	-46.6
Sales to New Listings Ratio ¹	116.7	87.5	120.0	40.0	87.5	63.6	
Months of Inventory ²	4.4	6.0	7.3	9.8	6.3	5.4	
Average Price	\$580,557	11.6	34.8	-5.8	-24.6	-11.4	
Median Price	\$535,000	0.9	21.5	18.2	39.0	-6.1	
Sales to List Price Ratio	98.0	97.9	94.8	94.7	96.7	96.0	
Median Days on Market	47.0	63.0	43.0	167.5	35.0	108.0	

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	23	-11.5	-11.5	-4.2	-23.3	35.3	91.7
Dollar Volume	\$11,224,300	-12.9	-5.4	0.1	-24.7	37.7	144.2
New Listings	45	-33.8	-27.4	-21.1	-30.8	-10.0	-43.8
Active Listings ³	27	-28.0	-23.4	2.7	-29.1	-26.1	-24.6
Sales to New Listings Ratio ⁴	51.1	38.2	41.9	42.1	46.2	34.0	15.0
Months of Inventory ⁵	8.3	10.2	9.5	7.7	8.9	15.1	21.0
Average Price	\$488,013	-1.5	7.0	4.4	-1.8	1.8	27.4
Median Price	\$469,000	-6.0	10.1	10.4	27.6	35.9	32.6
Sales to List Price Ratio	97.0	97.2	95.0	96.0	95.8	95.3	93.6
Median Days on Market	64.0	45.0	53.5	45.0	48.0	97.0	22.0

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

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

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

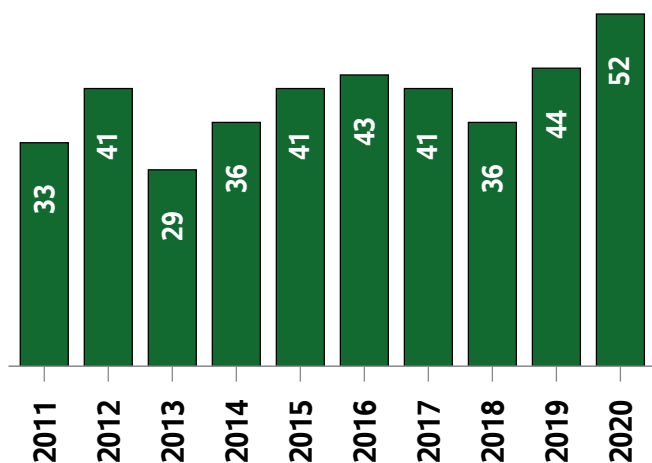
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

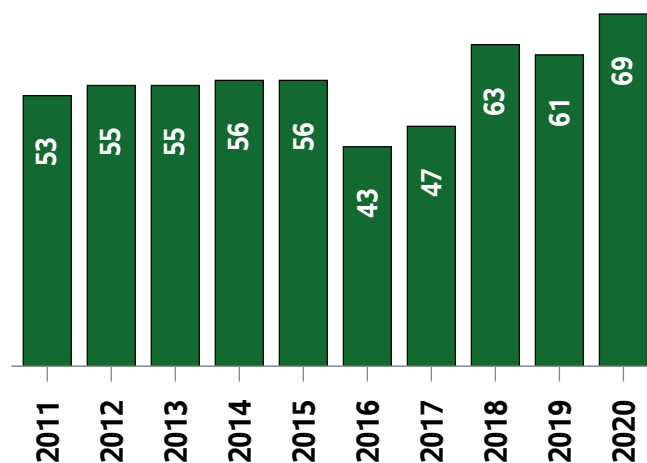
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

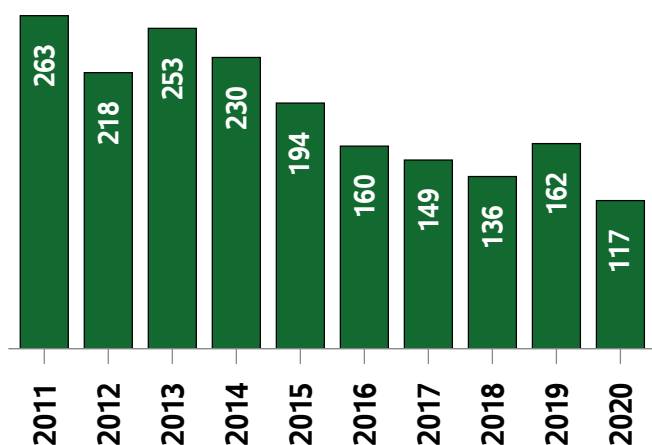
Sales Activity (July only)



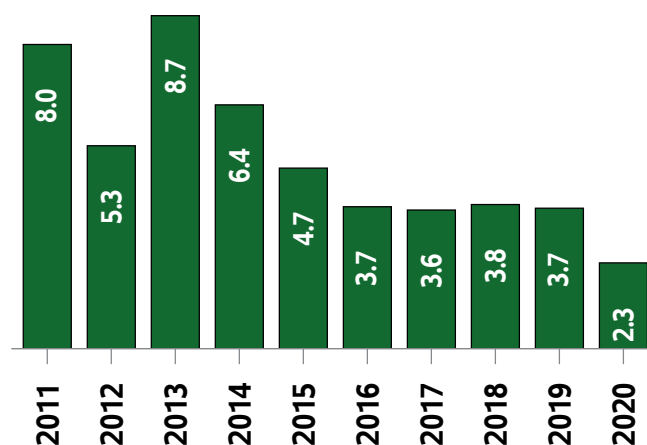
New Listings (July only)



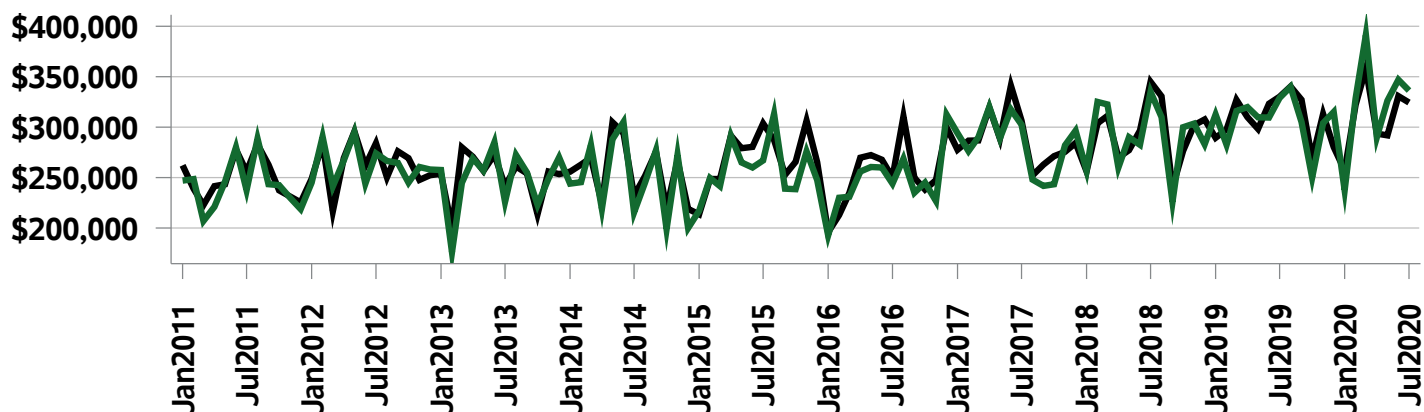
Active Listings (July only)



Months of Inventory (July only)

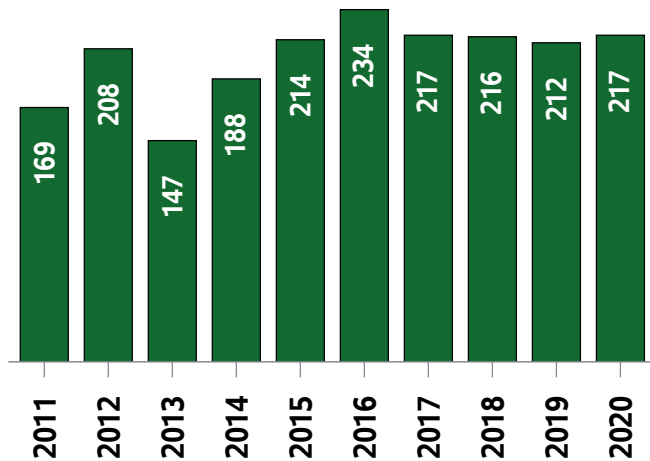


Average Price and Median Price

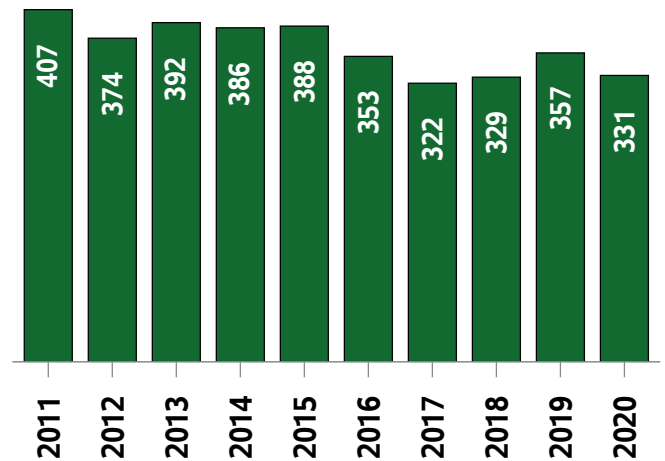


Cranbrook MLS® Residential Market Activity

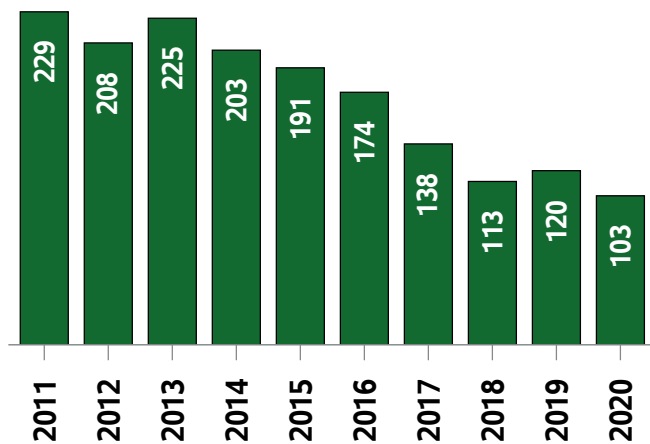
Sales Activity (July Year-to-date)



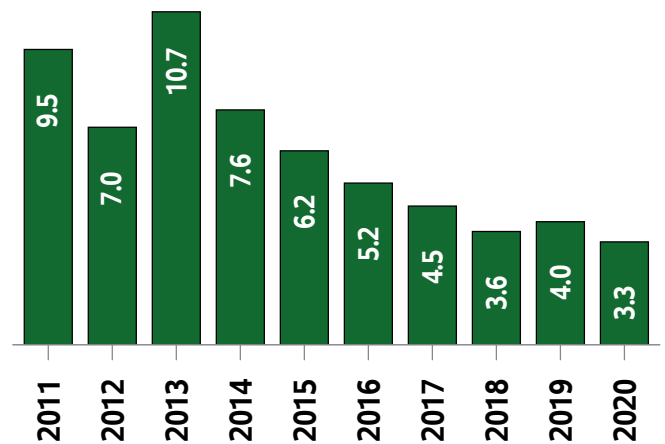
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Cranbrook

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	52	18.2	44.4	26.8	26.8	79.3	147.6
Dollar Volume	\$16,867,700	16.1	35.8	34.3	35.5	140.8	201.5
New Listings	69	13.1	9.5	46.8	23.2	25.5	16.9
Active Listings	117	-27.8	-14.0	-21.5	-39.7	-53.8	-51.5
Sales to New Listings Ratio ¹	75.4	72.1	57.1	87.2	73.2	52.7	35.6
Months of Inventory ²	2.3	3.7	3.8	3.6	4.7	8.7	11.5
Average Price	\$324,379	-1.8	-6.0	5.9	6.8	34.3	21.7
Median Price	\$336,250	2.2	0.4	11.2	25.9	48.8	23.4
Sales to List Price Ratio	97.9	97.4	98.2	97.7	96.8	95.7	95.6
Median Days on Market	31.0	36.0	45.0	50.0	51.0	58.0	57.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	217	2.4	0.5	0.0	1.4	47.6	41.8
Dollar Volume	\$69,108,202	4.2	8.8	4.2	17.2	86.3	76.4
New Listings	331	-7.3	0.6	2.8	-14.7	-15.6	-29.6
Active Listings ³	103	-14.4	-8.8	-25.8	-46.2	-54.3	-38.5
Sales to New Listings Ratio ⁴	65.6	59.4	65.7	67.4	55.2	37.5	32.6
Months of Inventory ⁵	3.3	4.0	3.6	4.5	6.2	10.7	7.6
Average Price	\$318,471	1.8	8.3	4.2	15.6	26.2	24.4
Median Price	\$330,000	4.8	12.4	10.0	26.9	31.2	31.0
Sales to List Price Ratio	97.7	97.1	97.7	97.2	96.5	96.0	96.6
Median Days on Market	34.0	35.0	38.5	49.0	58.5	66.0	30.0

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

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

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

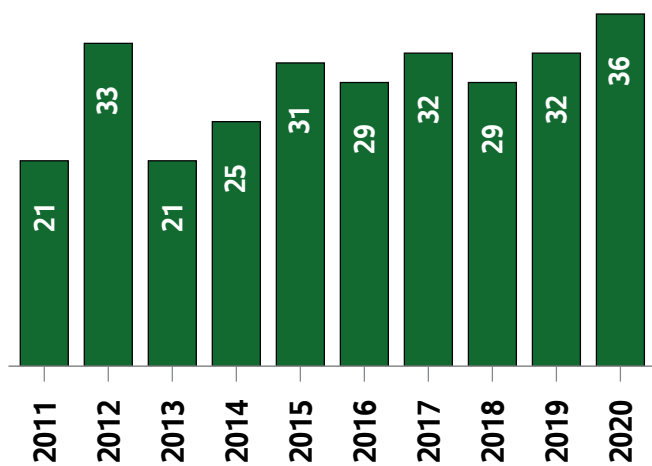
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

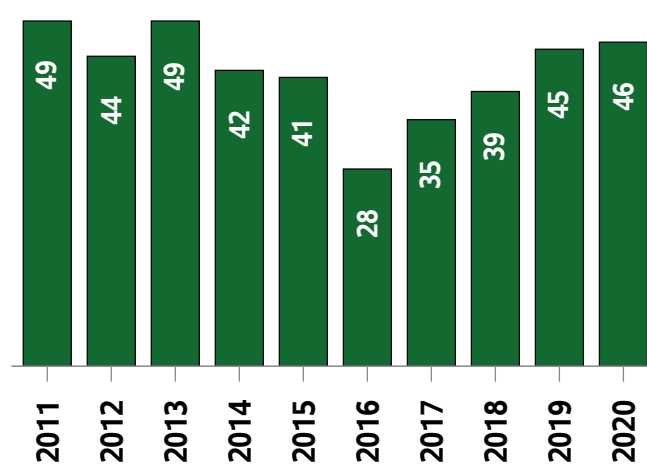
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

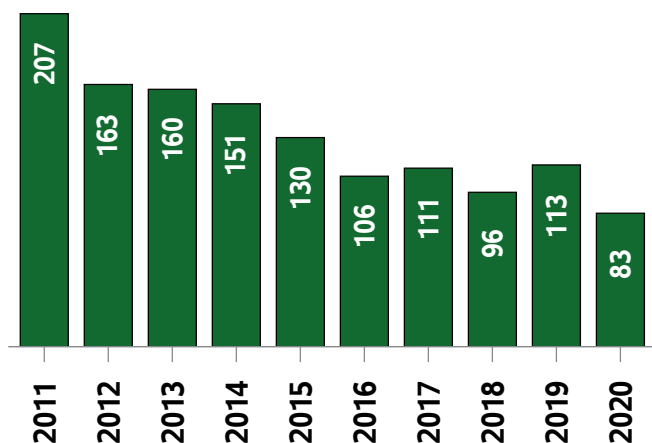
Sales Activity (July only)



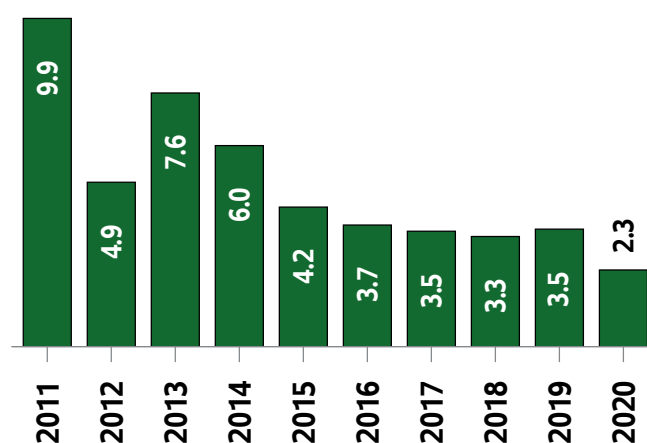
New Listings (July only)



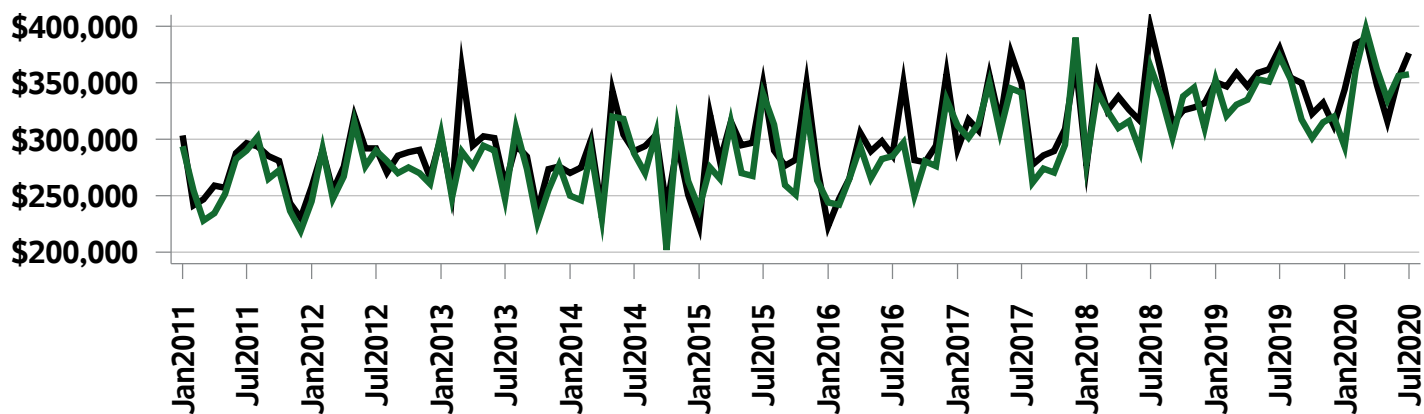
Active Listings (July only)



Months of Inventory (July only)

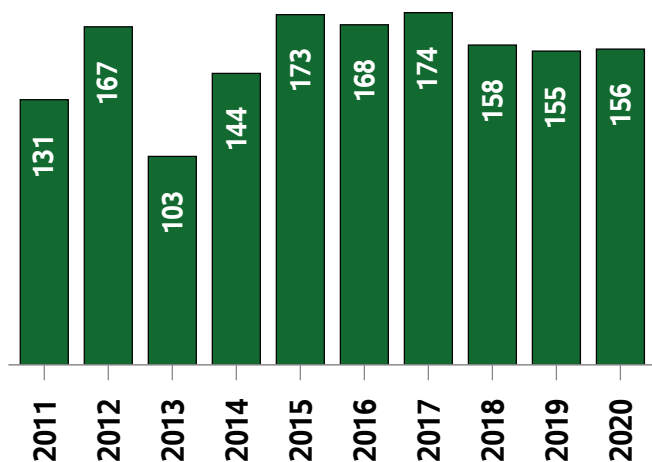


Average Price and Median Price

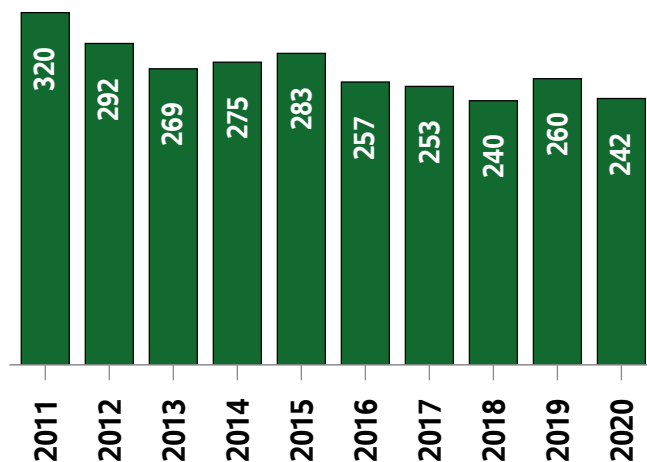


Cranbrook MLS® Single Family Market Activity

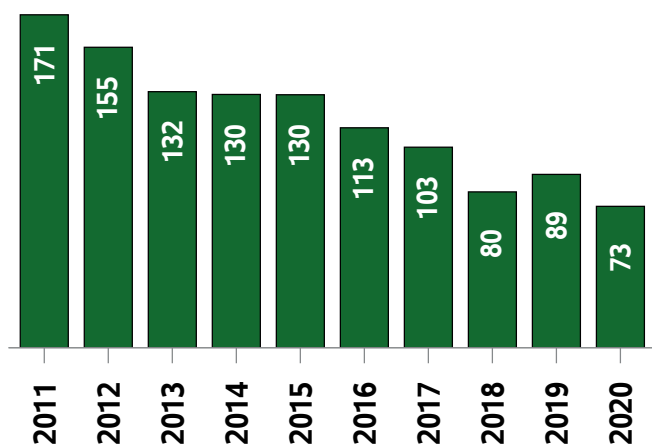
Sales Activity (July Year-to-date)



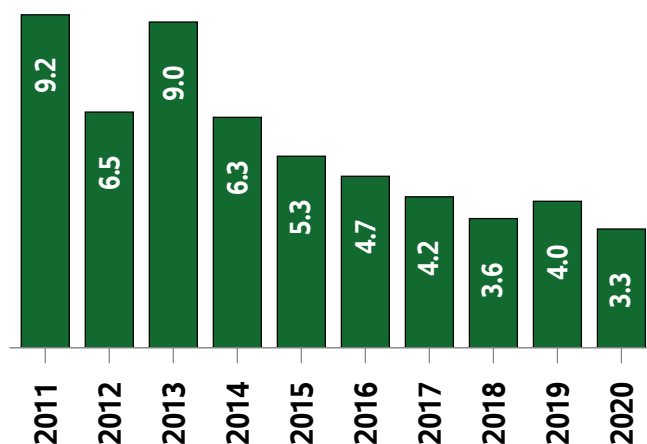
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Cranbrook

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	36	12.5	24.1	12.5	16.1	71.4	111.8
Dollar Volume	\$13,544,300	11.3	17.1	21.2	25.0	148.5	182.0
New Listings	46	2.2	17.9	31.4	12.2	-6.1	7.0
Active Listings	83	-26.5	-13.5	-25.2	-36.2	-48.1	-54.6
Sales to New Listings Ratio ¹	78.3	71.1	74.4	91.4	75.6	42.9	39.5
Months of Inventory ²	2.3	3.5	3.3	3.5	4.2	7.6	10.8
Average Price	\$376,231	-1.1	-5.7	7.7	7.7	45.0	33.2
Median Price	\$357,450	-4.2	-1.8	4.7	5.1	44.7	24.1
Sales to List Price Ratio	98.1	97.6	98.5	98.2	97.3	96.3	95.7
Median Days on Market	34.5	35.5	43.0	46.5	57.0	58.0	57.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	156	0.6	-1.3	-10.3	-9.8	51.5	36.8
Dollar Volume	\$56,782,702	1.8	7.0	-3.4	8.0	90.3	79.4
New Listings	242	-6.9	0.8	-4.3	-14.5	-10.0	-32.0
Active Listings ³	73	-18.4	-9.3	-29.5	-44.1	-44.7	-42.8
Sales to New Listings Ratio ⁴	64.5	59.6	65.8	68.8	61.1	38.3	32.0
Months of Inventory ⁵	3.3	4.0	3.6	4.2	5.3	9.0	7.8
Average Price	\$363,992	1.2	8.3	7.7	19.8	25.6	31.1
Median Price	\$358,250	2.4	10.2	9.6	32.2	27.0	27.8
Sales to List Price Ratio	98.0	97.4	97.8	97.4	96.7	96.8	97.1
Median Days on Market	34.5	35.0	35.0	49.5	57.0	61.0	30.5

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

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

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

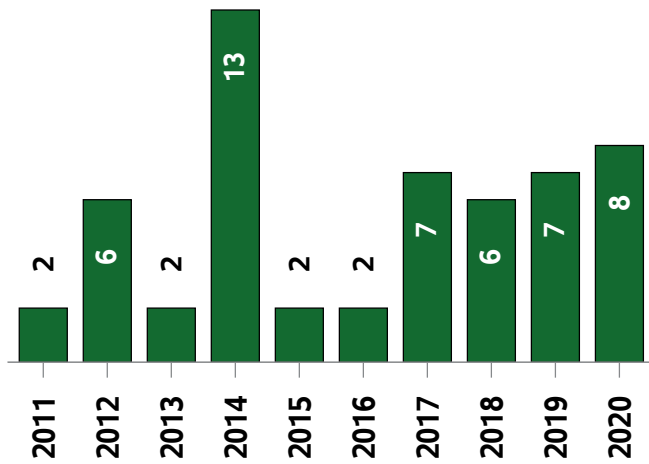
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

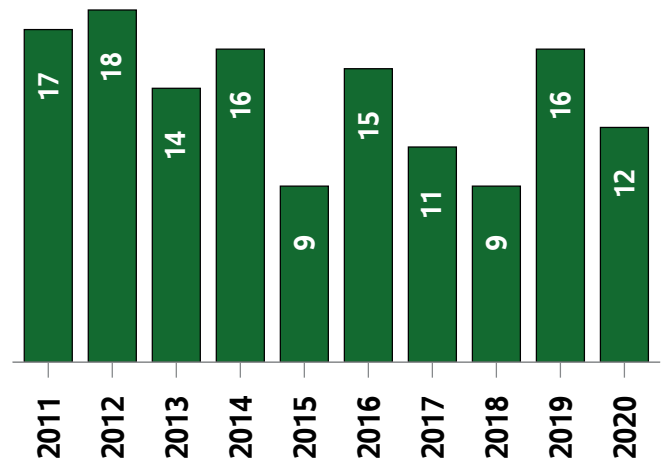
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

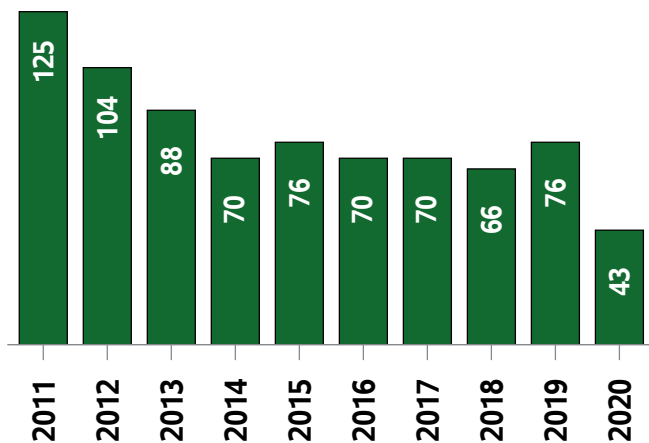
Sales Activity (July only)



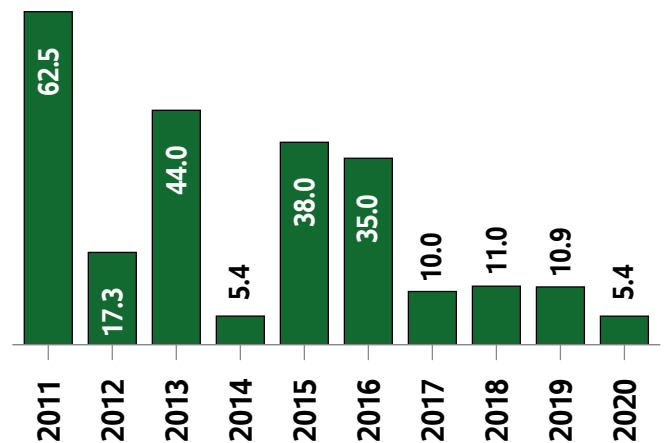
New Listings (July only)



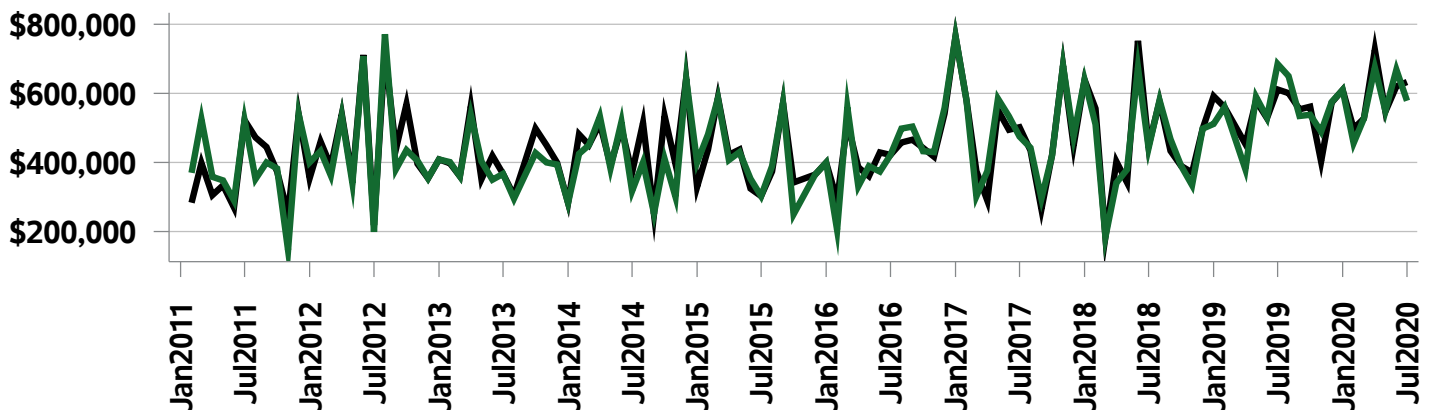
Active Listings (July only)



Months of Inventory (July only)

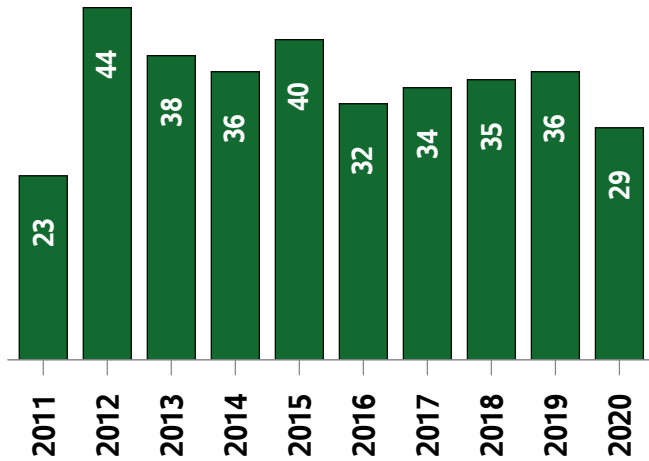


Average Price and Median Price

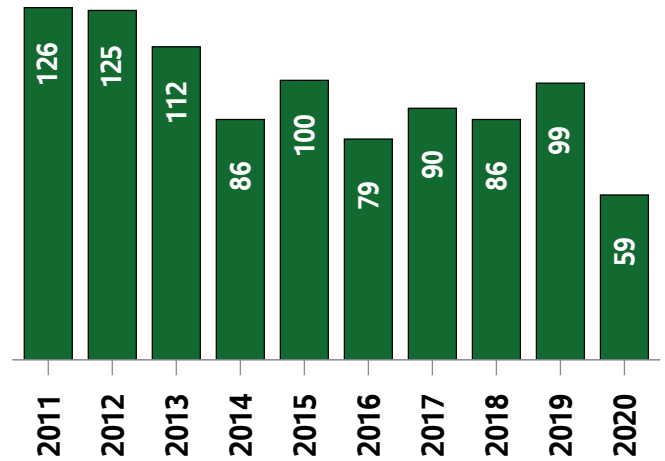


Cranbrook Lakes MLS® Residential Market Activity

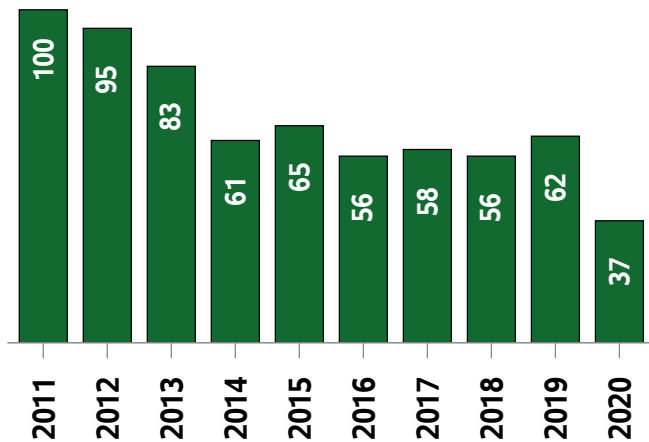
Sales Activity (July Year-to-date)



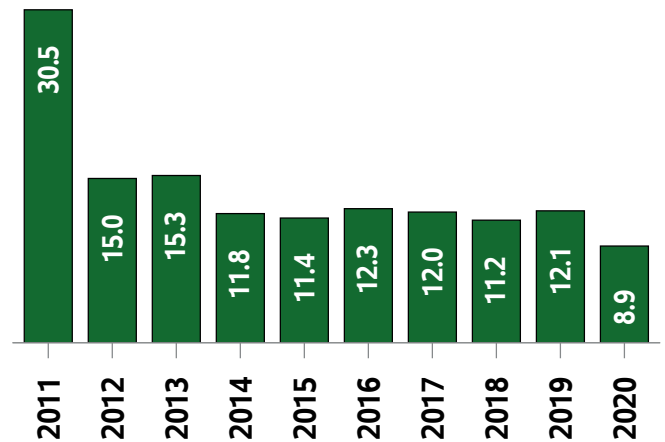
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	8	14.3	33.3	14.3	300.0	300.0	100.0
Dollar Volume	\$5,062,750	18.3	88.2	44.1	736.8	589.7	242.3
New Listings	12	-25.0	33.3	9.1	33.3	-14.3	-50.0
Active Listings	43	-43.4	-34.8	-38.6	-43.4	-51.1	-57.0
Sales to New Listings Ratio ¹	66.7	43.8	66.7	63.6	22.2	14.3	16.7
Months of Inventory ²	5.4	10.9	11.0	10.0	38.0	44.0	25.0
Average Price	\$632,844	3.6	41.1	26.1	109.2	72.4	71.2
Median Price	\$578,500	-15.5	31.0	21.8	91.2	57.6	57.6
Sales to List Price Ratio	95.1	97.9	97.2	95.4	95.1	92.6	97.2
Median Days on Market	116.0	83.0	57.0	34.0	124.0	165.0	17.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	29	-19.4	-17.1	-14.7	-27.5	-23.7	16.0
Dollar Volume	\$17,274,250	-15.2	4.2	7.4	3.3	5.4	97.1
New Listings	59	-40.4	-31.4	-34.4	-41.0	-47.3	-60.4
Active Listings ³	37	-40.9	-34.6	-36.9	-43.8	-55.8	-37.5
Sales to New Listings Ratio ⁴	49.2	36.4	40.7	37.8	40.0	33.9	16.8
Months of Inventory ⁵	8.9	12.1	11.2	12.0	11.4	15.3	16.4
Average Price	\$595,664	5.3	25.7	25.9	42.5	38.2	69.9
Median Price	\$570,000	-2.6	21.3	19.2	35.7	46.9	54.1
Sales to List Price Ratio	96.7	97.1	96.5	95.3	96.6	95.3	95.2
Median Days on Market	106.0	84.5	41.0	50.0	69.5	73.5	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.

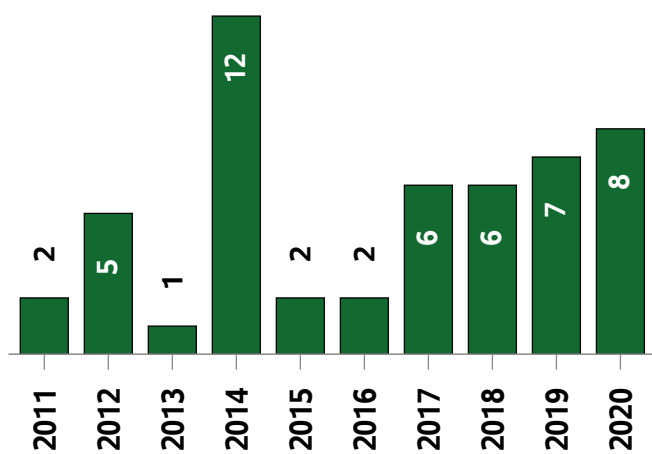
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

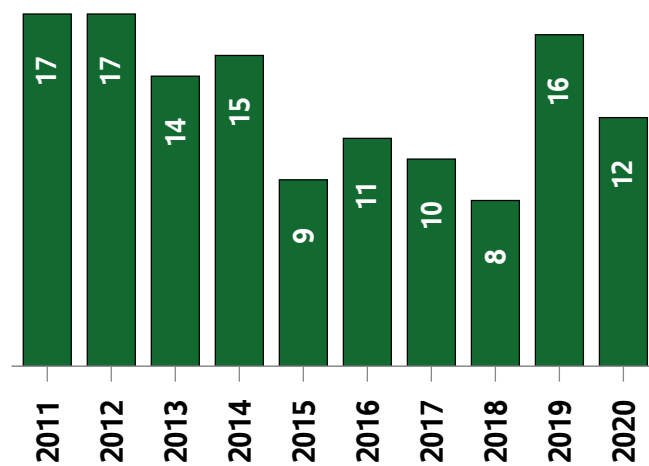
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

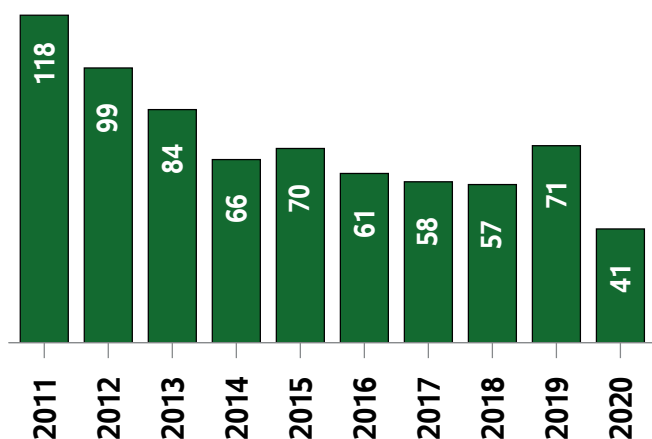
Sales Activity (July only)



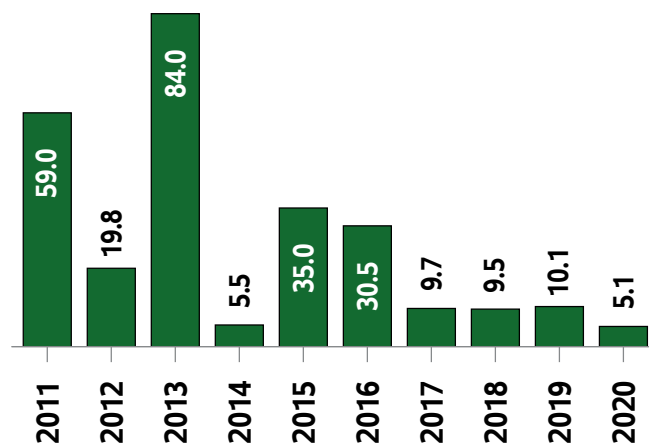
New Listings (July only)



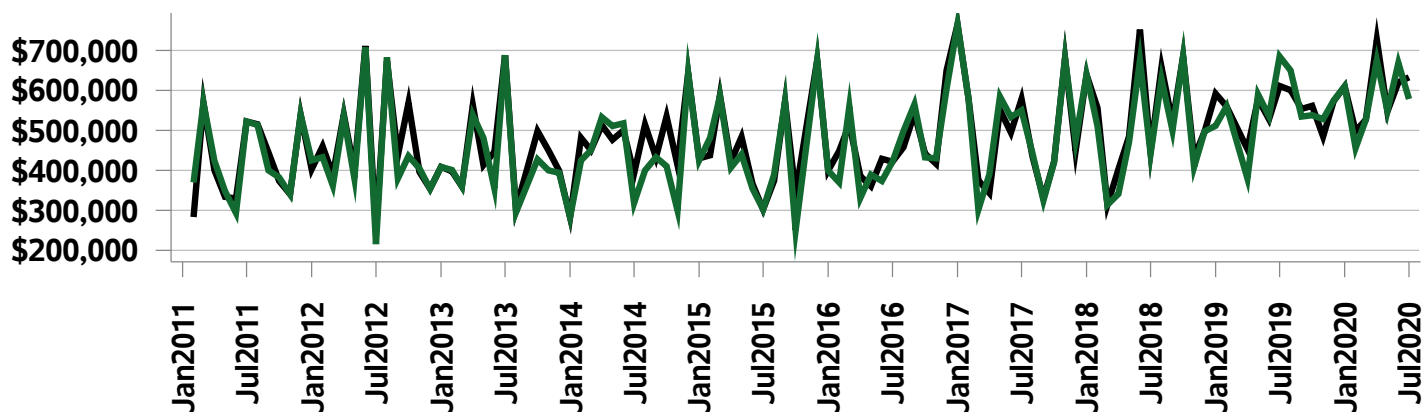
Active Listings (July only)



Months of Inventory (July only)

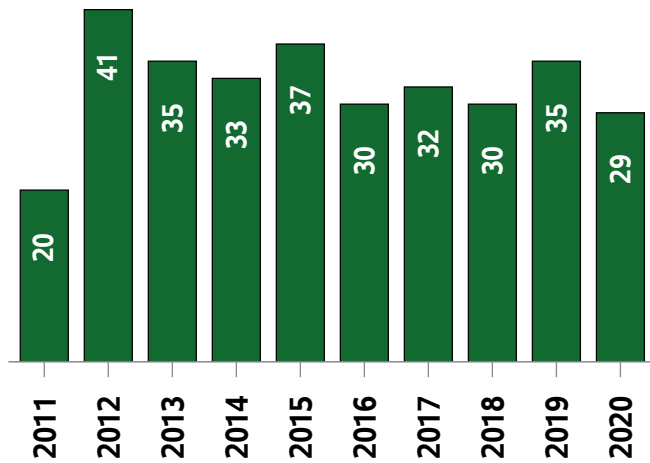


Average Price and Median Price

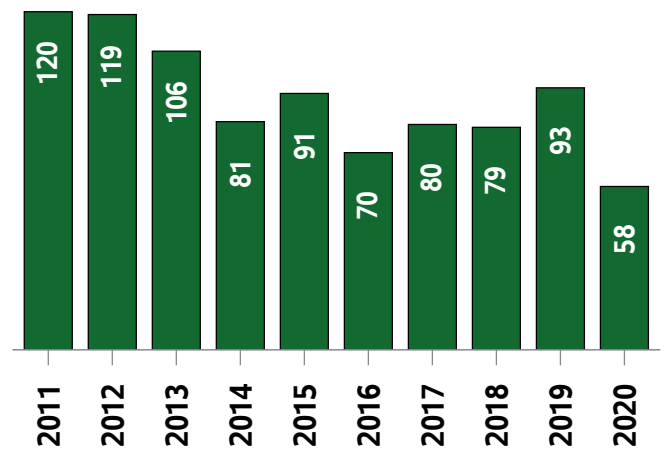


Cranbrook Lakes MLS® Single Family Market Activity

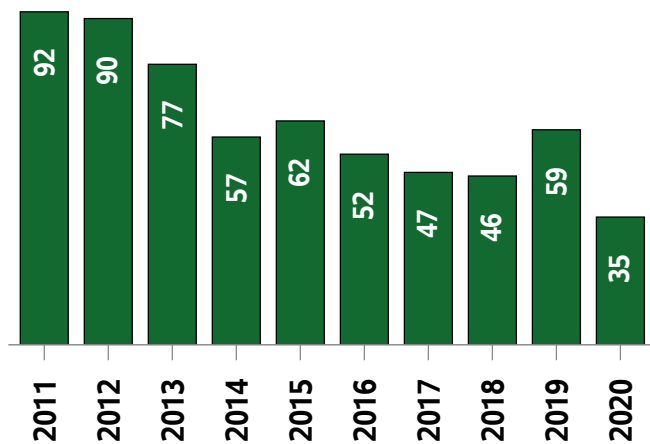
Sales Activity (July Year-to-date)



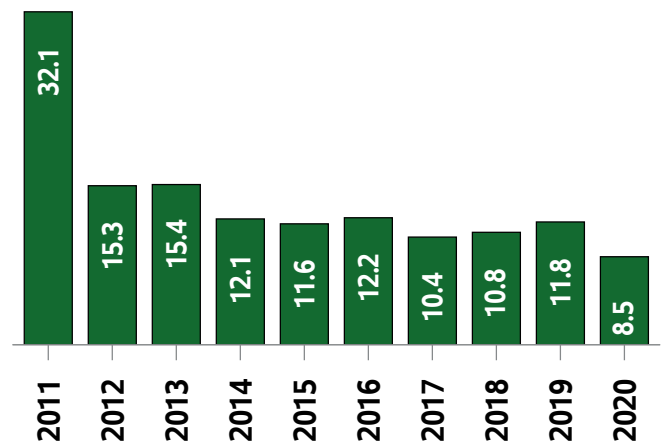
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	8	14.3	33.3	33.3	300.0	700.0	100.0
Dollar Volume	\$5,062,750	18.3	88.2	45.8	736.8	635.9	242.3
New Listings	12	-25.0	50.0	20.0	33.3	-14.3	-47.8
Active Listings	41	-42.3	-28.1	-29.3	-41.4	-51.2	-57.3
Sales to New Listings Ratio ¹	66.7	43.8	75.0	60.0	22.2	7.1	17.4
Months of Inventory ²	5.1	10.1	9.5	9.7	35.0	84.0	24.0
Average Price	\$632,844	3.6	41.1	9.4	109.2	-8.0	71.2
Median Price	\$578,500	-15.5	31.0	5.2	91.2	-15.9	57.6
Sales to List Price Ratio	95.1	97.9	97.2	95.6	95.1	98.3	97.2
Median Days on Market	116.0	83.0	57.0	35.0	124.0	302.0	17.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	29	-17.1	-3.3	-9.4	-21.6	-17.1	31.8
Dollar Volume	\$17,274,250	-12.9	6.0	7.8	3.8	6.5	101.8
New Listings	58	-37.6	-26.6	-27.5	-36.3	-45.3	-58.3
Active Listings ³	35	-40.6	-24.3	-25.9	-42.9	-54.4	-35.8
Sales to New Listings Ratio ⁴	50.0	37.6	38.0	40.0	40.7	33.0	15.8
Months of Inventory ⁵	8.5	11.8	10.8	10.4	11.6	15.4	17.4
Average Price	\$595,664	5.1	9.6	18.9	32.4	28.5	53.1
Median Price	\$570,000	-3.4	16.5	16.1	35.7	37.3	47.5
Sales to List Price Ratio	96.7	97.1	97.5	96.6	96.7	95.7	95.8
Median Days on Market	106.0	83.0	41.5	51.0	79.0	75.0	41.0

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

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

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

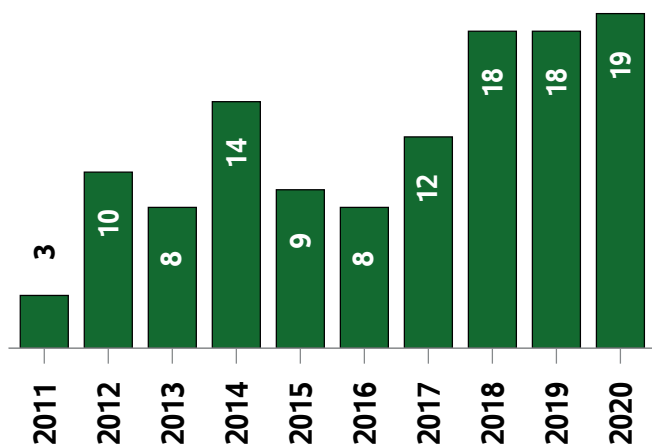
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

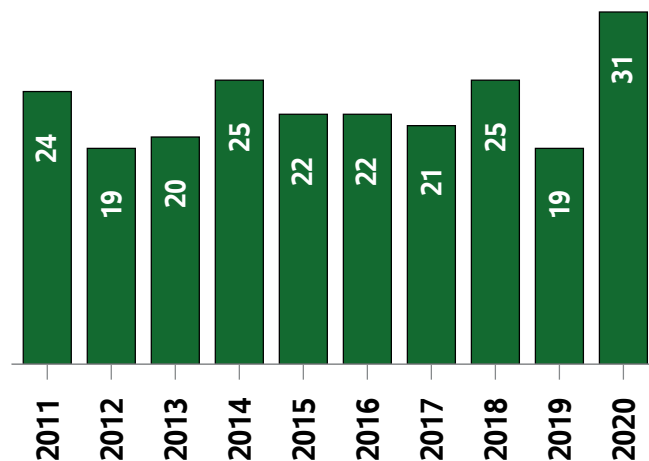
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

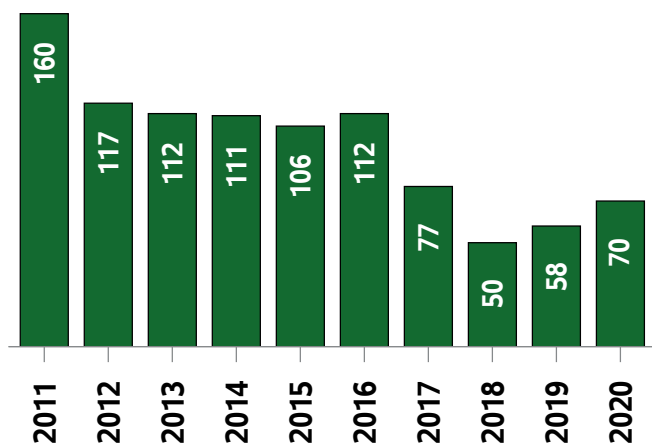
Sales Activity (July only)



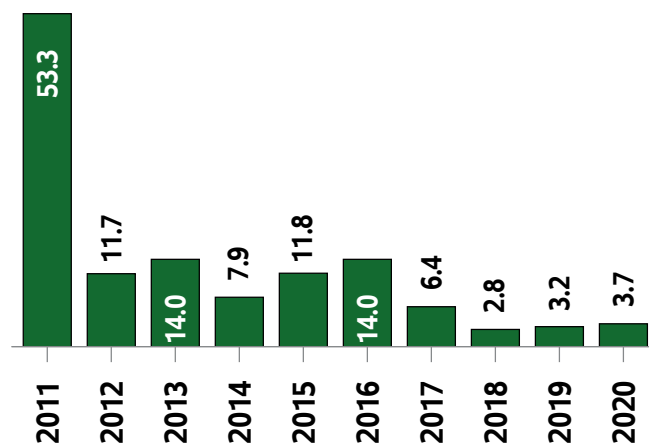
New Listings (July only)



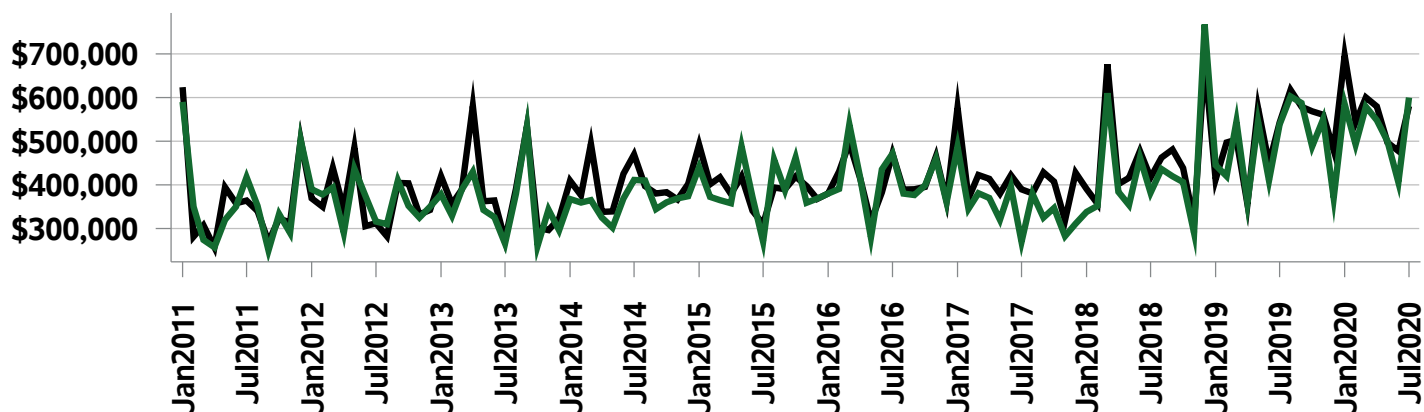
Active Listings (July only)



Months of Inventory (July only)

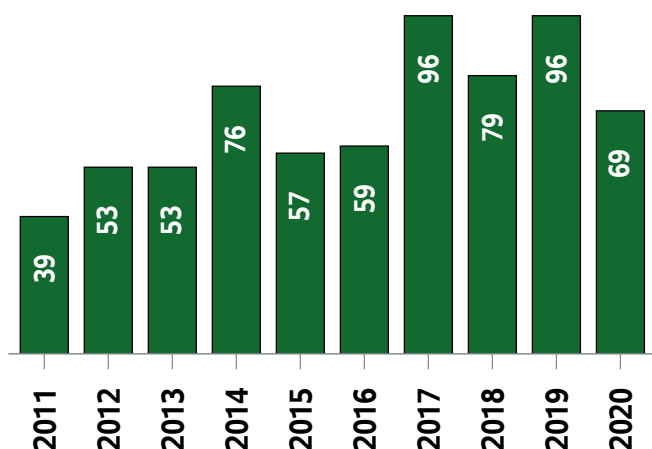


Average Price and Median Price

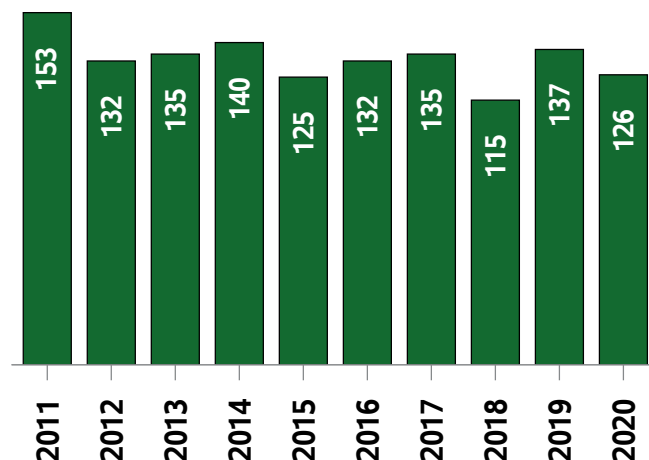


Fernie MLS® Residential Market Activity

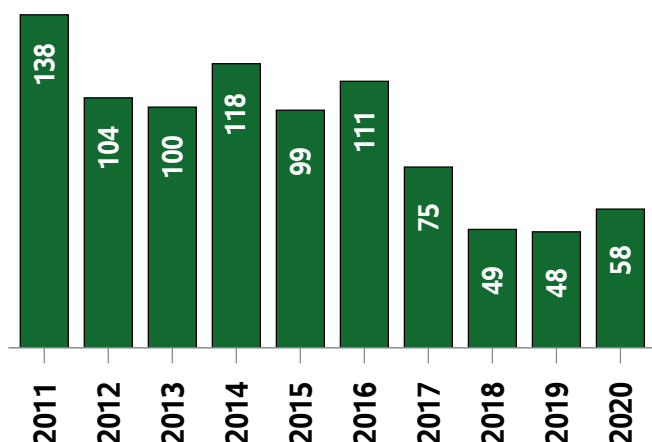
Sales Activity (July Year-to-date)



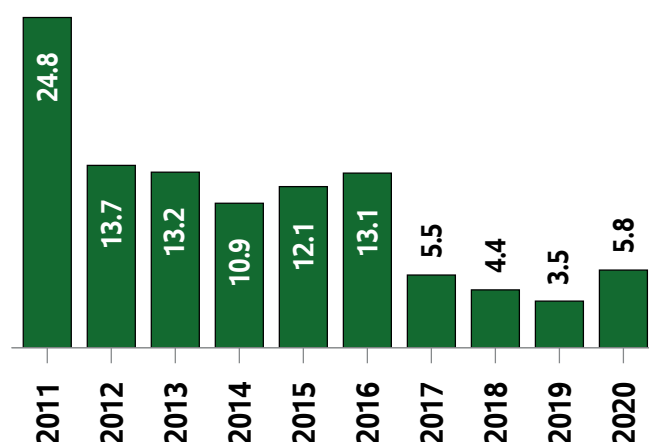
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Fernie

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	19	5.6	5.6	58.3	111.1	137.5	90.0
Dollar Volume	\$11,029,205	12.9	47.0	135.9	295.2	403.8	176.4
New Listings	31	63.2	24.0	47.6	40.9	55.0	29.2
Active Listings	70	20.7	40.0	-9.1	-34.0	-37.5	-45.7
Sales to New Listings Ratio ¹	61.3	94.7	72.0	57.1	40.9	40.0	41.7
Months of Inventory ²	3.7	3.2	2.8	6.4	11.8	14.0	12.9
Average Price	\$580,484	7.0	39.3	49.0	87.2	112.1	45.5
Median Price	\$600,000	11.4	57.1	122.6	122.2	126.0	65.2
Sales to List Price Ratio	97.2	97.1	97.6	96.8	95.4	95.6	95.2
Median Days on Market	89.0	48.0	38.0	84.0	79.0	31.5	58.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	69	-28.1	-12.7	-28.1	21.1	30.2	72.5
Dollar Volume	\$38,840,538	-17.4	10.9	-3.2	79.0	96.0	166.9
New Listings	126	-8.0	9.6	-6.7	0.8	-6.7	-36.4
Active Listings ³	58	19.6	17.2	-23.2	-41.6	-42.3	-28.8
Sales to New Listings Ratio ⁴	54.8	70.1	68.7	71.1	45.6	39.3	20.2
Months of Inventory ⁵	5.8	3.5	4.4	5.5	12.1	13.2	14.2
Average Price	\$562,906	14.9	27.0	34.6	47.8	50.6	54.7
Median Price	\$548,000	24.0	34.1	46.5	50.1	60.0	57.7
Sales to List Price Ratio	97.3	97.6	97.6	96.8	95.3	94.8	95.4
Median Days on Market	49.0	37.5	37.0	81.5	84.0	91.0	20.5

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

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

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

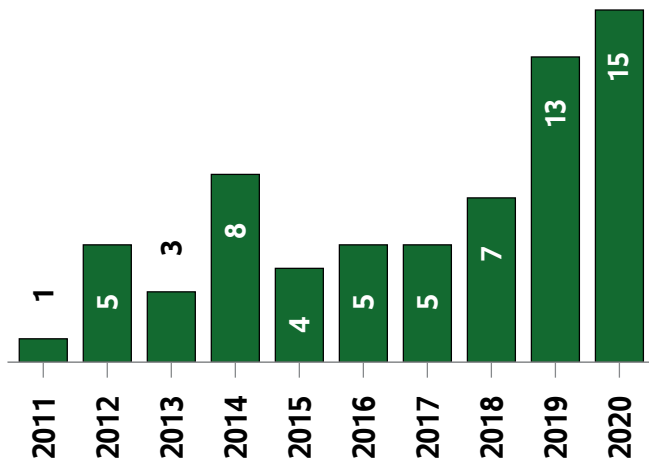
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

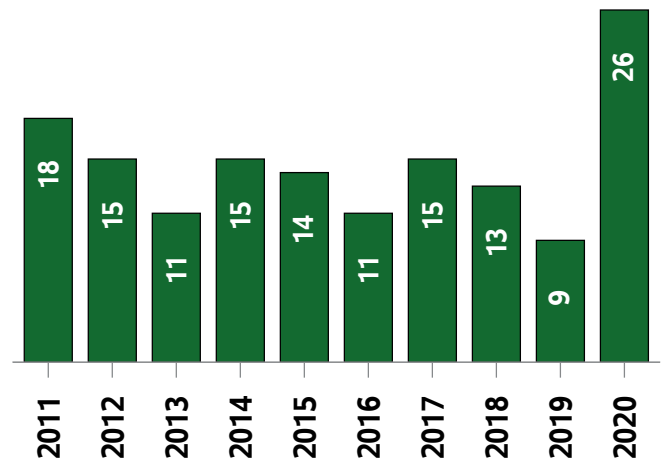
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

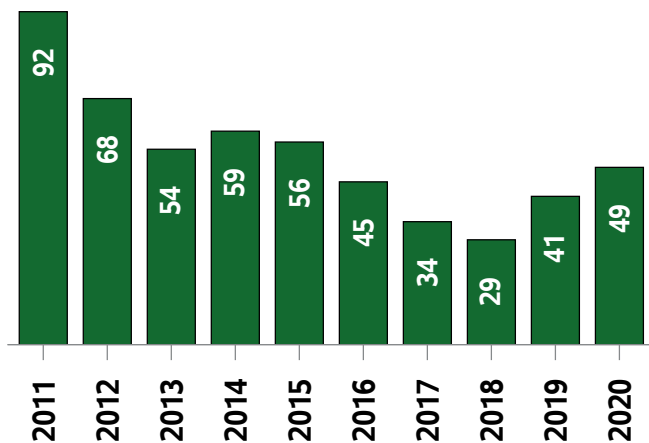
Sales Activity (July only)



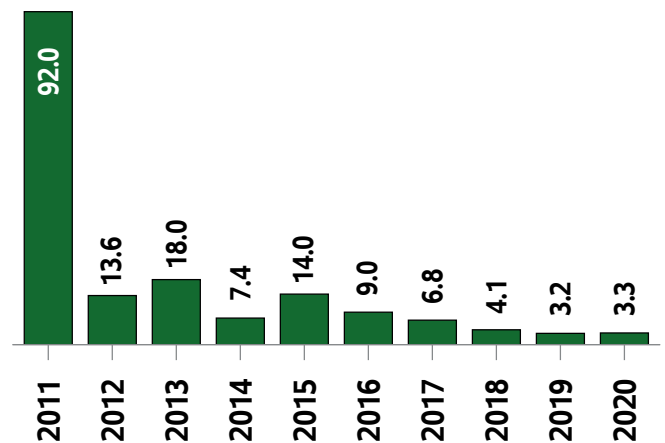
New Listings (July only)



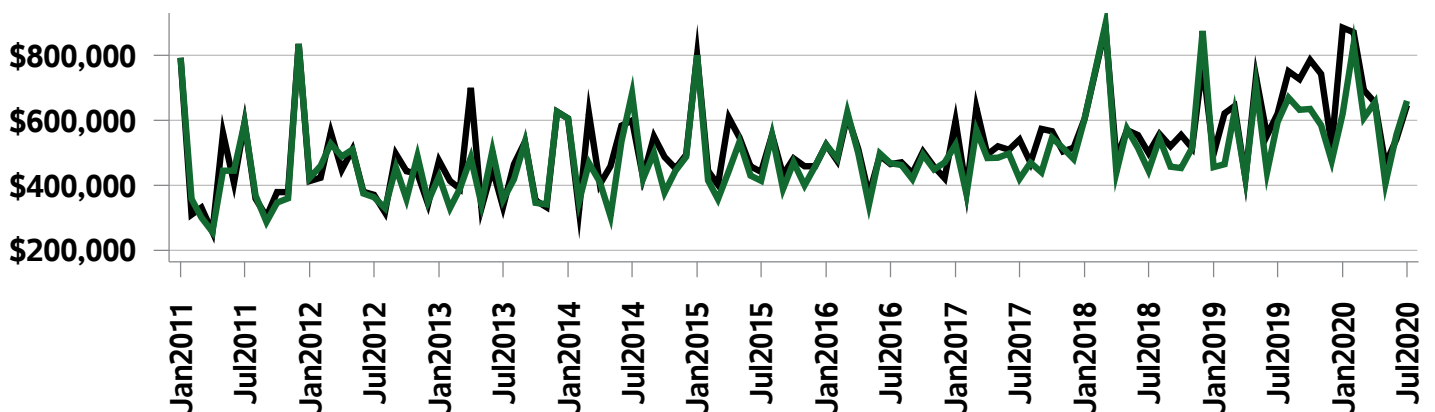
Active Listings (July only)



Months of Inventory (July only)

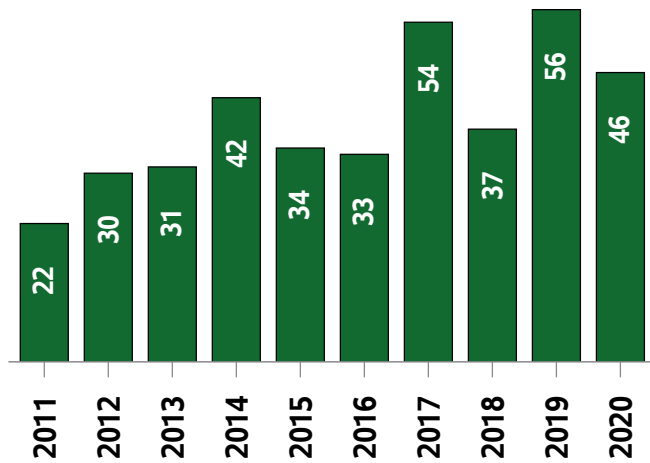


Average Price and Median Price

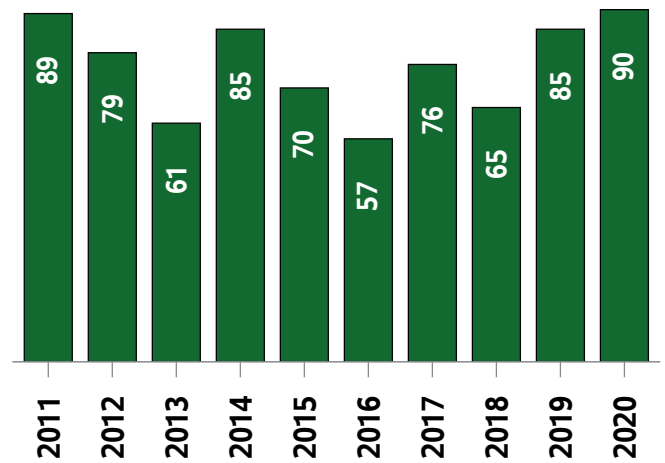


Fernie MLS® Single Family Market Activity

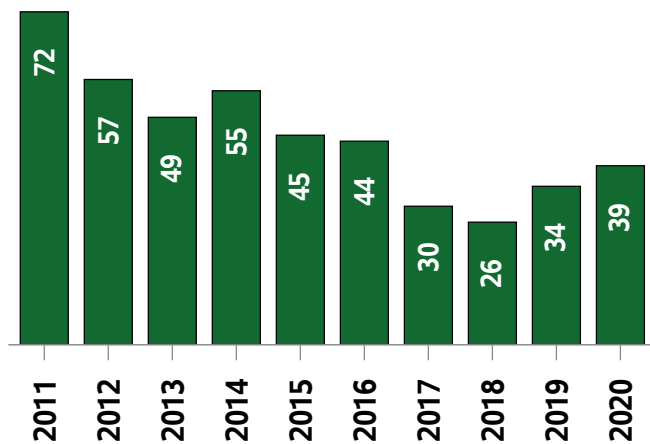
Sales Activity (July Year-to-date)



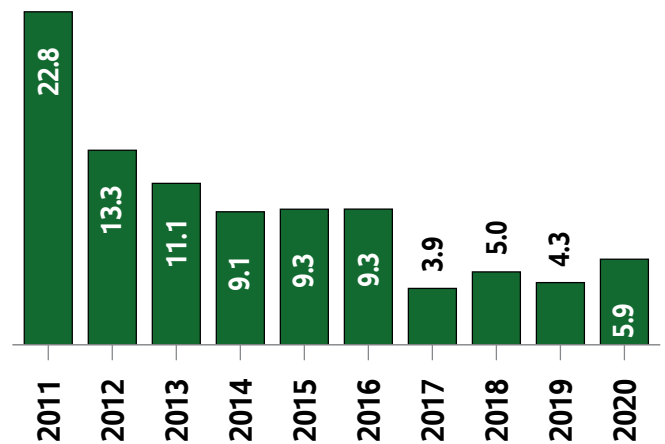
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Fernie

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	15	15.4	114.3	200.0	275.0	400.0	87.5
Dollar Volume	\$9,699,800	20.2	177.5	258.7	449.4	869.0	194.6
New Listings	26	188.9	100.0	73.3	85.7	136.4	52.9
Active Listings	49	19.5	69.0	44.1	-12.5	-9.3	-26.9
Sales to New Listings Ratio ¹	57.7	144.4	53.8	33.3	28.6	27.3	47.1
Months of Inventory ²	3.3	3.2	4.1	6.8	14.0	18.0	8.4
Average Price	\$646,653	4.2	29.5	19.6	46.5	93.8	57.1
Median Price	\$659,900	10.9	48.3	57.1	59.4	85.9	81.7
Sales to List Price Ratio	97.3	96.6	96.7	96.7	96.7	96.9	95.5
Median Days on Market	89.0	46.0	36.0	22.0	75.0	35.0	58.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	46	-17.9	24.3	-14.8	35.3	48.4	70.4
Dollar Volume	\$30,232,700	-11.2	46.3	5.1	80.7	125.1	177.8
New Listings	90	5.9	38.5	18.4	28.6	47.5	-18.2
Active Listings ³	39	13.0	45.9	29.2	-14.6	-21.3	0.0
Sales to New Listings Ratio ⁴	51.1	65.9	56.9	71.1	48.6	50.8	24.5
Months of Inventory ⁵	5.9	4.3	5.0	3.9	9.3	11.1	10.0
Average Price	\$657,233	8.1	17.6	23.4	33.6	51.7	63.0
Median Price	\$614,000	7.6	14.8	24.5	42.3	57.6	65.9
Sales to List Price Ratio	97.4	97.2	97.7	97.2	96.5	95.6	96.0
Median Days on Market	68.0	49.0	36.0	31.5	55.5	123.0	19.0

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

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

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

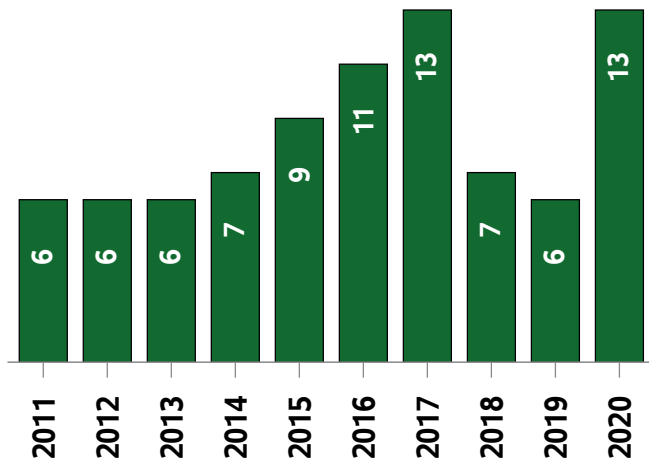
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

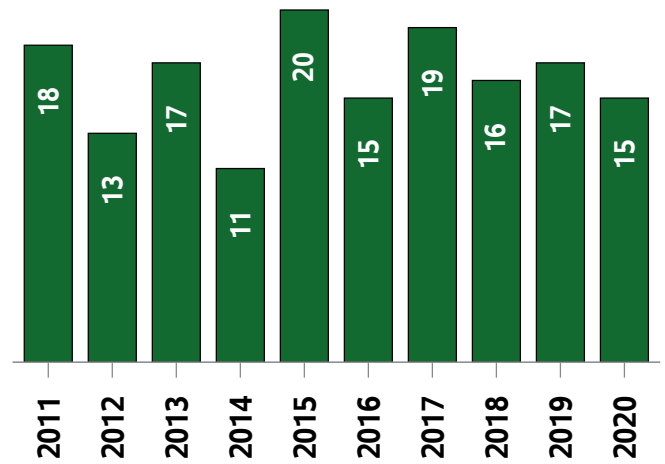
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

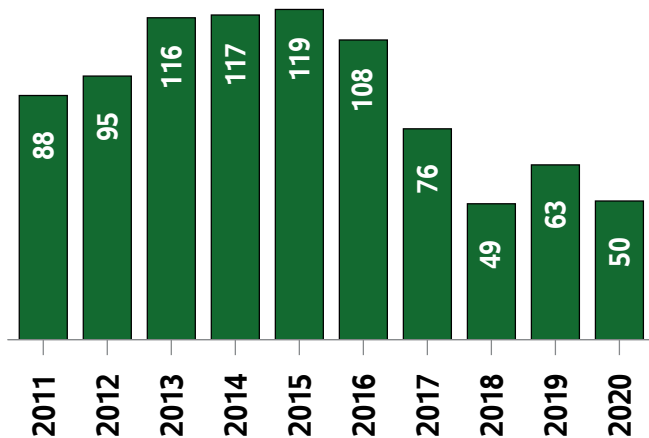
Sales Activity (July only)



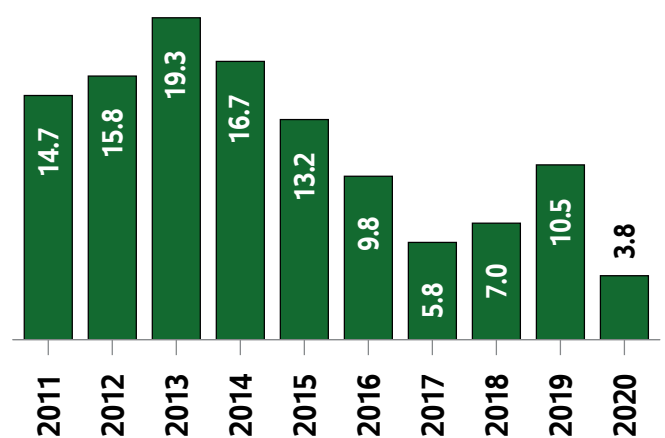
New Listings (July only)



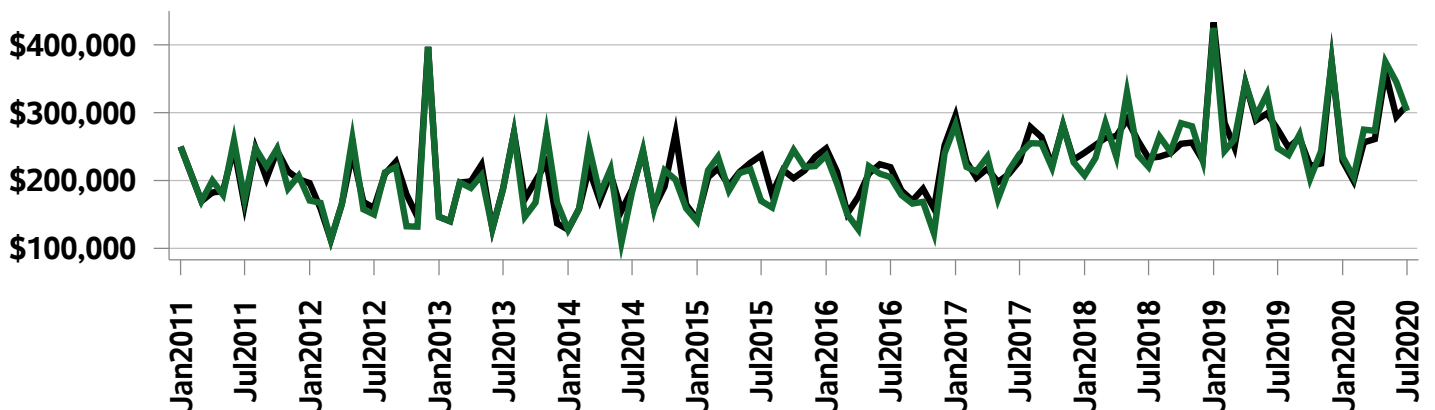
Active Listings (July only)



Months of Inventory (July only)

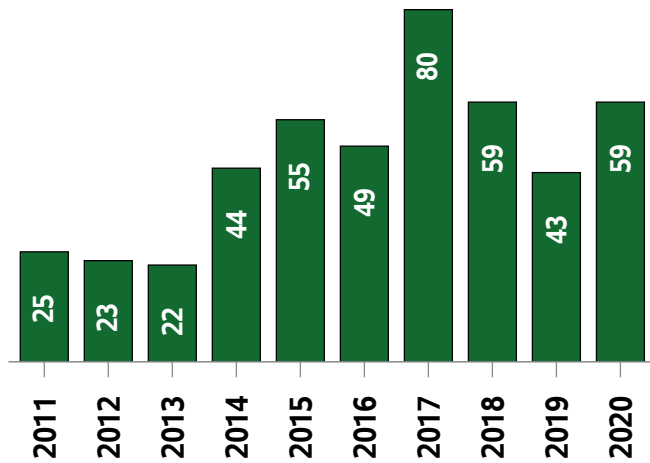


Average Price and Median Price

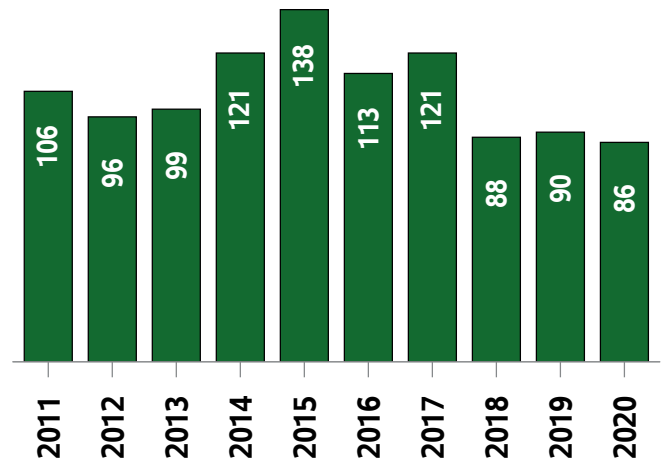


Grand Forks MLS® Residential Market Activity

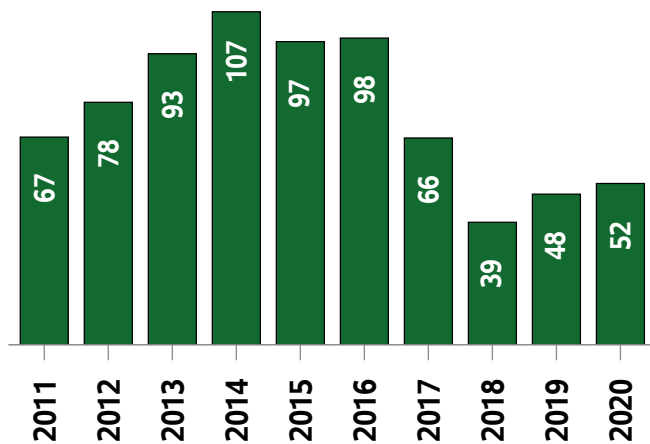
Sales Activity (July Year-to-date)



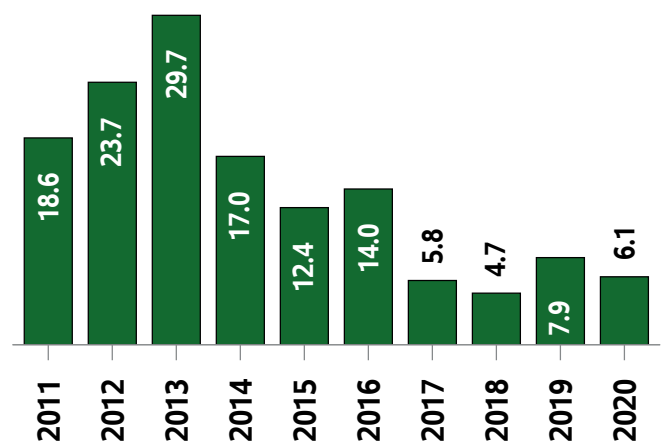
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Grand Forks MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	13	116.7	85.7	0.0	44.4	116.7	116.7
Dollar Volume	\$4,046,100	144.8	148.1	36.0	89.7	259.0	285.7
New Listings	15	-11.8	-6.3	-21.1	-25.0	-11.8	15.4
Active Listings	50	-20.6	2.0	-34.2	-58.0	-56.9	-15.3
Sales to New Listings Ratio ¹	86.7	35.3	43.8	68.4	45.0	35.3	46.2
Months of Inventory ²	3.8	10.5	7.0	5.8	13.2	19.3	9.8
Average Price	\$311,238	13.0	33.6	36.0	31.3	65.7	78.0
Median Price	\$302,600	22.1	37.5	26.6	78.0	61.6	82.8
Sales to List Price Ratio	95.0	94.6	97.3	96.6	90.0	93.2	87.9
Median Days on Market	68.0	158.0	37.0	67.0	258.0	160.5	59.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	59	37.2	0.0	-26.3	7.3	168.2	96.7
Dollar Volume	\$16,620,918	29.9	8.9	-4.1	43.6	303.0	169.9
New Listings	86	-4.4	-2.3	-28.9	-37.7	-13.1	-13.1
Active Listings ³	52	7.1	31.6	-22.0	-46.8	-44.6	38.2
Sales to New Listings Ratio ⁴	68.6	47.8	67.0	66.1	39.9	22.2	30.3
Months of Inventory ⁵	6.1	7.9	4.7	5.8	12.4	29.7	8.7
Average Price	\$281,710	-5.3	8.9	30.0	33.8	50.3	37.2
Median Price	\$276,500	-7.8	15.8	30.1	31.7	45.1	28.6
Sales to List Price Ratio	96.0	96.5	96.5	95.3	93.0	94.9	93.4
Median Days on Market	68.0	63.0	37.0	66.5	88.0	138.5	37.5

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

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

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

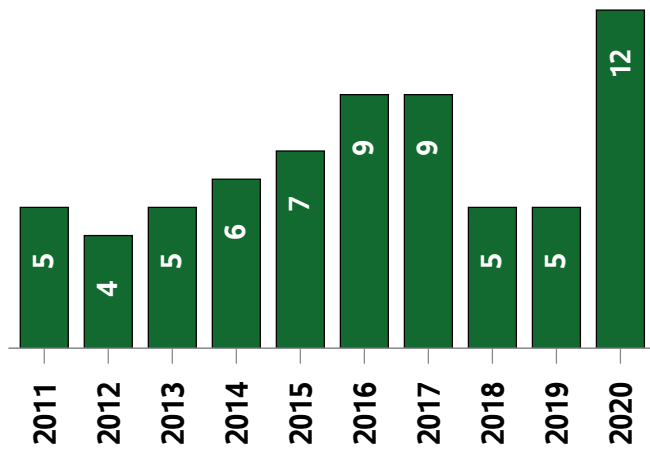
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

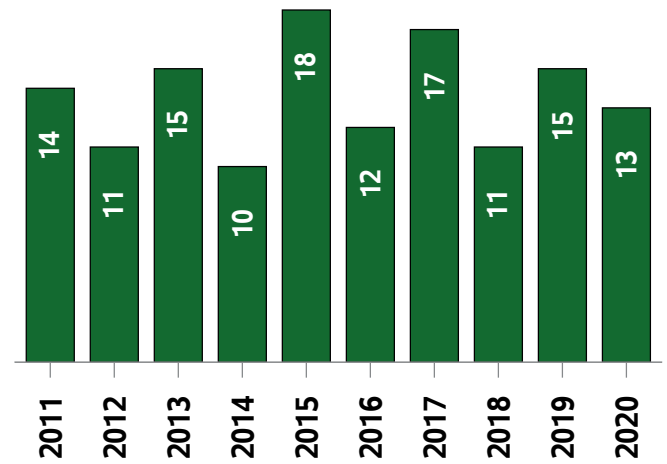
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

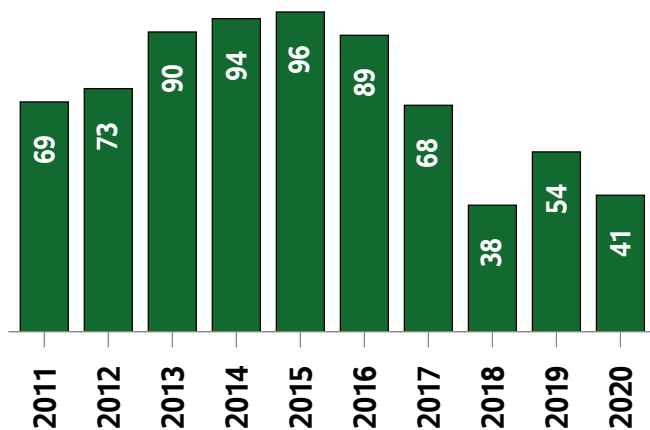
Sales Activity (July only)



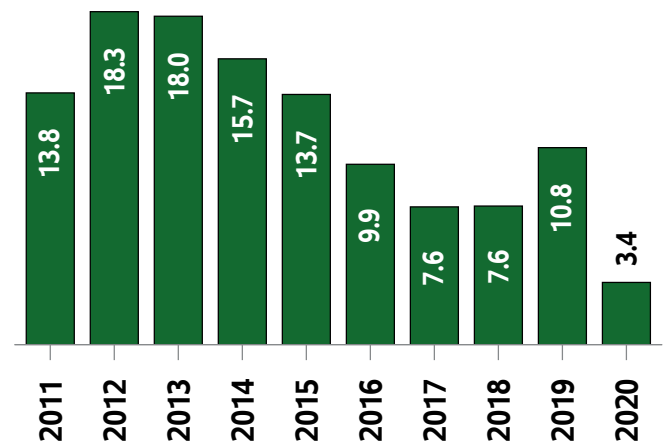
New Listings (July only)



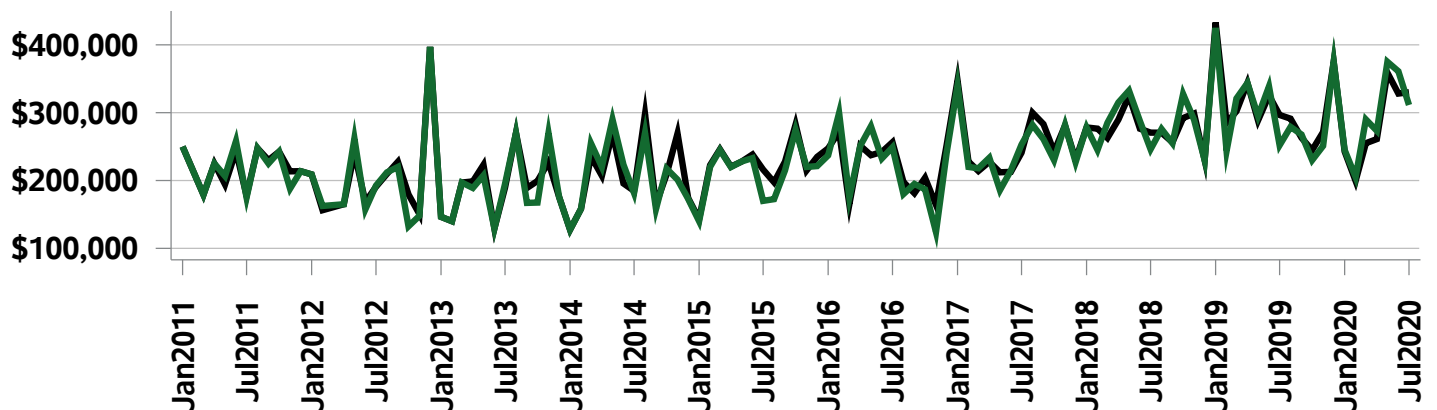
Active Listings (July only)



Months of Inventory (July only)

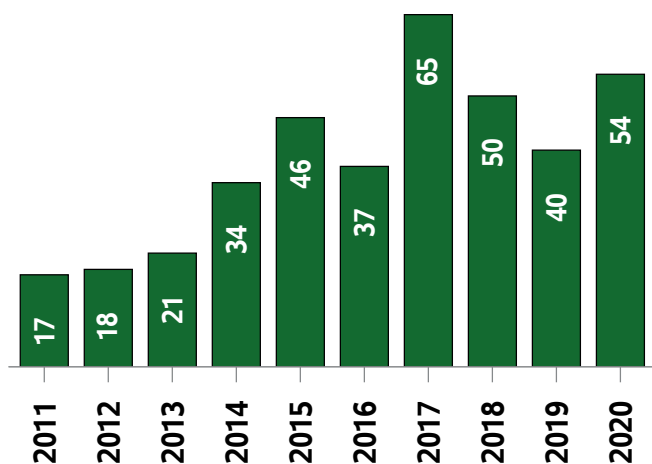


Average Price and Median Price

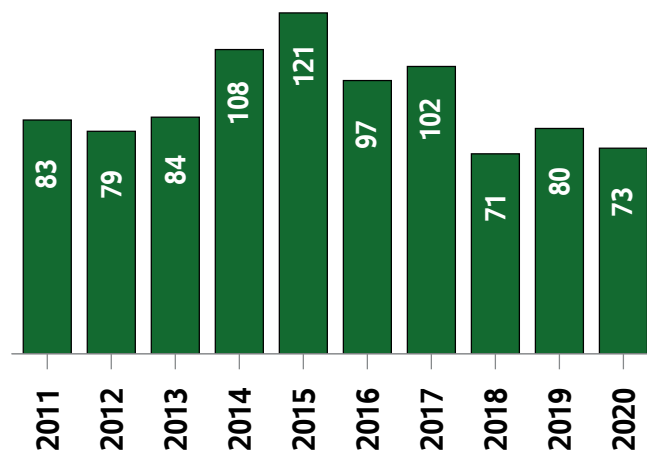


Grand Forks MLS® Single Family Market Activity

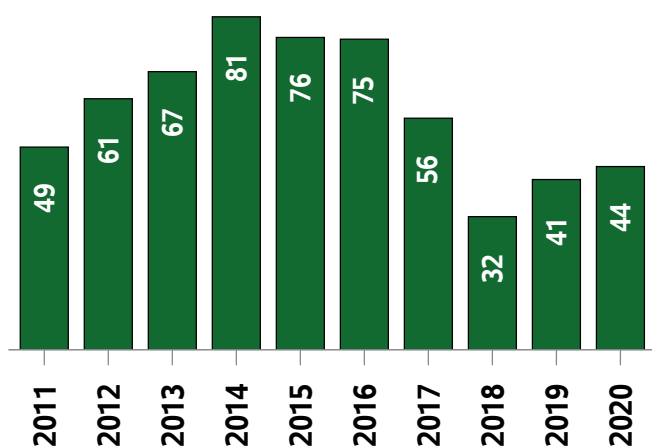
Sales Activity (July Year-to-date)



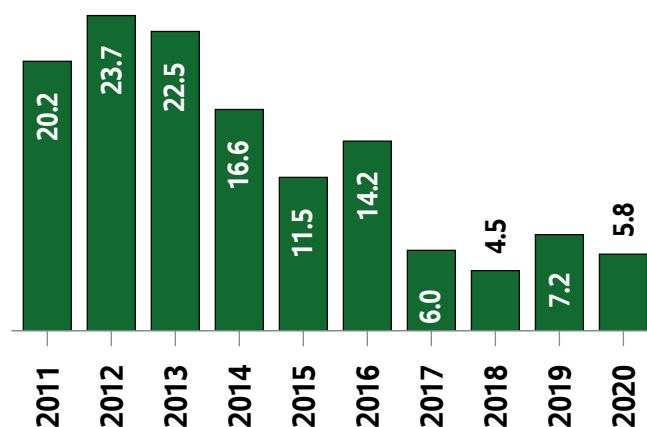
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Grand Forks

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	12	140.0	140.0	33.3	71.4	140.0	200.0
Dollar Volume	\$3,961,100	167.1	192.8	82.7	161.8	318.1	448.6
New Listings	13	-13.3	18.2	-23.5	-27.8	-13.3	30.0
Active Listings	41	-24.1	7.9	-39.7	-57.3	-54.4	-14.6
Sales to New Listings Ratio ¹	92.3	33.3	45.5	52.9	38.9	33.3	40.0
Months of Inventory ²	3.4	10.8	7.6	7.6	13.7	18.0	12.0
Average Price	\$330,092	11.3	22.0	37.0	52.7	74.2	82.9
Median Price	\$311,300	23.5	26.5	23.0	83.1	59.6	75.4
Sales to List Price Ratio	95.5	95.7	97.7	96.3	92.9	92.4	88.2
Median Days on Market	55.0	244.0	37.0	65.0	104.0	56.0	49.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	54	35.0	8.0	-16.9	17.4	157.1	107.7
Dollar Volume	\$15,953,018	28.2	14.5	8.1	58.2	304.4	182.5
New Listings	73	-8.8	2.8	-28.4	-39.7	-13.1	-12.0
Active Listings ³	44	7.6	37.6	-20.9	-41.3	-34.1	44.0
Sales to New Listings Ratio ⁴	74.0	50.0	70.4	63.7	38.0	25.0	31.3
Months of Inventory ⁵	5.8	7.2	4.5	6.0	11.5	22.5	8.3
Average Price	\$295,426	-5.1	6.0	30.1	34.7	57.3	36.0
Median Price	\$292,500	-8.0	0.5	33.0	35.7	52.3	34.3
Sales to List Price Ratio	96.1	96.8	96.3	95.3	93.7	94.8	93.8
Median Days on Market	66.5	70.0	37.0	67.0	87.5	120.0	32.0

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

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

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

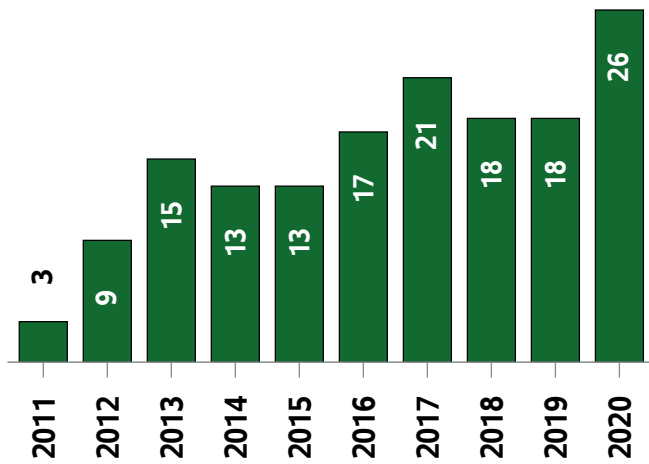
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

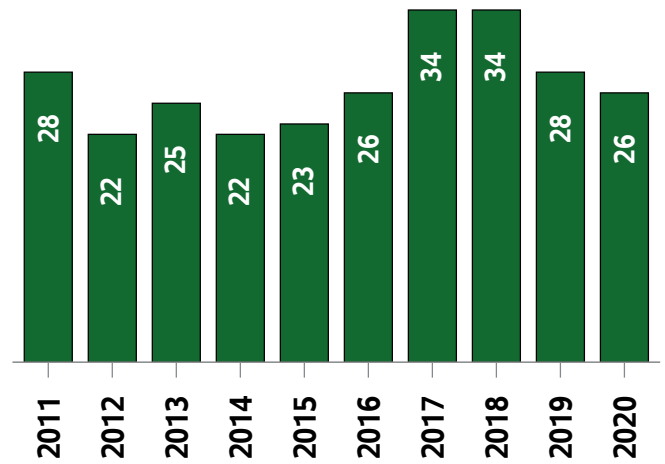
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

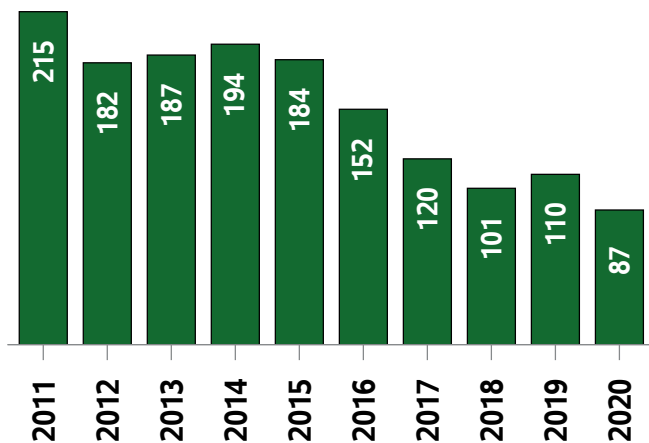
Sales Activity (July only)



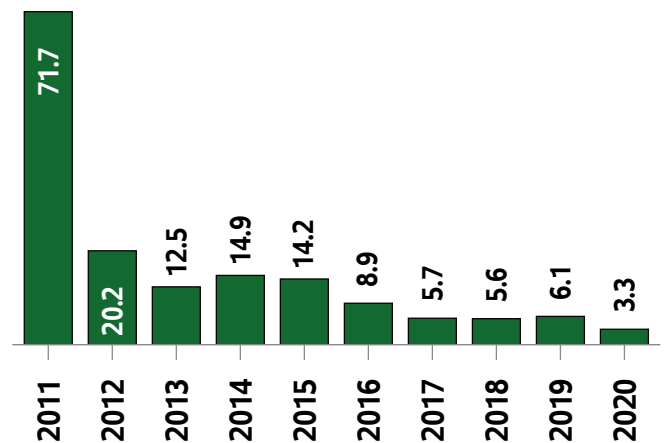
New Listings (July only)



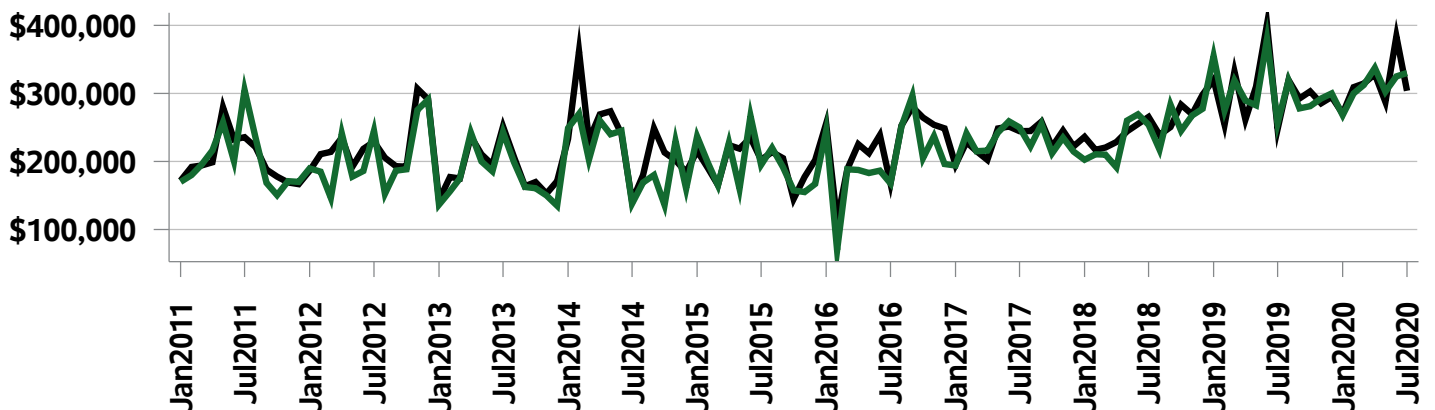
Active Listings (July only)



Months of Inventory (July only)

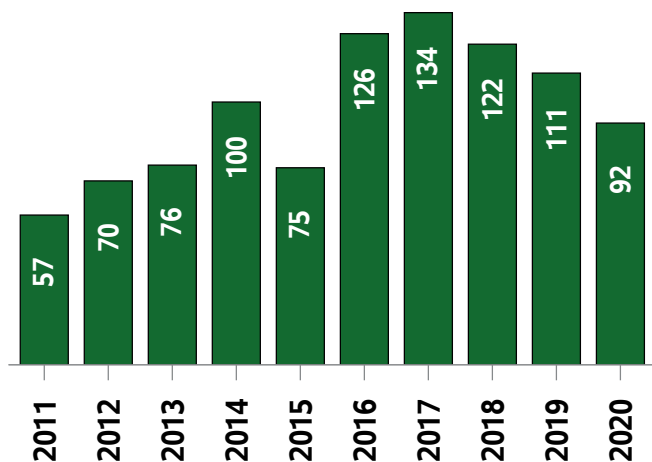


Average Price and Median Price

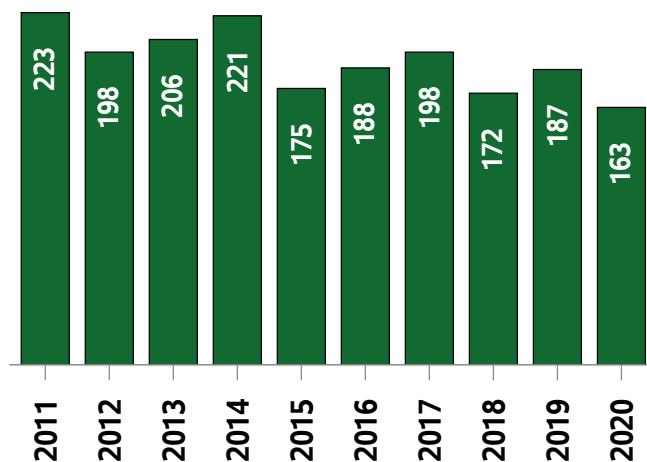


Kimberley MLS® Residential Market Activity

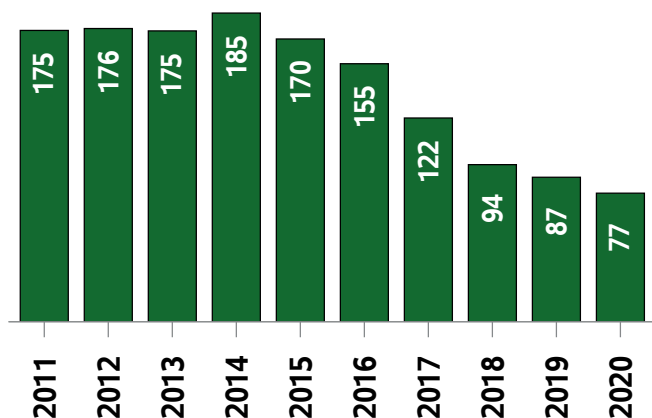
Sales Activity (July Year-to-date)



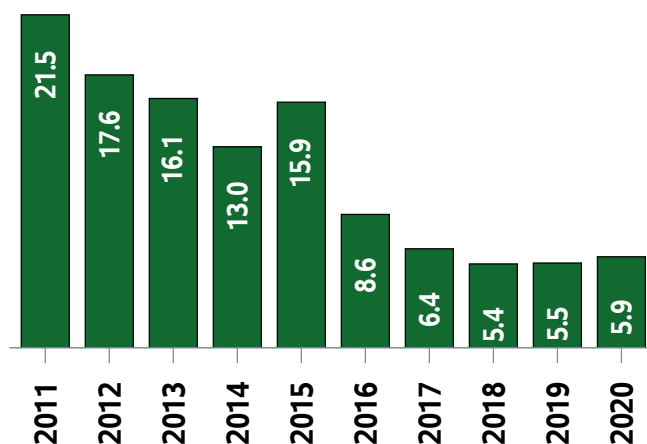
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Kimberley MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	26	44.4	44.4	23.8	100.0	73.3	550.0
Dollar Volume	\$7,899,245	77.2	65.3	53.8	200.3	109.5	583.3
New Listings	26	-7.1	-23.5	-23.5	13.0	4.0	-23.5
Active Listings	87	-20.9	-13.9	-27.5	-52.7	-53.5	-53.2
Sales to New Listings Ratio ¹	100.0	64.3	52.9	61.8	56.5	60.0	11.8
Months of Inventory ²	3.3	6.1	5.6	5.7	14.2	12.5	46.5
Average Price	\$303,817	22.7	14.5	24.2	50.2	20.9	5.1
Median Price	\$330,000	28.8	29.9	32.0	69.2	35.7	11.1
Sales to List Price Ratio	96.3	95.7	96.7	95.8	92.3	96.9	94.6
Median Days on Market	54.5	44.5	28.5	67.0	85.0	113.0	47.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	92	-17.1	-24.6	-31.3	22.7	21.1	228.6
Dollar Volume	\$28,815,492	-14.4	-1.4	-7.2	83.2	81.1	350.8
New Listings	163	-12.8	-5.2	-17.7	-6.9	-20.9	-39.2
Active Listings ³	77	-11.0	-18.2	-36.9	-54.5	-55.8	-37.5
Sales to New Listings Ratio ⁴	56.4	59.4	70.9	67.7	42.9	36.9	10.4
Months of Inventory ⁵	5.9	5.5	5.4	6.4	15.9	16.1	30.9
Average Price	\$313,212	3.3	30.7	35.1	49.4	49.6	37.2
Median Price	\$306,500	2.5	31.8	31.7	53.3	58.0	55.2
Sales to List Price Ratio	96.0	95.8	95.1	96.2	94.0	93.7	94.5
Median Days on Market	60.0	43.0	42.0	54.0	85.0	86.5	40.5

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

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

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

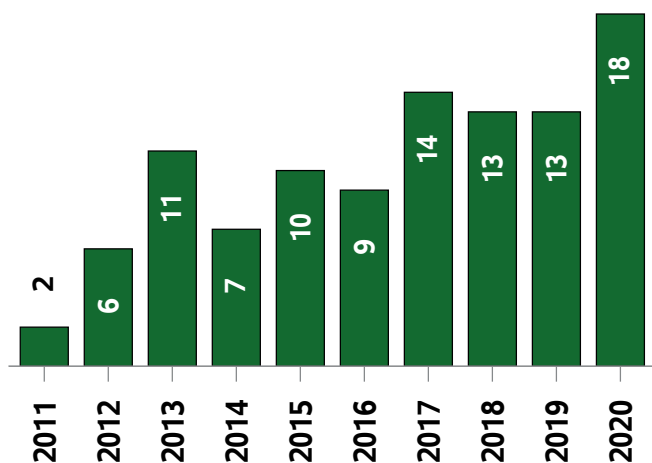
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

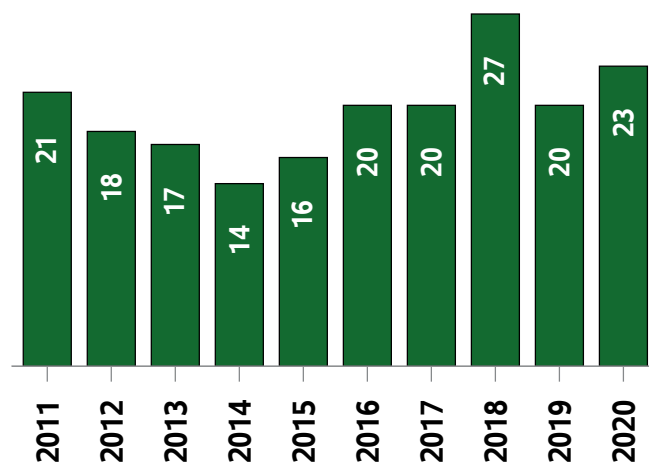
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

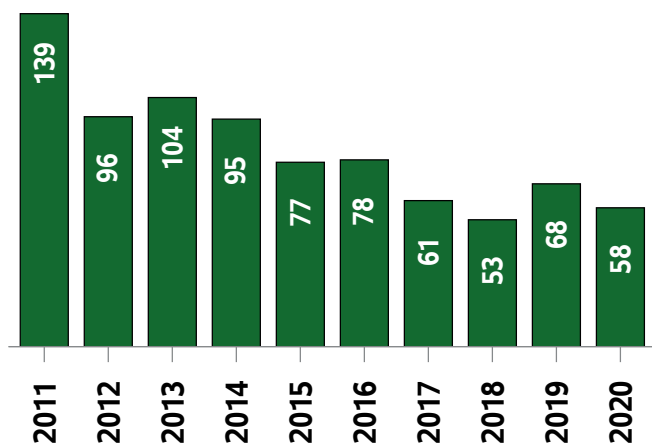
Sales Activity (July only)



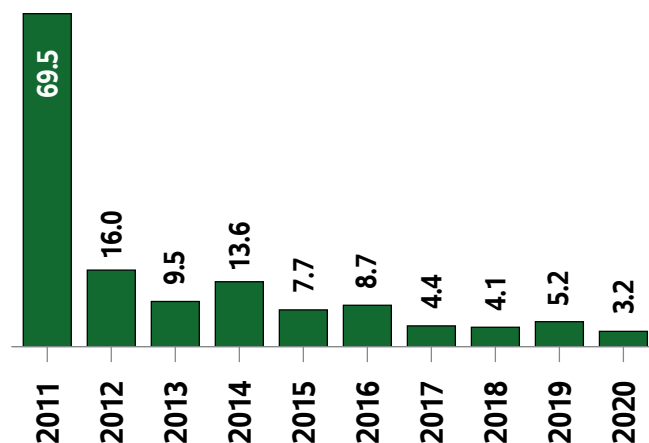
New Listings (July only)



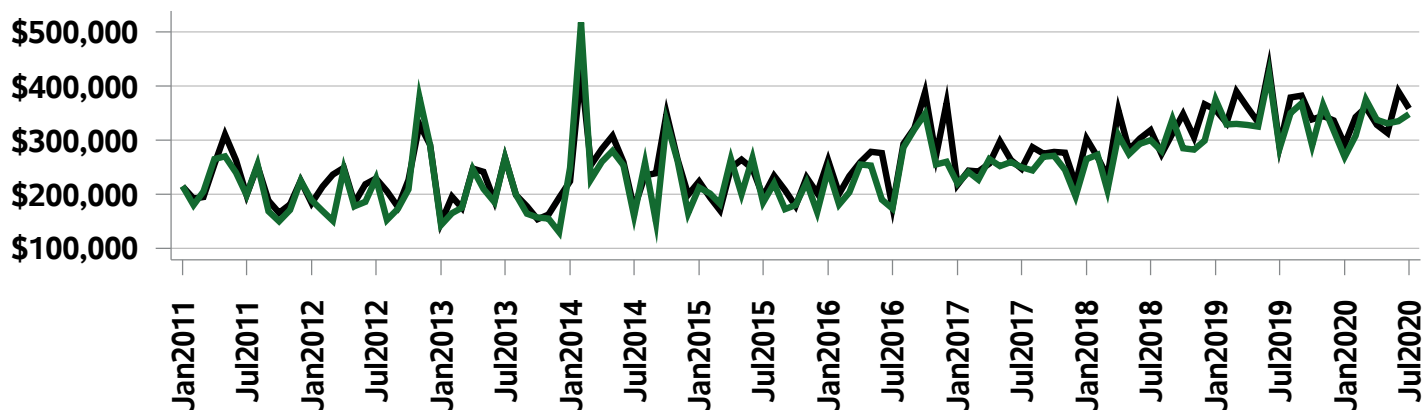
Active Listings (July only)



Months of Inventory (July only)

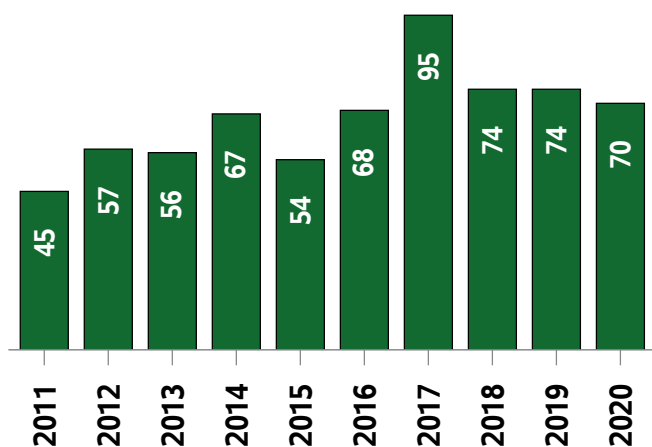


Average Price and Median Price

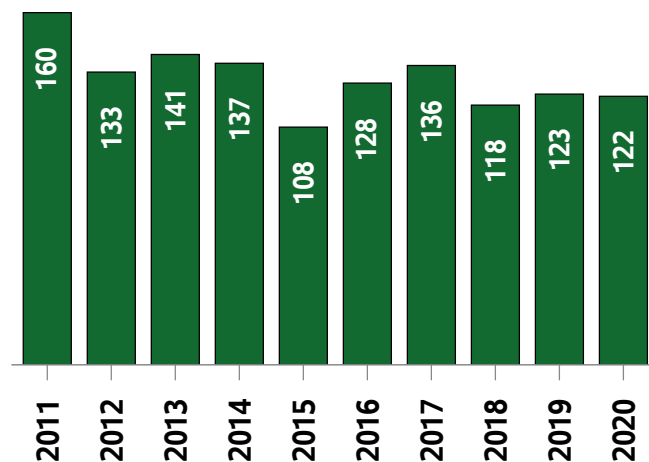


Kimberley MLS® Single Family Market Activity

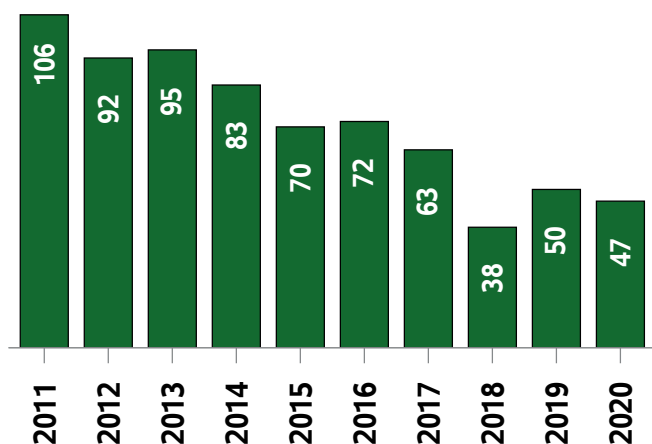
Sales Activity (July Year-to-date)



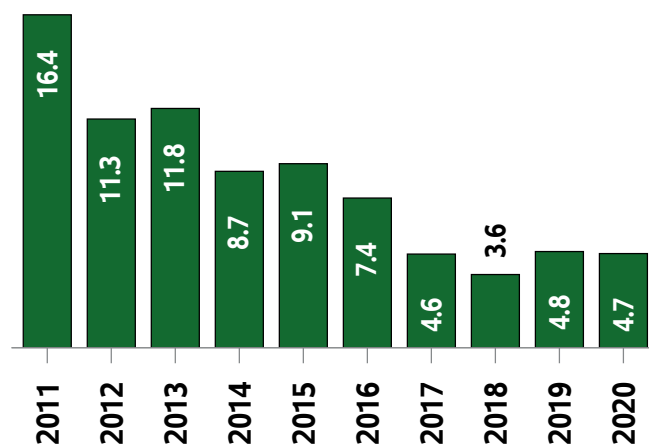
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Kimberley

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	18	38.5	38.5	28.6	80.0	63.6	350.0
Dollar Volume	\$6,451,500	71.8	55.9	86.4	229.6	119.4	458.1
New Listings	23	15.0	-14.8	15.0	43.8	35.3	-23.3
Active Listings	58	-14.7	9.4	-4.9	-24.7	-44.2	-57.0
Sales to New Listings Ratio ¹	78.3	65.0	48.1	70.0	62.5	64.7	13.3
Months of Inventory ²	3.2	5.2	4.1	4.4	7.7	9.5	33.8
Average Price	\$358,417	24.1	12.6	45.0	83.1	34.1	24.0
Median Price	\$348,000	22.1	16.0	39.2	88.4	30.1	17.2
Sales to List Price Ratio	97.2	97.0	97.5	95.9	92.0	96.0	94.6
Median Days on Market	54.5	46.0	26.0	57.0	53.0	113.0	47.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	70	-5.4	-5.4	-26.3	29.6	25.0	191.7
Dollar Volume	\$24,438,835	-7.0	10.3	-1.2	105.1	94.0	319.9
New Listings	122	-0.8	3.4	-10.3	13.0	-13.5	-37.1
Active Listings ³	47	-7.4	21.6	-25.9	-33.6	-50.8	-44.2
Sales to New Listings Ratio ⁴	57.4	60.2	62.7	69.9	50.0	39.7	12.4
Months of Inventory ⁵	4.7	4.8	3.6	4.6	9.1	11.8	24.3
Average Price	\$349,126	-1.7	16.6	34.1	58.2	55.2	44.0
Median Price	\$330,000	-2.9	19.8	34.1	63.0	65.4	59.6
Sales to List Price Ratio	97.0	96.7	96.4	96.7	94.1	95.0	94.2
Median Days on Market	50.0	44.5	28.0	48.0	67.5	68.5	40.5

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

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

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

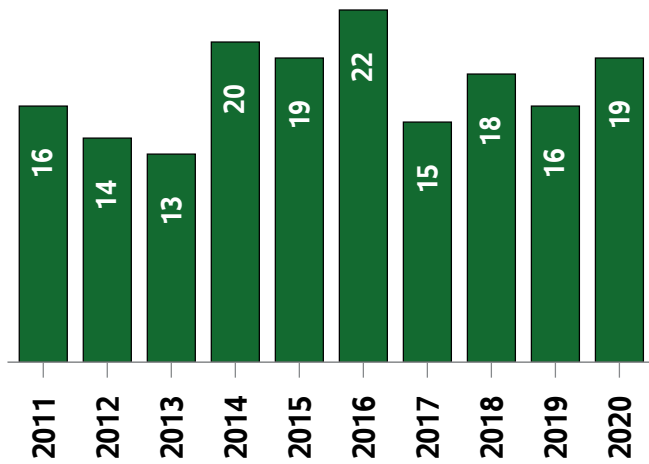
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

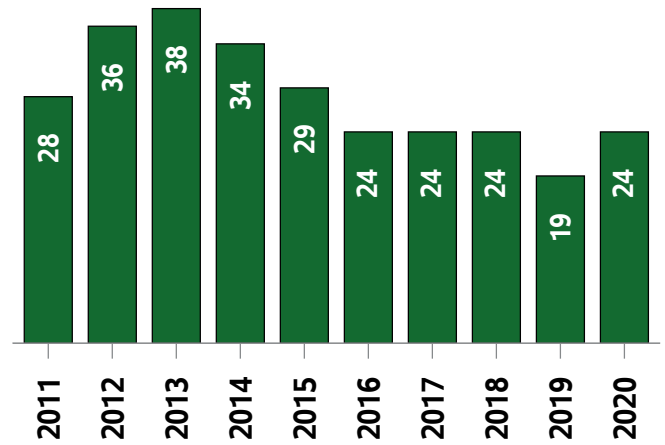
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

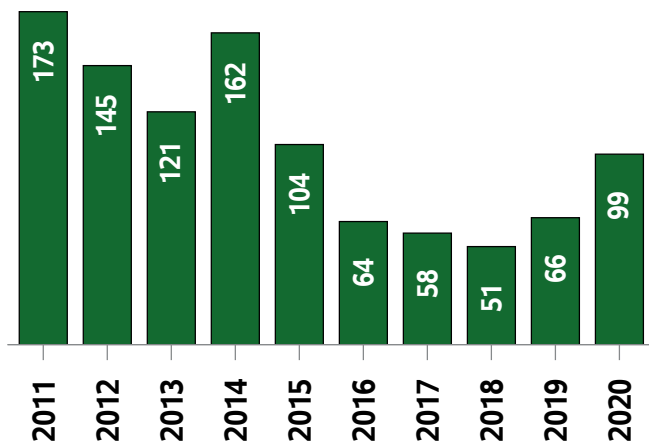
Sales Activity (July only)



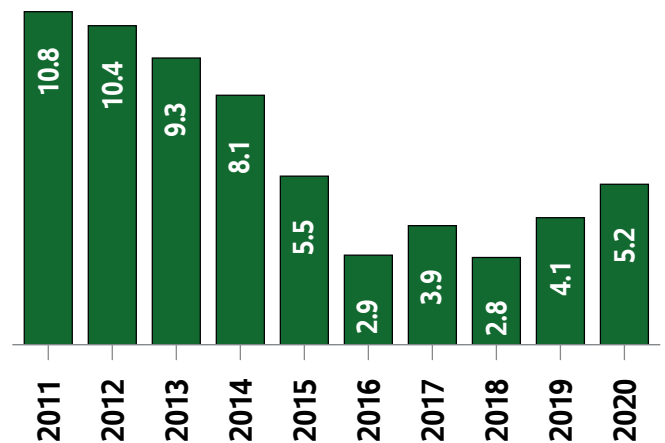
New Listings (July only)



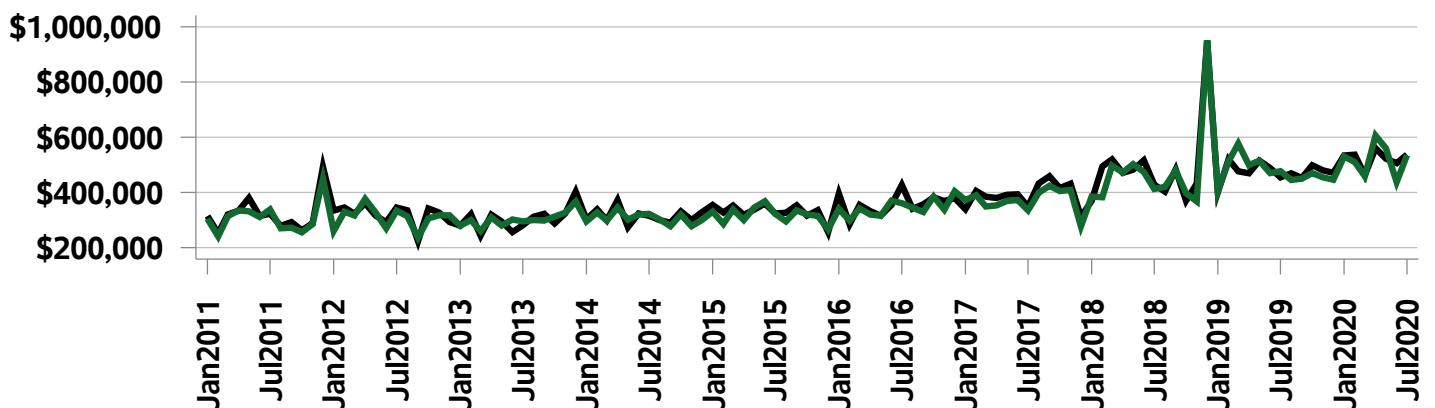
Active Listings (July only)



Months of Inventory (July only)

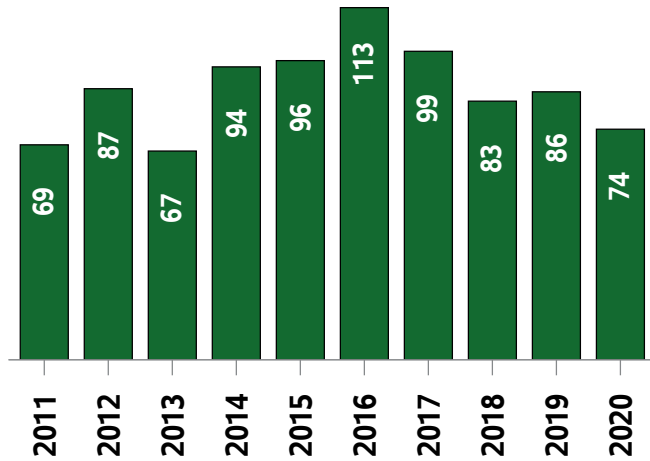


Average Price and Median Price

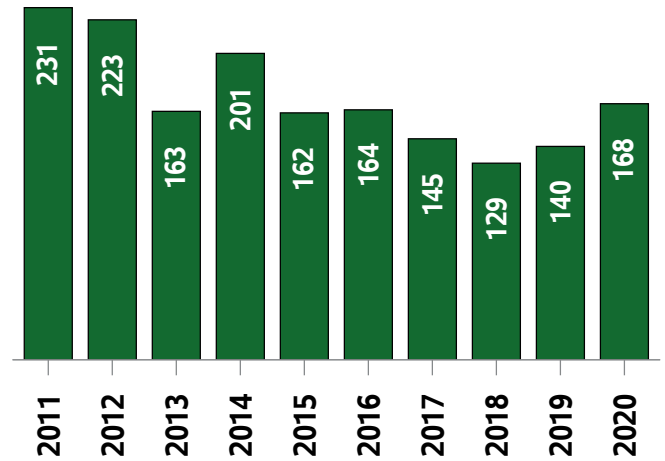


Nelson MLS® Residential Market Activity

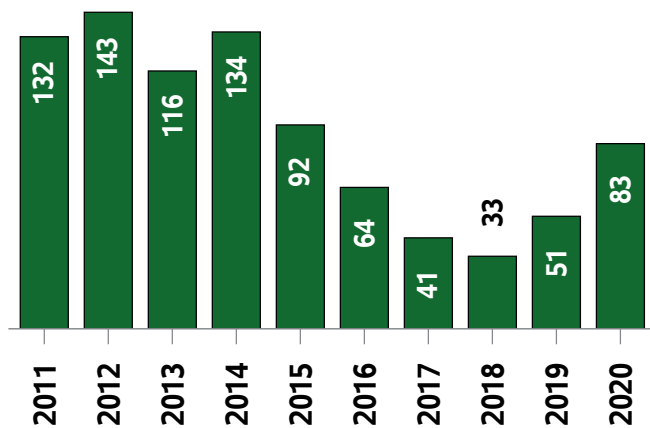
Sales Activity (July Year-to-date)



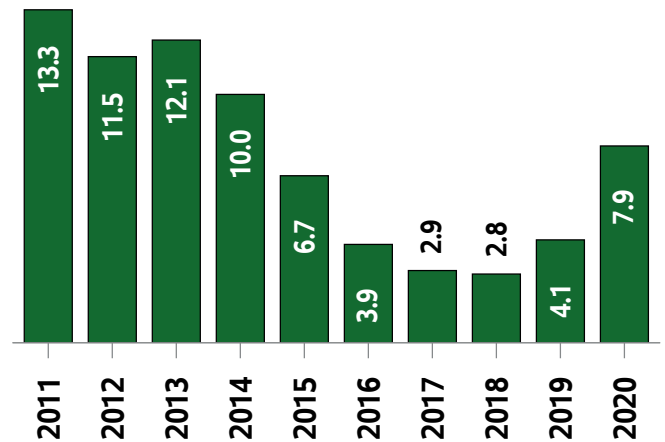
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Nelson

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	19	18.8	5.6	26.7	0.0	46.2	111.1
Dollar Volume	\$10,202,279	40.3	32.4	95.2	65.9	179.3	261.8
New Listings	24	26.3	0.0	0.0	-17.2	-36.8	4.3
Active Listings	99	50.0	94.1	70.7	-4.8	-18.2	-6.6
Sales to New Listings Ratio ¹	79.2	84.2	75.0	62.5	65.5	34.2	39.1
Months of Inventory ²	5.2	4.1	2.8	3.9	5.5	9.3	11.8
Average Price	\$536,962	18.1	25.5	54.1	65.9	91.1	71.4
Median Price	\$534,900	12.1	29.7	59.7	65.9	81.3	77.1
Sales to List Price Ratio	98.9	98.5	98.7	99.6	95.1	94.2	95.1
Median Days on Market	33.0	41.5	41.5	33.0	74.0	71.0	68.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	74	-14.0	-10.8	-25.3	-22.9	10.4	7.2
Dollar Volume	\$38,292,078	-6.7	-2.1	1.3	18.0	93.7	61.9
New Listings	168	20.0	30.2	15.9	3.7	3.1	-14.7
Active Listings ³	83	64.5	155.0	103.5	-9.2	-28.2	28.1
Sales to New Listings Ratio ⁴	44.0	61.4	64.3	68.3	59.3	41.1	35.0
Months of Inventory ⁵	7.9	4.1	2.8	2.9	6.7	12.1	6.6
Average Price	\$517,461	8.5	9.8	35.6	53.0	75.4	51.0
Median Price	\$487,500	2.6	9.6	33.7	48.7	64.1	44.9
Sales to List Price Ratio	97.9	98.5	99.4	99.4	95.7	95.3	96.8
Median Days on Market	33.5	41.0	28.0	30.0	75.5	91.0	12.0

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

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

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

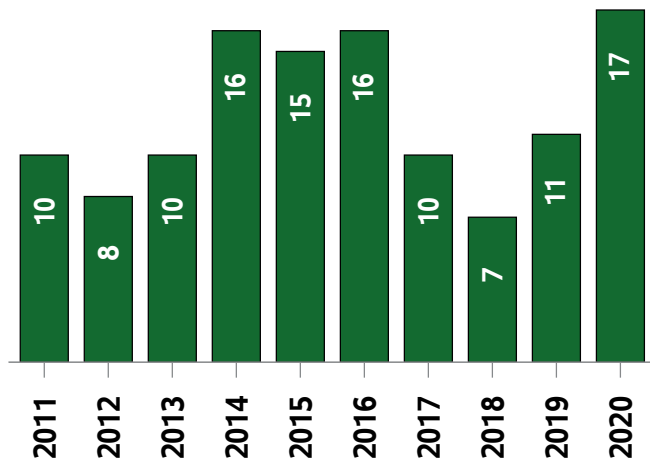
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

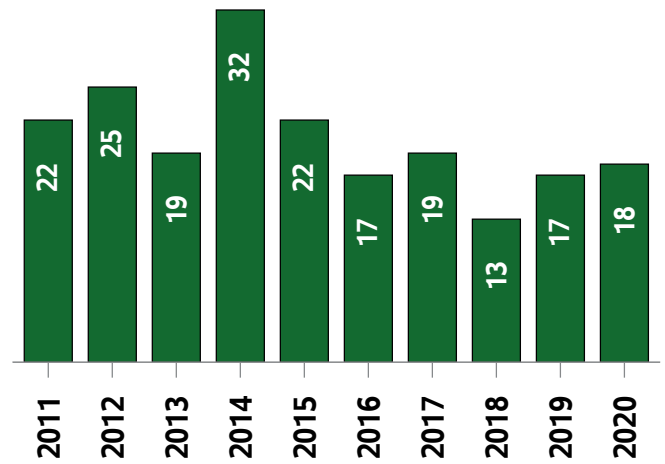
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

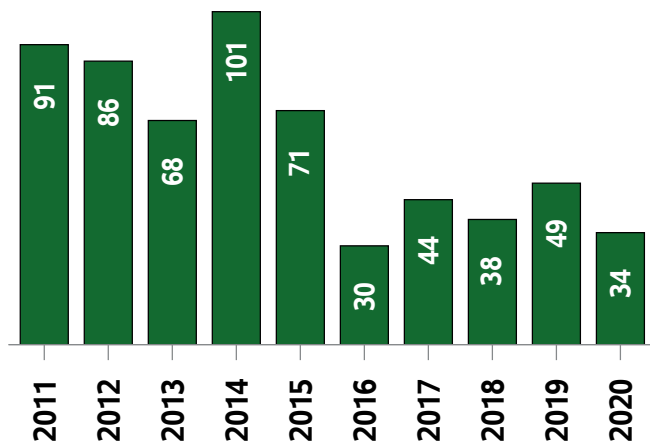
Sales Activity (July only)



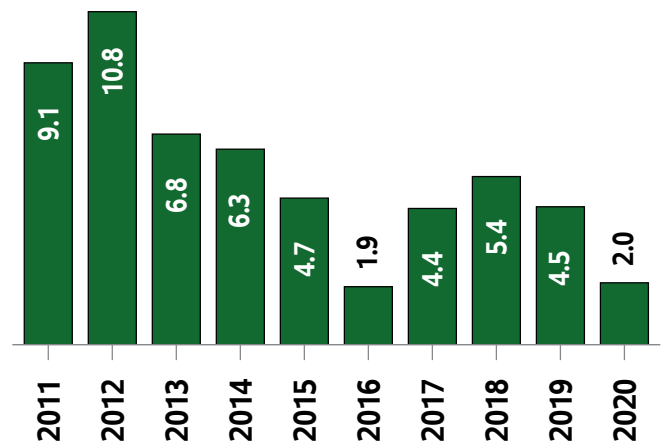
New Listings (July only)



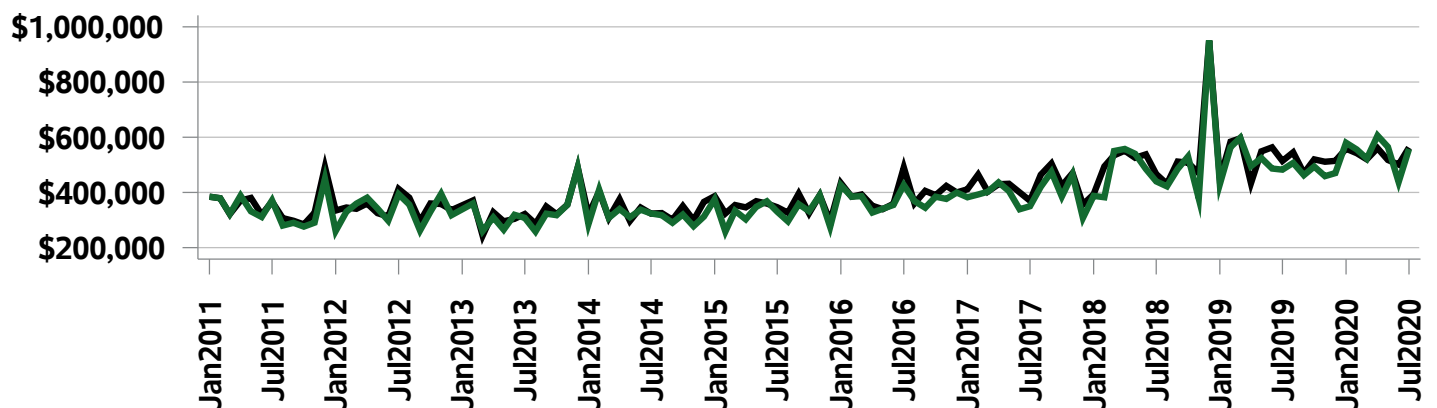
Active Listings (July only)



Months of Inventory (July only)

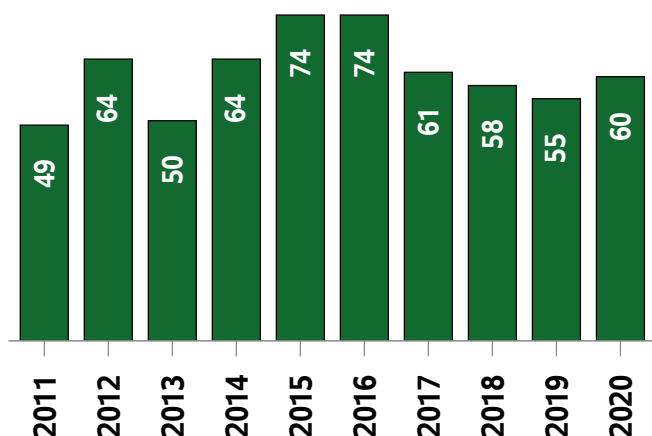


Average Price and Median Price

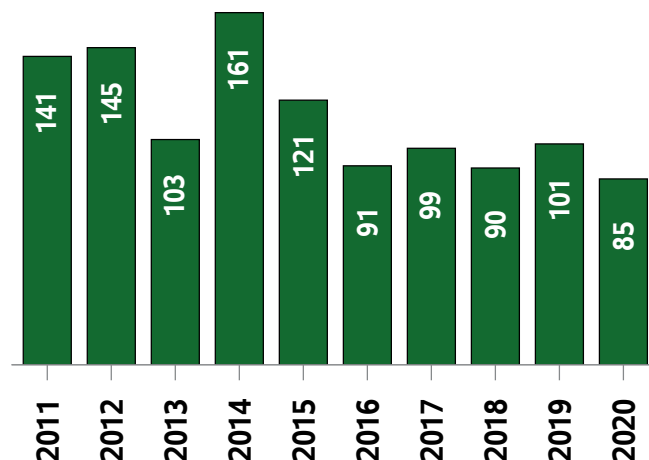


Nelson MLS® Single Family Market Activity

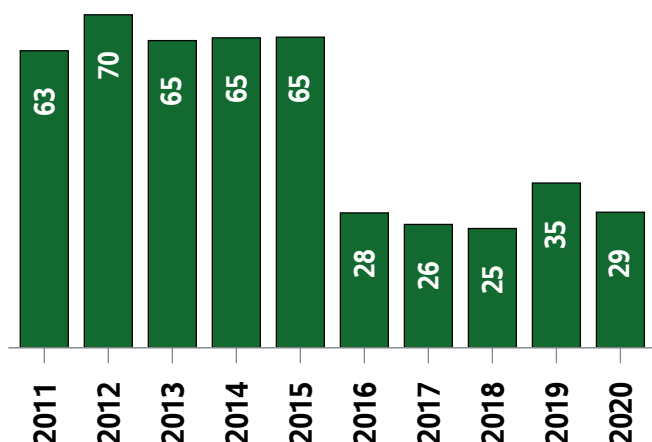
Sales Activity (July Year-to-date)



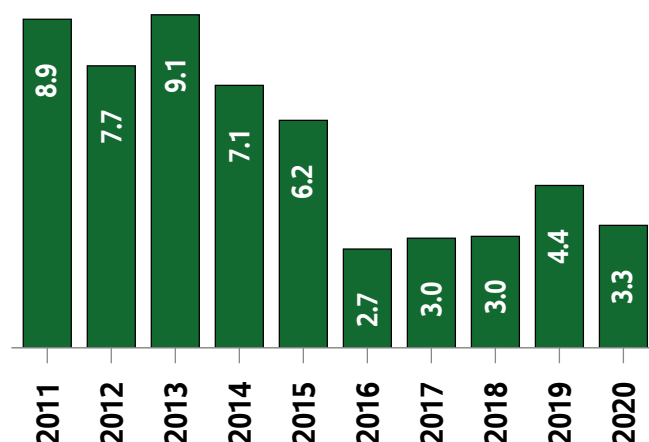
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Nelson

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	17	54.5	142.9	70.0	13.3	70.0	112.5
Dollar Volume	\$9,561,279	69.1	192.8	158.6	84.0	197.0	243.6
New Listings	18	5.9	38.5	-5.3	-18.2	-5.3	5.9
Active Listings	34	-30.6	-10.5	-22.7	-52.1	-50.0	-54.7
Sales to New Listings Ratio ¹	94.4	64.7	53.8	52.6	68.2	52.6	47.1
Months of Inventory ²	2.0	4.5	5.4	4.4	4.7	6.8	9.4
Average Price	\$562,428	9.4	20.6	52.1	62.3	74.7	61.7
Median Price	\$557,500	15.5	26.7	59.3	68.9	81.2	74.6
Sales to List Price Ratio	98.9	99.1	98.8	100.4	96.1	95.0	95.4
Median Days on Market	33.0	21.0	60.0	32.5	74.0	64.0	50.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	60	9.1	3.4	-1.6	-18.9	20.0	13.2
Dollar Volume	\$32,011,778	9.2	8.3	26.4	21.8	102.6	65.5
New Listings	85	-15.8	-5.6	-14.1	-29.8	-17.5	-40.6
Active Listings ³	29	-17.7	13.6	9.9	-56.3	-55.8	-34.9
Sales to New Listings Ratio ⁴	70.6	54.5	64.4	61.6	61.2	48.5	37.1
Months of Inventory ⁵	3.3	4.4	3.0	3.0	6.2	9.1	5.8
Average Price	\$533,530	0.1	4.7	28.5	50.3	68.8	46.2
Median Price	\$542,450	5.3	12.4	37.0	57.2	77.4	55.0
Sales to List Price Ratio	97.9	98.4	99.3	99.6	95.8	95.5	96.9
Median Days on Market	33.5	29.0	32.0	24.0	83.0	64.0	11.0

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

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

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

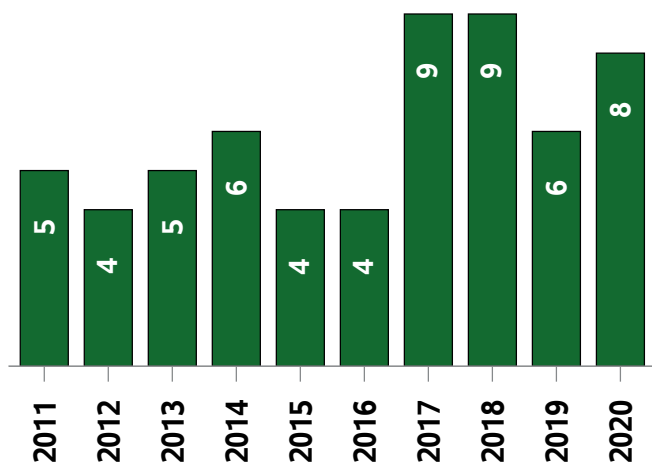
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

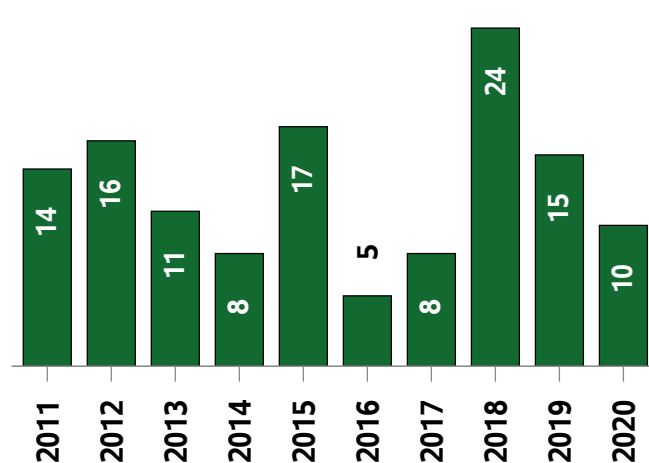
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

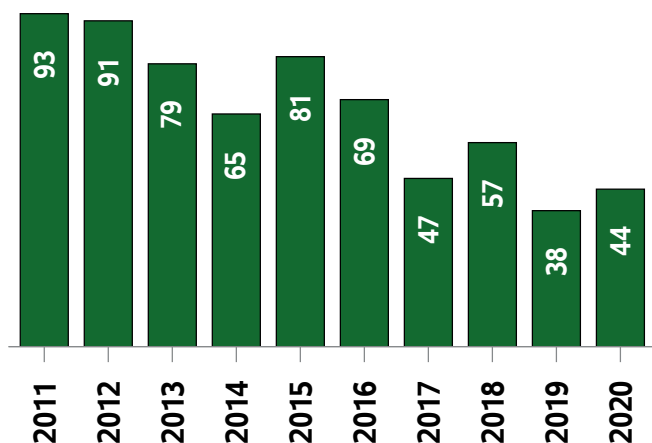
Sales Activity (July only)



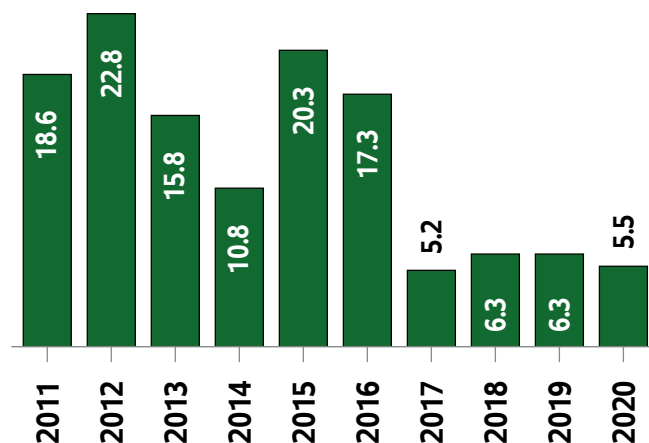
New Listings (July only)



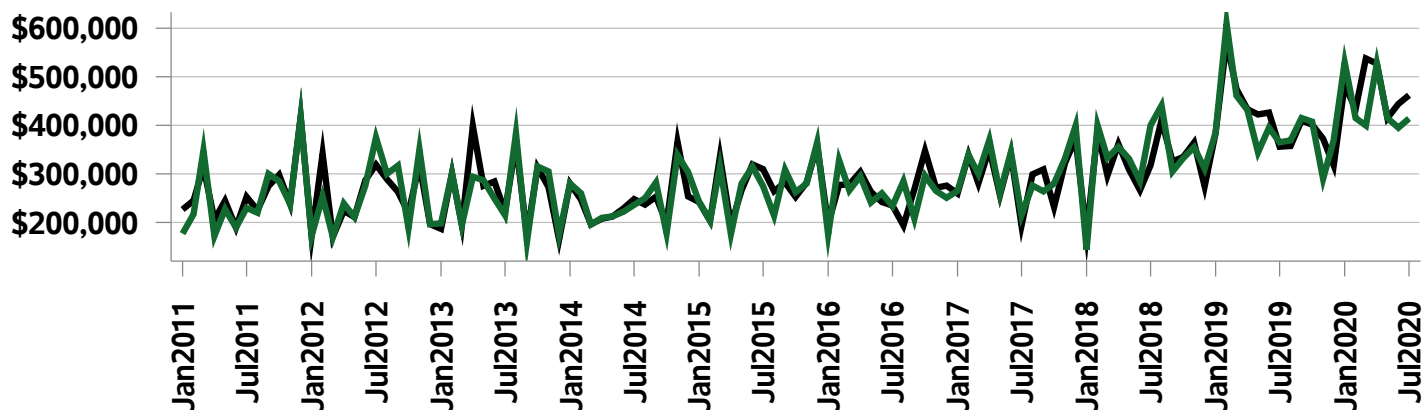
Active Listings (July only)



Months of Inventory (July only)

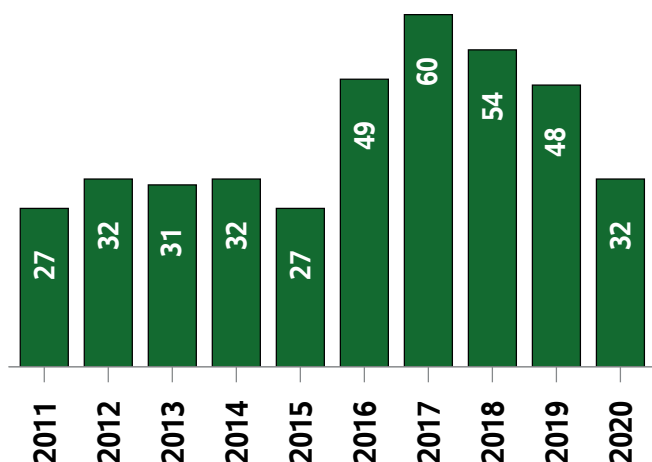


Average Price and Median Price

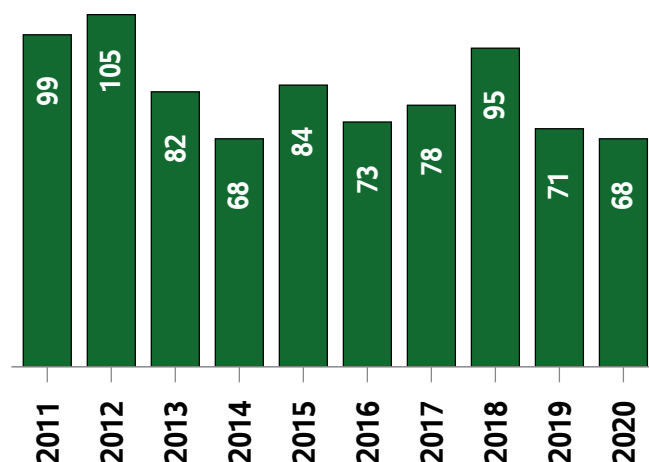


Rossland MLS® Residential Market Activity

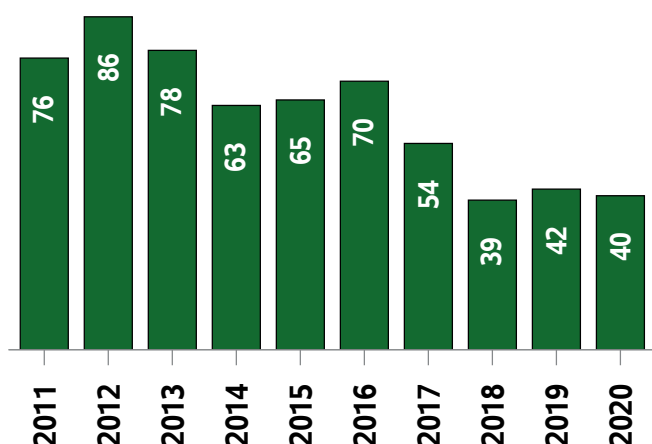
Sales Activity (July Year-to-date)



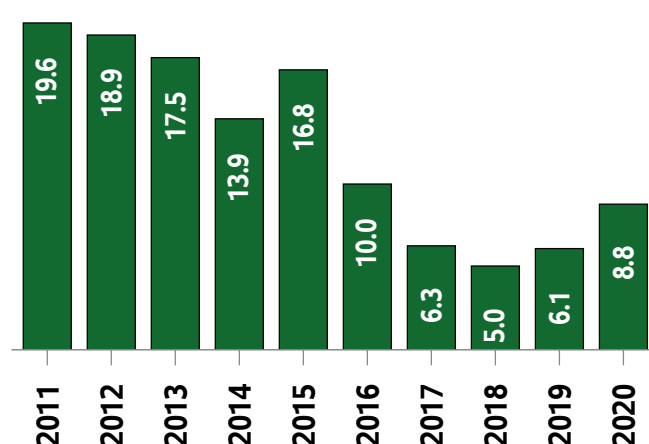
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Rossland

MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	8	33.3	-11.1	-11.1	100.0	60.0	-11.1
Dollar Volume	\$3,695,500	73.0	29.2	111.9	198.3	232.7	133.1
New Listings	10	-33.3	-58.3	25.0	-41.2	-9.1	-41.2
Active Listings	44	15.8	-22.8	-6.4	-45.7	-44.3	-32.3
Sales to New Listings Ratio ¹	80.0	40.0	37.5	112.5	23.5	45.5	52.9
Months of Inventory ²	5.5	6.3	6.3	5.2	20.3	15.8	7.2
Average Price	\$461,938	29.8	45.4	138.4	49.1	107.9	162.2
Median Price	\$414,000	13.4	3.5	92.6	50.8	92.6	120.2
Sales to List Price Ratio	95.5	98.1	96.3	95.4	94.3	92.8	95.8
Median Days on Market	50.5	58.0	47.0	41.0	112.5	61.0	28.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	32	-33.3	-40.7	-46.7	18.5	3.2	6.7
Dollar Volume	\$14,874,450	-29.8	-11.0	-15.7	101.3	73.9	114.7
New Listings	68	-4.2	-28.4	-12.8	-19.0	-17.1	-38.7
Active Listings ³	40	-4.1	2.9	-25.3	-38.3	-48.5	-1.4
Sales to New Listings Ratio ⁴	47.1	67.6	56.8	76.9	32.1	37.8	27.0
Months of Inventory ⁵	8.8	6.1	5.0	6.3	16.8	17.5	9.5
Average Price	\$464,827	5.3	50.2	58.0	69.9	68.5	101.3
Median Price	\$430,500	10.7	28.5	50.0	53.8	75.7	88.6
Sales to List Price Ratio	96.7	96.7	97.2	96.2	94.9	94.0	96.4
Median Days on Market	60.5	88.0	52.5	61.0	102.0	70.0	14.5

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

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

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

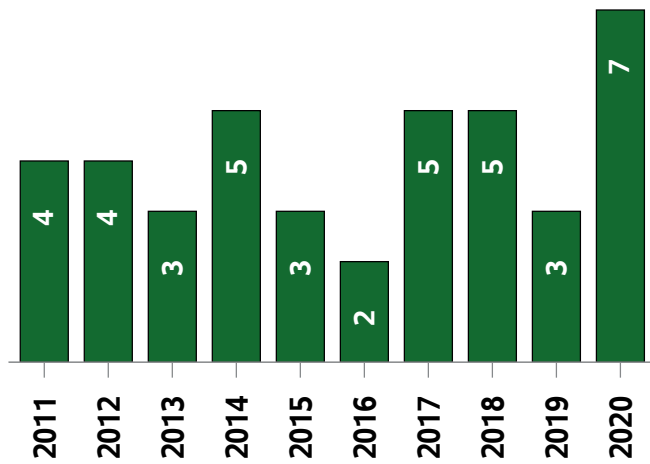
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

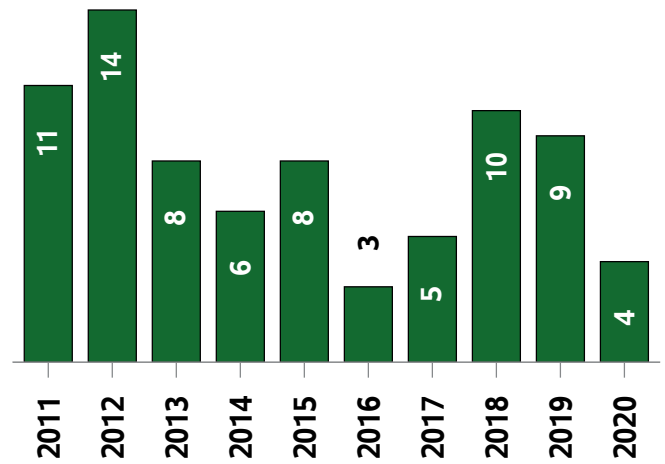
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

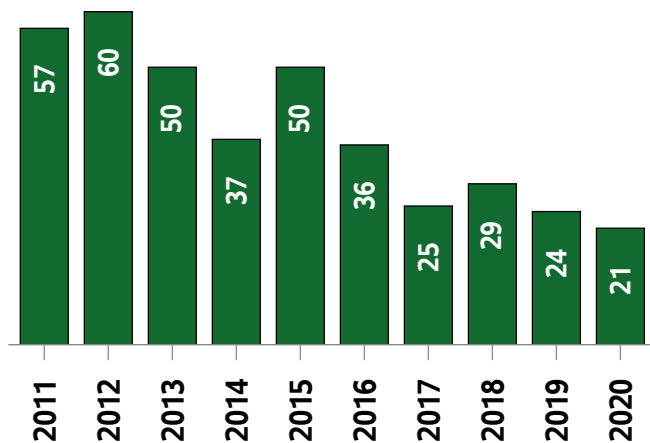
Sales Activity (July only)



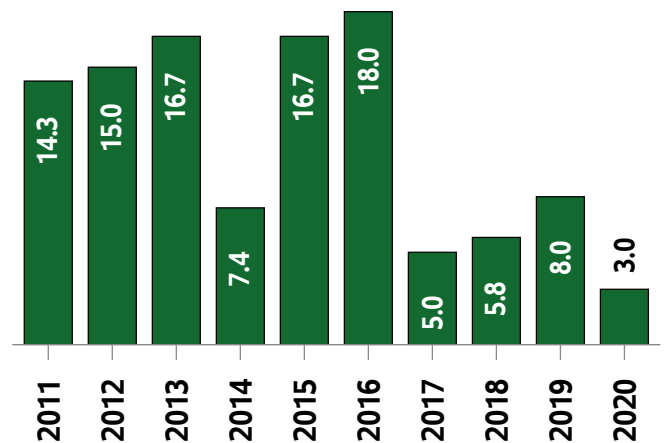
New Listings (July only)



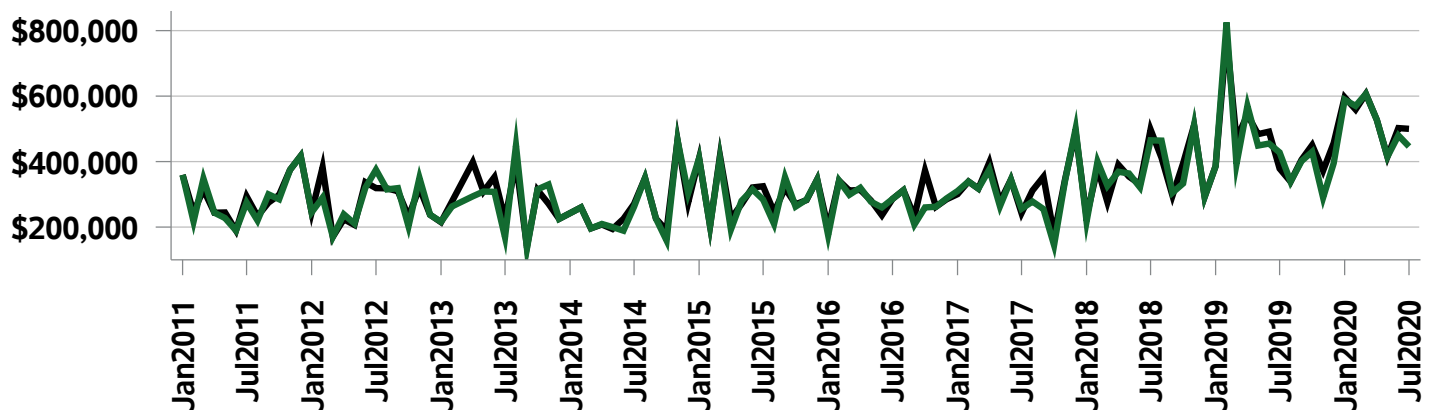
Active Listings (July only)



Months of Inventory (July only)

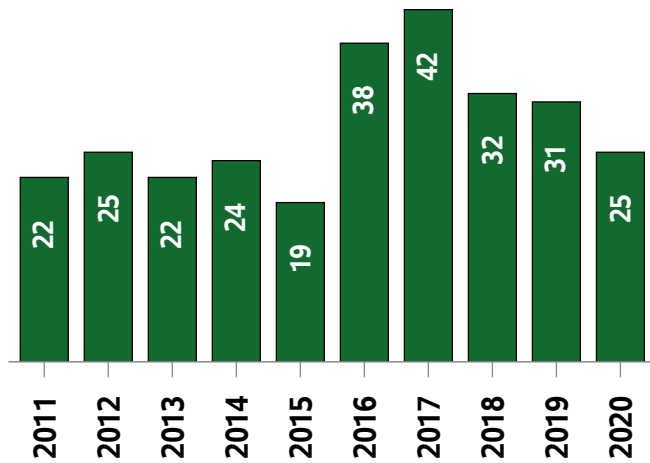


Average Price and Median Price

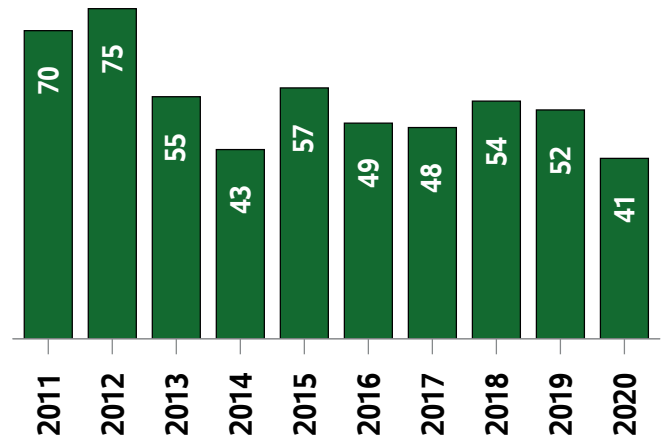


Rossland MLS® Single Family Market Activity

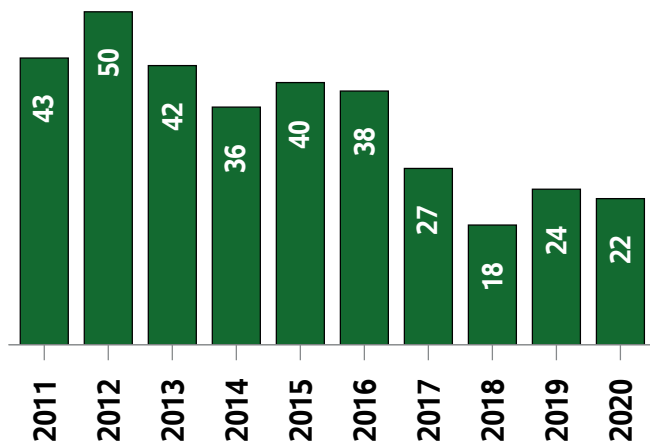
Sales Activity (July Year-to-date)



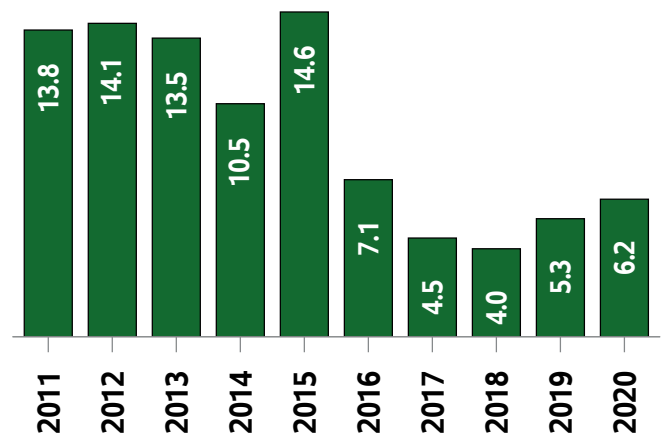
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Rossland

MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	7	133.3	40.0	40.0	133.3	133.3	0.0
Dollar Volume	\$3,500,500	208.1	40.6	188.6	259.4	421.9	145.6
New Listings	4	-55.6	-60.0	-20.0	-50.0	-50.0	-69.2
Active Listings	21	-12.5	-27.6	-16.0	-58.0	-58.0	-46.2
Sales to New Listings Ratio ¹	175.0	33.3	50.0	100.0	37.5	37.5	53.8
Months of Inventory ²	3.0	8.0	5.8	5.0	16.7	16.7	5.6
Average Price	\$500,071	32.1	0.5	106.1	54.0	123.7	145.6
Median Price	\$446,000	4.2	-4.1	74.2	57.0	163.9	107.4
Sales to List Price Ratio	94.9	100.4	99.0	96.6	96.2	92.8	95.9
Median Days on Market	66.0	40.0	47.0	53.0	102.0	31.0	22.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	25	-19.4	-21.9	-40.5	31.6	13.6	-3.8
Dollar Volume	\$13,166,000	-15.5	13.9	-2.9	130.3	94.1	103.4
New Listings	41	-21.2	-24.1	-14.6	-28.1	-25.5	-46.1
Active Listings ³	22	-6.1	22.0	-17.1	-44.2	-47.6	-11.4
Sales to New Listings Ratio ⁴	61.0	59.6	59.3	87.5	33.3	40.0	34.2
Months of Inventory ⁵	6.2	5.3	4.0	4.5	14.6	13.5	6.7
Average Price	\$526,640	4.8	45.9	63.2	75.0	70.8	111.6
Median Price	\$495,000	10.2	43.0	49.1	74.3	88.2	107.8
Sales to List Price Ratio	96.3	97.8	98.4	96.3	96.1	94.7	96.3
Median Days on Market	55.0	51.0	33.5	50.5	59.0	70.0	13.0

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

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

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

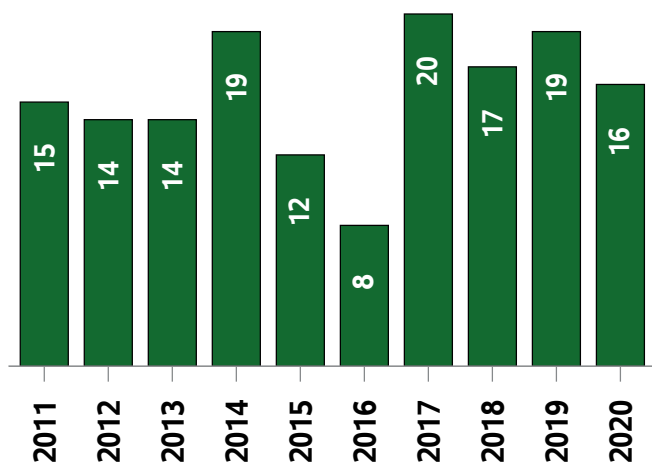
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

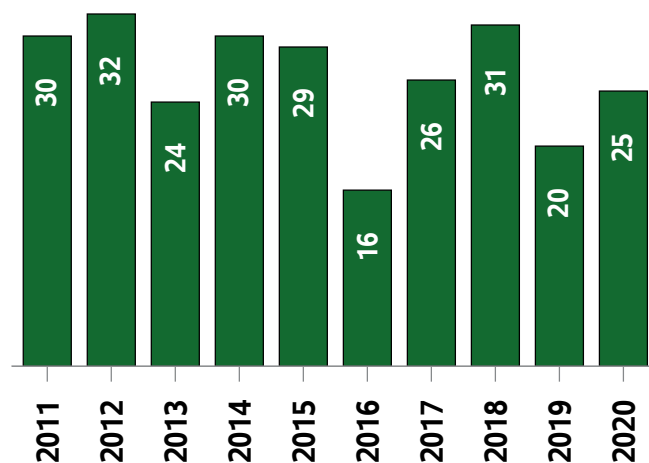
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

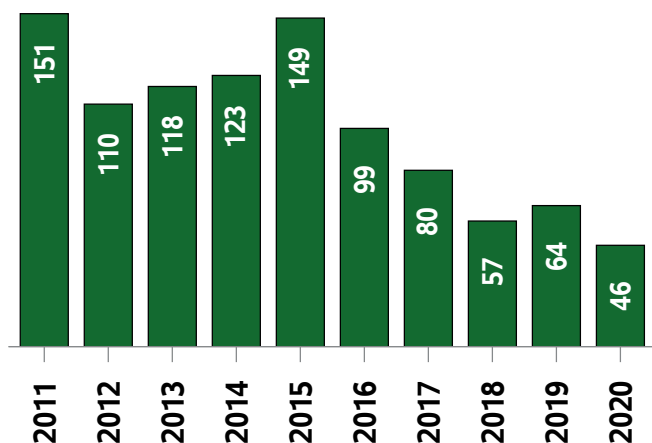
Sales Activity (July only)



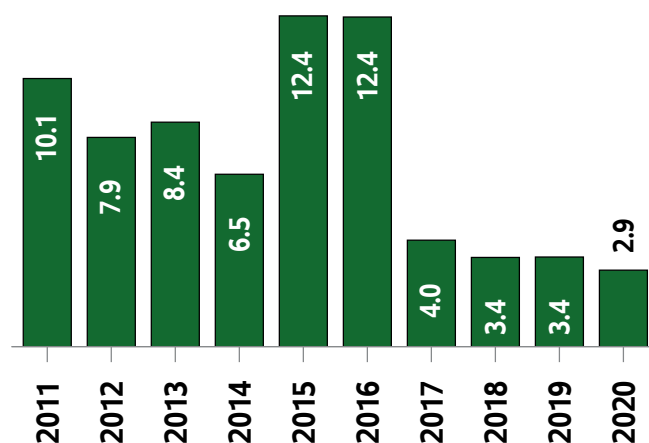
New Listings (July only)



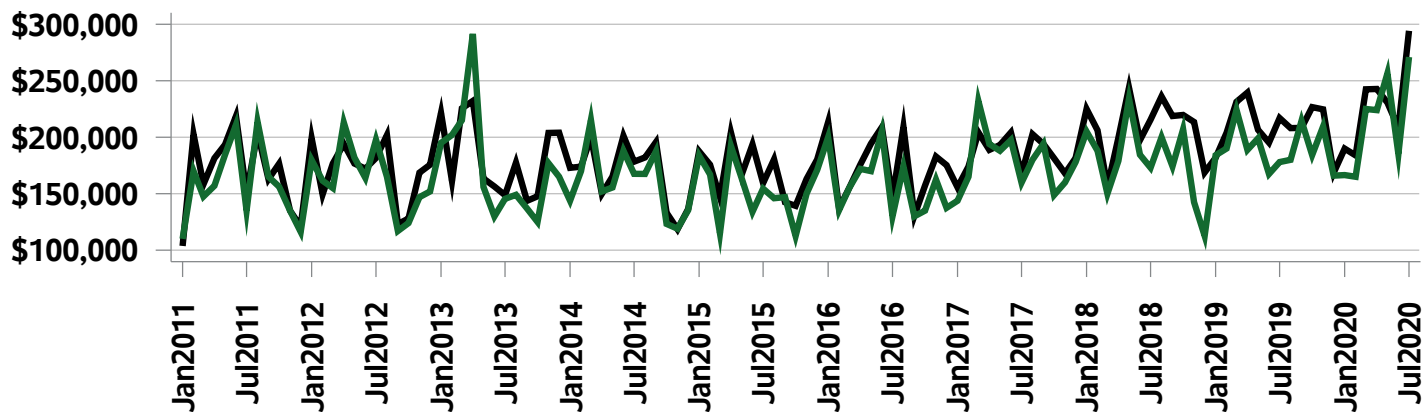
Active Listings (July only)



Months of Inventory (July only)

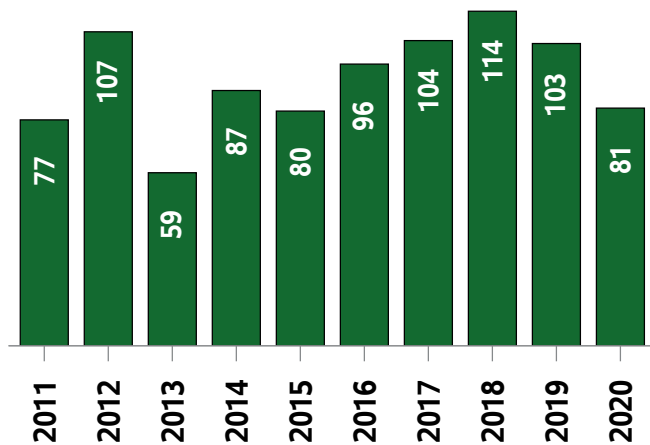


Average Price and Median Price

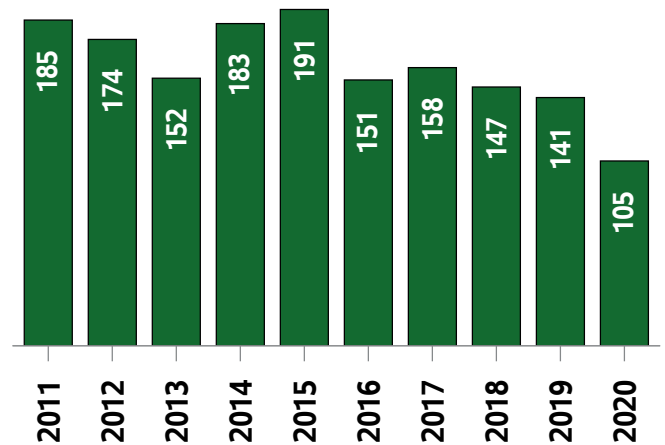


Trail MLS® Residential Market Activity

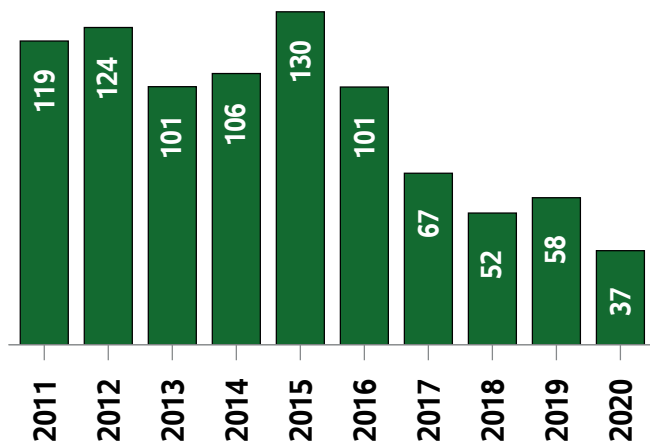
Sales Activity (July Year-to-date)



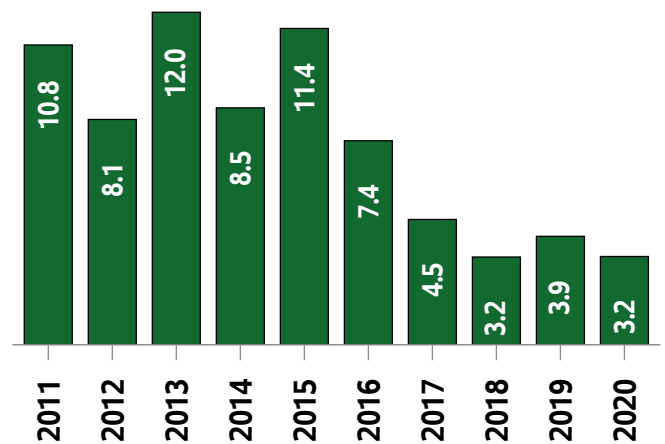
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Trail MLS® Residential Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	16	-15.8	-5.9	-20.0	33.3	14.3	166.7
Dollar Volume	\$4,707,500	14.2	28.5	40.6	146.1	126.1	445.8
New Listings	25	25.0	-19.4	-3.8	-13.8	4.2	56.3
Active Listings	46	-28.1	-19.3	-42.5	-69.1	-61.0	-64.1
Sales to New Listings Ratio ¹	64.0	95.0	54.8	76.9	41.4	58.3	37.5
Months of Inventory ²	2.9	3.4	3.4	4.0	12.4	8.4	21.3
Average Price	\$294,219	35.6	36.5	75.8	84.6	97.8	104.7
Median Price	\$271,000	52.2	56.6	69.6	75.4	86.3	76.3
Sales to List Price Ratio	97.7	95.1	97.8	94.8	94.3	96.9	95.0
Median Days on Market	34.5	36.0	26.0	61.5	77.5	56.5	55.5

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	81	-21.4	-28.9	-22.1	1.2	37.3	72.3
Dollar Volume	\$18,613,800	-14.3	-21.6	-4.5	32.8	74.8	103.8
New Listings	105	-25.5	-28.6	-33.5	-45.0	-30.9	-47.2
Active Listings ³	37	-36.0	-28.5	-45.1	-71.7	-63.5	-52.0
Sales to New Listings Ratio ⁴	77.1	73.0	77.6	65.8	41.9	38.8	23.6
Months of Inventory ⁵	3.2	3.9	3.2	4.5	11.4	12.0	11.4
Average Price	\$229,800	9.0	10.4	22.6	31.2	27.3	18.2
Median Price	\$207,500	9.9	13.9	15.9	29.1	29.7	15.3
Sales to List Price Ratio	95.5	96.1	97.5	95.3	93.8	95.0	94.9
Median Days on Market	43.0	53.0	40.0	57.0	92.0	58.0	19.0

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

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

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

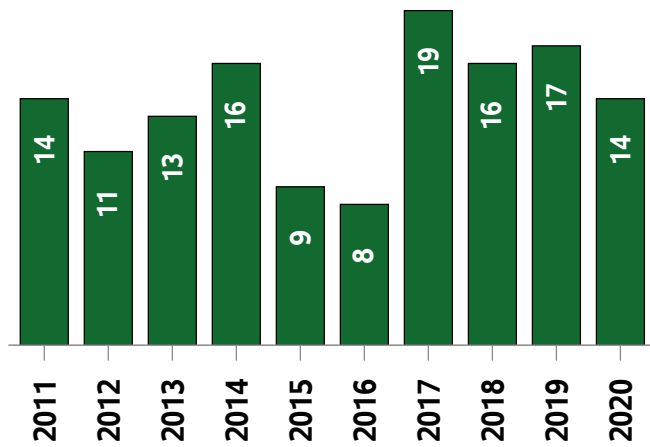
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

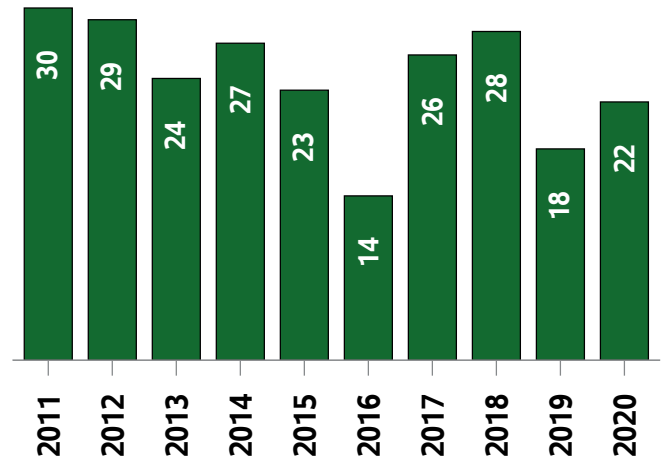
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

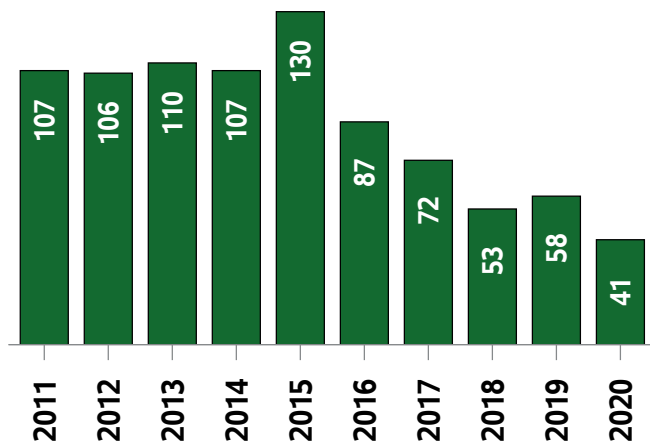
Sales Activity (July only)



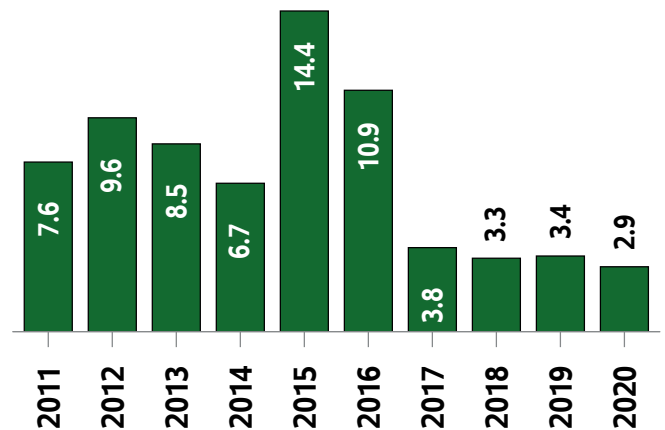
New Listings (July only)



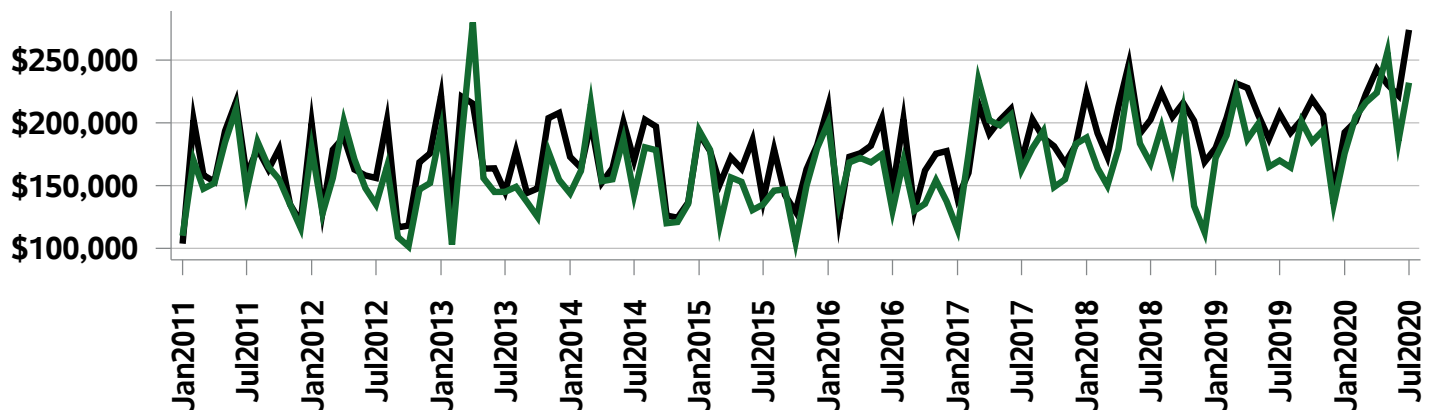
Active Listings (July only)



Months of Inventory (July only)

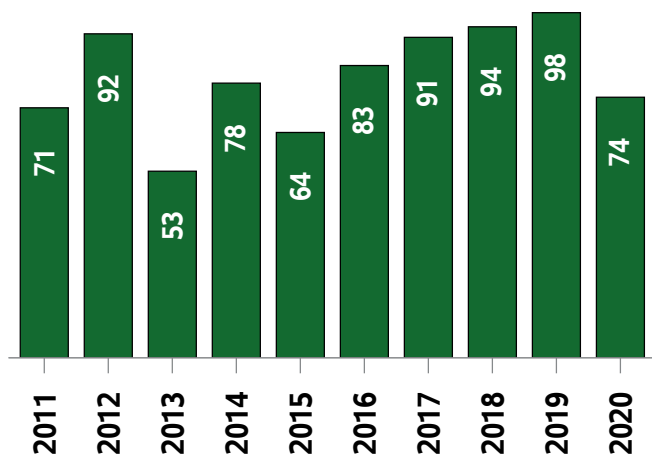


Average Price and Median Price

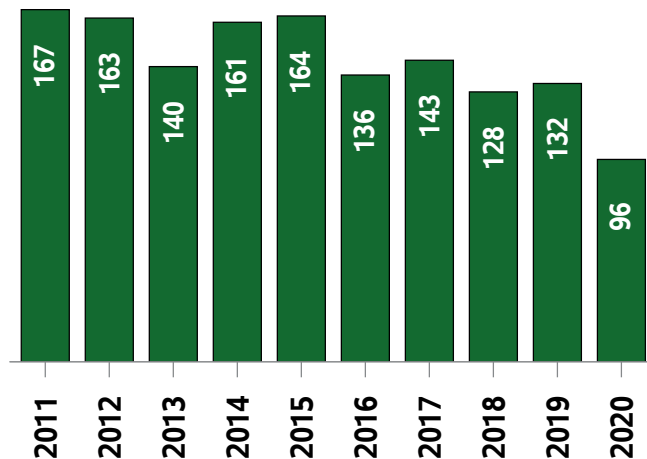


Trail MLS® Single Family Market Activity

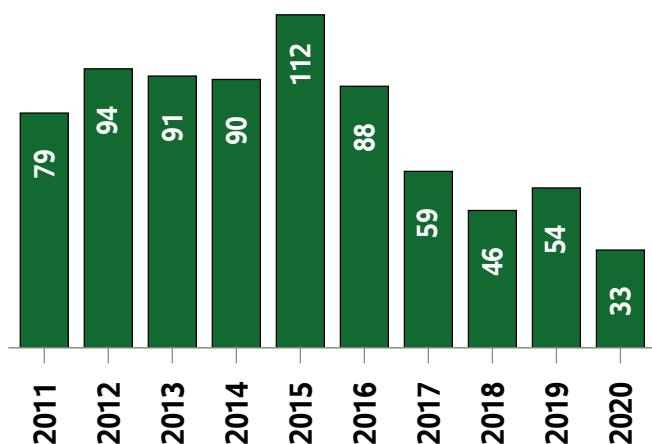
Sales Activity (July Year-to-date)



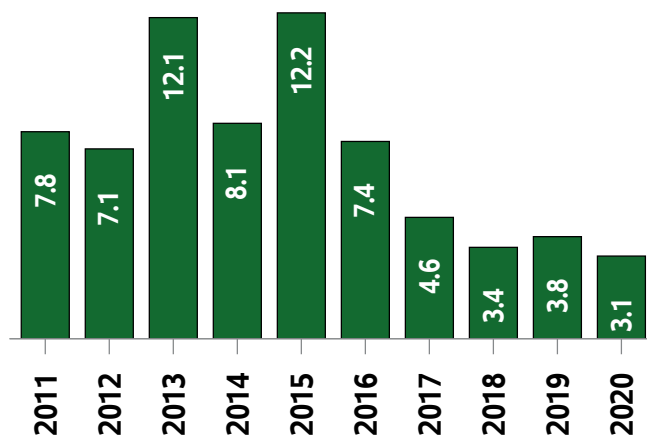
New Listings (July Year-to-date)



Active Listings ¹ (July Year-to-date)



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



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

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

Trail MLS® Single Family Market Activity

Actual	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	14	-17.6	-12.5	-26.3	55.6	7.7	180.0
Dollar Volume	\$3,837,500	8.9	18.4	19.3	208.5	103.4	436.3
New Listings	22	22.2	-21.4	-15.4	-4.3	-8.3	57.1
Active Listings	41	-29.3	-22.6	-43.1	-68.5	-62.7	-50.6
Sales to New Listings Ratio ¹	63.6	94.4	57.1	73.1	39.1	54.2	35.7
Months of Inventory ²	2.9	3.4	3.3	3.8	14.4	8.5	16.6
Average Price	\$274,107	32.2	35.4	62.0	98.4	88.8	91.5
Median Price	\$232,000	36.5	38.3	42.8	71.9	60.0	49.7
Sales to List Price Ratio	97.5	94.9	97.9	95.1	93.7	97.2	94.4
Median Days on Market	32.5	38.0	25.0	80.0	55.0	51.0	73.0

Year-to-date	July 2020	Compared to ⁶					
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	74	-24.5	-21.3	-18.7	15.6	39.6	80.5
Dollar Volume	\$16,903,800	-16.4	-13.2	-2.7	56.9	82.9	114.8
New Listings	96	-27.3	-25.0	-32.9	-41.5	-31.4	-32.9
Active Listings ³	33	-38.8	-28.8	-44.6	-70.6	-64.0	-42.5
Sales to New Listings Ratio ⁴	77.1	74.2	73.4	63.6	39.0	37.9	28.7
Months of Inventory ⁵	3.1	3.8	3.4	4.6	12.2	12.1	9.8
Average Price	\$228,430	10.7	10.2	19.6	35.7	31.0	19.0
Median Price	\$208,750	13.1	16.5	10.4	46.2	32.1	16.0
Sales to List Price Ratio	95.5	96.0	97.7	95.2	93.6	95.2	94.8
Median Days on Market	36.5	53.5	42.5	55.0	93.0	53.0	20.0

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

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

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

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

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

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