



**Kootenay Association of REALTORS®  
Residential Market Activity  
February 2021**

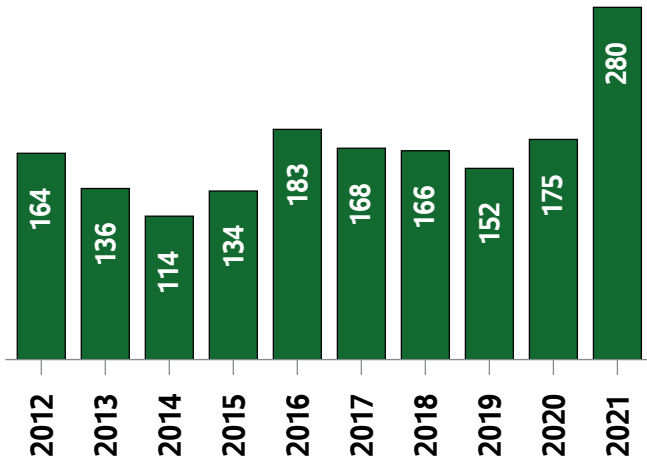


Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

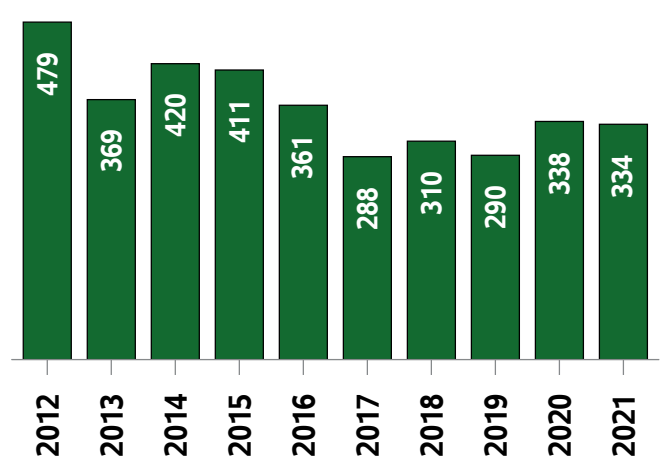
# Kootenay Association of REALTORS®

## MLS® Residential Market Activity

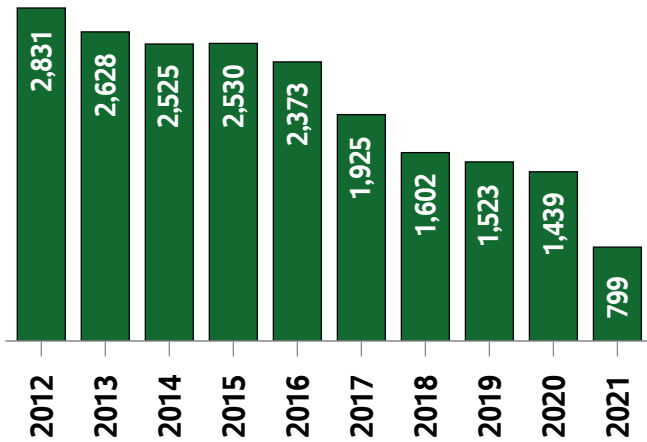
Sales Activity (February only)



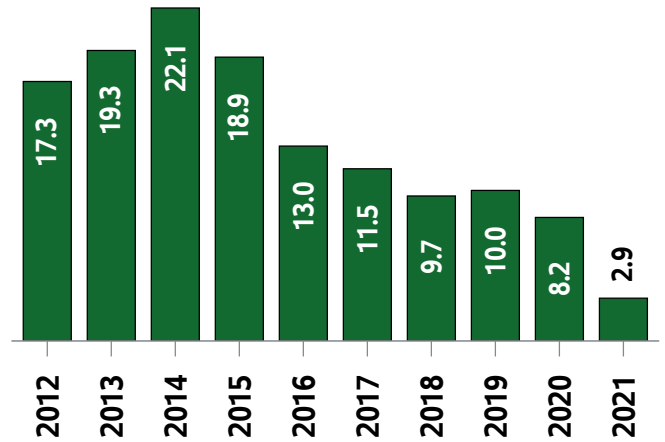
New Listings (February only)



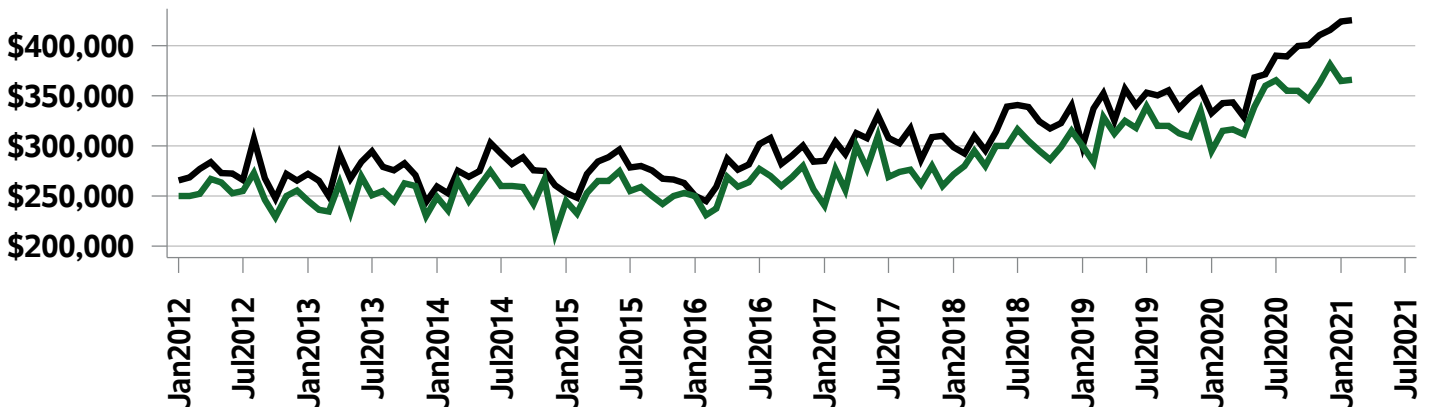
Active Listings (February only)



Months of Inventory (February only)



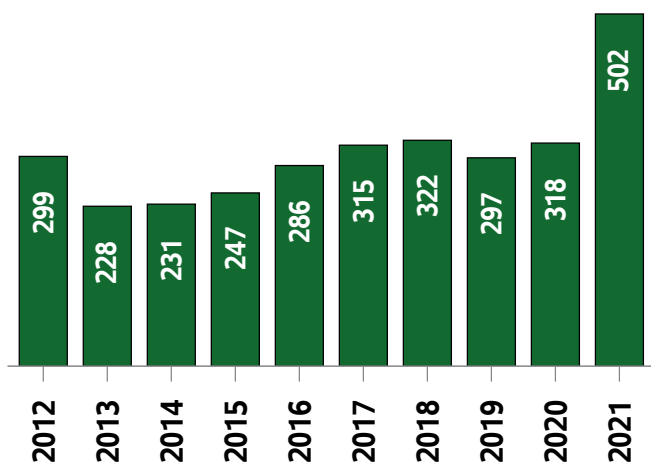
Average Price and Median Price



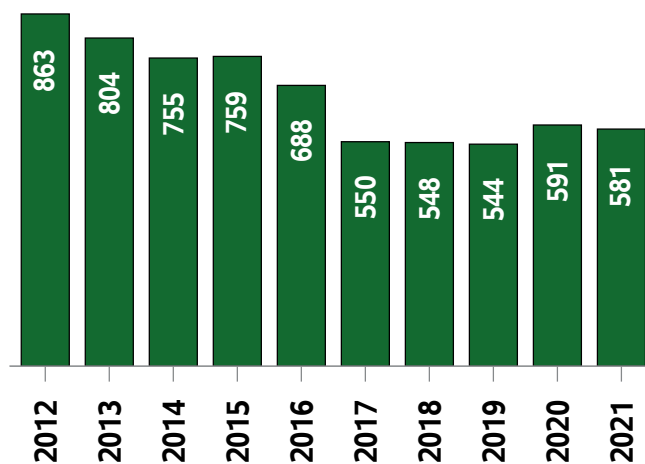
# Kootenay Association of REALTORS®

## MLS® Residential Market Activity

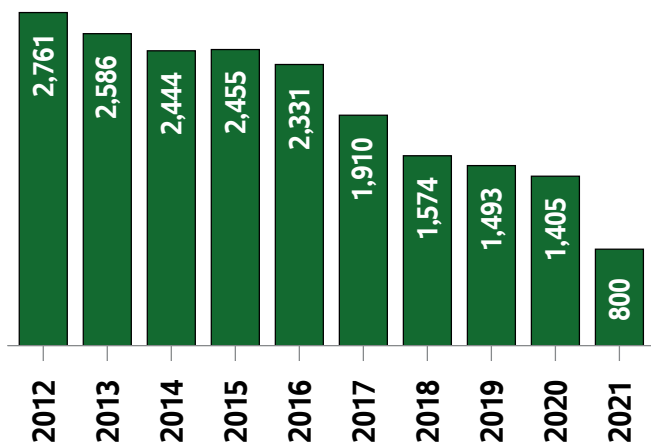
Sales Activity (February Year-to-date)



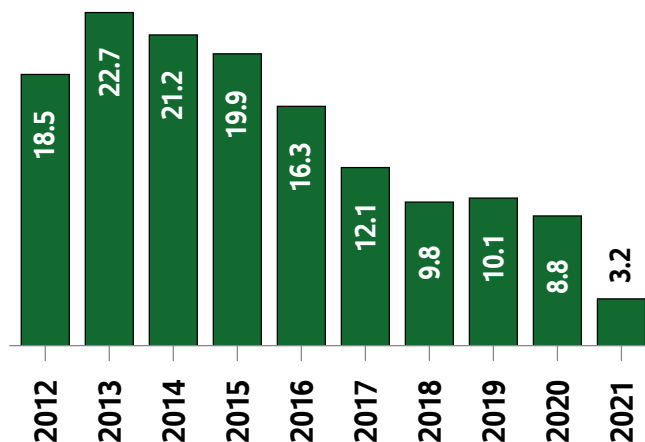
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

<sup>2</sup> 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	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	280	60.0	84.2	68.7	53.0	145.6	118.8
Dollar Volume	\$119,124,698	98.7	132.3	145.4	165.8	313.5	281.6
New Listings	334	-1.2	15.2	7.7	-7.5	-20.5	-30.6
Active Listings	799	-44.5	-47.5	-50.1	-66.3	-68.4	-71.2
Sales to New Listings Ratio <sup>1</sup>	83.8	51.8	52.4	53.5	50.7	27.1	26.6
Months of Inventory <sup>2</sup>	2.9	8.2	10.0	9.7	13.0	22.1	21.7
Average Price	\$425,445	24.2	26.1	45.5	73.7	68.4	74.5
Median Price	\$366,000	16.2	29.0	30.8	58.4	55.2	54.4
Sales to List Price Ratio	97.4	95.8	95.8	96.3	94.8	94.1	94.1
Median Days on Market	38.5	82.0	77.0	104.5	129.0	136.0	74.5
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	502	57.9	69.0	55.9	75.5	117.3	92.3
Dollar Volume	\$213,290,369	98.3	125.3	124.2	202.2	260.5	233.1
New Listings	581	-1.7	6.8	6.0	-15.6	-23.0	-32.3
Active Listings <sup>3</sup>	800	-43.1	-46.4	-49.2	-65.7	-67.3	-70.1
Sales to New Listings Ratio <sup>4</sup>	86.4	53.8	54.6	58.8	41.6	30.6	30.4
Months of Inventory <sup>5</sup>	3.2	8.8	10.1	9.8	16.3	21.2	20.5
Average Price	\$424,881	25.6	33.3	43.8	72.1	65.9	73.2
Median Price	\$365,000	17.4	25.9	32.5	55.3	50.2	55.3
Sales to List Price Ratio	97.6	95.7	95.5	96.0	94.3	94.0	93.1
Median Days on Market	48.0	87.0	82.0	99.0	126.0	126.0	93.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

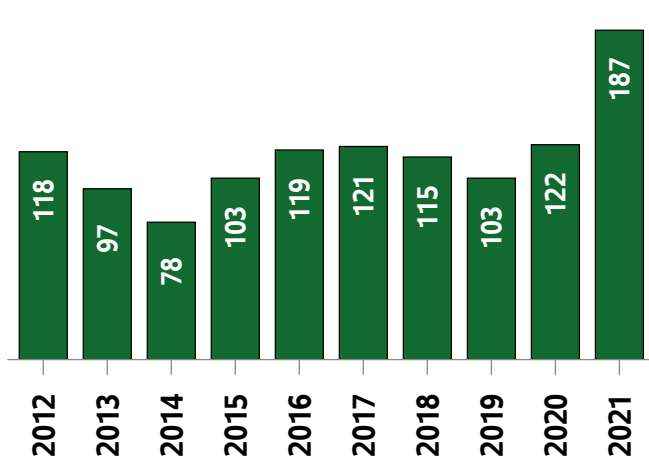
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

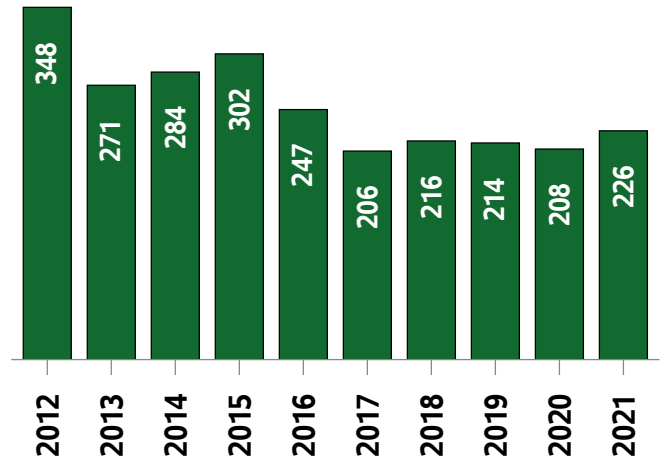
# Kootenay Association of REALTORS®

## MLS® Single Family Market Activity

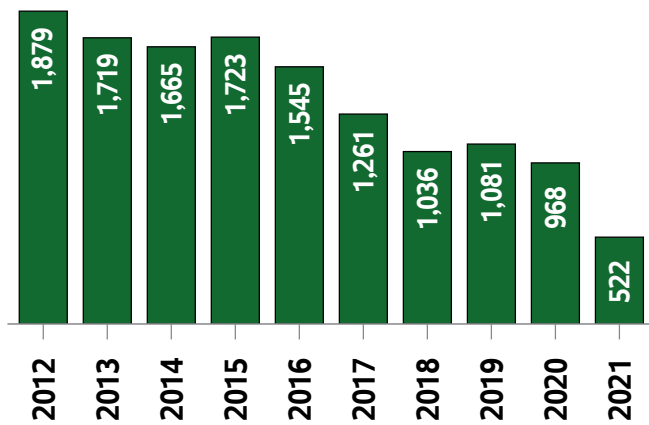
Sales Activity (February only)



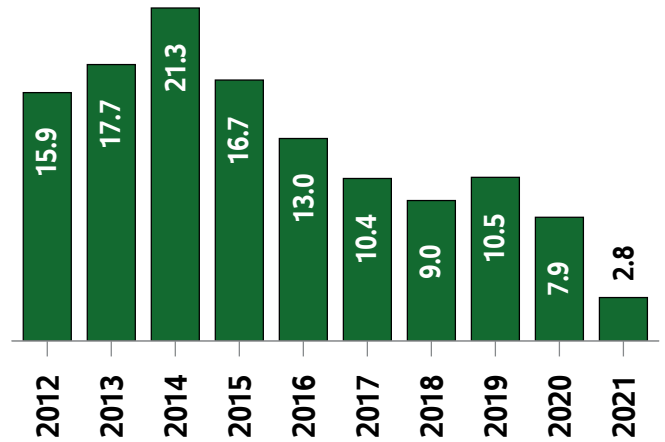
New Listings (February only)



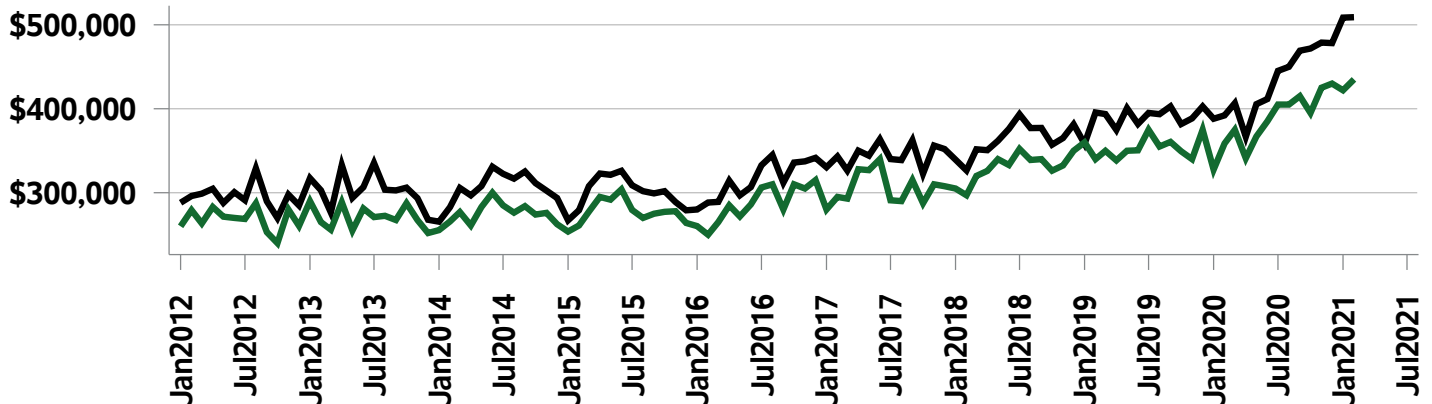
Active Listings (February only)



Months of Inventory (February only)



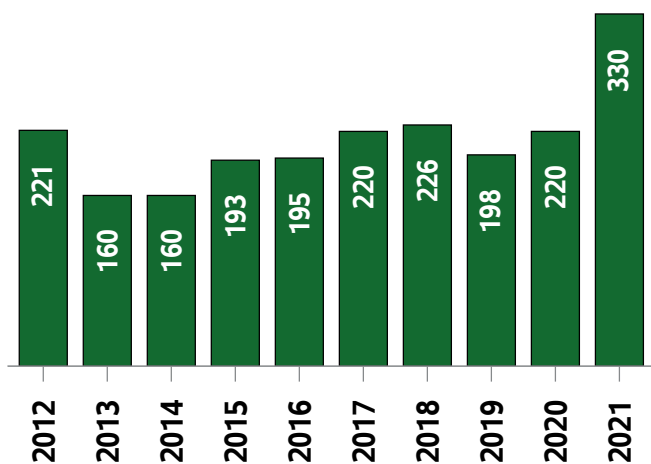
Average Price and Median Price



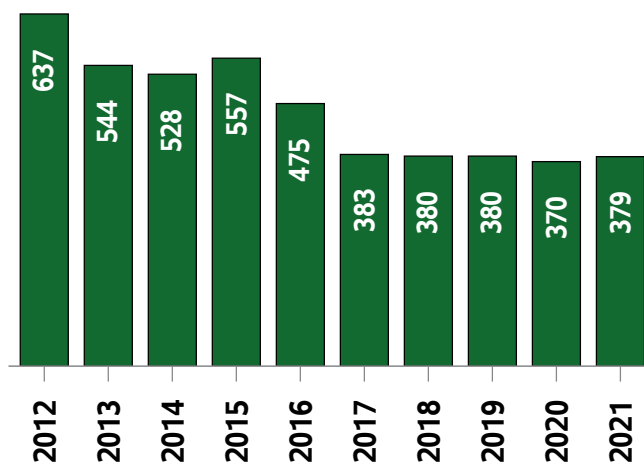
# Kootenay Association of REALTORS®

## MLS® Single Family Market Activity

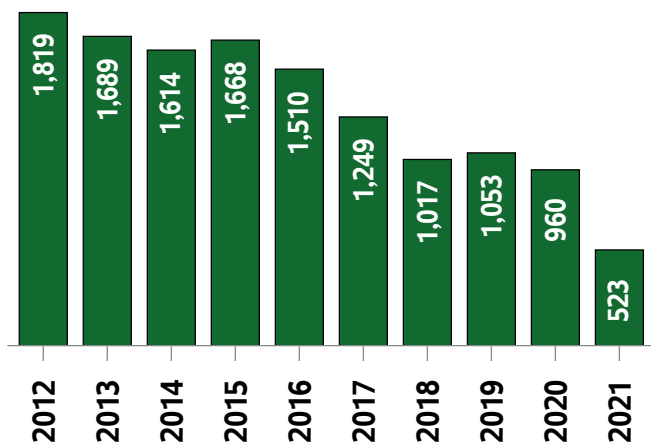
Sales Activity (February Year-to-date)



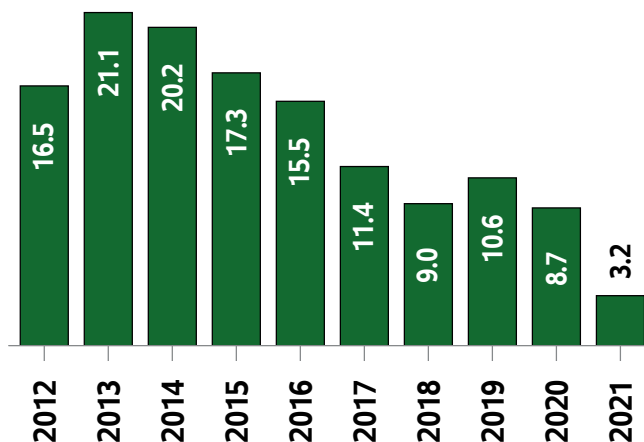
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

<sup>2</sup> 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	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	187	53.3	81.6	62.6	57.1	139.7	96.8
Dollar Volume	\$95,188,481	99.0	133.7	153.5	177.4	331.6	280.8
New Listings	226	8.7	5.6	4.6	-8.5	-20.4	-23.4
Active Listings	522	-46.1	-51.7	-49.6	-66.2	-68.6	-71.0
Sales to New Listings Ratio <sup>1</sup>	82.7	58.7	48.1	53.2	48.2	27.5	32.2
Months of Inventory <sup>2</sup>	2.8	7.9	10.5	9.0	13.0	21.3	18.9
Average Price	\$509,029	29.8	28.7	55.9	76.6	80.0	93.5
Median Price	\$435,000	21.3	27.9	46.5	74.0	63.7	72.6
Sales to List Price Ratio	97.1	96.3	95.9	96.3	94.8	94.1	94.5
Median Days on Market	57.0	80.5	79.0	103.0	107.0	136.0	68.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	330	50.0	66.7	46.0	69.2	106.3	80.3
Dollar Volume	\$167,909,702	95.5	124.6	123.2	202.0	283.1	234.6
New Listings	379	2.4	-0.3	-0.3	-20.2	-28.2	-35.1
Active Listings <sup>3</sup>	523	-45.6	-50.4	-48.6	-65.4	-67.6	-70.1
Sales to New Listings Ratio <sup>4</sup>	87.1	59.5	52.1	59.5	41.1	30.3	31.3
Months of Inventory <sup>5</sup>	3.2	8.7	10.6	9.0	15.5	20.2	19.1
Average Price	\$508,817	30.4	34.7	52.9	78.5	85.8	85.6
Median Price	\$427,500	23.5	20.9	43.0	66.3	64.4	67.6
Sales to List Price Ratio	97.5	95.7	95.7	96.1	94.4	94.0	93.8
Median Days on Market	57.0	88.0	86.0	94.0	113.0	120.5	86.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

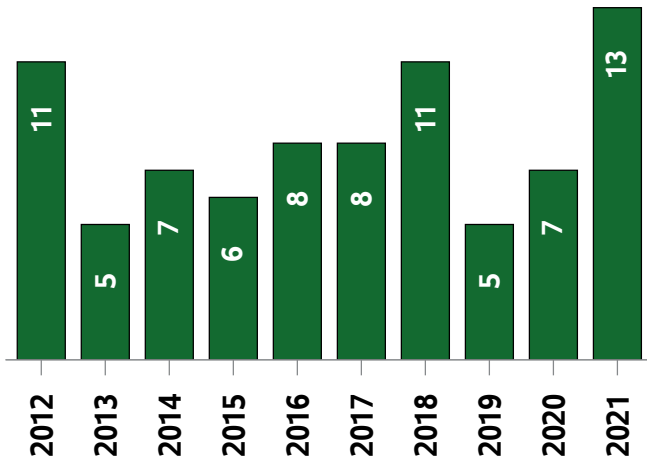
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

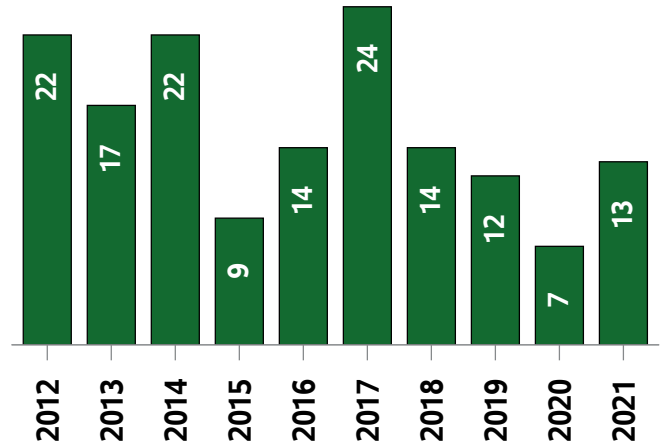
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Castlegar MLS® Residential Market Activity

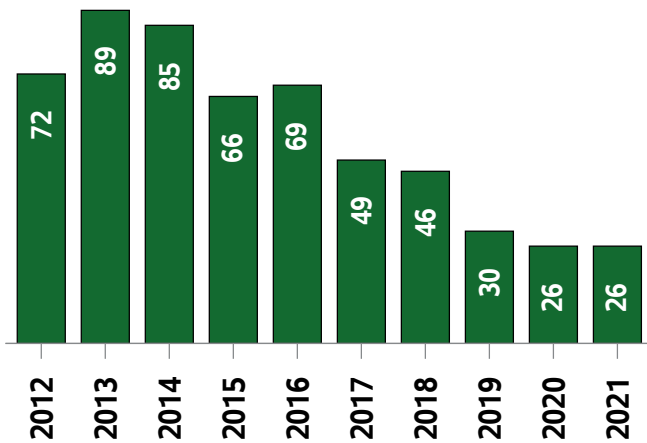
Sales Activity (February only)



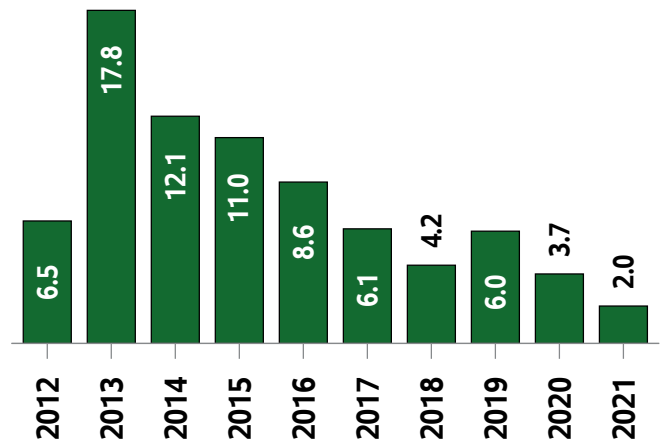
New Listings (February only)



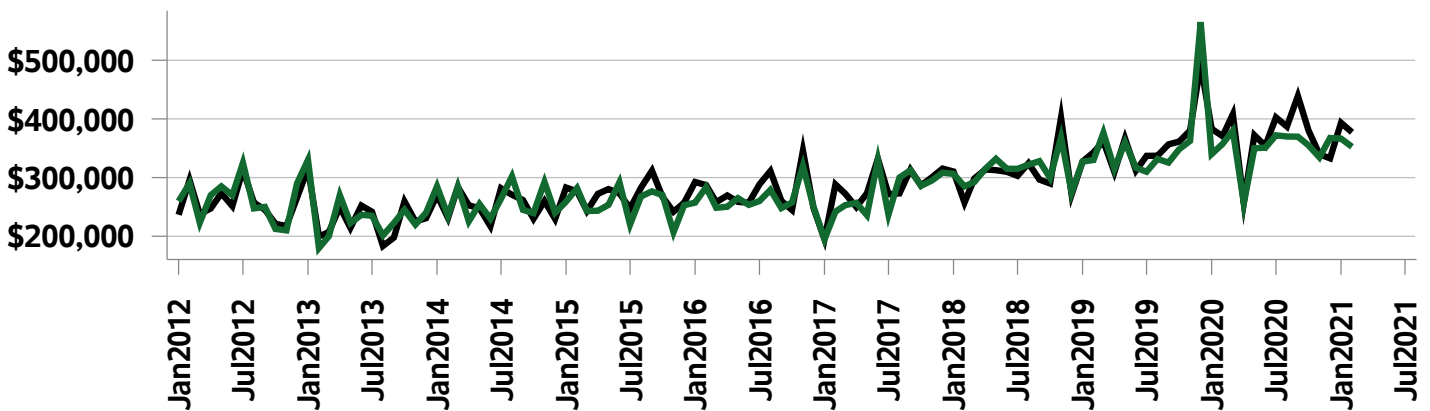
Active Listings (February only)



Months of Inventory (February only)



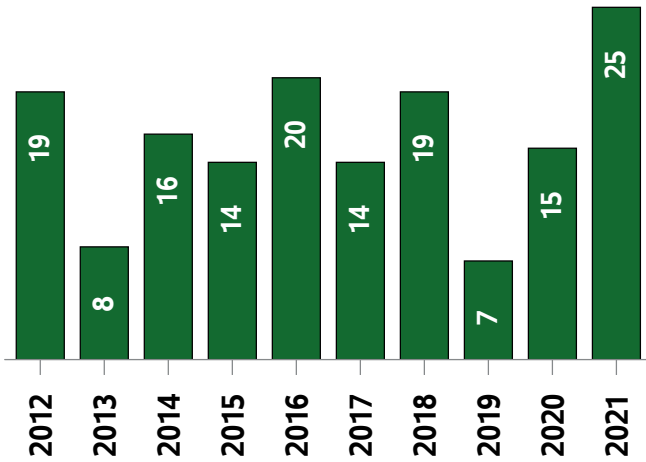
Average Price and Median Price



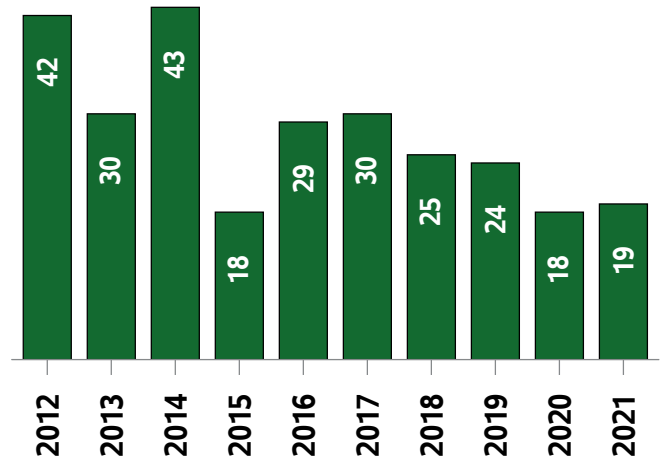


# Castlegar MLS® Residential Market Activity

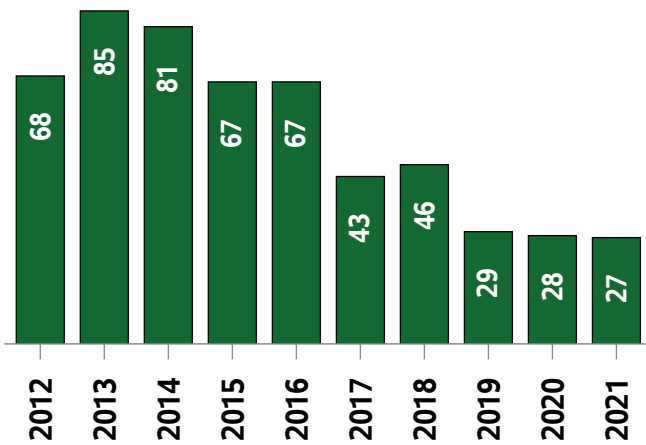
Sales Activity (February Year-to-date)



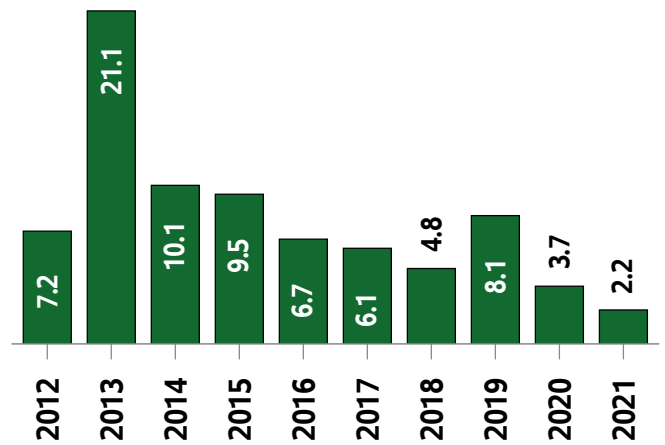
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Castlegar MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	13	85.7	160.0	18.2	62.5	85.7	85.7
Dollar Volume	\$4,903,040	89.0	185.9	73.2	113.4	202.8	149.5
New Listings	13	85.7	8.3	-7.1	-7.1	-40.9	-18.8
Active Listings	26	0.0	-13.3	-43.5	-62.3	-69.4	-10.3
Sales to New Listings Ratio <sup>1</sup>	100.0	100.0	41.7	78.6	57.1	31.8	43.8
Months of Inventory <sup>2</sup>	2.0	3.7	6.0	4.2	8.6	12.1	4.1
Average Price	\$377,157	1.8	10.0	46.5	31.3	63.1	34.3
Median Price	\$352,500	-1.4	6.8	23.7	24.3	50.0	23.0
Sales to List Price Ratio	95.7	96.9	96.8	96.6	96.0	94.6	95.5
Median Days on Market	84.0	37.0	35.0	29.0	59.5	78.0	16.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	25	66.7	257.1	31.6	25.0	56.3	150.0
Dollar Volume	\$9,623,203	70.0	306.1	81.1	65.7	137.6	265.7
New Listings	19	5.6	-20.8	-24.0	-34.5	-55.8	-52.5
Active Listings <sup>3</sup>	27	-1.8	-5.3	-40.7	-59.4	-66.5	10.2
Sales to New Listings Ratio <sup>4</sup>	131.6	83.3	29.2	76.0	69.0	37.2	25.0
Months of Inventory <sup>5</sup>	2.2	3.7	8.1	4.8	6.7	10.1	4.9
Average Price	\$384,928	2.0	13.7	37.6	32.6	52.0	46.3
Median Price	\$352,500	3.7	6.8	18.5	30.6	36.6	26.7
Sales to List Price Ratio	96.8	96.4	96.4	96.5	96.0	94.6	95.5
Median Days on Market	48.0	56.0	35.0	64.0	65.5	97.0	2.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

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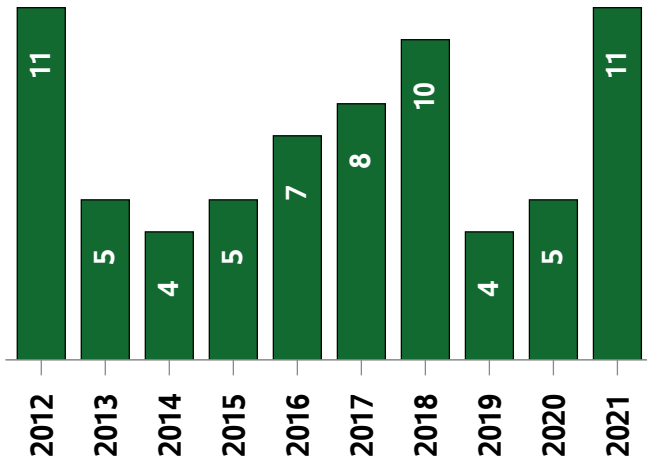
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

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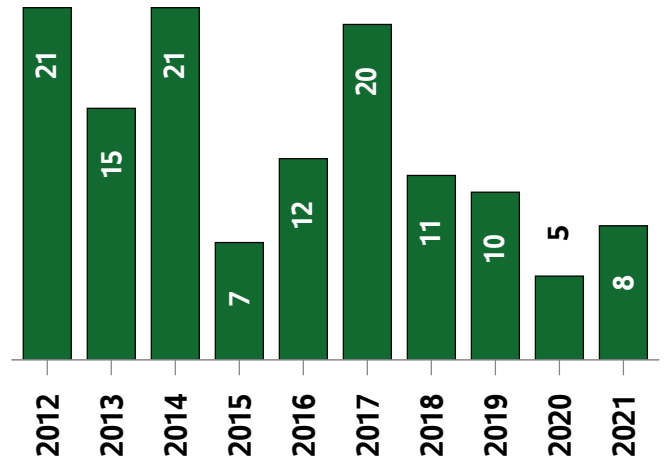
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Castlegar MLS® Single Family Market Activity

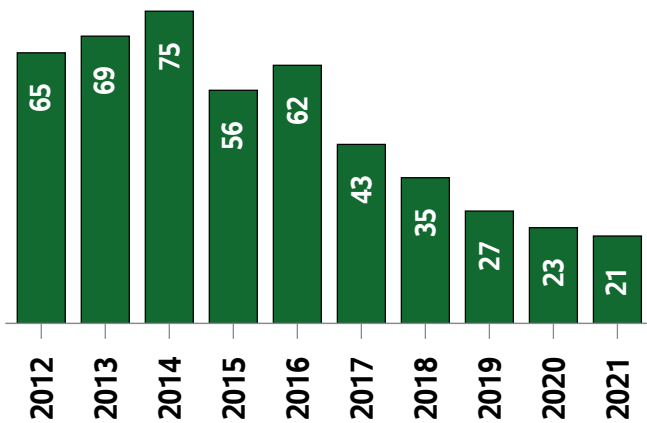
Sales Activity (February only)



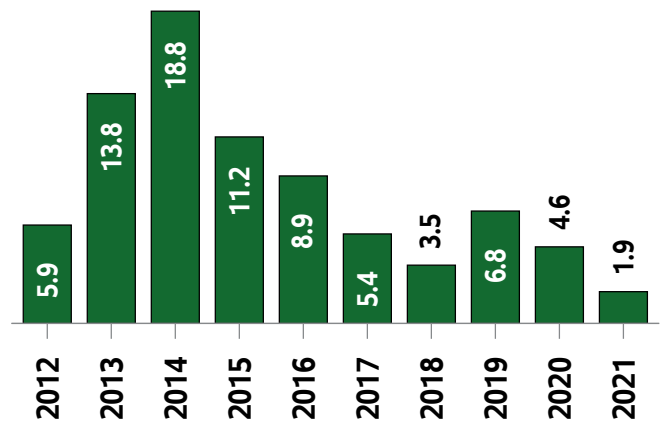
New Listings (February only)



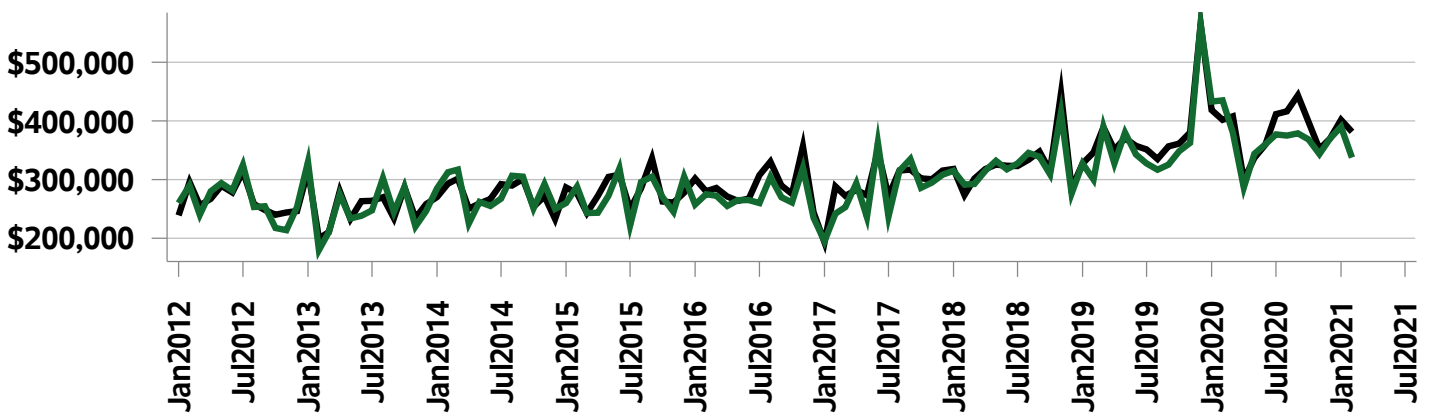
Active Listings (February only)



Months of Inventory (February only)

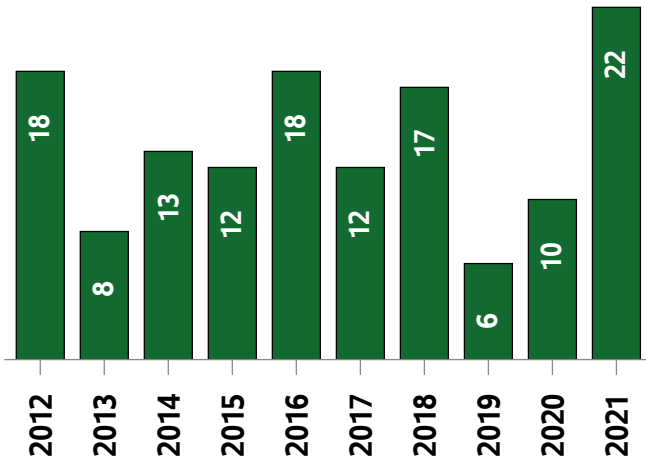


Average Price and Median Price

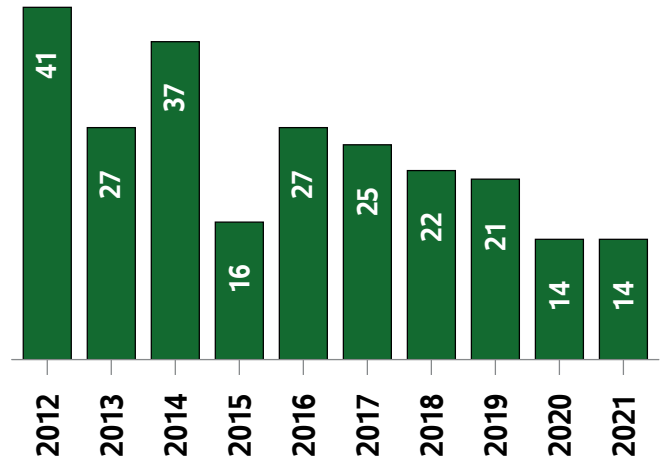


# Castlegar MLS® Single Family Market Activity

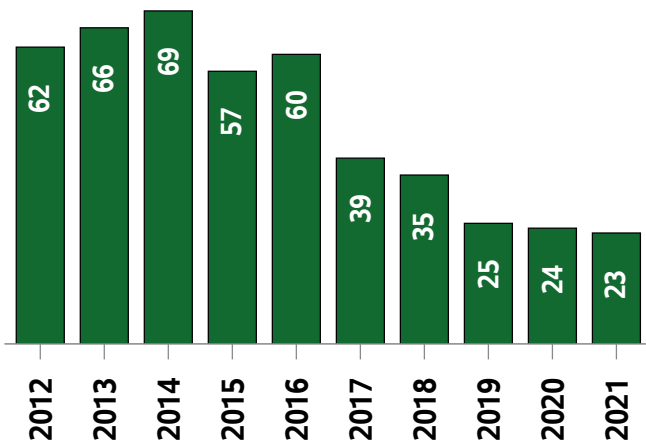
Sales Activity (February Year-to-date)



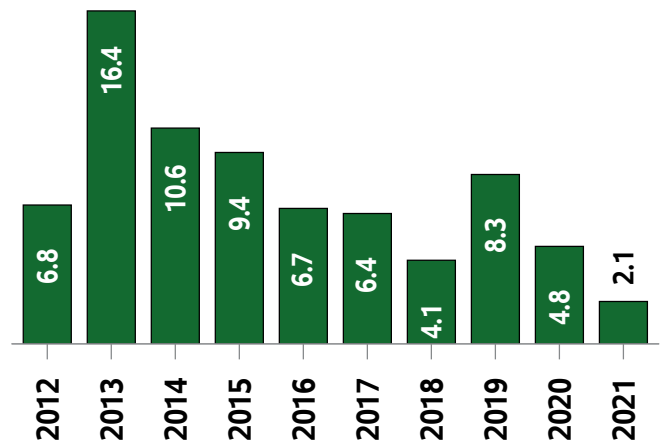
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Castlegar MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	11	120.0	175.0	10.0	57.1	175.0	57.1
Dollar Volume	\$4,195,540	108.8	202.9	53.3	114.0	257.8	113.5
New Listings	8	60.0	-20.0	-27.3	-33.3	-61.9	-33.3
Active Listings	21	-8.7	-22.2	-40.0	-66.1	-72.0	-4.5
Sales to New Listings Ratio <sup>1</sup>	137.5	100.0	40.0	90.9	58.3	19.0	58.3
Months of Inventory <sup>2</sup>	1.9	4.6	6.8	3.5	8.9	18.8	3.1
Average Price	\$381,413	-5.1	10.2	39.4	36.2	30.1	35.8
Median Price	\$337,500	-22.4	12.5	15.8	22.7	8.0	17.8
Sales to List Price Ratio	95.7	96.6	97.5	96.7	96.7	93.3	95.5
Median Days on Market	41.0	56.0	26.0	28.0	64.0	87.0	16.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	22	120.0	266.7	29.4	22.2	69.2	120.0
Dollar Volume	\$8,615,703	110.0	322.4	73.6	63.2	139.0	227.4
New Listings	14	0.0	-33.3	-36.4	-48.1	-62.2	-57.6
Active Listings <sup>3</sup>	23	-4.2	-8.0	-34.3	-61.7	-66.7	17.9
Sales to New Listings Ratio <sup>4</sup>	157.1	71.4	28.6	77.3	66.7	35.1	30.3
Months of Inventory <sup>5</sup>	2.1	4.8	8.3	4.1	6.7	10.6	3.9
Average Price	\$391,623	-4.5	15.2	34.1	33.5	41.2	48.8
Median Price	\$366,450	-15.6	15.9	23.0	35.7	28.6	31.7
Sales to List Price Ratio	96.9	96.1	96.8	96.6	96.2	94.1	95.5
Median Days on Market	43.0	45.5	29.0	36.0	65.5	112.0	2.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

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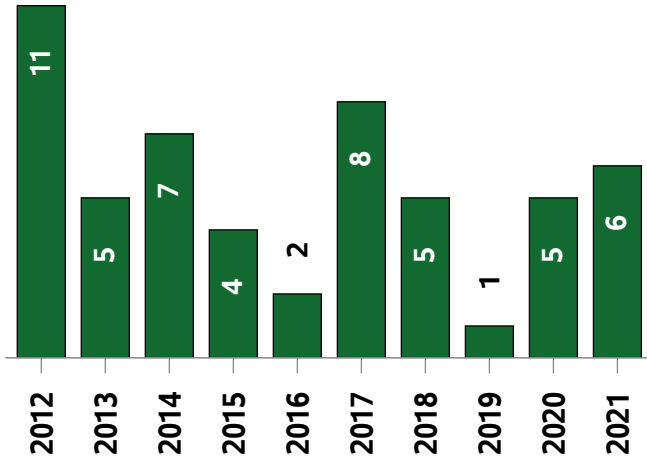
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

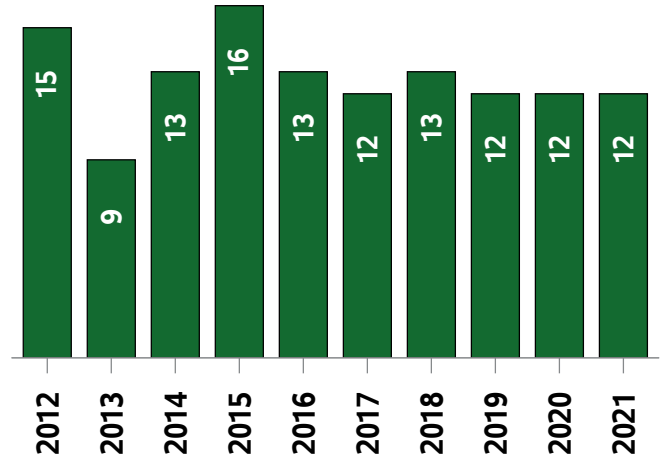
# Sparwood

## MLS® Residential Market Activity

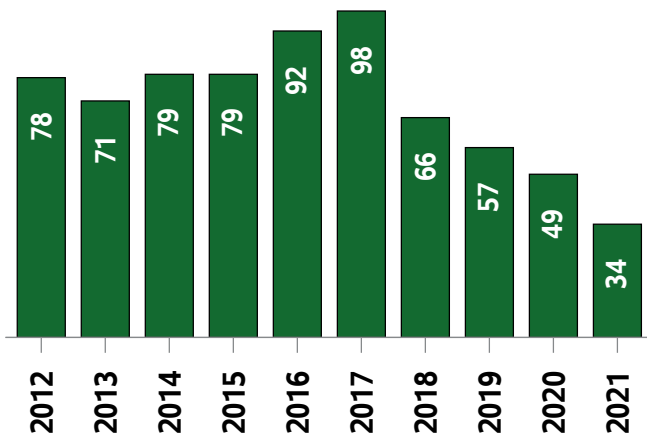
Sales Activity (February only)



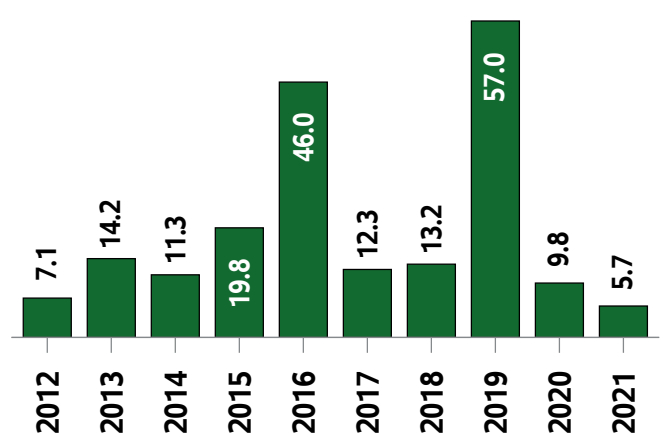
New Listings (February only)



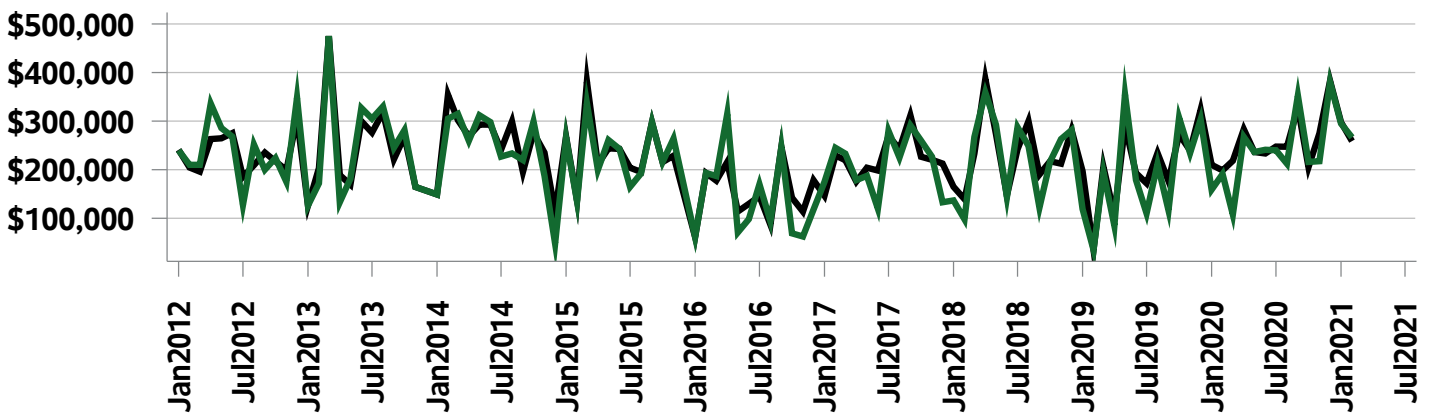
Active Listings (February only)



Months of Inventory (February only)

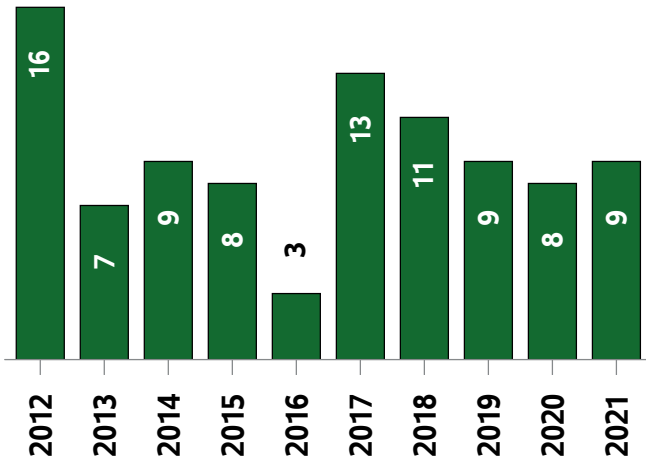


Average Price and Median Price

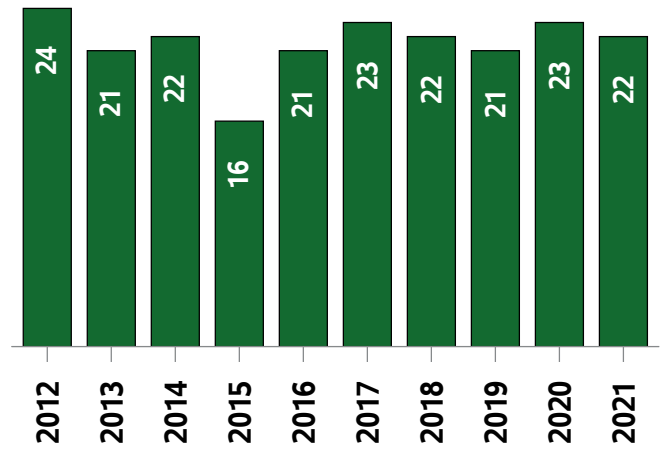


# Sparwood MLS® Residential Market Activity

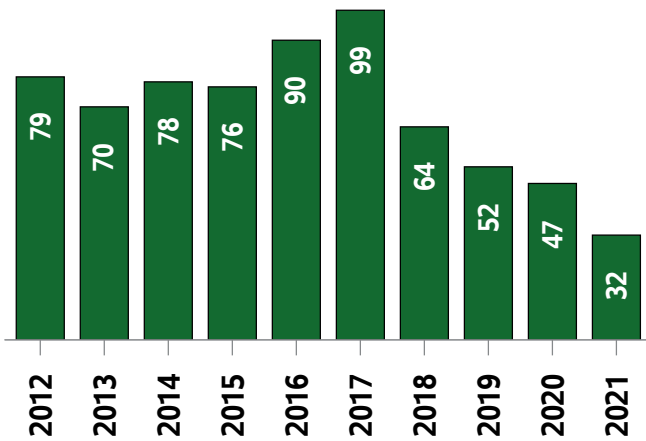
Sales Activity (February Year-to-date)



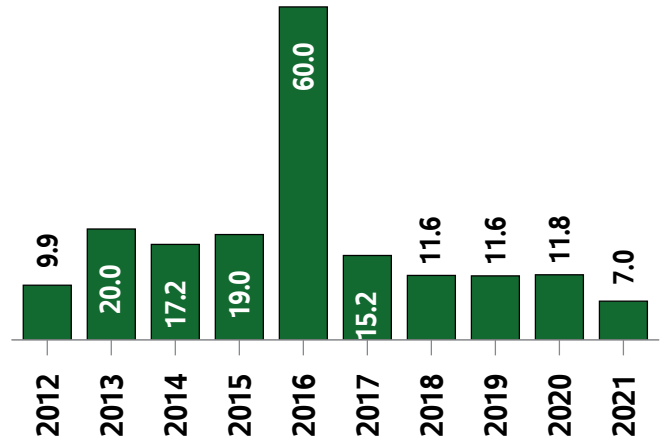
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Sparwood

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	6	20.0	500.0	20.0	200.0	-14.3	200.0
Dollar Volume	\$1,552,540	56.4	4,335.8	122.8	301.7	-37.4	254.5
New Listings	12	0.0	0.0	-7.7	-7.7	-7.7	33.3
Active Listings	34	-30.6	-40.4	-48.5	-63.0	-57.0	142.9
Sales to New Listings Ratio <sup>1</sup>	50.0	41.7	8.3	38.5	15.4	53.8	22.2
Months of Inventory <sup>2</sup>	5.7	9.8	57.0	13.2	46.0	11.3	7.0
Average Price	\$258,757	30.3	639.3	85.6	33.9	-27.0	18.2
Median Price	\$266,520	39.5	661.5	172.0	37.9	-12.6	21.7
Sales to List Price Ratio	96.1	94.1	87.5	98.5	96.1	95.7	96.9
Median Days on Market	35.0	110.0	71.0	43.0	207.0	147.0	8.5
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	9	12.5	0.0	-18.2	200.0	0.0	125.0
Dollar Volume	\$2,446,040	50.8	51.9	45.1	446.0	-11.9	280.5
New Listings	22	-4.3	4.8	0.0	4.8	0.0	15.8
Active Listings <sup>3</sup>	32	-33.0	-39.4	-50.8	-65.0	-59.4	186.4
Sales to New Listings Ratio <sup>4</sup>	40.9	34.8	42.9	50.0	14.3	40.9	21.1
Months of Inventory <sup>5</sup>	7.0	11.8	11.6	11.6	60.0	17.2	5.5
Average Price	\$271,782	34.0	51.9	77.3	82.0	-11.9	69.1
Median Price	\$289,540	65.5	168.1	155.1	140.3	-0.2	111.4
Sales to List Price Ratio	96.3	94.9	94.7	95.3	92.2	94.7	97.0
Median Days on Market	42.0	81.0	98.0	115.0	126.0	114.0	7.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

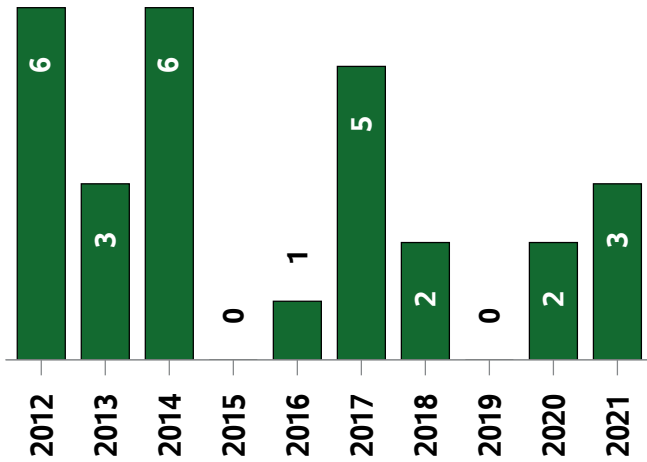
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

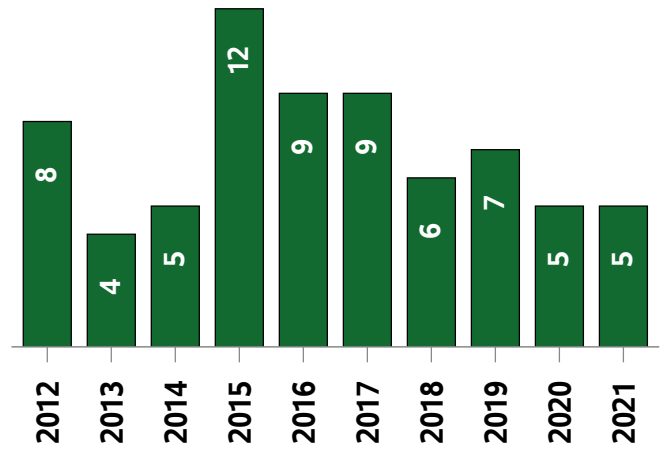


# Sparwood MLS® Single Family Market Activity

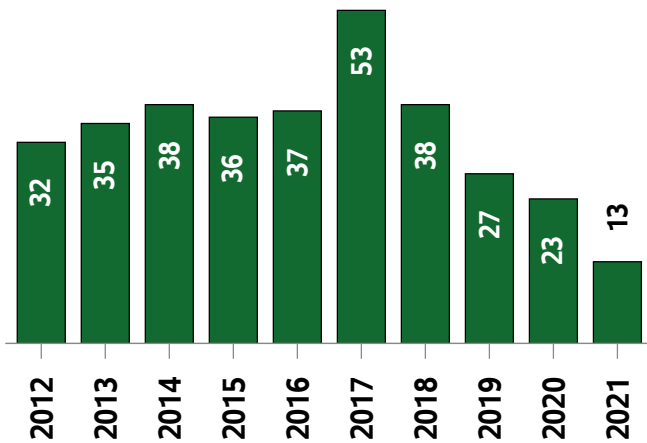
Sales Activity (February only)



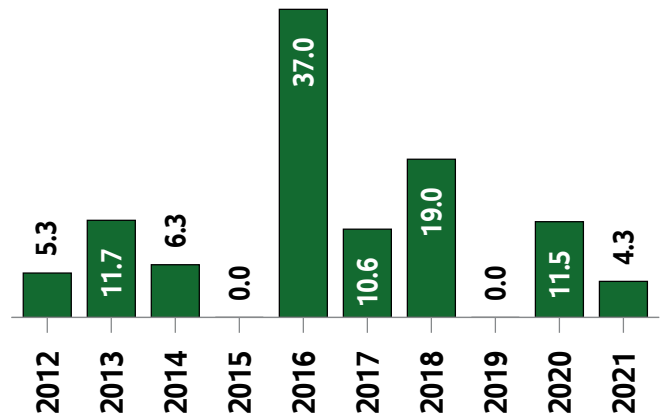
New Listings (February only)



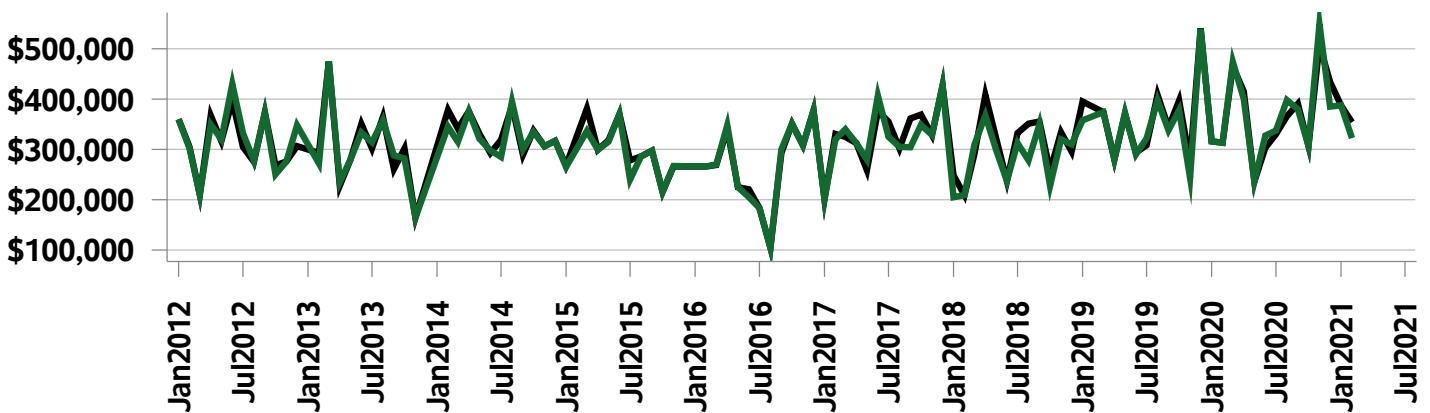
Active Listings (February only)



Months of Inventory (February only)

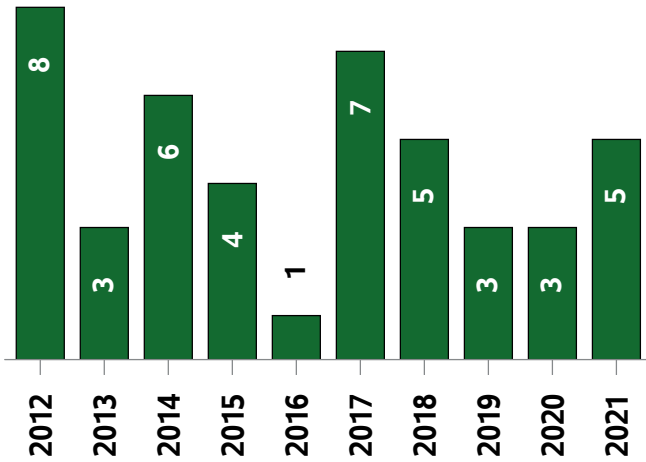


Average Price and Median Price

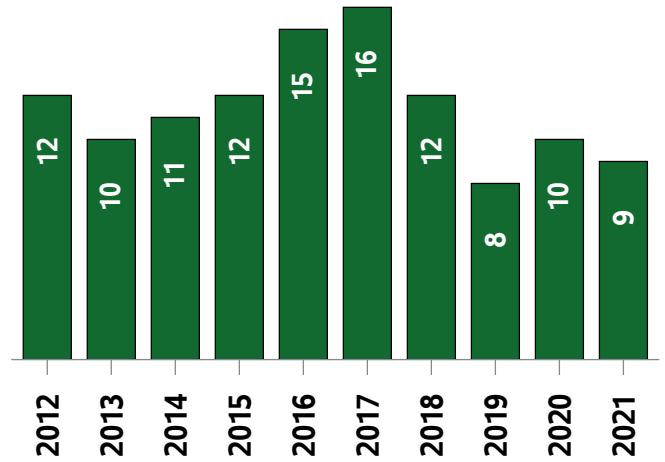


# Sparwood MLS® Single Family Market Activity

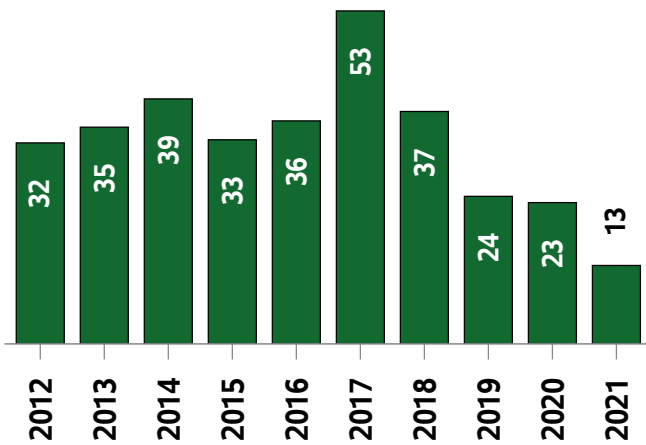
Sales Activity (February Year-to-date)



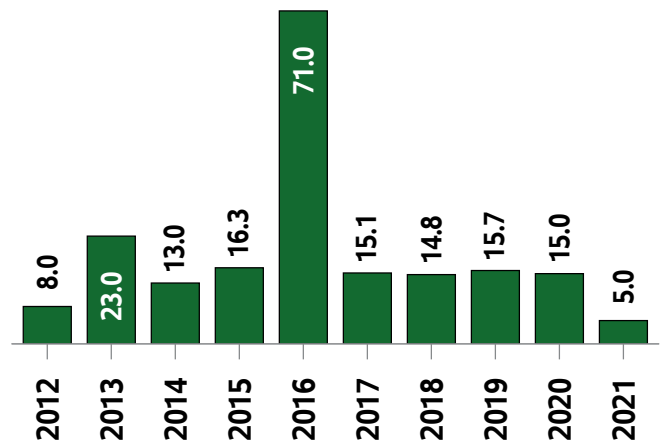
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Sparwood

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	3	50.0	—	50.0	200.0	-50.0	200.0
Dollar Volume	\$1,062,040	69.5	—	154.1	299.3	-53.2	267.5
New Listings	5	0.0	-28.6	-16.7	-44.4	0.0	25.0
Active Listings	13	-43.5	-51.9	-65.8	-64.9	-65.8	116.7
Sales to New Listings Ratio <sup>1</sup>	60.0	40.0	—	33.3	11.1	120.0	25.0
Months of Inventory <sup>2</sup>	4.3	11.5	—	19.0	37.0	6.3	6.0
Average Price	\$354,013	13.0	—	69.4	33.1	-6.4	22.5
Median Price	\$322,500	2.9	—	54.3	21.2	-6.5	11.6
Sales to List Price Ratio	95.4	92.9	—	98.1	95.5	95.8	100.0
Median Days on Market	28.0	62.5	—	34.5	288.0	157.0	2.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	5	66.7	66.7	0.0	400.0	-16.7	400.0
Dollar Volume	\$1,837,040	94.9	55.0	58.0	590.6	-19.1	535.7
New Listings	9	-10.0	12.5	-25.0	-40.0	-18.2	12.5
Active Listings <sup>3</sup>	13	-44.4	-46.8	-66.2	-64.8	-67.9	150.0
Sales to New Listings Ratio <sup>4</sup>	55.6	30.0	37.5	41.7	6.7	54.5	12.5
Months of Inventory <sup>5</sup>	5.0	15.0	15.7	14.8	71.0	13.0	10.0
Average Price	\$367,408	16.9	-7.0	58.0	38.1	-2.9	27.1
Median Price	\$322,500	2.1	-9.9	57.3	21.2	-6.5	11.6
Sales to List Price Ratio	95.8	94.7	97.3	96.3	95.5	95.8	100.0
Median Days on Market	69.0	88.0	136.0	111.0	288.0	157.0	2.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

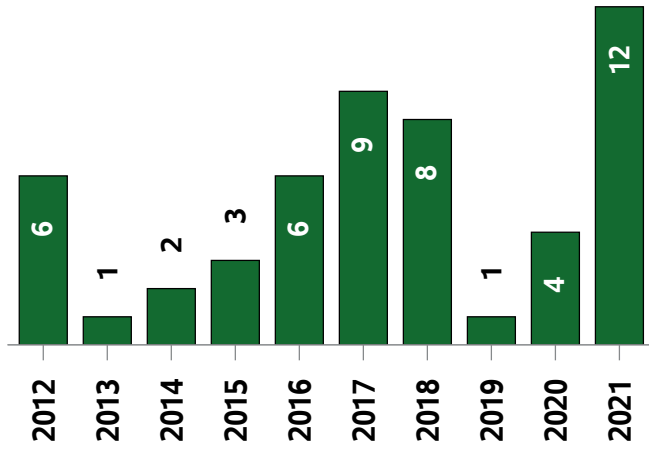
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

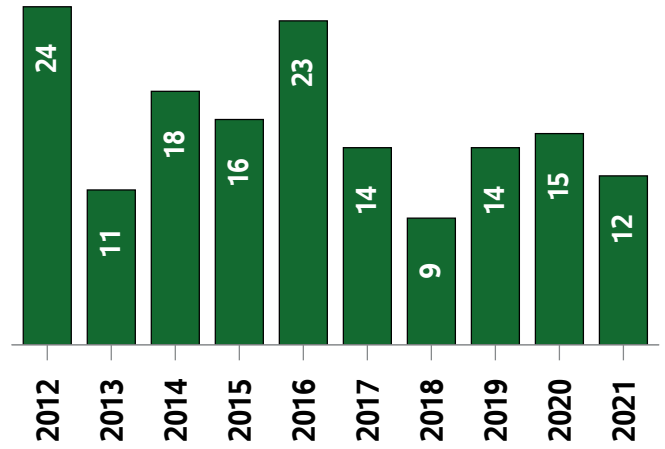
# Creston

## MLS® Residential Market Activity

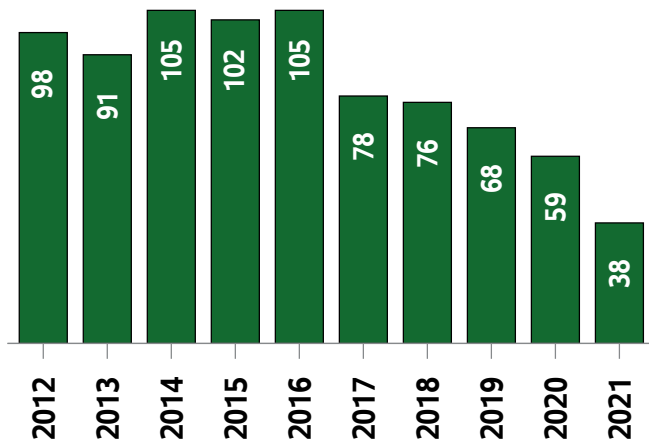
Sales Activity (February only)



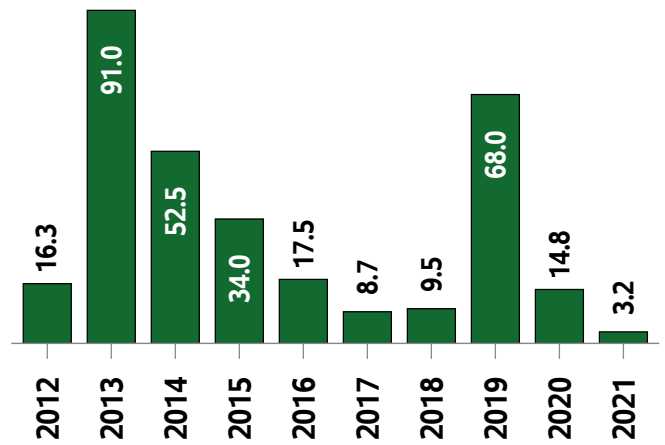
New Listings (February only)



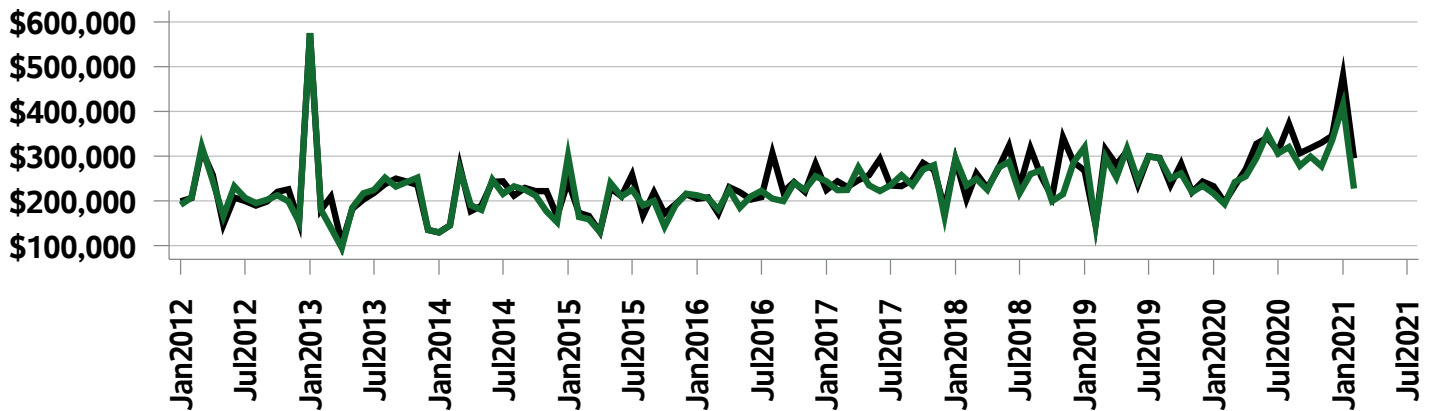
Active Listings (February only)



Months of Inventory (February only)

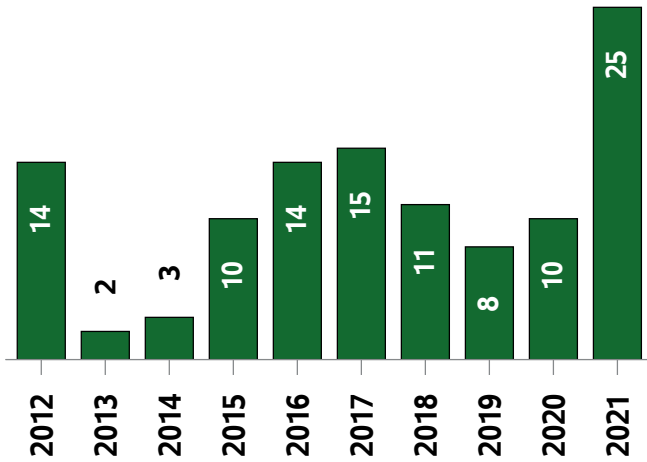


Average Price and Median Price

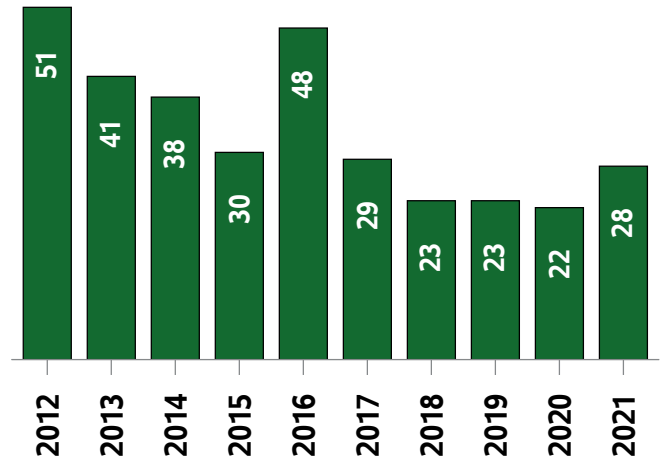


# Creston MLS® Residential Market Activity

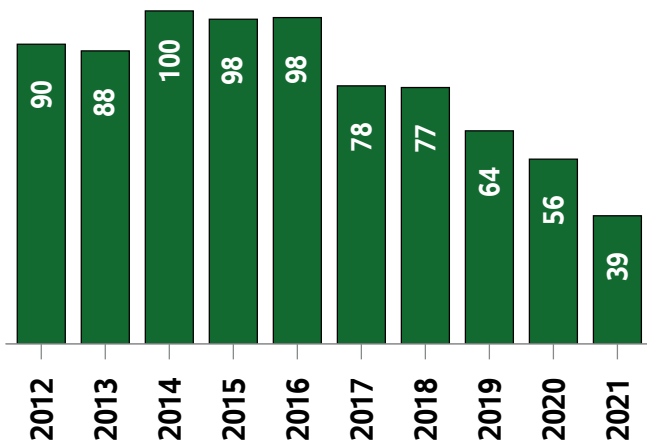
Sales Activity (February Year-to-date)



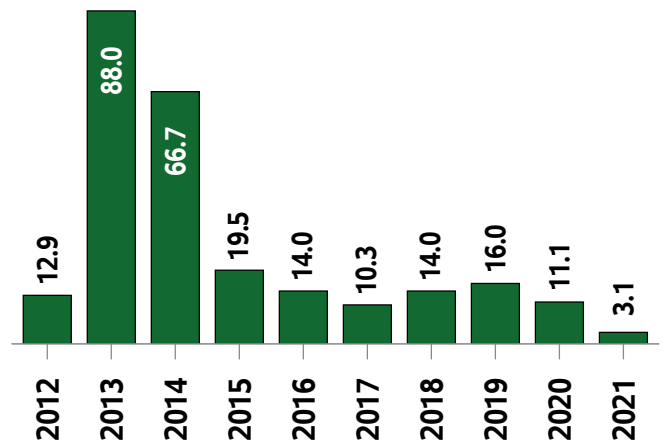
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Creston

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	12	200.0	1,100.0	50.0	100.0	500.0	1,100.0
Dollar Volume	\$3,542,500	350.7	2,307.5	116.8	184.4	1,119.4	1,547.7
New Listings	12	-20.0	-14.3	33.3	-47.8	-33.3	-45.5
Active Listings	38	-35.6	-44.1	-50.0	-63.8	-63.8	2.7
Sales to New Listings Ratio <sup>1</sup>	100.0	26.7	7.1	88.9	26.1	11.1	4.5
Months of Inventory <sup>2</sup>	3.2	14.8	68.0	9.5	17.5	52.5	37.0
Average Price	\$295,208	50.2	100.6	44.5	42.2	103.2	37.3
Median Price	\$227,500	17.9	54.6	-3.0	10.6	56.6	5.8
Sales to List Price Ratio	93.9	94.2	105.2	95.1	90.5	85.5	93.7
Median Days on Market	102.0	145.5	99.0	166.5	141.5	232.5	30.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	25	150.0	212.5	127.3	78.6	733.3	2,400.0
Dollar Volume	\$9,779,750	348.2	383.6	289.7	239.1	2,228.5	4,448.7
New Listings	28	27.3	21.7	21.7	-41.7	-26.3	-26.3
Active Listings <sup>3</sup>	39	-30.6	-39.8	-50.0	-60.7	-61.5	45.3
Sales to New Listings Ratio <sup>4</sup>	89.3	45.5	34.8	47.8	29.2	7.9	2.6
Months of Inventory <sup>5</sup>	3.1	11.1	16.0	14.0	14.0	66.7	53.0
Average Price	\$391,190	79.3	54.8	71.5	89.9	179.4	81.9
Median Price	\$369,000	89.7	44.7	36.7	75.7	184.9	71.6
Sales to List Price Ratio	95.9	94.0	97.7	95.6	90.8	86.0	93.7
Median Days on Market	68.0	106.0	76.5	105.0	105.0	147.0	30.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

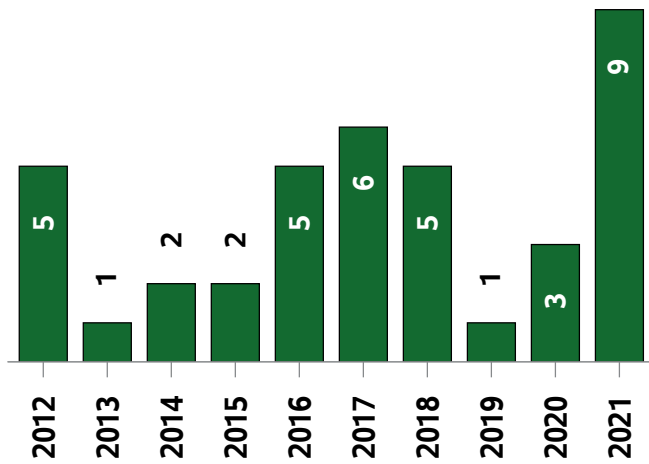
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

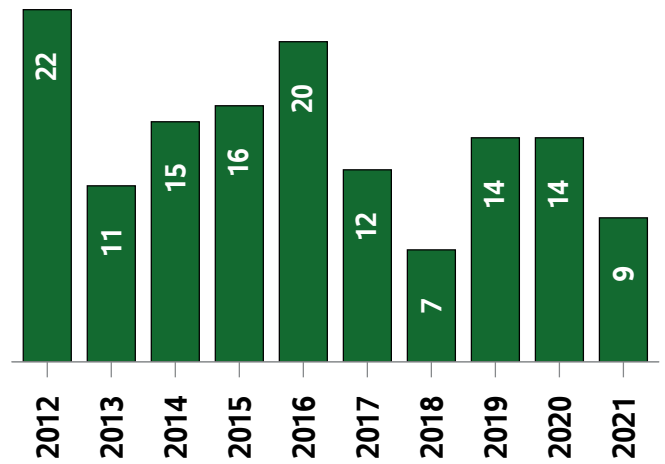
# Creston

## MLS® Single Family Market Activity

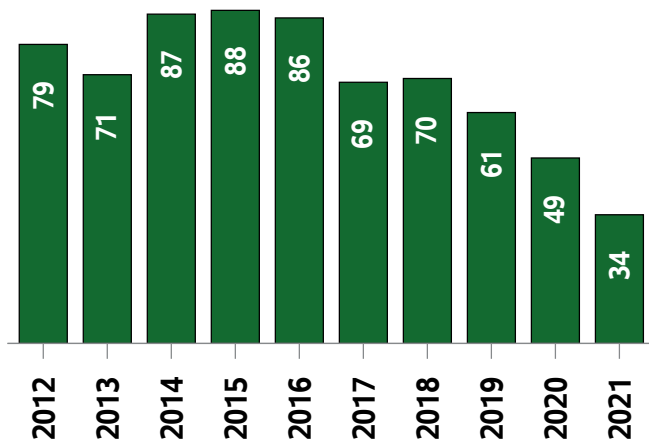
Sales Activity (February only)



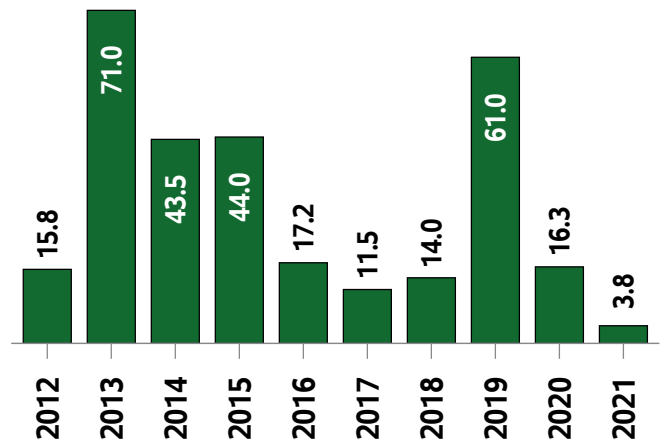
New Listings (February only)



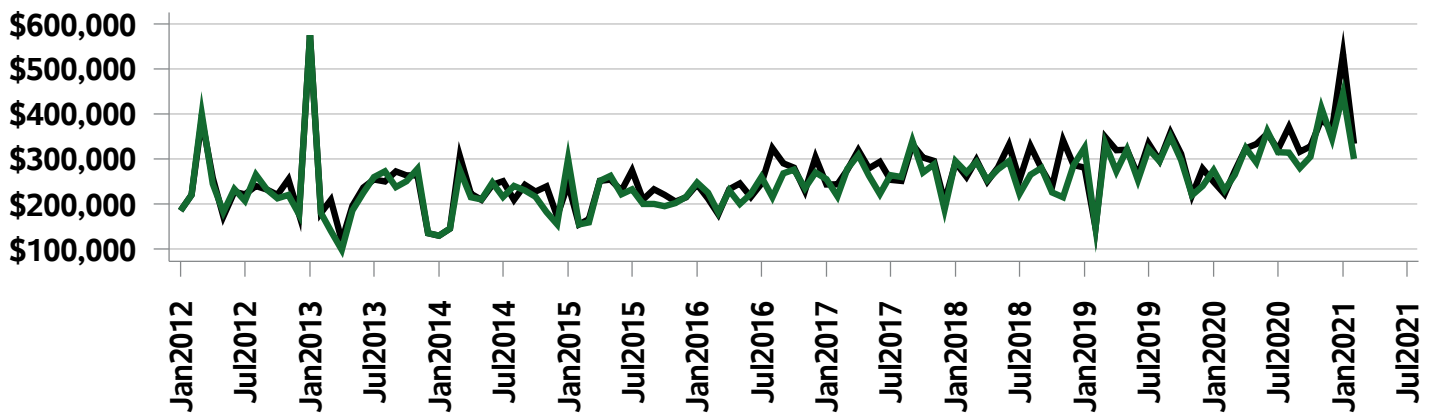
Active Listings (February only)



Months of Inventory (February only)



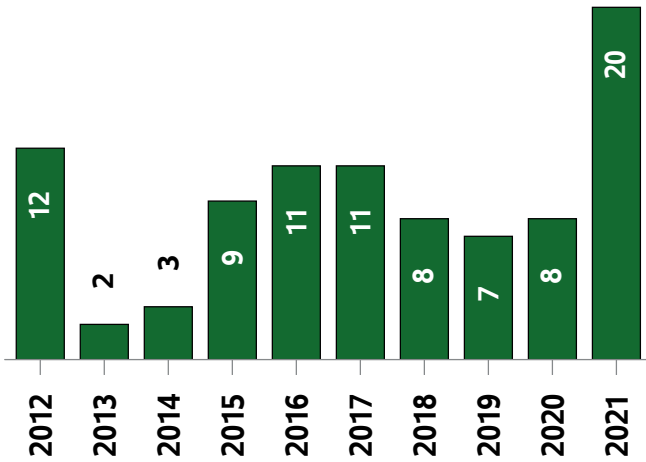
Average Price and Median Price



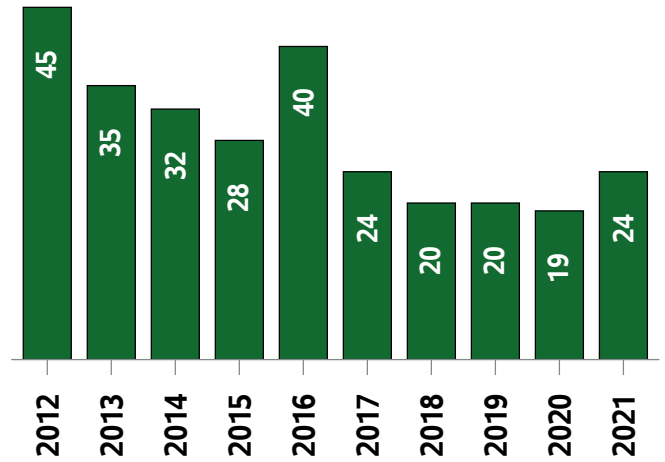
# Creston

## MLS® Single Family Market Activity

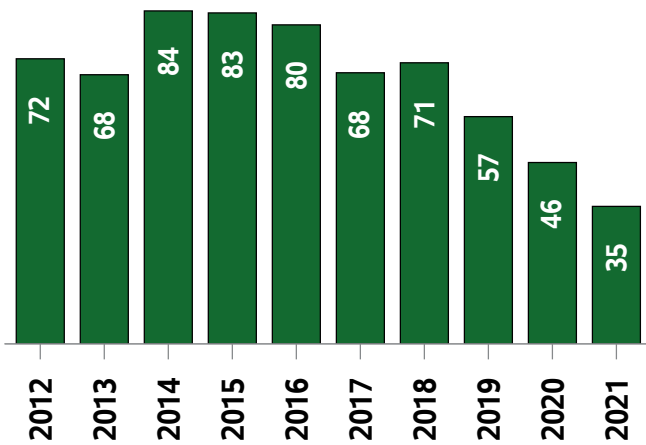
Sales Activity (February Year-to-date)



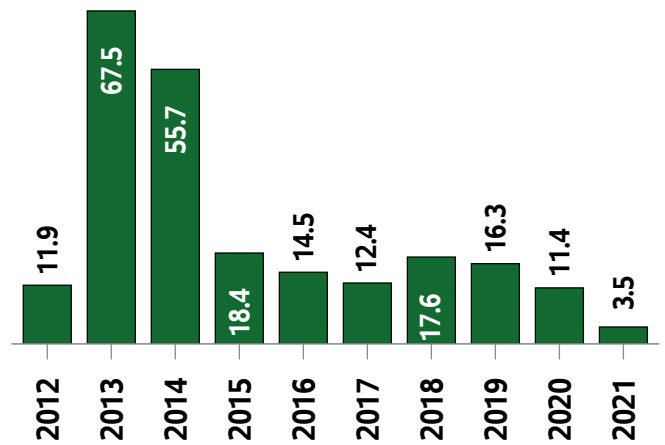
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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



# Creston

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	9	200.0	800.0	80.0	80.0	350.0	800.0
Dollar Volume	\$3,004,500	351.1	1,941.8	130.9	183.7	934.3	1,297.4
New Listings	9	-35.7	-35.7	28.6	-55.0	-40.0	-50.0
Active Listings	34	-30.6	-44.3	-51.4	-60.5	-60.9	9.7
Sales to New Listings Ratio <sup>1</sup>	100.0	21.4	7.1	71.4	25.0	13.3	5.6
Months of Inventory <sup>2</sup>	3.8	16.3	61.0	14.0	17.2	43.5	31.0
Average Price	\$333,833	50.4	126.9	28.3	57.6	129.8	55.3
Median Price	\$300,000	29.9	103.9	11.1	33.3	106.5	39.5
Sales to List Price Ratio	93.0	94.8	105.2	95.2	90.0	85.5	93.7
Median Days on Market	125.0	89.0	99.0	144.0	113.0	232.5	30.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	20	150.0	185.7	150.0	81.8	566.7	1,900.0
Dollar Volume	\$8,869,250	363.9	384.1	307.5	252.1	2,011.7	4,025.2
New Listings	24	26.3	20.0	20.0	-40.0	-25.0	-25.0
Active Listings <sup>3</sup>	35	-24.2	-39.5	-51.1	-56.9	-58.7	53.3
Sales to New Listings Ratio <sup>4</sup>	83.3	42.1	35.0	40.0	27.5	9.4	3.1
Months of Inventory <sup>5</sup>	3.5	11.4	16.3	17.6	14.5	55.7	45.0
Average Price	\$443,463	85.5	69.4	63.0	93.7	216.8	106.3
Median Price	\$400,950	58.5	25.3	45.6	74.3	209.6	86.5
Sales to List Price Ratio	96.0	93.8	98.5	95.8	91.6	86.0	93.7
Median Days on Market	43.0	96.5	66.0	81.5	97.0	147.0	30.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

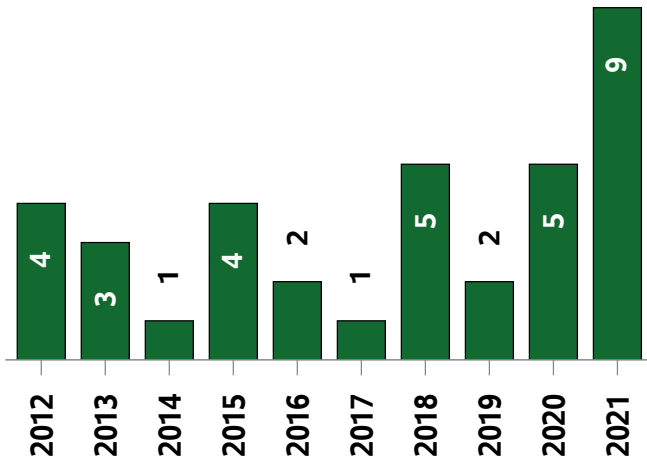
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

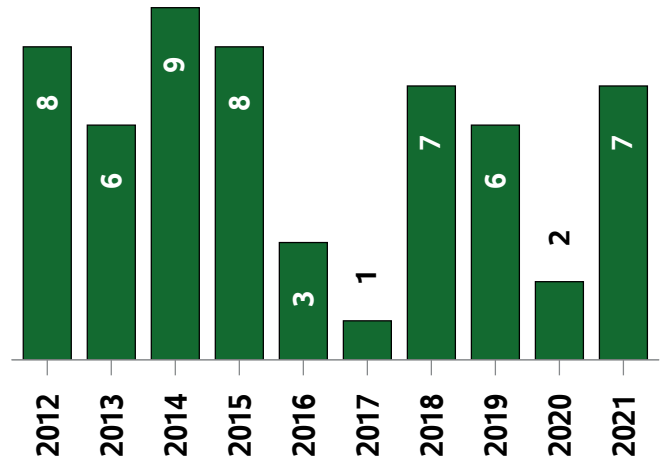
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Golden MLS® Residential Market Activity

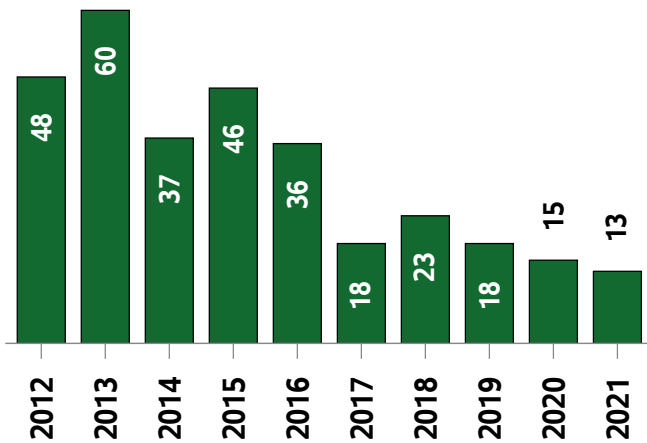
Sales Activity (February only)



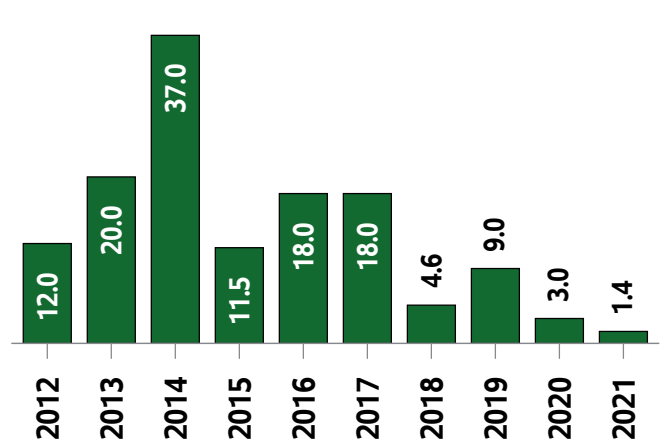
New Listings (February only)



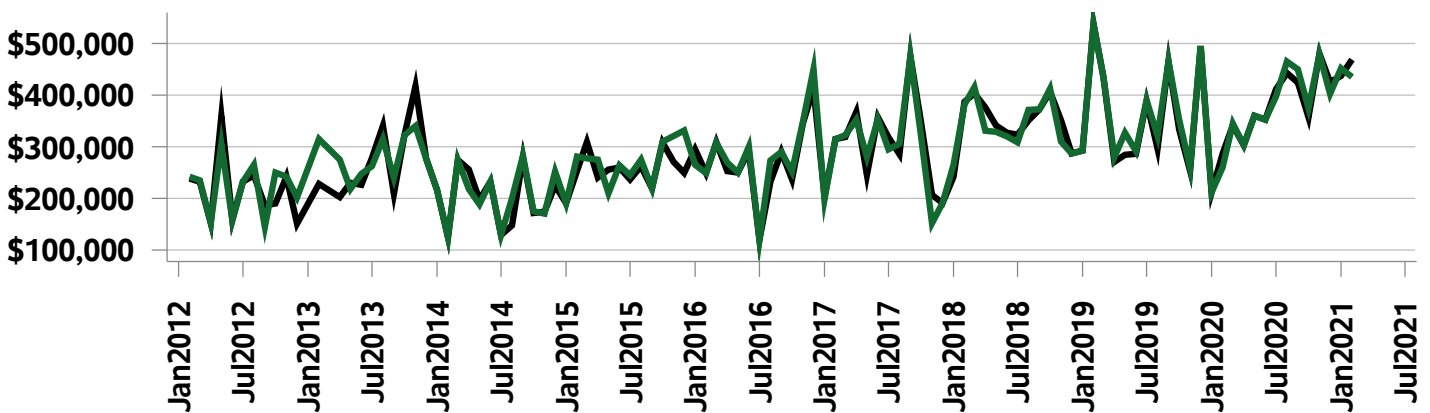
Active Listings (February only)



Months of Inventory (February only)

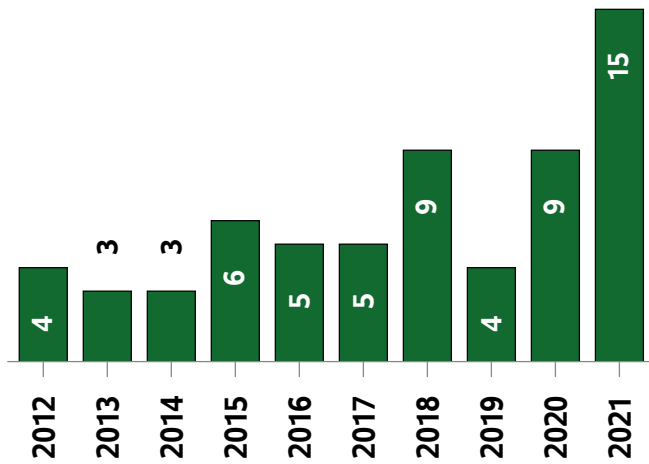


Average Price and Median Price

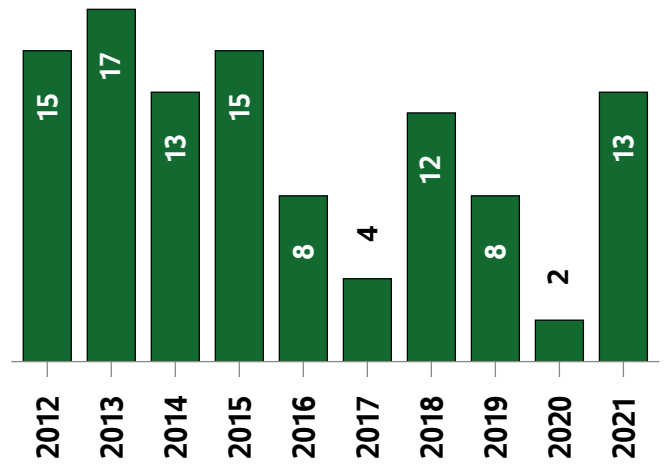


# Golden MLS® Residential Market Activity

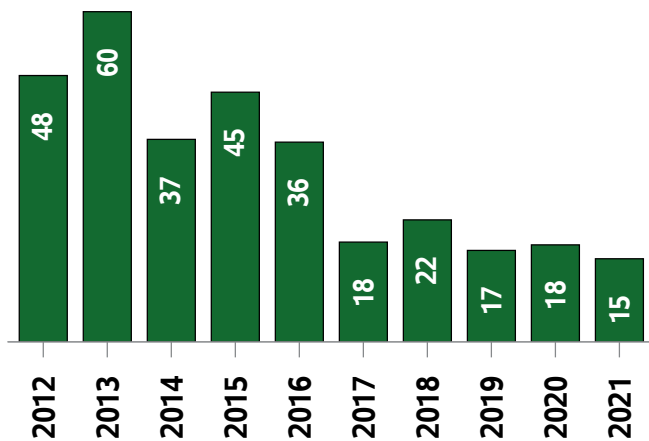
Sales Activity (February Year-to-date)



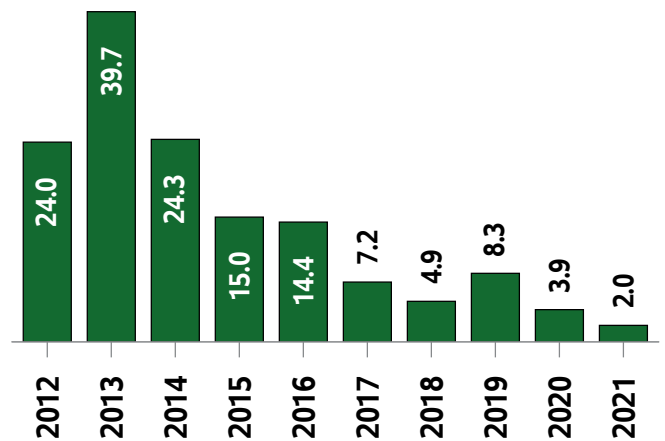
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Golden MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	9	80.0	350.0	80.0	350.0	800.0	—
Dollar Volume	\$4,220,570	194.8	292.6	118.1	747.5	3,276.5	—
New Listings	7	250.0	16.7	0.0	133.3	-22.2	40.0
Active Listings	13	-13.3	-27.8	-43.5	-63.9	-64.9	-7.1
Sales to New Listings Ratio <sup>1</sup>	128.6	250.0	33.3	71.4	66.7	11.1	—
Months of Inventory <sup>2</sup>	1.4	3.0	9.0	4.6	18.0	37.0	—
Average Price	\$468,952	63.8	-12.8	21.2	88.3	275.2	—
Median Price	\$435,000	67.3	-19.1	13.9	74.7	248.0	—
Sales to List Price Ratio	98.5	98.1	97.9	96.9	96.8	96.2	—
Median Days on Market	108.0	105.0	220.5	97.0	82.0	106.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	15	66.7	275.0	66.7	200.0	400.0	—
Dollar Volume	\$6,843,570	200.3	312.3	135.8	394.8	1,126.4	—
New Listings	13	550.0	62.5	8.3	62.5	0.0	-7.1
Active Listings <sup>3</sup>	15	-14.3	-9.1	-31.8	-58.3	-58.9	30.4
Sales to New Listings Ratio <sup>4</sup>	115.4	450.0	50.0	75.0	62.5	23.1	—
Months of Inventory <sup>5</sup>	2.0	3.9	8.3	4.9	14.4	24.3	—
Average Price	\$456,238	80.2	9.9	41.5	64.9	145.3	—
Median Price	\$439,000	68.8	-10.4	15.5	75.6	153.7	—
Sales to List Price Ratio	98.3	97.9	95.3	93.3	95.1	90.6	—
Median Days on Market	101.0	107.0	280.0	97.0	125.0	106.0	—

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

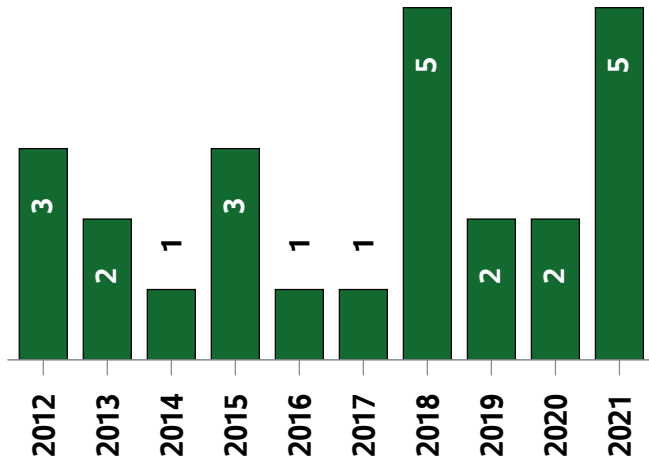
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

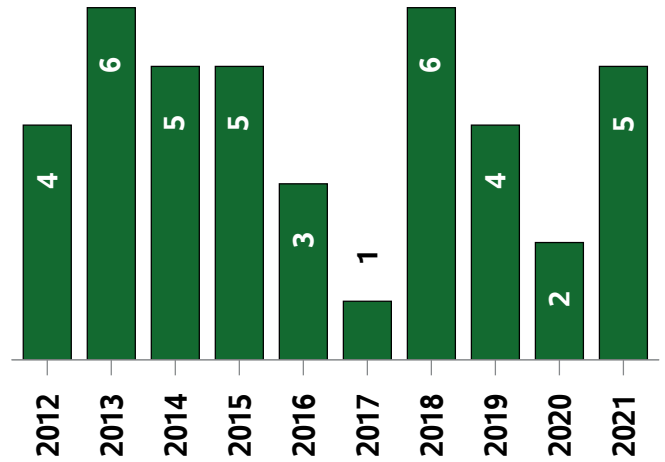
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Golden MLS® Single Family Market Activity

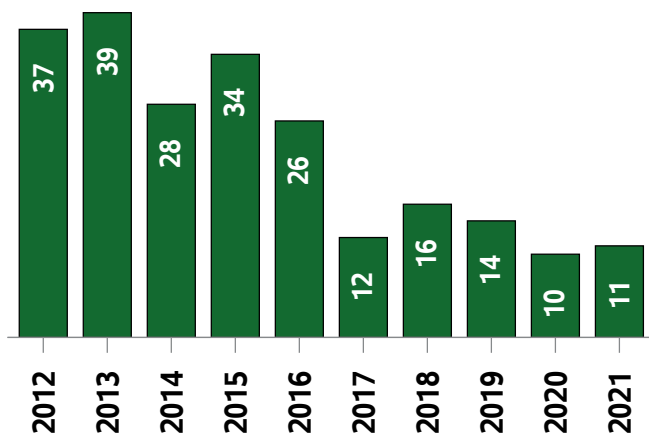
Sales Activity (February only)



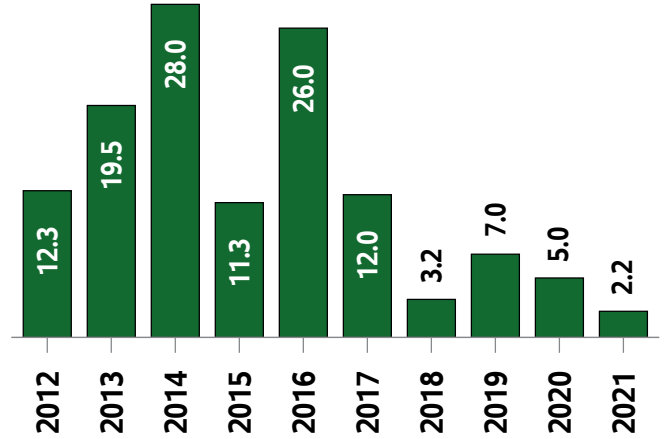
New Listings (February only)



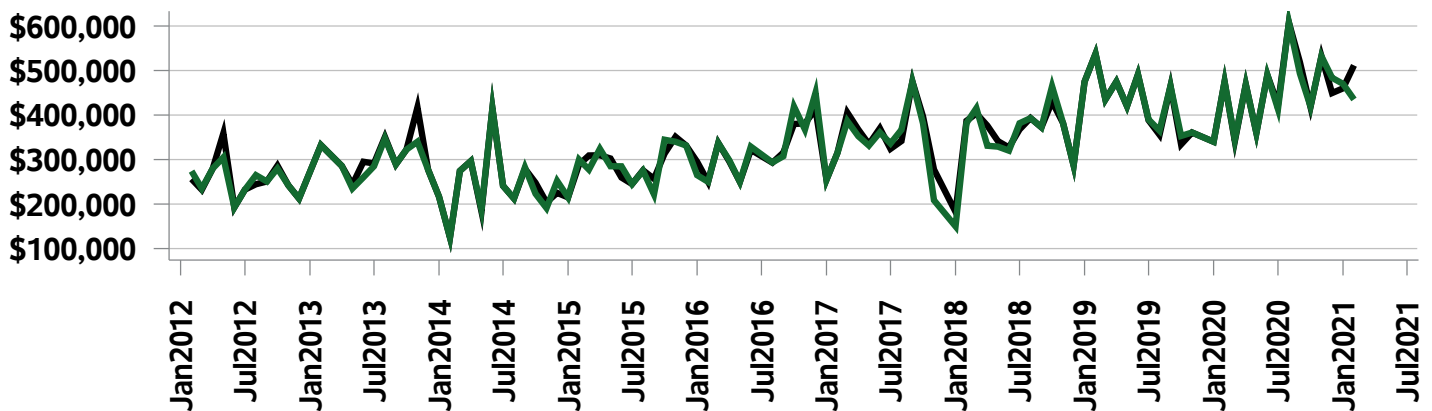
Active Listings (February only)



Months of Inventory (February only)

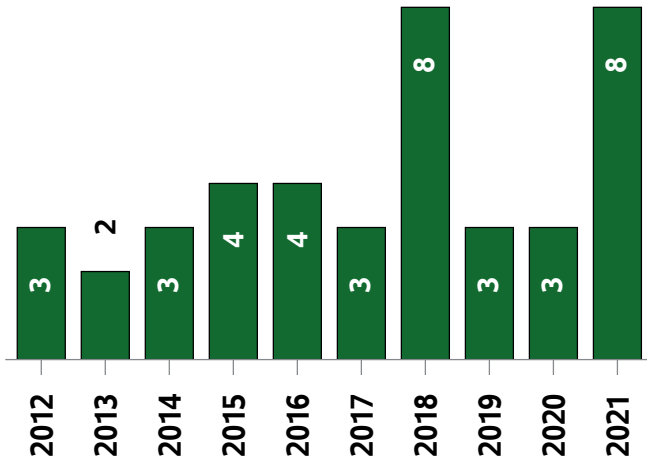


Average Price and Median Price

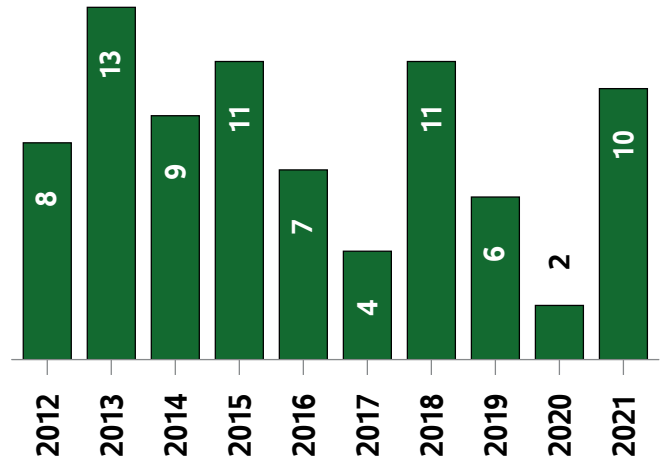


# Golden MLS® Single Family Market Activity

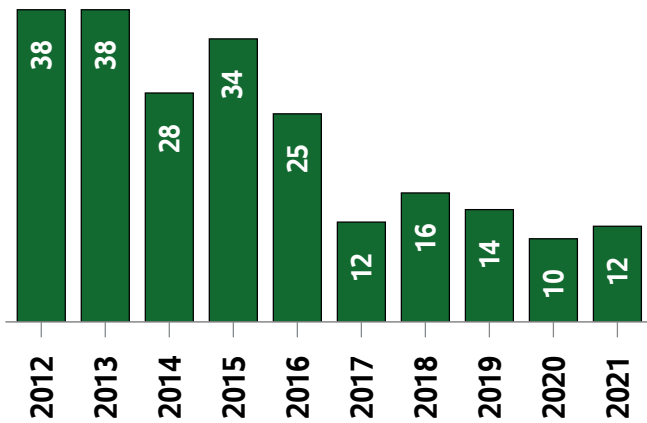
Sales Activity (February Year-to-date)



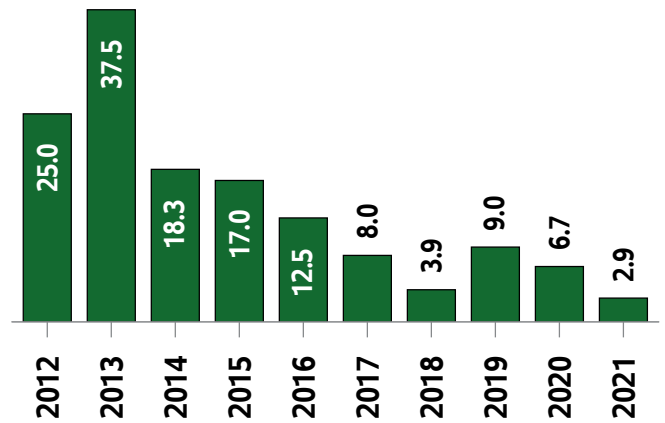
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Golden MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	5	150.0	150.0	0.0	400.0	400.0	—
Dollar Volume	\$2,558,000	169.4	138.0	32.2	923.2	1,946.4	—
New Listings	5	150.0	25.0	-16.7	66.7	0.0	25.0
Active Listings	11	10.0	-21.4	-31.3	-57.7	-60.7	-8.3
Sales to New Listings Ratio <sup>1</sup>	100.0	100.0	50.0	83.3	33.3	20.0	—
Months of Inventory <sup>2</sup>	2.2	5.0	7.0	3.2	26.0	28.0	—
Average Price	\$511,600	7.8	-4.8	32.2	104.6	309.3	—
Median Price	\$435,000	-8.4	-19.1	13.9	74.0	248.0	—
Sales to List Price Ratio	98.6	99.5	97.9	96.9	96.3	96.2	—
Median Days on Market	48.0	163.0	220.5	97.0	39.0	106.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	8	166.7	166.7	0.0	100.0	166.7	—
Dollar Volume	\$3,938,000	205.4	154.1	58.6	247.0	605.7	—
New Listings	10	400.0	66.7	-9.1	42.9	11.1	-16.7
Active Listings <sup>3</sup>	12	15.0	-14.8	-25.8	-54.0	-58.2	15.0
Sales to New Listings Ratio <sup>4</sup>	80.0	150.0	50.0	72.7	57.1	33.3	—
Months of Inventory <sup>5</sup>	2.9	6.7	9.0	3.9	12.5	18.3	—
Average Price	\$492,250	14.5	-4.7	58.6	73.5	164.6	—
Median Price	\$452,500	-1.6	-10.4	21.5	75.7	161.5	—
Sales to List Price Ratio	98.7	97.4	97.6	93.0	94.5	90.6	—
Median Days on Market	62.0	144.0	267.0	71.0	120.5	106.0	—

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

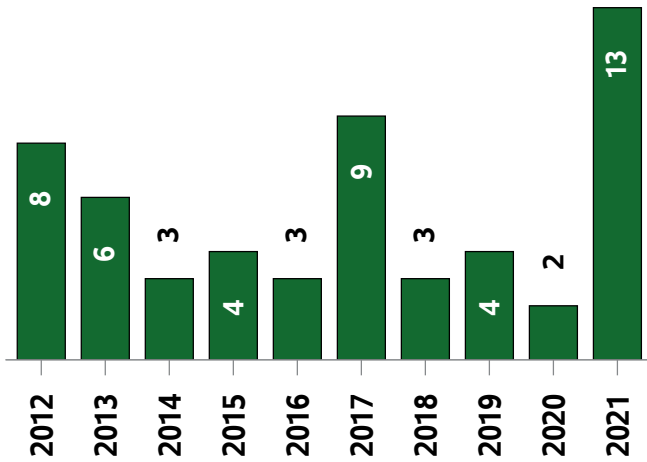
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

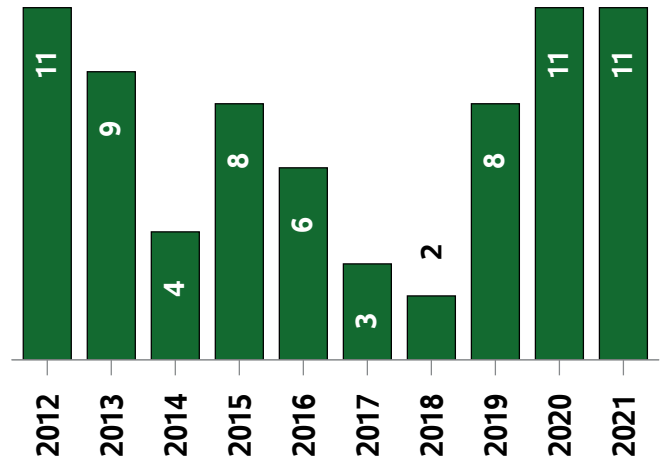
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Elkford MLS® Residential Market Activity

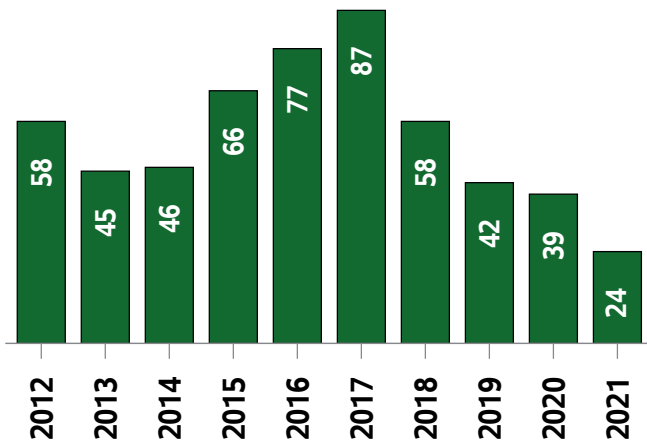
Sales Activity (February only)



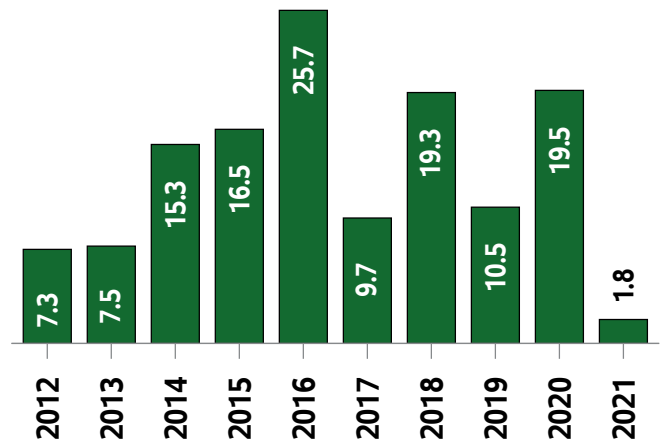
New Listings (February only)



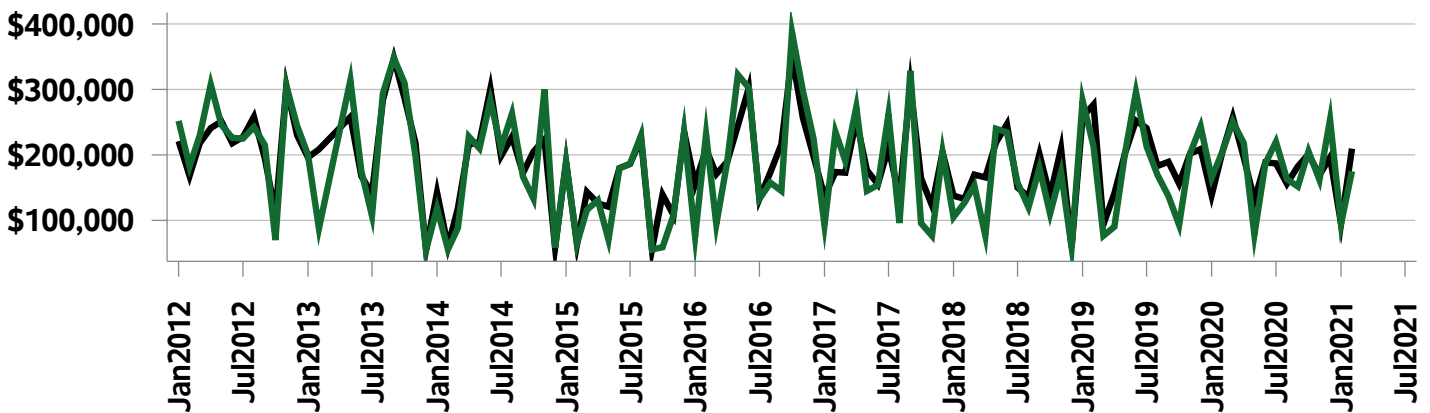
Active Listings (February only)



Months of Inventory (February only)



Average Price and Median Price

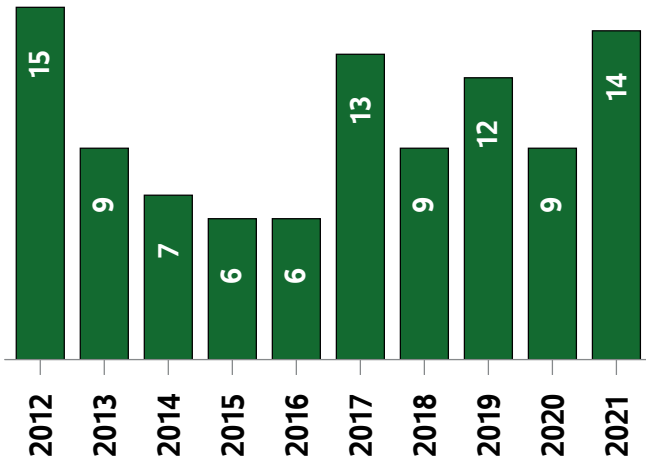




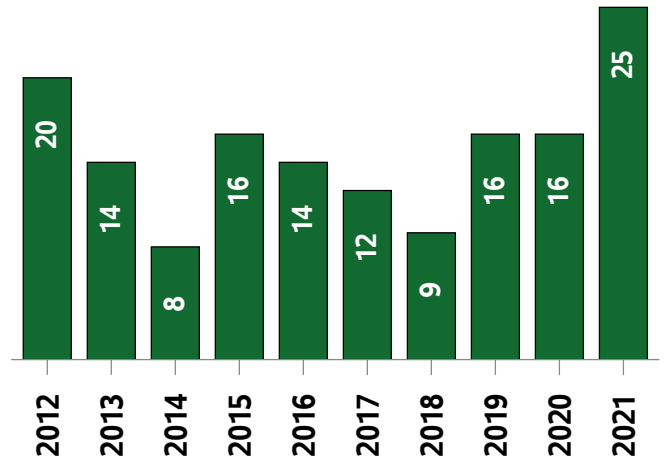
# Elkford

## MLS® Residential Market Activity

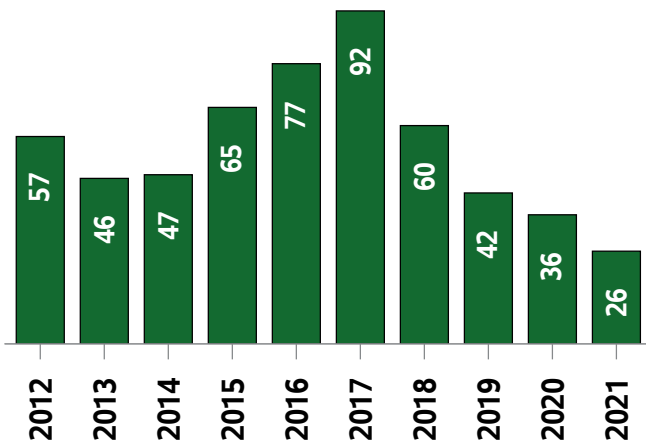
Sales Activity (February Year-to-date)



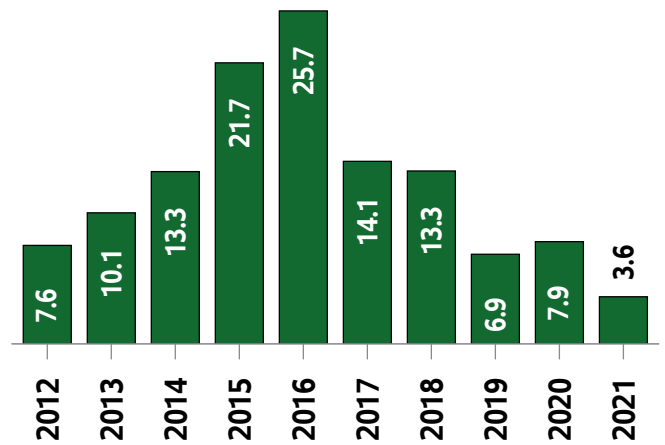
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Elkford

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	13	550.0	225.0	333.3	333.3	333.3	—
Dollar Volume	\$2,724,500	562.9	145.9	582.8	335.6	1,414.5	—
New Listings	11	0.0	37.5	450.0	83.3	175.0	83.3
Active Listings	24	-38.5	-42.9	-58.6	-68.8	-47.8	118.2
Sales to New Listings Ratio <sup>1</sup>	118.2	18.2	50.0	150.0	50.0	75.0	—
Months of Inventory <sup>2</sup>	1.8	19.5	10.5	19.3	25.7	15.3	—
Average Price	\$209,577	2.0	-24.3	57.6	0.5	249.5	—
Median Price	\$175,000	-14.8	-17.8	37.8	-24.4	213.1	—
Sales to List Price Ratio	96.7	97.7	95.3	98.0	90.3	91.3	—
Median Days on Market	34.0	17.0	108.5	42.0	177.0	262.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	14	55.6	16.7	55.6	133.3	100.0	1,300.0
Dollar Volume	\$2,819,500	104.6	-11.1	130.4	158.1	275.5	1,275.4
New Listings	25	56.3	56.3	177.8	78.6	212.5	108.3
Active Listings <sup>3</sup>	26	-28.2	-38.6	-57.5	-66.9	-45.2	218.8
Sales to New Listings Ratio <sup>4</sup>	56.0	56.3	75.0	100.0	42.9	87.5	8.3
Months of Inventory <sup>5</sup>	3.6	7.9	6.9	13.3	25.7	13.3	16.0
Average Price	\$201,393	31.5	-23.8	48.1	10.6	87.8	-1.8
Median Price	\$135,000	-18.1	-46.7	6.3	-11.9	95.7	-34.1
Sales to List Price Ratio	95.7	96.1	95.4	95.4	90.9	93.3	95.3
Median Days on Market	34.0	78.0	68.0	99.0	174.5	207.0	-2.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

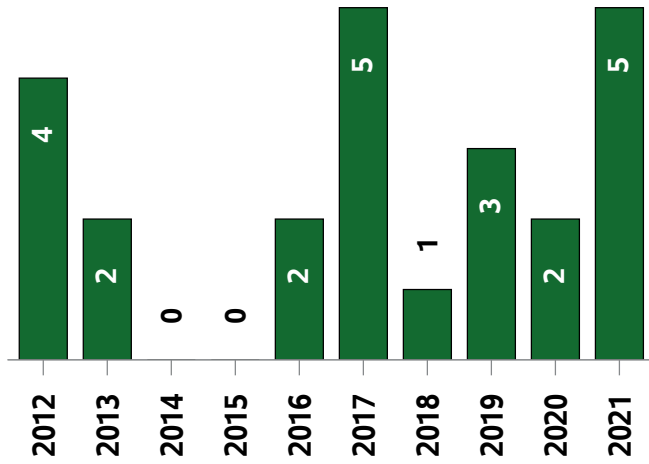
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

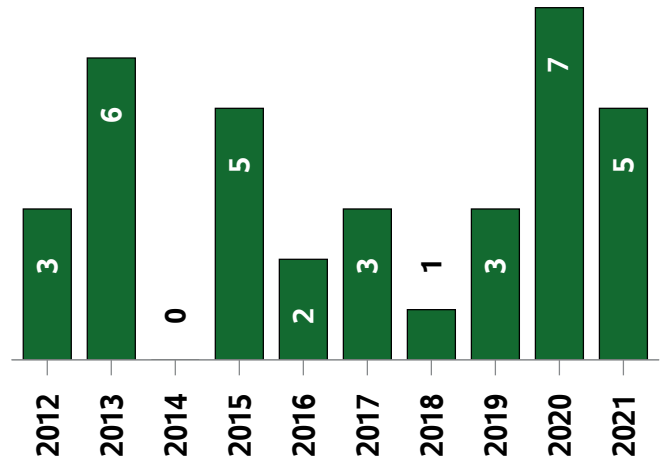
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Elkford MLS® Single Family Market Activity

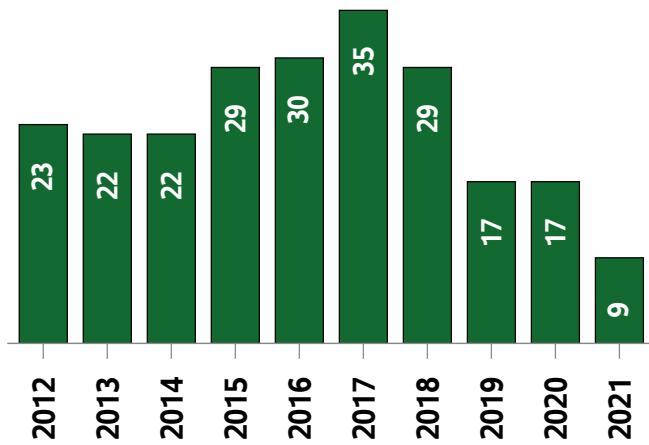
Sales Activity (February only)



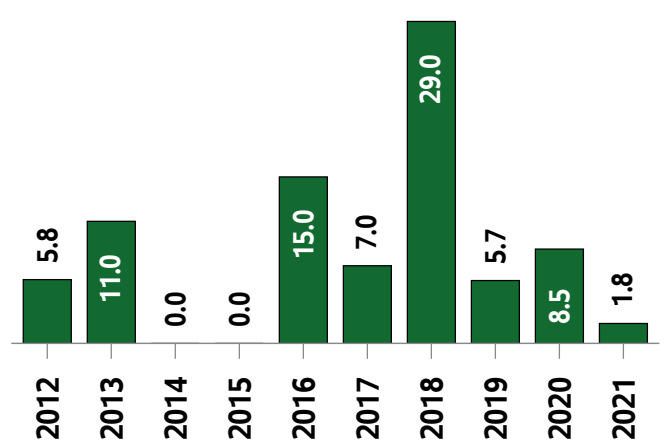
New Listings (February only)



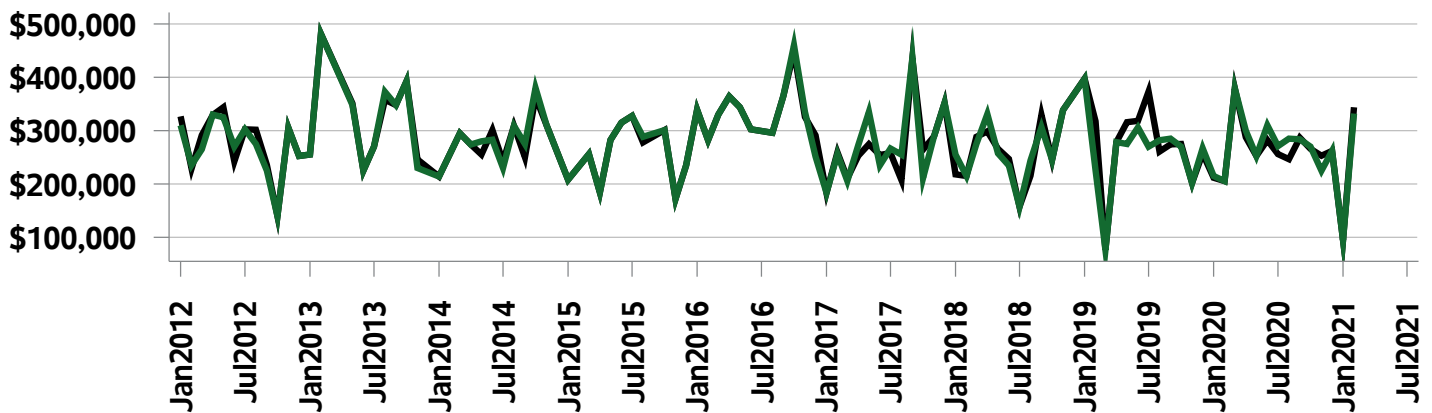
Active Listings (February only)



Months of Inventory (February only)



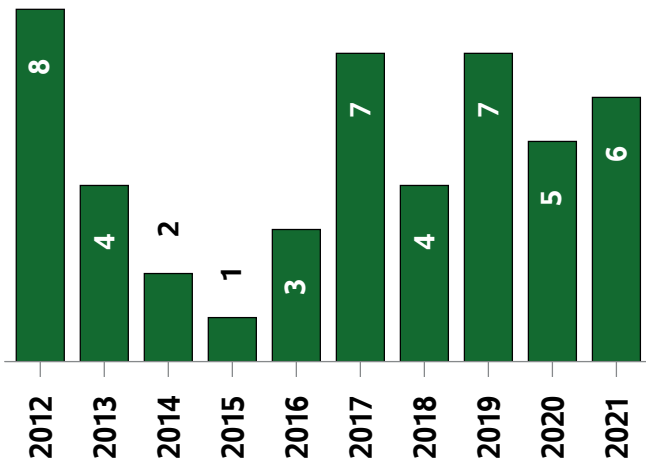
Average Price and Median Price



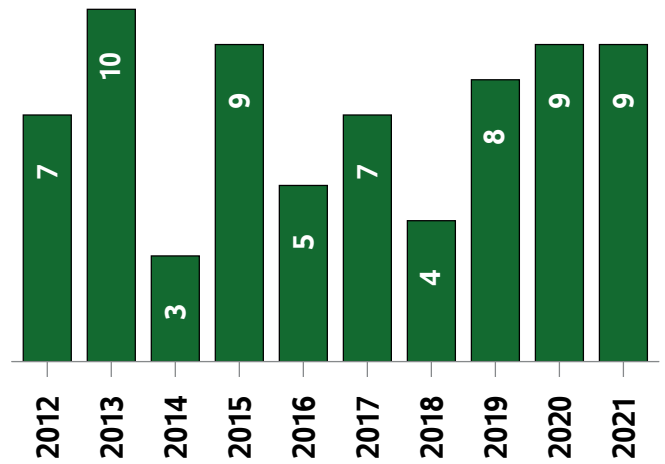
# Elkford

## MLS® Single Family Market Activity

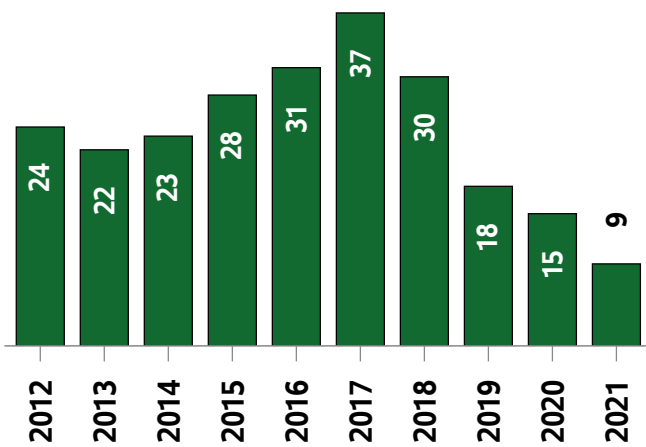
Sales Activity (February Year-to-date)



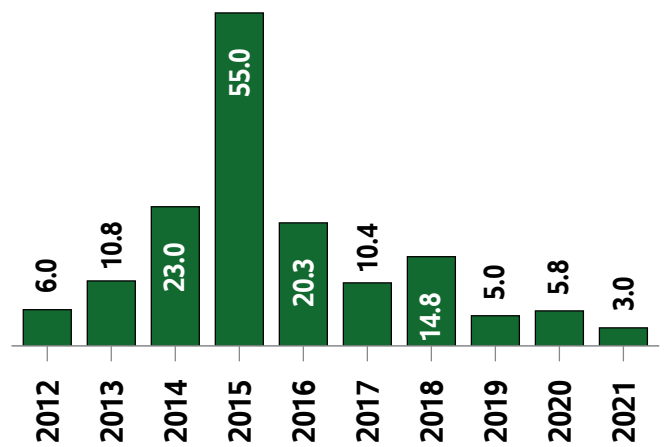
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Elkford

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	5	150.0	66.7	400.0	150.0	—	—
Dollar Volume	\$1,719,000	318.2	80.4	699.5	204.5	—	—
New Listings	5	-28.6	66.7	400.0	150.0	—	66.7
Active Listings	9	-47.1	-47.1	-69.0	-70.0	-59.1	125.0
Sales to New Listings Ratio <sup>1</sup>	100.0	28.6	100.0	100.0	100.0	—	—
Months of Inventory <sup>2</sup>	1.8	8.5	5.7	29.0	15.0	—	—
Average Price	\$343,800	67.3	8.2	59.9	21.8	—	—
Median Price	\$332,000	61.6	46.9	54.4	17.6	—	—
Sales to List Price Ratio	97.5	97.7	96.4	98.2	94.5	—	—
Median Days on Market	34.0	17.0	22.0	323.0	426.5	—	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	6	20.0	-14.3	50.0	100.0	200.0	500.0
Dollar Volume	\$1,814,000	73.4	-28.7	108.7	100.8	323.8	784.9
New Listings	9	0.0	12.5	125.0	80.0	200.0	80.0
Active Listings <sup>3</sup>	9	-37.9	-48.6	-69.5	-70.5	-60.9	260.0
Sales to New Listings Ratio <sup>4</sup>	66.7	55.6	87.5	100.0	60.0	66.7	20.0
Months of Inventory <sup>5</sup>	3.0	5.8	5.0	14.8	20.3	23.0	5.0
Average Price	\$302,333	44.5	-16.8	39.2	0.4	41.3	47.5
Median Price	\$315,500	46.7	3.4	34.3	-5.3	47.4	53.9
Sales to List Price Ratio	95.0	94.6	97.5	94.8	96.3	92.5	95.3
Median Days on Market	91.5	78.0	33.0	171.0	172.0	195.0	-2.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

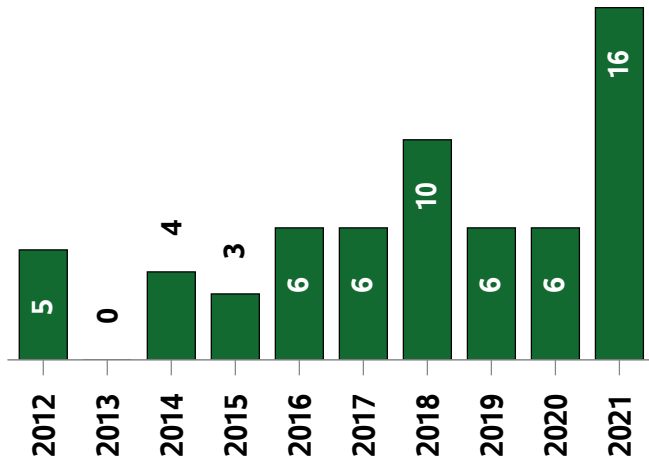
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

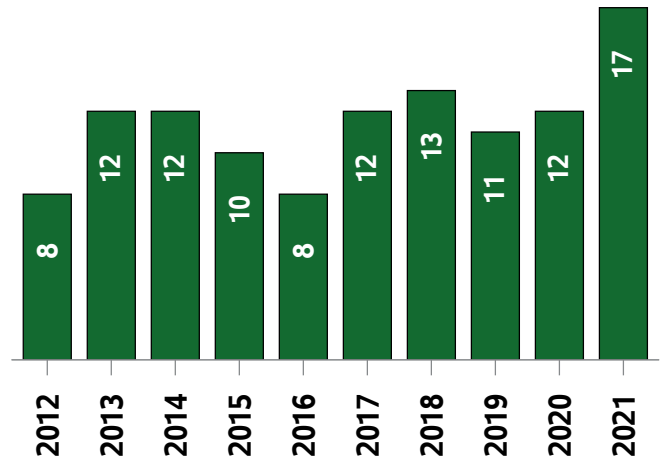
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Invermere MLS® Residential Market Activity

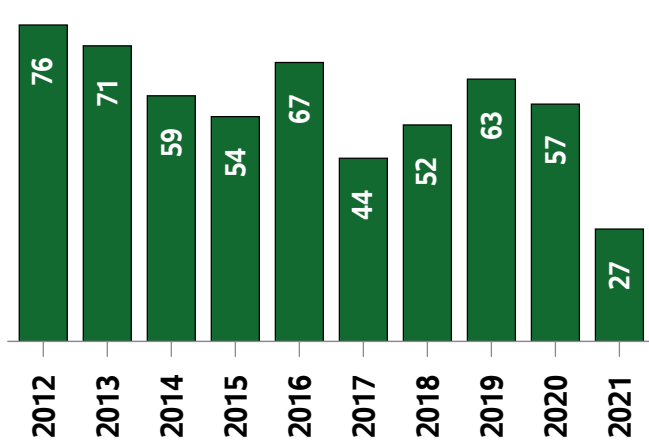
Sales Activity (February only)



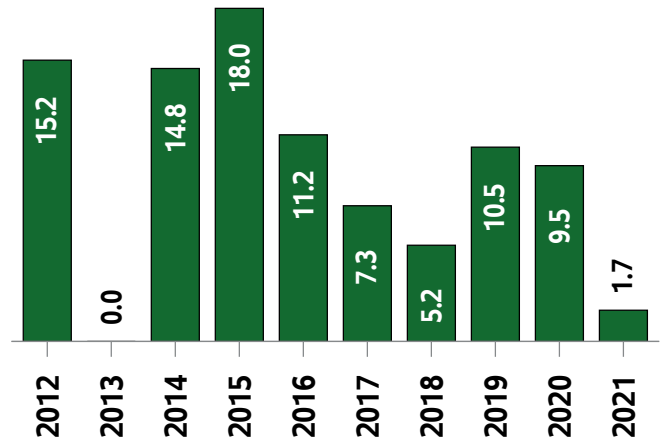
New Listings (February only)



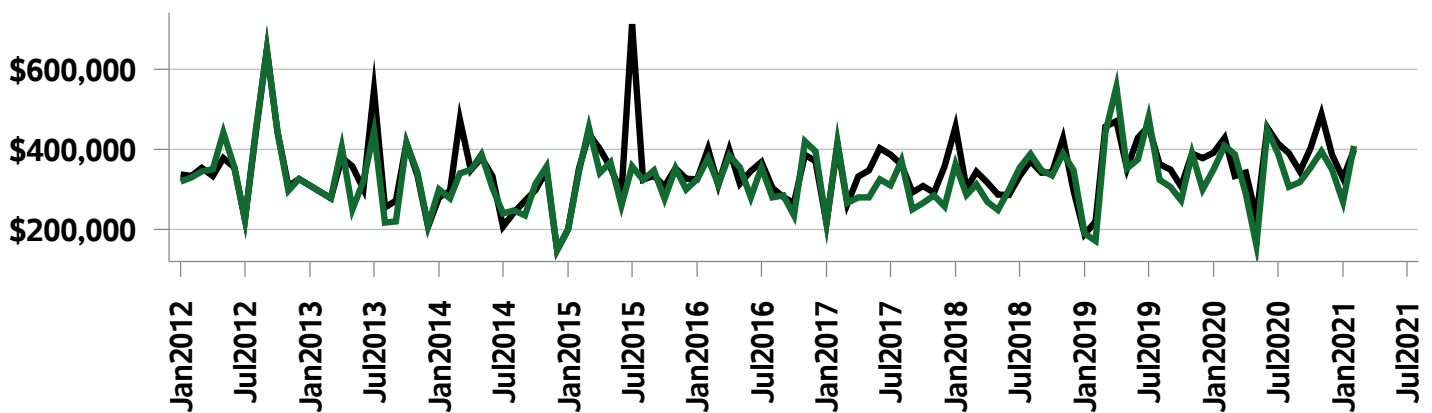
Active Listings (February only)



Months of Inventory (February only)

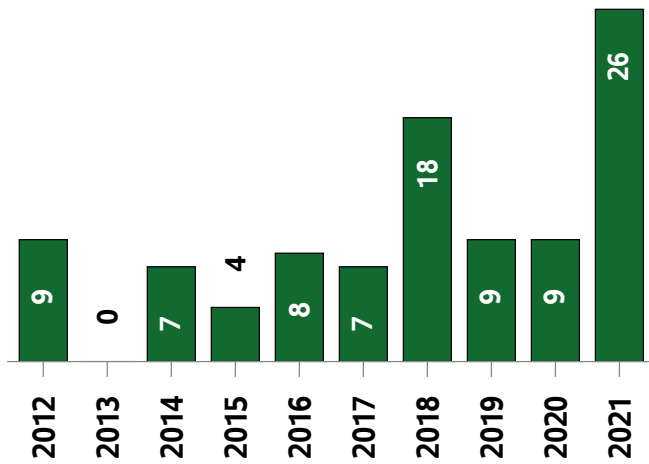


Average Price and Median Price

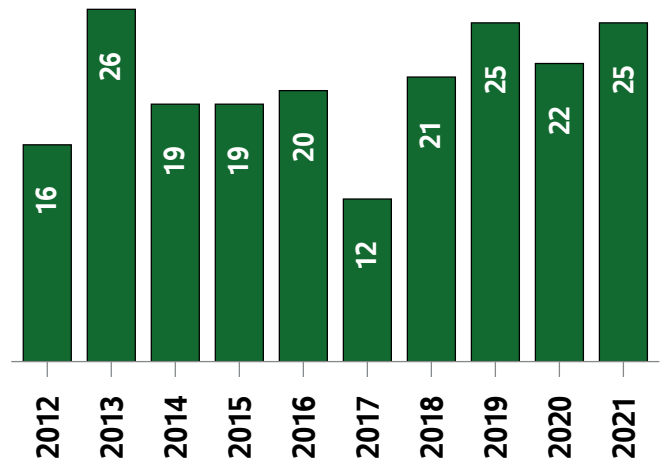


# Invermere MLS® Residential Market Activity

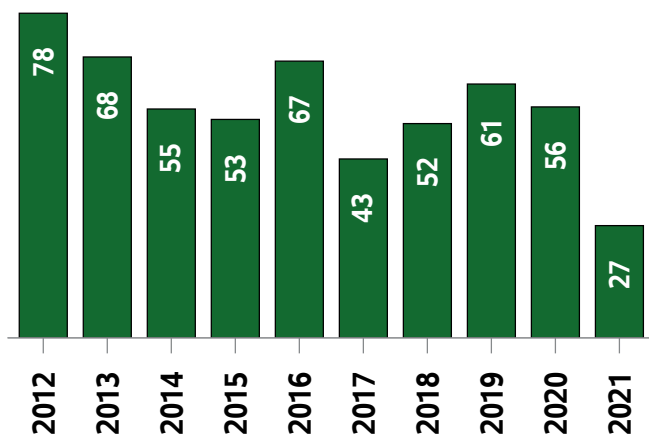
Sales Activity (February Year-to-date)



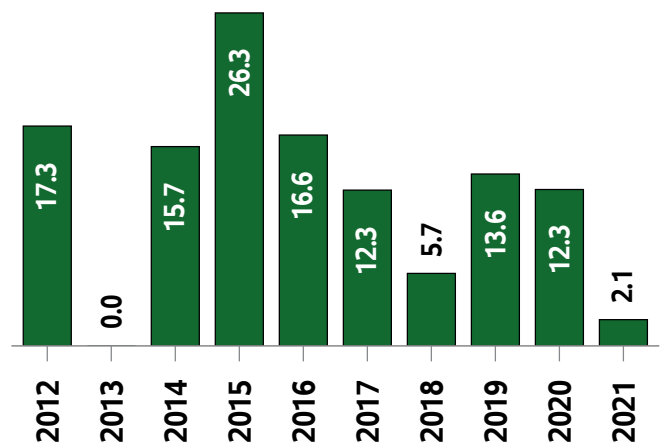
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Invermere

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	16	166.7	166.7	60.0	166.7	300.0	700.0
Dollar Volume	\$6,376,500	148.0	384.9	111.1	165.0	439.5	980.8
New Listings	17	41.7	54.5	30.8	112.5	41.7	41.7
Active Listings	27	-52.6	-57.1	-48.1	-59.7	-54.2	22.7
Sales to New Listings Ratio <sup>1</sup>	94.1	50.0	54.5	76.9	75.0	33.3	16.7
Months of Inventory <sup>2</sup>	1.7	9.5	10.5	5.2	11.2	14.8	11.0
Average Price	\$398,531	-7.0	81.9	31.9	-0.6	34.9	35.1
Median Price	\$408,500	-0.1	138.3	42.7	8.2	47.2	38.5
Sales to List Price Ratio	98.8	99.2	97.8	95.0	96.0	96.4	93.8
Median Days on Market	23.0	237.5	129.5	64.5	61.5	318.5	16.5
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	26	188.9	188.9	44.4	225.0	271.4	1,200.0
Dollar Volume	\$9,651,150	157.7	413.5	44.7	215.7	377.2	1,535.8
New Listings	25	13.6	0.0	19.0	25.0	31.6	4.2
Active Listings <sup>3</sup>	27	-51.4	-55.7	-47.6	-59.4	-50.9	58.8
Sales to New Listings Ratio <sup>4</sup>	104.0	40.9	36.0	85.7	40.0	36.8	8.3
Months of Inventory <sup>5</sup>	2.1	12.3	13.6	5.7	16.6	15.7	17.0
Average Price	\$371,198	-10.8	77.8	0.1	-2.9	28.5	25.8
Median Price	\$341,750	-14.6	82.8	10.3	-3.8	22.1	15.8
Sales to List Price Ratio	97.8	98.7	97.1	96.3	95.1	93.1	93.8
Median Days on Market	53.5	69.0	84.0	78.5	69.5	89.0	16.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

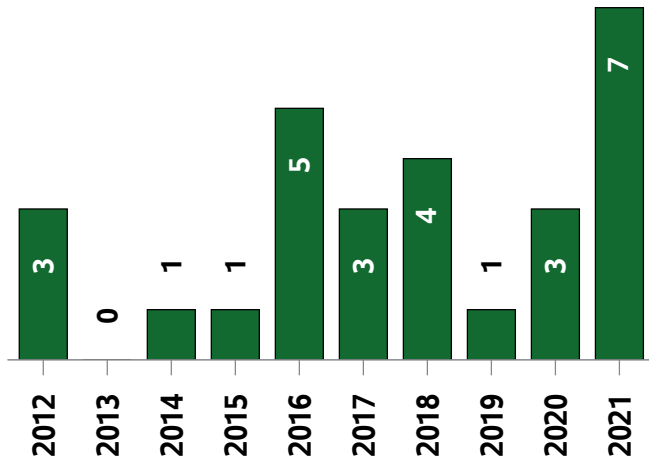
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

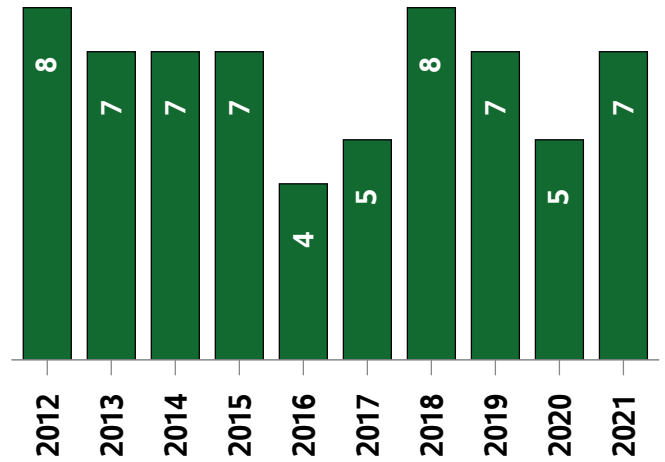


# Invermere MLS® Single Family Market Activity

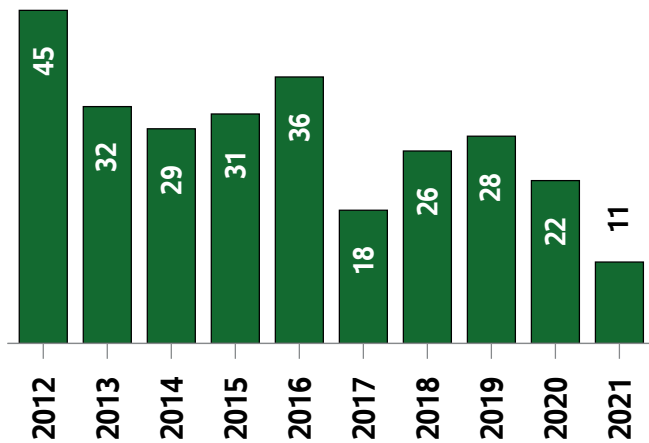
Sales Activity (February only)



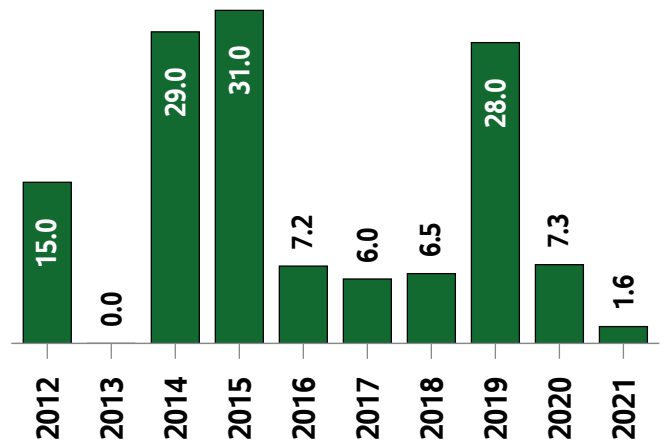
New Listings (February only)



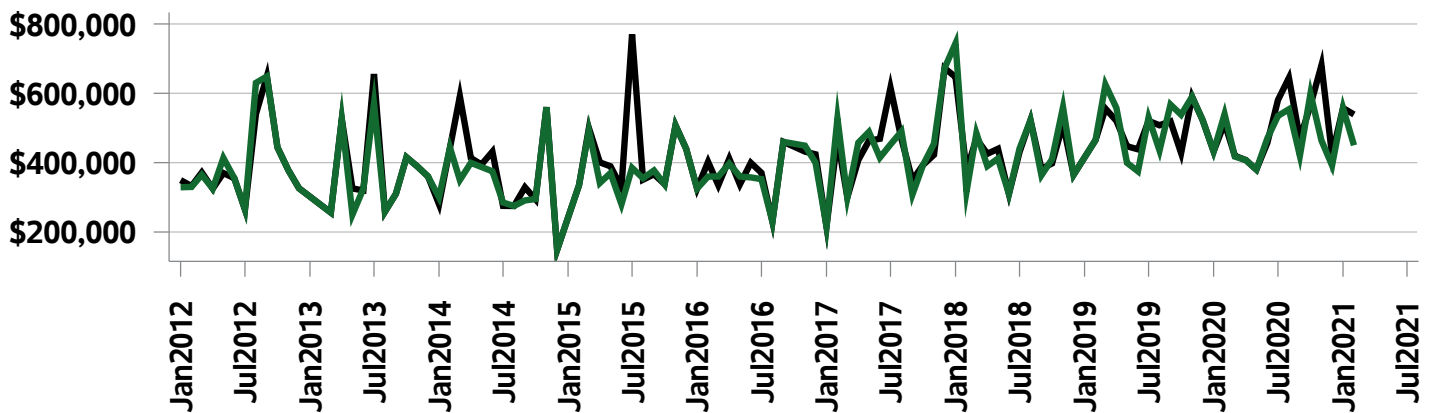
Active Listings (February only)



Months of Inventory (February only)

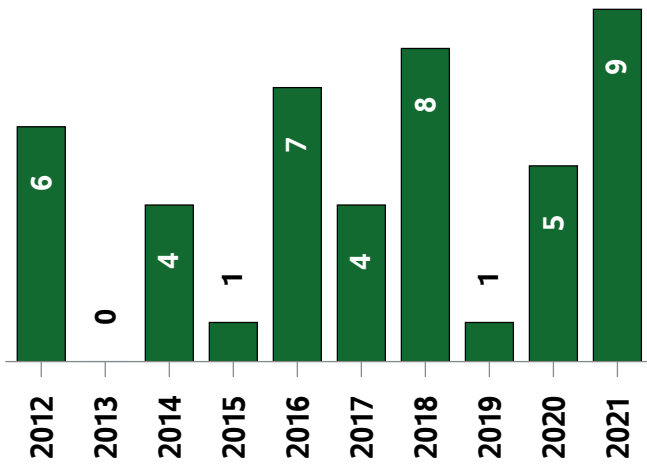


Average Price and Median Price

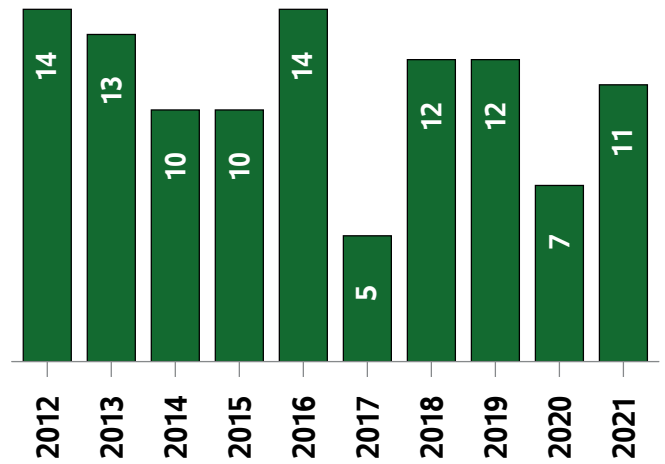


# Invermere MLS® Single Family Market Activity

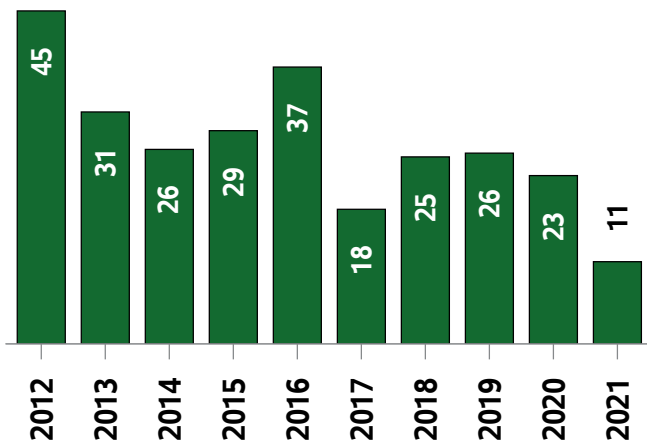
Sales Activity (February Year-to-date)



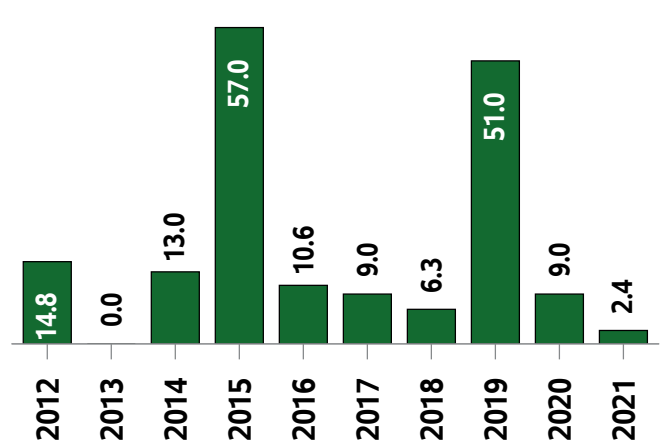
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Invermere

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	7	133.3	600.0	75.0	40.0	600.0	600.0
Dollar Volume	\$3,773,000	144.5	711.4	149.9	87.6	751.7	1,247.5
New Listings	7	40.0	0.0	-12.5	75.0	0.0	16.7
Active Listings	11	-50.0	-60.7	-57.7	-69.4	-62.1	-8.3
Sales to New Listings Ratio <sup>1</sup>	100.0	60.0	14.3	50.0	125.0	14.3	16.7
Months of Inventory <sup>2</sup>	1.6	7.3	28.0	6.5	7.2	29.0	12.0
Average Price	\$539,000	4.8	15.9	42.8	34.0	21.7	92.5
Median Price	\$450,000	-16.7	-3.2	42.4	25.0	1.6	60.7
Sales to List Price Ratio	99.9	100.7	93.0	91.5	95.4	99.6	93.4
Median Days on Market	26.0	203.0	139.0	64.5	93.0	15.0	24.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	9	80.0	800.0	12.5	28.6	125.0	800.0
Dollar Volume	\$4,888,000	103.0	951.2	19.3	83.6	280.8	1,645.7
New Listings	11	57.1	-8.3	-8.3	-21.4	10.0	-15.4
Active Listings <sup>3</sup>	11	-51.1	-56.9	-56.0	-70.3	-57.7	15.8
Sales to New Listings Ratio <sup>4</sup>	81.8	71.4	8.3	66.7	50.0	40.0	7.7
Months of Inventory <sup>5</sup>	2.4	9.0	51.0	6.3	10.6	13.0	19.0
Average Price	\$543,111	12.8	16.8	6.0	42.8	69.3	94.0
Median Price	\$450,000	-12.6	-3.2	-14.3	28.4	34.7	60.7
Sales to List Price Ratio	98.7	99.7	93.0	95.4	94.6	91.4	93.4
Median Days on Market	77.0	69.0	139.0	64.5	93.0	88.5	24.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

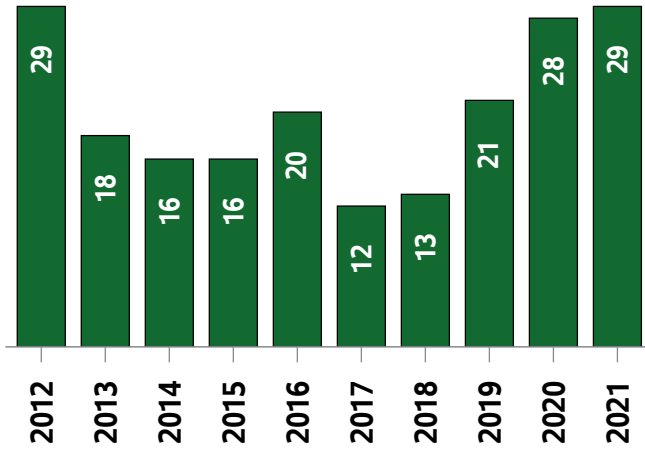
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

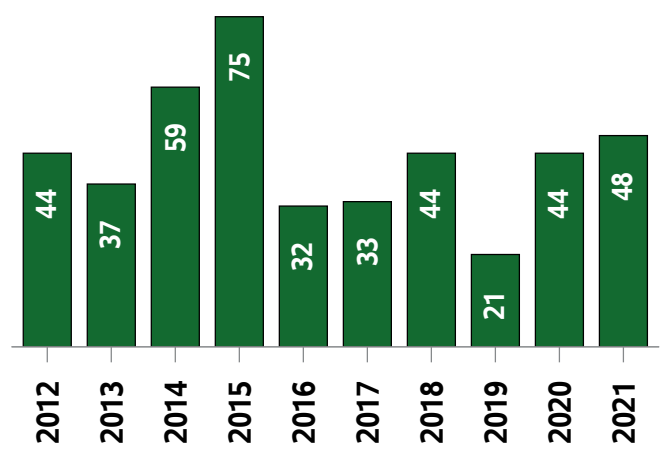
# Cranbrook

## MLS® Residential Market Activity

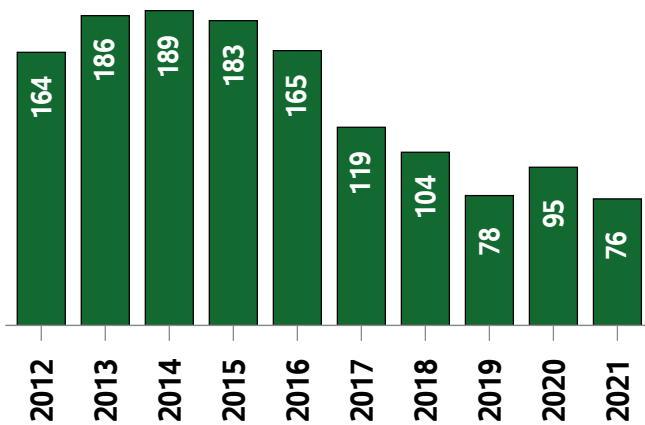
Sales Activity (February only)



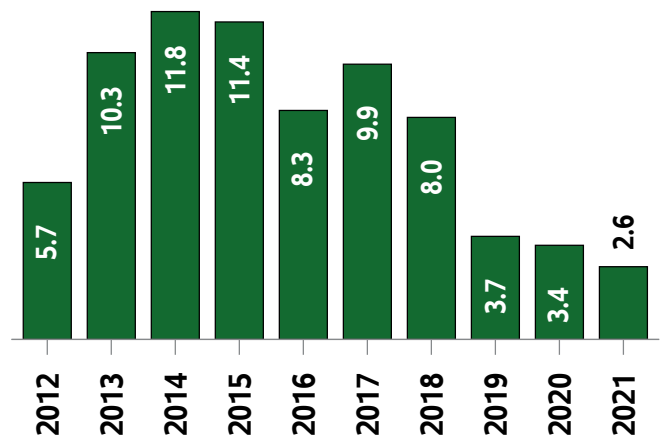
New Listings (February only)



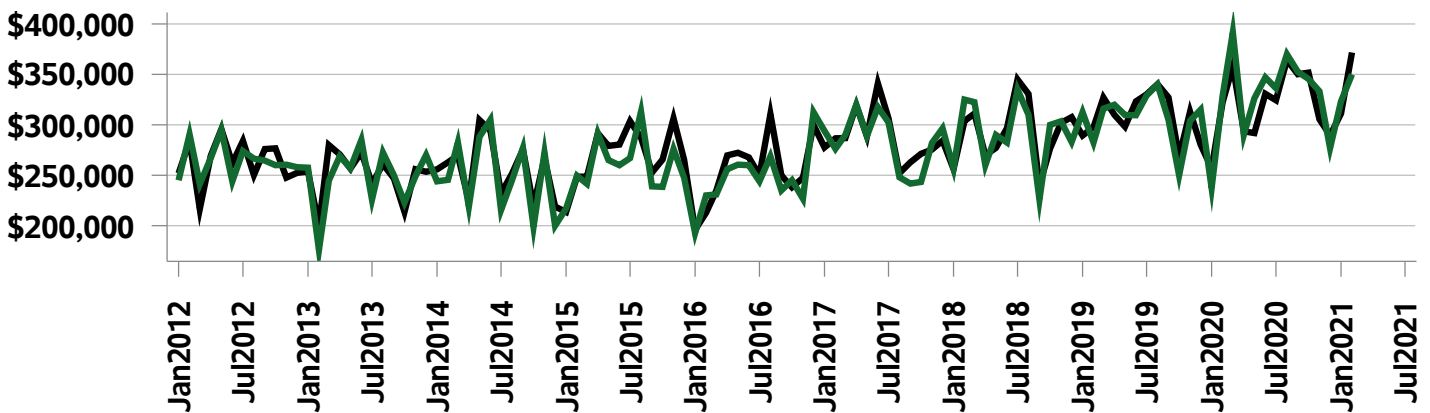
Active Listings (February only)



Months of Inventory (February only)

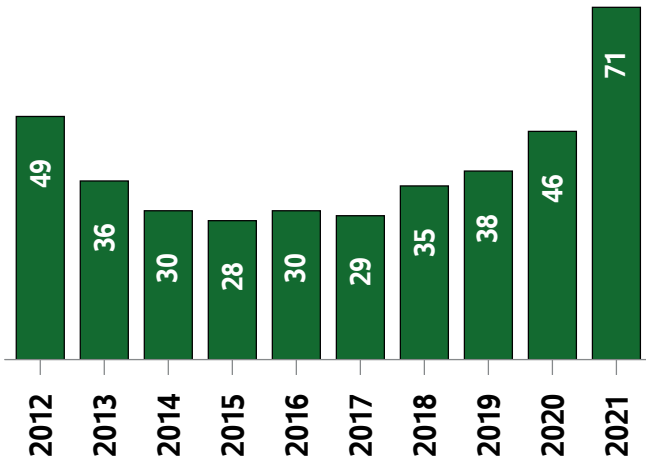


Average Price and Median Price

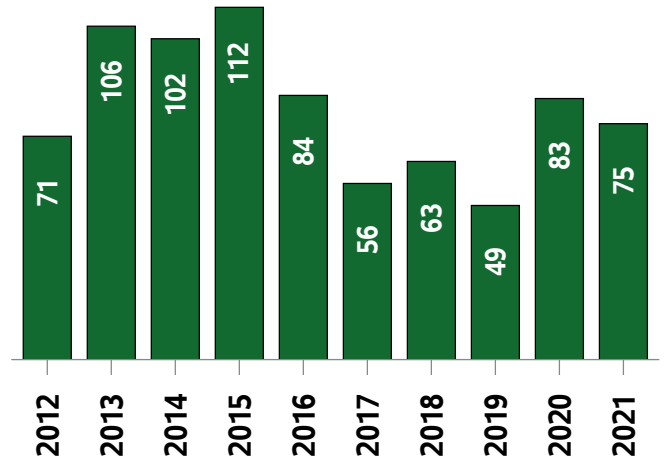


# Cranbrook MLS® Residential Market Activity

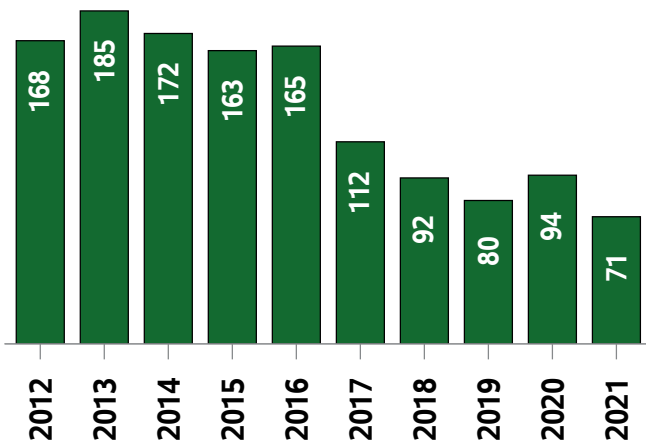
Sales Activity (February Year-to-date)



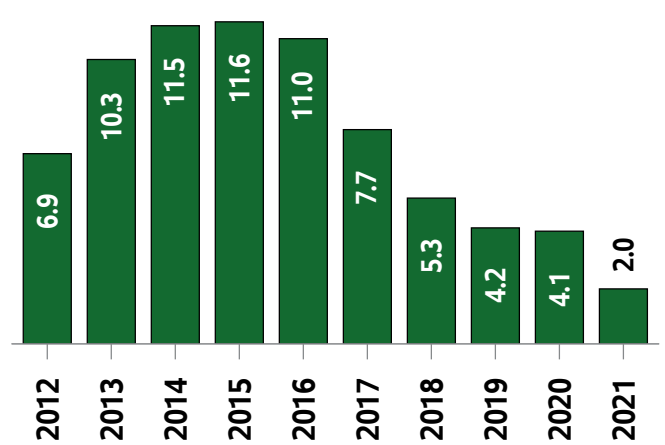
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Cranbrook

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	29	3.6	38.1	123.1	45.0	81.3	190.0
Dollar Volume	\$10,779,280	19.5	72.4	172.9	153.2	156.3	354.0
New Listings	48	9.1	128.6	9.1	50.0	-18.6	20.0
Active Listings	76	-20.0	-2.6	-26.9	-53.9	-59.8	1.3
Sales to New Listings Ratio <sup>1</sup>	60.4	63.6	100.0	29.5	62.5	27.1	25.0
Months of Inventory <sup>2</sup>	2.6	3.4	3.7	8.0	8.3	11.8	7.5
Average Price	\$371,699	15.4	24.9	22.3	74.7	41.4	56.5
Median Price	\$350,000	6.5	23.9	7.7	52.2	42.6	37.5
Sales to List Price Ratio	96.6	97.5	96.6	96.0	96.9	97.6	96.6
Median Days on Market	37.0	39.0	47.0	41.0	80.0	60.5	6.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	71	54.3	86.8	102.9	136.7	136.7	407.1
Dollar Volume	\$23,848,430	74.8	113.5	148.8	283.8	206.3	619.6
New Listings	75	-9.6	53.1	19.0	-10.7	-26.5	-19.4
Active Listings <sup>3</sup>	71	-24.6	-11.3	-23.4	-57.3	-59.0	13.7
Sales to New Listings Ratio <sup>4</sup>	94.7	55.4	77.6	55.6	35.7	29.4	15.1
Months of Inventory <sup>5</sup>	2.0	4.1	4.2	5.3	11.0	11.5	8.9
Average Price	\$335,893	13.2	14.2	22.7	62.1	29.4	41.9
Median Price	\$336,500	14.7	9.8	22.4	46.3	37.4	32.7
Sales to List Price Ratio	97.8	97.5	96.7	96.1	96.4	97.4	97.1
Median Days on Market	43.0	44.5	46.0	74.0	98.0	57.5	6.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

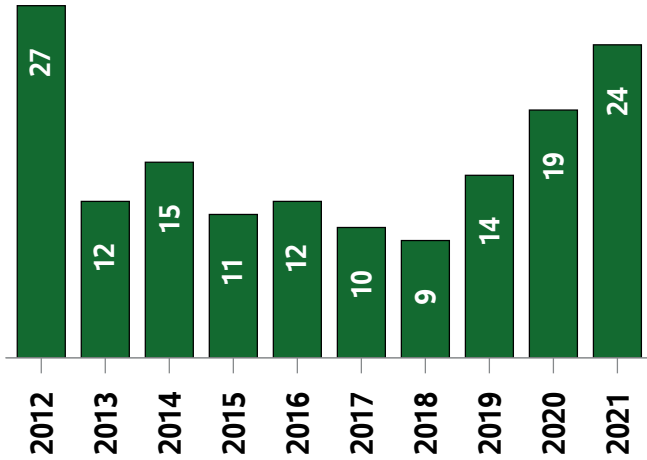
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

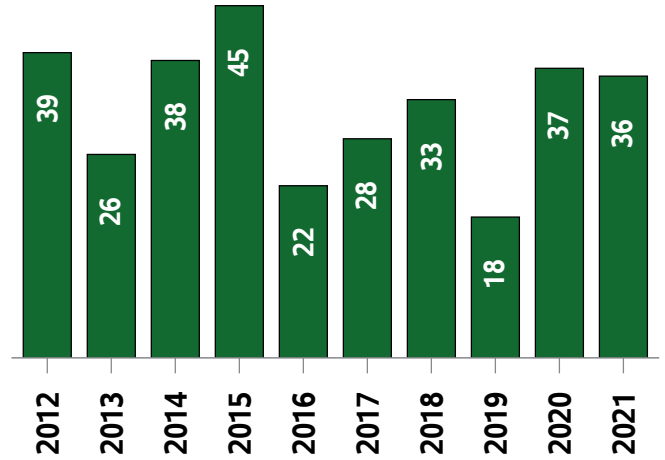
# Cranbrook

## MLS® Single Family Market Activity

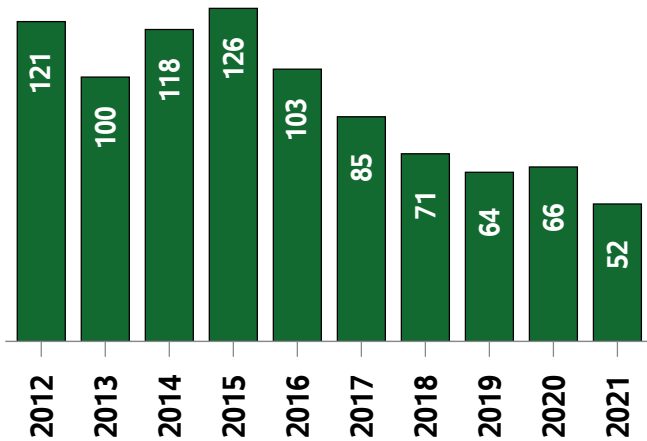
Sales Activity (February only)



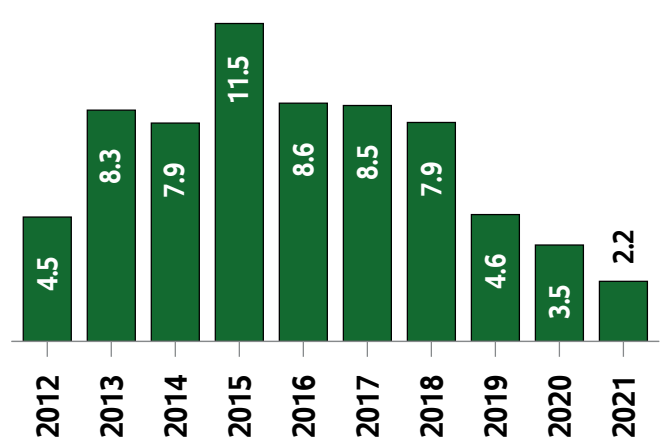
New Listings (February only)



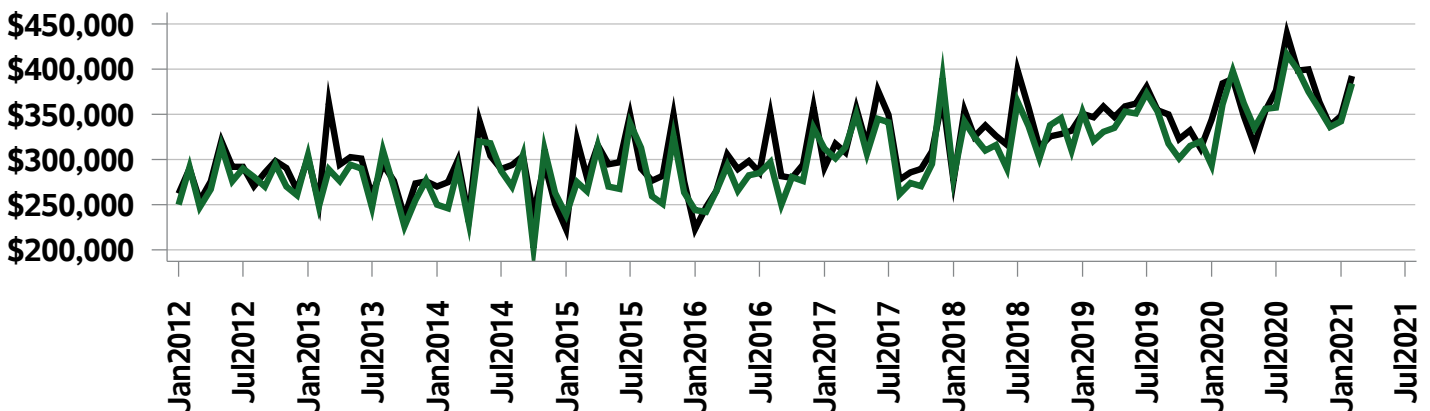
Active Listings (February only)



Months of Inventory (February only)

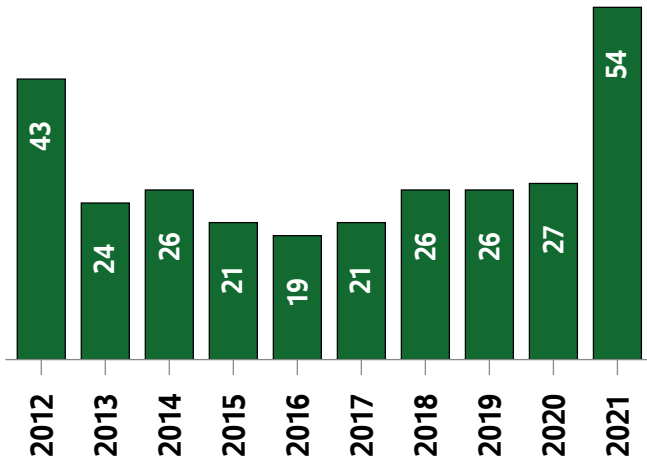


Average Price and Median Price

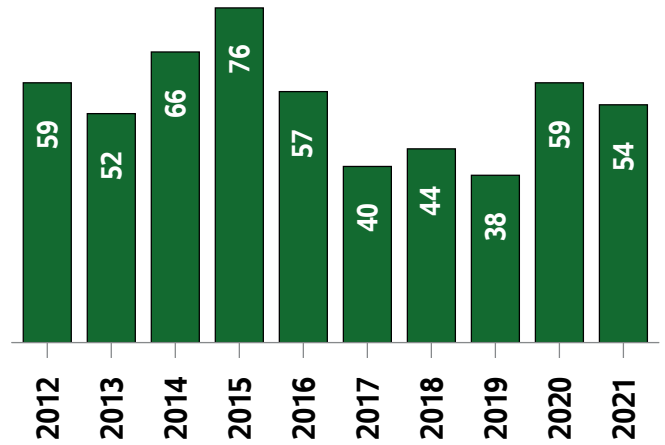


# Cranbrook MLS® Single Family Market Activity

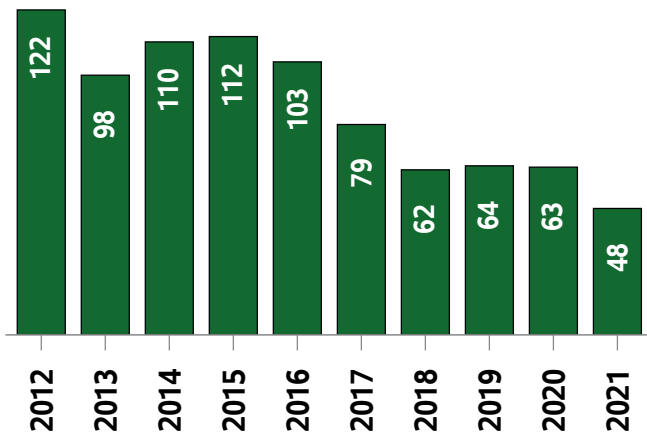
Sales Activity (February Year-to-date)



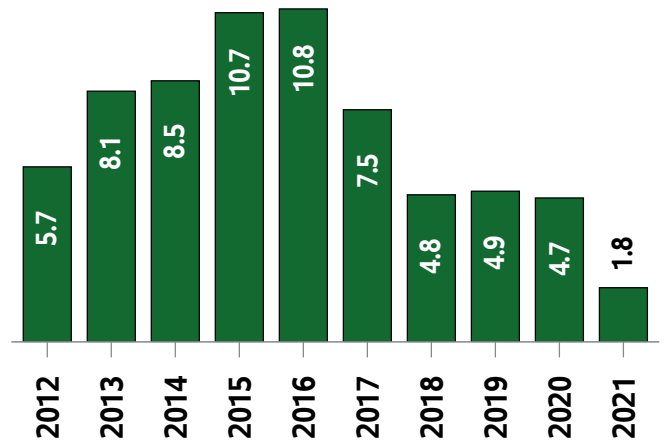
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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



# Cranbrook

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	24	26.3	71.4	166.7	100.0	60.0	200.0
Dollar Volume	\$9,418,280	29.0	94.0	195.4	217.5	128.4	393.3
New Listings	36	-2.7	100.0	9.1	63.6	-5.3	20.0
Active Listings	52	-21.2	-18.8	-26.8	-49.5	-55.9	-8.8
Sales to New Listings Ratio <sup>1</sup>	66.7	51.4	77.8	27.3	54.5	39.5	26.7
Months of Inventory <sup>2</sup>	2.2	3.5	4.6	7.9	8.6	7.9	7.1
Average Price	\$392,428	2.1	13.2	10.8	58.7	42.8	64.4
Median Price	\$384,000	6.4	19.7	12.3	58.7	56.1	50.9
Sales to List Price Ratio	96.4	98.0	96.3	96.6	97.1	97.6	97.3
Median Days on Market	45.5	24.0	48.0	41.0	99.5	30.0	6.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	54	100.0	107.7	107.7	184.2	107.7	390.9
Dollar Volume	\$19,866,530	97.6	119.3	151.9	338.7	180.0	635.2
New Listings	54	-8.5	42.1	22.7	-5.3	-18.2	-23.9
Active Listings <sup>3</sup>	48	-24.6	-25.2	-23.4	-53.7	-56.8	0.0
Sales to New Listings Ratio <sup>4</sup>	100.0	45.8	68.4	59.1	33.3	39.4	15.5
Months of Inventory <sup>5</sup>	1.8	4.7	4.9	4.8	10.8	8.5	8.6
Average Price	\$367,899	-1.2	5.6	21.3	54.4	34.8	49.8
Median Price	\$350,000	3.4	4.2	21.1	43.4	41.1	37.3
Sales to List Price Ratio	97.9	98.0	96.6	96.4	96.5	97.6	97.5
Median Days on Market	44.5	42.0	47.5	67.0	115.0	52.5	8.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

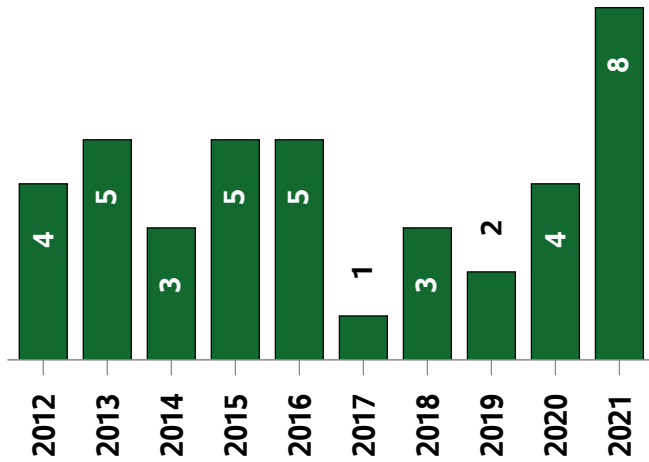
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

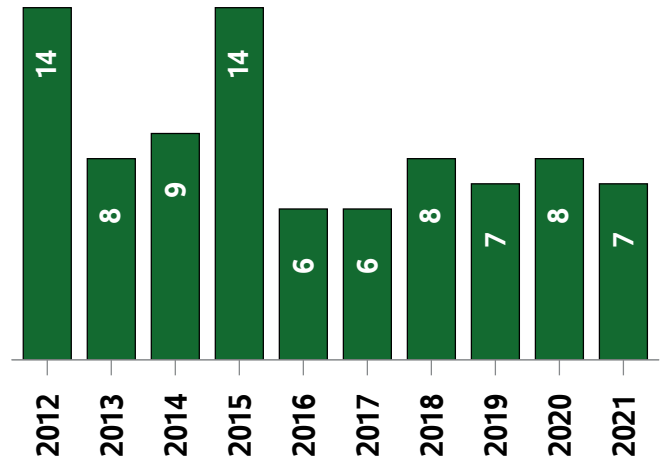
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Cranbrook Lakes MLS® Residential Market Activity

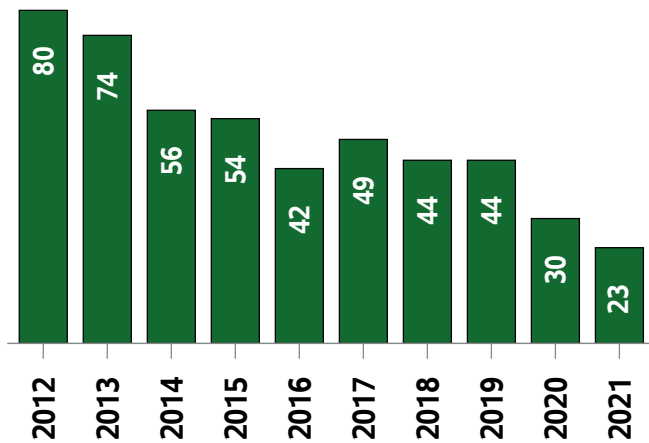
Sales Activity (February only)



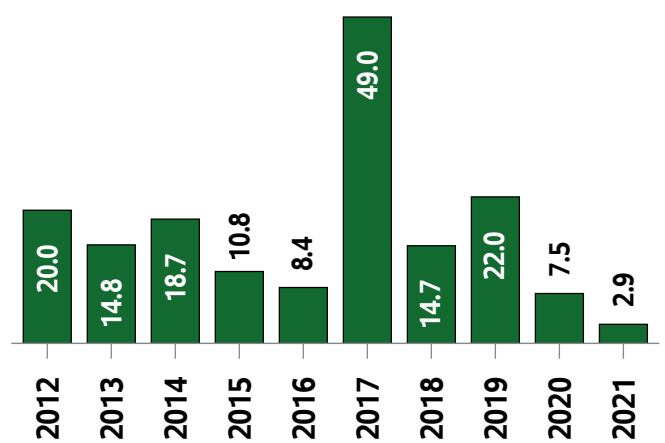
New Listings (February only)



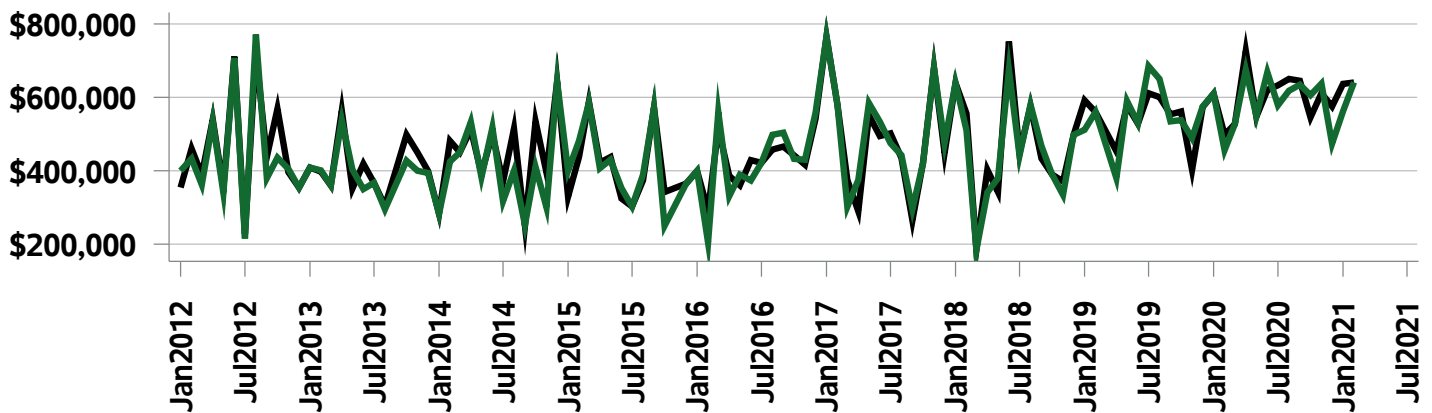
Active Listings (February only)



Months of Inventory (February only)

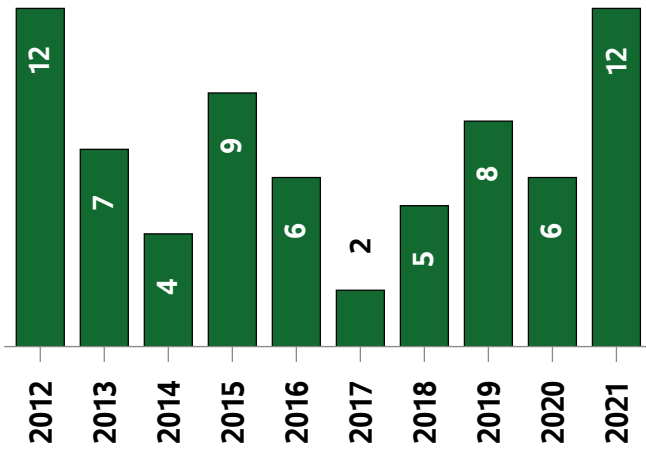


Average Price and Median Price

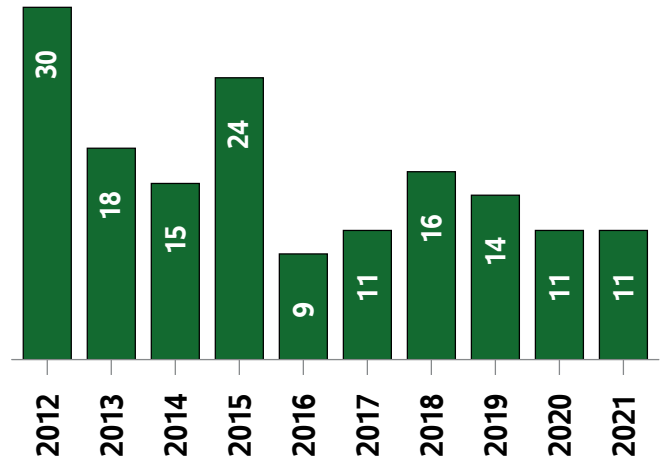


# Cranbrook Lakes MLS® Residential Market Activity

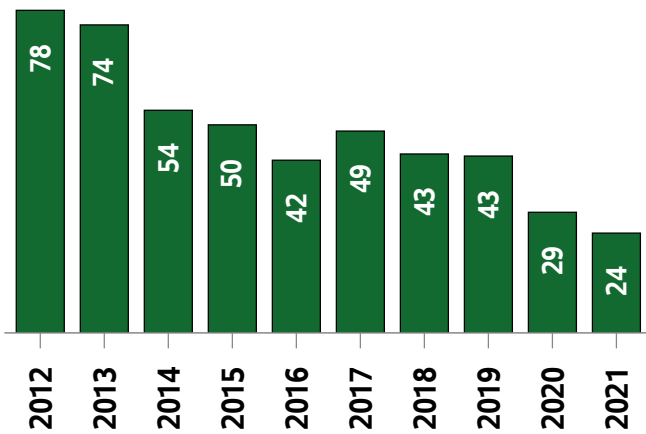
Sales Activity (February Year-to-date)



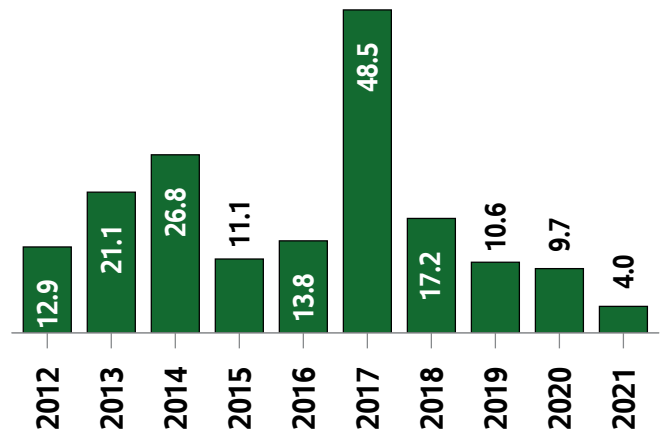
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Cranbrook Lakes

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	8	100.0	300.0	166.7	60.0	166.7	300.0
Dollar Volume	\$5,124,321	157.1	357.5	207.2	252.0	254.9	569.9
New Listings	7	-12.5	0.0	-12.5	16.7	-22.2	-22.2
Active Listings	23	-23.3	-47.7	-47.7	-45.2	-58.9	0.0
Sales to New Listings Ratio <sup>1</sup>	114.3	50.0	28.6	37.5	83.3	33.3	22.2
Months of Inventory <sup>2</sup>	2.9	7.5	22.0	14.7	8.4	18.7	11.5
Average Price	\$640,540	28.6	14.4	15.2	120.0	33.1	67.5
Median Price	\$641,000	40.6	14.5	25.7	213.4	50.8	67.6
Sales to List Price Ratio	99.0	97.3	97.7	97.0	94.4	98.7	98.2
Median Days on Market	69.0	124.0	389.5	20.0	105.0	198.0	14.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	12	100.0	50.0	140.0	100.0	200.0	500.0
Dollar Volume	\$7,671,321	138.8	64.2	160.4	313.5	344.2	902.9
New Listings	11	0.0	-21.4	-31.3	22.2	-26.7	-56.0
Active Listings <sup>3</sup>	24	-17.2	-43.5	-44.2	-42.2	-55.1	23.1
Sales to New Listings Ratio <sup>4</sup>	109.1	54.5	57.1	31.3	66.7	26.7	8.0
Months of Inventory <sup>5</sup>	4.0	9.7	10.6	17.2	13.8	26.8	19.5
Average Price	\$639,277	19.4	9.5	8.5	106.8	48.1	67.2
Median Price	\$637,000	19.6	24.5	-0.2	121.8	57.5	66.6
Sales to List Price Ratio	98.1	96.9	95.8	97.6	94.5	96.1	98.2
Median Days on Market	69.0	135.5	137.5	20.0	139.0	164.0	14.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

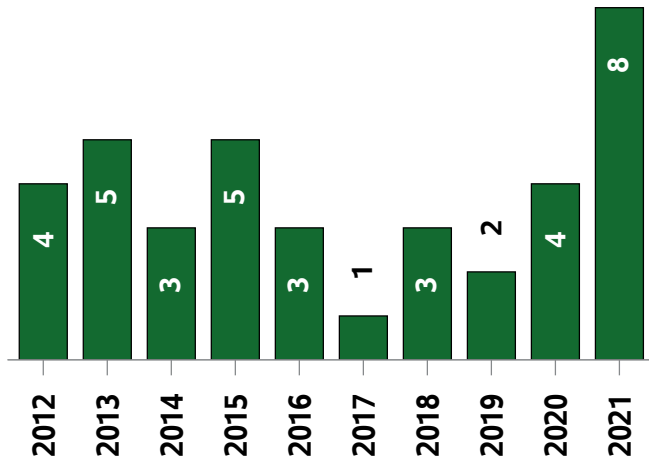
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

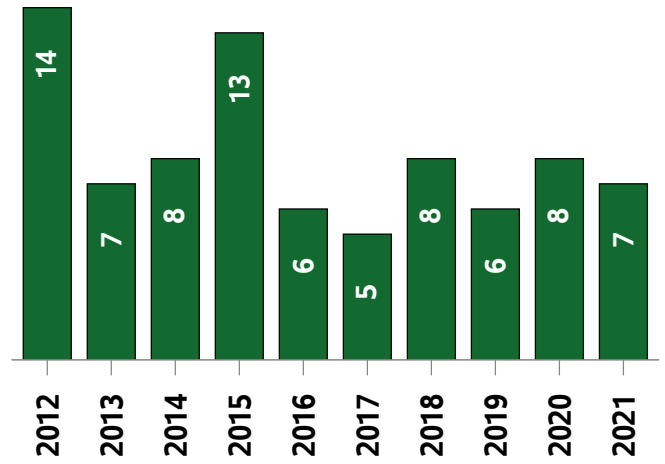
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Cranbrook Lakes MLS® Single Family Market Activity

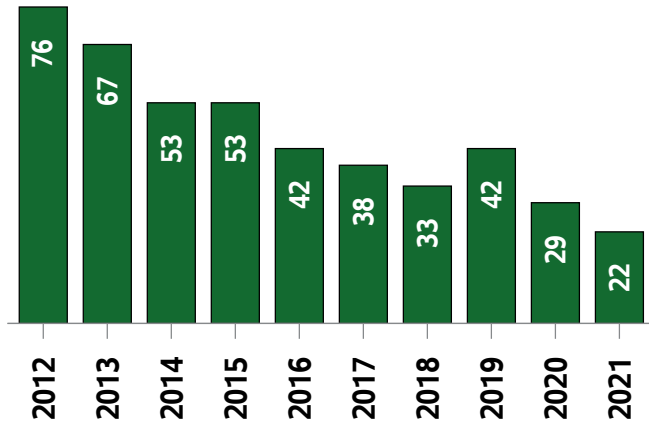
Sales Activity (February only)



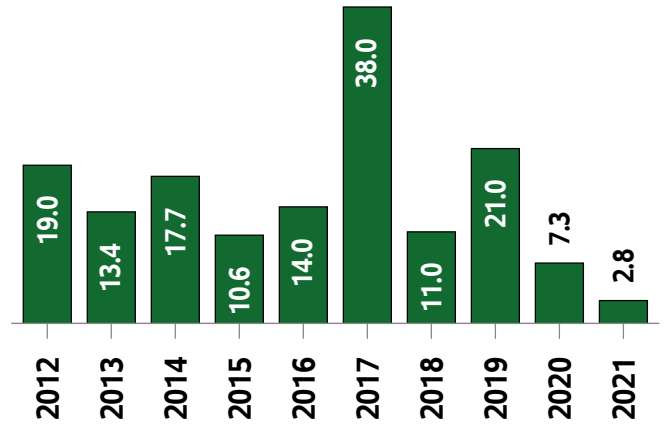
New Listings (February only)



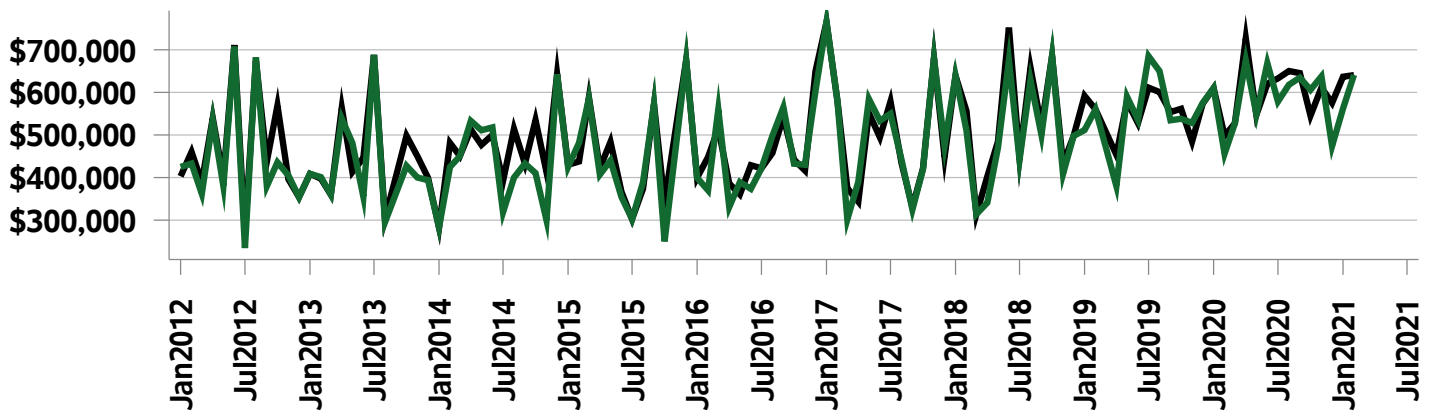
Active Listings (February only)



Months of Inventory (February only)



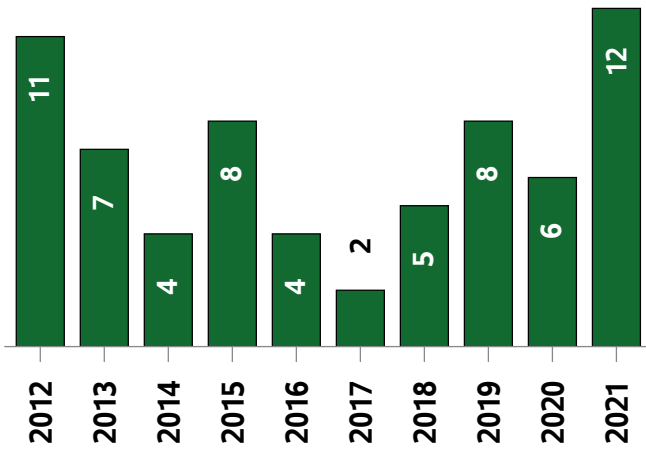
Average Price and Median Price



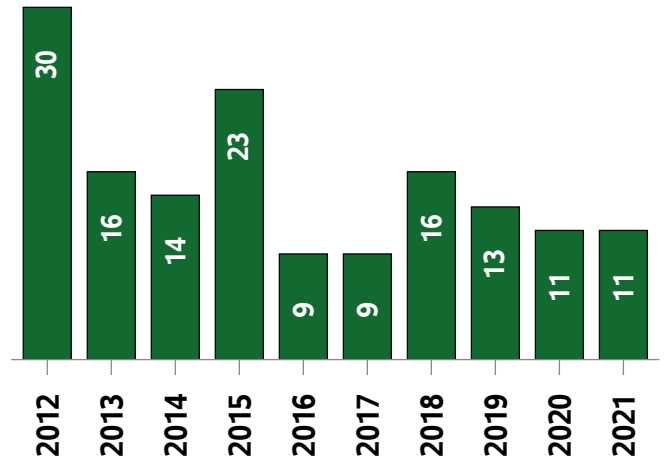
# Cranbrook Lakes

## MLS® Single Family Market Activity

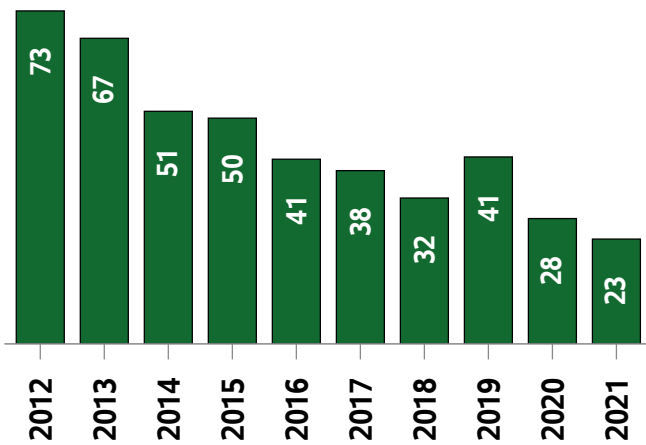
Sales Activity (February Year-to-date)



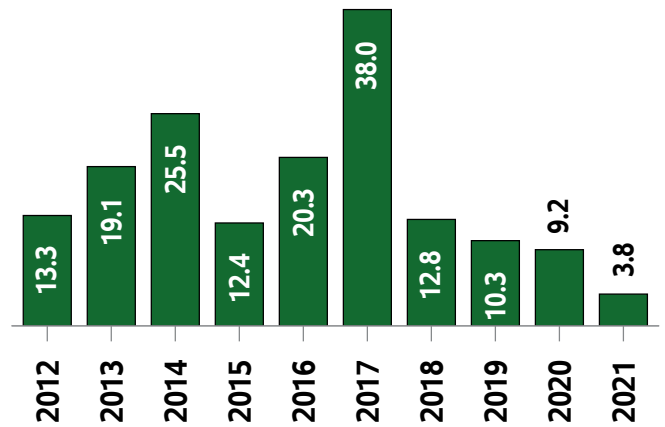
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Cranbrook Lakes

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	8	100.0	300.0	166.7	166.7	166.7	300.0
Dollar Volume	\$5,124,321	157.1	357.5	207.2	281.2	254.9	569.9
New Listings	7	-12.5	16.7	-12.5	16.7	-12.5	0.0
Active Listings	22	-24.1	-47.6	-33.3	-47.6	-58.5	4.8
Sales to New Listings Ratio <sup>1</sup>	114.3	50.0	33.3	37.5	50.0	37.5	28.6
Months of Inventory <sup>2</sup>	2.8	7.3	21.0	11.0	14.0	17.7	10.5
Average Price	\$640,540	28.6	14.4	15.2	42.9	33.1	67.5
Median Price	\$641,000	40.6	14.5	25.7	73.2	50.8	67.6
Sales to List Price Ratio	99.0	97.3	97.7	97.0	93.2	98.7	98.2
Median Days on Market	69.0	124.0	389.5	20.0	210.0	198.0	14.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	12	100.0	50.0	140.0	200.0	200.0	500.0
Dollar Volume	\$7,671,321	138.8	64.2	160.4	339.9	344.2	902.9
New Listings	11	0.0	-15.4	-31.3	22.2	-21.4	-52.2
Active Listings <sup>3</sup>	23	-16.4	-43.9	-28.1	-43.2	-54.9	24.3
Sales to New Listings Ratio <sup>4</sup>	109.1	54.5	61.5	31.3	44.4	28.6	8.7
Months of Inventory <sup>5</sup>	3.8	9.2	10.3	12.8	20.3	25.5	18.5
Average Price	\$639,277	19.4	9.5	8.5	46.6	48.1	67.2
Median Price	\$637,000	19.6	24.5	-0.2	65.6	57.5	66.6
Sales to List Price Ratio	98.1	96.9	95.8	97.6	93.7	96.1	98.2
Median Days on Market	69.0	135.5	137.5	20.0	191.5	164.0	14.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

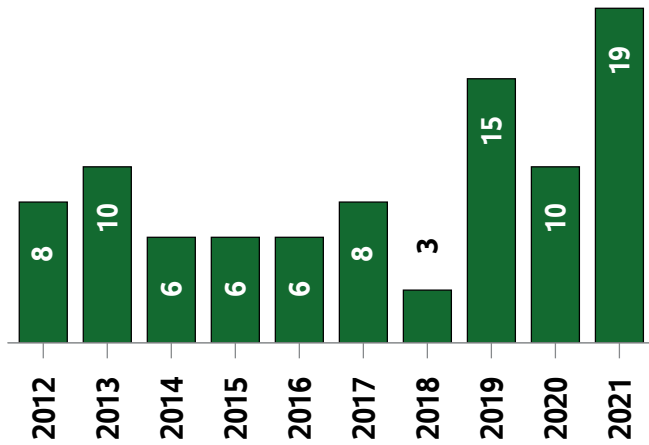
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

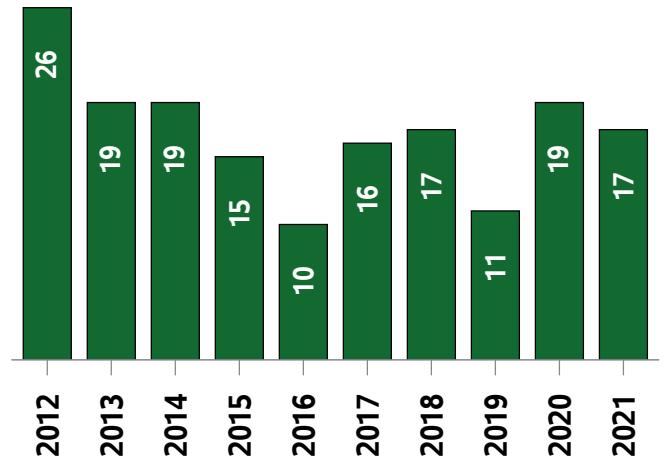
# Fernie

## MLS® Residential Market Activity

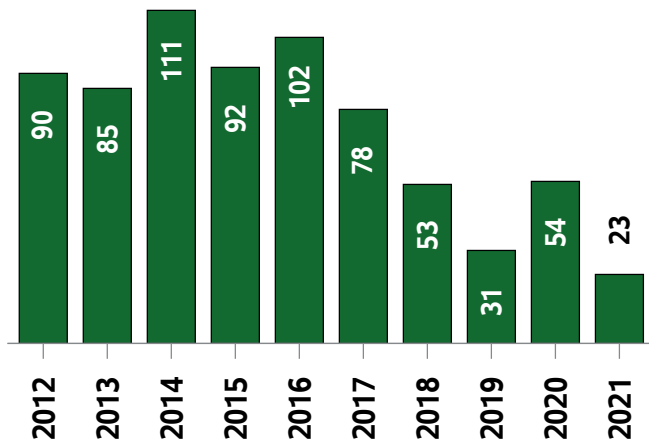
Sales Activity (February only)



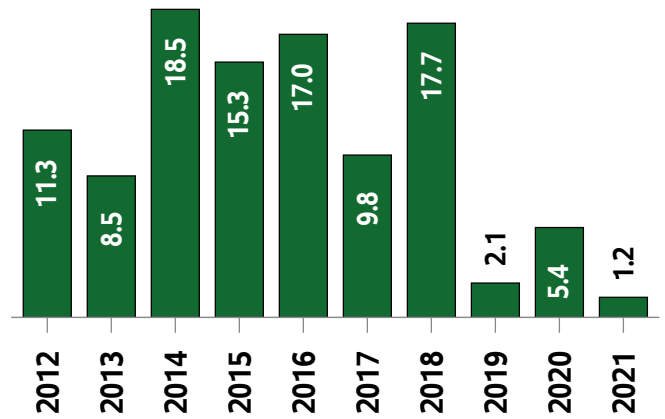
New Listings (February only)



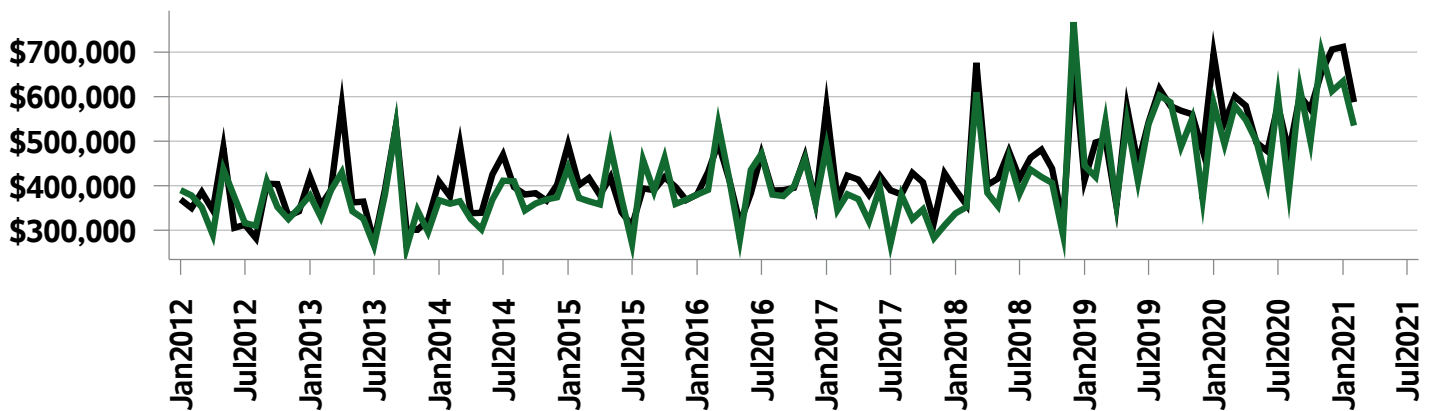
Active Listings (February only)



Months of Inventory (February only)



Average Price and Median Price

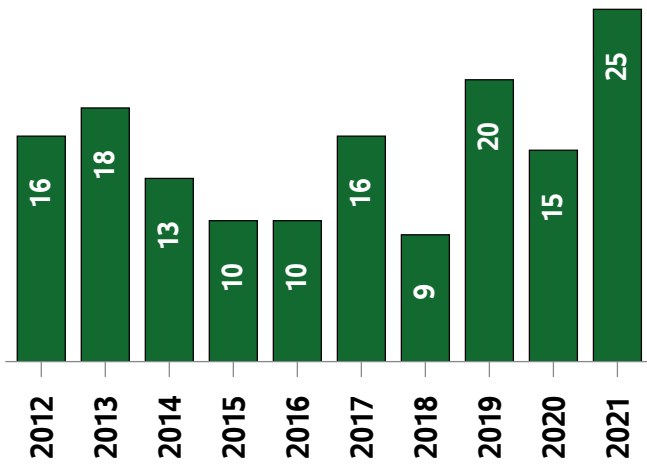




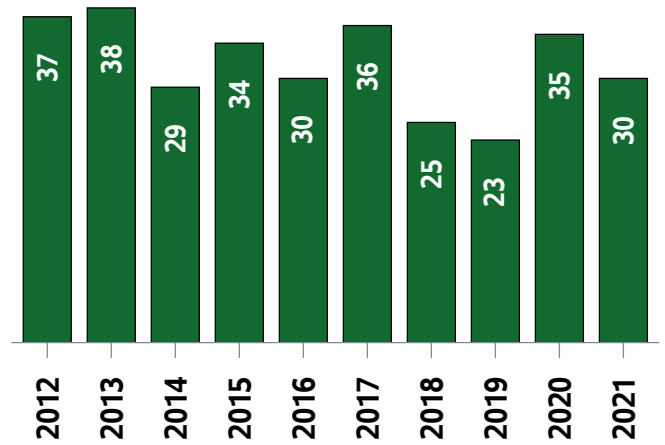
# Fernie

## MLS® Residential Market Activity

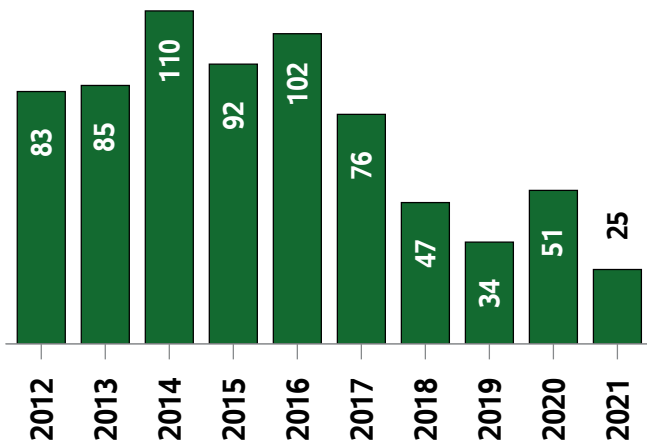
Sales Activity (February Year-to-date)



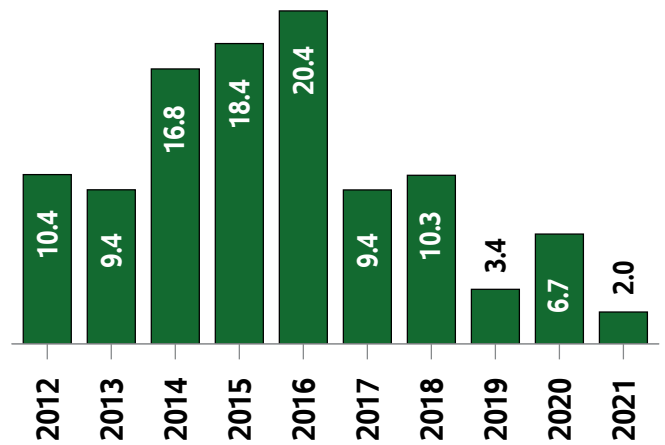
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Fernie

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	19	90.0	26.7	533.3	216.7	216.7	850.0
Dollar Volume	\$11,166,647	105.6	49.8	942.9	332.2	394.8	3,346.5
New Listings	17	-10.5	54.5	0.0	70.0	-10.5	-41.4
Active Listings	23	-57.4	-25.8	-56.6	-77.5	-79.3	-42.5
Sales to New Listings Ratio <sup>1</sup>	111.8	52.6	136.4	17.6	60.0	31.6	6.9
Months of Inventory <sup>2</sup>	1.2	5.4	2.1	17.7	17.0	18.5	20.0
Average Price	\$587,718	8.2	18.2	64.7	36.5	56.2	262.8
Median Price	\$535,000	8.6	27.4	52.0	36.9	48.8	230.2
Sales to List Price Ratio	99.6	97.4	97.0	100.5	97.7	97.2	97.6
Median Days on Market	22.0	71.0	52.0	23.0	33.0	97.5	28.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	25	66.7	25.0	177.8	150.0	92.3	1,150.0
Dollar Volume	\$15,437,647	73.2	62.2	352.2	276.1	201.3	4,664.7
New Listings	30	-14.3	30.4	20.0	0.0	3.4	-30.2
Active Listings <sup>3</sup>	25	-51.5	-26.9	-47.3	-76.0	-77.6	-7.5
Sales to New Listings Ratio <sup>4</sup>	83.3	42.9	87.0	36.0	33.3	44.8	4.7
Months of Inventory <sup>5</sup>	2.0	6.7	3.4	10.3	20.4	16.8	26.5
Average Price	\$617,506	3.9	29.8	62.8	50.4	56.7	281.2
Median Price	\$584,000	9.2	35.0	65.9	49.5	58.9	260.5
Sales to List Price Ratio	99.5	97.8	96.2	99.3	97.9	96.4	97.6
Median Days on Market	23.0	64.0	62.5	70.0	40.5	102.0	28.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

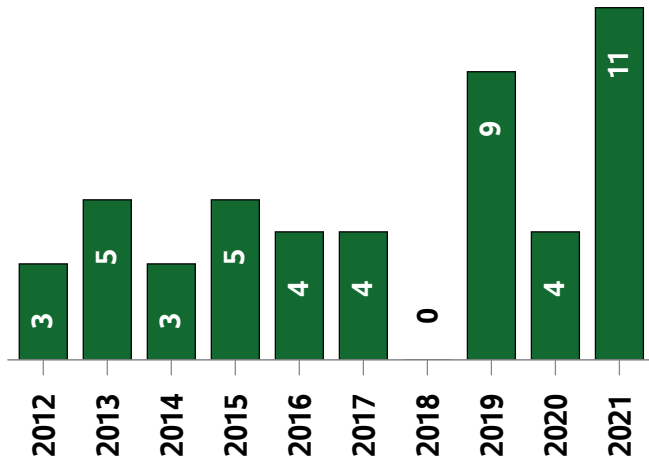
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

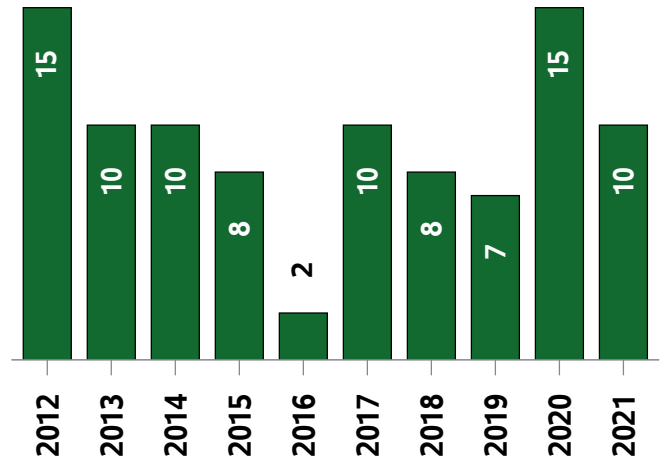
# Fernie

## MLS® Single Family Market Activity

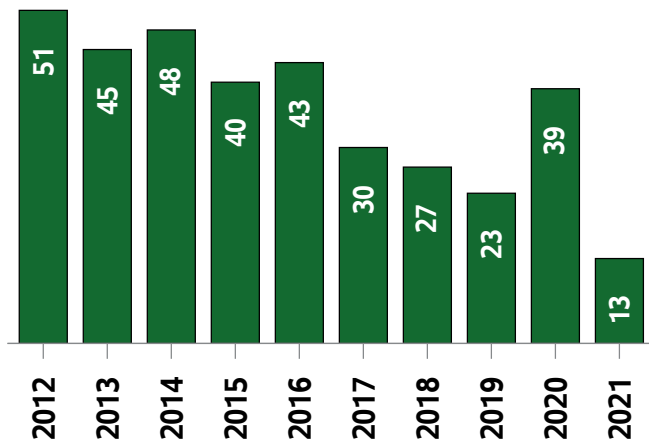
Sales Activity (February only)



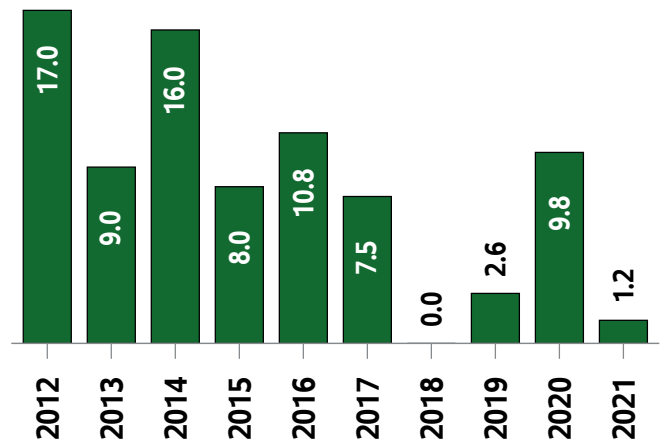
New Listings (February only)



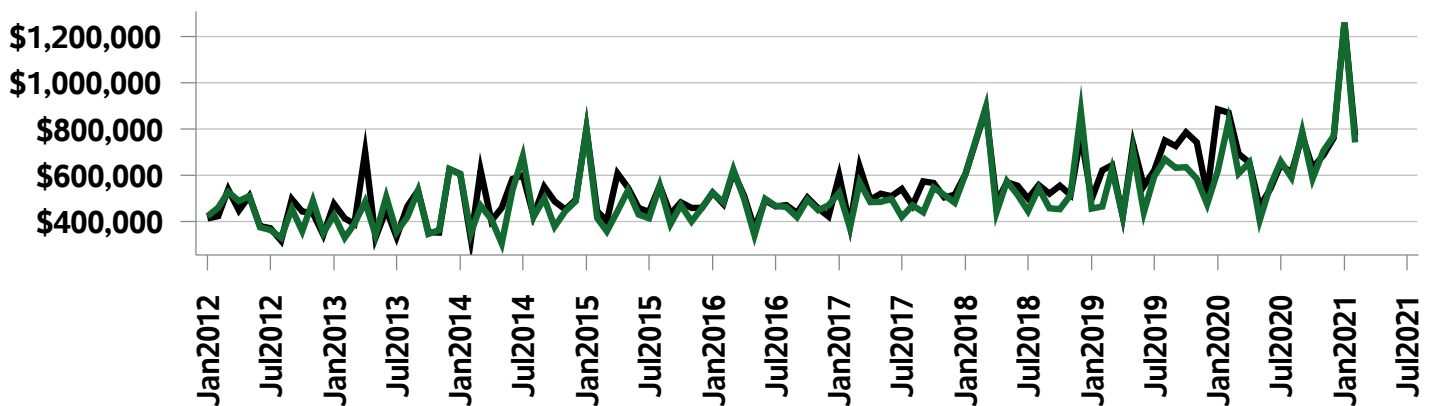
Active Listings (February only)



Months of Inventory (February only)



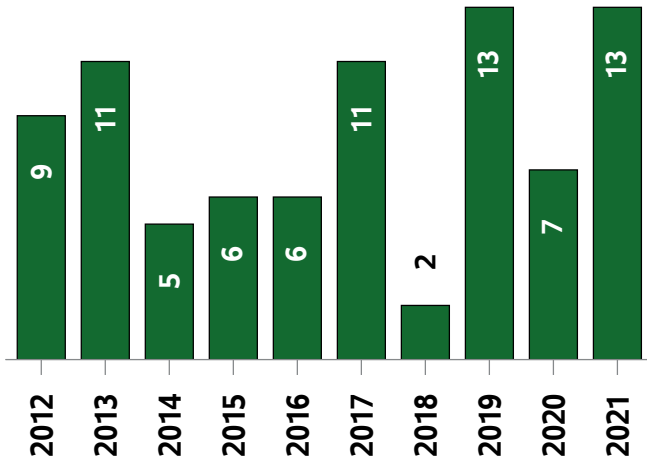
Average Price and Median Price



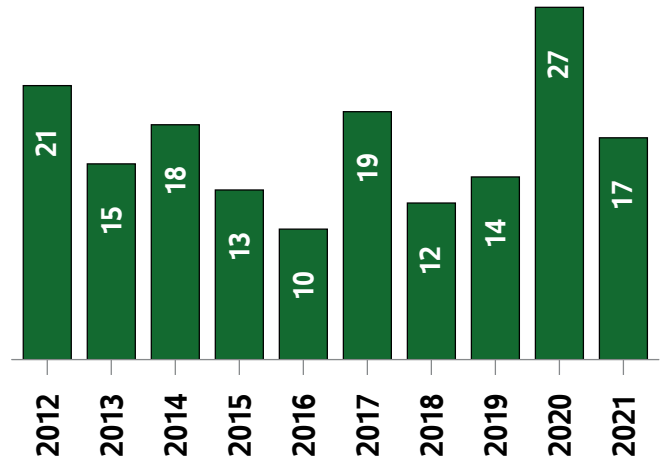
# Fernie

## MLS® Single Family Market Activity

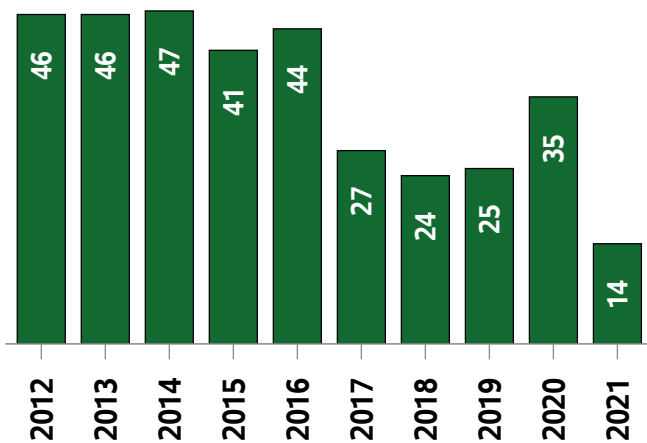
Sales Activity (February Year-to-date)



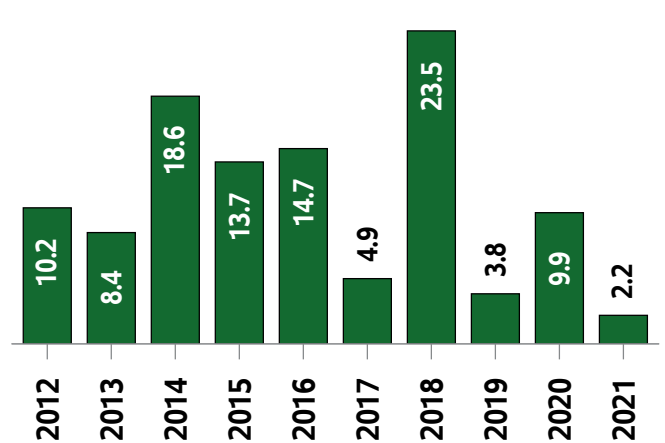
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Fernie

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	11	175.0	22.2	—	175.0	266.7	1,000.0
Dollar Volume	\$8,486,500	143.6	51.7	—	346.0	775.8	4,218.8
New Listings	10	-33.3	42.9	25.0	400.0	0.0	-28.6
Active Listings	13	-66.7	-43.5	-51.9	-69.8	-72.9	-43.5
Sales to New Listings Ratio <sup>1</sup>	110.0	26.7	128.6	—	200.0	30.0	7.1
Months of Inventory <sup>2</sup>	1.2	9.8	2.6	—	10.8	16.0	23.0
Average Price	\$771,500	-11.4	24.1	—	62.2	138.9	292.6
Median Price	\$742,000	-10.9	59.6	—	53.7	112.0	277.6
Sales to List Price Ratio	98.1	95.8	96.6	—	98.3	97.6	97.0
Median Days on Market	24.0	118.5	121.0	—	49.5	39.0	48.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	13	85.7	0.0	550.0	116.7	160.0	1,200.0
Dollar Volume	\$11,006,500	79.3	45.2	810.4	272.7	404.8	5,501.3
New Listings	17	-37.0	21.4	41.7	70.0	-5.6	-32.0
Active Listings <sup>3</sup>	14	-59.4	-42.9	-40.4	-68.2	-69.9	-15.2
Sales to New Listings Ratio <sup>4</sup>	76.5	25.9	92.9	16.7	60.0	27.8	4.0
Months of Inventory <sup>5</sup>	2.2	9.9	3.8	23.5	14.7	18.6	33.0
Average Price	\$846,654	-3.5	45.2	40.1	72.0	94.1	330.9
Median Price	\$779,500	22.9	67.6	28.9	58.4	111.2	296.7
Sales to List Price Ratio	98.5	97.3	95.6	98.1	97.6	97.1	97.0
Median Days on Market	24.0	98.0	69.0	51.0	70.0	55.0	48.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

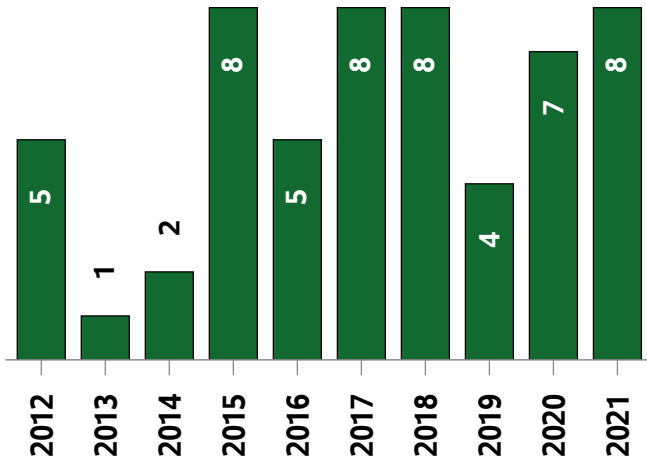
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

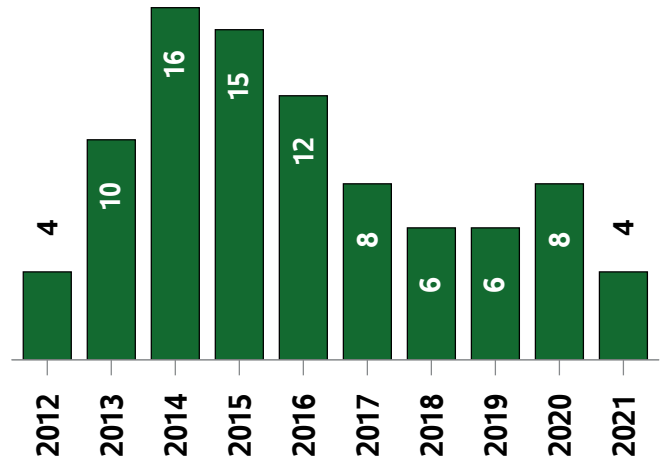
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Grand Forks MLS® Residential Market Activity

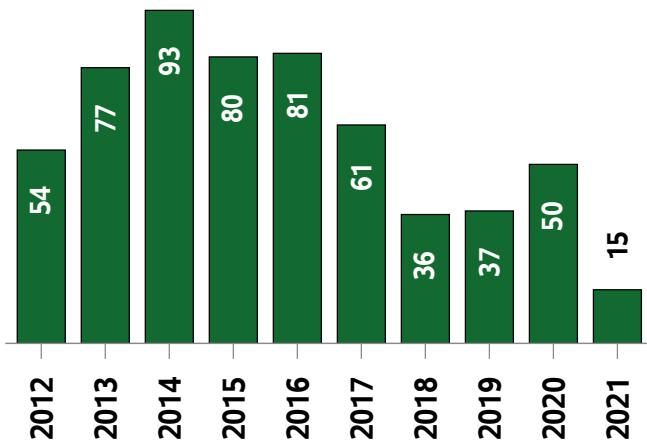
Sales Activity (February only)



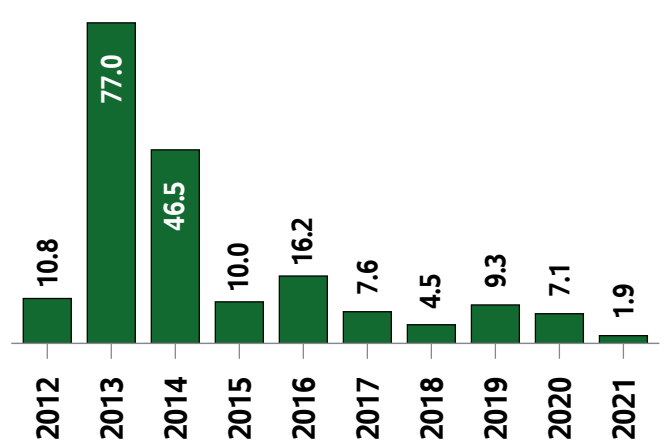
New Listings (February only)



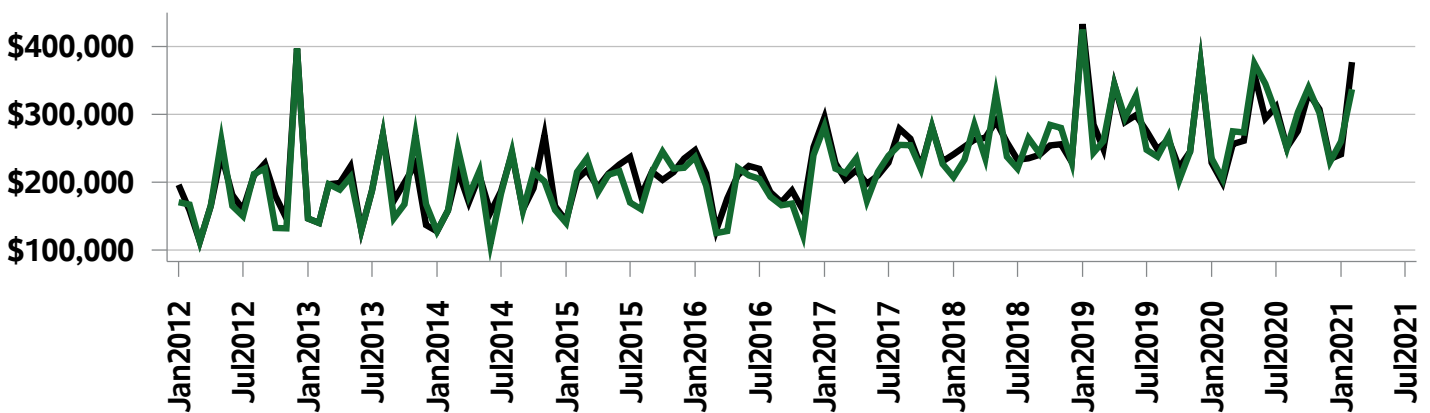
Active Listings (February only)



Months of Inventory (February only)

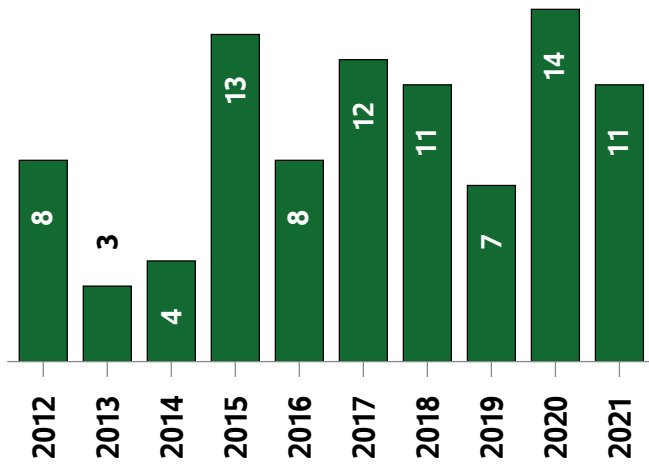


Average Price and Median Price

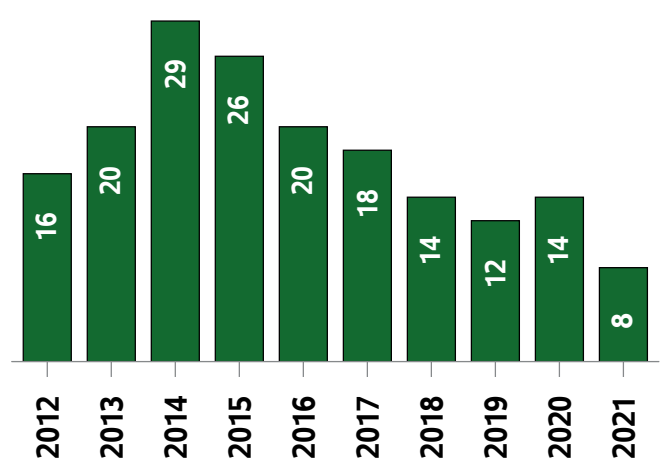


# Grand Forks MLS® Residential Market Activity

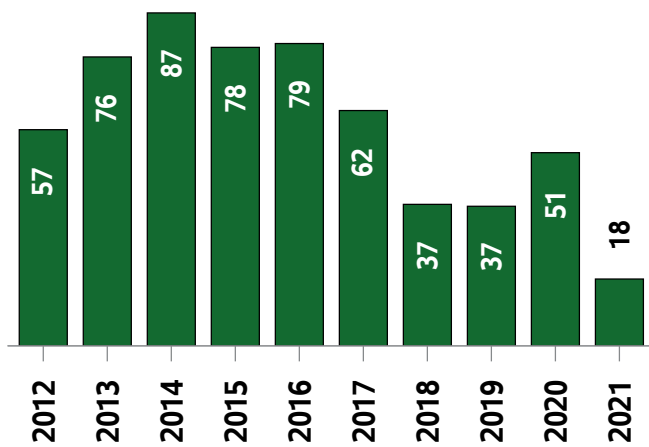
Sales Activity (February Year-to-date)



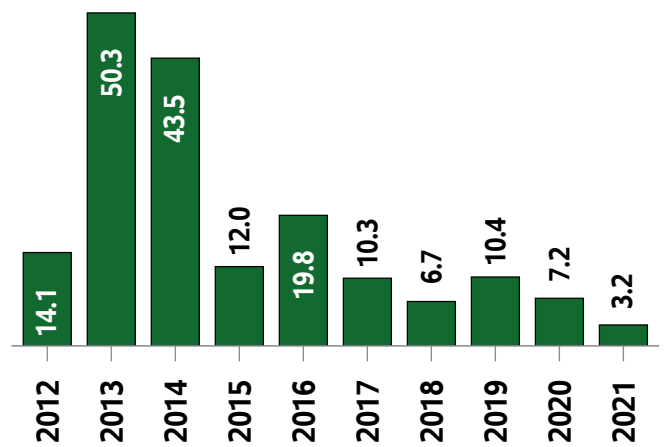
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Grand Forks MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	8	14.3	100.0	0.0	60.0	300.0	—
Dollar Volume	\$3,016,000	116.1	164.6	49.4	183.7	852.9	—
New Listings	4	-50.0	-33.3	-33.3	-66.7	-75.0	-55.6
Active Listings	15	-70.0	-59.5	-58.3	-81.5	-83.9	-11.8
Sales to New Listings Ratio <sup>1</sup>	200.0	87.5	66.7	133.3	41.7	12.5	—
Months of Inventory <sup>2</sup>	1.9	7.1	9.3	4.5	16.2	46.5	—
Average Price	\$377,000	89.1	32.3	49.4	77.3	138.2	—
Median Price	\$337,000	64.4	38.4	44.5	72.8	113.0	—
Sales to List Price Ratio	99.1	96.4	97.1	95.3	89.6	94.5	—
Median Days on Market	118.0	103.0	45.5	108.5	329.0	385.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	11	-21.4	57.1	0.0	37.5	175.0	—
Dollar Volume	\$3,739,300	24.8	53.3	36.4	107.2	554.3	—
New Listings	8	-42.9	-33.3	-42.9	-60.0	-72.4	-52.9
Active Listings <sup>3</sup>	18	-65.3	-52.1	-52.7	-77.8	-79.9	40.0
Sales to New Listings Ratio <sup>4</sup>	137.5	100.0	58.3	78.6	40.0	13.8	—
Months of Inventory <sup>5</sup>	3.2	7.2	10.4	6.7	19.8	43.5	—
Average Price	\$339,936	58.8	-2.4	36.4	50.7	137.9	—
Median Price	\$299,000	37.2	-26.2	35.0	38.4	88.9	—
Sales to List Price Ratio	98.1	95.8	96.8	96.1	93.2	89.1	—
Median Days on Market	112.0	108.0	77.0	76.0	301.5	454.0	—

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

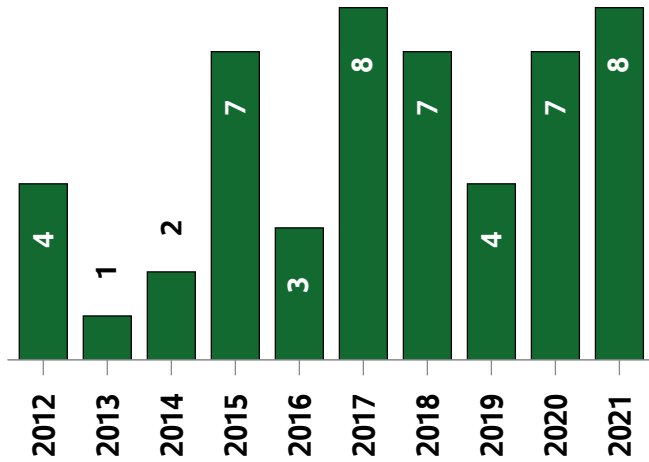
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

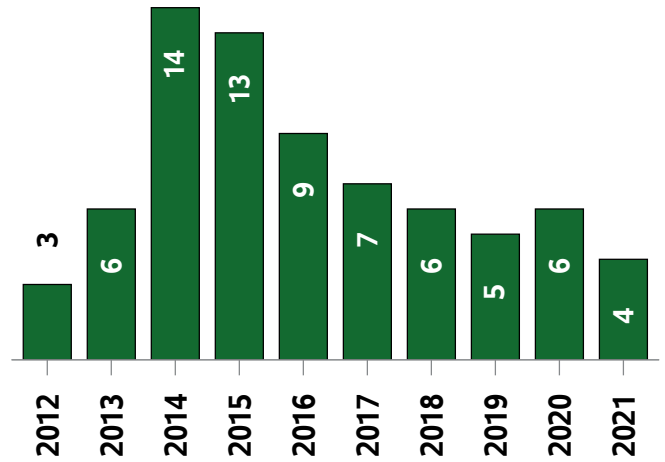


# Grand Forks MLS® Single Family Market Activity

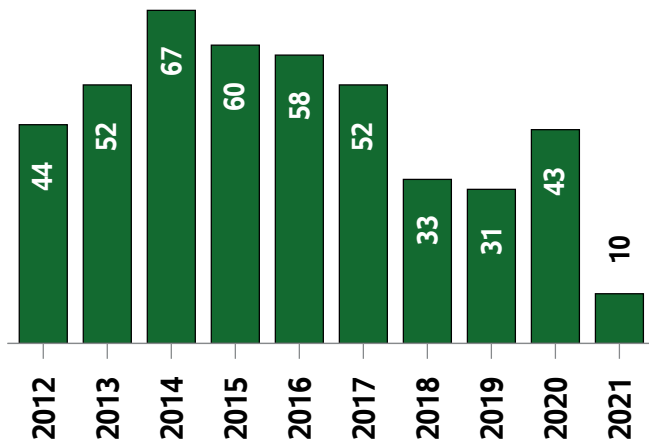
Sales Activity (February only)



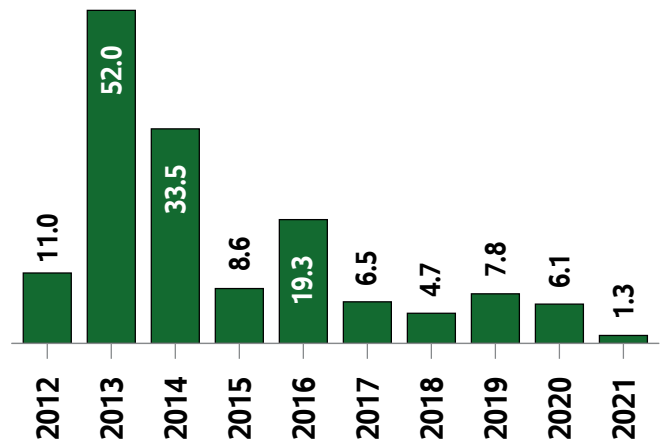
New Listings (February only)



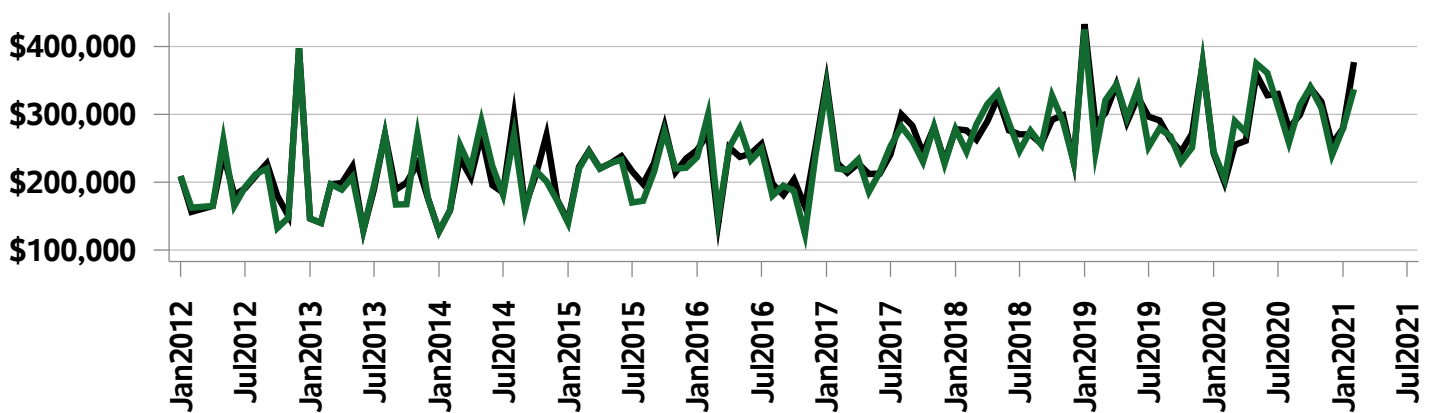
Active Listings (February only)



Months of Inventory (February only)

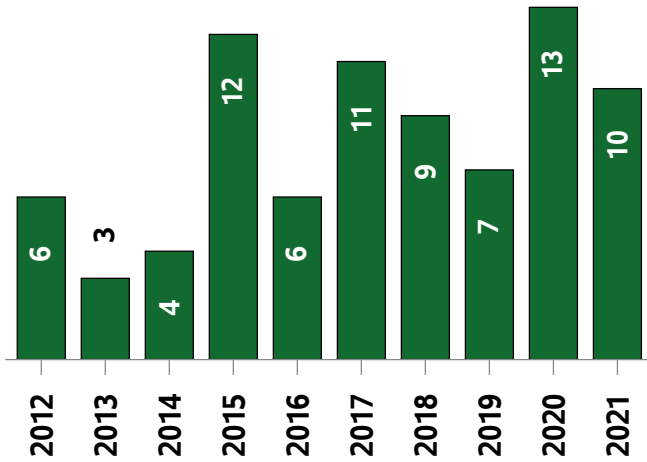


Average Price and Median Price

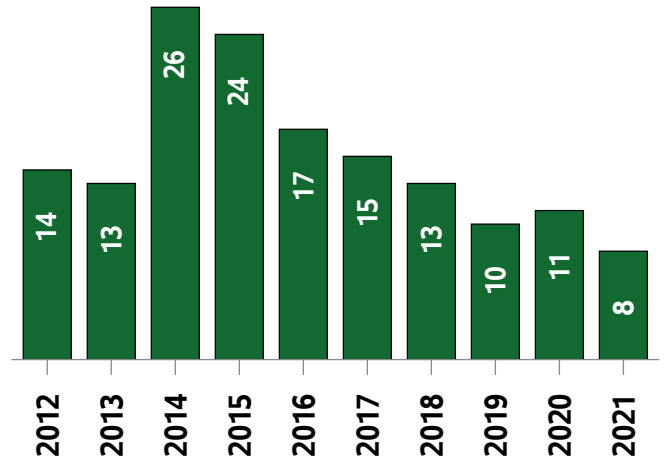


# Grand Forks MLS® Single Family Market Activity

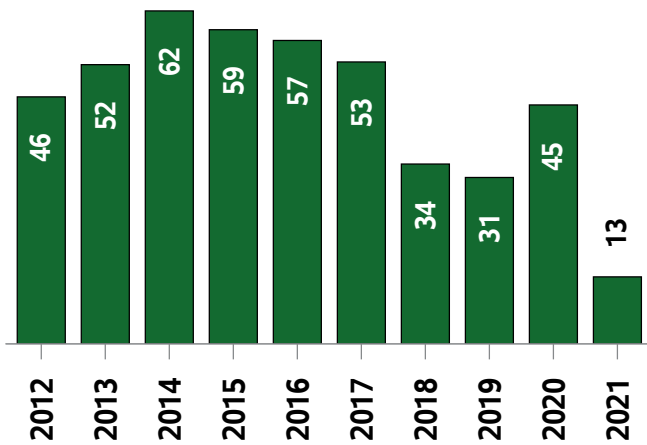
Sales Activity (February Year-to-date)



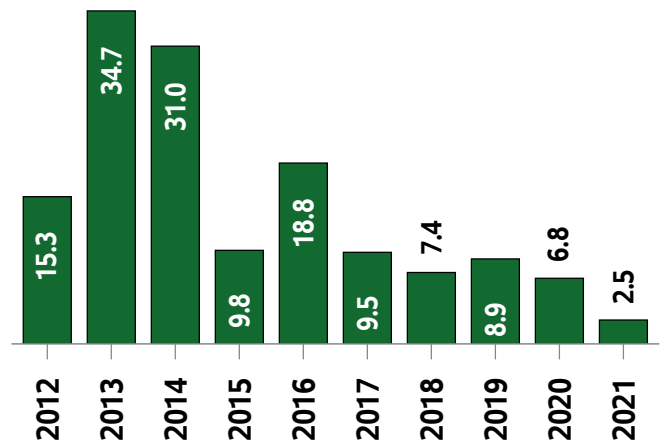
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Grand Forks MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	8	14.3	100.0	14.3	166.7	300.0	—
Dollar Volume	\$3,016,000	116.1	164.6	55.9	269.4	852.9	—
New Listings	4	-33.3	-20.0	-33.3	-55.6	-71.4	0.0
Active Listings	10	-76.7	-67.7	-69.7	-82.8	-85.1	-9.1
Sales to New Listings Ratio <sup>1</sup>	200.0	116.7	80.0	116.7	33.3	14.3	—
Months of Inventory <sup>2</sup>	1.3	6.1	7.8	4.7	19.3	33.5	—
Average Price	\$377,000	89.1	32.3	36.4	38.5	138.2	—
Median Price	\$337,000	64.4	38.4	37.6	12.5	113.0	—
Sales to List Price Ratio	99.1	96.4	97.1	95.5	92.6	94.5	—
Median Days on Market	118.0	103.0	45.5	76.0	41.0	385.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	10	-23.1	42.9	11.1	66.7	150.0	—
Dollar Volume	\$3,575,000	25.4	46.6	43.5	129.4	525.5	—
New Listings	8	-27.3	-20.0	-38.5	-52.9	-69.2	-27.3
Active Listings <sup>3</sup>	13	-71.9	-59.7	-62.7	-77.9	-79.8	38.9
Sales to New Listings Ratio <sup>4</sup>	125.0	118.2	70.0	69.2	35.3	15.4	—
Months of Inventory <sup>5</sup>	2.5	6.8	8.9	7.4	18.8	31.0	—
Average Price	\$357,500	63.0	2.6	29.1	37.6	150.2	—
Median Price	\$299,000	32.9	-26.2	22.0	11.5	88.9	—
Sales to List Price Ratio	98.3	95.7	96.8	96.1	95.9	89.1	—
Median Days on Market	118.0	106.0	77.0	76.0	198.0	454.0	—

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

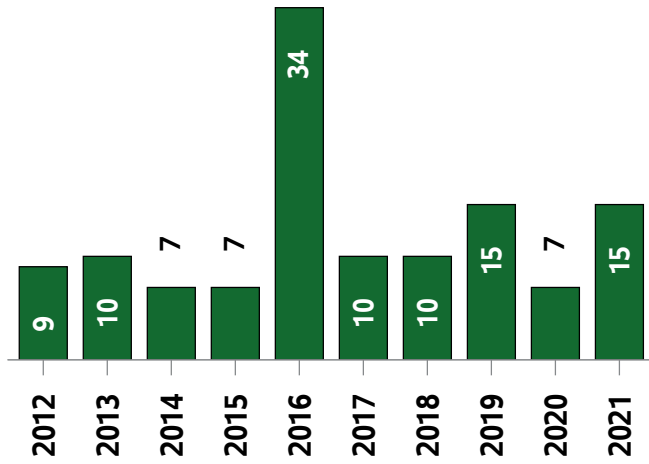
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

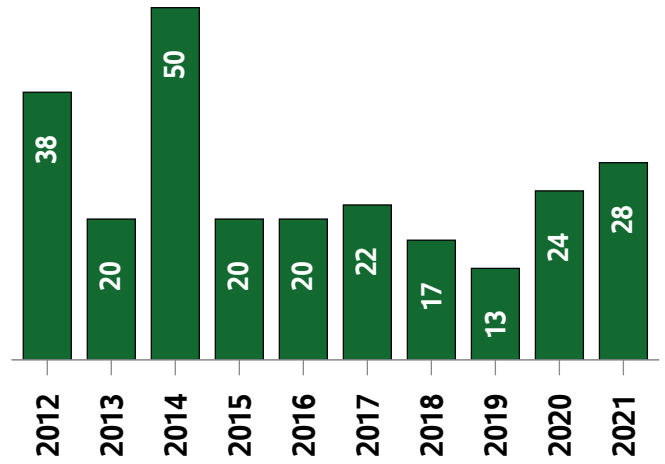
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Kimberley MLS® Residential Market Activity

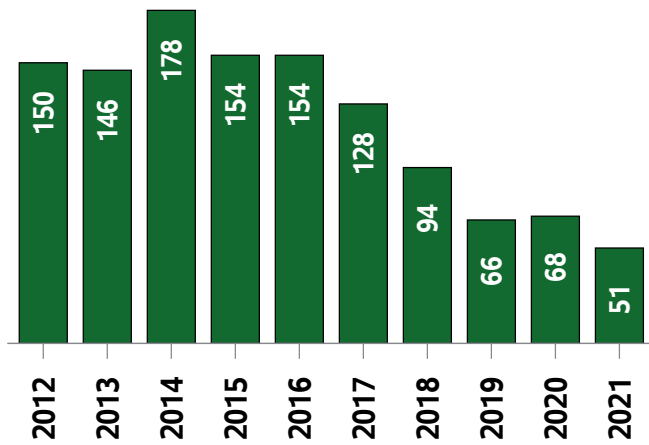
Sales Activity (February only)



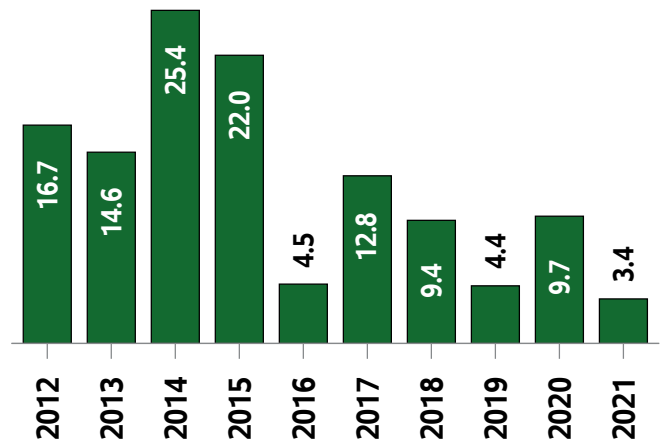
New Listings (February only)



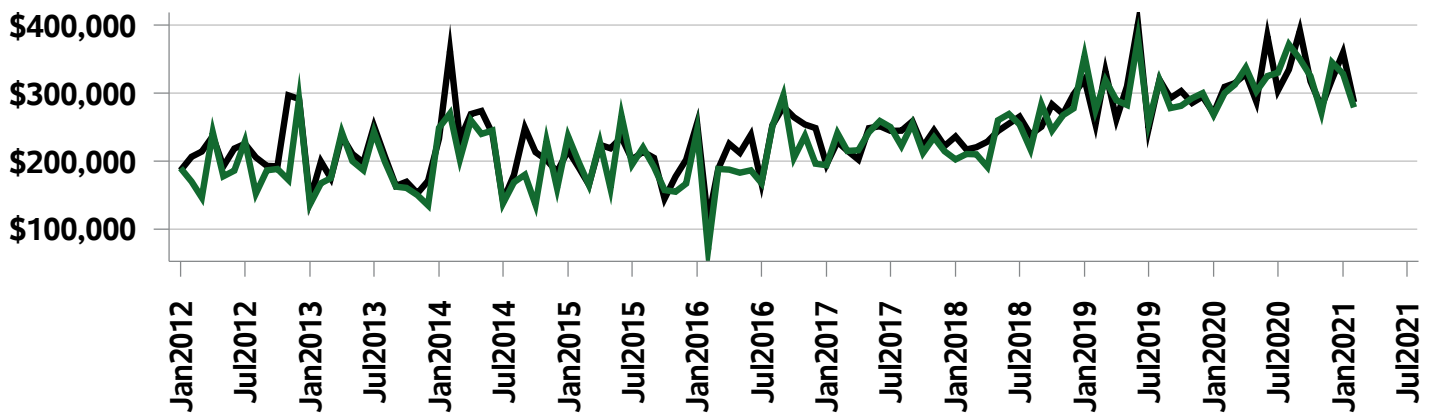
Active Listings (February only)



Months of Inventory (February only)

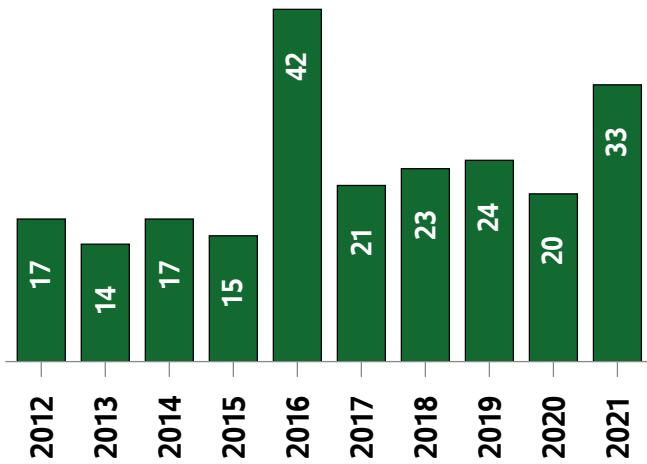


Average Price and Median Price

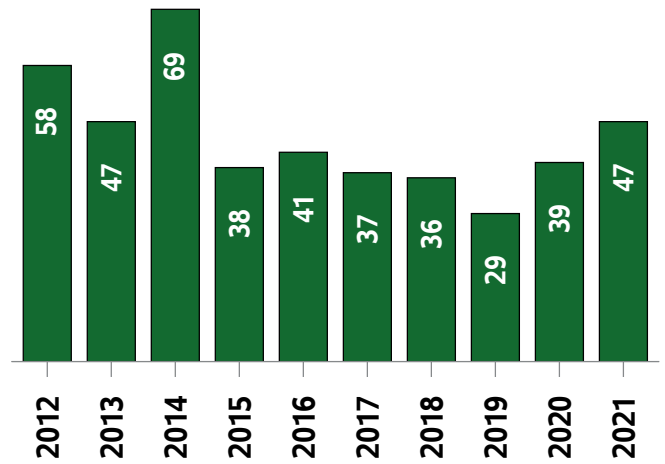


# Kimberley MLS® Residential Market Activity

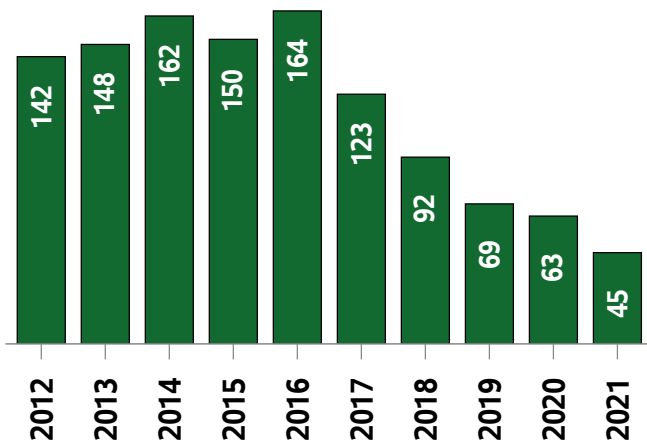
Sales Activity (February Year-to-date)



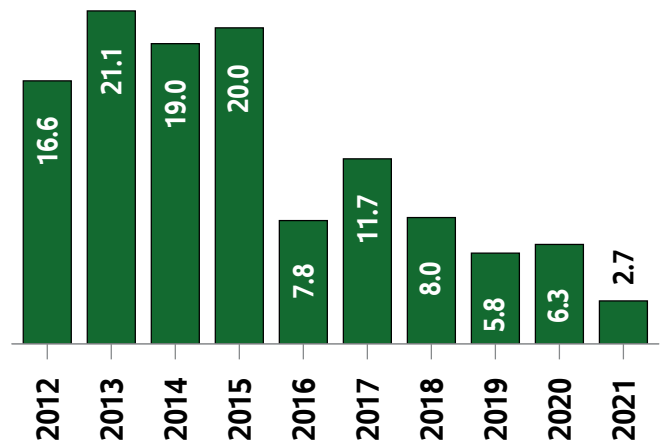
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Kimberley MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	15	114.3	0.0	50.0	-55.9	114.3	275.0
Dollar Volume	\$4,299,400	98.7	12.8	98.1	12.2	69.8	446.0
New Listings	28	16.7	115.4	64.7	40.0	-44.0	-15.2
Active Listings	51	-25.0	-22.7	-45.7	-66.9	-71.3	18.6
Sales to New Listings Ratio <sup>1</sup>	53.6	29.2	115.4	58.8	170.0	14.0	12.1
Months of Inventory <sup>2</sup>	3.4	9.7	4.4	9.4	4.5	25.4	10.8
Average Price	\$286,627	-7.3	12.8	32.1	154.3	-20.8	45.6
Median Price	\$279,000	-7.0	1.5	32.5	300.9	3.3	55.0
Sales to List Price Ratio	96.7	92.2	93.8	95.1	96.4	95.5	97.0
Median Days on Market	27.0	74.0	55.0	108.5	744.0	184.0	0.5
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	33	65.0	37.5	43.5	-21.4	94.1	560.0
Dollar Volume	\$10,768,300	89.6	60.9	105.5	83.2	121.4	974.1
New Listings	47	20.5	62.1	30.6	14.6	-31.9	-2.1
Active Listings <sup>3</sup>	45	-28.6	-34.8	-51.1	-72.6	-72.1	57.9
Sales to New Listings Ratio <sup>4</sup>	70.2	51.3	82.8	63.9	102.4	24.6	10.4
Months of Inventory <sup>5</sup>	2.7	6.3	5.8	8.0	7.8	19.0	11.4
Average Price	\$326,312	14.9	17.0	43.2	133.2	14.0	62.7
Median Price	\$297,500	4.6	1.8	46.9	327.5	19.5	49.5
Sales to List Price Ratio	97.5	94.1	94.2	94.9	96.0	94.3	97.2
Median Days on Market	43.0	78.5	53.5	78.0	741.0	156.0	2.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

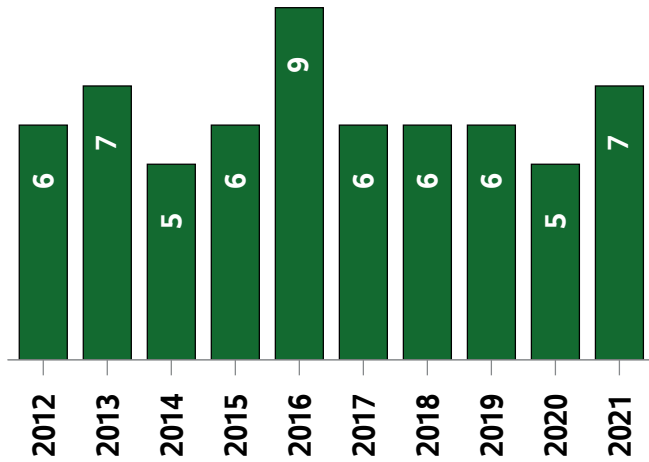
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

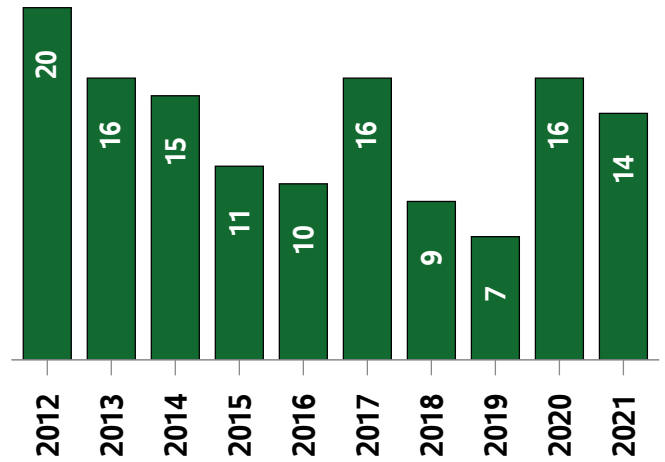
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Kimberley MLS® Single Family Market Activity

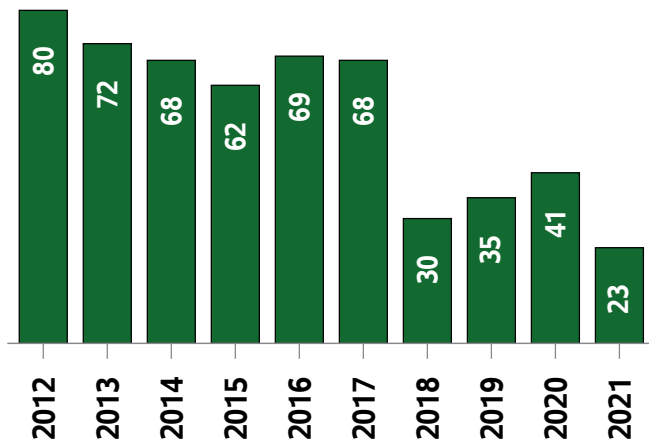
Sales Activity (February only)



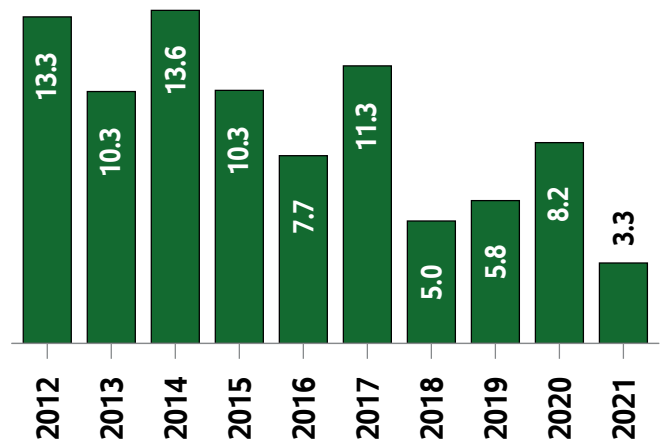
New Listings (February only)



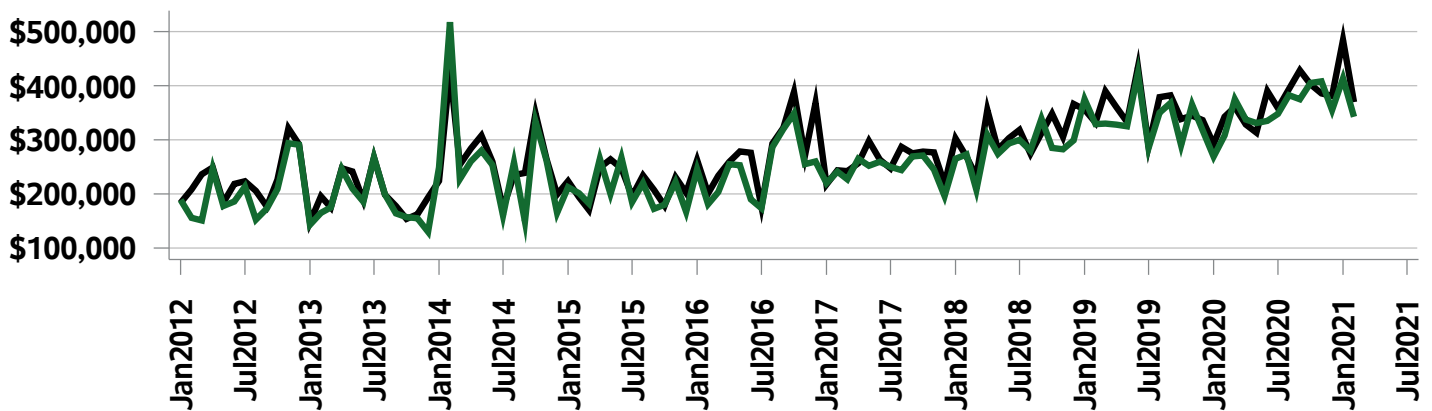
Active Listings (February only)



Months of Inventory (February only)

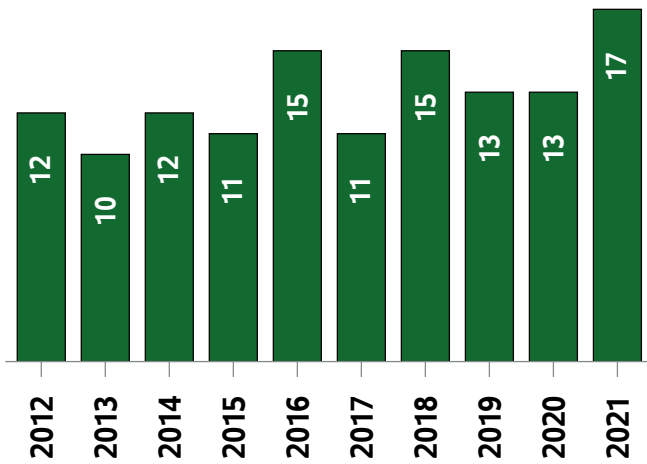


Average Price and Median Price

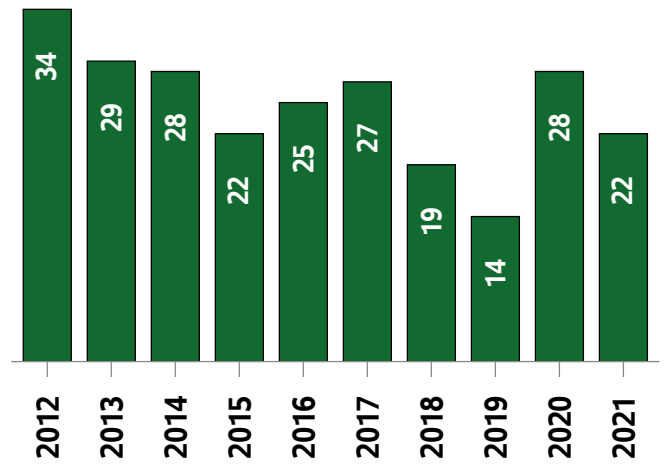


# Kimberley MLS® Single Family Market Activity

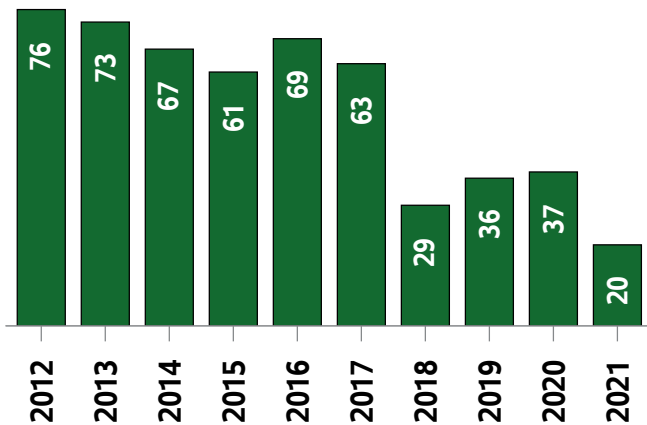
Sales Activity (February Year-to-date)



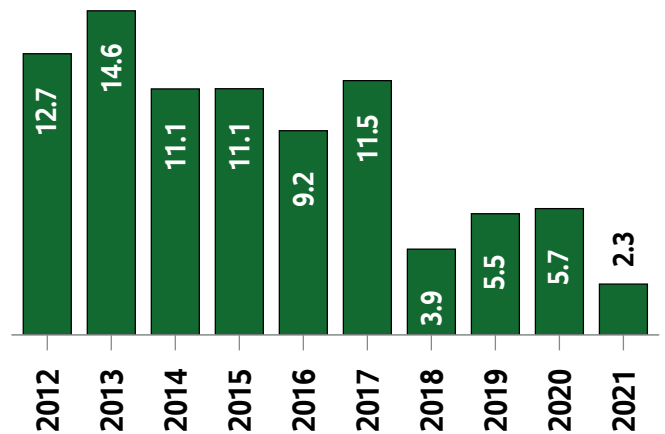
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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



# Kimberley MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	7	40.0	16.7	16.7	-22.2	40.0	75.0
Dollar Volume	\$2,587,600	51.1	30.0	60.5	43.1	20.7	228.6
New Listings	14	-12.5	100.0	55.6	40.0	-6.7	-30.0
Active Listings	23	-43.9	-34.3	-23.3	-66.7	-66.2	-11.5
Sales to New Listings Ratio <sup>1</sup>	50.0	31.3	85.7	66.7	90.0	33.3	20.0
Months of Inventory <sup>2</sup>	3.3	8.2	5.8	5.0	7.7	13.6	6.5
Average Price	\$369,657	7.9	11.4	37.6	84.0	-13.8	87.8
Median Price	\$342,500	11.2	4.1	25.5	89.2	-33.8	90.3
Sales to List Price Ratio	97.5	96.8	95.3	96.4	96.0	94.8	97.0
Median Days on Market	25.0	22.0	46.0	77.0	83.0	184.0	0.5
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	17	30.8	30.8	13.3	13.3	41.7	240.0
Dollar Volume	\$7,431,500	83.6	65.8	71.4	119.7	100.2	641.3
New Listings	22	-21.4	57.1	15.8	-12.0	-21.4	-29.0
Active Listings <sup>3</sup>	20	-47.3	-45.1	-32.8	-71.7	-70.7	8.3
Sales to New Listings Ratio <sup>4</sup>	77.3	46.4	92.9	78.9	60.0	42.9	16.1
Months of Inventory <sup>5</sup>	2.3	5.7	5.5	3.9	9.2	11.1	7.2
Average Price	\$437,147	40.4	26.8	51.2	93.8	41.3	118.0
Median Price	\$371,200	25.8	9.2	37.0	62.8	33.0	86.5
Sales to List Price Ratio	98.7	95.8	95.4	96.1	95.1	94.6	97.2
Median Days on Market	43.0	75.0	48.0	69.0	113.0	142.5	2.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

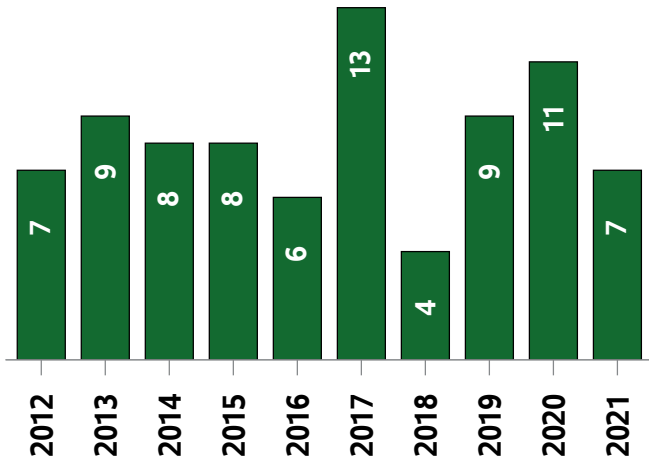
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

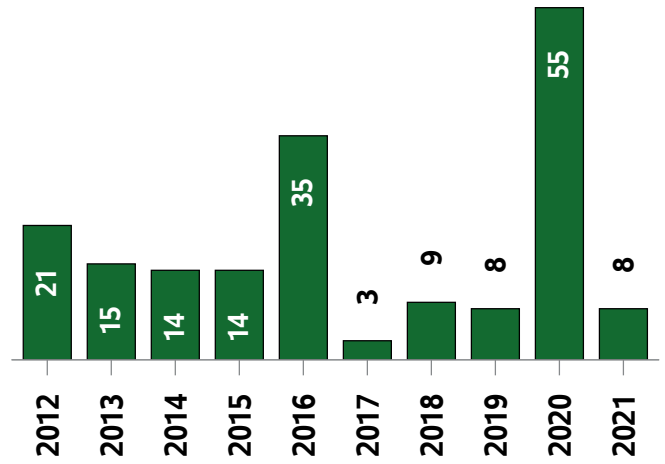
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Nelson MLS® Residential Market Activity

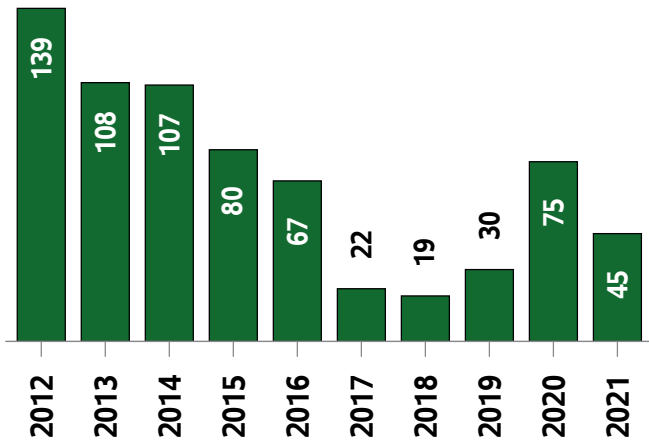
Sales Activity (February only)



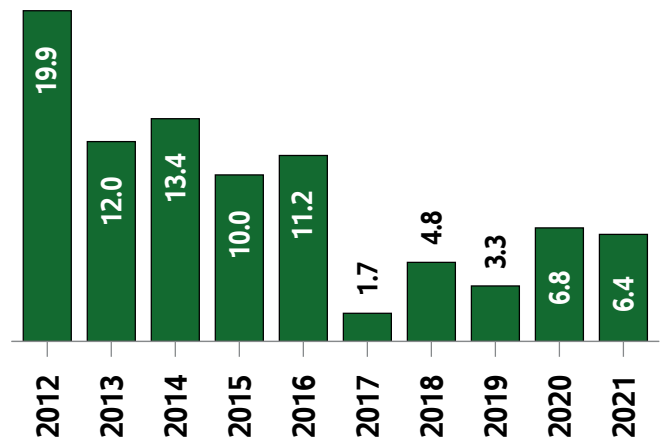
New Listings (February only)



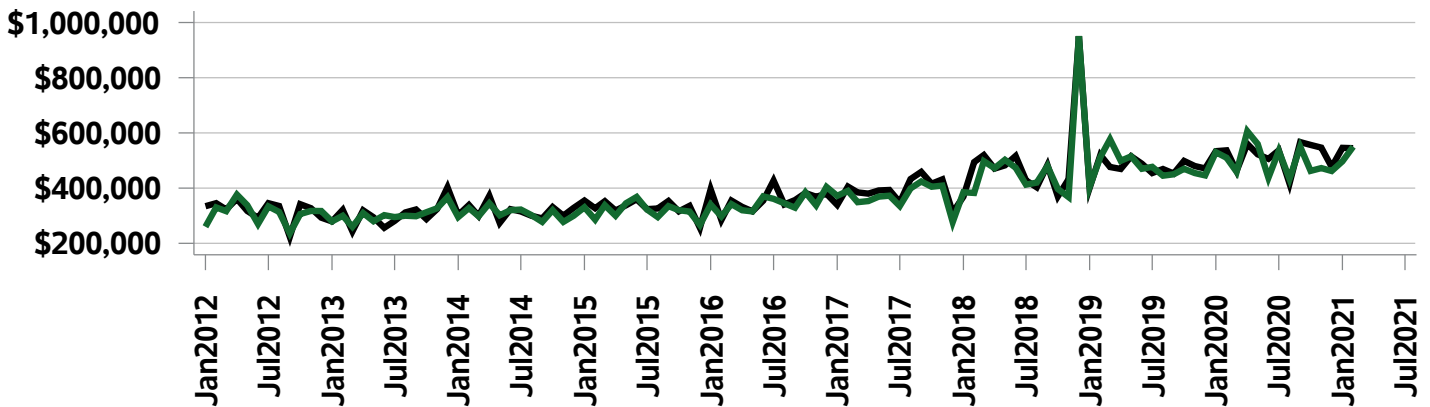
Active Listings (February only)



Months of Inventory (February only)

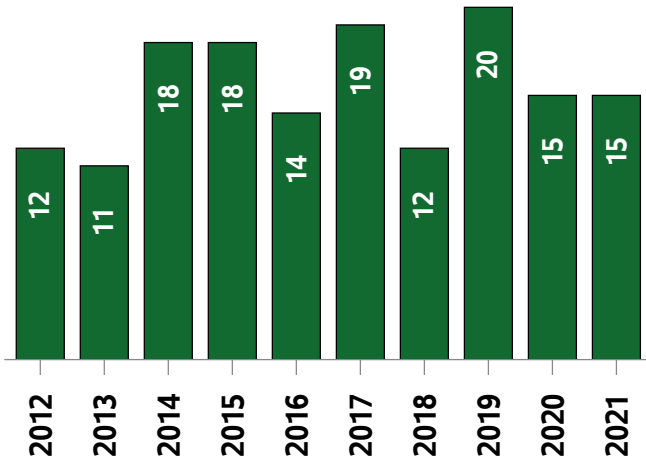


Average Price and Median Price

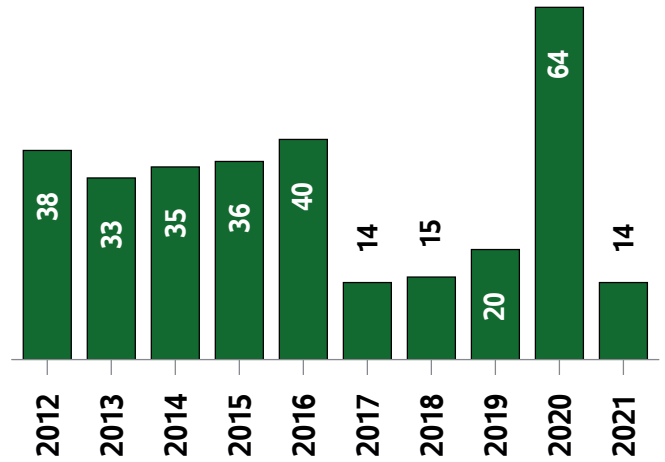


# Nelson MLS® Residential Market Activity

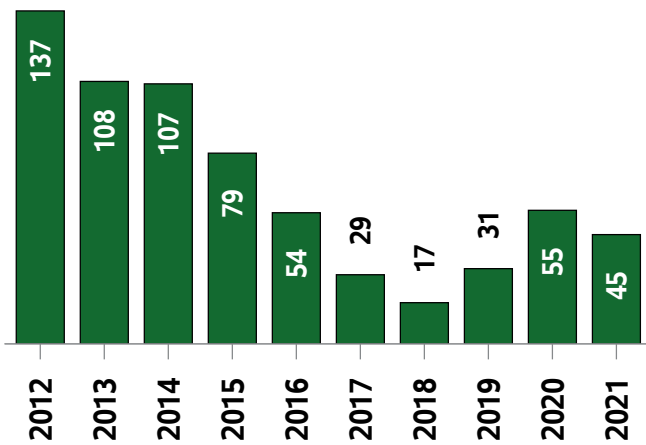
Sales Activity (February Year-to-date)



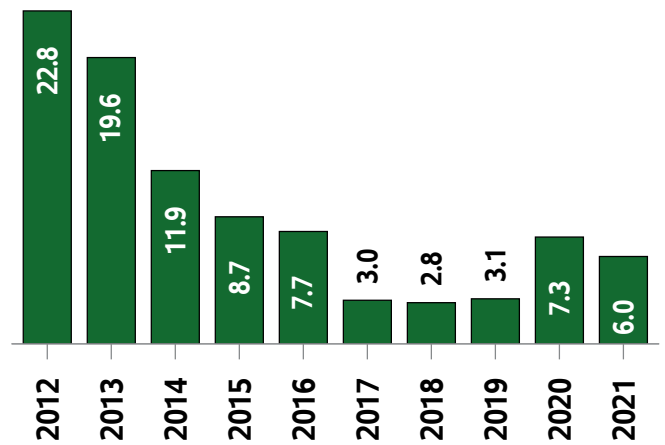
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Nelson

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	7	-36.4	-22.2	75.0	16.7	-12.5	600.0
Dollar Volume	\$3,812,000	-35.5	-18.5	92.8	123.3	40.7	684.4
New Listings	8	-85.5	0.0	-11.1	-77.1	-42.9	-87.7
Active Listings	45	-40.0	50.0	136.8	-32.8	-57.9	-39.2
Sales to New Listings Ratio <sup>1</sup>	87.5	20.0	112.5	44.4	17.1	57.1	1.5
Months of Inventory <sup>2</sup>	6.4	6.8	3.3	4.8	11.2	13.4	74.0
Average Price	\$544,571	1.4	4.8	10.2	91.4	60.8	12.1
Median Price	\$550,000	7.8	7.3	43.8	84.9	67.8	13.2
Sales to List Price Ratio	105.8	96.0	98.9	97.5	99.1	96.3	97.4
Median Days on Market	25.0	44.0	37.0	76.5	110.0	39.5	26.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	15	0.0	-25.0	25.0	7.1	-16.7	650.0
Dollar Volume	\$8,179,100	1.7	-10.0	65.9	67.8	42.7	981.9
New Listings	14	-78.1	-30.0	-6.7	-65.0	-60.0	-81.8
Active Listings <sup>3</sup>	45	-18.2	45.2	164.7	-16.7	-57.9	5.9
Sales to New Listings Ratio <sup>4</sup>	107.1	23.4	100.0	80.0	35.0	51.4	2.6
Months of Inventory <sup>5</sup>	6.0	7.3	3.1	2.8	7.7	11.9	42.5
Average Price	\$545,273	1.7	20.0	32.7	56.7	71.3	44.3
Median Price	\$500,000	-2.0	19.0	29.9	57.5	61.3	32.3
Sales to List Price Ratio	102.5	96.1	98.3	97.6	96.9	95.8	96.1
Median Days on Market	28.0	92.0	54.0	50.5	116.5	90.5	12.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

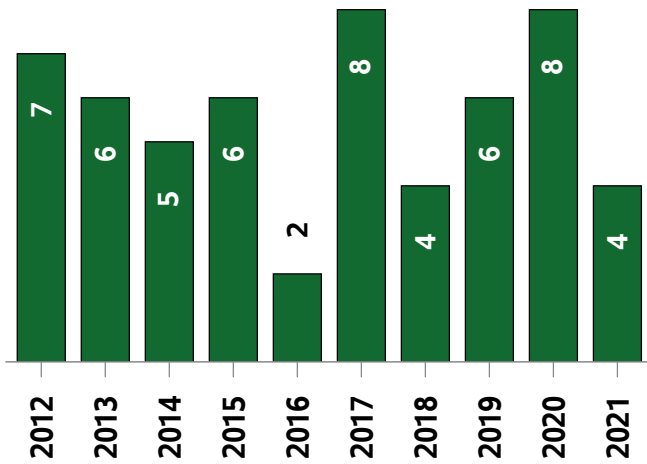
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

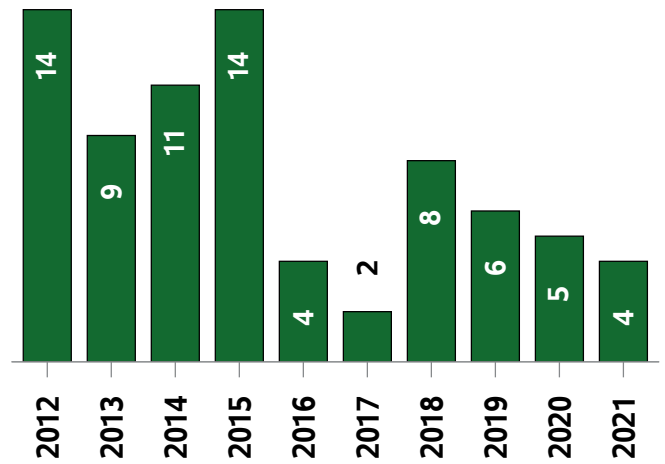
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Nelson MLS® Single Family Market Activity

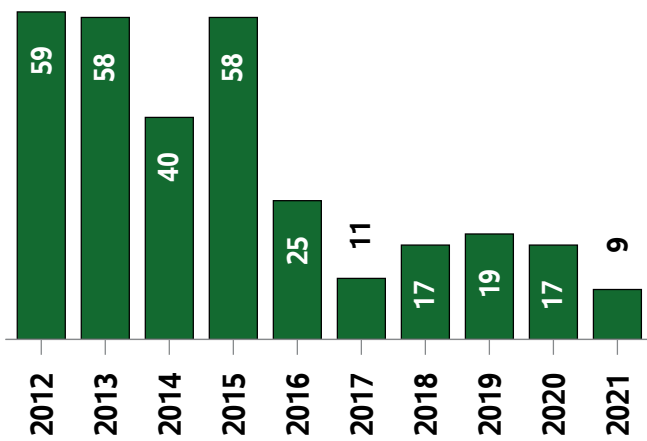
Sales Activity (February only)



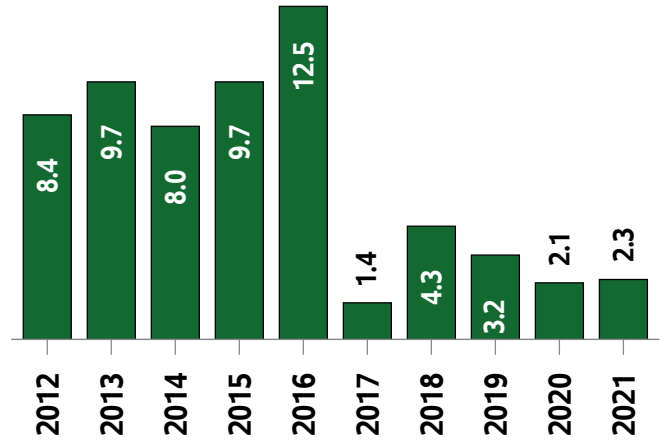
New Listings (February only)



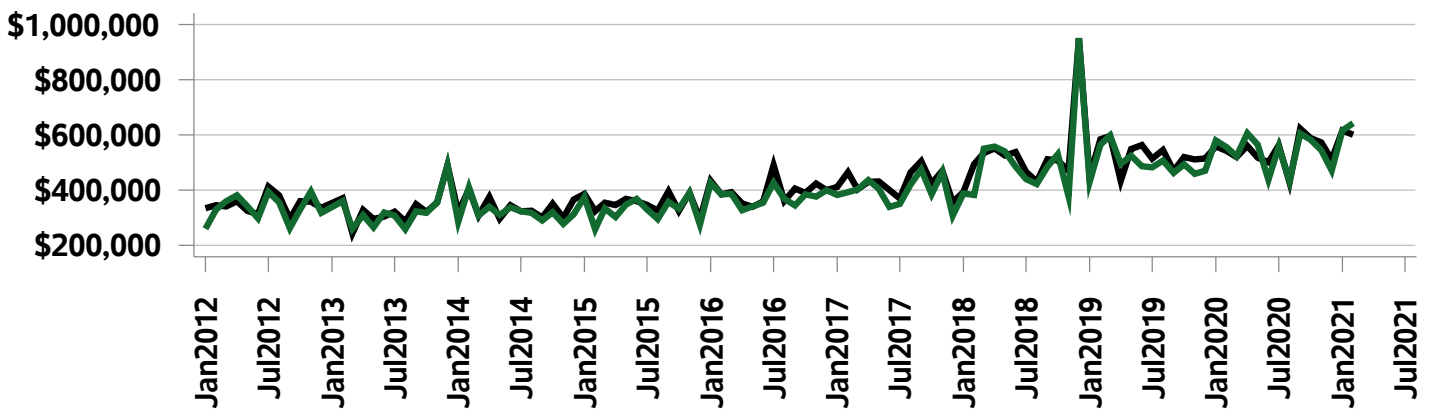
Active Listings (February only)



Months of Inventory (February only)

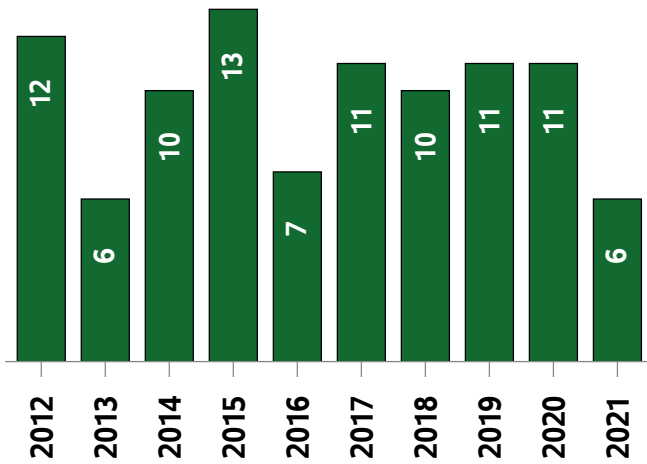


Average Price and Median Price

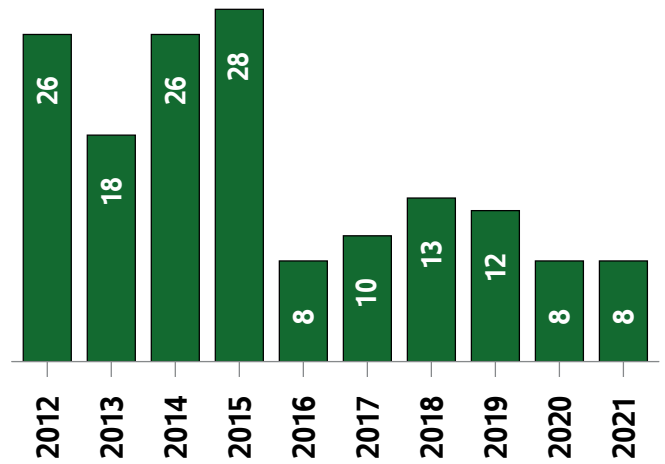


# Nelson MLS® Single Family Market Activity

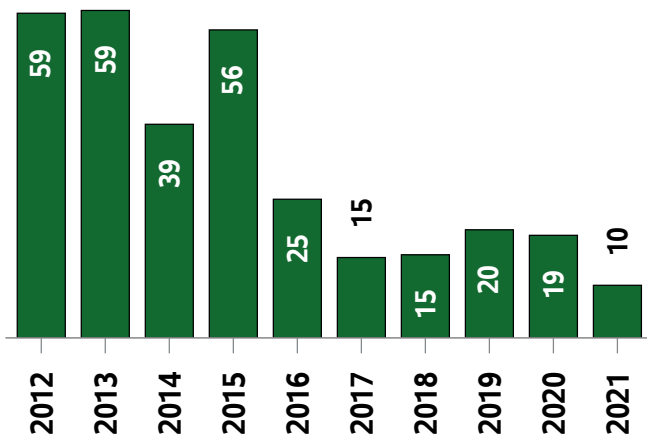
Sales Activity (February Year-to-date)



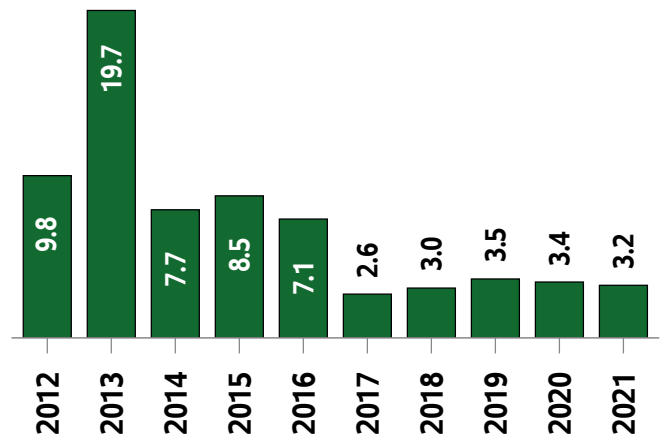
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Nelson

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	4	-50.0	-33.3	0.0	100.0	-20.0	300.0
Dollar Volume	\$2,402,000	-44.6	-31.4	21.5	212.4	18.9	394.2
New Listings	4	-20.0	-33.3	-50.0	0.0	-63.6	-66.7
Active Listings	9	-47.1	-52.6	-47.1	-64.0	-77.5	-55.0
Sales to New Listings Ratio <sup>1</sup>	100.0	160.0	100.0	50.0	50.0	45.5	8.3
Months of Inventory <sup>2</sup>	2.3	2.1	3.2	4.3	12.5	8.0	20.0
Average Price	\$600,500	10.8	2.8	21.5	56.2	48.7	23.6
Median Price	\$642,500	15.7	13.9	68.0	67.1	56.7	32.2
Sales to List Price Ratio	104.4	96.2	98.5	97.5	100.0	97.3	97.4
Median Days on Market	25.0	99.5	25.0	76.5	120.5	39.0	26.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	6	-45.5	-45.5	-40.0	-14.3	-40.0	200.0
Dollar Volume	\$3,634,000	-39.5	-36.8	-16.2	23.7	0.6	380.7
New Listings	8	0.0	-33.3	-38.5	0.0	-69.2	-65.2
Active Listings <sup>3</sup>	10	-48.6	-51.3	-36.7	-62.0	-75.3	-36.7
Sales to New Listings Ratio <sup>4</sup>	75.0	137.5	91.7	76.9	87.5	38.5	8.7
Months of Inventory <sup>5</sup>	3.2	3.4	3.5	3.0	7.1	7.7	15.0
Average Price	\$605,667	10.8	15.9	39.7	44.3	67.6	60.2
Median Price	\$642,500	10.8	35.3	65.8	50.8	105.6	70.0
Sales to List Price Ratio	102.2	96.2	97.5	97.6	96.6	96.1	96.1
Median Days on Market	30.0	95.0	49.0	50.5	209.0	93.5	12.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

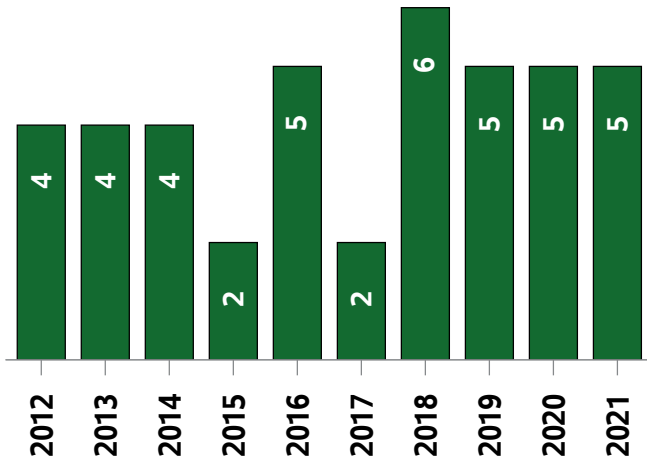
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

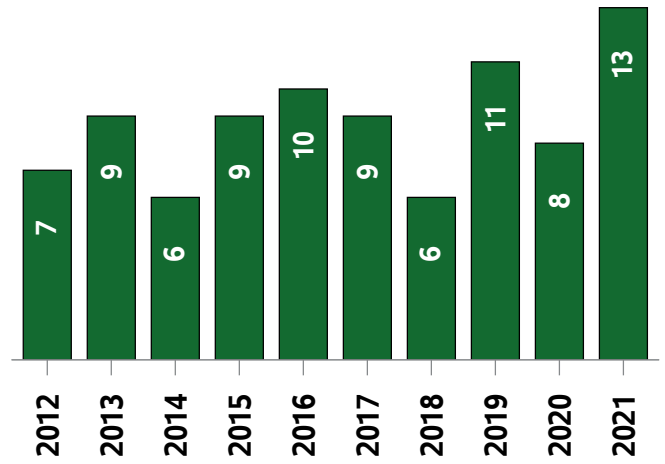
# Rossland

## MLS® Residential Market Activity

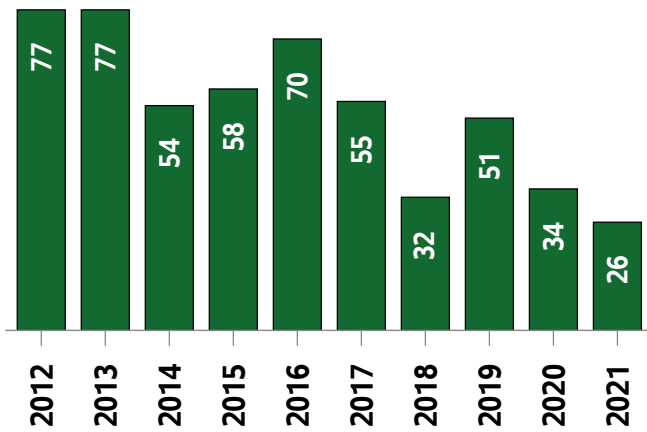
Sales Activity (February only)



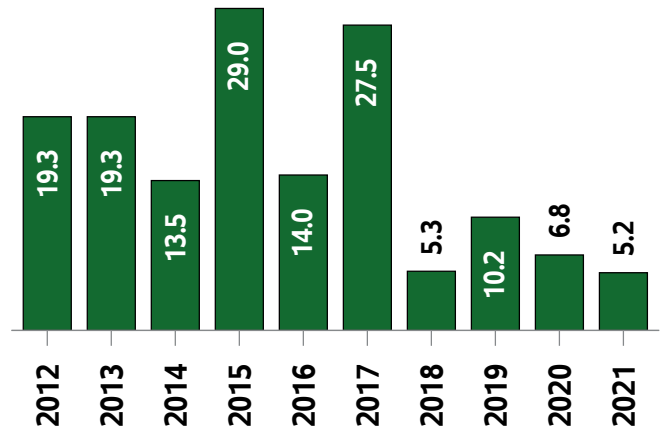
New Listings (February only)



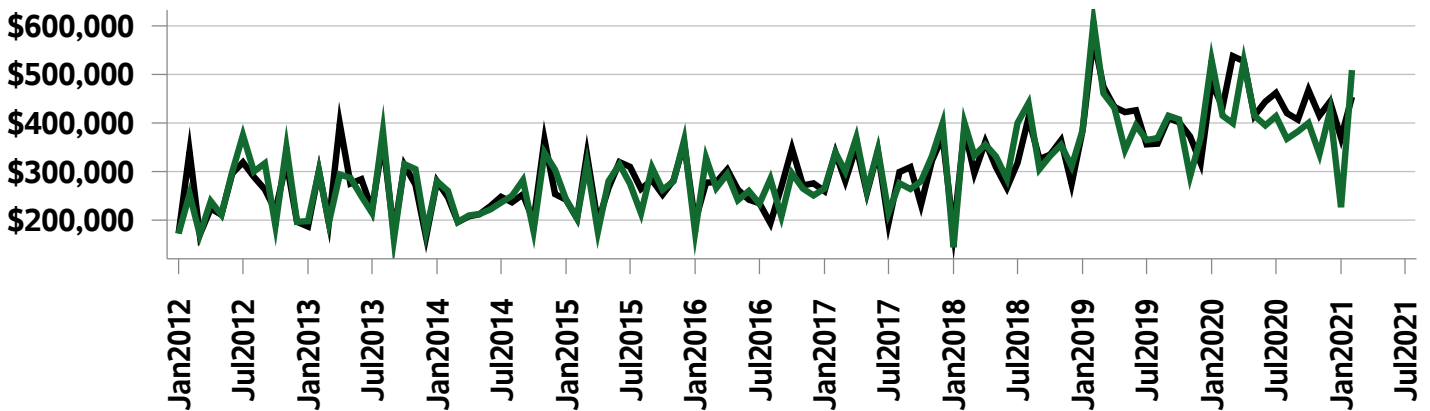
Active Listings (February only)



Months of Inventory (February only)



Average Price and Median Price

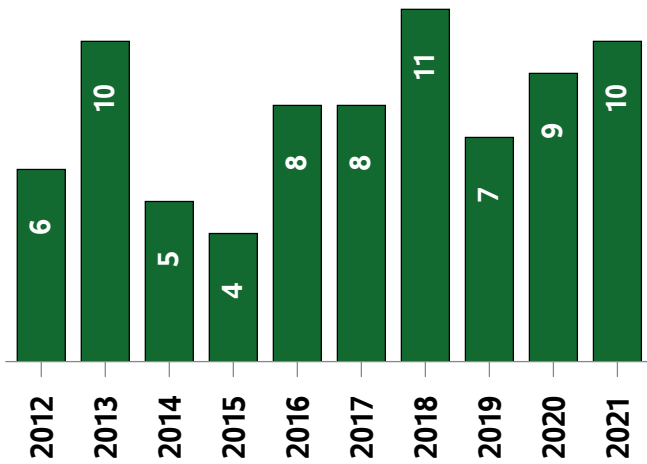




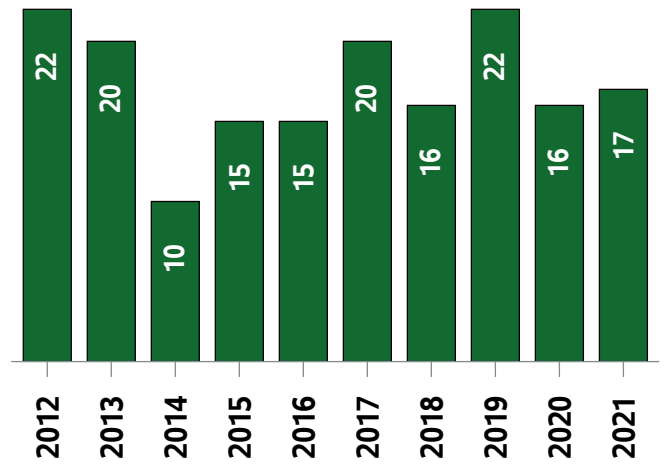
# Rossland

## MLS® Residential Market Activity

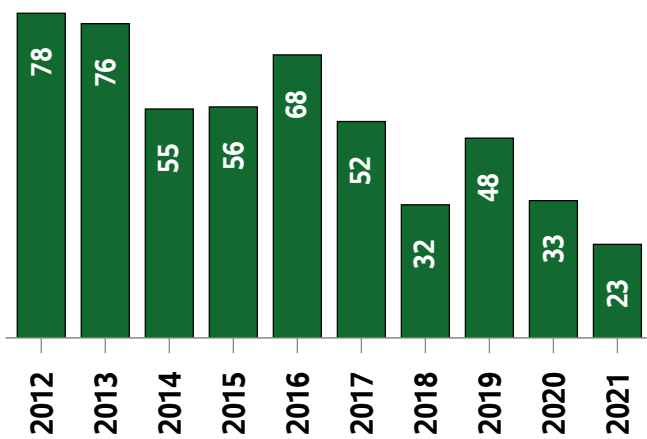
Sales Activity (February Year-to-date)



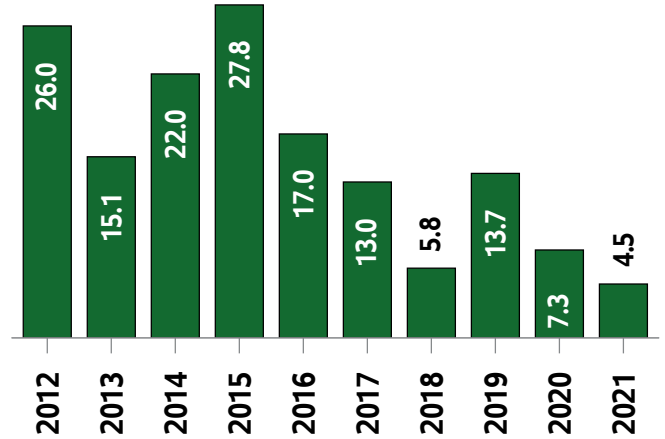
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Rossland

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	5	0.0	0.0	-16.7	0.0	25.0	—
Dollar Volume	\$2,269,000	4.8	-20.8	-2.3	63.7	129.7	—
New Listings	13	62.5	18.2	116.7	30.0	116.7	18.2
Active Listings	26	-23.5	-49.0	-18.8	-62.9	-51.9	30.0
Sales to New Listings Ratio <sup>1</sup>	38.5	62.5	45.5	100.0	50.0	66.7	—
Months of Inventory <sup>2</sup>	5.2	6.8	10.2	5.3	14.0	13.5	—
Average Price	\$453,800	4.8	-20.8	17.2	63.7	83.7	—
Median Price	\$509,000	22.7	-16.5	27.3	55.2	95.8	—
Sales to List Price Ratio	99.3	100.5	95.0	99.6	95.3	89.4	—
Median Days on Market	29.0	28.0	98.0	52.0	174.0	76.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	10	11.1	42.9	-9.1	25.0	100.0	400.0
Dollar Volume	\$4,116,000	0.4	13.3	28.6	108.3	224.6	472.5
New Listings	17	6.3	-22.7	6.3	13.3	70.0	-22.7
Active Listings <sup>3</sup>	23	-31.8	-53.1	-29.7	-66.9	-59.1	55.2
Sales to New Listings Ratio <sup>4</sup>	58.8	56.3	31.8	68.8	53.3	50.0	9.1
Months of Inventory <sup>5</sup>	4.5	7.3	13.7	5.8	17.0	22.0	14.5
Average Price	\$411,600	-9.6	-20.7	41.5	66.6	62.3	14.5
Median Price	\$390,000	-17.0	1.0	16.8	27.2	39.3	8.5
Sales to List Price Ratio	98.1	98.0	95.0	97.3	93.4	90.9	95.6
Median Days on Market	38.5	34.0	98.0	68.0	153.0	86.0	0.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

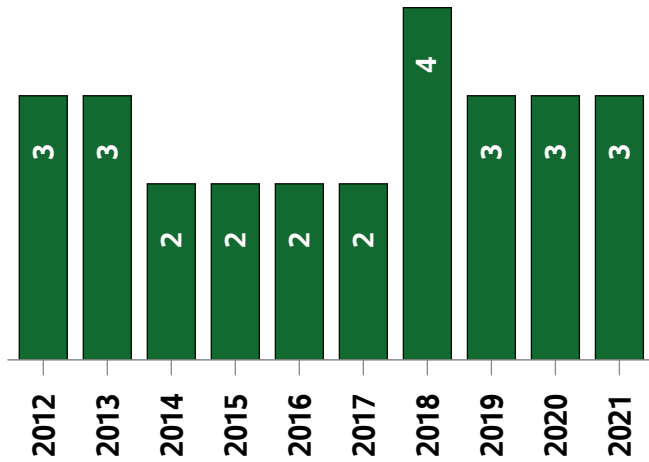
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

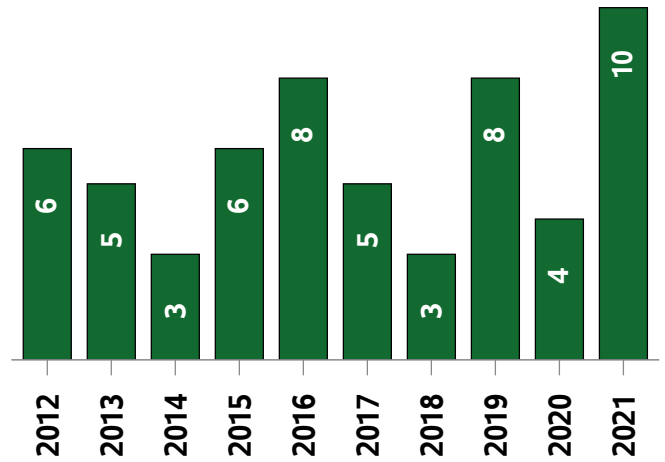
# Rossland

## MLS® Single Family Market Activity

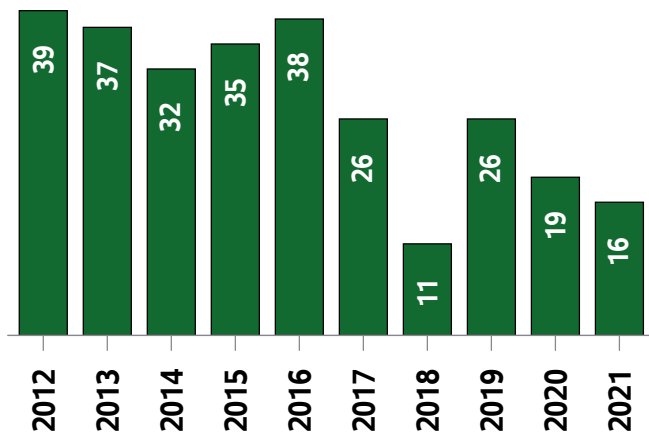
Sales Activity (February only)



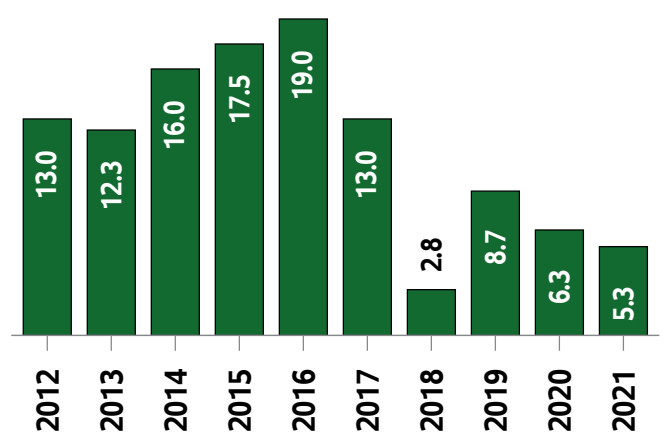
New Listings (February only)



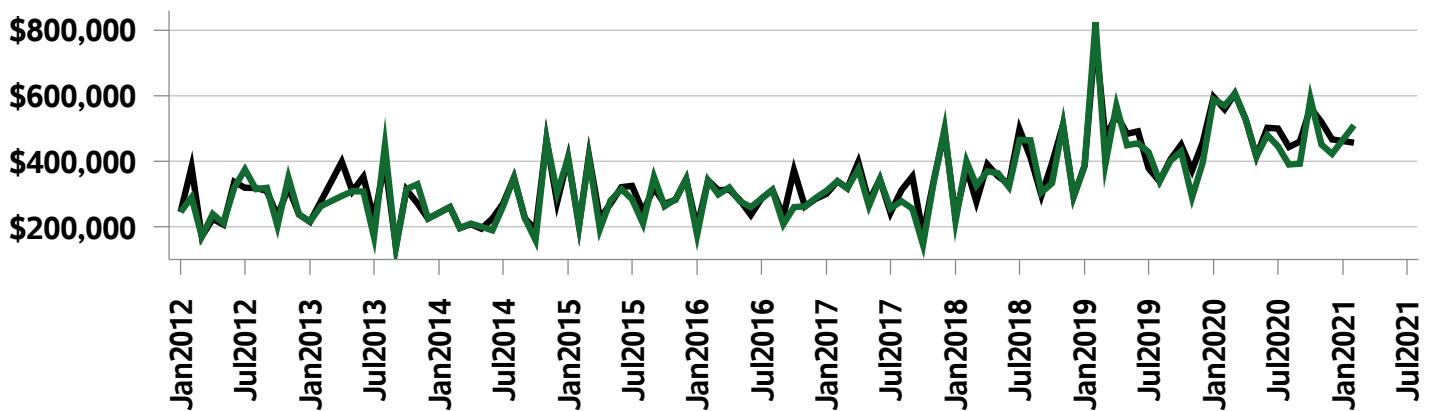
Active Listings (February only)



Months of Inventory (February only)



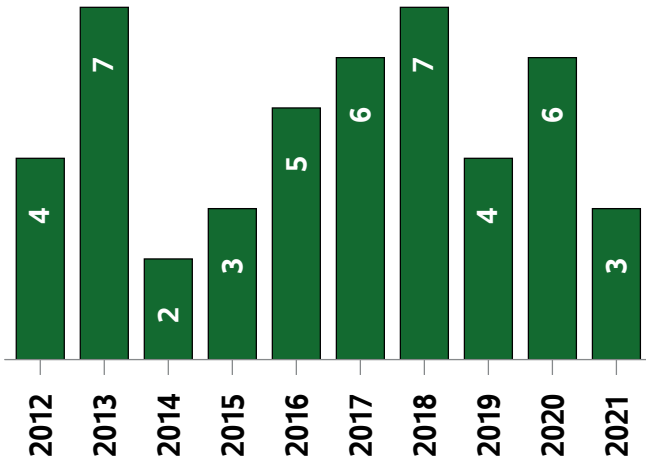
Average Price and Median Price



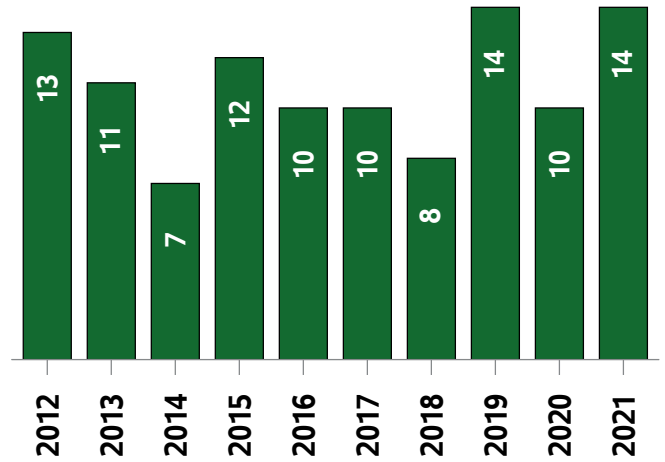
# Rossland

## MLS® Single Family Market Activity

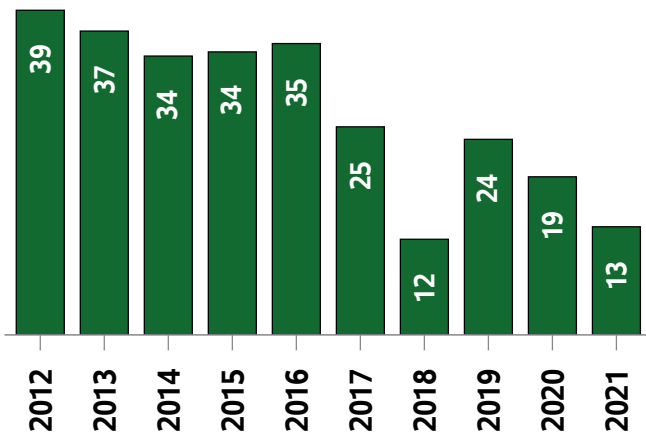
Sales Activity (February Year-to-date)



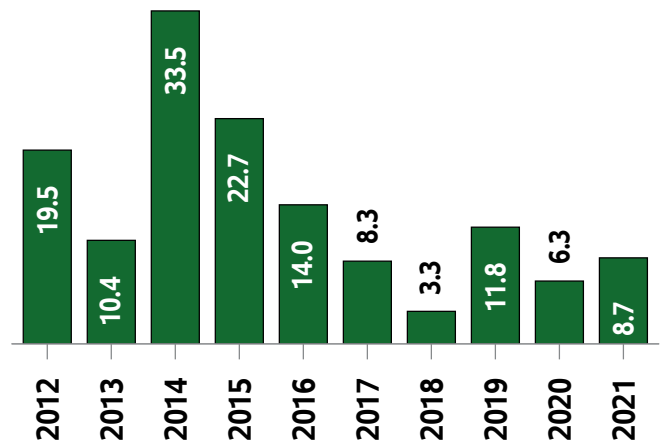
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Rossland

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	3	0.0	0.0	-25.0	50.0	50.0	—
Dollar Volume	\$1,370,000	-18.3	-41.6	-9.7	100.6	163.5	—
New Listings	10	150.0	25.0	233.3	25.0	233.3	0.0
Active Listings	16	-15.8	-38.5	45.5	-57.9	-50.0	14.3
Sales to New Listings Ratio <sup>1</sup>	30.0	75.0	37.5	133.3	25.0	66.7	—
Months of Inventory <sup>2</sup>	5.3	6.3	8.7	2.8	19.0	16.0	—
Average Price	\$456,667	-18.3	-41.6	20.4	33.7	75.6	—
Median Price	\$510,000	-10.5	-38.2	27.5	49.3	96.2	—
Sales to List Price Ratio	99.7	101.1	98.2	97.8	95.6	89.0	—
Median Days on Market	23.0	28.0	51.0	73.5	293.5	76.0	—
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	3	-50.0	-25.0	-57.1	-40.0	50.0	50.0
Dollar Volume	\$1,370,000	-60.5	-49.8	-38.1	7.6	163.5	90.6
New Listings	14	40.0	0.0	75.0	40.0	100.0	-12.5
Active Listings <sup>3</sup>	13	-31.6	-44.7	13.0	-62.9	-61.2	44.4
Sales to New Listings Ratio <sup>4</sup>	21.4	60.0	28.6	87.5	50.0	28.6	12.5
Months of Inventory <sup>5</sup>	8.7	6.3	11.8	3.3	14.0	33.5	9.0
Average Price	\$456,667	-20.9	-33.1	44.5	79.4	75.6	27.0
Median Price	\$510,000	-12.0	-28.9	52.7	55.5	96.2	41.9
Sales to List Price Ratio	99.7	97.9	97.8	98.0	92.4	89.0	95.6
Median Days on Market	23.0	51.5	71.0	111.0	174.0	76.0	0.5

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

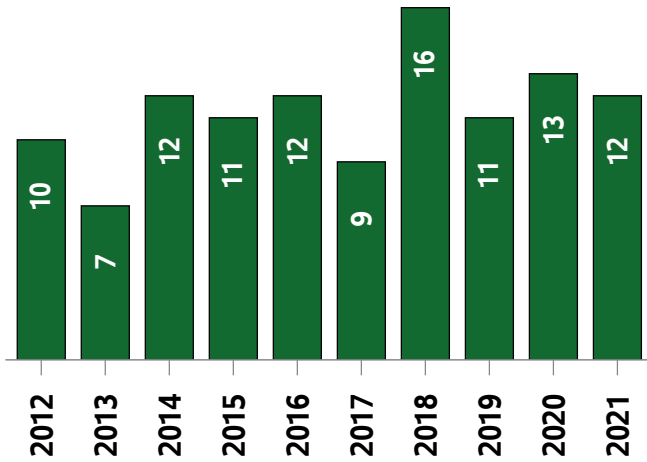
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

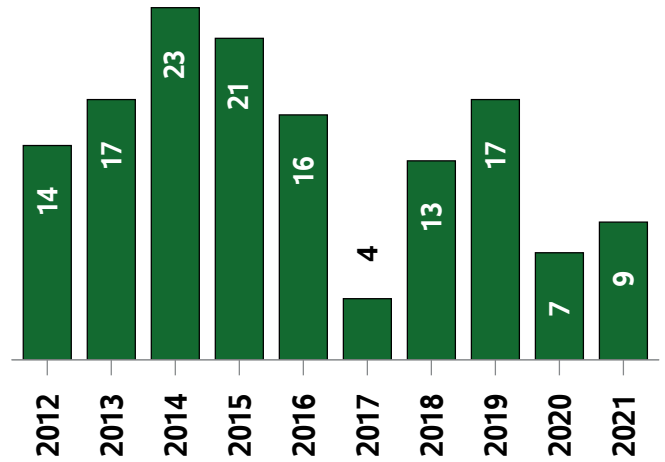
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Trail MLS® Residential Market Activity

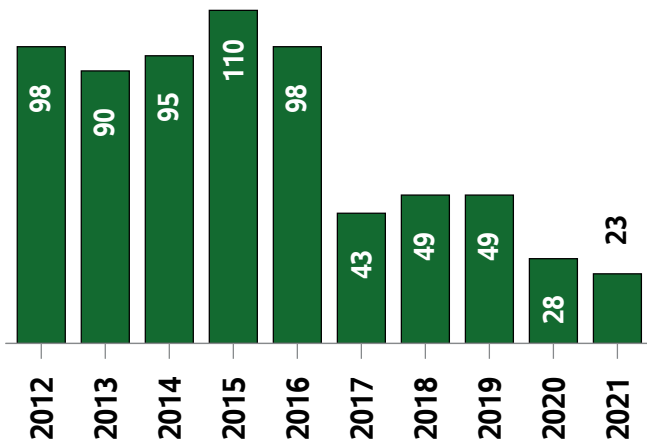
Sales Activity (February only)



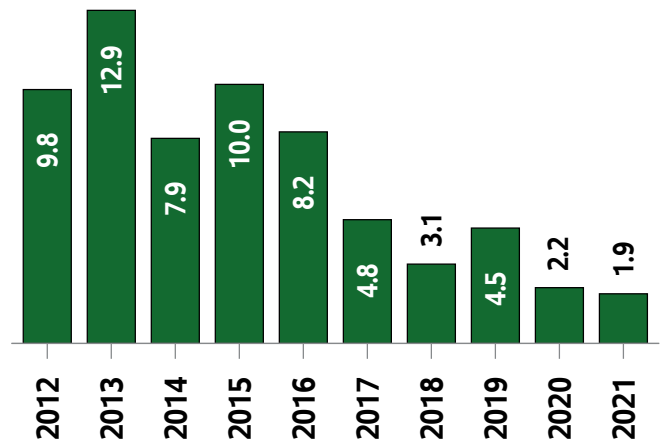
New Listings (February only)



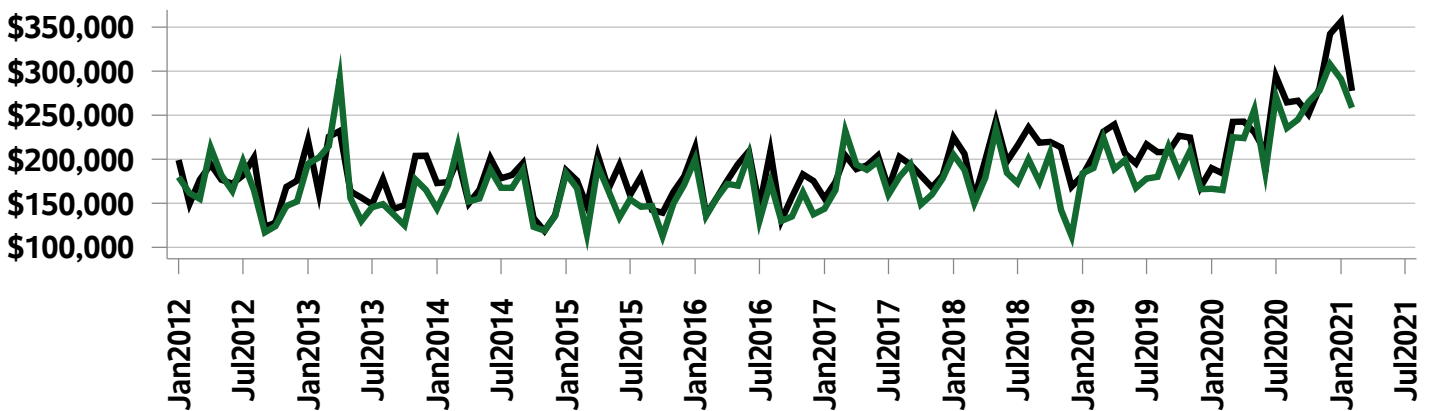
Active Listings (February only)



Months of Inventory (February only)



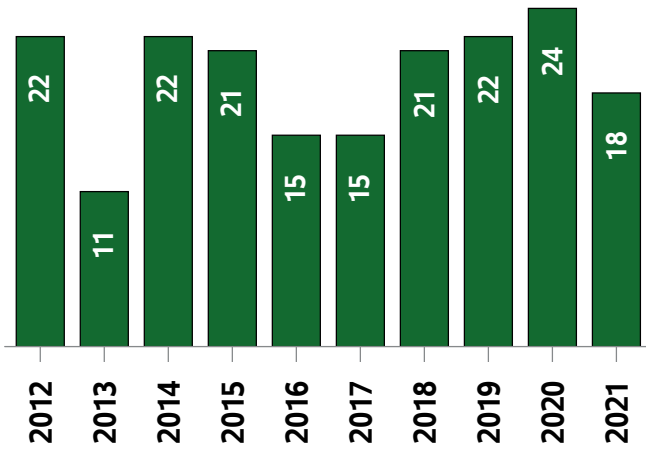
Average Price and Median Price



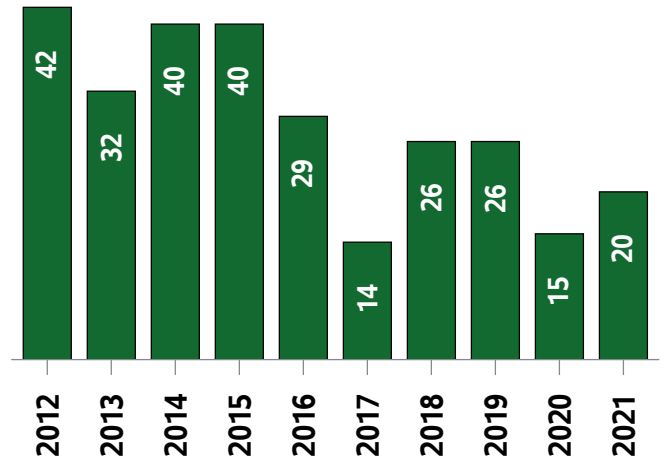
# Trail

## MLS® Residential Market Activity

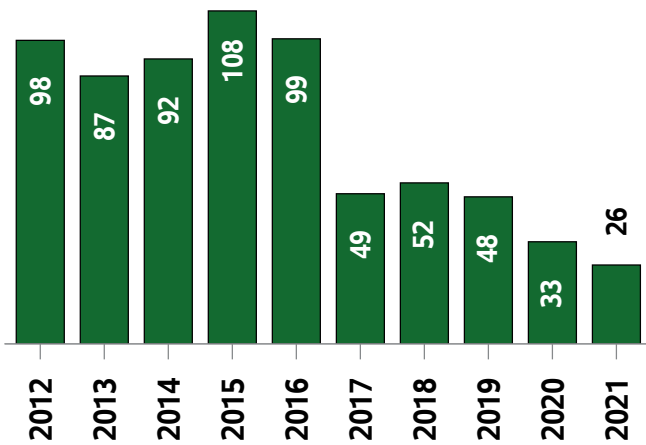
Sales Activity (February Year-to-date)



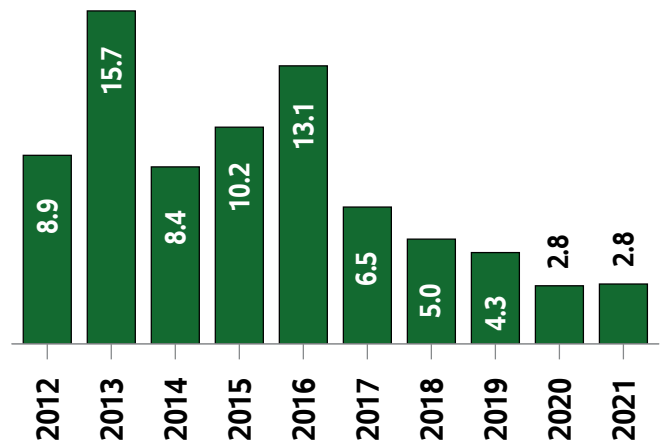
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Trail

## MLS® Residential Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	12	-7.7	9.1	-25.0	0.0	0.0	100.0
Dollar Volume	\$3,331,400	39.3	48.5	1.0	102.4	59.6	183.8
New Listings	9	28.6	-47.1	-30.8	-43.8	-60.9	-55.0
Active Listings	23	-17.9	-53.1	-53.1	-76.5	-75.8	-30.3
Sales to New Listings Ratio <sup>1</sup>	133.3	185.7	64.7	123.1	75.0	52.2	30.0
Months of Inventory <sup>2</sup>	1.9	2.2	4.5	3.1	8.2	7.9	5.5
Average Price	\$277,617	50.9	36.1	34.7	102.4	59.6	41.9
Median Price	\$258,500	56.7	36.1	37.5	90.8	52.1	66.8
Sales to List Price Ratio	97.7	89.9	95.7	96.8	95.7	94.2	94.7
Median Days on Market	30.5	106.0	95.0	127.5	113.0	143.5	13.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	18	-25.0	-18.2	-14.3	20.0	-18.2	157.1
Dollar Volume	\$5,470,400	22.1	28.9	23.7	139.3	43.3	323.7
New Listings	20	33.3	-23.1	-23.1	-31.0	-50.0	-50.0
Active Listings <sup>3</sup>	26	-22.7	-46.3	-51.0	-74.1	-72.3	-1.9
Sales to New Listings Ratio <sup>4</sup>	90.0	160.0	84.6	80.8	51.7	55.0	17.5
Months of Inventory <sup>5</sup>	2.8	2.8	4.3	5.0	13.1	8.4	7.4
Average Price	\$303,911	62.8	57.6	44.3	99.4	75.2	64.8
Median Price	\$276,000	66.5	47.2	34.6	89.0	68.8	97.1
Sales to List Price Ratio	98.8	91.1	94.5	96.7	94.3	93.8	95.0
Median Days on Market	31.0	98.5	106.5	90.0	107.0	184.5	14.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

<sup>5</sup> 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.

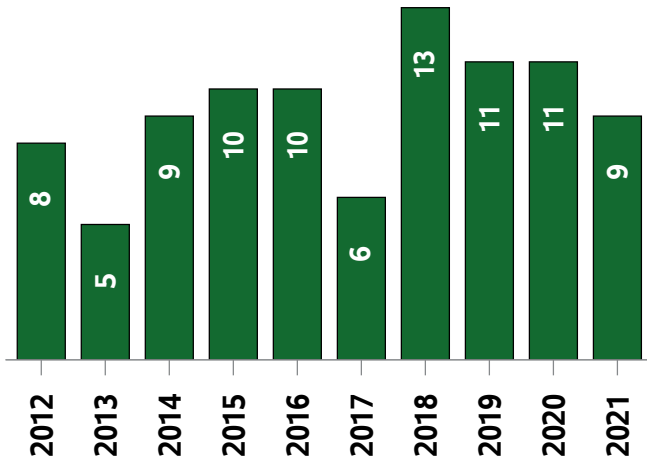
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



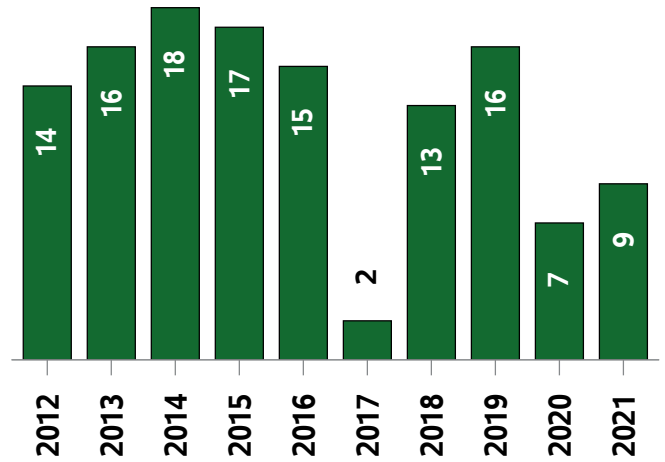
# Trail

## MLS® Single Family Market Activity

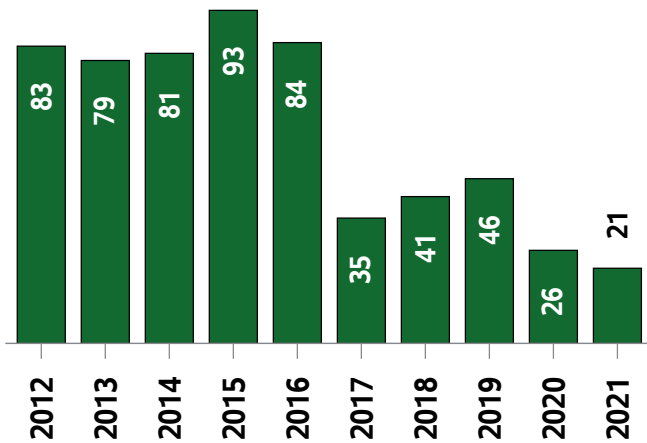
Sales Activity (February only)



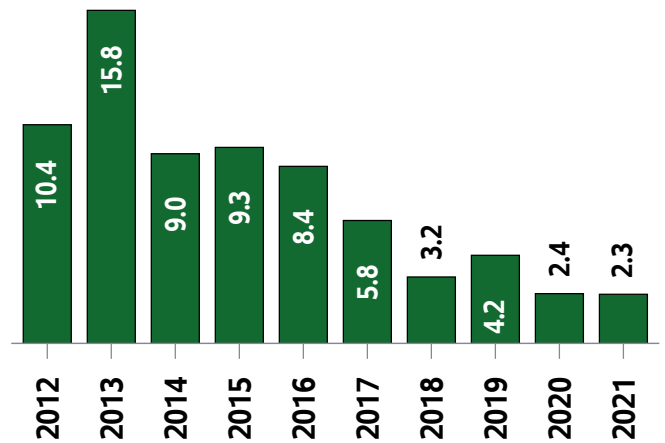
New Listings (February only)



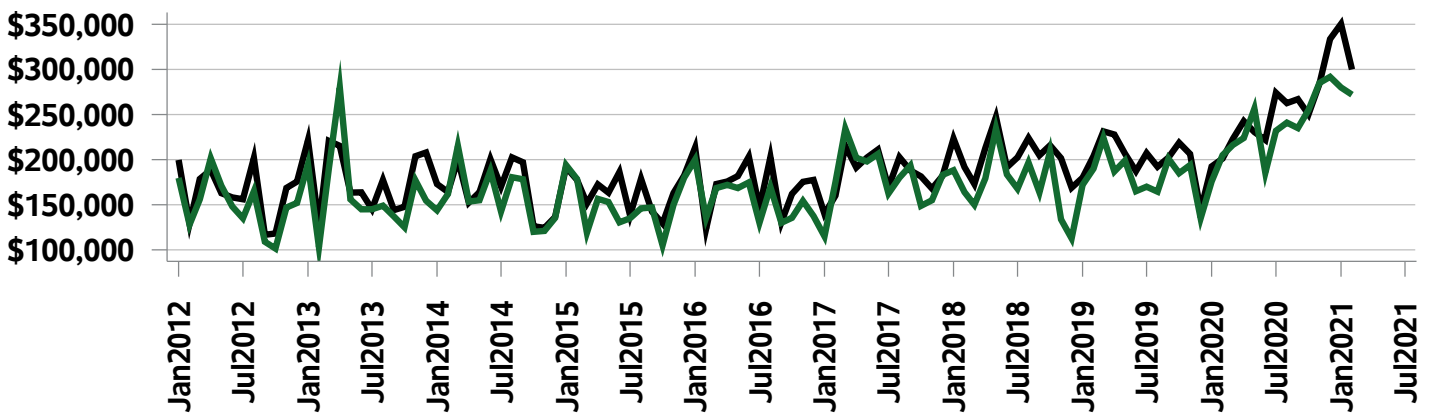
Active Listings (February only)



Months of Inventory (February only)



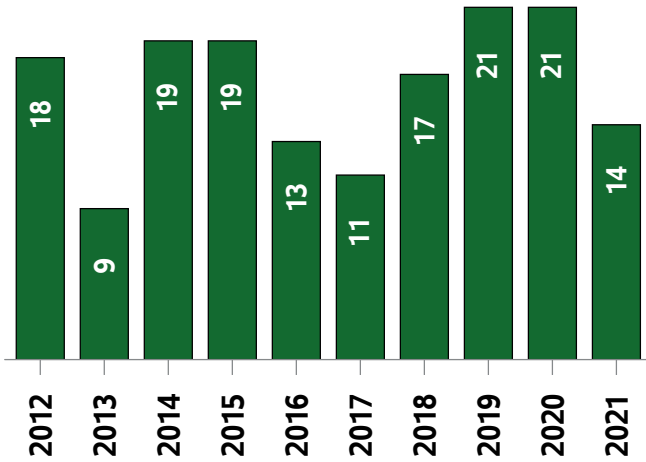
Average Price and Median Price



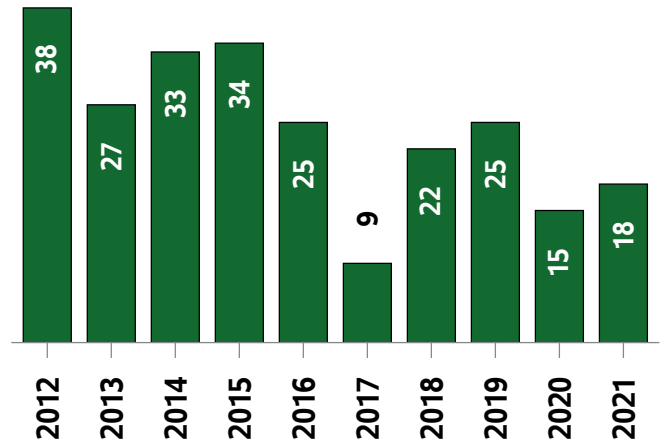
# Trail

## MLS® Single Family Market Activity

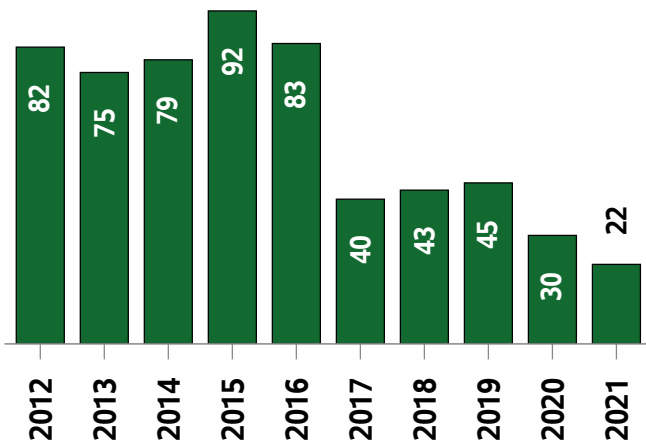
Sales Activity (February Year-to-date)



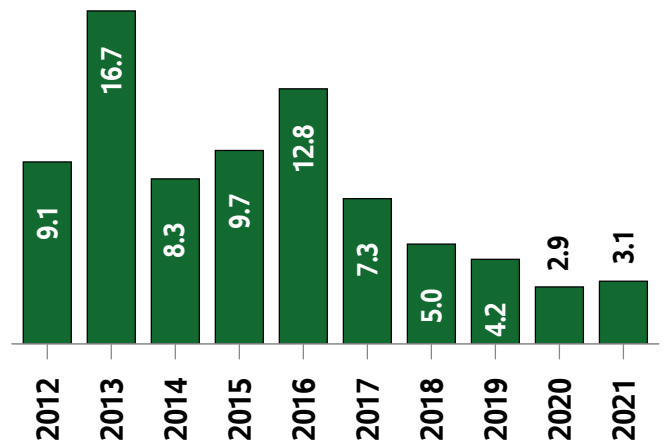
New Listings (February Year-to-date)



Active Listings <sup>1</sup> (February Year-to-date)



Months of Inventory <sup>2</sup> (February Year-to-date)



<sup>1</sup> 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

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

# Trail

## MLS® Single Family Market Activity

Actual	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	9	-18.2	-18.2	-30.8	-10.0	0.0	50.0
Dollar Volume	\$2,699,400	22.0	20.3	8.3	119.2	82.7	129.9
New Listings	9	28.6	-43.8	-30.8	-40.0	-50.0	-55.0
Active Listings	21	-19.2	-54.3	-48.8	-75.0	-74.1	-34.4
Sales to New Listings Ratio <sup>1</sup>	100.0	157.1	68.8	100.0	66.7	50.0	30.0
Months of Inventory <sup>2</sup>	2.3	2.4	4.2	3.2	8.4	9.0	5.3
Average Price	\$299,933	49.1	47.1	56.4	143.6	82.7	53.3
Median Price	\$272,000	32.7	43.2	65.9	100.7	67.9	75.5
Sales to List Price Ratio	98.1	92.2	95.7	96.2	96.0	94.1	94.7
Median Days on Market	23.0	98.0	95.0	140.0	113.0	208.0	13.0
Year-to-date	February 2021	Compared to <sup>6</sup>					
		February 2020	February 2019	February 2018	February 2016	February 2014	February 2011
Sales Activity	14	-33.3	-33.3	-17.6	7.7	-26.3	100.0
Dollar Volume	\$4,451,400	7.6	10.1	31.5	137.9	38.8	244.8
New Listings	18	20.0	-28.0	-18.2	-28.0	-45.5	-53.8
Active Listings <sup>3</sup>	22	-26.7	-50.6	-48.2	-73.5	-72.0	-12.0
Sales to New Listings Ratio <sup>4</sup>	77.8	140.0	84.0	77.3	52.0	57.6	17.9
Months of Inventory <sup>5</sup>	3.1	2.9	4.2	5.0	12.8	8.3	7.1
Average Price	\$317,957	61.4	65.2	59.6	120.9	88.4	72.4
Median Price	\$276,000	49.2	49.2	60.9	89.0	72.5	97.1
Sales to List Price Ratio	99.2	92.4	94.3	96.2	94.3	93.7	95.0
Median Days on Market	30.5	84.0	102.0	115.0	107.0	208.0	14.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<sup>3</sup> 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.

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

<sup>5</sup> 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.

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