



Kootenay Association Residential Market Activity Report September 2021









				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	343	-25.1	18.3	26.6	12.5	22.5	83.4
Dollar Volume	\$161,440,032	-11.8	56.6	83.7	87.7	99.8	221.7
New Listings	438	-6.4	21.3	28.1	16.5	-1.1	-8.9
Active Listings	1,119	-24.5	-45.0	-46.2	-58.8	-64.9	-69.3
Sales to New Listings Ratio 1	78.3	97.9	80.3	79.2	81.1	63.2	38.9
Months of Inventory <sup>2</sup>	3.3	3.2	7.0	7.7	8.9	11.4	19.5
Average Price	\$470,671	17.8	32.4	45.1	66.9	63.1	75.4
Median Price	\$410,000	15.5	28.1	39.0	57.7	58.3	68.0
Sale to List Price Ratio	98.4	97.1	96.2	95.4	94.3	94.7	94.1
Median Days on Market	40.0	55.5	76.0	67.0	86.0	113.0	92.0
					<u> </u>		<u> </u>
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 3,110	27.4	34.6	September 2018	September 2016	56.8	99.6
Sales Activity  Dollar Volume	3,110 \$1,381,503,077	2020 27.4 51.3	34.6 73.6	September 2018 24.0 71.8	September 2016 33.9 111.6	56.8 147.5	99.6 228.0
Sales Activity  Dollar Volume  New Listings	3,110 \$1,381,503,077 4,020	2020 27.4 51.3 10.9	34.6 73.6 -0.0	September 2018  24.0  71.8  -1.4	September 2016  33.9  111.6  -8.7	56.8 147.5 -16.8	2011 99.6 228.0 -20.1
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 3,110 \$1,381,503,077 4,020 982	2020 27.4 51.3 10.9 -37.9	2019 34.6 73.6 -0.0 -48.9	September 2018  24.0  71.8  -1.4  -48.6	September 2016  33.9  111.6  -8.7  -63.6	56.8 147.5 -16.8 -67.6	2011 99.6 228.0 -20.1 -70.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 3,110 \$1,381,503,077 4,020 982 77.4	2020 27.4 51.3 10.9 -37.9 67.3	2019 34.6 73.6 -0.0 -48.9 57.4	September 2018  24.0  71.8  -1.4  -48.6  61.5	September 2016  33.9  111.6  -8.7  -63.6  52.7	2014 56.8 147.5 -16.8 -67.6 41.0	2011 99.6 228.0 -20.1 -70.2 31.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 3,110 \$1,381,503,077 4,020 982 77.4 2.8	2020 27.4 51.3 10.9 -37.9 67.3 5.8	2019 34.6 73.6 -0.0 -48.9 57.4 7.5	September 2018  24.0  71.8  -1.4  -48.6  61.5  6.9	September 2016  33.9  111.6  -8.7  -63.6  52.7  10.5	2014 56.8 147.5 -16.8 -67.6 41.0	2011 99.6 228.0 -20.1 -70.2 31.0 19.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 3,110 \$1,381,503,077 4,020 982 77.4 2.8 \$444,213	2020 27.4 51.3 10.9 -37.9 67.3 5.8 18.8	2019 34.6 73.6 -0.0 -48.9 57.4 7.5 28.9	September 2018  24.0  71.8  -1.4  -48.6  61.5  6.9  38.6	September 2016  33.9  111.6  -8.7  -63.6  52.7  10.5  58.0	2014 56.8 147.5 -16.8 -67.6 41.0 13.8 57.9	2011 99.6 228.0 -20.1 -70.2 31.0 19.0 64.3

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

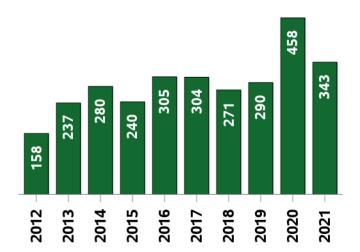
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



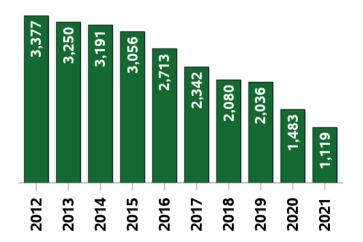
### Kootenay Association MLS® Residential Market Activity



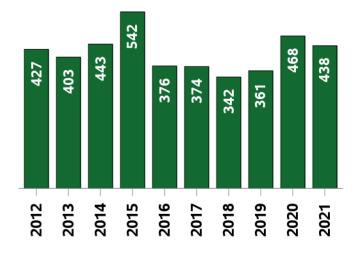
#### Sales Activity (September only)



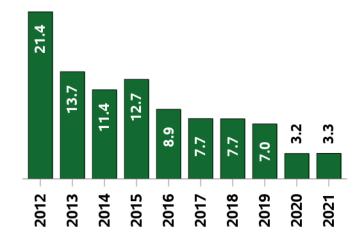
**Active Listings (September only)** 



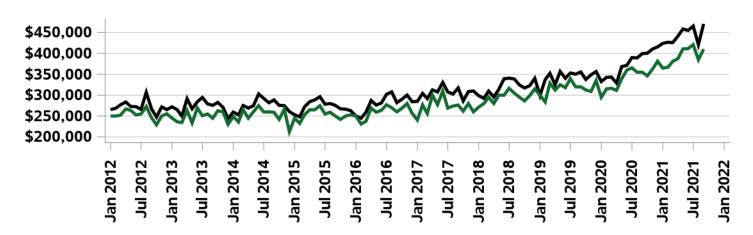
**New Listings (September only)** 



Months of Inventory (September only)



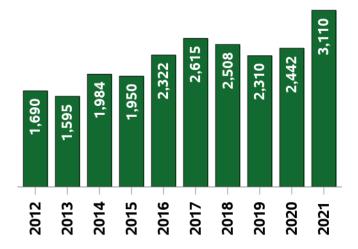
**Average Price and Median Price** 



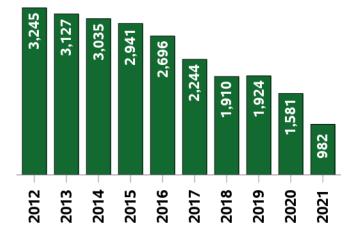


## Kootenay Association MLS® Residential Market Activity

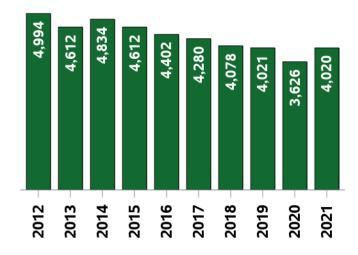




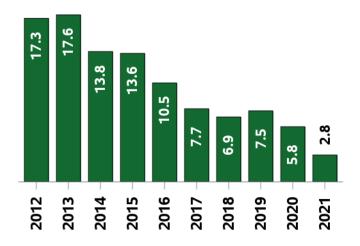
**Active Listings** <sup>1</sup>(September Year-to-date)



**New Listings (September Year-to-date)** 



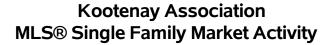
Months of Inventory <sup>2</sup>(September Year-to-date)



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







		September 2020         September 2019         September 2018         September 2016         September 2014         September 2011           -28.3         10.6         20.5         4.3         15.9         55.5           -14.4         54.6         81.1         86.7         99.6         192.6           -6.0         18.7         15.4         15.4         -5.4         -12.7           -25.7         -48.7         -48.8         -58.5         -65.6         -69.4           95.7         78.4         69.9         80.8         59.6         41.0           3.3         7.3         8.0         8.5         11.4         17.2           19.4         39.8         50.3         78.9         72.3         88.2						
Actual	September 2021							
Sales Activity	241	-28.3	10.6	20.5	4.3	15.9	55.5	
Dollar Volume	\$134,537,492	-14.4	54.6	81.1	86.7	99.6	192.6	
New Listings	330	-6.0	18.7	15.4	15.4	-5.4	-12.7	
Active Listings	815	-25.7	-48.7	-48.8	-58.5	-65.6	-69.4	
Sales to New Listings Ratio 1	73.0	95.7	78.4	69.9	80.8	59.6	41.0	
Months of Inventory 2	3.4	3.3	7.3	8.0	8.5	11.4	17.2	
Average Price	\$558,247	19.4	39.8	50.3	78.9	72.3	88.2	
Median Price	\$480,000	16.6	37.1	41.2	70.8	70.7	77.8	
Sale to List Price Ratio	98.4	97.4	96.5	96.1	94.8	95.6	94.2	
Median Days on Market	40.0	53.5	70.5	63.0	83.0	101.0	88.0	
				Compa	red to '			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Year-to-date Sales Activity								
	2021	2020	2019	2018	2016	2014	2011	
Sales Activity	2021	17.0	24.0	15.6	19.7	41.2	72.8	
Sales Activity  Dollar Volume	2021 2,165 \$1,138,234,711	2020 17.0 44.4	2019 24.0 68.2	2018 15.6 67.2	2016 19.7 102.5	2014 41.2 139.7	72.8 205.9	
Sales Activity  Dollar Volume  New Listings	2021 2,165 \$1,138,234,711 2,865	2020 17.0 44.4 4.3	2019 24.0 68.2 -9.2	2018 15.6 67.2 -10.4	2016 19.7 102.5 -16.6	2014 41.2 139.7 -24.5	2011 72.8 205.9 -27.5	
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 2,165 \$1,138,234,711 2,865 702	2020 17.0 44.4 4.3 -38.6	2019 24.0 68.2 -9.2 -52.1	2018 15.6 67.2 -10.4 -49.3	19.7 102.5 -16.6 -63.1	2014 41.2 139.7 -24.5 -67.9	2011 72.8 205.9 -27.5 -70.4	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 2,165 \$1,138,234,711 2,865 702 75.6	2020 17.0 44.4 4.3 -38.6 67.4	2019 24.0 68.2 -9.2 -52.1 55.3	2018 15.6 67.2 -10.4 -49.3 58.5	2016 19.7 102.5 -16.6 -63.1 52.7	2014 41.2 139.7 -24.5 -67.9 40.4	2011 72.8 205.9 -27.5 -70.4 31.7	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 2,165 \$1,138,234,711 2,865 702 75.6 2.9	2020 17.0 44.4 4.3 -38.6 67.4 5.6	2019 24.0 68.2 -9.2 -52.1 55.3 7.6	2018 15.6 67.2 -10.4 -49.3 58.5 6.7	2016 19.7 102.5 -16.6 -63.1 52.7 9.5	2014 41.2 139.7 -24.5 -67.9 40.4 12.8	2011 72.8 205.9 -27.5 -70.4 31.7 17.0	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 2,165 \$1,138,234,711 2,865 702 75.6 2.9 \$525,744	2020 17.0 44.4 4.3 -38.6 67.4 5.6 23.4	2019 24.0 68.2 -9.2 -52.1 55.3 7.6 35.6	2018 15.6 67.2 -10.4 -49.3 58.5 6.7 44.7	2016 19.7 102.5 -16.6 -63.1 52.7 9.5 69.2	2014 41.2 139.7 -24.5 -67.9 40.4 12.8 69.7	2011 72.8 205.9 -27.5 -70.4 31.7 17.0 77.1	

Sales / new listings \* 100; compared to levels from previous periods.
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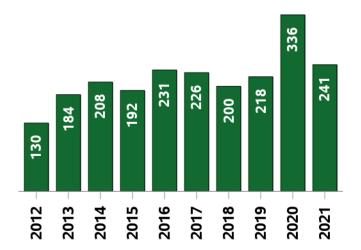
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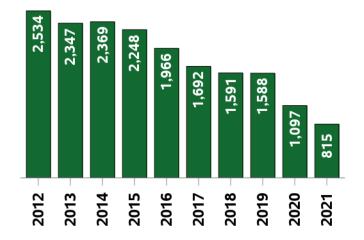
### Kootenay Association MLS® Single Family Market Activity



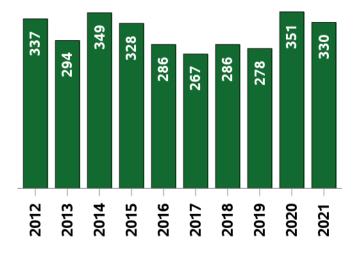
Sales Activity (September only)



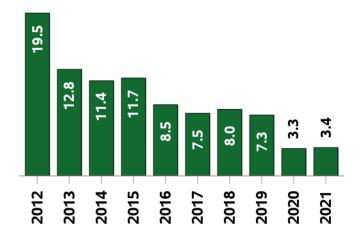
**Active Listings (September only)** 



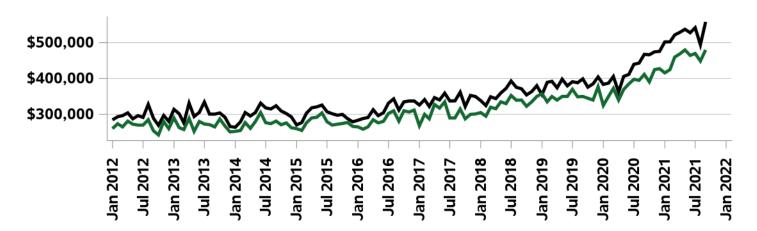
**New Listings (September only)** 



**Months of Inventory (September only)** 



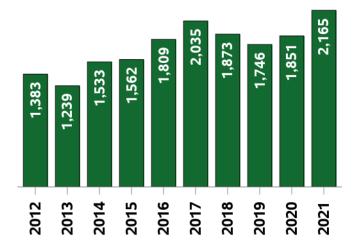
**Average Price and Median Price** 



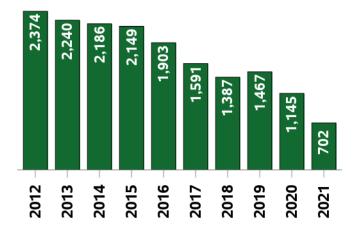


# Kootenay Association MLS® Single Family Market Activity





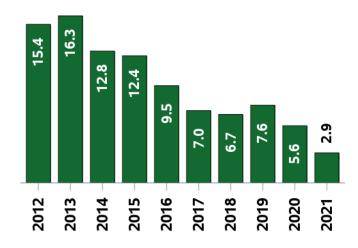
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





#### Castlegar **MLS® Residential Market Activity**

	September 2020         September 2019         September 2018         September 2016         September 2014         September 2011           -27.8         0.0         85.7         0.0         -27.8         -7.1           -30.6         18.3         164.3         62.1         16.4         39.3           -11.1         6.7         23.1         -5.9         -20.0         -36.0           -53.3         -47.5         -51.2         -72.4         -78.8         -78.4           100.0         86.7         53.8         76.5         90.0         56.0           2.5         3.1         6.1         5.8         5.5         6.9           -3.9         18.3         42.3         62.1         61.2         50.0           27.1         44.4         43.3         89.5         91.8         80.8           98.4         97.5         97.2         95.9         95.5         97.0           45.5         40.0         34.0         69.0         96.0         65.5						
September 2021							
13	-27.8	0.0	85.7	0.0	-27.8	-7.1	
\$5,486,100	-30.6	18.3	164.3	62.1	16.4	39.3	
16	-11.1	6.7	23.1	-5.9	-20.0	-36.0	
21	-53.3	-47.5	-51.2	-72.4	-78.8	-78.4	
81.3	100.0	86.7	53.8	76.5	90.0	56.0	
1.6	2.5	3.1	6.1	5.8	5.5	6.9	
\$422,008	-3.9	18.3	42.3	62.1	61.2	50.0	
\$469,900	27.1	44.4	43.3	89.5	91.8	80.8	
96.9	98.4	97.5	97.2	95.9	95.5	97.0	
			240	60.0	00.0	65.5	
32.0	45.5	40.0	34.0	69.0	96.0	05.5	
32.0	45.5	40.0		red to <sup>°</sup>	96.0	05.5	
September 2021	September 2020	September 2019		<u> </u>	September 2014	September 2011	
September	September	September	Compa	red to <sup>6</sup>	September	September	
September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011	
September 2021 139	September 2020 25.2	September 2019	Compa September 2018	September 2016	September 2014	September 2011	
September 2021 139 \$61,812,552	September 2020 25.2 44.8	September 2019 41.8 85.7	September 2018 12.1 63.1	September 2016  4.5 69.2	September 2014 10.3 90.9	September 2011 32.4 123.4	
September 2021 139 \$61,812,552	September 2020 25.2 44.8 -0.6	September 2019 41.8 85.7 6.9	September 2018  12.1  63.1  0.0	September 2016  4.5  69.2  -18.9	September 2014  10.3  90.9  -29.7	September 2011 32.4 123.4 -24.9	
September 2021  139 \$61,812,552  154 28	September 2020 25.2 44.8 -0.6 -36.6	September 2019 41.8 85.7 6.9 -25.7	September 2018  12.1  63.1  0.0  -34.4	September 2016  4.5  69.2  -18.9  -63.4	September 2014  10.3  90.9  -29.7  -72.2	September 2011 32.4 123.4 -24.9 -68.2	
September 2021  139 \$61,812,552  154 28 90.3	September 2020 25.2 44.8 -0.6 -36.6 71.6	September 2019 41.8 85.7 6.9 -25.7 68.1	September 2018  12.1  63.1  0.0  -34.4  80.5	September 2016  4.5  69.2  -18.9  -63.4  70.0	September 2014  10.3  90.9  -29.7  -72.2  57.5	September 2011  32.4  123.4  -24.9  -68.2  51.2	
September 2021  139 \$61,812,552  154 28 90.3 1.8	September 2020 25.2 44.8 -0.6 -36.6 71.6 3.6	September 2019 41.8 85.7 6.9 -25.7 68.1 3.5	Compa  September 2018  12.1  63.1  0.0  -34.4  80.5  3.1	September 2016  4.5  69.2  -18.9  -63.4  70.0  5.2	September 2014  10.3  90.9  -29.7  -72.2  57.5  7.3	September 2011  32.4  123.4  -24.9  -68.2  51.2  7.6	
September 2021  139 \$61,812,552  154 28 90.3 1.8 \$444,695	September 2020 25.2 44.8 -0.6 -36.6 71.6 3.6 15.6	September 2019  41.8  85.7  6.9  -25.7  68.1  3.5  30.9	Compa  September 2018  12.1  63.1  0.0  -34.4  80.5  3.1  45.5	September 2016  4.5  69.2  -18.9  -63.4  70.0  5.2  61.9	September 2014  10.3  90.9  -29.7  -72.2  57.5  7.3  73.1	September 2011  32.4  123.4  -24.9  -68.2  51.2  7.6  68.7	
	2021 13 \$5,486,100 16 21 81.3 1.6 \$422,008 \$469,900	2021 2020  13 -27.8  \$5,486,100 -30.6  16 -11.1  21 -53.3  81.3 100.0  1.6 2.5  \$422,008 -3.9  \$469,900 27.1	2021     September 2020     September 2019       13     -27.8     0.0       \$5,486,100     -30.6     18.3       16     -11.1     6.7       21     -53.3     -47.5       81.3     100.0     86.7       1.6     2.5     3.1       \$422,008     -3.9     18.3       \$469,900     27.1     44.4	September 2021         September 2020         September 2019         September 2018           13         -27.8         0.0         85.7           \$5,486,100         -30.6         18.3         164.3           16         -11.1         6.7         23.1           21         -53.3         -47.5         -51.2           81.3         100.0         86.7         53.8           1.6         2.5         3.1         6.1           \$422,008         -3.9         18.3         42.3           \$469,900         27.1         44.4         43.3	September 2021         September 2020         September 2019         September 2018         September 2016           13         -27.8         0.0         85.7         0.0           \$5,486,100         -30.6         18.3         164.3         62.1           16         -11.1         6.7         23.1         -5.9           21         -53.3         -47.5         -51.2         -72.4           81.3         100.0         86.7         53.8         76.5           1.6         2.5         3.1         6.1         5.8           \$422,008         -3.9         18.3         42.3         62.1           \$469,900         27.1         44.4         43.3         89.5	September 2021         September 2020         September 2019         September 2018         September 2016         September 2014           13         -27.8         0.0         85.7         0.0         -27.8           \$5,486,100         -30.6         18.3         164.3         62.1         16.4           16         -11.1         6.7         23.1         -5.9         -20.0           21         -53.3         -47.5         -51.2         -72.4         -78.8           81.3         100.0         86.7         53.8         76.5         90.0           1.6         2.5         3.1         6.1         5.8         5.5           \$422,008         -3.9         18.3         42.3         62.1         61.2           \$469,900         27.1         44.4         43.3         89.5         91.8	

Sales / new listings \* 100; compared to levels from previous periods.
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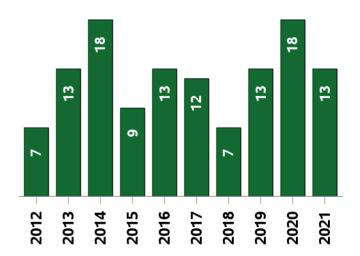
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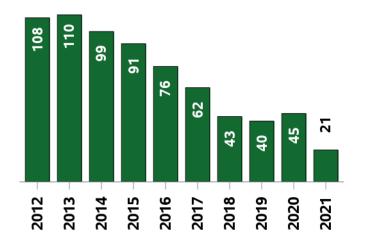
# Castlegar MLS® Residential Market Activity



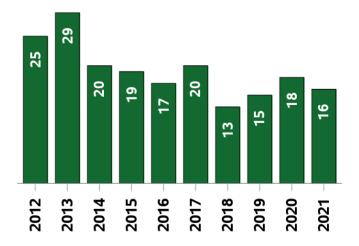
**Sales Activity (September only)** 



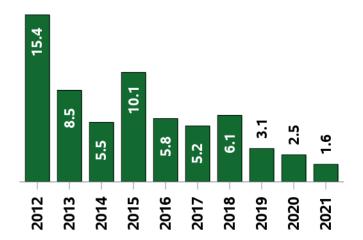
**Active Listings (September only)** 



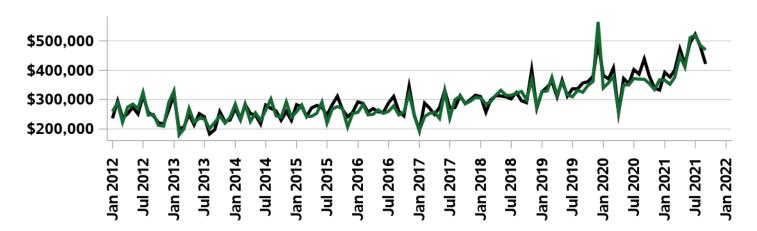
**New Listings (September only)** 



Months of Inventory (September only)



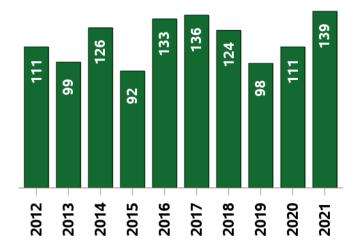
**Average Price and Median Price** 



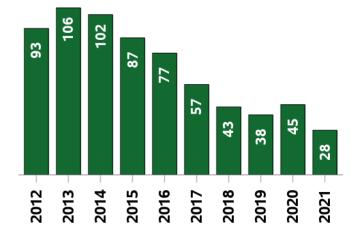


## Castlegar MLS® Residential Market Activity

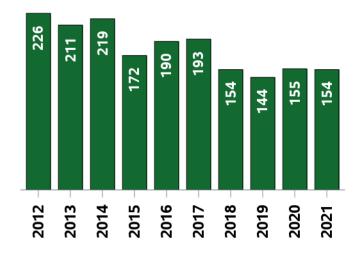




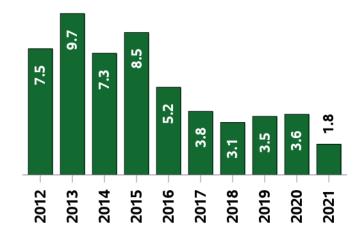
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### Castlegar **MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	8	-55.6	-38.5	100.0	-27.3	-42.9	-38.5
Dollar Volume	\$4,069,200	-48.5	-12.2	192.5	27.6	-2.9	9.8
New Listings	14	-12.5	16.7	16.7	-6.7	-17.6	-44.0
Active Listings	20	-47.4	-44.4	-51.2	-71.4	-77.0	-77.3
Sales to New Listings Ratio 1	57.1	112.5	108.3	33.3	73.3	82.4	52.0
Months of Inventory <sup>2</sup>	2.5	2.1	2.8	10.3	6.4	6.2	6.8
Average Price	\$508,650	15.8	42.6	46.3	75.4	69.9	78.4
Median Price	\$519,950	40.6	59.7	53.4	92.6	77.8	100.0
Sale to List Price Ratio	95.8	98.4	97.5	99.0	96.4	96.4	97.5
Median Days on Market	32.0	45.5	40.0	61.0	69.0	96.0	62.0
						<u> </u>	
				Compa	red to °	·	
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	2020	39.5	September 2018	September 2016	11.1	23.7
Sales Activity  Dollar Volume	2021 120 \$55,747,002	2020 23.7 45.2	39.5 82.3	September 2018  10.1  60.6	September 2016 0.0 61.3	2014 11.1 85.3	2011 23.7 108.7
Sales Activity  Dollar Volume  New Listings	2021 120 \$55,747,002 136	2020 23.7 45.2 0.0	39.5 82.3 7.9	September 2018  10.1  60.6  -3.5	September 2016  0.0  61.3  -21.8	2014 11.1 85.3 -27.7	2011 23.7 108.7 -27.3
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 120 \$55,747,002 136 25	2020 23.7 45.2 0.0 -35.1	39.5 82.3 7.9 -29.6	September 2018  10.1  60.6  -3.5  -35.8	September 2016  0.0 61.3  -21.8  -65.2	2014 11.1 85.3 -27.7 -71.8	2011 23.7 108.7 -27.3 -68.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 120 \$55,747,002 136 25 88.2	2020 23.7 45.2 0.0 -35.1 71.3	2019 39.5 82.3 7.9 -29.6 68.3	September 2018  10.1  60.6  -3.5  -35.8  77.3	September 2016  0.0  61.3  -21.8  -65.2  69.0	2014 11.1 85.3 -27.7 -71.8 57.4	2011 23.7 108.7 -27.3 -68.0 51.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 120 \$55,747,002 136 25 88.2 1.9	2020 23.7 45.2 0.0 -35.1 71.3 3.6	2019 39.5 82.3 7.9 -29.6 68.3 3.7	September 2018  10.1  60.6  -3.5  -35.8  77.3  3.2	September 2016  0.0  61.3  -21.8  -65.2  69.0  5.4	2014 11.1 85.3 -27.7 -71.8 57.4 7.3	2011 23.7 108.7 -27.3 -68.0 51.9 7.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 120 \$55,747,002 136 25 88.2 1.9 \$464,558	2020 23.7 45.2 0.0 -35.1 71.3 3.6 17.4	2019 39.5 82.3 7.9 -29.6 68.3 3.7 30.6	September 2018  10.1  60.6  -3.5  -35.8  77.3  3.2  45.9	September 2016  0.0  61.3  -21.8  -65.2  69.0  5.4  61.3	2014 11.1 85.3 -27.7 -71.8 57.4 7.3 66.7	2011 23.7 108.7 -27.3 -68.0 51.9 7.2 68.7

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

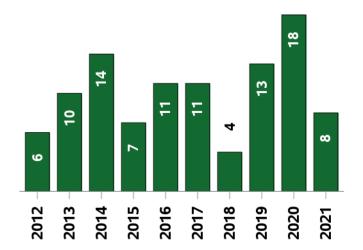
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



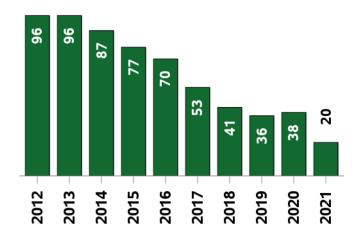




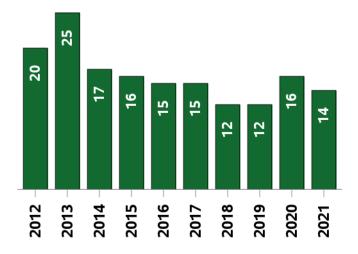
**Sales Activity (September only)** 



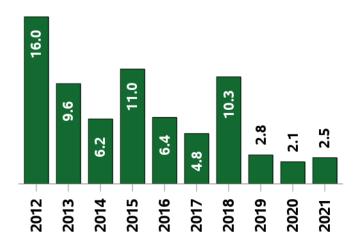
**Active Listings (September only)** 



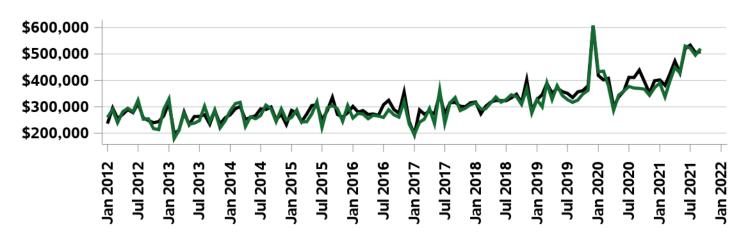
**New Listings (September only)** 



Months of Inventory (September only)



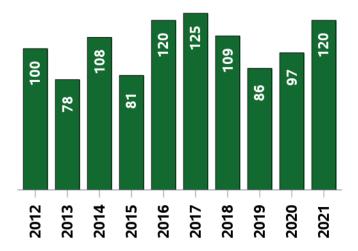
**Average Price and Median Price** 



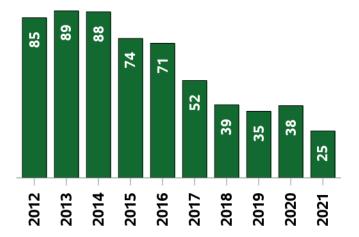


# Castlegar MLS® Single Family Market Activity

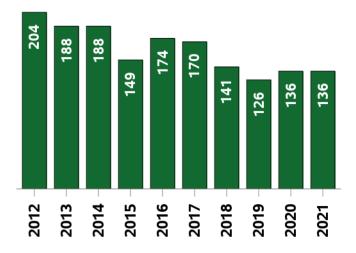




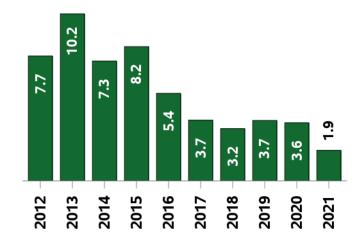
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







		September 2020         September 2019         September 2018         September 2016         September 2014         September 2011           -22.4         0.0         45.2         32.4         28.6         73.1           -0.5         37.3         171.8         138.0         109.6         195.9           -22.2         -8.7         31.3         -10.6         -12.5         -8.7           -40.2         -47.4         -34.0         -53.0         -65.3         -74.0           107.4         97.8         96.9         72.3         72.9         56.5           2.0         3.0         3.4         4.4         5.8         10.3           28.3         37.3         87.2         79.9         63.0         71.0           24.8         44.3         94.7         87.2         58.8         80.7           98.4         96.9         95.5         95.4         96.4         95.7           36.0         61.0         42.0         52.5         78.0         76.0						
Actual	September 2021	September 2020						
Sales Activity	45	-22.4	0.0	45.2	32.4	28.6	73.1	
Dollar Volume	\$20,215,449	-0.5	37.3	171.8	138.0	109.6	195.9	
New Listings	42	-22.2	-8.7	31.3	-10.6	-12.5	-8.7	
Active Listings	70	-40.2	-47.4	-34.0	-53.0	-65.3	-74.0	
Sales to New Listings Ratio 1	107.1	107.4	97.8	96.9	72.3	72.9	56.5	
Months of Inventory <sup>2</sup>	1.6	2.0	3.0	3.4	4.4	5.8	10.3	
Average Price	\$449,232	28.3	37.3	87.2	79.9	63.0	71.0	
Median Price	\$440,000	24.8	44.3	94.7	87.2	58.8	80.7	
Sale to List Price Ratio	98.3	98.4	96.9	95.5	95.4	96.4	95.7	
Median Days on Market	30.0	36.0	61.0	42.0	52.5	78.0	76.0	
				Compa	red to <sup>6</sup>			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	395	24.6	35.3	29.5	27.4	45.2	80.4	
Dollar Volume	\$149,556,054	42.8	60.9	65.9	84.8	109.0	169.0	
New Listings	442	-0.5	-0.9	7.3	-1.6	-8.7	-14.3	
Active Listings <sup>3</sup>	78	-26.6	-37.7	-30.9	-53.7	-61.8	-68.3	
Sales to New Listings Ratio <sup>4</sup>	89.4	71.4	65.5	74.0	69.0	56.2	42.4	
Months of Inventory ⁵	1.8	3.0	3.9	3.3	4.9	6.8	10.1	
Average Price	\$378,623	14.6	19.0	28.1	45.0	43.9	49.1	
Median Price	\$375,500	10.9	19.2	27.3	51.3	44.8	53.3	
	4575,500							
Sale to List Price Ratio	99.1	97.9	96.9	97.4	96.6	96.5	95.7	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

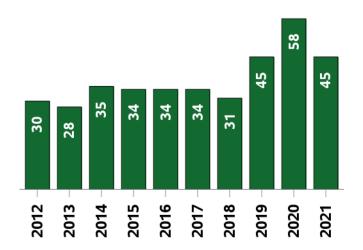
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



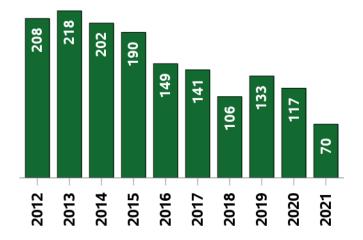
### Cranbrook MLS® Residential Market Activity



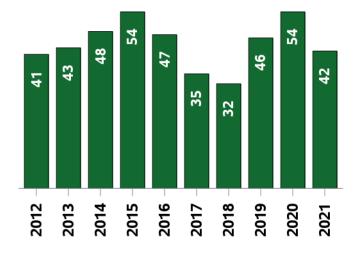
#### Sales Activity (September only)



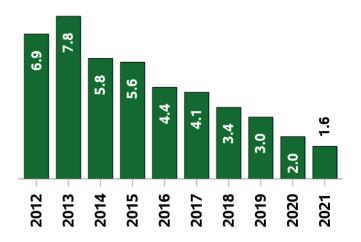
**Active Listings (September only)** 



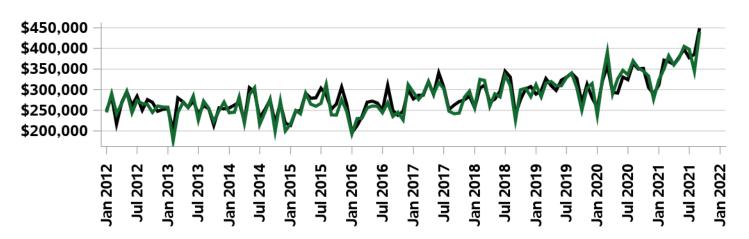
**New Listings (September only)** 



Months of Inventory (September only)



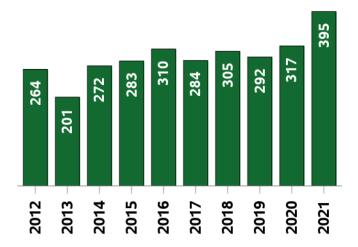
**Average Price and Median Price** 



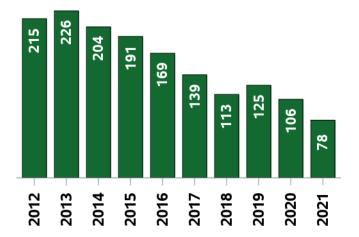


### Cranbrook MLS® Residential Market Activity

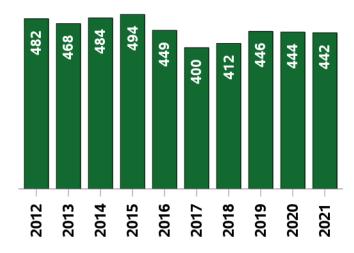




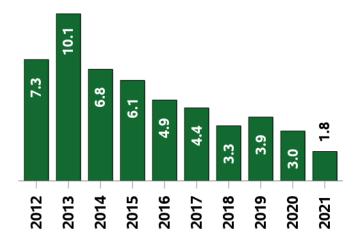
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



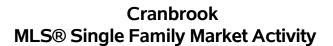
Months of Inventory <sup>2</sup>(September Year-to-date)



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







			Compared to september 2020         September 2019         September 2018         September 2016         September 2014         September 2011           -7.0         2.6         110.5         42.9         48.1         73.9           6.6         37.5         217.4         133.2         126.3         180.4           -5.3         -7.7         28.6         -10.0         -16.3         0.0           -35.4         -50.0         -33.8         -53.5         -64.4         -76.1           113.2         100.0         67.9         70.0         62.8         63.9           1.9         2.7         4.2         4.1         5.5         9.7           14.6         34.0         50.8         63.2         52.8         61.2           10.6         41.1         47.5         73.5         54.2         67.0           98.9         97.0         96.3         96.1         96.6         96.2           36.0         61.0         41.0         44.5         69.0         65.0						
Actual	September 2021	September 2020							
Sales Activity	40	-7.0	2.6	110.5	42.9	48.1	73.9		
Dollar Volume	\$18,384,549	6.6	37.5	217.4	133.2	126.3	180.4		
New Listings	36	-5.3	-7.7	28.6	-10.0	-16.3	0.0		
Active Listings	53	-35.4	-50.0	-33.8	-53.5	-64.4	-76.1		
Sales to New Listings Ratio 1	111.1	113.2	100.0	67.9	70.0	62.8	63.9		
Months of Inventory 2	1.3	1.9	2.7	4.2	4.1	5.5	9.7		
Average Price	\$459,614	14.6	34.0	50.8	63.2	52.8	61.2		
Median Price	\$442,500	10.6	41.1	47.5	73.5	54.2	67.0		
Sale to List Price Ratio	98.4	98.9	97.0	96.3	96.1	96.6	96.2		
Median Days on Market	30.5	36.0	61.0	41.0	44.5	69.0	65.0		
				_					
				Compa	red to °				
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011		
Year-to-date Sales Activity				September	September				
	2021	2020	2019	September 2018	September 2016	2014	2011		
Sales Activity	2021 309	28.8	28.8	September 2018	September 2016	42.4	63.5		
Sales Activity  Dollar Volume	2021 309 \$130,810,304	2020 28.8 43.9	2019 28.8 55.5	September 2018 33.2 66.9	September 2016 27.2 85.7	2014 42.4 107.8	63.5 155.7		
Sales Activity  Dollar Volume  New Listings	2021 309 \$130,810,304 345	2020 28.8 43.9 2.7	2019 28.8 55.5 -4.2	September 2018  33.2  66.9  8.8	September 2016  27.2  85.7  -3.6	2014 42.4 107.8 -7.8	2011 63.5 155.7 -18.8		
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 309 \$130,810,304 345 60	2020 28.8 43.9 2.7 -23.4	2019 28.8 55.5 -4.2 -39.5	September 2018  33.2  66.9  8.8  -27.4	September 2016  27.2  85.7  -3.6  -49.3	2014 42.4 107.8 -7.8 -57.4	2011 63.5 155.7 -18.8 -70.1		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 309 \$130,810,304 345 60 89.6	2020 28.8 43.9 2.7 -23.4 71.4	2019 28.8 55.5 -4.2 -39.5 66.7	September 2018  33.2  66.9  8.8  -27.4  73.2	September 2016  27.2  85.7  -3.6  -49.3  67.9	2014 42.4 107.8 -7.8 -57.4 58.0	2011 63.5 155.7 -18.8 -70.1 44.5		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory	2021 309 \$130,810,304 345 60 89.6 1.8	2020 28.8 43.9 2.7 -23.4 71.4 3.0	2019 28.8 55.5 -4.2 -39.5 66.7 3.7	September 2018  33.2  66.9  8.8  -27.4  73.2  3.2	September 2016  27.2  85.7  -3.6  -49.3  67.9  4.4	2014 42.4 107.8 -7.8 -57.4 58.0 5.9	2011 63.5 155.7 -18.8 -70.1 44.5 9.6		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 309 \$130,810,304 345 60 89.6 1.8 \$423,334	2020 28.8 43.9 2.7 -23.4 71.4 3.0 11.8	2019 28.8 55.5 -4.2 -39.5 66.7 3.7 20.8	September 2018  33.2  66.9  8.8  -27.4  73.2  3.2  25.3	September 2016  27.2  85.7  -3.6  -49.3  67.9  4.4  46.1	2014 42.4 107.8 -7.8 -57.4 58.0 5.9 46.0	2011 63.5 155.7 -18.8 -70.1 44.5 9.6 56.4		

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

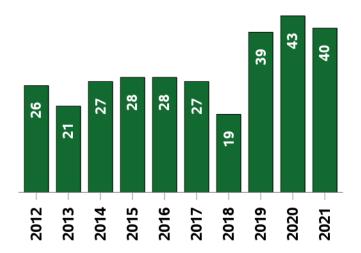
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



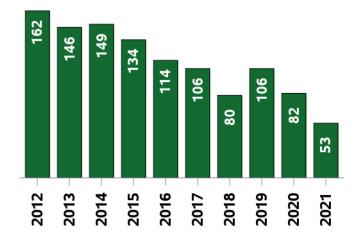
## Cranbrook MLS® Single Family Market Activity



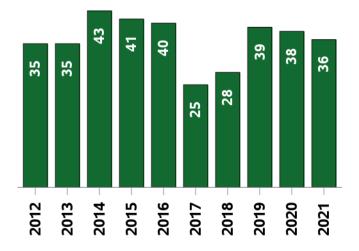
Sales Activity (September only)



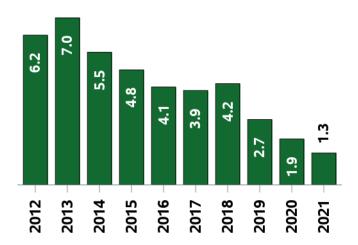
**Active Listings (September only)** 



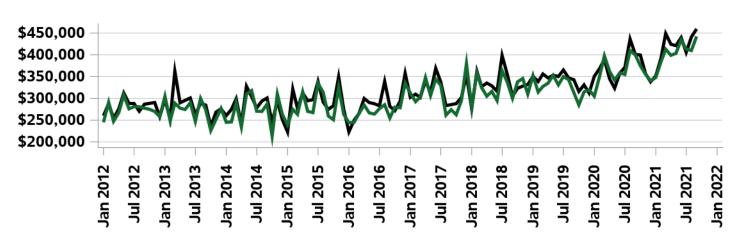
**New Listings (September only)** 



Months of Inventory (September only)



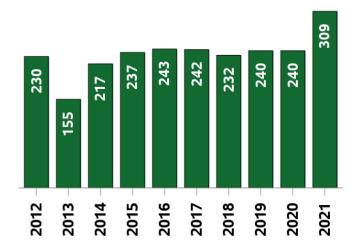
**Average Price and Median Price** 



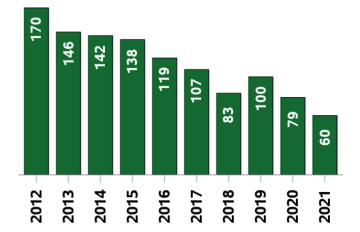


### **Cranbrook MLS® Single Family Market Activity**

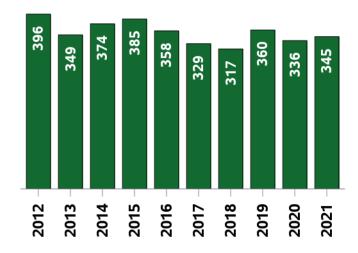




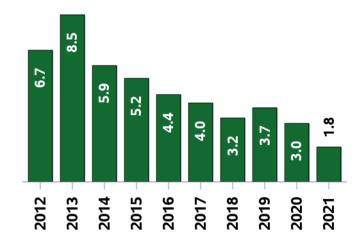
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







		September 2020         September 2019         September 2018         September 2016         September 2014         September 2011           0.0         -55.6         0.0         -33.3         0.0         0.0           22.9         -36.4         82.9         13.5         217.2         78.3           -37.5         -28.6         -28.6         -44.4         -54.5         -64.3           -35.5         -67.2         -67.2         -73.7         -69.7         -84.6           50.0         128.6         57.1         66.7         36.4         28.6           7.8         6.8         15.3         12.7         16.5         32.5           22.9         43.2         82.9         70.2         217.2         78.3           13.9         35.3         54.7         43.5         186.1         80.8           98.7         97.1         95.9         94.7         89.3         93.7           35.5         124.0         110.0         74.5         147.0         113.5						
Actual	September 2021							
Sales Activity	4	0.0	-55.6	0.0	-33.3	0.0	0.0	
Dollar Volume	\$3,170,900	22.9	-36.4	82.9	13.5	217.2	78.3	
New Listings	5	-37.5	-28.6	-28.6	-44.4	-54.5	-64.3	
Active Listings	20	-35.5	-67.2	-67.2	-73.7	-69.7	-84.6	
Sales to New Listings Ratio 1	80.0	50.0	128.6	57.1	66.7	36.4	28.6	
Months of Inventory 2	5.0	7.8	6.8	15.3	12.7	16.5	32.5	
Average Price	\$792,725	22.9	43.2	82.9	70.2	217.2	78.3	
Median Price	\$723,000	13.9	35.3	54.7	43.5	186.1	80.8	
Sale to List Price Ratio	98.7	98.7	97.1	95.9	94.7	89.3	93.7	
Median Days on Market	48.0	35.5	124.0	110.0	74.5	147.0	113.5	
Median Days on Market	10.0							
Median Days on Market	10.0			Compa	red to <sup>6</sup>			
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011	
-	September	September	September	September	September			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	2014	2011	
Year-to-date Sales Activity	September 2021 63	September 2020	September 2019	September 2018	September 2016 53.7	34.0	96.9	
Year-to-date Sales Activity Dollar Volume	September 2021 63 \$47,531,331	September 2020 31.3 60.5	September 2019 31.3 75.1	September 2018 37.0 112.6	September 2016 53.7 182.2	34.0 140.0	96.9 302.7	
Year-to-date Sales Activity Dollar Volume New Listings	September 2021 63 \$47,531,331	September 2020 31.3 60.5 2.7	September 2019 31.3 75.1 -34.2	September 2018  37.0  112.6  -25.2	September 2016 53.7 182.2 -24.5	34.0 140.0 -29.4	96.9 302.7 -50.3	
Year-to-date  Sales Activity  Dollar Volume  New Listings  Active Listings 3	September 2021 63 \$47,531,331 77 23	September 2020 31.3 60.5 2.7 -36.3	September 2019 31.3 75.1 -34.2 -63.4	September 2018  37.0  112.6  -25.2  -59.6	September 2016 53.7 182.2 -24.5 -61.9	2014 34.0 140.0 -29.4 -62.6	2011 96.9 302.7 -50.3 -79.1	
Year-to-date  Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	September 2021 63 \$47,531,331 77 23 81.8	September 2020 31.3 60.5 2.7 -36.3 64.0	September 2019 31.3 75.1 -34.2 -63.4 41.0	September 2018  37.0  112.6  -25.2  -59.6  44.7	September 2016  53.7  182.2  -24.5  -61.9  40.2	2014 34.0 140.0 -29.4 -62.6 43.1	2011 96.9 302.7 -50.3 -79.1 20.6	
Year-to-date  Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Months of Inventory	September 2021  63 \$47,531,331  77 23  81.8  3.3	September 2020 31.3 60.5 2.7 -36.3 64.0 6.8	September 2019 31.3 75.1 -34.2 -63.4 41.0 11.9	September 2018  37.0  112.6  -25.2  -59.6  44.7  11.2	September 2016  53.7  182.2  -24.5  -61.9  40.2  13.4	2014 34.0 140.0 -29.4 -62.6 43.1 11.9	2011 96.9 302.7 -50.3 -79.1 20.6 31.3	
Year-to-date  Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	September 2021  63 \$47,531,331  77  23  81.8  3.3  \$754,466	September 2020 31.3 60.5 2.7 -36.3 64.0 6.8 22.3	September 2019  31.3  75.1  -34.2  -63.4  41.0  11.9  33.4	September 2018  37.0  112.6  -25.2  -59.6  44.7  11.2  55.3	September 2016  53.7  182.2  -24.5  -61.9  40.2  13.4  83.6	2014 34.0 140.0 -29.4 -62.6 43.1 11.9 79.1	2011 96.9 302.7 -50.3 -79.1 20.6 31.3 104.6	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

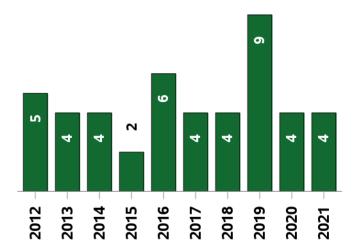
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



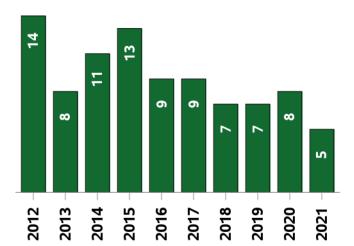
### Cranbrook Lakes MLS® Residential Market Activity



Sales Activity (September only)

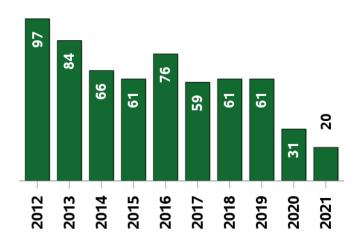


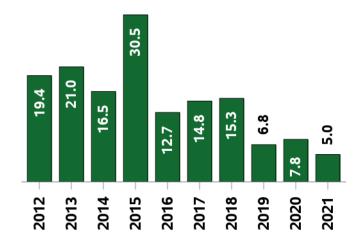
**Active Listings (September only)** 



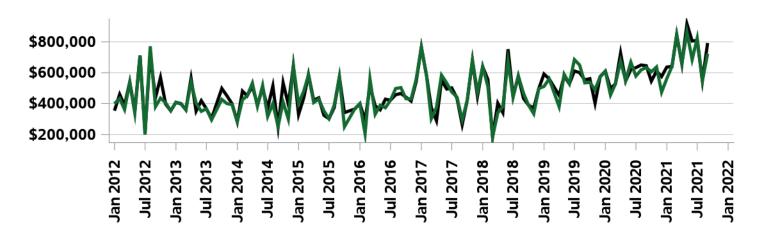
**New Listings (September only)** 

Months of Inventory (September only)





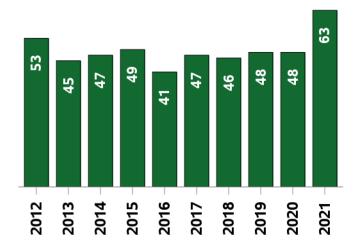
**Average Price and Median Price** 



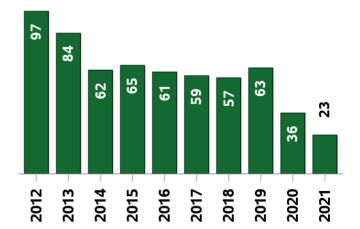


# Cranbrook Lakes MLS® Residential Market Activity

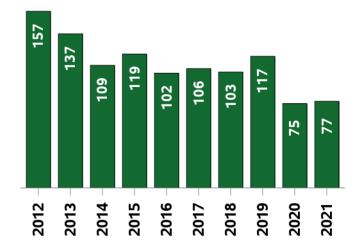




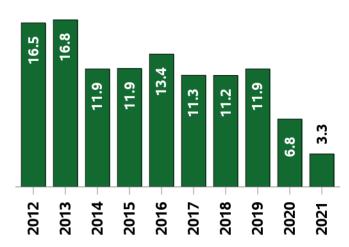
**Active Listings** <sup>1</sup>(September Year-to-date)



**New Listings (September Year-to-date)** 



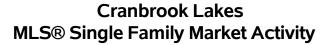
Months of Inventory <sup>2</sup>(September Year-to-date)



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





Compared to 6



				Сотпро	ii ca to		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	4	0.0	-55.6	33.3	-20.0	100.0	0.0
Dollar Volume	\$3,170,900	22.9	-36.4	103.4	16.9	266.4	78.3
New Listings	5	-37.5	-28.6	-28.6	-44.4	-50.0	-61.5
Active Listings	20	-35.5	-67.2	-64.9	-70.1	-68.8	-84.1
Sales to New Listings Ratio 1	80.0	50.0	128.6	42.9	55.6	20.0	30.8
Months of Inventory 2	5.0	7.8	6.8	19.0	13.4	32.0	31.5
Average Price	\$792,725	22.9	43.2	52.5	46.1	83.2	78.3
Median Price	\$723,000	13.9	35.3	44.6	28.0	67.1	80.8
Sale to List Price Ratio	98.7	98.7	97.1	97.0	95.1	97.0	93.7
Median Days on Market	48.0	35.5	124.0	87.0	55.0	94.0	113.5
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	62	29.2	31.9	59.0	63.2	47.6	121.4
Dollar Volume	\$47,463,331	60.3	78.3	117.7	185.0	147.2	316.5
New Listings	76	2.7	-31.5	-20.8	-17.4	-26.2	-48.6
Active Listings <sup>3</sup>	23	-34.0	-61.9	-52.7	-58.7	-60.6	-77.8
Sales to New Listings Ratio 4	81.6	64.9	42.3	40.6	41.3	40.8	18.9
Months of Inventory 5	3.4	6.6	11.6	11.3	13.3	12.6	33.5
Average Price	\$765,538	24.1	35.1	36.9	74.7	67.5	88.1
Median Price	\$750,000	26.2	29.3	48.9	72.4	90.8	100.0
Sale to List Price Ratio	98.6	97.1	97.1	97.0	95.4	95.9	94.5
Median Days on Market	48.0	89.5	87.0	50.0	76.5	105.0	68.0

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

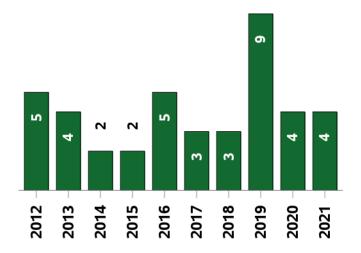
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



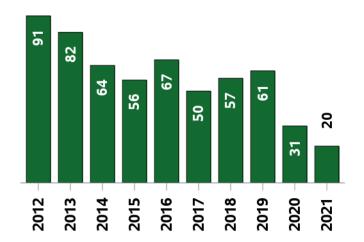
### Cranbrook Lakes MLS® Single Family Market Activity



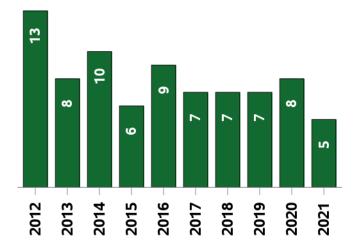
Sales Activity (September only)



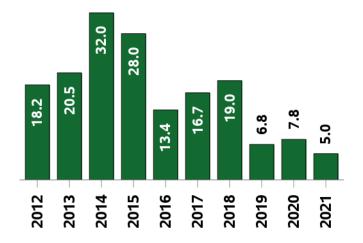
**Active Listings (September only)** 



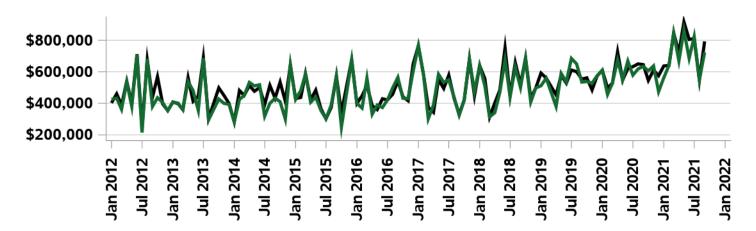
**New Listings (September only)** 



**Months of Inventory (September only)** 



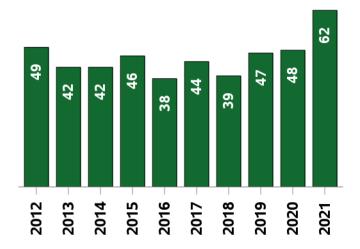
**Average Price and Median Price** 



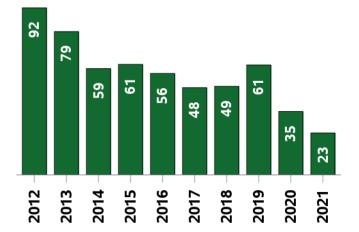


### **Cranbrook Lakes MLS® Single Family Market Activity**

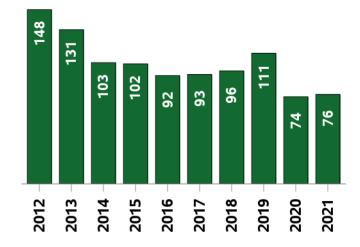




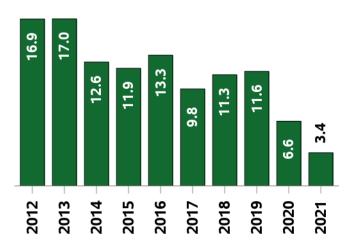
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





#### Creston **MLS® Residential Market Activity**

				Compa	red to 6		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	10	-44.4	42.9	-23.1	-28.6	-33.3	42.9
Dollar Volume	\$3,211,900	-41.8	94.8	-2.6	4.2	-6.5	225.1
New Listings	20	0.0	33.3	33.3	53.8	0.0	-16.7
Active Listings	46	-22.0	-40.3	-47.7	-61.0	-69.1	-64.6
Sales to New Listings Ratio 1	50.0	90.0	46.7	86.7	107.7	75.0	29.2
Months of Inventory 2	4.6	3.3	11.0	6.8	8.4	9.9	18.6
Average Price	\$321,190	4.7	36.3	26.6	45.9	40.3	127.6
Median Price	\$340,450	22.2	36.2	26.6	70.7	51.3	172.4
Sale to List Price Ratio	98.6	96.4	91.8	96.4	93.9	94.3	90.3
Median Days on Market	39.5	79.0	66.0	33.0	123.5	142.0	131.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	38.2	35.6	September 2018	September 2016	80.8	113.6
Sales Activity  Dollar Volume	2021 141 \$51,634,911	38.2 66.5	35.6 73.6	September 2018  12.8  57.0	September 2016 43.9 139.0	80.8 202.3	2011 113.6 270.1
Sales Activity  Dollar Volume  New Listings	2021 141 \$51,634,911 161	38.2 66.5 0.6	35.6 73.6 -8.5	September 2018  12.8  57.0  -15.7	September 2016  43.9  139.0  -20.3	2014 80.8 202.3 -29.7	2011 113.6 270.1 -21.8
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 141 \$51,634,911 161 37	38.2 66.5 0.6 -41.3	35.6 73.6 -8.5 -50.7	September 2018  12.8  57.0  -15.7  -57.5	September 2016  43.9  139.0  -20.3  -69.0	2014 80.8 202.3 -29.7 -72.6	2011 113.6 270.1 -21.8 -69.1
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 141 \$51,634,911 161 37 87.6	2020 38.2 66.5 0.6 -41.3 63.8	2019 35.6 73.6 -8.5 -50.7 59.1	September 2018  12.8  57.0  -15.7  -57.5  65.4	September 2016  43.9  139.0  -20.3  -69.0  48.5	2014 80.8 202.3 -29.7 -72.6 34.1	2011 113.6 270.1 -21.8 -69.1 32.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 141 \$51,634,911 161 37 87.6 2.4	2020 38.2 66.5 0.6 -41.3 63.8 5.5	2019 35.6 73.6 -8.5 -50.7 59.1 6.5	September 2018  12.8  57.0  -15.7  -57.5  65.4  6.2	September 2016  43.9  139.0  -20.3  -69.0  48.5  10.9	2014 80.8 202.3 -29.7 -72.6 34.1 15.5	2011 113.6 270.1 -21.8 -69.1 32.0 16.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 141 \$51,634,911 161 37 87.6 2.4 \$366,205	2020 38.2 66.5 0.6 -41.3 63.8 5.5 20.5	2019 35.6 73.6 -8.5 -50.7 59.1 6.5 28.1	September 2018  12.8  57.0  -15.7  -57.5  65.4  6.2  39.2	September 2016  43.9  139.0  -20.3  -69.0  48.5  10.9  66.1	2014 80.8 202.3 -29.7 -72.6 34.1 15.5 67.2	2011 113.6 270.1 -21.8 -69.1 32.0 16.3 73.2

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

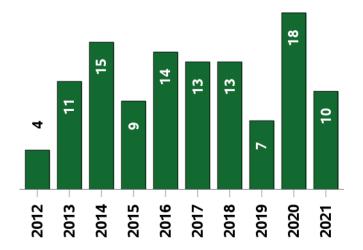
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



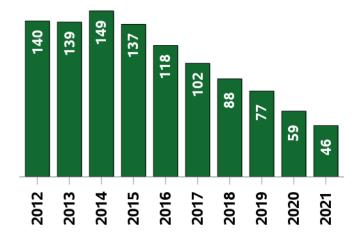




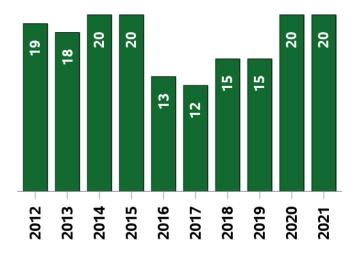
**Sales Activity (September only)** 



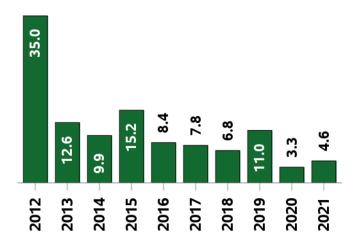
**Active Listings (September only)** 



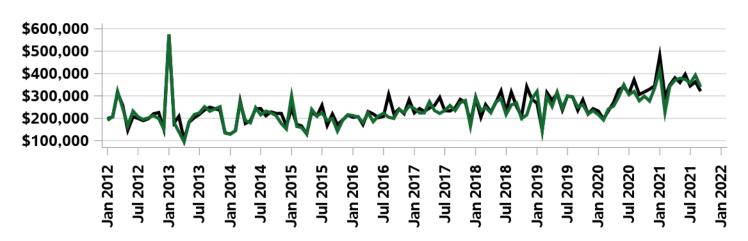
**New Listings (September only)** 



Months of Inventory (September only)



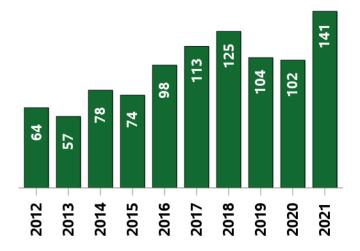
**Average Price and Median Price** 



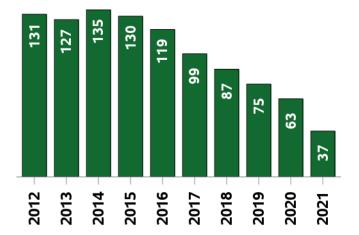


### Creston MLS® Residential Market Activity

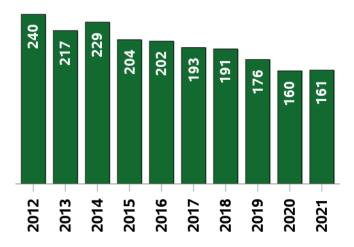




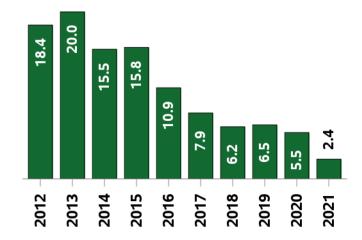
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### Creston **MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	7	-56.3	75.0	-30.0	-22.2	-46.2	16.7
Dollar Volume	\$2,555,000	-50.1	78.2	-6.9	-2.2	-18.9	187.4
New Listings	14	-6.7	7.7	-6.7	16.7	-26.3	-30.0
Active Listings	37	-22.9	-46.4	-55.4	-66.1	-72.0	-66.4
Sales to New Listings Ratio 1	50.0	106.7	30.8	66.7	75.0	68.4	30.0
Months of Inventory <sup>2</sup>	5.3	3.0	17.3	8.3	12.1	10.2	18.3
Average Price	\$365,000	14.1	1.8	33.0	25.8	50.6	146.3
Median Price	\$377,000	26.7	7.9	37.3	40.7	63.9	155.6
Sale to List Price Ratio	99.6	96.8	91.3	95.7	93.8	94.5	88.8
Median Days on Market	41.0	66.0	57.5	31.5	94.0	141.0	146.5
					<u> </u>	<u>!</u>	
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	36.8	36.8	September 2018	September 2016	77.6	116.4
Sales Activity  Dollar Volume	2021 119 \$47,547,511	36.8 68.8	36.8 73.2	September 2018  10.2  54.5	September 2016 52.6 147.0	77.6 204.7	2011 116.4 276.4
Sales Activity  Dollar Volume  New Listings	2021 119 \$47,547,511 134	36.8 68.8 -0.7	2019 36.8 73.2 -11.8	September 2018  10.2  54.5  -21.2	September 2016  52.6  147.0  -24.3	77.6 204.7 -33.0	2011 116.4 276.4 -25.6
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 119 \$47,547,511 134 32	36.8 68.8 -0.7 -41.1	2019 36.8 73.2 -11.8 -53.2	September 2018  10.2  54.5  -21.2  -60.2	September 2016  52.6  147.0  -24.3  -68.9	77.6 204.7 -33.0 -72.6	2011 116.4 276.4 -25.6 -69.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 119 \$47,547,511 134 32 88.8	2020 36.8 68.8 -0.7 -41.1 64.4	2019 36.8 73.2 -11.8 -53.2 57.2	September 2018  10.2  54.5  -21.2  -60.2  63.5	September 2016  52.6  147.0  -24.3  -68.9  44.1	2014 77.6 204.7 -33.0 -72.6 33.5	2011 116.4 276.4 -25.6 -69.2 30.6
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 119 \$47,547,511 134 32 88.8 2.4	2020 36.8 68.8 -0.7 -41.1 64.4 5.6	2019 36.8 73.2 -11.8 -53.2 57.2 7.0	September 2018  10.2  54.5  -21.2  -60.2  63.5  6.7	September 2016  52.6  147.0  -24.3  -68.9  44.1  11.8	2014 77.6 204.7 -33.0 -72.6 33.5 15.6	2011 116.4 276.4 -25.6 -69.2 30.6 16.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 119 \$47,547,511 134 32 88.8 2.4 \$399,559	2020 36.8 68.8 -0.7 -41.1 64.4 5.6 23.4	2019 36.8 73.2 -11.8 -53.2 57.2 7.0 26.6	September 2018  10.2  54.5  -21.2  -60.2  63.5  6.7  40.2	September 2016       52.6       147.0       -24.3       -68.9       44.1       11.8       61.9	2014 77.6 204.7 -33.0 -72.6 33.5 15.6 71.5	2011 116.4 276.4 -25.6 -69.2 30.6 16.9 74.0

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

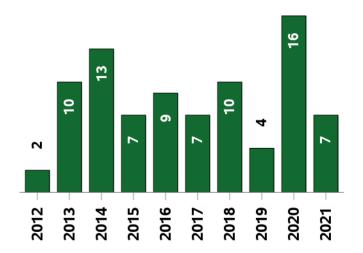
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



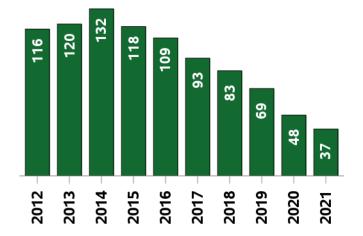
### **Creston MLS® Single Family Market Activity**



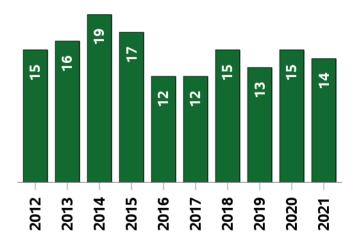
#### Sales Activity (September only)



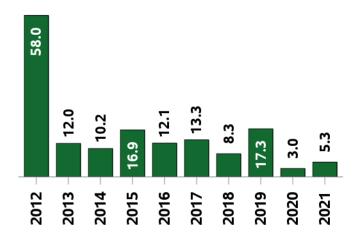
**Active Listings (September only)** 



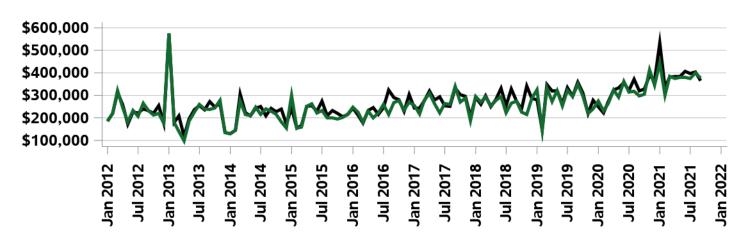
**New Listings (September only)** 



Months of Inventory (September only)



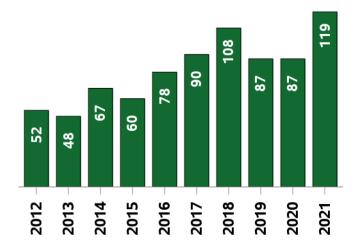
**Average Price and Median Price** 



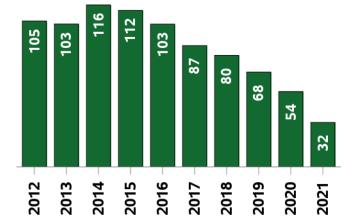


## Creston MLS® Single Family Market Activity

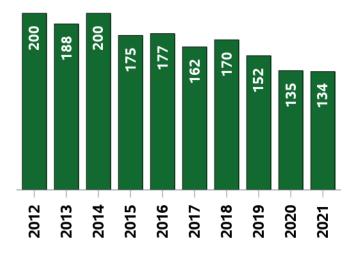




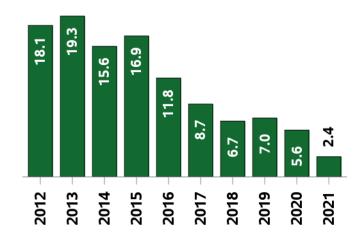
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







		September 2020         September 2019         September 2018         September 2016         September 2014         September 2011           -38.9         57.1         37.5         175.0         22.2         -15.4           -25.3         85.2         52.4         183.8         58.4         -18.2           14.3         100.0         23.1         166.7         45.5         -11.1           -23.5         -52.7         -54.4         -75.7         -69.0         -65.3           128.6         87.5         61.5         66.7         81.8         72.2           1.9         7.9         7.1         26.8         9.3         5.8           22.3         17.8         10.9         3.2         29.6         -3.4           24.2         37.6         4.8         30.0         12.9         -10.2           95.6         95.0         93.0         91.0         94.0         95.6           37.5         99.0         107.5         97.5         172.0         125.0						
Actual	September 2021							
Sales Activity	11	-38.9	57.1	37.5	175.0	22.2	-15.4	
Dollar Volume	\$2,455,150	-25.3	85.2	52.4	183.8	58.4	-18.2	
New Listings	16	14.3	100.0	23.1	166.7	45.5	-11.1	
Active Listings	26	-23.5	-52.7	-54.4	-75.7	-69.0	-65.3	
Sales to New Listings Ratio 1	68.8	128.6	87.5	61.5	66.7	81.8	72.2	
Months of Inventory <sup>2</sup>	2.4	1.9	7.9	7.1	26.8	9.3	5.8	
Average Price	\$223,195	22.3	17.8	10.9	3.2	29.6	-3.4	
Median Price	\$188,500	24.2	37.6	4.8	30.0	12.9	-10.2	
Sale to List Price Ratio	97.5	95.6	95.0	93.0	91.0	94.0	95.6	
Median Days on Market	42.0	37.5	99.0	107.5	97.5	172.0	125.0	
				Compa	red to <sup>6</sup>			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	87	8.7	29.9	31.8	248.0	89.1	93.3	
Dollar Volume	\$17,587,250	23.0	27.5	48.9	250.7	110.2	79.8	
New Listings	110	2.8	4.0	22.6	47.0	0.0	8.9	
	110	2.0	4.8	23.6	17.0	8.9	0.9	
Active Listings <sup>3</sup>	23	-44.9	-58.8	-60.9	-75.4	-65.3	-63.1	
Active Listings <sup>3</sup> Sales to New Listings Ratio <sup>4</sup>								
	23	-44.9	-58.8	-60.9	-75.4	-65.3	-63.1	
Sales to New Listings Ratio 4	23 79.1	-44.9 74.8	-58.8 63.8	-60.9 74.2	-75.4 26.6	-65.3 45.5	-63.1 44.6	
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup>	23 79.1 2.4	-44.9 74.8 4.7	-58.8 63.8 7.4	-60.9 74.2 7.9	-75.4 26.6 33.3	-65.3 45.5 12.8	-63.1 44.6 12.4	
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup> Average Price	23 79.1 2.4 \$202,152	-44.9 74.8 4.7 13.1	-58.8 63.8 7.4 -1.8	-60.9 74.2 7.9 13.0	-75.4 26.6 33.3 0.8	-65.3 45.5 12.8 11.2	-63.1 44.6 12.4 -7.0	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

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



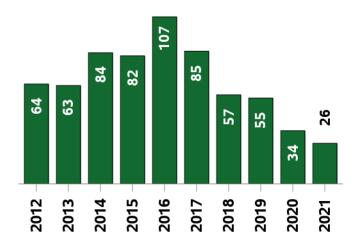




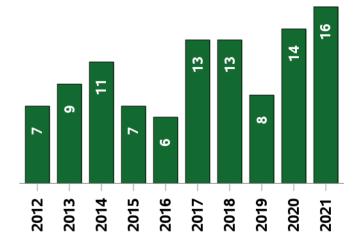
#### **Sales Activity (September only)**

2012 - 5 2013 - 1 2014 - 9 2015 - 2 2016 - 4 2017 - 6 2017 - 6 2019 - 7 2020 - 18

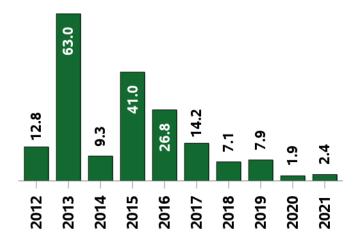
**Active Listings (September only)** 



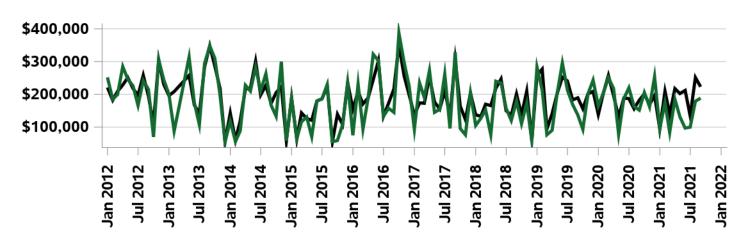
**New Listings (September only)** 



Months of Inventory (September only)



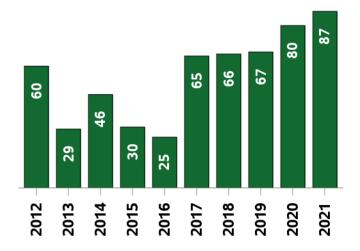
**Average Price and Median Price** 



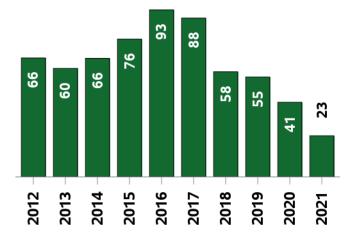


# Elkford MLS® Residential Market Activity

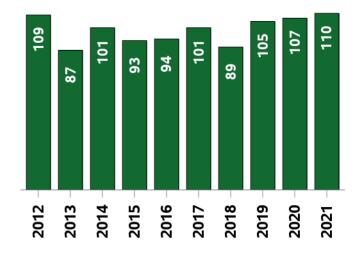




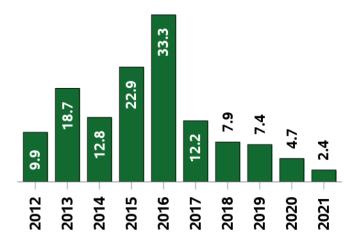
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





#### **Elkford MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	5	-44.4	25.0	25.0	150.0	0.0	-37.5
Dollar Volume	\$1,788,400	-28.6	63.0	35.7	145.0	43.0	-28.8
New Listings	8	-20.0	100.0	14.3	100.0	0.0	-27.3
Active Listings	12	-42.9	-57.1	-62.5	-74.5	-73.9	-55.6
Sales to New Listings Ratio 1	62.5	90.0	100.0	57.1	50.0	62.5	72.7
Months of Inventory <sup>2</sup>	2.4	2.3	7.0	8.0	23.5	9.2	3.4
Average Price	\$357,680	28.4	30.4	8.6	-2.0	43.0	13.9
Median Price	\$349,000	23.5	22.5	13.9	-4.4	26.9	13.0
Sale to List Price Ratio	99.5	96.2	94.1	95.9	90.6	96.3	94.8
Median Days on Market	28.0	34.0	24.0	69.0	121.5	172.0	109.0
	!			<u> </u>		<u>!</u>	
				Compa	red to °		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 37	-15.9	-2.6	September 2018 -5.1	September 2016	37.0	15.6
Sales Activity  Dollar Volume	2021 37 \$12,637,800	-15.9 11.8	-2.6 14.3	September 2018 -5.1 28.5	September 2016  184.6  200.0	37.0 83.1	2011 15.6 47.3
Sales Activity  Dollar Volume  New Listings	2021 37 \$12,637,800 47	-15.9 11.8 -28.8	-2.6 14.3 -23.0	September 2018  -5.1  28.5  -13.0	September 2016  184.6  200.0  11.9	37.0 83.1 -23.0	2011 15.6 47.3 -6.0
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 37 \$12,637,800 47 9	-15.9 11.8 -28.8 -57.8	-2.6 14.3 -23.0 -68.3	September 2018  -5.1  28.5  -13.0  -71.6	September 2016  184.6  200.0  11.9  -77.2	37.0 83.1 -23.0 -73.3	2011 15.6 47.3 -6.0 -58.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 37 \$12,637,800 47 9 78.7	-15.9 11.8 -28.8 -57.8 66.7	-2.6 14.3 -23.0 -68.3 62.3	September 2018  -5.1  28.5  -13.0  -71.6  72.2	September 2016  184.6  200.0  11.9  -77.2  31.0	2014 37.0 83.1 -23.0 -73.3 44.3	2011 15.6 47.3 -6.0 -58.2 64.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 37 \$12,637,800 47 9 78.7 2.3	-15.9 11.8 -28.8 -57.8 66.7 4.5	-2.6 14.3 -23.0 -68.3 62.3 7.0	September 2018  -5.1  28.5  -13.0  -71.6  72.2  7.6	September 2016  184.6  200.0  11.9  -77.2  31.0  28.3	2014 37.0 83.1 -23.0 -73.3 44.3 11.7	2011 15.6 47.3 -6.0 -58.2 64.0 6.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 37 \$12,637,800 47 9 78.7 2.3 \$341,562	2020 -15.9 11.8 -28.8 -57.8 66.7 4.5 33.0	-2.6 14.3 -23.0 -68.3 62.3 7.0 17.4	September 2018  -5.1  28.5  -13.0  -71.6  72.2  7.6  35.4	September 2016  184.6  200.0  11.9  -77.2  31.0  28.3  5.4	2014 37.0 83.1 -23.0 -73.3 44.3 11.7 33.6	2011 15.6 47.3 -6.0 -58.2 64.0 6.3 27.4

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

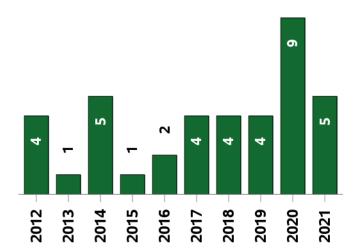
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



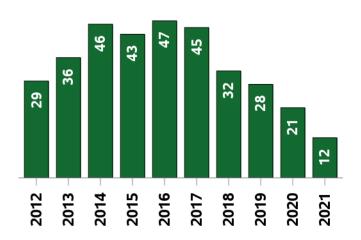
## Elkford MLS® Single Family Market Activity



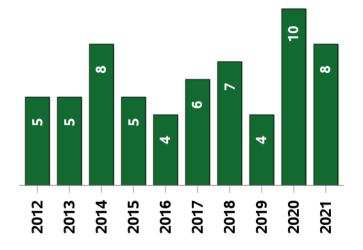
#### **Sales Activity (September only)**



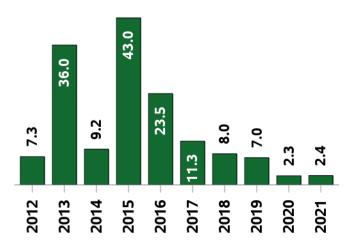
**Active Listings (September only)** 



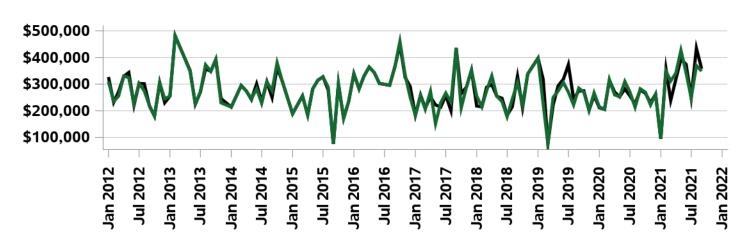
**New Listings (September only)** 



Months of Inventory (September only)



**Average Price and Median Price** 

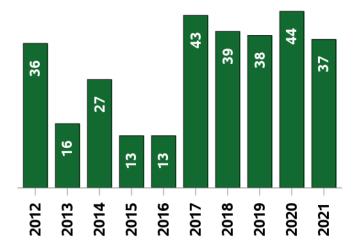






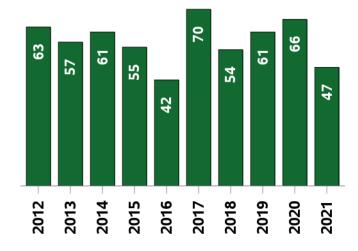




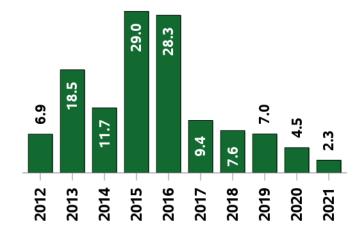




**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## **Fernie MLS® Residential Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	20	-9.1	100.0	53.8	42.9	25.0	81.8
Dollar Volume	\$11,924,700	-10.0	106.0	90.7	118.4	96.0	302.3
New Listings	29	61.1	93.3	52.6	81.3	61.1	61.1
Active Listings	44	-6.4	-8.3	-13.7	-62.4	-59.3	-69.2
Sales to New Listings Ratio 1	69.0	122.2	66.7	68.4	87.5	88.9	61.1
Months of Inventory 2	2.2	2.1	4.8	3.9	8.4	6.8	13.0
Average Price	\$596,235	-1.0	3.0	24.0	52.9	56.8	121.3
Median Price	\$552,500	-10.7	-5.9	31.6	46.6	60.4	121.0
Sale to List Price Ratio	101.5	98.6	98.2	97.4	97.9	93.3	95.4
Median Days on Market	37.0	57.5	83.0	55.0	46.5	83.5	105.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	8.3	5.6	September 2018	September 2016	23.6	122.0
Sales Activity  Dollar Volume	2021 131 \$76,165,495	8.3 14.8	5.6 19.1	September 2018 21.3 56.5	September 2016 52.3 119.3	2014 23.6 80.2	2011 122.0 280.0
Sales Activity  Dollar Volume  New Listings	2021 131 \$76,165,495 176	8.3 14.8 8.0	5.6 19.1 7.3	September 2018  21.3  56.5  18.1	<b>September 2016 52.3 119.3 0.0</b>	2014 23.6 80.2 -2.8	2011 122.0 280.0 -4.3
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 131 \$76,165,495 176 36	8.3 14.8 8.0 -35.8	5.6 19.1 7.3 -24.7	September 2018  21.3  56.5  18.1  -26.1	September 2016         52.3         119.3         0.0         -67.8	2014 23.6 80.2 -2.8 -68.9	2011 122.0 280.0 -4.3 -75.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 131 \$76,165,495 176 36 74.4	8.3 14.8 8.0 -35.8 74.2	2019 5.6 19.1 7.3 -24.7 75.6	September 2018  21.3  56.5  18.1  -26.1  72.5	September 2016       52.3       119.3       0.0       -67.8       48.9	2014 23.6 80.2 -2.8 -68.9 58.6	2011 122.0 280.0 -4.3 -75.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory	2021 131 \$76,165,495 176 36 74.4 2.5	8.3 14.8 8.0 -35.8 74.2 4.2	2019 5.6 19.1 7.3 -24.7 75.6 3.5	September 2018  21.3  56.5  18.1  -26.1  72.5  4.1	September 2016         52.3         119.3         0.0         -67.8         48.9         11.8	2014 23.6 80.2 -2.8 -68.9 58.6 9.9	2011 122.0 280.0 -4.3 -75.9 32.1 22.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 131 \$76,165,495 176 36 74.4 2.5 \$581,416	2020 8.3 14.8 8.0 -35.8 74.2 4.2 6.0	2019 5.6 19.1 7.3 -24.7 75.6 3.5 12.8	September 2018  21.3  56.5  18.1  -26.1  72.5  4.1  29.0	September 2016         52.3         119.3         0.0         -67.8         48.9         11.8         44.0	2014 23.6 80.2 -2.8 -68.9 58.6 9.9 45.8	2011 122.0 280.0 -4.3 -75.9 32.1 22.9 71.1

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

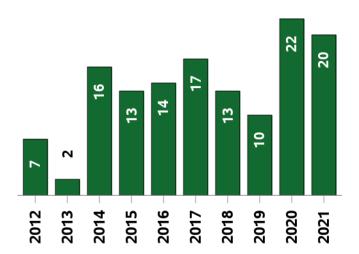
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



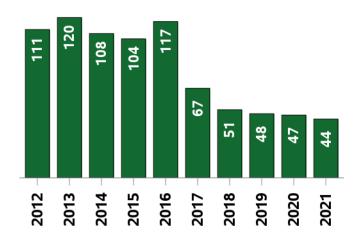




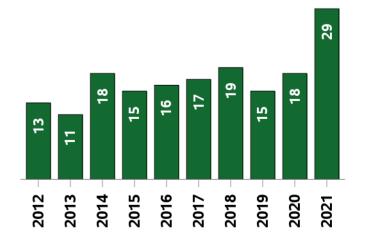
Sales Activity (September only)



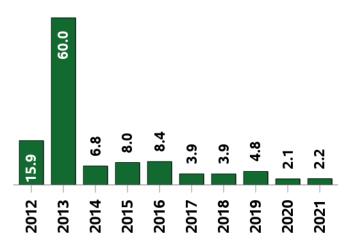
**Active Listings (September only)** 



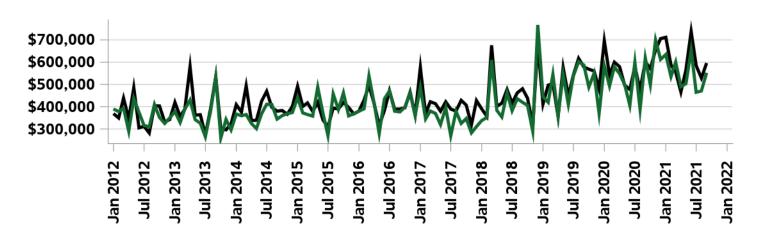
**New Listings (September only)** 



Months of Inventory (September only)



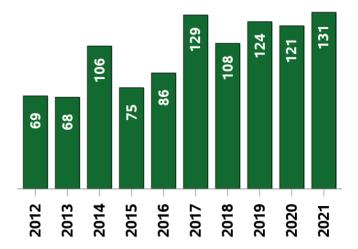
**Average Price and Median Price** 



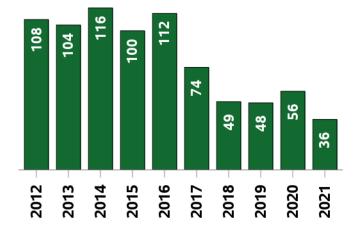


# Fernie MLS® Residential Market Activity

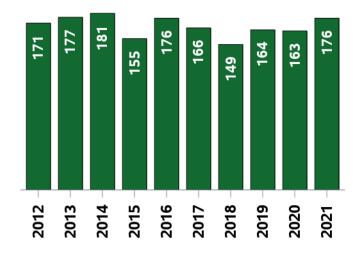




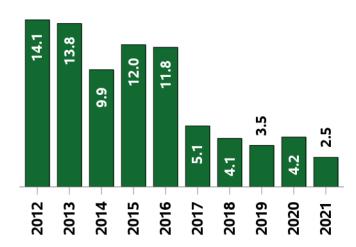
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## **Fernie MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	12	-14.3	100.0	50.0	50.0	71.4	71.4
Dollar Volume	\$9,153,300	-15.3	110.0	119.9	161.7	137.7	330.4
New Listings	15	25.0	87.5	15.4	114.3	50.0	25.0
Active Listings	22	-37.1	-29.0	-38.9	-56.0	-62.7	-73.5
Sales to New Listings Ratio 1	80.0	116.7	75.0	61.5	114.3	70.0	58.3
Months of Inventory <sup>2</sup>	1.8	2.5	5.2	4.5	6.3	8.4	11.9
Average Price	\$762,775	-1.1	5.0	46.6	74.5	38.7	151.1
Median Price	\$702,500	-11.0	11.1	53.6	67.7	40.5	144.3
Sale to List Price Ratio	99.1	97.6	98.8	97.8	99.3	96.9	95.5
Median Days on Market	46.5	68.5	100.0	38.5	27.0	69.0	105.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity	•			September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 62	-20.5	-17.3	September 2018	September 2016	8.8	<b>2011</b> 59.0
Sales Activity  Dollar Volume	2021 62 \$49,885,253	-20.5 -4.0	-17.3 4.4	September 2018 8.8 58.4	September 2016  17.0  99.2	8.8 74.5	59.0 230.8
Sales Activity  Dollar Volume  New Listings	2021 62 \$49,885,253 86	-20.5 -4.0 -24.6	-17.3 4.4 -16.5	September 2018  8.8  58.4  -8.5	September 2016  17.0  99.2  -1.1	8.8 74.5 -21.8	2011 59.0 230.8 -23.2
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 62 \$49,885,253 86 19	-20.5 -4.0 -24.6 -50.4	-17.3 4.4 -16.5 -43.5	September 2018  8.8  58.4  -8.5  -33.8	September 2016  17.0  99.2  -1.1  -58.9	2014 8.8 74.5 -21.8 -66.0	2011 59.0 230.8 -23.2 -75.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 62 \$49,885,253 86 19 72.1	-20.5 -4.0 -24.6 -50.4 68.4	2019 -17.3 4.4 -16.5 -43.5 72.8	September 2018  8.8  58.4  -8.5  -33.8  60.6	September 2016  17.0  99.2  -1.1  -58.9  60.9	2014 8.8 74.5 -21.8 -66.0 51.8	2011 59.0 230.8 -23.2 -75.9 34.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory	2021 62 \$49,885,253 86 19 72.1 2.8	-20.5 -4.0 -24.6 -50.4 68.4 4.5	2019 -17.3 4.4 -16.5 -43.5 72.8 4.1	September 2018  8.8  58.4  -8.5  -33.8  60.6  4.6	September 2016  17.0  99.2  -1.1  -58.9  60.9  8.0	2014 8.8 74.5 -21.8 -66.0 51.8 9.0	2011 59.0 230.8 -23.2 -75.9 34.8 18.5
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 62 \$49,885,253 86 19 72.1 2.8 \$804,601	2020 -20.5 -4.0 -24.6 -50.4 68.4 4.5 20.8	2019 -17.3 4.4 -16.5 -43.5 72.8 4.1 26.3	September 2018  8.8  58.4  -8.5  -33.8  60.6  4.6  45.6	September 2016  17.0  99.2  -1.1  -58.9  60.9  8.0  70.3	2014  8.8  74.5  -21.8  -66.0  51.8  9.0  60.4	2011 59.0 230.8 -23.2 -75.9 34.8 18.5 108.1

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

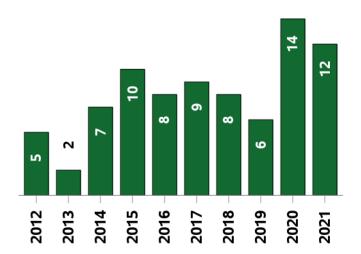
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



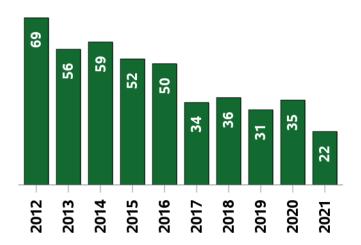
# Fernie MLS® Single Family Market Activity



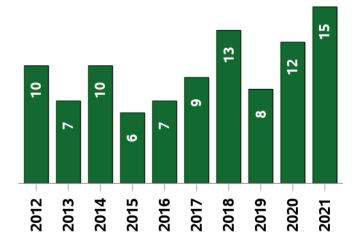
### **Sales Activity (September only)**



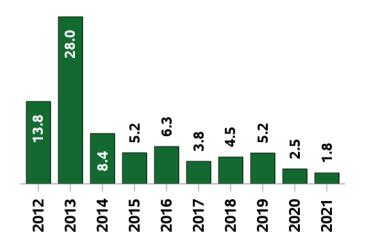
**Active Listings (September only)** 



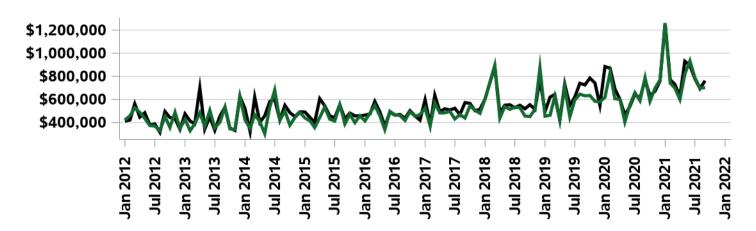
**New Listings (September only)** 



Months of Inventory (September only)



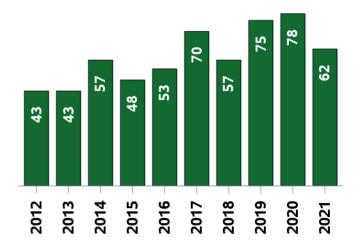
**Average Price and Median Price** 



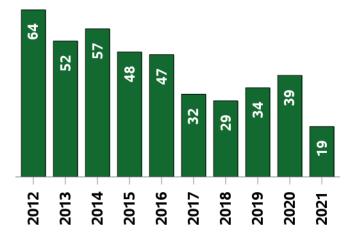


# Fernie MLS® Single Family Market Activity

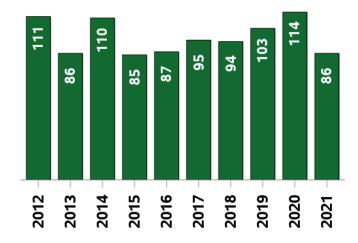




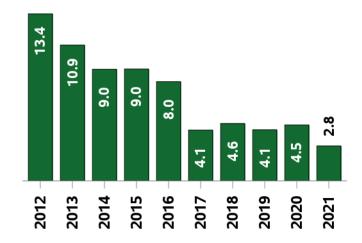
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## Golden **MLS® Residential Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	4	-20.0	300.0	100.0	-20.0	-50.0	300.0
Dollar Volume	\$1,850,250	-12.8	297.9	148.4	27.6	-17.2	405.5
New Listings	8	-42.9	14.3	60.0	14.3	0.0	-52.9
Active Listings	17	-22.7	-43.3	-22.7	-48.5	-72.1	-77.6
Sales to New Listings Ratio 1	50.0	35.7	14.3	40.0	71.4	100.0	5.9
Months of Inventory 2	4.3	4.4	30.0	11.0	6.6	7.6	76.0
Average Price	\$462,563	9.0	-0.5	24.2	59.4	65.6	26.4
Median Price	\$457,375	1.6	-1.6	22.8	57.7	61.9	25.0
Sale to List Price Ratio	99.5	94.8	94.9	97.1	95.7	93.9	99.1
Median Days on Market	32.0	24.0	210.0	90.0	89.0	73.5	-2.0
						<u> </u>	
				Compa	red to <sup>6</sup>		<u>'</u>
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 55	83.3	61.8	September 2018	September 2016	96.4	44.7
Sales Activity  Dollar Volume	2021 55 \$28,032,869	83.3 167.5	61.8 140.6	September 2018  19.6  72.9	September 2016  19.6  125.4	96.4 347.7	2011 44.7 218.4
Sales Activity  Dollar Volume  New Listings	2021 55 \$28,032,869 61	83.3 167.5 64.9	61.8 140.6 7.0	September 2018  19.6  72.9  0.0	September 2016  19.6  125.4  -15.3	96.4 347.7 -43.5	2011 44.7 218.4 -45.0
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 55 \$28,032,869 61 13	2020 83.3 167.5 64.9 -9.8	2019 61.8 140.6 7.0 -37.8	September 2018  19.6  72.9  0.0  -44.7	September 2016  19.6  125.4  -15.3  -64.3	96.4 347.7 -43.5 -77.1	2011 44.7 218.4 -45.0 -80.6
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 55 \$28,032,869 61 13 90.2	2020 83.3 167.5 64.9 -9.8 81.1	2019 61.8 140.6 7.0 -37.8 59.6	September 2018  19.6  72.9  0.0  -44.7  75.4	September 2016  19.6  125.4  -15.3  -64.3  63.9	96.4 347.7 -43.5 -77.1 25.9	2011 44.7 218.4 -45.0 -80.6 34.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 55 \$28,032,869 61 13 90.2 2.2	2020 83.3 167.5 64.9 -9.8 81.1 4.4	2019 61.8 140.6 7.0 -37.8 59.6 5.7	September 2018  19.6  72.9  0.0  -44.7  75.4  4.7	September 2016  19.6  125.4  -15.3  -64.3  63.9  7.3	2014 96.4 347.7 -43.5 -77.1 25.9 18.7	2011 44.7 218.4 -45.0 -80.6 34.2 16.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 55 \$28,032,869 61 13 90.2 2.2 \$509,689	2020 83.3 167.5 64.9 -9.8 81.1 4.4 45.9	2019 61.8 140.6 7.0 -37.8 59.6 5.7 48.8	September 2018  19.6  72.9  0.0  -44.7  75.4  4.7  44.6	September 2016  19.6  125.4  -15.3  -64.3  63.9  7.3  88.5	2014 96.4 347.7 -43.5 -77.1 25.9 18.7 127.9	2011 44.7 218.4 -45.0 -80.6 34.2 16.3 120.0

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

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



# Golden MLS® Residential Market Activity

2012

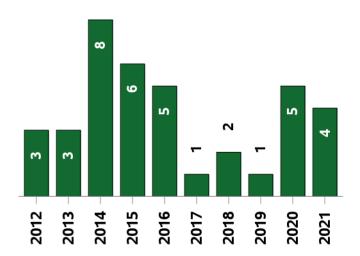
2013

2014

2015



**Sales Activity (September only)** 



**Active Listings (September only)** 



**New Listings (September only)** 

**Months of Inventory (September only)** 

2016

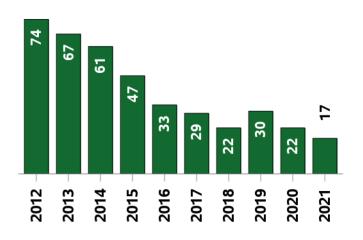
2018

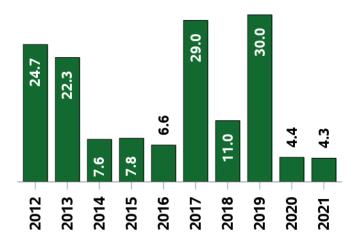
2017

2019

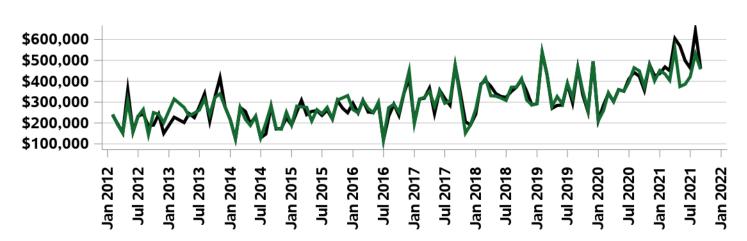
2020

2021





**Average Price and Median Price** 

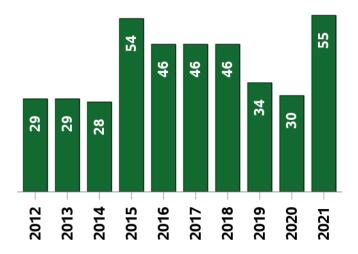




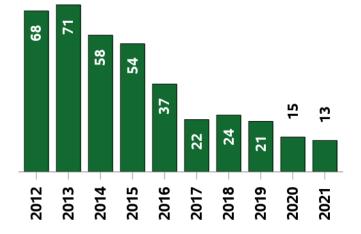
# Golden MLS® Residential Market Activity



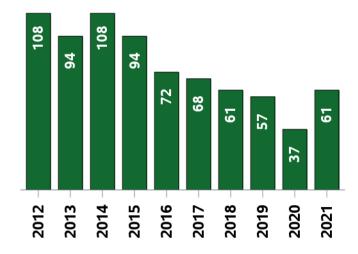
Sales Activity (September Year-to-date)



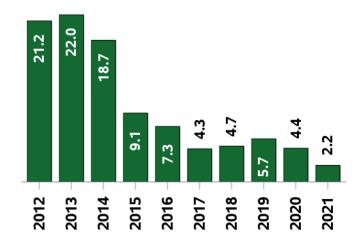
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## Golden **MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	3	-25.0	200.0	50.0	-25.0	-62.5	200.0
Dollar Volume	\$1,682,750	-18.9	261.9	125.9	33.3	-24.7	359.8
New Listings	5	-61.5	25.0	0.0	66.7	66.7	-68.8
Active Listings	11	-26.7	-42.1	-35.3	-54.2	-75.6	-81.0
Sales to New Listings Ratio 1	60.0	30.8	25.0	40.0	133.3	266.7	6.3
Months of Inventory <sup>2</sup>	3.7	3.8	19.0	8.5	6.0	5.6	58.0
Average Price	\$560,917	8.1	20.6	50.6	77.7	100.8	53.3
Median Price	\$575,750	16.7	23.8	54.6	87.2	103.8	57.3
Sale to List Price Ratio	99.8	97.7	94.9	97.1	96.1	93.9	99.1
Median Days on Market	27.0	23.0	210.0	90.0	65.0	73.5	-2.0
				!	<u> </u>	!	
-				Compa	red to <sup>6</sup>	<u>I</u>	
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 36	71.4	56.5	September 2018	September 2016 0.0	63.6	63.6
Sales Activity  Dollar Volume	2021 36 \$21,322,299	71.4 136.9	56.5 118.8	September 2018 -10.0 46.4	September 2016  0.0  93.5	63.6 283.1	63.6 229.8
Sales Activity  Dollar Volume  New Listings	2021 36 \$21,322,299 41	71.4 136.9 32.3	56.5 118.8 10.8	September 2018 -10.0 46.4 -22.6	September 2016  0.0  93.5  -29.3	2014 63.6 283.1 -48.8	2011 63.6 229.8 -52.9
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 36 \$21,322,299 41 10	71.4 136.9 32.3 20.5	2019 56.5 118.8 10.8 -40.1	September 2018 -10.0 46.4 -22.6 -43.6	September 2016  0.0  93.5  -29.3  -64.5	2014 63.6 283.1 -48.8 -78.8	2011 63.6 229.8 -52.9 -80.4
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 36 \$21,322,299 41 10 87.8	2020 71.4 136.9 32.3 20.5	2019 56.5 118.8 10.8 -40.1 62.2	September 2018 -10.0 46.4 -22.6 -43.6 75.5	September 2016  0.0  93.5  -29.3  -64.5  62.1	2014 63.6 283.1 -48.8 -78.8 27.5	2011 63.6 229.8 -52.9 -80.4 25.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 36 \$21,322,299 41 10 87.8 2.4	2020 71.4 136.9 32.3 20.5 67.7 3.5	2019 56.5 118.8 10.8 -40.1 62.2 6.4	September 2018 -10.0 46.4 -22.6 -43.6 75.5 3.9	September 2016  0.0  93.5  -29.3  -64.5  62.1  6.9	2014 63.6 283.1 -48.8 -78.8 27.5 18.9	2011 63.6 229.8 -52.9 -80.4 25.3 20.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 36 \$21,322,299 41 10 87.8 2.4 \$592,286	2020 71.4 136.9 32.3 20.5 67.7 3.5 38.2	2019 56.5 118.8 10.8 -40.1 62.2 6.4 39.8	September 2018  -10.0  46.4  -22.6  -43.6  75.5  3.9  62.7	September 2016  0.0  93.5  -29.3  -64.5  62.1  6.9  93.5	2014 63.6 283.1 -48.8 -78.8 27.5 18.9	2011 63.6 229.8 -52.9 -80.4 25.3 20.4 101.5

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

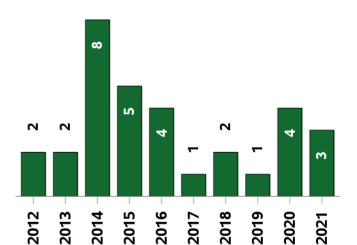
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



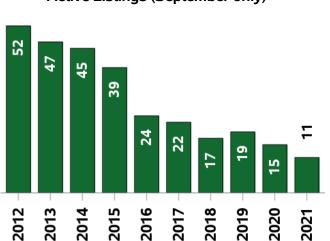
# Golden MLS® Single Family Market Activity



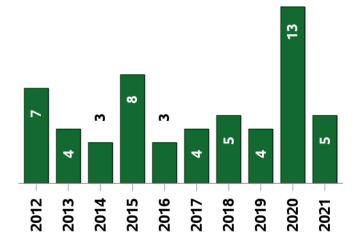
### **Sales Activity (September only)**



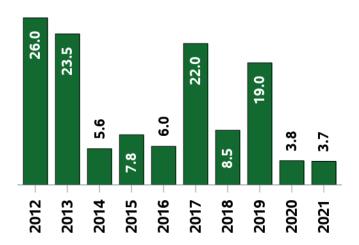
**Active Listings (September only)** 



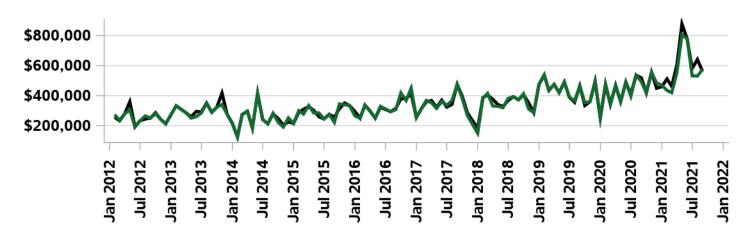
**New Listings (September only)** 



Months of Inventory (September only)



**Average Price and Median Price** 

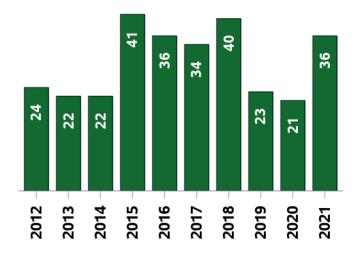




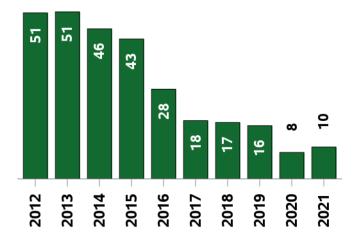




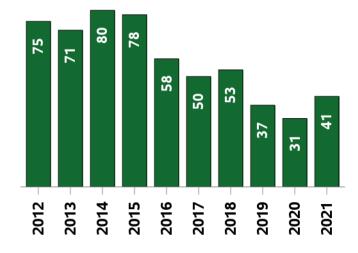
**Sales Activity (September Year-to-date)** 



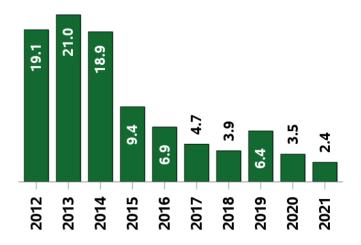
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	9	-25.0	12.5	50.0	0.0	-18.2	80.0
Dollar Volume	\$4,051,400	22.5	92.6	181.0	164.1	130.6	299.2
New Listings	7	-50.0	-36.4	-12.5	-53.3	-56.3	-30.0
Active Listings	22	-48.8	-66.7	-52.2	-75.8	-78.8	-76.1
Sales to New Listings Ratio 1	128.6	85.7	72.7	75.0	60.0	68.8	50.0
Months of Inventory <sup>2</sup>	2.4	3.6	8.3	7.7	10.1	9.5	18.4
Average Price	\$450,156	63.3	71.2	87.4	164.1	181.8	121.8
Median Price	\$355,000	17.2	32.6	46.4	113.9	124.7	60.6
Sale to List Price Ratio	93.9	96.9	97.5	93.5	92.3	95.8	92.9
Median Days on Market	31.0	63.5	34.0	97.0	241.0	140.0	70.0
				Compa	red to 6		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 72	<b>-12.2</b>	18.0	September 2018	September 2016	12.5	118.2
Sales Activity  Dollar Volume	2021 72 \$25,381,933	-12.2 11.9	18.0 46.0	September 2018 2.9 42.0	September 2016 -5.3 68.7	12.5 109.0	2011 118.2 294.6
Sales Activity  Dollar Volume  New Listings	2021 72 \$25,381,933 87	-12.2 11.9 -22.3	18.0 46.0 -26.3	September 2018  2.9  42.0  -17.1	September 2016 -5.3 68.7 -38.7	12.5 109.0 -43.5	2011 118.2 294.6 -34.1
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 72 \$25,381,933 87 22	-12.2 11.9 -22.3 -56.6	2019 18.0 46.0 -26.3 -57.8	September 2018  2.9  42.0  -17.1  -46.2	September 2016  -5.3  68.7  -38.7  -77.3	2014 12.5 109.0 -43.5 -79.4	2011 118.2 294.6 -34.1 -74.4
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 72 \$25,381,933 87 22 82.8	-12.2 11.9 -22.3 -56.6 73.2	2019 18.0 46.0 -26.3 -57.8 51.7	September 2018  2.9  42.0  -17.1  -46.2  66.7	September 2016  -5.3  68.7  -38.7  -77.3  53.5	2014 12.5 109.0 -43.5 -79.4 41.6	2011 118.2 294.6 -34.1 -74.4 25.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 72 \$25,381,933 87 22 82.8 2.8	-12.2 11.9 -22.3 -56.6 73.2 5.6	2019 18.0 46.0 -26.3 -57.8 51.7 7.7	September 2018  2.9  42.0  -17.1  -46.2  66.7  5.3	September 2016  -5.3  68.7  -38.7  -77.3  53.5  11.5	2014 12.5 109.0 -43.5 -79.4 41.6 15.1	2011 118.2 294.6 -34.1 -74.4 25.0 23.5
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 72 \$25,381,933 87 22 82.8 2.8 \$352,527	2020 -12.2 11.9 -22.3 -56.6 73.2 5.6 27.4	2019 18.0 46.0 -26.3 -57.8 51.7 7.7 23.7	September 2018  2.9  42.0  -17.1  -46.2  66.7  5.3  38.0	September 2016  -5.3  68.7  -38.7  -77.3  53.5  11.5  78.1	2014 12.5 109.0 -43.5 -79.4 41.6 15.1 85.8	2011 118.2 294.6 -34.1 -74.4 25.0 23.5 80.8

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

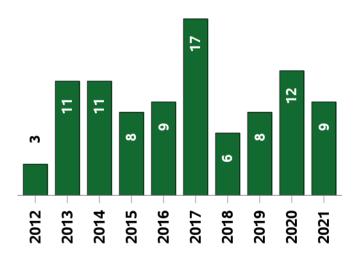
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



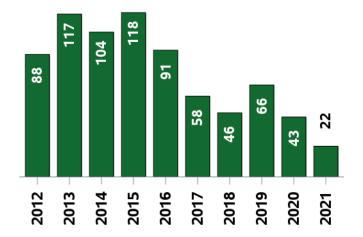
## Grand Forks MLS® Residential Market Activity



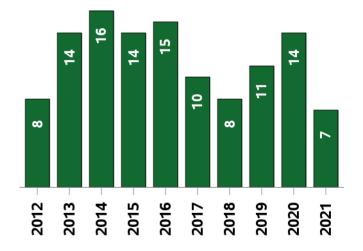
Sales Activity (September only)



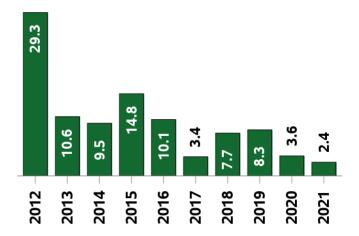
**Active Listings (September only)** 



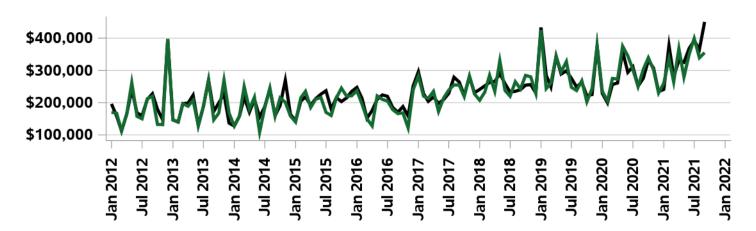
**New Listings (September only)** 



**Months of Inventory (September only)** 



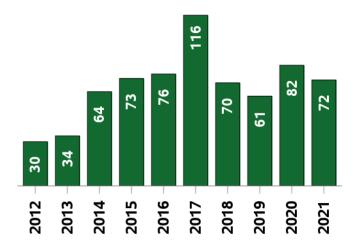
**Average Price and Median Price** 



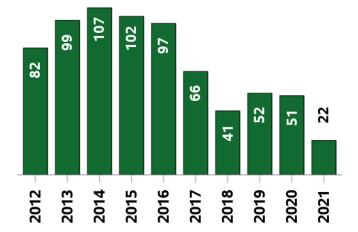


# Grand Forks MLS® Residential Market Activity

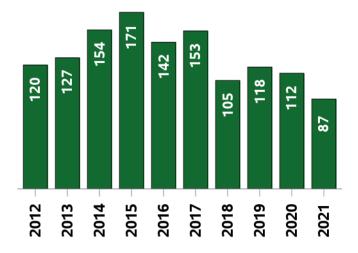




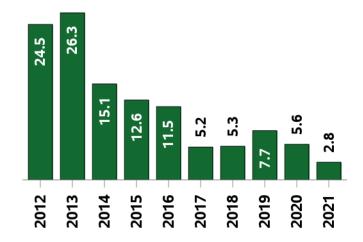
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	6	-40.0	-25.0	20.0	-14.3	-33.3	100.0
Dollar Volume	\$3,428,900	14.6	63.0	167.5	170.2	131.3	396.9
New Listings	7	-50.0	-30.0	0.0	-50.0	-46.2	-12.5
Active Listings	21	-44.7	-63.2	-41.7	-73.4	-74.7	-71.6
Sales to New Listings Ratio 1	85.7	71.4	80.0	71.4	50.0	69.2	37.5
Months of Inventory 2	3.5	3.8	7.1	7.2	11.3	9.2	24.7
Average Price	\$571,483	91.1	117.4	123.0	215.3	247.0	148.5
Median Price	\$482,500	53.8	80.2	89.2	147.4	205.4	114.4
Sale to List Price Ratio	93.2	96.8	97.5	94.5	91.6	95.5	94.1
Median Days on Market	28.5	65.0	34.0	90.0	211.0	140.0	69.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity							
	2021	2020	2019	2018	2016	2014	2011
Sales Activity	2021	-20.8	3.6	-3.4	-3.4	14.0	137.5
Sales Activity  Dollar Volume	<b>2021 57 \$22,380,233</b>	-20.8 5.7	3.6 34.9	-3.4 37.4	-3.4 71.8	14.0 106.8	2011 137.5 343.5
Sales Activity  Dollar Volume  New Listings	2021 57 \$22,380,233 73	-20.8 5.7 -24.7	3.6 34.9 -30.5	-3.4 37.4 -16.1	-3.4 71.8 -42.5	14.0 106.8 -45.9	2011 137.5 343.5 -30.5
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 57 \$22,380,233 73 18	2020 -20.8 5.7 -24.7 -58.2	3.6 34.9 -30.5 -59.1	-3.4 37.4 -16.1 -45.6	-3.4 71.8 -42.5 -76.1	14.0 106.8 -45.9 -78.0	2011 137.5 343.5 -30.5 -73.3
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 57 \$22,380,233 73 18 78.1	2020 -20.8 5.7 -24.7 -58.2 74.2	2019 3.6 34.9 -30.5 -59.1 52.4	2018 -3.4 37.4 -16.1 -45.6 67.8	2016 -3.4 71.8 -42.5 -76.1 46.5	2014 14.0 106.8 -45.9 -78.0 37.0	2011 137.5 343.5 -30.5 -73.3 22.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2021 57 \$22,380,233 73 18 78.1 2.9	2020 -20.8 5.7 -24.7 -58.2 74.2 5.5	2019 3.6 34.9 -30.5 -59.1 52.4 7.4	2018 -3.4 37.4 -16.1 -45.6 67.8 5.2	2016 -3.4 71.8 -42.5 -76.1 46.5 11.8	2014 14.0 106.8 -45.9 -78.0 37.0	2011 137.5 343.5 -30.5 -73.3 22.9 25.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 57 \$22,380,233 73 18 78.1 2.9 \$392,636	2020 -20.8 5.7 -24.7 -58.2 74.2 5.5 33.5	2019 3.6 34.9 -30.5 -59.1 52.4 7.4 30.2	2018 -3.4 37.4 -16.1 -45.6 67.8 5.2 42.2	2016 -3.4 71.8 -42.5 -76.1 46.5 11.8 77.8	2014 14.0 106.8 -45.9 -78.0 37.0 15.1 81.4	2011 137.5 343.5 -30.5 -73.3 22.9 25.9 86.7

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

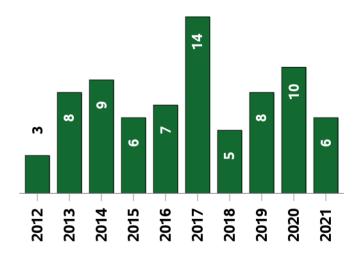
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



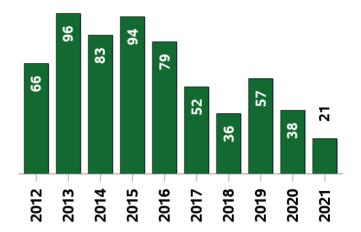
# **Grand Forks MLS® Single Family Market Activity**



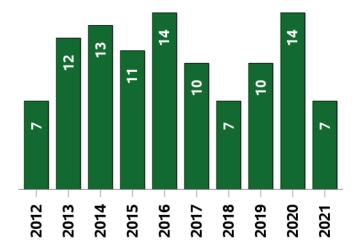
Sales Activity (September only)



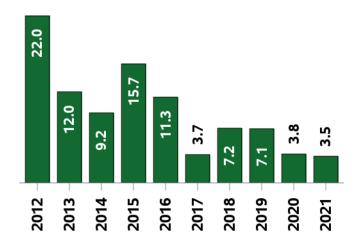
**Active Listings (September only)** 



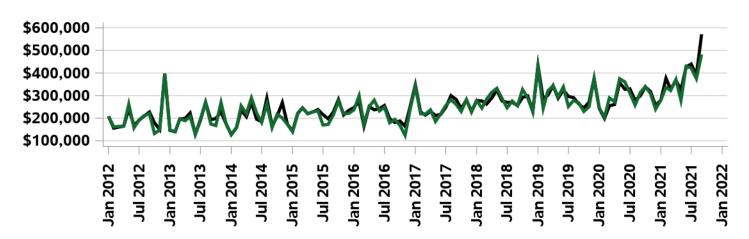
**New Listings (September only)** 



**Months of Inventory (September only)** 



**Average Price and Median Price** 

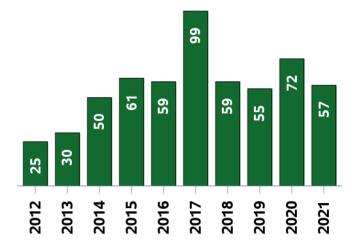




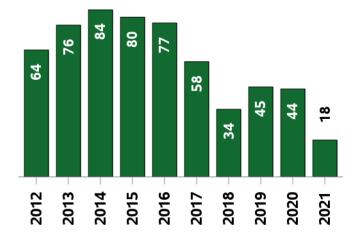
# **Grand Forks MLS® Single Family Market Activity**



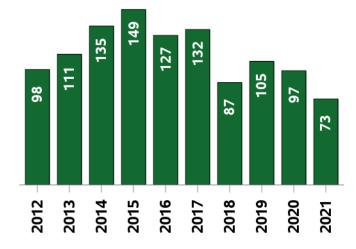
### **Sales Activity (September Year-to-date)**



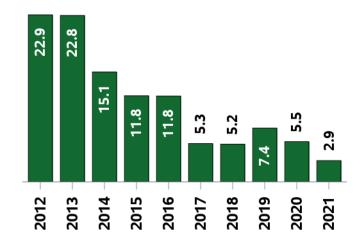
**Active Listings** (September Year-to-date)



### **New Listings (September Year-to-date)**



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	16	-40.7	77.8	60.0	128.6	60.0	300.0
Dollar Volume	\$5,362,001	-42.4	70.5	56.8	172.9	97.6	376.3
New Listings	13	-13.3	30.0	62.5	30.0	116.7	-18.8
Active Listings	34	-37.0	-57.0	-45.2	-50.7	-54.1	-69.1
Sales to New Listings Ratio 1	123.1	180.0	90.0	125.0	70.0	166.7	25.0
Months of Inventory <sup>2</sup>	2.1	2.0	8.8	6.2	9.9	7.4	27.5
Average Price	\$335,125	-2.8	-4.1	-2.0	19.4	23.5	19.1
Median Price	\$354,750	11.6	15.9	2.1	24.5	51.0	19.0
Sale to List Price Ratio	95.8	96.8	96.2	95.6	94.6	97.4	92.1
Median Days on Market	39.0	96.0	121.0	132.5	77.0	75.0	31.5
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	162	62.0	102.5	100.0	165.6	179.3	478.6
Dollar Volume	\$69,450,874	83.4	125.9	158.2	229.8	269.9	668.2
New Listings	187	29.9	21.4	39.6	50.8	47.2	23.0
3							
Active Listings <sup>3</sup>	34	-50.0	-59.1	-49.9	-55.4	-56.3	-67.6
Sales to New Listings Ratio 4	34 86.6	-50.0 69.4	-59.1 51.9	-49.9 60.4	-55.4 49.2	-56.3 45.7	-67.6 18.4
Sales to New Listings Ratio 4	86.6	69.4	51.9	60.4	49.2	45.7	18.4
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup>	86.6	69.4 6.1	51.9 9.3	60.4 7.5	49.2 11.1	45.7 12.0	18.4 33.4
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup> Average Price	86.6 1.9 \$428,709	69.4 6.1 13.2	51.9 9.3 11.5	60.4 7.5 29.1	49.2 11.1 24.2	45.7 12.0 32.4	18.4 33.4 32.8

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

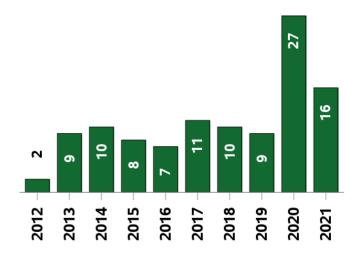
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



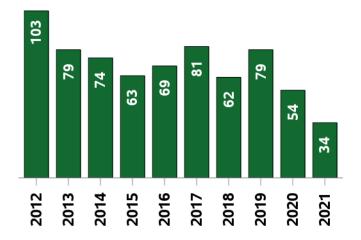
## Invermere MLS® Residential Market Activity



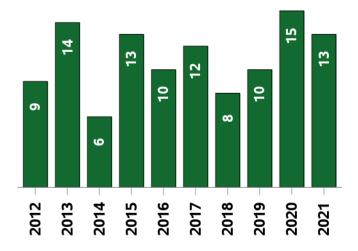
Sales Activity (September only)



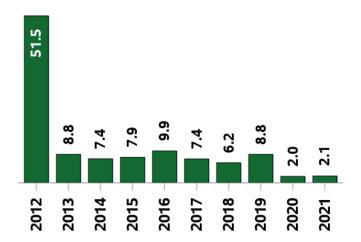
**Active Listings (September only)** 



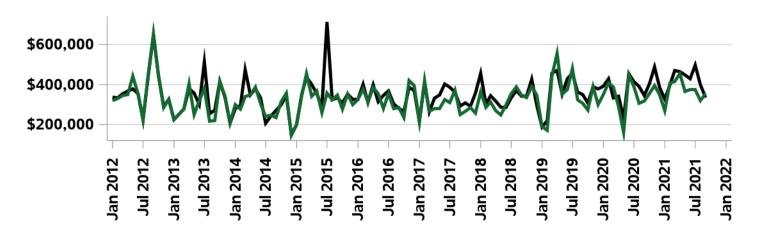
**New Listings (September only)** 



Months of Inventory (September only)



**Average Price and Median Price** 

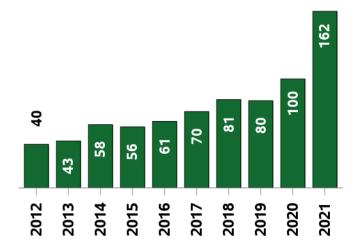




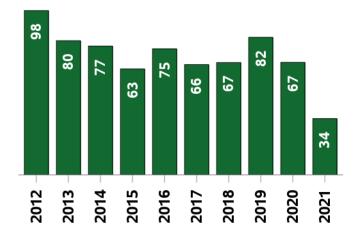
## Invermere MLS® Residential Market Activity



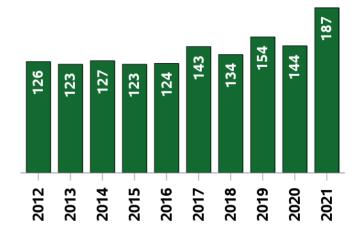
### Sales Activity (September Year-to-date)



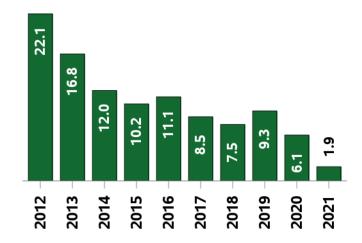
**Active Listings** <sup>1</sup>(September Year-to-date)



### **New Listings (September Year-to-date)**



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### **Invermere MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	6	-60.0	100.0	-14.3	200.0	50.0	100.0
Dollar Volume	\$2,486,000	-63.4	59.6	-8.0	210.8	88.9	135.9
New Listings	7	-36.4	75.0	16.7	16.7	250.0	-41.7
Active Listings	24	-14.3	-45.5	-40.0	-40.0	-45.5	-65.2
Sales to New Listings Ratio 1	85.7	136.4	75.0	116.7	33.3	200.0	25.0
Months of Inventory 2	4.0	1.9	14.7	5.7	20.0	11.0	23.0
Average Price	\$414,333	-8.5	-20.2	7.4	3.6	25.9	18.0
Median Price	\$417,500	2.5	-26.4	12.2	4.4	43.4	16.9
Sale to List Price Ratio	92.5	97.8	96.8	96.6	94.4	100.1	92.7
Median Days on Market	45.0	56.0	124.0	143.0	243.0	77.0	29.0
						<u> </u>	
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 70	40.0	79.5	September 2018	September 2016	118.8	250.0
Sales Activity  Dollar Volume	70 \$41,268,026	2020 40.0 72.7	79.5 116.0	September 2018 75.0 142.5	September 2016 62.8 158.5	2014 118.8 223.4	2011 250.0 460.8
Sales Activity  Dollar Volume  New Listings	2021 70 \$41,268,026 92	2020 40.0 72.7 26.0	79.5 116.0 5.7	September 2018  75.0  142.5  9.5	September 2016 62.8 158.5	2014 118.8 223.4 15.0	2011 250.0 460.8 -14.0
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 70 \$41,268,026 92 19	2020 40.0 72.7 26.0 -43.4	79.5 116.0 5.7 -57.9	75.0 142.5 9.5 -54.1	September 2016 62.8 158.5 10.8 -57.8	2014 118.8 223.4 15.0 -57.0	2011 250.0 460.8 -14.0 -69.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 70 \$41,268,026 92 19 76.1	2020 40.0 72.7 26.0 -43.4 68.5	79.5 116.0 5.7 -57.9 44.8	September 2018  75.0  142.5  9.5  -54.1  47.6	September 2016 62.8 158.5 10.8 -57.8 51.8	2014 118.8 223.4 15.0 -57.0 40.0	2011 250.0 460.8 -14.0 -69.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 70 \$41,268,026 92 19 76.1 2.4	2020 40.0 72.7 26.0 -43.4 68.5 5.9	79.5 116.0 5.7 -57.9 44.8 10.2	September 2018  75.0  142.5  9.5  -54.1  47.6  9.2	September 2016 62.8 158.5 10.8 -57.8 51.8 9.3	2014 118.8 223.4 15.0 -57.0 40.0	2011 250.0 460.8 -14.0 -69.2 18.7 27.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 70 \$41,268,026 92 19 76.1 2.4 \$589,543	2020 40.0 72.7 26.0 -43.4 68.5 5.9 23.3	79.5 116.0 5.7 -57.9 44.8 10.2 20.3	September 2018       75.0       142.5       9.5       -54.1       47.6       9.2       38.6	September 2016 62.8 158.5 10.8 -57.8 51.8 9.3 58.8	2014 118.8 223.4 15.0 -57.0 40.0 12.2 47.8	2011 250.0 460.8 -14.0 -69.2 18.7 27.3 60.2

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

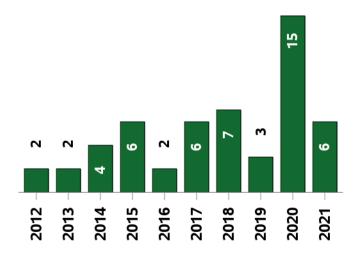
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



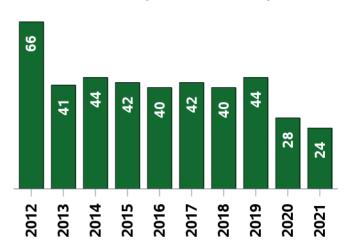
## Invermere MLS® Single Family Market Activity



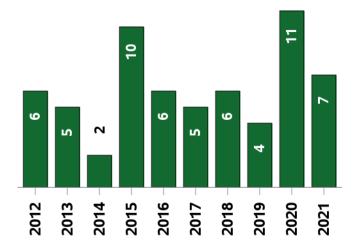
### Sales Activity (September only)



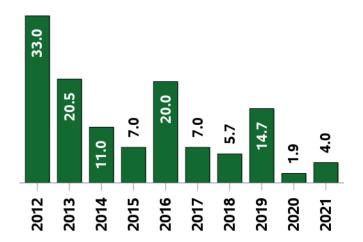
**Active Listings (September only)** 



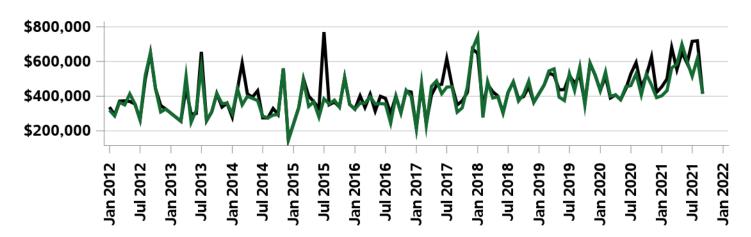
**New Listings (September only)** 



Months of Inventory (September only)



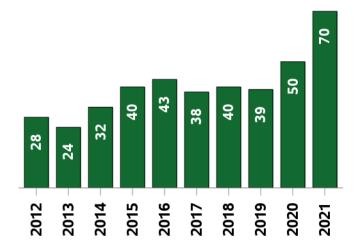
**Average Price and Median Price** 



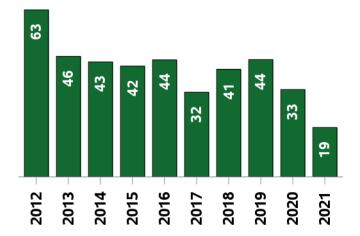


## Invermere MLS® Single Family Market Activity

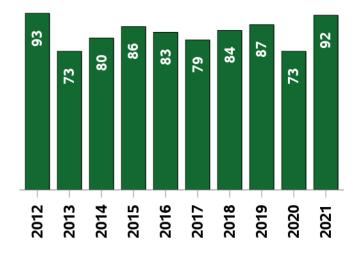




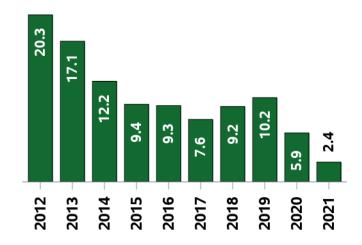
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	18	-21.7	-10.0	-10.0	-30.8	12.5	125.0
Dollar Volume	\$6,958,900	-22.8	18.9	38.9	-4.4	75.5	362.5
New Listings	18	-10.0	5.9	-10.0	-21.7	-35.7	-10.0
Active Listings	79	6.8	-13.2	-20.2	-41.9	-58.6	-67.4
Sales to New Listings Ratio 1	100.0	115.0	117.6	100.0	113.0	57.1	40.0
Months of Inventory <sup>2</sup>	4.4	3.2	4.6	5.0	5.2	11.9	30.3
Average Price	\$386,606	-1.3	32.1	54.3	38.1	56.0	105.6
Median Price	\$310,000	-11.4	11.5	9.3	4.5	64.0	84.0
Sale to List Price Ratio	95.5	96.9	95.0	93.7	94.9	94.8	89.4
Median Days on Market	61.0	46.0	73.0	56.0	57.0	122.5	127.5
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	197	41.7	33.1	22.4	11.9	47.0	155.8
Dollar Volume	\$71,445,317	55.8	59.0	84.2	96.2	124.1	339.1
New Listings	270	27.4	18.4	22.2	13.9	-0.7	-1.5
Active Listings <sup>3</sup>	69	-10.9	-23.0	-28.5	-54.9	-64.3	-70.1
Sales to New Listings Ratio 4	73.0	65.6	64.9	72.9	74.3	49.3	28.1
Months of Inventory 5	3.1	5.0	5.4	5.4	7.8	13.0	26.9
Average Price	\$362,667	9.9	19.4	50.5	75.3	52.4	71.6
Median Price	\$340,000	7.9	12.9	44.7	92.9	58.1	58.1
Sale to List Price Ratio	98.1	96.2	95.6	95.1	95.5	94.7	93.1
Median Days on Market	33.0	57.0	48.0	42.0	84.0	106.5	82.0

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

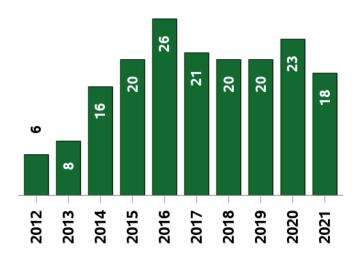
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



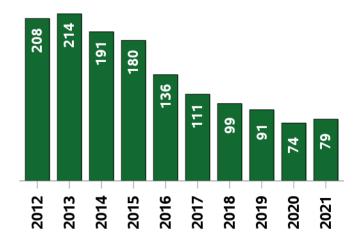
# Kimberley MLS® Residential Market Activity



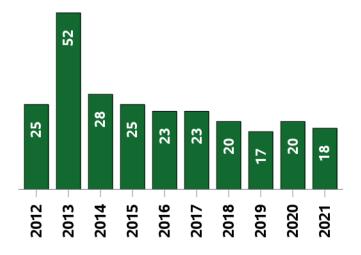
Sales Activity (September only)



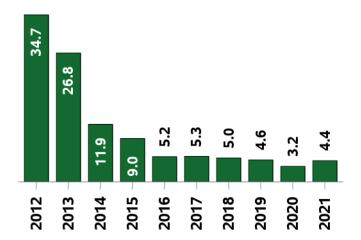
**Active Listings (September only)** 



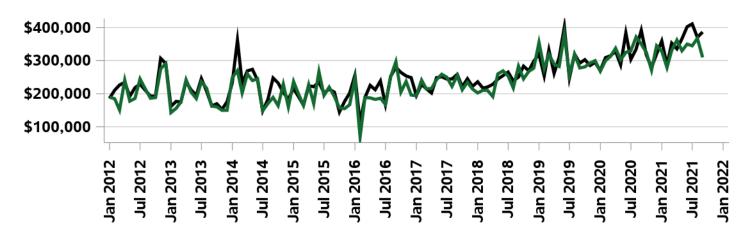
**New Listings (September only)** 



Months of Inventory (September only)



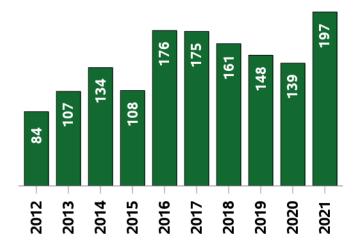
**Average Price and Median Price** 



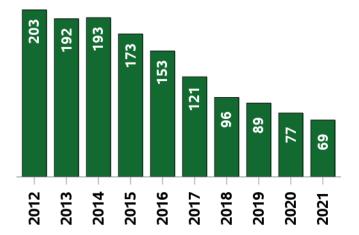


# Kimberley MLS® Residential Market Activity

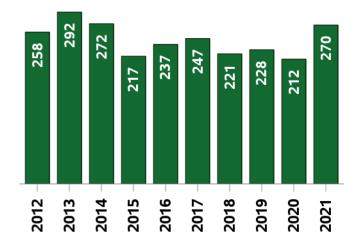




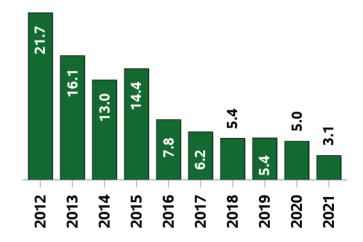
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## Kimberley **MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	14	-26.3	16.7	0.0	-36.4	7.7	75.0
Dollar Volume	\$6,300,900	-22.6	44.1	45.2	-9.0	102.9	318.8
New Listings	15	0.0	50.0	-11.8	-6.3	-6.3	-11.8
Active Listings	49	-2.0	-22.2	-18.3	-31.0	-43.7	-62.6
Sales to New Listings Ratio 1	93.3	126.7	120.0	82.4	137.5	81.3	47.1
Months of Inventory <sup>2</sup>	3.5	2.6	5.3	4.3	3.2	6.7	16.4
Average Price	\$450,064	5.1	23.5	45.2	43.0	88.4	139.3
Median Price	\$363,450	-3.1	7.5	12.9	13.8	143.9	115.7
Sale to List Price Ratio	95.8	97.6	95.2	97.4	95.8	95.5	89.4
Median Days on Market	78.5	46.0	82.0	33.5	57.0	118.0	127.5
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	9.2	16.7	September 2018	September 2016	26.6	101.7
Sales Activity  Dollar Volume	2021 119 \$52,035,267	9.2 29.7	2019 16.7 43.9	September 2018 13.3 67.9	September 2016  7.2  76.5	2014 26.6 108.3	2011 101.7 300.0
Sales Activity  Dollar Volume  New Listings	2021 119 \$52,035,267 175	9.2 29.7 8.0	2019 16.7 43.9 11.5	September 2018  13.3  67.9  8.0	7.2 76.5 -0.6	2014 26.6 108.3 -2.2	2011 101.7 300.0 -12.9
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 119 \$52,035,267 175 40	9.2 29.7 8.0 -18.6	2019 16.7 43.9 11.5 -30.0	September 2018  13.3  67.9  8.0  -10.3	7.2 76.5 -0.6 -48.2	2014 26.6 108.3 -2.2 -54.7	2011 101.7 300.0 -12.9 -67.1
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 119 \$52,035,267 175 40 68.0	9.2 29.7 8.0 -18.6 67.3	2019 16.7 43.9 11.5 -30.0 65.0	September 2018  13.3  67.9  8.0  -10.3  64.8	7.2 76.5 -0.6 -48.2 63.1	2014 26.6 108.3 -2.2 -54.7 52.5	2011 101.7 300.0 -12.9 -67.1 29.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 119 \$52,035,267 175 40 68.0 3.1	9.2 29.7 8.0 -18.6 67.3 4.1	2019 16.7 43.9 11.5 -30.0 65.0 5.1	September 2018  13.3  67.9  8.0  -10.3  64.8  3.9	7.2 76.5 -0.6 -48.2 63.1 6.3	2014 26.6 108.3 -2.2 -54.7 52.5 8.6	2011 101.7 300.0 -12.9 -67.1 29.4 18.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 119 \$52,035,267 175 40 68.0 3.1 \$437,271	9.2 29.7 8.0 -18.6 67.3 4.1	2019 16.7 43.9 11.5 -30.0 65.0 5.1 23.3	September 2018  13.3  67.9  8.0  -10.3  64.8  3.9  48.1	September 2016         7.2       76.5         -0.6       -48.2         63.1       6.3         64.6       64.6	2014 26.6 108.3 -2.2 -54.7 52.5 8.6 64.6	2011 101.7 300.0 -12.9 -67.1 29.4 18.7 98.3

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

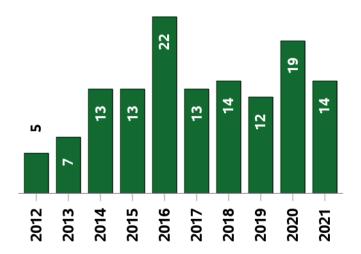
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



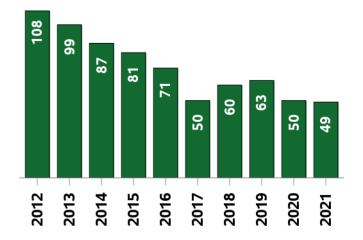
# Kimberley MLS® Single Family Market Activity



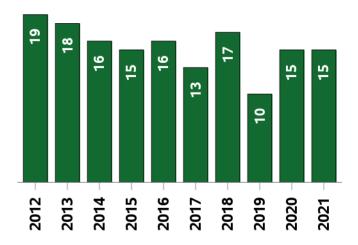
Sales Activity (September only)



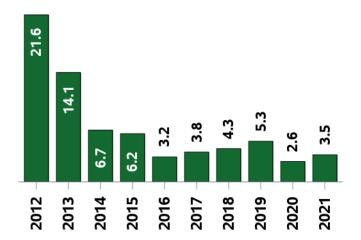
**Active Listings (September only)** 



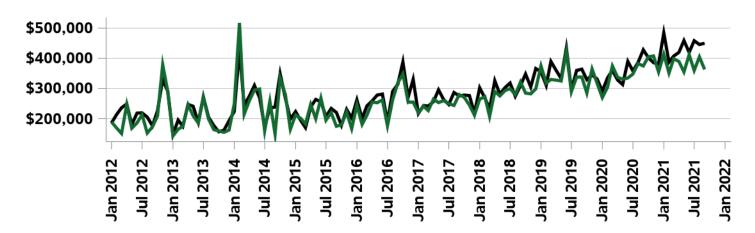
**New Listings (September only)** 



Months of Inventory (September only)



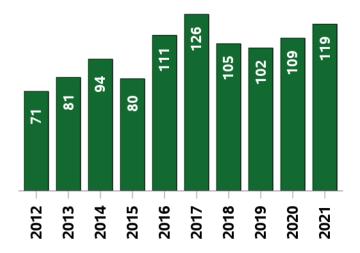
**Average Price and Median Price** 



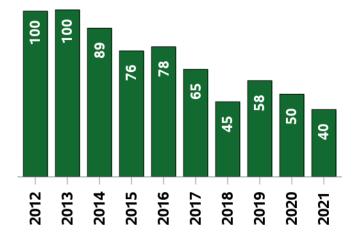


# Kimberley MLS® Single Family Market Activity

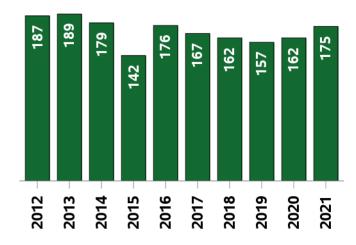




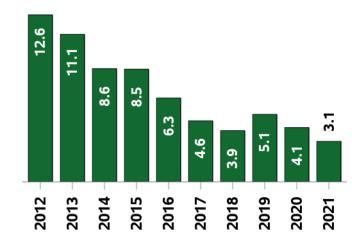
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	21	-8.7	5.0	31.3	10.5	16.7	110.0
Dollar Volume	\$13,217,899	1.4	46.0	70.9	95.1	153.1	351.8
New Listings	41	57.7	105.0	141.2	95.2	105.0	86.4
Active Listings	100	7.5	42.9	143.9	53.8	-9.1	-38.3
Sales to New Listings Ratio 1	51.2	88.5	100.0	94.1	90.5	90.0	45.5
Months of Inventory <sup>2</sup>	4.8	4.0	3.5	2.6	3.4	6.1	16.2
Average Price	\$629,424	11.1	39.0	30.2	76.5	116.9	115.2
Median Price	\$626,000	13.8	39.1	30.4	90.3	125.6	129.8
Sale to List Price Ratio	104.7	99.4	97.8	98.9	99.1	95.0	94.6
Median Days on Market	22.0	63.0	55.5	37.0	43.0	101.5	38.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	133	15.7	8.1	16.7	-10.7	3.9	46.2
Dollar Volume	\$79,063,997	34.4	36.2	49.5	49.4	97.2	175.3
New Listings	229	7.0	19.9	44.9	6.0	-3.8	-15.2
Active Listings <sup>3</sup>	59	-31.6	6.0	67.1	-8.8	-54.9	-58.5
Sales to New Listings Ratio 4	58.1	53.7	64.4	72.2	69.0	53.8	33.7
Months of Inventory 5	4.0	6.7	4.0	2.8	3.9	9.1	14.0
Average Price	\$594,466	16.2	25.9	28.2	67.4	89.8	88.4
Median Price	\$585,000	19.4	25.8	31.9	75.1	88.7	88.7
Sale to List Price Ratio	104.8	98.3	98.1	99.2	98.5	96.3	95.5
Median Days on Market	22.0	35.0	43.0	34.5	37.0	63.5	46.0

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

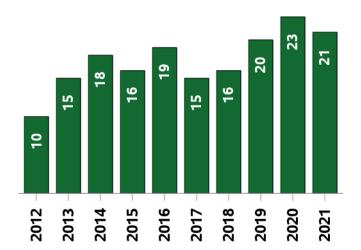
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



## Nelson **MLS® Residential Market Activity**



Sales Activity (September only)

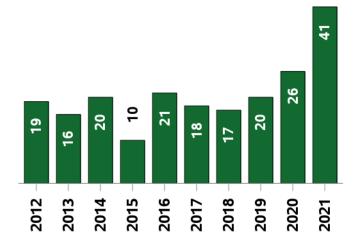


**Active Listings (September only)** 

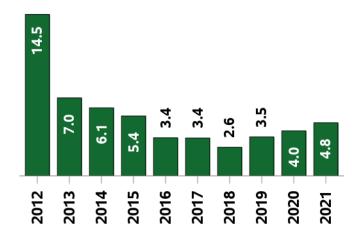


2017

**New Listings (September only)** 

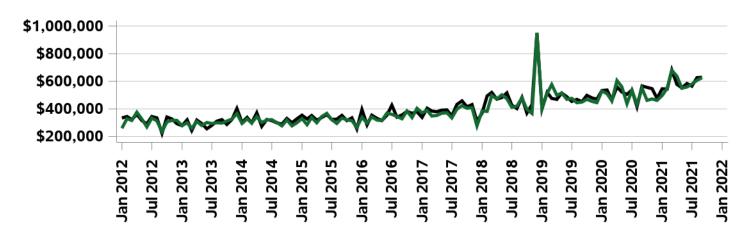


Months of Inventory (September only)



**Average Price and Median Price** 

2021

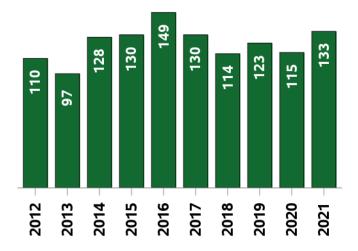




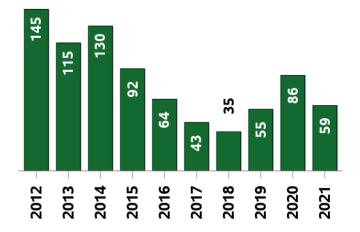
# Nelson MLS® Residential Market Activity



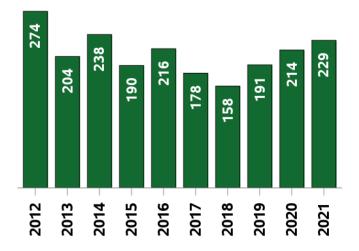
Sales Activity (September Year-to-date)



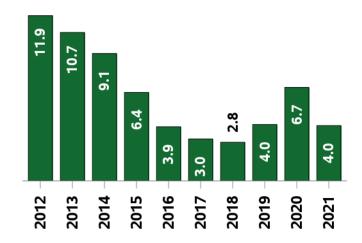
**Active Listings** <sup>1</sup>(September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





## Nelson **MLS® Single Family Market Activity**

				Compa	red to <sup>6</sup>		
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	16	0.0	33.3	14.3	33.3	33.3	77.8
Dollar Volume	\$10,257,899	4.1	82.0	47.5	113.8	187.1	283.3
New Listings	26	13.0	62.5	116.7	85.7	62.5	30.0
Active Listings	45	15.4	-25.0	40.6	7.1	-50.0	-51.6
Sales to New Listings Ratio 1	61.5	69.6	75.0	116.7	85.7	75.0	45.0
Months of Inventory <sup>2</sup>	2.8	2.4	5.0	2.3	3.5	7.5	10.3
Average Price	\$641,119	4.1	36.5	29.1	60.3	115.4	115.6
Median Price	\$634,450	5.5	37.2	32.2	74.5	118.8	118.9
Sale to List Price Ratio	104.7	98.5	97.3	99.1	100.0	93.9	94.4
Median Days on Market	24.0	55.0	55.5	41.0	35.0	91.0	30.0
					<u> </u>		
				Compa	red to °		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021 99	5.3	16.5	September 2018	September 2016	6.5	37.5
Sales Activity  Dollar Volume	99 \$62,466,699	5.3 24.7	2019 16.5 41.8	September 2018 10.0 42.0	September 2016 -8.3 51.1	6.5	37.5 157.6
Sales Activity  Dollar Volume  New Listings	2021 99 \$62,466,699 145	5.3 24.7 11.5	2019 16.5 41.8 -3.3	September 2018  10.0  42.0  18.9	September 2016 -8.3 51.1 0.7	6.5 103.3 -26.0	2011 37.5 157.6 -23.3
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 99 \$62,466,699 145 24	5.3 24.7 11.5 -26.0	2019 16.5 41.8 -3.3 -44.8	September 2018  10.0  42.0  18.9  -16.1	September 2016  -8.3  51.1  0.7  -27.0	6.5 103.3 -26.0 -68.7	2011 37.5 157.6 -23.3 -69.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 99 \$62,466,699 145 24 68.3	5.3 24.7 11.5 -26.0 72.3	2019 16.5 41.8 -3.3 -44.8 56.7	September 2018  10.0  42.0  18.9  -16.1  73.8	September 2016  -8.3  51.1  0.7  -27.0  75.0	2014 6.5 103.3 -26.0 -68.7 47.4	2011 37.5 157.6 -23.3 -69.2 38.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 99 \$62,466,699 145 24 68.3 2.2	2020 5.3 24.7 11.5 -26.0 72.3 3.1	2019 16.5 41.8 -3.3 -44.8 56.7 4.7	September 2018  10.0  42.0  18.9  -16.1  73.8  2.9	September 2016  -8.3  51.1  0.7  -27.0  75.0  2.8	2014 6.5 103.3 -26.0 -68.7 47.4 7.5	2011 37.5 157.6 -23.3 -69.2 38.1 9.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 99 \$62,466,699 145 24 68.3 2.2 \$630,977	2020 5.3 24.7 11.5 -26.0 72.3 3.1 18.4	2019 16.5 41.8 -3.3 -44.8 56.7 4.7 21.7	September 2018  10.0  42.0  18.9  -16.1  73.8  2.9  29.1	September 2016  -8.3  51.1  0.7  -27.0  75.0  2.8  64.9	2014 6.5 103.3 -26.0 -68.7 47.4 7.5 91.0	2011 37.5 157.6 -23.3 -69.2 38.1 9.9 87.3

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

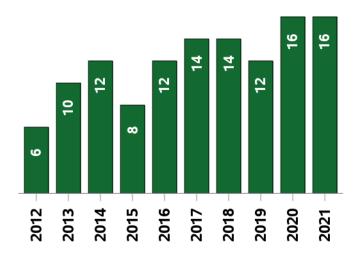
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



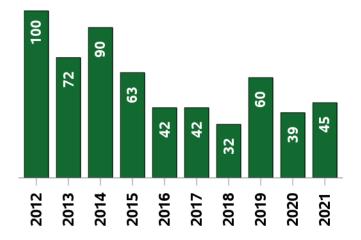
# Nelson MLS® Single Family Market Activity



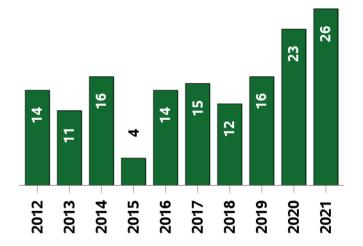
Sales Activity (September only)



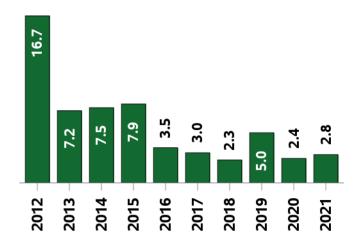
**Active Listings (September only)** 



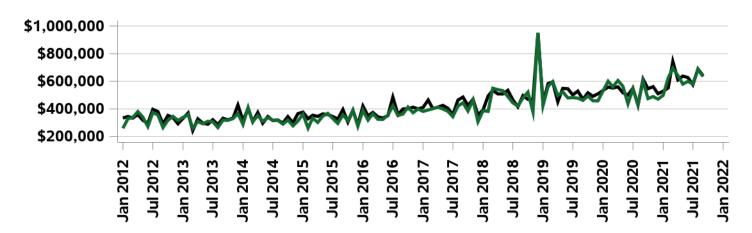
**New Listings (September only)** 



Months of Inventory (September only)



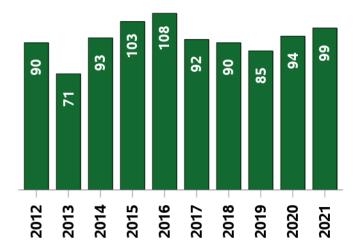
**Average Price and Median Price** 



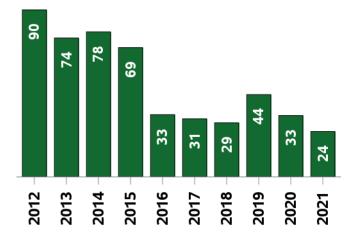


## Nelson MLS® Single Family Market Activity

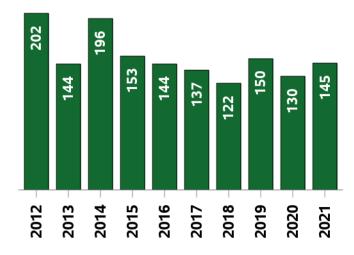




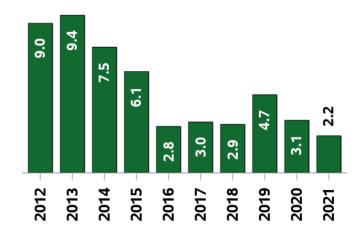
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







		Compared to <sup>6</sup>					
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	8	-20.0	14.3	0.0	0.0	166.7	166.7
Dollar Volume	\$3,565,000	-12.4	24.2	36.8	66.0	369.5	332.6
New Listings	11	-21.4	-8.3	57.1	175.0	22.2	-21.4
Active Listings	25	-45.7	-32.4	-51.0	-58.3	-63.8	-74.5
Sales to New Listings Ratio 1	72.7	71.4	58.3	114.3	200.0	33.3	21.4
Months of Inventory <sup>2</sup>	3.1	4.6	5.3	6.4	7.5	23.0	32.7
Average Price	\$445,625	9.5	8.7	36.8	66.0	76.1	62.2
Median Price	\$460,500	20.4	11.0	51.0	121.7	63.2	53.5
Sale to List Price Ratio	104.3	102.8	99.6	95.8	95.1	95.6	92.2
Median Days on Market	22.0	39.5	35.0	92.5	83.0	83.0	88.0
				Compa	red to <sup>6</sup>		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	61.5	40.0	September 2018	September 2016	121.1	100.0
Sales Activity  Dollar Volume	2021 84 \$39,867,281	2020 61.5 72.2	40.0 54.2	September 2018  16.7  70.2	September 2016 31.3 144.2	2014 121.1 354.0	2011 100.0 296.9
Sales Activity  Dollar Volume  New Listings	2021 84 \$39,867,281 99	2020 61.5 72.2 1.0	2019 40.0 54.2 12.5	September 2018  16.7  70.2  -11.6	September 2016 31.3 144.2 11.2	2014 121.1 354.0 15.1	2011 100.0 296.9 -22.7
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 84 \$39,867,281 99 24	2020 61.5 72.2 1.0 -42.5	2019 40.0 54.2 12.5 -40.6	September 2018  16.7  70.2  -11.6  -42.8	September 2016 31.3 144.2 11.2 -65.2	2014 121.1 354.0 15.1 -62.9	2011 100.0 296.9 -22.7 -72.7
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 84 \$39,867,281 99 24 84.8	2020 61.5 72.2 1.0 -42.5 53.1	2019 40.0 54.2 12.5 -40.6 68.2	September 2018  16.7  70.2  -11.6  -42.8  64.3	September 2016 31.3 144.2 11.2 -65.2 71.9	2014 121.1 354.0 15.1 -62.9 44.2	2011 100.0 296.9 -22.7 -72.7 32.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2021 84 \$39,867,281 99 24 84.8 2.6	2020 61.5 72.2 1.0 -42.5 53.1 7.2	2019 40.0 54.2 12.5 -40.6 68.2 6.0	September 2018  16.7  70.2  -11.6  -42.8  64.3  5.2	September 2016  31.3  144.2  11.2  -65.2  71.9  9.6	2014 121.1 354.0 15.1 -62.9 44.2 15.3	2011 100.0 296.9 -22.7 -72.7 32.8 18.7
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 84 \$39,867,281 99 24 84.8 2.6 \$474,610	2020 61.5 72.2 1.0 -42.5 53.1 7.2 6.6	2019 40.0 54.2 12.5 -40.6 68.2 6.0 10.1	September 2018  16.7  70.2  -11.6  -42.8  64.3  5.2  45.9	September 2016  31.3  144.2  11.2  -65.2  71.9  9.6  86.0	2014 121.1 354.0 15.1 -62.9 44.2 15.3 105.4	2011 100.0 296.9 -22.7 -72.7 32.8 18.7 98.5

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

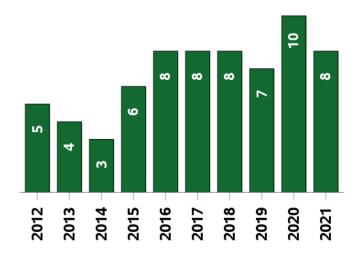
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



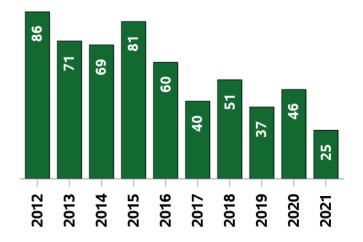
### Rossland MLS® Residential Market Activity



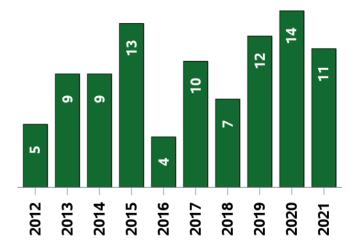
Sales Activity (September only)



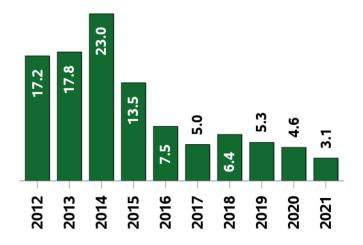
**Active Listings (September only)** 



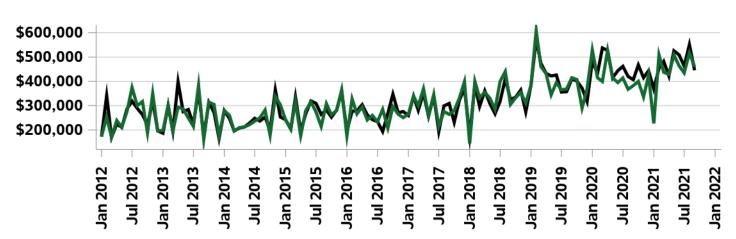
**New Listings (September only)** 



Months of Inventory (September only)



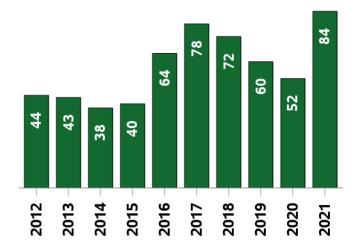
**Average Price and Median Price** 



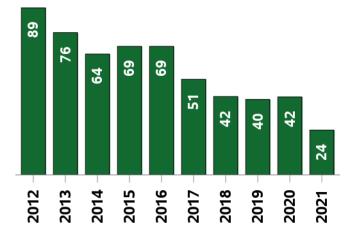


## Rossland MLS® Residential Market Activity

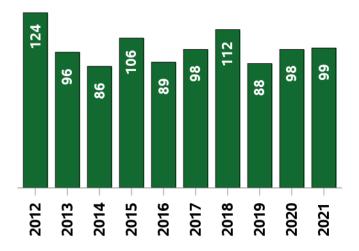




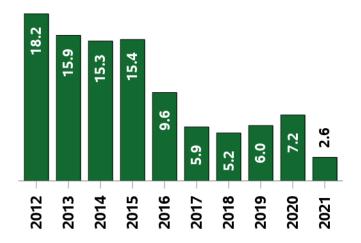
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### Rossland **MLS® Single Family Market Activity**

				Compa	Compared to <sup>6</sup>					
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011			
Sales Activity	3	-62.5	-50.0	-50.0	-50.0	50.0	0.0			
Dollar Volume	\$2,046,000	-44.4	-16.0	15.3	46.8	353.4	148.3			
New Listings	6	-14.3	-33.3	20.0	100.0	-14.3	20.0			
Active Listings	15	-28.6	-37.5	-37.5	-57.1	-65.9	-73.7			
Sales to New Listings Ratio 1	50.0	114.3	66.7	120.0	200.0	28.6	60.0			
Months of Inventory 2	5.0	2.6	4.0	4.0	5.8	22.0	19.0			
Average Price	\$682,000	48.3	68.1	130.5	193.6	202.3	148.3			
Median Price	\$675,000	72.0	68.1	121.3	225.0	199.2	125.0			
Sale to List Price Ratio	103.7	99.6	100.1	95.6	95.7	96.0	92.2			
Median Days on Market	27.0	39.5	57.5	57.5	96.5	54.0	88.0			
				Compa	red to <sup>6</sup>	<u>'</u>				
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011			
Year-to-date Sales Activity				September	September					
	2021	2020	2019	September 2018	September 2016	2014	2011			
Sales Activity	2021	9.5	17.9	September 2018	September 2016 -2.1	64.3	31.4			
Sales Activity  Dollar Volume	2021 46 \$26,273,081	9.5 27.3	2019 17.9 40.6	September 2018 -2.1 56.5	September 2016 -2.1 106.2	64.3 304.4	31.4 190.8			
Sales Activity  Dollar Volume  New Listings	2021 46 \$26,273,081 60	9.5 27.3 -1.6	2019 17.9 40.6 -6.3	September 2018 -2.1 56.5 -7.7	September 2016 -2.1 106.2 -7.7	2014 64.3 304.4 1.7	2011 31.4 190.8 -31.8			
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 46 \$26,273,081 60 14	9.5 27.3 -1.6 -39.0	2019 17.9 40.6 -6.3 -41.0	September 2018  -2.1  56.5  -7.7  -31.6	September 2016 -2.1 106.2 -7.7 -64.4	2014 64.3 304.4 1.7 -63.6	2011 31.4 190.8 -31.8 -72.2			
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 46 \$26,273,081 60 14 76.7	9.5 27.3 -1.6 -39.0 68.9	2019 17.9 40.6 -6.3 -41.0 60.9	September 2018  -2.1  56.5  -7.7  -31.6  72.3	September 2016 -2.1 106.2 -7.7 -64.4 72.3	2014 64.3 304.4 1.7 -63.6 47.5	2011 31.4 190.8 -31.8 -72.2 39.8			
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 46 \$26,273,081 60 14 76.7 2.8	2020 9.5 27.3 -1.6 -39.0 68.9 5.0	2019 17.9 40.6 -6.3 -41.0 60.9 5.6	September 2018  -2.1  56.5  -7.7  -31.6  72.3  4.0	September 2016  -2.1  106.2  -7.7  -64.4  72.3  7.7	2014 64.3 304.4 1.7 -63.6 47.5	2011 31.4 190.8 -31.8 -72.2 39.8 13.2			
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 46 \$26,273,081 60 14 76.7 2.8 \$571,154	9.5 27.3 -1.6 -39.0 68.9 5.0	2019 17.9 40.6 -6.3 -41.0 60.9 5.6 19.2	September 2018  -2.1  56.5  -7.7  -31.6  72.3  4.0  59.9	September 2016  -2.1  106.2  -7.7  -64.4  72.3  7.7  110.7	2014 64.3 304.4 1.7 -63.6 47.5 12.6 146.1	2011 31.4 190.8 -31.8 -72.2 39.8 13.2 121.3			

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

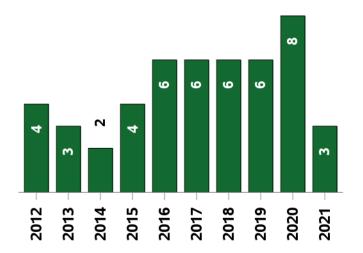
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



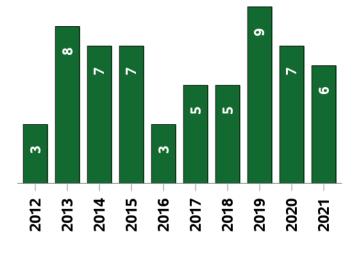
## Rossland MLS® Single Family Market Activity



Sales Activity (September only)

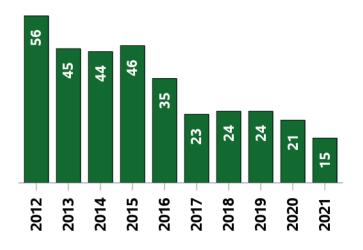


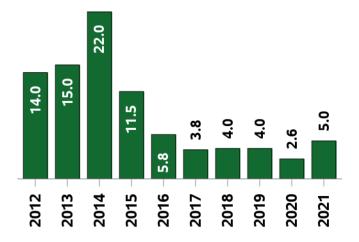
**Active Listings (September only)** 



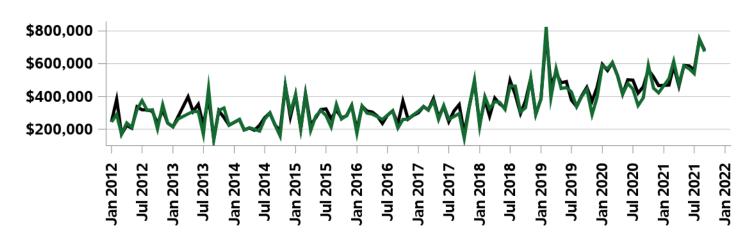
**New Listings (September only)** 

Months of Inventory (September only)





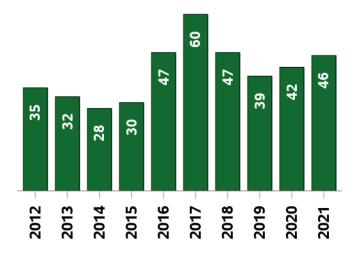
**Average Price and Median Price** 



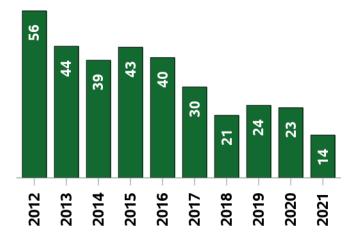


## Rossland MLS® Single Family Market Activity

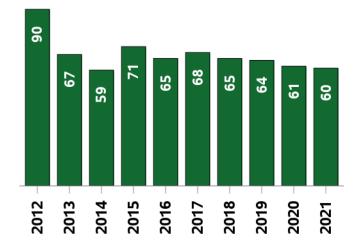




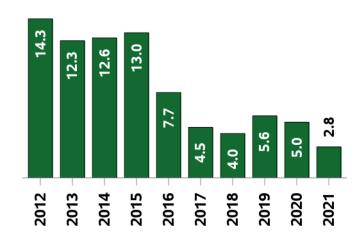
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



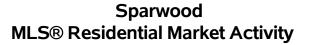
Months of Inventory <sup>2</sup>(September Year-to-date)



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.







				Compa	red to <sup>6</sup>			
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	18	-21.7	125.0	38.5	100.0	260.0	157.1	
Dollar Volume	\$6,136,488	-18.7	334.4	148.4	176.4	527.8	365.2	
New Listings	8	-50.0	-60.0	-20.0	-38.5	-33.3	-38.5	
Active Listings	27	-40.0	-60.9	-59.1	-74.3	-71.6	-70.3	
Sales to New Listings Ratio 1	225.0	143.8	40.0	130.0	69.2	41.7	53.8	
Months of Inventory <sup>2</sup>	1.5	2.0	8.6	5.1	11.7	19.0	13.0	
Average Price	\$340,916	3.9	93.1	79.4	38.2	74.4	80.9	
Median Price	\$325,450	-7.7	179.4	166.8	32.3	48.0	142.9	
Sale to List Price Ratio	97.4	96.7	93.1	94.5	94.5	94.9	95.4	
Median Days on Market	49.0	36.0	69.0	88.0	182.0	51.0	82.0	
				Compa	red to <sup>6</sup>			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Year-to-date Sales Activity				September	September			
	2021	2020	2019	September 2018	September 2016	2014	2011	
Sales Activity	2021	59.2	53.2	September 2018	September 2016	146.9	68.1	
Sales Activity  Dollar Volume	2021 121 \$33,296,686	59.2 66.1	53.2 105.4	September 2018 49.4 72.2	September 2016  195.1  379.6	146.9 144.1	68.1 81.5	
Sales Activity  Dollar Volume  New Listings	2021 121 \$33,296,686 144	59.2 66.1 18.0	53.2 105.4 8.3	September 2018 49.4 72.2 13.4	September 2016  195.1  379.6  10.8	146.9 144.1 13.4	68.1 81.5 -10.6	
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 121 \$33,296,686 144 35	59.2 66.1 18.0 -30.0	53.2 105.4 8.3 -43.8	September 2018  49.4  72.2  13.4  -50.7	September 2016  195.1  379.6  10.8  -66.0	2014 146.9 144.1 13.4 -59.8	2011 68.1 81.5 -10.6 -50.5	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 121 \$33,296,686 144 35 84.0	59.2 66.1 18.0 -30.0	2019 53.2 105.4 8.3 -43.8 59.4	September 2018  49.4  72.2  13.4  -50.7  63.8	September 2016  195.1  379.6  10.8  -66.0  31.5	2014 146.9 144.1 13.4 -59.8 38.6	2011 68.1 81.5 -10.6 -50.5 44.7	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory	2021 121 \$33,296,686 144 35 84.0 2.6	59.2 66.1 18.0 -30.0 62.3 5.9	2019 53.2 105.4 8.3 -43.8 59.4 7.0	September 2018  49.4  72.2  13.4  -50.7  63.8  7.8	September 2016  195.1  379.6  10.8  -66.0  31.5  22.4	2014 146.9 144.1 13.4 -59.8 38.6 15.9	2011 68.1 81.5 -10.6 -50.5 44.7 8.8	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2021 121 \$33,296,686 144 35 84.0 2.6 \$275,179	59.2 66.1 18.0 -30.0 62.3 5.9 4.3	2019 53.2 105.4 8.3 -43.8 59.4 7.0 34.1	September 2018  49.4  72.2  13.4  -50.7  63.8  7.8  15.3	September 2016  195.1  379.6  10.8  -66.0  31.5  22.4  62.5	2014 146.9 144.1 13.4 -59.8 38.6 15.9 -1.1	2011 68.1 81.5 -10.6 -50.5 44.7 8.8 8.0	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

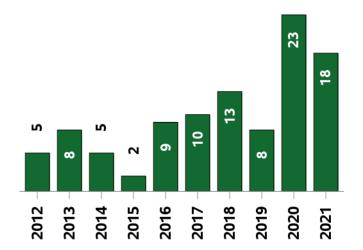
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



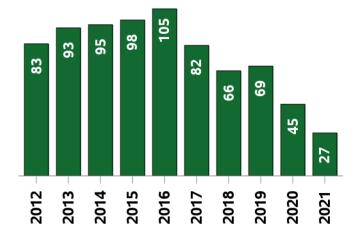
# Sparwood MLS® Residential Market Activity



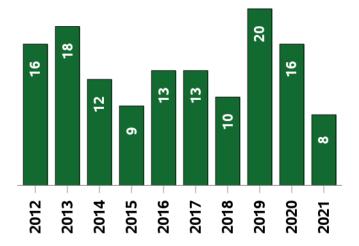
#### **Sales Activity (September only)**



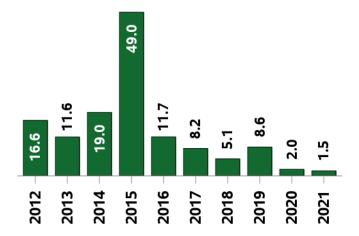
**Active Listings (September only)** 



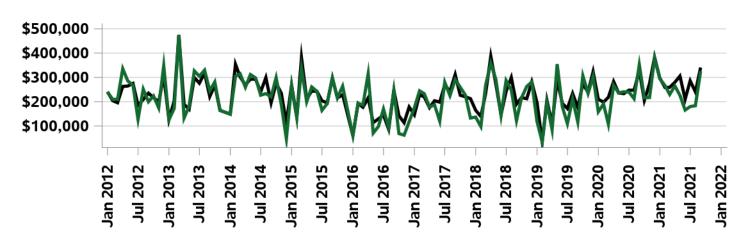
**New Listings (September only)** 



Months of Inventory (September only)



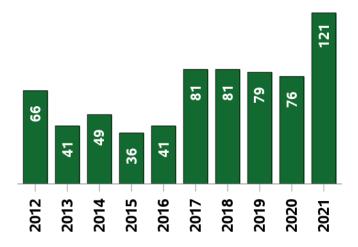
**Average Price and Median Price** 



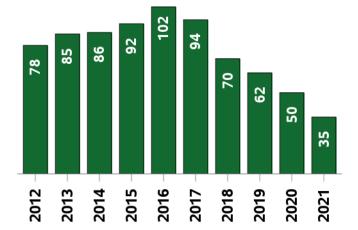


## Sparwood MLS® Residential Market Activity

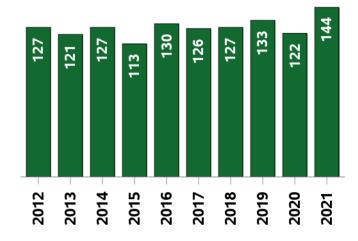




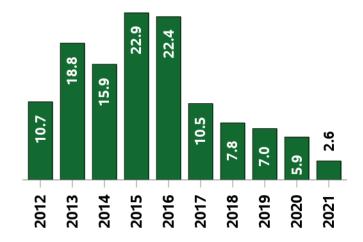
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### **Sparwood MLS® Single Family Market Activity**

			Compared to <sup>6</sup>					
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	11	-38.9	266.7	83.3	57.1	266.7	266.7	
Dollar Volume	\$5,250,499	-23.5	409.7	182.2	156.2	505.3	461.0	
New Listings	3	-66.7	-72.7	-70.0	-57.1	-57.1	-66.7	
Active Listings	7	-69.6	-84.4	-84.4	-87.5	-87.5	-82.1	
Sales to New Listings Ratio 1	366.7	200.0	27.3	60.0	100.0	42.9	33.3	
Months of Inventory 2	0.6	1.3	15.0	7.5	8.0	18.7	13.0	
Average Price	\$477,318	25.2	39.0	53.9	63.0	65.1	53.0	
Median Price	\$402,000	6.9	18.9	36.6	34.0	34.0	4.1	
Sale to List Price Ratio	98.7	98.2	97.5	96.3	96.0	98.2	97.9	
Median Days on Market	52.0	35.0	70.0	62.5	181.0	51.0	124.0	
				Compa	red to <sup>6</sup>			
Year-to-date	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	64	25.5	56.1	20.8	178.3	64.1	25.5	
Dollar Volume	\$25,870,386	49.3	92.4	53.5	345.4	104.5	61.5	
New Listings								
	66	-8.3	-12.0	-18.5	-9.6	-14.3	-25.0	
Active Listings <sup>3</sup>	14	-8.3 -48.0	-12.0 -59.9	-18.5 -66.9	-9.6 -73.0	-14.3 -70.9	-25.0 -60.1	
Active Listings <sup>3</sup> Sales to New Listings Ratio <sup>4</sup>								
,	14	-48.0	-59.9	-66.9	-73.0	-70.9	-60.1	
Sales to New Listings Ratio <sup>4</sup>	14 97.0	-48.0 70.8	-59.9 54.7	-66.9 65.4	-73.0 31.5	-70.9 50.6	-60.1 58.0	
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup>	14 97.0 2.0	-48.0 70.8 4.8	-59.9 54.7 7.7	-66.9 65.4 7.2	-73.0 31.5 20.4	-70.9 50.6 11.2	-60.1 58.0 6.2	
Sales to New Listings Ratio <sup>4</sup> Months of Inventory <sup>5</sup> Average Price	14 97.0 2.0 \$404,225	-48.0 70.8 4.8 19.0	-59.9 54.7 7.7 23.3	-66.9 65.4 7.2 27.2	-73.0 31.5 20.4 60.1	-70.9 50.6 11.2 24.6	-60.1 58.0 6.2 28.7	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

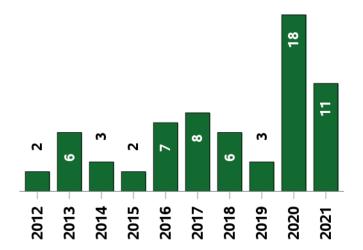
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



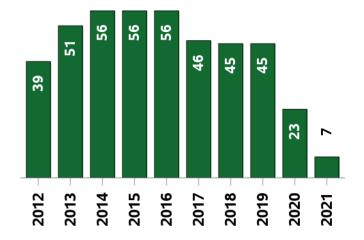
# Sparwood MLS® Single Family Market Activity



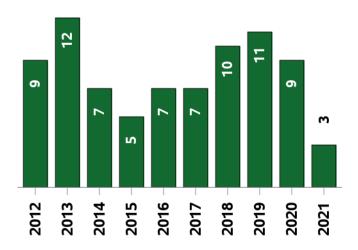
#### Sales Activity (September only)



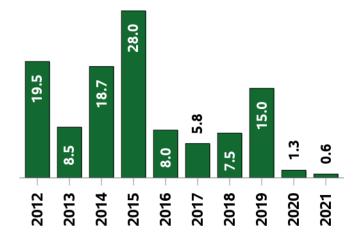
**Active Listings (September only)** 



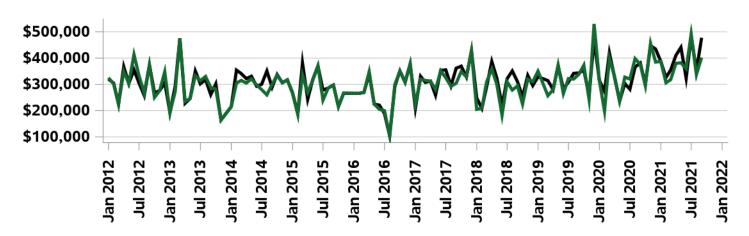
**New Listings (September only)** 



Months of Inventory (September only)



**Average Price and Median Price** 

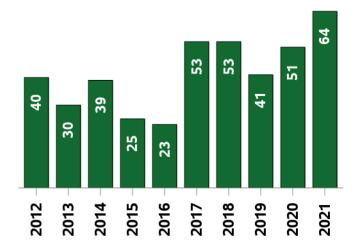




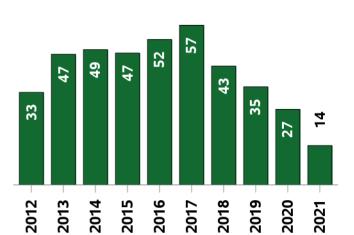
# Sparwood MLS® Single Family Market Activity



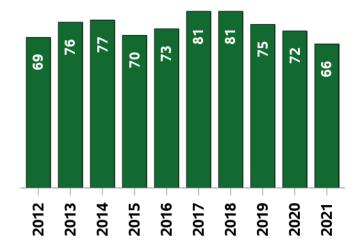
Sales Activity (September Year-to-date)



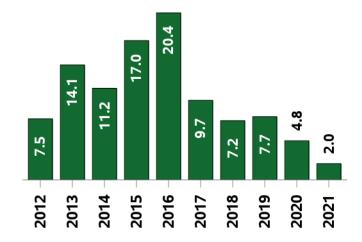
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### **Trail MLS® Residential Market Activity**

		Compared to <sup>6</sup>					
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011
Sales Activity	22	4.8	37.5	10.0	69.2	214.3	340.0
Dollar Volume	\$7,600,900	35.8	128.1	73.7	347.9	454.8	833.2
New Listings	24	-11.1	4.3	-7.7	14.3	-22.6	-20.0
Active Listings	45	-2.2	-27.4	-39.2	-51.1	-61.5	-73.1
Sales to New Listings Ratio 1	91.7	77.8	69.6	76.9	61.9	22.6	16.7
Months of Inventory 2	2.0	2.2	3.9	3.7	7.1	16.7	33.4
Average Price	\$345,495	29.7	65.9	57.9	164.7	76.5	112.1
Median Price	\$290,000	18.4	35.2	66.4	123.1	54.7	75.8
Sale to List Price Ratio	98.7	98.9	95.9	95.1	90.2	94.8	96.4
Median Days on Market	39.0	31.0	45.5	49.5	109.0	62.0	47.0
				Compa	red to °		
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011
Year-to-date Sales Activity				September	September		
	2021	2020	2019	September 2018	September 2016	2014	2011
Sales Activity	2021	13.5	7.5	September 2018	September 2016	34.9	<b>2011</b> 57.1
Sales Activity  Dollar Volume	2021 143 \$46,141,293	13.5 51.0	7.5 65.0	September 2018 -5.3 43.6	September 2016 10.0 99.1	34.9 141.9	57.1 197.5
Sales Activity  Dollar Volume  New Listings	2021 143 \$46,141,293 183	13.5 51.0 19.6	7.5 65.0	September 2018  -5.3  43.6  -11.6	September 2016  10.0  99.1  -6.2	34.9 141.9 -21.5	57.1 197.5 -22.8
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 143 \$46,141,293 183 38	2020 13.5 51.0 19.6 -1.7	7.5 65.0 1.1 -35.8	September 2018  -5.3  43.6  -11.6  -32.7	September 2016  10.0  99.1  -6.2  -61.8	2014 34.9 141.9 -21.5 -65.1	2011 57.1 197.5 -22.8 -72.3
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 143 \$46,141,293 183 38 78.1	2020 13.5 51.0 19.6 -1.7 82.4	7.5 65.0 1.1 -35.8 73.5	September 2018  -5.3  43.6  -11.6  -32.7  72.9	September 2016  10.0  99.1  -6.2  -61.8  66.7	2014 34.9 141.9 -21.5 -65.1 45.5	2011 57.1 197.5 -22.8 -72.3 38.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 143 \$46,141,293 183 38 78.1 2.4	2020 13.5 51.0 19.6 -1.7 82.4 2.7	7.5 65.0 1.1 -35.8 73.5 4.0	September 2018  -5.3  43.6  -11.6  -32.7  72.9  3.3	September 2016  10.0  99.1  -6.2  -61.8  66.7  6.8	2014 34.9 141.9 -21.5 -65.1 45.5 9.2	2011 57.1 197.5 -22.8 -72.3 38.4 13.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 143 \$46,141,293 183 38 78.1 2.4 \$322,666	2020 13.5 51.0 19.6 -1.7 82.4 2.7 33.0	7.5 65.0 1.1 -35.8 73.5 4.0 53.5	September 2018  -5.3  43.6  -11.6  -32.7  72.9  3.3  51.7	September 2016  10.0  99.1  -6.2  -61.8  66.7  6.8  81.0	2014 34.9 141.9 -21.5 -65.1 45.5 9.2 79.3	2011 57.1 197.5 -22.8 -72.3 38.4 13.4 89.3

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

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

<sup>&</sup>lt;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.

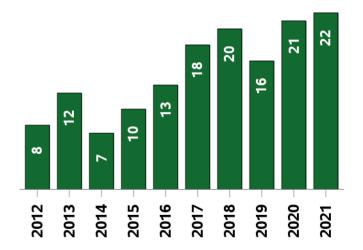
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



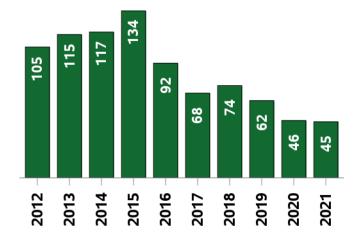




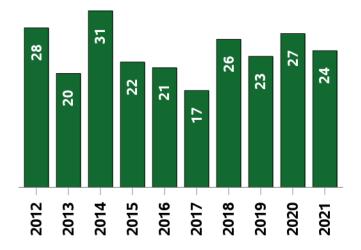
Sales Activity (September only)



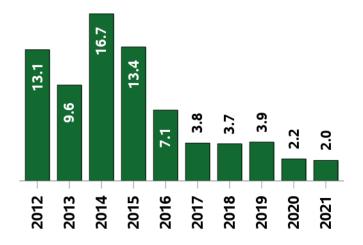
**Active Listings (September only)** 



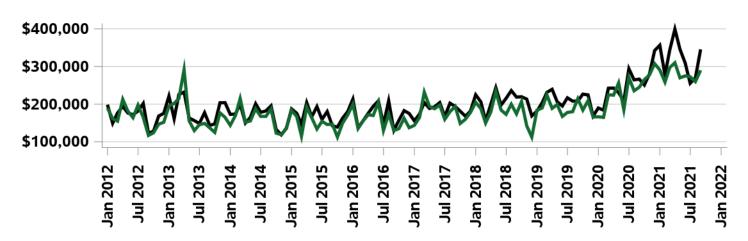
**New Listings (September only)** 



Months of Inventory (September only)



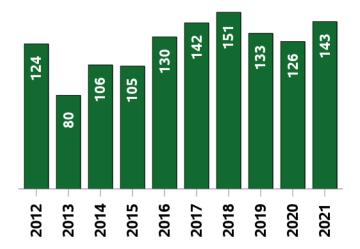
**Average Price and Median Price** 



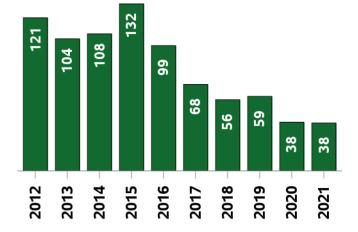




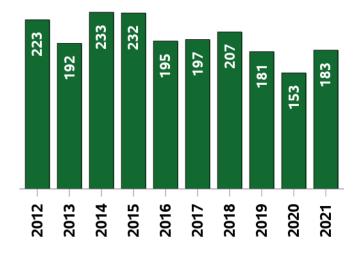




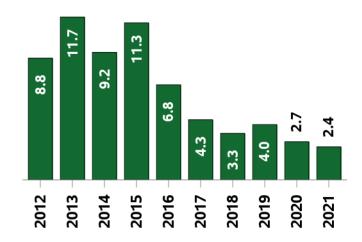
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.





### **Trail MLS® Single Family Market Activity**

		Compared to 6						
Actual	September 2021	September 2020	September 2019	September 2018	September 2016	September 2014	September 2011	
Sales Activity	21	5.0	31.3	5.0	61.5	250.0	320.0	
Dollar Volume	\$7,331,900	37.3	120.0	67.6	332.1	520.0	800.2	
New Listings	23	-4.2	0.0	-11.5	15.0	-23.3	-4.2	
Active Listings	44	2.3	-29.0	-39.7	-48.8	-60.0	-65.1	
Sales to New Listings Ratio 1	91.3	83.3	69.6	76.9	65.0	20.0	20.8	
Months of Inventory 2	2.1	2.2	3.9	3.7	6.6	18.3	25.2	
Average Price	\$349,138	30.7	67.6	59.6	167.5	77.2	114.3	
Median Price	\$290,000	23.4	35.2	66.4	123.1	62.7	75.8	
Sale to List Price Ratio	98.8	98.6	95.9	95.1	90.2	94.5	96.4	
Median Days on Market	36.0	35.0	45.5	49.5	109.0	55.5	47.0	
				Compa	red to <sup>6</sup>		<u>'</u>	
Year-to-date	September 2021	September 2020	September 2019	Compa September 2018	September 2016	September 2014	September 2011	
Year-to-date Sales Activity				September	September			
	2021	2020	2019	September 2018	September 2016	2014	2011	
Sales Activity	2021	10.7	3.1	September 2018	September 2016	30.1	52.3	
Sales Activity  Dollar Volume	2021 134 \$44,105,293	2020 10.7 48.3	3.1 62.7	September 2018 -6.3 41.9	September 2016 6.3 94.8	30.1 135.6	52.3 188.7	
Sales Activity  Dollar Volume  New Listings	2021 134 \$44,105,293 173	2020 10.7 48.3 18.5	3.1 62.7 -1.7	September 2018  -6.3  41.9  -14.4	September 2016 6.3 94.8 -8.9	30.1 135.6 -22.8	52.3 188.7 -22.4	
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 134 \$44,105,293 173 36	10.7 48.3 18.5 -3.3	2019 3.1 62.7 -1.7 -37.8	September 2018  -6.3  41.9  -14.4  -33.5	September 2016  6.3  94.8  -8.9  -61.3	30.1 135.6 -22.8 -64.6	52.3 188.7 -22.4 -64.2	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 134 \$44,105,293 173 36 77.5	10.7 48.3 18.5 -3.3 82.9	2019 3.1 62.7 -1.7 -37.8 73.9	September 2018  -6.3  41.9  -14.4  -33.5  70.8	September 2016  6.3  94.8  -8.9  -61.3  66.3	30.1 135.6 -22.8 -64.6 46.0	2011 52.3 188.7 -22.4 -64.2 39.5	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 134 \$44,105,293 173 36 77.5 2.4	2020 10.7 48.3 18.5 -3.3 82.9 2.8	2019 3.1 62.7 -1.7 -37.8 73.9 4.0	September 2018  -6.3  41.9  -14.4  -33.5  70.8  3.4	September 2016  6.3  94.8  -8.9  -61.3  66.3  6.6	2014 30.1 135.6 -22.8 -64.6 46.0 8.9	2011 52.3 188.7 -22.4 -64.2 39.5 10.3	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 134 \$44,105,293 173 36 77.5 2.4 \$329,144	2020 10.7 48.3 18.5 -3.3 82.9 2.8 33.9	2019 3.1 62.7 -1.7 -37.8 73.9 4.0 57.9	September 2018  -6.3  41.9  -14.4  -33.5  70.8  3.4  51.4	September 2016 6.3 94.8 -8.9 -61.3 66.3 6.6 83.2	2014 30.1 135.6 -22.8 -64.6 46.0 8.9 81.1	2011 52.3 188.7 -22.4 -64.2 39.5 10.3 89.6	

Sales / new listings \* 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

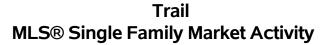
<sup>&</sup>lt;sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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

<sup>&</sup>lt;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.

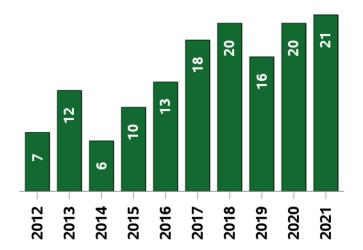
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



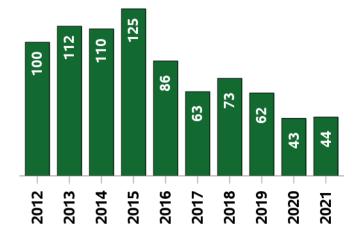




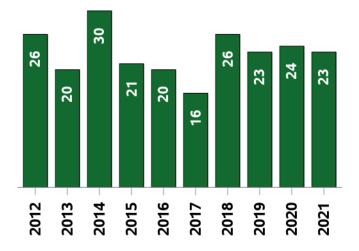
**Sales Activity (September only)** 



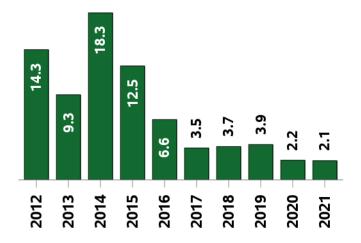
**Active Listings (September only)** 



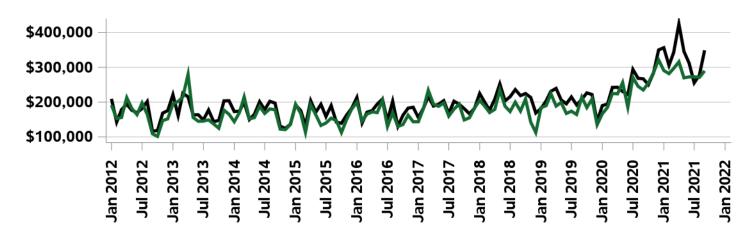
**New Listings (September only)** 



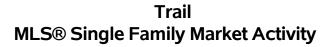
Months of Inventory (September only)



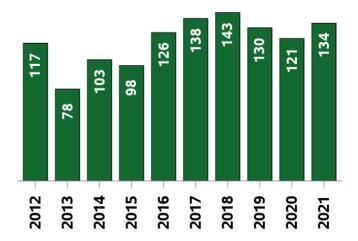
**Average Price and Median Price** 



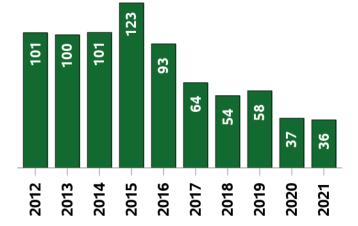




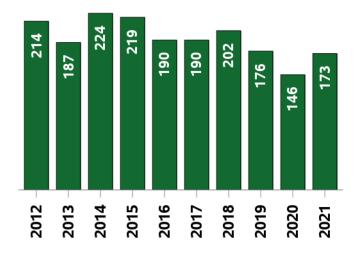




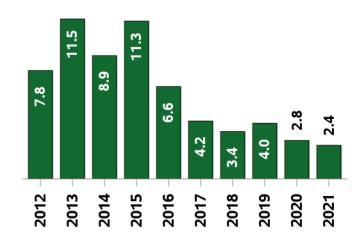
**Active Listings** (September Year-to-date)



**New Listings (September Year-to-date)** 



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



<sup>&</sup>lt;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>&</sup>lt;sup>2</sup> Average active listings January to the current month / average sales January to the current month.