



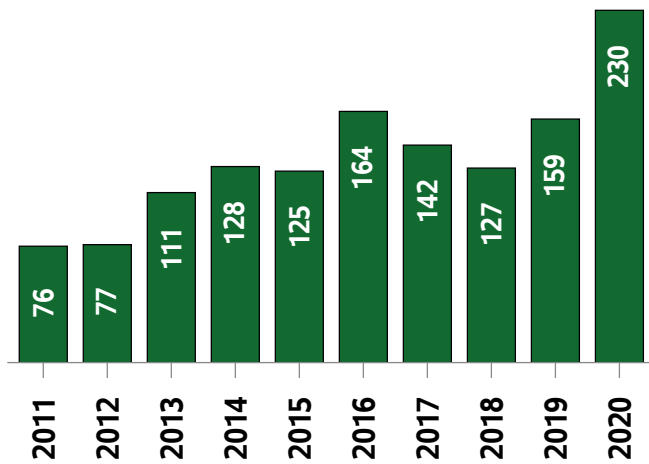
Kootenay Association of REALTORS®
Residential Market Activity
December 2020



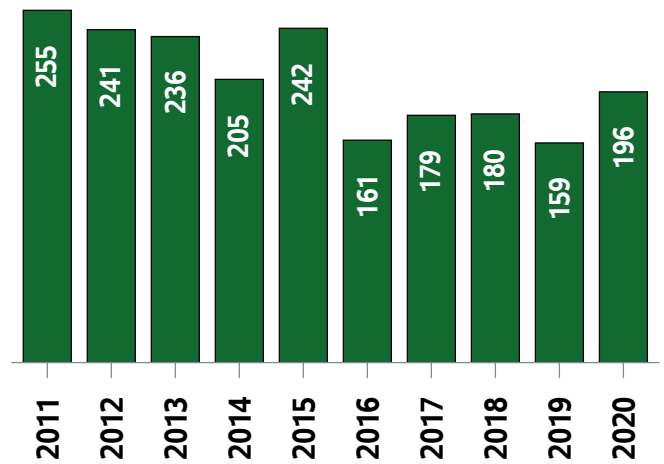
Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

Kootenay Association of REALTORS® MLS® Residential Market Activity

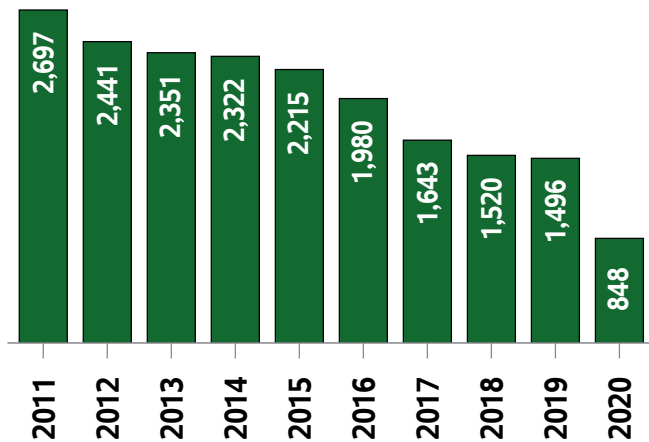
Sales Activity (December only)



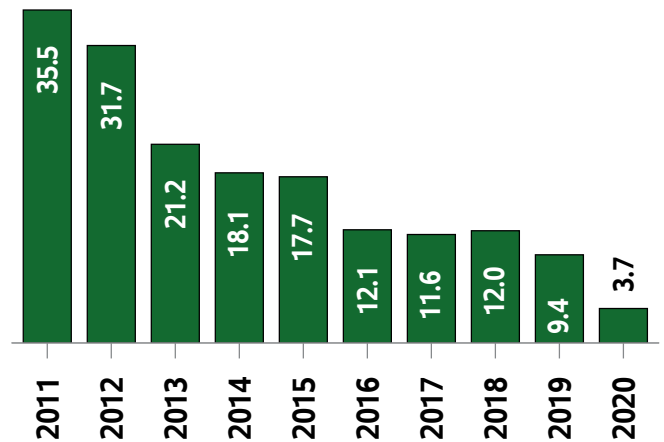
New Listings (December only)



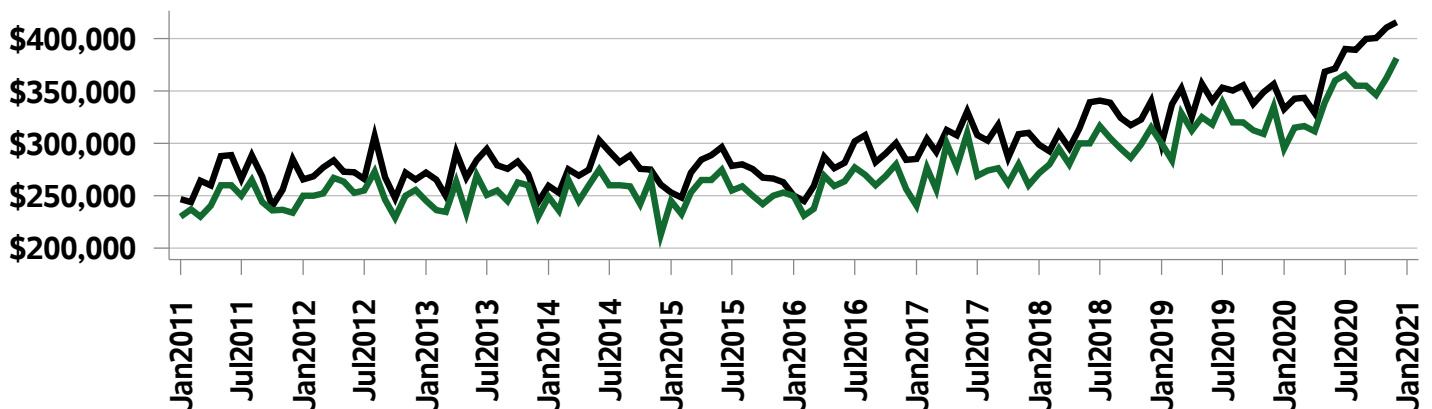
Active Listings (December only)



Months of Inventory (December only)

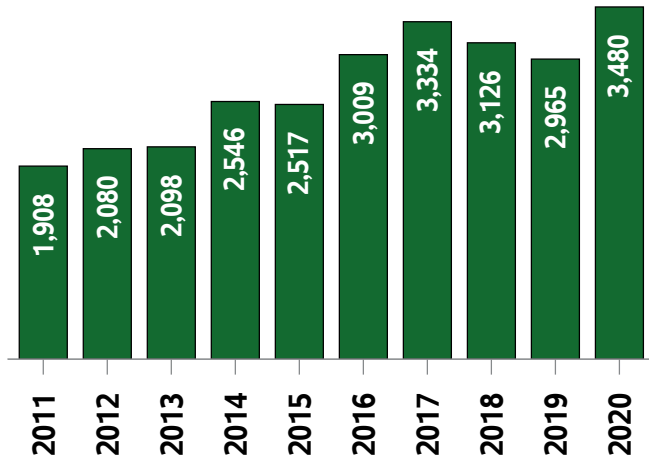


Average Price and Median Price

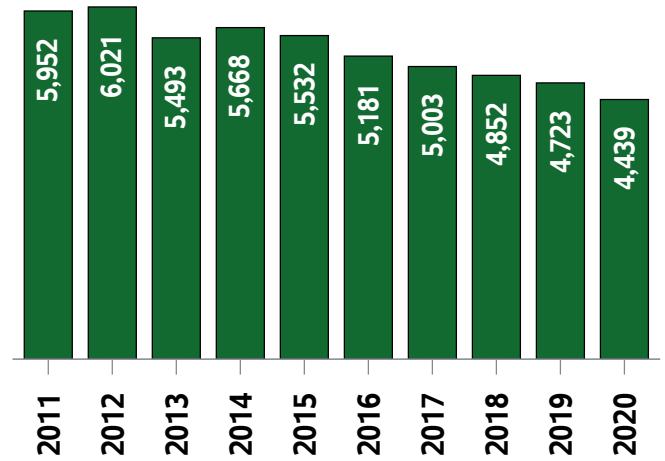


Kootenay Association of REALTORS® MLS® Residential Market Activity

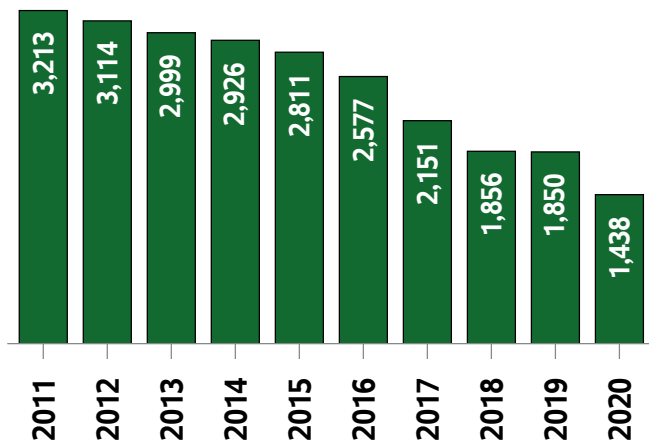
Sales Activity (December Year-to-date)



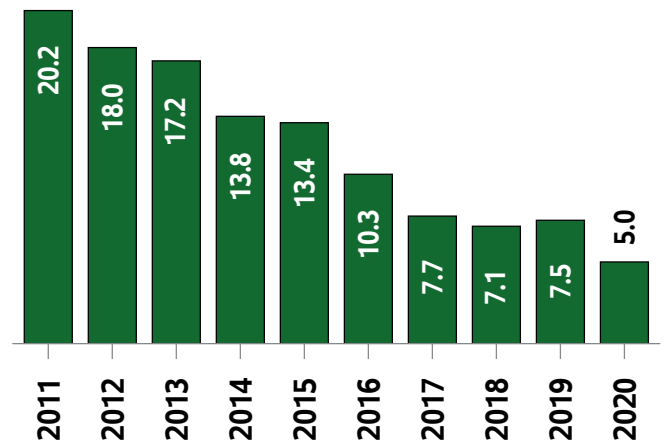
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	230	44.7	81.1	62.0	84.0	107.2	206.7
Dollar Volume	\$95,595,035	68.6	121.2	117.1	190.8	253.0	365.7
New Listings	196	23.3	8.9	9.5	-19.0	-16.9	-21.9
Active Listings	848	-43.3	-44.2	-48.4	-61.7	-63.9	-67.1
Sales to New Listings Ratio ¹	117.3	100.0	70.6	79.3	51.7	47.0	29.9
Months of Inventory ²	3.7	9.4	12.0	11.6	17.7	21.2	34.4
Average Price	\$415,631	16.6	22.1	34.1	58.1	70.4	51.9
Median Price	\$381,250	13.8	21.0	46.6	50.7	65.8	62.2
Sales to List Price Ratio	97.2	96.1	95.9	94.9	95.0	93.1	92.0
Median Days on Market	47.5	86.0	69.0	79.0	74.0	112.0	91.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	3,480	17.4	11.3	4.4	38.3	65.9	75.1
Dollar Volume	\$1,336,054,152	30.7	33.0	30.4	92.5	130.4	146.0
New Listings	4,439	-6.0	-8.5	-11.3	-19.8	-19.2	-30.9
Active Listings ³	1,438	-22.3	-22.5	-33.2	-48.9	-52.1	-55.3
Sales to New Listings Ratio ⁴	78.4	62.8	64.4	66.6	45.5	38.2	30.9
Months of Inventory ⁵	5.0	7.5	7.1	7.7	13.4	17.2	19.4
Average Price	\$383,924	11.3	19.5	25.0	39.2	38.9	40.5
Median Price	\$350,000	9.4	18.6	27.3	37.3	40.0	37.3
Sales to List Price Ratio	96.7	96.0	96.1	95.7	94.6	94.1	94.2
Median Days on Market	54.0	61.0	60.0	69.0	90.0	91.0	59.0

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

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

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

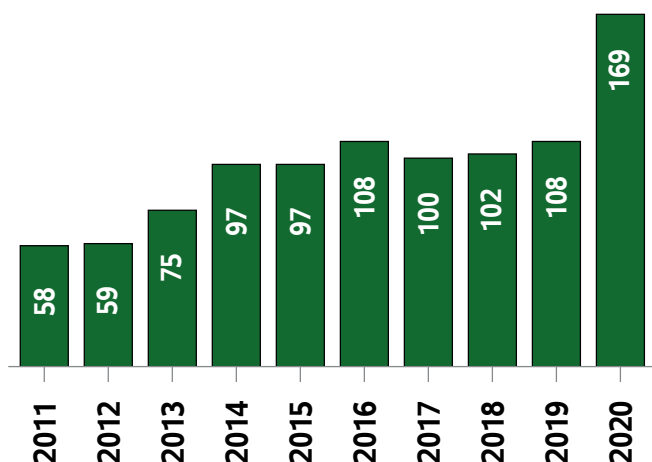
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

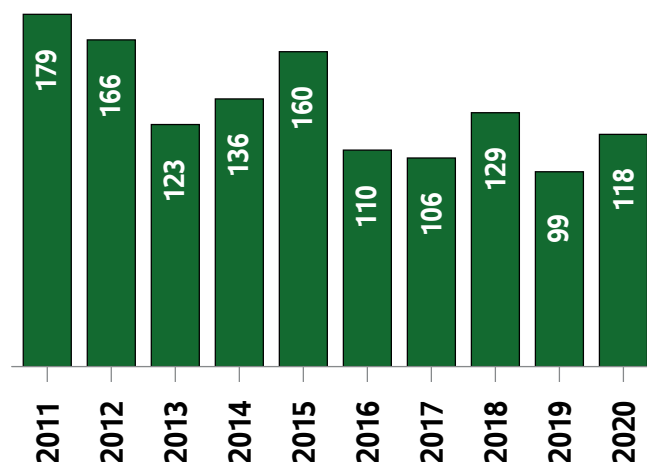
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kootenay Association of REALTORS® MLS® Single Family Market Activity

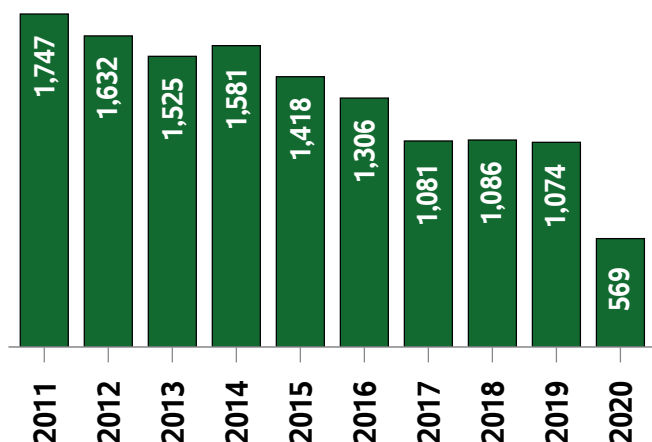
Sales Activity (December only)



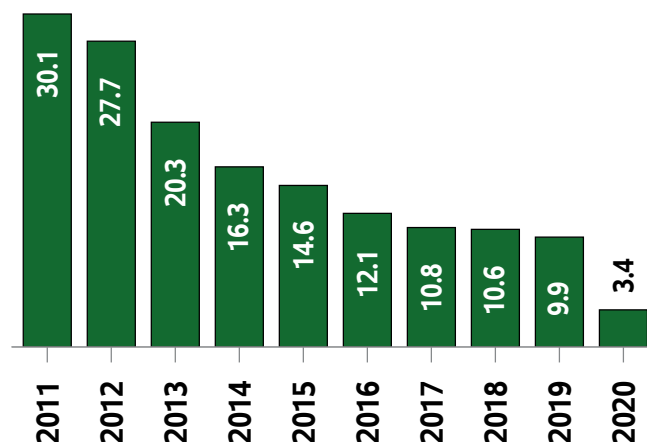
New Listings (December only)



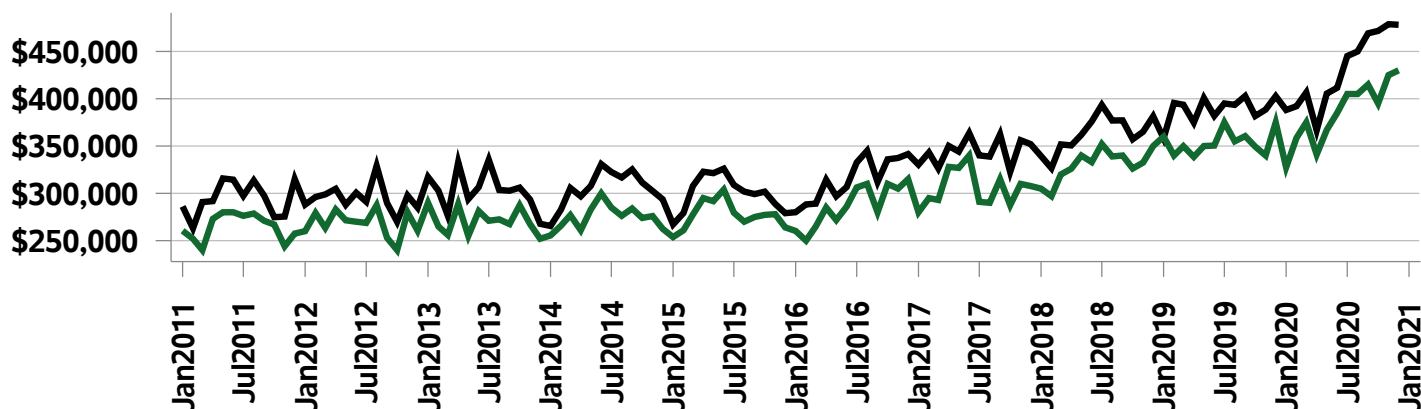
Active Listings (December only)



Months of Inventory (December only)

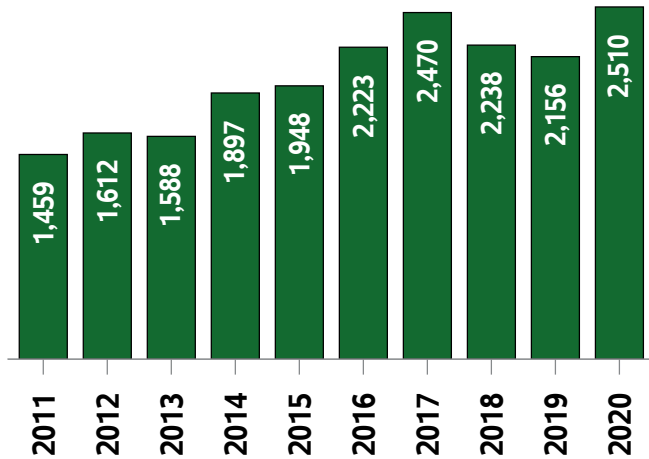


Average Price and Median Price

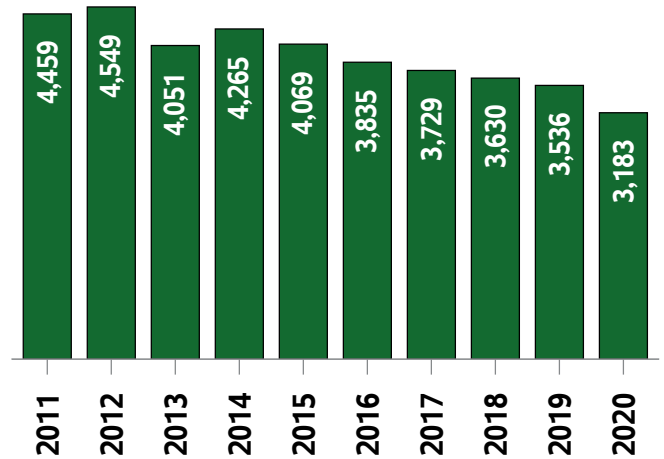


Kootenay Association of REALTORS® MLS® Single Family Market Activity

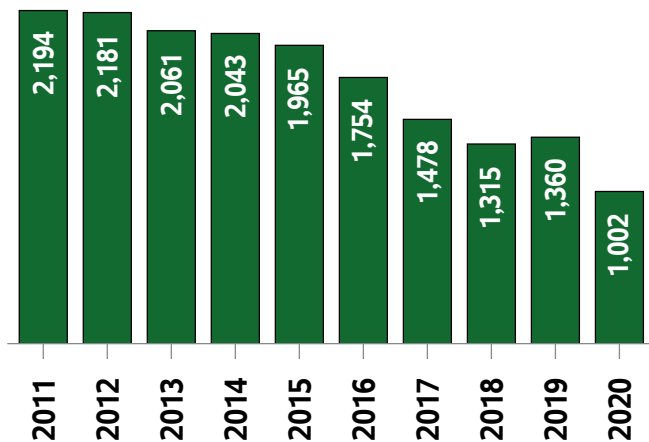
Sales Activity (December Year-to-date)



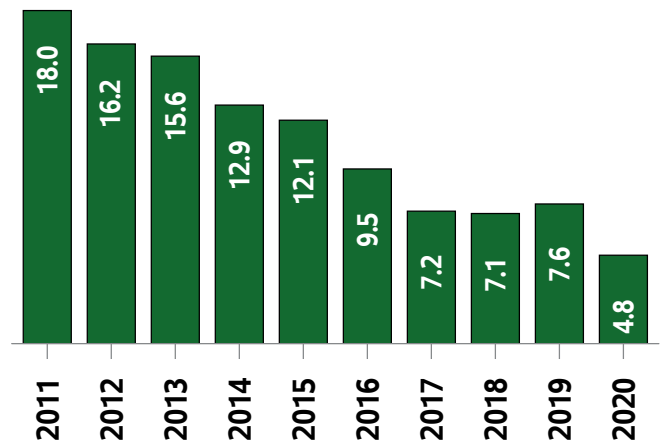
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	169	56.5	65.7	69.0	74.2	125.3	213.0
Dollar Volume	\$80,813,373	85.8	107.7	129.6	198.6	302.3	393.6
New Listings	118	19.2	-8.5	11.3	-26.3	-4.1	-21.9
Active Listings	569	-47.0	-47.6	-47.4	-59.9	-62.7	-65.7
Sales to New Listings Ratio ¹	143.2	109.1	79.1	94.3	60.6	61.0	35.8
Months of Inventory ²	3.4	9.9	10.6	10.8	14.6	20.3	30.8
Average Price	\$478,186	18.7	25.3	35.8	71.4	78.5	57.7
Median Price	\$430,000	14.7	22.9	39.7	62.9	70.6	70.1
Sales to List Price Ratio	97.7	95.9	96.7	95.2	95.0	93.6	92.4
Median Days on Market	51.0	98.5	65.5	75.5	76.0	106.0	87.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	2,510	16.4	12.2	1.6	28.9	58.1	66.0
Dollar Volume	\$1,111,131,160	32.0	35.7	30.3	87.5	128.5	146.8
New Listings	3,183	-10.0	-12.3	-14.6	-21.8	-21.4	-32.1
Active Listings ³	1,002	-26.3	-23.8	-32.2	-49.0	-51.4	-55.2
Sales to New Listings Ratio ⁴	78.9	61.0	61.7	66.2	47.9	39.2	32.3
Months of Inventory ⁵	4.8	7.6	7.1	7.2	12.1	15.6	17.7
Average Price	\$442,682	13.4	21.0	28.2	45.5	44.6	48.6
Median Price	\$393,500	11.1	19.2	28.4	40.5	44.5	43.1
Sales to List Price Ratio	96.9	96.3	96.5	96.0	94.9	94.5	94.6
Median Days on Market	53.0	61.0	57.0	65.0	87.0	86.0	55.0

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

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

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

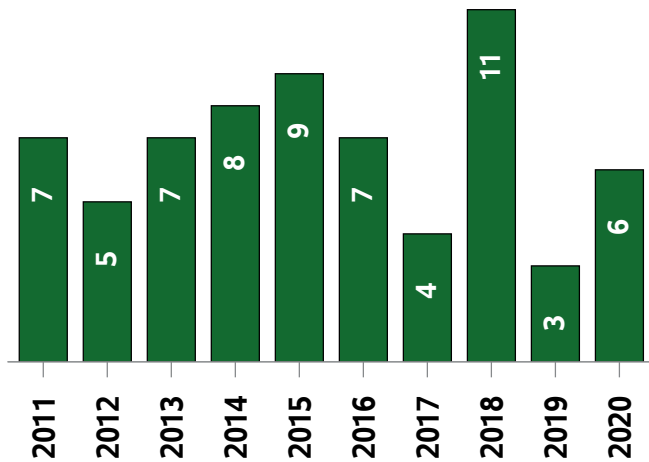
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

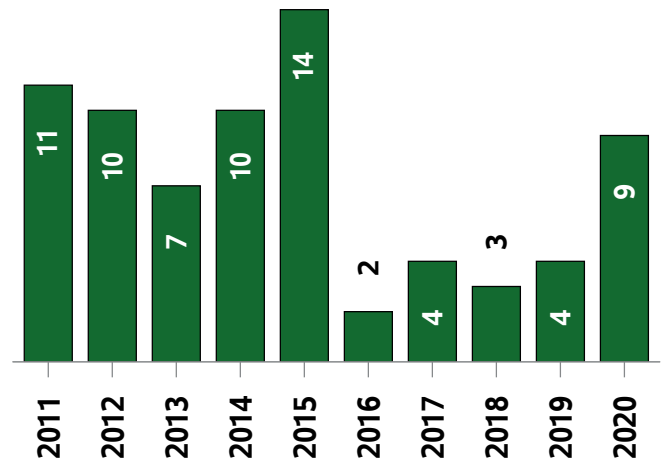
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

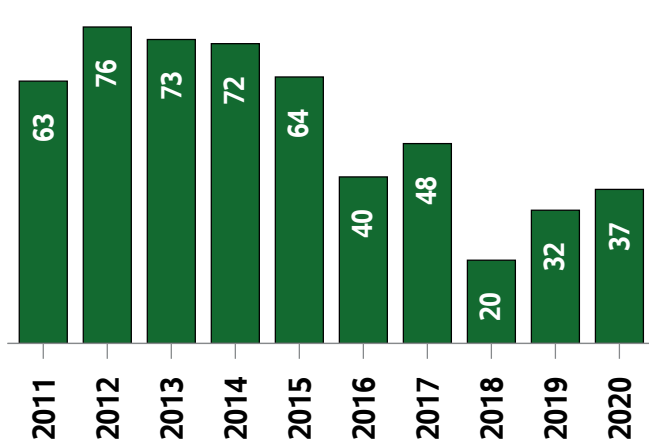
Sales Activity (December only)



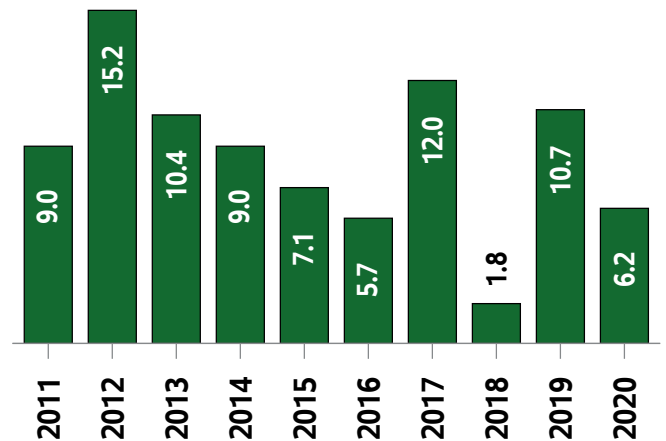
New Listings (December only)



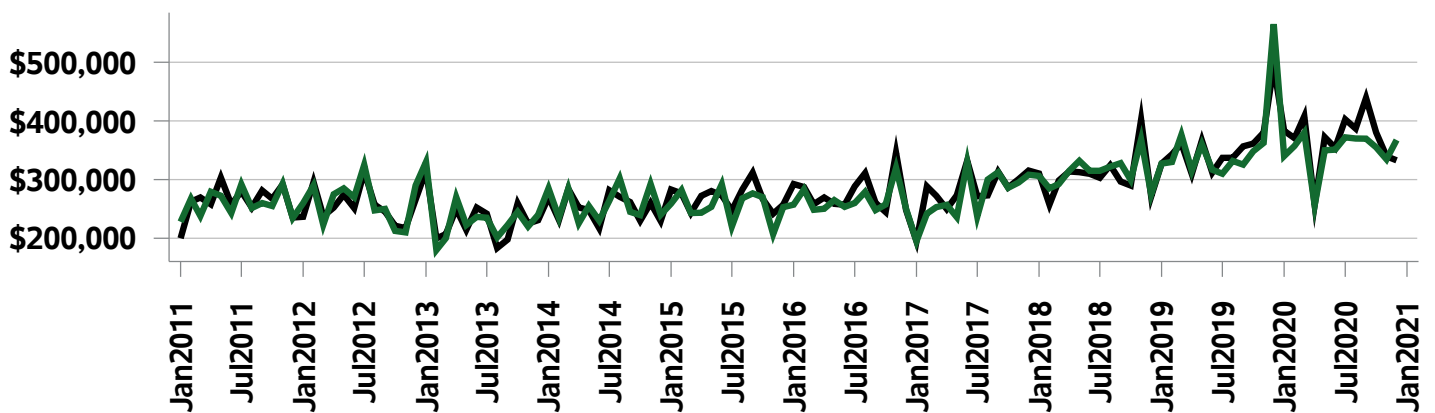
Active Listings (December only)



Months of Inventory (December only)

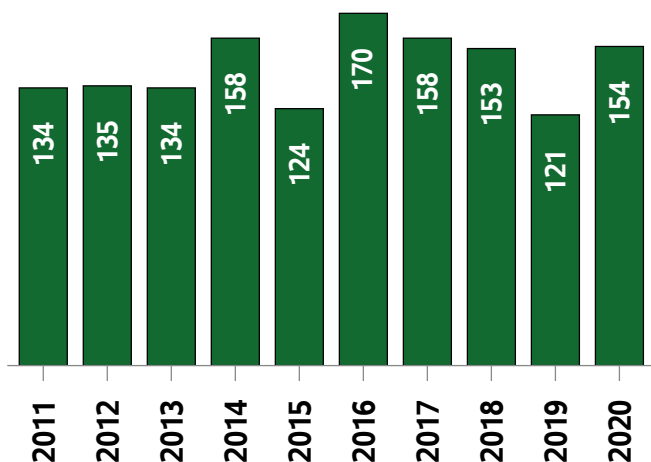


Average Price and Median Price

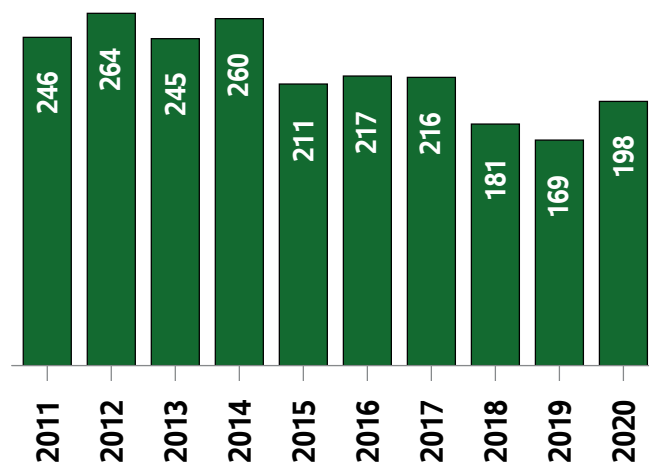


Castlegar MLS® Residential Market Activity

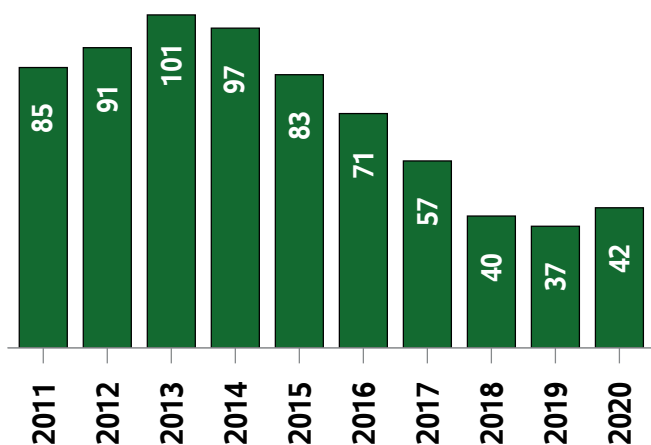
Sales Activity (December Year-to-date)



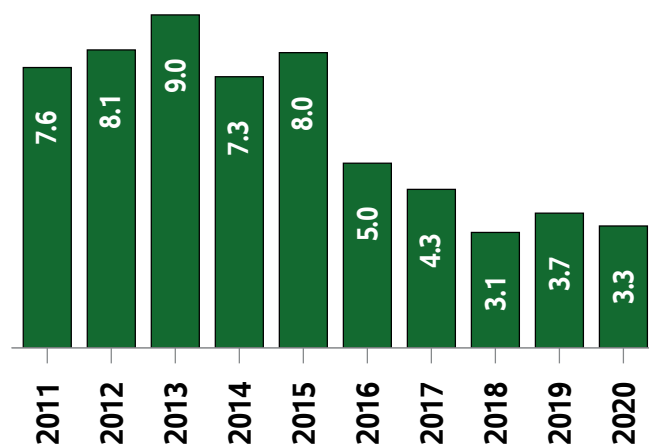
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Castlegar MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	100.0	-45.5	50.0	-33.3	-14.3	200.0
Dollar Volume	\$1,996,900	34.9	-33.1	58.3	-13.7	23.6	376.6
New Listings	9	125.0	200.0	125.0	-35.7	28.6	28.6
Active Listings	37	15.6	85.0	-22.9	-42.2	-49.3	-47.1
Sales to New Listings Ratio ¹	66.7	75.0	366.7	100.0	64.3	100.0	28.6
Months of Inventory ²	6.2	10.7	1.8	12.0	7.1	10.4	35.0
Average Price	\$332,817	-32.5	22.7	5.5	29.5	44.2	58.9
Median Price	\$367,500	-35.0	33.6	19.2	45.3	53.1	75.4
Sales to List Price Ratio	96.8	97.4	97.3	96.0	96.5	93.5	96.2
Median Days on Market	27.0	83.0	45.0	94.5	95.0	85.0	77.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	154	27.3	0.7	-2.5	24.2	14.9	41.3
Dollar Volume	\$58,195,546	38.1	24.4	29.8	74.5	89.1	110.3
New Listings	198	17.2	9.4	-8.3	-6.2	-19.2	-26.9
Active Listings ³	42	15.2	6.3	-25.0	-48.7	-57.9	-42.2
Sales to New Listings Ratio ⁴	77.8	71.6	84.5	73.1	58.8	54.7	40.2
Months of Inventory ⁵	3.3	3.7	3.1	4.3	8.0	9.0	8.1
Average Price	\$377,893	8.5	23.6	33.2	40.5	64.5	48.9
Median Price	\$355,000	7.4	16.4	22.6	36.5	56.2	47.9
Sales to List Price Ratio	97.8	97.9	97.5	96.5	96.0	94.5	95.7
Median Days on Market	38.0	35.0	35.0	48.0	84.5	74.0	33.0

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

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

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

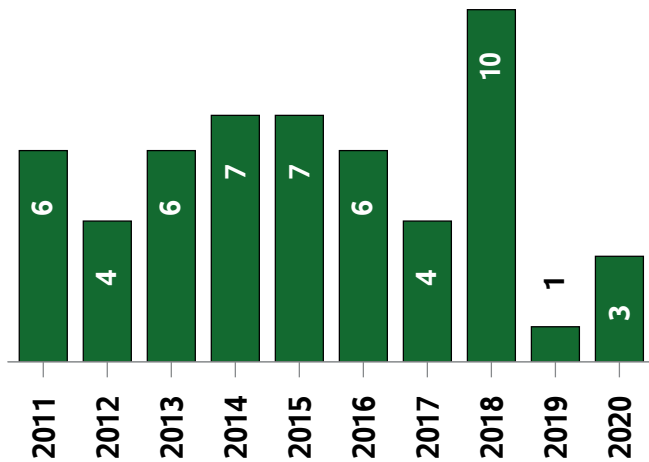
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

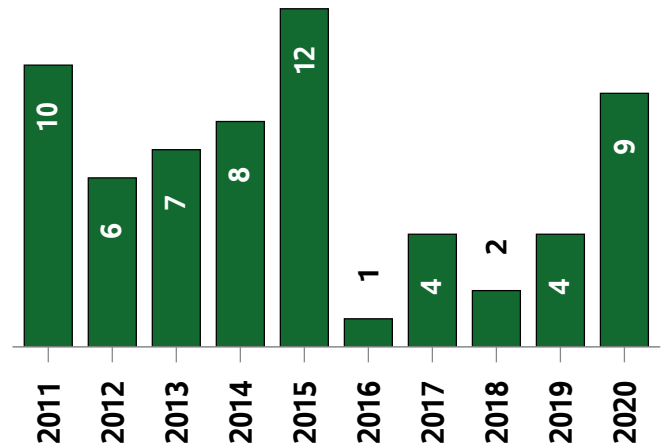
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

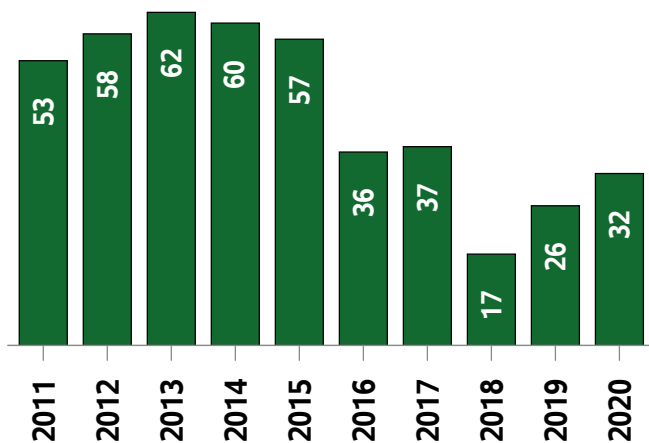
Sales Activity (December only)



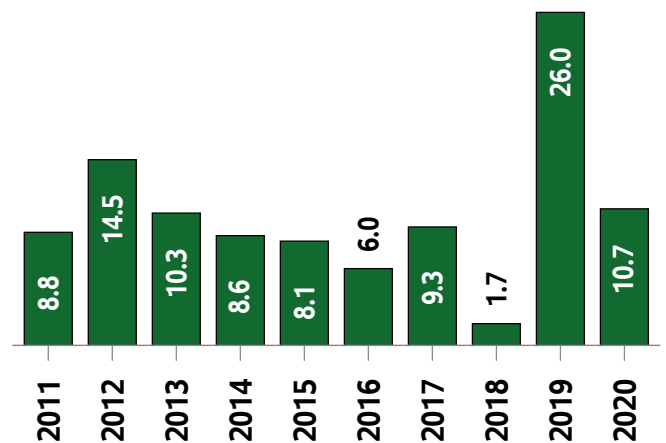
New Listings (December only)



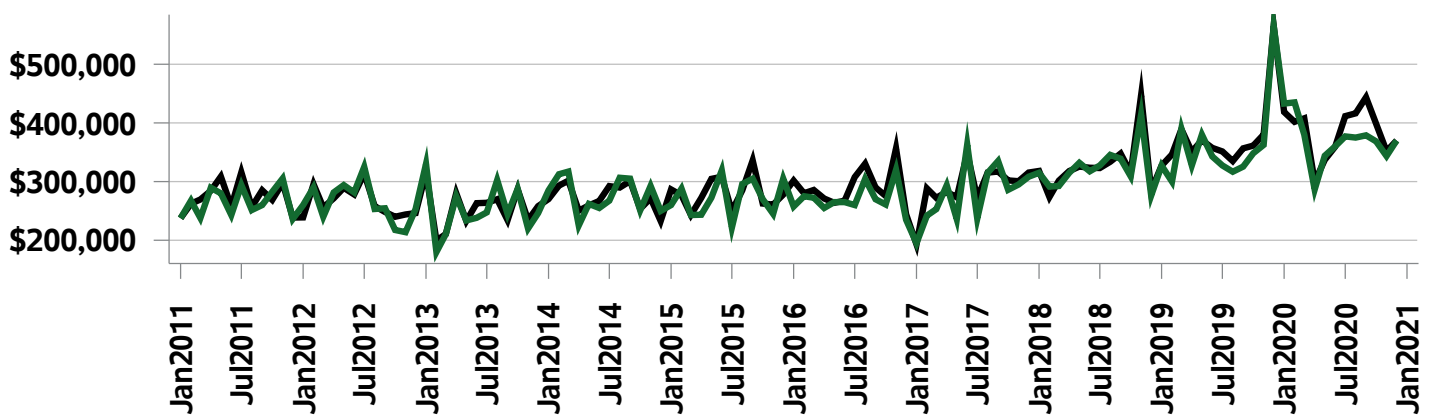
Active Listings (December only)



Months of Inventory (December only)

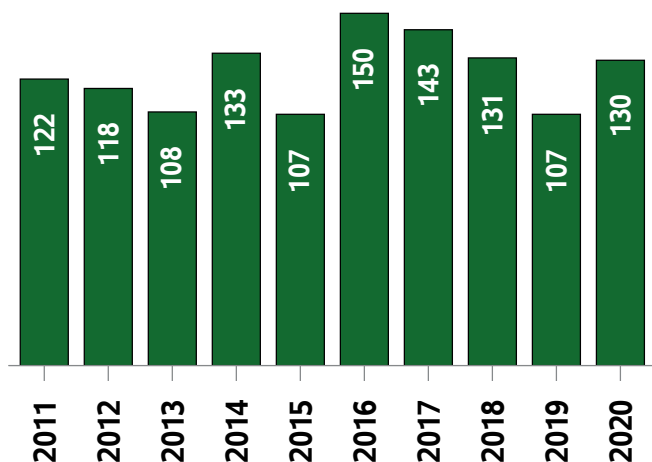


Average Price and Median Price

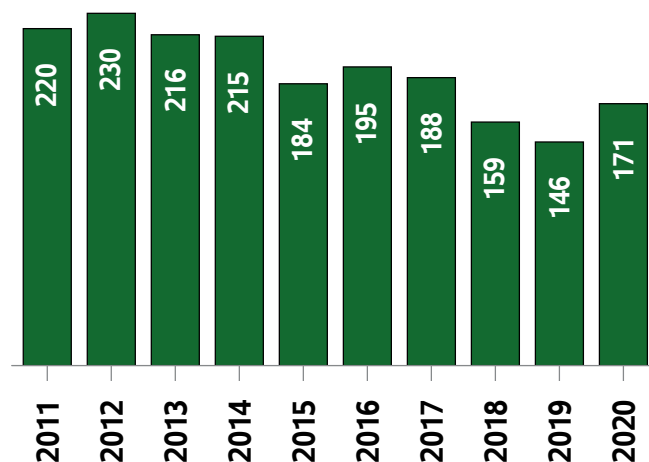


Castlegar MLS® Single Family Market Activity

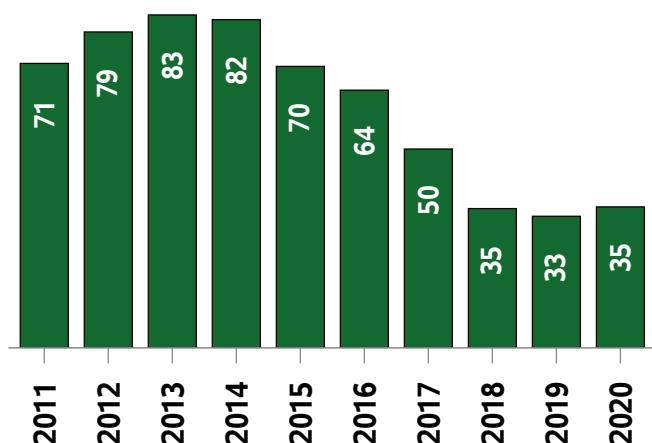
Sales Activity (December Year-to-date)



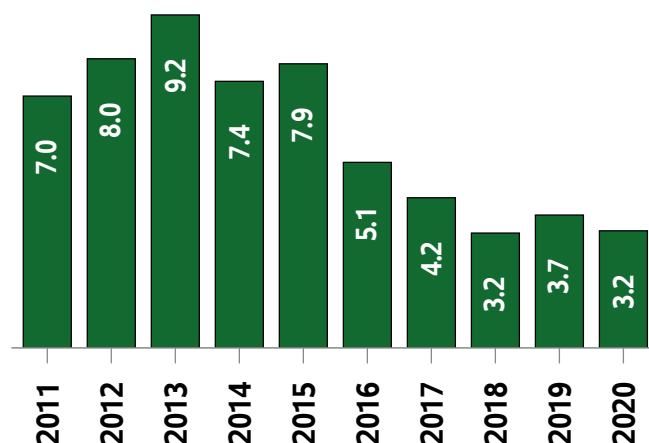
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Castlegar

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	3	200.0	-70.0	-25.0	-57.1	-50.0	200.0
Dollar Volume	\$1,110,000	96.5	-61.0	-12.0	-42.9	-28.3	503.3
New Listings	9	125.0	350.0	125.0	-25.0	28.6	125.0
Active Listings	32	23.1	88.2	-13.5	-43.9	-48.4	-44.8
Sales to New Listings Ratio ¹	33.3	25.0	500.0	100.0	58.3	85.7	25.0
Months of Inventory ²	10.7	26.0	1.7	9.3	8.1	10.3	58.0
Average Price	\$370,000	-34.5	29.9	17.3	33.2	43.4	101.1
Median Price	\$370,000	-34.5	33.9	20.0	21.3	50.3	101.1
Sales to List Price Ratio	97.1	95.9	97.3	96.0	97.3	94.7	94.4
Median Days on Market	23.0	146.0	49.5	94.5	95.0	77.0	153.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	130	21.5	-0.8	-9.1	21.5	20.4	27.5
Dollar Volume	\$51,007,546	32.4	21.8	20.5	70.5	86.2	90.0
New Listings	171	17.1	7.5	-9.0	-7.1	-20.8	-29.6
Active Listings ³	35	7.1	1.2	-29.1	-49.9	-57.6	-44.8
Sales to New Listings Ratio ⁴	76.0	73.3	82.4	76.1	58.2	50.0	42.0
Months of Inventory ⁵	3.2	3.7	3.2	4.2	7.9	9.2	7.5
Average Price	\$392,366	9.0	22.8	32.5	40.3	54.7	49.1
Median Price	\$369,500	8.7	17.3	25.3	36.9	54.0	48.7
Sales to List Price Ratio	98.1	97.9	97.6	96.6	96.1	94.7	95.9
Median Days on Market	37.0	35.0	36.0	48.0	85.0	65.0	36.5

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

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

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

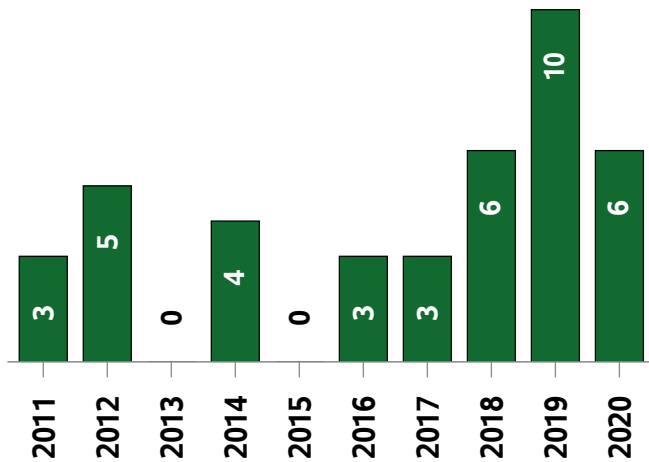
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

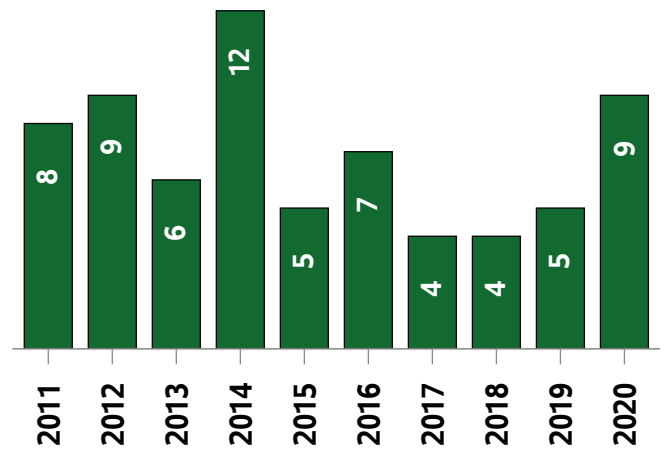
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

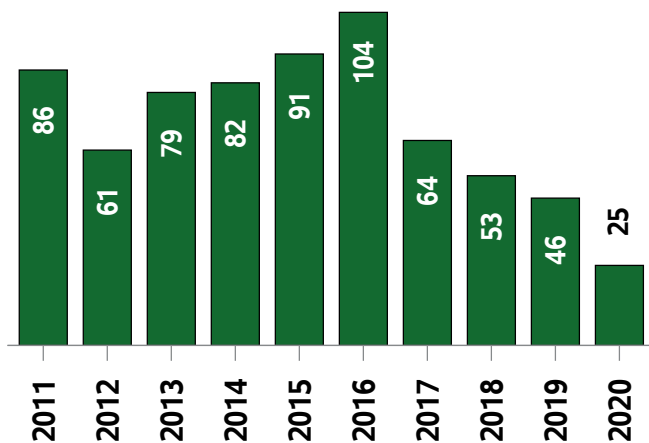
Sales Activity (December only)



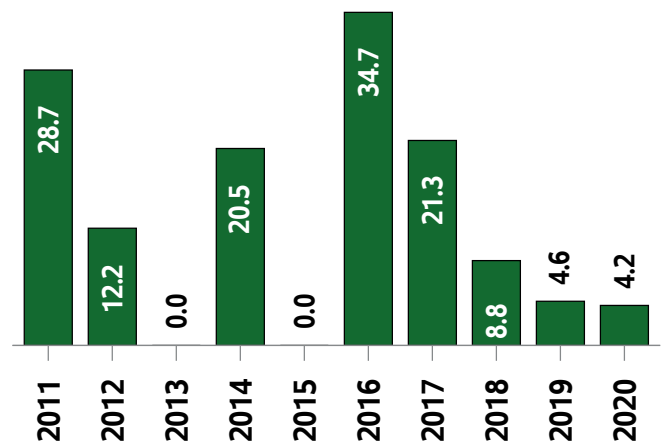
New Listings (December only)



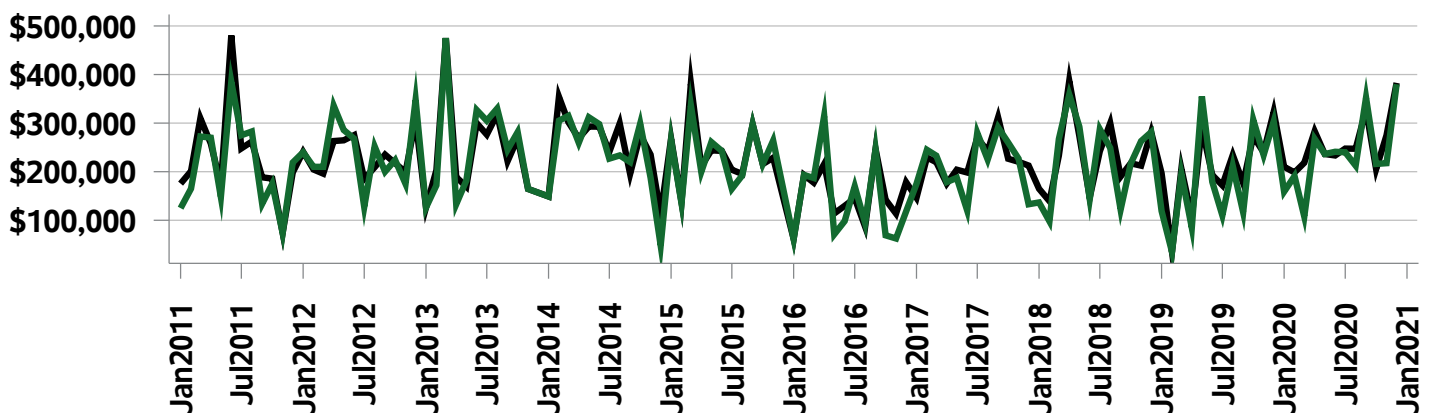
Active Listings (December only)



Months of Inventory (December only)



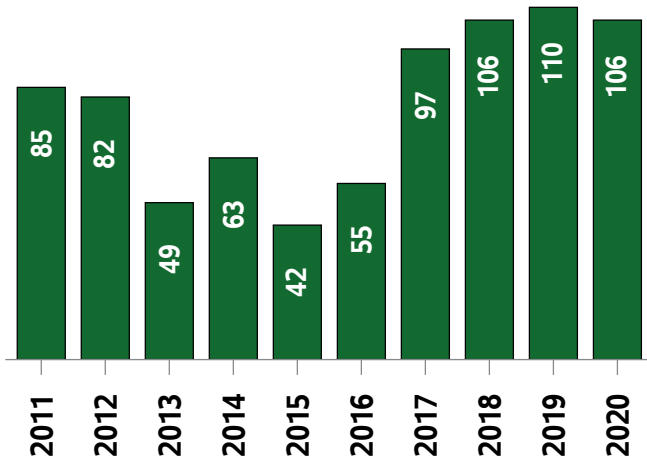
Average Price and Median Price



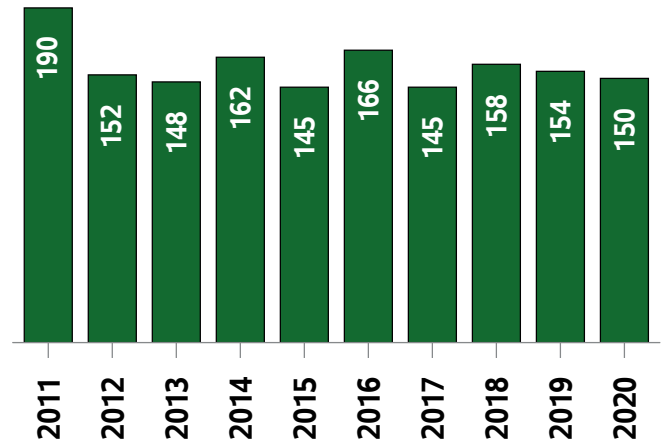
Sparwood

MLS® Residential Market Activity

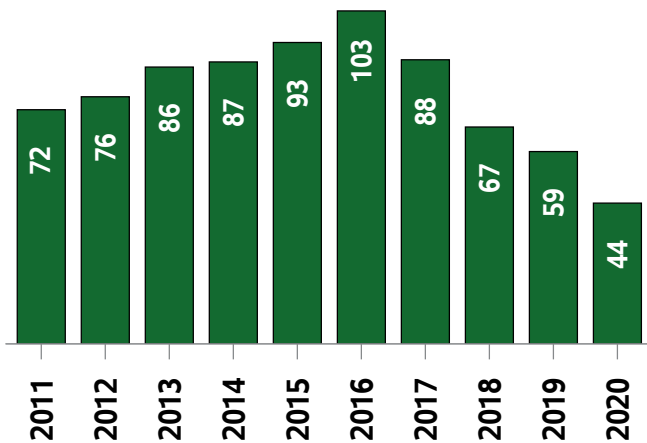
Sales Activity (December Year-to-date)



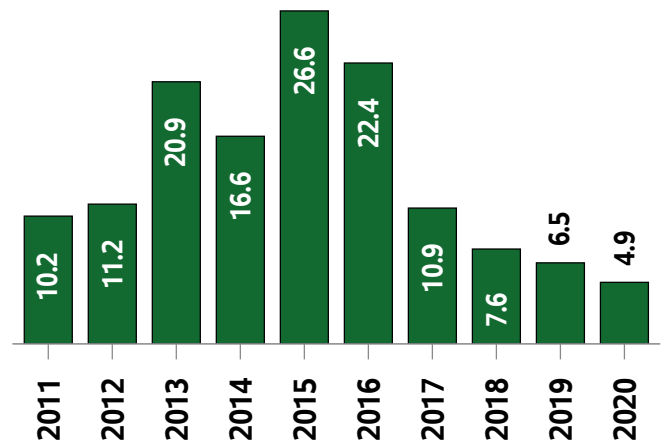
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Sparwood

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	-40.0	0.0	100.0	—	—	100.0
Dollar Volume	\$2,297,000	-29.0	36.1	260.0	—	—	278.4
New Listings	9	80.0	125.0	125.0	80.0	50.0	0.0
Active Listings	25	-45.7	-52.8	-60.9	-72.5	-68.4	-56.9
Sales to New Listings Ratio ¹	66.7	200.0	150.0	75.0	—	—	33.3
Months of Inventory ²	4.2	4.6	8.8	21.3	—	—	19.3
Average Price	\$382,833	18.4	36.1	80.0	—	—	89.2
Median Price	\$380,000	25.2	35.0	185.7	—	—	134.6
Sales to List Price Ratio	98.9	101.0	96.2	94.7	—	—	91.9
Median Days on Market	44.0	184.0	69.0	91.0	—	—	77.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	106	-3.6	0.0	9.3	152.4	116.3	135.6
Dollar Volume	\$27,831,852	11.4	10.8	24.4	181.1	136.1	238.3
New Listings	150	-2.6	-5.1	3.4	3.4	1.4	-24.2
Active Listings ³	44	-26.8	-35.1	-50.4	-53.3	-49.1	-31.0
Sales to New Listings Ratio ⁴	70.7	71.4	67.1	66.9	29.0	33.1	22.7
Months of Inventory ⁵	4.9	6.5	7.6	10.9	26.6	20.9	16.8
Average Price	\$262,565	15.6	10.8	13.8	11.4	9.1	43.6
Median Price	\$243,500	21.8	5.6	1.0	-0.6	-5.6	49.8
Sales to List Price Ratio	96.1	95.5	95.3	95.1	94.6	95.2	93.2
Median Days on Market	56.5	63.5	97.5	91.0	105.5	58.0	44.0

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

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

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

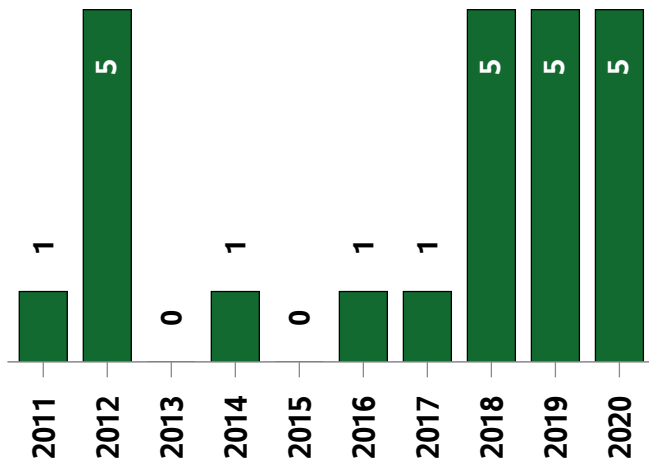
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

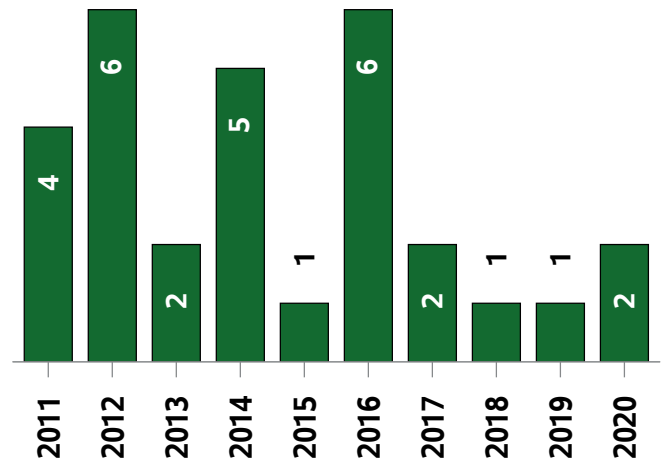
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

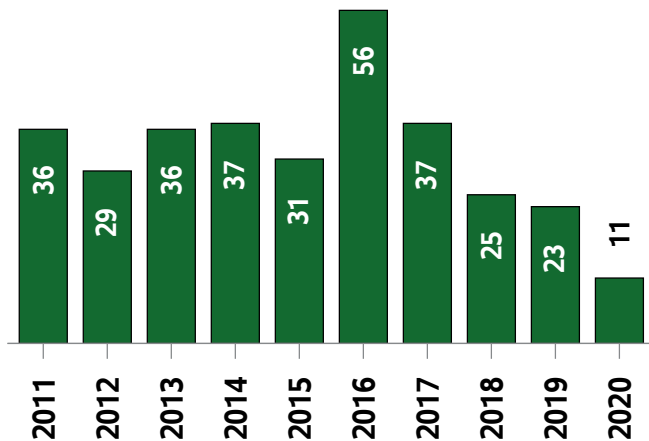
Sales Activity (December only)



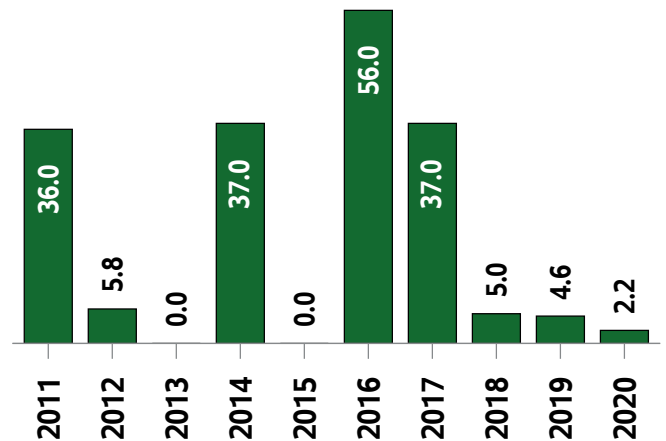
New Listings (December only)



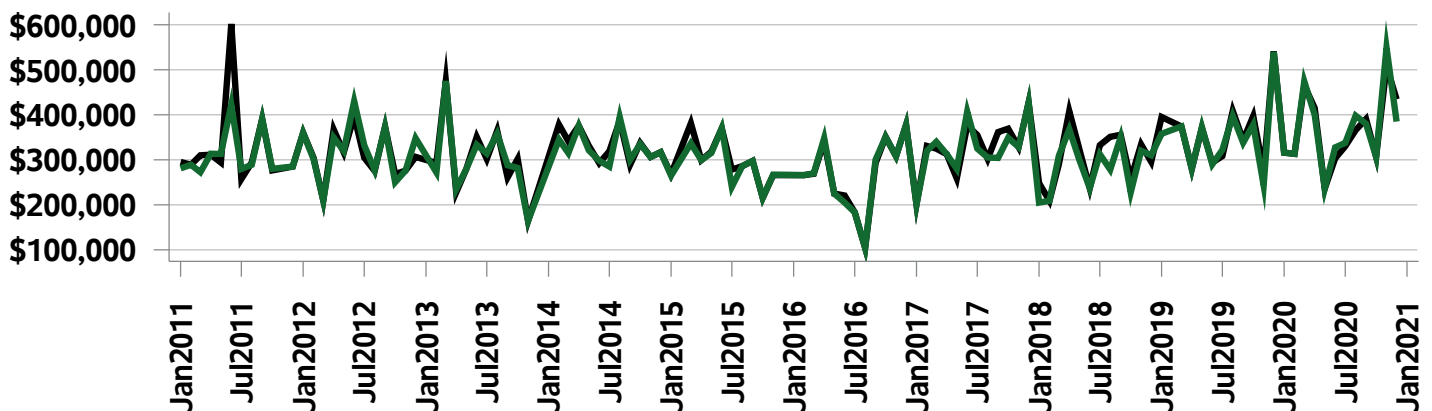
Active Listings (December only)



Months of Inventory (December only)

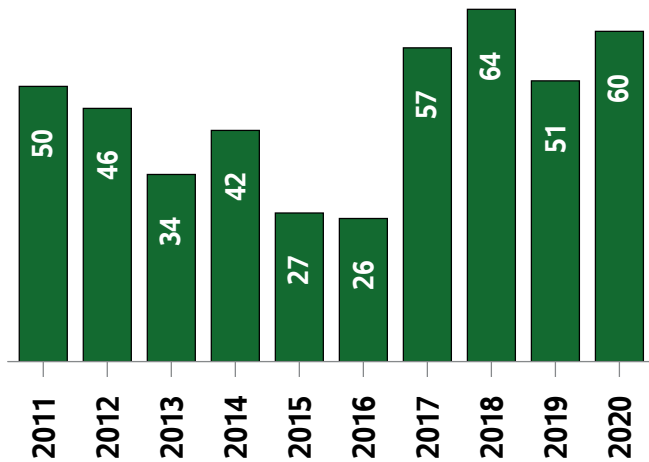


Average Price and Median Price

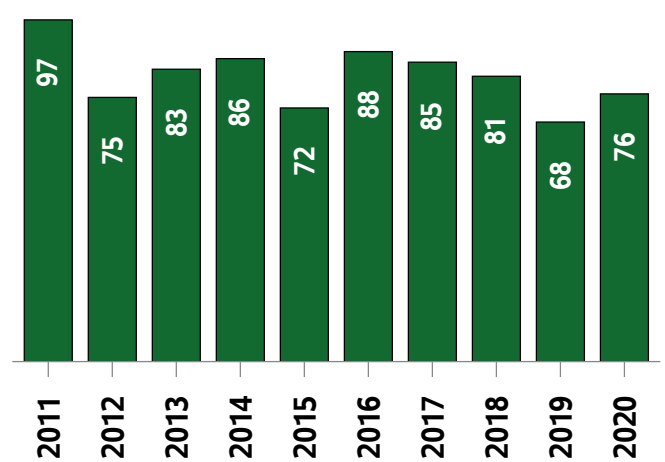


Sparwood MLS® Single Family Market Activity

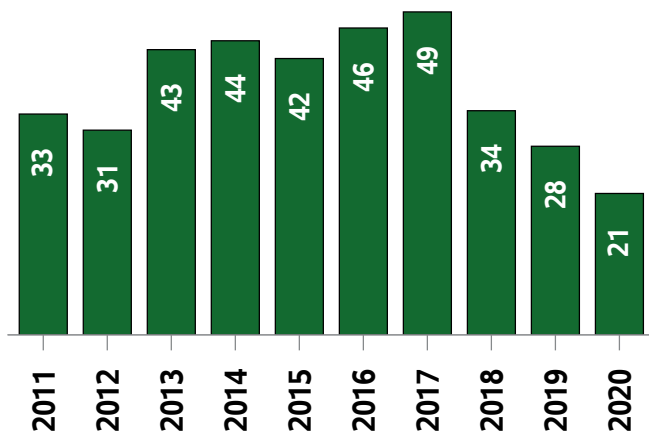
Sales Activity (December Year-to-date)



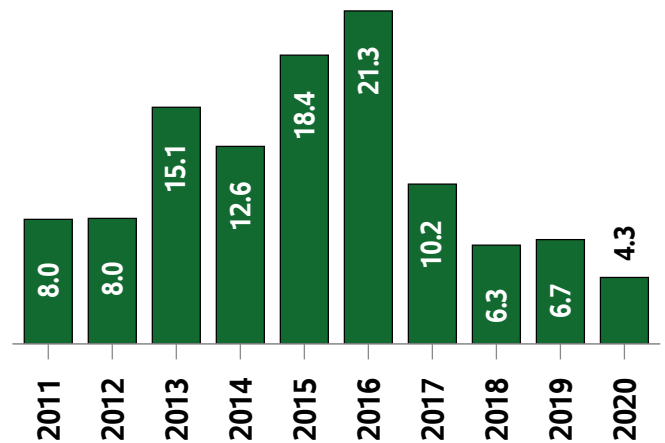
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Sparwood

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	0.0	0.0	400.0	—	—	150.0
Dollar Volume	\$2,172,000	-19.7	47.0	408.7	—	—	324.2
New Listings	2	100.0	100.0	0.0	100.0	0.0	-33.3
Active Listings	11	-52.2	-56.0	-70.3	-64.5	-69.4	-68.6
Sales to New Listings Ratio ¹	250.0	500.0	500.0	50.0	—	—	66.7
Months of Inventory ²	2.2	4.6	5.0	37.0	—	—	17.5
Average Price	\$434,400	-19.7	47.0	1.7	—	—	69.7
Median Price	\$385,000	-28.7	24.2	-9.8	—	—	50.4
Sales to List Price Ratio	98.9	98.2	97.1	97.3	—	—	92.5
Median Days on Market	46.0	201.0	90.0	64.0	—	—	95.5
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	60	17.6	-6.3	5.3	122.2	76.5	172.7
Dollar Volume	\$22,089,748	17.1	7.6	16.5	172.0	120.3	276.6
New Listings	76	11.8	-6.2	-10.6	5.6	-8.4	-29.6
Active Listings ³	21	-25.0	-36.9	-56.2	-48.8	-50.4	-37.0
Sales to New Listings Ratio ⁴	78.9	75.0	79.0	67.1	37.5	41.0	20.4
Months of Inventory ⁵	4.3	6.7	6.3	10.2	18.4	15.1	18.4
Average Price	\$368,162	-0.5	14.7	10.7	22.4	24.8	38.1
Median Price	\$365,500	1.5	17.9	15.7	19.8	20.4	38.2
Sales to List Price Ratio	97.7	96.9	96.4	96.6	95.5	96.2	95.7
Median Days on Market	38.0	68.0	102.5	104.0	97.0	72.5	43.0

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

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

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

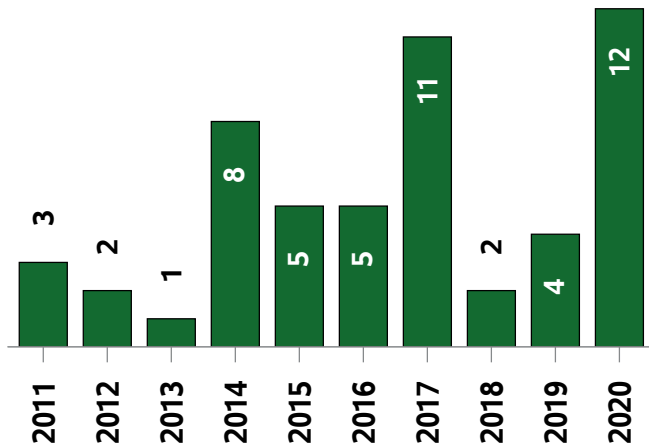
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

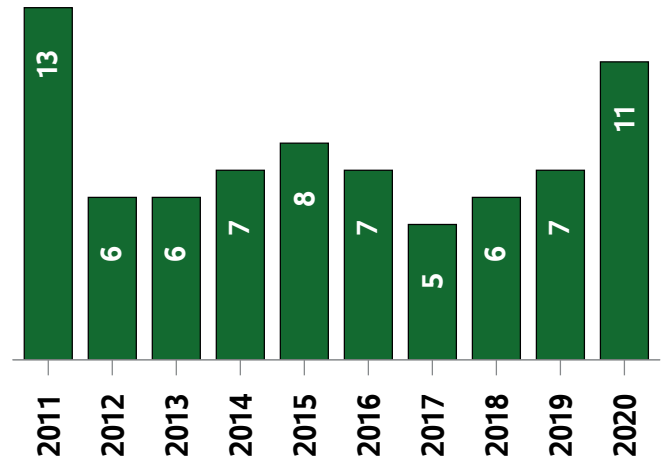
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

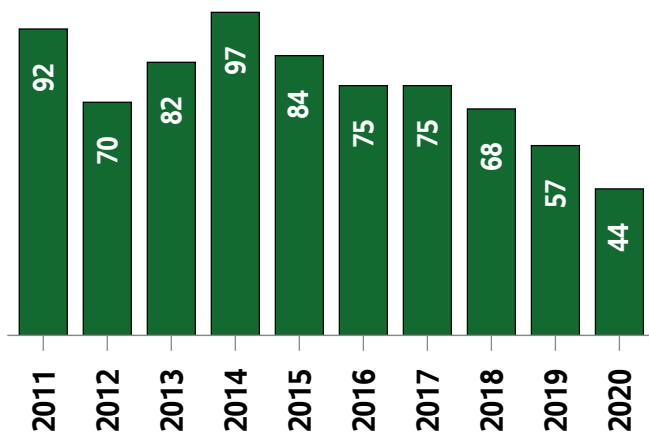
Sales Activity (December only)



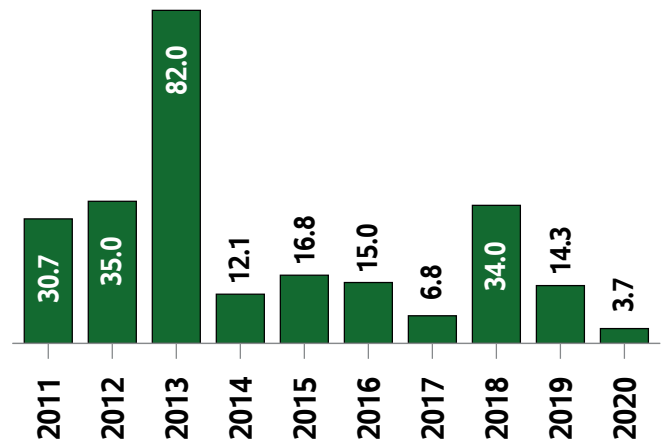
New Listings (December only)



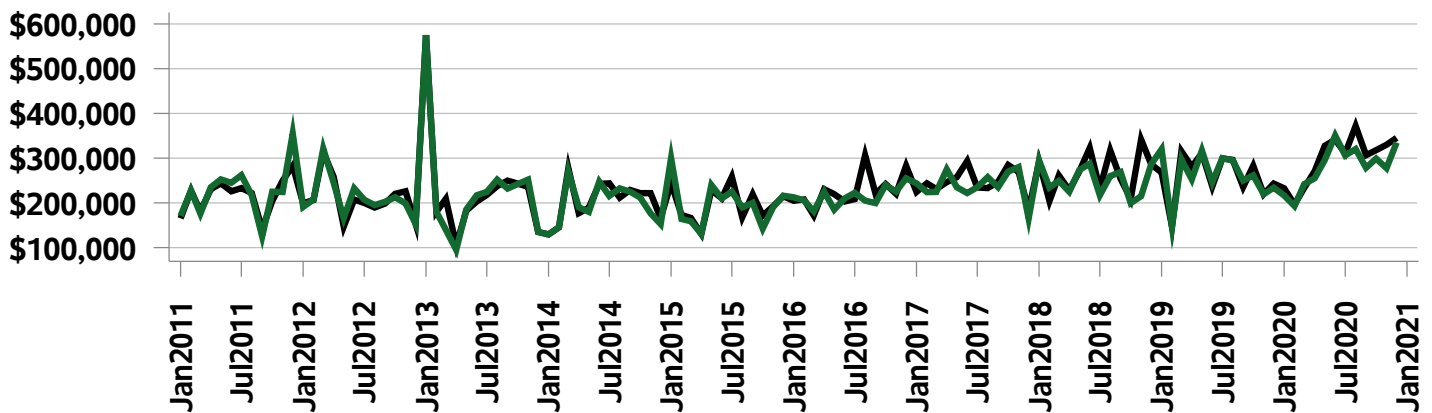
Active Listings (December only)



Months of Inventory (December only)

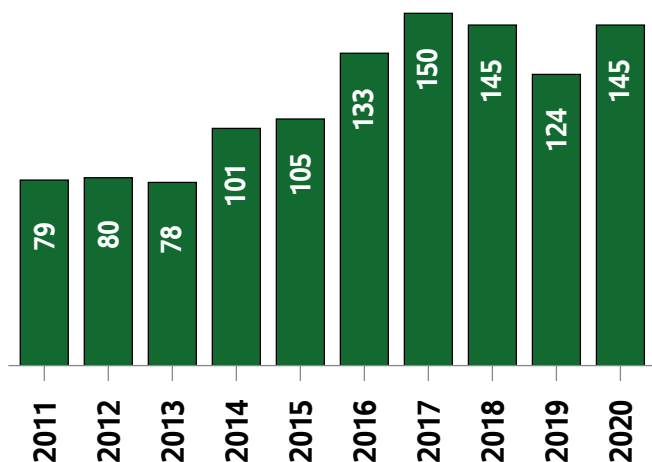


Average Price and Median Price

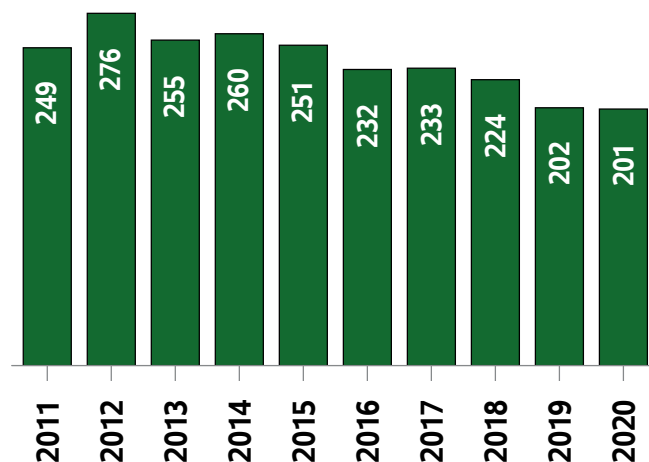


Creston MLS® Residential Market Activity

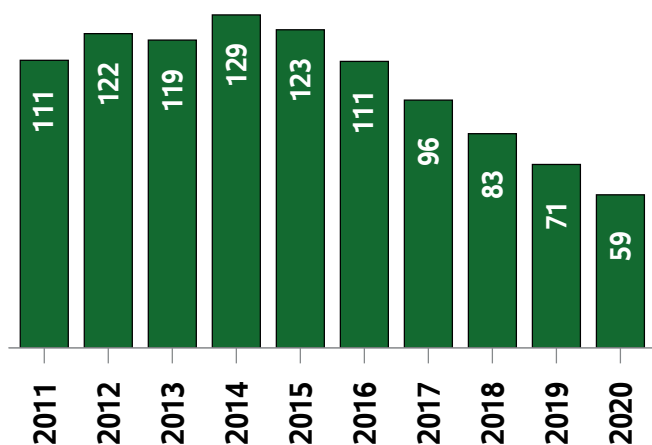
Sales Activity (December Year-to-date)



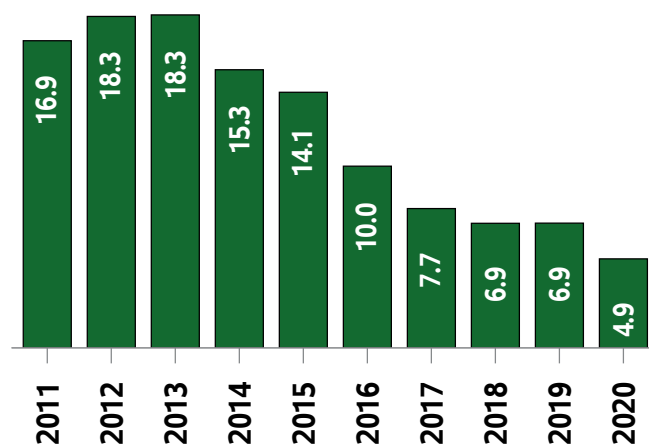
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Creston

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	12	200.0	500.0	9.1	140.0	1,100.0	300.0
Dollar Volume	\$4,143,200	326.0	623.7	106.0	285.8	2,969.0	704.7
New Listings	11	57.1	83.3	120.0	37.5	83.3	57.1
Active Listings	44	-22.8	-35.3	-41.3	-47.6	-46.3	-33.3
Sales to New Listings Ratio ¹	109.1	57.1	33.3	220.0	62.5	16.7	42.9
Months of Inventory ²	3.7	14.3	34.0	6.8	16.8	82.0	22.0
Average Price	\$345,267	42.0	20.6	88.8	60.7	155.8	101.2
Median Price	\$335,000	43.2	17.0	103.0	55.1	148.1	109.4
Sales to List Price Ratio	96.1	91.3	95.9	93.7	94.3	93.1	89.9
Median Days on Market	65.0	168.5	59.0	58.0	237.0	136.0	171.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	145	16.9	0.0	-3.3	38.1	85.9	141.7
Dollar Volume	\$45,168,600	28.6	19.2	21.6	108.8	160.8	272.7
New Listings	201	-0.5	-10.3	-13.7	-19.9	-21.2	-19.9
Active Listings ³	59	-16.5	-28.5	-38.2	-51.9	-50.2	-32.0
Sales to New Listings Ratio ⁴	72.1	61.4	64.7	64.4	41.8	30.6	23.9
Months of Inventory ⁵	4.9	6.9	6.9	7.7	14.1	18.3	17.5
Average Price	\$311,508	10.0	19.2	25.8	51.2	40.3	54.2
Median Price	\$297,000	10.0	18.6	22.3	48.5	35.9	50.6
Sales to List Price Ratio	95.8	95.0	94.8	94.7	93.0	93.3	93.5
Median Days on Market	67.0	63.5	59.0	76.5	94.0	101.5	44.5

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

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

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

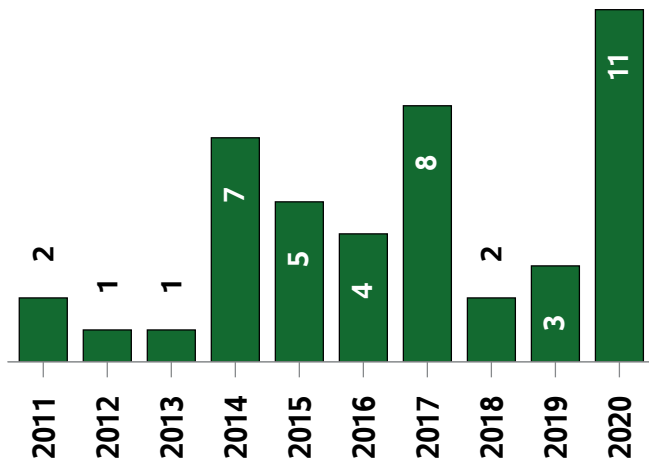
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

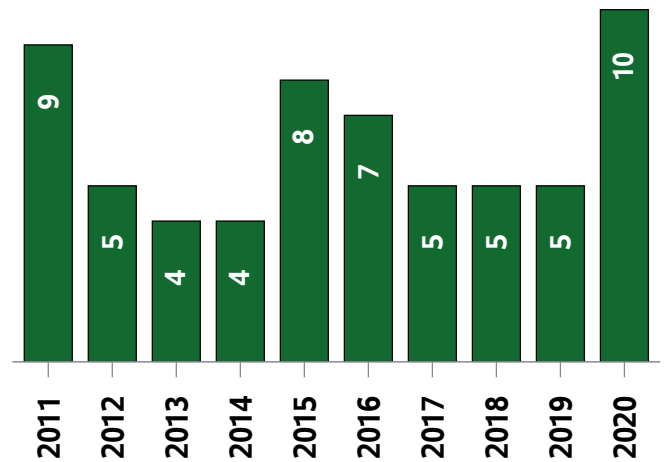
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

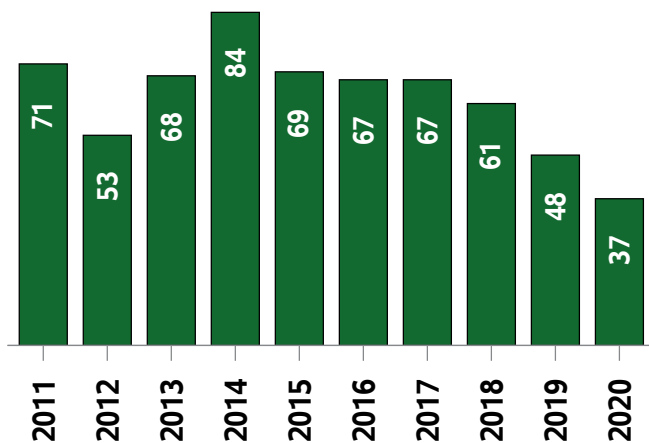
Sales Activity (December only)



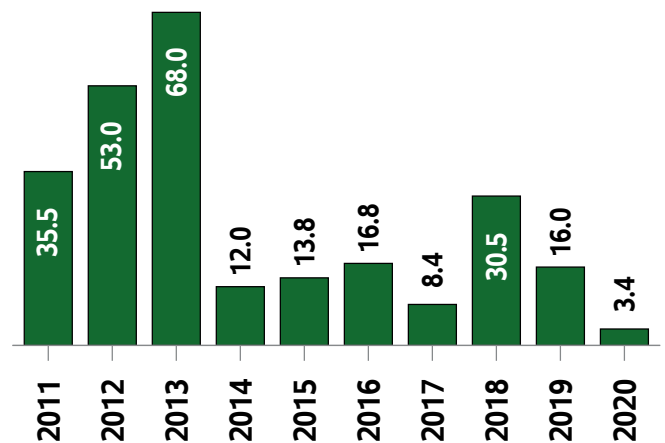
New Listings (December only)



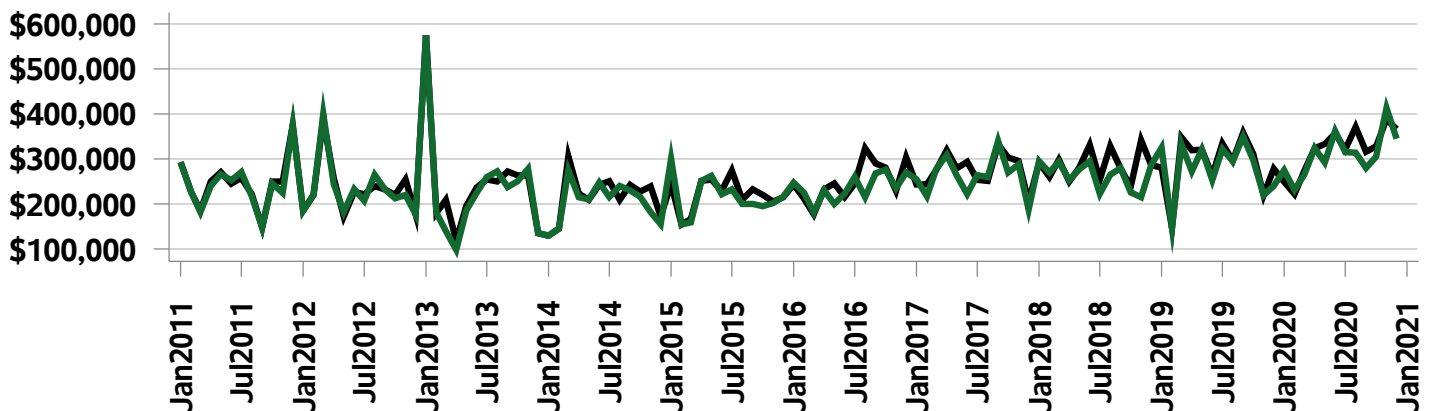
Active Listings (December only)



Months of Inventory (December only)

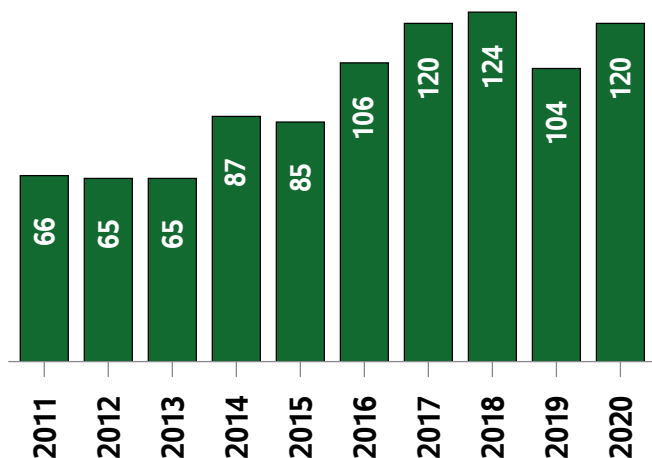


Average Price and Median Price

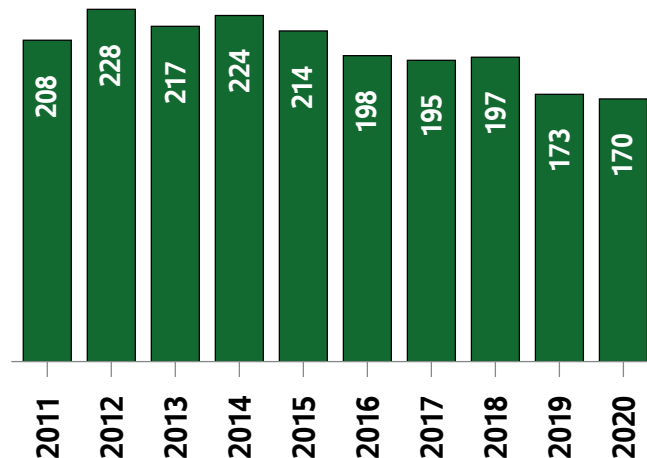


Creston MLS® Single Family Market Activity

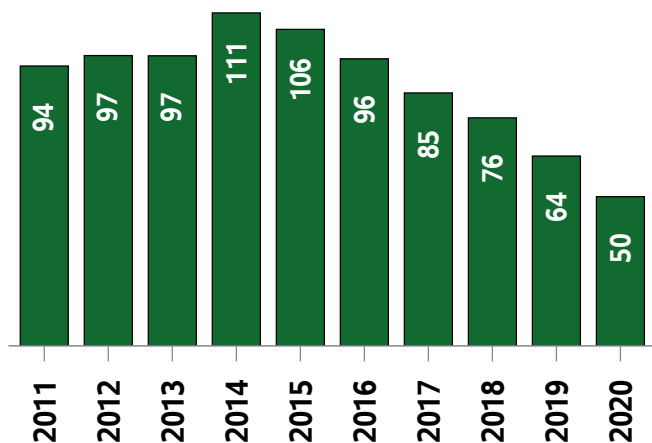
Sales Activity (December Year-to-date)



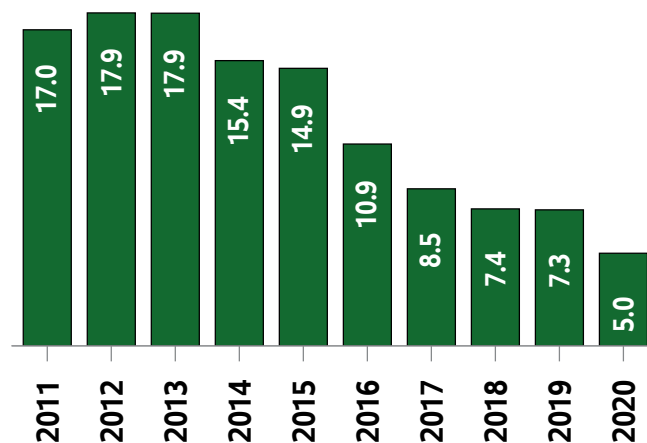
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Creston

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	11	266.7	450.0	37.5	120.0	1,000.0	266.7
Dollar Volume	\$4,030,300	382.7	604.0	146.3	275.3	2,885.4	682.7
New Listings	10	100.0	100.0	100.0	25.0	150.0	66.7
Active Listings	37	-22.9	-39.3	-44.8	-46.4	-45.6	-28.8
Sales to New Listings Ratio ¹	110.0	60.0	40.0	160.0	62.5	25.0	50.0
Months of Inventory ²	3.4	16.0	30.5	8.4	13.8	68.0	17.3
Average Price	\$366,391	31.6	28.0	79.2	70.6	171.4	113.5
Median Price	\$345,000	43.8	20.5	84.0	59.7	155.6	115.6
Sales to List Price Ratio	95.8	90.6	95.9	93.8	94.3	93.1	89.9
Median Days on Market	51.0	213.0	59.0	66.5	237.0	136.0	171.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	120	15.4	-3.2	0.0	41.2	84.6	150.0
Dollar Volume	\$39,919,200	22.9	13.4	21.6	105.6	152.7	271.1
New Listings	170	-1.7	-13.7	-12.8	-20.6	-21.7	-18.3
Active Listings ³	50	-21.4	-34.5	-41.0	-52.8	-48.5	-32.4
Sales to New Listings Ratio ⁴	70.6	60.1	62.9	61.5	39.7	30.0	23.1
Months of Inventory ⁵	5.0	7.3	7.4	8.5	14.9	17.9	18.5
Average Price	\$332,660	6.6	17.2	21.6	45.6	36.9	48.4
Median Price	\$312,500	5.9	16.0	19.0	45.3	38.3	44.3
Sales to List Price Ratio	95.9	95.7	94.7	95.1	93.5	93.9	93.9
Median Days on Market	63.0	63.5	61.0	84.5	125.0	99.0	42.5

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

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

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

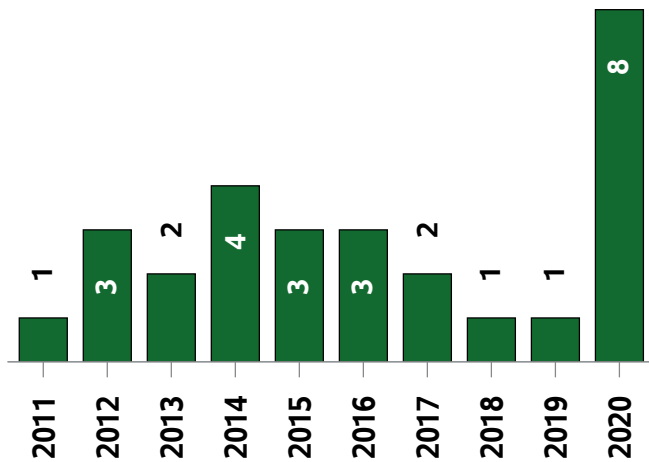
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

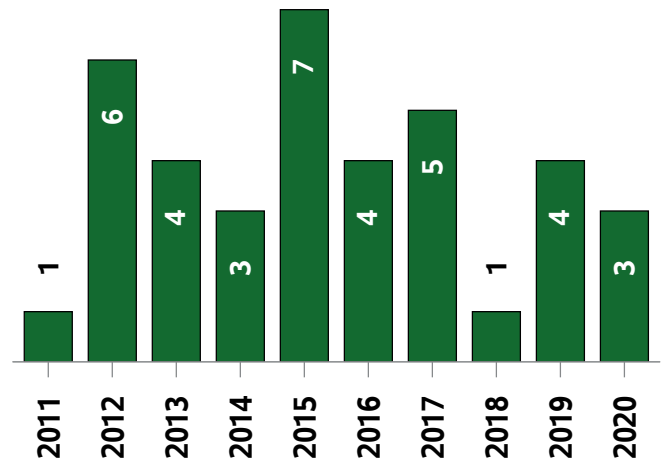
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

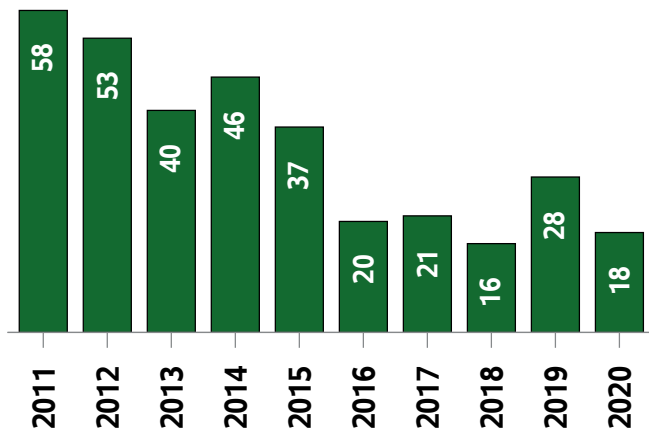
Sales Activity (December only)



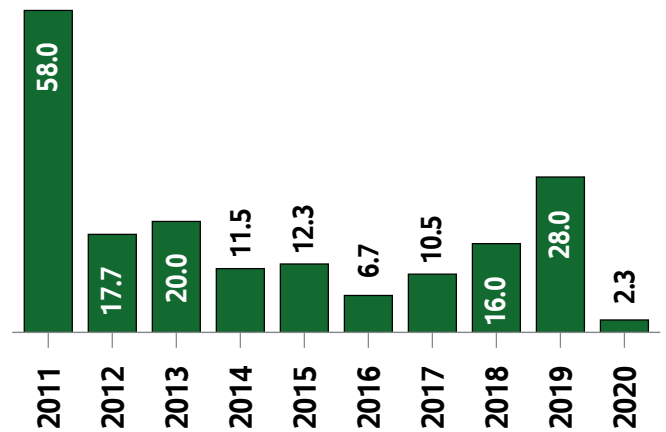
New Listings (December only)



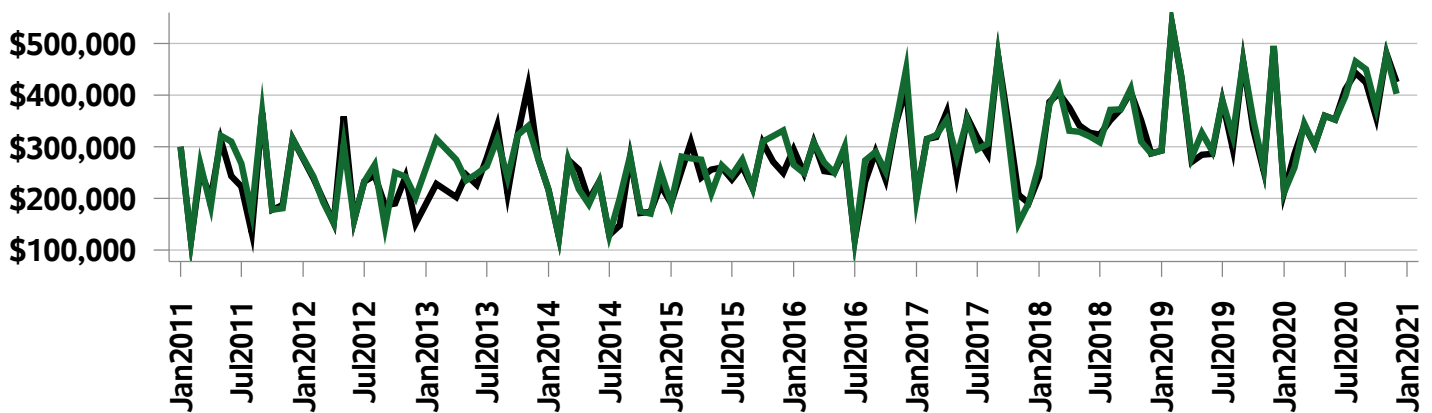
Active Listings (December only)



Months of Inventory (December only)

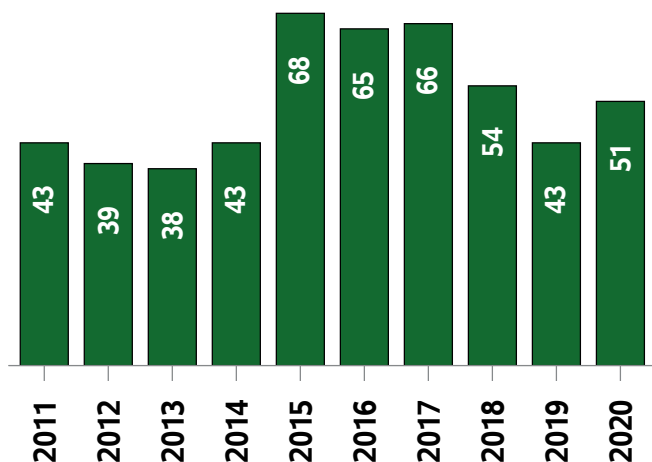


Average Price and Median Price

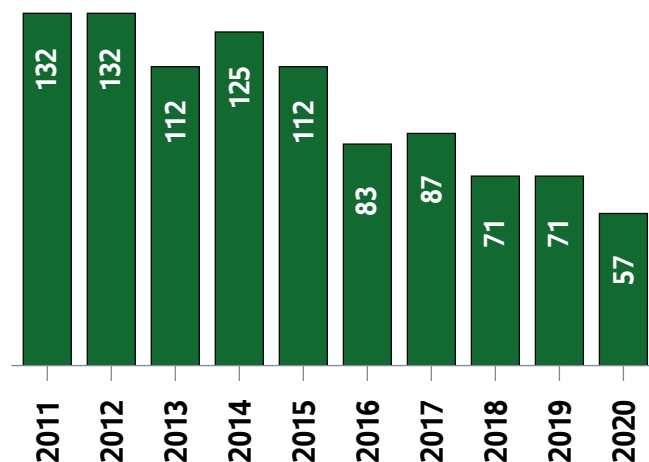


Golden MLS® Residential Market Activity

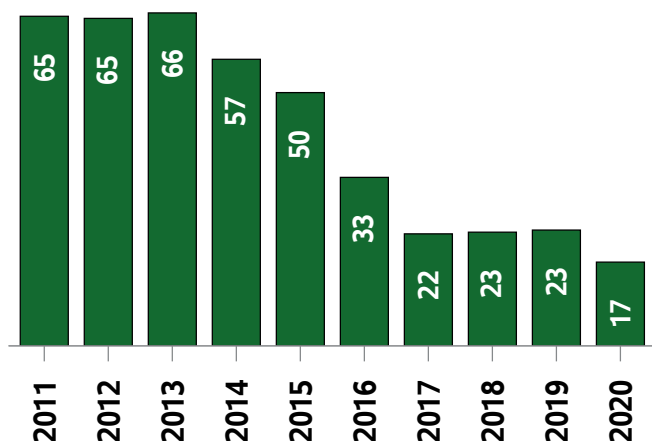
Sales Activity (December Year-to-date)



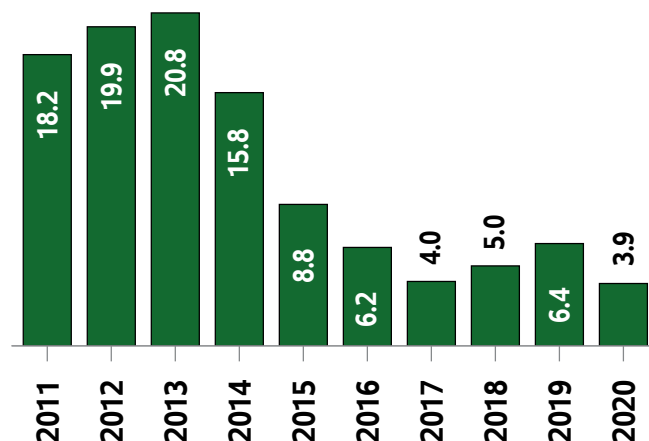
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Golden MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	8	700.0	700.0	300.0	166.7	300.0	700.0
Dollar Volume	\$3,400,900	587.1	1,085.0	790.3	354.7	512.8	1,198.1
New Listings	3	-25.0	200.0	-40.0	-57.1	-25.0	-62.5
Active Listings	18	-35.7	12.5	-14.3	-51.4	-55.0	-64.0
Sales to New Listings Ratio ¹	266.7	25.0	100.0	40.0	42.9	50.0	12.5
Months of Inventory ²	2.3	28.0	16.0	10.5	12.3	20.0	50.0
Average Price	\$425,113	-14.1	48.1	122.6	70.5	53.2	62.3
Median Price	\$402,500	-18.7	40.2	110.7	21.4	45.0	53.6
Sales to List Price Ratio	96.4	95.4	95.7	97.0	92.1	93.1	97.1
Median Days on Market	13.5	163.0	174.0	74.0	49.0	132.5	118.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	51	18.6	-5.6	-22.7	-25.0	34.2	54.5
Dollar Volume	\$19,016,400	31.9	-0.8	-0.7	8.3	78.6	121.1
New Listings	57	-19.7	-19.7	-34.5	-49.1	-49.1	-62.0
Active Listings ³	17	-27.6	-26.3	-25.2	-66.9	-74.8	-66.3
Sales to New Listings Ratio ⁴	89.5	60.6	76.1	75.9	60.7	33.9	22.0
Months of Inventory ⁵	3.9	6.4	5.0	4.0	8.8	20.8	17.9
Average Price	\$372,871	11.2	5.0	28.6	44.4	33.1	43.1
Median Price	\$369,000	1.4	2.0	21.4	34.2	29.0	26.8
Sales to List Price Ratio	96.3	95.6	95.9	94.7	95.1	94.1	93.2
Median Days on Market	28.0	53.0	34.5	42.0	100.0	114.5	26.0

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

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

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

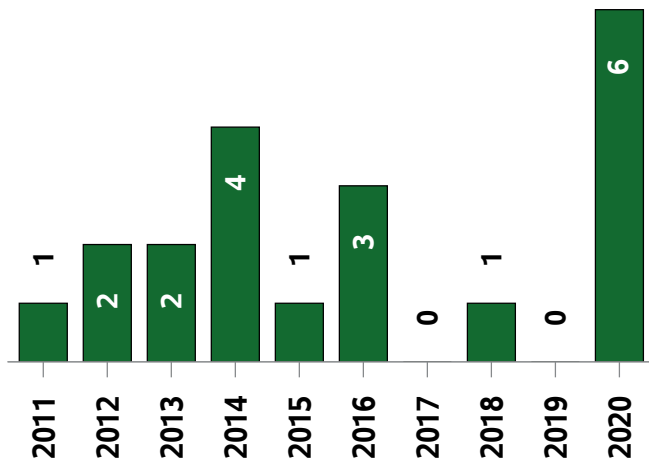
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

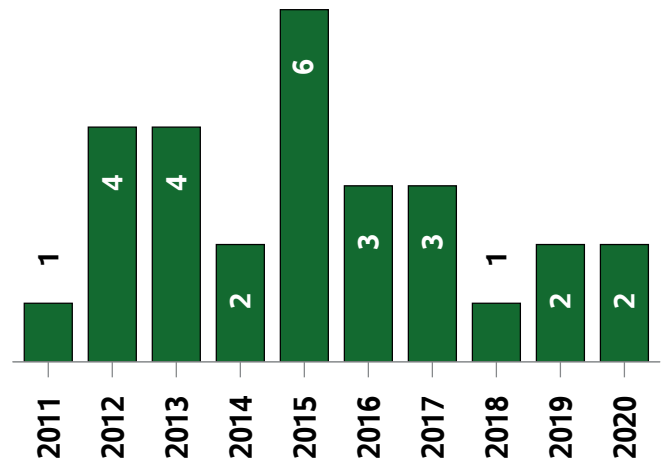
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

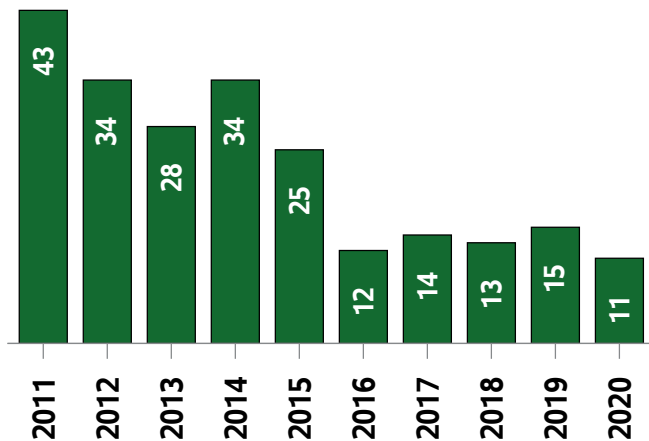
Sales Activity (December only)



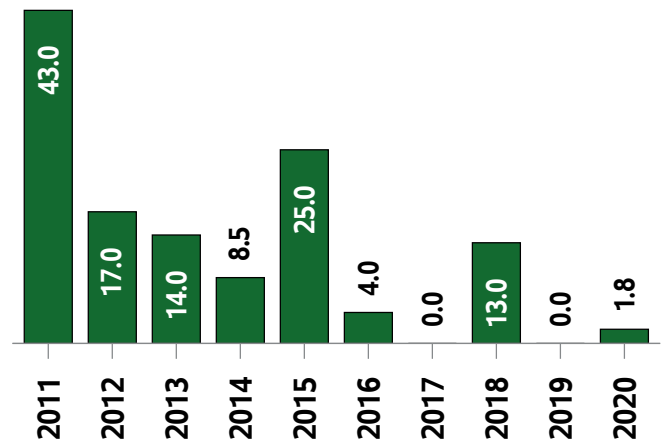
New Listings (December only)



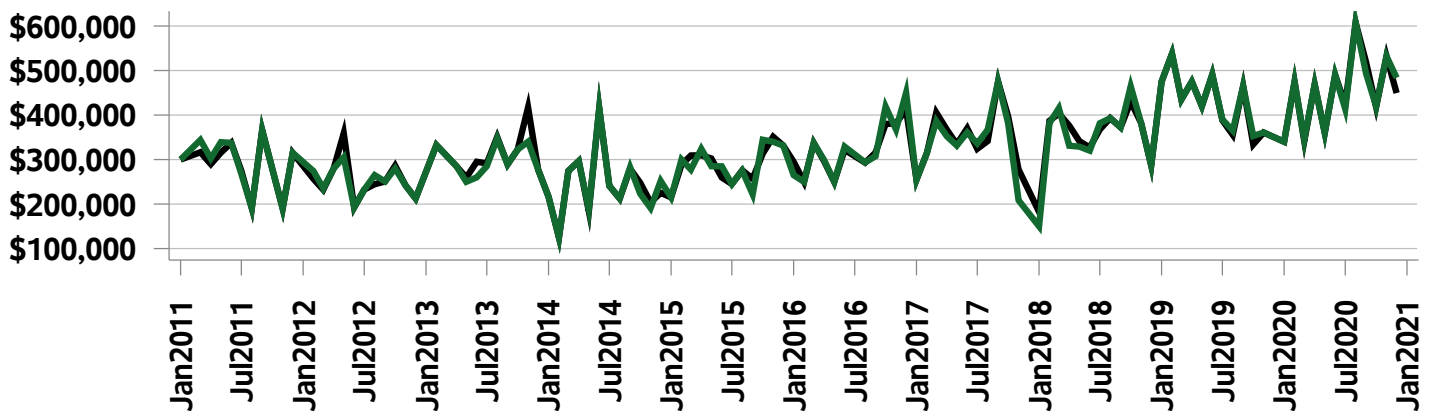
Active Listings (December only)



Months of Inventory (December only)

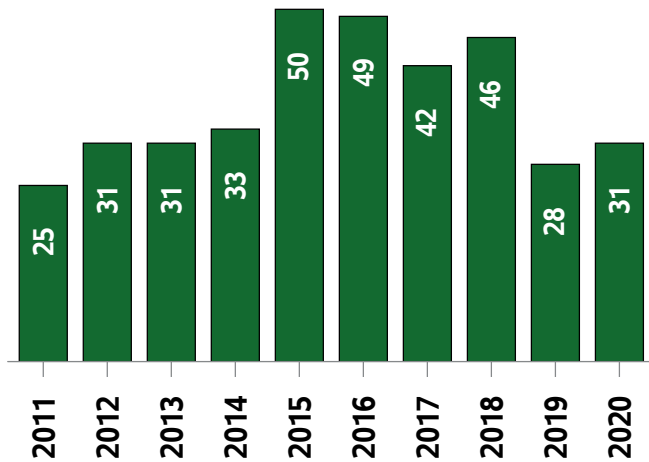


Average Price and Median Price

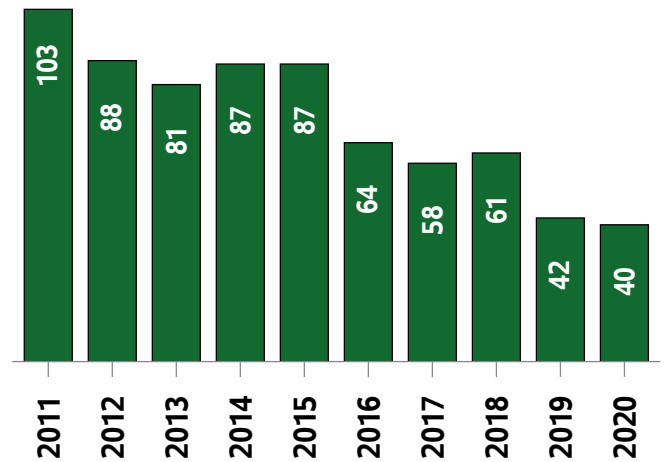


Golden MLS® Single Family Market Activity

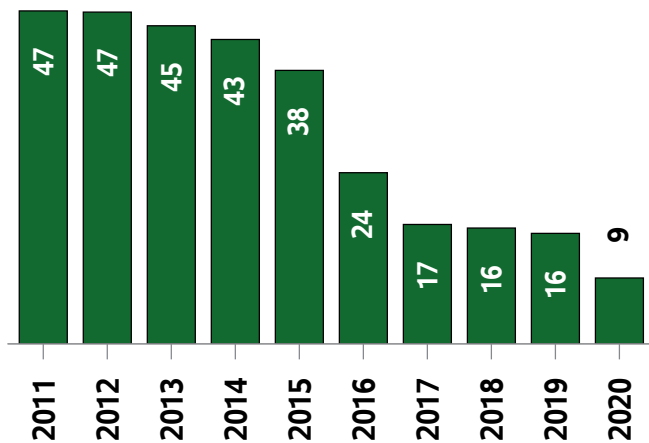
Sales Activity (December Year-to-date)



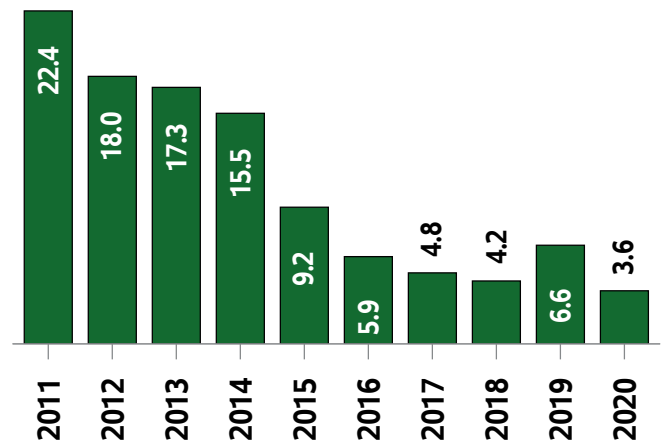
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Golden MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	—	500.0	—	500.0	200.0	500.0
Dollar Volume	\$2,696,400	—	839.5	—	713.4	385.8	929.2
New Listings	2	0.0	100.0	-33.3	-66.7	-50.0	-60.0
Active Listings	11	-26.7	-15.4	-21.4	-56.0	-60.7	-62.1
Sales to New Listings Ratio ¹	300.0	—	100.0	—	16.7	50.0	20.0
Months of Inventory ²	1.8	—	13.0	—	25.0	14.0	29.0
Average Price	\$449,400	—	56.6	—	35.6	61.9	71.5
Median Price	\$483,750	—	68.6	—	45.9	74.3	84.6
Sales to List Price Ratio	95.8	—	95.7	—	94.7	93.1	97.1
Median Days on Market	13.0	—	174.0	—	49.0	132.5	118.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	31	10.7	-32.6	-26.2	-38.0	0.0	19.2
Dollar Volume	\$13,746,900	19.9	-18.7	-6.7	-4.8	40.0	75.5
New Listings	40	-4.8	-34.4	-31.0	-54.0	-50.6	-62.6
Active Listings ³	9	-40.3	-43.1	-44.8	-75.9	-79.3	-72.7
Sales to New Listings Ratio ⁴	77.5	66.7	75.4	72.4	57.5	38.3	24.3
Months of Inventory ⁵	3.6	6.6	4.2	4.8	9.2	17.3	15.7
Average Price	\$443,448	8.3	20.7	26.5	53.5	40.0	47.2
Median Price	\$450,000	14.1	20.0	29.5	51.5	50.0	49.3
Sales to List Price Ratio	97.0	96.6	95.9	95.3	95.8	94.7	93.9
Median Days on Market	25.0	66.5	36.0	36.5	100.0	123.0	25.0

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

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

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

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

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

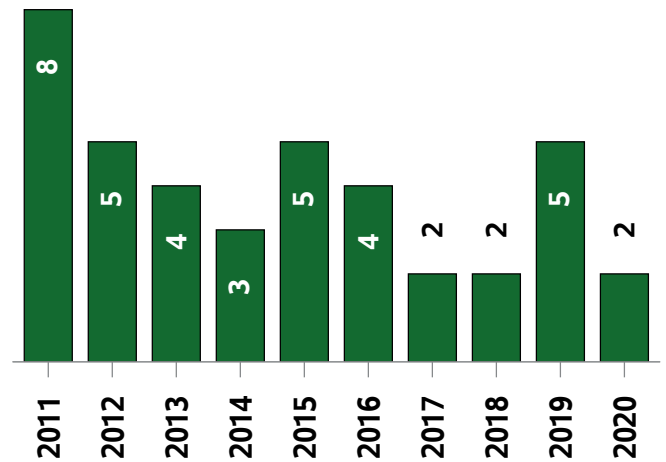
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

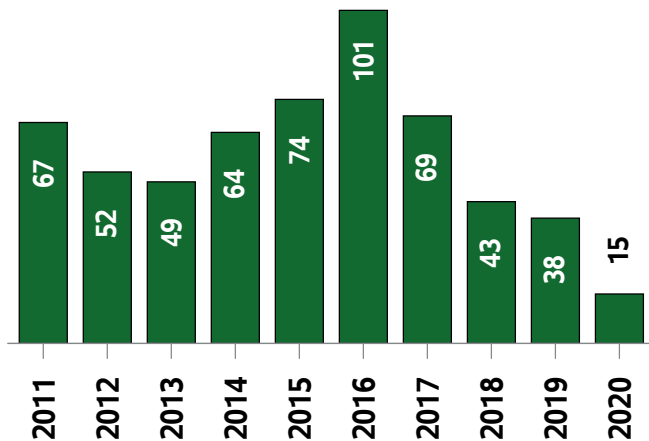
Sales Activity (December only)



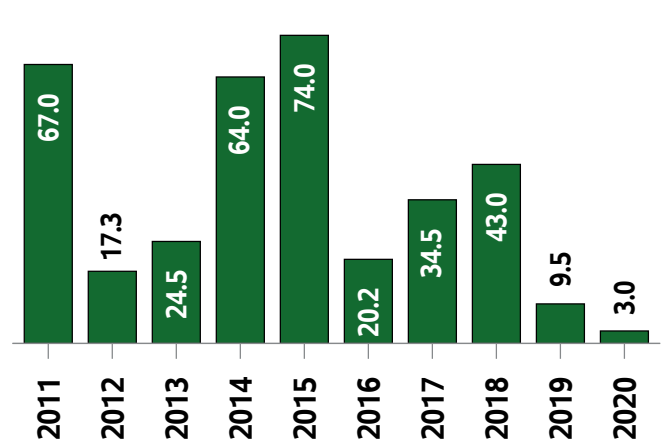
New Listings (December only)



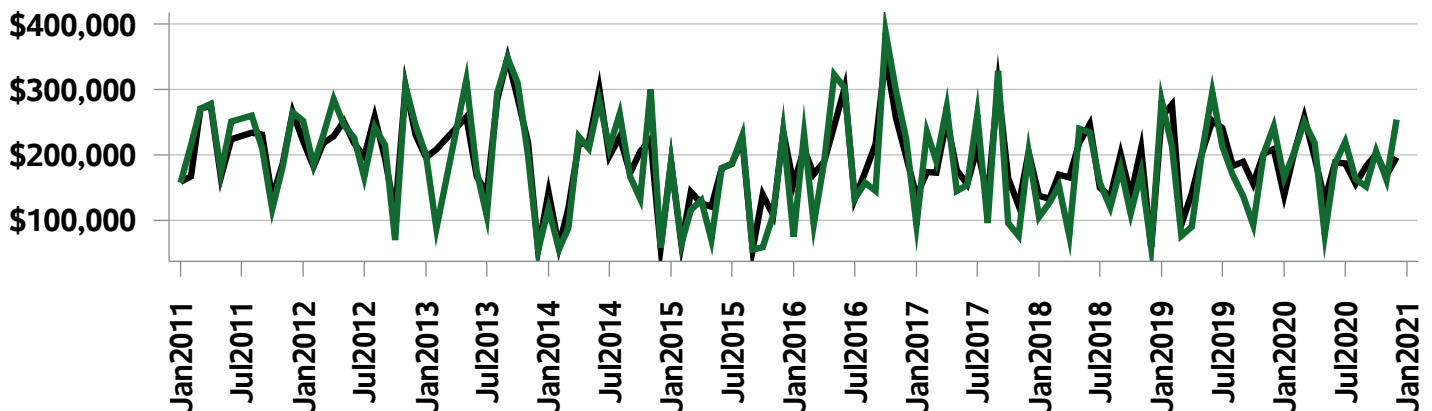
Active Listings (December only)



Months of Inventory (December only)

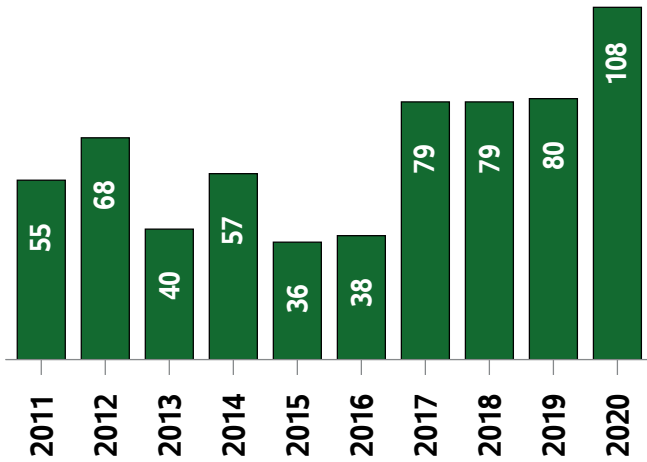


Average Price and Median Price

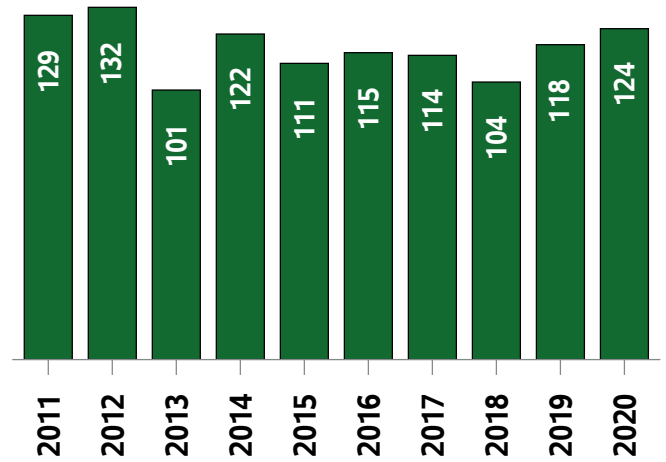


Elkford MLS® Residential Market Activity

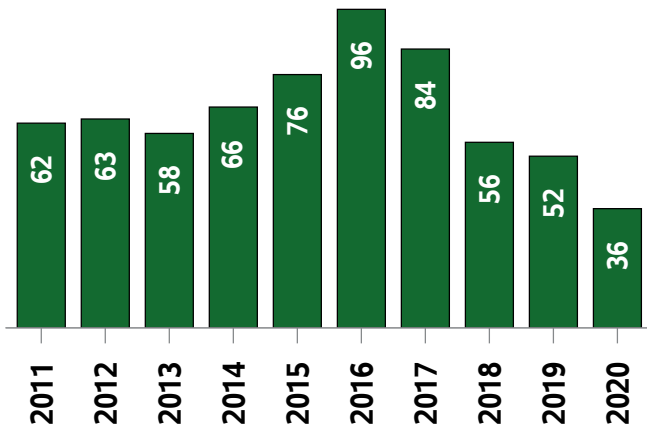
Sales Activity (December Year-to-date)



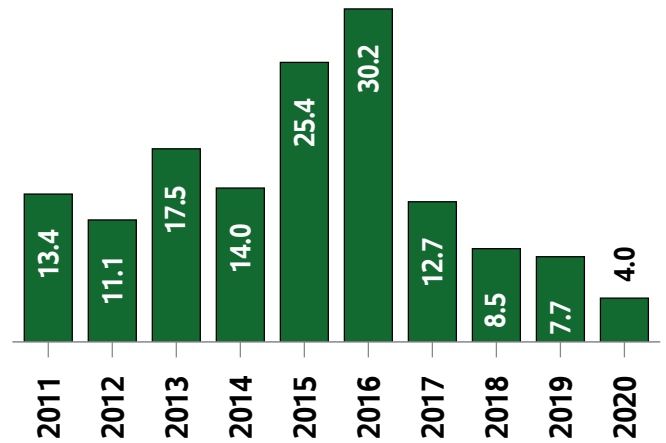
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Elkford

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	25.0	400.0	150.0	400.0	150.0	—
Dollar Volume	\$982,100	17.5	1,564.6	140.7	317.9	792.8	—
New Listings	2	-60.0	0.0	0.0	-60.0	-50.0	-50.0
Active Listings	15	-60.5	-65.1	-78.3	-79.7	-69.4	-65.9
Sales to New Listings Ratio ¹	250.0	80.0	50.0	100.0	20.0	50.0	—
Months of Inventory ²	3.0	9.5	43.0	34.5	74.0	24.5	—
Average Price	\$196,420	-6.0	232.9	-3.7	-16.4	257.1	—
Median Price	\$254,000	4.3	330.5	24.5	8.1	361.8	—
Sales to List Price Ratio	96.6	98.0	94.4	96.0	98.3	90.4	—
Median Days on Market	98.0	135.5	34.0	266.5	281.0	265.5	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	108	35.0	36.7	36.7	200.0	170.0	390.9
Dollar Volume	\$19,614,000	21.6	40.6	35.9	285.2	130.7	418.4
New Listings	124	5.1	19.2	8.8	11.7	22.8	27.8
Active Listings ³	36	-30.5	-35.7	-57.2	-52.9	-38.7	-3.2
Sales to New Listings Ratio ⁴	87.1	67.8	76.0	69.3	32.4	39.6	22.7
Months of Inventory ⁵	4.0	7.7	8.5	12.7	25.4	17.5	20.2
Average Price	\$181,611	-9.9	2.8	-0.6	28.4	-14.6	5.6
Median Price	\$168,250	-10.3	5.2	6.8	119.2	-10.3	20.2
Sales to List Price Ratio	95.6	95.7	94.8	94.8	93.5	94.1	94.1
Median Days on Market	50.5	75.0	104.0	167.0	155.0	100.5	28.0

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

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

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

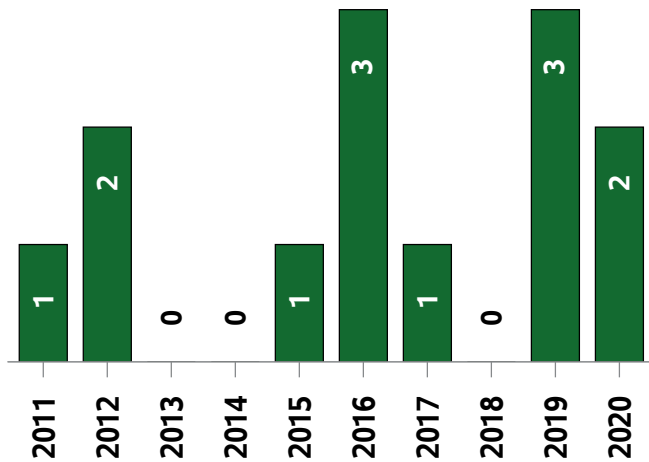
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

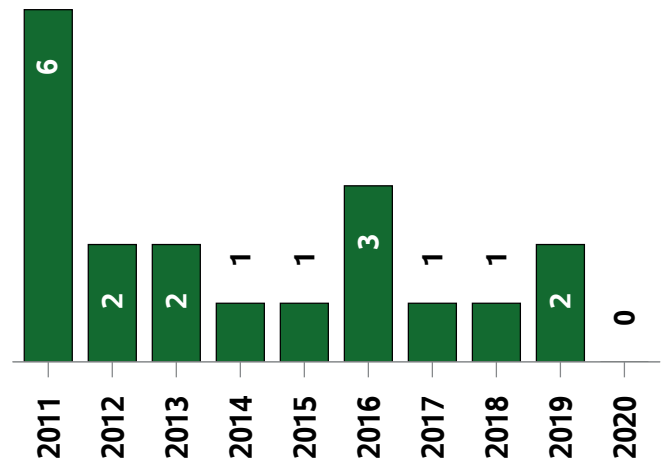
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

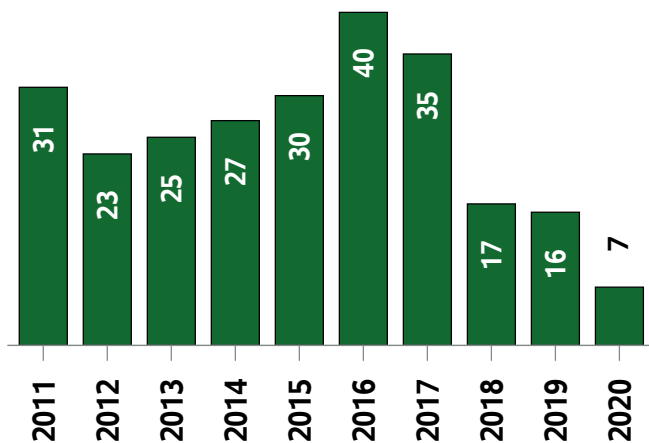
Sales Activity (December only)



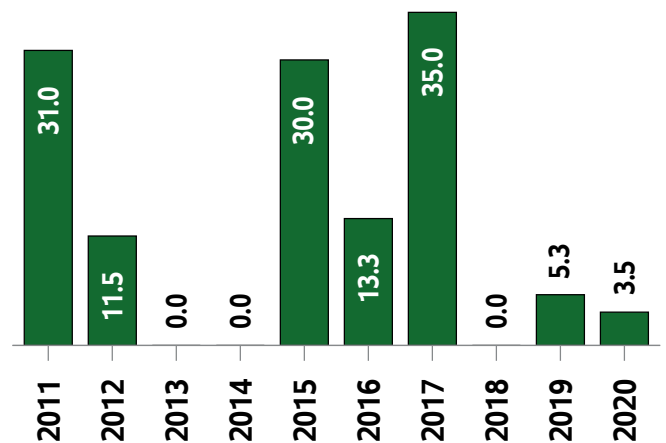
New Listings (December only)



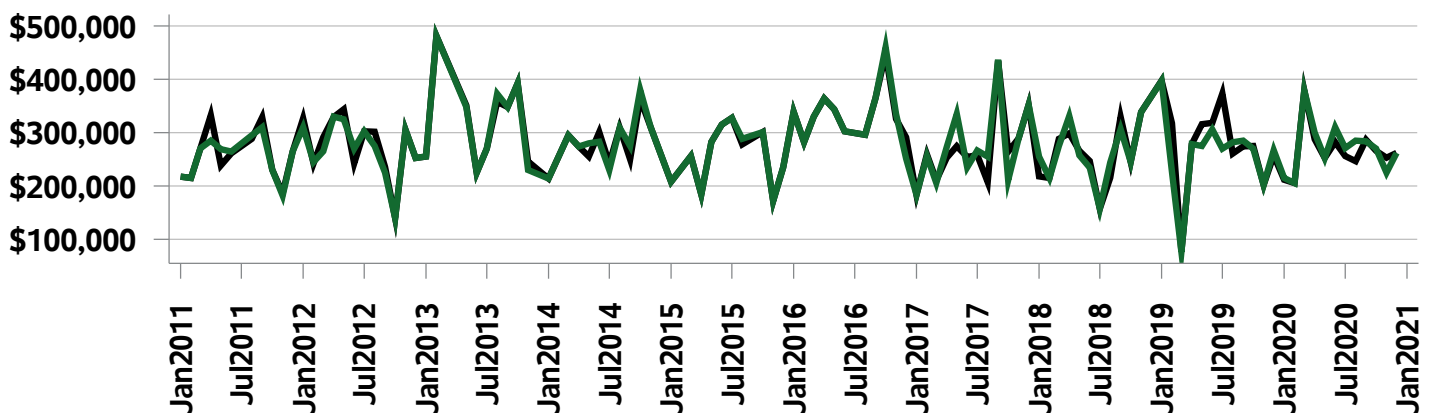
Active Listings (December only)



Months of Inventory (December only)

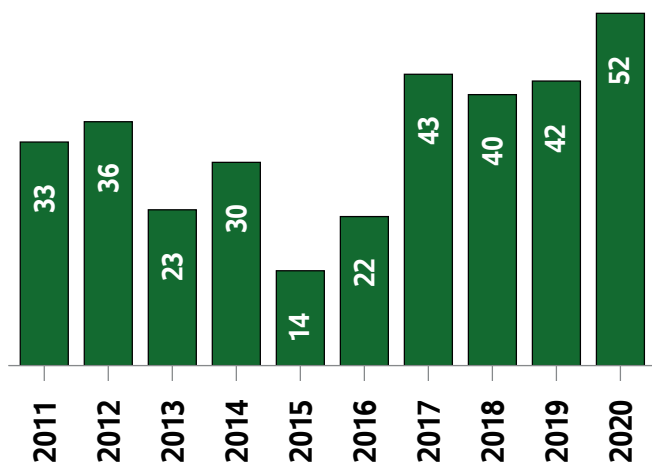


Average Price and Median Price

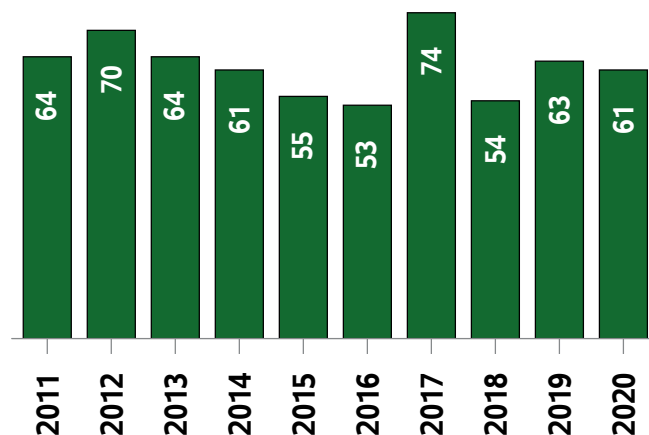


Elkford MLS® Single Family Market Activity

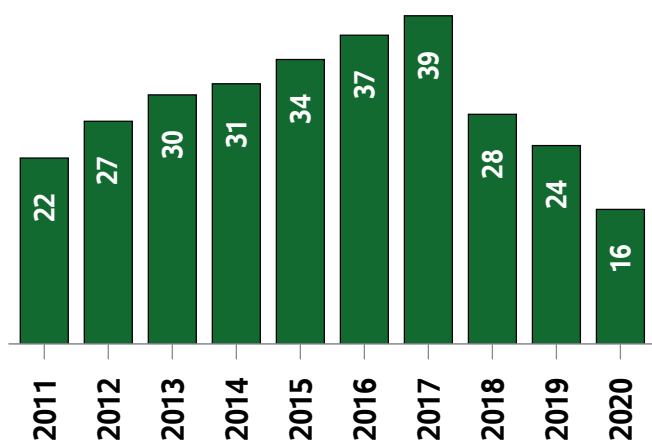
Sales Activity (December Year-to-date)



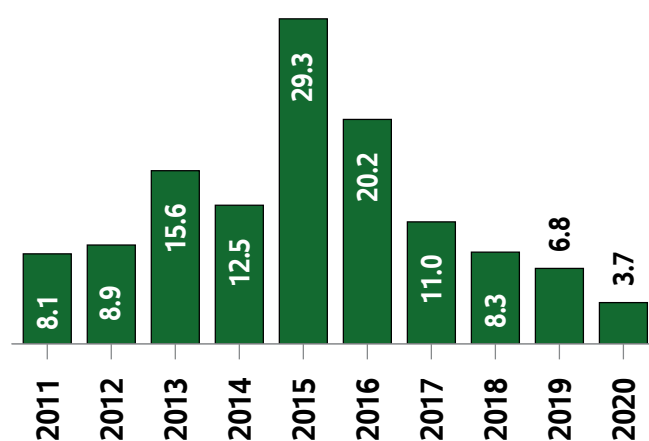
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Elkford

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	2	-33.3	—	100.0	100.0	—	—
Dollar Volume	\$524,000	-32.1	—	48.9	123.0	—	—
New Listings	0	-100.0	-100.0	-100.0	-100.0	-100.0	-100.0
Active Listings	7	-56.3	-58.8	-80.0	-76.7	-72.0	-56.3
Sales to New Listings Ratio ¹	0.0	150.0	—	100.0	100.0	—	—
Months of Inventory ²	3.5	5.3	—	35.0	30.0	—	—
Average Price	\$262,000	1.8	—	-25.6	11.5	—	—
Median Price	\$262,000	-1.9	—	-25.6	11.5	—	—
Sales to List Price Ratio	97.0	98.1	—	95.4	98.3	—	—
Median Days on Market	264.5	110.0	—	63.0	281.0	—	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	52	23.8	30.0	20.9	271.4	126.1	271.4
Dollar Volume	\$13,784,300	11.2	31.9	19.5	287.7	88.7	348.4
New Listings	61	-3.2	13.0	-17.6	10.9	-4.7	19.6
Active Listings ³	16	-32.2	-41.4	-59.0	-52.7	-46.0	-18.5
Sales to New Listings Ratio ⁴	85.2	66.7	74.1	58.1	25.5	35.9	27.5
Months of Inventory ⁵	3.7	6.8	8.3	11.0	29.3	15.6	17.0
Average Price	\$265,083	-10.1	1.4	-1.1	4.4	-16.5	20.7
Median Price	\$272,500	-2.0	6.9	4.0	6.4	-11.5	10.1
Sales to List Price Ratio	96.4	96.1	95.7	96.0	95.3	96.1	94.4
Median Days on Market	48.0	67.5	111.0	114.0	64.0	87.0	35.0

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

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

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

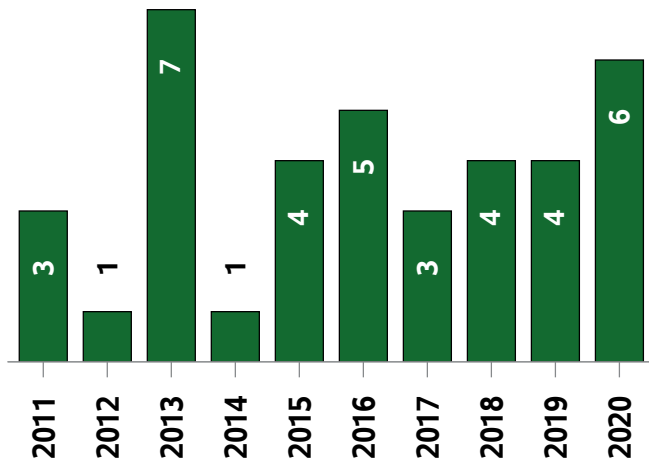
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

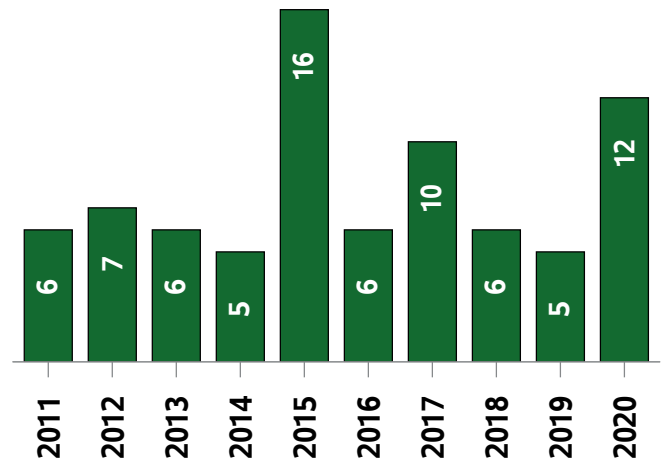
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

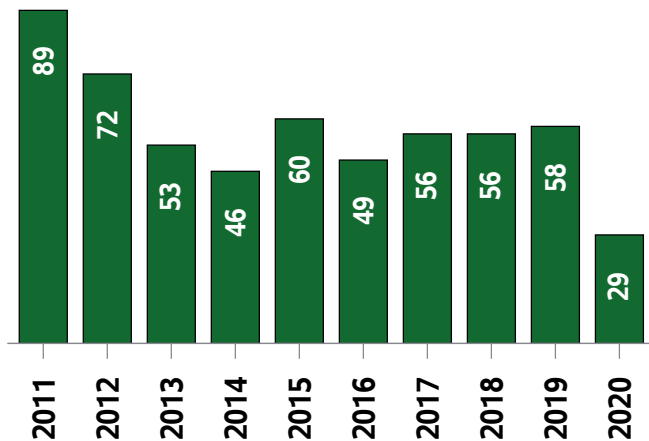
Sales Activity (December only)



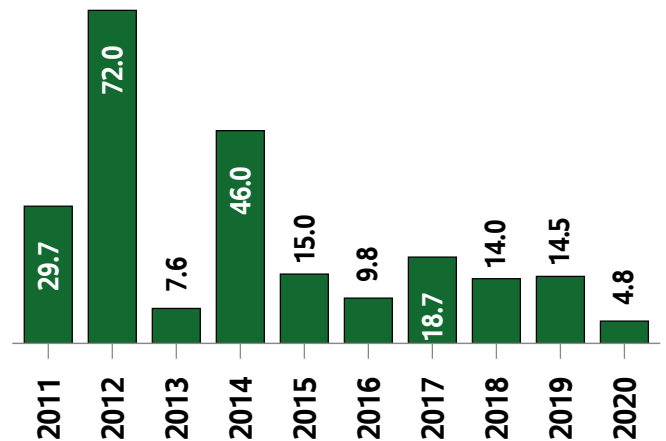
New Listings (December only)



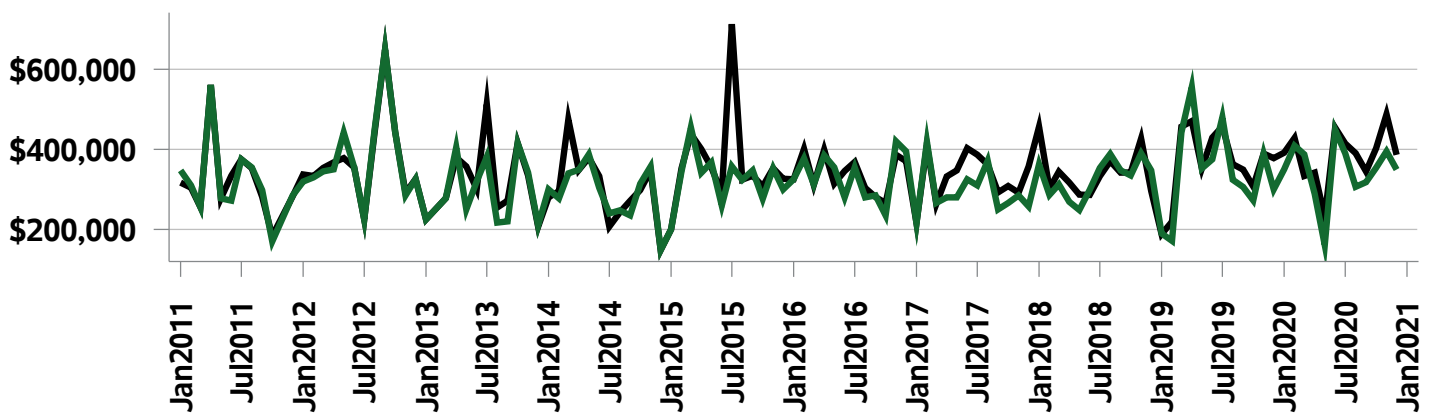
Active Listings (December only)



Months of Inventory (December only)

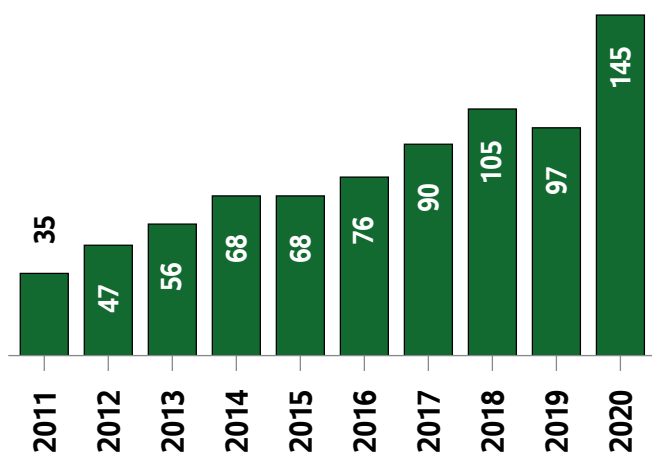


Average Price and Median Price

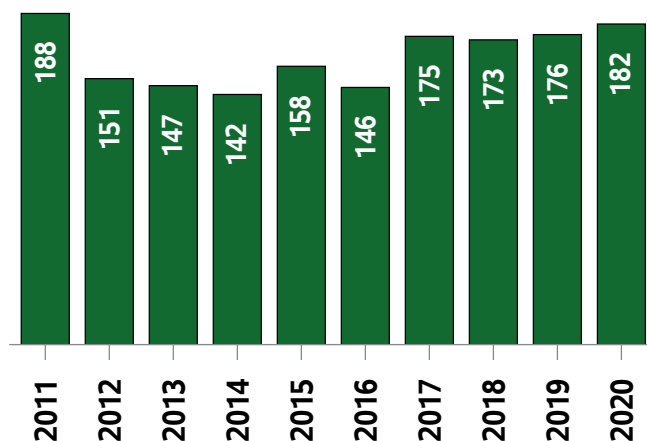


Invermere MLS® Residential Market Activity

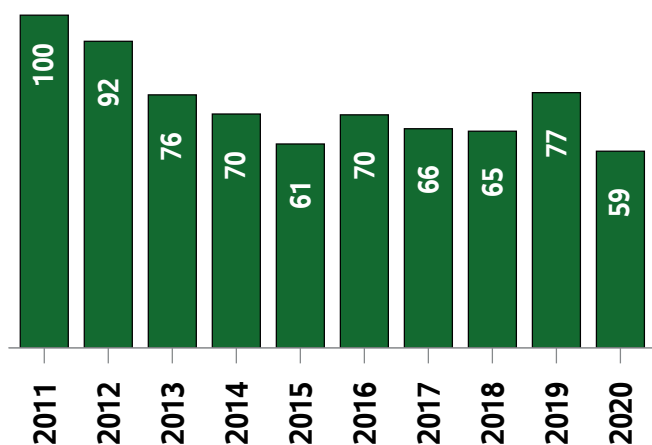
Sales Activity (December Year-to-date)



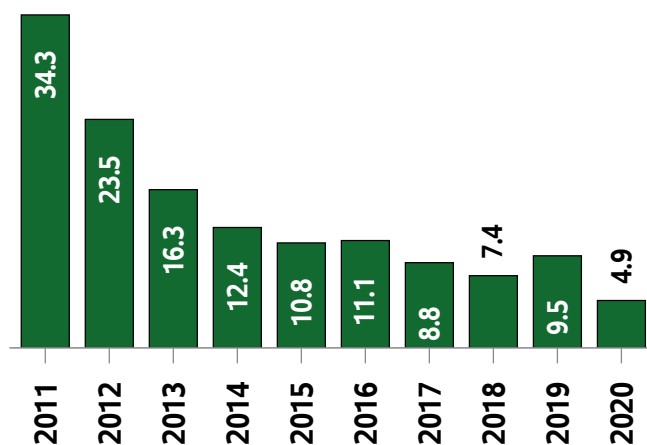
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Invermere

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	50.0	50.0	100.0	50.0	-14.3	—
Dollar Volume	\$2,318,000	53.3	95.6	116.2	77.4	60.0	—
New Listings	12	140.0	100.0	20.0	-25.0	100.0	-20.0
Active Listings	29	-50.0	-48.2	-48.2	-51.7	-45.3	-59.7
Sales to New Listings Ratio ¹	50.0	80.0	66.7	30.0	25.0	116.7	—
Months of Inventory ²	4.8	14.5	14.0	18.7	15.0	7.6	—
Average Price	\$386,333	2.2	30.4	8.1	18.3	86.6	—
Median Price	\$349,500	16.5	0.6	35.7	16.5	66.4	—
Sales to List Price Ratio	95.0	95.6	94.5	96.2	94.9	91.4	—
Median Days on Market	19.5	57.0	237.0	166.0	46.5	103.0	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	145	49.5	38.1	61.1	113.2	158.9	590.5
Dollar Volume	\$57,676,182	58.4	61.2	86.0	117.6	210.6	650.3
New Listings	182	3.4	5.2	4.0	15.2	23.8	-1.1
Active Listings ³	59	-22.9	-9.2	-10.3	-3.5	-22.3	-20.2
Sales to New Listings Ratio ⁴	79.7	55.1	60.7	51.4	43.0	38.1	11.4
Months of Inventory ⁵	4.9	9.5	7.4	8.8	10.8	16.3	42.3
Average Price	\$397,767	5.9	16.8	15.4	2.0	20.0	8.7
Median Price	\$360,000	-1.4	10.8	19.0	4.3	36.2	10.8
Sales to List Price Ratio	96.8	96.6	95.6	95.8	95.7	94.3	93.4
Median Days on Market	66.0	82.0	81.0	49.5	76.0	83.0	55.0

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

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

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

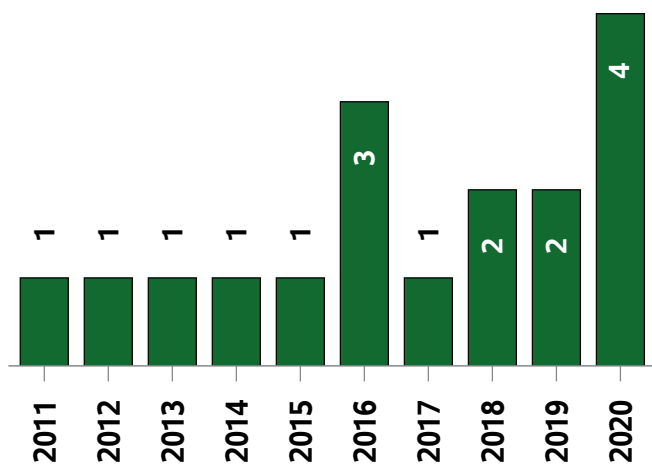
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

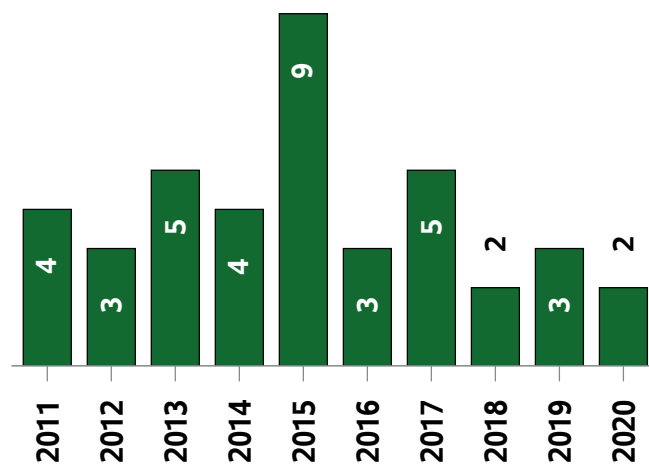
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

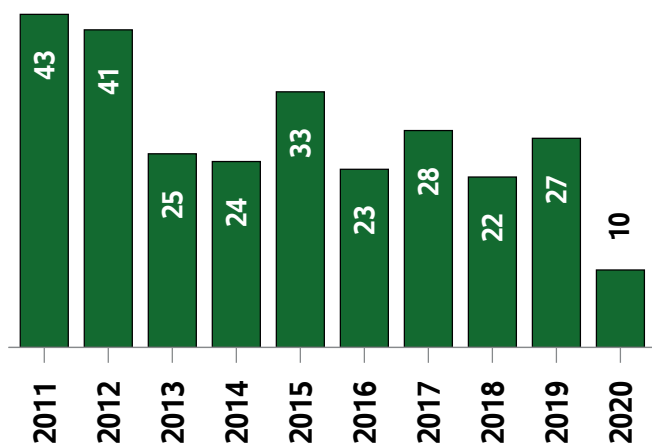
Sales Activity (December only)



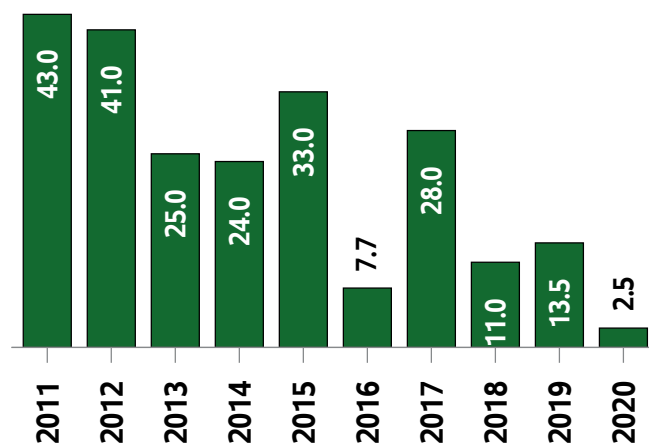
New Listings (December only)



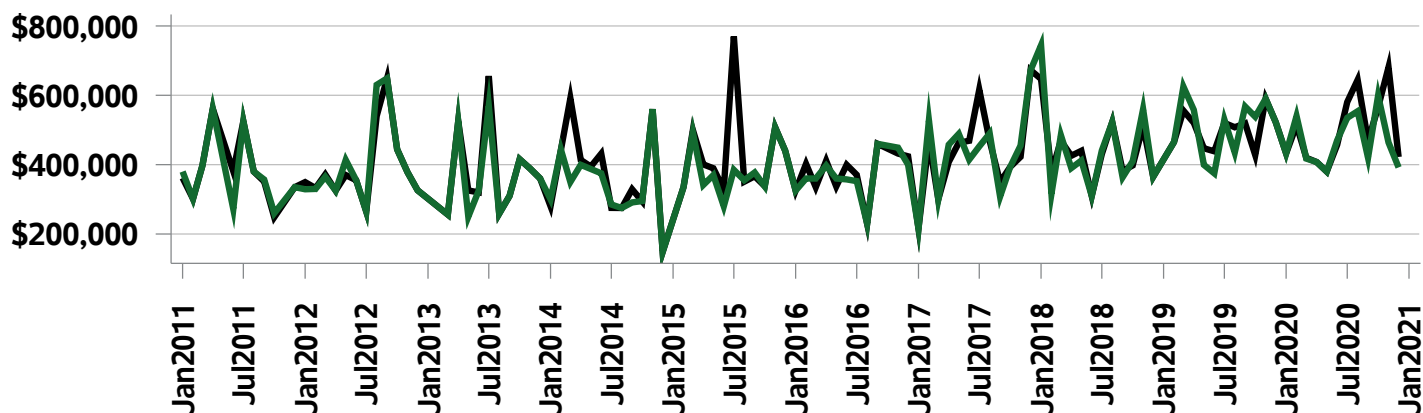
Active Listings (December only)



Months of Inventory (December only)

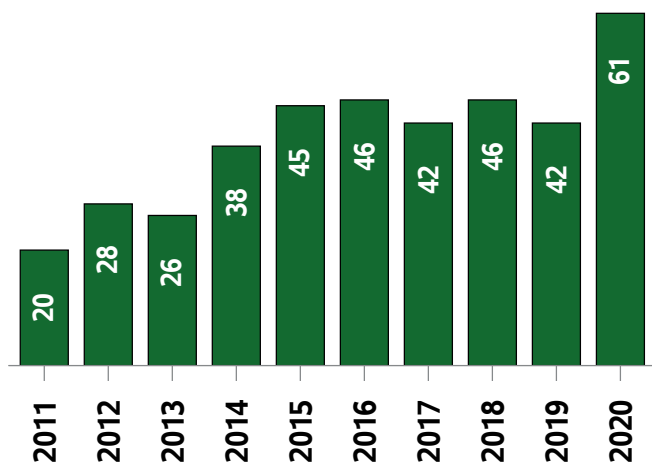


Average Price and Median Price

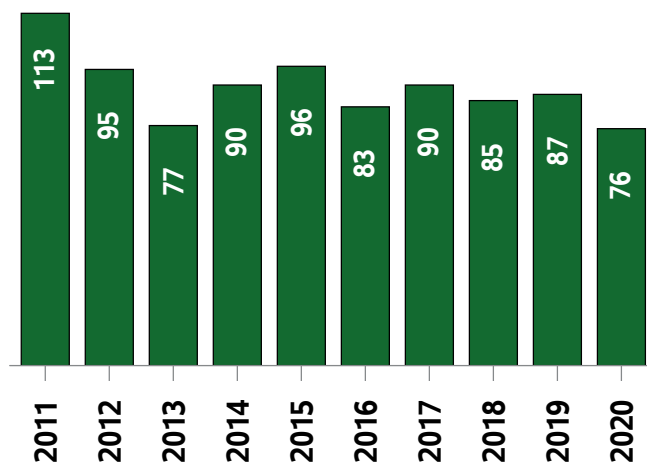


Invermere MLS® Single Family Market Activity

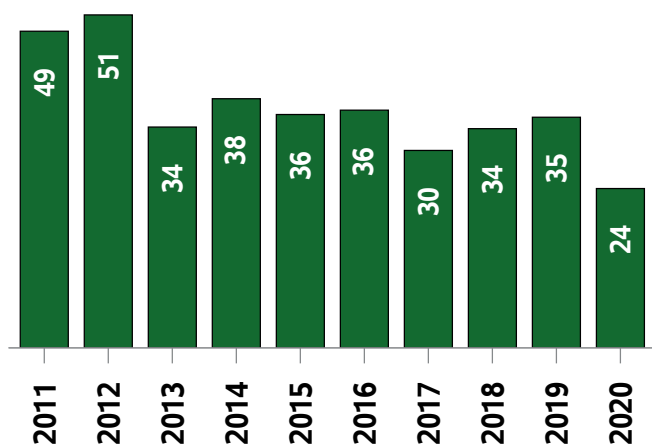
Sales Activity (December Year-to-date)



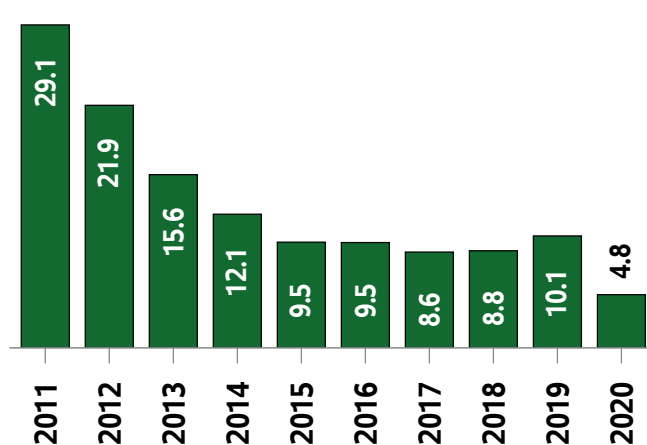
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Invermere

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	4	100.0	100.0	300.0	300.0	300.0	—
Dollar Volume	\$1,689,000	61.6	131.4	151.2	283.9	369.2	—
New Listings	2	-33.3	0.0	-60.0	-77.8	-60.0	0.0
Active Listings	10	-63.0	-54.5	-64.3	-69.7	-60.0	-60.0
Sales to New Listings Ratio ¹	200.0	66.7	100.0	20.0	11.1	20.0	—
Months of Inventory ²	2.5	13.5	11.0	28.0	33.0	25.0	—
Average Price	\$422,250	-19.2	15.7	-37.2	-4.0	17.3	—
Median Price	\$392,000	-25.0	7.4	-41.7	-10.9	8.9	—
Sales to List Price Ratio	94.0	95.0	94.9	98.3	93.7	95.5	—
Median Days on Market	31.5	77.5	397.0	166.0	36.0	146.0	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	61	45.2	32.6	45.2	35.6	134.6	281.3
Dollar Volume	\$32,314,199	54.5	57.9	72.3	57.9	187.0	417.1
New Listings	76	-12.6	-10.6	-15.6	-20.8	-1.3	-18.3
Active Listings ³	24	-30.9	-27.3	-19.3	-31.7	-27.8	-33.0
Sales to New Listings Ratio ⁴	80.3	48.3	54.1	46.7	46.9	33.8	17.2
Months of Inventory ⁵	4.8	10.1	8.8	8.6	9.5	15.6	27.3
Average Price	\$529,741	6.4	19.1	18.6	16.5	22.3	35.6
Median Price	\$469,000	-10.5	12.7	3.1	26.8	30.7	21.0
Sales to List Price Ratio	96.9	96.4	95.5	95.3	95.6	95.4	93.8
Median Days on Market	56.0	59.0	78.5	44.0	55.0	95.5	39.0

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

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

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

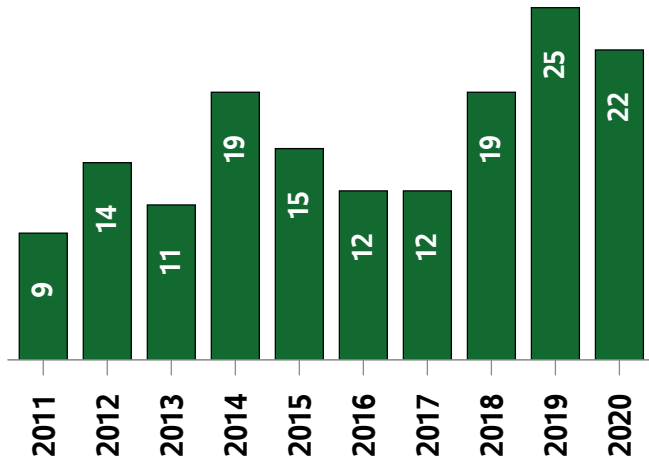
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

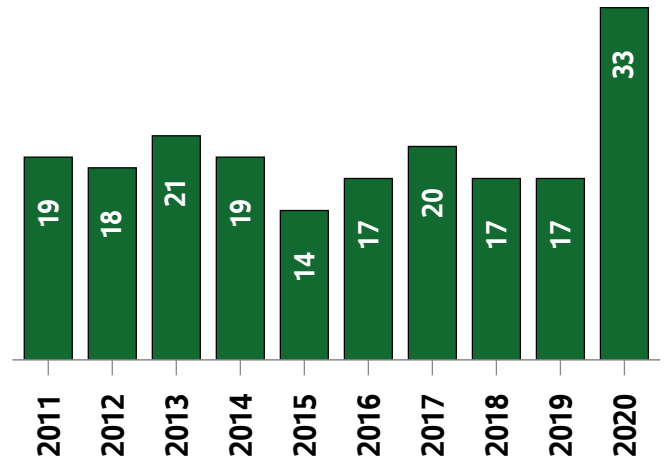
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

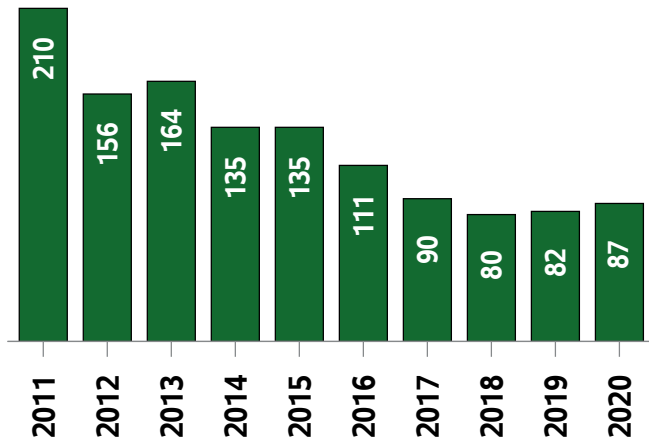
Sales Activity (December only)



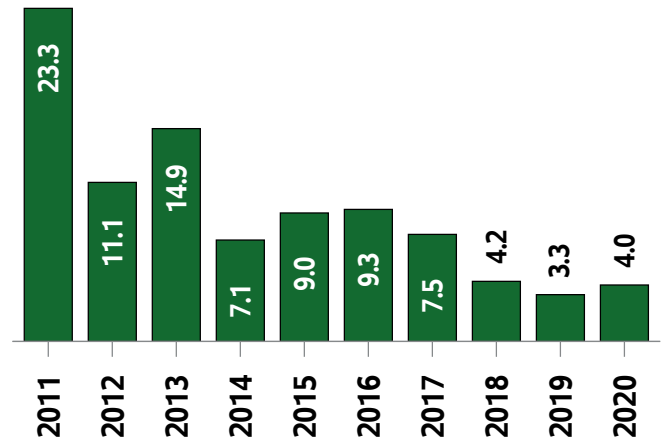
New Listings (December only)



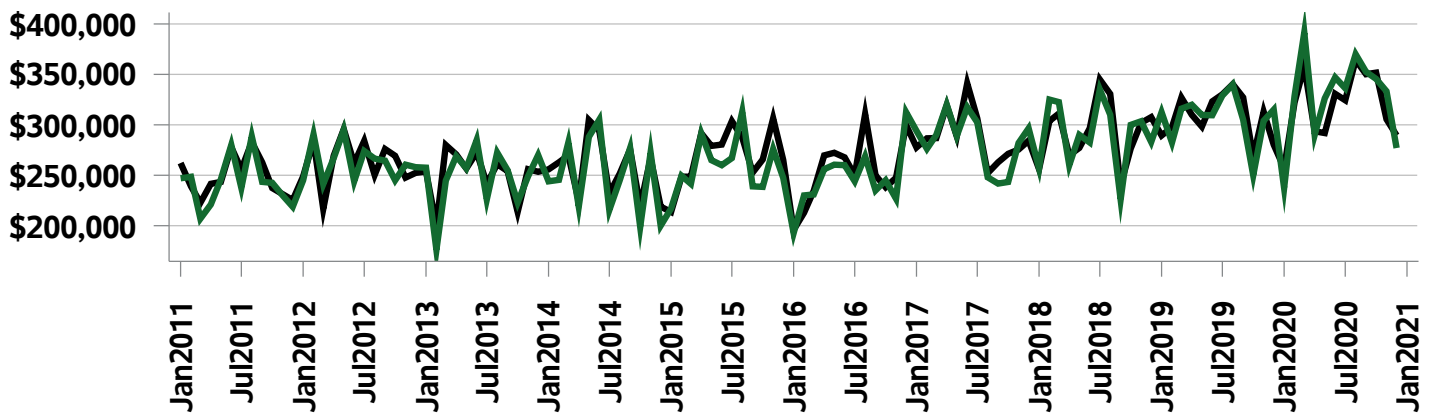
Active Listings (December only)



Months of Inventory (December only)



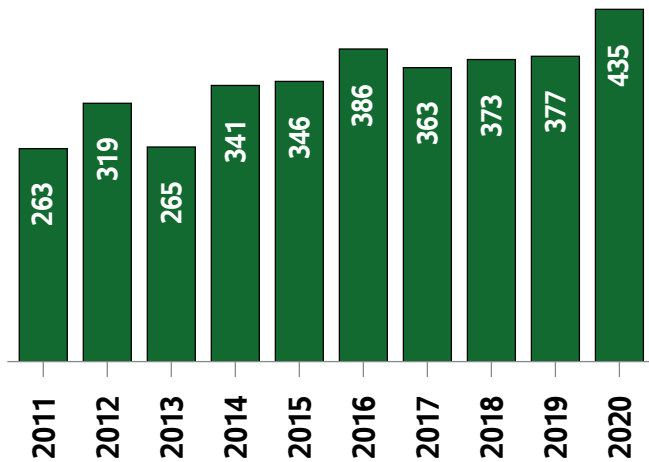
Average Price and Median Price



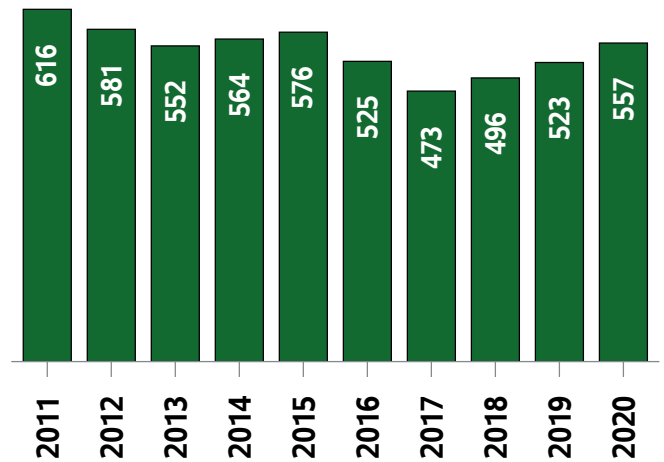
Cranbrook

MLS® Residential Market Activity

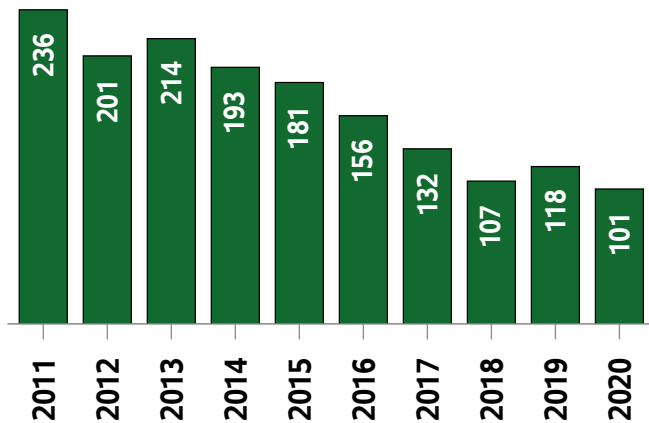
Sales Activity (December Year-to-date)



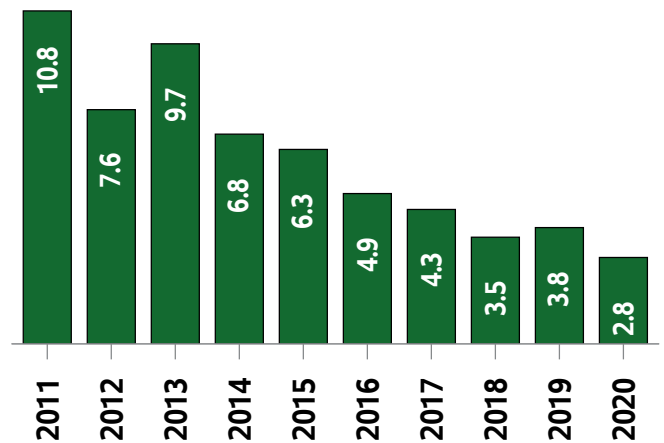
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Cranbrook

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	22	-12.0	15.8	83.3	46.7	100.0	144.4
Dollar Volume	\$6,369,000	-9.1	9.0	86.7	60.1	128.5	192.3
New Listings	33	94.1	94.1	65.0	135.7	57.1	65.0
Active Listings	87	6.1	8.7	-3.3	-35.6	-47.0	-50.6
Sales to New Listings Ratio ¹	66.7	147.1	111.8	60.0	107.1	52.4	45.0
Months of Inventory ²	4.0	3.3	4.2	7.5	9.0	14.9	19.6
Average Price	\$289,500	3.3	-5.9	1.8	9.2	14.2	19.6
Median Price	\$277,000	-12.1	-2.1	-6.6	11.9	2.6	17.9
Sales to List Price Ratio	98.0	96.2	97.8	97.1	96.5	96.9	91.3
Median Days on Market	36.5	68.0	31.0	62.5	40.0	98.0	91.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	435	15.4	16.6	19.8	25.7	64.2	71.9
Dollar Volume	\$142,912,577	22.3	29.9	35.6	50.2	116.0	122.0
New Listings	557	6.5	12.3	17.8	-3.3	0.9	-17.4
Active Listings ³	101	-14.2	-5.5	-22.9	-44.1	-52.7	-45.3
Sales to New Listings Ratio ⁴	78.1	72.1	75.2	76.7	60.1	48.0	37.5
Months of Inventory ⁵	2.8	3.8	3.5	4.3	6.3	9.7	8.8
Average Price	\$328,535	6.0	11.4	13.2	19.5	31.6	29.1
Median Price	\$336,300	8.3	12.5	18.0	29.3	34.6	34.5
Sales to List Price Ratio	97.8	96.7	97.4	96.9	96.4	96.0	96.1
Median Days on Market	35.0	45.0	43.0	55.5	59.0	66.0	38.0

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

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

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

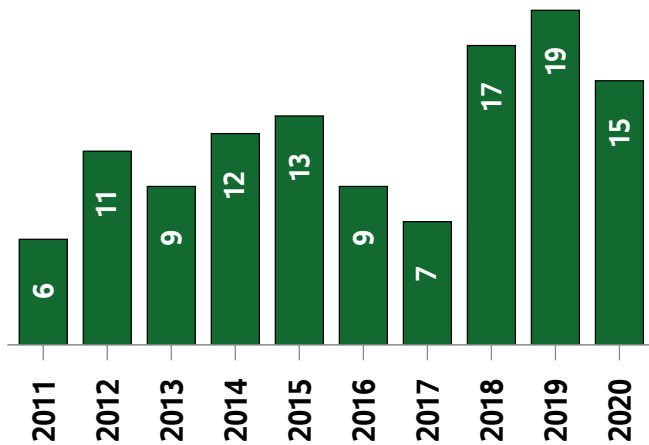
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

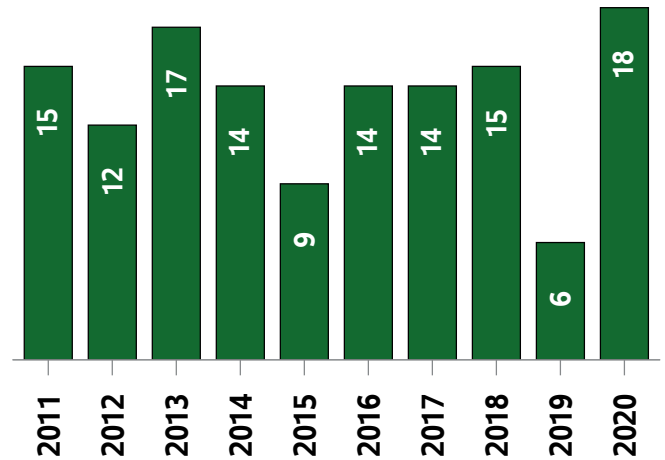
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

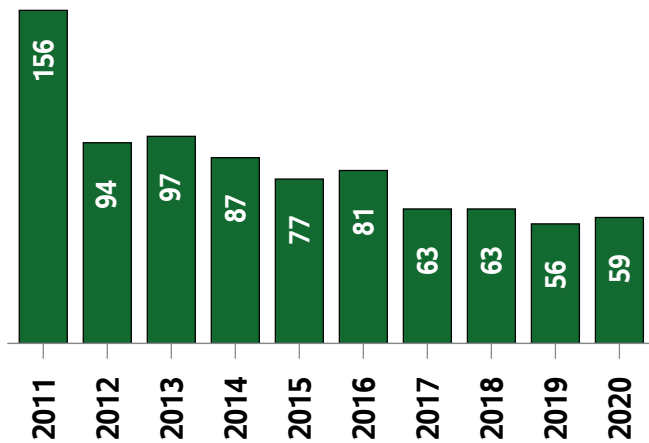
Sales Activity (December only)



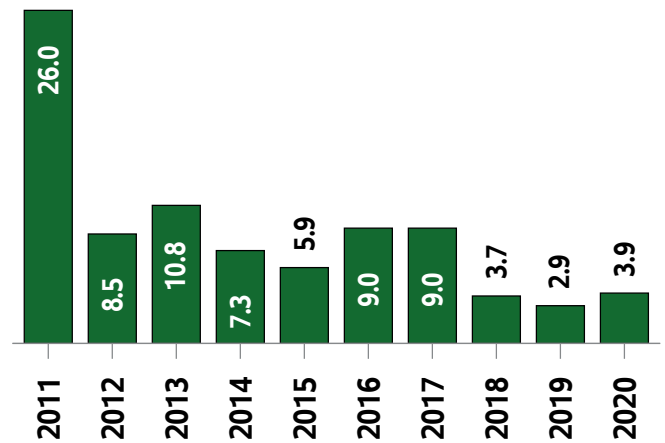
New Listings (December only)



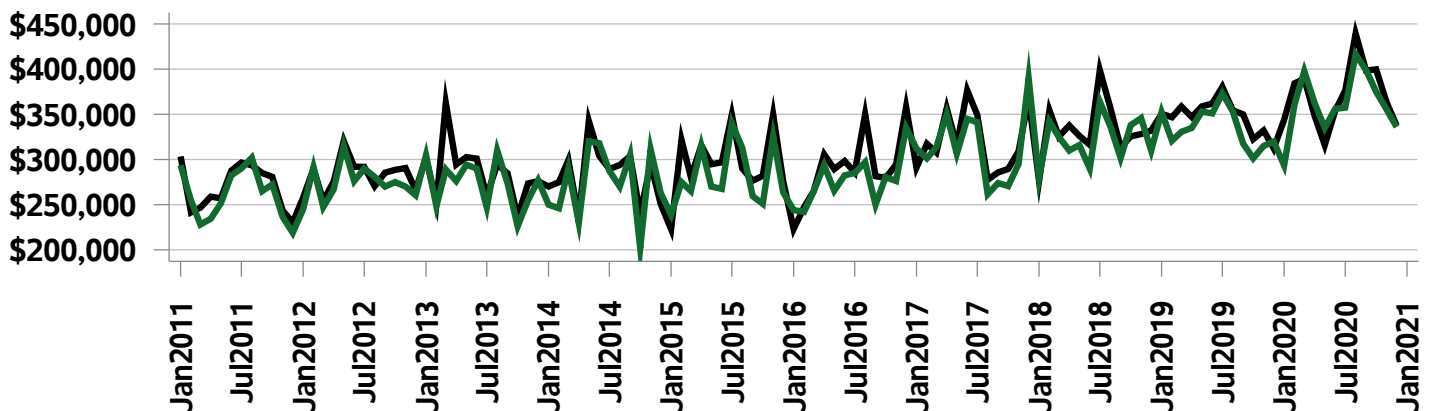
Active Listings (December only)



Months of Inventory (December only)



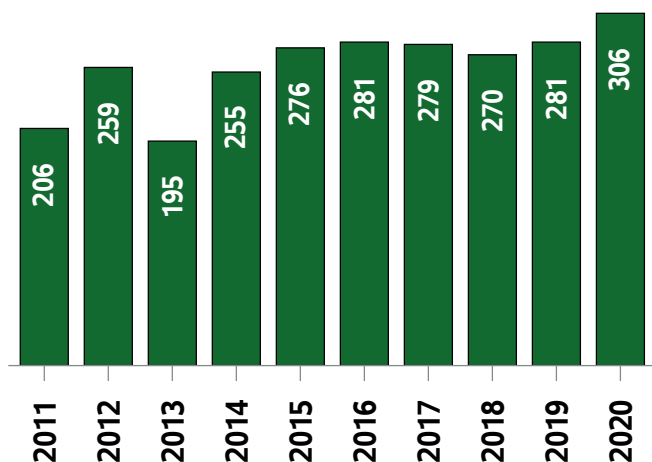
Average Price and Median Price



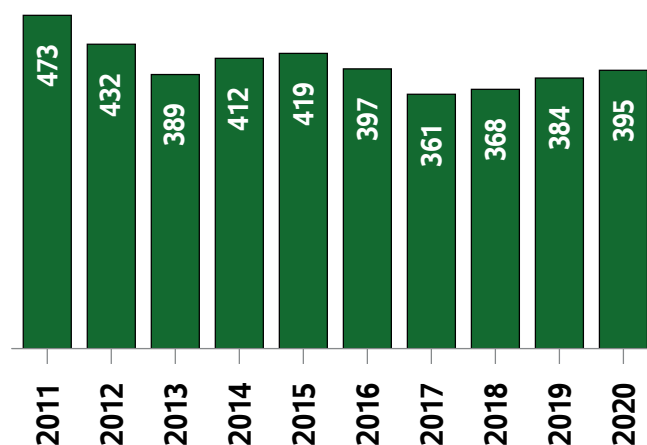
Cranbrook

MLS® Single Family Market Activity

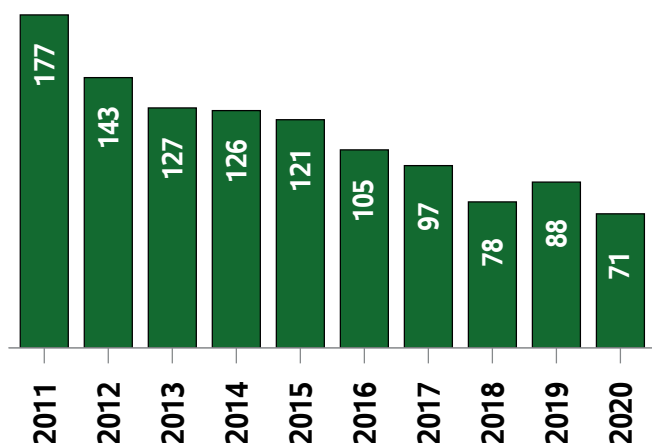
Sales Activity (December Year-to-date)



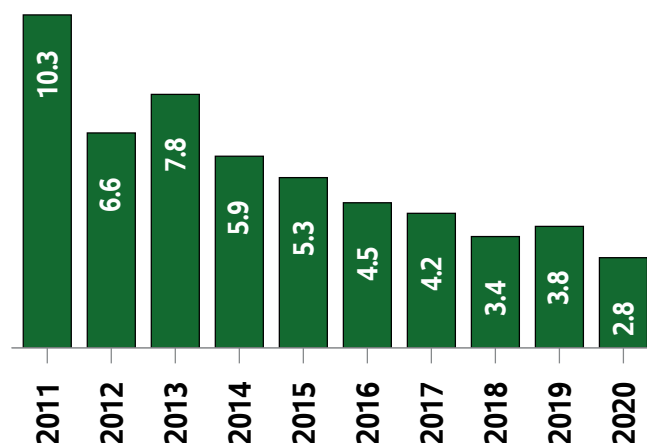
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Cranbrook

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	15	-21.1	-11.8	114.3	15.4	66.7	150.0
Dollar Volume	\$5,063,500	-14.7	-10.3	96.8	41.2	103.9	215.1
New Listings	18	200.0	20.0	28.6	100.0	5.9	0.0
Active Listings	59	5.4	-6.3	-6.3	-23.4	-39.2	-52.0
Sales to New Listings Ratio ¹	83.3	316.7	113.3	50.0	144.4	52.9	33.3
Months of Inventory ²	3.9	2.9	3.7	9.0	5.9	10.8	20.5
Average Price	\$337,567	8.1	1.7	-8.2	22.4	22.4	26.1
Median Price	\$336,000	5.0	8.4	-13.8	27.5	21.3	19.7
Sales to List Price Ratio	97.9	96.2	98.1	97.1	96.8	97.0	90.5
Median Days on Market	38.0	90.0	31.0	61.0	40.0	98.0	12.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	306	8.9	13.3	9.7	10.9	56.9	59.4
Dollar Volume	\$115,883,877	17.9	27.5	28.9	40.1	110.8	117.0
New Listings	395	2.9	7.3	9.4	-5.7	1.5	-22.2
Active Listings ³	71	-19.1	-8.2	-26.4	-41.2	-44.1	-49.3
Sales to New Listings Ratio ⁴	77.5	73.2	73.4	77.3	65.9	50.1	37.8
Months of Inventory ⁵	2.8	3.8	3.4	4.2	5.3	7.8	8.8
Average Price	\$378,705	8.3	12.5	17.5	26.4	34.4	36.2
Median Price	\$362,000	7.4	11.4	16.8	33.6	34.1	32.6
Sales to List Price Ratio	98.2	97.1	97.6	97.2	96.6	96.6	96.5
Median Days on Market	35.0	43.0	40.0	58.0	56.0	63.0	37.0

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

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

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

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

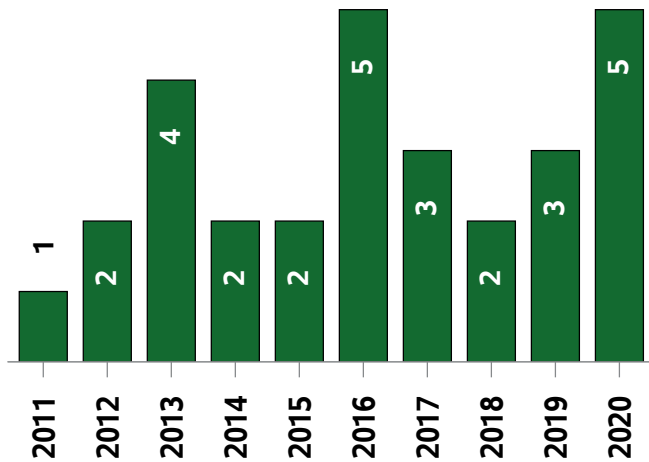
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

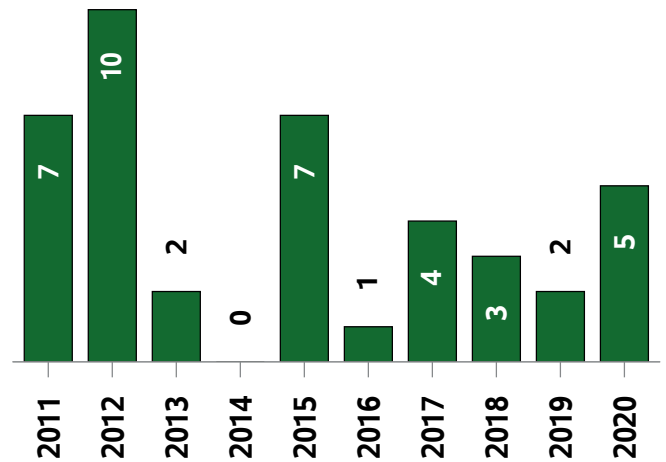
Cranbrook Lakes

MLS® Residential Market Activity

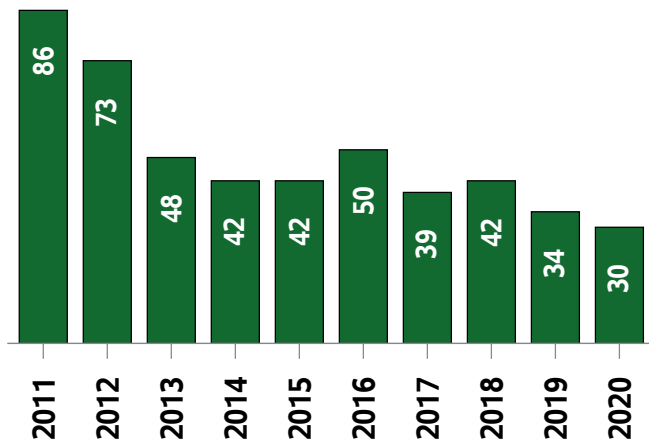
Sales Activity (December only)



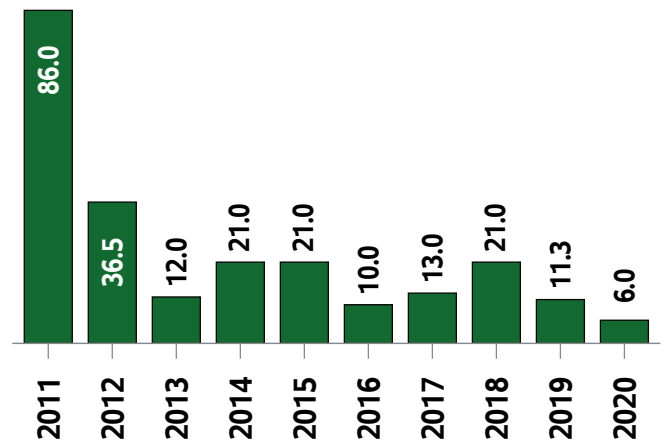
New Listings (December only)



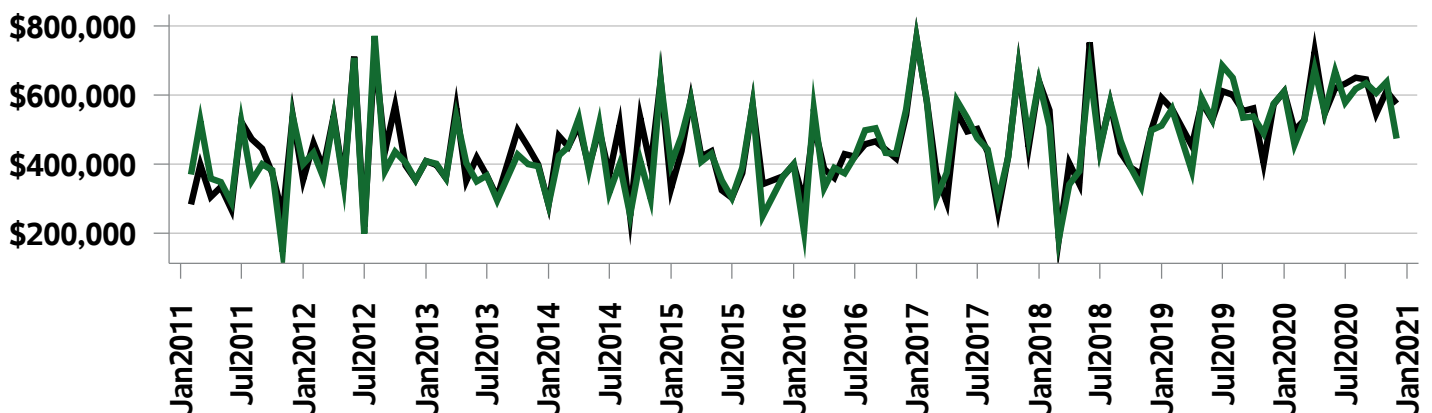
Active Listings (December only)



Months of Inventory (December only)

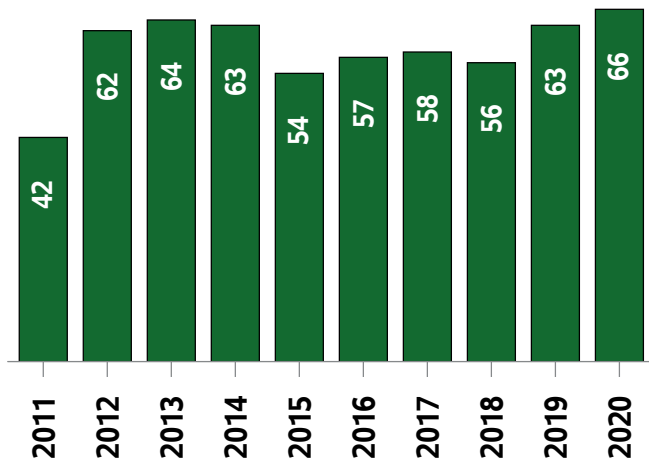


Average Price and Median Price

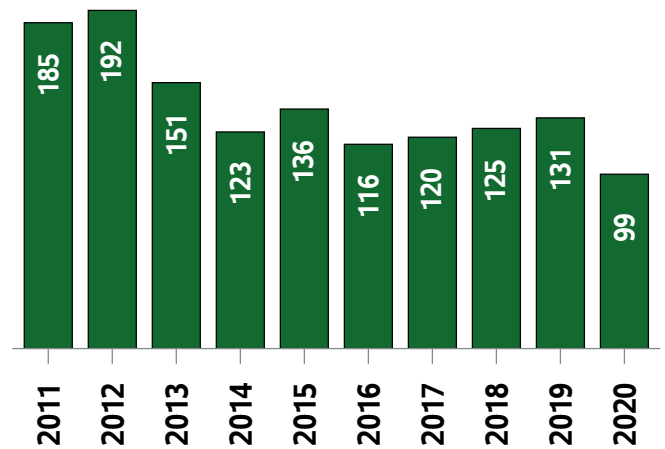


Cranbrook Lakes MLS® Residential Market Activity

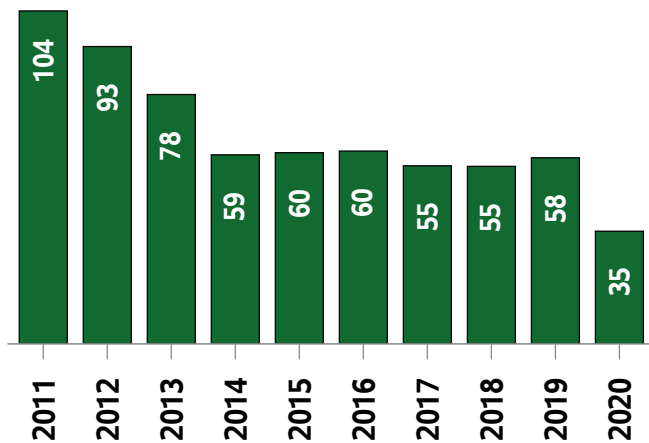
Sales Activity (December Year-to-date)



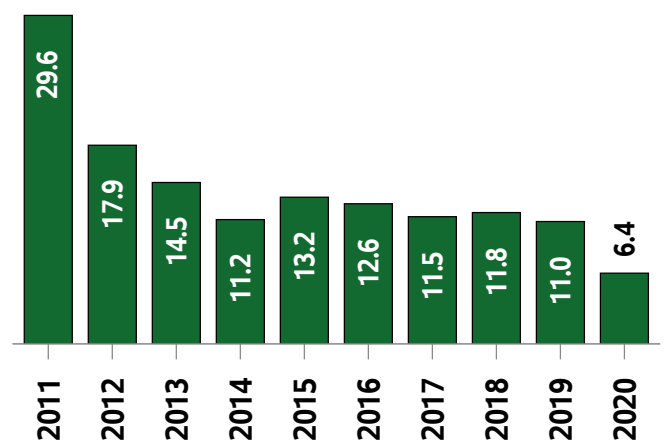
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	66.7	150.0	66.7	150.0	25.0	—
Dollar Volume	\$2,876,000	67.2	188.9	113.8	294.0	80.1	—
New Listings	5	150.0	66.7	25.0	-28.6	150.0	-37.5
Active Listings	30	-11.8	-28.6	-23.1	-28.6	-37.5	-57.7
Sales to New Listings Ratio ¹	100.0	150.0	66.7	75.0	28.6	200.0	—
Months of Inventory ²	6.0	11.3	21.0	13.0	21.0	12.0	—
Average Price	\$575,200	0.3	15.6	28.3	57.6	44.1	—
Median Price	\$474,000	-17.6	-4.8	-0.2	29.9	20.3	—
Sales to List Price Ratio	98.0	95.7	95.5	95.8	95.8	97.1	—
Median Days on Market	60.0	147.0	128.0	90.0	141.0	142.5	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	66	4.8	17.9	13.8	22.2	3.1	50.0
Dollar Volume	\$39,903,025	14.6	51.4	51.8	79.5	44.4	171.9
New Listings	99	-24.4	-20.8	-17.5	-27.2	-34.4	-54.0
Active Listings ³	35	-39.4	-36.5	-36.7	-41.0	-54.8	-50.9
Sales to New Listings Ratio ⁴	66.7	48.1	44.8	48.3	39.7	42.4	20.5
Months of Inventory ⁵	6.4	11.0	11.8	11.5	13.2	14.5	19.5
Average Price	\$604,591	9.4	28.5	33.4	46.8	40.0	81.3
Median Price	\$603,250	6.3	29.7	27.3	43.6	51.8	72.0
Sales to List Price Ratio	96.8	96.8	96.2	96.1	96.5	95.5	94.0
Median Days on Market	72.5	96.0	47.0	50.0	69.5	88.0	53.5

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

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

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

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

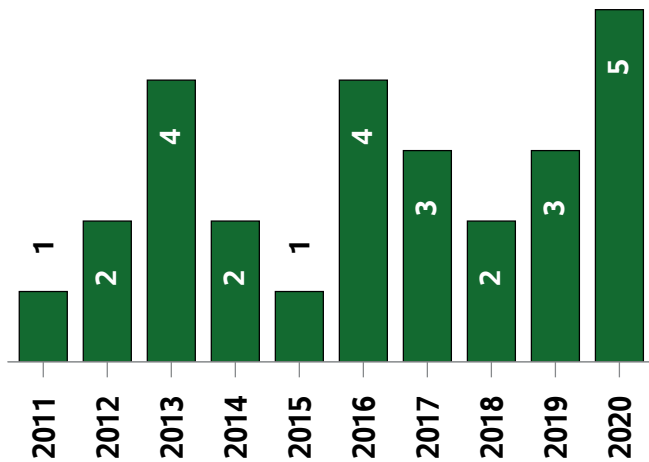
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

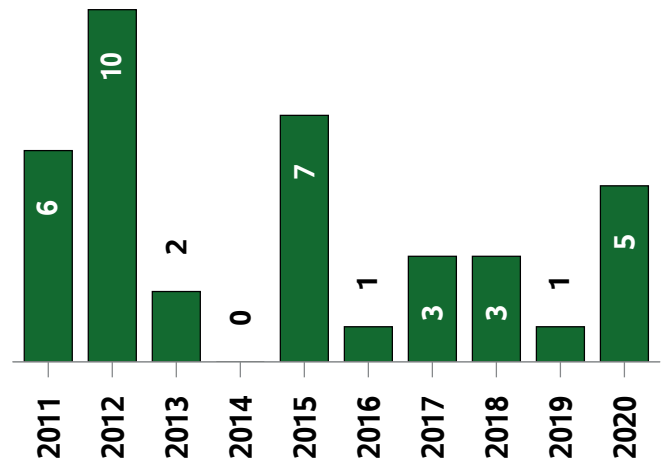
Cranbrook Lakes

MLS® Single Family Market Activity

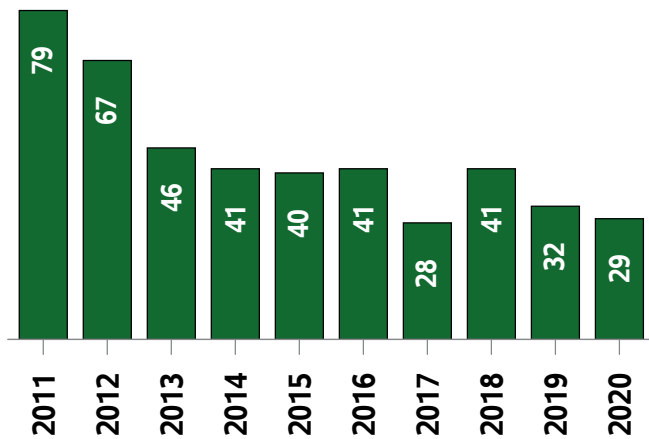
Sales Activity (December only)



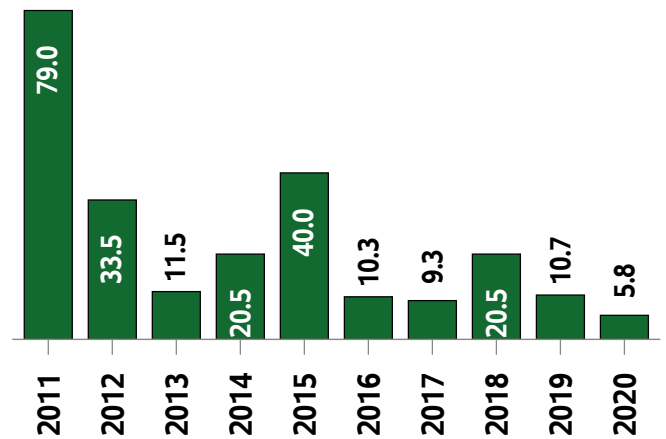
New Listings (December only)



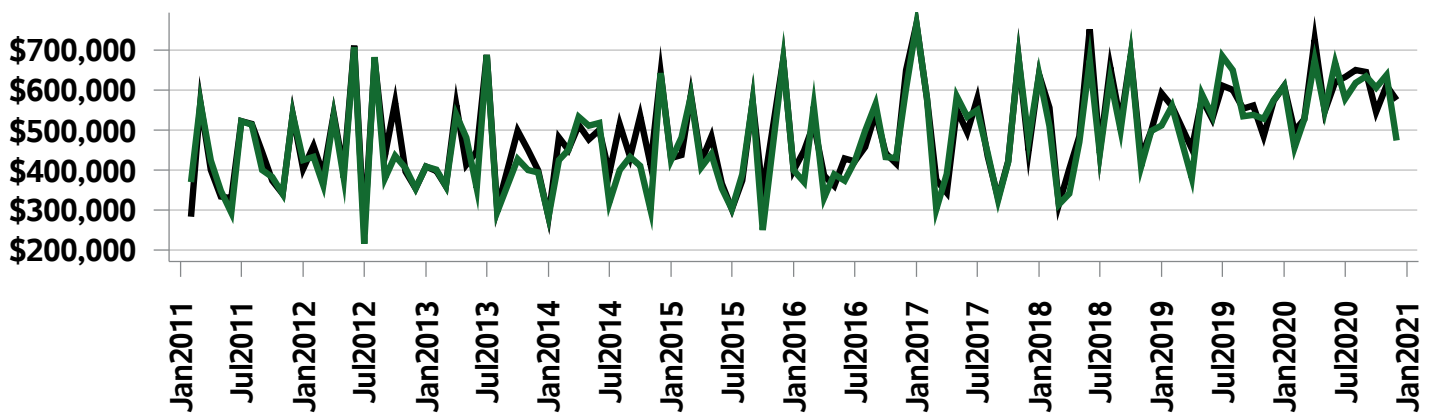
Active Listings (December only)



Months of Inventory (December only)

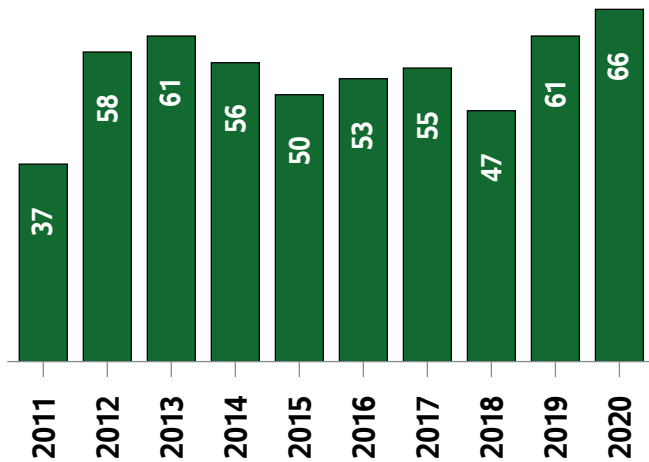


Average Price and Median Price

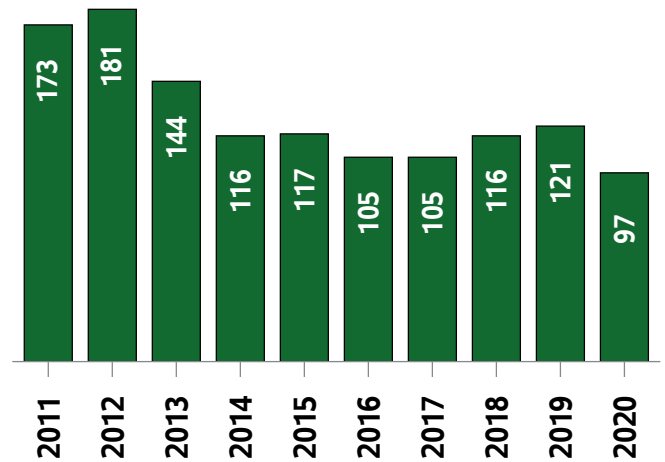


Cranbrook Lakes MLS® Single Family Market Activity

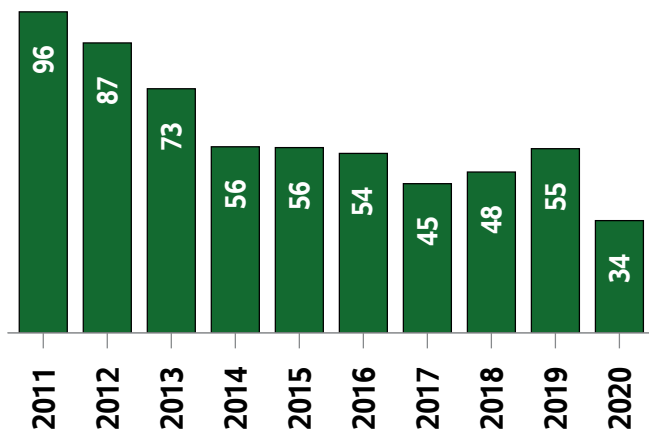
Sales Activity (December Year-to-date)



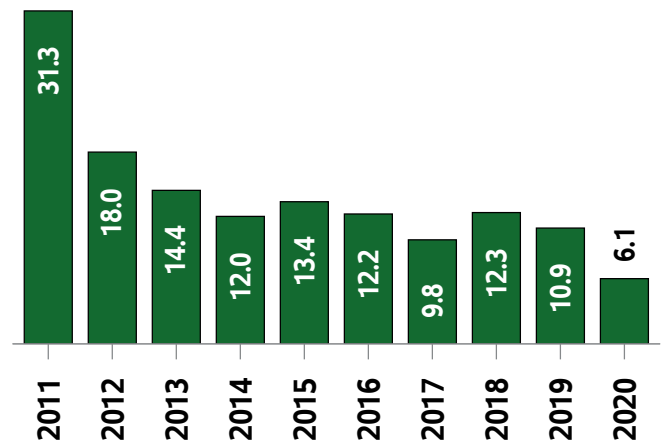
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	66.7	150.0	66.7	400.0	25.0	—
Dollar Volume	\$2,876,000	67.2	188.9	113.8	326.1	80.1	—
New Listings	5	400.0	66.7	66.7	-28.6	150.0	-16.7
Active Listings	29	-9.4	-29.3	3.6	-27.5	-37.0	-54.7
Sales to New Listings Ratio ¹	100.0	300.0	66.7	100.0	14.3	200.0	—
Months of Inventory ²	5.8	10.7	20.5	9.3	40.0	11.5	—
Average Price	\$575,200	0.3	15.6	28.3	-14.8	44.1	—
Median Price	\$474,000	-17.6	-4.8	-0.2	-29.8	20.3	—
Sales to List Price Ratio	98.0	95.7	95.5	95.8	98.4	97.1	—
Median Days on Market	60.0	147.0	128.0	90.0	52.0	142.5	—
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	66	8.2	40.4	20.0	32.0	8.2	78.4
Dollar Volume	\$39,903,025	16.6	55.6	52.5	80.5	45.2	181.2
New Listings	97	-19.8	-16.4	-7.6	-17.1	-32.6	-50.8
Active Listings ³	34	-39.0	-30.2	-24.7	-39.4	-54.0	-49.6
Sales to New Listings Ratio ⁴	68.0	50.4	40.5	52.4	42.7	42.4	18.8
Months of Inventory ⁵	6.1	10.9	12.3	9.8	13.4	14.4	21.7
Average Price	\$604,591	7.8	10.8	27.1	36.8	34.2	57.7
Median Price	\$603,250	4.9	20.6	27.0	42.8	50.4	60.9
Sales to List Price Ratio	96.8	96.8	97.0	96.9	96.6	95.7	95.5
Median Days on Market	72.5	96.0	49.0	52.0	77.0	89.0	56.0

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

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

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

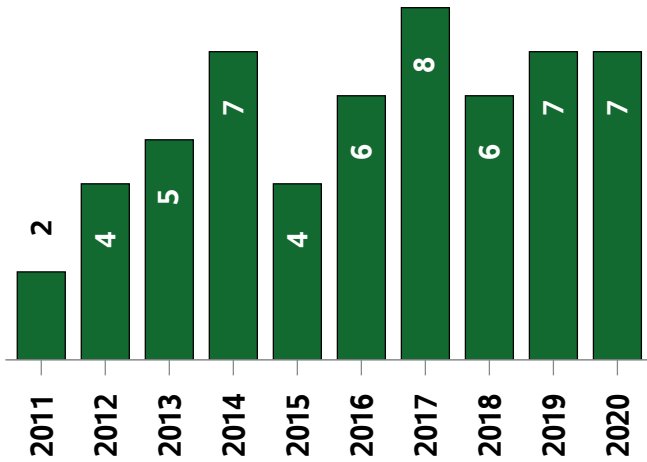
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

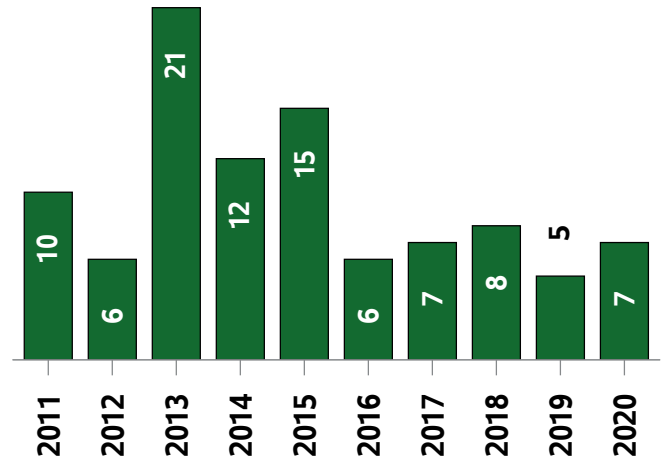
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

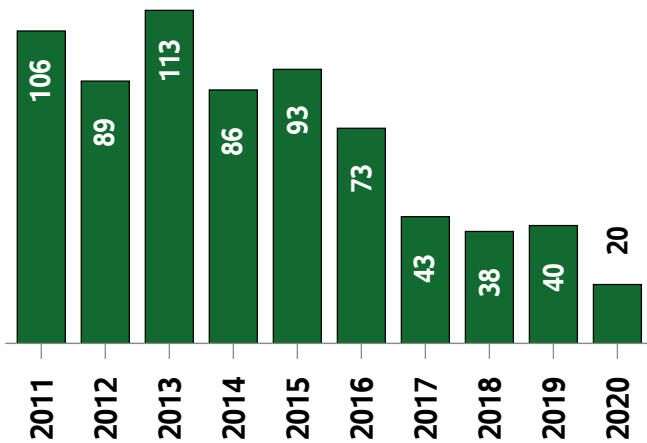
Sales Activity (December only)



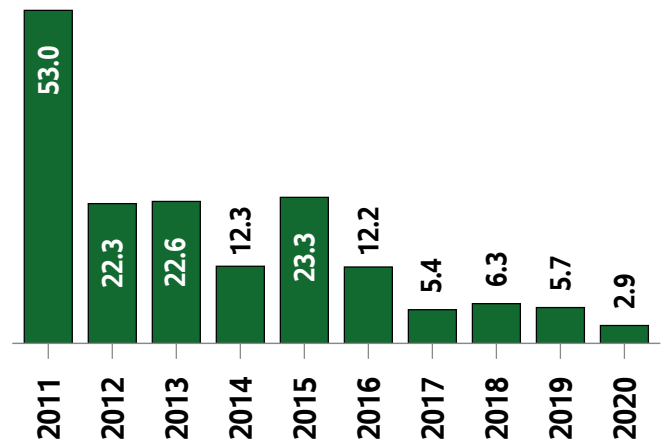
New Listings (December only)



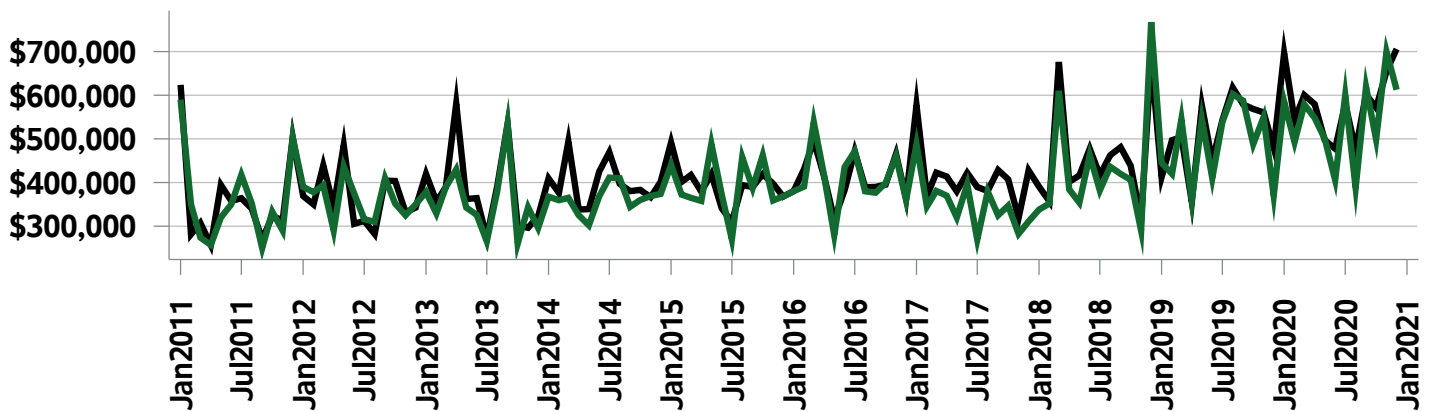
Active Listings (December only)



Months of Inventory (December only)

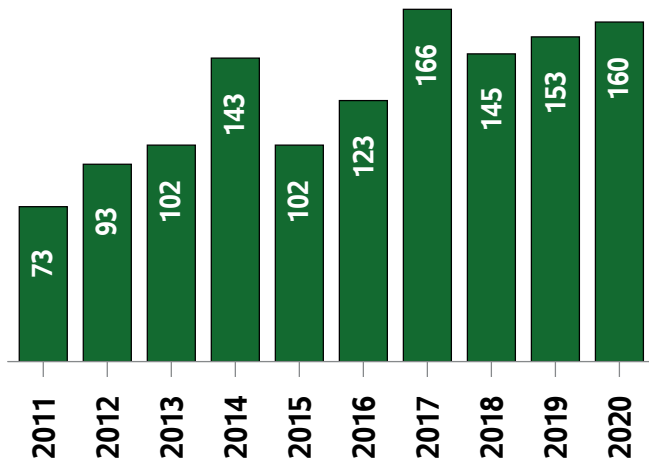


Average Price and Median Price

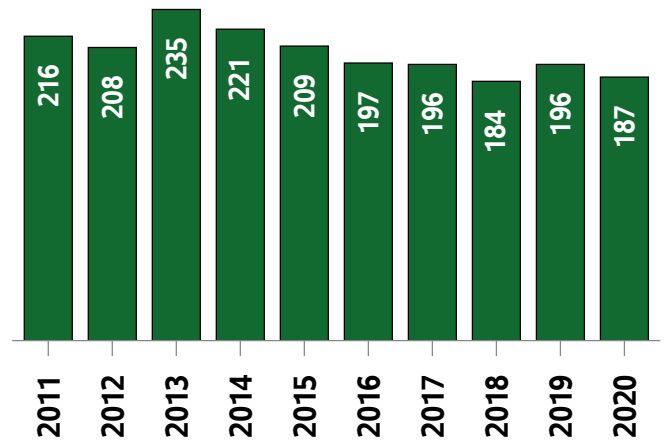


Fernie MLS® Residential Market Activity

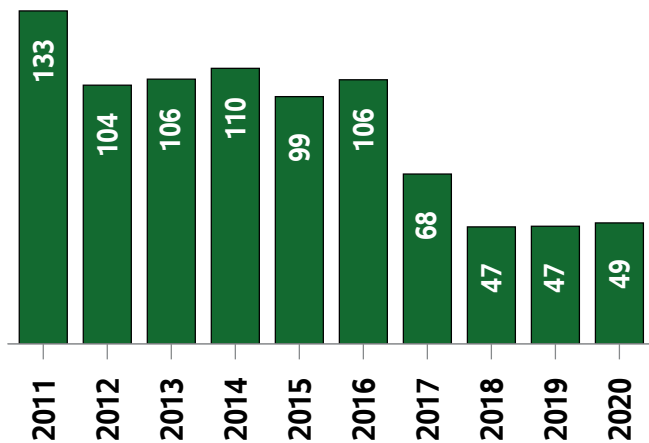
Sales Activity (December Year-to-date)



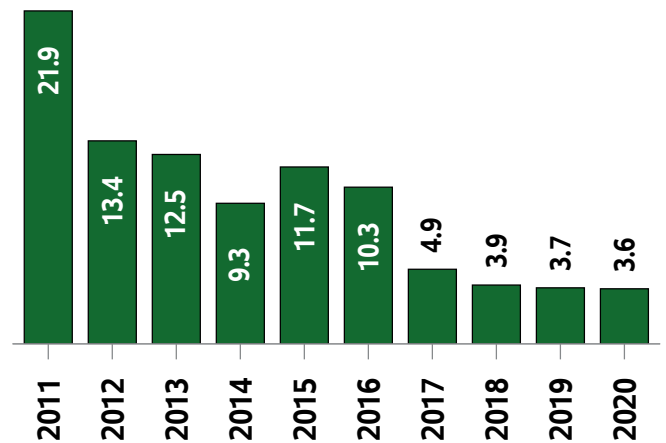
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Fernie

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	7	0.0	16.7	-12.5	75.0	40.0	133.3
Dollar Volume	\$4,941,500	47.3	20.8	44.4	235.9	206.3	332.1
New Listings	7	40.0	-12.5	0.0	-53.3	-66.7	-61.1
Active Listings	20	-50.0	-47.4	-53.5	-78.5	-82.3	-81.7
Sales to New Listings Ratio ¹	100.0	140.0	75.0	114.3	26.7	23.8	16.7
Months of Inventory ²	2.9	5.7	6.3	5.4	23.3	22.6	36.3
Average Price	\$705,929	47.3	3.5	65.0	92.0	118.8	85.2
Median Price	\$612,500	65.5	-20.2	96.9	66.2	106.9	55.1
Sales to List Price Ratio	98.2	97.6	98.3	97.9	97.5	93.3	94.6
Median Days on Market	28.0	78.0	75.5	116.5	34.0	158.0	47.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	160	4.6	10.3	-3.6	56.9	56.9	92.8
Dollar Volume	\$90,660,570	13.7	39.0	34.5	129.1	150.0	217.4
New Listings	187	-4.6	1.6	-4.6	-10.5	-20.4	-36.4
Active Listings ³	49	2.8	3.4	-28.8	-51.1	-54.3	-50.3
Sales to New Listings Ratio ⁴	85.6	78.1	78.8	84.7	48.8	43.4	28.2
Months of Inventory ⁵	3.6	3.7	3.9	4.9	11.7	12.5	14.1
Average Price	\$566,629	8.8	25.9	39.5	46.1	59.4	64.7
Median Price	\$580,500	26.5	38.3	65.7	50.8	72.3	69.5
Sales to List Price Ratio	97.8	97.8	97.4	97.0	95.7	95.1	94.7
Median Days on Market	54.0	48.0	40.0	82.0	68.0	80.0	31.0

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

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

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

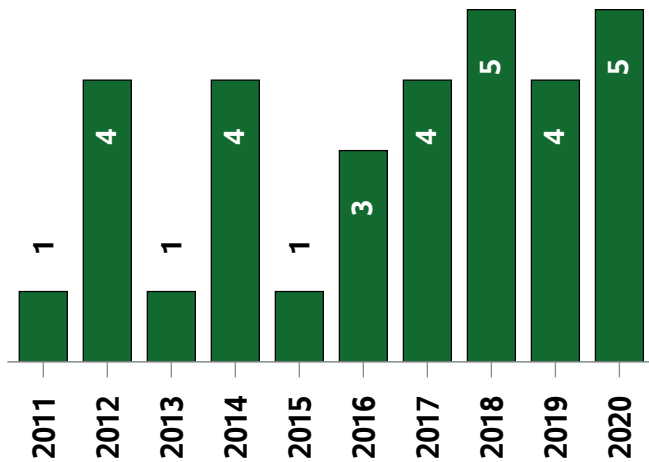
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

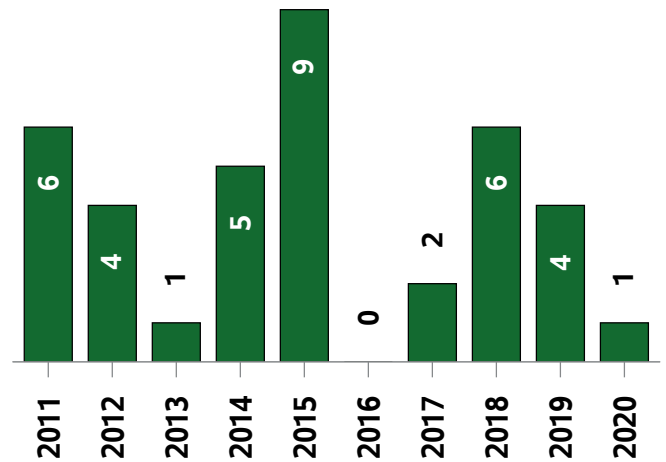
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

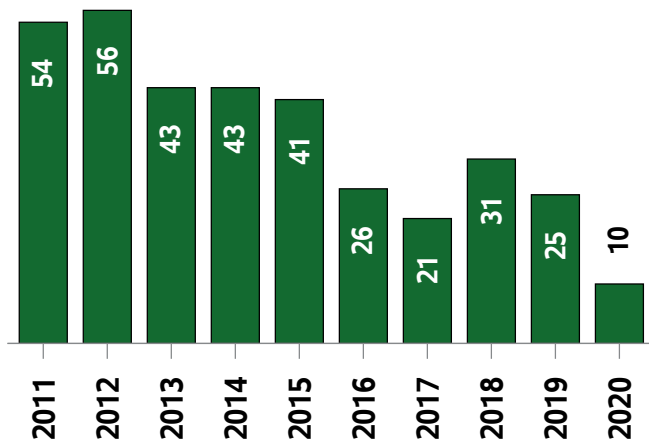
Sales Activity (December only)



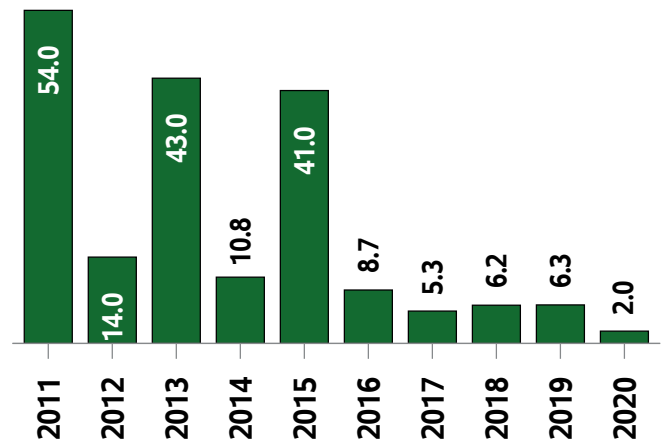
New Listings (December only)



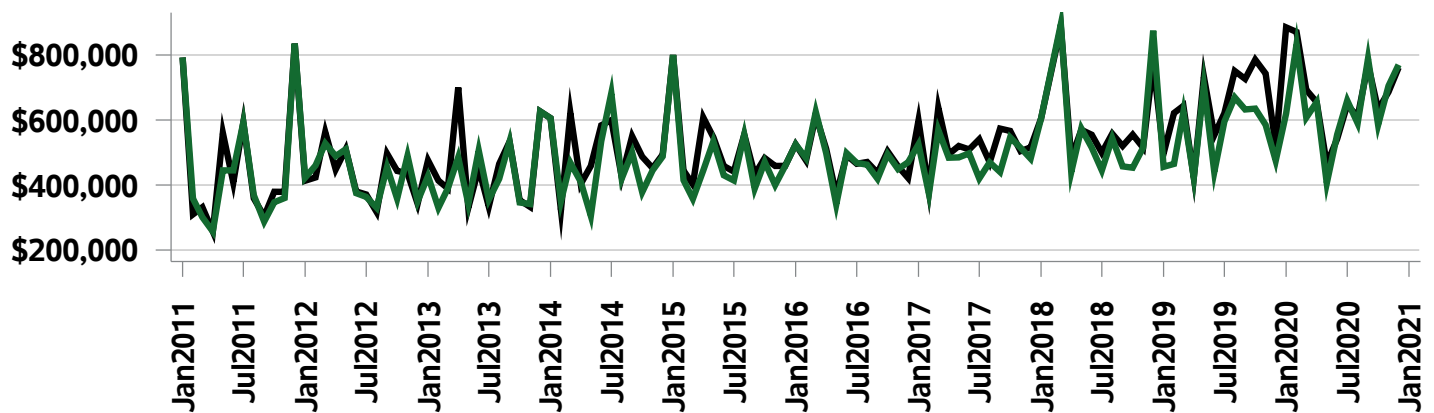
Active Listings (December only)



Months of Inventory (December only)

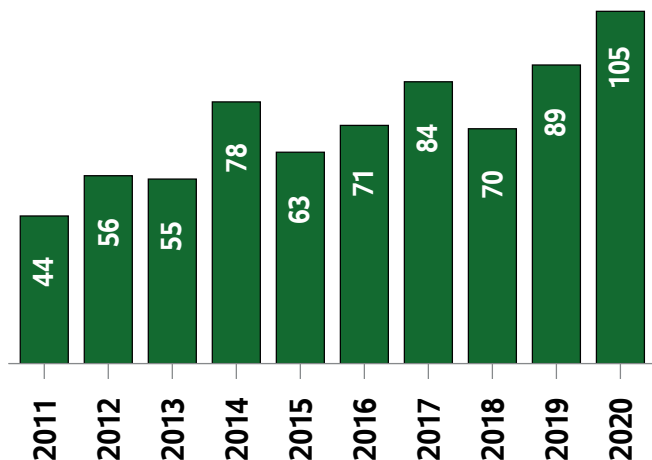


Average Price and Median Price

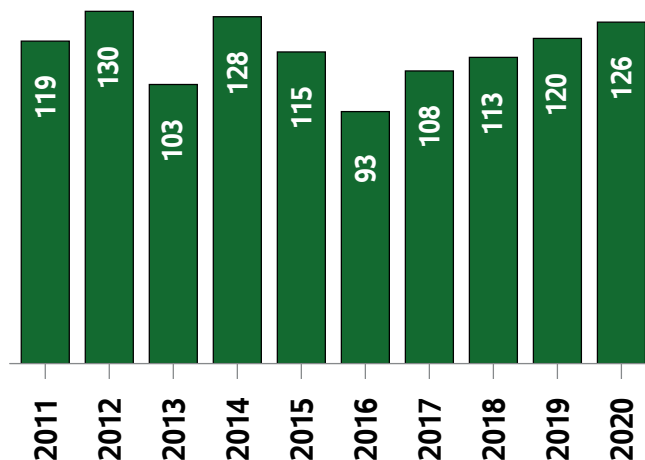


Fernie MLS® Single Family Market Activity

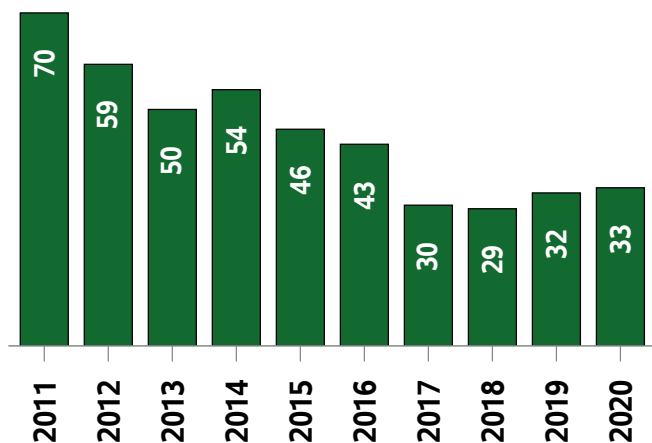
Sales Activity (December Year-to-date)



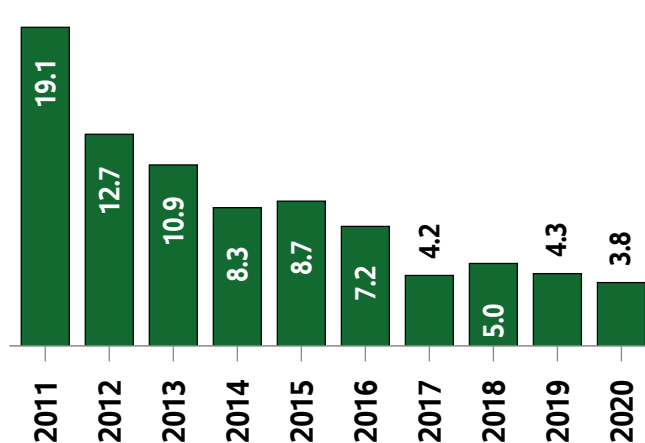
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Fernie

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	25.0	0.0	25.0	400.0	400.0	150.0
Dollar Volume	\$3,806,500	82.6	-1.7	84.5	729.3	507.6	365.1
New Listings	1	-75.0	-83.3	-50.0	-88.9	0.0	-88.9
Active Listings	10	-60.0	-67.7	-52.4	-75.6	-76.7	-81.5
Sales to New Listings Ratio ¹	500.0	100.0	83.3	200.0	11.1	100.0	22.2
Months of Inventory ²	2.0	6.3	6.2	5.3	41.0	43.0	27.0
Average Price	\$761,300	46.1	-1.7	47.6	65.9	21.5	86.0
Median Price	\$770,000	62.1	-12.0	60.0	67.8	22.9	88.1
Sales to List Price Ratio	97.7	97.5	98.5	96.3	97.9	96.4	95.5
Median Days on Market	54.0	69.5	76.0	125.5	37.0	112.0	24.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	105	18.0	50.0	25.0	66.7	90.9	105.9
Dollar Volume	\$70,295,300	21.4	76.7	56.7	133.9	201.2	253.5
New Listings	126	5.0	11.5	16.7	9.6	22.3	-24.6
Active Listings ³	33	3.4	15.3	12.4	-27.0	-33.1	-32.5
Sales to New Listings Ratio ⁴	83.3	74.2	61.9	77.8	54.8	53.4	30.5
Months of Inventory ⁵	3.8	4.3	5.0	4.2	8.7	10.9	11.6
Average Price	\$669,479	2.9	17.8	25.4	40.3	57.8	71.7
Median Price	\$634,000	6.6	19.3	27.4	50.6	66.8	73.7
Sales to List Price Ratio	97.5	97.5	97.7	97.1	97.1	95.9	95.1
Median Days on Market	60.0	61.0	36.5	53.5	54.0	112.0	27.0

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

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

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

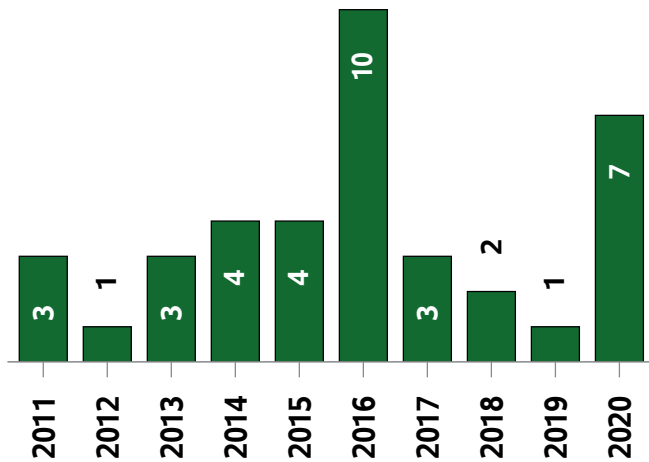
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

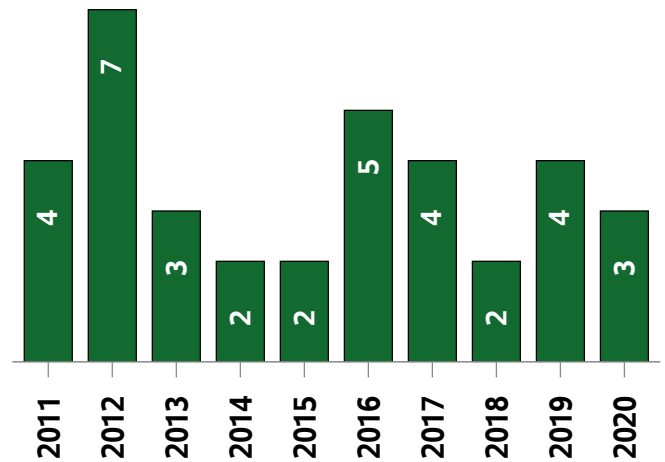
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

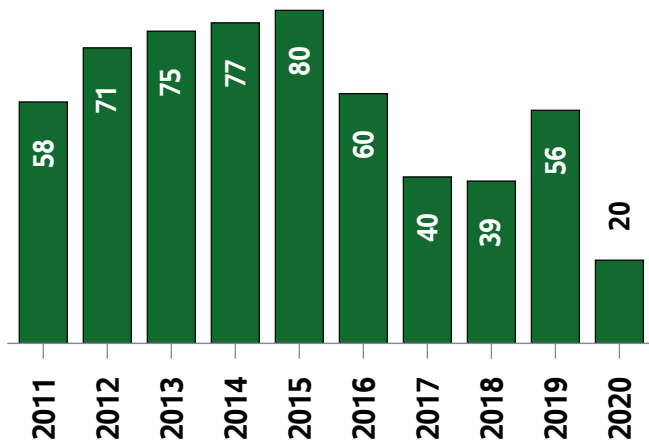
Sales Activity (December only)



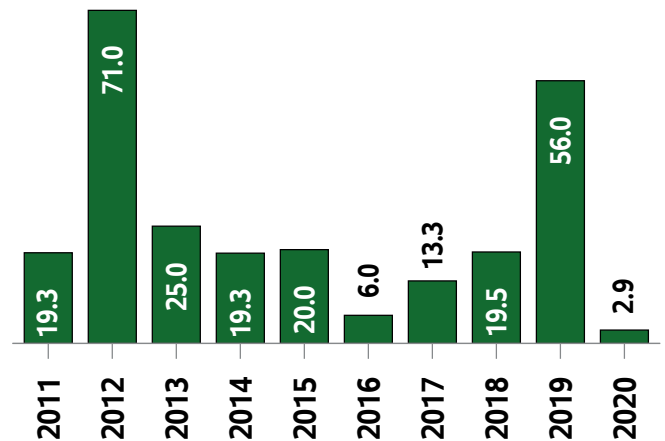
New Listings (December only)



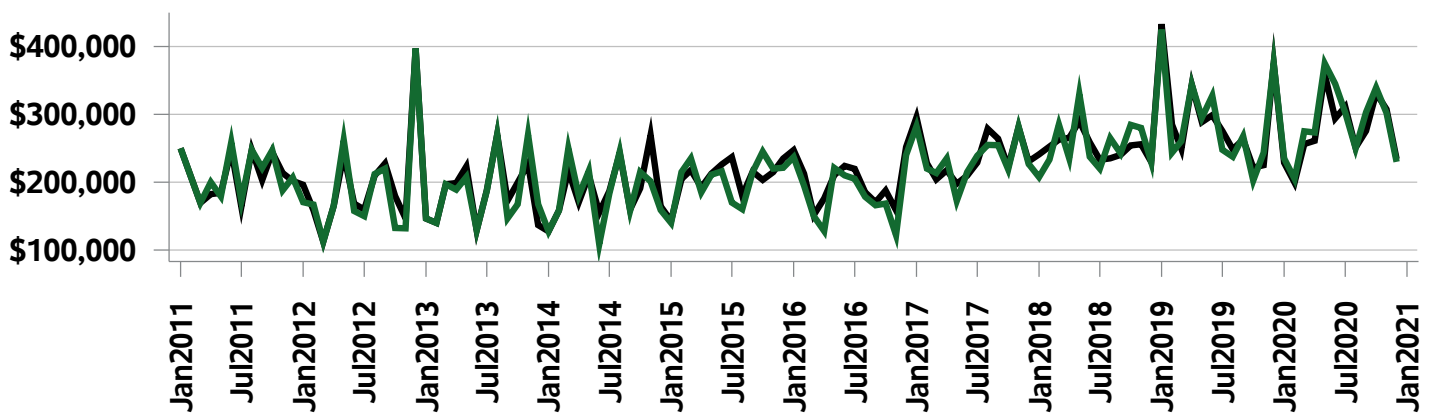
Active Listings (December only)



Months of Inventory (December only)

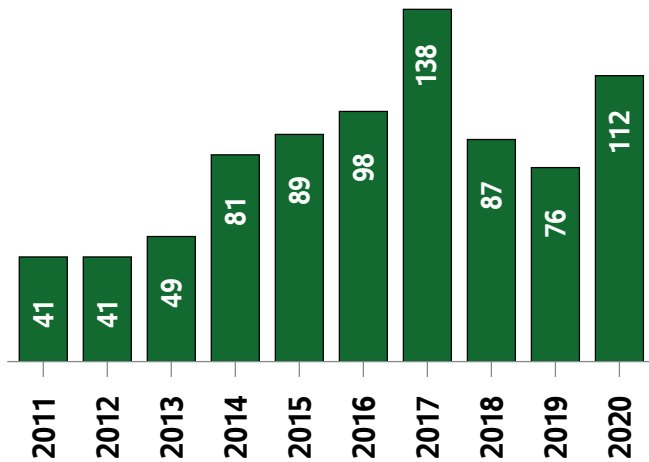


Average Price and Median Price

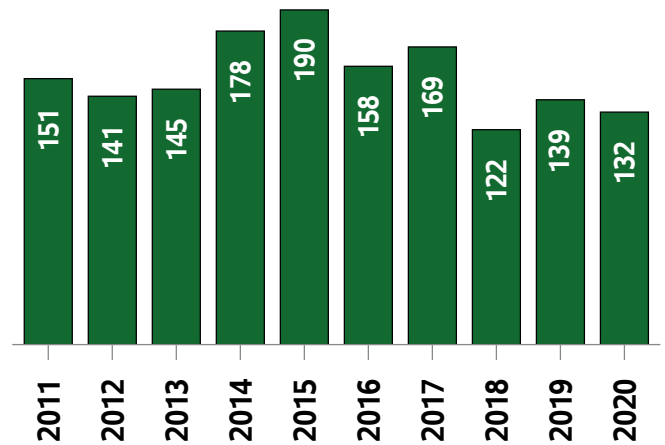


Grand Forks MLS® Residential Market Activity

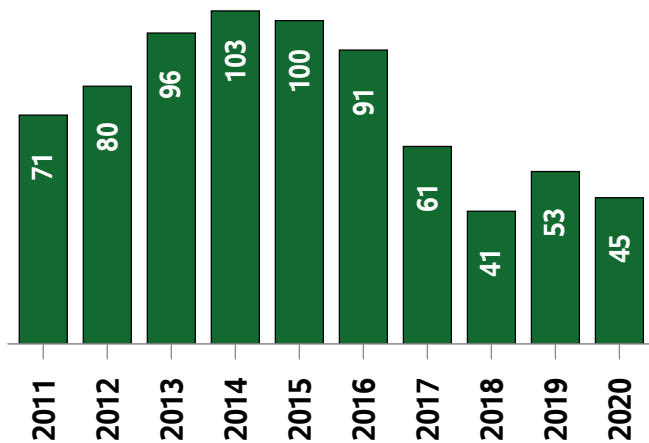
Sales Activity (December Year-to-date)



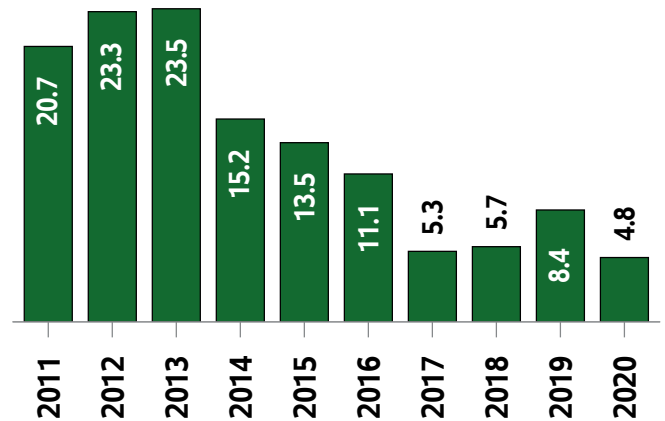
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Grand Forks

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	7	600.0	250.0	133.3	75.0	133.3	250.0
Dollar Volume	\$1,639,000	337.1	256.3	136.8	74.5	299.3	203.5
New Listings	3	-25.0	50.0	-25.0	50.0	0.0	-50.0
Active Listings	20	-64.3	-48.7	-50.0	-75.0	-73.3	-59.2
Sales to New Listings Ratio ¹	233.3	25.0	100.0	75.0	200.0	100.0	33.3
Months of Inventory ²	2.9	56.0	19.5	13.3	20.0	25.0	24.5
Average Price	\$234,143	-37.6	1.8	1.5	-0.3	71.1	-13.3
Median Price	\$230,000	-38.7	0.0	1.3	4.0	37.3	-14.8
Sales to List Price Ratio	96.8	94.0	95.8	95.3	96.9	91.5	93.3
Median Days on Market	44.0	187.0	130.5	66.0	132.0	168.0	38.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	112	47.4	28.7	-18.8	25.8	128.6	138.3
Dollar Volume	\$31,686,318	51.7	43.0	-2.9	70.9	243.0	235.9
New Listings	132	-5.0	8.2	-21.9	-30.5	-9.0	-12.6
Active Listings ³	45	-15.2	10.2	-26.0	-54.8	-53.0	-1.1
Sales to New Listings Ratio ⁴	84.8	54.7	71.3	81.7	46.8	33.8	31.1
Months of Inventory ⁵	4.8	8.4	5.7	5.3	13.5	23.5	11.7
Average Price	\$282,914	2.9	11.0	19.7	35.8	50.1	40.9
Median Price	\$279,500	9.2	13.6	21.5	33.1	55.7	36.3
Sales to List Price Ratio	96.3	95.9	96.1	96.0	93.4	94.1	92.9
Median Days on Market	66.0	62.0	55.0	65.5	100.0	123.0	40.0

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

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

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

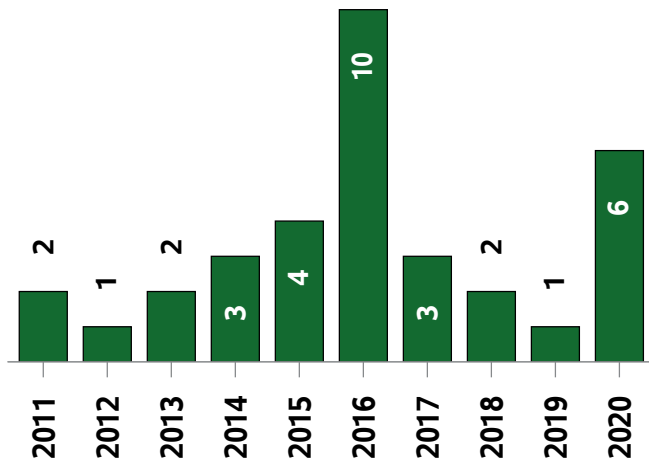
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

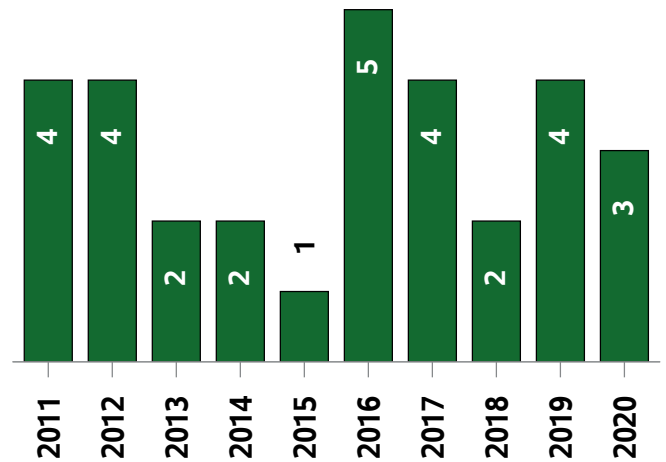
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

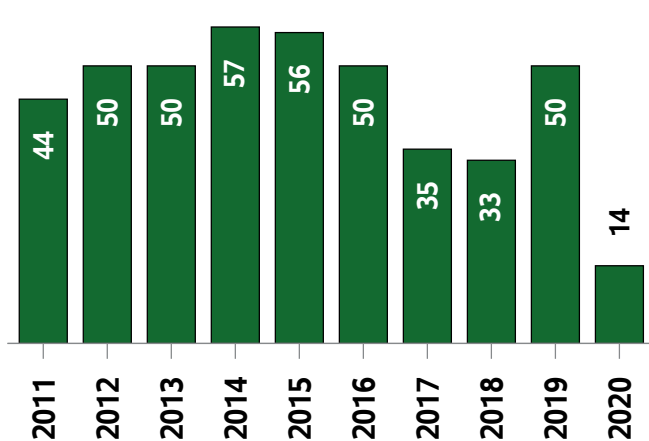
Sales Activity (December only)



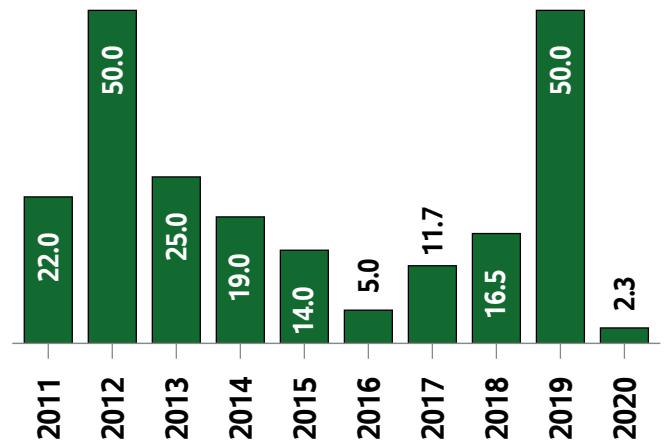
New Listings (December only)



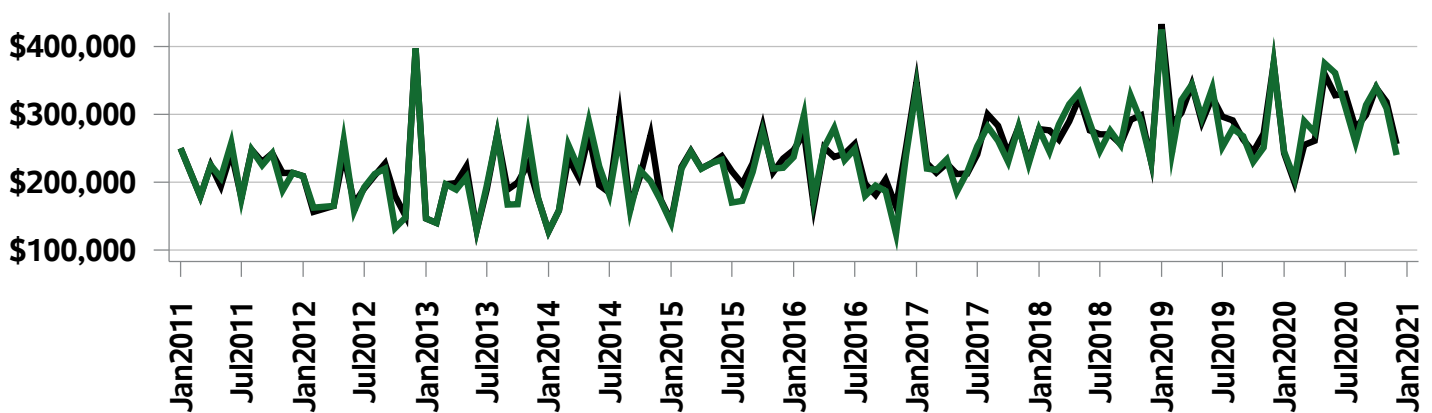
Active Listings (December only)



Months of Inventory (December only)

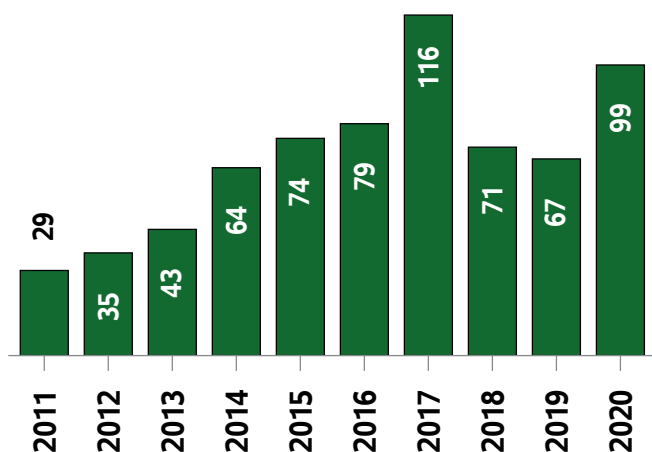


Average Price and Median Price

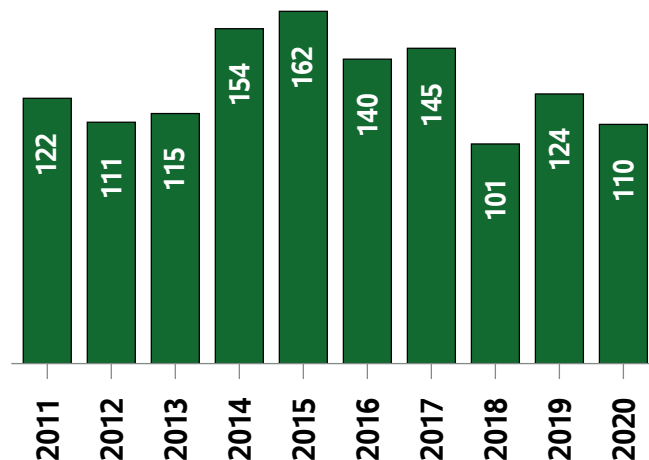


Grand Forks MLS® Single Family Market Activity

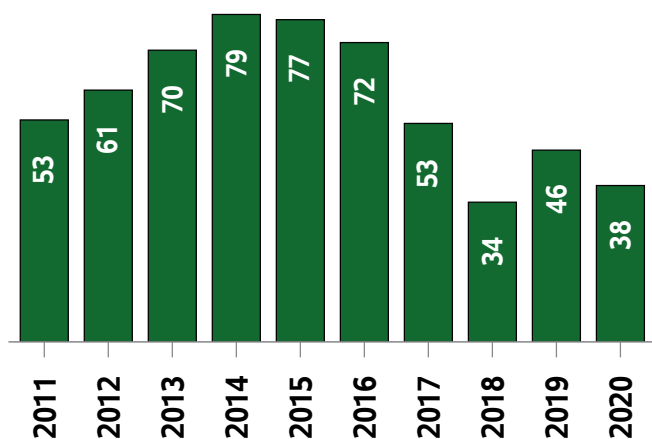
Sales Activity (December Year-to-date)



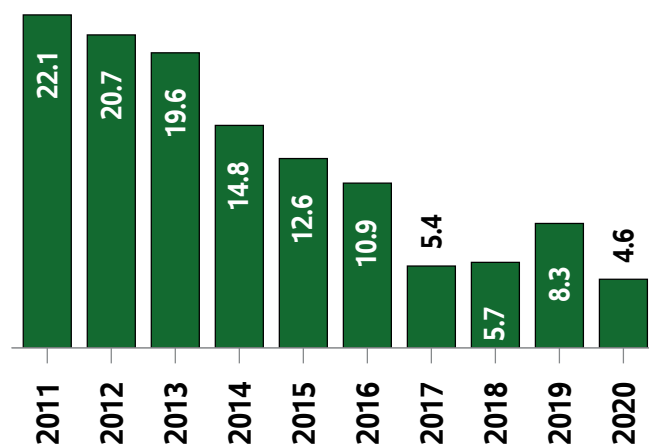
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Grand Forks

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	500.0	200.0	100.0	50.0	200.0	200.0
Dollar Volume	\$1,537,000	309.9	234.1	122.1	63.6	337.3	184.6
New Listings	3	-25.0	50.0	-25.0	200.0	50.0	-25.0
Active Listings	14	-72.0	-57.6	-60.0	-75.0	-72.0	-53.3
Sales to New Listings Ratio ¹	200.0	25.0	100.0	75.0	400.0	100.0	50.0
Months of Inventory ²	2.3	50.0	16.5	11.7	14.0	25.0	15.0
Average Price	\$256,167	-31.7	11.4	11.1	9.1	45.8	-5.1
Median Price	\$240,000	-36.0	4.3	5.7	8.5	36.6	-11.1
Sales to List Price Ratio	96.8	94.0	95.8	95.3	96.9	91.7	93.3
Median Days on Market	68.5	187.0	130.5	66.0	132.0	265.5	38.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	99	47.8	39.4	-14.7	33.8	130.2	141.5
Dollar Volume	\$29,630,818	49.5	50.4	2.1	81.0	251.9	244.1
New Listings	110	-11.3	8.9	-24.1	-32.1	-4.3	-6.8
Active Listings ³	38	-18.4	11.9	-28.4	-51.5	-46.4	7.6
Sales to New Listings Ratio ⁴	90.0	54.0	70.3	80.0	45.7	37.4	34.7
Months of Inventory ⁵	4.6	8.3	5.7	5.4	12.6	19.6	10.2
Average Price	\$299,301	1.2	7.8	19.7	35.3	52.9	42.5
Median Price	\$302,000	6.0	5.2	26.4	38.5	64.1	40.5
Sales to List Price Ratio	96.4	96.1	95.9	95.9	94.1	93.9	93.0
Median Days on Market	67.0	68.0	63.0	65.5	98.5	123.0	38.0

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

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

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

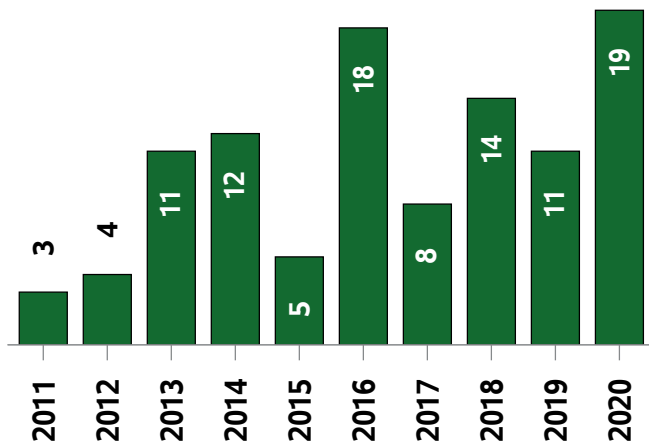
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

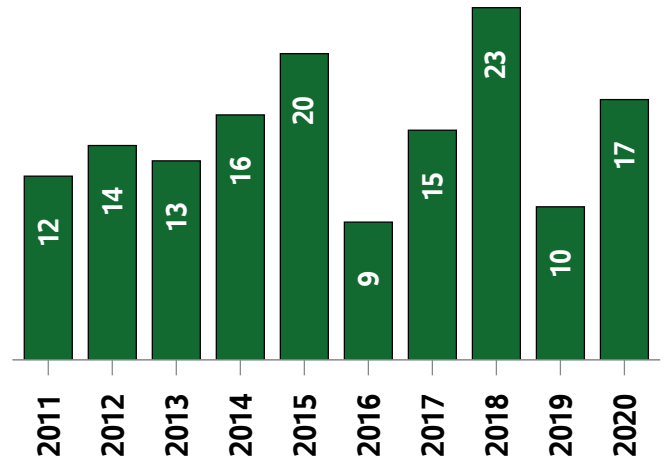
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

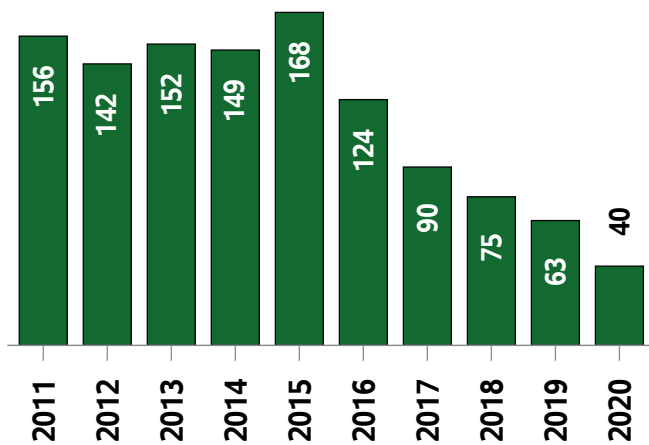
Sales Activity (December only)



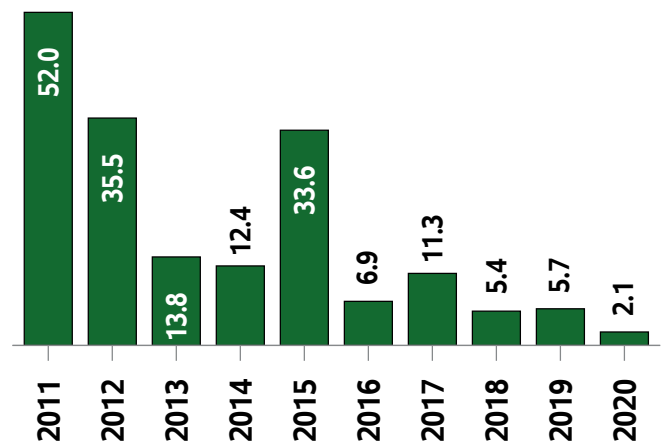
New Listings (December only)



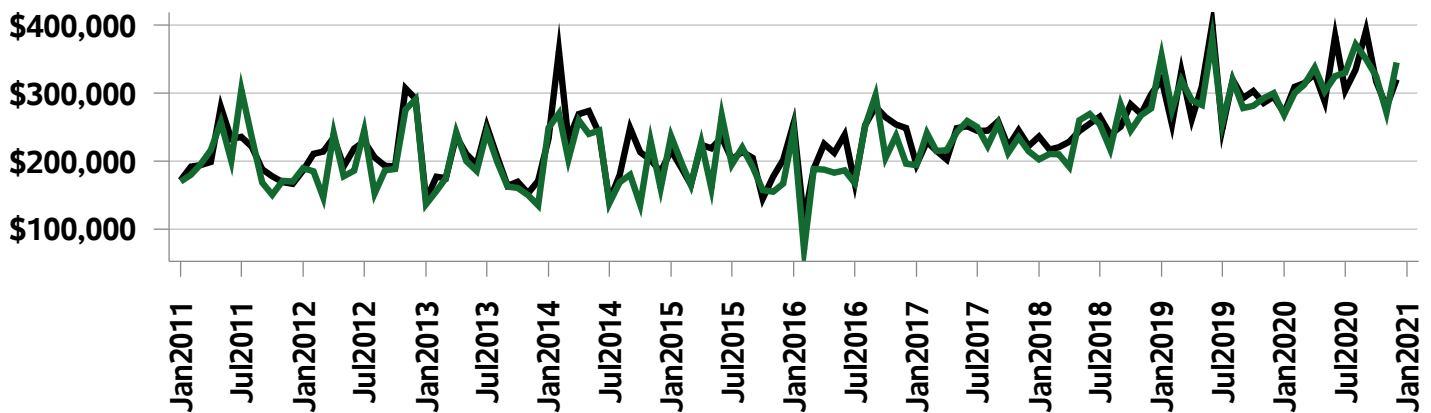
Active Listings (December only)



Months of Inventory (December only)

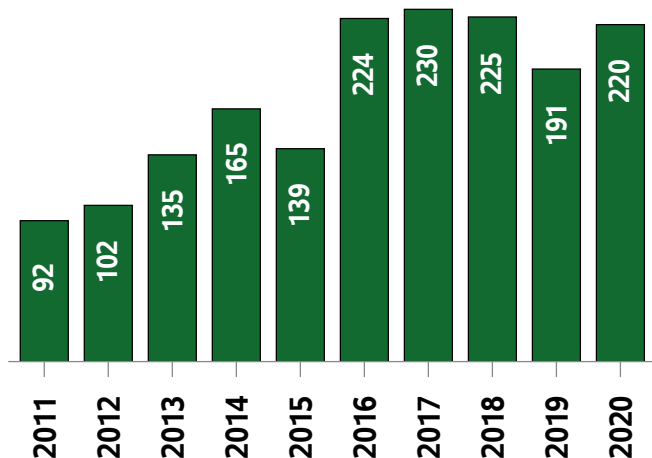


Average Price and Median Price

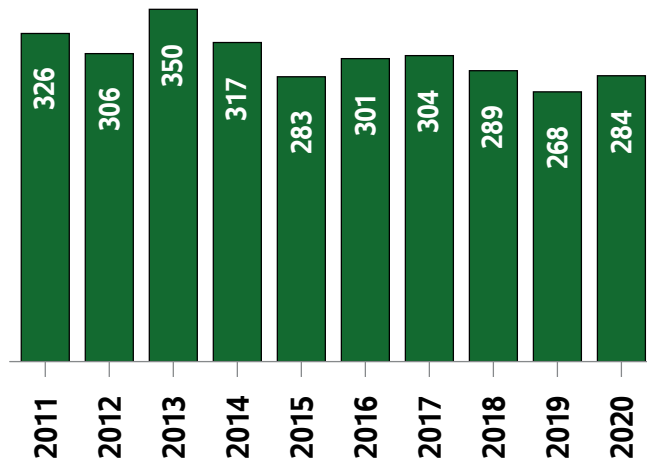


Kimberley MLS® Residential Market Activity

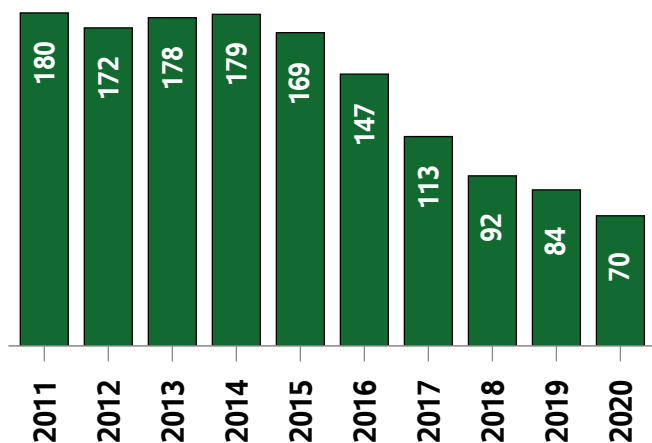
Sales Activity (December Year-to-date)



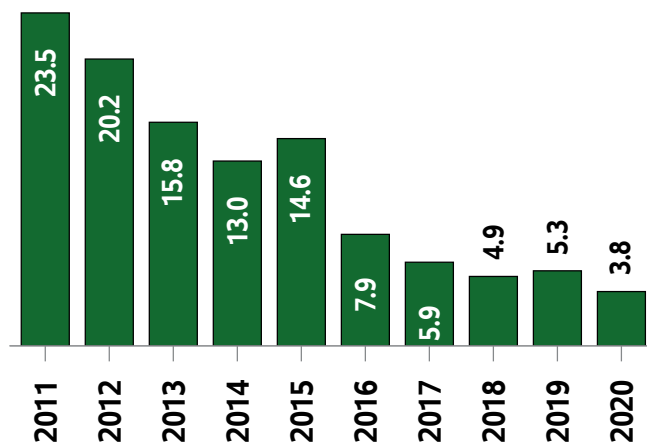
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Kimberley

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	19	72.7	35.7	137.5	280.0	72.7	375.0
Dollar Volume	\$6,082,300	87.5	45.6	242.2	501.9	223.4	569.1
New Listings	17	70.0	-26.1	13.3	-15.0	30.8	-39.3
Active Listings	40	-36.5	-46.7	-55.6	-76.2	-73.7	-73.2
Sales to New Listings Ratio ¹	111.8	110.0	60.9	53.3	25.0	84.6	14.3
Months of Inventory ²	2.1	5.7	5.4	11.3	33.6	13.8	37.3
Average Price	\$320,121	8.6	7.3	44.1	58.4	87.3	40.9
Median Price	\$345,000	15.0	24.3	60.8	106.6	155.6	51.3
Sales to List Price Ratio	98.0	97.5	95.3	91.8	93.8	88.9	94.8
Median Days on Market	31.0	78.0	48.0	132.0	84.0	57.0	182.5
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	220	15.2	-2.2	-4.3	58.3	63.0	349.0
Dollar Volume	\$70,371,412	21.9	23.7	30.3	155.0	166.9	589.2
New Listings	284	6.0	-1.7	-6.6	0.4	-18.9	-25.3
Active Listings ³	70	-16.6	-23.5	-37.8	-58.4	-60.3	-49.4
Sales to New Listings Ratio ⁴	77.5	71.3	77.9	75.7	49.1	38.6	12.9
Months of Inventory ⁵	3.8	5.3	4.9	5.9	14.6	15.8	34.1
Average Price	\$319,870	5.8	26.6	36.2	61.1	63.8	53.5
Median Price	\$311,750	5.9	29.9	34.2	67.3	78.1	59.9
Sales to List Price Ratio	96.5	95.3	95.2	95.4	94.5	93.4	94.0
Median Days on Market	54.5	54.0	45.0	64.5	92.0	93.0	69.0

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

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

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

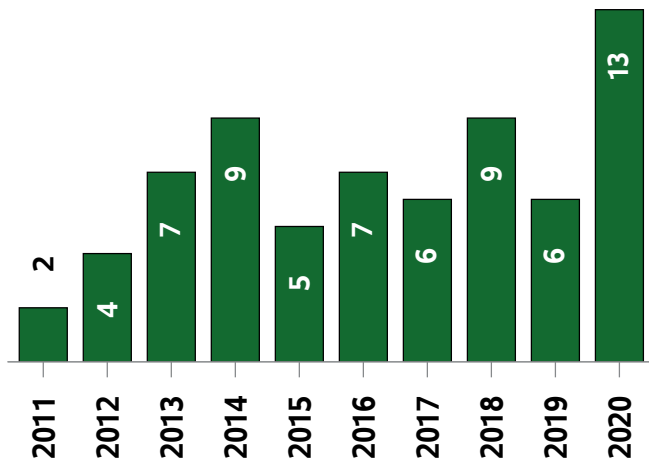
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

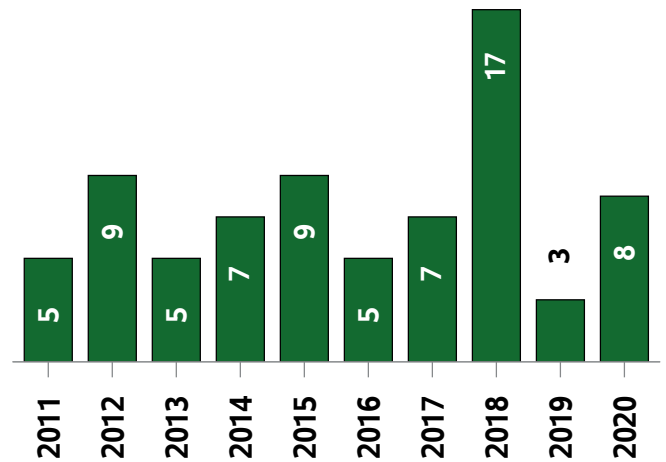
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

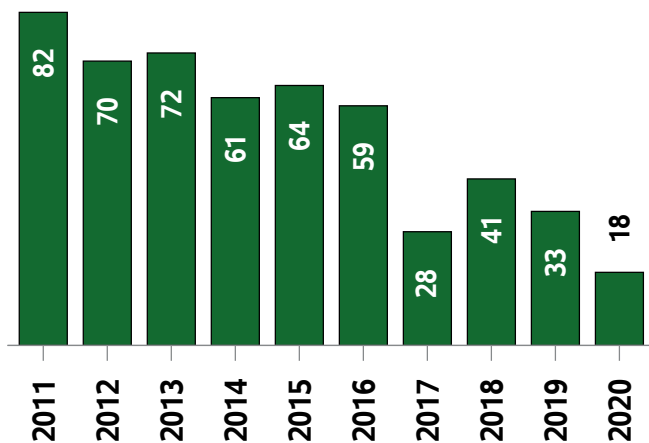
Sales Activity (December only)



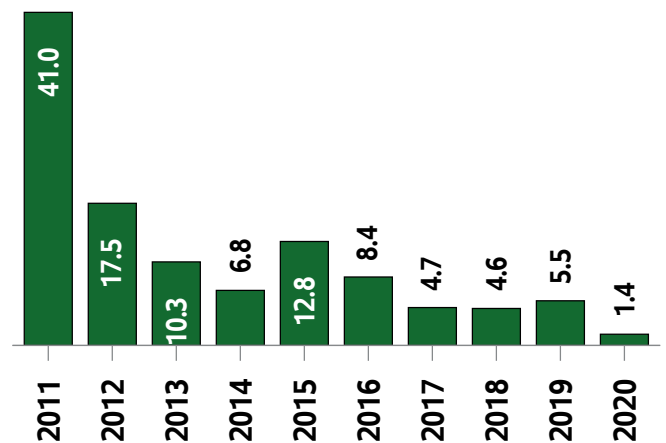
New Listings (December only)



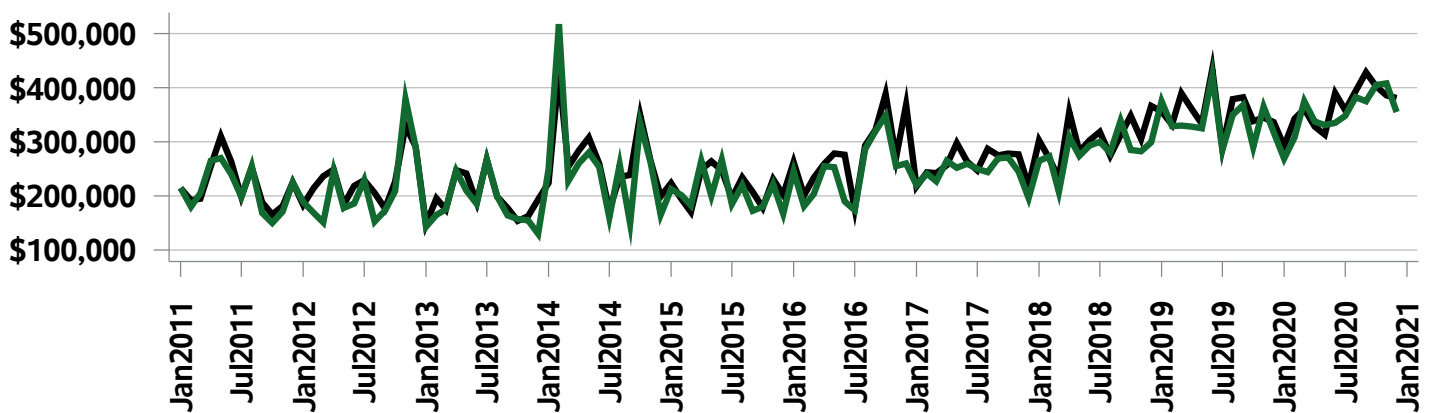
Active Listings (December only)



Months of Inventory (December only)

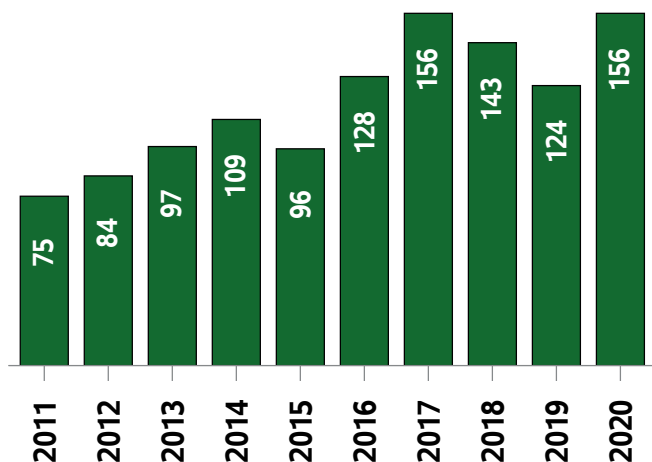


Average Price and Median Price

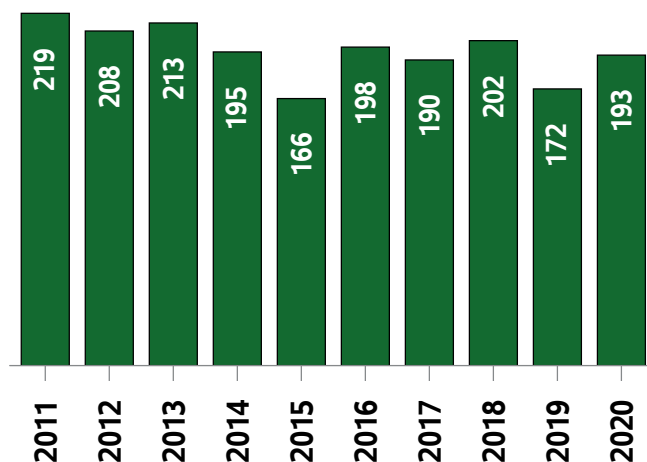


Kimberley MLS® Single Family Market Activity

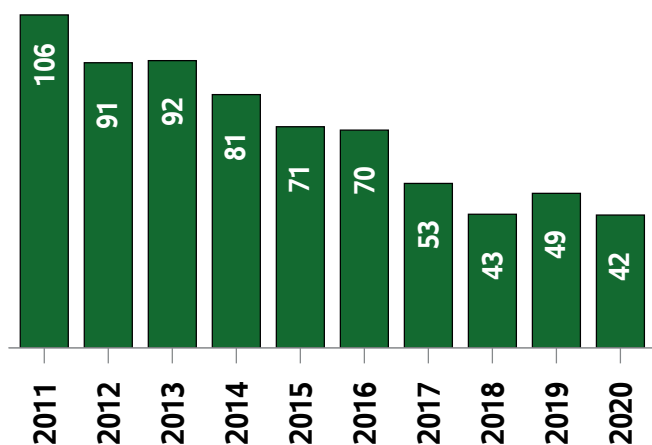
Sales Activity (December Year-to-date)



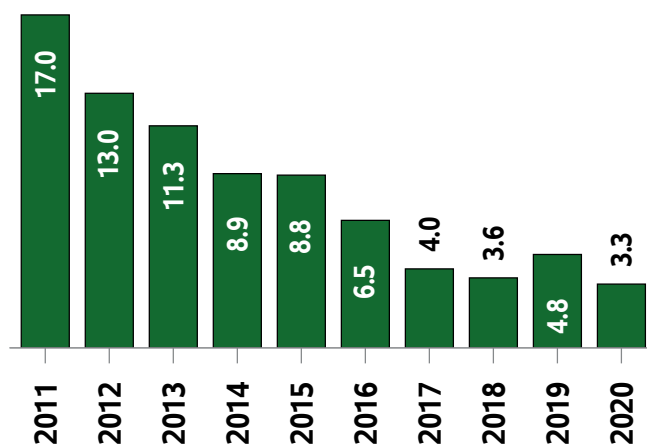
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Kimberley

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	13	116.7	44.4	116.7	160.0	85.7	225.0
Dollar Volume	\$4,953,100	145.4	50.2	278.0	390.2	265.9	444.9
New Listings	8	166.7	-52.9	14.3	-11.1	60.0	-46.7
Active Listings	18	-45.5	-56.1	-35.7	-71.9	-75.0	-79.5
Sales to New Listings Ratio ¹	162.5	200.0	52.9	85.7	55.6	140.0	26.7
Months of Inventory ²	1.4	5.5	4.6	4.7	12.8	10.3	22.0
Average Price	\$381,008	13.3	4.0	74.4	88.5	97.0	67.7
Median Price	\$355,000	11.8	18.7	81.1	112.6	173.1	55.7
Sales to List Price Ratio	98.3	95.7	97.9	90.6	93.8	90.5	94.8
Median Days on Market	31.0	84.5	58.0	88.0	84.0	55.0	182.5
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	156	25.8	9.1	0.0	62.5	60.8	254.5
Dollar Volume	\$58,808,990	33.3	32.7	42.0	185.0	192.7	514.8
New Listings	193	12.2	-4.5	1.6	16.3	-9.4	-24.3
Active Listings ³	42	-14.0	-0.6	-19.2	-39.9	-53.7	-54.5
Sales to New Listings Ratio ⁴	80.8	72.1	70.8	82.1	57.8	45.5	17.3
Months of Inventory ⁵	3.3	4.8	3.6	4.0	8.8	11.3	25.4
Average Price	\$376,981	6.0	21.6	42.0	75.4	82.0	73.4
Median Price	\$356,000	6.0	24.9	43.6	78.0	87.4	78.0
Sales to List Price Ratio	97.4	95.9	96.7	96.2	94.6	94.6	93.9
Median Days on Market	48.0	53.0	34.0	51.0	77.5	76.0	71.0

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

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

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

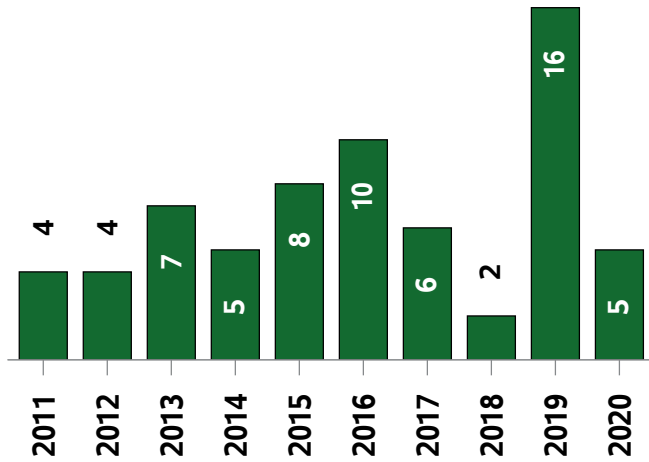
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

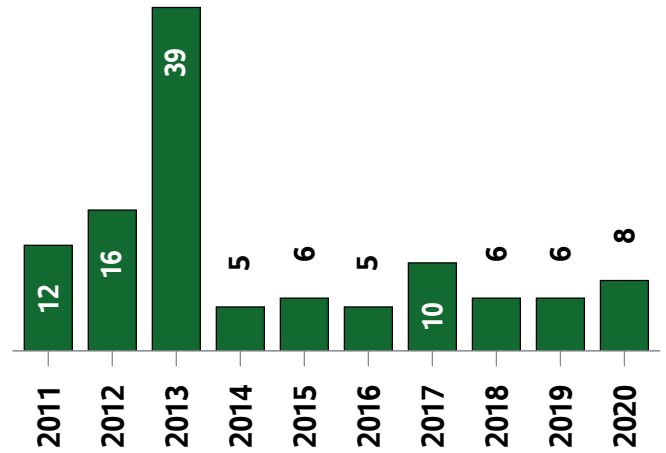
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

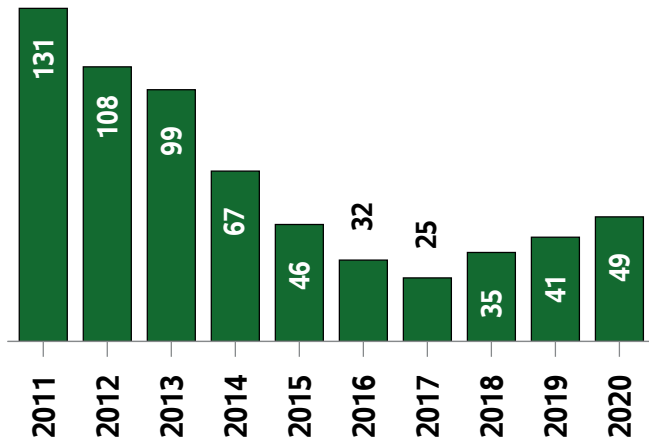
Sales Activity (December only)



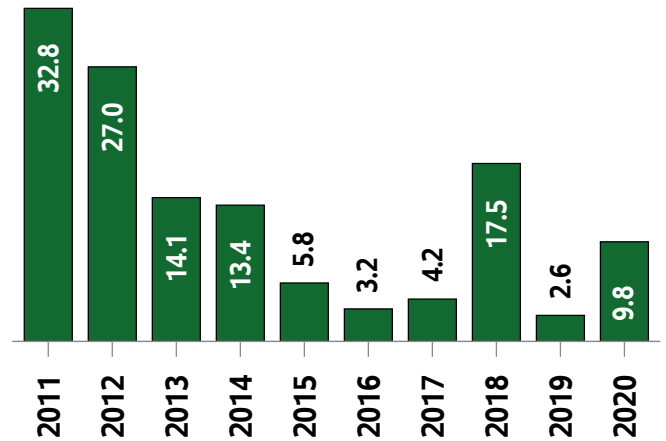
New Listings (December only)



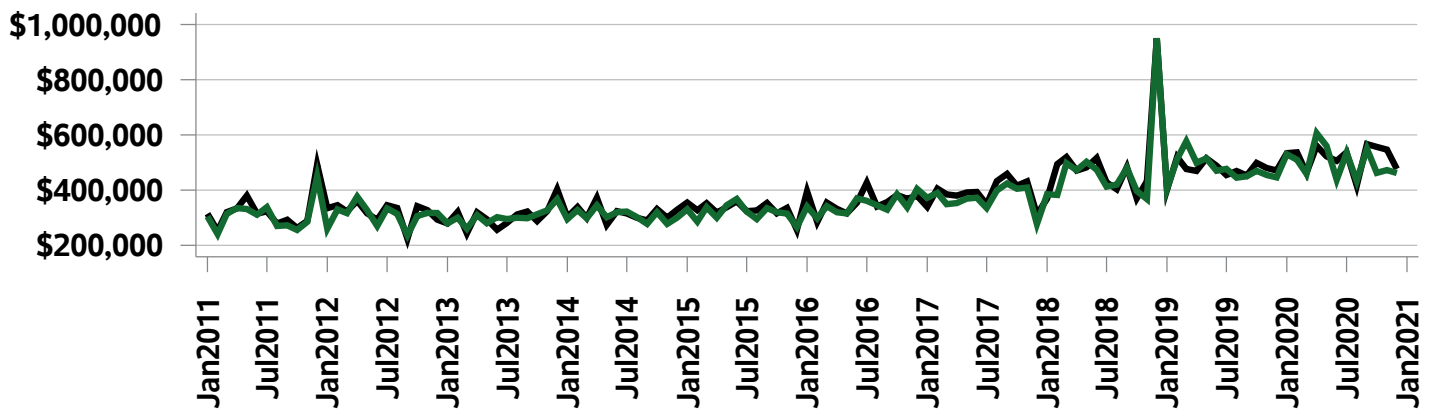
Active Listings (December only)



Months of Inventory (December only)



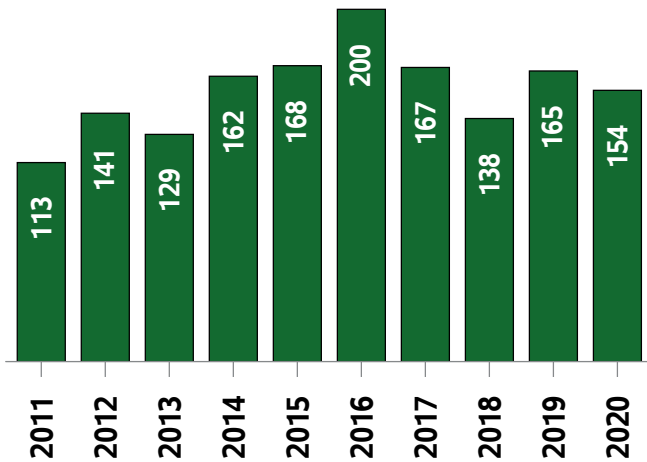
Average Price and Median Price



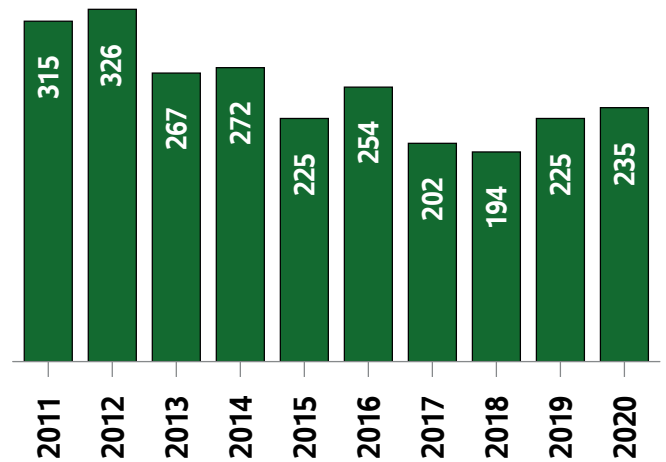
Nelson

MLS® Residential Market Activity

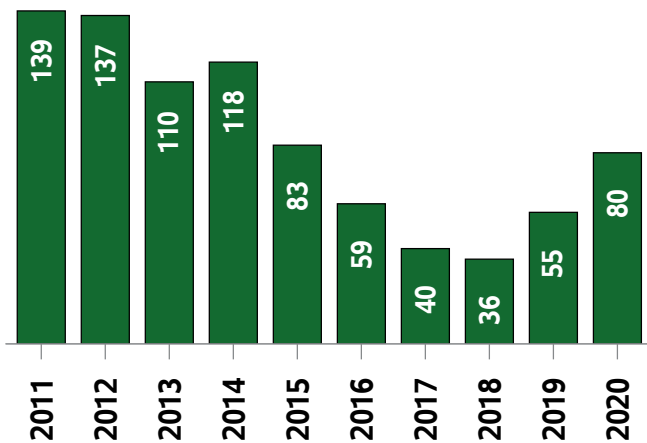
Sales Activity (December Year-to-date)



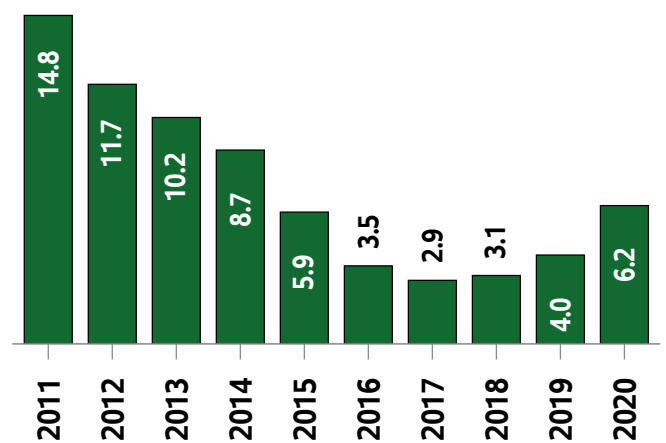
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Nelson

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	5	-68.8	150.0	-16.7	-37.5	-28.6	-28.6
Dollar Volume	\$2,383,000	-68.4	25.4	27.6	16.3	-15.5	55.5
New Listings	8	33.3	33.3	-20.0	33.3	-79.5	33.3
Active Listings	49	19.5	40.0	96.0	6.5	-50.5	-2.0
Sales to New Listings Ratio ¹	62.5	266.7	33.3	60.0	133.3	17.9	116.7
Months of Inventory ²	9.8	2.6	17.5	4.2	5.8	14.1	7.1
Average Price	\$476,600	1.1	-49.9	53.1	86.2	18.3	117.6
Median Price	\$462,000	3.6	-51.4	66.8	73.7	25.9	87.1
Sales to List Price Ratio	97.6	96.3	98.5	92.5	100.6	96.1	93.9
Median Days on Market	20.0	70.5	63.5	27.0	85.5	56.0	56.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	154	-6.7	11.6	-7.8	-8.3	19.4	36.3
Dollar Volume	\$79,966,678	2.1	26.1	20.1	43.7	100.7	118.4
New Listings	235	4.4	21.1	16.3	4.4	-12.0	-24.4
Active Listings ³	80	45.2	125.4	100.4	-3.8	-27.1	1.7
Sales to New Listings Ratio ⁴	65.5	73.3	71.1	82.7	74.7	48.3	36.3
Months of Inventory ⁵	6.2	4.0	3.1	2.9	5.9	10.2	8.4
Average Price	\$519,264	9.4	13.0	30.2	56.7	68.1	60.2
Median Price	\$485,000	5.5	10.0	26.0	49.8	60.6	54.0
Sales to List Price Ratio	98.6	97.9	98.7	98.7	96.3	95.8	96.5
Median Days on Market	36.0	48.0	36.5	33.0	70.5	87.0	29.0

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

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

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

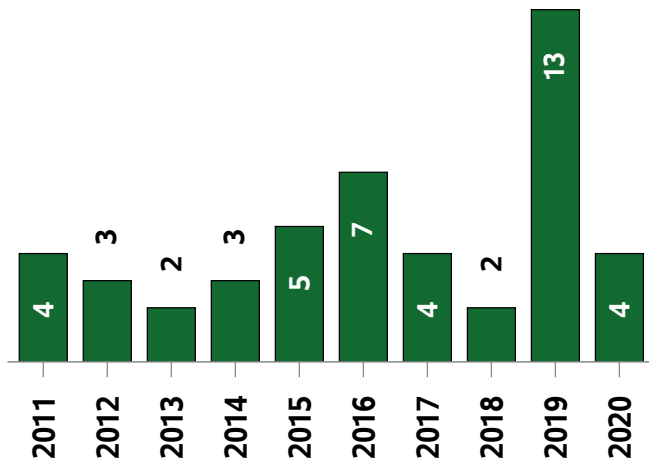
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

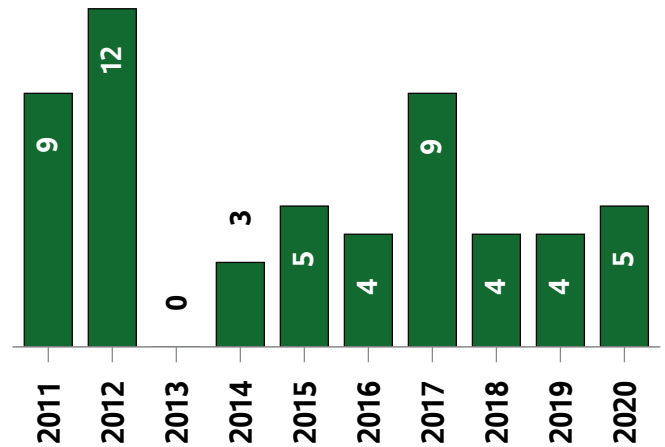
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

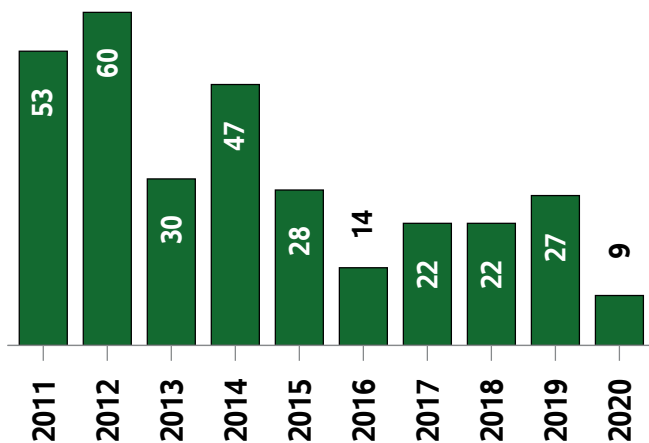
Sales Activity (December only)



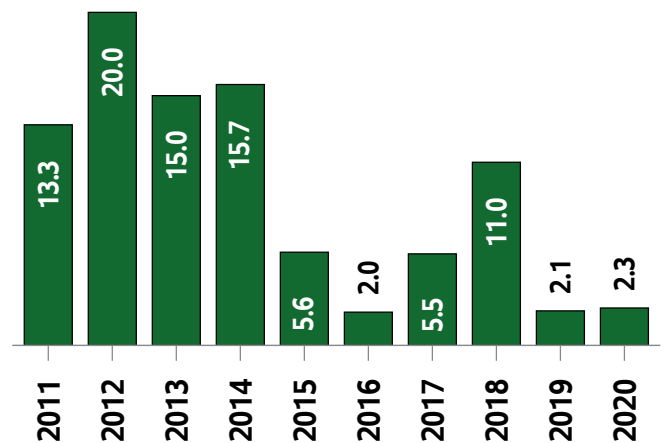
New Listings (December only)



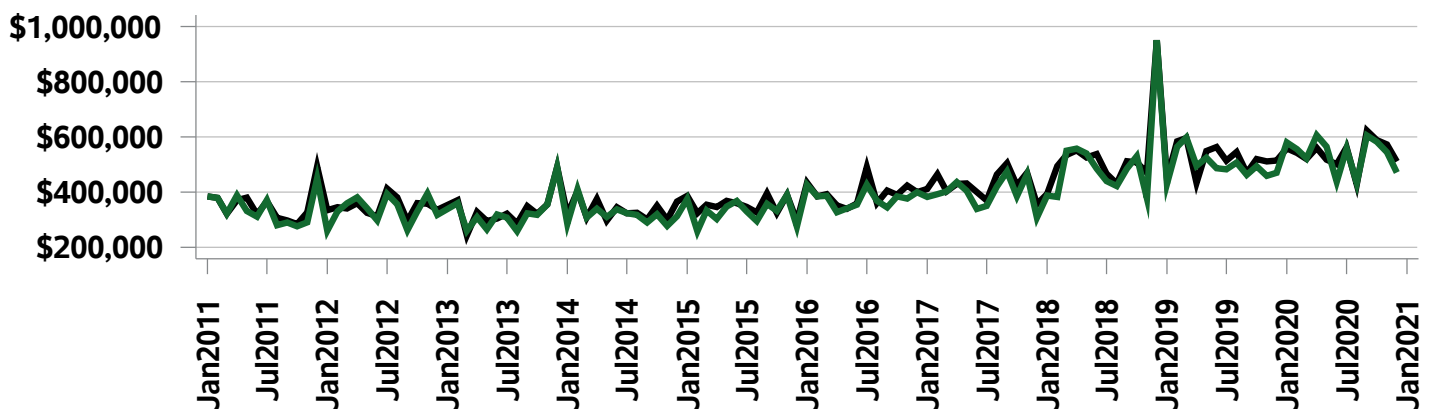
Active Listings (December only)



Months of Inventory (December only)

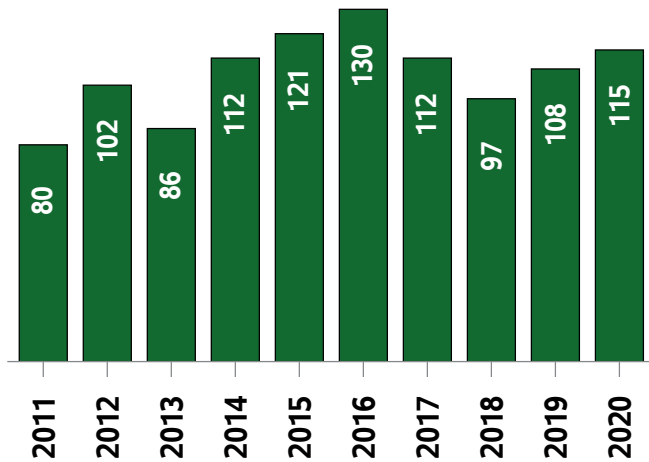


Average Price and Median Price

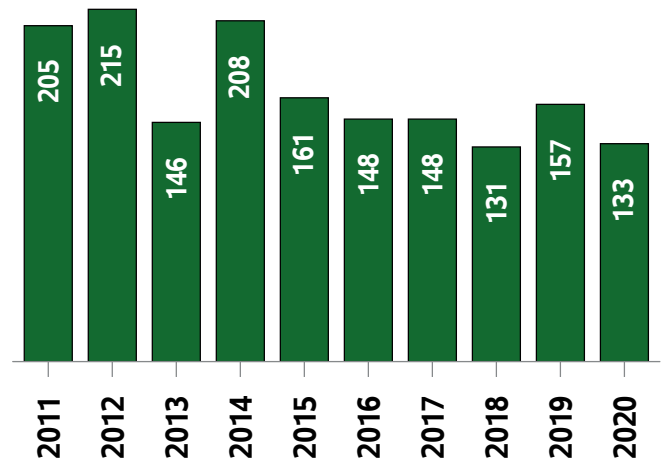


Nelson MLS® Single Family Market Activity

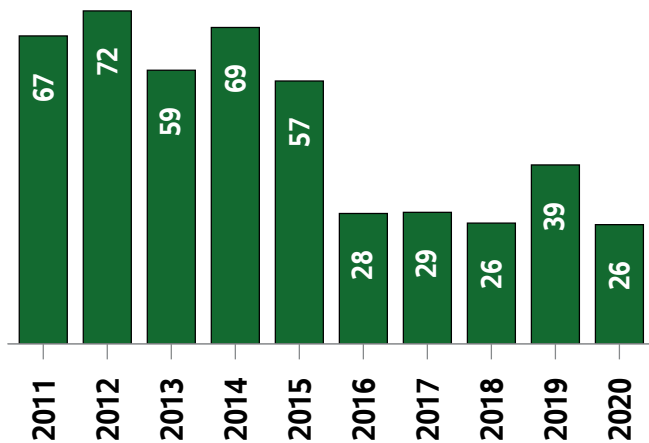
Sales Activity (December Year-to-date)



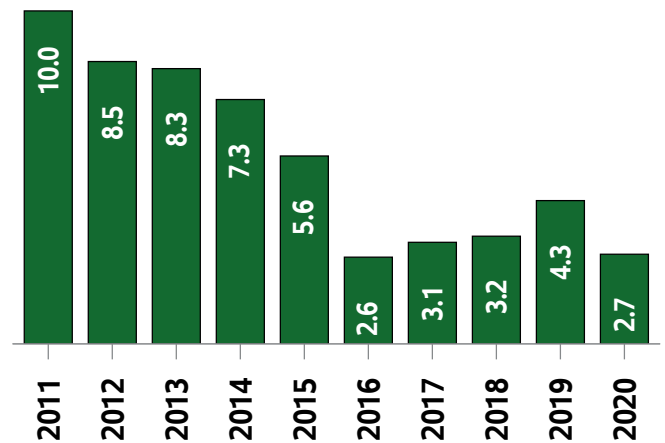
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Nelson

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	4	-69.2	100.0	0.0	-20.0	100.0	33.3
Dollar Volume	\$2,043,000	-69.4	7.5	43.4	38.8	108.3	111.3
New Listings	5	25.0	25.0	-44.4	0.0	—	400.0
Active Listings	9	-66.7	-59.1	-59.1	-67.9	-70.0	-64.0
Sales to New Listings Ratio ¹	80.0	325.0	50.0	44.4	100.0	—	300.0
Months of Inventory ²	2.3	2.1	11.0	5.5	5.6	15.0	8.3
Average Price	\$510,750	-0.7	-46.3	43.4	73.5	4.1	58.5
Median Price	\$471,000	0.2	-50.4	53.2	71.3	-4.0	57.0
Sales to List Price Ratio	97.5	96.1	98.5	91.8	95.6	96.2	97.2
Median Days on Market	49.0	83.0	63.5	19.5	105.0	133.0	56.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	115	6.5	18.6	2.7	-5.0	33.7	33.7
Dollar Volume	\$62,459,878	10.8	26.9	28.4	47.7	123.2	107.6
New Listings	133	-15.3	1.5	-10.1	-17.4	-8.9	-29.6
Active Listings ³	26	-33.3	-1.3	-9.4	-54.6	-56.4	-46.2
Sales to New Listings Ratio ⁴	86.5	68.8	74.0	75.7	75.2	58.9	45.5
Months of Inventory ⁵	2.7	4.3	3.2	3.1	5.6	8.3	6.7
Average Price	\$543,129	4.0	7.0	25.1	55.4	66.9	55.3
Median Price	\$534,900	7.5	10.3	29.3	57.3	68.7	65.2
Sales to List Price Ratio	98.5	97.6	98.9	98.7	96.0	95.4	96.7
Median Days on Market	35.0	46.5	39.0	32.0	75.0	74.5	25.5

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

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

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

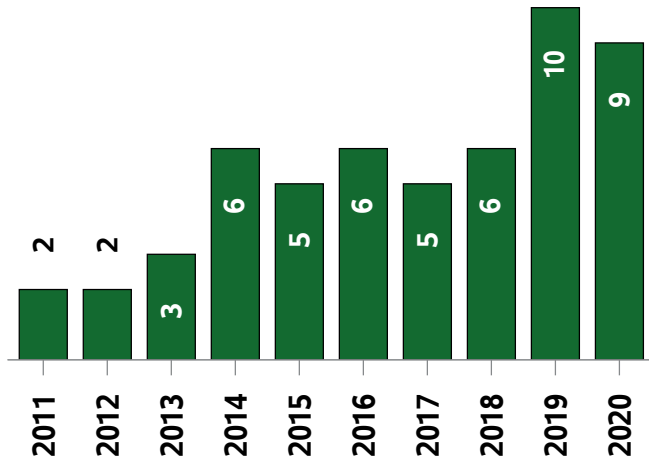
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

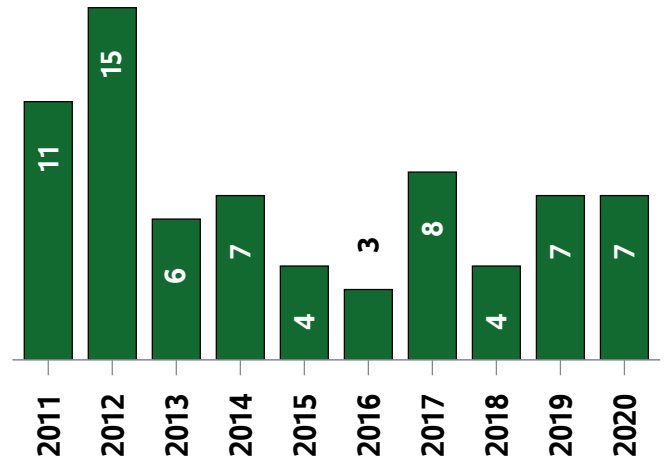
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

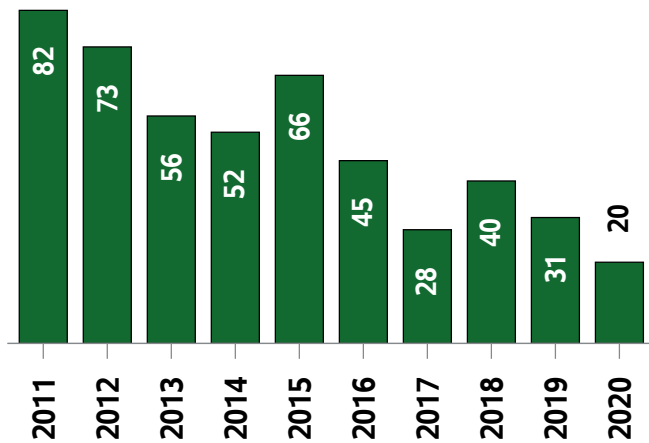
Sales Activity (December only)



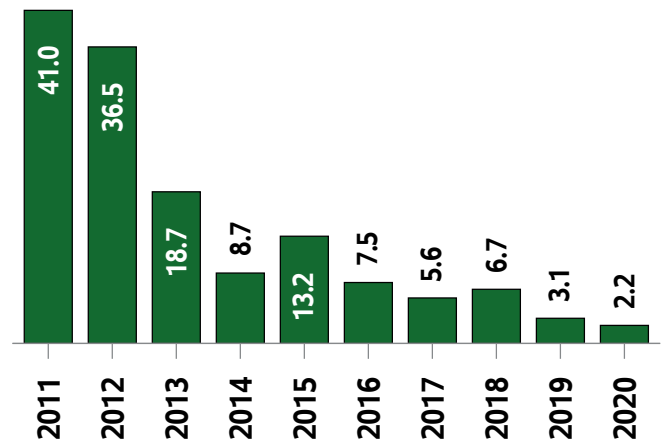
New Listings (December only)



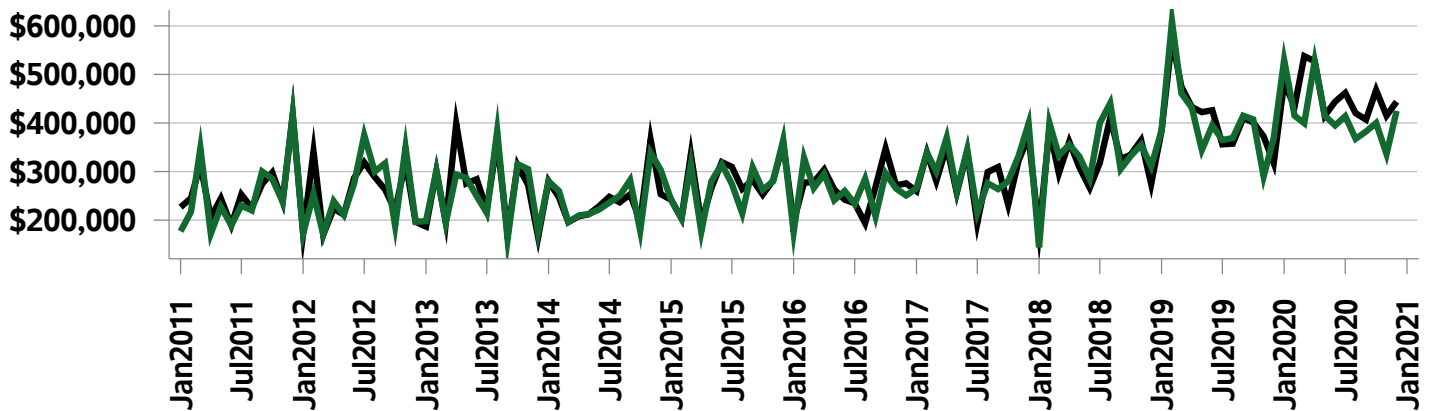
Active Listings (December only)



Months of Inventory (December only)

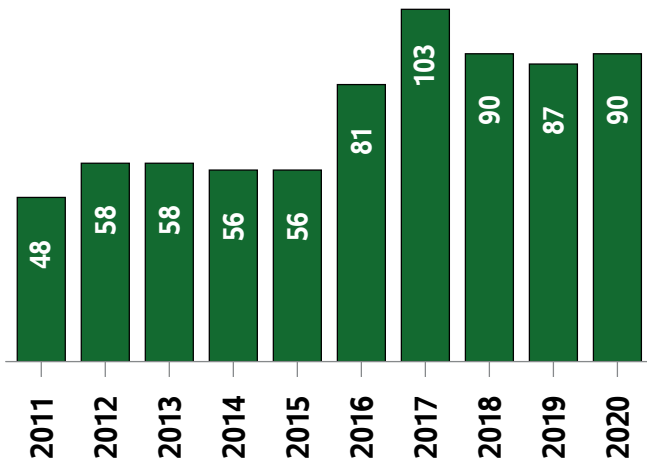


Average Price and Median Price

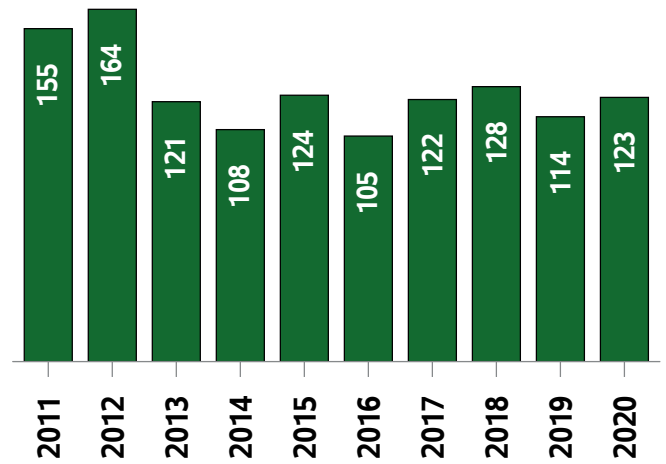


Rossland MLS® Residential Market Activity

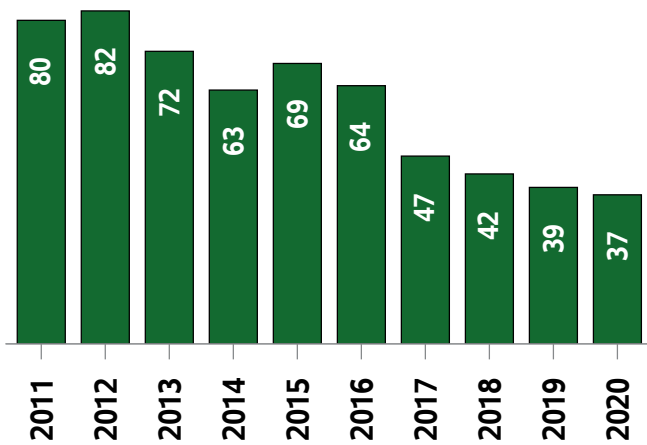
Sales Activity (December Year-to-date)



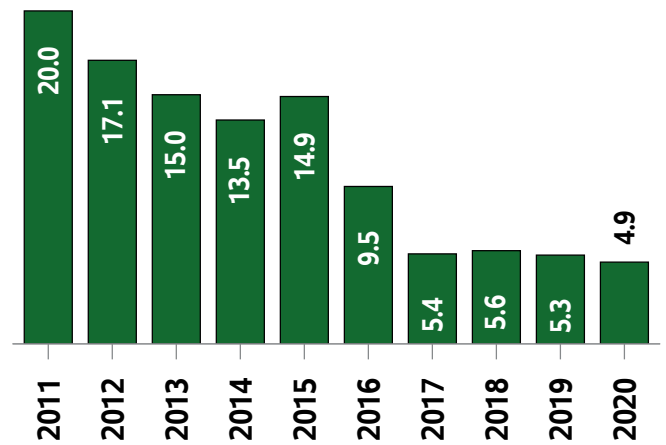
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Rossland

MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	9	-10.0	50.0	80.0	80.0	200.0	125.0
Dollar Volume	\$3,995,000	25.9	142.6	114.7	123.1	707.1	183.3
New Listings	7	0.0	75.0	-12.5	75.0	16.7	-36.4
Active Listings	20	-35.5	-50.0	-28.6	-69.7	-64.3	-66.1
Sales to New Listings Ratio ¹	128.6	142.9	150.0	62.5	125.0	50.0	36.4
Months of Inventory ²	2.2	3.1	6.7	5.6	13.2	18.7	14.8
Average Price	\$443,889	39.9	61.8	19.3	23.9	169.0	25.9
Median Price	\$425,000	15.0	36.8	6.5	16.4	142.9	61.9
Sales to List Price Ratio	100.8	97.5	93.6	94.6	96.8	92.5	95.7
Median Days on Market	28.0	38.5	145.5	93.0	72.0	48.0	166.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	90	3.4	0.0	-12.6	60.7	55.2	76.5
Dollar Volume	\$40,286,383	12.8	37.8	31.6	157.4	149.3	237.2
New Listings	123	7.9	-3.9	0.8	-0.8	1.7	-18.5
Active Listings ³	37	-4.7	-12.3	-20.6	-46.8	-49.0	-24.9
Sales to New Listings Ratio ⁴	73.2	76.3	70.3	84.4	45.2	47.9	33.8
Months of Inventory ⁵	4.9	5.3	5.6	5.4	14.9	15.0	11.6
Average Price	\$447,626	9.1	37.8	50.6	60.2	60.7	91.1
Median Price	\$400,500	4.0	19.6	40.5	42.0	55.1	82.0
Sales to List Price Ratio	98.8	97.6	96.6	96.2	95.0	94.0	95.6
Median Days on Market	48.5	61.0	54.0	64.0	97.0	91.0	46.0

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

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

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

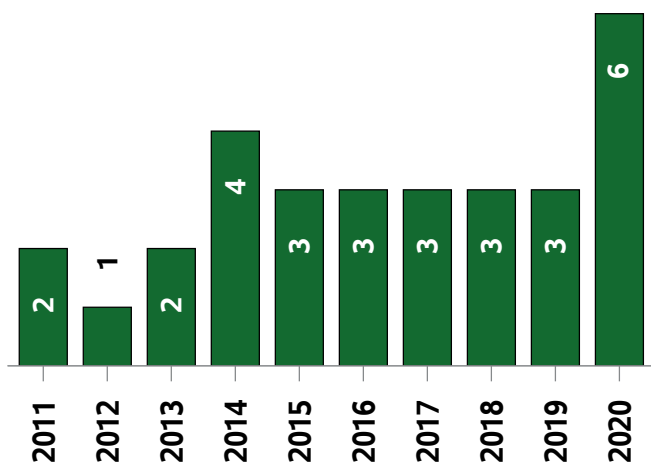
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

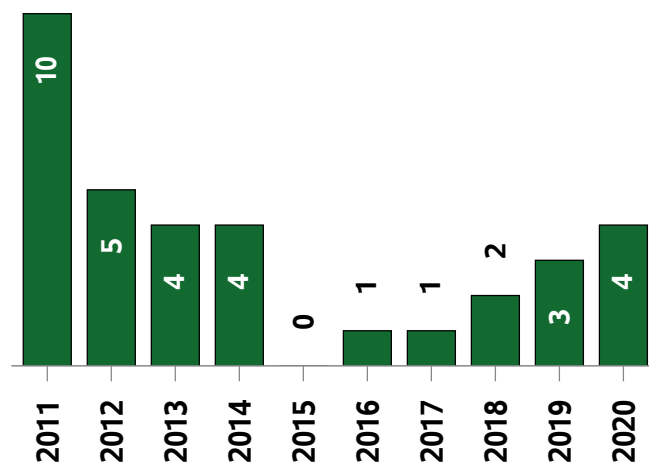
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

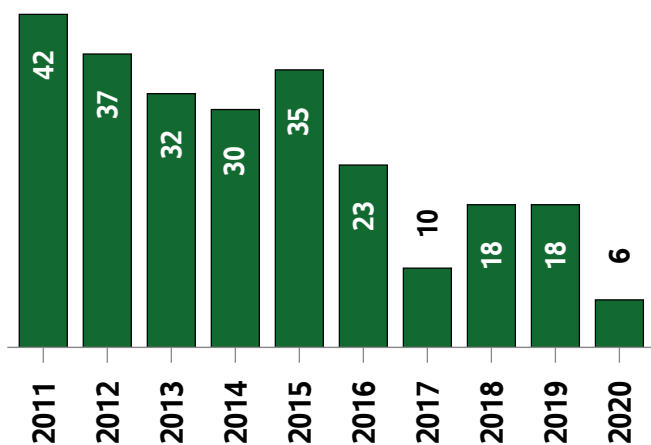
Sales Activity (December only)



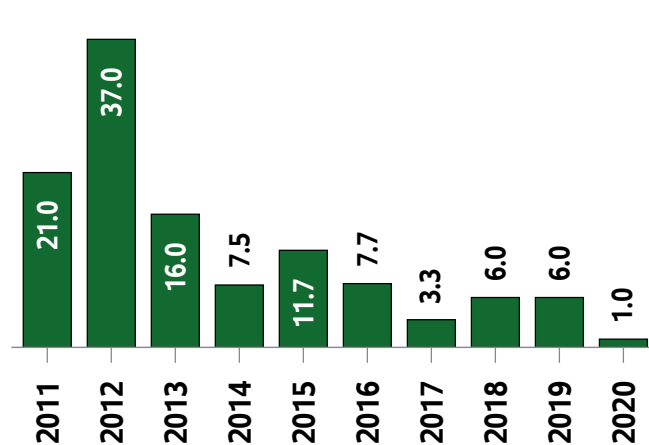
New Listings (December only)



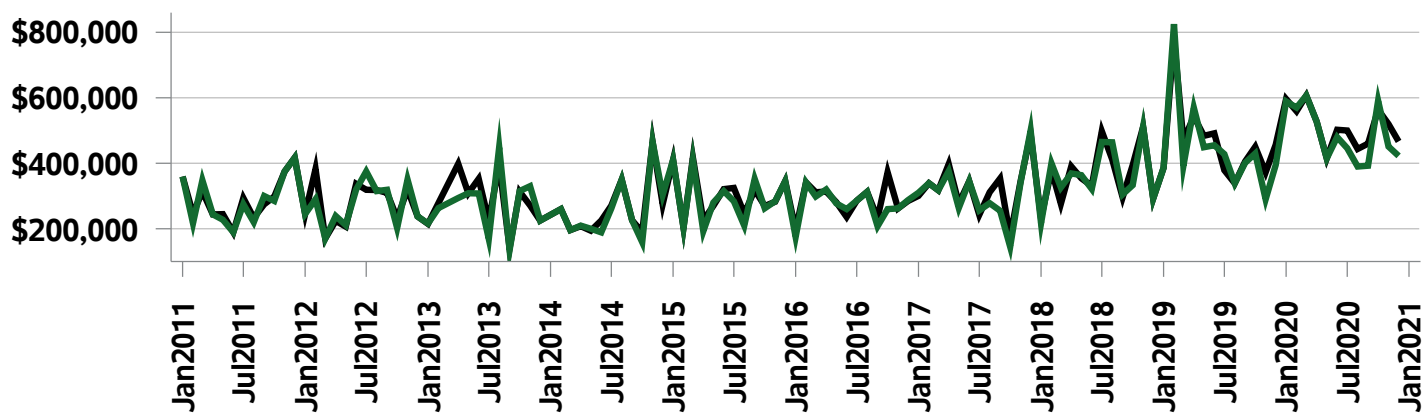
Active Listings (December only)



Months of Inventory (December only)

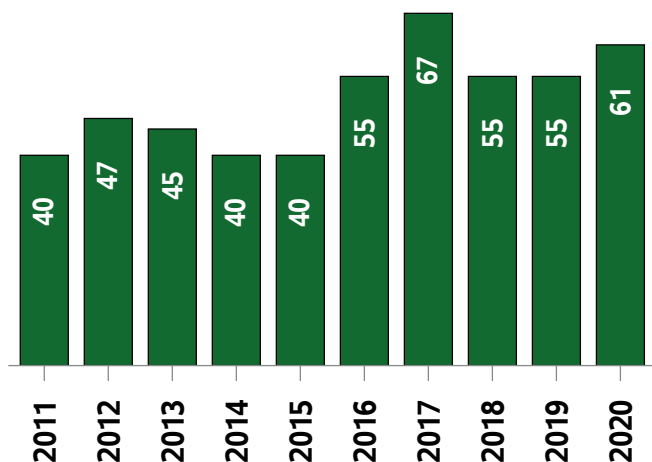


Average Price and Median Price

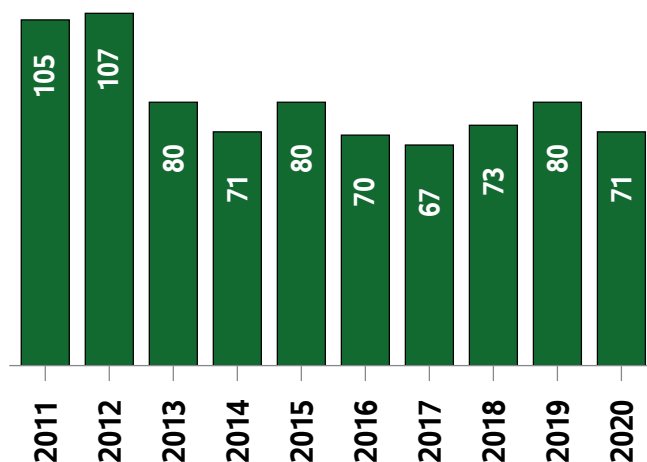


Rossland MLS® Single Family Market Activity

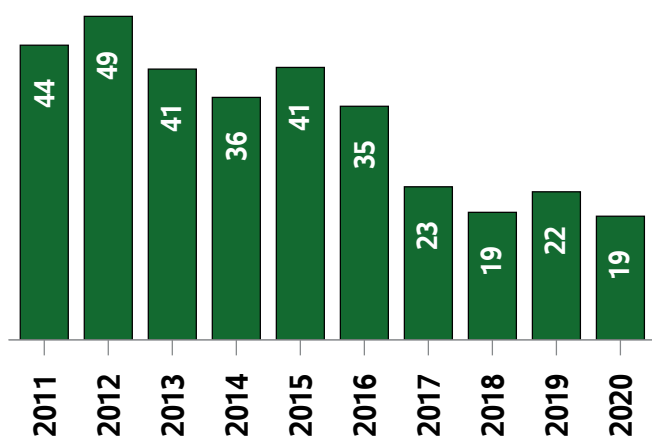
Sales Activity (December Year-to-date)



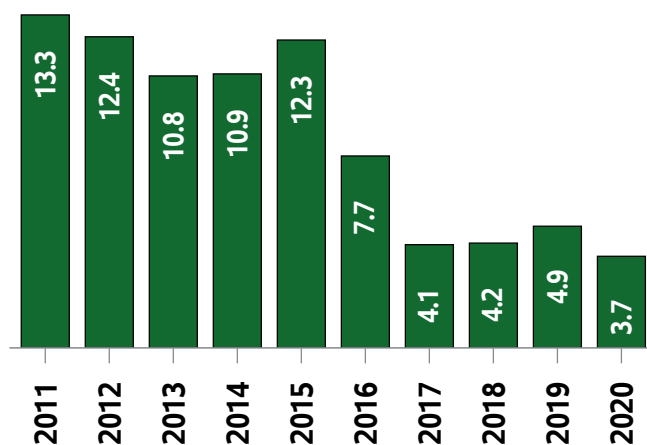
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Rossland

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	6	100.0	100.0	100.0	100.0	200.0	100.0
Dollar Volume	\$2,800,500	104.4	219.3	90.6	170.1	522.3	156.9
New Listings	4	33.3	100.0	300.0	—	0.0	-20.0
Active Listings	6	-66.7	-66.7	-40.0	-82.9	-81.3	-81.8
Sales to New Listings Ratio ¹	150.0	100.0	150.0	300.0	—	50.0	60.0
Months of Inventory ²	1.0	6.0	6.0	3.3	11.7	16.0	11.0
Average Price	\$466,750	2.2	59.7	-4.7	35.0	107.4	28.5
Median Price	\$422,500	7.0	44.7	-15.5	22.5	87.8	106.1
Sales to List Price Ratio	101.7	100.5	92.8	97.1	95.6	93.7	94.8
Median Days on Market	21.0	37.0	163.0	232.0	70.0	109.0	147.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	61	10.9	10.9	-9.0	52.5	35.6	38.6
Dollar Volume	\$30,988,433	21.4	54.3	42.5	164.6	126.7	180.9
New Listings	71	-11.3	-2.7	6.0	-11.3	-11.3	-29.0
Active Listings ³	19	-16.5	-3.0	-19.2	-54.6	-54.3	-38.1
Sales to New Listings Ratio ⁴	85.9	68.8	75.3	100.0	50.0	56.3	44.0
Months of Inventory ⁵	3.7	4.9	4.2	4.1	12.3	10.8	8.2
Average Price	\$508,007	9.5	39.1	56.5	73.5	67.2	102.6
Median Price	\$470,000	13.3	34.3	55.1	66.7	63.8	113.4
Sales to List Price Ratio	97.7	98.3	97.4	95.9	95.7	94.7	95.6
Median Days on Market	46.0	42.0	47.0	61.0	78.0	94.0	38.5

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

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

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

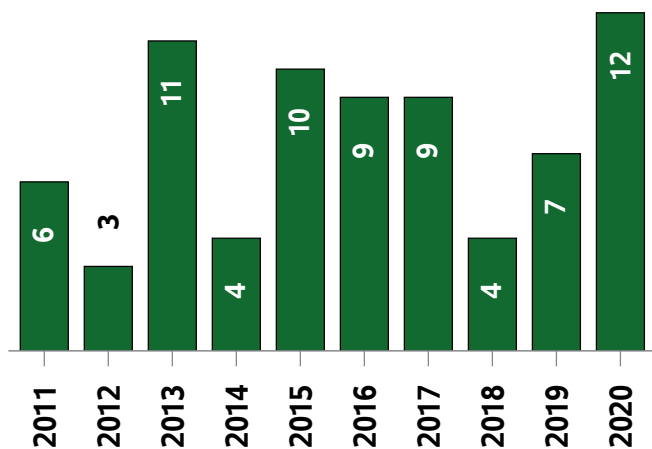
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

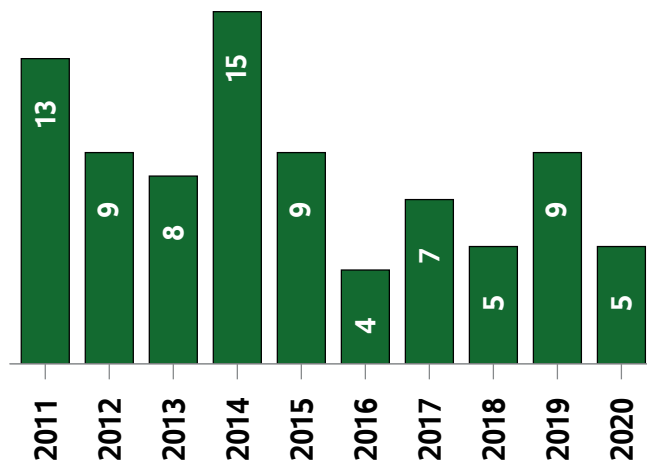
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

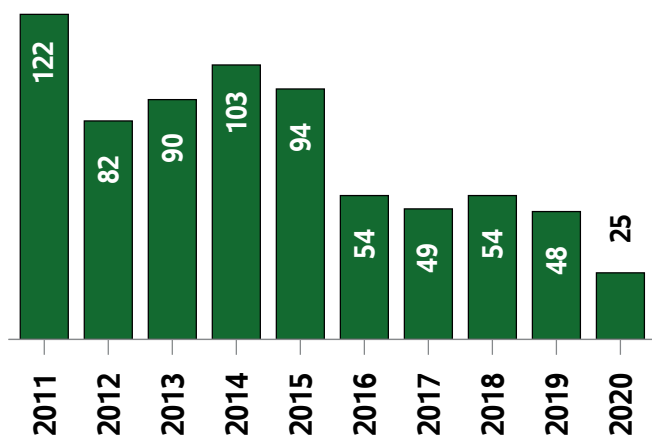
Sales Activity (December only)



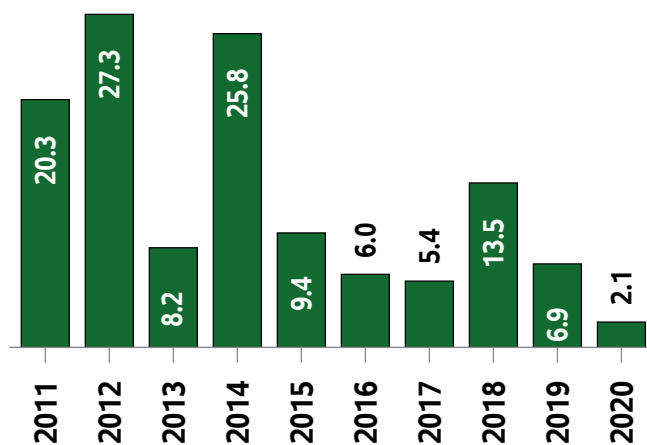
New Listings (December only)



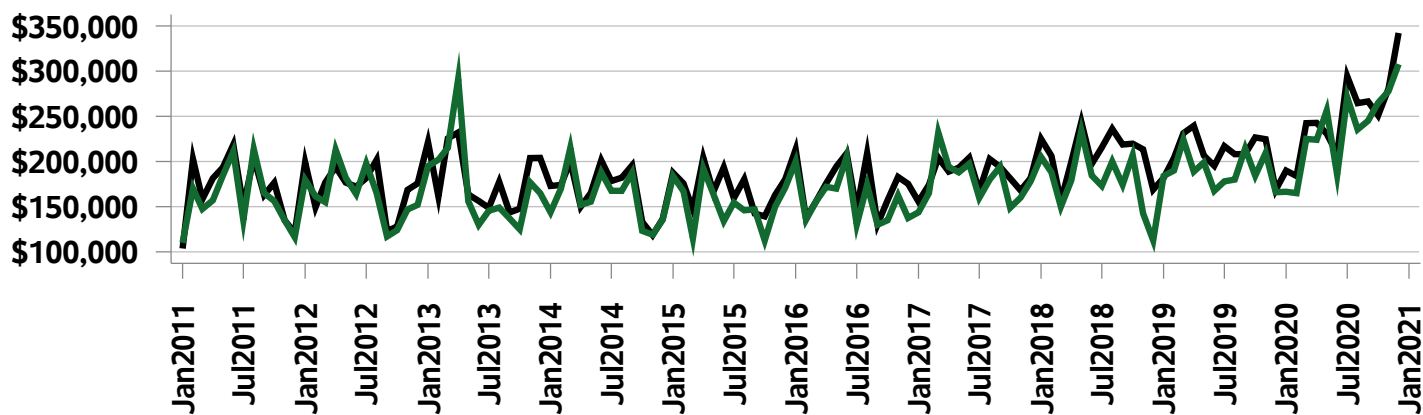
Active Listings (December only)



Months of Inventory (December only)

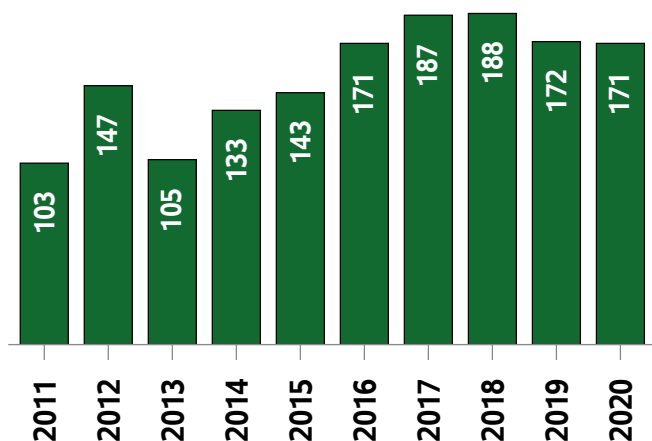


Average Price and Median Price

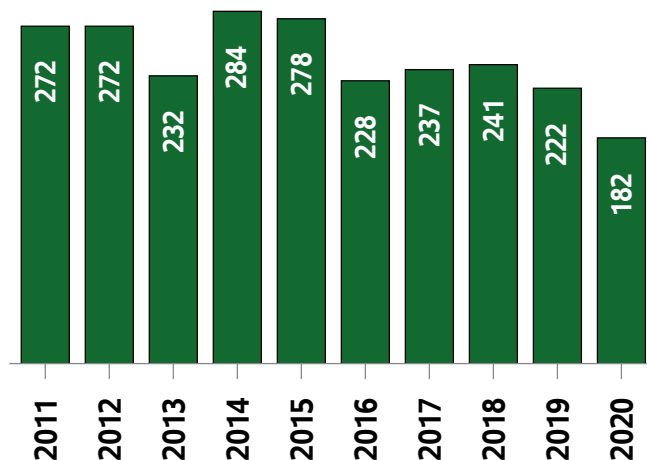


Trail MLS® Residential Market Activity

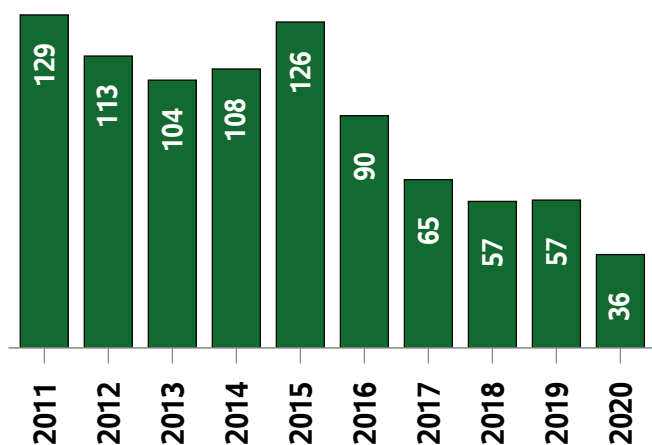
Sales Activity (December Year-to-date)



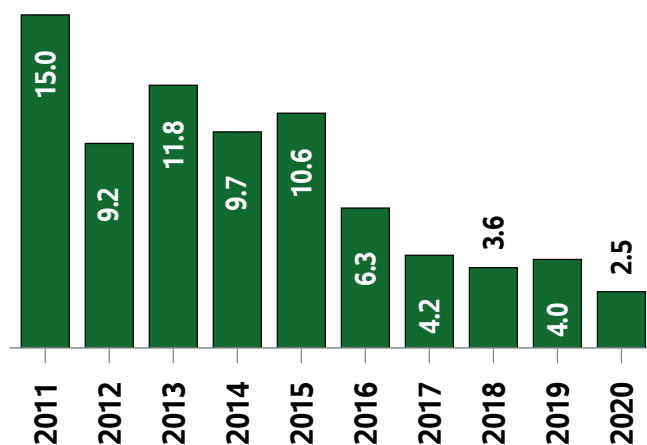
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Trail MLS® Residential Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	12	71.4	200.0	33.3	20.0	9.1	500.0
Dollar Volume	\$4,106,750	248.0	508.0	151.2	127.8	83.0	831.2
New Listings	5	-44.4	0.0	-28.6	-44.4	-37.5	-37.5
Active Listings	25	-47.9	-53.7	-49.0	-73.4	-72.2	-73.7
Sales to New Listings Ratio ¹	240.0	77.8	80.0	128.6	111.1	137.5	25.0
Months of Inventory ²	2.1	6.9	13.5	5.4	9.4	8.2	47.5
Average Price	\$342,229	103.0	102.7	88.4	89.8	67.8	55.2
Median Price	\$307,750	85.4	173.1	72.9	80.0	86.5	39.6
Sales to List Price Ratio	98.9	95.0	94.3	97.6	94.7	92.9	96.3
Median Days on Market	41.5	39.0	74.0	45.0	103.0	106.0	127.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	171	-0.6	-9.0	-8.6	19.6	62.9	71.0
Dollar Volume	\$43,362,059	19.3	8.5	24.0	79.7	132.2	128.3
New Listings	182	-18.0	-24.5	-23.2	-34.5	-21.6	-35.2
Active Listings ³	36	-36.8	-36.3	-44.5	-71.3	-65.1	-60.5
Sales to New Listings Ratio ⁴	94.0	77.5	78.0	78.9	51.4	45.3	35.6
Months of Inventory ⁵	2.5	4.0	3.6	4.2	10.6	11.8	11.0
Average Price	\$253,579	19.9	19.3	35.6	50.3	42.6	33.5
Median Price	\$235,000	24.1	28.8	33.9	54.6	48.7	34.7
Sales to List Price Ratio	96.8	96.0	96.7	94.7	93.9	94.4	93.8
Median Days on Market	40.0	45.5	41.0	57.0	92.0	63.0	41.0

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

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

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

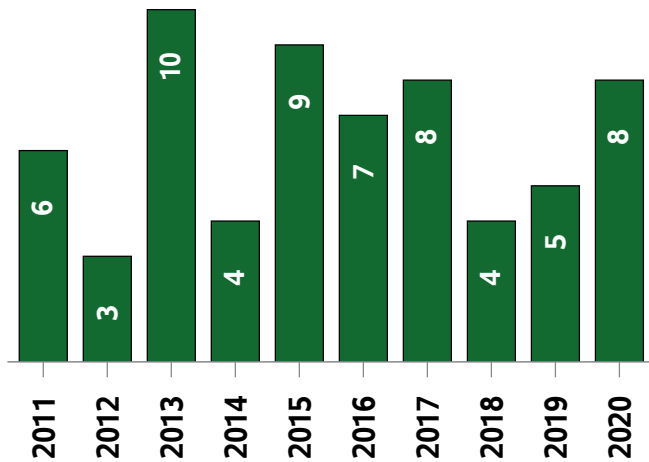
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

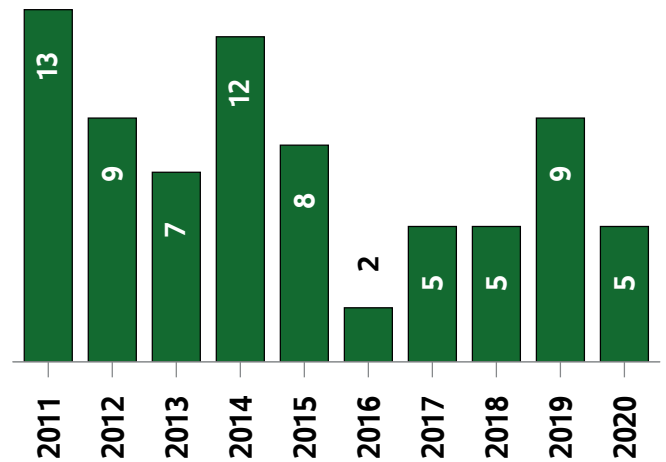
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

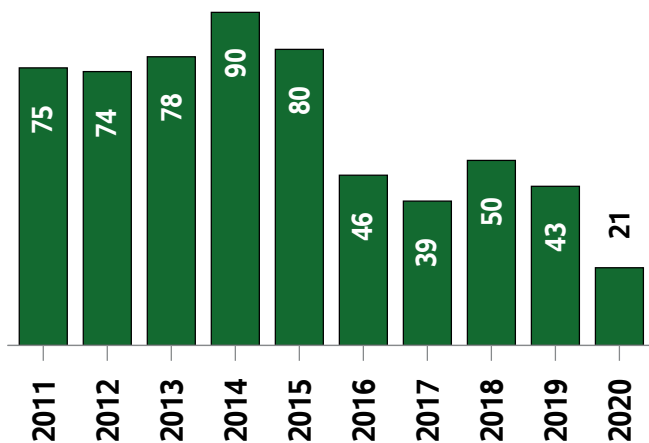
Sales Activity (December only)



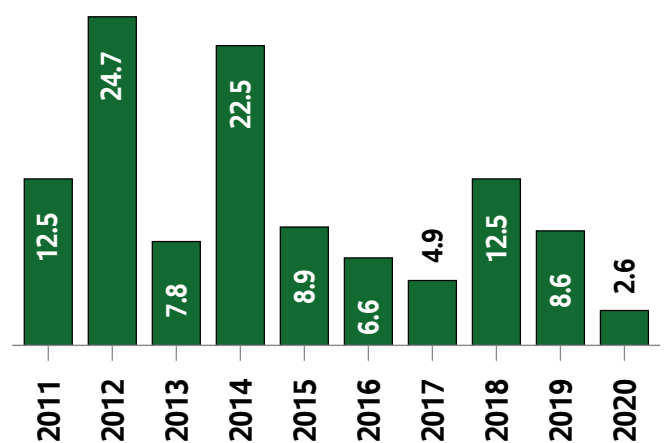
New Listings (December only)



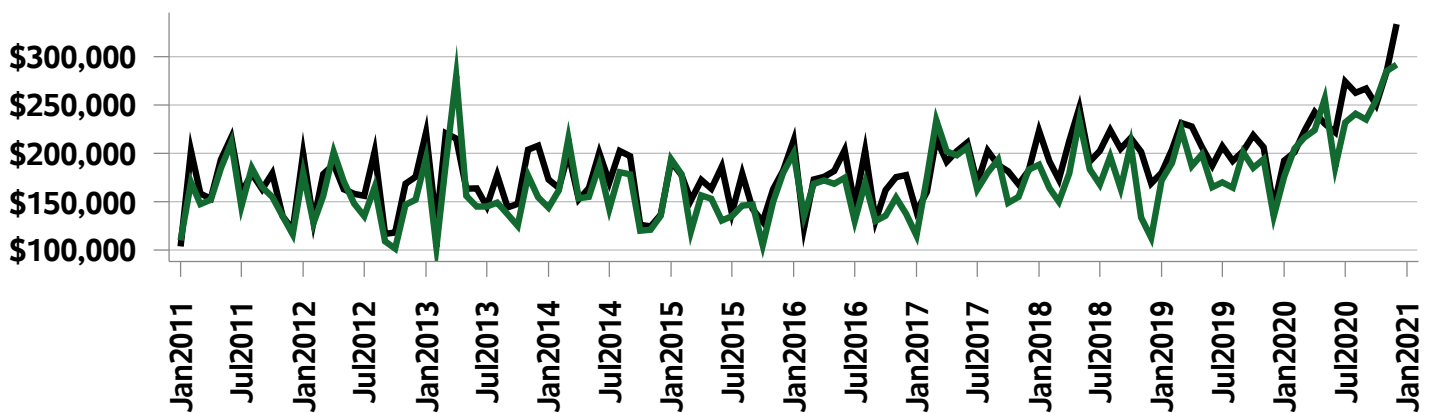
Active Listings (December only)



Months of Inventory (December only)

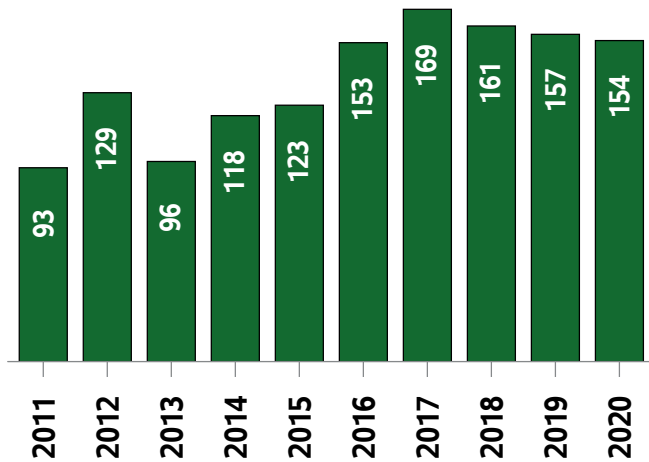


Average Price and Median Price

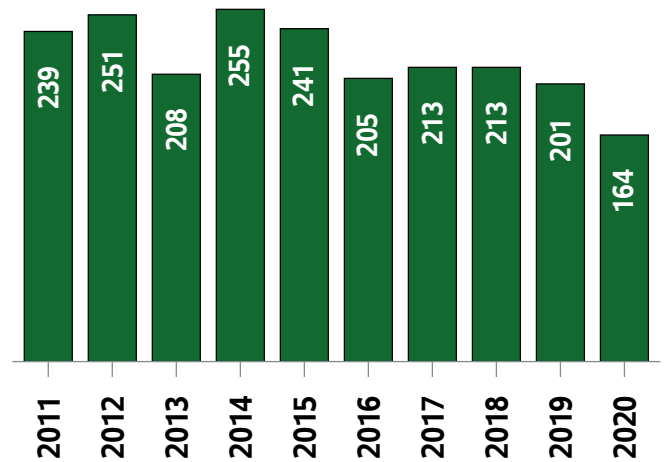


Trail MLS® Single Family Market Activity

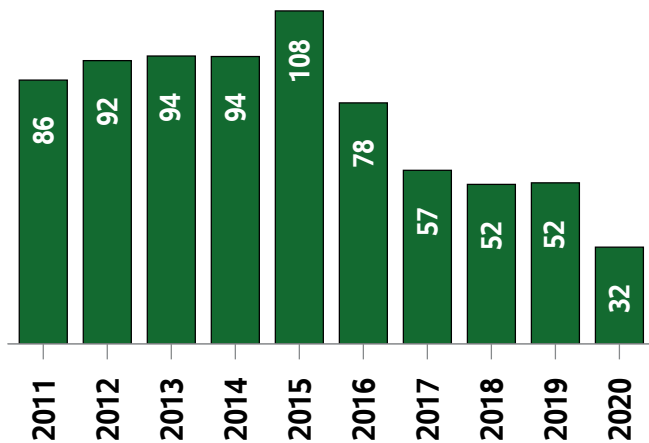
Sales Activity (December Year-to-date)



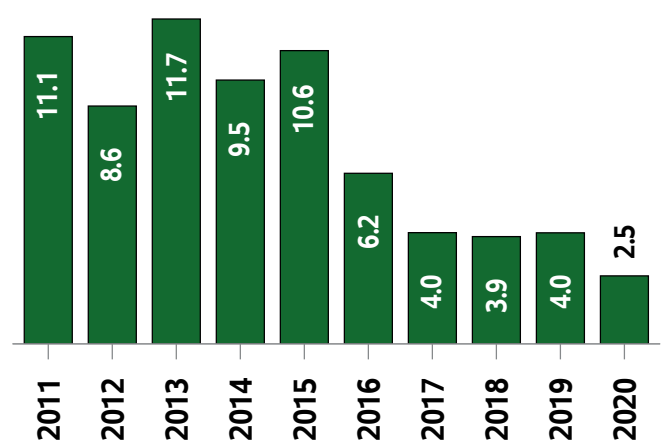
New Listings (December Year-to-date)



Active Listings ¹ (December Year-to-date)



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



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

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

Trail

MLS® Single Family Market Activity

Actual	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	8	60.0	100.0	0.0	-11.1	-20.0	300.0
Dollar Volume	\$2,669,250	270.7	295.2	83.3	62.7	28.4	505.3
New Listings	5	-44.4	0.0	0.0	-37.5	-28.6	-28.6
Active Listings	21	-51.2	-58.0	-46.2	-73.8	-73.1	-63.2
Sales to New Listings Ratio ¹	160.0	55.6	80.0	160.0	112.5	142.9	28.6
Months of Inventory ²	2.6	8.6	12.5	4.9	8.9	7.8	28.5
Average Price	\$333,656	131.7	97.6	83.3	83.0	60.5	51.3
Median Price	\$291,750	116.1	158.9	59.4	62.1	88.8	32.3
Sales to List Price Ratio	99.0	94.8	94.3	97.8	95.2	92.4	96.3
Median Days on Market	33.0	38.0	74.0	43.0	126.0	114.0	127.0
Year-to-date	December 2020	Compared to ⁶					
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	154	-1.9	-4.3	-8.9	25.2	60.4	79.1
Dollar Volume	\$38,626,059	20.6	15.2	21.2	92.6	129.7	132.9
New Listings	164	-18.4	-23.0	-23.0	-32.0	-21.2	-24.1
Active Listings ³	32	-39.9	-39.3	-44.2	-70.9	-66.4	-50.5
Sales to New Listings Ratio ⁴	93.9	78.1	75.6	79.3	51.0	46.2	39.8
Months of Inventory ⁵	2.5	4.0	3.9	4.0	10.6	11.7	8.9
Average Price	\$250,819	23.0	20.5	33.0	53.8	43.2	30.1
Median Price	\$228,750	25.3	27.8	28.5	57.8	47.1	28.9
Sales to List Price Ratio	96.7	95.8	96.8	94.7	93.9	94.4	93.7
Median Days on Market	36.5	46.0	44.0	55.0	92.0	66.0	41.0

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

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

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

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

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

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