



Kootenay Association of REALTORS® Residential Market Activity December 2020

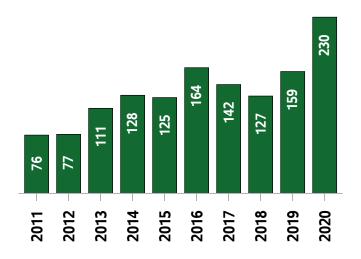




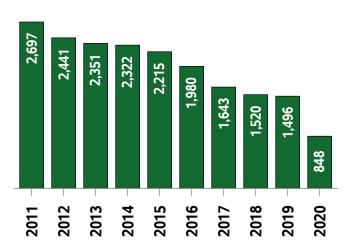
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MLS® Residential Market Activity

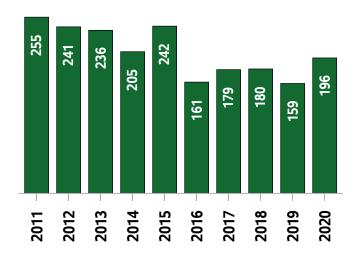




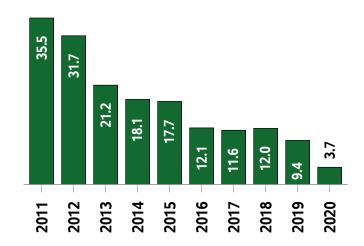
Active Listings (December only)



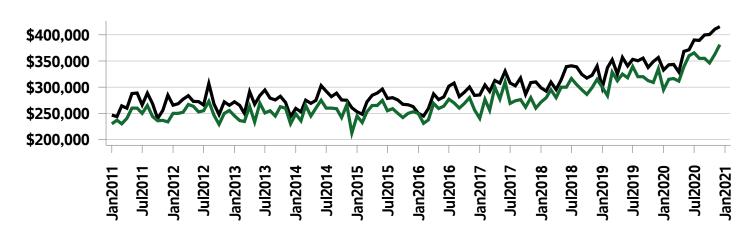
New Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

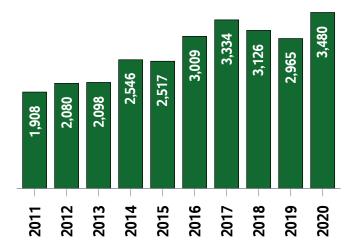




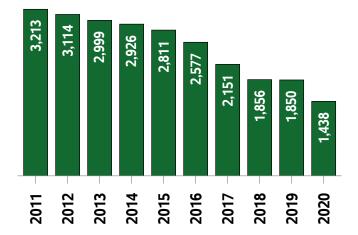
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MLS® Residential Market Activity

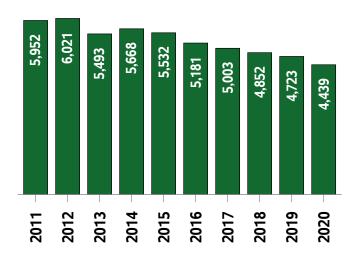




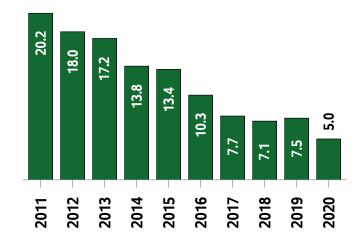
Active Listings 1 (December Year-to-date)



New Listings (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





MLS® Residential Market Activity

| | | | | Compa | red to 6 | | |
|---|--|--|--|---|---|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to 6 | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | I | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 3,480 | 2019 17.4 | 11.3 | December 2017 4.4 | December 2015 | 2013 65.9 | 75.1 |
| Sales Activity Dollar Volume | 2020 3,480 \$1,336,054,152 | 2019 17.4 30.7 | 2018 11.3 33.0 | December 2017 4.4 30.4 | December 2015 38.3 92.5 | 2013 65.9 130.4 | 75.1 146.0 |
| Sales Activity Dollar Volume New Listings | 2020 3,480 \$1,336,054,152 4,439 | 2019 17.4 30.7 -6.0 | 2018 11.3 33.0 -8.5 | December 2017 4.4 30.4 -11.3 | December 2015 38.3 92.5 -19.8 | 2013 65.9 130.4 -19.2 | 75.1 146.0 -30.9 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 3,480 \$1,336,054,152 4,439 1,438 | 2019 17.4 30.7 -6.0 -22.3 | 2018 11.3 33.0 -8.5 -22.5 | December 2017 4.4 30.4 -11.3 -33.2 | December 2015 38.3 92.5 -19.8 -48.9 | 2013 65.9 130.4 -19.2 -52.1 | 75.1 146.0 -30.9 -55.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 3,480 \$1,336,054,152 4,439 1,438 78.4 | 2019 17.4 30.7 -6.0 -22.3 62.8 | 2018 11.3 33.0 -8.5 -22.5 64.4 | December 2017 4.4 30.4 -11.3 -33.2 66.6 | December 2015 38.3 92.5 -19.8 -48.9 45.5 | 2013 65.9 130.4 -19.2 -52.1 38.2 | 75.1 146.0 -30.9 -55.3 30.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 3,480 \$1,336,054,152 4,439 1,438 78.4 5.0 | 2019 17.4 30.7 -6.0 -22.3 62.8 7.5 | 2018 11.3 33.0 -8.5 -22.5 64.4 7.1 | December 2017 4.4 30.4 -11.3 -33.2 66.6 7.7 | December 2015 38.3 92.5 -19.8 -48.9 45.5 13.4 | 2013 65.9 130.4 -19.2 -52.1 38.2 17.2 | 2010 75.1 146.0 -30.9 -55.3 30.9 19.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 3,480 \$1,336,054,152 4,439 1,438 78.4 5.0 \$383,924 | 2019 17.4 30.7 -6.0 -22.3 62.8 7.5 11.3 | 2018 11.3 33.0 -8.5 -22.5 64.4 7.1 19.5 | December 2017 4.4 30.4 -11.3 -33.2 66.6 7.7 25.0 | December 2015 38.3 92.5 -19.8 -48.9 45.5 13.4 39.2 | 2013 65.9 130.4 -19.2 -52.1 38.2 17.2 38.9 | 75.1 146.0 -30.9 -55.3 30.9 19.4 40.5 |

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

Source: Canadian MLS® Systems, CREA

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

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

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

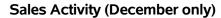
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

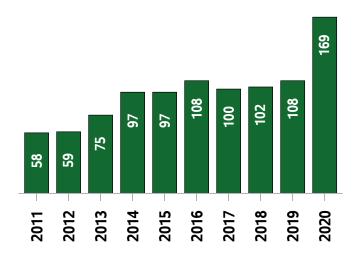
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



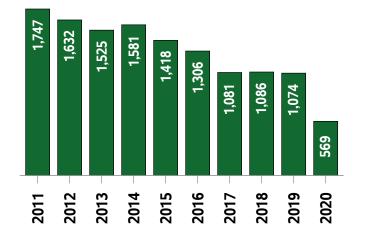


MLS® Single Family Market Activity

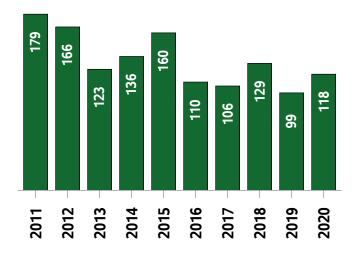




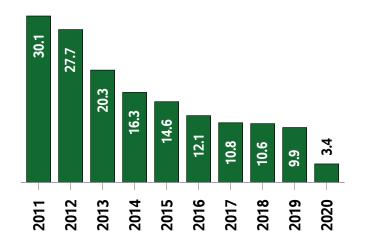
Active Listings (December only)



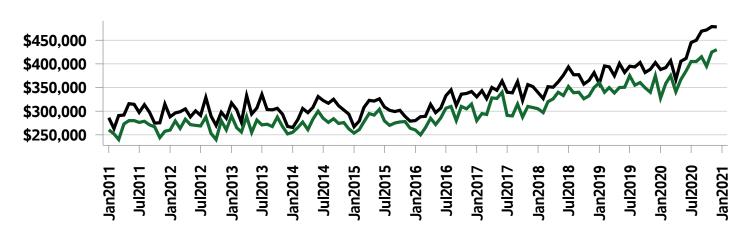
New Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

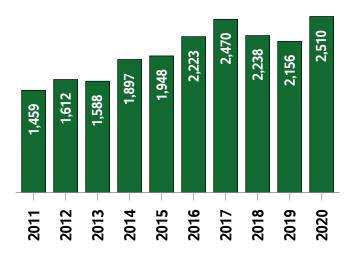




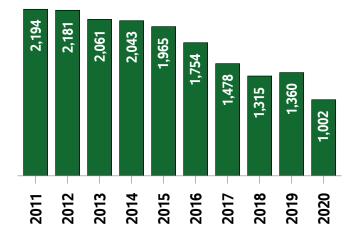


MLS® Single Family Market Activity

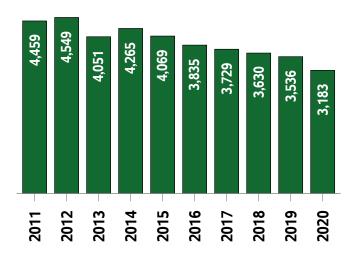
Sales Activity (December Year-to-date)



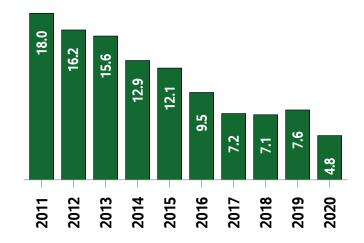
Active Listings 1 (December Year-to-date)



New Listings (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





MLS® Single Family Market Activity

| | | | | Compa | red to ° | | |
|---|--|---|---|---|---|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | l | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | I | I |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 16.4 | 12.2 | December 2017 | December 2015 28.9 | 2013 58.1 | 66.0 |
| Sales Activity Dollar Volume | 2020 2,510 \$1,111,131,160 | 2019 16.4 32.0 | 2018 12.2 35.7 | December 2017 1.6 30.3 | December 2015 28.9 87.5 | 58.1 128.5 | 2010 66.0 146.8 |
| Sales Activity Dollar Volume New Listings | 2020 2,510 \$1,111,131,160 3,183 | 2019 16.4 32.0 -10.0 | 2018 12.2 35.7 -12.3 | December 2017 1.6 30.3 -14.6 | December 2015 28.9 87.5 -21.8 | 2013 58.1 128.5 -21.4 | 2010 66.0 146.8 -32.1 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 2,510 \$1,111,131,160 3,183 1,002 | 2019 16.4 32.0 -10.0 -26.3 | 2018 12.2 35.7 -12.3 -23.8 | December 2017 1.6 30.3 -14.6 -32.2 | December 2015 28.9 87.5 -21.8 -49.0 | 2013 58.1 128.5 -21.4 -51.4 | 2010 66.0 146.8 -32.1 -55.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 2,510 \$1,111,131,160 3,183 1,002 78.9 | 2019 16.4 32.0 -10.0 -26.3 61.0 | 2018 12.2 35.7 -12.3 -23.8 61.7 | December 2017 1.6 30.3 -14.6 -32.2 66.2 | December 2015 28.9 87.5 -21.8 -49.0 47.9 | 2013 58.1 128.5 -21.4 -51.4 39.2 | 2010 66.0 146.8 -32.1 -55.2 32.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 2,510 \$1,111,131,160 3,183 1,002 78.9 4.8 | 2019 16.4 32.0 -10.0 -26.3 61.0 7.6 | 2018 12.2 35.7 -12.3 -23.8 61.7 7.1 | December 2017 1.6 30.3 -14.6 -32.2 66.2 7.2 | December 2015 28.9 87.5 -21.8 -49.0 47.9 12.1 | 2013 58.1 128.5 -21.4 -51.4 39.2 15.6 | 2010 66.0 146.8 -32.1 -55.2 32.3 17.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 2,510 \$1,111,131,160 3,183 1,002 78.9 4.8 \$442,682 | 2019 16.4 32.0 -10.0 -26.3 61.0 7.6 13.4 | 2018 12.2 35.7 -12.3 -23.8 61.7 7.1 21.0 | December 2017 1.6 30.3 -14.6 -32.2 66.2 7.2 28.2 | December 2015 28.9 87.5 -21.8 -49.0 47.9 12.1 45.5 | 2013 58.1 128.5 -21.4 -51.4 39.2 15.6 44.6 | 2010 66.0 146.8 -32.1 -55.2 32.3 17.7 48.6 |

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

Source: Canadian MLS® Systems, CREA

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

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

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

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.

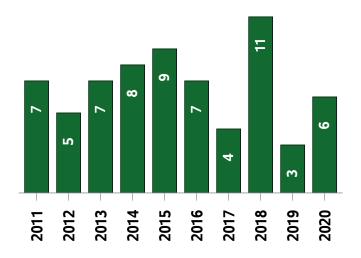
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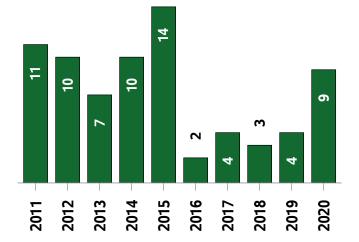
Castlegar MLS® Residential Market Activity



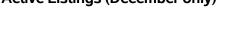


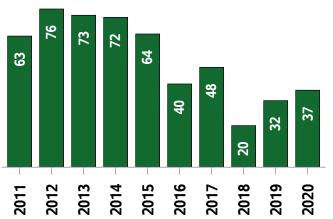


New Listings (December only)

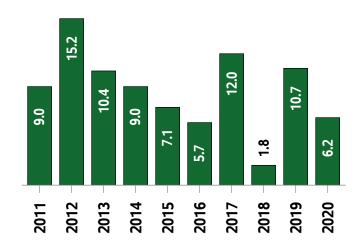


Active Listings (December only)

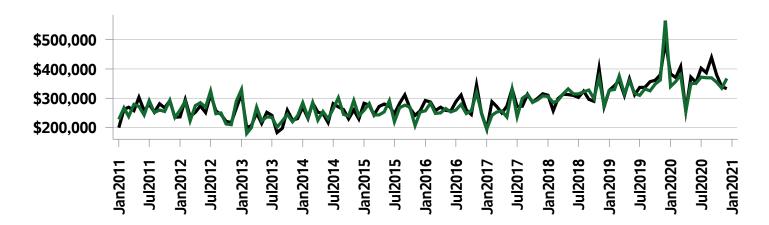




Months of Inventory (December only)



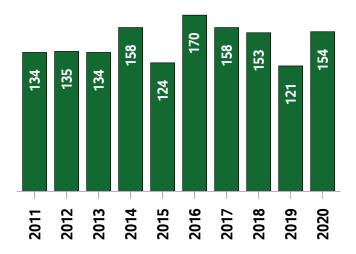
Average Price and Median Price



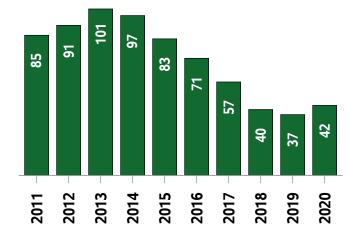


Castlegar MLS® Residential Market Activity

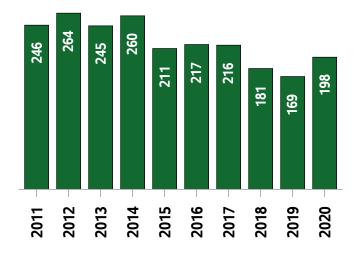




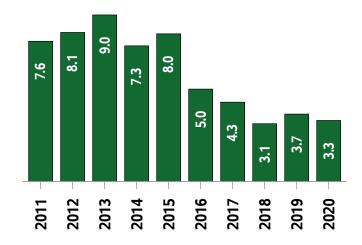
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|--|---|--|---|---|---|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | I | I |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 154 | 27.3 | 0.7 | December 2017 -2.5 | December 2015 | 2013 14.9 | 2010 41.3 |
| Sales Activity Dollar Volume | 2020 154 \$58,195,546 | 2019 27.3 38.1 | 0.7 24.4 | December 2017 -2.5 29.8 | December 2015 24.2 74.5 | 2013 14.9 89.1 | 41.3 110.3 |
| Sales Activity Dollar Volume New Listings | 2020 154 \$58,195,546 198 | 2019 27.3 38.1 17.2 | 2018 0.7 24.4 9.4 | December 2017 -2.5 29.8 -8.3 | December 2015 24.2 74.5 -6.2 | 2013 14.9 89.1 -19.2 | 2010 41.3 110.3 -26.9 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 154 \$58,195,546 198 42 | 2019 27.3 38.1 17.2 15.2 | 2018 0.7 24.4 9.4 6.3 | December 2017 -2.5 29.8 -8.3 -25.0 | December 2015 24.2 74.5 -6.2 -48.7 | 2013 14.9 89.1 -19.2 -57.9 | 2010 41.3 110.3 -26.9 -42.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 154 \$58,195,546 198 42 77.8 | 2019 27.3 38.1 17.2 15.2 71.6 | 2018 0.7 24.4 9.4 6.3 84.5 | December 2017 -2.5 29.8 -8.3 -25.0 73.1 | December 2015 24.2 74.5 -6.2 -48.7 58.8 | 2013 14.9 89.1 -19.2 -57.9 54.7 | 2010 41.3 110.3 -26.9 -42.2 40.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 154 \$58,195,546 198 42 77.8 3.3 | 2019 27.3 38.1 17.2 15.2 71.6 3.7 | 2018 0.7 24.4 9.4 6.3 84.5 3.1 | December 2017 -2.5 29.8 -8.3 -25.0 73.1 4.3 | December 2015 24.2 74.5 -6.2 -48.7 58.8 8.0 | 2013 14.9 89.1 -19.2 -57.9 54.7 9.0 | 2010 41.3 110.3 -26.9 -42.2 40.2 8.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 154 \$58,195,546 198 42 77.8 3.3 \$377,893 | 2019 27.3 38.1 17.2 15.2 71.6 3.7 8.5 | 2018 0.7 24.4 9.4 6.3 84.5 3.1 23.6 | December 2017 -2.5 29.8 -8.3 -25.0 73.1 4.3 33.2 | December 2015 24.2 74.5 -6.2 -48.7 58.8 8.0 40.5 | 2013 14.9 89.1 -19.2 -57.9 54.7 9.0 64.5 | 2010 41.3 110.3 -26.9 -42.2 40.2 8.1 48.9 |

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ 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.

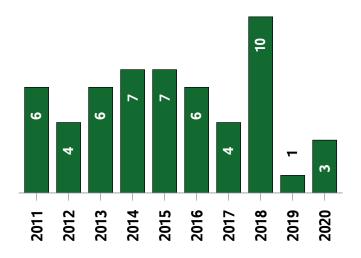
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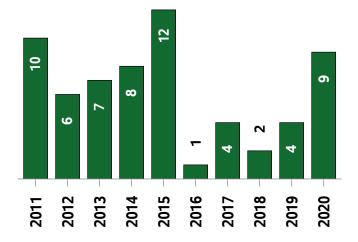
Castlegar MLS® Single Family Market Activity



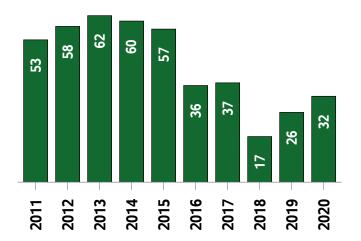




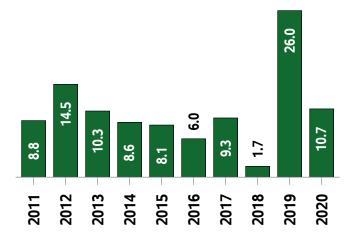
New Listings (December only)



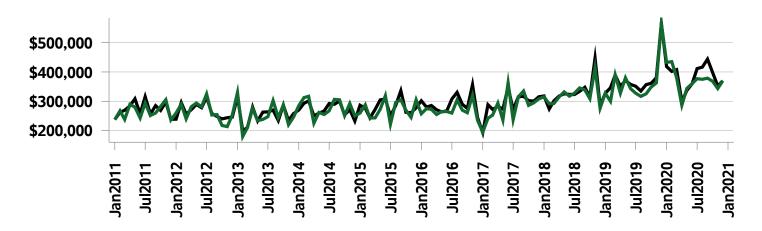
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

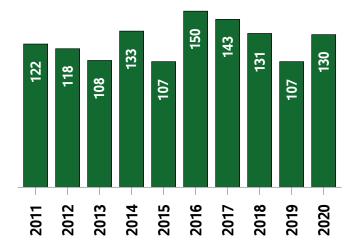




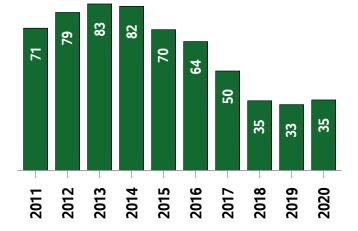
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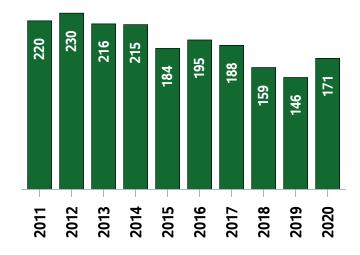




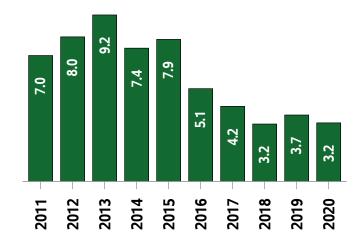
Active Listings 1 (December Year-to-date)



New Listings (December Year-to-date)



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



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Castlegar MLS® Single Family Market Activity



| | | | | Compa | red to ⁶ | | |
|---|--|--|--|--|---|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 | -0.8 | December 2017 -9.1 | December 2015 | 2013 | 27.5 |
| Sales Activity Dollar Volume | 2020 130 \$51,007,546 | 2019 21.5 32.4 | -0.8 21.8 | December 2017 -9.1 20.5 | December 2015 21.5 70.5 | 2013 20.4 86.2 | 2010 27.5 90.0 |
| Sales Activity Dollar Volume New Listings | 2020 130 \$51,007,546 171 | 2019 21.5 32.4 17.1 | -0.8 -1.8 7.5 | December 2017 -9.1 20.5 -9.0 | December 2015 21.5 70.5 -7.1 | 2013 20.4 86.2 -20.8 | 2010 27.5 90.0 -29.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 130 \$51,007,546 171 35 | 2019 21.5 32.4 17.1 7.1 | 2018 -0.8 21.8 7.5 1.2 | December 2017 -9.1 20.5 -9.0 -29.1 | December 2015 21.5 70.5 -7.1 -49.9 | 2013 20.4 86.2 -20.8 -57.6 | 2010 27.5 90.0 -29.6 -44.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 130 \$51,007,546 171 35 76.0 | 2019 21.5 32.4 17.1 7.1 73.3 | 2018 -0.8 21.8 7.5 1.2 82.4 | December 2017 -9.1 20.5 -9.0 -29.1 76.1 | December 2015 21.5 70.5 -7.1 -49.9 58.2 | 2013 20.4 86.2 -20.8 -57.6 50.0 | 2010 27.5 90.0 -29.6 -44.8 42.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 130 \$51,007,546 171 35 76.0 | 2019 21.5 32.4 17.1 7.1 73.3 3.7 | 2018 -0.8 21.8 7.5 1.2 82.4 3.2 | December 2017 -9.1 20.5 -9.0 -29.1 76.1 4.2 | December 2015 21.5 70.5 -7.1 -49.9 58.2 7.9 | 2013 20.4 86.2 -20.8 -57.6 50.0 9.2 | 2010 27.5 90.0 -29.6 -44.8 42.0 7.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 130 \$51,007,546 171 35 76.0 3.2 \$392,366 | 2019 21.5 32.4 17.1 7.1 73.3 3.7 9.0 | 2018 -0.8 21.8 7.5 1.2 82.4 3.2 22.8 | December 2017 -9.1 20.5 -9.0 -29.1 76.1 4.2 32.5 | December 2015 21.5 70.5 -7.1 -49.9 58.2 7.9 40.3 | 2013 20.4 86.2 -20.8 -57.6 50.0 9.2 54.7 | 2010 27.5 90.0 -29.6 -44.8 42.0 7.5 49.1 |

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

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

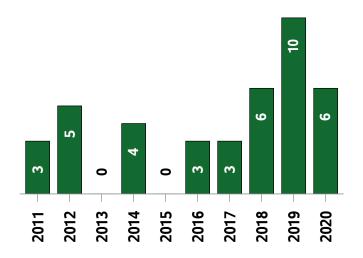
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



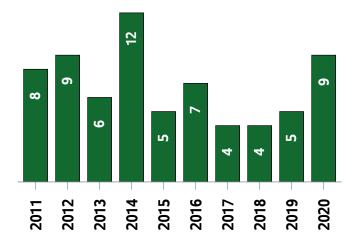
SparwoodMLS® Residential Market Activity



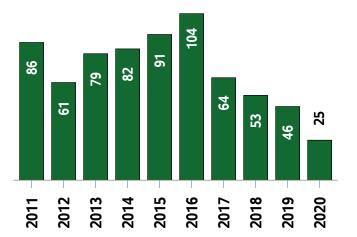




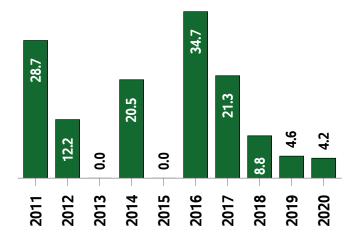
New Listings (December only)



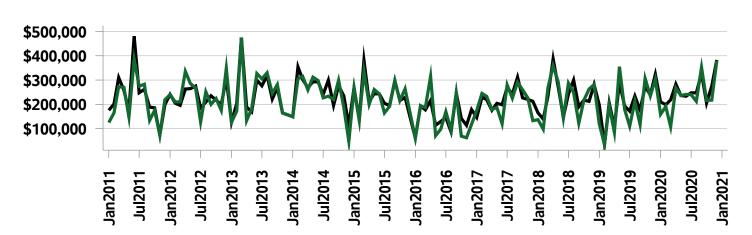
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

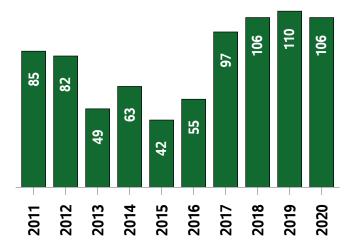




Sparwood MLS® Residential Market Activity







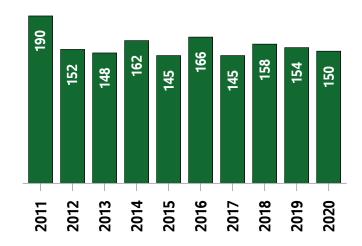


2015

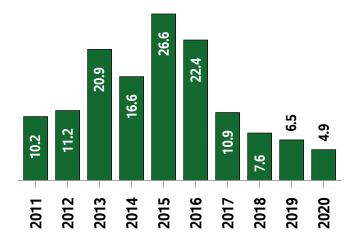
2016

2017

New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|--|--|---|--|---|---|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ° | <u> </u> | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | -3.6 | 0.0 | December 2017 | December 2015 | 116.3 | 135.6 |
| Sales Activity Dollar Volume | 2020 106 \$27,831,852 | -3.6 11.4 | 0.0 10.8 | December 2017 9.3 24.4 | December 2015 152.4 181.1 | 2013 116.3 136.1 | 2010 135.6 238.3 |
| Sales Activity Dollar Volume New Listings | 2020 106 \$27,831,852 150 | -3.6 11.4 -2.6 | 0.0 10.8 -5.1 | December 2017 9.3 24.4 3.4 | December 2015 152.4 181.1 3.4 | 2013 116.3 136.1 1.4 | 2010 135.6 238.3 -24.2 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 106 \$27,831,852 150 44 | -3.6 11.4 -2.6 -26.8 | 0.0 10.8 -5.1 -35.1 | December 2017 9.3 24.4 3.4 -50.4 | December 2015 152.4 181.1 3.4 -53.3 | 2013 116.3 136.1 1.4 -49.1 | 2010 135.6 238.3 -24.2 -31.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 106 \$27,831,852 150 44 70.7 | -3.6 11.4 -2.6 -26.8 71.4 | 2018 0.0 10.8 -5.1 -35.1 67.1 | December 2017 9.3 24.4 3.4 -50.4 66.9 | December 2015 152.4 181.1 3.4 -53.3 29.0 | 2013 116.3 136.1 1.4 -49.1 33.1 | 2010 135.6 238.3 -24.2 -31.0 22.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 106 \$27,831,852 150 44 70.7 4.9 | -3.6 11.4 -2.6 -26.8 71.4 6.5 | 2018 0.0 10.8 -5.1 -35.1 67.1 7.6 | December 2017 9.3 24.4 3.4 -50.4 66.9 10.9 | December 2015 152.4 181.1 3.4 -53.3 29.0 26.6 | 2013 116.3 136.1 1.4 -49.1 33.1 20.9 | 2010 135.6 238.3 -24.2 -31.0 22.7 16.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 106 \$27,831,852 150 44 70.7 4.9 \$262,565 | -3.6 11.4 -2.6 -26.8 71.4 6.5 | 2018 0.0 10.8 -5.1 -35.1 67.1 7.6 10.8 | December 2017 9.3 24.4 3.4 -50.4 66.9 10.9 13.8 | December 2015 152.4 181.1 3.4 -53.3 29.0 26.6 11.4 | 2013 116.3 136.1 1.4 -49.1 33.1 20.9 9.1 | 2010 135.6 238.3 -24.2 -31.0 22.7 16.8 43.6 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

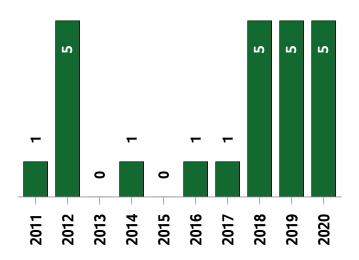
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



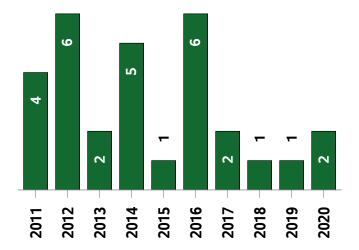
Sparwood MLS® Single Family Market Activity



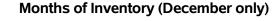


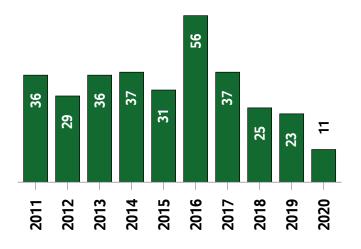


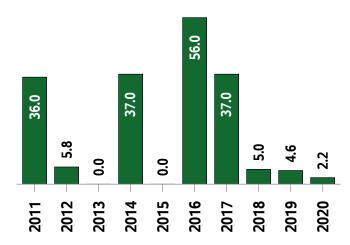
New Listings (December only)



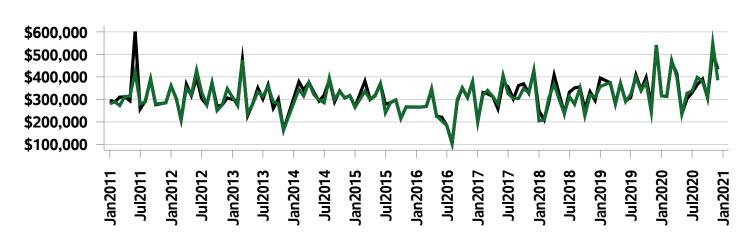
Active Listings (December only)







Average Price and Median Price

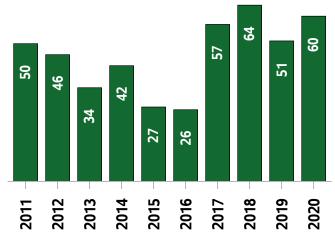




Sparwood MLS® Single Family Market Activity



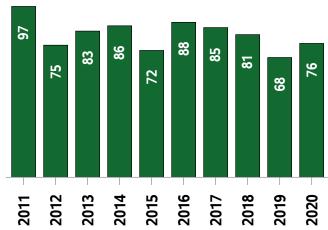




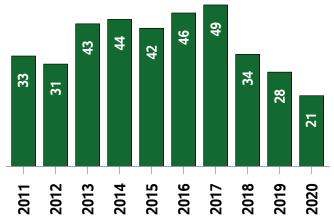
Active Listings 1 (December Year-to-date)

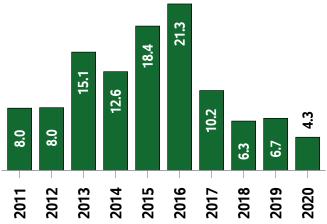


New Listings (December Year-to-date)



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



| | | | | Compa | red to ⁶ | | |
|---|--|--|---|--|---|--|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | l e | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 17.6 | -6.3 | December 2017 | December 2015 | 2013 76.5 | 2010 172.7 |
| Sales Activity Dollar Volume | 2020 60 \$22,089,748 | 2019 17.6 17.1 | -6.3 7.6 | December 2017 5.3 16.5 | December 2015 122.2 172.0 | 76.5 120.3 | 2010 172.7 276.6 |
| Sales Activity Dollar Volume New Listings | 2020 60 \$22,089,748 76 | 2019 17.6 17.1 11.8 | -6.3 7.6 -6.2 | December 2017 5.3 16.5 -10.6 | December 2015 122.2 172.0 5.6 | 76.5 120.3 -8.4 | 2010 172.7 276.6 -29.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 60 \$22,089,748 76 21 | 2019 17.6 17.1 11.8 -25.0 | -6.3 7.6 -6.2 -36.9 | December 2017 5.3 16.5 -10.6 -56.2 | December 2015 122.2 172.0 5.6 -48.8 | 76.5 120.3 -8.4 -50.4 | 2010 172.7 276.6 -29.6 -37.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 60 \$22,089,748 76 21 78.9 | 2019 17.6 17.1 11.8 -25.0 75.0 | -6.3 7.6 -6.2 -36.9 79.0 | December 2017 5.3 16.5 -10.6 -56.2 67.1 | December 2015 122.2 172.0 5.6 -48.8 37.5 | 2013 76.5 120.3 -8.4 -50.4 41.0 | 2010 172.7 276.6 -29.6 -37.0 20.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 60 \$22,089,748 76 21 78.9 4.3 | 2019 17.6 17.1 11.8 -25.0 75.0 6.7 | -6.3 7.6 -6.2 -36.9 79.0 6.3 | December 2017 5.3 16.5 -10.6 -56.2 67.1 10.2 | December 2015 122.2 172.0 5.6 -48.8 37.5 18.4 | 2013 76.5 120.3 -8.4 -50.4 41.0 | 2010 172.7 276.6 -29.6 -37.0 20.4 18.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 60 \$22,089,748 76 21 78.9 4.3 \$368,162 | 2019 17.6 17.1 11.8 -25.0 75.0 6.7 -0.5 | -6.3 7.6 -6.2 -36.9 79.0 6.3 | December 2017 5.3 16.5 -10.6 -56.2 67.1 10.2 10.7 | December 2015 122.2 172.0 5.6 -48.8 37.5 18.4 22.4 | 2013 76.5 120.3 -8.4 -50.4 41.0 15.1 24.8 | 2010 172.7 276.6 -29.6 -37.0 20.4 18.4 38.1 |

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

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

The year-to-date active 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.

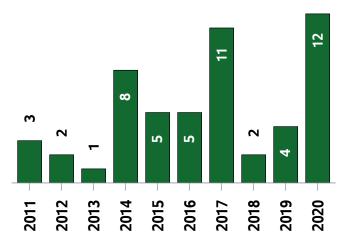
Sales to new lictimes ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes



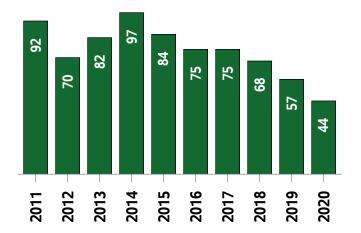
Creston MLS® Residential Market Activity



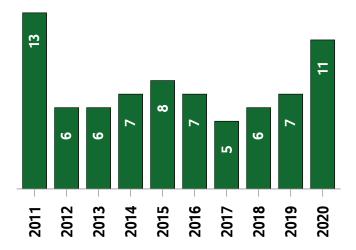
Sales Activity (December only)



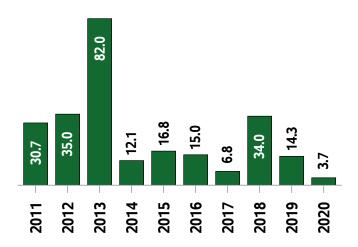
Active Listings (December only)



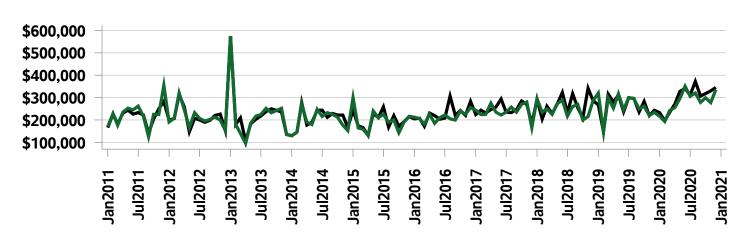
New Listings (December only)



Months of Inventory (December only)



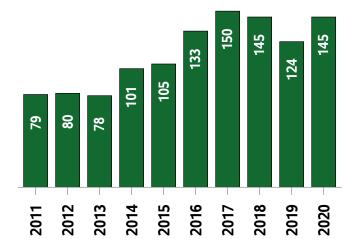
Average Price and Median Price



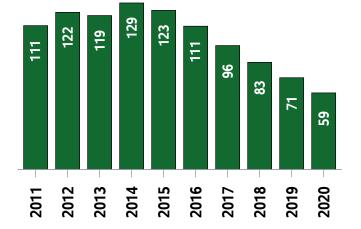


Creston MLS® Residential Market Activity

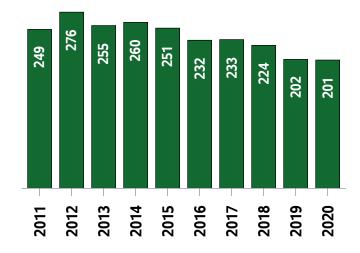




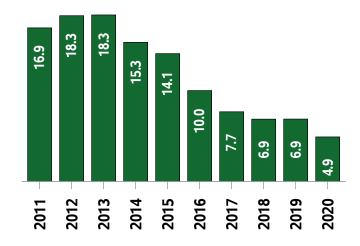
Active Listings 1 (December Year-to-date)



New Listings (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

| W | Ŋ | 2 |
|------|---|---|
| - 25 | 3 | |
| | | |

| | | | | Compa | red to ⁶ | | |
|--|--|---|--|---|---|---|--|
| Actual | December 2020 | 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 |
| | | | | Compa | red to ⁶ | | |
| | | | | | | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | l | l | I | l |
| | 2020 | 2019 | 2018 | 2017 | 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 16.9 | 0.0 | -3.3 | 38.1 | 2013 85.9 | 2010 141.7 |
| Sales Activity Dollar Volume | 2020 145 \$45,168,600 | 2019 16.9 28.6 | 0.0 19.2 | -3.3 21.6 | 38.1 108.8 | 2013 85.9 160.8 | 2010 141.7 272.7 |
| Sales Activity Dollar Volume New Listings | 2020 145 \$45,168,600 201 | 2019 16.9 28.6 -0.5 | 0.0 19.2 -10.3 | -3.3 21.6 -13.7 | 2015 38.1 108.8 -19.9 | 2013 85.9 160.8 -21.2 | 2010 141.7 272.7 -19.9 |
| Sales Activity Dollar Volume New Listings Active Listings 3 | 2020 145 \$45,168,600 201 59 | 2019 16.9 28.6 -0.5 -16.5 | 0.0 19.2 -10.3 -28.5 | -3.3 21.6 -13.7 -38.2 | 2015 38.1 108.8 -19.9 -51.9 | 2013 85.9 160.8 -21.2 -50.2 | 2010 141.7 272.7 -19.9 -32.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 145 \$45,168,600 201 59 72.1 | 2019 16.9 28.6 -0.5 -16.5 | 2018 0.0 19.2 -10.3 -28.5 64.7 | 2017 -3.3 21.6 -13.7 -38.2 64.4 | 2015 38.1 108.8 -19.9 -51.9 41.8 | 2013 85.9 160.8 -21.2 -50.2 30.6 | 2010 141.7 272.7 -19.9 -32.0 23.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 145 \$45,168,600 201 59 72.1 4.9 | 2019 16.9 28.6 -0.5 -16.5 61.4 6.9 | 2018 0.0 19.2 -10.3 -28.5 64.7 6.9 | -3.3 21.6 -13.7 -38.2 64.4 7.7 | 2015 38.1 108.8 -19.9 -51.9 41.8 14.1 | 2013 85.9 160.8 -21.2 -50.2 30.6 18.3 | 2010 141.7 272.7 -19.9 -32.0 23.9 17.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 145 \$45,168,600 201 59 72.1 4.9 \$311,508 | 2019 16.9 28.6 -0.5 -16.5 61.4 6.9 10.0 | 2018 0.0 19.2 -10.3 -28.5 64.7 6.9 19.2 | -3.3 21.6 -13.7 -38.2 64.4 7.7 25.8 | 2015 38.1 108.8 -19.9 -51.9 41.8 14.1 51.2 | 2013 85.9 160.8 -21.2 -50.2 30.6 18.3 40.3 | 2010 141.7 272.7 -19.9 -32.0 23.9 17.5 54.2 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

Source: Canadian MLS® Systems, CREA

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

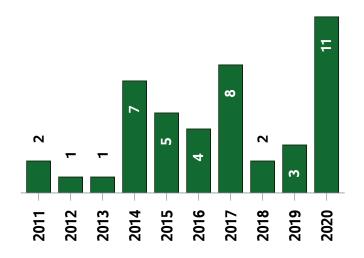
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



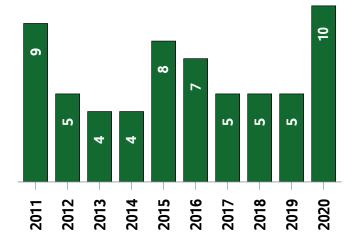
Creston MLS® Single Family Market Activity



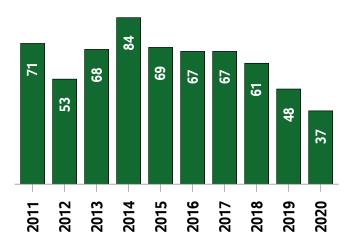
Sales Activity (December only)



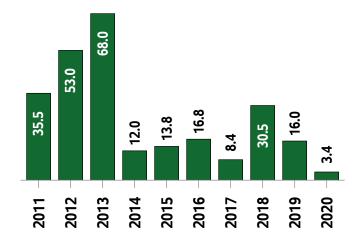
New Listings (December only)



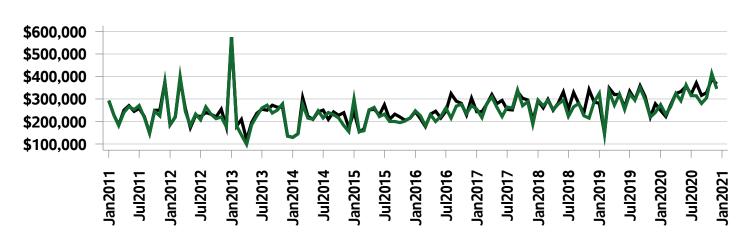
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

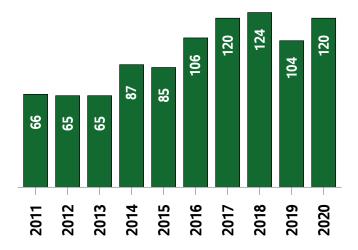




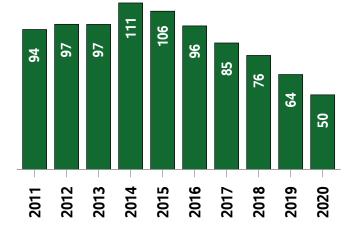
Creston MLS® Single Family Market Activity



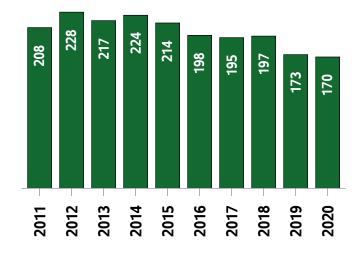




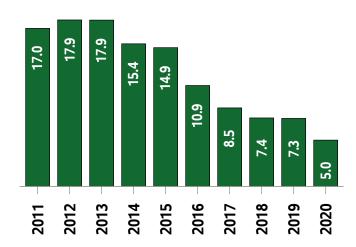
Active Listings 1 (December Year-to-date)



New Listings (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

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|------|---|---|
| - 25 | 3 | |
| | | |

| | | | | Compa | red to ⁶ | | |
|---|--|---|---|---|--|---|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ° | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | I | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 15.4 | -3.2 | December 2017 | December 2015 41.2 | 2013 84.6 | 2010 150.0 |
| Sales Activity Dollar Volume | 2020 120 \$39,919,200 | 2019 15.4 22.9 | -3.2 13.4 | December 2017 0.0 21.6 | December 2015 41.2 105.6 | 84.6 152.7 | 2010 150.0 271.1 |
| Sales Activity Dollar Volume New Listings | 2020 120 \$39,919,200 170 | 2019 15.4 22.9 -1.7 | -3.2 13.4 -13.7 | December 2017 0.0 21.6 -12.8 | December 2015 41.2 105.6 -20.6 | 2013 84.6 152.7 -21.7 | 2010 150.0 271.1 -18.3 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 120 \$39,919,200 170 50 | 2019 15.4 22.9 -1.7 -21.4 | -3.2 13.4 -13.7 -34.5 | December 2017 0.0 21.6 -12.8 -41.0 | December 2015 41.2 105.6 -20.6 -52.8 | 2013 84.6 152.7 -21.7 -48.5 | 2010 150.0 271.1 -18.3 -32.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 120 \$39,919,200 170 50 70.6 | 2019 15.4 22.9 -1.7 -21.4 60.1 | -3.2 13.4 -13.7 -34.5 62.9 | December 2017 0.0 21.6 -12.8 -41.0 61.5 | December 2015 41.2 105.6 -20.6 -52.8 39.7 | 2013 84.6 152.7 -21.7 -48.5 30.0 | 2010 150.0 271.1 -18.3 -32.4 23.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Months of Inventory | 2020 120 \$39,919,200 170 50 70.6 5.0 | 2019 15.4 22.9 -1.7 -21.4 60.1 7.3 | -3.2 13.4 -13.7 -34.5 62.9 7.4 | December 2017 0.0 21.6 -12.8 -41.0 61.5 8.5 | December 2015 41.2 105.6 -20.6 -52.8 39.7 14.9 | 2013 84.6 152.7 -21.7 -48.5 30.0 17.9 | 2010 150.0 271.1 -18.3 -32.4 23.1 18.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 120 \$39,919,200 170 50 70.6 5.0 \$332,660 | 2019 15.4 22.9 -1.7 -21.4 60.1 7.3 6.6 | -3.2 13.4 -13.7 -34.5 62.9 7.4 17.2 | December 2017 0.0 21.6 -12.8 -41.0 61.5 8.5 21.6 | December 2015 41.2 105.6 -20.6 -52.8 39.7 14.9 45.6 | 2013 84.6 152.7 -21.7 -48.5 30.0 17.9 36.9 | 2010 150.0 271.1 -18.3 -32.4 23.1 18.5 48.4 |

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

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

The year-to-date active 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.

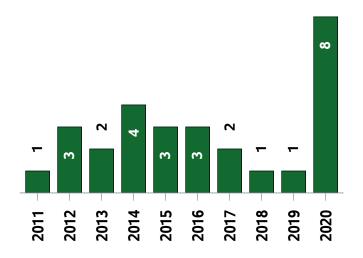
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



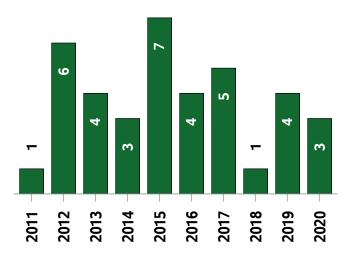
Golden MLS® Residential Market Activity

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Sales Activity (December only)

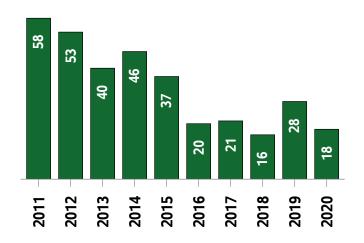


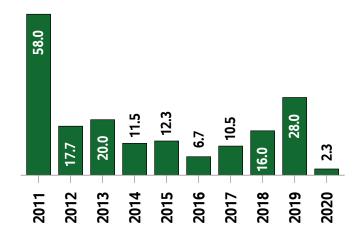
Active Listings (December only)



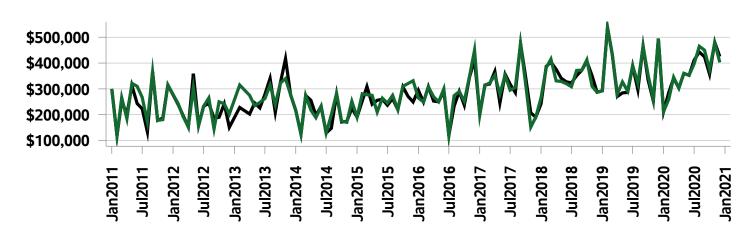
New Listings (December only)

Months of Inventory (December only)





Average Price and Median Price

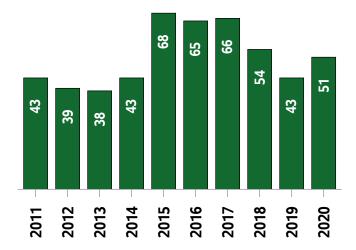




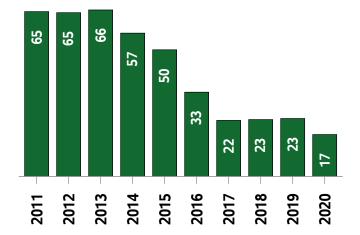
Golden MLS® Residential Market Activity



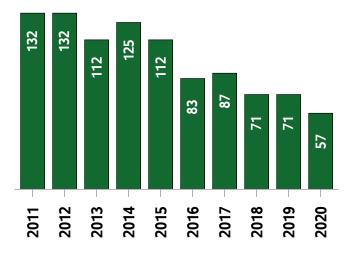




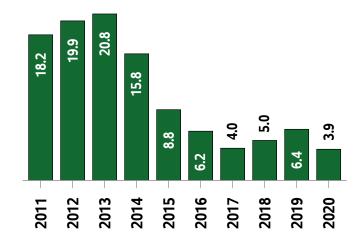
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|--|--|---|---|--|--|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ° | | I |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 51 | 18.6 | -5.6 | December 2017 -22.7 | December 2015 -25.0 | 2013 34.2 | 2010 54.5 |
| Sales Activity Dollar Volume | 2020 51 \$19,016,400 | 2019 18.6 31.9 | -5.6 -0.8 | December 2017 -22.7 -0.7 | December 2015 -25.0 8.3 | 2013 34.2 78.6 | 54.5 121.1 |
| Sales Activity Dollar Volume New Listings | 2020 51 \$19,016,400 57 | 2019 18.6 31.9 -19.7 | -5.6 -0.8 -19.7 | December 2017 -22.7 -0.7 -34.5 | December 2015 -25.0 8.3 -49.1 | 2013 34.2 78.6 -49.1 | 54.5 121.1 -62.0 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 51 \$19,016,400 57 17 | 2019 18.6 31.9 -19.7 -27.6 | -5.6 -0.8 -19.7 -26.3 | December 2017 -22.7 -0.7 -34.5 -25.2 | December 2015 -25.0 8.3 -49.1 -66.9 | 2013 34.2 78.6 -49.1 -74.8 | 2010 54.5 121.1 -62.0 -66.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 51 \$19,016,400 57 17 89.5 | 2019 18.6 31.9 -19.7 -27.6 60.6 | -5.6 -0.8 -19.7 -26.3 76.1 | December 2017 -22.7 -0.7 -34.5 -25.2 75.9 | December 2015 -25.0 8.3 -49.1 -66.9 60.7 | 2013 34.2 78.6 -49.1 -74.8 33.9 | 2010 54.5 121.1 -62.0 -66.3 22.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 51 \$19,016,400 57 17 89.5 3.9 | 2019 18.6 31.9 -19.7 -27.6 60.6 6.4 | -5.6 -0.8 -19.7 -26.3 76.1 5.0 | December 2017 -22.7 -0.7 -34.5 -25.2 75.9 4.0 | December 2015 -25.0 8.3 -49.1 -66.9 60.7 8.8 | 2013 34.2 78.6 -49.1 -74.8 33.9 20.8 | 2010 54.5 121.1 -62.0 -66.3 22.0 17.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 51 \$19,016,400 57 17 89.5 3.9 \$372,871 | 2019 18.6 31.9 -19.7 -27.6 60.6 6.4 11.2 | -5.6 -0.8 -19.7 -26.3 76.1 5.0 | December 2017 -22.7 -0.7 -34.5 -25.2 75.9 4.0 28.6 | December 2015 -25.0 8.3 -49.1 -66.9 60.7 8.8 44.4 | 2013 34.2 78.6 -49.1 -74.8 33.9 20.8 33.1 | 2010 54.5 121.1 -62.0 -66.3 22.0 17.9 43.1 |

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

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

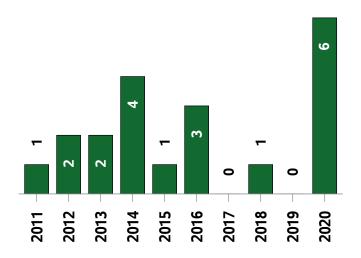
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



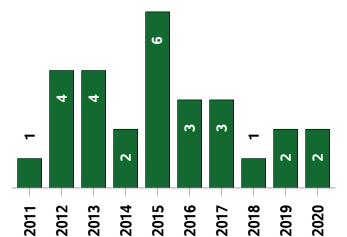
Golden MLS® Single Family Market Activity

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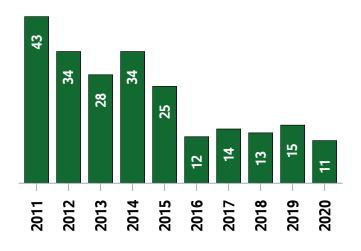


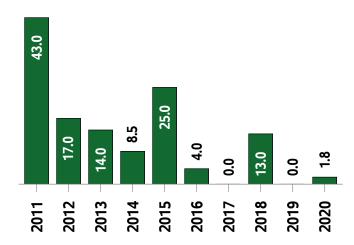
Active Listings (December only)



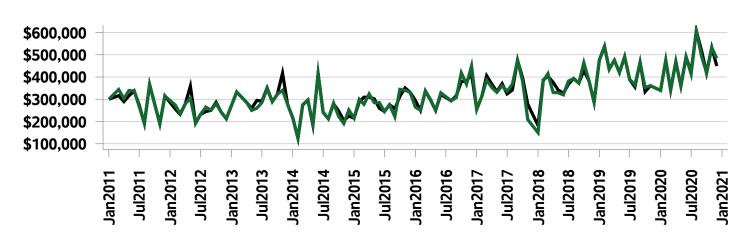
New Listings (December only)

Months of Inventory (December only)





Average Price and Median Price

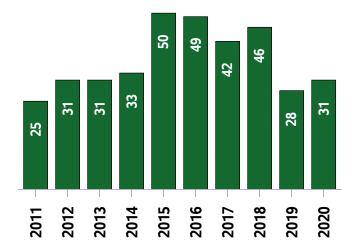




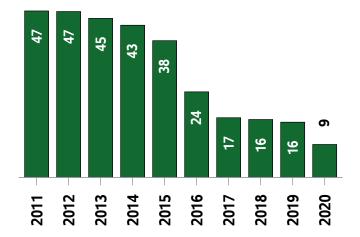
Golden MLS® Single Family Market Activity



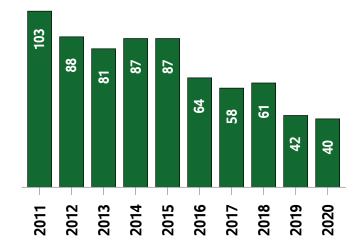




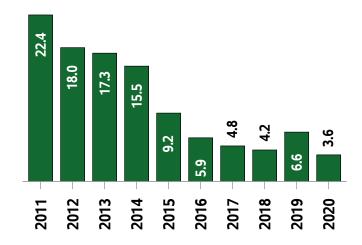
Active Listings 1 (December Year-to-date)



New Listings (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



| | | Compared to 6 | | | | | | |
|---|---|--|---|---|---|---|--|--|
| Actual | December 2020 | 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 | |
| | | Compared to 6 | | | | | | |
| | | | | Compa | red to ⁶ | I | l | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 | |
| Year-to-date Sales Activity | | | I | December | December | | 1 | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 | |
| Sales Activity | 2020 31 | 10.7 | -32.6 | December 2017 -26.2 | December 2015 -38.0 | 0.0 | 2010 19.2 | |
| Sales Activity Dollar Volume | 2020 31 \$13,746,900 | 2019 10.7 19.9 | -32.6 -18.7 | December 2017 -26.2 -6.7 | December 2015 -38.0 -4.8 | 0.0 40.0 | 2010 19.2 75.5 | |
| Sales Activity Dollar Volume New Listings | 2020 31 \$13,746,900 40 | 2019 10.7 19.9 -4.8 | -32.6 -18.7 -34.4 | December 2017 -26.2 -6.7 -31.0 | December 2015 -38.0 -4.8 -54.0 | 0.0 40.0 -50.6 | 75.5 -62.6 | |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 31 \$13,746,900 40 9 | 2019 10.7 19.9 -4.8 -40.3 | -32.6 -18.7 -34.4 -43.1 | December 2017 -26.2 -6.7 -31.0 -44.8 | December 2015 -38.0 -4.8 -54.0 -75.9 | 2013 0.0 40.0 -50.6 -79.3 | 75.5 -62.6 -72.7 | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 31 \$13,746,900 40 9 77.5 | 2019 10.7 19.9 -4.8 -40.3 66.7 | -32.6 -18.7 -34.4 -43.1 75.4 | December 2017 -26.2 -6.7 -31.0 -44.8 72.4 | December 2015 -38.0 -4.8 -54.0 -75.9 57.5 | 2013 0.0 40.0 -50.6 -79.3 38.3 | 2010 19.2 75.5 -62.6 -72.7 24.3 | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 31 \$13,746,900 40 9 77.5 3.6 | 2019 10.7 19.9 -4.8 -40.3 66.7 6.6 | -32.6 -18.7 -34.4 -43.1 75.4 4.2 | December 2017 -26.2 -6.7 -31.0 -44.8 72.4 4.8 | December 2015 -38.0 -4.8 -54.0 -75.9 57.5 9.2 | 2013 0.0 40.0 -50.6 -79.3 38.3 17.3 | 2010 19.2 75.5 -62.6 -72.7 24.3 15.7 | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 31 \$13,746,900 40 9 77.5 3.6 \$443,448 | 2019 10.7 19.9 -4.8 -40.3 66.7 6.6 8.3 | 2018 -32.6 -18.7 -34.4 -43.1 75.4 4.2 20.7 | December 2017 -26.2 -6.7 -31.0 -44.8 72.4 4.8 26.5 | December 2015 -38.0 -4.8 -54.0 -75.9 57.5 9.2 53.5 | 2013 0.0 40.0 -50.6 -79.3 38.3 17.3 40.0 | 2010 19.2 75.5 -62.6 -72.7 24.3 15.7 47.2 | |

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

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

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

 $^{^{\}rm 4}$ $\,$ 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.

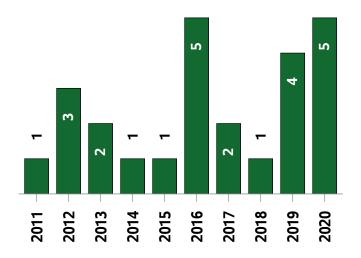
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



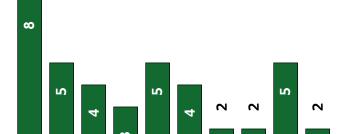
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Active Listings (December only)



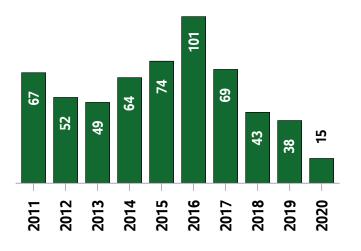
New Listings (December only)

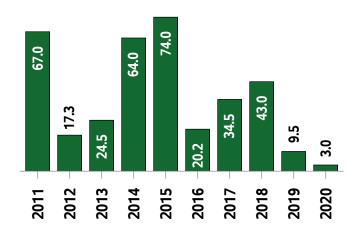
Months of Inventory (December only)

2015

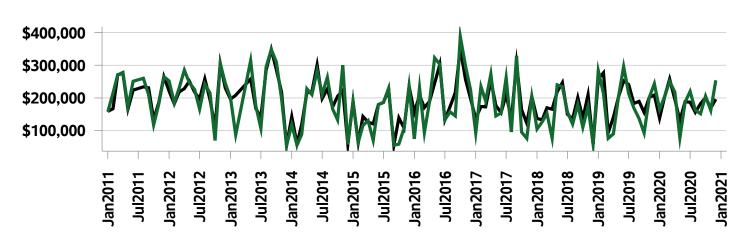
2016

2014





Average Price and Median Price

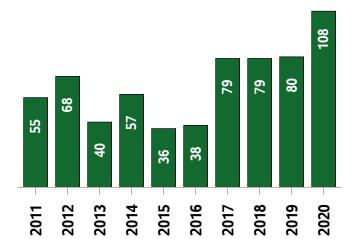




Elkford MLS® Residential Market Activity

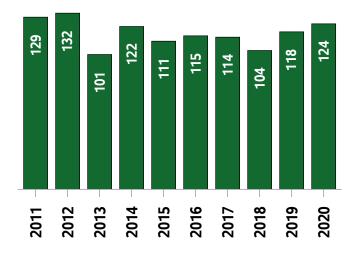




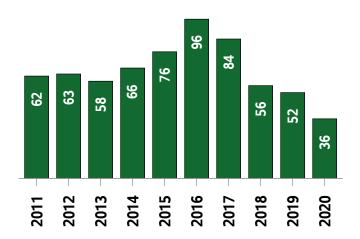


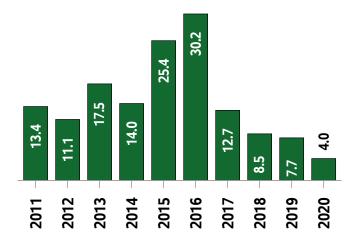
Active Listings 1 (December Year-to-date)





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

| | | Compared to ⁶ | | | | | | | |
|---|--|---|---|---|--|--|---|--|--|
| Actual | December 2020 | 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 | _ | | |
| | | Compared to 6 | | | | | | | |
| | | | | Compa | red to ° | | | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 | | |
| Year-to-date Sales Activity | | | I | December | December | | l | | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 | | |
| Sales Activity | 2020 | 2019 35.0 | 36.7 | December 2017 36.7 | December 2015 200.0 | 170.0 | 390.9 | | |
| Sales Activity Dollar Volume | 2020 108 \$19,614,000 | 35.0 21.6 | 36.7 40.6 | December 2017 36.7 35.9 | December 2015 200.0 285.2 | 2013 170.0 130.7 | 390.9 418.4 | | |
| Sales Activity Dollar Volume New Listings | 2020 108 \$19,614,000 124 | 2019 35.0 21.6 5.1 | 2018 36.7 40.6 19.2 | December 2017 36.7 35.9 8.8 | December 2015 200.0 285.2 11.7 | 2013 170.0 130.7 22.8 | 2010 390.9 418.4 27.8 | | |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 108 \$19,614,000 124 36 | 2019 35.0 21.6 5.1 -30.5 | 2018 36.7 40.6 19.2 -35.7 | December 2017 36.7 35.9 8.8 -57.2 | December 2015 200.0 285.2 11.7 -52.9 | 2013 170.0 130.7 22.8 -38.7 | 2010 390.9 418.4 27.8 -3.2 | | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 108 \$19,614,000 124 36 87.1 | 2019 35.0 21.6 5.1 -30.5 | 2018 36.7 40.6 19.2 -35.7 76.0 | December 2017 36.7 35.9 8.8 -57.2 69.3 | December 2015 200.0 285.2 11.7 -52.9 32.4 | 2013 170.0 130.7 22.8 -38.7 39.6 | 2010 390.9 418.4 27.8 -3.2 22.7 | | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 108 \$19,614,000 124 36 87.1 4.0 | 2019 35.0 21.6 5.1 -30.5 67.8 7.7 | 2018 36.7 40.6 19.2 -35.7 76.0 8.5 | December 2017 36.7 35.9 8.8 -57.2 69.3 12.7 | December 2015 200.0 285.2 11.7 -52.9 32.4 25.4 | 2013 170.0 130.7 22.8 -38.7 39.6 17.5 | 2010 390.9 418.4 27.8 -3.2 22.7 20.2 | | |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 108 \$19,614,000 124 36 87.1 4.0 \$181,611 | 2019 35.0 21.6 5.1 -30.5 67.8 7.7 -9.9 | 2018 36.7 40.6 19.2 -35.7 76.0 8.5 2.8 | December 2017 36.7 35.9 8.8 -57.2 69.3 12.7 -0.6 | December 2015 200.0 285.2 11.7 -52.9 32.4 25.4 28.4 | 2013 170.0 130.7 22.8 -38.7 39.6 17.5 -14.6 | 2010 390.9 418.4 27.8 -3.2 22.7 20.2 5.6 | | |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

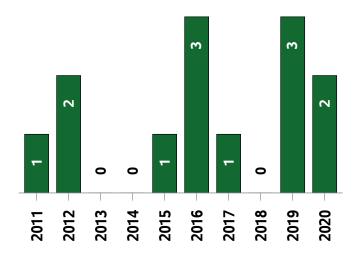
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



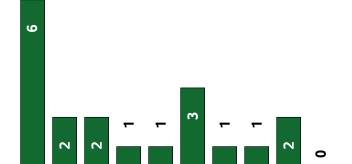
Elkford MLS® Single Family Market Activity







Active Listings (December only)



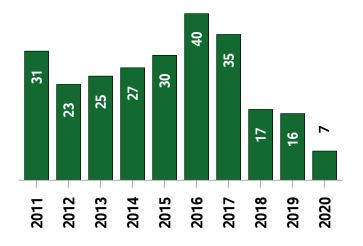
New Listings (December only)

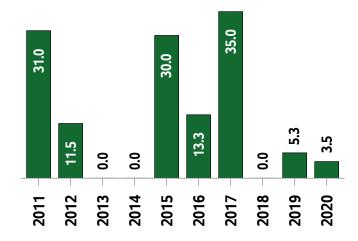
Months of Inventory (December only)

2015

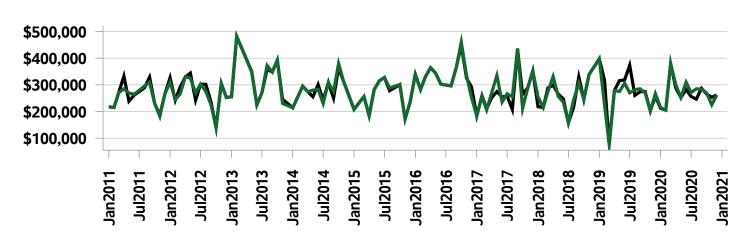
2016

2014





Average Price and Median Price

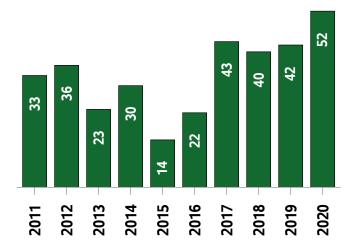




Elkford MLS® Single Family Market Activity



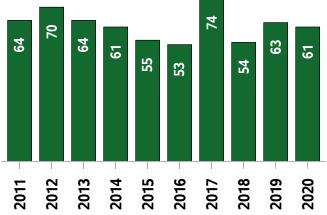




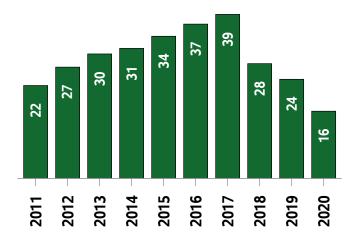
Active Listings 1 (December Year-to-date)

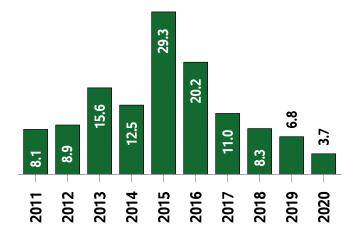


New Listings (December Year-to-date)



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



| | | | | Compa | red to ⁶ | | |
|---|--|--|---|---|---|---|---|
| Actual | December 2020 | 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 | _ | _ |
| | | | | | | | |
| | | | | Compa | red to ⁶ | · | <u>'</u> |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 52 | 2019 | 30.0 | December 2017 20.9 | December 2015 271.4 | 126.1 | 2010 271.4 |
| Sales Activity Dollar Volume | 2020 52 \$13,784,300 | 2019 23.8 11.2 | 30.0 31.9 | December 2017 20.9 19.5 | December 2015 271.4 287.7 | 2013 126.1 88.7 | 2010 271.4 348.4 |
| Sales Activity Dollar Volume New Listings | 2020 52 \$13,784,300 61 | 2019 23.8 11.2 -3.2 | 30.0 31.9 13.0 | December 2017 20.9 19.5 -17.6 | December 2015 271.4 287.7 10.9 | 2013 126.1 88.7 -4.7 | 2010 271.4 348.4 19.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 52 \$13,784,300 61 16 | 2019 23.8 11.2 -3.2 -32.2 | 30.0 31.9 13.0 -41.4 | December 2017 20.9 19.5 -17.6 -59.0 | December 2015 271.4 287.7 10.9 -52.7 | 2013 126.1 88.7 -4.7 -46.0 | 2010 271.4 348.4 19.6 -18.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 52 \$13,784,300 61 16 85.2 | 2019 23.8 11.2 -3.2 -32.2 66.7 | 30.0 31.9 13.0 -41.4 74.1 | December 2017 20.9 19.5 -17.6 -59.0 58.1 | December 2015 271.4 287.7 10.9 -52.7 25.5 | 2013 126.1 88.7 -4.7 -46.0 35.9 | 2010 271.4 348.4 19.6 -18.5 27.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 52 \$13,784,300 61 16 85.2 3.7 | 2019 23.8 11.2 -3.2 -32.2 66.7 6.8 | 30.0 31.9 13.0 -41.4 74.1 8.3 | December 2017 20.9 19.5 -17.6 -59.0 58.1 11.0 | December 2015 271.4 287.7 10.9 -52.7 25.5 29.3 | 2013 126.1 88.7 -4.7 -46.0 35.9 15.6 | 2010 271.4 348.4 19.6 -18.5 27.5 17.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 52 \$13,784,300 61 16 85.2 3.7 \$265,083 | 2019 23.8 11.2 -3.2 -32.2 66.7 6.8 -10.1 | 30.0 31.9 13.0 -41.4 74.1 8.3 1.4 | December 2017 20.9 19.5 -17.6 -59.0 58.1 11.0 -1.1 | December 2015 271.4 287.7 10.9 -52.7 25.5 29.3 4.4 | 2013 126.1 88.7 -4.7 -46.0 35.9 15.6 -16.5 | 2010 271.4 348.4 19.6 -18.5 27.5 17.0 20.7 |

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

Source: Canadian MLS® Systems, CREA

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

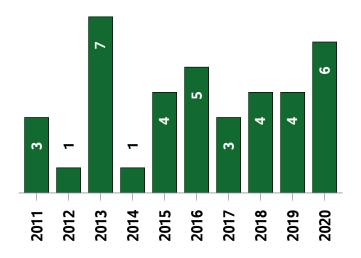
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



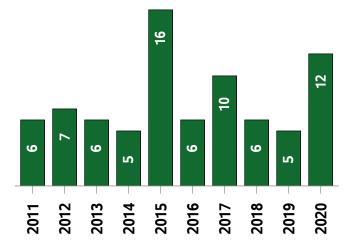
Invermere MLS® Residential Market Activity



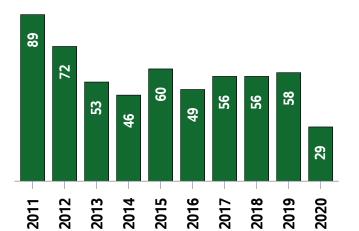
Sales Activity (December only)



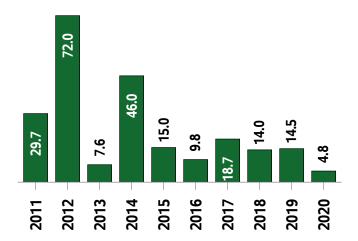
New Listings (December only)



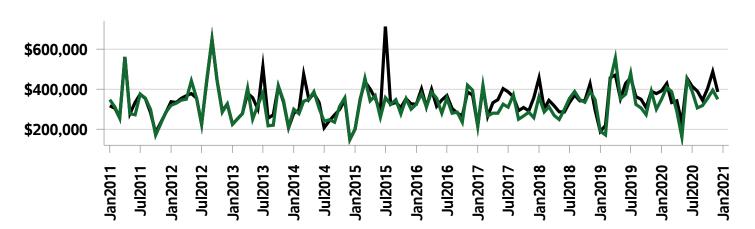
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

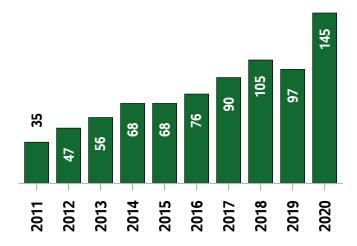




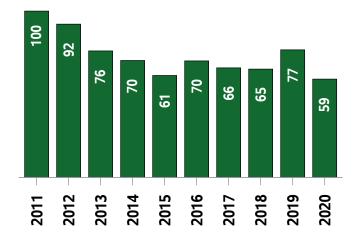
Invermere MLS® Residential Market Activity



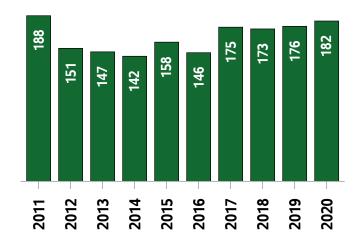
Sales Activity (December Year-to-date)



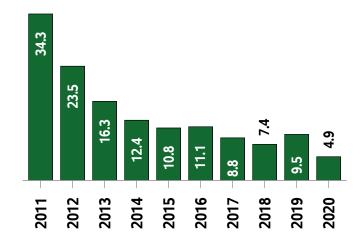
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|--|--|---|--|---|--|
| Actual | December 2020 | 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 | _ |
| | i e | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | 1 | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 49.5 | 38.1 | December 2017 61.1 | December 2015 | 2013 158.9 | 2010 590.5 |
| Sales Activity Dollar Volume | 2020 145 \$57,676,182 | 2019 49.5 58.4 | 38.1 61.2 | December 2017 61.1 86.0 | December 2015 113.2 117.6 | 2013 158.9 210.6 | 590.5 650.3 |
| Sales Activity Dollar Volume New Listings | 2020 145 \$57,676,182 182 | 2019 49.5 58.4 3.4 | 2018 38.1 61.2 5.2 | December 2017 61.1 86.0 4.0 | December 2015 113.2 117.6 15.2 | 2013 158.9 210.6 23.8 | 590.5 650.3 -1.1 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 145 \$57,676,182 182 59 | 2019 49.5 58.4 3.4 -22.9 | 38.1 61.2 5.2 -9.2 | December 2017 61.1 86.0 4.0 -10.3 | December 2015 113.2 117.6 15.2 -3.5 | 2013 158.9 210.6 23.8 -22.3 | 590.5 650.3 -1.1 -20.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 145 \$57,676,182 182 59 79.7 | 2019 49.5 58.4 3.4 -22.9 55.1 | 38.1 61.2 5.2 -9.2 60.7 | December 2017 61.1 86.0 4.0 -10.3 51.4 | December 2015 113.2 117.6 15.2 -3.5 43.0 | 2013 158.9 210.6 23.8 -22.3 38.1 | 2010 590.5 650.3 -1.1 -20.2 11.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 145 \$57,676,182 182 59 79.7 4.9 | 2019 49.5 58.4 3.4 -22.9 55.1 9.5 | 2018 38.1 61.2 5.2 -9.2 60.7 7.4 | December 2017 61.1 86.0 4.0 -10.3 51.4 8.8 | December 2015 113.2 117.6 15.2 -3.5 43.0 10.8 | 2013 158.9 210.6 23.8 -22.3 38.1 16.3 | 2010 590.5 650.3 -1.1 -20.2 11.4 42.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 145 \$57,676,182 182 59 79.7 4.9 \$397,767 | 2019 49.5 58.4 3.4 -22.9 55.1 9.5 5.9 | 2018 38.1 61.2 5.2 -9.2 60.7 7.4 16.8 | December 2017 61.1 86.0 4.0 -10.3 51.4 8.8 15.4 | December 2015 113.2 117.6 15.2 -3.5 43.0 10.8 2.0 | 2013 158.9 210.6 23.8 -22.3 38.1 16.3 20.0 | 2010 590.5 650.3 -1.1 -20.2 11.4 42.3 8.7 |

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

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

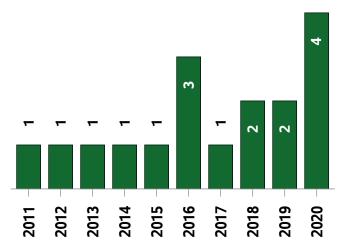
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



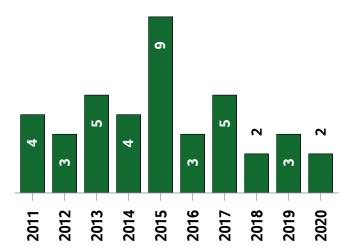
Invermere MLS® Single Family Market Activity



Sales Activity (December only)

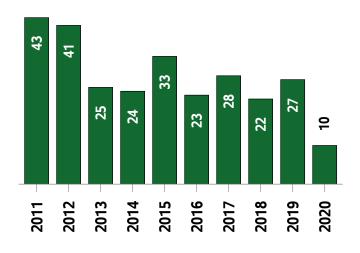


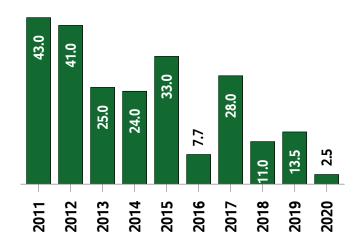
Active Listings (December only)



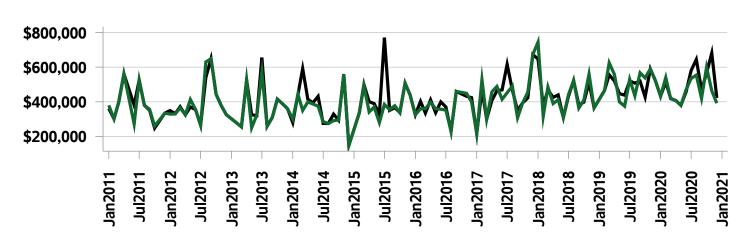
New Listings (December only)

Months of Inventory (December only)





Average Price and Median Price

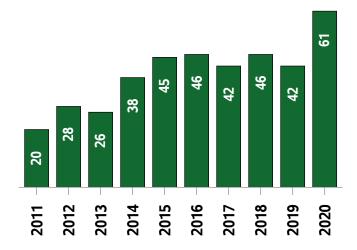




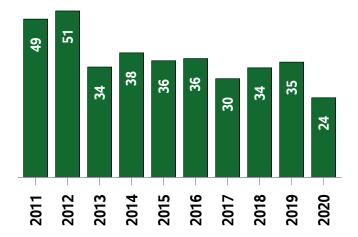
Invermere MLS® Single Family Market Activity



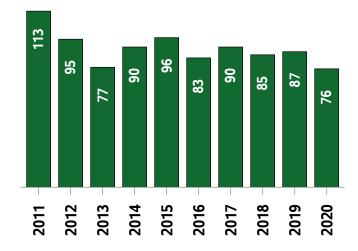
Sales Activity (December Year-to-date)



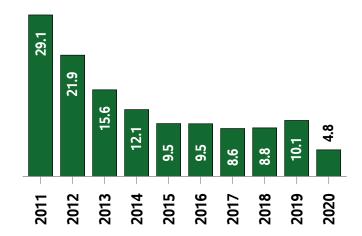
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|---|---|--|--|---|--|
| Actual | December 2020 | 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 | _ |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | I |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | ı | December | December | ı | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 45.2 | 32.6 | December 2017 45.2 | December 2015 | 2013 134.6 | 281.3 |
| Sales Activity Dollar Volume | 2020 61 \$32,314,199 | 2019 45.2 54.5 | 2018 32.6 57.9 | December 2017 45.2 72.3 | December 2015 35.6 57.9 | 2013 134.6 187.0 | 2010 281.3 417.1 |
| Sales Activity Dollar Volume New Listings | 2020 61 \$32,314,199 76 | 2019 45.2 54.5 -12.6 | 2018 32.6 57.9 -10.6 | December 2017 45.2 72.3 -15.6 | December 2015 35.6 57.9 -20.8 | 2013 134.6 187.0 -1.3 | 2010 281.3 417.1 -18.3 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 61 \$32,314,199 76 24 | 2019 45.2 54.5 -12.6 -30.9 | 2018 32.6 57.9 -10.6 -27.3 | December 2017 45.2 72.3 -15.6 -19.3 | December 2015 35.6 57.9 -20.8 -31.7 | 2013 134.6 187.0 -1.3 -27.8 | 2010 281.3 417.1 -18.3 -33.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 61 \$32,314,199 76 24 80.3 | 2019 45.2 54.5 -12.6 -30.9 48.3 | 2018 32.6 57.9 -10.6 -27.3 | December 2017 45.2 72.3 -15.6 -19.3 46.7 | December 2015 35.6 57.9 -20.8 -31.7 46.9 | 2013 134.6 187.0 -1.3 -27.8 33.8 | 2010 281.3 417.1 -18.3 -33.0 17.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 61 \$32,314,199 76 24 80.3 4.8 | 2019 45.2 54.5 -12.6 -30.9 48.3 10.1 | 2018 32.6 57.9 -10.6 -27.3 54.1 8.8 | December 2017 45.2 72.3 -15.6 -19.3 46.7 8.6 | December 2015 35.6 57.9 -20.8 -31.7 46.9 9.5 | 2013 134.6 187.0 -1.3 -27.8 33.8 15.6 | 2010 281.3 417.1 -18.3 -33.0 17.2 27.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 61 \$32,314,199 76 24 80.3 4.8 \$529,741 | 2019 45.2 54.5 -12.6 -30.9 48.3 10.1 6.4 | 2018 32.6 57.9 -10.6 -27.3 54.1 8.8 19.1 | December 2017 45.2 72.3 -15.6 -19.3 46.7 8.6 18.6 | December 2015 35.6 57.9 -20.8 -31.7 46.9 9.5 16.5 | 2013 134.6 187.0 -1.3 -27.8 33.8 15.6 22.3 | 2010 281.3 417.1 -18.3 -33.0 17.2 27.3 35.6 |

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

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

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

 $^{^{\}rm 4}~$ 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.

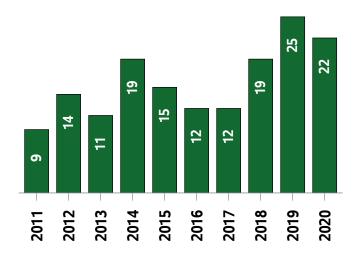
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



Cranbrook MLS® Residential Market Activity

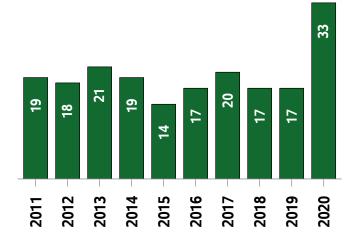




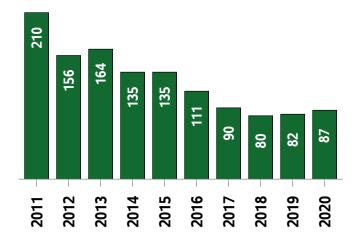


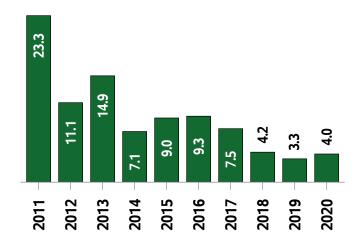
Active Listings (December only)

New Listings (December only)

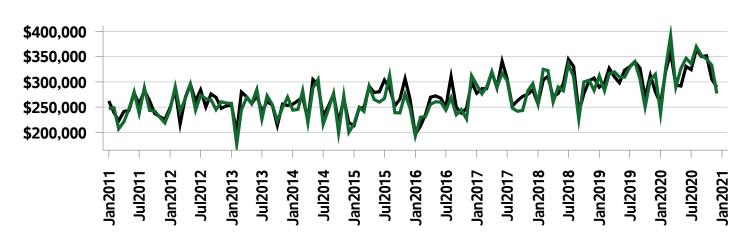


Months of Inventory (December only)





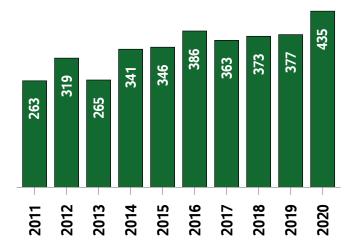
Average Price and Median Price



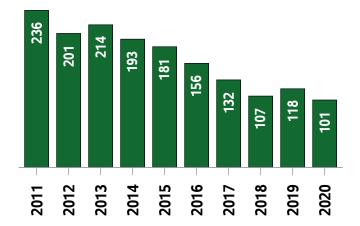


Cranbrook MLS® Residential Market Activity

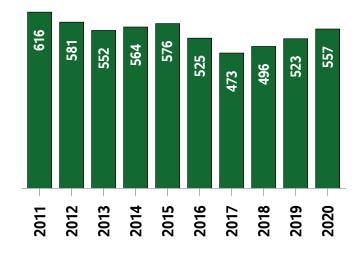




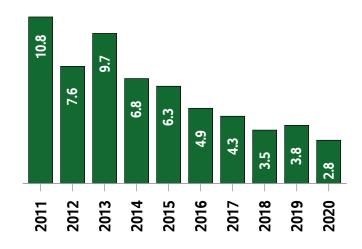
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|--|---|---|---|--|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | I | I |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 15.4 | 2018 16.6 | December 2017 | December 2015 | 64.2 | 71.9 |
| Sales Activity Dollar Volume | 2020 435 \$142,912,577 | 2019 15.4 22.3 | 2018 16.6 29.9 | December 2017 19.8 35.6 | December 2015 25.7 50.2 | 2013 64.2 116.0 | 71.9 122.0 |
| Sales Activity Dollar Volume New Listings | 2020 435 \$142,912,577 557 | 2019 15.4 22.3 6.5 | 2018 16.6 29.9 12.3 | December 2017 19.8 35.6 17.8 | December 2015 25.7 50.2 -3.3 | 2013 64.2 116.0 0.9 | 71.9 122.0 -17.4 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 435 \$142,912,577 557 101 | 2019 15.4 22.3 6.5 -14.2 | 2018 16.6 29.9 12.3 -5.5 | December 2017 19.8 35.6 17.8 -22.9 | December 2015 25.7 50.2 -3.3 -44.1 | 2013 64.2 116.0 0.9 -52.7 | 71.9 122.0 -17.4 -45.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 435 \$142,912,577 557 101 78.1 | 2019 15.4 22.3 6.5 -14.2 72.1 | 2018 16.6 29.9 12.3 -5.5 | December 2017 19.8 35.6 17.8 -22.9 76.7 | December 2015 25.7 50.2 -3.3 -44.1 60.1 | 2013 64.2 116.0 0.9 -52.7 48.0 | 2010 71.9 122.0 -17.4 -45.3 37.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 435 \$142,912,577 557 101 78.1 2.8 | 2019 15.4 22.3 6.5 -14.2 72.1 3.8 | 2018 16.6 29.9 12.3 -5.5 75.2 3.5 | December 2017 19.8 35.6 17.8 -22.9 76.7 4.3 | December 2015 25.7 50.2 -3.3 -44.1 60.1 6.3 | 2013 64.2 116.0 0.9 -52.7 48.0 9.7 | 2010 71.9 122.0 -17.4 -45.3 37.5 8.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 435 \$142,912,577 557 101 78.1 2.8 \$328,535 | 2019 15.4 22.3 6.5 -14.2 72.1 3.8 6.0 | 2018 16.6 29.9 12.3 -5.5 75.2 3.5 11.4 | December 2017 19.8 35.6 17.8 -22.9 76.7 4.3 13.2 | December 2015 25.7 50.2 -3.3 -44.1 60.1 6.3 19.5 | 2013 64.2 116.0 0.9 -52.7 48.0 9.7 31.6 | 2010 71.9 122.0 -17.4 -45.3 37.5 8.8 29.1 |

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

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

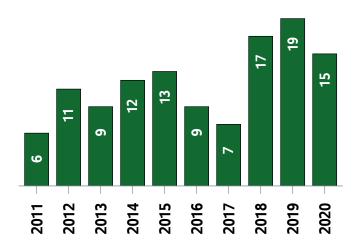
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



Cranbrook MLS® Single Family Market Activity



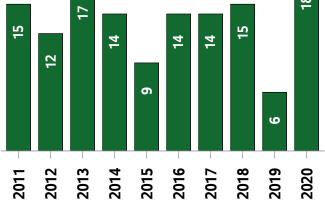




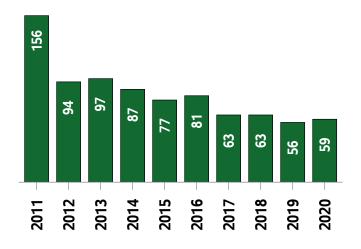
Active Listings (December only)

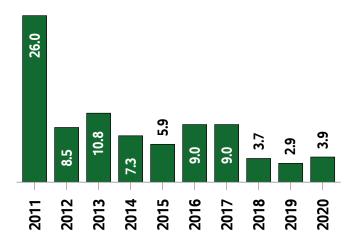
5 4

New Listings (December only)

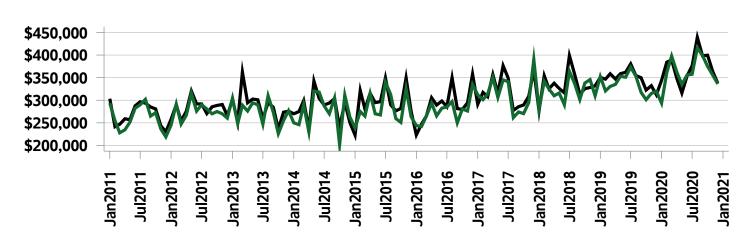


Months of Inventory (December only)





Average Price and Median Price

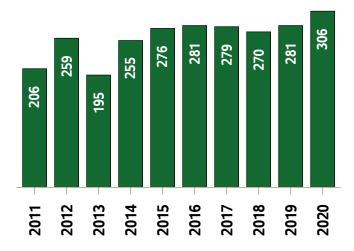




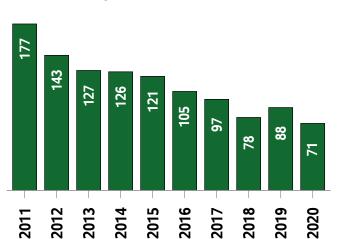
Cranbrook MLS® Single Family Market Activity



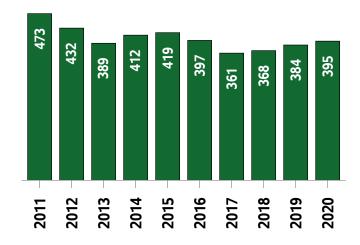
Sales Activity (December Year-to-date)



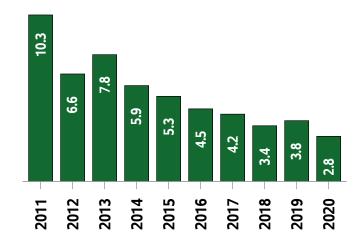
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|---|---|--|---|---|--|--|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | ı | December | December | 1 | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 306 | 2019 8.9 | 13.3 | December 2017 9.7 | December 2015 | 2013 56.9 | 2010 59.4 |
| Sales Activity Dollar Volume | 2020 306 \$115,883,877 | 8.9 17.9 | 2018 13.3 27.5 | December 2017 9.7 28.9 | December 2015 10.9 40.1 | 2013 56.9 110.8 | 59.4 117.0 |
| Sales Activity Dollar Volume New Listings | 2020 306 \$115,883,877 395 | 8.9 17.9 2.9 | 2018 13.3 27.5 7.3 | December 2017 9.7 28.9 9.4 | December 2015 10.9 40.1 -5.7 | 2013 56.9 110.8 1.5 | 59.4 117.0 -22.2 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 306 \$115,883,877 395 71 | 2019 8.9 17.9 2.9 -19.1 | 2018 13.3 27.5 7.3 -8.2 | December 2017 9.7 28.9 9.4 -26.4 | December 2015 10.9 40.1 -5.7 -41.2 | 2013 56.9 110.8 1.5 -44.1 | 2010 59.4 117.0 -22.2 -49.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 306 \$115,883,877 395 71 77.5 | 2019 8.9 17.9 2.9 -19.1 73.2 | 2018 13.3 27.5 7.3 -8.2 73.4 | December 2017 9.7 28.9 9.4 -26.4 77.3 | December 2015 10.9 40.1 -5.7 -41.2 65.9 | 2013 56.9 110.8 1.5 -44.1 50.1 | 2010 59.4 117.0 -22.2 -49.3 37.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 306 \$115,883,877 395 71 77.5 2.8 | 2019 8.9 17.9 2.9 -19.1 73.2 3.8 | 2018 13.3 27.5 7.3 -8.2 73.4 3.4 | December 2017 9.7 28.9 9.4 -26.4 77.3 4.2 | December 2015 10.9 40.1 -5.7 -41.2 65.9 5.3 | 2013 56.9 110.8 1.5 -44.1 50.1 7.8 | 2010 59.4 117.0 -22.2 -49.3 37.8 8.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 306 \$115,883,877 395 71 77.5 2.8 \$378,705 | 2019 8.9 17.9 2.9 -19.1 73.2 3.8 8.3 | 2018 13.3 27.5 7.3 -8.2 73.4 3.4 12.5 | December 2017 9.7 28.9 9.4 -26.4 77.3 4.2 17.5 | December 2015 10.9 40.1 -5.7 -41.2 65.9 5.3 26.4 | 2013 56.9 110.8 1.5 -44.1 50.1 7.8 34.4 | 2010 59.4 117.0 -22.2 -49.3 37.8 8.8 36.2 |

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

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

The year-to-date active 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.

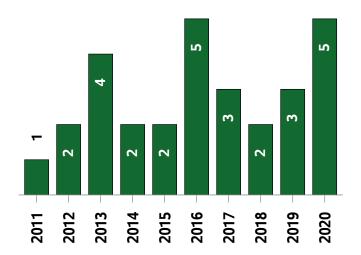
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



Cranbrook Lakes MLS® Residential Market Activity

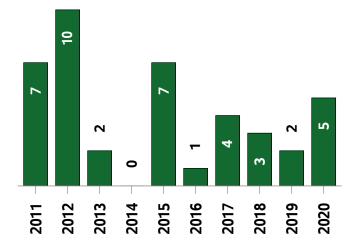


Sales Activity (December only)

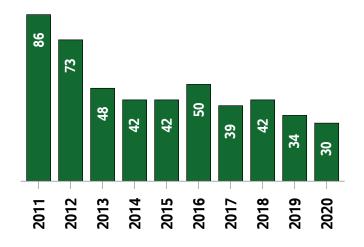


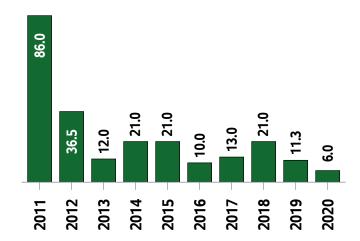
Active Listings (December only)



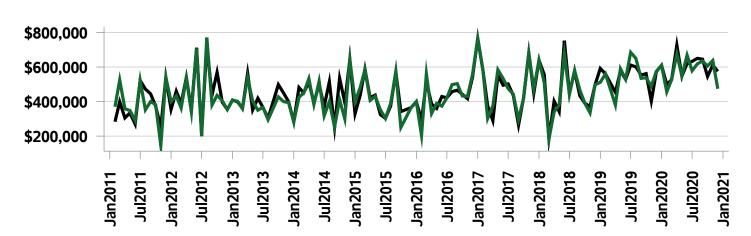


Months of Inventory (December only)





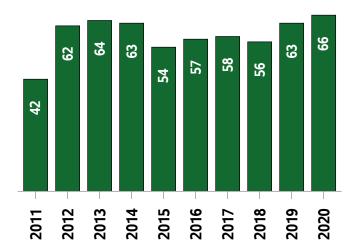
Average Price and Median Price



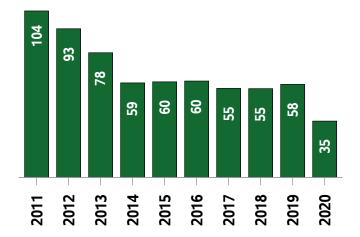


Cranbrook Lakes MLS® Residential Market Activity

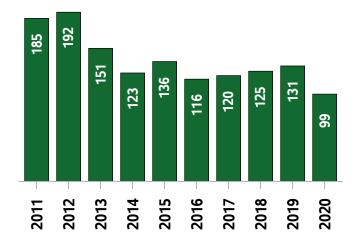
Sales Activity (December Year-to-date)



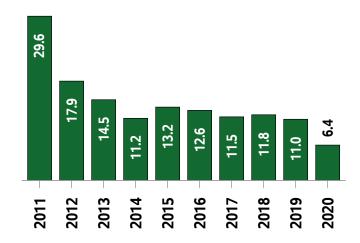
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|--|---|--|---|---|---|---|
| Actual | December 2020 | 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 | _ |
| | | | | | | | |
| | | | | Compa | red to 6 | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 4.8 | 2018 17.9 | December 2017 | December 2015 | 3.1 | 50.0 |
| Sales Activity Dollar Volume | 2020 66 \$39,903,025 | 4.8 14.6 | 2018 17.9 51.4 | December 2017 13.8 51.8 | December 2015 22.2 79.5 | 3.1 44.4 | 50.0 171.9 |
| Sales Activity Dollar Volume New Listings | 2020 66 \$39,903,025 99 | 2019 4.8 14.6 -24.4 | 2018 17.9 51.4 -20.8 | December 2017 13.8 51.8 -17.5 | December 2015 22.2 79.5 -27.2 | 3.1 44.4 -34.4 | 50.0 171.9 -54.0 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 66 \$39,903,025 99 35 | 2019 4.8 14.6 -24.4 -39.4 | 2018 17.9 51.4 -20.8 -36.5 | December 2017 13.8 51.8 -17.5 -36.7 | December 2015 22.2 79.5 -27.2 -41.0 | 3.1 44.4 -34.4 -54.8 | 2010 50.0 171.9 -54.0 -50.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 66 \$39,903,025 99 35 66.7 | 2019 4.8 14.6 -24.4 -39.4 48.1 | 2018 17.9 51.4 -20.8 -36.5 44.8 | December 2017 13.8 51.8 -17.5 -36.7 48.3 | December 2015 22.2 79.5 -27.2 -41.0 39.7 | 2013 3.1 44.4 -34.4 -54.8 42.4 | 2010 50.0 171.9 -54.0 -50.9 20.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 66 \$39,903,025 99 35 66.7 6.4 | 2019 4.8 14.6 -24.4 -39.4 48.1 11.0 | 2018 17.9 51.4 -20.8 -36.5 44.8 11.8 | December 2017 13.8 51.8 -17.5 -36.7 48.3 11.5 | December 2015 22.2 79.5 -27.2 -41.0 39.7 13.2 | 2013 3.1 44.4 -34.4 -54.8 42.4 14.5 | 2010 50.0 171.9 -54.0 -50.9 20.5 19.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 66 \$39,903,025 99 35 66.7 6.4 \$604,591 | 2019 4.8 14.6 -24.4 -39.4 48.1 11.0 9.4 | 2018 17.9 51.4 -20.8 -36.5 44.8 11.8 28.5 | December 2017 13.8 51.8 -17.5 -36.7 48.3 11.5 33.4 | December 2015 22.2 79.5 -27.2 -41.0 39.7 13.2 46.8 | 3.1 44.4 -34.4 -54.8 42.4 14.5 40.0 | 2010 50.0 171.9 -54.0 -50.9 20.5 19.5 81.3 |

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

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

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

 $^{^{\}rm 4}$ $\,$ 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.

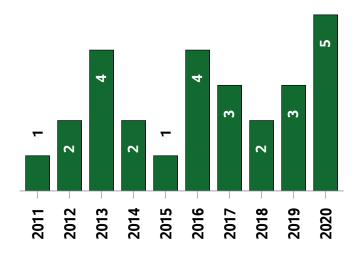
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



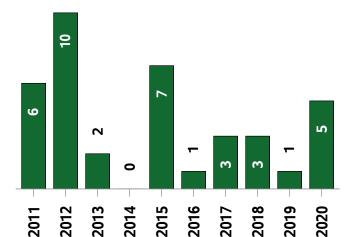
Cranbrook Lakes MLS® Single Family Market Activity



Sales Activity (December only)

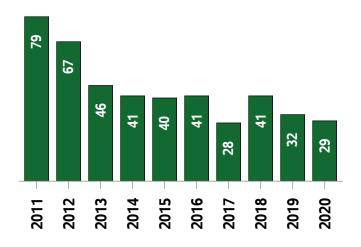


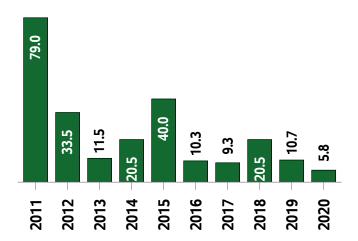
Active Listings (December only)



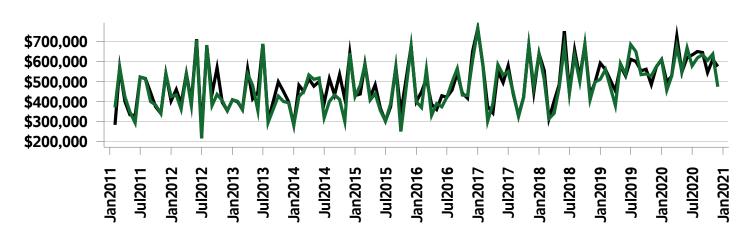
New Listings (December only)

Months of Inventory (December only)





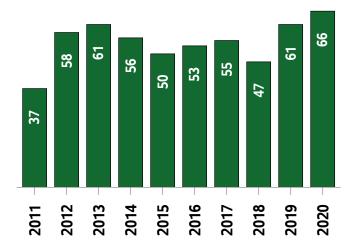
Average Price and Median Price



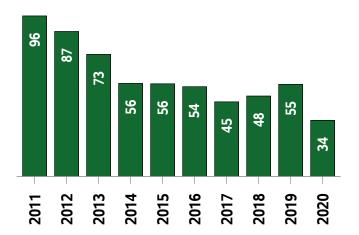


Cranbrook Lakes MLS® Single Family Market Activity

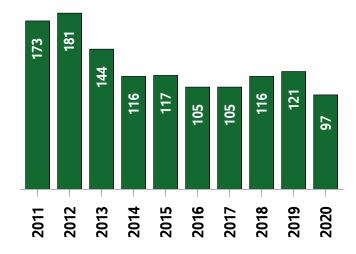
Sales Activity (December Year-to-date)



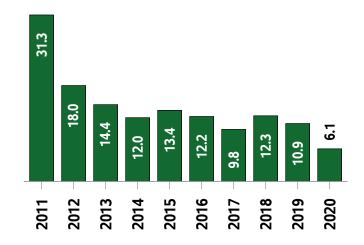
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|---|--|---|---|---|---|
| Actual | December 2020 | 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 | _ |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 8.2 | 2018 40.4 | December 2017 20.0 | December 2015 | 2013 8.2 | 2010 78.4 |
| Sales Activity Dollar Volume | 2020 66 \$39,903,025 | 8.2 16.6 | 2018 40.4 55.6 | December 2017 20.0 52.5 | December 2015 32.0 80.5 | 8.2 45.2 | 78.4 181.2 |
| Sales Activity Dollar Volume New Listings | 2020 66 \$39,903,025 97 | 8.2 16.6 -19.8 | 2018 40.4 55.6 -16.4 | December 2017 20.0 52.5 -7.6 | December 2015 32.0 80.5 -17.1 | 8.2 45.2 -32.6 | 78.4 181.2 -50.8 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 66 \$39,903,025 97 34 | 2019 8.2 16.6 -19.8 -39.0 | 2018 40.4 55.6 -16.4 -30.2 | December 2017 20.0 52.5 -7.6 -24.7 | December 2015 32.0 80.5 -17.1 -39.4 | 2013 8.2 45.2 -32.6 -54.0 | 78.4 181.2 -50.8 -49.6 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 66 \$39,903,025 97 34 68.0 | 2019 8.2 16.6 -19.8 -39.0 50.4 | 2018 40.4 55.6 -16.4 -30.2 40.5 | December 2017 20.0 52.5 -7.6 -24.7 52.4 | December 2015 32.0 80.5 -17.1 -39.4 42.7 | 2013 8.2 45.2 -32.6 -54.0 42.4 | 78.4 181.2 -50.8 -49.6 18.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 66 \$39,903,025 97 34 68.0 6.1 | 2019 8.2 16.6 -19.8 -39.0 50.4 10.9 | 2018 40.4 55.6 -16.4 -30.2 40.5 12.3 | December 2017 20.0 52.5 -7.6 -24.7 52.4 9.8 | December 2015 32.0 80.5 -17.1 -39.4 42.7 13.4 | 2013 8.2 45.2 -32.6 -54.0 42.4 14.4 | 2010 78.4 181.2 -50.8 -49.6 18.8 21.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 66 \$39,903,025 97 34 68.0 6.1 \$604,591 | 2019 8.2 16.6 -19.8 -39.0 50.4 10.9 7.8 | 2018 40.4 55.6 -16.4 -30.2 40.5 12.3 10.8 | December 2017 20.0 52.5 -7.6 -24.7 52.4 9.8 27.1 | December 2015 32.0 80.5 -17.1 -39.4 42.7 13.4 36.8 | 2013 8.2 45.2 -32.6 -54.0 42.4 14.4 34.2 | 2010 78.4 181.2 -50.8 -49.6 18.8 21.7 57.7 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

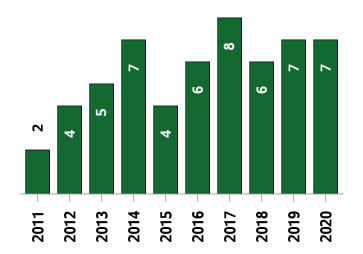
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



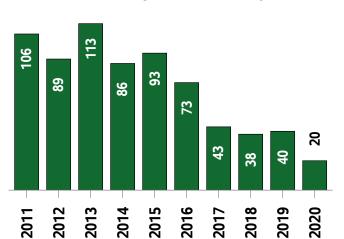
Fernie MLS® Residential Market Activity

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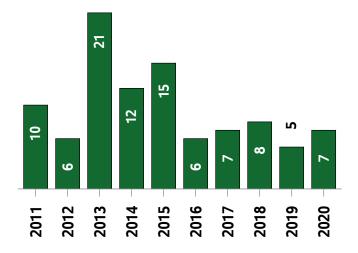
Sales Activity (December only)



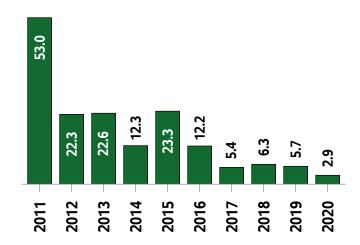
Active Listings (December only)



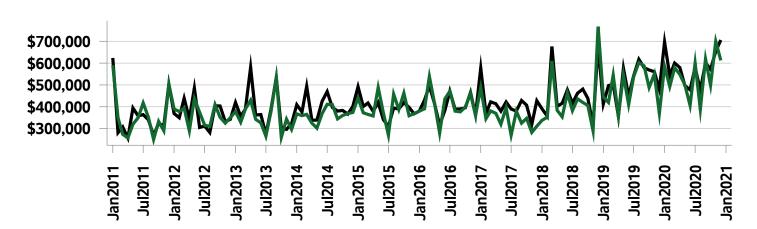
New Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

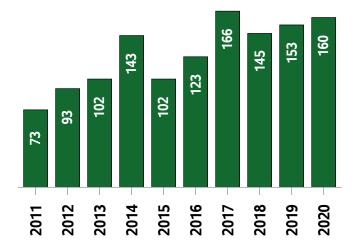




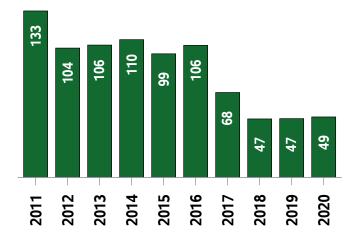
Fernie MLS® Residential Market Activity



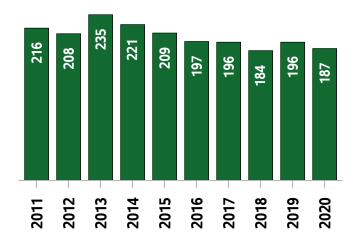
Sales Activity (December Year-to-date)



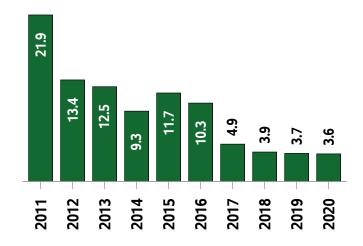
Active Listings 1 (December Year-to-date)



New Listings (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

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|------|---|---|
| - 25 | 3 | |
| | | |

| | | | | Compa | red to ⁶ | | |
|--|--|---|---|--|---|---|---|
| Actual | December 2020 | 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 |
| | | | | Compa | red to ⁶ | | |
| | l . | | | | | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | ı | l e | 1 | l |
| | 2020 | 2019 | 2018 | 2017 | 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 4.6 | 10.3 | -3.6 | 2015 56.9 | 2013 56.9 | 92.8 |
| Sales Activity Dollar Volume | 2020 160 \$90,660,570 | 4.6 13.7 | 2018 10.3 39.0 | -3.6 34.5 | 2015 56.9 129.1 | 2013 56.9 150.0 | 92.8 217.4 |
| Sales Activity Dollar Volume New Listings | 2020 160 \$90,660,570 187 | 2019 4.6 13.7 -4.6 | 2018 10.3 39.0 1.6 | -3.6 34.5 -4.6 | 2015 56.9 129.1 -10.5 | 2013 56.9 150.0 -20.4 | 92.8 217.4 -36.4 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 160 \$90,660,570 187 49 | 2019 4.6 13.7 -4.6 2.8 | 2018 10.3 39.0 1.6 3.4 | -3.6 34.5 -4.6 -28.8 | 2015 56.9 129.1 -10.5 -51.1 | 2013 56.9 150.0 -20.4 -54.3 | 2010 92.8 217.4 -36.4 -50.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 160 \$90,660,570 187 49 85.6 | 2019 4.6 13.7 -4.6 2.8 78.1 | 2018 10.3 39.0 1.6 3.4 78.8 | -3.6 34.5 -4.6 -28.8 84.7 | 2015 56.9 129.1 -10.5 -51.1 48.8 | 2013 56.9 150.0 -20.4 -54.3 43.4 | 2010 92.8 217.4 -36.4 -50.3 28.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 160 \$90,660,570 187 49 85.6 3.6 | 2019 4.6 13.7 -4.6 2.8 78.1 3.7 | 2018 10.3 39.0 1.6 3.4 78.8 3.9 | -3.6 34.5 -4.6 -28.8 84.7 4.9 | 2015 56.9 129.1 -10.5 -51.1 48.8 11.7 | 2013 56.9 150.0 -20.4 -54.3 43.4 12.5 | 2010 92.8 217.4 -36.4 -50.3 28.2 14.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 160 \$90,660,570 187 49 85.6 3.6 \$566,629 | 2019 4.6 13.7 -4.6 2.8 78.1 3.7 8.8 | 2018 10.3 39.0 1.6 3.4 78.8 3.9 25.9 | 2017 -3.6 34.5 -4.6 -28.8 84.7 4.9 39.5 | 2015 56.9 129.1 -10.5 -51.1 48.8 11.7 46.1 | 2013 56.9 150.0 -20.4 -54.3 43.4 12.5 59.4 | 2010 92.8 217.4 -36.4 -50.3 28.2 14.1 64.7 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

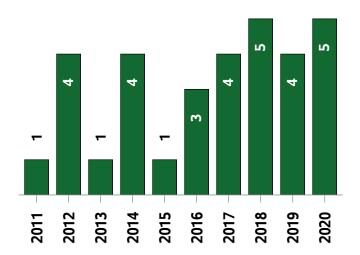
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



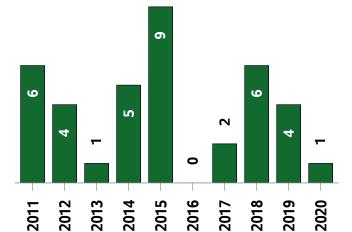
Fernie MLS® Single Family Market Activity





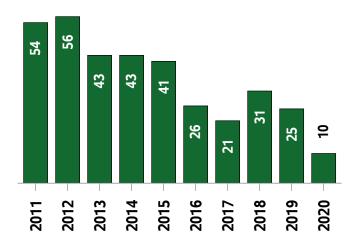


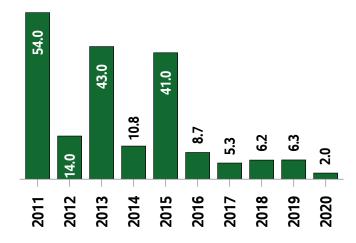
Active Listings (December only)



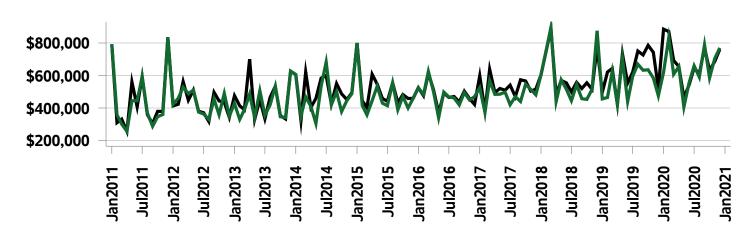
New Listings (December only)

Months of Inventory (December only)





Average Price and Median Price

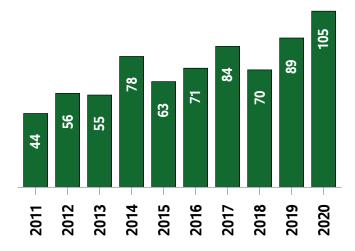




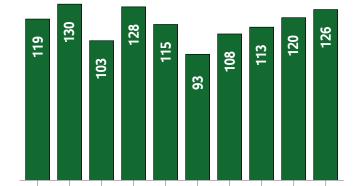
Fernie MLS® Single Family Market Activity



Sales Activity (December Year-to-date)



Active Listings 1 (December Year-to-date)



New Listings (December Year-to-date)

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

2016

2017

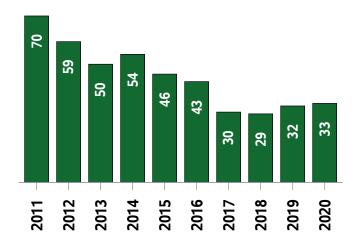
2018

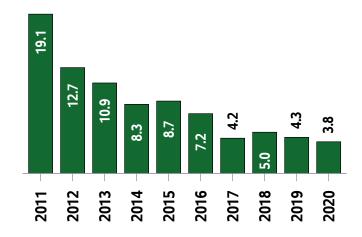
2019

2015

2014

2013





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

| | | | | Compa | red to ⁶ | | |
|---|--|--|---|--|--|--|--|
| Actual | December 2020 | 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 |
| | | | | | | - | |
| | | | | Compa | red to ⁶ | · | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 18.0 | 50.0 | December 2017 25.0 | December 2015 | 90.9 | 105.9 |
| Sales Activity Dollar Volume | 2020 105 \$70,295,300 | 2019 18.0 21.4 | 2018 50.0 76.7 | December 2017 25.0 56.7 | December 2015 66.7 133.9 | 90.9 201.2 | 2010 105.9 253.5 |
| Sales Activity Dollar Volume New Listings | 2020 105 \$70,295,300 126 | 2019 18.0 21.4 5.0 | 50.0 76.7 11.5 | December 2017 25.0 56.7 16.7 | December 2015 66.7 133.9 9.6 | 2013 90.9 201.2 22.3 | 2010 105.9 253.5 -24.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 105 \$70,295,300 126 33 | 2019 18.0 21.4 5.0 3.4 | 50.0 76.7 11.5 15.3 | December 2017 25.0 56.7 16.7 12.4 | December 2015 66.7 133.9 9.6 -27.0 | 2013 90.9 201.2 22.3 -33.1 | 2010 105.9 253.5 -24.6 -32.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 105 \$70,295,300 126 33 83.3 | 2019 18.0 21.4 5.0 3.4 74.2 | 2018 50.0 76.7 11.5 15.3 61.9 | December 2017 25.0 56.7 16.7 12.4 77.8 | December 2015 66.7 133.9 9.6 -27.0 54.8 | 2013 90.9 201.2 22.3 -33.1 53.4 | 2010 105.9 253.5 -24.6 -32.5 30.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 105 \$70,295,300 126 33 83.3 3.8 | 2019 18.0 21.4 5.0 3.4 74.2 4.3 | 2018 50.0 76.7 11.5 15.3 61.9 5.0 | December 2017 25.0 56.7 16.7 12.4 77.8 4.2 | December 2015 66.7 133.9 9.6 -27.0 54.8 8.7 | 2013 90.9 201.2 22.3 -33.1 53.4 10.9 | 2010 105.9 253.5 -24.6 -32.5 30.5 11.6 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 105 \$70,295,300 126 33 83.3 3.8 \$669,479 | 2019 18.0 21.4 5.0 3.4 74.2 4.3 2.9 | 2018 50.0 76.7 11.5 15.3 61.9 5.0 17.8 | December 2017 25.0 56.7 16.7 12.4 77.8 4.2 25.4 | December 2015 66.7 133.9 9.6 -27.0 54.8 8.7 40.3 | 2013 90.9 201.2 22.3 -33.1 53.4 10.9 57.8 | 2010 105.9 253.5 -24.6 -32.5 30.5 11.6 71.7 |

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

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

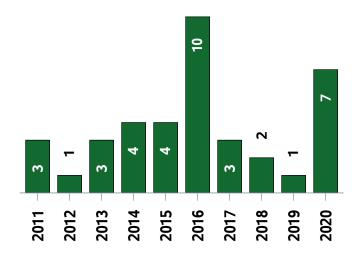
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



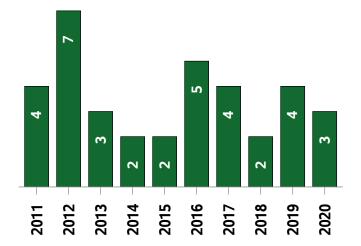
Grand ForksMLS® Residential Market Activity



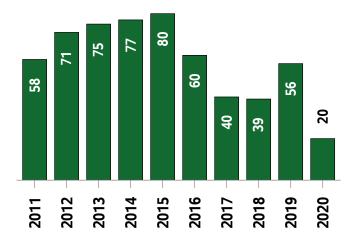




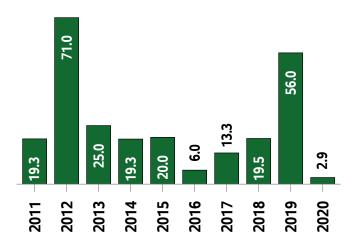
New Listings (December only)



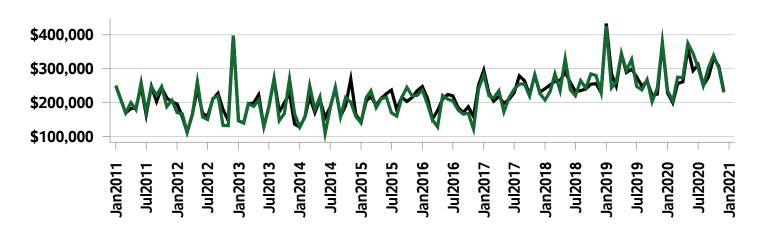
Active Listings (December only)



Months of Inventory (December only)



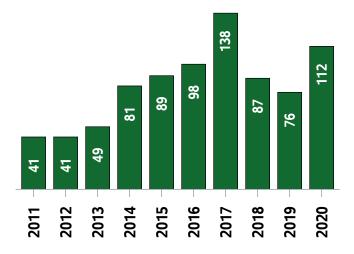
Average Price and Median Price



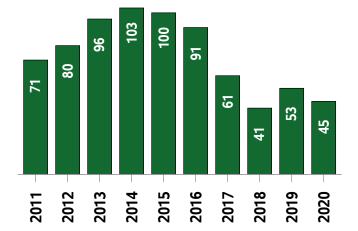


Grand ForksMLS® Residential Market Activity

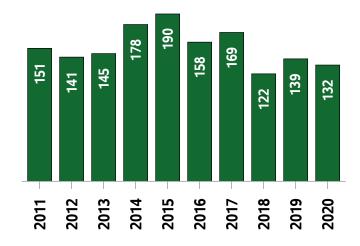




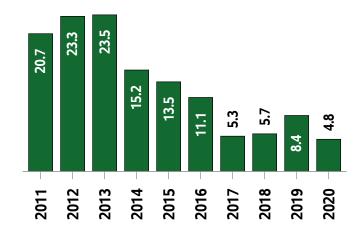
Active Listings 1 (December Year-to-date)



New Listings (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 ForksMLS® Residential Market Activity

| | | | | Compa | red to ⁶ | | |
|---|--|---|--|---|---|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | 1 | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 47.4 | 28.7 | December 2017 -18.8 | December 2015 | 128.6 | 138.3 |
| Sales Activity Dollar Volume | 2020 112 \$31,686,318 | 2019 47.4 51.7 | 2018 28.7 43.0 | December 2017 -18.8 -2.9 | December 2015 25.8 70.9 | 2013 128.6 243.0 | 2010 138.3 235.9 |
| Sales Activity Dollar Volume New Listings | 2020 112 \$31,686,318 132 | 2019 47.4 51.7 -5.0 | 2018 28.7 43.0 8.2 | December 2017 -18.8 -2.9 -21.9 | December 2015 25.8 70.9 -30.5 | 2013 128.6 243.0 -9.0 | 2010 138.3 235.9 -12.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 112 \$31,686,318 132 45 | 2019 47.4 51.7 -5.0 -15.2 | 2018 28.7 43.0 8.2 10.2 | December 2017 -18.8 -2.9 -21.9 -26.0 | December 2015 25.8 70.9 -30.5 -54.8 | 2013 128.6 243.0 -9.0 -53.0 | 2010 138.3 235.9 -12.6 -1.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 112 \$31,686,318 132 45 84.8 | 2019 47.4 51.7 -5.0 -15.2 54.7 | 2018 28.7 43.0 8.2 10.2 71.3 | December 2017 -18.8 -2.9 -21.9 -26.0 81.7 | December 2015 25.8 70.9 -30.5 -54.8 46.8 | 2013 128.6 243.0 -9.0 -53.0 33.8 | 2010 138.3 235.9 -12.6 -1.1 31.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 112 \$31,686,318 132 45 84.8 4.8 | 2019 47.4 51.7 -5.0 -15.2 54.7 8.4 | 2018 28.7 43.0 8.2 10.2 71.3 5.7 | December 2017 -18.8 -2.9 -21.9 -26.0 81.7 5.3 | December 2015 25.8 70.9 -30.5 -54.8 46.8 13.5 | 2013 128.6 243.0 -9.0 -53.0 33.8 23.5 | 2010 138.3 235.9 -12.6 -1.1 31.1 11.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 112 \$31,686,318 132 45 84.8 4.8 \$282,914 | 2019 47.4 51.7 -5.0 -15.2 54.7 8.4 2.9 | 2018 28.7 43.0 8.2 10.2 71.3 5.7 11.0 | December 2017 -18.8 -2.9 -21.9 -26.0 81.7 5.3 19.7 | December 2015 25.8 70.9 -30.5 -54.8 46.8 13.5 35.8 | 2013 128.6 243.0 -9.0 -53.0 33.8 23.5 50.1 | 2010 138.3 235.9 -12.6 -1.1 31.1 11.7 40.9 |

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

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

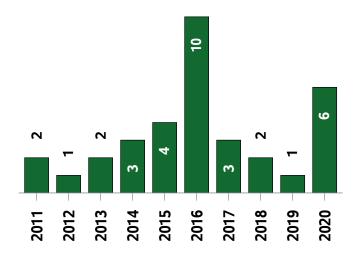
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



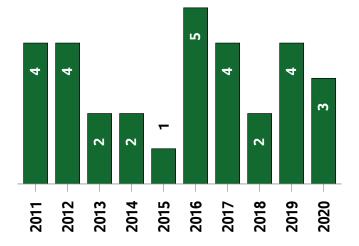
Grand ForksMLS® Single Family Market Activity



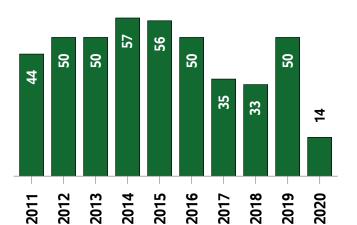




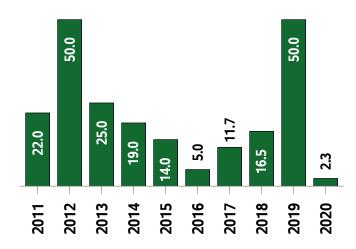
New Listings (December only)



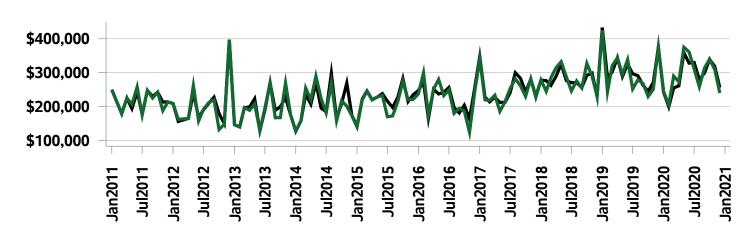
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

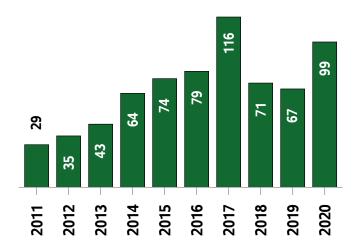




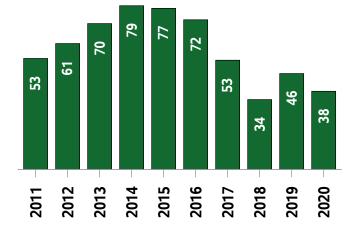
Grand Forks MLS® Single Family Market Activity



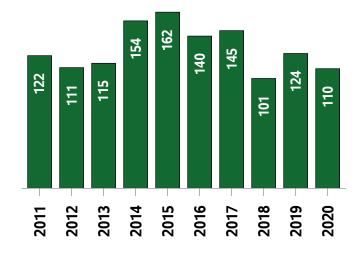




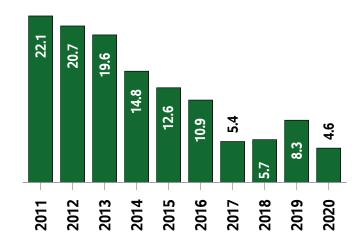
Active Listings 1 (December Year-to-date)



New Listings (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 ForksMLS® Single Family Market Activity



| | | | | Compa | red to 6 | | |
|---|---|---|--|---|---|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to [°] | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 47.8 | 39.4 | December 2017 -14.7 | December 2015 | 130.2 | 2010 141.5 |
| Sales Activity Dollar Volume | 2020 99 \$29,630,818 | 2019 47.8 49.5 | 39.4 50.4 | December 2017 -14.7 2.1 | December 2015 33.8 81.0 | 2013 130.2 251.9 | 2010 141.5 244.1 |
| Sales Activity Dollar Volume New Listings | 2020 99 \$29,630,818 110 | 2019 47.8 49.5 -11.3 | 39.4 50.4 8.9 | December 2017 -14.7 2.1 -24.1 | December 2015 33.8 81.0 -32.1 | 2013 130.2 251.9 -4.3 | 2010 141.5 244.1 -6.8 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 99 \$29,630,818 110 38 | 2019 47.8 49.5 -11.3 -18.4 | 39.4 50.4 8.9 11.9 | December 2017 -14.7 2.1 -24.1 -28.4 | December 2015 33.8 81.0 -32.1 -51.5 | 2013 130.2 251.9 -4.3 -46.4 | 2010 141.5 244.1 -6.8 7.6 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 99 \$29,630,818 110 38 90.0 | 2019 47.8 49.5 -11.3 -18.4 54.0 | 39.4 50.4 8.9 11.9 70.3 | December 2017 -14.7 2.1 -24.1 -28.4 80.0 | December 2015 33.8 81.0 -32.1 -51.5 45.7 | 2013 130.2 251.9 -4.3 -46.4 37.4 | 2010 141.5 244.1 -6.8 7.6 34.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 99 \$29,630,818 110 38 90.0 4.6 | 2019 47.8 49.5 -11.3 -18.4 54.0 8.3 | 39.4 50.4 8.9 11.9 70.3 5.7 | December 2017 -14.7 2.1 -24.1 -28.4 80.0 5.4 | December 2015 33.8 81.0 -32.1 -51.5 45.7 12.6 | 2013 130.2 251.9 -4.3 -46.4 37.4 19.6 | 2010 141.5 244.1 -6.8 7.6 34.7 10.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 99 \$29,630,818 110 38 90.0 4.6 \$299,301 | 2019 47.8 49.5 -11.3 -18.4 54.0 8.3 1.2 | 39.4 50.4 8.9 11.9 70.3 5.7 | December 2017 -14.7 2.1 -24.1 -28.4 80.0 5.4 19.7 | December 2015 33.8 81.0 -32.1 -51.5 45.7 12.6 35.3 | 2013 130.2 251.9 -4.3 -46.4 37.4 19.6 52.9 | 2010 141.5 244.1 -6.8 7.6 34.7 10.2 42.5 |

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

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

The year-to-date active 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.

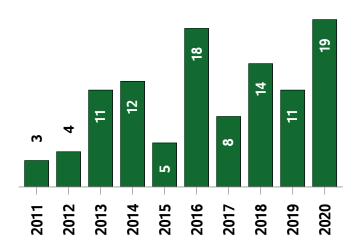
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



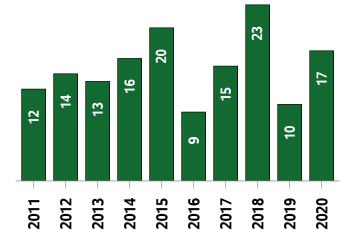
Kimberley MLS® Residential Market Activity





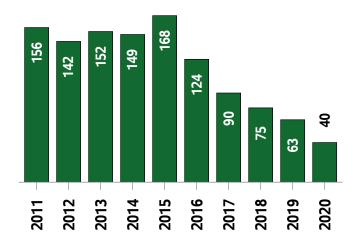


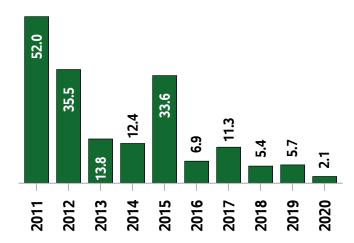
Active Listings (December only)



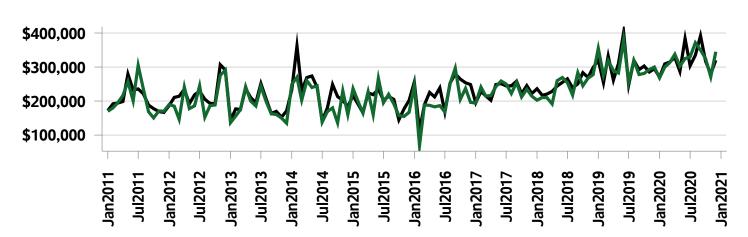
New Listings (December only)

Months of Inventory (December only)





Average Price and Median Price

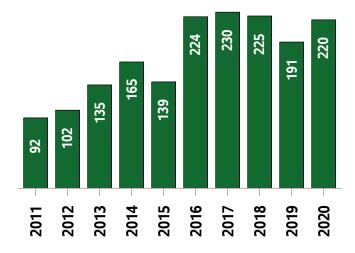




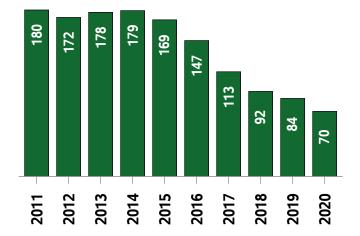
Kimberley MLS® Residential Market Activity



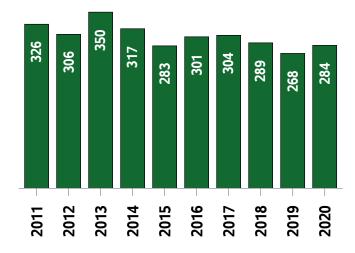
Sales Activity (December Year-to-date)



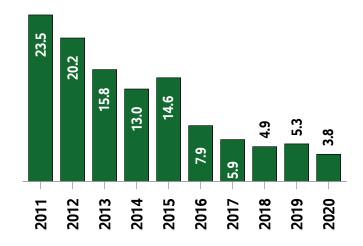
Active Listings 1 (December Year-to-date)



New Listings (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

| | | Compared to ⁶ | | | | | |
|--|--|--|---|---|--|---|--|
| Actual | December 2020 | 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 |
| | i e | Compared to ⁶ | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | 1 | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 2019 15.2 | 2018 -2.2 | December 2017 -4.3 | December 2015 | 63.0 | 2010 349.0 |
| Sales Activity Dollar Volume | 2020 220 \$70,371,412 | 2019 15.2 21.9 | -2.2 23.7 | December 2017 -4.3 30.3 | December 2015 58.3 155.0 | 63.0 166.9 | 349.0 589.2 |
| Sales Activity Dollar Volume New Listings | 2020 220 \$70,371,412 284 | 2019 15.2 21.9 6.0 | 2018 -2.2 23.7 -1.7 | December 2017 -4.3 30.3 -6.6 | December 2015 58.3 155.0 0.4 | 2013 63.0 166.9 -18.9 | 2010 349.0 589.2 -25.3 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 220 \$70,371,412 284 70 | 2019 15.2 21.9 6.0 -16.6 | 2018 -2.2 23.7 -1.7 -23.5 | December 2017 -4.3 30.3 -6.6 -37.8 | December 2015 58.3 155.0 0.4 -58.4 | 2013 63.0 166.9 -18.9 -60.3 | 2010 349.0 589.2 -25.3 -49.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 220 \$70,371,412 284 70 77.5 | 2019 15.2 21.9 6.0 -16.6 71.3 | 2018 -2.2 23.7 -1.7 -23.5 77.9 | December 2017 -4.3 30.3 -6.6 -37.8 75.7 | December 2015 58.3 155.0 0.4 -58.4 49.1 | 2013 63.0 166.9 -18.9 -60.3 38.6 | 2010 349.0 589.2 -25.3 -49.4 12.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 220 \$70,371,412 284 70 77.5 3.8 | 2019 15.2 21.9 6.0 -16.6 71.3 5.3 | 2018 -2.2 23.7 -1.7 -23.5 77.9 4.9 | December 2017 -4.3 30.3 -6.6 -37.8 75.7 5.9 | December 2015 58.3 155.0 0.4 -58.4 49.1 14.6 | 2013 63.0 166.9 -18.9 -60.3 38.6 15.8 | 2010 349.0 589.2 -25.3 -49.4 12.9 34.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 220 \$70,371,412 284 70 77.5 3.8 \$319,870 | 2019 15.2 21.9 6.0 -16.6 71.3 5.3 5.8 | 2018 -2.2 23.7 -1.7 -23.5 77.9 4.9 26.6 | December 2017 -4.3 30.3 -6.6 -37.8 75.7 5.9 36.2 | December 2015 58.3 155.0 0.4 -58.4 49.1 14.6 61.1 | 2013 63.0 166.9 -18.9 -60.3 38.6 15.8 | 2010 349.0 589.2 -25.3 -49.4 12.9 34.1 53.5 |

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

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

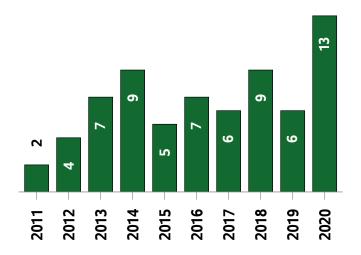
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



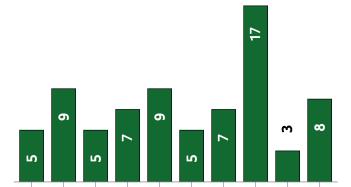
Kimberley MLS® Single Family Market Activity







Active Listings (December only)



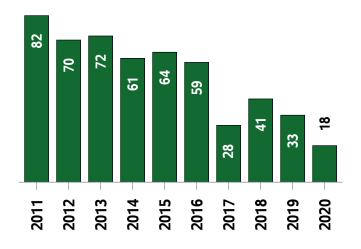
New Listings (December only)

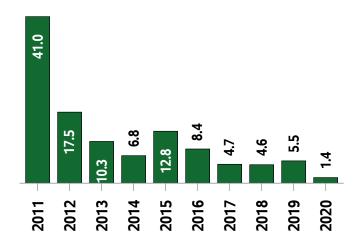
Months of Inventory (December only)

2015

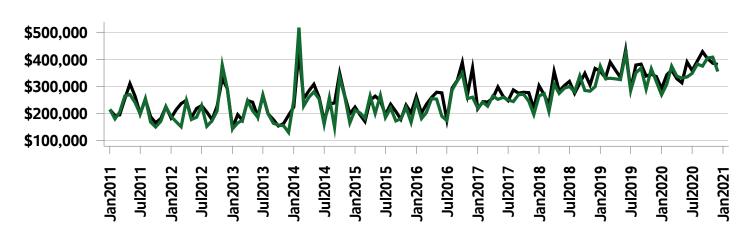
2016

2014





Average Price and Median Price

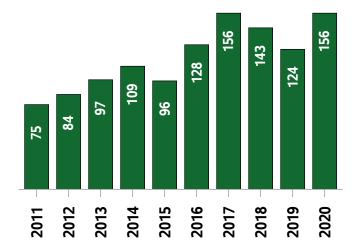




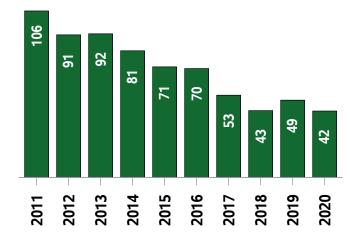
Kimberley MLS® Single Family Market Activity



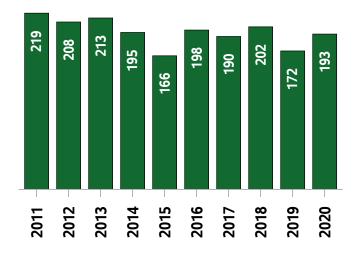
Sales Activity (December Year-to-date)



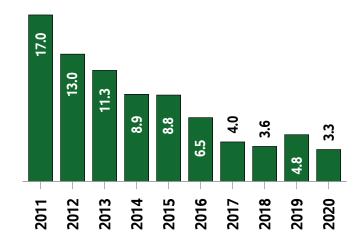
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|--|--|---|---|--|--|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to ° | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | | December | December | I | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 25.8 | 9.1 | December 2017 0.0 | December 2015 | 60.8 | 2010 254.5 |
| Sales Activity Dollar Volume | 2020 156 \$58,808,990 | 2019 25.8 33.3 | 9.1 32.7 | December 2017 0.0 42.0 | December 2015 62.5 185.0 | 2013 60.8 192.7 | 2010 254.5 514.8 |
| Sales Activity Dollar Volume New Listings | 2020 156 \$58,808,990 193 | 2019 25.8 33.3 12.2 | 9.1 32.7 -4.5 | December 2017 0.0 42.0 1.6 | December 2015 62.5 185.0 16.3 | 2013 60.8 192.7 -9.4 | 2010 254.5 514.8 -24.3 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 156 \$58,808,990 193 42 | 25.8 33.3 12.2 -14.0 | 9.1 32.7 -4.5 -0.6 | December 2017 0.0 42.0 1.6 -19.2 | December 2015 62.5 185.0 16.3 -39.9 | 2013 60.8 192.7 -9.4 -53.7 | 2010 254.5 514.8 -24.3 -54.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 156 \$58,808,990 193 42 80.8 | 2019 25.8 33.3 12.2 -14.0 72.1 | 9.1 32.7 -4.5 -0.6 70.8 | December 2017 0.0 42.0 1.6 -19.2 82.1 | December 2015 62.5 185.0 16.3 -39.9 57.8 | 2013 60.8 192.7 -9.4 -53.7 45.5 | 2010 254.5 514.8 -24.3 -54.5 17.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 156 \$58,808,990 193 42 80.8 3.3 | 2019 25.8 33.3 12.2 -14.0 72.1 4.8 | 9.1 32.7 -4.5 -0.6 70.8 3.6 | December 2017 0.0 42.0 1.6 -19.2 82.1 4.0 | December 2015 62.5 185.0 16.3 -39.9 57.8 8.8 | 2013 60.8 192.7 -9.4 -53.7 45.5 11.3 | 2010 254.5 514.8 -24.3 -54.5 17.3 25.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 156 \$58,808,990 193 42 80.8 3.3 \$376,981 | 2019 25.8 33.3 12.2 -14.0 72.1 4.8 6.0 | 9.1 32.7 -4.5 -0.6 70.8 3.6 21.6 | December 2017 0.0 42.0 1.6 -19.2 82.1 4.0 42.0 | December 2015 62.5 185.0 16.3 -39.9 57.8 8.8 75.4 | 2013 60.8 192.7 -9.4 -53.7 45.5 11.3 | 2010 254.5 514.8 -24.3 -54.5 17.3 25.4 73.4 |

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

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

The year-to-date active 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.

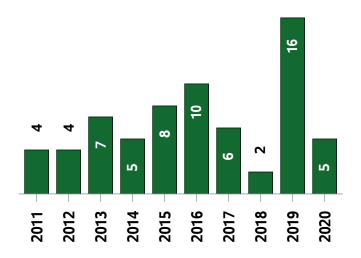
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



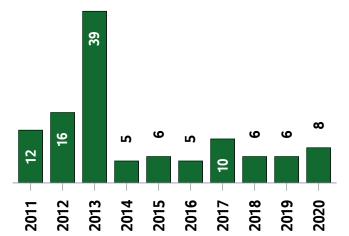
Nelson MLS® Residential Market Activity



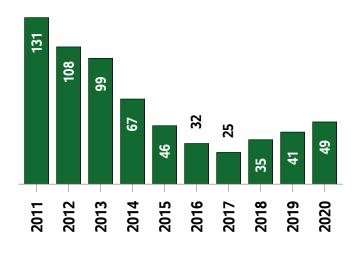


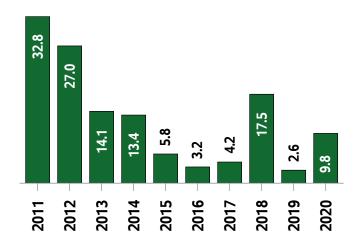


Active Listings (December only)

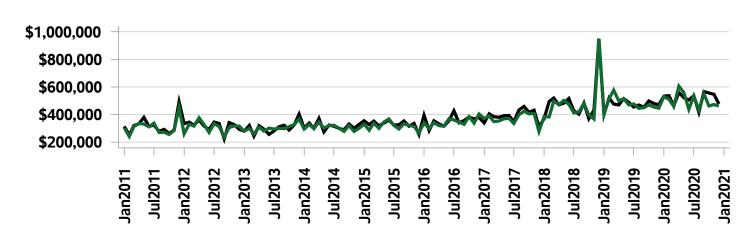


Months of Inventory (December only)





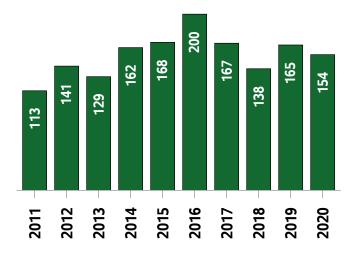
Average Price and Median Price



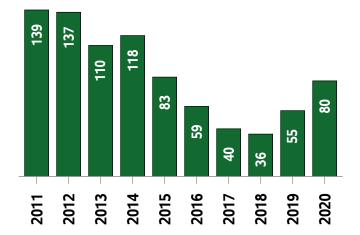


Nelson MLS® Residential Market Activity

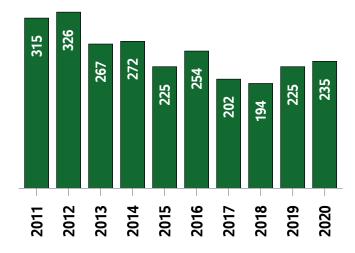




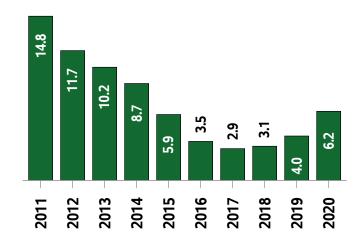
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|--|--|--|---|---|---|--|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to ⁶ | I | I |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 154 | -6.7 | 2018 11.6 | December 2017 -7.8 | December 2015 -8.3 | 19.4 | 36.3 |
| Sales Activity Dollar Volume | 2020 154 \$79,966,678 | -6.7 2.1 | 2018 11.6 26.1 | December 2017 -7.8 20.1 | December 2015 -8.3 43.7 | 2013 19.4 100.7 | 36.3 118.4 |
| Sales Activity Dollar Volume New Listings | 2020 154 \$79,966,678 235 | 2019 -6.7 2.1 4.4 | 2018 11.6 26.1 21.1 | December 2017 -7.8 20.1 16.3 | December 2015 -8.3 43.7 4.4 | 2013 19.4 100.7 -12.0 | 36.3 118.4 -24.4 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 154 \$79,966,678 235 80 | 2019 -6.7 2.1 4.4 45.2 | 2018 11.6 26.1 21.1 125.4 | December 2017 -7.8 20.1 16.3 100.4 | December 2015 -8.3 43.7 4.4 -3.8 | 2013 19.4 100.7 -12.0 -27.1 | 2010 36.3 118.4 -24.4 1.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 154 \$79,966,678 235 80 65.5 | 2019 -6.7 2.1 4.4 45.2 73.3 | 2018 11.6 26.1 21.1 125.4 71.1 | December 2017 -7.8 20.1 16.3 100.4 82.7 | December 2015 -8.3 43.7 4.4 -3.8 74.7 | 2013 19.4 100.7 -12.0 -27.1 48.3 | 2010 36.3 118.4 -24.4 1.7 36.3 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 154 \$79,966,678 235 80 65.5 6.2 | 2019 -6.7 2.1 4.4 45.2 73.3 4.0 | 2018 11.6 26.1 21.1 125.4 71.1 3.1 | December 2017 -7.8 20.1 16.3 100.4 82.7 2.9 | December 2015 -8.3 43.7 4.4 -3.8 74.7 5.9 | 2013 19.4 100.7 -12.0 -27.1 48.3 10.2 | 2010 36.3 118.4 -24.4 1.7 36.3 8.4 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 154 \$79,966,678 235 80 65.5 6.2 \$519,264 | 2019 -6.7 2.1 4.4 45.2 73.3 4.0 9.4 | 2018 11.6 26.1 21.1 125.4 71.1 3.1 13.0 | December 2017 -7.8 20.1 16.3 100.4 82.7 2.9 30.2 | December 2015 -8.3 43.7 4.4 -3.8 74.7 5.9 56.7 | 2013 19.4 100.7 -12.0 -27.1 48.3 10.2 68.1 | 2010 36.3 118.4 -24.4 1.7 36.3 8.4 60.2 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ 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.

 $^{^{\}rm 4}$ $\,$ 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.

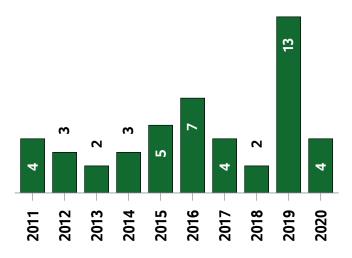
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



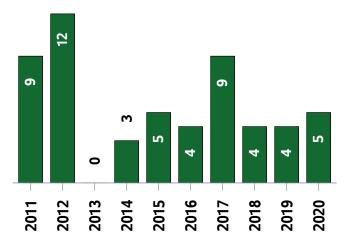
Nelson MLS® Single Family Market Activity



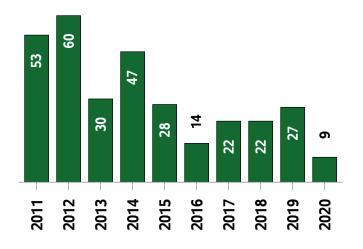


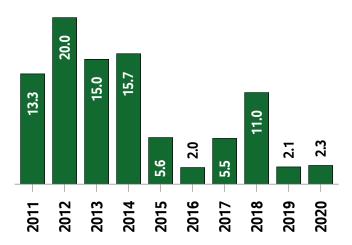


Active Listings (December only)

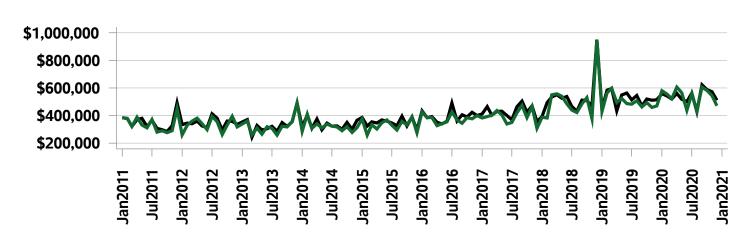


Months of Inventory (December only)





Average Price and Median Price

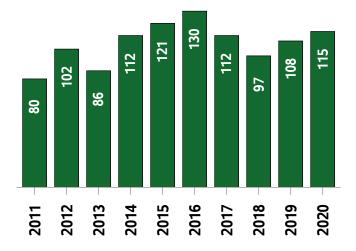




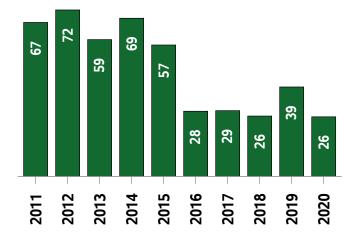
Nelson MLS® Single Family Market Activity



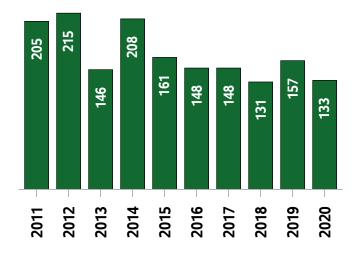




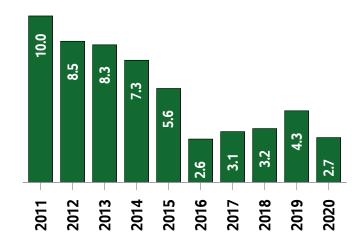
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|--|--|---|--|--|--|---|--|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to ⁶ | I | I |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | 6.5 | 18.6 | December 2017 | December 2015 -5.0 | 33.7 | 33.7 |
| Sales Activity Dollar Volume | 2020 115 \$62,459,878 | 6.5 10.8 | 2018 18.6 26.9 | December 2017 2.7 28.4 | December 2015 -5.0 47.7 | 2013 33.7 123.2 | 33.7 107.6 |
| Sales Activity Dollar Volume New Listings | 2020 115 \$62,459,878 133 | 6.5 10.8 -15.3 | 2018 18.6 26.9 1.5 | December 2017 2.7 28.4 -10.1 | December 2015 -5.0 47.7 -17.4 | 2013 33.7 123.2 -8.9 | 33.7 107.6 -29.6 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 115 \$62,459,878 133 26 | 2019 6.5 10.8 -15.3 -33.3 | 2018 18.6 26.9 1.5 -1.3 | December 2017 2.7 28.4 -10.1 -9.4 | December 2015 -5.0 47.7 -17.4 -54.6 | 2013 33.7 123.2 -8.9 -56.4 | 2010 33.7 107.6 -29.6 -46.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 115 \$62,459,878 133 26 86.5 | 2019 6.5 10.8 -15.3 -33.3 68.8 | 2018 18.6 26.9 1.5 -1.3 | December 2017 2.7 28.4 -10.1 -9.4 75.7 | December 2015 -5.0 47.7 -17.4 -54.6 75.2 | 2013 33.7 123.2 -8.9 -56.4 58.9 | 2010 33.7 107.6 -29.6 -46.2 45.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 115 \$62,459,878 133 26 86.5 2.7 | 2019 6.5 10.8 -15.3 -33.3 68.8 4.3 | 2018 18.6 26.9 1.5 -1.3 74.0 3.2 | December 2017 2.7 28.4 -10.1 -9.4 75.7 3.1 | December 2015 -5.0 47.7 -17.4 -54.6 75.2 5.6 | 2013 33.7 123.2 -8.9 -56.4 58.9 8.3 | 2010 33.7 107.6 -29.6 -46.2 45.5 6.7 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 115 \$62,459,878 133 26 86.5 2.7 \$543,129 | 2019 6.5 10.8 -15.3 -33.3 68.8 4.3 4.0 | 2018 18.6 26.9 1.5 -1.3 74.0 3.2 7.0 | December 2017 2.7 28.4 -10.1 -9.4 75.7 3.1 25.1 | December 2015 -5.0 47.7 -17.4 -54.6 75.2 5.6 55.4 | 2013 33.7 123.2 -8.9 -56.4 58.9 8.3 66.9 | 2010 33.7 107.6 -29.6 -46.2 45.5 6.7 55.3 |

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

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

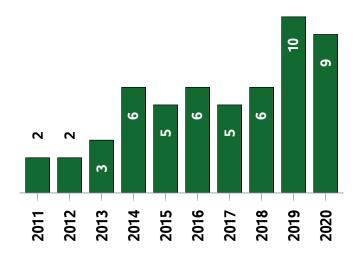
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



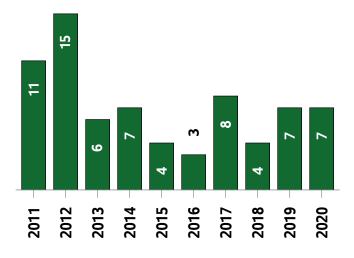
Rossland MLS® Residential Market Activity



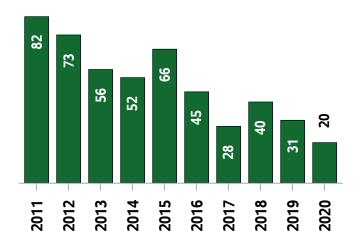
Sales Activity (December only)

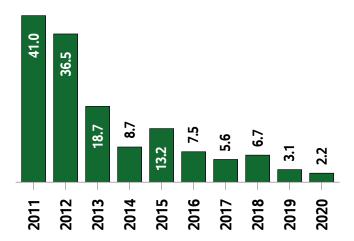


Active Listings (December only)

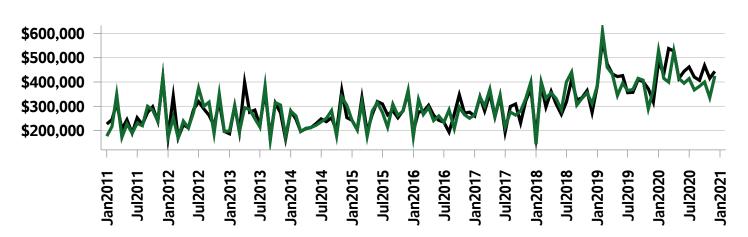


Months of Inventory (December only)





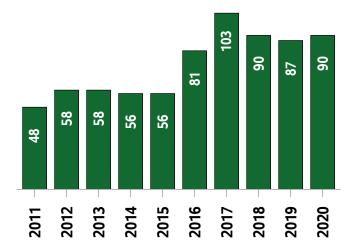
Average Price and Median Price



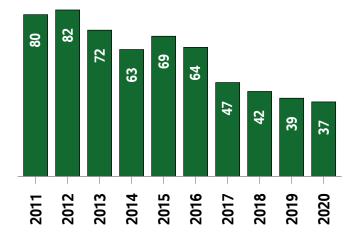


Rossland MLS® Residential Market Activity

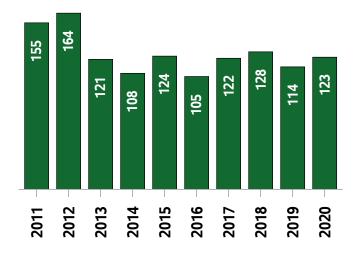




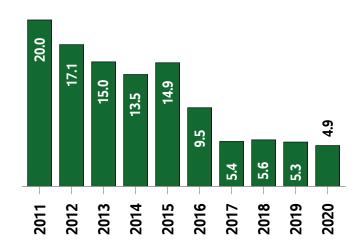
Active Listings 1 (December Year-to-date)



New Listings (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

| | | | | Compa | red to ⁶ | | |
|---|---|-------------------------------------|---|--|--|---|---|
| Actual | December 2020 | 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 |
| | | | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | l | December | December | | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 90 | 3.4 | 0.0 | December 2017 -12.6 | December 2015 | 2013 55.2 | 76.5 |
| Sales Activity Dollar Volume | 90 \$40,286,383 | 3.4 12.8 | 0.0 37.8 | December 2017 -12.6 31.6 | December 2015 60.7 157.4 | 2013 55.2 149.3 | 76.5 237.2 |
| Sales Activity Dollar Volume New Listings | 90 \$40,286,383 123 | 3.4 12.8 7.9 | 2018 0.0 37.8 -3.9 | December 2017 -12.6 31.6 0.8 | December 2015 60.7 157.4 -0.8 | 2013 55.2 149.3 1.7 | 76.5 237.2 -18.5 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 90 \$40,286,383 123 37 | 2019 3.4 12.8 7.9 -4.7 | 2018 0.0 37.8 -3.9 -12.3 | December 2017 -12.6 31.6 0.8 -20.6 | December 2015 60.7 157.4 -0.8 -46.8 | 2013 55.2 149.3 1.7 -49.0 | 2010 76.5 237.2 -18.5 -24.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 90 \$40,286,383 123 37 73.2 | 2019 3.4 12.8 7.9 -4.7 76.3 | 2018 0.0 37.8 -3.9 -12.3 70.3 | December 2017 -12.6 31.6 0.8 -20.6 84.4 | December 2015 60.7 157.4 -0.8 -46.8 45.2 | 2013 55.2 149.3 1.7 -49.0 47.9 | 2010 76.5 237.2 -18.5 -24.9 33.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 90 \$40,286,383 123 37 73.2 4.9 | 2019 3.4 12.8 7.9 -4.7 76.3 5.3 | 2018 0.0 37.8 -3.9 -12.3 70.3 5.6 | December 2017 -12.6 31.6 0.8 -20.6 84.4 5.4 | December 2015 60.7 157.4 -0.8 -46.8 45.2 14.9 | 2013 55.2 149.3 1.7 -49.0 47.9 | 2010 76.5 237.2 -18.5 -24.9 33.8 11.6 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 90 \$40,286,383 123 37 73.2 4.9 \$447,626 | 2019 3.4 12.8 7.9 -4.7 76.3 5.3 9.1 | 2018 0.0 37.8 -3.9 -12.3 70.3 5.6 37.8 | December 2017 -12.6 31.6 0.8 -20.6 84.4 5.4 50.6 | December 2015 60.7 157.4 -0.8 -46.8 45.2 14.9 60.2 | 2013 55.2 149.3 1.7 -49.0 47.9 15.0 60.7 | 2010 76.5 237.2 -18.5 -24.9 33.8 11.6 91.1 |

 $^{^{1}}$ $\,$ Sales / new listings * 100; Compared to levels from previous periods.

 $^{^{\}rm 2}$ $\,$ Active listings at month end / monthly sales; Compared to levels from previous periods.

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

 $^{^{\}rm 4}$ $\,$ 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.

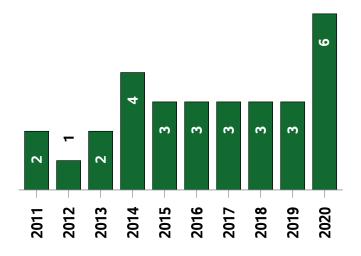
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



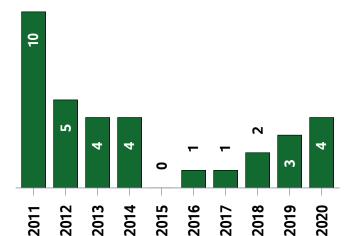
Rossland MLS® Single Family Market Activity



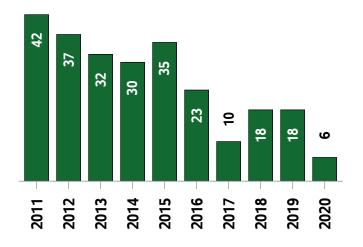
Sales Activity (December only)

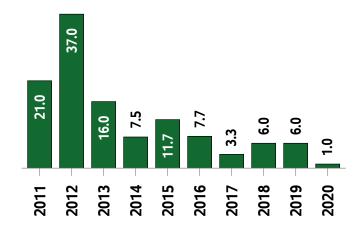


Active Listings (December only)

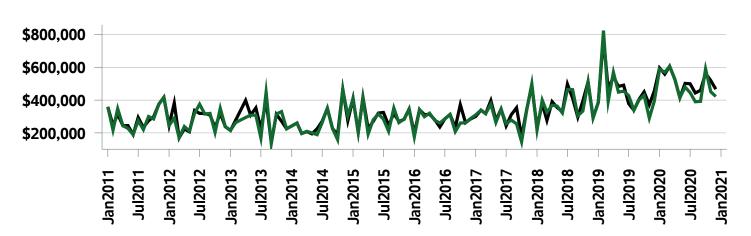


Months of Inventory (December only)





Average Price and Median Price

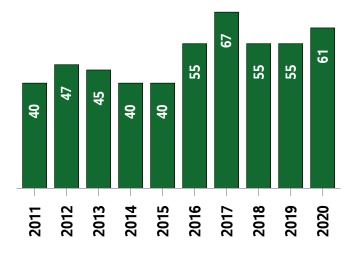




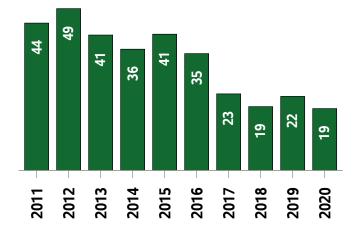
Rossland MLS® Single Family Market Activity



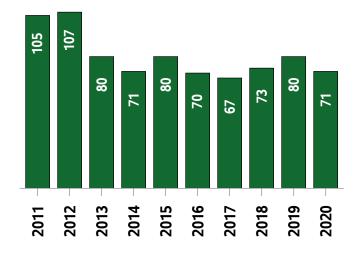
Sales Activity (December Year-to-date)



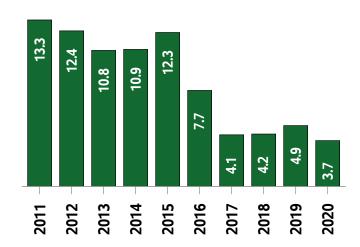
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|--|---|--|--|---|---|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to ⁶ | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | 1 | December | December | | 1 |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 61 | 10.9 | 10.9 | December 2017 -9.0 | December 2015 52.5 | 2013 35.6 | 38.6 |
| Sales Activity Dollar Volume | 2020 61 \$30,988,433 | 2019 10.9 21.4 | 10.9 54.3 | December 2017 -9.0 42.5 | December 2015 52.5 164.6 | 35.6 126.7 | 38.6 180.9 |
| Sales Activity Dollar Volume New Listings | 2020 61 \$30,988,433 71 | 2019 10.9 21.4 -11.3 | 2018 10.9 54.3 -2.7 | December 2017 -9.0 42.5 6.0 | December 2015 52.5 164.6 -11.3 | 2013 35.6 126.7 -11.3 | 38.6 180.9 -29.0 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 61 \$30,988,433 71 19 | 2019 10.9 21.4 -11.3 -16.5 | 2018 10.9 54.3 -2.7 -3.0 | December 2017 -9.0 42.5 6.0 -19.2 | December 2015 52.5 164.6 -11.3 -54.6 | 2013 35.6 126.7 -11.3 -54.3 | 2010 38.6 180.9 -29.0 -38.1 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 61 \$30,988,433 71 19 85.9 | 2019 10.9 21.4 -11.3 -16.5 68.8 | 2018 10.9 54.3 -2.7 -3.0 75.3 | December 2017 -9.0 42.5 6.0 -19.2 100.0 | December 2015 52.5 164.6 -11.3 -54.6 50.0 | 2013 35.6 126.7 -11.3 -54.3 56.3 | 2010 38.6 180.9 -29.0 -38.1 44.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 61 \$30,988,433 71 19 85.9 3.7 | 2019 10.9 21.4 -11.3 -16.5 68.8 4.9 | 2018 10.9 54.3 -2.7 -3.0 75.3 4.2 | December 2017 -9.0 42.5 6.0 -19.2 100.0 4.1 | December 2015 52.5 164.6 -11.3 -54.6 50.0 12.3 | 2013 35.6 126.7 -11.3 -54.3 56.3 10.8 | 2010 38.6 180.9 -29.0 -38.1 44.0 8.2 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 61 \$30,988,433 71 19 85.9 3.7 \$508,007 | 2019 10.9 21.4 -11.3 -16.5 68.8 4.9 9.5 | 2018 10.9 54.3 -2.7 -3.0 75.3 4.2 39.1 | December 2017 -9.0 42.5 6.0 -19.2 100.0 4.1 56.5 | December 2015 52.5 164.6 -11.3 -54.6 50.0 12.3 73.5 | 2013 35.6 126.7 -11.3 -54.3 56.3 10.8 67.2 | 2010 38.6 180.9 -29.0 -38.1 44.0 8.2 102.6 |

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ 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.

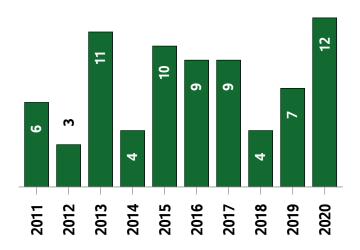
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



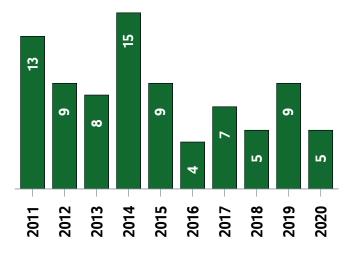
Trail MLS® Residential Market Activity

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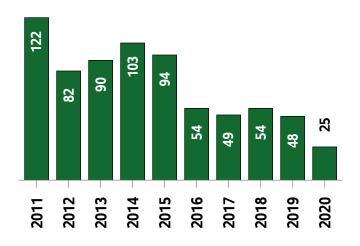
Sales Activity (December only)

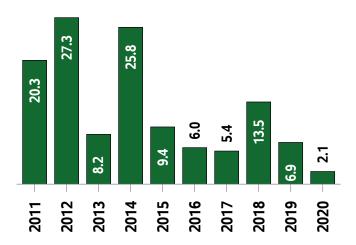


Active Listings (December only)

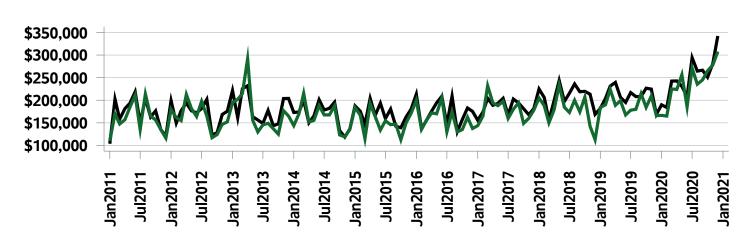


Months of Inventory (December only)





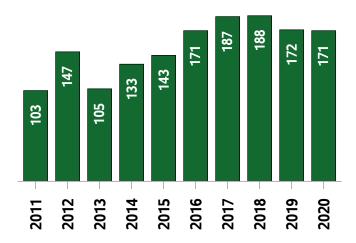
Average Price and Median Price



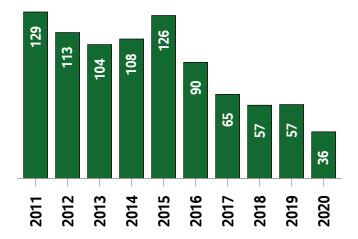


Trail MLS® Residential Market Activity

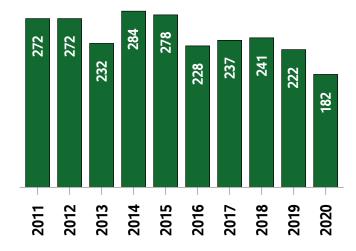
Sales Activity (December Year-to-date)



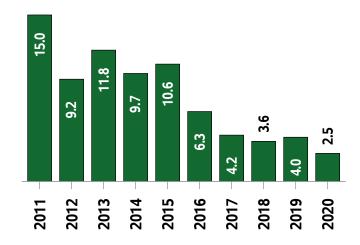
Active Listings 1 (December Year-to-date)



New Listings (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

| W | Ŋ | 2 |
|------|---|---|
| - 25 | 3 | |
| | | |

| | | | | Compa | red to ⁶ | | |
|--|--|--|--|--|---|---|---|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to 6 | | ' |
| Year-to-date | December 2020 | December 2019 | December 2018 | Compa December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | I | December | December | I | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 | -0.6 | -9.0 | December 2017 -8.6 | December 2015 | 2013 62.9 | 71.0 |
| Sales Activity Dollar Volume | 2020 171 \$43,362,059 | -0.6 19.3 | -9.0 8.5 | December 2017 -8.6 24.0 | December 2015 19.6 79.7 | 2013 62.9 132.2 | 71.0 128.3 |
| Sales Activity Dollar Volume New Listings | 2020 171 \$43,362,059 182 | -0.6 19.3 -18.0 | -9.0 8.5 -24.5 | December 2017 -8.6 24.0 -23.2 | December 2015 19.6 79.7 -34.5 | 2013 62.9 132.2 -21.6 | 71.0 128.3 -35.2 |
| Sales Activity Dollar Volume New Listings Active Listings ³ | 2020 171 \$43,362,059 182 36 | -0.6 19.3 -18.0 -36.8 | -9.0 8.5 -24.5 -36.3 | December 2017 -8.6 24.0 -23.2 -44.5 | December 2015 19.6 79.7 -34.5 -71.3 | 2013 62.9 132.2 -21.6 -65.1 | 71.0 128.3 -35.2 -60.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 171 \$43,362,059 182 36 94.0 | 2019 -0.6 19.3 -18.0 -36.8 77.5 | -9.0 8.5 -24.5 -36.3 78.0 | December 2017 -8.6 24.0 -23.2 -44.5 78.9 | December 2015 19.6 79.7 -34.5 -71.3 51.4 | 2013 62.9 132.2 -21.6 -65.1 45.3 | 71.0 128.3 -35.2 -60.5 35.6 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory 5 | 2020 171 \$43,362,059 182 36 94.0 2.5 | 2019 -0.6 19.3 -18.0 -36.8 77.5 4.0 | -9.0 8.5 -24.5 -36.3 78.0 3.6 | December 2017 -8.6 24.0 -23.2 -44.5 78.9 4.2 | December 2015 19.6 79.7 -34.5 -71.3 51.4 10.6 | 2013 62.9 132.2 -21.6 -65.1 45.3 11.8 | 71.0 128.3 -35.2 -60.5 35.6 11.0 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 171 \$43,362,059 182 36 94.0 2.5 \$253,579 | 2019 -0.6 19.3 -18.0 -36.8 77.5 4.0 19.9 | -9.0 8.5 -24.5 -36.3 78.0 3.6 19.3 | December 2017 -8.6 24.0 -23.2 -44.5 78.9 4.2 35.6 | December 2015 19.6 79.7 -34.5 -71.3 51.4 10.6 50.3 | 2013 62.9 132.2 -21.6 -65.1 45.3 11.8 42.6 | 2010 71.0 128.3 -35.2 -60.5 35.6 11.0 |

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ 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.

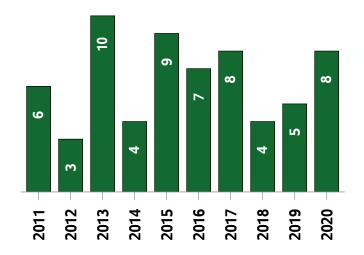
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



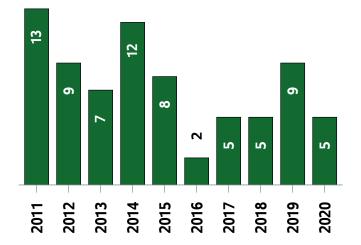
Trail MLS® Single Family Market Activity



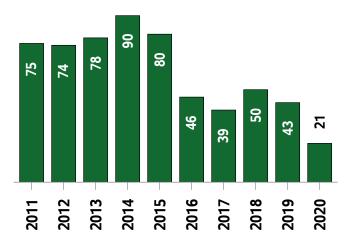




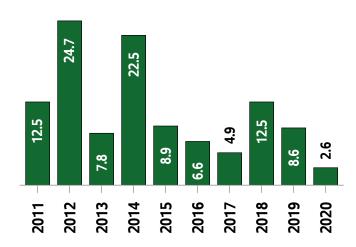
New Listings (December only)



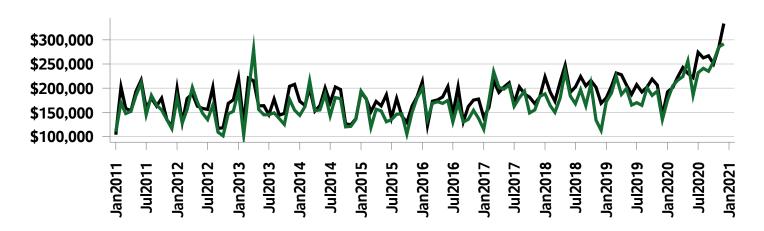
Active Listings (December only)



Months of Inventory (December only)



Average Price and Median Price

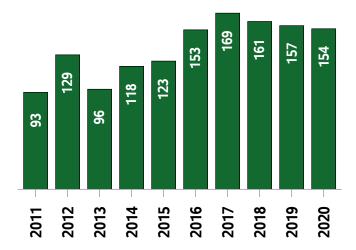




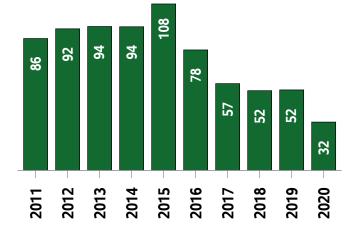
Trail MLS® Single Family Market Activity



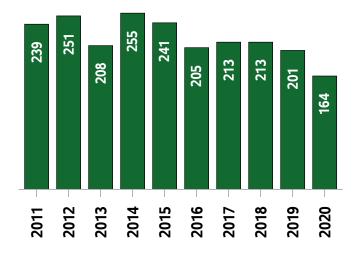




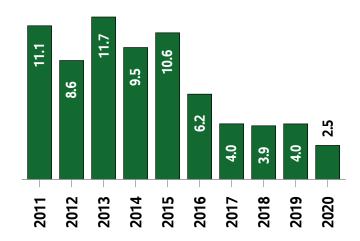
Active Listings 1 (December Year-to-date)



New Listings (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



| | | | | Compa | red to ⁶ | | |
|---|--|--|---|--|---|---|--|
| Actual | December 2020 | 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 |
| | | Compared to 6 | | | | | |
| | | | | Compa | red to ° | | |
| Year-to-date | December 2020 | December 2019 | December 2018 | December 2017 | December 2015 | December 2013 | December 2010 |
| Year-to-date Sales Activity | | | ı | December | December | 1 | l |
| | 2020 | 2019 | 2018 | December 2017 | December 2015 | 2013 | 2010 |
| Sales Activity | 2020 154 | -1.9 | -4.3 | December 2017 -8.9 | December 2015 | 60.4 | 79.1 |
| Sales Activity Dollar Volume | 2020 154 \$38,626,059 | -1.9 20.6 | -4.3 15.2 | December 2017 -8.9 21.2 | December 2015 25.2 92.6 | 2013 60.4 129.7 | 79.1 132.9 |
| Sales Activity Dollar Volume New Listings | 2020 154 \$38,626,059 164 | 2019 -1.9 20.6 -18.4 | -4.3 15.2 -23.0 | December 2017 -8.9 21.2 -23.0 | December 2015 25.2 92.6 -32.0 | 2013 60.4 129.7 -21.2 | 79.1 132.9 -24.1 |
| Sales Activity Dollar Volume New Listings Active Listings | 2020 154 \$38,626,059 164 32 | 2019 -1.9 20.6 -18.4 -39.9 | -4.3 15.2 -23.0 -39.3 | December 2017 -8.9 21.2 -23.0 -44.2 | December 2015 25.2 92.6 -32.0 -70.9 | 2013 60.4 129.7 -21.2 -66.4 | 79.1 132.9 -24.1 -50.5 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4 | 2020 154 \$38,626,059 164 32 93.9 | 2019 -1.9 20.6 -18.4 -39.9 78.1 | -4.3 15.2 -23.0 -39.3 75.6 | December 2017 -8.9 21.2 -23.0 -44.2 79.3 | December 2015 25.2 92.6 -32.0 -70.9 51.0 | 2013 60.4 129.7 -21.2 -66.4 46.2 | 79.1 132.9 -24.1 -50.5 39.8 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory | 2020 154 \$38,626,059 164 32 93.9 2.5 | 2019 -1.9 20.6 -18.4 -39.9 78.1 4.0 | -4.3 15.2 -23.0 -39.3 75.6 3.9 | December 2017 -8.9 21.2 -23.0 -44.2 79.3 4.0 | December 2015 25.2 92.6 -32.0 -70.9 51.0 10.6 | 2013 60.4 129.7 -21.2 -66.4 46.2 11.7 | 2010 79.1 132.9 -24.1 -50.5 39.8 8.9 |
| Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price | 2020 154 \$38,626,059 164 32 93.9 2.5 \$250,819 | 2019 -1.9 20.6 -18.4 -39.9 78.1 4.0 23.0 | -4.3 15.2 -23.0 -39.3 75.6 3.9 20.5 | December 2017 -8.9 21.2 -23.0 -44.2 79.3 4.0 33.0 | December 2015 25.2 92.6 -32.0 -70.9 51.0 10.6 53.8 | 2013 60.4 129.7 -21.2 -66.4 46.2 11.7 43.2 | 2010 79.1 132.9 -24.1 -50.5 39.8 8.9 30.1 |

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}~$ 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.