



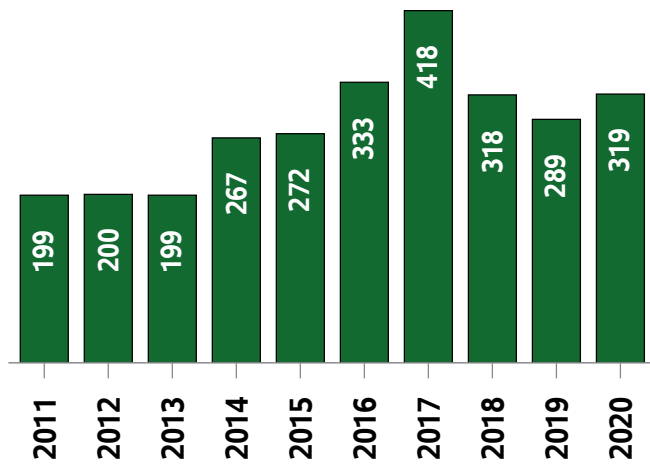
Kootenay Association of REALTORS®
Residential Market Activity
June 2020



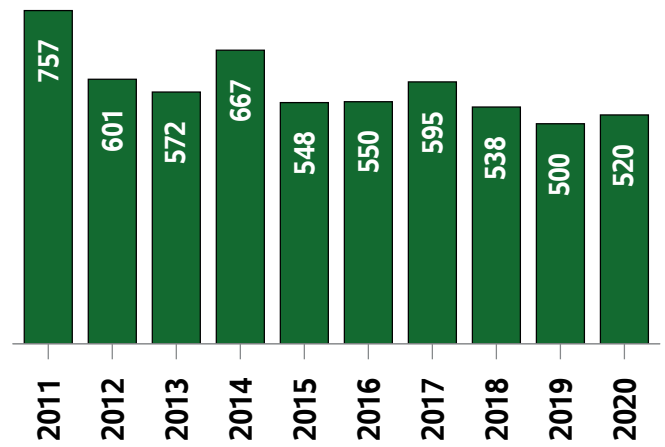
Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

Kootenay Association of REALTORS® MLS® Residential Market Activity

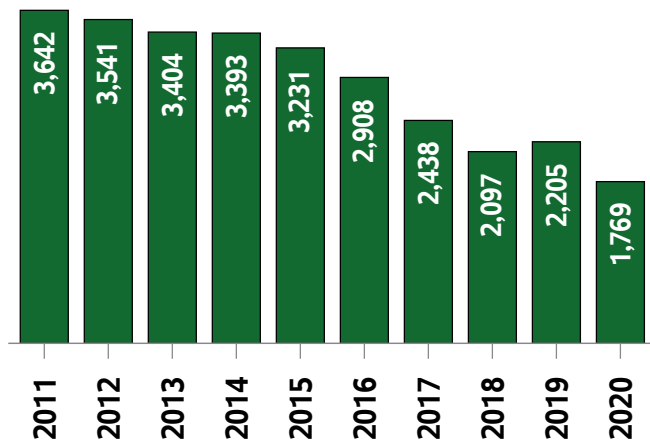
Sales Activity (June only)



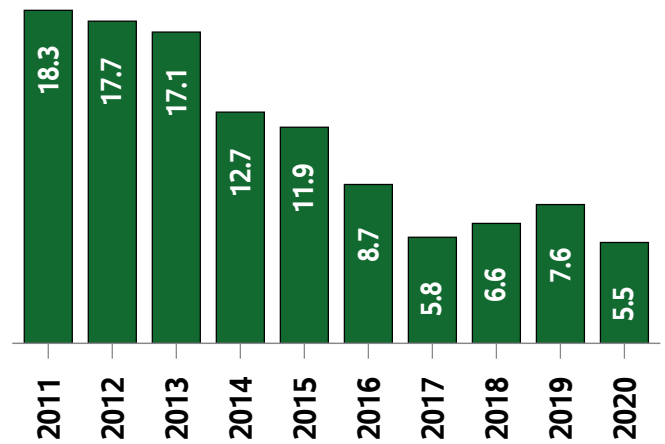
New Listings (June only)



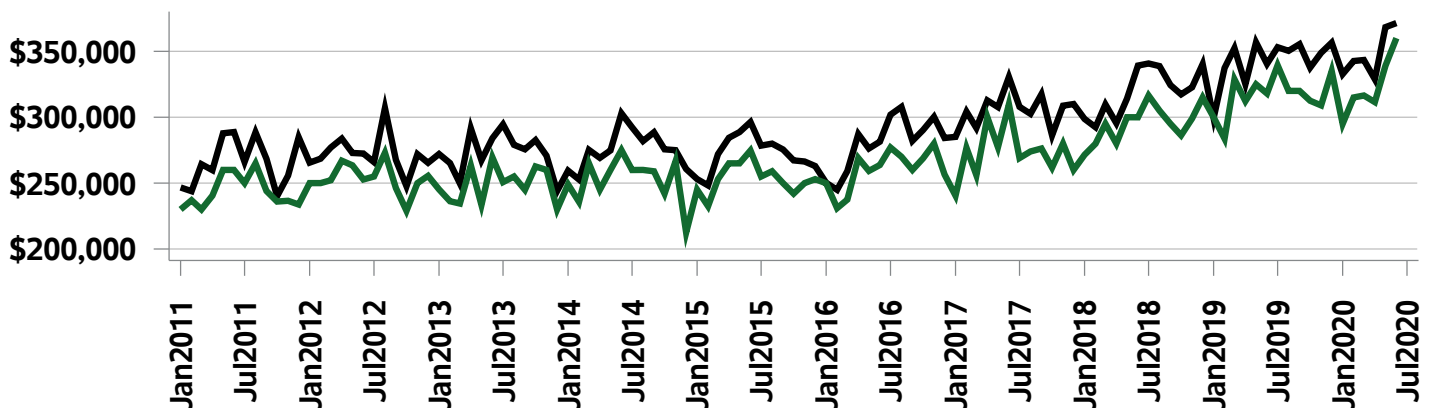
Active Listings (June only)



Months of Inventory (June only)

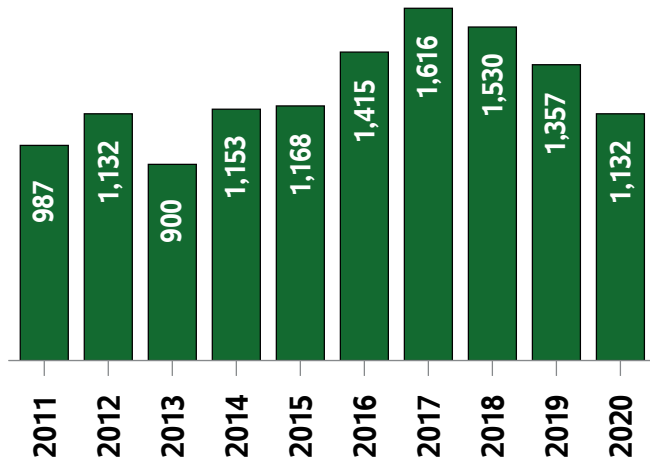


Average Price and Median Price

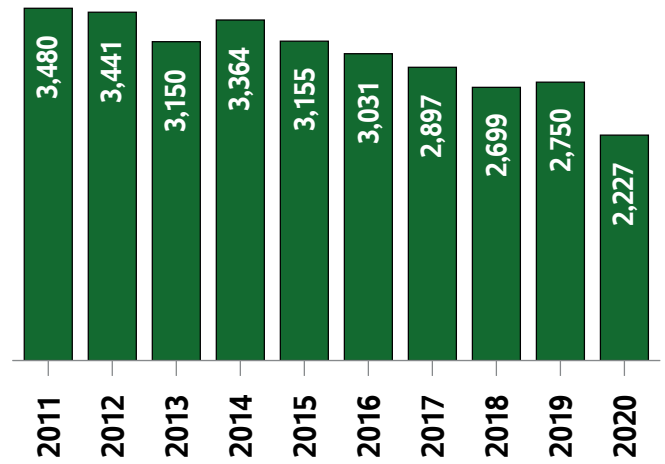


Kootenay Association of REALTORS® MLS® Residential Market Activity

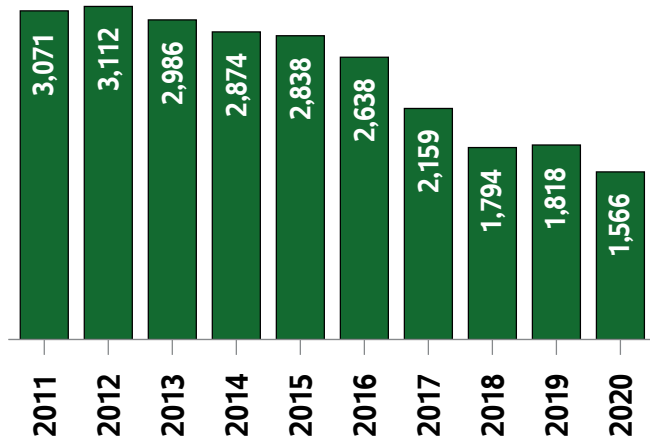
Sales Activity (June Year-to-date)



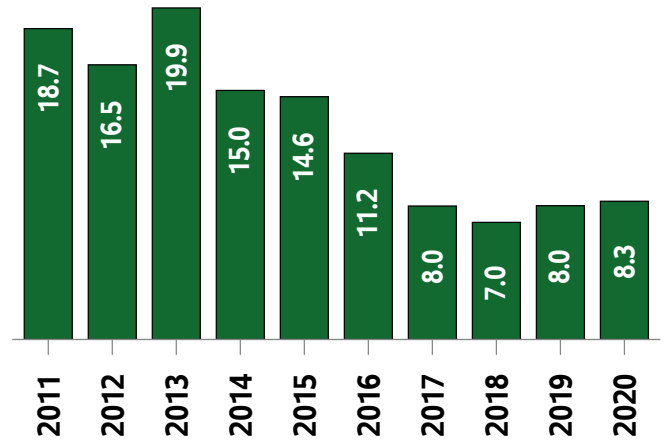
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	319	10.4	0.3	-23.7	17.3	60.3	79.2
Dollar Volume	\$118,493,990	20.4	9.9	-14.2	47.0	109.6	130.3
New Listings	520	4.0	-3.3	-12.6	-5.1	-9.1	-30.0
Active Listings	1,769	-19.8	-15.6	-27.4	-45.2	-48.0	-53.1
Sales to New Listings Ratio ¹	61.3	57.8	59.1	70.3	49.6	34.8	24.0
Months of Inventory ²	5.5	7.6	6.6	5.8	11.9	17.1	21.2
Average Price	\$371,455	9.1	9.5	12.4	25.3	30.8	28.5
Median Price	\$360,000	13.2	20.0	16.2	31.0	33.6	34.0
Sales to List Price Ratio	96.2	96.5	97.1	96.3	94.8	94.5	94.1
Median Days on Market	49.0	47.0	51.0	52.0	66.5	72.0	56.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	1,132	-16.6	-26.0	-30.0	-3.1	25.8	3.5
Dollar Volume	\$398,367,652	-13.3	-16.3	-20.4	22.3	61.1	29.7
New Listings	2,227	-19.0	-17.5	-23.1	-29.4	-29.3	-44.5
Active Listings ³	1,566	-13.8	-12.7	-27.4	-44.8	-47.5	-50.3
Sales to New Listings Ratio ⁴	50.8	49.3	56.7	55.8	37.0	28.6	27.3
Months of Inventory ⁵	8.3	8.0	7.0	8.0	14.6	19.9	17.3
Average Price	\$351,915	3.9	13.1	13.6	26.1	28.1	25.4
Median Price	\$331,000	4.7	14.1	17.2	27.3	34.0	27.3
Sales to List Price Ratio	96.0	96.1	96.4	95.9	94.5	94.1	94.7
Median Days on Market	59.0	53.0	58.0	64.0	88.5	86.0	50.0

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

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

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

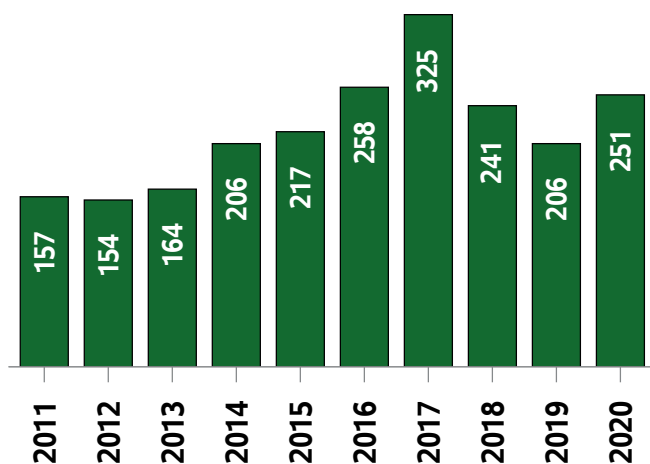
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

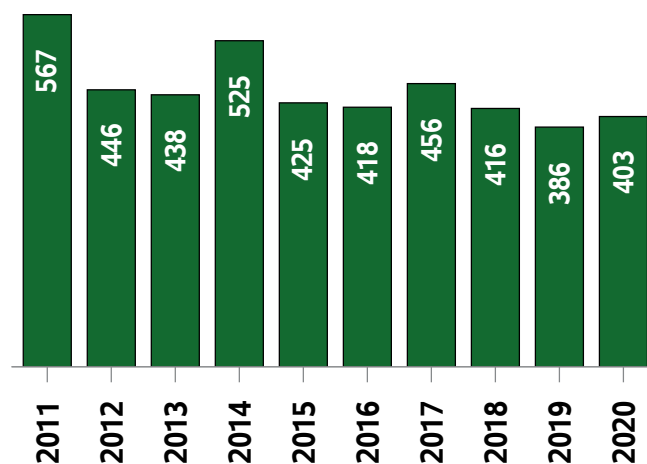
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kootenay Association of REALTORS® MLS® Single Family Market Activity

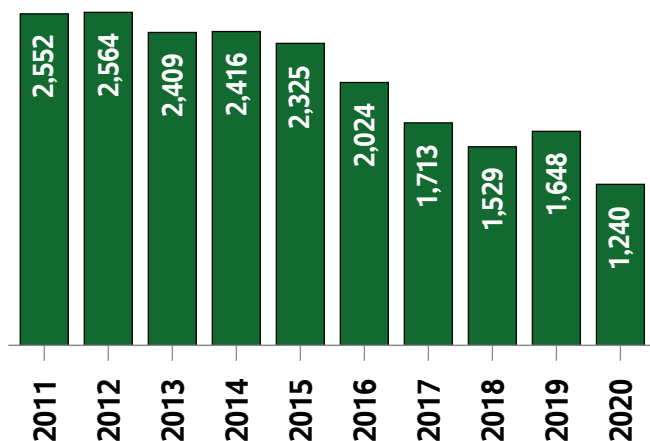
Sales Activity (June only)



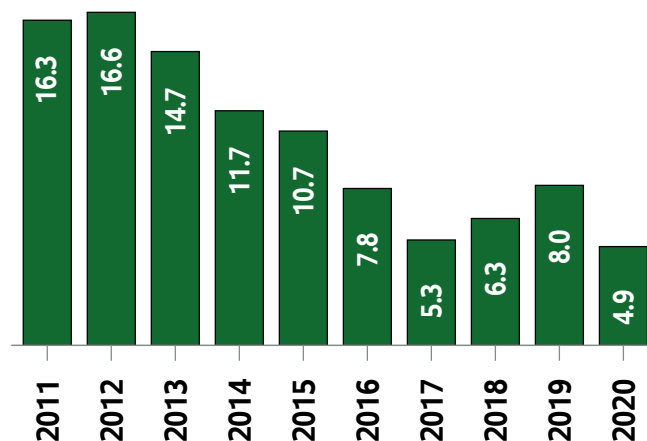
New Listings (June only)



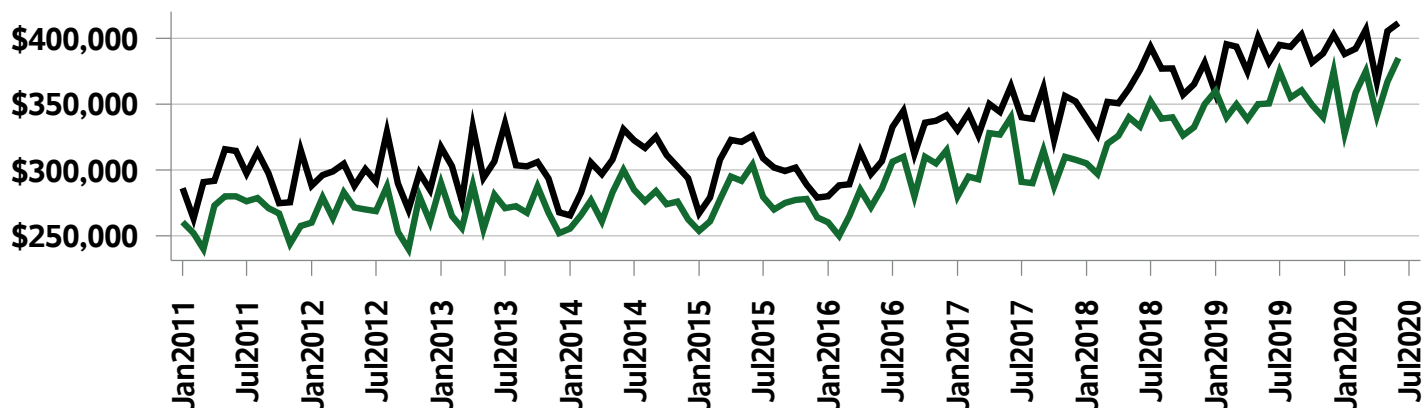
Active Listings (June only)



Months of Inventory (June only)

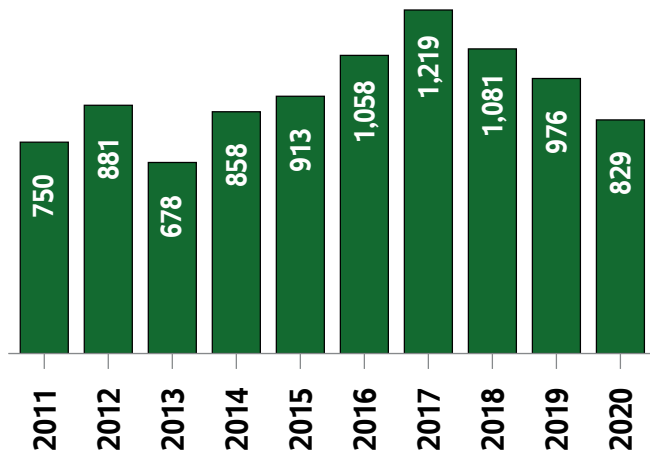


Average Price and Median Price

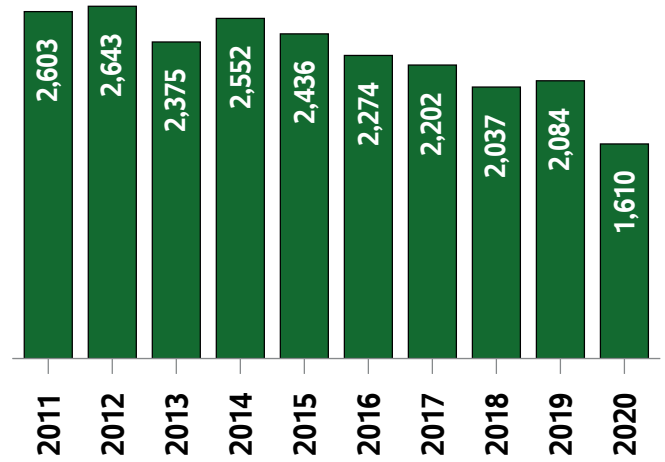


Kootenay Association of REALTORS® MLS® Single Family Market Activity

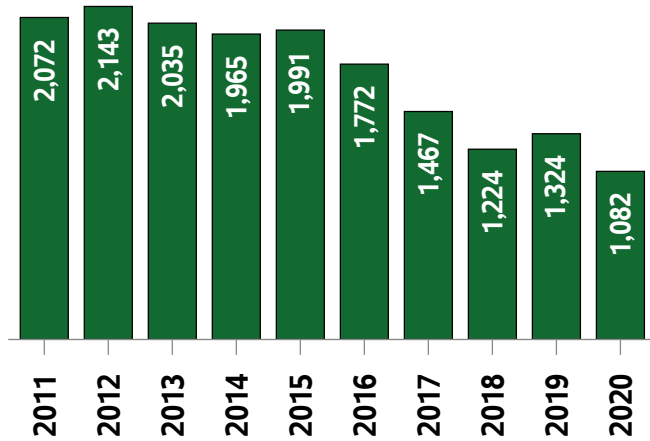
Sales Activity (June Year-to-date)



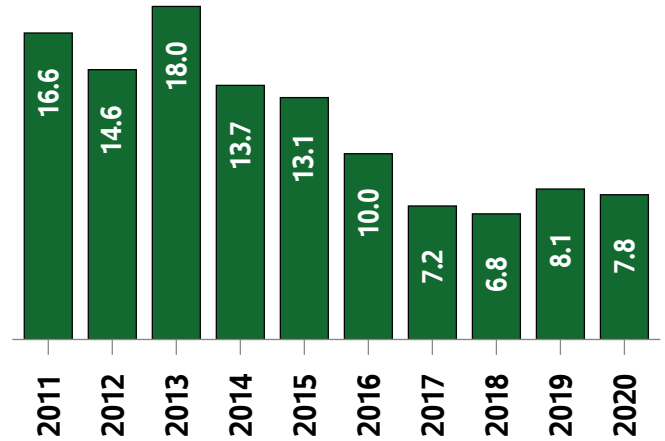
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	251	21.8	4.1	-22.8	15.7	53.0	80.6
Dollar Volume	\$103,306,057	31.3	14.0	-12.6	46.0	105.5	135.8
New Listings	403	4.4	-3.1	-11.6	-5.2	-8.0	-28.9
Active Listings	1,240	-24.8	-18.9	-27.6	-46.7	-48.5	-54.3
Sales to New Listings Ratio ¹	62.3	53.4	57.9	71.3	51.1	37.4	24.5
Months of Inventory ²	4.9	8.0	6.3	5.3	10.7	14.7	19.5
Average Price	\$411,578	7.8	9.5	13.2	26.2	34.3	30.6
Median Price	\$385,000	9.8	15.6	13.2	26.6	36.9	33.2
Sales to List Price Ratio	96.7	96.6	97.5	96.6	95.4	95.0	94.3
Median Days on Market	45.0	48.5	42.0	49.0	63.0	70.5	51.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	829	-15.1	-23.3	-32.0	-9.2	22.3	1.8
Dollar Volume	\$331,123,751	-12.2	-13.8	-21.6	16.8	59.3	32.5
New Listings	1,610	-22.7	-21.0	-26.9	-33.9	-32.2	-46.6
Active Listings ³	1,082	-18.3	-11.6	-26.3	-45.7	-46.8	-50.7
Sales to New Listings Ratio ⁴	51.5	46.8	53.1	55.4	37.5	28.5	27.0
Months of Inventory ⁵	7.8	8.1	6.8	7.2	13.1	18.0	16.2
Average Price	\$399,426	3.3	12.4	15.2	28.6	30.3	30.1
Median Price	\$368,000	5.1	13.6	16.8	28.0	33.8	31.4
Sales to List Price Ratio	96.4	96.4	96.8	96.2	94.9	94.6	95.0
Median Days on Market	56.0	52.0	52.0	59.0	84.5	80.0	45.0

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

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

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

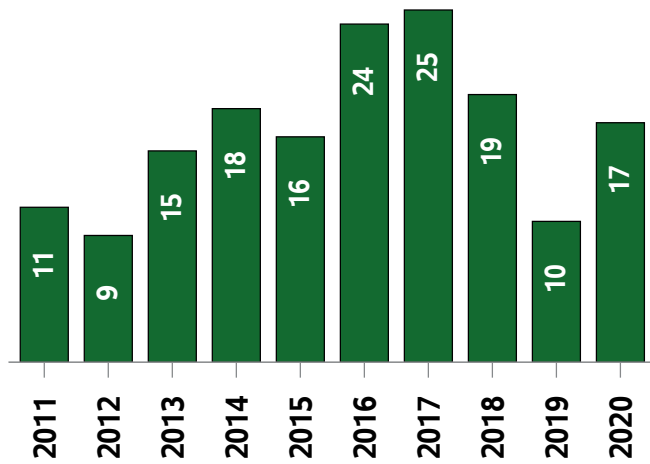
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

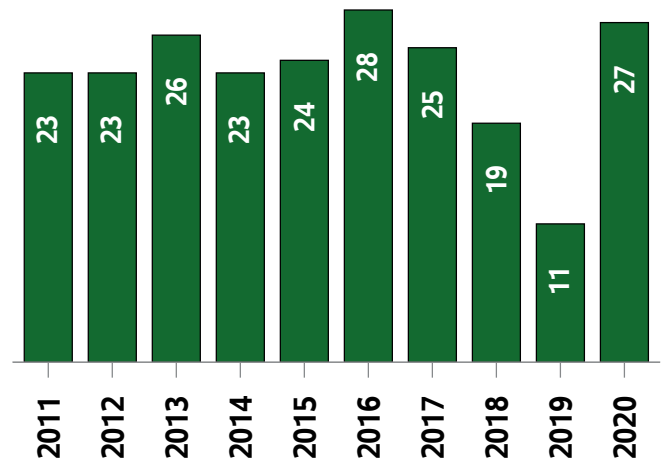
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

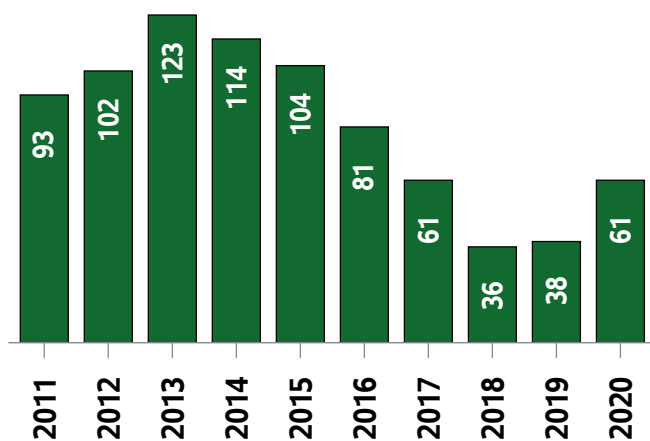
Sales Activity (June only)



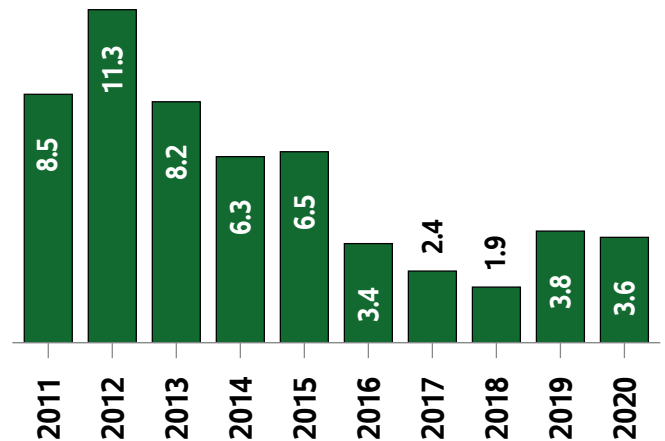
New Listings (June only)



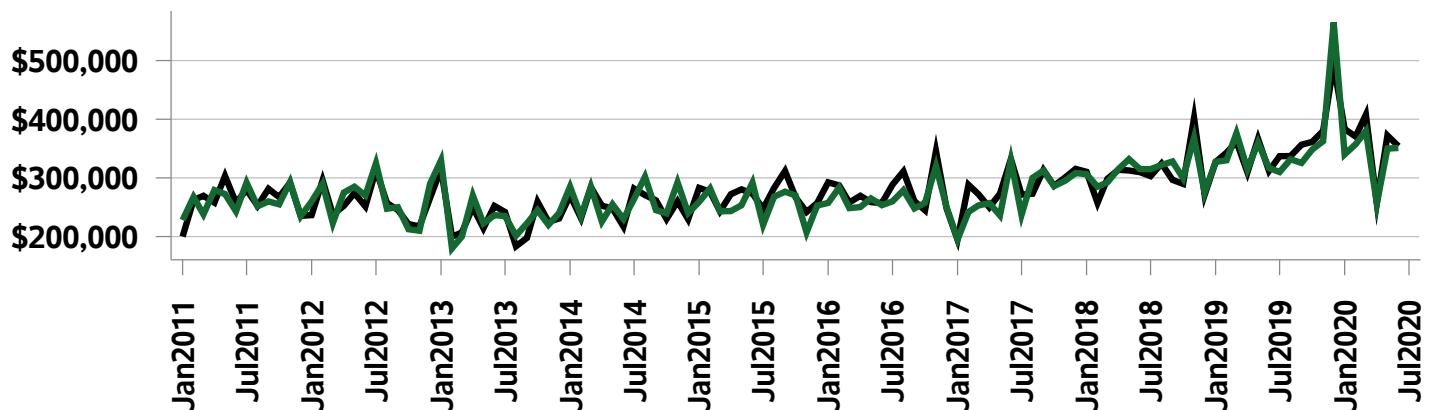
Active Listings (June only)



Months of Inventory (June only)

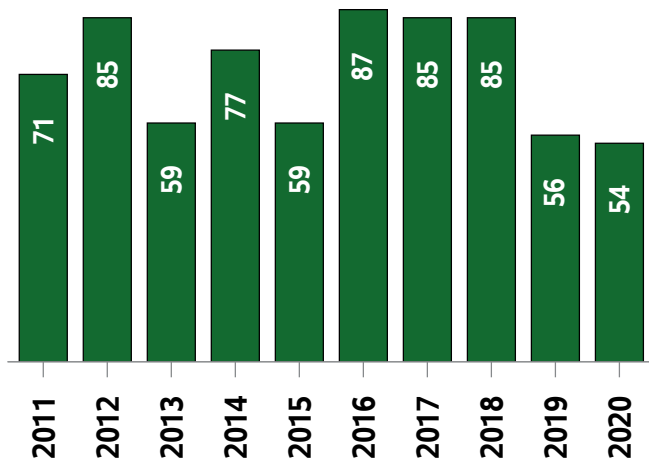


Average Price and Median Price

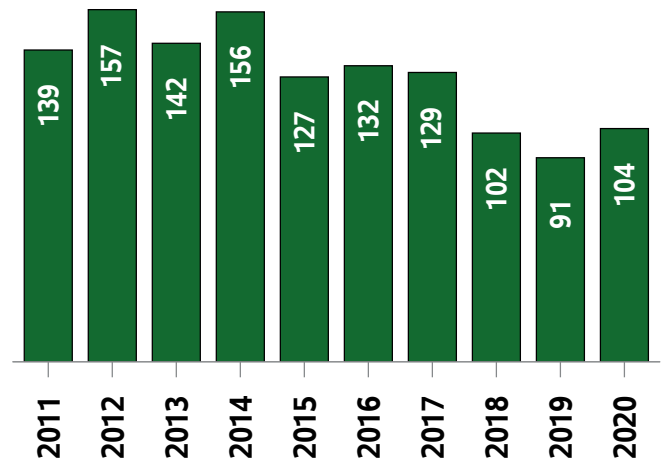


Castlegar MLS® Residential Market Activity

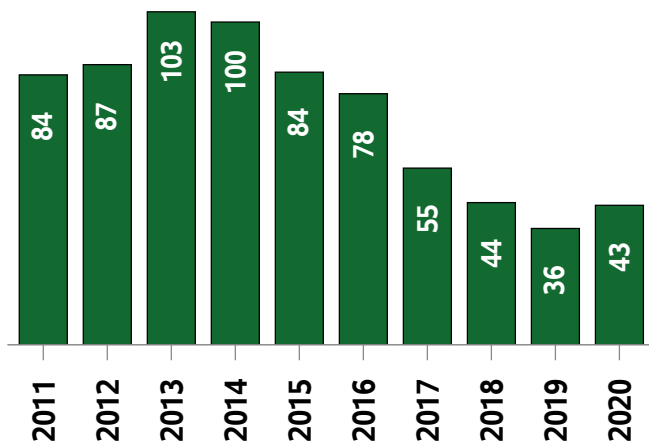
Sales Activity (June Year-to-date)



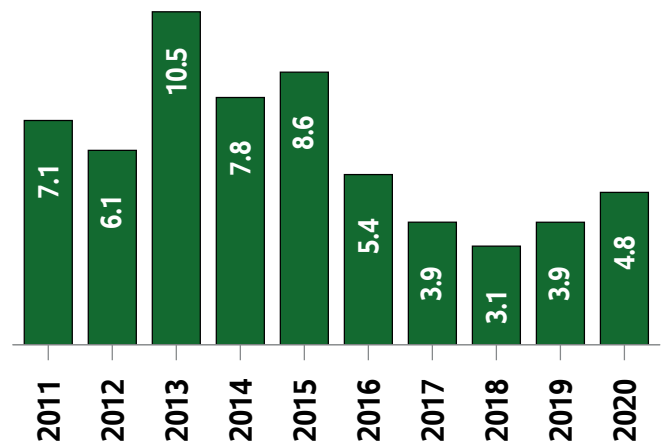
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Castlegar MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	17	70.0	-10.5	-32.0	6.3	13.3	-10.5
Dollar Volume	\$6,019,750	93.0	2.3	-27.5	37.7	59.1	17.4
New Listings	27	145.5	42.1	8.0	12.5	3.8	-15.6
Active Listings	61	60.5	69.4	0.0	-41.3	-50.4	-38.4
Sales to New Listings Ratio ¹	63.0	90.9	100.0	100.0	66.7	57.7	59.4
Months of Inventory ²	3.6	3.8	1.9	2.4	6.5	8.2	5.2
Average Price	\$354,103	13.5	14.3	6.6	29.6	40.4	31.2
Median Price	\$351,000	10.8	11.4	6.4	20.2	48.4	30.0
Sales to List Price Ratio	96.8	99.1	97.8	97.3	95.8	94.8	96.2
Median Days on Market	62.0	23.0	47.0	45.0	46.5	40.0	46.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	54	-3.6	-36.5	-36.5	-8.5	-8.5	-8.5
Dollar Volume	\$19,355,900	2.5	-24.8	-19.1	20.3	39.8	24.3
New Listings	104	14.3	2.0	-19.4	-18.1	-26.8	-36.2
Active Listings ³	43	19.9	-1.9	-21.0	-48.8	-58.1	-24.7
Sales to New Listings Ratio ⁴	51.9	61.5	83.3	65.9	46.5	41.5	36.2
Months of Inventory ⁵	4.8	3.9	3.1	3.9	8.6	10.5	5.8
Average Price	\$358,443	6.3	18.4	27.3	31.5	52.7	35.8
Median Price	\$345,000	4.5	15.0	29.7	32.7	52.0	35.3
Sales to List Price Ratio	96.8	97.8	97.7	96.4	96.1	94.9	96.5
Median Days on Market	51.0	34.5	35.0	45.0	69.0	93.0	24.0

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

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

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

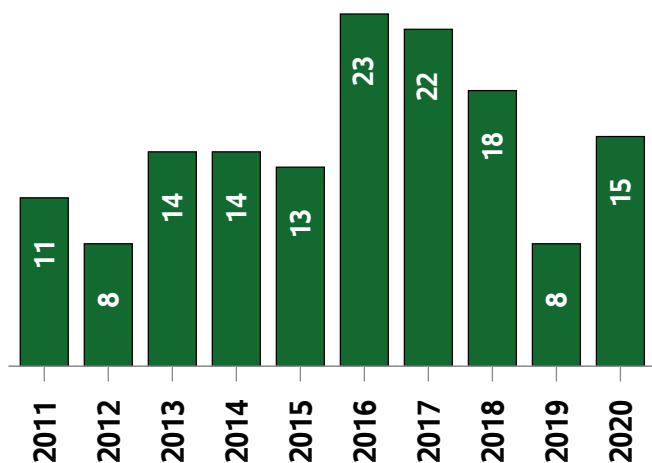
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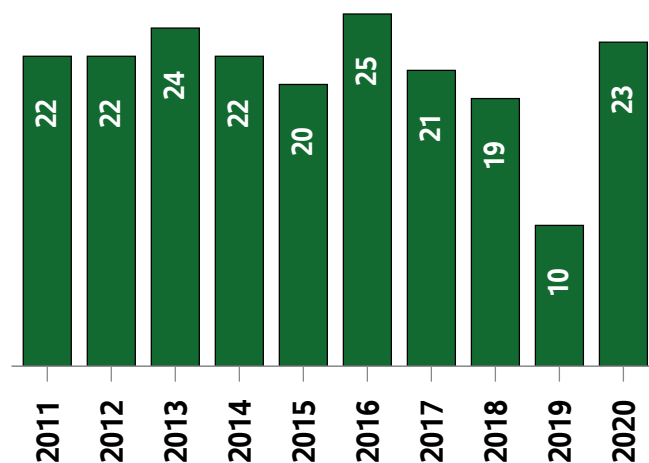
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

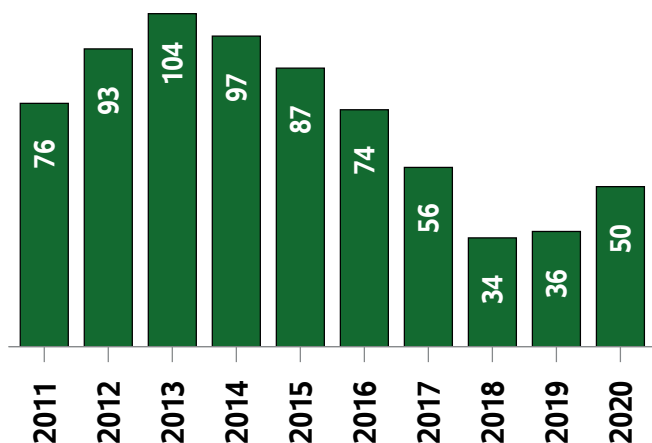
Sales Activity (June only)



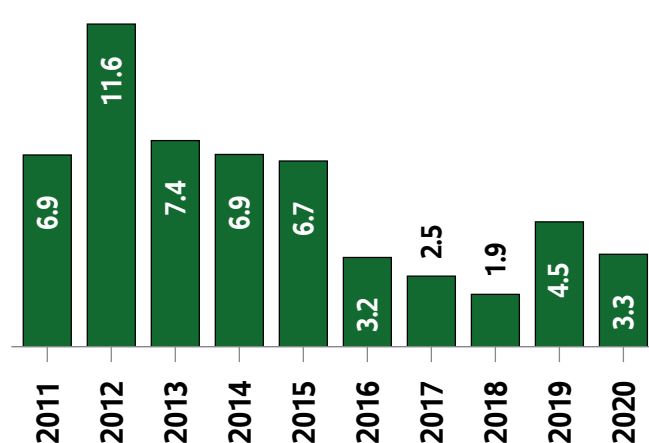
New Listings (June only)



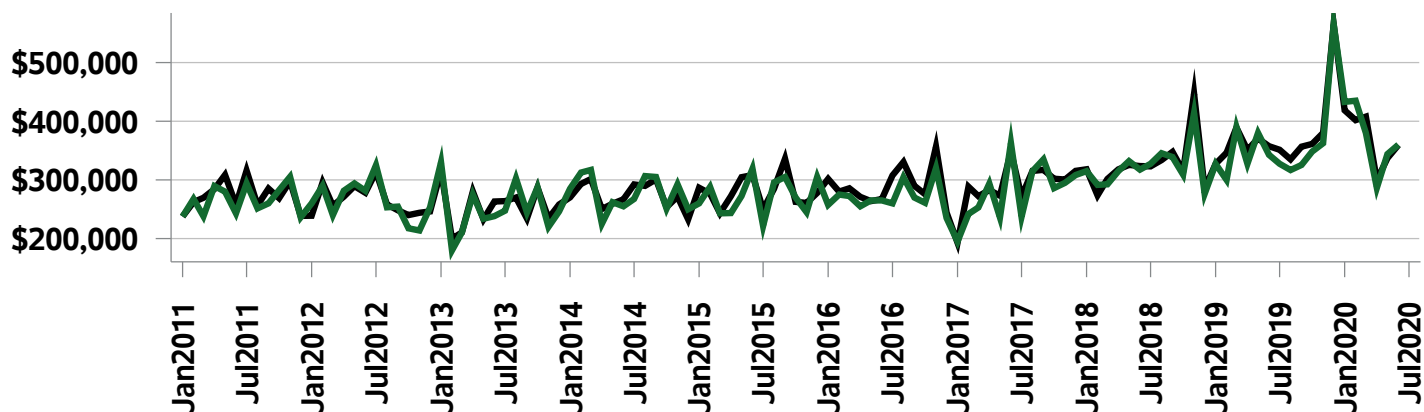
Active Listings (June only)



Months of Inventory (June only)

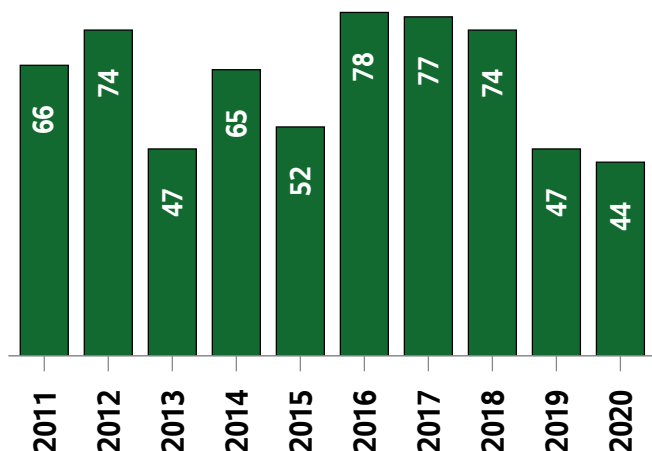


Average Price and Median Price

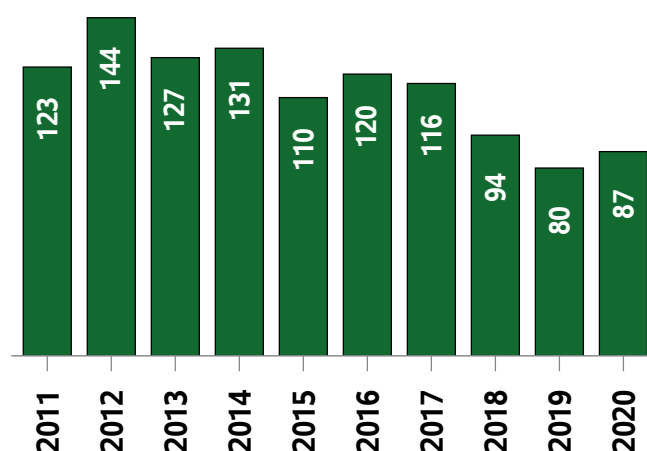


Castlegar MLS® Single Family Market Activity

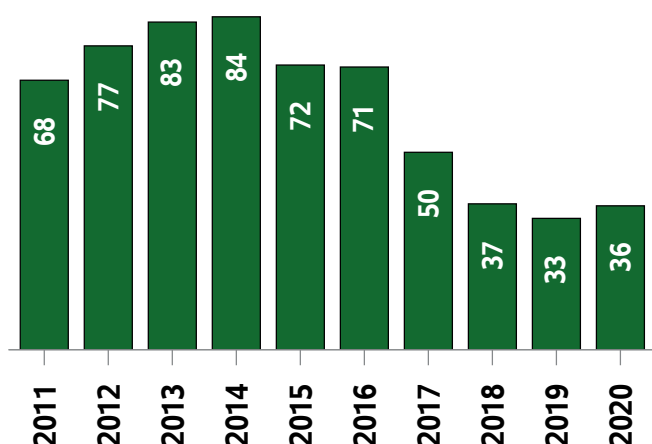
Sales Activity (June Year-to-date)



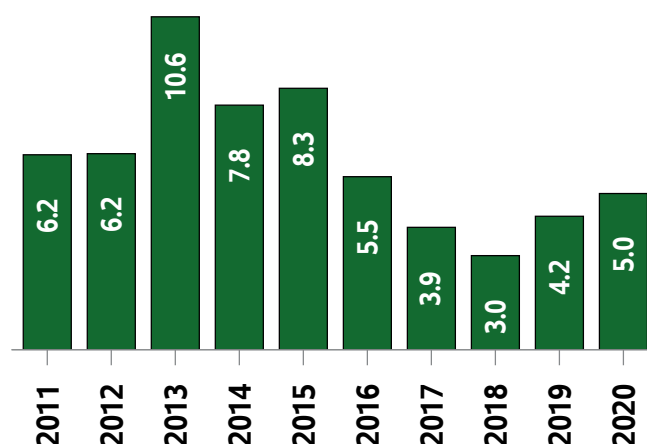
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Castlegar

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	15	87.5	-16.7	-31.8	15.4	7.1	-21.1
Dollar Volume	\$5,391,750	88.6	-7.4	-29.7	34.6	46.3	5.2
New Listings	23	130.0	21.1	9.5	15.0	-4.2	-23.3
Active Listings	50	38.9	47.1	-10.7	-42.5	-51.9	-42.5
Sales to New Listings Ratio ¹	65.2	80.0	94.7	104.8	65.0	58.3	63.3
Months of Inventory ²	3.3	4.5	1.9	2.5	6.7	7.4	4.6
Average Price	\$359,450	0.6	11.1	3.1	16.6	36.6	33.2
Median Price	\$360,000	5.0	13.4	-0.8	12.9	51.1	33.3
Sales to List Price Ratio	96.8	99.2	97.9	97.3	96.9	94.5	96.2
Median Days on Market	62.0	23.0	40.5	44.5	47.0	39.5	46.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	44	-6.4	-40.5	-42.9	-15.4	-6.4	-24.1
Dollar Volume	\$16,101,000	-5.5	-30.5	-28.8	8.3	36.1	3.9
New Listings	87	8.7	-7.4	-25.0	-20.9	-31.5	-41.6
Active Listings ³	36	9.5	-1.4	-27.1	-49.4	-56.0	-25.9
Sales to New Listings Ratio ⁴	50.6	58.8	78.7	66.4	47.3	37.0	38.9
Months of Inventory ⁵	5.0	4.2	3.0	3.9	8.3	10.6	5.1
Average Price	\$365,932	0.9	17.0	24.6	28.0	45.4	36.9
Median Price	\$358,675	2.2	16.6	21.6	28.8	49.4	37.3
Sales to List Price Ratio	97.0	97.8	97.9	96.4	96.3	94.8	96.5
Median Days on Market	49.0	35.0	32.0	45.0	69.5	58.0	24.5

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

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

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

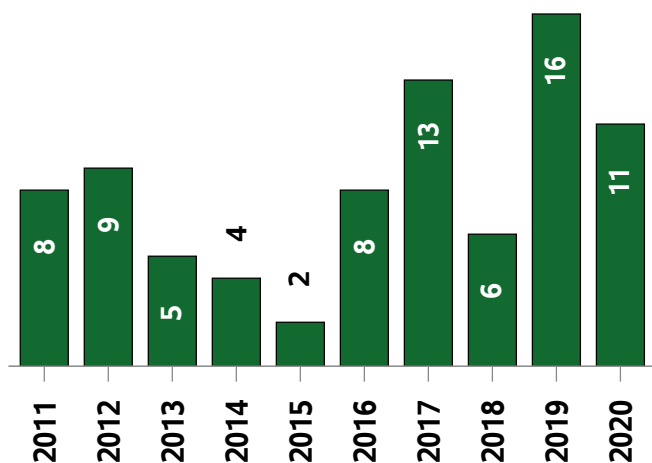
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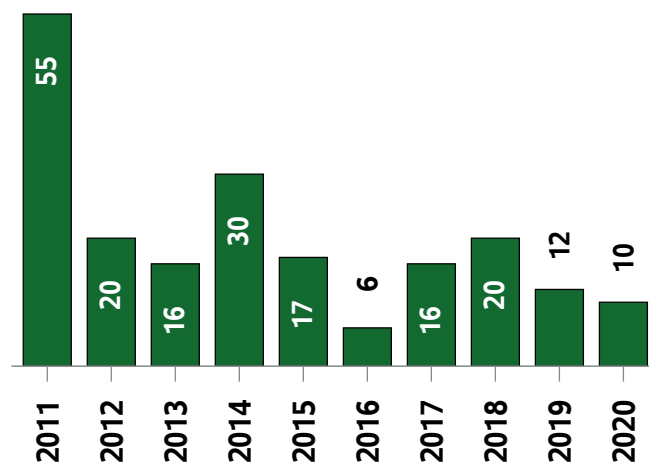
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

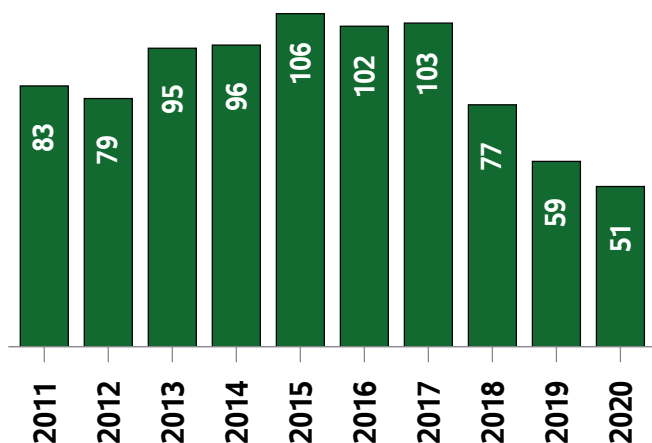
Sales Activity (June only)



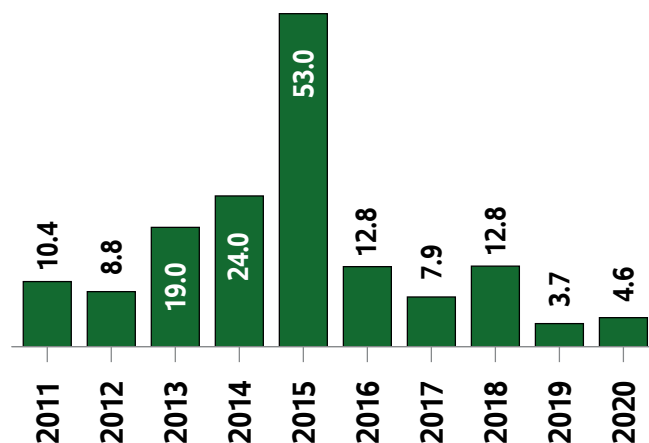
New Listings (June only)



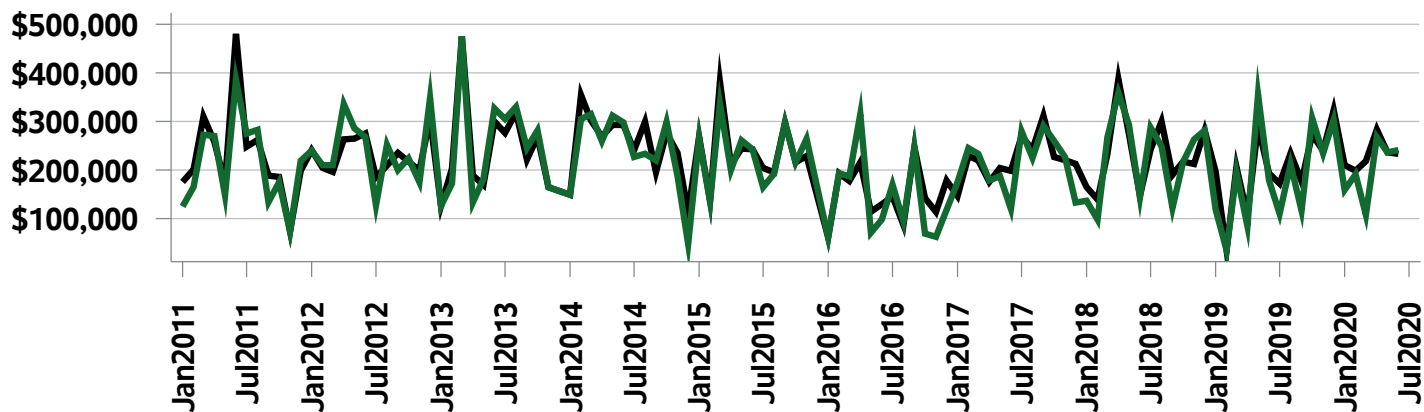
Active Listings (June only)



Months of Inventory (June only)

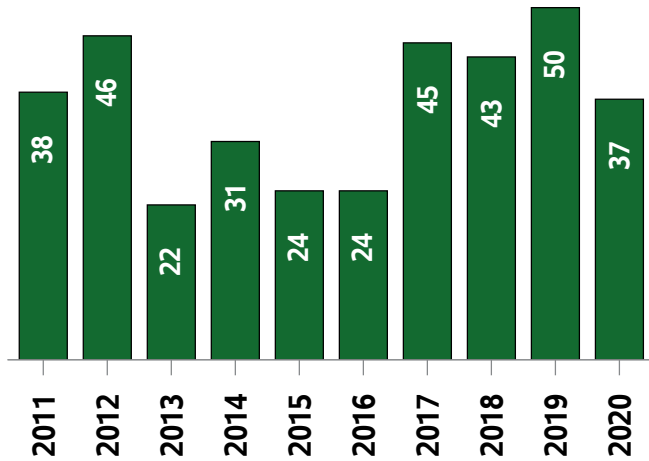


Average Price and Median Price

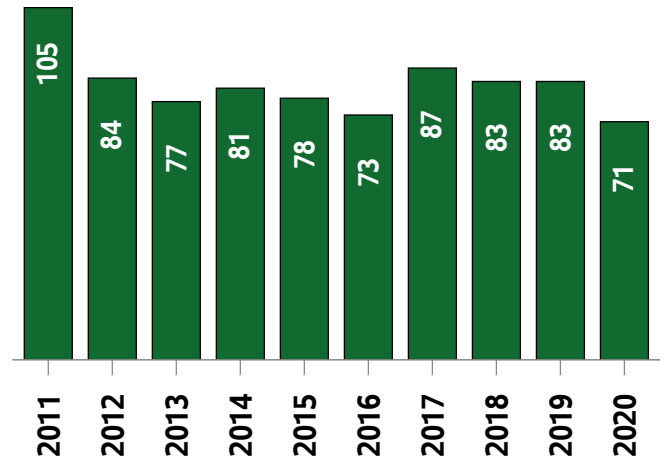


Sparwood MLS® Residential Market Activity

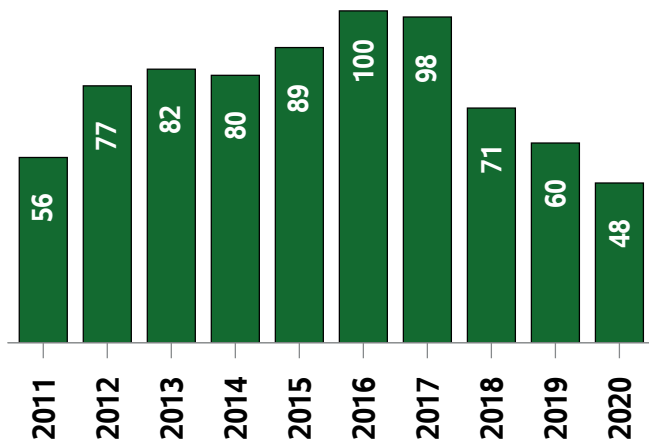
Sales Activity (June Year-to-date)



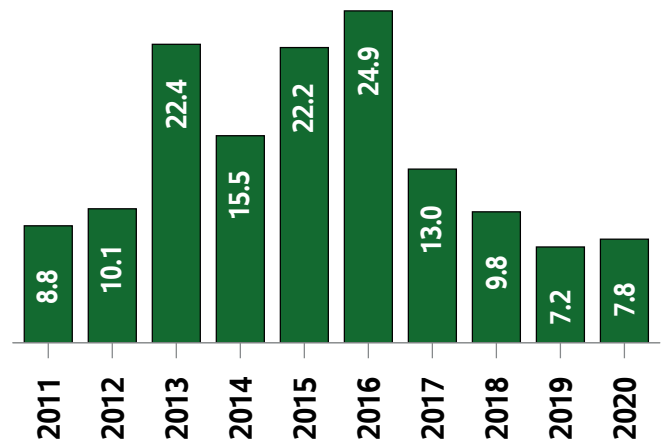
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Sparwood

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	11	-31.3	83.3	-15.4	450.0	120.0	175.0
Dollar Volume	\$2,567,100	-16.9	190.9	-0.4	428.8	71.2	329.3
New Listings	10	-16.7	-50.0	-37.5	-41.2	-37.5	-73.7
Active Listings	51	-13.6	-33.8	-50.5	-51.9	-46.3	-45.7
Sales to New Listings Ratio ¹	110.0	133.3	30.0	81.3	11.8	31.3	10.5
Months of Inventory ²	4.6	3.7	12.8	7.9	53.0	19.0	23.5
Average Price	\$233,373	20.8	58.7	17.7	-3.9	-22.2	56.1
Median Price	\$241,000	34.6	67.7	100.8	-0.7	-26.3	145.9
Sales to List Price Ratio	97.0	94.5	94.5	94.2	91.5	98.8	91.9
Median Days on Market	66.0	59.5	75.5	74.0	72.0	39.0	59.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	37	-26.0	-14.0	-17.8	54.2	68.2	60.9
Dollar Volume	\$8,545,678	-18.1	-18.8	-5.5	43.8	75.6	115.1
New Listings	71	-14.5	-14.5	-18.4	-9.0	-7.8	-46.2
Active Listings ³	48	-20.0	-31.9	-50.9	-45.9	-41.6	-3.4
Sales to New Listings Ratio ⁴	52.1	60.2	51.8	51.7	30.8	28.6	17.4
Months of Inventory ⁵	7.8	7.2	9.8	13.0	22.2	22.4	13.0
Average Price	\$230,964	10.6	-5.7	14.9	-6.7	4.4	33.7
Median Price	\$197,500	10.3	-14.5	-11.0	-23.9	-2.6	21.5
Sales to List Price Ratio	95.5	94.4	95.6	94.9	94.4	95.0	93.2
Median Days on Market	74.0	70.5	115.0	102.0	105.5	45.0	29.0

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

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

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

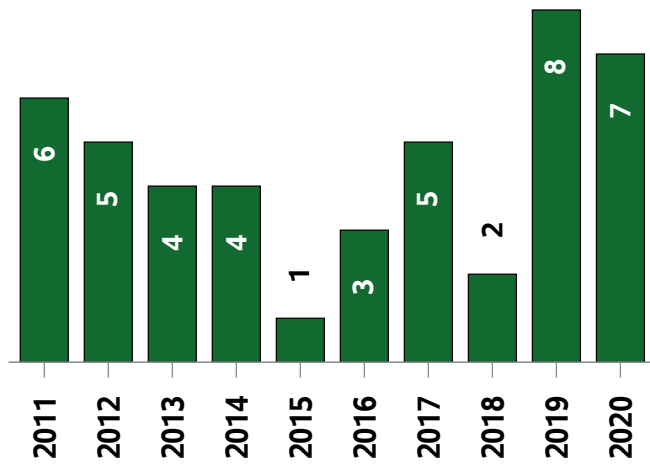
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

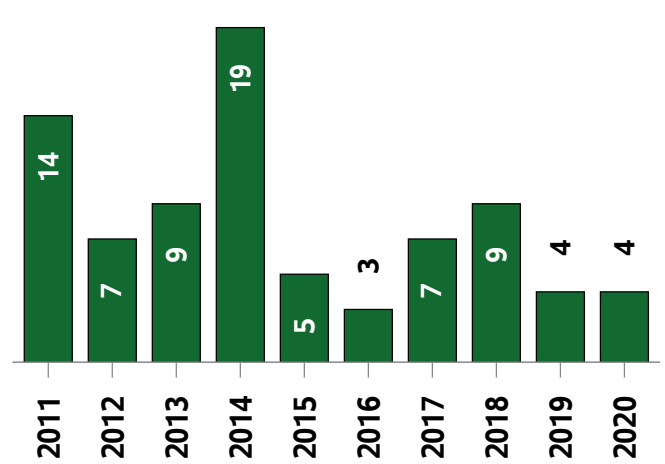
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

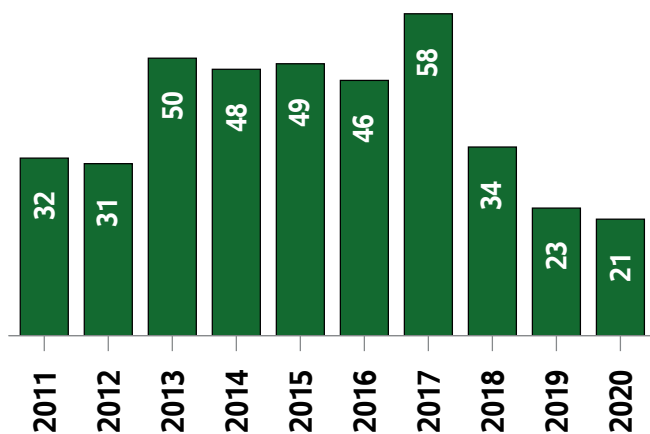
Sales Activity (June only)



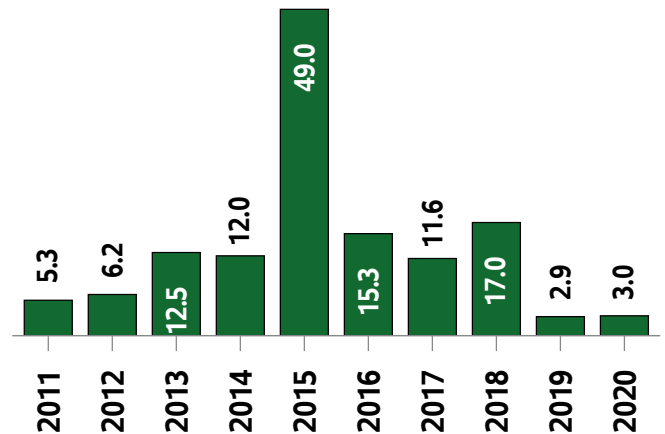
New Listings (June only)



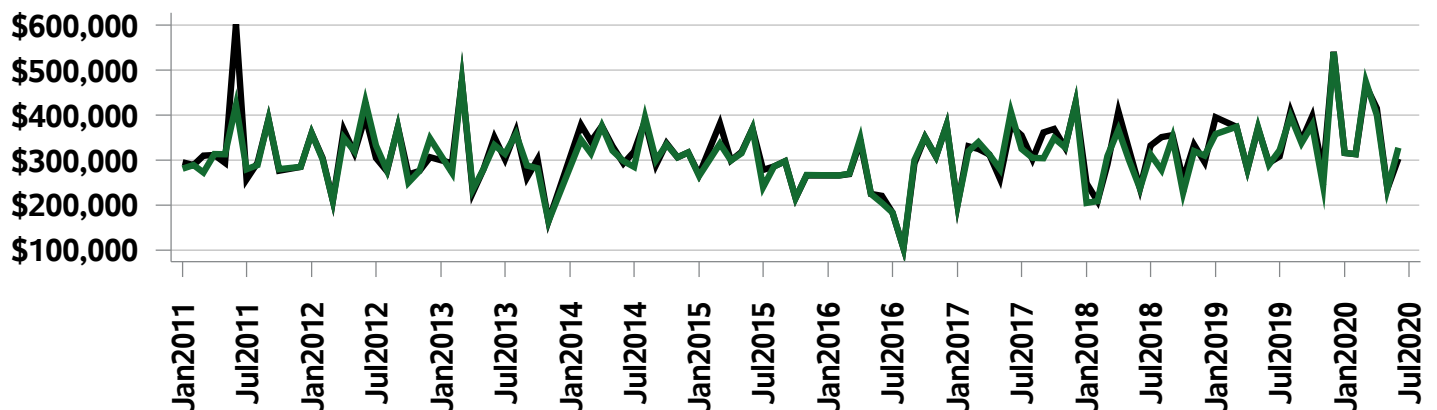
Active Listings (June only)



Months of Inventory (June only)

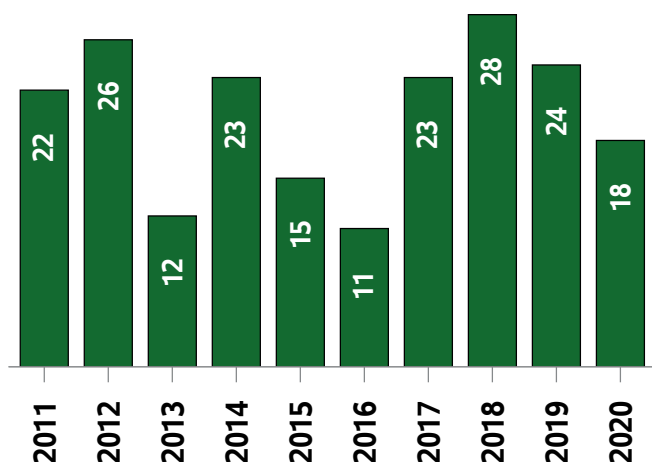


Average Price and Median Price

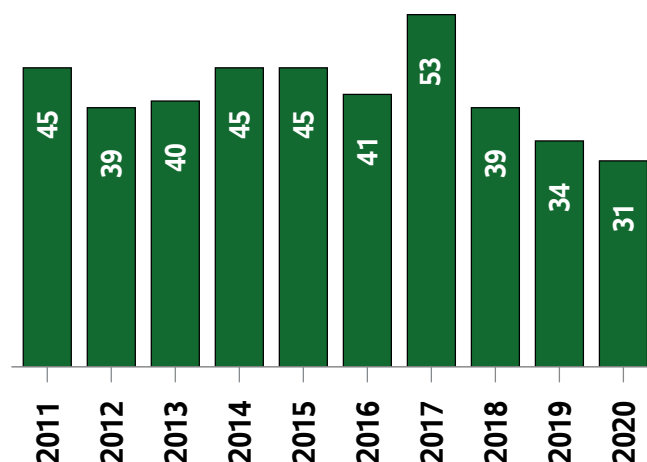


Sparwood MLS® Single Family Market Activity

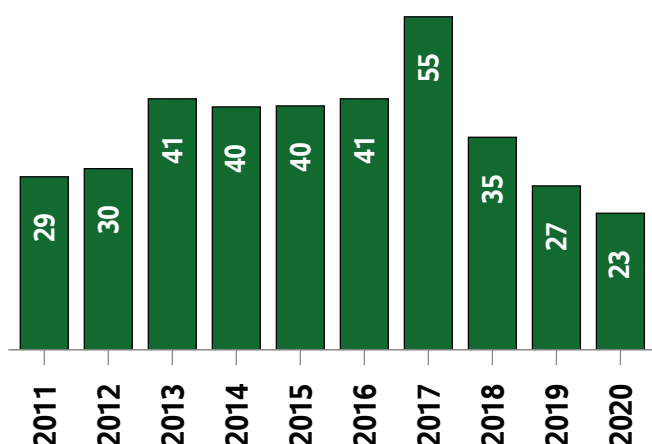
Sales Activity (June Year-to-date)



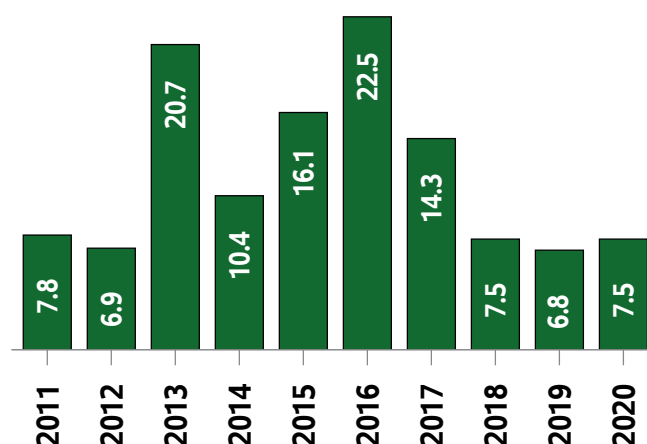
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Sparwood

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	7	-12.5	250.0	40.0	600.0	75.0	600.0
Dollar Volume	\$2,123,100	-9.7	347.4	12.9	473.8	51.3	506.6
New Listings	4	0.0	-55.6	-42.9	-20.0	-55.6	-85.2
Active Listings	21	-8.7	-38.2	-63.8	-57.1	-58.0	-61.1
Sales to New Listings Ratio ¹	175.0	200.0	22.2	71.4	20.0	44.4	3.7
Months of Inventory ²	3.0	2.9	17.0	11.6	49.0	12.5	54.0
Average Price	\$303,300	3.2	27.8	-19.4	-18.0	-13.5	-13.3
Median Price	\$327,500	12.9	38.0	-19.5	-11.5	-1.8	-6.4
Sales to List Price Ratio	97.1	95.6	95.2	96.1	88.3	99.4	92.1
Median Days on Market	43.0	76.0	65.5	77.0	104.0	39.0	29.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	18	-25.0	-35.7	-21.7	20.0	50.0	63.6
Dollar Volume	\$6,180,324	-25.3	-31.5	-14.4	27.7	66.1	121.1
New Listings	31	-8.8	-20.5	-41.5	-31.1	-22.5	-56.9
Active Listings ³	23	-16.7	-35.7	-59.0	-44.0	-45.6	2.3
Sales to New Listings Ratio ⁴	58.1	70.6	71.8	43.4	33.3	30.0	15.3
Months of Inventory ⁵	7.5	6.8	7.5	14.3	16.1	20.7	12.0
Average Price	\$343,351	-0.3	6.5	9.4	6.4	10.8	35.1
Median Price	\$328,750	-4.4	7.3	4.4	1.0	8.3	26.4
Sales to List Price Ratio	96.2	96.5	96.4	95.9	95.7	97.1	96.1
Median Days on Market	46.0	84.0	133.0	104.0	104.0	48.0	9.0

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

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

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

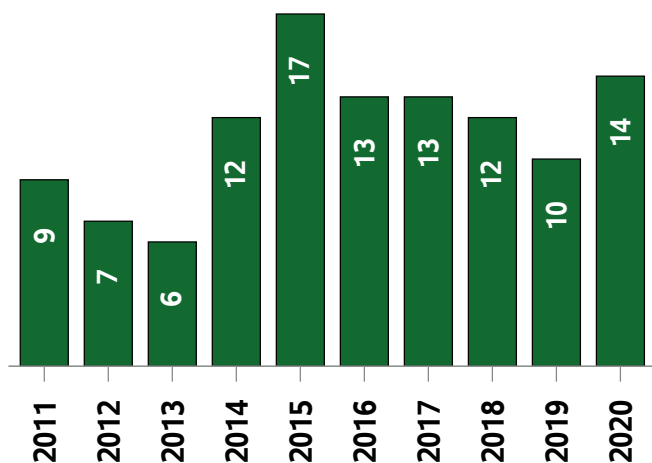
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

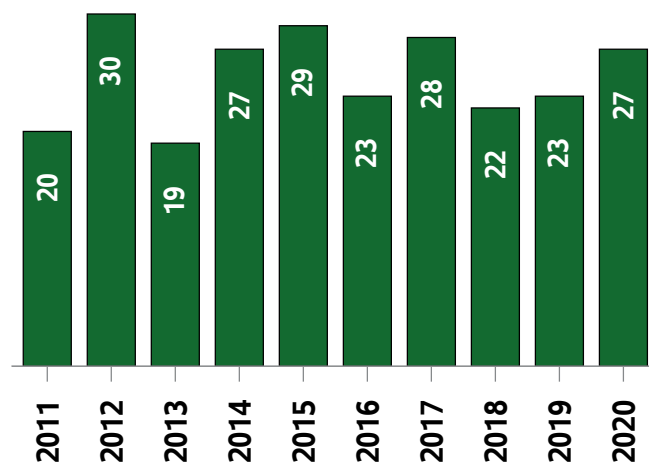
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

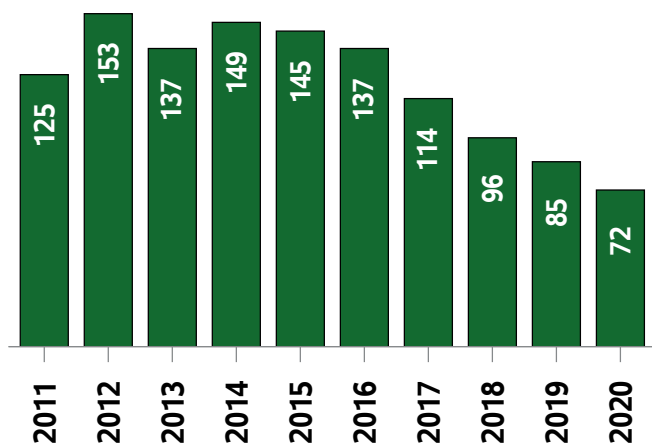
Sales Activity (June only)



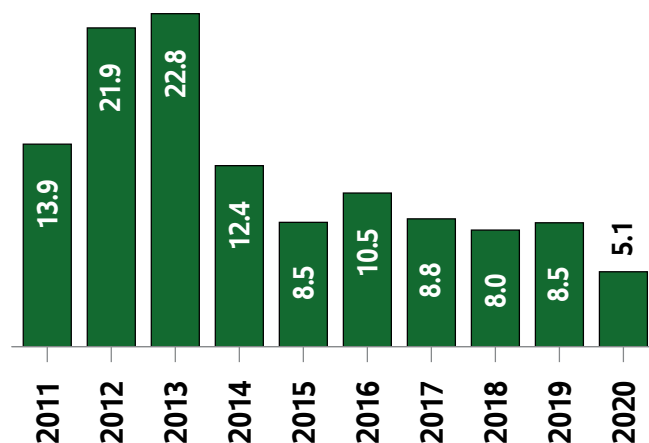
New Listings (June only)



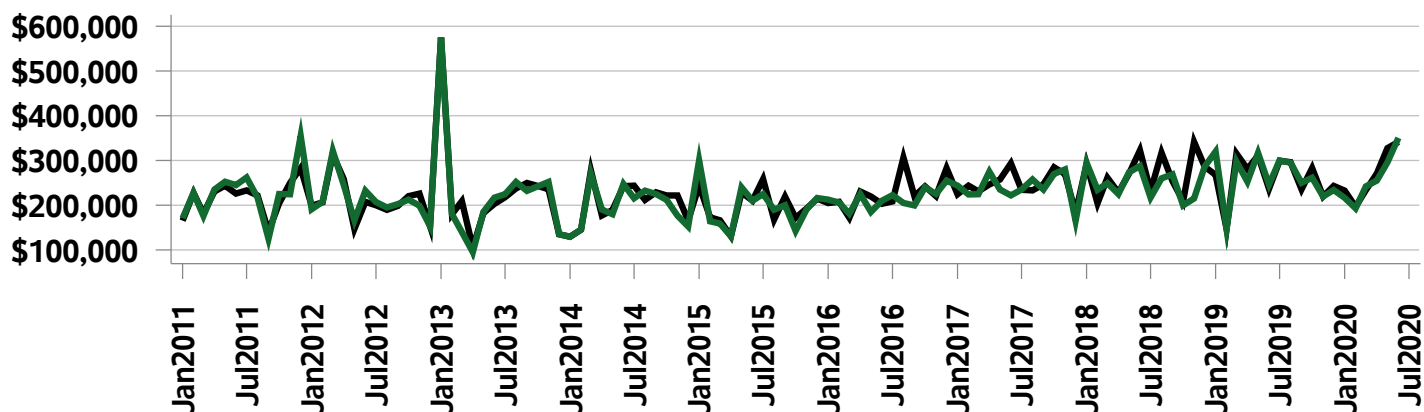
Active Listings (June only)



Months of Inventory (June only)

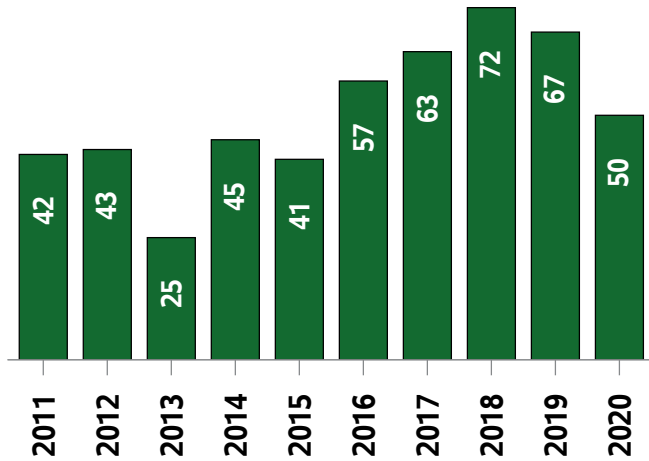


Average Price and Median Price

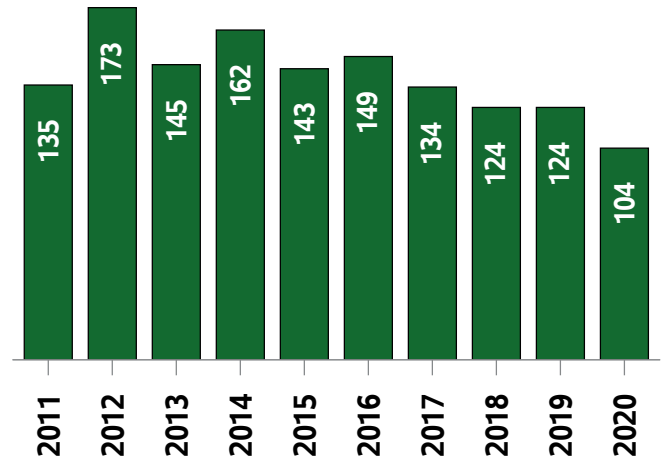


Creston MLS® Residential Market Activity

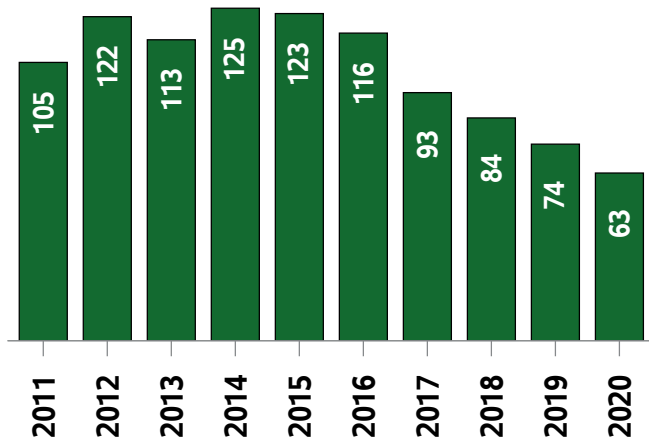
Sales Activity (June Year-to-date)



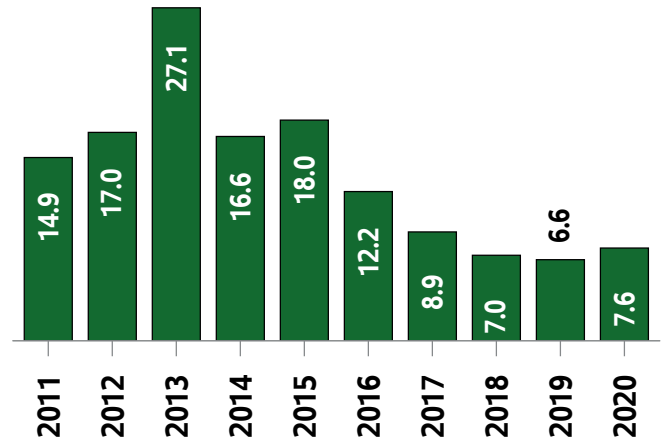
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Creston

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	14	40.0	16.7	7.7	-17.6	133.3	250.0
Dollar Volume	\$4,780,500	102.0	23.4	25.2	33.8	292.6	631.0
New Listings	27	17.4	22.7	-3.6	-6.9	42.1	12.5
Active Listings	72	-15.3	-25.0	-36.8	-50.3	-47.4	-39.0
Sales to New Listings Ratio ¹	51.9	43.5	54.5	46.4	58.6	31.6	16.7
Months of Inventory ²	5.1	8.5	8.0	8.8	8.5	22.8	29.5
Average Price	\$341,464	44.3	5.8	16.3	62.5	68.3	108.8
Median Price	\$350,500	42.5	21.9	57.9	66.9	61.5	118.4
Sales to List Price Ratio	96.4	95.7	94.9	96.4	93.6	93.7	90.4
Median Days on Market	56.5	65.5	49.0	75.0	87.0	118.0	78.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	50	-25.4	-30.6	-20.6	22.0	100.0	127.3
Dollar Volume	\$13,936,100	-27.2	-26.2	-13.1	61.6	187.6	222.2
New Listings	104	-16.1	-16.1	-22.4	-27.3	-28.3	-38.8
Active Listings ³	63	-14.7	-24.7	-32.4	-48.7	-44.2	-20.1
Sales to New Listings Ratio ⁴	48.1	54.0	58.1	47.0	28.7	17.2	12.9
Months of Inventory ⁵	7.6	6.6	7.0	8.9	18.0	27.1	21.5
Average Price	\$278,722	-2.5	6.3	9.5	32.6	43.8	41.8
Median Price	\$272,000	2.6	4.6	17.0	29.5	51.1	36.0
Sales to List Price Ratio	95.3	96.3	95.5	95.0	93.0	92.7	93.1
Median Days on Market	66.5	46.0	59.5	69.0	122.0	87.0	32.5

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

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

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

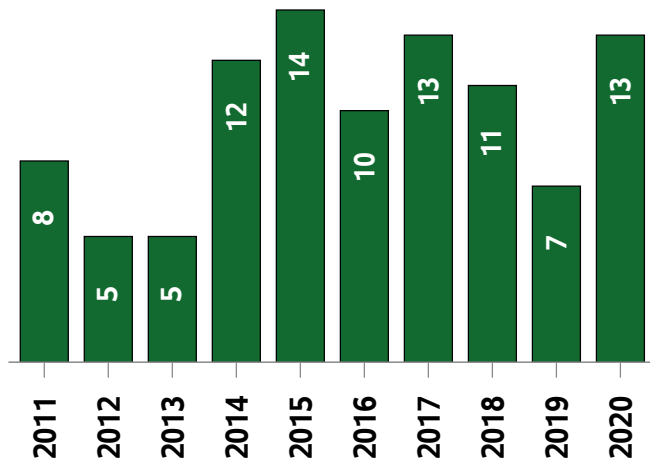
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

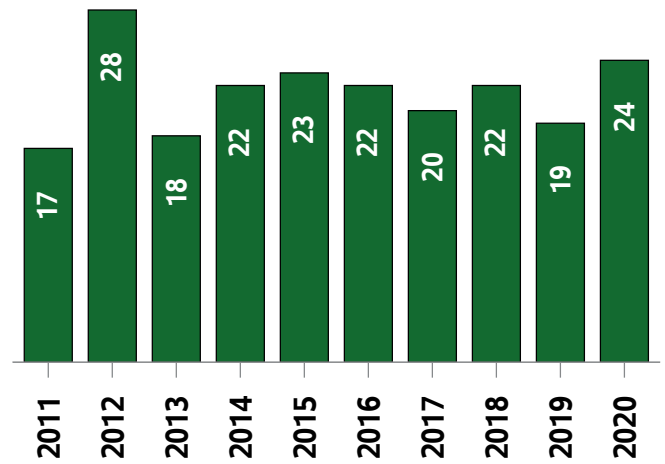
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

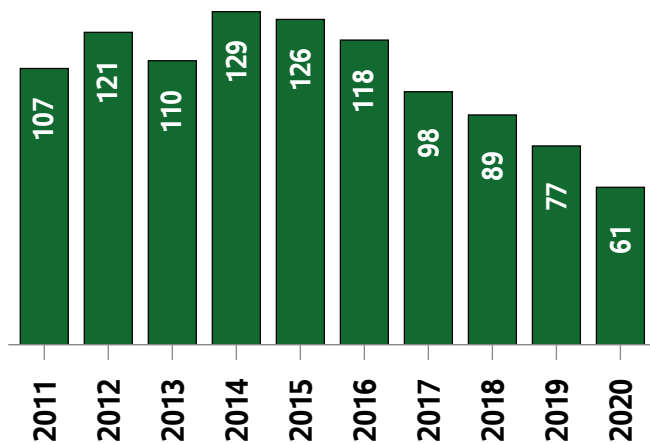
Sales Activity (June only)



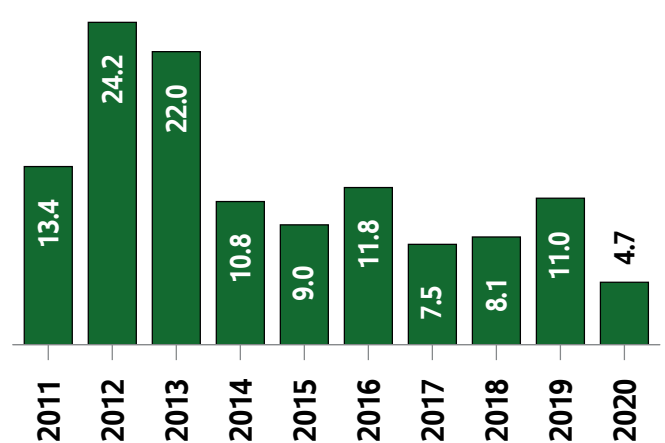
New Listings (June only)



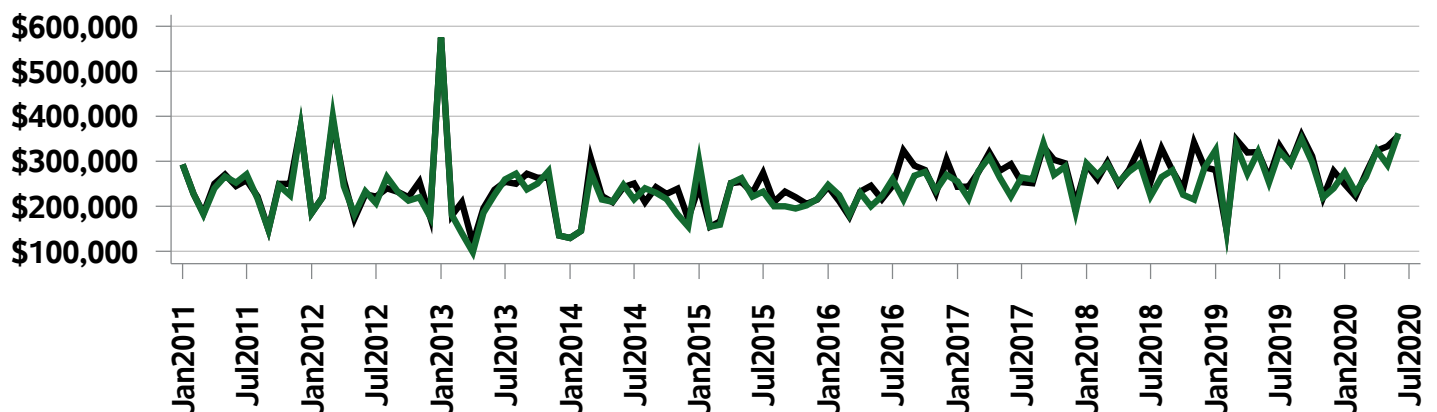
Active Listings (June only)



Months of Inventory (June only)

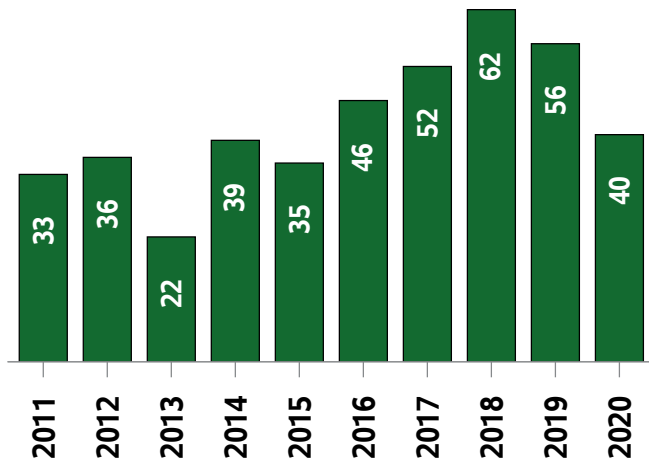


Average Price and Median Price

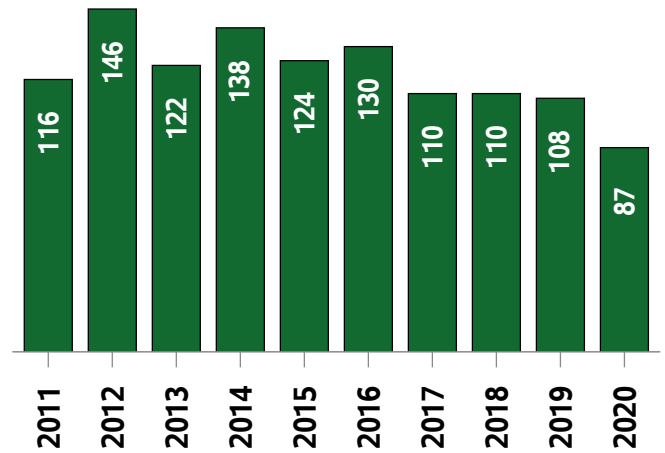


Creston MLS® Single Family Market Activity

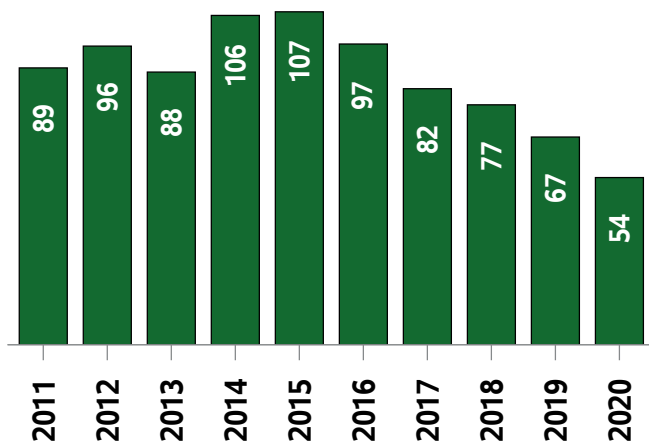
Sales Activity (June Year-to-date)



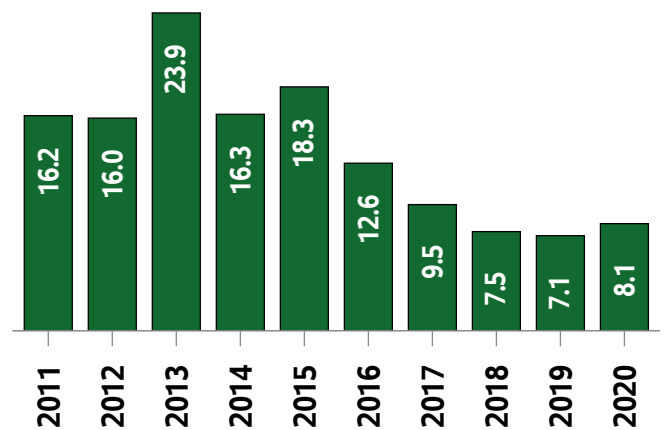
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Creston

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	13	85.7	18.2	0.0	-7.1	160.0	333.3
Dollar Volume	\$4,634,500	151.6	27.2	21.4	44.3	291.9	628.7
New Listings	24	26.3	9.1	20.0	4.3	33.3	14.3
Active Listings	61	-20.8	-31.5	-37.8	-51.6	-44.5	-40.2
Sales to New Listings Ratio ¹	54.2	36.8	50.0	65.0	60.9	27.8	14.3
Months of Inventory ²	4.7	11.0	8.1	7.5	9.0	22.0	34.0
Average Price	\$356,500	35.5	7.6	21.4	55.3	50.7	68.2
Median Price	\$362,000	43.1	22.7	63.1	63.4	60.9	78.3
Sales to List Price Ratio	96.3	95.3	94.7	96.4	93.9	94.5	90.4
Median Days on Market	67.0	109.0	61.0	75.0	117.5	110.0	64.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	40	-28.6	-35.5	-23.1	14.3	81.8	122.2
Dollar Volume	\$12,341,600	-29.3	-30.2	-14.6	54.0	163.6	211.0
New Listings	87	-19.4	-20.9	-20.9	-29.8	-28.7	-39.6
Active Listings ³	54	-19.5	-30.3	-34.7	-49.8	-38.7	-19.9
Sales to New Listings Ratio ⁴	46.0	51.9	56.4	47.3	28.2	18.0	12.5
Months of Inventory ⁵	8.1	7.1	7.5	9.5	18.3	23.9	22.3
Average Price	\$308,540	-1.0	8.1	11.0	34.7	45.0	40.0
Median Price	\$299,750	1.5	8.5	14.6	39.4	61.8	38.6
Sales to List Price Ratio	95.7	96.2	95.6	95.3	94.0	93.1	93.6
Median Days on Market	56.5	51.5	61.0	68.5	148.0	84.5	27.0

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

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

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

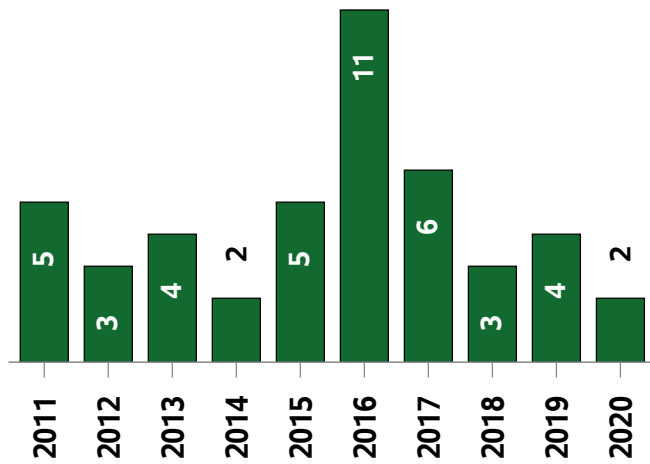
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

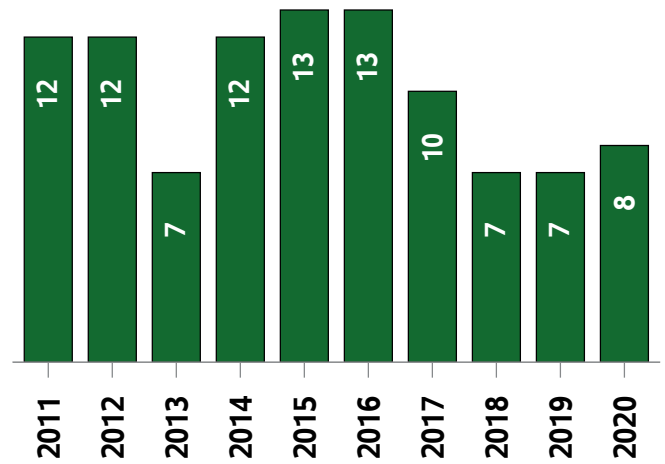
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

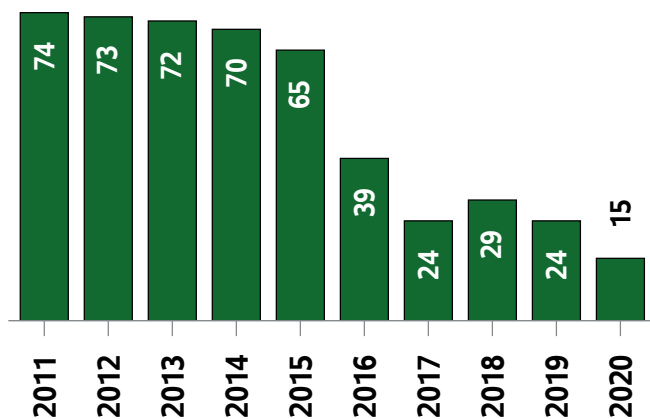
Sales Activity (June only)



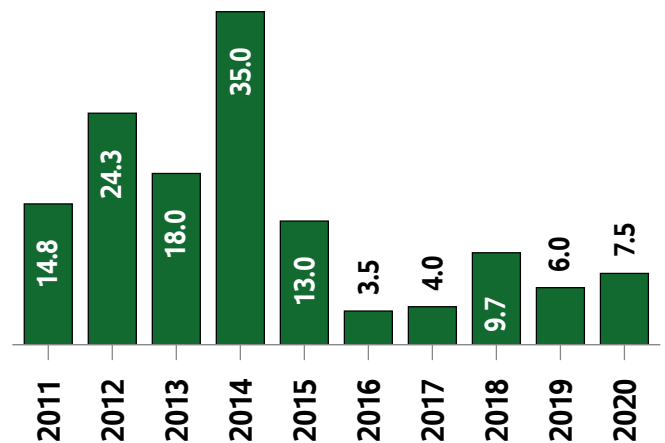
New Listings (June only)



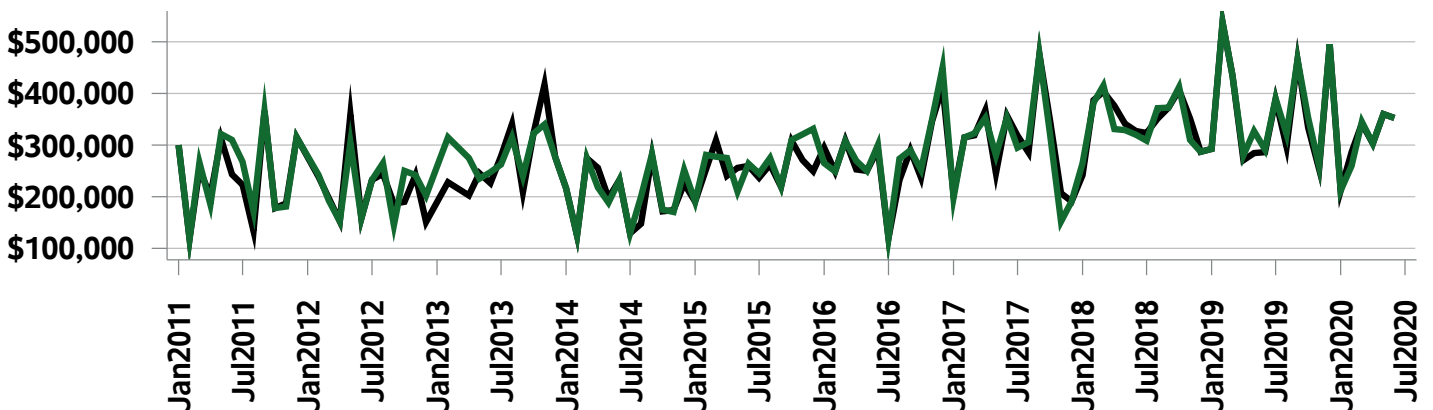
Active Listings (June only)



Months of Inventory (June only)

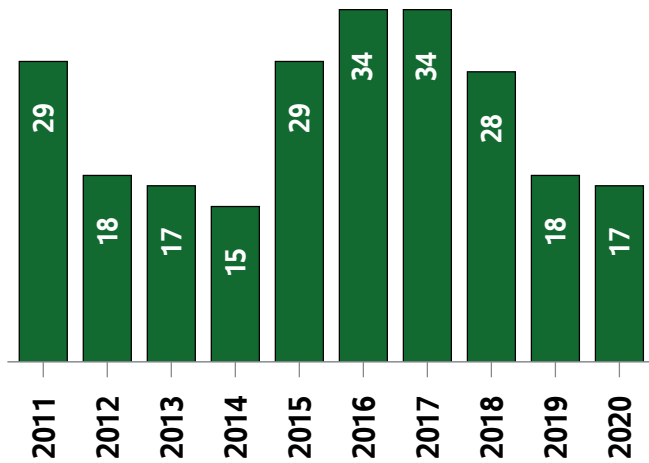


Average Price and Median Price

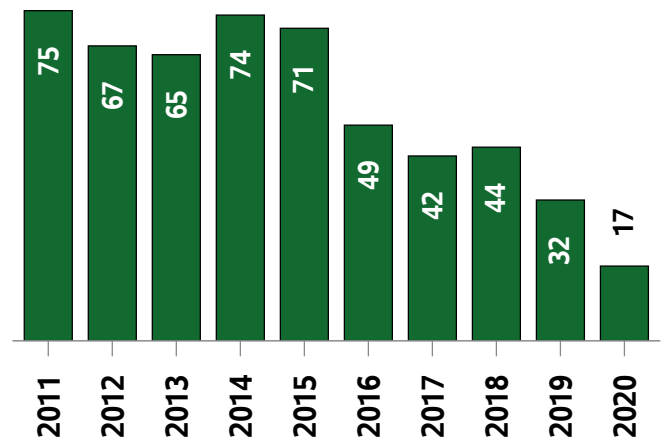


Golden MLS® Residential Market Activity

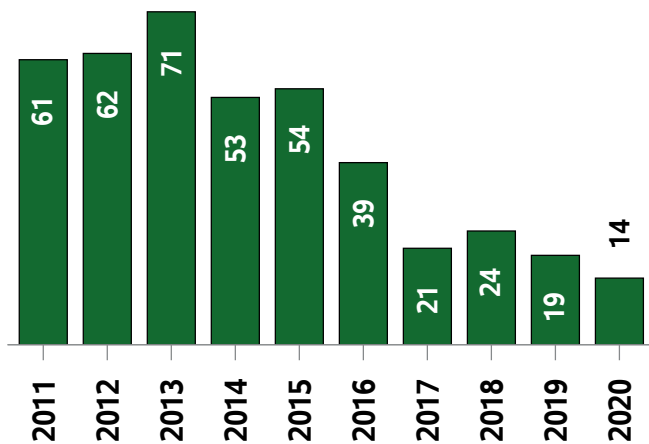
Sales Activity (June Year-to-date)



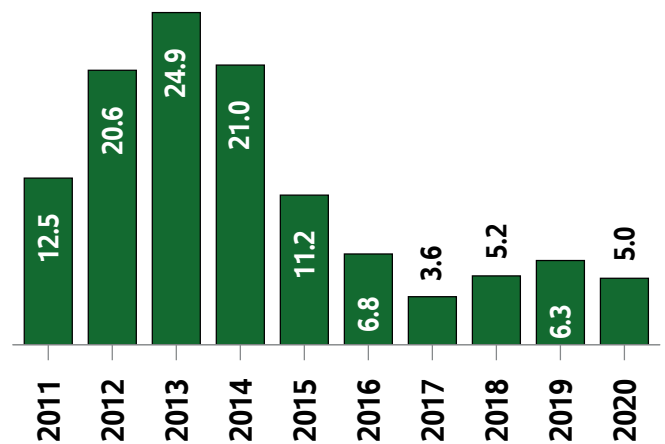
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Golden MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	2	-50.0	-33.3	-66.7	-60.0	-50.0	-60.0
Dollar Volume	\$705,000	-38.4	-28.2	-67.1	-45.7	-22.1	-32.3
New Listings	8	14.3	14.3	-20.0	-38.5	14.3	-61.9
Active Listings	15	-37.5	-48.3	-37.5	-76.9	-79.2	-77.6
Sales to New Listings Ratio ¹	25.0	57.1	42.9	60.0	38.5	57.1	23.8
Months of Inventory ²	7.5	6.0	9.7	4.0	13.0	18.0	13.4
Average Price	\$352,500	23.1	7.7	-1.3	35.7	55.8	69.3
Median Price	\$352,500	20.9	10.2	-0.1	33.5	42.4	49.4
Sales to List Price Ratio	95.7	94.1	94.7	96.7	94.6	91.8	90.4
Median Days on Market	69.0	17.5	37.0	28.0	146.0	123.0	60.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	17	-5.6	-39.3	-50.0	-41.4	0.0	0.0
Dollar Volume	\$4,974,600	-15.8	-50.3	-49.5	-32.3	27.1	6.6
New Listings	17	-46.9	-61.4	-59.5	-76.1	-73.8	-82.3
Active Listings ³	14	-25.4	-41.4	-30.9	-73.9	-80.0	-63.2
Sales to New Listings Ratio ⁴	100.0	56.3	63.6	81.0	40.8	26.2	17.7
Months of Inventory ⁵	5.0	6.3	5.2	3.6	11.2	24.9	13.6
Average Price	\$292,624	-10.9	-18.2	1.0	15.5	27.1	6.6
Median Price	\$330,000	-19.0	-8.8	8.2	26.0	26.9	10.0
Sales to List Price Ratio	96.2	95.0	95.4	95.2	95.9	91.5	93.9
Median Days on Market	71.0	58.5	33.0	31.0	101.0	140.0	21.0

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

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

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

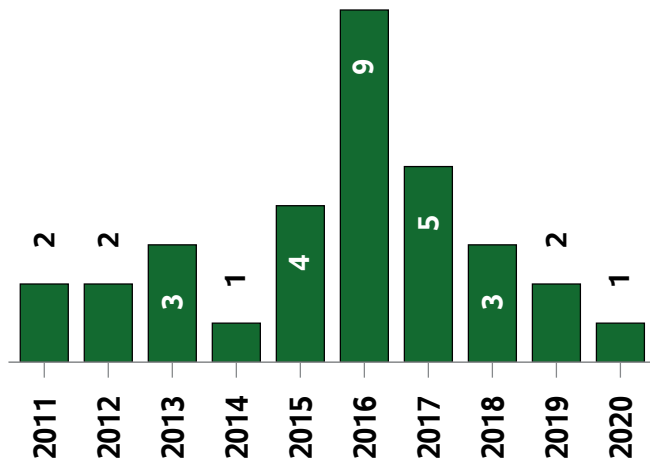
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

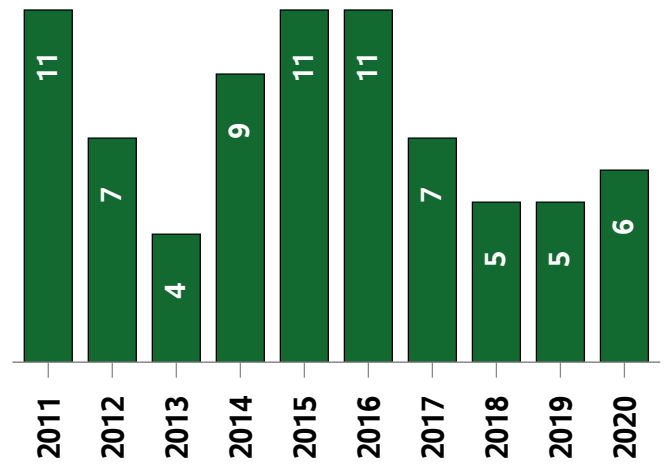
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

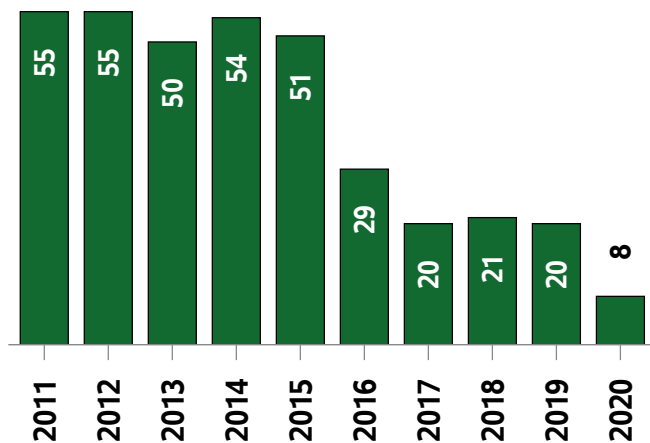
Sales Activity (June only)



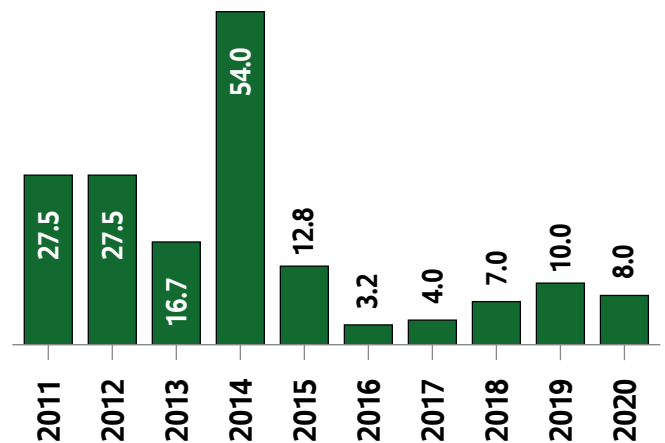
New Listings (June only)



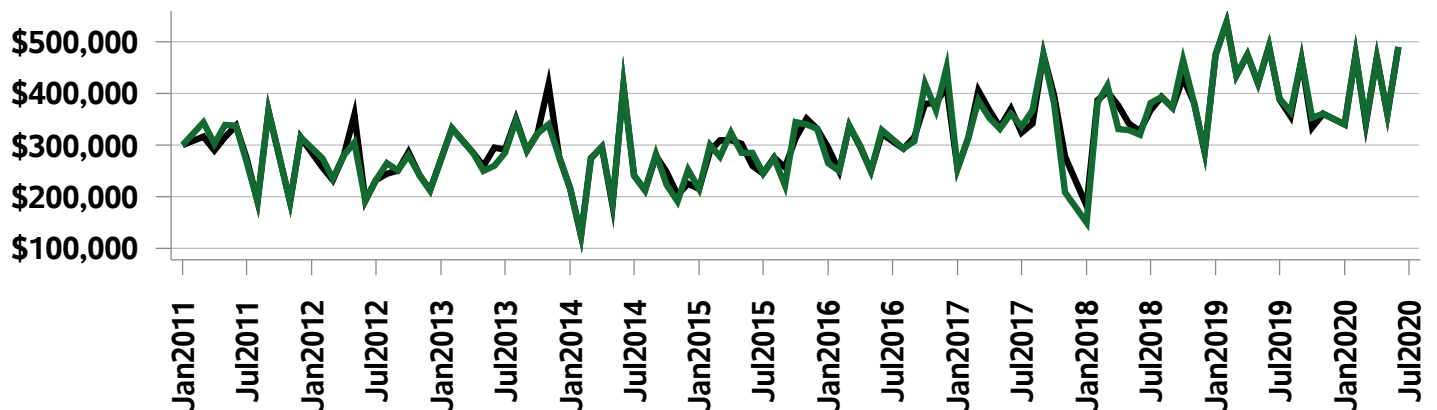
Active Listings (June only)



Months of Inventory (June only)

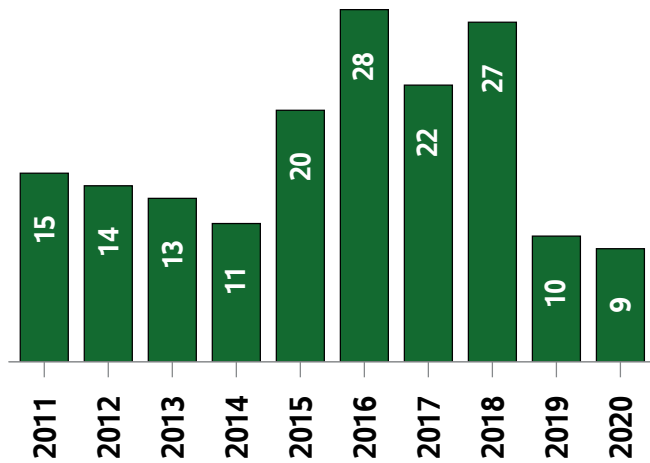


Average Price and Median Price

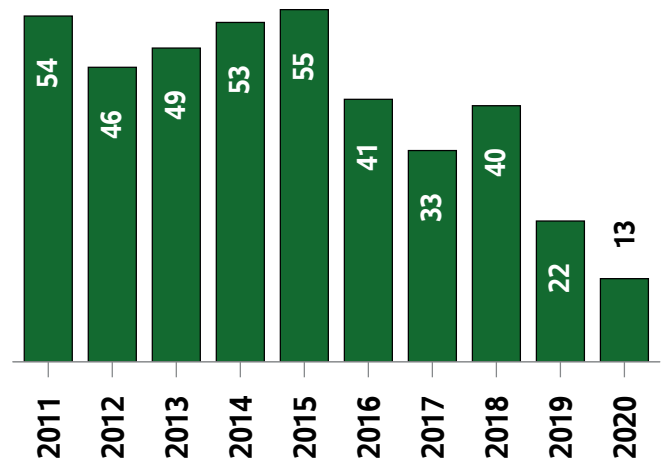


Golden MLS® Single Family Market Activity

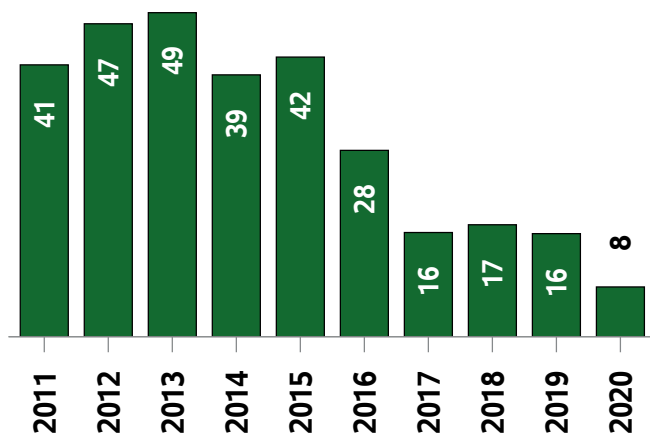
Sales Activity (June Year-to-date)



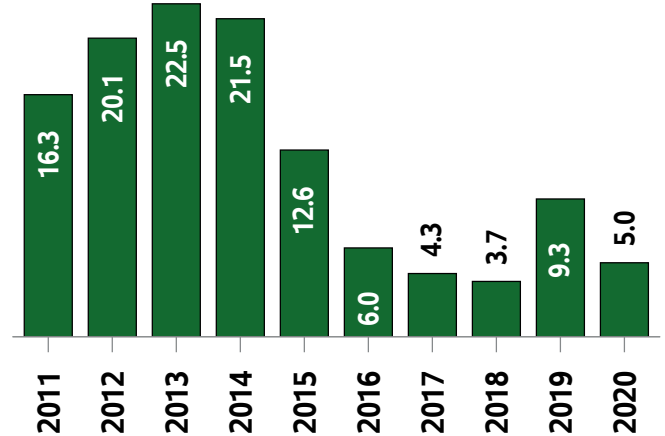
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Golden MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	1	-50.0	-66.7	-80.0	-75.0	-66.7	-66.7
Dollar Volume	\$490,000	-50.1	-50.1	-73.5	-52.8	-44.6	-27.5
New Listings	6	20.0	20.0	-14.3	-45.5	50.0	-45.5
Active Listings	8	-60.0	-61.9	-60.0	-84.3	-84.0	-82.6
Sales to New Listings Ratio ¹	16.7	40.0	60.0	71.4	36.4	75.0	27.3
Months of Inventory ²	8.0	10.0	7.0	4.0	12.8	16.7	15.3
Average Price	\$490,000	-0.2	49.8	32.4	88.7	66.1	117.5
Median Price	\$490,000	-0.2	53.1	35.8	72.1	88.5	107.6
Sales to List Price Ratio	98.0	96.5	94.7	96.6	94.0	93.5	89.2
Median Days on Market	94.0	12.0	37.0	25.0	123.5	106.0	68.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	9	-10.0	-66.7	-59.1	-55.0	-30.8	-30.8
Dollar Volume	\$3,632,500	-23.0	-62.1	-52.8	-37.3	-1.2	-10.3
New Listings	13	-40.9	-67.5	-60.6	-76.4	-73.5	-81.4
Active Listings ³	8	-51.6	-55.4	-52.1	-82.1	-84.6	-74.6
Sales to New Listings Ratio ⁴	69.2	45.5	67.5	66.7	36.4	26.5	18.6
Months of Inventory ⁵	5.0	9.3	3.7	4.3	12.6	22.5	13.6
Average Price	\$403,611	-14.4	13.6	15.3	39.4	42.6	29.5
Median Price	\$360,000	-23.4	0.3	4.3	24.7	30.9	18.8
Sales to List Price Ratio	96.8	96.6	95.4	95.5	95.8	93.4	94.0
Median Days on Market	94.0	126.5	32.0	22.5	121.0	150.0	21.0

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

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

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

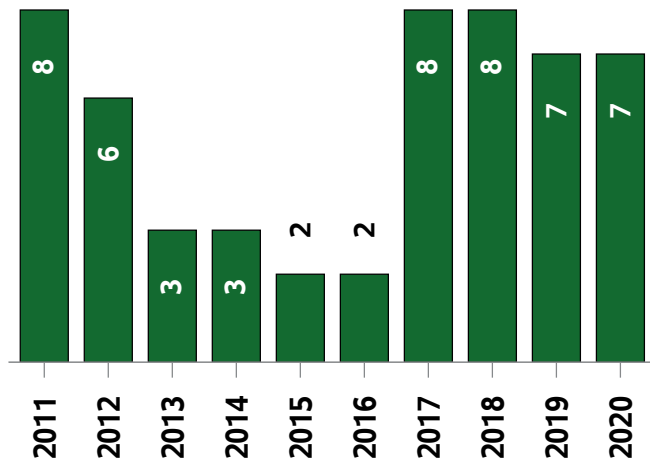
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

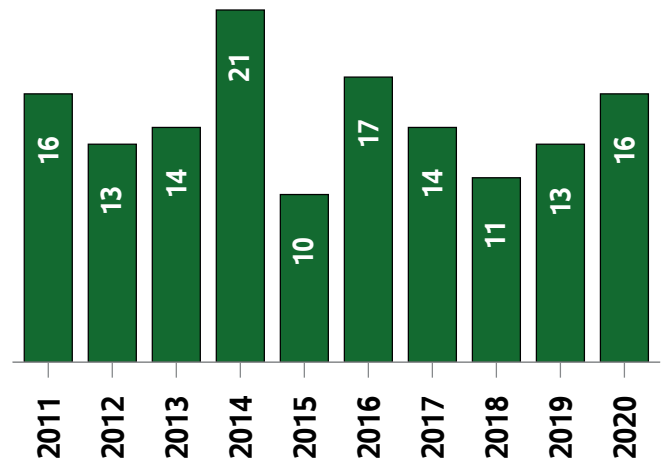
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

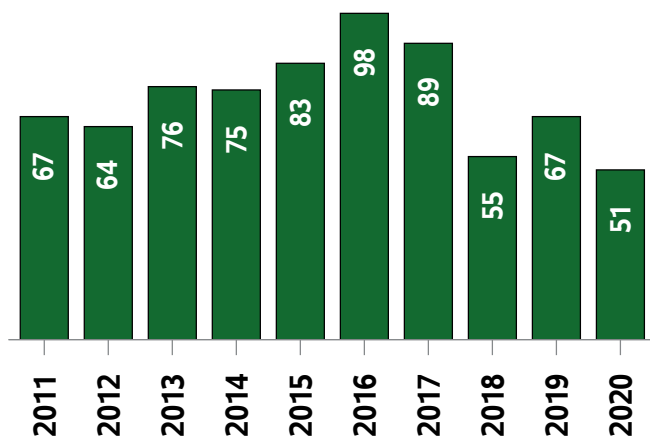
Sales Activity (June only)



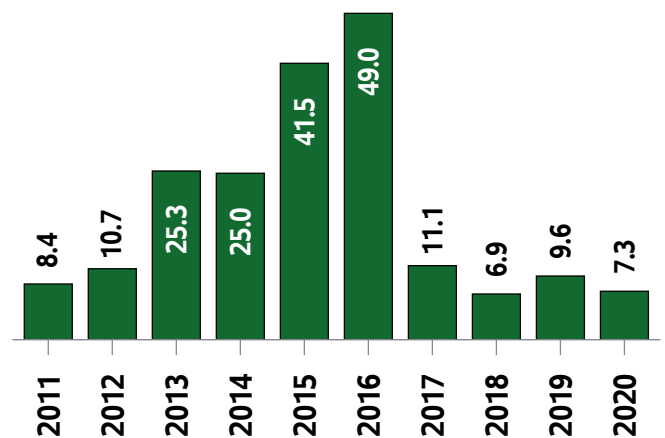
New Listings (June only)



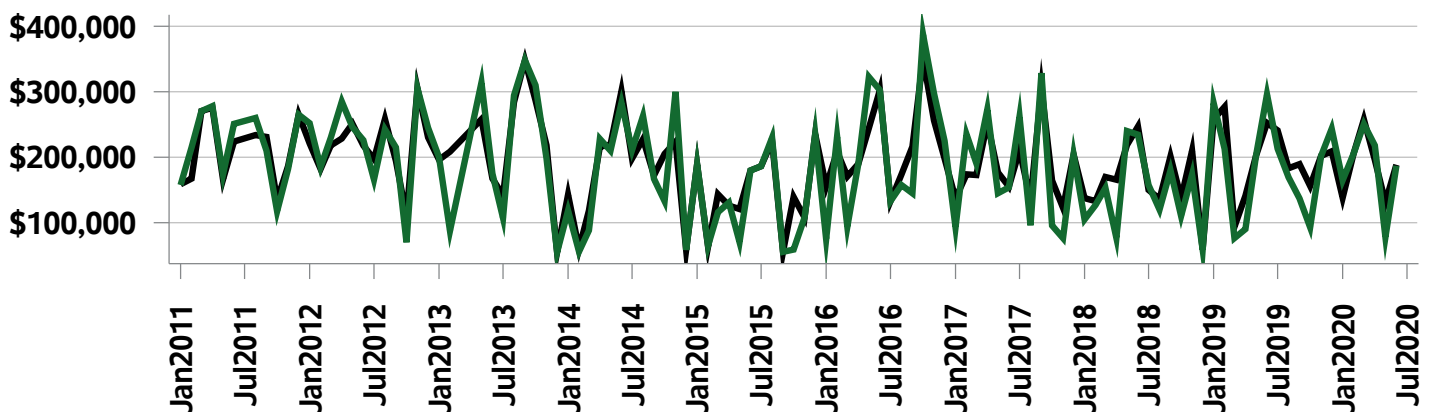
Active Listings (June only)



Months of Inventory (June only)



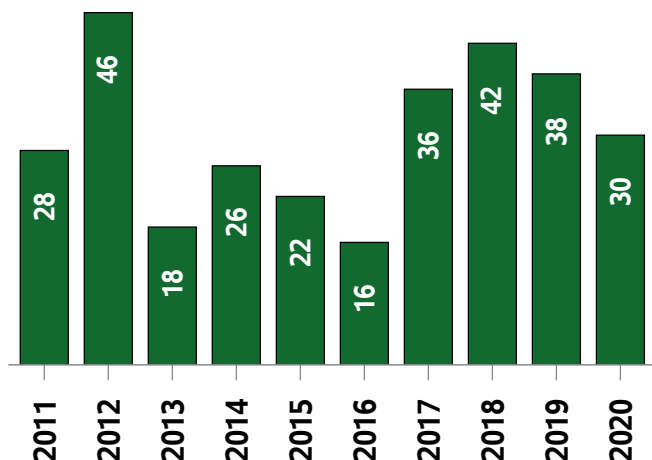
Average Price and Median Price



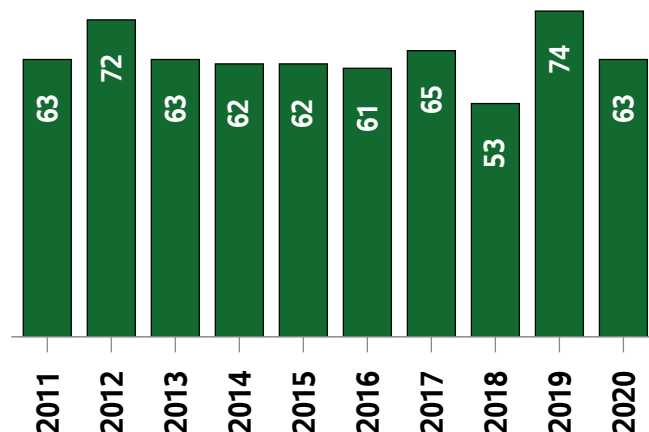
Elkford

MLS® Residential Market Activity

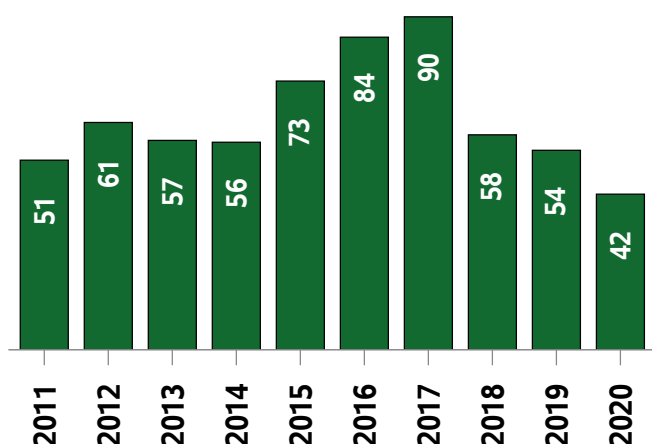
Sales Activity (June Year-to-date)



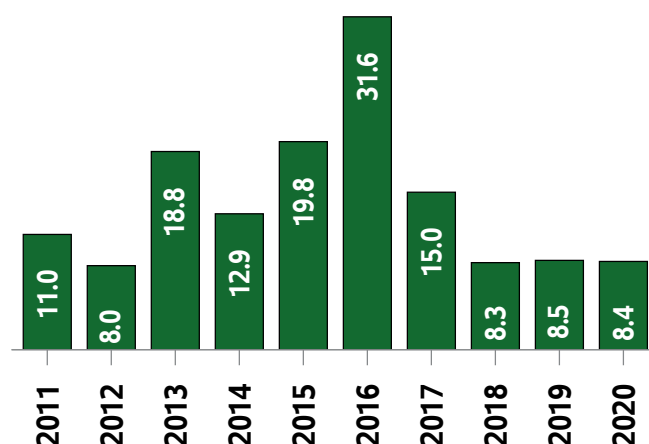
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Elkford

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	7	0.0	-12.5	-12.5	250.0	133.3	250.0
Dollar Volume	\$1,319,800	-25.3	-33.2	6.3	267.1	162.6	692.7
New Listings	16	23.1	45.5	14.3	60.0	14.3	33.3
Active Listings	51	-23.9	-7.3	-42.7	-38.6	-32.9	8.5
Sales to New Listings Ratio ¹	43.8	53.8	72.7	57.1	20.0	21.4	16.7
Months of Inventory ²	7.3	9.6	6.9	11.1	41.5	25.3	23.5
Average Price	\$188,543	-25.3	-23.6	21.5	4.9	12.6	126.5
Median Price	\$186,900	-36.9	-20.3	21.4	4.0	6.8	124.5
Sales to List Price Ratio	96.7	97.9	96.9	93.0	95.8	94.3	95.2
Median Days on Market	96.0	75.0	107.5	116.0	23.5	32.0	42.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	30	-21.1	-28.6	-16.7	36.4	66.7	400.0
Dollar Volume	\$5,492,850	-32.1	-30.9	-12.7	93.4	41.2	458.5
New Listings	63	-14.9	18.9	-3.1	1.6	0.0	8.6
Active Listings ³	42	-22.0	-27.6	-53.2	-42.1	-25.7	44.8
Sales to New Listings Ratio ⁴	47.6	51.4	79.2	55.4	35.5	28.6	10.3
Months of Inventory ⁵	8.4	8.5	8.3	15.0	19.8	18.8	29.0
Average Price	\$183,095	-14.0	-3.3	4.7	41.8	-15.3	11.7
Median Price	\$185,825	-11.5	-17.0	19.3	143.7	-0.9	32.7
Sales to List Price Ratio	95.9	95.6	95.6	94.4	93.3	94.4	96.3
Median Days on Market	61.5	67.5	128.0	195.0	155.0	79.5	55.0

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

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

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

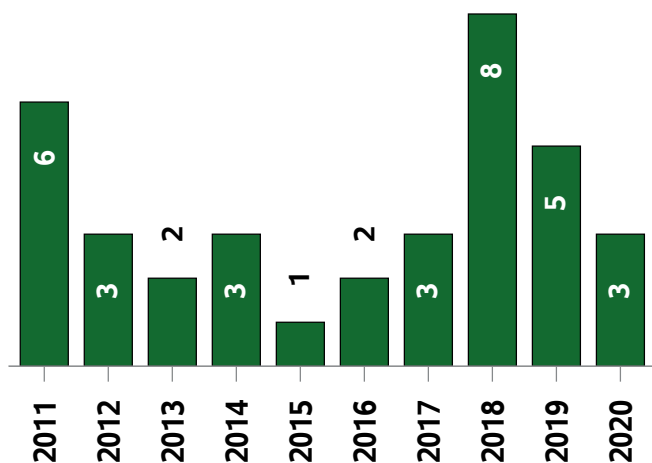
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

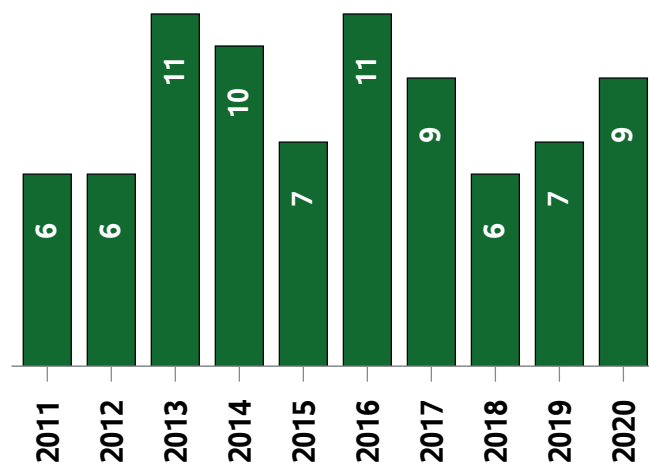
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

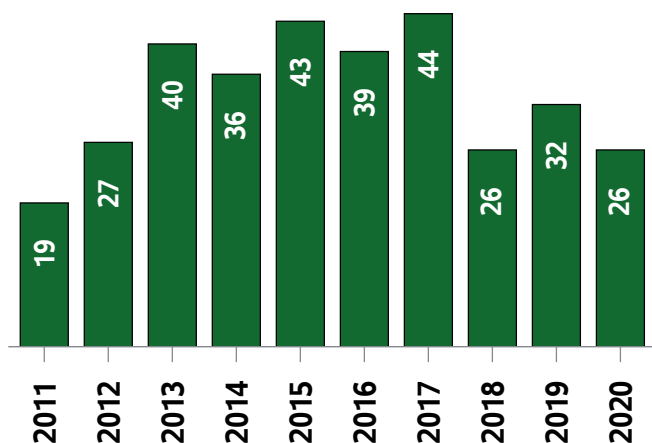
Sales Activity (June only)



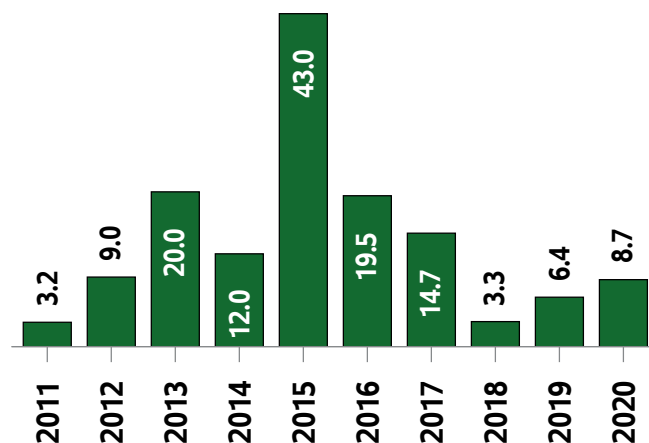
New Listings (June only)



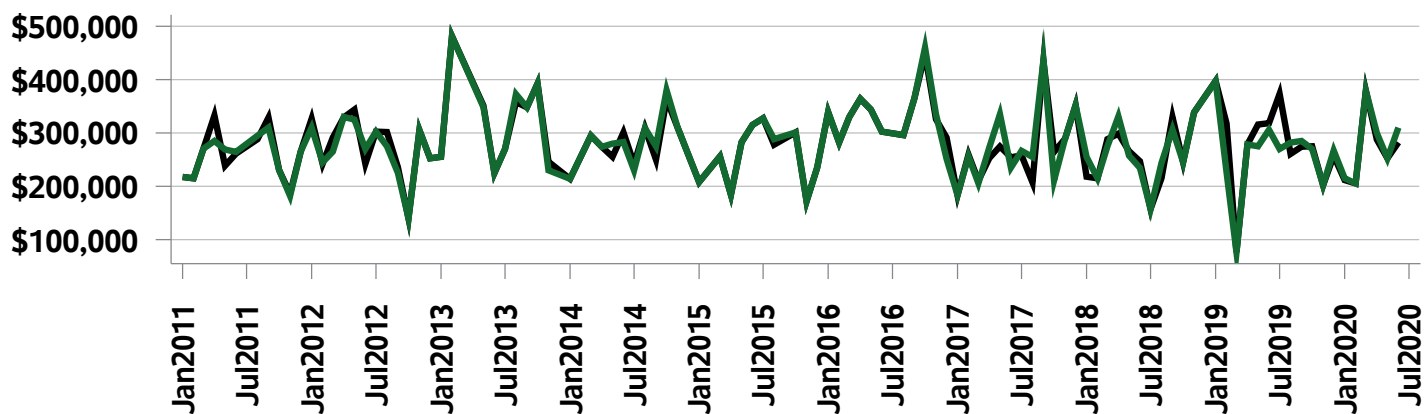
Active Listings (June only)



Months of Inventory (June only)

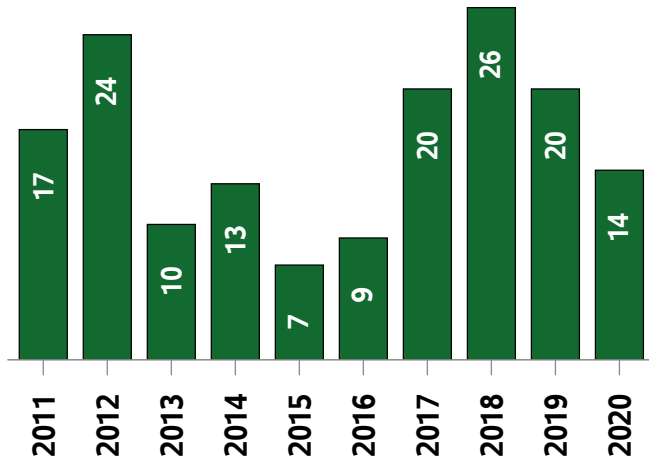


Average Price and Median Price

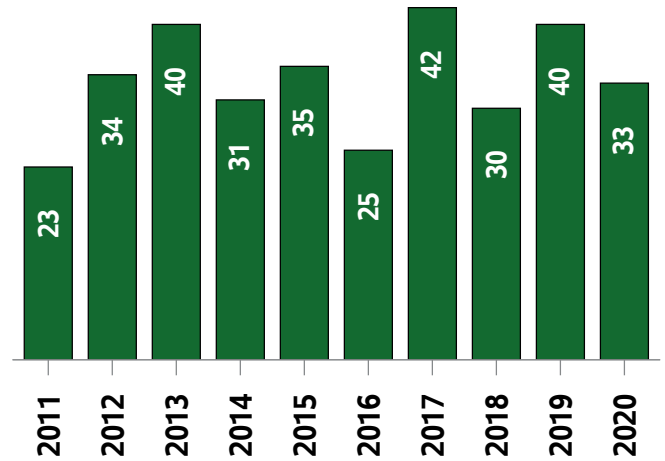


Elkford MLS® Single Family Market Activity

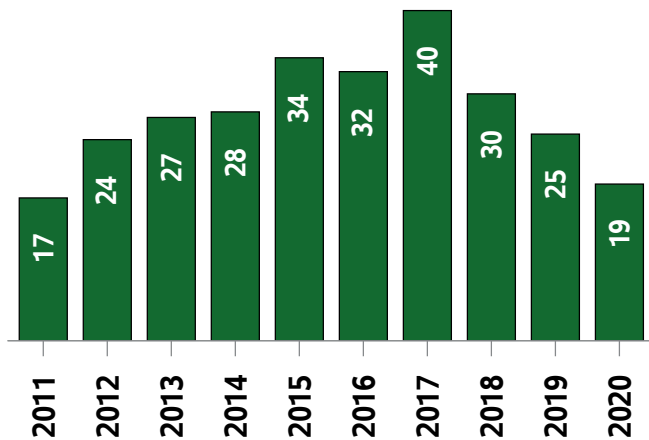
Sales Activity (June Year-to-date)



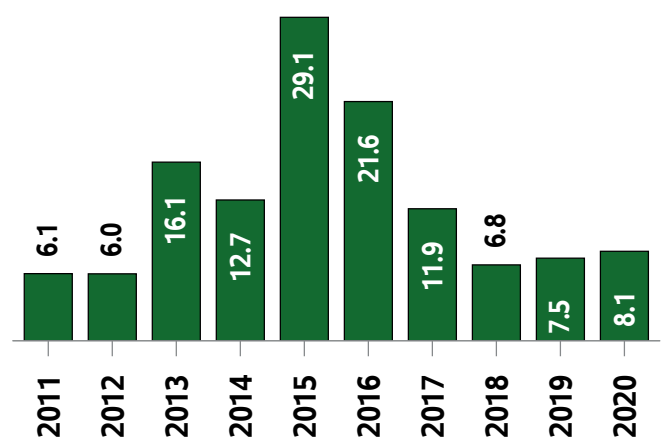
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Elkford

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	3	-40.0	-62.5	0.0	200.0	50.0	200.0
Dollar Volume	\$846,900	-46.8	-57.1	11.0	168.9	88.2	926.5
New Listings	9	28.6	50.0	0.0	28.6	-18.2	28.6
Active Listings	26	-18.8	0.0	-40.9	-39.5	-35.0	-10.3
Sales to New Listings Ratio ¹	33.3	71.4	133.3	33.3	14.3	18.2	14.3
Months of Inventory ²	8.7	6.4	3.3	14.7	43.0	20.0	29.0
Average Price	\$282,300	-11.3	14.4	11.0	-10.4	25.5	242.2
Median Price	\$310,000	1.3	32.2	31.9	-1.6	37.8	275.8
Sales to List Price Ratio	97.5	97.6	96.9	93.8	96.9	93.7	92.7
Median Days on Market	184.0	75.0	107.5	55.0	31.0	27.5	60.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	14	-30.0	-46.2	-30.0	100.0	40.0	250.0
Dollar Volume	\$3,766,400	-40.7	-44.1	-23.0	123.4	13.2	391.4
New Listings	33	-17.5	10.0	-21.4	-5.7	-17.5	-10.8
Active Listings ³	19	-24.2	-36.5	-52.5	-44.6	-29.8	2.7
Sales to New Listings Ratio ⁴	42.4	50.0	86.7	47.6	20.0	25.0	10.8
Months of Inventory ⁵	8.1	7.5	6.8	11.9	29.1	16.1	27.5
Average Price	\$269,029	-15.2	3.9	10.0	11.7	-19.1	40.4
Median Price	\$271,750	-9.6	5.5	8.4	12.8	-12.1	36.2
Sales to List Price Ratio	96.2	96.4	96.1	96.3	94.9	95.5	95.6
Median Days on Market	61.5	54.5	128.0	108.5	65.0	54.5	55.0

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

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

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

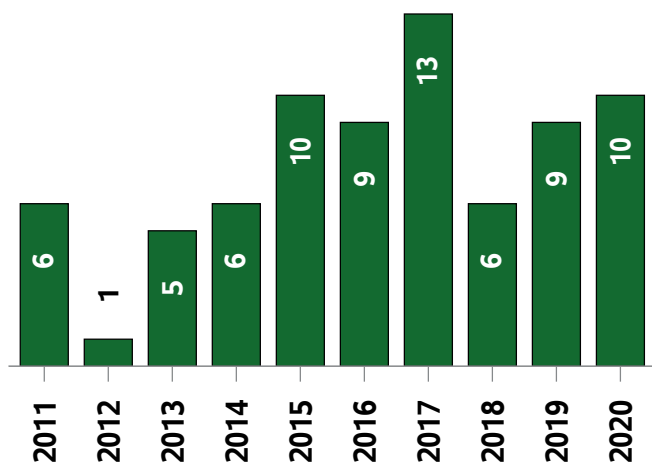
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

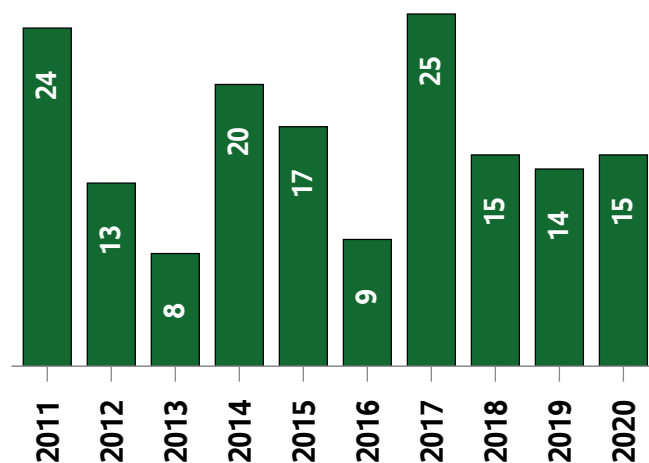
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

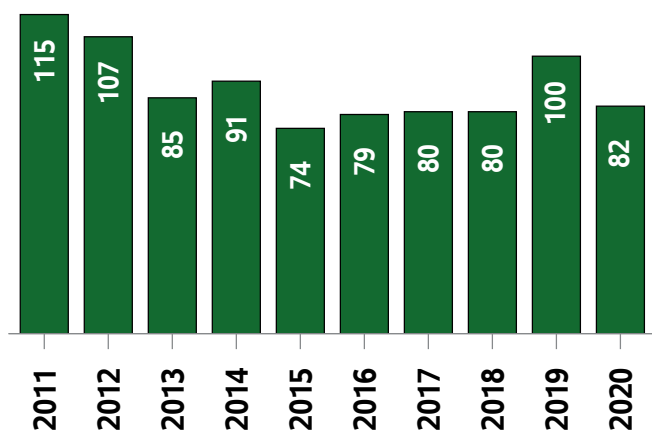
Sales Activity (June only)



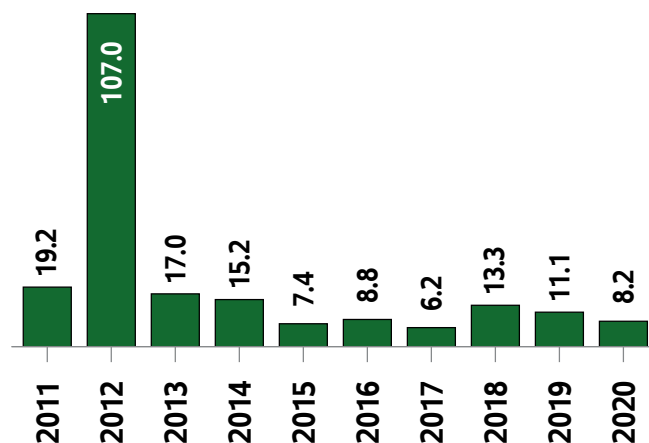
New Listings (June only)



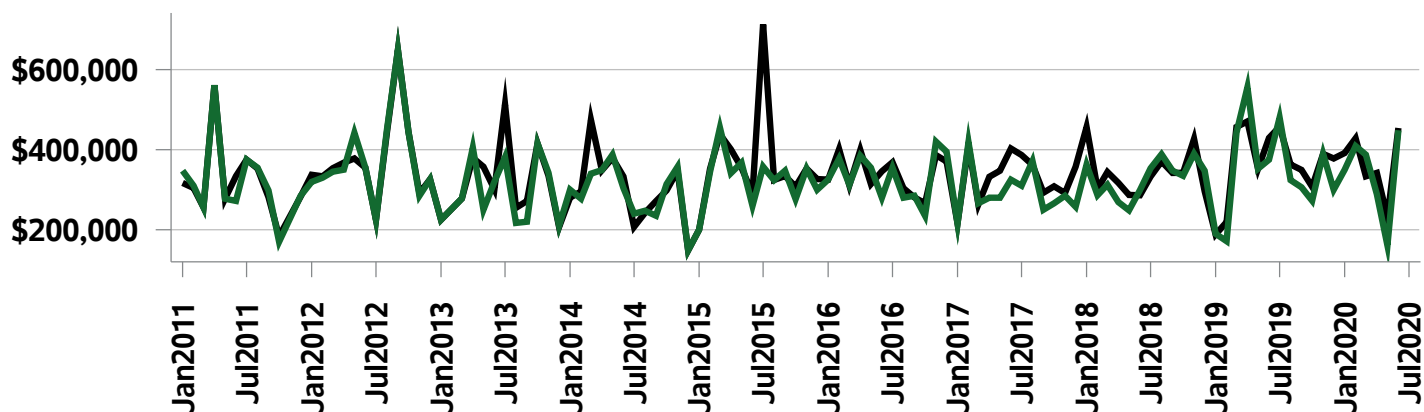
Active Listings (June only)



Months of Inventory (June only)

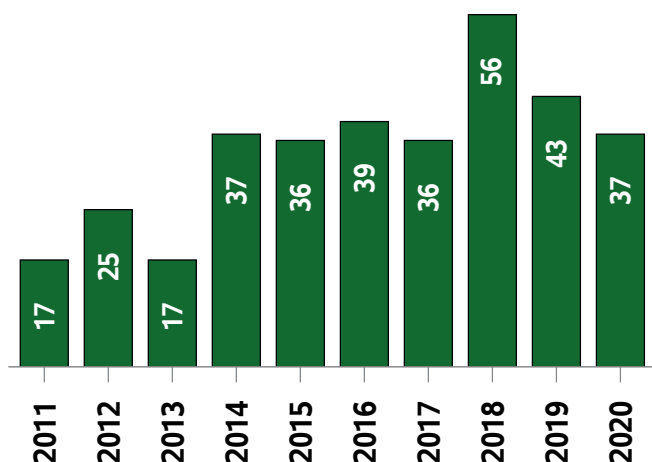


Average Price and Median Price

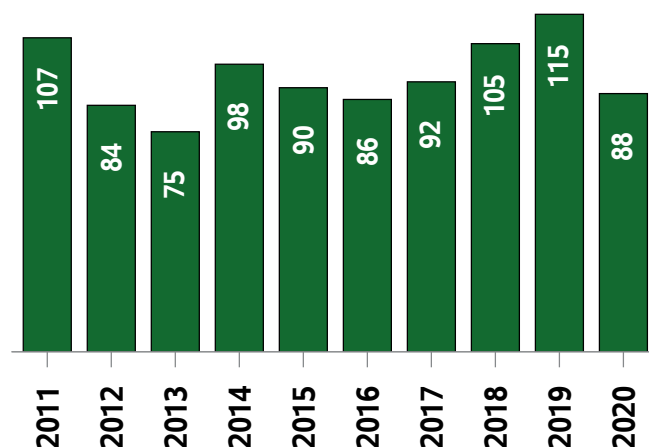


Invermere MLS® Residential Market Activity

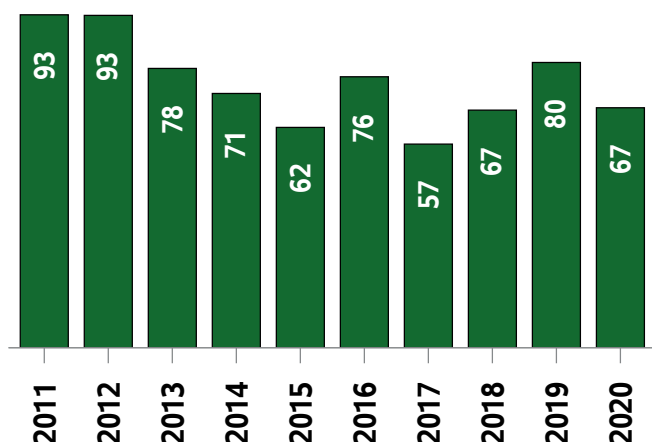
Sales Activity (June Year-to-date)



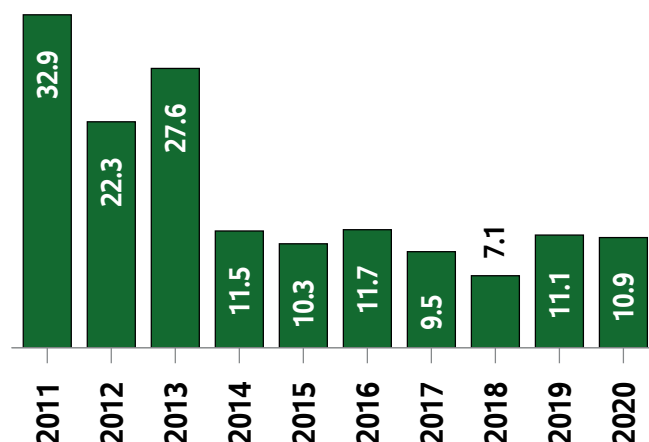
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Invermere MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	10	11.1	66.7	-23.1	0.0	100.0	66.7
Dollar Volume	\$4,542,000	17.5	164.6	-13.3	56.8	201.8	121.3
New Listings	15	7.1	0.0	-40.0	-11.8	87.5	-21.1
Active Listings	82	-18.0	2.5	2.5	10.8	-3.5	-18.0
Sales to New Listings Ratio ¹	66.7	64.3	40.0	52.0	58.8	62.5	31.6
Months of Inventory ²	8.2	11.1	13.3	6.2	7.4	17.0	16.7
Average Price	\$454,200	5.8	58.8	12.7	56.8	50.9	32.8
Median Price	\$448,500	19.6	50.0	38.0	72.7	40.2	52.9
Sales to List Price Ratio	95.5	97.4	96.6	96.6	95.7	91.3	94.3
Median Days on Market	64.0	23.0	72.0	38.0	163.5	95.0	39.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	37	-14.0	-33.9	2.8	2.8	117.6	131.3
Dollar Volume	\$14,022,700	-13.5	-23.5	7.3	8.0	150.8	140.3
New Listings	88	-23.5	-16.2	-4.3	-2.2	17.3	-31.8
Active Listings ³	67	-15.9	1.0	17.8	8.9	-14.1	4.7
Sales to New Listings Ratio ⁴	42.0	37.4	53.3	39.1	40.0	22.7	12.4
Months of Inventory ⁵	10.9	11.1	7.1	9.5	10.3	27.6	24.1
Average Price	\$378,992	0.5	15.8	4.4	5.1	15.2	3.9
Median Price	\$399,900	6.6	34.9	25.2	11.1	35.6	24.0
Sales to List Price Ratio	96.8	97.4	96.0	95.6	95.6	93.8	93.6
Median Days on Market	80.0	49.0	56.0	50.0	97.0	90.0	26.0

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

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

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

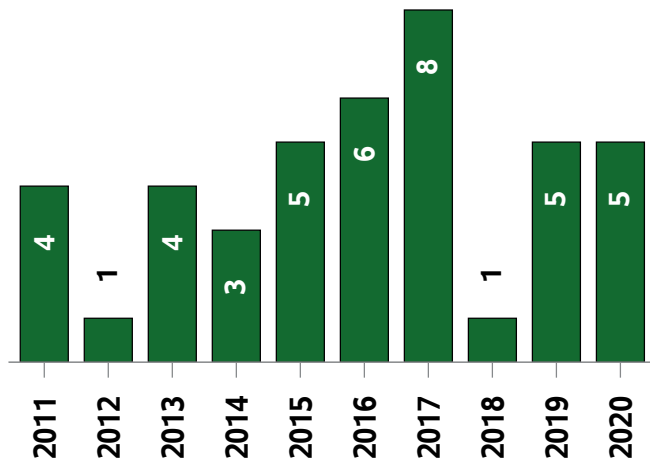
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

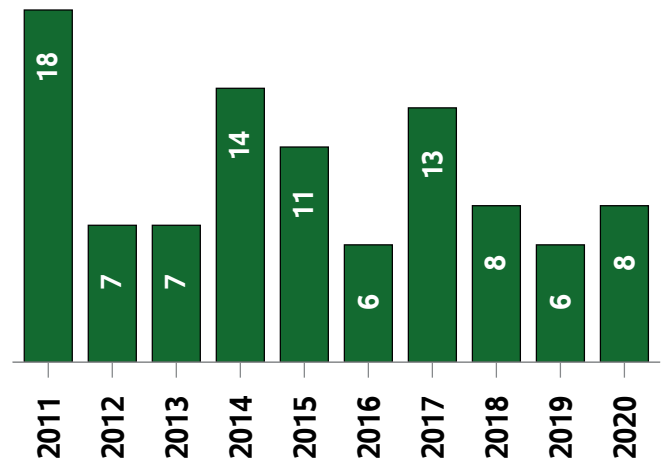
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

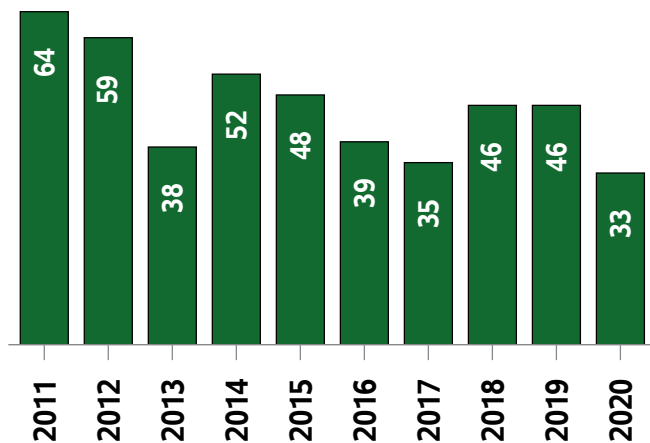
Sales Activity (June only)



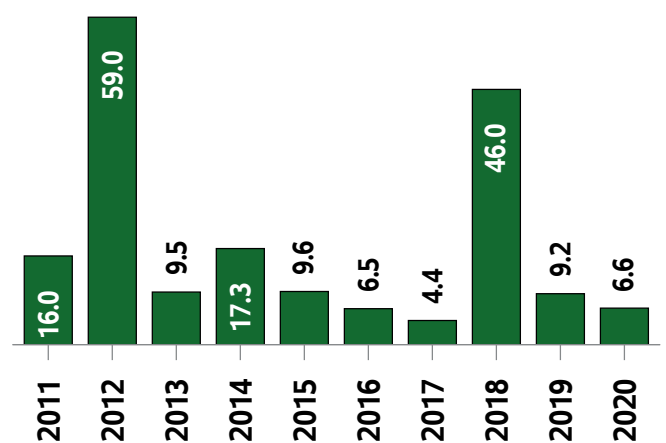
New Listings (June only)



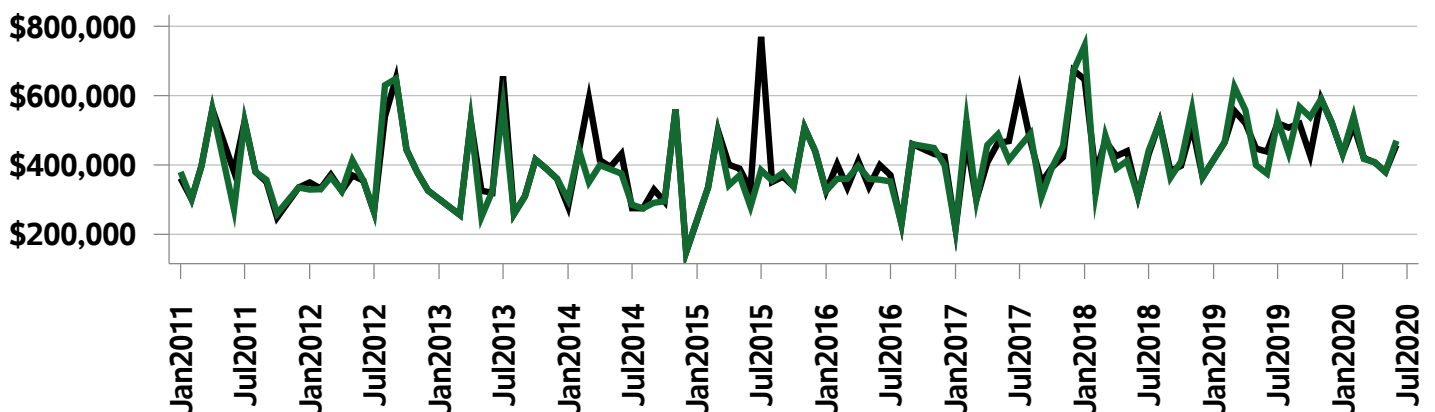
Active Listings (June only)



Months of Inventory (June only)

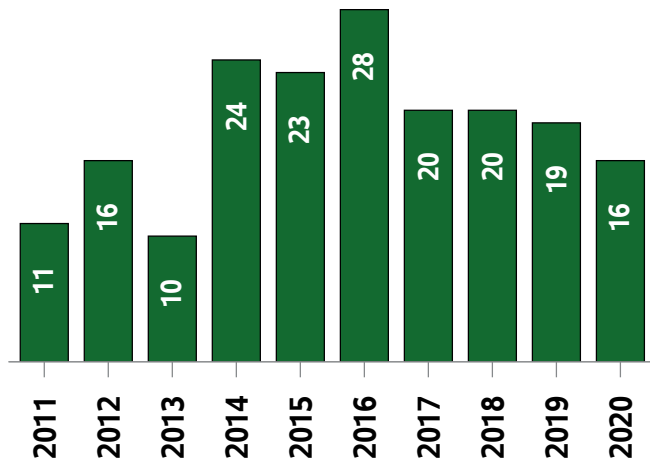


Average Price and Median Price

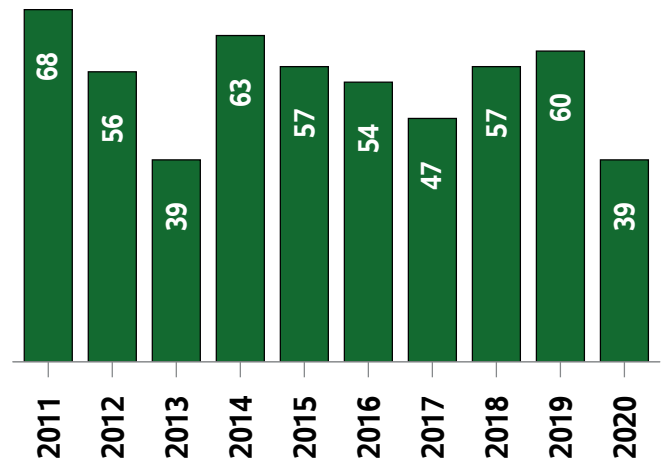


Invermere MLS® Single Family Market Activity

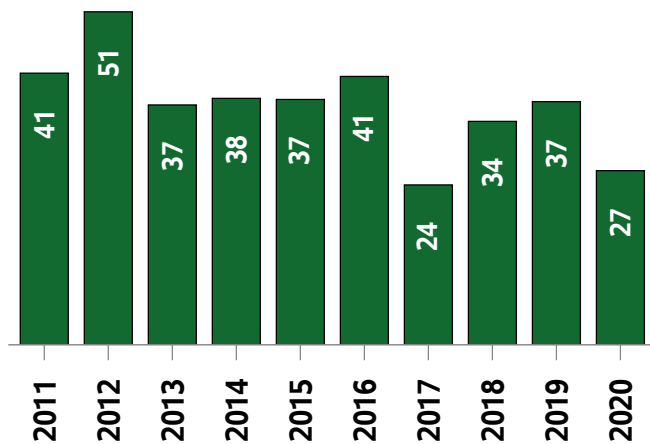
Sales Activity (June Year-to-date)



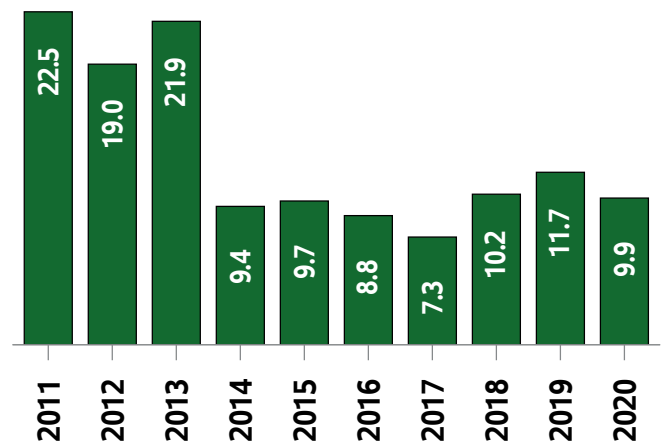
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Invermere MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	5	0.0	400.0	-37.5	0.0	25.0	66.7
Dollar Volume	\$2,286,000	4.3	637.4	-39.1	39.0	78.6	71.9
New Listings	8	33.3	0.0	-38.5	-27.3	14.3	-38.5
Active Listings	33	-28.3	-28.3	-5.7	-31.3	-13.2	-42.1
Sales to New Listings Ratio ¹	62.5	83.3	12.5	61.5	45.5	57.1	23.1
Months of Inventory ²	6.6	9.2	46.0	4.4	9.6	9.5	19.0
Average Price	\$457,200	4.3	47.5	-2.5	39.0	42.9	3.1
Median Price	\$470,000	25.3	51.6	13.4	67.9	44.6	11.9
Sales to List Price Ratio	93.7	95.7	94.2	96.5	94.8	93.2	94.8
Median Days on Market	56.0	28.0	121.0	35.5	55.0	107.0	2.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	16	-15.8	-20.0	-20.0	-30.4	60.0	33.3
Dollar Volume	\$7,160,400	-22.5	-22.8	-18.2	-24.8	101.0	55.8
New Listings	39	-35.0	-31.6	-17.0	-31.6	0.0	-46.6
Active Listings ³	27	-28.4	-22.1	8.9	-29.0	-27.4	-18.0
Sales to New Listings Ratio ⁴	41.0	31.7	35.1	42.6	40.4	25.6	16.4
Months of Inventory ⁵	9.9	11.7	10.2	7.3	9.7	21.9	16.2
Average Price	\$447,525	-8.0	-3.5	2.3	8.0	25.6	16.8
Median Price	\$438,500	0.2	10.5	3.2	20.1	34.9	24.0
Sales to List Price Ratio	96.6	97.0	95.0	96.2	95.5	94.8	93.6
Median Days on Market	67.5	29.0	54.5	45.0	94.0	95.5	22.0

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

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

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

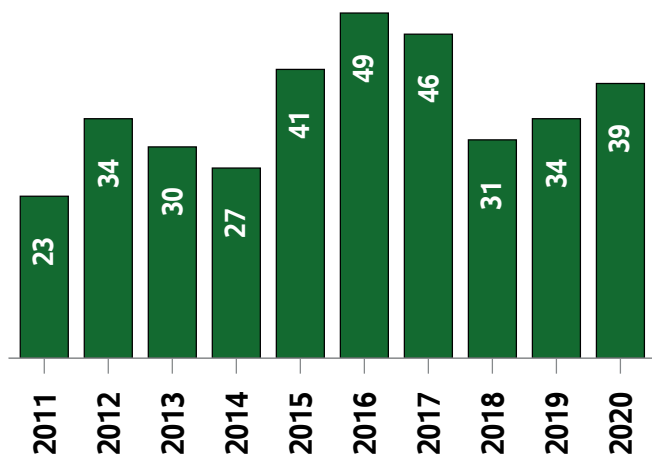
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

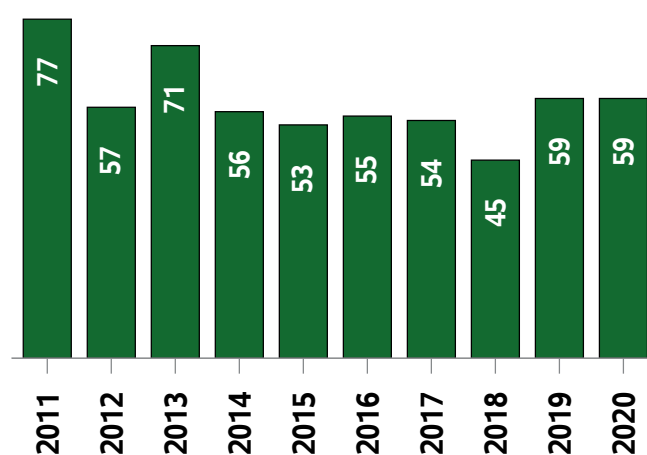
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

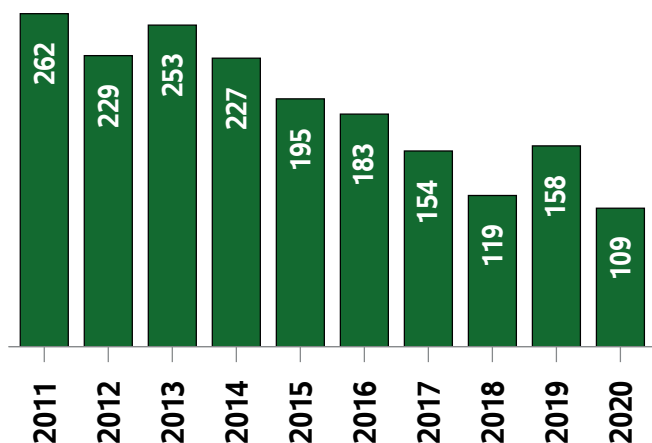
Sales Activity (June only)



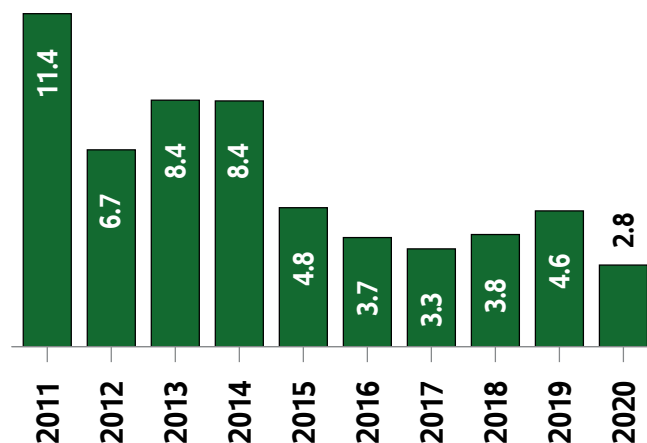
New Listings (June only)



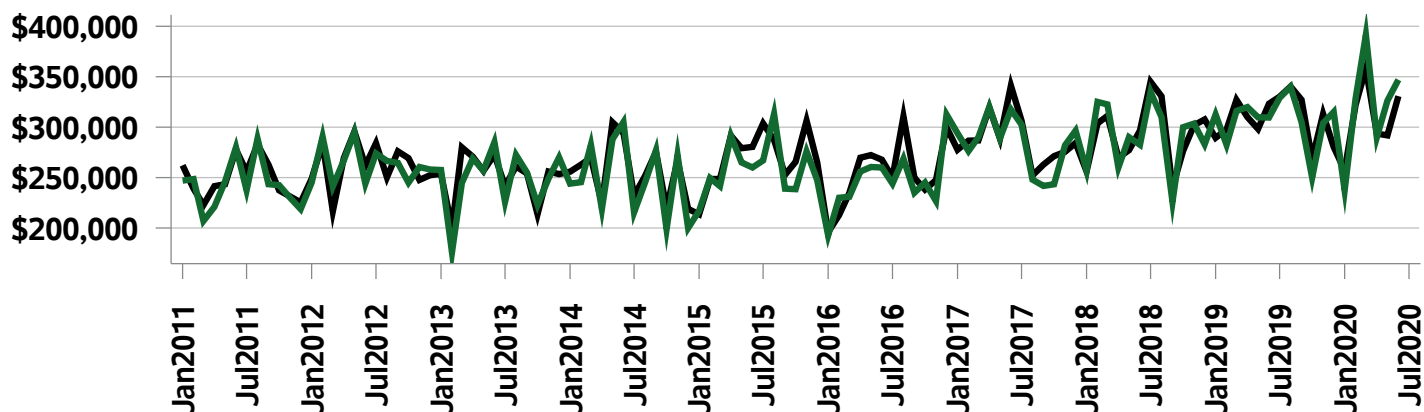
Active Listings (June only)



Months of Inventory (June only)



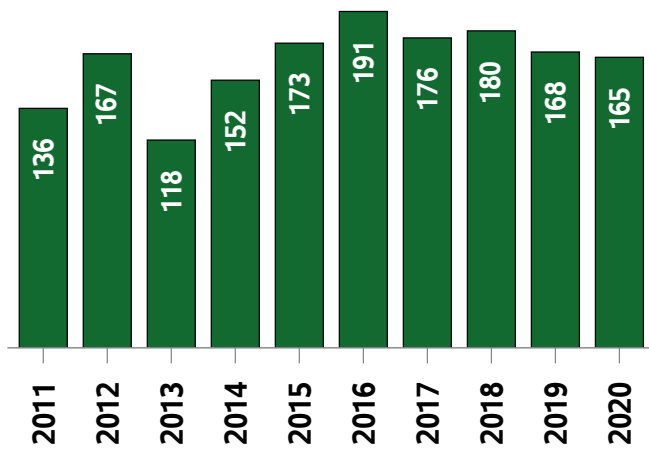
Average Price and Median Price



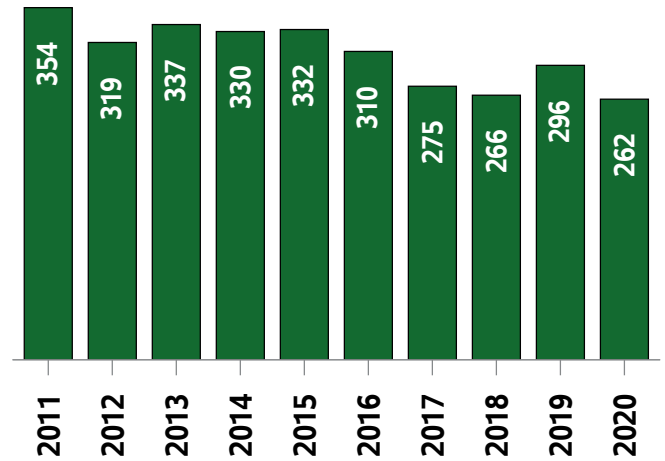
Cranbrook

MLS® Residential Market Activity

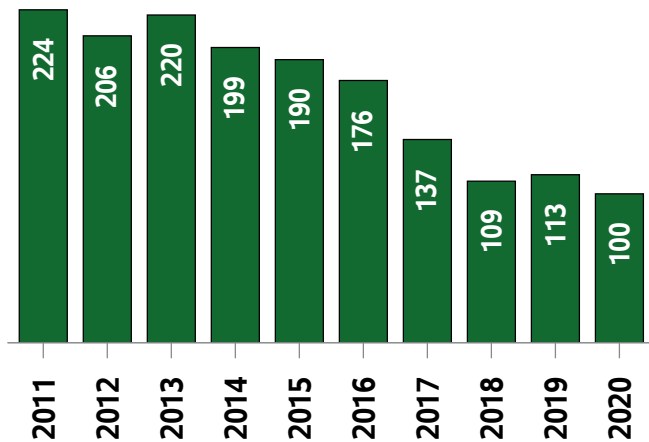
Sales Activity (June Year-to-date)



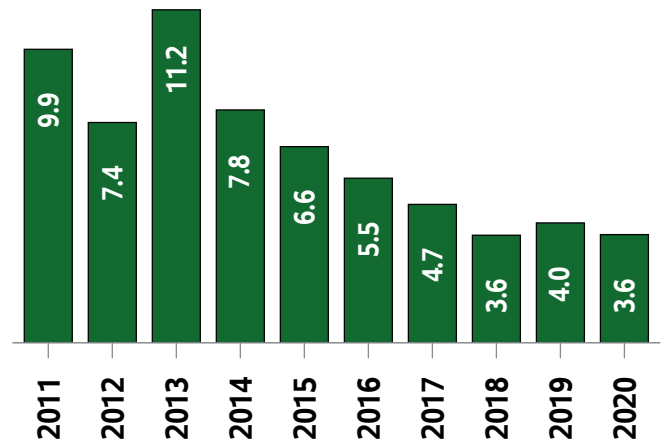
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Cranbrook

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	39	14.7	25.8	-15.2	-4.9	30.0	143.8
Dollar Volume	\$12,898,700	17.4	40.3	-17.8	12.2	57.6	208.6
New Listings	59	0.0	31.1	9.3	11.3	-16.9	3.5
Active Listings	109	-31.0	-8.4	-29.2	-44.1	-56.9	-52.6
Sales to New Listings Ratio ¹	66.1	57.6	68.9	85.2	77.4	42.3	28.1
Months of Inventory ²	2.8	4.6	3.8	3.3	4.8	8.4	14.4
Average Price	\$330,736	2.3	11.5	-3.0	17.9	21.3	26.6
Median Price	\$347,000	12.1	22.8	9.3	33.5	21.8	33.3
Sales to List Price Ratio	97.1	97.6	96.9	97.2	96.4	96.9	96.9
Median Days on Market	28.0	30.0	42.0	50.0	62.0	69.5	32.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	165	-1.8	-8.3	-6.3	-4.6	39.8	25.0
Dollar Volume	\$52,240,502	0.9	2.2	-2.9	12.3	73.7	55.6
New Listings	262	-11.5	-1.5	-4.7	-21.1	-22.3	-36.3
Active Listings ³	100	-11.4	-7.8	-26.7	-47.4	-54.5	-35.2
Sales to New Listings Ratio ⁴	63.0	56.8	67.7	64.0	52.1	35.0	32.1
Months of Inventory ⁵	3.6	4.0	3.6	4.7	6.6	11.2	7.0
Average Price	\$316,609	2.7	11.5	3.6	17.8	24.2	24.5
Median Price	\$327,000	4.3	15.8	9.0	25.8	27.2	30.0
Sales to List Price Ratio	97.7	97.0	97.6	97.0	96.4	96.0	96.7
Median Days on Market	36.0	35.0	38.0	47.5	59.0	66.5	28.0

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

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

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

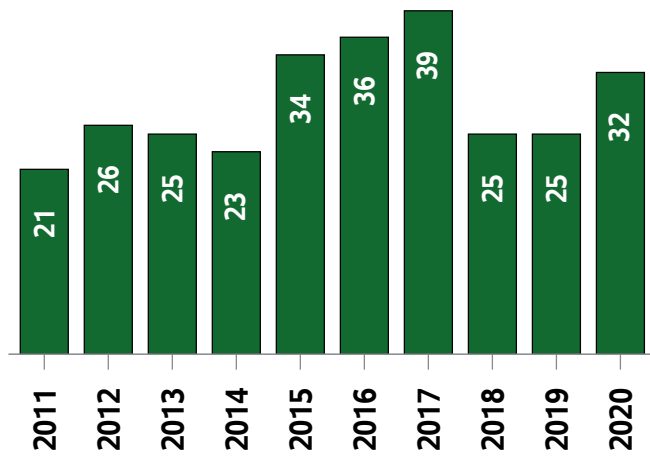
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

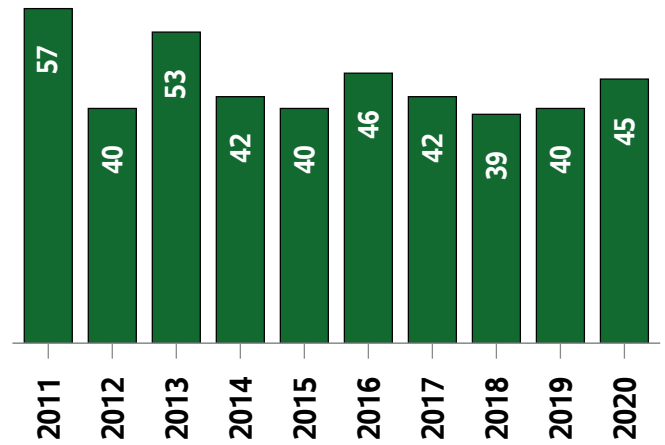
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

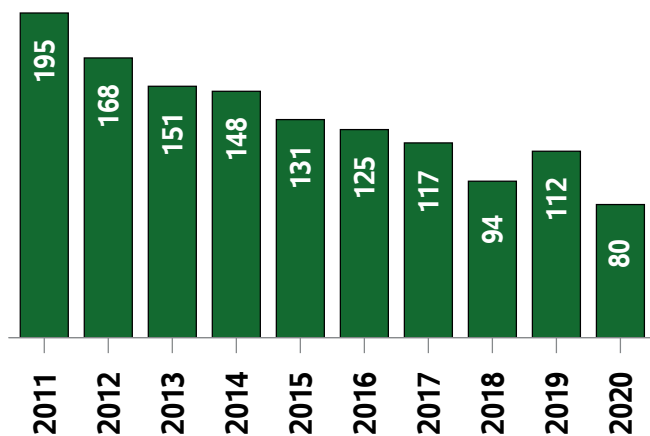
Sales Activity (June only)



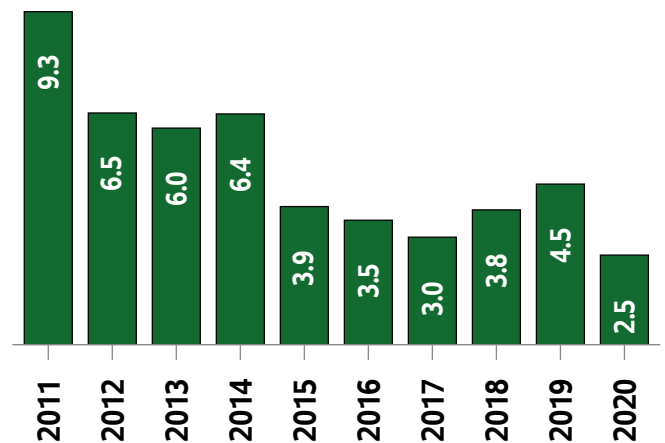
New Listings (June only)



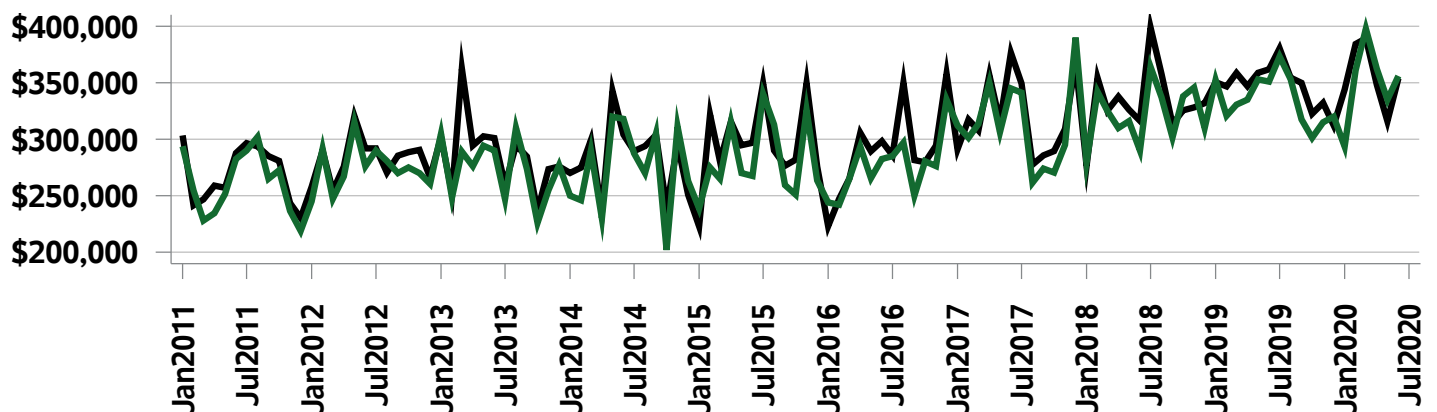
Active Listings (June only)



Months of Inventory (June only)

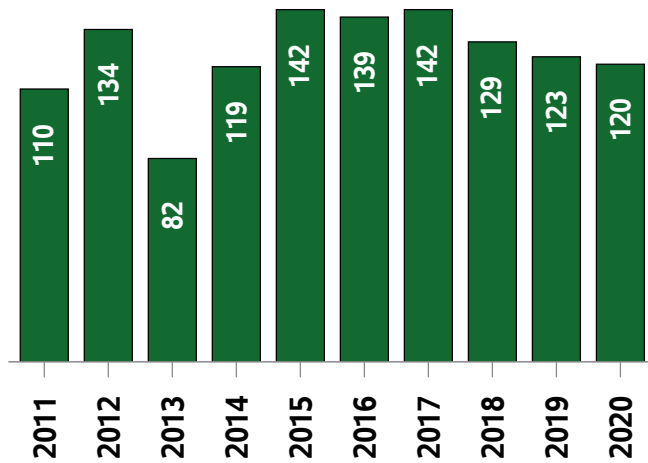


Average Price and Median Price

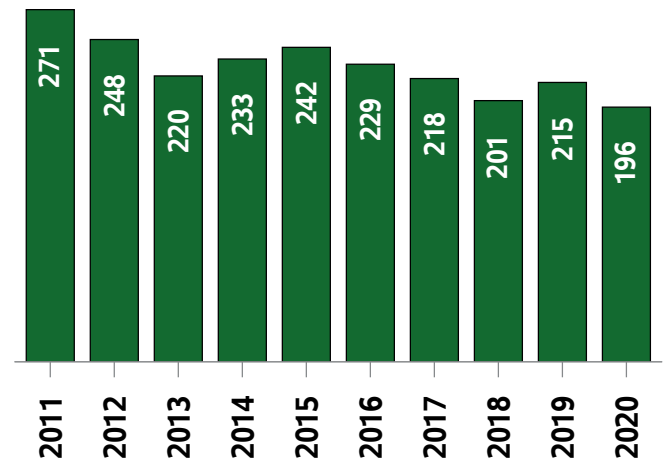


Cranbrook MLS® Single Family Market Activity

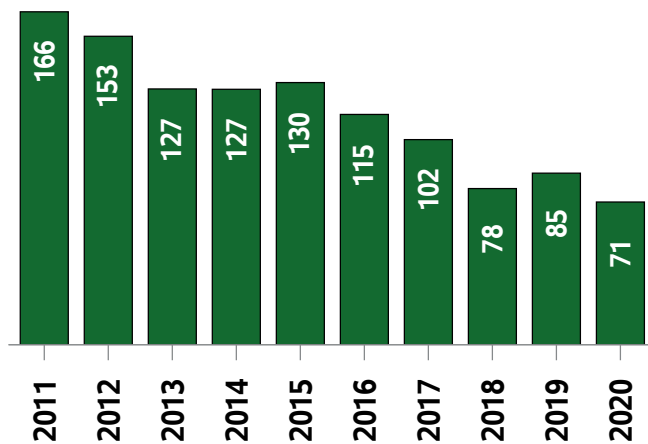
Sales Activity (June Year-to-date)



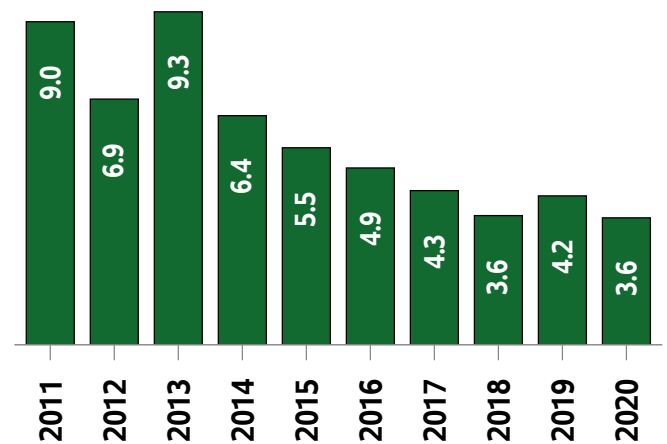
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Cranbrook

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	32	28.0	28.0	-17.9	-5.9	28.0	220.0
Dollar Volume	\$11,324,300	25.2	43.2	-22.9	12.2	50.5	282.3
New Listings	45	12.5	15.4	7.1	12.5	-15.1	4.7
Active Listings	80	-28.6	-14.9	-31.6	-38.9	-47.0	-54.8
Sales to New Listings Ratio ¹	71.1	62.5	64.1	92.9	85.0	47.2	23.3
Months of Inventory ²	2.5	4.5	3.8	3.0	3.9	6.0	17.7
Average Price	\$353,884	-2.2	11.9	-6.0	19.2	17.6	19.5
Median Price	\$356,000	1.4	22.8	3.2	33.1	22.8	34.9
Sales to List Price Ratio	97.6	98.4	96.6	97.3	97.0	97.4	97.0
Median Days on Market	31.5	30.0	38.0	50.0	59.0	66.0	31.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	120	-2.4	-7.0	-15.5	-15.5	46.3	23.7
Dollar Volume	\$43,238,402	-0.8	4.2	-9.2	3.6	77.3	61.1
New Listings	196	-8.8	-2.5	-10.1	-19.0	-10.9	-37.4
Active Listings ³	71	-16.8	-8.6	-30.4	-45.5	-44.2	-39.8
Sales to New Listings Ratio ⁴	61.2	57.2	64.2	65.1	58.7	37.3	31.0
Months of Inventory ⁵	3.6	4.2	3.6	4.3	5.5	9.3	7.3
Average Price	\$360,320	1.7	12.0	7.4	22.6	21.1	30.2
Median Price	\$358,250	4.4	13.8	12.0	32.7	23.7	27.9
Sales to List Price Ratio	98.0	97.4	97.7	97.2	96.6	97.0	97.3
Median Days on Market	34.5	35.0	35.0	50.0	56.5	63.5	29.0

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

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

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

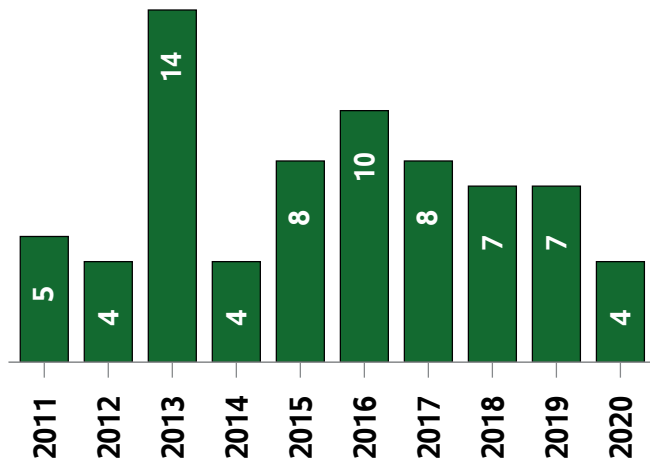
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

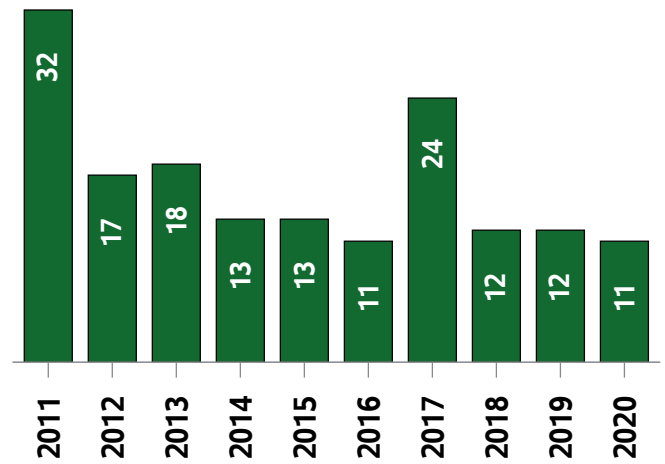
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

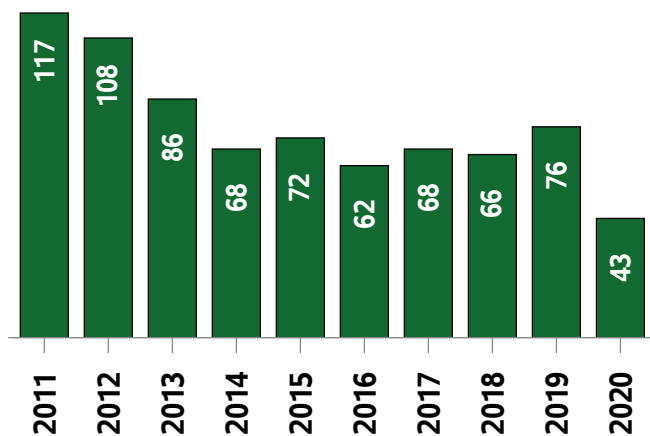
Sales Activity (June only)



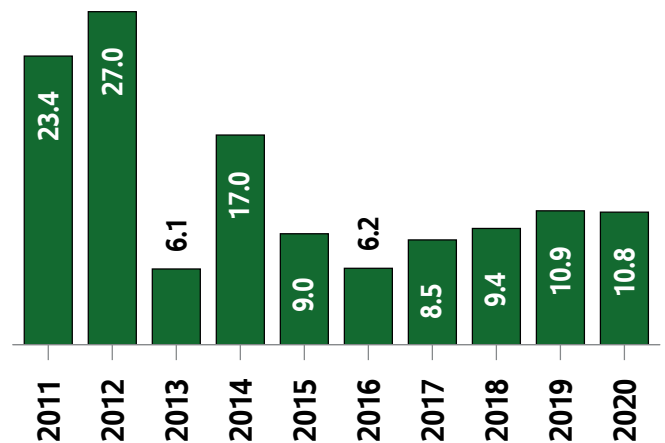
New Listings (June only)



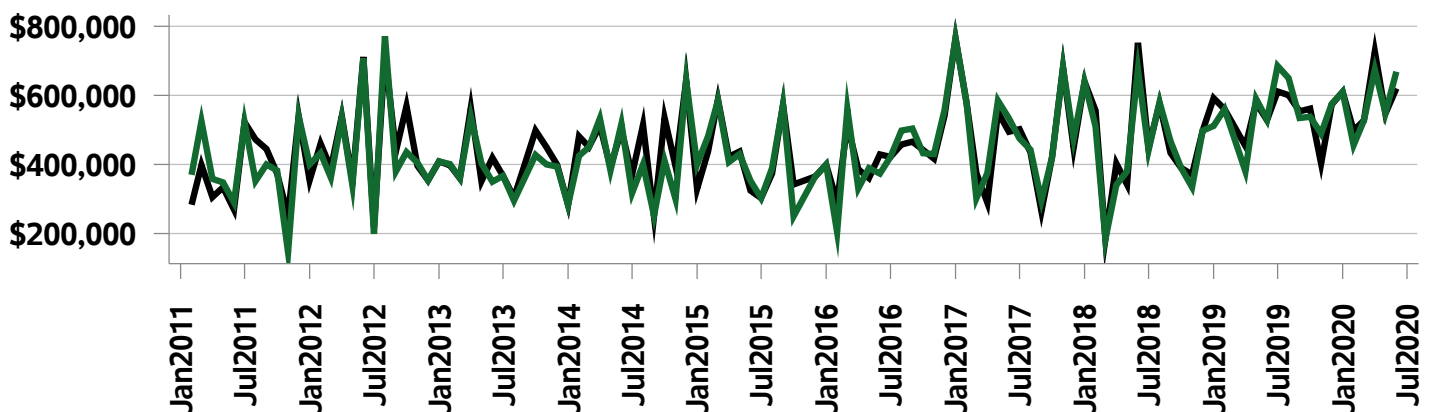
Active Listings (June only)



Months of Inventory (June only)

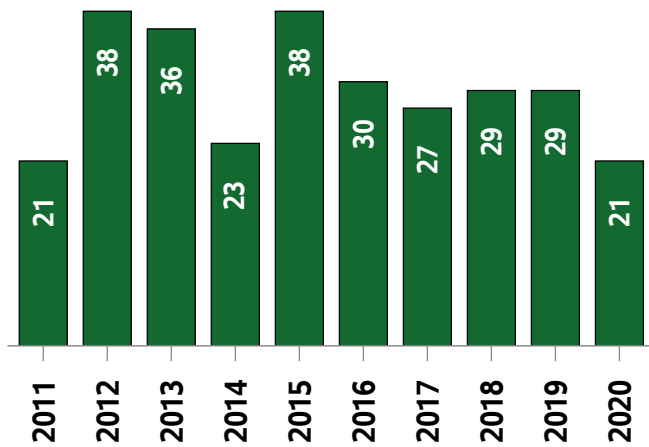


Average Price and Median Price

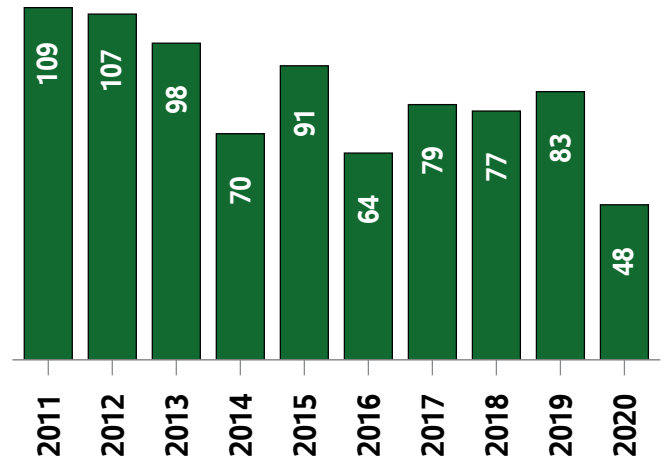


Cranbrook Lakes MLS® Residential Market Activity

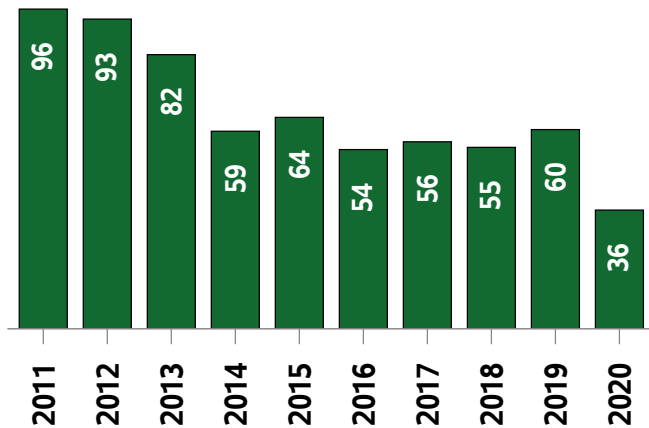
Sales Activity (June Year-to-date)



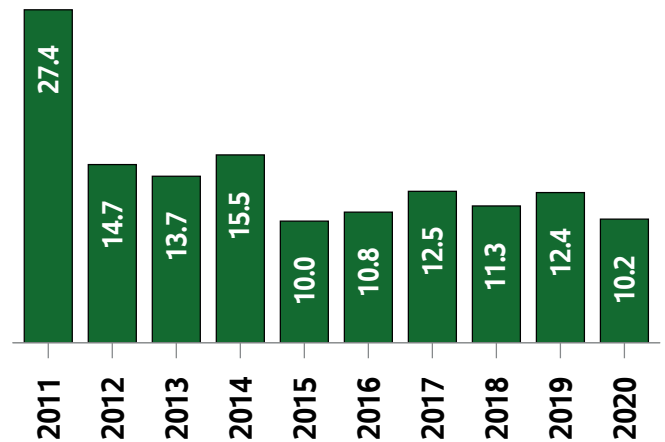
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	4	-42.9	-42.9	-50.0	-50.0	-71.4	-33.3
Dollar Volume	\$2,481,000	-32.9	-52.9	-37.3	-4.4	-57.7	13.6
New Listings	11	-8.3	-8.3	-54.2	-15.4	-38.9	-65.6
Active Listings	43	-43.4	-34.8	-36.8	-40.3	-50.0	-53.8
Sales to New Listings Ratio ¹	36.4	58.3	58.3	33.3	61.5	77.8	18.8
Months of Inventory ²	10.8	10.9	9.4	8.5	9.0	6.1	15.5
Average Price	\$620,250	17.4	-17.5	25.4	91.2	48.0	70.4
Median Price	\$668,500	26.1	-1.0	25.3	89.5	91.0	80.7
Sales to List Price Ratio	95.3	98.7	98.6	97.5	96.0	95.4	94.1
Median Days on Market	104.5	66.0	38.0	68.0	33.0	65.5	59.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	21	-27.6	-27.6	-22.2	-44.7	-41.7	0.0
Dollar Volume	\$12,211,500	-24.1	-12.1	-2.9	-24.2	-22.0	67.6
New Listings	48	-42.2	-37.7	-39.2	-47.3	-51.0	-61.6
Active Listings ³	36	-40.4	-34.6	-36.5	-43.8	-56.7	-31.2
Sales to New Listings Ratio ⁴	43.8	34.9	37.7	34.2	41.8	36.7	16.8
Months of Inventory ⁵	10.2	12.4	11.3	12.5	10.0	13.7	14.8
Average Price	\$581,500	4.8	21.4	24.9	37.1	33.8	67.6
Median Price	\$570,000	-0.9	21.3	18.8	35.7	46.9	54.1
Sales to List Price Ratio	97.3	96.9	96.4	95.3	96.7	95.4	94.8
Median Days on Market	92.0	86.0	38.0	63.0	63.0	73.5	51.0

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

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

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

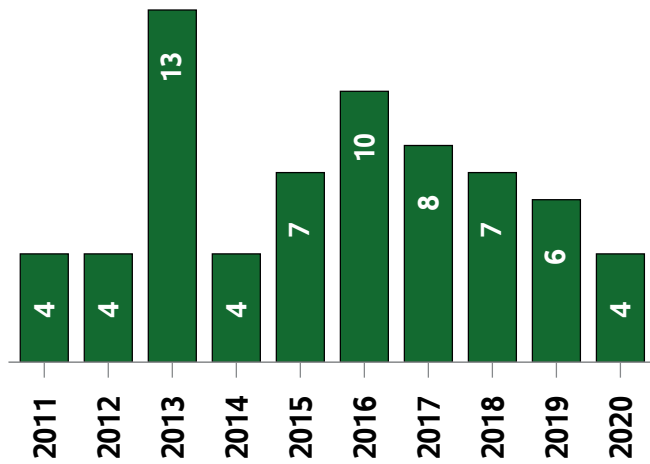
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

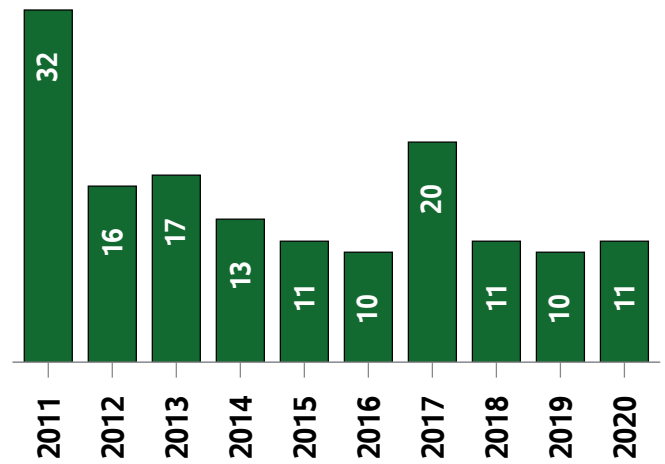
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

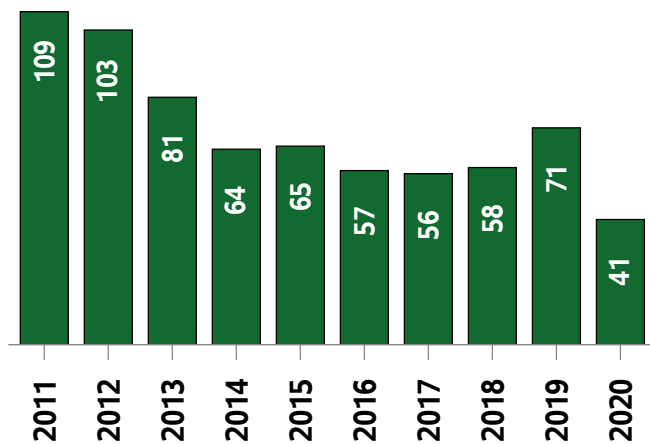
Sales Activity (June only)



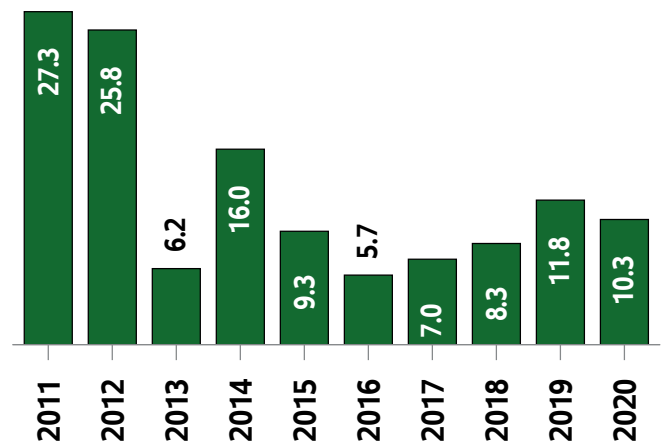
New Listings (June only)



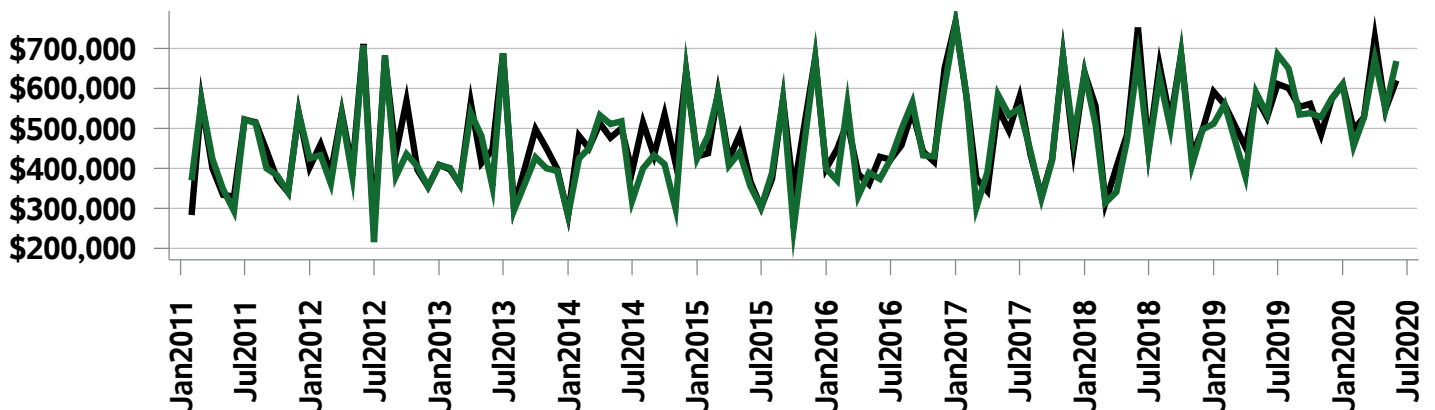
Active Listings (June only)



Months of Inventory (June only)



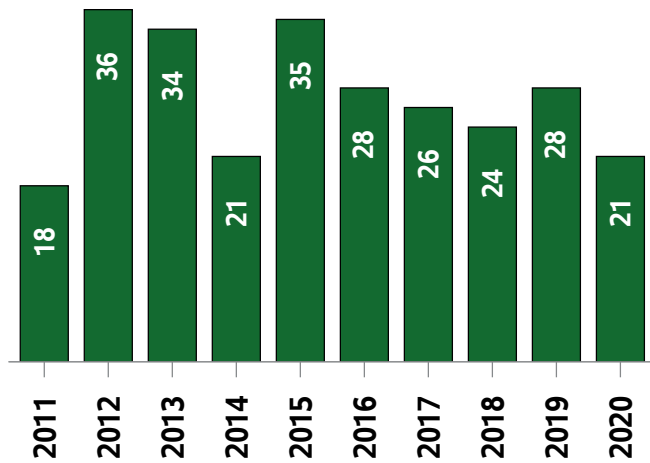
Average Price and Median Price



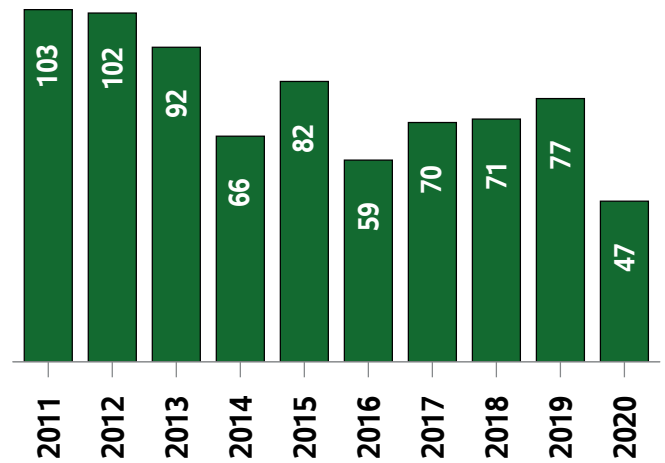
Cranbrook Lakes

MLS® Single Family Market Activity

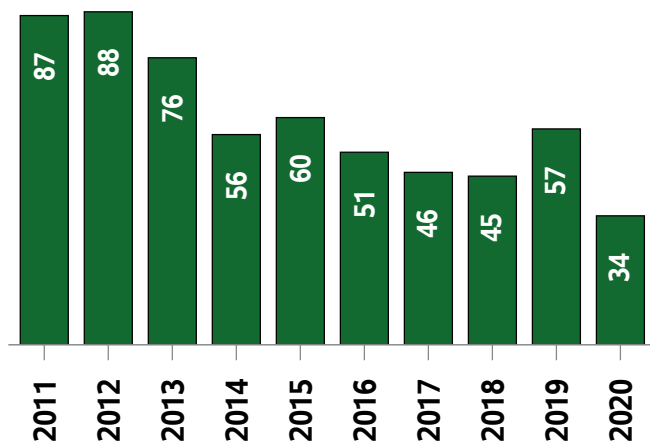
Sales Activity (June Year-to-date)



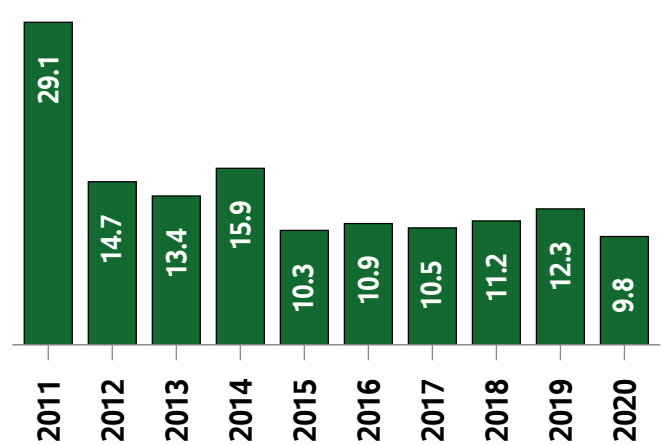
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	4	-33.3	-42.9	-50.0	-42.9	-69.2	-20.0
Dollar Volume	\$2,481,000	-21.7	-52.9	-37.3	-3.3	-57.2	16.9
New Listings	11	10.0	0.0	-45.0	0.0	-35.3	-64.5
Active Listings	41	-42.3	-29.3	-26.8	-36.9	-49.4	-53.4
Sales to New Listings Ratio ¹	36.4	60.0	63.6	40.0	63.6	76.5	16.1
Months of Inventory ²	10.3	11.8	8.3	7.0	9.3	6.2	17.6
Average Price	\$620,250	17.5	-17.5	25.4	69.2	39.0	46.1
Median Price	\$668,500	24.7	-1.0	25.3	88.6	88.3	80.7
Sales to List Price Ratio	95.3	99.4	98.6	97.5	95.9	95.4	95.2
Median Days on Market	104.5	60.5	38.0	68.0	23.0	72.0	74.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	21	-25.0	-12.5	-19.2	-40.0	-38.2	16.7
Dollar Volume	\$12,211,500	-21.5	-10.3	-2.7	-23.8	-21.4	72.4
New Listings	47	-39.0	-33.8	-32.9	-42.7	-48.9	-59.5
Active Listings ³	34	-40.2	-23.5	-25.2	-43.2	-55.0	-28.6
Sales to New Listings Ratio ⁴	44.7	36.4	33.8	37.1	42.7	37.0	15.5
Months of Inventory ⁵	9.8	12.3	11.2	10.5	10.3	13.4	15.9
Average Price	\$581,500	4.6	2.6	20.4	26.9	27.2	47.8
Median Price	\$570,000	-1.3	11.8	16.1	34.1	39.7	47.5
Sales to List Price Ratio	97.3	96.9	97.6	96.9	96.8	95.6	95.5
Median Days on Market	92.0	79.5	38.0	69.0	75.0	73.5	54.0

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

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

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

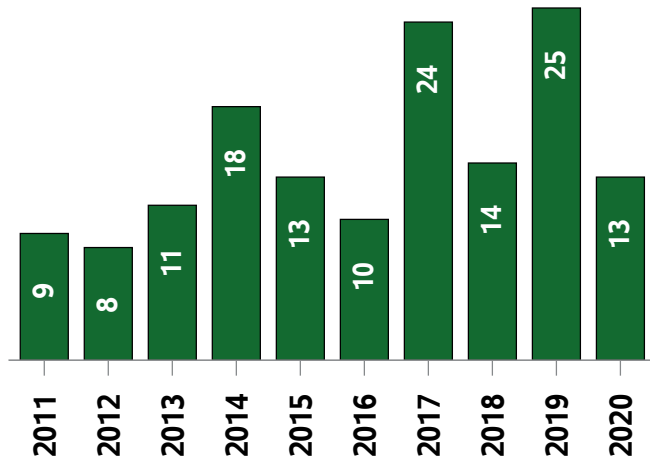
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

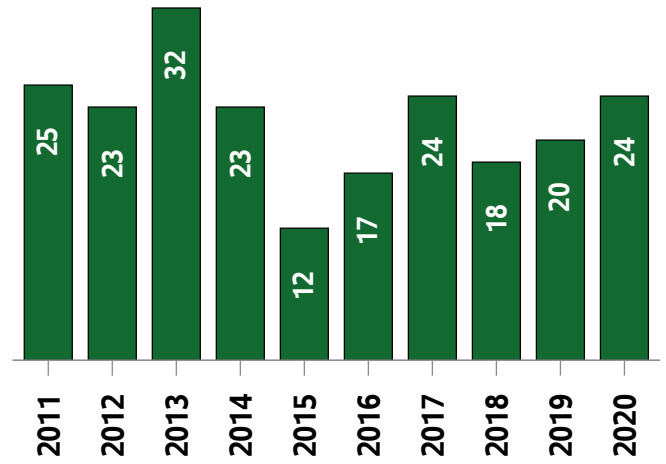
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

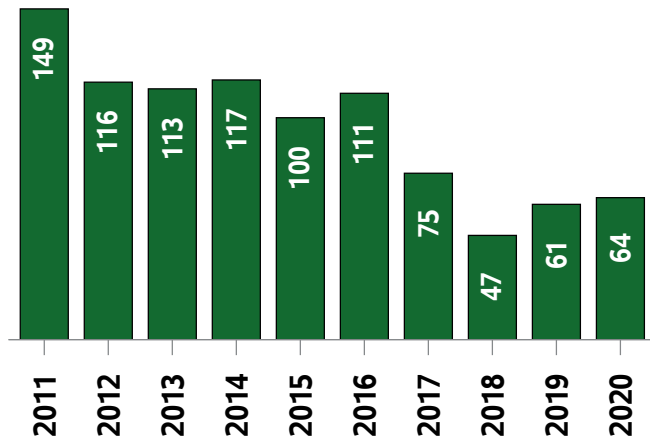
Sales Activity (June only)



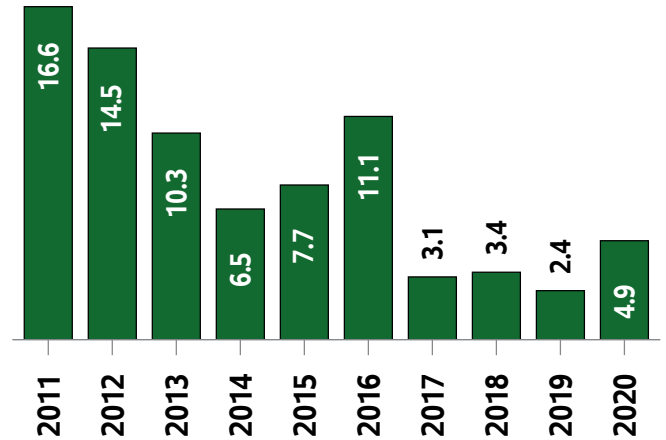
New Listings (June only)



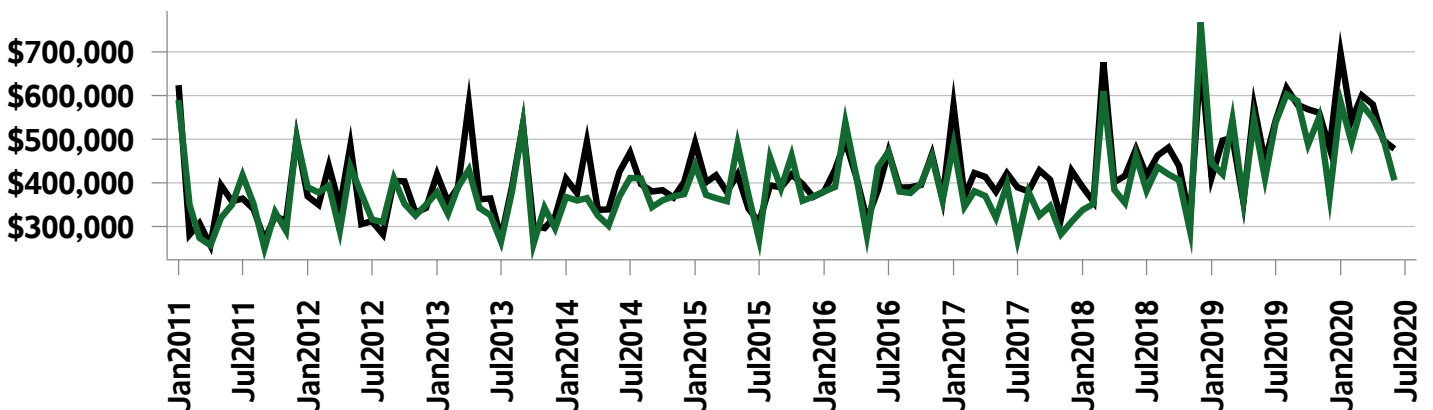
Active Listings (June only)



Months of Inventory (June only)

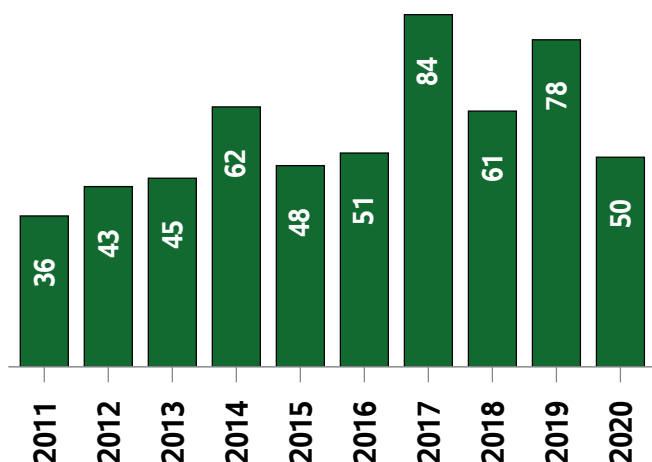


Average Price and Median Price

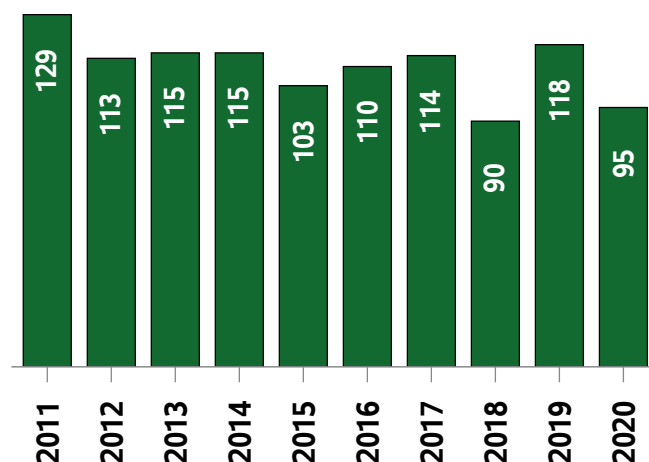


Fernie MLS® Residential Market Activity

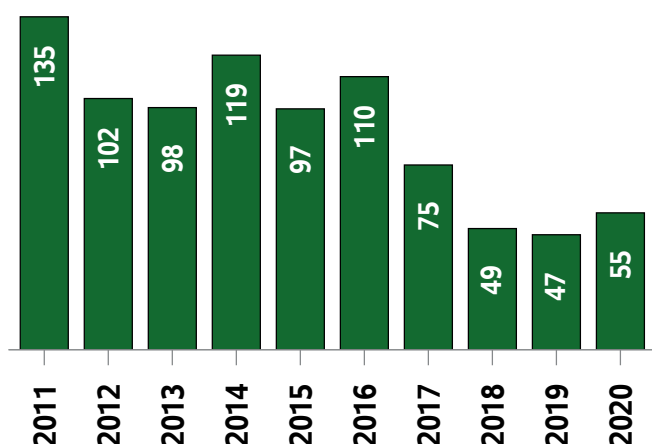
Sales Activity (June Year-to-date)



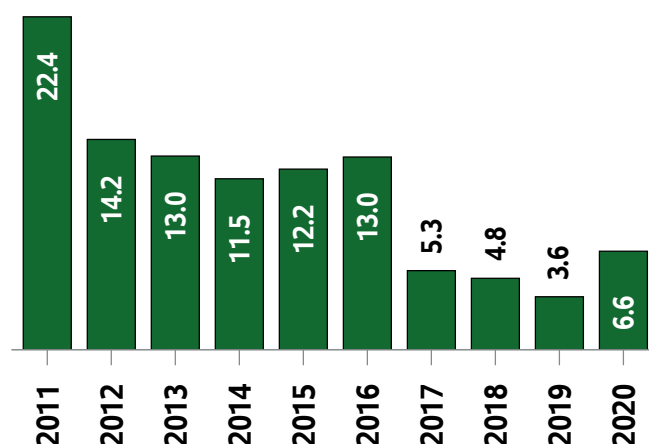
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Fernie

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	13	-48.0	-7.1	-45.8	0.0	18.2	160.0
Dollar Volume	\$6,211,433	-44.6	-7.1	-38.7	40.2	55.0	248.5
New Listings	24	20.0	33.3	0.0	100.0	-25.0	-7.7
Active Listings	64	4.9	36.2	-14.7	-36.0	-43.4	-48.8
Sales to New Listings Ratio ¹	54.2	125.0	77.8	100.0	108.3	34.4	19.2
Months of Inventory ²	4.9	2.4	3.4	3.1	7.7	10.3	25.0
Average Price	\$477,803	6.5	0.1	13.2	40.2	31.2	34.0
Median Price	\$406,000	-1.0	-12.2	2.6	9.1	24.5	23.0
Sales to List Price Ratio	97.8	97.1	97.6	98.2	95.8	96.2	97.2
Median Days on Market	71.0	30.0	25.5	39.0	66.0	126.0	42.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	50	-35.9	-18.0	-40.5	4.2	11.1	66.7
Dollar Volume	\$27,815,333	-25.4	1.1	-21.6	47.1	57.8	163.4
New Listings	95	-19.5	5.6	-16.7	-7.8	-17.4	-45.4
Active Listings ³	55	19.0	12.9	-25.9	-43.2	-43.4	-24.0
Sales to New Listings Ratio ⁴	52.6	66.1	67.8	73.7	46.6	39.1	17.2
Months of Inventory ⁵	6.6	3.6	4.8	5.3	12.2	13.0	14.6
Average Price	\$556,307	16.5	23.3	31.8	41.2	42.0	58.0
Median Price	\$531,250	25.8	28.3	40.2	44.7	53.3	60.5
Sales to List Price Ratio	97.4	97.7	97.6	96.8	95.3	94.7	95.4
Median Days on Market	43.0	36.0	37.0	78.0	84.0	104.0	17.0

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

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

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

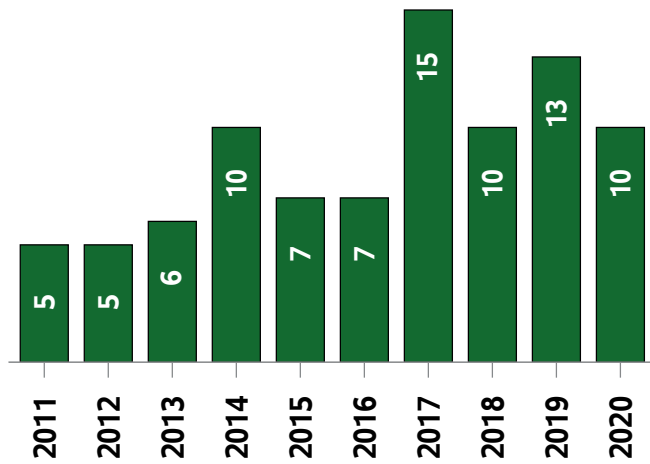
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

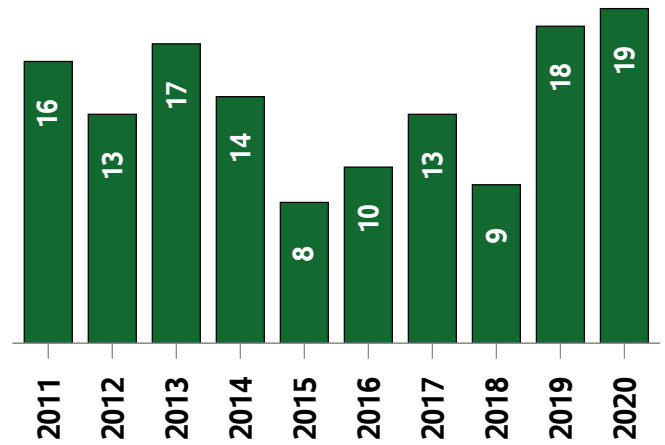
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

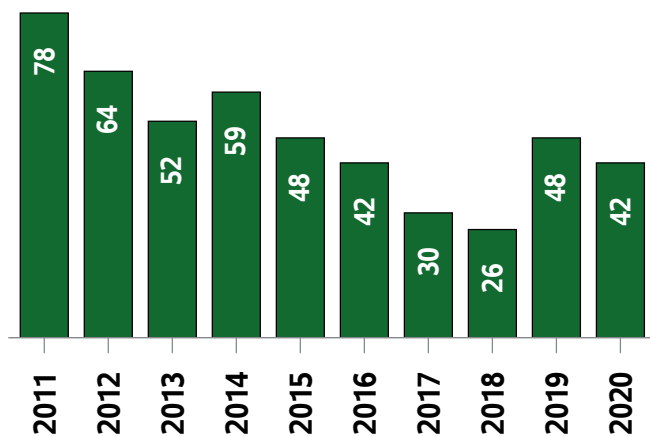
Sales Activity (June only)



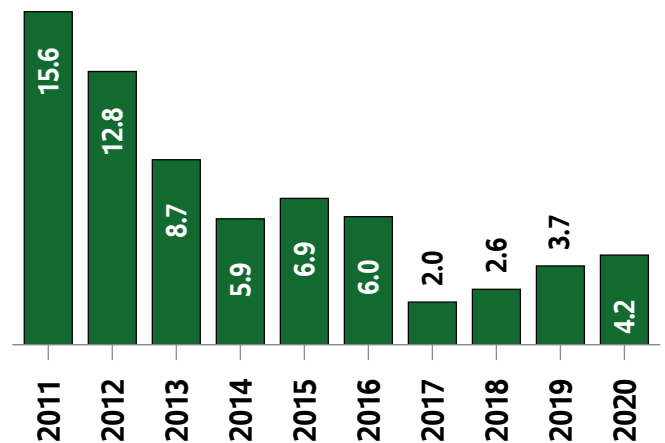
New Listings (June only)



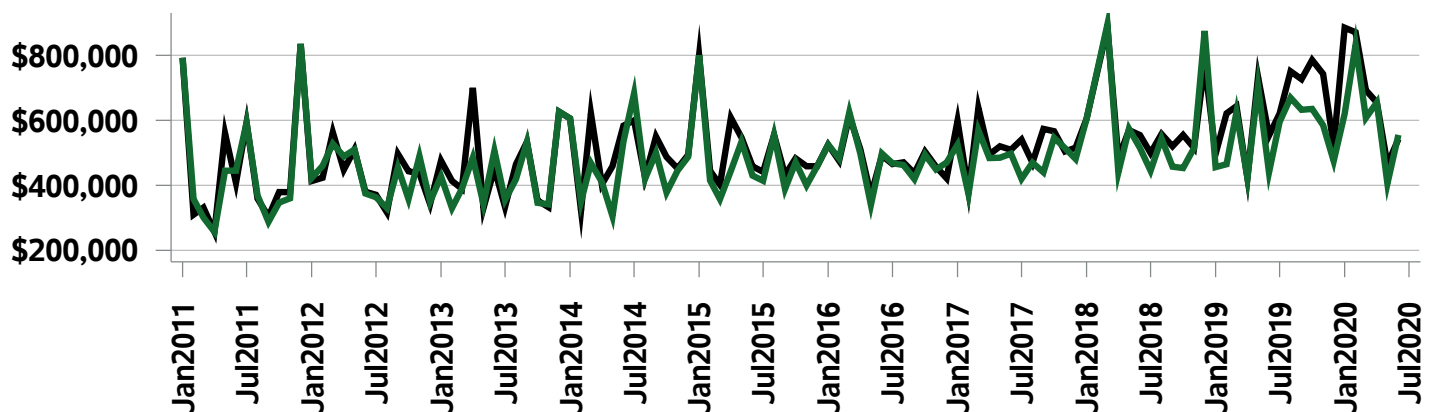
Active Listings (June only)



Months of Inventory (June only)

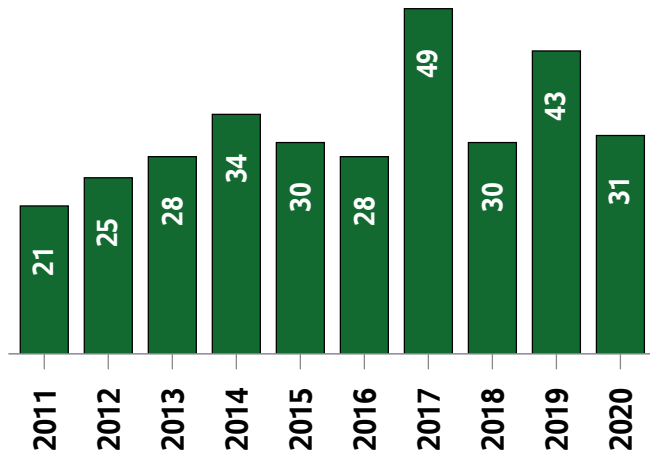


Average Price and Median Price

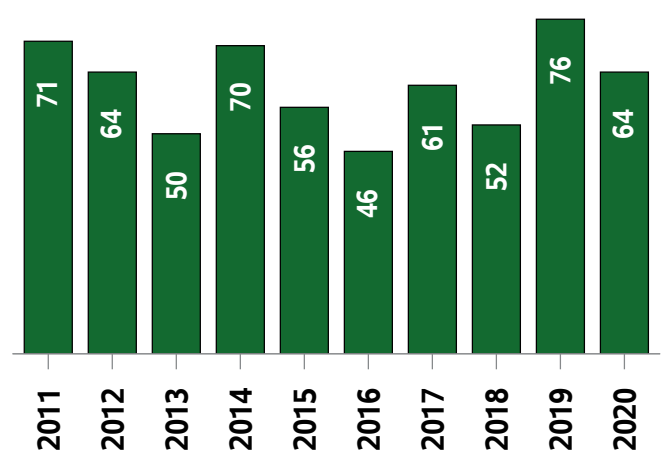


Fernie MLS® Single Family Market Activity

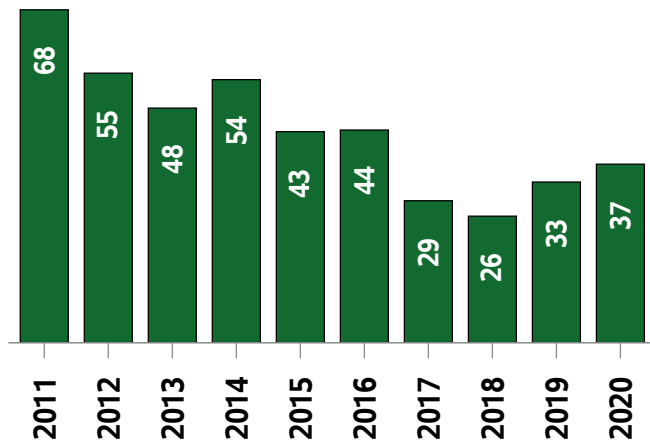
Sales Activity (June Year-to-date)



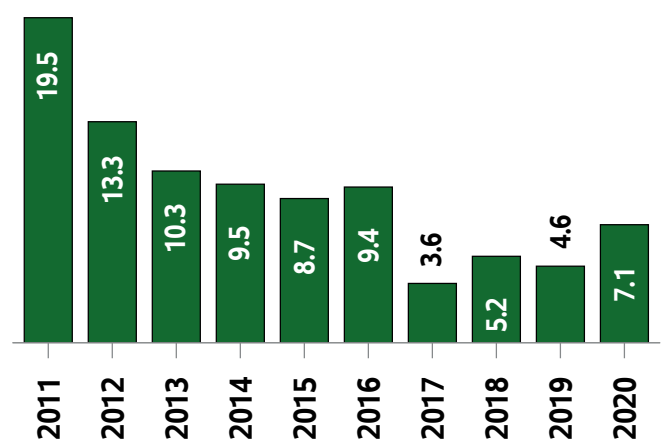
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Fernie

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	10	-23.1	0.0	-33.3	42.9	66.7	233.3
Dollar Volume	\$5,422,000	-24.6	-2.2	-29.0	68.9	100.1	297.8
New Listings	19	5.6	111.1	46.2	137.5	11.8	11.8
Active Listings	42	-12.5	61.5	40.0	-12.5	-19.2	-34.4
Sales to New Listings Ratio ¹	52.6	72.2	111.1	115.4	87.5	35.3	17.6
Months of Inventory ²	4.2	3.7	2.6	2.0	6.9	8.7	21.3
Average Price	\$542,200	-2.0	-2.2	6.4	18.3	20.1	19.3
Median Price	\$555,250	26.2	7.8	11.6	29.1	9.6	26.8
Sales to List Price Ratio	97.8	97.0	97.8	98.9	97.4	96.7	96.4
Median Days on Market	103.5	32.0	25.0	27.0	52.0	211.0	42.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	31	-27.9	3.3	-36.7	3.3	10.7	63.2
Dollar Volume	\$20,536,900	-21.0	19.6	-21.2	37.2	65.2	170.5
New Listings	64	-15.8	23.1	4.9	14.3	28.0	-31.2
Active Listings ³	37	11.1	41.0	25.7	-15.4	-23.9	8.4
Sales to New Listings Ratio ⁴	48.4	56.6	57.7	80.3	53.6	56.0	20.4
Months of Inventory ⁵	7.1	4.6	5.2	3.6	8.7	10.3	10.7
Average Price	\$662,481	9.6	15.7	24.5	32.8	49.2	65.8
Median Price	\$608,000	10.5	8.6	22.2	38.5	51.4	57.5
Sales to List Price Ratio	97.5	97.4	97.9	97.3	96.5	95.4	96.2
Median Days on Market	65.0	50.0	36.0	32.0	53.5	126.0	12.0

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

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

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

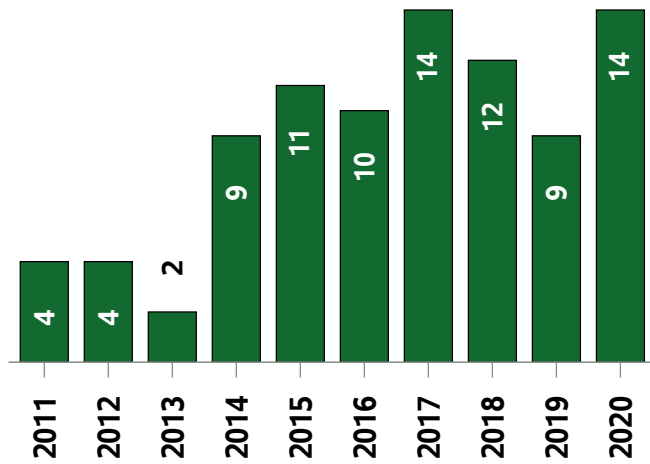
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

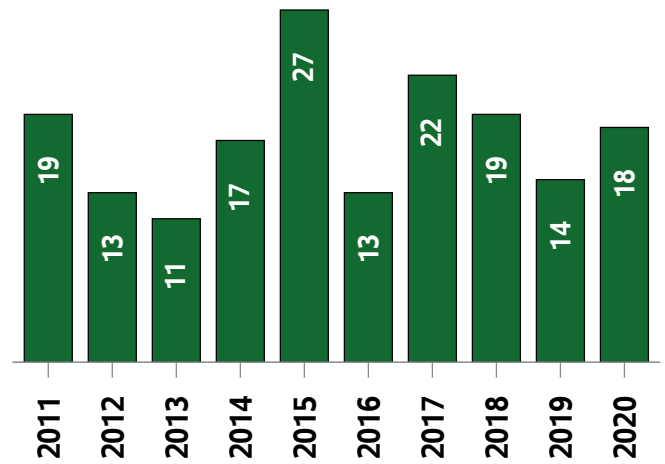
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

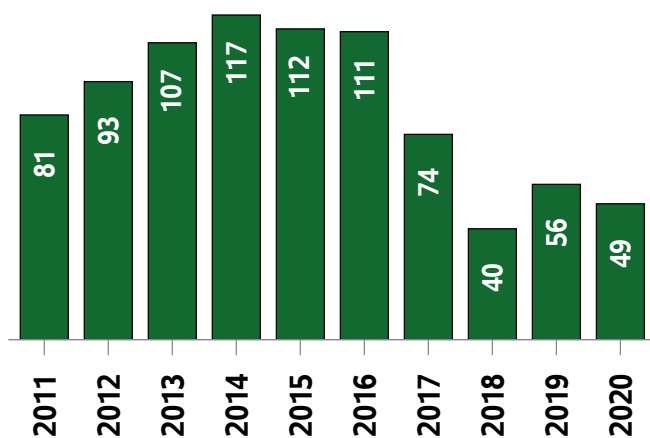
Sales Activity (June only)



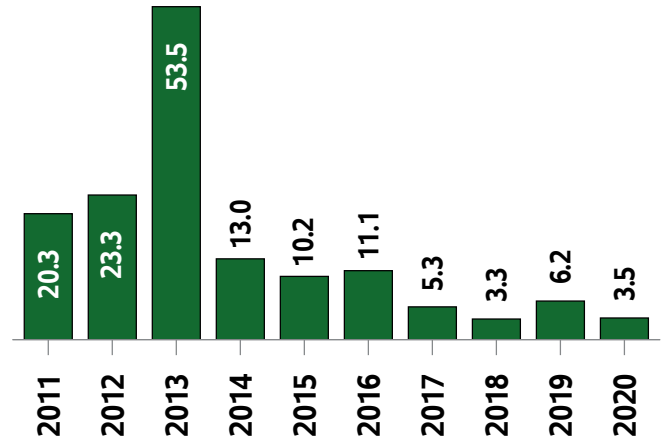
New Listings (June only)



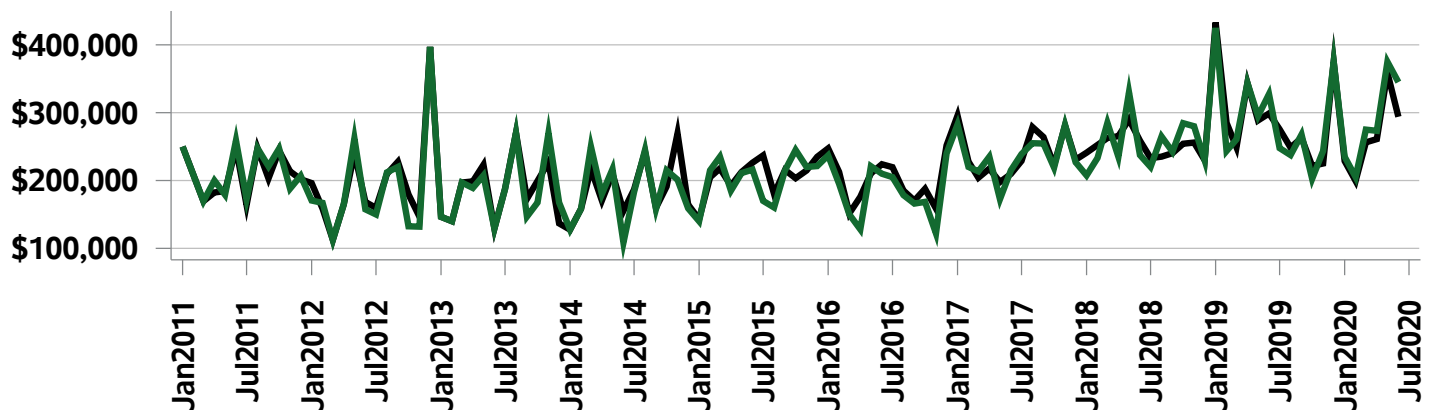
Active Listings (June only)



Months of Inventory (June only)

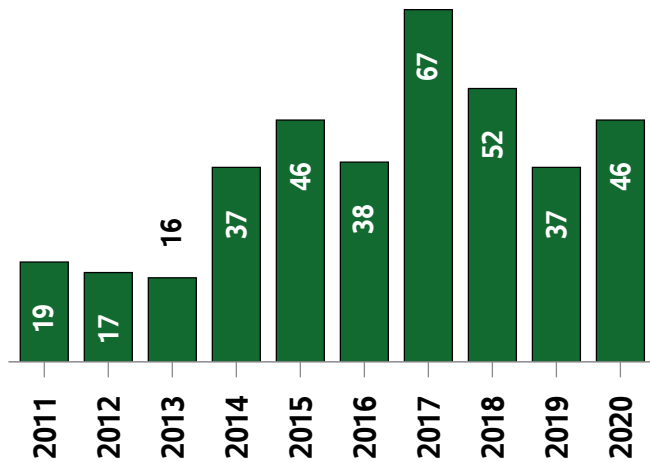


Average Price and Median Price

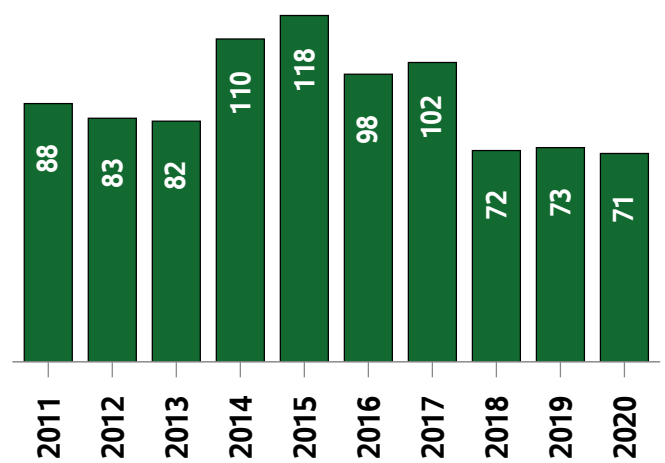


Grand Forks MLS® Residential Market Activity

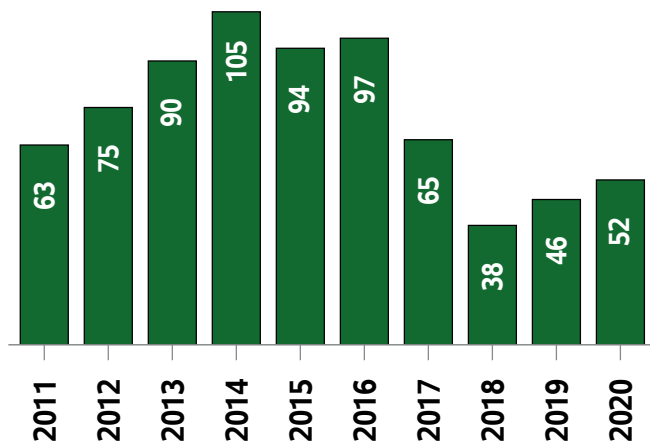
Sales Activity (June Year-to-date)



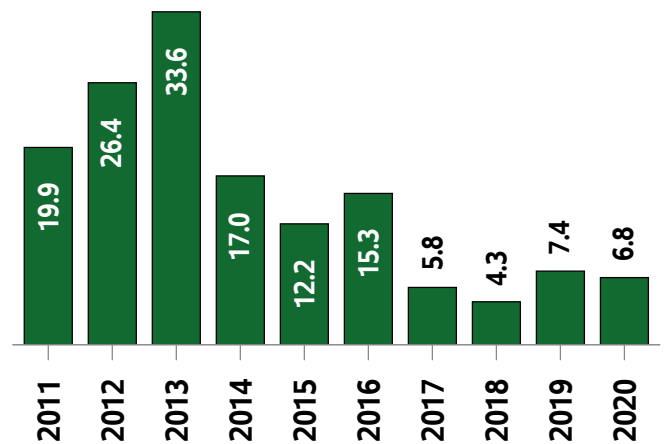
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Grand Forks

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	14	55.6	16.7	0.0	27.3	600.0	133.3
Dollar Volume	\$4,115,318	53.0	32.5	40.2	65.4	1,492.0	161.6
New Listings	18	28.6	-5.3	-18.2	-33.3	63.6	50.0
Active Listings	49	-12.5	22.5	-33.8	-56.3	-54.2	-14.0
Sales to New Listings Ratio ¹	77.8	64.3	63.2	63.6	40.7	18.2	50.0
Months of Inventory ²	3.5	6.2	3.3	5.3	10.2	53.5	9.5
Average Price	\$293,951	-1.6	13.6	40.2	29.9	127.4	12.1
Median Price	\$345,000	5.4	45.3	60.5	59.7	166.9	22.1
Sales to List Price Ratio	96.8	96.0	98.4	95.7	93.2	104.2	95.7
Median Days on Market	65.0	33.0	33.5	52.0	95.0	47.5	54.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	46	24.3	-11.5	-31.3	0.0	187.5	91.7
Dollar Volume	\$12,574,818	12.9	-7.8	-12.4	33.2	319.5	146.1
New Listings	71	-2.7	-1.4	-30.4	-39.8	-13.4	-17.4
Active Listings ³	52	13.5	38.1	-19.6	-44.4	-41.9	53.7
Sales to New Listings Ratio ⁴	64.8	50.7	72.2	65.7	39.0	19.5	27.9
Months of Inventory ⁵	6.8	7.4	4.3	5.8	12.2	33.6	8.5
Average Price	\$273,366	-9.2	4.3	27.6	33.2	45.9	28.4
Median Price	\$273,250	-13.3	13.0	30.1	29.8	43.4	26.7
Sales to List Price Ratio	96.2	96.8	96.3	95.1	93.6	95.5	94.8
Median Days on Market	70.0	56.0	38.0	66.0	84.5	138.5	36.0

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

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

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

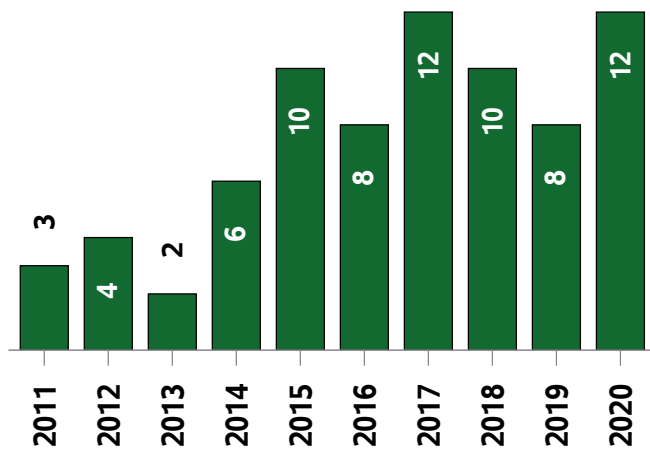
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

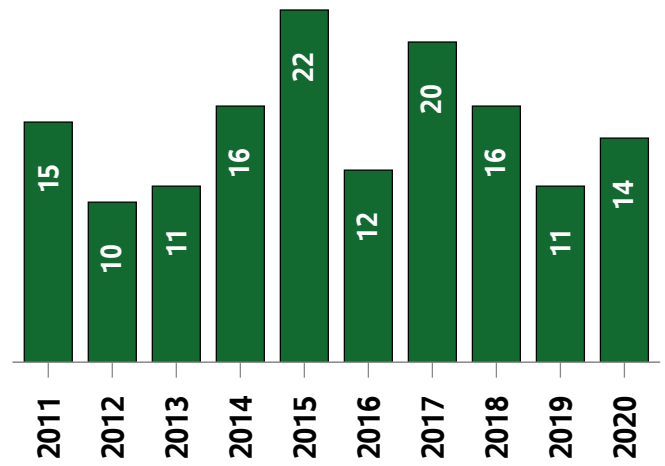
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

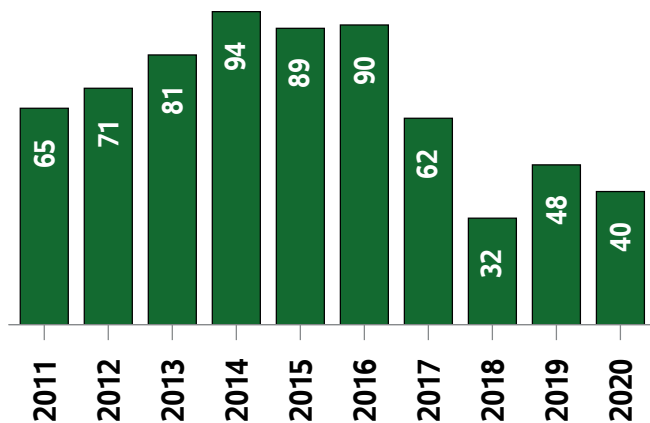
Sales Activity (June only)



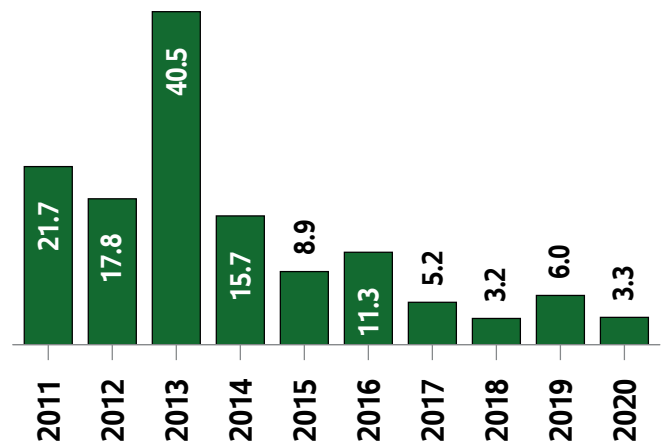
New Listings (June only)



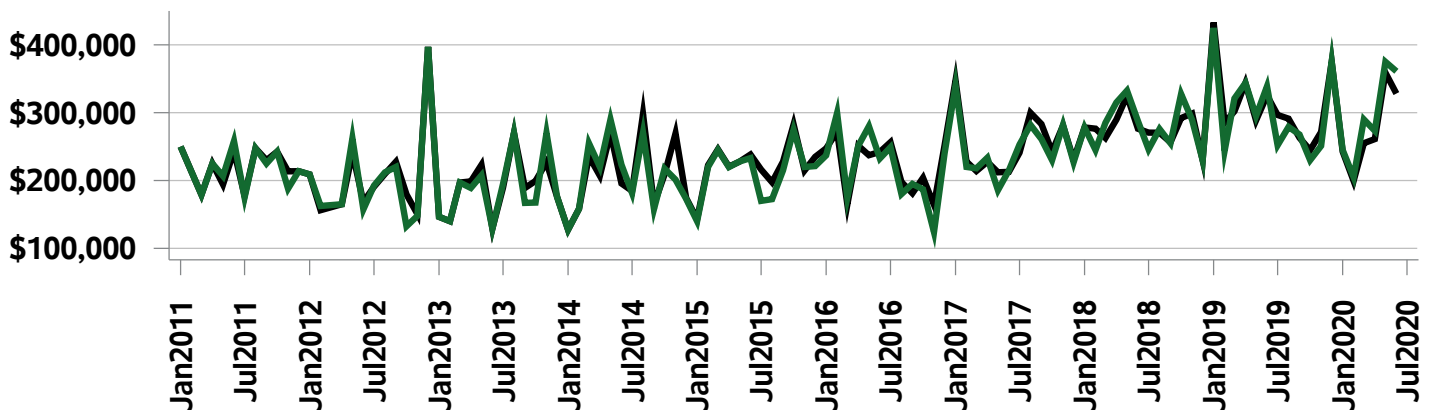
Active Listings (June only)



Months of Inventory (June only)

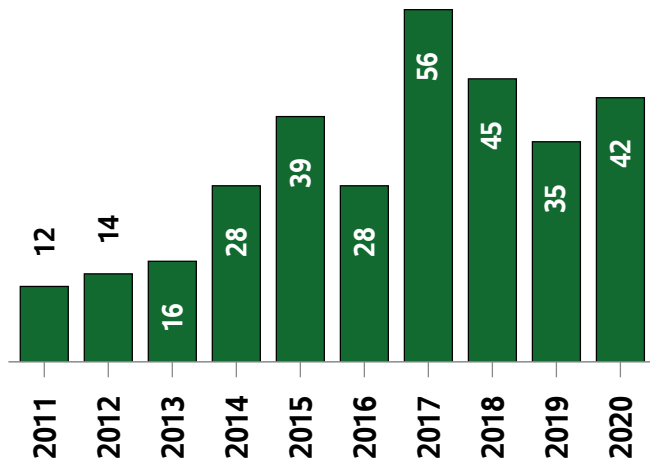


Average Price and Median Price

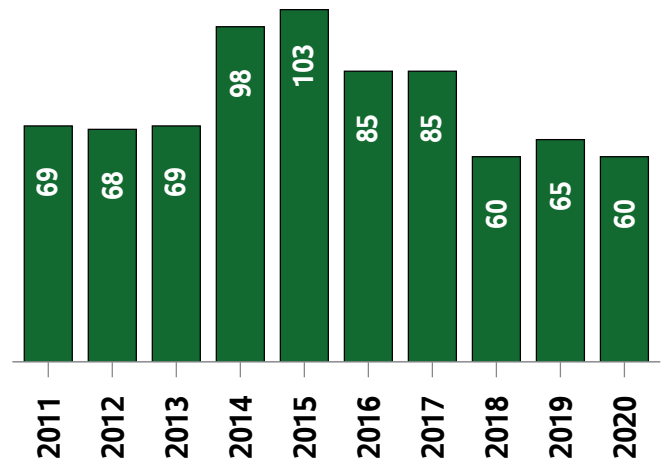


Grand Forks MLS® Single Family Market Activity

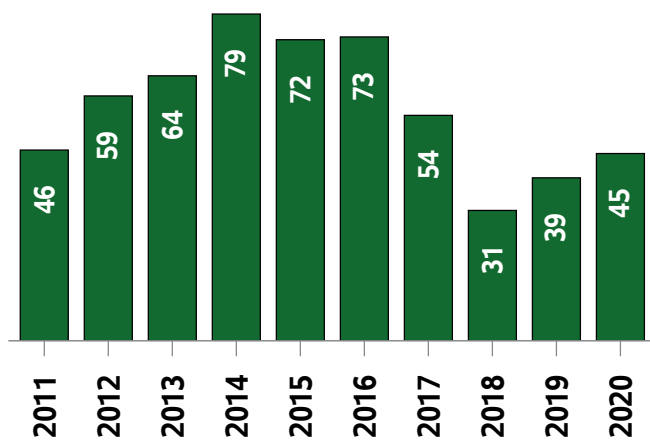
Sales Activity (June Year-to-date)



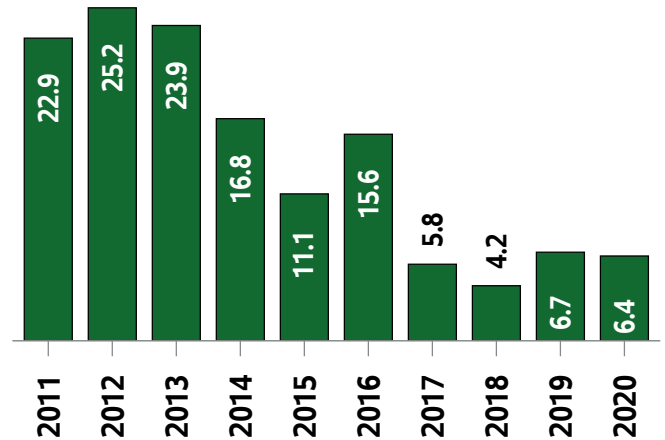
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Grand Forks

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	50.0	20.0	0.0	20.0	500.0	100.0
Dollar Volume	\$3,937,418	51.2	42.5	54.2	65.2	1,423.2	150.3
New Listings	14	27.3	-12.5	-30.0	-36.4	27.3	40.0
Active Listings	40	-16.7	25.0	-35.5	-55.1	-50.6	-14.9
Sales to New Listings Ratio ¹	85.7	72.7	62.5	60.0	45.5	18.2	60.0
Months of Inventory ²	3.3	6.0	3.2	5.2	8.9	40.5	7.8
Average Price	\$328,118	0.8	18.8	54.2	37.7	153.9	25.2
Median Price	\$361,000	6.6	25.6	67.9	54.9	179.3	27.8
Sales to List Price Ratio	97.3	97.2	98.5	95.1	93.8	104.2	95.7
Median Days on Market	59.0	32.5	27.5	68.0	79.5	47.5	54.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	42	20.0	-6.7	-25.0	7.7	162.5	90.9
Dollar Volume	\$11,991,918	9.4	-4.6	-4.7	39.9	300.1	143.5
New Listings	60	-7.7	0.0	-29.4	-41.7	-13.0	-17.8
Active Listings ³	45	14.9	43.6	-16.9	-37.8	-29.3	60.7
Sales to New Listings Ratio ⁴	70.0	53.8	75.0	65.9	37.9	23.2	30.1
Months of Inventory ⁵	6.4	6.7	4.2	5.8	11.1	23.9	7.6
Average Price	\$285,522	-8.9	2.2	27.0	29.9	52.4	27.5
Median Price	\$290,000	-9.7	-2.4	33.9	34.3	52.2	32.6
Sales to List Price Ratio	96.3	97.0	96.2	95.1	93.8	95.5	94.8
Median Days on Market	66.5	62.0	37.0	77.5	87.0	138.5	32.0

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

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

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

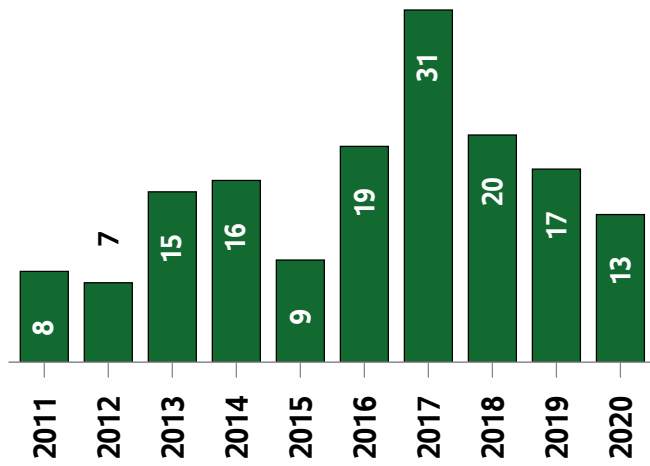
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

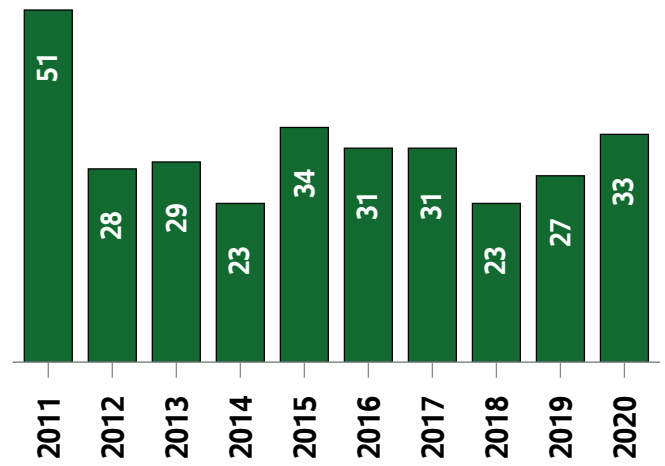
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

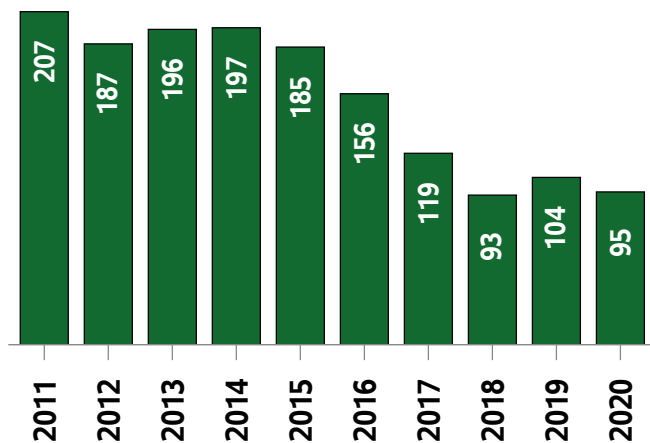
Sales Activity (June only)



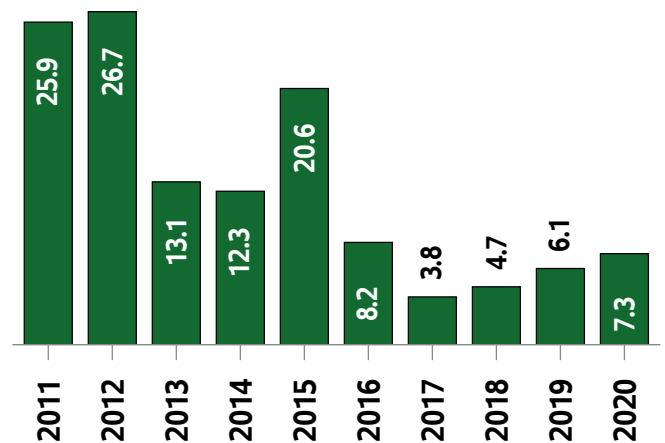
New Listings (June only)



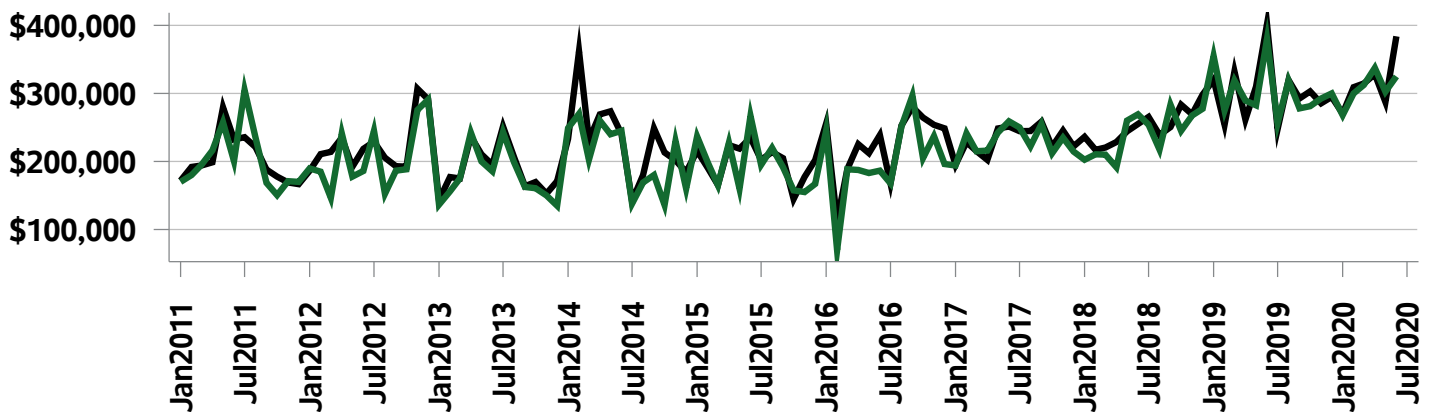
Active Listings (June only)



Months of Inventory (June only)

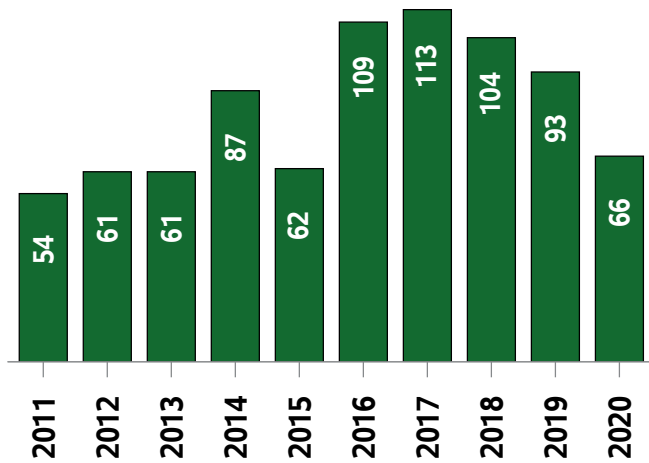


Average Price and Median Price

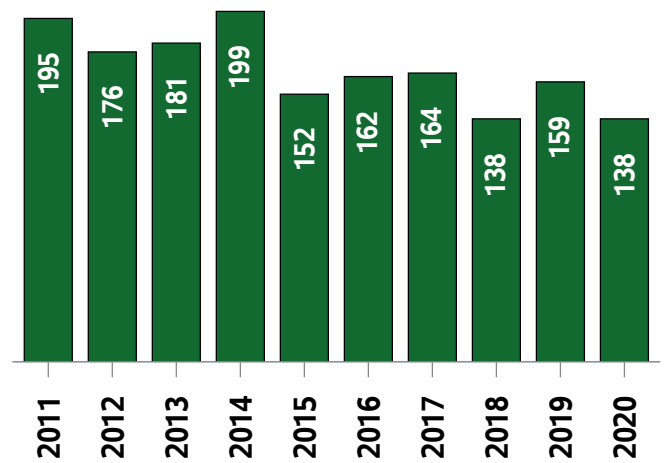


Kimberley MLS® Residential Market Activity

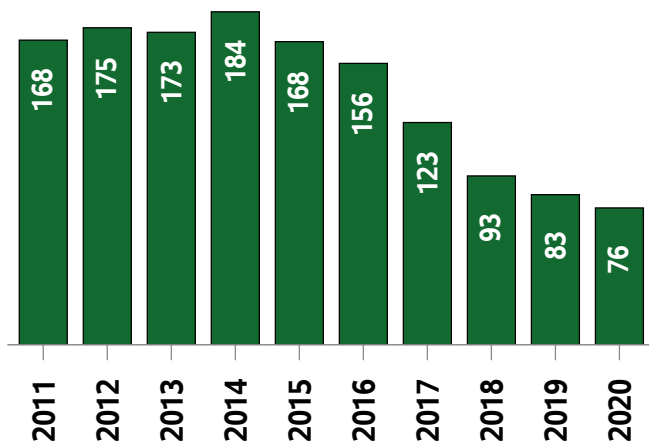
Sales Activity (June Year-to-date)



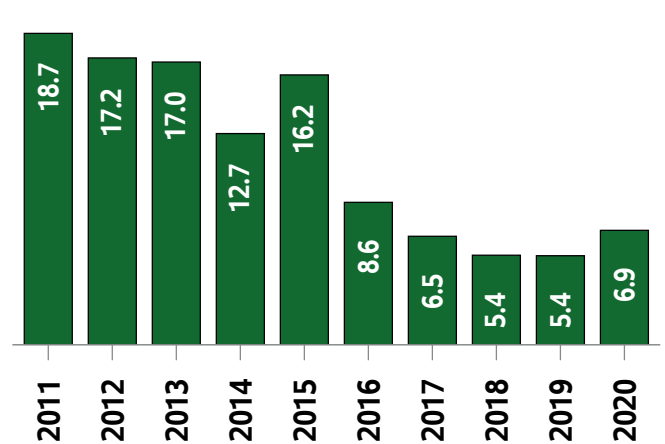
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Kimberley MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	13	-23.5	-35.0	-58.1	44.4	-13.3	116.7
Dollar Volume	\$4,990,800	-26.9	-2.2	-36.0	136.0	70.5	452.7
New Listings	33	22.2	43.5	6.5	-2.9	13.8	-2.9
Active Listings	95	-8.7	2.2	-20.2	-48.6	-51.5	-46.0
Sales to New Listings Ratio ¹	39.4	63.0	87.0	100.0	26.5	51.7	17.6
Months of Inventory ²	7.3	6.1	4.7	3.8	20.6	13.1	29.3
Average Price	\$383,908	-4.4	50.5	52.7	63.4	96.7	155.1
Median Price	\$325,000	-14.5	20.7	25.5	21.7	75.2	123.4
Sales to List Price Ratio	98.6	97.6	95.8	96.8	96.2	92.1	91.0
Median Days on Market	36.0	52.0	31.0	44.0	73.0	74.0	56.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	66	-29.0	-36.5	-41.6	6.5	8.2	175.0
Dollar Volume	\$20,916,247	-28.4	-14.5	-19.3	59.7	72.3	299.4
New Listings	138	-13.2	0.0	-15.9	-9.2	-23.8	-41.0
Active Listings ³	76	-8.8	-18.9	-38.4	-54.8	-56.2	-33.1
Sales to New Listings Ratio ⁴	47.8	58.5	75.4	68.9	40.8	33.7	10.3
Months of Inventory ⁵	6.9	5.4	5.4	6.5	16.2	17.0	28.3
Average Price	\$316,913	0.9	34.8	38.1	50.0	59.2	45.2
Median Price	\$300,000	-5.1	34.6	32.2	50.0	60.5	59.2
Sales to List Price Ratio	95.9	95.8	94.8	96.3	94.4	92.9	94.4
Median Days on Market	64.5	42.0	50.5	51.0	83.5	82.0	40.5

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

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

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

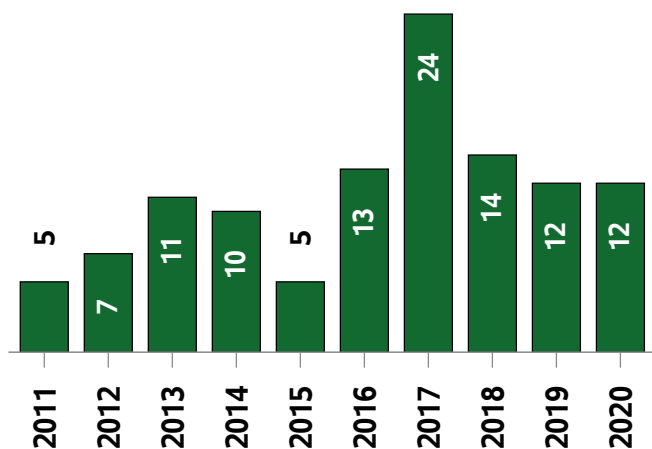
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

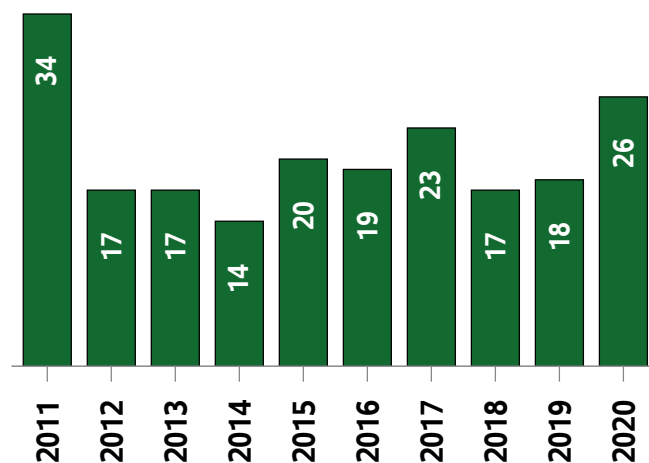
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

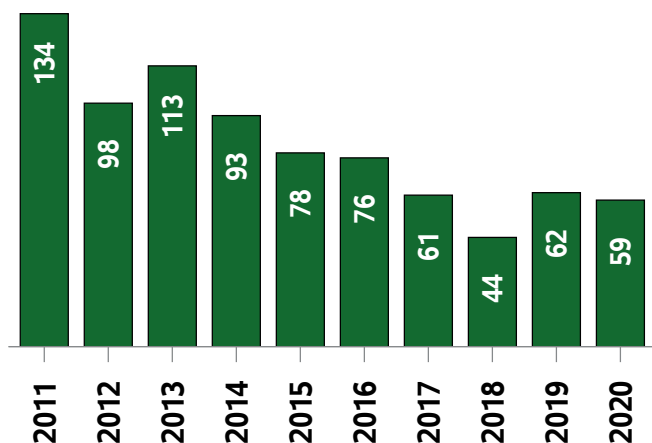
Sales Activity (June only)



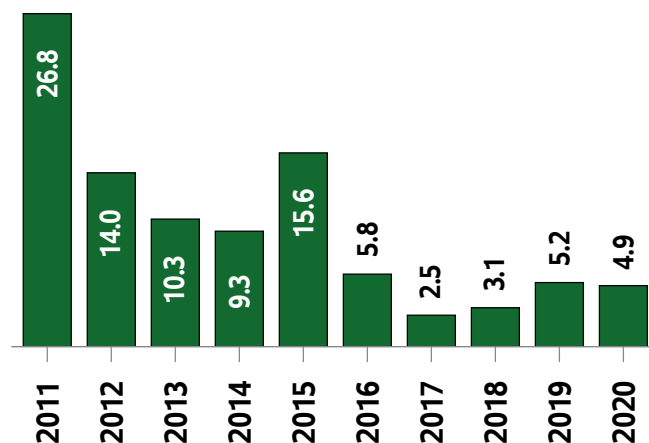
New Listings (June only)



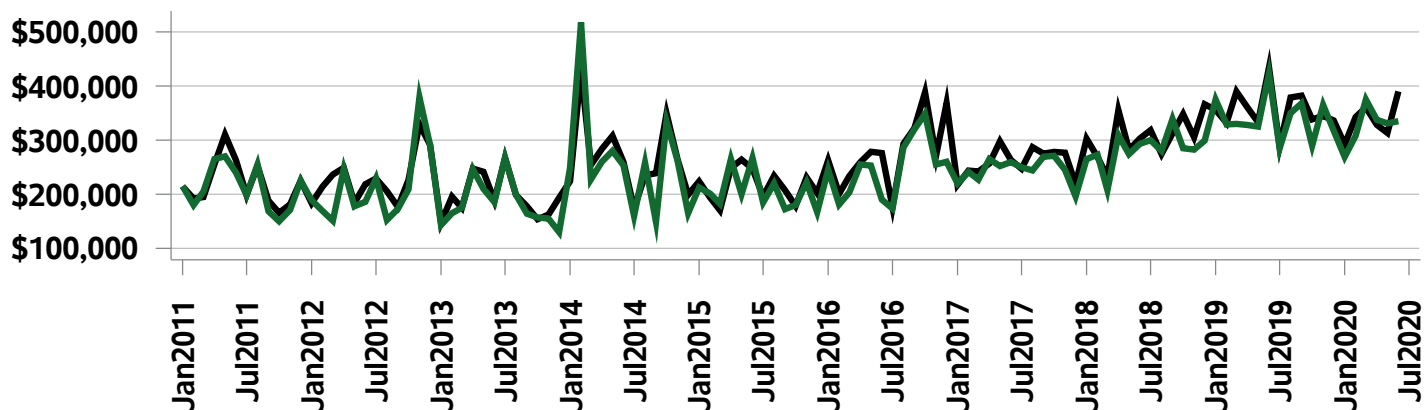
Active Listings (June only)



Months of Inventory (June only)

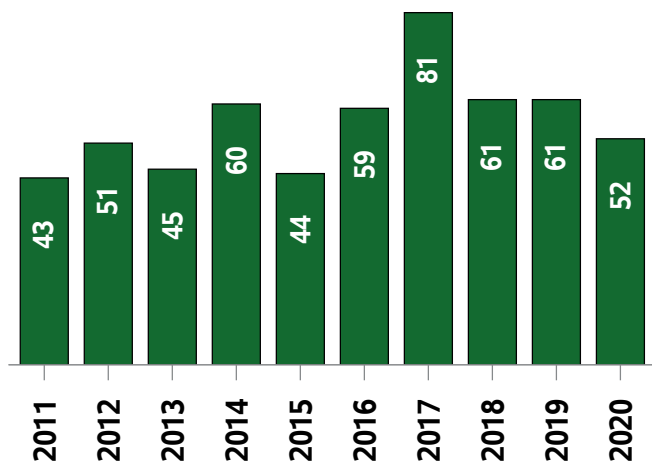


Average Price and Median Price

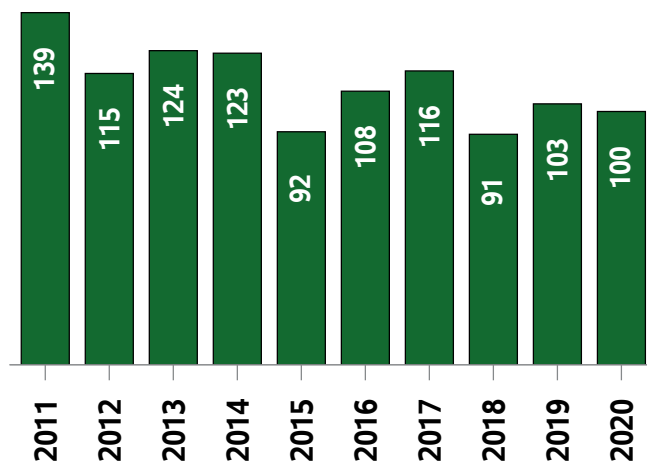


Kimberley MLS® Single Family Market Activity

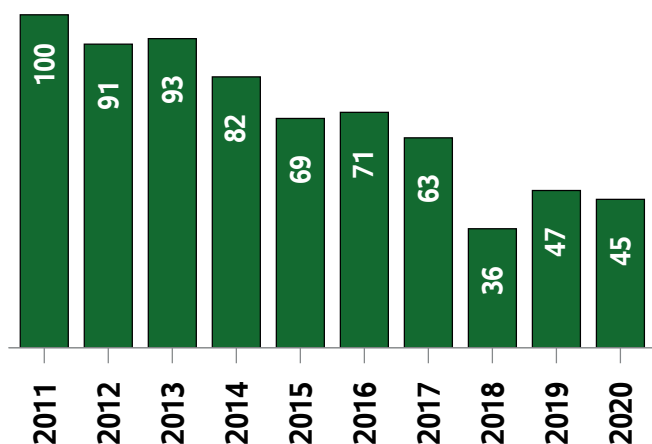
Sales Activity (June Year-to-date)



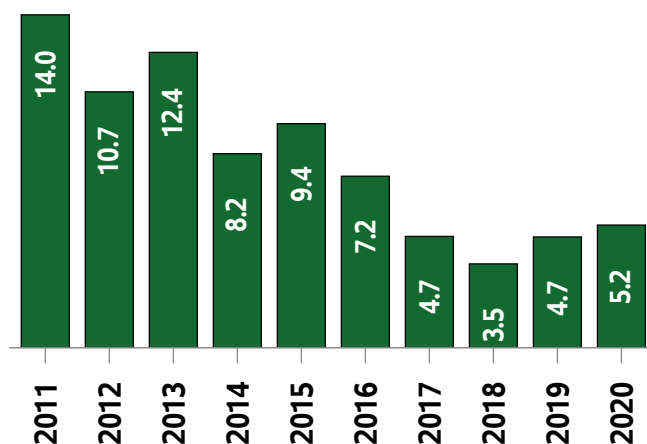
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Kimberley

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	0.0	-14.3	-50.0	140.0	9.1	140.0
Dollar Volume	\$4,680,800	-10.2	10.3	-25.9	278.7	125.9	490.3
New Listings	26	44.4	52.9	13.0	30.0	52.9	-3.7
Active Listings	59	-4.8	34.1	-3.3	-24.4	-47.8	-52.4
Sales to New Listings Ratio ¹	46.2	66.7	82.4	104.3	25.0	64.7	18.5
Months of Inventory ²	4.9	5.2	3.1	2.5	15.6	10.3	24.8
Average Price	\$390,067	-10.2	28.7	48.2	57.8	107.1	145.9
Median Price	\$335,000	-20.7	14.2	29.1	25.5	80.6	129.5
Sales to List Price Ratio	98.9	98.2	97.5	97.0	97.4	93.7	90.6
Median Days on Market	38.0	53.0	23.5	37.5	73.0	54.0	67.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	52	-14.8	-14.8	-35.8	18.2	15.6	160.0
Dollar Volume	\$17,987,335	-20.2	-0.2	-15.4	80.6	86.2	285.7
New Listings	100	-2.9	9.9	-13.8	8.7	-19.4	-39.0
Active Listings ³	45	-5.6	24.7	-29.3	-35.3	-52.0	-40.3
Sales to New Listings Ratio ⁴	52.0	59.2	67.0	69.8	47.8	36.3	12.2
Months of Inventory ⁵	5.2	4.7	3.5	4.7	9.4	12.4	22.5
Average Price	\$345,910	-6.3	17.1	31.7	52.8	61.1	48.3
Median Price	\$320,000	-7.2	16.8	30.9	53.3	64.2	62.0
Sales to List Price Ratio	96.9	96.7	96.2	96.8	94.6	94.8	94.2
Median Days on Market	47.5	43.0	29.0	47.0	75.0	68.0	40.5

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

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

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

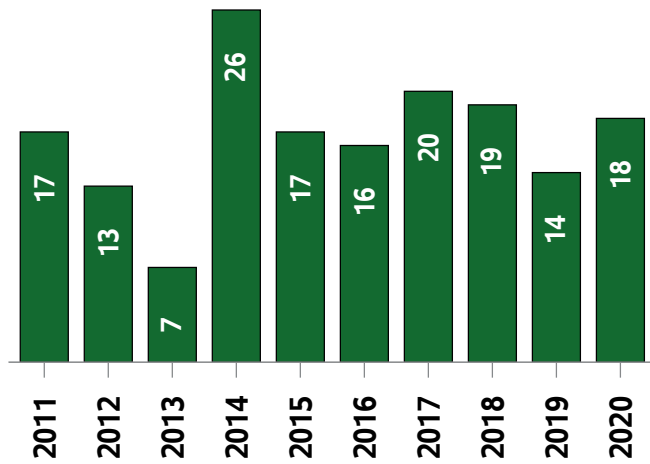
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

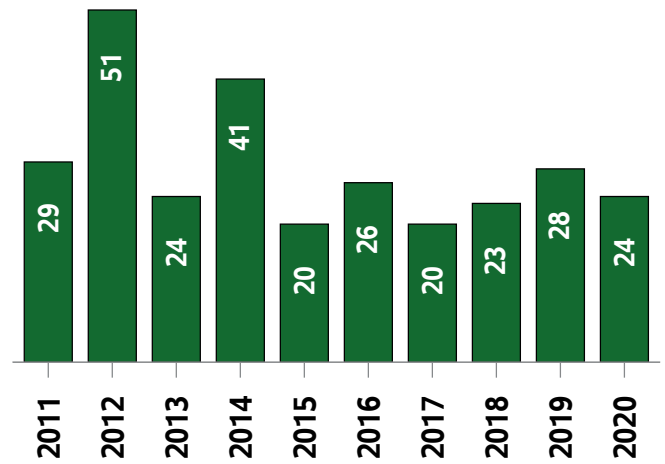
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

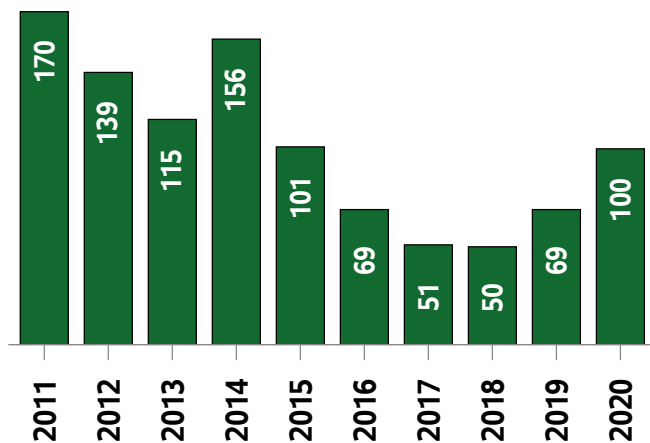
Sales Activity (June only)



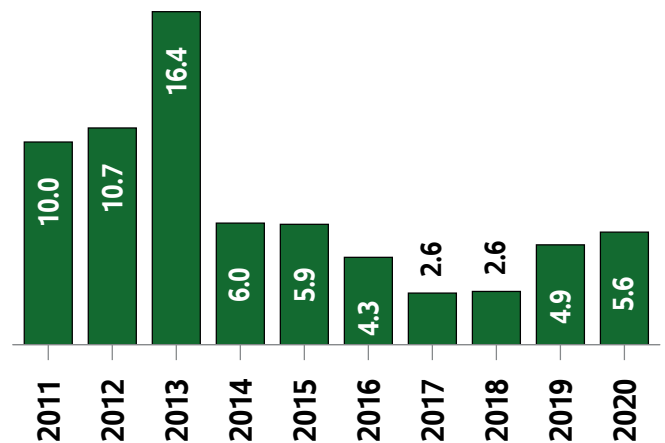
New Listings (June only)



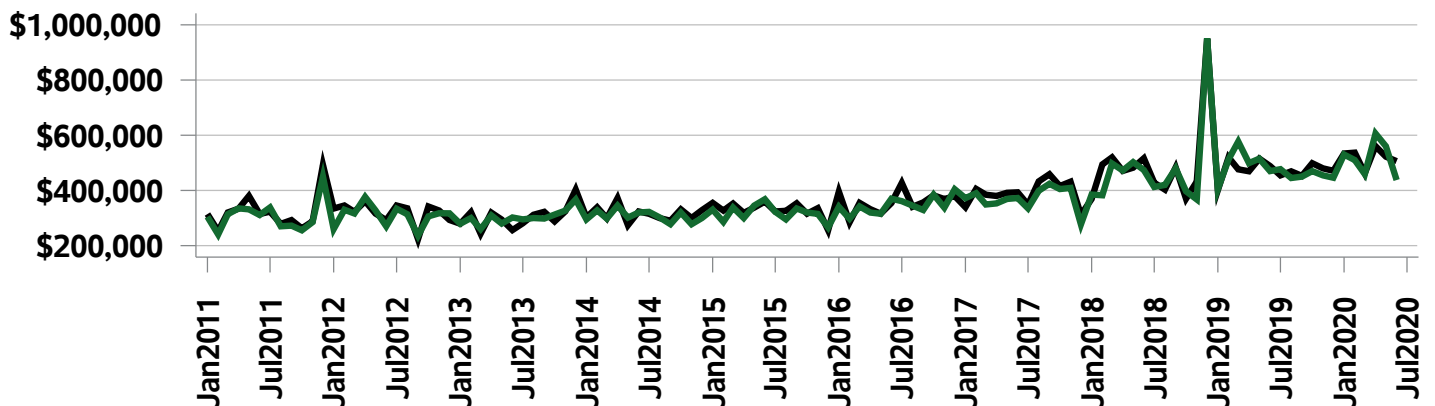
Active Listings (June only)



Months of Inventory (June only)

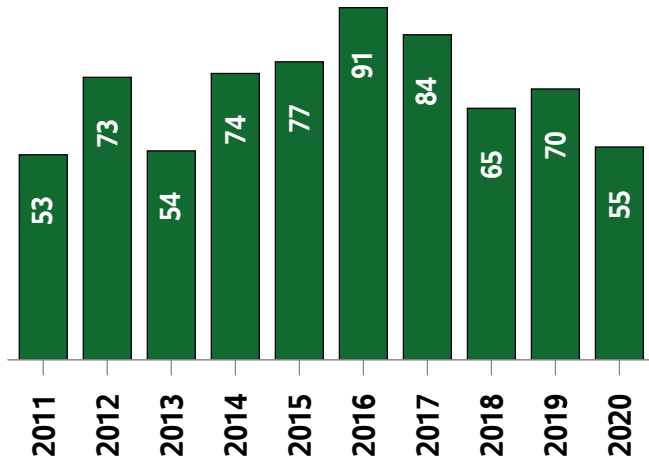


Average Price and Median Price

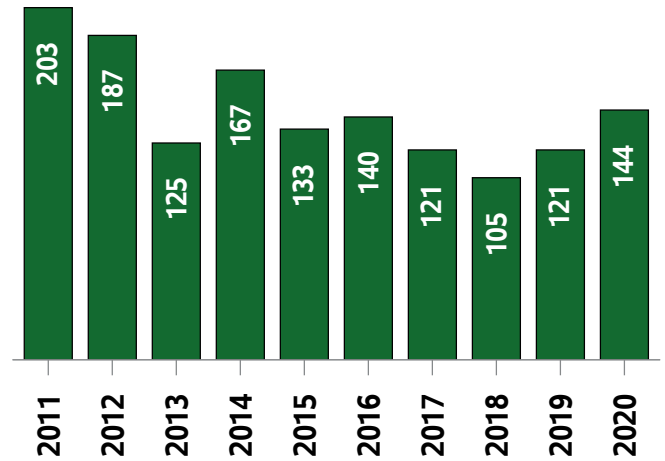


Nelson MLS® Residential Market Activity

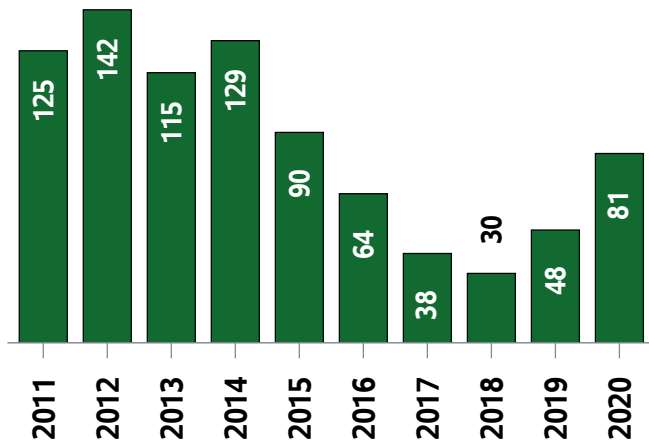
Sales Activity (June Year-to-date)



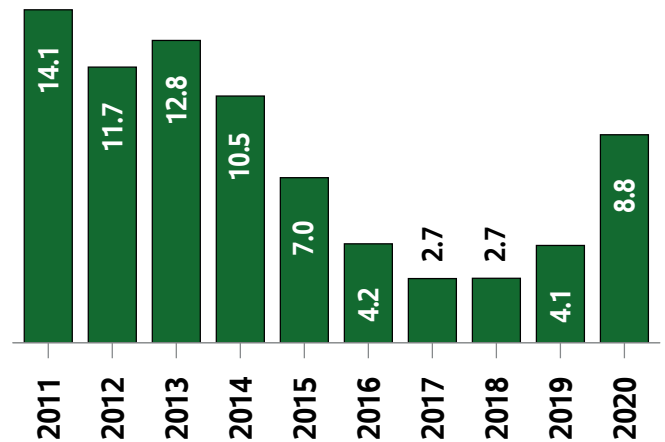
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Nelson

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	18	28.6	-5.3	-10.0	5.9	157.1	38.5
Dollar Volume	\$9,106,299	33.2	-7.2	15.8	49.0	407.6	62.0
New Listings	24	-14.3	4.3	20.0	20.0	0.0	-17.2
Active Listings	100	44.9	100.0	96.1	-1.0	-13.0	1.0
Sales to New Listings Ratio ¹	75.0	50.0	82.6	100.0	85.0	29.2	44.8
Months of Inventory ²	5.6	4.9	2.6	2.6	5.9	16.4	7.6
Average Price	\$505,906	3.6	-2.0	28.7	40.7	97.4	17.0
Median Price	\$437,500	-6.9	-7.7	17.4	18.9	44.9	15.7
Sales to List Price Ratio	98.0	97.8	100.0	99.3	96.2	93.3	95.5
Median Days on Market	21.0	46.5	24.0	25.5	41.0	52.0	41.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	55	-21.4	-15.4	-34.5	-28.6	1.9	-8.3
Dollar Volume	\$28,089,799	-16.8	-10.5	-13.7	6.8	74.3	34.9
New Listings	144	19.0	37.1	19.0	8.3	15.2	-17.2
Active Listings ³	81	67.8	172.5	111.8	-10.0	-29.9	38.6
Sales to New Listings Ratio ⁴	38.2	57.9	61.9	69.4	57.9	43.2	34.5
Months of Inventory ⁵	8.8	4.1	2.7	2.7	7.0	12.8	5.8
Average Price	\$510,724	5.9	5.7	31.8	49.5	71.2	47.1
Median Price	\$485,000	2.1	6.6	32.2	47.0	62.1	42.2
Sales to List Price Ratio	97.5	98.5	99.6	99.4	95.9	95.6	97.0
Median Days on Market	34.0	40.5	25.0	28.0	77.0	100.0	8.5

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

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

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

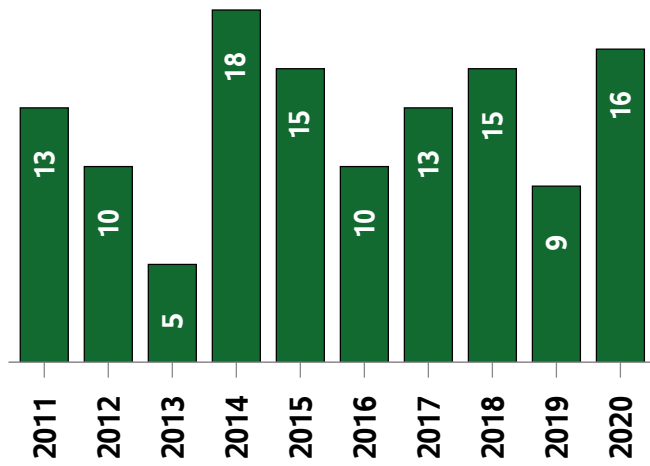
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

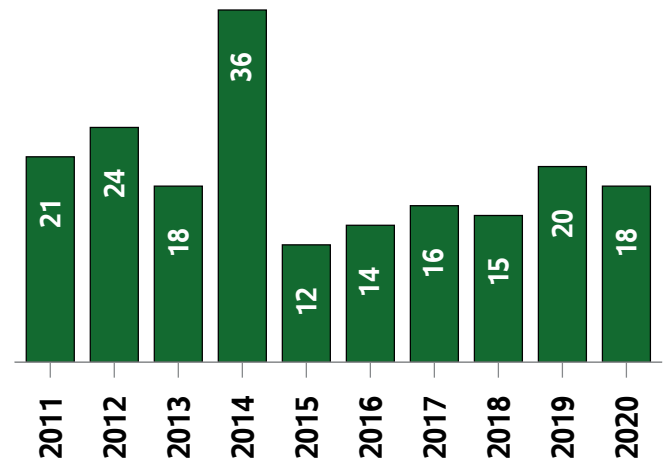
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

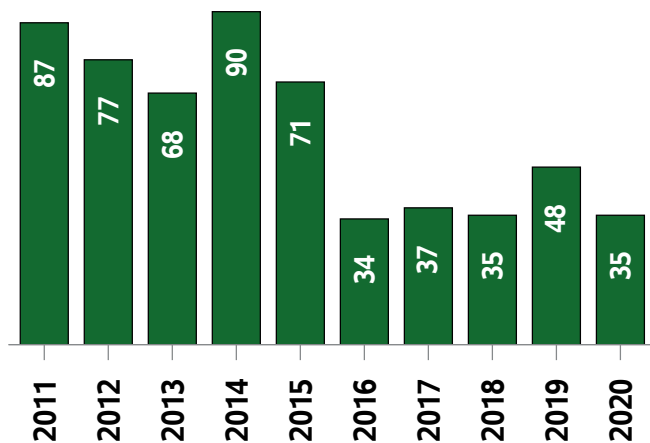
Sales Activity (June only)



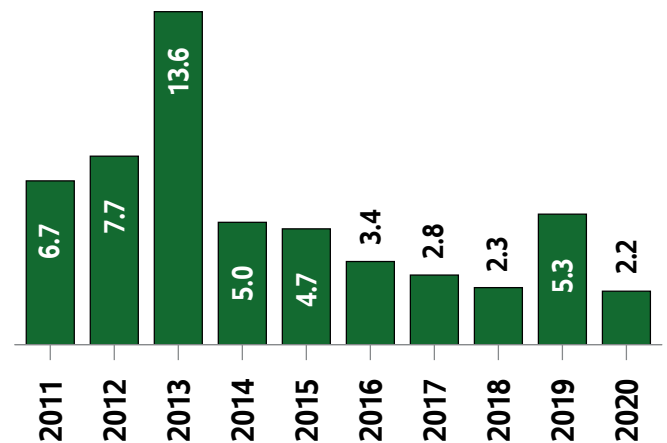
New Listings (June only)



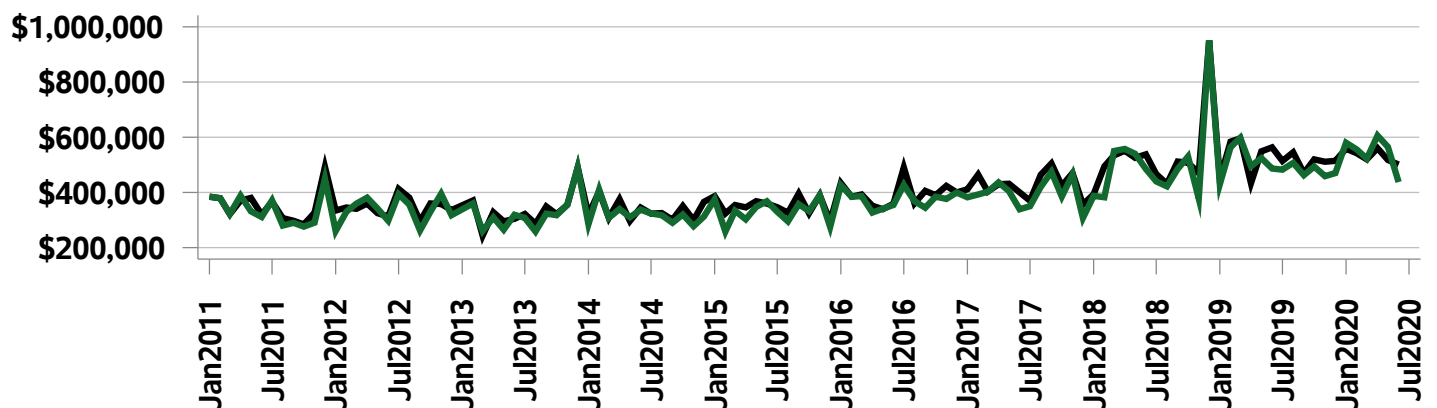
Active Listings (June only)



Months of Inventory (June only)

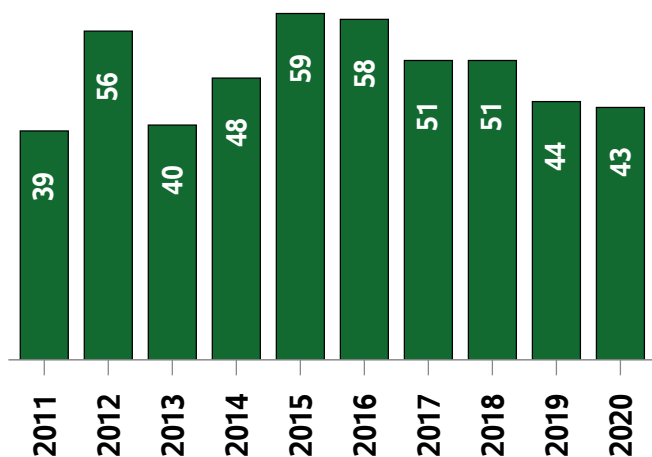


Average Price and Median Price

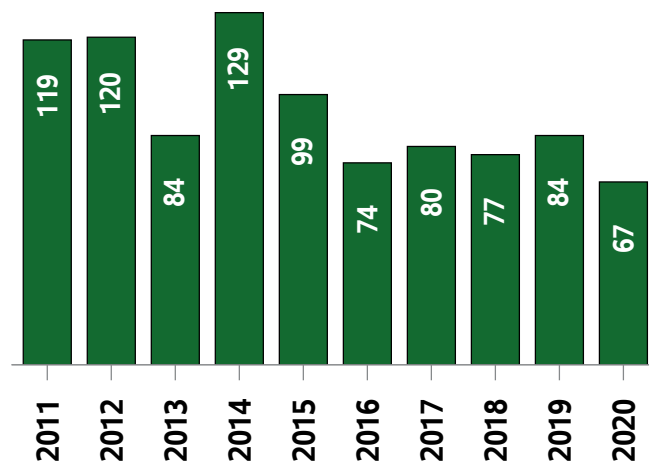


Nelson MLS® Single Family Market Activity

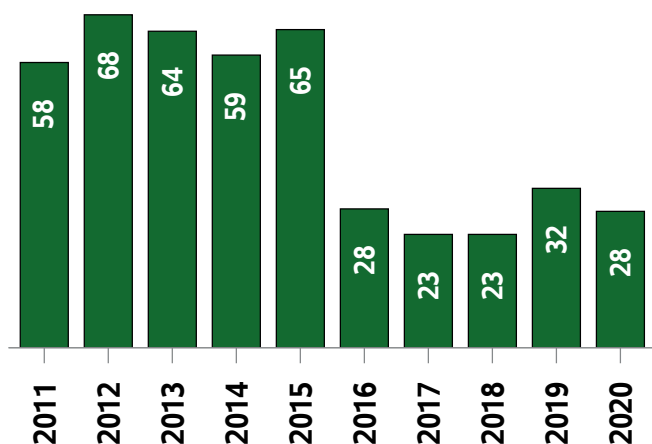
Sales Activity (June Year-to-date)



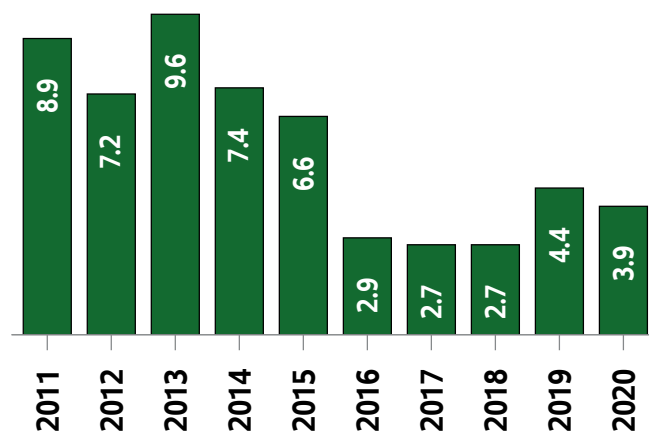
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Nelson

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	16	77.8	6.7	23.1	6.7	220.0	77.8
Dollar Volume	\$8,016,499	58.1	-0.6	54.1	48.6	427.1	89.6
New Listings	18	-10.0	20.0	12.5	50.0	0.0	-25.0
Active Listings	35	-27.1	0.0	-5.4	-50.7	-48.5	-50.7
Sales to New Listings Ratio ¹	88.9	45.0	100.0	81.3	125.0	27.8	37.5
Months of Inventory ²	2.2	5.3	2.3	2.8	4.7	13.6	7.9
Average Price	\$501,031	-11.0	-6.8	25.2	39.3	64.7	6.6
Median Price	\$437,500	-10.1	-9.8	29.1	18.9	37.1	15.7
Sales to List Price Ratio	97.7	96.9	99.3	99.3	95.9	95.8	95.6
Median Days on Market	21.0	39.0	24.0	22.0	41.0	52.0	23.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	43	-2.3	-15.7	-15.7	-27.1	7.5	-4.4
Dollar Volume	\$22,450,499	-5.1	-14.6	3.8	6.5	78.5	35.6
New Listings	67	-20.2	-13.0	-16.3	-32.3	-20.2	-46.8
Active Listings ³	28	-14.4	20.3	20.3	-57.1	-56.9	-28.4
Sales to New Listings Ratio ⁴	64.2	52.4	66.2	63.8	59.6	47.6	35.7
Months of Inventory ⁵	3.9	4.4	2.7	2.7	6.6	9.6	5.2
Average Price	\$522,105	-2.9	1.2	23.2	46.1	66.0	41.9
Median Price	\$510,000	-1.4	3.0	27.8	47.8	66.8	45.7
Sales to List Price Ratio	97.5	98.2	99.4	99.4	95.8	95.6	97.1
Median Days on Market	34.0	34.0	28.0	22.0	85.0	73.5	6.0

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

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

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

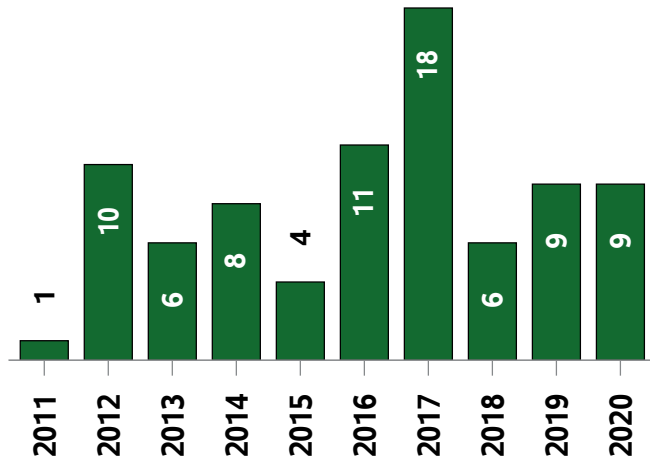
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

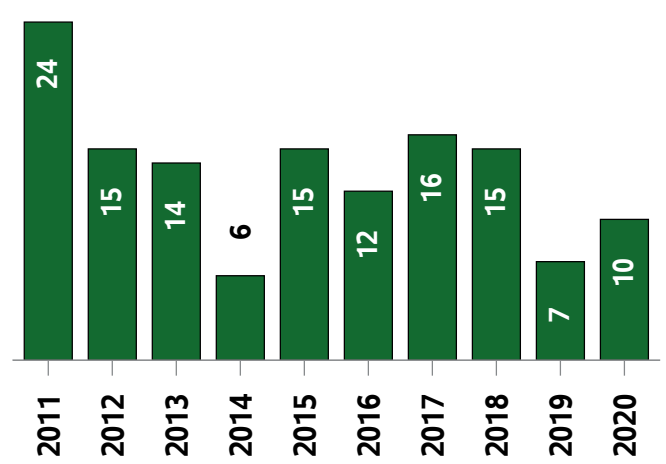
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

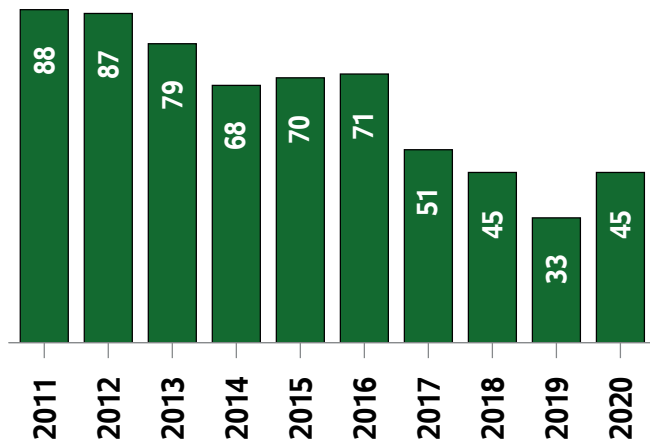
Sales Activity (June only)



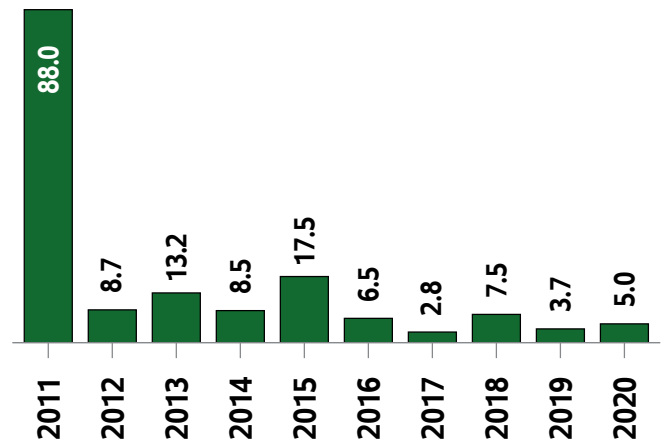
New Listings (June only)



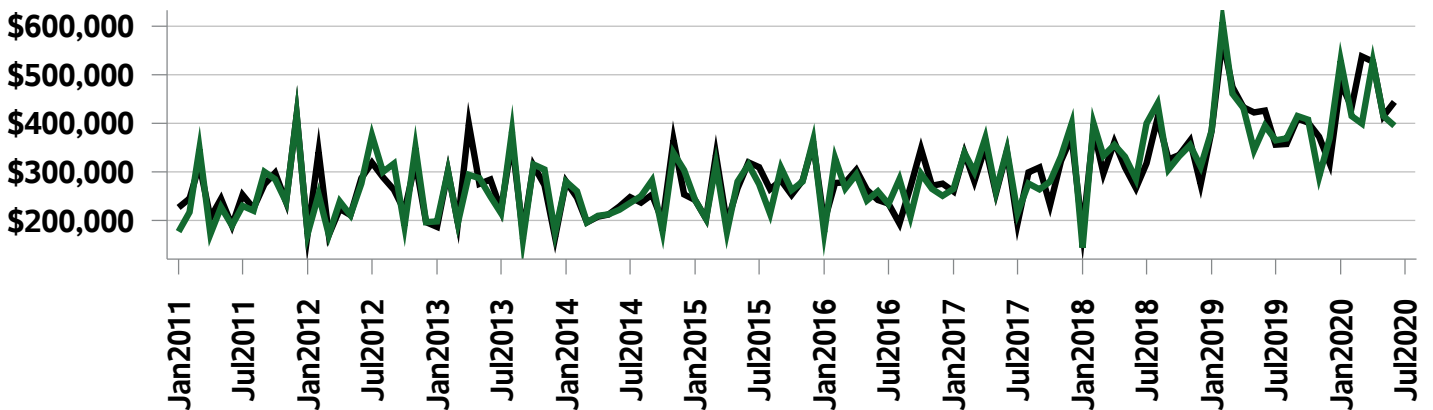
Active Listings (June only)



Months of Inventory (June only)

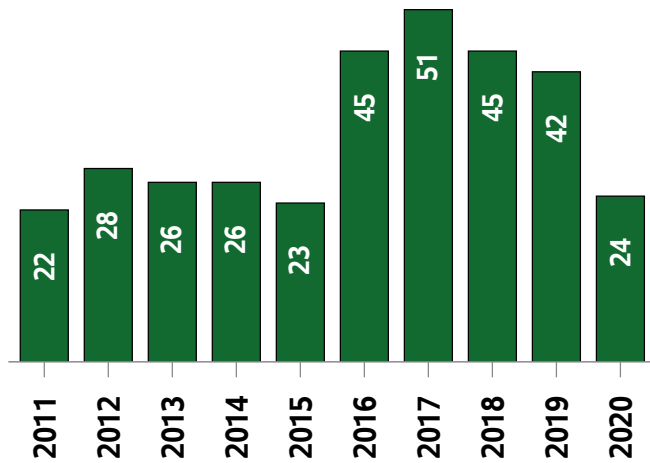


Average Price and Median Price

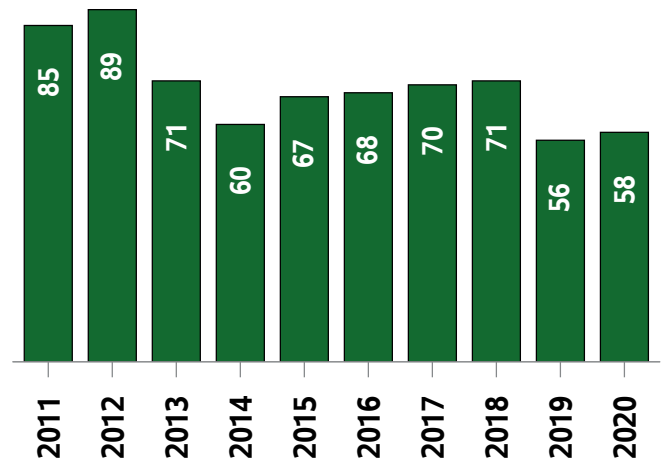


Rossland MLS® Residential Market Activity

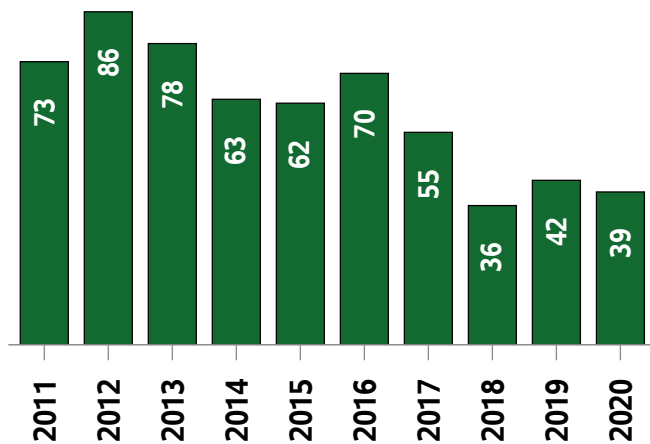
Sales Activity (June Year-to-date)



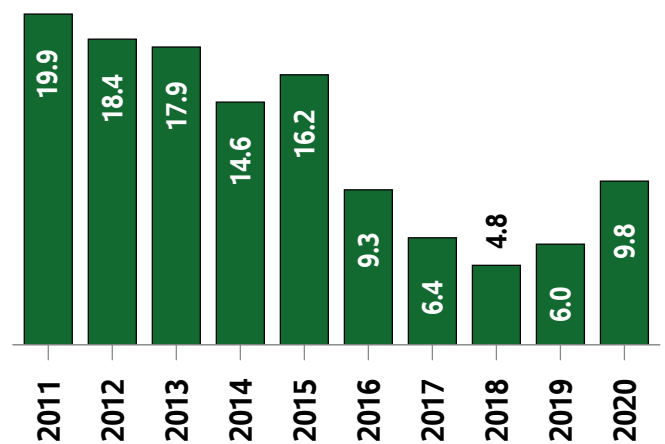
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Rossland

MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	9	0.0	50.0	-50.0	125.0	50.0	125.0
Dollar Volume	\$3,996,500	4.2	150.0	-34.9	212.7	134.3	282.4
New Listings	10	42.9	-33.3	-37.5	-33.3	-28.6	-47.4
Active Listings	45	36.4	0.0	-11.8	-35.7	-43.0	-29.7
Sales to New Listings Ratio ¹	90.0	128.6	40.0	112.5	26.7	42.9	21.1
Months of Inventory ²	5.0	3.7	7.5	2.8	17.5	13.2	16.0
Average Price	\$444,056	4.2	66.6	30.2	39.0	56.2	70.0
Median Price	\$395,000	0.0	38.6	14.5	25.4	58.5	47.7
Sales to List Price Ratio	97.4	96.4	96.9	97.9	96.2	94.2	96.2
Median Days on Market	55.0	56.0	62.0	67.5	305.0	58.0	12.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	24	-42.9	-46.7	-52.9	4.3	-7.7	14.3
Dollar Volume	\$11,178,950	-41.4	-19.3	-29.7	81.8	50.2	109.3
New Listings	58	3.6	-18.3	-17.1	-13.4	-18.3	-38.3
Active Listings ³	39	-7.1	9.8	-28.0	-36.7	-49.2	7.8
Sales to New Listings Ratio ⁴	41.4	75.0	63.4	72.9	34.3	36.6	22.3
Months of Inventory ⁵	9.8	6.0	4.8	6.4	16.2	17.9	10.4
Average Price	\$465,790	2.6	51.3	49.3	74.2	62.7	83.1
Median Price	\$442,500	12.5	32.5	35.8	58.0	75.4	80.6
Sales to List Price Ratio	97.1	96.5	97.4	96.3	95.0	94.2	96.7
Median Days on Market	62.0	95.0	53.0	64.0	100.0	89.5	5.0

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

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

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

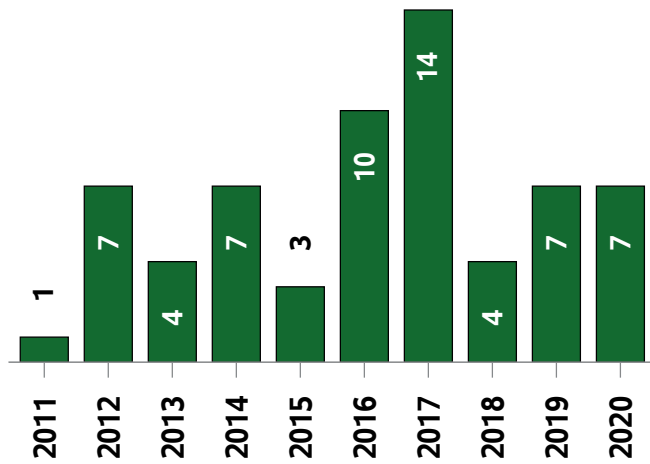
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

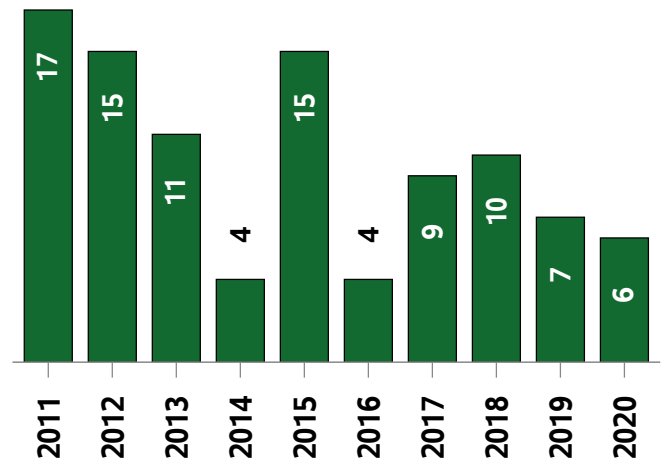
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

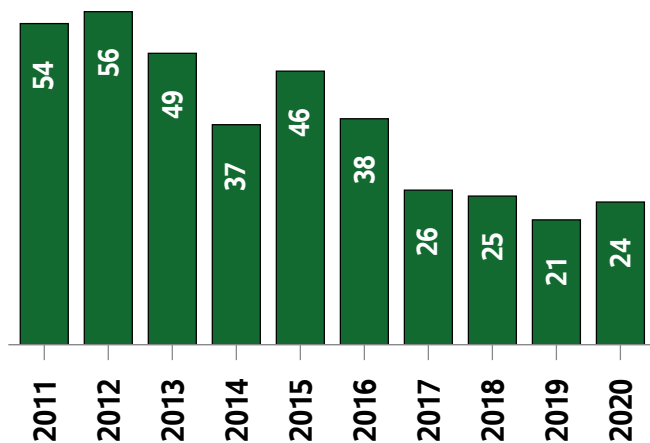
Sales Activity (June only)



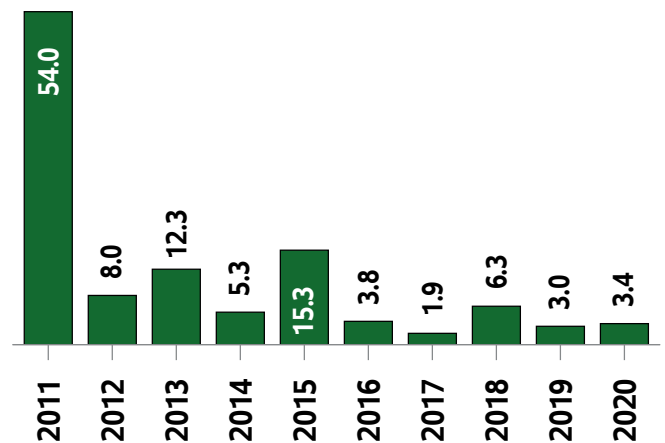
New Listings (June only)



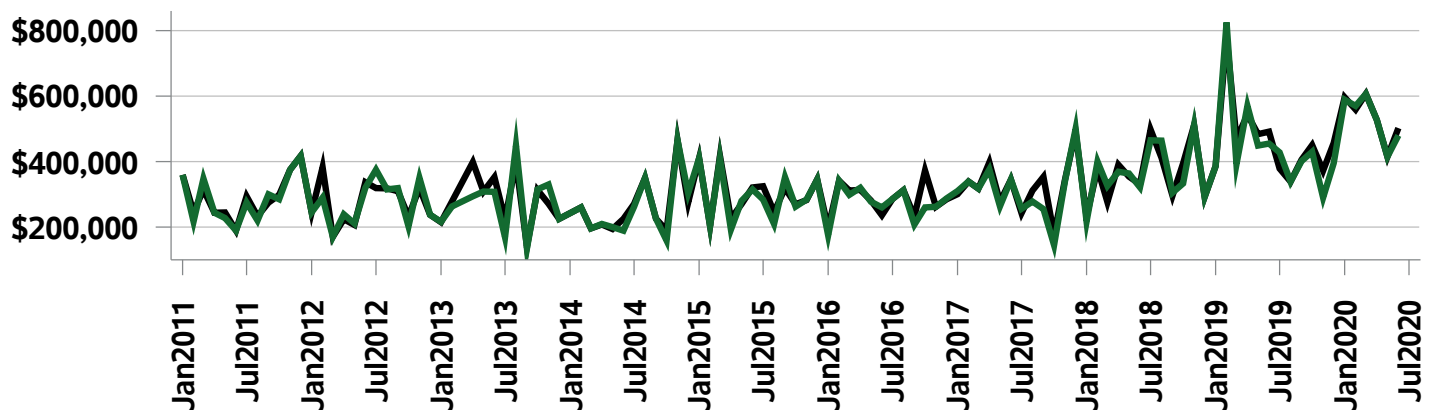
Active Listings (June only)



Months of Inventory (June only)

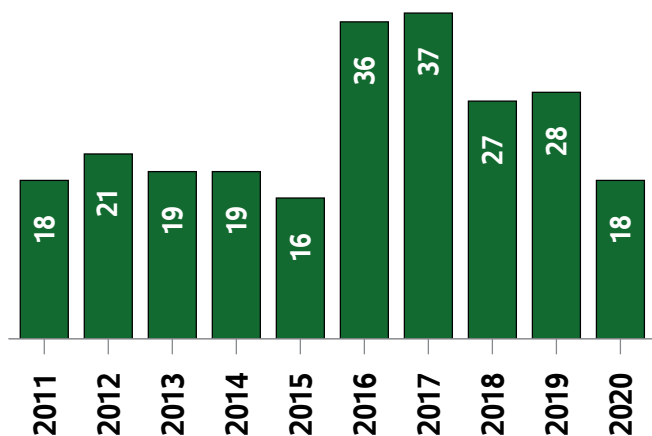


Average Price and Median Price

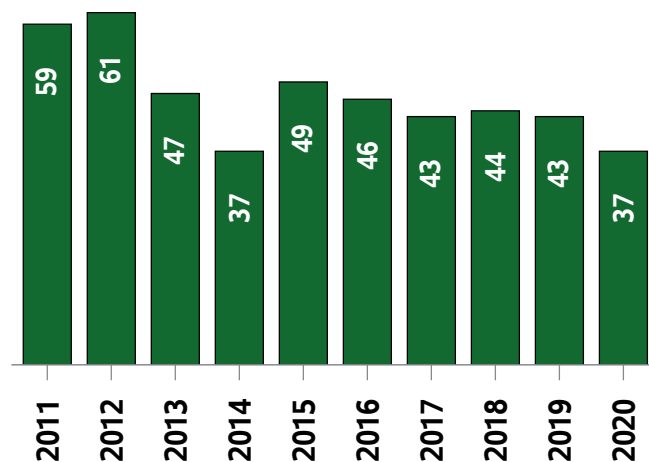


Rossland MLS® Single Family Market Activity

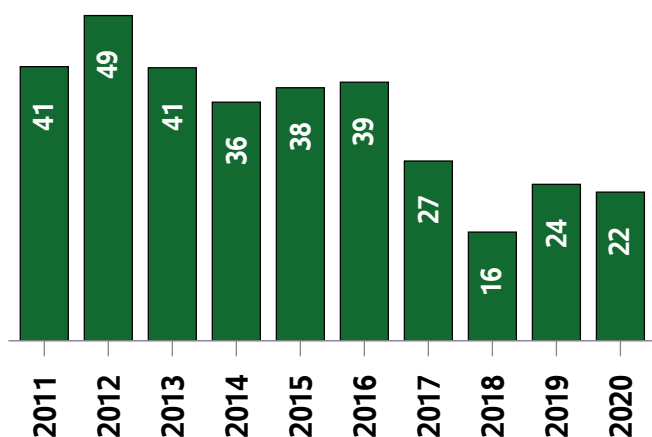
Sales Activity (June Year-to-date)



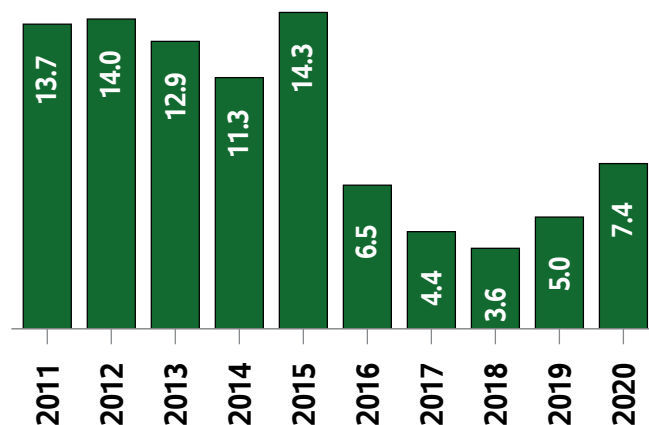
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Rossland

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	7	0.0	75.0	-50.0	133.3	75.0	75.0
Dollar Volume	\$3,516,500	2.2	165.8	-27.2	265.2	149.3	236.5
New Listings	6	-14.3	-40.0	-33.3	-60.0	-45.5	-57.1
Active Listings	24	14.3	-4.0	-7.7	-47.8	-51.0	-36.8
Sales to New Listings Ratio ¹	116.7	100.0	40.0	155.6	20.0	36.4	28.6
Months of Inventory ²	3.4	3.0	6.3	1.9	15.3	12.3	9.5
Average Price	\$502,357	2.2	51.9	45.6	56.5	42.5	92.3
Median Price	\$480,000	5.5	49.3	39.1	52.4	56.0	79.4
Sales to List Price Ratio	97.6	97.6	97.6	98.4	97.0	95.9	96.2
Median Days on Market	48.0	41.0	42.0	24.5	225.0	44.0	12.5

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	18	-35.7	-33.3	-51.4	12.5	-5.3	-5.3
Dollar Volume	\$9,665,500	-33.0	6.6	-21.7	103.7	58.1	91.5
New Listings	37	-14.0	-15.9	-14.0	-24.5	-21.3	-41.3
Active Listings ³	22	-5.0	36.7	-17.3	-41.2	-45.5	-1.5
Sales to New Listings Ratio ⁴	48.6	65.1	61.4	86.0	32.7	40.4	30.2
Months of Inventory ⁵	7.4	5.0	3.6	4.4	14.3	12.9	7.2
Average Price	\$536,972	4.1	59.9	61.0	81.1	66.9	102.1
Median Price	\$495,750	5.5	45.8	45.8	70.9	88.5	94.4
Sales to List Price Ratio	96.8	97.6	98.3	96.3	96.0	95.0	96.5
Median Days on Market	51.5	53.5	31.0	48.0	49.0	85.0	5.0

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

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

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

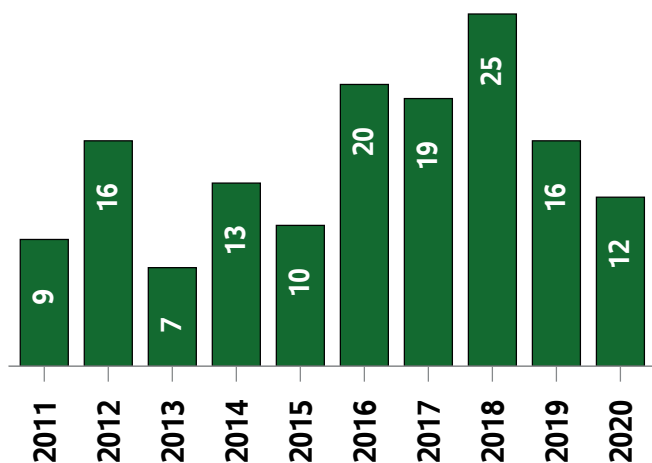
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

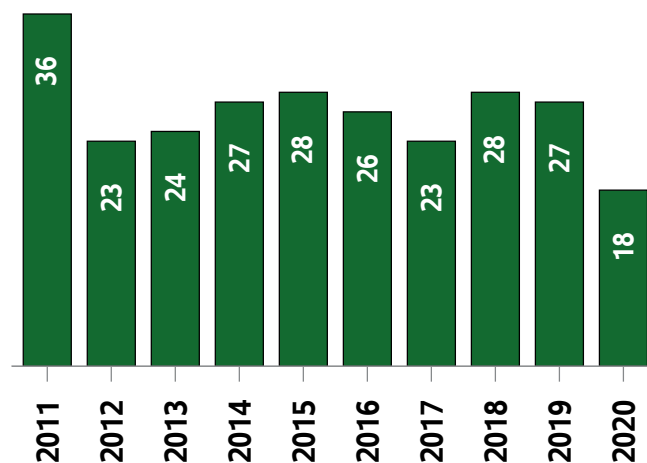
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

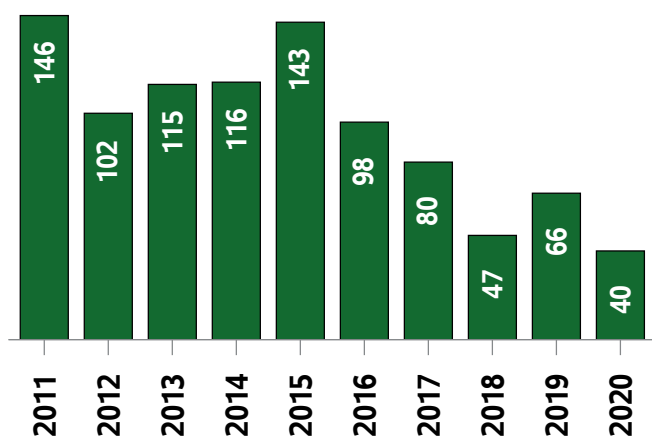
Sales Activity (June only)



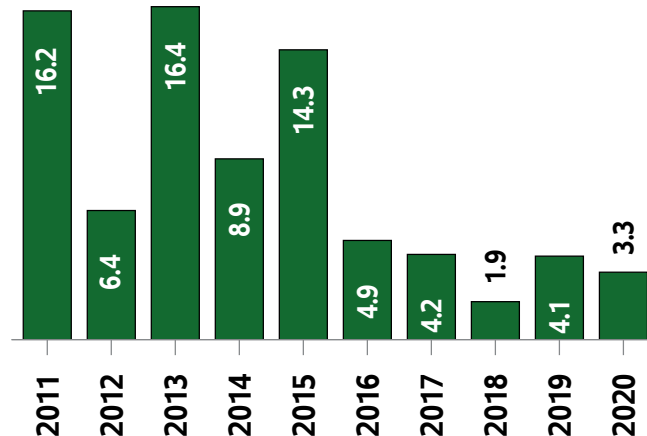
New Listings (June only)



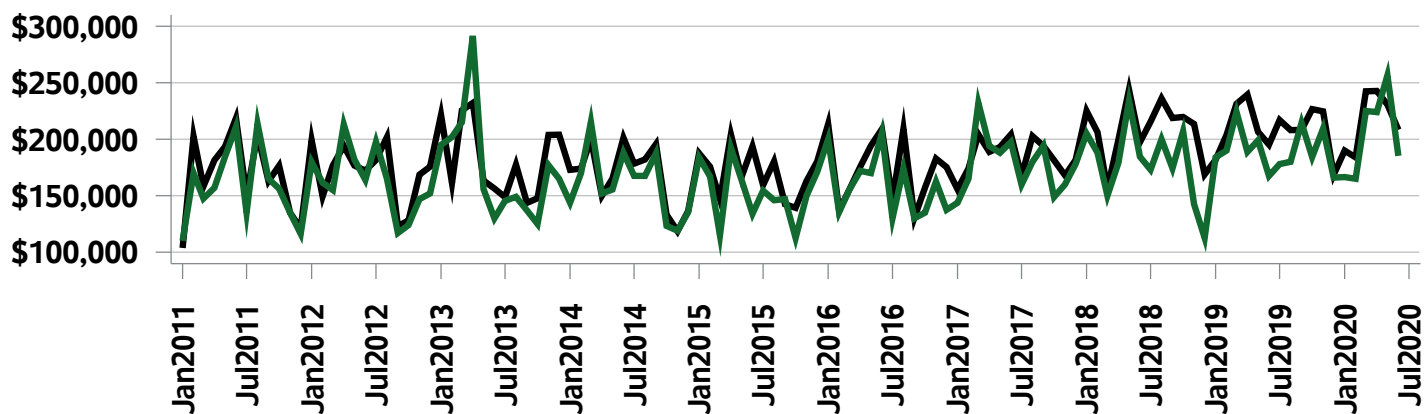
Active Listings (June only)



Months of Inventory (June only)

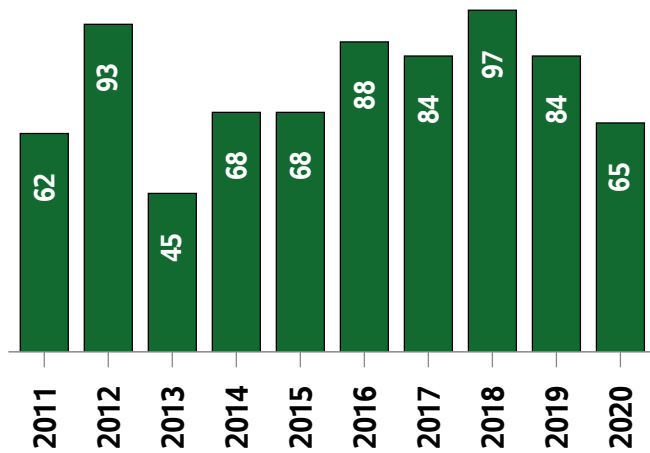


Average Price and Median Price

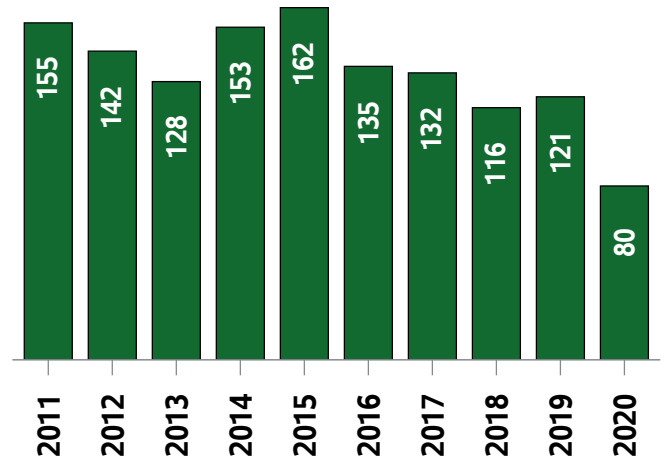


Trail MLS® Residential Market Activity

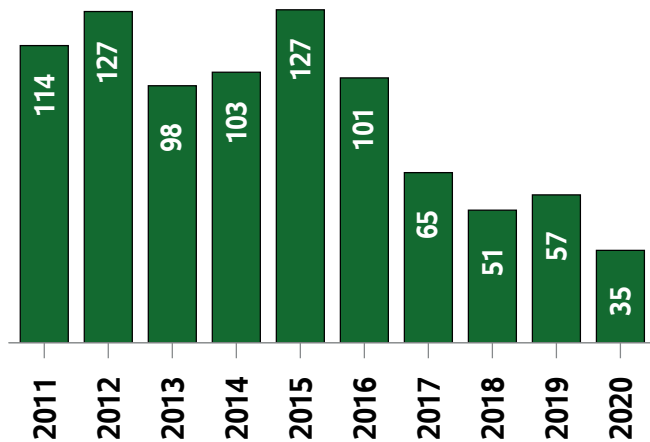
Sales Activity (June Year-to-date)



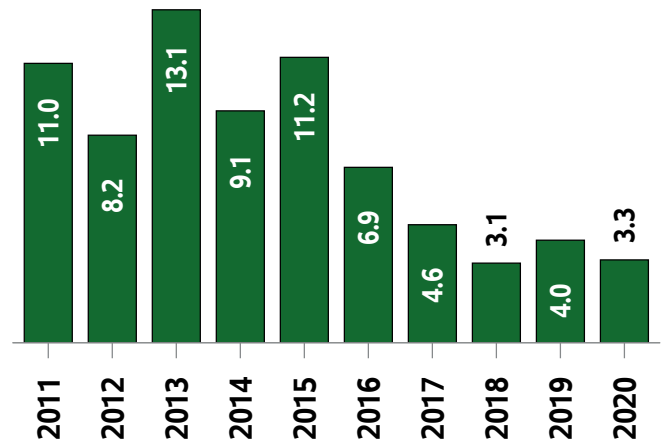
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Trail MLS® Residential Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	12	-25.0	-52.0	-36.8	20.0	71.4	100.0
Dollar Volume	\$2,499,800	-20.0	-49.3	-35.6	29.1	128.4	146.0
New Listings	18	-33.3	-35.7	-21.7	-35.7	-25.0	-61.7
Active Listings	40	-39.4	-14.9	-50.0	-72.0	-65.2	-68.8
Sales to New Listings Ratio ¹	66.7	59.3	89.3	82.6	35.7	29.2	12.8
Months of Inventory ²	3.3	4.1	1.9	4.2	14.3	16.4	21.3
Average Price	\$208,317	6.7	5.5	2.0	7.6	33.2	23.0
Median Price	\$185,250	10.6	0.4	-6.2	38.2	42.6	1.5
Sales to List Price Ratio	99.3	96.0	103.4	94.9	93.5	96.5	90.0
Median Days on Market	27.0	63.0	21.0	53.0	45.5	53.0	60.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	65	-22.6	-33.0	-22.6	-4.4	44.4	58.5
Dollar Volume	\$13,906,300	-21.0	-30.7	-13.8	14.9	62.3	68.1
New Listings	80	-33.9	-31.0	-39.4	-50.6	-37.5	-56.3
Active Listings ³	35	-37.5	-30.3	-45.6	-72.2	-64.0	-48.2
Sales to New Listings Ratio ⁴	81.3	69.4	83.6	63.6	42.0	35.2	22.4
Months of Inventory ⁵	3.3	4.0	3.1	4.6	11.2	13.1	10.0
Average Price	\$213,943	2.1	3.4	11.3	20.2	12.3	6.0
Median Price	\$202,000	6.7	9.5	3.2	25.7	19.2	6.3
Sales to List Price Ratio	94.9	96.3	97.5	95.4	93.7	94.5	94.9
Median Days on Market	49.0	58.5	50.0	57.0	93.0	58.0	16.0

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

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

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

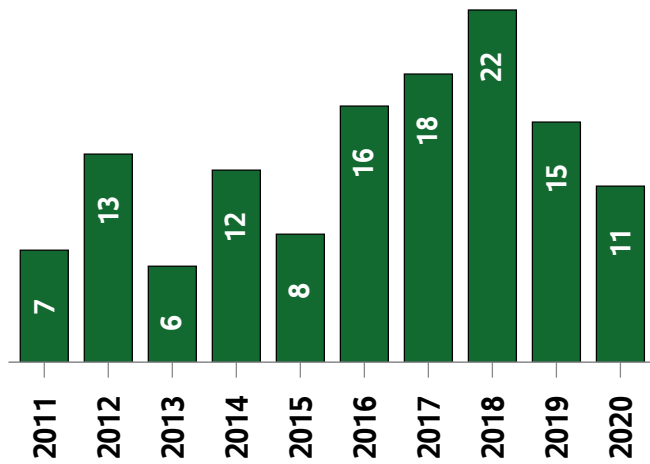
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

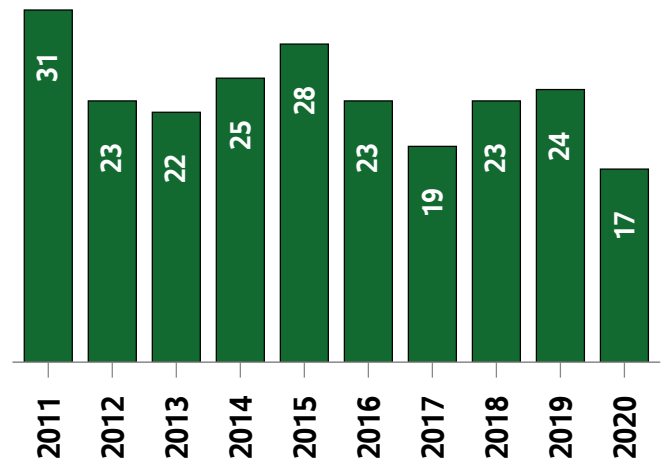
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

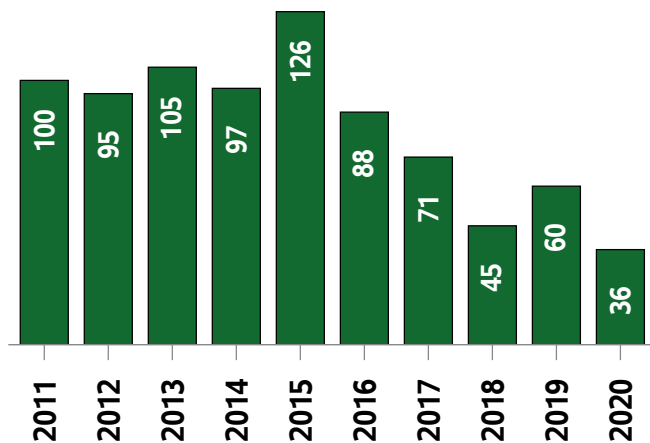
Sales Activity (June only)



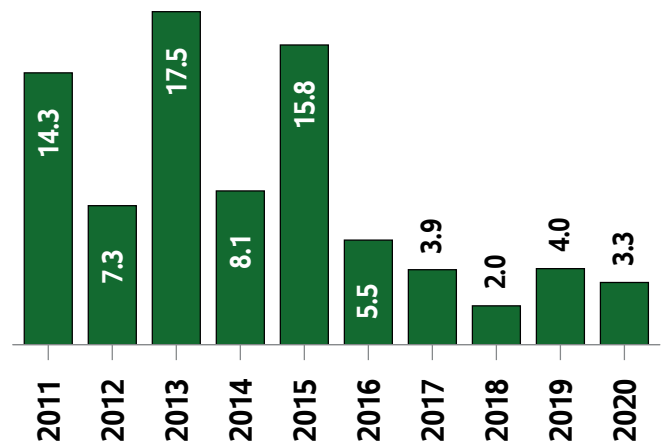
New Listings (June only)



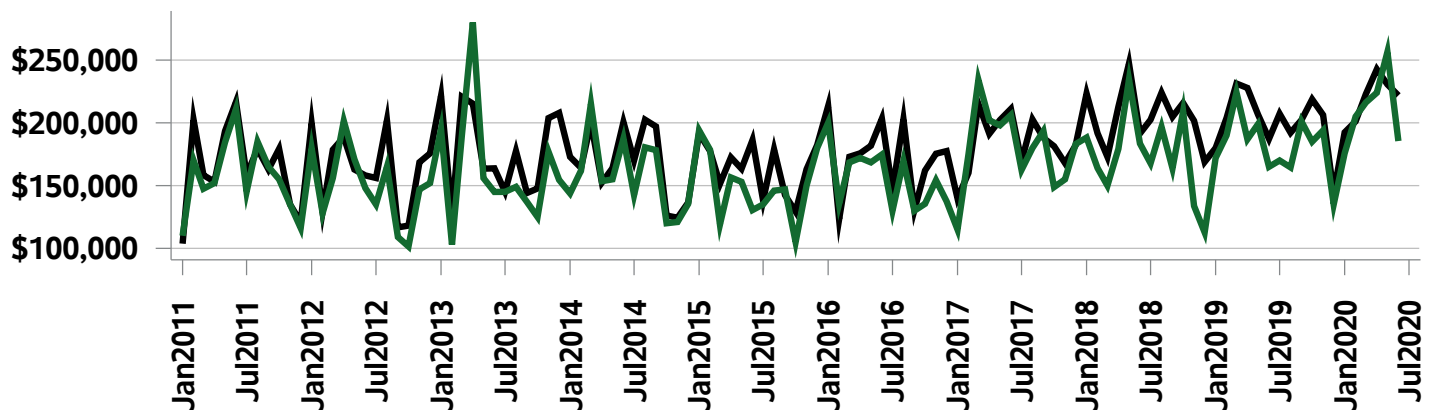
Active Listings (June only)



Months of Inventory (June only)

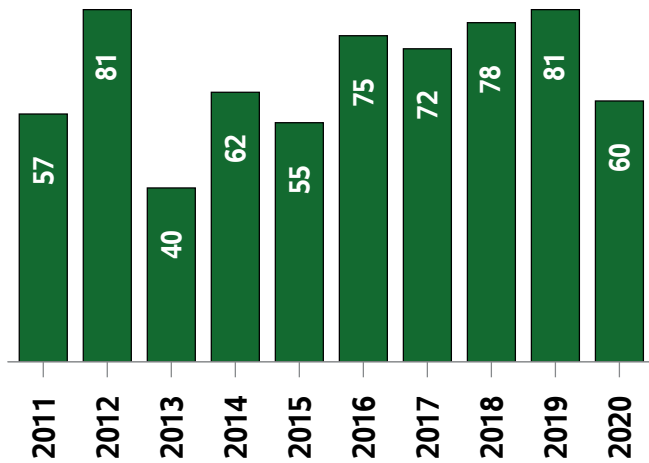


Average Price and Median Price

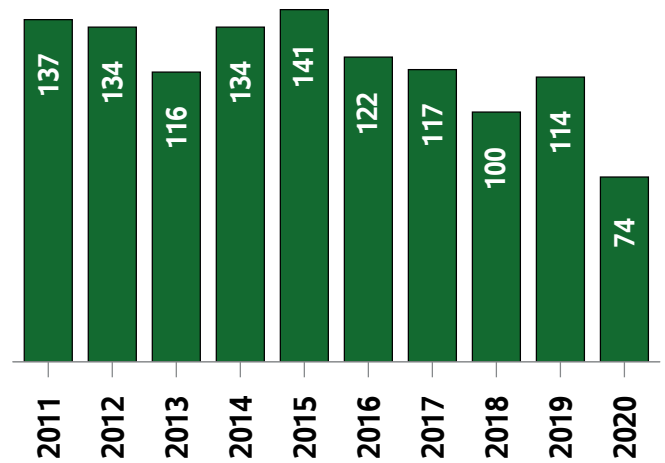


Trail MLS® Single Family Market Activity

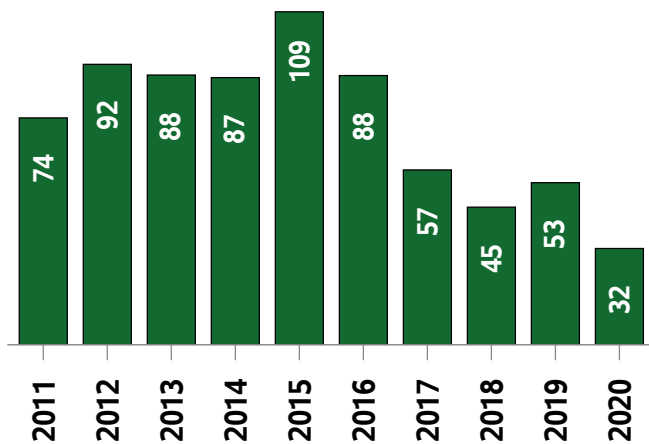
Sales Activity (June Year-to-date)



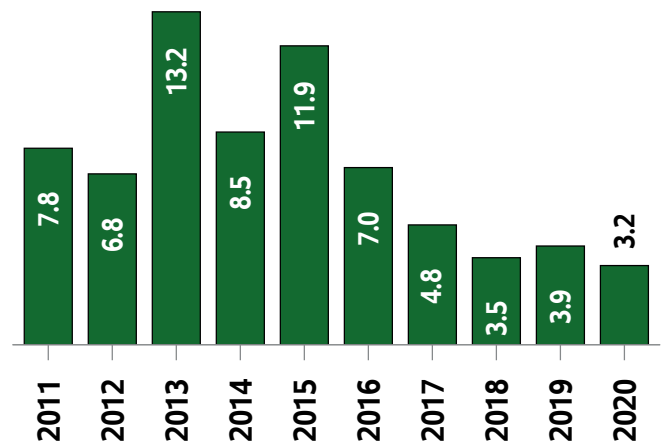
New Listings (June Year-to-date)



Active Listings ¹ (June Year-to-date)



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



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

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

Trail

MLS® Single Family Market Activity

Actual	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	11	-26.7	-50.0	-38.9	37.5	83.3	83.3
Dollar Volume	\$2,439,800	-13.1	-42.1	-35.8	63.7	148.3	140.1
New Listings	17	-29.2	-26.1	-10.5	-39.3	-22.7	13.3
Active Listings	36	-40.0	-20.0	-49.3	-71.4	-65.7	-56.1
Sales to New Listings Ratio ¹	64.7	62.5	95.7	94.7	28.6	27.3	40.0
Months of Inventory ²	3.3	4.0	2.0	3.9	15.8	17.5	13.7
Average Price	\$221,800	18.5	15.8	5.1	19.1	35.5	31.0
Median Price	\$185,500	12.4	1.1	-10.1	42.1	28.0	1.6
Sales to List Price Ratio	97.1	95.9	103.6	95.1	92.6	96.8	90.0
Median Days on Market	31.0	69.0	29.0	47.0	37.5	39.5	60.0

Year-to-date	June 2020	Compared to ⁶					
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	60	-25.9	-23.1	-16.7	9.1	50.0	66.7
Dollar Volume	\$13,066,300	-21.8	-19.5	-7.7	37.1	77.7	82.6
New Listings	74	-35.1	-26.0	-36.8	-47.5	-36.2	-42.6
Active Listings ³	32	-40.6	-30.0	-44.9	-71.1	-64.3	-40.4
Sales to New Listings Ratio ⁴	81.1	71.1	78.0	61.5	39.0	34.5	27.9
Months of Inventory ⁵	3.2	3.9	3.5	4.8	11.9	13.2	8.8
Average Price	\$217,772	5.6	4.6	10.7	25.7	18.4	9.6
Median Price	\$206,250	11.5	12.4	3.6	34.8	28.4	10.0
Sales to List Price Ratio	95.0	96.3	97.7	95.2	93.6	94.6	94.8
Median Days on Market	43.5	57.0	50.5	54.5	94.0	54.5	19.5

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

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

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

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

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

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