



Kootenay Association Residential Market Activity Report October 2021





# Kootenay Association MLS® Residential Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	379	-18.3	23.5	30.7	43.6	54.1	136.9
Dollar Volume	\$182,354,776	-1.9	75.9	98.1	138.0	168.9	374.8
New Listings	336	-4.8	0.0	-3.2	23.1	-8.9	-3.7
Active Listings	938	-21.3	-47.9	-50.1	-61.7	-67.3	-70.8
Sales to New Listings Ratio 1	112.8	131.4	91.4	83.6	96.7	66.7	45.8
Months of Inventory 2	2.5	2.6	5.9	6.5	9.3	11.7	20.1
Average Price	\$481,147	20.1	42.5	51.6	65.8	74.5	100.4
Median Price	\$429,000	23.9	37.3	49.9	59.6	77.3	81.8
Sale to List Price Ratio	98.5	97.1	95.5	95.4	94.9	93.3	92.8
Median Days on Market	40.0	44.5	70.0	68.0	75.5	116.0	84.0
				Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	3,486	2020	33.2	October 2018	October 2016 34.8	<b>2014</b> 56.3	102.9
Sales Activity  Dollar Volume	2021 3,486 \$1,561,518,353	2020 20.0 42.1	33.2 73.6	October 2018 24.6 74.3	October 2016 34.8 114.0	<b>2014</b> 56.3 149.5	2011 102.9 239.7
Sales Activity  Dollar Volume  New Listings	2021 3,486 \$1,561,518,353 4,348	2020 20.0 42.1 9.3	2019 33.2 73.6 -0.2	October 2018  24.6  74.3  -1.7	October 2016 34.8 114.0 -7.0	2014 56.3 149.5 -16.4	2011 102.9 239.7 -19.2
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 3,486 \$1,561,518,353 4,348 980	2020 20.0 42.1 9.3 -36.5	2019 33.2 73.6 -0.2 -48.7	October 2018  24.6  74.3  -1.7  -48.6	October 2016  34.8  114.0  -7.0  -63.3	2014 56.3 149.5 -16.4 -67.5	2011 102.9 239.7 -19.2 -70.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 3,486 \$1,561,518,353 4,348 980 80.2	2020 20.0 42.1 9.3 -36.5 73.0	2019 33.2 73.6 -0.2 -48.7 60.1	October 2018  24.6  74.3  -1.7  -48.6  63.2	October 2016  34.8  114.0  -7.0  -63.3  55.3	2014 56.3 149.5 -16.4 -67.5 42.9	2011 102.9 239.7 -19.2 -70.2 31.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 3,486 \$1,561,518,353 4,348 980 80.2 2.8	2020 20.0 42.1 9.3 -36.5 73.0 5.3	2019 33.2 73.6 -0.2 -48.7 60.1 7.3	October 2018  24.6  74.3  -1.7  -48.6  63.2  6.8	October 2016  34.8  114.0  -7.0  -63.3  55.3  10.3	2014 56.3 149.5 -16.4 -67.5 42.9 13.5	2011 102.9 239.7 -19.2 -70.2 31.9 19.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 3,486 \$1,561,518,353 4,348 980 80.2 2.8 \$447,940	2020 20.0 42.1 9.3 -36.5 73.0 5.3 18.4	2019 33.2 73.6 -0.2 -48.7 60.1 7.3 30.3	October 2018  24.6  74.3  -1.7  -48.6  63.2  6.8  39.9	October 2016  34.8  114.0  -7.0  -63.3  55.3  10.3  58.8	2014 56.3 149.5 -16.4 -67.5 42.9 13.5 59.6	2011 102.9 239.7 -19.2 -70.2 31.9 19.1 67.4

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

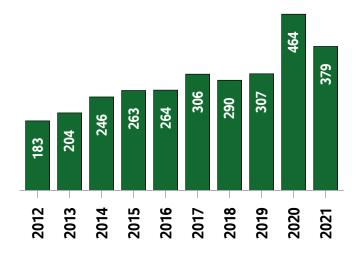
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



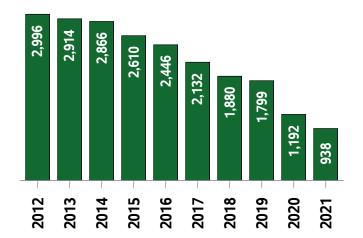
### Kootenay Association MLS® Residential Market Activity



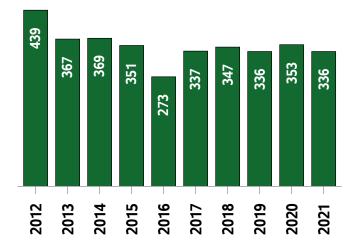
#### Sales Activity (October only)



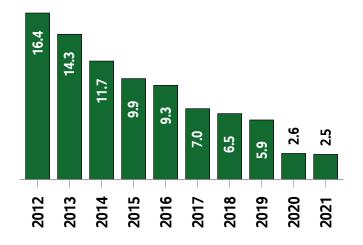
**Active Listings (October only)** 



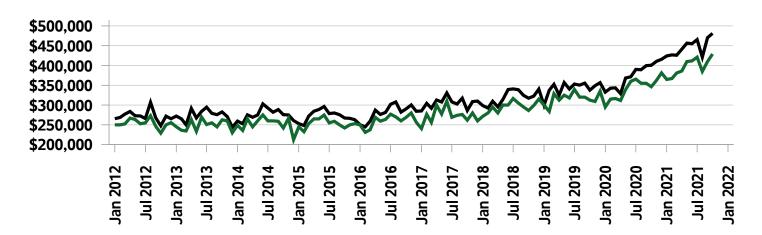
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

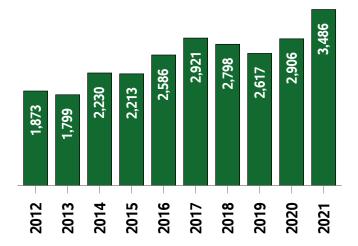




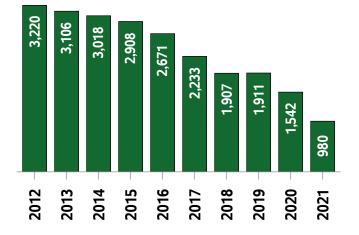
## Kootenay Association MLS® Residential Market Activity

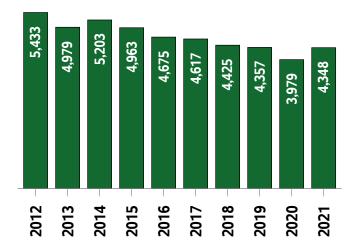


#### Sales Activity (October Year-to-date)

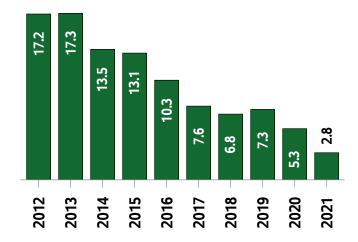


**Active Listings** (October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Kootenay Association**MLS® Single Family Market Activity



				Compa	red to <sup>6</sup>		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	266	-20.6	9.5	23.7	33.7	43.8	112.8
Dollar Volume	\$151,244,008	-3.2	65.6	98.5	126.9	164.2	345.0
New Listings	225	-9.6	-10.0	-14.4	6.6	-18.8	-14.4
Active Listings	664	-23.5	-51.7	-53.6	-62.2	-68.5	-71.1
Sales to New Listings Ratio 1	118.2	134.5	97.2	81.7	94.3	66.8	47.5
Months of Inventory 2	2.5	2.6	5.7	6.7	8.8	11.4	18.4
Average Price	\$568,586	21.9	51.2	60.5	69.8	83.8	109.1
Median Price	\$510,000	30.5	47.8	58.1	64.5	88.2	96.2
Sale to List Price Ratio	98.6	97.2	95.7	95.4	95.4	93.8	93.6
Median Days on Market	44.5	46.0	72.0	63.0	76.0	111.0	82.0
				Compa	red to <sup>6</sup>	<u>'</u>	
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	I	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	<b>2020</b> 11.1	2019	October 2018 16.3	October 2016 20.9	41.3	<b>2011</b> 76.2
Sales Activity  Dollar Volume	2021 2,428 \$1,287,269,219	2020 11.1 36.3	2019 22.1 67.6	October 2018  16.3  70.1	October 2016 20.9 104.8	2014 41.3 141.9	76.2 217.0
Sales Activity  Dollar Volume  New Listings	2021 2,428 \$1,287,269,219 3,086	2020 11.1 36.3 3.0	2019 22.1 67.6 -9.4	October 2018  16.3  70.1  -10.9	October 2016 20.9 104.8 -15.4	2014 41.3 141.9 -24.2	2011 76.2 217.0 -26.8
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 2,428 \$1,287,269,219 3,086 701	2020 11.1 36.3 3.0 -37.2	2019 22.1 67.6 -9.4 -51.9	October 2018  16.3  70.1  -10.9  -49.6	October 2016 20.9 104.8 -15.4 -62.9	2014 41.3 141.9 -24.2 -67.8	2011 76.2 217.0 -26.8 -70.3
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 2,428 \$1,287,269,219 3,086 701 78.7	2020 11.1 36.3 3.0 -37.2 72.9	2019 22.1 67.6 -9.4 -51.9 58.4	October 2018  16.3  70.1  -10.9  -49.6  60.3	October 2016  20.9  104.8  -15.4  -62.9  55.1	2014 41.3 141.9 -24.2 -67.8 42.2	2011 76.2 217.0 -26.8 -70.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 2,428 \$1,287,269,219 3,086 701 78.7 2.9	2020 11.1 36.3 3.0 -37.2 72.9 5.1	2019 22.1 67.6 -9.4 -51.9 58.4 7.3	October 2018  16.3  70.1  -10.9  -49.6  60.3  6.7	October 2016  20.9  104.8  -15.4  -62.9  55.1  9.4	2014 41.3 141.9 -24.2 -67.8 42.2 12.7	2011 76.2 217.0 -26.8 -70.3 32.7 17.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 2,428 \$1,287,269,219 3,086 701 78.7 2.9 \$530,177	2020 11.1 36.3 3.0 -37.2 72.9 5.1 22.7	2019 22.1 67.6 -9.4 -51.9 58.4 7.3 37.3	October 2018  16.3  70.1  -10.9  -49.6  60.3  6.7  46.3	October 2016  20.9  104.8  -15.4  -62.9  55.1  9.4  69.3	2014 41.3 141.9 -24.2 -67.8 42.2 12.7 71.2	2011 76.2 217.0 -26.8 -70.3 32.7 17.1 79.9

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

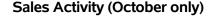
<sup>&</sup>lt;sup>5</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

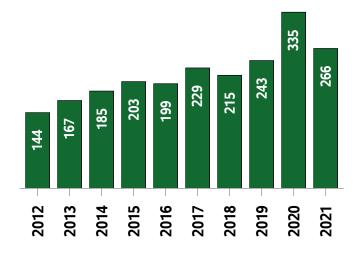
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



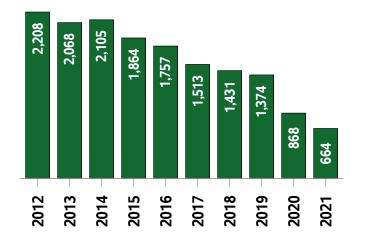
## Kootenay Association MLS® Single Family Market Activity



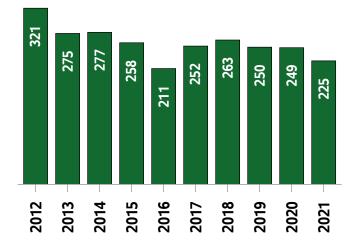




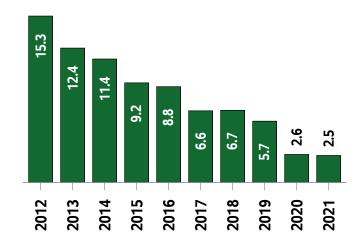
**Active Listings (October only)** 



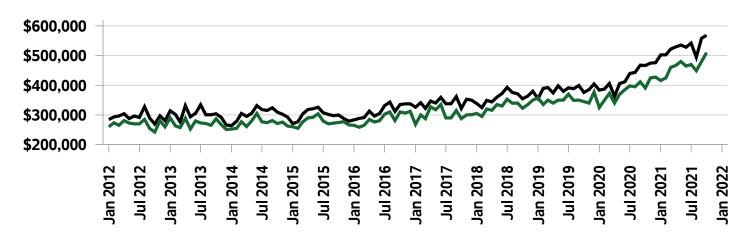
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

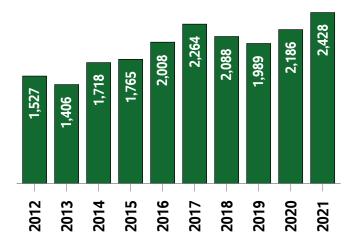




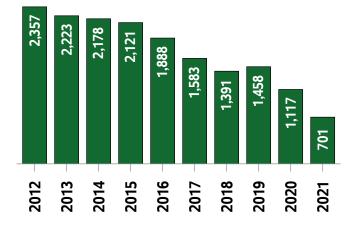
## Kootenay Association MLS® Single Family Market Activity

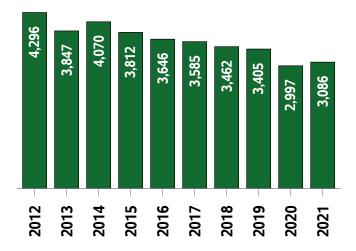


#### Sales Activity (October Year-to-date)

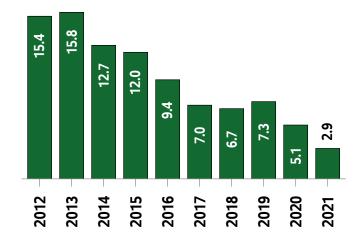


**Active Listings** (October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# Castlegar MLS® Residential Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	12	-47.8	0.0	0.0	-20.0	20.0	33.3
Dollar Volume	\$6,419,333	-26.6	48.1	84.5	74.8	179.3	166.9
New Listings	16	0.0	23.1	33.3	33.3	-27.3	-5.9
Active Listings	22	-35.3	-37.1	-38.9	-65.1	-76.3	-75.0
Sales to New Listings Ratio 1	75.0	143.8	92.3	100.0	125.0	45.5	52.9
Months of Inventory <sup>2</sup>	1.8	1.5	2.9	3.0	4.2	9.3	9.8
Average Price	\$534,944	40.6	48.1	84.5	118.6	132.8	100.1
Median Price	\$515,000	45.1	47.9	72.0	100.0	115.0	102.0
Sale to List Price Ratio	98.5	98.4	98.9	97.4	94.7	92.6	94.3
Median Days on Market	28.0	53.0	30.5	48.5	67.0	187.5	33.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity				October	October	l	
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	12.7	<b>2019</b> <b>37.3</b>	October 2018 11.0	October 2016 2.0	11.0	32.5
Sales Activity  Dollar Volume	2021 151 \$68,231,885	2020 12.7 32.6	37.3 81.3	October 2018  11.0  64.9	October 2016  2.0  69.7	2014 11.0 96.8	2011 32.5 126.9
Sales Activity  Dollar Volume  New Listings	2021 151 \$68,231,885 168	2020 12.7 32.6 -1.8	37.3 81.3 7.0	October 2018  11.0 64.9  1.2	October 2016  2.0  69.7  -16.8	2014 11.0 96.8 -30.3	2011 32.5 126.9 -24.3
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2021 151 \$68,231,885 168 28	2020 12.7 32.6 -1.8 -36.5	2019 37.3 81.3 7.0 -26.7	October 2018  11.0  64.9  1.2  -34.8	October 2016  2.0  69.7  -16.8  -63.6	2014 11.0 96.8 -30.3 -72.6	2011 32.5 126.9 -24.3 -68.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 151 \$68,231,885 168 28 89.9	2020 12.7 32.6 -1.8 -36.5 78.4	2019 37.3 81.3 7.0 -26.7 70.1	October 2018  11.0  64.9  1.2  -34.8  81.9	October 2016  2.0  69.7  -16.8  -63.6  73.3	2014 11.0 96.8 -30.3 -72.6 56.4	2011 32.5 126.9 -24.3 -68.9 51.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 151 \$68,231,885 168 28 89.9	2020 12.7 32.6 -1.8 -36.5 78.4 3.3	2019 37.3 81.3 7.0 -26.7 70.1 3.4	October 2018  11.0 64.9 1.2 -34.8 81.9 3.1	October 2016  2.0  69.7  -16.8  -63.6  73.3  5.1	2014 11.0 96.8 -30.3 -72.6 56.4 7.4	2011 32.5 126.9 -24.3 -68.9 51.4 7.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory   Average Price	2021 151 \$68,231,885 168 28 89.9 1.8 \$451,867	2020 12.7 32.6 -1.8 -36.5 78.4 3.3 17.7	2019 37.3 81.3 7.0 -26.7 70.1 3.4 32.1	October 2018  11.0 64.9 1.2 -34.8 81.9 3.1 48.5	October 2016  2.0  69.7  -16.8  -63.6  73.3  5.1  66.4	2014 11.0 96.8 -30.3 -72.6 56.4 7.4 77.2	2011 32.5 126.9 -24.3 -68.9 51.4 7.8

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

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

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

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

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

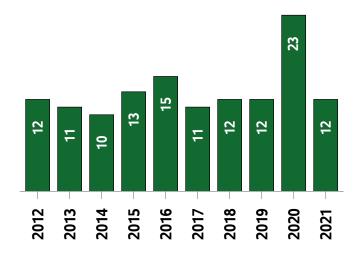
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



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



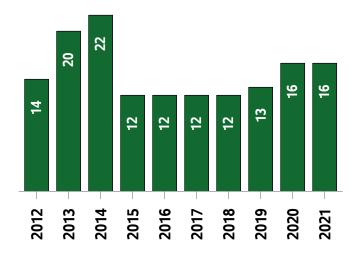
Sales Activity (October only)



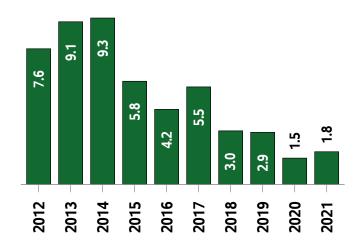
**Active Listings (October only)** 



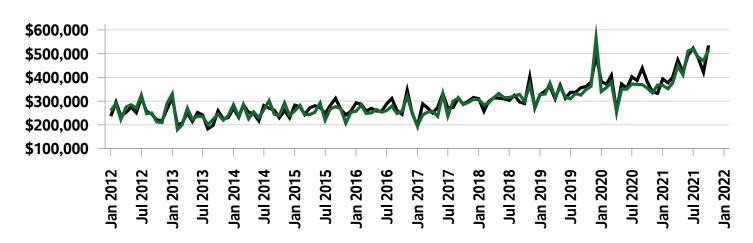
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

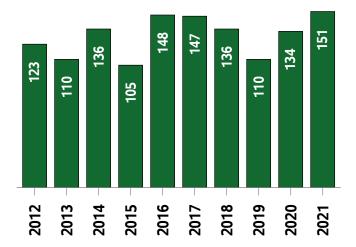




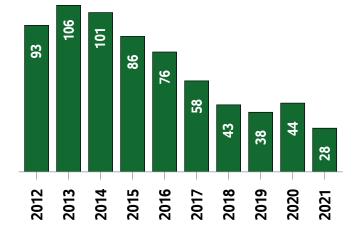
# Castlegar MLS® Residential Market Activity

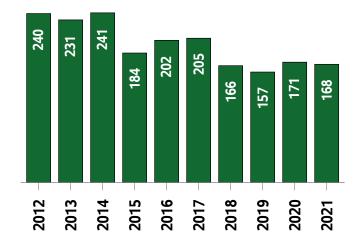


#### **Sales Activity (October Year-to-date)**

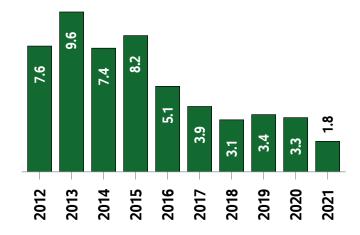


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to 6	Compared to 6						
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011					
Sales Activity	11	-47.6	-8.3	0.0	-15.4	22.2	22.2					
Dollar Volume	\$6,020,333	-27.7	38.9	73.8	68.1	166.0	150.3					
New Listings	13	-13.3	18.2	18.2	18.2	-23.5	8.3					
Active Listings	19	-32.1	-34.5	-44.1	-67.2	-76.8	-75.6					
Sales to New Listings Ratio 1	84.6	140.0	109.1	100.0	118.2	52.9	75.0					
Months of Inventory 2	1.7	1.3	2.4	3.1	4.5	9.1	8.7					
Average Price	\$547,303	38.1	51.5	73.8	98.6	117.7	104.8					
Median Price	\$520,000	41.7	49.3	68.3	99.2	113.1	103.9					
Sale to List Price Ratio	98.4	98.7	98.9	97.2	95.2	95.1	94.3					
Median Days on Market	29.0	38.0	30.5	50.0	88.0	186.0	33.0					
					6							
				Compa	red to "							
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011					
Year-to-date Sales Activity			l	October	October	I	l					
	2021	2020	2019	October 2018	October 2016	2014	2011					
Sales Activity	2021	11.0	33.7	October 2018 9.2	October 2016 -1.5	12.0	23.6					
Sales Activity  Dollar Volume	2021 131 \$61,767,335	2020 11.0 32.2	2019 33.7 76.9	October 2018  9.2  61.8	October 2016 -1.5 62.0	2014 12.0 90.9	2011 23.6 112.1					
Sales Activity  Dollar Volume  New Listings	2021 131 \$61,767,335 148	2020 11.0 32.2 -2.0	2019 33.7 76.9 8.0	October 2018  9.2  61.8  -2.6	October 2016 -1.5 62.0 -20.0	2014 12.0 90.9 -27.8	2011 23.6 112.1 -25.6					
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2021 131 \$61,767,335 148 24	2020 11.0 32.2 -2.0 -34.9	2019 33.7 76.9 8.0 -30.0	9.2 61.8 -2.6	October 2016  -1.5  62.0  -20.0  -65.3	2014 12.0 90.9 -27.8 -72.2	23.6 112.1 -25.6 -68.7					
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 131 \$61,767,335 148 24 88.5	2020 11.0 32.2 -2.0 -34.9 78.1	2019 33.7 76.9 8.0 -30.0 71.5	October 2018  9.2  61.8  -2.6  -36.6  78.9	October 2016  -1.5  62.0  -20.0  -65.3  71.9	2014 12.0 90.9 -27.8 -72.2 57.1	23.6 112.1 -25.6 -68.7 53.3					
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 131 \$61,767,335 148 24 88.5 1.9	2020 11.0 32.2 -2.0 -34.9 78.1 3.2	2019 33.7 76.9 8.0 -30.0 71.5 3.5	October 2018  9.2  61.8  -2.6  -36.6  78.9  3.2	October 2016  -1.5  62.0  -20.0  -65.3  71.9  5.3	2014 12.0 90.9 -27.8 -72.2 57.1 7.5	23.6 112.1 -25.6 -68.7 53.3 7.3					
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 131 \$61,767,335 148 24 88.5 1.9 \$471,506	2020 11.0 32.2 -2.0 -34.9 78.1 3.2 19.1	2019 33.7 76.9 8.0 -30.0 71.5 3.5 32.3	October 2018  9.2  61.8  -2.6  -36.6  78.9  3.2  48.2	October 2016  -1.5  62.0  -20.0  -65.3  71.9  5.3  64.4	2014 12.0 90.9 -27.8 -72.2 57.1 7.5 70.5	23.6 112.1 -25.6 -68.7 53.3 7.3					

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

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

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

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

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

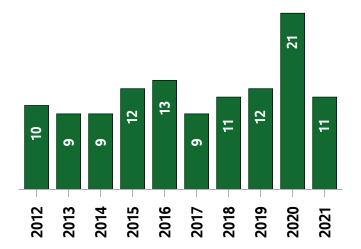
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



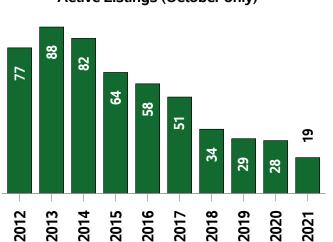
### Castlegar MLS® Single Family Market Activity



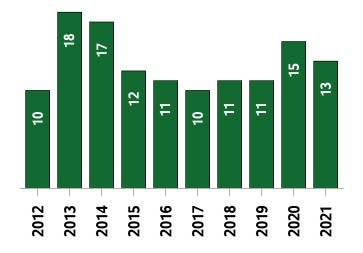
Sales Activity (October only)



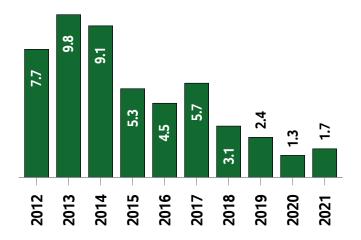
**Active Listings (October only)** 



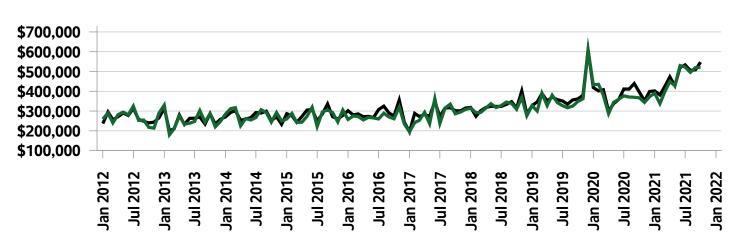
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

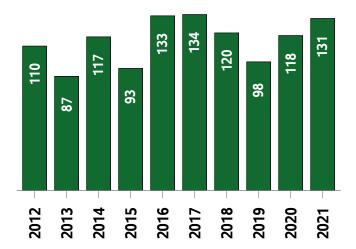




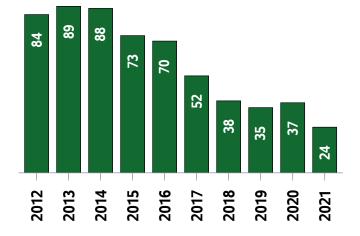
## Castlegar MLS® Single Family Market Activity

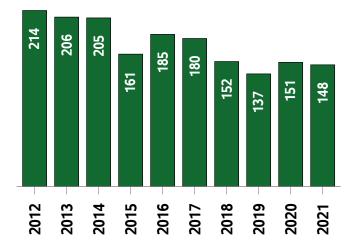


#### **Sales Activity (October Year-to-date)**

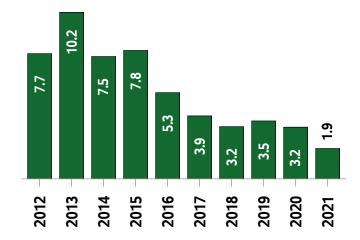


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Cranbrook**MLS® Residential Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	34	-37.0	-19.0	17.2	6.3	36.0	47.8
Dollar Volume	\$12,129,050	-36.1	7.7	51.3	59.2	121.3	122.2
New Listings	41	-12.8	2.5	5.1	32.3	36.7	-4.7
Active Listings	67	-29.5	-39.6	-33.0	-50.0	-62.4	-72.9
Sales to New Listings Ratio 1	82.9	114.9	105.0	74.4	103.2	83.3	53.5
Months of Inventory <sup>2</sup>	2.0	1.8	2.6	3.4	4.2	7.1	10.7
Average Price	\$356,737	1.4	33.0	29.0	49.8	62.7	50.3
Median Price	\$367,500	6.4	47.0	22.5	50.0	84.8	51.5
Sale to List Price Ratio	98.7	97.9	95.7	97.3	95.6	95.3	94.4
Median Days on Market	25.0	29.5	62.5	47.0	52.0	55.0	54.0
				Compa	red to '		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 428	<b>2020</b> 15.4	2019	October 2018	October 2016 25.1	<b>2014</b> 44.1	<b>2011</b> 76.9
Sales Activity  Dollar Volume	2021 428 \$161,080,104	2020 15.4 30.2	2019 28.1 54.6	October 2018 28.1 64.1	October 2016  25.1  81.9	2014 44.1 109.1	76.9 163.8
Sales Activity  Dollar Volume  New Listings	2021 428 \$161,080,104 481	2020 15.4 30.2 -2.0	2019 28.1 54.6 -1.0	October 2018  28.1  64.1  6.7	October 2016  25.1  81.9  0.2	2014 44.1 109.1 -6.4	76.9 163.8 -14.0
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 428 \$161,080,104 481 77	2020 15.4 30.2 -2.0 -26.4	2019 28.1 54.6 -1.0 -37.5	October 2018  28.1  64.1  6.7  -30.6	October 2016  25.1  81.9  0.2  -53.1	2014 44.1 109.1 -6.4 -61.6	76.9 163.8 -14.0 -68.6
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 428 \$161,080,104 481 77 89.0	2020 15.4 30.2 -2.0 -26.4 75.6	2019 28.1 54.6 -1.0 -37.5 68.7	October 2018  28.1  64.1  6.7  -30.6  74.1	October 2016  25.1  81.9  0.2  -53.1  71.3	2014 44.1 109.1 -6.4 -61.6 57.8	76.9 163.8 -14.0 -68.6 43.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 428 \$161,080,104 481 77 89.0 1.8	2020 15.4 30.2 -2.0 -26.4 75.6 2.8	2019 28.1 54.6 -1.0 -37.5 68.7 3.7	October 2018  28.1  64.1  6.7  -30.6  74.1  3.3	October 2016  25.1  81.9  0.2  -53.1  71.3  4.8	2014 44.1 109.1 -6.4 -61.6 57.8 6.8	2011 76.9 163.8 -14.0 -68.6 43.3 10.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 428 \$161,080,104 481 77 89.0 1.8 \$376,355	2020 15.4 30.2 -2.0 -26.4 75.6 2.8 12.9	2019 28.1 54.6 -1.0 -37.5 68.7 3.7 20.6	October 2018  28.1  64.1  6.7  -30.6  74.1  3.3  28.1	October 2016  25.1  81.9  0.2  -53.1  71.3  4.8  45.4	2014 44.1 109.1 -6.4 -61.6 57.8 6.8 45.1	2011 76.9 163.8 -14.0 -68.6 43.3 10.2 49.2

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

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

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

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

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

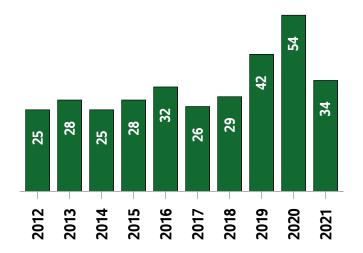
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



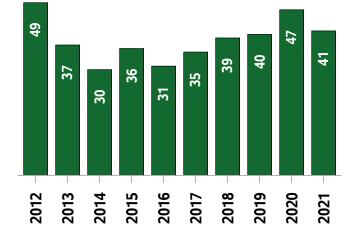
## **Cranbrook**MLS® Residential Market Activity



Sales Activity (October only)

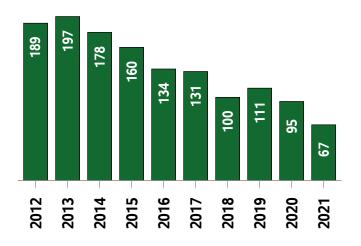


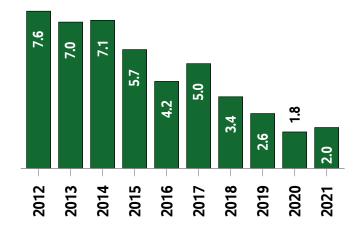
**Active Listings (October only)** 



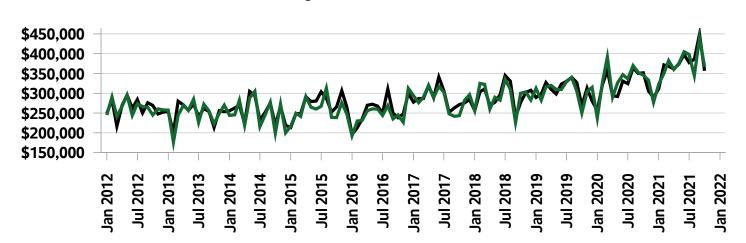
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

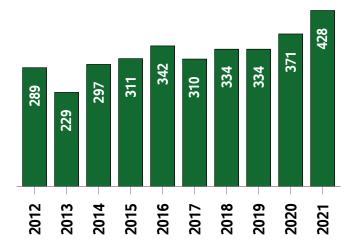




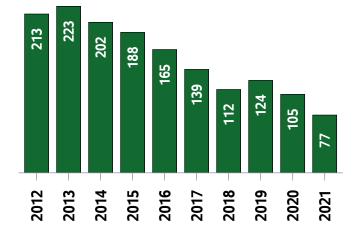
### Cranbrook MLS® Residential Market Activity

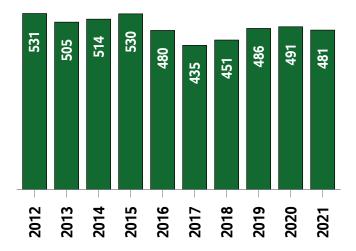


#### **Sales Activity (October Year-to-date)**

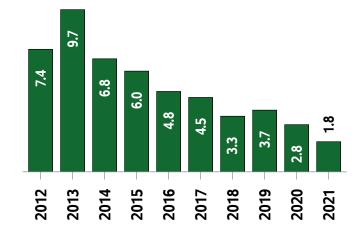


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	24	-41.5	-20.0	26.3	-4.0	20.0	26.3
Dollar Volume	\$10,183,800	-37.9	7.4	65.8	49.8	108.4	99.9
New Listings	30	-16.7	11.1	3.4	36.4	15.4	-18.9
Active Listings	50	-25.4	-43.2	-37.5	-50.0	-62.4	-75.2
Sales to New Listings Ratio 1	80.0	113.9	111.1	65.5	113.6	76.9	51.4
Months of Inventory 2	2.1	1.6	2.9	4.2	4.0	6.7	10.6
Average Price	\$424,325	6.2	34.3	31.3	56.1	73.7	58.3
Median Price	\$430,450	14.8	51.0	27.4	53.7	101.7	63.0
Sale to List Price Ratio	99.2	98.5	95.7	98.0	96.3	95.7	95.4
Median Days on Market	22.0	29.0	63.0	41.0	36.0	49.0	54.0
	i and the second						
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			l	October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	332	<b>2020</b> 18.1	23.0	October 2018	October 2016 23.9	<b>2014</b> 40.1	<b>2011</b> 59.6
Sales Activity  Dollar Volume	2021 332 \$140,389,104	2020 18.1 30.9	2019 23.0 50.0	October 2018 32.3 66.1	October 2016 23.9 81.8	<b>2014 40.1 107.0</b>	<b>2011</b> 59.6 149.6
Sales Activity  Dollar Volume  New Listings	2021 332 \$140,389,104 373	2020 18.1 30.9 0.3	2019 23.0 50.0 -3.6	October 2018  32.3  66.1  7.8	October 2016  23.9  81.8  -1.8	2014 40.1 107.0 -6.8	59.6 149.6 -19.3
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 332 \$140,389,104 373 60	2020 18.1 30.9 0.3 -22.9	2019 23.0 50.0 -3.6 -39.3	October 2018  32.3  66.1  7.8  -27.7	October 2016  23.9  81.8  -1.8  -48.9	2014 40.1 107.0 -6.8 -57.5	59.6 149.6 -19.3 -70.4
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 332 \$140,389,104 373 60 89.0	2020 18.1 30.9 0.3 -22.9	2019 23.0 50.0 -3.6 -39.3 69.8	October 2018  32.3  66.1  7.8  -27.7  72.5	October 2016  23.9  81.8  -1.8  -48.9  70.5	2014 40.1 107.0 -6.8 -57.5 59.3	2011 59.6 149.6 -19.3 -70.4 45.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 332 \$140,389,104 373 60 89.0 1.8	2020 18.1 30.9 0.3 -22.9 75.5 2.8	2019 23.0 50.0 -3.6 -39.3 69.8 3.7	October 2018  32.3  66.1  7.8  -27.7  72.5  3.3	October 2016  23.9  81.8  -1.8  -48.9  70.5  4.4	2014 40.1 107.0 -6.8 -57.5 59.3 5.9	2011 59.6 149.6 -19.3 -70.4 45.0 9.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 332 \$140,389,104 373 60 89.0 1.8 \$422,859	2020 18.1 30.9 0.3 -22.9 75.5 2.8 10.8	2019 23.0 50.0 -3.6 -39.3 69.8 3.7 22.0	October 2018  32.3  66.1  7.8  -27.7  72.5  3.3  25.6	October 2016  23.9  81.8  -1.8  -48.9  70.5  4.4  46.8	2014 40.1 107.0 -6.8 -57.5 59.3 5.9 47.8	2011 59.6 149.6 -19.3 -70.4 45.0 9.7 56.3

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

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

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

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

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

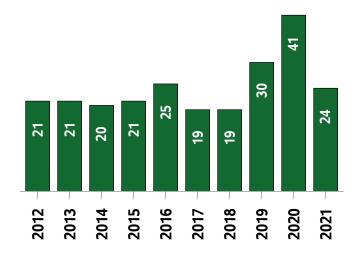
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



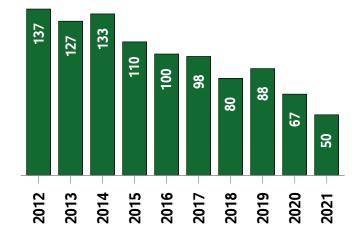
## **Cranbrook**MLS® Single Family Market Activity



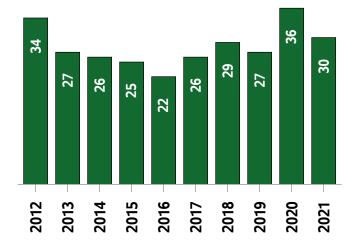
Sales Activity (October only)



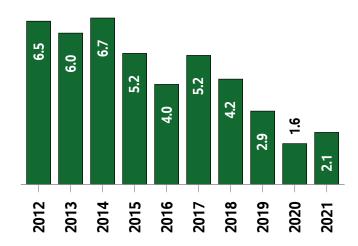
**Active Listings (October only)** 



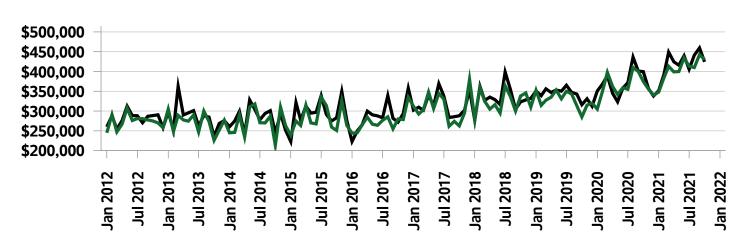
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

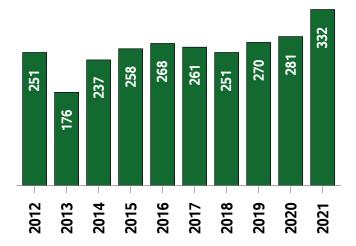




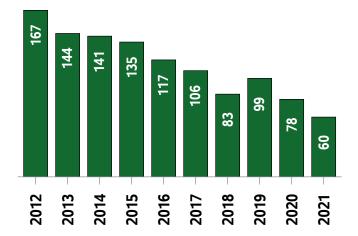
## **Cranbrook**MLS® Single Family Market Activity

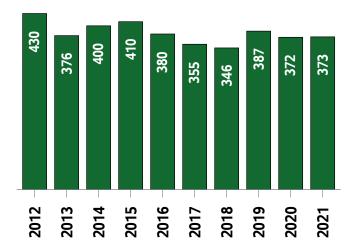


#### Sales Activity (October Year-to-date)

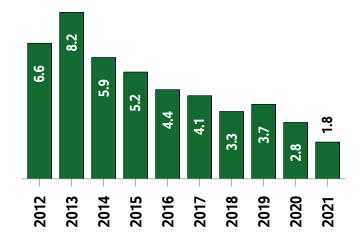


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



## Cranbrook Lakes MLS® Residential Market Activity



				Compa	red to <sup>6</sup>		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	5	-37.5	-28.6	150.0	-37.5	0.0	-16.7
Dollar Volume	\$3,053,000	-30.0	-22.3	291.4	-13.7	14.2	36.2
New Listings	7	-36.4	0.0	-36.4	0.0	0.0	-46.2
Active Listings	19	-36.7	-62.0	-65.5	-70.8	-67.2	-82.6
Sales to New Listings Ratio 1	71.4	72.7	100.0	18.2	114.3	71.4	46.2
Months of Inventory 2	3.8	3.8	7.1	27.5	8.1	11.6	18.2
Average Price	\$610,600	12.0	8.8	56.6	38.1	14.2	63.4
Median Price	\$600,000	-1.0	11.5	53.8	38.7	46.2	56.9
Sale to List Price Ratio	97.6	94.0	95.9	96.5	96.2	94.9	95.2
Median Days on Market	61.0	58.5	136.0	89.0	79.0	116.0	90.0
				Compa	red to 6		
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			l	October	October	I	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	2020	23.6	October 2018 41.7	October 2016 38.8	30.8	<b>2011</b> 78.9
Sales Activity  Dollar Volume	2021 68 \$50,584,331	2020 21.4 48.9	2019 23.6 62.7	October 2018 41.7 118.7	October 2016 38.8 148.2	30.8 125.1	78.9 260.2
Sales Activity  Dollar Volume  New Listings	2021 68 \$50,584,331 84	2020 21.4 48.9 -2.3	2019 23.6 62.7 -32.3	October 2018 41.7 118.7 -26.3	October 2016 38.8 148.2 -22.9	30.8 125.1 -27.6	2011 78.9 260.2 -50.0
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 68 \$50,584,331 84 23	2020 21.4 48.9 -2.3 -36.3	2019 23.6 62.7 -32.3 -63.3	October 2018  41.7  118.7  -26.3  -60.1	October 2016 38.8 148.2 -22.9 -62.9	2014 30.8 125.1 -27.6 -63.0	2011 78.9 260.2 -50.0 -79.4
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 68 \$50,584,331 84 23 81.0	2020 21.4 48.9 -2.3 -36.3 65.1	2019 23.6 62.7 -32.3 -63.3 44.4	October 2018  41.7  118.7  -26.3  -60.1  42.1	October 2016  38.8  148.2  -22.9  -62.9  45.0	2014 30.8 125.1 -27.6 -63.0 44.8	2011 78.9 260.2 -50.0 -79.4 22.6
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 68 \$50,584,331 84 23 81.0 3.4	2020 21.4 48.9 -2.3 -36.3 65.1 6.4	2019 23.6 62.7 -32.3 -63.3 44.4 11.3	October 2018  41.7  118.7  -26.3  -60.1  42.1  11.9	October 2016  38.8  148.2  -22.9  -62.9  45.0  12.5	2014 30.8 125.1 -27.6 -63.0 44.8 11.9	2011 78.9 260.2 -50.0 -79.4 22.6 29.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 68 \$50,584,331 84 23 81.0 3.4 \$743,887	2020 21.4 48.9 -2.3 -36.3 65.1 6.4 22.6	2019 23.6 62.7 -32.3 -63.3 44.4 11.3 31.6	October 2018  41.7  118.7  -26.3  -60.1  42.1  11.9  54.3	October 2016  38.8  148.2  -22.9  -62.9  45.0  12.5  78.8	2014 30.8 125.1 -27.6 -63.0 44.8 11.9 72.1	2011 78.9 260.2 -50.0 -79.4 22.6 29.2 101.3

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

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



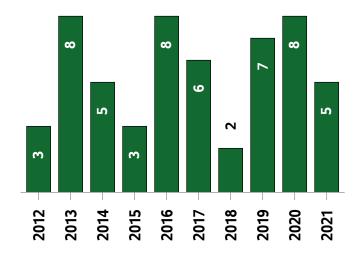
## Cranbrook Lakes MLS® Residential Market Activity



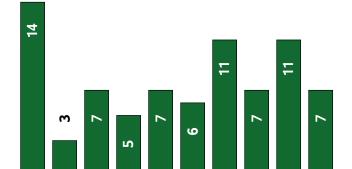
2020

2021

Sales Activity (October only)



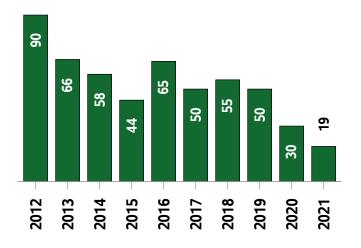
**Active Listings (October only)** 

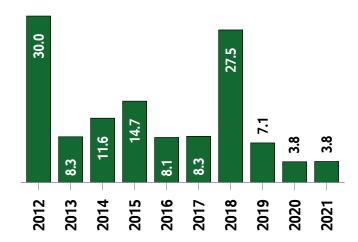


**New Listings (October only)** 

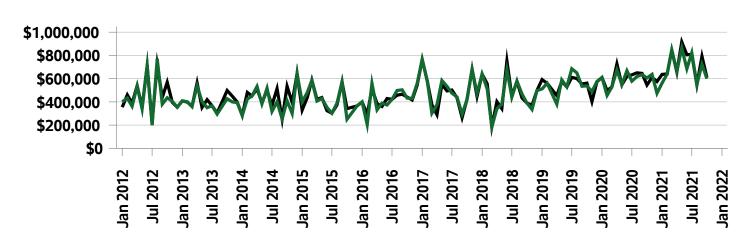
**Months of Inventory (October only)** 

2016





**Average Price and Median Price** 

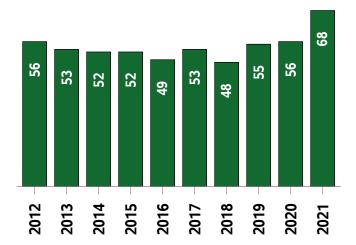




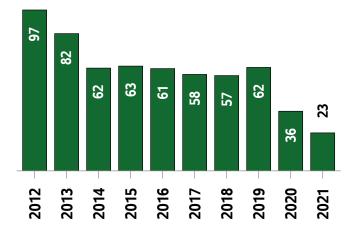
## Cranbrook Lakes MLS® Residential Market Activity



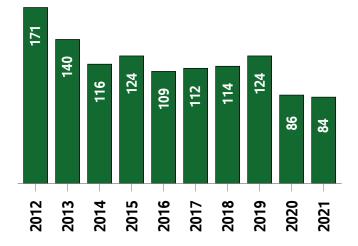
#### Sales Activity (October Year-to-date)



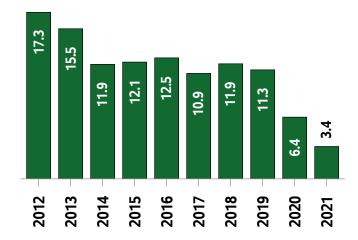
**Active Listings** <sup>1</sup>(October Year-to-date)



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



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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



## Cranbrook Lakes MLS® Single Family Market Activity



				Compa	red to 6		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	5	-37.5	-28.6	400.0	-37.5	0.0	-16.7
Dollar Volume	\$3,053,000	-30.0	-22.3	345.7	-13.7	14.2	36.2
New Listings	7	-36.4	40.0	-30.0	0.0	0.0	-36.4
Active Listings	19	-36.7	-60.4	-62.7	-66.1	-66.1	-81.7
Sales to New Listings Ratio 1	71.4	72.7	140.0	10.0	114.3	71.4	54.5
Months of Inventory 2	3.8	3.8	6.9	51.0	7.0	11.2	17.3
Average Price	\$610,600	12.0	8.8	-10.9	38.1	14.2	63.4
Median Price	\$600,000	-1.0	11.5	-12.4	38.7	46.2	56.9
Sale to List Price Ratio	97.6	94.0	95.9	97.9	96.2	94.9	95.2
Median Days on Market	61.0	58.5	136.0	27.0	79.0	116.0	90.0
				Compa	red to 6		
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	I	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 67	<b>2020</b> 19.6	2019	October 2018 67.5	October 2016 45.7	<b>2014</b> 42.6	<b>2011</b> 97.1
Sales Activity  Dollar Volume	2021 67 \$50,516,331	19.6 48.7	2019 24.1 65.3	October 2018 67.5 124.6	October 2016 45.7 150.2	<b>2014 42.6 131.0</b>	97.1 270.5
Sales Activity  Dollar Volume  New Listings	2021 67 \$50,516,331 83	2020 19.6 48.7 -2.4	2019 24.1 65.3 -28.4	October 2018 67.5 124.6 -21.7	October 2016 45.7 150.2 -16.2	2014 42.6 131.0 -24.5	2011 97.1 270.5 -47.8
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 67 \$50,516,331 83 23	2020 19.6 48.7 -2.4 -34.2	2019 24.1 65.3 -28.4 -61.8	October 2018 67.5 124.6 -21.7 -53.8	October 2016 45.7 150.2 -16.2 -59.5	2014 42.6 131.0 -24.5 -61.1	2011 97.1 270.5 -47.8 -78.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 67 \$50,516,331 83 23 80.7	2020 19.6 48.7 -2.4 -34.2 65.9	2019 24.1 65.3 -28.4 -61.8 46.6	October 2018  67.5  124.6  -21.7  -53.8  37.7	October 2016  45.7  150.2  -16.2  -59.5  46.5	2014 42.6 131.0 -24.5 -61.1 42.7	2011 97.1 270.5 -47.8 -78.2 21.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 67 \$50,516,331 83 23 80.7 3.4	2020 19.6 48.7 -2.4 -34.2 65.9 6.2	2019 24.1 65.3 -28.4 -61.8 46.6 11.0	October 2018  67.5  124.6  -21.7  -53.8  37.7  12.3	October 2016  45.7  150.2  -16.2  -59.5  46.5  12.2	2014 42.6 131.0 -24.5 -61.1 42.7 12.4	2011 97.1 270.5 -47.8 -78.2 21.4 30.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 67 \$50,516,331 83 23 80.7 3.4 \$753,975	2020 19.6 48.7 -2.4 -34.2 65.9 6.2 24.3	2019 24.1 65.3 -28.4 -61.8 46.6 11.0	October 2018  67.5  124.6  -21.7  -53.8  37.7  12.3  34.1	October 2016  45.7  150.2  -16.2  -59.5  46.5  12.2  71.8	2014 42.6 131.0 -24.5 -61.1 42.7 12.4 62.0	2011 97.1 270.5 -47.8 -78.2 21.4 30.7 88.0

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

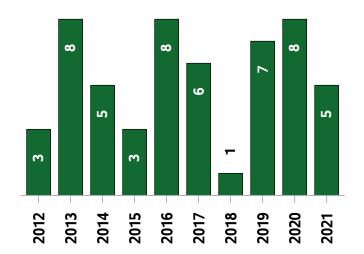
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



## Cranbrook Lakes MLS® Single Family Market Activity

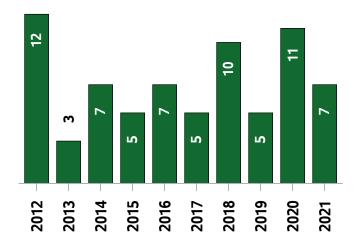


Sales Activity (October only)

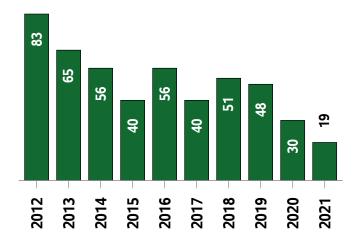


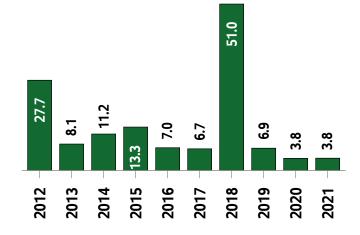
**Active Listings (October only)** 

### New Listings (October only)

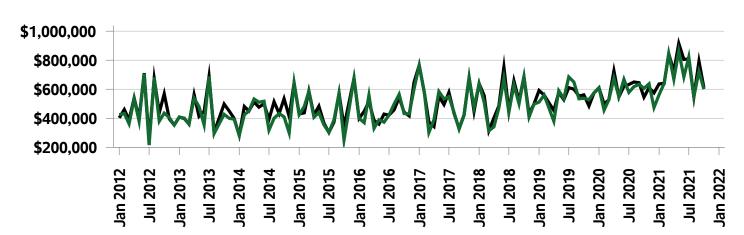


Months of Inventory (October only)





**Average Price and Median Price** 

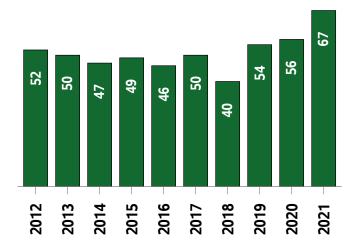




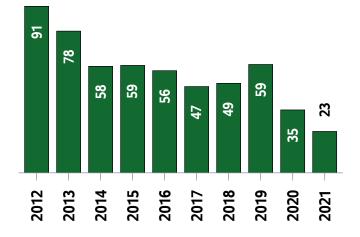
## Cranbrook Lakes MLS® Single Family Market Activity

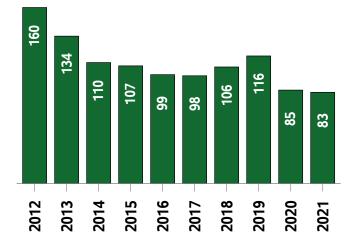


#### **Sales Activity (October Year-to-date)**

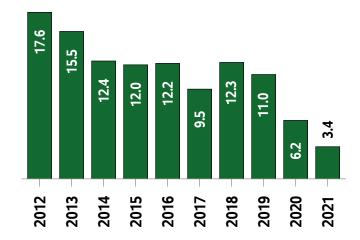


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Creston MLS® Residential Market Activity**



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	11	-35.3	-21.4	-15.4	-26.7	0.0	120.0
Dollar Volume	\$3,569,600	-33.9	-9.9	31.4	-1.7	46.3	249.8
New Listings	11	-15.4	-8.3	-42.1	-31.3	22.2	-26.7
Active Listings	42	-16.0	-35.4	-44.7	-59.6	-66.4	-64.1
Sales to New Listings Ratio 1	100.0	130.8	116.7	68.4	93.8	122.2	33.3
Months of Inventory 2	3.8	2.9	4.6	5.8	6.9	11.4	23.4
Average Price	\$324,509	2.1	14.7	55.3	34.1	46.3	59.0
Median Price	\$300,000	0.3	14.7	50.4	25.0	41.5	33.3
Sale to List Price Ratio	96.4	96.2	91.4	91.5	94.9	95.0	92.0
Median Days on Market	50.0	54.0	96.0	84.0	134.0	196.0	38.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 152	2020	28.8	October 2018	October 2016 34.5	70.8	<b>2011</b> 114.1
Sales Activity  Dollar Volume	2021 152 \$55,204,511	2020 27.7 51.6	2019 28.8 63.8	October 2018  10.1  55.1	October 2016 34.5 118.8	70.8 182.8	2011 114.1 268.7
Sales Activity  Dollar Volume  New Listings	2021 152 \$55,204,511 171	2020 27.7 51.6 -1.2	2019 28.8 63.8 -9.0	October 2018  10.1  55.1  -18.6	October 2016 34.5 118.8 -21.6	70.8 182.8 -28.2	2011 114.1 268.7 -22.6
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 152 \$55,204,511 171 37	2020 27.7 51.6 -1.2 -39.4	2019 28.8 63.8 -9.0 -49.5	October 2018  10.1  55.1  -18.6  -56.5	October 2016  34.5  118.8  -21.6  -68.2	70.8 182.8 -28.2 -72.1	2011 114.1 268.7 -22.6 -68.7
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 152 \$55,204,511 171 37 88.9	2020 27.7 51.6 -1.2 -39.4 68.8	2019 28.8 63.8 -9.0 -49.5	October 2018  10.1  55.1  -18.6  -56.5  65.7	October 2016  34.5  118.8  -21.6  -68.2  51.8	70.8 182.8 -28.2 -72.1 37.4	2011 114.1 268.7 -22.6 -68.7 32.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 152 \$55,204,511 171 37 88.9 2.5	2020 27.7 51.6 -1.2 -39.4 68.8 5.2	2019 28.8 63.8 -9.0 -49.5 62.8 6.3	October 2018  10.1  55.1  -18.6  -56.5  65.7  6.2	October 2016  34.5  118.8  -21.6  -68.2  51.8  10.4	70.8 182.8 -28.2 -72.1 37.4 15.0	2011 114.1 268.7 -22.6 -68.7 32.1 16.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 152 \$55,204,511 171 37 88.9 2.5 \$363,188	2020 27.7 51.6 -1.2 -39.4 68.8 5.2 18.7	2019 28.8 63.8 -9.0 -49.5 62.8 6.3 27.2	October 2018  10.1  55.1  -18.6  -56.5  65.7  6.2  40.8	October 2016  34.5  118.8  -21.6  -68.2  51.8  10.4  62.6	70.8 182.8 -28.2 -72.1 37.4 15.0 65.6	2011 114.1 268.7 -22.6 -68.7 32.1 16.8 72.2

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

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

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

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

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

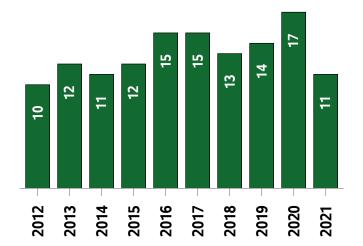
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



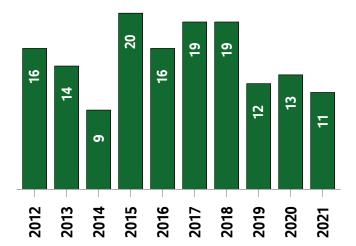
### **Creston MLS® Residential Market Activity**



Sales Activity (October only)

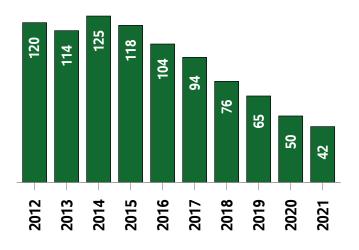


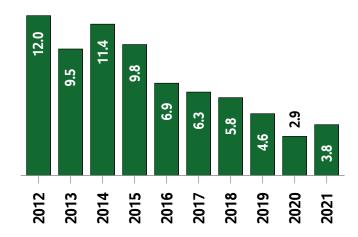
**Active Listings (October only)** 



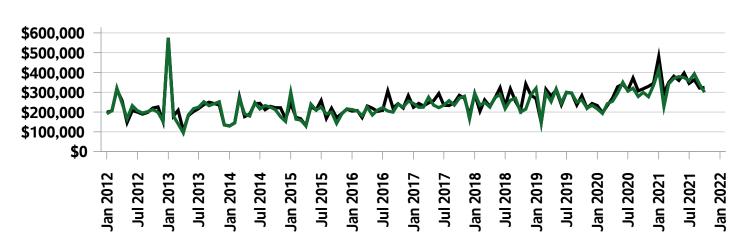
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

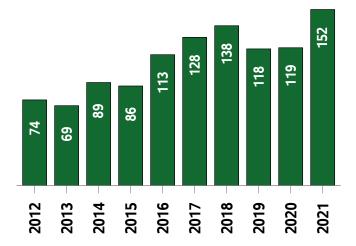




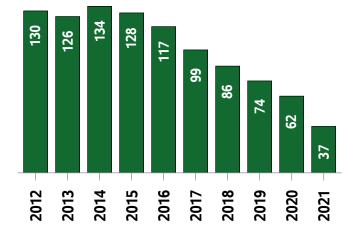
### **Creston MLS® Residential Market Activity**

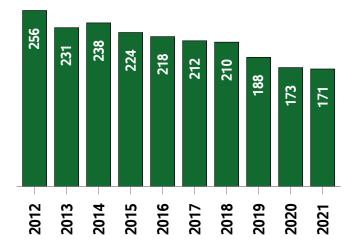


#### **Sales Activity (October Year-to-date)**

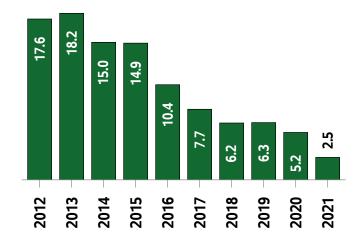


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	9	-35.7	-25.0	-10.0	-10.0	-10.0	125.0
Dollar Volume	\$3,110,600	-32.3	-16.7	30.5	10.8	36.7	211.4
New Listings	9	-18.2	0.0	-47.1	-18.2	0.0	-18.2
Active Listings	35	-12.5	-38.6	-51.4	-63.5	-68.8	-64.6
Sales to New Listings Ratio 1	100.0	127.3	133.3	58.8	90.9	111.1	36.4
Months of Inventory 2	3.9	2.9	4.8	7.2	9.6	11.2	24.8
Average Price	\$345,622	5.4	11.0	45.1	23.2	51.9	38.4
Median Price	\$312,500	2.5	5.0	38.5	13.1	44.7	27.0
Sale to List Price Ratio	96.0	95.9	96.2	91.5	95.0	95.2	97.0
Median Days on Market	57.0	54.5	93.0	70.0	95.5	157.0	25.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 128	26.7	29.3	October 2018 8.5	October 2016 45.5	66.2	<b>2011</b> 116.9
Sales Activity  Dollar Volume	2021 128 \$50,658,111	2020 26.7 54.6	2019 29.3 62.4	October 2018 8.5 52.8	October 2016 45.5 129.7	2014 66.2 183.3	2011 116.9 271.6
Sales Activity  Dollar Volume  New Listings	2021 128 \$50,658,111 143	2020 26.7 54.6 -2.1	2019 29.3 62.4 -11.2	October 2018  8.5  52.8  -23.5	October 2016 45.5 129.7 -23.9	2014 66.2 183.3 -31.6	2011 116.9 271.6 -25.1
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 128 \$50,658,111 143 32	2020 26.7 54.6 -2.1 -38.9	29.3 62.4 -11.2 -51.9	October 2018  8.5  52.8  -23.5  -59.4	October 2016  45.5  129.7  -23.9  -68.4	2014 66.2 183.3 -31.6 -72.2	2011 116.9 271.6 -25.1 -68.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 128 \$50,658,111 143 32 89.5	2020 26.7 54.6 -2.1 -38.9 69.2	29.3 62.4 -11.2 -51.9 61.5	October 2018  8.5  52.8  -23.5  -59.4  63.1	October 2016  45.5  129.7  -23.9  -68.4  46.8	2014 66.2 183.3 -31.6 -72.2 36.8	2011 116.9 271.6 -25.1 -68.8 30.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 128 \$50,658,111 143 32 89.5 2.5	2020 26.7 54.6 -2.1 -38.9 69.2 5.2	2019 29.3 62.4 -11.2 -51.9 61.5 6.8	October 2018  8.5  52.8  -23.5  -59.4  63.1  6.7	October 2016  45.5  129.7  -23.9  -68.4  46.8  11.6	2014 66.2 183.3 -31.6 -72.2 36.8 15.1	2011 116.9 271.6 -25.1 -68.8 30.9 17.5
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 128 \$50,658,111 143 32 89.5 2.5 \$395,766	2020 26.7 54.6 -2.1 -38.9 69.2 5.2 22.0	2019 29.3 62.4 -11.2 -51.9 61.5 6.8 25.6	October 2018  8.5  52.8  -23.5  -59.4  63.1  6.7  40.8	October 2016  45.5  129.7  -23.9  -68.4  46.8  11.6  57.9	2014 66.2 183.3 -31.6 -72.2 36.8 15.1 70.4	2011 116.9 271.6 -25.1 -68.8 30.9 17.5 71.3

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

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

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

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

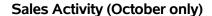
<sup>&</sup>lt;sup>5</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

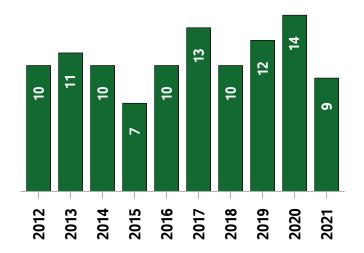
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



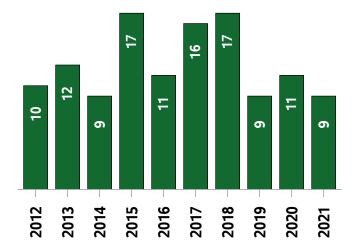
## **Creston**MLS® Single Family Market Activity





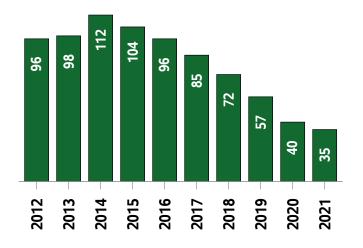


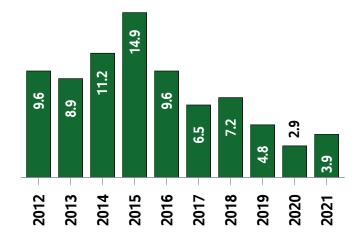
**Active Listings (October only)** 



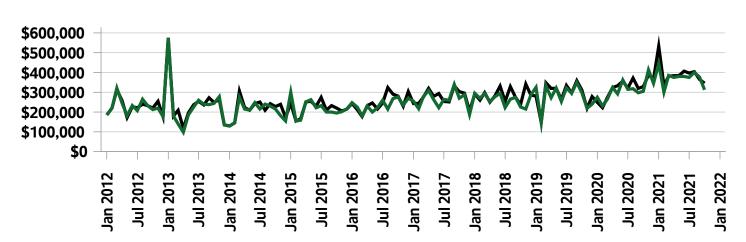
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

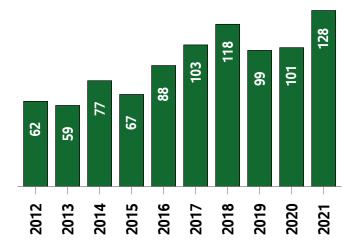




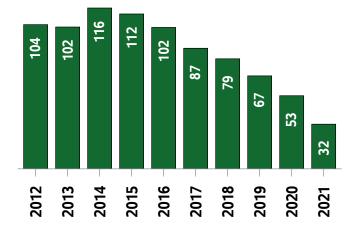
### **Creston MLS® Single Family Market Activity**

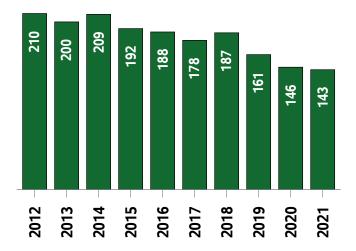


#### **Sales Activity (October Year-to-date)**

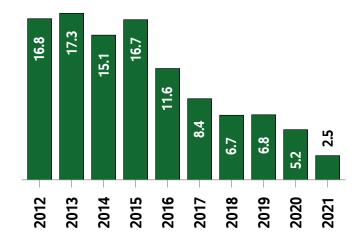


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Elkford MLS® Residential Market Activity**



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	12	-14.3	71.4	100.0	200.0	71.4	100.0
Dollar Volume	\$2,485,700	-11.7	127.5	201.8	77.1	73.1	207.7
New Listings	9	28.6	28.6	-10.0	12.5	-10.0	-30.8
Active Listings	23	0.0	-48.9	-58.2	-78.3	-68.9	-69.7
Sales to New Listings Ratio 1	133.3	200.0	100.0	60.0	50.0	70.0	46.2
Months of Inventory <sup>2</sup>	1.9	1.6	6.4	9.2	26.5	10.6	12.7
Average Price	\$207,142	3.0	32.7	50.9	-41.0	1.0	53.8
Median Price	\$212,600	3.5	128.6	92.8	-45.1	59.8	80.9
Sale to List Price Ratio	97.8	96.5	94.0	96.2	94.0	93.8	93.9
Median Days on Market	45.0	42.5	121.0	97.5	76.5	129.0	34.0
			<u>'</u>	Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 99	5.3	33.8	October 2018 37.5	October 2016 241.4	<b>2014</b> 86.8	<b>2011</b> 94.1
Sales Activity  Dollar Volume	2021 99 \$20,072,950	5.3 17.3	33.8 34.9	October 2018 37.5 58.9	October 2016 241.4 212.7	2014 86.8 104.8	94.1 89.5
Sales Activity  Dollar Volume  New Listings	2021 99 \$20,072,950 119	5.3 17.3 4.4	33.8 34.9 6.3	October 2018  37.5  58.9  20.2	October 2016 241.4 212.7 16.7	2014 86.8 104.8 7.2	94.1 89.5 4.4
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 99 \$20,072,950 119 23	5.3 17.3 4.4 -42.3	33.8 34.9 6.3 -58.0	October 2018  37.5  58.9  20.2  -60.6	October 2016 241.4 212.7 16.7 -75.7	2014 86.8 104.8 7.2 -65.7	94.1 89.5 4.4 -63.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 99 \$20,072,950 119 23 83.2	5.3 17.3 4.4 -42.3 82.5	2019 33.8 34.9 6.3 -58.0 66.1	October 2018  37.5  58.9  20.2  -60.6  72.7	October 2016  241.4  212.7  16.7  -75.7  28.4	2014 86.8 104.8 7.2 -65.7 47.7	94.1 89.5 4.4 -63.9 44.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 99 \$20,072,950 119 23 83.2 2.3	2020 5.3 17.3 4.4 -42.3 82.5 4.2	2019 33.8 34.9 6.3 -58.0 66.1 7.3	October 2018  37.5  58.9  20.2  -60.6  72.7  8.0	October 2016  241.4  212.7  16.7  -75.7  28.4  32.4	2014 86.8 104.8 7.2 -65.7 47.7 12.5	2011 94.1 89.5 4.4 -63.9 44.7 12.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 99 \$20,072,950 119 23 83.2 2.3 \$202,757	2020 5.3 17.3 4.4 -42.3 82.5 4.2 11.4	2019 33.8 34.9 6.3 -58.0 66.1 7.3 0.8	October 2018  37.5  58.9  20.2  -60.6  72.7  8.0  15.5	October 2016  241.4  212.7  16.7  -75.7  28.4  32.4  -8.4	2014 86.8 104.8 7.2 -65.7 47.7 12.5 9.6	2011 94.1 89.5 4.4 -63.9 44.7 12.4 -2.4

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

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

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

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

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

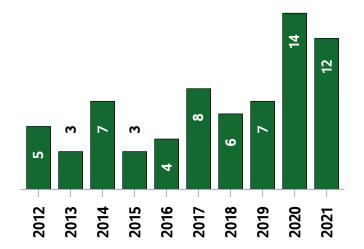
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



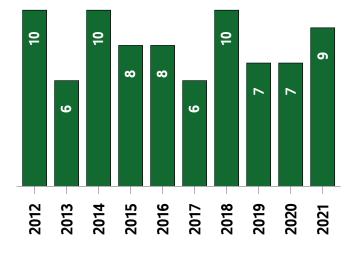
### **Elkford MLS® Residential Market Activity**



Sales Activity (October only)

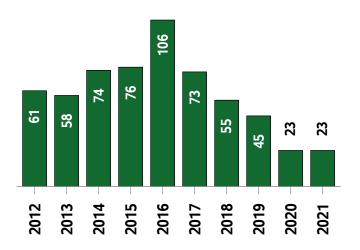


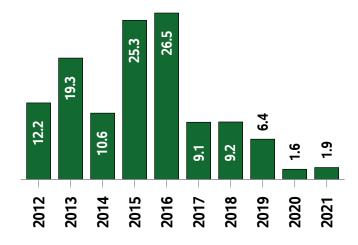
**Active Listings (October only)** 



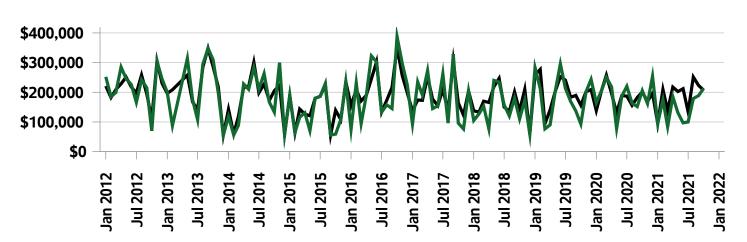
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

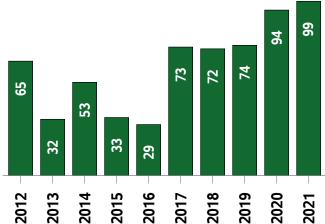




### **Elkford MLS® Residential Market Activity**



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



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

94

**6**7

2014

2015

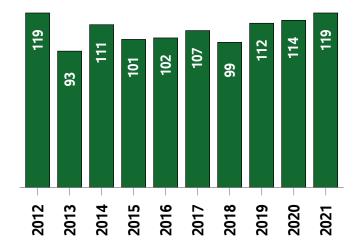
2016

2017

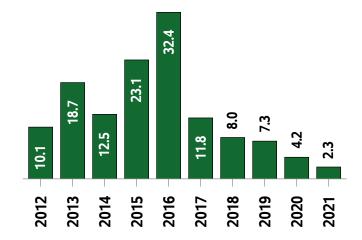
87



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



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



54

2019

2020

2021

2018

<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	6	-33.3	100.0	100.0	100.0	100.0	100.0
Dollar Volume	\$1,883,700	-21.3	128.3	196.4	40.1	72.8	213.5
New Listings	2	-50.0	-60.0	-50.0	-50.0	-60.0	-75.0
Active Listings	8	-42.9	-68.0	-72.4	-83.0	-80.5	-72.4
Sales to New Listings Ratio 1	300.0	225.0	60.0	75.0	75.0	60.0	37.5
Months of Inventory 2	1.3	1.6	8.3	9.7	15.7	13.7	9.7
Average Price	\$313,950	18.1	14.2	48.2	-30.0	-13.6	56.7
Median Price	\$277,500	2.8	2.8	24.7	-39.7	-27.0	64.3
Sale to List Price Ratio	98.1	96.9	97.3	96.5	97.1	95.9	92.4
Median Days on Market	35.5	42.0	121.0	127.0	25.0	129.0	42.0
			<u>'</u>	Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			l	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	<b>-18.9</b>	<b>2019 4.9</b>	October 2018 2.4	October 2016 168.8	43.3	22.9
Sales Activity  Dollar Volume	2021 43 \$14,521,500	-18.9 6.1	<b>2019 4.9 22.2</b>	October 2018 2.4 38.6	October 2016  168.8  161.3	<b>2014</b> 43.3 81.7	2011 22.9 58.2
Sales Activity  Dollar Volume  New Listings	2021 43 \$14,521,500 49	-18.9 6.1 -30.0	2019 4.9 22.2 -25.8	October 2018  2.4  38.6  -15.5	October 2016 168.8 161.3 6.5	2014 43.3 81.7 -25.8	2011 22.9 58.2 -15.5
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 43 \$14,521,500 49 9	-18.9 6.1 -30.0 -56.8	2019 4.9 22.2 -25.8 -68.3	October 2018  2.4  38.6  -15.5  -71.7	October 2016  168.8  161.3  6.5  -77.8	2014 43.3 81.7 -25.8 -74.2	2011 22.9 58.2 -15.5 -60.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 43 \$14,521,500 49 9 87.8	2020 -18.9 6.1 -30.0 -56.8	2019 4.9 22.2 -25.8 -68.3 62.1	October 2018  2.4  38.6  -15.5  -71.7  72.4	October 2016  168.8  161.3  6.5  -77.8  34.8	2014 43.3 81.7 -25.8 -74.2 45.5	2011 22.9 58.2 -15.5 -60.0 60.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 43 \$14,521,500 49 9 87.8 2.1	2020 -18.9 6.1 -30.0 -56.8 75.7 4.0	2019 4.9 22.2 -25.8 -68.3 62.1 7.1	October 2018  2.4  38.6  -15.5  -71.7  72.4  7.7	October 2016  168.8  161.3  6.5  -77.8  34.8  25.9	2014 43.3 81.7 -25.8 -74.2 45.5 11.9	2011 22.9 58.2 -15.5 -60.0 60.3 6.6
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 43 \$14,521,500 49 9 87.8 2.1 \$337,709	2020 -18.9 6.1 -30.0 -56.8 75.7 4.0 30.7	2019 4.9 22.2 -25.8 -68.3 62.1 7.1 16.5	October 2018  2.4  38.6  -15.5  -71.7  72.4  7.7  35.4	October 2016  168.8  161.3  6.5  -77.8  34.8  25.9  -2.8	2014 43.3 81.7 -25.8 -74.2 45.5 11.9 26.8	2011 22.9 58.2 -15.5 -60.0 60.3 6.6 28.8

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

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

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

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

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

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

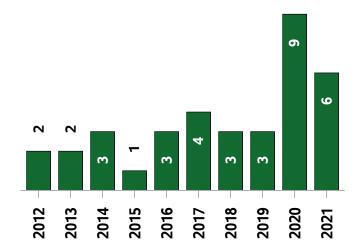


### **Elkford MLS® Single Family Market Activity**

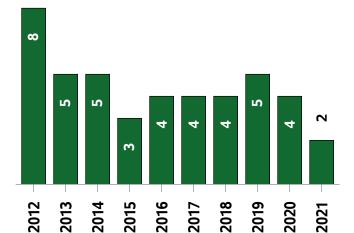


2021

Sales Activity (October only)

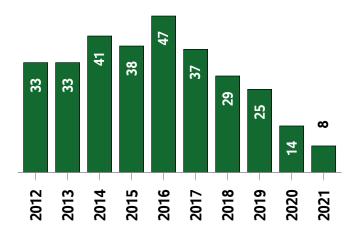


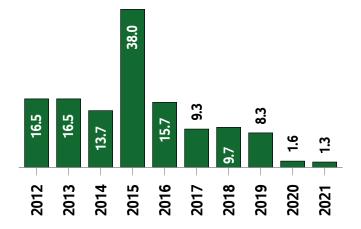
**Active Listings (October only)** 



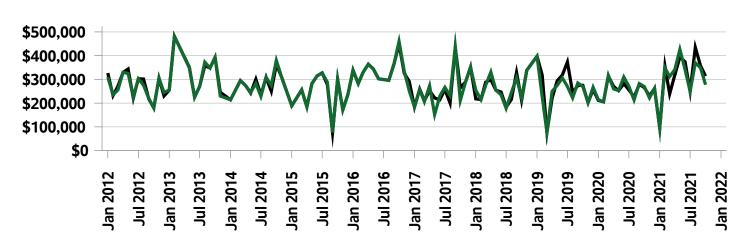
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

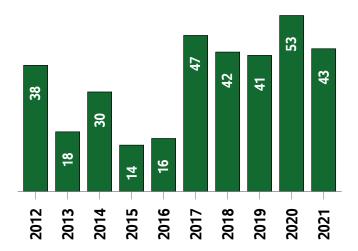




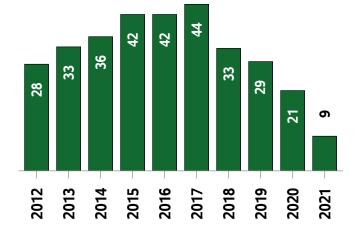
### **Elkford**MLS® Single Family Market Activity

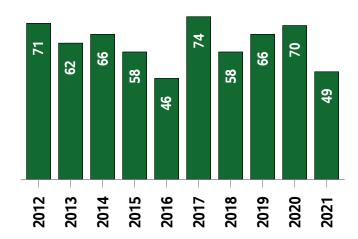


### **Sales Activity (October Year-to-date)**

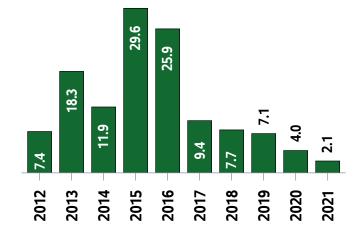


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	22	15.8	100.0	0.0	22.2	15.8	144.4
Dollar Volume	\$12,621,235	16.3	101.8	30.8	77.4	73.3	361.7
New Listings	15	36.4	-6.3	-21.1	36.4	-16.7	15.4
Active Listings	34	9.7	-27.7	-24.4	-66.0	-65.3	-73.0
Sales to New Listings Ratio 1	146.7	172.7	68.8	115.8	163.6	105.6	69.2
Months of Inventory 2	1.5	1.6	4.3	2.0	5.6	5.2	14.0
Average Price	\$573,693	0.4	0.9	30.8	45.1	49.7	88.9
Median Price	\$490,000	-1.8	0.4	20.6	22.9	36.1	49.6
Sale to List Price Ratio	98.7	98.7	97.9	97.1	96.1	96.5	94.8
Median Days on Market	33.5	34.0	59.0	48.0	62.0	111.0	130.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 153	9.3	13.3	October 2018 17.7	October 2016 47.1	22.4	<b>2011</b> 125.0
Sales Activity  Dollar Volume	2021 153 \$88,656,730	9.3 14.8	2019 13.3 26.3	October 2018  17.7  52.0	October 2016 47.1 111.9	2014 22.4 78.9	2011 125.0 289.2
Sales Activity  Dollar Volume  New Listings	2021 153 \$88,656,730 190	9.3 14.8 9.2	2019 13.3 26.3 5.6	October 2018  17.7  52.0  13.1	October 2016  47.1  111.9  1.6	2014 22.4 78.9 -4.5	2011 125.0 289.2 -3.6
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 153 \$88,656,730 190 36	9.3 14.8 9.2 -33.4	2019 13.3 26.3 5.6 -25.2	October 2018  17.7  52.0  13.1  -26.1	October 2016  47.1  111.9  1.6  -67.7	2014 22.4 78.9 -4.5 -68.6	2011 125.0 289.2 -3.6 -75.7
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 153 \$88,656,730 190 36 80.5	9.3 14.8 9.2 -33.4 80.5	2019 13.3 26.3 5.6 -25.2 75.0	October 2018  17.7  52.0  13.1  -26.1  77.4	October 2016  47.1  111.9  1.6  -67.7  55.6	2014 22.4 78.9 -4.5 -68.6 62.8	2011 125.0 289.2 -3.6 -75.7 34.5
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 153 \$88,656,730 190 36 80.5 2.3	9.3 14.8 9.2 -33.4 80.5 3.9	2019 13.3 26.3 5.6 -25.2 75.0 3.6	October 2018  17.7  52.0  13.1  -26.1  77.4  3.7	October 2016  47.1  111.9  1.6  -67.7  55.6  10.7	2014 22.4 78.9 -4.5 -68.6 62.8 9.2	2011 125.0 289.2 -3.6 -75.7 34.5 21.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 153 \$88,656,730 190 36 80.5 2.3 \$579,456	9.3 14.8 9.2 -33.4 80.5 3.9 5.1	2019 13.3 26.3 5.6 -25.2 75.0 3.6 11.5	October 2018  17.7  52.0  13.1  -26.1  77.4  3.7  29.2	October 2016  47.1  111.9  1.6  -67.7  55.6  10.7  44.0	2014 22.4 78.9 -4.5 -68.6 62.8 9.2 46.2	2011 125.0 289.2 -3.6 -75.7 34.5 21.7

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

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

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

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

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

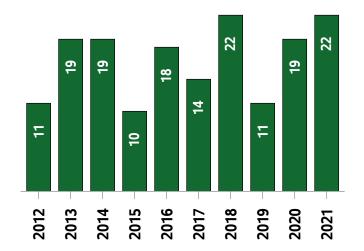
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



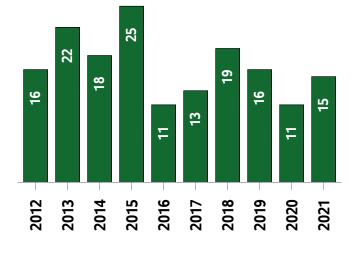
## **Fernie**MLS® Residential Market Activity



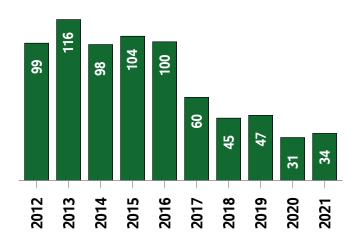
Sales Activity (October only)

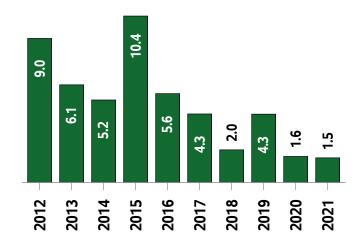


**Active Listings (October only)** 

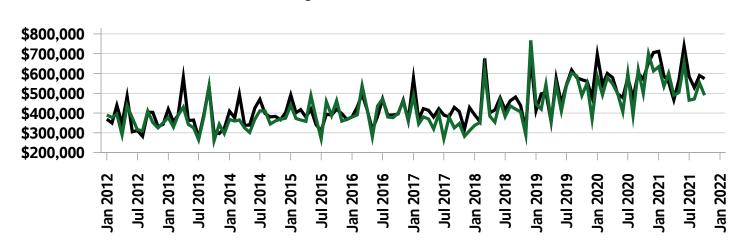


Months of Inventory (October only)





**Average Price and Median Price** 

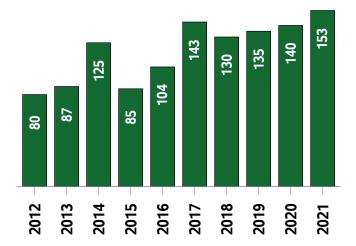




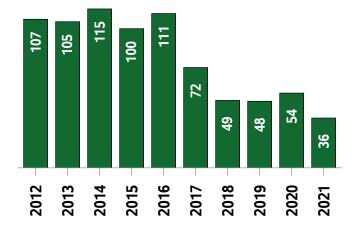
### Fernie MLS® Residential Market Activity

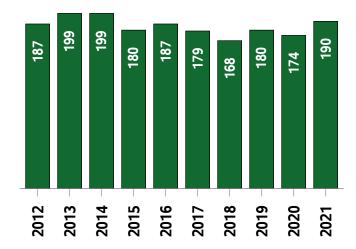


### Sales Activity (October Year-to-date)

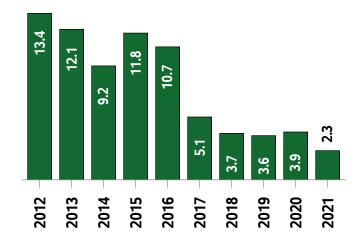


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to <sup>6</sup>		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	10	-23.1	100.0	-16.7	0.0	-9.1	42.9
Dollar Volume	\$7,084,011	-13.8	80.3	6.4	40.7	32.2	179.4
New Listings	6	-33.3	-45.5	-50.0	-33.3	-45.5	100.0
Active Listings	15	-42.3	-54.5	-54.5	-65.9	-72.7	-77.9
Sales to New Listings Ratio 1	166.7	144.4	45.5	100.0	111.1	100.0	233.3
Months of Inventory 2	1.5	2.0	6.6	2.8	4.4	5.0	9.7
Average Price	\$708,401	12.1	-9.8	27.6	40.7	45.4	95.6
Median Price	\$681,250	16.5	7.3	50.3	37.8	80.2	101.0
Sale to List Price Ratio	97.0	98.3	96.8	96.9	96.5	96.8	94.2
Median Days on Market	34.5	34.0	65.0	59.0	103.0	95.0	130.0
				Compa	red to <sup>6</sup>		
			Ostobou	Ostobou	October	October	October
Year-to-date	October 2021	October 2020	October 2019	October 2018	2016	2014	2011
Year-to-date Sales Activity			I		<b>2016</b> 14.3	I	
	2021	2020	2019	2018		2014	2011
Sales Activity	2021 72	<b>-20.9</b>	<b>-10.0</b>	4.3	14.3	<b>2014</b> 5.9	<b>2011</b> 56.5
Sales Activity  Dollar Volume	2021 72 \$56,969,264	-20.9 -5.3	-10.0 10.2	4.3 49.3	14.3 89.4	5.9 67.8	2011 56.5 223.4
Sales Activity  Dollar Volume  New Listings	2021 72 \$56,969,264 91	-20.9 -5.3 -26.0	-10.0 10.2 -20.2	4.3 49.3 -14.2	14.3 89.4 -5.2	5.9 67.8 -24.8	2011 56.5 223.4 -20.9
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 72 \$56,969,264 91 19	-20.9 -5.3 -26.0 -50.1	-10.0 10.2 -20.2 -44.9	4.3 49.3 -14.2 -36.5	14.3 89.4 -5.2 -59.7	5.9 67.8 -24.8 -66.8	2011 56.5 223.4 -20.9 -76.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 72 \$56,969,264 91 19	-20.9 -5.3 -26.0 -50.1 74.0	-10.0 10.2 -20.2 -44.9 70.2	4.3 49.3 -14.2 -36.5 65.1	14.3 89.4 -5.2 -59.7 65.6	5.9 67.8 -24.8 -66.8 56.2	2011 56.5 223.4 -20.9 -76.2 40.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 72 \$56,969,264 91 19 79.1 2.6	-20.9 -5.3 -26.0 -50.1 74.0 4.1	-10.0 10.2 -20.2 -44.9 70.2 4.3	2018 4.3 49.3 -14.2 -36.5 65.1 4.3	14.3 89.4 -5.2 -59.7 65.6 7.4	2014 5.9 67.8 -24.8 -66.8 56.2 8.3	2011 56.5 223.4 -20.9 -76.2 40.0 17.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 72 \$56,969,264 91 19 79.1 2.6 \$791,240	2020 -20.9 -5.3 -26.0 -50.1 74.0 4.1 19.7	2019 -10.0 10.2 -20.2 -44.9 70.2 4.3 22.4	2018 4.3 49.3 -14.2 -36.5 65.1 4.3 43.1	14.3 89.4 -5.2 -59.7 65.6 7.4 65.7	5.9 67.8 -24.8 -66.8 56.2 8.3 58.5	2011 56.5 223.4 -20.9 -76.2 40.0 17.2 106.6

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

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

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

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

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

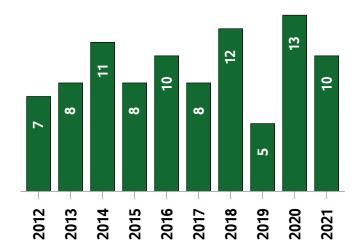
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



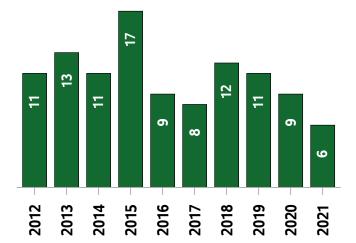
## **Fernie**MLS® Single Family Market Activity



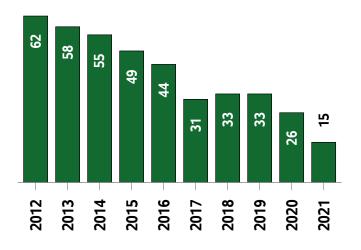
Sales Activity (October only)

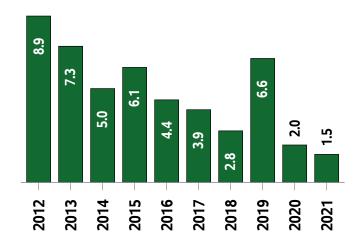


**Active Listings (October only)** 

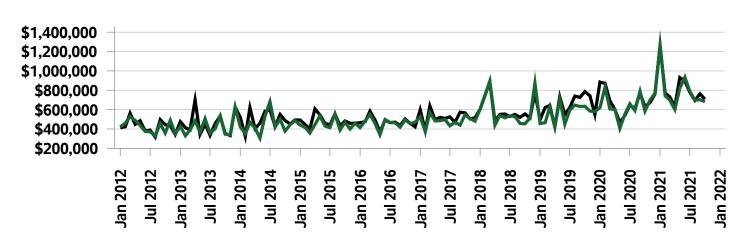


Months of Inventory (October only)





**Average Price and Median Price** 

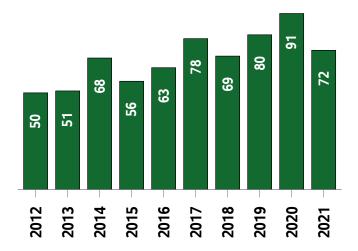




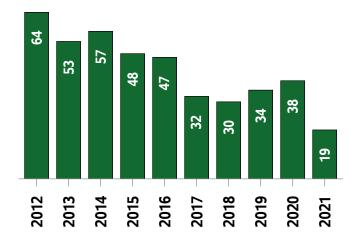
### **Fernie**MLS® Single Family Market Activity

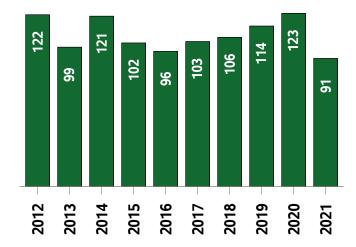


### **Sales Activity (October Year-to-date)**

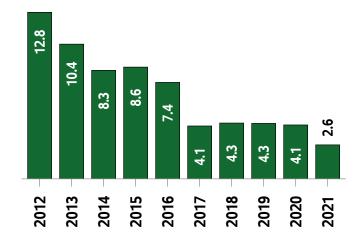


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	4	-55.6	33.3	0.0	-60.0	-42.9	300.0
Dollar Volume	\$2,094,277	-34.9	109.0	28.8	-11.6	74.3	1,076.6
New Listings	4	-66.7	-20.0	-20.0	33.3	-63.6	-42.9
Active Listings	14	-41.7	-50.0	-22.2	-41.7	-76.3	-81.6
Sales to New Listings Ratio 1	100.0	75.0	60.0	80.0	333.3	63.6	14.3
Months of Inventory <sup>2</sup>	3.5	2.7	9.3	4.5	2.4	8.4	76.0
Average Price	\$523,569	46.6	56.8	28.8	121.0	205.0	194.1
Median Price	\$509,889	36.0	44.4	23.6	102.3	191.4	186.5
Sale to List Price Ratio	98.8	96.4	97.0	97.9	92.6	88.6	98.3
Median Days on Market	79.0	23.0	28.0	29.0	77.5	98.0	486.0
				Compa	red to 6		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 58	<b>2020</b> 48.7	<b>2019</b> 56.8	October 2018 16.0	October 2016 3.6	65.7	<b>2011</b> 48.7
Sales Activity  Dollar Volume	2021 58 \$29,060,146	48.7 112.2	56.8 129.7	October 2018  16.0  62.9	October 2016  3.6  96.3	2014 65.7 289.4	2011 48.7 223.5
Sales Activity  Dollar Volume  New Listings	2021 58 \$29,060,146 65	2020 48.7 112.2 32.7	2019 56.8 129.7 4.8	October 2018 16.0 62.9 -1.5	October 2016  3.6  96.3  -13.3	2014 65.7 289.4 -45.4	2011 48.7 223.5 -44.9
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 58 \$29,060,146 65 14	2020 48.7 112.2 32.7 -11.5	2019 56.8 129.7 4.8 -37.1	October 2018  16.0 62.9 -1.5 -40.9	October 2016  3.6  96.3  -13.3  -61.4	2014 65.7 289.4 -45.4 -76.1	2011 48.7 223.5 -44.9 -80.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 58 \$29,060,146 65 14 89.2	2020 48.7 112.2 32.7 -11.5	2019 56.8 129.7 4.8 -37.1 59.7	October 2018  16.0  62.9  -1.5  -40.9  75.8	October 2016  3.6  96.3  -13.3  -61.4  74.7	2014 65.7 289.4 -45.4 -76.1 29.4	2011 48.7 223.5 -44.9 -80.0 33.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 58 \$29,060,146 65 14 89.2 2.4	2020 48.7 112.2 32.7 -11.5 79.6 4.0	2019 56.8 129.7 4.8 -37.1 59.7 6.0	October 2018  16.0 62.9 -1.5 -40.9 75.8 4.7	October 2016  3.6  96.3  -13.3  -61.4  74.7  6.4	2014 65.7 289.4 -45.4 -76.1 29.4 16.6	2011 48.7 223.5 -44.9 -80.0 33.1 17.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 58 \$29,060,146 65 14 89.2 2.4 \$501,037	2020 48.7 112.2 32.7 -11.5 79.6 4.0 42.7	2019 56.8 129.7 4.8 -37.1 59.7 6.0 46.5	October 2018  16.0 62.9 -1.5 -40.9 75.8 4.7 40.4	October 2016  3.6  96.3  -13.3  -61.4  74.7  6.4  89.5	2014 65.7 289.4 -45.4 -76.1 29.4 16.6 135.0	2011 48.7 223.5 -44.9 -80.0 33.1 17.8 117.6

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

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

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

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

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

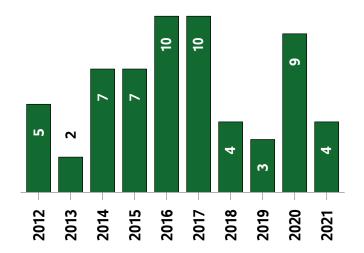
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



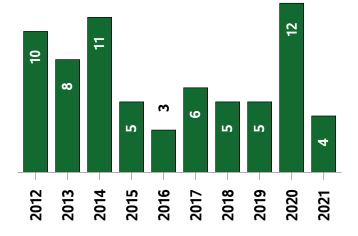
### **Golden**MLS® Residential Market Activity



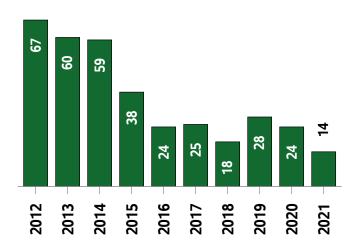
Sales Activity (October only)

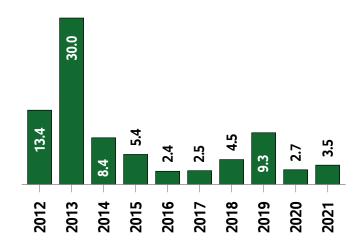


**Active Listings (October only)** 

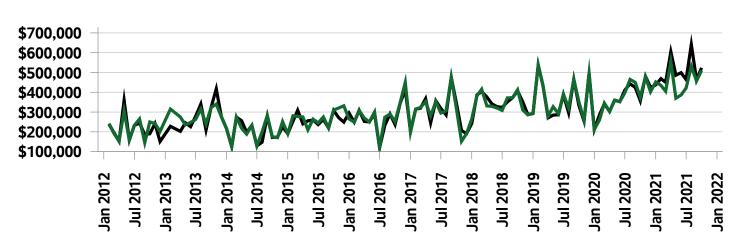


**Months of Inventory (October only)** 





**Average Price and Median Price** 

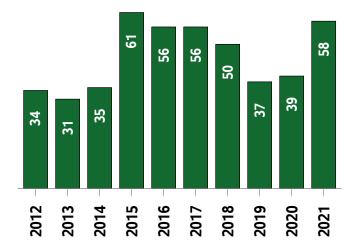




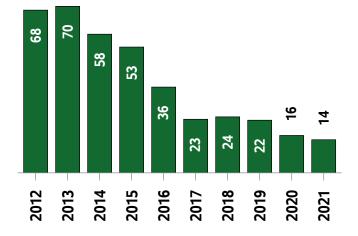
### **Golden**MLS® Residential Market Activity



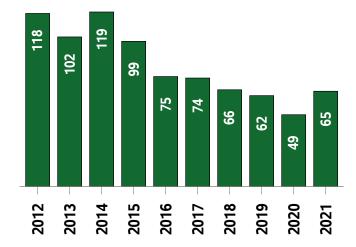
### **Sales Activity (October Year-to-date)**



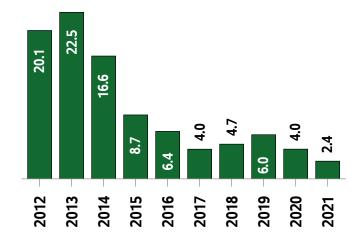
**Active Listings** <sup>1</sup>(October Year-to-date)



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



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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	3	-50.0	0.0	-25.0	-40.0	-25.0	_
Dollar Volume	\$1,959,777	-21.9	95.6	20.5	3.1	97.7	_
New Listings	3	-50.0	0.0	-40.0	50.0	-66.7	-25.0
Active Listings	8	-42.9	-50.0	-38.5	-57.9	-82.6	-86.0
Sales to New Listings Ratio 1	100.0	100.0	100.0	80.0	250.0	44.4	_
Months of Inventory 2	2.7	2.3	5.3	3.3	3.8	11.5	_
Average Price	\$653,259	56.2	95.6	60.7	71.9	163.5	_
Median Price	\$544,000	29.7	54.1	31.9	29.8	143.7	_
Sale to List Price Ratio	98.7	98.0	97.0	97.9	94.1	92.3	_
Median Days on Market	123.0	22.0	28.0	29.0	100.0	104.0	_
				Compa	red to '		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	40.7	<b>2019</b> 46.2	October 2018 -13.6	October 2016 -7.3	<b>2014</b> 46.2	72.7
Sales Activity  Dollar Volume	2021 38 \$22,215,076	<b>40.7</b> 93.0	<b>2019 46.2 106.7</b>	October 2018 -13.6 37.2	October 2016 -7.3 71.9	2014 46.2 238.8	72.7 243.6
Sales Activity  Dollar Volume  New Listings	2021 38 \$22,215,076 44	2020 40.7 93.0 18.9	2019 46.2 106.7 10.0	October 2018 -13.6 37.2 -24.1	October 2016  -7.3  71.9  -26.7	2014 46.2 238.8 -50.6	2011 72.7 243.6 -51.6
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 38 \$22,215,076 44 10	2020 40.7 93.0 18.9 16.1	2019 46.2 106.7 10.0 -38.0	October 2018 -13.6 37.2 -24.1 -40.2	October 2016  -7.3  71.9  -26.7  -62.2	2014 46.2 238.8 -50.6 -78.1	2011 72.7 243.6 -51.6 -80.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 38 \$22,215,076 44 10 86.4	2020 40.7 93.0 18.9 16.1 73.0	2019 46.2 106.7 10.0 -38.0 65.0	October 2018  -13.6  37.2  -24.1  -40.2  75.9	October 2016  -7.3  71.9  -26.7  -62.2  68.3	2014 46.2 238.8 -50.6 -78.1 29.2	2011 72.7 243.6 -51.6 -80.0 24.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 38 \$22,215,076 44 10 86.4 2.7	2020 40.7 93.0 18.9 16.1 73.0 3.2	2019 46.2 106.7 10.0 -38.0 65.0 6.3	October 2018  -13.6  37.2  -24.1  -40.2  75.9  3.8	October 2016  -7.3  71.9  -26.7  -62.2  68.3  6.5	2014 46.2 238.8 -50.6 -78.1 29.2 17.7	2011 72.7 243.6 -51.6 -80.0 24.2 23.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 38 \$22,215,076 44 10 86.4 2.7 \$584,607	2020 40.7 93.0 18.9 16.1 73.0 3.2 37.1	2019 46.2 106.7 10.0 -38.0 65.0 6.3 41.5	October 2018  -13.6  37.2  -24.1  -40.2  75.9  3.8  58.9	October 2016  -7.3  71.9  -26.7  -62.2  68.3  6.5  85.5	2014 46.2 238.8 -50.6 -78.1 29.2 17.7 131.8	2011 72.7 243.6 -51.6 -80.0 24.2 23.0 98.9

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

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

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

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

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

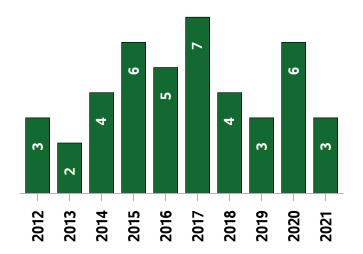
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



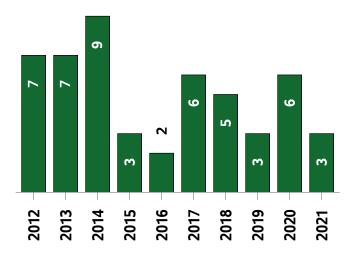
## **Golden**MLS® Single Family Market Activity



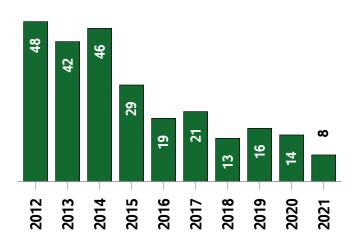
Sales Activity (October only)

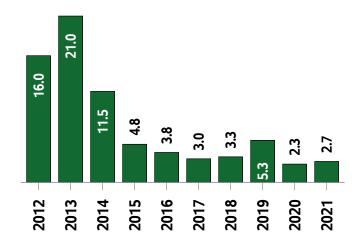


**Active Listings (October only)** 

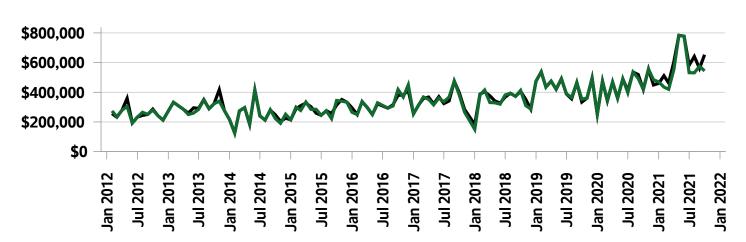


Months of Inventory (October only)





**Average Price and Median Price** 

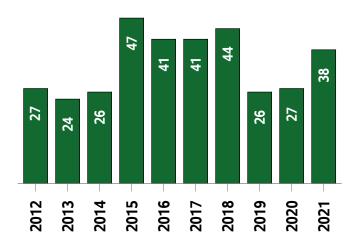




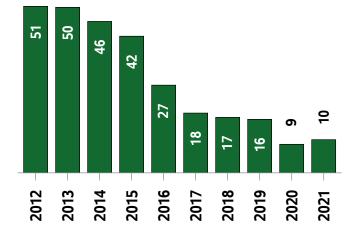
### **Golden**MLS® Single Family Market Activity

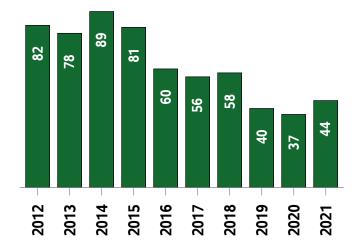


### **Sales Activity (October Year-to-date)**

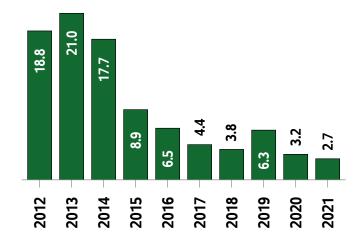


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



## **Grand Forks**MLS® Residential Market Activity



				Compa	red to 6		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	4	-66.7	-33.3	-50.0	0.0	-55.6	33.3
Dollar Volume	\$1,656,500	-58.3	24.7	-18.5	120.6	-3.7	126.3
New Listings	10	0.0	66.7	11.1	42.9	11.1	25.0
Active Listings	25	-30.6	-55.4	-41.9	-70.6	-73.4	-68.4
Sales to New Listings Ratio 1	40.0	120.0	100.0	88.9	57.1	100.0	37.5
Months of Inventory <sup>2</sup>	6.3	3.0	9.3	5.4	21.3	10.4	26.3
Average Price	\$414,125	25.0	87.0	62.9	120.6	116.8	69.7
Median Price	\$405,750	19.6	100.4	42.6	140.8	88.7	64.3
Sale to List Price Ratio	96.2	96.6	95.6	96.8	90.3	94.5	88.6
Median Days on Market	21.0	54.0	26.5	91.0	100.0	117.0	180.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity				October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 76	<b>-19.1</b>	13.4	October 2018 -2.6	October 2016 -5.0	4.1	2011 111.1
Sales Activity  Dollar Volume	<b>2021 76</b> \$27,038,433	-19.1 1.4	13.4 44.5	October 2018 -2.6 35.8	October 2016 -5.0 71.2	<b>4.1</b> 95.0	2011 111.1 277.4
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 76 \$27,038,433 97	2020 -19.1 1.4 -20.5	2019 13.4 44.5 -21.8	October 2018  -2.6  35.8  -14.9	October 2016  -5.0  71.2  -34.9	2014 4.1 95.0 -40.5	2011 111.1 277.4 -30.7
Sales Activity  Dollar Volume  New Listings	2021 76 \$27,038,433 97 22	2020 -19.1 1.4 -20.5 -54.7	2019 13.4 44.5 -21.8 -57.6	October 2018 -2.6 35.8 -14.9 -45.8	October 2016 -5.0 71.2 -34.9 -76.7	2014 4.1 95.0 -40.5 -78.9	2011 111.1 277.4 -30.7 -73.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 76 \$27,038,433 97 22 78.4	2020 -19.1 1.4 -20.5 -54.7 77.0	2019 13.4 44.5 -21.8 -57.6 54.0	October 2018  -2.6  35.8  -14.9  -45.8  68.4	October 2016  -5.0  71.2  -34.9  -76.7  53.7	2014 4.1 95.0 -40.5 -78.9 44.8	2011 111.1 277.4 -30.7 -73.8 25.7
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 76 \$27,038,433 97 22 78.4 2.9	2020 -19.1 1.4 -20.5 -54.7 77.0 5.3	2019 13.4 44.5 -21.8 -57.6 54.0 7.9	October 2018  -2.6  35.8  -14.9  -45.8  68.4  5.3	October 2016  -5.0  71.2  -34.9  -76.7  53.7  12.0	2014 4.1 95.0 -40.5 -78.9 44.8 14.5	2011 111.1 277.4 -30.7 -73.8 25.7 23.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 76 \$27,038,433 97 22 78.4 2.9 \$355,769	2020 -19.1 1.4 -20.5 -54.7 77.0 5.3 25.4	2019 13.4 44.5 -21.8 -57.6 54.0 7.9 27.4	October 2018  -2.6  35.8  -14.9  -45.8  68.4  5.3  39.3	October 2016  -5.0  71.2  -34.9  -76.7  53.7  12.0  80.2	2014 4.1 95.0 -40.5 -78.9 44.8 14.5 87.3	2011 111.1 277.4 -30.7 -73.8 25.7 23.8 78.8

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

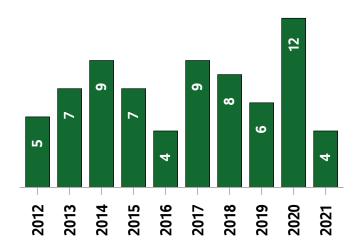
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



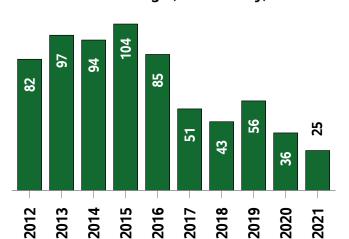
## **Grand Forks**MLS® Residential Market Activity



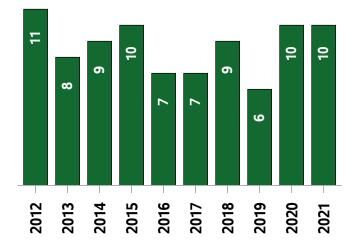
Sales Activity (October only)



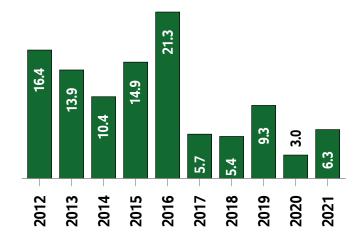
**Active Listings (October only)** 



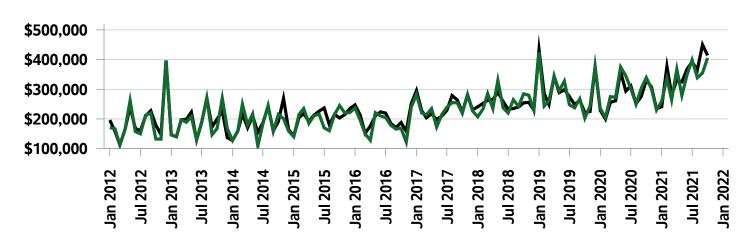
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

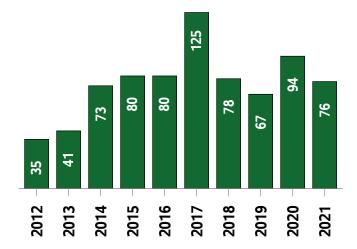




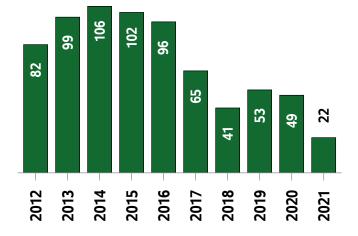
## **Grand Forks**MLS® Residential Market Activity

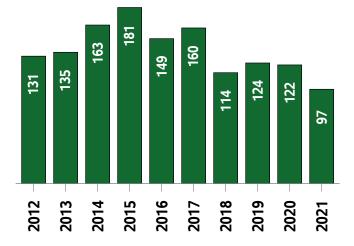


### **Sales Activity (October Year-to-date)**

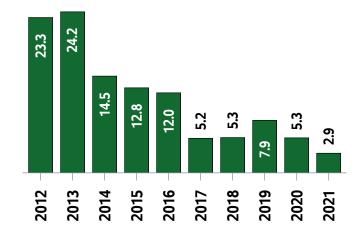


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to <sup>6</sup>		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	3	-72.7	-40.0	-40.0	-25.0	-62.5	50.0
Dollar Volume	\$1,411,500	-62.2	15.3	-3.4	87.9	-15.6	191.0
New Listings	8	0.0	33.3	14.3	33.3	0.0	14.3
Active Listings	24	-20.0	-52.0	-31.4	-66.7	-67.6	-60.7
Sales to New Listings Ratio 1	37.5	137.5	83.3	71.4	66.7	100.0	28.6
Months of Inventory 2	8.0	2.7	10.0	7.0	18.0	9.3	30.5
Average Price	\$470,500	38.8	92.2	61.1	150.6	125.2	94.0
Median Price	\$472,500	39.0	105.4	44.3	180.4	117.2	94.8
Sale to List Price Ratio	96.7	96.6	93.5	95.0	90.3	93.8	88.7
Median Days on Market	22.0	55.0	28.0	99.0	100.0	122.0	149.0
				Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 60	<b>-27.7</b>	0.0	October 2018 -6.3	October 2016 -4.8	3.4	130.8
Sales Activity  Dollar Volume	2021 60 \$23,791,733	<b>-27.7 -4.5</b>	0.0	October 2018 -6.3 34.0	October 2016 -4.8 72.7	3.4 90.5	2011 130.8 330.1
Sales Activity  Dollar Volume  New Listings	2021 60 \$23,791,733 81	-27.7 -4.5 -22.9	0.0 33.6 -27.0	October 2018  -6.3  34.0  -13.8	October 2016  -4.8  72.7  -39.1	2014 3.4 90.5 -43.4	2011 130.8 330.1 -27.7
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 60 \$23,791,733 81 19	-27.7 -4.5 -22.9 -55.5	2019 0.0 33.6 -27.0 -58.3	October 2018  -6.3  34.0  -13.8  -44.1	October 2016  -4.8  72.7  -39.1  -75.2	2014 3.4 90.5 -43.4 -77.1	2011 130.8 330.1 -27.7 -72.1
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 60 \$23,791,733 81 19 74.1	-27.7 -4.5 -22.9 -55.5 79.0	2019 0.0 33.6 -27.0 -58.3 54.1	October 2018  -6.3  34.0  -13.8  -44.1  68.1	October 2016  -4.8  72.7  -39.1  -75.2  47.4	2014 3.4 90.5 -43.4 -77.1 40.6	2011 130.8 330.1 -27.7 -72.1 23.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 60 \$23,791,733 81 19 74.1 3.2	-27.7 -4.5 -22.9 -55.5 79.0 5.1	2019 0.0 33.6 -27.0 -58.3 54.1 7.6	October 2018  -6.3  34.0  -13.8  -44.1  68.1  5.3	October 2016  -4.8  72.7  -39.1  -75.2  47.4  12.2	2014 3.4 90.5 -43.4 -77.1 40.6 14.3	2011 130.8 330.1 -27.7 -72.1 23.2 26.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 60 \$23,791,733 81 19 74.1 3.2 \$396,529	2020 -27.7 -4.5 -22.9 -55.5 79.0 5.1 32.1	2019 0.0 33.6 -27.0 -58.3 54.1 7.6 33.6	October 2018  -6.3  34.0  -13.8  -44.1  68.1  5.3  42.9	October 2016  -4.8  72.7  -39.1  -75.2  47.4  12.2  81.3	2014 3.4 90.5 -43.4 -77.1 40.6 14.3 84.1	2011 130.8 330.1 -27.7 -72.1 23.2 26.2 86.4

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

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

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

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

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

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



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

 $\infty$ 

 $\infty$ 

2014

2015

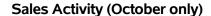


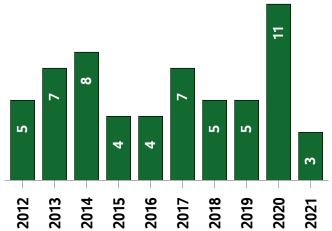
 $\infty$ 

2020

2021

 $\infty$ 



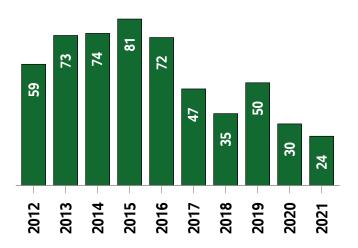


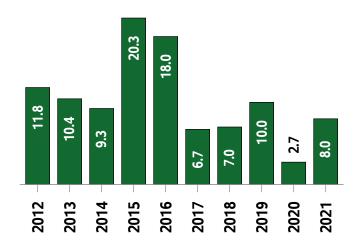
**Active Listings (October only)** 



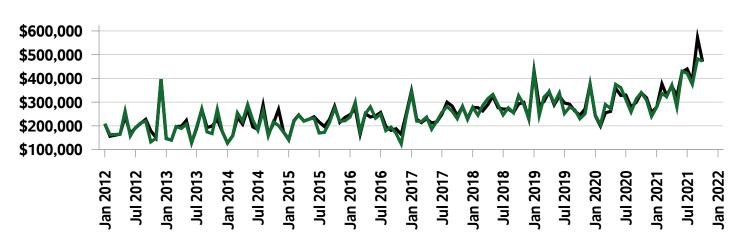
**Months of Inventory (October only)** 

2016





**Average Price and Median Price** 

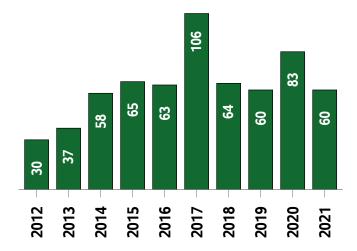




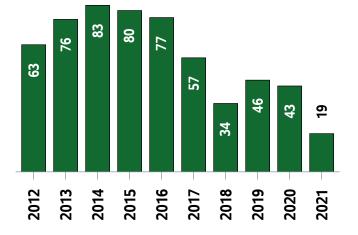
## **Grand Forks**MLS® Single Family Market Activity

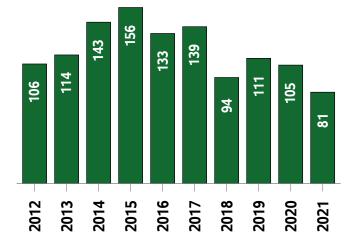


### **Sales Activity (October Year-to-date)**

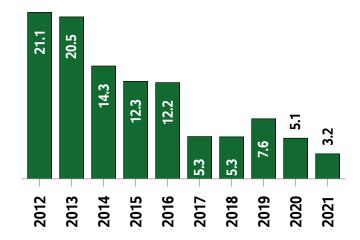


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



### **Invermere**MLS® Residential Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	11	-38.9	0.0	10.0	266.7	120.0	120.0
Dollar Volume	\$4,798,200	-33.8	42.0	40.2	501.3	221.8	423.2
New Listings	13	-27.8	225.0	-38.1	116.7	85.7	-18.8
Active Listings	27	-42.6	-55.0	-56.5	-54.2	-52.6	-72.7
Sales to New Listings Ratio 1	84.6	100.0	275.0	47.6	50.0	71.4	31.3
Months of Inventory 2	2.5	2.6	5.5	6.2	19.7	11.4	19.8
Average Price	\$436,200	8.3	42.0	27.4	64.0	46.3	137.8
Median Price	\$349,900	-1.2	28.4	4.5	48.9	11.4	105.8
Sale to List Price Ratio	96.0	96.6	95.6	95.5	94.9	91.7	89.6
Median Days on Market	78.0	40.5	149.0	102.0	141.0	121.0	67.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	I	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 173	<b>2020</b> 46.6	<b>2019</b> 90.1	October 2018 90.1	October 2016 170.3	<b>2014</b> 174.6	<b>2011</b> 424.2
Sales Activity  Dollar Volume	2021 173 \$74,249,074	<b>46.6</b> 64.6	90.1 117.5	October 2018 90.1 144.9	October 2016 170.3 239.8	2014 174.6 266.4	2011 424.2 645.6
Sales Activity  Dollar Volume  New Listings	2021 173 \$74,249,074 200	2020 46.6 64.6 23.5	90.1 117.5 26.6	October 2018 90.1 144.9 29.0	October 2016 170.3 239.8 53.8	2014 174.6 266.4 49.3	2011 424.2 645.6 19.0
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 173 \$74,249,074 200 33	2020 46.6 64.6 23.5 -49.3	90.1 117.5 26.6 -58.7	October 2018 90.1 144.9 29.0 -50.4	October 2016 170.3 239.8 53.8 -55.1	2014 174.6 266.4 49.3 -55.9	2011 424.2 645.6 19.0 -68.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 173 \$74,249,074 200 33 86.5	2020 46.6 64.6 23.5 -49.3	90.1 117.5 26.6 -58.7 57.6	October 2018  90.1  144.9  29.0  -50.4  58.7	October 2016  170.3  239.8  53.8  -55.1  49.2	2014 174.6 266.4 49.3 -55.9 47.0	2011 424.2 645.6 19.0 -68.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 173 \$74,249,074 200 33 86.5 1.9	2020 46.6 64.6 23.5 -49.3 72.8 5.5	2019 90.1 117.5 26.6 -58.7 57.6 8.8	October 2018  90.1  144.9  29.0  -50.4  58.7  7.3	October 2016  170.3  239.8  53.8  -55.1  49.2  11.5	2014 174.6 266.4 49.3 -55.9 47.0 11.9	2011 424.2 645.6 19.0 -68.0 19.6 31.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 173 \$74,249,074 200 33 86.5 1.9 \$429,185	2020 46.6 64.6 23.5 -49.3 72.8 5.5	2019 90.1 117.5 26.6 -58.7 57.6 8.8 14.4	October 2018  90.1  144.9  29.0  -50.4  58.7  7.3  28.8	October 2016  170.3  239.8  53.8  -55.1  49.2  11.5  25.7	2014 174.6 266.4 49.3 -55.9 47.0 11.9 33.4	2011 424.2 645.6 19.0 -68.0 19.6 31.3 42.2

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

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

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

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

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

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

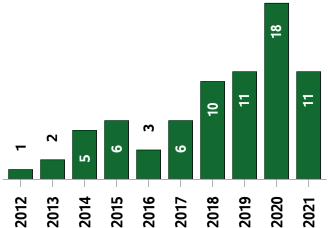


85

### **Invermere**MLS® Residential Market Activity



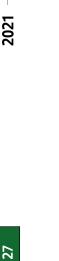
Sales Activity (October only)



**Active Listings (October only)** 

2015

2016



9

2019

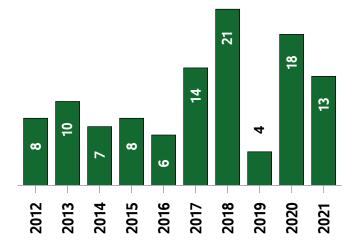
2020

2021

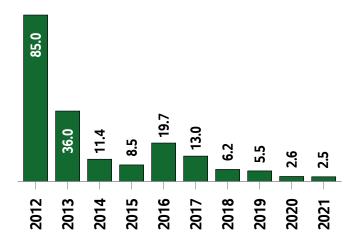
2018

2017

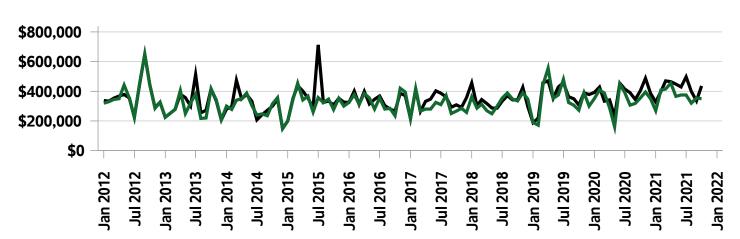
**New Listings (October only)** 



Months of Inventory (October only)



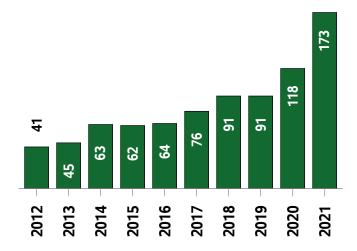
**Average Price and Median Price** 



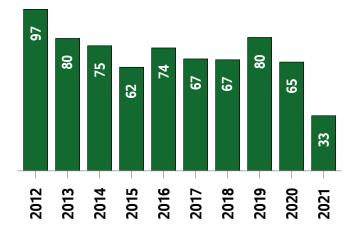


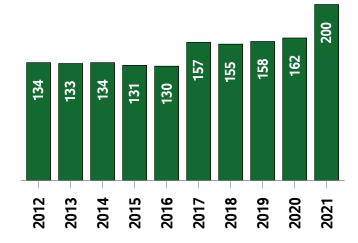
### **Invermere**MLS® Residential Market Activity

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

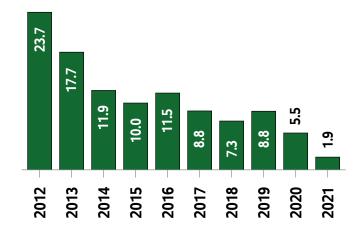


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	4	-60.0	-20.0	-20.0	100.0	0.0	33.3
Dollar Volume	\$2,574,900	-50.4	42.0	29.5	322.1	118.8	245.6
New Listings	7	-41.7	133.3	-30.0	250.0	75.0	-36.4
Active Listings	19	-26.9	-47.2	-48.6	-45.7	-38.7	-68.3
Sales to New Listings Ratio 1	57.1	83.3	166.7	50.0	100.0	100.0	27.3
Months of Inventory 2	4.8	2.6	7.2	7.4	17.5	7.8	20.0
Average Price	\$643,725	24.1	77.5	61.8	111.1	118.8	159.2
Median Price	\$527,450	-0.0	50.7	28.6	72.9	78.8	102.9
Sale to List Price Ratio	97.0	96.9	95.0	96.8	95.4	90.0	91.1
Median Days on Market	74.0	27.0	205.0	88.0	343.5	146.5	67.0
				Compa	red to '		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			ı	October	October	I	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 74	2020	<b>2019</b> 68.2	October 2018 64.4	October 2016 64.4	105.6	2011
Sales Activity  Dollar Volume	2021 74 \$43,842,926	2020 23.3 50.7	2019 68.2 109.6	October 2018 64.4 130.7	October 2016 64.4 164.5	2014 105.6 214.5	2011 221.7 441.0
Sales Activity  Dollar Volume  New Listings	2021 74 \$43,842,926 99	2020 23.3 50.7 16.5	2019 68.2 109.6 10.0	October 2018 64.4 130.7 5.3	October 2016 64.4 164.5	2014 105.6 214.5 17.9	2011 221.7 441.0 -16.1
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 74 \$43,842,926 99 19	2020 23.3 50.7 16.5 -41.8	2019 68.2 109.6 10.0	October 2018 64.4 130.7 5.3 -53.3	October 2016 64.4 164.5 16.5 -56.6	2014 105.6 214.5 17.9 -55.5	2011 221.7 441.0 -16.1 -69.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 74 \$43,842,926 99 19 74.7	2020 23.3 50.7 16.5 -41.8	2019 68.2 109.6 10.0 -56.8 48.9	October 2018 64.4 130.7 5.3 -53.3 47.9	October 2016 64.4 164.5 16.5 -56.6 52.9	2014 105.6 214.5 17.9 -55.5 42.9	2011 221.7 441.0 -16.1 -69.0 19.5
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 74 \$43,842,926 99 19 74.7 2.5	2020 23.3 50.7 16.5 -41.8 70.6 5.4	2019 68.2 109.6 10.0 -56.8 48.9 9.9	October 2018 64.4 130.7 5.3 -53.3 47.9 9.0	October 2016 64.4 164.5 16.5 -56.6 52.9 9.6	2014 105.6 214.5 17.9 -55.5 42.9 11.7	2011 221.7 441.0 -16.1 -69.0 19.5 26.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 74 \$43,842,926 99 19 74.7 2.5 \$592,472	2020 23.3 50.7 16.5 -41.8 70.6 5.4 22.2	2019 68.2 109.6 10.0 -56.8 48.9 9.9 24.6	October 2018 64.4 130.7 5.3 -53.3 47.9 9.0 40.3	October 2016 64.4 164.5 16.5 -56.6 52.9 9.6 60.9	2014 105.6 214.5 17.9 -55.5 42.9 11.7 53.0	2011 221.7 441.0 -16.1 -69.0 19.5 26.3 68.2

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

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

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

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

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

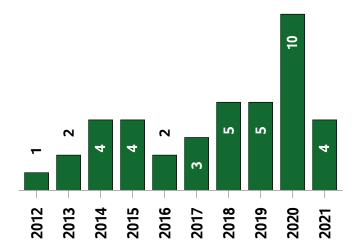
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



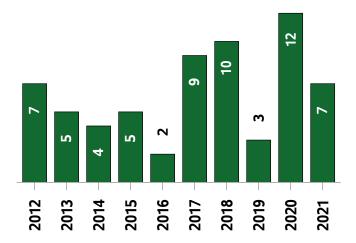
### **Invermere**MLS® Single Family Market Activity



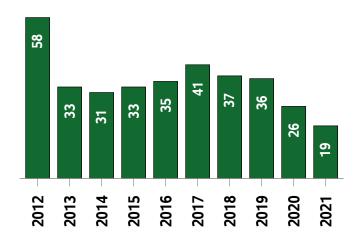
Sales Activity (October only)

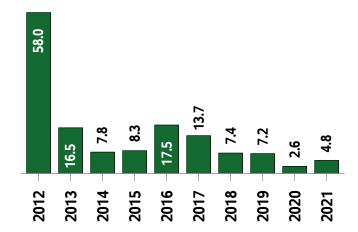


**Active Listings (October only)** 

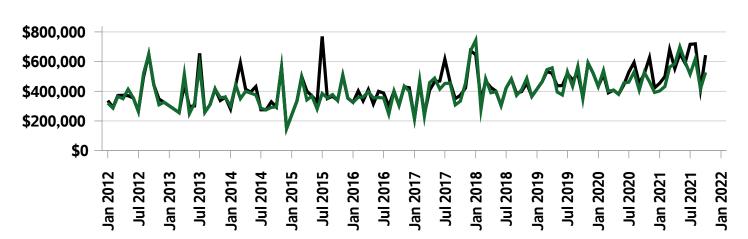


Months of Inventory (October only)





**Average Price and Median Price** 

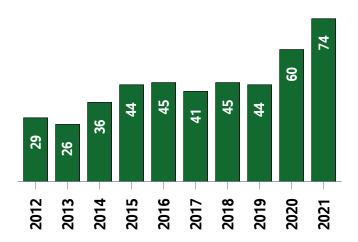




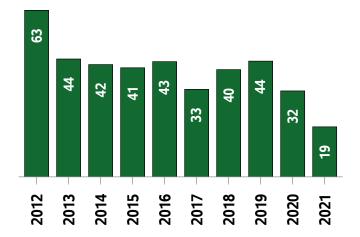
### **Invermere**MLS® Single Family Market Activity

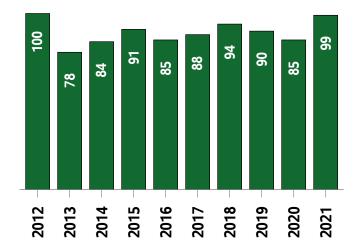


### Sales Activity (October Year-to-date)

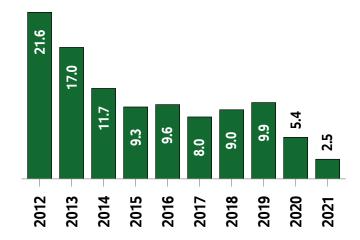


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Kimberley** MLS® Residential Market Activity



				Compa	red to <sup>6</sup>		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	32	10.3	33.3	3.2	128.6	255.6	300.0
Dollar Volume	\$11,685,595	27.0	60.7	33.0	215.5	458.2	698.2
New Listings	31	6.9	63.2	29.2	47.6	106.7	93.8
Active Listings	66	4.8	-14.3	-22.4	-51.5	-62.7	-68.9
Sales to New Listings Ratio 1	103.2	100.0	126.3	129.2	66.7	60.0	50.0
Months of Inventory <sup>2</sup>	2.1	2.2	3.2	2.7	9.7	19.7	26.5
Average Price	\$365,175	15.1	20.5	28.8	38.0	57.0	99.5
Median Price	\$340,448	4.8	21.0	39.0	66.1	107.6	97.6
Sale to List Price Ratio	98.6	96.2	92.6	94.6	96.7	91.2	92.1
Median Days on Market	43.5	67.0	94.0	51.0	62.0	232.0	122.5
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	<b>2020</b> 36.3	33.1	October 2018 19.3	October 2016 20.5	60.1	<b>2011</b> 169.4
Sales Activity  Dollar Volume	2021 229 \$83,130,912	36.3 51.0	33.1 59.2	October 2018 19.3 74.7	October 2016 20.5 107.2	<b>2014</b> 60.1 144.7	2011 169.4 368.7
Sales Activity  Dollar Volume  New Listings	2021 229 \$83,130,912 301	36.3 51.0 24.9	2019 33.1 59.2 21.9	October 2018  19.3  74.7  22.9	October 2016  20.5  107.2  16.7	2014 60.1 144.7 4.9	2011 169.4 368.7 3.8
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 229 \$83,130,912 301 69	2020 36.3 51.0 24.9 -9.6	2019 33.1 59.2 21.9 -22.2	October 2018  19.3  74.7  22.9  -27.9	October 2016 20.5 107.2 16.7 -54.6	2014 60.1 144.7 4.9 -64.2	2011 169.4 368.7 3.8 -70.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 229 \$83,130,912 301 69 76.1	2020 36.3 51.0 24.9 -9.6 69.7	2019 33.1 59.2 21.9 -22.2 69.6	October 2018  19.3  74.7  22.9  -27.9  78.4	October 2016  20.5  107.2  16.7  -54.6  73.6	2014 60.1 144.7 4.9 -64.2 49.8	2011 169.4 368.7 3.8 -70.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 229 \$83,130,912 301 69 76.1 3.0	2020 36.3 51.0 24.9 -9.6 69.7 4.5	2019 33.1 59.2 21.9 -22.2 69.6 5.1	October 2018  19.3  74.7  22.9  -27.9  78.4  5.0	October 2016  20.5  107.2  16.7  -54.6  73.6  7.9	2014 60.1 144.7 4.9 -64.2 49.8 13.4	2011 169.4 368.7 3.8 -70.0 29.3 26.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 229 \$83,130,912 301 69 76.1 3.0 \$363,017	2020 36.3 51.0 24.9 -9.6 69.7 4.5	2019 33.1 59.2 21.9 -22.2 69.6 5.1 19.6	October 2018  19.3  74.7  22.9  -27.9  78.4  5.0  46.5	October 2016  20.5  107.2  16.7  -54.6  73.6  7.9  71.9	2014 60.1 144.7 4.9 -64.2 49.8 13.4 52.8	2011 169.4 368.7 3.8 -70.0 29.3 26.9 74.0

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

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

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

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

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

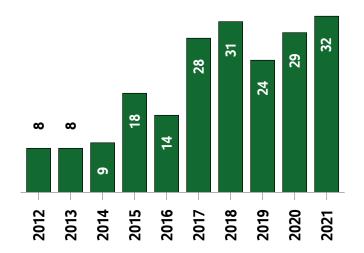
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

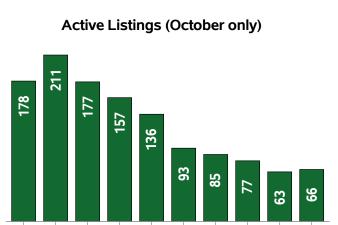


## Kimberley MLS® Residential Market Activity



Sales Activity (October only)





2015

2016

2018

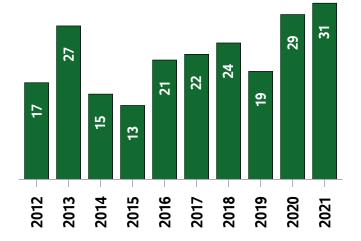
2017

2019

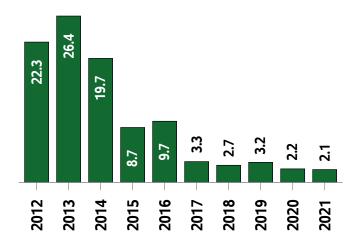
2020

2021

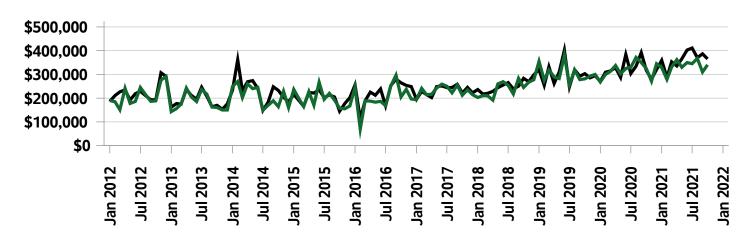
**New Listings (October only)** 



**Months of Inventory (October only)** 



**Average Price and Median Price** 

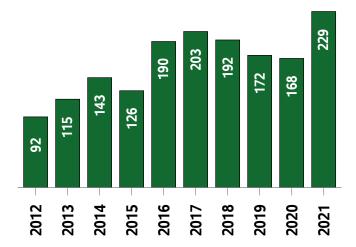




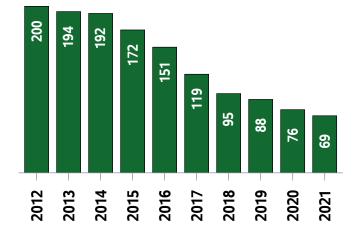
## Kimberley MLS® Residential Market Activity

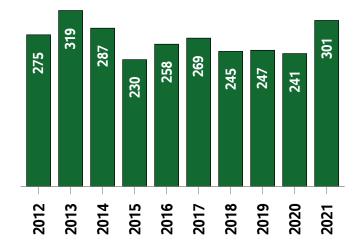


### Sales Activity (October Year-to-date)

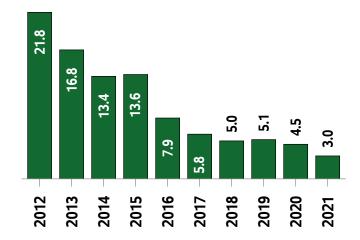


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



				Compa	red to 6		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	17	-10.5	-10.5	-15.0	112.5	325.0	142.9
Dollar Volume	\$8,291,800	8.4	32.5	19.1	166.9	494.0	566.5
New Listings	13	30.0	8.3	-23.5	0.0	18.2	62.5
Active Listings	37	12.1	-21.3	-28.8	-47.1	-55.4	-66.1
Sales to New Listings Ratio 1	130.8	190.0	158.3	117.6	61.5	36.4	87.5
Months of Inventory <sup>2</sup>	2.2	1.7	2.5	2.6	8.8	20.8	15.6
Average Price	\$487,753	21.2	48.1	40.1	25.6	39.8	174.5
Median Price	\$405,000	0.0	42.1	42.1	16.2	21.3	169.1
Sale to List Price Ratio	98.5	96.8	92.6	95.6	97.9	92.1	92.7
Median Days on Market	52.0	67.0	101.0	45.0	58.5	197.5	115.0
				Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity				October	October	I	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	6.3	2019 12.4	October 2018 8.8	October 2016 14.3	38.8	106.1
Sales Activity  Dollar Volume	2021 136 \$60,327,067	6.3 26.3	2019 12.4 42.2	October 2018 8.8 58.9	October 2016  14.3  85.1	38.8 128.7	2011 106.1 323.3
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 136 \$60,327,067 188	6.3 26.3 9.3	2019 12.4 42.2 11.2	October 2018  8.8  58.9  5.0	October 2016  14.3  85.1  -0.5	2014 38.8 128.7 -1.1	2011 106.1 323.3 -10.0
Sales Activity  Dollar Volume  New Listings	2021 136 \$60,327,067 188 40	2020 6.3 26.3 9.3 -16.5	2019 12.4 42.2 11.2 -29.3	October 2018  8.8  58.9  5.0  -12.4	October 2016  14.3  85.1  -0.5  -48.1	2014 38.8 128.7 -1.1 -54.8	2011 106.1 323.3 -10.0 -67.0
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 136 \$60,327,067 188 40 72.3	2020 6.3 26.3 9.3 -16.5	2019 12.4 42.2 11.2 -29.3 71.6	October 2018  8.8  58.9  5.0  -12.4  69.8	October 2016  14.3  85.1  -0.5  -48.1  63.0	2014 38.8 128.7 -1.1 -54.8 51.6	2011 106.1 323.3 -10.0 -67.0 31.6
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 136 \$60,327,067 188 40 72.3 2.9	2020 6.3 26.3 9.3 -16.5 74.4 3.8	2019 12.4 42.2 11.2 -29.3 71.6 4.7	October 2018  8.8  58.9  5.0  -12.4  69.8  3.7	October 2016  14.3  85.1  -0.5  -48.1  63.0  6.5	2014 38.8 128.7 -1.1 -54.8 51.6 9.1	2011 106.1 323.3 -10.0 -67.0 31.6 18.4
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 136 \$60,327,067 188 40 72.3 2.9 \$443,581	2020 6.3 26.3 9.3 -16.5 74.4 3.8 18.9	2019 12.4 42.2 11.2 -29.3 71.6 4.7 26.5	October 2018  8.8  58.9  5.0  -12.4  69.8  3.7  46.1	October 2016  14.3  85.1  -0.5  -48.1  63.0  6.5  62.0	2014 38.8 128.7 -1.1 -54.8 51.6 9.1 64.8	2011 106.1 323.3 -10.0 -67.0 31.6 18.4 105.4

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

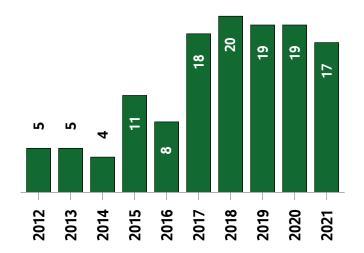
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



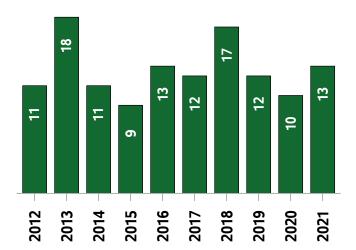
## Kimberley MLS® Single Family Market Activity



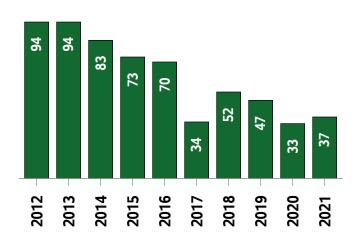
Sales Activity (October only)

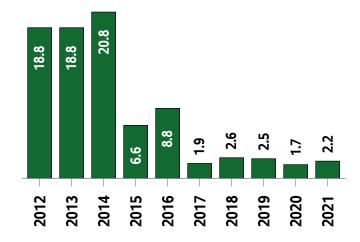


**Active Listings (October only)** 

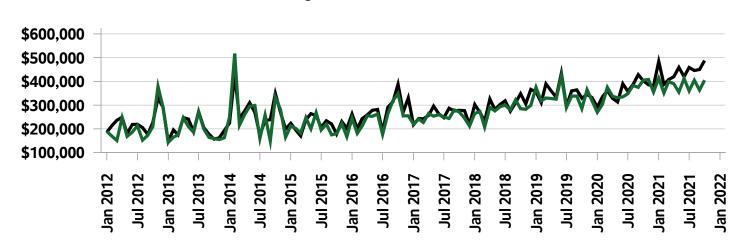


Months of Inventory (October only)





**Average Price and Median Price** 

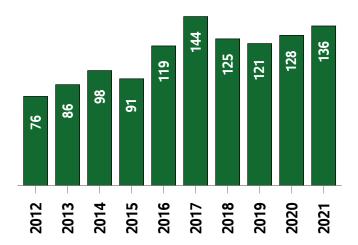




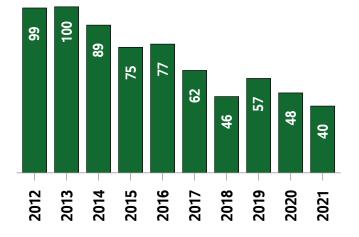
### Kimberley MLS® Single Family Market Activity

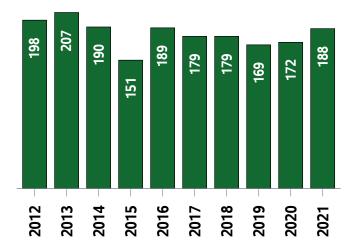


### Sales Activity (October Year-to-date)

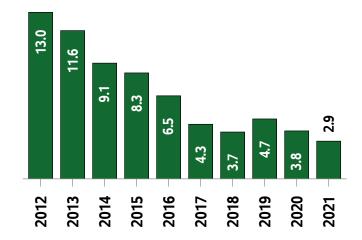


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



### Nelson MLS® Residential Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	28	55.6	100.0	100.0	33.3	47.4	180.0
Dollar Volume	\$21,447,649	114.1	207.3	314.3	167.2	240.6	716.4
New Listings	13	30.0	-31.6	-13.3	-7.1	-35.0	-23.5
Active Listings	80	1.3	21.2	122.2	50.9	-17.5	-46.7
Sales to New Listings Ratio 1	215.4	180.0	73.7	93.3	150.0	95.0	58.8
Months of Inventory 2	2.9	4.4	4.7	2.6	2.5	5.1	15.0
Average Price	\$765,987	37.6	53.6	107.2	100.4	131.1	191.6
Median Price	\$694,000	50.1	47.7	74.8	80.3	116.9	171.6
Sale to List Price Ratio	99.6	101.1	97.9	94.8	96.8	96.6	89.6
Median Days on Market	37.5	38.0	66.0	54.5	49.0	105.0	89.0
				Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			ı	October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	2020	2019 17.5	October 2018	October 2016 -5.3	9.5	<b>2011</b> 59.4
Sales Activity  Dollar Volume	2021 161 \$100,511,646	2020 21.1 46.0	2019 17.5 54.6	October 2018 25.8 73.1	October 2016 -5.3 64.9	9.5 116.7	<b>2011</b> 59.4 220.7
Sales Activity  Dollar Volume  New Listings	2021 161 \$100,511,646 242	2020 21.1 46.0 8.0	2019 17.5 54.6 15.2	October 2018  25.8  73.1  39.9	October 2016  -5.3  64.9  5.2	9.5 116.7 -6.2	2011 59.4 220.7 -15.7
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 161 \$100,511,646 242 61	2020 21.1 46.0 8.0 -28.6	2019 17.5 54.6 15.2 7.8	October 2018  25.8  73.1  39.9  72.7	October 2016  -5.3  64.9  5.2  -3.8	9.5 116.7 -6.2 -52.1	2011 59.4 220.7 -15.7 -57.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 161 \$100,511,646 242 61 66.5	2020 21.1 46.0 8.0 -28.6 59.4	2019 17.5 54.6 15.2 7.8 65.2	October 2018  25.8  73.1  39.9  72.7  74.0	October 2016  -5.3  64.9  5.2  -3.8  73.9	9.5 116.7 -6.2 -52.1 57.0	2011 59.4 220.7 -15.7 -57.2 35.2
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 161 \$100,511,646 242 61 66.5 3.8	2020 21.1 46.0 8.0 -28.6 59.4 6.4	2019 17.5 54.6 15.2 7.8 65.2 4.1	October 2018  25.8  73.1  39.9  72.7  74.0  2.8	October 2016  -5.3  64.9  5.2  -3.8  73.9  3.7	9.5 116.7 -6.2 -52.1 57.0 8.6	2011 59.4 220.7 -15.7 -57.2 35.2 14.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 161 \$100,511,646 242 61 66.5 3.8 \$624,296	2020 21.1 46.0 8.0 -28.6 59.4 6.4 20.6	2019 17.5 54.6 15.2 7.8 65.2 4.1 31.5	October 2018  25.8  73.1  39.9  72.7  74.0  2.8  37.6	October 2016  -5.3  64.9  5.2  -3.8  73.9  3.7  74.1	9.5 116.7 -6.2 -52.1 57.0 8.6 97.8	2011 59.4 220.7 -15.7 -57.2 35.2 14.1 101.2

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

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

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

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

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

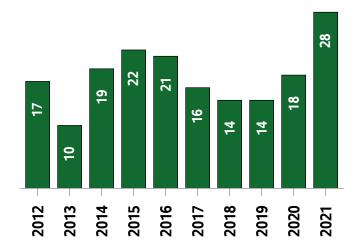
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



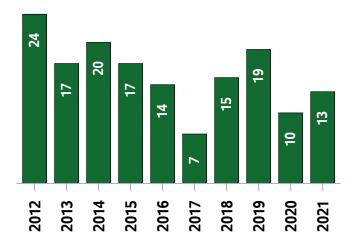
## Nelson MLS® Residential Market Activity



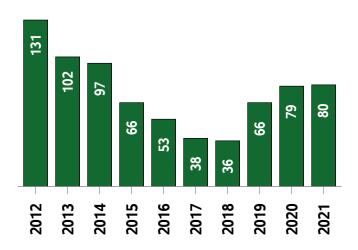
Sales Activity (October only)

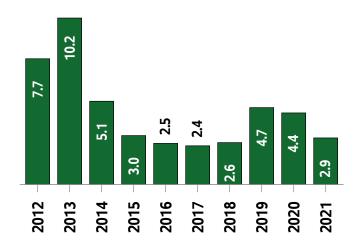


**Active Listings (October only)** 

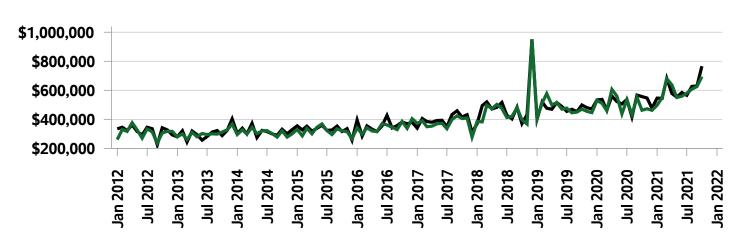


Months of Inventory (October only)





**Average Price and Median Price** 

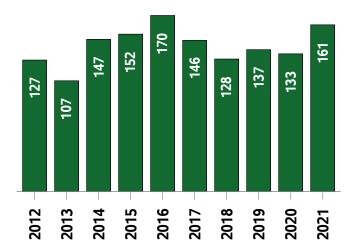




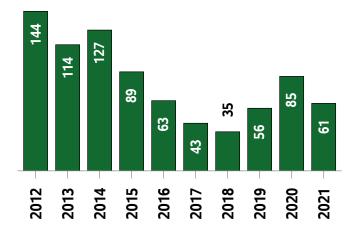
### Nelson MLS® Residential Market Activity

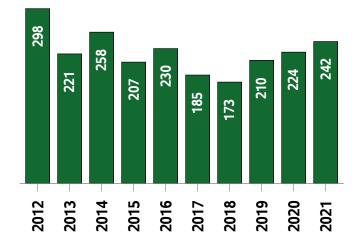


### **Sales Activity (October Year-to-date)**

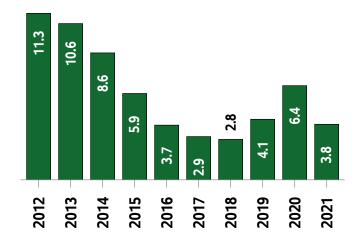


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



### Nelson MLS® Single Family Market Activity



				Compa	red to '		
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	20	33.3	66.7	100.0	17.6	25.0	122.2
Dollar Volume	\$16,888,650	105.9	172.2	259.8	147.5	205.8	548.8
New Listings	11	37.5	-21.4	-8.3	-8.3	-21.4	-35.3
Active Listings	33	22.2	-40.0	13.8	0.0	-57.1	-61.2
Sales to New Listings Ratio 1	181.8	187.5	85.7	83.3	141.7	114.3	52.9
Months of Inventory <sup>2</sup>	1.7	1.8	4.6	2.9	1.9	4.8	9.4
Average Price	\$844,433	54.4	63.3	79.9	110.3	144.7	192.0
Median Price	\$734,500	54.6	48.8	40.7	77.6	129.5	166.1
Sale to List Price Ratio	98.6	102.1	97.7	94.6	96.9	96.6	90.7
Median Days on Market	42.0	32.0	66.0	58.0	55.0	102.0	74.0
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity				October	October	l	I
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021	<b>2020</b> 9.2	2019	October 2018 19.0	October 2016 -4.8	9.2	<b>2011</b> 46.9
Sales Activity  Dollar Volume	2021 119 \$79,355,349	9.2 36.2	2019 22.7 57.9	October 2018 19.0 63.0	October 2016 -4.8 64.8	9.2 118.9	<b>2011</b> 46.9 195.5
Sales Activity  Dollar Volume  New Listings	2021 119 \$79,355,349 158	9.2 36.2 14.5	2019 22.7 57.9 -3.7	October 2018  19.0 63.0  17.9	October 2016  -4.8  64.8  1.3	9.2 118.9 -24.8	2011 46.9 195.5 -23.3
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 119 \$79,355,349 158 26	9.2 36.2 14.5 -20.7	2019 22.7 57.9 -3.7 -43.4	October 2018  19.0 63.0 17.9 -11.7	October 2016  -4.8  64.8  1.3  -23.1	9.2 118.9 -24.8 -67.1	2011 46.9 195.5 -23.3 -67.9
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 119 \$79,355,349 158 26 75.3	9.2 36.2 14.5 -20.7	2019 22.7 57.9 -3.7 -43.4 59.1	October 2018  19.0  63.0  17.9  -11.7  74.6	October 2016  -4.8  64.8  1.3  -23.1  80.1	9.2 118.9 -24.8 -67.1 51.9	2011 46.9 195.5 -23.3 -67.9 39.3
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 119 \$79,355,349 158 26 75.3 2.2	9.2 36.2 14.5 -20.7 79.0 3.0	2019 22.7 57.9 -3.7 -43.4 59.1 4.7	October 2018  19.0 63.0 17.9 -11.7 74.6 2.9	October 2016  -4.8  64.8  1.3  -23.1  80.1  2.7	2014 9.2 118.9 -24.8 -67.1 51.9 7.1	2011 46.9 195.5 -23.3 -67.9 39.3 9.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 119 \$79,355,349 158 26 75.3 2.2 \$666,852	9.2 36.2 14.5 -20.7 79.0 3.0 24.7	2019 22.7 57.9 -3.7 -43.4 59.1 4.7 28.7	October 2018  19.0 63.0 17.9 -11.7 74.6 2.9 37.0	October 2016  -4.8  64.8  1.3  -23.1  80.1  2.7  73.1	9.2 118.9 -24.8 -67.1 51.9 7.1	2011 46.9 195.5 -23.3 -67.9 39.3 9.8 101.1

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

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

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

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

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

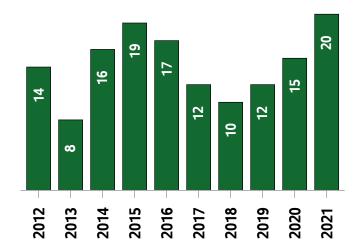
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

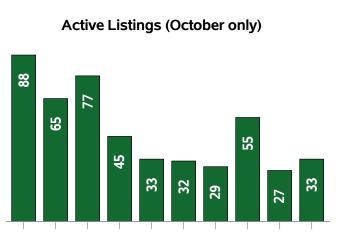


## **Nelson MLS® Single Family Market Activity**



Sales Activity (October only)





2015

2016

2017

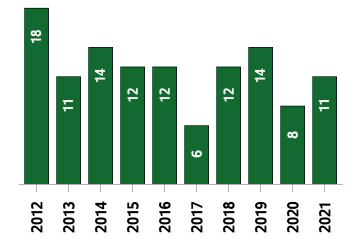
2018

2019

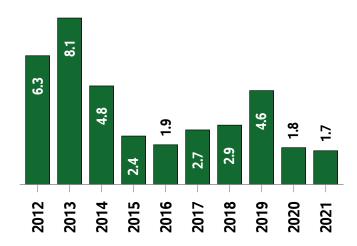
2020

2021

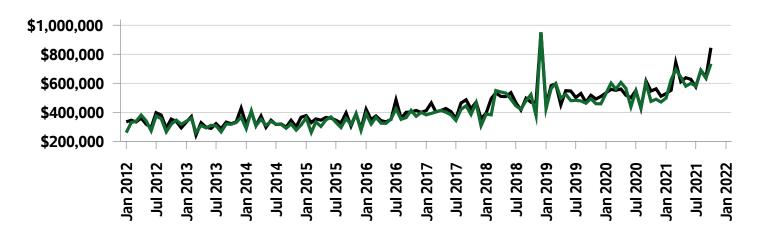
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

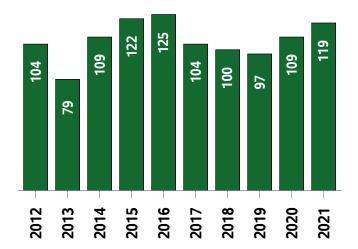




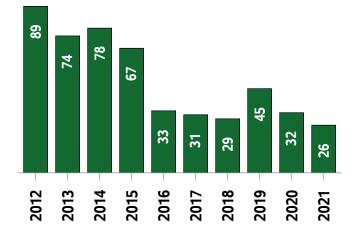
### **Nelson MLS® Single Family Market Activity**

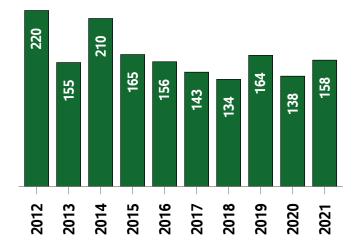


### Sales Activity (October Year-to-date)

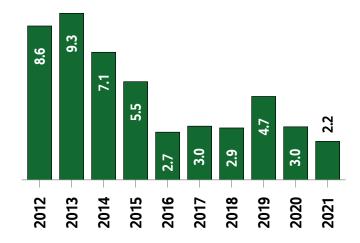


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# Rossland MLS® Residential Market Activity



		Compared to <sup>6</sup>					
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	10	-52.4	-16.7	42.9	66.7	25.0	150.0
Dollar Volume	\$5,489,000	-44.1	14.0	134.3	163.4	246.5	354.0
New Listings	5	-16.7	-66.7	0.0	0.0	-44.4	-28.6
Active Listings	20	-20.0	-45.9	-54.5	-62.3	-69.2	-76.5
Sales to New Listings Ratio 1	200.0	350.0	80.0	140.0	120.0	88.9	57.1
Months of Inventory 2	2.0	1.2	3.1	6.3	8.8	8.1	21.3
Average Price	\$548,900	17.3	36.7	64.0	58.0	177.2	81.6
Median Price	\$554,000	38.5	36.0	66.9	87.0	211.2	84.7
Sale to List Price Ratio	100.8	99.0	99.8	93.2	96.2	93.3	95.4
Median Days on Market	47.5	64.0	33.5	56.0	279.5	81.5	112.5
			<u>'</u>	Compa	red to °		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			l	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 94	2020	30.6	October 2018 19.0	October 2016 34.3	104.3	104.3
Sales Activity  Dollar Volume	94 \$45,356,281	2020 28.8 37.6	30.6 47.9	October 2018 19.0 76.0	October 2016 34.3 146.3	2014 104.3 337.6	2011 104.3 303.1
Sales Activity  Dollar Volume  New Listings	94 \$45,356,281 104	2020 28.8 37.6 0.0	30.6 47.9 1.0	October 2018  19.0  76.0  -11.1	October 2016 34.3 146.3	2014 104.3 337.6 9.5	2011 104.3 303.1 -23.0
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 94 \$45,356,281 104 24	2020 28.8 37.6 0.0 -41.1	2019 30.6 47.9 1.0 -41.1	October 2018  19.0  76.0  -11.1  -44.0	October 2016  34.3  146.3  10.6  -64.9	2014 104.3 337.6 9.5 -63.6	2011 104.3 303.1 -23.0 -73.1
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 94 \$45,356,281 104 24 90.4	2020 28.8 37.6 0.0 -41.1 70.2	2019 30.6 47.9 1.0 -41.1 69.9	October 2018  19.0  76.0  -11.1  -44.0  67.5	October 2016  34.3  146.3  10.6  -64.9  74.5	2014 104.3 337.6 9.5 -63.6 48.4	2011 104.3 303.1 -23.0 -73.1 34.1
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 94 \$45,356,281 104 24 90.4 2.5	2020 28.8 37.6 0.0 -41.1 70.2 5.5	2019 30.6 47.9 1.0 -41.1 69.9 5.5	October 2018  19.0  76.0  -11.1  -44.0  67.5  5.3	October 2016  34.3  146.3  10.6  -64.9  74.5  9.6	2014 104.3 337.6 9.5 -63.6 48.4 14.0	2011 104.3 303.1 -23.0 -73.1 34.1 19.0
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 94 \$45,356,281 104 24 90.4 2.5 \$482,514	2020 28.8 37.6 0.0 -41.1 70.2 5.5 6.8	2019 30.6 47.9 1.0 -41.1 69.9 5.5 13.3	October 2018  19.0  76.0  -11.1  -44.0  67.5  5.3  47.9	October 2016  34.3  146.3  10.6  -64.9  74.5  9.6  83.4	2014 104.3 337.6 9.5 -63.6 48.4 14.0 114.2	2011 104.3 303.1 -23.0 -73.1 34.1 19.0 97.2

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

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

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

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

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

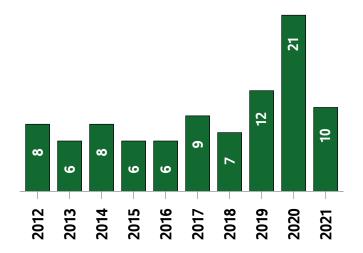
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



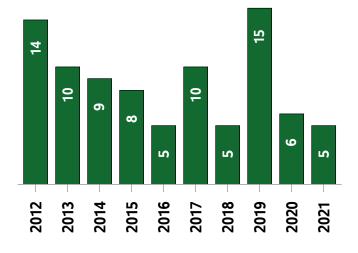
# **Rossland**MLS® Residential Market Activity



Sales Activity (October only)

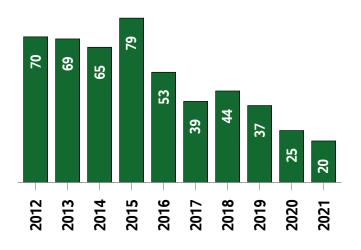


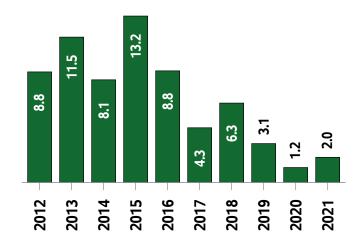
**Active Listings (October only)** 



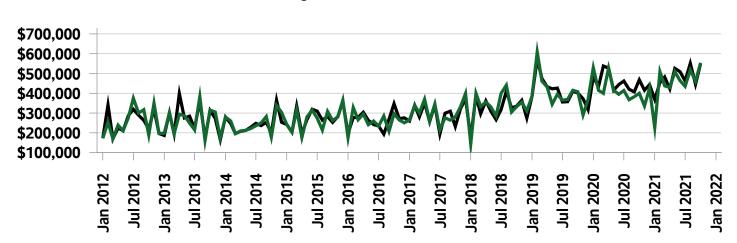
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

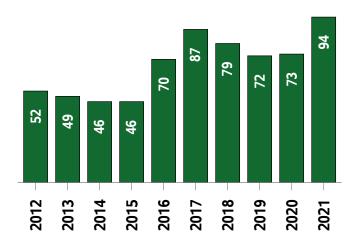




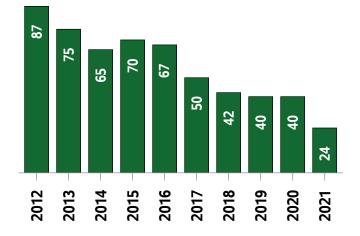
## Rossland MLS® Residential Market Activity

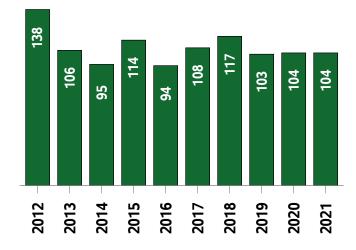


### Sales Activity (October Year-to-date)

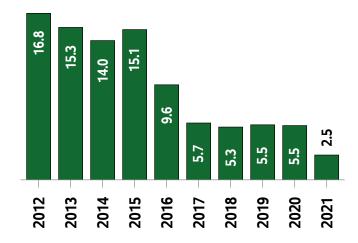


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# Rossland MLS® Single Family Market Activity



			Compared to <sup>6</sup>					
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011	
Sales Activity	8	-20.0	-11.1	33.3	100.0	14.3	166.7	
Dollar Volume	\$4,752,000	-15.7	15.7	111.6	218.9	257.6	431.5	
New Listings	3	0.0	-72.7	-25.0	0.0	-62.5	-40.0	
Active Listings	10	-9.1	-56.5	-50.0	-67.7	-75.6	-77.8	
Sales to New Listings Ratio 1	266.7	333.3	81.8	150.0	133.3	87.5	60.0	
Months of Inventory 2	1.3	1.1	2.6	3.3	7.8	5.9	15.0	
Average Price	\$594,000	5.4	30.1	58.7	59.5	212.9	99.3	
Median Price	\$587,500	-0.6	32.1	76.7	126.0	269.5	106.1	
Sale to List Price Ratio	98.9	97.7	98.9	94.0	98.0	93.6	97.2	
Median Days on Market	64.5	43.0	31.0	56.5	299.5	77.0	104.0	
			<u>'</u>	Compa	red to °			
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011	
Year-to-date Sales Activity			l	October	October	ı	l	
	2021	2020	2019	October 2018	October 2016	2014	2011	
Sales Activity	2021 54	3.8	2019 12.5	October 2018	October 2016 5.9	<b>2014</b> 54.3	<b>2011 42.1</b>	
Sales Activity  Dollar Volume	<b>2021</b> 54 \$31,025,081	3.8 18.1	2019 12.5 36.1	October 2018  1.9  63.0	October 2016 5.9 118.0	<b>2014</b> 54.3 296.4	2011 42.1 212.5	
Sales Activity  Dollar Volume  New Listings	\$31,025,081 63	3.8 18.1 -1.6	2019 12.5 36.1 -16.0	October 2018  1.9  63.0  -8.7	October 2016 5.9 118.0 -7.4	2014 54.3 296.4 -6.0	2011 42.1 212.5 -32.3	
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 54 \$31,025,081 63 14	3.8 18.1 -1.6 -37.6	2019 12.5 36.1 -16.0 -42.5	October 2018  1.9  63.0  -8.7  -33.3	October 2016 5.9 118.0 -7.4 -64.7	2014 54.3 296.4 -6.0 -64.9	2011 42.1 212.5 -32.3 -72.7	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 54 \$31,025,081 63 14 85.7	2020 3.8 18.1 -1.6 -37.6 81.3	2019 12.5 36.1 -16.0 -42.5 64.0	October 2018  1.9  63.0  -8.7  -33.3  76.8	October 2016 5.9 118.0 -7.4 -64.7 75.0	2014 54.3 296.4 -6.0 -64.9 52.2	2011 42.1 212.5 -32.3 -72.7 40.9	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory	2021 54 \$31,025,081 63 14 85.7 2.6	2020 3.8 18.1 -1.6 -37.6 81.3 4.3	2019 12.5 36.1 -16.0 -42.5 64.0 5.0	October 2018  1.9  63.0  -8.7  -33.3  76.8  3.9	October 2016  5.9  118.0  -7.4  -64.7  75.0  7.7	2014 54.3 296.4 -6.0 -64.9 52.2 11.2	2011 42.1 212.5 -32.3 -72.7 40.9 13.3	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 54 \$31,025,081 63 14 85.7 2.6 \$574,539	2020 3.8 18.1 -1.6 -37.6 81.3 4.3 13.7	2019 12.5 36.1 -16.0 -42.5 64.0 5.0 21.0	October 2018  1.9  63.0  -8.7  -33.3  76.8  3.9  60.0	October 2016  5.9  118.0  -7.4  -64.7  75.0  7.7  105.9	2014 54.3 296.4 -6.0 -64.9 52.2 11.2 156.9	2011 42.1 212.5 -32.3 -72.7 40.9 13.3 119.9	

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

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

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

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

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

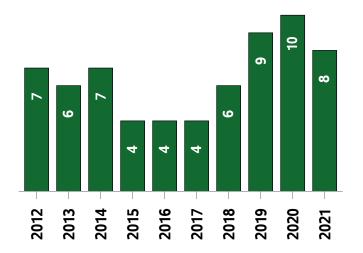
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



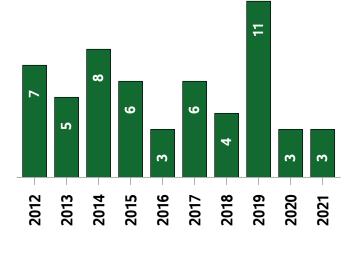
# Rossland MLS® Single Family Market Activity



Sales Activity (October only)

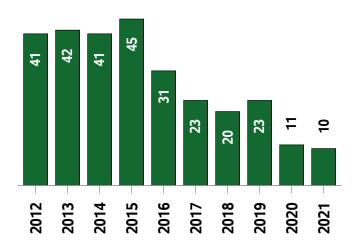


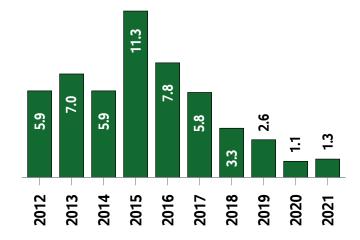
**Active Listings (October only)** 



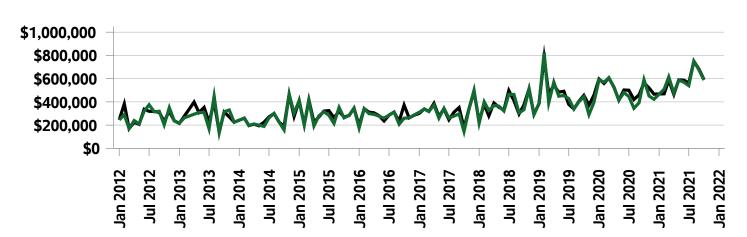
**New Listings (October only)** 

**Months of Inventory (October only)** 





**Average Price and Median Price** 

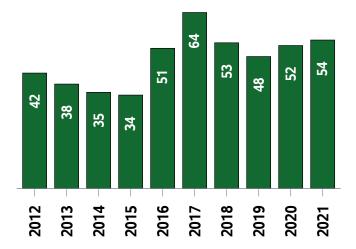




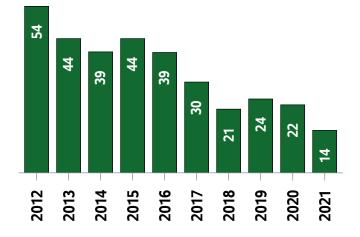
### Rossland MLS® Single Family Market Activity

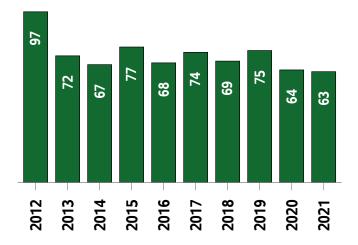


### **Sales Activity (October Year-to-date)**

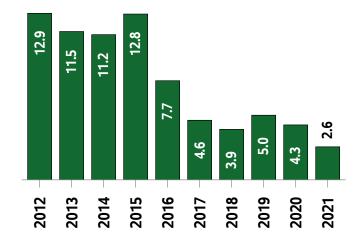


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



# **Sparwood**MLS® Residential Market Activity



			Compared to <sup>6</sup>						
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011		
Sales Activity	15	-6.3	0.0	50.0	114.3	114.3	50.0		
Dollar Volume	\$2,814,799	-14.3	-31.3	29.5	182.6	45.6	51.5		
New Listings	11	37.5	-15.4	-8.3	-31.3	-8.3	-21.4		
Active Listings	19	-29.6	-68.3	-68.3	-82.1	-78.9	-78.9		
Sales to New Listings Ratio 1	136.4	200.0	115.4	83.3	43.8	58.3	71.4		
Months of Inventory 2	1.3	1.7	4.0	6.0	15.1	12.9	9.0		
Average Price	\$187,653	-8.6	-31.3	-13.6	31.9	-32.0	1.0		
Median Price	\$167,000	-22.7	-45.6	-22.9	142.0	-44.1	-4.6		
Sale to List Price Ratio	97.4	95.5	96.1	95.3	92.2	95.7	91.2		
Median Days on Market	37.0	48.0	36.0	125.5	63.0	58.0	110.5		
				Compa	red to <sup>6</sup>				
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011		
Year-to-date Sales Activity				October	October	l e	l		
	2021	2020	2019	October 2018	October 2016	2014	2011		
Sales Activity	2021	<b>2020</b> 47.8	<b>2019 44.7</b>	October 2018 49.5	October 2016 183.3	142.9	<b>2011</b> 65.9		
Sales Activity  Dollar Volume	2021 136 \$36,111,485	2020 47.8 54.8	2019 44.7 77.8	October 2018 49.5 67.9	October 2016 183.3 354.9	142.9 131.9	<b>2011</b> 65.9 78.7		
Sales Activity  Dollar Volume  New Listings	2021 136 \$36,111,485 155	2020 47.8 54.8 19.2	2019 44.7 77.8 6.2	October 2018 49.5 67.9	October 2016 183.3 354.9 6.2	142.9 131.9 11.5	2011 65.9 78.7 -11.4		
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 136 \$36,111,485 155 33	2020 47.8 54.8 19.2 -30.0	2019 44.7 77.8 6.2 -46.2	October 2018  49.5  67.9  11.5  -52.2	October 2016  183.3  354.9  6.2  -67.7	2014 142.9 131.9 11.5 -61.8	2011 65.9 78.7 -11.4 -54.0		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 136 \$36,111,485 155 33 87.7	2020 47.8 54.8 19.2 -30.0 70.8	2019 44.7 77.8 6.2 -46.2 64.4	October 2018  49.5  67.9  11.5  -52.2  65.5	October 2016  183.3  354.9  6.2  -67.7  32.9	2014 142.9 131.9 11.5 -61.8 40.3	2011 65.9 78.7 -11.4 -54.0 46.9		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 136 \$36,111,485 155 33 87.7 2.4	2020 47.8 54.8 19.2 -30.0 70.8 5.1	2019 44.7 77.8 6.2 -46.2 64.4 6.5	October 2018  49.5  67.9  11.5  -52.2  65.5  7.6	October 2016  183.3  354.9  6.2  -67.7  32.9  21.3	2014 142.9 131.9 11.5 -61.8 40.3 15.5	2011 65.9 78.7 -11.4 -54.0 46.9 8.8		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 136 \$36,111,485 155 33 87.7 2.4 \$265,526	2020 47.8 54.8 19.2 -30.0 70.8 5.1 4.7	2019 44.7 77.8 6.2 -46.2 64.4 6.5 22.9	October 2018  49.5  67.9  11.5  -52.2  65.5  7.6  12.3	October 2016  183.3  354.9  6.2  -67.7  32.9  21.3  60.6	2014 142.9 131.9 11.5 -61.8 40.3 15.5 -4.5	2011 65.9 78.7 -11.4 -54.0 46.9 8.8 7.8		

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

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

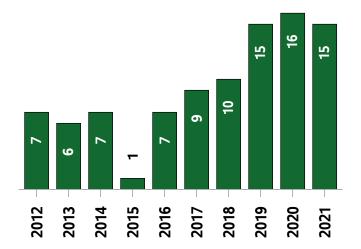
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



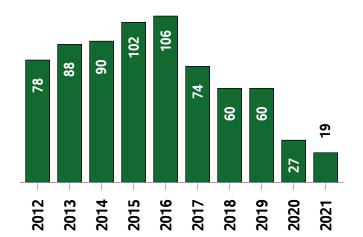
# **Sparwood**MLS® Residential Market Activity



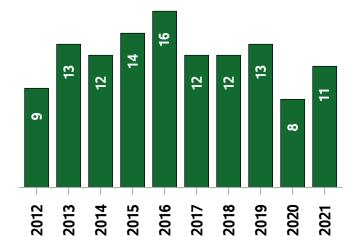
Sales Activity (October only)



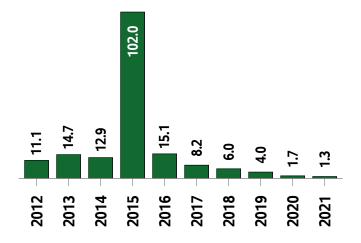
**Active Listings (October only)** 



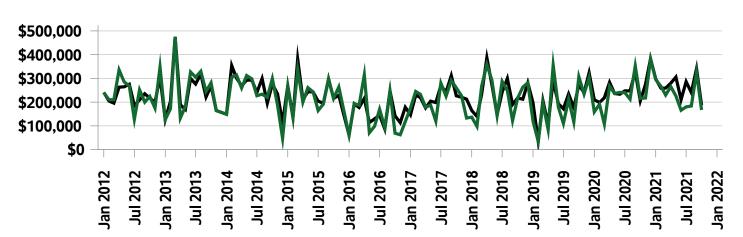
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

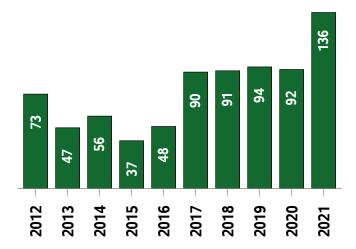




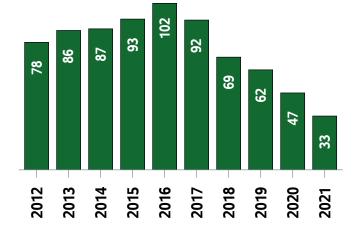
# **Sparwood**MLS® Residential Market Activity

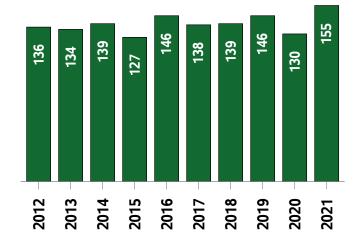


### **Sales Activity (October Year-to-date)**

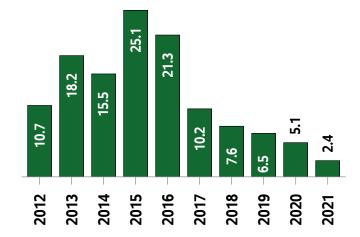


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



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



		Compared to <sup>6</sup>						
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011	
Sales Activity	4	-55.6	-60.0	-42.9	100.0	-20.0	-20.0	
Dollar Volume	\$1,410,299	-47.8	-60.2	-19.8	100.9	-16.4	2.0	
New Listings	5	-16.7	-44.4	25.0	-44.4	-28.6	-37.5	
Active Listings	7	-50.0	-82.5	-81.1	-87.3	-86.3	-82.5	
Sales to New Listings Ratio 1	80.0	150.0	111.1	175.0	22.2	71.4	62.5	
Months of Inventory 2	1.8	1.6	4.0	5.3	27.5	10.2	8.0	
Average Price	\$352,575	17.5	-0.5	40.3	0.5	4.5	27.5	
Median Price	\$322,500	9.3	-13.5	43.2	-8.1	-3.7	15.2	
Sale to List Price Ratio	100.2	97.8	96.3	95.4	95.8	95.6	95.3	
Median Days on Market	25.5	30.0	35.0	115.0	303.5	58.0	105.0	
				Compa	rea to			
Year-to-date	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011	
Year-to-date Sales Activity			I	October	October	ı	l	
	2021	2020	2019	October 2018	October 2016	2014	2011	
Sales Activity	2021	13.3	33.3	October 2018	October 2016 172.0	<b>2014</b> 54.5	21.4	
Sales Activity  Dollar Volume	2021 68 \$27,280,685	13.3 36.2	33.3 60.6	October 2018  13.3  46.6	October 2016 172.0 319.0	<b>2014</b> 54.5 90.3	2011 21.4 56.8	
Sales Activity  Dollar Volume  New Listings	2021 68 \$27,280,685 71	2020 13.3 36.2 -9.0	33.3 60.6 -15.5	October 2018  13.3  46.6  -16.5	October 2016 172.0 319.0 -13.4	2014 54.5 90.3 -15.5	2011 21.4 56.8 -26.0	
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 68 \$27,280,685 71 13	2020 13.3 36.2 -9.0 -48.1	2019 33.3 60.6 -15.5 -62.5	October 2018  13.3  46.6  -16.5  -68.2	October 2016 172.0 319.0 -13.4 -74.5	2014 54.5 90.3 -15.5 -72.5	2011 21.4 56.8 -26.0 -62.6	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 68 \$27,280,685 71 13 95.8	2020 13.3 36.2 -9.0 -48.1 76.9	2019 33.3 60.6 -15.5 -62.5 60.7	October 2018  13.3  46.6  -16.5  -68.2  70.6	October 2016  172.0  319.0  -13.4  -74.5  30.5	2014 54.5 90.3 -15.5 -72.5 52.4	2011 21.4 56.8 -26.0 -62.6 58.3	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 68 \$27,280,685 71 13 95.8 2.0	2020 13.3 36.2 -9.0 -48.1 76.9 4.3	2019 33.3 60.6 -15.5 -62.5 60.7 7.0	October 2018  13.3  46.6  -16.5  -68.2  70.6  7.0	October 2016  172.0  319.0  -13.4  -74.5  30.5  21.0	2014 54.5 90.3 -15.5 -72.5 52.4 11.1	2011 21.4 56.8 -26.0 -62.6 58.3 6.4	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 68 \$27,280,685 71 13 95.8 2.0 \$401,187	2020 13.3 36.2 -9.0 -48.1 76.9 4.3 20.2	2019 33.3 60.6 -15.5 -62.5 60.7 7.0 20.4	October 2018  13.3  46.6  -16.5  -68.2  70.6  7.0  29.4	October 2016  172.0  319.0  -13.4  -74.5  30.5  21.0  54.1	2014 54.5 90.3 -15.5 -72.5 52.4 11.1 23.1	2011 21.4 56.8 -26.0 -62.6 58.3 6.4 29.1	

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

 $<sup>^{\</sup>rm 2}$  Active listings at month end / monthly sales; compared to levels from previous periods.

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

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

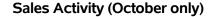
<sup>&</sup>lt;sup>5</sup> The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

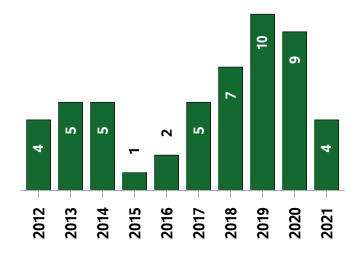
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



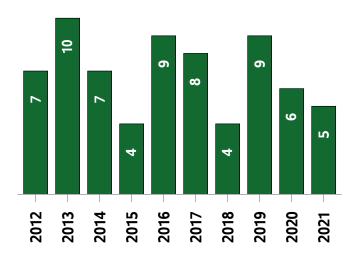
## **Sparwood**MLS® Single Family Market Activity





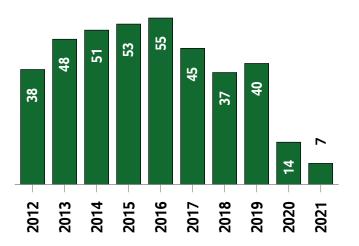


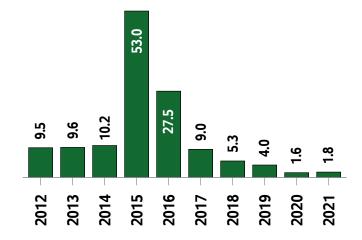
**Active Listings (October only)** 



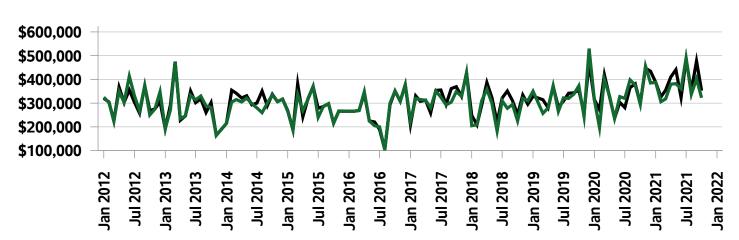
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

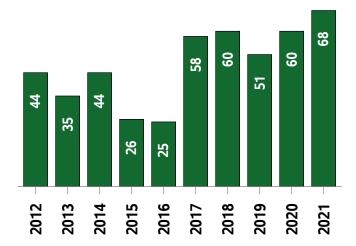




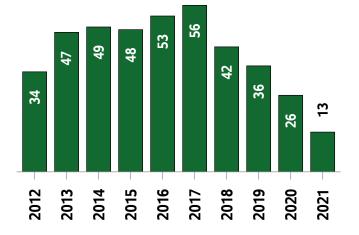
## **Sparwood**MLS® Single Family Market Activity

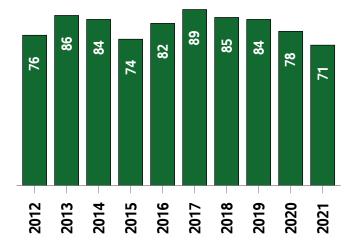


### **Sales Activity (October Year-to-date)**

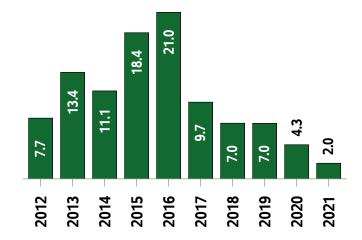


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



## Trail MLS® Residential Market Activity



		Compared to <sup>6</sup>					
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011
Sales Activity	27	42.1	68.8	35.0	58.8	125.0	237.5
Dollar Volume	\$8,442,950	77.1	132.8	92.1	215.9	428.4	497.7
New Listings	22	120.0	0.0	10.0	144.4	-18.5	83.3
Active Listings	37	15.6	-39.3	-44.8	-49.3	-68.6	-75.5
Sales to New Listings Ratio 1	122.7	190.0	72.7	100.0	188.9	44.4	66.7
Months of Inventory 2	1.4	1.7	3.8	3.4	4.3	9.8	18.9
Average Price	\$312,702	24.6	38.0	42.3	98.9	134.9	77.1
Median Price	\$300,000	13.2	62.8	44.9	122.2	143.4	92.0
Sale to List Price Ratio	98.7	97.5	97.0	96.1	97.3	92.7	94.5
Median Days on Market	47.0	28.0	32.5	45.0	91.0	94.0	73.5
				Compa	red to <sup>6</sup>		
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011
Year-to-date Sales Activity			I	October	October	l	l
	2021	2020	2019	October 2018	October 2016	2014	2011
Sales Activity	2021 169	<b>2020</b> 16.6	13.4	October 2018 -1.2	October 2016 15.0	43.2	70.7
Sales Activity  Dollar Volume	2021 169 \$54,083,243	2020 16.6 53.1	2019 13.4 71.2	October 2018 -1.2 48.1	October 2016 15.0 109.3	43.2 161.7	70.7 219.6
Sales Activity  Dollar Volume  New Listings	2021 169 \$54,083,243 204	2020 16.6 53.1 25.2	2019 13.4 71.2 0.5	October 2018 -1.2 48.1 -10.1	October 2016  15.0  109.3  0.0	2014 43.2 161.7 -21.5	2011 70.7 219.6 -18.1
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 169 \$54,083,243 204 38	2020 16.6 53.1 25.2 1.3	2019 13.4 71.2 0.5 -35.1	October 2018 -1.2 48.1 -10.1 -33.1	October 2016  15.0  109.3  0.0  -60.2	2014 43.2 161.7 -21.5 -64.9	2011 70.7 219.6 -18.1 -72.2
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 169 \$54,083,243 204 38 82.8	2020 16.6 53.1 25.2 1.3	2019 13.4 71.2 0.5 -35.1 73.4	October 2018 -1.2 48.1 -10.1 -33.1 75.3	October 2016  15.0  109.3  0.0  -60.2  72.1	2014 43.2 161.7 -21.5 -64.9 45.4	2011 70.7 219.6 -18.1 -72.2 39.8
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 169 \$54,083,243 204 38 82.8 2.3	2020 16.6 53.1 25.2 1.3 89.0 2.6	2019 13.4 71.2 0.5 -35.1 73.4 4.0	October 2018  -1.2  48.1  -10.1  -33.1  75.3  3.3	October 2016  15.0  109.3  0.0  -60.2  72.1  6.5	2014 43.2 161.7 -21.5 -64.9 45.4 9.2	2011 70.7 219.6 -18.1 -72.2 39.8 13.9
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio   Months of Inventory  Average Price	2021 169 \$54,083,243 204 38 82.8 2.3 \$320,019	2020 16.6 53.1 25.2 1.3 89.0 2.6 31.4	2019 13.4 71.2 0.5 -35.1 73.4 4.0 51.0	October 2018  -1.2  48.1  -10.1  -33.1  75.3  3.3  49.8	October 2016  15.0  109.3  0.0  -60.2  72.1  6.5  82.0	2014 43.2 161.7 -21.5 -64.9 45.4 9.2 82.7	2011 70.7 219.6 -18.1 -72.2 39.8 13.9 87.2

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

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

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

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

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

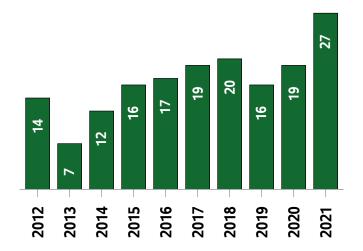
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



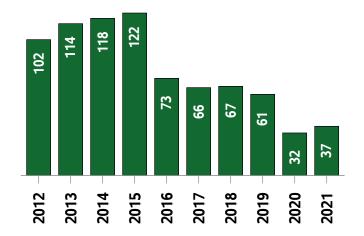
## **Trail**MLS® Residential Market Activity



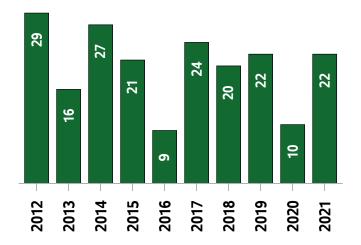
Sales Activity (October only)



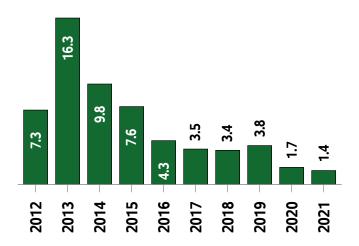
**Active Listings (October only)** 



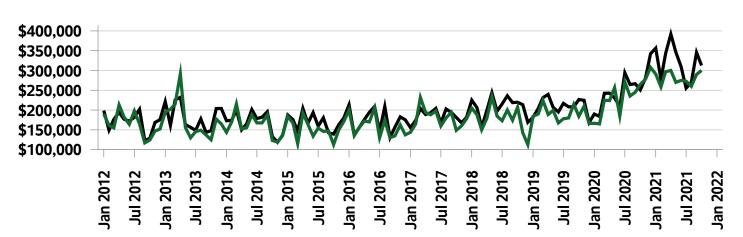
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

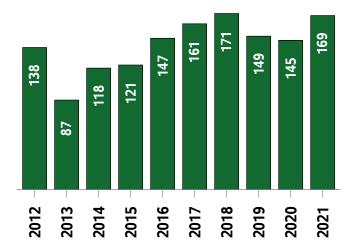




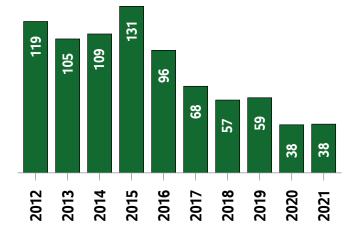
### Trail MLS® Residential Market Activity

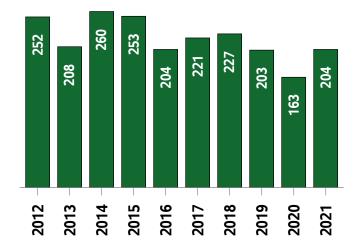


### Sales Activity (October Year-to-date)

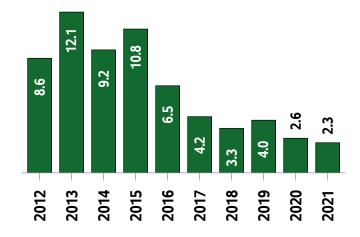


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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



## Trail MLS® Single Family Market Activity



			Compared to <sup>6</sup>						
Actual	October 2021	October 2020	October 2019	October 2018	October 2016	October 2014	October 2011		
Sales Activity	26	44.4	62.5	36.8	62.5	136.4	271.4		
Dollar Volume	\$8,142,950	80.8	124.6	90.7	214.1	464.4	548.8		
New Listings	18	80.0	0.0	-10.0	100.0	-33.3	50.0		
Active Listings	33	10.0	-42.1	-50.7	-51.5	-70.5	-70.3		
Sales to New Listings Ratio 1	144.4	180.0	88.9	95.0	177.8	40.7	58.3		
Months of Inventory 2	1.3	1.7	3.6	3.5	4.3	10.2	15.9		
Average Price	\$313,190	25.2	38.2	39.4	93.3	138.8	74.7		
Median Price	\$287,500	12.7	56.0	37.6	112.2	134.7	85.5		
Sale to List Price Ratio	98.4	97.7	97.0	96.7	95.6	92.2	94.6		
Median Days on Market	47.5	26.5	32.5	42.0	77.0	103.0	84.0		
				Compa	red to <sup>6</sup>				
Year-to-date	October 2021	October 2020	October 2019	Compa October 2018	October 2016	October 2014	October 2011		
Year-to-date Sales Activity			I	October	October	I	l		
	2021	2020	2019	October 2018	October 2016	2014	2011		
Sales Activity	2021	<b>2020</b> 14.4	<b>2019</b> 8.9	October 2018 -1.9	October 2016 12.0	39.5	<b>2011</b> 67.4		
Sales Activity  Dollar Volume	2021 159 \$51,747,243	2020 14.4 51.1	8.9 68.4	October 2018 -1.9 46.4	October 2016 12.0 105.1	39.5 156.6	2011 67.4 213.0		
Sales Activity  Dollar Volume  New Listings	2021 159 \$51,747,243 190	2020 14.4 51.1 21.8	8.9 68.4 -2.1	October 2018 -1.9 46.4 -14.4	October 2016 12.0 105.1 -4.5	39.5 156.6 -24.3	2011 67.4 213.0 -19.1		
Sales Activity  Dollar Volume  New Listings  Active Listings	2021 159 \$51,747,243 190 36	2020 14.4 51.1 21.8 -0.5	8.9 68.4 -2.1 -37.2	October 2018 -1.9 46.4 -14.4 -34.5	October 2016 12.0 105.1 -4.5 -59.9	2014 39.5 156.6 -24.3 -64.6	2011 67.4 213.0 -19.1 -64.3		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2021 159 \$51,747,243 190 36 83.7	2020 14.4 51.1 21.8 -0.5	2019 8.9 68.4 -2.1 -37.2 75.3	October 2018 -1.9 46.4 -14.4 -34.5 73.0	October 2016  12.0  105.1  -4.5  -59.9  71.4	2014 39.5 156.6 -24.3 -64.6 45.4	2011 67.4 213.0 -19.1 -64.3 40.4		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2021 159 \$51,747,243 190 36 83.7 2.3	2020 14.4 51.1 21.8 -0.5 89.1 2.6	2019 8.9 68.4 -2.1 -37.2 75.3 3.9	October 2018  -1.9  46.4  -14.4  -34.5  73.0  3.4	October 2016  12.0  105.1  -4.5  -59.9  71.4  6.4	2014 39.5 156.6 -24.3 -64.6 45.4 9.0	2011 67.4 213.0 -19.1 -64.3 40.4 10.7		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2021 159 \$51,747,243 190 36 83.7 2.3 \$325,454	2020 14.4 51.1 21.8 -0.5 89.1 2.6 32.1	2019 8.9 68.4 -2.1 -37.2 75.3 3.9 54.6	October 2018  -1.9  46.4  -14.4  -34.5  73.0  3.4  49.1	October 2016  12.0  105.1  -4.5  -59.9  71.4  6.4  83.1	2014 39.5 156.6 -24.3 -64.6 45.4 9.0 84.0	2011 67.4 213.0 -19.1 -64.3 40.4 10.7 87.0		

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

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

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

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

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

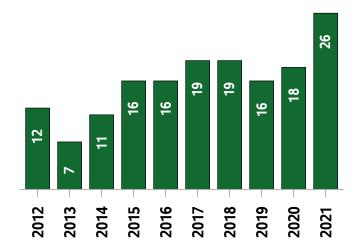
<sup>&</sup>lt;sup>6</sup> Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.



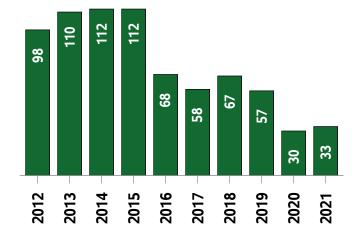
## Trail MLS® Single Family Market Activity



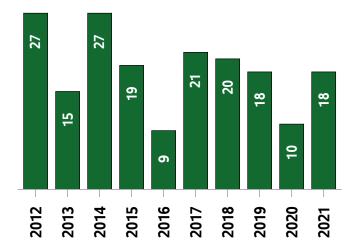
Sales Activity (October only)



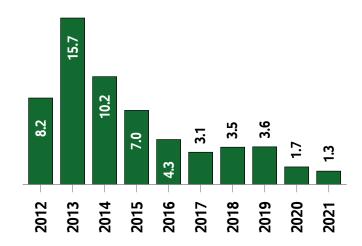
**Active Listings (October only)** 



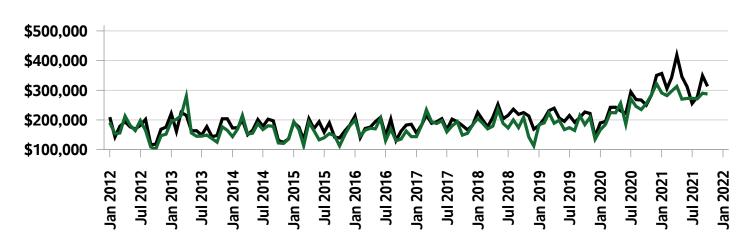
**New Listings (October only)** 



**Months of Inventory (October only)** 



**Average Price and Median Price** 

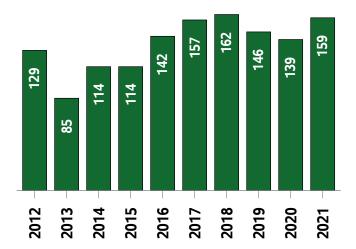




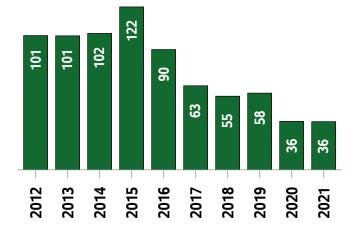
## Trail MLS® Single Family Market Activity

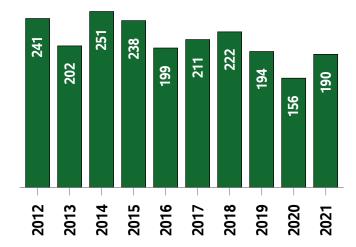


### **Sales Activity (October Year-to-date)**

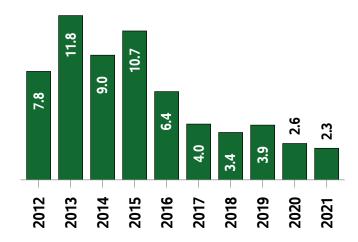


**Active Listings** <sup>1</sup>(October Year-to-date)





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



<sup>&</sup>lt;sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

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