



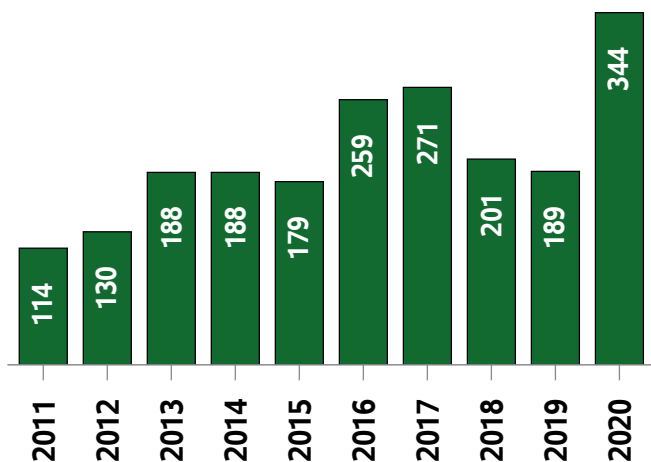
Kootenay Association of REALTORS®
Residential Market Activity
November 2020



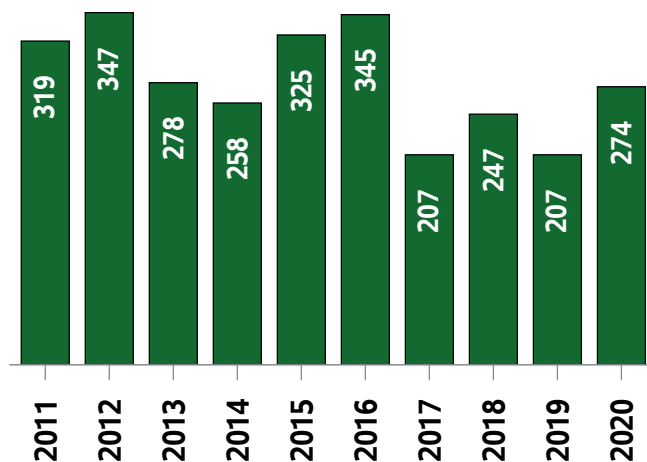
Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

Kootenay Association of REALTORS® MLS® Residential Market Activity

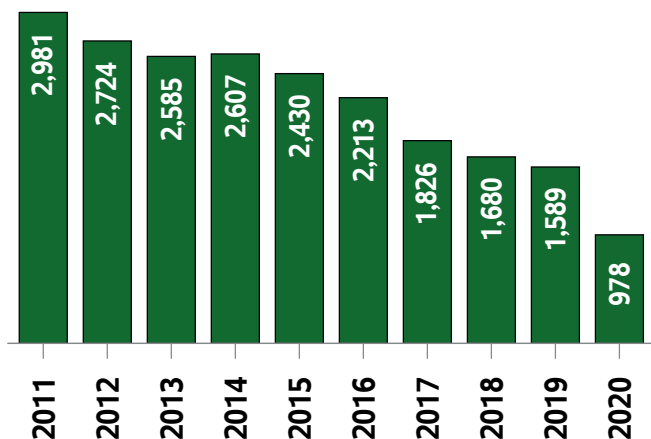
Sales Activity (November only)



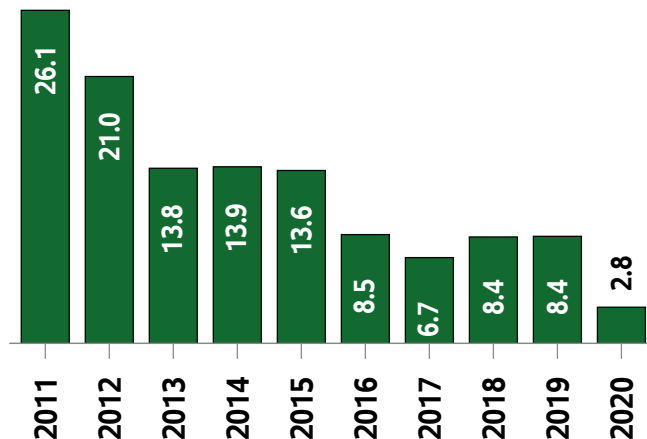
New Listings (November only)



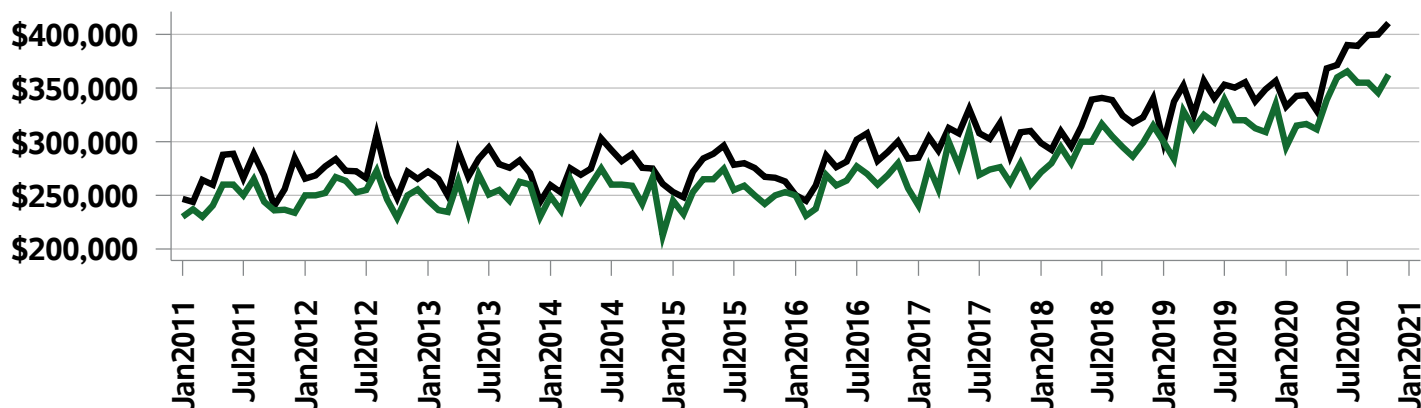
Active Listings (November only)



Months of Inventory (November only)

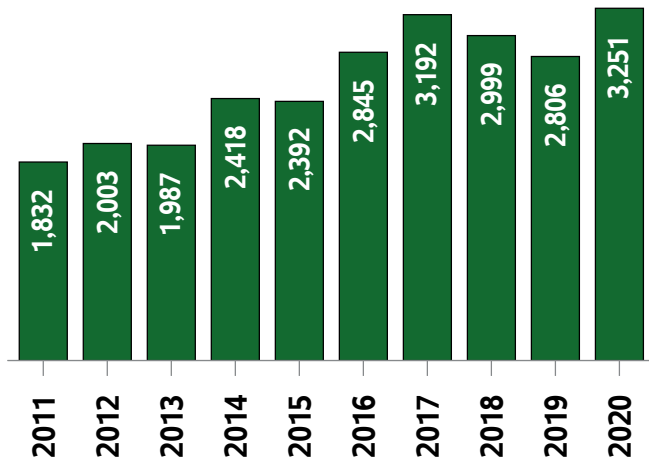


Average Price and Median Price

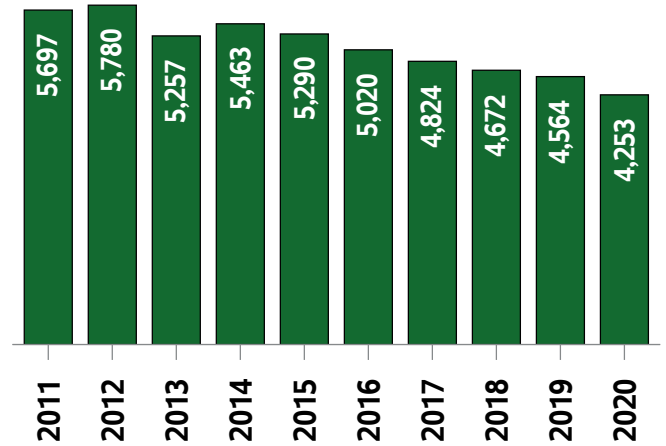


Kootenay Association of REALTORS® MLS® Residential Market Activity

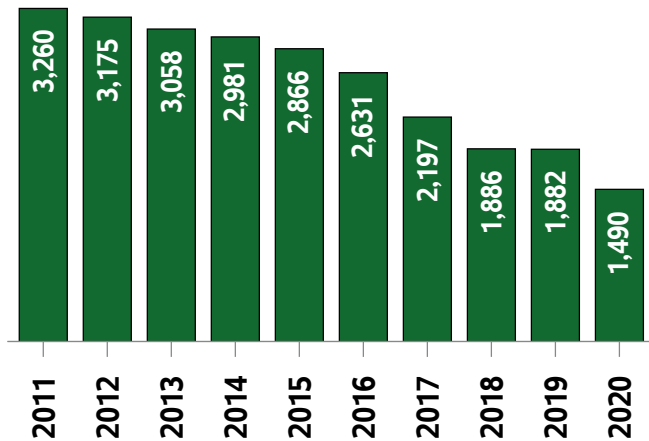
Sales Activity (November Year-to-date)



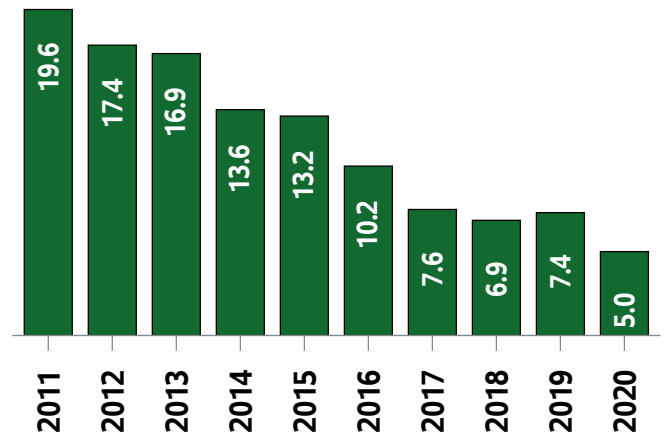
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	344	82.0	71.1	26.9	92.2	83.0	147.5
Dollar Volume	\$141,221,853	114.2	117.7	68.8	196.2	177.4	298.9
New Listings	274	32.4	10.9	32.4	-15.7	-1.4	-11.0
Active Listings	978	-38.5	-41.8	-46.4	-59.8	-62.2	-66.0
Sales to New Listings Ratio ¹	125.5	91.3	81.4	130.9	55.1	67.6	45.1
Months of Inventory ²	2.8	8.4	8.4	6.7	13.6	13.8	20.7
Average Price	\$410,529	17.7	27.2	33.0	54.1	51.6	61.2
Median Price	\$362,500	17.3	21.2	29.5	45.0	39.4	54.3
Sales to List Price Ratio	97.0	96.1	95.3	95.1	95.0	93.9	93.3
Median Days on Market	52.0	75.0	76.0	91.0	91.0	116.0	83.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3,251	15.9	8.4	1.8	35.9	63.6	70.0
Dollar Volume	\$1,240,417,017	28.5	29.1	26.5	87.6	124.4	137.4
New Listings	4,253	-6.8	-9.0	-11.8	-19.6	-19.1	-31.1
Active Listings ³	1,490	-20.8	-21.0	-32.2	-48.0	-51.3	-54.5
Sales to New Listings Ratio ⁴	76.4	61.5	64.2	66.2	45.2	37.8	31.0
Months of Inventory ⁵	5.0	7.4	6.9	7.6	13.2	16.9	18.8
Average Price	\$381,549	10.9	19.1	24.2	38.0	37.1	39.6
Median Price	\$349,000	9.4	18.3	25.9	36.9	39.6	36.3
Sales to List Price Ratio	96.6	96.0	96.1	95.8	94.5	94.1	94.3
Median Days on Market	55.0	60.0	60.0	68.0	91.0	90.0	59.0

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

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

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

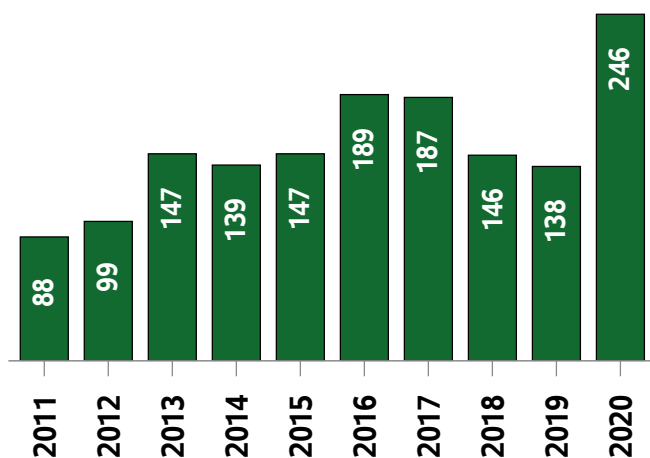
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

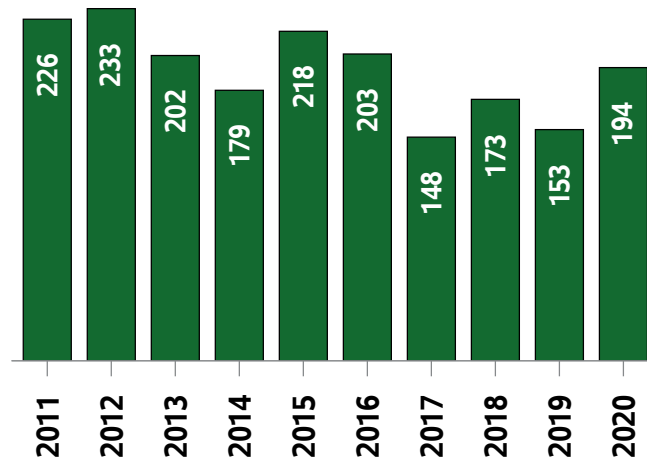
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kootenay Association of REALTORS® MLS® Single Family Market Activity

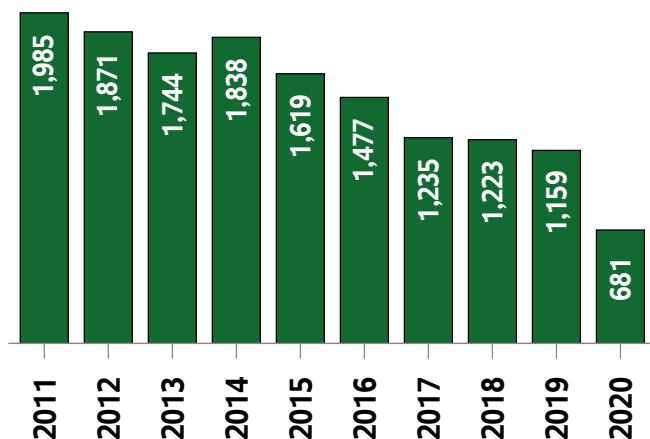
Sales Activity (November only)



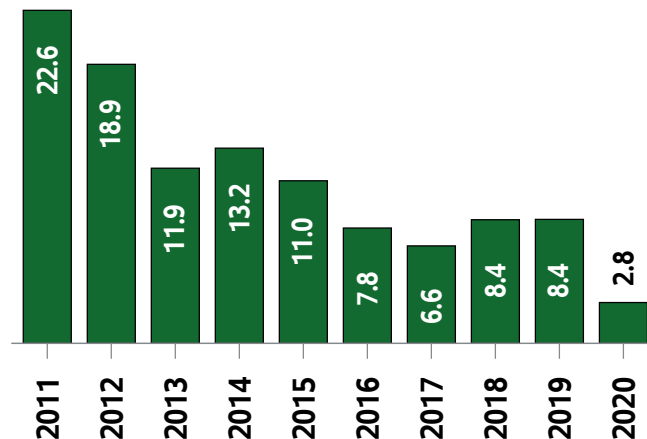
New Listings (November only)



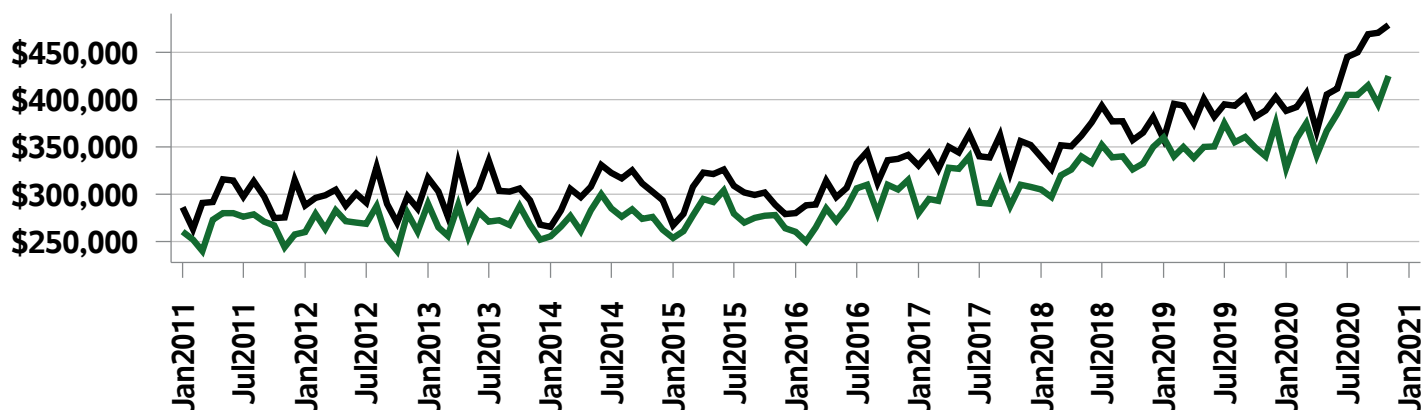
Active Listings (November only)



Months of Inventory (November only)

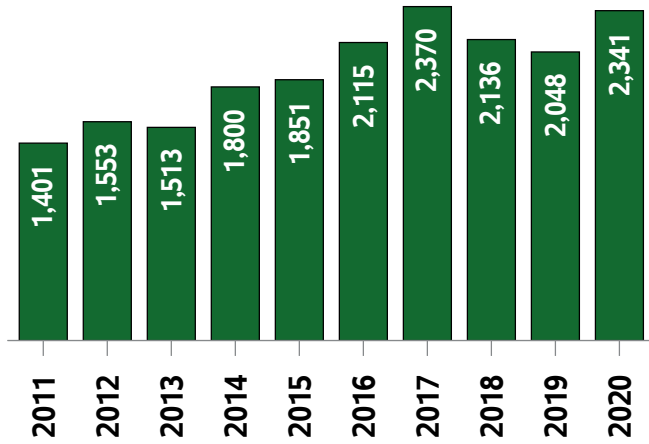


Average Price and Median Price

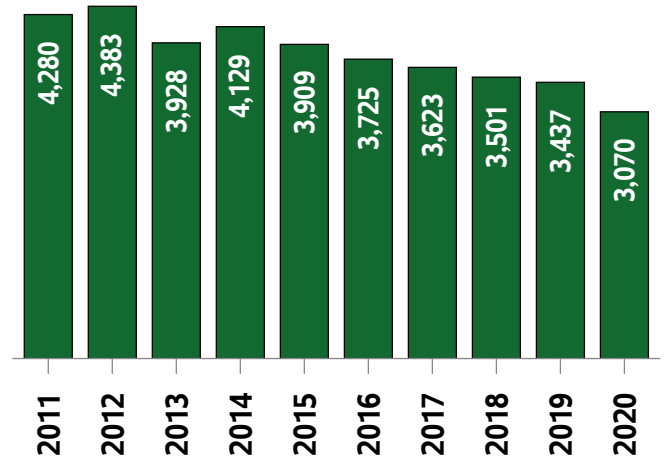


Kootenay Association of REALTORS® MLS® Single Family Market Activity

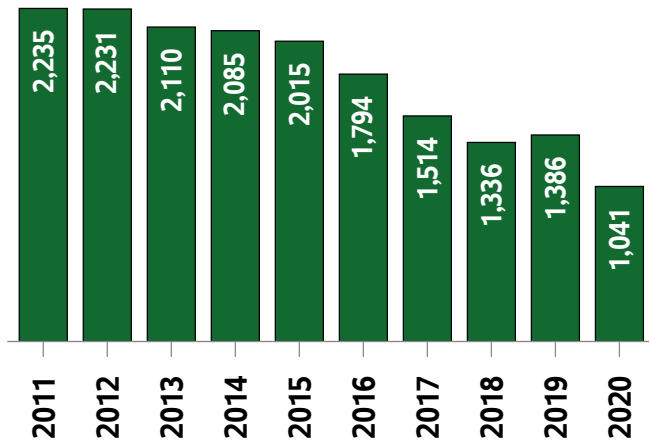
Sales Activity (November Year-to-date)



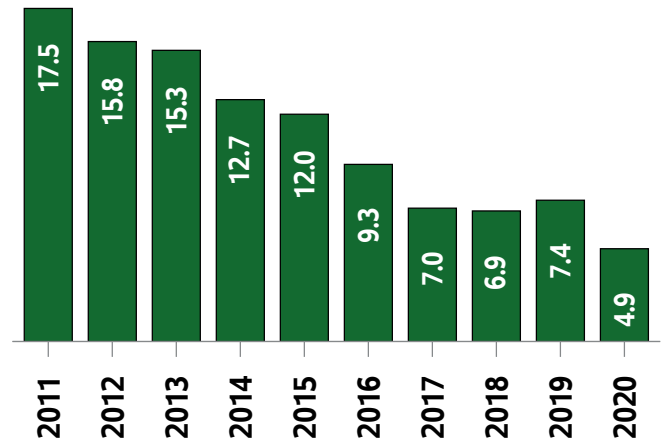
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	246	78.3	68.5	31.6	67.3	67.3	119.6
Dollar Volume	\$117,783,327	119.7	121.0	76.8	177.3	173.0	293.8
New Listings	194	26.8	12.1	31.1	-11.0	-4.0	1.6
Active Listings	681	-41.2	-44.3	-44.9	-57.9	-61.0	-64.0
Sales to New Listings Ratio ¹	126.8	90.2	84.4	126.4	67.4	72.8	58.6
Months of Inventory ²	2.8	8.4	8.4	6.6	11.0	11.9	16.9
Average Price	\$478,794	23.2	31.1	34.4	65.7	63.1	79.3
Median Price	\$425,000	25.0	27.8	37.1	52.9	58.9	73.5
Sales to List Price Ratio	97.0	96.0	95.4	95.3	95.3	94.3	93.3
Median Days on Market	56.5	80.0	84.0	84.0	91.0	123.0	91.5

Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	2,341	14.3	9.6	-1.2	26.5	54.7	60.6
Dollar Volume	\$1,029,975,787	29.1	32.0	26.0	82.1	120.9	137.4
New Listings	3,070	-10.7	-12.3	-15.3	-21.5	-21.8	-32.3
Active Listings ³	1,041	-24.9	-22.1	-31.3	-48.4	-50.7	-54.5
Sales to New Listings Ratio ⁴	76.3	59.6	61.0	65.4	47.4	38.5	32.2
Months of Inventory ⁵	4.9	7.4	6.9	7.0	12.0	15.3	17.3
Average Price	\$439,973	12.9	20.5	27.5	44.0	42.8	47.8
Median Price	\$390,000	11.0	18.2	27.2	39.3	41.8	41.8
Sales to List Price Ratio	96.8	96.3	96.5	96.0	94.9	94.5	94.7
Median Days on Market	53.0	59.0	56.0	64.0	88.0	85.0	54.0

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

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

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

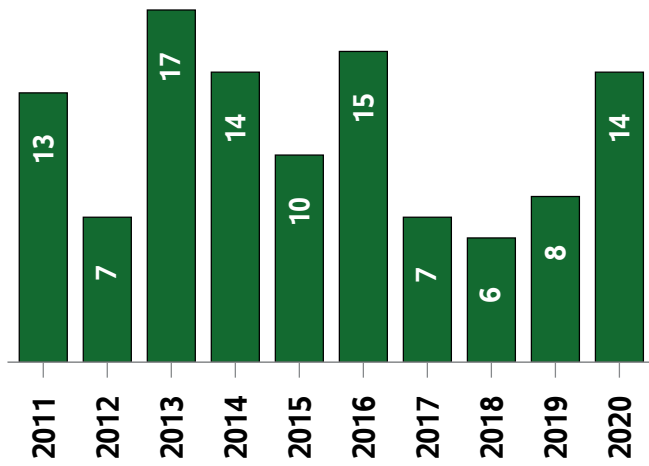
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

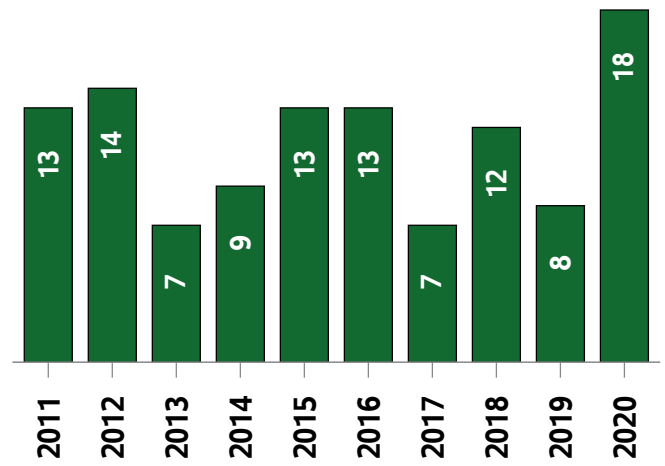
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

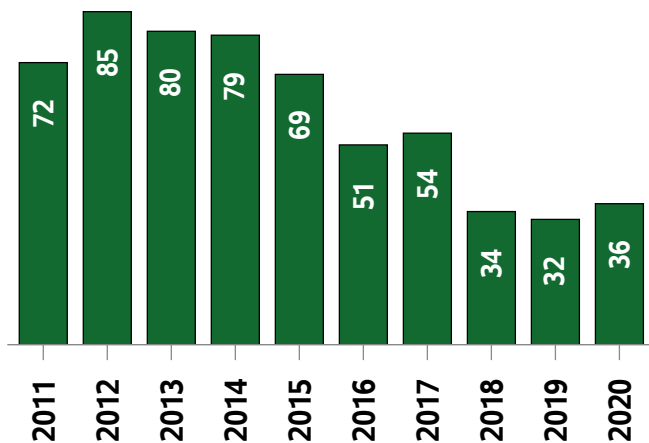
Sales Activity (November only)



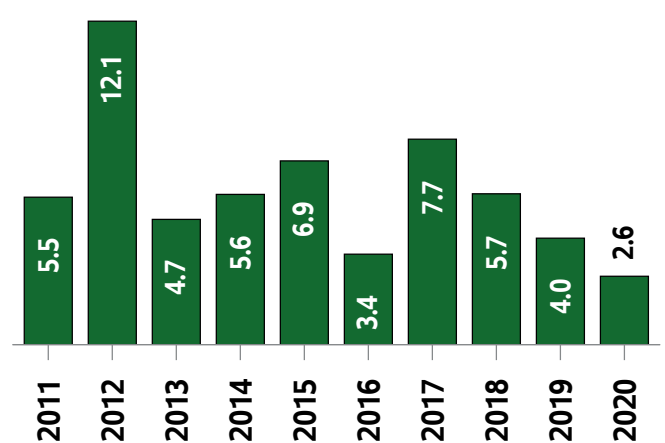
New Listings (November only)



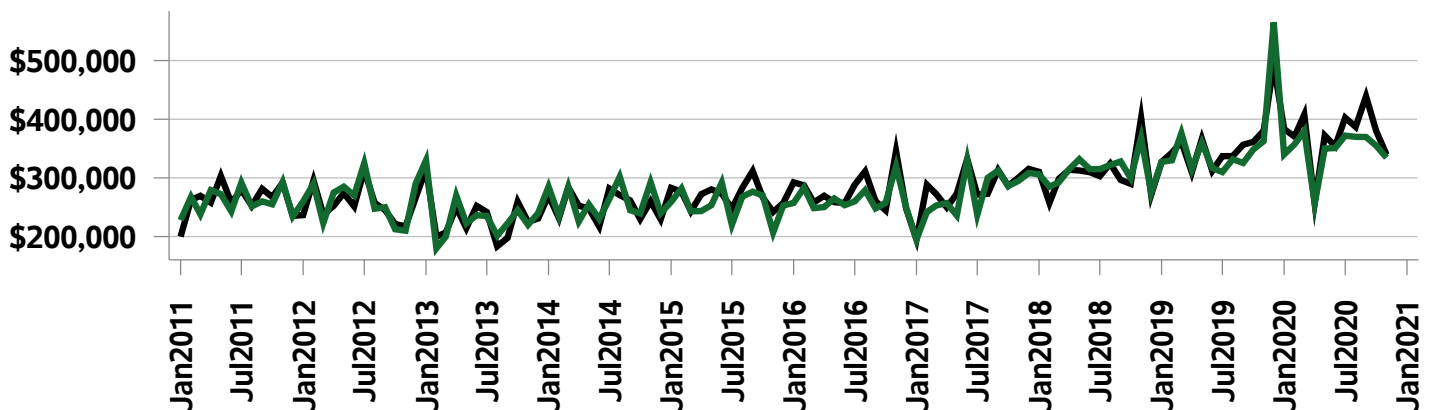
Active Listings (November only)



Months of Inventory (November only)

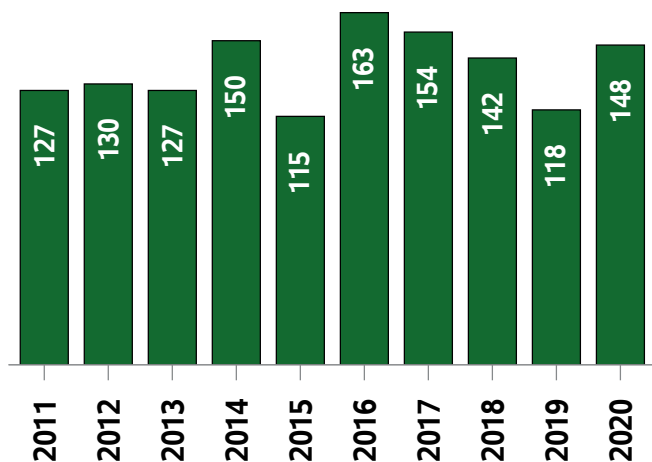


Average Price and Median Price

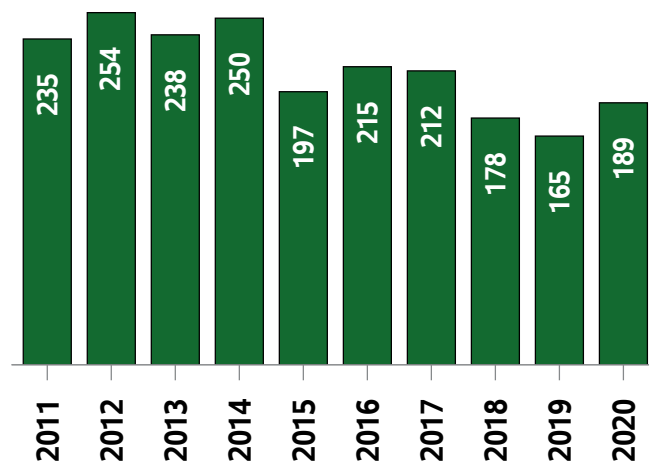


Castlegar MLS® Residential Market Activity

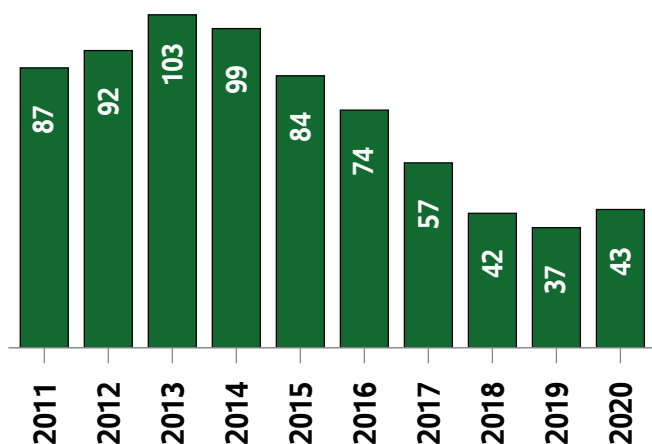
Sales Activity (November Year-to-date)



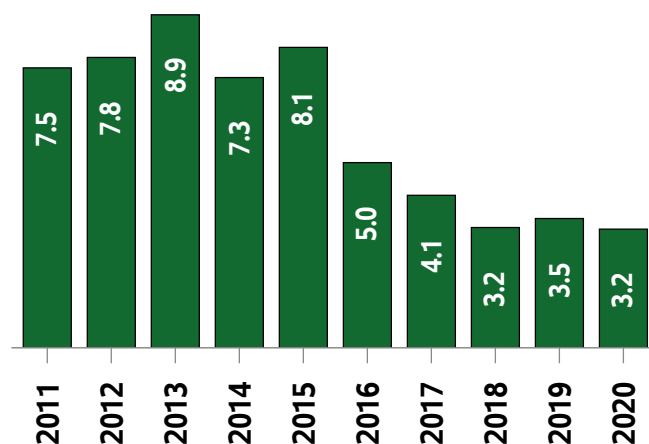
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Castlegar MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	14	75.0	133.3	100.0	40.0	-17.6	40.0
Dollar Volume	\$4,754,500	56.4	97.1	125.9	96.6	24.3	95.9
New Listings	18	125.0	50.0	157.1	38.5	157.1	50.0
Active Listings	36	12.5	5.9	-33.3	-47.8	-55.0	-56.1
Sales to New Listings Ratio ¹	77.8	100.0	50.0	100.0	76.9	242.9	83.3
Months of Inventory ²	2.6	4.0	5.7	7.7	6.9	4.7	8.2
Average Price	\$339,607	-10.7	-15.5	13.0	40.4	50.9	39.9
Median Price	\$334,500	-7.7	-9.2	13.4	61.6	52.0	44.8
Sales to List Price Ratio	97.9	97.1	97.2	96.9	95.2	93.8	93.5
Median Days on Market	31.5	39.5	45.0	47.0	141.5	75.0	98.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	148	25.4	4.2	-3.9	28.7	16.5	38.3
Dollar Volume	\$56,198,646	38.2	28.3	29.0	81.1	92.7	106.2
New Listings	189	14.5	6.2	-10.8	-4.1	-20.6	-28.4
Active Listings ³	43	15.1	2.8	-25.2	-49.1	-58.5	-41.7
Sales to New Listings Ratio ⁴	78.3	71.5	79.8	72.6	58.4	53.4	40.5
Months of Inventory ⁵	3.2	3.5	3.2	4.1	8.1	8.9	7.6
Average Price	\$379,721	10.2	23.1	34.2	40.7	65.4	49.1
Median Price	\$355,000	7.5	14.7	23.3	36.5	56.4	46.7
Sales to List Price Ratio	97.9	97.9	97.5	96.5	95.9	94.5	95.7
Median Days on Market	38.0	34.5	34.0	47.0	82.0	73.0	33.0

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

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

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

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

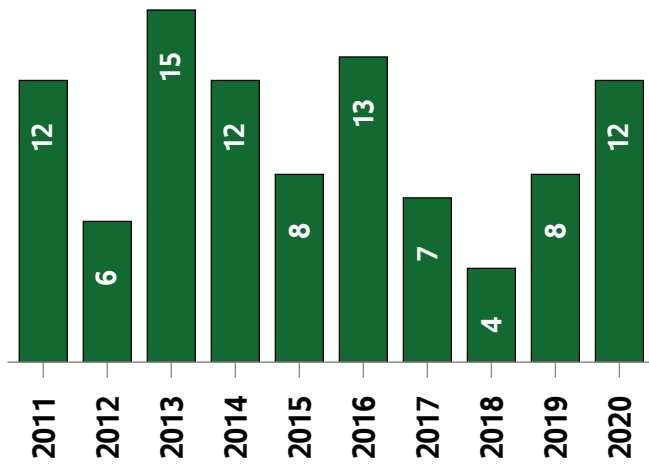
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

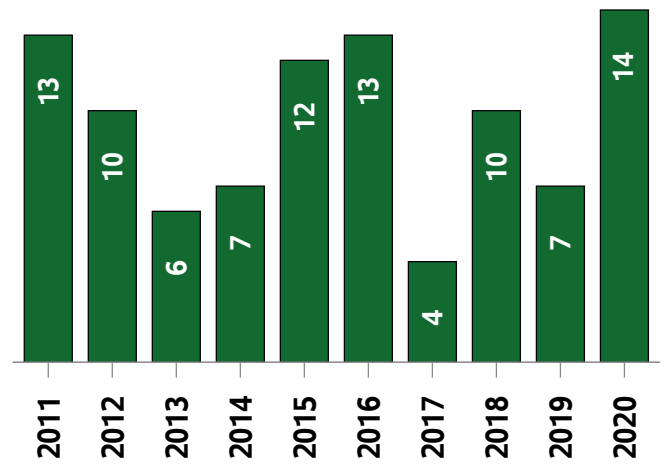
Castlegar

MLS® Single Family Market Activity

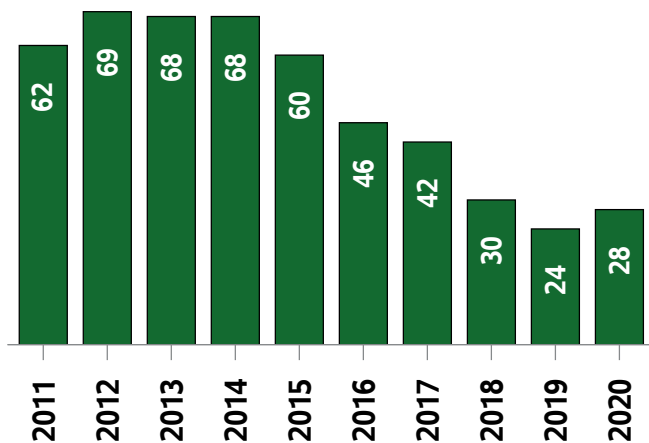
Sales Activity (November only)



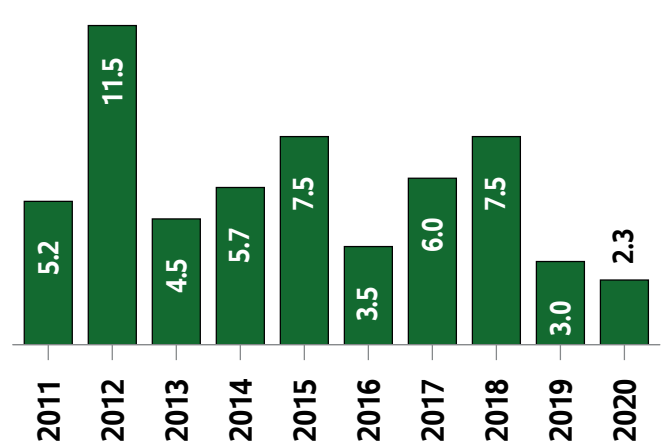
New Listings (November only)



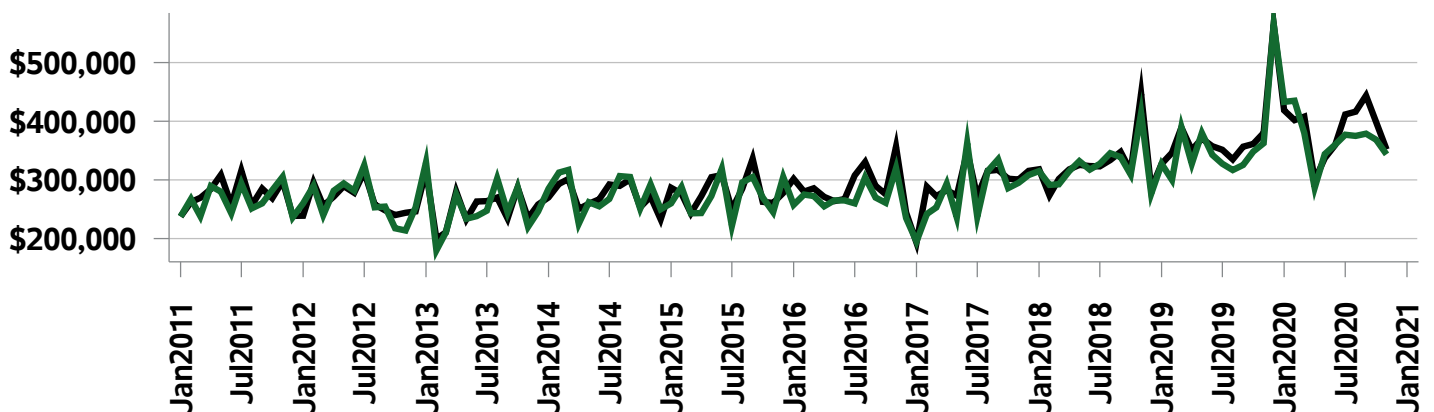
Active Listings (November only)



Months of Inventory (November only)

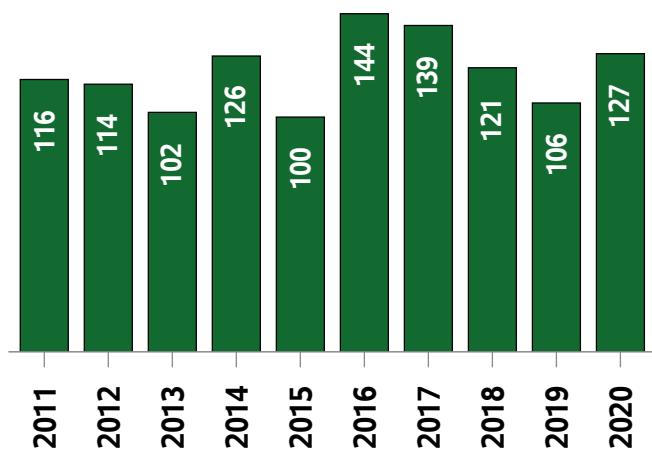


Average Price and Median Price

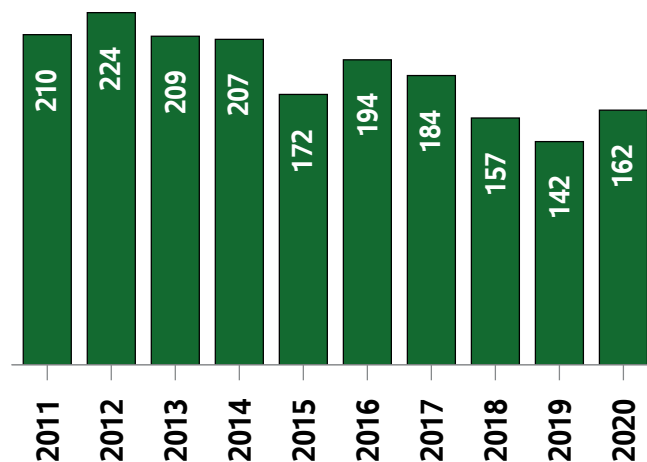


Castlegar MLS® Single Family Market Activity

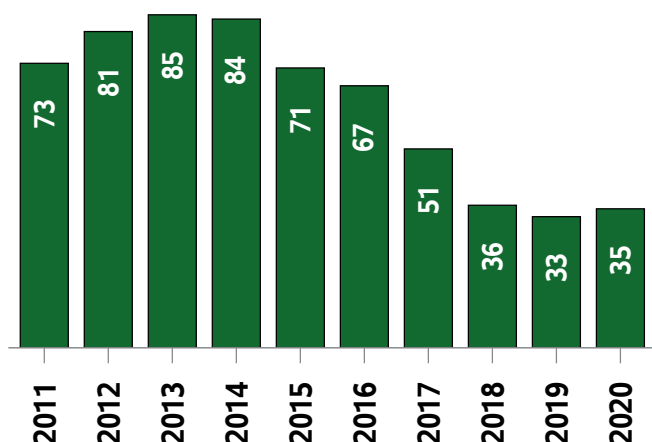
Sales Activity (November Year-to-date)



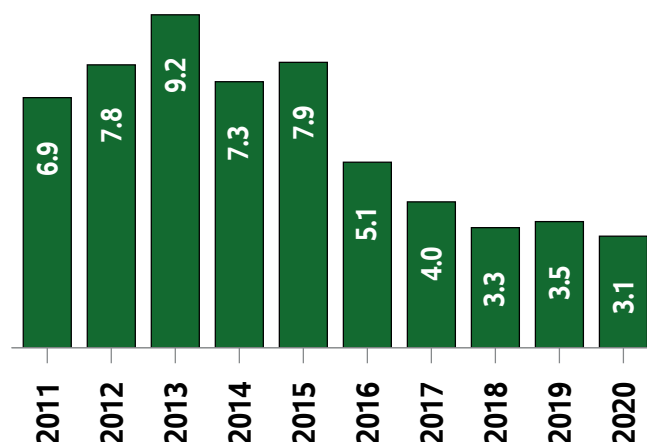
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Castlegar

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	12	50.0	200.0	71.4	50.0	-20.0	20.0
Dollar Volume	\$4,222,500	38.9	136.2	100.6	102.4	20.1	73.9
New Listings	14	100.0	40.0	250.0	16.7	133.3	16.7
Active Listings	28	16.7	-6.7	-33.3	-53.3	-58.8	-60.0
Sales to New Listings Ratio ¹	85.7	114.3	40.0	175.0	66.7	250.0	83.3
Months of Inventory ²	2.3	3.0	7.5	6.0	7.5	4.5	7.0
Average Price	\$351,875	-7.4	-21.3	17.0	34.9	50.2	45.0
Median Price	\$343,500	-5.2	-17.0	16.4	40.2	56.1	48.7
Sales to List Price Ratio	98.2	97.1	95.9	96.9	95.1	93.6	93.5
Median Days on Market	26.0	39.5	95.5	47.0	173.0	75.0	98.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	127	19.8	5.0	-8.6	27.0	24.5	25.7
Dollar Volume	\$49,897,546	31.4	27.9	21.4	78.4	93.1	87.2
New Listings	162	14.1	3.2	-12.0	-5.8	-22.5	-32.2
Active Listings ³	35	6.0	-2.5	-30.1	-50.3	-58.2	-44.8
Sales to New Listings Ratio ⁴	78.4	74.6	77.1	75.5	58.1	48.8	42.3
Months of Inventory ⁵	3.1	3.5	3.3	4.0	7.9	9.2	7.0
Average Price	\$392,894	9.7	21.9	32.9	40.5	55.1	48.9
Median Price	\$369,000	8.5	17.1	25.1	37.2	53.8	47.6
Sales to List Price Ratio	98.1	98.0	97.6	96.6	96.0	94.7	95.9
Median Days on Market	37.0	34.5	35.0	47.0	83.5	64.5	36.0

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

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

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

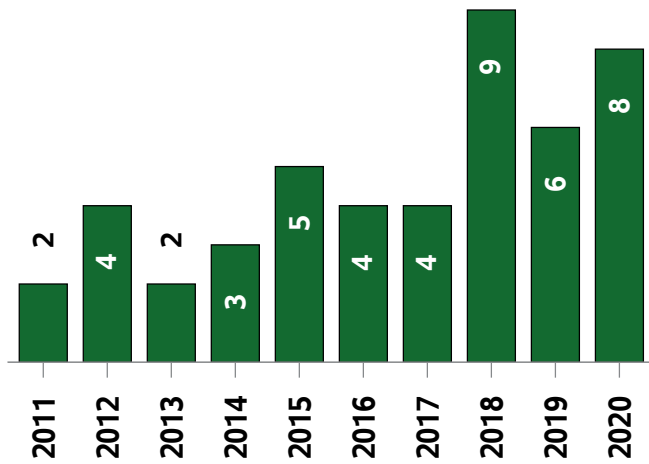
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

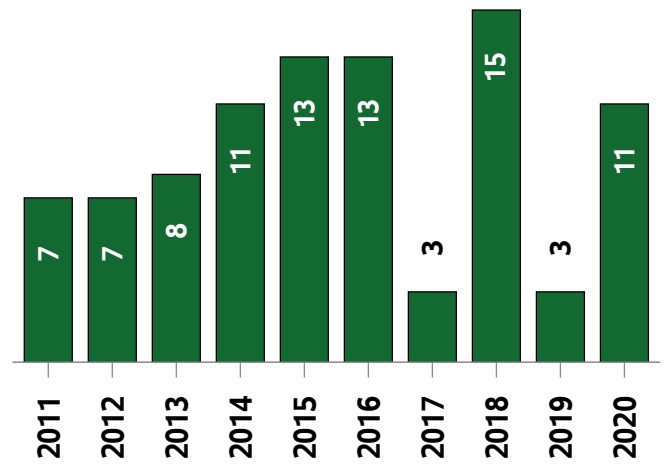
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Residential Market Activity

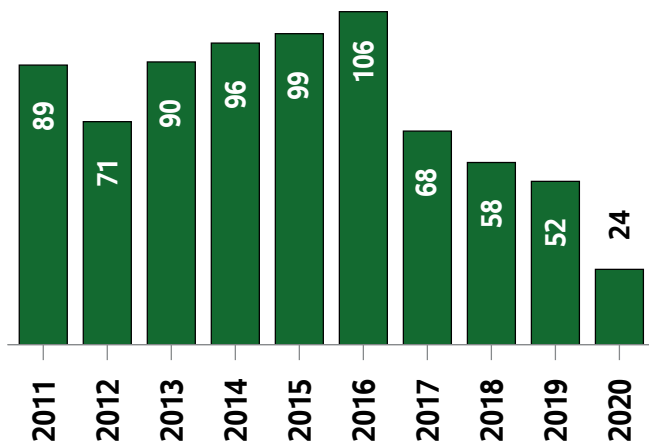
Sales Activity (November only)



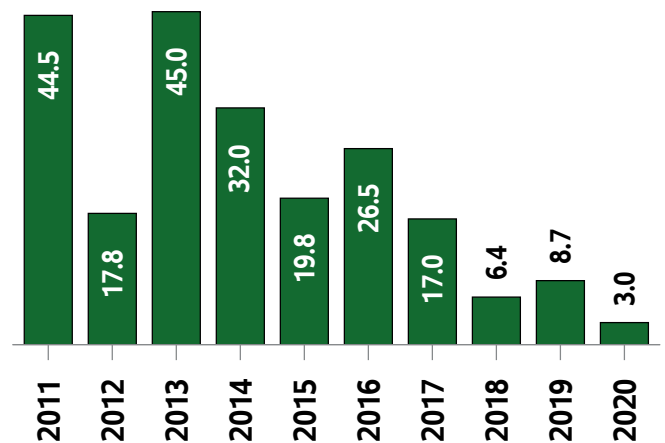
New Listings (November only)



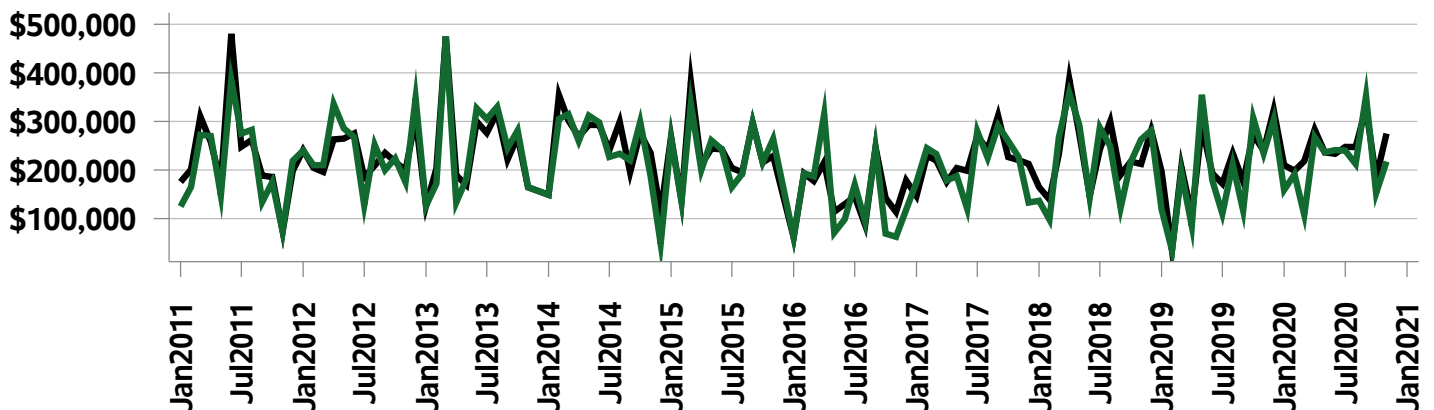
Active Listings (November only)



Months of Inventory (November only)



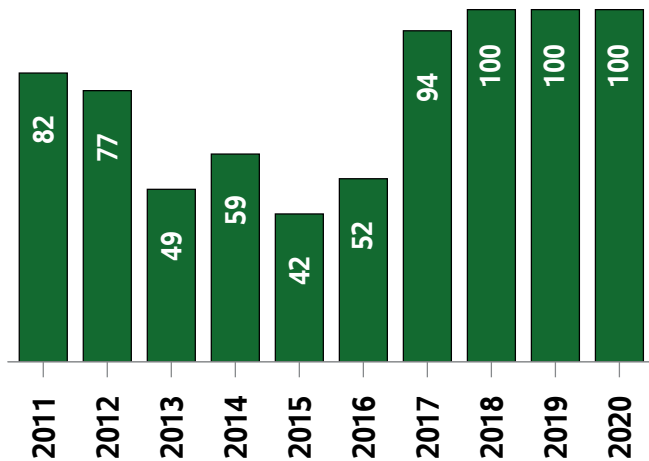
Average Price and Median Price



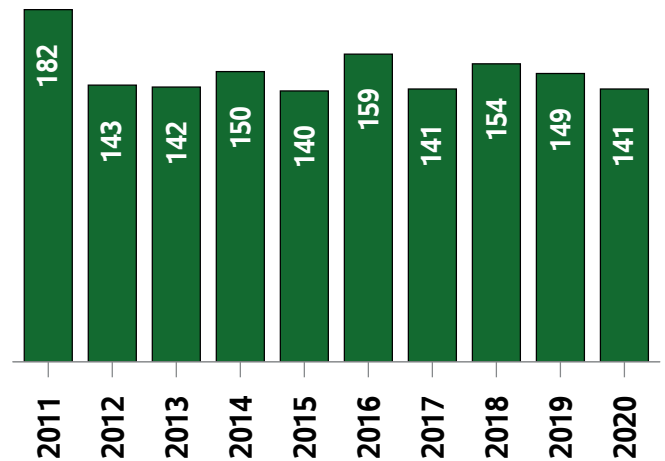
Sparwood

MLS® Residential Market Activity

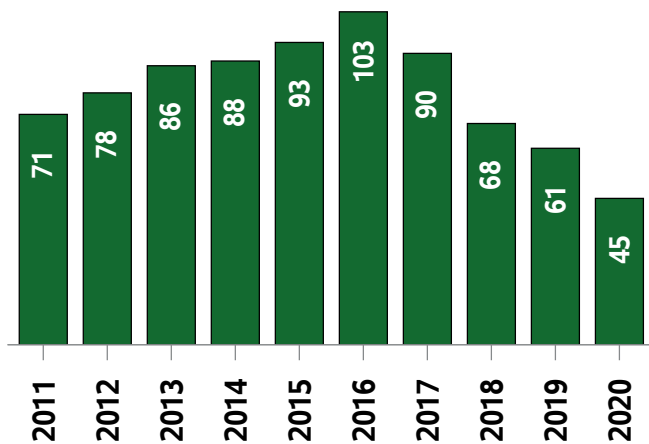
Sales Activity (November Year-to-date)



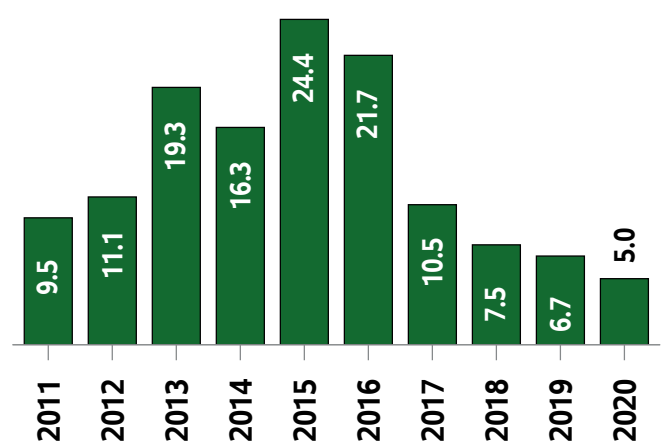
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Sparwood

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	8	33.3	-11.1	100.0	60.0	300.0	300.0
Dollar Volume	\$2,200,624	53.2	15.1	149.6	92.4	568.9	1,008.6
New Listings	11	266.7	-26.7	266.7	-15.4	37.5	10.0
Active Listings	24	-53.8	-58.6	-64.7	-75.8	-73.3	-60.0
Sales to New Listings Ratio ¹	72.7	200.0	60.0	133.3	38.5	25.0	20.0
Months of Inventory ²	3.0	8.7	6.4	17.0	19.8	45.0	30.0
Average Price	\$275,078	14.9	29.5	24.8	20.2	67.2	177.2
Median Price	\$217,500	-7.2	-17.3	-4.1	-17.6	32.2	119.1
Sales to List Price Ratio	97.5	95.6	95.5	95.6	96.1	94.4	94.5
Median Days on Market	117.5	124.0	97.0	288.0	130.0	111.0	111.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	100	0.0	0.0	6.4	138.1	104.1	138.1
Dollar Volume	\$25,192,852	15.8	7.5	15.9	154.4	113.7	230.6
New Listings	141	-5.4	-8.4	0.0	0.7	-0.7	-25.4
Active Listings ³	45	-25.5	-33.8	-49.7	-51.6	-47.5	-28.8
Sales to New Listings Ratio ⁴	70.9	67.1	64.9	66.7	30.0	34.5	22.2
Months of Inventory ⁵	5.0	6.7	7.5	10.5	24.4	19.3	16.6
Average Price	\$251,929	15.8	7.5	8.9	6.9	4.7	38.9
Median Price	\$235,000	17.5	3.3	-4.9	-4.1	-8.9	36.0
Sales to List Price Ratio	95.1	94.9	95.2	95.2	94.6	95.2	93.3
Median Days on Market	57.0	58.0	100.0	100.0	105.5	58.0	42.0

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

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

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

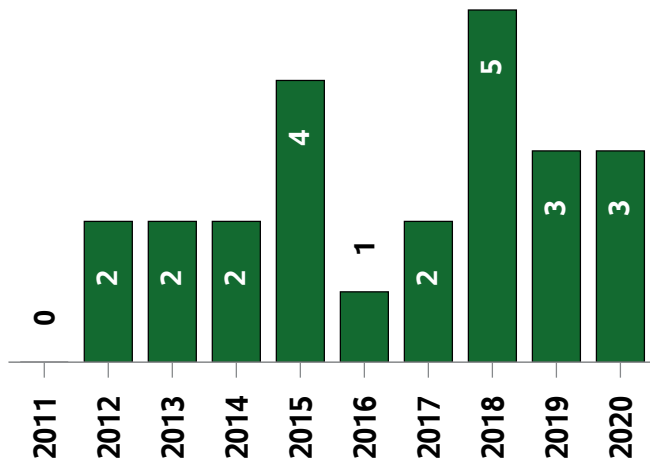
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

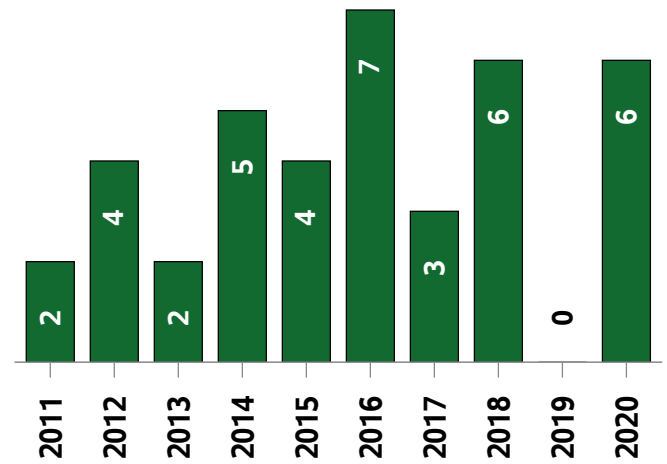
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

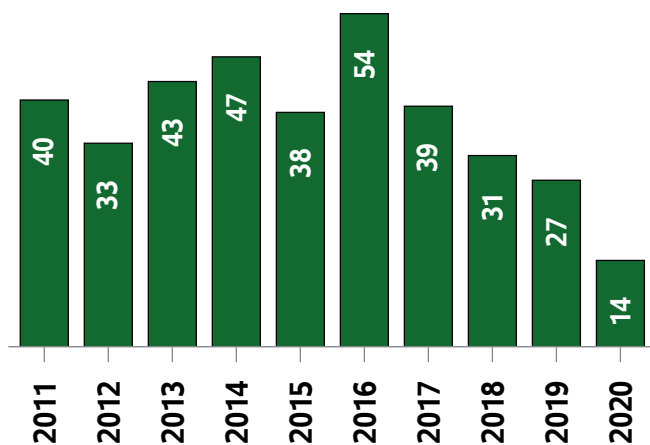
Sales Activity (November only)



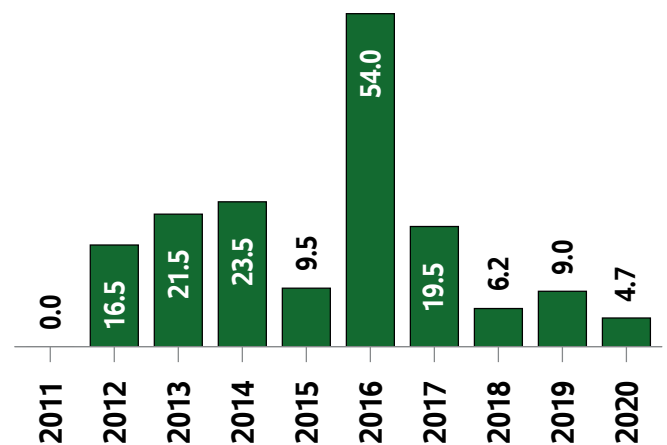
New Listings (November only)



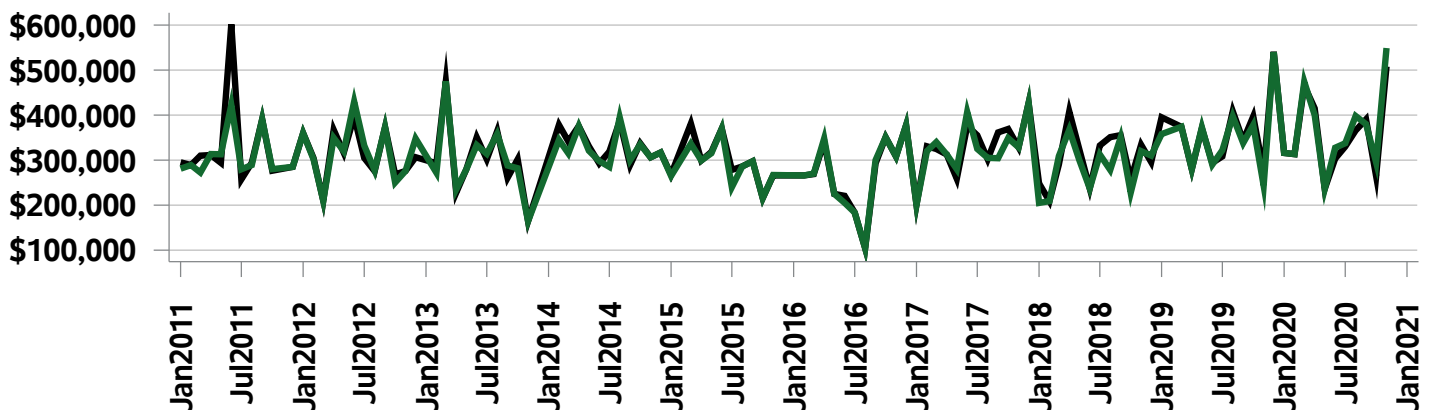
Active Listings (November only)



Months of Inventory (November only)

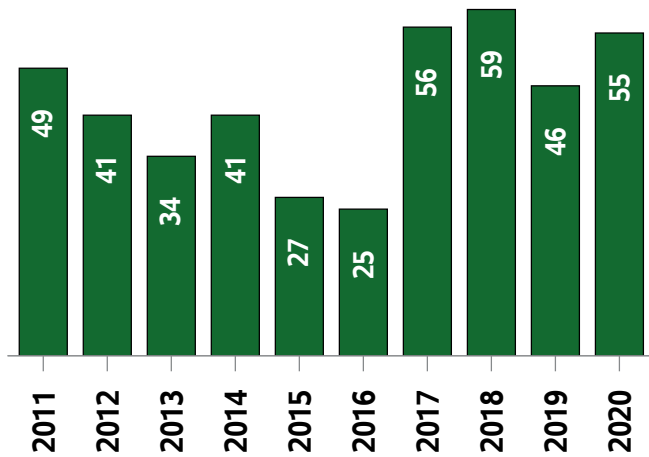


Average Price and Median Price

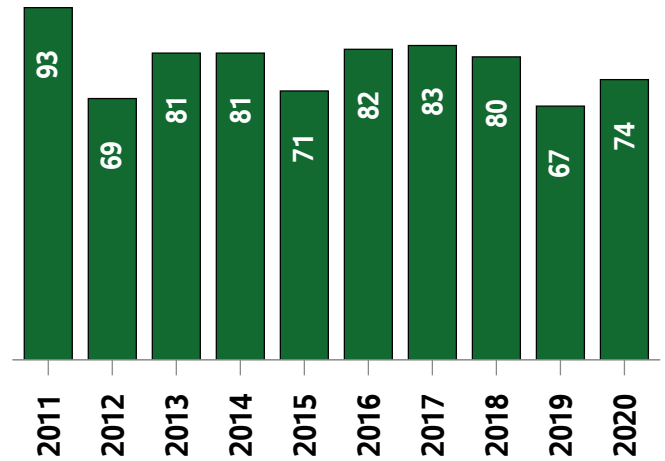


Sparwood MLS® Single Family Market Activity

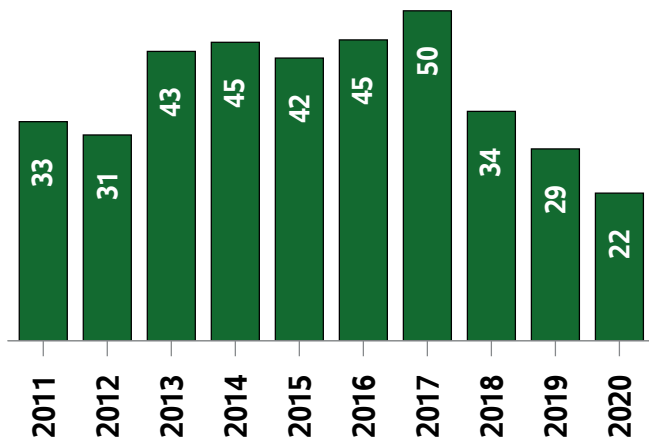
Sales Activity (November Year-to-date)



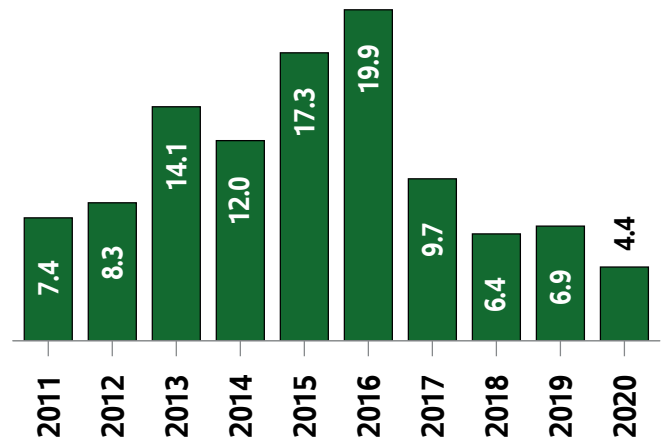
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Sparwood

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	0.0	-40.0	50.0	-25.0	50.0	—
Dollar Volume	\$1,523,624	85.0	-8.8	131.9	43.2	363.1	—
New Listings	6	—	0.0	100.0	50.0	200.0	0.0
Active Listings	14	-48.1	-54.8	-64.1	-63.2	-67.4	-62.2
Sales to New Listings Ratio ¹	50.0	—	83.3	66.7	100.0	100.0	—
Months of Inventory ²	4.7	9.0	6.2	19.5	9.5	21.5	—
Average Price	\$507,875	85.0	52.0	54.6	90.9	208.7	—
Median Price	\$549,000	125.5	71.6	67.1	105.6	233.7	—
Sales to List Price Ratio	102.2	94.2	96.5	99.0	95.1	94.4	—
Median Days on Market	50.0	151.0	97.0	113.5	110.0	111.0	—
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	55	19.6	-6.8	-1.8	103.7	61.8	175.0
Dollar Volume	\$19,575,748	21.1	2.7	5.6	141.1	95.2	265.7
New Listings	74	10.4	-7.5	-10.8	4.2	-8.6	-29.5
Active Listings ³	22	-23.0	-35.6	-55.2	-47.8	-49.0	-34.1
Sales to New Listings Ratio ⁴	74.3	68.7	73.8	67.5	38.0	42.0	19.0
Months of Inventory ⁵	4.4	6.9	6.4	9.7	17.3	14.1	18.5
Average Price	\$355,923	1.3	10.2	7.6	18.3	20.7	33.0
Median Price	\$352,500	1.4	13.7	11.7	15.6	16.1	33.3
Sales to List Price Ratio	96.0	96.7	96.4	96.6	95.5	96.2	96.0
Median Days on Market	35.0	65.0	103.0	107.0	97.0	72.5	41.0

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

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

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

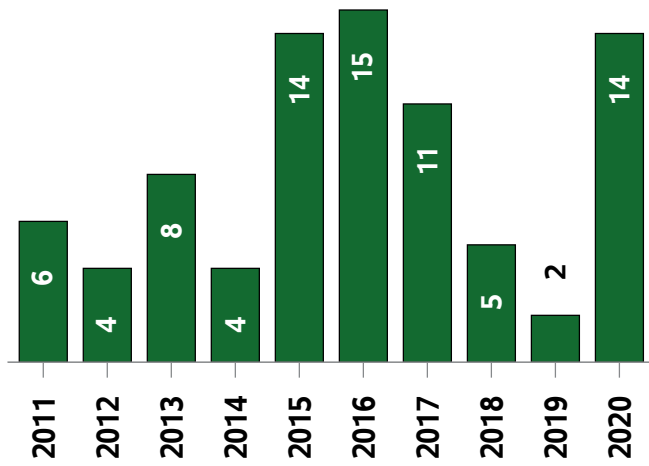
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

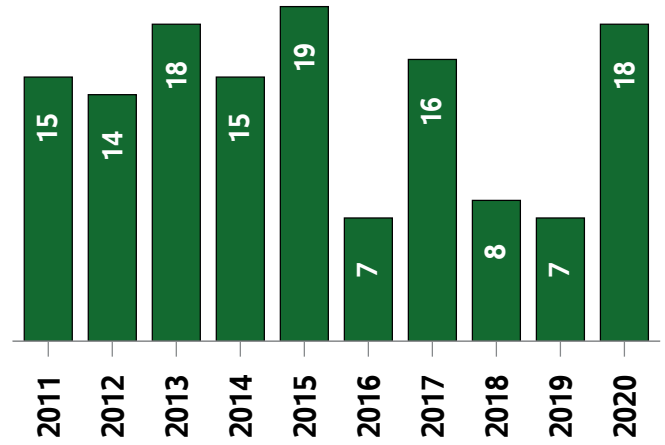
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Residential Market Activity

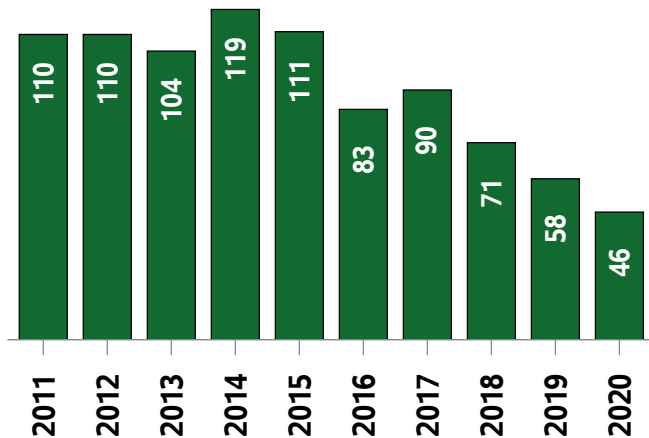
Sales Activity (November only)



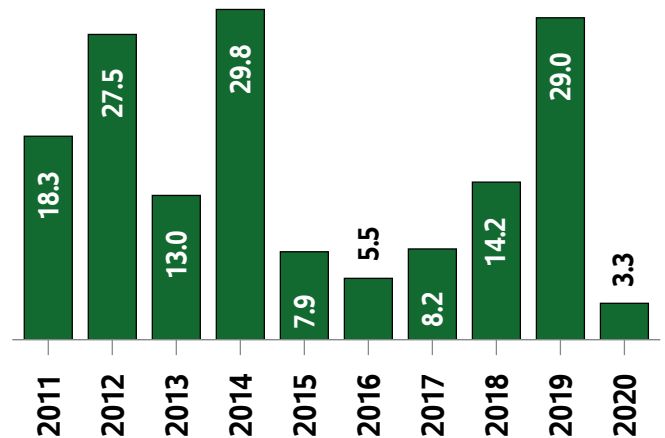
New Listings (November only)



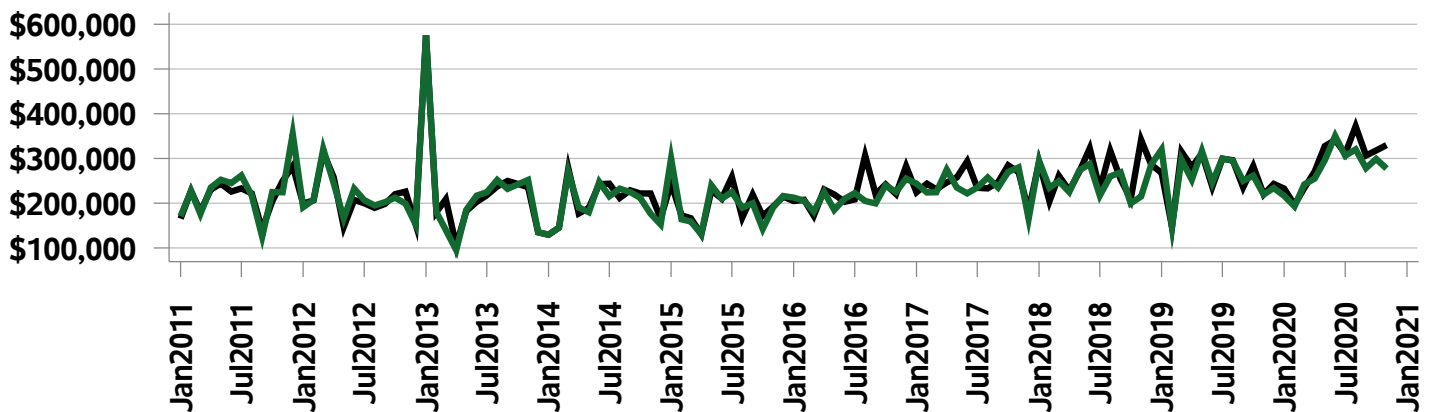
Active Listings (November only)



Months of Inventory (November only)



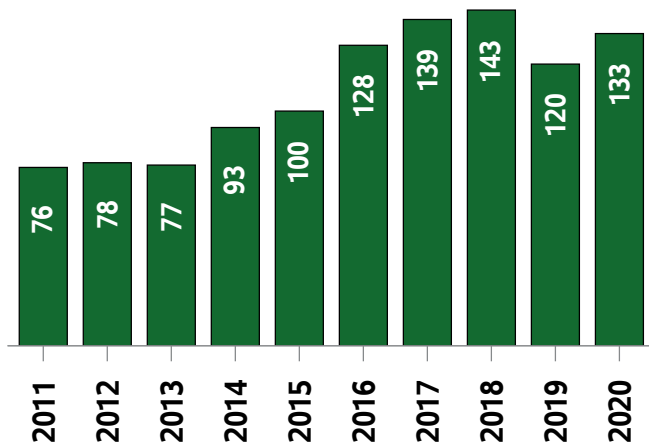
Average Price and Median Price



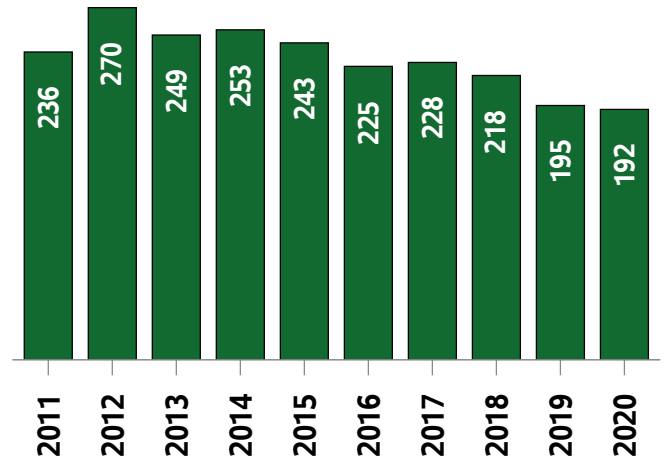
Creston

MLS® Residential Market Activity

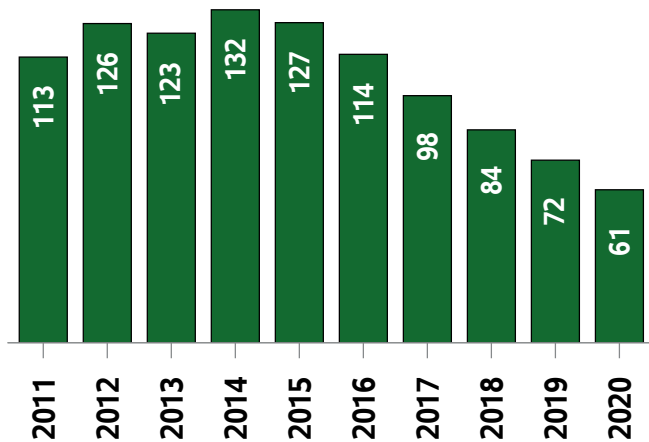
Sales Activity (November Year-to-date)



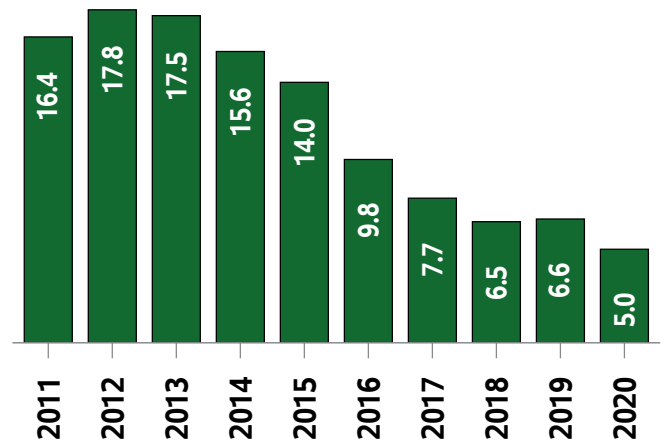
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Creston

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	14	600.0	180.0	27.3	0.0	75.0	133.3
Dollar Volume	\$4,619,300	952.2	170.4	55.8	71.4	144.9	256.2
New Listings	18	157.1	125.0	12.5	-5.3	0.0	100.0
Active Listings	46	-20.7	-35.2	-48.9	-58.6	-55.8	-43.9
Sales to New Listings Ratio ¹	77.8	28.6	62.5	68.8	73.7	44.4	66.7
Months of Inventory ²	3.3	29.0	14.2	8.2	7.9	13.0	13.7
Average Price	\$329,950	50.3	-3.4	22.4	71.4	40.0	52.6
Median Price	\$277,500	26.4	29.1	-0.9	45.7	10.1	19.9
Sales to List Price Ratio	95.6	94.1	93.1	94.6	92.8	92.8	94.1
Median Days on Market	58.5	123.0	78.0	127.0	118.0	117.5	37.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	133	10.8	-7.0	-4.3	33.0	72.7	133.3
Dollar Volume	\$41,025,400	20.2	10.0	16.8	99.6	138.7	253.5
New Listings	192	-1.5	-11.9	-15.8	-21.0	-22.9	-21.3
Active Listings ³	61	-16.2	-28.1	-38.1	-52.2	-50.6	-32.0
Sales to New Listings Ratio ⁴	69.3	61.5	65.6	61.0	41.2	30.9	23.4
Months of Inventory ⁵	5.0	6.6	6.5	7.7	14.0	17.5	17.2
Average Price	\$308,462	8.4	18.2	22.1	50.1	38.2	51.5
Median Price	\$292,000	6.6	16.6	14.6	46.0	32.7	47.8
Sales to List Price Ratio	95.8	95.2	94.8	94.8	93.0	93.3	93.7
Median Days on Market	67.0	61.5	61.0	79.0	93.0	99.0	40.0

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

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

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

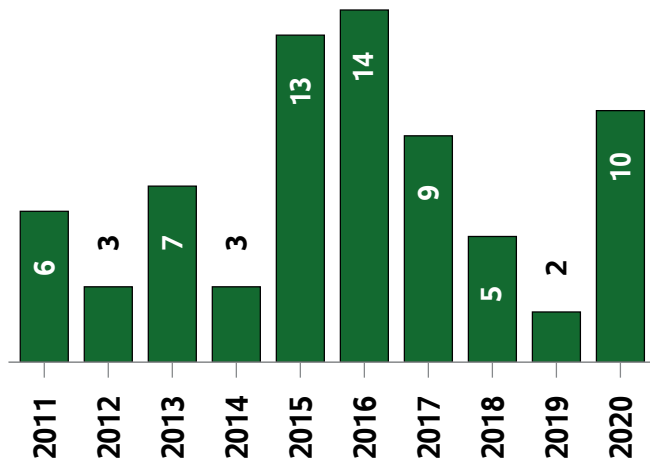
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

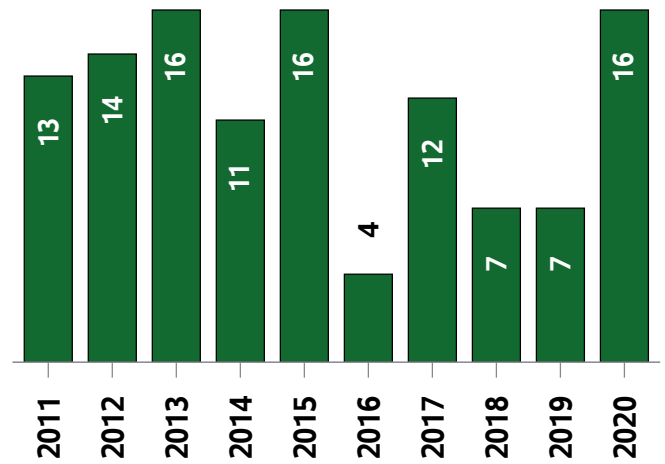
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Creston MLS® Single Family Market Activity

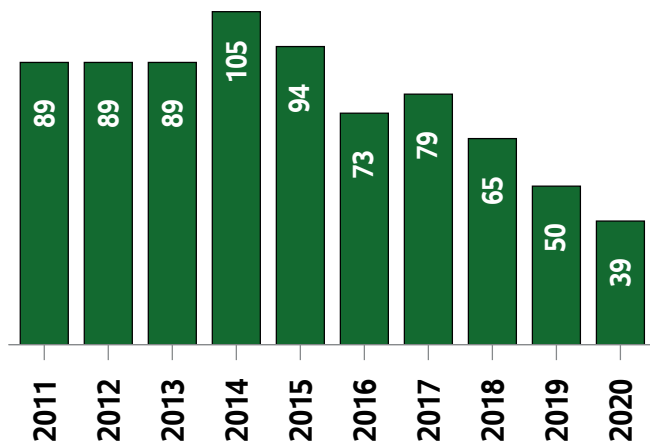
Sales Activity (November only)



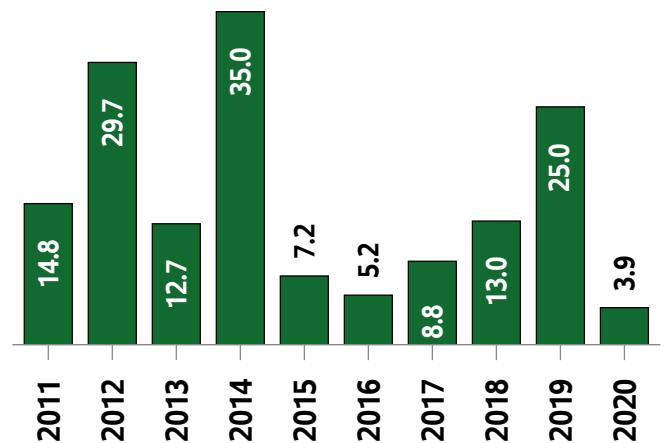
New Listings (November only)



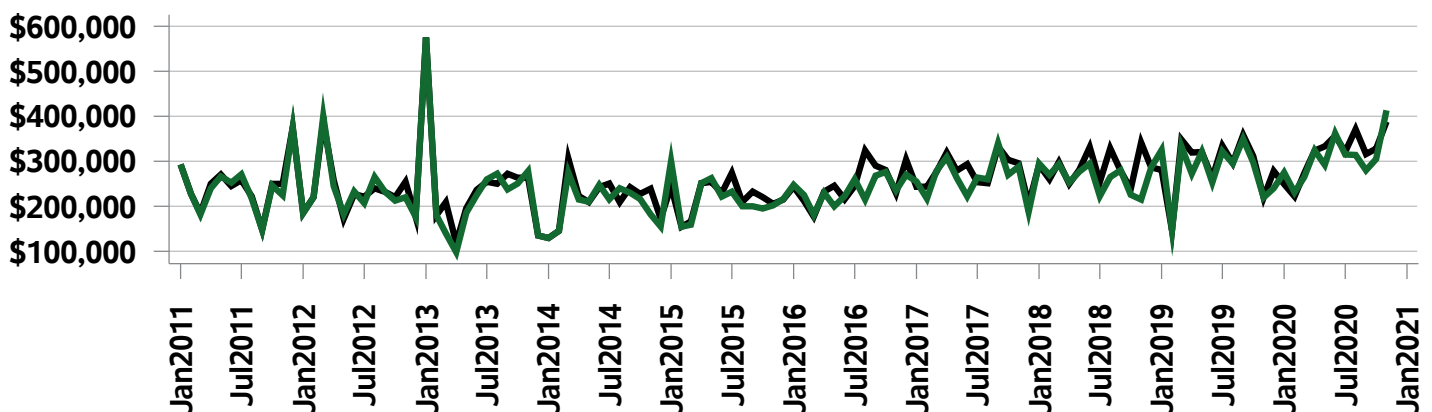
Active Listings (November only)



Months of Inventory (November only)

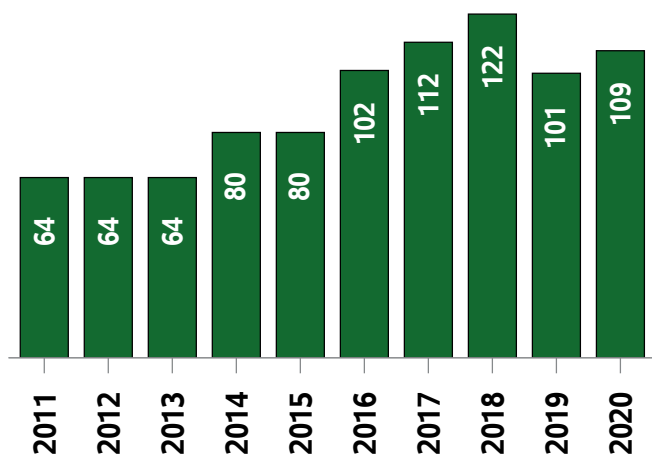


Average Price and Median Price

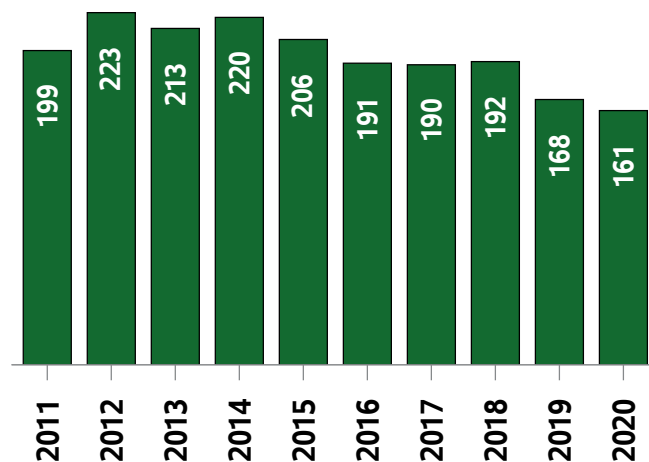


Creston MLS® Single Family Market Activity

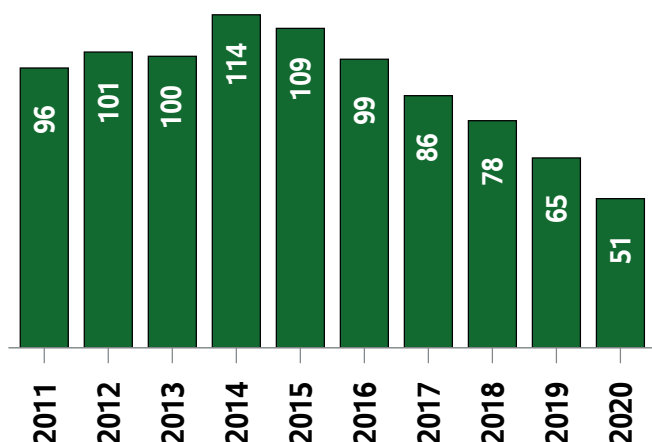
Sales Activity (November Year-to-date)



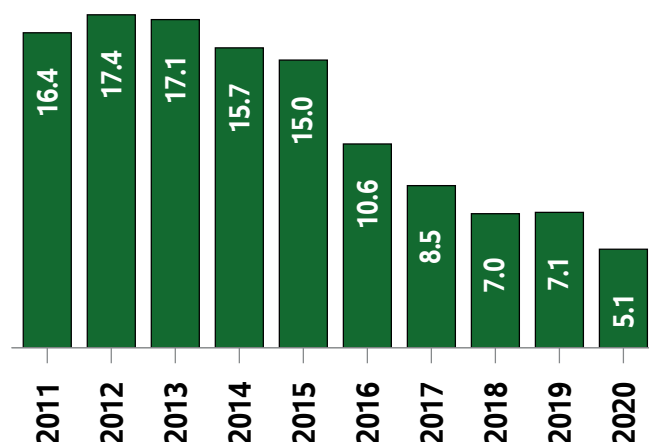
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Creston

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	10	400.0	100.0	11.1	-23.1	42.9	100.0
Dollar Volume	\$3,881,300	784.1	127.2	45.9	45.4	110.3	205.6
New Listings	16	128.6	128.6	33.3	0.0	0.0	166.7
Active Listings	39	-22.0	-40.0	-50.6	-58.5	-56.2	-40.9
Sales to New Listings Ratio ¹	62.5	28.6	71.4	75.0	81.3	43.8	83.3
Months of Inventory ²	3.9	25.0	13.0	8.8	7.2	12.7	13.2
Average Price	\$388,130	76.8	13.6	31.3	89.0	47.2	52.8
Median Price	\$413,250	88.3	92.2	43.5	104.6	48.7	68.7
Sales to List Price Ratio	96.0	94.1	93.1	95.0	93.1	95.3	94.9
Median Days on Market	48.5	123.0	78.0	127.0	161.0	136.0	45.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	109	7.9	-10.7	-2.7	36.3	70.3	142.2
Dollar Volume	\$35,888,900	13.5	3.6	15.0	95.7	129.2	250.4
New Listings	161	-4.2	-16.1	-15.3	-21.8	-24.4	-20.3
Active Listings ³	51	-21.4	-34.3	-40.8	-53.3	-48.8	-32.7
Sales to New Listings Ratio ⁴	67.7	60.1	63.5	58.9	38.8	30.0	22.3
Months of Inventory ⁵	5.1	7.1	7.0	8.5	15.0	17.1	18.5
Average Price	\$329,256	5.1	16.0	18.2	43.6	34.5	44.7
Median Price	\$310,000	3.3	15.0	16.7	45.9	35.4	42.2
Sales to List Price Ratio	95.9	95.8	94.7	95.2	93.5	94.0	94.1
Median Days on Market	63.0	60.0	61.0	88.0	120.5	98.5	38.0

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

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

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

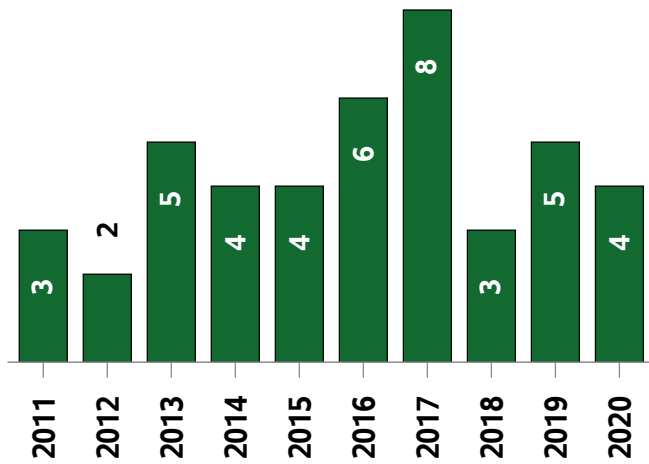
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

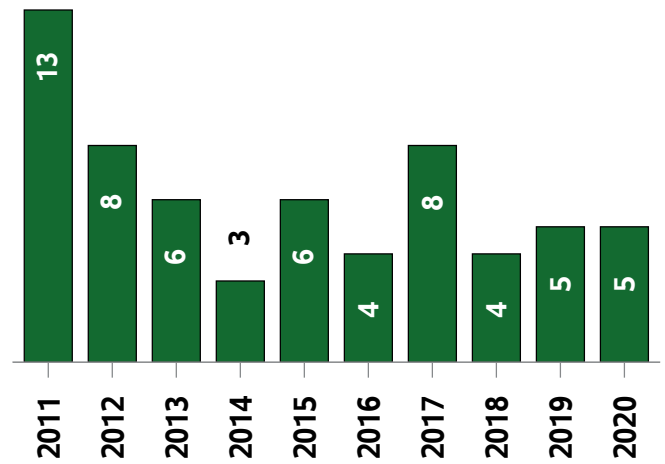
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

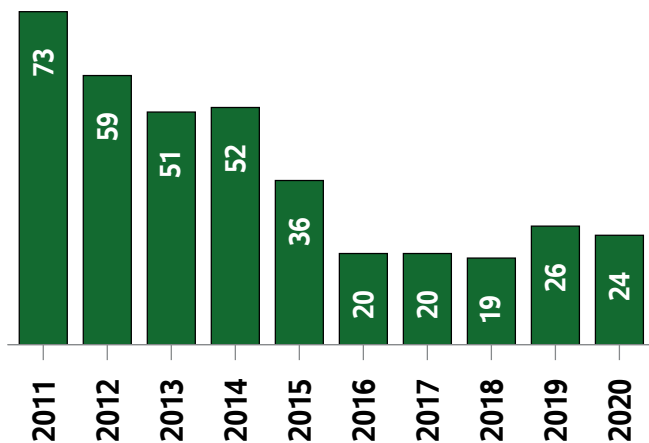
Sales Activity (November only)



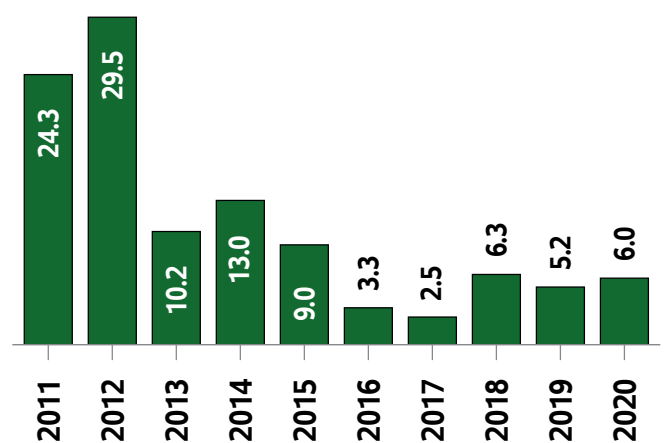
New Listings (November only)



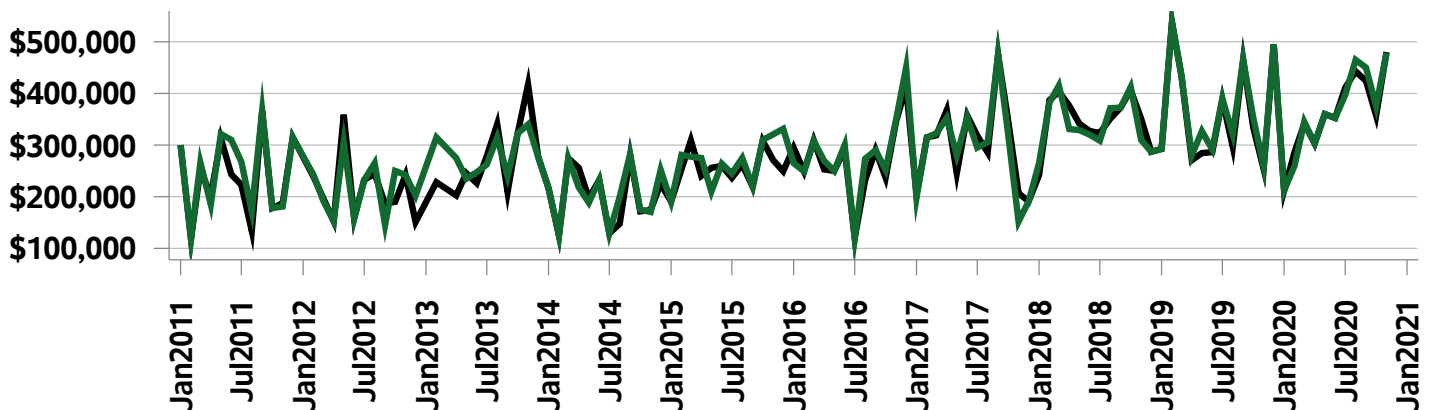
Active Listings (November only)



Months of Inventory (November only)

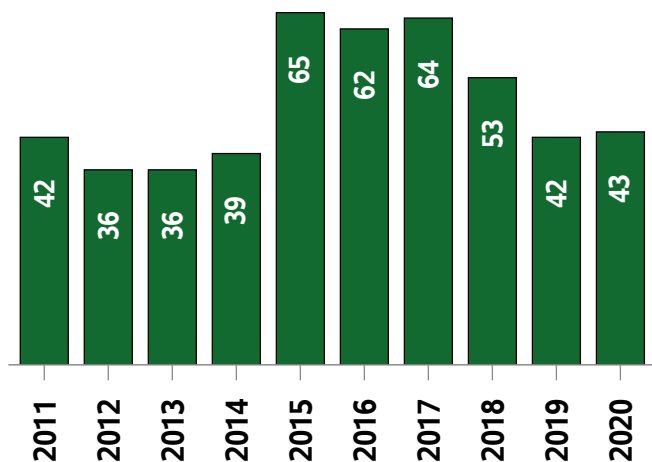


Average Price and Median Price

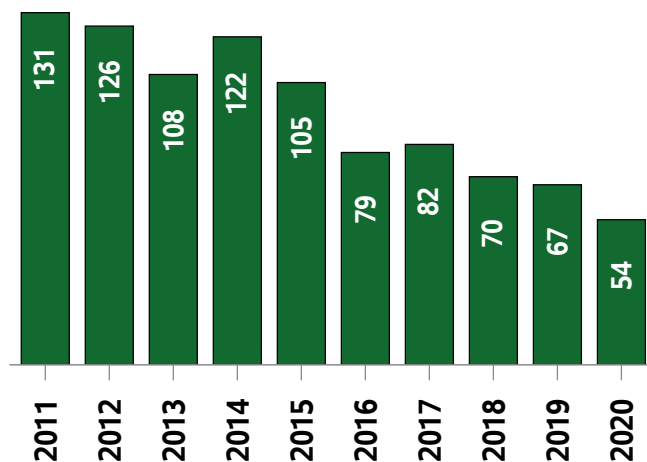


Golden MLS® Residential Market Activity

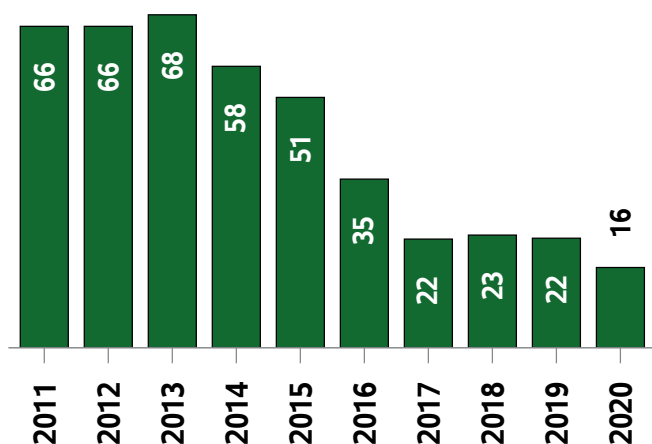
Sales Activity (November Year-to-date)



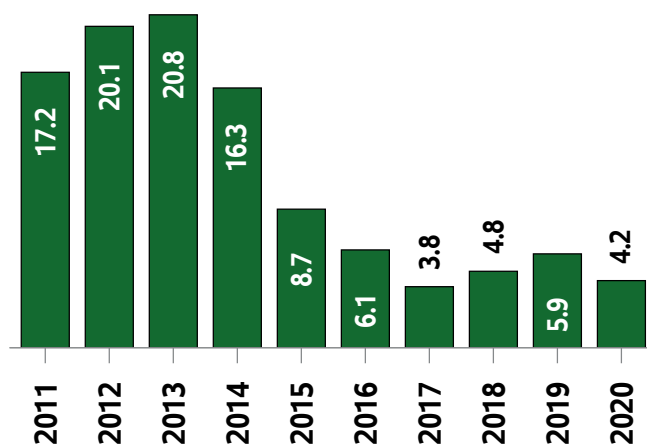
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Golden MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	4	-20.0	33.3	-50.0	0.0	-20.0	300.0
Dollar Volume	\$1,921,000	51.5	82.2	16.1	77.3	-7.9	574.0
New Listings	5	0.0	25.0	-37.5	-16.7	-16.7	-16.7
Active Listings	24	-7.7	26.3	20.0	-33.3	-52.9	-53.8
Sales to New Listings Ratio ¹	80.0	100.0	75.0	100.0	66.7	83.3	16.7
Months of Inventory ²	6.0	5.2	6.3	2.5	9.0	10.2	52.0
Average Price	\$480,250	89.4	36.7	132.3	77.3	15.1	68.5
Median Price	\$478,500	84.4	54.4	214.8	49.2	40.7	67.9
Sales to List Price Ratio	97.9	96.8	94.7	87.1	90.4	94.0	98.3
Median Days on Market	23.0	44.0	35.0	53.0	118.5	197.0	11.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	43	2.4	-18.9	-32.8	-33.8	19.4	34.4
Dollar Volume	\$15,615,500	12.2	-17.3	-16.8	-7.1	54.8	87.3
New Listings	54	-19.4	-22.9	-34.1	-48.6	-50.0	-62.0
Active Listings ³	16	-26.7	-28.7	-26.1	-67.9	-75.9	-66.5
Sales to New Listings Ratio ⁴	79.6	62.7	75.7	78.0	61.9	33.3	22.5
Months of Inventory ⁵	4.2	5.9	4.8	3.8	8.7	20.8	16.9
Average Price	\$363,151	9.6	1.9	23.9	40.4	29.6	39.4
Median Price	\$369,000	1.9	1.7	17.5	34.2	29.0	26.2
Sales to List Price Ratio	96.3	95.6	95.9	94.6	95.2	94.2	93.1
Median Days on Market	29.0	51.0	34.0	42.0	102.0	114.5	25.0

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

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

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

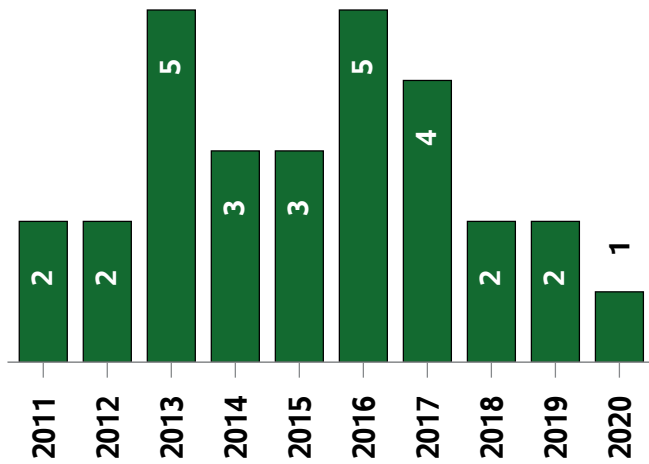
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

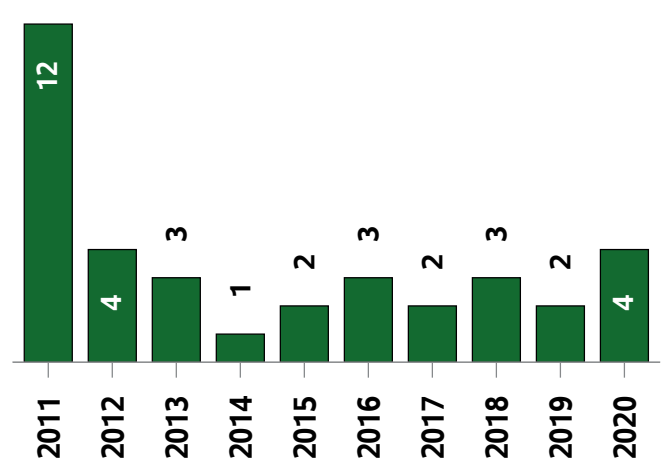
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

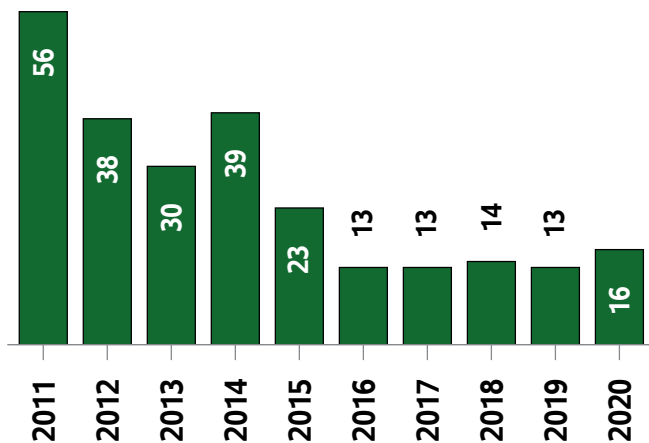
Sales Activity (November only)



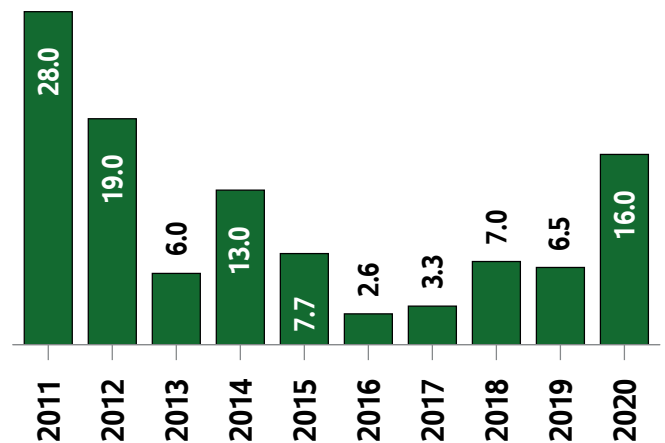
New Listings (November only)



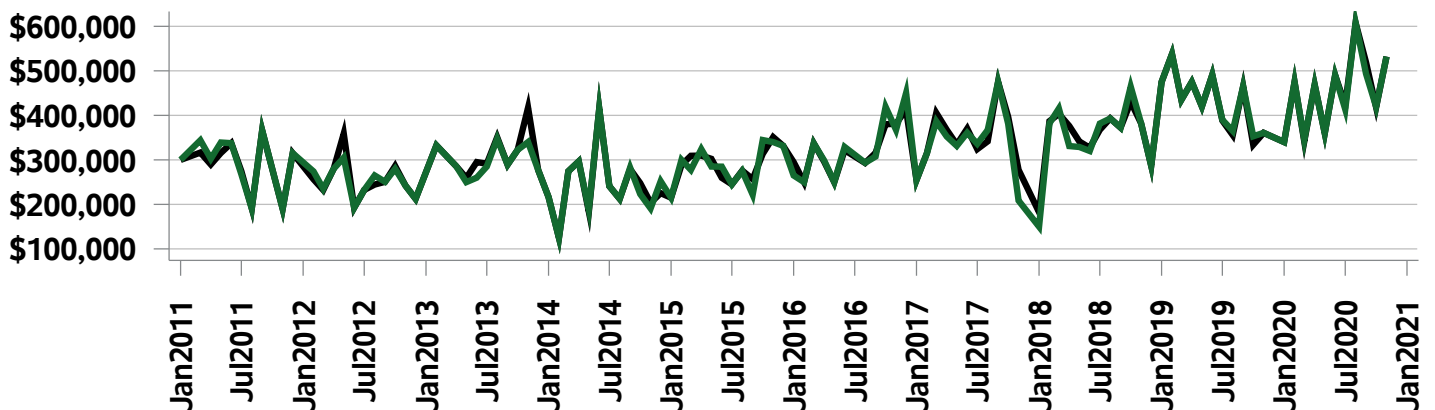
Active Listings (November only)



Months of Inventory (November only)

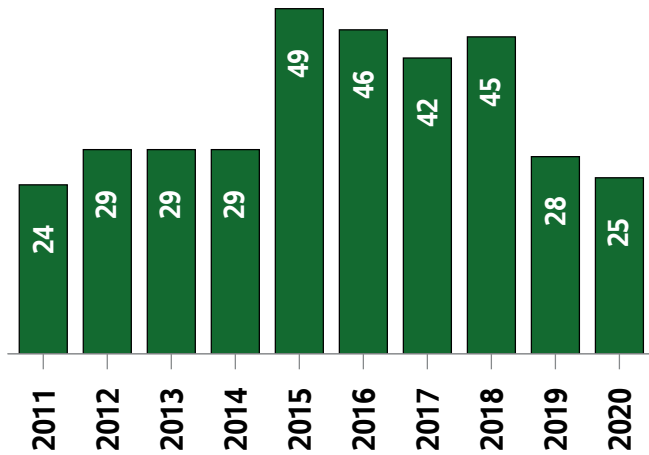


Average Price and Median Price

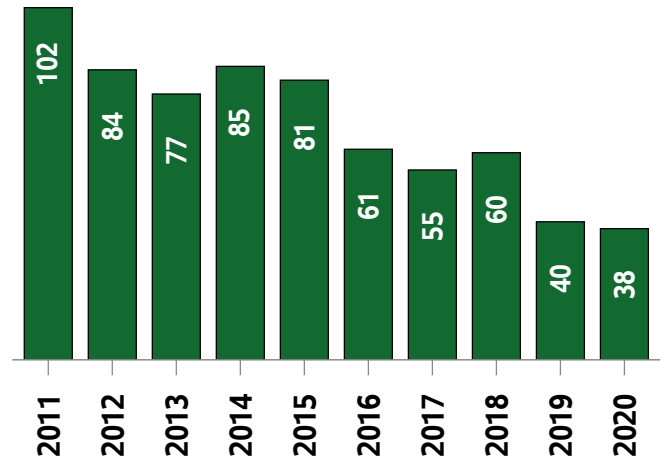


Golden MLS® Single Family Market Activity

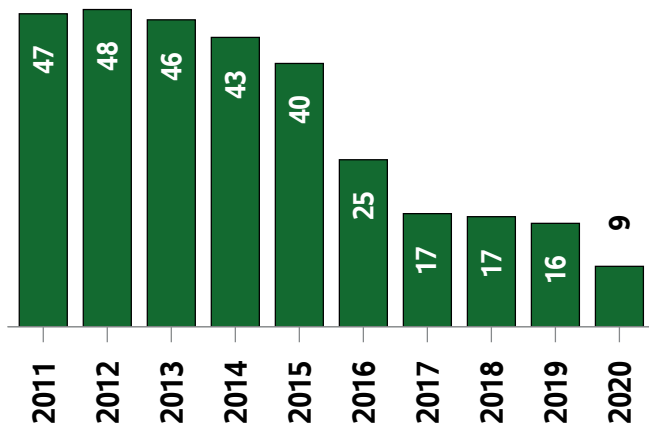
Sales Activity (November Year-to-date)



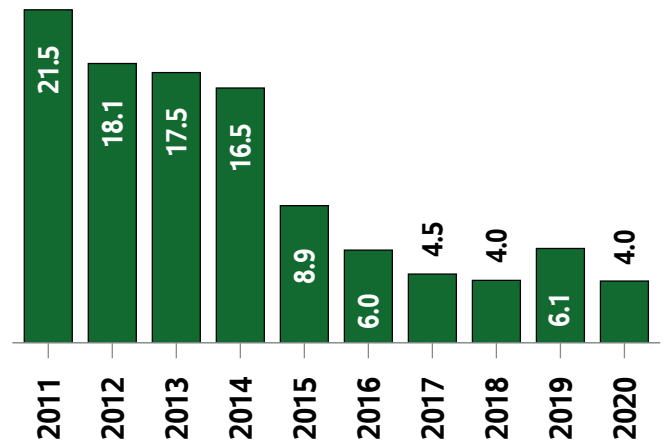
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Golden MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	1	-50.0	-50.0	-75.0	-66.7	-80.0	0.0
Dollar Volume	\$532,000	-26.3	-30.4	-52.1	-49.5	-74.5	86.7
New Listings	4	100.0	33.3	100.0	100.0	33.3	33.3
Active Listings	16	23.1	14.3	23.1	-30.4	-46.7	-48.4
Sales to New Listings Ratio ¹	25.0	100.0	66.7	200.0	150.0	166.7	33.3
Months of Inventory ²	16.0	6.5	7.0	3.3	7.7	6.0	31.0
Average Price	\$532,000	47.5	39.3	91.6	51.5	27.5	86.7
Median Price	\$532,000	47.5	39.3	155.2	56.5	56.5	86.7
Sales to List Price Ratio	100.6	96.9	93.5	87.7	95.3	94.0	98.3
Median Days on Market	15.0	107.0	44.5	74.0	105.0	197.0	11.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	25	-10.7	-44.4	-40.5	-49.0	-13.8	0.0
Dollar Volume	\$11,050,500	-3.6	-33.5	-25.0	-21.7	19.3	45.9
New Listings	38	-5.0	-36.7	-30.9	-53.1	-50.6	-62.7
Active Listings ³	9	-41.5	-45.1	-46.5	-77.0	-80.3	-73.5
Sales to New Listings Ratio ⁴	65.8	70.0	75.0	76.4	60.5	37.7	24.5
Months of Inventory ⁵	4.0	6.1	4.0	4.5	8.9	17.5	15.1
Average Price	\$442,020	7.9	19.7	26.1	53.4	38.4	45.9
Median Price	\$444,000	12.5	16.8	27.8	51.0	48.0	46.5
Sales to List Price Ratio	97.3	96.6	95.9	95.3	95.8	94.8	93.8
Median Days on Market	26.0	66.5	35.0	36.5	101.0	123.0	24.0

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

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

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

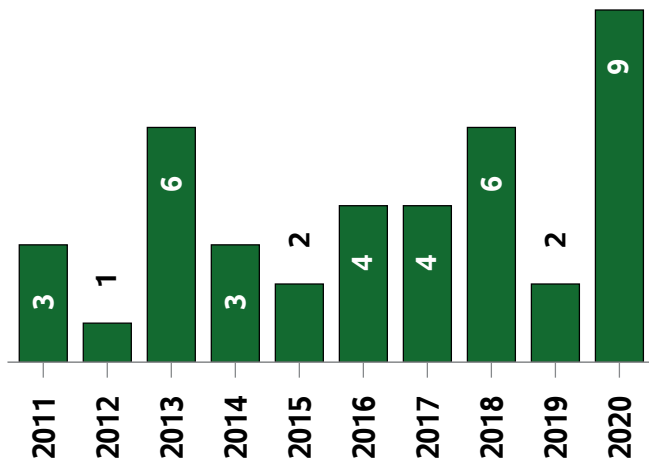
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

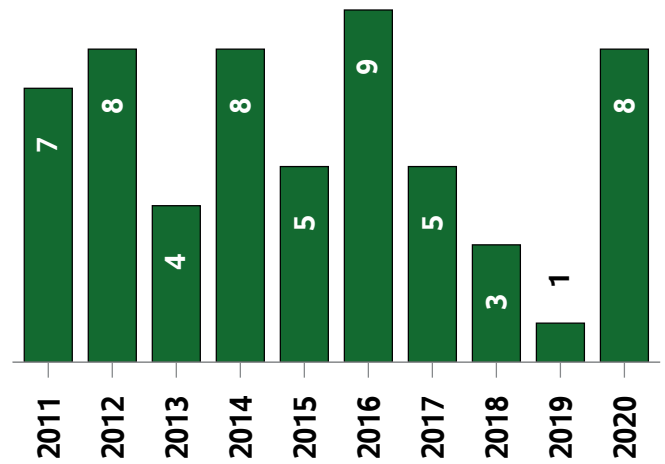
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Residential Market Activity

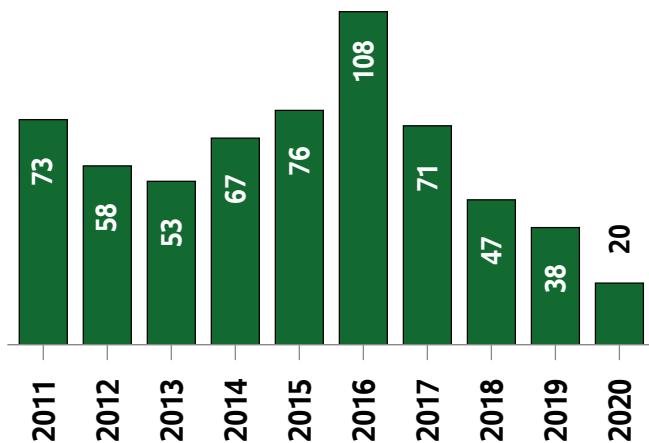
Sales Activity (November only)



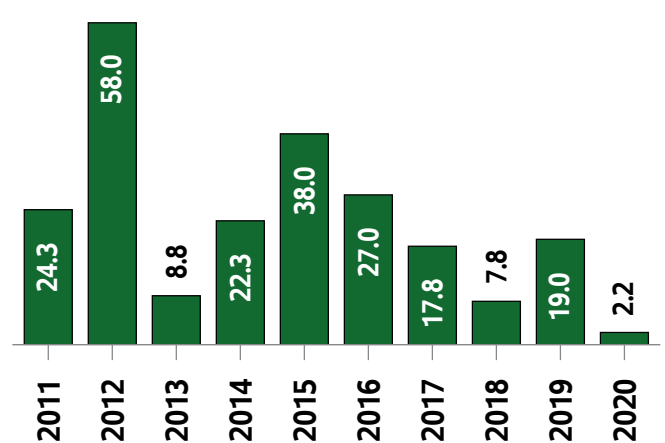
New Listings (November only)



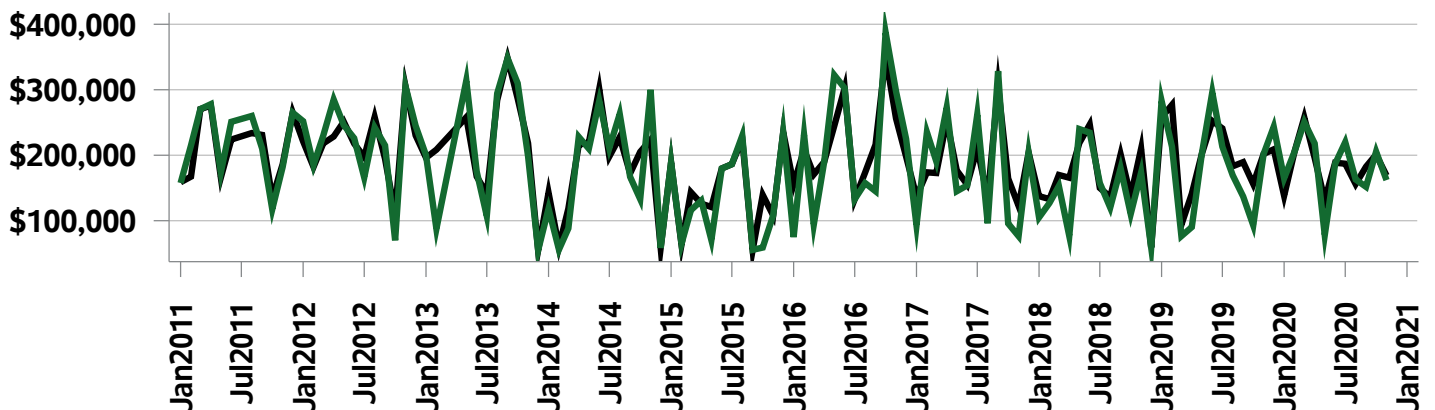
Active Listings (November only)



Months of Inventory (November only)



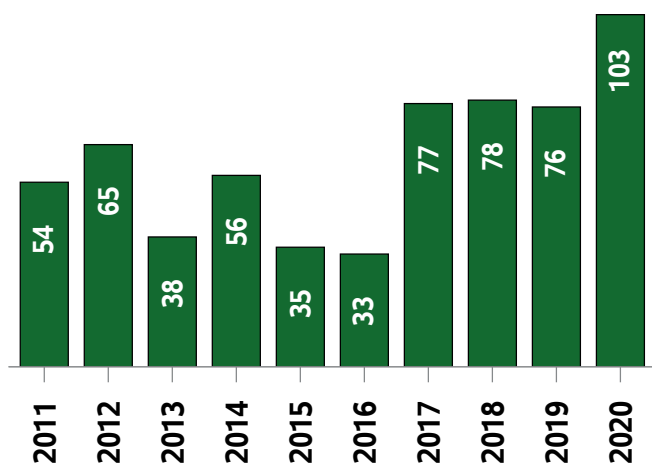
Average Price and Median Price



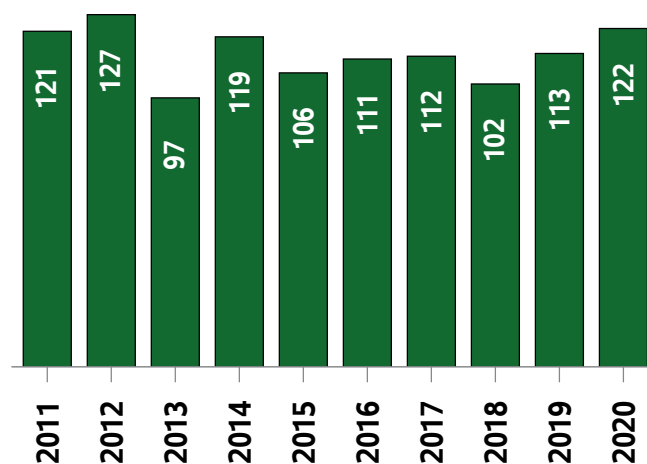
Elkford

MLS® Residential Market Activity

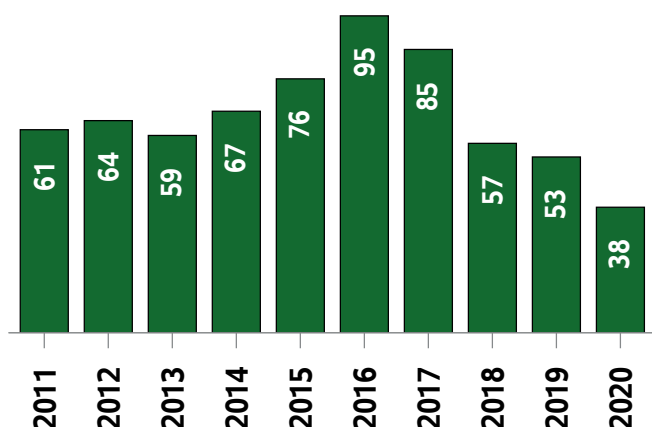
Sales Activity (November Year-to-date)



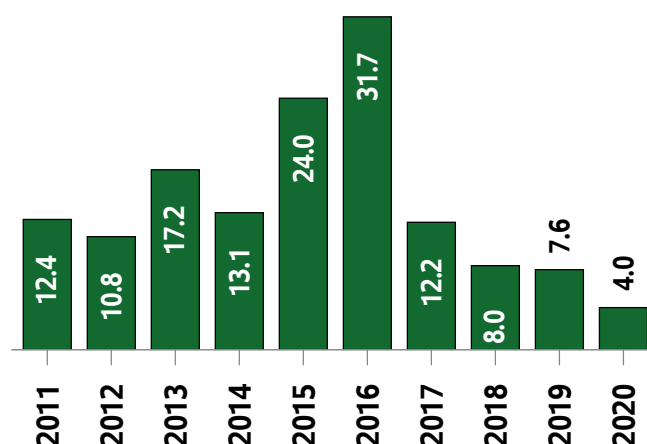
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Elkford

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	9	350.0	50.0	125.0	350.0	50.0	350.0
Dollar Volume	\$1,521,000	276.5	20.8	209.9	604.2	16.1	604.2
New Listings	8	700.0	166.7	60.0	60.0	100.0	14.3
Active Listings	20	-47.4	-57.4	-71.8	-73.7	-62.3	-54.5
Sales to New Listings Ratio ¹	112.5	200.0	200.0	80.0	40.0	150.0	28.6
Months of Inventory ²	2.2	19.0	7.8	17.8	38.0	8.8	22.0
Average Price	\$169,000	-16.3	-19.5	37.7	56.5	-22.6	56.5
Median Price	\$162,000	-19.8	-6.6	111.9	50.0	-18.4	50.0
Sales to List Price Ratio	95.8	95.8	93.7	93.4	89.4	94.4	92.9
Median Days on Market	27.0	127.5	246.0	266.0	110.5	140.5	3.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	103	35.5	32.1	33.8	194.3	171.1	368.2
Dollar Volume	\$18,631,900	21.9	34.1	32.9	283.6	122.0	392.4
New Listings	122	8.0	19.6	8.9	15.1	25.8	31.2
Active Listings ³	38	-28.6	-33.7	-55.7	-50.5	-36.3	3.7
Sales to New Listings Ratio ⁴	84.4	67.3	76.5	68.8	33.0	39.2	23.7
Months of Inventory ⁵	4.0	7.6	8.0	12.2	24.0	17.2	18.2
Average Price	\$180,892	-10.1	1.5	-0.7	30.4	-18.1	5.2
Median Price	\$166,500	-9.8	3.4	5.7	119.0	-20.0	18.9
Sales to List Price Ratio	95.6	95.6	94.8	94.8	93.4	94.3	94.1
Median Days on Market	48.0	74.0	107.5	167.0	153.0	93.0	28.0

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

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

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

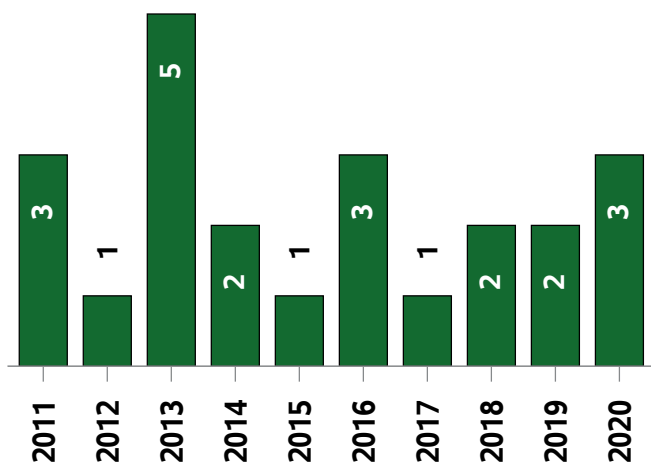
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

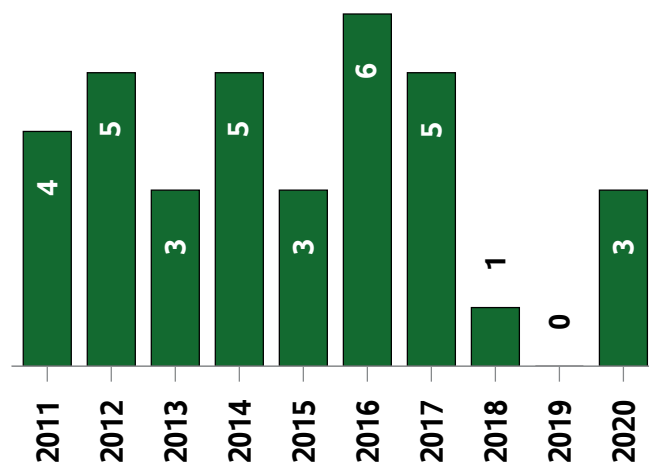
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Elkford MLS® Single Family Market Activity

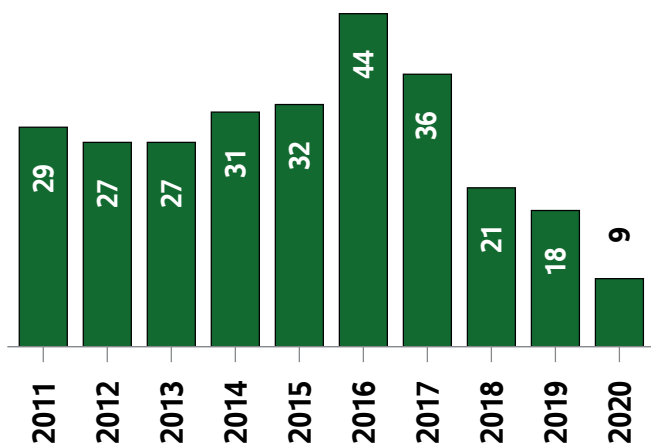
Sales Activity (November only)



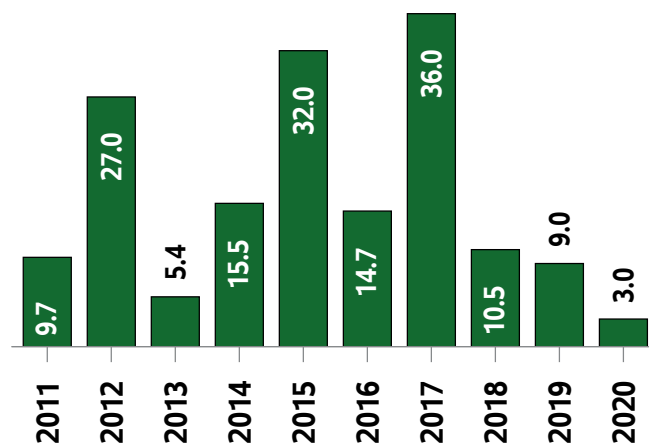
New Listings (November only)



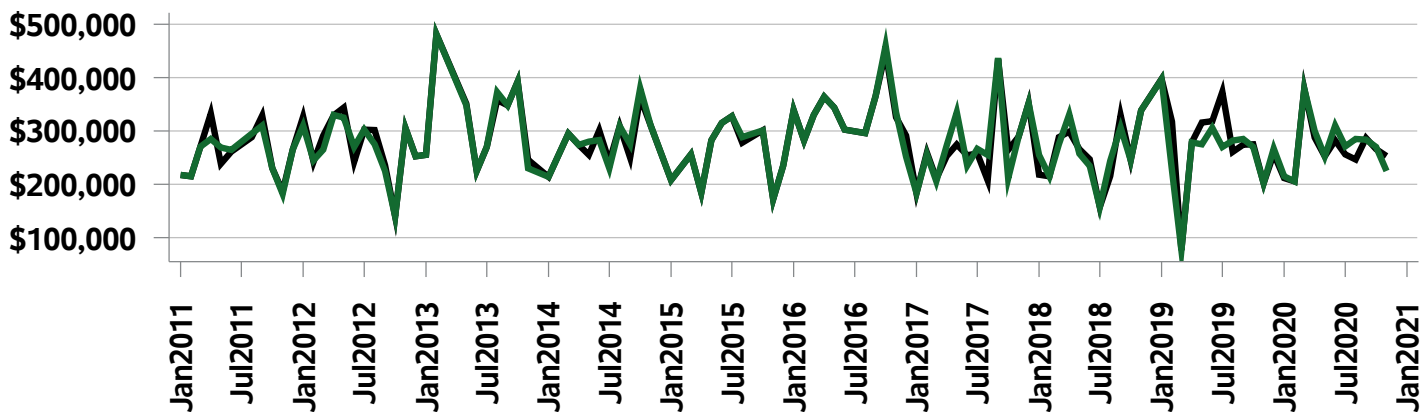
Active Listings (November only)



Months of Inventory (November only)

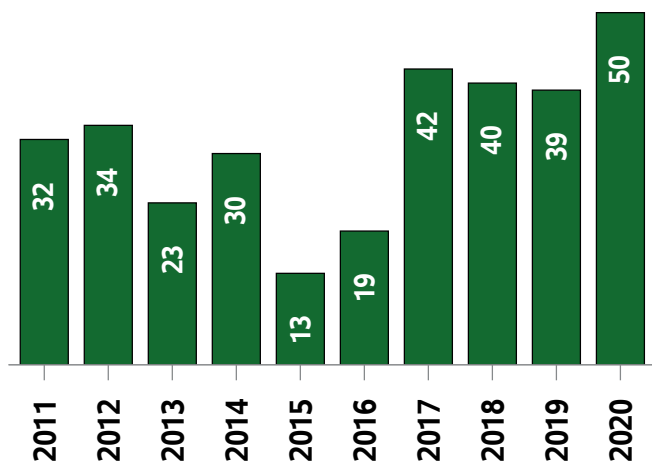


Average Price and Median Price

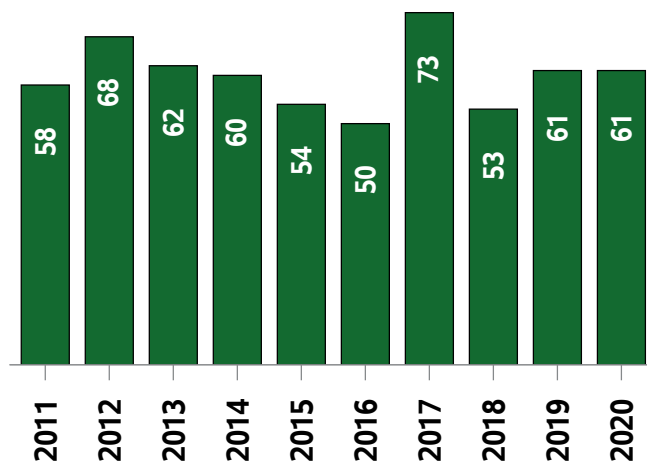


Elkford MLS® Single Family Market Activity

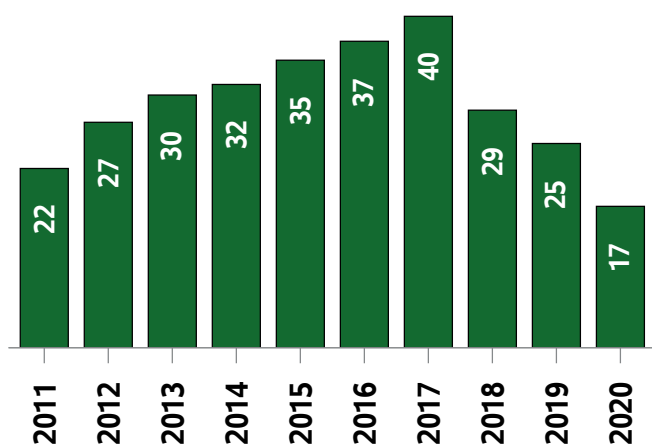
Sales Activity (November Year-to-date)



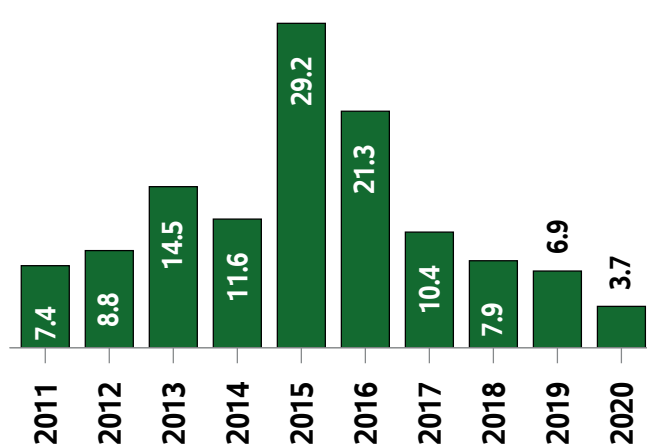
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Elkford

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	3	50.0	50.0	200.0	200.0	-40.0	—
Dollar Volume	\$759,000	87.9	12.1	162.6	341.3	-38.3	—
New Listings	3	—	200.0	-40.0	0.0	0.0	200.0
Active Listings	9	-50.0	-57.1	-75.0	-71.9	-66.7	-43.8
Sales to New Listings Ratio ¹	100.0	—	200.0	20.0	33.3	166.7	—
Months of Inventory ²	3.0	9.0	10.5	36.0	32.0	5.4	—
Average Price	\$253,000	25.2	-25.3	-12.5	47.1	2.8	—
Median Price	\$225,000	11.4	-33.5	-22.1	30.8	-2.2	—
Sales to List Price Ratio	99.1	95.8	97.0	98.3	90.5	95.5	—
Median Days on Market	46.0	127.5	374.5	81.0	32.0	112.0	—
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	50	28.2	25.0	19.0	284.6	117.4	257.1
Dollar Volume	\$13,260,300	14.1	26.9	18.6	299.3	81.6	331.4
New Listings	61	0.0	15.1	-16.4	13.0	-1.6	24.5
Active Listings ³	17	-30.7	-40.4	-57.3	-50.8	-44.0	-15.8
Sales to New Listings Ratio ⁴	82.0	63.9	75.5	57.5	24.1	37.1	28.6
Months of Inventory ⁵	3.7	6.9	7.9	10.4	29.2	14.5	15.9
Average Price	\$265,206	-11.0	1.5	-0.4	3.8	-16.5	20.8
Median Price	\$276,500	-1.6	8.4	6.8	2.0	-10.2	11.7
Sales to List Price Ratio	96.3	96.0	95.7	96.0	95.1	96.1	94.4
Median Days on Market	47.5	64.0	111.0	116.0	63.0	87.0	35.0

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

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

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

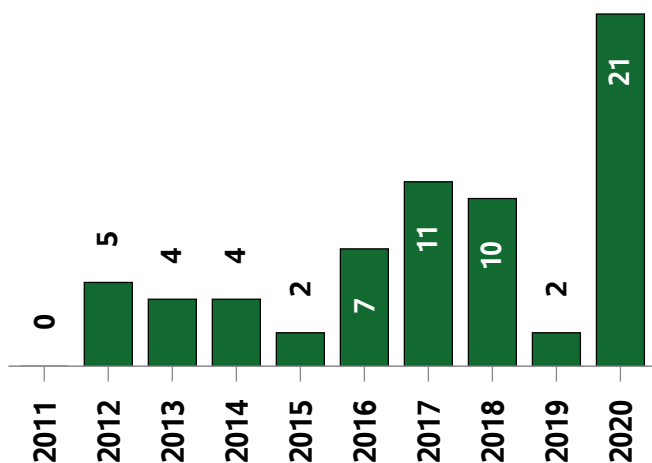
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

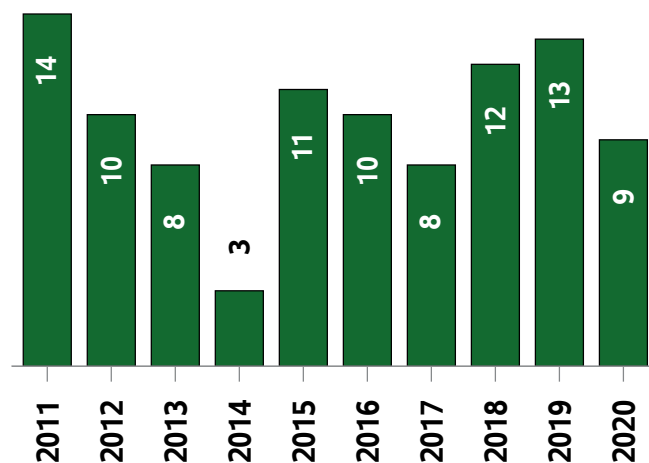
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

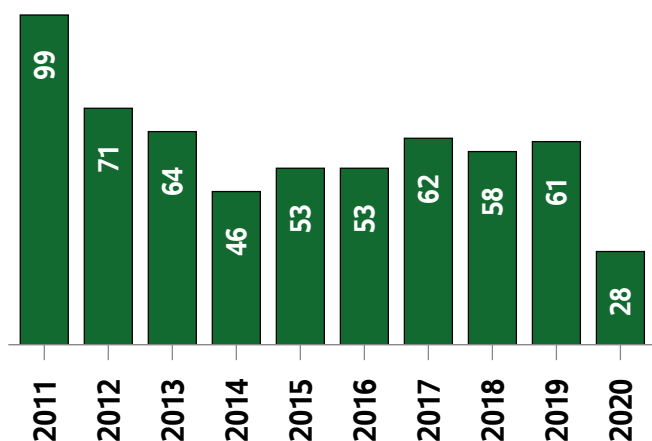
Sales Activity (November only)



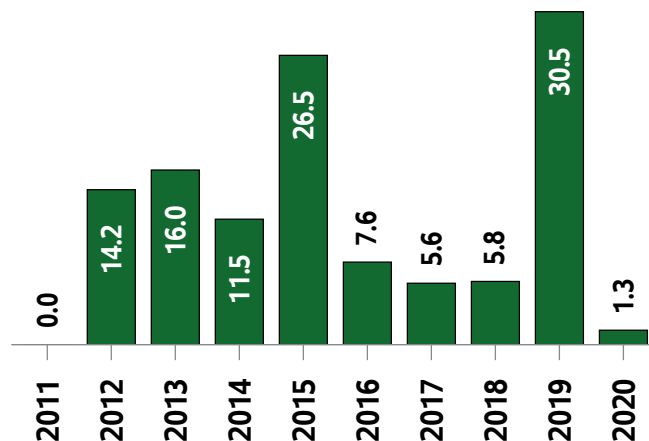
New Listings (November only)



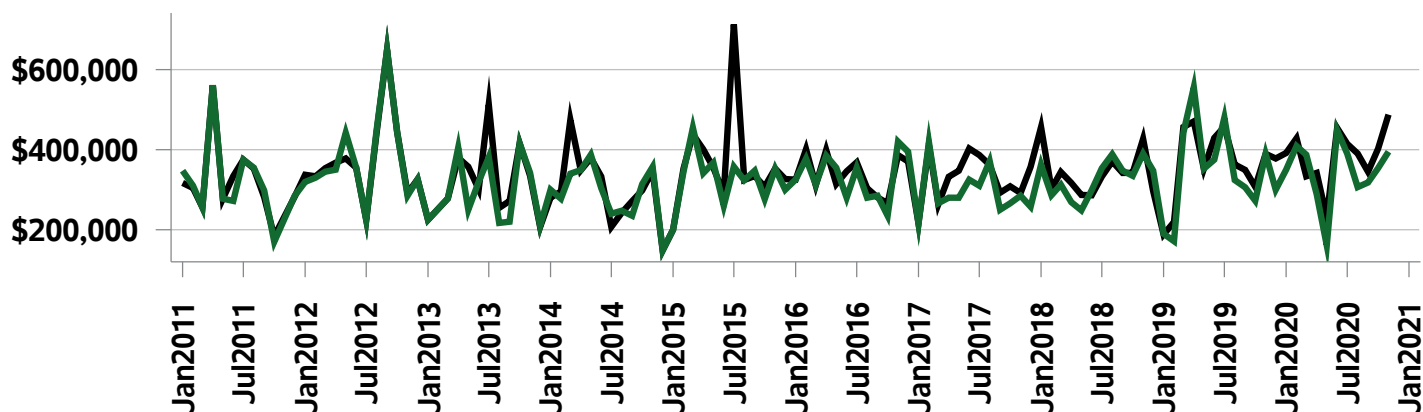
Active Listings (November only)



Months of Inventory (November only)

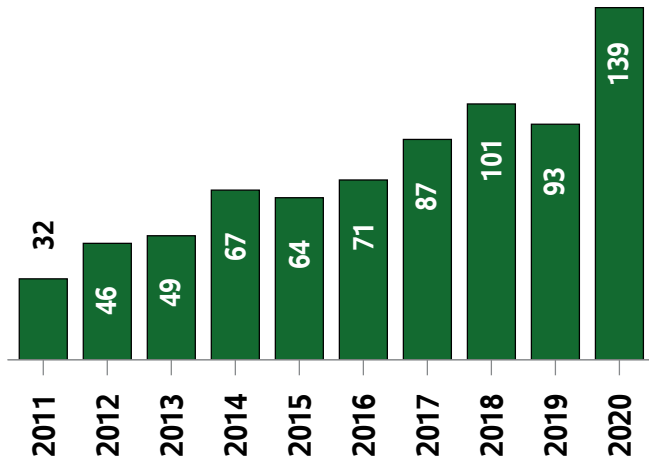


Average Price and Median Price

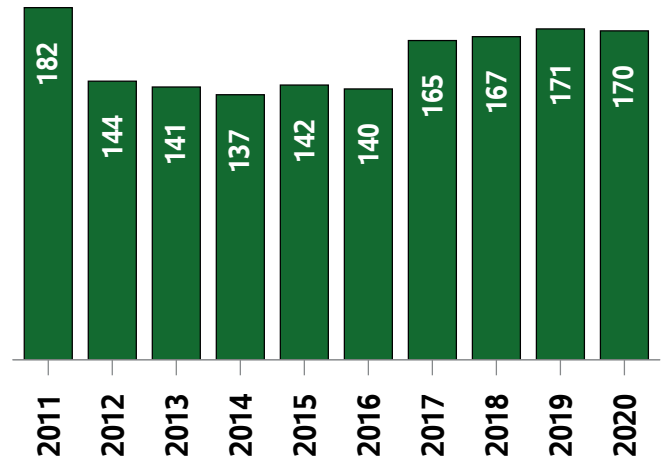


Invermere MLS® Residential Market Activity

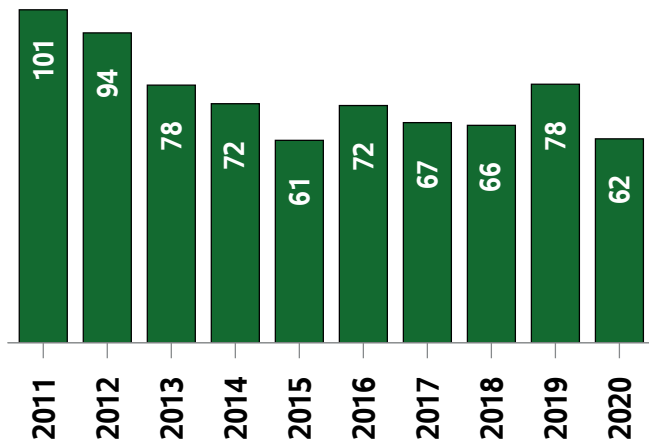
Sales Activity (November Year-to-date)



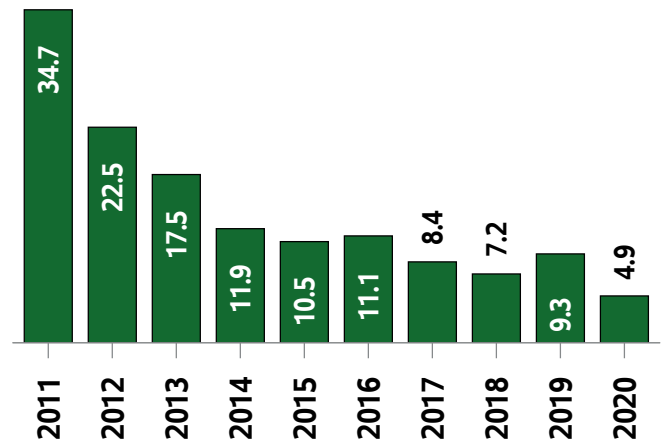
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Invermere

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	21	950.0	110.0	90.9	950.0	425.0	—
Dollar Volume	\$10,240,711	1,214.6	139.9	219.1	1,351.6	664.5	—
New Listings	9	-30.8	-25.0	12.5	-18.2	12.5	12.5
Active Listings	28	-54.1	-51.7	-54.8	-47.2	-56.3	-59.4
Sales to New Listings Ratio ¹	233.3	15.4	83.3	137.5	18.2	50.0	—
Months of Inventory ²	1.3	30.5	5.8	5.6	26.5	16.0	—
Average Price	\$487,653	25.2	14.2	67.1	38.2	45.6	—
Median Price	\$395,000	1.4	1.3	38.6	12.0	15.4	—
Sales to List Price Ratio	97.9	94.2	96.4	96.9	96.3	94.2	—
Median Days on Market	47.0	84.5	85.5	23.0	33.0	86.0	—
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	139	49.5	37.6	59.8	117.2	183.7	561.9
Dollar Volume	\$55,358,182	58.6	60.1	84.9	119.6	223.3	620.1
New Listings	170	-0.6	1.8	3.0	19.7	20.6	0.6
Active Listings ³	62	-21.1	-6.2	-7.4	0.7	-20.8	-16.7
Sales to New Listings Ratio ⁴	81.8	54.4	60.5	52.7	45.1	34.8	12.4
Months of Inventory ⁵	4.9	9.3	7.2	8.4	10.5	17.5	38.9
Average Price	\$398,260	6.1	16.3	15.7	1.1	14.0	8.8
Median Price	\$369,000	1.1	13.6	21.0	5.4	29.5	13.5
Sales to List Price Ratio	96.8	96.6	95.7	95.8	95.8	94.7	93.4
Median Days on Market	69.0	82.0	79.0	49.0	87.0	68.0	55.0

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

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

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

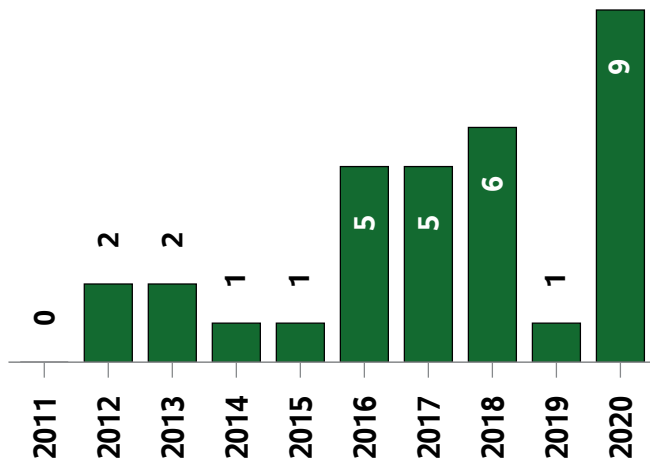
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

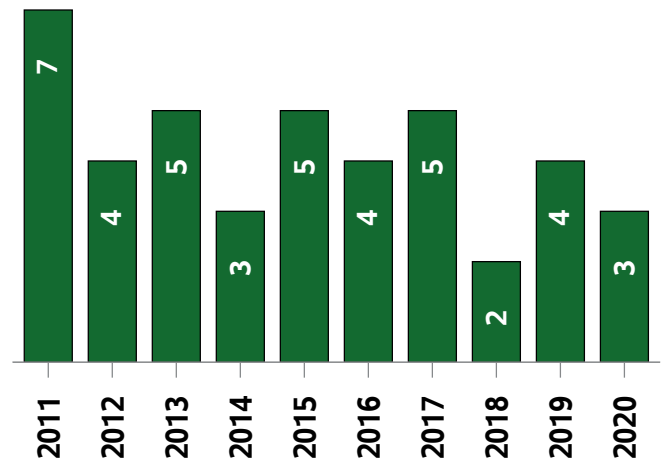
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

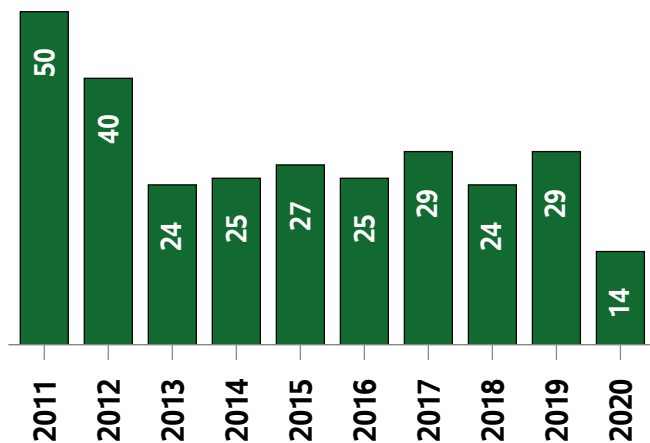
Sales Activity (November only)



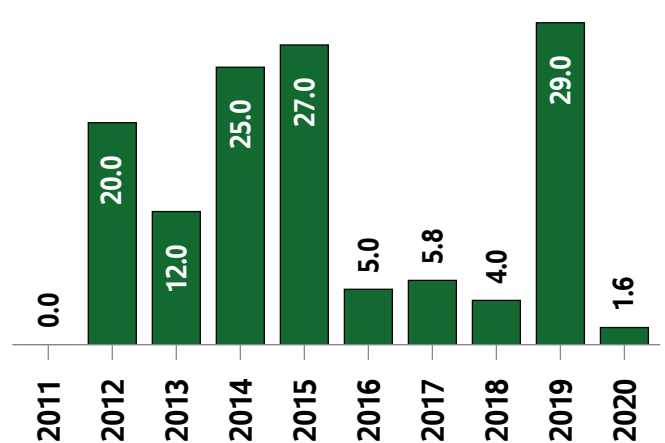
New Listings (November only)



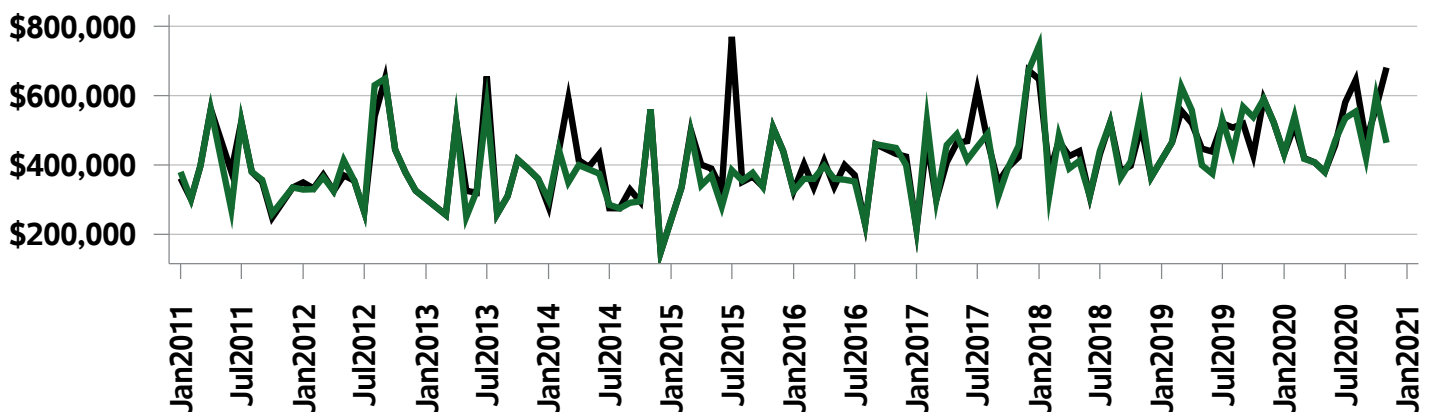
Active Listings (November only)



Months of Inventory (November only)

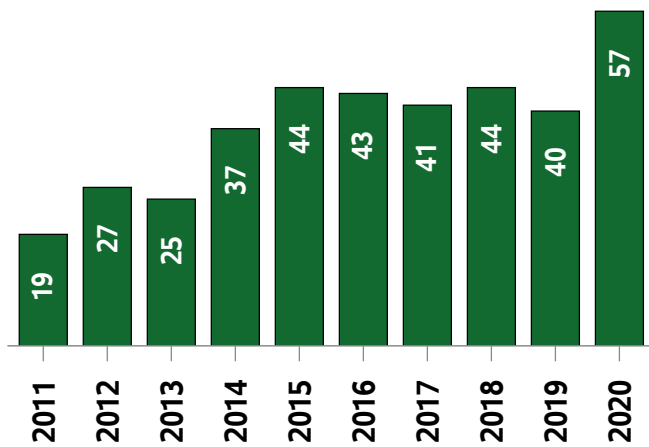


Average Price and Median Price

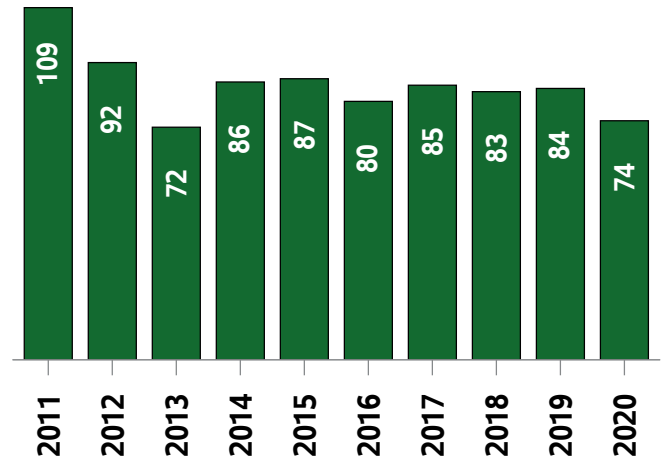


Invermere MLS® Single Family Market Activity

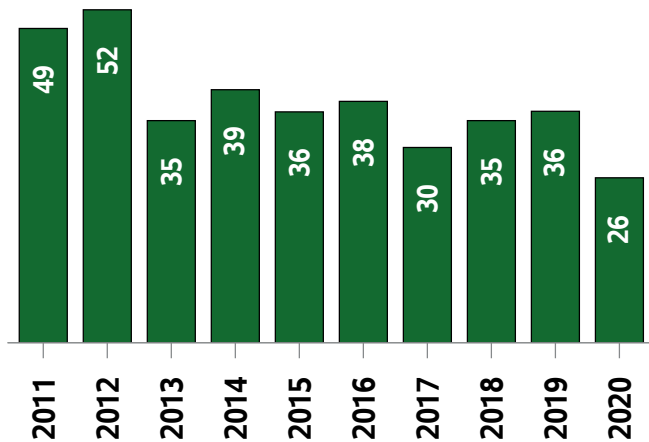
Sales Activity (November Year-to-date)



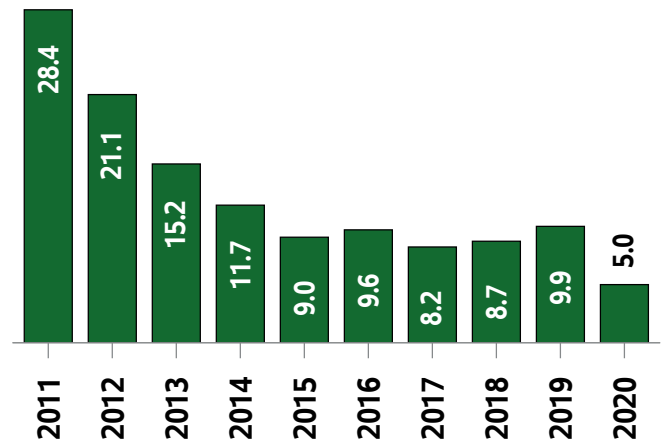
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Invermere

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	9	800.0	50.0	80.0	800.0	350.0	—
Dollar Volume	\$6,128,000	938.6	99.6	190.0	1,107.5	688.2	—
New Listings	3	-25.0	50.0	-40.0	-40.0	-40.0	0.0
Active Listings	14	-51.7	-41.7	-51.7	-48.1	-41.7	-53.3
Sales to New Listings Ratio ¹	300.0	25.0	300.0	100.0	20.0	40.0	—
Months of Inventory ²	1.6	29.0	4.0	5.8	27.0	12.0	—
Average Price	\$680,889	15.4	33.1	61.1	34.2	75.1	—
Median Price	\$464,000	-21.4	-17.1	2.0	-8.6	19.4	—
Sales to List Price Ratio	97.3	93.8	96.6	96.9	97.8	96.4	—
Median Days on Market	47.0	106.0	183.5	23.0	46.0	43.5	—
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	57	42.5	29.5	39.0	29.5	128.0	256.3
Dollar Volume	\$30,625,199	54.2	55.2	69.3	52.9	181.0	390.0
New Listings	74	-11.9	-10.8	-12.9	-14.9	2.8	-18.7
Active Listings ³	26	-28.7	-25.7	-15.5	-28.5	-25.7	-31.3
Sales to New Listings Ratio ⁴	77.0	47.6	53.0	48.2	50.6	34.7	17.6
Months of Inventory ⁵	5.0	9.9	8.7	8.2	9.0	15.2	25.8
Average Price	\$537,284	8.2	19.8	21.8	18.1	23.3	37.6
Median Price	\$470,000	-10.3	11.0	3.3	27.9	31.5	21.3
Sales to List Price Ratio	97.1	96.5	95.6	95.2	95.7	95.4	93.8
Median Days on Market	56.0	59.0	75.0	41.0	55.5	95.0	39.0

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

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

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

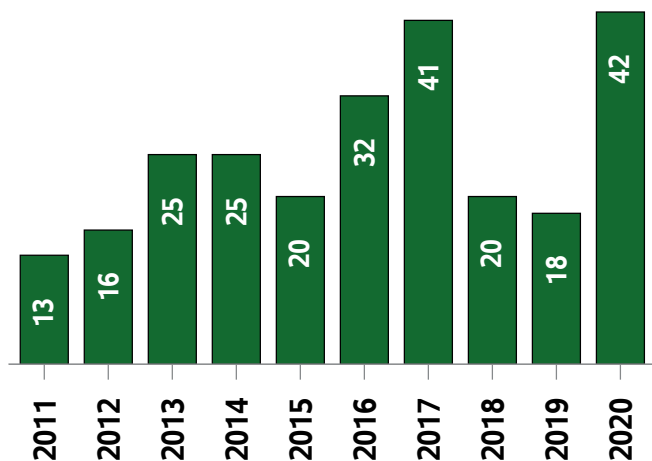
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

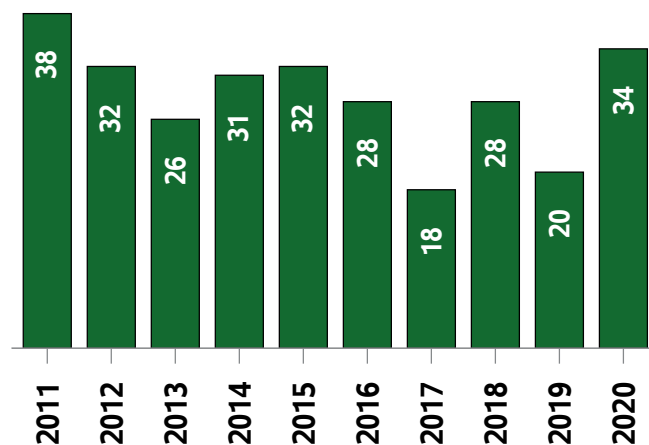
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Residential Market Activity

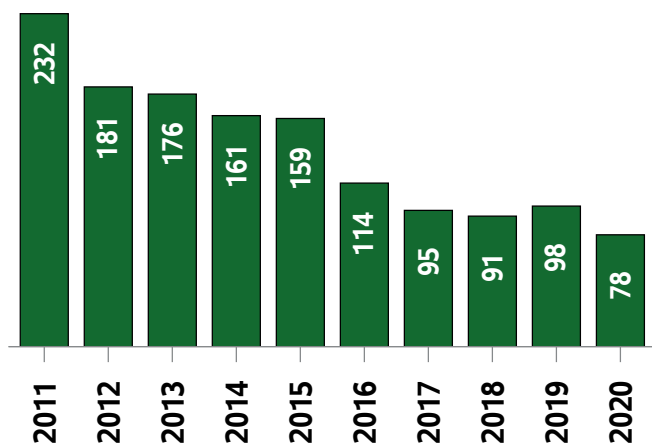
Sales Activity (November only)



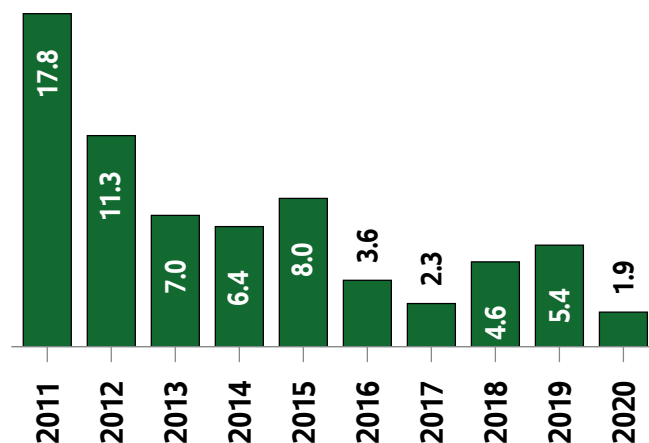
New Listings (November only)



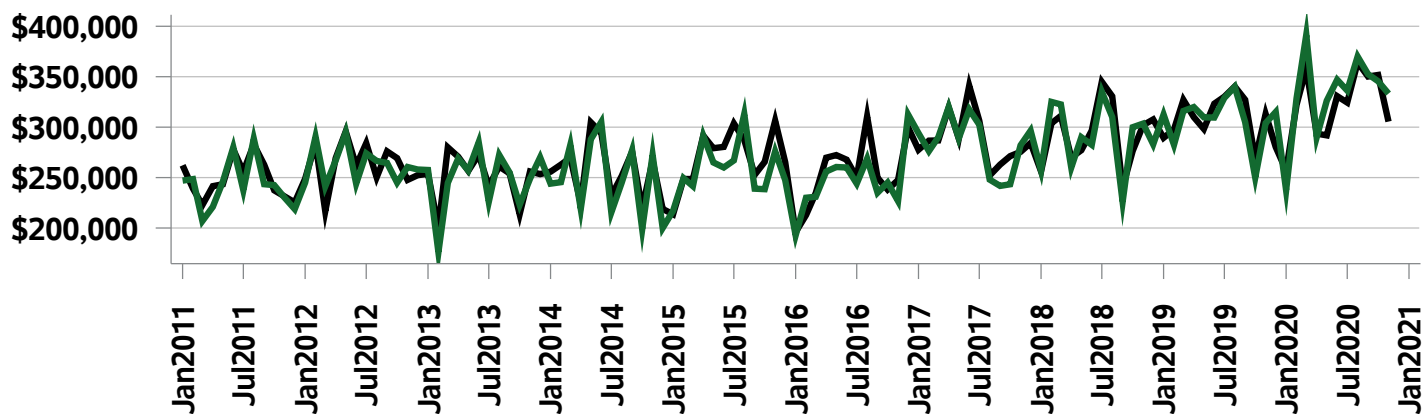
Active Listings (November only)



Months of Inventory (November only)

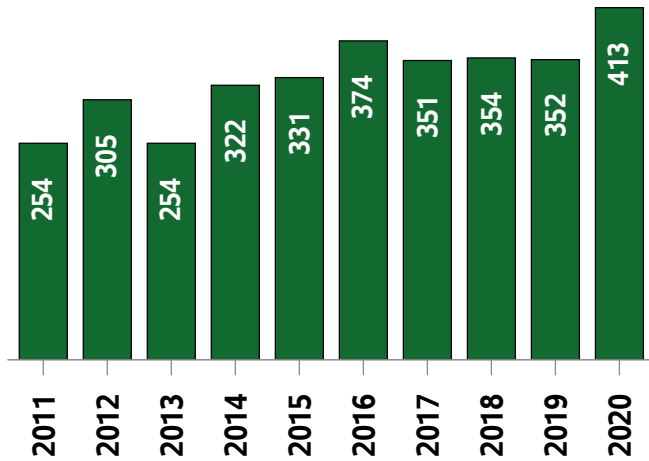


Average Price and Median Price

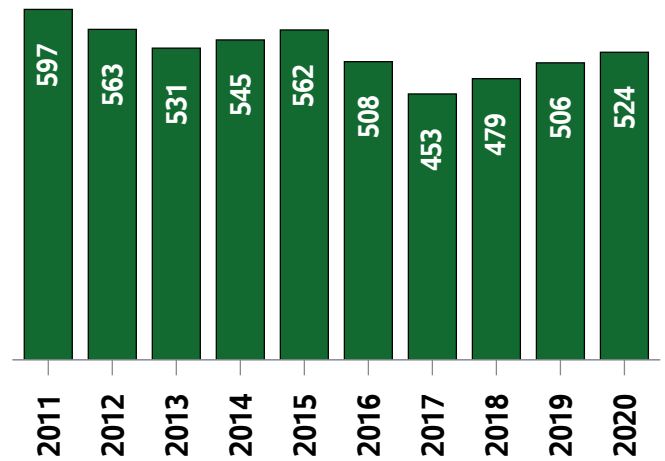


Cranbrook MLS® Residential Market Activity

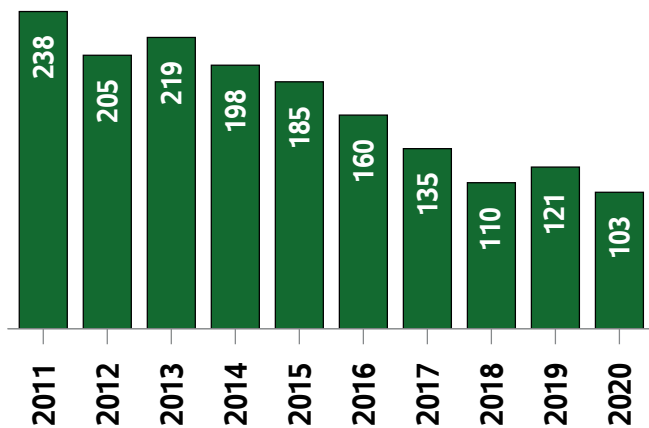
Sales Activity (November Year-to-date)



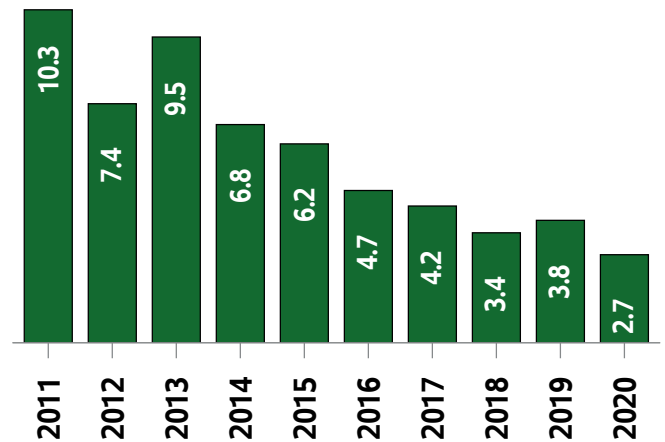
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Cranbrook

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	42	133.3	110.0	2.4	110.0	68.0	55.6
Dollar Volume	\$12,831,400	127.7	112.5	13.6	109.4	100.5	84.8
New Listings	34	70.0	21.4	88.9	6.3	30.8	-19.0
Active Listings	78	-20.4	-14.3	-17.9	-50.9	-55.7	-60.6
Sales to New Listings Ratio ¹	123.5	90.0	71.4	227.8	62.5	96.2	64.3
Months of Inventory ²	1.9	5.4	4.6	2.3	8.0	7.0	7.3
Average Price	\$305,510	-2.4	1.2	10.9	-0.3	19.3	18.8
Median Price	\$333,250	9.6	9.8	18.2	20.8	33.8	36.0
Sales to List Price Ratio	97.3	97.1	96.2	96.2	96.5	95.6	95.1
Median Days on Market	45.0	45.5	51.5	96.0	69.0	114.0	96.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	413	17.3	16.7	17.7	24.8	62.6	69.3
Dollar Volume	\$136,543,577	24.3	31.1	33.9	49.8	115.5	119.5
New Listings	524	3.6	9.4	15.7	-6.8	-1.3	-19.9
Active Listings ³	103	-15.6	-6.5	-24.2	-44.7	-53.1	-44.9
Sales to New Listings Ratio ⁴	78.8	69.6	73.9	77.5	58.9	47.8	37.3
Months of Inventory ⁵	2.7	3.8	3.4	4.2	6.2	9.5	8.4
Average Price	\$330,614	6.0	12.3	13.8	20.0	32.5	29.7
Median Price	\$338,000	8.9	12.9	18.6	30.0	36.0	34.9
Sales to List Price Ratio	97.8	96.8	97.4	96.9	96.4	95.9	96.3
Median Days on Market	35.0	43.0	43.0	54.5	59.0	64.5	37.5

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

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

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

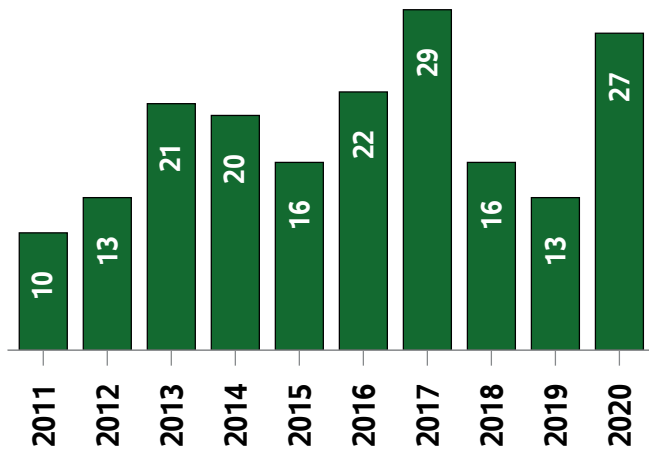
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

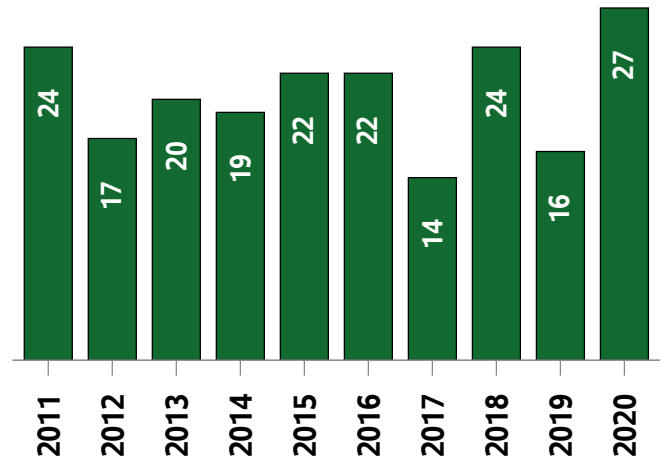
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

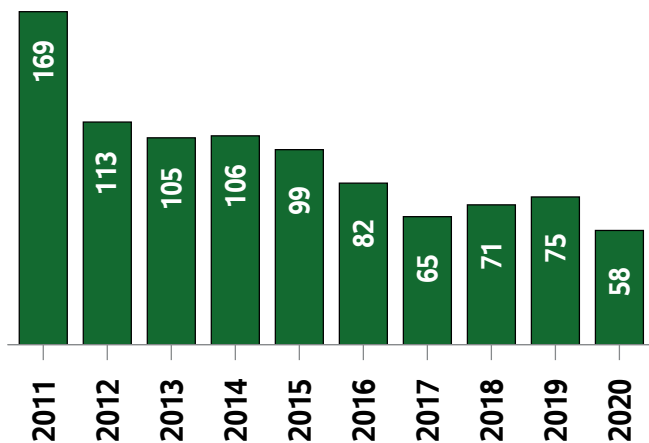
Sales Activity (November only)



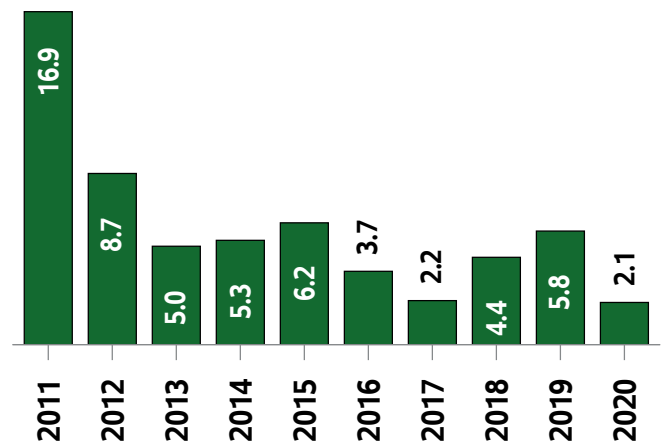
New Listings (November only)



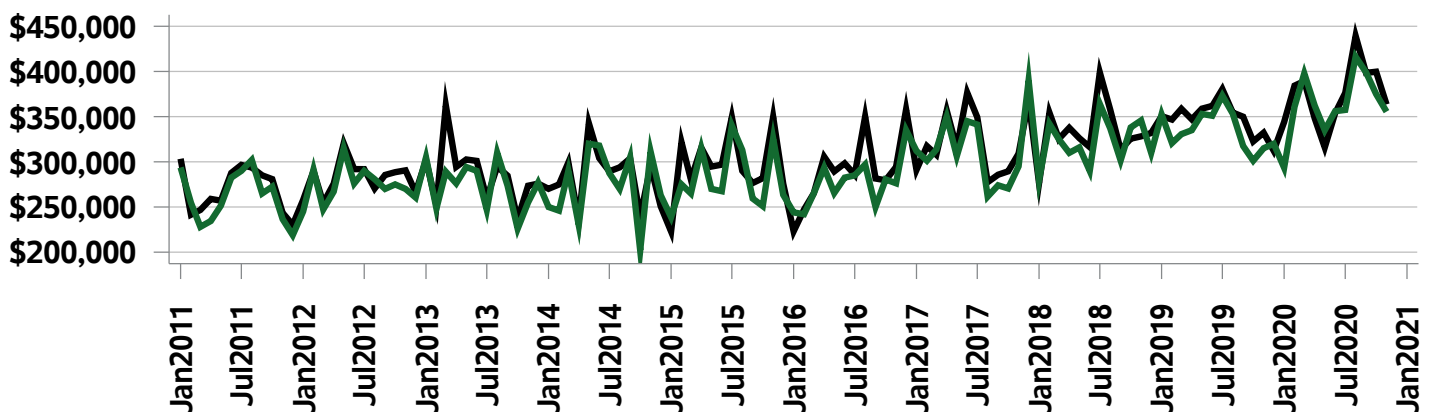
Active Listings (November only)



Months of Inventory (November only)

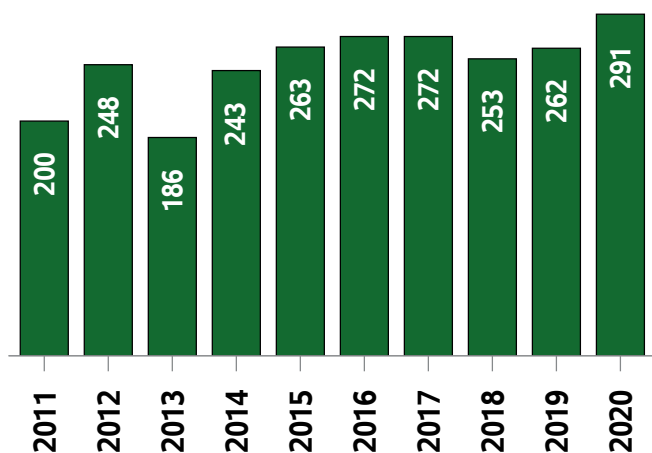


Average Price and Median Price

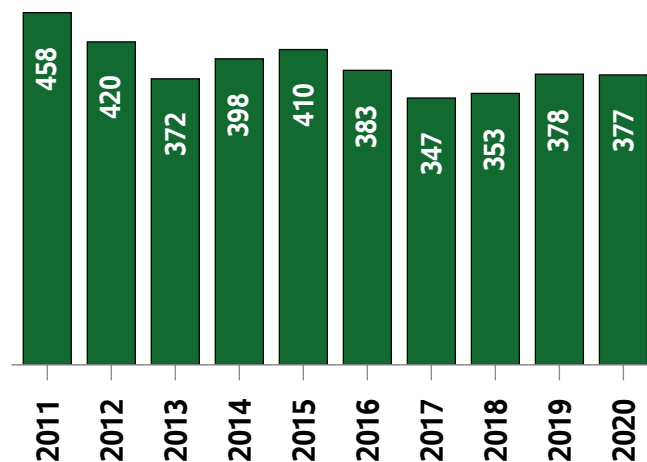


Cranbrook MLS® Single Family Market Activity

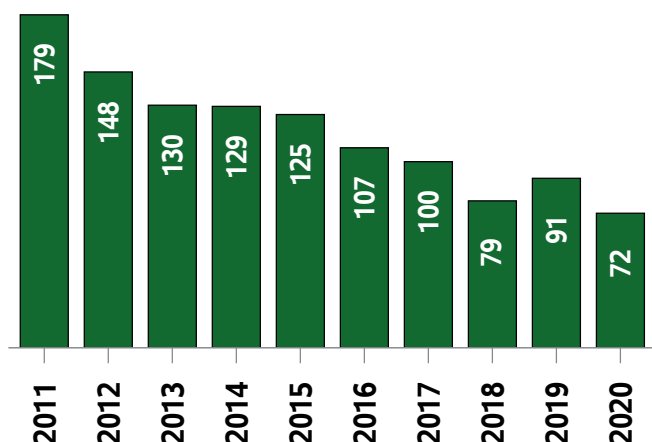
Sales Activity (November Year-to-date)



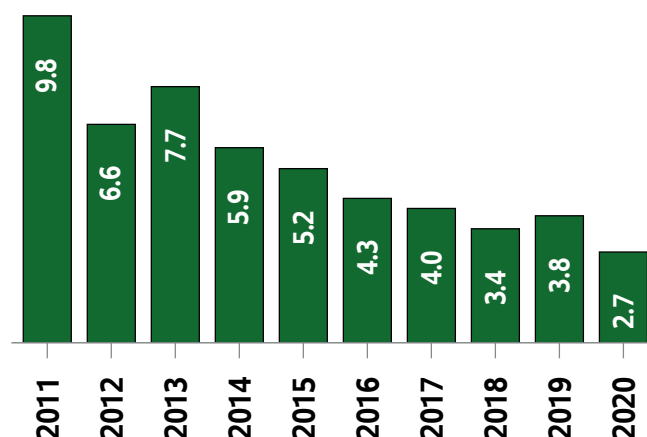
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Cranbrook

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	27	107.7	68.8	-6.9	68.8	28.6	17.4
Dollar Volume	\$9,815,450	127.3	86.9	9.5	75.5	70.9	53.9
New Listings	27	68.8	12.5	92.9	22.7	35.0	22.7
Active Listings	58	-22.7	-18.3	-10.8	-41.4	-44.8	-58.3
Sales to New Listings Ratio ¹	100.0	81.3	66.7	207.1	72.7	105.0	104.5
Months of Inventory ²	2.1	5.8	4.4	2.2	6.2	5.0	6.0
Average Price	\$363,535	9.4	10.8	17.6	4.0	32.9	31.1
Median Price	\$355,500	12.9	2.8	20.5	9.1	39.4	30.0
Sales to List Price Ratio	97.6	96.7	96.3	96.3	96.7	95.9	95.2
Median Days on Market	51.0	48.0	46.0	98.0	63.5	90.0	100.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	291	11.1	15.0	7.0	10.6	56.5	56.5
Dollar Volume	\$110,820,377	20.0	30.0	26.9	40.1	111.2	113.9
New Listings	377	-0.3	6.8	8.6	-8.0	1.3	-23.1
Active Listings ³	72	-20.6	-8.4	-27.7	-42.3	-44.5	-49.1
Sales to New Listings Ratio ⁴	77.2	69.3	71.7	78.4	64.1	50.0	38.0
Months of Inventory ⁵	2.7	3.8	3.4	4.0	5.2	7.7	8.4
Average Price	\$380,826	8.1	13.0	18.6	26.6	35.0	36.8
Median Price	\$367,000	7.9	12.9	19.0	35.4	37.5	35.3
Sales to List Price Ratio	98.2	97.2	97.6	97.2	96.6	96.5	96.7
Median Days on Market	34.0	43.0	40.0	58.0	57.0	62.5	37.0

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

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

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

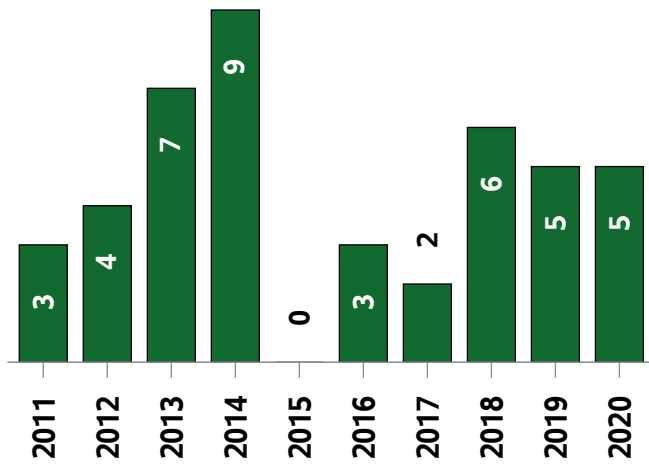
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

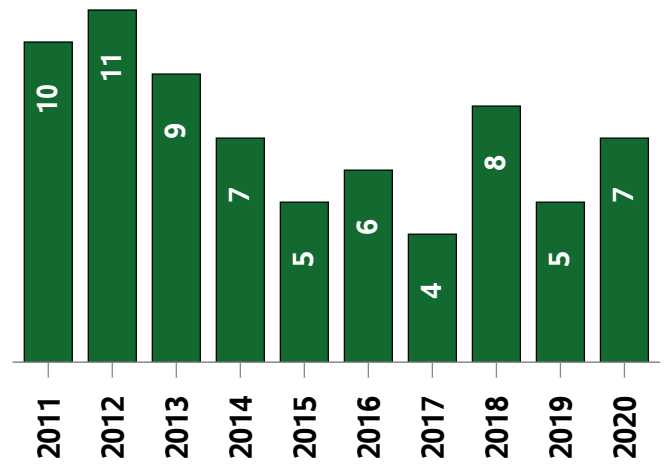
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

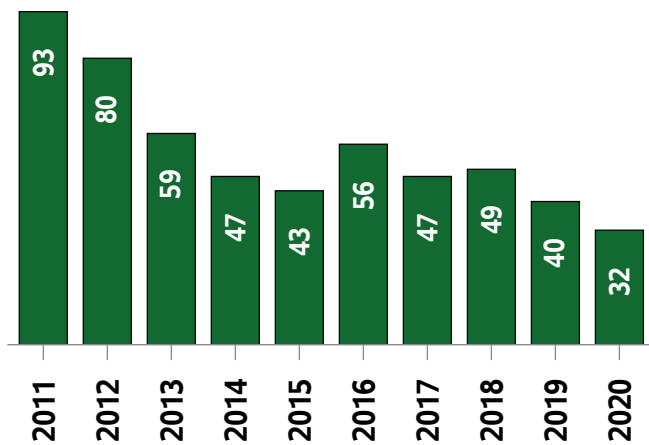
Sales Activity (November only)



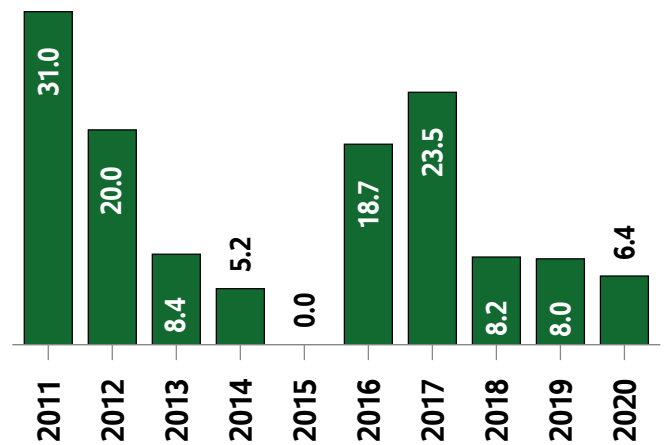
New Listings (November only)



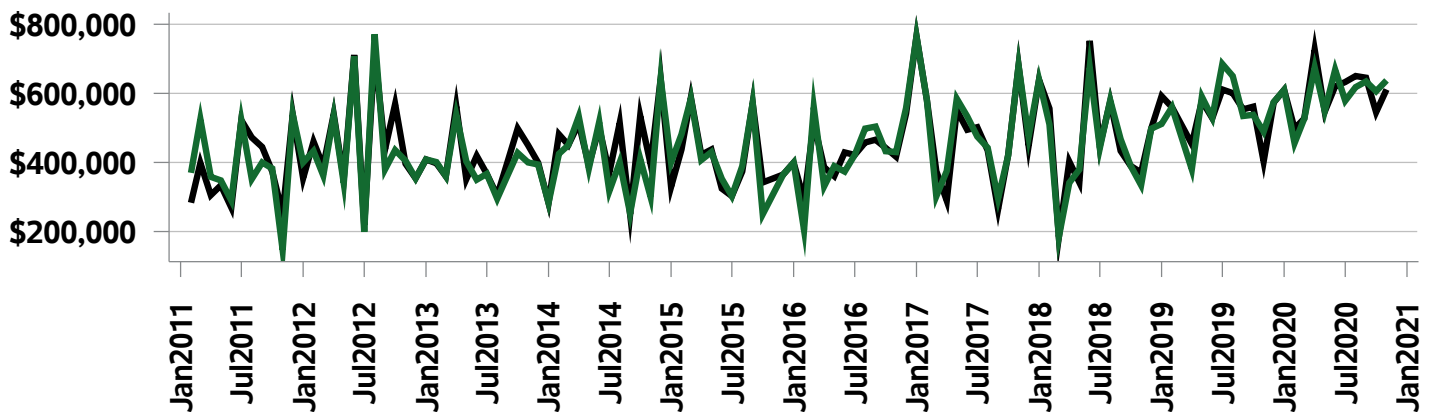
Active Listings (November only)



Months of Inventory (November only)

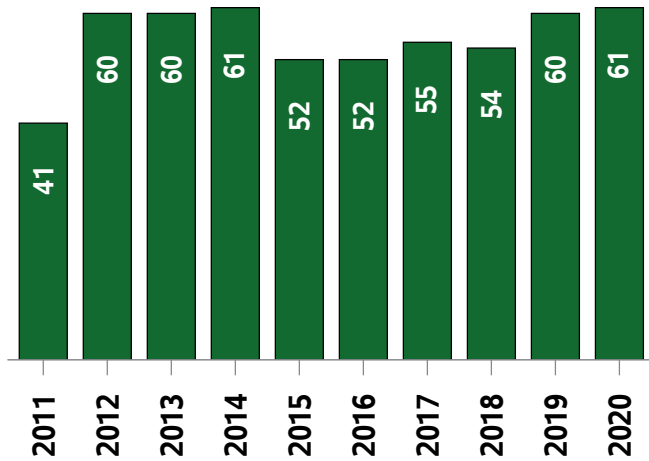


Average Price and Median Price

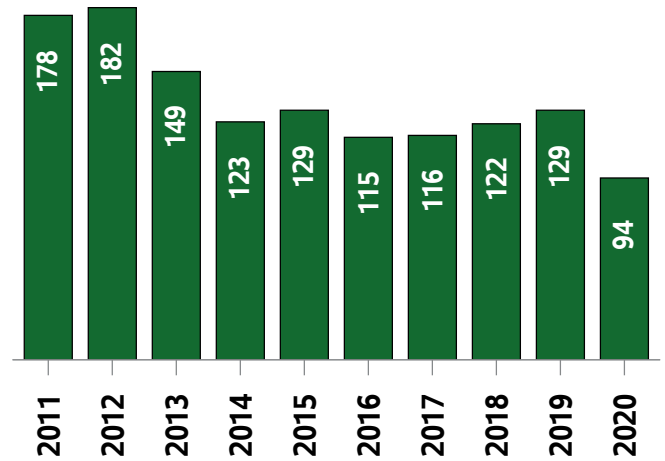


Cranbrook Lakes MLS® Residential Market Activity

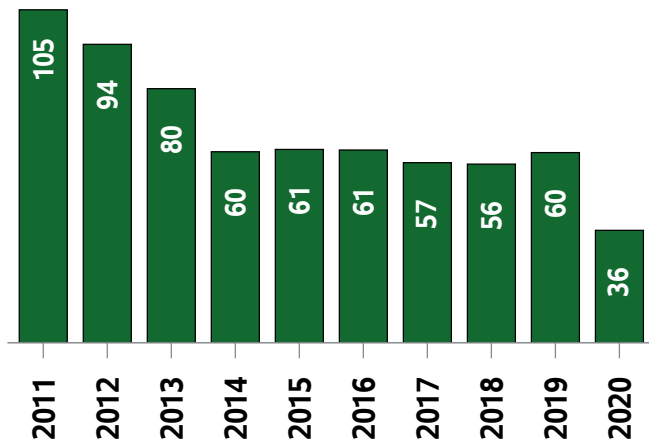
Sales Activity (November Year-to-date)



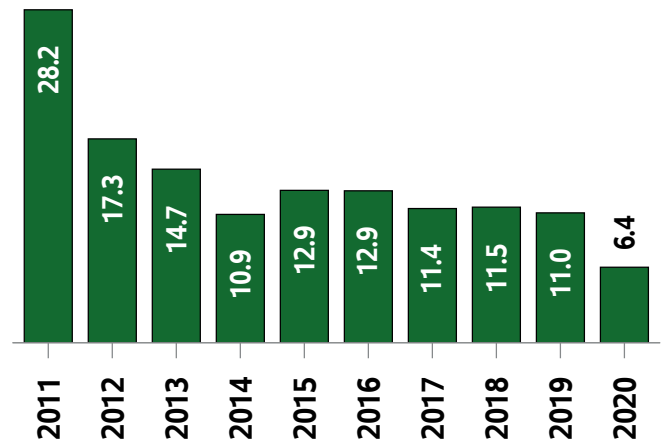
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	0.0	-16.7	150.0	—	-28.6	25.0
Dollar Volume	\$3,056,325	51.8	37.4	124.7	—	-2.9	154.2
New Listings	7	40.0	-12.5	75.0	40.0	-22.2	16.7
Active Listings	32	-20.0	-34.7	-31.9	-25.6	-45.8	-59.0
Sales to New Listings Ratio ¹	71.4	100.0	75.0	50.0	—	77.8	66.7
Months of Inventory ²	6.4	8.0	8.2	23.5	—	8.4	19.5
Average Price	\$611,265	51.8	64.9	-10.1	—	35.9	103.3
Median Price	\$637,500	30.4	90.7	-6.3	—	59.4	129.9
Sales to List Price Ratio	96.8	95.9	96.2	97.5	—	96.3	96.6
Median Days on Market	27.0	80.0	37.0	20.0	—	84.0	80.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	61	1.7	13.0	10.9	17.3	1.7	38.6
Dollar Volume	\$37,027,025	11.9	46.0	48.4	72.2	42.2	152.3
New Listings	94	-27.1	-23.0	-19.0	-27.1	-36.9	-54.6
Active Listings ³	36	-40.8	-37.0	-37.5	-41.8	-55.7	-50.3
Sales to New Listings Ratio ⁴	64.9	46.5	44.3	47.4	40.3	40.3	21.3
Months of Inventory ⁵	6.4	11.0	11.5	11.4	12.9	14.7	17.9
Average Price	\$607,000	10.0	29.3	33.8	46.8	39.9	82.0
Median Price	\$604,000	7.1	29.9	27.7	43.8	51.9	72.2
Sales to List Price Ratio	96.6	96.9	96.2	96.1	96.5	95.4	94.0
Median Days on Market	73.0	88.5	44.0	49.0	69.5	84.0	53.5

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

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

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

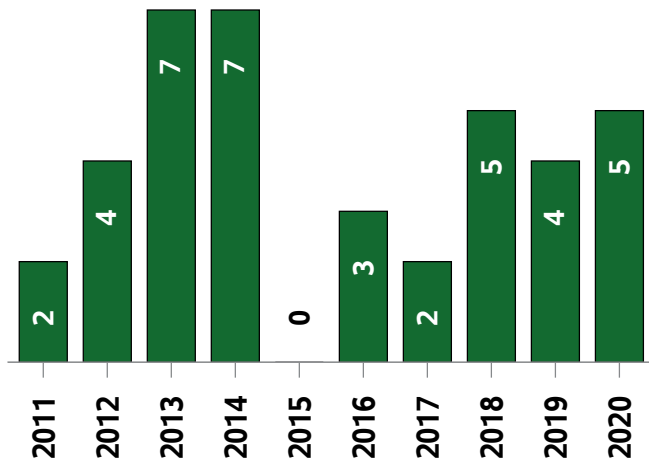
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

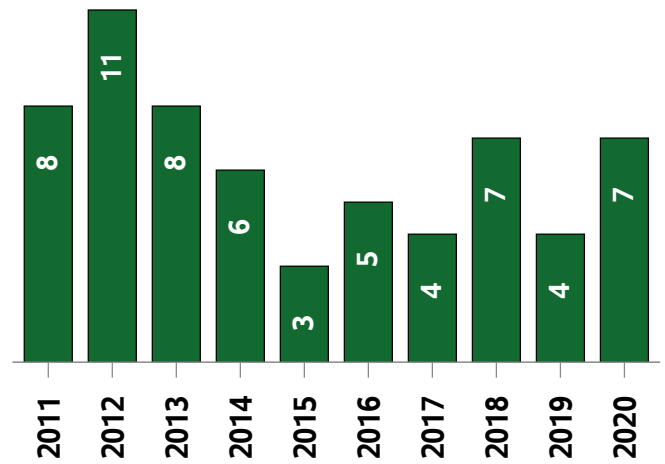
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

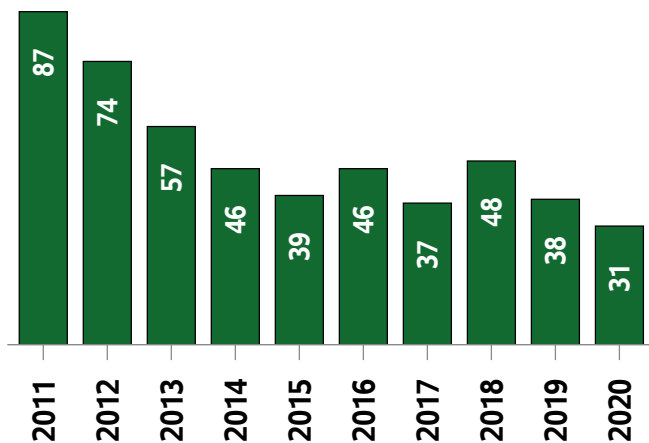
Sales Activity (November only)



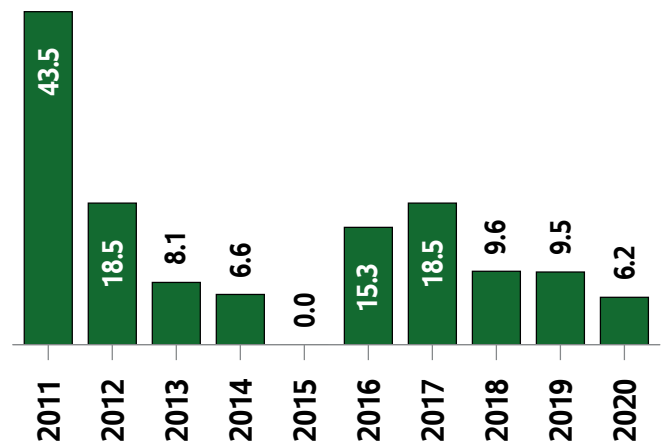
New Listings (November only)



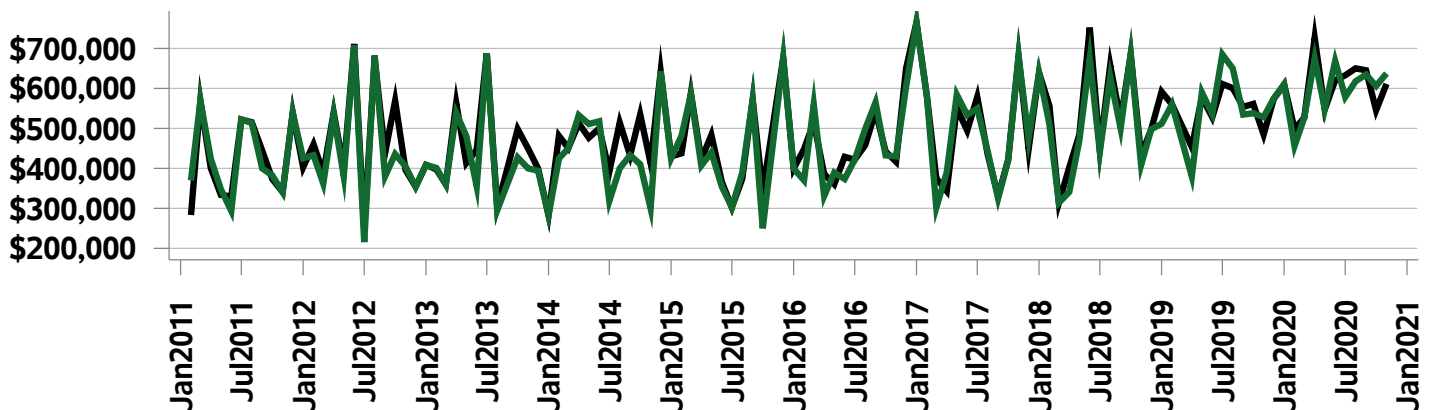
Active Listings (November only)



Months of Inventory (November only)

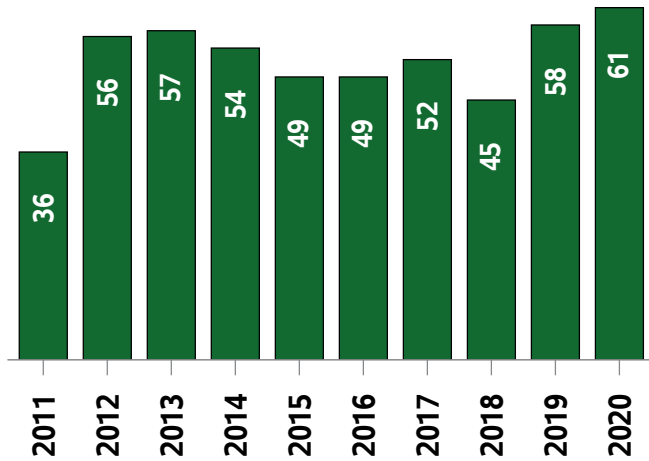


Average Price and Median Price

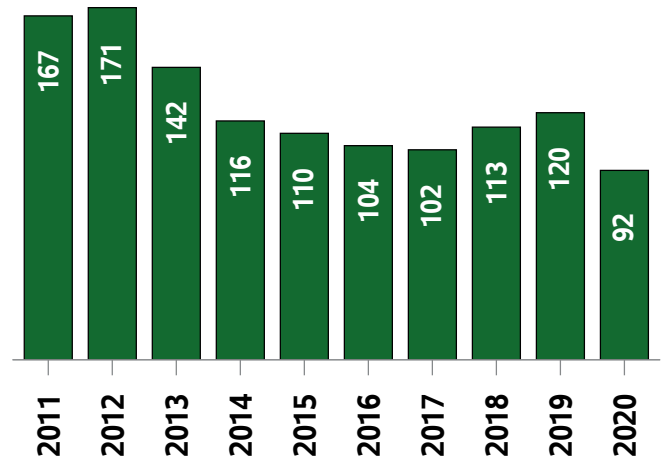


Cranbrook Lakes MLS® Single Family Market Activity

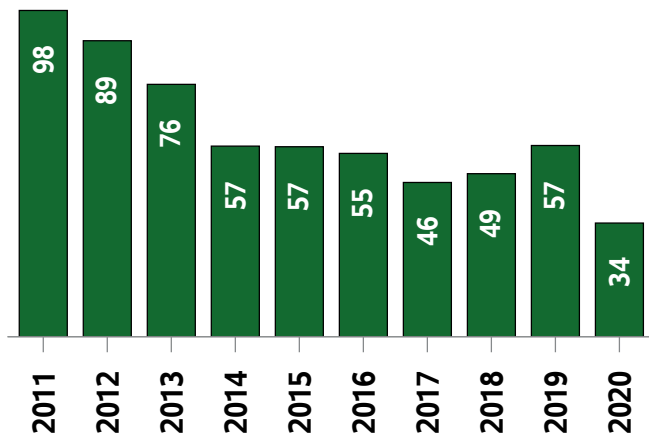
Sales Activity (November Year-to-date)



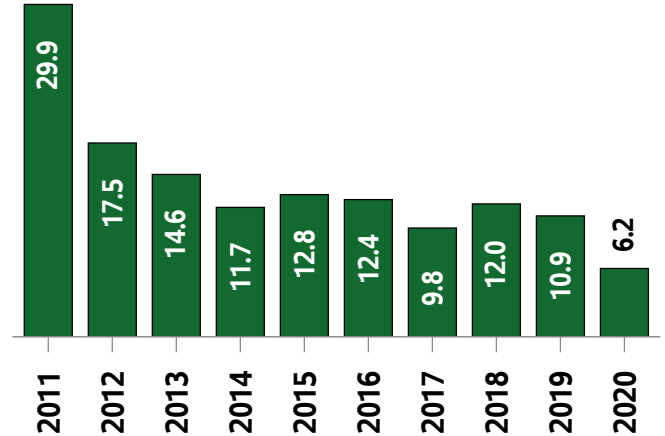
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Cranbrook Lakes

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	25.0	0.0	150.0	—	-28.6	25.0
Dollar Volume	\$3,056,325	57.6	41.4	124.7	—	-2.9	154.2
New Listings	7	75.0	0.0	75.0	133.3	-12.5	16.7
Active Listings	31	-18.4	-35.4	-16.2	-20.5	-45.6	-57.5
Sales to New Listings Ratio ¹	71.4	100.0	71.4	50.0	—	87.5	66.7
Months of Inventory ²	6.2	9.5	9.6	18.5	—	8.1	18.3
Average Price	\$611,265	26.1	41.4	-10.1	—	35.9	103.3
Median Price	\$637,500	20.7	56.1	-6.3	—	59.4	129.9
Sales to List Price Ratio	96.8	95.2	97.4	97.5	—	96.3	96.6
Median Days on Market	27.0	83.5	31.0	20.0	—	84.0	80.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	61	5.2	35.6	17.3	24.5	7.0	64.9
Dollar Volume	\$37,027,025	14.0	50.2	49.2	72.8	43.1	161.0
New Listings	92	-23.3	-18.6	-9.8	-16.4	-35.2	-51.8
Active Listings ³	34	-40.5	-30.2	-26.3	-40.1	-54.9	-49.1
Sales to New Listings Ratio ⁴	66.3	48.3	39.8	51.0	44.5	40.1	19.4
Months of Inventory ⁵	6.2	10.9	12.0	9.8	12.8	14.6	20.0
Average Price	\$607,000	8.4	10.8	27.2	38.8	33.7	58.3
Median Price	\$604,000	5.7	20.8	27.2	43.8	50.6	61.1
Sales to List Price Ratio	96.6	96.9	97.1	97.0	96.5	95.6	95.5
Median Days on Market	73.0	88.5	43.0	50.0	79.0	84.0	56.0

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

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

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

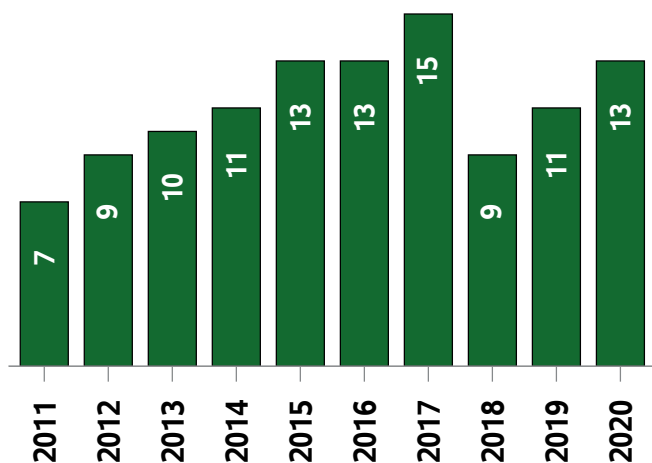
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

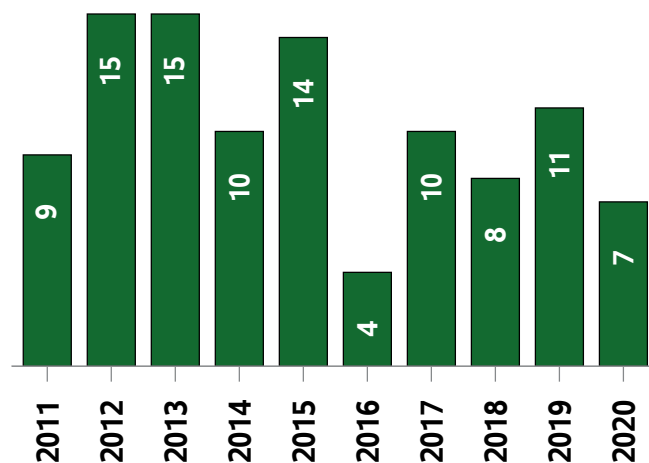
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Residential Market Activity

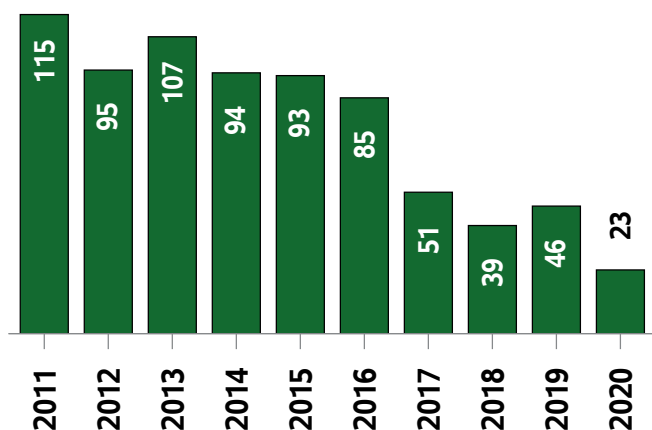
Sales Activity (November only)



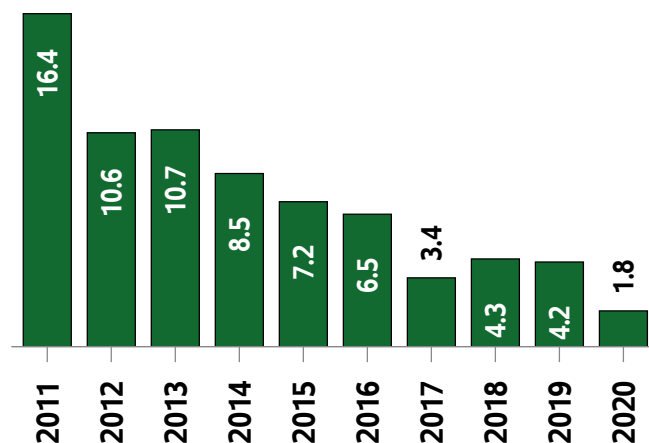
New Listings (November only)



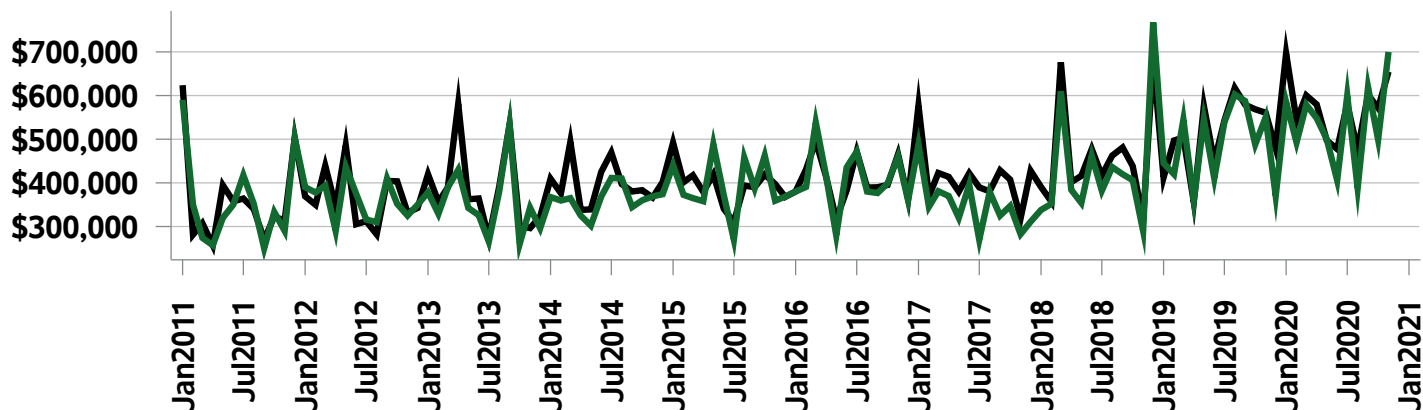
Active Listings (November only)



Months of Inventory (November only)

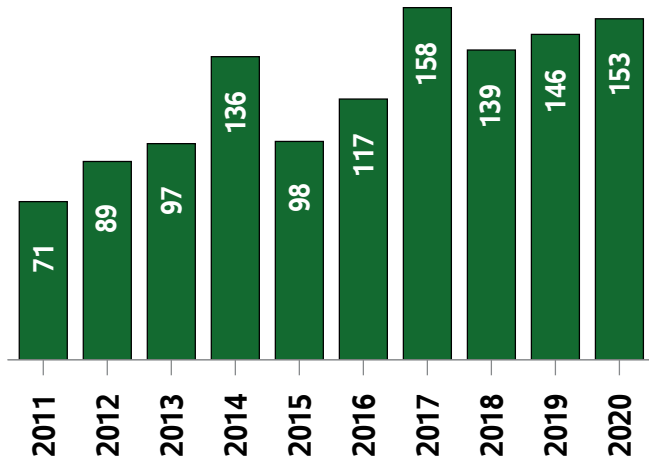


Average Price and Median Price

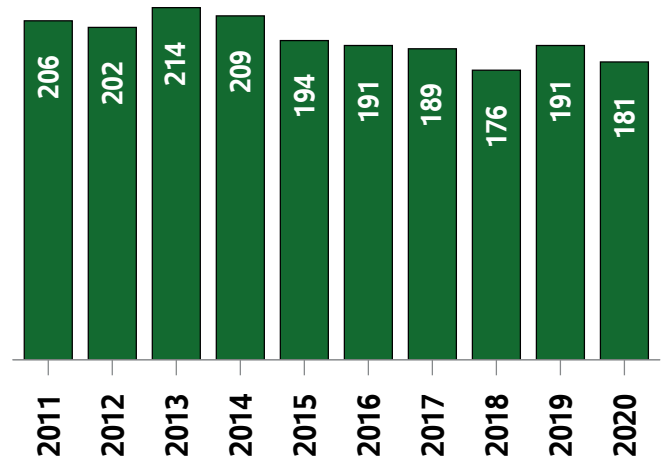


Fernie MLS® Residential Market Activity

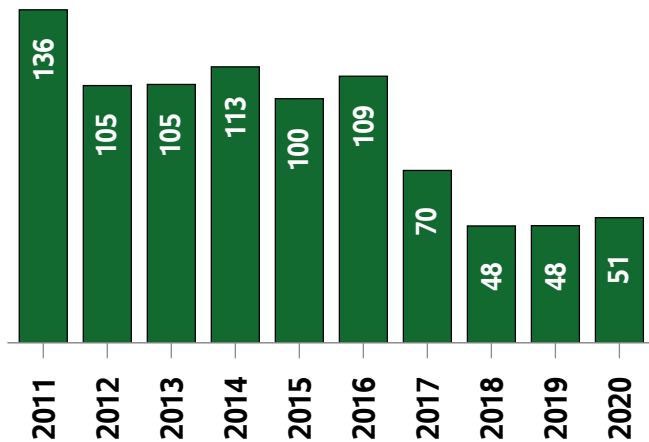
Sales Activity (November Year-to-date)



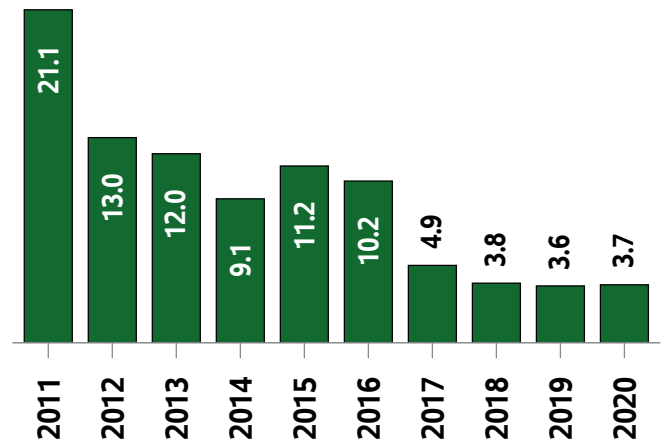
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Fernie MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	13	18.2	44.4	-13.3	0.0	30.0	160.0
Dollar Volume	\$8,510,885	38.0	200.0	78.0	64.8	187.1	434.3
New Listings	7	-36.4	-12.5	-30.0	-50.0	-53.3	-46.2
Active Listings	23	-50.0	-41.0	-54.9	-75.3	-78.5	-78.7
Sales to New Listings Ratio ¹	185.7	100.0	112.5	150.0	92.9	66.7	38.5
Months of Inventory ²	1.8	4.2	4.3	3.4	7.2	10.7	21.6
Average Price	\$654,683	16.8	107.7	105.4	64.8	120.9	105.5
Median Price	\$700,000	27.3	141.4	147.8	95.0	103.9	94.4
Sales to List Price Ratio	98.1	98.8	96.6	97.1	97.6	94.3	92.6
Median Days on Market	66.0	76.0	31.0	121.0	42.0	94.5	116.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	153	4.8	10.1	-3.2	56.1	57.7	91.3
Dollar Volume	\$85,719,070	12.3	40.2	33.9	125.0	147.3	212.6
New Listings	181	-5.2	2.8	-4.2	-6.7	-15.4	-34.4
Active Listings ³	51	6.8	7.0	-27.4	-48.7	-51.6	-47.0
Sales to New Listings Ratio ⁴	84.5	76.4	79.0	83.6	50.5	45.3	29.0
Months of Inventory ⁵	3.7	3.6	3.8	4.9	11.2	12.0	13.3
Average Price	\$560,255	7.1	27.3	38.3	44.1	56.8	63.5
Median Price	\$560,000	21.2	34.9	58.6	45.5	63.7	65.9
Sales to List Price Ratio	97.8	97.8	97.4	96.9	95.6	95.2	94.7
Median Days on Market	55.0	45.0	38.0	80.5	71.5	74.0	31.0

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

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

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

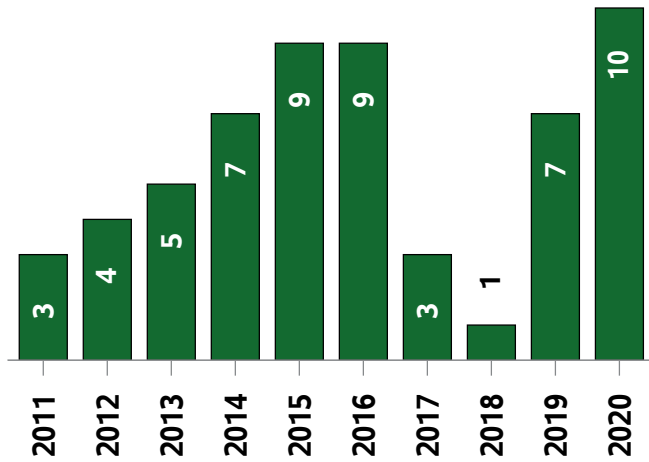
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

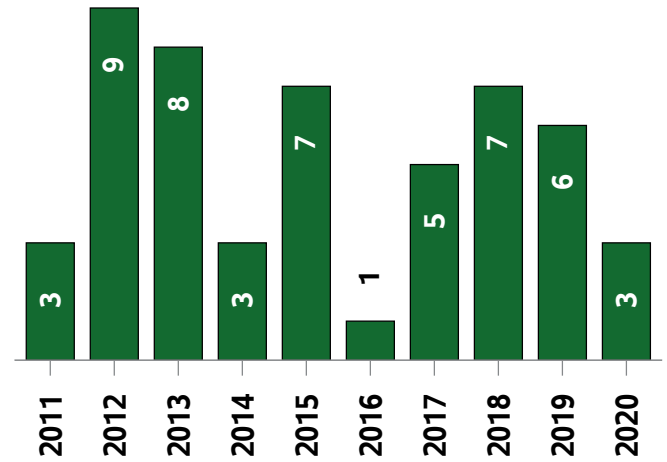
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Fernie MLS® Single Family Market Activity

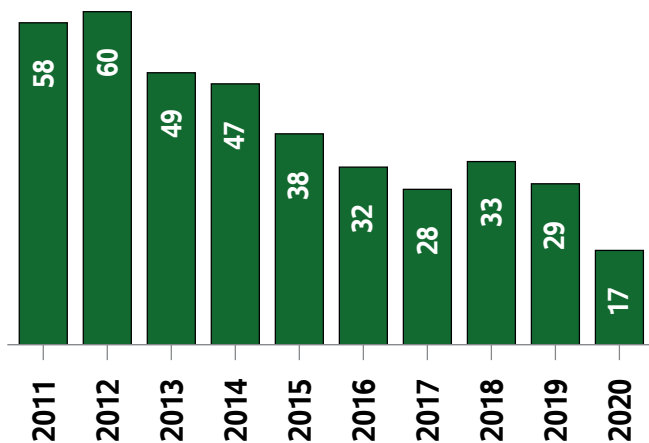
Sales Activity (November only)



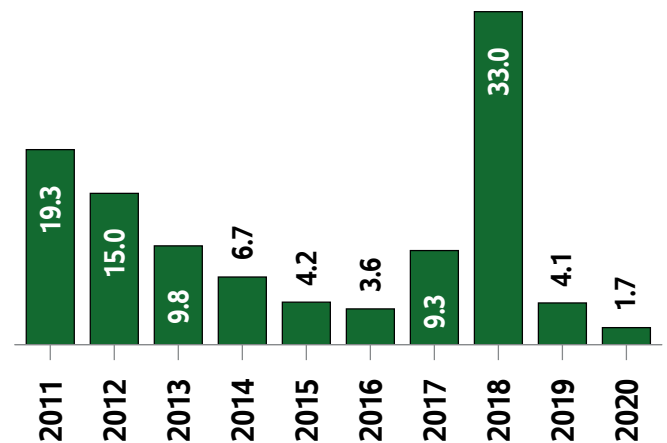
New Listings (November only)



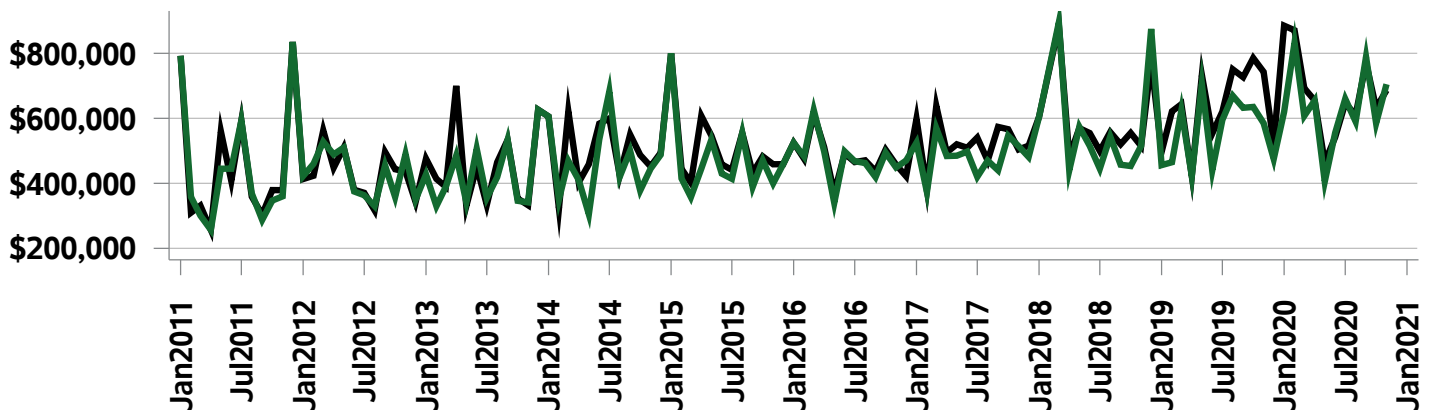
Active Listings (November only)



Months of Inventory (November only)

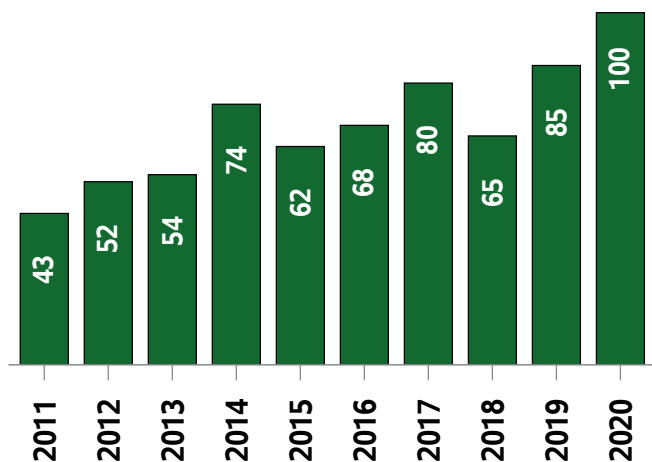


Average Price and Median Price

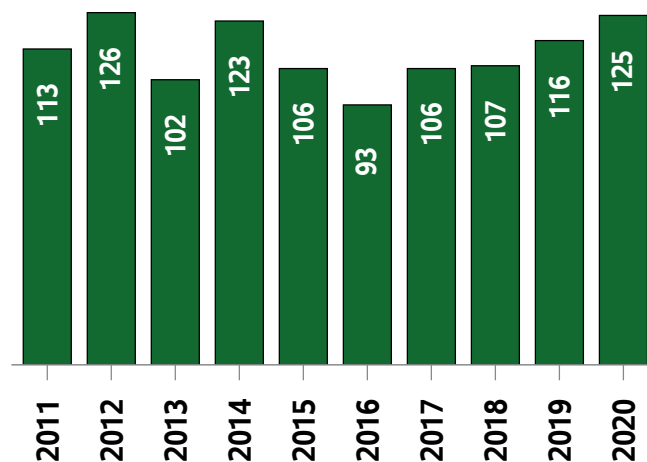


Fernie MLS® Single Family Market Activity

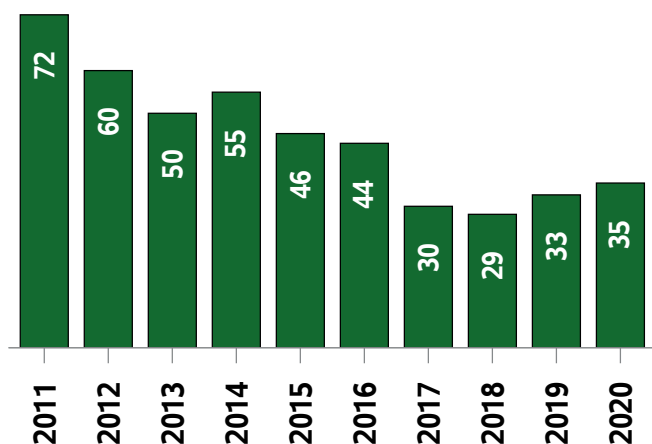
Sales Activity (November Year-to-date)



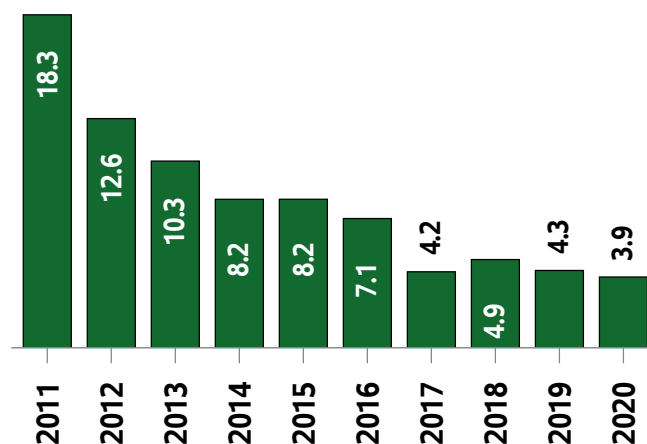
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Fernie MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	10	42.9	900.0	233.3	11.1	100.0	233.3
Dollar Volume	\$6,863,500	32.0	1,232.7	353.7	66.3	312.5	614.9
New Listings	3	-50.0	-57.1	-40.0	-57.1	-62.5	-66.7
Active Listings	17	-41.4	-48.5	-39.3	-55.3	-65.3	-69.1
Sales to New Listings Ratio ¹	333.3	116.7	14.3	60.0	128.6	62.5	33.3
Months of Inventory ²	1.7	4.1	33.0	9.3	4.2	9.8	18.3
Average Price	\$686,350	-7.6	33.3	36.1	49.7	106.2	114.5
Median Price	\$705,000	20.5	36.9	37.1	76.3	106.4	95.8
Sales to List Price Ratio	98.2	99.0	97.4	93.3	97.4	96.4	92.3
Median Days on Market	80.0	119.0	62.0	139.0	39.0	113.0	116.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	100	17.6	53.8	25.0	61.3	85.2	104.1
Dollar Volume	\$66,488,800	19.1	85.1	55.4	124.7	192.7	248.7
New Listings	125	7.8	16.8	17.9	17.9	22.5	-20.9
Active Listings ³	35	7.7	23.4	16.4	-23.1	-29.7	-27.6
Sales to New Listings Ratio ⁴	80.0	73.3	60.7	75.5	58.5	52.9	31.0
Months of Inventory ⁵	3.9	4.3	4.9	4.2	8.2	10.3	11.0
Average Price	\$664,888	1.3	20.3	24.3	39.3	58.1	70.9
Median Price	\$630,500	6.0	20.1	26.7	50.8	67.0	75.1
Sales to List Price Ratio	97.5	97.5	97.6	97.2	97.1	95.8	95.1
Median Days on Market	61.5	59.0	36.0	49.5	54.5	104.5	27.0

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

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

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

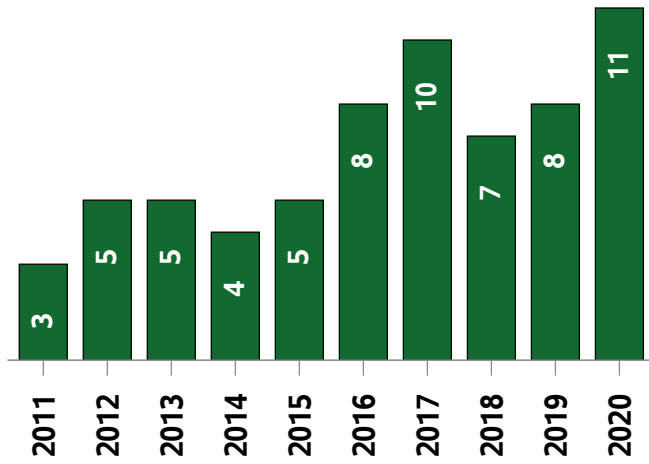
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

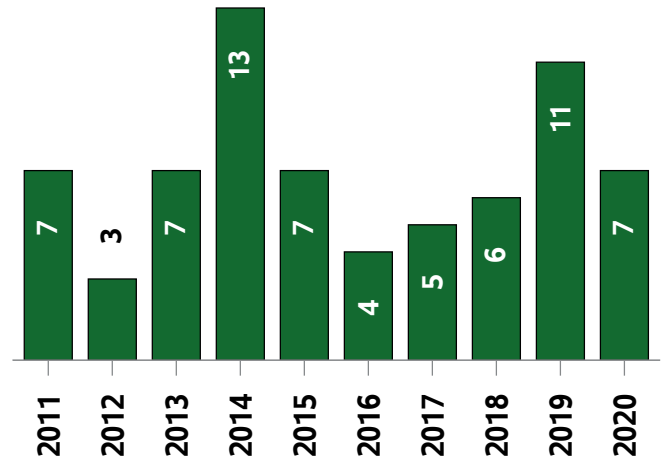
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

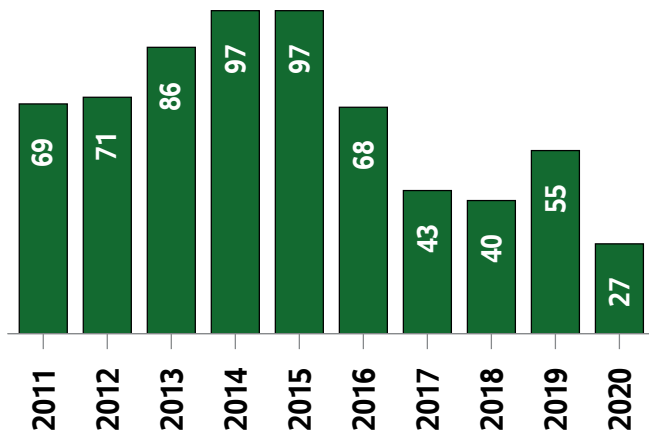
Sales Activity (November only)



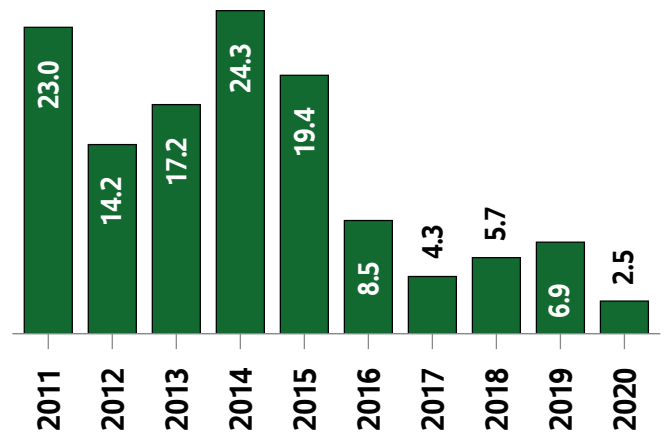
New Listings (November only)



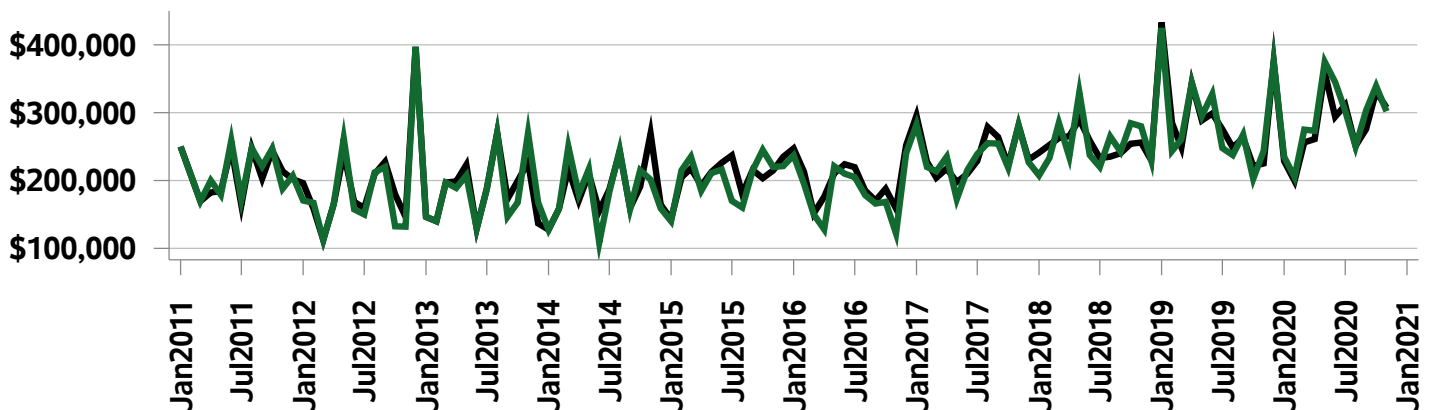
Active Listings (November only)



Months of Inventory (November only)

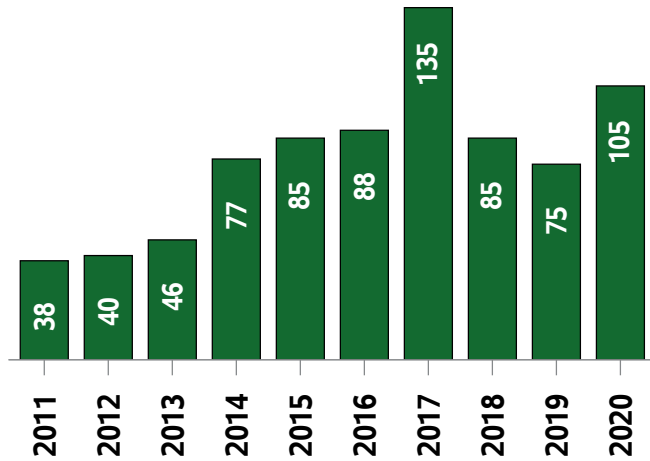


Average Price and Median Price

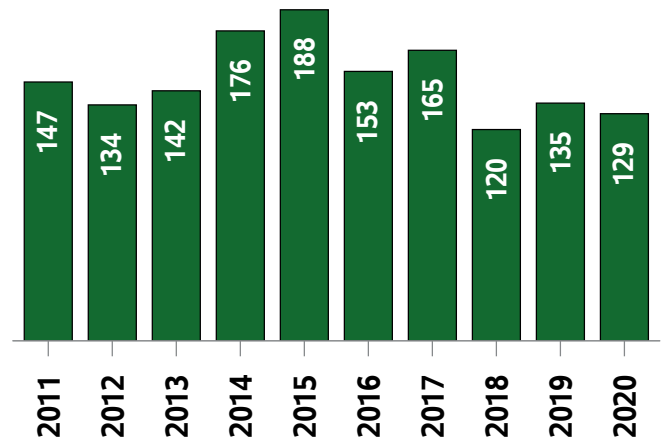


Grand Forks MLS® Residential Market Activity

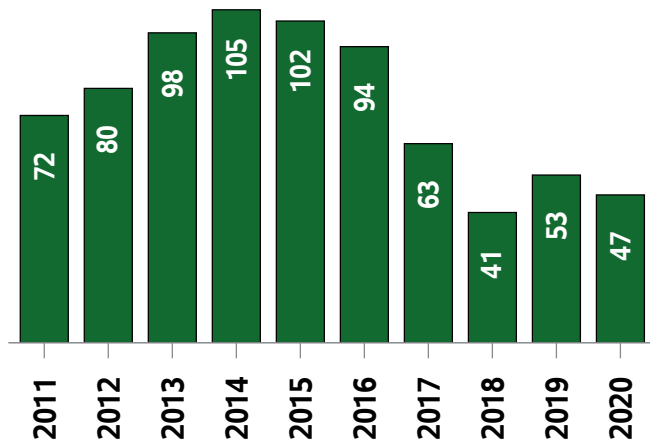
Sales Activity (November Year-to-date)



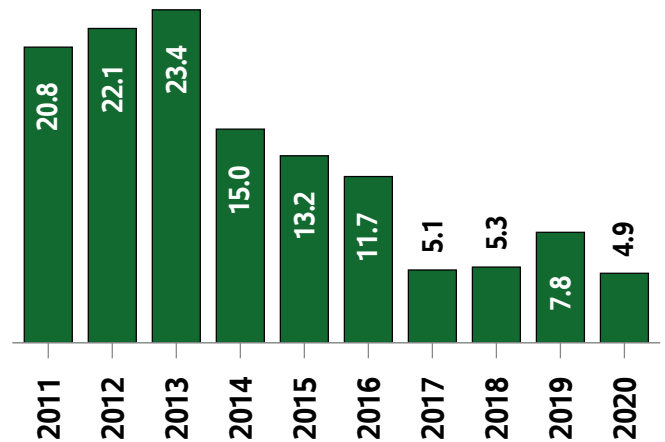
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Grand Forks

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	11	37.5	57.1	10.0	120.0	120.0	175.0
Dollar Volume	\$3,382,300	87.8	88.8	20.4	214.9	198.0	424.4
New Listings	7	-36.4	16.7	40.0	0.0	0.0	-36.4
Active Listings	27	-50.9	-32.5	-37.2	-72.2	-68.6	-47.1
Sales to New Listings Ratio ¹	157.1	72.7	116.7	200.0	71.4	71.4	36.4
Months of Inventory ²	2.5	6.9	5.7	4.3	19.4	17.2	12.8
Average Price	\$307,482	36.6	20.1	9.4	43.1	35.5	90.7
Median Price	\$302,000	24.0	7.9	7.1	37.3	11.9	67.8
Sales to List Price Ratio	96.1	93.4	95.2	96.3	93.9	88.1	91.0
Median Days on Market	77.0	96.5	104.0	112.5	97.0	114.0	65.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	105	40.0	23.5	-22.2	23.5	128.3	133.3
Dollar Volume	\$30,047,318	46.5	38.4	-5.9	70.7	240.4	237.8
New Listings	129	-4.4	7.5	-21.8	-31.4	-9.2	-11.0
Active Listings ³	47	-11.8	13.5	-25.7	-54.0	-52.3	3.0
Sales to New Listings Ratio ⁴	81.4	55.6	70.8	81.8	45.2	32.4	31.0
Months of Inventory ⁵	4.9	7.8	5.3	5.1	13.2	23.4	11.1
Average Price	\$286,165	4.6	12.1	21.0	38.2	49.1	44.8
Median Price	\$288,500	13.1	17.3	25.4	37.4	59.6	47.9
Sales to List Price Ratio	96.2	95.9	96.1	96.0	93.2	94.3	92.8
Median Days on Market	66.0	62.0	54.0	65.0	98.0	121.5	40.0

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

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

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

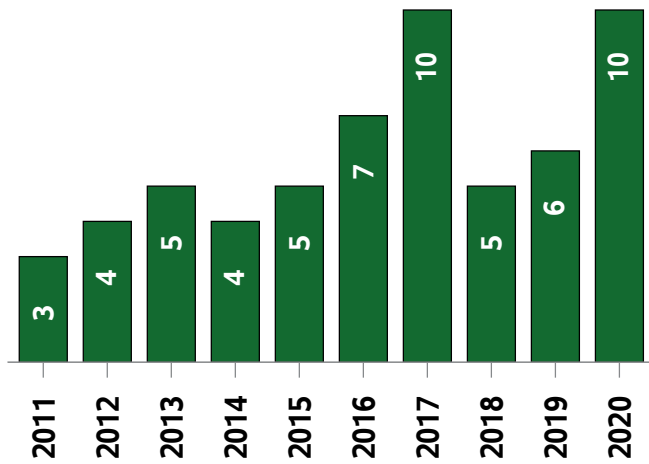
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

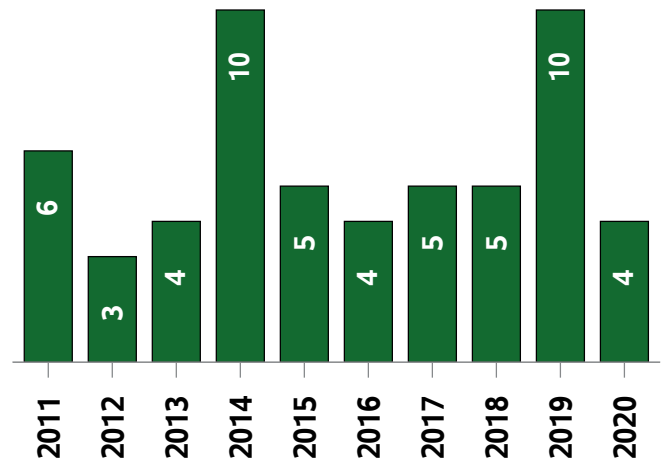
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

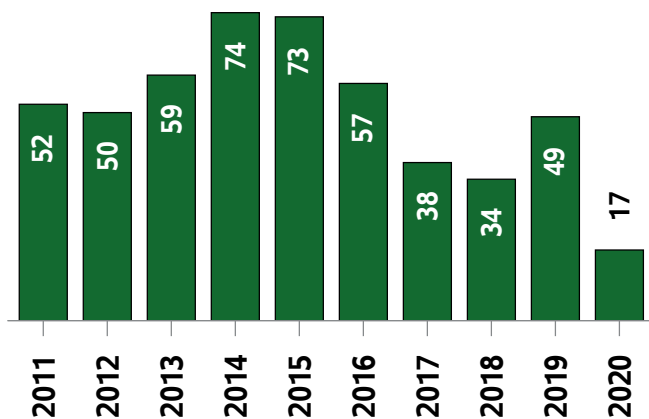
Sales Activity (November only)



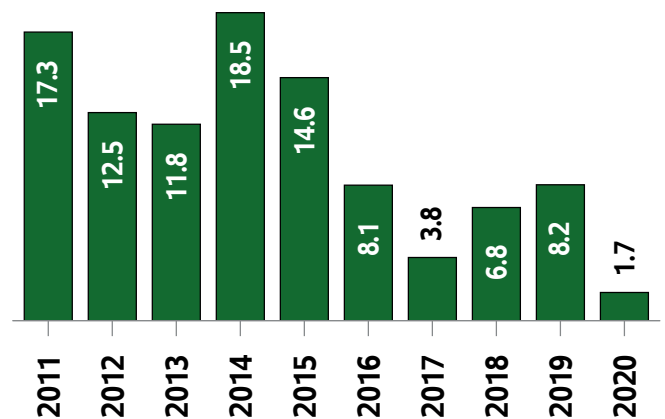
New Listings (November only)



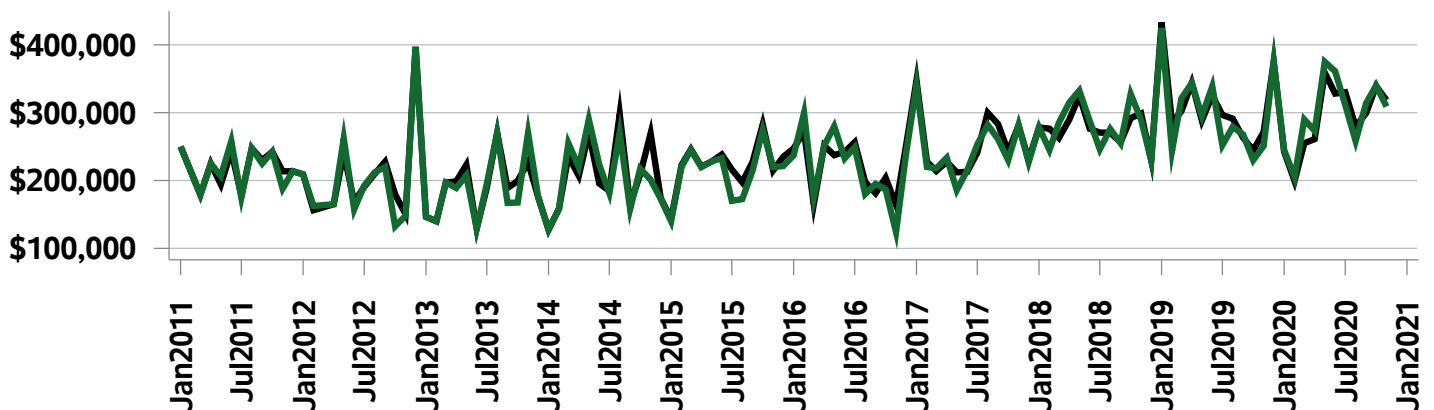
Active Listings (November only)



Months of Inventory (November only)

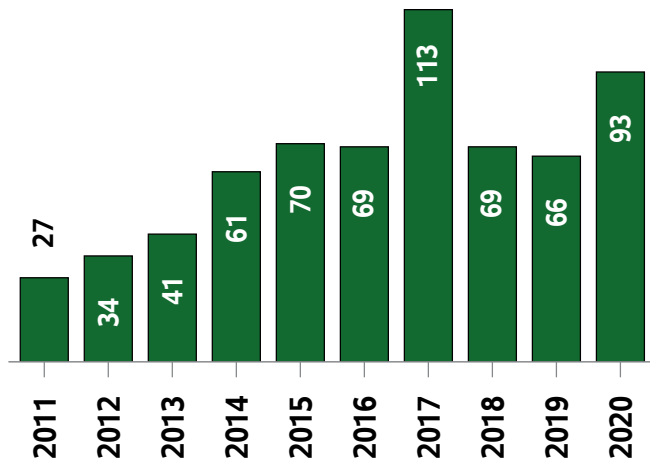


Average Price and Median Price

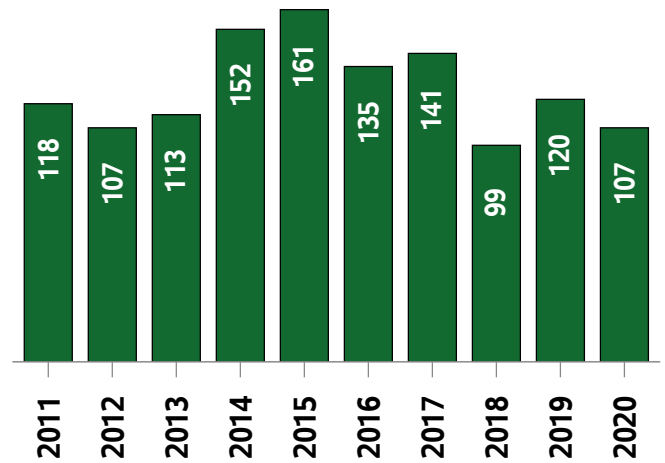


Grand Forks MLS® Single Family Market Activity

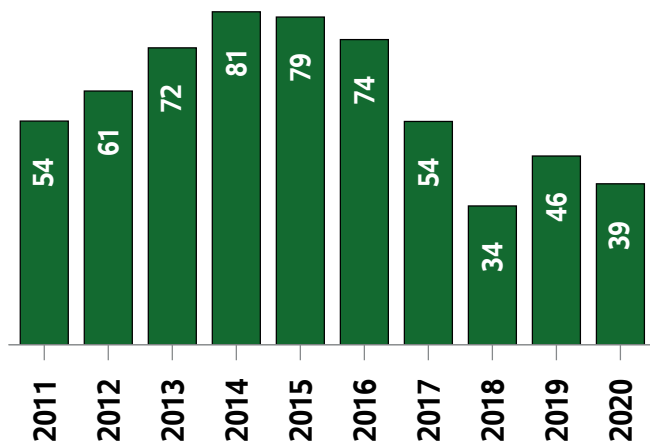
Sales Activity (November Year-to-date)



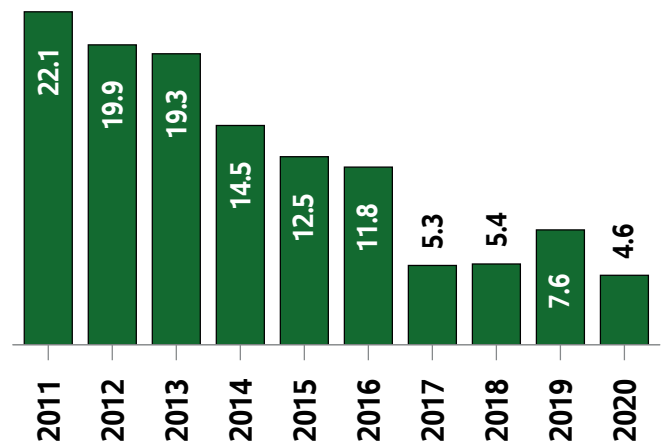
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Grand Forks

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	10	66.7	100.0	0.0	100.0	100.0	233.3
Dollar Volume	\$3,183,800	95.5	113.2	13.3	196.4	180.5	607.5
New Listings	4	-60.0	-20.0	-20.0	-20.0	0.0	-33.3
Active Listings	17	-65.3	-50.0	-55.3	-76.7	-71.2	-46.9
Sales to New Listings Ratio ¹	250.0	60.0	100.0	200.0	100.0	125.0	50.0
Months of Inventory ²	1.7	8.2	6.8	3.8	14.6	11.8	10.7
Average Price	\$318,380	17.3	6.6	13.3	48.2	40.3	112.3
Median Price	\$309,000	23.1	6.7	9.6	40.5	14.4	87.3
Sales to List Price Ratio	96.3	93.4	94.6	96.3	93.9	88.1	89.3
Median Days on Market	80.0	96.5	115.0	112.5	97.0	114.0	49.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	93	40.9	34.8	-17.7	32.9	126.8	138.5
Dollar Volume	\$28,093,818	44.5	46.0	-0.8	82.0	248.2	248.1
New Listings	107	-10.8	8.1	-24.1	-33.5	-5.3	-6.1
Active Listings ³	39	-14.7	15.9	-27.9	-50.9	-45.8	10.3
Sales to New Listings Ratio ⁴	86.9	55.0	69.7	80.1	43.5	36.3	34.2
Months of Inventory ⁵	4.6	7.6	5.4	5.3	12.5	19.3	10.0
Average Price	\$302,084	2.6	8.3	20.5	37.0	53.5	46.0
Median Price	\$302,600	7.3	5.4	26.6	38.8	60.1	40.7
Sales to List Price Ratio	96.4	96.2	95.9	95.9	93.9	94.0	93.0
Median Days on Market	67.0	65.5	56.0	65.0	97.0	120.0	38.0

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

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

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

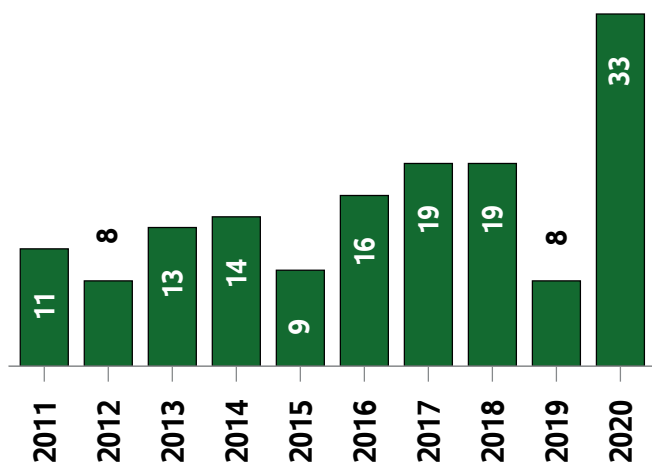
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

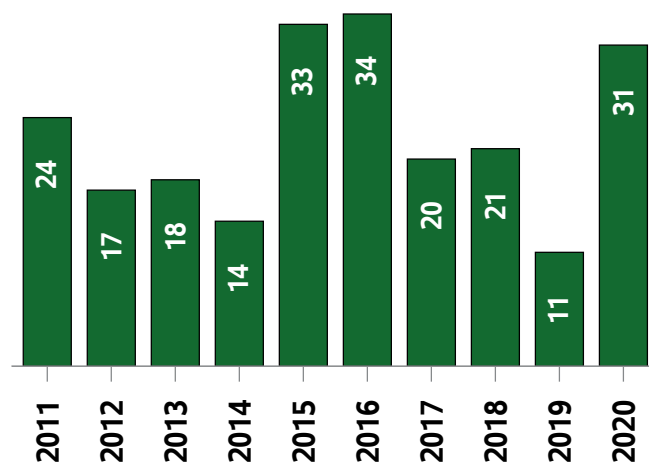
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

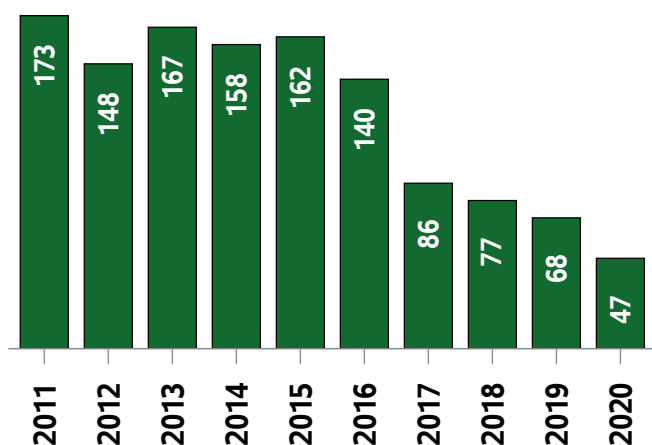
Sales Activity (November only)



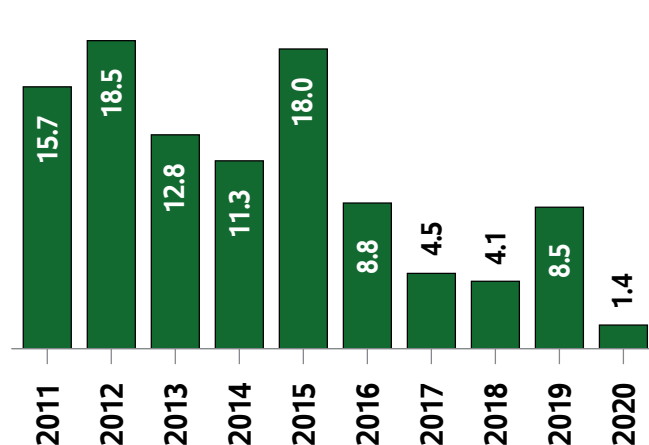
New Listings (November only)



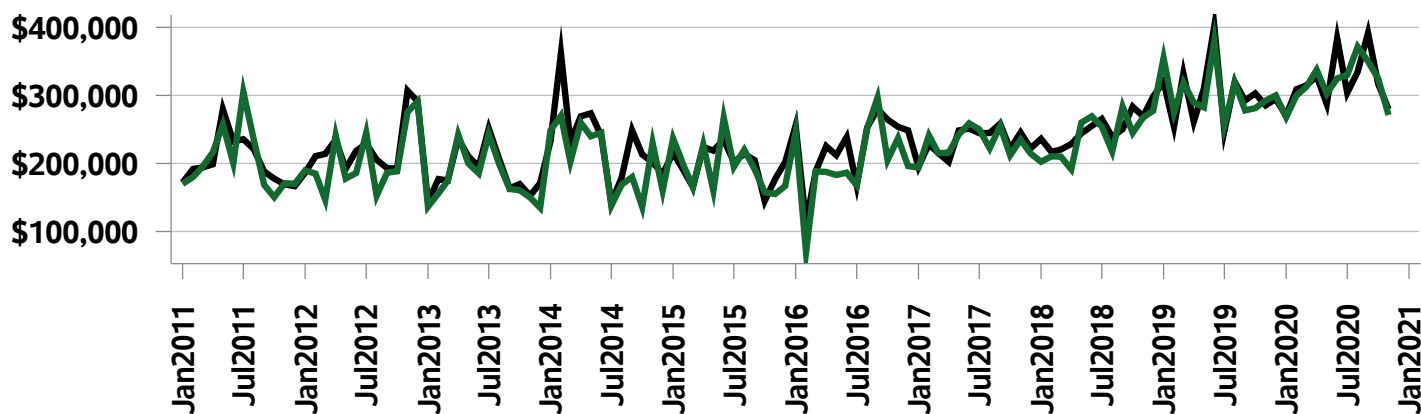
Active Listings (November only)



Months of Inventory (November only)

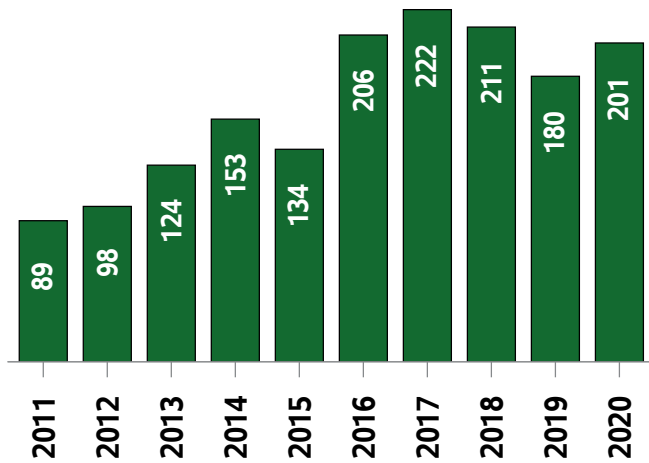


Average Price and Median Price

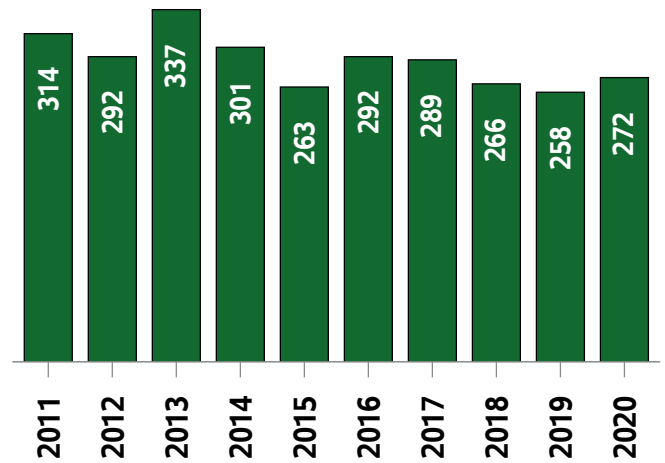


Kimberley MLS® Residential Market Activity

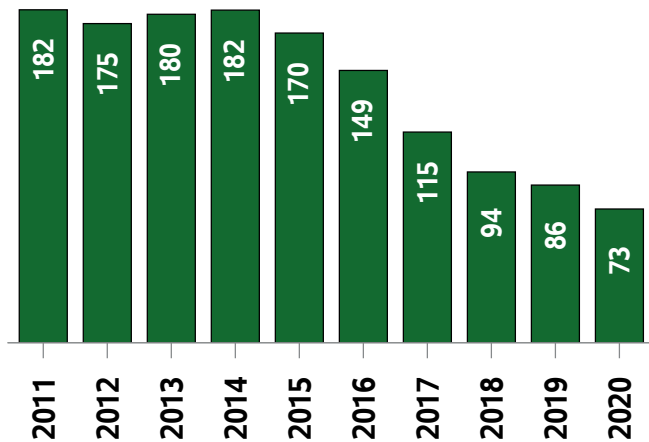
Sales Activity (November Year-to-date)



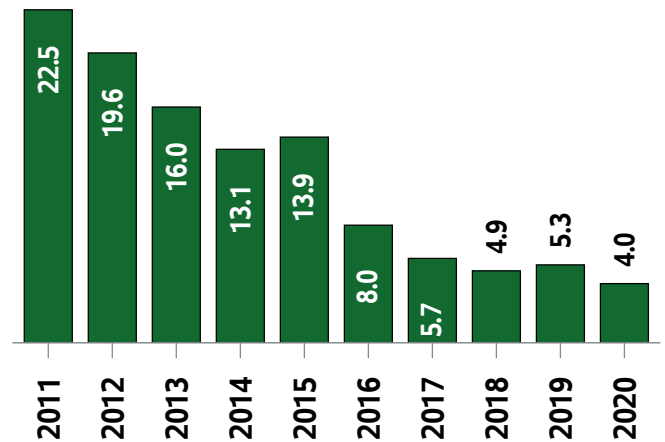
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Kimberley MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	33	312.5	73.7	73.7	266.7	153.8	371.4
Dollar Volume	\$9,230,280	304.2	80.4	98.0	478.7	364.9	615.6
New Listings	31	181.8	47.6	55.0	-6.1	72.2	47.6
Active Listings	47	-30.9	-39.0	-45.3	-71.0	-71.9	-68.9
Sales to New Listings Ratio ¹	106.5	72.7	90.5	95.0	27.3	72.2	33.3
Months of Inventory ²	1.4	8.5	4.1	4.5	18.0	12.8	21.6
Average Price	\$279,705	-2.0	3.8	14.0	57.8	83.1	51.8
Median Price	\$271,250	-7.3	1.4	15.5	75.0	80.8	35.7
Sales to List Price Ratio	97.2	94.2	96.8	94.0	92.8	92.4	93.2
Median Days on Market	52.0	91.5	39.0	69.0	94.0	87.0	112.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	201	11.7	-4.7	-9.5	50.0	62.1	346.7
Dollar Volume	\$64,289,112	18.0	22.0	23.0	141.8	162.5	591.2
New Listings	272	5.4	2.3	-5.9	3.4	-19.3	-22.7
Active Listings ³	73	-15.2	-21.7	-36.5	-56.8	-59.3	-47.0
Sales to New Listings Ratio ⁴	73.9	69.8	79.3	76.8	51.0	36.8	12.8
Months of Inventory ⁵	4.0	5.3	4.9	5.7	13.9	16.0	33.8
Average Price	\$319,846	5.6	28.1	35.9	61.2	62.0	54.7
Median Price	\$310,000	5.4	31.4	33.2	64.8	69.9	63.2
Sales to List Price Ratio	96.3	95.2	95.2	95.6	94.6	93.8	93.9
Median Days on Market	58.0	53.0	45.0	62.0	93.0	96.0	67.0

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

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

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

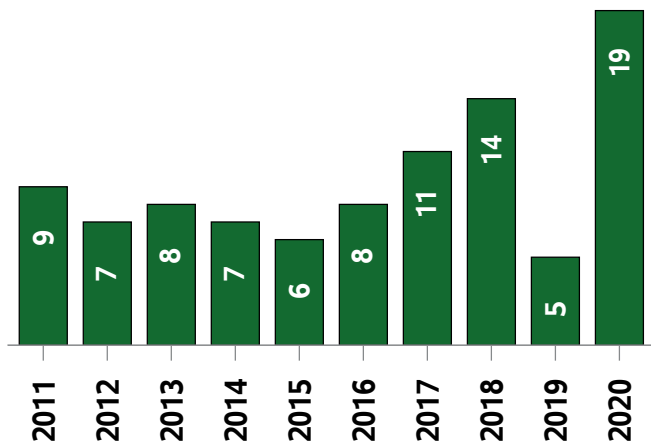
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

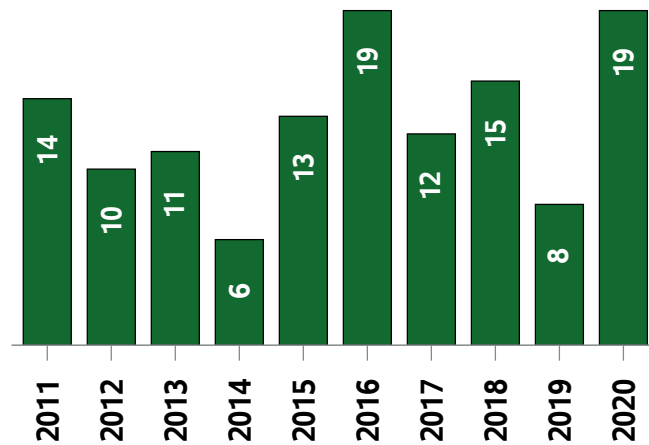
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

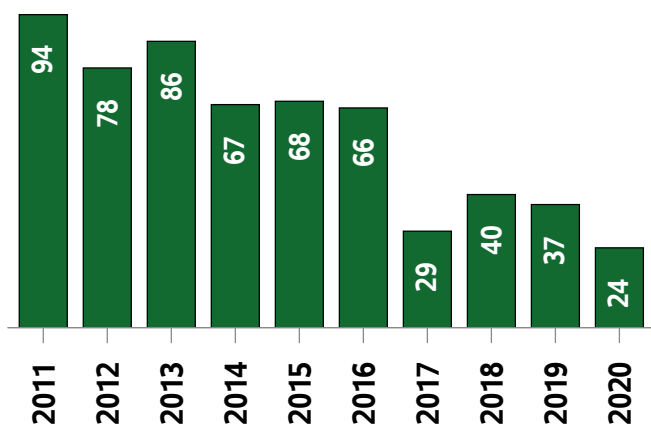
Sales Activity (November only)



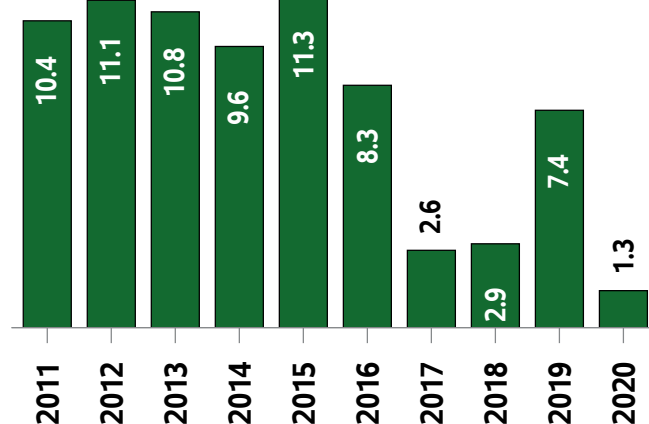
New Listings (November only)



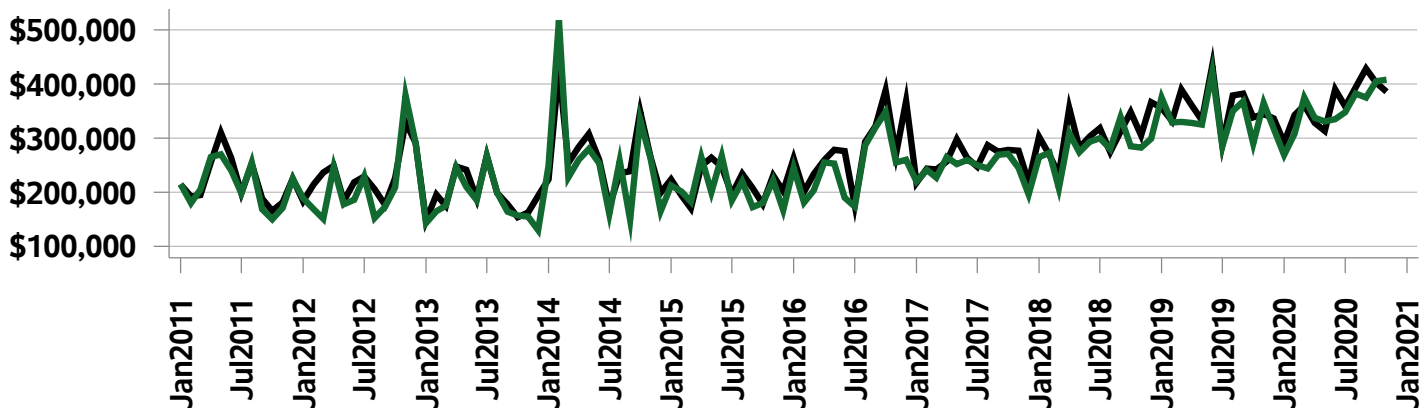
Active Listings (November only)



Months of Inventory (November only)

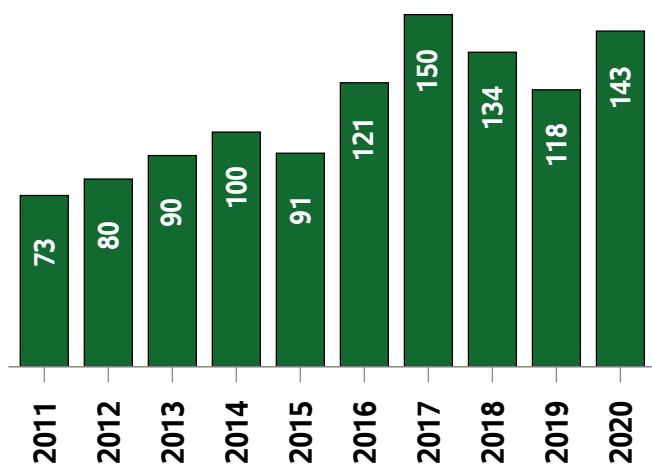


Average Price and Median Price

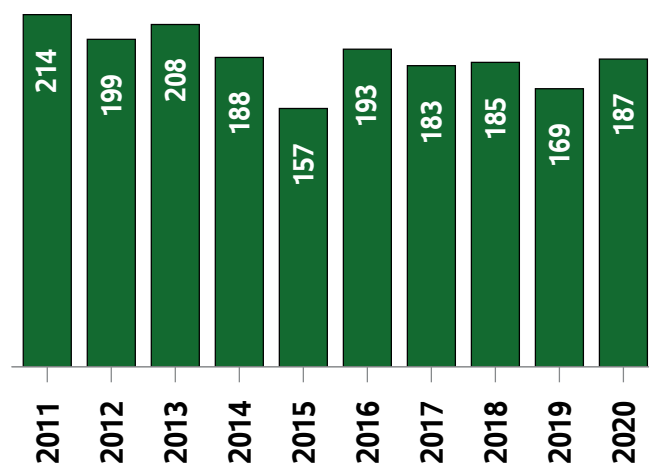


Kimberley MLS® Single Family Market Activity

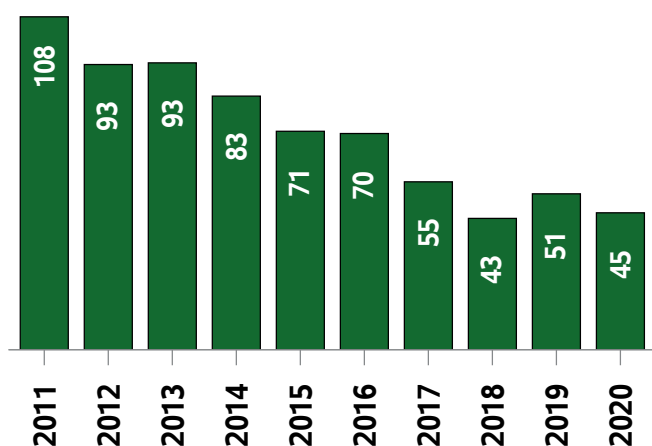
Sales Activity (November Year-to-date)



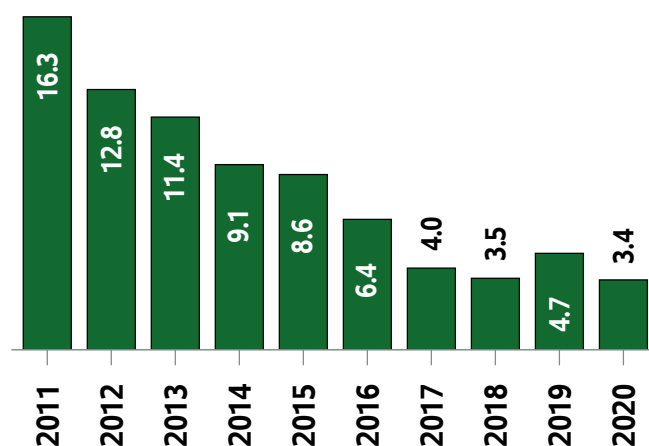
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Kimberley

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	19	280.0	35.7	72.7	216.7	137.5	171.4
Dollar Volume	\$7,328,900	325.2	71.5	140.7	428.8	464.2	468.2
New Listings	19	137.5	26.7	58.3	46.2	72.7	111.1
Active Listings	24	-35.1	-40.0	-17.2	-64.7	-72.1	-75.0
Sales to New Listings Ratio ¹	100.0	62.5	93.3	91.7	46.2	72.7	77.8
Months of Inventory ²	1.3	7.4	2.9	2.6	11.3	10.8	13.7
Average Price	\$385,732	11.9	26.4	39.4	67.0	137.6	109.3
Median Price	\$408,000	11.8	44.4	66.5	83.8	163.2	104.1
Sales to List Price Ratio	98.4	95.0	96.9	95.6	94.7	94.7	93.2
Median Days on Market	52.0	76.0	77.5	47.0	137.5	109.5	112.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	143	21.2	6.7	-4.7	57.1	58.9	257.5
Dollar Volume	\$53,855,890	28.0	31.3	34.3	174.4	187.4	522.1
New Listings	187	10.7	1.1	2.2	19.1	-10.1	-22.1
Active Listings ³	45	-12.2	4.2	-18.4	-37.3	-52.2	-52.3
Sales to New Listings Ratio ⁴	76.5	69.8	72.4	82.0	58.0	43.3	16.7
Months of Inventory ⁵	3.4	4.7	3.5	4.0	8.6	11.4	25.8
Average Price	\$376,615	5.6	23.0	40.9	74.6	80.9	74.0
Median Price	\$357,000	5.5	26.5	42.8	78.5	86.9	80.8
Sales to List Price Ratio	97.3	95.9	96.6	96.4	94.7	95.0	93.8
Median Days on Market	52.0	52.5	34.0	51.0	77.0	84.5	68.0

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

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

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

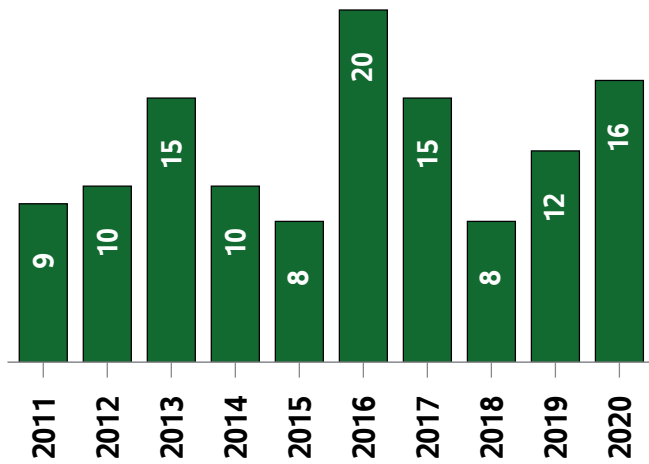
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

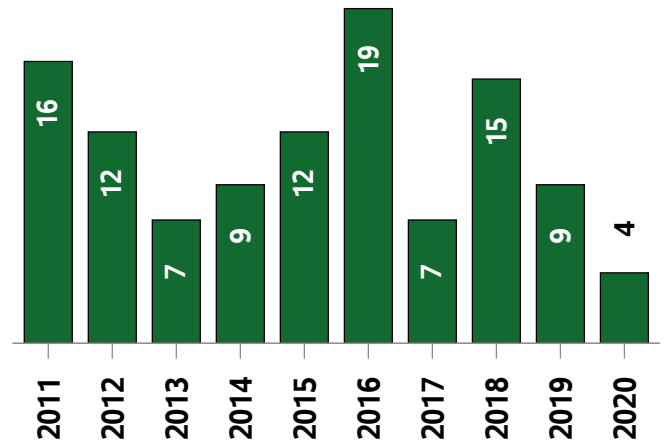
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

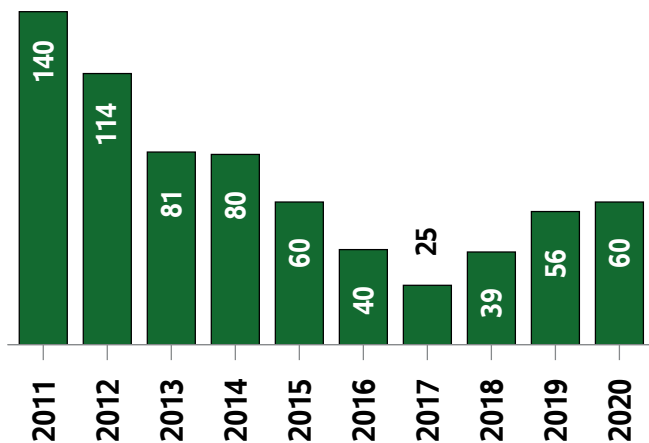
Sales Activity (November only)



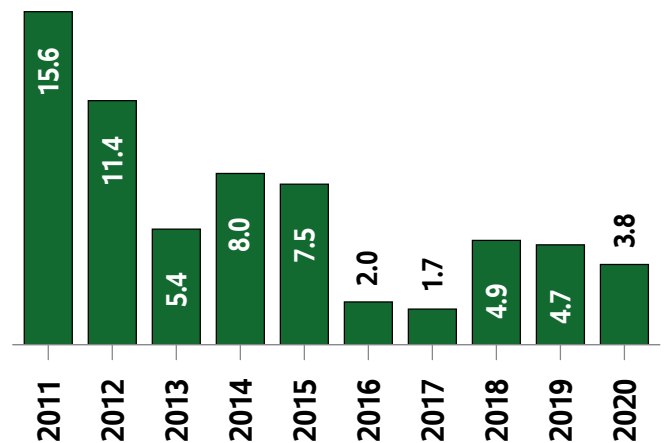
New Listings (November only)



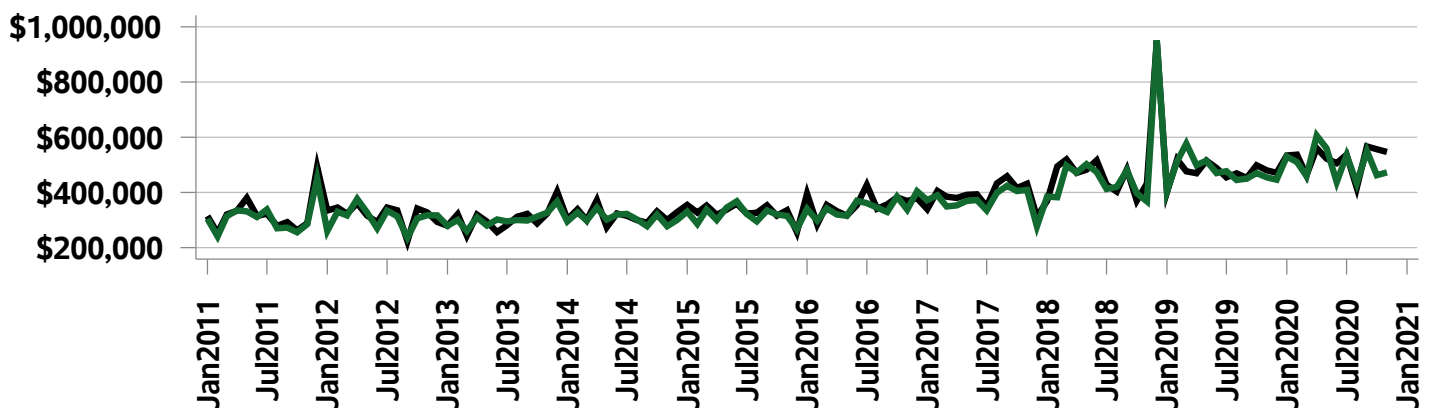
Active Listings (November only)



Months of Inventory (November only)



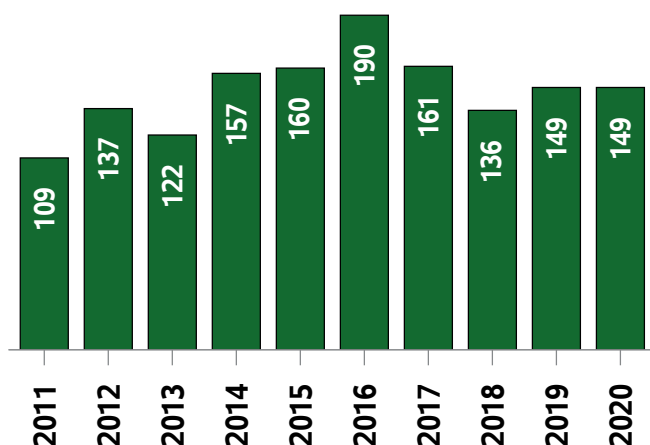
Average Price and Median Price



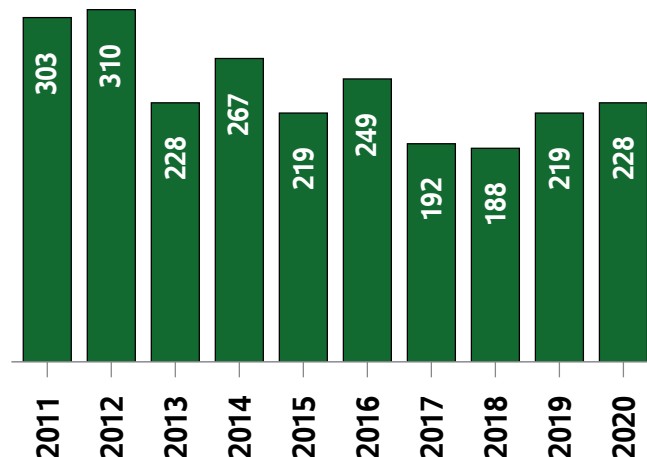
Nelson

MLS® Residential Market Activity

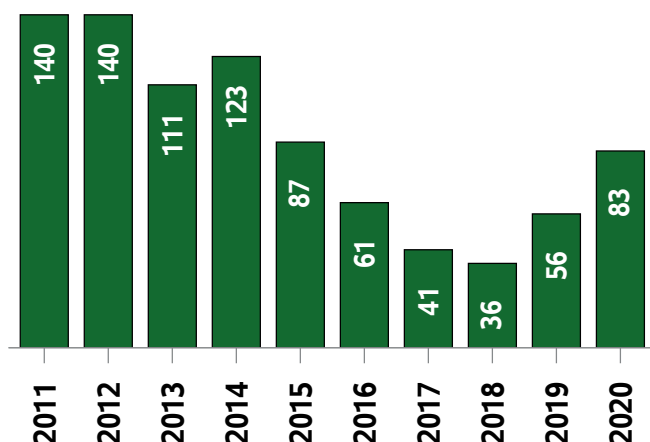
Sales Activity (November Year-to-date)



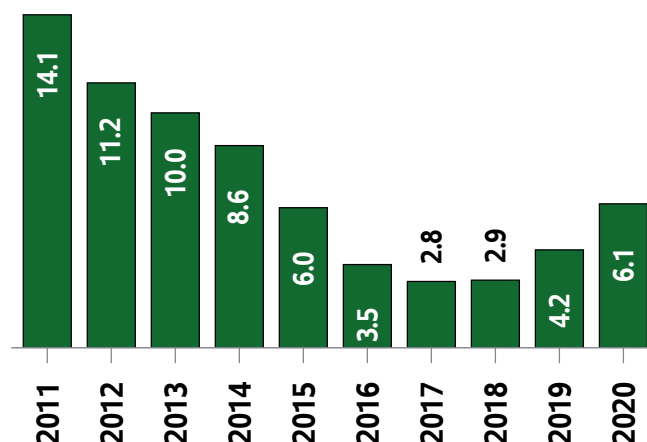
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Nelson

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	16	33.3	100.0	6.7	100.0	6.7	100.0
Dollar Volume	\$8,746,000	51.9	153.0	35.1	225.7	79.8	280.7
New Listings	4	-55.6	-73.3	-42.9	-66.7	-42.9	-71.4
Active Listings	60	7.1	53.8	140.0	0.0	-25.9	-46.4
Sales to New Listings Ratio ¹	400.0	133.3	53.3	214.3	66.7	214.3	57.1
Months of Inventory ²	3.8	4.7	4.9	1.7	7.5	5.4	14.0
Average Price	\$546,625	13.9	26.5	26.7	62.9	68.6	90.3
Median Price	\$472,500	4.0	28.6	15.5	50.0	44.5	68.8
Sales to List Price Ratio	98.6	96.8	98.6	97.9	96.7	96.5	95.5
Median Days on Market	47.0	48.0	25.5	59.0	126.0	113.0	28.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	149	0.0	9.6	-7.5	-6.9	22.1	40.6
Dollar Volume	\$77,583,678	9.6	26.1	19.9	44.7	109.6	121.1
New Listings	228	4.1	21.3	18.8	4.1	0.0	-25.2
Active Listings ³	83	46.9	133.0	100.7	-4.3	-25.1	1.9
Sales to New Listings Ratio ⁴	65.4	68.0	72.3	83.9	73.1	53.5	34.8
Months of Inventory ⁵	6.1	4.2	2.9	2.8	6.0	10.0	8.4
Average Price	\$520,696	9.6	15.1	29.5	55.4	71.6	57.3
Median Price	\$485,000	5.4	10.5	25.0	49.2	61.8	51.8
Sales to List Price Ratio	98.6	98.0	98.7	98.9	96.1	95.7	96.7
Median Days on Market	36.0	46.0	36.5	35.0	70.5	87.5	29.0

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

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

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

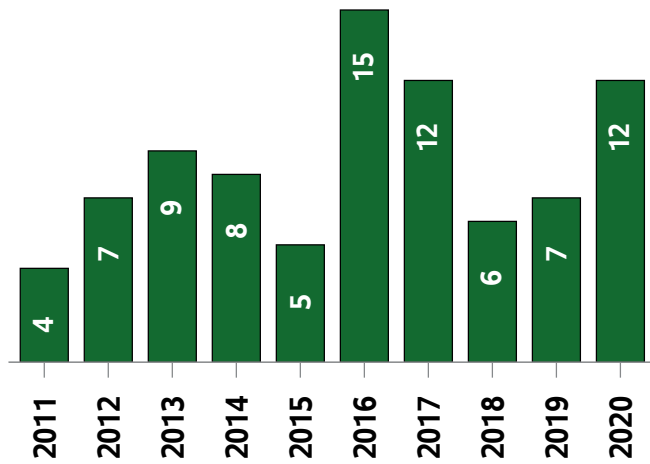
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

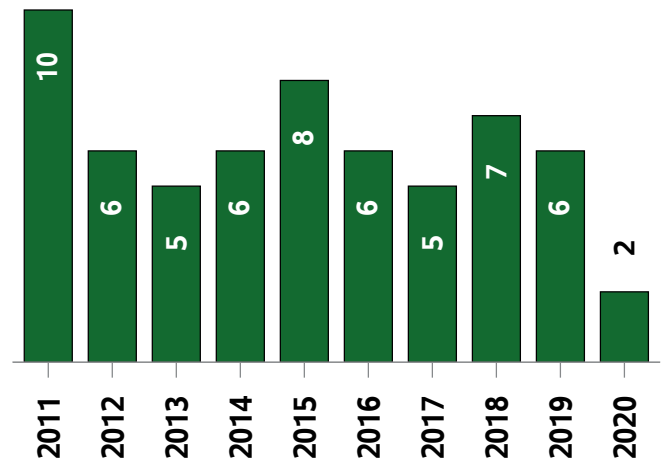
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

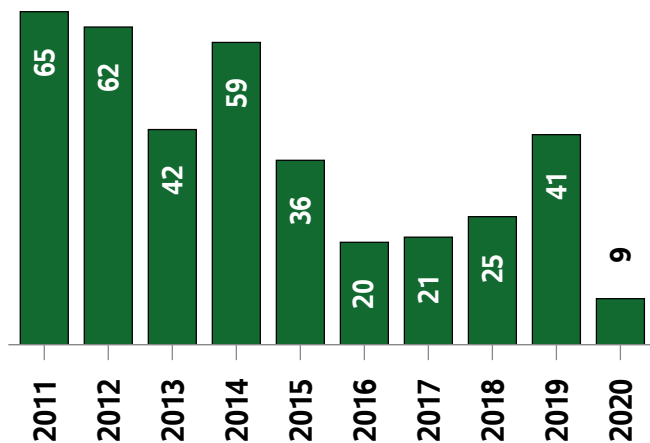
Sales Activity (November only)



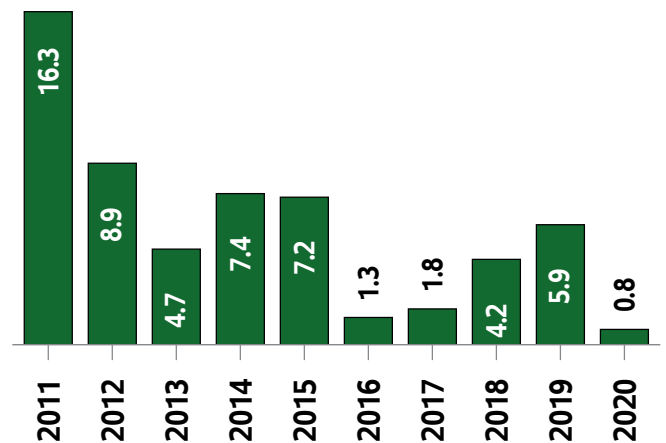
New Listings (November only)



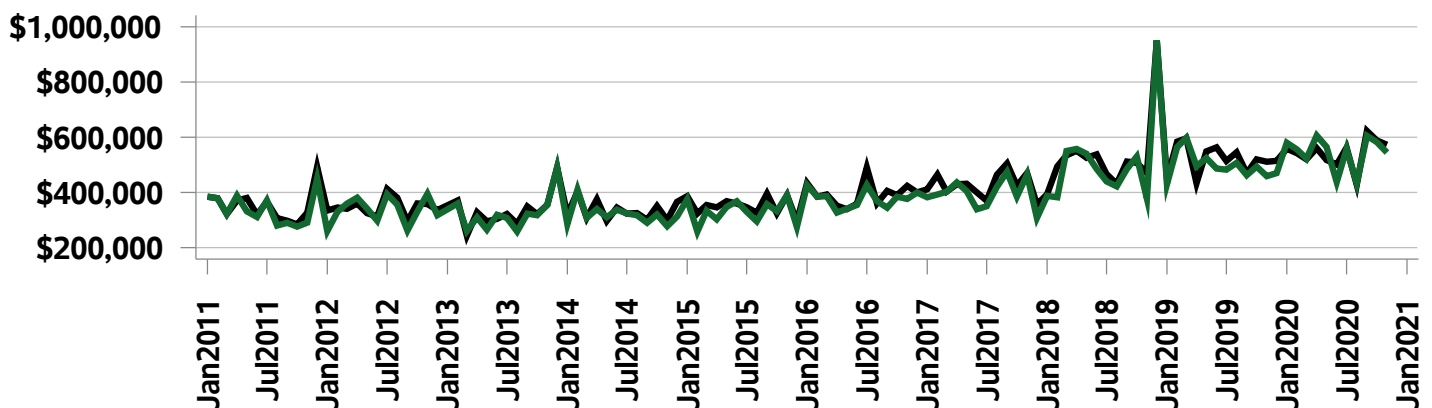
Active Listings (November only)



Months of Inventory (November only)

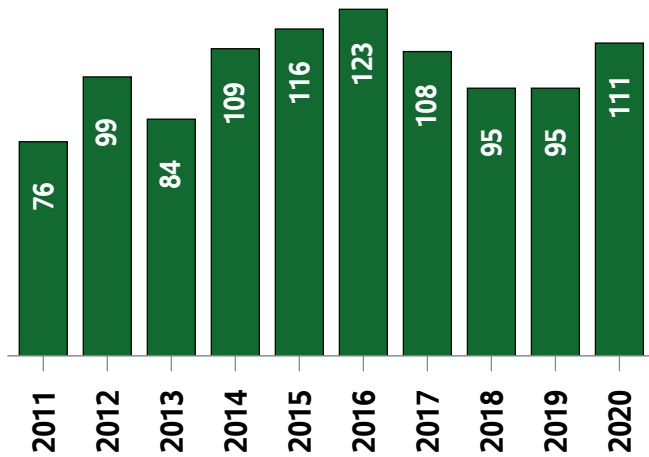


Average Price and Median Price

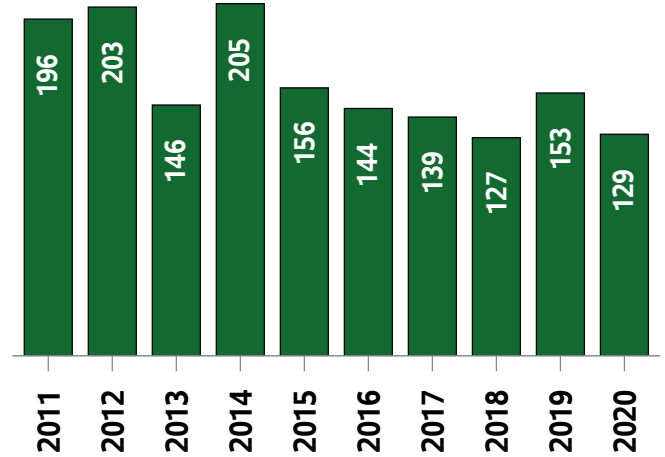


Nelson MLS® Single Family Market Activity

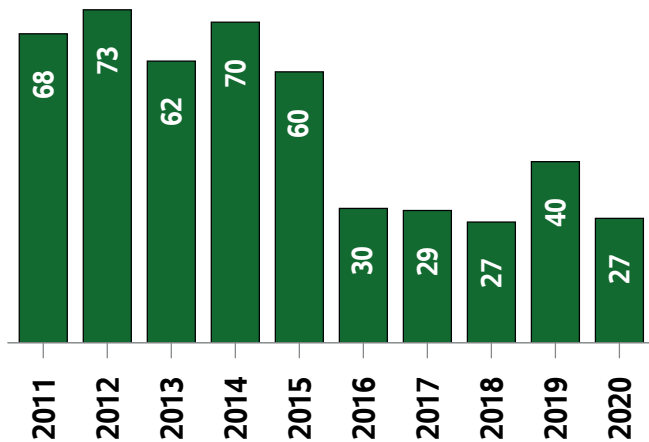
Sales Activity (November Year-to-date)



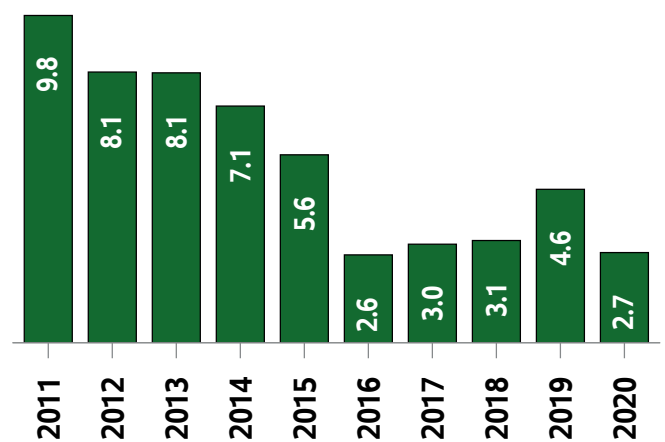
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Nelson

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	12	71.4	100.0	0.0	140.0	33.3	100.0
Dollar Volume	\$6,871,000	92.0	143.7	21.8	252.4	114.9	306.2
New Listings	2	-66.7	-71.4	-60.0	-75.0	-60.0	-75.0
Active Listings	9	-78.0	-64.0	-57.1	-75.0	-78.6	-78.0
Sales to New Listings Ratio ¹	600.0	116.7	85.7	240.0	62.5	180.0	75.0
Months of Inventory ²	0.8	5.9	4.2	1.8	7.2	4.7	6.8
Average Price	\$572,583	12.0	21.9	21.8	46.8	61.2	103.1
Median Price	\$544,500	18.6	44.2	17.1	39.6	53.4	94.5
Sales to List Price Ratio	98.7	97.1	98.6	97.5	96.6	95.7	94.6
Median Days on Market	50.0	31.0	25.5	61.0	94.0	113.0	32.5
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	111	16.8	16.8	2.8	-4.3	32.1	33.7
Dollar Volume	\$60,416,878	21.5	27.6	28.0	48.0	123.8	107.5
New Listings	129	-15.7	1.6	-7.2	-17.3	-11.6	-31.4
Active Listings ³	27	-31.3	3.1	-5.9	-54.0	-55.8	-45.4
Sales to New Listings Ratio ⁴	86.0	62.1	74.8	77.7	74.4	57.5	44.1
Months of Inventory ⁵	2.7	4.6	3.1	3.0	5.6	8.1	6.6
Average Price	\$544,296	4.0	9.2	24.5	54.7	69.3	55.2
Median Price	\$543,800	9.0	13.3	30.8	59.6	72.5	67.3
Sales to List Price Ratio	98.6	97.8	98.9	99.0	96.0	95.4	96.7
Median Days on Market	35.0	42.0	39.0	32.5	74.5	74.5	25.0

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

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

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

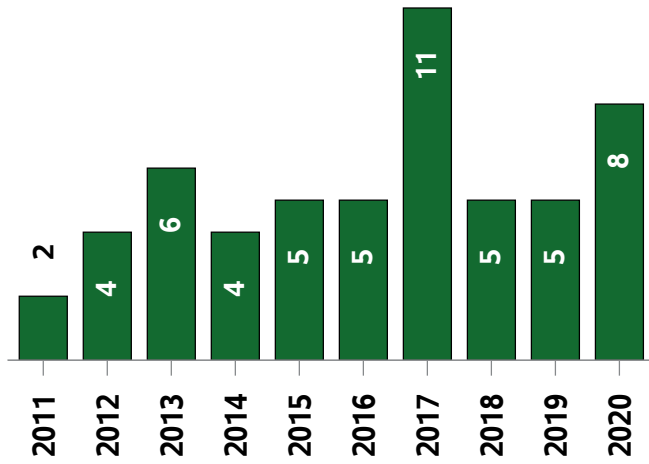
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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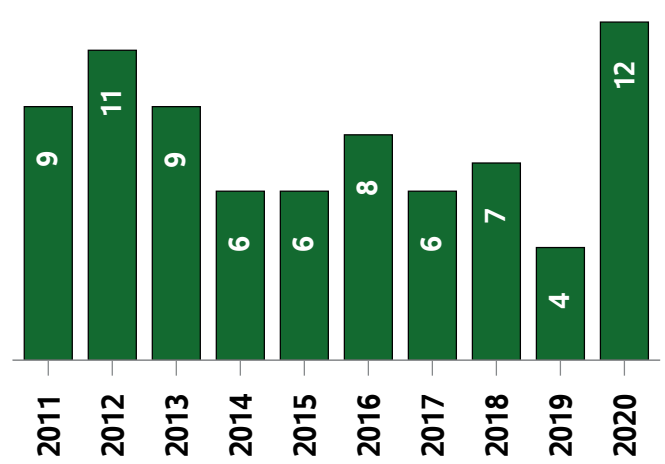
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Residential Market Activity

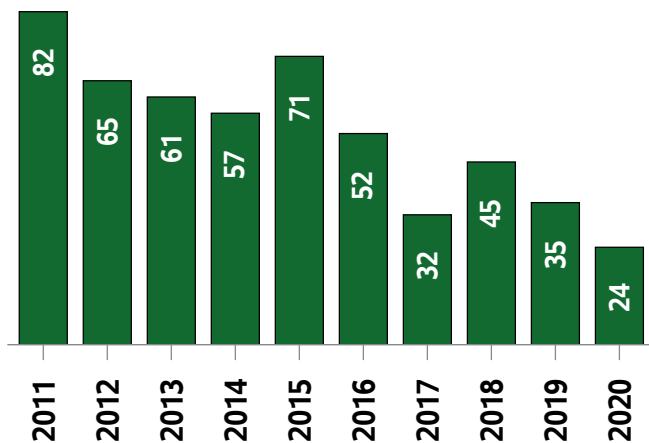
Sales Activity (November only)



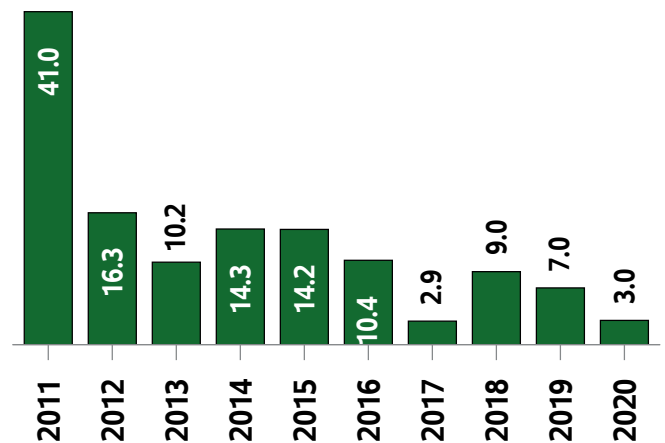
New Listings (November only)



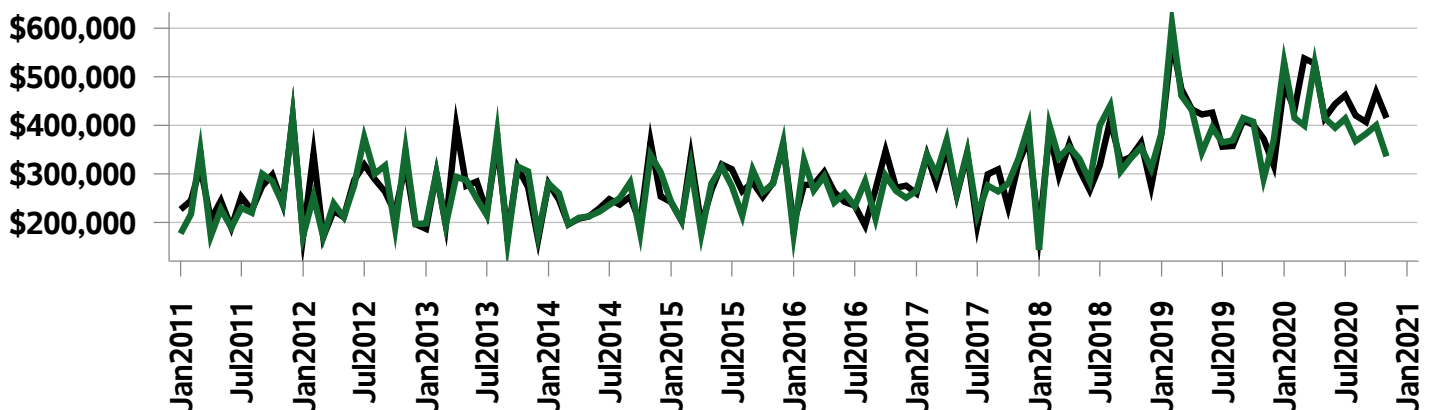
Active Listings (November only)



Months of Inventory (November only)

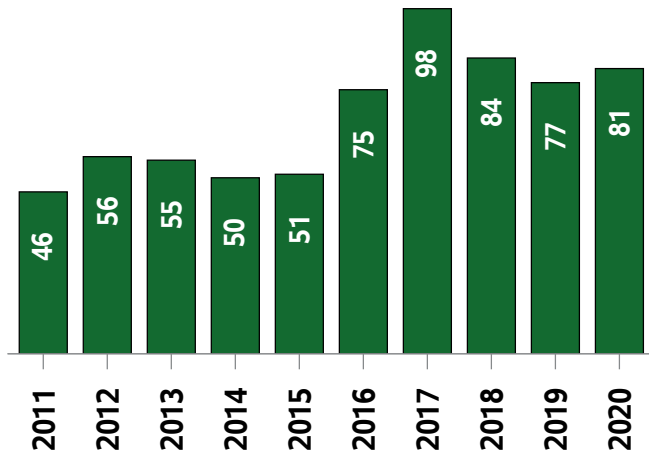


Average Price and Median Price

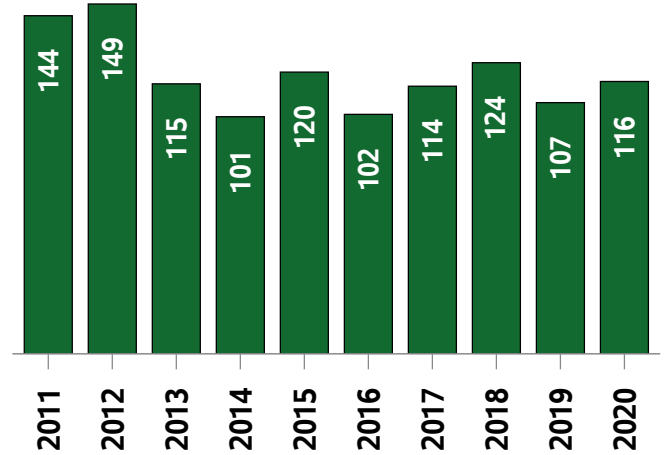


Rossland MLS® Residential Market Activity

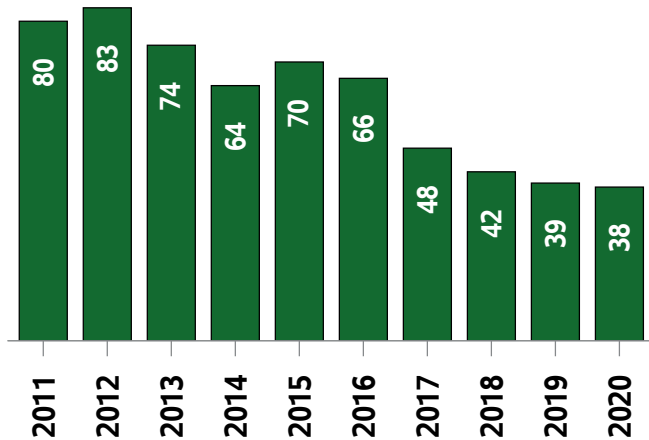
Sales Activity (November Year-to-date)



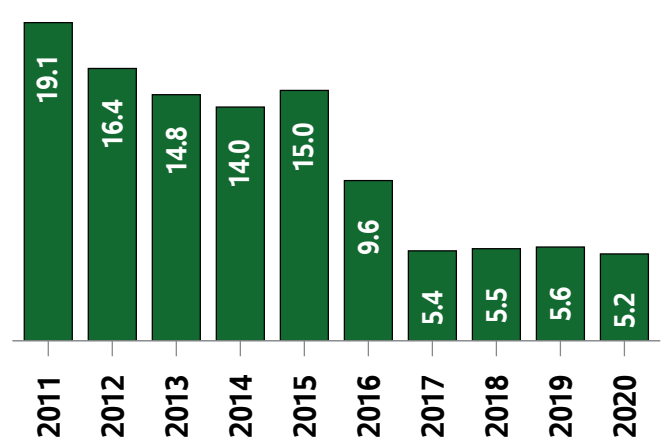
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Rossland

MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	8	60.0	60.0	-27.3	60.0	33.3	166.7
Dollar Volume	\$3,321,500	78.4	82.3	-6.4	135.6	102.9	432.4
New Listings	12	200.0	71.4	100.0	100.0	33.3	200.0
Active Listings	24	-31.4	-46.7	-25.0	-66.2	-60.7	-59.3
Sales to New Listings Ratio ¹	66.7	125.0	71.4	183.3	83.3	66.7	75.0
Months of Inventory ²	3.0	7.0	9.0	2.9	14.2	10.2	19.7
Average Price	\$415,188	11.5	13.9	28.7	47.2	52.2	99.6
Median Price	\$336,000	15.9	-5.4	1.2	20.0	10.2	148.9
Sales to List Price Ratio	102.8	97.0	97.1	96.0	95.3	93.8	91.9
Median Days on Market	36.0	37.0	28.0	92.0	157.0	75.5	161.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	81	5.2	-3.6	-17.3	58.8	47.3	72.3
Dollar Volume	\$36,291,383	11.6	31.5	26.2	161.9	131.7	244.4
New Listings	116	8.4	-6.5	1.8	-3.3	0.9	-17.1
Active Listings ³	38	-2.5	-9.0	-20.2	-44.9	-48.0	-20.3
Sales to New Listings Ratio ⁴	69.8	72.0	67.7	86.0	42.5	47.8	33.6
Months of Inventory ⁵	5.2	5.6	5.5	5.4	15.0	14.8	11.3
Average Price	\$448,042	6.0	36.4	52.7	64.9	57.3	99.8
Median Price	\$400,000	3.6	18.3	40.6	42.9	52.1	81.8
Sales to List Price Ratio	98.6	97.6	96.8	96.3	94.8	94.1	95.6
Median Days on Market	55.0	62.0	52.0	63.5	99.0	94.0	32.0

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

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

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

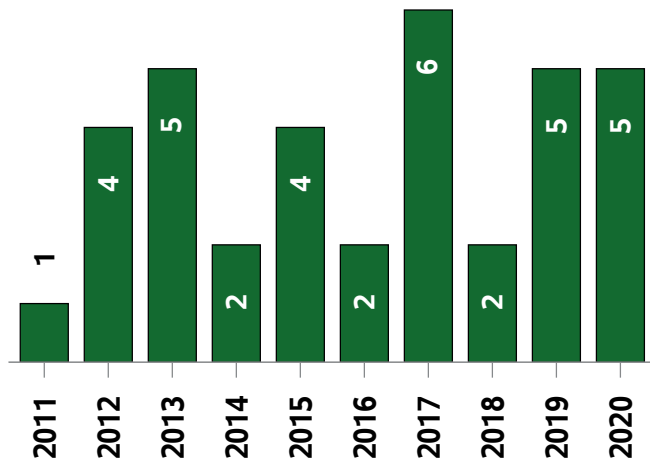
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

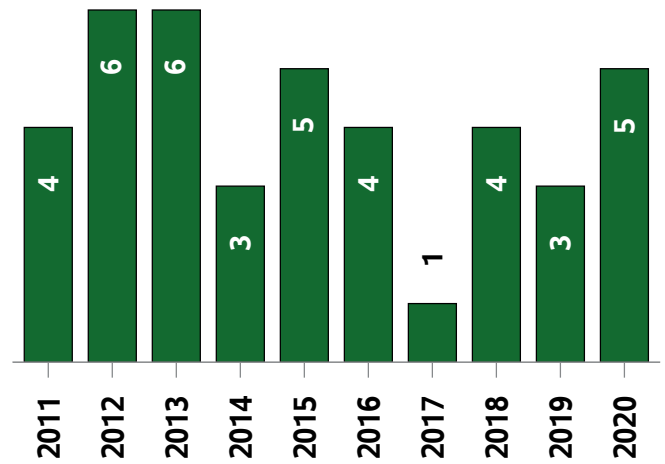
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Rossland MLS® Single Family Market Activity

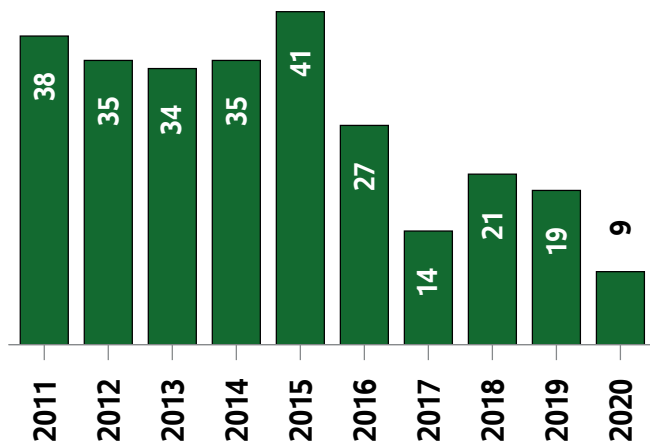
Sales Activity (November only)



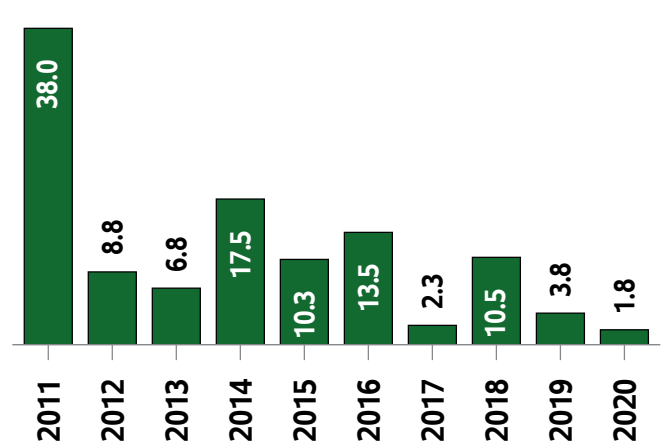
New Listings (November only)



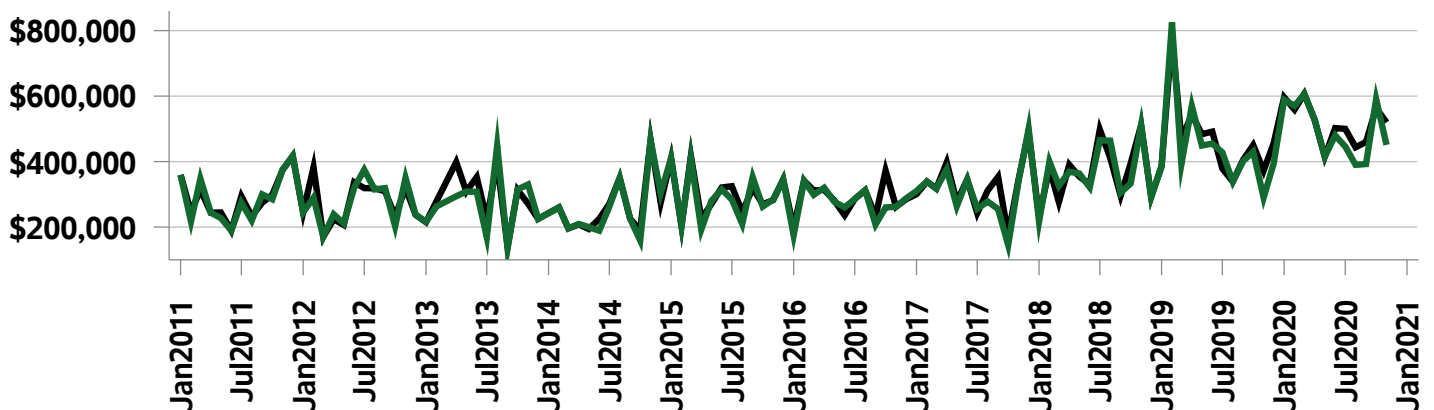
Active Listings (November only)



Months of Inventory (November only)

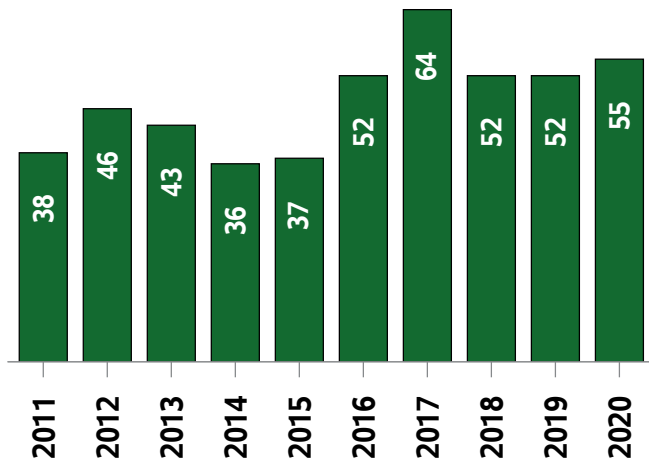


Average Price and Median Price

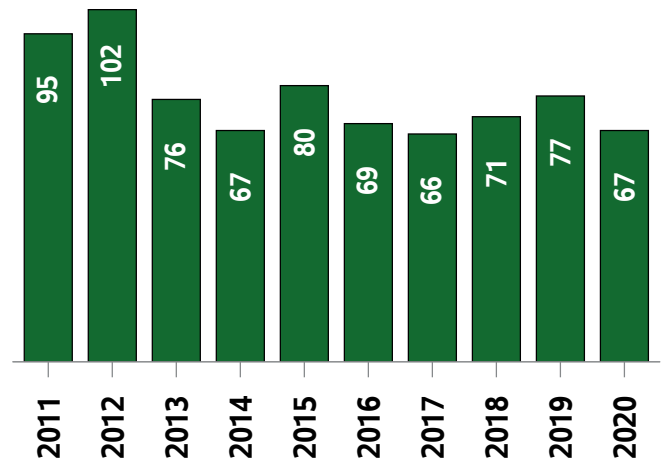


Rossland MLS® Single Family Market Activity

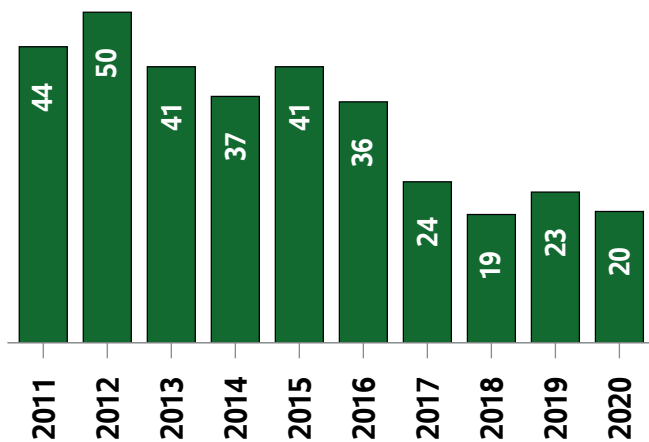
Sales Activity (November Year-to-date)



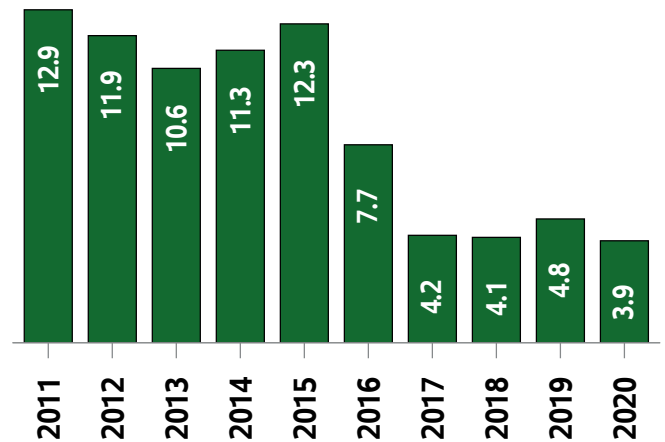
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Rossland

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	0.0	150.0	-16.7	25.0	0.0	66.7
Dollar Volume	\$2,598,500	39.6	154.3	25.5	130.0	91.5	316.5
New Listings	5	66.7	25.0	400.0	0.0	-16.7	150.0
Active Listings	9	-52.6	-57.1	-35.7	-78.0	-73.5	-75.0
Sales to New Listings Ratio ¹	100.0	166.7	50.0	600.0	80.0	83.3	150.0
Months of Inventory ²	1.8	3.8	10.5	2.3	10.3	6.8	12.0
Average Price	\$519,700	39.6	1.7	50.6	84.0	91.5	149.9
Median Price	\$451,000	55.5	-11.7	32.3	58.8	36.7	234.1
Sales to List Price Ratio	100.8	97.0	97.9	94.7	94.9	93.2	91.9
Median Days on Market	39.0	37.0	132.5	140.0	171.0	56.0	161.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	55	5.8	5.8	-14.1	48.6	27.9	34.1
Dollar Volume	\$28,187,933	16.7	46.8	39.0	164.0	113.2	183.5
New Listings	67	-13.0	-5.6	1.5	-16.3	-11.8	-29.5
Active Listings ³	20	-12.9	2.4	-18.4	-52.4	-52.4	-33.6
Sales to New Listings Ratio ⁴	82.1	67.5	73.2	97.0	46.3	56.6	43.2
Months of Inventory ⁵	3.9	4.8	4.1	4.2	12.3	10.6	8.0
Average Price	\$512,508	10.4	38.8	61.7	77.6	66.7	111.4
Median Price	\$470,000	13.3	34.3	59.6	67.9	62.1	113.2
Sales to List Price Ratio	97.3	98.1	97.7	95.8	95.7	94.7	95.7
Median Days on Market	53.0	47.0	42.0	53.0	84.0	94.0	28.0

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

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

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

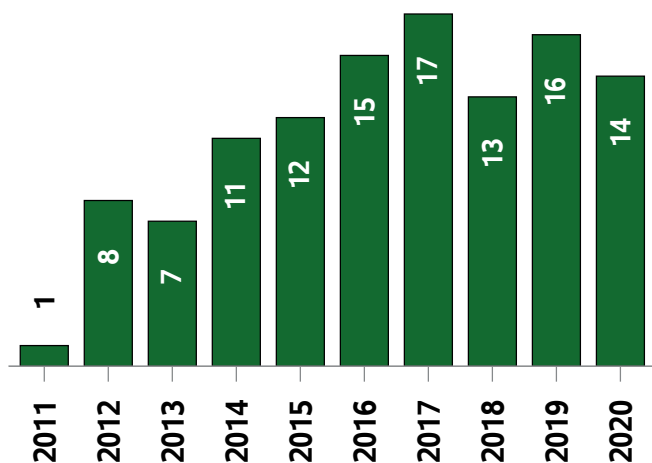
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

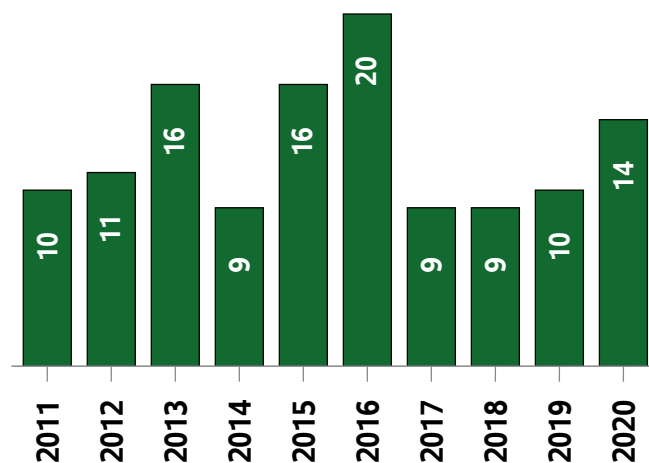
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

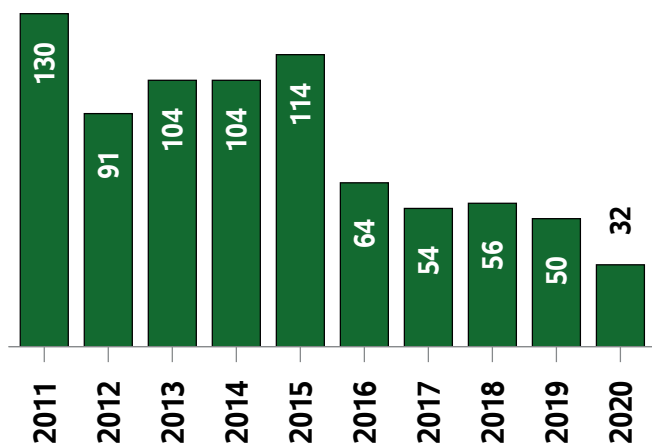
Sales Activity (November only)



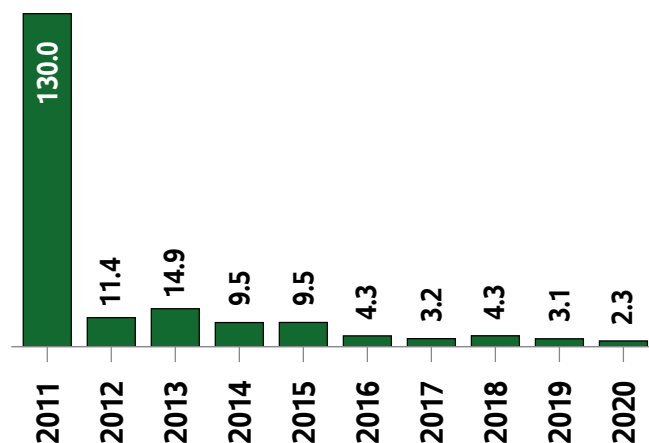
New Listings (November only)



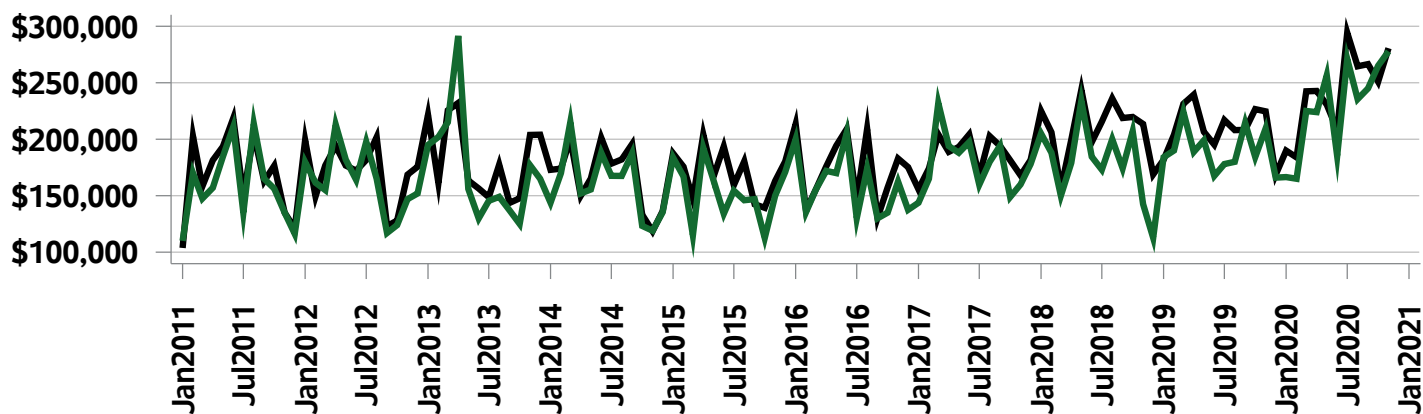
Active Listings (November only)



Months of Inventory (November only)

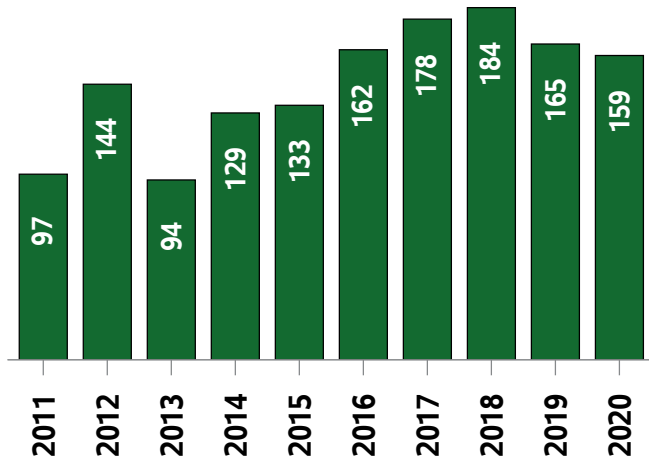


Average Price and Median Price

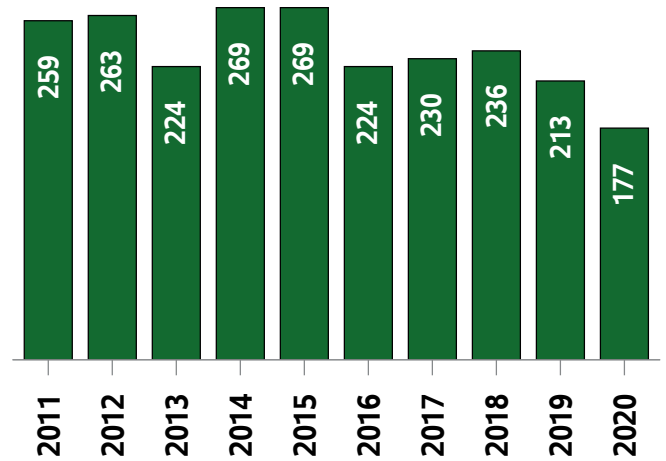


MLS® Residential Market Activity

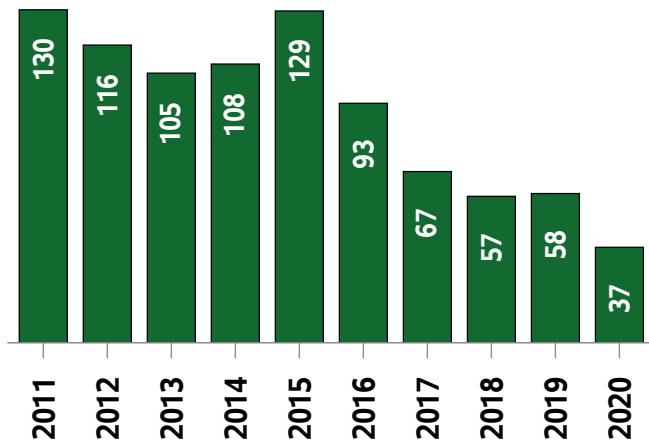
Sales Activity (November Year-to-date)



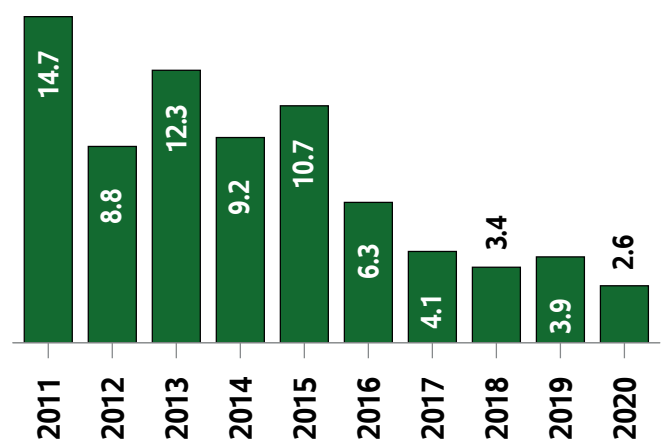
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Trail MLS® Residential Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	14	-12.5	7.7	-17.6	16.7	100.0	-6.7
Dollar Volume	\$3,928,433	9.3	41.6	37.6	100.8	175.4	30.1
New Listings	14	40.0	55.6	55.6	-12.5	-12.5	7.7
Active Listings	32	-36.0	-42.9	-40.7	-71.9	-69.2	-68.3
Sales to New Listings Ratio ¹	100.0	160.0	144.4	188.9	75.0	43.8	115.4
Months of Inventory ²	2.3	3.1	4.3	3.2	9.5	14.9	6.7
Average Price	\$280,602	24.9	31.5	67.0	72.1	37.7	39.3
Median Price	\$277,750	32.6	94.9	73.6	85.2	56.9	63.4
Sales to List Price Ratio	95.9	96.2	93.0	90.3	98.2	94.9	93.4
Median Days on Market	46.5	52.0	56.0	54.0	50.0	153.0	92.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	159	-3.6	-13.6	-10.7	19.5	69.1	62.2
Dollar Volume	\$39,255,309	11.6	-0.1	17.8	75.8	138.9	111.6
New Listings	177	-16.9	-25.0	-23.0	-34.2	-21.0	-35.2
Active Listings ³	37	-36.0	-34.8	-44.2	-71.2	-64.6	-59.2
Sales to New Listings Ratio ⁴	89.8	77.5	78.0	77.4	49.4	42.0	35.9
Months of Inventory ⁵	2.6	3.9	3.4	4.1	10.7	12.3	10.2
Average Price	\$246,889	15.8	15.6	31.8	47.1	41.2	30.4
Median Price	\$227,500	19.7	24.3	29.8	51.7	44.0	31.1
Sales to List Price Ratio	96.6	96.1	96.8	94.6	93.9	94.6	93.7
Median Days on Market	39.0	46.0	40.0	58.5	92.0	60.0	41.0

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

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

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

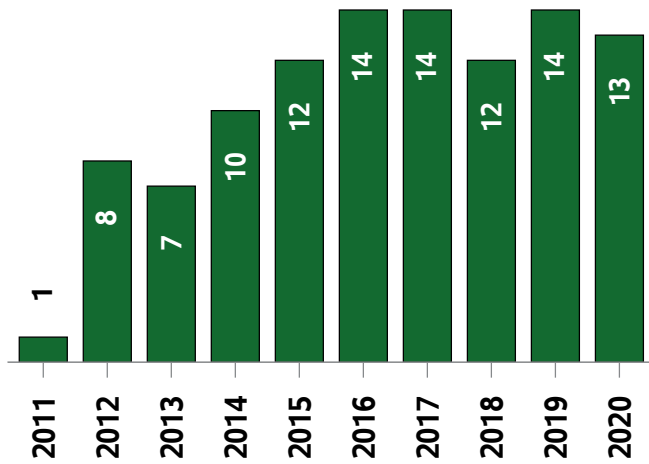
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

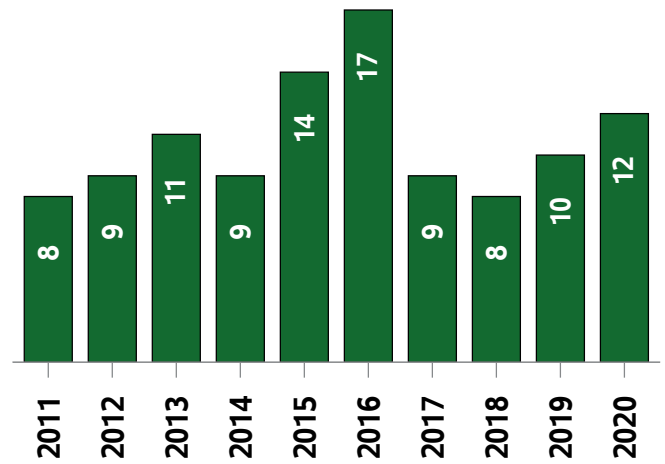
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Single Family Market Activity

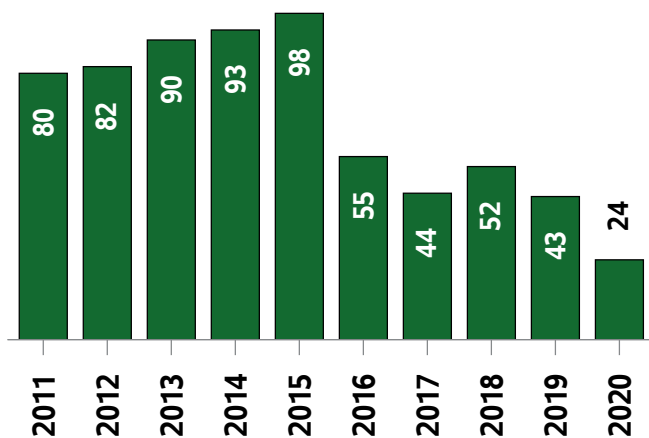
Sales Activity (November only)



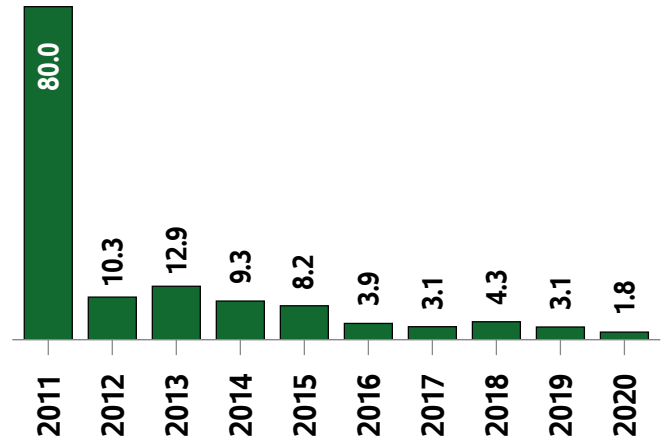
New Listings (November only)



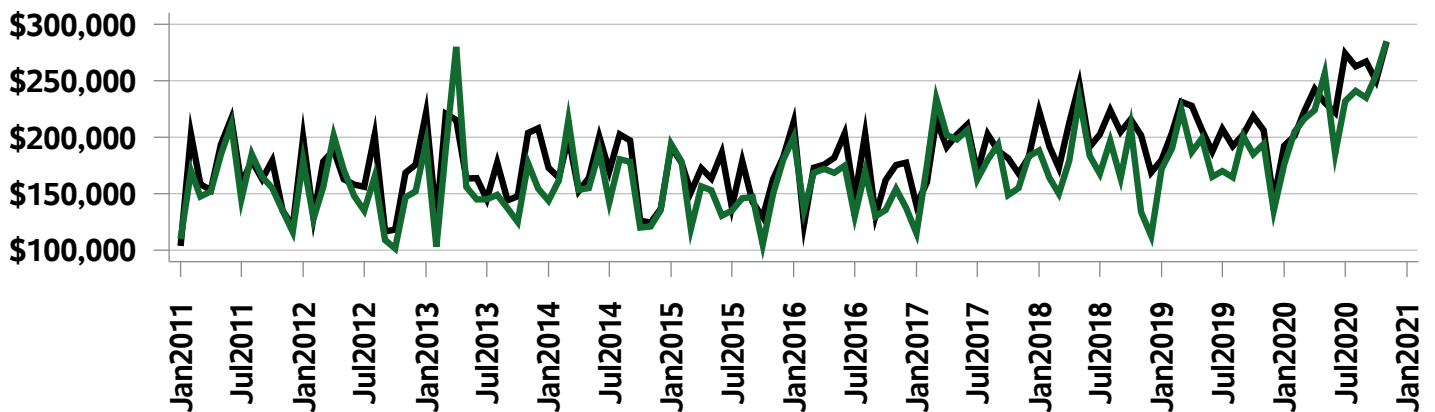
Active Listings (November only)



Months of Inventory (November only)

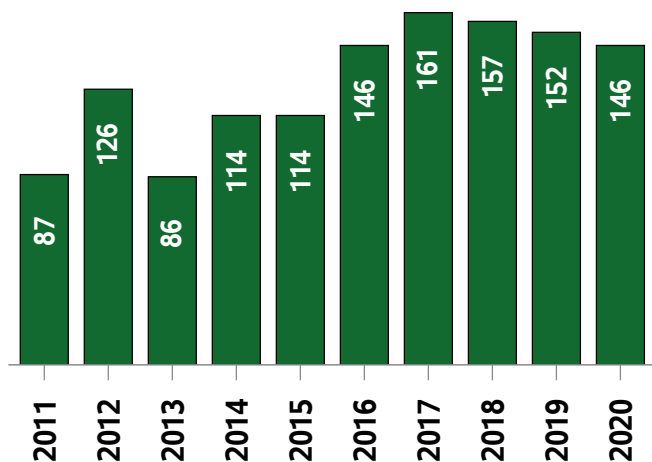


Average Price and Median Price

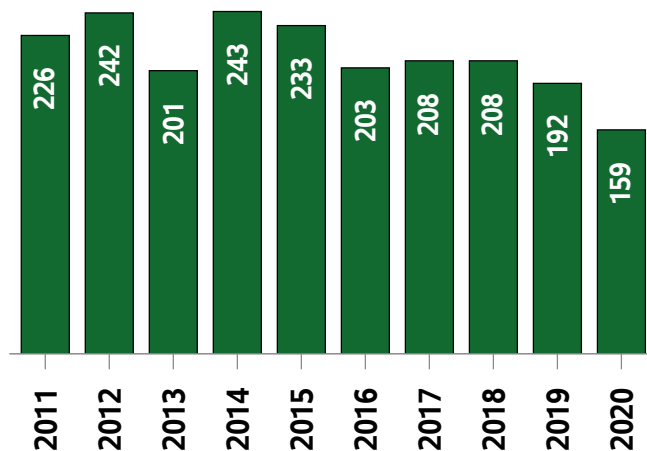


Trail MLS® Single Family Market Activity

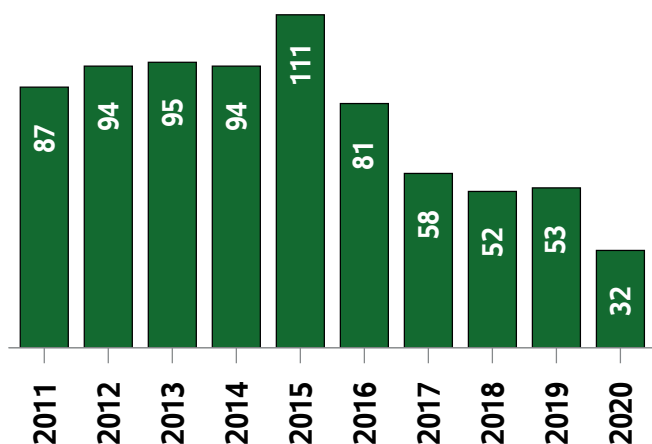
Sales Activity (November Year-to-date)



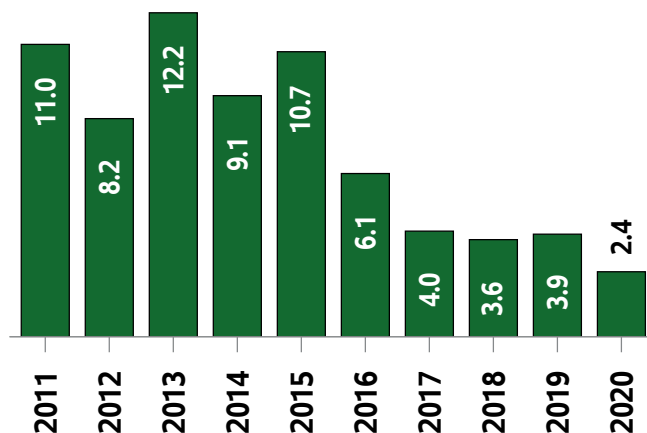
New Listings (November Year-to-date)



Active Listings ¹ (November Year-to-date)



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



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

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

Trail

MLS® Single Family Market Activity

Actual	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	13	-7.1	8.3	-7.1	8.3	85.7	8.3
Dollar Volume	\$3,693,433	27.9	52.6	57.1	88.8	158.9	40.6
New Listings	12	20.0	50.0	33.3	-14.3	9.1	0.0
Active Listings	24	-44.2	-53.8	-45.5	-75.5	-73.3	-61.9
Sales to New Listings Ratio ¹	108.3	140.0	150.0	155.6	85.7	63.6	100.0
Months of Inventory ²	1.8	3.1	4.3	3.1	8.2	12.9	5.3
Average Price	\$284,110	37.7	40.9	69.2	74.2	39.4	29.8
Median Price	\$285,000	46.9	113.1	83.9	90.0	61.0	38.2
Sales to List Price Ratio	96.0	95.1	92.7	90.4	98.2	94.9	93.0
Median Days on Market	46.0	66.0	58.5	56.5	50.0	153.0	79.0
Year-to-date	November 2020	Compared to ⁶					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	146	-3.9	-7.0	-9.3	28.1	69.8	73.8
Dollar Volume	\$35,956,809	14.9	9.5	18.2	95.3	143.9	122.8
New Listings	159	-17.2	-23.6	-23.6	-31.8	-20.9	-23.9
Active Listings ³	32	-39.1	-37.7	-44.1	-70.7	-65.9	-49.4
Sales to New Listings Ratio ⁴	91.8	79.2	75.5	77.4	48.9	42.8	40.2
Months of Inventory ⁵	2.4	3.9	3.6	4.0	10.7	12.2	8.4
Average Price	\$246,280	19.6	17.7	30.3	52.5	43.7	28.2
Median Price	\$225,000	22.0	25.7	26.4	55.2	44.7	27.1
Sales to List Price Ratio	96.5	95.8	96.9	94.5	93.8	94.7	93.6
Median Days on Market	36.5	49.5	42.0	56.0	91.5	57.0	41.0

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

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

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

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

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

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