



Kootenay Association of REALTORS® Residential Market Activity November 2020

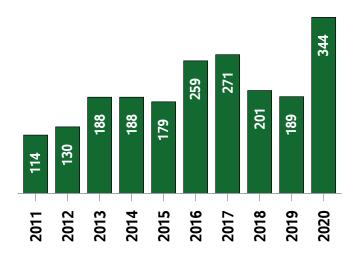




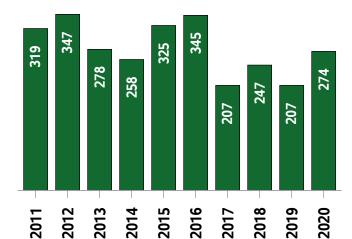
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MLS® Residential Market Activity



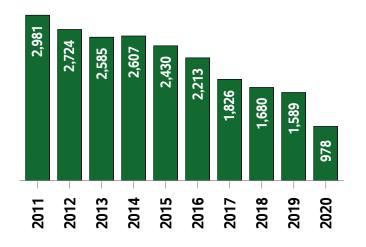


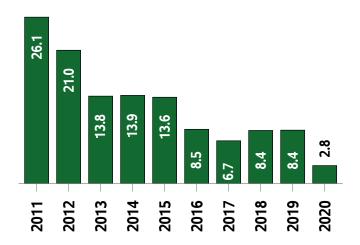
Active Listings (November only)



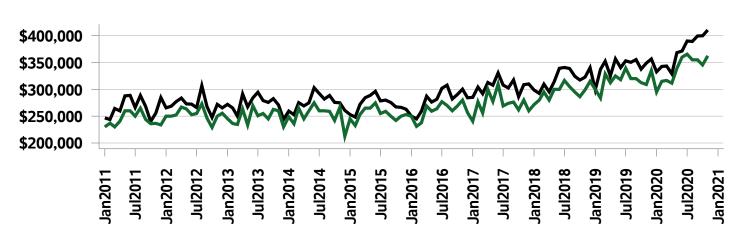
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

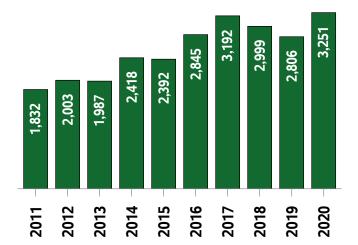




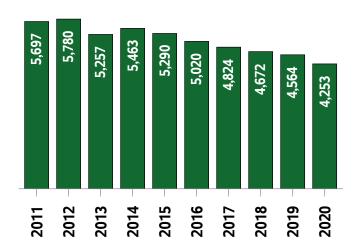
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MLS® Residential Market Activity

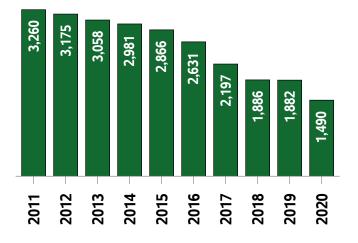
Sales Activity (November Year-to-date)



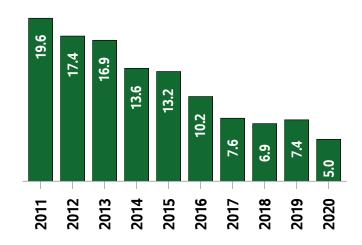
New Listings (November Year-to-date)



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





MLS® Residential Market Activity

				C			
				Compa	red to ⁶		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity				November	November		
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020 3,251	2019 15.9	8.4	November 2017	November 2015 35.9	63.6	70.0
Sales Activity Dollar Volume	3,251 \$1,240,417,017	2019 15.9 28.5	2018 8.4 29.1	November 2017 1.8 26.5	November 2015 35.9 87.6	2013 63.6 124.4	70.0 137.4
Sales Activity Dollar Volume New Listings	3,251 \$1,240,417,017 4,253	2019 15.9 28.5 -6.8	2018 8.4 29.1 -9.0	November 2017 1.8 26.5 -11.8	November 2015 35.9 87.6 -19.6	2013 63.6 124.4 -19.1	70.0 137.4 -31.1
Sales Activity Dollar Volume New Listings Active Listings	2020 3,251 \$1,240,417,017 4,253 1,490	2019 15.9 28.5 -6.8 -20.8	2018 8.4 29.1 -9.0 -21.0	November 2017 1.8 26.5 -11.8 -32.2	November 2015 35.9 87.6 -19.6 -48.0	2013 63.6 124.4 -19.1 -51.3	70.0 137.4 -31.1 -54.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 3,251 \$1,240,417,017 4,253 1,490 76.4	2019 15.9 28.5 -6.8 -20.8 61.5	2018 8.4 29.1 -9.0 -21.0 64.2	November 2017 1.8 26.5 -11.8 -32.2 66.2	November 2015 35.9 87.6 -19.6 -48.0 45.2	2013 63.6 124.4 -19.1 -51.3 37.8	2010 70.0 137.4 -31.1 -54.5 31.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 3,251 \$1,240,417,017 4,253 1,490 76.4 5.0	2019 15.9 28.5 -6.8 -20.8 61.5 7.4	2018 8.4 29.1 -9.0 -21.0 64.2 6.9	November 2017 1.8 26.5 -11.8 -32.2 66.2 7.6	November 2015 35.9 87.6 -19.6 -48.0 45.2 13.2	2013 63.6 124.4 -19.1 -51.3 37.8 16.9	2010 70.0 137.4 -31.1 -54.5 31.0 18.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 3,251 \$1,240,417,017 4,253 1,490 76.4 5.0 \$381,549	2019 15.9 28.5 -6.8 -20.8 61.5 7.4 10.9	2018 8.4 29.1 -9.0 -21.0 64.2 6.9 19.1	November 2017 1.8 26.5 -11.8 -32.2 66.2 7.6 24.2	November 2015 35.9 87.6 -19.6 -48.0 45.2 13.2 38.0	2013 63.6 124.4 -19.1 -51.3 37.8 16.9 37.1	2010 70.0 137.4 -31.1 -54.5 31.0 18.8 39.6

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

Source: Canadian MLS® Systems, CREA

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

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

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

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

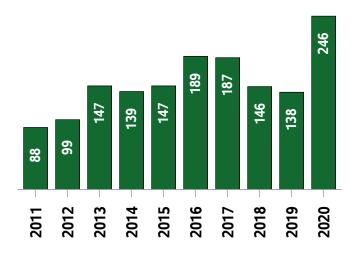
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



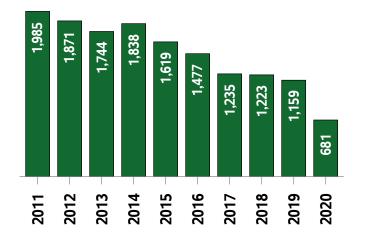
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MLS® Single Family Market Activity

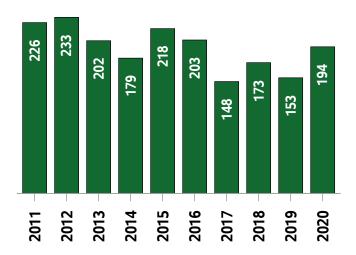
Sales Activity (November only)



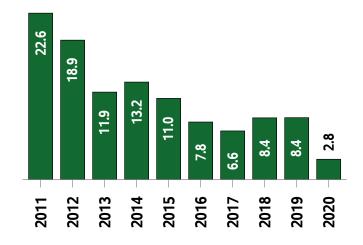
Active Listings (November only)



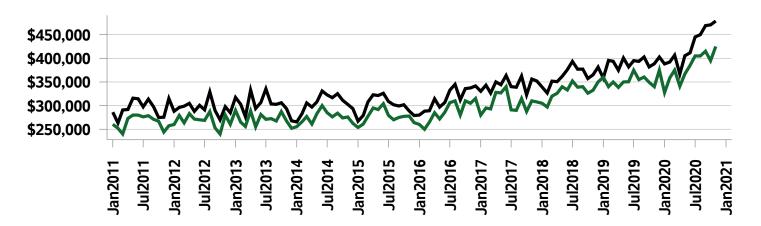
New Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

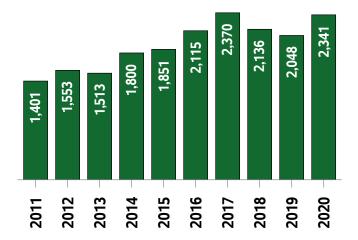




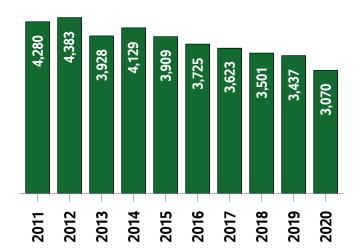


MLS® Single Family Market Activity

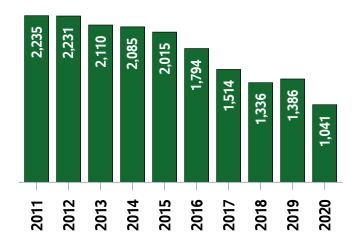
Sales Activity (November Year-to-date)



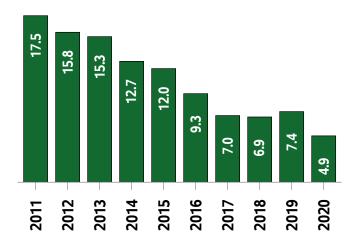
New Listings (November Year-to-date)



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





MLS® Single Family Market Activity

	Compared to 6								
				Compa	red to °				
Actual	November 2020	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		
				Compa	red to ⁶				
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010		
Year-to-date Sales Activity				November	November				
	2020	2019	2018	November 2017	November 2015	2013	2010		
Sales Activity	2020	2019 14.3	9.6	November 2017	November 2015 26.5	2013 54.7	60.6		
Sales Activity Dollar Volume	2020 2,341 \$1,029,975,787	2019 14.3 29.1	9.6 32.0	November 2017 -1.2 26.0	November 2015 26.5 82.1	2013 54.7 120.9	2010 60.6 137.4		
Sales Activity Dollar Volume New Listings	2020 2,341 \$1,029,975,787 3,070	2019 14.3 29.1 -10.7	9.6 32.0 -12.3	November 2017 -1.2 26.0 -15.3	November 2015 26.5 82.1 -21.5	2013 54.7 120.9 -21.8	2010 60.6 137.4 -32.3		
Sales Activity Dollar Volume New Listings Active Listings	2020 2,341 \$1,029,975,787 3,070 1,041	2019 14.3 29.1 -10.7 -24.9	9.6 32.0 -12.3 -22.1	November 2017 -1.2 26.0 -15.3 -31.3	November 2015 26.5 82.1 -21.5 -48.4	2013 54.7 120.9 -21.8 -50.7	2010 60.6 137.4 -32.3 -54.5		
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 2,341 \$1,029,975,787 3,070 1,041 76.3	2019 14.3 29.1 -10.7 -24.9 59.6	9.6 32.0 -12.3 -22.1 61.0	November 2017 -1.2 26.0 -15.3 -31.3 65.4	November 2015 26.5 82.1 -21.5 -48.4 47.4	2013 54.7 120.9 -21.8 -50.7 38.5	2010 60.6 137.4 -32.3 -54.5 32.2		
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 2,341 \$1,029,975,787 3,070 1,041 76.3 4.9	2019 14.3 29.1 -10.7 -24.9 59.6 7.4	9.6 32.0 -12.3 -22.1 61.0 6.9	November 2017 -1.2 26.0 -15.3 -31.3 65.4 7.0	November 2015 26.5 82.1 -21.5 -48.4 47.4 12.0	2013 54.7 120.9 -21.8 -50.7 38.5 15.3	2010 60.6 137.4 -32.3 -54.5 32.2 17.3		
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 2,341 \$1,029,975,787 3,070 1,041 76.3 4.9 \$439,973	2019 14.3 29.1 -10.7 -24.9 59.6 7.4 12.9	9.6 32.0 -12.3 -22.1 61.0 6.9 20.5	November 2017 -1.2 26.0 -15.3 -31.3 65.4 7.0 27.5	November 2015 26.5 82.1 -21.5 -48.4 47.4 12.0 44.0	2013 54.7 120.9 -21.8 -50.7 38.5 15.3 42.8	2010 60.6 137.4 -32.3 -54.5 32.2 17.3 47.8		

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

Source: Canadian MLS® Systems, CREA

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

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

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

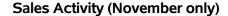
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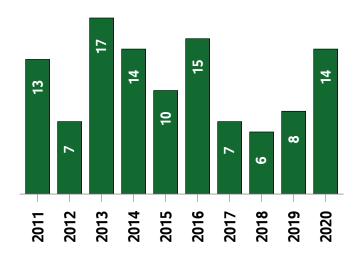
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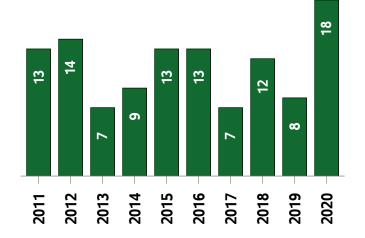
Castlegar MLS® Residential Market Activity

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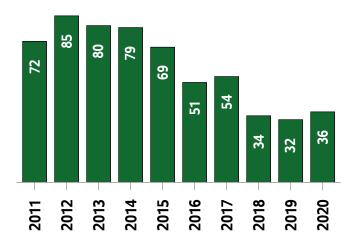




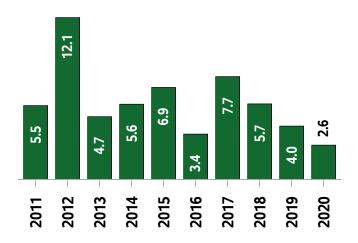
New Listings (November only)



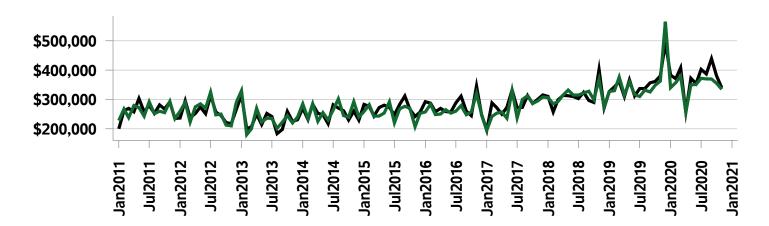
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

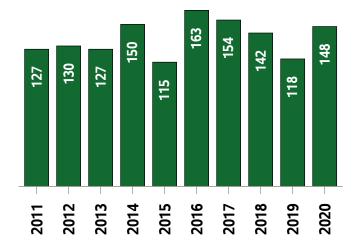




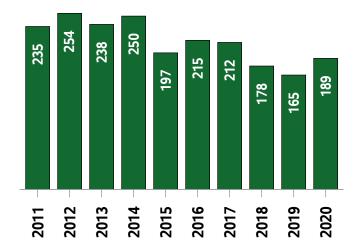
Castlegar MLS® Residential Market Activity



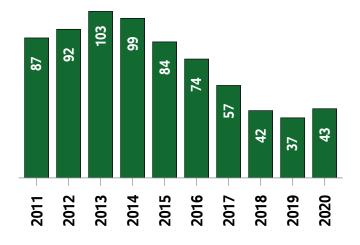
Sales Activity (November Year-to-date)



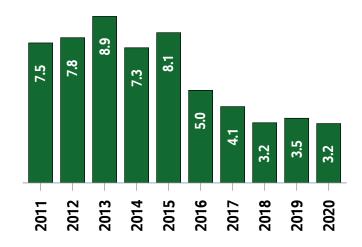
New Listings (November Year-to-date)



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

				Compa	red to 6		
Actual	November 2020	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
	i e						
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			ı	November	November	1	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 25.4	4.2	November 2017 -3.9	November 2015 28.7	16.5	38.3
Sales Activity Dollar Volume	2020 148 \$56,198,646	2019 25.4 38.2	2018 4.2 28.3	November 2017 -3.9 29.0	November 2015 28.7 81.1	2013 16.5 92.7	38.3 106.2
Sales Activity Dollar Volume New Listings	2020 148 \$56,198,646 189	2019 25.4 38.2 14.5	2018 4.2 28.3 6.2	November 2017 -3.9 29.0 -10.8	November 2015 28.7 81.1 -4.1	2013 16.5 92.7 -20.6	38.3 106.2 -28.4
Sales Activity Dollar Volume New Listings Active Listings ³	2020 148 \$56,198,646 189 43	2019 25.4 38.2 14.5 15.1	2018 4.2 28.3 6.2 2.8	November 2017 -3.9 29.0 -10.8 -25.2	November 2015 28.7 81.1 -4.1 -49.1	2013 16.5 92.7 -20.6 -58.5	2010 38.3 106.2 -28.4 -41.7
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 148 \$56,198,646 189 43 78.3	2019 25.4 38.2 14.5 15.1 71.5	2018 4.2 28.3 6.2 2.8 79.8	November 2017 -3.9 29.0 -10.8 -25.2 72.6	November 2015 28.7 81.1 -4.1 -49.1 58.4	2013 16.5 92.7 -20.6 -58.5 53.4	2010 38.3 106.2 -28.4 -41.7 40.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 148 \$56,198,646 189 43 78.3 3.2	2019 25.4 38.2 14.5 15.1 71.5 3.5	2018 4.2 28.3 6.2 2.8 79.8 3.2	November 2017 -3.9 29.0 -10.8 -25.2 72.6 4.1	November 2015 28.7 81.1 -4.1 -49.1 58.4 8.1	2013 16.5 92.7 -20.6 -58.5 53.4 8.9	2010 38.3 106.2 -28.4 -41.7 40.5 7.6
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 148 \$56,198,646 189 43 78.3 3.2 \$379,721	2019 25.4 38.2 14.5 15.1 71.5 3.5 10.2	2018 4.2 28.3 6.2 2.8 79.8 3.2 23.1	November 2017 -3.9 29.0 -10.8 -25.2 72.6 4.1 34.2	November 2015 28.7 81.1 -4.1 -49.1 58.4 8.1 40.7	2013 16.5 92.7 -20.6 -58.5 53.4 8.9 65.4	2010 38.3 106.2 -28.4 -41.7 40.5 7.6 49.1

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

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

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

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

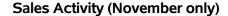
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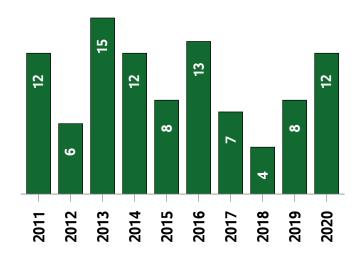
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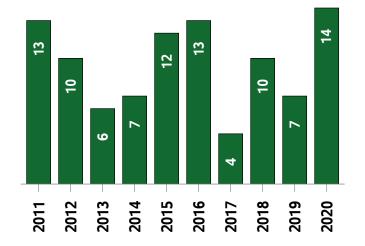
Castlegar MLS® Single Family Market Activity

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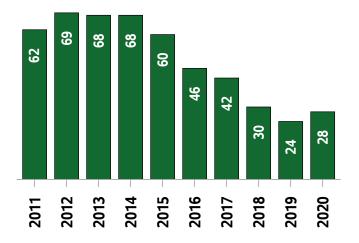




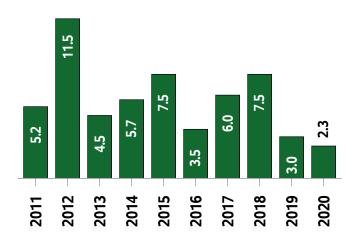
New Listings (November only)



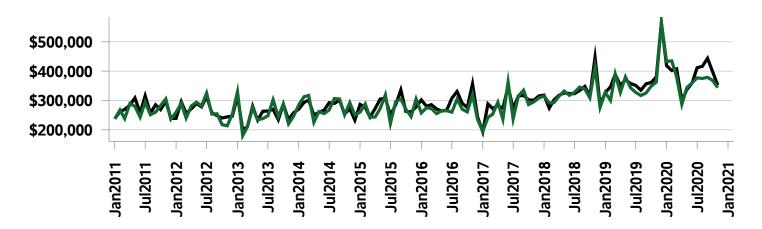
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

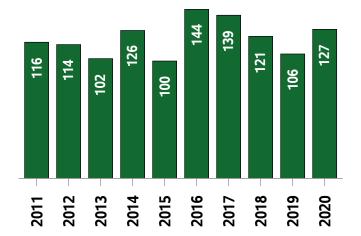




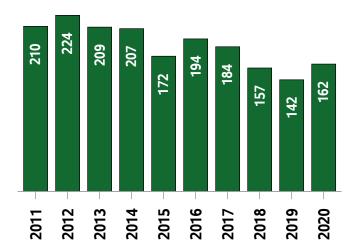
Castlegar MLS® Single Family Market Activity



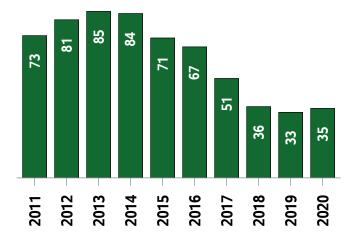
Sales Activity (November Year-to-date)



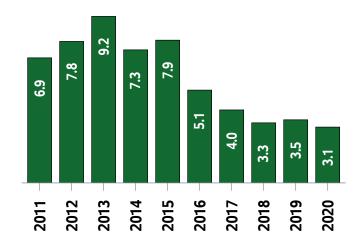
New Listings (November Year-to-date)



Active Listings 1 (November Year-to-date)



Months of Inventory (November Year-to-date)



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



Castlegar MLS® Single Family Market Activity



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6		I
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 19.8	5.0	November 2017 -8.6	November 2015 27.0	24.5	25.7
Sales Activity Dollar Volume	2020 127 \$49,897,546	19.8 31.4	5.0 27.9	November 2017 -8.6 21.4	November 2015 27.0 78.4	2013 24.5 93.1	2010 25.7 87.2
Sales Activity Dollar Volume New Listings	2020 127 \$49,897,546 162	2019 19.8 31.4 14.1	5.0 27.9 3.2	November 2017 -8.6 21.4 -12.0	November 2015 27.0 78.4 -5.8	2013 24.5 93.1 -22.5	2010 25.7 87.2 -32.2
Sales Activity Dollar Volume New Listings Active Listings ³	2020 127 \$49,897,546 162 35	19.8 31.4 14.1 6.0	5.0 27.9 3.2 -2.5	November 2017 -8.6 21.4 -12.0 -30.1	November 2015 27.0 78.4 -5.8 -50.3	2013 24.5 93.1 -22.5 -58.2	2010 25.7 87.2 -32.2 -44.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 127 \$49,897,546 162 35 78.4	19.8 31.4 14.1 6.0 74.6	2018 5.0 27.9 3.2 -2.5 77.1	November 2017 -8.6 21.4 -12.0 -30.1 75.5	November 2015 27.0 78.4 -5.8 -50.3 58.1	2013 24.5 93.1 -22.5 -58.2 48.8	2010 25.7 87.2 -32.2 -44.8 42.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 127 \$49,897,546 162 35 78.4 3.1	2019 19.8 31.4 14.1 6.0 74.6 3.5	2018 5.0 27.9 3.2 -2.5 77.1 3.3	November 2017 -8.6 21.4 -12.0 -30.1 75.5 4.0	November 2015 27.0 78.4 -5.8 -50.3 58.1 7.9	2013 24.5 93.1 -22.5 -58.2 48.8 9.2	2010 25.7 87.2 -32.2 -44.8 42.3 7.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 127 \$49,897,546 162 35 78.4 3.1 \$392,894	2019 19.8 31.4 14.1 6.0 74.6 3.5 9.7	2018 5.0 27.9 3.2 -2.5 77.1 3.3 21.9	November 2017 -8.6 21.4 -12.0 -30.1 75.5 4.0 32.9	November 2015 27.0 78.4 -5.8 -50.3 58.1 7.9 40.5	2013 24.5 93.1 -22.5 -58.2 48.8 9.2 55.1	2010 25.7 87.2 -32.2 -44.8 42.3 7.0 48.9

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

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

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

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

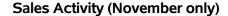
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

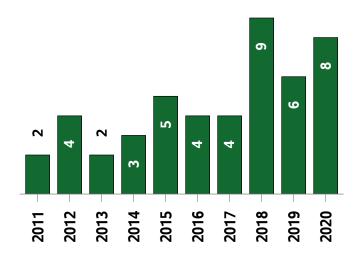
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



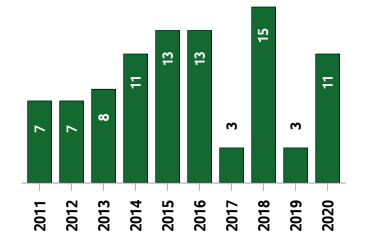
Sparwood MLS® Residential Market Activity



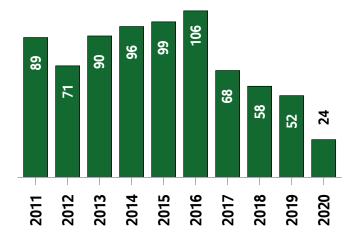




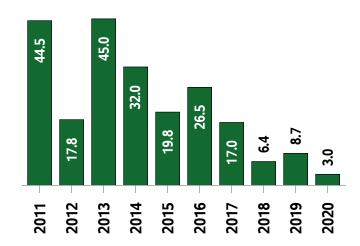
New Listings (November only)



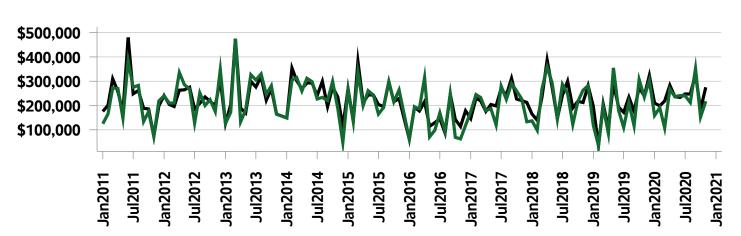
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

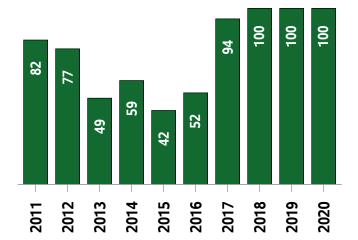




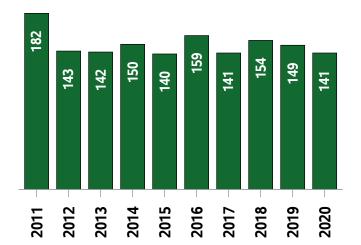
Sparwood MLS® Residential Market Activity



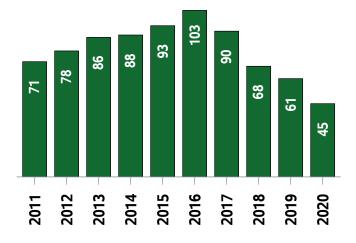
Sales Activity (November Year-to-date)



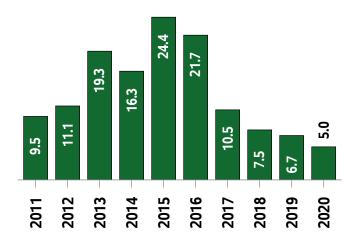
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			l	November	November	I	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	0.0	0.0	November 2017 6.4	November 2015	104.1	138.1
Sales Activity Dollar Volume	2020 100 \$25,192,852	0.0 15.8	0.0 7.5	November 2017 6.4 15.9	November 2015 138.1 154.4	2013 104.1 113.7	2010 138.1 230.6
Sales Activity Dollar Volume New Listings	2020 100 \$25,192,852 141	0.0 15.8 -5.4	2018 0.0 7.5 -8.4	November 2017 6.4 15.9 0.0	November 2015 138.1 154.4 0.7	2013 104.1 113.7 -0.7	2010 138.1 230.6 -25.4
Sales Activity Dollar Volume New Listings Active Listings ³	2020 100 \$25,192,852 141 45	2019 0.0 15.8 -5.4 -25.5	2018 0.0 7.5 -8.4 -33.8	November 2017 6.4 15.9 0.0 -49.7	November 2015 138.1 154.4 0.7 -51.6	2013 104.1 113.7 -0.7 -47.5	2010 138.1 230.6 -25.4 -28.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 100 \$25,192,852 141 45 70.9	2019 0.0 15.8 -5.4 -25.5 67.1	2018 0.0 7.5 -8.4 -33.8 64.9	November 2017 6.4 15.9 0.0 -49.7 66.7	November 2015 138.1 154.4 0.7 -51.6 30.0	2013 104.1 113.7 -0.7 -47.5 34.5	2010 138.1 230.6 -25.4 -28.8 22.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 100 \$25,192,852 141 45 70.9 5.0	2019 0.0 15.8 -5.4 -25.5 67.1 6.7	2018 0.0 7.5 -8.4 -33.8 64.9 7.5	November 2017 6.4 15.9 0.0 -49.7 66.7 10.5	November 2015 138.1 154.4 0.7 -51.6 30.0 24.4	2013 104.1 113.7 -0.7 -47.5 34.5 19.3	2010 138.1 230.6 -25.4 -28.8 22.2 16.6
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 100 \$25,192,852 141 45 70.9 5.0 \$251,929	2019 0.0 15.8 -5.4 -25.5 67.1 6.7 15.8	2018 0.0 7.5 -8.4 -33.8 64.9 7.5 7.5	November 2017 6.4 15.9 0.0 -49.7 66.7 10.5 8.9	November 2015 138.1 154.4 0.7 -51.6 30.0 24.4 6.9	2013 104.1 113.7 -0.7 -47.5 34.5 19.3 4.7	2010 138.1 230.6 -25.4 -28.8 22.2 16.6 38.9

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

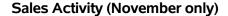
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

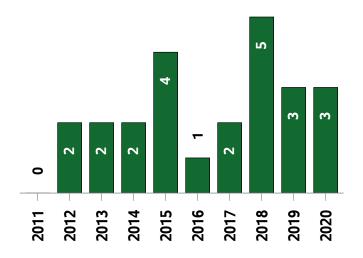
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



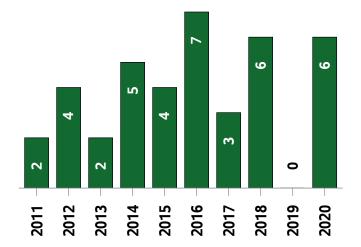
Sparwood MLS® Single Family Market Activity



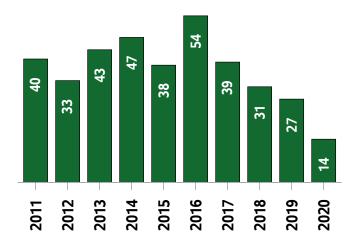




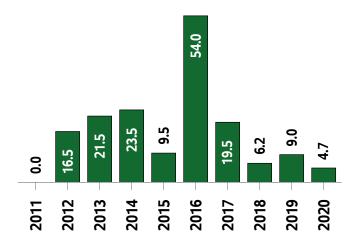
New Listings (November only)



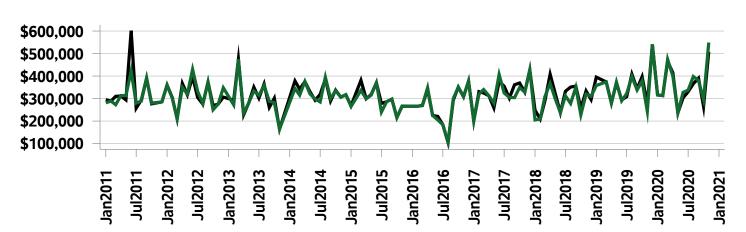
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

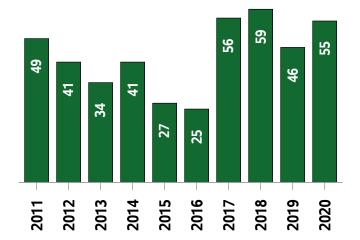




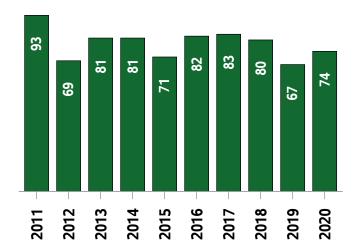
Sparwood MLS® Single Family Market Activity



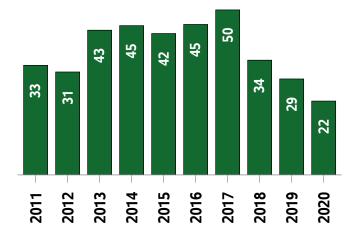




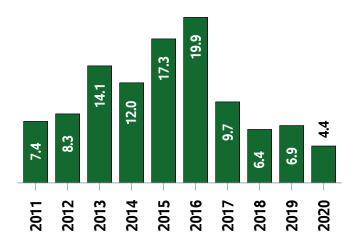
New Listings (November Year-to-date)



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



				Compa	red to '		
Actual	November 2020	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	_
				Commo	rod to 6		
				Compa	red to		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		I
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020 55	19.6	-6.8	November 2017 -1.8	November 2015	61.8	2010 175.0
Sales Activity Dollar Volume	2020 55 \$19,575,748	2019 19.6 21.1	-6.8 2.7	November 2017 -1.8 5.6	November 2015 103.7 141.1	2013 61.8 95.2	2010 175.0 265.7
Sales Activity Dollar Volume New Listings	2020 55 \$19,575,748 74	2019 19.6 21.1 10.4	-6.8 2.7 -7.5	November 2017 -1.8 5.6 -10.8	November 2015 103.7 141.1 4.2	2013 61.8 95.2 -8.6	2010 175.0 265.7 -29.5
Sales Activity Dollar Volume New Listings Active Listings	2020 55 \$19,575,748 74 22	2019 19.6 21.1 10.4 -23.0	-6.8 2.7 -7.5 -35.6	November 2017 -1.8 5.6 -10.8 -55.2	November 2015 103.7 141.1 4.2 -47.8	2013 61.8 95.2 -8.6 -49.0	2010 175.0 265.7 -29.5 -34.1
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 55 \$19,575,748 74 22 74.3	2019 19.6 21.1 10.4 -23.0 68.7	2018 -6.8 2.7 -7.5 -35.6 73.8	November 2017 -1.8 5.6 -10.8 -55.2 67.5	November 2015 103.7 141.1 4.2 -47.8 38.0	2013 61.8 95.2 -8.6 -49.0 42.0	2010 175.0 265.7 -29.5 -34.1 19.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory 5	2020 55 \$19,575,748 74 22 74.3 4.4	2019 19.6 21.1 10.4 -23.0 68.7 6.9	2018 -6.8 2.7 -7.5 -35.6 73.8 6.4	November 2017 -1.8 5.6 -10.8 -55.2 67.5 9.7	November 2015 103.7 141.1 4.2 -47.8 38.0 17.3	2013 61.8 95.2 -8.6 -49.0 42.0 14.1	2010 175.0 265.7 -29.5 -34.1 19.0 18.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 55 \$19,575,748 74 22 74.3 4.4 \$355,923	2019 19.6 21.1 10.4 -23.0 68.7 6.9 1.3	2018 -6.8 2.7 -7.5 -35.6 73.8 6.4 10.2	November 2017 -1.8 5.6 -10.8 -55.2 67.5 9.7 7.6	November 2015 103.7 141.1 4.2 -47.8 38.0 17.3 18.3	2013 61.8 95.2 -8.6 -49.0 42.0 14.1 20.7	2010 175.0 265.7 -29.5 -34.1 19.0 18.5 33.0

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

Source: Canadian MLS® Systems, CREA

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

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

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

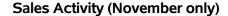
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

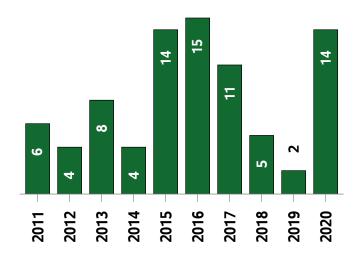
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



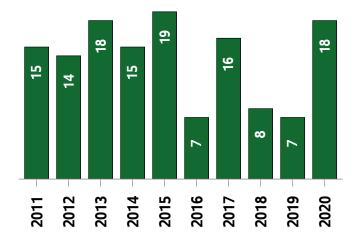
Creston MLS® Residential Market Activity

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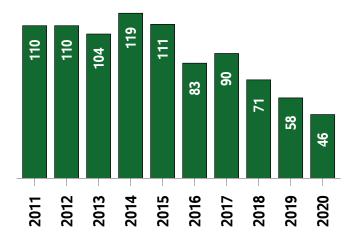




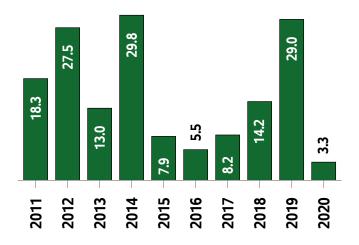
New Listings (November only)



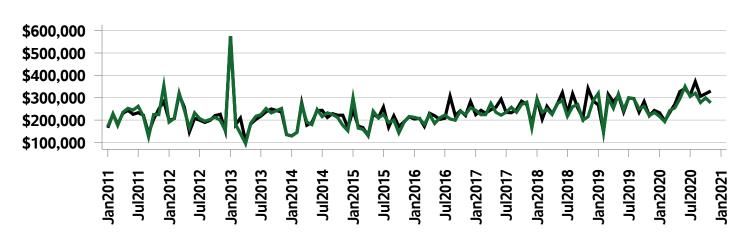
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

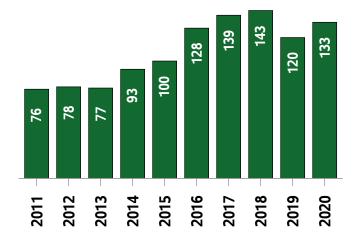




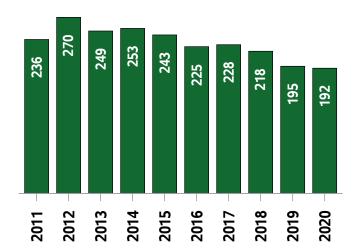
Creston MLS® Residential Market Activity



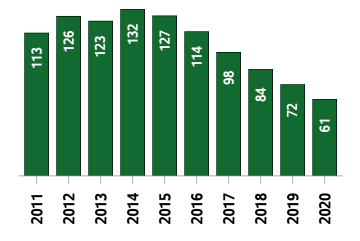
Sales Activity (November Year-to-date)



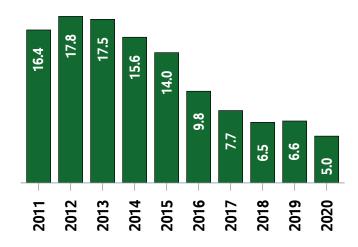
New Listings (November Year-to-date)



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

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				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November	l e	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	10.8	-7.0	November 2017 -4.3	November 2015 33.0	2013 72.7	133.3
Sales Activity Dollar Volume	2020 133 \$41,025,400	2019 10.8 20.2	-7.0 10.0	November 2017 -4.3 16.8	November 2015 33.0 99.6	2013 72.7 138.7	2010 133.3 253.5
Sales Activity Dollar Volume New Listings	2020 133 \$41,025,400 192	2019 10.8 20.2 -1.5	-7.0 10.0 -11.9	November 2017 -4.3 16.8 -15.8	November 2015 33.0 99.6 -21.0	2013 72.7 138.7 -22.9	2010 133.3 253.5 -21.3
Sales Activity Dollar Volume New Listings Active Listings ³	2020 133 \$41,025,400 192 61	2019 10.8 20.2 -1.5 -16.2	-7.0 10.0 -11.9 -28.1	November 2017 -4.3 16.8 -15.8 -38.1	November 2015 33.0 99.6 -21.0 -52.2	2013 72.7 138.7 -22.9 -50.6	2010 133.3 253.5 -21.3 -32.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 133 \$41,025,400 192 61 69.3	2019 10.8 20.2 -1.5 -16.2 61.5	-7.0 10.0 -11.9 -28.1 65.6	November 2017 -4.3 16.8 -15.8 -38.1 61.0	November 2015 33.0 99.6 -21.0 -52.2 41.2	2013 72.7 138.7 -22.9 -50.6 30.9	2010 133.3 253.5 -21.3 -32.0 23.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 133 \$41,025,400 192 61 69.3 5.0	2019 10.8 20.2 -1.5 -16.2 61.5 6.6	2018 -7.0 10.0 -11.9 -28.1 65.6 6.5	November 2017 -4.3 16.8 -15.8 -38.1 61.0 7.7	November 2015 33.0 99.6 -21.0 -52.2 41.2 14.0	2013 72.7 138.7 -22.9 -50.6 30.9 17.5	2010 133.3 253.5 -21.3 -32.0 23.4 17.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 133 \$41,025,400 192 61 69.3 5.0 \$308,462	2019 10.8 20.2 -1.5 -16.2 61.5 6.6 8.4	2018 -7.0 10.0 -11.9 -28.1 65.6 6.5 18.2	November 2017 -4.3 16.8 -15.8 -38.1 61.0 7.7 22.1	November 2015 33.0 99.6 -21.0 -52.2 41.2 14.0 50.1	2013 72.7 138.7 -22.9 -50.6 30.9 17.5 38.2	2010 133.3 253.5 -21.3 -32.0 23.4 17.2 51.5

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

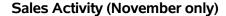
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

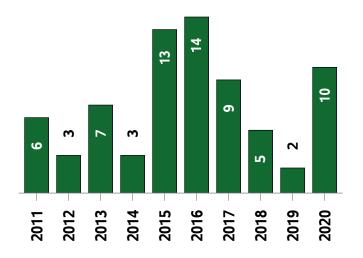
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



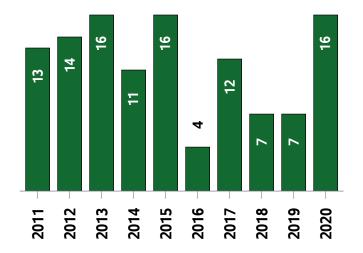
Creston MLS® Single Family Market Activity



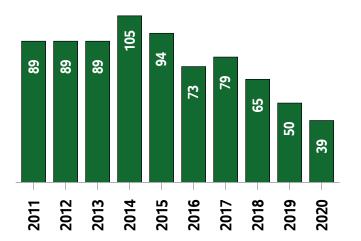




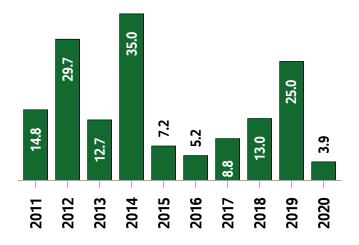
New Listings (November only)



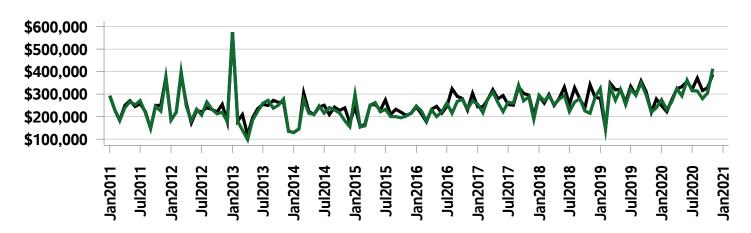
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

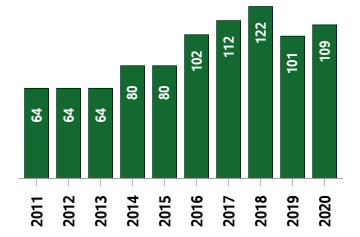




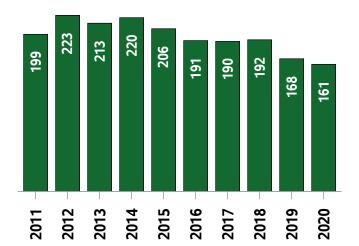
Creston MLS® Single Family Market Activity



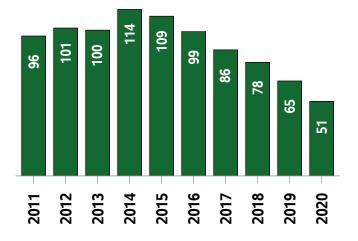
Sales Activity (November Year-to-date)



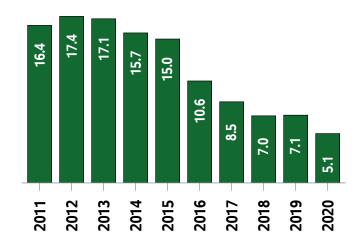
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to '		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November	l e	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	7.9	-10.7	November 2017	November 2015 36.3	70.3	2010 142.2
Sales Activity Dollar Volume	2020 109 \$35,888,900	7.9 13.5	-10.7 3.6	November 2017 -2.7 15.0	November 2015 36.3 95.7	70.3 129.2	2010 142.2 250.4
Sales Activity Dollar Volume New Listings	2020 109 \$35,888,900 161	7.9 13.5 -4.2	2018 -10.7 3.6 -16.1	November 2017 -2.7 15.0 -15.3	November 2015 36.3 95.7 -21.8	70.3 129.2 -24.4	2010 142.2 250.4 -20.3
Sales Activity Dollar Volume New Listings Active Listings ³	2020 109 \$35,888,900 161 51	7.9 13.5 -4.2 -21.4	2018 -10.7 3.6 -16.1 -34.3	November 2017 -2.7 15.0 -15.3 -40.8	November 2015 36.3 95.7 -21.8 -53.3	70.3 129.2 -24.4 -48.8	2010 142.2 250.4 -20.3 -32.7
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 109 \$35,888,900 161 51 67.7	7.9 13.5 -4.2 -21.4 60.1	2018 -10.7 3.6 -16.1 -34.3 63.5	November 2017 -2.7 -15.0 -15.3 -40.8 58.9	November 2015 36.3 95.7 -21.8 -53.3 38.8	2013 70.3 129.2 -24.4 -48.8 30.0	2010 142.2 250.4 -20.3 -32.7 22.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory 5	2020 109 \$35,888,900 161 51 67.7 5.1	7.9 13.5 -4.2 -21.4 60.1 7.1	2018 -10.7 3.6 -16.1 -34.3 63.5 7.0	November 2017 -2.7 15.0 -15.3 -40.8 58.9 8.5	November 2015 36.3 95.7 -21.8 -53.3 38.8 15.0	2013 70.3 129.2 -24.4 -48.8 30.0 17.1	2010 142.2 250.4 -20.3 -32.7 22.3 18.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 109 \$35,888,900 161 51 67.7 5.1 \$329,256	7.9 13.5 -4.2 -21.4 60.1 7.1 5.1	2018 -10.7 3.6 -16.1 -34.3 63.5 7.0 16.0	November 2017 -2.7 15.0 -15.3 -40.8 58.9 8.5 18.2	November 2015 36.3 95.7 -21.8 -53.3 38.8 15.0 43.6	2013 70.3 129.2 -24.4 -48.8 30.0 17.1 34.5	2010 142.2 250.4 -20.3 -32.7 22.3 18.5 44.7

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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

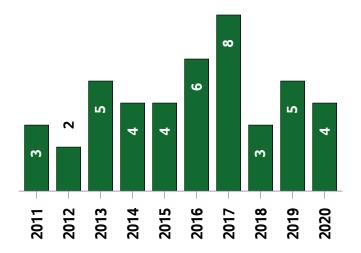
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



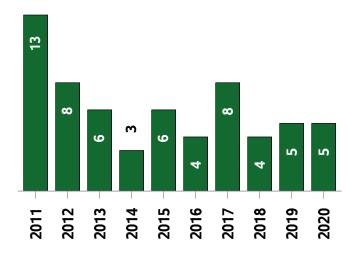
Golden MLS® Residential Market Activity

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Sales Activity (November only)

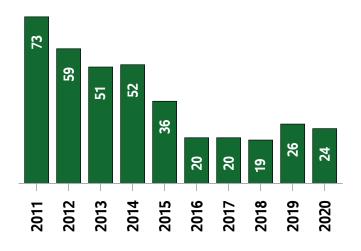


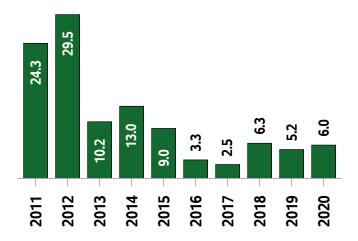
Active Listings (November only)



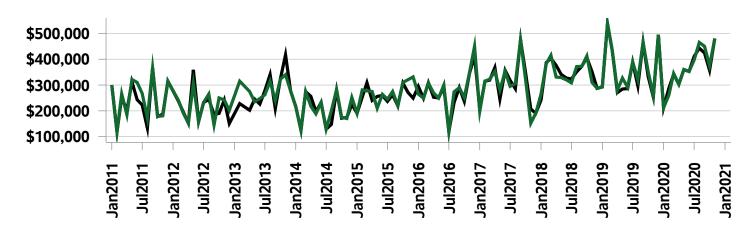
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

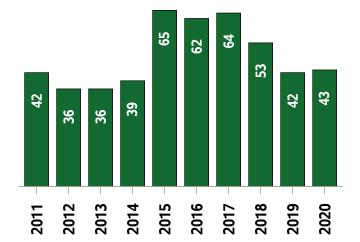




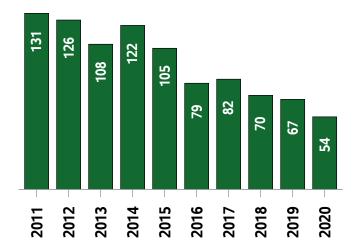
Golden MLS® Residential Market Activity



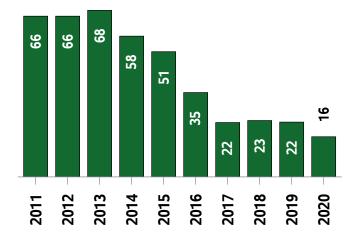
Sales Activity (November Year-to-date)



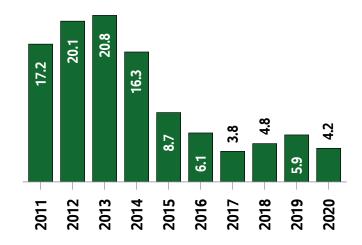
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6	·	
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity				November	November		l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019	-18.9	November 2017 -32.8	November 2015 -33.8	19.4	2010 34.4
Sales Activity Dollar Volume	2020 43 \$15,615,500	2019 2.4 12.2	-18.9 -17.3	November 2017 -32.8 -16.8	November 2015 -33.8	2013 19.4 54.8	34.4 87.3
Sales Activity Dollar Volume New Listings	2020 43 \$15,615,500 54	2019 2.4 12.2 -19.4	-18.9 -17.3 -22.9	November 2017 -32.8 -16.8 -34.1	November 2015 -33.8 -7.1 -48.6	2013 19.4 54.8 -50.0	34.4 87.3 -62.0
Sales Activity Dollar Volume New Listings Active Listings ³	2020 43 \$15,615,500 54 16	2019 2.4 12.2 -19.4 -26.7	-18.9 -17.3 -22.9 -28.7	November 2017 -32.8 -16.8 -34.1 -26.1	November 2015 -33.8 -7.1 -48.6 -67.9	2013 19.4 54.8 -50.0 -75.9	34.4 87.3 -62.0 -66.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 43 \$15,615,500 54 16 79.6	2019 2.4 12.2 -19.4 -26.7 62.7	-18.9 -17.3 -22.9 -28.7 75.7	November 2017 -32.8 -16.8 -34.1 -26.1 78.0	November 2015 -33.8 -7.1 -48.6 -67.9 61.9	2013 19.4 54.8 -50.0 -75.9 33.3	2010 34.4 87.3 -62.0 -66.5 22.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 43 \$15,615,500 54 16 79.6 4.2	2019 2.4 12.2 -19.4 -26.7 62.7 5.9	-18.9 -17.3 -22.9 -28.7 75.7 4.8	November 2017 -32.8 -16.8 -34.1 -26.1 78.0 3.8	November 2015 -33.8 -7.1 -48.6 -67.9 61.9 8.7	2013 19.4 54.8 -50.0 -75.9 33.3 20.8	2010 34.4 87.3 -62.0 -66.5 22.5 16.9
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 43 \$15,615,500 54 16 79.6 4.2 \$363,151	2019 2.4 12.2 -19.4 -26.7 62.7 5.9 9.6	2018 -18.9 -17.3 -22.9 -28.7 75.7 4.8 1.9	November 2017 -32.8 -16.8 -34.1 -26.1 78.0 3.8 23.9	November 2015 -33.8 -7.1 -48.6 -67.9 61.9 8.7 40.4	2013 19.4 54.8 -50.0 -75.9 33.3 20.8 29.6	2010 34.4 87.3 -62.0 -66.5 22.5 16.9 39.4

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.

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

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

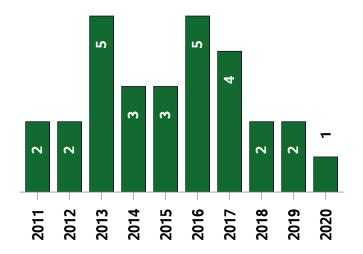
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



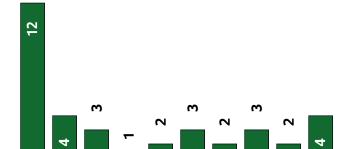
GoldenMLS® Single Family Market Activity

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Sales Activity (November only)



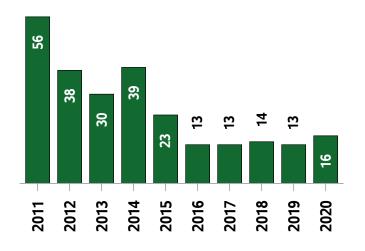
Active Listings (November only)

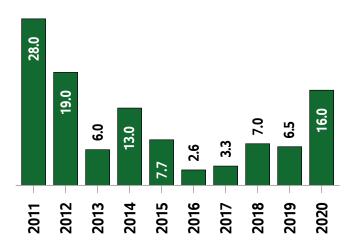


New Listings (November only)

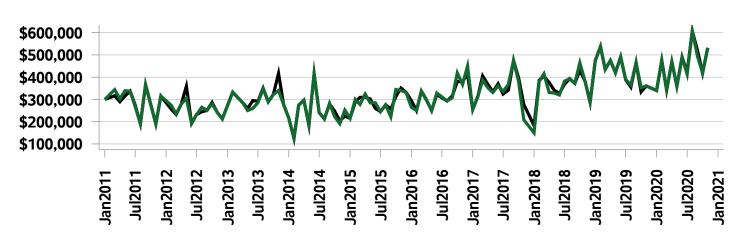
Months of Inventory (November only)

2013





Average Price and Median Price

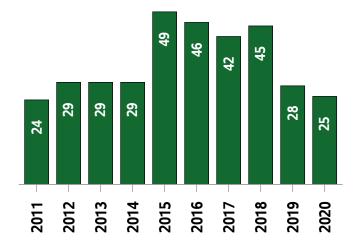




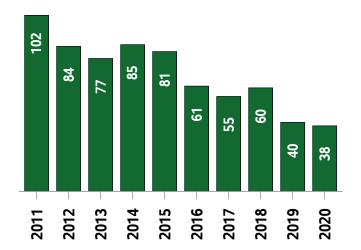
Golden MLS® Single Family Market Activity



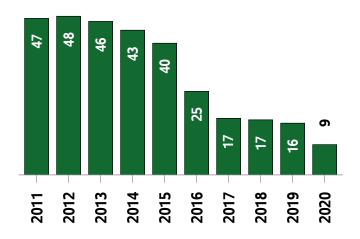
Sales Activity (November Year-to-date)



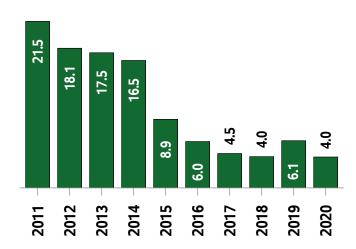
New Listings (November Year-to-date)



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**

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				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6		
I				•			
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			l	November	l	1	l
	2020	2019	2018	November 2017	2015	2013	2010
Sales Activity	2020	-10.7	2018 -44.4	November 2017 -40.5	2015 -49.0	-13.8	0.0
Sales Activity Dollar Volume	2020 25 \$11,050,500	-10.7 -3.6	-44.4 -33.5	November 2017 -40.5 -25.0	-49.0 -21.7	-13.8 19.3	0.0 45.9
Sales Activity Dollar Volume New Listings	2020 25 \$11,050,500 38	-10.7 -3.6 -5.0	-44.4 -33.5 -36.7	November 2017 -40.5 -25.0 -30.9	-49.0 -21.7 -53.1	-13.8 19.3 -50.6	0.0 45.9 -62.7
Sales Activity Dollar Volume New Listings Active Listings ³	2020 25 \$11,050,500 38 9	-10.7 -3.6 -5.0 -41.5	-44.4 -33.5 -36.7 -45.1	November 2017 -40.5 -25.0 -30.9 -46.5	-49.0 -21.7 -53.1 -77.0	-13.8 19.3 -50.6 -80.3	2010 0.0 45.9 -62.7 -73.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 25 \$11,050,500 38 9 65.8	-10.7 -3.6 -5.0 -41.5	-44.4 -33.5 -36.7 -45.1 75.0	November 2017 -40.5 -25.0 -30.9 -46.5 76.4	-49.0 -21.7 -53.1 -77.0 60.5	2013 -13.8 19.3 -50.6 -80.3 37.7	2010 0.0 45.9 -62.7 -73.5 24.5
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 25 \$11,050,500 38 9 65.8 4.0	2019 -10.7 -3.6 -5.0 -41.5 70.0 6.1	-44.4 -33.5 -36.7 -45.1 75.0 4.0	November 2017 -40.5 -25.0 -30.9 -46.5 76.4 4.5	-49.0 -21.7 -53.1 -77.0 60.5 8.9	2013 -13.8 19.3 -50.6 -80.3 37.7 17.5	2010 0.0 45.9 -62.7 -73.5 24.5 15.1
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 25 \$11,050,500 38 9 65.8 4.0 \$442,020	2019 -10.7 -3.6 -5.0 -41.5 70.0 6.1 7.9	2018 -44.4 -33.5 -36.7 -45.1 75.0 4.0 19.7	November 2017 -40.5 -25.0 -30.9 -46.5 76.4 4.5 26.1	2015 -49.0 -21.7 -53.1 -77.0 60.5 8.9 53.4	2013 -13.8 19.3 -50.6 -80.3 37.7 17.5 38.4	2010 0.0 45.9 -62.7 -73.5 24.5 15.1 45.9

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

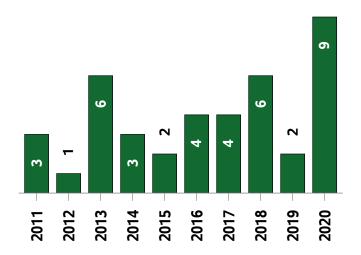
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



Elkford MLS® Residential Market Activity

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Sales Activity (November only)

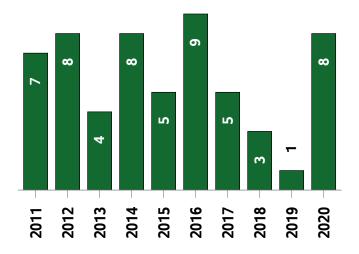




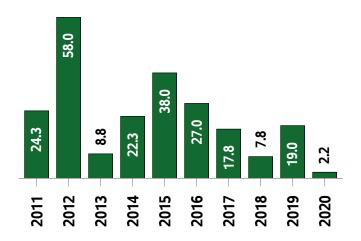
2015

2017

New Listings (November only)

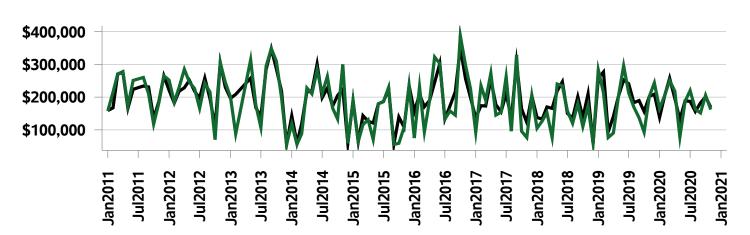


Months of Inventory (November only)



Average Price and Median Price

2020

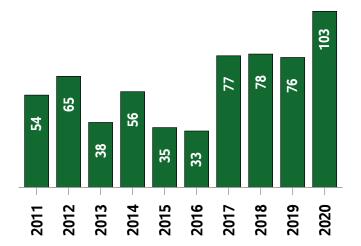




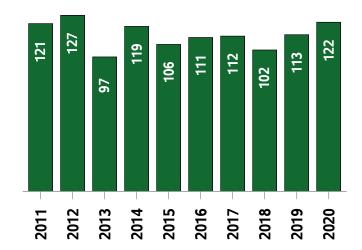
Elkford MLS® Residential Market Activity



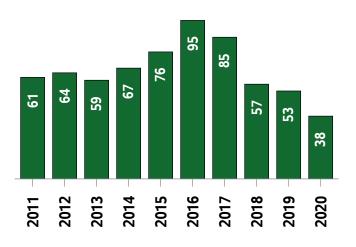
Sales Activity (November Year-to-date)



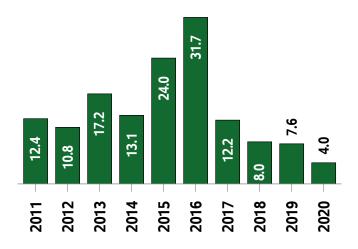
New Listings (November Year-to-date)



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

		Compared to ⁶					
Actual	November 2020	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
				Compa	red to 6		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		I
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 35.5	32.1	November 2017 33.8	November 2015	2013 171.1	2010 368.2
Sales Activity Dollar Volume	2020 103 \$18,631,900	35.5 21.9	32.1 34.1	November 2017 33.8 32.9	November 2015 194.3 283.6	2013 171.1 122.0	368.2 392.4
Sales Activity Dollar Volume New Listings	2020 103 \$18,631,900 122	2019 35.5 21.9 8.0	32.1 34.1 19.6	November 2017 33.8 32.9 8.9	November 2015 194.3 283.6 15.1	2013 171.1 122.0 25.8	368.2 392.4 31.2
Sales Activity Dollar Volume New Listings Active Listings ³	2020 103 \$18,631,900 122 38	2019 35.5 21.9 8.0 -28.6	32.1 34.1 19.6 -33.7	November 2017 33.8 32.9 8.9 -55.7	November 2015 194.3 283.6 15.1 -50.5	2013 171.1 122.0 25.8 -36.3	368.2 392.4 31.2 3.7
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 103 \$18,631,900 122 38 84.4	2019 35.5 21.9 8.0 -28.6 67.3	2018 32.1 34.1 19.6 -33.7 76.5	November 2017 33.8 32.9 8.9 -55.7 68.8	November 2015 194.3 283.6 15.1 -50.5 33.0	2013 171.1 122.0 25.8 -36.3 39.2	368.2 392.4 31.2 3.7 23.7
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 103 \$18,631,900 122 38 84.4 4.0	2019 35.5 21.9 8.0 -28.6 67.3 7.6	2018 32.1 34.1 19.6 -33.7 76.5 8.0	November 2017 33.8 32.9 8.9 -55.7 68.8 12.2	November 2015 194.3 283.6 15.1 -50.5 33.0 24.0	2013 171.1 122.0 25.8 -36.3 39.2 17.2	368.2 392.4 31.2 3.7 23.7 18.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 103 \$18,631,900 122 38 84.4 4.0 \$180,892	2019 35.5 21.9 8.0 -28.6 67.3 7.6 -10.1	2018 32.1 34.1 19.6 -33.7 76.5 8.0 1.5	November 2017 33.8 32.9 8.9 -55.7 68.8 12.2 -0.7	November 2015 194.3 283.6 15.1 -50.5 33.0 24.0 30.4	2013 171.1 122.0 25.8 -36.3 39.2 17.2 -18.1	368.2 392.4 31.2 3.7 23.7 18.2 5.2

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.

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

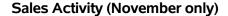
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

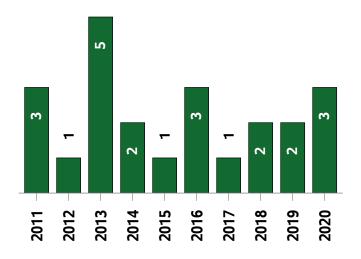
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



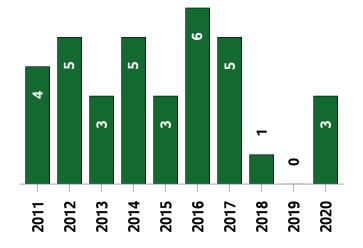
Elkford MLS® Single Family Market Activity



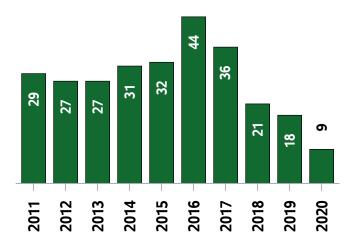




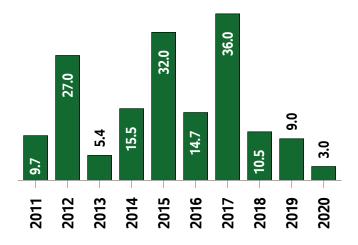
New Listings (November only)



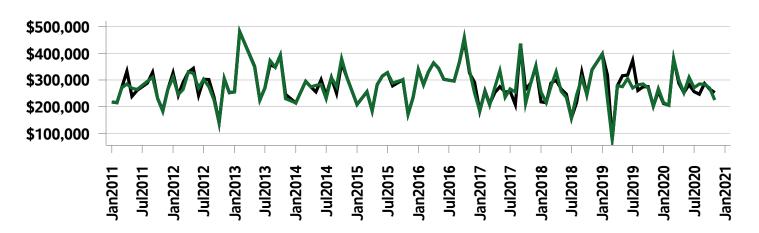
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

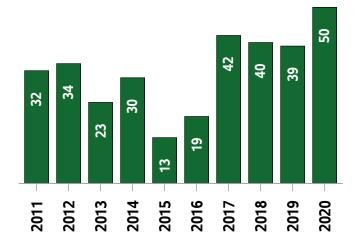




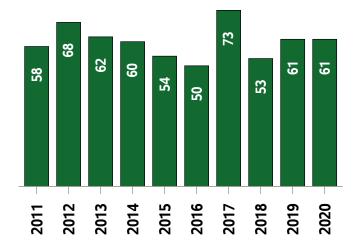
Elkford MLS® Single Family Market Activity



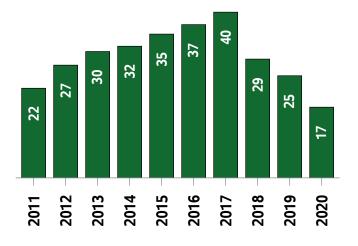
Sales Activity (November Year-to-date)



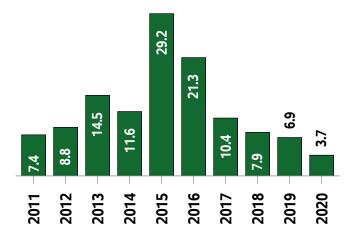
New Listings (November Year-to-date)



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



				Compa	red to ⁶			
Actual	November 2020	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	_	
				Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			l	November	November		1	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	2019	25.0	November 2017	November 2015 284.6	2013 117.4	2010 257.1	
Sales Activity Dollar Volume	2020 50 \$13,260,300	2019 28.2 14.1	2018 25.0 26.9	November 2017 19.0 18.6	November 2015 284.6 299.3	2013 117.4 81.6	2010 257.1 331.4	
Sales Activity Dollar Volume New Listings	2020 50 \$13,260,300 61	2019 28.2 14.1 0.0	2018 25.0 26.9 15.1	November 2017 19.0 18.6 -16.4	November 2015 284.6 299.3 13.0	2013 117.4 81.6 -1.6	2010 257.1 331.4 24.5	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 50 \$13,260,300 61 17	2019 28.2 14.1 0.0 -30.7	25.0 26.9 15.1 -40.4	November 2017 19.0 18.6 -16.4 -57.3	November 2015 284.6 299.3 13.0 -50.8	2013 117.4 81.6 -1.6 -44.0	2010 257.1 331.4 24.5 -15.8	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 50 \$13,260,300 61 17 82.0	2019 28.2 14.1 0.0 -30.7 63.9	25.0 26.9 15.1 -40.4 75.5	November 2017 19.0 18.6 -16.4 -57.3 57.5	November 2015 284.6 299.3 13.0 -50.8 24.1	2013 117.4 81.6 -1.6 -44.0 37.1	2010 257.1 331.4 24.5 -15.8 28.6	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 50 \$13,260,300 61 17 82.0 3.7	2019 28.2 14.1 0.0 -30.7 63.9 6.9	25.0 26.9 15.1 -40.4 75.5 7.9	November 2017 19.0 18.6 -16.4 -57.3 57.5 10.4	November 2015 284.6 299.3 13.0 -50.8 24.1 29.2	2013 117.4 81.6 -1.6 -44.0 37.1 14.5	2010 257.1 331.4 24.5 -15.8 28.6 15.9	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 50 \$13,260,300 61 17 82.0 3.7 \$265,206	2019 28.2 14.1 0.0 -30.7 63.9 6.9 -11.0	2018 25.0 26.9 15.1 -40.4 75.5 7.9 1.5	November 2017 19.0 18.6 -16.4 -57.3 57.5 10.4 -0.4	November 2015 284.6 299.3 13.0 -50.8 24.1 29.2 3.8	2013 117.4 81.6 -1.6 -44.0 37.1 14.5 -16.5	2010 257.1 331.4 24.5 -15.8 28.6 15.9 20.8	

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

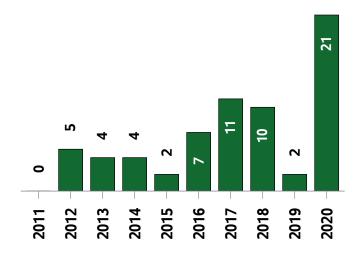
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



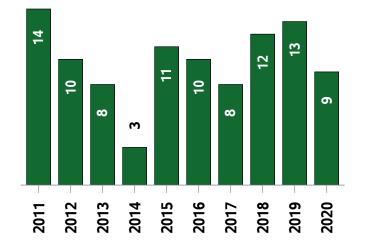
Invermere MLS® Residential Market Activity

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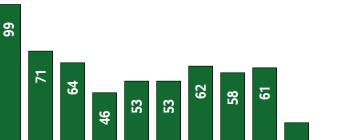
Sales Activity (November only)



New Listings (November only)



Active Listings (November only)

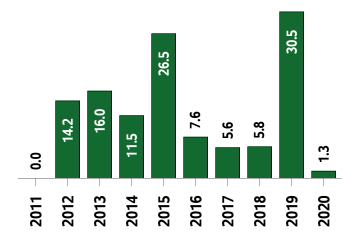


2016

2017

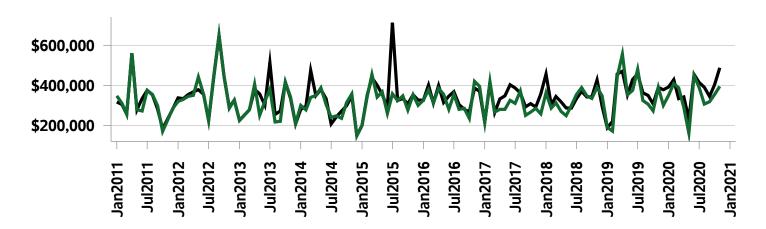
2015

Months of Inventory (November only)



Average Price and Median Price

2020



2012

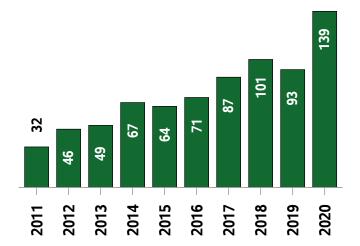
2013



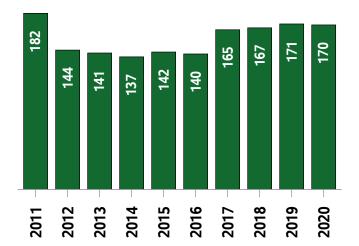
Invermere MLS® Residential Market Activity



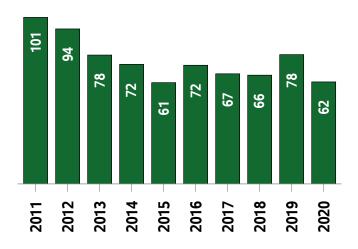
Sales Activity (November Year-to-date)



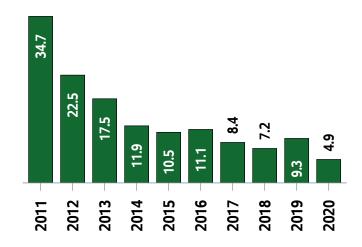
New Listings (November Year-to-date)



Active Listings 1 (November Year-to-date)



Months of Inventory (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



				Compa	red to 6			
Actual	November 2020	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	_	
				Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	1	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	2019 49.5	2018 37.6	November 2017 59.8	November 2015	183.7	2010 561.9	
Sales Activity Dollar Volume	2020 139 \$55,358,182	2019 49.5 58.6	37.6 60.1	November 2017 59.8 84.9	November 2015 117.2 119.6	2013 183.7 223.3	561.9 620.1	
Sales Activity Dollar Volume New Listings	2020 139 \$55,358,182 170	2019 49.5 58.6 -0.6	2018 37.6 60.1 1.8	November 2017 59.8 84.9 3.0	November 2015 117.2 119.6 19.7	2013 183.7 223.3 20.6	561.9 620.1 0.6	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 139 \$55,358,182 170 62	2019 49.5 58.6 -0.6 -21.1	2018 37.6 60.1 1.8 -6.2	November 2017 59.8 84.9 3.0 -7.4	November 2015 117.2 119.6 19.7 0.7	2013 183.7 223.3 20.6 -20.8	561.9 620.1 0.6 -16.7	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 139 \$55,358,182 170 62 81.8	2019 49.5 58.6 -0.6 -21.1 54.4	2018 37.6 60.1 1.8 -6.2 60.5	November 2017 59.8 84.9 3.0 -7.4 52.7	November 2015 117.2 119.6 19.7 0.7 45.1	2013 183.7 223.3 20.6 -20.8 34.8	2010 561.9 620.1 0.6 -16.7 12.4	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 139 \$55,358,182 170 62 81.8 4.9	2019 49.5 58.6 -0.6 -21.1 54.4 9.3	2018 37.6 60.1 1.8 -6.2 60.5 7.2	November 2017 59.8 84.9 3.0 -7.4 52.7 8.4	November 2015 117.2 119.6 19.7 0.7 45.1 10.5	2013 183.7 223.3 20.6 -20.8 34.8 17.5	2010 561.9 620.1 0.6 -16.7 12.4 38.9	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 139 \$55,358,182 170 62 81.8 4.9 \$398,260	2019 49.5 58.6 -0.6 -21.1 54.4 9.3 6.1	2018 37.6 60.1 1.8 -6.2 60.5 7.2 16.3	November 2017 59.8 84.9 3.0 -7.4 52.7 8.4 15.7	November 2015 117.2 119.6 19.7 0.7 45.1 10.5 1.1	2013 183.7 223.3 20.6 -20.8 34.8 17.5 14.0	2010 561.9 620.1 0.6 -16.7 12.4 38.9 8.8	

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

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

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

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

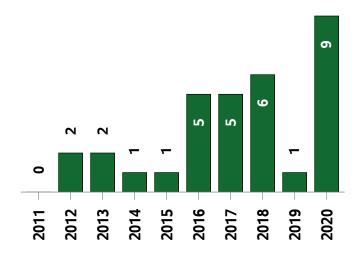
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



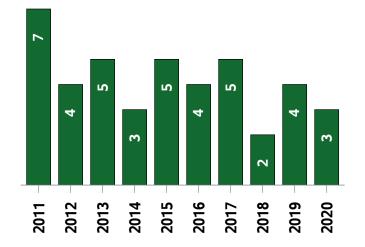
Invermere MLS® Single Family Market Activity

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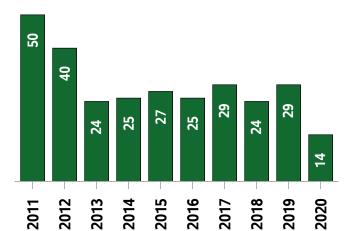
Sales Activity (November only)



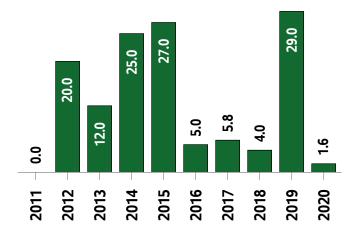
New Listings (November only)



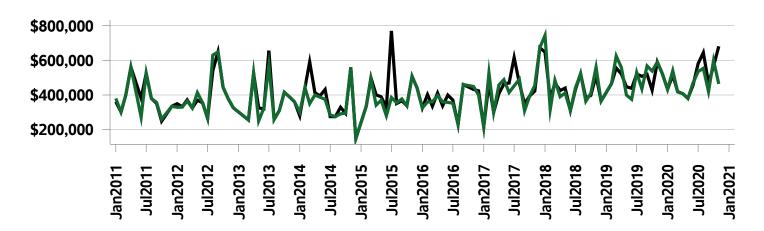
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

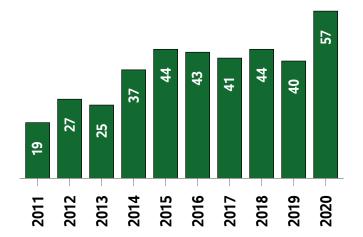




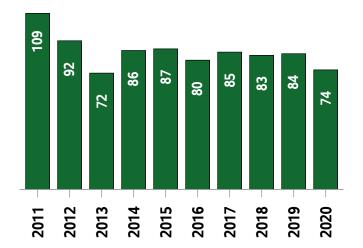
Invermere MLS® Single Family Market Activity



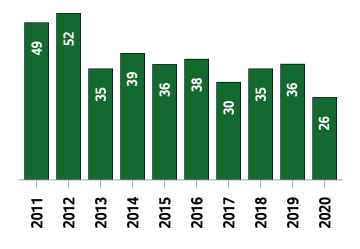
Sales Activity (November Year-to-date)



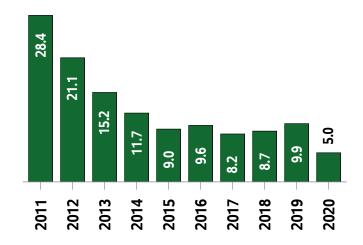
New Listings (November Year-to-date)



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



				Compa	red to 6			
Actual	November 2020	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	_	
				Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	1	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	2019 42.5	29.5	November 2017 39.0	November 2015	128.0	2010 256.3	
Sales Activity Dollar Volume	2020 57 \$30,625,199	2019 42.5 54.2	2018 29.5 55.2	November 2017 39.0 69.3	November 2015 29.5 52.9	2013 128.0 181.0	2010 256.3 390.0	
Sales Activity Dollar Volume New Listings	2020 57 \$30,625,199 74	2019 42.5 54.2 -11.9	29.5 55.2 -10.8	November 2017 39.0 69.3 -12.9	November 2015 29.5 52.9 -14.9	2013 128.0 181.0 2.8	2010 256.3 390.0 -18.7	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 57 \$30,625,199 74 26	2019 42.5 54.2 -11.9 -28.7	29.5 55.2 -10.8 -25.7	November 2017 39.0 69.3 -12.9 -15.5	November 2015 29.5 52.9 -14.9 -28.5	2013 128.0 181.0 2.8 -25.7	2010 256.3 390.0 -18.7 -31.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 57 \$30,625,199 74 26 77.0	2019 42.5 54.2 -11.9 -28.7 47.6	29.5 55.2 -10.8 -25.7 53.0	November 2017 39.0 69.3 -12.9 -15.5 48.2	November 2015 29.5 52.9 -14.9 -28.5 50.6	2013 128.0 181.0 2.8 -25.7 34.7	2010 256.3 390.0 -18.7 -31.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 57 \$30,625,199 74 26 77.0 5.0	2019 42.5 54.2 -11.9 -28.7 47.6 9.9	29.5 55.2 -10.8 -25.7 53.0 8.7	November 2017 39.0 69.3 -12.9 -15.5 48.2 8.2	November 2015 29.5 52.9 -14.9 -28.5 50.6 9.0	2013 128.0 181.0 2.8 -25.7 34.7 15.2	2010 256.3 390.0 -18.7 -31.3 17.6 25.8	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 57 \$30,625,199 74 26 77.0 5.0 \$537,284	2019 42.5 54.2 -11.9 -28.7 47.6 9.9 8.2	29.5 55.2 -10.8 -25.7 53.0 8.7 19.8	November 2017 39.0 69.3 -12.9 -15.5 48.2 8.2 21.8	November 2015 29.5 52.9 -14.9 -28.5 50.6 9.0 18.1	2013 128.0 181.0 2.8 -25.7 34.7 15.2 23.3	2010 256.3 390.0 -18.7 -31.3 17.6 25.8 37.6	

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

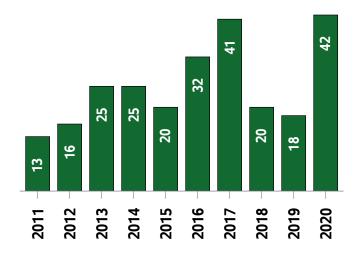
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

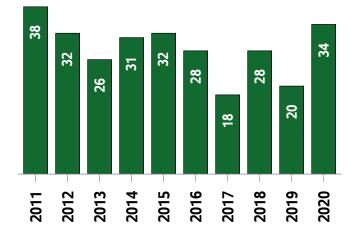


Cranbrook MLS® Residential Market Activity

Sales Activity (November only)

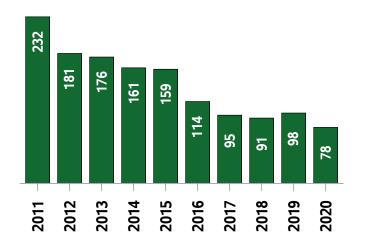


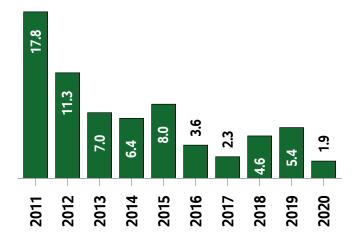
Active Listings (November only)



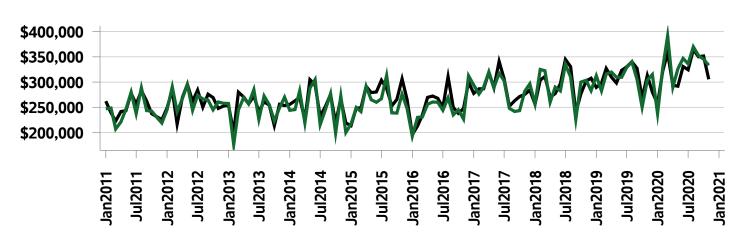
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

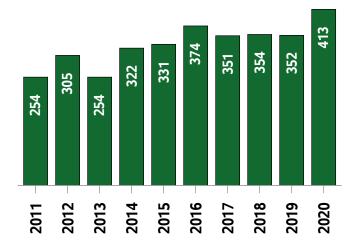




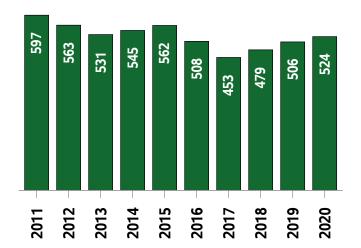
Cranbrook MLS® Residential Market Activity



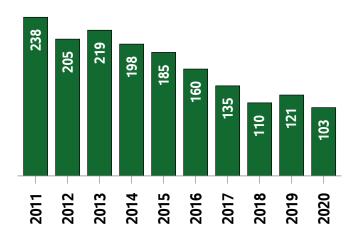
Sales Activity (November Year-to-date)



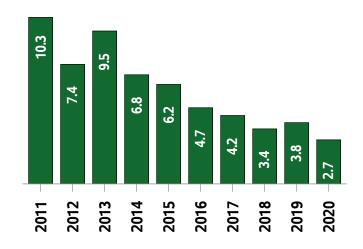
New Listings (November Year-to-date)



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

				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		1
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 17.3	16.7	November 2017	November 2015 24.8	62.6	69.3
Sales Activity Dollar Volume	2020 413 \$136,543,577	2019 17.3 24.3	2018 16.7 31.1	November 2017 17.7 33.9	November 2015 24.8 49.8	2013 62.6 115.5	69.3 119.5
Sales Activity Dollar Volume New Listings	2020 413 \$136,543,577 524	2019 17.3 24.3 3.6	2018 16.7 31.1 9.4	November 2017 17.7 33.9 15.7	November 2015 24.8 49.8 -6.8	2013 62.6 115.5 -1.3	2010 69.3 119.5 -19.9
Sales Activity Dollar Volume New Listings Active Listings 3	2020 413 \$136,543,577 524 103	2019 17.3 24.3 3.6 -15.6	2018 16.7 31.1 9.4 -6.5	November 2017 17.7 33.9 15.7 -24.2	November 2015 24.8 49.8 -6.8 -44.7	2013 62.6 115.5 -1.3 -53.1	2010 69.3 119.5 -19.9 -44.9
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 413 \$136,543,577 524 103 78.8	2019 17.3 24.3 3.6 -15.6 69.6	2018 16.7 31.1 9.4 -6.5 73.9	November 2017 17.7 33.9 15.7 -24.2 77.5	November 2015 24.8 49.8 -6.8 -44.7 58.9	2013 62.6 115.5 -1.3 -53.1 47.8	2010 69.3 119.5 -19.9 -44.9 37.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 413 \$136,543,577 524 103 78.8 2.7	2019 17.3 24.3 3.6 -15.6 69.6 3.8	2018 16.7 31.1 9.4 -6.5 73.9 3.4	November 2017 17.7 33.9 15.7 -24.2 77.5 4.2	November 2015 24.8 49.8 -6.8 -44.7 58.9 6.2	2013 62.6 115.5 -1.3 -53.1 47.8 9.5	2010 69.3 119.5 -19.9 -44.9 37.3 8.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 413 \$136,543,577 524 103 78.8 2.7 \$330,614	2019 17.3 24.3 3.6 -15.6 69.6 3.8 6.0	2018 16.7 31.1 9.4 -6.5 73.9 3.4 12.3	November 2017 17.7 33.9 15.7 -24.2 77.5 4.2 13.8	November 2015 24.8 49.8 -6.8 -44.7 58.9 6.2 20.0	2013 62.6 115.5 -1.3 -53.1 47.8 9.5 32.5	2010 69.3 119.5 -19.9 -44.9 37.3 8.4 29.7

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

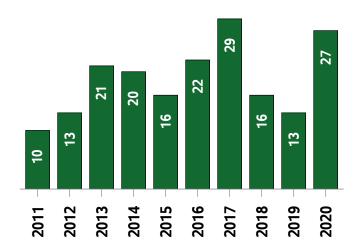
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



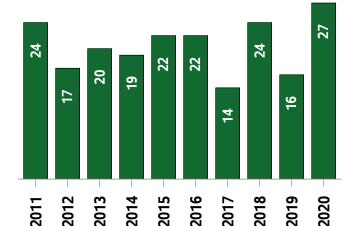
Cranbrook MLS® Single Family Market Activity

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Sales Activity (November only)

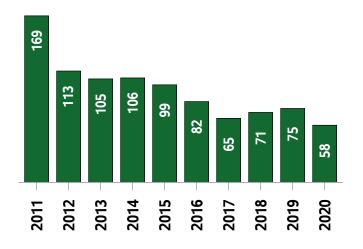


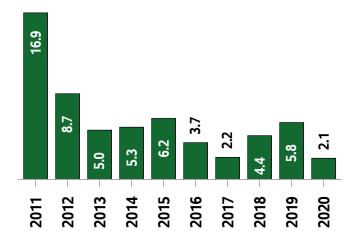
Active Listings (November only)



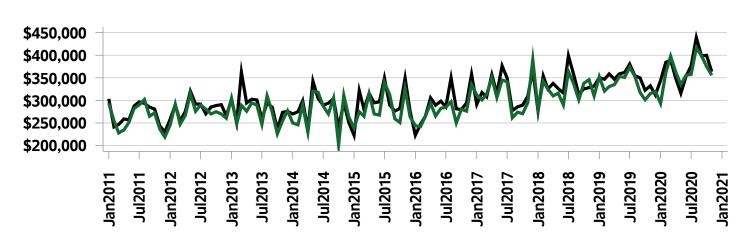
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

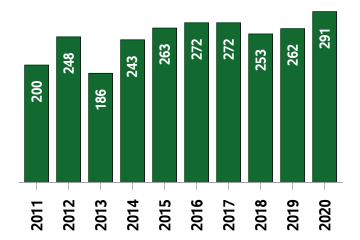




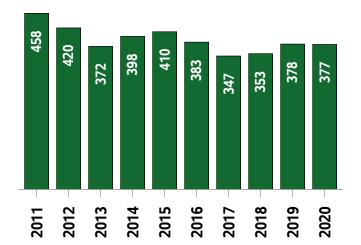
Cranbrook MLS® Single Family Market Activity



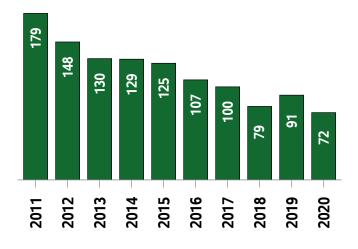
Sales Activity (November Year-to-date)



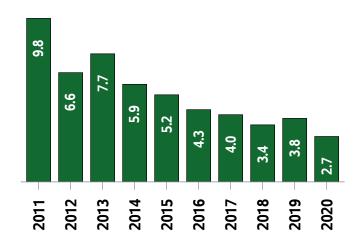
New Listings (November Year-to-date)



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



				Compa	red to 6			
Actual	November 2020	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	
			<u>'</u>	Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			ı	November	November	1	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	2019 11.1	2018 15.0	November 2017	November 2015	2013 56.5	2010 56.5	
Sales Activity Dollar Volume	2020 291 \$110,820,377	2019 11.1 20.0	2018 15.0 30.0	November 2017 7.0 26.9	November 2015 10.6 40.1	2013 56.5 111.2	2010 56.5 113.9	
Sales Activity Dollar Volume New Listings	2020 291 \$110,820,377 377	2019 11.1 20.0 -0.3	2018 15.0 30.0 6.8	November 2017 7.0 26.9 8.6	November 2015 10.6 40.1 -8.0	2013 56.5 111.2 1.3	2010 56.5 113.9 -23.1	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 291 \$110,820,377 377 72	2019 11.1 20.0 -0.3 -20.6	2018 15.0 30.0 6.8 -8.4	November 2017 7.0 26.9 8.6 -27.7	November 2015 10.6 40.1 -8.0 -42.3	2013 56.5 111.2 1.3 -44.5	2010 56.5 113.9 -23.1 -49.1	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 291 \$110,820,377 377 72 77.2	2019 11.1 20.0 -0.3 -20.6 69.3	2018 15.0 30.0 6.8 -8.4 71.7	November 2017 7.0 26.9 8.6 -27.7 78.4	November 2015 10.6 40.1 -8.0 -42.3 64.1	2013 56.5 111.2 1.3 -44.5 50.0	2010 56.5 113.9 -23.1 -49.1 38.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 291 \$110,820,377 377 72 77.2 2.7	2019 11.1 20.0 -0.3 -20.6 69.3 3.8	2018 15.0 30.0 6.8 -8.4 71.7 3.4	November 2017 7.0 26.9 8.6 -27.7 78.4 4.0	November 2015 10.6 40.1 -8.0 -42.3 64.1 5.2	2013 56.5 111.2 1.3 -44.5 50.0 7.7	2010 56.5 113.9 -23.1 -49.1 38.0 8.4	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 291 \$110,820,377 377 72 77.2 2.7 \$380,826	2019 11.1 20.0 -0.3 -20.6 69.3 3.8 8.1	2018 15.0 30.0 6.8 -8.4 71.7 3.4 13.0	November 2017 7.0 26.9 8.6 -27.7 78.4 4.0 18.6	November 2015 10.6 40.1 -8.0 -42.3 64.1 5.2 26.6	2013 56.5 111.2 1.3 -44.5 50.0 7.7 35.0	2010 56.5 113.9 -23.1 -49.1 38.0 8.4 36.8	

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

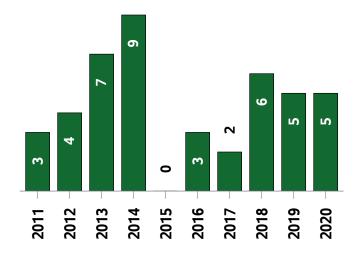
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



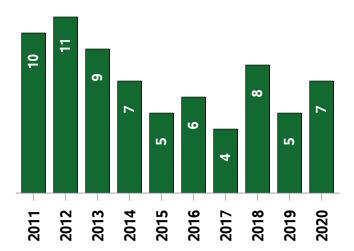
Cranbrook Lakes MLS® Residential Market Activity

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Sales Activity (November only)

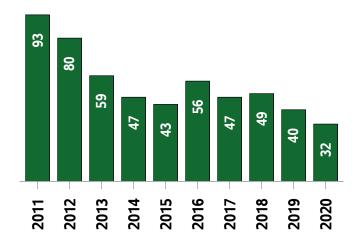


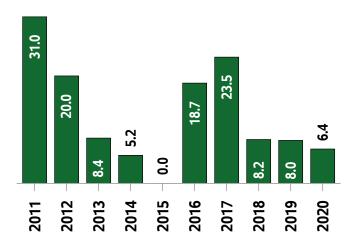
Active Listings (November only)



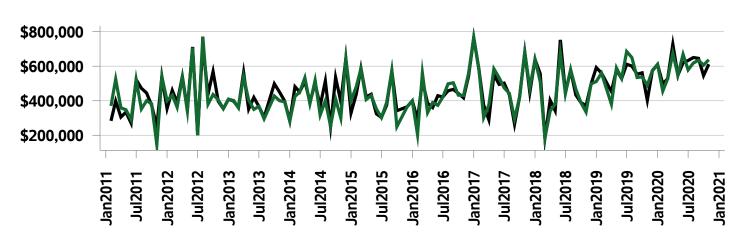
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

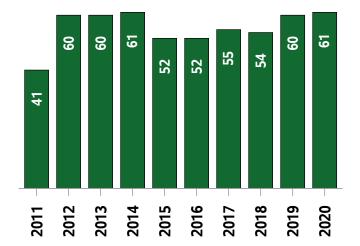




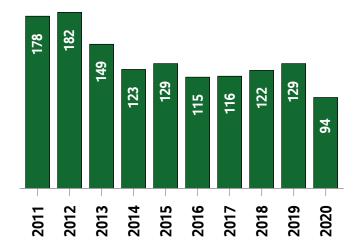
Cranbrook Lakes MLS® Residential Market Activity



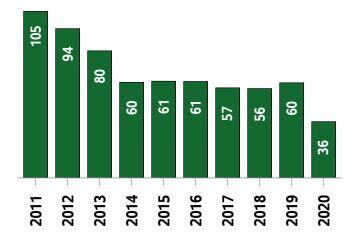
Sales Activity (November Year-to-date)



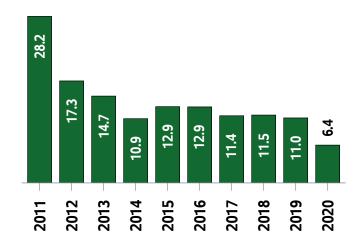
New Listings (November Year-to-date)



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

				Compa	red to 6			
Actual	November 2020	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	
				Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November		I	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	1.7	13.0	November 2017	November 2015	1.7	38.6	
Sales Activity Dollar Volume	2020 61 \$37,027,025	1.7 11.9	13.0 46.0	November 2017 10.9 48.4	November 2015 17.3 72.2	2013 1.7 42.2	38.6 152.3	
Sales Activity Dollar Volume New Listings	2020 61 \$37,027,025 94	2019 1.7 11.9 -27.1	2018 13.0 46.0 -23.0	November 2017 10.9 48.4 -19.0	November 2015 17.3 72.2 -27.1	2013 1.7 42.2 -36.9	38.6 152.3 -54.6	
Sales Activity Dollar Volume New Listings Active Listings 3	2020 61 \$37,027,025 94 36	2019 1.7 11.9 -27.1 -40.8	2018 13.0 46.0 -23.0 -37.0	November 2017 10.9 48.4 -19.0 -37.5	November 2015 17.3 72.2 -27.1 -41.8	2013 1.7 42.2 -36.9 -55.7	2010 38.6 152.3 -54.6 -50.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 61 \$37,027,025 94 36 64.9	2019 1.7 11.9 -27.1 -40.8 46.5	2018 13.0 46.0 -23.0 -37.0 44.3	November 2017 10.9 48.4 -19.0 -37.5 47.4	November 2015 17.3 72.2 -27.1 -41.8 40.3	2013 1.7 42.2 -36.9 -55.7 40.3	2010 38.6 152.3 -54.6 -50.3 21.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 61 \$37,027,025 94 36 64.9 6.4	2019 1.7 11.9 -27.1 -40.8 46.5 11.0	2018 13.0 46.0 -23.0 -37.0 44.3 11.5	November 2017 10.9 48.4 -19.0 -37.5 47.4 11.4	November 2015 17.3 72.2 -27.1 -41.8 40.3 12.9	2013 1.7 42.2 -36.9 -55.7 40.3 14.7	2010 38.6 152.3 -54.6 -50.3 21.3 17.9	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 61 \$37,027,025 94 36 64.9 6.4 \$607,000	2019 1.7 11.9 -27.1 -40.8 46.5 11.0 10.0	2018 13.0 46.0 -23.0 -37.0 44.3 11.5 29.3	November 2017 10.9 48.4 -19.0 -37.5 47.4 11.4 33.8	November 2015 17.3 72.2 -27.1 -41.8 40.3 12.9 46.8	2013 1.7 42.2 -36.9 -55.7 40.3 14.7 39.9	2010 38.6 152.3 -54.6 -50.3 21.3 17.9 82.0	

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

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

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

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

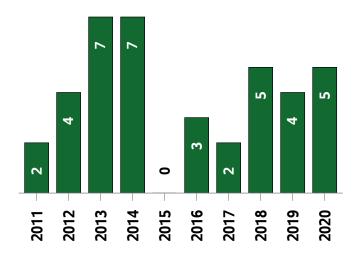
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



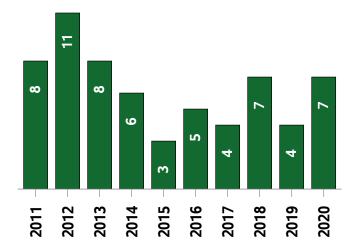
Cranbrook Lakes MLS® Single Family Market Activity



Sales Activity (November only)

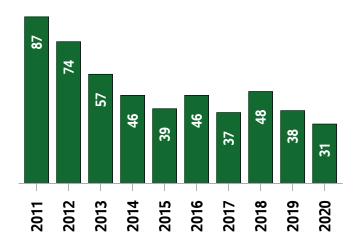


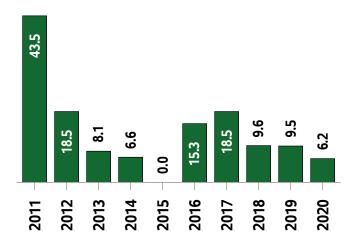
Active Listings (November only)



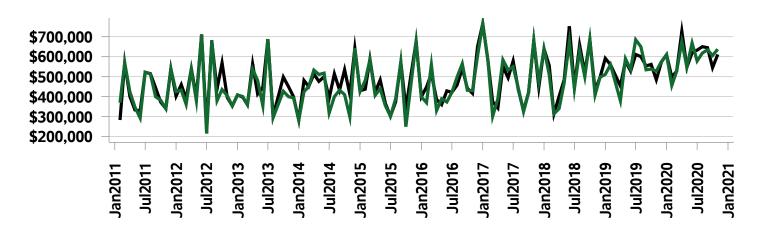
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

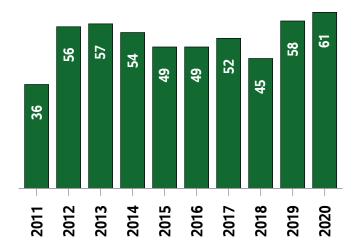




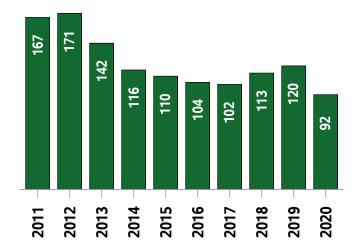
Cranbrook Lakes MLS® Single Family Market Activity



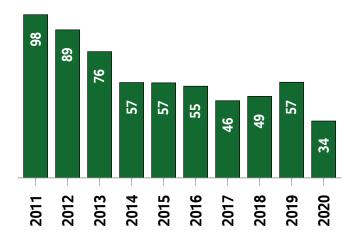
Sales Activity (November Year-to-date)



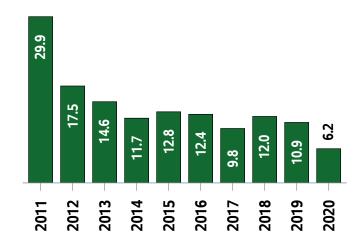
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 5.2	2018 35.6	November 2017	November 2015 24.5	7.0	2010 64.9
Sales Activity Dollar Volume	2020 61 \$37,027,025	5.2 14.0	35.6 50.2	November 2017 17.3 49.2	November 2015 24.5 72.8	7.0 43.1	2010 64.9 161.0
Sales Activity Dollar Volume New Listings	2020 61 \$37,027,025 92	5.2 14.0 -23.3	35.6 50.2 -18.6	November 2017 17.3 49.2 -9.8	November 2015 24.5 72.8 -16.4	7.0 43.1 -35.2	2010 64.9 161.0 -51.8
Sales Activity Dollar Volume New Listings Active Listings	2020 61 \$37,027,025 92 34	5.2 14.0 -23.3 -40.5	2018 35.6 50.2 -18.6 -30.2	November 2017 17.3 49.2 -9.8 -26.3	November 2015 24.5 72.8 -16.4 -40.1	7.0 43.1 -35.2 -54.9	2010 64.9 161.0 -51.8 -49.1
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 61 \$37,027,025 92 34 66.3	5.2 14.0 -23.3 -40.5 48.3	2018 35.6 50.2 -18.6 -30.2 39.8	November 2017 17.3 49.2 -9.8 -26.3 51.0	November 2015 24.5 72.8 -16.4 -40.1 44.5	7.0 43.1 -35.2 -54.9 40.1	2010 64.9 161.0 -51.8 -49.1 19.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 61 \$37,027,025 92 34 66.3 6.2	2019 5.2 14.0 -23.3 -40.5 48.3 10.9	2018 35.6 50.2 -18.6 -30.2 39.8 12.0	November 2017 17.3 49.2 -9.8 -26.3 51.0 9.8	November 2015 24.5 72.8 -16.4 -40.1 44.5 12.8	7.0 43.1 -35.2 -54.9 40.1 14.6	2010 64.9 161.0 -51.8 -49.1 19.4 20.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 61 \$37,027,025 92 34 66.3 6.2 \$607,000	2019 5.2 14.0 -23.3 -40.5 48.3 10.9 8.4	35.6 50.2 -18.6 -30.2 39.8 12.0 10.8	November 2017 17.3 49.2 -9.8 -26.3 51.0 9.8 27.2	November 2015 24.5 72.8 -16.4 -40.1 44.5 12.8 38.8	7.0 43.1 -35.2 -54.9 40.1 14.6 33.7	2010 64.9 161.0 -51.8 -49.1 19.4 20.0 58.3

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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

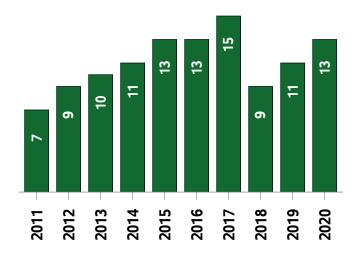
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



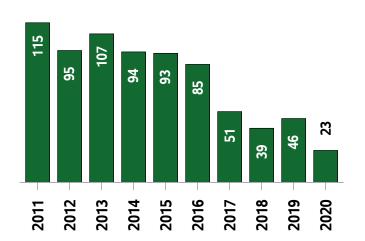
Fernie MLS® Residential Market Activity

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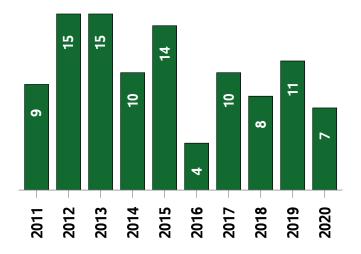
Sales Activity (November only)



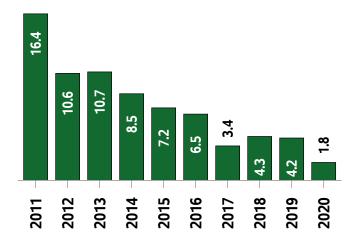
Active Listings (November only)



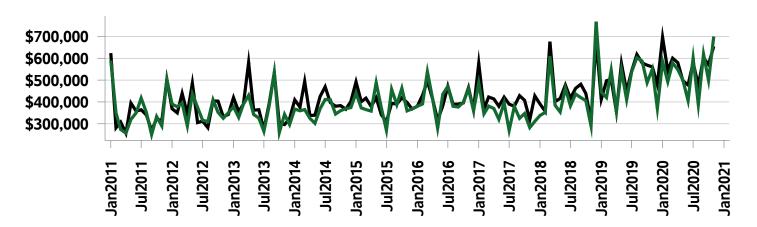
New Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

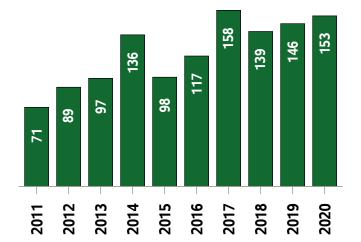




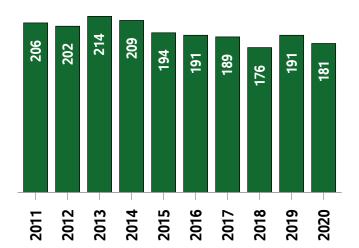
Fernie MLS® Residential Market Activity



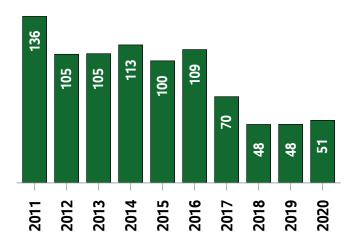




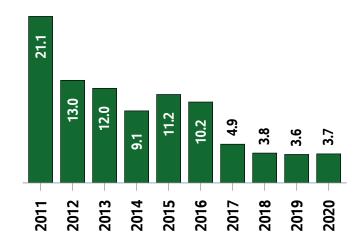
New Listings (November Year-to-date)



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

				Compa	red to 6			
Actual	November 2020	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	
	i e							
				Compa	red to 6			
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	I	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	4.8	10.1	November 2017 -3.2	November 2015 56.1	2013 57.7	91.3	
Sales Activity Dollar Volume	2020 153 \$85,719,070	4.8 12.3	2018 10.1 40.2	November 2017 -3.2 33.9	November 2015 56.1 125.0	57.7 147.3	91.3 212.6	
Sales Activity Dollar Volume New Listings	2020 153 \$85,719,070 181	4.8 12.3 -5.2	2018 10.1 40.2 2.8	November 2017 -3.2 33.9 -4.2	November 2015 56.1 125.0 -6.7	2013 57.7 147.3 -15.4	91.3 212.6 -34.4	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 153 \$85,719,070 181 51	2019 4.8 12.3 -5.2 6.8	2018 10.1 40.2 2.8 7.0	November 2017 -3.2 33.9 -4.2 -27.4	November 2015 56.1 125.0 -6.7 -48.7	2013 57.7 147.3 -15.4 -51.6	91.3 212.6 -34.4 -47.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 153 \$85,719,070 181 51 84.5	2019 4.8 12.3 -5.2 6.8 76.4	2018 10.1 40.2 2.8 7.0 79.0	November 2017 -3.2 33.9 -4.2 -27.4 83.6	November 2015 56.1 125.0 -6.7 -48.7 50.5	2013 57.7 147.3 -15.4 -51.6 45.3	91.3 212.6 -34.4 -47.0 29.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 153 \$85,719,070 181 51 84.5 3.7	2019 4.8 12.3 -5.2 6.8 76.4 3.6	2018 10.1 40.2 2.8 7.0 79.0 3.8	November 2017 -3.2 33.9 -4.2 -27.4 83.6 4.9	November 2015 56.1 125.0 -6.7 -48.7 50.5 11.2	2013 57.7 147.3 -15.4 -51.6 45.3 12.0	2010 91.3 212.6 -34.4 -47.0 29.0 13.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 153 \$85,719,070 181 51 84.5 3.7 \$560,255	2019 4.8 12.3 -5.2 6.8 76.4 3.6 7.1	2018 10.1 40.2 2.8 7.0 79.0 3.8 27.3	November 2017 -3.2 33.9 -4.2 -27.4 83.6 4.9 38.3	November 2015 56.1 125.0 -6.7 -48.7 50.5 11.2 44.1	2013 57.7 147.3 -15.4 -51.6 45.3 12.0 56.8	2010 91.3 212.6 -34.4 -47.0 29.0 13.3 63.5	

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

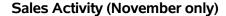
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

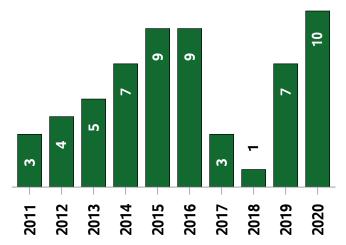
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



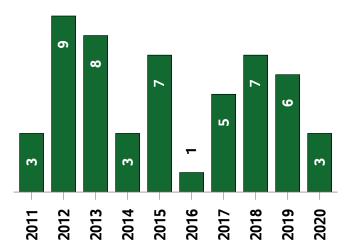
Fernie MLS® Single Family Market Activity

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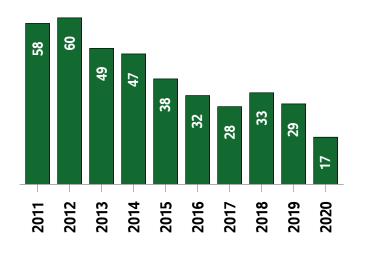


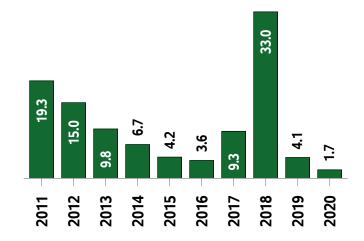
Active Listings (November only)



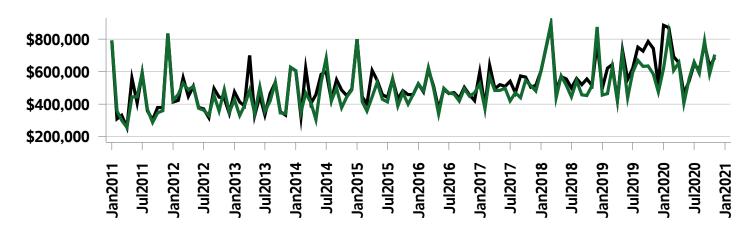
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

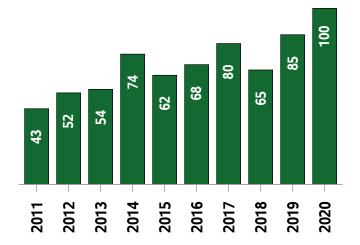




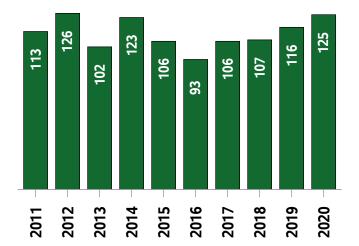
Fernie MLS® Single Family Market Activity



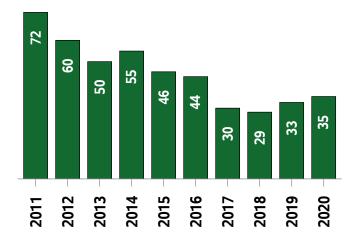
Sales Activity (November Year-to-date)



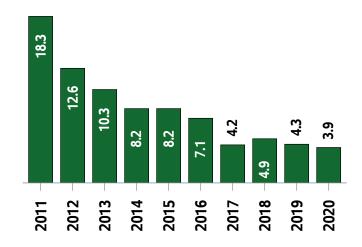
New Listings (November Year-to-date)



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



				Compa	red to ⁶			
Actual	November 2020	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	
				Compa	red to ⁶	<u>'</u>		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			ı	November	November	I	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020	2019 17.6	2018 53.8	November 2017 25.0	November 2015 61.3	2013 85.2	104.1	
Sales Activity Dollar Volume	2020 100 \$66,488,800	2019 17.6 19.1	2018 53.8 85.1	November 2017 25.0 55.4	November 2015 61.3 124.7	2013 85.2 192.7	2010 104.1 248.7	
Sales Activity Dollar Volume New Listings	2020 100 \$66,488,800 125	2019 17.6 19.1 7.8	53.8 85.1 16.8	November 2017 25.0 55.4 17.9	November 2015 61.3 124.7 17.9	2013 85.2 192.7 22.5	2010 104.1 248.7 -20.9	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 100 \$66,488,800 125 35	2019 17.6 19.1 7.8 7.7	53.8 85.1 16.8 23.4	November 2017 25.0 55.4 17.9 16.4	November 2015 61.3 124.7 17.9 -23.1	2013 85.2 192.7 22.5 -29.7	2010 104.1 248.7 -20.9 -27.6	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 100 \$66,488,800 125 35 80.0	2019 17.6 19.1 7.8 7.7	2018 53.8 85.1 16.8 23.4 60.7	November 2017 25.0 55.4 17.9 16.4 75.5	November 2015 61.3 124.7 17.9 -23.1 58.5	2013 85.2 192.7 22.5 -29.7 52.9	2010 104.1 248.7 -20.9 -27.6 31.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 100 \$66,488,800 125 35 80.0 3.9	2019 17.6 19.1 7.8 7.7 73.3 4.3	2018 53.8 85.1 16.8 23.4 60.7 4.9	November 2017 25.0 55.4 17.9 16.4 75.5 4.2	November 2015 61.3 124.7 17.9 -23.1 58.5 8.2	2013 85.2 192.7 22.5 -29.7 52.9 10.3	2010 104.1 248.7 -20.9 -27.6 31.0 11.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 100 \$66,488,800 125 35 80.0 3.9 \$664,888	2019 17.6 19.1 7.8 7.7 73.3 4.3 1.3	2018 53.8 85.1 16.8 23.4 60.7 4.9 20.3	November 2017 25.0 55.4 17.9 16.4 75.5 4.2 24.3	November 2015 61.3 124.7 17.9 -23.1 58.5 8.2 39.3	2013 85.2 192.7 22.5 -29.7 52.9 10.3 58.1	2010 104.1 248.7 -20.9 -27.6 31.0 11.0 70.9	

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

Source: Canadian MLS® Systems, CREA

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

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.

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

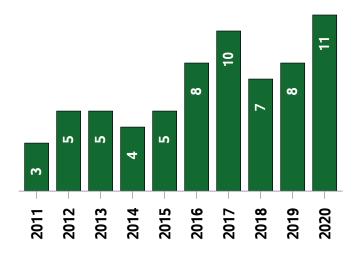
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



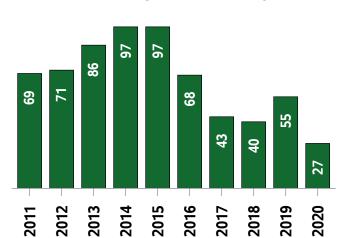
Grand ForksMLS® Residential Market Activity



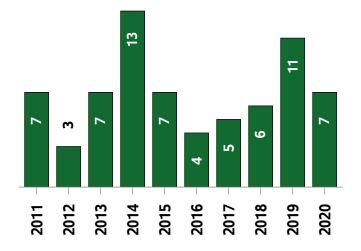
Sales Activity (November only)



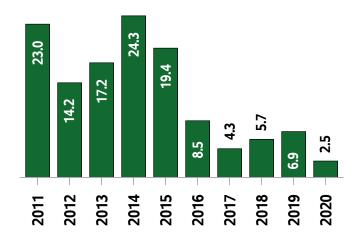
Active Listings (November only)



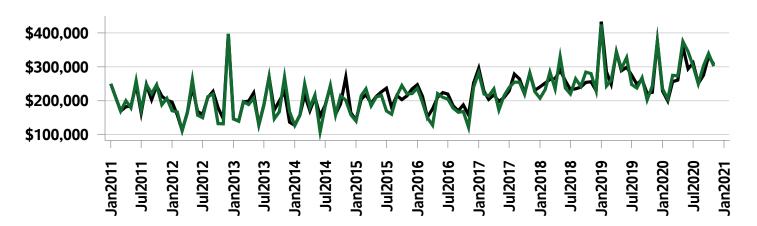
New Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

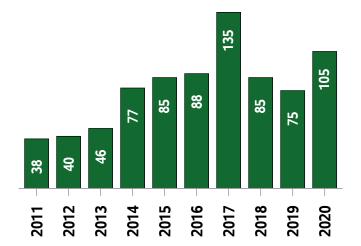




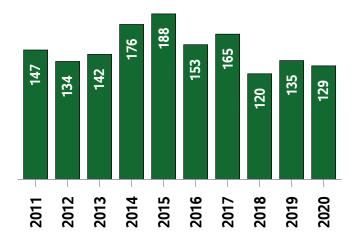
Grand Forks MLS® Residential Market Activity



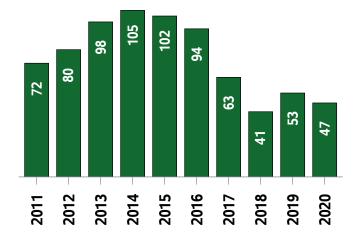
Sales Activity (November Year-to-date)



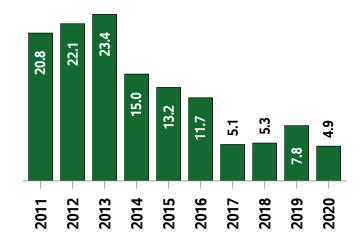
New Listings (November Year-to-date)



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 ForksMLS® Residential Market Activity

				Compa	red to ⁶		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			l	November	November		l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	40.0	23.5	November 2017 -22.2	November 2015 23.5	128.3	133.3
Sales Activity Dollar Volume	2020 105 \$30,047,318	2019 40.0 46.5	2018 23.5 38.4	November 2017 -22.2 -5.9	November 2015 23.5 70.7	2013 128.3 240.4	2010 133.3 237.8
Sales Activity Dollar Volume New Listings	2020 105 \$30,047,318 129	2019 40.0 46.5 -4.4	2018 23.5 38.4 7.5	November 2017 -22.2 -5.9 -21.8	November 2015 23.5 70.7 -31.4	2013 128.3 240.4 -9.2	2010 133.3 237.8 -11.0
Sales Activity Dollar Volume New Listings Active Listings 3	2020 105 \$30,047,318 129 47	2019 40.0 46.5 -4.4 -11.8	2018 23.5 38.4 7.5 13.5	November 2017 -22.2 -5.9 -21.8 -25.7	November 2015 23.5 70.7 -31.4 -54.0	2013 128.3 240.4 -9.2 -52.3	2010 133.3 237.8 -11.0 3.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 105 \$30,047,318 129 47 81.4	2019 40.0 46.5 -4.4 -11.8 55.6	2018 23.5 38.4 7.5 13.5 70.8	November 2017 -22.2 -5.9 -21.8 -25.7 81.8	November 2015 23.5 70.7 -31.4 -54.0 45.2	2013 128.3 240.4 -9.2 -52.3 32.4	2010 133.3 237.8 -11.0 3.0 31.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 105 \$30,047,318 129 47 81.4 4.9	2019 40.0 46.5 -4.4 -11.8 55.6 7.8	2018 23.5 38.4 7.5 13.5 70.8 5.3	November 2017 -22.2 -5.9 -21.8 -25.7 81.8 5.1	November 2015 23.5 70.7 -31.4 -54.0 45.2 13.2	2013 128.3 240.4 -9.2 -52.3 32.4 23.4	2010 133.3 237.8 -11.0 3.0 31.0 11.1
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 105 \$30,047,318 129 47 81.4 4.9 \$286,165	2019 40.0 46.5 -4.4 -11.8 55.6 7.8 4.6	2018 23.5 38.4 7.5 13.5 70.8 5.3 12.1	November 2017 -22.2 -5.9 -21.8 -25.7 81.8 5.1 21.0	November 2015 23.5 70.7 -31.4 -54.0 45.2 13.2 38.2	2013 128.3 240.4 -9.2 -52.3 32.4 23.4 49.1	2010 133.3 237.8 -11.0 3.0 31.0 11.1 44.8

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

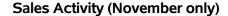
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

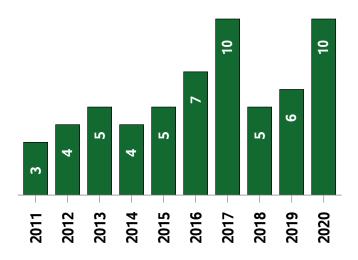
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



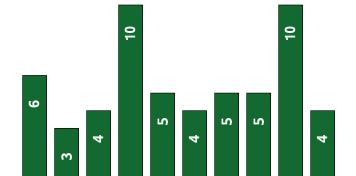
Grand ForksMLS® Single Family Market Activity







Active Listings (November only)

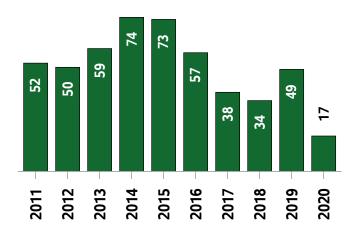


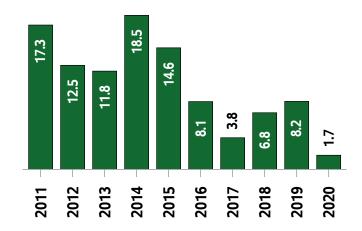
New Listings (November only)

Months of Inventory (November only)

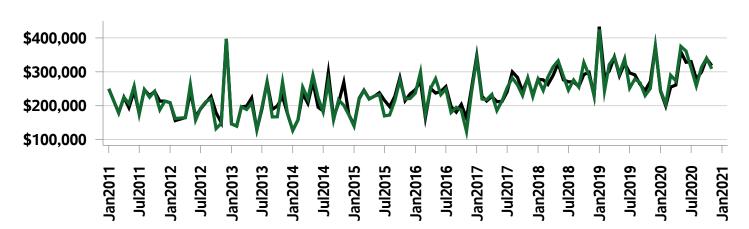
2015

2013





Average Price and Median Price

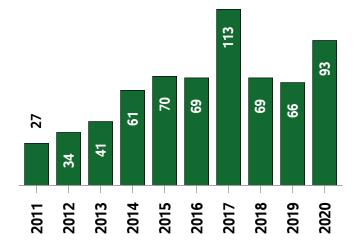




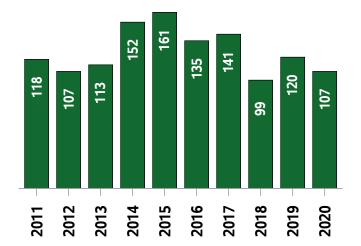
Grand ForksMLS® Single Family Market Activity



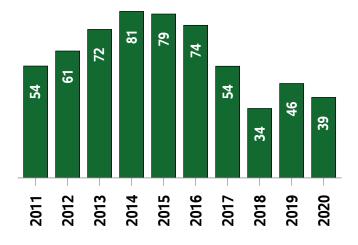




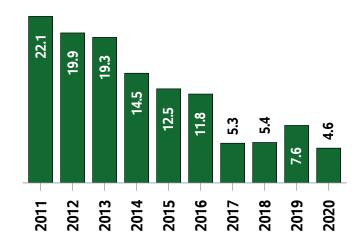
New Listings (November Year-to-date)



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 ForksMLS® Single Family Market Activity



				Compa	red to 6			
Actual	November 2020	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	
				Compa	red to ⁶			
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010	
Year-to-date Sales Activity			I	November	November	I	l	
	2020	2019	2018	November 2017	November 2015	2013	2010	
Sales Activity	2020 93	40.9	34.8	November 2017 -17.7	November 2015 32.9	2013 126.8	138.5	
Sales Activity Dollar Volume	2020 93 \$28,093,818	2019 40.9 44.5	34.8 46.0	November 2017 -17.7 -0.8	November 2015 32.9 82.0	2013 126.8 248.2	2010 138.5 248.1	
Sales Activity Dollar Volume New Listings	2020 93 \$28,093,818 107	2019 40.9 44.5 -10.8	34.8 46.0 8.1	November 2017 -17.7 -0.8 -24.1	November 2015 32.9 82.0 -33.5	2013 126.8 248.2 -5.3	2010 138.5 248.1 -6.1	
Sales Activity Dollar Volume New Listings Active Listings ³	2020 93 \$28,093,818 107 39	2019 40.9 44.5 -10.8 -14.7	2018 34.8 46.0 8.1 15.9	November 2017 -17.7 -0.8 -24.1 -27.9	November 2015 32.9 82.0 -33.5 -50.9	2013 126.8 248.2 -5.3 -45.8	2010 138.5 248.1 -6.1 10.3	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 93 \$28,093,818 107 39 86.9	2019 40.9 44.5 -10.8 -14.7 55.0	2018 34.8 46.0 8.1 15.9 69.7	November 2017 -17.7 -0.8 -24.1 -27.9 80.1	November 2015 32.9 82.0 -33.5 -50.9 43.5	2013 126.8 248.2 -5.3 -45.8 36.3	2010 138.5 248.1 -6.1 10.3 34.2	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 93 \$28,093,818 107 39 86.9 4.6	2019 40.9 44.5 -10.8 -14.7 55.0 7.6	2018 34.8 46.0 8.1 15.9 69.7 5.4	November 2017 -17.7 -0.8 -24.1 -27.9 80.1 5.3	November 2015 32.9 82.0 -33.5 -50.9 43.5 12.5	2013 126.8 248.2 -5.3 -45.8 36.3 19.3	2010 138.5 248.1 -6.1 10.3 34.2 10.0	
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 93 \$28,093,818 107 39 86.9 4.6 \$302,084	2019 40.9 44.5 -10.8 -14.7 55.0 7.6 2.6	2018 34.8 46.0 8.1 15.9 69.7 5.4 8.3	November 2017 -17.7 -0.8 -24.1 -27.9 80.1 5.3 20.5	November 2015 32.9 82.0 -33.5 -50.9 43.5 12.5 37.0	2013 126.8 248.2 -5.3 -45.8 36.3 19.3 53.5	2010 138.5 248.1 -6.1 10.3 34.2 10.0 46.0	

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

Source: Canadian MLS® Systems, CREA

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

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.

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.

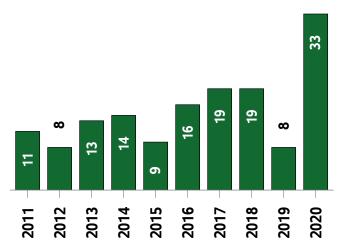
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



Kimberley MLS® Residential Market Activity







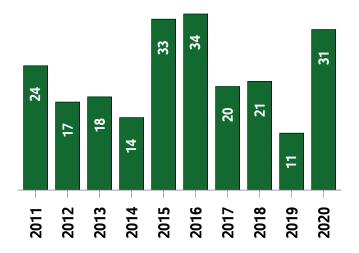


2016

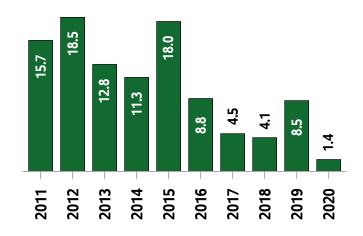
2017

2015

New Listings (November only)

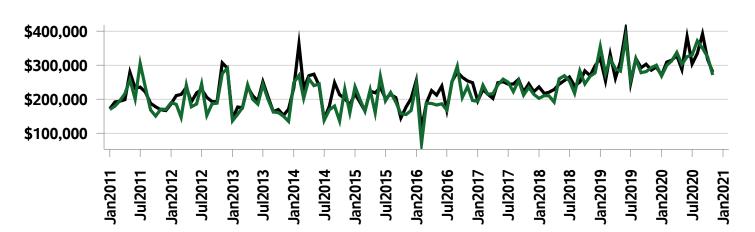


Months of Inventory (November only)



Average Price and Median Price

2020



2012

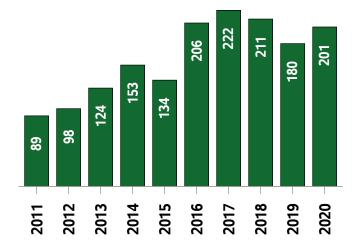
2013



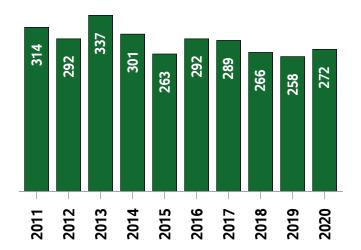
Kimberley MLS® Residential Market Activity



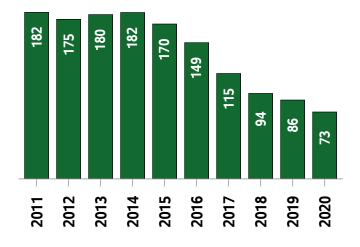
Sales Activity (November Year-to-date)



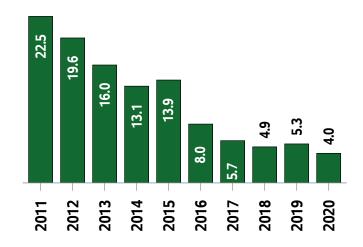
New Listings (November Year-to-date)



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

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		Compared to ⁶					
Actual	November 2020	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
		Compared to °					
				Compa	red to 6		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			ı	November	November	1	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 11.7	2018 -4.7	November 2017 -9.5	November 2015 50.0	62.1	346.7
Sales Activity Dollar Volume	2020 201 \$64,289,112	2019 11.7 18.0	-4.7 22.0	November 2017 -9.5 23.0	November 2015 50.0 141.8	2013 62.1 162.5	2010 346.7 591.2
Sales Activity Dollar Volume New Listings	2020 201 \$64,289,112 272	2019 11.7 18.0 5.4	2018 -4.7 22.0 2.3	November 2017 -9.5 23.0 -5.9	November 2015 50.0 141.8 3.4	2013 62.1 162.5 -19.3	2010 346.7 591.2 -22.7
Sales Activity Dollar Volume New Listings Active Listings ³	2020 201 \$64,289,112 272 73	2019 11.7 18.0 5.4 -15.2	2018 -4.7 22.0 2.3 -21.7	November 2017 -9.5 23.0 -5.9 -36.5	November 2015 50.0 141.8 3.4 -56.8	2013 62.1 162.5 -19.3 -59.3	2010 346.7 591.2 -22.7 -47.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 201 \$64,289,112 272 73 73.9	2019 11.7 18.0 5.4 -15.2 69.8	2018 -4.7 22.0 2.3 -21.7 79.3	November 2017 -9.5 23.0 -5.9 -36.5 76.8	November 2015 50.0 141.8 3.4 -56.8 51.0	2013 62.1 162.5 -19.3 -59.3 36.8	2010 346.7 591.2 -22.7 -47.0 12.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 201 \$64,289,112 272 73 73.9 4.0	2019 11.7 18.0 5.4 -15.2 69.8 5.3	2018 -4.7 22.0 2.3 -21.7 79.3 4.9	November 2017 -9.5 23.0 -5.9 -36.5 76.8 5.7	November 2015 50.0 141.8 3.4 -56.8 51.0 13.9	2013 62.1 162.5 -19.3 -59.3 36.8 16.0	2010 346.7 591.2 -22.7 -47.0 12.8 33.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 201 \$64,289,112 272 73 73.9 4.0 \$319,846	2019 11.7 18.0 5.4 -15.2 69.8 5.3 5.6	2018 -4.7 22.0 2.3 -21.7 79.3 4.9 28.1	November 2017 -9.5 23.0 -5.9 -36.5 76.8 5.7 35.9	November 2015 50.0 141.8 3.4 -56.8 51.0 13.9 61.2	2013 62.1 162.5 -19.3 -59.3 36.8 16.0 62.0	2010 346.7 591.2 -22.7 -47.0 12.8 33.8 54.7

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

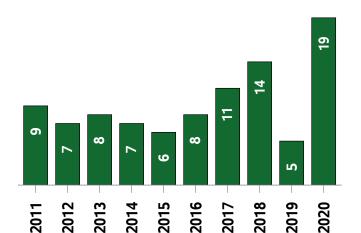
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



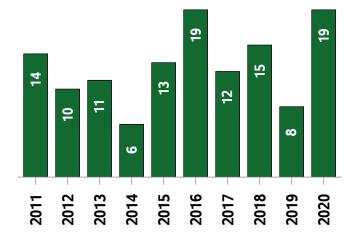
Kimberley MLS® Single Family Market Activity



Sales Activity (November only)

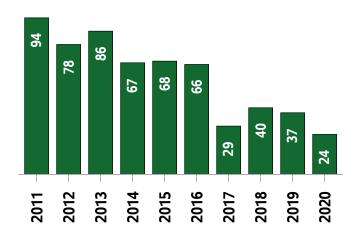


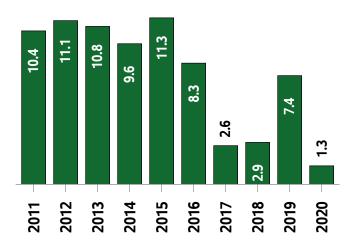
Active Listings (November only)



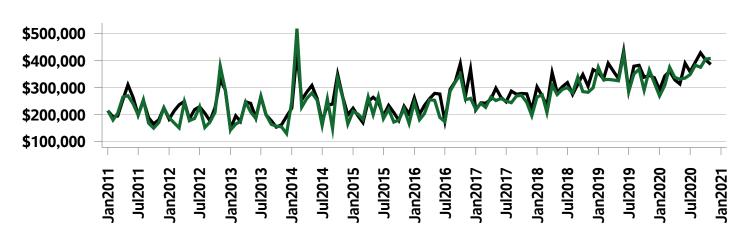
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

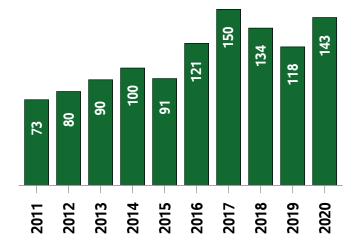




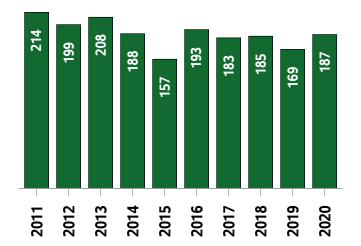
Kimberley MLS® Single Family Market Activity



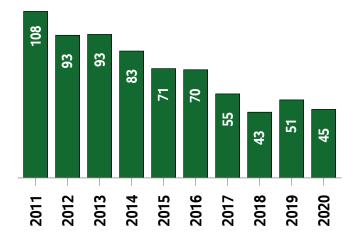
Sales Activity (November Year-to-date)



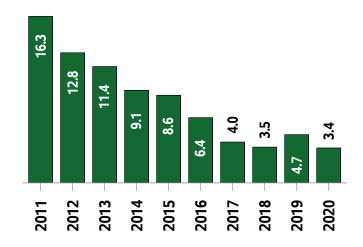
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		1
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019	6.7	November 2017 -4.7	November 2015 57.1	2013 58.9	2010 257.5
Sales Activity Dollar Volume	2020 143 \$53,855,890	2019 21.2 28.0	6.7 31.3	November 2017 -4.7 34.3	November 2015 57.1 174.4	2013 58.9 187.4	2010 257.5 522.1
Sales Activity Dollar Volume New Listings	2020 143 \$53,855,890 187	2019 21.2 28.0 10.7	6.7 31.3 1.1	November 2017 -4.7 34.3 2.2	November 2015 57.1 174.4 19.1	2013 58.9 187.4 -10.1	2010 257.5 522.1 -22.1
Sales Activity Dollar Volume New Listings Active Listings	2020 143 \$53,855,890 187 45	2019 21.2 28.0 10.7 -12.2	2018 6.7 31.3 1.1 4.2	November 2017 -4.7 34.3 2.2 -18.4	November 2015 57.1 174.4 19.1 -37.3	2013 58.9 187.4 -10.1 -52.2	2010 257.5 522.1 -22.1 -52.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 143 \$53,855,890 187 45 76.5	2019 21.2 28.0 10.7 -12.2 69.8	2018 6.7 31.3 1.1 4.2 72.4	November 2017 -4.7 34.3 2.2 -18.4 82.0	November 2015 57.1 174.4 19.1 -37.3 58.0	2013 58.9 187.4 -10.1 -52.2 43.3	2010 257.5 522.1 -22.1 -52.3 16.7
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory 5	2020 143 \$53,855,890 187 45 76.5 3.4	2019 21.2 28.0 10.7 -12.2 69.8 4.7	2018 6.7 31.3 1.1 4.2 72.4 3.5	November 2017 -4.7 34.3 2.2 -18.4 82.0 4.0	November 2015 57.1 174.4 19.1 -37.3 58.0 8.6	2013 58.9 187.4 -10.1 -52.2 43.3 11.4	2010 257.5 522.1 -22.1 -52.3 16.7 25.8
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 143 \$53,855,890 187 45 76.5 3.4 \$376,615	2019 21.2 28.0 10.7 -12.2 69.8 4.7 5.6	2018 6.7 31.3 1.1 4.2 72.4 3.5 23.0	November 2017 -4.7 34.3 2.2 -18.4 82.0 4.0 40.9	November 2015 57.1 174.4 19.1 -37.3 58.0 8.6 74.6	2013 58.9 187.4 -10.1 -52.2 43.3 11.4 80.9	2010 257.5 522.1 -22.1 -52.3 16.7 25.8 74.0

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

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.

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

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

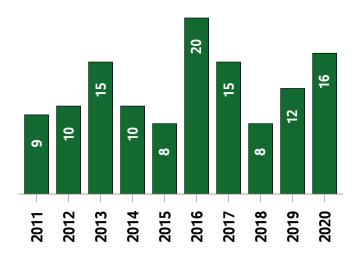
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



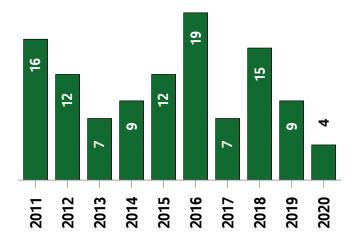
Nelson MLS® Residential Market Activity

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Sales Activity (November only)

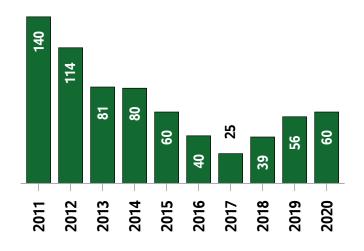


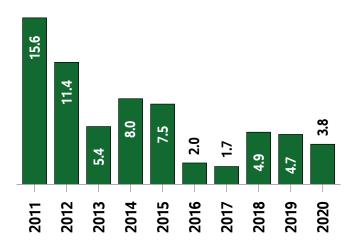
Active Listings (November only)



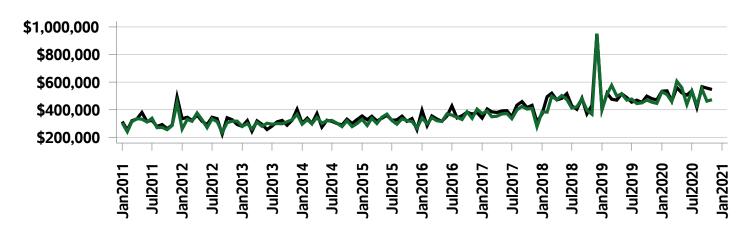
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

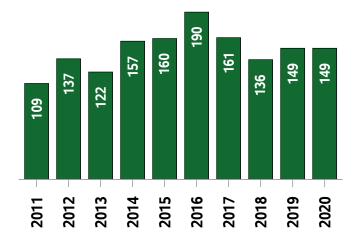




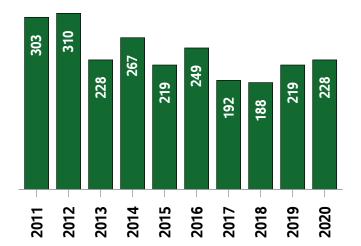
Nelson MLS® Residential Market Activity



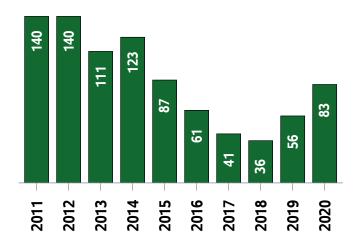
Sales Activity (November Year-to-date)



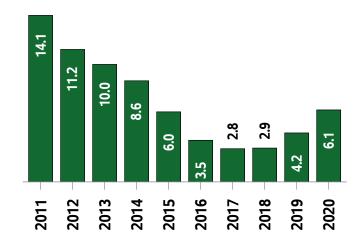
New Listings (November Year-to-date)



Active Listings 1 (November Year-to-date)



Months of Inventory (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

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				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶		
Year-to-date	November 2020	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
		10.5	155.0				
Sales to New Listings Ratio 4	65.4	68.0	72.3	83.9	73.1	53.5	34.8
Sales to New Listings Ratio ⁴ Months of Inventory ⁵				83.9 2.8	73.1 6.0	53.5	34.8 8.4
Sales to New Listings Ratio	65.4	68.0	72.3				
Sales to New Listings Ratio Months of Inventory	65.4 6.1	68.0 4.2	72.3 2.9	2.8	6.0	10.0	8.4
Sales to New Listings Ratio Months of Inventory Average Price	65.4 6.1 \$520,696	68.0 4.2 9.6	72.3 2.9 15.1	2.8	6.0 55.4	10.0 71.6	8.4 57.3

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.

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

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

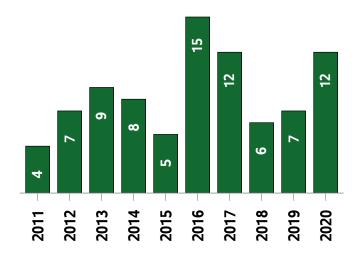
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



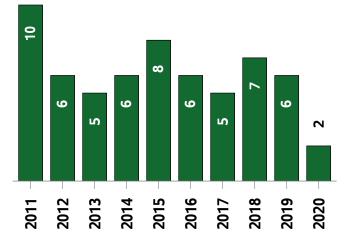
Nelson MLS® Single Family Market Activity

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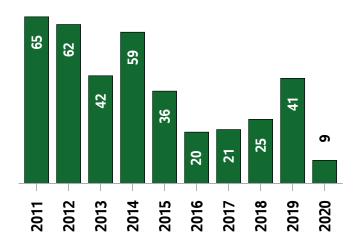
Sales Activity (November only)



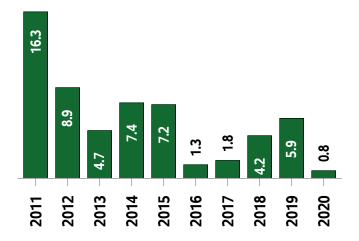
New Listings (November only)



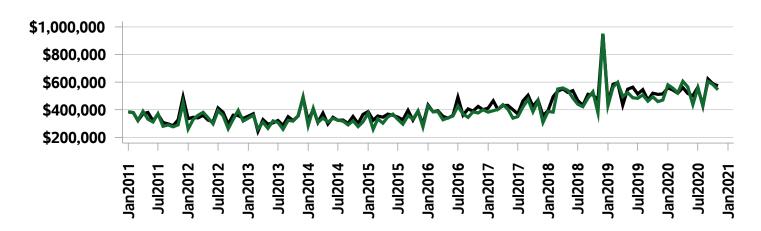
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

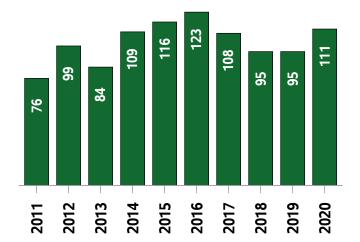




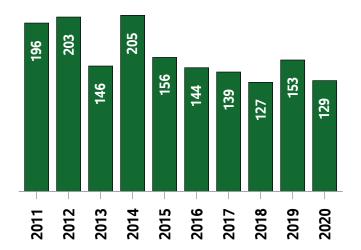
Nelson MLS® Single Family Market Activity



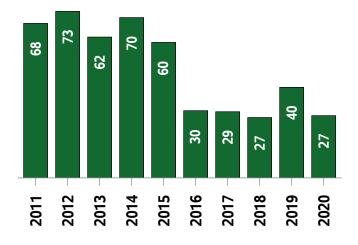
Sales Activity (November Year-to-date)



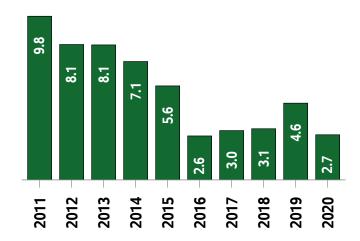
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to °	-	
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November		l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	2019 16.8	2018 16.8	November 2017	November 2015 -4.3	32.1	33.7
Sales Activity Dollar Volume	2020 111 \$60,416,878	2019 16.8 21.5	2018 16.8 27.6	November 2017 2.8 28.0	November 2015 -4.3 48.0	2013 32.1 123.8	33.7 107.5
Sales Activity Dollar Volume New Listings	2020 111 \$60,416,878 129	2019 16.8 21.5 -15.7	2018 16.8 27.6 1.6	November 2017 2.8 28.0 -7.2	November 2015 -4.3 48.0 -17.3	2013 32.1 123.8 -11.6	33.7 107.5 -31.4
Sales Activity Dollar Volume New Listings Active Listings ³	2020 111 \$60,416,878 129 27	2019 16.8 21.5 -15.7 -31.3	2018 16.8 27.6 1.6 3.1	November 2017 2.8 28.0 -7.2 -5.9	November 2015 -4.3 48.0 -17.3 -54.0	2013 32.1 123.8 -11.6 -55.8	2010 33.7 107.5 -31.4 -45.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 111 \$60,416,878 129 27 86.0	2019 16.8 21.5 -15.7 -31.3 62.1	2018 16.8 27.6 1.6 3.1 74.8	November 2017 2.8 28.0 -7.2 -5.9 77.7	November 2015 -4.3 48.0 -17.3 -54.0 74.4	2013 32.1 123.8 -11.6 -55.8 57.5	2010 33.7 107.5 -31.4 -45.4 44.1
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 111 \$60,416,878 129 27 86.0 2.7	2019 16.8 21.5 -15.7 -31.3 62.1 4.6	2018 16.8 27.6 1.6 3.1 74.8 3.1	November 2017 2.8 28.0 -7.2 -5.9 77.7 3.0	November 2015 -4.3 48.0 -17.3 -54.0 74.4 5.6	2013 32.1 123.8 -11.6 -55.8 57.5 8.1	2010 33.7 107.5 -31.4 -45.4 44.1 6.6
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 111 \$60,416,878 129 27 86.0 2.7 \$544,296	2019 16.8 21.5 -15.7 -31.3 62.1 4.6 4.0	2018 16.8 27.6 1.6 3.1 74.8 3.1 9.2	November 2017 2.8 28.0 -7.2 -5.9 77.7 3.0 24.5	November 2015 -4.3 48.0 -17.3 -54.0 74.4 5.6 54.7	2013 32.1 123.8 -11.6 -55.8 57.5 8.1 69.3	2010 33.7 107.5 -31.4 -45.4 44.1 6.6 55.2

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

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

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

 $^{^{\}rm 4}~$ Sum of sales from January to current month / sum of new listings from January to current month.

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

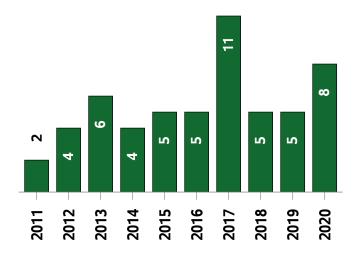
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



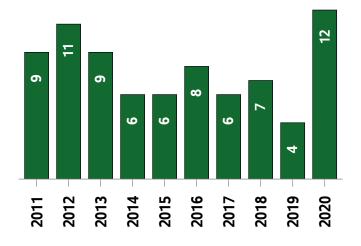
Rossland MLS® Residential Market Activity

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Sales Activity (November only)

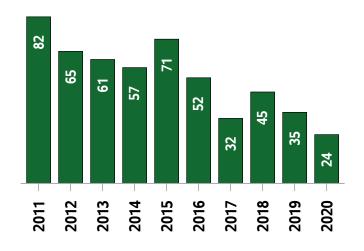


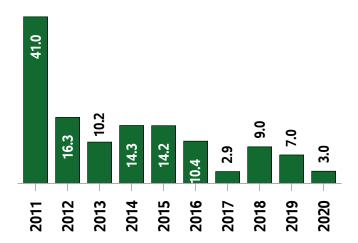
Active Listings (November only)



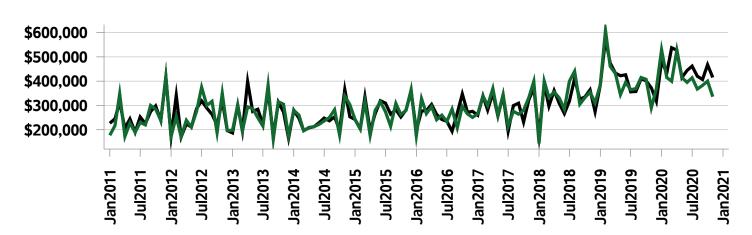
New Listings (November only)

Months of Inventory (November only)





Average Price and Median Price

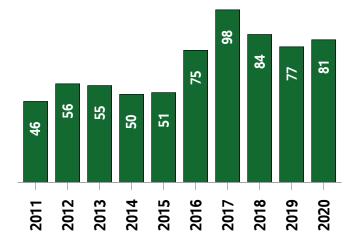




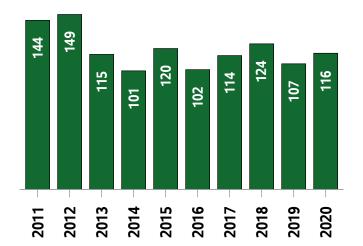
Rossland MLS® Residential Market Activity



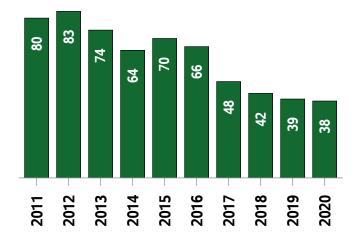
Sales Activity (November Year-to-date)



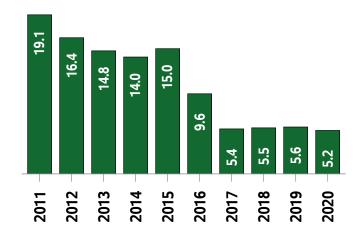
New Listings (November Year-to-date)



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

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				Compa	red to 6		
Actual	November 2020	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
				Compa	red to '		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			I	November	November	l e	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020 81	5.2	-3.6	November 2017 -17.3	November 2015 58.8	2013 47.3	72.3
Sales Activity Dollar Volume	2020 81 \$36,291,383	5.2 11.6	-3.6 31.5	November 2017 -17.3 26.2	November 2015 58.8 161.9	2013 47.3 131.7	72.3 244.4
Sales Activity Dollar Volume New Listings	2020 81 \$36,291,383 116	5.2 11.6 8.4	-3.6 31.5 -6.5	November 2017 -17.3 26.2 1.8	November 2015 58.8 161.9 -3.3	2013 47.3 131.7 0.9	72.3 244.4 -17.1
Sales Activity Dollar Volume New Listings Active Listings ³	2020 81 \$36,291,383 116 38	5.2 11.6 8.4 -2.5	-3.6 31.5 -6.5 -9.0	November 2017 -17.3 26.2 1.8 -20.2	November 2015 58.8 161.9 -3.3 -44.9	2013 47.3 131.7 0.9 -48.0	2010 72.3 244.4 -17.1 -20.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 81 \$36,291,383 116 38 69.8	5.2 11.6 8.4 -2.5 72.0	-3.6 31.5 -6.5 -9.0 67.7	November 2017 -17.3 26.2 1.8 -20.2 86.0	November 2015 58.8 161.9 -3.3 -44.9 42.5	2013 47.3 131.7 0.9 -48.0 47.8	2010 72.3 244.4 -17.1 -20.3 33.6
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory 5	2020 81 \$36,291,383 116 38 69.8 5.2	2019 5.2 11.6 8.4 -2.5 72.0 5.6	2018 -3.6 31.5 -6.5 -9.0 67.7 5.5	November 2017 -17.3 26.2 1.8 -20.2 86.0 5.4	November 2015 58.8 161.9 -3.3 -44.9 42.5 15.0	2013 47.3 131.7 0.9 -48.0 47.8 14.8	2010 72.3 244.4 -17.1 -20.3 33.6 11.3
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 81 \$36,291,383 116 38 69.8 5.2 \$448,042	5.2 11.6 8.4 -2.5 72.0 5.6 6.0	-3.6 31.5 -6.5 -9.0 67.7 5.5 36.4	November 2017 -17.3 26.2 1.8 -20.2 86.0 5.4 52.7	November 2015 58.8 161.9 -3.3 -44.9 42.5 15.0 64.9	2013 47.3 131.7 0.9 -48.0 47.8 14.8	2010 72.3 244.4 -17.1 -20.3 33.6 11.3 99.8

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.

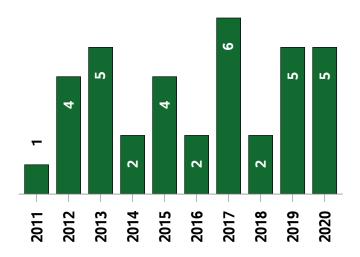
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



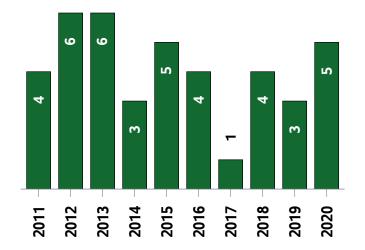
Rossland MLS® Single Family Market Activity



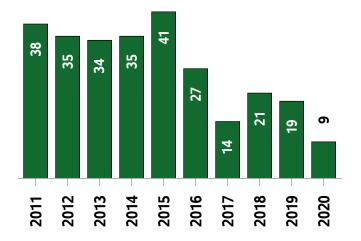
Sales Activity (November only)



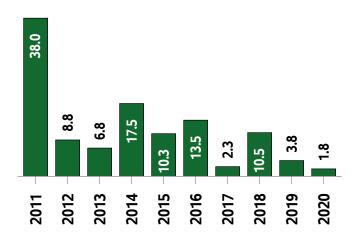
New Listings (November only)



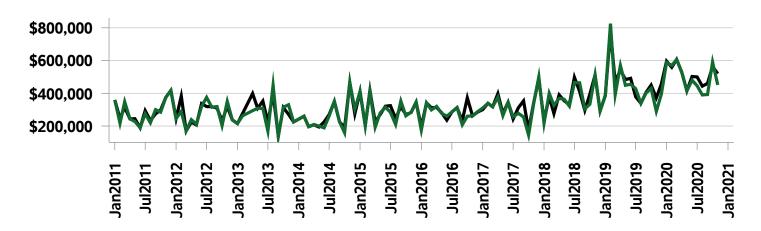
Active Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

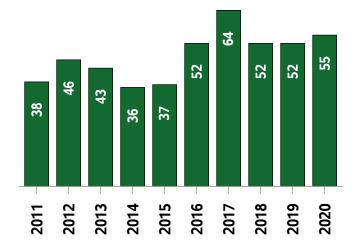




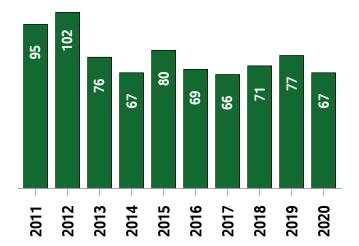
Rossland MLS® Single Family Market Activity



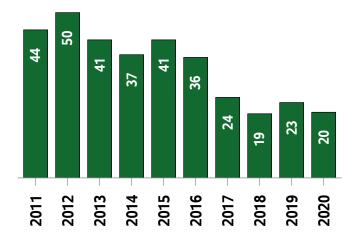
Sales Activity (November Year-to-date)



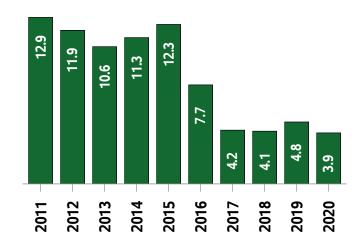
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶	<u>'</u>	
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			l	November	November	l e	l
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	5.8	2018 5.8	November 2017 -14.1	November 2015 48.6	2013 27.9	2010 34.1
Sales Activity Dollar Volume	2020 55 \$28,187,933	5.8 16.7	5.8 46.8	November 2017 -14.1 39.0	November 2015 48.6 164.0	2013 27.9 113.2	34.1 183.5
Sales Activity Dollar Volume New Listings	2020 55 \$28,187,933 67	5.8 16.7 -13.0	5.8 46.8 -5.6	November 2017 -14.1 39.0 1.5	November 2015 48.6 164.0 -16.3	2013 27.9 113.2 -11.8	34.1 183.5 -29.5
Sales Activity Dollar Volume New Listings Active Listings ³	2020 55 \$28,187,933 67 20	5.8 16.7 -13.0 -12.9	5.8 46.8 -5.6 2.4	November 2017 -14.1 39.0 1.5 -18.4	November 2015 48.6 164.0 -16.3 -52.4	27.9 113.2 -11.8 -52.4	2010 34.1 183.5 -29.5 -33.6
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 55 \$28,187,933 67 20 82.1	5.8 16.7 -13.0 -12.9 67.5	5.8 46.8 -5.6 2.4 73.2	November 2017 -14.1 39.0 1.5 -18.4 97.0	November 2015 48.6 164.0 -16.3 -52.4 46.3	27.9 113.2 -11.8 -52.4 56.6	2010 34.1 183.5 -29.5 -33.6 43.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 55 \$28,187,933 67 20 82.1 3.9	2019 5.8 16.7 -13.0 -12.9 67.5 4.8	5.8 46.8 -5.6 2.4 73.2 4.1	November 2017 -14.1 39.0 1.5 -18.4 97.0 4.2	November 2015 48.6 164.0 -16.3 -52.4 46.3 12.3	2013 27.9 113.2 -11.8 -52.4 56.6 10.6	2010 34.1 183.5 -29.5 -33.6 43.2 8.0
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 55 \$28,187,933 67 20 82.1 3.9 \$512,508	5.8 16.7 -13.0 -12.9 67.5 4.8 10.4	5.8 46.8 -5.6 2.4 73.2 4.1 38.8	November 2017 -14.1 39.0 1.5 -18.4 97.0 4.2 61.7	November 2015 48.6 164.0 -16.3 -52.4 46.3 12.3 77.6	2013 27.9 113.2 -11.8 -52.4 56.6 10.6 66.7	2010 34.1 183.5 -29.5 -33.6 43.2 8.0 111.4

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

Source: Canadian MLS® Systems, CREA

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

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.

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.

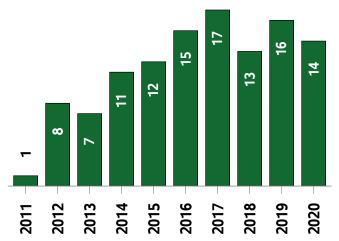
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

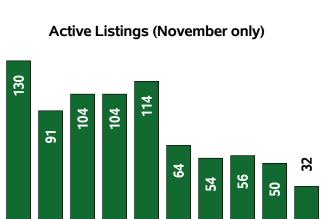


Trail MLS® Residential Market Activity



Sales Activity (November only)



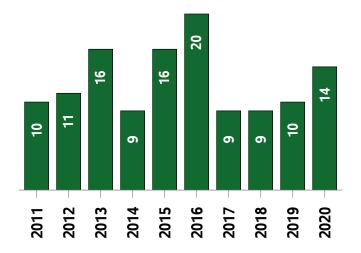


2016

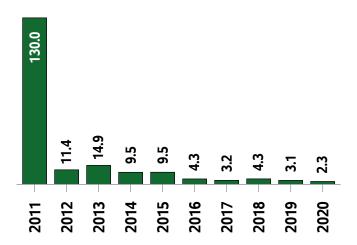
2017

2015

New Listings (November only)

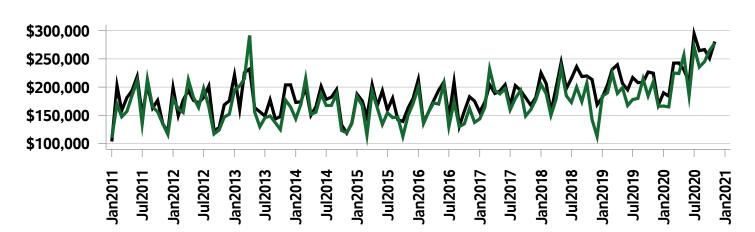


Months of Inventory (November only)



Average Price and Median Price

2020



2012

2013

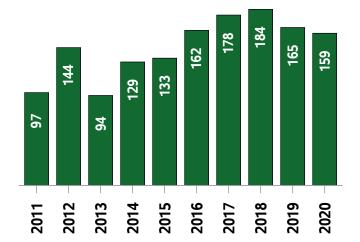
2014



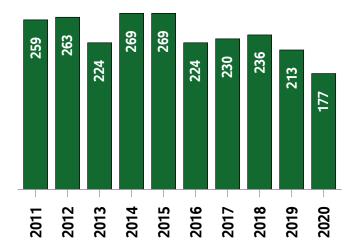
Trail MLS® Residential Market Activity



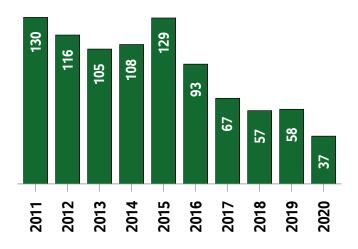
Sales Activity (November Year-to-date)



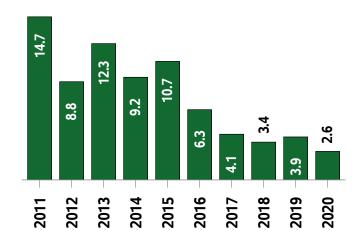
New Listings (November Year-to-date)



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

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				Compa	red to 6		
Actual	November 2020	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
				Compa	red to 6		
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity				November	November		1
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020 159	-3.6	-13.6	November 2017 -10.7	November 2015	69.1	62.2
Sales Activity Dollar Volume	2020 159 \$39,255,309	-3.6 11.6	-13.6 -0.1	November 2017 -10.7 17.8	November 2015 19.5 75.8	2013 69.1 138.9	2010 62.2 111.6
Sales Activity Dollar Volume New Listings	2020 159 \$39,255,309 177	-3.6 11.6 -16.9	-13.6 -0.1 -25.0	November 2017 -10.7 17.8 -23.0	November 2015 19.5 75.8 -34.2	2013 69.1 138.9 -21.0	2010 62.2 111.6 -35.2
Sales Activity Dollar Volume New Listings Active Listings	2020 159 \$39,255,309 177 37	-3.6 11.6 -16.9 -36.0	-13.6 -0.1 -25.0 -34.8	November 2017 -10.7 -17.8 -23.0 -44.2	November 2015 19.5 75.8 -34.2 -71.2	2013 69.1 138.9 -21.0 -64.6	2010 62.2 111.6 -35.2 -59.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 159 \$39,255,309 177 37 89.8	-3.6 11.6 -16.9 -36.0 77.5	-13.6 -0.1 -25.0 -34.8 78.0	November 2017 -10.7 -17.8 -23.0 -44.2 77.4	November 2015 19.5 75.8 -34.2 -71.2 49.4	2013 69.1 138.9 -21.0 -64.6 42.0	2010 62.2 111.6 -35.2 -59.2 35.9
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 159 \$39,255,309 177 37 89.8 2.6	-3.6 11.6 -16.9 -36.0 77.5 3.9	-13.6 -0.1 -25.0 -34.8 78.0 3.4	November 2017 -10.7 17.8 -23.0 -44.2 77.4 4.1	November 2015 19.5 75.8 -34.2 -71.2 49.4 10.7	2013 69.1 138.9 -21.0 -64.6 42.0 12.3	2010 62.2 111.6 -35.2 -59.2 35.9 10.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 159 \$39,255,309 177 37 89.8 2.6 \$246,889	-3.6 11.6 -16.9 -36.0 77.5 3.9	2018 -13.6 -0.1 -25.0 -34.8 78.0 3.4 15.6	November 2017 -10.7 17.8 -23.0 -44.2 77.4 4.1 31.8	November 2015 19.5 75.8 -34.2 -71.2 49.4 10.7 47.1	2013 69.1 138.9 -21.0 -64.6 42.0 12.3 41.2	2010 62.2 111.6 -35.2 -59.2 35.9 10.2 30.4

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

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

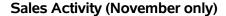
The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

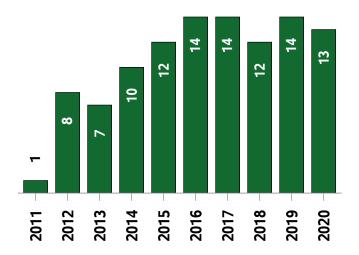
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



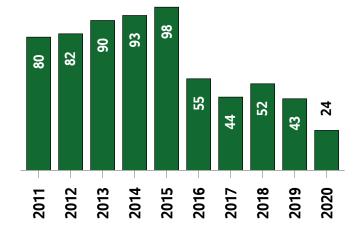
Trail MLS® Single Family Market Activity



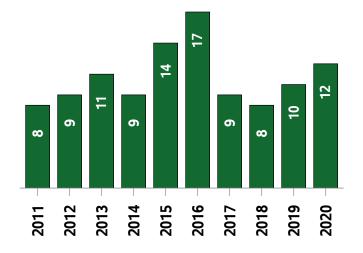




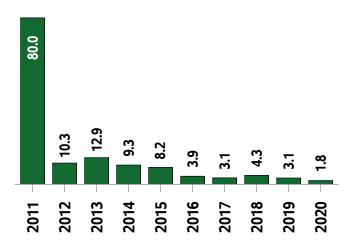
Active Listings (November only)



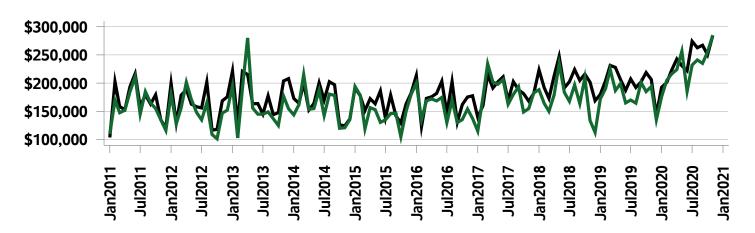
New Listings (November only)



Months of Inventory (November only)



Average Price and Median Price

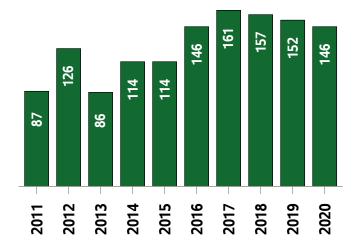




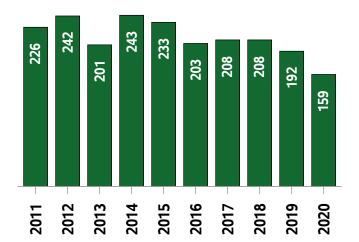
Trail MLS® Single Family Market Activity



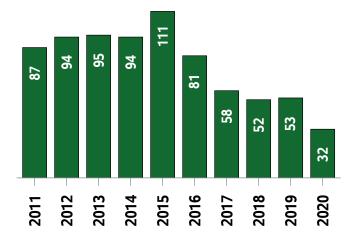
Sales Activity (November Year-to-date)



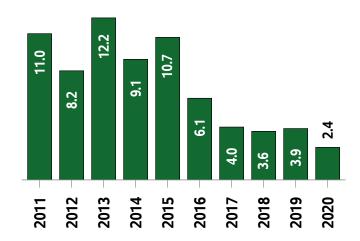
New Listings (November Year-to-date)



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



				Compa	red to 6		
Actual	November 2020	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
				Compa	red to ⁶		I
Year-to-date	November 2020	November 2019	November 2018	Compa November 2017	November 2015	November 2013	November 2010
Year-to-date Sales Activity			l	November	November		1
	2020	2019	2018	November 2017	November 2015	2013	2010
Sales Activity	2020	-3.9	-7.0	November 2017 -9.3	November 2015 28.1	69.8	73.8
Sales Activity Dollar Volume	2020 146 \$35,956,809	-3.9 14.9	-7.0 9.5	November 2017 -9.3 18.2	November 2015 28.1 95.3	2013 69.8 143.9	73.8 122.8
Sales Activity Dollar Volume New Listings	2020 146 \$35,956,809 159	-3.9 14.9 -17.2	-7.0 9.5 -23.6	November 2017 -9.3 18.2 -23.6	November 2015 28.1 95.3 -31.8	2013 69.8 143.9 -20.9	73.8 122.8 -23.9
Sales Activity Dollar Volume New Listings Active Listings ³	2020 146 \$35,956,809 159 32	-3.9 14.9 -17.2 -39.1	2018 -7.0 9.5 -23.6 -37.7	November 2017 -9.3 18.2 -23.6 -44.1	November 2015 28.1 95.3 -31.8 -70.7	2013 69.8 143.9 -20.9 -65.9	73.8 122.8 -23.9 -49.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio 4	2020 146 \$35,956,809 159 32 91.8	-3.9 14.9 -17.2 -39.1 79.2	2018 -7.0 9.5 -23.6 -37.7 75.5	November 2017 -9.3 18.2 -23.6 -44.1 77.4	November 2015 28.1 95.3 -31.8 -70.7 48.9	2013 69.8 143.9 -20.9 -65.9 42.8	73.8 122.8 -23.9 -49.4 40.2
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory	2020 146 \$35,956,809 159 32 91.8 2.4	-3.9 14.9 -17.2 -39.1 79.2 3.9	2018 -7.0 9.5 -23.6 -37.7 75.5 3.6	November 2017 -9.3 18.2 -23.6 -44.1 77.4 4.0	November 2015 28.1 95.3 -31.8 -70.7 48.9 10.7	2013 69.8 143.9 -20.9 -65.9 42.8 12.2	2010 73.8 122.8 -23.9 -49.4 40.2 8.4
Sales Activity Dollar Volume New Listings Active Listings Sales to New Listings Ratio Months of Inventory Average Price	2020 146 \$35,956,809 159 32 91.8 2.4 \$246,280	-3.9 14.9 -17.2 -39.1 79.2 3.9 19.6	2018 -7.0 9.5 -23.6 -37.7 75.5 3.6 17.7	November 2017 -9.3 18.2 -23.6 -44.1 77.4 4.0 30.3	November 2015 28.1 95.3 -31.8 -70.7 48.9 10.7 52.5	2013 69.8 143.9 -20.9 -65.9 42.8 12.2 43.7	2010 73.8 122.8 -23.9 -49.4 40.2 8.4 28.2

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

Source: Canadian MLS® Systems, CREA

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

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

 $^{^{\}rm 4}$ $\,$ Sum of sales from January to current month / sum of new listings from January to current month.

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.