



**Kootenay Association of REALTORS®
Residential Market Activity
January 2021**

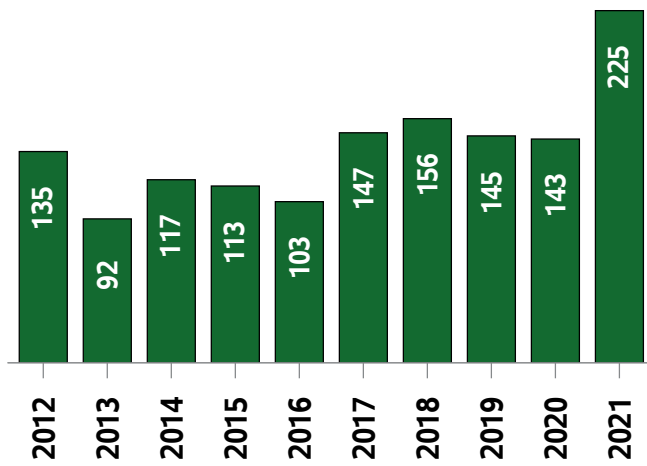


Prepared for the Kootenay Association of REALTORS by the Canadian Real Estate Association

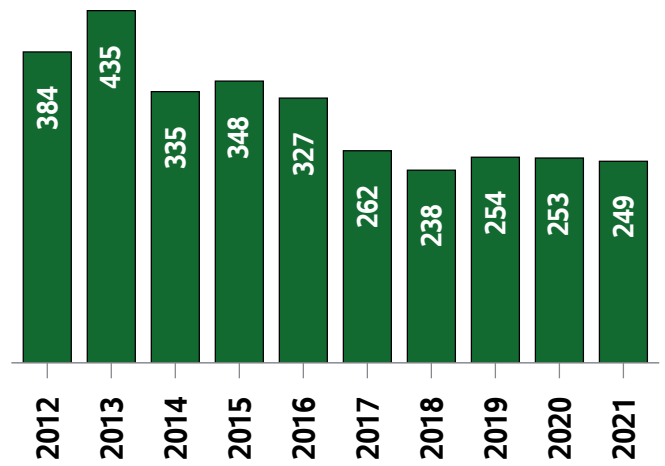
Kootenay Association of REALTORS®

MLS® Residential Market Activity

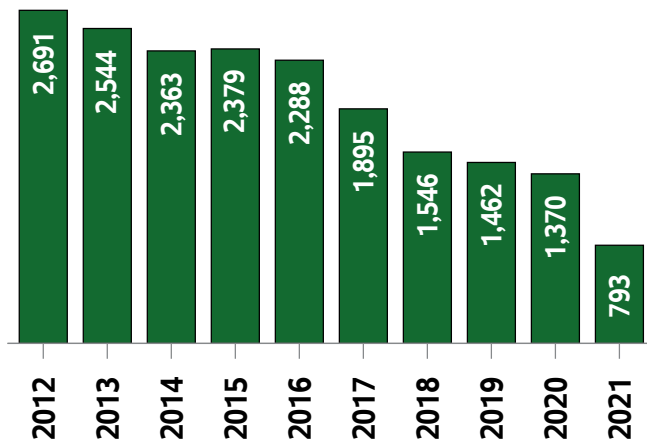
Sales Activity (January only)



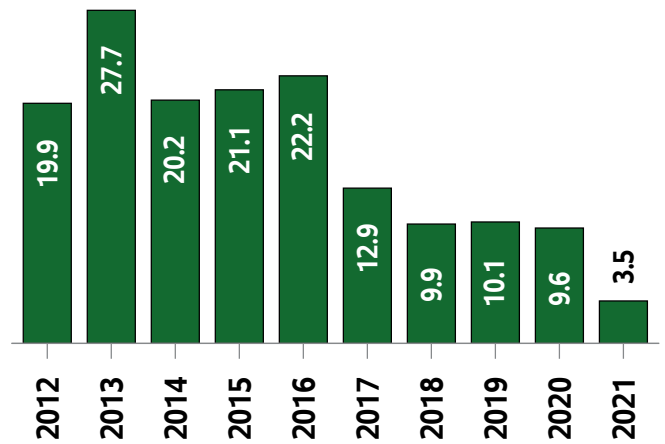
New Listings (January only)



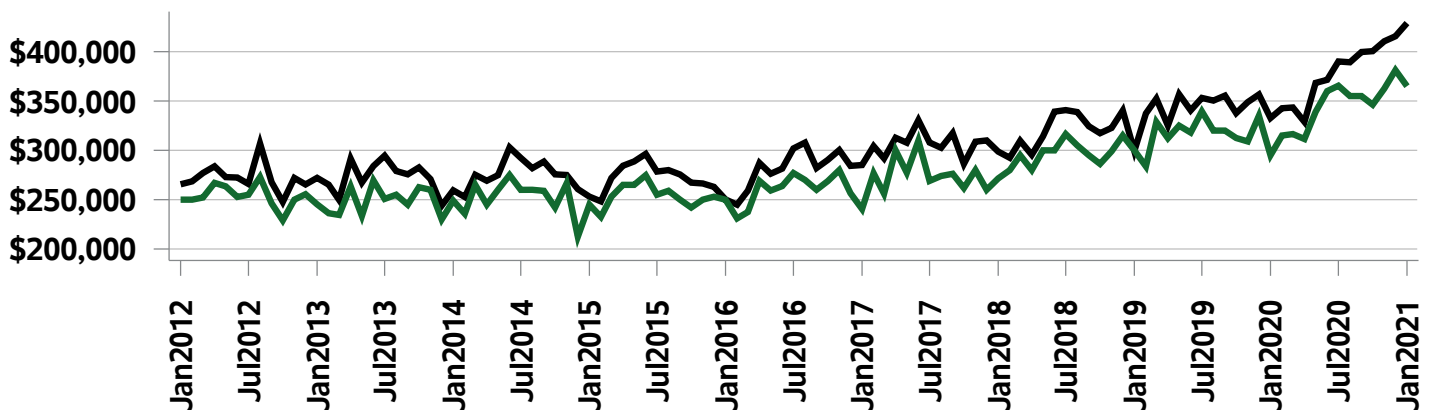
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Kootenay Association of REALTORS® MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	225	57.3	55.2	44.2	118.4	92.3	69.2
Dollar Volume	\$96,519,571	102.9	122.4	107.1	274.5	218.0	194.2
New Listings	249	-1.6	-2.0	4.6	-23.9	-25.7	-34.0
Active Listings	793	-42.1	-45.8	-48.7	-65.3	-66.4	-69.2
Sales to New Listings Ratio ¹	90.4	56.5	57.1	65.5	31.5	34.9	35.3
Months of Inventory ²	3.5	9.6	10.1	9.9	22.2	20.2	19.3
Average Price	\$428,976	28.9	43.3	43.6	71.4	65.3	73.9
Median Price	\$365,000	23.7	21.7	34.4	46.1	46.6	58.7
Sales to List Price Ratio	97.8	95.5	95.3	95.7	93.3	93.8	92.2
Median Days on Market	56.0	90.0	87.0	92.5	122.0	120.0	99.0

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

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

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

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

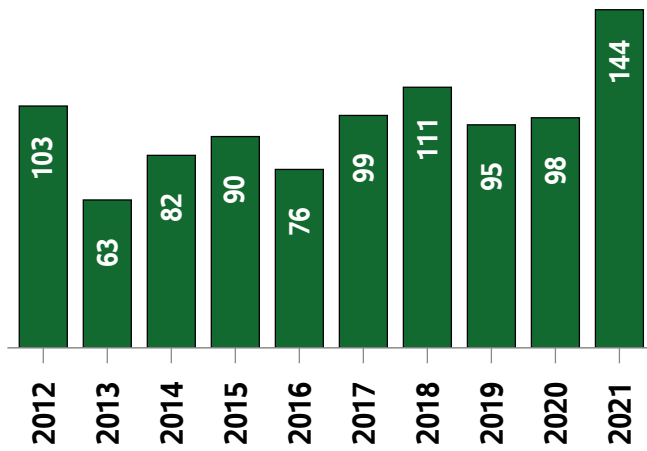
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

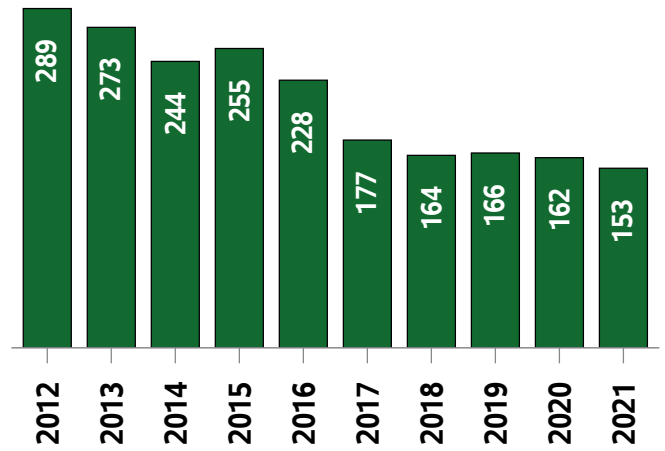
Kootenay Association of REALTORS®

MLS® Single Family Market Activity

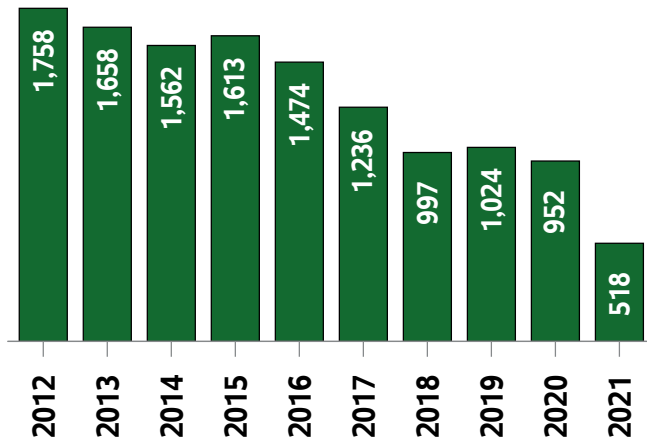
Sales Activity (January only)



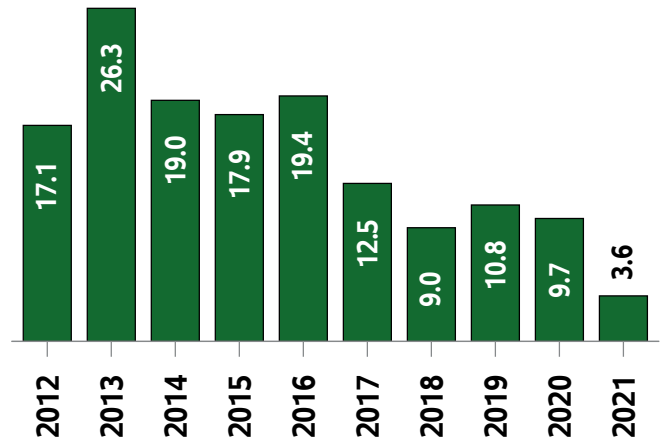
New Listings (January only)



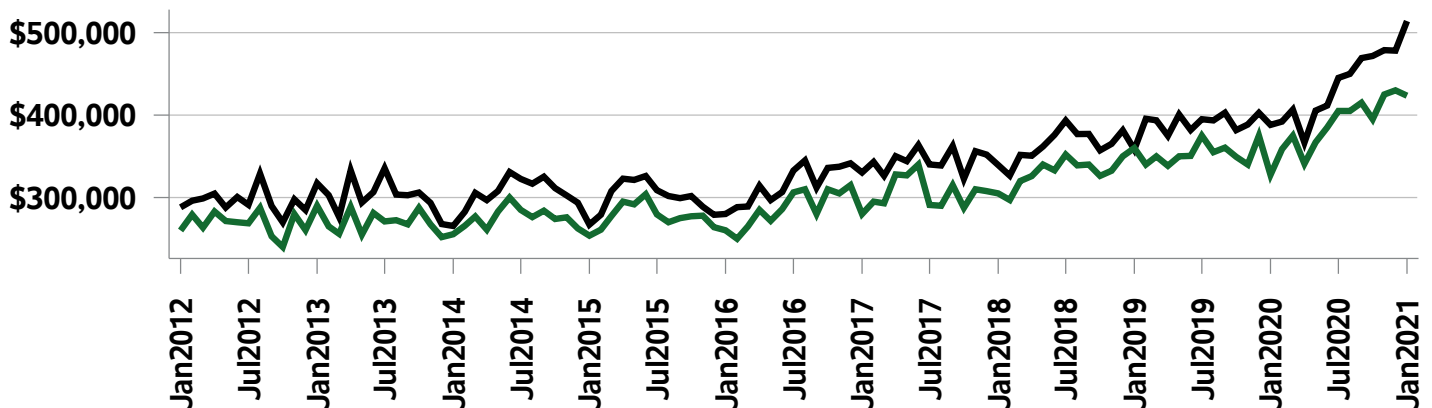
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Kootenay Association of REALTORS® MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	144	46.9	51.6	29.7	89.5	75.6	63.6
Dollar Volume	\$74,021,121	94.6	117.5	96.5	247.8	240.0	193.9
New Listings	153	-5.6	-7.8	-6.7	-32.9	-37.3	-47.1
Active Listings	518	-45.6	-49.4	-48.0	-64.9	-66.8	-69.5
Sales to New Listings Ratio ¹	94.1	60.5	57.2	67.7	33.3	33.6	30.4
Months of Inventory ²	3.6	9.7	10.8	9.0	19.4	19.0	19.3
Average Price	\$514,036	32.4	43.5	51.5	83.6	93.6	79.6
Median Price	\$423,500	29.3	17.6	38.9	62.7	65.8	62.6
Sales to List Price Ratio	98.2	95.0	95.5	95.8	93.7	93.9	93.1
Median Days on Market	59.0	93.0	86.0	89.0	116.5	119.5	97.5

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

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

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

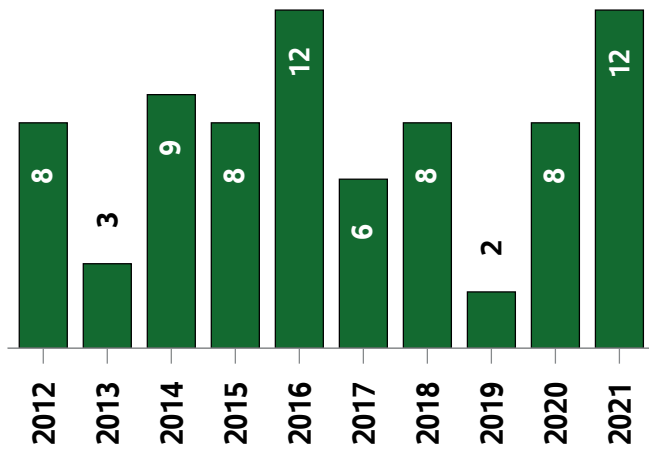
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

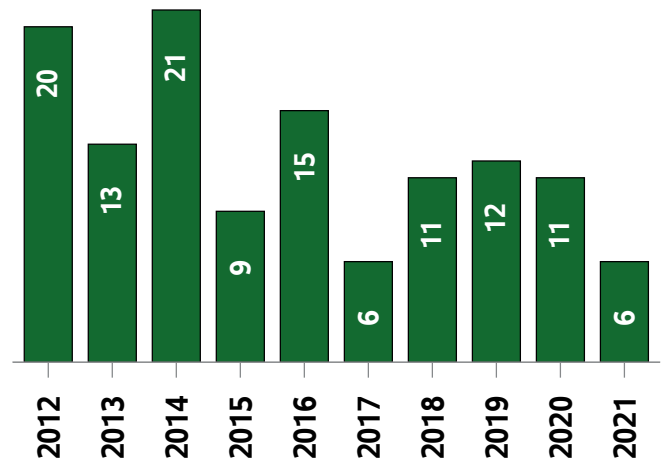
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Residential Market Activity

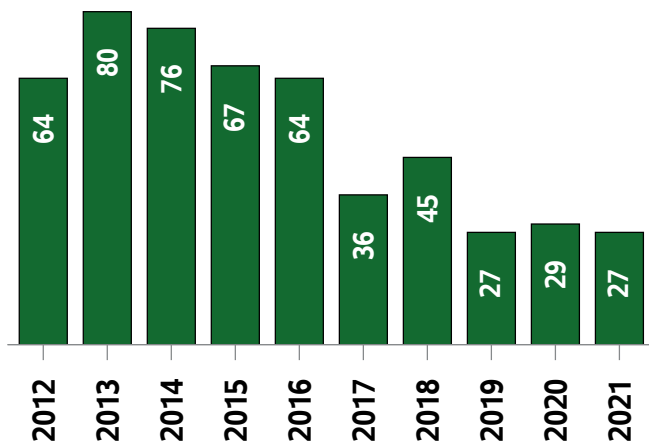
Sales Activity (January only)



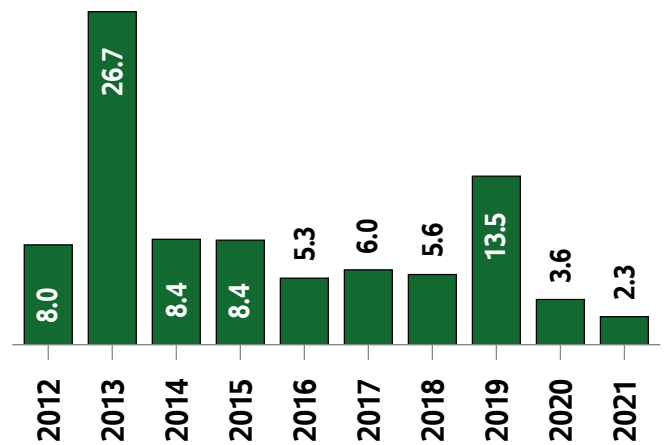
New Listings (January only)



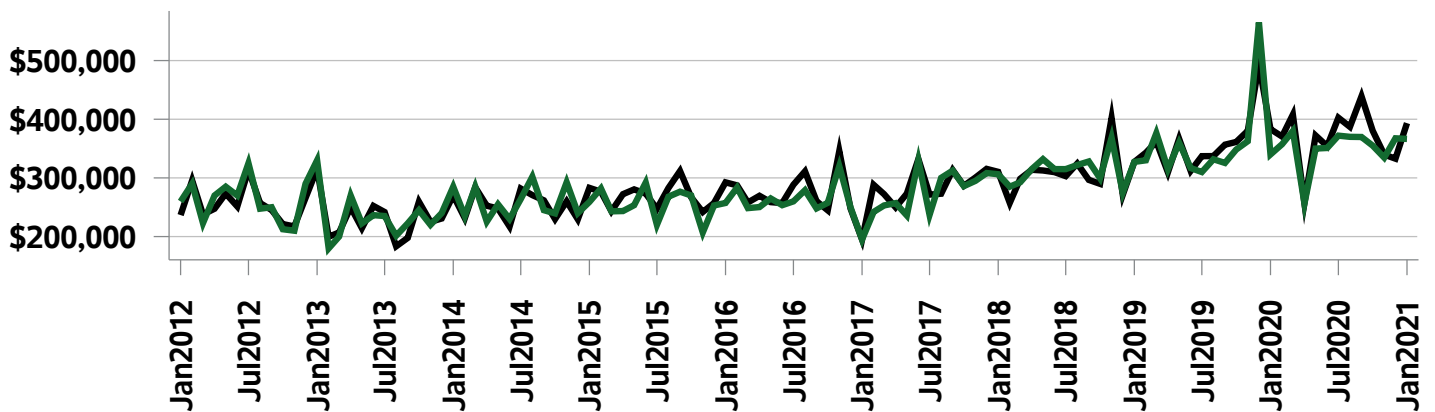
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Castlegar MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	12	50.0	500.0	50.0	0.0	33.3	300.0
Dollar Volume	\$4,720,163	54.0	621.2	90.1	34.5	94.1	608.7
New Listings	6	-45.5	-50.0	-45.5	-60.0	-71.4	-75.0
Active Listings	27	-6.9	0.0	-40.0	-57.8	-64.5	35.0
Sales to New Listings Ratio ¹	200.0	72.7	16.7	72.7	80.0	42.9	12.5
Months of Inventory ²	2.3	3.6	13.5	5.6	5.3	8.4	6.7
Average Price	\$393,347	2.7	20.2	26.8	34.5	45.6	77.2
Median Price	\$366,450	7.8	12.0	19.7	42.4	28.6	83.2
Sales to List Price Ratio	98.0	95.9	95.4	96.5	95.9	94.5	95.6
Median Days on Market	46.5	82.5	114.5	95.0	91.5	112.0	2.0

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

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

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

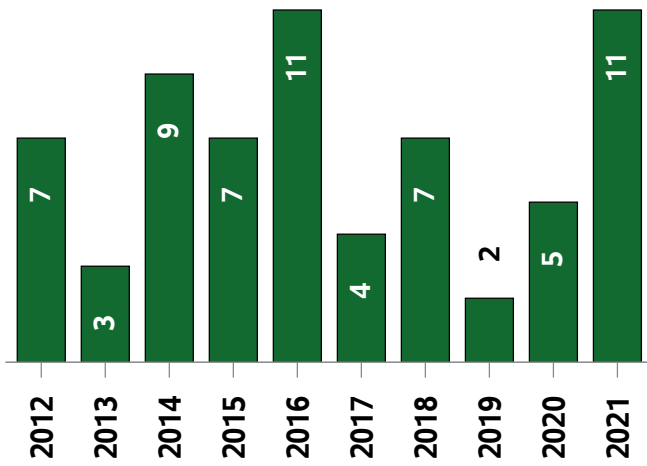
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

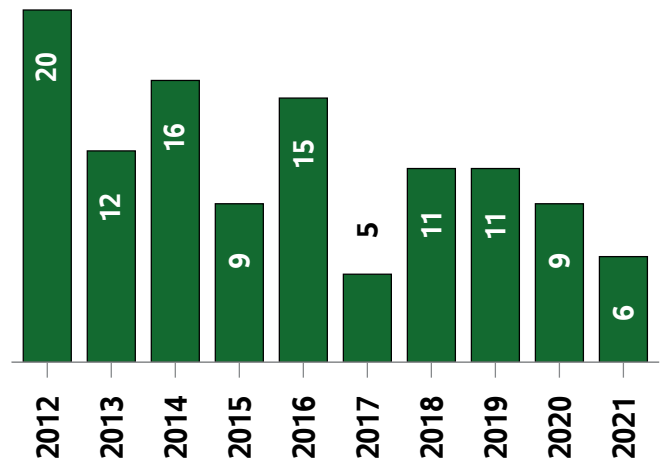
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Castlegar MLS® Single Family Market Activity

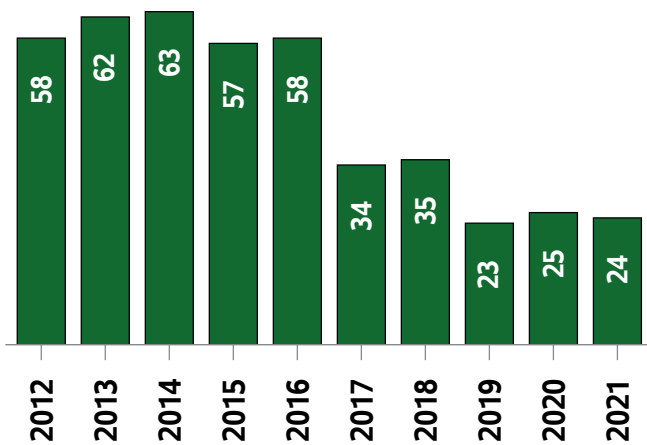
Sales Activity (January only)



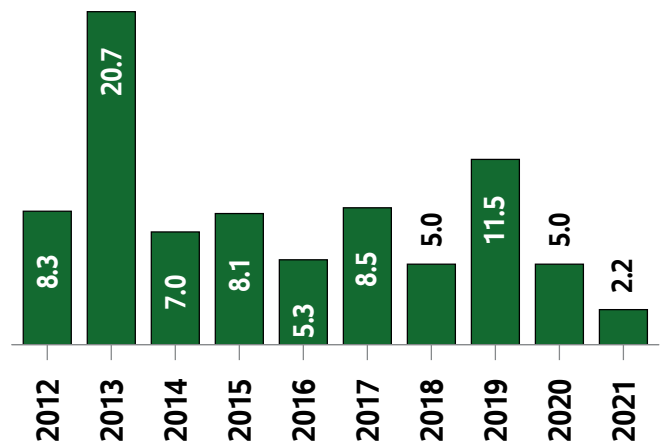
New Listings (January only)



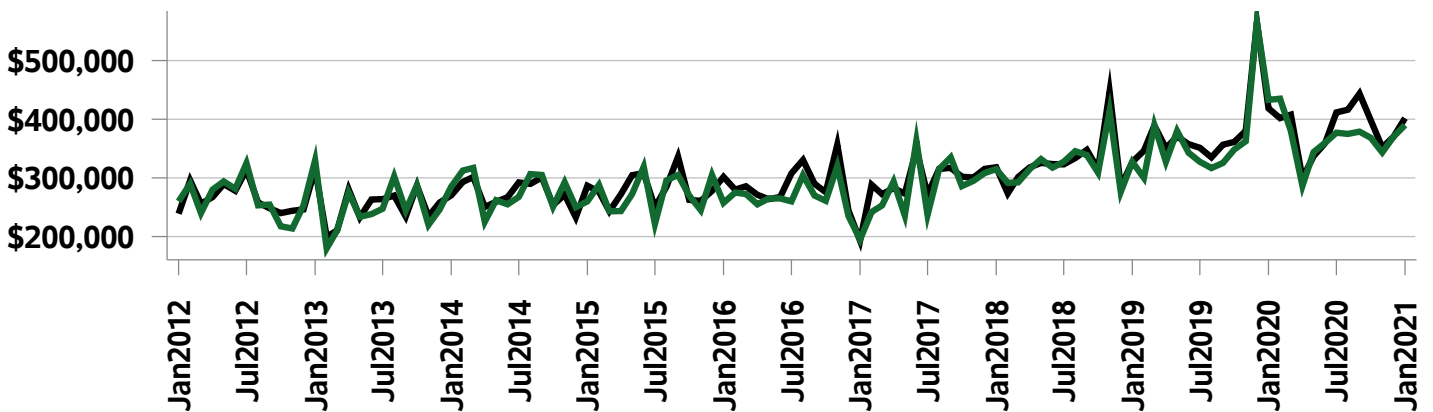
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Castlegar MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	11	120.0	450.0	57.1	0.0	22.2	266.7
Dollar Volume	\$4,420,163	111.2	575.3	98.5	33.2	81.8	563.7
New Listings	6	-33.3	-45.5	-45.5	-60.0	-62.5	-71.4
Active Listings	24	-4.0	4.3	-31.4	-58.6	-61.9	41.2
Sales to New Listings Ratio ¹	183.3	55.6	18.2	63.6	73.3	56.3	14.3
Months of Inventory ²	2.2	5.0	11.5	5.0	5.3	7.0	5.7
Average Price	\$401,833	-4.0	22.8	26.3	33.2	48.7	81.0
Median Price	\$390,000	-9.9	19.2	23.8	51.5	36.8	95.0
Sales to List Price Ratio	98.1	95.6	95.4	96.4	95.9	94.5	95.6
Median Days on Market	45.0	35.0	114.5	107.0	87.0	112.0	2.0

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

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

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

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

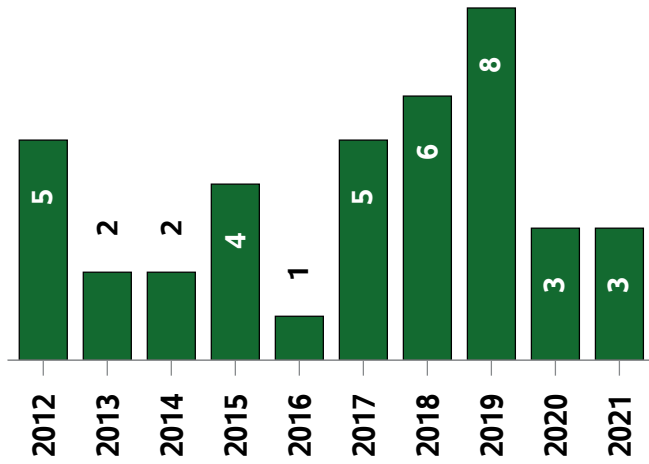
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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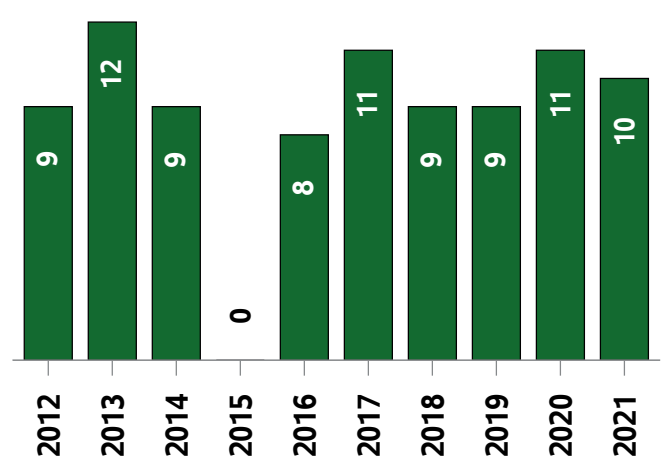
Sparwood

MLS® Residential Market Activity

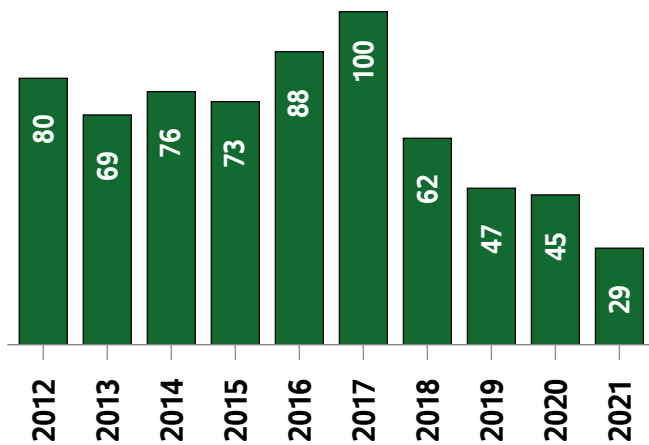
Sales Activity (January only)



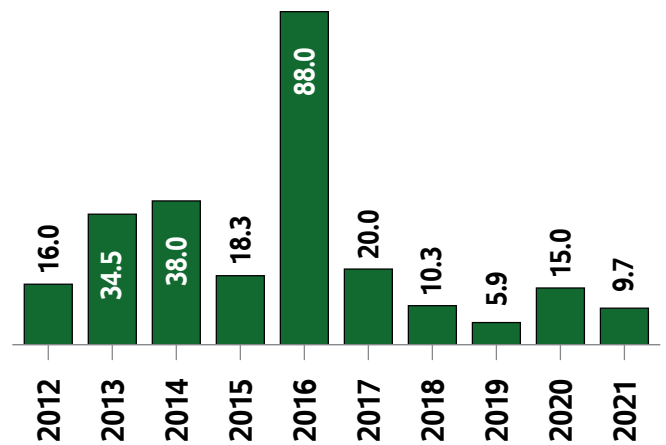
New Listings (January only)



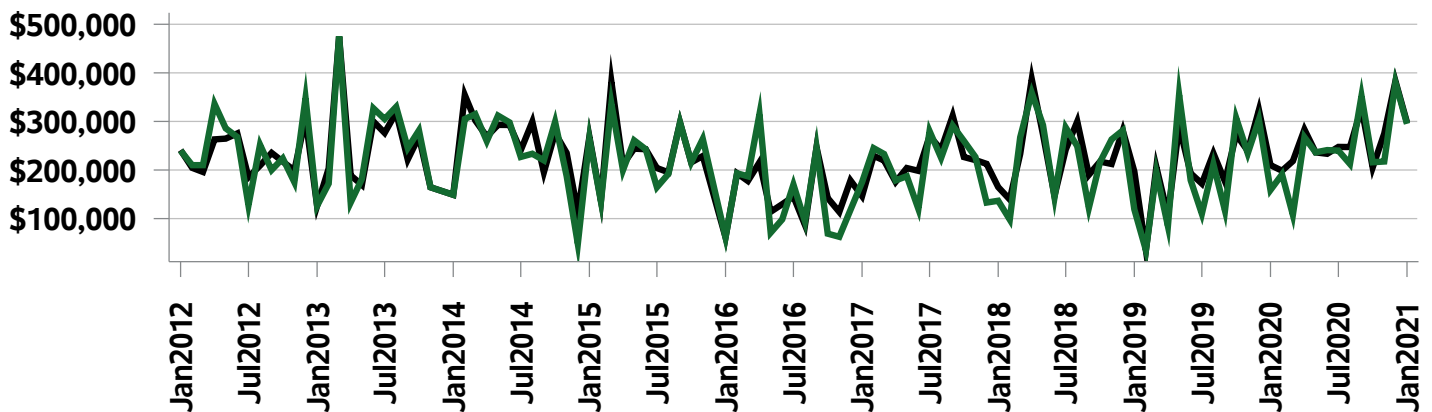
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Sparwood MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	3	0.0	-62.5	-50.0	200.0	50.0	50.0
Dollar Volume	\$893,500	41.8	-43.3	-9.7	1,352.8	199.8	336.1
New Listings	10	-9.1	11.1	11.1	25.0	11.1	0.0
Active Listings	29	-35.6	-38.3	-53.2	-67.0	-61.8	262.5
Sales to New Listings Ratio ¹	30.0	27.3	88.9	66.7	12.5	22.2	20.0
Months of Inventory ²	9.7	15.0	5.9	10.3	88.0	38.0	4.0
Average Price	\$297,833	41.8	51.2	80.7	384.3	99.9	190.7
Median Price	\$295,000	85.6	147.9	115.7	379.7	98.0	187.9
Sales to List Price Ratio	96.7	96.3	95.6	92.6	84.4	91.1	97.1
Median Days on Market	69.0	74.0	105.0	178.5	81.0	51.5	6.5

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

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

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

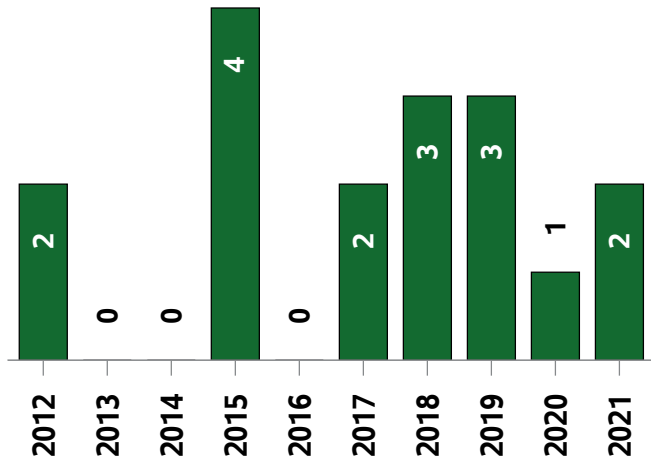
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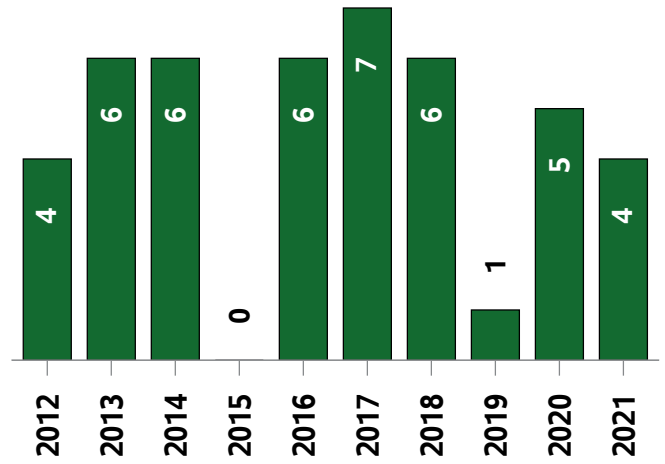
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Sparwood MLS® Single Family Market Activity

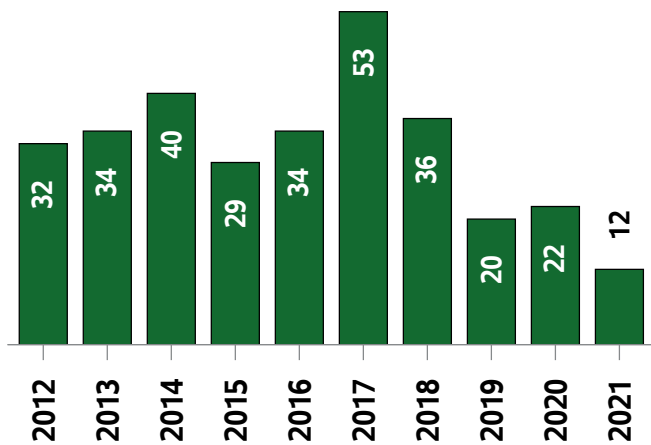
Sales Activity (January only)



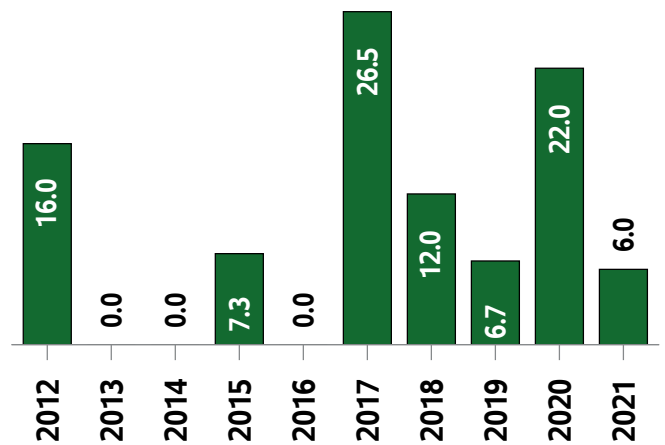
New Listings (January only)



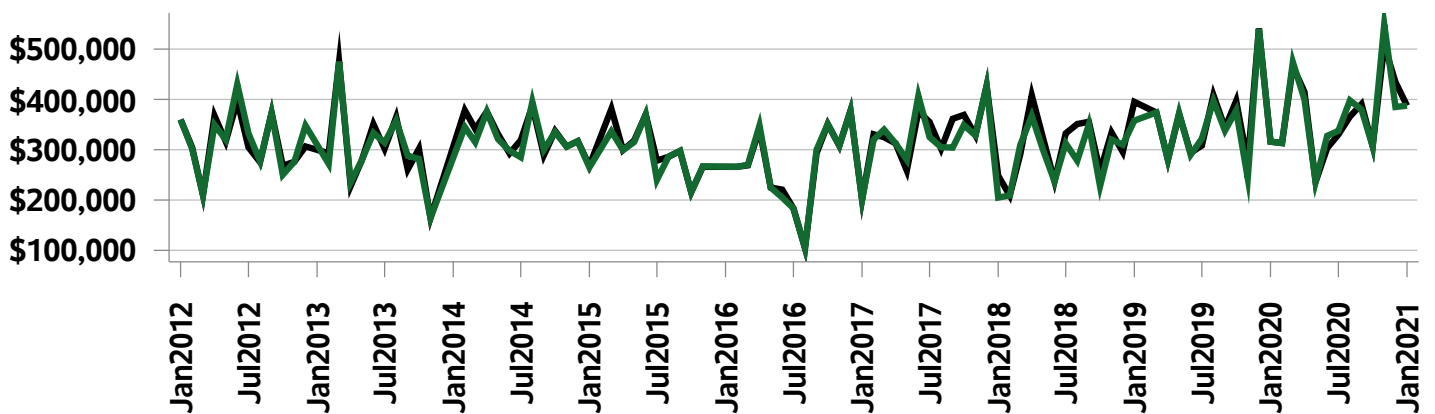
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Sparwood MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	2	100.0	-33.3	-33.3	—	—	—
Dollar Volume	\$775,000	145.3	-34.6	4.0	—	—	—
New Listings	4	-20.0	300.0	-33.3	-33.3	-33.3	0.0
Active Listings	12	-45.5	-40.0	-66.7	-64.7	-70.0	200.0
Sales to New Listings Ratio ¹	50.0	20.0	300.0	50.0	—	—	—
Months of Inventory ²	6.0	22.0	6.7	12.0	—	—	—
Average Price	\$387,500	22.6	-1.9	56.0	—	—	—
Median Price	\$387,500	22.6	8.3	89.0	—	—	—
Sales to List Price Ratio	96.5	98.4	97.3	95.2	—	—	—
Median Days on Market	230.5	88.0	136.0	115.0	—	—	—

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

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

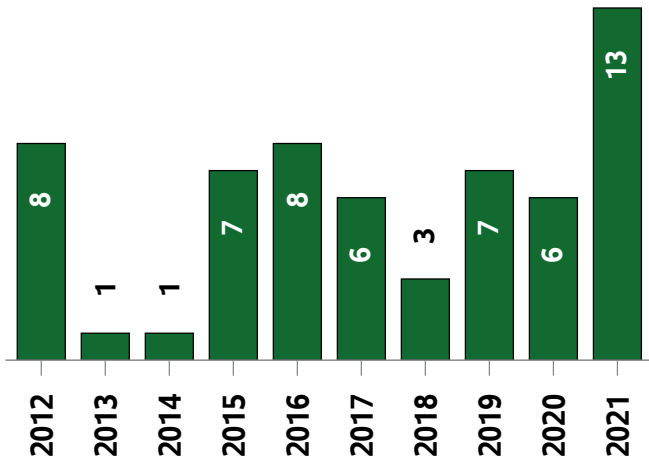
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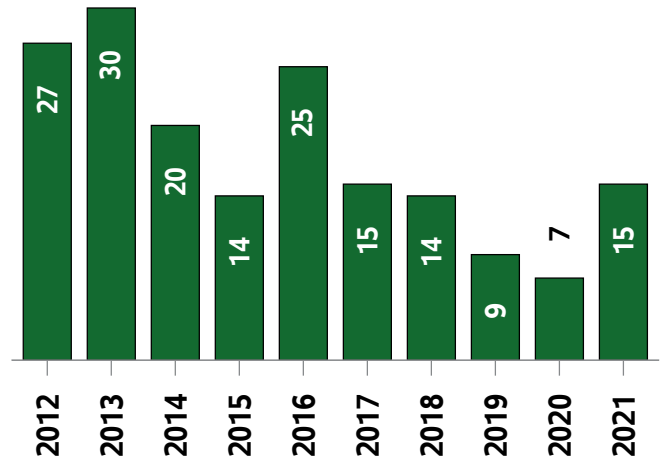
Creston

MLS® Residential Market Activity

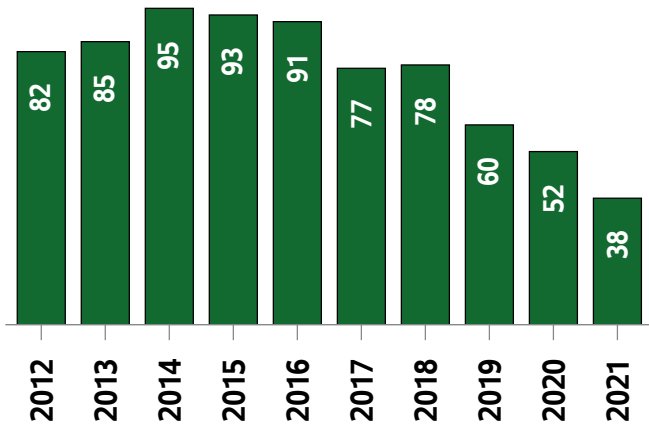
Sales Activity (January only)



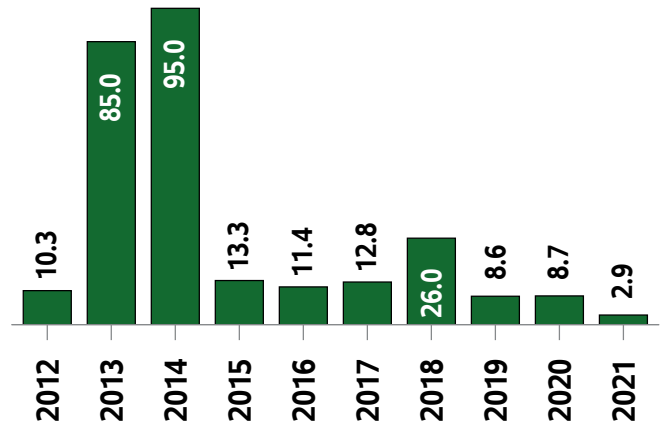
New Listings (January only)



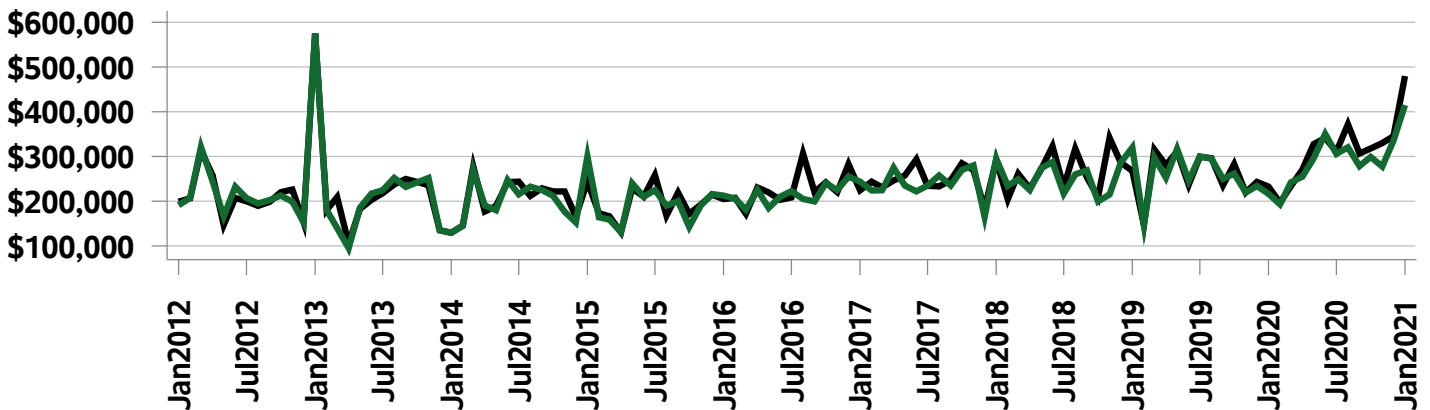
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Creston

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	13	116.7	85.7	333.3	62.5	1,200.0	—
Dollar Volume	\$6,237,250	346.8	232.7	612.2	280.7	4,716.4	—
New Listings	15	114.3	66.7	7.1	-40.0	-25.0	-6.3
Active Listings	38	-26.9	-36.7	-51.3	-58.2	-60.0	137.5
Sales to New Listings Ratio ¹	86.7	85.7	77.8	21.4	32.0	5.0	—
Months of Inventory ²	2.9	8.7	8.6	26.0	11.4	95.0	—
Average Price	\$479,788	106.2	79.1	64.4	134.3	270.5	—
Median Price	\$415,000	91.7	29.7	40.7	95.3	220.5	—
Sales to List Price Ratio	97.8	93.8	96.7	96.8	91.0	86.9	—
Median Days on Market	38.0	106.0	66.0	47.0	74.5	22.0	—

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

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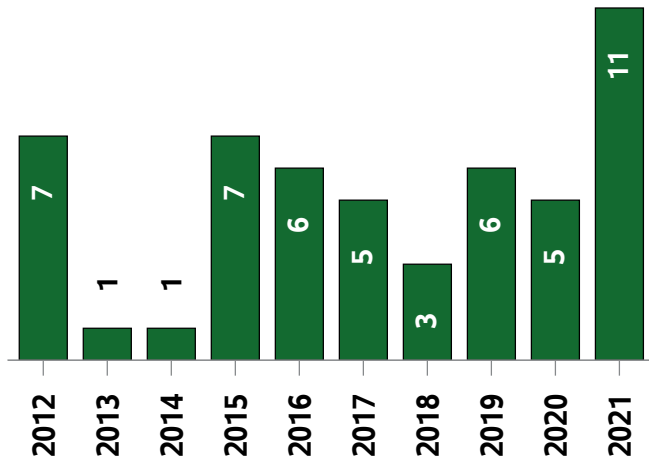
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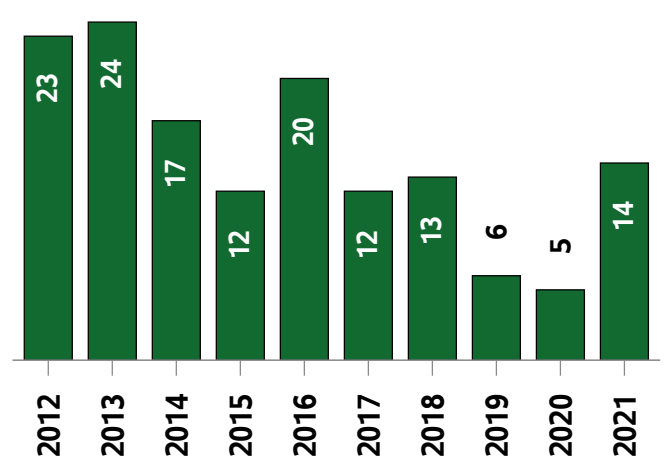
Creston

MLS® Single Family Market Activity

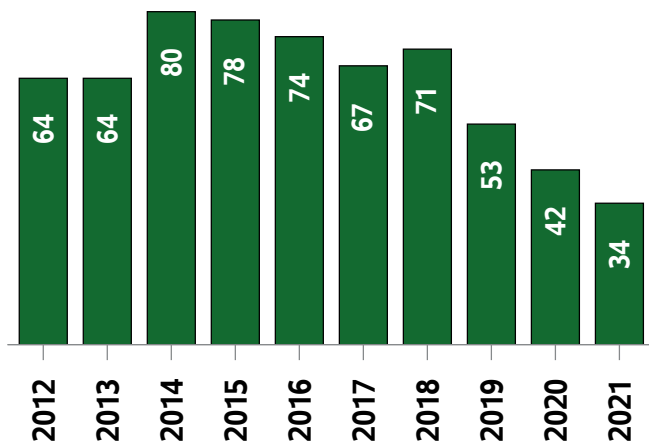
Sales Activity (January only)



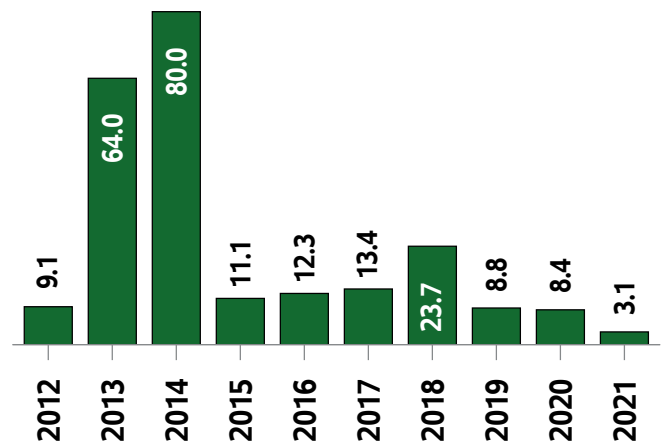
New Listings (January only)



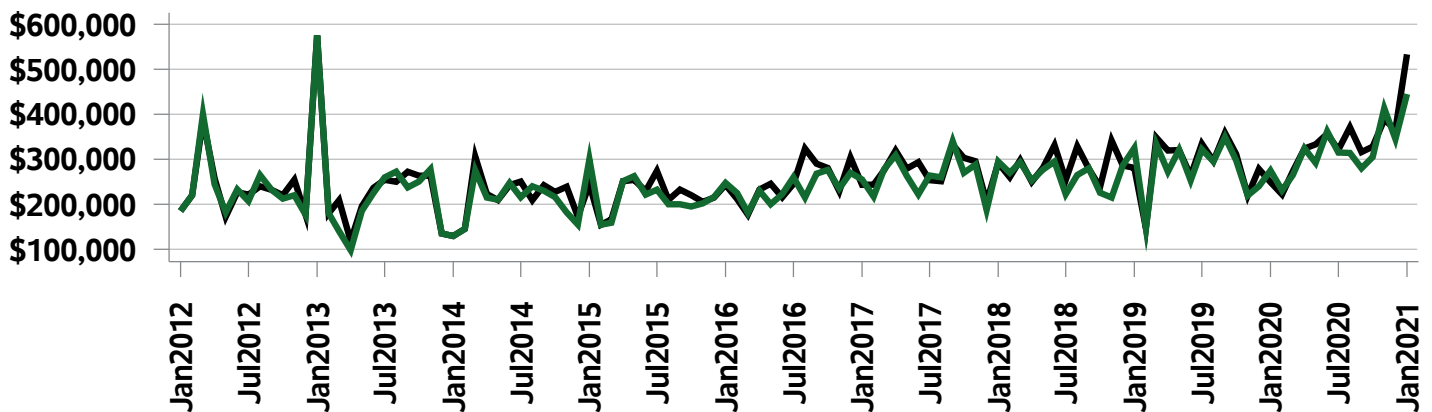
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Creston

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	11	120.0	83.3	266.7	83.3	1,000.0	—
Dollar Volume	\$5,864,750	370.7	248.1	569.7	301.7	4,428.8	—
New Listings	14	180.0	133.3	7.7	-30.0	-17.6	0.0
Active Listings	34	-19.0	-35.8	-52.1	-54.1	-57.5	142.9
Sales to New Listings Ratio ¹	78.6	100.0	100.0	23.1	30.0	5.9	—
Months of Inventory ²	3.1	8.4	8.8	23.7	12.3	80.0	—
Average Price	\$533,159	113.9	89.8	82.6	119.1	311.7	—
Median Price	\$445,000	61.8	36.9	50.8	79.8	243.6	—
Sales to List Price Ratio	98.5	93.2	97.4	96.8	93.0	86.9	—
Median Days on Market	32.0	104.0	63.0	47.0	73.0	22.0	—

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

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

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

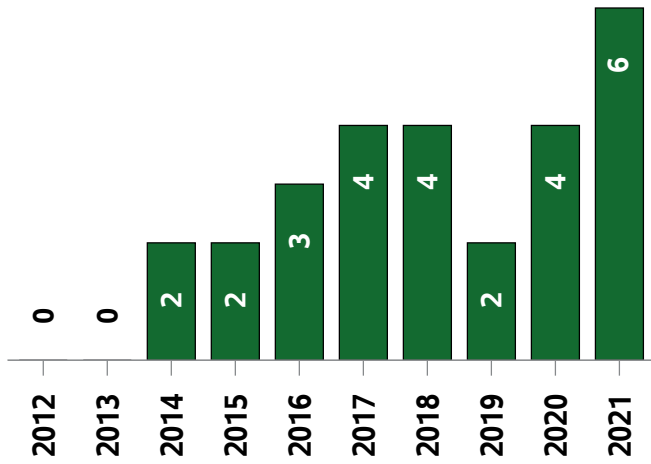
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

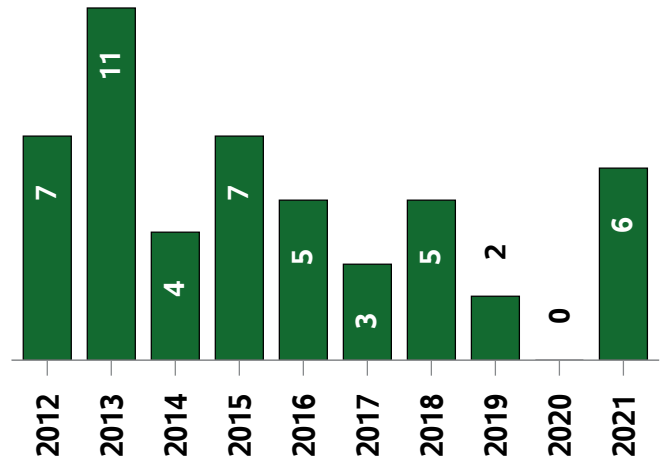
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Residential Market Activity

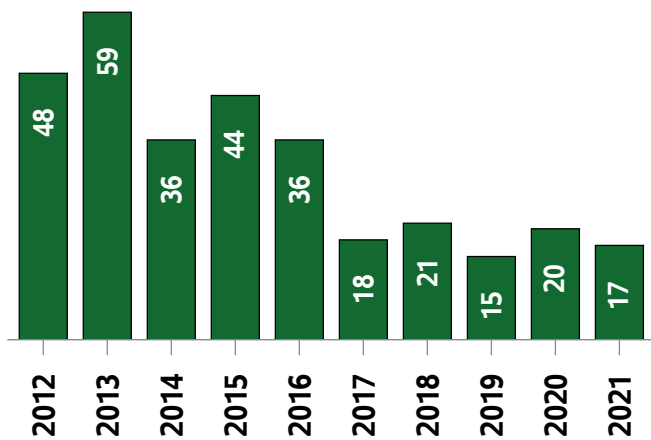
Sales Activity (January only)



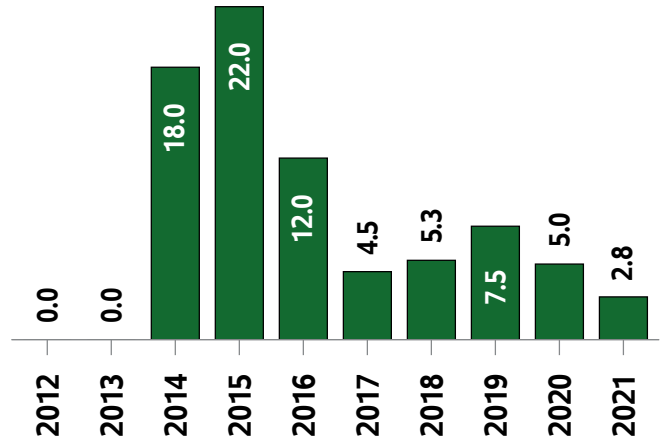
New Listings (January only)



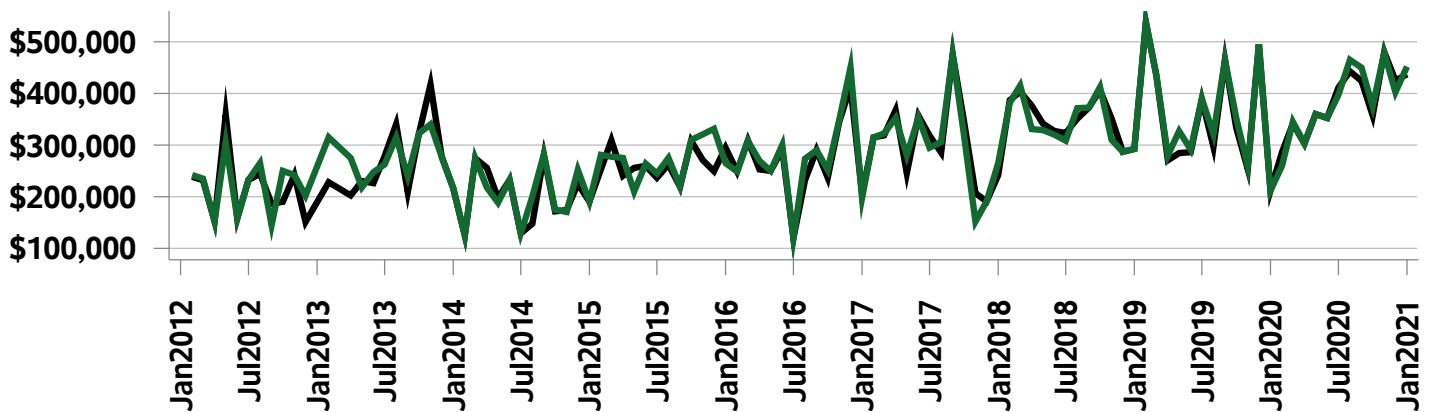
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Golden MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	6	50.0	200.0	50.0	100.0	200.0	—
Dollar Volume	\$2,623,000	209.5	348.4	171.1	196.4	505.7	—
New Listings	6	—	200.0	20.0	20.0	50.0	-33.3
Active Listings	17	-15.0	13.3	-19.0	-52.8	-52.8	88.9
Sales to New Listings Ratio ¹	100.0	—	100.0	80.0	60.0	50.0	—
Months of Inventory ²	2.8	5.0	7.5	5.3	12.0	18.0	—
Average Price	\$437,167	106.3	49.5	80.7	48.2	101.9	—
Median Price	\$452,000	113.2	54.5	70.6	70.6	108.8	—
Sales to List Price Ratio	98.0	97.7	92.6	88.7	93.9	87.7	—
Median Days on Market	91.5	107.5	307.0	96.5	135.0	139.0	—

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

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

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

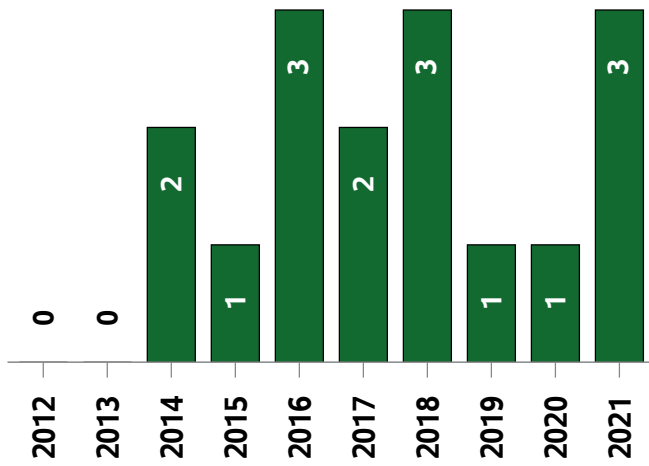
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

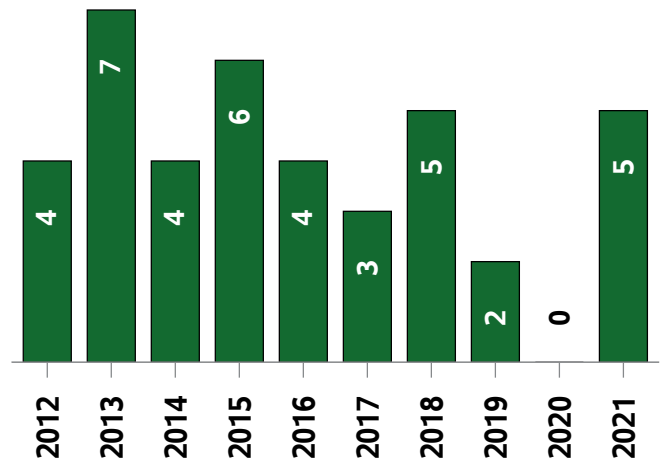
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Golden MLS® Single Family Market Activity

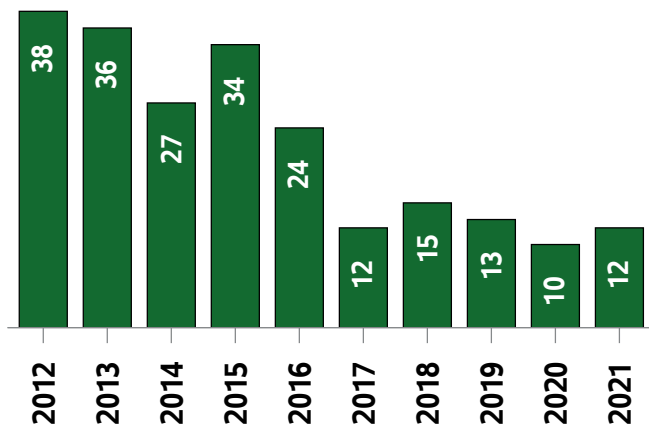
Sales Activity (January only)



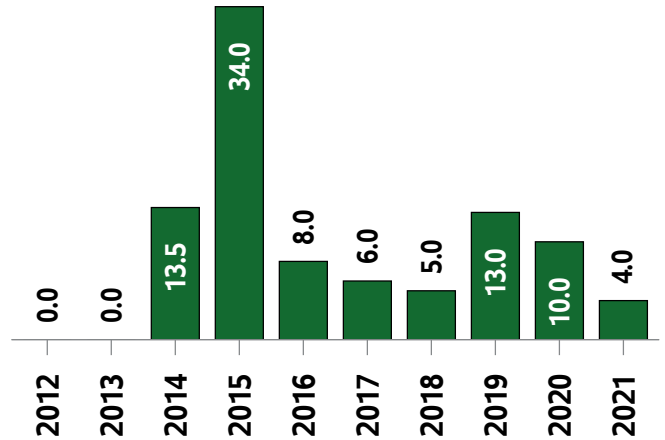
New Listings (January only)



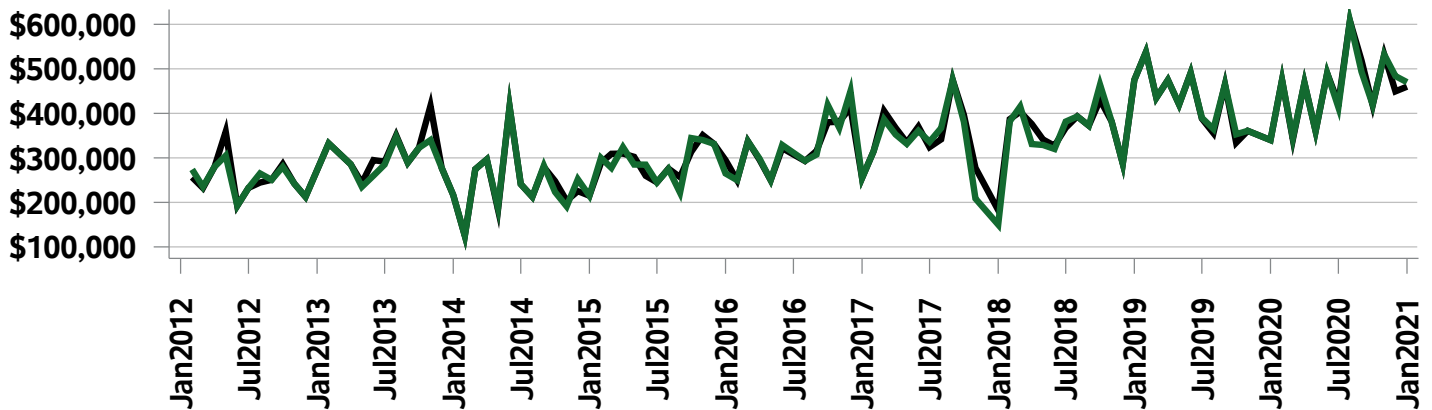
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Golden MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	3	200.0	200.0	0.0	0.0	50.0	—
Dollar Volume	\$1,380,000	305.9	190.5	152.1	55.9	218.7	—
New Listings	5	—	150.0	0.0	25.0	25.0	-37.5
Active Listings	12	20.0	-7.7	-20.0	-50.0	-55.6	50.0
Sales to New Listings Ratio ¹	60.0	—	50.0	60.0	75.0	50.0	—
Months of Inventory ²	4.0	10.0	13.0	5.0	8.0	13.5	—
Average Price	\$460,000	35.3	-3.2	152.1	55.9	112.5	—
Median Price	\$470,000	38.2	-1.1	213.3	77.4	117.1	—
Sales to List Price Ratio	98.9	93.2	97.1	86.5	93.9	87.7	—
Median Days on Market	76.0	108.0	267.0	45.0	135.0	139.0	—

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

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

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

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

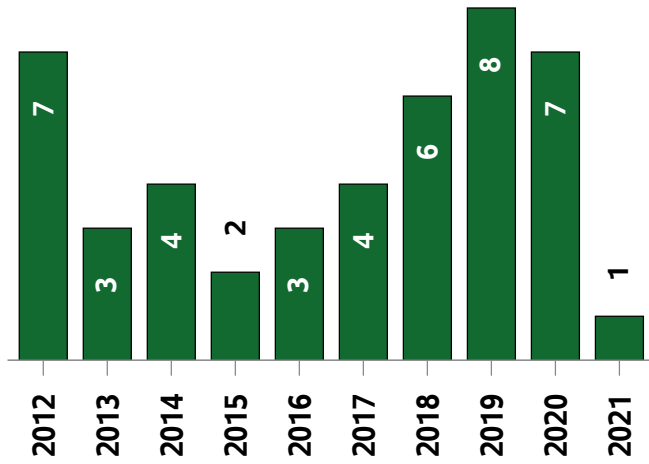
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

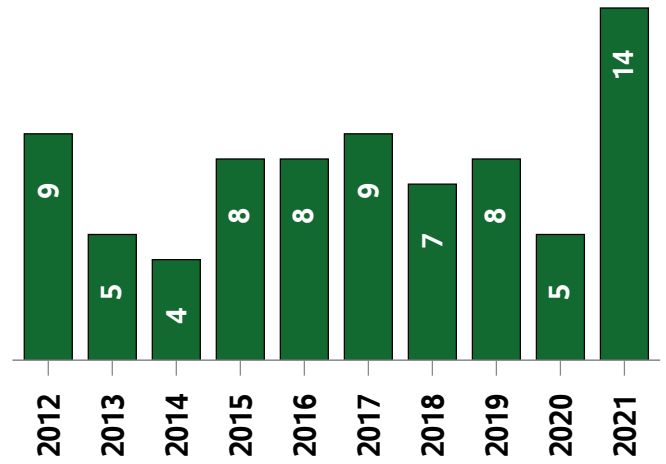
Elkford

MLS® Residential Market Activity

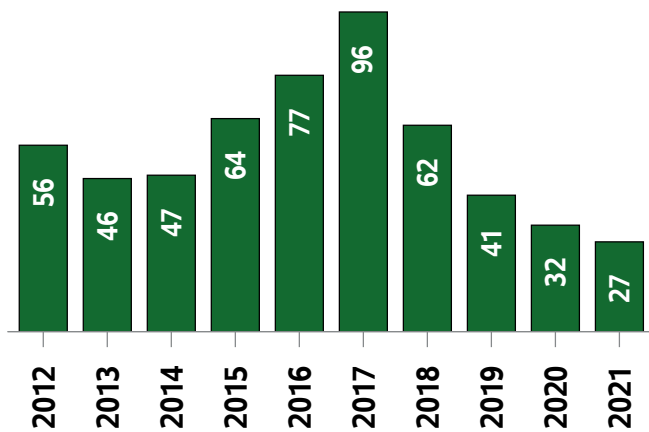
Sales Activity (January only)



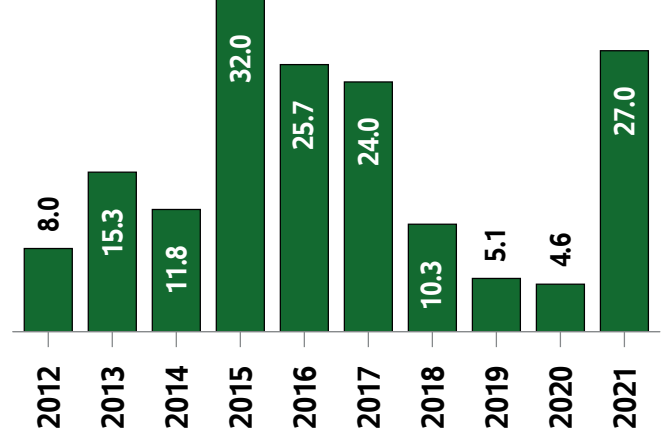
New Listings (January only)



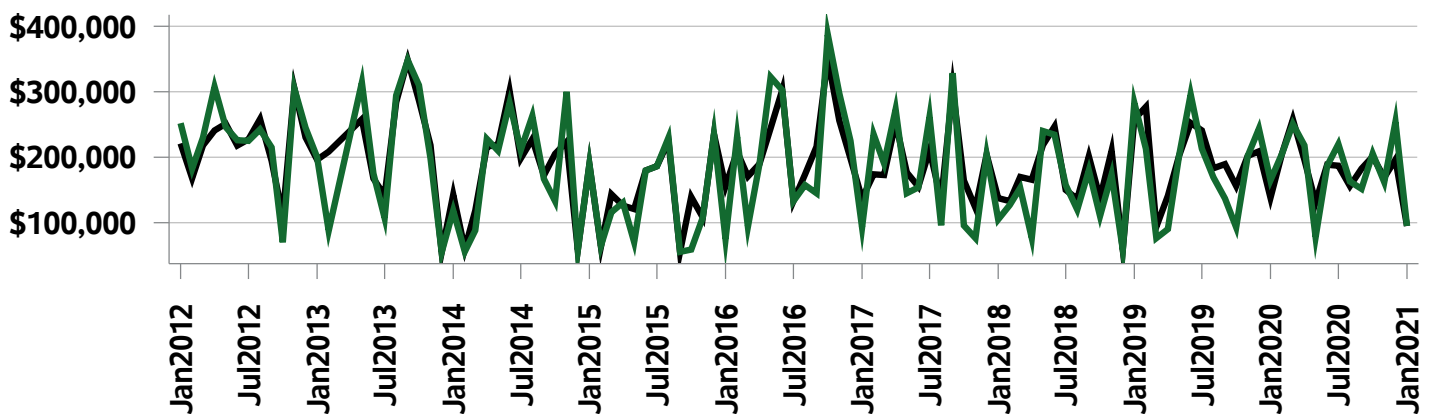
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Elkford

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	1	-85.7	-87.5	-83.3	-66.7	-75.0	0.0
Dollar Volume	\$95,000	-90.2	-95.4	-88.5	-79.7	-83.4	-53.7
New Listings	14	180.0	75.0	100.0	75.0	250.0	133.3
Active Listings	27	-15.6	-34.1	-56.5	-64.9	-42.6	440.0
Sales to New Listings Ratio ¹	7.1	140.0	100.0	85.7	37.5	100.0	16.7
Months of Inventory ²	27.0	4.6	5.1	10.3	25.7	11.8	5.0
Average Price	\$95,000	-31.3	-63.2	-30.9	-39.0	-33.4	-53.7
Median Price	\$95,000	-42.4	-66.4	-9.5	26.7	-19.8	-53.7
Sales to List Price Ratio	82.7	95.7	95.4	94.1	91.6	94.9	95.3
Median Days on Market	466.0	149.0	68.0	148.0	172.0	195.0	-2.0

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

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

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

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

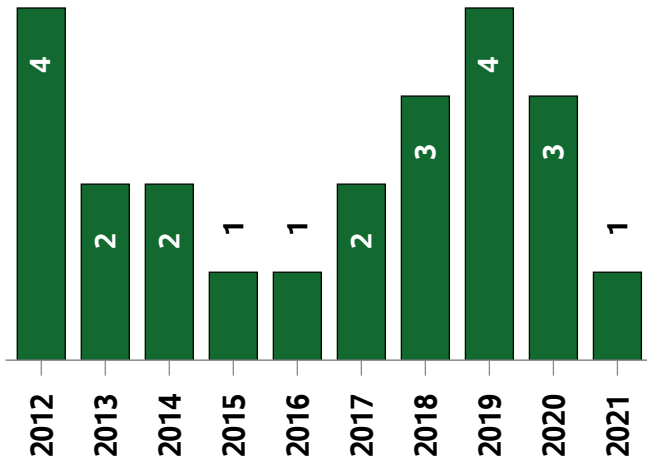
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

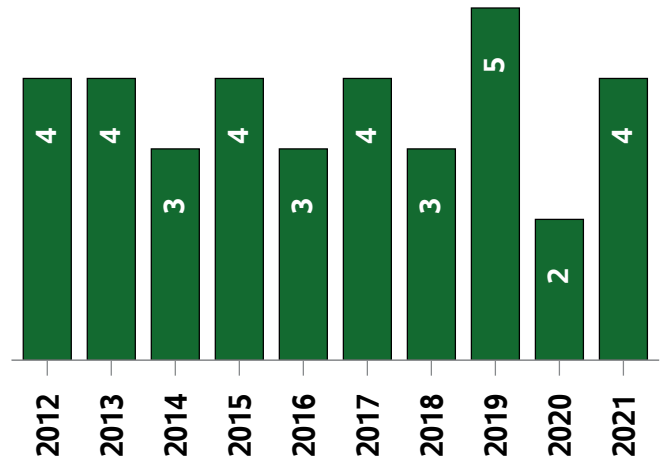
Elkford

MLS® Single Family Market Activity

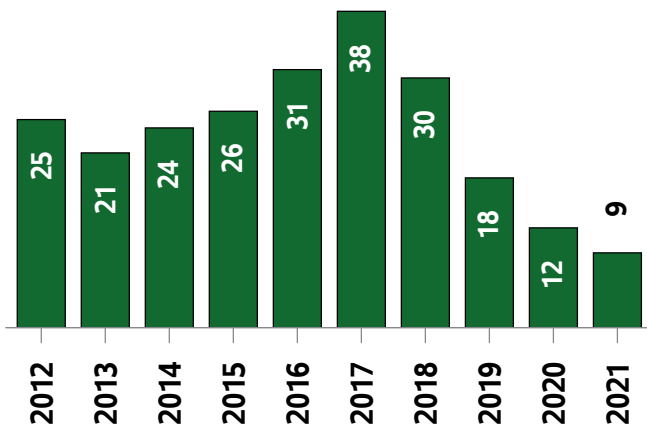
Sales Activity (January only)



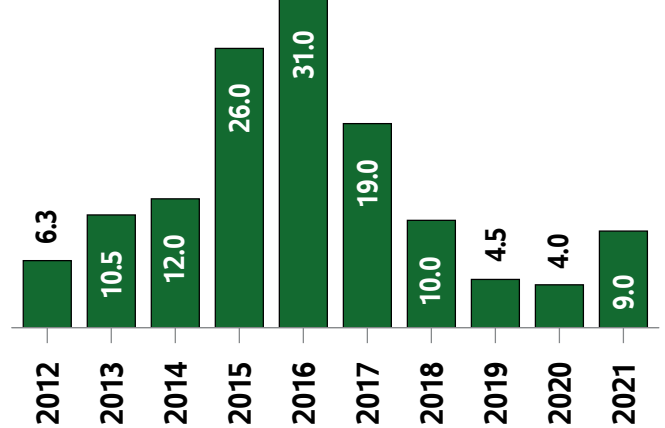
New Listings (January only)



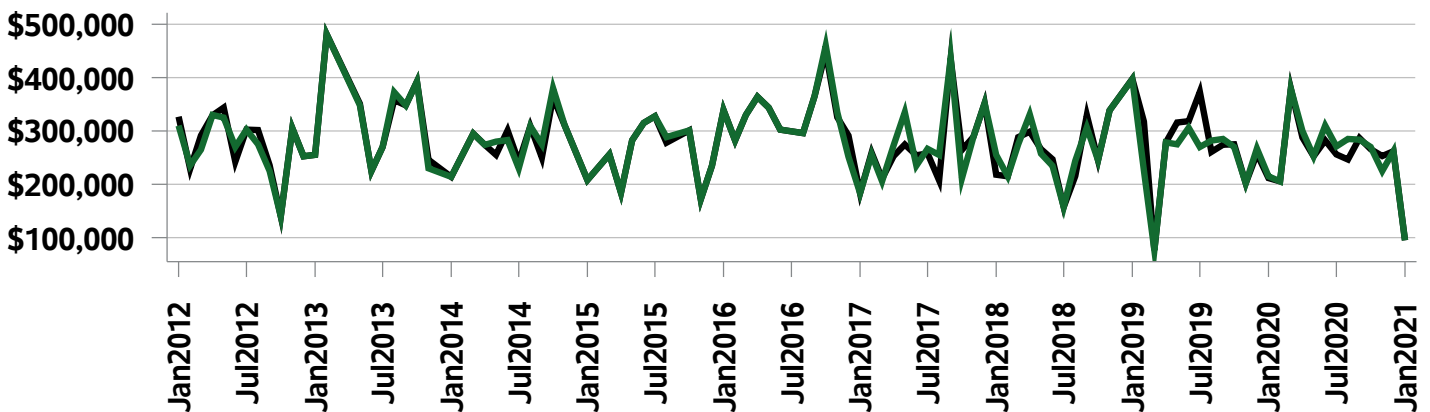
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Elkford

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	1	-66.7	-75.0	-66.7	0.0	-50.0	0.0
Dollar Volume	\$95,000	-85.0	-94.0	-85.5	-72.0	-77.8	-53.7
New Listings	4	100.0	-20.0	33.3	33.3	33.3	100.0
Active Listings	9	-25.0	-50.0	-70.0	-71.0	-62.5	800.0
Sales to New Listings Ratio ¹	25.0	150.0	80.0	100.0	33.3	66.7	50.0
Months of Inventory ²	9.0	4.0	4.5	10.0	31.0	12.0	1.0
Average Price	\$95,000	-55.1	-76.1	-56.4	-72.0	-55.6	-53.7
Median Price	\$95,000	-55.8	-76.1	-62.7	-72.0	-55.6	-53.7
Sales to List Price Ratio	82.7	92.5	98.3	93.7	100.0	92.5	95.3
Median Days on Market	466.0	149.0	48.5	99.0	84.0	195.0	-2.0

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

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

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

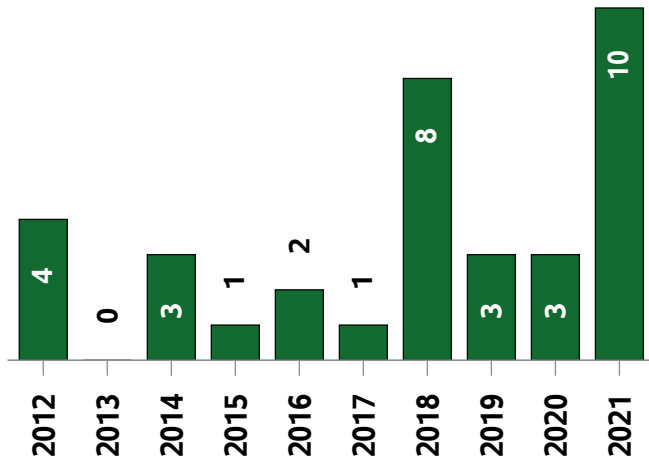
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

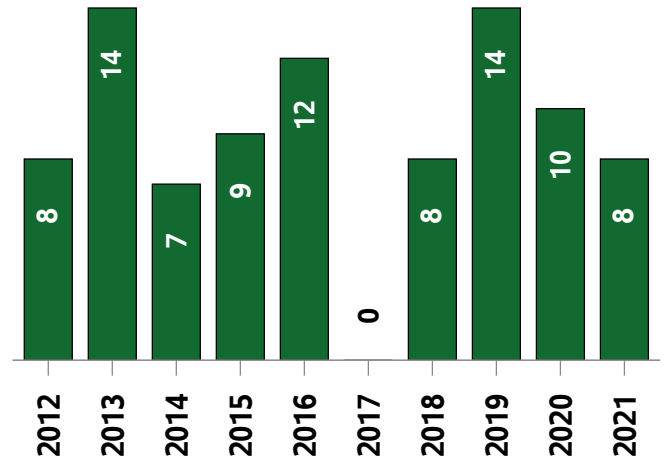
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Residential Market Activity

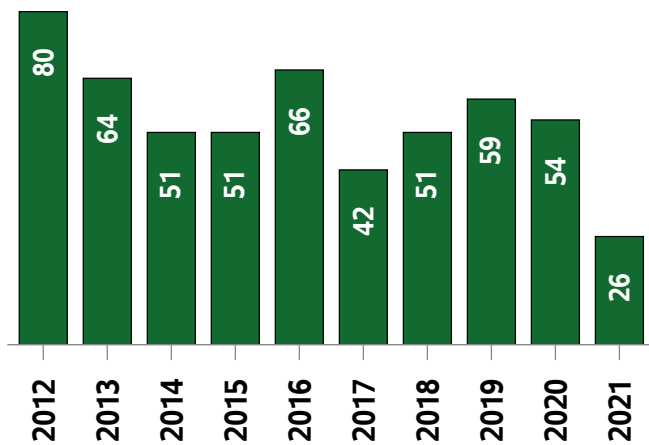
Sales Activity (January only)



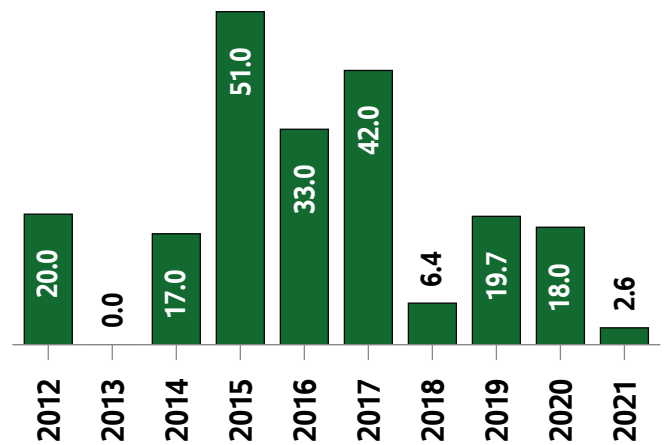
New Listings (January only)



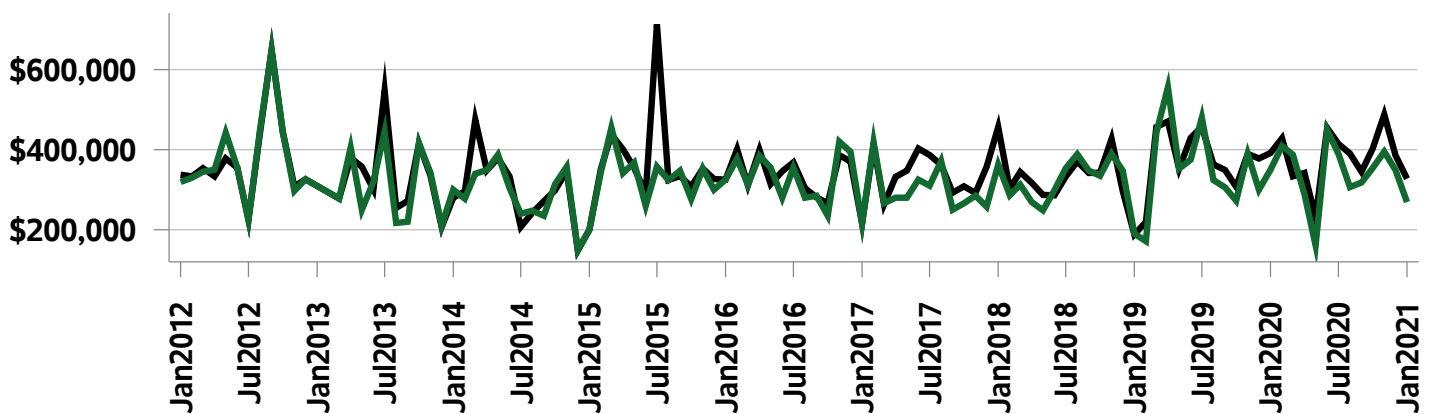
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Invermere MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	10	233.3	233.3	25.0	400.0	233.3	—
Dollar Volume	\$3,274,650	178.7	480.1	-10.3	403.4	289.6	—
New Listings	8	-20.0	-42.9	0.0	-33.3	14.3	-33.3
Active Listings	26	-51.9	-55.9	-49.0	-60.6	-49.0	116.7
Sales to New Listings Ratio ¹	125.0	30.0	21.4	100.0	16.7	42.9	—
Months of Inventory ²	2.6	18.0	19.7	6.4	33.0	17.0	—
Average Price	\$327,465	-16.4	74.0	-28.2	0.7	16.9	—
Median Price	\$269,075	-23.1	41.6	-25.8	-17.3	-10.3	—
Sales to List Price Ratio	96.3	97.7	95.7	98.1	92.7	88.7	—
Median Days on Market	72.0	24.0	54.0	113.0	141.5	89.0	—

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

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

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

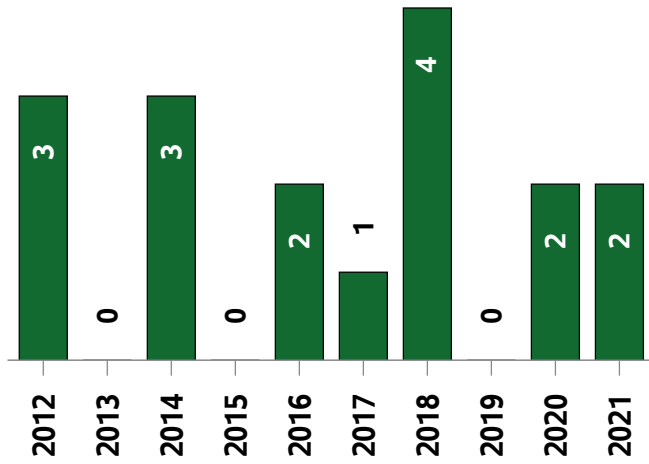
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

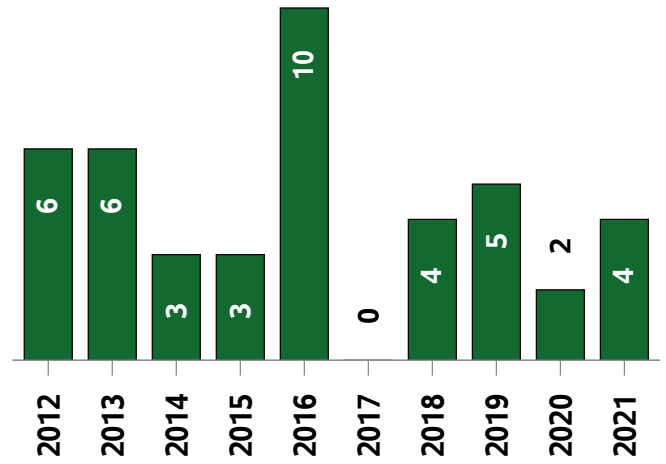
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Invermere MLS® Single Family Market Activity

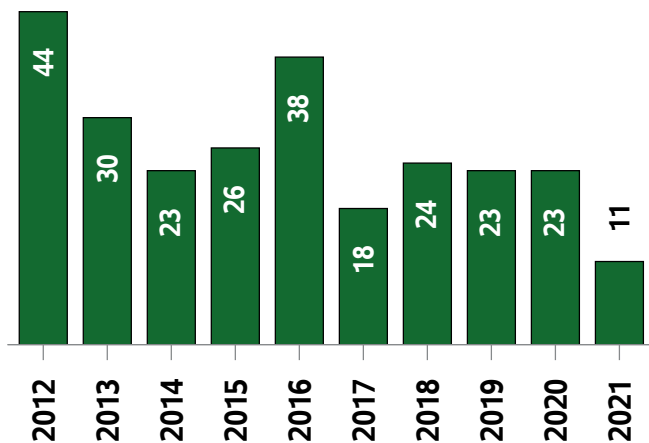
Sales Activity (January only)



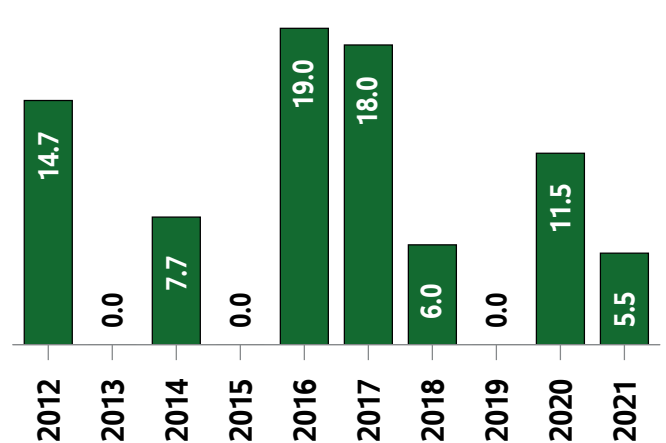
New Listings (January only)



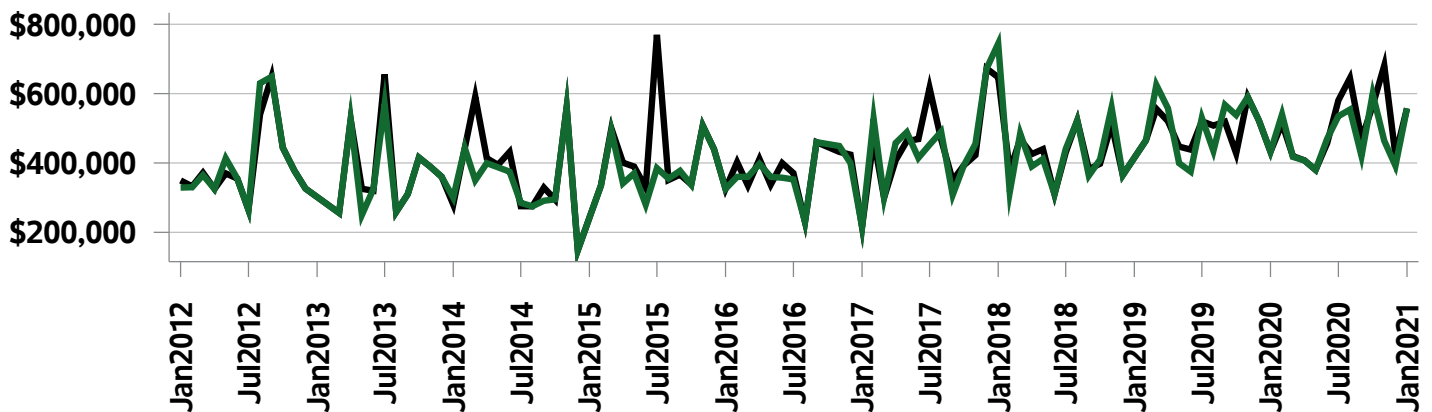
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Invermere MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	2	0.0	—	-50.0	0.0	-33.3	—
Dollar Volume	\$1,115,000	28.9	—	-56.9	71.4	32.7	—
New Listings	4	100.0	-20.0	0.0	-60.0	33.3	-42.9
Active Listings	11	-52.2	-52.2	-54.2	-71.1	-52.2	57.1
Sales to New Listings Ratio ¹	50.0	100.0	—	100.0	20.0	100.0	—
Months of Inventory ²	5.5	11.5	—	6.0	19.0	7.7	—
Average Price	\$557,500	28.9	—	-13.8	71.4	99.0	—
Median Price	\$557,500	28.9	—	-25.1	71.4	85.8	—
Sales to List Price Ratio	94.5	98.1	—	99.2	92.7	88.7	—
Median Days on Market	150.0	42.0	—	96.5	141.5	89.0	—

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

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

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

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

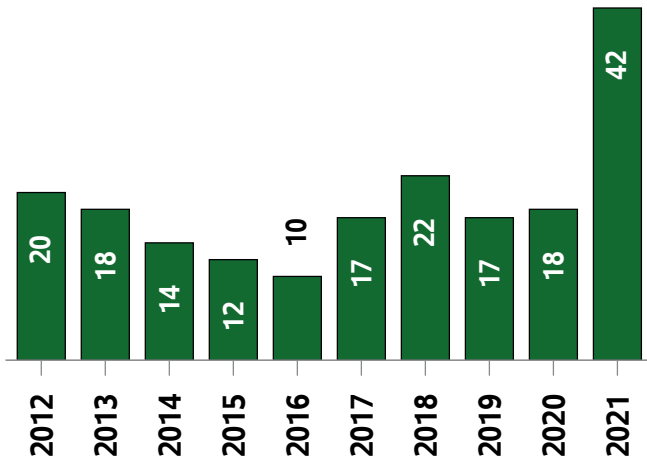
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

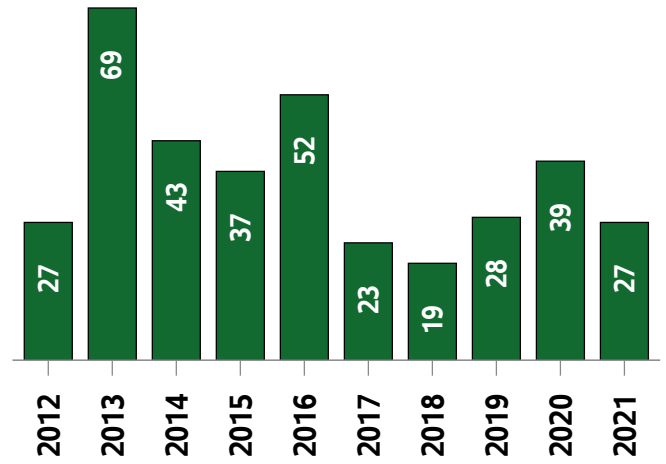
Cranbrook

MLS® Residential Market Activity

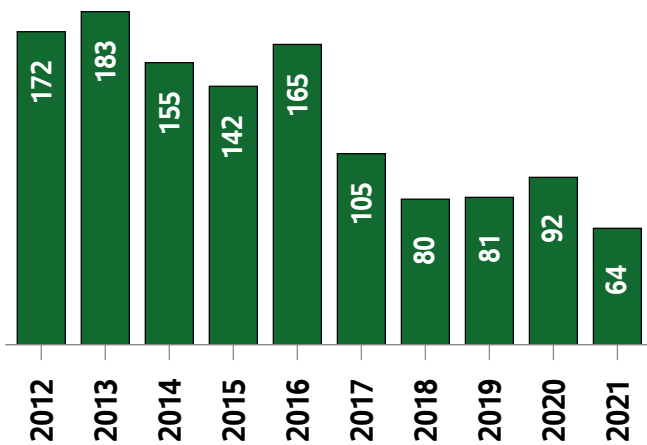
Sales Activity (January only)



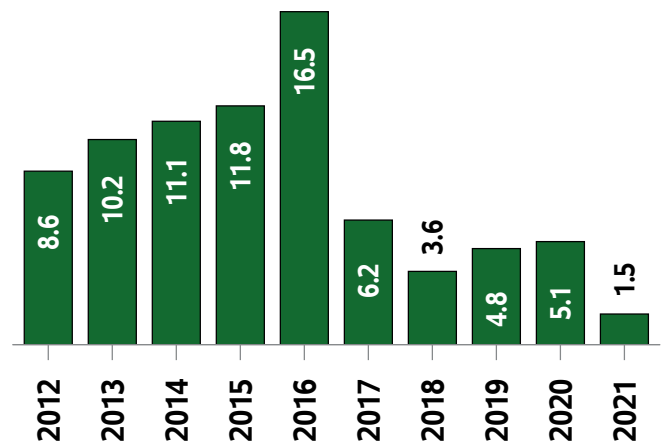
New Listings (January only)



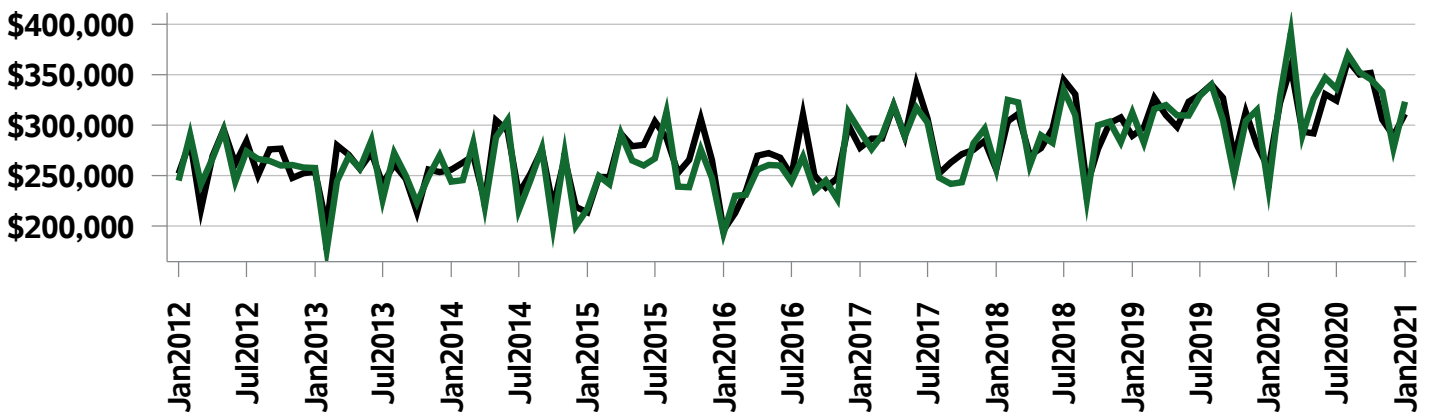
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Cranbrook

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	42	133.3	147.1	90.9	320.0	200.0	950.0
Dollar Volume	\$13,069,150	182.6	165.6	131.9	567.5	264.9	1,290.7
New Listings	27	-30.8	-3.6	42.1	-48.1	-37.2	-49.1
Active Listings	64	-30.4	-21.0	-20.0	-61.2	-58.7	30.6
Sales to New Listings Ratio ¹	155.6	46.2	60.7	115.8	19.2	32.6	7.5
Months of Inventory ²	1.5	5.1	4.8	3.6	16.5	11.1	12.3
Average Price	\$311,170	21.1	7.5	21.5	58.9	21.6	32.4
Median Price	\$323,250	36.1	3.4	25.8	67.7	32.5	29.6
Sales to List Price Ratio	98.6	97.5	96.7	96.1	95.4	97.2	98.2
Median Days on Market	49.0	50.5	45.0	88.5	121.0	57.5	9.0

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

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

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

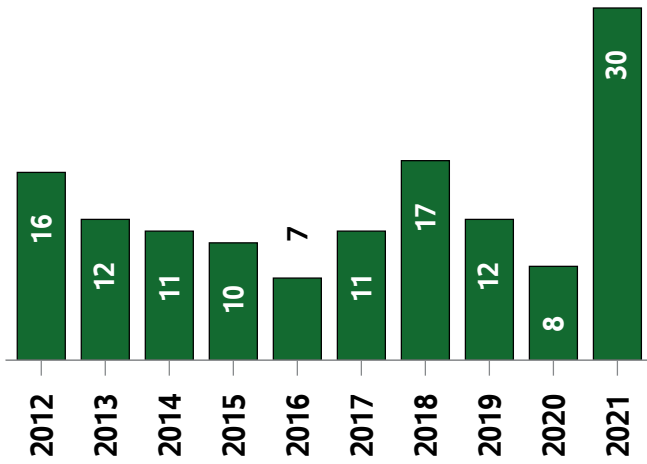
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

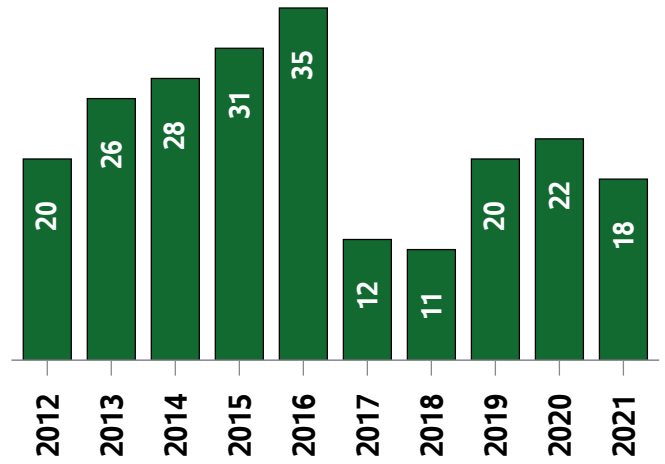
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook MLS® Single Family Market Activity

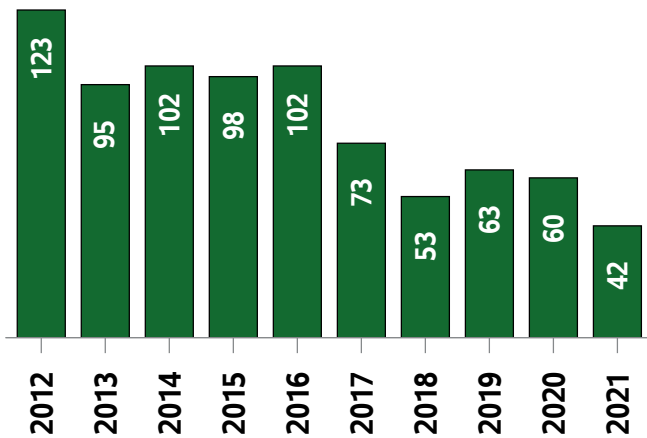
Sales Activity (January only)



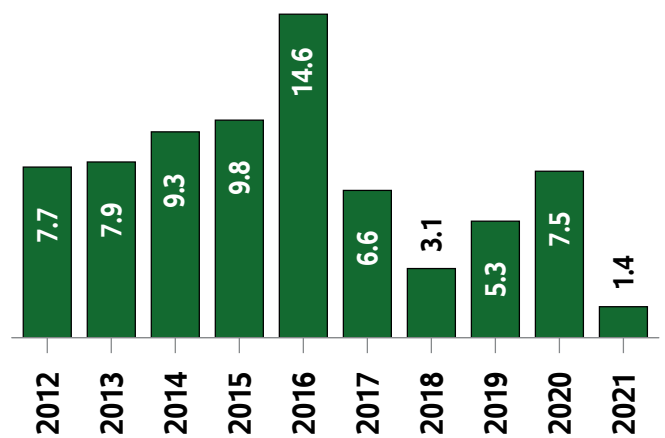
New Listings (January only)



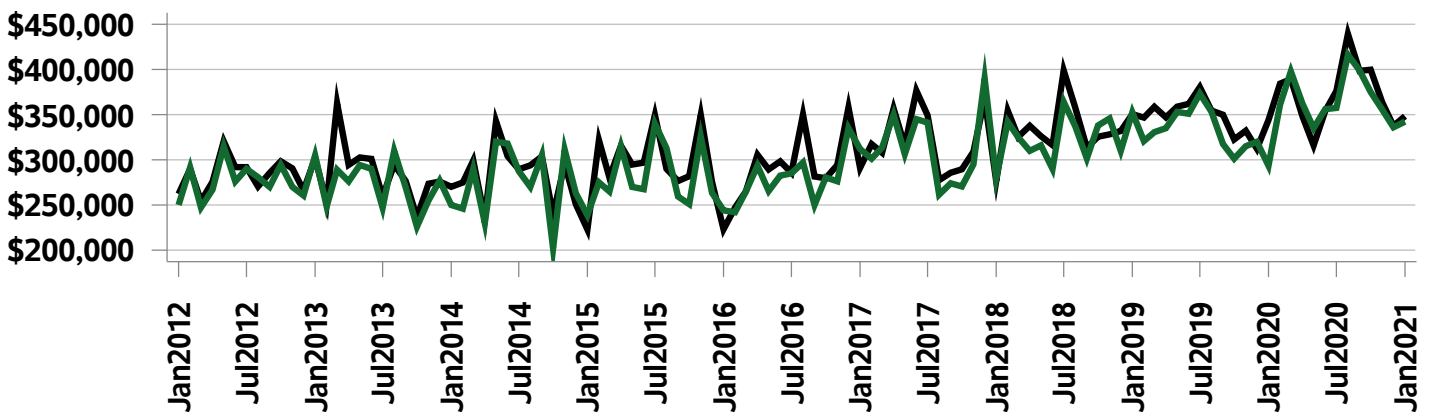
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Cranbrook

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	30	275.0	150.0	76.5	328.6	172.7	900.0
Dollar Volume	\$10,448,250	279.7	148.4	122.3	569.1	251.6	1,218.0
New Listings	18	-18.2	-10.0	63.6	-48.6	-35.7	-56.1
Active Listings	42	-30.0	-33.3	-20.8	-58.8	-58.8	10.5
Sales to New Listings Ratio ¹	166.7	36.4	60.0	154.5	20.0	39.3	7.3
Months of Inventory ²	1.4	7.5	5.3	3.1	14.6	9.3	12.7
Average Price	\$348,275	1.2	-0.6	26.0	56.1	28.9	31.8
Median Price	\$342,250	16.6	-2.9	22.3	40.3	36.9	34.2
Sales to List Price Ratio	99.1	98.1	97.0	96.3	95.3	97.6	98.0
Median Days on Market	44.5	88.0	46.5	88.0	115.0	54.0	13.0

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

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

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

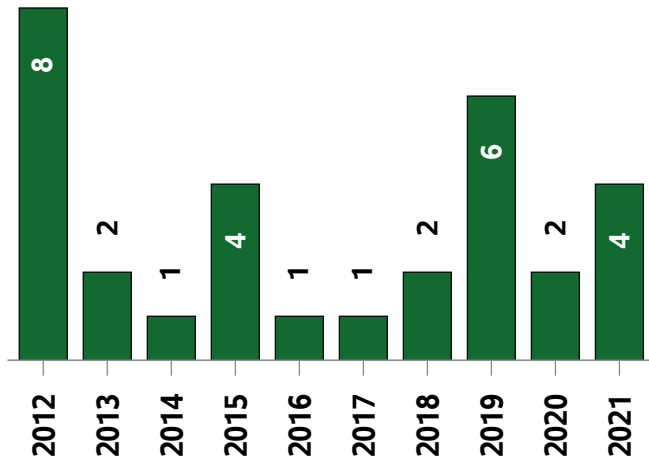
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

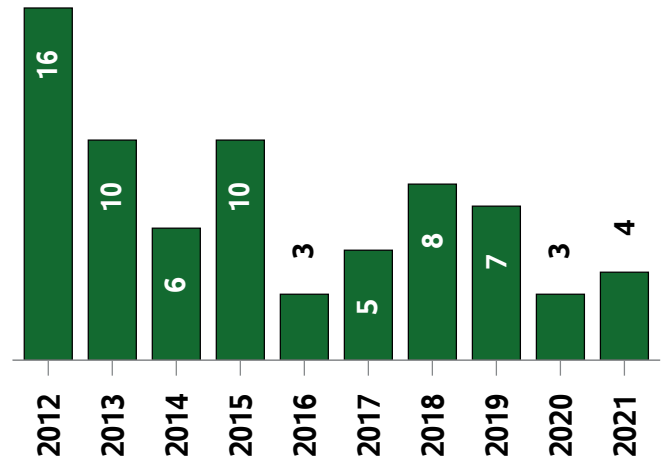
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Residential Market Activity

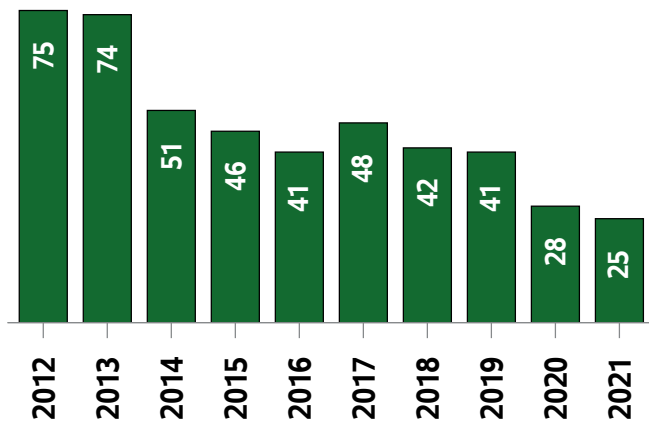
Sales Activity (January only)



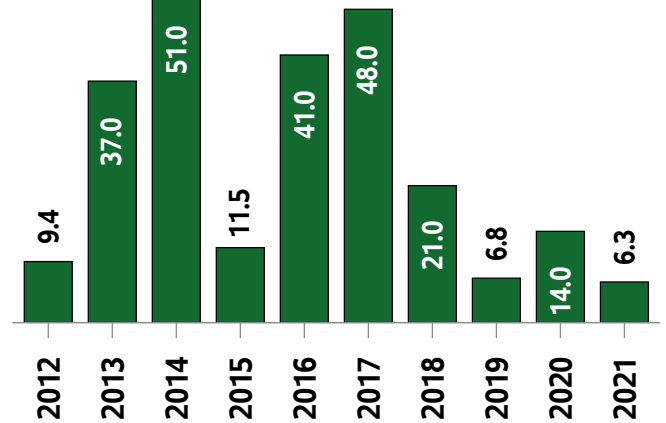
New Listings (January only)



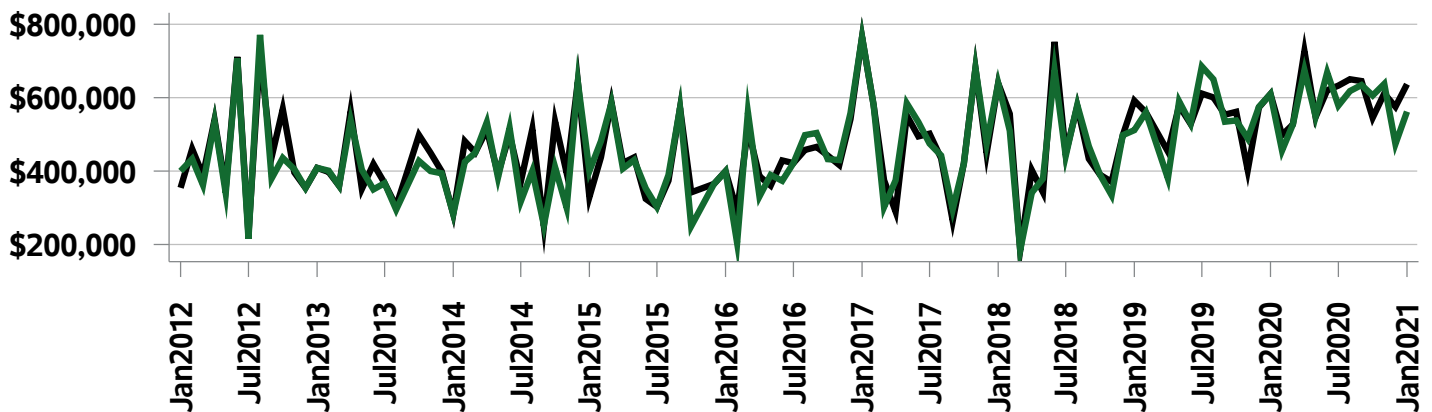
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Cranbrook Lakes

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	4	100.0	-33.3	100.0	300.0	300.0	—
Dollar Volume	\$2,547,000	108.8	-28.3	99.3	537.5	800.0	—
New Listings	4	33.3	-42.9	-50.0	33.3	-33.3	-75.0
Active Listings	25	-10.7	-39.0	-40.5	-39.0	-51.0	56.3
Sales to New Listings Ratio ¹	100.0	66.7	85.7	25.0	33.3	16.7	—
Months of Inventory ²	6.3	14.0	6.8	21.0	41.0	51.0	—
Average Price	\$636,750	4.4	7.6	-0.4	59.4	125.0	—
Median Price	\$562,000	-7.9	9.9	-12.1	40.7	98.6	—
Sales to List Price Ratio	96.4	95.9	95.2	98.5	95.1	88.5	—
Median Days on Market	58.5	250.0	115.0	25.0	173.0	130.0	—

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

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

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

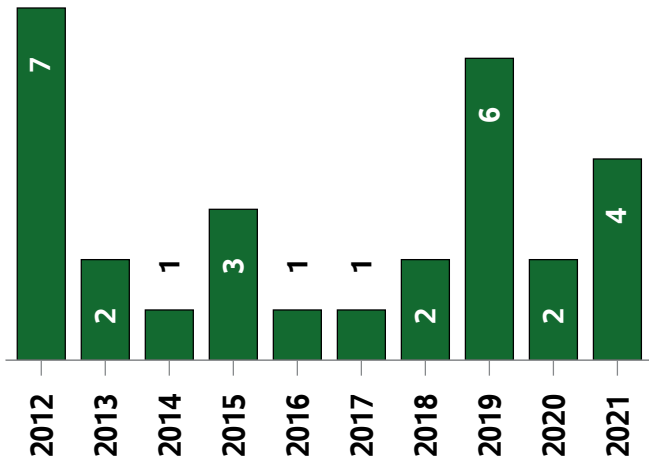
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

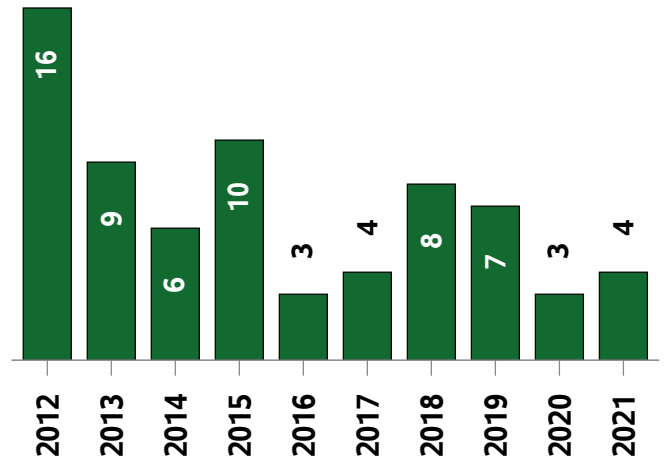
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Cranbrook Lakes MLS® Single Family Market Activity

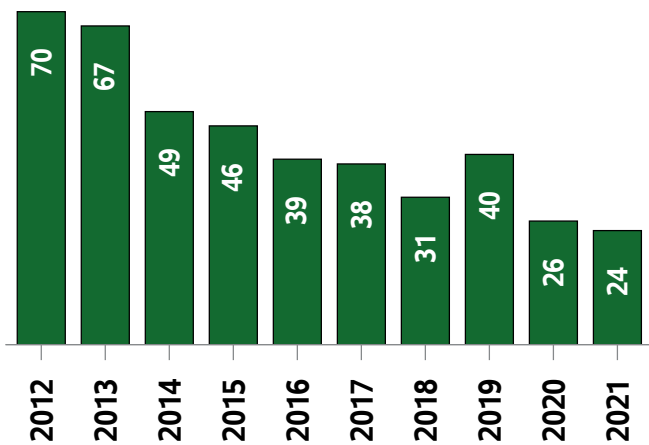
Sales Activity (January only)



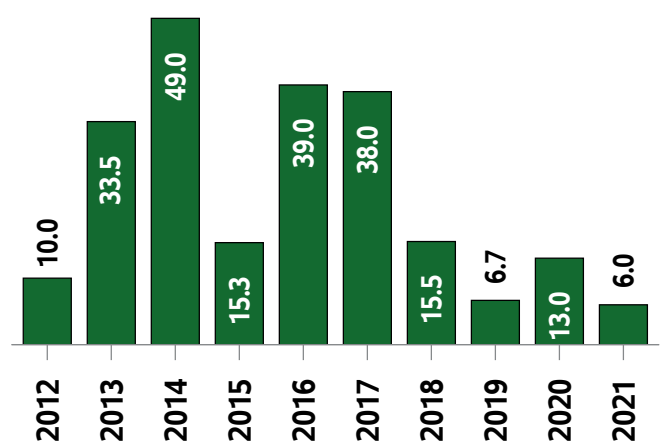
New Listings (January only)



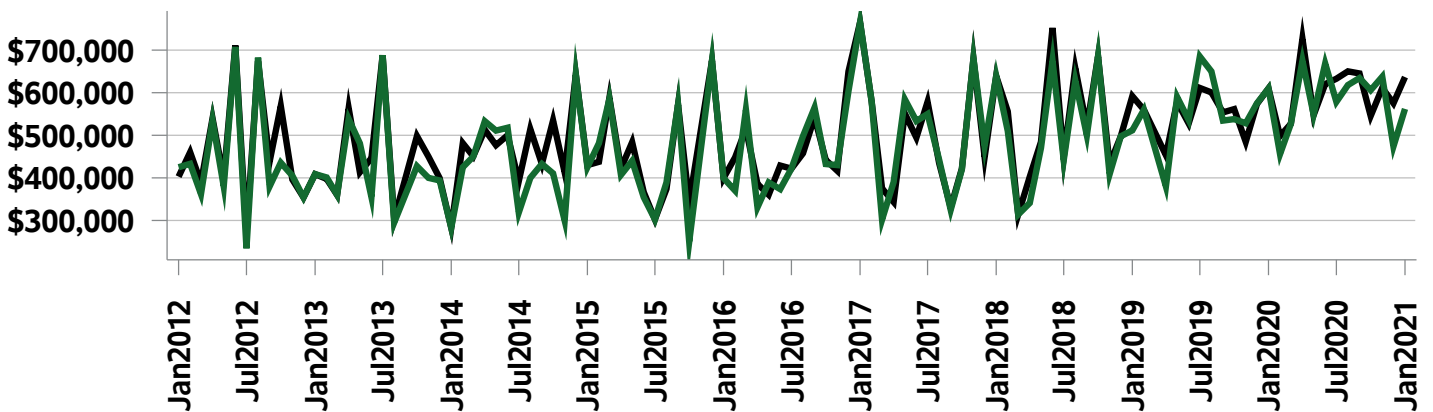
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Cranbrook Lakes

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	4	100.0	-33.3	100.0	300.0	300.0	—
Dollar Volume	\$2,547,000	108.8	-28.3	99.3	537.5	800.0	—
New Listings	4	33.3	-42.9	-50.0	33.3	-33.3	-75.0
Active Listings	24	-7.7	-40.0	-22.6	-38.5	-51.0	50.0
Sales to New Listings Ratio ¹	100.0	66.7	85.7	25.0	33.3	16.7	—
Months of Inventory ²	6.0	13.0	6.7	15.5	39.0	49.0	—
Average Price	\$636,750	4.4	7.6	-0.4	59.4	125.0	—
Median Price	\$562,000	-7.9	9.9	-12.1	40.7	98.6	—
Sales to List Price Ratio	96.4	95.9	95.2	98.5	95.1	88.5	—
Median Days on Market	58.5	250.0	115.0	25.0	173.0	130.0	—

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

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

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

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

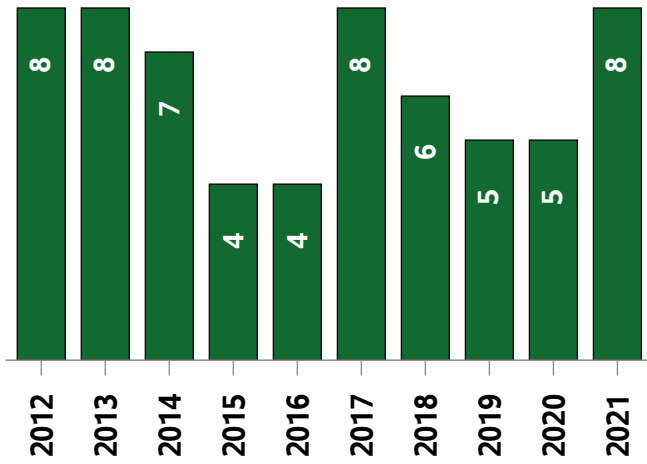
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

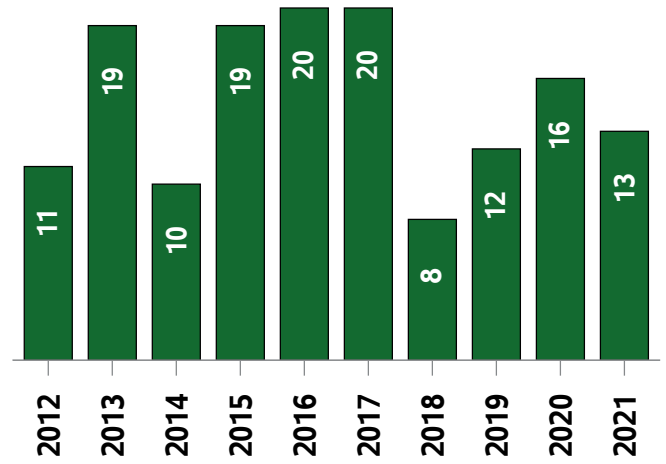
Fernie

MLS® Residential Market Activity

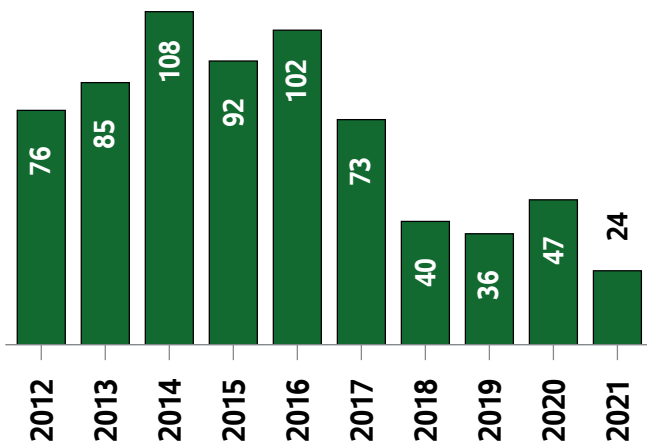
Sales Activity (January only)



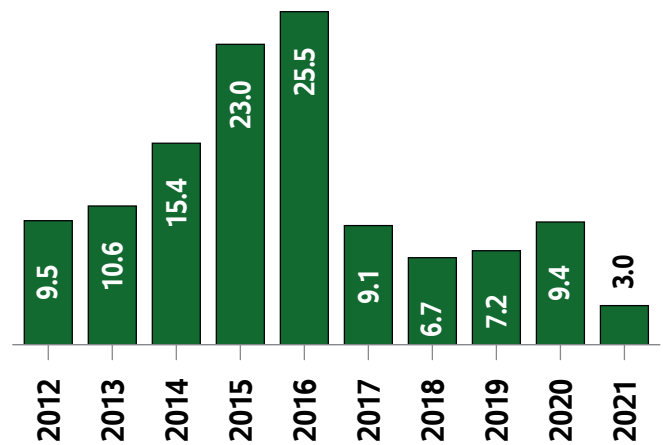
New Listings (January only)



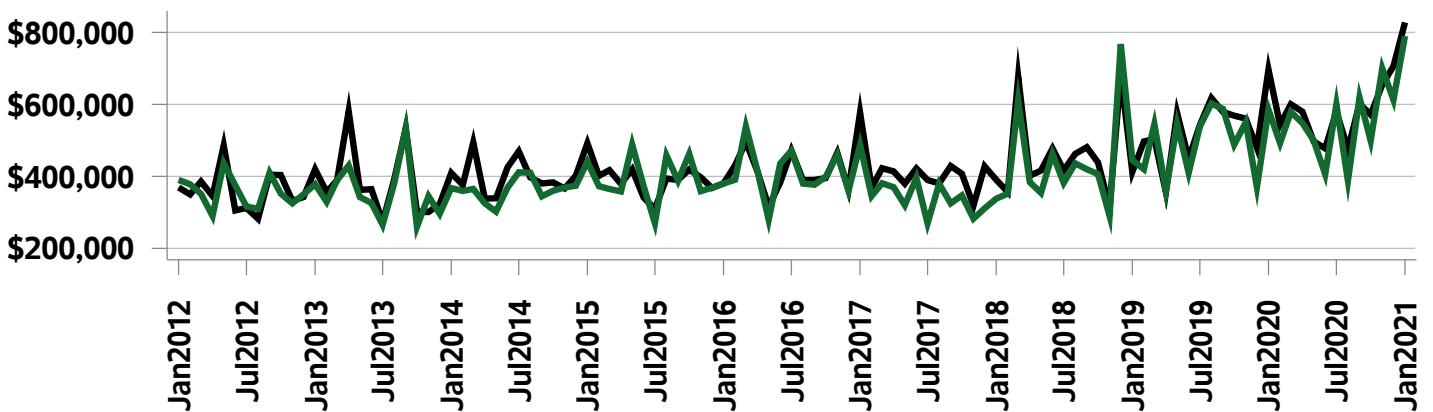
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Fernie

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	8	60.0	60.0	33.3	100.0	14.3	—
Dollar Volume	\$6,620,900	90.1	221.1	182.6	335.3	131.0	—
New Listings	13	-18.8	8.3	62.5	-35.0	30.0	-7.1
Active Listings	24	-48.9	-33.3	-40.0	-76.5	-77.8	84.6
Sales to New Listings Ratio ¹	61.5	31.3	41.7	75.0	20.0	70.0	—
Months of Inventory ²	3.0	9.4	7.2	6.7	25.5	15.4	—
Average Price	\$827,613	18.8	100.7	111.9	117.6	102.1	—
Median Price	\$790,000	35.0	77.5	133.7	107.9	115.0	—
Sales to List Price Ratio	99.0	98.5	93.8	98.7	98.2	95.6	—
Median Days on Market	48.0	64.0	69.0	75.5	58.0	112.0	—

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

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

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

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

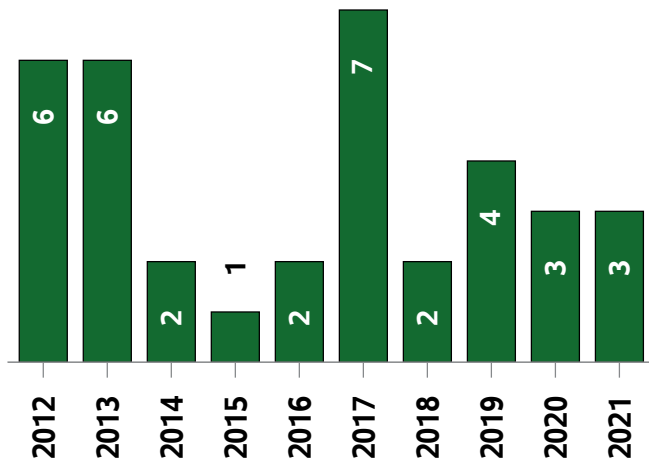
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

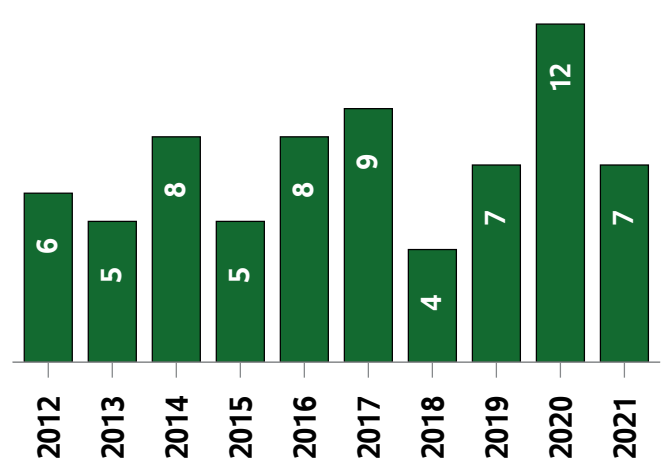
Fernie

MLS® Single Family Market Activity

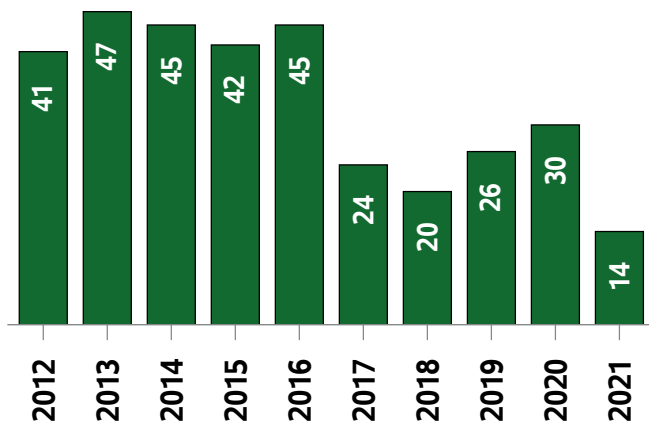
Sales Activity (January only)



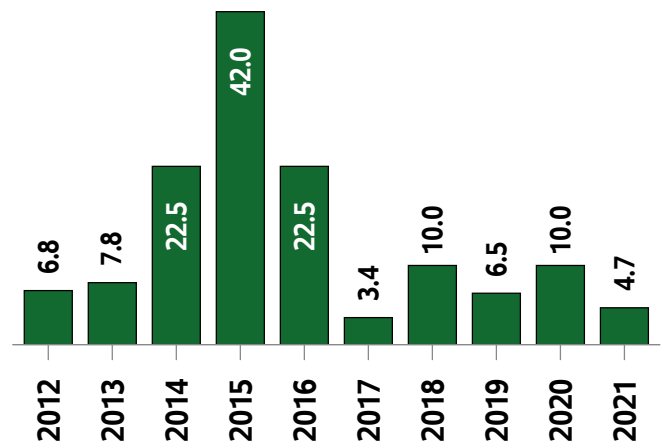
New Listings (January only)



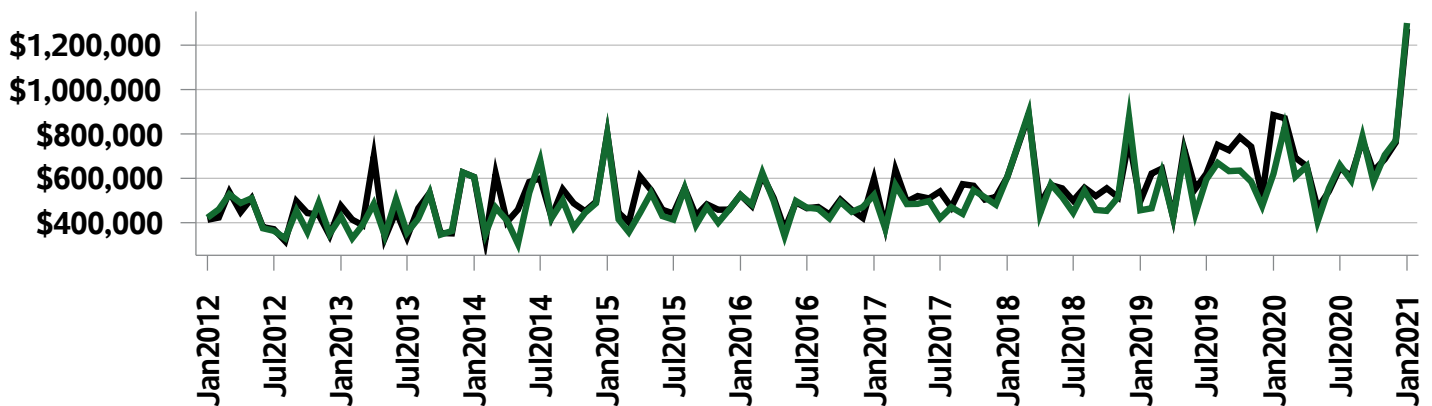
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Fernie MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	3	0.0	-25.0	50.0	50.0	50.0	—
Dollar Volume	\$3,819,900	43.9	92.2	216.0	263.8	215.3	—
New Listings	7	-41.7	0.0	75.0	-12.5	-12.5	-36.4
Active Listings	14	-53.3	-46.2	-30.0	-68.9	-68.9	40.0
Sales to New Listings Ratio ¹	42.9	25.0	57.1	50.0	25.0	25.0	—
Months of Inventory ²	4.7	10.0	6.5	10.0	22.5	22.5	—
Average Price	\$1,273,300	43.9	156.3	110.6	142.5	110.2	—
Median Price	\$1,299,900	109.7	185.1	115.0	147.6	114.6	—
Sales to List Price Ratio	100.5	99.3	93.5	98.1	96.2	96.3	—
Median Days on Market	157.0	93.0	66.0	51.0	75.5	58.0	—

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

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

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

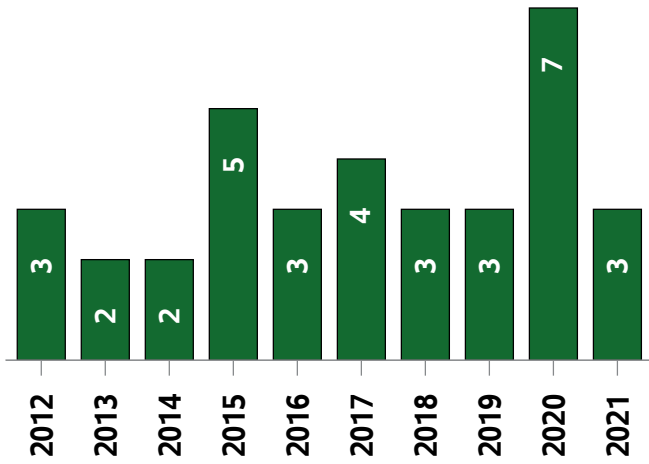
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

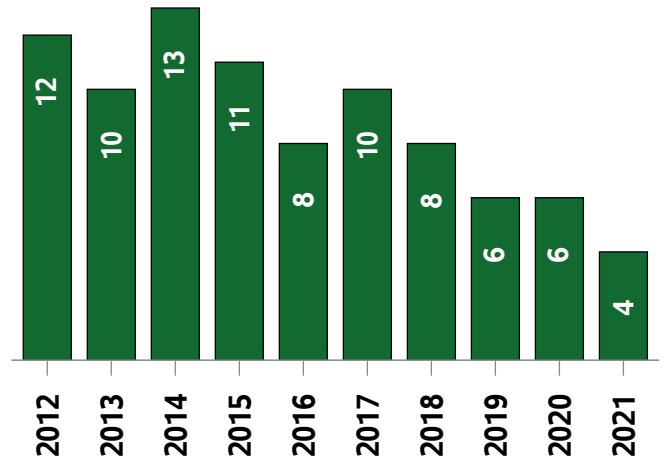
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Residential Market Activity

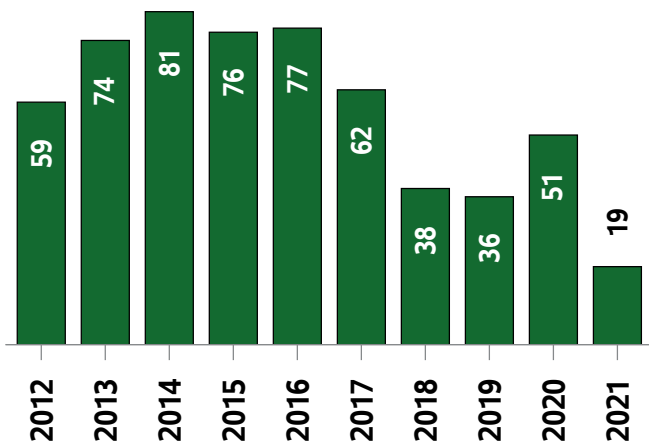
Sales Activity (January only)



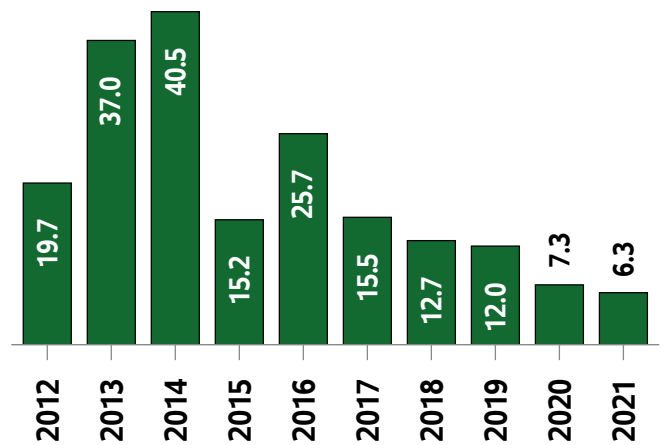
New Listings (January only)



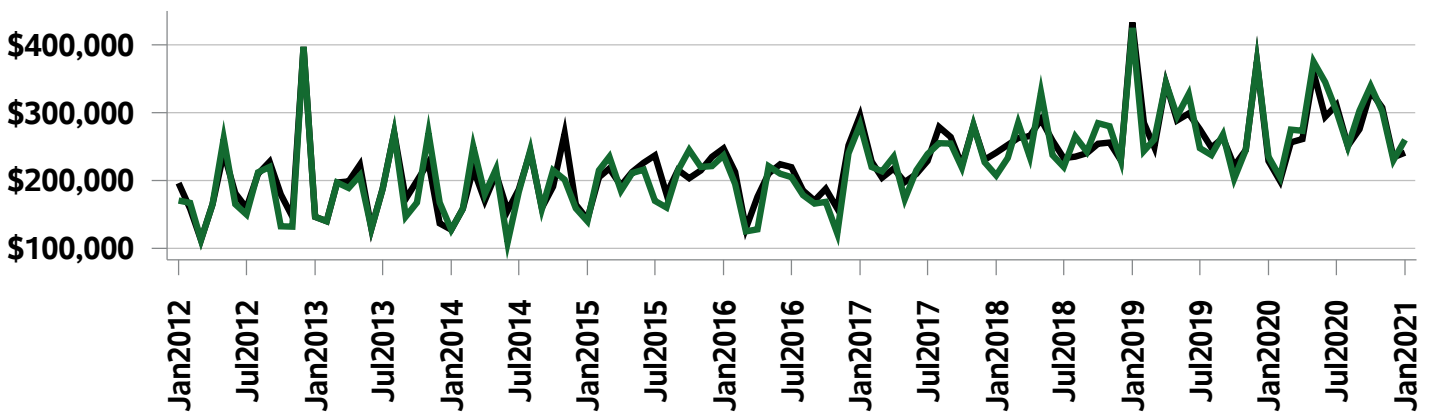
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Grand Forks MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	3	-57.1	0.0	0.0	0.0	50.0	—
Dollar Volume	\$723,300	-54.8	-44.3	0.0	-2.5	183.6	—
New Listings	4	-33.3	-33.3	-50.0	-50.0	-69.2	-50.0
Active Listings	19	-62.7	-47.2	-50.0	-75.3	-76.5	137.5
Sales to New Listings Ratio ¹	75.0	116.7	50.0	37.5	37.5	15.4	—
Months of Inventory ²	6.3	7.3	12.0	12.7	25.7	40.5	—
Average Price	\$241,100	5.4	-44.3	0.0	-2.5	89.1	—
Median Price	\$260,000	10.6	-38.8	25.3	9.7	103.9	—
Sales to List Price Ratio	95.5	95.2	96.3	98.3	99.2	83.7	—
Median Days on Market	76.0	158.0	120.0	54.0	274.0	506.0	—

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

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

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

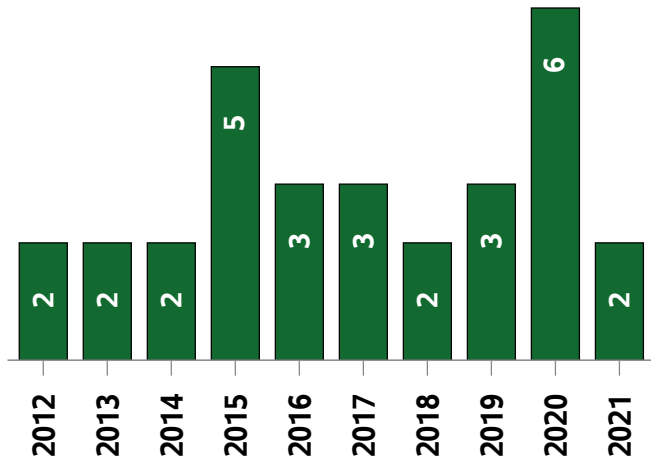
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

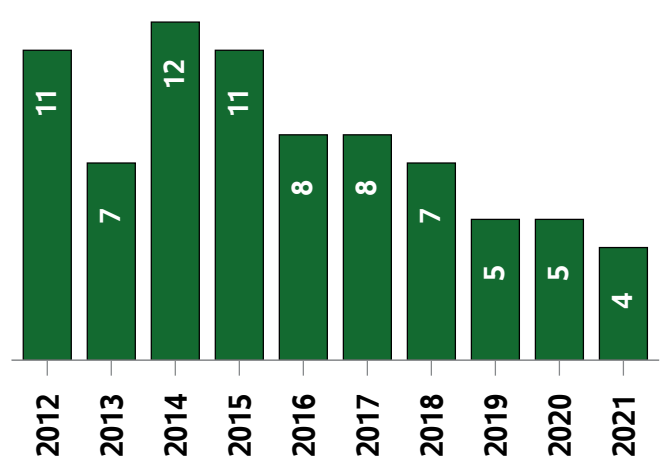
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grand Forks MLS® Single Family Market Activity

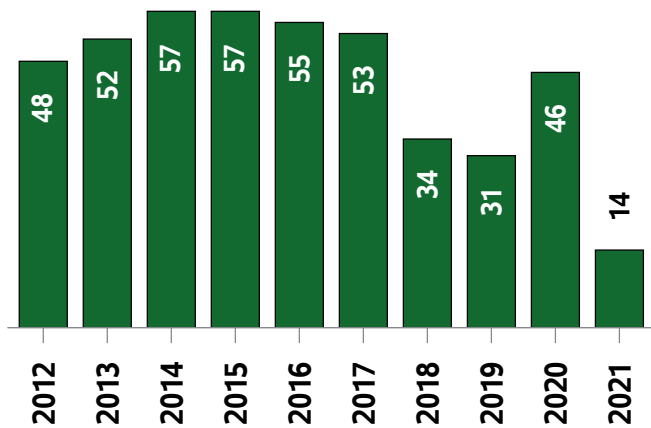
Sales Activity (January only)



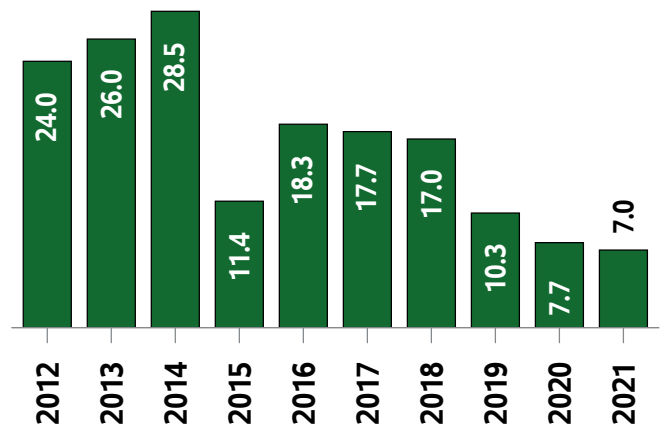
New Listings (January only)



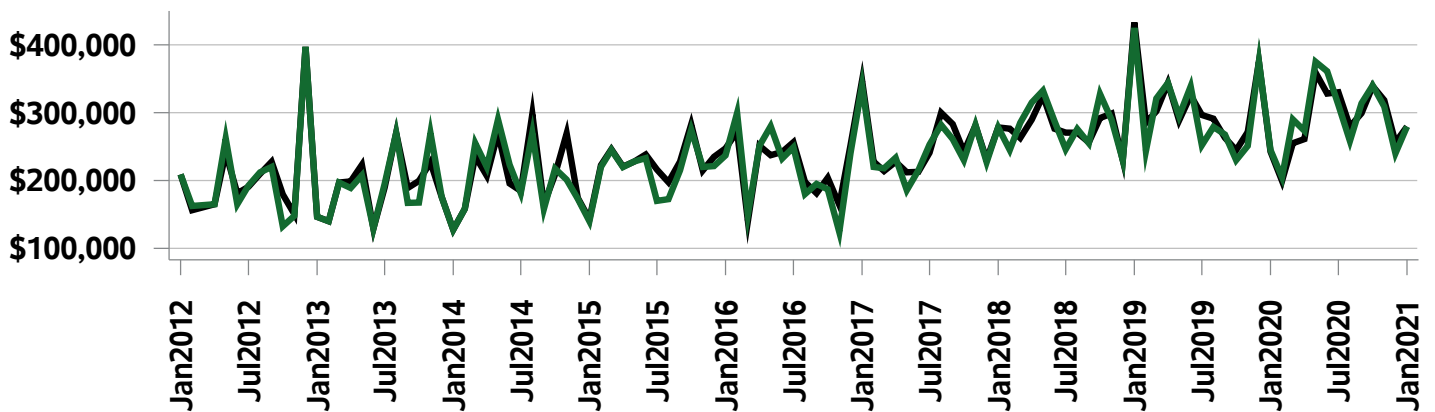
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Grand Forks MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	2	-66.7	-33.3	0.0	-33.3	0.0	—
Dollar Volume	\$559,000	-61.6	-57.0	0.4	-24.7	119.2	—
New Listings	4	-20.0	-20.0	-42.9	-50.0	-66.7	-42.9
Active Listings	14	-69.6	-54.8	-58.8	-74.5	-75.4	100.0
Sales to New Listings Ratio ¹	50.0	120.0	60.0	28.6	37.5	16.7	—
Months of Inventory ²	7.0	7.7	10.3	17.0	18.3	28.5	—
Average Price	\$279,500	15.2	-35.5	0.4	13.0	119.2	—
Median Price	\$279,500	14.1	-34.2	0.4	17.9	119.2	—
Sales to List Price Ratio	94.8	94.9	96.3	98.1	99.2	83.7	—
Median Days on Market	157.5	134.0	120.0	65.0	274.0	506.0	—

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

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

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

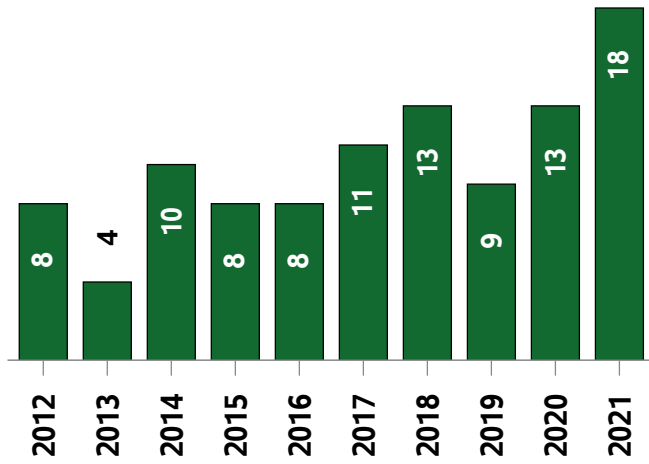
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

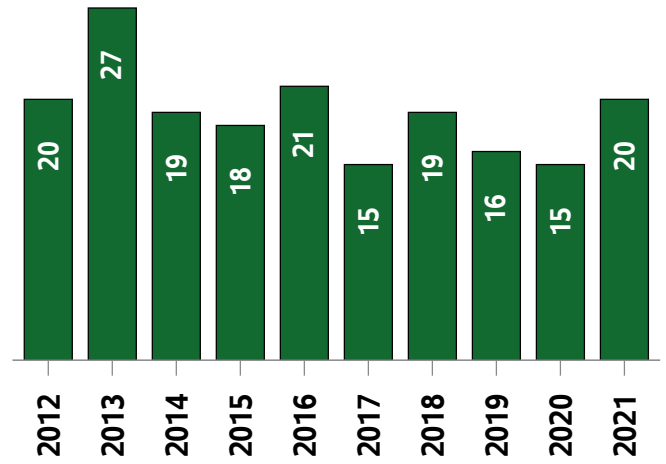
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Residential Market Activity

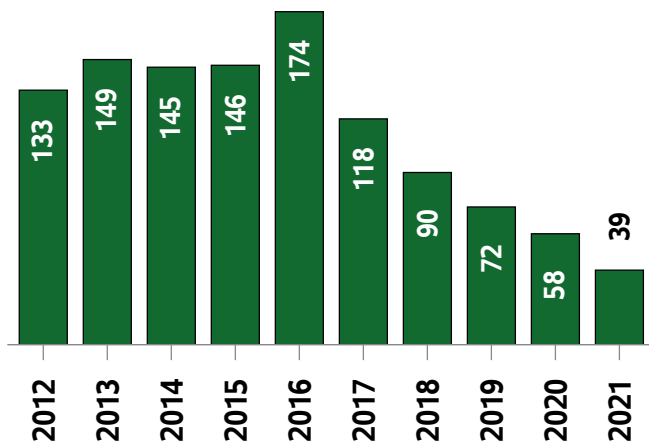
Sales Activity (January only)



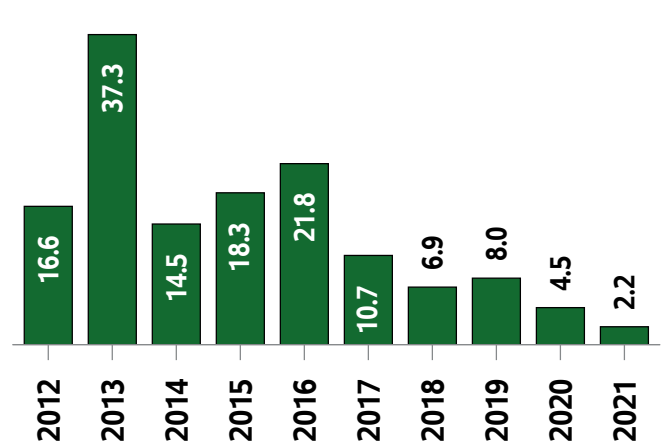
New Listings (January only)



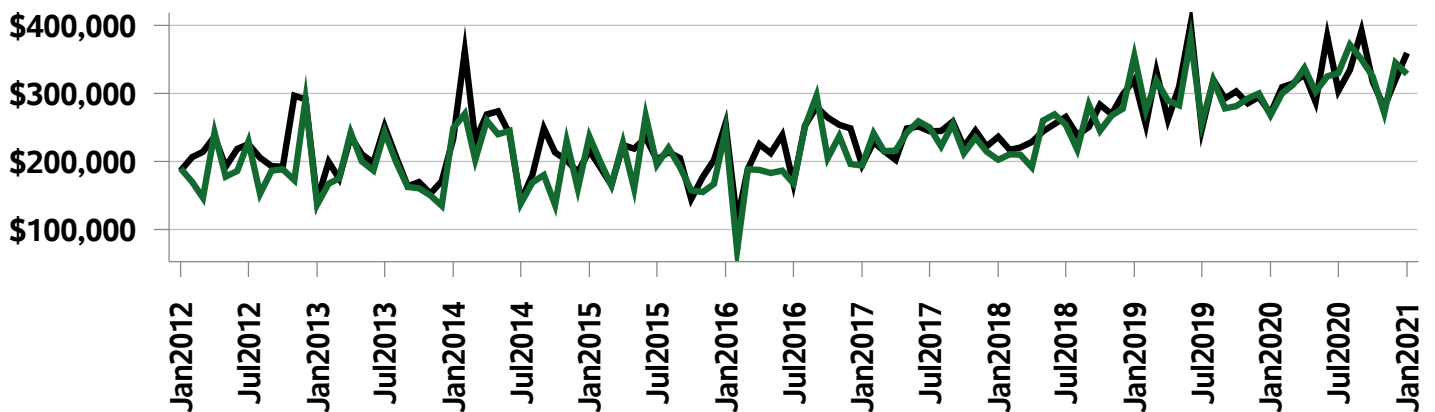
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Kimberley MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	18	38.5	100.0	38.5	125.0	80.0	1,700.0
Dollar Volume	\$6,468,900	84.1	124.5	110.7	216.3	177.5	2,908.8
New Listings	20	33.3	25.0	5.3	-4.8	5.3	33.3
Active Listings	39	-32.8	-45.8	-56.7	-77.6	-73.1	178.6
Sales to New Listings Ratio ¹	90.0	86.7	56.3	68.4	38.1	52.6	6.7
Months of Inventory ²	2.2	4.5	8.0	6.9	21.8	14.5	14.0
Average Price	\$359,383	33.0	12.2	52.2	40.6	54.1	67.2
Median Price	\$328,500	22.6	-7.5	62.2	33.8	31.9	52.8
Sales to List Price Ratio	98.2	95.2	94.8	94.9	94.1	93.5	97.8
Median Days on Market	44.0	80.0	52.0	68.0	119.5	144.0	22.0

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

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

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

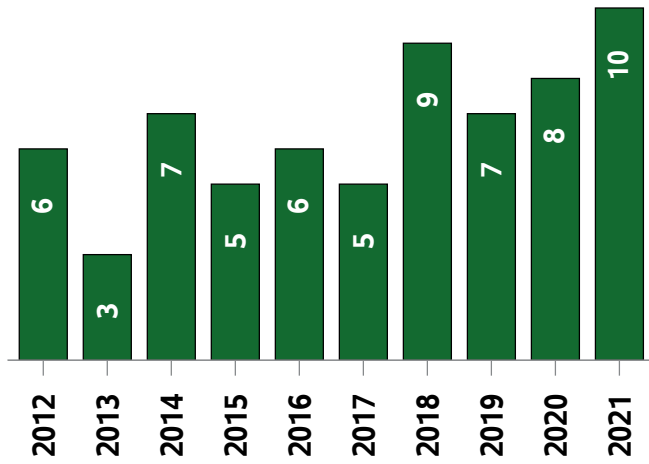
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

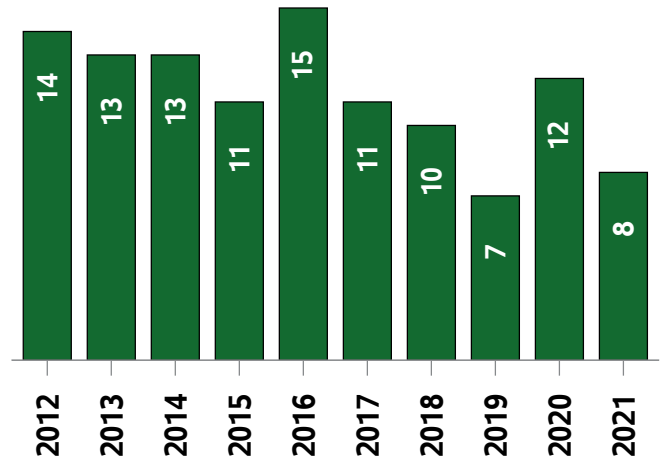
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kimberley MLS® Single Family Market Activity

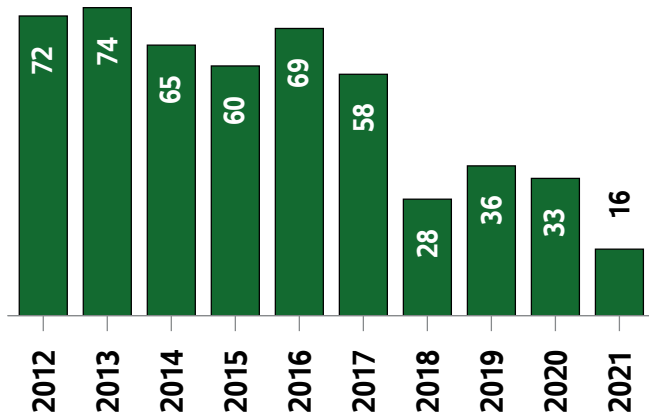
Sales Activity (January only)



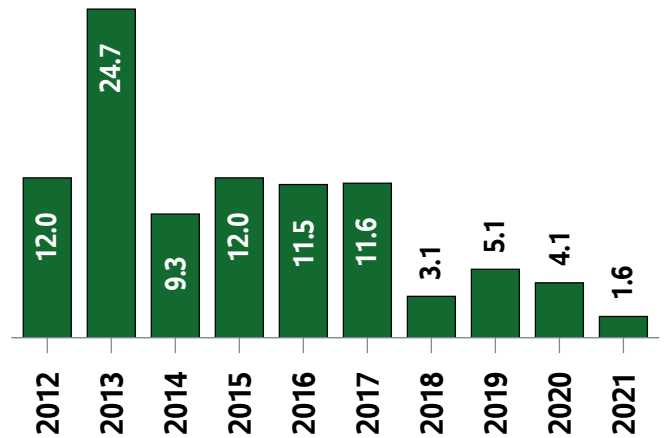
New Listings (January only)



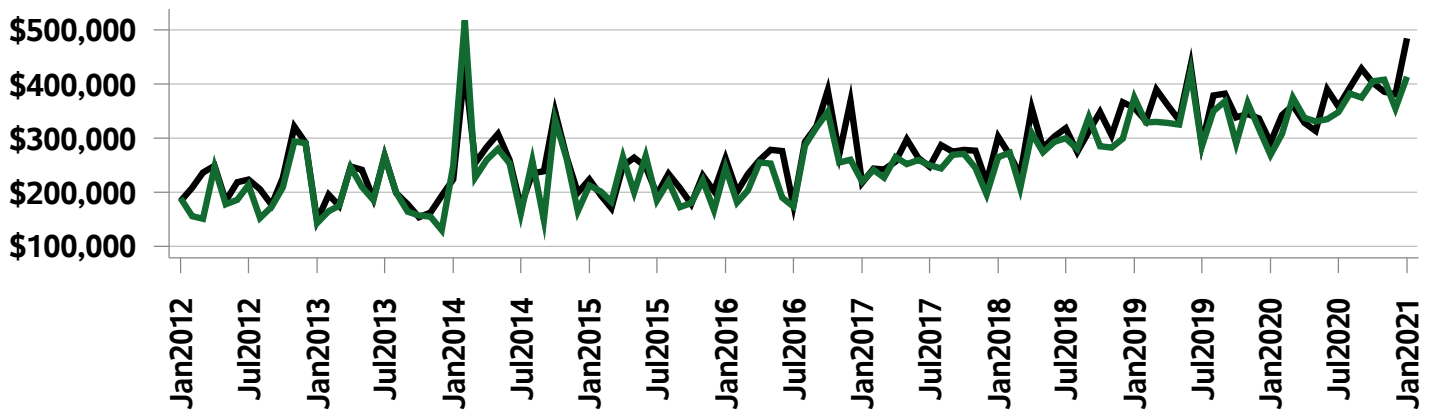
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Kimberley MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	10	25.0	42.9	11.1	66.7	42.9	900.0
Dollar Volume	\$4,843,900	107.4	94.4	77.9	207.5	208.9	2,153.0
New Listings	8	-33.3	14.3	-20.0	-46.7	-38.5	-27.3
Active Listings	16	-51.5	-55.6	-42.9	-76.8	-75.4	60.0
Sales to New Listings Ratio ¹	125.0	66.7	100.0	90.0	40.0	53.8	9.1
Months of Inventory ²	1.6	4.1	5.1	3.1	11.5	9.3	10.0
Average Price	\$484,390	65.9	36.1	60.1	84.5	116.2	125.3
Median Price	\$413,500	53.7	10.3	56.0	68.4	66.1	92.3
Sales to List Price Ratio	99.6	95.2	95.4	95.9	93.8	94.4	97.8
Median Days on Market	44.0	78.5	48.0	68.0	119.5	121.0	22.0

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

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

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

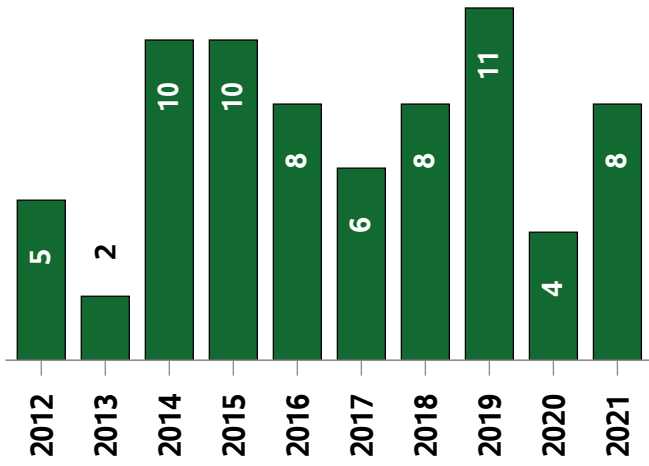
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

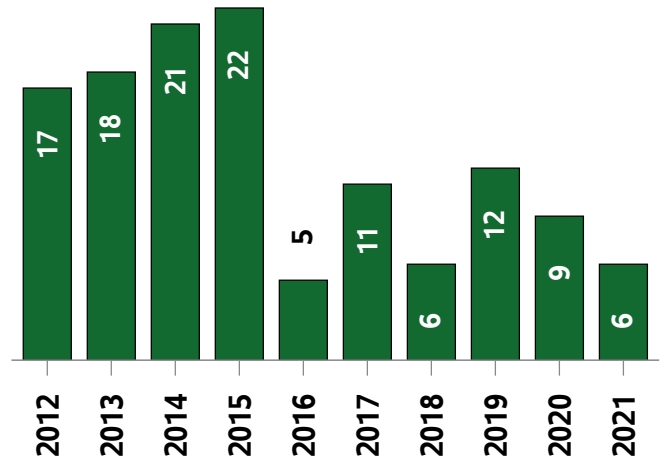
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Residential Market Activity

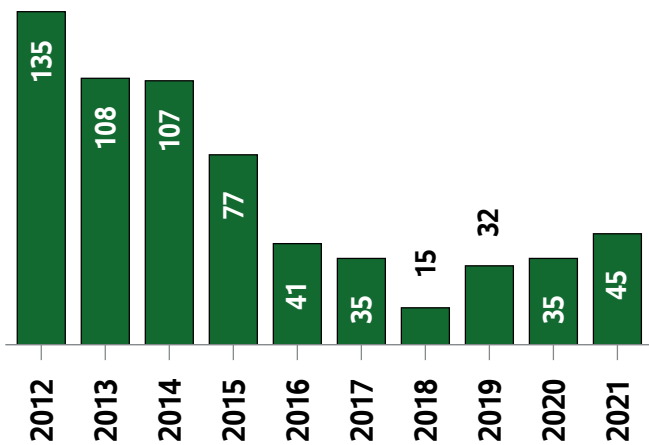
Sales Activity (January only)



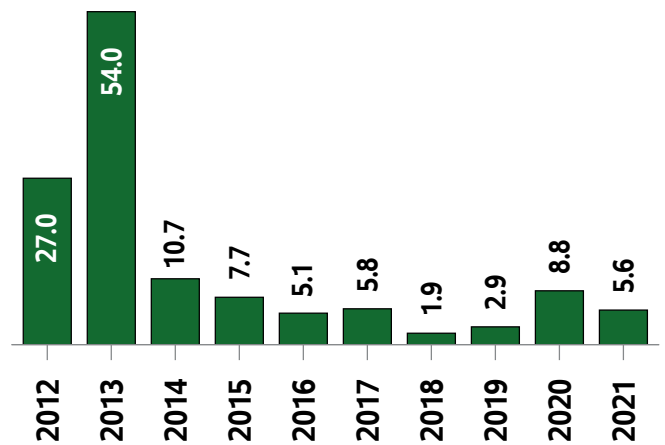
New Listings (January only)



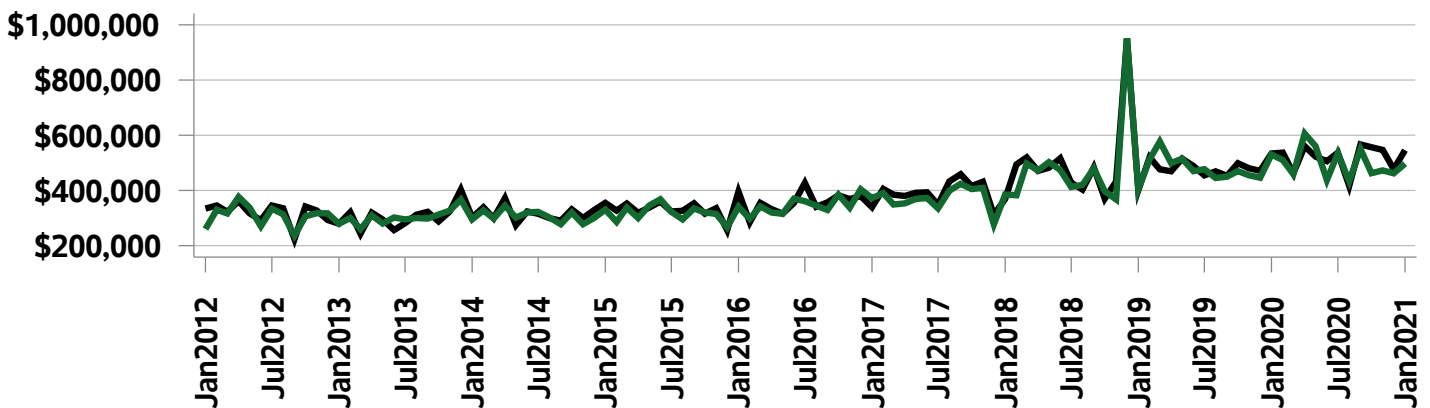
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Nelson

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	8	100.0	-27.3	0.0	0.0	-20.0	700.0
Dollar Volume	\$4,367,100	104.5	-1.0	47.9	37.9	44.6	1,517.4
New Listings	6	-33.3	-50.0	0.0	20.0	-71.4	-50.0
Active Listings	45	28.6	40.6	200.0	9.8	-57.9	309.1
Sales to New Listings Ratio ¹	133.3	44.4	91.7	133.3	160.0	47.6	8.3
Months of Inventory ²	5.6	8.8	2.9	1.9	5.1	10.7	11.0
Average Price	\$545,888	2.3	36.1	47.9	37.9	80.7	102.2
Median Price	\$496,900	-6.2	22.7	29.1	45.9	68.4	84.0
Sales to List Price Ratio	99.6	96.5	97.8	97.7	95.3	95.4	94.7
Median Days on Market	47.0	150.0	56.0	31.5	125.0	101.0	-1.0

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

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

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

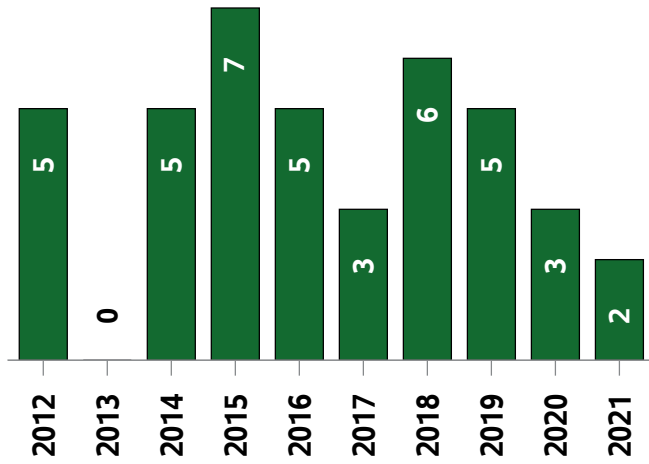
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

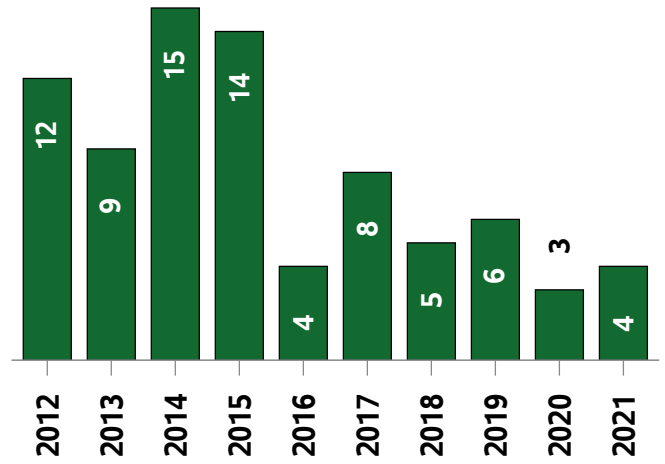
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Nelson MLS® Single Family Market Activity

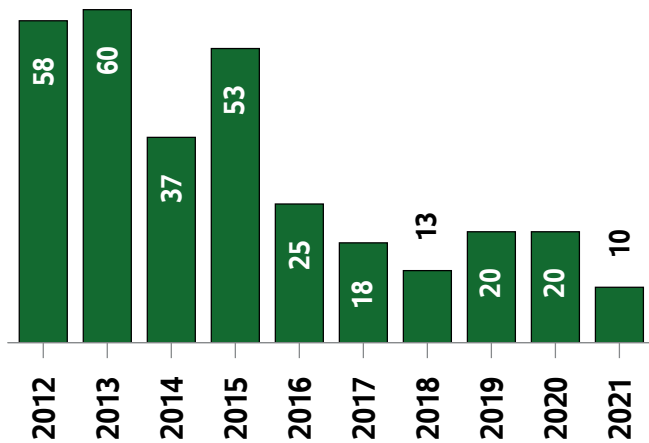
Sales Activity (January only)



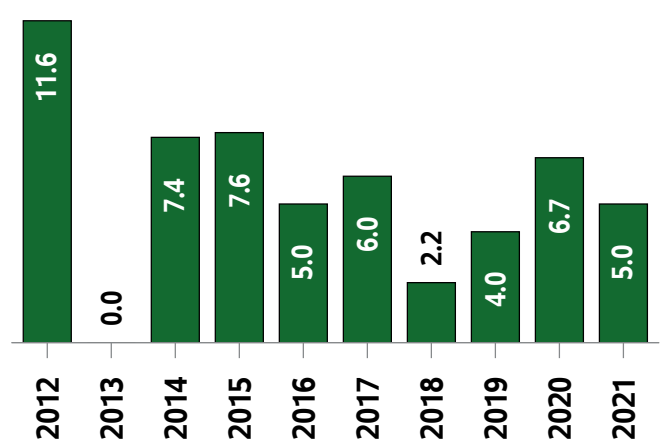
New Listings (January only)



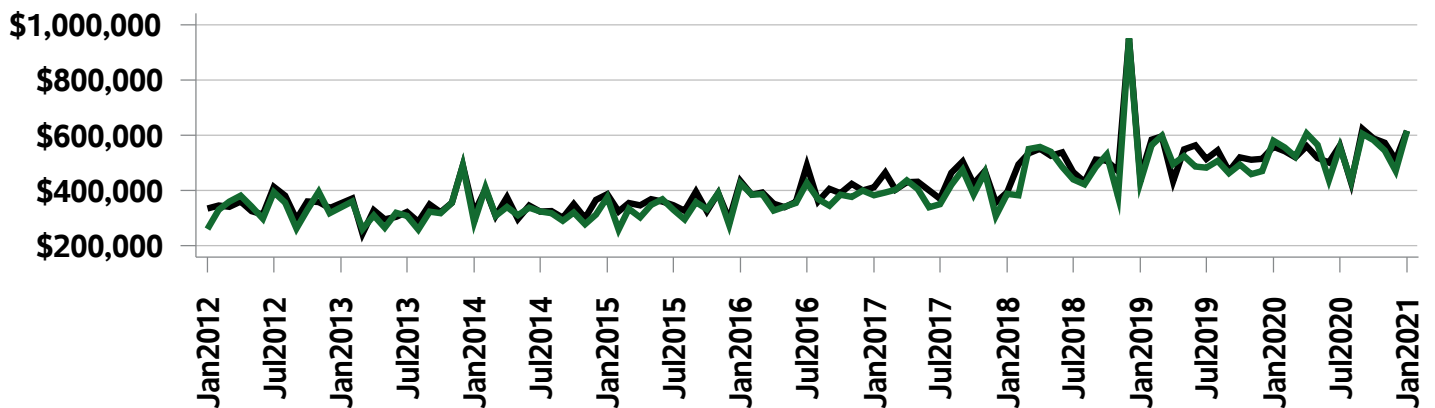
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Nelson

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	2	-33.3	-60.0	-66.7	-60.0	-60.0	100.0
Dollar Volume	\$1,232,000	-26.4	-45.1	-47.8	-43.2	-22.7	356.3
New Listings	4	33.3	-33.3	-20.0	0.0	-73.3	-63.6
Active Listings	10	-50.0	-50.0	-23.1	-60.0	-73.0	0.0
Sales to New Listings Ratio ¹	50.0	100.0	83.3	120.0	125.0	33.3	9.1
Months of Inventory ²	5.0	6.7	4.0	2.2	5.0	7.4	10.0
Average Price	\$616,000	10.3	37.2	56.6	41.9	93.2	128.1
Median Price	\$616,000	6.2	43.3	59.0	44.6	116.1	128.1
Sales to List Price Ratio	97.7	96.4	96.3	97.7	95.3	94.9	94.7
Median Days on Market	61.0	95.0	64.0	31.5	209.0	104.0	-1.0

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

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

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

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

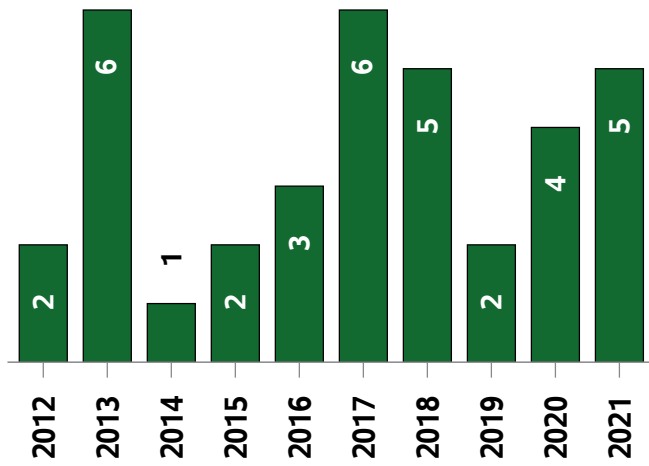
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

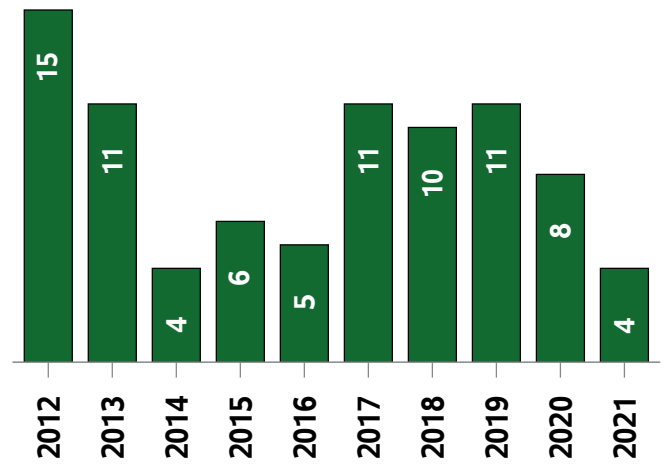
Rossland

MLS® Residential Market Activity

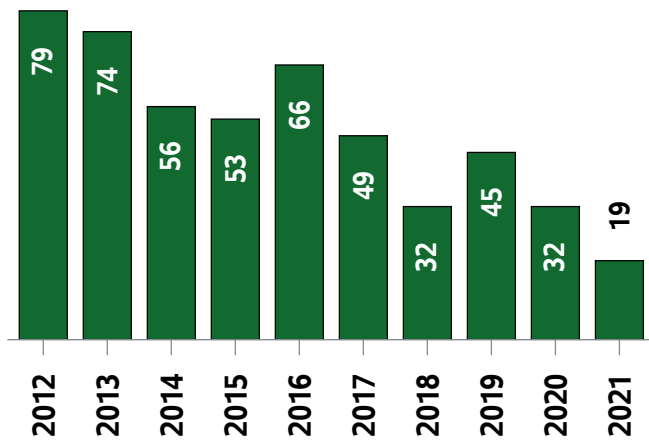
Sales Activity (January only)



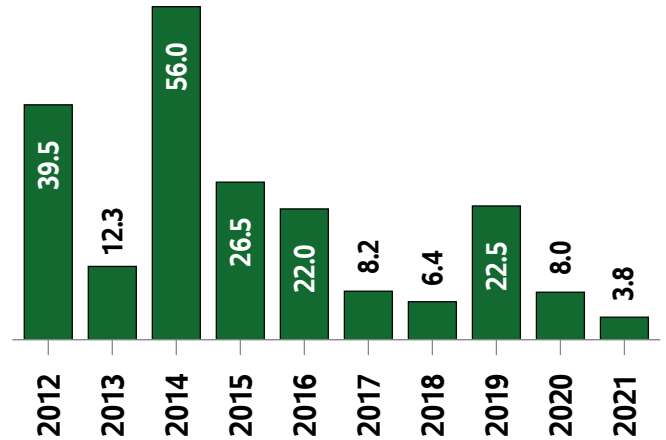
New Listings (January only)



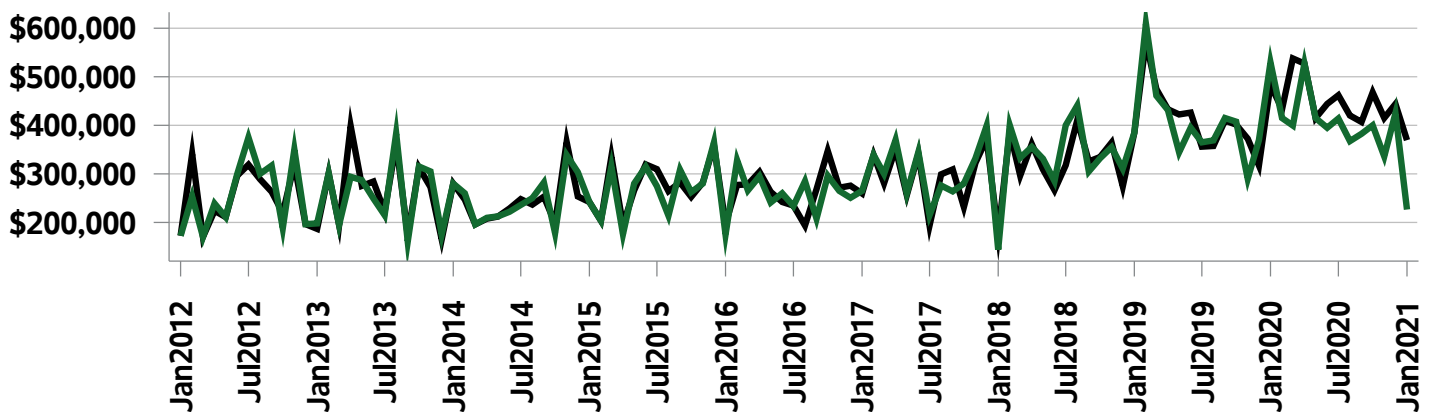
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Rossland

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	5	25.0	150.0	0.0	66.7	400.0	150.0
Dollar Volume	\$1,847,000	-4.5	140.2	110.5	213.1	559.6	156.9
New Listings	4	-50.0	-63.6	-60.0	-20.0	0.0	-63.6
Active Listings	19	-40.6	-57.8	-40.6	-71.2	-66.1	111.1
Sales to New Listings Ratio ¹	125.0	50.0	18.2	50.0	60.0	25.0	18.2
Months of Inventory ²	3.8	8.0	22.5	6.4	22.0	56.0	4.5
Average Price	\$369,400	-23.6	-3.9	110.5	87.8	31.9	2.8
Median Price	\$226,500	-57.2	-41.1	57.3	29.4	-19.1	-37.0
Sales to List Price Ratio	96.8	94.9	95.2	94.5	90.3	96.9	95.6
Median Days on Market	41.0	149.5	138.5	76.0	128.0	252.0	0.5

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

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

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

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

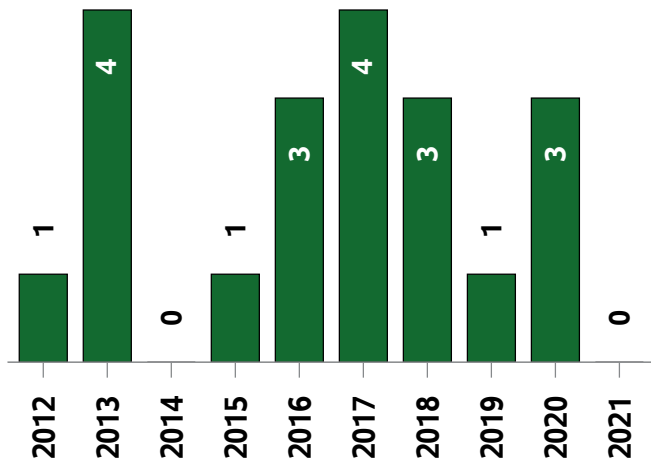
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

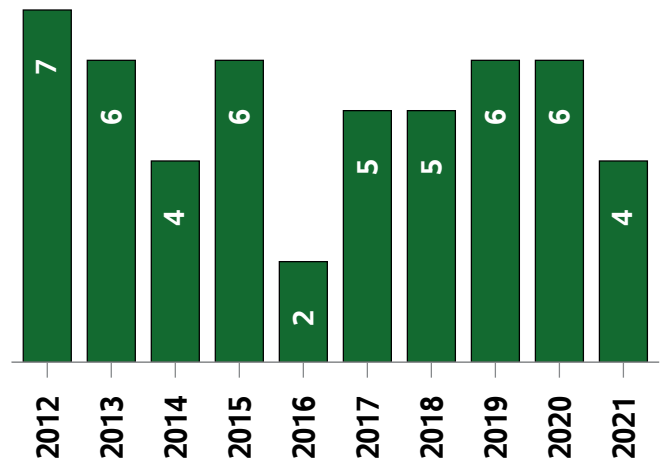
Rossland

MLS® Single Family Market Activity

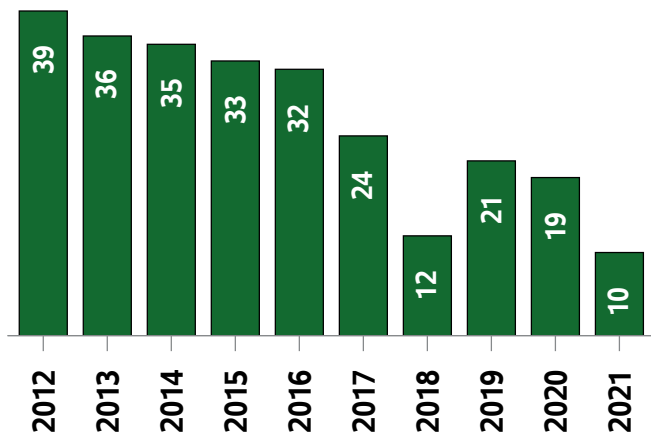
Sales Activity (January only)



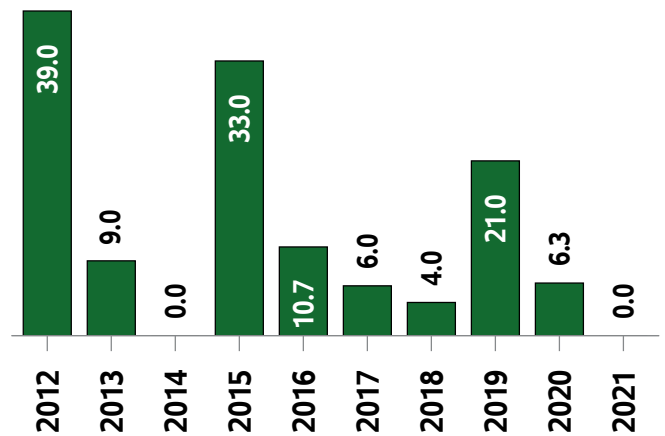
New Listings (January only)



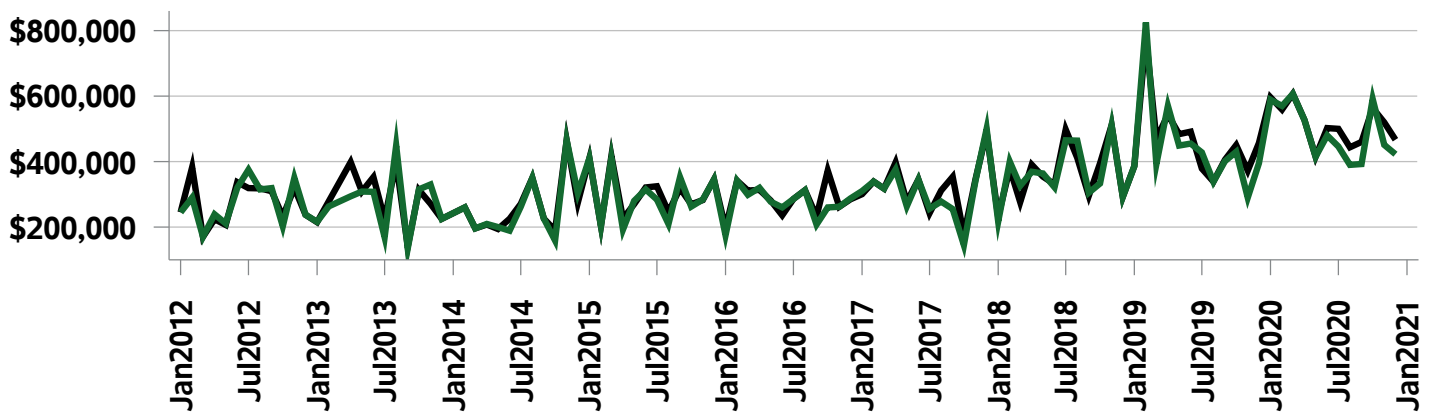
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Rossland

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	0	-100.0	-100.0	-100.0	-100.0	—	-100.0
Dollar Volume	\$0	-100.0	-100.0	-100.0	-100.0	—	-100.0
New Listings	4	-33.3	-33.3	-20.0	100.0	0.0	-33.3
Active Listings	10	-47.4	-52.4	-16.7	-68.8	-71.4	150.0
Sales to New Listings Ratio ¹	0.0	50.0	16.7	60.0	150.0	—	33.3
Months of Inventory ²	0.0	6.3	21.0	4.0	10.7	—	2.0
Average Price	\$0	-100.0	-100.0	-100.0	-100.0	—	-100.0
Median Price	\$0	-100.0	-100.0	-100.0	-100.0	—	-100.0
Sales to List Price Ratio	0.0	94.7	96.7	98.2	90.3	—	95.6
Median Days on Market	0.0	99.0	91.0	169.0	128.0	—	0.5

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

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

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

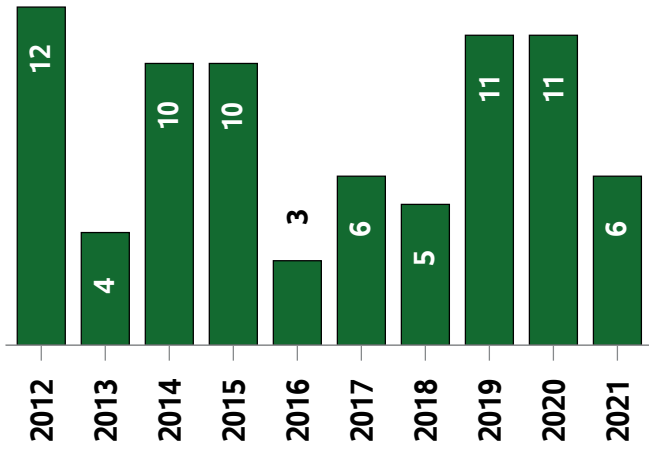
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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

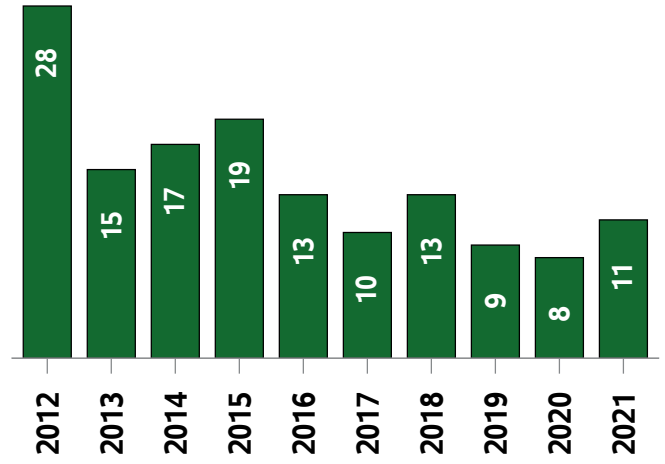
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Trail MLS® Residential Market Activity

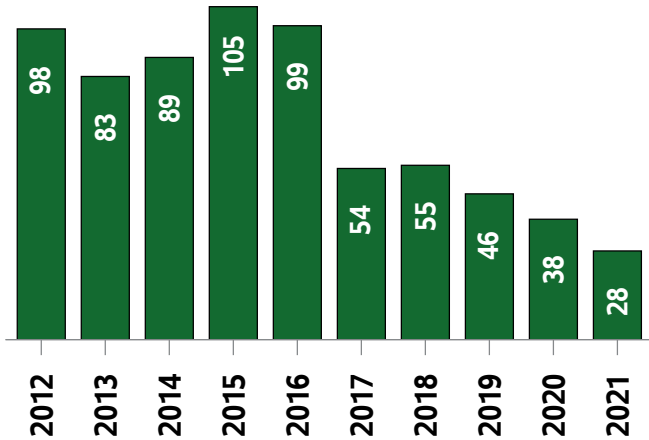
Sales Activity (January only)



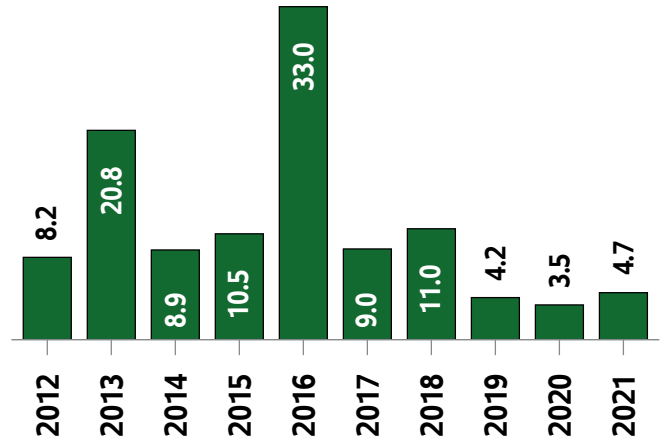
New Listings (January only)



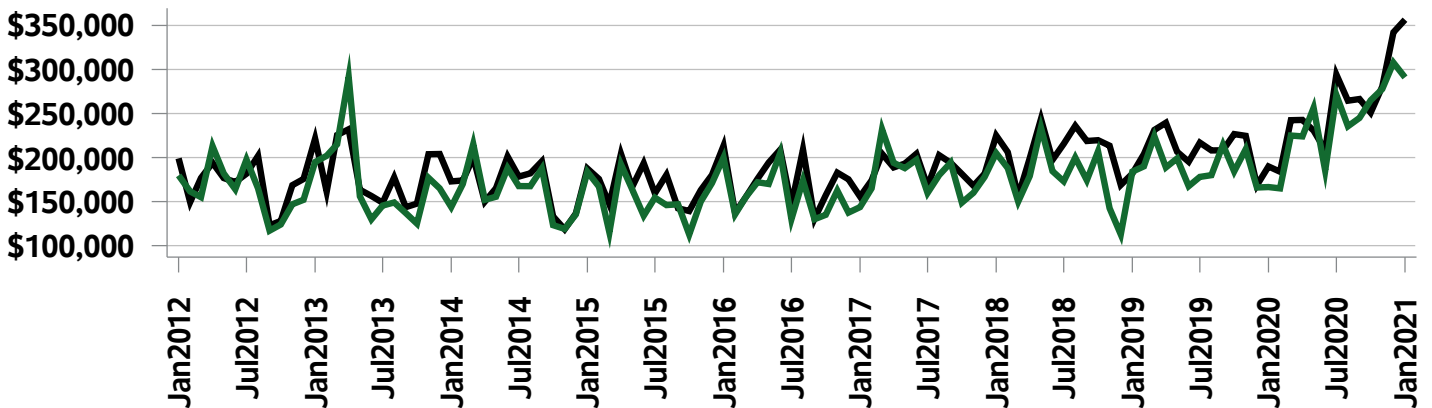
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Trail

MLS® Residential Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	6	-45.5	-45.5	20.0	100.0	-40.0	500.0
Dollar Volume	\$2,139,000	2.4	7.0	90.1	234.2	23.7	1,728.2
New Listings	11	37.5	22.2	-15.4	-15.4	-35.3	-45.0
Active Listings	28	-26.3	-39.1	-49.1	-71.7	-68.5	47.4
Sales to New Listings Ratio ¹	54.5	137.5	122.2	38.5	23.1	58.8	5.0
Months of Inventory ²	4.7	3.5	4.2	11.0	33.0	8.9	19.0
Average Price	\$356,500	87.7	96.1	58.4	67.1	106.2	204.7
Median Price	\$291,000	74.8	58.2	42.0	45.5	102.4	148.7
Sales to List Price Ratio	101.0	92.5	93.3	96.3	88.7	93.4	96.7
Median Days on Market	91.5	84.0	111.0	50.0	57.0	208.5	14.0

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

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

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

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

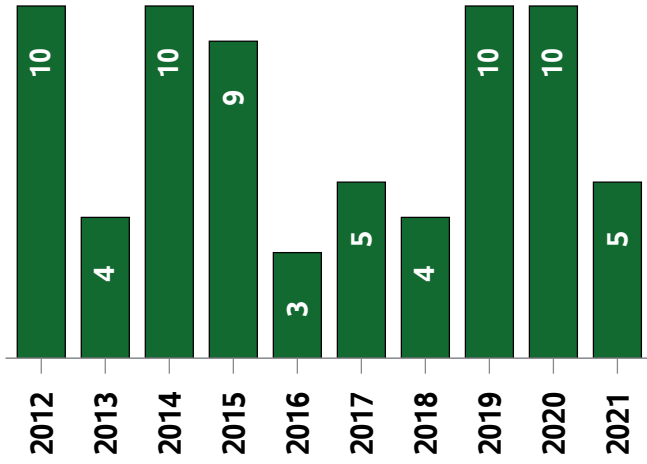
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

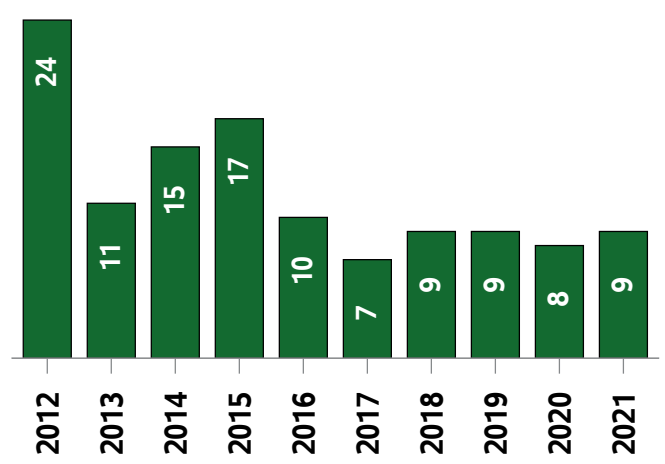
Trail

MLS® Single Family Market Activity

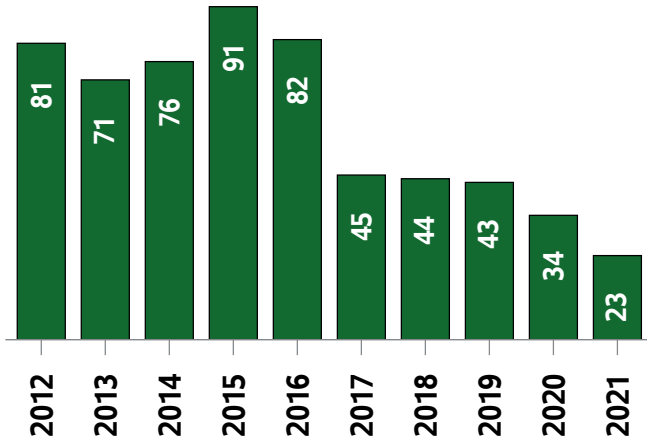
Sales Activity (January only)



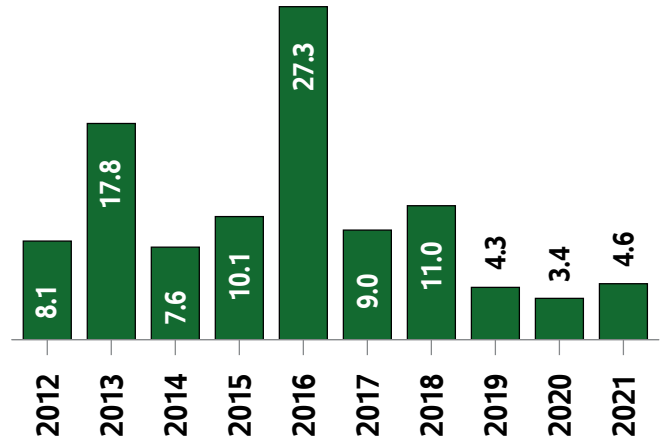
New Listings (January only)



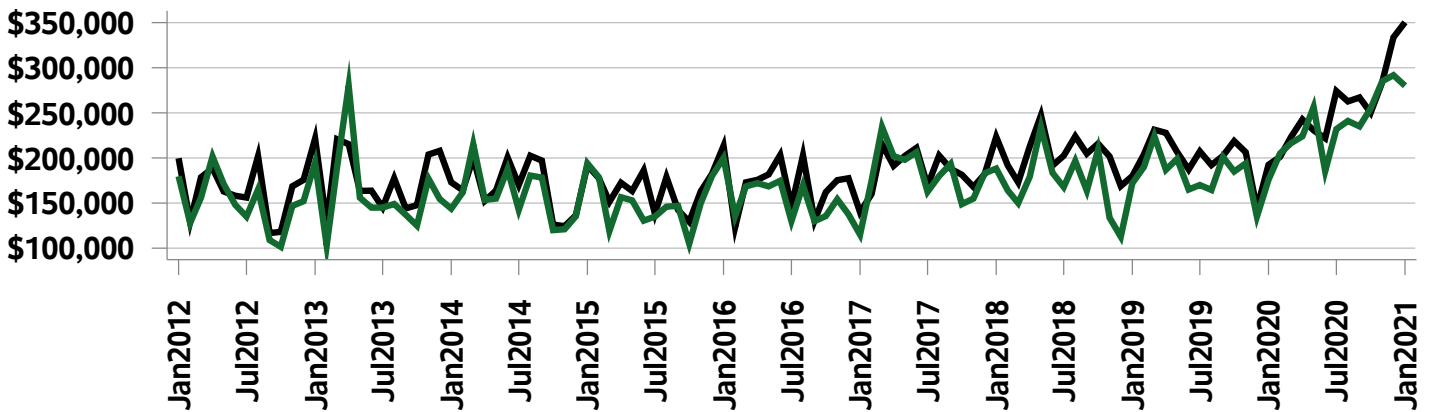
Active Listings (January only)



Months of Inventory (January only)



Average Price and Median Price



Trail

MLS® Single Family Market Activity

Actual	January 2021	Compared to ⁶					
		January 2020	January 2019	January 2018	January 2016	January 2014	January 2011
Sales Activity	5	-50.0	-50.0	25.0	66.7	-50.0	400.0
Dollar Volume	\$1,752,000	-8.9	-2.6	96.1	173.8	1.3	1,397.4
New Listings	9	12.5	0.0	0.0	-10.0	-40.0	-52.6
Active Listings	23	-32.4	-46.5	-47.7	-72.0	-69.7	27.8
Sales to New Listings Ratio ¹	55.6	125.0	111.1	44.4	30.0	66.7	5.3
Months of Inventory ²	4.6	3.4	4.3	11.0	27.3	7.6	18.0
Average Price	\$350,400	82.1	94.7	56.9	64.2	102.6	199.5
Median Price	\$280,000	59.3	62.8	48.7	40.0	94.7	139.3
Sales to List Price Ratio	101.2	92.6	92.9	96.2	88.7	93.4	96.7
Median Days on Market	98.0	73.5	113.5	70.0	57.0	208.5	14.0

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

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

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

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

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

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