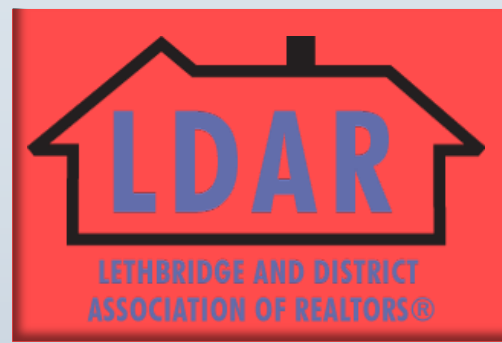


# M



**Established 1956**

A  
Y

### Membership of 337 licensees:

261 from Lethbridge and 76 from Rural

\*\*\*\*\*

### 52 offices

25 City and 27 Rural

\*\*\*\*\*

31

### 31 Contract Subscribers:

43 Matrix users and 28 Supra users

2

0

1

9



# Statistics

May 31, 2019

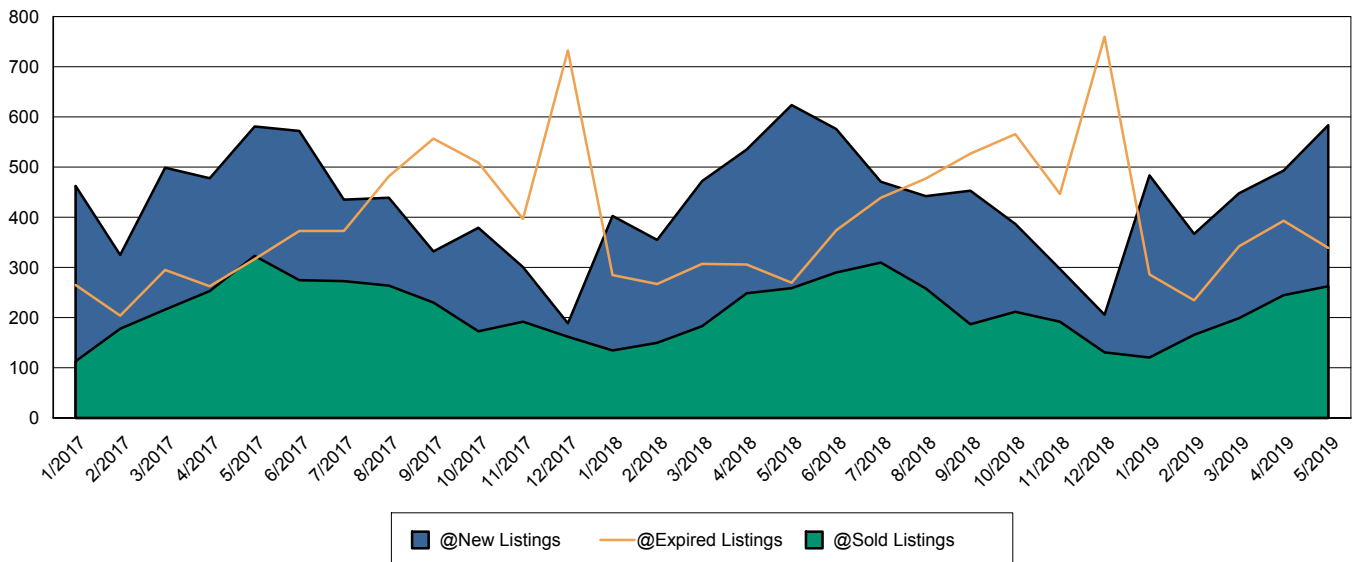
*To support and engage REALTORS® in the Lethbridge area utilizing the LDAR MLS® System and relevant technologies while advancing professionalism* Mission Statement



**Lethbridge and District  
MLS® Statistic Report  
May 2019**

|                              | 2019          | 2018          | 2017          | %Inc/Dec |
|------------------------------|---------------|---------------|---------------|----------|
| Total # of Listing Month     | 549           | 624           | 581           | -12.02%  |
| Total # of Listing YTD       | 2,280         | 2,389         | 2,346         | -4.56%   |
| Total # of Expired Month     | 88            | 57            | 99            | 54.39%   |
| Total # of Expired YTD       | 485           | 384           | 398           | 26.30%   |
| Total # of Sold Month        | 258           | 258           | 323           | 0.00%    |
| Total # of Sold YTD          | 986           | 970           | 1,076         | 1.65%    |
| Total Sales Volume Month     | \$75,254,896  | \$72,537,255  | \$92,357,590  | 3.75%    |
| Total Sales Volume YTD       | \$287,758,816 | \$269,436,081 | \$298,361,857 | 6.80%    |
| <b>Total Current Actives</b> | 2,011         |               |               |          |

**3 Year Activity**



| Number of Units Sold By Price | 2019  |      | 2018  |      |
|-------------------------------|-------|------|-------|------|
|                               | Month | Year | Month | Year |
| \$49,999 OR UNDER             | 3     | 17   | 10    | 30   |
| \$50,000 - \$99,999           | 18    | 54   | 16    | 49   |
| \$100,000 - \$119,999         | 7     | 30   | 4     | 33   |
| \$120,000 - \$139,999         | 4     | 27   | 4     | 38   |
| \$140,000 - \$159,999         | 9     | 34   | 8     | 31   |
| \$160,000 - \$179,999         | 14    | 52   | 9     | 39   |
| \$180,000 - \$199,999         | 12    | 34   | 11    | 59   |
| \$200,000 - \$219,999         | 8     | 60   | 16    | 55   |
| \$220,000 - \$239,999         | 21    | 76   | 17    | 75   |
| \$240,000 - \$259,999         | 22    | 74   | 23    | 72   |
| \$260,000 - \$279,999         | 16    | 70   | 20    | 87   |
| \$280,000 - \$299,999         | 26    | 80   | 21    | 53   |
| \$300,000 - \$319,999         | 15    | 63   | 22    | 65   |
| \$320,000 - \$339,999         | 18    | 54   | 19    | 60   |
| \$340,000 - \$359,999         | 13    | 48   | 14    | 43   |
| \$360,000 - \$379,999         | 13    | 51   | 9     | 33   |
| \$380,000 - \$399,999         | 6     | 34   | 5     | 20   |
| \$400,000 - \$449,999         | 9     | 43   | 14    | 48   |
| \$450,000 - \$499,999         | 8     | 24   | 7     | 32   |
| \$500,000 - \$749,999         | 10    | 44   | 8     | 36   |
| \$750,000 - \$999,999         | 3     | 12   | 0     | 5    |
| \$1,000,000 Or Over           | 3     | 5    | 1     | 7    |

**MLS® Detailed Sheet**  
**Lethbridge and District**  
**May 2019**

|                        | \$ Value of Units Sold<br>for Current Month | # of Units Sold for<br>Current Month | # of New Listings for<br>Current Month | # of Active Listings<br>End of Current Month |
|------------------------|---|--------------------------------------|--|--|
| <b>Residential</b>     |   |                                      |  |  |
| Single Family          | \$56,623,750                                | 193                                  | 375                                    | 1,043  |
| Other                  | \$12,240,771                                | 55                                   | 143                                    | 446  |
| Vacant Land            | \$389,500                                   | 4                                    | 33                                     | 284  |
| <b>Total</b>           | <b>\$69,254,021</b>                         | <b>252</b>                           | <b>551</b>                             | <b>1,773</b>                                 |
| <b>Non-Residential</b> |   |                                      |  |  |
| Farm                   | \$5,253,875                                 | 4                                    | 8                                      | 45   |
| Commercial             | \$747,000                                   | 2                                    | 25                                     | 184  |
| Multi-Family           |   | 0                                    | 2                                      | 9  |
| <b>Total</b>           | <b>\$6,000,875</b>                          | <b>6</b>                             | <b>35</b>                              | <b>238</b>                                   |
| <b>Grand Totals</b>    | <b>\$75,254,896</b>                         | <b>258</b>                           | <b>586</b>                             | <b>2,011</b>                                 |

| <b>Number of Residential Units Sold According to Price Category:</b> |    |                       |    |                       |    |
|--|----|-----------------------|----|-----------------------|----|
| \$049,999 OR UNDER   | 3  | \$050,000 - \$99,999  | 18 | \$100,000 - \$149,999 | 15 |
| \$150,000 - \$199,999  | 31 | \$200,000 - \$249,999 | 42 | \$250,000 - \$299,999 | 51 |
| \$300,000 - \$349,999  | 37 | \$350,000 - \$399,999 | 27 | \$400,000 - \$449,999 | 8  |
| \$450,000 - \$499,999  | 8  | \$500,000 - \$549,999 | 4  | \$550,000 - \$599,999 | 3  |
| \$600,000 - \$649,999  | 1  | \$650,000 - \$699,999 | 1  | \$700,000 - \$749,999 | 0  |
| \$750,000 - \$799,999  | 1  | \$800,000 - \$899,999 | 2  | \$900,000 - \$999,999 | 0  |
| Over \$1,000,000   | 0  |                       |    |                       |    |

**Lethbridge and District  
MLS® Statistic Report  
May 2019**

| Area          | 2019     |     |       |     |           |      |                |           | 2018     |     |       |     |           |      |                |           |
|---------------|----------|-----|-------|-----|-----------|------|----------------|-----------|----------|-----|-------|-----|-----------|------|----------------|-----------|
|               | Listings |     | Sales |     | S/L Ratio |      | Avg Sale Price |           | Listings |     | Sales |     | S/L Ratio |      | Avg Sale Price |           |
|               | Mnth     | YTD | Mnth  | YTD | Mnth      | YTD  | Mnth           | YTD       | Mnth     | YTD | Mnth  | YTD | Mnth      | YTD  | Mnth           | YTD       |
| Barons        | 0        | 3   | 1     | 2   |           | 66%  | \$35,000       | \$87,500  | 0        | 2   | 1     | 2   |           | 100% | \$23,500       | \$84,250  |
| Bassano       | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Bow Island    | 0        | 2   | 0     | 0   |           | 0%   | \$0            | \$0       | 0        | 3   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Brooks        | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Burdett       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 1   |           | 100% | \$0            | \$172,500 |
| Cardston      | 12       | 36  | 3     | 10  | 25%       | 27%  | \$253,333      | \$281,616 | 4        | 29  | 1     | 11  | 25%       | 37%  | \$259,000      | \$207,445 |
| Carmangay     | 0        | 5   | 0     | 0   |           | 0%   | \$0            | \$0       | 0        | 2   | 1     | 2   |           | 100% | \$50,000       | \$165,000 |
| Champion      | 0        | 4   | 0     | 1   |           | 25%  | \$0            | \$280,000 | 2        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Claresholm    | 6        | 20  | 6     | 10  | 100%      | 50%  | \$163,000      | \$191,100 | 6        | 21  | 1     | 6   | 16%       | 28%  | \$214,000      | \$218,917 |
| Coaldale      | 21       | 110 | 12    | 49  | 57%       | 44%  | \$238,542      | \$239,406 | 32       | 125 | 15    | 58  | 46%       | 46%  | \$281,833      | \$276,760 |
| Coutts        | 1        | 5   | 2     | 3   | 200%      | 60%  | \$84,500       | \$78,667  | 5        | 6   | 0     | 2   | 0%        | 33%  | \$0            | \$49,000  |
| Cowley        | 1        | 4   | 0     | 1   | 0%        | 25%  | \$0            | \$170,000 | 1        | 2   | 1     | 1   | 100%      | 50%  | \$24,000       | \$24,000  |
| Foremost      | 0        | 1   | 1     | 2   |           | 200% | \$120,000      | \$260,000 | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Fort MacLeod  | 22       | 58  | 6     | 26  | 27%       | 44%  | \$187,742      | \$192,917 | 16       | 52  | 6     | 15  | 37%       | 28%  | \$280,167      | \$214,200 |
| Glenwood      | 0        | 5   | 0     | 2   |           | 40%  | \$0            | \$91,500  | 3        | 5   | 0     | 1   | 0%        | 20%  | \$0            | \$75,000  |
| Granum        | 3        | 13  | 1     | 4   | 33%       | 30%  | \$100,000      | \$142,375 | 3        | 10  | 0     | 1   | 0%        | 10%  | \$0            | \$30,000  |
| Grassy Lake   | 2        | 5   | 0     | 1   | 0%        | 20%  | \$0            | \$114,000 | 0        | 4   | 1     | 3   |           | 75%  | \$207,500      | \$189,833 |
| Hill Spring   | 6        | 11  | 0     | 1   | 0%        | 9%   | \$0            | \$365,000 | 4        | 9   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Lomond        | 2        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Magrath       | 4        | 22  | 1     | 5   | 25%       | 22%  | \$275,000      | \$249,000 | 17       | 53  | 2     | 11  | 11%       | 20%  | \$175,750      | \$271,727 |
| Milk River    | 5        | 11  | 1     | 3   | 20%       | 27%  | \$90,000       | \$97,000  | 0        | 11  | 1     | 1   |           | 9%   | \$55,000       | \$55,000  |
| Nanton        | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 1        | 1   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Nobleford     | 4        | 18  | 4     | 15  | 100%      | 83%  | \$254,125      | \$298,100 | 7        | 23  | 0     | 9   | 0%        | 39%  | \$0            | \$222,389 |
| Okotoks       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Picture Butte | 7        | 27  | 2     | 12  | 28%       | 44%  | \$272,500      | \$214,542 | 9        | 27  | 0     | 16  | 0%        | 59%  | \$0            | \$208,594 |
| Pincher Creek | 13       | 54  | 6     | 25  | 46%       | 46%  | \$236,250      | \$260,117 | 21       | 44  | 6     | 14  | 28%       | 31%  | \$245,083      | \$252,214 |
| Raymond       | 5        | 50  | 4     | 14  | 80%       | 28%  | \$190,750      | \$177,393 | 11       | 45  | 8     | 22  | 72%       | 48%  | \$164,206      | \$196,894 |
| Stavelly      | 1        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 0        | 6   | 0     | 1   |           | 16%  | \$0            | \$16,000  |
| Stirling      | 3        | 17  | 1     | 6   | 33%       | 35%  | \$350,000      | \$225,667 | 6        | 15  | 1     | 6   | 16%       | 40%  | \$60,000       | \$265,250 |
| Strathmore    | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Taber         | 30       | 110 | 13    | 43  | 43%       | 39%  | \$245,885      | \$265,326 | 36       | 143 | 13    | 44  | 36%       | 30%  | \$251,585      | \$232,316 |
| Vauxhall      | 3        | 28  | 3     | 4   | 100%      | 14%  | \$126,167      | \$144,625 | 5        | 18  | 5     | 8   | 100%      | 44%  | \$181,200      | \$165,488 |
| Vulcan        | 1        | 1   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Warner        | 1        | 7   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 3        | 6   | 0     | 1   | 0%        | 16%  | \$0            | \$160,000 |
| Coalhurst     | 10       | 39  | 1     | 13  | 10%       | 33%  | \$270,000      | \$273,215 | 12       | 29  | 5     | 19  | 41%       | 65%  | \$241,360      | \$254,692 |
| Barnwell      | 2        | 7   | 1     | 4   | 50%       | 57%  | \$221,500      | \$215,625 | 3        | 10  | 0     | 2   | 0%        | 20%  | \$0            | \$532,500 |

**Lethbridge and District  
MLS® Statistic Report  
May 2019**

| Area                  | 2019     |     |       |     |           |      |                |           | 2018     |     |       |     |           |      |                |           |
|-----------------------|----------|-----|-------|-----|-----------|------|----------------|-----------|----------|-----|-------|-----|-----------|------|----------------|-----------|
|                       | Listings |     | Sales |     | S/L Ratio |      | Avg Sale Price |           | Listings |     | Sales |     | S/L Ratio |      | Avg Sale Price |           |
|                       | Mnth     | YTD | Mnth  | YTD | Mnth      | YTD  | Mnth           | YTD       | Mnth     | YTD | Mnth  | YTD | Mnth      | YTD  | Mnth           | YTD       |
| Aetna                 | 1        | 2   | 0     | 1   | 0%        | 50%  | \$0            | \$270,000 | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Beaver Mines          | 0        | 2   | 0     | 1   |           | 50%  | \$0            | \$266,000 | 0        | 2   | 1     | 2   |           | 100% | \$140,000      | \$357,500 |
| Beazer                | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Chin                  | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| De Winton             | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Del Bonita            | 0        | 1   | 1     | 1   |           | 100% | \$64,000       | \$64,000  | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Diamond City          | 2        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 1        | 6   | 0     | 2   | 0%        | 33%  | \$0            | \$137,625 |
| Enchant               | 2        | 4   | 0     | 2   | 0%        | 50%  | \$0            | \$323,500 | 2        | 6   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Gem                   | 0        | 1   | 0     | 1   |           | 100% | \$0            | \$100,000 | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Hays                  | 1        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 1        | 2   | 0     | 2   | 0%        | 100% | \$0            | \$245,000 |
| Iron Springs          | 0        | 2   | 0     | 1   |           | 50%  | \$0            | \$177,500 | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Lowland Heights       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Lundbreck             | 3        | 8   | 0     | 2   | 0%        | 25%  | \$0            | \$169,000 | 3        | 7   | 1     | 2   | 33%       | 28%  | \$26,500       | \$35,750  |
| Monarch               | 1        | 2   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 1        | 4   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Mountain View         | 1        | 3   | 1     | 1   | 100%      | 33%  | \$190,000      | \$190,000 | 2        | 3   | 1     | 2   | 50%       | 66%  | \$389,000      | \$372,000 |
| Purple Springs        | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Scandia               | 0        | 2   | 0     | 0   |           | 0%   | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Shaughnessy           | 0        | 3   | 0     | 2   |           | 66%  | \$0            | \$40,500  | 1        | 4   | 0     | 1   | 0%        | 25%  | \$0            | \$105,500 |
| Spring Coulee         | 2        | 2   | 1     | 1   | 50%       | 50%  | \$387,500      | \$387,500 | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Turin                 | 0        | 2   | 0     | 1   |           | 50%  | \$0            | \$427,000 | 1        | 1   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Waterton Park         | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Welling               | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 2   |           | 200% | \$0            | \$289,250 |
| Wrentham              | 1        | 1   | 0     | 0   | 0%        | 0%   | \$0            | \$0       | 0        | 1   | 0     | 1   |           | 100% | \$0            | \$142,000 |
| Kimball               | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 1        | 1   | 0     | 0   | 0%        | 0%   | \$0            | \$0       |
| Leavitt               | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Woolford              | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       |
| Moon River Es         | 1        | 3   | 0     | 1   | 0%        | 33%  | \$0            | \$300,000 | 0        | 3   | 0     | 1   |           | 33%  | \$0            | \$429,900 |
| Orton                 | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 1   |           | 100% | \$0            | \$550,000 |
| Parkland              | 0        | 0   | 0     | 0   |           |      | \$0            | \$0       | 0        | 1   | 0     | 0   |           | 0%   | \$0            | \$0       |
| Lethbridge City North | 60       | 316 | 39    | 153 | 65%       | 48%  | \$236,708      | \$237,873 | 74       | 299 | 32    | 142 | 43%       | 47%  | \$250,803      | \$244,118 |
| Lethbridge City South | 98       | 339 | 43    | 184 | 43%       | 54%  | \$323,379      | \$315,066 | 83       | 388 | 53    | 176 | 63%       | 45%  | \$308,490      | \$305,996 |
| Lethbridge City West  | 124      | 570 | 82    | 280 | 66%       | 49%  | \$313,217      | \$316,637 | 137      | 566 | 82    | 273 | 59%       | 48%  | \$304,896      | \$296,603 |
| Blairmore             | 13       | 40  | 4     | 16  | 30%       | 40%  | \$181,625      | \$220,938 | 14       | 68  | 5     | 19  | 35%       | 27%  | \$105,120      | \$121,876 |
| Bellevue              | 2        | 17  | 1     | 7   | 50%       | 41%  | \$159,000      | \$199,286 | 9        | 25  | 4     | 12  | 44%       | 48%  | \$173,250      | \$199,217 |
| Coleman               | 8        | 48  | 3     | 18  | 37%       | 37%  | \$277,333      | \$215,694 | 15       | 59  | 4     | 19  | 26%       | 32%  | \$158,750      | \$232,457 |
| Frank                 | 0        | 3   | 0     | 0   |           | 0%   | \$0            | \$0       | 1        | 4   | 0     | 1   | 0%        | 25%  | \$0            | \$60,000  |
| Hillcrest             | 1        | 9   | 1     | 4   | 100%      | 44%  | \$93,000       | \$147,600 | 5        | 15  | 1     | 5   | 20%       | 33%  | \$395,000      | \$203,700 |

**Lethbridge and District  
MLS® Statistic Report  
May 2019**

| Area                    | 2019       |              |            |            |            |            |                |                | 2018       |              |            |            |            |            |                 |                  |
|-------------------------|------------|--------------|------------|------------|------------|------------|----------------|----------------|------------|--------------|------------|------------|------------|------------|-----------------|------------------|
|                         | Listings   |              | Sales      |            | S/L Ratio  |            | Avg Sale Price |                | Listings   |              | Sales      |            | S/L Ratio  |            | Avg Sale Price  |                  |
|                         | Mnth       | YTD          | Mnth       | YTD        | Mnth       | YTD        | Mnth           | YTD            | Mnth       | YTD          | Mnth       | YTD        | Mnth       | YTD        | Mnth            | YTD              |
| Rural Cardston County   | 2          | 4            | 1          | 2          | 50%        | 50%        | \$485,000      | \$410,000      | 2          | 5            | 0          | 1          | 0%         | 20%        | \$0             | \$125,500        |
| Rural Forty Mile County | 0          | 0            | 0          | 0          |            |            | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| Rural Lethbridge County | 6          | 19           | 1          | 6          | 16%        | 31%        | \$799,900      | \$483,733      | 8          | 20           | 1          | 5          | 12%        | 25%        | \$145,000       | \$591,050        |
| Rural Pincher Creek MD  | 7          | 19           | 4          | 10         | 57%        | 52%        | \$338,250      | \$363,100      | 10         | 19           | 0          | 11         | 0%         | 57%        | \$0             | \$61,227         |
| Rural Taber M.D.        | 1          | 4            | 0          | 0          | 0%         | 0%         | \$0            | \$0            | 1          | 5            | 0          | 1          | 0%         | 20%        | \$0             | \$315,000        |
| Rural Vulcan County     | 0          | 0            | 0          | 0          |            |            | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| Rural Warner County     | 2          | 2            | 0          | 0          | 0%         | 0%         | \$0            | \$0            | 1          | 6            | 1          | 3          | 100%       | 50%        | \$300,000       | \$257,667        |
| Rural Willow Creek M.D. | 3          | 8            | 0          | 2          | 0%         | 25%        | \$0            | \$295,000      | 3          | 10           | 0          | 1          | 0%         | 10%        | \$0             | \$317,200        |
| Rural Crowsnest Pass    | 2          | 6            | 1          | 1          | 50%        | 16%        | \$669,000      | \$669,000      | 1          | 6            | 0          | 0          | 0%         | 0%         | \$0             | \$0              |
| Rolling Hills           | 0          | 0            | 0          | 0          |            |            | \$0            | \$0            | 0          | 1            | 0          | 0          |            | 0%         | \$0             | \$0              |
| Castle Mountain Resort  | 0          | 0            | 0          | 0          |            |            | \$0            | \$0            | 1          | 2            | 0          | 1          | 0%         | 50%        | \$0             | \$544,000        |
| Elkwater                | 1          | 3            | 0          | 0          | 0%         | 0%         | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| Out of Board Area       | 2          | 6            | 0          | 0          | 0%         | 0%         | \$0            | \$0            | 0          | 1            | 0          | 0          |            | 0%         | \$0             | \$0              |
| Rural Cypress County    | 1          | 1            | 0          | 0          | 0%         | 0%         | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| Little Bow              | 0          | 0            | 0          | 0          |            |            | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| Lake Newell Resort      | 0          | 0            | 0          | 1          |            |            | \$0            | \$500,000      | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| MacGregor Lake          | 0          | 1            | 0          | 0          |            | 0%         | \$0            | \$0            | 0          | 0            | 0          | 0          |            |            | \$0             | \$0              |
| <b>Total</b>            | <b>513</b> | <b>2,136</b> | <b>252</b> | <b>955</b> | <b>49%</b> | <b>44%</b> | <b>91,469</b>  | <b>133,374</b> | <b>585</b> | <b>2,251</b> | <b>254</b> | <b>943</b> | <b>43%</b> | <b>41%</b> | <b>\$60,122</b> | <b>\$123,112</b> |

**01/01/2019 to 06/01/2019**

|                               | Residential  | Commercial | Multifamily | Farm      | Total        |
|-------------------------------|--------------|------------|-------------|-----------|--------------|
| <b>Active</b>                 | 1,314        | 88         | 7           | 23        | 1,432        |
| <b>Cancelled</b>              | 298          | 19         | 0           | 2         | 319          |
| <b>Conditional</b>            | 29           | 1          | 2           | 2         | 34           |
| <b>Expired</b>                | 439          | 32         | 4           | 10        | 485          |
| <b>Sold</b>                   | 955          | 17         | 3           | 11        | 986          |
| <b>Temporarily Off Market</b> | 1            | 0          | 0           | 0         | 1            |
| <b>Withdrawn</b>              | 0            | 1          | 0           | 0         | 1            |
| <b>Total</b>                  | <b>3,036</b> | <b>158</b> | <b>16</b>   | <b>48</b> | <b>3,258</b> |

## Cardston County

## Comparative Activity By Property Type for May 2019

|                               | Current Month |           |       | Year to Date |             |       |
|-------------------------------|---------------|-----------|-------|--------------|-------------|-------|
|                               | 2019          | 2018      | % Chg | 2019         | 2018        | % Chg |
| <b>Single Family Detached</b> |               |           |       |              |             |       |
| Units Listed                  | 14            | 20        | -30%  | 54           | 63          | -14%  |
| Units Sold                    | 4             | 2         | 100%  | 15           | 22          | -32%  |
| Sell/List Ratio               | 29%           | 10%       |       | 28%          | 35%         |       |
| Sales Dollars                 | \$749,000     | \$351,500 | 113%  | \$3,560,163  | \$4,979,900 | -29%  |
| Avg Price/Units               | \$187,250     | \$175,750 | 7%    | \$237,344    | \$226,359   | 5%    |
| List Price on Sales           | \$833,400     | \$384,900 | 117%  | \$3,778,200  | \$5,249,200 | -28%  |
| Price Ratio                   | -10%          | -9%       |       | -6%          | -5%         |       |
| Days To Sell                  | 201           | 143       | 41%   | 135          | 102         | 32%   |
| <b>Mobile Home</b>            |               |           |       |              |             |       |
| Units Listed                  | 0             | 0         | 0%    | 0            | 1           | 0%    |
| Units Sold                    | 0             | 0         | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%        |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%        |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0         | 0%    | 0            | 0           | 0%    |
| <b>Mobile With Land</b>       |               |           |       |              |             |       |
| Units Listed                  | 1             | 0         | 0%    | 1            | 0           | 0%    |
| Units Sold                    | 0             | 0         | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%        |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%        |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0         | 0%    | 0            | 0           | 0%    |
| <b>Townhouse</b>              |               |           |       |              |             |       |
| Units Listed                  | 0             | 0         | 0%    | 0            | 2           | 0%    |
| Units Sold                    | 0             | 0         | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%        |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0       | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%        |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0         | 0%    | 0            | 0           | 0%    |
| <b>Half Duplex</b>            |               |           |       |              |             |       |
| Units Listed                  | 0             | 0         | 0%    | 1            | 0           | 0%    |
| Units Sold                    | 0             | 0         | 0%    | 1            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%        |       | 100%         | 0%          |       |
| Sales Dollars                 | \$0           | \$0       | 0%    | \$355,000    | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0       | 0%    | \$355,000    | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0       | 0%    | \$374,000    | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%        |       | -5%          | 0%          |       |
| Days To Sell                  | 0             | 0         | 0%    | 35           | 0           | 0%    |

## Cardston County

## Comparative Activity By Property Type for May 2019

|                               | Current Month |             |       | Year to Date |             |        |
|-------------------------------|---------------|-------------|-------|--------------|-------------|--------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg  |
| <b>Vacant Lot(s)/Land</b>     |               |             |       |              |             |        |
| Units Listed                  | 5             | 5           | 0%    | 15           | 25          | -40%   |
| Units Sold                    | 1             | 0           | 0%    | 2            | 1           | 100%   |
| Sell/List Ratio               | 20%           | 0%          |       | 13%          | 4%          |        |
| Sales Dollars                 | \$190,000     | \$0         | 0%    | \$228,000    | \$75,000    | 204%   |
| Avg Price/Units               | \$190,000     | \$0         | 0%    | \$114,000    | \$75,000    | 52%    |
| List Price on Sales           | \$219,900     | \$0         | 0%    | \$264,900    | \$79,900    | 232%   |
| Price Ratio                   | -14%          | 0%          |       | -14%         | -6%         |        |
| Days To Sell                  | 255           | 0           | 0%    | 647          | 22          | 2,841% |
| <b>Recreational</b>           |               |             |       |              |             |        |
| Units Listed                  | 0             | 0           | 0%    | 2            | 0           | 0%     |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0           | 0%     |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%          |        |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0         | 0%     |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0         | 0%     |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0         | 0%     |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%          |        |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0           | 0%     |
| <b>Others</b>                 |               |             |       |              |             |        |
| Units Listed                  | 9             | 8           | 13%   | 18           | 16          | 13%    |
| Units Sold                    | 3             | 2           | 50%   | 6            | 5           | 20%    |
| Sell/List Ratio               | 33%           | 25%         |       | 33%          | 31%         |        |
| Sales Dollars                 | \$1,222,500   | \$648,000   | 89%   | \$2,197,500  | \$1,739,000 | 26%    |
| Avg Price/Units               | \$407,500     | \$324,000   | 26%   | \$366,250    | \$347,800   | 5%     |
| List Price on Sales           | \$1,298,900   | \$668,900   | 94%   | \$2,360,400  | \$1,848,800 | 28%    |
| Price Ratio                   | -6%           | -3%         |       | -7%          | -6%         |        |
| Days To Sell                  | 70            | 61          | 16%   | 103          | 153         | -33%   |
| <b>Cardston County Totals</b> |               |             |       |              |             |        |
| Units Listed                  | 29            | 33          | -12%  | 91           | 107         | -15%   |
| Units Sold                    | 8             | 4           | 100%  | 24           | 28          | -14%   |
| Sell/List Ratio               | 28%           | 12%         |       | 26%          | 26%         |        |
| Sales Dollars                 | \$2,161,500   | \$999,500   | 116%  | \$6,340,663  | \$6,793,900 | -7%    |
| Avg Price/Units               | \$270,188     | \$249,875   | 8%    | \$264,194    | \$242,639   | 9%     |
| List Price on Sales           | \$2,352,200   | \$1,053,800 | 123%  | \$6,777,500  | \$7,177,900 | -6%    |
| Price Ratio                   | -8%           | -5%         |       | -6%          | -5%         |        |
| Days To Sell                  | 158           | 102         | 56%   | 165          | 108         | 53%    |



**Cypress County**  
**Comparative Activity By Property Type for May 2019**

|                                | Current Month |      |       | Year to Date |      |       |
|--------------------------------|---------------|------|-------|--------------|------|-------|
|                                | 2019          | 2018 | % Chg | 2019         | 2018 | % Chg |
| <b>Single Family Detached</b>  |               |      |       |              |      |       |
| Units Listed                   | 1             | 0    | 0%    | 1            | 0    | 0%    |
| Units Sold                     | 0             | 0    | 0%    | 0            | 0    | 0%    |
| Sell/List Ratio                | 0%            | 0%   |       | 0%           | 0%   |       |
| Sales Dollars                  | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Avg Price/Units                | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| List Price on Sales            | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Price Ratio                    | 0%            | 0%   |       | 0%           | 0%   |       |
| Days To Sell                   | 0             | 0    | 0%    | 0            | 0    | 0%    |
| <b>Others</b>                  |               |      |       |              |      |       |
| Units Listed                   | 1             | 0    | 0%    | 3            | 0    | 0%    |
| Units Sold                     | 0             | 0    | 0%    | 0            | 0    | 0%    |
| Sell/List Ratio                | 0%            | 0%   |       | 0%           | 0%   |       |
| Sales Dollars                  | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Avg Price/Units                | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| List Price on Sales            | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Price Ratio                    | 0%            | 0%   |       | 0%           | 0%   |       |
| Days To Sell                   | 0             | 0    | 0%    | 0            | 0    | 0%    |
| <b>Cypress County Totals</b>   |               |      |       |              |      |       |
| Units Listed                   | 2             | 0    | 0%    | 4            | 0    | 0%    |
| Units Sold                     | 0             | 0    | 0%    | 0            | 0    | 0%    |
| Sell/List Ratio                | 0%            | 0%   |       | 0%           | 0%   |       |
| Sales Dollars                  | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Avg Price/Units                | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| List Price on Sales            | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Price Ratio                    | 0%            | 0%   |       | 0%           | 0%   |       |
| Days To Sell                   | 0             | 0    | 0%    | 0            | 0    | 0%    |
| <b>Others</b>                  |               |      |       |              |      |       |
| Units Listed                   | 0             | 0    | 0%    | 0            | 1    | 0%    |
| Units Sold                     | 0             | 0    | 0%    | 0            | 0    | 0%    |
| Sell/List Ratio                | 0%            | 0%   |       | 0%           | 0%   |       |
| Sales Dollars                  | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Avg Price/Units                | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| List Price on Sales            | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Price Ratio                    | 0%            | 0%   |       | 0%           | 0%   |       |
| Days To Sell                   | 0             | 0    | 0%    | 0            | 0    | 0%    |
| <b>Foothills County Totals</b> |               |      |       |              |      |       |
| Units Listed                   | 0             | 0    | 0%    | 0            | 1    | 0%    |
| Units Sold                     | 0             | 0    | 0%    | 0            | 0    | 0%    |
| Sell/List Ratio                | 0%            | 0%   |       | 0%           | 0%   |       |
| Sales Dollars                  | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Avg Price/Units                | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| List Price on Sales            | \$0           | \$0  | 0%    | \$0          | \$0  | 0%    |
| Price Ratio                    | 0%            | 0%   |       | 0%           | 0%   |       |
| Days To Sell                   | 0             | 0    | 0%    | 0            | 0    | 0%    |

**Forty Mile County**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |      |       | Year to Date |           |       |
|-------------------------------|---------------|------|-------|--------------|-----------|-------|
|                               | 2019          | 2018 | % Chg | 2019         | 2018      | % Chg |
| <b>Single Family Detached</b> |               |      |       |              |           |       |
| Units Listed                  | 0             | 0    | 0%    | 3            | 4         | -25%  |
| Units Sold                    | 1             | 0    | 0%    | 1            | 1         | 0%    |
| Sell/List Ratio               | 0%            | 0%   |       | 33%          | 25%       |       |
| Sales Dollars                 | \$120,000     | \$0  | 0%    | \$120,000    | \$172,500 | -30%  |
| Avg Price/Units               | \$120,000     | \$0  | 0%    | \$120,000    | \$172,500 | -30%  |
| List Price on Sales           | \$125,000     | \$0  | 0%    | \$125,000    | \$184,500 | -32%  |
| Price Ratio                   | -4%           | 0%   |       | -4%          | -7%       |       |
| Days To Sell                  | 31            | 0    | 0%    | 31           | 45        | -31%  |
| <b>Half Duplex</b>            |               |      |       |              |           |       |
| Units Listed                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Vacant Lot(s)/Land</b>     |               |      |       |              |           |       |
| Units Listed                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Recreational</b>           |               |      |       |              |           |       |
| Units Listed                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Others</b>                 |               |      |       |              |           |       |
| Units Listed                  | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                    | 0             | 0    | 0%    | 1            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0  | 0%    | \$400,000    | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0  | 0%    | \$400,000    | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0  | 0%    | \$420,000    | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%   |       | -5%          | 0%        |       |
| Days To Sell                  | 0             | 0    | 0%    | 131          | 0         | 0%    |

**Forty Mile County**  
**Comparative Activity By Property Type for May 2019**

|                                 | Current Month |      |       | Year to Date |           |       |
|---------------------------------|---------------|------|-------|--------------|-----------|-------|
|                                 | 2019          | 2018 | % Chg | 2019         | 2018      | % Chg |
| <b>Forty Mile County Totals</b> |               |      |       |              |           |       |
| Units Listed                    | 0             | 0    | 0%    | 3            | 4         | -25%  |
| Units Sold                      | 1             | 0    | 0%    | 2            | 1         | 100%  |
| Sell/List Ratio                 | 0%            | 0%   |       | 67%          | 25%       |       |
| Sales Dollars                   | \$120,000     | \$0  | 0%    | \$520,000    | \$172,500 | 201%  |
| Avg Price/Units                 | \$120,000     | \$0  | 0%    | \$260,000    | \$172,500 | 51%   |
| List Price on Sales             | \$125,000     | \$0  | 0%    | \$545,000    | \$184,500 | 195%  |
| Price Ratio                     | -4%           | 0%   |       | -5%          | -7%       |       |
| Days To Sell                    | 31            | 0    | 0%    | 81           | 45        | 80%   |
| <b>Single Family Detached</b>   |               |      |       |              |           |       |
| Units Listed                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                      | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio                 | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                   | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units                 | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales             | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                     | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>I.D. Waterton Totals</b>     |               |      |       |              |           |       |
| Units Listed                    | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Units Sold                      | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio                 | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars                   | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units                 | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales             | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                     | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell                    | 0             | 0    | 0%    | 0            | 0         | 0%    |

**Lethbridge City**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |              |       | Year to Date  |               |       |
|-------------------------------|---------------|--------------|-------|---------------|---------------|-------|
|                               | 2019          | 2018         | % Chg | 2019          | 2018          | % Chg |
| <b>Single Family Detached</b> |               |              |       |               |               |       |
| Units Listed                  | 218           | 211          | 3%    | 926           | 883           | 5%    |
| Units Sold                    | 128           | 131          | -2%   | 471           | 439           | 7%    |
| Sell/List Ratio               | 59%           | 62%          |       | 51%           | 50%           |       |
| Sales Dollars                 | \$42,370,300  | \$41,659,655 | 2%    | \$155,235,336 | \$140,016,398 | 11%   |
| Avg Price/Units               | \$331,018     | \$318,013    | 4%    | \$329,587     | \$318,944     | 3%    |
| List Price on Sales           | \$43,573,046  | \$42,597,472 | 2%    | \$160,063,427 | \$143,286,063 | 12%   |
| Price Ratio                   | -3%           | -2%          |       | -3%           | -2%           |       |
| Days To Sell                  | 72            | 60           | 21%   | 81            | 71            | 14%   |
| <b>Apartment Unit</b>         |               |              |       |               |               |       |
| Units Listed                  | 26            | 23           | 13%   | 104           | 100           | 4%    |
| Units Sold                    | 15            | 14           | 7%    | 44            | 47            | -6%   |
| Sell/List Ratio               | 58%           | 61%          |       | 42%           | 47%           |       |
| Sales Dollars                 | \$2,156,400   | \$2,883,650  | -25%  | \$7,153,412   | \$8,704,800   | -18%  |
| Avg Price/Units               | \$143,760     | \$205,975    | -30%  | \$162,578     | \$185,209     | -12%  |
| List Price on Sales           | \$2,254,800   | \$2,996,855  | -25%  | \$7,483,700   | \$9,024,700   | -17%  |
| Price Ratio                   | -4%           | -4%          |       | -4%           | -4%           |       |
| Days To Sell                  | 93            | 51           | 84%   | 92            | 72            | 28%   |
| <b>Mobile Home</b>            |               |              |       |               |               |       |
| Units Listed                  | 12            | 10           | 20%   | 30            | 45            | -33%  |
| Units Sold                    | 4             | 4            | 0%    | 15            | 21            | -29%  |
| Sell/List Ratio               | 33%           | 40%          |       | 50%           | 47%           |       |
| Sales Dollars                 | \$292,400     | \$362,500    | -19%  | \$1,178,800   | \$2,046,000   | -42%  |
| Avg Price/Units               | \$73,100      | \$90,625     | -19%  | \$78,587      | \$97,429      | -19%  |
| List Price on Sales           | \$305,400     | \$387,700    | -21%  | \$1,245,500   | \$2,194,600   | -43%  |
| Price Ratio                   | -4%           | -6%          |       | -5%           | -7%           |       |
| Days To Sell                  | 62            | 54           | 16%   | 95            | 50            | 88%   |
| <b>Modular Home</b>           |               |              |       |               |               |       |
| Units Listed                  | 0             | 0            | 0%    | 1             | 1             | 0%    |
| Units Sold                    | 0             | 0            | 0%    | 0             | 1             | 0%    |
| Sell/List Ratio               | 0%            | 0%           |       | 0%            | 100%          |       |
| Sales Dollars                 | \$0           | \$0          | 0%    | \$0           | \$127,000     | 0%    |
| Avg Price/Units               | \$0           | \$0          | 0%    | \$0           | \$127,000     | 0%    |
| List Price on Sales           | \$0           | \$0          | 0%    | \$0           | \$128,000     | 0%    |
| Price Ratio                   | 0%            | 0%           |       | 0%            | -1%           |       |
| Days To Sell                  | 0             | 0            | 0%    | 0             | 314           | 0%    |
| <b>Townhouse</b>              |               |              |       |               |               |       |
| Units Listed                  | 23            | 27           | -15%  | 95            | 107           | -11%  |
| Units Sold                    | 7             | 8            | -13%  | 37            | 36            | 3%    |
| Sell/List Ratio               | 30%           | 30%          |       | 39%           | 34%           |       |
| Sales Dollars                 | \$1,680,400   | \$1,944,000  | -14%  | \$7,890,631   | \$7,872,000   | 0%    |
| Avg Price/Units               | \$240,057     | \$243,000    | -1%   | \$213,260     | \$218,667     | -2%   |
| List Price on Sales           | \$1,744,400   | \$1,992,700  | -12%  | \$8,144,994   | \$8,125,955   | 0%    |
| Price Ratio                   | -4%           | -2%          |       | -3%           | -3%           |       |
| Days To Sell                  | 89            | 84           | 6%    | 72            | 79            | -9%   |

**Lethbridge City**  
**Comparative Activity By Property Type for May 2019**

|                     | Current Month |             |       | Year to Date |             |       |
|---------------------|---------------|-------------|-------|--------------|-------------|-------|
|                     | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Half Duplex</b>  |               |             |       |              |             |       |
| Units Listed        | 14            | 13          | 8%    | 73           | 60          | 22%   |
| Units Sold          | 6             | 9           | -33%  | 33           | 41          | -20%  |
| Sell/List Ratio     | 43%           | 69%         |       | 45%          | 68%         |       |
| Sales Dollars       | \$1,550,171   | \$2,197,300 | -29%  | \$7,863,631  | \$9,413,550 | -16%  |
| Avg Price/Units     | \$258,362     | \$244,144   | 6%    | \$238,292    | \$229,599   | 4%    |
| List Price on Sales | \$1,583,698   | \$2,266,900 | -30%  | \$8,074,697  | \$9,713,505 | -17%  |
| Price Ratio         | -2%           | -3%         |       | -3%          | -3%         |       |
| Days To Sell        | 43            | 71          | -40%  | 74           | 69          | 7%    |
| <b>Full Duplex</b>  |               |             |       |              |             |       |
| Units Listed        | 1             | 3           | -67%  | 8            | 3           | 167%  |
| Units Sold          | 0             | 0           | 0%    | 2            | 0           | 0%    |
| Sell/List Ratio     | 0%            | 0%          |       | 25%          | 0%          |       |
| Sales Dollars       | \$0           | \$0         | 0%    | \$771,000    | \$0         | 0%    |
| Avg Price/Units     | \$0           | \$0         | 0%    | \$385,500    | \$0         | 0%    |
| List Price on Sales | \$0           | \$0         | 0%    | \$784,400    | \$0         | 0%    |
| Price Ratio         | 0%            | 0%          |       | -2%          | 0%          |       |
| Days To Sell        | 0             | 0           | 0%    | 11           | 0           | 0%    |
| <b>Fourplex</b>     |               |             |       |              |             |       |
| Units Listed        | 1             | 6           | -83%  | 20           | 24          | -17%  |
| Units Sold          | 3             | 1           | 200%  | 13           | 5           | 160%  |
| Sell/List Ratio     | 300%          | 17%         |       | 65%          | 21%         |       |
| Sales Dollars       | \$697,000     | \$635,000   | 10%   | \$3,027,800  | \$1,837,700 | 65%   |
| Avg Price/Units     | \$232,333     | \$635,000   | -63%  | \$232,908    | \$367,540   | -37%  |
| List Price on Sales | \$724,700     | \$664,900   | 9%    | \$3,125,150  | \$1,892,700 | 65%   |
| Price Ratio         | -4%           | -4%         |       | -3%          | -3%         |       |
| Days To Sell        | 119           | 16          | 644%  | 89           | 56          | 59%   |
| <b>Fiveplex</b>     |               |             |       |              |             |       |
| Units Listed        | 0             | 0           | 0%    | 1            | 1           | 0%    |
| Units Sold          | 0             | 1           | 0%    | 1            | 1           | 0%    |
| Sell/List Ratio     | 0%            | 0%          |       | 100%         | 100%        |       |
| Sales Dollars       | \$0           | \$330,000   | 0%    | \$540,000    | \$330,000   | 64%   |
| Avg Price/Units     | \$0           | \$330,000   | 0%    | \$540,000    | \$330,000   | 64%   |
| List Price on Sales | \$0           | \$349,900   | 0%    | \$580,000    | \$349,900   | 66%   |
| Price Ratio         | 0%            | -6%         |       | -7%          | -6%         |       |
| Days To Sell        | 0             | 69          | 0%    | 37           | 69          | -46%  |
| <b>Sixplex</b>      |               |             |       |              |             |       |
| Units Listed        | 1             | 0           | 0%    | 1            | 0           | 0%    |
| Units Sold          | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio     | 0%            | 0%          |       | 0%           | 0%          |       |
| Sales Dollars       | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units     | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Price Ratio         | 0%            | 0%          |       | 0%           | 0%          |       |
| Days To Sell        | 0             | 0           | 0%    | 0            | 0           | 0%    |

**Lethbridge City**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |              |       | Year to Date  |               |       |
|-------------------------------|---------------|--------------|-------|---------------|---------------|-------|
|                               | 2019          | 2018         | % Chg | 2019          | 2018          | % Chg |
| <b>Vacant Lot(s)/Land</b>     |               |              |       |               |               |       |
| Units Listed                  | 6             | 2            | 200%  | 16            | 31            | -48%  |
| Units Sold                    | 1             | 0            | 0%    | 3             | 2             | 50%   |
| Sell/List Ratio               | 17%           | 0%           |       | 19%           | 6%            |       |
| Sales Dollars                 | \$74,000      | \$0          | 0%    | \$653,500     | \$460,000     | 42%   |
| Avg Price/Units               | \$74,000      | \$0          | 0%    | \$217,833     | \$230,000     | -5%   |
| List Price on Sales           | \$84,900      | \$0          | 0%    | \$669,400     | \$460,500     | 45%   |
| Price Ratio                   | -13%          | 0%           |       | -2%           | 0%            |       |
| Days To Sell                  | 141           | 0            | 0%    | 62            | 387           | -84%  |
| <b>Others</b>                 |               |              |       |               |               |       |
| Units Listed                  | 0             | 0            | 0%    | 1             | 2             | -50%  |
| Units Sold                    | 0             | 0            | 0%    | 0             | 0             | 0%    |
| Sell/List Ratio               | 0%            | 0%           |       | 0%            | 0%            |       |
| Sales Dollars                 | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Avg Price/Units               | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| List Price on Sales           | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Price Ratio                   | 0%            | 0%           |       | 0%            | 0%            |       |
| Days To Sell                  | 0             | 0            | 0%    | 0             | 0             | 0%    |
| <b>Lethbridge City Totals</b> |               |              |       |               |               |       |
| Units Listed                  | 302           | 295          | 2%    | 1,276         | 1,257         | 2%    |
| Units Sold                    | 164           | 168          | -2%   | 619           | 593           | 4%    |
| Sell/List Ratio               | 54%           | 57%          |       | 49%           | 47%           |       |
| Sales Dollars                 | \$48,820,671  | \$50,012,105 | -2%   | \$184,314,110 | \$170,807,448 | 8%    |
| Avg Price/Units               | \$297,687     | \$297,691    | 0%    | \$297,761     | \$288,040     | 3%    |
| List Price on Sales           | \$50,270,944  | \$51,256,427 | -2%   | \$190,171,268 | \$175,175,923 | 9%    |
| Price Ratio                   | -3%           | -2%          |       | -3%           | -2%           |       |
| Days To Sell                  | 75            | 61           | 24%   | 81            | 72            | 12%   |

**Lethbridge County**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |             |       | Year to Date |              |       |
|-------------------------------|---------------|-------------|-------|--------------|--------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018         | % Chg |
| <b>Single Family Detached</b> |               |             |       |              |              |       |
| Units Listed                  | 31            | 47          | -34%  | 142          | 155          | -8%   |
| Units Sold                    | 15            | 13          | 15%   | 75           | 84           | -11%  |
| Sell/List Ratio               | 48%           | 28%         |       | 53%          | 54%          |       |
| Sales Dollars                 | \$3,842,500   | \$3,920,800 | -2%   | \$20,025,300 | \$23,035,599 | -13%  |
| Avg Price/Units               | \$256,167     | \$301,600   | -15%  | \$267,004    | \$274,233    | -3%   |
| List Price on Sales           | \$3,935,100   | \$4,011,655 | -2%   | \$20,768,950 | \$23,721,206 | -12%  |
| Price Ratio                   | -2%           | -2%         |       | -4%          | -3%          |       |
| Days To Sell                  | 93            | 54          | 74%   | 92           | 69           | 33%   |
| <b>Apartment Unit</b>         |               |             |       |              |              |       |
| Units Listed                  | 1             | 0           | 0%    | 1            | 2            | -50%  |
| Units Sold                    | 0             | 0           | 0%    | 0            | 2            | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 100%         |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$267,000    | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$133,500    | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$275,800    | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | -3%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 242          | 0%    |
| <b>Mobile Home</b>            |               |             |       |              |              |       |
| Units Listed                  | 2             | 4           | -50%  | 13           | 17           | -24%  |
| Units Sold                    | 2             | 2           | 0%    | 9            | 7            | 29%   |
| Sell/List Ratio               | 100%          | 50%         |       | 69%          | 41%          |       |
| Sales Dollars                 | \$184,000     | \$179,500   | 3%    | \$613,400    | \$566,400    | 8%    |
| Avg Price/Units               | \$92,000      | \$89,750    | 3%    | \$68,156     | \$80,914     | -16%  |
| List Price on Sales           | \$197,900     | \$191,900   | 3%    | \$668,000    | \$602,100    | 11%   |
| Price Ratio                   | -7%           | -6%         |       | -8%          | -6%          |       |
| Days To Sell                  | 105           | 31          | 243%  | 57           | 64           | -10%  |
| <b>Mobile With Land</b>       |               |             |       |              |              |       |
| Units Listed                  | 1             | 0           | 0%    | 6            | 1            | 500%  |
| Units Sold                    | 1             | 0           | 0%    | 2            | 2            | 0%    |
| Sell/List Ratio               | 100%          | 0%          |       | 33%          | 200%         |       |
| Sales Dollars                 | \$163,000     | \$0         | 0%    | \$375,000    | \$302,000    | 24%   |
| Avg Price/Units               | \$163,000     | \$0         | 0%    | \$187,500    | \$151,000    | 24%   |
| List Price on Sales           | \$170,000     | \$0         | 0%    | \$389,900    | \$296,900    | 31%   |
| Price Ratio                   | -4%           | 0%          |       | -4%          | 2%           |       |
| Days To Sell                  | 78            | 0           | 0%    | 142          | 45           | 216%  |
| <b>Modular Home</b>           |               |             |       |              |              |       |
| Units Listed                  | 1             | 0           | 0%    | 1            | 0            | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0            | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%           |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%           |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0            | 0%    |

**Lethbridge County**  
**Comparative Activity By Property Type for May 2019**

|                           | Current Month |           |       | Year to Date |           |       |
|---------------------------|---------------|-----------|-------|--------------|-----------|-------|
|                           | 2019          | 2018      | % Chg | 2019         | 2018      | % Chg |
| <b>Townhouse</b>          |               |           |       |              |           |       |
| Units Listed              | 1             | 1         | 0%    | 13           | 4         | 225%  |
| Units Sold                | 0             | 1         | 0%    | 6            | 2         | 200%  |
| Sell/List Ratio           | 0%            | 100%      |       | 46%          | 50%       |       |
| Sales Dollars             | \$0           | \$222,000 | 0%    | \$1,209,000  | \$349,500 | 246%  |
| Avg Price/Units           | \$0           | \$222,000 | 0%    | \$201,500    | \$174,750 | 15%   |
| List Price on Sales       | \$0           | \$222,000 | 0%    | \$1,246,100  | \$356,900 | 249%  |
| Price Ratio               | 0%            | 0%        |       | -3%          | -2%       |       |
| Days To Sell              | 0             | 136       | 0%    | 64           | 112       | -43%  |
| <b>Half Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 2             | 0         | 0%    | 8            | 5         | 60%   |
| Units Sold                | 0             | 2         | 0%    | 0            | 5         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 100%      |       |
| Sales Dollars             | \$0           | \$379,500 | 0%    | \$0          | \$953,000 | 0%    |
| Avg Price/Units           | \$0           | \$189,750 | 0%    | \$0          | \$190,600 | 0%    |
| List Price on Sales       | \$0           | \$382,400 | 0%    | \$0          | \$970,700 | 0%    |
| Price Ratio               | 0%            | -1%       |       | 0%           | -2%       |       |
| Days To Sell              | 0             | 34        | 0%    | 0            | 26        | 0%    |
| <b>Full Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 0             | 2         | 0%    | 2            | 2         | 0%    |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |
| <b>Fourplex</b>           |               |           |       |              |           |       |
| Units Listed              | 0             | 0         | 0%    | 4            | 3         | 33%   |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |
| <b>Vacant Lot(s)/Land</b> |               |           |       |              |           |       |
| Units Listed              | 3             | 11        | -73%  | 19           | 30        | -37%  |
| Units Sold                | 1             | 2         | -50%  | 3            | 3         | 0%    |
| Sell/List Ratio           | 33%           | 18%       |       | 16%          | 10%       |       |
| Sales Dollars             | \$62,500      | \$111,000 | -44%  | \$370,000    | \$211,000 | 75%   |
| Avg Price/Units           | \$62,500      | \$55,500  | 13%   | \$123,333    | \$70,333  | 75%   |
| List Price on Sales       | \$62,500      | \$118,500 | -47%  | \$381,900    | \$224,400 | 70%   |
| Price Ratio               | 0%            | -6%       |       | -3%          | -6%       |       |
| Days To Sell              | 730           | 123       | 496%  | 823          | 101       | 715%  |



**Lethbridge County**  
**Comparative Activity By Property Type for May 2019**

|                                 | Current Month |             |       | Year to Date |              |       |
|---------------------------------|---------------|-------------|-------|--------------|--------------|-------|
|                                 | 2019          | 2018        | % Chg | 2019         | 2018         | % Chg |
| <b>Others</b>                   |               |             |       |              |              |       |
| Units Listed                    | 13            | 8           | 63%   | 28           | 26           | 8%    |
| Units Sold                      | 2             | 2           | 0%    | 6            | 7            | -14%  |
| Sell/List Ratio                 | 15%           | 25%         |       | 21%          | 27%          |       |
| Sales Dollars                   | \$1,276,900   | \$790,000   | 62%   | \$3,498,900  | \$4,050,250  | -14%  |
| Avg Price/Units                 | \$638,450     | \$395,000   | 62%   | \$583,150    | \$578,607    | 1%    |
| List Price on Sales             | \$1,279,800   | \$820,800   | 56%   | \$3,628,700  | \$4,267,200  | -15%  |
| Price Ratio                     | 0%            | -4%         |       | -4%          | -5%          |       |
| Days To Sell                    | 13            | 720         | -98%  | 127          | 483          | -74%  |
| <b>Lethbridge County Totals</b> |               |             |       |              |              |       |
| Units Listed                    | 55            | 73          | -25%  | 237          | 245          | -3%   |
| Units Sold                      | 21            | 22          | -5%   | 101          | 112          | -10%  |
| Sell/List Ratio                 | 38%           | 30%         |       | 43%          | 46%          |       |
| Sales Dollars                   | \$5,528,900   | \$5,602,800 | -1%   | \$26,091,600 | \$29,734,749 | -12%  |
| Avg Price/Units                 | \$263,281     | \$254,673   | 3%    | \$258,333    | \$265,489    | -3%   |
| List Price on Sales             | \$5,645,300   | \$5,747,255 | -2%   | \$27,083,550 | \$30,715,206 | -12%  |
| Price Ratio                     | -2%           | -3%         |       | -4%          | -3%          |       |
| Days To Sell                    | 116           | 120         | -3%   | 112          | 97           | 15%   |

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**Comparative Activity By Property Type for May 2019**

|                               | Current Month |             |       | Year to Date |              |        |
|-------------------------------|---------------|-------------|-------|--------------|--------------|--------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018         | % Chg  |
| <b>Single Family Detached</b> |               |             |       |              |              |        |
| Units Listed                  | 32            | 37          | -14%  | 117          | 143          | -18%   |
| Units Sold                    | 14            | 16          | -13%  | 45           | 52           | -13%   |
| Sell/List Ratio               | 44%           | 43%         |       | 38%          | 36%          |        |
| Sales Dollars                 | \$3,186,500   | \$3,739,100 | -15%  | \$11,362,000 | \$11,437,300 | -1%    |
| Avg Price/Units               | \$227,607     | \$233,694   | -3%   | \$252,489    | \$219,948    | 15%    |
| List Price on Sales           | \$3,365,675   | \$3,903,800 | -14%  | \$11,962,775 | \$11,995,200 | 0%     |
| Price Ratio                   | -5%           | -4%         |       | -5%          | -5%          |        |
| Days To Sell                  | 130           | 85          | 52%   | 181          | 104          | 74%    |
| <b>Apartment Unit</b>         |               |             |       |              |              |        |
| Units Listed                  | 0             | 1           | 0%    | 1            | 3            | -67%   |
| Units Sold                    | 2             | 0           | 0%    | 4            | 1            | 300%   |
| Sell/List Ratio               | 0%            | 0%          |       | 400%         | 33%          |        |
| Sales Dollars                 | \$375,000     | \$0         | 0%    | \$640,000    | \$183,000    | 250%   |
| Avg Price/Units               | \$187,500     | \$0         | 0%    | \$160,000    | \$183,000    | -13%   |
| List Price on Sales           | \$404,000     | \$0         | 0%    | \$685,900    | \$189,000    | 263%   |
| Price Ratio                   | -7%           | 0%          |       | -7%          | -3%          |        |
| Days To Sell                  | 205           | 0           | 0%    | 541          | 20           | 2,605% |
| <b>Mobile With Land</b>       |               |             |       |              |              |        |
| Units Listed                  | 0             | 0           | 0%    | 1            | 0            | 0%     |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0            | 0%     |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%           |        |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%           |        |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0            | 0%     |
| <b>Townhouse</b>              |               |             |       |              |              |        |
| Units Listed                  | 0             | 0           | 0%    | 0            | 0            | 0%     |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0            | 0%     |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%           |        |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0          | 0%     |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%           |        |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0            | 0%     |
| <b>Half Duplex</b>            |               |             |       |              |              |        |
| Units Listed                  | 0             | 0           | 0%    | 3            | 4            | -25%   |
| Units Sold                    | 1             | 1           | 0%    | 1            | 1            | 0%     |
| Sell/List Ratio               | 0%            | 0%          |       | 33%          | 25%          |        |
| Sales Dollars                 | \$235,000     | \$164,000   | 43%   | \$235,000    | \$164,000    | 43%    |
| Avg Price/Units               | \$235,000     | \$164,000   | 43%   | \$235,000    | \$164,000    | 43%    |
| List Price on Sales           | \$244,900     | \$174,900   | 40%   | \$244,900    | \$174,900    | 40%    |
| Price Ratio                   | -4%           | -6%         |       | -4%          | -6%          |        |
| Days To Sell                  | 93            | 62          | 50%   | 93           | 62           | 50%    |

## MD of Taber

## Comparative Activity By Property Type for May 2019

|                           | Current Month |          |       | Year to Date |          |       |
|---------------------------|---------------|----------|-------|--------------|----------|-------|
|                           | 2019          | 2018     | % Chg | 2019         | 2018     | % Chg |
| <b>Full Duplex</b>        |               |          |       |              |          |       |
| Units Listed              | 0             | 0        | 0%    | 1            | 2        | -50%  |
| Units Sold                | 0             | 0        | 0%    | 0            | 0        | 0%    |
| Sell/List Ratio           | 0%            | 0%       |       | 0%           | 0%       |       |
| Sales Dollars             | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Avg Price/Units           | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| List Price on Sales       | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Price Ratio               | 0%            | 0%       |       | 0%           | 0%       |       |
| Days To Sell              | 0             | 0        | 0%    | 0            | 0        | 0%    |
| <b>Fourplex</b>           |               |          |       |              |          |       |
| Units Listed              | 0             | 1        | 0%    | 1            | 1        | 0%    |
| Units Sold                | 0             | 0        | 0%    | 0            | 0        | 0%    |
| Sell/List Ratio           | 0%            | 0%       |       | 0%           | 0%       |       |
| Sales Dollars             | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Avg Price/Units           | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| List Price on Sales       | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Price Ratio               | 0%            | 0%       |       | 0%           | 0%       |       |
| Days To Sell              | 0             | 0        | 0%    | 0            | 0        | 0%    |
| <b>Fiveplex</b>           |               |          |       |              |          |       |
| Units Listed              | 0             | 0        | 0%    | 0            | 1        | 0%    |
| Units Sold                | 0             | 0        | 0%    | 0            | 0        | 0%    |
| Sell/List Ratio           | 0%            | 0%       |       | 0%           | 0%       |       |
| Sales Dollars             | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Avg Price/Units           | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| List Price on Sales       | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Price Ratio               | 0%            | 0%       |       | 0%           | 0%       |       |
| Days To Sell              | 0             | 0        | 0%    | 0            | 0        | 0%    |
| <b>Sixplex</b>            |               |          |       |              |          |       |
| Units Listed              | 0             | 0        | 0%    | 0            | 1        | 0%    |
| Units Sold                | 0             | 0        | 0%    | 0            | 0        | 0%    |
| Sell/List Ratio           | 0%            | 0%       |       | 0%           | 0%       |       |
| Sales Dollars             | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Avg Price/Units           | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| List Price on Sales       | \$0           | \$0      | 0%    | \$0          | \$0      | 0%    |
| Price Ratio               | 0%            | 0%       |       | 0%           | 0%       |       |
| Days To Sell              | 0             | 0        | 0%    | 0            | 0        | 0%    |
| <b>Vacant Lot(s)/Land</b> |               |          |       |              |          |       |
| Units Listed              | 6             | 2        | 200%  | 28           | 14       | 100%  |
| Units Sold                | 0             | 1        | 0%    | 0            | 1        | 0%    |
| Sell/List Ratio           | 0%            | 50%      |       | 0%           | 7%       |       |
| Sales Dollars             | \$0           | \$21,000 | 0%    | \$0          | \$21,000 | 0%    |
| Avg Price/Units           | \$0           | \$21,000 | 0%    | \$0          | \$21,000 | 0%    |
| List Price on Sales       | \$0           | \$21,000 | 0%    | \$0          | \$21,000 | 0%    |
| Price Ratio               | 0%            | 0%       |       | 0%           | 0%       |       |
| Days To Sell              | 0             | 86       | 0%    | 0            | 86       | 0%    |

**MD of Taber**  
**Comparative Activity By Property Type for May 2019**

|                           | Current Month |             |       | Year to Date |              |       |
|---------------------------|---------------|-------------|-------|--------------|--------------|-------|
|                           | 2019          | 2018        | % Chg | 2019         | 2018         | % Chg |
| <b>Others</b>             |               |             |       |              |              |       |
| Units Listed              | 5             | 7           | -29%  | 13           | 23           | -43%  |
| Units Sold                | 0             | 1           | 0%    | 4            | 5            | -20%  |
| Sell/List Ratio           | 0%            | 14%         |       | 31%          | 22%          |       |
| Sales Dollars             | \$0           | \$460,000   | 0%    | \$1,374,000  | \$2,180,000  | -37%  |
| Avg Price/Units           | \$0           | \$460,000   | 0%    | \$343,500    | \$436,000    | -21%  |
| List Price on Sales       | \$0           | \$489,000   | 0%    | \$1,456,900  | \$2,298,900  | -37%  |
| Price Ratio               | 0%            | -6%         |       | -6%          | -5%          |       |
| Days To Sell              | 0             | 221         | 0%    | 227          | 160          | 42%   |
| <b>MD of Taber Totals</b> |               |             |       |              |              |       |
| Units Listed              | 43            | 48          | -10%  | 165          | 192          | -14%  |
| Units Sold                | 17            | 19          | -11%  | 54           | 60           | -10%  |
| Sell/List Ratio           | 40%           | 40%         |       | 33%          | 31%          |       |
| Sales Dollars             | \$3,796,500   | \$4,384,100 | -13%  | \$13,611,000 | \$13,985,300 | -3%   |
| Avg Price/Units           | \$223,324     | \$230,742   | -3%   | \$252,056    | \$233,088    | 8%    |
| List Price on Sales       | \$4,014,575   | \$4,588,700 | -13%  | \$14,350,475 | \$14,679,000 | -2%   |
| Price Ratio               | -5%           | -4%         |       | -5%          | -5%          |       |
| Days To Sell              | 136           | 91          | 50%   | 209          | 106          | 97%   |

**MD Pincher Creek**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |             |       | Year to Date |             |       |
|-------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Single Family Detached</b> |               |             |       |              |             |       |
| Units Listed                  | 12            | 22          | -45%  | 48           | 40          | 20%   |
| Units Sold                    | 7             | 6           | 17%   | 26           | 14          | 86%   |
| Sell/List Ratio               | 58%           | 27%         |       | 54%          | 35%         |       |
| Sales Dollars                 | \$1,715,500   | \$1,470,500 | 17%   | \$6,481,750  | \$3,531,000 | 84%   |
| Avg Price/Units               | \$245,071     | \$245,083   | 0%    | \$249,298    | \$252,214   | -1%   |
| List Price on Sales           | \$1,783,790   | \$1,560,000 | 14%   | \$6,858,390  | \$3,734,800 | 84%   |
| Price Ratio                   | -4%           | -6%         |       | -5%          | -5%         |       |
| Days To Sell                  | 114           | 171         | -33%  | 96           | 152         | -37%  |
| <b>Mobile Home</b>            |               |             |       |              |             |       |
| Units Listed                  | 0             | 2           | 0%    | 4            | 4           | 0%    |
| Units Sold                    | 0             | 1           | 0%    | 2            | 1           | 100%  |
| Sell/List Ratio               | 0%            | 50%         |       | 50%          | 25%         |       |
| Sales Dollars                 | \$0           | \$26,500    | 0%    | \$62,000     | \$26,500    | 134%  |
| Avg Price/Units               | \$0           | \$26,500    | 0%    | \$31,000     | \$26,500    | 17%   |
| List Price on Sales           | \$0           | \$30,000    | 0%    | \$78,750     | \$30,000    | 163%  |
| Price Ratio                   | 0%            | -12%        |       | -21%         | -12%        |       |
| Days To Sell                  | 0             | 145         | 0%    | 33           | 145         | -77%  |
| <b>Mobile With Land</b>       |               |             |       |              |             |       |
| Units Listed                  | 1             | 0           | 0%    | 1            | 1           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 1           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 100%        |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$45,000    | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$45,000    | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$55,000    | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | -18%        |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 43          | 0%    |
| <b>Modular Home</b>           |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| <b>Townhouse</b>              |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 6            | 2           | 200%  |
| Units Sold                    | 0             | 0           | 0%    | 2            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 33%          | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$709,168    | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$354,584    | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$698,000    | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 2%           | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 96           | 0           | 0%    |

## MD Pincher Creek

## Comparative Activity By Property Type for May 2019

|                           | Current Month |           |       | Year to Date |           |       |
|---------------------------|---------------|-----------|-------|--------------|-----------|-------|
|                           | 2019          | 2018      | % Chg | 2019         | 2018      | % Chg |
| <b>Half Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 2             | 0         | 0%    | 2            | 2         | 0%    |
| Units Sold                | 0             | 0         | 0%    | 0            | 1         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 50%       |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$544,000 | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$544,000 | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$595,000 | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | -9%       |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 44        | 0%    |
| <b>Full Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 1             | 0         | 0%    | 1            | 0         | 0%    |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |
| <b>Fourplex</b>           |               |           |       |              |           |       |
| Units Listed              | 0             | 0         | 0%    | 1            | 0         | 0%    |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |
| <b>Vacant Lot(s)/Land</b> |               |           |       |              |           |       |
| Units Listed              | 4             | 0         | 0%    | 10           | 3         | 233%  |
| Units Sold                | 0             | 2         | 0%    | 0            | 2         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 67%       |       |
| Sales Dollars             | \$0           | \$164,000 | 0%    | \$0          | \$164,000 | 0%    |
| Avg Price/Units           | \$0           | \$82,000  | 0%    | \$0          | \$82,000  | 0%    |
| List Price on Sales       | \$0           | \$176,000 | 0%    | \$0          | \$176,000 | 0%    |
| Price Ratio               | 0%            | -7%       |       | 0%           | -7%       |       |
| Days To Sell              | 0             | 152       | 0%    | 0            | 152       | 0%    |
| <b>Recreational</b>       |               |           |       |              |           |       |
| Units Listed              | 2             | 1         | 100%  | 4            | 1         | 300%  |
| Units Sold                | 0             | 0         | 0%    | 1            | 1         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 25%          | 100%      |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$60,000     | \$575,000 | -90%  |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$60,000     | \$575,000 | -90%  |
| List Price on Sales       | \$0           | \$0       | 0%    | \$69,900     | \$640,000 | -89%  |
| Price Ratio               | 0%            | 0%        |       | -14%         | -10%      |       |
| Days To Sell              | 0             | 0         | 0%    | 55           | 166       | -67%  |

**MD Pincher Creek**  
**Comparative Activity By Property Type for May 2019**

|                                | Current Month |             |       | Year to Date |             |       |
|--------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                                | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Others</b>                  |               |             |       |              |             |       |
| Units Listed                   | 3             | 11          | -73%  | 16           | 23          | -30%  |
| Units Sold                     | 3             | 0           | 0%    | 8            | 11          | -27%  |
| Sell/List Ratio                | 100%          | 0%          |       | 50%          | 48%         |       |
| Sales Dollars                  | \$1,055,000   | \$0         | 0%    | \$3,595,000  | \$673,500   | 434%  |
| Avg Price/Units                | \$351,667     | \$0         | 0%    | \$449,375    | \$61,227    | 634%  |
| List Price on Sales            | \$1,092,000   | \$0         | 0%    | \$3,854,000  | \$769,300   | 401%  |
| Price Ratio                    | -3%           | 0%          |       | -7%          | -12%        |       |
| Days To Sell                   | 291           | 0           | 0%    | 214          | 269         | -20%  |
| <b>MD Pincher Creek Totals</b> |               |             |       |              |             |       |
| Units Listed                   | 25            | 36          | -31%  | 93           | 76          | 22%   |
| Units Sold                     | 10            | 9           | 11%   | 39           | 31          | 26%   |
| Sell/List Ratio                | 40%           | 25%         |       | 42%          | 41%         |       |
| Sales Dollars                  | \$2,770,500   | \$1,661,000 | 67%   | \$10,907,918 | \$5,559,000 | 96%   |
| Avg Price/Units                | \$277,050     | \$184,556   | 50%   | \$279,690    | \$179,323   | 56%   |
| List Price on Sales            | \$2,875,790   | \$1,766,000 | 63%   | \$11,559,040 | \$6,000,100 | 93%   |
| Price Ratio                    | -4%           | -6%         |       | -6%          | -7%         |       |
| Days To Sell                   | 167           | 164         | 2%    | 116          | 187         | -38%  |

## MD Willow Creek

## Comparative Activity By Property Type for May 2019

|                               | Current Month |             |       | Year to Date |             |       |
|-------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Single Family Detached</b> |               |             |       |              |             |       |
| Units Listed                  | 26            | 20          | 30%   | 71           | 64          | 11%   |
| Units Sold                    | 13            | 5           | 160%  | 32           | 17          | 88%   |
| Sell/List Ratio               | 50%           | 25%         |       | 45%          | 27%         |       |
| Sales Dollars                 | \$2,204,450   | \$1,353,000 | 63%   | \$5,855,350  | \$3,438,000 | 70%   |
| Avg Price/Units               | \$169,573     | \$270,600   | -37%  | \$182,980    | \$202,235   | -10%  |
| List Price on Sales           | \$2,336,875   | \$1,398,000 | 67%   | \$6,180,130  | \$3,628,400 | 70%   |
| Price Ratio                   | -6%           | -3%         |       | -5%          | -5%         |       |
| Days To Sell                  | 132           | 106         | 24%   | 101          | 114         | -12%  |
| <b>Apartment Unit</b>         |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 1            | 1           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| <b>Mobile Home</b>            |               |             |       |              |             |       |
| Units Listed                  | 0             | 2           | 0%    | 3            | 6           | -50%  |
| Units Sold                    | 0             | 1           | 0%    | 4            | 2           | 100%  |
| Sell/List Ratio               | 0%            | 50%         |       | 133%         | 33%         |       |
| Sales Dollars                 | \$0           | \$107,000   | 0%    | \$389,000    | \$123,500   | 215%  |
| Avg Price/Units               | \$0           | \$107,000   | 0%    | \$97,250     | \$61,750    | 57%   |
| List Price on Sales           | \$0           | \$108,447   | 0%    | \$429,800    | \$128,347   | 235%  |
| Price Ratio                   | 0%            | -1%         |       | -9%          | -4%         |       |
| Days To Sell                  | 0             | 37          | 0%    | 63           | 51          | 23%   |
| <b>Mobile With Land</b>       |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| <b>Modular Home</b>           |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 1            | 0           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 1            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 100%         | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$114,500    | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$114,500    | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$118,000    | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | -3%          | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 39           | 0           | 0%    |



## MD Willow Creek

## Comparative Activity By Property Type for May 2019

|                           | Current Month |      |       | Year to Date |           |       |
|---------------------------|---------------|------|-------|--------------|-----------|-------|
|                           | 2019          | 2018 | % Chg | 2019         | 2018      | % Chg |
| <b>Townhouse</b>          |               |      |       |              |           |       |
| Units Listed              | 0             | 1    | 0%    | 1            | 2         | -50%  |
| Units Sold                | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Half Duplex</b>        |               |      |       |              |           |       |
| Units Listed              | 0             | 1    | 0%    | 1            | 5         | -80%  |
| Units Sold                | 0             | 0    | 0%    | 0            | 1         | 0%    |
| Sell/List Ratio           | 0%            | 0%   |       | 0%           | 20%       |       |
| Sales Dollars             | \$0           | \$0  | 0%    | \$0          | \$200,000 | 0%    |
| Avg Price/Units           | \$0           | \$0  | 0%    | \$0          | \$200,000 | 0%    |
| List Price on Sales       | \$0           | \$0  | 0%    | \$0          | \$215,000 | 0%    |
| Price Ratio               | 0%            | 0%   |       | 0%           | -7%       |       |
| Days To Sell              | 0             | 0    | 0%    | 0            | 86        | 0%    |
| <b>Full Duplex</b>        |               |      |       |              |           |       |
| Units Listed              | 0             | 0    | 0%    | 0            | 1         | 0%    |
| Units Sold                | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Fourplex</b>           |               |      |       |              |           |       |
| Units Listed              | 0             | 0    | 0%    | 0            | 3         | 0%    |
| Units Sold                | 0             | 0    | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%   |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0  | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%   |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0    | 0%    | 0            | 0         | 0%    |
| <b>Vacant Lot(s)/Land</b> |               |      |       |              |           |       |
| Units Listed              | 4             | 0    | 0%    | 9            | 9         | 0%    |
| Units Sold                | 0             | 0    | 0%    | 1            | 1         | 0%    |
| Sell/List Ratio           | 0%            | 0%   |       | 11%          | 11%       |       |
| Sales Dollars             | \$0           | \$0  | 0%    | \$92,500     | \$16,000  | 478%  |
| Avg Price/Units           | \$0           | \$0  | 0%    | \$92,500     | \$16,000  | 478%  |
| List Price on Sales       | \$0           | \$0  | 0%    | \$99,900     | \$16,000  | 524%  |
| Price Ratio               | 0%            | 0%   |       | -7%          | 0%        |       |
| Days To Sell              | 0             | 0    | 0%    | 29           | 9         | 222%  |

## MD Willow Creek

## Comparative Activity By Property Type for May 2019

|                               | Current Month |             |       | Year to Date |             |       |
|-------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Recreational</b>           |               |             |       |              |             |       |
| Units Listed                  | 0             | 1           | 0%    | 0            | 1           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 0           | 0%    |
| <b>Others</b>                 |               |             |       |              |             |       |
| Units Listed                  | 6             | 4           | 50%   | 18           | 16          | 13%   |
| Units Sold                    | 0             | 1           | 0%    | 5            | 5           | 0%    |
| Sell/List Ratio               | 0%            | 25%         |       | 28%          | 31%         |       |
| Sales Dollars                 | \$0           | \$435,000   | 0%    | \$1,935,000  | \$2,092,100 | -8%   |
| Avg Price/Units               | \$0           | \$435,000   | 0%    | \$387,000    | \$418,420   | -8%   |
| List Price on Sales           | \$0           | \$455,000   | 0%    | \$2,034,400  | \$2,189,010 | -7%   |
| Price Ratio                   | 0%            | -4%         |       | -5%          | -4%         |       |
| Days To Sell                  | 0             | 94          | 0%    | 129          | 83          | 56%   |
| <b>MD Willow Creek Totals</b> |               |             |       |              |             |       |
| Units Listed                  | 36            | 29          | 24%   | 105          | 108         | -3%   |
| Units Sold                    | 13            | 7           | 86%   | 43           | 26          | 65%   |
| Sell/List Ratio               | 36%           | 24%         |       | 41%          | 24%         |       |
| Sales Dollars                 | \$2,204,450   | \$1,895,000 | 16%   | \$8,386,350  | \$5,869,600 | 43%   |
| Avg Price/Units               | \$169,573     | \$270,714   | -37%  | \$195,031    | \$225,754   | -14%  |
| List Price on Sales           | \$2,336,875   | \$1,961,447 | 19%   | \$8,862,230  | \$6,176,757 | 43%   |
| Price Ratio                   | -6%           | -3%         |       | -5%          | -5%         |       |
| Days To Sell                  | 132           | 95          | 39%   | 97           | 98          | -1%   |

**Munic of Crowsnest Pass**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |             |       | Year to Date |             |       |
|-------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Single Family Detached</b> |               |             |       |              |             |       |
| Units Listed                  | 20            | 25          | -20%  | 84           | 97          | -13%  |
| Units Sold                    | 7             | 8           | -13%  | 36           | 38          | -5%   |
| Sell/List Ratio               | 35%           | 32%         |       | 43%          | 39%         |       |
| Sales Dollars                 | \$1,916,500   | \$1,638,000 | 17%   | \$8,458,500  | \$8,565,780 | -1%   |
| Avg Price/Units               | \$273,786     | \$204,750   | 34%   | \$234,958    | \$225,415   | 4%    |
| List Price on Sales           | \$1,998,000   | \$1,692,700 | 18%   | \$8,983,199  | \$8,934,474 | 1%    |
| Price Ratio                   | -4%           | -3%         |       | -6%          | -4%         |       |
| Days To Sell                  | 111           | 104         | 7%    | 103          | 125         | -18%  |
| <b>Apartment Unit</b>         |               |             |       |              |             |       |
| Units Listed                  | 0             | 1           | 0%    | 2            | 3           | -33%  |
| Units Sold                    | 1             | 0           | 0%    | 2            | 2           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 100%         | 67%         |       |
| Sales Dollars                 | \$95,000      | \$0         | 0%    | \$168,500    | \$163,988   | 3%    |
| Avg Price/Units               | \$95,000      | \$0         | 0%    | \$84,250     | \$81,994    | 3%    |
| List Price on Sales           | \$97,500      | \$0         | 0%    | \$172,000    | \$184,899   | -7%   |
| Price Ratio                   | -3%           | 0%          |       | -2%          | -11%        |       |
| Days To Sell                  | 52            | 0           | 0%    | 76           | 111         | -32%  |
| <b>Mobile Home</b>            |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 1            | 0           | 0%    |
| Units Sold                    | 1             | 0           | 0%    | 2            | 1           | 100%  |
| Sell/List Ratio               | 0%            | 0%          |       | 200%         | 0%          |       |
| Sales Dollars                 | \$93,000      | \$0         | 0%    | \$127,900    | \$31,000    | 313%  |
| Avg Price/Units               | \$93,000      | \$0         | 0%    | \$63,950     | \$31,000    | 106%  |
| List Price on Sales           | \$93,000      | \$0         | 0%    | \$132,500    | \$47,500    | 179%  |
| Price Ratio                   | 0%            | 0%          |       | -3%          | -35%        |       |
| Days To Sell                  | 34            | 0           | 0%    | 107          | 75          | 42%   |
| <b>Mobile With Land</b>       |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 0            | 1           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 1           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 100%        |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$80,000    | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$80,000    | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$86,000    | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | -7%         |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 79          | 0%    |
| <b>Townhouse</b>              |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 1            | 0           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 1            | 0           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 100%         | 0%          |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$294,000    | \$0         | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$294,000    | \$0         | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$299,900    | \$0         | 0%    |
| Price Ratio                   | 0%            | 0%          |       | -2%          | 0%          |       |
| Days To Sell                  | 0             | 0           | 0%    | 21           | 0           | 0%    |

**Munic of Crowsnest Pass**  
**Comparative Activity By Property Type for May 2019**

|                           | Current Month |           |       | Year to Date |           |       |
|---------------------------|---------------|-----------|-------|--------------|-----------|-------|
|                           | 2019          | 2018      | % Chg | 2019         | 2018      | % Chg |
| <b>Half Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 0             | 2         | 0%    | 0            | 3         | 0%    |
| Units Sold                | 0             | 2         | 0%    | 0            | 3         | 0%    |
| Sell/List Ratio           | 0%            | 100%      |       | 0%           | 100%      |       |
| Sales Dollars             | \$0           | \$396,000 | 0%    | \$0          | \$661,000 | 0%    |
| Avg Price/Units           | \$0           | \$198,000 | 0%    | \$0          | \$220,333 | 0%    |
| List Price on Sales       | \$0           | \$415,000 | 0%    | \$0          | \$680,000 | 0%    |
| Price Ratio               | 0%            | -5%       |       | 0%           | -3%       |       |
| Days To Sell              | 0             | 20        | 0%    | 0            | 17        | 0%    |
| <b>Full Duplex</b>        |               |           |       |              |           |       |
| Units Listed              | 0             | 0         | 0%    | 0            | 1         | 0%    |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |
| <b>Fourplex</b>           |               |           |       |              |           |       |
| Units Listed              | 1             | 0         | 0%    | 5            | 6         | -17%  |
| Units Sold                | 1             | 0         | 0%    | 2            | 1         | 100%  |
| Sell/List Ratio           | 100%          | 0%        |       | 40%          | 17%       |       |
| Sales Dollars             | \$375,000     | \$0       | 0%    | \$750,000    | \$105,000 | 614%  |
| Avg Price/Units           | \$375,000     | \$0       | 0%    | \$375,000    | \$105,000 | 257%  |
| List Price on Sales       | \$379,000     | \$0       | 0%    | \$758,000    | \$112,000 | 577%  |
| Price Ratio               | -1%           | 0%        |       | -1%          | -6%       |       |
| Days To Sell              | 97            | 0         | 0%    | 252          | 33        | 662%  |
| <b>Vacant Lot(s)/Land</b> |               |           |       |              |           |       |
| Units Listed              | 4             | 10        | -60%  | 26           | 50        | -48%  |
| Units Sold                | 0             | 4         | 0%    | 3            | 10        | -70%  |
| Sell/List Ratio           | 0%            | 40%       |       | 12%          | 20%       |       |
| Sales Dollars             | \$0           | \$214,600 | 0%    | \$273,000    | \$594,652 | -54%  |
| Avg Price/Units           | \$0           | \$53,650  | 0%    | \$91,000     | \$59,465  | 53%   |
| List Price on Sales       | \$0           | \$242,600 | 0%    | \$302,500    | \$642,100 | -53%  |
| Price Ratio               | 0%            | -12%      |       | -10%         | -7%       |       |
| Days To Sell              | 0             | 65        | 0%    | 37           | 94        | -61%  |
| <b>Others</b>             |               |           |       |              |           |       |
| Units Listed              | 3             | 6         | -50%  | 9            | 16        | -44%  |
| Units Sold                | 0             | 0         | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio           | 0%            | 0%        |       | 0%           | 0%        |       |
| Sales Dollars             | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units           | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales       | \$0           | \$0       | 0%    | \$0          | \$0       | 0%    |
| Price Ratio               | 0%            | 0%        |       | 0%           | 0%        |       |
| Days To Sell              | 0             | 0         | 0%    | 0            | 0         | 0%    |

**Munic of Crowsnest Pass**  
**Comparative Activity By Property Type for May 2019**

|                                       | Current Month |             |       | Year to Date |              |       |
|---------------------------------------|---------------|-------------|-------|--------------|--------------|-------|
|                                       | 2019          | 2018        | % Chg | 2019         | 2018         | % Chg |
| <b>Munic of Crowsnest Pass Totals</b> |               |             |       |              |              |       |
| Units Listed                          | 28            | 44          | -36%  | 128          | 177          | -28%  |
| Units Sold                            | 10            | 14          | -29%  | 46           | 56           | -18%  |
| Sell/List Ratio                       | 36%           | 32%         |       | 36%          | 32%          |       |
| Sales Dollars                         | \$2,479,500   | \$2,248,600 | 10%   | \$10,071,900 | \$10,201,420 | -1%   |
| Avg Price/Units                       | \$247,950     | \$160,614   | 54%   | \$218,954    | \$182,168    | 20%   |
| List Price on Sales                   | \$2,567,500   | \$2,350,300 | 9%    | \$10,648,099 | \$10,686,973 | 0%    |
| Price Ratio                           | -3%           | -4%         |       | -5%          | -5%          |       |
| Days To Sell                          | 96            | 81          | 19%   | 102          | 110          | -7%   |
| <b>Single Family Detached</b>         |               |             |       |              |              |       |
| Units Listed                          | 0             | 0           | 0%    | 2            | 2            | 0%    |
| Units Sold                            | 0             | 0           | 0%    | 1            | 0            | 0%    |
| Sell/List Ratio                       | 0%            | 0%          |       | 50%          | 0%           |       |
| Sales Dollars                         | \$0           | \$0         | 0%    | \$500,000    | \$0          | 0%    |
| Avg Price/Units                       | \$0           | \$0         | 0%    | \$500,000    | \$0          | 0%    |
| List Price on Sales                   | \$0           | \$0         | 0%    | \$515,000    | \$0          | 0%    |
| Price Ratio                           | 0%            | 0%          |       | -3%          | 0%           |       |
| Days To Sell                          | 0             | 0           | 0%    | 199          | 0            | 0%    |
| <b>Vacant Lot(s)/Land</b>             |               |             |       |              |              |       |
| Units Listed                          | 0             | 0           | 0%    | 0            | 0            | 0%    |
| Units Sold                            | 0             | 0           | 0%    | 0            | 0            | 0%    |
| Sell/List Ratio                       | 0%            | 0%          |       | 0%           | 0%           |       |
| Sales Dollars                         | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| Avg Price/Units                       | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| List Price on Sales                   | \$0           | \$0         | 0%    | \$0          | \$0          | 0%    |
| Price Ratio                           | 0%            | 0%          |       | 0%           | 0%           |       |
| Days To Sell                          | 0             | 0           | 0%    | 0            | 0            | 0%    |
| <b>Others</b>                         |               |             |       |              |              |       |
| Units Listed                          | 0             | 0           | 0%    | 2            | 0            | 0%    |
| Units Sold                            | 0             | 0           | 0%    | 1            | 0            | 0%    |
| Sell/List Ratio                       | 0%            | 0%          |       | 50%          | 0%           |       |
| Sales Dollars                         | \$0           | \$0         | 0%    | \$100,000    | \$0          | 0%    |
| Avg Price/Units                       | \$0           | \$0         | 0%    | \$100,000    | \$0          | 0%    |
| List Price on Sales                   | \$0           | \$0         | 0%    | \$190,000    | \$0          | 0%    |
| Price Ratio                           | 0%            | 0%          |       | -47%         | 0%           |       |
| Days To Sell                          | 0             | 0           | 0%    | 73           | 0            | 0%    |
| <b>Newell County Totals</b>           |               |             |       |              |              |       |
| Units Listed                          | 0             | 0           | 0%    | 4            | 2            | 100%  |
| Units Sold                            | 0             | 0           | 0%    | 2            | 0            | 0%    |
| Sell/List Ratio                       | 0%            | 0%          |       | 50%          | 0%           |       |
| Sales Dollars                         | \$0           | \$0         | 0%    | \$600,000    | \$0          | 0%    |
| Avg Price/Units                       | \$0           | \$0         | 0%    | \$300,000    | \$0          | 0%    |
| List Price on Sales                   | \$0           | \$0         | 0%    | \$705,000    | \$0          | 0%    |
| Price Ratio                           | 0%            | 0%          |       | -15%         | 0%           |       |
| Days To Sell                          | 0             | 0           | 0%    | 136          | 0            | 0%    |

**Vulcan County**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |          |       | Year to Date |           |       |
|-------------------------------|---------------|----------|-------|--------------|-----------|-------|
|                               | 2019          | 2018     | % Chg | 2019         | 2018      | % Chg |
| <b>Single Family Detached</b> |               |          |       |              |           |       |
| Units Listed                  | 1             | 1        | 0%    | 6            | 3         | 100%  |
| Units Sold                    | 0             | 1        | 0%    | 0            | 1         | 0%    |
| Sell/List Ratio               | 0%            | 100%     |       | 0%           | 33%       |       |
| Sales Dollars                 | \$0           | \$50,000 | 0%    | \$0          | \$50,000  | 0%    |
| Avg Price/Units               | \$0           | \$50,000 | 0%    | \$0          | \$50,000  | 0%    |
| List Price on Sales           | \$0           | \$54,900 | 0%    | \$0          | \$54,900  | 0%    |
| Price Ratio                   | 0%            | -9%      |       | 0%           | -9%       |       |
| Days To Sell                  | 0             | 76       | 0%    | 0            | 76        | 0%    |
| <b>Mobile With Land</b>       |               |          |       |              |           |       |
| Units Listed                  | 0             | 0        | 0%    | 1            | 0         | 0%    |
| Units Sold                    | 0             | 0        | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%       |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%       |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0        | 0%    | 0            | 0         | 0%    |
| <b>Vacant Lot(s)/Land</b>     |               |          |       |              |           |       |
| Units Listed                  | 0             | 0        | 0%    | 0            | 0         | 0%    |
| Units Sold                    | 0             | 0        | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%       |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%       |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0        | 0%    | 0            | 0         | 0%    |
| <b>Recreational</b>           |               |          |       |              |           |       |
| Units Listed                  | 0             | 0        | 0%    | 1            | 0         | 0%    |
| Units Sold                    | 0             | 0        | 0%    | 0            | 0         | 0%    |
| Sell/List Ratio               | 0%            | 0%       |       | 0%           | 0%        |       |
| Sales Dollars                 | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Avg Price/Units               | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| List Price on Sales           | \$0           | \$0      | 0%    | \$0          | \$0       | 0%    |
| Price Ratio                   | 0%            | 0%       |       | 0%           | 0%        |       |
| Days To Sell                  | 0             | 0        | 0%    | 0            | 0         | 0%    |
| <b>Others</b>                 |               |          |       |              |           |       |
| Units Listed                  | 3             | 1        | 200%  | 6            | 1         | 500%  |
| Units Sold                    | 0             | 0        | 0%    | 1            | 1         | 0%    |
| Sell/List Ratio               | 0%            | 0%       |       | 17%          | 100%      |       |
| Sales Dollars                 | \$0           | \$0      | 0%    | \$280,000    | \$280,000 | 0%    |
| Avg Price/Units               | \$0           | \$0      | 0%    | \$280,000    | \$280,000 | 0%    |
| List Price on Sales           | \$0           | \$0      | 0%    | \$295,900    | \$315,000 | -6%   |
| Price Ratio                   | 0%            | 0%       |       | -5%          | -11%      |       |
| Days To Sell                  | 0             | 0        | 0%    | 39           | 97        | -60%  |

**Vulcan County**  
**Comparative Activity By Property Type for May 2019**

|                             | Current Month |          |       | Year to Date |           |       |
|-----------------------------|---------------|----------|-------|--------------|-----------|-------|
|                             | 2019          | 2018     | % Chg | 2019         | 2018      | % Chg |
| <b>Vulcan County Totals</b> |               |          |       |              |           |       |
| Units Listed                | 4             | 2        | 100%  | 14           | 4         | 250%  |
| Units Sold                  | 0             | 1        | 0%    | 1            | 2         | -50%  |
| Sell/List Ratio             | 0%            | 50%      |       | 7%           | 50%       |       |
| Sales Dollars               | \$0           | \$50,000 | 0%    | \$280,000    | \$330,000 | -15%  |
| Avg Price/Units             | \$0           | \$50,000 | 0%    | \$280,000    | \$165,000 | 70%   |
| List Price on Sales         | \$0           | \$54,900 | 0%    | \$295,900    | \$369,900 | -20%  |
| Price Ratio                 | 0%            | -9%      |       | -5%          | -11%      |       |
| Days To Sell                | 0             | 76       | 0%    | 39           | 87        | -55%  |

**Warner County**  
**Comparative Activity By Property Type for May 2019**

|                               | Current Month |             |       | Year to Date |             |       |
|-------------------------------|---------------|-------------|-------|--------------|-------------|-------|
|                               | 2019          | 2018        | % Chg | 2019         | 2018        | % Chg |
| <b>Single Family Detached</b> |               |             |       |              |             |       |
| Units Listed                  | 13            | 17          | -24%  | 57           | 63          | -10%  |
| Units Sold                    | 4             | 6           | -33%  | 15           | 23          | -35%  |
| Sell/List Ratio               | 31%           | 35%         |       | 26%          | 37%         |       |
| Sales Dollars                 | \$519,000     | \$1,071,900 | -52%  | \$2,507,000  | \$4,925,650 | -49%  |
| Avg Price/Units               | \$129,750     | \$178,650   | -27%  | \$167,133    | \$214,159   | -22%  |
| List Price on Sales           | \$563,800     | \$1,131,500 | -50%  | \$2,672,200  | \$5,159,300 | -48%  |
| Price Ratio                   | -8%           | -5%         |       | -6%          | -5%         |       |
| Days To Sell                  | 143           | 102         | 40%   | 152          | 121         | 25%   |
| <b>Mobile Home</b>            |               |             |       |              |             |       |
| Units Listed                  | 0             | 1           | 0%    | 0            | 2           | 0%    |
| Units Sold                    | 0             | 1           | 0%    | 1            | 1           | 0%    |
| Sell/List Ratio               | 0%            | 100%        |       | 0%           | 50%         |       |
| Sales Dollars                 | \$0           | \$18,500    | 0%    | \$12,500     | \$18,500    | -32%  |
| Avg Price/Units               | \$0           | \$18,500    | 0%    | \$12,500     | \$18,500    | -32%  |
| List Price on Sales           | \$0           | \$24,900    | 0%    | \$18,000     | \$24,900    | -28%  |
| Price Ratio                   | 0%            | -26%        |       | -31%         | -26%        |       |
| Days To Sell                  | 0             | 14          | 0%    | 60           | 14          | 329%  |
| <b>Mobile With Land</b>       |               |             |       |              |             |       |
| Units Listed                  | 0             | 0           | 0%    | 0            | 2           | 0%    |
| Units Sold                    | 0             | 0           | 0%    | 0            | 1           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 50%         |       |
| Sales Dollars                 | \$0           | \$0         | 0%    | \$0          | \$130,000   | 0%    |
| Avg Price/Units               | \$0           | \$0         | 0%    | \$0          | \$130,000   | 0%    |
| List Price on Sales           | \$0           | \$0         | 0%    | \$0          | \$147,000   | 0%    |
| Price Ratio                   | 0%            | 0%          |       | 0%           | -12%        |       |
| Days To Sell                  | 0             | 0           | 0%    | 0            | 74          | 0%    |
| <b>Half Duplex</b>            |               |             |       |              |             |       |
| Units Listed                  | 1             | 0           | 0%    | 1            | 3           | -67%  |
| Units Sold                    | 0             | 1           | 0%    | 0            | 2           | 0%    |
| Sell/List Ratio               | 0%            | 0%          |       | 0%           | 67%         |       |
| Sales Dollars                 | \$0           | \$210,000   | 0%    | \$0          | \$408,500   | 0%    |
| Avg Price/Units               | \$0           | \$210,000   | 0%    | \$0          | \$204,250   | 0%    |
| List Price on Sales           | \$0           | \$214,900   | 0%    | \$0          | \$424,800   | 0%    |
| Price Ratio                   | 0%            | -2%         |       | 0%           | -4%         |       |
| Days To Sell                  | 0             | 65          | 0%    | 0            | 51          | 0%    |
| <b>Vacant Lot(s)/Land</b>     |               |             |       |              |             |       |
| Units Listed                  | 0             | 3           | 0%    | 25           | 7           | 257%  |
| Units Sold                    | 1             | 2           | -50%  | 6            | 6           | 0%    |
| Sell/List Ratio               | 0%            | 67%         |       | 24%          | 86%         |       |
| Sales Dollars                 | \$63,000      | \$128,250   | -51%  | \$478,000    | \$370,515   | 29%   |
| Avg Price/Units               | \$63,000      | \$64,125    | -2%   | \$79,667     | \$61,753    | 29%   |
| List Price on Sales           | \$63,000      | \$143,650   | -56%  | \$507,600    | \$395,915   | 28%   |
| Price Ratio                   | 0%            | -11%        |       | -6%          | -6%         |       |
| Days To Sell                  | 36            | 196         | -82%  | 99           | 138         | -29%  |



## Comparative Activity By Property Type for May 2019

|                                | Current Month |              |       | Year to Date  |               |       |
|--------------------------------|---------------|--------------|-------|---------------|---------------|-------|
|                                | 2019          | 2018         | % Chg | 2019          | 2018          | % Chg |
| <b>Others</b>                  |               |              |       |               |               |       |
| Units Listed                   | 5             | 5            | 0%    | 13            | 13            | 0%    |
| Units Sold                     | 3             | 1            | 200%  | 4             | 3             | 33%   |
| Sell/List Ratio                | 60%           | 20%          |       | 31%           | 23%           |       |
| Sales Dollars                  | \$790,000     | \$300,000    | 163%  | \$1,367,000   | \$1,298,000   | 5%    |
| Avg Price/Units                | \$263,333     | \$300,000    | -12%  | \$341,750     | \$432,667     | -21%  |
| List Price on Sales            | \$844,900     | \$329,900    | 156%  | \$1,443,900   | \$1,343,600   | 7%    |
| Price Ratio                    | -6%           | -9%          |       | -5%           | -3%           |       |
| Days To Sell                   | 116           | 60           | 93%   | 160           | 39            | 313%  |
| <b>Warner County Totals</b>    |               |              |       |               |               |       |
| Units Listed                   | 19            | 26           | -27%  | 96            | 90            | 7%    |
| Units Sold                     | 8             | 11           | -27%  | 26            | 36            | -28%  |
| Sell/List Ratio                | 42%           | 42%          |       | 27%           | 40%           |       |
| Sales Dollars                  | \$1,372,000   | \$1,728,650  | -21%  | \$4,364,500   | \$7,151,165   | -39%  |
| Avg Price/Units                | \$171,500     | \$157,150    | 9%    | \$167,865     | \$198,643     | -15%  |
| List Price on Sales            | \$1,471,700   | \$1,844,850  | -20%  | \$4,641,700   | \$7,495,515   | -38%  |
| Price Ratio                    | -7%           | -6%          |       | -6%           | -5%           |       |
| Days To Sell                   | 119           | 104          | 15%   | 137           | 109           | 26%   |
| <b>Others</b>                  |               |              |       |               |               |       |
| Units Listed                   | 0             | 0            | 0%    | 0             | 1             | 0%    |
| Units Sold                     | 0             | 0            | 0%    | 0             | 0             | 0%    |
| Sell/List Ratio                | 0%            | 0%           |       | 0%            | 0%            |       |
| Sales Dollars                  | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Avg Price/Units                | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| List Price on Sales            | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Price Ratio                    | 0%            | 0%           |       | 0%            | 0%            |       |
| Days To Sell                   | 0             | 0            | 0%    | 0             | 0             | 0%    |
| <b>Wheatland County Totals</b> |               |              |       |               |               |       |
| Units Listed                   | 0             | 0            | 0%    | 0             | 1             | 0%    |
| Units Sold                     | 0             | 0            | 0%    | 0             | 0             | 0%    |
| Sell/List Ratio                | 0%            | 0%           |       | 0%            | 0%            |       |
| Sales Dollars                  | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Avg Price/Units                | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| List Price on Sales            | \$0           | \$0          | 0%    | \$0           | \$0           | 0%    |
| Price Ratio                    | 0%            | 0%           |       | 0%            | 0%            |       |
| Days To Sell                   | 0             | 0            | 0%    | 0             | 0             | 0%    |
| <b>Grand Totals</b>            |               |              |       |               |               |       |
| Units Listed                   | 543           | 586          | -7%   | 2,216         | 2,264         | -2%   |
| Units Sold                     | 252           | 255          | -1%   | 957           | 945           | 1%    |
| Sell/List Ratio                | 46%           | 44%          |       | 43%           | 42%           |       |
| Sales Dollars                  | \$69,254,021  | \$68,581,755 | 1%    | \$265,488,041 | \$250,605,082 | 6%    |
| Avg Price/Units                | \$274,818     | \$268,948    | 2%    | \$277,417     | \$265,191     | 5%    |
| List Price on Sales            | \$71,659,884  | \$70,623,679 | 1%    | \$275,639,762 | \$258,661,774 | 7%    |
| Price Ratio                    | -3%           | -3%          |       | -4%           | -3%           |       |
| Days To Sell                   | 94            | 76           | 23%   | 98            | 86            | 14%   |