

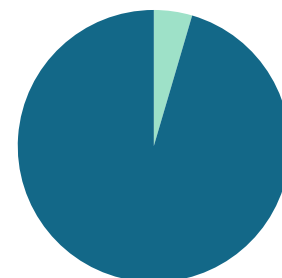
March 2025

Area Delimited by Sub Areas GORU - East Highway 1, GORU - Kicking Horse Resort Area, GORU - South Hwy 95, GORU - West & North Highway 1; Division Kootenay - Single Family - Detached, Single Family - Detached w/Acreage Sub Types

MONTHLY INVENTORY ANALYSIS

Report produced on Apr 04, 2025 for Amber Granter

Compared Metrics	2024	March 2025	+/-%
Sold Listings	2	1	-50.00%
New Listings	2	8	300.00%
Average List Price	1,825,000	748,900	-58.96%
Average Sale Price	1,467,500	714,000	-51.35%
Average Percent of Selling Price to List Price	84.17%	95.34%	13.27%
Average Days on Market to Sale	226.00	36.00	-84.07%
End of Month Inventory	19	21	10.53%
Months Supply of Inventory	9.50	8.69	-8.53%



■ Sold (4.55%)
■ Other OffMarket (0.00%)
■ Active (95.45%)

Absorption: Last 12 months, an Average of **2** Sales/Month
Active Inventory as of March 31, 2025 = **21**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2025 rose **10.53%** to 21 existing homes available for sale. Over the last 12 months this area has had an average of 2 closed sales per month. This represents an unsold inventory index of **8.69** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **51.35%** in March 2025 to \$714,000 versus the previous year at \$1,467,500.

Average Days on Market Shortens

The average number of **36.00** days that homes spent on the market before selling decreased by 190.00 days or **84.07%** in March 2025 compared to last year's same month at **226.00** DOM.

Sales Success for March 2025 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 8 New Listings in March 2025, up **300.00%** from last year at 2. Furthermore, there were 1 Sold Listings this month versus last year at 2, a **-50.00%** decrease.

Closed versus Listed trends yielded a **12.5%** ratio, down from previous year's, March 2024, at **100.0%**, a **87.50%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Sold Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Amber Granter -

Phone: 672-648-0454

Email: amber@mountaintownliving.ca

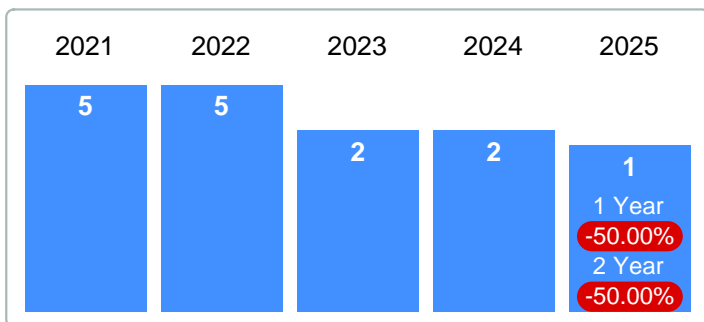
March 2025

Area Delimited by Sub Areas GORU - East Highway 1, GORU - Kicking Horse Resort Area, GORU - South Hwy 95, GORU - West & North Highway 1; Division Kootenay - Single Family - Detached, Single Family - Detached w/Acreage Sub Types

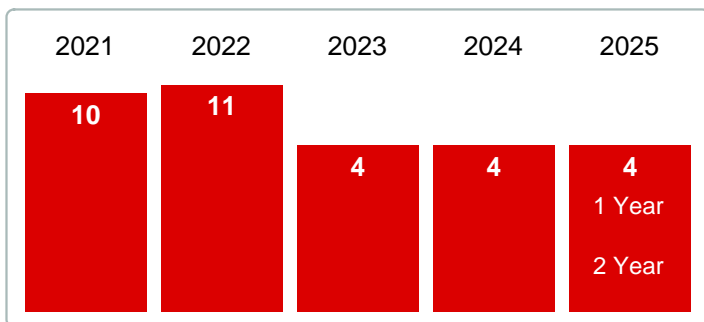
SOLD LISTINGS

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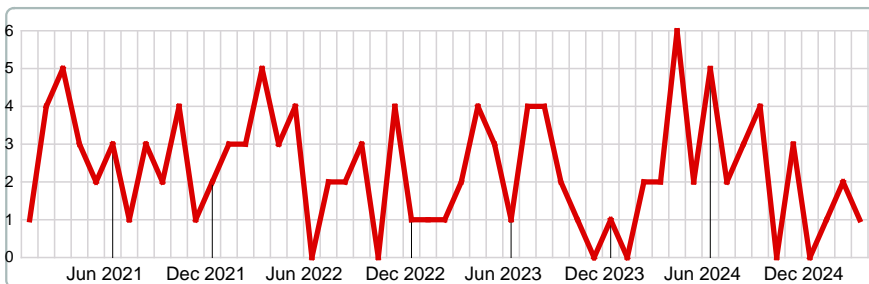
MARCH



YEAR TO DATE (YTD)

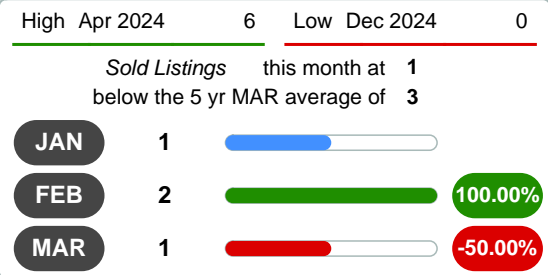


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3



SOLD LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$700,000 and less	0	0.00%	0.0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0.0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0.0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0.0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0.0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0.0	0	0	0	0
\$700,001 and up	1	100.00%	36.0	0	1	0	0
Total Closed Units	1			0	1	0	0
Total Closed Volume	714,000	100%	36.0	0.00B	714.00K	0.00B	0.00B
Average Closed Price	\$714,000			\$0	\$714,000	\$0	\$0

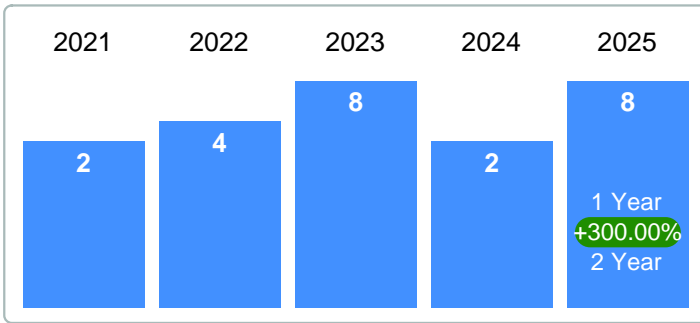
March 2025

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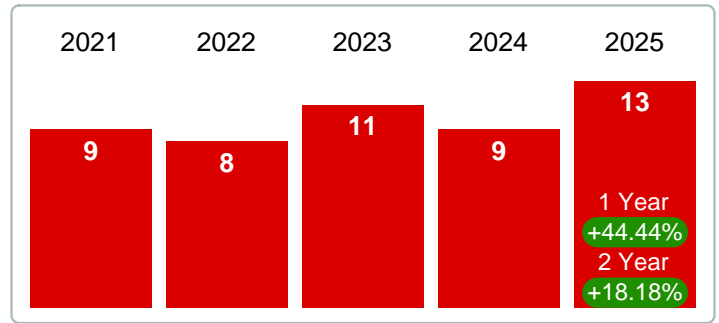
NEW LISTINGS

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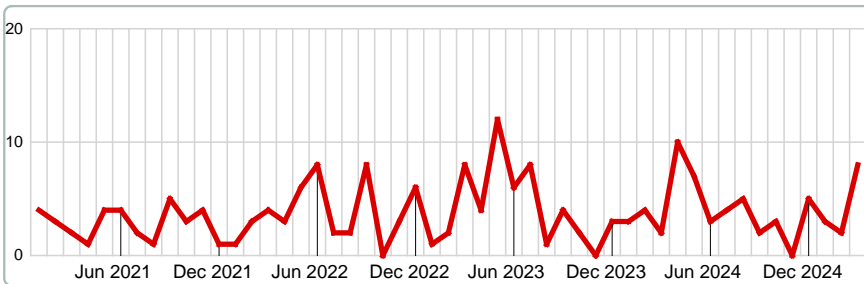
MARCH



YEAR TO DATE (YTD)

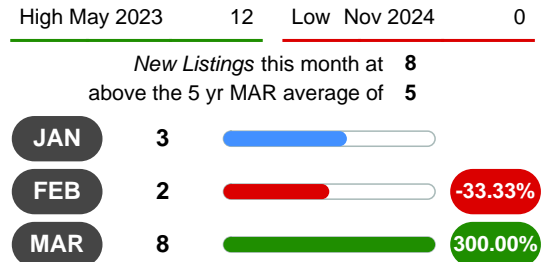


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$690,000 and less	0	0.00%	0	0	0	0
\$690,001 - \$820,000	1	12.50%	0	0	0	1
\$820,001 - \$990,000	2	25.00%	0	0	0	2
\$990,001 - \$1,200,000	3	37.50%	0	2	1	0
\$1,200,001 - \$1,470,000	1	12.50%	0	0	1	0
\$1,470,001 - \$2,390,000	0	0.00%	0	0	0	0
\$2,390,001 and up	1	12.50%	0	0	1	0
Total New Listed Units	8		0	2	3	3
Total New Listed Volume	9,613,900	100%	0.00B	2.35M	4.87M	2.40M
Average New Listed Listing Price	\$0		\$0\$1,175,000	\$1,621,667	\$799,633	

Contact: Amber Granter

Phone: 672-648-0454

Email: amber@mountaintownliving.ca

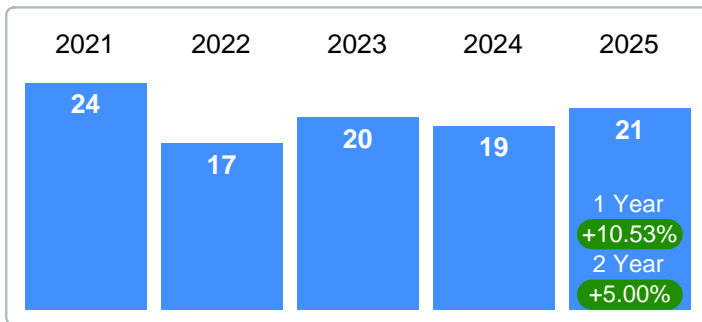
March 2025

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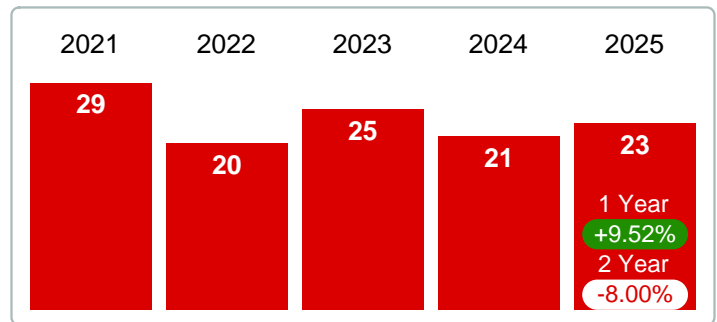
ACTIVE INVENTORY

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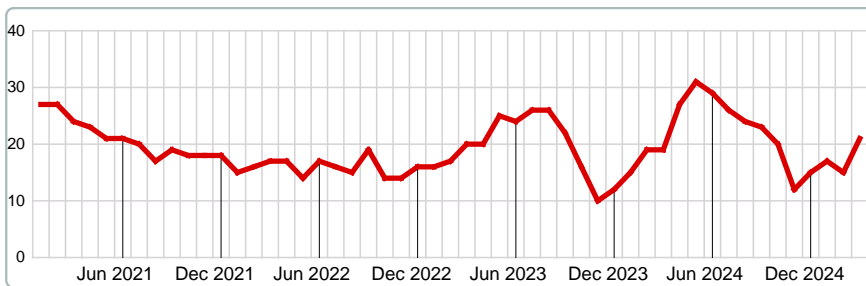
END OF MARCH



ACTIVE DURING MARCH

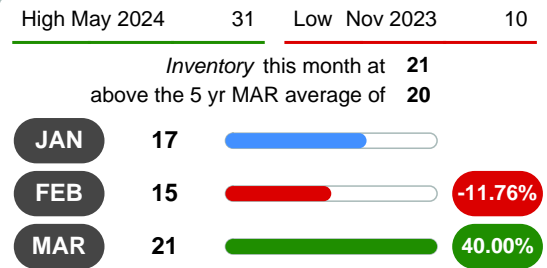


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$850,000 and less	2	9.52%	25.0	0	0	0	2
\$850,001 - \$975,000	3	14.29%	72.7	0	1	0	2
\$975,001 - \$975,000	0	0.00%	0.0	0	0	0	0
\$975,001 - \$1,450,000	8	38.10%	133.0	1	4	2	1
\$1,450,001 - \$1,975,000	3	14.29%	87.3	0	0	1	2
\$1,975,001 - \$2,450,000	3	14.29%	167.7	0	1	1	1
\$2,450,001 and up	2	9.52%	368.0	0	0	2	0
Total Active Inventory by Units	21			1	6	6	8
Total Active Inventory by Volume	31,918,900	100%	134.9	1.35M	7.22M	13.14M	10.21M
Average Active Inventory Listing Price	\$1,519,948			\$1,350,000	\$1,202,500	\$2,190,000	\$1,276,738

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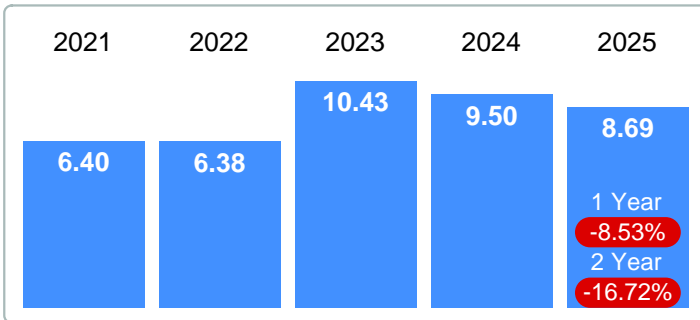
March 2025

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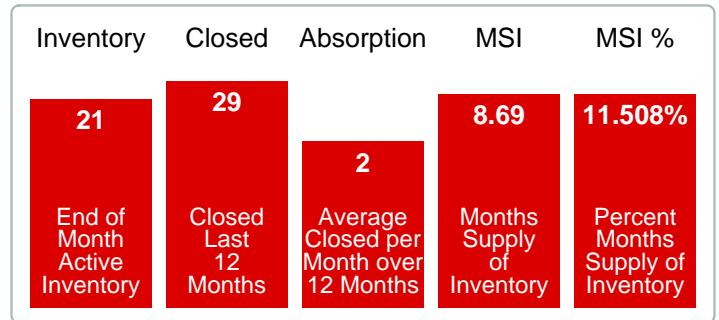
MONTHS SUPPLY of INVENTORY (MSI)

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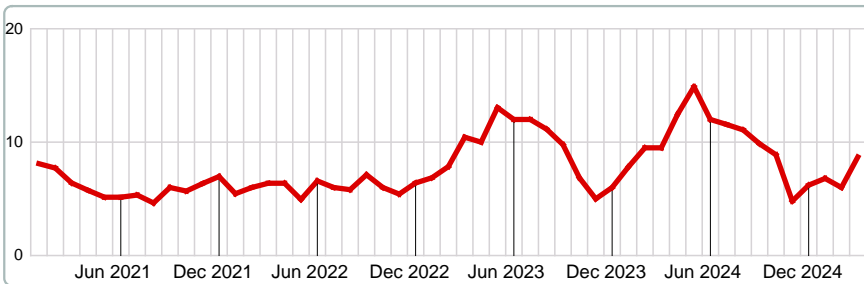
MSI FOR MARCH



INDICATORS FOR MARCH 2025



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 8.28

High May 2024 14.88 Low Aug 2021 4.64

Months Supply this month at **8.69**
above the 5 yr MAR average of **8.28**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI	%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$850,000 and less	9.52%	1.33	0.00	0.00	0.00	0.00
\$850,001 - \$975,000	14.29%	36.00	0.00	0.00	0.00	0.00
\$975,001 - \$975,000	0.00%	nan	0.00	0.00	0.00	0.00
\$975,001 - \$1,450,000	38.10%	12.00	0.00	12.00	24.00	4.00
\$1,450,001 - \$1,975,000	14.29%	18.00	0.00	0.00	12.00	0.00
\$1,975,001 - \$2,450,000	14.29%	inf	0.00	0.00	0.00	0.00
\$2,450,001 and up	9.52%	inf	0.00	0.00	0.00	0.00
Market Supply of Inventory (MSI)	8.69		2.00	6.00	9.00	32.00
Total Active Inventory by Units	21	100%	1	6	6	8

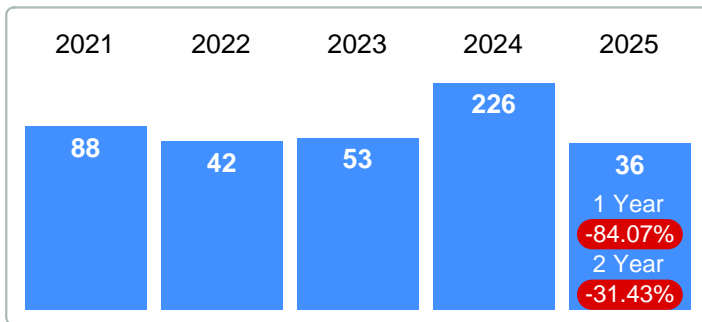
March 2025

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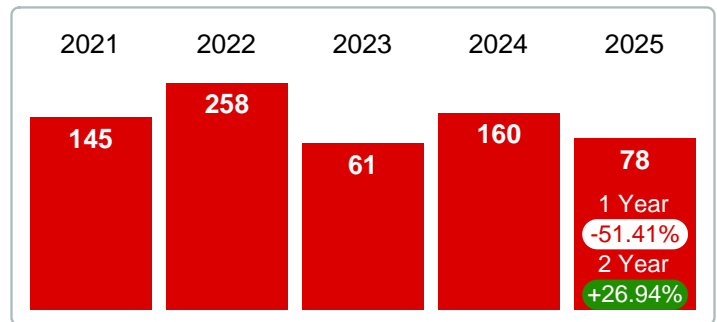
AVERAGE DAYS ON MARKET TO SALE

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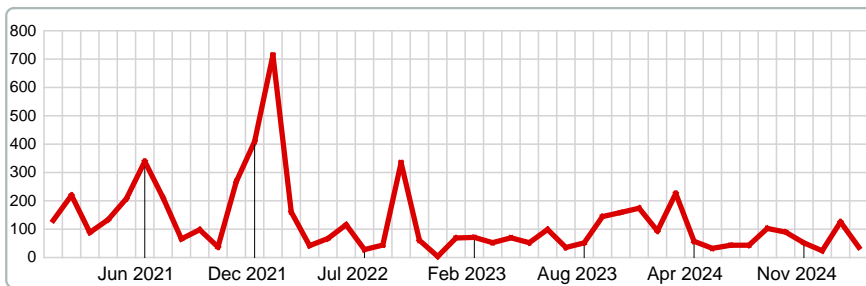
MARCH



YEAR TO DATE (YTD)

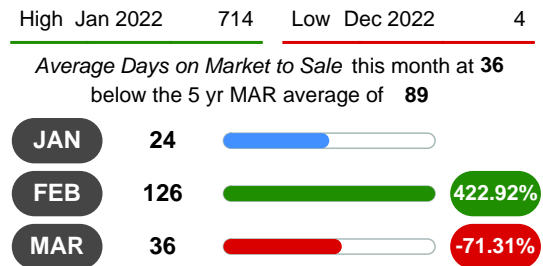


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 89



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$700,000 and less	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 and up	100.00%	36	0	36	0	0
Average Closed DOM		36	0	36	0	0
Total Closed Units	100%	36		1		
Total Closed Volume		714,000	0.00B	714.00K	0.00B	0.00B

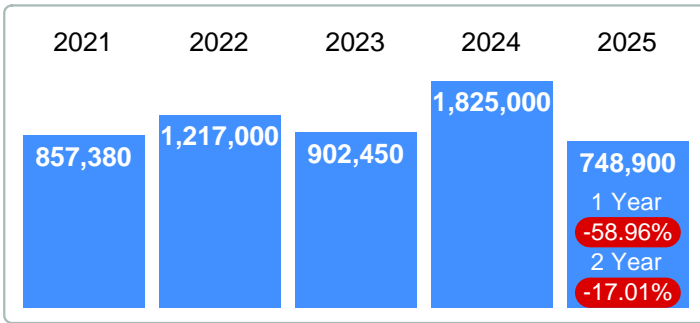
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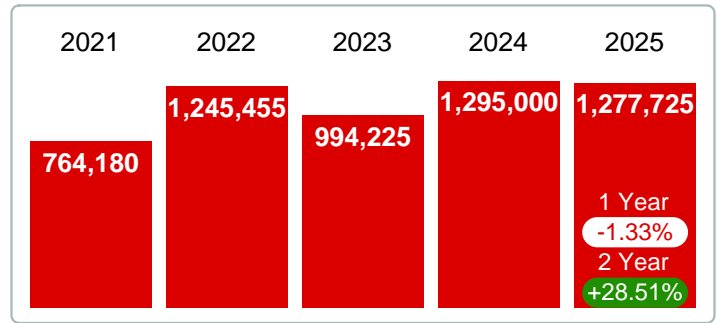
AVERAGE LIST PRICE AT CLOSING

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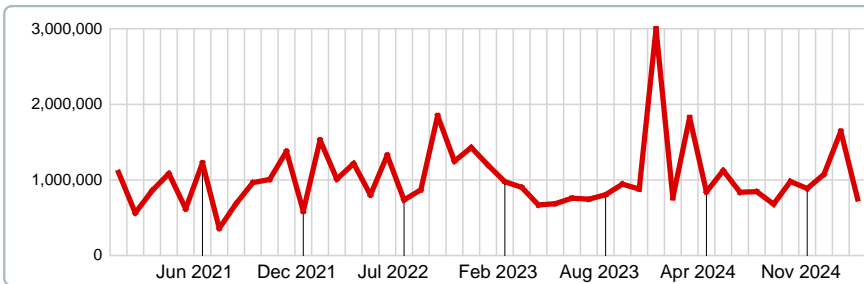
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

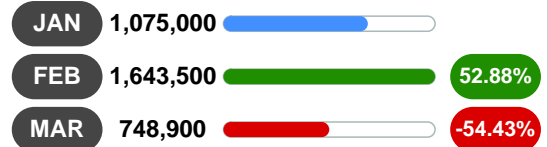


3 MONTHS

5 year MAR AVG = 1,110,146

High Dec 2023, 3,000,000 Low Jul 2021 360,000

Average List Price at Closing this month at **748,900** below the 5 yr MAR average of **1,110,146**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$700,000 and less	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0.00%	0	0	0	0	0
\$700,001 and up	100.00%	748,900	0	748,900	0	0
Average List Price		748,900	0	748,900	0	0
Total Closed Units	100%	748,900		1		
Total Closed Volume		748,900	0.00B	748.90K	0.00B	0.00B

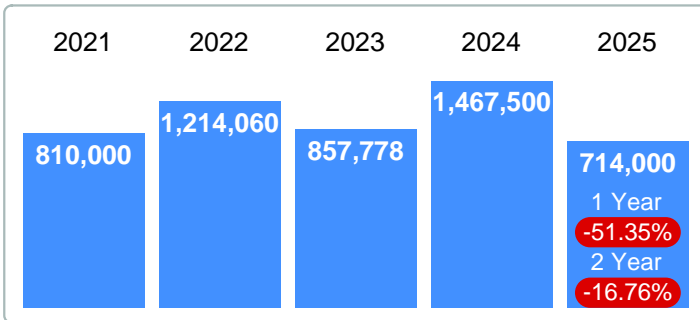
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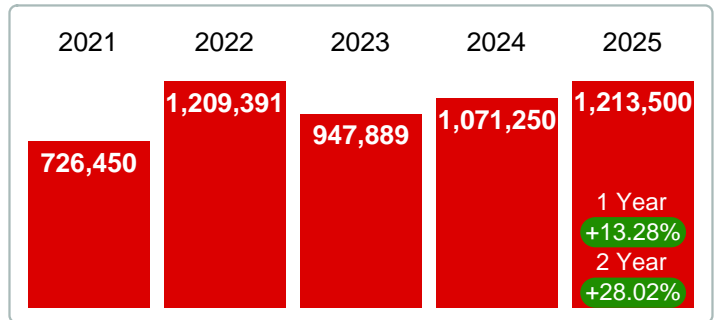
AVERAGE SOLD PRICE AT CLOSING

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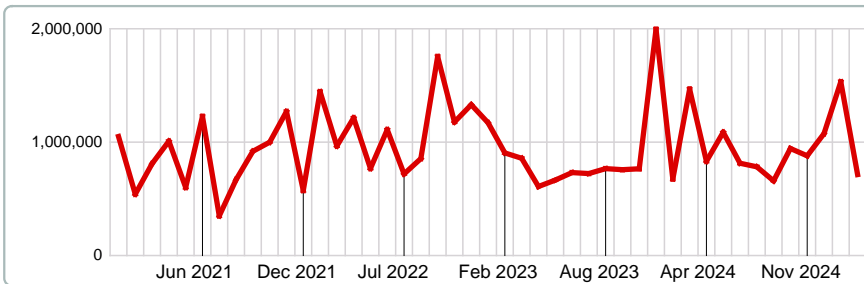
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

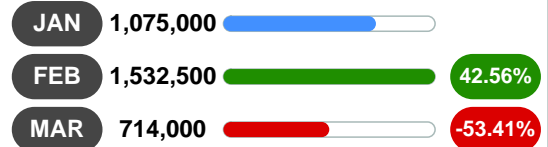


3 MONTHS

5 year MAR AVG = 1,012,668

High Dec 2023 1,995,000 Low Jul 2021 350,000

Average Sold Price at Closing this month at 714,000 below the 5 yr MAR average of 1,012,668



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$700,000 and less	0	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0	0	0	0	0
\$700,001 - \$700,000	0	0.00%	0	0	0	0	0
\$700,001 and up	1	100.00%	714,000	0	714,000	0	0
Average Sold Price			714,000	0	714,000	0	0
Total Closed Units		100%	714,000		1		
Total Closed Volume			714,000	0.00B	714.00K	0.00B	0.00B

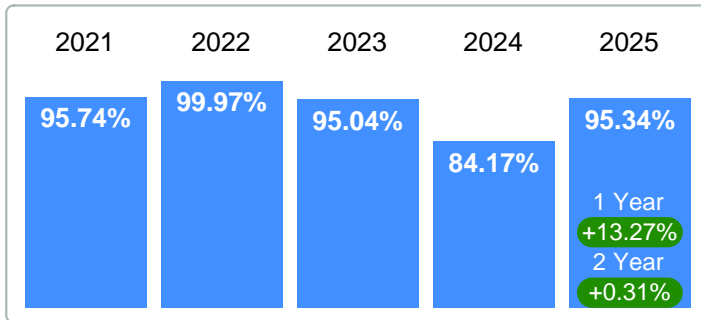
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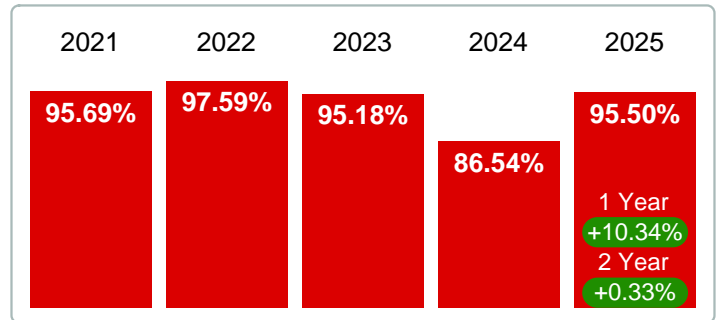
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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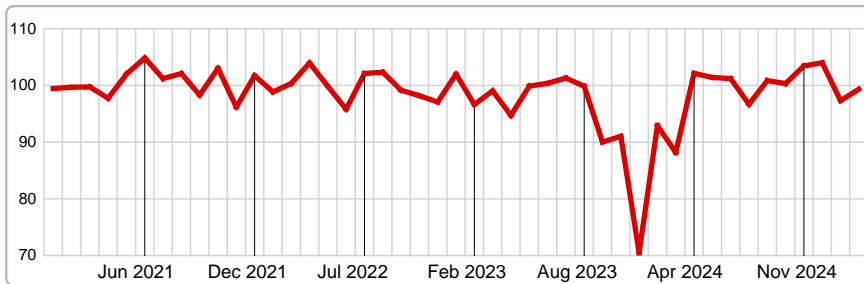
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

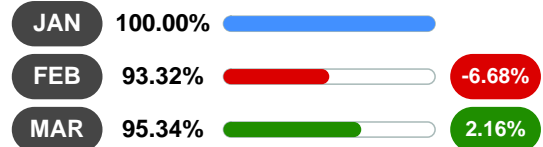


3 MONTHS

5 year MAR AVG = 94.05%

High Jun 2021 100.84% Low Dec 2023 66.50%

Average Sold/List Ratio this month at **95.34%** above the 5 yr MAR average of **94.05%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$700,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 - \$700,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 - \$700,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 - \$700,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 - \$700,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 - \$700,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$700,001 and up	1	100.00%	95.34%	0.00%	95.34%	0.00%	0.00%
Average Sold/List Ratio		95.30%		0.00%	95.34%	0.00%	0.00%
Total Closed Units		1	100%		1		
Total Closed Volume		714,000		0.00B	714.00K	0.00B	0.00B

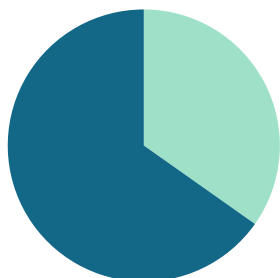
March 2025

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MARKET SUMMARY

Report produced on Apr 04, 2025 for Amber Granter

INVENTORY



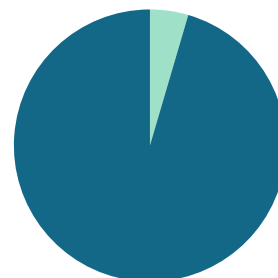
Inventory

- New Listings
8 = 34.78%
- Start Inventory
15
- Total Inventory Units
23
- Volume
\$33,846,800

Market Activity

- Sold Listings
1 = 4.55%
- Other Off Market
0 = 0.00%
- Active Inventory
21 = 95.45%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Sold Listings	2	1	-50.00%	4	4	0.00%
New Listings	2	8	300.00%	9	13	44.44%
Average List Price	1,825,000	748,900	-58.96%	1,295,000	1,277,725	-1.33%
Average Sale Price	1,467,500	714,000	-51.35%	1,071,250	1,213,500	13.28%
Average Percent of Selling Price to List Price	84.17%	95.34%	13.27%	86.54%	95.50%	10.34%
Average Days on Market to Sale	226.00	36.00	-84.07%	160.00	77.75	-51.41%
Monthly Inventory	19	21	10.53%	19	21	10.53%
Months Supply of Inventory	9.50	8.69	-8.53%	9.50	8.69	-8.53%

Absorption: Last 12 months, an Average of 2 Sales/Month

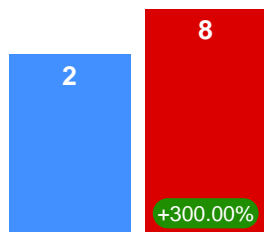
Inventory on March 31, 2025 = 21

2024 2025

MARCH MARKET

AVERAGE PRICES

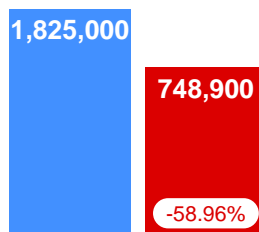
New Listings



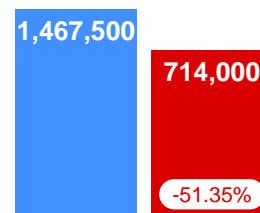
Pending Listings



List Price



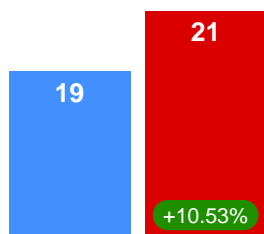
Sale Price



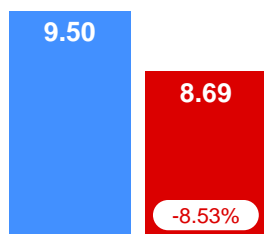
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

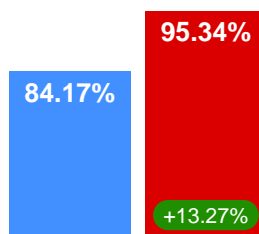
Active Inventory



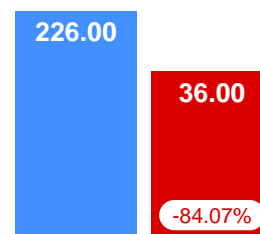
Monthly Supply of Inventory



Sale/List Ratio



Days on Market



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