

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change
	Sep-17	Sep-16	month	2017	2016	YTD
Residential Attached	18	18	0.0	144	101	42.6
Residential Detached	27	18	50.0	152	132	15.2
Land	12	11	9.1	54	49	10.2
Other	0	0	0.0	9	4	125.0
Total	57	47	21.3	359	286	25.5
	Sep-17	Sep-16				
Invermere	14	9	55.6	84	72	16.7
Invermere Rural	28	30	(6.7)	193	167	15.6
Radium	11	8	37.5	63	41	53.7
Canal Flats	4	0	0.0	19	6	216.7
Total	57	47	21.3	359	286	25.5
Avg Selling Price						
(\$1,000's)	Sep-17	Sep-16		2017	*2016	
Residential Attached	201.3	254.6	(21.0)	224.2	204.5	9.6
Residential Detached	436.6	449.3	(2.8)	463.3	400.8	15.6
Land	122.5	146.5	(16.4)	167.2	173.9	(3.8)
Other	0.0	0.0	0.0	605.9	1,046.9	(42.1)
Total	296.2	303.9	(2.5)	326.4	320.8	1.8
	Sep-17	Sep-16		2017	*2016	
Invermere	245.3	246.7	(0.6)	315.1	380.4	(17.2)
Invermere Rural	370.6	342.9	8.1	371.7	354.4	4.9
Radium	235.7	222.1	6.1	255.1	193.7	31.7
Canal Flats	119.5	0.0	0.0	152.9	157.1	(2.7)
Total	296.2	303.9	(2.5)	326.4	320.8	1.8
Days On Market						
	Sep-17	Sep-16		2017	*2016	
Residential Attached	156	152	3.1	180	169	6.1
Residential Detached	107	197	(45.6)	124	149	(16.8)
Land	944	313	201.6	641	214	199.8
Other	0	0	0.0	195	117	65.8
Total	299	207	44.5	227	163	39.0
	Sep-17	Sep-16		2017	*2016	
Invermere	144	246	(41.3)	119	116	2.3
Invermere Rural	434	206	111.1	274	186	47.6
Radium	218	168	29.5	239	146	63.1
Canal Flats	119	0	0.0	184	228	(19.3)
Total	299	207	44.5	227	163	39.0

Comparative Analysis

(Invermere, Invermere Rural, Radium Hot Springs, Canal Flats)



Comparison		Year Total	YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Units Sold	2007	452	405	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	237	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	173	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	196	16	17	27	23	34	27	16	20	16	16	9	8
	2011	187	160	11	13	16	15	14	26	17	32	16	14	4	9
	2012	205	163	13	15	19	17	23	18	22	27	9	13	20	9
	2013	300	232	15	11	10	28	29	25	40	34	40	27	23	18
	2014	326	263	16	22	18	25	44	40	31	33	34	31	20	12
	2015	315	257	14	9	25	23	35	39	55	29	28	33	12	13
	2016	368	286	10	19	24	31	45	28	37	45	47	25	34	23
	2017		359	21	19	30	35	46	62	44	45	57	0	0	0
	% change from 2016		26	110	0	25	13	2	121	19	0	21	0	0	0
Days On Market	2007	96		96	89	113	78	81	109	90	106	68	133	109	101
	2008	113		143	83	85	123	74	65	119	127	142	111	204	246
	2009	146		45	137	133	138	141	166	96	169	143	156	245	114
	2010	153		160	135	102	104	116	262	105	193	188	193	139	133
	2011	160		182	135	200	118	49	136	194	151	256	225	217	78
	2012	158		117	209	137	104	210	121	110	171	207	200	178	155
	2013	208		226	204	88	222	223	246	261	157	183	211	169	246
	2014	211		326	338	196	183	192	140	112	186	216	351	201	181
	2015	163		270	180	148	122	120	190	141	179	239	152	115	136
	2016	188		181	101	200	170	157	289	215	108	207	203	240	196
	2017		227	167	260	271	210	156	234	258	157	299	0	0	0
	% change from 2016*		20	(8)	159	35	24	(1)	(19)	20	46	44	0	0	0
Average Selling Price	2007	352		236	360	372	348	361	359	309	439	396	327	279	246
	2008	362		309	381	275	325	428	520	290	349	330	371	241	287
	2009	344		245	266	270	421	367	349	384	324	335	375	247	439
	2010	328		278	287	448	323	339	288	346	251	331	293	281	488
	2011	375		267	308	546	386	517	406	299	361	399	240	107	270
	2012	336		268	309	377	381	404	249	326	389	494	285	287	207
	2013	323		219	240	180	293	302	274	507	327	322	303	362	250
	2014	298		195	192	349	247	317	370	381	242	433	207	257	206
	2015	321		324	259	314	348	342	282	328	361	331	309	334	261
	2016	306		252	303	261	263	266	304	377	316	304	346	332	301
	2017		326	275	360	245	380	299	406	322	310	296	0	0	0
	% change from 2016*		7	9	19	(6)	45	13	33	(14)	(2)	(3)	0	0	0

2017 Units Sold

Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	32	0	2	2	2	3	5	7	6	5	0	0	0
	Detached	36	1	4	2	3	4	8	4	4	6	0	0	0
	Land	14	0	1	0	0	5	2	2	1	3	0	0	0
	Other	2	0	0	0	0	0	0	0	2	0	0	0	0
	Total	84	1	7	4	5	12	15	13	13	13	14	0	0
Invermere Rural	Attached	58	6	2	10	2	9	10	6	9	4	0	0	0
	Detached	94	2	4	7	16	8	21	7	12	17	0	0	0
	Land	35	1	3	4	5	1	7	3	4	7	0	0	0
	Other	6	0	0	0	0	0	3	2	1	0	0	0	0
	Total	193	9	9	21	23	18	41	18	26	28	0	0	0
Radium	Attached	49	7	1	2	5	11	5	7	3	8	0	0	0
	Detached	13	1	0	1	1	3	1	3	0	3	0	0	0
	Land	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	1	1	0	0	0	0	0	0	0	0	0	0	0
	Total	63	9	1	3	6	14	6	10	3	11	0	0	0
Canal Flats	Attached	5	0	0	0	1	1	0	0	2	1	0	0	0
	Detached	9	2	2	1	0	1	0	2	0	1	0	0	0
	Land	5	0	0	1	0	0	0	1	1	2	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	19	2	2	2	1	2	0	3	3	4	0	0	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	144	13	5	14	10	24	20	20	20	18	0	0	0
	Detached	152	6	10	11	20	16	30	16	16	27	0	0	0
	Land	54	1	4	5	5	6	9	6	6	12	0	0	0
	Other	9	1	0	0	0	0	3	2	3	0	0	0	0
	Total	359	21	19	30	35	46	62	44	45	57	0	0	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	84	1	7	4	5	12	15	13	13	14	0	0	0
	Invermere Rural	193	9	9	21	23	18	41	18	26	28	0	0	0
	Radium	63	9	1	3	6	14	6	10	3	11	0	0	0
	Canal Flats	19	2	2	2	1	2	0	3	3	4	0	0	0
	Total	359	21	19	30	35	46	62	44	45	57	0	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			70			143			146			0		

2017 Days On Market

Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	92	0	36	120	100	64	174	68	75	87	0	0	0
	Detached	86	126	151	153	89	44	41	170	58	63	0	0	0
	Land	267	0	213	0	0	244	73	409	126	403	0	0	0
	Other	98	0	0	0	0	0	0	0	98	0	0	0	0
	Total	119	126	127	137	93	132	90	152	77	144	0	0	0
Invermere Rural	Attached	169	200	323	154	327	111	189	184	156	91	0	0	0
	Detached	132	26	64	299	119	71	120	65	202	123	0	0	0
	Land	842	160	910	803	622	39	1008	794	274	1385	0	0	0
	Other	211	0	0	0	0	0	313	92	140	0	0	0	0
	Total	274	157	403	326	246	89	303	229	195	434	0	0	0
Radium	Attached	242	211	100	72	74	229	50	609	248	247	0	0	0
	Detached	201	177	0	341	134	289	477	67	0	139	0	0	0
	Land	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	292	292	0	0	0	0	0	0	0	0	0	0	0
	Total	239	216	100	162	84	242	121	446	248	218	0	0	0
Canal Flats	Attached	255	0	0	0	733	386	0	0	59	38	0	0	0
	Detached	90	17	162	113	0	221	0	53	0	16	0	0	0
	Land	281	0	0	128	0	0	0	712	146	210	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	184	17	162	121	733	304	0	273	88	119	0	0	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	180	206	163	138	195	171	151	292	136	156	0	0	0
	Detached	124	65	118	259	115	115	111	90	166	107	0	0	0
	Land	641	160	736	668	622	210	800	652	228	944	0	0	0
	Other	195	292	0	0	0	0	313	92	112	0	0	0	0
	Total	227	167	260	271	210	156	234	258	157	299	0	0	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	119	126	127	137	93	132	90	152	77	144	0	0	0
	Invermere Rural	274	157	403	326	246	89	303	229	195	434	0	0	0
	Radium	239	216	100	162	84	242	121	446	248	218	0	0	0
	Canal Flats	184	17	162	121	733	304	0	273	88	119	0	0	0
	Total	227	167	260	271	210	156	234	258	157	299	0	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			237			203			243			0		

2017 Average Selling Prices (\$1,000's)



Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	258.3	0.0	316.3	275.8	219.5	193.2	297.3	255.5	278.2	224.0	0.0	0.0	0.0
	Detached	439.2	216.0	458.0	251.3	407.5	463.1	468.9	616.3	468.1	349.7	0.0	0.0	0.0
	Land	113.4	0.0	100.0	0.0	0.0	144.8	123.5	120.0	60.0	72.0	0.0	0.0	0.0
	Other	401.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	401.5	0.0	0.0	0.0	0.0
	Total	315.1	216.0	366.4	263.5	332.3	263.0	365.7	345.7	338.8	245.3	0.0	0.0	0.0
Invermere Rural	Attached	250.2	236.5	315.0	220.7	181.3	261.9	266.1	304.9	236.9	228.3	0.0	0.0	0.0
	Detached	491.2	550.0	633.3	403.4	500.5	479.2	464.6	522.5	504.7	494.2	0.0	0.0	0.0
	Land	205.2	57.5	174.7	124.0	262.0	625.0	357.9	49.5	112.9	152.0	0.0	0.0	0.0
	Other	646.7	0.0	0.0	0.0	0.0	0.0	1,010.0	405.0	40.0	0.0	0.0	0.0	0.0
	Total	371.7	286.3	409.7	263.1	420.9	378.6	437.9	358.1	333.8	370.6	0.0	0.0	0.0
Radium	Attached	180.5	177.9	165.0	79.5	254.1	185.1	183.4	146.1	193.3	181.0	0.0	0.0	0.0
	Detached	497.0	331.5	0.0	460.0	570.0	478.1	800.0	573.3	0.0	381.6	0.0	0.0	0.0
	Land	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Other	770.0	770.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total	255.1	260.7	165.0	206.3	306.8	247.9	286.2	274.2	193.3	235.7	0.0	0.0	0.0
Canal Flats	Attached	132.0	0.0	0.0	0.0	125.0	115.0	0.0	0.0	139.0	142.0	0.0	0.0	0.0
	Detached	220.4	320.0	211.5	116.0	0.0	184.0	0.0	237.5	0.0	146.0	0.0	0.0	0.0
	Land	52.2	0.0	0.0	22.0	0.0	0.0	0.0	27.0	22.0	95.0	0.0	0.0	0.0
	Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total	152.9	320.0	211.5	69.0	125.0	149.5	0.0	167.3	100.0	119.5	0.0	0.0	0.0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	224.2	204.9	285.5	208.4	219.7	212.0	253.2	232.0	233.0	201.3	0.0	0.0	0.0
	Detached	463.3	381.3	478.8	354.7	490.0	456.5	477.0	519.8	495.5	436.6	0.0	0.0	0.0
	Land	167.2	57.5	156.0	103.6	262.0	224.8	305.8	69.3	88.9	122.5	0.0	0.0	0.0
	Other	605.9	770.0	0.0	0.0	0.0	0.0	1,010.0	405.0	281.0	0.0	0.0	0.0	0.0
	Total	326.4	275.2	360.0	244.6	380.2	298.7	405.7	322.3	310.3	296.2	0.0	0.0	0.0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	315.1	216.0	366.4	263.5	332.3	263.0	365.7	345.7	338.8	245.3	0.0	0.0	0.0
	Invermere Rural	371.7	286.3	409.7	263.1	420.9	378.6	437.9	358.1	333.8	370.6	0.0	0.0	0.0
	Radium	255.1	260.7	165.0	206.3	306.8	247.9	286.2	274.2	193.3	235.7	0.0	0.0	0.0
	Canal Flats	152.9	320.0	211.5	69.0	125.0	149.5	0.0	167.3	100.0	119.5	0.0	0.0	0.0
	Total	326.4	275.2	360.0	244.6	380.2	298.7	405.7	322.3	310.3	296.2	0.0	0.0	0.0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			285.1			365.1			308.4			0.0		