

# Comparative Analysis

## Month / Year to Date

Units Sold			% change			% change
	May-17	May-16	month	2017	2016	YTD
Residential Attached	24	17	41.2	66	45	46.7
Residential Detached	16	18	(11.1)	63	54	16.7
Land	6	10	(40.0)	21	28	(25.0)
Other	0	0	0.0	1	2	(50.0)
<b>Total</b>	<b>46</b>	<b>45</b>	<b>2.2</b>	<b>151</b>	<b>129</b>	<b>17.1</b>
	May-17	May-16				
Invermere	12	5	140.0	29	35	(17.1)
Invermere Rural	18	27	(33.3)	80	69	15.9
Radium	14	11	27.3	33	21	57.1
Canal Flats	2	2	0.0	9	4	125.0
<b>Total</b>	<b>46</b>	<b>45</b>	<b>2.2</b>	<b>151</b>	<b>129</b>	<b>17.1</b>
Avg Selling Price						
(\$1,000's)	May-17	May-16		2017	*2016	
Residential Attached	212.0	238.0	(10.9)	216.6	204.5	5.9
Residential Detached	456.5	363.6	25.5	445.7	400.8	11.2
Land	224.8	135.7	65.7	183.7	173.9	5.7
Other	0.0	0.0	0.0	770.0	1,046.9	(26.4)
<b>Total</b>	<b>298.7</b>	<b>265.5</b>	<b>12.5</b>	<b>311.3</b>	<b>320.8</b>	<b>(3.0)</b>
	May-17	May-16		2017	*2016	
Invermere	263.0	314.2	(16.3)	298.3	380.4	(21.6)
Invermere Rural	378.6	292.6	29.4	353.6	354.4	(0.2)
Radium	247.9	211.2	17.4	255.8	193.7	32.1
Canal Flats	149.5	77.8	92.3	180.6	157.1	14.9
<b>Total</b>	<b>298.7</b>	<b>265.5</b>	<b>12.5</b>	<b>311.3</b>	<b>320.8</b>	<b>(3.0)</b>
Days On Market						
	May-17	May-16		2017	*2016	
Residential Attached	171	168	1.7	174	169	2.7
Residential Detached	115	133	(13.5)	136	149	(9.0)
Land	210	184	13.9	515	214	140.8
Other	0	0	0.0	292	117	148.8
<b>Total</b>	<b>156</b>	<b>157</b>	<b>(0.7)</b>	<b>208</b>	<b>163</b>	<b>27.5</b>
	May-17	May-16		2017	*2016	
Invermere	132	79	67.6	125	116	7.6
Invermere Rural	89	181	(50.5)	240	186	29.0
Radium	242	136	78.4	203	146	38.9
Canal Flats	304	159	91.5	215	228	(5.5)
<b>Total</b>	<b>156</b>	<b>157</b>	<b>(0.7)</b>	<b>208</b>	<b>163</b>	<b>27.5</b>

# 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
<b>Units Sold</b>	2007	452	223	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	140	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	72	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	117	16	17	27	23	34	27	16	20	16	16	9	8
	2011	187	69	11	13	16	15	14	26	17	32	16	14	4	9
	2012	205	87	13	15	19	17	23	18	22	27	9	13	20	9
	2013	300	93	15	11	10	28	29	25	40	34	40	27	23	18
	2014	326	125	16	22	18	25	44	40	31	33	34	31	20	12
	2015	315	106	14	9	25	23	35	39	55	29	28	33	12	13
	2016	368	129	10	19	24	31	45	28	37	45	47	25	34	23
	2017		151	21	19	30	35	46	0	0	0	0	0	0	0
	% change from 2016		17	110	0	25	13	2	0	0	0	0	0	0	0
<b>Days On Market</b>	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		208	167	260	271	210	156	0	0	0	0	0	0	0
	% change from 2016*		11	(8)	159	35	24	(1)	0	0	0	0	0	0	0
<b>Average Selling Price</b>	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		311	275	360	245	380	299	0	0	0	0	0	0	0
	% change from 2016*		2	9	19	(6)	45	13	0	0	0	0	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	9	0	2	2	2	3	0	0	0	0	0	0	0
	Detached	14	1	4	2	3	4	0	0	0	0	0	0	0
	Land	6	0	1	0	0	5	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>29</b>	<b>1</b>	<b>7</b>	<b>4</b>	<b>5</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	29	6	2	10	2	9	0	0	0	0	0	0	0
	Detached	37	2	4	7	16	8	0	0	0	0	0	0	0
	Land	14	1	3	4	5	1	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>80</b>	<b>9</b>	<b>9</b>	<b>21</b>	<b>23</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	26	7	1	2	5	11	0	0	0	0	0	0	0
	Detached	6	1	0	1	1	3	0	0	0	0	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
	<b>Total</b>	<b>33</b>	<b>9</b>	<b>1</b>	<b>3</b>	<b>6</b>	<b>14</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canal Flats	Attached	2	0	0	0	1	1	0	0	0	0	0	0	0
	Detached	6	2	2	1	0	1	0	0	0	0	0	0	0
	Land	1	0	0	1	0	0	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>9</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Attached</b>	66	13	5	14	10	24	0	0	0	0	0	0	0
	<b>Detached</b>	63	6	10	11	20	16	0	0	0	0	0	0	0
	<b>Land</b>	21	1	4	5	5	6	0	0	0	0	0	0	0
	<b>Other</b>	1	1	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>151</b>	<b>21</b>	<b>19</b>	<b>30</b>	<b>35</b>	<b>46</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Invermere</b>	29	1	7	4	5	12	0	0	0	0	0	0	0
	<b>Invermere Rural</b>	80	9	9	21	23	18	0	0	0	0	0	0	0
	<b>Radium</b>	33	9	1	3	6	14	0	0	0	0	0	0	0
	<b>Canal Flats</b>	9	2	2	2	1	2	0	0	0	0	0	0	0
	<b>Total</b>	<b>151</b>	<b>21</b>	<b>19</b>	<b>30</b>	<b>35</b>	<b>46</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>70</b>			<b>81</b>			<b>0</b>			<b>0</b>		

# 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	78	0	36	120	100	64	0	0	0	0	0	0	0
	Detached	106	126	151	153	89	44	0	0	0	0	0	0	0
	Land	239	0	213	0	0	244	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>125</b>	<b>126</b>	<b>127</b>	<b>137</b>	<b>93</b>	<b>132</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	174	200	323	154	327	111	0	0	0	0	0	0	0
	Detached	132	26	64	299	119	71	0	0	0	0	0	0	0
	Land	661	160	910	803	622	39	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>240</b>	<b>157</b>	<b>403</b>	<b>326</b>	<b>246</b>	<b>89</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	177	211	100	72	74	229	0	0	0	0	0	0	0
	Detached	253	177	0	341	134	289	0	0	0	0	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
	<b>Total</b>	<b>203</b>	<b>216</b>	<b>100</b>	<b>162</b>	<b>84</b>	<b>242</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canal Flats	Attached	560	0	0	0	733	386	0	0	0	0	0	0	0
	Detached	115	17	162	113	0	221	0	0	0	0	0	0	0
	Land	128	0	0	128	0	0	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>215</b>	<b>17</b>	<b>162</b>	<b>121</b>	<b>733</b>	<b>304</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Attached</b>	174	206	163	138	195	171	0	0	0	0	0	0	0
	<b>Detached</b>	136	65	118	259	115	115	0	0	0	0	0	0	0
	<b>Land</b>	515	160	736	668	622	210	0	0	0	0	0	0	0
	<b>Other</b>	292	292	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>208</b>	<b>167</b>	<b>260</b>	<b>271</b>	<b>210</b>	<b>156</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Invermere</b>	125	126	127	137	93	132	0	0	0	0	0	0	0
	<b>Invermere Rural</b>	240	157	403	326	246	89	0	0	0	0	0	0	0
	<b>Radium</b>	203	216	100	162	84	242	0	0	0	0	0	0	0
	<b>Canal Flats</b>	215	17	162	121	733	304	0	0	0	0	0	0	0
	<b>Total</b>	<b>208</b>	<b>167</b>	<b>260</b>	<b>271</b>	<b>210</b>	<b>156</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>237</b>			<b>180</b>			<b>0</b>			<b>0</b>		

# 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	244.7	0.0	316.3	275.8	219.5	193.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	401.8	216.0	458.0	251.3	407.5	463.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	137.3	0.0	100.0	0.0	0.0	144.8	0.0	0.0	0.0	0.0	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
	<b>Total</b>	<b>298.3</b>	<b>216.0</b>	<b>366.4</b>	<b>263.5</b>	<b>332.3</b>	<b>263.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Invermere Rural	Attached	240.5	236.5	315.0	220.7	181.3	261.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	494.5	550.0	633.3	403.4	500.5	479.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	215.2	57.5	174.7	124.0	262.0	625.0	0.0	0.0	0.0	0.0	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
	<b>Total</b>	<b>353.6</b>	<b>286.3</b>	<b>409.7</b>	<b>263.1</b>	<b>420.9</b>	<b>378.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Radium	Attached	187.5	177.9	165.0	79.5	254.1	185.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	466.0	331.5	0.0	460.0	570.0	478.1	0.0	0.0	0.0	0.0	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
	<b>Total</b>	<b>255.8</b>	<b>260.7</b>	<b>165.0</b>	<b>206.3</b>	<b>306.8</b>	<b>247.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Canal Flats	Attached	120.0	0.0	0.0	0.0	125.0	115.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	227.2	320.0	211.5	116.0	0.0	184.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	22.0	0.0	0.0	22.0	0.0	0.0	0.0	0.0	0.0	0.0	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
	<b>Total</b>	<b>180.6</b>	<b>320.0</b>	<b>211.5</b>	<b>69.0</b>	<b>125.0</b>	<b>149.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Attached</b>	216.6	204.9	285.5	208.4	219.7	212.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Detached</b>	445.7	381.3	478.8	354.7	490.0	456.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Land</b>	183.7	57.5	156.0	103.6	262.0	224.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Other</b>	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
	<b>Total</b>	<b>311.3</b>	<b>275.2</b>	<b>360.0</b>	<b>244.6</b>	<b>380.2</b>	<b>298.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Jan-17</b>	<b>Feb-17</b>	<b>Mar-17</b>	<b>Apr-17</b>	<b>May-17</b>	<b>Jun-17</b>	<b>Jul-17</b>	<b>Aug-17</b>	<b>Sep-17</b>	<b>Oct-17</b>	<b>Nov-17</b>	<b>Dec-17</b>
	<b>Invermere</b>	298.3	216.0	366.4	263.5	332.3	263.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Invermere Rural</b>	353.6	286.3	409.7	263.1	420.9	378.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Radium</b>	255.8	260.7	165.0	206.3	306.8	247.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Canal Flats</b>	180.6	320.0	211.5	69.0	125.0	149.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>311.3</b>	<b>275.2</b>	<b>360.0</b>	<b>244.6</b>	<b>380.2</b>	<b>298.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>285.1</b>			<b>333.9</b>			<b>0.0</b>			<b>0.0</b>		