

# Comparative Analysis

## Month / Year to Date

<b>Units Sold</b>			% change			% change
	<b>Jul-17</b>	<b>Jul-16</b>	<b>month</b>	<b>2017</b>	<b>2016</b>	<b>YTD</b>
Residential Attached	20	8	150.0	106	65	63.1
Residential Detached	16	23	(30.4)	109	91	19.8
Land	6	4	50.0	36	34	5.9
Other	2	2	0.0	6	4	50.0
<b>Total</b>	<b>44</b>	<b>37</b>	<b>18.9</b>	<b>257</b>	<b>194</b>	<b>32.5</b>
	<b>Jul-17</b>	<b>Jul-16</b>				
Invermere	13	13	0.0	57	57	0.0
Invermere Rural	18	21	(14.3)	139	105	32.4
Radium	10	2	400.0	49	27	81.5
Canal Flats	3	1	200.0	12	5	140.0
<b>Total</b>	<b>44</b>	<b>37</b>	<b>18.9</b>	<b>257</b>	<b>194</b>	<b>32.5</b>
<b>Avg Selling Price</b>						
<b>(\$1,000's)</b>	<b>Jul-17</b>	<b>Jul-16</b>		<b>2017</b>	<b>*2016</b>	
Residential Attached	232.0	319.8	(27.4)	226.4	204.5	10.7
Residential Detached	519.8	433.6	19.9	465.2	400.8	16.1
Land	69.3	182.5	(62.1)	195.2	173.9	12.2
Other	405.0	342.0	18.4	768.3	1,046.9	(26.6)
<b>Total</b>	<b>322.3</b>	<b>376.9</b>	<b>(14.5)</b>	<b>336.0</b>	<b>320.8</b>	<b>4.7</b>
	<b>Jul-17</b>	<b>Jul-16</b>		<b>2017</b>	<b>*2016</b>	
Invermere	345.7	370.2	(6.6)	326.8	380.4	(14.1)
Invermere Rural	358.1	401.6	(10.9)	379.0	354.4	6.9
Radium	274.2	277.0	(1.0)	263.3	193.7	35.9
Canal Flats	167.3	142.5	17.4	177.3	157.1	12.8
<b>Total</b>	<b>322.3</b>	<b>376.9</b>	<b>(14.5)</b>	<b>336.0</b>	<b>320.8</b>	<b>4.7</b>
<b>Days On Market</b>						
	<b>Jul-17</b>	<b>Jul-16</b>		<b>2017</b>	<b>*2016</b>	
Residential Attached	292	251	16.3	192	169	13.3
Residential Detached	90	120	(24.7)	122	149	(18.0)
Land	652	571	14.1	609	214	184.8
Other	92	464	(80.3)	236	117	100.9
<b>Total</b>	<b>258</b>	<b>215</b>	<b>20.0</b>	<b>223</b>	<b>163</b>	<b>36.6</b>
	<b>Jul-17</b>	<b>Jul-16</b>		<b>2017</b>	<b>*2016</b>	
Invermere	152	71	112.6	122	116	4.9
Invermere Rural	229	234	(2.0)	257	186	38.3
Radium	446	1,055	(57.7)	243	146	65.9
Canal Flats	273	28	873.8	230	228	0.8
<b>Total</b>	<b>258</b>	<b>215</b>	<b>20.0</b>	<b>223</b>	<b>163</b>	<b>36.6</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	325	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	194	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	115	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	160	16	17	27	23	34	27	16	20	16	16	9	8
	2011	187	112	11	13	16	15	14	26	17	32	16	14	4	9
	2012	205	127	13	15	19	17	23	18	22	27	9	13	20	9
	2013	300	158	15	11	10	28	29	25	40	34	40	27	23	18
	2014	326	196	16	22	18	25	44	40	31	33	34	31	20	12
	2015	315	200	14	9	25	23	35	39	55	29	28	33	12	13
	2016	368	194	10	19	24	31	45	28	37	45	47	25	34	23
	2017		257	21	19	30	35	46	62	44	0	0	0	0	0
	% change from 2016		32	110	0	25	13	2	121	19	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		223	167	260	271	210	156	234	258	0	0	0	0	0
	% change from 2016*		18	(8)	159	35	24	(1)	(19)	20	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		336	275	360	245	380	299	406	322	0	0	0	0	0
	% change from 2016*		10	9	19	(6)	45	13	33	(14)	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	21	0	2	2	2	3	5	7	0	0	0	0	0
	Detached	26	1	4	2	3	4	8	4	0	0	0	0	0
	Land	10	0	1	0	0	5	2	2	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>57</b>	<b>1</b>	<b>7</b>	<b>4</b>	<b>5</b>	<b>12</b>	<b>15</b>	<b>13</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	45	6	2	10	2	9	10	6	0	0	0	0	0
	Detached	65	2	4	7	16	8	21	7	0	0	0	0	0
	Land	24	1	3	4	5	1	7	3	0	0	0	0	0
	Other	5	0	0	0	0	0	3	2	0	0	0	0	0
	<b>Total</b>	<b>139</b>	<b>9</b>	<b>9</b>	<b>21</b>	<b>23</b>	<b>18</b>	<b>41</b>	<b>18</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	38	7	1	2	5	11	5	7	0	0	0	0	0
	Detached	10	1	0	1	1	3	1	3	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>49</b>	<b>9</b>	<b>1</b>	<b>3</b>	<b>6</b>	<b>14</b>	<b>6</b>	<b>10</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	8	2	2	1	0	1	0	2	0	0	0	0	0
	Land	2	0	0	1	0	0	0	1	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>12</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>3</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>	106	13	5	14	10	24	20	20	0	0	0	0	0
	<b>Detached</b>	109	6	10	11	20	16	30	16	0	0	0	0	0
	<b>Land</b>	36	1	4	5	5	6	9	6	0	0	0	0	0
	<b>Other</b>	6	1	0	0	0	0	3	2	0	0	0	0	0
	<b>Total</b>	<b>257</b>	<b>21</b>	<b>19</b>	<b>30</b>	<b>35</b>	<b>46</b>	<b>62</b>	<b>44</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>	57	1	7	4	5	12	15	13	0	0	0	0	0
	<b>Invermere Rural</b>	139	9	9	21	23	18	41	18	0	0	0	0	0
	<b>Radium</b>	49	9	1	3	6	14	6	10	0	0	0	0	0
	<b>Canal Flats</b>	12	2	2	2	1	2	0	3	0	0	0	0	0
	<b>Total</b>	<b>257</b>	<b>21</b>	<b>19</b>	<b>30</b>	<b>35</b>	<b>46</b>	<b>62</b>	<b>44</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>143</b>			<b>44</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	97	0	36	120	100	64	174	68	0	0	0	0	0
	Detached	96	126	151	153	89	44	41	170	0	0	0	0	0
	Land	240	0	213	0	0	244	73	409	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>122</b>	<b>126</b>	<b>127</b>	<b>137</b>	<b>93</b>	<b>132</b>	<b>90</b>	<b>152</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	179	200	323	154	327	111	189	184	0	0	0	0	0
	Detached	121	26	64	299	119	71	120	65	0	0	0	0	0
	Land	779	160	910	803	622	39	1008	794	0	0	0	0	0
	Other	225	0	0	0	0	0	313	92	0	0	0	0	0
	<b>Total</b>	<b>257</b>	<b>157</b>	<b>403</b>	<b>326</b>	<b>246</b>	<b>89</b>	<b>303</b>	<b>229</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	240	211	100	72	74	229	50	609	0	0	0	0	0
	Detached	220	177	0	341	134	289	477	67	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>243</b>	<b>216</b>	<b>100</b>	<b>162</b>	<b>84</b>	<b>242</b>	<b>121</b>	<b>446</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	100	17	162	113	0	221	0	53	0	0	0	0	0
	Land	420	0	0	128	0	0	0	712	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>230</b>	<b>17</b>	<b>162</b>	<b>121</b>	<b>733</b>	<b>304</b>	<b>0</b>	<b>273</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>	192	206	163	138	195	171	151	292	0	0	0	0	0
	<b>Detached</b>	122	65	118	259	115	115	111	90	0	0	0	0	0
	<b>Land</b>	609	160	736	668	622	210	800	652	0	0	0	0	0
	<b>Other</b>	236	292	0	0	0	0	313	92	0	0	0	0	0
	<b>Total</b>	<b>223</b>	<b>167</b>	<b>260</b>	<b>271</b>	<b>210</b>	<b>156</b>	<b>234</b>	<b>258</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>	122	126	127	137	93	132	90	152	0	0	0	0	0
	<b>Invermere Rural</b>	257	157	403	326	246	89	303	229	0	0	0	0	0
	<b>Radium</b>	243	216	100	162	84	242	121	446	0	0	0	0	0
	<b>Canal Flats</b>	230	17	162	121	733	304	0	273	0	0	0	0	0
	<b>Total</b>	<b>223</b>	<b>167</b>	<b>260</b>	<b>271</b>	<b>210</b>	<b>156</b>	<b>234</b>	<b>258</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>203</b>			<b>258</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	260.8	0.0	316.3	275.8	219.5	193.2	297.3	255.5	0.0	0.0	0.0	0.0	0.0
	Detached	455.5	216.0	458.0	251.3	407.5	463.1	468.9	616.3	0.0	0.0	0.0	0.0	0.0
	Land	131.1	0.0	100.0	0.0	0.0	144.8	123.5	120.0	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>326.8</b>	<b>216.0</b>	<b>366.4</b>	<b>263.5</b>	<b>332.3</b>	<b>263.0</b>	<b>365.7</b>	<b>345.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Invermere Rural	Attached	254.8	236.5	315.0	220.7	181.3	261.9	266.1	304.9	0.0	0.0	0.0	0.0	0.0
	Detached	487.9	550.0	633.3	403.4	500.5	479.2	464.6	522.5	0.0	0.0	0.0	0.0	0.0
	Land	236.1	57.5	174.7	124.0	262.0	625.0	357.9	49.5	0.0	0.0	0.0	0.0	0.0
	Other	768.0	0.0	0.0	0.0	0.0	0.0	1,010.0	405.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>379.0</b>	<b>286.3</b>	<b>409.7</b>	<b>263.1</b>	<b>420.9</b>	<b>378.6</b>	<b>437.9</b>	<b>358.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Radium	Attached	179.3	177.9	165.0	79.5	254.1	185.1	183.4	146.1	0.0	0.0	0.0	0.0	0.0
	Detached	531.6	331.5	0.0	460.0	570.0	478.1	800.0	573.3	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>263.3</b>	<b>260.7</b>	<b>165.0</b>	<b>206.3</b>	<b>306.8</b>	<b>247.9</b>	<b>286.2</b>	<b>274.2</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	229.8	320.0	211.5	116.0	0.0	184.0	0.0	237.5	0.0	0.0	0.0	0.0	0.0
	Land	24.5	0.0	0.0	22.0	0.0	0.0	0.0	27.0	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>177.3</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>167.3</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>	226.4	204.9	285.5	208.4	219.7	212.0	253.2	232.0	0.0	0.0	0.0	0.0	0.0
	<b>Detached</b>	465.2	381.3	478.8	354.7	490.0	456.5	477.0	519.8	0.0	0.0	0.0	0.0	0.0
	<b>Land</b>	195.2	57.5	156.0	103.6	262.0	224.8	305.8	69.3	0.0	0.0	0.0	0.0	0.0
	<b>Other</b>	768.3	770.0	0.0	0.0	0.0	0.0	1,010.0	405.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>336.0</b>	<b>275.2</b>	<b>360.0</b>	<b>244.6</b>	<b>380.2</b>	<b>298.7</b>	<b>405.7</b>	<b>322.3</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>	326.8	216.0	366.4	263.5	332.3	263.0	365.7	345.7	0.0	0.0	0.0	0.0	0.0
	<b>Invermere Rural</b>	379.0	286.3	409.7	263.1	420.9	378.6	437.9	358.1	0.0	0.0	0.0	0.0	0.0
	<b>Radium</b>	263.3	260.7	165.0	206.3	306.8	247.9	286.2	274.2	0.0	0.0	0.0	0.0	0.0
	<b>Canal Flats</b>	177.3	320.0	211.5	69.0	125.0	149.5	0.0	167.3	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>336.0</b>	<b>275.2</b>	<b>360.0</b>	<b>244.6</b>	<b>380.2</b>	<b>298.7</b>	<b>405.7</b>	<b>322.3</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>365.1</b>			<b>322.3</b>			<b>0.0</b>		