

Comparative Analysis

Month / Year to Date



Units Sold			% change			% change
	May-18	May-17	month	2018	2017	YTD
Residential Attached	19	24	(20.8)	77	66	16.7
Residential Detached	20	16	25.0	72	63	14.3
Land	10	6	66.7	27	21	28.6
Other	0	0	0.0	0	1	(100.0)
Total	49	46	6.5	176	151	16.6
	May-18	May-17				
Invermere	16	12	33.3	58	29	100.0
Invermere Rural	22	18	22.2	77	80	(3.8)
Radium	9	14	(35.7)	33	33	0.0
Canal Flats	2	2	0.0	8	9	(11.1)
Total	49	46	6.5	176	151	16.6
Avg Selling Price						
(\$1,000's)	May-18	May-17		2018	*2017	
Residential Attached	0.0	212.0	(100.0)	211.7	204.5	3.5
Residential Detached	0.0	456.5	(100.0)	420.8	400.8	5.0
Land	0.0	224.8	(100.0)	190.8	173.9	9.7
Other	0.0	0.0	0.0	0.0	1,046.9	(100.0)
Total	281.5	298.7	(5.8)	294.0	320.8	(8.3)
	May-18	May-17		2018	*2017	
Invermere	322.4	263.0	22.6	319.9	380.4	(15.9)
Invermere Rural	290.3	378.6	(23.3)	312.6	354.4	(11.8)
Radium	228.7	247.9	(7.7)	218.5	193.7	12.8
Canal Flats	94.5	149.5	(36.8)	161.8	157.1	3.0
Total	281.5	298.7	(5.8)	294.0	320.8	(8.3)
Days On Market						
	May-18	May-17		2018	*2017	
Residential Attached	156	171	(8.7)	170	169	0.6
Residential Detached	167	115	45.7	126	149	(15.9)
Land	358	210	70.3	366	214	71.0
Other	0	0	0.0	0	117	(100.0)
Total	202	156	29.0	182	163	11.5
	May-18	May-17		2018	*2017	
Invermere	180	132	35.8	150	116	29.7
Invermere Rural	270	89	201.8	203	186	9.3
Radium	111	242	(54.3)	185	146	26.3
Canal Flats	35	304	(88.5)	172	228	(24.6)
Total	202	156	29.0	182	163	11.5
						*=annual value

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	452	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	257	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	216	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	229	16	17	27	23	34	27	16	20	16	16	9	8
	2011	187	187	11	13	16	15	14	26	17	32	16	14	4	9
	2012	205	205	13	15	19	17	23	18	22	27	9	13	20	9
	2013	300	300	15	11	10	28	29	25	40	34	40	27	23	18
	2014	326	326	16	22	18	25	44	40	31	33	34	31	20	12
	2015	315	315	14	9	25	23	35	39	55	29	28	33	12	13
	2016	368	368	10	19	24	31	45	28	37	45	47	25	34	23
	2017	451	151	21	19	30	35	46	62	44	45	57	40	39	13
	2018		176	26	29	30	42	49	0	0	0	0	0	0	0
	% change from 2017		17	24	53	0	20	7	0	0	0	0	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	208		167	260	271	210	156	234	258	157	299	149	106	177
	2018		182	230	129	232	130	202	0	0	0	0	0	0	0
	% change from 2017*		(13)	38	(50)	(14)	(38)	29	0	0	0	0	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	321		275	360	245	380	299	406	322	310	296	273	288	407
	2018		294	345	252	300	302	281	0	0	0	0	0	0	0
	% change from 2017*		(8)	25	(30)	23	(21)	(6)	0	0	0	0	0	0	0

2018 Units Sold

Area	Property Type	Total	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Invermere	Attached	22	3	3	4	7	5	0	0	0	0	0	0	0
	Detached	28	5	7	3	5	8	0	0	0	0	0	0	0
	Land	8	2	2	1	0	3	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	58	10	12	8	12	16	0	0	0	0	0	0	0
Invermere Rural	Attached	31	2	9	4	9	7	0	0	0	0	0	0	0
	Detached	33	5	2	6	10	10	0	0	0	0	0	0	0
	Land	13	2	1	3	2	5	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	77	9	12	13	21	22	0	0	0	0	0	0	0
Radium	Attached	22	3	2	6	5	6	0	0	0	0	0	0	0
	Detached	8	2	1	0	3	2	0	0	0	0	0	0	0
	Land	3	0	1	1	0	1	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	33	5	4	7	8	9	0	0	0	0	0	0	0
Canal Flats	Attached	2	0	0	0	1	1	0	0	0	0	0	0	0
	Detached	3	1	1	1	0	0	0	0	0	0	0	0	0
	Land	3	1	0	1	0	1	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	8	2	1	2	1	2	0	0	0	0	0	0	0
			Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Attached	77	8	14	14	22	19	0	0	0	0	0	0	0
	Detached	72	13	11	10	18	20	0	0	0	0	0	0	0
	Land	27	5	4	6	2	10	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	176	26	29	30	42	49	0	0	0	0	0	0	0
			Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Invermere	58	10	12	8	12	16	0	0	0	0	0	0	0
	Invermere Rural	77	9	12	13	21	22	0	0	0	0	0	0	0
	Radium	33	5	4	7	8	9	0	0	0	0	0	0	0
	Canal Flats	8	2	1	2	1	2	0	0	0	0	0	0	0
	Total	176	26	29	30	42	49	0	0	0	0	0	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			85			91			0			0		

2018 Days On Market



Area	Property Type		Total	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Invermere	Attached	REA	147	324	161	114	84	145	0	0	0	0	0	0	0
	Detached	RED	126	112	62	54	237	148	0	0	0	0	0	0	0
	Land	LND	246	91	118	582	0	323	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		150	171	96	150	148	180	0	0	0	0	0	0	0
Invermere Rural	Attached	REA	192	307	190	198	150	215	0	0	0	0	0	0	0
	Detached	RED	127	109	18	65	131	191	0	0	0	0	0	0	0
	Land	LND	421	511	181	538	61	506	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		203	242	161	215	132	270	0	0	0	0	0	0	0
Radium	Attached	REA	175	328	78	248	98	122	0	0	0	0	0	0	0
	Detached	RED	115	196	108	0	56	126	0	0	0	0	0	0	0
	Land	LND	442	0	216	1095	0	14	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		185	275	120	369	82	111	0	0	0	0	0	0	0
Canal Flats	Attached	REA	34	0	0	0	60	8	0	0	0	0	0	0	0
	Detached	RED	134	191	187	25	0	0	0	0	0	0	0	0	0
	Land	LND	301	523	0	318	0	62	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		172	357	187	172	60	35	0	0	0	0	0	0	0
				Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Attached	REA	170	321	168	195	113	156	0	0	0	0	0	0	0
	Detached	RED	126	130	70	58	148	167	0	0	0	0	0	0	0
	Land	LND	366	345	158	607	149	358	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		182	230	129	232	130	202	0	0	0	0	0	0	0
				Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Invermere		150	171	96	150	148	180	0	0	0	0	0	0	0
	Invermere Rural		203	242	161	215	132	270	0	0	0	0	0	0	0
	Radium		185	275	120	369	82	111	0	0	0	0	0	0	0
	Canal Flats		172	357	187	172	60	35	0	0	0	0	0	0	0
	Total		182	230	129	232	130	202	0	0	0	0	0	0	0
				Quarter 1			Quarter 2			Quarter 3			Quarter 4		
				196			169			0			0		

2018 Average Selling Prices (\$1,000's)



Area	Property Type	Total	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Invermere	Attached	227.2	237.5	258.3	250.5	251.4	149.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	415.0	587.7	320.9	469.2	409.1	372.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	241.9	80.0	74.0	199.0	0.0	476.0	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
	Total	319.9	381.1	264.1	326.1	317.1	322.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Invermere Rural	Attached	227.9	192.5	267.5	250.0	212.3	194.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	451.8	545.7	287.1	534.0	419.9	420.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	161.2	217.0	154.0	168.7	89.8	164.5	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
	Total	312.6	394.2	261.3	362.3	299.5	290.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Radium	Attached	179.6	218.2	100.5	160.8	151.3	228.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	375.3	340.0	500.0	0.0	405.0	303.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	85.8	0.0	49.9	130.0	0.0	77.5	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
	Total	218.5	266.9	187.7	156.4	246.4	228.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Canal Flats	Attached	145.0	0.0	0.0	0.0	143.0	147.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	255.6	238.9	260.0	268.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	79.3	25.8	0.0	170.0	0.0	42.0	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
	Total	161.8	132.4	260.0	219.0	143.0	94.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
			Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Attached	211.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	420.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	190.8	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	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	294.0	344.5	252.3	299.9	302.1	281.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
			Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
	Invermere	319.9	381.1	264.1	326.1	317.1	322.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Invermere Rural	312.6	394.2	261.3	362.3	299.5	290.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Radium	218.5	266.9	187.7	156.4	246.4	228.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Canal Flats	161.8	132.4	260.0	219.0	143.0	94.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total	294.0	344.5	252.3	299.9	302.1	281.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0
			Quarter 1			Quarter 2		Quarter 3		Quarter 4				
			297.3			291.0		0.0		0.0				