

# Comparative Analysis

## Month / Year to Date

<b>Units Sold</b>			% change			% change
	<b>Mar-18</b>	<b>Mar-17</b>	<b>month</b>	<b>2018</b>	<b>2017</b>	<b>YTD</b>
Residential Attached	14	14	0.0	36	32	12.5
Residential Detached	10	11	(9.1)	34	27	25.9
Land	6	5	20.0	15	10	50.0
Other	0	0	0.0	1	1	0.0
<b>Total</b>	<b>30</b>	<b>30</b>	<b>0.0</b>	<b>86</b>	<b>70</b>	<b>22.9</b>
	<b>Mar-18</b>	<b>Mar-17</b>				
Invermere	8	4	100.0	30	12	150.0
Invermere Rural	13	21	(38.1)	34	39	(12.8)
Radium	7	3	133.3	17	13	30.8
Canal Flats	2	2	0.0	5	6	(16.7)
<b>Total</b>	<b>30</b>	<b>30</b>	<b>0.0</b>	<b>86</b>	<b>70</b>	<b>22.9</b>
<b>Avg Selling Price</b>						
(\$1,000's)	<b>Mar-18</b>	<b>Mar-17</b>		<b>2018</b>	<b>*2017</b>	
Residential Attached	211.9	208.4	1.7	225.1	204.5	10.0
Residential Detached	488.0	354.7	37.6	442.5	400.8	10.4
Land	167.5	103.6	61.7	131.8	173.9	(24.2)
Other	0.0	0.0	0.0	291.0	1,046.9	(72.2)
<b>Total</b>	<b>295.1</b>	<b>244.6</b>	<b>20.6</b>	<b>295.5</b>	<b>320.8</b>	<b>(7.9)</b>
	<b>Mar-18</b>	<b>Mar-17</b>		<b>2018</b>	<b>*2017</b>	
Invermere	326.1	263.5	23.7	319.6	380.4	(16.0)
Invermere Rural	362.3	263.1	37.7	335.1	354.4	(5.5)
Radium	156.4	206.3	(24.2)	204.2	193.7	5.4
Canal Flats	219.0	69.0	217.4	192.5	157.1	22.5
<b>Total</b>	<b>295.1</b>	<b>244.6</b>	<b>20.6</b>	<b>295.5</b>	<b>320.8</b>	<b>(7.9)</b>
<b>Days On Market</b>						
	<b>Mar-18</b>	<b>Mar-17</b>		<b>2018</b>	<b>*2017</b>	
Residential Attached	195	138	42.0	213	169	25.7
Residential Detached	58	259	(77.7)	89	149	(40.3)
Land	601	668	(10.0)	398	214	86.0
Other	0	0	0.0	54	117	(54.0)
<b>Total</b>	<b>231</b>	<b>271</b>	<b>(14.7)</b>	<b>194</b>	<b>163</b>	<b>19.1</b>
	<b>Mar-18</b>	<b>Mar-17</b>		<b>2018</b>	<b>*2017</b>	
Invermere	150	137	10.1	136	116	17.0
Invermere Rural	215	326	(34.1)	203	186	9.3
Radium	369	162	128.3	264	146	80.8
Canal Flats	172	121	42.3	249	228	9.2
<b>Total</b>	<b>231</b>	<b>271</b>	<b>(14.7)</b>	<b>194</b>	<b>163</b>	<b>19.1</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	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	70	21	19	30	35	46	62	44	45	57	40	39	13
	2018		86	26	30	30	0	0	0	0	0	0	0	0	0
	% change from 2017		23	24	58	0	0	0	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	234	258	157	299	149	106	177
	2018		194	230	127	231	0	0	0	0	0	0	0	0	0
	% change from 2017*		(7)	38	(51)	(15)	0	0	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	321		275	360	245	380	299	406	322	310	296	273	288	407
	2018		296	345	254	295	0	0	0	0	0	0	0	0	0
	% change from 2017*		(8)	25	(30)	21	0	0	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	10	3	3	4	0	0	0	0	0	0	0	0	0
	Detached	15	5	7	3	0	0	0	0	0	0	0	0	0
	Land	5	2	2	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>30</b>	<b>10</b>	<b>12</b>	<b>8</b>	<b>0</b>	<b>0</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	15	2	9	4	0	0	0	0	0	0	0	0	0
	Detached	13	5	2	6	0	0	0	0	0	0	0	0	0
	Land	6	2	1	3	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>34</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	11	3	2	6	0	0	0	0	0	0	0	0	0
	Detached	3	2	1	0	0	0	0	0	0	0	0	0	0
	Land	2	0	1	1	0	0	0	0	0	0	0	0	0
	Other	1	0	1	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>17</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>0</b>	<b>0</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	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	3	1	1	1	0	0	0	0	0	0	0	0	0
	Land	2	1	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>5</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>0</b>	<b>0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	<b>36</b>	<b>8</b>	<b>14</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>	<b>0</b>	<b>0</b>
	<b>Detached</b>	<b>34</b>	<b>13</b>	<b>11</b>	<b>10</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Land</b>	<b>15</b>	<b>5</b>	<b>4</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Other</b>	<b>1</b>	<b>0</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Total</b>	<b>86</b>	<b>26</b>	<b>30</b>	<b>30</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>	<b>30</b>	<b>10</b>	<b>12</b>	<b>8</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Invermere Rural</b>	<b>34</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Radium</b>	<b>17</b>	<b>5</b>	<b>5</b>	<b>7</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Canal Flats</b>	<b>5</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>0</b>	<b>0</b>
	<b>Total</b>	<b>86</b>	<b>26</b>	<b>30</b>	<b>30</b>	<b>0</b>	<b>0</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>86</b>			<b>0</b>			<b>0</b>			<b>0</b>		

# 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	191	324	161	114	0	0	0	0	0	0	0	0	0
	Detached	77	112	62	54	0	0	0	0	0	0	0	0	0
	Land	200	91	118	582	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>136</b>	<b>171</b>	<b>96</b>	<b>150</b>	<b>0</b>	<b>0</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	208	307	190	198	0	0	0	0	0	0	0	0	0
	Detached	75	109	18	65	0	0	0	0	0	0	0	0	0
	Land	469	511	181	538	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>203</b>	<b>242</b>	<b>161</b>	<b>215</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	239	328	78	248	0	0	0	0	0	0	0	0	0
	Detached	167	196	108	0	0	0	0	0	0	0	0	0	0
	Land	656	0	216	1095	0	0	0	0	0	0	0	0	0
	Other	54	0	54	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>264</b>	<b>275</b>	<b>107</b>	<b>369</b>	<b>0</b>	<b>0</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	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	134	191	187	25	0	0	0	0	0	0	0	0	0
	Land	421	523	0	318	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>249</b>	<b>357</b>	<b>187</b>	<b>172</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	213	321	168	195	0	0	0	0	0	0	0	0	0
	<b>Detached</b>	89	130	70	58	0	0	0	0	0	0	0	0	0
	<b>Land</b>	398	345	158	601	0	0	0	0	0	0	0	0	0
	<b>Other</b>	54	0	54	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>194</b>	<b>230</b>	<b>127</b>	<b>231</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>	136	171	96	150	0	0	0	0	0	0	0	0	0
	<b>Invermere Rural</b>	203	242	161	215	0	0	0	0	0	0	0	0	0
	<b>Radium</b>	264	275	107	369	0	0	0	0	0	0	0	0	0
	<b>Canal Flats</b>	249	357	187	172	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>194</b>	<b>230</b>	<b>127</b>	<b>231</b>	<b>0</b>	<b>0</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>194</b>			<b>0</b>			<b>0</b>			<b>0</b>		

# 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	249.0	237.5	258.3	250.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	439.5	587.7	320.9	469.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	101.4	80.0	74.0	199.0	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>319.6</b>	<b>381.1</b>	<b>264.1</b>	<b>326.1</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>0.0</b>	<b>0.0</b>
Invermere Rural	Attached	252.8	192.5	267.5	250.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	500.5	545.7	287.1	534.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	182.3	217.0	154.0	168.7	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>335.1</b>	<b>394.2</b>	<b>261.3</b>	<b>362.3</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>0.0</b>	<b>0.0</b>
Radium	Attached	165.5	218.2	100.5	160.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	393.3	340.0	500.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	655.5	0.0	216.0	1095.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Other	291.0	0.0	291.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>204.2</b>	<b>266.9</b>	<b>208.4</b>	<b>156.4</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>0.0</b>	<b>0.0</b>
Canal Flats	Attached	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
	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	97.9	25.8	0.0	170.0	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>192.5</b>	<b>132.4</b>	<b>260.0</b>	<b>219.0</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>	<b>0.0</b>	<b>0.0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	225.1	219.0	241.7	211.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Detached</b>	442.5	506.6	325.5	488.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Land</b>	131.8	124.0	88.0	167.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Other</b>	291.0	0.0	291.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>295.5</b>	<b>344.5</b>	<b>253.5</b>	<b>295.1</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>0.0</b>	<b>0.0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>	319.6	381.1	264.1	326.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Invermere Rural</b>	335.1	394.2	261.3	362.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Radium</b>	204.2	266.9	208.4	156.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Canal Flats</b>	192.5	132.4	260.0	219.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>	<b>295.5</b>	<b>344.5</b>	<b>253.5</b>	<b>295.1</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>0.0</b>	<b>0.0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>		<b>Quarter 4</b>			
			<b>295.5</b>			<b>0.0</b>			<b>0.0</b>		<b>0.0</b>			<b>0.0</b>