

Comparative Analysis

Month / Year to Date

Units Sold			% change				% change
	Jan-18	Jan-17	month		2018	2017	YTD
Residential Attached	8	13	(38.5)		8	13	(38.5)
Residential Detached	13	6	116.7		13	6	116.7
Land	5	1	400.0		5	1	400.0
Other	0	1	(100.0)		0	1	(100.0)
Total	26	21	23.8		26	21	23.8
	Jan-18	Jan-17					
Invermere	10	1	900.0		10	1	900.0
Invermere Rural	9	9	0.0		9	9	0.0
Radium	5	9	(44.4)		5	9	(44.4)
Canal Flats	2	2	0.0		2	2	0.0
Total	26	21	23.8		26	21	23.8
Avg Selling Price							
(\$1,000's)	Jan-18	Jan-17			2018	*2017	
Residential Attached	219.0	204.9	6.9		219.0	204.5	7.1
Residential Detached	506.6	381.3	32.9		506.6	400.8	26.4
Land	124.0	57.5	115.6		124.0	173.9	(28.7)
Other	0.0	770.0	(100.0)		0.0	1,046.9	(100.0)
Total	344.5	275.2	25.2		344.5	320.8	7.4
	Jan-18	Jan-17			2018	*2017	
Invermere	381.1	216.0	76.4		381.1	380.4	0.2
Invermere Rural	394.2	286.3	37.7		394.2	354.4	11.2
Radium	266.9	260.7	2.4		266.9	193.7	37.8
Canal Flats	132.4	320.0	(58.6)		132.4	157.1	(15.8)
Total	344.5	275.2	25.2		344.5	320.8	7.4
Days On Market							
	Jan-18	Jan-17			2018	*2017	
Residential Attached	321	206	56.2		321	169	89.8
Residential Detached	130	65	100.6		130	149	(13.1)
Land	345	160	115.9		345	214	61.5
Other	0	292	(100.0)		0	117	(100.0)
Total	230	167	37.5		230	163	41.0
	Jan-18	Jan-17			2018	*2017	
Invermere	171	126	35.8		171	116	47.6
Invermere Rural	242	157	54.5		242	186	30.4
Radium	275	216	27.6		275	146	88.4
Canal Flats	357	17	2,063.6		357	228	56.7
Total	230	167	37.5		230	163	41.0

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	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	21	21	19	30	35	46	62	44	45	57	40	39	13
	2018		26	26	0	0	0	0	0	0	0	0	0	0	0
	% change from 2017		24	24	0	0	0	0	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		230	230	0	0	0	0	0	0	0	0	0	0	0
	% change from 2017*		11	38	0	0	0	0	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		345	345	0	0	0	0	0	0	0	0	0	0	0
	% change from 2017*		7	25	0	0	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	3	3	0	0	0	0	0	0	0	0	0	0	0
	Detached	5	5	0	0	0	0	0	0	0	0	0	0	0
	Land	2	2	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
	Total	10	10	0	0	0	0	0	0	0	0	0	0	0
Invermere Rural	Attached	2	2	0	0	0	0	0	0	0	0	0	0	0
	Detached	5	5	0	0	0	0	0	0	0	0	0	0	0
	Land	2	2	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
	Total	9	9	0	0	0	0	0	0	0	0	0	0	0
Radium	Attached	3	3	0	0	0	0	0	0	0	0	0	0	0
	Detached	2	2	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
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	5	5	0	0	0	0	0	0	0	0	0	0	0
Canal Flats	Attached	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	1	1	0	0	0	0	0	0	0	0	0	0	0
	Land	1	1	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
	Total	2	2	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	8	8	0	0	0	0	0	0	0	0	0	0	0
	Detached	13	13	0	0	0	0	0	0	0	0	0	0	0
	Land	5	5	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
	Total	26	26	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	10	10	0	0	0	0	0	0	0	0	0	0	0
	Invermere Rural	9	9	0	0	0	0	0	0	0	0	0	0	0
	Radium	5	5	0	0	0	0	0	0	0	0	0	0	0
	Canal Flats	2	2	0	0	0	0	0	0	0	0	0	0	0
	Total	26	26	0	0	0	0	0	0	0	0	0	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			26			0			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	324	324	0	0	0	0	0	0	0	0	0	0	0
	Detached	112	112	0	0	0	0	0	0	0	0	0	0	0
	Land	91	91	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
	Total	171	171	0	0	0	0	0	0	0	0	0	0	0
Invermere Rural	Attached	307	307	0	0	0	0	0	0	0	0	0	0	0
	Detached	109	109	0	0	0	0	0	0	0	0	0	0	0
	Land	511	511	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
	Total	242	242	0	0	0	0	0	0	0	0	0	0	0
Radium	Attached	328	328	0	0	0	0	0	0	0	0	0	0	0
	Detached	196	196	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
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	275	275	0	0	0	0	0	0	0	0	0	0	0
Canal Flats	Attached	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	191	191	0	0	0	0	0	0	0	0	0	0	0
	Land	523	523	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
	Total	357	357	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	321	321	0	0	0	0	0	0	0	0	0	0	0
	Detached	130	130	0	0	0	0	0	0	0	0	0	0	0
	Land	345	345	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
	Total	230	230	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	171	171	0	0	0	0	0	0	0	0	0	0	0
	Invermere Rural	242	242	0	0	0	0	0	0	0	0	0	0	0
	Radium	275	275	0	0	0	0	0	0	0	0	0	0	0
	Canal Flats	357	357	0	0	0	0	0	0	0	0	0	0	0
	Total	230	230	0	0	0	0	0	0	0	0	0	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			230			0			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	237.5	237.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	587.7	587.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	80.0	80.0	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	381.1	381.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Invermere Rural	Attached	192.5	192.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	545.7	545.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	217.0	217.0	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	394.2	394.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Radium	Attached	218.2	218.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	340.0	340.0	0.0	0.0	0.0	0.0	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	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	266.9	266.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
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	238.9	238.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	25.8	25.8	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	132.4	132.4	0.0	0.0	0.0	0.0	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	219.0	219.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	506.6	506.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	124.0	124.0	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	344.5	344.5	0.0	0.0	0.0	0.0	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	381.1	381.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Invermere Rural	394.2	394.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Radium	266.9	266.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Canal Flats	132.4	132.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total	344.5	344.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			344.5			0.0			0.0			0.0		