

Comparative Analysis

(Invermere, Invermere Rural, Radium Hot Springs, Canal Flats)



Comparison		YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Units Sold	2007	444	26	29	46	58	64	54	48	52	28	24	15
	2008	253	34	21	21	32	32	28	26	22	21	12	4
	2009	210	7	11	8	24	22	17	26	27	31	20	17
	2010	221	16	17	27	23	34	27	16	20	16	16	9
	2011	177	11	13	16	15	14	26	17	32	16	14	3
	% change from 2010	(20)	(31)	(24)	(41)	(35)	(59)	(4)	6	60	0	(13)	(67)
Days On Market	*2007	96	96	89	113	78	81	109	90	106	68	133	109
	*2008	113	143	83	85	123	74	65	119	127	142	111	204
	*2009	146	45	137	133	138	141	166	96	169	143	156	245
	*2010	153	160	135	102	104	116	262	105	193	188	193	139
	2011	165	182	135	200	118	49	136	194	151	256	225	279
	% change from 2010	8	14	0	96	13	(58)	(48)	85	(21)	36	17	101
Average Selling Price	*2007	352	236	360	372	348	361	359	309	439	396	327	279
	*2008	362	309	381	275	325	428	520	290	349	330	371	241
	*2009	344	245	266	270	421	367	349	384	324	335	375	247
	*2010	328	278	287	448	323	339	288	346	251	331	293	281
	2011	382	267	308	546	386	517	406	299	361	399	240	100
	% change from 2010	16	(4)	7	22	20	52	41	(14)	44	21	(18)	(64)
	* YTD Total column denotes whole year average												

Real Estate Sales Statistics

(Radium, Invermere, Invermere Rural, Canal Flats)



Units Sold													
	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Residential Attached	5	5	5	7	5	5	5	7	8	8	3	6	0
Residential Detached	3	3	6	5	8	8	8	13	4	16	11	5	1
Land	1	0	0	1	2	2	0	4	5	8	2	3	2
Other	0	0	0	0	1	0	1	2	0	0	0	0	0
Total	9	8	11	13	16	15	14	26	17	32	16	14	3
	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Invermere	0	1	4	4	2	2	3	6	2	4	4	6	0
Invermere Rural	8	5	4	8	9	11	9	11	9	24	10	6	1
Radium	0	1	2	1	5	2	2	4	4	3	1	2	0
Canal Flats	1	1	1	0	0	0	0	5	2	1	1	0	2
Total	9	8	11	13	16	15	14	26	17	32	16	14	3
Avg Selling Price (\$1,000's)	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Residential Attached	250.8	236.9	169.3	227.4	177.9	259.8	322.5	246.8	222.1	322.6	196.7	171.3	0.0
Residential Detached	395.3	906.7	349.3	477.6	510.8	453.8	515.0	462.6	415.3	450.7	502.9	363.0	150.0
Land	85.0	0.0	0.0	25.0	529.8	430.0	0.0	94.8	330.3	218.9	134.8	173.2	74.5
Other	0.0	0.0	0.0	0.0	2,700.0	0.0	1,500.0	1,212.5	0.0	0.0	0.0	0.0	0.0
Total	280.6	488.0	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	99.7
	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Invermere	0.0	200.0	316.9	234.5	256.0	389.5	735.8	334.0	375.0	353.0	281.5	166.0	0.0
Invermere Rural	279.9	676.6	301.2	359.6	796.4	405.5	464.8	477.1	339.8	380.3	481.1	299.0	90.0
Radium	0.0	166.3	198.5	190.0	211.1	275.0	421.0	376.9	271.2	307.5	400.0	286.3	0.0
Canal Flats	286.0	155.0	73.0	0.0	0.0	0.0	0.0	357.2	98.0	80.0	55.0	0.0	104.5
Total	280.6	488.0	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	99.7
Days On Market	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Residential Attached	117	153	150	162	161	217	75	141	176	226	123	102	0
Residential Detached	195	100	210	124	107	45	39	116	76	121	159	97	255
Land	81	0	0	9	771	162	0	164	317	138	985	686	291
Other	0	0	0	0	0	0	0	195	0	0	0	0	0
Total	139	133	182	135	200	118	49	136	194	151	256	225	279
	Nov-10	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11
Invermere	0	353	297	43	174	245	132	92	139	219	41	113	0
Invermere Rural	127	123	97	199	250	82	20	146	235	152	366	367	437
Radium	0	41	151	0	121	186	56	146	216	110	153	140	0
Canal Flats	238	57	132	0	0	0	0	159	21	3	110	0	200
Total	139	133	182	135	200	118	49	136	194	151	256	225	279

2011 Units Sold

Area	Property Type		Total	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Invermere	Attached	REA	14	1	1	1	1	1	2	1	3	1	2	0	0
	Detached	RED	20	3	2	1	1	1	4	1	1	3	3	0	0
	Land	LND	2	0	1	0	0	0	0	0	0	0	1	0	0
	Other	OTH	1	0	0	0	0	1	0	0	0	0	0	0	0
	Total		37	4	4	2	2	3	6	2	4	4	6	0	0
Invermere Rural	Attached	REA	26	2	5	1	3	4	2	2	4	1	2	0	0
	Detached	RED	54	2	3	5	6	5	7	3	13	8	2	0	0
	Land	LND	21	0	0	2	2	0	2	4	7	1	2	1	0
	Other	OTH	1	0	0	1	0	0	0	0	0	0	0	0	0
	Total		102	4	8	9	11	9	11	9	24	10	6	1	0
Radium	Attached	REA	18	2	1	3	1	0	3	4	1	1	2	0	0
	Detached	RED	6	0	0	2	1	2	0	0	1	0	0	0	0
	Land	LND	1	0	0	0	0	0	0	0	1	0	0	0	0
	Other	OTH	1	0	0	0	0	0	1	0	0	0	0	0	0
	Total		26	2	1	5	2	2	4	4	3	1	2	0	0
Canal Flats	Attached	REA	1	0	0	0	0	0	0	1	0	0	0	0	0
	Detached	RED	5	1	0	0	0	0	2	0	1	0	0	1	0
	Land	LND	5	0	0	0	0	0	2	1	0	1	0	1	0
	Other	OTH	1	0	0	0	0	0	1	0	0	0	0	0	0
	Total		12	1	0	0	0	0	5	2	1	1	0	2	0
			Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11	
	Attached	REA	59	5	7	5	5	5	7	8	8	3	6	0	0
	Detached	RED	85	6	5	8	8	8	13	4	16	11	5	1	0
	Land	LND	29	0	1	2	2	0	4	5	8	2	3	2	0
	Other	OTH	4	0	0	1	0	1	2	0	0	0	0	0	0
	Total		177	11	13	16	15	14	26	17	32	16	14	3	0
				Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
	Invermere		37	4	4	2	2	3	6	2	4	4	6	0	0
	Invermere Rural		102	4	8	9	11	9	11	9	24	10	6	1	0
	Radium		26	2	1	5	2	2	4	4	3	1	2	0	0
	Canal Flats		12	1	0	0	0	0	5	2	1	1	0	2	0
	Total		177	11	13	16	15	14	26	17	32	16	14	3	0
				Quarter 1			Quarter 2			Quarter 3			Quarter 4		
				40			55			65			17		

2011 Days On Market

Area	Property Type		Total	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Invermere	Attached	REA	158	270	10	86	469	305	27	243	205	74	45	0	0
	Detached	RED	127	305	76	261	21	90	124	34	261	30	73	0	0
	Land	LND	188	0	9	0	0	0	0	0	0	0	367	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total			139	297	43	174	245	132	92	139	219	41	113	0
Invermere Rural	Attached	REA	165	89	224	280	112	17	267	132	279	141	123	0	0
	Detached	RED	115	106	157	86	41	22	129	90	123	208	133	0	0
	Land	LND	406	0	0	771	162	0	88	396	131	1859	846	437	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total			186	97	199	250	82	20	146	235	152	366	367	437
Radium	Attached	REA	155	151	0	146	280	0	134	216	78	153	140	0	0
	Detached	RED	74	0	0	84	92	56	0	0	69	0	0	0	0
	Land	LND	182	0	0	0	0	0	0	0	182	0	0	0	0
	Other	OTH	182	0	0	0	0	0	182	0	0	0	0	0	0
	Total			138	151	0	121	186	56	146	216	110	153	140	0
Canal Flats	Attached	REA	40	0	0	0	0	0	0	40	0	0	0	0	0
	Detached	RED	100	132	0	0	0	0	54	0	3	0	0	255	0
	Land	LND	148	0	0	0	0	0	241	1	0	110	0	145	0
	Other	OTH	207	0	0	0	0	0	207	0	0	0	0	0	0
	Total			124	132	0	0	0	0	159	21	3	110	0	200
				Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
	Attached	REA	158	150	162	161	217	75	141	176	226	123	102	0	0
	Detached	RED	114	210	124	107	45	39	116	76	121	159	97	255	0
	Land	LND	339	0	9	771	162	0	164	317	138	985	686	291	0
	Other	OTH	97	0	0	0	0	0	195	0	0	0	0	0	0
	Total		165	182	135	200	118	49	136	194	151	256	225	279	0
				Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
	Invermere		139	297	43	174	245	132	92	139	219	41	113	0	0
	Invermere Rural		186	97	199	250	82	20	146	235	152	366	367	437	0
	Radium		138	151	0	121	186	56	146	216	110	153	140	0	0
	Canal Flats		124	132	0	0	0	0	159	21	3	110	0	200	0
	Total		165	182	135	200	118	49	136	194	151	256	225	279	0
				Quarter 1			Quarter 2		Quarter 3		Quarter 4				
				174			109		188		235				

2011 Average Selling Prices (\$1,000's)



Area	Property Type		Total	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Invermere	Attached	REA	220.3	182.5	310.0	115.0	218.0	277.5	240.0	225.0	344.0	72.0	86.0	0.0	0.0
	Detached	RED	365.2	361.7	301.5	397.0	561.0	429.9	381.0	525.0	380.0	351.3	248.3	0.0	0.0
	Land	LND	52.0	0.0	25.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	79.0	0.0	0.0
	Other	OTH	1,500.0	0.0	0.0	0.0	0.0	1,500.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total			324.1	316.9	234.5	256.0	389.5	735.8	334.0	375.0	353.0	281.5	166.0	0.0
Invermere Rural	Attached	REA	238.2	133.4	218.3	62.0	235.3	333.8	382.5	165.0	309.0	118.0	141.6	0.0	0.0
	Detached	RED	566.8	469.0	595.0	669.2	482.4	569.6	600.3	378.7	483.5	559.8	535.0	0.0	0.0
	Land	LND	292.6	0.0	0.0	529.8	430.0	0.0	140.5	398.1	229.4	214.5	220.3	90.0	0.0
	Other	OTH	2,700.0	0.0	0.0	2,700.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total			447.5	301.2	359.6	796.4	405.5	464.8	477.1	339.8	380.3	481.1	299.0	90.0
Radium	Attached	REA	251.5	198.5	190.0	237.6	375.0	0.0	160.8	271.2	312.5	400.0	286.3	0.0	0.0
	Detached	RED	304.2	0.0	0.0	171.5	175.0	421.0	0.0	0.0	465.0	0.0	0.0	0.0	0.0
	Land	LND	182.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	182.0	0.0	0.0	0.0	0.0
	Other	OTH	1,025.0	0.0	0.0	0.0	0.0	0.0	1,025.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total			289.3	198.5	190.0	211.1	275.0	421.0	376.9	271.2	307.5	400.0	286.3	0.0
Canal Flats	Attached	REA	137.0	0.0	0.0	0.0	0.0	0.0	0.0	137.0	0.0	0.0	0.0	0.0	0.0
	Detached	RED	118.2	73.0	0.0	0.0	0.0	0.0	144.0	0.0	80.0	0.0	0.0	150.0	0.0
	Land	LND	54.2	0.0	0.0	0.0	0.0	0.0	49.0	59.0	0.0	55.0	0.0	59.0	0.0
	Other	OTH	1,400.0	0.0	0.0	0.0	0.0	0.0	0.0	1,400.0	0.0	0.0	0.0	0.0	0.0
	Total			199.9	73.0	0.0	0.0	0.0	0.0	357.2	98.0	80.0	55.0	0.0	104.5
				Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
	Attached	REA	236.3	169.3	227.4	177.9	259.8	322.5	246.8	222.1	322.6	196.7	171.3	0.0	0.0
	Detached	RED	474.4	349.3	477.6	510.8	453.8	515.0	462.6	415.3	450.7	502.9	363.0	150.0	0.0
	Land	LND	229.8	0.0	25.0	529.8	430.0	0.0	94.8	330.3	218.9	134.8	173.2	74.5	0.0
	Other	OTH	1,656.3	0.0	0.0	2,700.0	0.0	1,500.0	1,212.5	0.0	0.0	0.0	0.0	0.0	0.0
	Total		381.7	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	99.7	0.0
				Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
	Invermere		324.1	316.9	234.5	256.0	389.5	735.8	334.0	375.0	353.0	281.5	166.0	0.0	0.0
	Invermere Rural		447.5	301.2	359.6	796.4	405.5	464.8	477.1	339.8	380.3	481.1	299.0	90.0	0.0
	Radium		289.3	198.5	190.0	211.1	275.0	421.0	376.9	271.2	307.5	400.0	286.3	0.0	0.0
	Canal Flats		199.9	73.0	0.0	0.0	0.0	0.0	357.2	98.0	80.0	55.0	0.0	104.5	0.0
	Total		381.7	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	99.7	0.0
				Quarter 1			Quarter 2			Quarter 3			Quarter 4		
				392.0			428.5			354.2			215.4		