

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change	
	Nov-18	Nov-17	month		2018	2017	YTD
Residential Attached	10	14	(28.6)		172	176	(2.3)
Residential Detached	11	15	(26.7)		170	181	(6.1)
Land	1	6	(83.3)		78	64	21.9
Other	0	4	(100.0)		2	17	(88.2)
Total	22	39	(43.6)		422	438	(3.7)
	Nov-18	Nov-17					
Invermere	10	13	(23.1)		120	106	13.2
Invermere Rural	8	14	(42.9)		191	228	(16.2)
Radium	4	7	(42.9)		74	80	(7.5)
Canal Flats	0	5	(100.0)		37	24	54.2
Total	22	39	(43.6)		422	438	(3.7)
Avg Selling Price							
(\$1,000's)	Nov-18	Nov-17			2018	*2017	
Residential Attached	171.8	155.6	10.4		215.5	204.5	5.4
Residential Detached	455.8	438.2	4.0		452.6	400.8	12.9
Land	70.0	237.8	(70.6)		145.1	173.9	(16.6)
Other	0.0	265.3	(100.0)		190.0	1,046.9	(81.9)
Total	309.2	288.2	7.3		297.9	320.8	(7.1)
	Nov-18	Nov-17			2018	*2017	
Invermere	426.9	266.8	60.0		318.0	380.4	(16.4)
Invermere Rural	227.4	368.2	(38.2)		344.7	354.4	(2.8)
Radium	178.5	224.6	(20.5)		220.0	193.7	13.6
Canal Flats	0.0	209.1	(100.0)		147.0	157.1	(6.4)
Total	309.2	288.2	7.3		297.9	320.8	(7.1)
Days On Market							
	Nov-18	Nov-17			2018	*2017	
Residential Attached	133	111	19.9		149	169	(12.2)
Residential Detached	136	87	57.1		115	149	(23.2)
Land	257	187	37.7		358	214	67.4
Other	0	46	(100.0)		508	117	332.8
Total	140	106	31.6		175	163	7.5
	Nov-18	Nov-17			2018	*2017	
Invermere	112	57	95.0		144	116	24.2
Invermere Rural	182	127	43.1		181	186	(2.6)
Radium	126	115	10.2		164	146	12.5
Canal Flats	0	164	(100.0)		270	228	18.6
Total	140	106	31.6		175	163	7.5
						*=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	444	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	253	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	210	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	221	16	17	27	23	34	27	16	20	16	16	9	8
	2011	187	178	11	13	16	15	14	26	17	32	16	14	4	9
	2012	205	196	13	15	19	17	23	18	22	27	9	13	20	9
	2013	300	282	15	11	10	28	29	25	40	34	40	27	23	18
	2014	326	314	16	22	18	25	44	40	31	33	34	31	20	12
	2015	315	302	14	9	25	23	35	39	55	29	28	33	12	13
	2016	368	345	10	19	24	31	45	28	37	45	47	25	34	23
2017	451	438	21	19	30	35	46	62	44	45	57	40	39	13	
2018		422	26	29	30	42	48	53	58	41	36	37	22	0	
	% change from 2017		(4)	24	53	0	20	4	(15)	32	(9)	(37)	(8)	(44)	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		175	230	129	231	126	205	240	163	121	138	192	140	0	
	% change from 2017*		(16)	38	(50)	(15)	(40)	31	3	(37)	(23)	(54)	28	32	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		298	345	252	295	291	278	286	286	316	366	278	309	0	
	% change from 2017*		(7)	25	(30)	21	(24)	(7)	(29)	(11)	2	24	2	7	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	46	3	3	4	7	5	4	5	3	4	5	3	0
	Detached	55	5	7	3	5	8	2	6	1	6	5	7	0
	Land	17	2	2	1	0	3	1	3	2	2	1	0	0
	Other	2	0	0	0	0	0	2	0	0	0	0	0	0
	Total	120	10	12	8	12	16	9	14	6	12	11	10	0
Invermere Rural	Attached	69	2	9	4	9	7	5	10	9	6	4	4	0
	Detached	84	5	2	6	10	10	8	13	11	11	5	3	0
	Land	38	2	1	3	2	5	4	9	6	1	4	1	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	191	9	12	13	21	22	17	32	26	18	13	8	0
Radium	Attached	54	3	2	6	5	6	10	6	6	4	3	3	0
	Detached	16	2	1	0	3	1	4	1	0	0	3	1	0
	Land	4	0	1	1	0	1	0	1	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	74	5	4	7	8	8	14	8	6	4	6	4	0
Canal Flats	Attached	3	0	0	0	1	1	0	0	1	0	0	0	0
	Detached	15	1	1	1	0	0	2	3	1	0	6	0	0
	Land	19	1	0	1	0	1	11	1	1	2	1	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	37	2	1	2	1	2	13	4	3	2	7	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	172	8	14	14	22	19	19	21	19	14	12	10	0
	Detached	170	13	11	10	18	19	16	23	13	17	19	11	0
	Land	78	5	4	6	2	10	16	14	9	5	6	1	0
	Other	2	0	0	0	0	0	2	0	0	0	0	0	0
	Total	422	26	29	30	42	48	53	58	41	36	37	22	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	120	10	12	8	12	16	9	14	6	12	11	10	0
	Invermere Rural	191	9	12	13	21	22	17	32	26	18	13	8	0
	Radium	74	5	4	7	8	8	14	8	6	4	6	4	0
	Canal Flats	37	2	1	2	1	2	13	4	3	2	7	0	0
	Total	422	26	29	30	42	48	53	58	41	36	37	22	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			85			143			135			59		

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	127	324	161	114	84	145	91	82	189	127	129	42	0
	Detached	RED	112	112	62	54	237	148	77	52	123	110	76	142	0
	Land	LND	251	91	118	582	0	323	249	443	97	252	18	0	0
	Other	OTH	508	0	0	0	0	0	508	0	0	0	0	0	0
	Total			144	171	96	150	148	180	198	147	147	139	95	112
Invermere Rural	Attached	REA	176	307	190	198	150	215	131	187	108	198	193	175	0
	Detached	RED	113	109	18	65	131	191	55	61	104	140	176	168	0
	Land	LND	341	511	181	538	61	506	91	316	243	122	606	257	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total			181	242	161	215	132	270	86	172	138	158	313	182
Radium	Attached	REA	138	328	78	248	98	122	158	66	62	83	144	168	0
	Detached	RED	145	196	108	0	56	194	168	21	0	0	253	0	0
	Land	LND	598	0	216	1095	0	14	0	1066	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total			164	275	120	369	82	117	161	185	62	83	199	126
Canal Flats	Attached	REA	45	0	0	0	60	8	0	0	67	0	0	0	0
	Detached	RED	102	191	187	25	0	0	49	126	3	0	109	0	0
	Land	LND	438	523	0	318	0	62	647	16	44	60	124	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total			270	357	187	172	60	35	555	99	38	60	111	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	149	321	168	195	113	156	137	127	104	145	154	133	0
	Detached	RED	115	130	70	58	148	173	85	65	98	129	141	136	0
	Land	LND	358	345	158	601	61	358	483	376	188	149	428	257	0
	Other	OTH	508	0	0	0	0	0	508	0	0	0	0	0	0
	Total		175	230	129	231	126	205	240	163	121	138	192	140	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		144	171	96	150	148	180	198	147	147	139	95	112	0
	Invermere Rural		181	242	161	215	132	270	86	172	138	158	313	182	0
	Radium		164	275	120	369	82	117	161	185	62	83	199	126	0
	Canal Flats		270	357	187	172	60	35	555	99	38	60	111	0	0
	Total		175	230	129	231	126	205	240	163	121	138	192	140	0
				Quarter 1			Quarter 2			Quarter 3			Quarter 4		
				196			195			143			172		

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	254.1	237.5	258.3	250.5	251.4	149.7	277.1	215.5	319.8	281.6	286.8	328.0	0.0
	Detached	416.3	587.7	320.9	469.2	409.1	372.7	304.0	430.6	522.5	382.0	397.8	469.2	0.0
	Land	187.6	80.0	74.0	199.0	0.0	476.0	80.0	150.0	120.3	119.0	245.0	0.0	0.0
	Other	190.0	0.0	0.0	0.0	0.0	0.0	190.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total		318.0	381.1	264.1	326.1	317.1	322.4	241.8	293.6	287.1	304.7	333.5	426.9
Invermere Rural	Attached	215.1	192.5	267.5	250.0	212.3	194.4	230.0	239.4	229.0	178.7	198.3	77.3	0.0
	Detached	532.8	545.7	287.1	534.0	419.9	420.5	849.7	506.1	499.1	665.6	444.1	480.0	0.0
	Land	163.9	217.0	154.0	168.7	89.8	164.5	129.6	114.1	263.2	165.0	192.8	70.0	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		344.7	394.2	261.3	362.3	299.5	290.3	498.0	312.5	351.2	475.5	291.1	227.4
Radium	Attached	186.9	218.2	100.5	160.8	151.3	228.9	172.9	216.3	211.2	215.6	186.7	141.7	0.0
	Detached	363.2	340.0	500.0	0.0	405.0	167.5	436.6	320.0	0.0	0.0	297.5	289.0	0.0
	Land	95.1	0.0	49.9	130.0	0.0	77.5	0.0	123.0	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		220.0	266.9	187.7	156.4	246.4	202.3	248.3	217.6	211.2	215.6	242.1	178.5
Canal Flats	Attached	148.8	0.0	0.0	0.0	143.0	147.0	0.0	0.0	156.5	0.0	0.0	0.0	0.0
	Detached	231.3	238.9	260.0	268.0	0.0	0.0	304.5	237.0	56.0	0.0	221.2	0.0	0.0
	Land	80.2	25.8	0.0	170.0	0.0	42.0	41.0	50.0	640.0	48.5	48.0	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		147.0	132.4	260.0	219.0	143.0	94.5	81.5	190.2	284.2	48.5	196.5	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	215.5	219.0	241.7	211.9	207.7	191.0	209.9	227.1	233.9	218.7	232.3	171.8	0.0
	Detached	452.6	506.6	325.5	488.0	414.4	387.0	610.1	443.2	466.8	565.5	338.4	455.8	0.0
	Land	145.1	124.0	88.0	167.5	89.8	237.0	65.6	117.9	273.3	100.0	177.4	70.0	0.0
	Other	190.0	0.0	0.0	0.0	0.0	0.0	190.0	0.0	0.0	0.0	0.0	0.0	0.0
	Total	297.9	344.5	252.3	295.1	290.7	278.2	286.4	286.4	316.4	366.0	277.9	309.2	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	318.0	381.1	264.1	326.1	317.1	322.4	241.8	293.6	287.1	304.7	333.5	426.9	0.0
	Invermere Rural	344.7	394.2	261.3	362.3	299.5	290.3	498.0	312.5	351.2	475.5	291.1	227.4	0.0
	Radium	220.0	266.9	187.7	156.4	246.4	202.3	248.3	217.6	211.2	215.6	242.1	178.5	0.0
	Canal Flats	147.0	132.4	260.0	219.0	143.0	94.5	81.5	190.2	284.2	48.5	196.5	0.0	0.0
	Total	297.9	344.5	252.3	295.1	290.7	278.2	286.4	286.4	316.4	366.0	277.9	309.2	0.0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			295.6			284.9			316.7			289.5		