

# Real Estate Sales Statistics

## (Radium, Invermere, Invermere Rural, Canal Flats)

Units Sold			% change				% change
	Dec-10	Dec-11	month		2010	2011	YTD
Residential Attached	5	3	(40.0)		69	62	(10.1)
Residential Detached	3	3	0.0		106	89	(16.0)
Land	0	3	0.0		37	32	(13.5)
Other	0	0	0.0		0	4	0.0
<b>Total</b>	<b>8</b>	<b>9</b>	<b>12.5</b>		<b>229</b>	<b>187</b>	<b>(18.3)</b>
	Dec-10	Dec-11			*2010	2011	
Invermere	1	4	300.0		41	41	0.0
Invermere Rural	5	4	(20.0)		140	106	(24.3)
Radium	1	1	0.0		35	27	(22.9)
Canal Flats	1	0	(100.0)		4	13	225.0
<b>Total</b>	<b>8</b>	<b>9</b>	<b>12.5</b>		<b>229</b>	<b>187</b>	<b>(18.3)</b>
	Dec-10	Dec-11			*2010	2011	
<b>Avg Selling Price</b>							
<b>(\$1,000's)</b>	Dec-10	Dec-11			*2010	2011	
Residential Attached	236.9	241.3	1.9		253.7	236.5	(6.8)
Residential Detached	906.7	351.7	(61.2)		447.8	466.4	4.2
Land	0.0	216.7	0.0		181.9	228.6	25.7
Other	0.0	0.0	0.0		0.0	1,656.3	0.0
<b>Total</b>	<b>488.0</b>	<b>269.9</b>	<b>(44.7)</b>		<b>328.2</b>	<b>375.0</b>	<b>14.3</b>
	Dec-10	Dec-11			*2010	2011	
Invermere	200.0	246.0	23.0		320.5	316.5	(1.3)
Invermere Rural	676.6	308.8	(54.4)		362.4	442.3	22.1
Radium	166.3	210.0	26.3		248.9	286.4	15.1
Canal Flats	155.0	0.0	(100.0)		197.4	194.5	(1.5)
<b>Total</b>	<b>488.0</b>	<b>269.9</b>	<b>(44.7)</b>		<b>328.2</b>	<b>375.0</b>	<b>14.3</b>
	Dec-10	Dec-11			*2010	2011	
<b>Days On Market</b>							
Residential Attached	153	47	(69.5)		132	153	16.1
Residential Detached	100	67	(33.0)		119	111	(6.4)
Land	0	121	0.0		258	318	23.3
Other	0	0	0.0		0	97	0.0
<b>Total</b>	<b>133</b>	<b>78</b>	<b>(41.3)</b>		<b>153</b>	<b>160</b>	<b>4.8</b>
	Dec-10	Dec-11			*2010	2011	
Invermere	353	28	(92.0)		145	128	(11.8)
Invermere Rural	123	125	1.8		158	184	16.3
Radium	41	90	119.5		132	137	3.4
Canal Flats	57	0	(100.0)		174	116	(33.2)
<b>Total</b>	<b>133</b>	<b>78</b>	<b>(41.3)</b>		<b>153</b>	<b>160</b>	<b>4.8</b>
				* YTD Total column denotes whole year average			

# Comparative Analysis

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



Comparison		YTD Total	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Units Sold</b>	2007	452	26	29	46	58	64	54	48	52	28	24	15	8
	2008	257	34	21	21	32	32	28	26	22	21	12	4	4
	2009	216	7	11	8	24	22	17	26	27	31	20	17	6
	2010	229	16	17	27	23	34	27	16	20	16	16	9	8
	<b>2011</b>	187	11	13	16	15	14	26	17	32	16	14	4	9
	% change from 2010	(18)	(31)	(24)	(41)	(35)	(59)	(4)	6	60	0	(13)	(56)	13
<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
	<b>2011</b>	160	182	135	200	118	49	136	194	151	256	225	217	78
	% change from 2010	5	14	0	96	13	(58)	(48)	85	(21)	36	17	56	(41)
<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
	<b>2011</b>	375	267	308	546	386	517	406	299	361	399	240	107	270
	% change from 2010	14	(4)	7	22	20	52	41	(14)	44	21	(18)	(62)	(45)
		* YTD Total column denotes whole year average												

# 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	16	1	1	1	1	1	2	1	3	1	2	0	2
	Detached	RED	21	3	2	1	1	1	4	1	1	3	3	0	1
	Land	LND	3	0	1	0	0	0	0	0	0	0	1	0	1
	Other	OTH	1	0	0	0	0	1	0	0	0	0	0	0	0
	<b>Total</b>		<b>41</b>	<b>4</b>	<b>4</b>	<b>2</b>	<b>2</b>	<b>3</b>	<b>6</b>	<b>2</b>	<b>4</b>	<b>4</b>	<b>6</b>	<b>0</b>	<b>4</b>
Invermere Rural	Attached	REA	26	2	5	1	3	4	2	2	4	1	2	0	0
	Detached	RED	56	2	3	5	6	5	7	3	13	8	2	0	2
	Land	LND	23	0	0	2	2	0	2	4	7	1	2	1	2
	Other	OTH	1	0	0	1	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>106</b>	<b>4</b>	<b>8</b>	<b>9</b>	<b>11</b>	<b>9</b>	<b>11</b>	<b>9</b>	<b>24</b>	<b>10</b>	<b>6</b>	<b>1</b>	<b>4</b>
Radium	Attached	REA	19	2	1	3	1	0	3	4	1	1	2	0	1
	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
	<b>Total</b>		<b>27</b>	<b>2</b>	<b>1</b>	<b>5</b>	<b>2</b>	<b>2</b>	<b>4</b>	<b>4</b>	<b>3</b>	<b>1</b>	<b>2</b>	<b>0</b>	<b>1</b>
Canal Flats	Attached	REA	1	0	0	0	0	0	0	1	0	0	0	0	0
	Detached	RED	6	1	0	0	0	0	2	0	1	0	0	2	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
	<b>Total</b>		<b>13</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>3</b>
			<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>	
	<b>Attached</b>	REA	62	5	7	5	5	5	7	8	8	3	6	0	3
	<b>Detached</b>	RED	89	6	5	8	8	8	13	4	16	11	5	2	3
	<b>Land</b>	LND	32	0	1	2	2	0	4	5	8	2	3	2	3
	<b>Other</b>	OTH	4	0	0	1	0	1	2	0	0	0	0	0	0
	<b>Total</b>		<b>187</b>	<b>11</b>	<b>13</b>	<b>16</b>	<b>15</b>	<b>14</b>	<b>26</b>	<b>17</b>	<b>32</b>	<b>16</b>	<b>14</b>	<b>4</b>	<b>9</b>
				<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>
	<b>Invermere</b>		41	4	4	2	2	3	6	2	4	4	6	0	4
	<b>Invermere Rural</b>		106	4	8	9	11	9	11	9	24	10	6	1	4
	<b>Radium</b>		27	2	1	5	2	2	4	4	3	1	2	0	1
	<b>Canal Flats</b>		13	1	0	0	0	0	5	2	1	1	0	3	0
	<b>Total</b>		<b>187</b>	<b>11</b>	<b>13</b>	<b>16</b>	<b>15</b>	<b>14</b>	<b>26</b>	<b>17</b>	<b>32</b>	<b>16</b>	<b>14</b>	<b>4</b>	<b>9</b>
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>40</b>			<b>55</b>			<b>65</b>			<b>27</b>		

# 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	142	270	10	86	469	305	27	243	205	74	45	0	25
	Detached	RED	124	305	76	261	21	90	124	34	261	30	73	0	63
	Land	LND	125	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
	<b>Total</b>			<b>128</b>	<b>297</b>	<b>43</b>	<b>174</b>	<b>245</b>	<b>132</b>	<b>92</b>	<b>139</b>	<b>219</b>	<b>41</b>	<b>113</b>	<b>0</b>
Invermere Rural	Attached	REA	165	89	224	280	112	17	267	132	279	141	123	0	0
	Detached	RED	113	106	157	86	41	22	129	90	123	208	133	0	69
	Land	LND	387	0	0	771	162	0	88	396	131	1859	846	437	181
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>			<b>184</b>	<b>97</b>	<b>199</b>	<b>250</b>	<b>82</b>	<b>20</b>	<b>146</b>	<b>235</b>	<b>152</b>	<b>366</b>	<b>367</b>	<b>437</b>
Radium	Attached	REA	152	151	0	146	280	0	134	216	78	153	140	0	90
	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
	<b>Total</b>			<b>137</b>	<b>151</b>	<b>0</b>	<b>121</b>	<b>186</b>	<b>56</b>	<b>146</b>	<b>216</b>	<b>110</b>	<b>153</b>	<b>140</b>	<b>0</b>
Canal Flats	Attached	REA	40	0	0	0	0	0	0	40	0	0	0	0	0
	Detached	RED	88	132	0	0	0	0	54	0	3	0	0	142	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
	<b>Total</b>			<b>116</b>	<b>132</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>159</b>	<b>21</b>	<b>3</b>	<b>110</b>	<b>0</b>	<b>143</b>
				<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>
	<b>Attached</b>	REA	153	150	162	161	217	75	141	176	226	123	102	0	47
	<b>Detached</b>	RED	111	210	124	107	45	39	116	76	121	159	97	142	67
	<b>Land</b>	LND	318	0	9	771	162	0	164	317	138	985	686	291	121
	<b>Other</b>	OTH	97	0	0	0	0	0	195	0	0	0	0	0	0
	<b>Total</b>		<b>160</b>	<b>182</b>	<b>135</b>	<b>200</b>	<b>118</b>	<b>49</b>	<b>136</b>	<b>194</b>	<b>151</b>	<b>256</b>	<b>225</b>	<b>217</b>	<b>78</b>
				<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>
	<b>Invermere</b>		128	297	43	174	245	132	92	139	219	41	113	0	28
	<b>Invermere Rural</b>		184	97	199	250	82	20	146	235	152	366	367	437	125
	<b>Radium</b>		137	151	0	121	186	56	146	216	110	153	140	0	90
	<b>Canal Flats</b>		116	132	0	0	0	0	159	21	3	110	0	143	0
	<b>Total</b>		<b>160</b>	<b>182</b>	<b>135</b>	<b>200</b>	<b>118</b>	<b>49</b>	<b>136</b>	<b>194</b>	<b>151</b>	<b>256</b>	<b>225</b>	<b>217</b>	<b>78</b>
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>174</b>			<b>109</b>			<b>188</b>			<b>175</b>		

# 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	224.9	182.5	310.0	115.0	218.0	277.5	240.0	225.0	344.0	72.0	86.0	0.0	257.0
	Detached	RED	363.7	361.7	301.5	397.0	561.0	429.9	381.0	525.0	380.0	351.3	248.3	0.0	335.0
	Land	LND	79.7	0.0	25.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	79.0	0.0	135.0
	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
	<b>Total</b>			316.5	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	559.4	469.0	595.0	669.2	482.4	569.6	600.3	378.7	483.5	559.8	535.0	0.0	360.0
	Land	LND	289.5	0.0	0.0	529.8	430.0	0.0	140.5	398.1	229.4	214.5	220.3	90.0	257.5
	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
	<b>Total</b>			442.3	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	249.3	198.5	190.0	237.6	375.0	0.0	160.8	271.2	312.5	400.0	286.3	0.0	210.0
	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
	<b>Total</b>			286.4	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	120.1	73.0	0.0	0.0	0.0	0.0	144.0	0.0	80.0	0.0	0.0	139.8	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
	<b>Total</b>			194.5	73.0	0.0	0.0	0.0	0.0	357.2	98.0	80.0	55.0	0.0	112.8
				<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>
	<b>Attached</b>	REA	236.5	169.3	227.4	177.9	259.8	322.5	246.8	222.1	322.6	196.7	171.3	0.0	241.3
	<b>Detached</b>	RED	466.4	349.3	477.6	510.8	453.8	515.0	462.6	415.3	450.7	502.9	363.0	139.8	351.7
	<b>Land</b>	LND	228.6	0.0	25.0	529.8	430.0	0.0	94.8	330.3	218.9	134.8	173.2	74.5	216.7
	<b>Other</b>	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
	<b>Total</b>		375.0	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	107.1	269.9
				<b>Jan-11</b>	<b>Feb-11</b>	<b>Mar-11</b>	<b>Apr-11</b>	<b>May-11</b>	<b>Jun-11</b>	<b>Jul-11</b>	<b>Aug-11</b>	<b>Sep-11</b>	<b>Oct-11</b>	<b>Nov-11</b>	<b>Dec-11</b>
	<b>Invermere</b>		316.5	316.9	234.5	256.0	389.5	735.8	334.0	375.0	353.0	281.5	166.0	0.0	246.0
	<b>Invermere Rural</b>		442.3	301.2	359.6	796.4	405.5	464.8	477.1	339.8	380.3	481.1	299.0	90.0	308.8
	<b>Radium</b>		286.4	198.5	190.0	211.1	275.0	421.0	376.9	271.2	307.5	400.0	286.3	0.0	210.0
	<b>Canal Flats</b>		194.5	73.0	0.0	0.0	0.0	0.0	357.2	98.0	80.0	55.0	0.0	112.8	0.0
	<b>Total</b>		375.0	267.5	308.0	546.0	385.9	516.6	405.6	299.4	360.7	399.5	240.2	107.1	269.9
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>392.0</b>			<b>428.5</b>			<b>354.2</b>			<b>230.4</b>		