

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change
	Dec-16	Dec-15	month	2016	2015	YTD
Residential Attached	11	4	175.0	129	112	15.2
Residential Detached	9	5	80.0	173	158	9.5
Land	3	3	0.0	62	37	67.6
Other	0	1	(100.0)	4	8	(50.0)
Total	23	13	76.9	368	315	16.8
	Dec-16	Dec-15				
Invermere	5	4	25.0	88	77	14.3
Invermere Rural	11	7	57.1	211	163	29.4
Radium	4	2	100.0	58	60	(3.3)
Canal Flats	3	0	0.0	11	15	(26.7)
Total	23	13	76.9	368	315	16.8
Avg Selling Price						
(\$1,000's)	Dec-16	Dec-15		2016	*2015	
Residential Attached	159.0	221.8	(28.3)	237.1	204.5	15.9
Residential Detached	388.7	367.1	5.9	402.5	400.8	0.4
Land	560.0	119.7	368.0	179.3	173.9	3.1
Other	0.0	310.0	(100.0)	287.3	1046.9	(72.6)
Total	301.2	260.9	15.5	305.7	320.8	(4.7)
	Dec-16	Dec-15		2016	*2015	
Invermere	370.5	326.6	13.4	334.5	380.4	(12.1)
Invermere Rural	322.8	215.3	49.9	320.9	354.4	(9.5)
Radium	293.0	289.0	1.4	237.4	193.7	22.6
Canal Flats	117.6	0.0	0.0	143.0	157.1	(9.0)
Total	301.2	260.9	15.5	305.7	320.8	(4.7)
Days On Market						
	Dec-16	Dec-15		2016	*2015	
Residential Attached	243	88	176.0	171	169	1.1
Residential Detached	103	157	(34.2)	141	149	(5.8)
Land	301	192	56.5	330	214	54.2
Other	0	53	(100.0)	612	117	421.0
Total	196	136	44.1	188	163	15.4
	Dec-16	Dec-15		2016	*2015	
Invermere	78	46	70.9	133	116	14.8
Invermere Rural	197	163	21.0	202	186	8.7
Radium	299	223	34.4	233	146	59.1
Canal Flats	250	0	0.0	137	228	(39.9)
Total	196	136	44.1	188	163	15.4

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	10	19	24	31	45	28	37	45	47	25	34	23
	% change from 2015		17	(29)	111	(4)	35	29	(28)	(33)	55	68	(24)	183	77
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
	% change from 2015*		15	(33)	(44)	35	39	31	52	52	(40)	(14)	34	109	44
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
	% change from 2015*		(5)	(22)	17	(17)	(24)	(22)	8	15	(12)	(8)	12	(0)	15

2016 Units Sold

Area	Property Type	Total	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Invermere	Attached	25	0	2	3	3	1	2	2	2	5	1	2	2
	Detached	54	2	5	5	6	4	7	9	4	2	2	5	3
	Land	7	0	1	1	1	0	0	1	0	2	1	0	0
	Other	2	0	0	1	0	0	0	1	0	0	0	0	0
	Total	88	2	8	10	10	5	9	13	6	9	4	7	5
Invermere Rural	Attached	67	2	4	2	6	8	7	5	12	8	2	7	4
	Detached	100	2	4	4	5	11	6	13	18	15	11	6	5
	Land	44	3	2	4	4	8	2	3	2	7	3	4	2
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	211	7	10	10	15	27	15	21	32	30	16	17	11
Radium	Attached	34	0	0	3	3	7	3	1	4	5	2	3	3
	Detached	13	0	1	0	0	3	1	0	1	1	2	4	0
	Land	9	0	0	0	2	1	0	0	1	2	0	2	1
	Other	2	0	0	0	1	0	0	1	0	0	0	0	0
	Total	58	0	1	3	6	11	4	2	6	8	4	9	4
Canal Flats	Attached	3	0	0	0	0	1	0	0	0	0	0	0	2
	Detached	6	1	0	1	0	0	0	1	0	0	1	1	1
	Land	2	0	0	0	0	1	0	0	1	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	11	1	0	1	0	2	0	1	1	0	1	1	3
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Attached	129	2	6	8	12	17	12	8	18	18	5	12	11
	Detached	173	5	10	10	11	18	14	23	23	18	16	16	9
	Land	62	3	3	5	7	10	2	4	4	11	4	6	3
	Other	4	0	0	1	1	0	0	2	0	0	0	0	0
	Total	368	10	19	24	31	45	28	37	45	47	25	34	23
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Invermere	88	2	8	10	10	5	9	13	6	9	4	7	5
	Invermere Rural	211	7	10	10	15	27	15	21	32	30	16	17	11
	Radium	58	0	1	3	6	11	4	2	6	8	4	9	4
	Canal Flats	11	1	0	1	0	2	0	1	1	0	1	1	3
	Total	368	10	19	24	31	45	28	37	45	47	25	34	23
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			53			104			129			82		

2016 Days On Market

Area	Property Type	Total	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Invermere	Attached	108	0	29	228	205	88	61	149	24	70	136	52	104
	Detached	107	138	69	47	53	77	245	68	60	244	341	79	61
	Land	255	0	16	30	271	0	0	6	0	687	90	0	0
	Other	709	0	0	1406	0	0	0	11	0	0	0	0	0
	Total	133	138	52	235	120	79	204	71	48	246	227	71	78
Invermere Rural	Attached	174	397	165	91	193	198	48	103	152	209	153	212	290
	Detached	159	131	152	95	51	143	206	162	98	194	186	336	145
	Land	341	137	73	398	320	216	1776	760	76	226	317	267	143
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	202	210	141	215	179	181	341	234	117	206	207	269	197
Radium	Attached	198	0	0	61	119	136	365	1193	114	142	107	332	193
	Detached	169	0	84	0	0	168	48	0	17	144	291	204	0
	Land	393	0	0	0	450	35	0	0	336	245	0	579	618
	Other	515	0	0	0	112	0	0	917	0	0	0	0	0
	Total	233	0	84	61	228	136	286	1055	135	168	199	330	299
Canal Flats	Attached	321	0	0	0	0	236	0	0	0	0	0	0	364
	Detached	74	67	0	110	0	0	0	28	0	0	78	135	23
	Land	51	0	0	0	0	81	0	0	21	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	137	67	0	110	0	159	0	28	21	0	78	135	250
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Attached	171	397	119	131	178	168	129	251	129	152	131	215	243
	Detached	141	121	104	72	52	133	214	120	88	197	212	210	103
	Land	330	137	54	325	350	184	1776	571	127	313	260	371	301
	Other	612	0	0	1406	112	0	0	464	0	0	0	0	0
	Total	188	181	101	200	170	157	289	215	108	207	203	240	196
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Invermere	133	138	52	235	120	79	204	71	48	246	227	71	78
	Invermere Rural	202	210	141	215	179	181	341	234	117	206	207	269	197
	Radium	233	0	84	61	228	136	286	1055	135	168	199	330	299
	Canal Flats	137	67	0	110	0	159	0	28	21	0	78	135	250
	Total	188	181	101	200	170	157	289	215	108	207	203	240	196
			Quarter 1				Quarter 2			Quarter 3			Quarter 4	
			161				197			175			217	

2016 Average Selling Prices (\$1,000's)



Area	Property Type	Total	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Invermere	Attached	283.0	0.0	320.0	271.3	374.5	222.0	239.5	281.5	377.5	233.0	188.0	272.5	290.3
	Detached	381.3	325.3	402.3	335.1	411.3	337.3	376.4	387.8	366.9	400.0	305.0	431.9	424.0
	Land	164.9	0.0	95.0	70.0	120.0	0.0	0.0	475.0	0.0	127.5	139.0	0.0	0.0
	Other	307.5	0.0	0.0	330.0	0.0	0.0	0.0	285.0	0.0	0.0	0.0	0.0	0.0
	Total		334.5	325.3	343.3	289.0	371.2	314.2	345.9	370.2	370.4	246.7	234.3	386.4
Invermere Rural	Attached	247.3	125.0	220.6	203.8	269.5	279.9	279.8	368.0	229.5	285.5	314.0	189.9	95.5
	Detached	437.2	529.5	417.0	337.1	313.4	399.0	418.9	487.7	414.6	468.5	450.4	550.2	417.7
	Land	168.8	121.5	122.5	257.7	109.0	158.9	140.0	85.0	161.3	139.1	210.0	134.3	540.0
	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		320.9	239.1	279.6	278.7	241.3	292.6	316.8	401.6	329.4	342.9	388.2	304.0
Radium	Attached	194.6	0.0	0.0	167.3	178.0	211.1	134.7	155.0	205.6	226.9	194.0	208.7	190.7
	Detached	320.9	0.0	218.5	0.0	0.0	269.3	255.0	0.0	490.0	260.0	405.0	332.5	0.0
	Land	392.9	0.0	0.0	0.0	449.5	35.0	0.0	0.0	336.0	245.0	0.0	579.0	618.0
	Other	267.0	0.0	0.0	0.0	135.0	0.0	0.0	399.0	0.0	0.0	0.0	0.0	0.0
	Total		237.4	0.0	218.5	167.3	135.5	211.2	164.8	277.0	236.5	222.1	299.5	348.4
Canal Flats	Attached	107.4	0.0	0.0	0.0	0.0	107.0	0.0	0.0	0.0	0.0	0.0	0.0	107.6
	Detached	193.8	197.5	0.0	75.0	0.0	0.0	0.0	142.5	0.0	0.0	315.0	295.0	137.5
	Land	44.3	0.0	0.0	0.0	0.0	48.5	0.0	0.0	40.0	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		143.0	197.5	0.0	75.0	0.0	77.8	0.0	142.5	40.0	0.0	315.0	295.0
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Attached	237.1	125.0	253.8	215.4	272.9	238.0	236.8	319.8	240.6	254.6	240.8	208.4	159.0
	Detached	402.5	381.4	389.8	309.9	366.8	363.6	385.9	433.6	409.6	449.3	418.1	442.8	388.7
	Land	179.3	121.5	113.3	220.2	100.0	135.7	140.0	182.5	117.3	146.5	192.2	286.2	560.0
	Other	287.3	0.0	0.0	330.0	135.0	0.0	0.0	342.0	0.0	0.0	0.0	0.0	0.0
	Total	305.7	252.2	303.2	260.6	262.7	265.5	304.4	376.9	316.0	303.9	346.5	332.4	301.2
			Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
	Invermere	334.5	325.3	343.3	289.0	371.2	314.2	345.9	370.2	370.4	246.7	234.3	386.4	370.5
	Invermere Rural	320.9	239.1	279.6	278.7	241.3	292.6	316.8	401.6	329.4	342.9	388.2	304.0	322.8
	Radium	237.4	0.0	218.5	167.3	135.5	211.2	164.8	277.0	236.5	222.1	299.5	348.4	293.0
	Canal Flats	143.0	197.5	0.0	75.0	0.0	77.8	0.0	142.5	40.0	0.0	315.0	295.0	117.6
	Total	305.7	252.2	303.2	260.6	262.7	265.5	304.4	376.9	316.0	303.9	346.5	332.4	301.2
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			274.3			275.2			329.1			327.9		