

# Comparative Analysis

## Month / Year to Date

<b>Units Sold</b>			% change			% change
	<b>Dec-18</b>	<b>Dec-17</b>	<b>month</b>	<b>2018</b>	<b>2017</b>	<b>YTD</b>
Residential Attached	7	5	40.0	179	181	(1.1)
Residential Detached	6	7	(14.3)	176	188	(6.4)
Land	1	1	0.0	79	65	21.5
Other	1	0	0.0	3	17	(82.4)
<b>Total</b>	<b>15</b>	<b>13</b>	<b>15.4</b>	<b>437</b>	<b>451</b>	<b>(3.1)</b>
	<b>Dec-18</b>	<b>Dec-17</b>				
Invermere	4	4	0.0	124	110	12.7
Invermere Rural	6	8	(25.0)	197	236	(16.5)
Radium	4	1	300.0	78	81	(3.7)
Canal Flats	1	0	0.0	38	24	58.3
<b>Total</b>	<b>15</b>	<b>13</b>	<b>15.4</b>	<b>437</b>	<b>451</b>	<b>(3.1)</b>
<b>Avg Selling Price</b>						
<b>(\$1,000's)</b>	<b>Dec-18</b>	<b>Dec-17</b>		<b>2018</b>	<b>*2017</b>	
Residential Attached	180.6	192.9	(6.4)	214.1	204.5	4.7
Residential Detached	422.6	604.6	(30.1)	451.6	400.8	12.7
Land	66.0	99.9	(33.9)	144.1	173.9	(17.1)
Other	400.0	0.0	0.0	260.0	1,046.9	(75.2)
<b>Total</b>	<b>284.4</b>	<b>407.5</b>	<b>(30.2)</b>	<b>297.4</b>	<b>320.8</b>	<b>(7.3)</b>
	<b>Dec-18</b>	<b>Dec-17</b>		<b>2018</b>	<b>*2017</b>	
Invermere	296.3	293.0	1.1	317.3	380.4	(16.6)
Invermere Rural	322.6	512.5	(37.1)	344.0	354.4	(2.9)
Radium	238.6	25.0	854.5	221.0	193.7	14.1
Canal Flats	190.5	0.0	0.0	148.2	157.1	(5.7)
<b>Total</b>	<b>284.4</b>	<b>407.5</b>	<b>(30.2)</b>	<b>297.4</b>	<b>320.8</b>	<b>(7.3)</b>
<b>Days On Market</b>						
	<b>Dec-18</b>	<b>Dec-17</b>		<b>2018</b>	<b>*2017</b>	
Residential Attached	131	226	(42.1)	148	169	(12.6)
Residential Detached	208	165	25.6	118	149	(21.1)
Land	26	18	44.4	354	214	65.4
Other	374	0	0.0	463	117	294.7
<b>Total</b>	<b>171</b>	<b>177</b>	<b>(3.7)</b>	<b>175</b>	<b>163</b>	<b>7.4</b>
	<b>Dec-18</b>	<b>Dec-17</b>		<b>2018</b>	<b>*2017</b>	
Invermere	251	104	140.8	147	116	27.1
Invermere Rural	133	206	(35.4)	179	186	(3.4)
Radium	173	243	(28.7)	165	146	12.8
Canal Flats	68	0	0.0	265	228	16.3
<b>Total</b>	<b>171</b>	<b>177</b>	<b>(3.7)</b>	<b>175</b>	<b>163</b>	<b>7.4</b>
					*=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
<b>Units Sold</b>	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	451	21	19	30	35	46	62	44	45	57	40	39	13	
2018		437	26	29	30	42	48	53	58	41	36	37	22	15	
	% change from 2017		(3)	24	53	0	20	4	(15)	32	(9)	(37)	(8)	(44)	15
<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
	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	171	
	% change from 2017*		(16)	38	(50)	(15)	(40)	31	3	(37)	(23)	(54)	28	32	(4)
<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
	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		297	345	252	295	291	278	286	286	316	366	278	309	284	
	% change from 2017*		(7)	25	(30)	21	(24)	(7)	(29)	(11)	2	24	2	7	(30)

# 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	48	3	3	4	7	5	4	5	3	4	5	3	2
	Detached	57	5	7	3	5	8	2	6	1	6	5	7	2
	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
	<b>Total</b>	<b>124</b>	<b>10</b>	<b>12</b>	<b>8</b>	<b>12</b>	<b>16</b>	<b>9</b>	<b>14</b>	<b>6</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>4</b>
Invermere Rural	Attached	72	2	9	4	9	7	5	10	9	6	4	4	3
	Detached	86	5	2	6	10	10	8	13	11	11	5	3	2
	Land	39	2	1	3	2	5	4	9	6	1	4	1	1
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>197</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>21</b>	<b>22</b>	<b>17</b>	<b>32</b>	<b>26</b>	<b>18</b>	<b>13</b>	<b>8</b>	<b>6</b>
Radium	Attached	56	3	2	6	5	6	10	6	6	4	3	3	2
	Detached	17	2	1	0	3	1	4	1	0	0	3	1	1
	Land	4	0	1	1	0	1	0	1	0	0	0	0	0
	Other	1	0	0	0	0	0	0	0	0	0	0	0	1
	<b>Total</b>	<b>78</b>	<b>5</b>	<b>4</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>14</b>	<b>8</b>	<b>6</b>	<b>4</b>	<b>6</b>	<b>4</b>	<b>4</b>
Canal Flats	Attached	3	0	0	0	1	1	0	0	1	0	0	0	0
	Detached	16	1	1	1	0	0	2	3	1	0	6	0	1
	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
	<b>Total</b>	<b>38</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>13</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>7</b>	<b>0</b>	<b>1</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	<b>179</b>	<b>8</b>	<b>14</b>	<b>14</b>	<b>22</b>	<b>19</b>	<b>19</b>	<b>21</b>	<b>19</b>	<b>14</b>	<b>12</b>	<b>10</b>	<b>7</b>
	<b>Detached</b>	<b>176</b>	<b>13</b>	<b>11</b>	<b>10</b>	<b>18</b>	<b>19</b>	<b>16</b>	<b>23</b>	<b>13</b>	<b>17</b>	<b>19</b>	<b>11</b>	<b>6</b>
	<b>Land</b>	<b>79</b>	<b>5</b>	<b>4</b>	<b>6</b>	<b>2</b>	<b>10</b>	<b>16</b>	<b>14</b>	<b>9</b>	<b>5</b>	<b>6</b>	<b>1</b>	<b>1</b>
	<b>Other</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1</b>
	<b>Total</b>	<b>437</b>	<b>26</b>	<b>29</b>	<b>30</b>	<b>42</b>	<b>48</b>	<b>53</b>	<b>58</b>	<b>41</b>	<b>36</b>	<b>37</b>	<b>22</b>	<b>15</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>	<b>124</b>	<b>10</b>	<b>12</b>	<b>8</b>	<b>12</b>	<b>16</b>	<b>9</b>	<b>14</b>	<b>6</b>	<b>12</b>	<b>11</b>	<b>10</b>	<b>4</b>
	<b>Invermere Rural</b>	<b>197</b>	<b>9</b>	<b>12</b>	<b>13</b>	<b>21</b>	<b>22</b>	<b>17</b>	<b>32</b>	<b>26</b>	<b>18</b>	<b>13</b>	<b>8</b>	<b>6</b>
	<b>Radium</b>	<b>78</b>	<b>5</b>	<b>4</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>14</b>	<b>8</b>	<b>6</b>	<b>4</b>	<b>6</b>	<b>4</b>	<b>4</b>
	<b>Canal Flats</b>	<b>38</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>13</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>7</b>	<b>0</b>	<b>1</b>
	<b>Total</b>	<b>437</b>	<b>26</b>	<b>29</b>	<b>30</b>	<b>42</b>	<b>48</b>	<b>53</b>	<b>58</b>	<b>41</b>	<b>36</b>	<b>37</b>	<b>22</b>	<b>15</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>85</b>			<b>143</b>			<b>135</b>			<b>74</b>		

# 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	119
	Detached	RED	121	112	62	54	237	148	77	52	123	110	76	142	384
	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
	<b>Total</b>			<b>147</b>	<b>171</b>	<b>96</b>	<b>150</b>	<b>148</b>	<b>180</b>	<b>198</b>	<b>147</b>	<b>147</b>	<b>139</b>	<b>95</b>	<b>112</b>
Invermere Rural	Attached	REA	174	307	190	198	150	215	131	187	108	198	193	175	140
	Detached	RED	114	109	18	65	131	191	55	61	104	140	176	168	175
	Land	LND	332	511	181	538	61	506	91	316	243	122	606	257	26
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>			<b>179</b>	<b>242</b>	<b>161</b>	<b>215</b>	<b>132</b>	<b>270</b>	<b>86</b>	<b>172</b>	<b>138</b>	<b>158</b>	<b>313</b>	<b>182</b>
Radium	Attached	REA	138	328	78	248	98	122	158	66	62	83	144	168	128
	Detached	RED	140	196	108	0	56	194	168	21	0	0	253	0	63
	Land	LND	598	0	216	1095	0	14	0	1066	0	0	0	0	0
	Other	OTH	374	0	0	0	0	0	0	0	0	0	0	0	374
	<b>Total</b>			<b>165</b>	<b>275</b>	<b>120</b>	<b>369</b>	<b>82</b>	<b>117</b>	<b>161</b>	<b>185</b>	<b>62</b>	<b>83</b>	<b>199</b>	<b>126</b>
Canal Flats	Attached	REA	45	0	0	0	60	8	0	0	67	0	0	0	0
	Detached	RED	100	191	187	25	0	0	49	126	3	0	109	0	68
	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
	<b>Total</b>			<b>265</b>	<b>357</b>	<b>187</b>	<b>172</b>	<b>60</b>	<b>35</b>	<b>555</b>	<b>99</b>	<b>38</b>	<b>60</b>	<b>111</b>	<b>0</b>
				<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	REA	148	321	168	195	113	156	137	127	104	145	154	133	131
	<b>Detached</b>	RED	118	130	70	58	148	173	85	65	98	129	141	136	208
	<b>Land</b>	LND	354	345	158	601	61	358	483	376	188	149	428	257	26
	<b>Other</b>	OTH	463	0	0	0	0	0	508	0	0	0	0	0	374
	<b>Total</b>		<b>175</b>	<b>230</b>	<b>129</b>	<b>231</b>	<b>126</b>	<b>205</b>	<b>240</b>	<b>163</b>	<b>121</b>	<b>138</b>	<b>192</b>	<b>140</b>	<b>171</b>
				<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>		147	171	96	150	148	180	198	147	147	139	95	112	251
	<b>Invermere Rural</b>		179	242	161	215	132	270	86	172	138	158	313	182	133
	<b>Radium</b>		165	275	120	369	82	117	161	185	62	83	199	126	173
	<b>Canal Flats</b>		265	357	187	172	60	35	555	99	38	60	111	0	68
	<b>Total</b>		<b>175</b>	<b>230</b>	<b>129</b>	<b>231</b>	<b>126</b>	<b>205</b>	<b>240</b>	<b>163</b>	<b>121</b>	<b>138</b>	<b>192</b>	<b>140</b>	<b>171</b>
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>196</b>			<b>195</b>			<b>143</b>			<b>172</b>		

# 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	253.0	237.5	258.3	250.5	251.4	149.7	277.1	215.5	319.8	281.6	286.8	328.0	227.5
	Detached	414.5	587.7	320.9	469.2	409.1	372.7	304.0	430.6	522.5	382.0	397.8	469.2	365.0
	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	0.0	190.0	0.0	0.0	0.0	0.0	0.0
	<b>Total</b>		<b>317.3</b>	<b>381.1</b>	<b>264.1</b>	<b>326.1</b>	<b>317.1</b>	<b>322.4</b>	<b>241.8</b>	<b>293.6</b>	<b>287.1</b>	<b>304.7</b>	<b>333.5</b>	<b>426.9</b>
Invermere Rural	Attached	213.9	192.5	267.5	250.0	212.3	194.4	230.0	239.4	229.0	178.7	198.3	77.3	186.5
	Detached	535.7	545.7	287.1	534.0	419.9	420.5	849.7	506.1	499.1	665.6	444.1	480.0	655.0
	Land	161.4	217.0	154.0	168.7	89.8	164.5	129.6	114.1	263.2	165.0	192.8	70.0	66.0
	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
	<b>Total</b>		<b>344.0</b>	<b>394.2</b>	<b>261.3</b>	<b>362.3</b>	<b>299.5</b>	<b>290.3</b>	<b>498.0</b>	<b>312.5</b>	<b>351.2</b>	<b>475.5</b>	<b>291.1</b>	<b>227.4</b>
Radium	Attached	184.7	218.2	100.5	160.8	151.3	228.9	172.9	216.3	211.2	215.6	186.7	141.7	124.8
	Detached	359.7	340.0	500.0	0.0	405.0	167.5	436.6	320.0	0.0	0.0	297.5	289.0	305.0
	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	400.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	400.0
	<b>Total</b>		<b>221.0</b>	<b>266.9</b>	<b>187.7</b>	<b>156.4</b>	<b>246.4</b>	<b>202.3</b>	<b>248.3</b>	<b>217.6</b>	<b>211.2</b>	<b>215.6</b>	<b>242.1</b>	<b>178.5</b>
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	228.8	238.9	260.0	268.0	0.0	0.0	304.5	237.0	56.0	0.0	221.2	0.0	190.5
	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
	<b>Total</b>		<b>148.2</b>	<b>132.4</b>	<b>260.0</b>	<b>219.0</b>	<b>143.0</b>	<b>94.5</b>	<b>81.5</b>	<b>190.2</b>	<b>284.2</b>	<b>48.5</b>	<b>196.5</b>	<b>0.0</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Attached</b>	214.1	219.0	241.7	211.9	207.7	191.0	209.9	227.1	233.9	218.7	232.3	171.8	180.6
	<b>Detached</b>	451.6	506.6	325.5	488.0	414.4	387.0	610.1	443.2	466.8	565.5	338.4	455.8	422.6
	<b>Land</b>	144.1	124.0	88.0	167.5	89.8	237.0	65.6	117.9	273.3	100.0	177.4	70.0	66.0
	<b>Other</b>	260.0	0.0	0.0	0.0	0.0	0.0	190.0	0.0	0.0	0.0	0.0	0.0	400.0
	<b>Total</b>	<b>297.4</b>	<b>344.5</b>	<b>252.3</b>	<b>295.1</b>	<b>290.7</b>	<b>278.2</b>	<b>286.4</b>	<b>286.4</b>	<b>316.4</b>	<b>366.0</b>	<b>277.9</b>	<b>309.2</b>	<b>284.4</b>
			<b>Jan-18</b>	<b>Feb-18</b>	<b>Mar-18</b>	<b>Apr-18</b>	<b>May-18</b>	<b>Jun-18</b>	<b>Jul-18</b>	<b>Aug-18</b>	<b>Sep-18</b>	<b>Oct-18</b>	<b>Nov-18</b>	<b>Dec-18</b>
	<b>Invermere</b>	317.3	381.1	264.1	326.1	317.1	322.4	241.8	293.6	287.1	304.7	333.5	426.9	296.3
	<b>Invermere Rural</b>	344.0	394.2	261.3	362.3	299.5	290.3	498.0	312.5	351.2	475.5	291.1	227.4	322.6
	<b>Radium</b>	221.0	266.9	187.7	156.4	246.4	202.3	248.3	217.6	211.2	215.6	242.1	178.5	238.6
	<b>Canal Flats</b>	148.2	132.4	260.0	219.0	143.0	94.5	81.5	190.2	284.2	48.5	196.5	0.0	190.5
	<b>Total</b>	<b>297.4</b>	<b>344.5</b>	<b>252.3</b>	<b>295.1</b>	<b>290.7</b>	<b>278.2</b>	<b>286.4</b>	<b>286.4</b>	<b>316.4</b>	<b>366.0</b>	<b>277.9</b>	<b>309.2</b>	<b>284.4</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>295.6</b>			<b>284.9</b>			<b>316.7</b>			<b>288.5</b>		