

# Comparative Analysis

## Month / Year to Date

Units Sold			% change			% change
	Jan-19	Jan-18	month	2018	2017	YTD
Residential Attached	10	8	25.0	179	181	(1.1)
Residential Detached	8	13	(38.5)	176	188	(6.4)
Land	4	5	(20.0)	79	65	21.5
Other	1	0	0.0	3	17	(82.4)
Total	23	26	(11.5)	437	451	(3.1)
	Jan-19	Jan-18				
Invermere	4	10	(60.0)	124	110	12.7
Invermere Rural	16	9	77.8	197	236	(16.5)
Radium	3	5	(40.0)	78	81	(3.7)
Canal Flats	0	2	(100.0)	38	24	58.3
Total	23	26	(11.5)	437	451	(3.1)
Avg Selling Price						
(\$1,000's)	Jan-19	Jan-18		2018	*2017	
Residential Attached	185.3	219.0	(15.4)	214.1	204.5	4.7
Residential Detached	341.4	506.6	(32.6)	451.6	400.8	12.7
Land	133.9	124.0	8.0	144.1	173.9	(17.1)
Other	1500.0	0.0	0.0	260.0	1,046.9	(75.2)
Total	287.8	344.5	(16.5)	297.4	320.8	(7.3)
	Jan-19	Jan-18		2018	*2017	
Invermere	516.1	381.1	35.4	317.3	380.4	(16.6)
Invermere Rural	244.1	394.2	(38.1)	344.0	354.4	(2.9)
Radium	216.2	266.9	(19.0)	221.0	193.7	14.1
Canal Flats	0.0	132.4	(100.0)	148.2	157.1	(5.7)
Total	287.8	344.5	(16.5)	297.4	320.8	(7.3)
Days On Market						
	Jan-19	Jan-18		2018	*2017	
Residential Attached	121	321	(62.5)	148	169	(12.6)
Residential Detached	106	130	(18.0)	118	149	(21.1)
Land	89	345	(74.3)	354	214	65.4
Other	391	0	0.0	463	117	294.7
Total	122	230	(47.0)	175	163	7.4
	Jan-19	Jan-18		2018	*2017	
Invermere	136	171	(20.8)	147	116	27.1
Invermere Rural	103	242	(57.3)	179	186	(3.4)
Radium	202	275	(26.7)	165	146	12.8
Canal Flats	0	357	(100.0)	265	228	16.3
Total	122	230	(47.0)	175	163	7.4
						*=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	26	29	30	42	48	53	58	41	36	37	22	15
	2019		23	23	0	0	0	0	0	0	0	0	0	0	0
	% change from 2018		(12)	(12)	0	0	0	0	0	0	0	0	0	0	0
<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
	2019		122	122	0	0	0	0	0	0	0	0	0	0	0
	% change from 2017*		0	(47)	0	0	0	0	0	0	0	0	0	0	0
<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
	2019		288	288	0	0	0	0	0	0	0	0	0	0	0
	% change from 2017*		0	(16)	0	0	0	0	0	0	0	0	0	0	0

# 2018 Units Sold

Area	Property Type	Total	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Invermere	Attached	3	3	0	0	0	0	0	0	0	0	0	0	0
	Detached	0	0	0	0	0	0	0	0	0	0	0	0	0
	Land	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	1	1	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>4</b>	<b>4</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	5	5	0	0	0	0	0	0	0	0	0	0	0
	Detached	7	7	0	0	0	0	0	0	0	0	0	0	0
	Land	4	4	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
	<b>Total</b>	<b>16</b>	<b>16</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	2	2	0	0	0	0	0	0	0	0	0	0	0
	Detached	1	1	0	0	0	0	0	0	0	0	0	0	0
	Land	0	0	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
	<b>Total</b>	<b>3</b>	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canal Flats	Attached	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	0	0	0	0	0	0	0	0	0	0	0	0	0
	Land	0	0	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
	<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Attached</b>	10	10	0	0	0	0	0	0	0	0	0	0	0
	<b>Detached</b>	8	8	0	0	0	0	0	0	0	0	0	0	0
	<b>Land</b>	4	4	0	0	0	0	0	0	0	0	0	0	0
	<b>Other</b>	1	1	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>23</b>	<b>23</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Invermere</b>	4	4	0	0	0	0	0	0	0	0	0	0	0
	<b>Invermere Rural</b>	16	16	0	0	0	0	0	0	0	0	0	0	0
	<b>Radium</b>	3	3	0	0	0	0	0	0	0	0	0	0	0
	<b>Canal Flats</b>	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>	<b>23</b>	<b>23</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>23</b>			<b>0</b>			<b>0</b>			<b>0</b>		

# 2018 Days On Market



Area	Property Type		Total	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Invermere	Attached	REA	50	50	0	0	0	0	0	0	0	0	0	0	0
	Detached	RED	0	0	0	0	0	0	0	0	0	0	0	0	0
	Land	LND	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	OTH	391	391	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>136</b>	<b>136</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Invermere Rural	Attached	REA	127	127	0	0	0	0	0	0	0	0	0	0	0
	Detached	RED	95	95	0	0	0	0	0	0	0	0	0	0	0
	Land	LND	89	89	0	0	0	0	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>103</b>	<b>103</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Radium	Attached	REA	210	210	0	0	0	0	0	0	0	0	0	0	0
	Detached	RED	187	187	0	0	0	0	0	0	0	0	0	0	0
	Land	LND	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>202</b>	<b>202</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Canal Flats	Attached	REA	0	0	0	0	0	0	0	0	0	0	0	0	0
	Detached	RED	0	0	0	0	0	0	0	0	0	0	0	0	0
	Land	LND	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
				<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Attached</b>	REA	121	121	0	0	0	0	0	0	0	0	0	0	0
	<b>Detached</b>	RED	106	106	0	0	0	0	0	0	0	0	0	0	0
	<b>Land</b>	LND	89	89	0	0	0	0	0	0	0	0	0	0	0
	<b>Other</b>	OTH	391	391	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>122</b>	<b>122</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
				<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Invermere</b>		136	136	0	0	0	0	0	0	0	0	0	0	0
	<b>Invermere Rural</b>		103	103	0	0	0	0	0	0	0	0	0	0	0
	<b>Radium</b>		202	202	0	0	0	0	0	0	0	0	0	0	0
	<b>Canal Flats</b>		0	0	0	0	0	0	0	0	0	0	0	0	0
	<b>Total</b>		<b>122</b>	<b>122</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>122</b>			<b>0</b>			<b>0</b>			<b>0</b>		

# 2018 Average Selling Prices (\$1,000's)



Area	Property Type	Total	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
Invermere	Attached	188.2	188.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	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
	Land	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
	Other	1,500.0	1,500.0	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>516.1</b>	<b>516.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Invermere Rural	Attached	195.8	195.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	341.7	341.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	133.9	133.9	0.0	0.0	0.0	0.0	0.0	0.0	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
	<b>Total</b>	<b>244.1</b>	<b>244.1</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Radium	Attached	154.5	154.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	339.5	339.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Land	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
	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>216.2</b>	<b>216.2</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Canal Flats	Attached	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
	Detached	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
	Land	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
	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>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Attached</b>	185.3	185.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Detached</b>	341.4	341.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Land</b>	133.9	133.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Other</b>	1,500.0	1,500.0	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>287.8</b>	<b>287.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Jan-19</b>	<b>Feb-19</b>	<b>Mar-19</b>	<b>Apr-19</b>	<b>May-19</b>	<b>Jun-19</b>	<b>Jul-19</b>	<b>Aug-19</b>	<b>Sep-19</b>	<b>Oct-19</b>	<b>Nov-19</b>	<b>Dec-19</b>
	<b>Invermere</b>	516.1	516.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Invermere Rural</b>	244.1	244.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Radium</b>	216.2	216.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	<b>Canal Flats</b>	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>287.8</b>	<b>287.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>287.8</b>			<b>0.0</b>			<b>0.0</b>			<b>0.0</b>		