

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change
	Dec-17	Dec-16	month	2017	2016	YTD
Residential Attached	5	11	(54.5)	181	129	40.3
Residential Detached	7	9	(22.2)	188	173	8.7
Land	1	3	(66.7)	65	62	4.8
Other	0	0	0.0	17	4	325.0
Total	13	23	(43.5)	451	368	22.6
	Dec-17	Dec-16				
Invermere	4	5	(20.0)	110	88	25.0
Invermere Rural	8	11	(27.3)	236	211	11.8
Radium	1	4	(75.0)	81	58	39.7
Canal Flats	0	3	(100.0)	24	11	118.2
Total	13	23	(43.5)	451	368	22.6
Avg Selling Price						
(\$1,000's)	Dec-17	Dec-16		2017	*2016	
Residential Attached	192.9	159.0	21.3	213.8	204.5	4.5
Residential Detached	604.6	388.7	55.6	460.4	400.8	14.9
Land	99.9	560.0	(82.2)	177.5	173.9	2.0
Other	0.0	0.0	0.0	462.3	1,046.9	(55.8)
Total	407.5	301.2	35.3	320.7	320.8	(0.0)
	Dec-17	Dec-16		2017	*2016	
Invermere	293.0	370.5	(20.9)	311.5	380.4	(18.1)
Invermere Rural	512.5	322.8	58.8	368.7	354.4	4.0
Radium	25.0	293.0	(91.5)	239.7	193.7	23.7
Canal Flats	0.0	117.6	(100.0)	164.6	157.1	4.8
Total	407.5	301.2	35.3	320.7	320.8	(0.0)
Days On Market						
	Dec-17	Dec-16		2017	*2016	
Residential Attached	226	243	(7.1)	173	169	2.3
Residential Detached	165	103	59.9	125	149	(16.2)
Land	18	301	(94.0)	564	214	163.5
Other	0	0	0.0	120	117	2.6
Total	177	196	(9.5)	208	163	27.5
	Dec-17	Dec-16		2017	*2016	
Invermere	104	78	33.3	112	116	(3.5)
Invermere Rural	206	197	4.3	252	186	35.6
Radium	243	299	(18.7)	219	146	50.0
Canal Flats	0	250	(100.0)	180	228	(21.1)
Total	177	196	(9.5)	208	163	27.5

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	368	10	19	24	31	45	28	37	45	47	25	34	23	
	2017		451	21	19	30	35	46	62	44	45	57	40	39	13	
	% change from 2016			23	110	0	25	13	2	121	19	0	21	60	15	(43)
	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	
% change from 2016*				10	(8)	159	35	24	(1)	(19)	20	46	44	(27)	(56)	(10)
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	
	% change from 2016*			5	9	19	(6)	45	13	33	(14)	(2)	(3)	(21)	(13)	35

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change
	Nov-17	Nov-16	month	2017	2016	YTD
Residential Attached	14	12	16.7	176	118	49.2
Residential Detached	15	16	(6.3)	181	164	10.4
Land	6	6	0.0	64	59	8.5
Other	4	0	0.0	17	4	325.0
Total	39	34	14.7	438	345	27.0
	Nov-17	Nov-16				
Invermere	13	7	85.7	106	83	27.7
Invermere Rural	14	17	(17.6)	228	200	14.0
Radium	7	9	(22.2)	80	54	48.1
Canal Flats	5	1	400.0	24	8	200.0
Total	39	34	14.7	438	345	27.0
Avg Selling Price						
(\$1,000's)	Nov-17	Nov-16		2017	*2016	
Residential Attached	155.6	208.4	(25.3)	214.3	204.5	4.8
Residential Detached	438.2	442.8	(1.0)	454.9	400.8	13.5
Land	237.8	286.2	(16.9)	178.7	173.9	2.7
Other	265.3	0.0	0.0	462.3	1,046.9	(55.8)
Total	288.2	332.4	(13.3)	318.1	320.8	(0.8)
	Nov-17	Nov-16		2017	*2016	
Invermere	266.8	386.4	(30.9)	312.2	380.4	(17.9)
Invermere Rural	368.2	304.0	21.1	363.7	354.4	2.6
Radium	224.6	348.4	(35.5)	242.4	193.7	25.1
Canal Flats	209.1	295.0	(29.1)	164.6	157.1	4.8
Total	288.2	332.4	(13.3)	318.1	320.8	(0.8)
Days On Market						
	Nov-17	Nov-16		2017	*2016	
Residential Attached	111	215	(48.5)	172	169	1.5
Residential Detached	87	210	(58.8)	123	149	(17.3)
Land	187	371	(49.6)	572	214	167.5
Other	46	0	0.0	120	117	2.6
Total	106	240	(55.7)	209	163	28.1
	Nov-17	Nov-16		2017	*2016	
Invermere	57	71	(19.7)	112	116	(3.3)
Invermere Rural	127	269	(52.6)	253	186	36.5
Radium	115	330	(65.3)	219	146	49.8
Canal Flats	164	135	21.6	180	228	(21.1)
Total	106	240	(55.7)	209	163	28.1

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		438	21	19	30	35	46	62	44	45	57	40	39	0
	% change from 2016		27	110	0	25	13	2	121	19	0	21	60	15	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		209	167	260	271	210	156	234	258	157	299	149	106	0
	% change from 2016*		11	(8)	159	35	24	(1)	(19)	20	46	44	(27)	(56)	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		318	275	360	245	380	299	406	322	310	296	273	288	0
	% change from 2016*		4	9	19	(6)	45	13	33	(14)	(2)	(3)	(21)	(13)	0

2017 Units Sold

Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	40	0	2	2	2	3	5	7	6	5	4	4	0
	Detached	42	1	4	2	3	4	8	4	4	6	2	4	0
	Land	18	0	1	0	0	5	2	2	1	3	2	2	0
	Other	6	0	0	0	0	0	0	0	2	0	1	3	0
	Total	106	1	7	4	5	12	15	13	13	14	9	13	0
Invermere Rural	Attached	71	6	2	10	2	9	10	6	9	4	7	6	0
	Detached	111	2	4	7	16	8	21	7	12	17	10	7	0
	Land	38	1	3	4	5	1	7	3	4	7	2	1	0
	Other	8	0	0	0	0	0	3	2	1	0	2	0	0
	Total	228	9	9	21	23	18	41	18	26	28	21	14	0
Radium	Attached	60	7	1	2	5	11	5	7	3	8	7	4	0
	Detached	17	1	0	1	1	3	1	3	0	3	2	2	0
	Land	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	3	1	0	0	0	0	0	0	0	0	1	1	0
	Total	80	9	1	3	6	14	6	10	3	11	10	7	0
Canal Flats	Attached	5	0	0	0	1	1	0	0	2	1	0	0	0
	Detached	11	2	2	1	0	1	0	2	0	1	0	2	0
	Land	8	0	0	1	0	0	0	1	1	2	0	3	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	24	2	2	2	1	2	0	3	3	4	0	5	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	176	13	5	14	10	24	20	20	20	18	18	14	0
	Detached	181	6	10	11	20	16	30	16	16	27	14	15	0
	Land	64	1	4	5	5	6	9	6	6	12	4	6	0
	Other	17	1	0	0	0	0	3	2	3	0	4	4	0
	Total	438	21	19	30	35	46	62	44	45	57	40	39	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	106	1	7	4	5	12	15	13	13	14	9	13	0
	Invermere Rural	228	9	9	21	23	18	41	18	26	28	21	14	0
	Radium	80	9	1	3	6	14	6	10	3	11	10	7	0
	Canal Flats	24	2	2	2	1	2	0	3	3	4	0	5	0
	Total	438	21	19	30	35	46	62	44	45	57	40	39	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			70			143			146			79		

2017 Days On Market

Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	90	0	36	120	100	64	174	68	75	87	87	77	0
	Detached	82	126	151	153	89	44	41	170	58	63	64	51	0
	Land	249	0	213	0	0	244	73	409	126	403	332	39	0
	Other	66	0	0	0	0	0	0	0	98	0	43	52	0
	Total	112	126	127	137	93	132	90	152	77	144	131	57	0
Invermere Rural	Attached	163	200	323	154	327	111	189	184	156	91	164	105	0
	Detached	133	26	64	299	119	71	120	65	202	123	170	106	0
	Land	792	160	910	803	622	39	1008	794	274	1385	105	410	0
	Other	164	0	0	0	0	0	313	92	140	0	23	0	0
	Total	253	157	403	326	246	89	303	229	195	434	147	127	0
Radium	Attached	229	211	100	72	74	229	50	609	248	247	188	153	0
	Detached	184	177	0	341	134	289	477	67	0	139	174	82	0
	Land	0	0	0	0	0	0	0	0	0	0	0	0	0
	Other	115	292	0	0	0	0	0	0	0	0	25	27	0
	Total	219	216	100	162	84	242	121	446	248	218	169	115	0
Canal Flats	Attached	255	0	0	0	733	386	0	0	59	38	0	0	0
	Detached	91	17	162	113	0	221	0	53	0	16	0	95	0
	Land	255	0	0	128	0	0	0	712	146	210	0	211	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	180	17	162	121	733	304	0	273	88	119	0	164	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	172	206	163	138	195	171	151	292	136	156	156	111	0
	Detached	123	65	118	259	115	115	111	90	166	107	155	87	0
	Land	572	160	736	668	622	210	800	652	228	944	218	187	0
	Other	120	292	0	0	0	0	313	92	112	0	29	46	0
	Total	209	167	260	271	210	156	234	258	157	299	149	106	0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	112	126	127	137	93	132	90	152	77	144	131	57	0
	Invermere Rural	253	157	403	326	246	89	303	229	195	434	147	127	0
	Radium	219	216	100	162	84	242	121	446	248	218	169	115	0
	Canal Flats	180	17	162	121	733	304	0	273	88	119	0	164	0
	Total	209	167	260	271	210	156	234	258	157	299	149	106	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			237			203			243			128		

2017 Average Selling Prices (\$1,000's)



Area	Property Type	Total	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Invermere	Attached	249.7	0.0	316.3	275.8	219.5	193.2	297.3	255.5	278.2	224.0	266.0	164.9	0.0
	Detached	435.6	216.0	458.0	251.3	407.5	463.1	468.9	616.3	468.1	349.7	412.5	414.5	0.0
	Land	140.4	0.0	100.0	0.0	0.0	144.8	123.5	120.0	60.0	72.0	341.0	129.5	0.0
	Other	379.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	401.5	0.0	581.5	297.3	0.0
	Total	312.2	216.0	366.4	263.5	332.3	263.0	365.7	345.7	338.8	245.3	350.3	266.8	0.0
Invermere Rural	Attached	233.5	236.5	315.0	220.7	181.3	261.9	266.1	304.9	236.9	228.3	154.2	164.4	0.0
	Detached	485.8	550.0	633.3	403.4	500.5	479.2	464.6	522.5	504.7	494.2	414.4	516.1	0.0
	Land	211.4	57.5	174.7	124.0	262.0	625.0	357.9	49.5	112.9	152.0	148.5	555.0	0.0
	Other	547.9	0.0	0.0	0.0	0.0	0.0	1,010.0	405.0	40.0	0.0	251.5	0.0	0.0
	Total	363.7	286.3	409.7	263.1	420.9	378.6	437.9	358.1	333.8	370.6	286.8	368.2	0.0
Radium	Attached	175.0	177.9	165.0	79.5	254.1	185.1	183.4	146.1	193.3	181.0	160.5	133.3	0.0
	Detached	452.4	331.5	0.0	460.0	570.0	478.1	800.0	573.3	0.0	381.6	180.0	435.0	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	399.7	770.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	260.0	169.0	0.0
	Total	242.4	260.7	165.0	206.3	306.8	247.9	286.2	274.2	193.3	235.7	174.3	224.6	0.0
Canal Flats	Attached	132.0	0.0	0.0	0.0	125.0	115.0	0.0	0.0	139.0	142.0	0.0	0.0	0.0
	Detached	219.7	320.0	211.5	116.0	0.0	184.0	0.0	237.5	0.0	146.0	0.0	216.3	0.0
	Land	109.3	0.0	0.0	22.0	0.0	0.0	0.0	27.0	22.0	95.0	0.0	204.3	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	164.6	320.0	211.5	69.0	125.0	149.5	0.0	167.3	100.0	119.5	0.0	209.1	0.0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Attached	214.3	204.9	285.5	208.4	219.7	212.0	253.2	232.0	233.0	201.3	181.5	155.6	0.0
	Detached	454.9	381.3	478.8	354.7	490.0	456.5	477.0	519.8	495.5	436.6	380.7	438.2	0.0
	Land	178.7	57.5	156.0	103.6	262.0	224.8	305.8	69.3	88.9	122.5	244.8	237.8	0.0
	Other	462.3	770.0	0.0	0.0	0.0	0.0	1,010.0	405.0	281.0	0.0	336.1	265.3	0.0
	Total	318.1	275.2	360.0	244.6	380.2	298.7	405.7	322.3	310.3	296.2	273.0	288.2	0.0
			Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
	Invermere	312.2	216.0	366.4	263.5	332.3	263.0	365.7	345.7	338.8	245.3	350.3	266.8	0.0
	Invermere Rural	363.7	286.3	409.7	263.1	420.9	378.6	437.9	358.1	333.8	370.6	286.8	368.2	0.0
	Radium	242.4	260.7	165.0	206.3	306.8	247.9	286.2	274.2	193.3	235.7	174.3	224.6	0.0
	Canal Flats	164.6	320.0	211.5	69.0	125.0	149.5	0.0	167.3	100.0	119.5	0.0	209.1	0.0
	Total	318.1	275.2	360.0	244.6	380.2	298.7	405.7	322.3	310.3	296.2	273.0	288.2	0.0
			Quarter 1			Quarter 2			Quarter 3		Quarter 4			
			285.1			365.1			308.4		280.5			