

# Comparative Analysis

## Month / Year to Date

| Units Sold           |        |        | % change |       |                | % change |
|----------------------|--------|--------|----------|-------|----------------|----------|
|                      | Oct-18 | Oct-17 | month    | 2018  | 2017           | YTD      |
| Residential Attached | 12     | 18     | (33.3)   | 162   | 162            | 0.0      |
| Residential Detached | 19     | 14     | 35.7     | 159   | 166            | (4.2)    |
| Land                 | 6      | 4      | 50.0     | 77    | 58             | 32.8     |
| Other                | 0      | 4      | (100.0)  | 2     | 13             | (84.6)   |
| Total                | 37     | 40     | (7.5)    | 400   | 399            | 0.3      |
|                      |        |        |          |       |                |          |
|                      | Oct-18 | Oct-17 |          |       |                |          |
| Invermere            | 11     | 9      | 22.2     | 110   | 93             | 18.3     |
| Invermere Rural      | 13     | 21     | (38.1)   | 183   | 214            | (14.5)   |
| Radium               | 6      | 10     | (40.0)   | 70    | 73             | (4.1)    |
| Canal Flats          | 7      | 0      | 0.0      | 37    | 19             | 94.7     |
| Total                | 37     | 40     | (7.5)    | 400   | 399            | 0.3      |
|                      |        |        |          |       |                |          |
| Avg Selling Price    |        |        |          |       |                |          |
| (\$1,000's)          | Oct-18 | Oct-17 |          | 2018  | *2017          |          |
| Residential Attached | 232.3  | 181.5  | 28.0     | 218.2 | 204.5          | 6.7      |
| Residential Detached | 338.4  | 380.7  | (11.1)   | 452.4 | 400.8          | 12.9     |
| Land                 | 177.4  | 244.8  | (27.5)   | 146.1 | 173.9          | (16.0)   |
| Other                | 0.0    | 336.1  | (100.0)  | 190.0 | 1,046.9        | (81.9)   |
| Total                | 277.9  | 273.0  | 1.8      | 297.3 | 320.8          | (7.3)    |
|                      |        |        |          |       |                |          |
|                      | Oct-18 | Oct-17 |          | 2018  | *2017          |          |
| Invermere            | 333.5  | 350.3  | (4.8)    | 308.1 | 380.4          | (19.0)   |
| Invermere Rural      | 291.1  | 286.8  | 1.5      | 349.8 | 354.4          | (1.3)    |
| Radium               | 242.1  | 174.3  | 38.9     | 222.4 | 193.7          | 14.8     |
| Canal Flats          | 196.5  | 0.0    | 0.0      | 147.0 | 157.1          | (6.4)    |
| Total                | 277.9  | 273.0  | 1.8      | 297.3 | 320.8          | (7.3)    |
|                      |        |        |          |       |                |          |
| Days On Market       |        |        |          |       |                |          |
|                      | Oct-18 | Oct-17 |          | 2018  | *2017          |          |
| Residential Attached | 154    | 156    | (1.4)    | 150   | 169            | (11.6)   |
| Residential Detached | 141    | 155    | (9.3)    | 113   | 149            | (24.2)   |
| Land                 | 428    | 218    | 96.0     | 359   | 214            | 68.0     |
| Other                | 0      | 29     | (100.0)  | 508   | 117            | 332.8    |
| Total                | 192    | 149    | 28.4     | 177   | 163            | 8.7      |
|                      |        |        |          |       |                |          |
|                      | Oct-18 | Oct-17 |          | 2018  | *2017          |          |
| Invermere            | 95     | 131    | (27.7)   | 147   | 116            | 26.7     |
| Invermere Rural      | 313    | 147    | 112.5    | 181   | 186            | (2.6)    |
| Radium               | 199    | 169    | 17.5     | 167   | 146            | 14.0     |
| Canal Flats          | 111    | 0      | 0.0      | 270   | 228            | 18.6     |
| Total                | 192    | 149    | 28.4     | 177   | 163            | 8.7      |
|                      |        |        |          |       |                |          |
|                      |        |        |          |       | *=annual value |          |

# Comparative Analysis

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

| Comparison                   |                     | Year<br>Total | YTD<br>Total | Jan | Feb  | Mar  | Apr  | May | Jun  | Jul  | Aug  | Sep  | Oct | Nov | Dec |
|------------------------------|---------------------|---------------|--------------|-----|------|------|------|-----|------|------|------|------|-----|-----|-----|
| <b>Units Sold</b>            | 2007                | 452           | 429          | 26  | 29   | 46   | 58   | 64  | 54   | 48   | 52   | 28   | 24  | 15  | 8   |
|                              | 2008                | 257           | 249          | 34  | 21   | 21   | 32   | 32  | 28   | 26   | 22   | 21   | 12  | 4   | 4   |
|                              | 2009                | 216           | 193          | 7   | 11   | 8    | 24   | 22  | 17   | 26   | 27   | 31   | 20  | 17  | 6   |
|                              | 2010                | 229           | 212          | 16  | 17   | 27   | 23   | 34  | 27   | 16   | 20   | 16   | 16  | 9   | 8   |
|                              | 2011                | 187           | 174          | 11  | 13   | 16   | 15   | 14  | 26   | 17   | 32   | 16   | 14  | 4   | 9   |
|                              | 2012                | 205           | 176          | 13  | 15   | 19   | 17   | 23  | 18   | 22   | 27   | 9    | 13  | 20  | 9   |
|                              | 2013                | 300           | 259          | 15  | 11   | 10   | 28   | 29  | 25   | 40   | 34   | 40   | 27  | 23  | 18  |
|                              | 2014                | 326           | 294          | 16  | 22   | 18   | 25   | 44  | 40   | 31   | 33   | 34   | 31  | 20  | 12  |
|                              | 2015                | 315           | 290          | 14  | 9    | 25   | 23   | 35  | 39   | 55   | 29   | 28   | 33  | 12  | 13  |
|                              | 2016                | 368           | 311          | 10  | 19   | 24   | 31   | 45  | 28   | 37   | 45   | 47   | 25  | 34  | 23  |
|                              | 2017                | 451           | 399          | 21  | 19   | 30   | 35   | 46  | 62   | 44   | 45   | 57   | 40  | 39  | 13  |
|                              | 2018                |               | 400          | 26  | 29   | 30   | 42   | 48  | 53   | 58   | 41   | 36   | 37  | 0   | 0   |
|                              | % change from 2017  |               | 0            | 24  | 53   | 0    | 20   | 4   | (15) | 32   | (9)  | (37) | (8) | 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                |               | 177          | 230 | 129  | 231  | 126  | 205 | 240  | 163  | 121  | 138  | 192 | 0   | 0   |
|                              | % change from 2017* |               | (15)         | 38  | (50) | (15) | (40) | 31  | 3    | (37) | (23) | (54) | 28  | 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 | 0   | 0   |
|                              | % change from 2017* |               | (7)          | 25  | (30) | 21   | (24) | (7) | (29) | (11) | 2    | 24   | 2   | 0   | 0   |

# 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        | 43    | 3         | 3      | 4      | 7         | 5      | 4      | 5         | 3      | 4      | 5         | 0      | 0      |
|                 | Detached        | 48    | 5         | 7      | 3      | 5         | 8      | 2      | 6         | 1      | 6      | 5         | 0      | 0      |
|                 | 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      |
|                 | Total           | 110   | 10        | 12     | 8      | 12        | 16     | 9      | 14        | 6      | 12     | 11        | 0      | 0      |
| Invermere Rural | Attached        | 65    | 2         | 9      | 4      | 9         | 7      | 5      | 10        | 9      | 6      | 4         | 0      | 0      |
|                 | Detached        | 81    | 5         | 2      | 6      | 10        | 10     | 8      | 13        | 11     | 11     | 5         | 0      | 0      |
|                 | Land            | 37    | 2         | 1      | 3      | 2         | 5      | 4      | 9         | 6      | 1      | 4         | 0      | 0      |
|                 | Other           | 0     | 0         | 0      | 0      | 0         | 0      | 0      | 0         | 0      | 0      | 0         | 0      | 0      |
|                 | Total           | 183   | 9         | 12     | 13     | 21        | 22     | 17     | 32        | 26     | 18     | 13        | 0      | 0      |
| Radium          | Attached        | 51    | 3         | 2      | 6      | 5         | 6      | 10     | 6         | 6      | 4      | 3         | 0      | 0      |
|                 | Detached        | 15    | 2         | 1      | 0      | 3         | 1      | 4      | 1         | 0      | 0      | 3         | 0      | 0      |
|                 | Land            | 4     | 0         | 1      | 1      | 0         | 1      | 0      | 1         | 0      | 0      | 0         | 0      | 0      |
|                 | Other           | 0     | 0         | 0      | 0      | 0         | 0      | 0      | 0         | 0      | 0      | 0         | 0      | 0      |
|                 | Total           | 70    | 5         | 4      | 7      | 8         | 8      | 14     | 8         | 6      | 4      | 6         | 0      | 0      |
| Canal Flats     | Attached        | 3     | 0         | 0      | 0      | 1         | 1      | 0      | 0         | 1      | 0      | 0         | 0      | 0      |
|                 | Detached        | 15    | 1         | 1      | 1      | 0         | 0      | 2      | 3         | 1      | 0      | 6         | 0      | 0      |
|                 | 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      |
|                 | Total           | 37    | 2         | 1      | 2      | 1         | 2      | 13     | 4         | 3      | 2      | 7         | 0      | 0      |
|                 |                 |       | Jan-18    | Feb-18 | Mar-18 | Apr-18    | May-18 | Jun-18 | Jul-18    | Aug-18 | Sep-18 | Oct-18    | Nov-18 | Dec-18 |
|                 | Attached        | 162   | 8         | 14     | 14     | 22        | 19     | 19     | 21        | 19     | 14     | 12        | 0      | 0      |
|                 | Detached        | 159   | 13        | 11     | 10     | 18        | 19     | 16     | 23        | 13     | 17     | 19        | 0      | 0      |
|                 | Land            | 77    | 5         | 4      | 6      | 2         | 10     | 16     | 14        | 9      | 5      | 6         | 0      | 0      |
|                 | Other           | 2     | 0         | 0      | 0      | 0         | 0      | 2      | 0         | 0      | 0      | 0         | 0      | 0      |
|                 | Total           | 400   | 26        | 29     | 30     | 42        | 48     | 53     | 58        | 41     | 36     | 37        | 0      | 0      |
|                 |                 |       | 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       | 110   | 10        | 12     | 8      | 12        | 16     | 9      | 14        | 6      | 12     | 11        | 0      | 0      |
|                 | Invermere Rural | 183   | 9         | 12     | 13     | 21        | 22     | 17     | 32        | 26     | 18     | 13        | 0      | 0      |
|                 | Radium          | 70    | 5         | 4      | 7      | 8         | 8      | 14     | 8         | 6      | 4      | 6         | 0      | 0      |
|                 | Canal Flats     | 37    | 2         | 1      | 2      | 1         | 2      | 13     | 4         | 3      | 2      | 7         | 0      | 0      |
|                 | Total           | 400   | 26        | 29     | 30     | 42        | 48     | 53     | 58        | 41     | 36     | 37        | 0      | 0      |
|                 |                 |       | Quarter 1 |        |        | Quarter 2 |        |        | Quarter 3 |        |        | Quarter 4 |        |        |
|                 |                 |       | 85        |        |        | 143       |        |        | 135       |        |        | 37        |        |        |

# 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 | 133   | 324              | 161              | 114              | 84               | 145           | 91            | 82            | 189           | 127           | 129           | 0             | 0             |
|                 | Detached        | RED | 107   | 112              | 62               | 54               | 237              | 148           | 77            | 52            | 123           | 110           | 76            | 0             | 0             |
|                 | 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             |
|                 | Total           |     | 147   | 171              | 96               | 150              | 148              | 180           | 198           | 147           | 147           | 139           | 95            | 0             | 0             |
| Invermere Rural | Attached        | REA | 176   | 307              | 190              | 198              | 150              | 215           | 131           | 187           | 108           | 198           | 193           | 0             | 0             |
|                 | Detached        | RED | 111   | 109              | 18               | 65               | 131              | 191           | 55            | 61            | 104           | 140           | 176           | 0             | 0             |
|                 | Land            | LND | 343   | 511              | 181              | 538              | 61               | 506           | 91            | 316           | 243           | 122           | 606           | 0             | 0             |
|                 | Other           | OTH | 0     | 0                | 0                | 0                | 0                | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|                 | Total           |     | 181   | 242              | 161              | 215              | 132              | 270           | 86            | 172           | 138           | 158           | 313           | 0             | 0             |
| Radium          | Attached        | REA | 136   | 328              | 78               | 248              | 98               | 122           | 158           | 66            | 62            | 83            | 144           | 0             | 0             |
|                 | Detached        | RED | 154   | 196              | 108              | 0                | 56               | 194           | 168           | 21            | 0             | 0             | 253           | 0             | 0             |
|                 | Land            | LND | 598   | 0                | 216              | 1095             | 0                | 14            | 0             | 1066          | 0             | 0             | 0             | 0             | 0             |
|                 | Other           | OTH | 0     | 0                | 0                | 0                | 0                | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0             |
|                 | Total           |     | 167   | 275              | 120              | 369              | 82               | 117           | 161           | 185           | 62            | 83            | 199           | 0             | 0             |
| Canal Flats     | Attached        | REA | 45    | 0                | 0                | 0                | 60               | 8             | 0             | 0             | 67            | 0             | 0             | 0             | 0             |
|                 | Detached        | RED | 102   | 191              | 187              | 25               | 0                | 0             | 49            | 126           | 3             | 0             | 109           | 0             | 0             |
|                 | 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             |
|                 | Total           |     | 270   | 357              | 187              | 172              | 60               | 35            | 555           | 99            | 38            | 60            | 111           | 0             | 0             |
|                 |                 |     |       | <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> |
|                 | Attached        | REA | 150   | 321              | 168              | 195              | 113              | 156           | 137           | 127           | 104           | 145           | 154           | 0             | 0             |
|                 | Detached        | RED | 113   | 130              | 70               | 58               | 148              | 173           | 85            | 65            | 98            | 129           | 141           | 0             | 0             |
|                 | Land            | LND | 359   | 345              | 158              | 601              | 61               | 358           | 483           | 376           | 188           | 149           | 428           | 0             | 0             |
|                 | Other           | OTH | 508   | 0                | 0                | 0                | 0                | 0             | 508           | 0             | 0             | 0             | 0             | 0             | 0             |
|                 | Total           |     | 177   | 230              | 129              | 231              | 126              | 205           | 240           | 163           | 121           | 138           | 192           | 0             | 0             |
|                 |                 |     |       | <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> |
|                 | Invermere       |     | 147   | 171              | 96               | 150              | 148              | 180           | 198           | 147           | 147           | 139           | 95            | 0             | 0             |
|                 | Invermere Rural |     | 181   | 242              | 161              | 215              | 132              | 270           | 86            | 172           | 138           | 158           | 313           | 0             | 0             |
|                 | Radium          |     | 167   | 275              | 120              | 369              | 82               | 117           | 161           | 185           | 62            | 83            | 199           | 0             | 0             |
|                 | Canal Flats     |     | 270   | 357              | 187              | 172              | 60               | 35            | 555           | 99            | 38            | 60            | 111           | 0             | 0             |
|                 | Total           |     | 177   | 230              | 129              | 231              | 126              | 205           | 240           | 163           | 121           | 138           | 192           | 0             | 0             |
|                 |                 |     |       | <b>Quarter 1</b> | <b>Quarter 2</b> | <b>Quarter 3</b> | <b>Quarter 4</b> |               |               |               |               |               |               |               |               |
|                 |                 |     |       | 196              | 195              | 143              | 192              |               |               |               |               |               |               |               |               |

# 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               | 248.9        | 237.5            | 258.3         | 250.5         | 251.4            | 149.7         | 277.1         | 215.5            | 319.8         | 281.6         | 286.8            | 0.0           | 0.0           |
|                 | Detached               | 408.6        | 587.7            | 320.9         | 469.2         | 409.1            | 372.7         | 304.0         | 430.6            | 522.5         | 382.0         | 397.8            | 0.0           | 0.0           |
|                 | 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           | 190.0         | 0.0              | 0.0           | 0.0           | 0.0              | 0.0           | 0.0           |
|                 | <b>Total</b>           | <b>308.1</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>0.0</b>    | <b>0.0</b>    |
| Invermere Rural | Attached               | 223.6        | 192.5            | 267.5         | 250.0         | 212.3            | 194.4         | 230.0         | 239.4            | 229.0         | 178.7         | 198.3            | 0.0           | 0.0           |
|                 | Detached               | 534.8        | 545.7            | 287.1         | 534.0         | 419.9            | 420.5         | 849.7         | 506.1            | 499.1         | 665.6         | 444.1            | 0.0           | 0.0           |
|                 | Land                   | 166.4        | 217.0            | 154.0         | 168.7         | 89.8             | 164.5         | 129.6         | 114.1            | 263.2         | 165.0         | 192.8            | 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>349.8</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>0.0</b>    | <b>0.0</b>    |
| Radium          | Attached               | 189.5        | 218.2            | 100.5         | 160.8         | 151.3            | 228.9         | 172.9         | 216.3            | 211.2         | 215.6         | 186.7            | 0.0           | 0.0           |
|                 | Detached               | 368.1        | 340.0            | 500.0         | 0.0           | 405.0            | 167.5         | 436.6         | 320.0            | 0.0           | 0.0           | 297.5            | 0.0           | 0.0           |
|                 | 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                  | 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>222.4</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>0.0</b>    | <b>0.0</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               | 231.3        | 238.9            | 260.0         | 268.0         | 0.0              | 0.0           | 304.5         | 237.0            | 56.0          | 0.0           | 221.2            | 0.0           | 0.0           |
|                 | 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>147.0</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>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>        | 218.2        | 219.0            | 241.7         | 211.9         | 207.7            | 191.0         | 209.9         | 227.1            | 233.9         | 218.7         | 232.3            | 0.0           | 0.0           |
|                 | <b>Detached</b>        | 452.4        | 506.6            | 325.5         | 488.0         | 414.4            | 387.0         | 610.1         | 443.2            | 466.8         | 565.5         | 338.4            | 0.0           | 0.0           |
|                 | <b>Land</b>            | 146.1        | 124.0            | 88.0          | 167.5         | 89.8             | 237.0         | 65.6          | 117.9            | 273.3         | 100.0         | 177.4            | 0.0           | 0.0           |
|                 | <b>Other</b>           | 190.0        | 0.0              | 0.0           | 0.0           | 0.0              | 0.0           | 190.0         | 0.0              | 0.0           | 0.0           | 0.0              | 0.0           | 0.0           |
|                 | <b>Total</b>           | <b>297.3</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>0.0</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>Invermere</b>       | 308.1        | 381.1            | 264.1         | 326.1         | 317.1            | 322.4         | 241.8         | 293.6            | 287.1         | 304.7         | 333.5            | 0.0           | 0.0           |
|                 | <b>Invermere Rural</b> | 349.8        | 394.2            | 261.3         | 362.3         | 299.5            | 290.3         | 498.0         | 312.5            | 351.2         | 475.5         | 291.1            | 0.0           | 0.0           |
|                 | <b>Radium</b>          | 222.4        | 266.9            | 187.7         | 156.4         | 246.4            | 202.3         | 248.3         | 217.6            | 211.2         | 215.6         | 242.1            | 0.0           | 0.0           |
|                 | <b>Canal Flats</b>     | 147.0        | 132.4            | 260.0         | 219.0         | 143.0            | 94.5          | 81.5          | 190.2            | 284.2         | 48.5          | 196.5            | 0.0           | 0.0           |
|                 | <b>Total</b>           | <b>297.3</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>0.0</b>    | <b>0.0</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>277.9</b>     |               |               |