

Comparative Analysis

Month / Year to Date

Units Sold			% change			% change
	Oct-18	Oct-19	month	2019	2018	YTD
Residential Attached	12	12	0.0	147	162	(9.3)
Residential Detached	19	15	(21.1)	161	159	1.3
Land	6	7	16.7	52	77	(32.5)
Other	0	2	0.0	12	2	500.0
Total	37	36	(2.7)	372	400	(7.0)
	Oct-18	Oct-19				
Invermere	11	12	9.1	110	110	0.0
Invermere Rural	13	20	53.8	199	183	8.7
Radium	6	4	(33.3)	58	70	(17.1)
Canal Flats	7	0	(100.0)	5	37	(86.5)
Total	37	36	(2.7)	372	400	(7.0)
Avg Selling Price						
(\$1,000's)	Oct-18	Oct-19		2019	*2018	
Residential Attached	232.3	354.4	52.6	254.5	204.5	24.4
Residential Detached	338.4	591.4	74.8	634.4	400.8	58.3
Land	177.4	153.6	(13.4)	272.3	173.9	56.6
Other	0.0	637.0	0.0	349.5	1,046.9	(66.6)
Total	277.9	429.8	54.7	424.5	320.8	32.3
	Oct-18	Oct-19		2019	*2018	
Invermere	333.5	356.5	6.9	358.0	380.4	(5.9)
Invermere Rural	291.1	276.9	(4.9)	369.9	354.4	4.4
Radium	242.1	243.1	0.4	223.2	193.7	15.2
Canal Flats	196.5	0.0	(100.0)	157.3	157.1	0.1
Total	277.9	429.8	54.7	424.5	320.8	32.3
Days On Market						
	Oct-18	Oct-19		2019	*2018	
Residential Attached	154	135	70.9	160	169	(5.2)
Residential Detached	141	240	(36.6)	162	149	8.7
Land	428	271	0.0	304	214	42.3
Other	0	322	12.6	162	117	37.7
Total	192	216	0.0	181	163	11.2
	Oct-18	Oct-19		2019	*2018	
Invermere	95	148	(32.1)	124	116	6.6
Invermere Rural	313	213	(47.7)	155	186	(16.3)
Radium	199	104	(100.0)	170	146	16.6
Canal Flats	111	0	12.6	86	228	(62.1)
Total	192	216	0.0	181	163	11.2
						*=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
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	451	21	19	30	35	46	62	44	45	57	40	39	13
	2018	437	400	26	29	30	42	48	53	58	41	36	37	22	15
	2019		372	24	24	30	42	49	28	45	42	52	36	0	0
	% change from 2018		(7)	(8)	(17)	0	0	2	(47)	(22)	2	44	(3)	0	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	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		181	181	155	171	136	211	101	192	238	173	216	0	0
	% change from 2017*		0	(21)	20	(26)	9	3	(58)	18	97	26	13	0	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	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		424	335	357	485	439	382	440	480	502	368	430	0	0
	% change from 2017*		0	(3)	42	65	51	37	54	68	59	0	55	0	0

2019 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	42	3	5	3	1	5	3	3	7	6	6	0	0
	Detached	49	0	1	5	6	5	6	10	8	3	5	0	0
	Land	12	0	2	0	4	2	0	2	1	1	0	0	0
	Other	7	1	1	0	0	0	0	0	2	2	1	0	0
	Total	110	4	9	8	11	12	9	15	18	12	12	0	0
Invermere Rural	Attached	65	5	6	2	11	9	4	8	6	10	4	0	0
	Detached	94	7	5	11	13	14	4	11	10	10	9	0	0
	Land	36	4	2	4	3	3	3	3	5	3	6	0	0
	Other	4	0	1	1	0	0	0	0	0	1	1	0	0
	Total	199	16	14	18	27	26	11	22	21	24	20	0	0
Radium	Attached	39	2	1	2	3	6	4	5	3	11	2	0	0
	Detached	15	2	0	0	0	4	4	2	0	2	1	0	0
	Land	3	0	0	0	0	0	0	0	0	2	1	0	0
	Other	1	0	0	0	0	0	0	0	0	1	0	0	0
	Total	58	4	1	2	3	10	8	7	3	16	4	0	0
Canal Flats	Attached	1	0	0	0	1	0	0	0	0	0	0	0	0
	Detached	3	0	0	1	0	1	0	1	0	0	0	0	0
	Land	1	0	0	1	0	0	0	0	0	0	0	0	0
	Other	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total	5	0	0	2	1	1	0	1	0	0	0	0	0
			Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
	Attached	147	10	12	7	16	20	11	16	16	27	12	0	0
	Detached	161	9	6	17	19	24	14	24	18	15	15	0	0
	Land	52	4	4	5	7	5	3	5	6	6	7	0	0
	Other	12	1	2	1	0	0	0	0	2	4	2	0	0
	Total	372	24	24	30	42	49	28	45	42	52	36	0	0
			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	110	4	9	8	11	12	9	15	18	12	12	0	0
	Invermere Rural	199	16	14	18	27	26	11	22	21	24	20	0	0
	Radium	58	4	1	2	3	10	8	7	3	16	4	0	0
	Canal Flats	5	0	0	2	1	1	0	1	0	0	0	0	0
	Total	372	24	24	30	42	49	28	45	42	52	36	0	0
			Quarter 1			Quarter 2			Quarter 3			Quarter 4		
			78			119			139			36		

2019 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	129	50	107	291	59	135	17	156	147	129	136	0	0
	Detached	RED	101	0	138	64	95	60	82	90	115	136	183	0	0
	Land	LND	176	0	383	0	26	148	0	337	124	152	0	0	0
	Other	OTH	156	391	38	0	0	0	0	0	219	89	50	0	0
	Total		124	136	164	149	66	106	60	136	139	126	148	0	0
Invermere Rural	Attached	REA	160	127	105	317	155	186	50	171	194	182	138	0	0
	Detached	RED	122	95	145	139	70	100	134	79	123	161	219	0	0
	Land	LND	230	89	33	290	103	319	63	353	374	394	190	0	0
	Other	OTH	203	0	10	40	0	0	0	0	0	169	594	0	0
	Total		155	103	102	187	108	155	84	150	203	199	213	0	0
Radium	Attached	REA	163	210	16	87	41	417	64	246	231	80	29	0	0
	Detached	RED	167	296	0	0	0	158	65	219	0	182	220	0	0
	Land	LND	335	0	0	0	0	0	0	0	0	434	137	0	0
	Other	OTH	32	0	0	0	0	0	0	0	0	32	0	0	0
	Total		170	253	16	87	41	313	65	238	231	134	104	0	0
Canal Flats	Attached	REA	78	0	0	0	78	0	0	0	0	0	0	0	0
	Detached	RED	117	0	0	208	0	19	0	123	0	0	0	0	0
	Land	LND	4	0	0	4	0	0	0	0	0	0	0	0	0
	Other	OTH	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total		86	0	0	106	78	19	0	123	0	0	0	0	0
				Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
	Attached	REA	160	173	98	240	125	263	46	196	188	128	135	0	0
	Detached	RED	162	207	233	130	109	113	148	150	203	197	240	0	0
	Land	LND	304	89	277	237	239	470	89	381	481	367	271	0	0
	Other	OTH	162	391	24	40	0	0	0	0	219	95	322	0	0
	Total		181	181	155	171	136	211	101	192	238	173	216	0	0
				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		124	136	164	149	66	106	60	136	139	126	148	0	0
	Invermere Rural		155	103	102	187	108	155	84	150	203	199	213	0	0
	Radium		170	253	16	87	41	313	65	238	231	134	104	0	0
	Canal Flats		86	0	0	106	78	19	0	123	0	0	0	0	0
	Total		181	181	155	171	136	211	101	192	238	173	216	0	0
				Quarter 1			Quarter 2			Quarter 3			Quarter 4		
				169			159			199			216		

2019 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	266.3	188.2	170.0	339.3	170.0	268.0	399.6	386.5	234.3	264.5	276.1	0.0	0.0
	Detached	467.6	0.0	465.0	520.9	520.7	436.8	444.2	478.6	475.6	519.2	344.6	0.0	0.0
	Land	171.7	0.0	48.5	0.0	285.9	81.3	0.0	127.7	140.0	261.9	0.0	0.0	0.0
	Other	460.6	1,500.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	412.5	899.0	0.0	0.0
	Total		358.0	516.1	156.9	452.8	403.4	307.2	429.4	413.4	310.3	352.6	356.5	0.0
Invermere Rural	Attached	206.3	195.8	156.1	300.8	207.4	214.4	270.3	178.6	176.0	233.8	194.9	0.0	0.0
	Detached	549.8	341.7	702.3	667.4	626.6	475.9	445.0	421.6	640.5	711.7	409.6	0.0	0.0
	Land	213.7	133.9	99.5	194.3	143.0	107.1	149.2	546.3	450.4	131.5	116.2	0.0	0.0
	Other	208.8	0.0	45.0	65.0	0.0	0.0	0.0	0.0	0.0	350.0	375.0	0.0	0.0
	Total		369.9	244.1	335.1	488.0	402.1	342.8	300.8	350.2	462.5	425.0	276.9	0.0
Radium	Attached	188.8	154.5	160.0	133.3	205.3	175.5	205.0	149.8	245.2	220.2	115.8	0.0	0.0
	Detached	340.3	274.8	0.0	0.0	0.0	372.4	339.1	232.0	0.0	322.5	599.9	0.0	0.0
	Land	113.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	99.9	141.1	0.0	0.0
	Other	135.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	135.0	0.0	0.0	0.0
	Total		223.2	214.6	160.0	133.3	205.3	254.3	272.1	173.3	245.2	212.7	243.1	0.0
Canal Flats	Attached	162.0	0.0	0.0	0.0	162.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Detached	182.2	0.0	0.0	262.5	0.0	206.0	0.0	78.0	0.0	0.0	0.0	0.0	0.0
	Land	78.0	0.0	0.0	78.0	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
	Total		157.3	0.0	0.0	170.3	162.0	206.0	0.0	78.0	0.0	0.0	0.0	0.0
			Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19
	Attached	254.5	248.1	162.2	269.4	219.3	266.9	281.8	280.7	253.4	235.1	354.4	0.0	0.0
	Detached	634.4	391.8	999.0	676.9	675.5	476.7	617.7	626.7	759.8	706.5	591.4	0.0	0.0
	Land	272.3	133.9	148.0	220.8	298.2	383.3	191.5	412.8	559.3	142.7	153.6	0.0	0.0
	Other	349.5	1,500.0	22.5	65.0	0.0	0.0	0.0	0.0	0.0	327.5	637.0	0.0	0.0
	Total	424.5	335.1	357.4	485.4	438.8	381.5	440.1	479.9	502.1	367.5	429.8	0.0	0.0
			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	358.0	516.1	156.9	452.8	403.4	307.2	429.4	413.4	310.3	352.6	356.5	0.0	0.0
	Invermere Rural	369.9	244.1	335.1	488.0	402.1	342.8	300.8	350.2	462.5	425.0	276.9	0.0	0.0
	Radium	223.2	214.6	160.0	133.3	205.3	254.3	272.1	173.3	245.2	212.7	243.1	0.0	0.0
	Canal Flats	157.3	0.0	0.0	170.3	162.0	206.0	0.0	78.0	0.0	0.0	0.0	0.0	0.0
	Total	424.5	335.1	357.4	485.4	438.8	381.5	440.1	479.9	502.1	367.5	429.8	0.0	0.0
			Quarter 1				Quarter 2			Quarter 3			Quarter 4	
			399.8				415.5			444.6			429.8	