

# Comparative Analysis

## Month / Year to Date

<b>Units Sold</b>			% change			% change
	<b>Nov-18</b>	<b>Nov-19</b>	<b>month</b>	<b>2019</b>	<b>2018</b>	<b>YTD</b>
Residential Attached	10	9	(10.0)	156	172	(9.3)
Residential Detached	11	8	(27.3)	169	170	(0.6)
Land	1	1	0.0	53	78	(32.1)
Other	0	0	0.0	12	2	500.0
<b>Total</b>	<b>22</b>	<b>18</b>	<b>(18.2)</b>	<b>390</b>	<b>422</b>	<b>(7.6)</b>
	<b>Nov-18</b>	<b>Nov-19</b>				
Invermere	10	2	(80.0)	112	120	(6.7)
Invermere Rural	8	11	37.5	210	191	9.9
Radium	4	5	25.0	63	74	(14.9)
Canal Flats	0	0	0.0	5	37	(86.5)
<b>Total</b>	<b>22</b>	<b>18</b>	<b>(18.2)</b>	<b>390</b>	<b>422</b>	<b>(7.6)</b>
<b>Avg Selling Price</b>						
(\$1,000's)	<b>Nov-18</b>	<b>Nov-19</b>		<b>2019</b>	<b>*2018</b>	
Residential Attached	171.8	262.3	52.7	254.9	204.5	24.6
Residential Detached	455.8	920.7	102.0	647.9	400.8	61.7
Land	70.0	215.0	207.1	271.2	173.9	56.0
Other	0.0	0.0	0.0	349.5	1,046.9	(66.6)
<b>Total</b>	<b>309.2</b>	<b>552.3</b>	<b>78.6</b>	<b>430.4</b>	<b>320.8</b>	<b>34.2</b>
	<b>Nov-18</b>	<b>Nov-19</b>		<b>2019</b>	<b>*2018</b>	
Invermere	426.9	389.5	(8.8)	358.6	380.4	(5.7)
Invermere Rural	227.4	456.8	100.9	374.5	354.4	5.7
Radium	178.5	180.1	0.9	219.7	193.7	13.4
Canal Flats	0.0	0.0	0.0	157.3	157.1	0.1
<b>Total</b>	<b>309.2</b>	<b>552.3</b>	<b>78.6</b>	<b>430.4</b>	<b>320.8</b>	<b>34.2</b>
<b>Days On Market</b>						
	<b>Nov-18</b>	<b>Nov-19</b>		<b>2019</b>	<b>*2018</b>	
Residential Attached	133	138	72.9	159	169	(6.0)
Residential Detached	136	235	(75.9)	166	149	11.0
Land	257	62	0.0	300	214	40.2
Other	0	0	26.2	162	117	37.7
<b>Total</b>	<b>140</b>	<b>177</b>	<b>0.0</b>	<b>181</b>	<b>163</b>	<b>11.0</b>
	<b>Nov-18</b>	<b>Nov-19</b>		<b>2019</b>	<b>*2018</b>	
Invermere	112	78	0.6	123	116	5.9
Invermere Rural	182	183	(10.3)	157	186	(15.5)
Radium	126	113	0.0	166	146	13.5
Canal Flats	0	0	26.2	86	228	(62.1)
<b>Total</b>	<b>140</b>	<b>177</b>	<b>0.0</b>	<b>181</b>	<b>163</b>	<b>11.0</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	422	26	29	30	42	48	53	58	41	36	37	22	15
	2019		390	24	24	30	42	49	28	45	42	52	36	18	0
	% change from 2018		(8)	(8)	(17)	0	0	2	(47)	(22)	2	44	(3)	(18)	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		181	181	155	171	136	211	101	192	238	173	216	177	0
	% change from 2017*		0	(21)	20	(26)	9	3	(58)	18	97	26	13	26	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		430	335	357	485	439	382	440	480	502	368	430	552	0
	% change from 2017*		0	(3)	42	65	51	37	54	68	59	0	55	79	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	43	3	5	3	1	5	3	3	7	6	6	1	0
	Detached	50	0	1	5	6	5	6	10	8	3	5	1	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
	<b>Total</b>	<b>112</b>	<b>4</b>	<b>9</b>	<b>8</b>	<b>11</b>	<b>12</b>	<b>9</b>	<b>15</b>	<b>18</b>	<b>12</b>	<b>12</b>	<b>2</b>	<b>0</b>
Invermere Rural	Attached	69	5	6	2	11	9	4	8	6	10	4	4	0
	Detached	100	7	5	11	13	14	4	11	10	10	9	6	0
	Land	37	4	2	4	3	3	3	3	5	3	6	1	0
	Other	4	0	1	1	0	0	0	0	0	1	1	0	0
	<b>Total</b>	<b>210</b>	<b>16</b>	<b>14</b>	<b>18</b>	<b>27</b>	<b>26</b>	<b>11</b>	<b>22</b>	<b>21</b>	<b>24</b>	<b>20</b>	<b>11</b>	<b>0</b>
Radium	Attached	43	2	1	2	3	6	4	5	3	11	2	4	0
	Detached	16	2	0	0	0	4	4	2	0	2	1	1	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
	<b>Total</b>	<b>63</b>	<b>4</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>10</b>	<b>8</b>	<b>7</b>	<b>3</b>	<b>16</b>	<b>4</b>	<b>5</b>	<b>0</b>
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
	<b>Total</b>	<b>5</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>1</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>	156	10	12	7	16	20	11	16	16	27	12	9	0
	<b>Detached</b>	169	9	6	17	19	24	14	24	18	15	15	8	0
	<b>Land</b>	53	4	4	5	7	5	3	5	6	6	7	1	0
	<b>Other</b>	12	1	2	1	0	0	0	0	2	4	2	0	0
	<b>Total</b>	<b>390</b>	<b>24</b>	<b>24</b>	<b>30</b>	<b>42</b>	<b>49</b>	<b>28</b>	<b>45</b>	<b>42</b>	<b>52</b>	<b>36</b>	<b>18</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>	112	4	9	8	11	12	9	15	18	12	12	2	0
	<b>Invermere Rural</b>	210	16	14	18	27	26	11	22	21	24	20	11	0
	<b>Radium</b>	63	4	1	2	3	10	8	7	3	16	4	5	0
	<b>Canal Flats</b>	5	0	0	2	1	1	0	1	0	0	0	0	0
	<b>Total</b>	<b>390</b>	<b>24</b>	<b>24</b>	<b>30</b>	<b>42</b>	<b>49</b>	<b>28</b>	<b>45</b>	<b>42</b>	<b>52</b>	<b>36</b>	<b>18</b>	<b>0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>78</b>			<b>119</b>			<b>139</b>			<b>54</b>		

# 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	128	50	107	291	59	135	17	156	147	129	136	61	0
	Detached	RED	101	0	138	64	95	60	82	90	115	136	183	94	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
	<b>Total</b>		<b>123</b>	<b>136</b>	<b>164</b>	<b>149</b>	<b>66</b>	<b>106</b>	<b>60</b>	<b>136</b>	<b>139</b>	<b>126</b>	<b>148</b>	<b>78</b>	<b>0</b>
Invermere Rural	Attached	REA	159	127	105	317	155	186	50	171	194	182	138	156	0
	Detached	RED	128	95	145	139	70	100	134	79	123	161	219	222	0
	Land	LND	226	89	33	290	103	319	63	353	374	394	190	62	0
	Other	OTH	203	0	10	40	0	0	0	0	0	169	594	0	0
	<b>Total</b>		<b>157</b>	<b>103</b>	<b>102</b>	<b>187</b>	<b>108</b>	<b>155</b>	<b>84</b>	<b>150</b>	<b>203</b>	<b>199</b>	<b>213</b>	<b>183</b>	<b>0</b>
Radium	Attached	REA	158	210	16	87	41	417	64	246	231	80	29	117	0
	Detached	RED	163	296	0	0	0	158	65	219	0	182	220	97	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
	<b>Total</b>		<b>166</b>	<b>253</b>	<b>16</b>	<b>87</b>	<b>41</b>	<b>313</b>	<b>65</b>	<b>238</b>	<b>231</b>	<b>134</b>	<b>104</b>	<b>113</b>	<b>0</b>
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
	<b>Total</b>		<b>86</b>	<b>0</b>	<b>0</b>	<b>106</b>	<b>78</b>	<b>19</b>	<b>0</b>	<b>123</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	159	173	98	240	125	263	46	196	188	128	135	138	0
	<b>Detached</b>	RED	166	207	233	130	109	113	148	150	203	197	240	235	0
	<b>Land</b>	LND	300	89	277	237	239	470	89	381	481	367	271	62	0
	<b>Other</b>	OTH	162	391	24	40	0	0	0	0	219	95	322	0	0
	<b>Total</b>		<b>181</b>	<b>181</b>	<b>155</b>	<b>171</b>	<b>136</b>	<b>211</b>	<b>101</b>	<b>192</b>	<b>238</b>	<b>173</b>	<b>216</b>	<b>177</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>		123	136	164	149	66	106	60	136	139	126	148	78	0
	<b>Invermere Rural</b>		157	103	102	187	108	155	84	150	203	199	213	183	0
	<b>Radium</b>		166	253	16	87	41	313	65	238	231	134	104	113	0
	<b>Canal Flats</b>		86	0	0	106	78	19	0	123	0	0	0	0	0
	<b>Total</b>		<b>181</b>	<b>181</b>	<b>155</b>	<b>171</b>	<b>136</b>	<b>211</b>	<b>101</b>	<b>192</b>	<b>238</b>	<b>173</b>	<b>216</b>	<b>177</b>	<b>0</b>
				<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
				<b>169</b>			<b>159</b>			<b>199</b>			<b>203</b>		

# 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	264.5	188.2	170.0	339.3	170.0	268.0	399.6	386.5	234.3	264.5	276.1	189.0	0.0
	Detached	470.1	0.0	465.0	520.9	520.7	436.8	444.2	478.6	475.6	519.2	344.6	590.0	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
	<b>Total</b>		<b>358.6</b>	<b>516.1</b>	<b>156.9</b>	<b>452.8</b>	<b>403.4</b>	<b>307.2</b>	<b>429.4</b>	<b>413.4</b>	<b>310.3</b>	<b>352.6</b>	<b>356.5</b>	<b>389.5</b>
Invermere Rural	Attached	205.7	195.8	156.1	300.8	207.4	214.4	270.3	178.6	176.0	233.8	194.9	194.8	0.0
	Detached	557.1	341.7	702.3	667.4	626.6	475.9	445.0	421.6	640.5	711.7	409.6	671.8	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	215.0	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
	<b>Total</b>		<b>374.5</b>	<b>244.1</b>	<b>335.1</b>	<b>488.0</b>	<b>402.1</b>	<b>342.8</b>	<b>300.8</b>	<b>350.2</b>	<b>462.5</b>	<b>425.0</b>	<b>276.9</b>	<b>456.8</b>
Radium	Attached	187.6	154.5	160.0	133.3	205.3	175.5	205.0	149.8	245.2	220.2	115.8	176.4	0.0
	Detached	331.2	274.8	0.0	0.0	0.0	372.4	339.1	232.0	0.0	322.5	599.9	195.0	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
	<b>Total</b>		<b>219.7</b>	<b>214.6</b>	<b>160.0</b>	<b>133.3</b>	<b>205.3</b>	<b>254.3</b>	<b>272.1</b>	<b>173.3</b>	<b>245.2</b>	<b>212.7</b>	<b>243.1</b>	<b>180.1</b>
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
	<b>Total</b>		<b>157.3</b>	<b>0.0</b>	<b>0.0</b>	<b>170.3</b>	<b>162.0</b>	<b>206.0</b>	<b>0.0</b>	<b>78.0</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>	254.9	248.1	162.2	269.4	219.3	266.9	281.8	280.7	253.4	235.1	354.4	262.3	0.0
	<b>Detached</b>	647.9	391.8	999.0	676.9	675.5	476.7	617.7	626.7	759.8	706.5	591.4	920.7	0.0
	<b>Land</b>	271.2	133.9	148.0	220.8	298.2	383.3	191.5	412.8	559.3	142.7	153.6	215.0	0.0
	<b>Other</b>	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
	<b>Total</b>	<b>430.4</b>	<b>335.1</b>	<b>357.4</b>	<b>485.4</b>	<b>438.8</b>	<b>381.5</b>	<b>440.1</b>	<b>479.9</b>	<b>502.1</b>	<b>367.5</b>	<b>429.8</b>	<b>552.3</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>	358.6	516.1	156.9	452.8	403.4	307.2	429.4	413.4	310.3	352.6	356.5	389.5	0.0
	<b>Invermere Rural</b>	374.5	244.1	335.1	488.0	402.1	342.8	300.8	350.2	462.5	425.0	276.9	456.8	0.0
	<b>Radium</b>	219.7	214.6	160.0	133.3	205.3	254.3	272.1	173.3	245.2	212.7	243.1	180.1	0.0
	<b>Canal Flats</b>	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
	<b>Total</b>	<b>430.4</b>	<b>335.1</b>	<b>357.4</b>	<b>485.4</b>	<b>438.8</b>	<b>381.5</b>	<b>440.1</b>	<b>479.9</b>	<b>502.1</b>	<b>367.5</b>	<b>429.8</b>	<b>552.3</b>	<b>0.0</b>
			<b>Quarter 1</b>			<b>Quarter 2</b>			<b>Quarter 3</b>			<b>Quarter 4</b>		
			<b>399.8</b>			<b>415.5</b>			<b>444.6</b>			<b>470.6</b>		