



Western District

Residential Market Activity

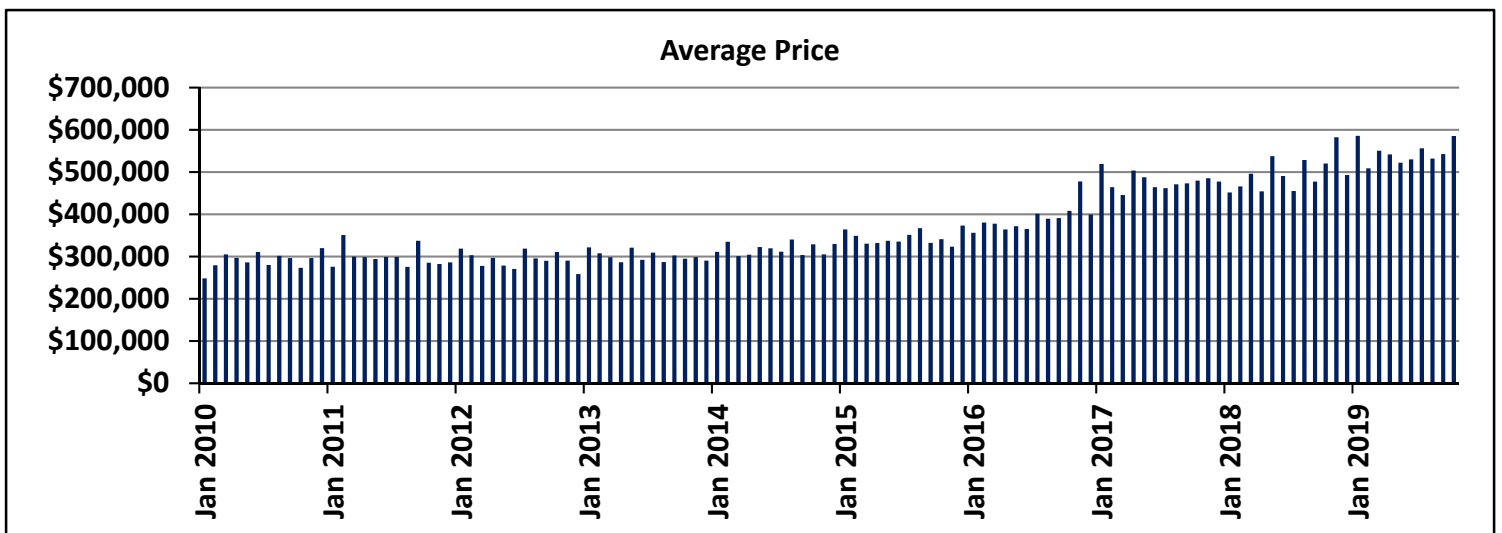
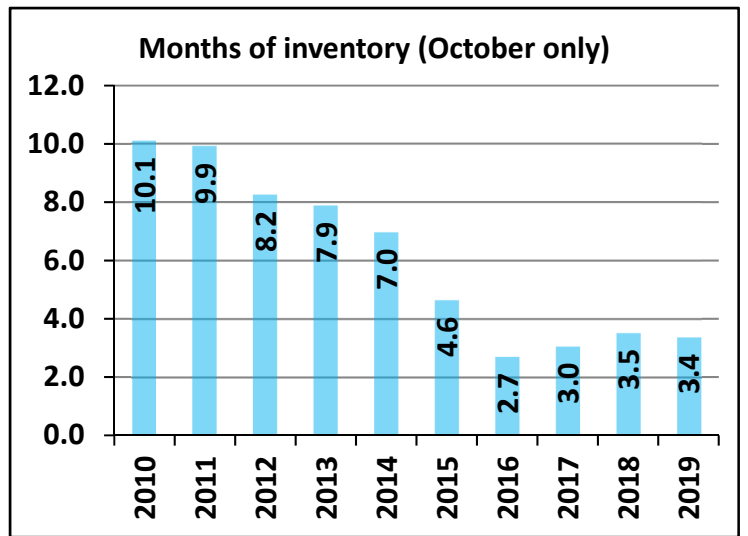
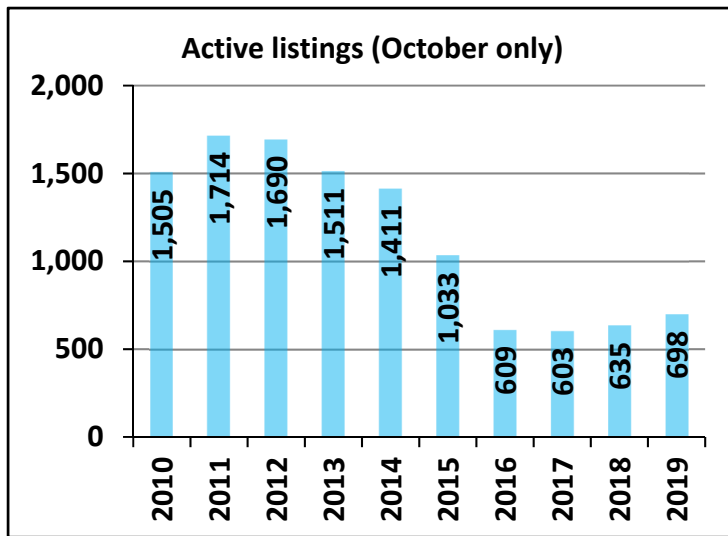
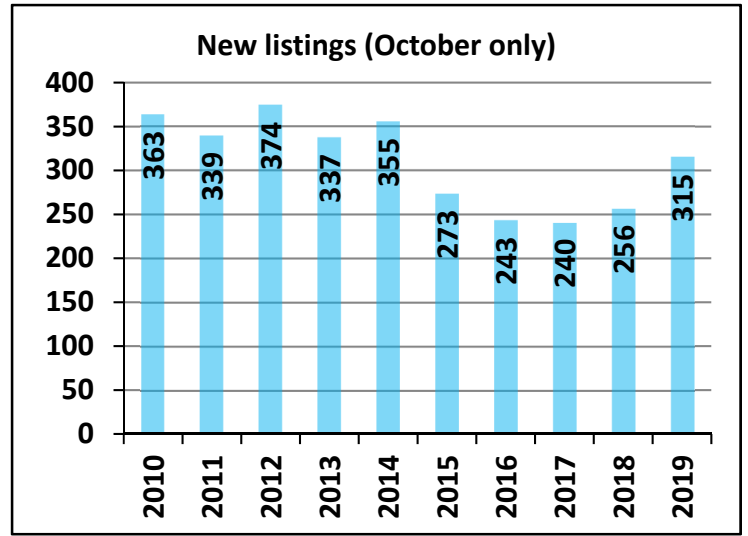
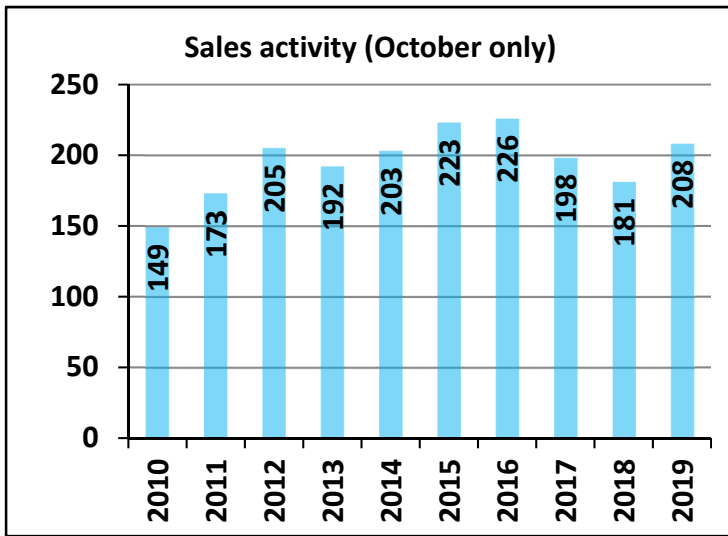
October 2019



Prepared for the Southern Georgian Bay Association of REALTORS®
by the Canadian Real Estate Association

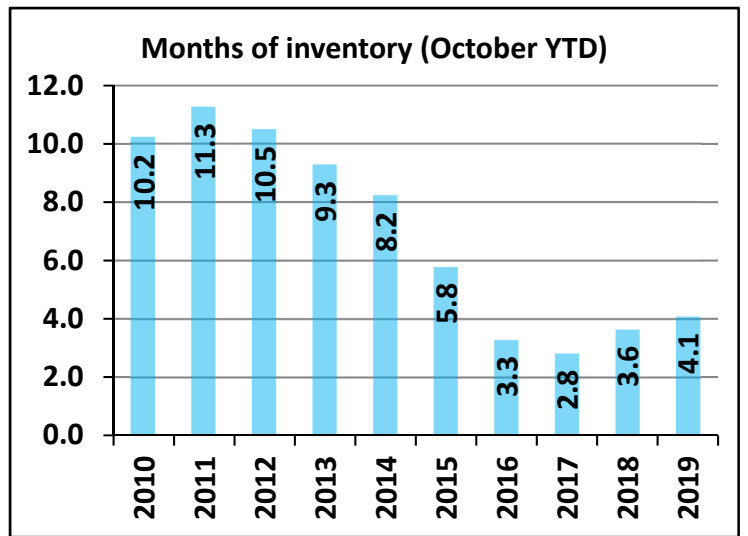
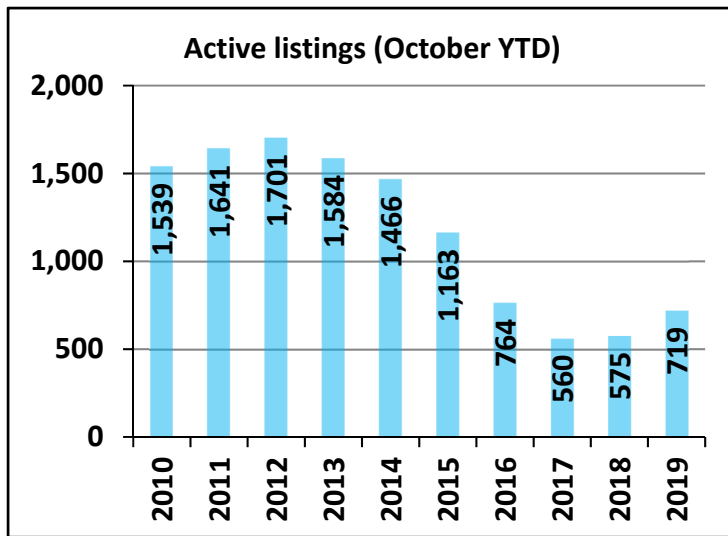
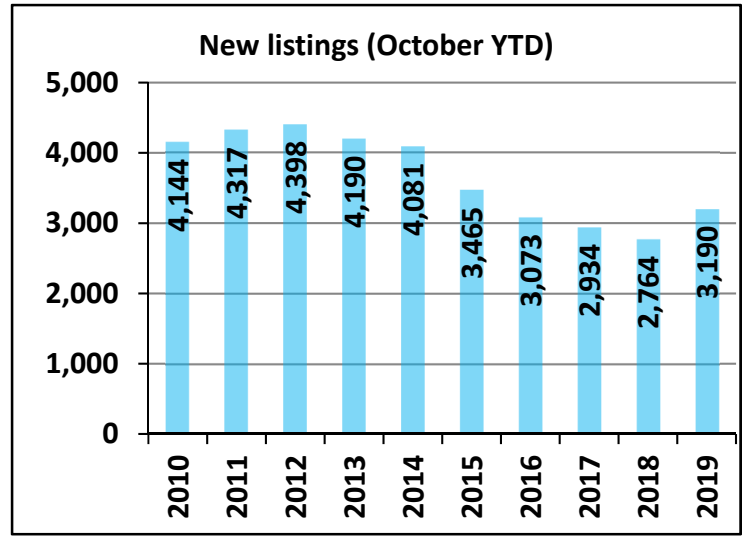
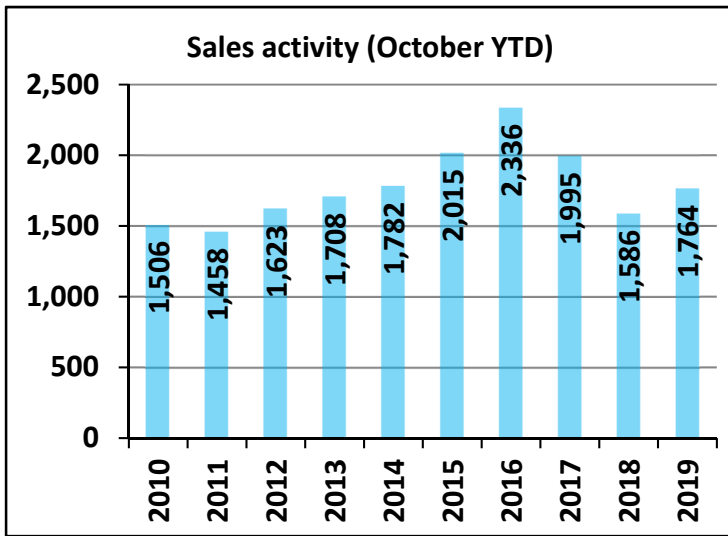
Western District

Residential Market Activity



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Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	208	14.9	5.1	-8.0	2.5	1.5	16.2
Dollar Volume	\$121,740,125	29.3	28.2	32.1	82.4	91.2	151.4
New Listings	315	23.0	31.3	29.6	-11.3	-15.8	-7.9
Active Listings	698	9.9	15.8	14.6	-50.5	-58.7	-50.2
Sales to New Listings Ratio¹	66.0	70.7	82.5	93.0	57.2	54.8	52.3
Months of Inventory²	3.4	3.5	3.0	2.7	7.0	8.2	7.8
Average Price	\$585,289	12.5	22.0	43.5	78.0	88.5	116.3

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	1,764	11.2	-11.6	-24.5	-1.0	8.7	24.9
Dollar Volume	\$960,928,690	23.3	1.3	8.0	69.7	100.6	154.8
New Listings	3,190	15.4	8.7	3.8	-21.8	-27.5	-15.7
Active Listings³	719	25.0	28.4	-5.9	-51.0	-57.7	-49.3
Sales to New Listings Ratio⁴	55.3	57.4	68.0	76.0	43.7	36.9	37.3
Months of Inventory⁵	4.1	3.6	2.8	3.3	8.2	10.5	10.0
Average Price	\$544,744	10.9	14.5	43.0	71.5	84.6	103.9

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

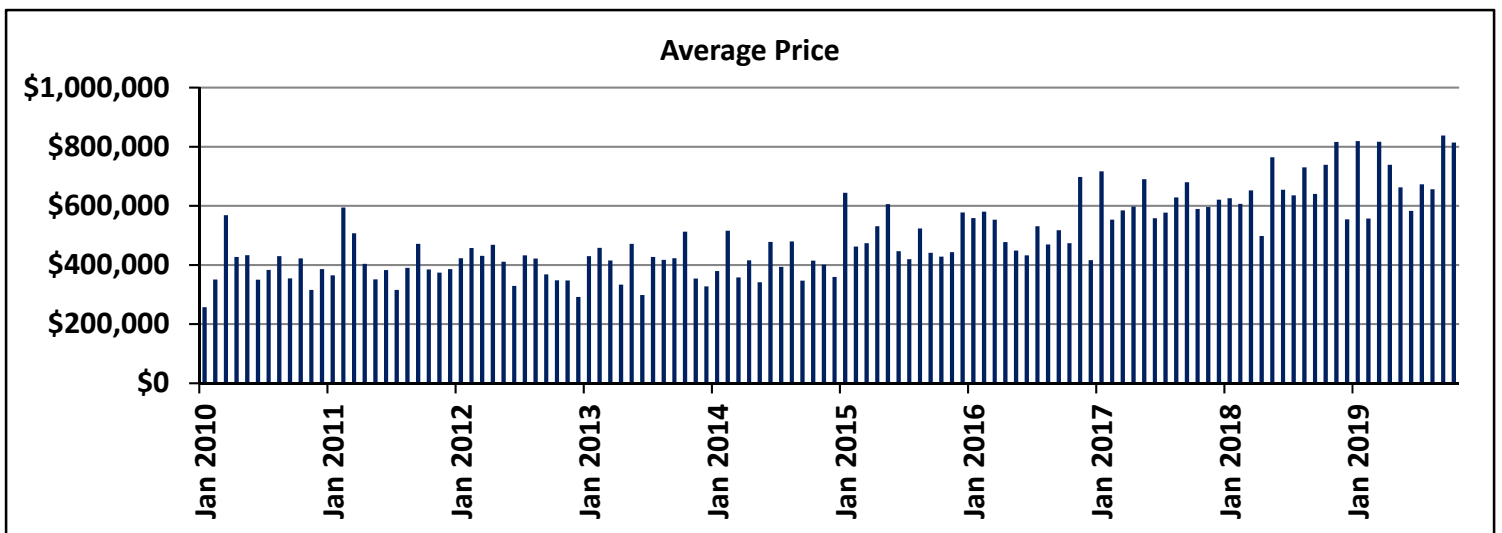
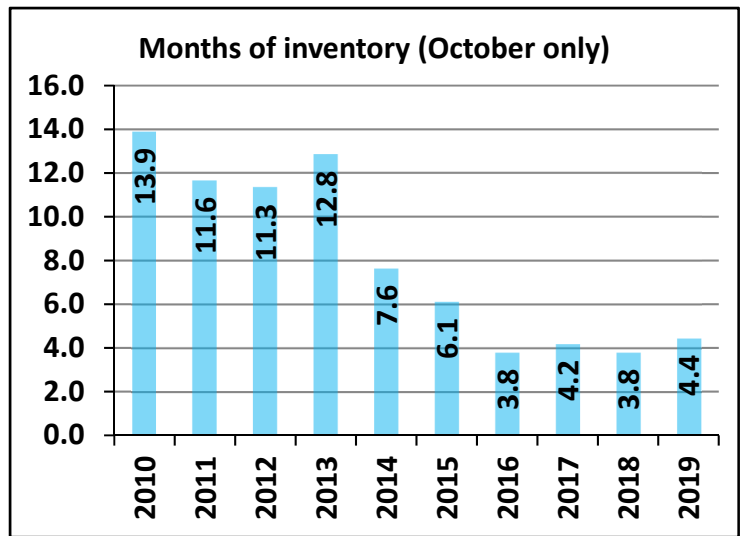
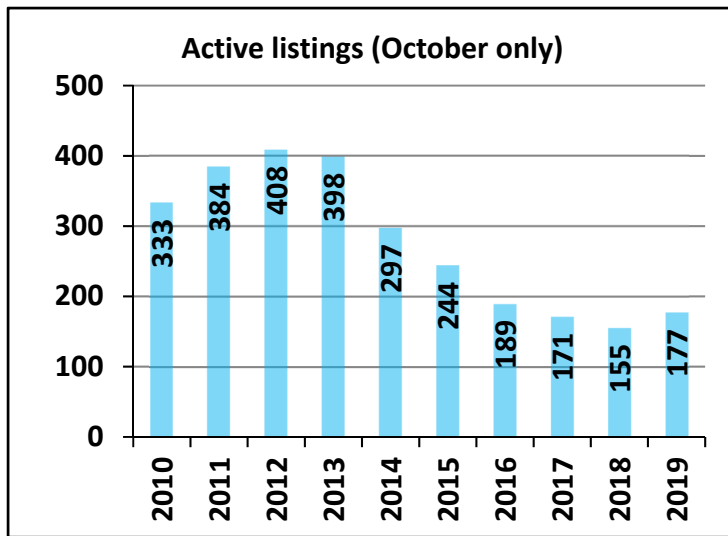
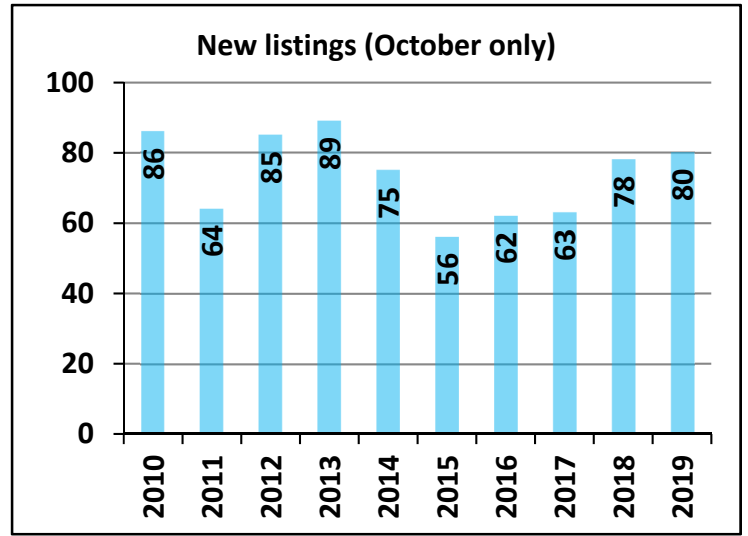
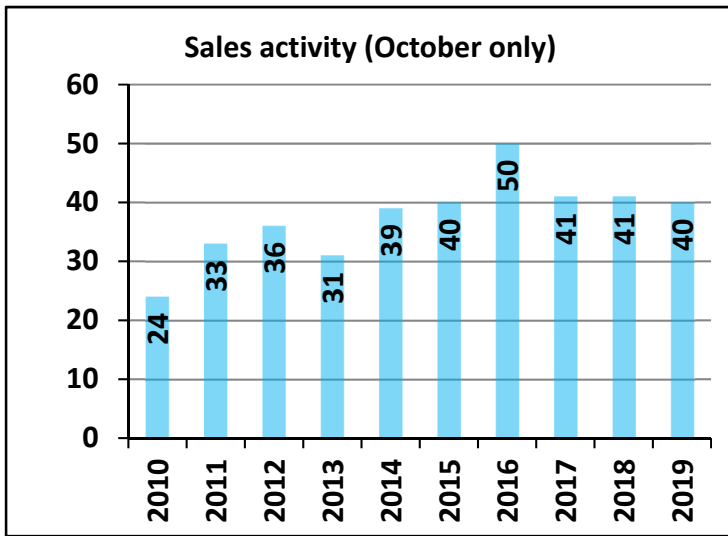
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

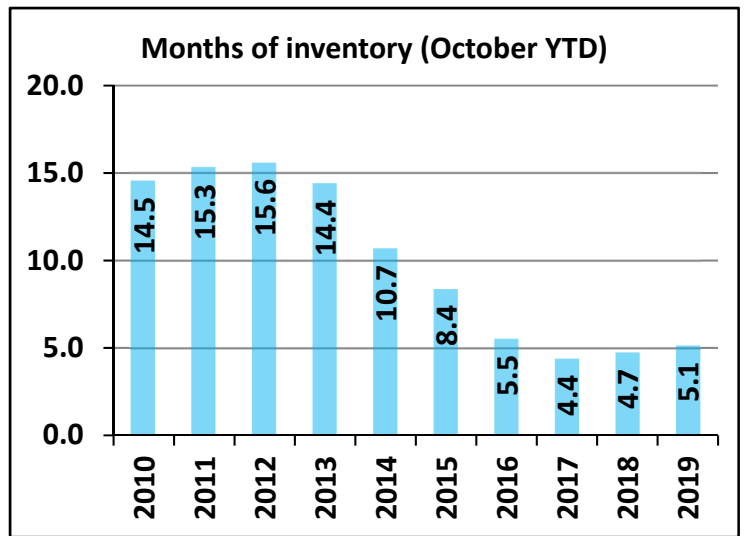
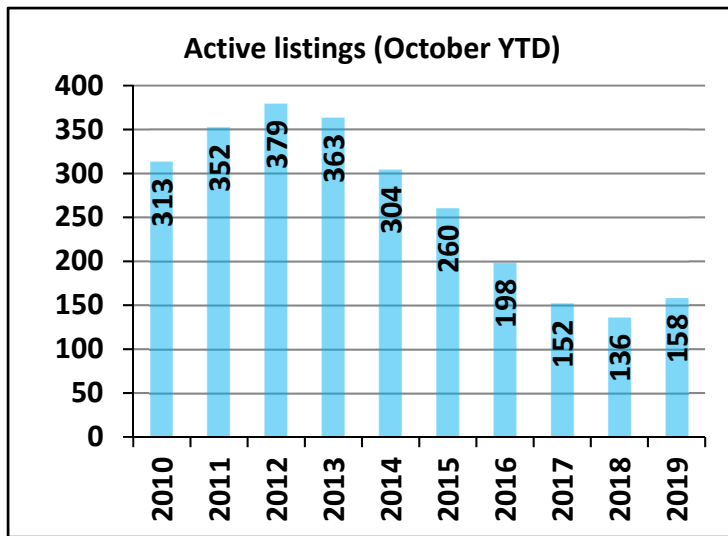
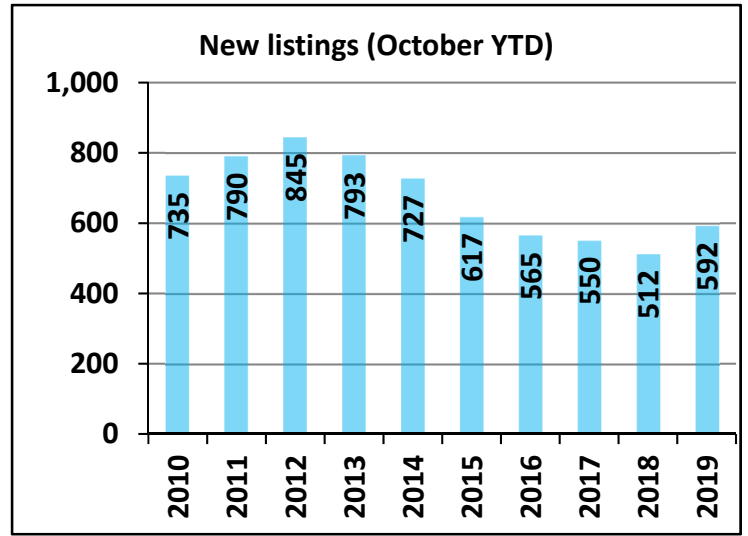
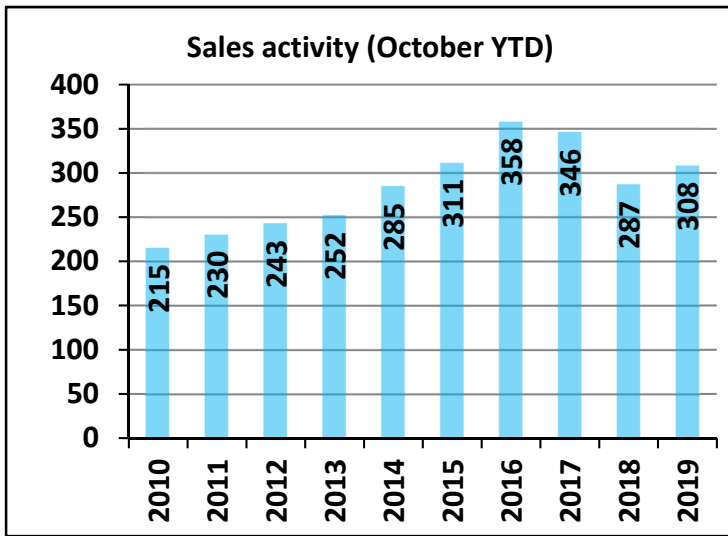
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	40	-2.4	-2.4	-20.0	2.6	11.1	25.0
Dollar Volume	\$32,551,125	7.4	34.7	37.5	101.4	159.8	181.0
New Listings	80	2.6	27.0	29.0	6.7	-5.9	21.2
Active Listings	177	14.2	3.5	-6.3	-40.4	-56.6	-41.4
Sales to New Listings Ratio¹	50.0	52.6	65.1	80.6	52.0	42.4	48.5
Months of Inventory²	4.4	3.8	4.2	3.8	7.6	11.3	9.4
Average Price	\$813,778	10.1	38.0	71.9	96.4	133.8	124.8

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	308	7.3	-11.0	-14.0	8.1	26.7	36.9
Dollar Volume	\$223,037,301	17.4	4.5	25.7	91.4	127.1	167.2
New Listings	592	15.6	7.6	4.8	-18.6	-29.9	-16.5
Active Listings³	158	16.2	3.9	-20.2	-48.0	-58.3	-48.9
Sales to New Listings Ratio⁴	52.0	56.1	62.9	63.4	39.2	28.8	31.7
Months of Inventory⁵	5.1	4.7	4.4	5.5	10.7	15.6	13.7
Average Price	\$724,147	9.4	17.4	46.1	77.1	79.2	95.2

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

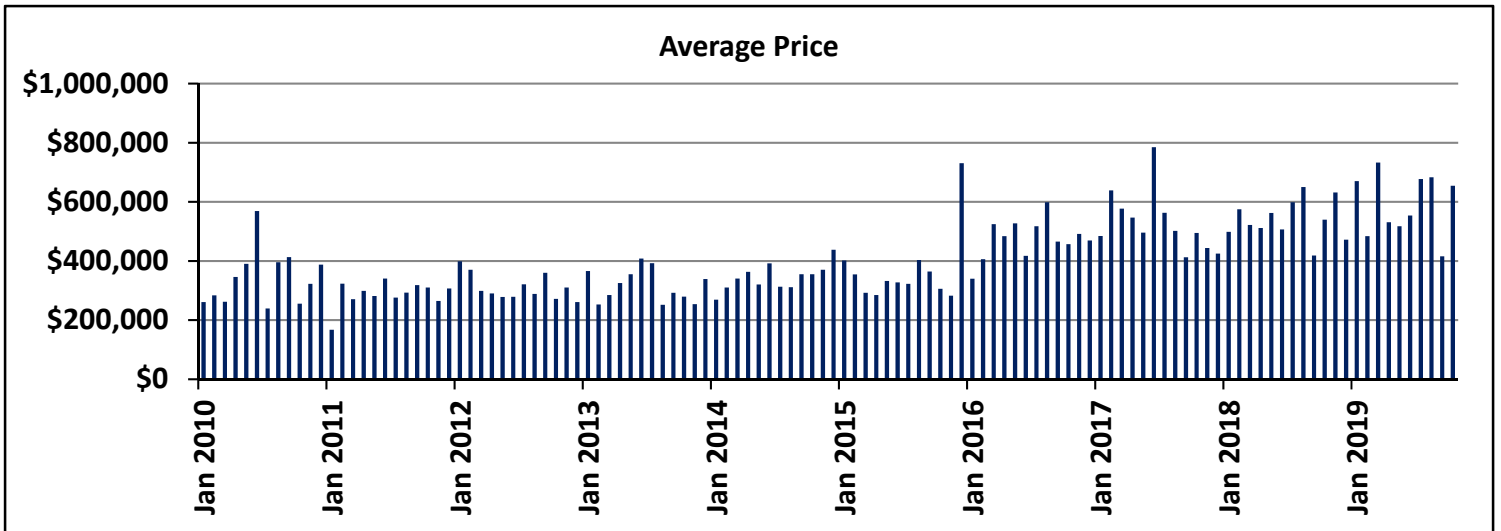
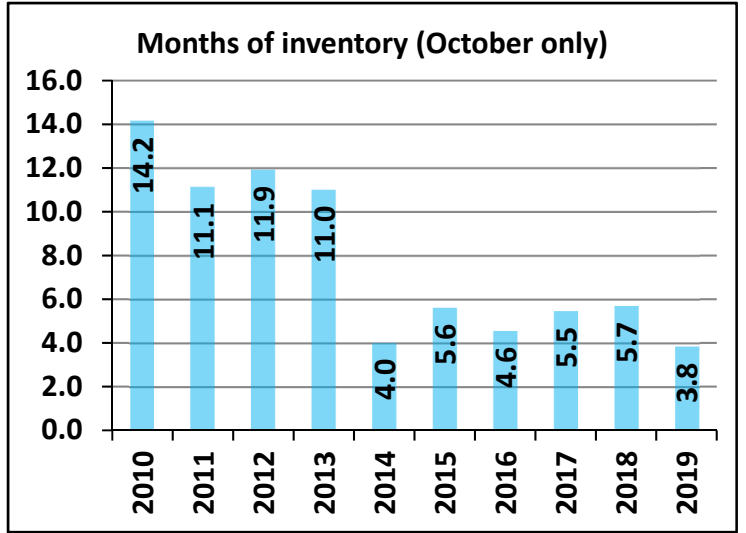
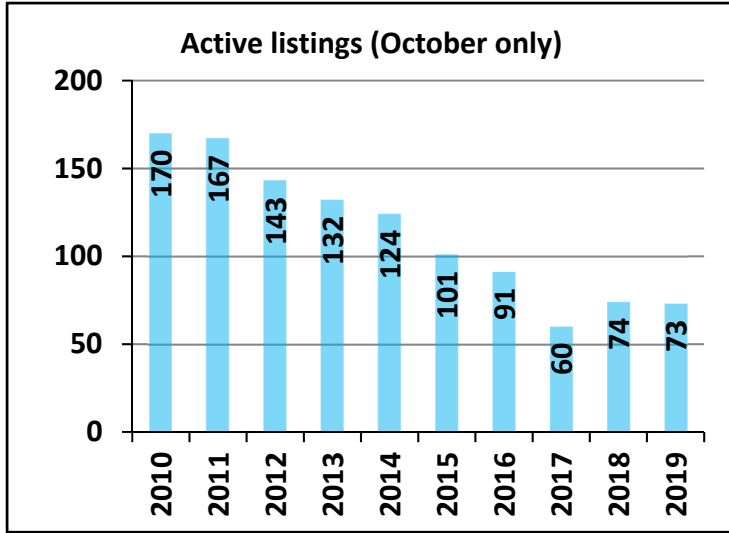
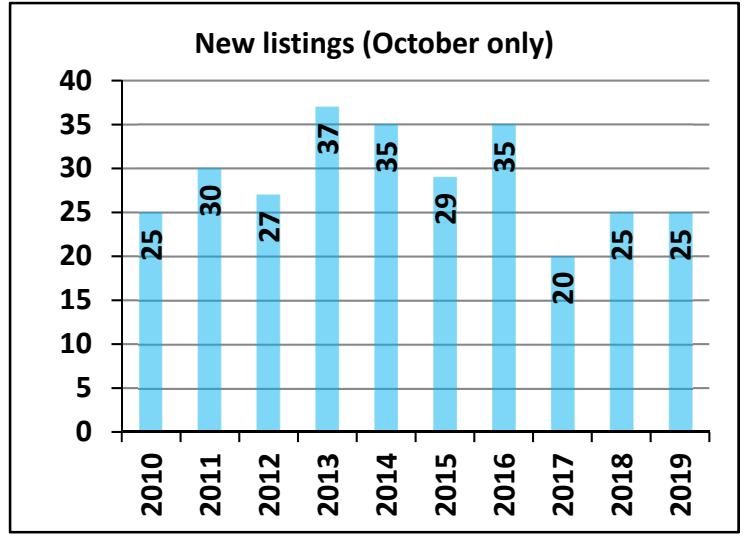
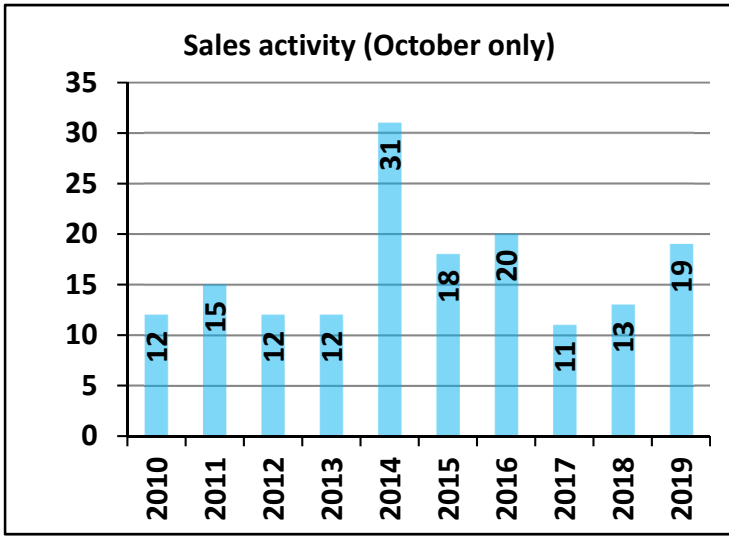
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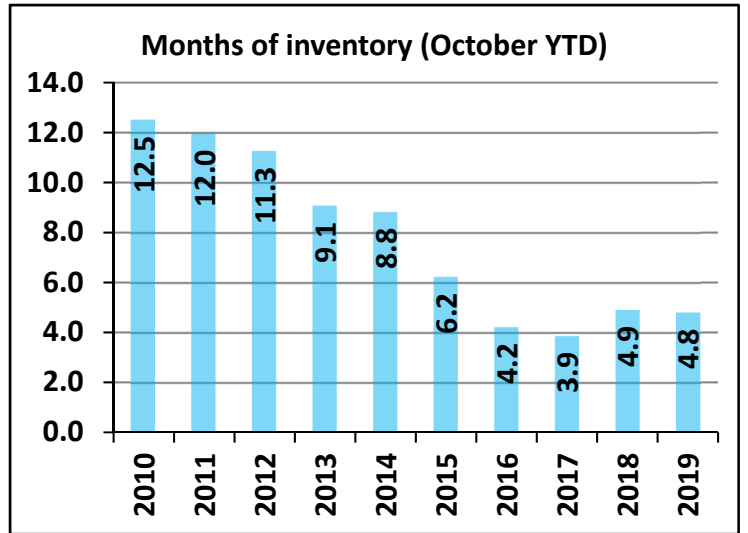
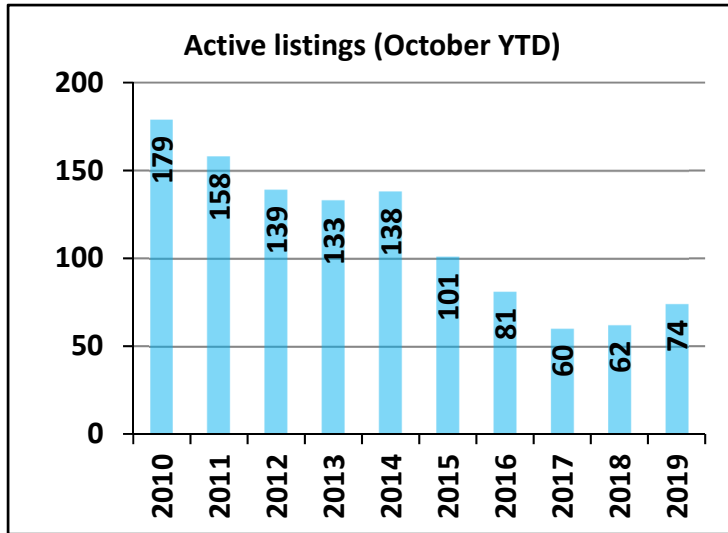
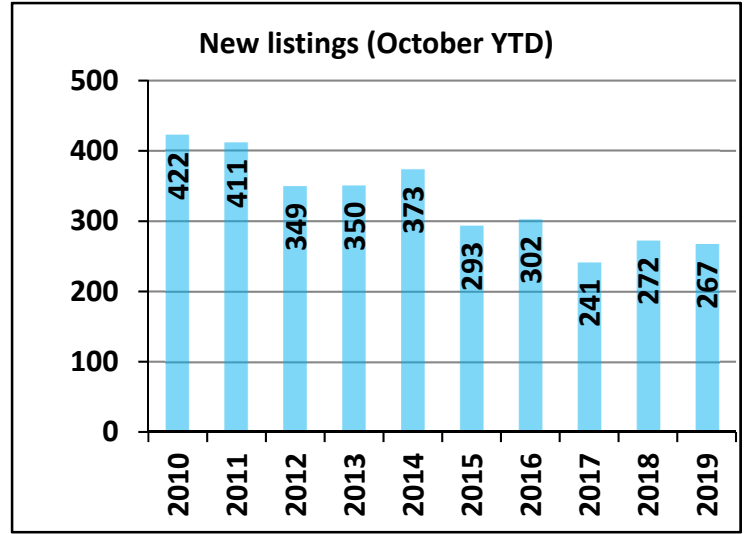
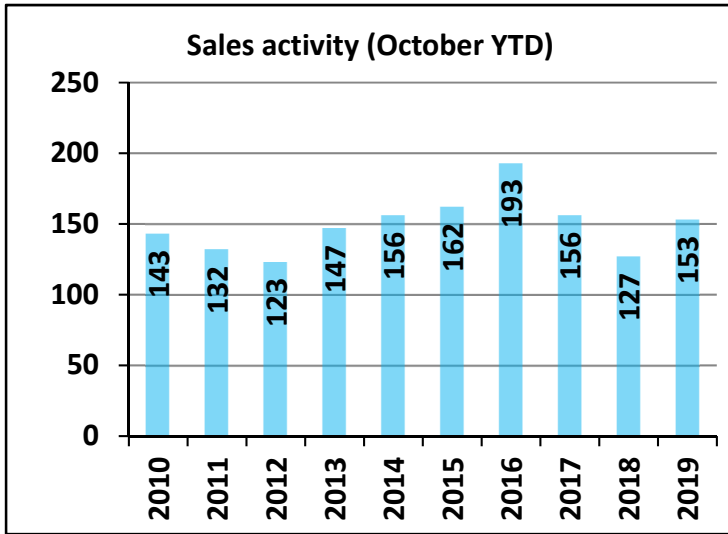
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	19	46.2	72.7	-5.0	-38.7	58.3	58.3
Dollar Volume	\$12,434,000	77.3	128.5	36.2	13.1	281.7	385.6
New Listings	25	0.0	25.0	-28.6	-28.6	-7.4	-39.0
Active Listings	73	-1.4	21.7	-19.8	-41.1	-49.0	-58.0
Sales to New Listings Ratio¹	76.0	52.0	55.0	57.1	88.6	44.4	29.3
Months of Inventory²	3.8	5.7	5.5	4.6	4.0	11.9	14.5
Average Price	\$654,421	21.3	32.3	43.3	84.5	141.1	206.7

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	153	20.5	-1.9	-20.7	-1.9	24.4	15.9
Dollar Volume	\$91,340,526	34.7	6.3	-2.2	71.5	137.7	184.5
New Listings	267	-1.8	10.8	-11.6	-28.4	-23.5	-32.9
Active Listings³	74	19.4	23.3	-8.6	-46.4	-46.8	-52.6
Sales to New Listings Ratio⁴	57.3	46.7	64.7	63.9	41.8	35.2	33.2
Months of Inventory⁵	4.8	4.9	3.9	4.2	8.8	11.3	11.8
Average Price	\$596,997	11.8	8.4	23.4	74.9	91.1	145.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

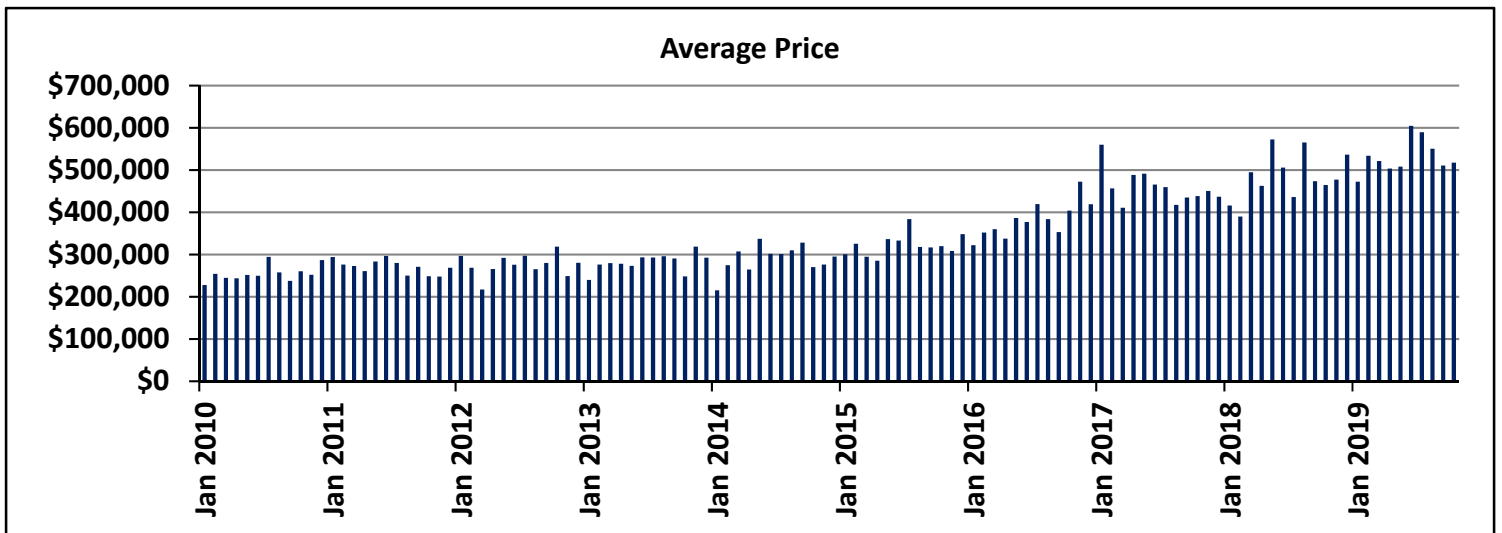
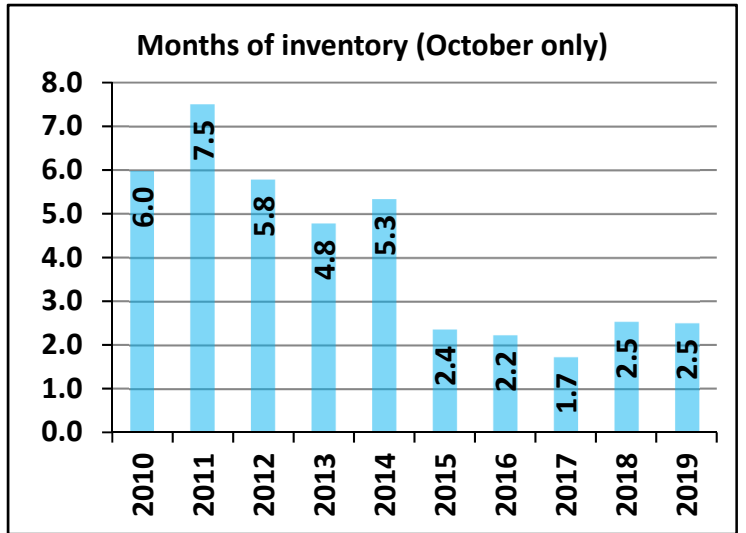
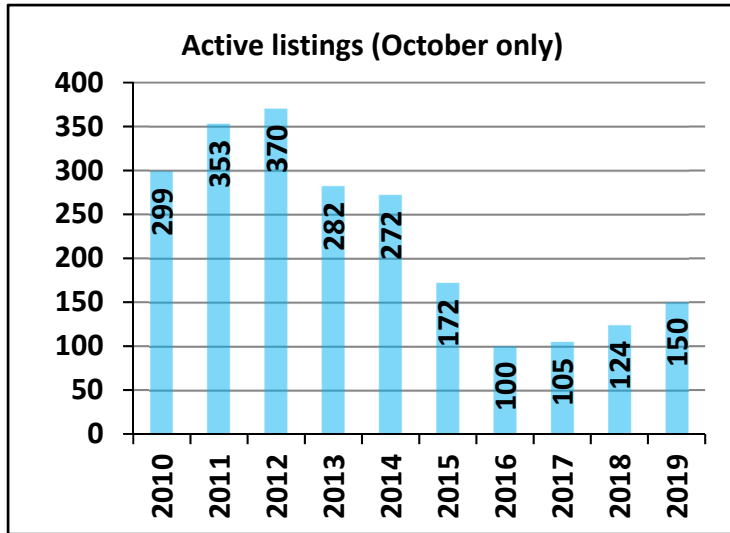
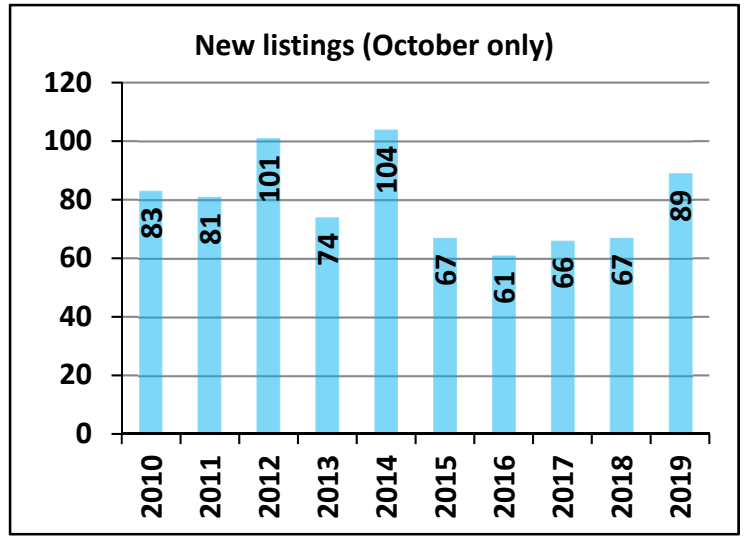
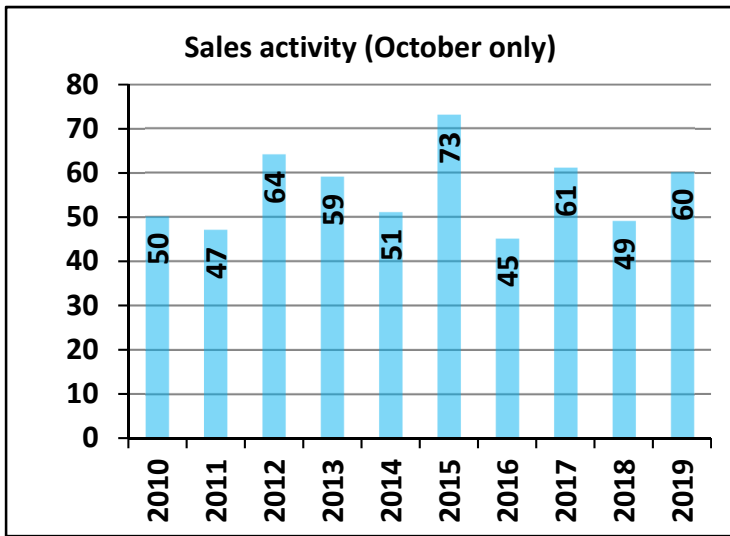
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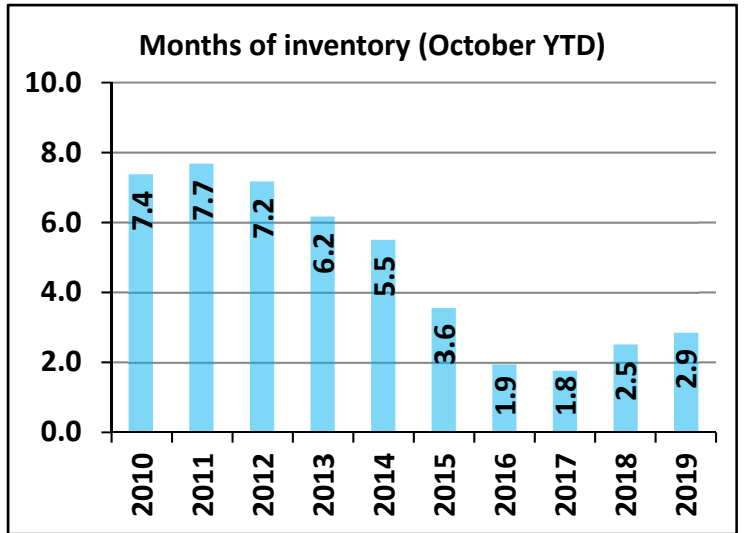
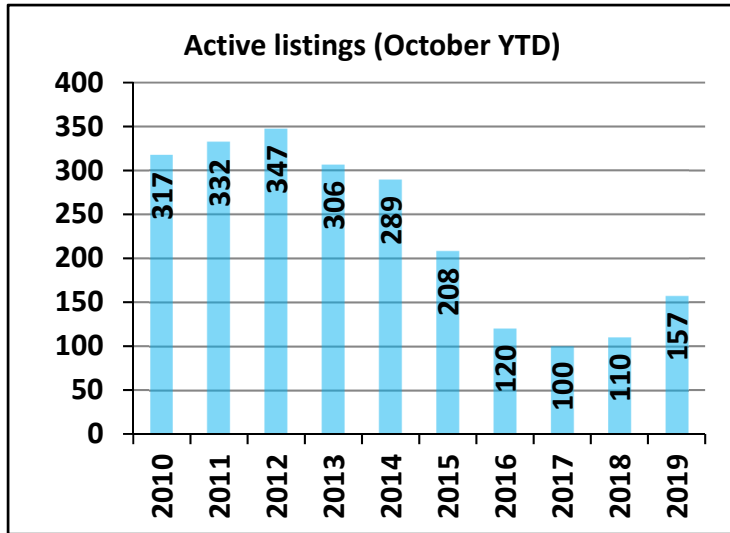
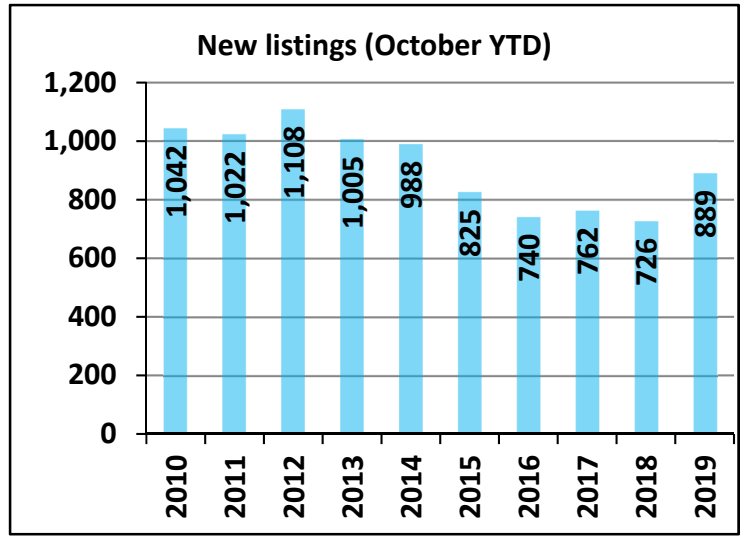
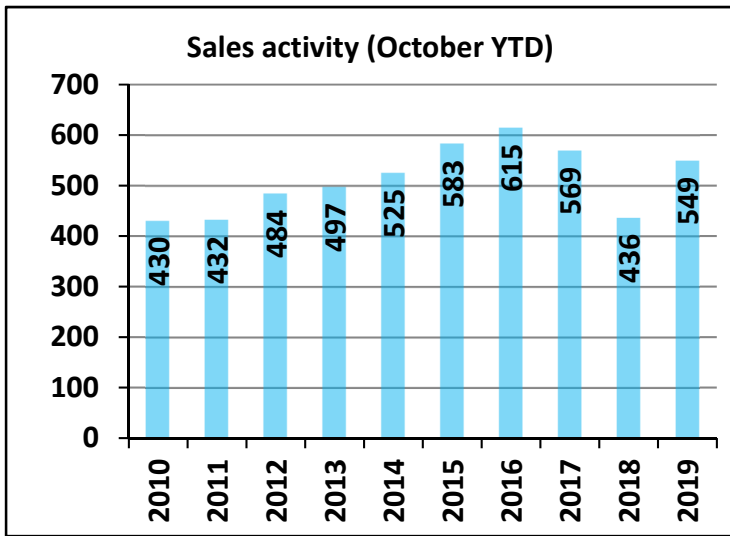
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	60	22.4	-1.6	33.3	17.6	-6.3	25.0
Dollar Volume	\$31,048,750	36.4	16.2	70.9	125.6	52.2	152.6
New Listings	89	32.8	34.8	45.9	-14.4	-11.9	1.1
Active Listings	150	21.0	42.9	50.0	-44.9	-59.5	-50.5
Sales to New Listings Ratio¹	67.4	73.1	92.4	73.8	49.0	63.4	54.5
Months of Inventory²	2.5	2.5	1.7	2.2	5.3	5.8	6.3
Average Price	\$517,479	11.4	18.1	28.2	91.7	62.3	102.0

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	549	25.9	-3.5	-10.7	4.6	13.4	35.2
Dollar Volume	\$294,282,324	39.1	13.1	28.6	87.8	118.1	204.4
New Listings	889	22.5	16.7	20.1	-10.0	-19.8	-2.5
Active Listings³	157	42.7	57.0	30.8	-45.7	-54.8	-46.8
Sales to New Listings Ratio⁴	61.8	60.1	74.7	83.1	53.1	43.7	44.5
Months of Inventory⁵	2.9	2.5	1.8	1.9	5.5	7.2	7.3
Average Price	\$536,033	10.4	17.2	44.0	79.6	92.2	125.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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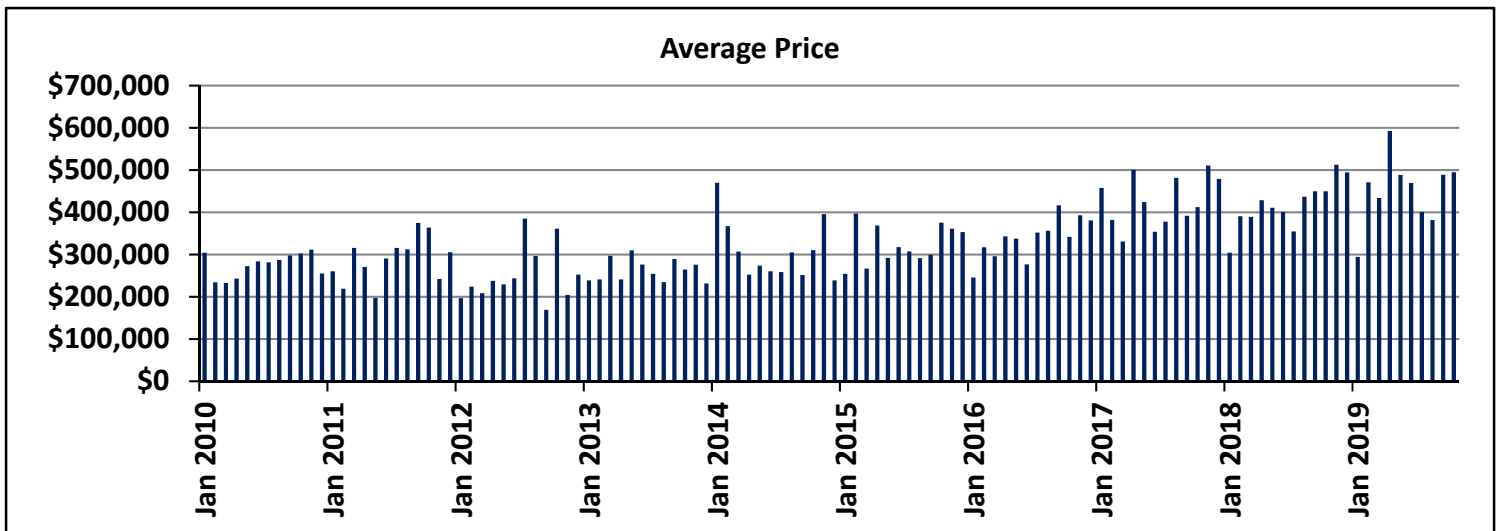
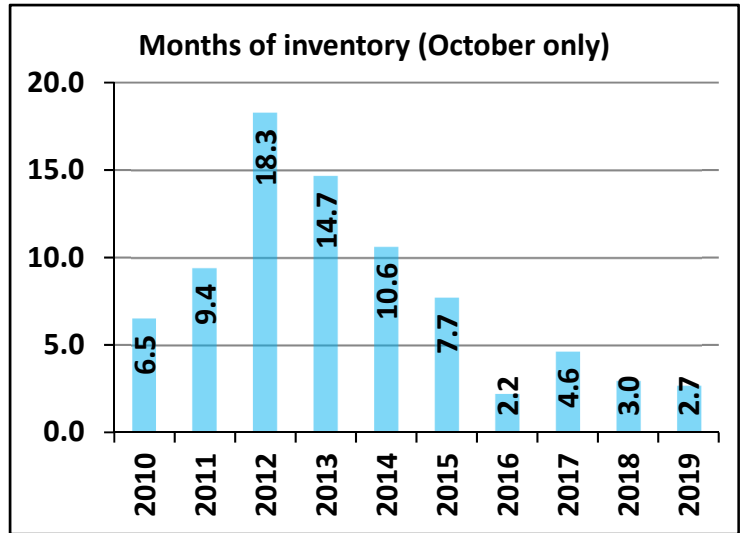
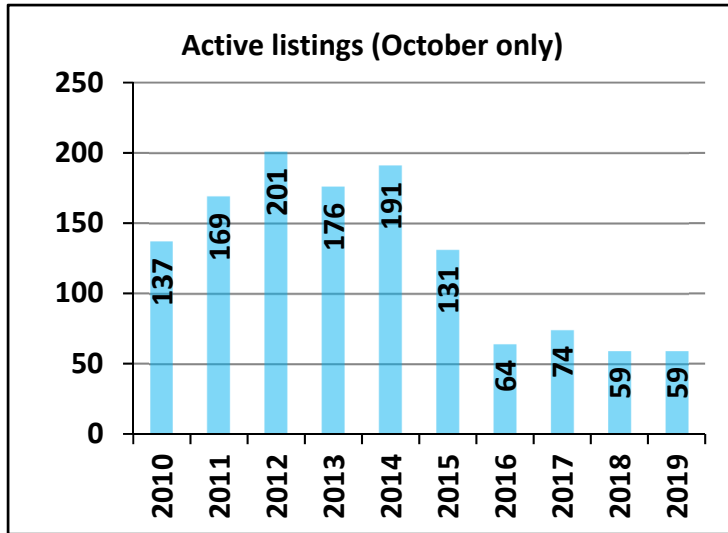
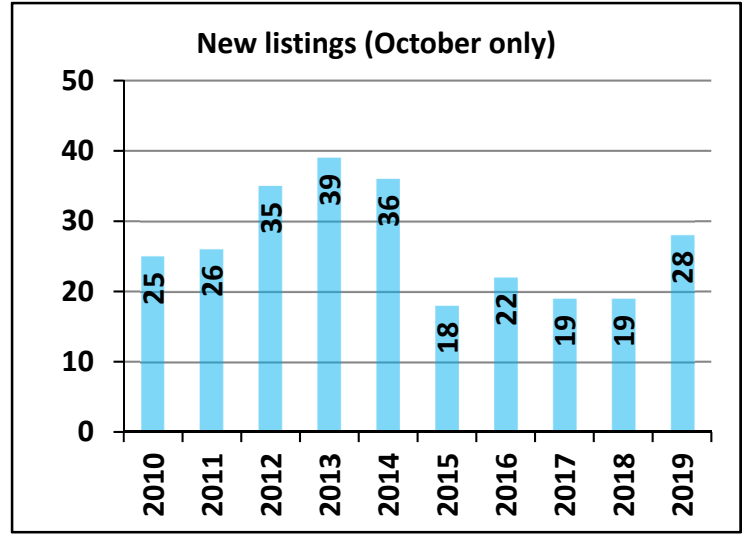
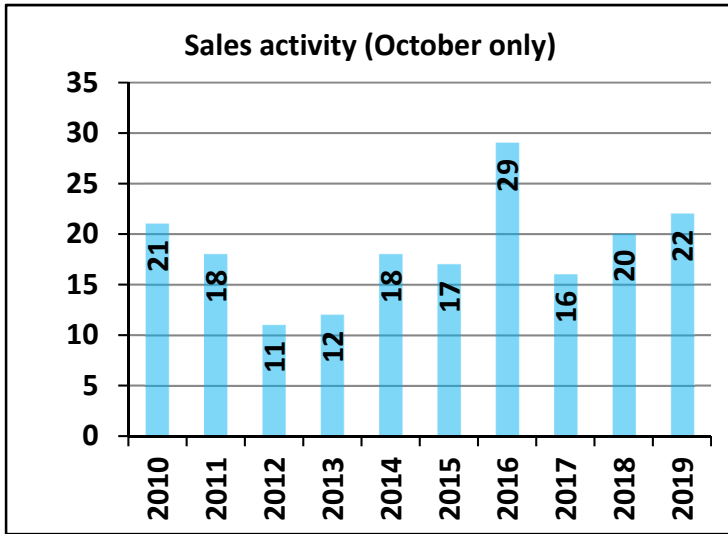
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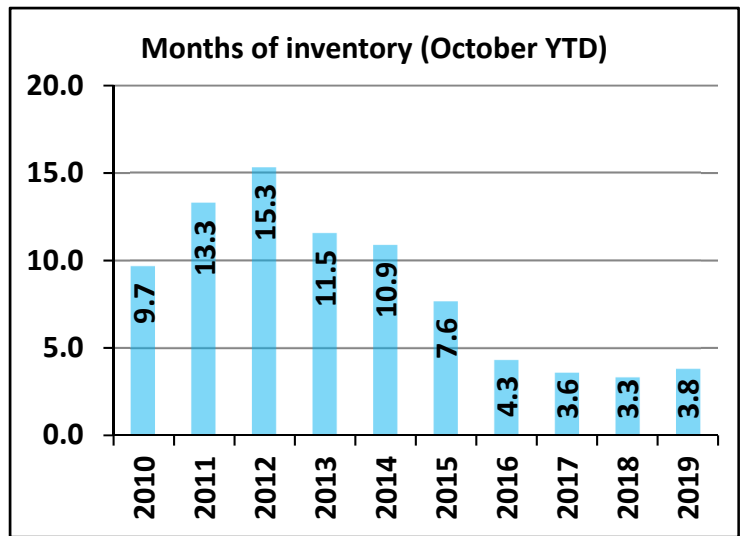
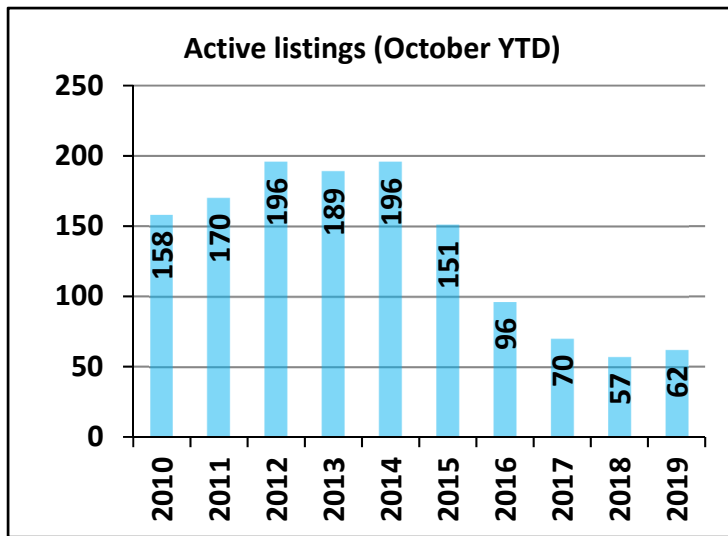
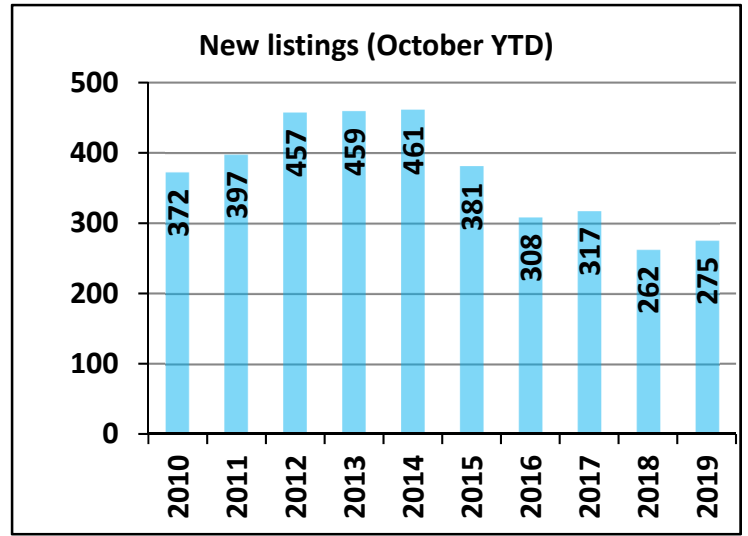
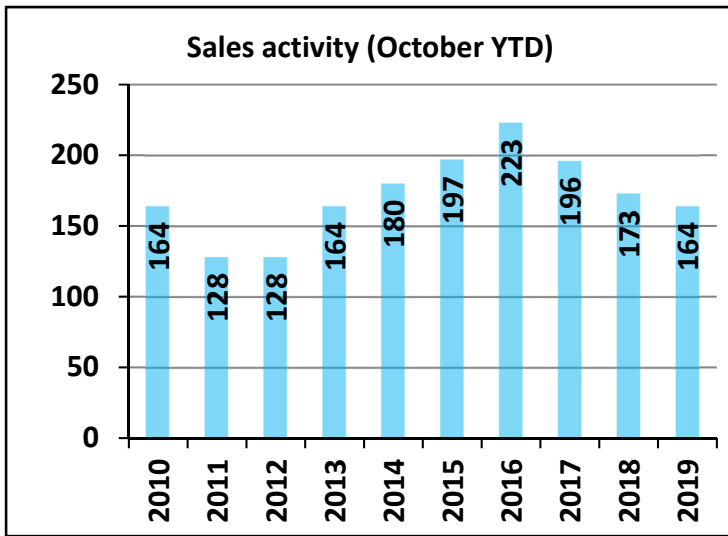
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	22	10.0	37.5	-24.1	22.2	100.0	-8.3
Dollar Volume	\$10,885,800	21.1	65.1	9.9	95.0	174.2	86.5
New Listings	28	47.4	47.4	27.3	-22.2	-20.0	-17.6
Active Listings	59	0.0	-20.3	-7.8	-69.1	-70.6	-56.9
Sales to New Listings Ratio¹	78.6	105.3	84.2	131.8	50.0	31.4	70.6
Months of Inventory²	2.7	3.0	4.6	2.2	10.6	18.3	5.7
Average Price	\$494,809	10.1	20.1	44.9	59.6	37.1	103.4

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	164	-5.2	-16.3	-26.5	-8.9	28.1	21.5
Dollar Volume	\$75,081,400	5.6	-5.5	0.3	47.0	129.2	110.8
New Listings	275	5.0	-13.2	-10.7	-40.3	-39.8	-28.4
Active Listings³	62	8.8	-11.4	-35.4	-68.4	-68.4	-58.1
Sales to New Listings Ratio⁴	59.6	66.0	61.8	72.4	39.0	28.0	35.2
Months of Inventory⁵	3.8	3.3	3.6	4.3	10.9	15.3	11.0
Average Price	\$457,813	11.4	12.9	36.4	61.3	78.9	73.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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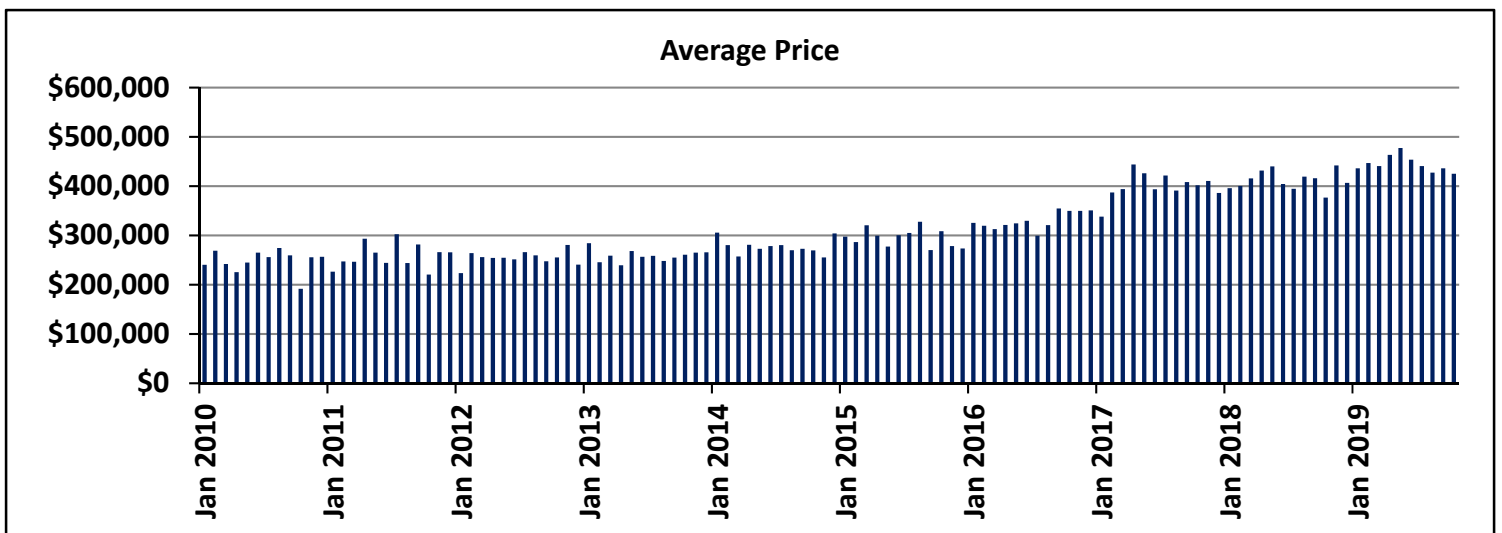
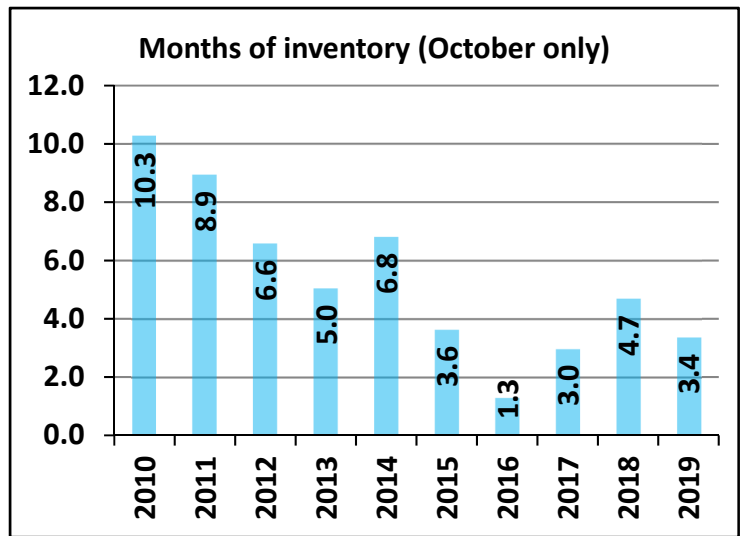
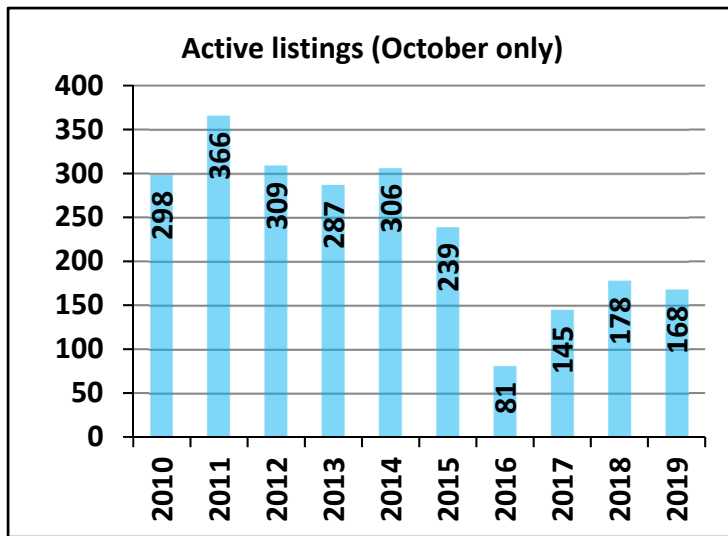
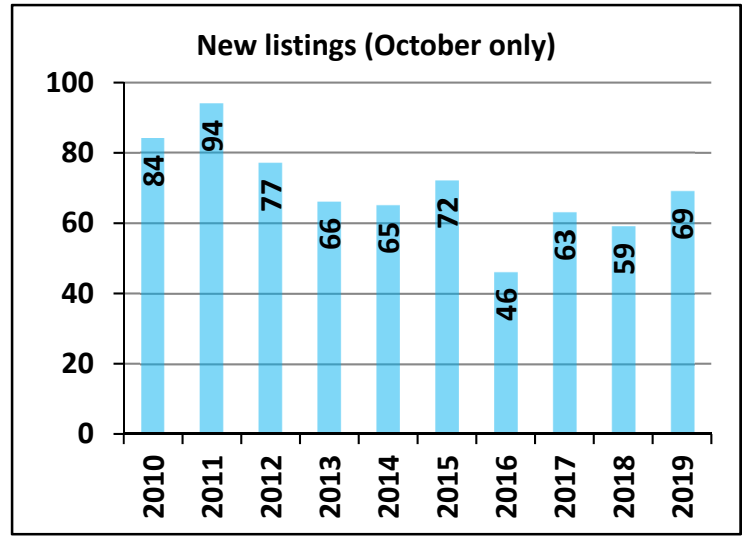
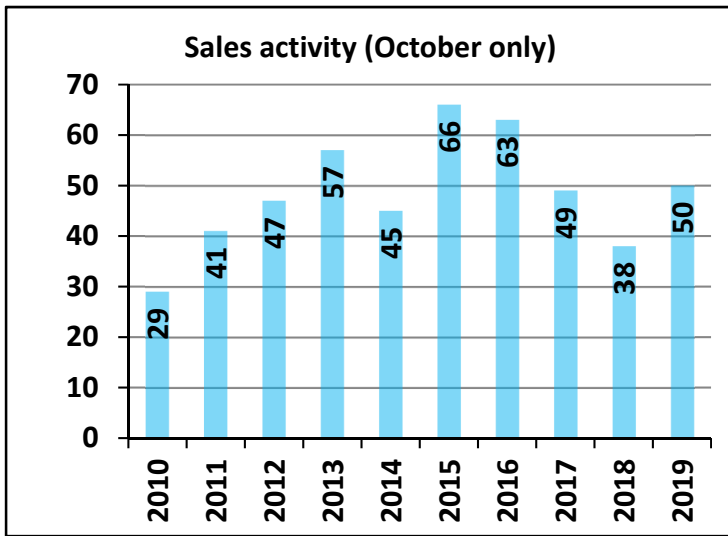
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

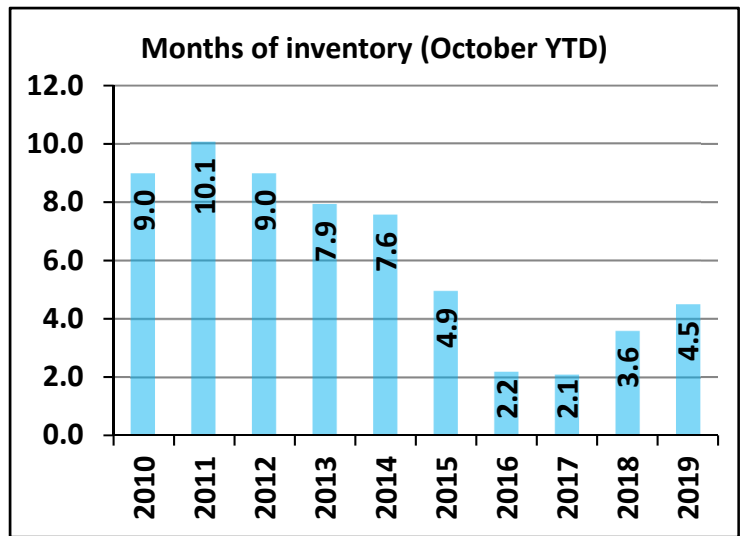
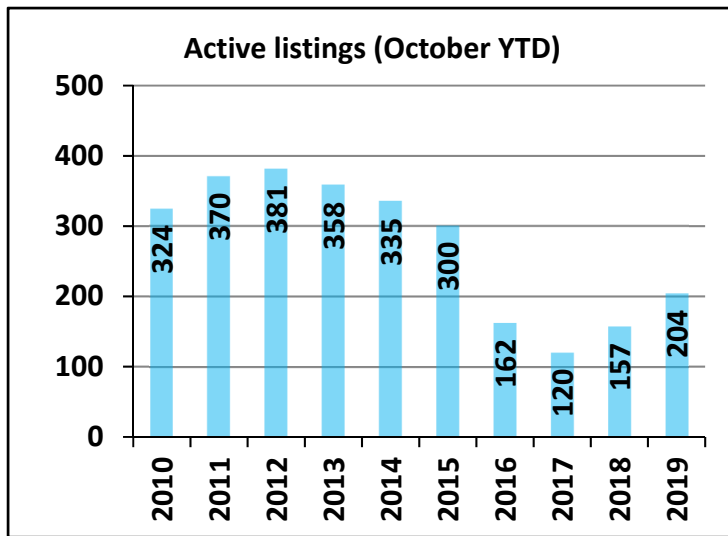
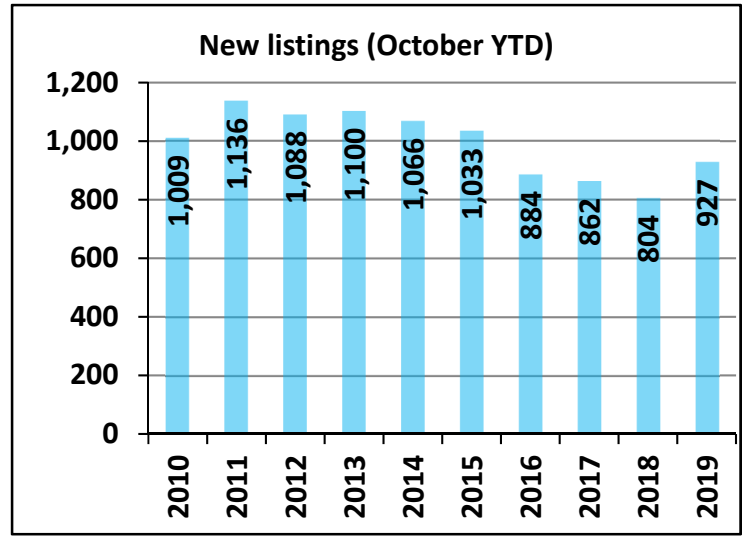
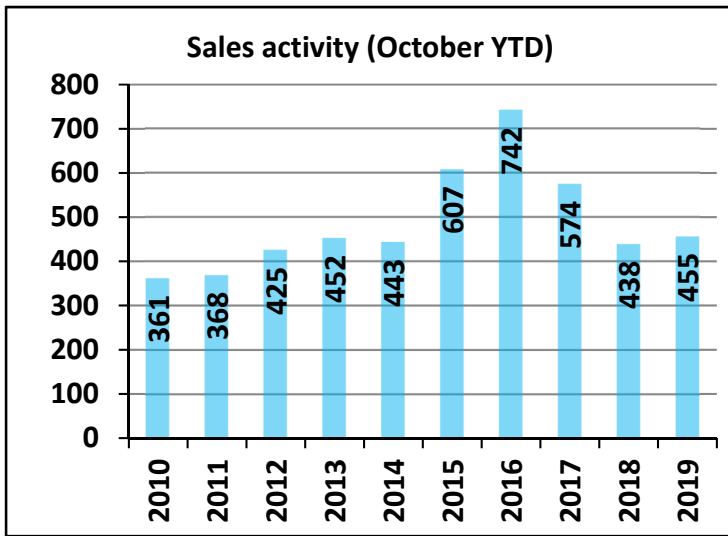
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	50	31.6	2.0	-20.6	11.1	6.4	8.7
Dollar Volume	\$21,257,450	48.6	8.0	-3.5	75.2	77.1	91.1
New Listings	69	16.9	9.5	50.0	6.2	-10.4	-6.8
Active Listings	168	-5.6	15.9	107.4	-45.1	-45.6	-41.3
Sales to New Listings Ratio¹	72.5	64.4	77.8	137.0	69.2	61.0	62.2
Months of Inventory²	3.4	4.7	3.0	1.3	6.8	6.6	6.2
Average Price	\$425,149	12.9	5.9	21.6	57.7	66.5	75.8

Year-to-date	October 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2018 YTD	October 2017 YTD	October 2016 YTD	October 2014 YTD	October 2012 YTD	October 2009 YTD
Sales Activity	455	3.9	-20.7	-38.7	2.7	7.1	27.1
Dollar Volume	\$202,330,987	11.9	-13.2	-16.1	66.3	86.4	136.0
New Listings	927	15.3	7.5	4.9	-13.0	-14.8	-2.1
Active Listings³	204	29.9	70.0	25.9	-39.1	-46.5	-34.4
Sales to New Listings Ratio⁴	49.1	54.5	66.6	83.9	41.6	39.1	37.8
Months of Inventory⁵	4.5	3.6	2.1	2.2	7.6	9.0	8.7
Average Price	\$444,683	7.8	9.6	36.8	61.9	74.1	85.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ Average active listings from January to current month / average sales from January to current month

⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes