



## Western District

## Residential Market Activity

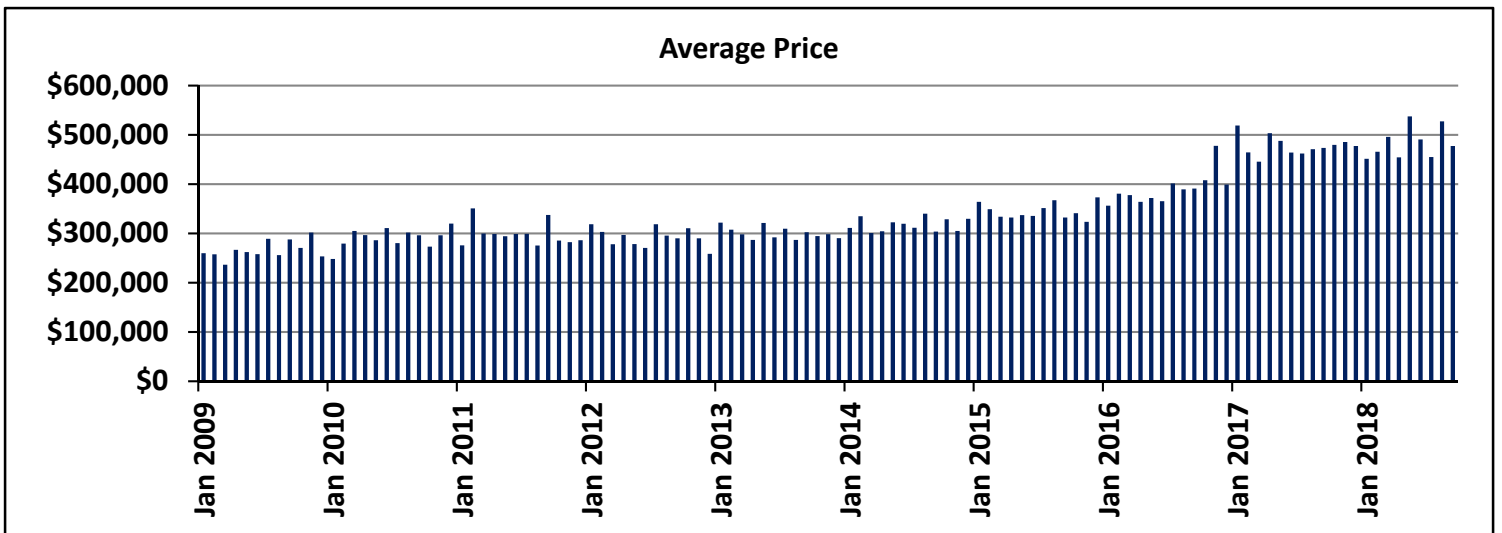
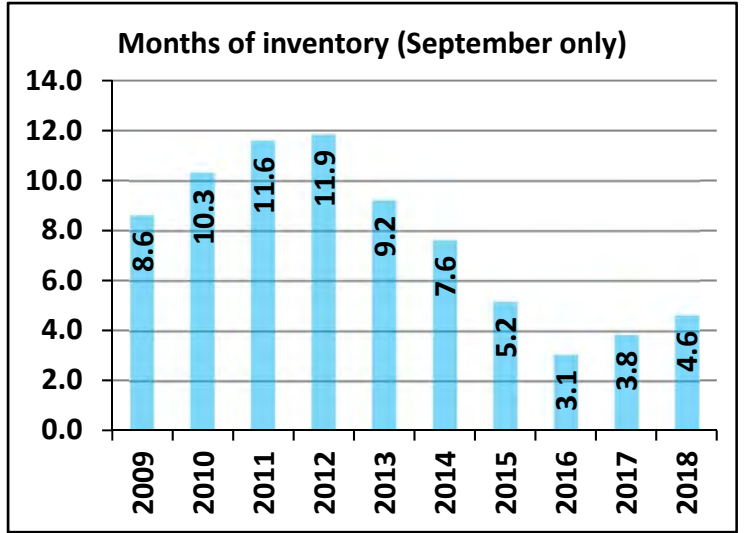
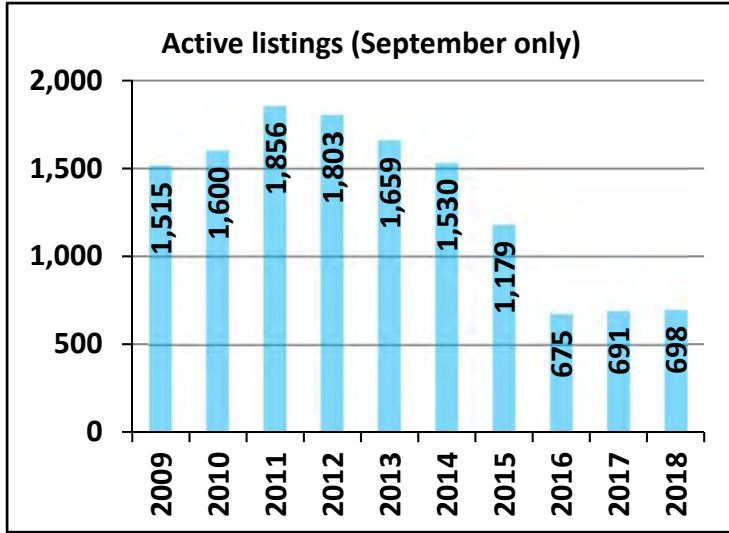
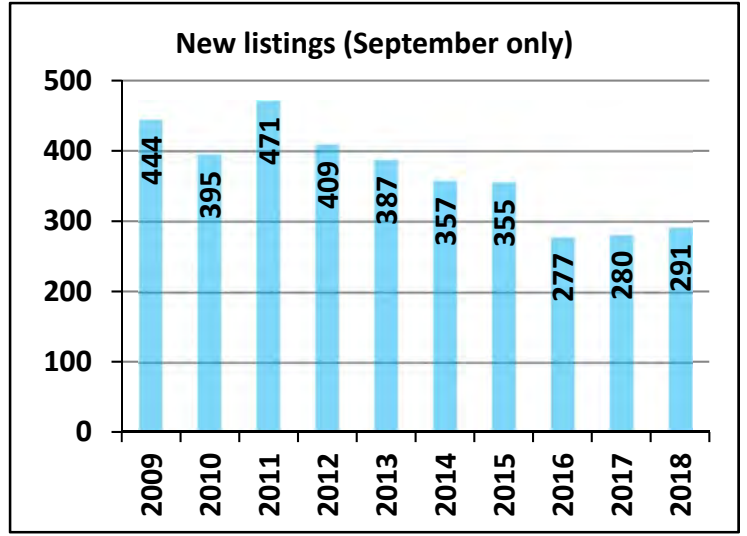
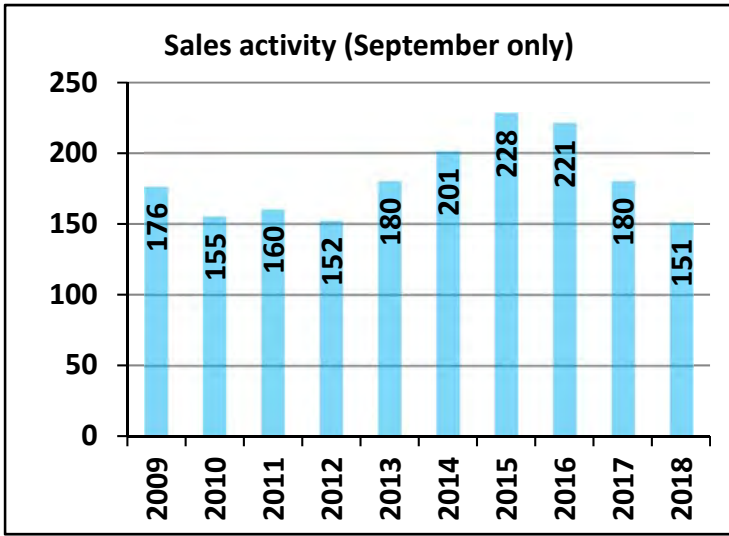
September 2018



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

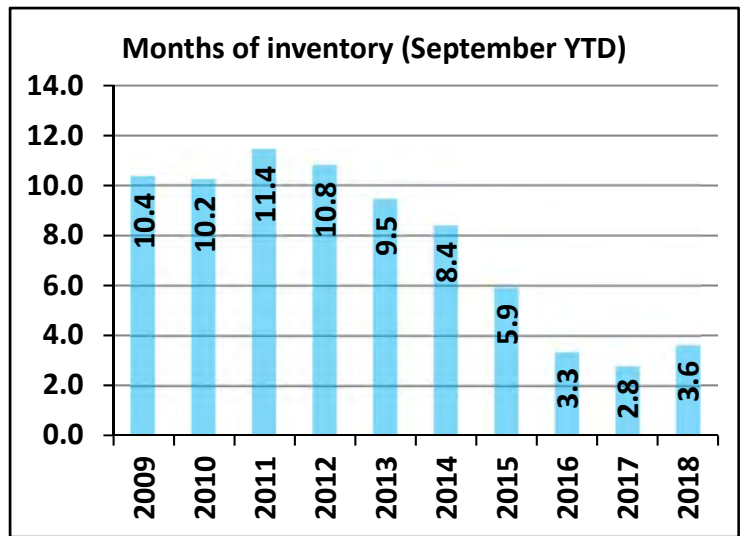
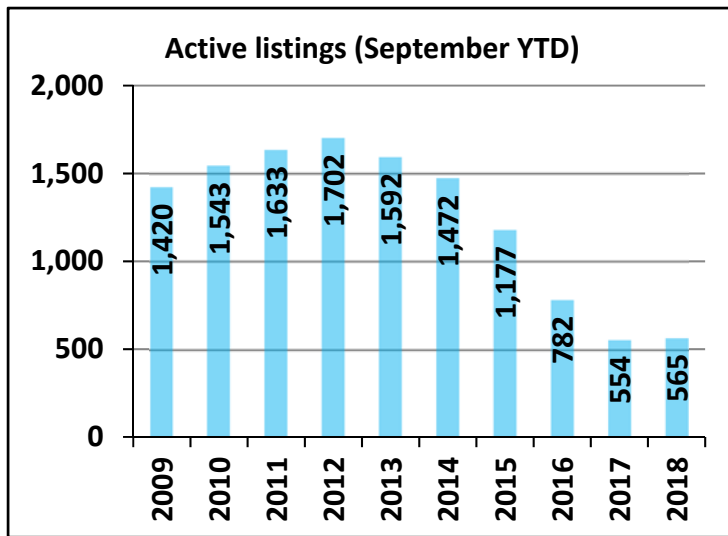
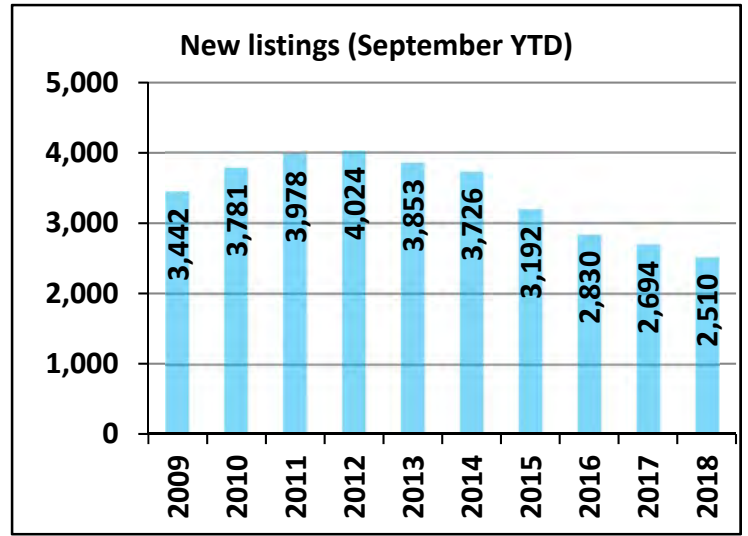
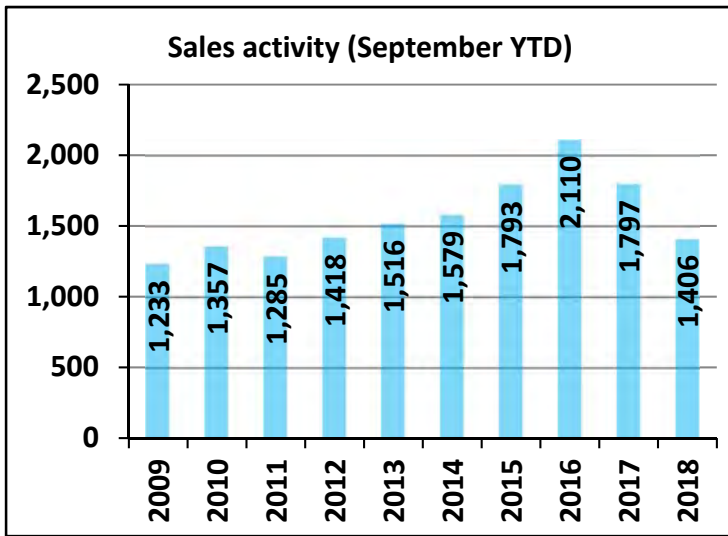
# Western District

## Residential Market Activity



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Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
<b>Sales Activity</b>	<b>151</b>	-16.1	-31.7	-33.8	-16.1	-5.6	-3.2
<b>Dollar Volume</b>	<b>\$72,064,300</b>	-15.4	-16.6	-4.8	32.5	33.6	67.9
<b>New Listings</b>	<b>291</b>	3.9	5.1	-18.0	-24.8	-38.2	-22.6
<b>Active Listings</b>	<b>698</b>	1.0	3.4	-40.8	-57.9	-62.4	-52.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>51.9</b>	64.3	79.8	64.2	46.5	34.0	41.5
<b>Months of Inventory<sup>2</sup></b>	<b>4.6</b>	3.8	3.1	5.2	9.2	11.6	9.4
<b>Average Price</b>	<b>\$477,247</b>	0.8	22.1	43.7	57.9	41.5	73.4

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
<b>Sales Activity</b>	<b>1,406</b>	-21.8	-33.4	-21.6	-7.3	9.4	5.8
<b>Dollar Volume</b>	<b>\$685,474,485</b>	-19.7	-14.1	11.4	49.7	75.8	95.1
<b>New Listings</b>	<b>2,510</b>	-6.8	-11.3	-21.4	-34.9	-36.9	-30.0
<b>Active Listings<sup>3</sup></b>	<b>565</b>	2.0	-27.7	-52.0	-64.5	-65.4	-58.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>56.0</b>	66.7	74.6	56.2	39.3	32.3	37.0
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	2.8	3.3	5.9	9.5	11.4	9.2
<b>Average Price</b>	<b>\$487,535</b>	2.6	28.9	42.1	61.4	60.7	84.4

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

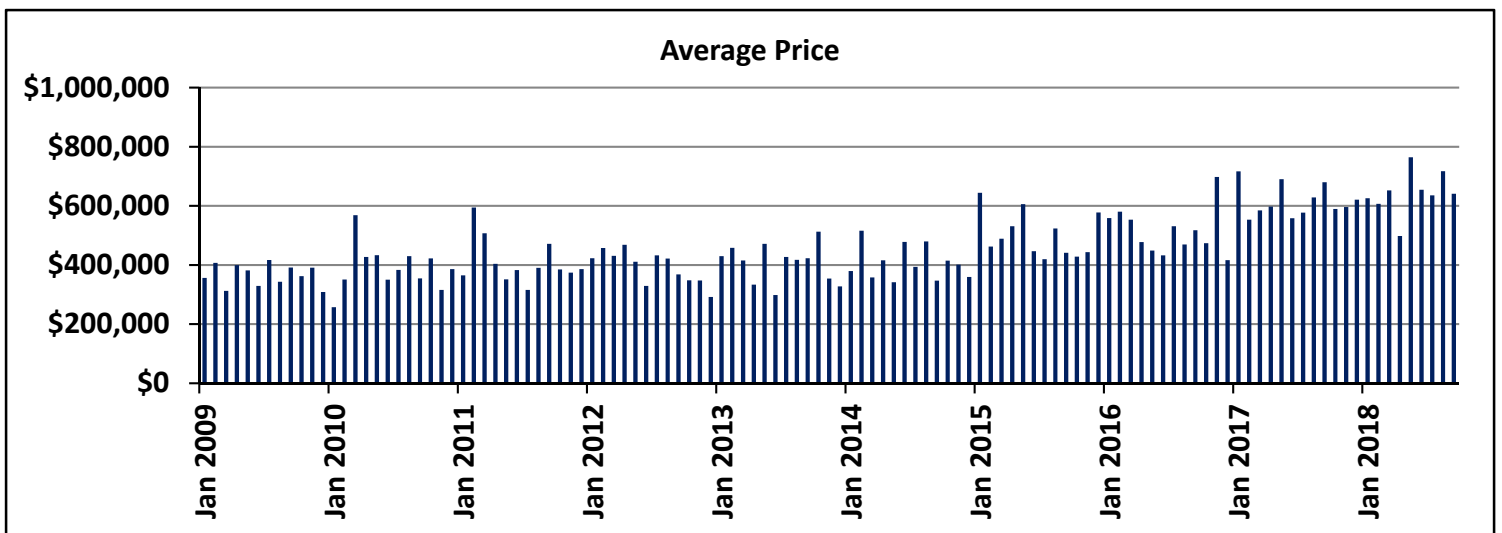
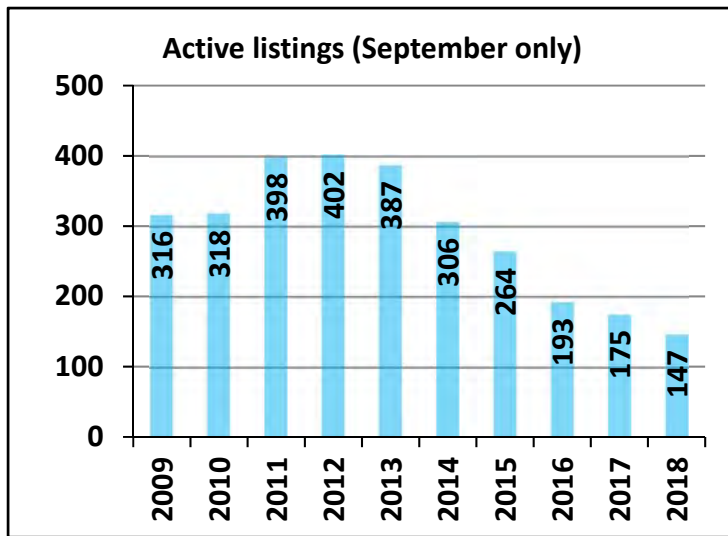
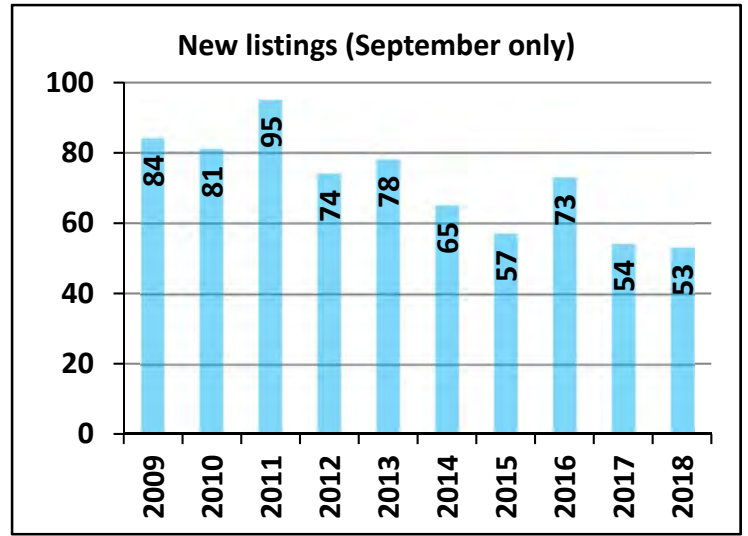
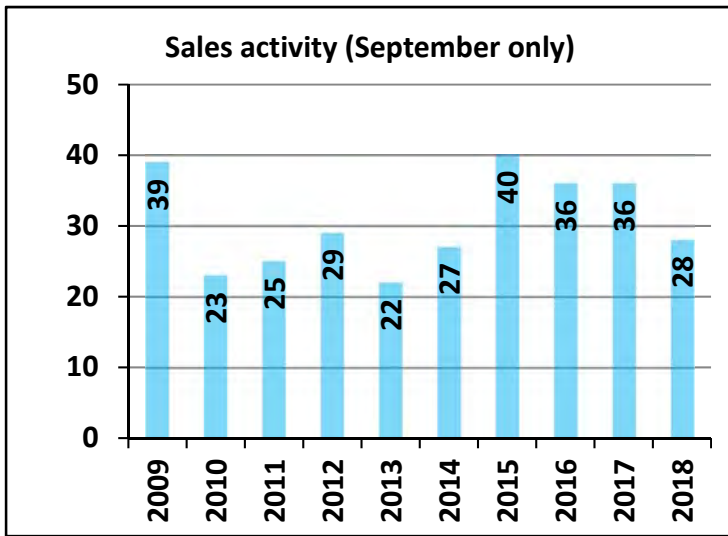
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



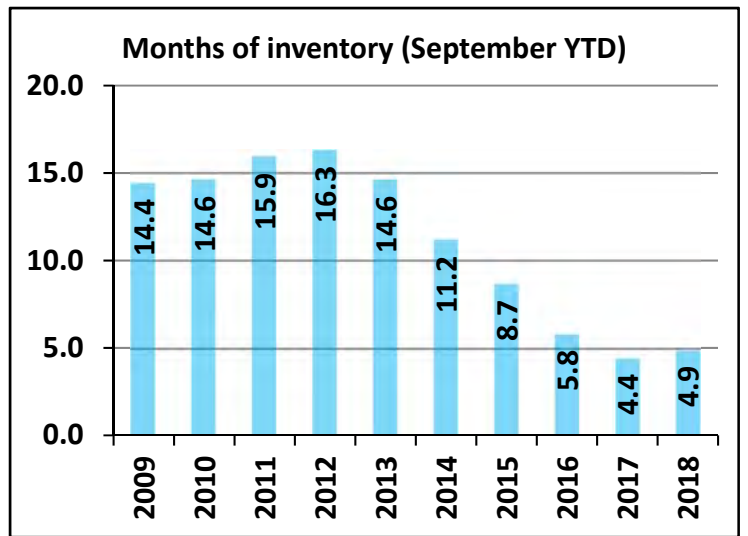
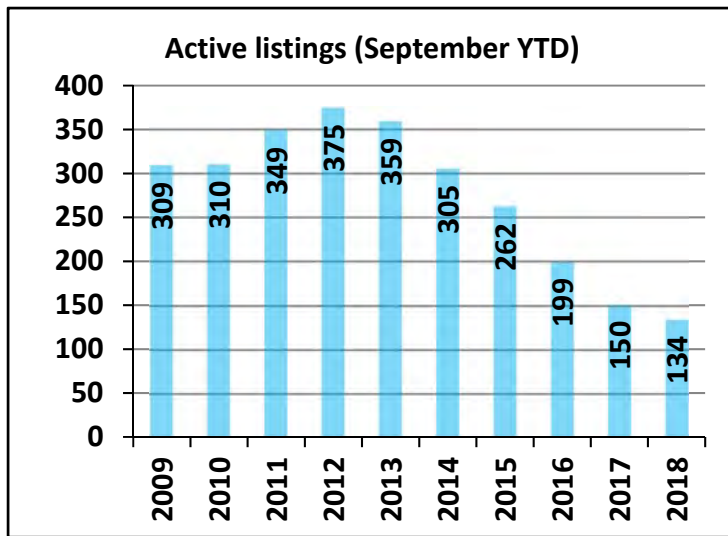
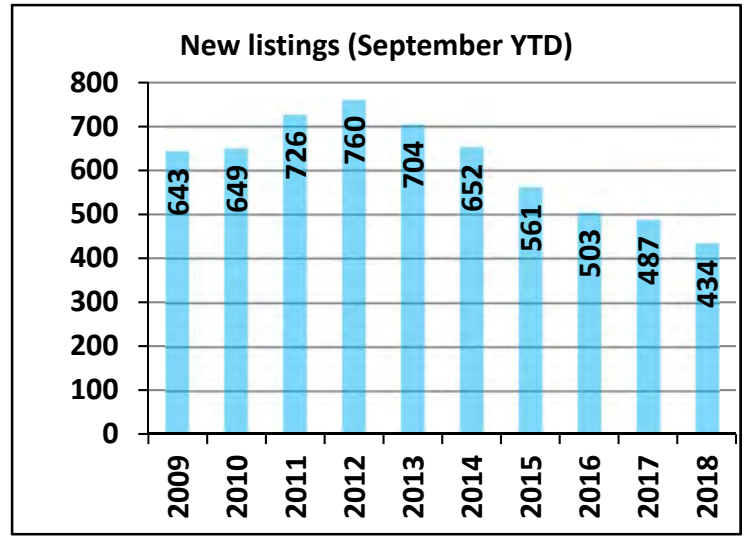
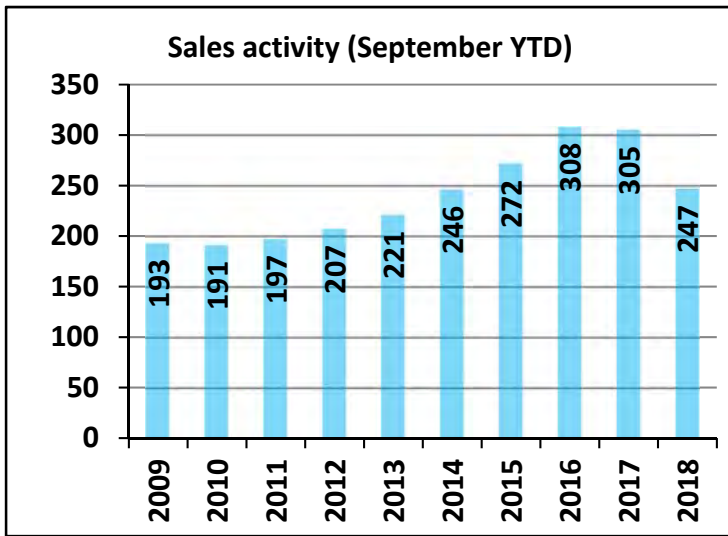
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
<b>Sales Activity</b>	<b>28</b>	-22.2	-22.2	-30.0	27.3	12.0	75.0
<b>Dollar Volume</b>	<b>\$17,943,700</b>	-26.7	-3.7	1.7	92.9	52.3	146.2
<b>New Listings</b>	<b>53</b>	-1.9	-27.4	-7.0	-32.1	-44.2	-25.4
<b>Active Listings</b>	<b>147</b>	-16.0	-23.8	-44.3	-62.0	-63.1	-55.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>52.8</b>	66.7	49.3	70.2	28.2	26.3	22.5
<b>Months of Inventory<sup>2</sup></b>	<b>5.3</b>	4.9	5.4	6.6	17.6	15.9	20.6
<b>Average Price</b>	<b>\$640,846</b>	-5.7	23.8	45.3	51.6	36.0	40.7

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
<b>Sales Activity</b>	<b>247</b>	-19.0	-19.8	-9.2	11.8	25.4	47.0
<b>Dollar Volume</b>	<b>\$160,068,196</b>	-15.4	4.1	19.2	75.8	93.0	157.7
<b>New Listings</b>	<b>434</b>	-10.9	-13.7	-22.6	-38.4	-40.2	-36.4
<b>Active Listings<sup>3</sup></b>	<b>134</b>	-10.7	-32.7	-48.9	-62.7	-61.6	-55.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>56.9</b>	62.6	61.2	48.5	31.4	27.1	24.6
<b>Months of Inventory<sup>5</sup></b>	<b>4.9</b>	4.4	5.8	8.7	14.6	15.9	16.3
<b>Average Price</b>	<b>\$648,049</b>	4.4	29.8	31.3	57.3	53.9	75.3

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

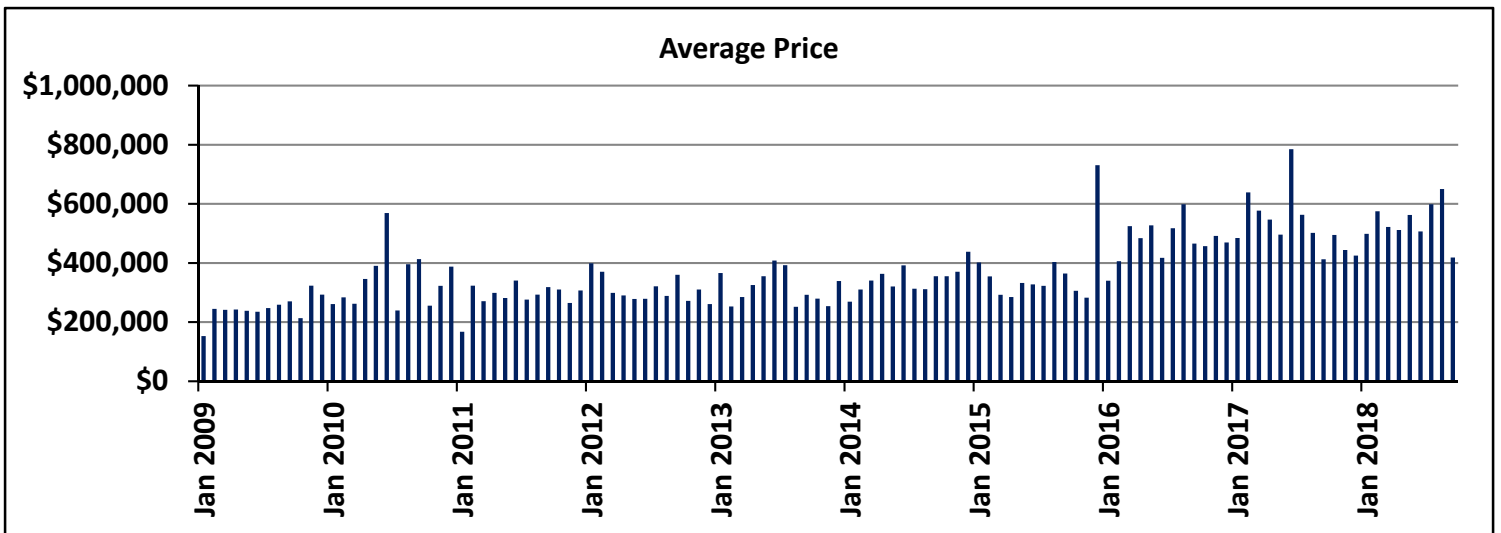
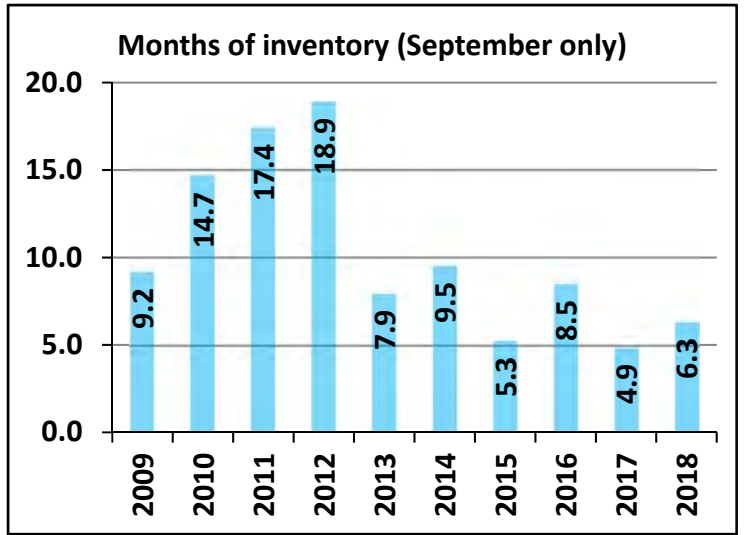
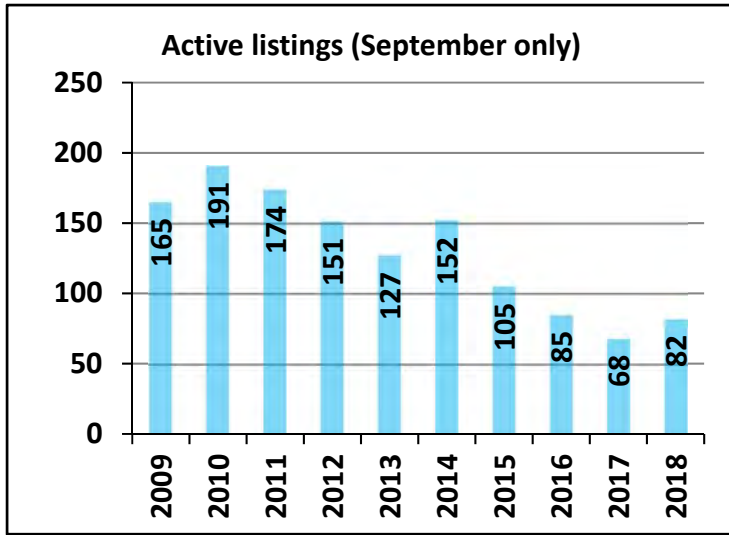
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

# Clearview

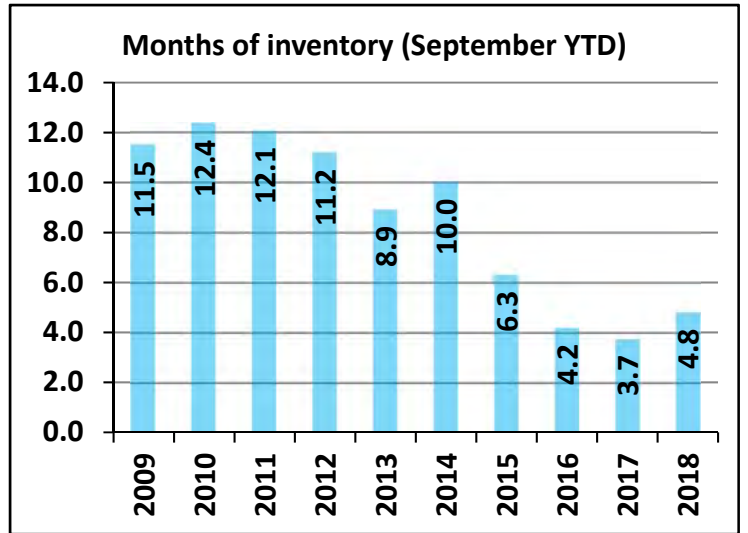
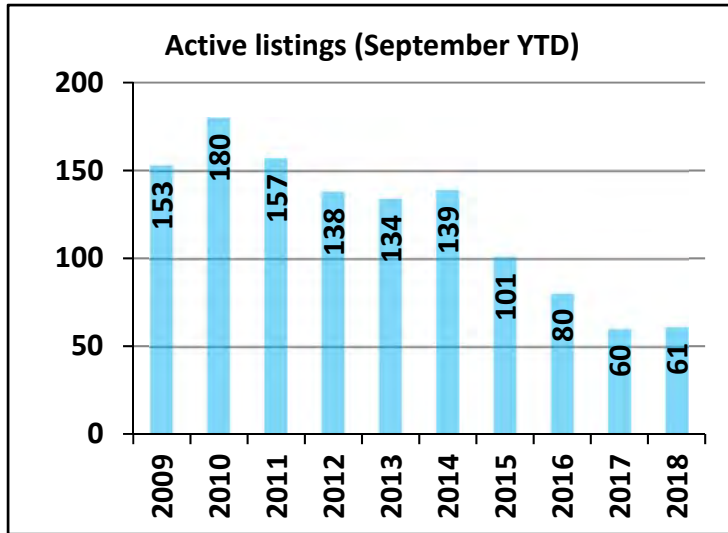
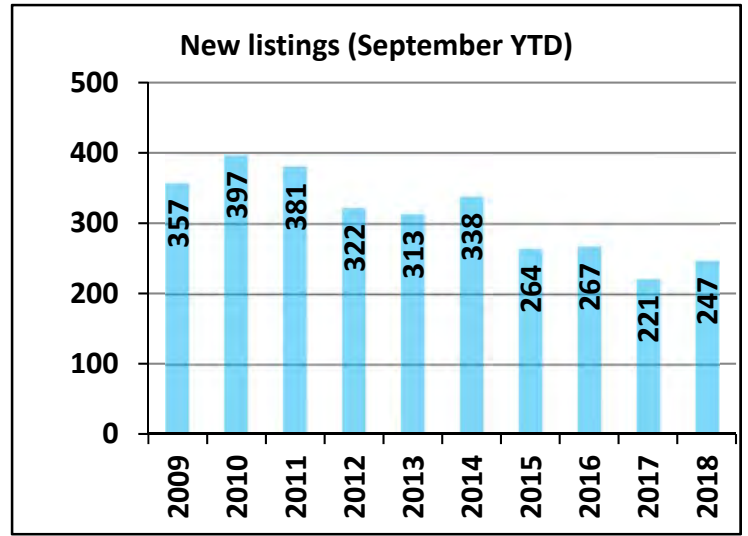
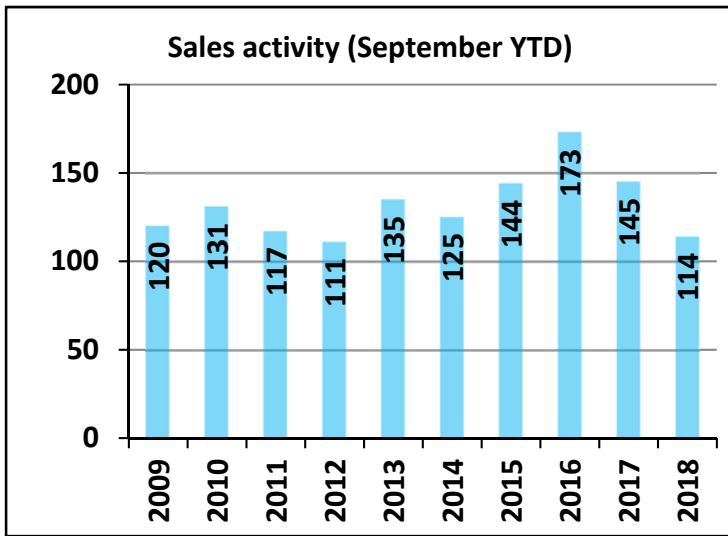
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	13	-7.1	30.0	-35.0	-18.8	30.0	-35.0
Dollar Volume	\$5,436,800	-5.9	16.8	-25.4	16.3	70.9	0.6
New Listings	35	34.6	40.0	9.4	34.6	-16.7	-18.6
Active Listings	82	20.6	-3.5	-21.9	-35.4	-52.9	-49.7
Sales to New Listings Ratio <sup>1</sup>	37.1	53.8	40.0	62.5	61.5	23.8	46.5
Months of Inventory <sup>2</sup>	6.3	4.9	8.5	5.3	7.9	17.4	8.2
Average Price	\$418,215	1.4	-10.1	14.8	43.2	31.5	54.8

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	114	-21.4	-34.1	-20.8	-15.6	-2.6	-12.3
Dollar Volume	\$60,808,400	-24.5	-27.8	25.0	35.3	78.8	64.1
New Listings	247	11.8	-7.5	-6.4	-21.1	-35.2	-33.6
Active Listings <sup>3</sup>	61	1.7	-23.8	-39.6	-54.5	-61.1	-55.1
Sales to New Listings Ratio <sup>4</sup>	46.2	65.6	64.8	54.5	43.1	30.7	34.9
Months of Inventory <sup>5</sup>	4.8	3.7	4.2	6.3	8.9	12.1	9.4
Average Price	\$533,407	-3.9	9.5	57.9	60.3	83.5	87.1

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

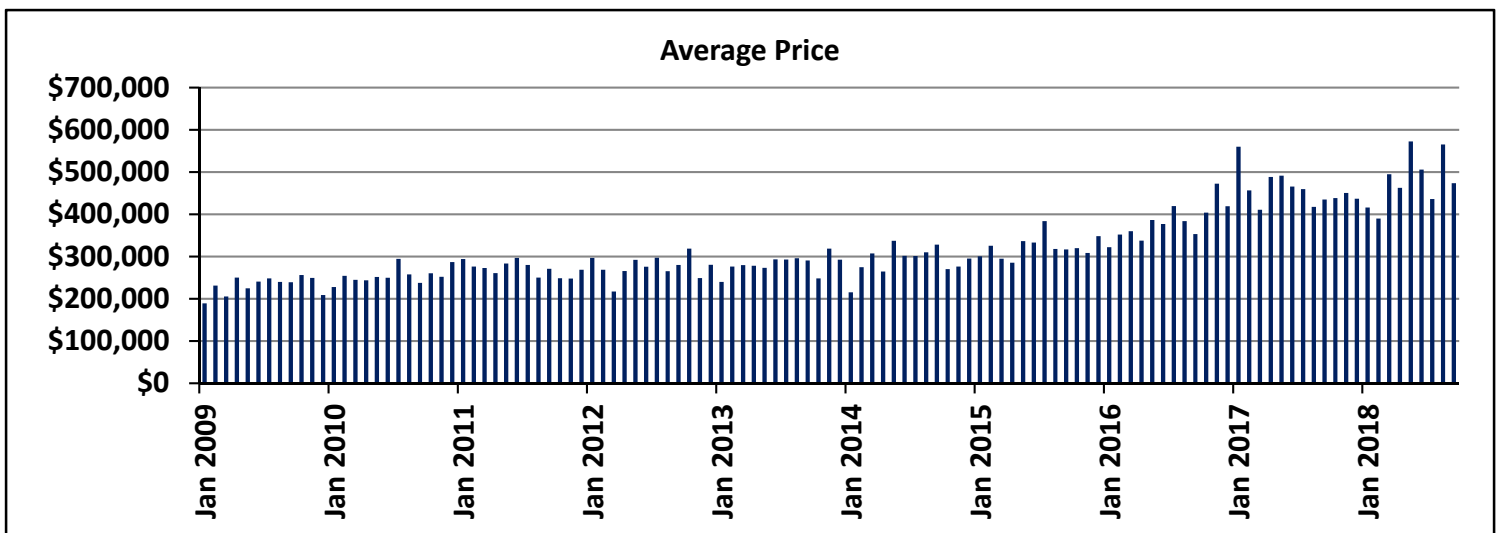
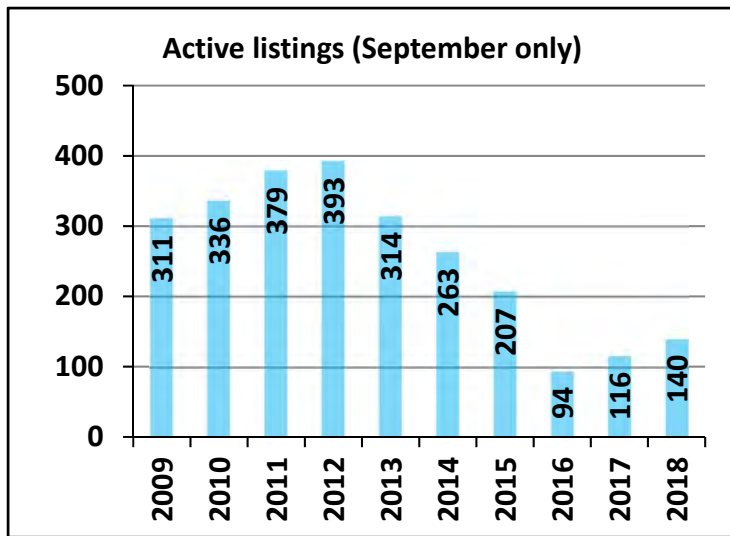
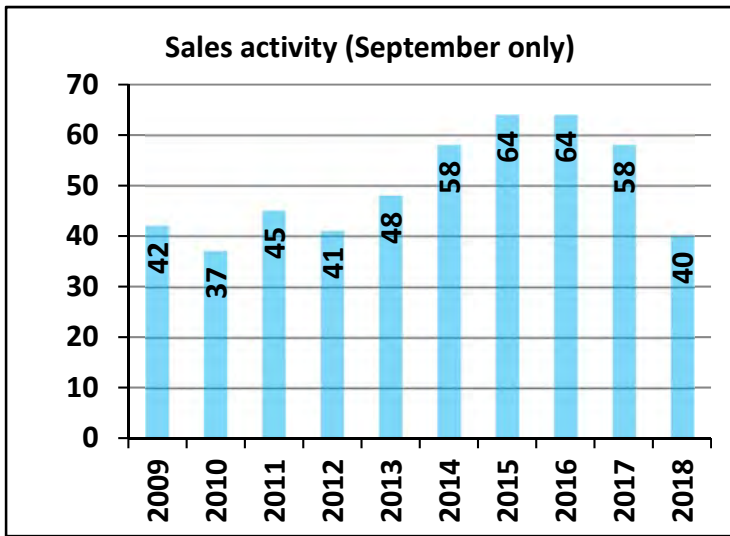
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

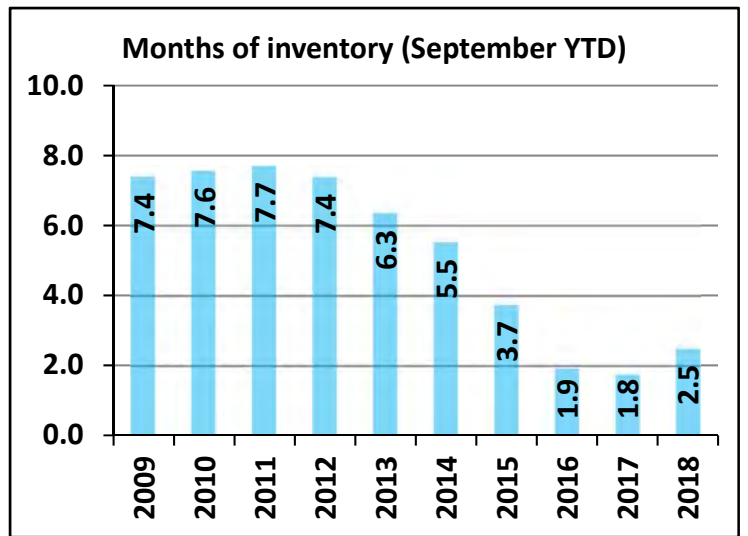
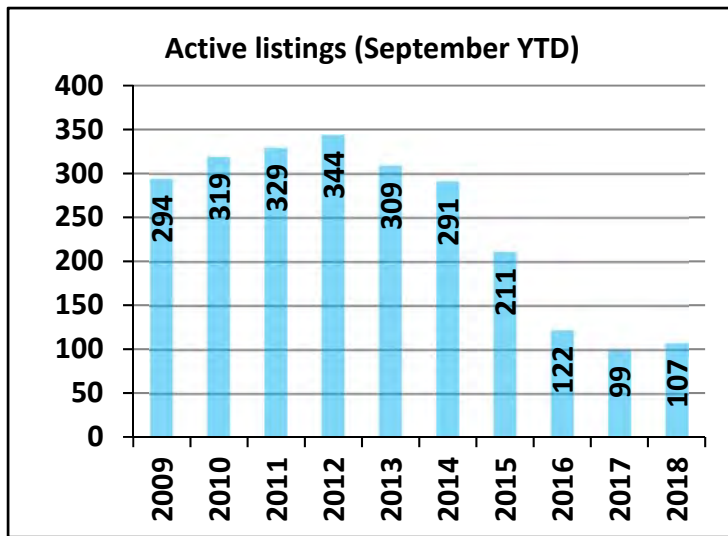
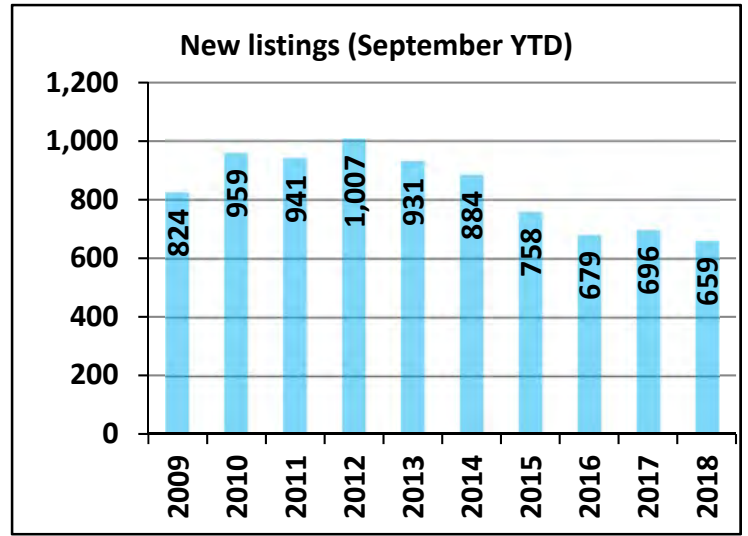
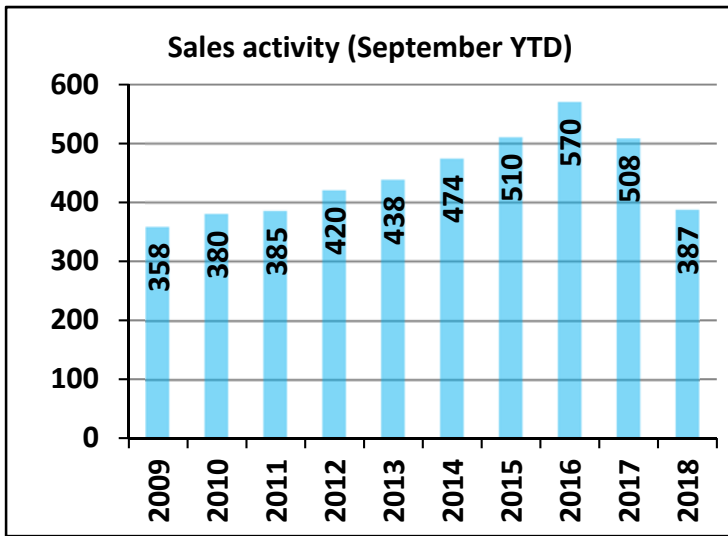
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
<b>Sales Activity</b>	<b>40</b>	-31.0	-37.5	-37.5	-16.7	-11.1	14.3
<b>Dollar Volume</b>	<b>\$18,936,500</b>	-24.9	-16.2	-6.6	35.7	55.4	99.1
<b>New Listings</b>	<b>80</b>	25.0	8.1	-16.7	-24.5	-40.7	-23.8
<b>Active Listings</b>	<b>140</b>	20.7	48.9	-32.4	-55.4	-63.1	-55.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>50.0</b>	90.6	86.5	66.7	45.3	33.3	33.3
<b>Months of Inventory<sup>2</sup></b>	<b>3.5</b>	2.0	1.5	3.2	6.5	8.4	8.9
<b>Average Price</b>	<b>\$473,413</b>	8.9	34.1	49.4	62.9	74.8	74.2

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
<b>Sales Activity</b>	<b>387</b>	-23.8	-32.1	-24.1	-11.6	0.5	8.1
<b>Dollar Volume</b>	<b>\$188,857,449</b>	-19.1	-10.4	13.7	53.0	77.9	115.8
<b>New Listings</b>	<b>659</b>	-5.3	-2.9	-13.1	-29.2	-30.0	-25.2
<b>Active Listings<sup>3</sup></b>	<b>107</b>	8.1	-12.3	-49.3	-65.4	-67.5	-64.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>58.7</b>	73.0	83.9	67.3	47.0	40.9	40.6
<b>Months of Inventory<sup>5</sup></b>	<b>2.5</b>	1.8	1.9	3.7	6.3	7.7	7.5
<b>Average Price</b>	<b>\$488,004</b>	6.1	32.0	49.8	73.1	76.9	99.6

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

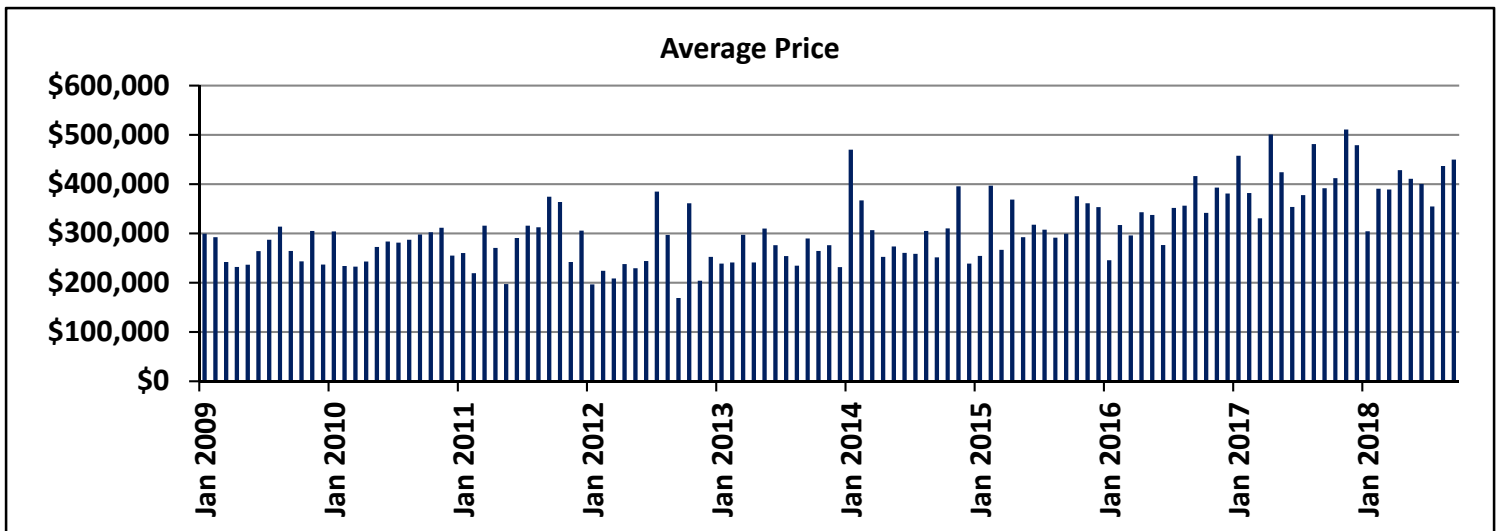
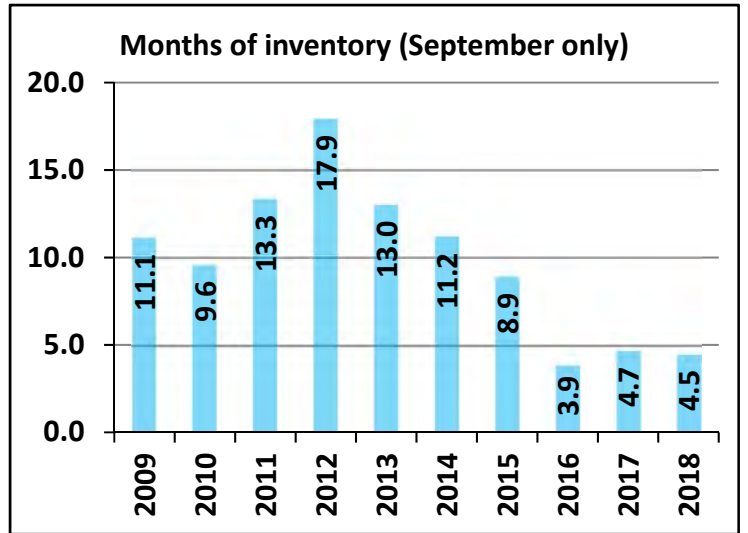
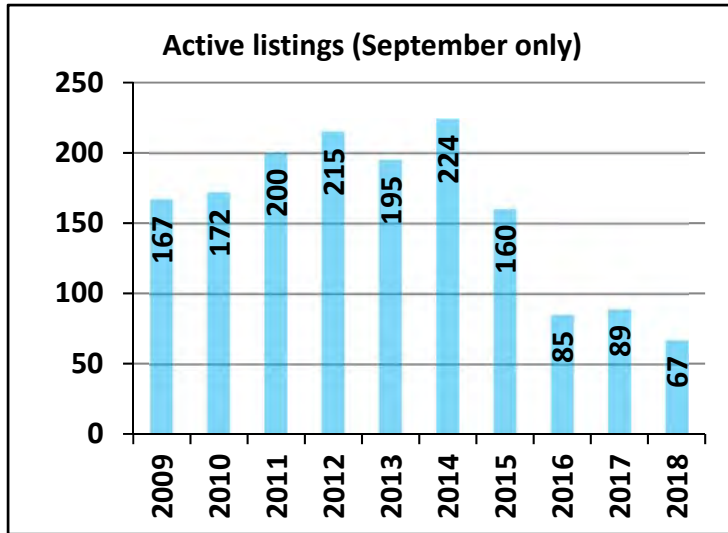
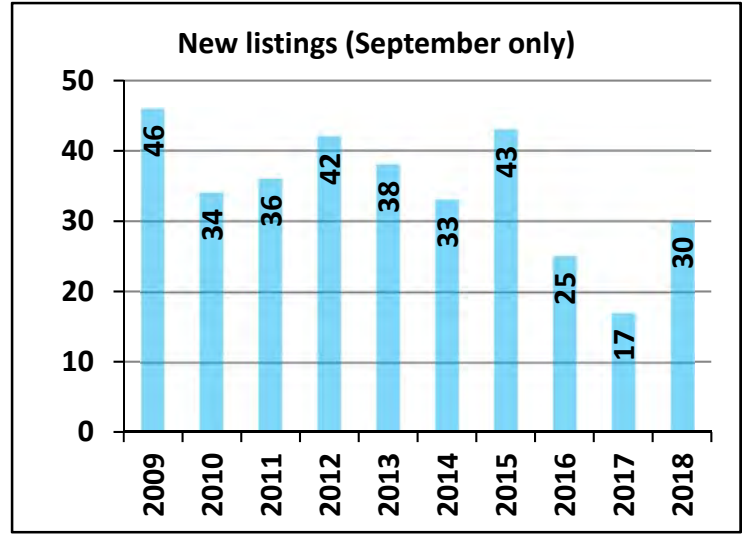
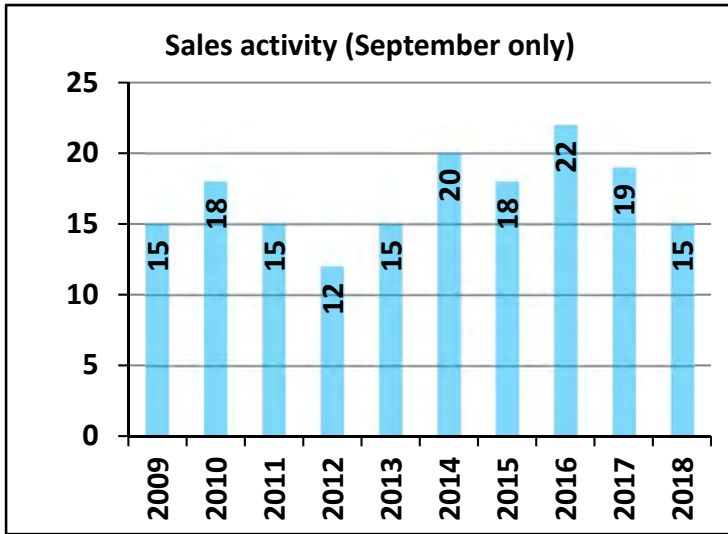
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



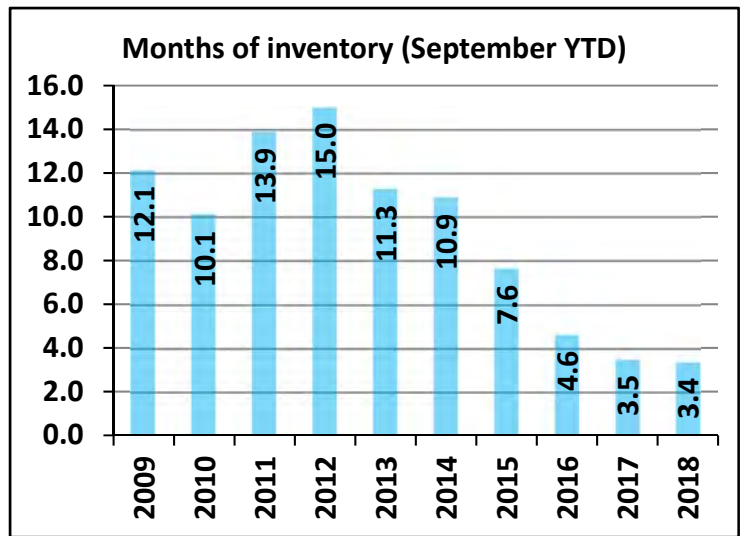
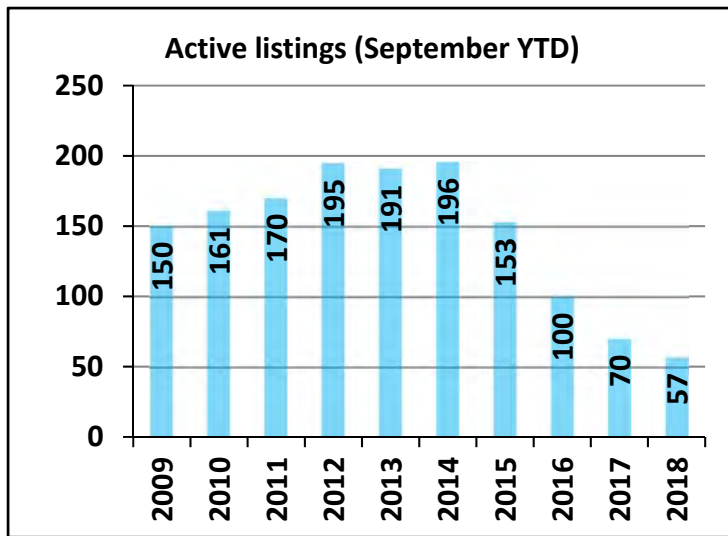
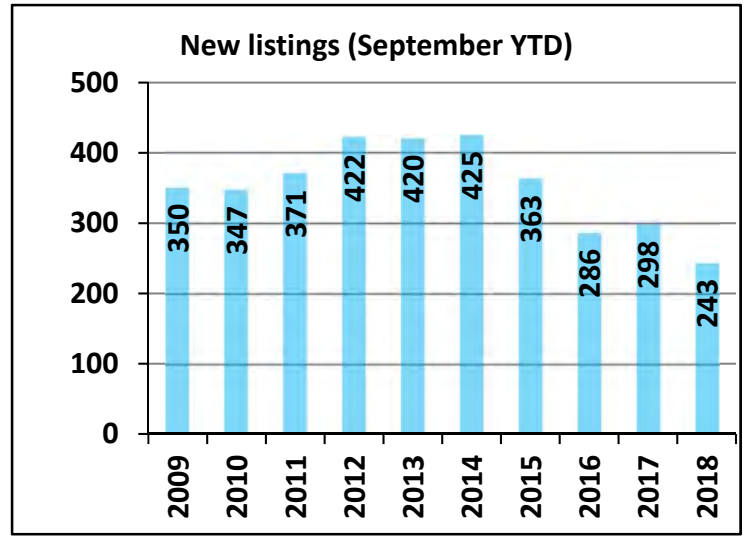
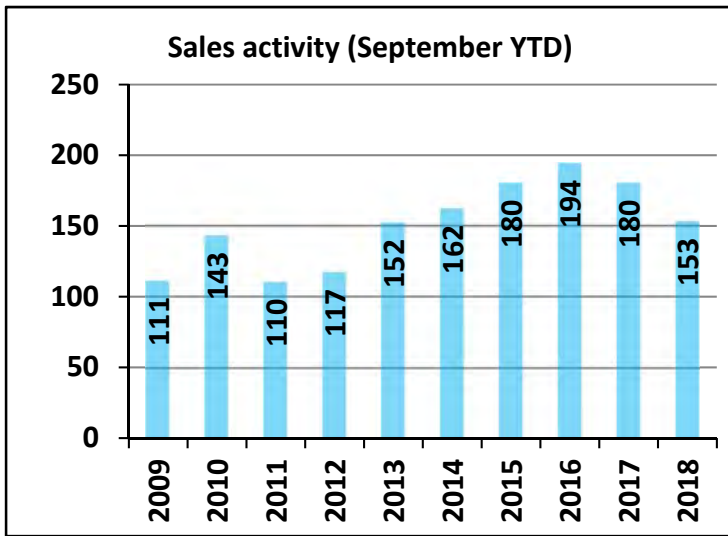
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity

Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
<b>Sales Activity</b>	<b>15</b>	-21.1	-31.8	-16.7	0.0	0.0	-28.6
<b>Dollar Volume</b>	<b>\$6,744,400</b>	-9.3	-26.4	25.2	55.3	20.1	17.4
<b>New Listings</b>	<b>30</b>	76.5	20.0	-30.2	-21.1	-16.7	-11.8
<b>Active Listings</b>	<b>67</b>	-24.7	-21.2	-58.1	-65.6	-66.5	-48.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>50.0</b>	111.8	88.0	41.9	39.5	41.7	61.8
<b>Months of Inventory<sup>2</sup></b>	<b>4.5</b>	4.7	3.9	8.9	13.0	13.3	6.1
<b>Average Price</b>	<b>\$449,627</b>	14.8	8.0	50.2	55.3	20.1	64.4

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
<b>Sales Activity</b>	<b>153</b>	-15.0	-21.1	-15.0	0.7	39.1	-11.6
<b>Dollar Volume</b>	<b>\$62,122,705</b>	-14.7	-4.3	11.6	52.7	94.8	46.4
<b>New Listings</b>	<b>243</b>	-18.5	-15.0	-33.1	-42.1	-34.5	-27.2
<b>Active Listings<sup>3</sup></b>	<b>57</b>	-18.6	-43.0	-62.7	-70.2	-66.5	-51.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>63.0</b>	60.4	67.8	49.6	36.2	29.6	51.8
<b>Months of Inventory<sup>5</sup></b>	<b>3.4</b>	3.5	4.6	7.6	11.3	13.9	6.1
<b>Average Price</b>	<b>\$406,031</b>	0.3	21.3	31.2	51.7	40.0	65.5

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

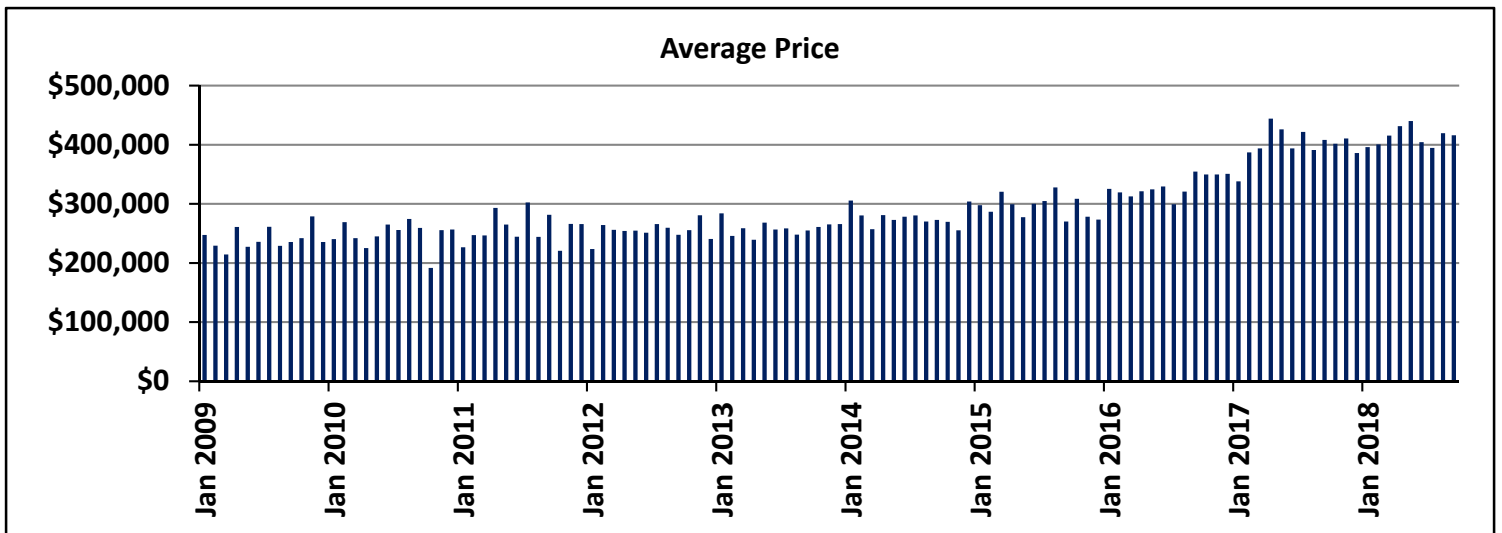
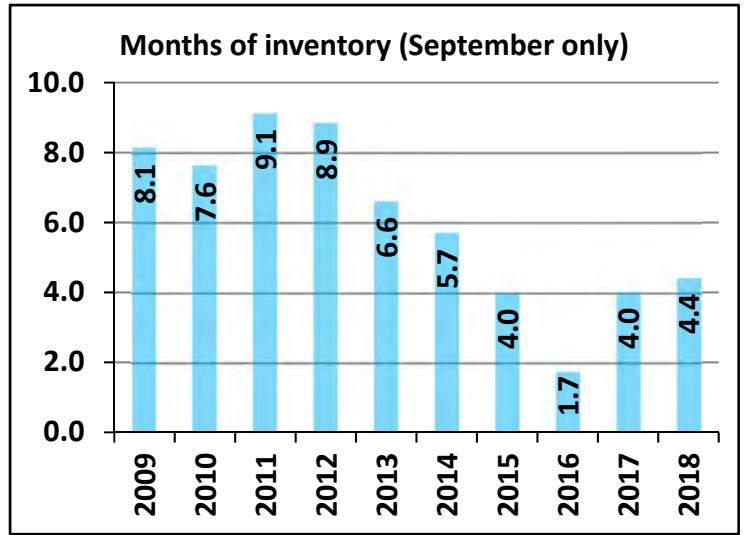
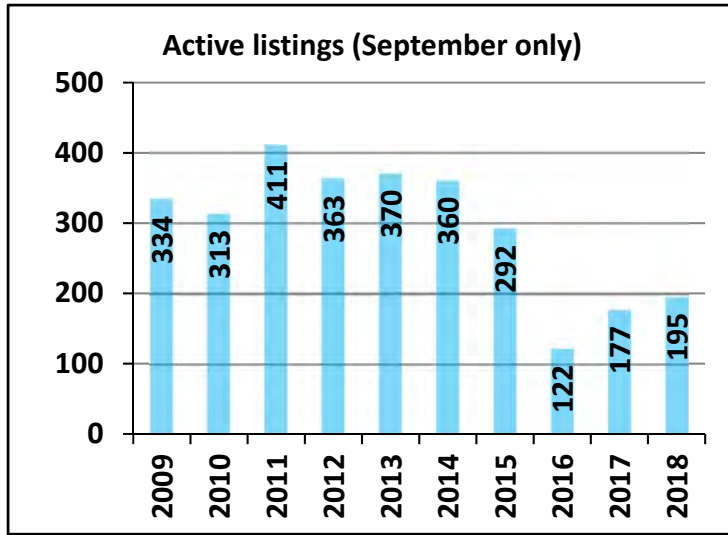
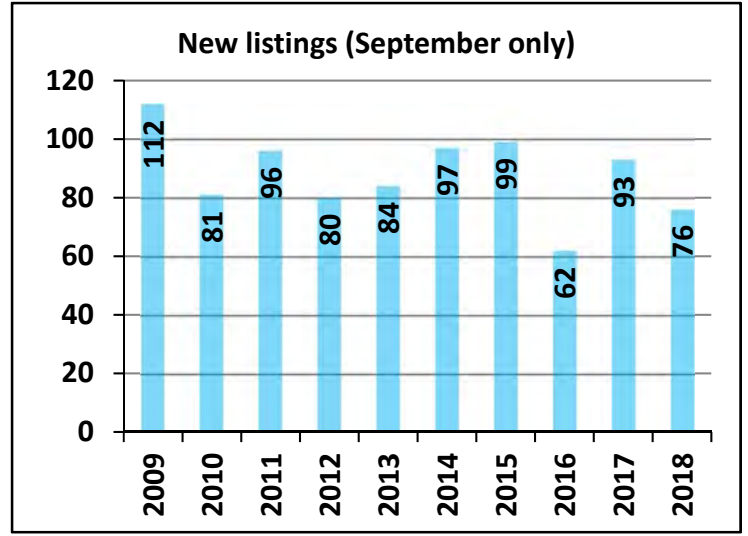
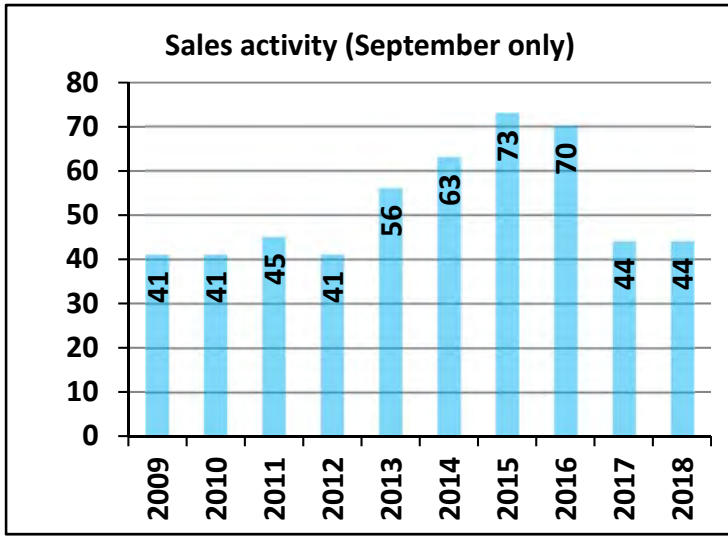
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

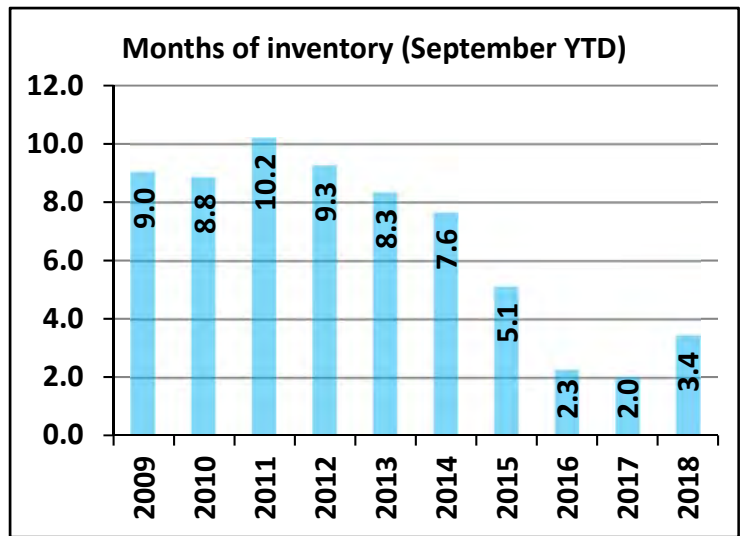
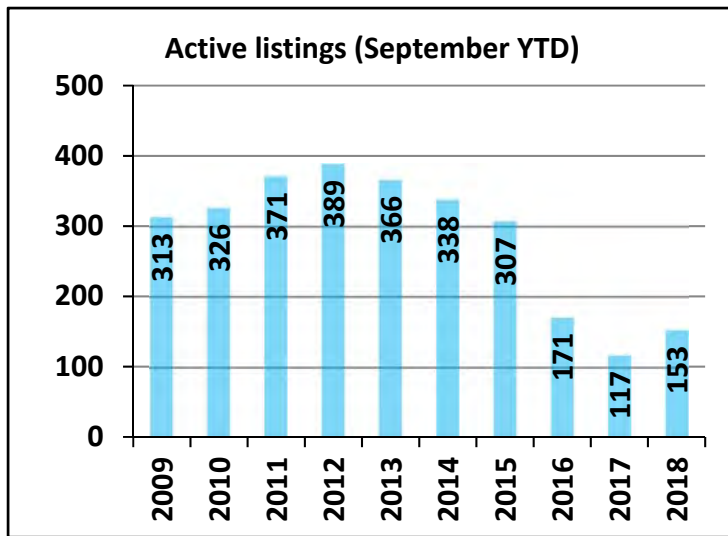
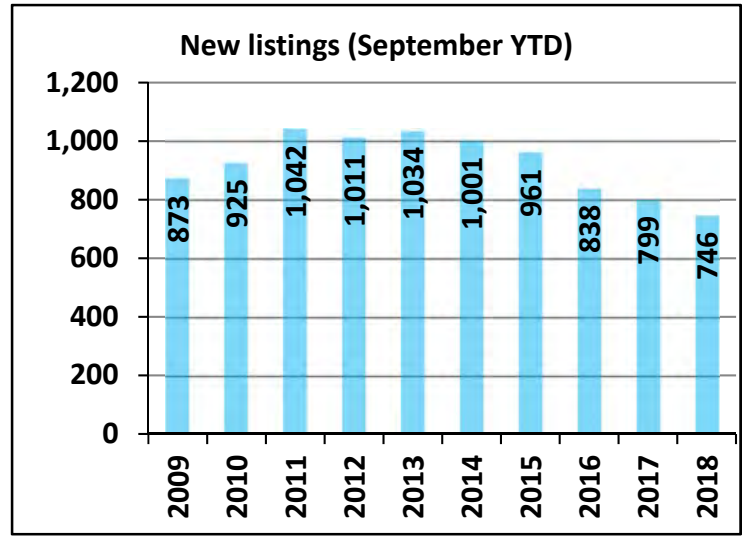
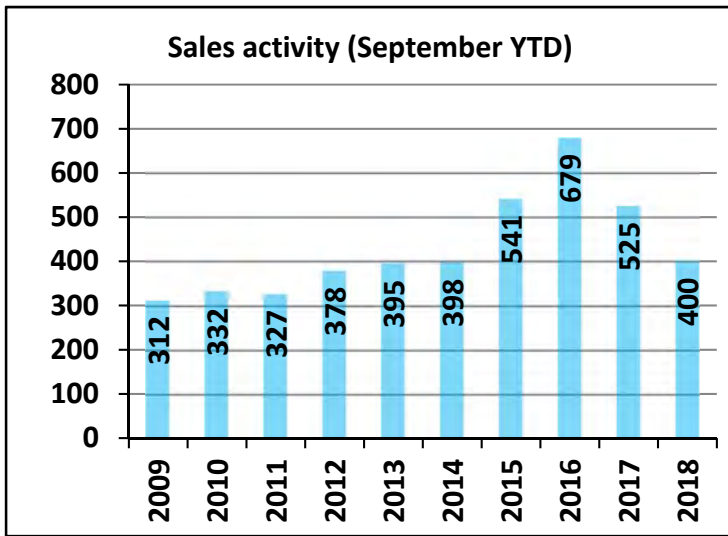
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity





# Wasaga Beach

## Residential Market Activity

Actual	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
<b>Sales Activity</b>	44	0.0	-37.1	-39.7	-21.4	-2.2	-4.3
<b>Dollar Volume</b>	\$18,296,400	1.9	-26.2	-7.2	28.2	44.4	74.1
<b>New Listings</b>	76	-18.3	22.6	-23.2	-9.5	-20.8	1.3
<b>Active Listings</b>	195	10.2	59.8	-33.2	-47.3	-52.6	-31.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	57.9	47.3	112.9	73.7	66.7	46.9	61.3
<b>Months of Inventory<sup>2</sup></b>	4.4	4.0	1.7	4.0	6.6	9.1	6.2
<b>Average Price</b>	\$415,827	1.9	17.3	53.9	63.2	47.7	82.0

Year-to-date	September 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
<b>Sales Activity</b>	400	-23.8	-41.1	-26.1	1.3	22.3	13.3
<b>Dollar Volume</b>	\$166,443,248	-22.0	-24.1	3.6	64.4	92.2	95.1
<b>New Listings</b>	746	-6.6	-11.0	-22.4	-27.9	-28.4	-12.0
<b>Active Listings<sup>3</sup></b>	153	30.8	-10.5	-50.2	-58.2	-58.8	-45.6
<b>Sales to New Listings Ratio<sup>4</sup></b>	53.6	65.7	81.0	56.3	38.2	31.4	41.6
<b>Months of Inventory<sup>5</sup></b>	3.4	2.0	2.3	5.1	8.3	10.2	7.2
<b>Average Price</b>	\$416,108	2.4	28.9	40.1	62.4	57.2	72.1

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

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