



## Western District

## Residential Market Activity

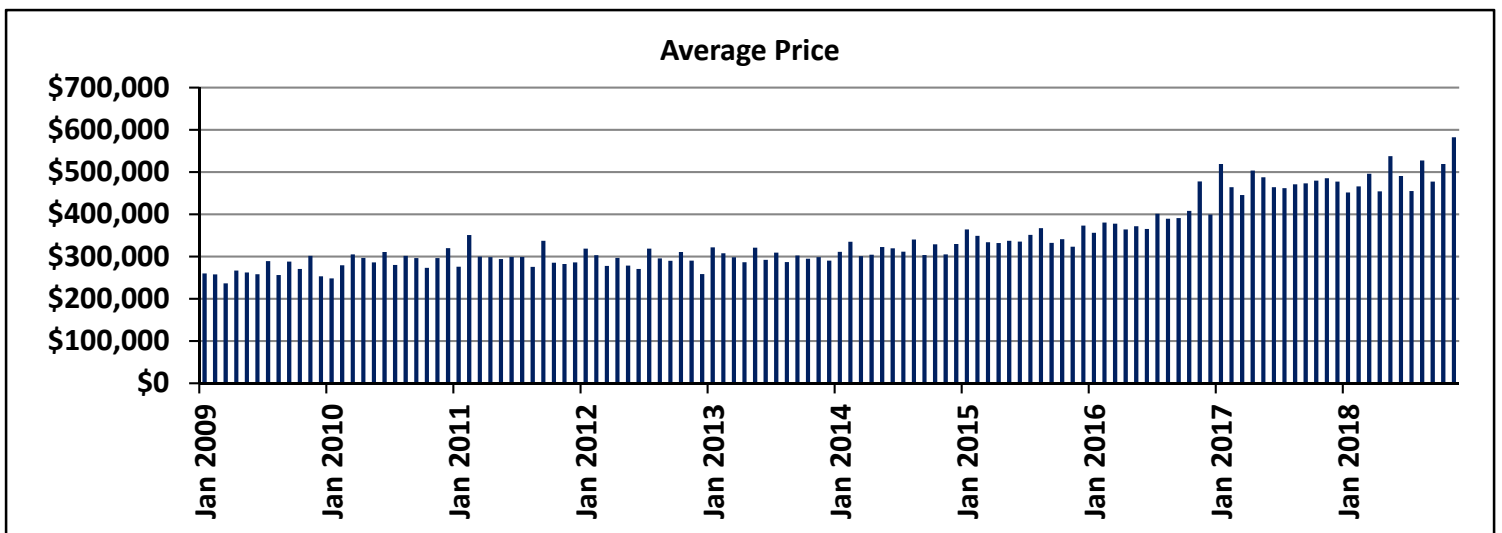
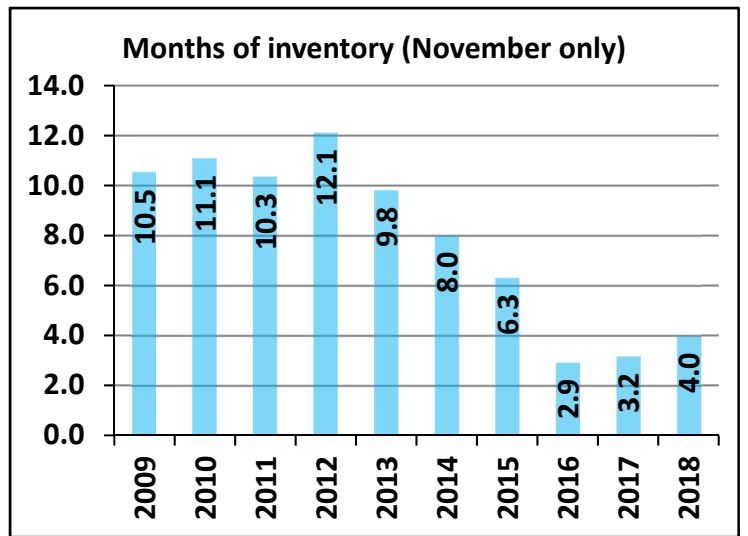
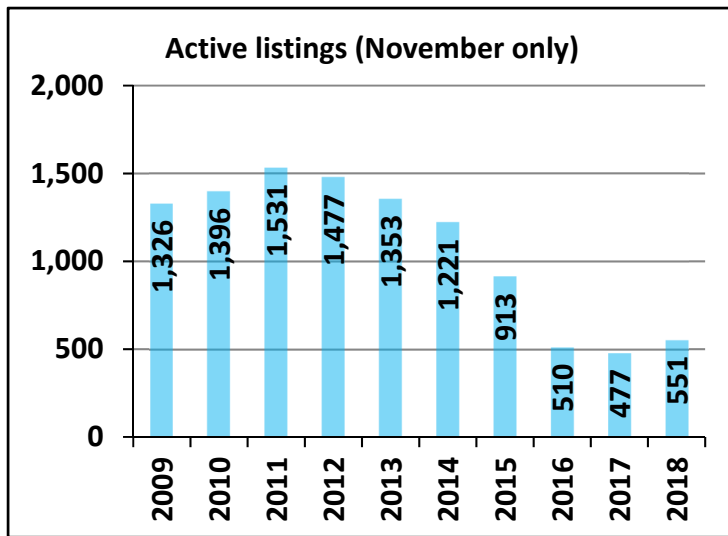
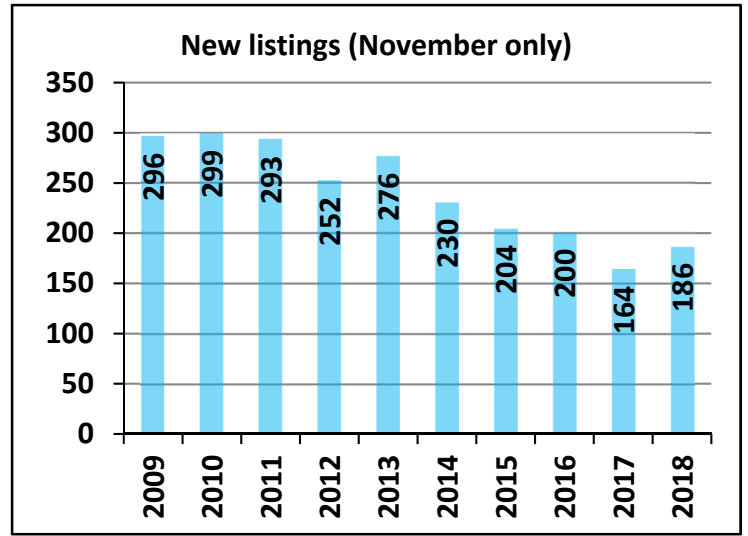
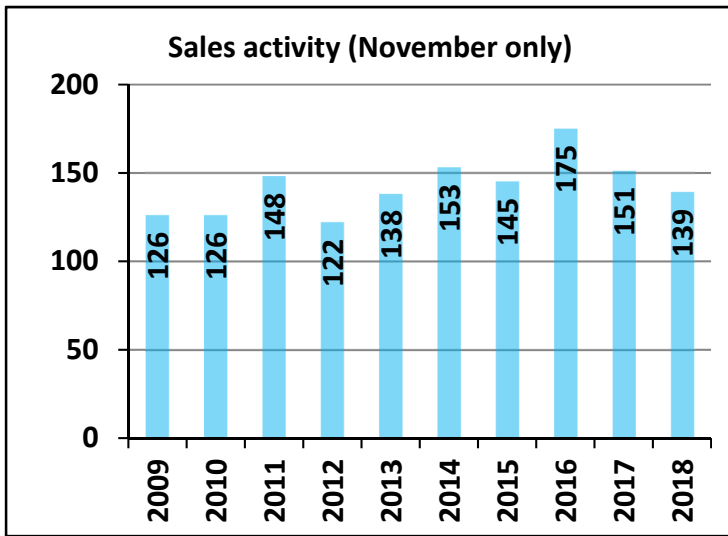
November 2018



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

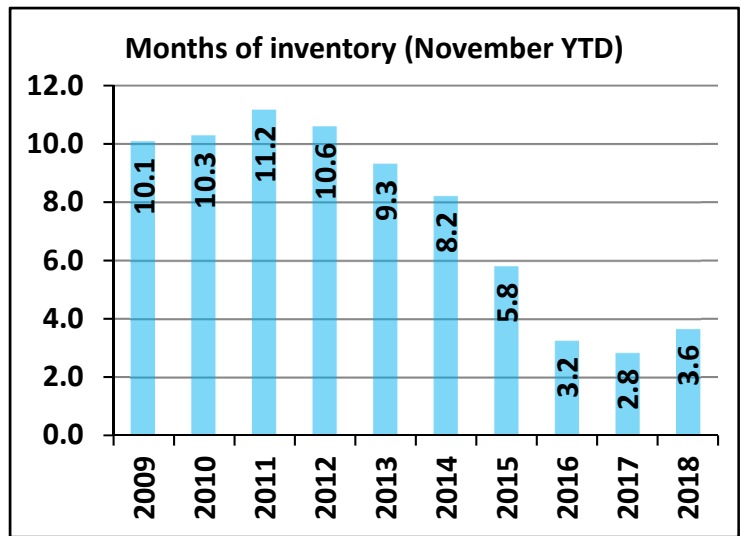
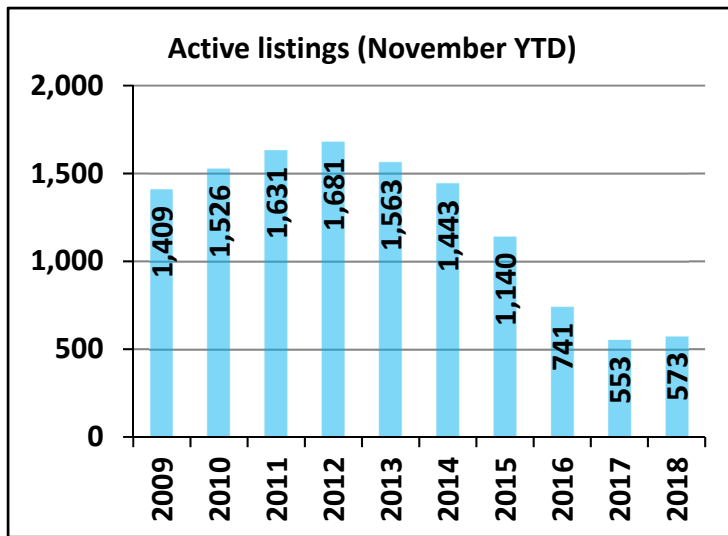
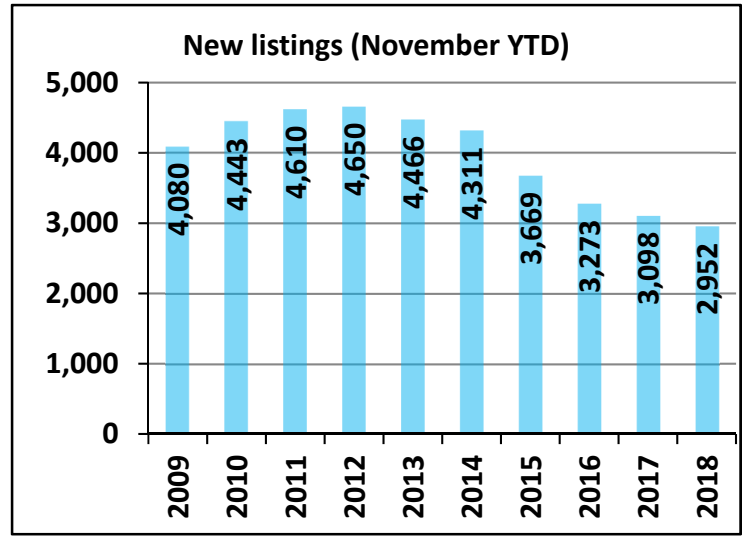
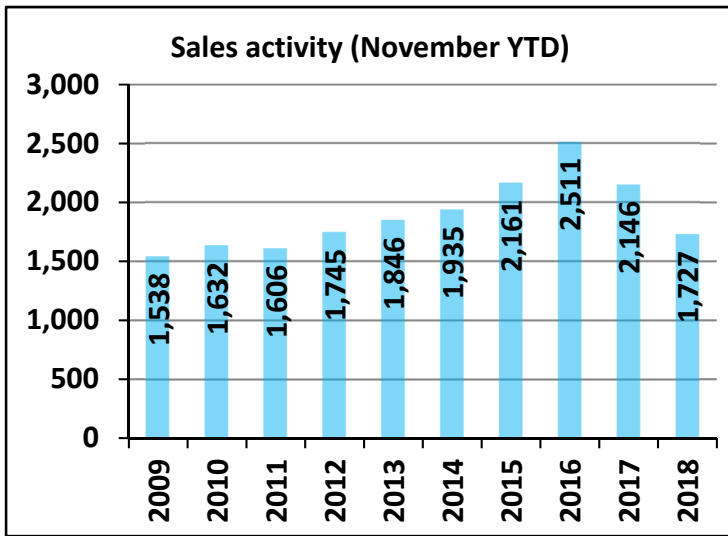
# Western District

## Residential Market Activity



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## Residential Market Activity



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## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	<b>139</b>	-7.9	-20.6	-4.1	0.7	-6.1	80.5
<b>Dollar Volume</b>	<b>\$80,950,937</b>	10.5	-3.1	72.7	96.6	94.0	336.8
<b>New Listings</b>	<b>186</b>	13.4	-7.0	-8.8	-32.6	-36.5	-27.9
<b>Active Listings</b>	<b>551</b>	15.5	8.0	-39.6	-59.3	-64.0	-60.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>74.7</b>	92.1	87.5	71.1	50.0	50.5	29.8
<b>Months of Inventory<sup>2</sup></b>	<b>4.0</b>	3.2	2.9	6.3	9.8	10.3	18.0
<b>Average Price</b>	<b>\$582,381</b>	20.0	21.9	80.2	95.2	106.5	141.9

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	<b>1,727</b>	-19.5	-31.2	-20.1	-6.4	7.5	14.4
<b>Dollar Volume</b>	<b>\$860,874,219</b>	-15.8	-11.6	16.6	54.9	79.0	117.1
<b>New Listings</b>	<b>2,952</b>	-4.7	-9.8	-19.5	-33.9	-36.0	-30.5
<b>Active Listings<sup>3</sup></b>	<b>573</b>	3.6	-22.7	-49.7	-63.3	-64.9	-58.2
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>58.5</b>	69.3	76.7	58.9	41.3	34.8	35.5
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	2.8	3.2	5.8	9.3	11.2	10.0
<b>Average Price</b>	<b>\$498,480</b>	4.7	28.6	46.0	65.6	66.5	89.7

<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

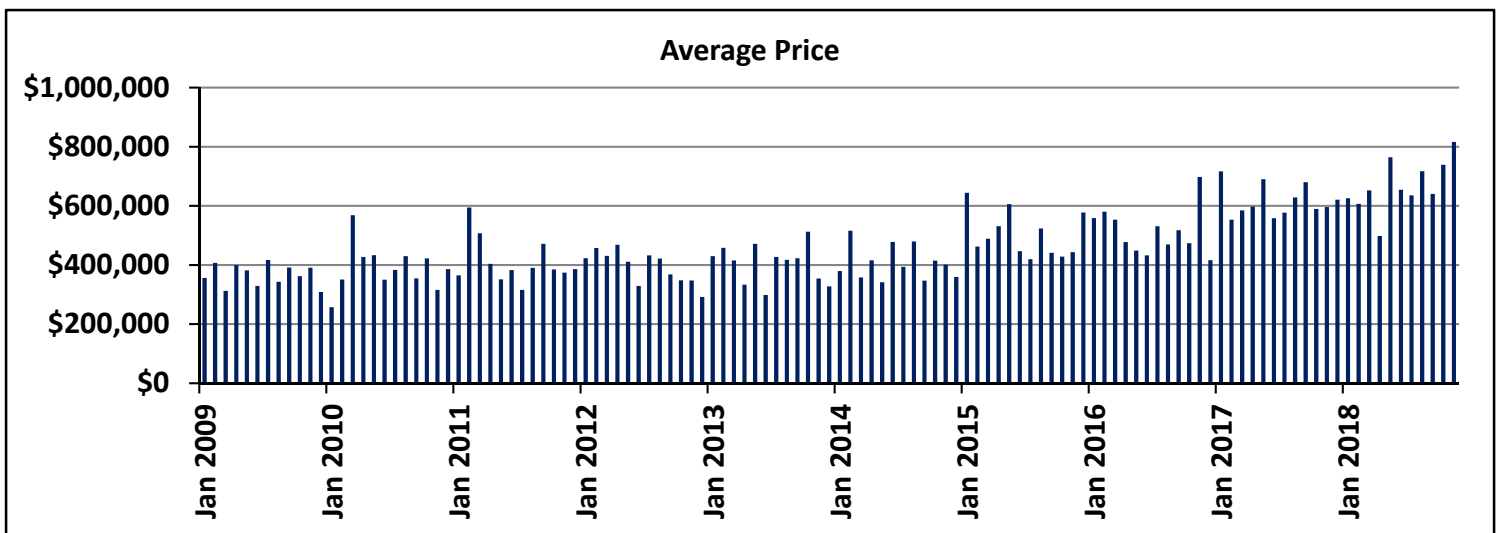
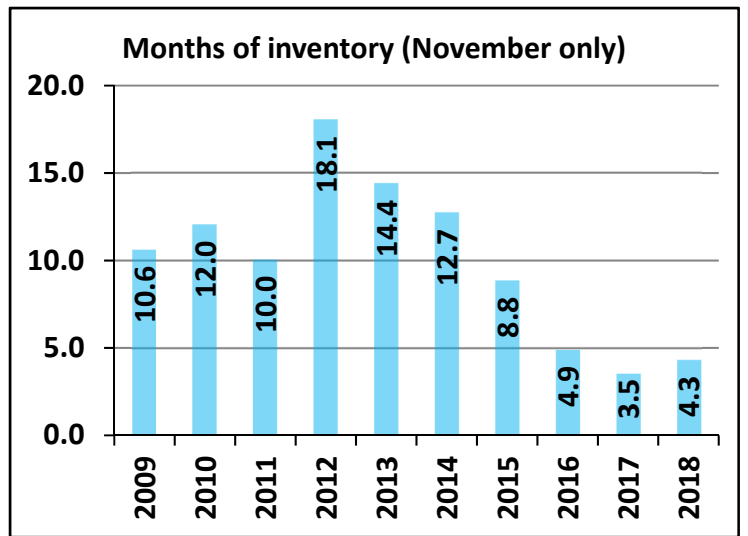
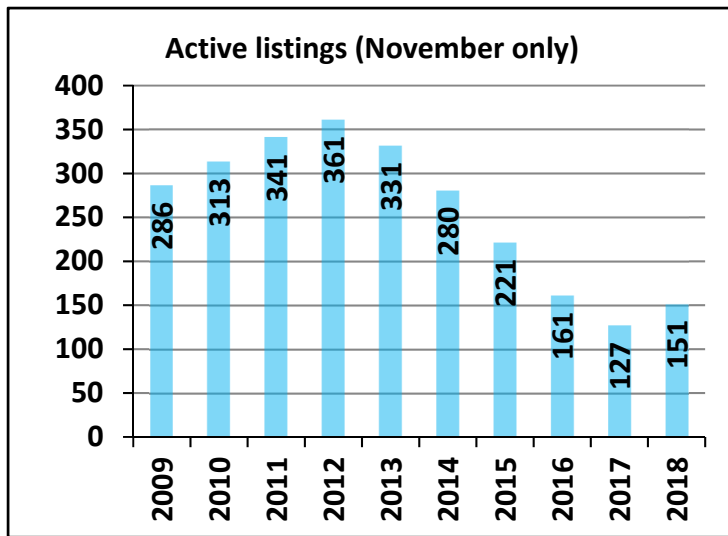
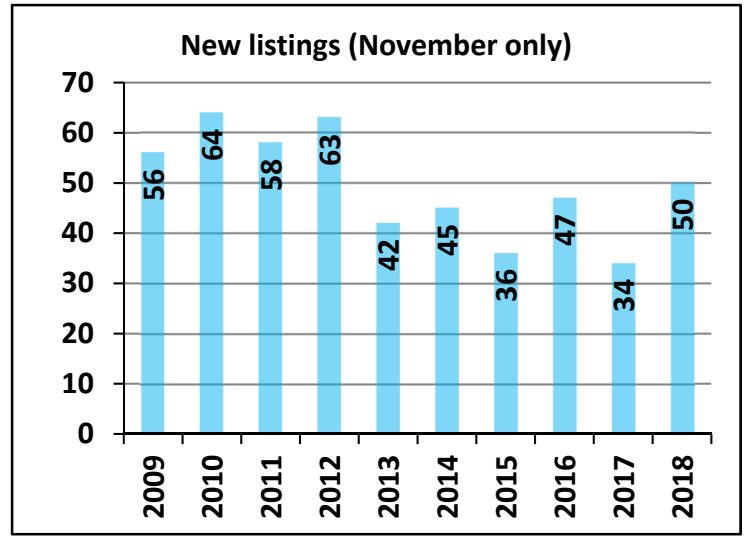
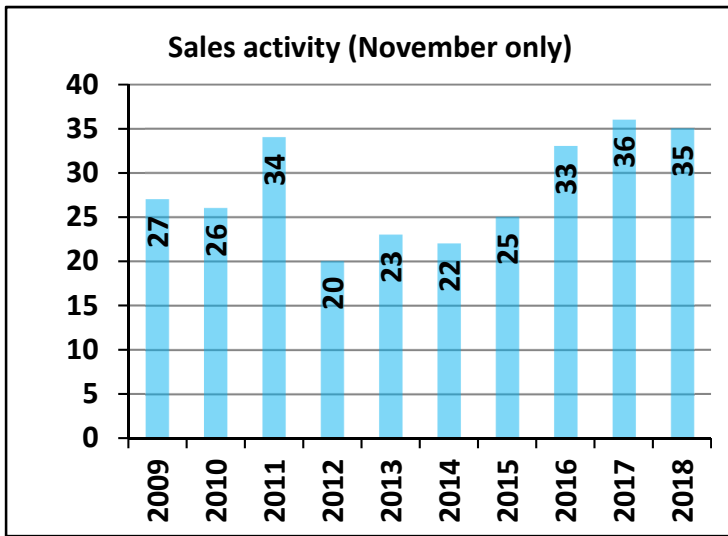
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

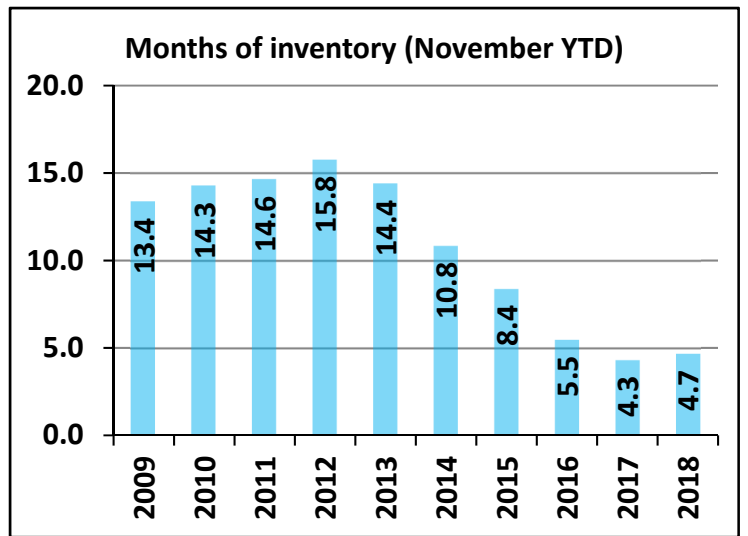
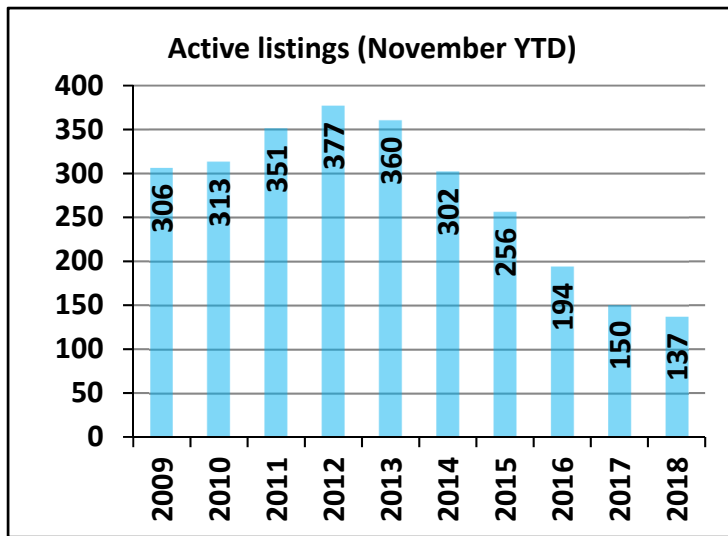
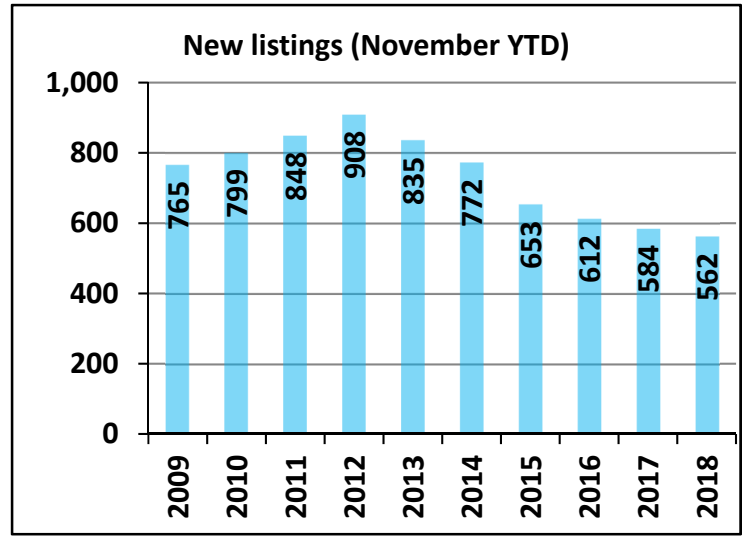
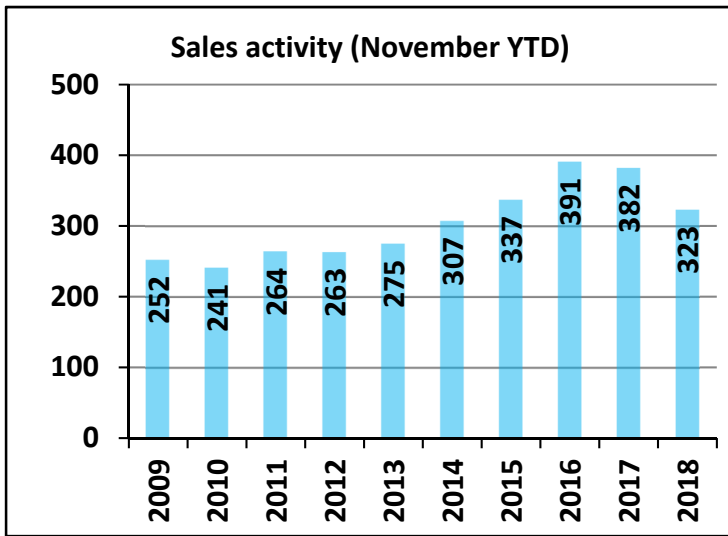
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	<b>35</b>	-2.8	6.1	40.0	52.2	2.9	288.9
<b>Dollar Volume</b>	<b>\$28,557,800</b>	33.2	24.0	157.8	250.8	124.5	842.2
<b>New Listings</b>	<b>50</b>	47.1	6.4	38.9	19.0	-13.8	-19.4
<b>Active Listings</b>	<b>151</b>	18.9	-6.2	-31.7	-54.4	-55.7	-57.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>70.0</b>	105.9	70.2	69.4	54.8	58.6	14.5
<b>Months of Inventory<sup>2</sup></b>	<b>4.3</b>	3.5	4.9	8.8	14.4	10.0	39.9
<b>Average Price</b>	<b>\$815,937</b>	37.0	16.9	84.2	130.5	118.1	142.3

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	<b>323</b>	-15.4	-17.4	-4.2	17.5	22.3	64.0
<b>Dollar Volume</b>	<b>\$218,900,376</b>	-6.8	9.2	34.7	90.2	102.0	203.3
<b>New Listings</b>	<b>562</b>	-3.8	-8.2	-13.9	-32.7	-33.7	-33.5
<b>Active Listings<sup>3</sup></b>	<b>137</b>	-8.7	-29.4	-46.5	-61.9	-61.0	-56.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>57.5</b>	65.4	63.9	51.6	32.9	31.1	23.3
<b>Months of Inventory<sup>5</sup></b>	<b>4.7</b>	4.3	5.5	8.4	14.4	14.6	17.4
<b>Average Price</b>	<b>\$677,710</b>	10.2	32.2	40.6	61.9	65.1	85.0

<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

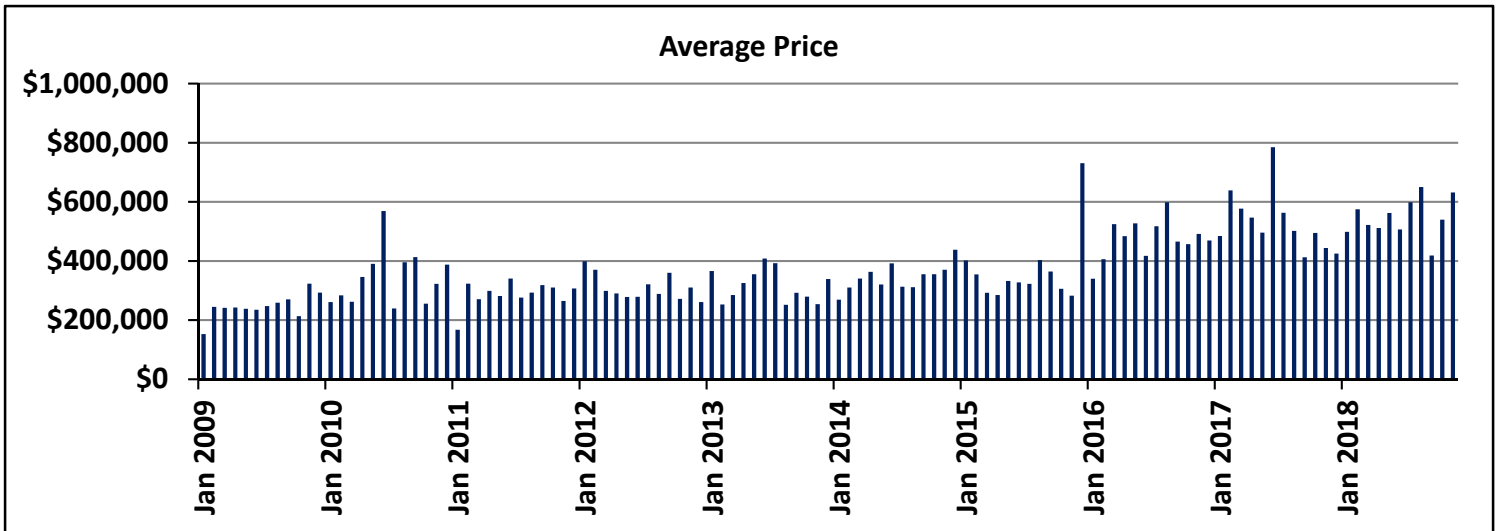
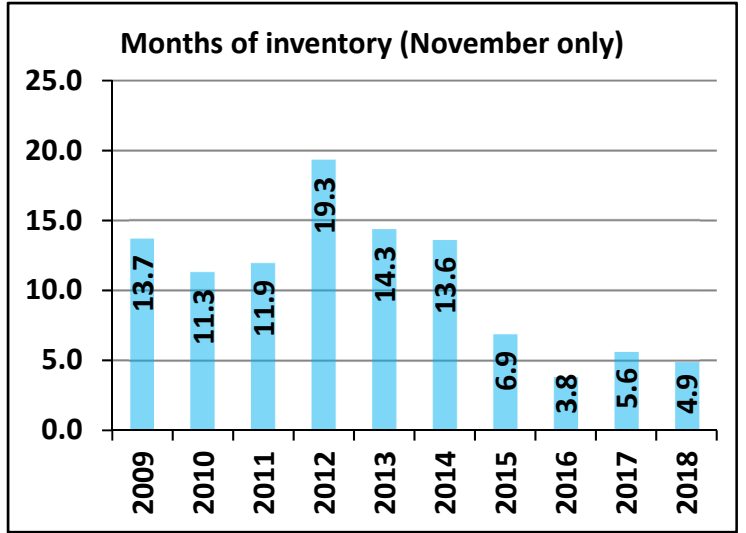
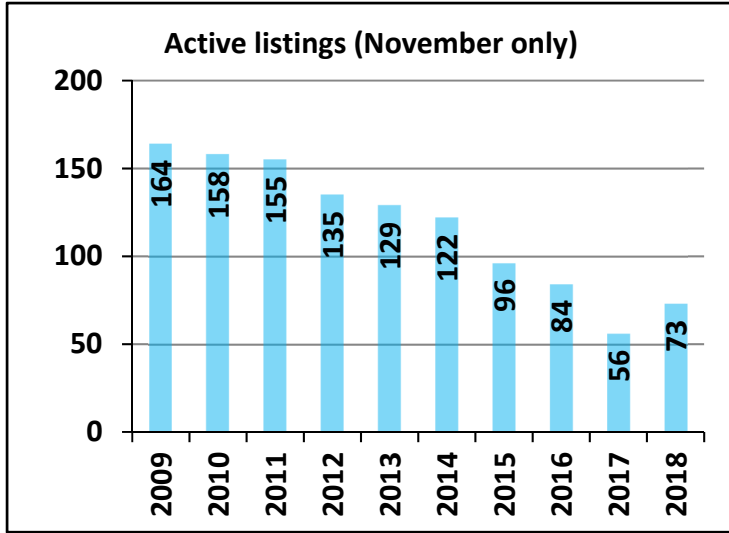
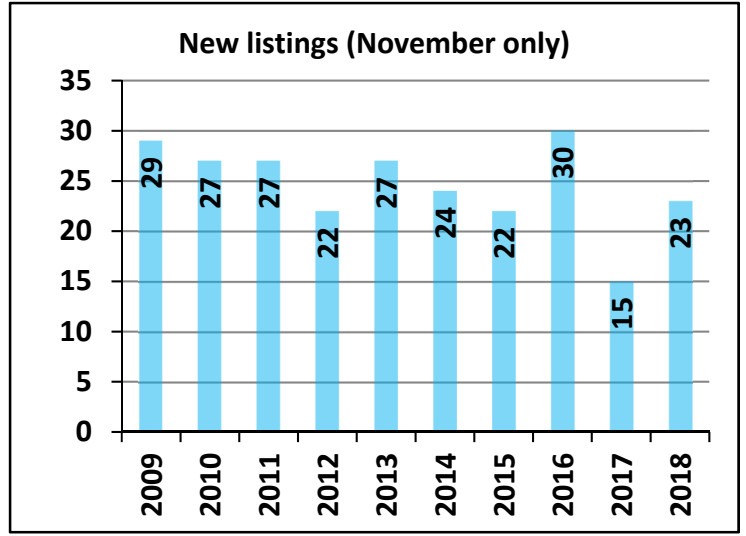
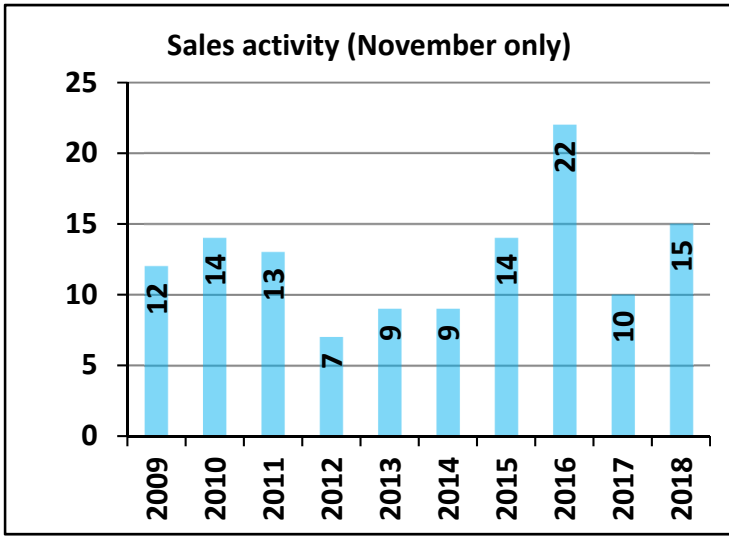
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



# Clearview

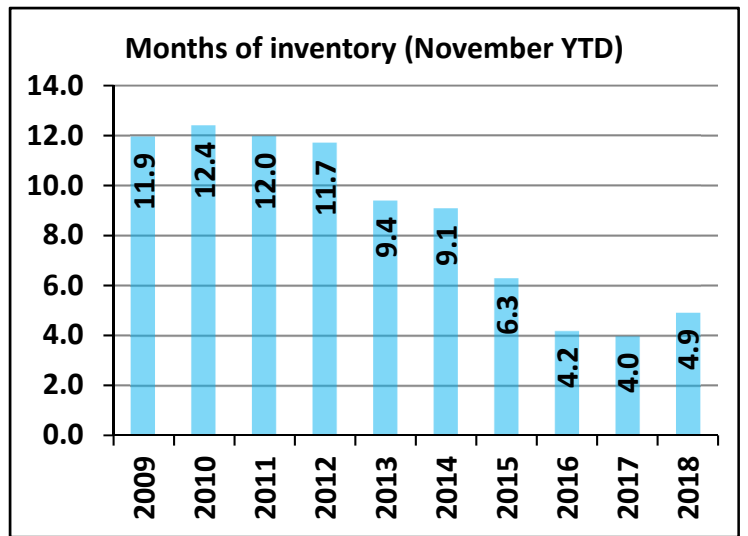
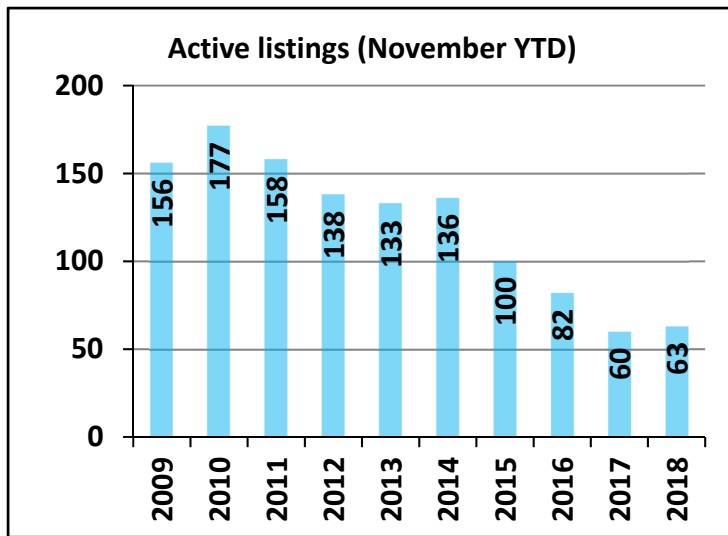
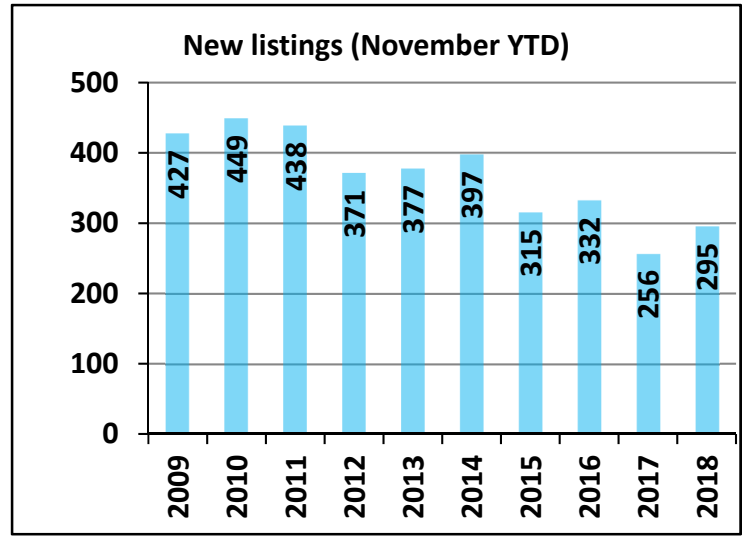
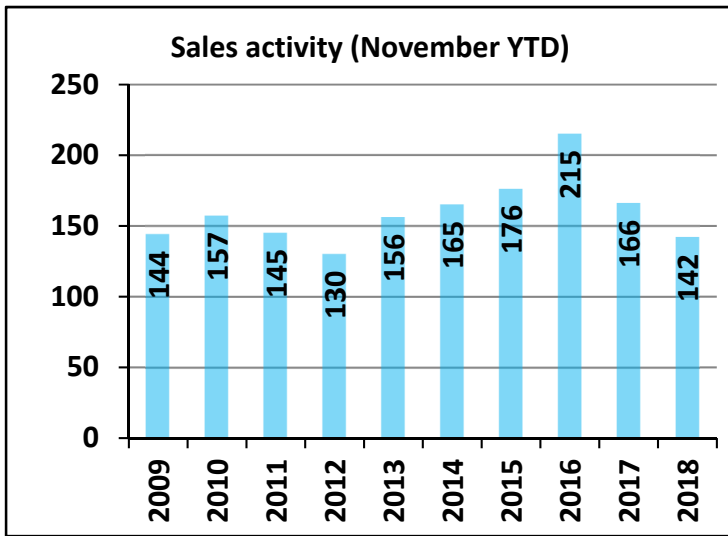
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	<b>15</b>	50.0	-31.8	7.1	66.7	15.4	87.5
<b>Dollar Volume</b>	<b>\$9,475,500</b>	113.5	-12.4	139.4	314.6	175.6	474.8
<b>New Listings</b>	<b>23</b>	53.3	-23.3	4.5	-14.8	-14.8	-25.8
<b>Active Listings</b>	<b>73</b>	30.4	-13.1	-24.0	-43.4	-52.9	-51.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>65.2</b>	66.7	73.3	63.6	33.3	48.1	25.8
<b>Months of Inventory<sup>2</sup></b>	<b>4.9</b>	5.6	3.8	6.9	14.3	11.9	18.6
<b>Average Price</b>	<b>\$631,700</b>	42.3	28.5	123.4	148.8	138.9	206.6

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	<b>142</b>	-14.5	-34.0	-19.3	-9.0	-2.1	-6.6
<b>Dollar Volume</b>	<b>\$77,298,012</b>	-14.5	-25.8	33.1	52.9	83.6	82.1
<b>New Listings</b>	<b>295</b>	15.2	-11.1	-6.3	-21.8	-32.6	-33.6
<b>Active Listings<sup>3</sup></b>	<b>63</b>	5.0	-23.2	-37.0	-52.6	-60.1	-54.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>48.1</b>	64.8	64.8	55.9	41.4	33.1	34.2
<b>Months of Inventory<sup>5</sup></b>	<b>4.9</b>	4.0	4.2	6.3	9.4	12.0	10.0
<b>Average Price</b>	<b>\$544,352</b>	0.0	12.3	64.9	67.9	87.5	94.9

<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

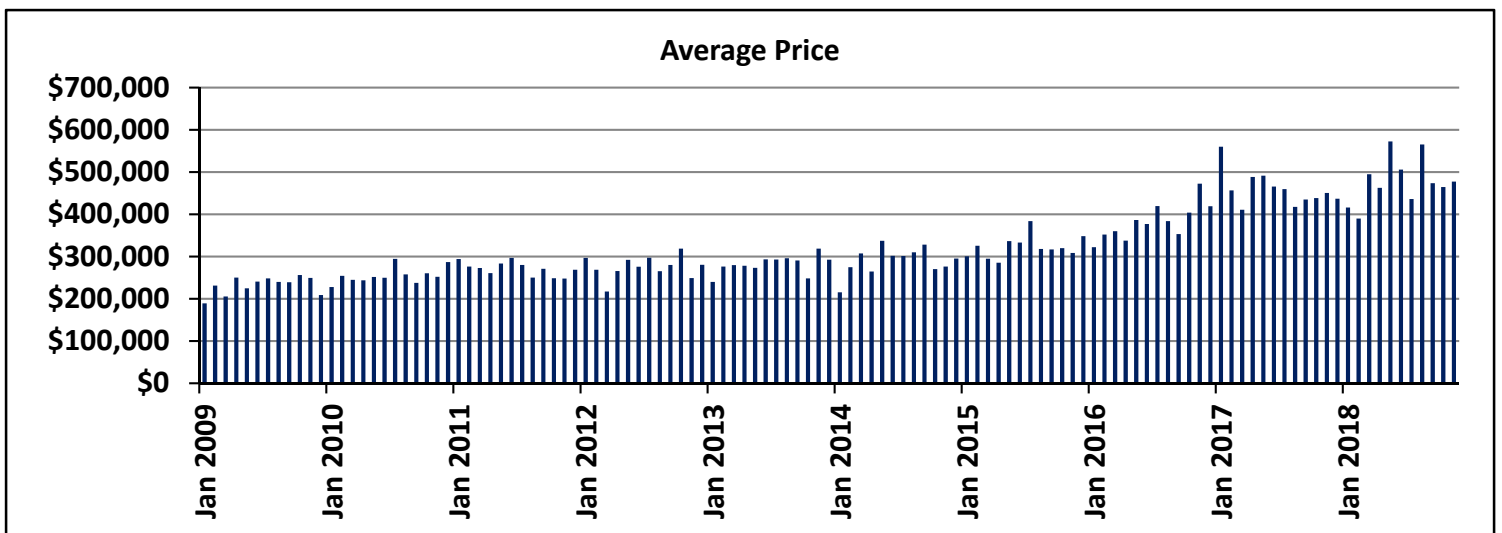
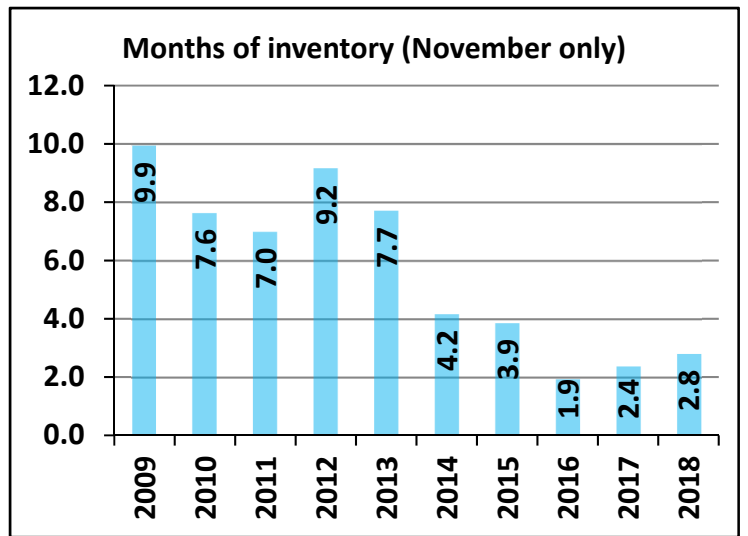
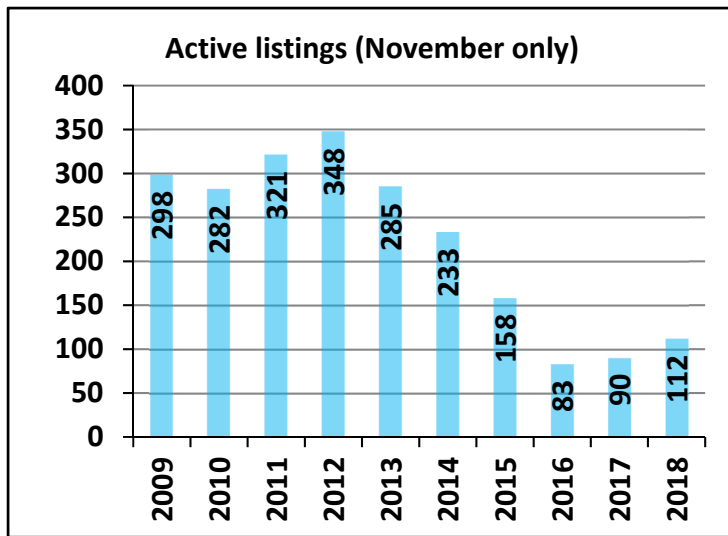
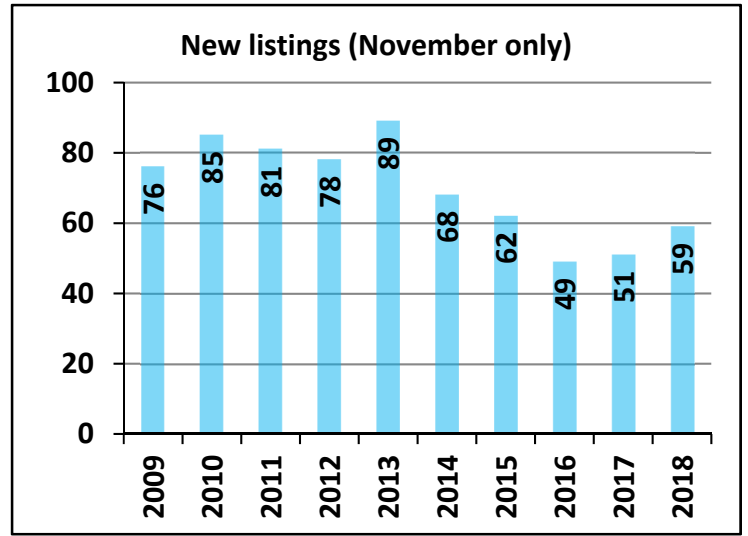
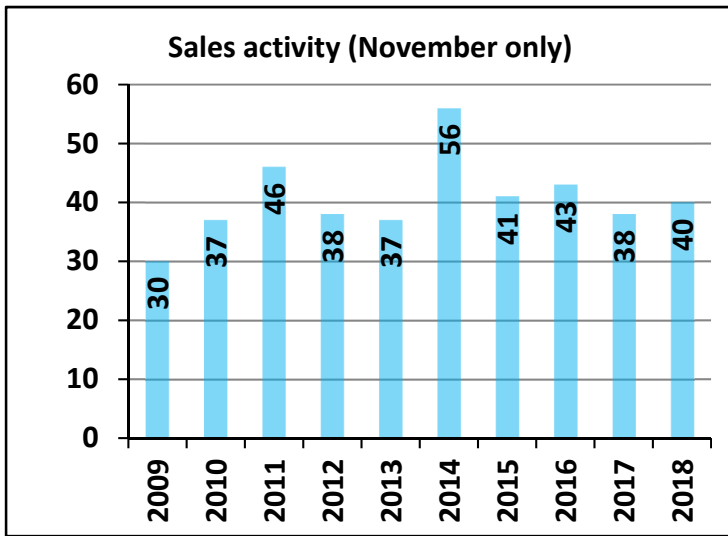
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

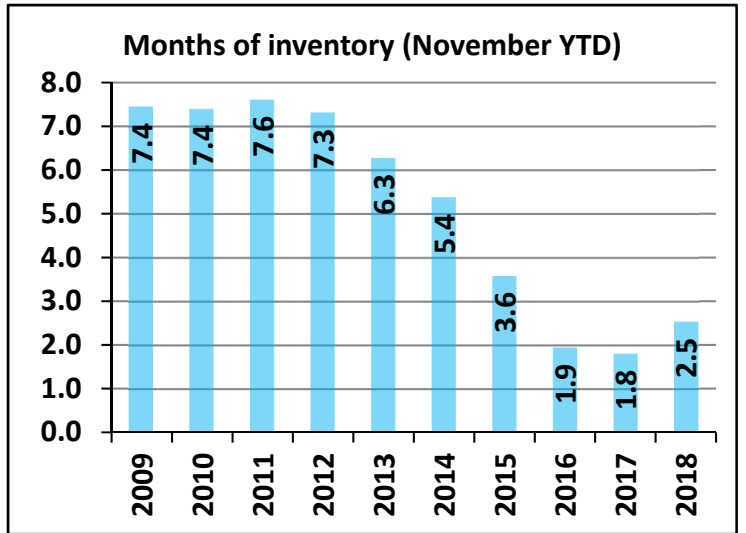
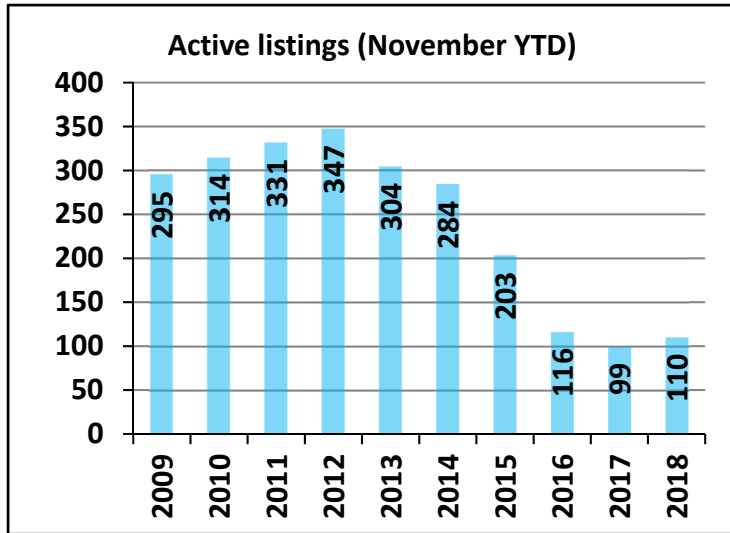
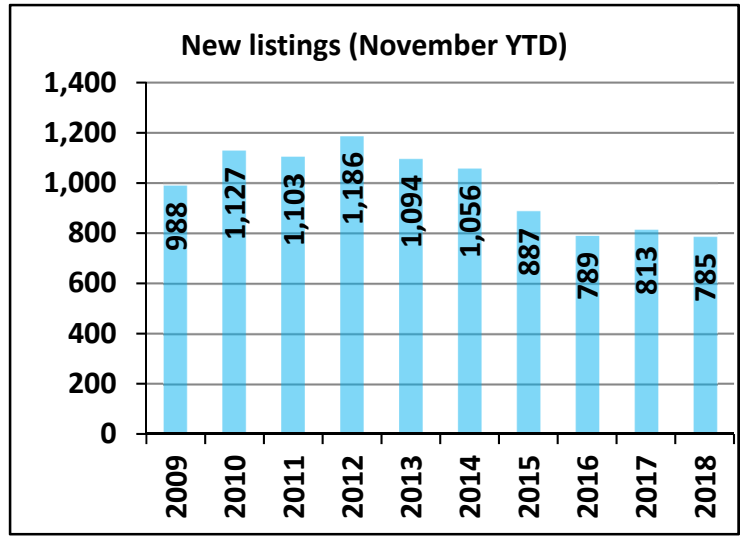
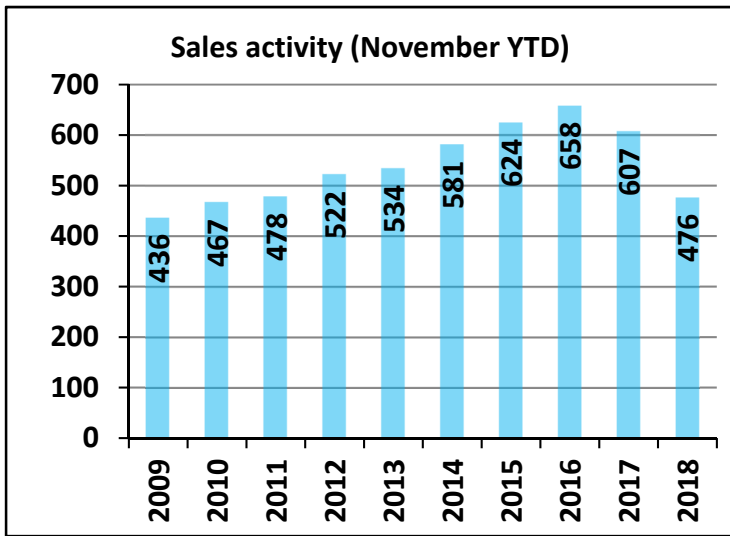
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	40	5.3	-7.0	-2.4	8.1	-13.0	100.0
<b>Dollar Volume</b>	\$19,091,137	11.6	-6.0	51.1	62.0	67.5	362.3
<b>New Listings</b>	59	15.7	20.4	-4.8	-33.7	-27.2	-11.9
<b>Active Listings</b>	112	24.4	34.9	-29.1	-60.7	-65.1	-62.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	67.8	74.5	87.8	66.1	41.6	56.8	29.9
<b>Months of Inventory<sup>2</sup></b>	2.8	2.4	1.9	3.9	7.7	7.0	14.9
<b>Average Price</b>	\$477,278	6.0	1.1	54.8	49.9	92.6	131.2

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	476	-21.6	-27.7	-23.7	-10.9	-0.4	17.0
<b>Dollar Volume</b>	\$230,711,374	-16.8	-7.4	14.1	53.9	78.5	136.1
<b>New Listings</b>	785	-3.4	-0.5	-11.5	-28.2	-28.8	-24.6
<b>Active Listings<sup>3</sup></b>	110	11.1	-5.2	-45.8	-63.8	-66.8	-63.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	60.6	74.7	83.4	70.3	48.8	43.3	39.1
<b>Months of Inventory<sup>5</sup></b>	2.5	1.8	1.9	3.6	6.3	7.6	8.1
<b>Average Price</b>	\$484,688	6.0	28.0	49.6	72.7	79.2	101.8

<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

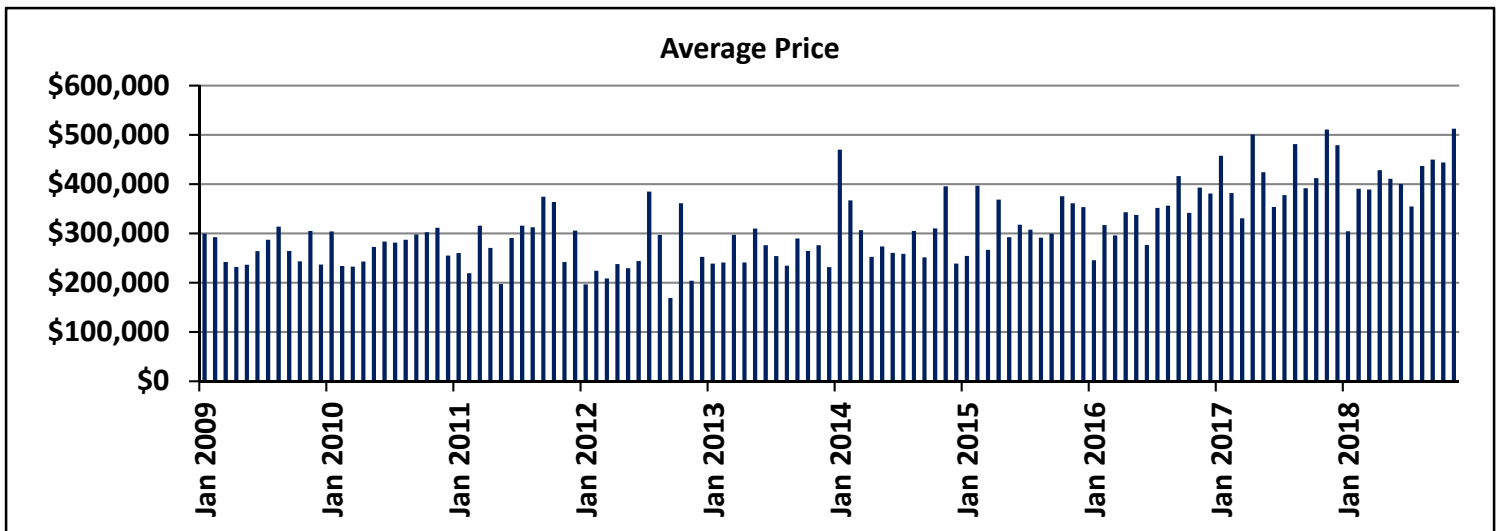
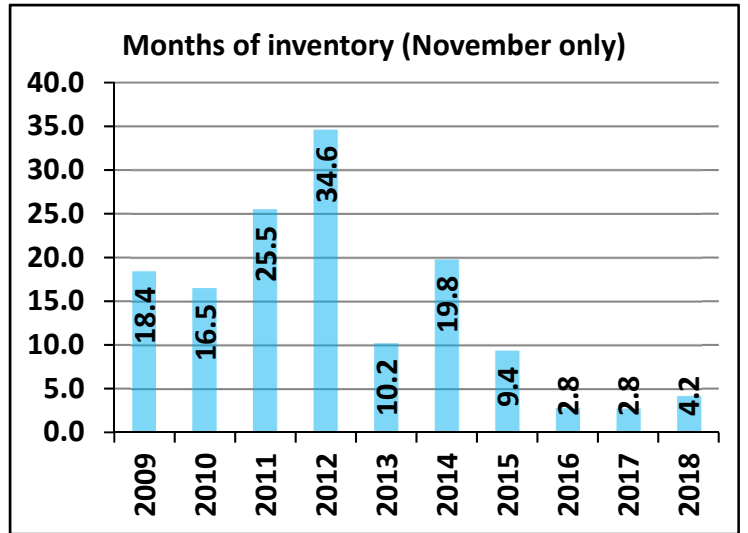
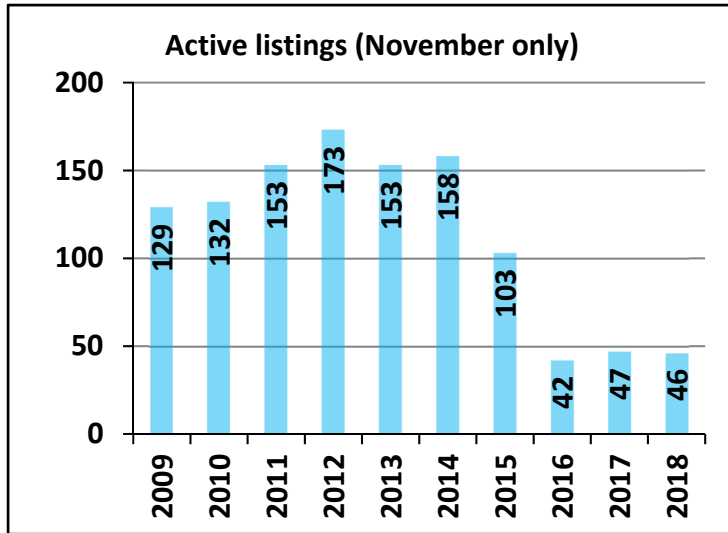
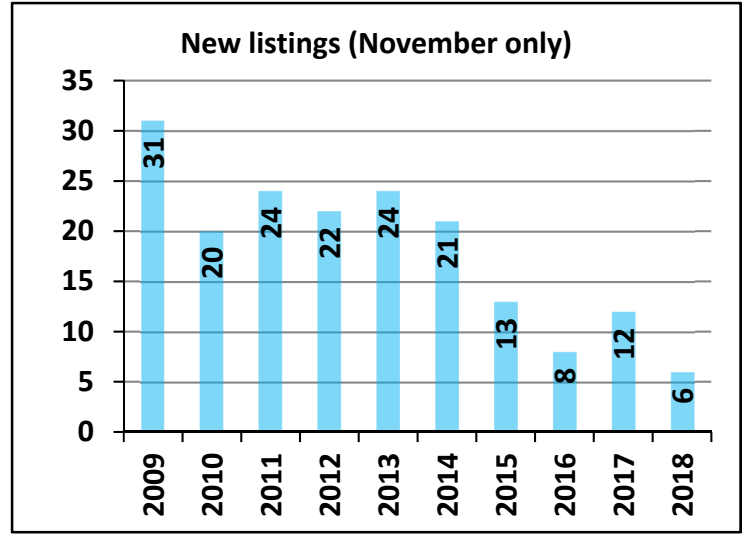
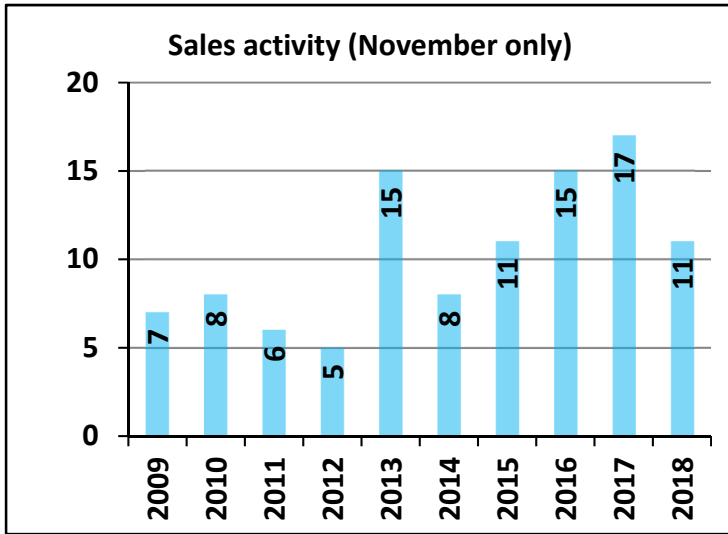
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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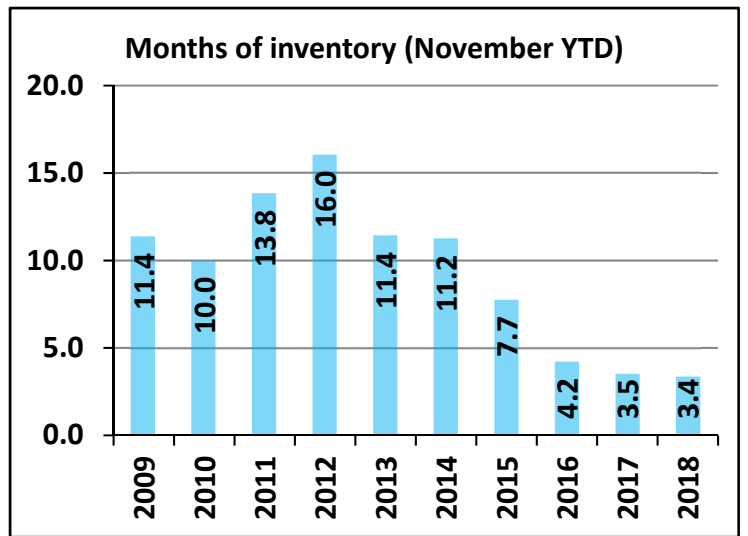
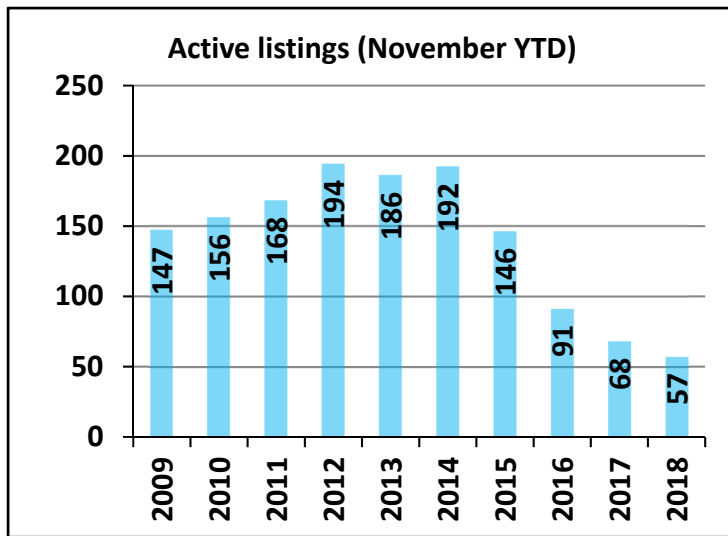
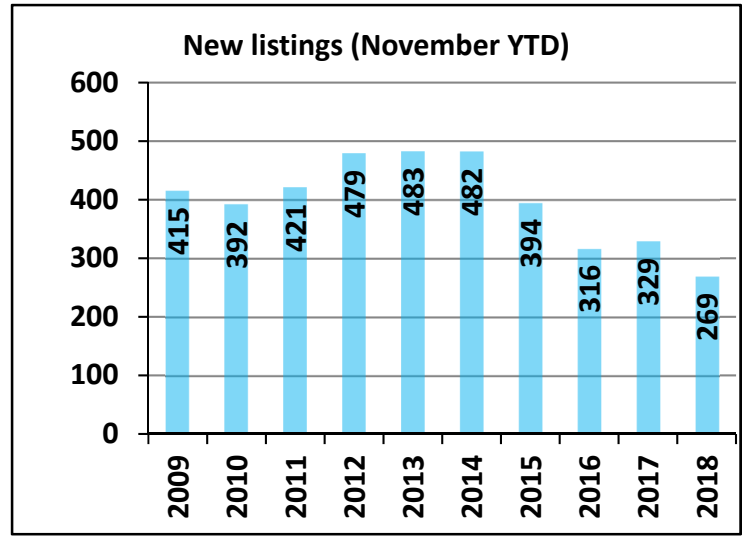
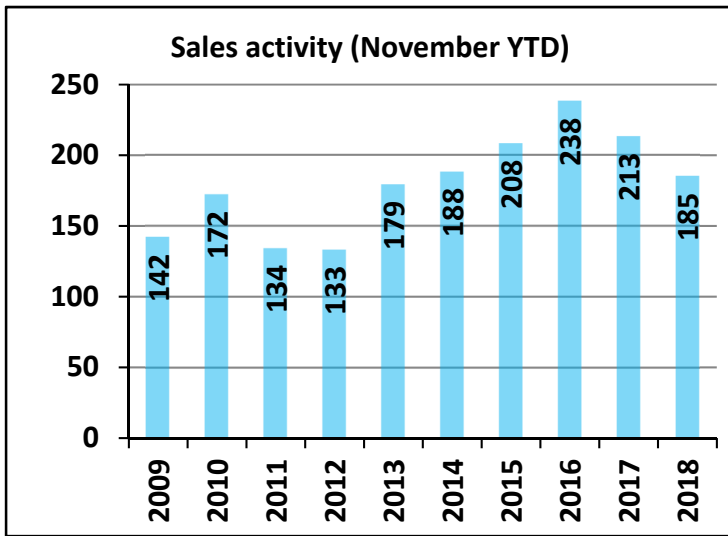
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity





# Meaford (Muni)

## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	<b>11</b>	-35.3	-26.7	0.0	-26.7	83.3	10.0
<b>Dollar Volume</b>	<b>\$5,637,000</b>	-35.1	-4.4	42.0	36.2	288.2	111.8
<b>New Listings</b>	<b>6</b>	-50.0	-25.0	-53.8	-75.0	-75.0	-60.0
<b>Active Listings</b>	<b>46</b>	-2.1	9.5	-55.3	-69.9	-69.9	-62.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>183.3</b>	141.7	187.5	84.6	62.5	25.0	66.7
<b>Months of Inventory<sup>2</sup></b>	<b>4.2</b>	2.8	2.8	9.4	10.2	25.5	12.2
<b>Average Price</b>	<b>\$512,455</b>	0.3	30.4	42.0	85.8	111.8	92.5

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	<b>185</b>	-13.1	-22.3	-11.1	3.4	38.1	-0.5
<b>Dollar Volume</b>	<b>\$77,080,605</b>	-12.5	-4.5	16.7	60.6	93.2	68.5
<b>New Listings</b>	<b>269</b>	-18.2	-14.9	-31.7	-44.3	-36.1	-30.1
<b>Active Listings<sup>3</sup></b>	<b>57</b>	-16.2	-37.4	-61.0	-69.4	-66.1	-52.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>68.8</b>	64.7	75.3	52.8	37.1	31.8	48.3
<b>Months of Inventory<sup>5</sup></b>	<b>3.4</b>	3.5	4.2	7.7	11.4	13.8	7.1
<b>Average Price</b>	<b>\$416,652</b>	0.7	22.8	31.2	55.4	40.0	69.4

<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

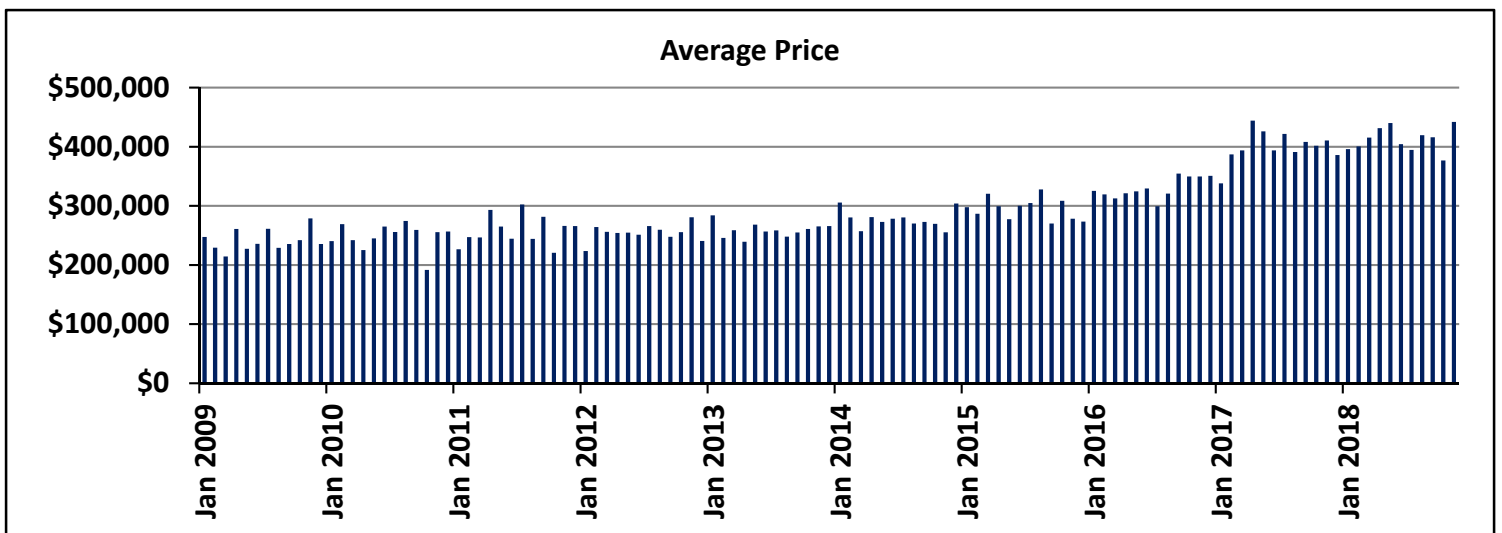
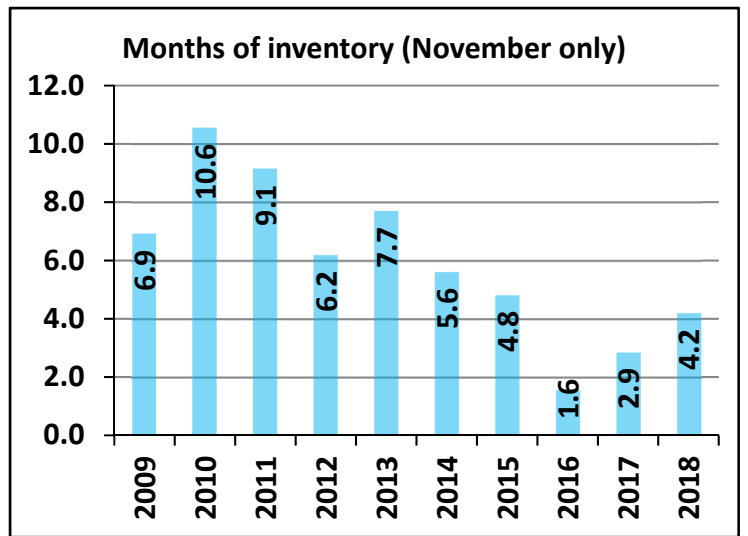
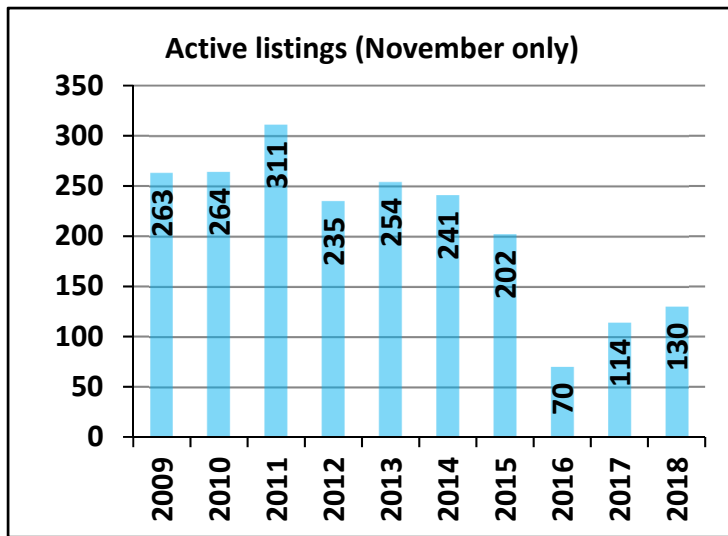
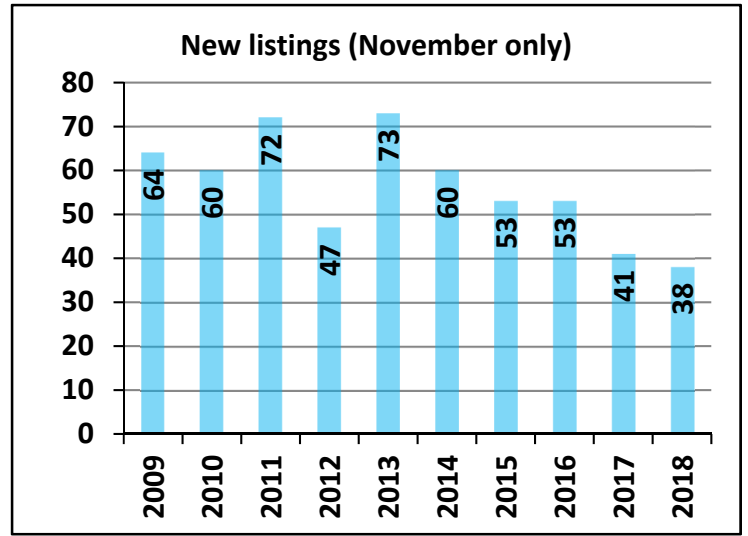
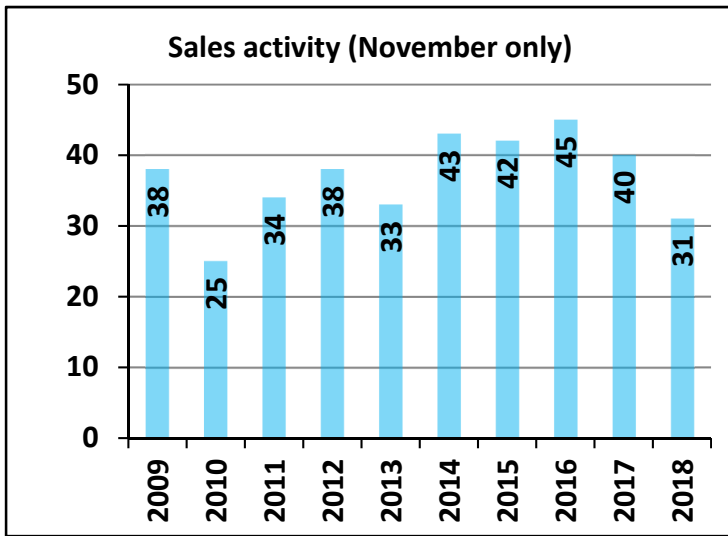
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

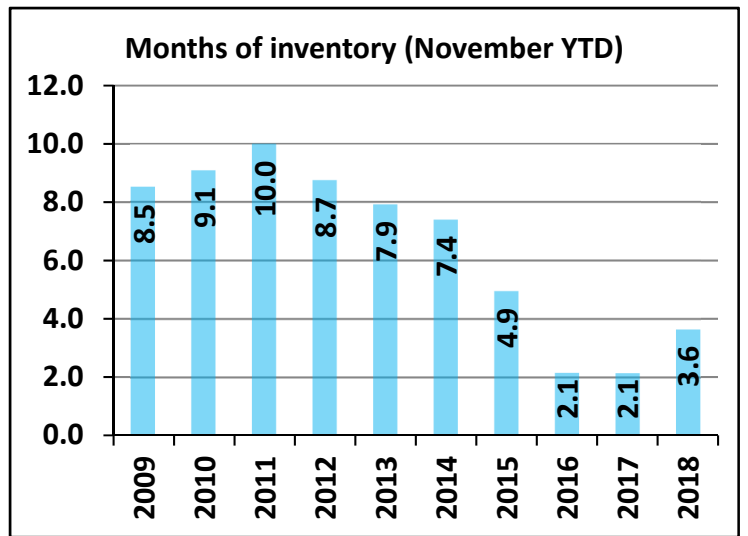
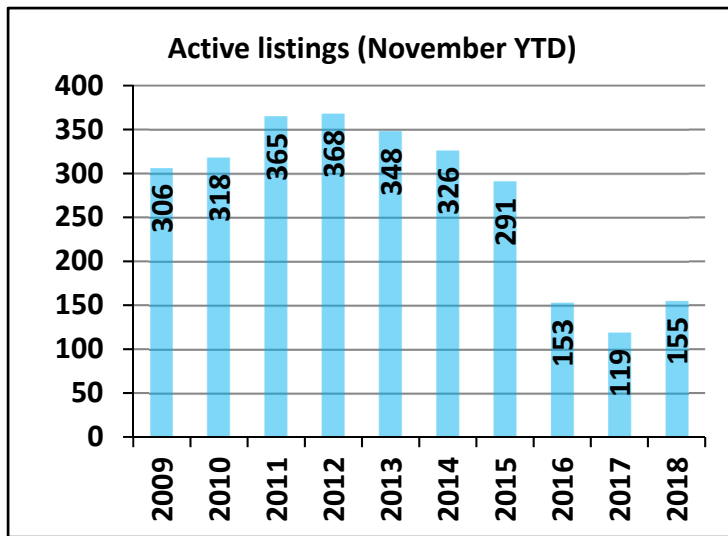
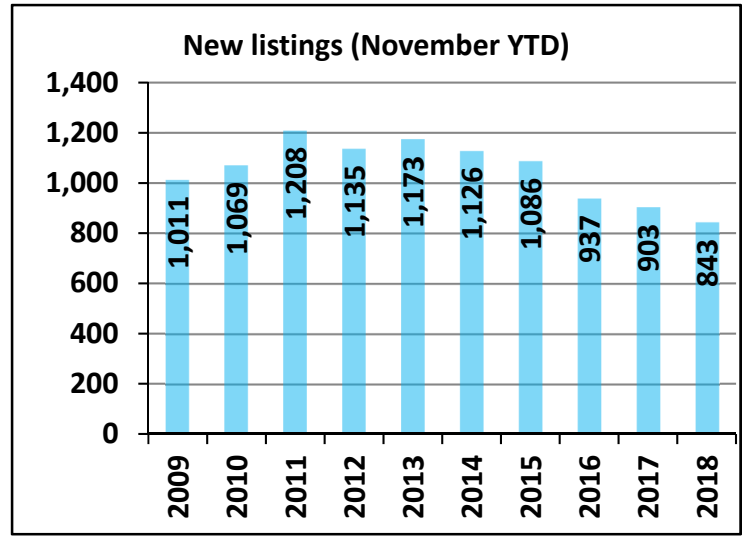
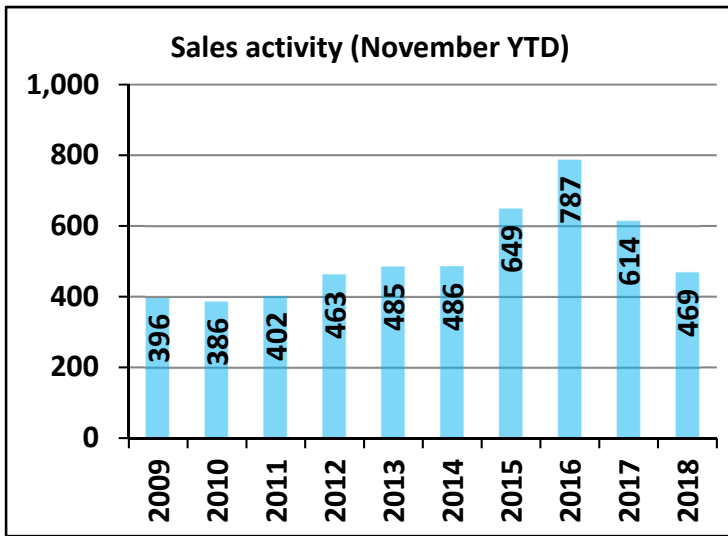
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
<b>Sales Activity</b>	<b>31</b>	-22.5	-31.1	-26.2	-6.1	-8.8	72.2
<b>Dollar Volume</b>	<b>\$13,694,000</b>	-16.6	-12.9	17.2	56.6	51.4	245.4
<b>New Listings</b>	<b>38</b>	-7.3	-28.3	-28.3	-47.9	-47.2	-33.3
<b>Active Listings</b>	<b>130</b>	14.0	85.7	-35.6	-48.8	-58.2	-46.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>81.6</b>	97.6	84.9	79.2	45.2	47.2	31.6
<b>Months of Inventory<sup>2</sup></b>	<b>4.2</b>	2.9	1.6	4.8	7.7	9.1	13.6
<b>Average Price</b>	<b>\$441,742</b>	7.6	26.4	58.8	66.7	66.0	100.6

Year-to-date	November 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2017 YTD	November 2016 YTD	November 2015 YTD	November 2013 YTD	November 2011 YTD	November 2008 YTD
<b>Sales Activity</b>	<b>469</b>	-23.6	-40.4	-27.7	-3.3	16.7	19.9
<b>Dollar Volume</b>	<b>\$194,444,798</b>	-22.0	-24.3	0.9	55.8	85.8	107.4
<b>New Listings</b>	<b>843</b>	-6.6	-10.0	-22.4	-28.1	-30.2	-14.8
<b>Active Listings<sup>3</sup></b>	<b>155</b>	30.3	1.3	-46.7	-55.5	-57.5	-44.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>55.6</b>	68.0	84.0	59.8	41.3	33.3	39.5
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	2.1	2.1	4.9	7.9	10.0	7.8
<b>Average Price</b>	<b>\$414,594</b>	2.1	27.0	39.6	61.1	59.2	72.9

<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