



## Western District

## Residential Market Activity

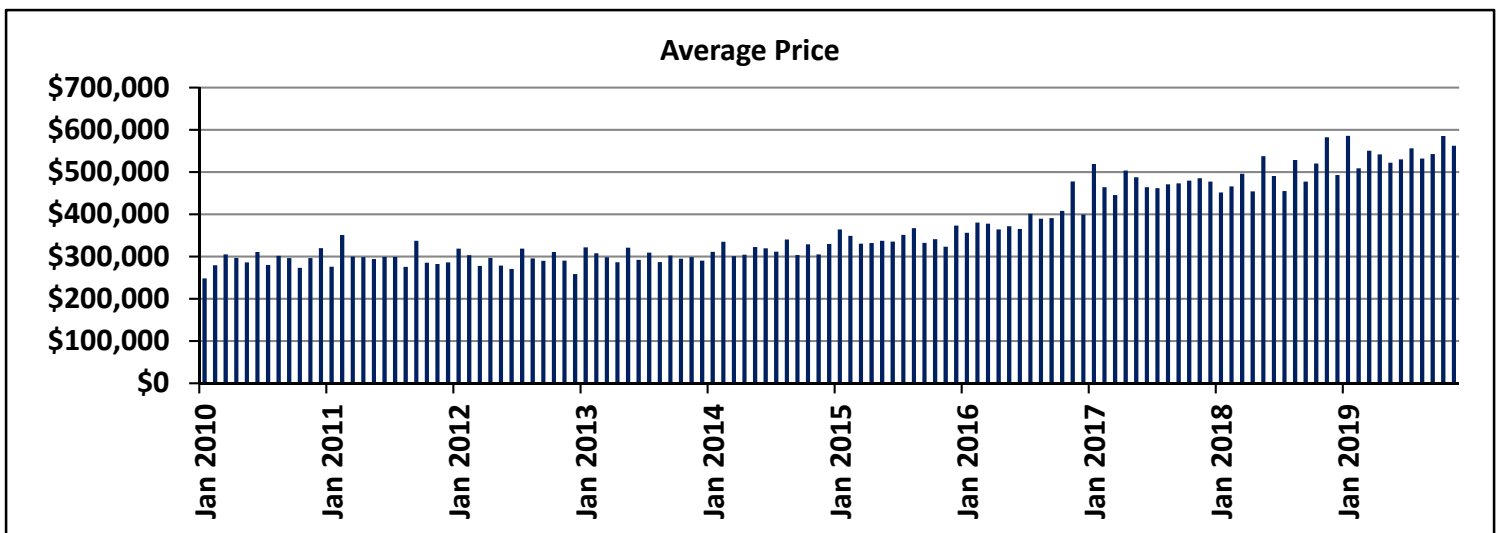
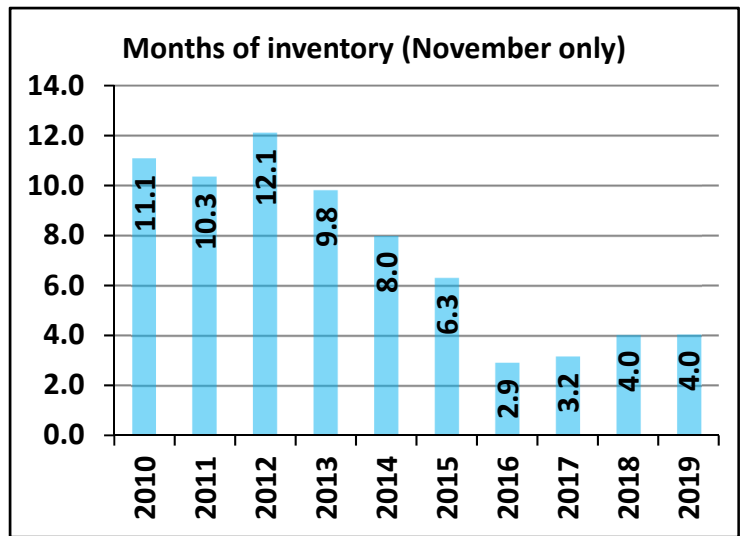
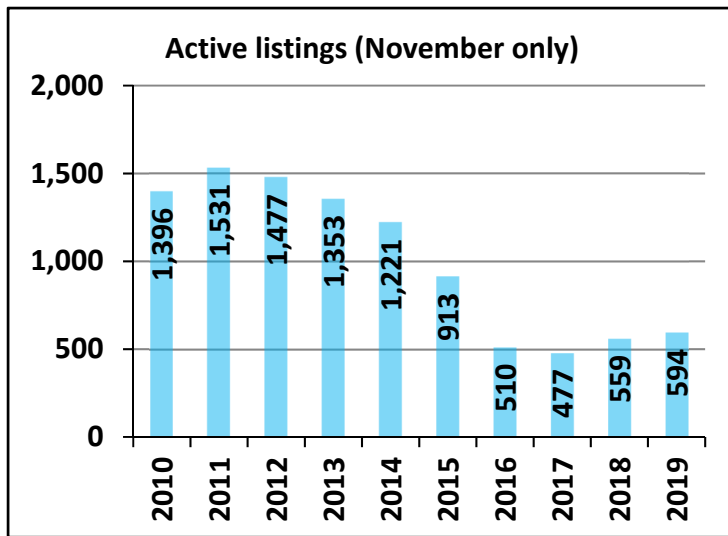
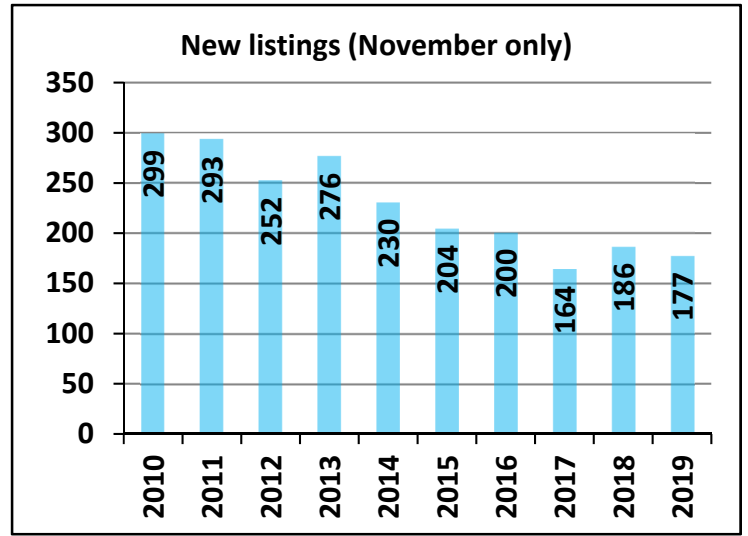
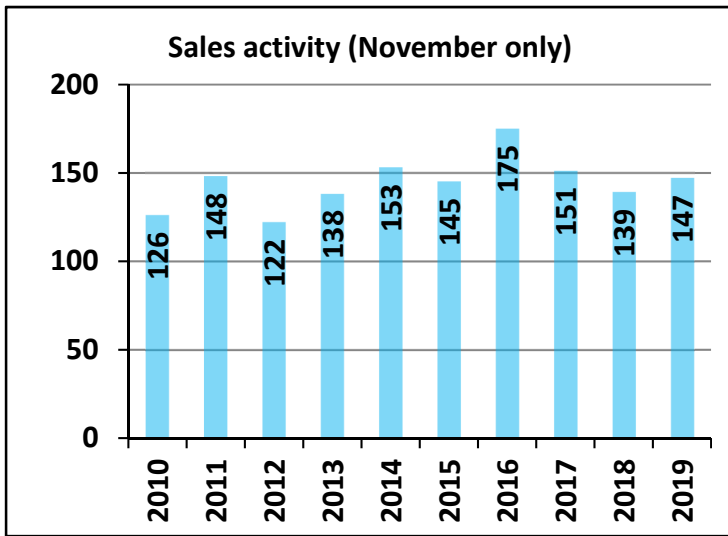
November 2019



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

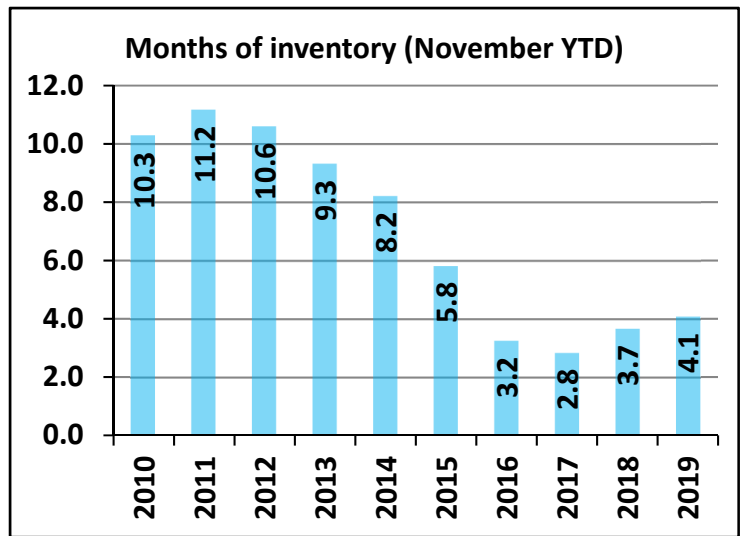
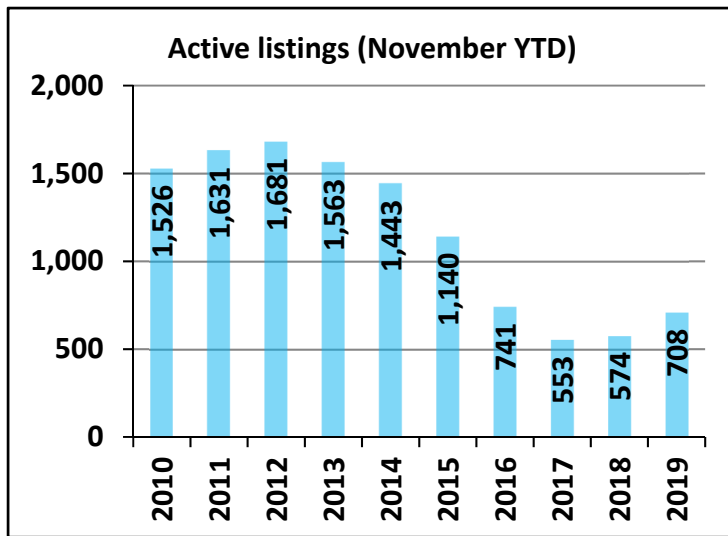
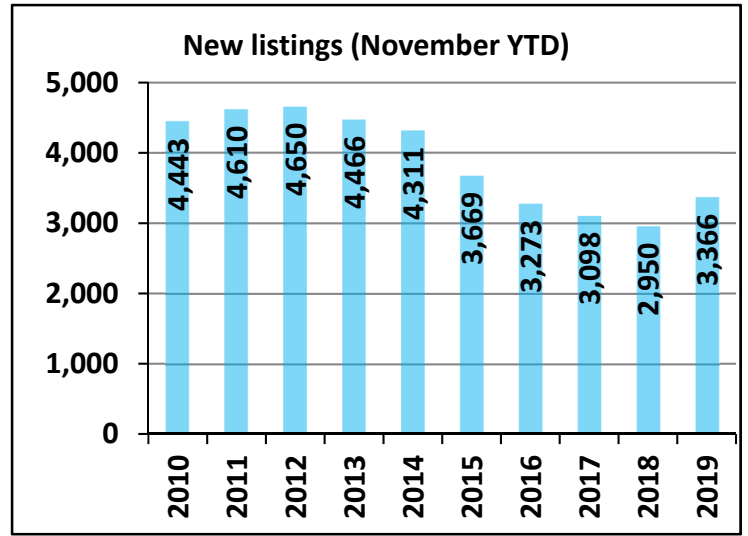
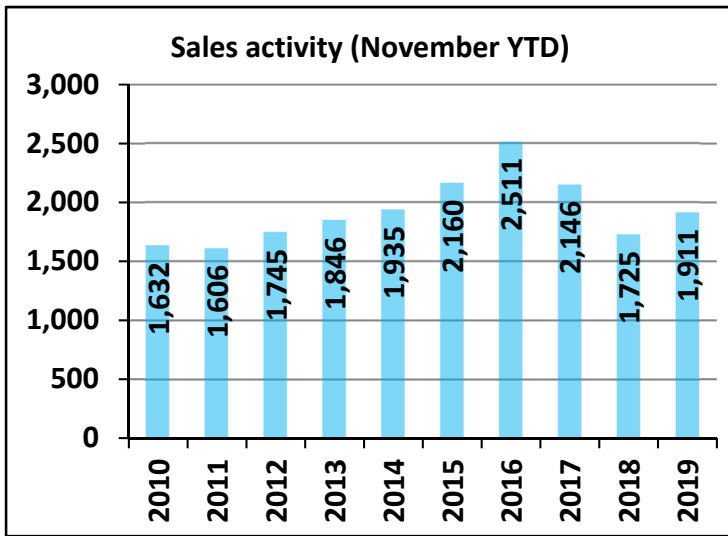
# Western District

## Residential Market Activity



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## Residential Market Activity



# Western District

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Sales Activity</b>	147	5.8	-2.6	-16.0	-3.9	20.5	16.7
<b>Dollar Volume</b>	\$82,638,871	2.1	12.8	-1.1	77.2	133.5	117.4
<b>New Listings</b>	177	-4.8	7.9	-11.5	-23.0	-29.8	-40.2
<b>Active Listings</b>	594	6.3	24.5	16.5	-51.4	-59.8	-55.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	83.1	74.7	92.1	87.5	66.5	48.4	42.6
<b>Months of Inventory<sup>2</sup></b>	4.0	4.0	3.2	2.9	8.0	12.1	10.5
<b>Average Price</b>	\$562,169	-3.5	15.8	17.7	84.5	93.8	86.4

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
<b>Sales Activity</b>	1,911	10.8	-11.0	-23.9	-1.2	9.5	24.3
<b>Dollar Volume</b>	\$1,043,567,561	21.3	2.1	7.2	70.3	102.9	151.4
<b>New Listings</b>	3,366	14.1	8.7	2.8	-21.9	-27.6	-17.5
<b>Active Listings<sup>3</sup></b>	708	23.3	28.0	-4.5	-50.9	-57.9	-49.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	56.8	58.5	69.3	76.7	44.9	37.5	37.7
<b>Months of Inventory<sup>5</sup></b>	4.1	3.7	2.8	3.2	8.2	10.6	10.1
<b>Average Price</b>	\$546,085	9.5	14.7	40.8	72.4	85.2	102.3

<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

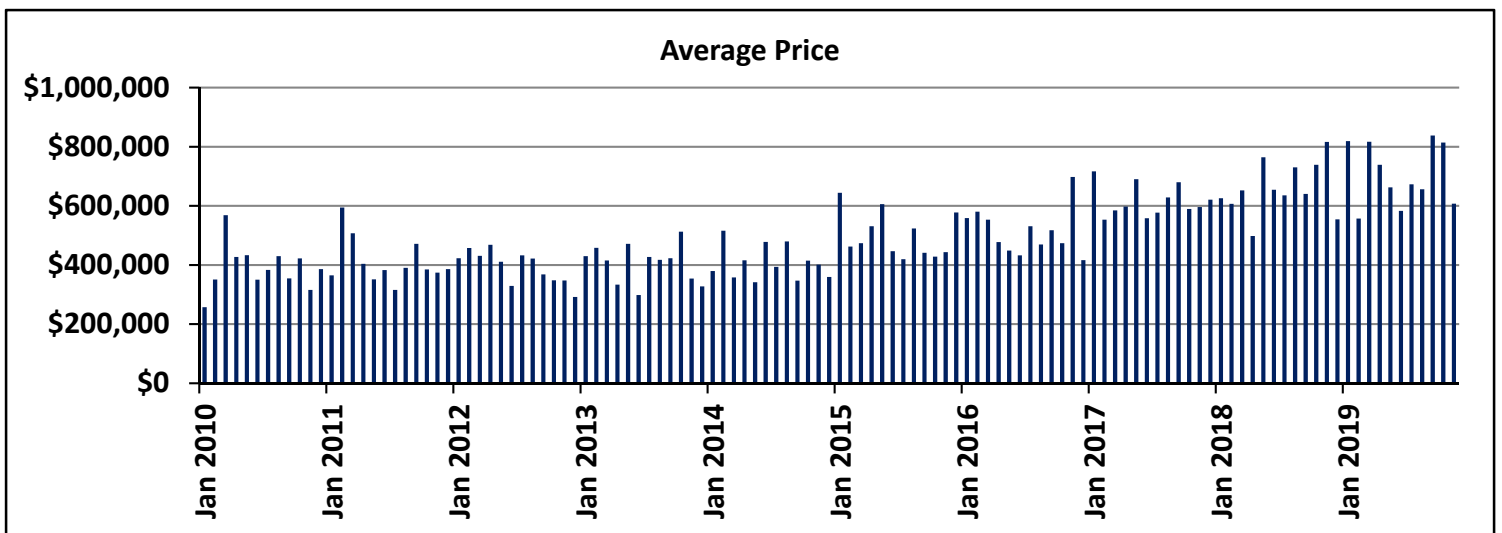
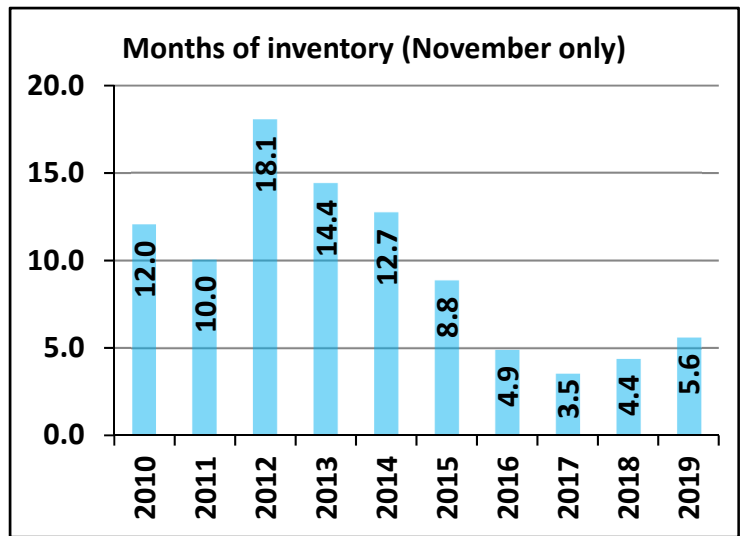
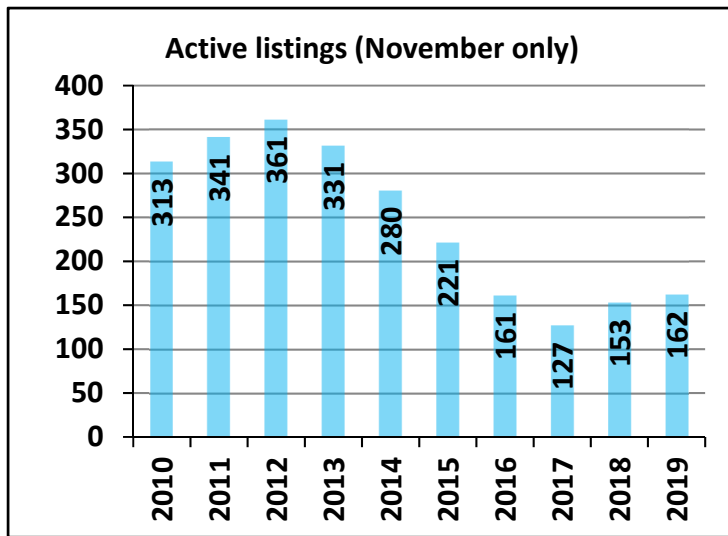
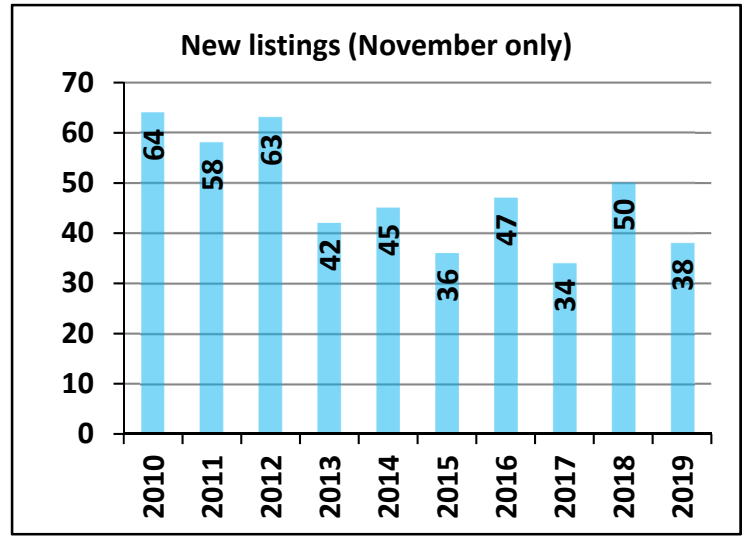
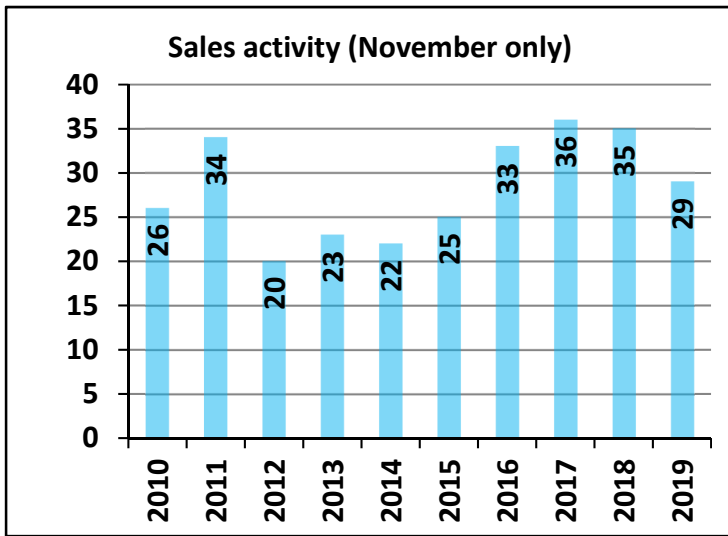
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

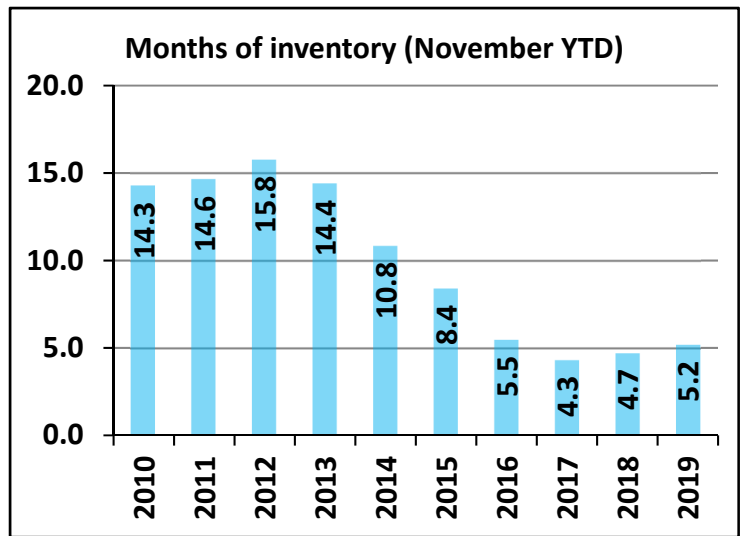
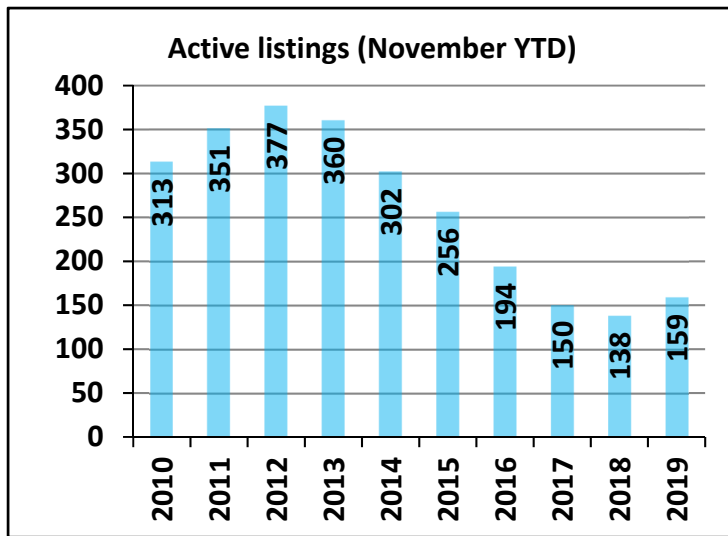
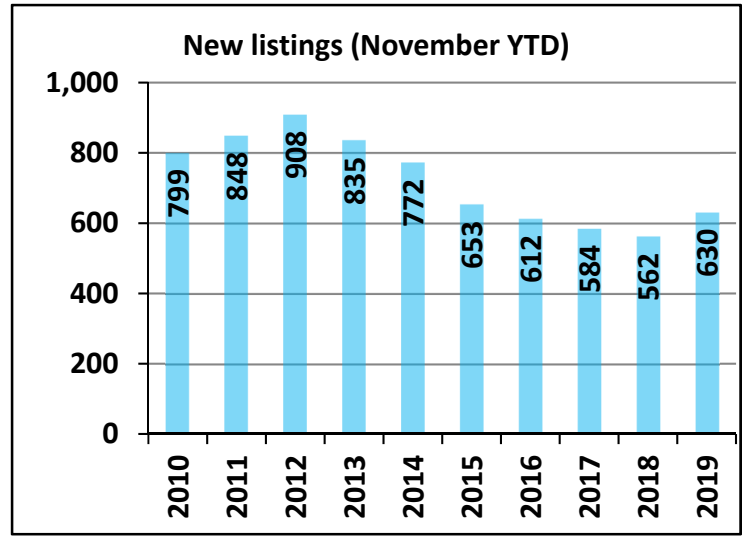
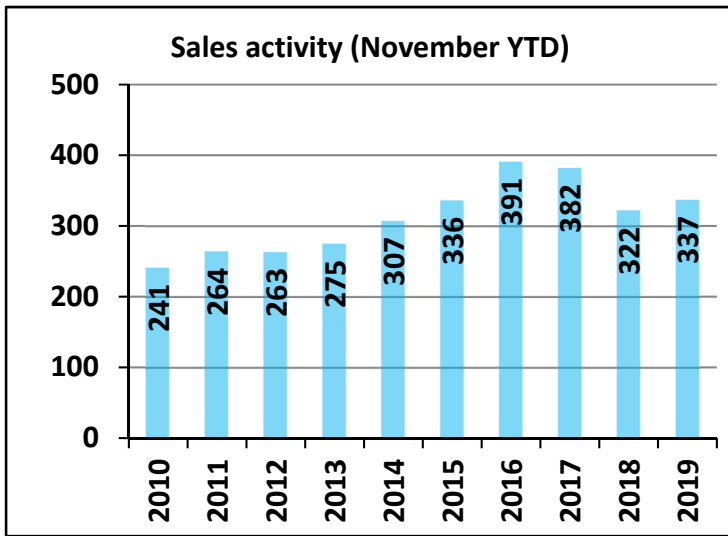
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Sales Activity</b>	<b>29</b>	-17.1	-19.4	-12.1	31.8	45.0	7.4
<b>Dollar Volume</b>	<b>\$17,602,911</b>	-38.4	-17.9	-23.5	99.7	153.3	66.9
<b>New Listings</b>	<b>38</b>	-24.0	11.8	-19.1	-15.6	-39.7	-32.1
<b>Active Listings</b>	<b>162</b>	5.9	27.6	0.6	-42.1	-55.1	-43.4
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>76.3</b>	70.0	105.9	70.2	48.9	31.7	48.2
<b>Months of Inventory<sup>2</sup></b>	<b>5.6</b>	4.4	3.5	4.9	12.7	18.1	10.6
<b>Average Price</b>	<b>\$606,997</b>	-25.6	1.9	-13.0	51.5	74.7	55.4

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
<b>Sales Activity</b>	<b>337</b>	4.7	-11.8	-13.8	9.8	28.1	33.7
<b>Dollar Volume</b>	<b>\$240,640,212</b>	10.1	2.4	20.0	92.0	128.8	156.0
<b>New Listings</b>	<b>630</b>	12.1	7.9	2.9	-18.4	-30.6	-17.6
<b>Active Listings<sup>3</sup></b>	<b>159</b>	15.2	6.0	-18.0	-47.4	-57.8	-48.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>53.5</b>	57.3	65.4	63.9	39.8	29.0	32.9
<b>Months of Inventory<sup>5</sup></b>	<b>5.2</b>	4.7	4.3	5.5	10.8	15.8	13.4
<b>Average Price</b>	<b>\$714,066</b>	5.2	16.1	39.3	74.9	78.6	91.4

<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

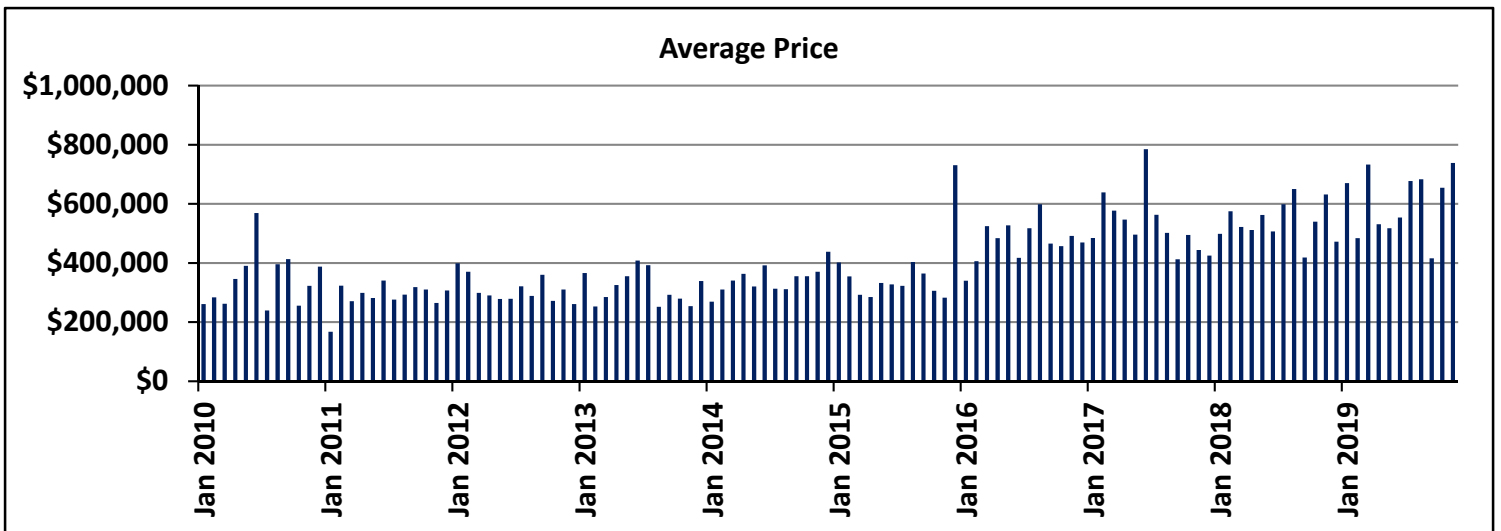
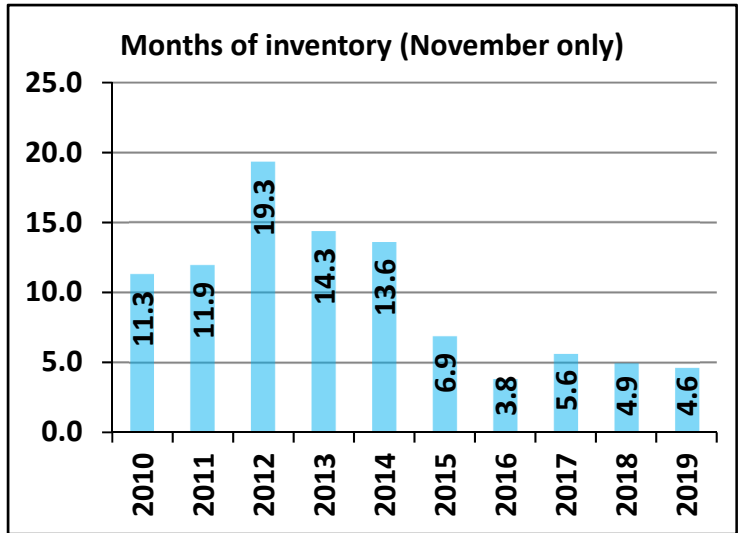
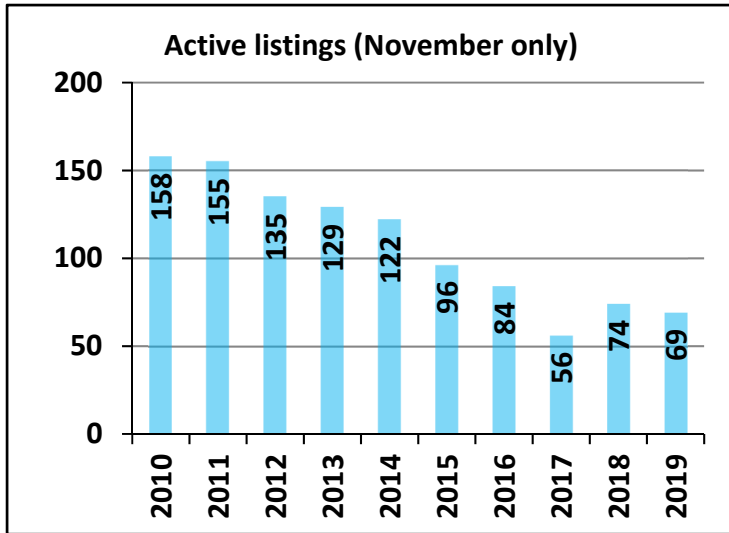
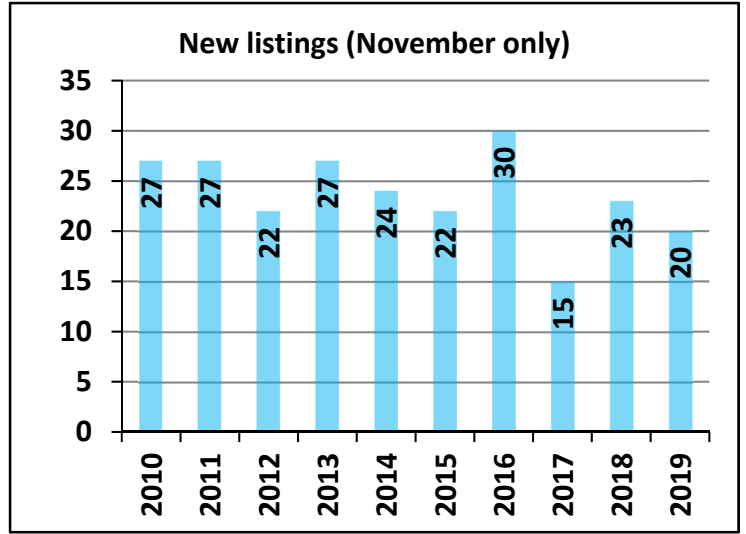
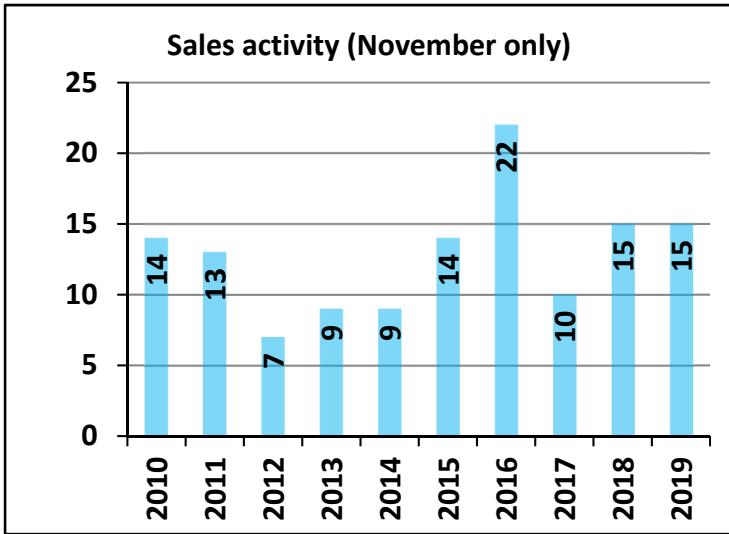
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

# Clearview

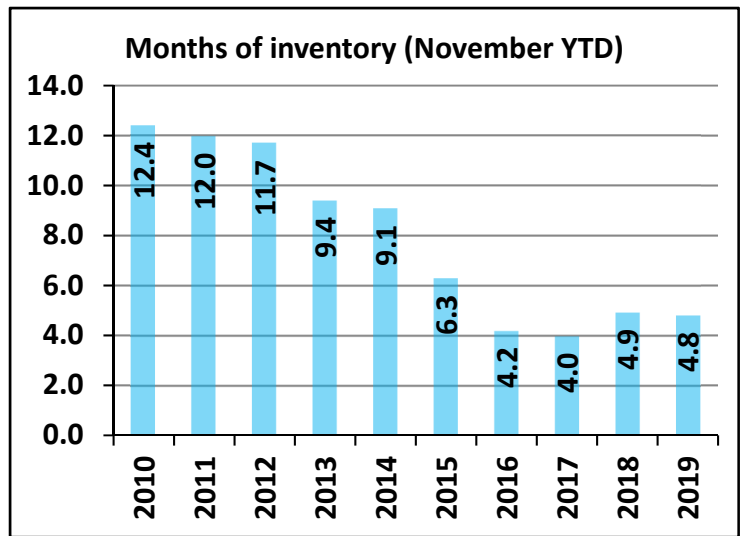
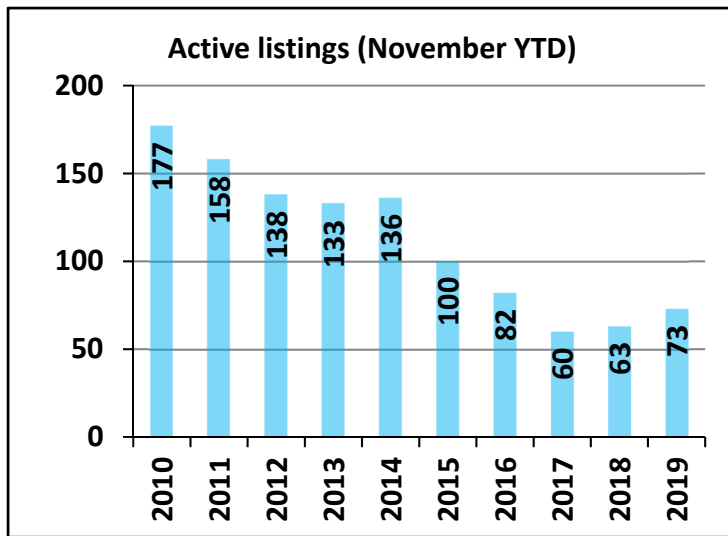
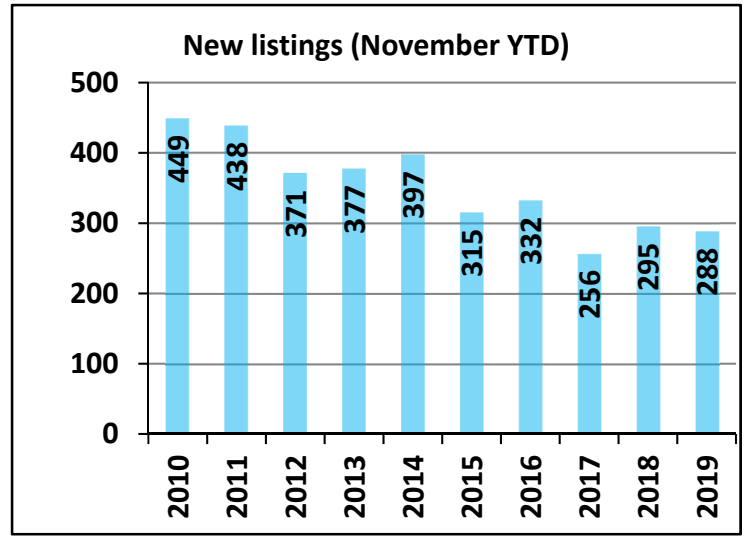
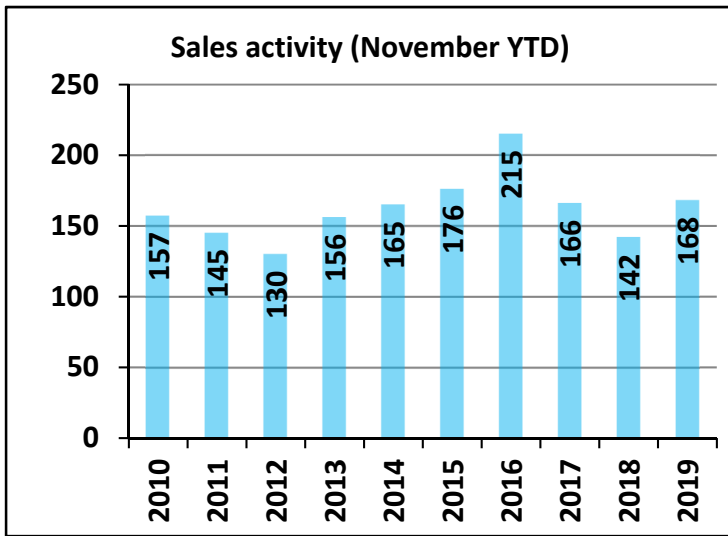
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Sales Activity</b>	<b>15</b>	0.0	50.0	-31.8	66.7	114.3	25.0
<b>Dollar Volume</b>	<b>\$11,067,875</b>	16.8	149.4	2.4	232.2	410.2	185.7
<b>New Listings</b>	<b>20</b>	-13.0	33.3	-33.3	-16.7	-9.1	-31.0
<b>Active Listings</b>	<b>69</b>	-6.8	23.2	-17.9	-43.4	-48.9	-57.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>75.0</b>	65.2	66.7	73.3	37.5	31.8	41.4
<b>Months of Inventory<sup>2</sup></b>	<b>4.6</b>	4.9	5.6	3.8	13.6	19.3	13.7
<b>Average Price</b>	<b>\$737,858</b>	16.8	66.3	50.1	99.3	138.1	128.6

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
<b>Sales Activity</b>	<b>168</b>	18.3	1.2	-21.9	1.8	29.2	16.7
<b>Dollar Volume</b>	<b>\$102,408,401</b>	32.5	13.3	-1.7	81.0	152.2	184.6
<b>New Listings</b>	<b>288</b>	-2.4	12.5	-13.3	-27.5	-22.4	-32.6
<b>Active Listings<sup>3</sup></b>	<b>73</b>	15.9	21.7	-11.0	-46.3	-47.1	-53.2
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>58.3</b>	48.1	64.8	64.8	41.6	35.0	33.7
<b>Months of Inventory<sup>5</sup></b>	<b>4.8</b>	4.9	4.0	4.2	9.1	11.7	11.9
<b>Average Price</b>	<b>\$609,574</b>	12.0	11.9	25.8	77.7	95.2	143.9

<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

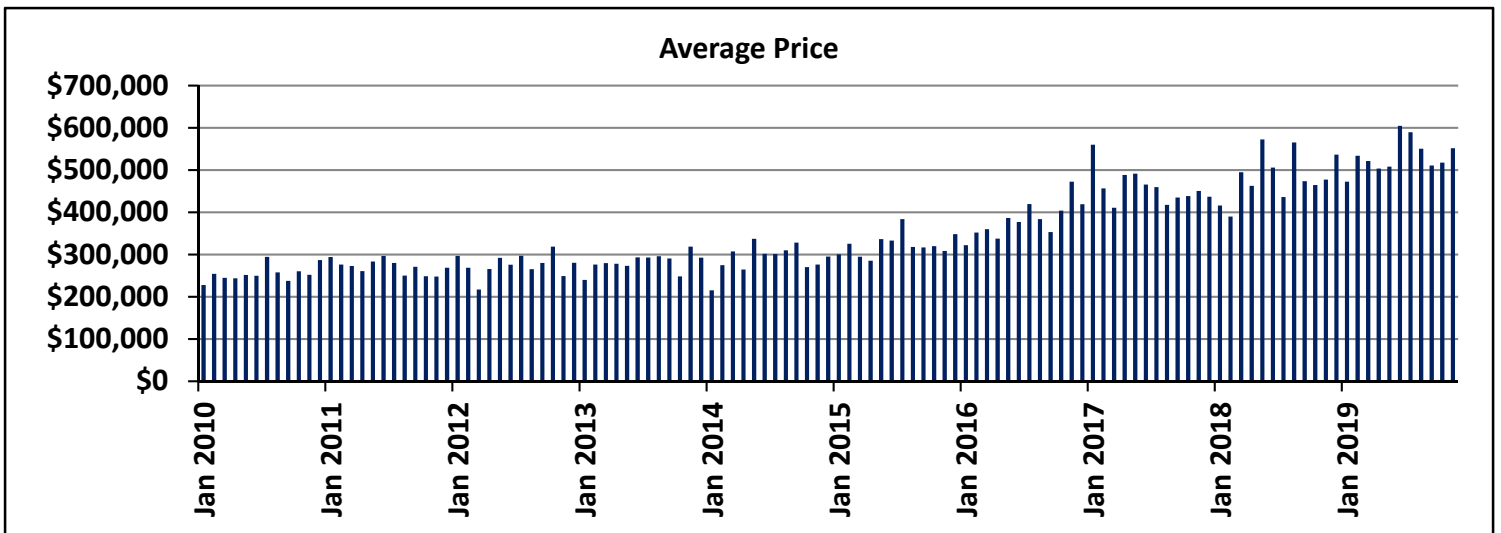
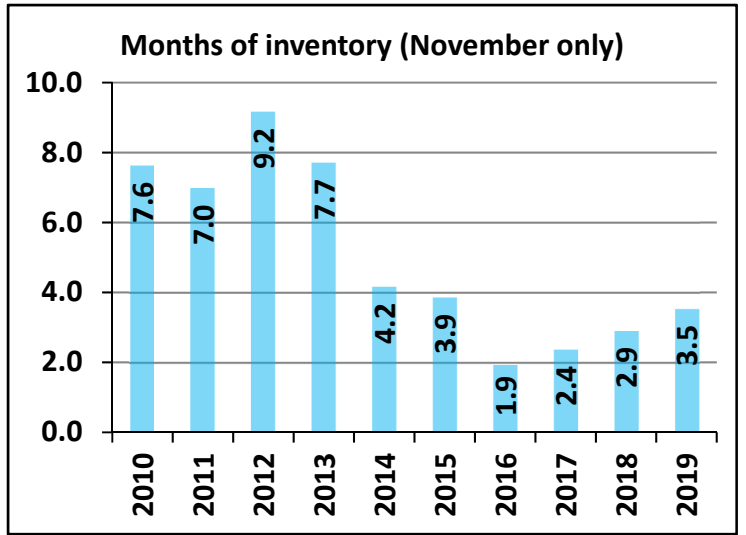
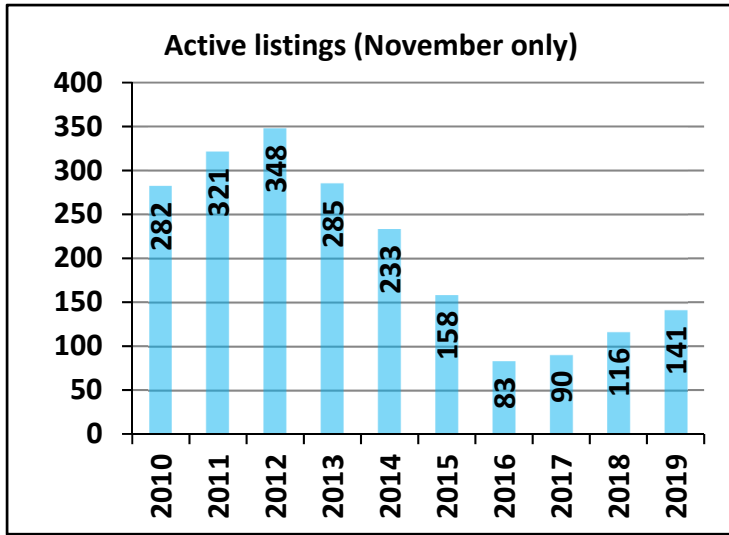
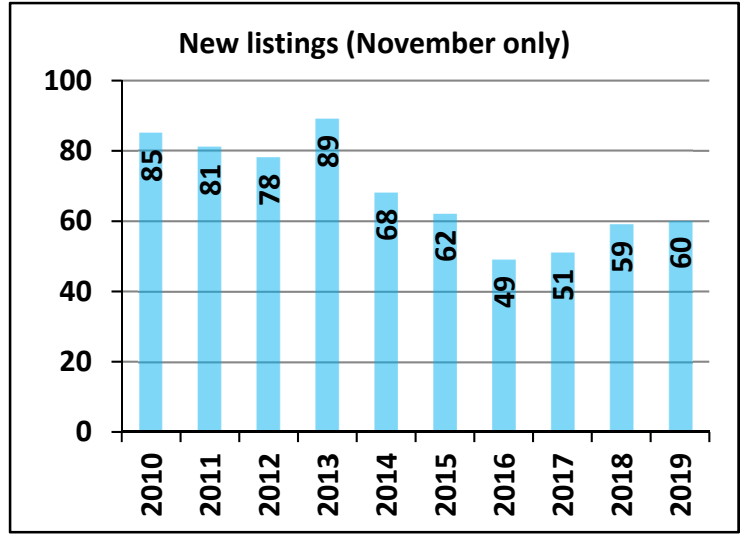
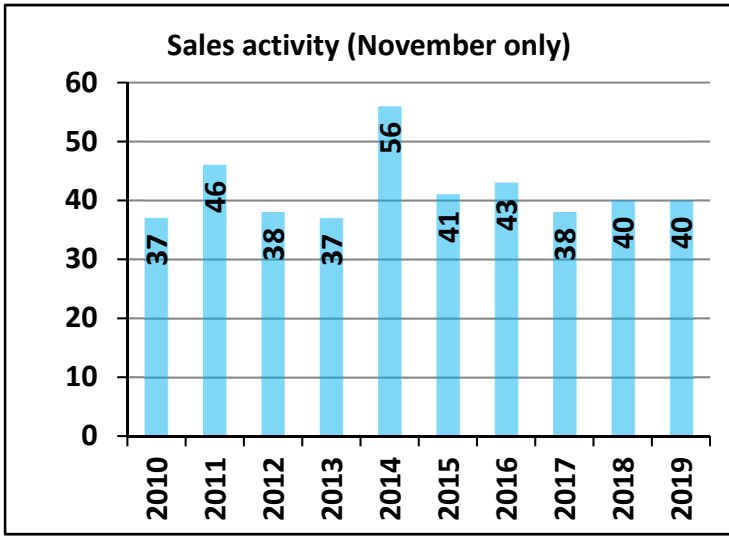
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

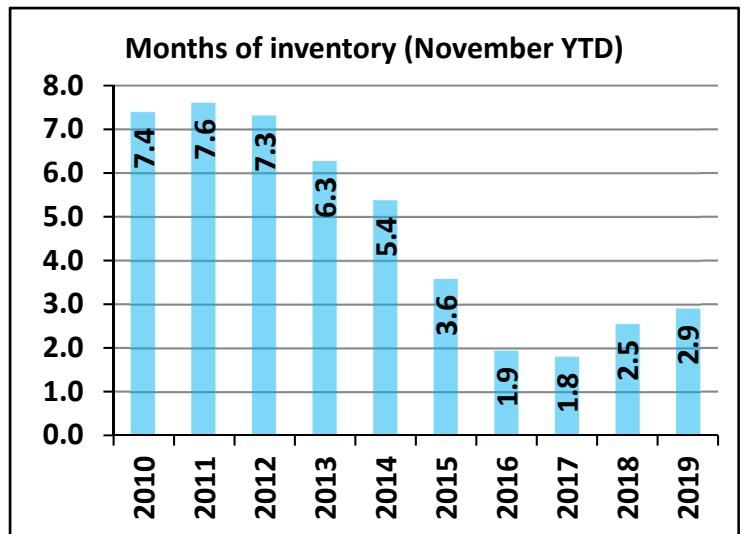
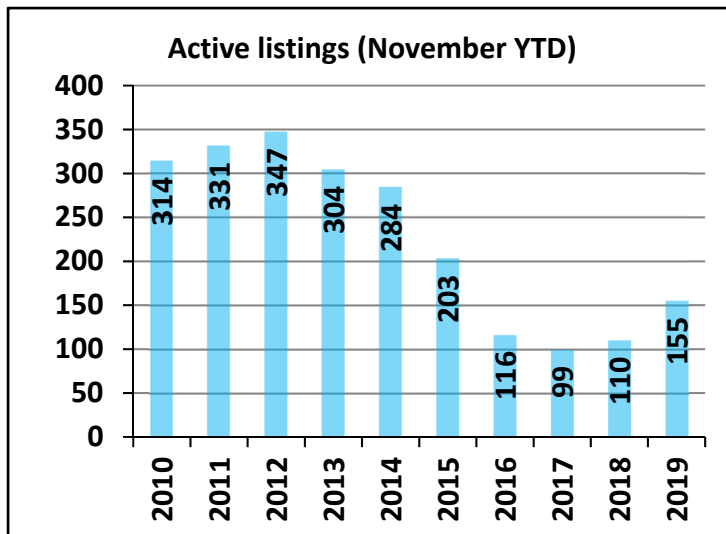
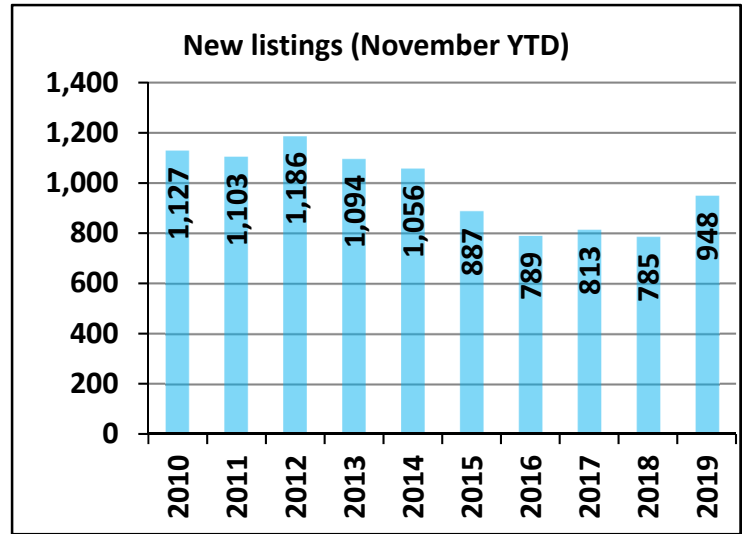
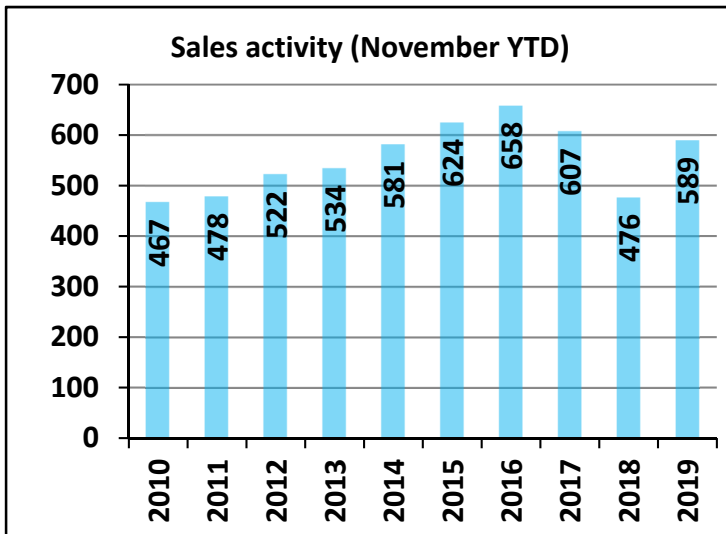
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Sales Activity</b>	<b>40</b>	0.0	5.3	-7.0	-28.6	5.3	33.3
<b>Dollar Volume</b>	<b>\$22,059,185</b>	15.5	28.9	8.6	42.6	133.4	194.9
<b>New Listings</b>	<b>60</b>	1.7	17.6	22.4	-11.8	-23.1	-21.1
<b>Active Listings</b>	<b>141</b>	21.6	56.7	69.9	-39.5	-59.5	-52.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>66.7</b>	67.8	74.5	87.8	82.4	48.7	39.5
<b>Months of Inventory<sup>2</sup></b>	<b>3.5</b>	2.9	2.4	1.9	4.2	9.2	9.9
<b>Average Price</b>	<b>\$551,480</b>	15.5	22.5	16.8	99.7	121.8	121.2

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
<b>Sales Activity</b>	<b>589</b>	23.7	-3.0	-10.5	1.4	12.8	35.1
<b>Dollar Volume</b>	<b>\$316,341,509</b>	37.1	14.0	27.0	83.7	119.1	203.8
<b>New Listings</b>	<b>948</b>	20.8	16.6	20.2	-10.2	-20.1	-4.0
<b>Active Listings<sup>3</sup></b>	<b>155</b>	40.9	56.6	33.6	-45.4	-55.3	-47.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>62.1</b>	60.6	74.7	83.4	55.0	44.0	44.1
<b>Months of Inventory<sup>5</sup></b>	<b>2.9</b>	2.5	1.8	1.9	5.4	7.3	7.4
<b>Average Price</b>	<b>\$537,082</b>	10.8	17.5	41.8	81.2	94.1	124.9

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

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

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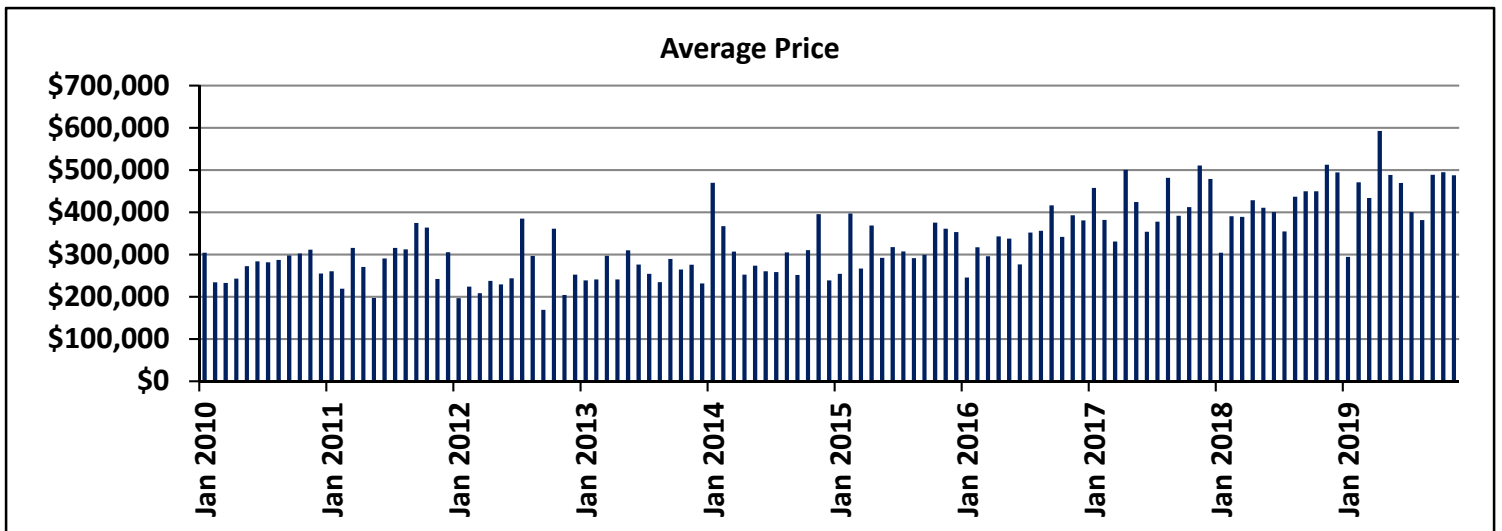
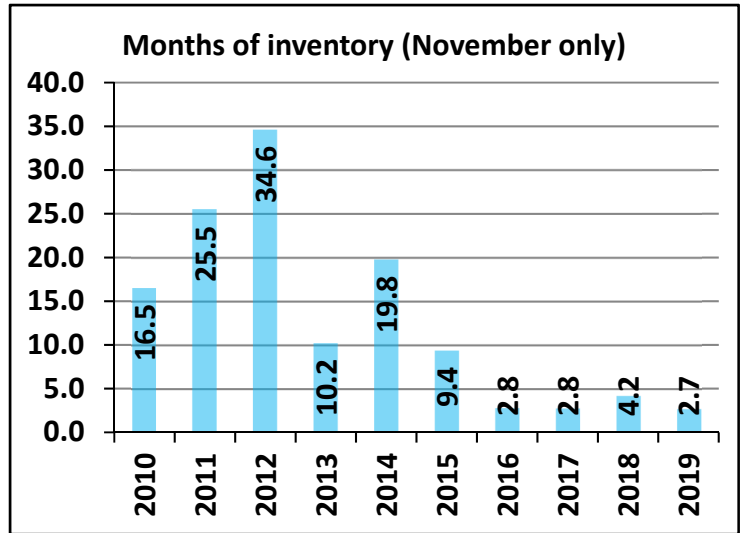
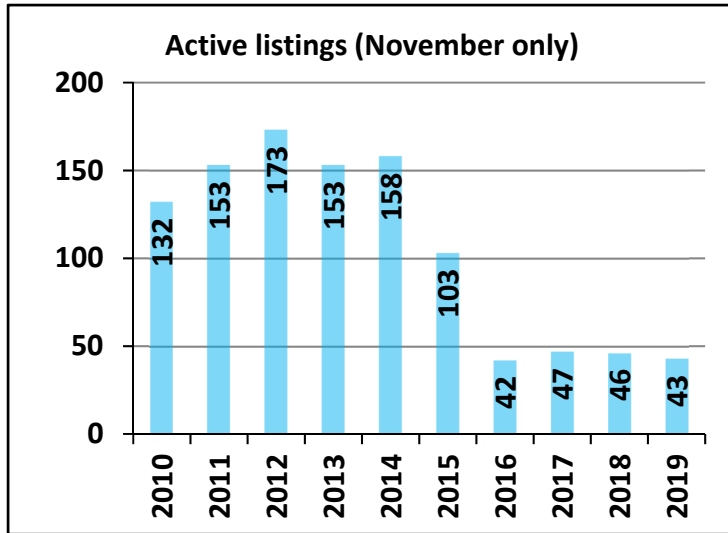
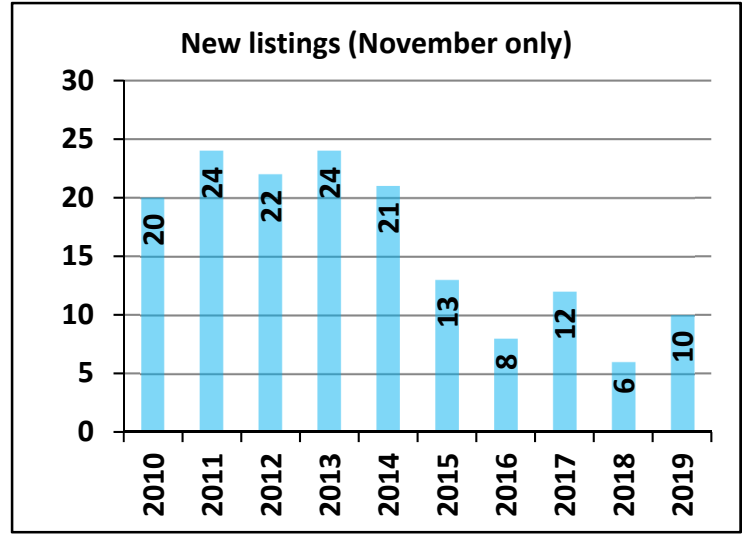
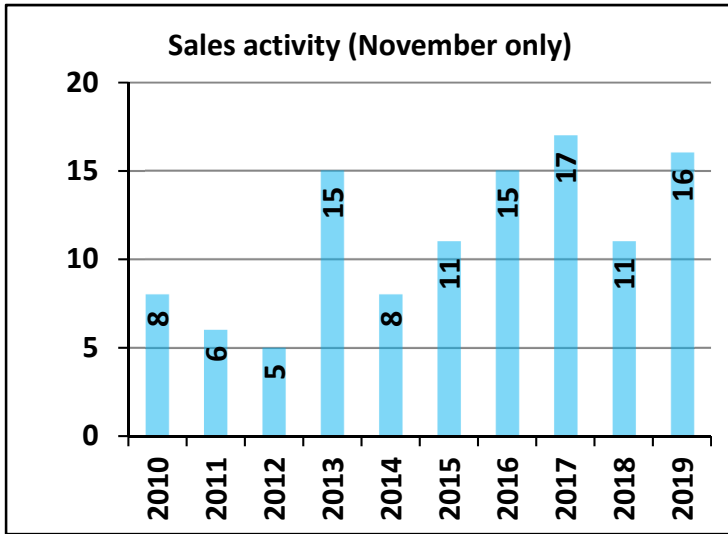
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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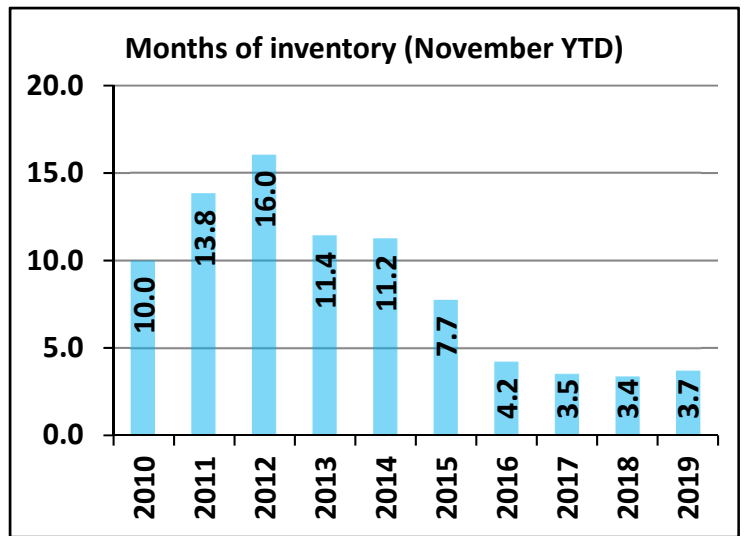
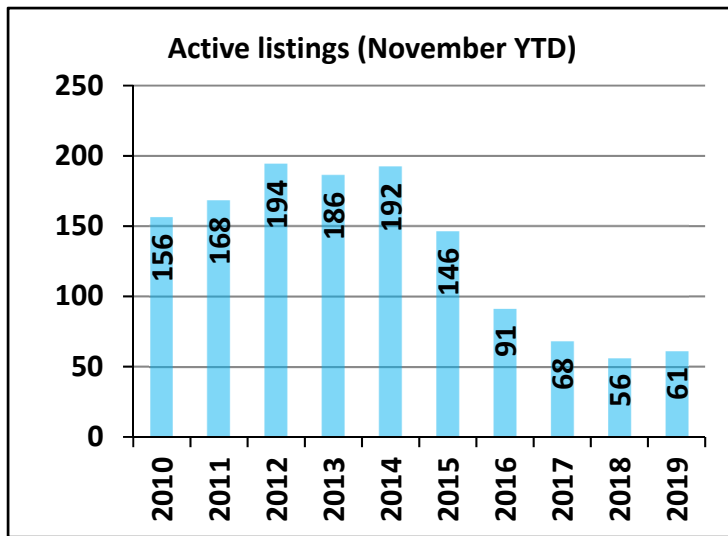
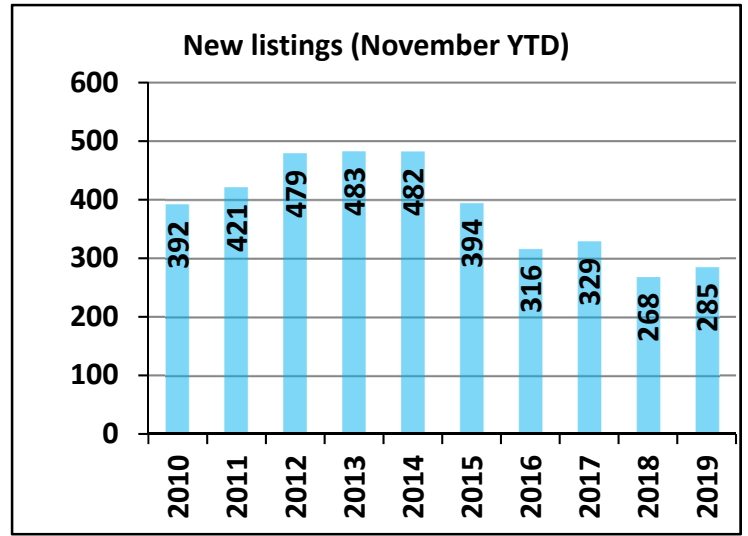
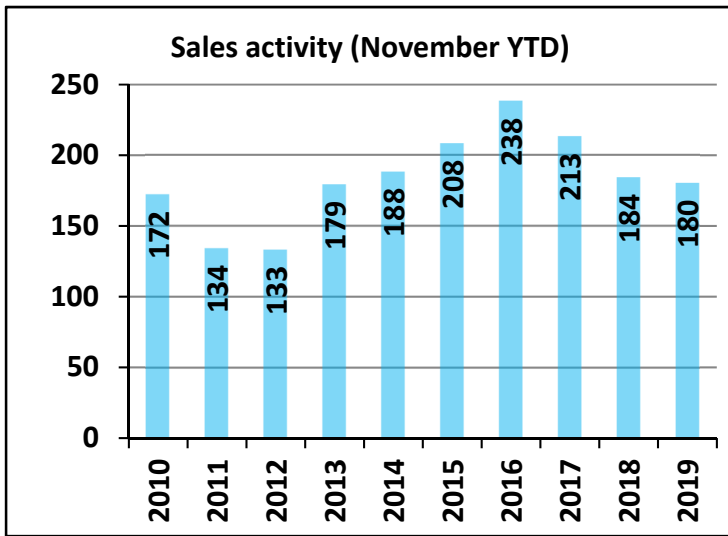
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
Sales Activity	16	45.5	-5.9	6.7	100.0	220.0	128.6
Dollar Volume	\$7,801,500	38.4	-10.1	32.4	146.5	664.9	265.4
New Listings	10	66.7	-16.7	25.0	-52.4	-54.5	-67.7
Active Listings	43	-6.5	-8.5	2.4	-72.8	-75.1	-66.7
Sales to New Listings Ratio <sup>1</sup>	160.0	183.3	141.7	187.5	38.1	22.7	22.6
Months of Inventory <sup>2</sup>	2.7	4.2	2.8	2.8	19.8	34.6	18.4
Average Price	\$487,594	-4.9	-4.5	24.1	23.2	139.0	59.9

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
Sales Activity	180	-2.2	-15.5	-24.4	-4.3	35.3	26.8
Dollar Volume	\$82,882,900	8.0	-6.0	2.6	52.8	145.3	119.5
New Listings	285	6.3	-13.4	-9.8	-40.9	-40.5	-31.3
Active Listings <sup>3</sup>	61	8.9	-10.3	-33.0	-68.2	-68.6	-58.5
Sales to New Listings Ratio <sup>4</sup>	63.2	68.7	64.7	75.3	39.0	27.8	34.2
Months of Inventory <sup>5</sup>	3.7	3.4	3.5	4.2	11.2	16.0	11.4
Average Price	\$460,461	10.4	11.3	35.7	59.6	81.3	73.2

<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

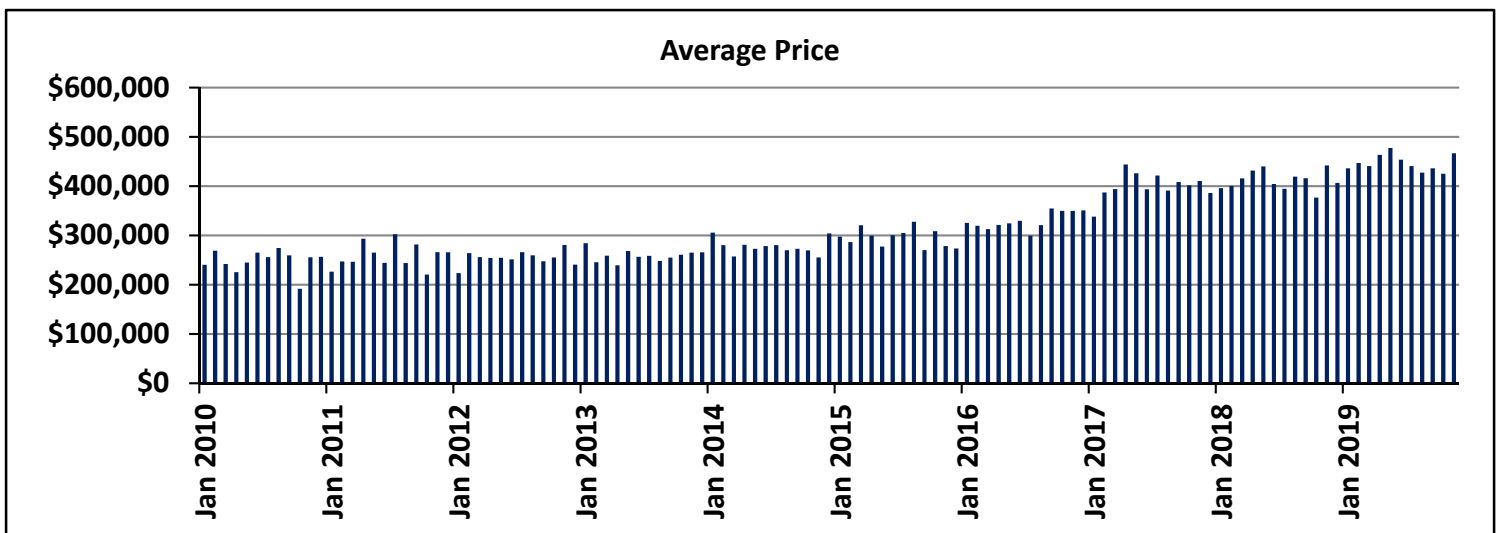
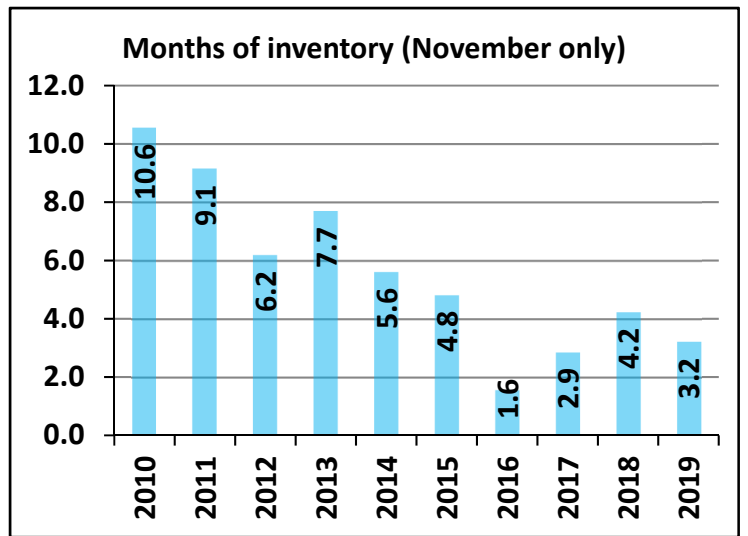
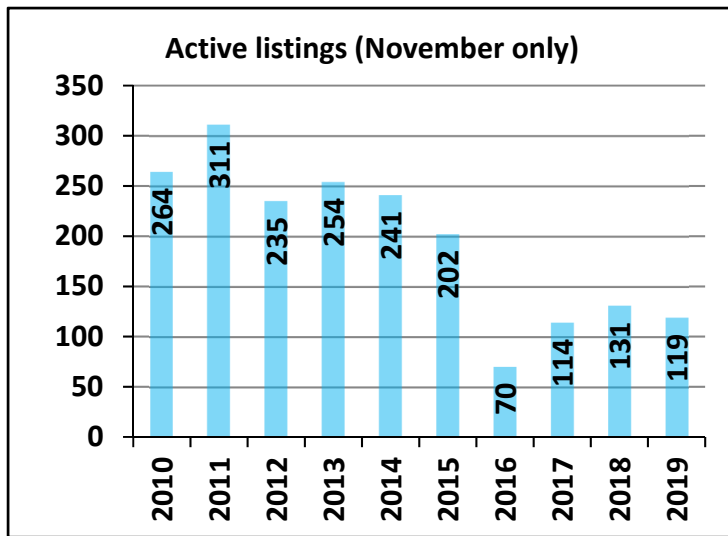
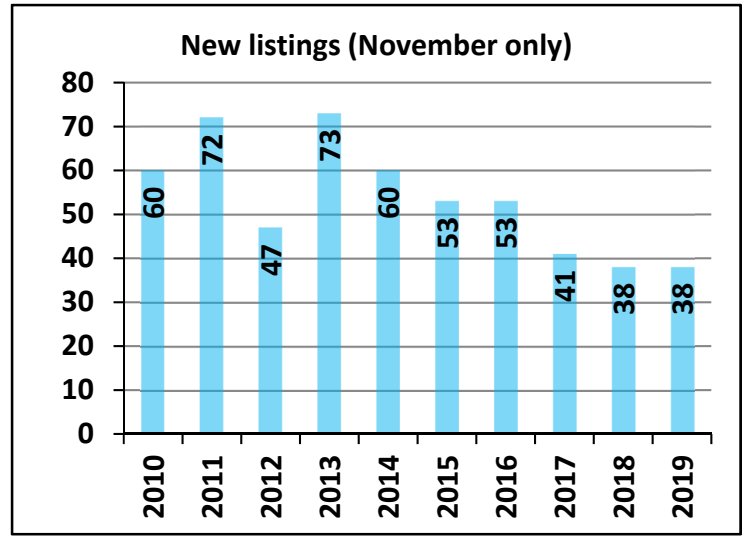
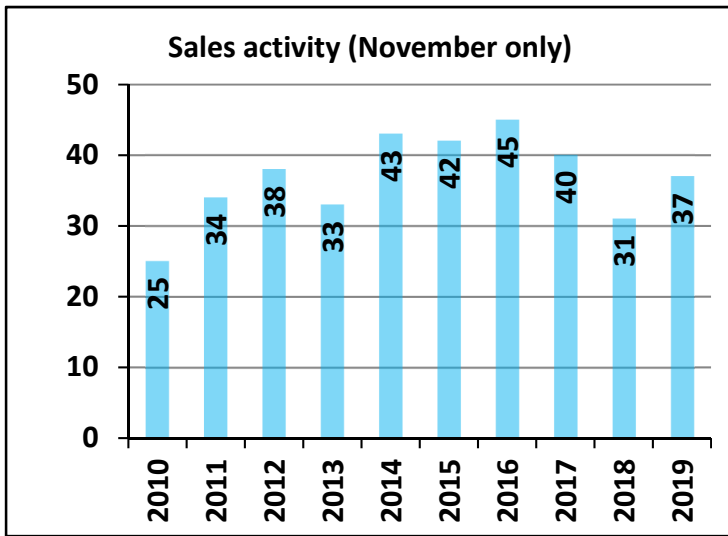
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



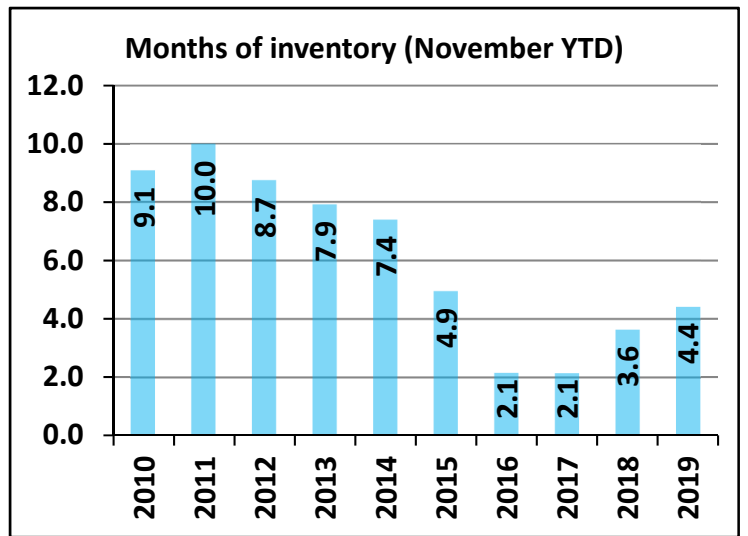
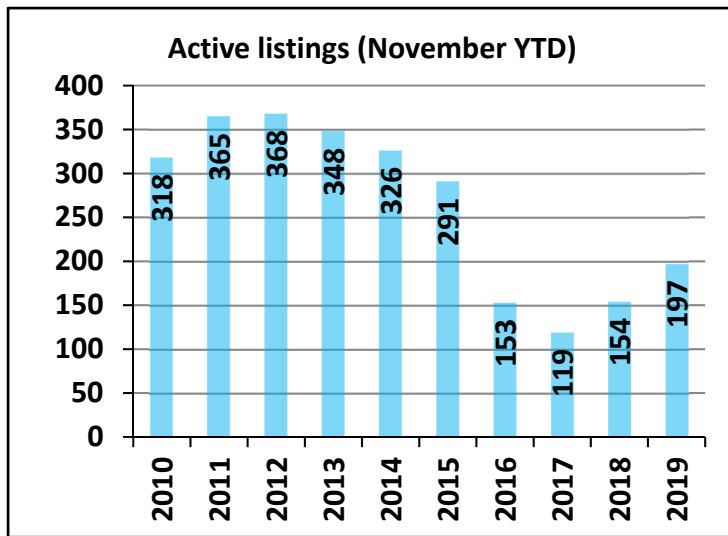
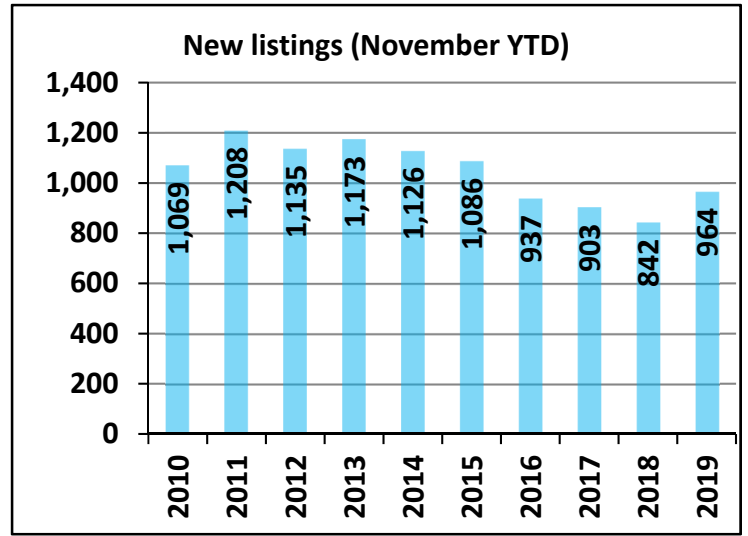
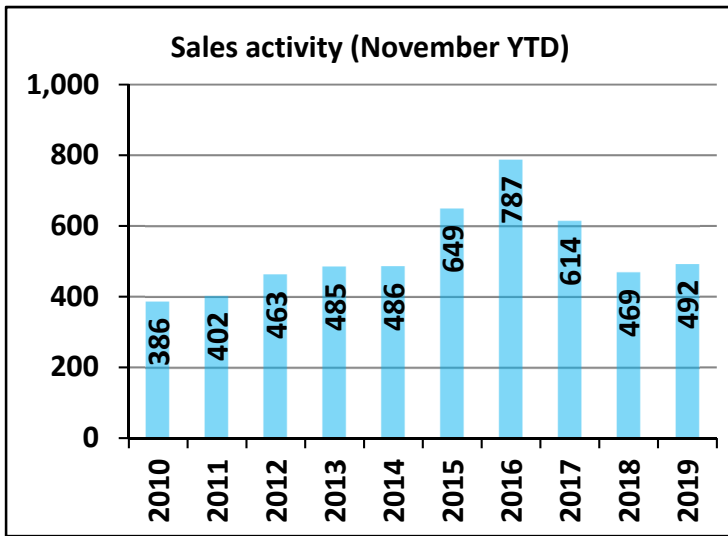
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Sales Activity</b>	<b>37</b>	19.4	-7.5	-17.8	-14.0	-2.6	-2.6
<b>Dollar Volume</b>	<b>\$17,259,000</b>	26.0	5.1	9.7	57.3	61.9	62.9
<b>New Listings</b>	<b>38</b>	0.0	-7.3	-28.3	-36.7	-19.1	-40.6
<b>Active Listings</b>	<b>119</b>	-9.2	4.4	70.0	-50.6	-49.4	-54.8
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>97.4</b>	81.6	97.6	84.9	71.7	80.9	59.4
<b>Months of Inventory<sup>2</sup></b>	<b>3.2</b>	4.2	2.9	1.6	5.6	6.2	6.9
<b>Average Price</b>	<b>\$466,459</b>	5.6	13.7	33.5	82.8	66.3	67.4

Year-to-date	November 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		November 2018 YTD	November 2017 YTD	November 2016 YTD	November 2014 YTD	November 2012 YTD	November 2009 YTD
<b>Sales Activity</b>	<b>492</b>	4.9	-19.9	-37.5	1.2	6.3	24.2
<b>Dollar Volume</b>	<b>\$219,589,987</b>	12.9	-12.0	-14.6	65.6	84.2	128.0
<b>New Listings</b>	<b>964</b>	14.5	6.8	2.9	-14.4	-15.1	-4.6
<b>Active Listings<sup>3</sup></b>	<b>197</b>	27.9	65.5	28.8	-39.6	-46.5	-35.6
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>51.0</b>	55.7	68.0	84.0	43.2	40.8	39.2
<b>Months of Inventory<sup>5</sup></b>	<b>4.4</b>	3.6	2.1	2.1	7.4	8.7	8.5
<b>Average Price</b>	<b>\$446,321</b>	7.7	9.9	36.7	63.6	73.3	83.5

<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