



Western District

Residential Market Activity

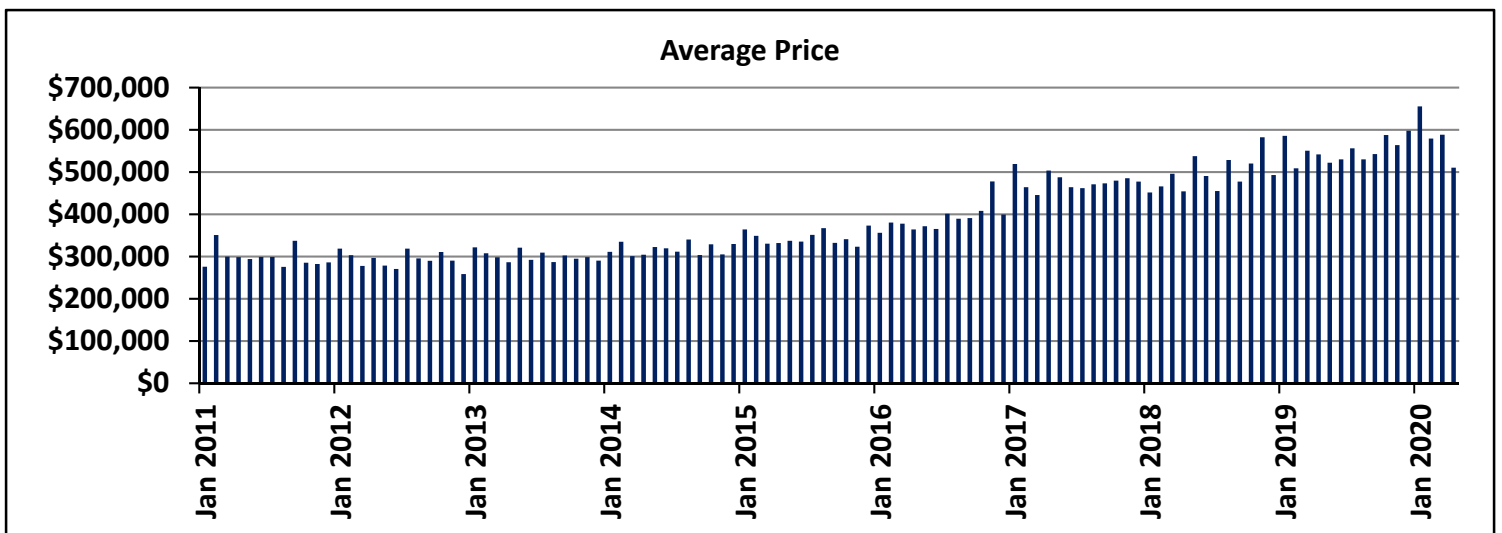
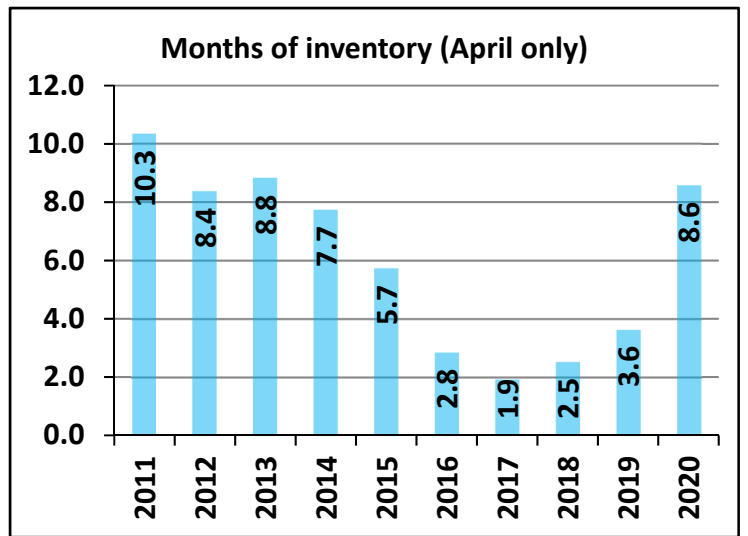
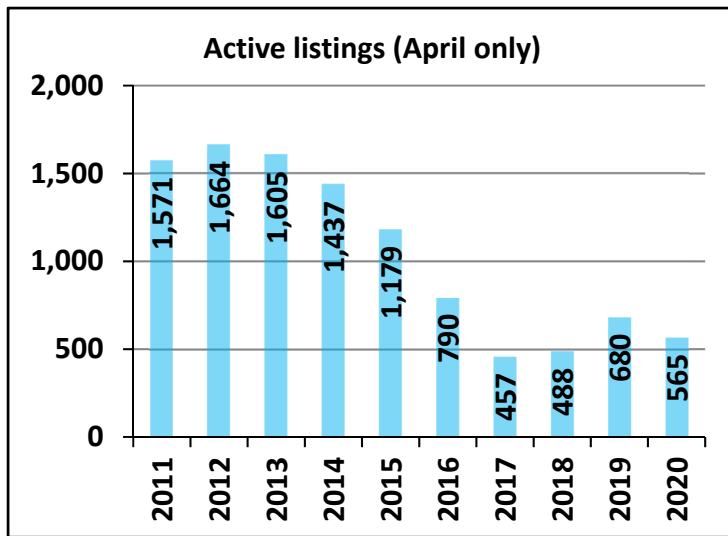
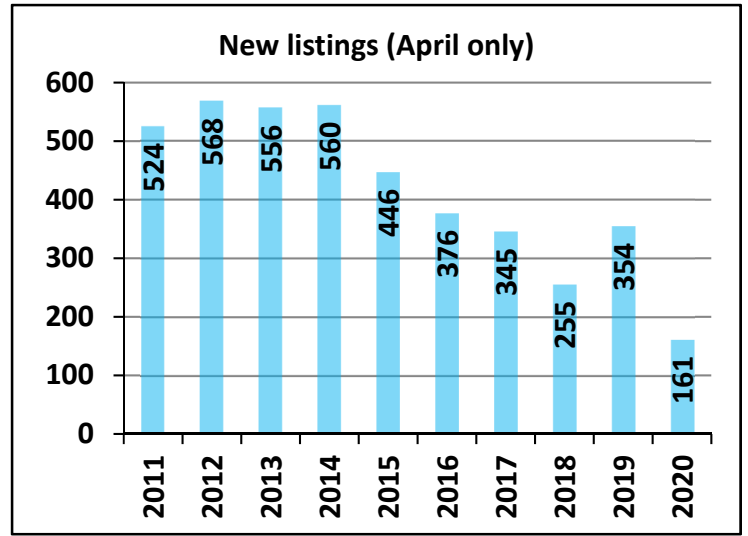
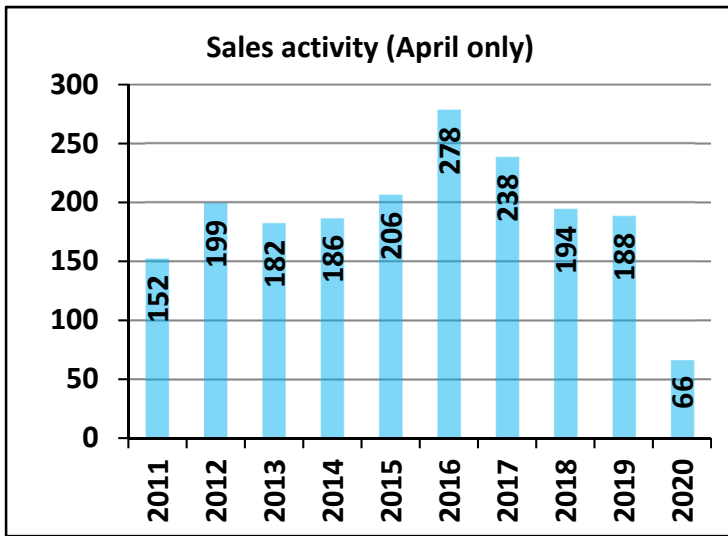
April 2020



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

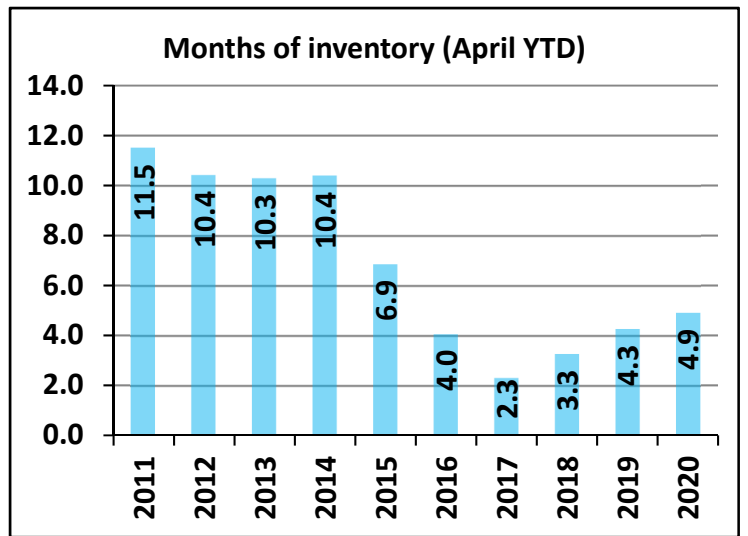
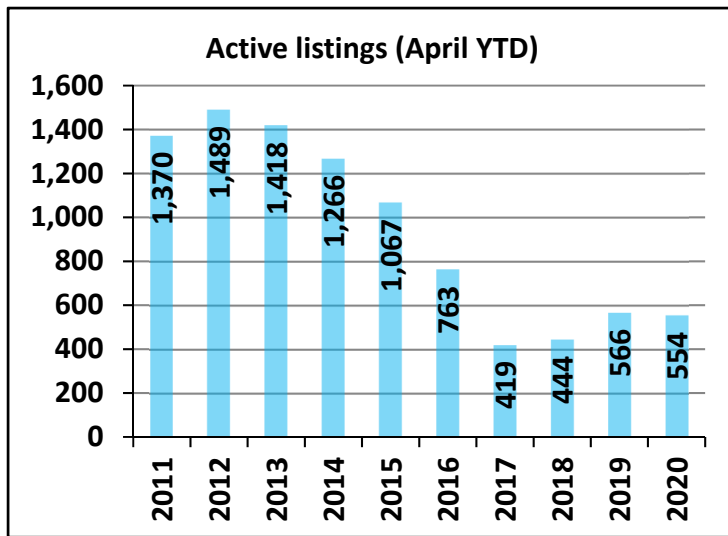
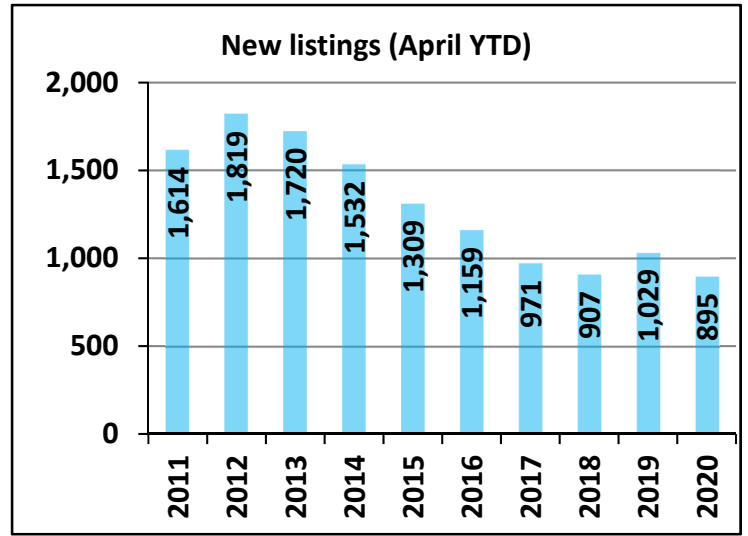
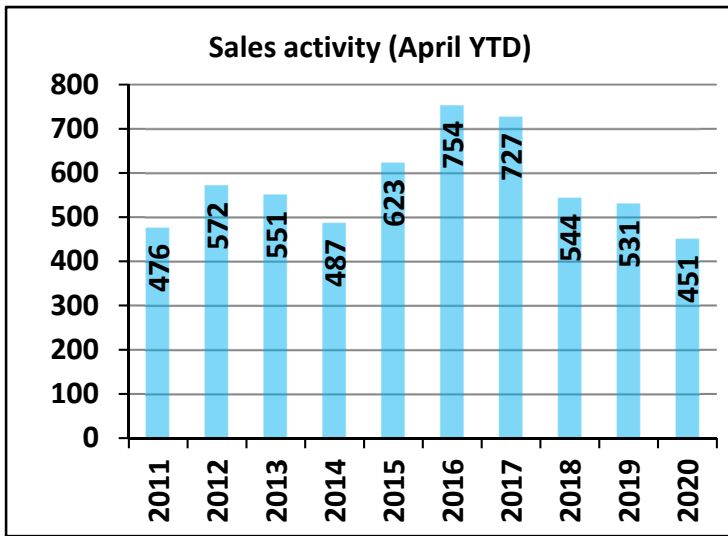
Western District

Residential Market Activity



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Residential Market Activity



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Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	66	-64.9	-66.0	-72.3	-68.0	-63.7	-64.5
Dollar Volume	\$33,684,200	-66.9	-61.8	-71.9	-50.7	-35.4	-38.9
New Listings	161	-54.5	-36.9	-53.3	-63.9	-71.0	-71.6
Active Listings	565	-16.9	15.8	23.6	-52.1	-64.8	-63.9
Sales to New Listings Ratio ¹	41.0	53.1	76.1	69.0	46.2	32.7	32.9
Months of Inventory ²	8.6	3.6	2.5	1.9	5.7	8.8	8.4
Average Price	\$510,367	-5.8	12.3	1.4	53.7	78.1	72.2

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	451	-15.1	-17.1	-38.0	-27.6	-18.1	-16.0
Dollar Volume	\$265,653,202	-8.1	4.4	-23.6	25.2	60.2	70.9
New Listings	895	-13.0	-1.3	-7.8	-31.6	-48.0	-47.7
Active Listings ³	554	-2.1	24.8	32.2	-48.1	-60.9	-58.4
Sales to New Listings Ratio ⁴	50.4	51.6	60.0	74.9	47.6	32.0	31.4
Months of Inventory ⁵	4.9	4.3	3.3	2.3	6.9	10.3	9.9
Average Price	\$589,031	8.2	25.9	23.1	72.9	95.8	103.5

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

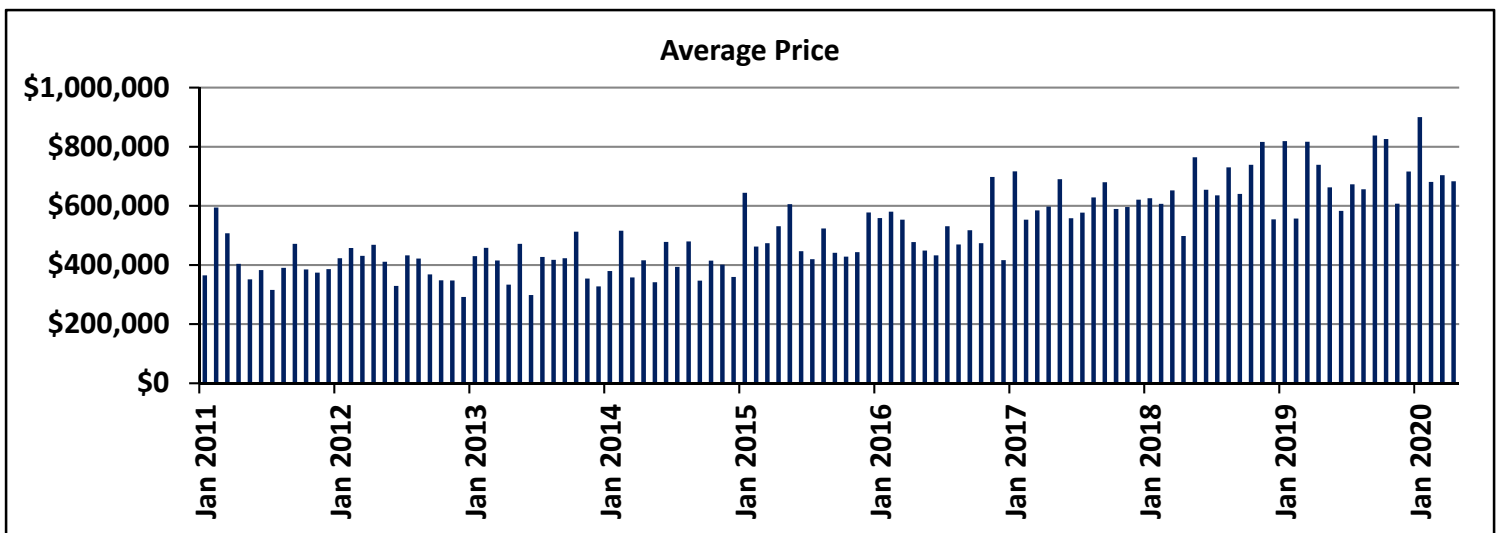
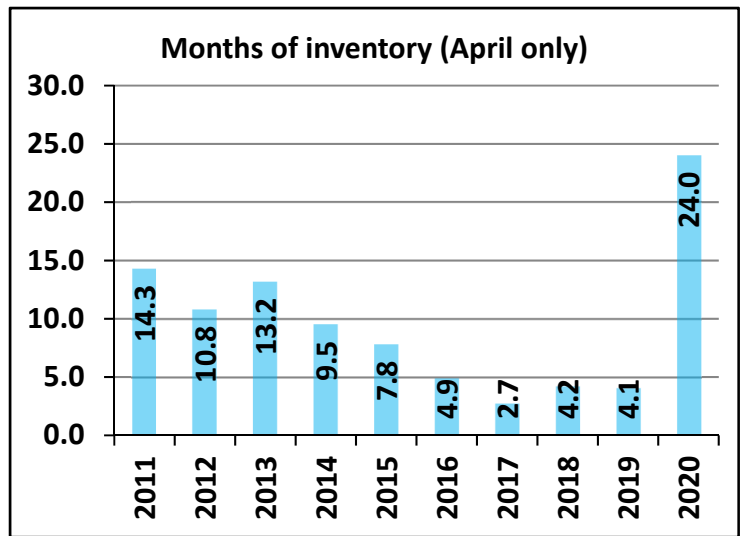
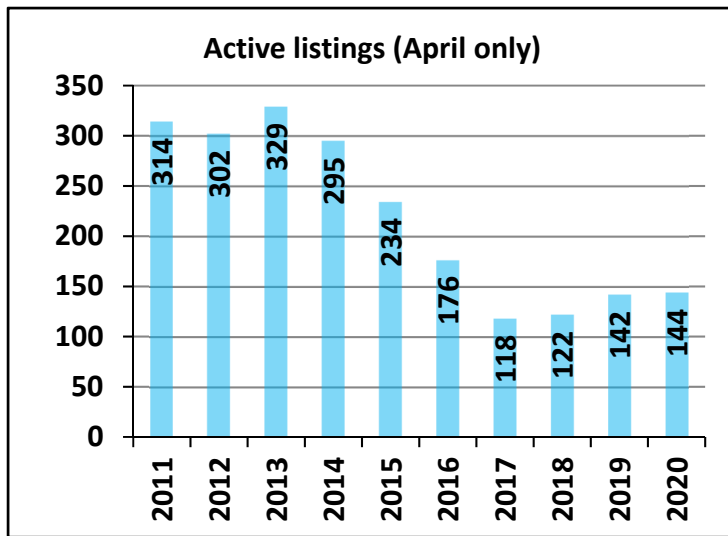
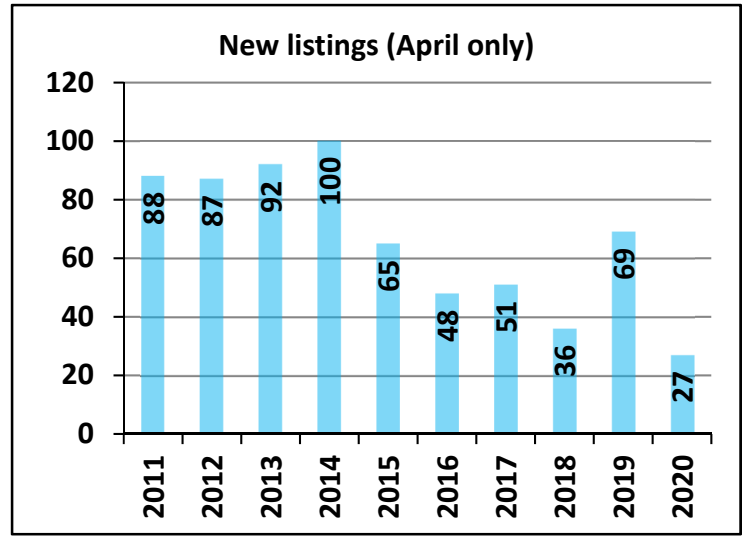
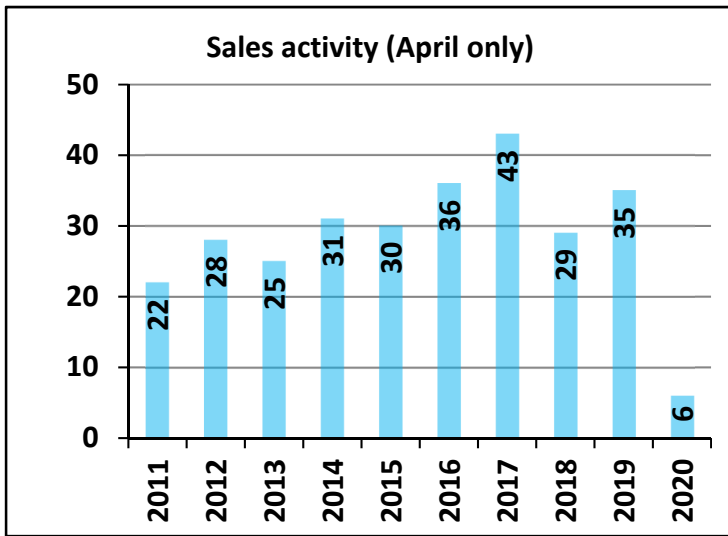
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

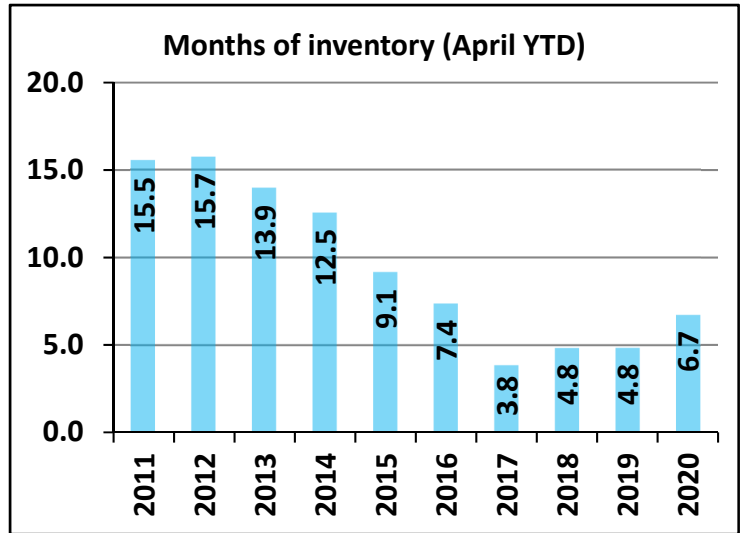
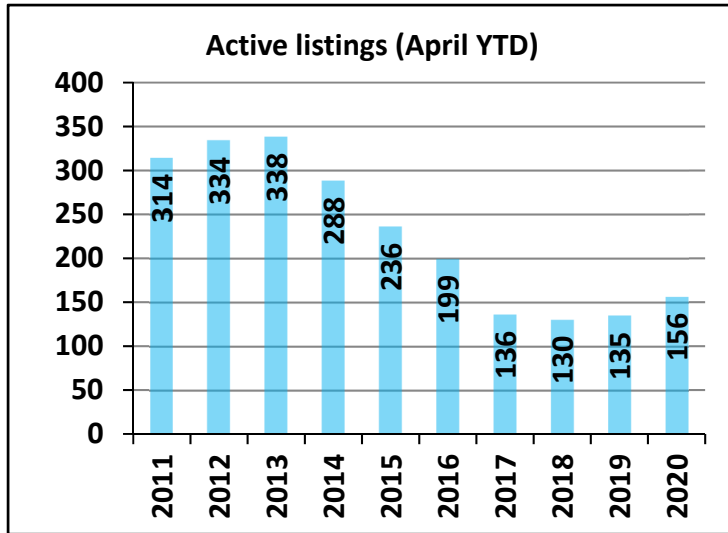
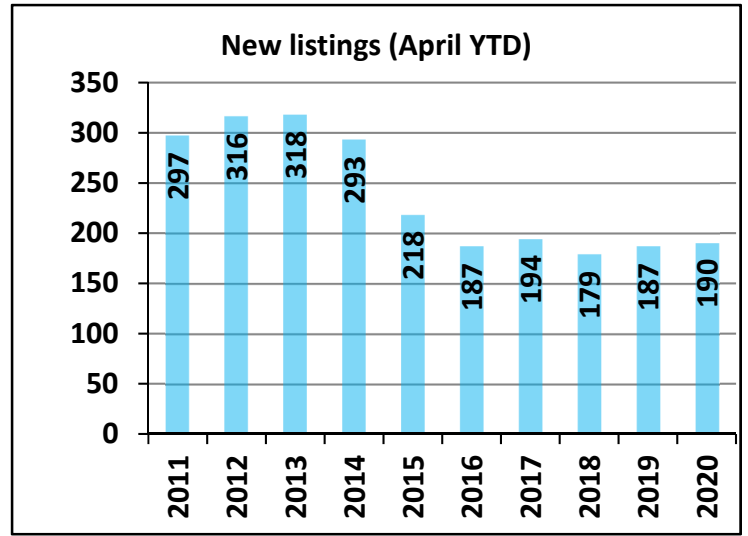
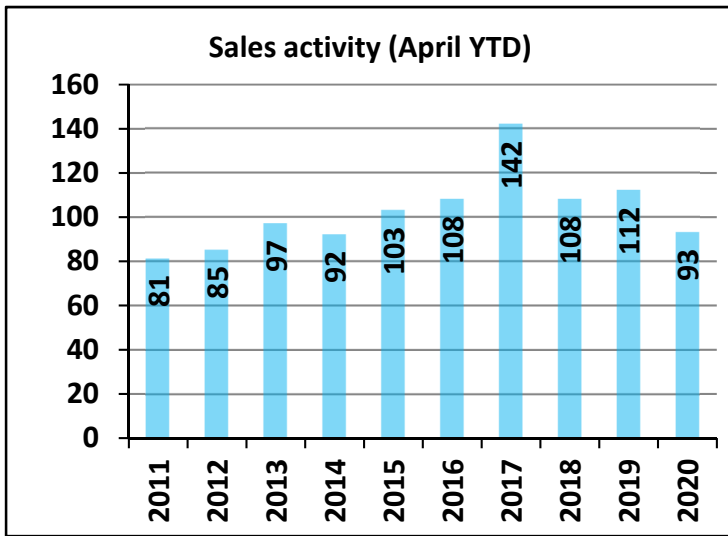
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	6	-82.9	-79.3	-86.0	-80.0	-76.0	-76.0
Dollar Volume	\$4,099,000	-84.2	-71.6	-84.0	-74.3	-50.8	-61.6
New Listings	27	-60.9	-25.0	-47.1	-58.5	-70.7	-69.7
Active Listings	144	1.4	18.0	22.0	-38.5	-56.2	-53.4
Sales to New Listings Ratio ¹	22.2	50.7	80.6	84.3	46.2	27.2	28.1
Months of Inventory ²	24.0	4.1	4.2	2.7	7.8	13.2	12.4
Average Price	\$683,167	-7.5	37.2	14.4	28.7	105.0	60.0

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	93	-17.0	-13.9	-34.5	-9.7	-4.1	8.1
Dollar Volume	\$68,599,893	-16.4	6.7	-19.9	29.3	73.7	85.1
New Listings	190	1.6	6.1	-2.1	-12.8	-40.3	-37.7
Active Listings ³	156	15.6	20.0	14.7	-33.9	-53.8	-46.4
Sales to New Listings Ratio ⁴	48.9	59.9	60.3	73.2	47.2	30.5	28.2
Months of Inventory ⁵	6.7	4.8	4.8	3.8	9.1	13.9	13.5
Average Price	\$737,633	0.7	23.9	22.2	43.2	81.2	71.2

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

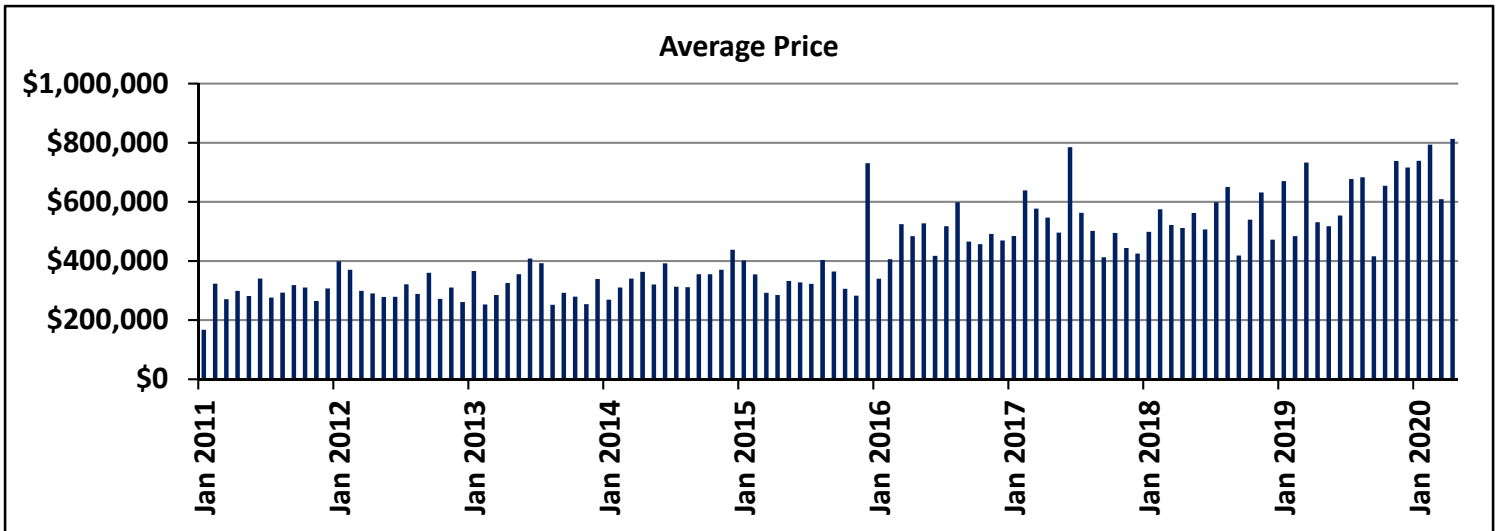
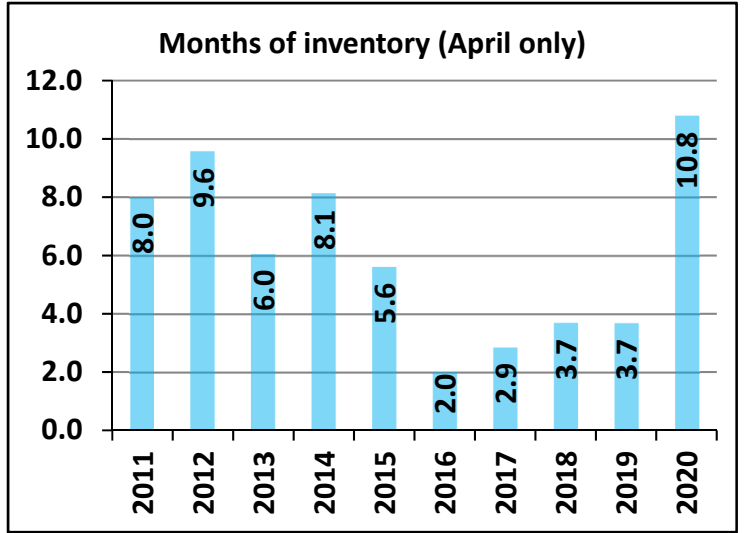
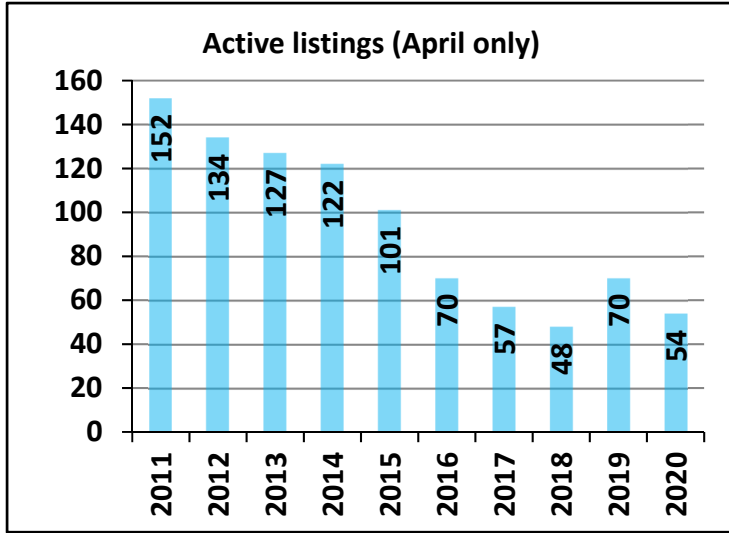
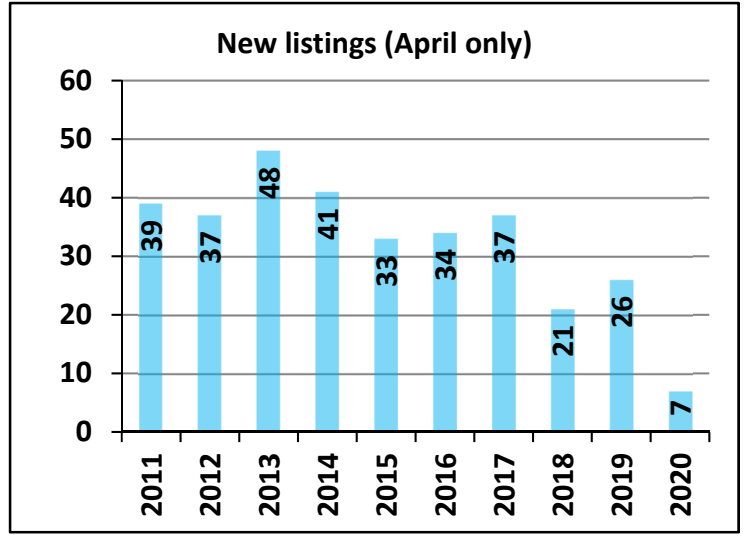
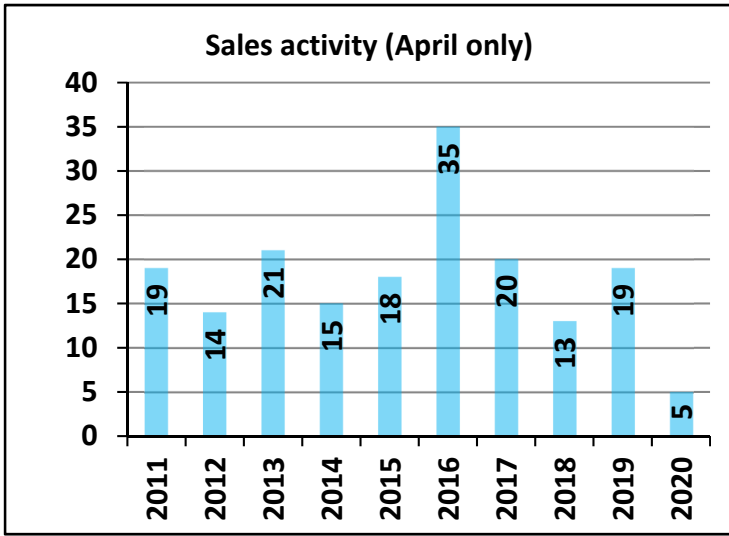
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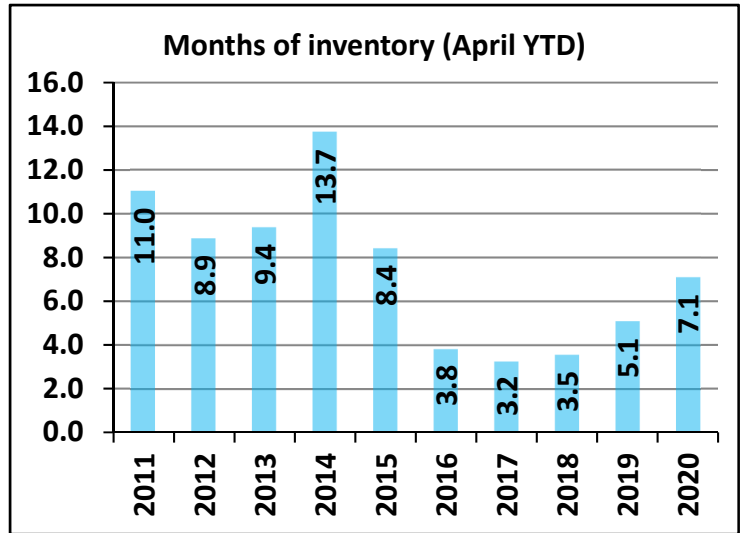
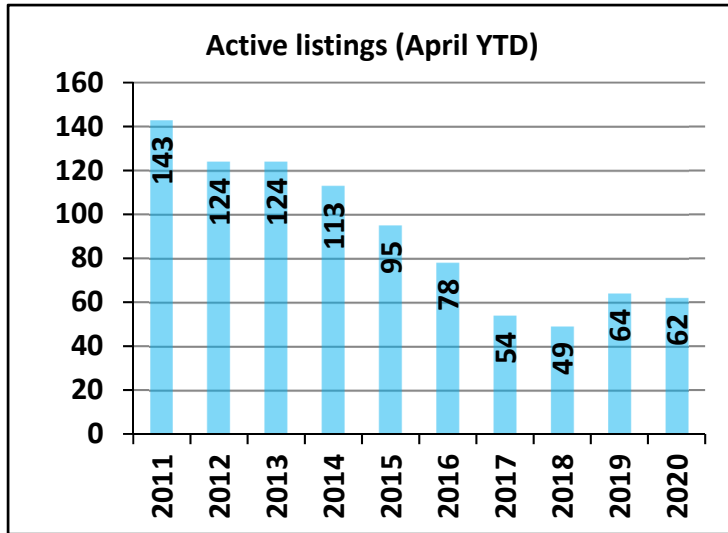
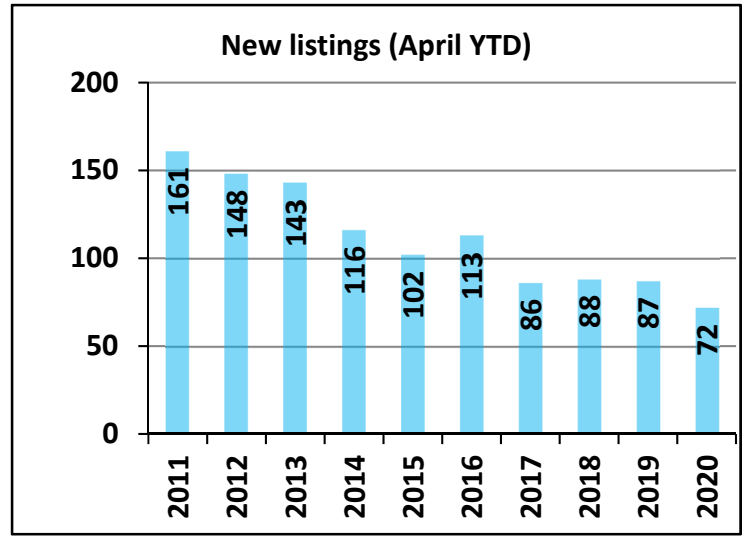
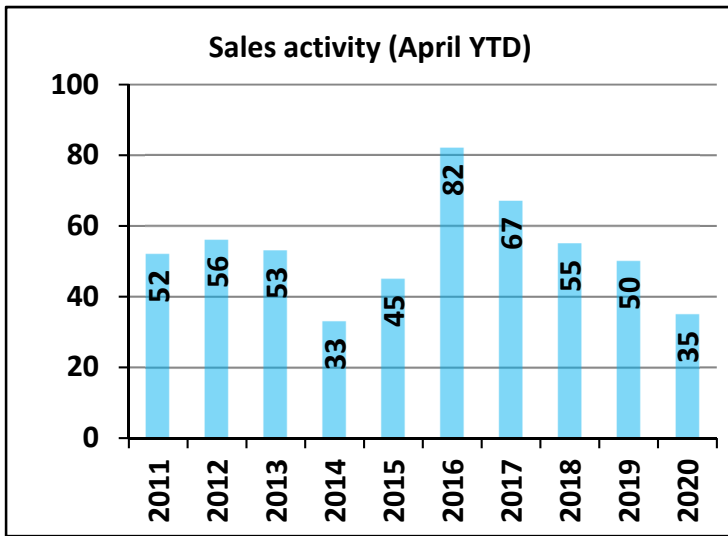
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	5	-73.7	-61.5	-75.0	-72.2	-76.2	-76.2
Dollar Volume	\$4,065,000	-59.7	-38.8	-62.8	-20.7	-40.5	-44.0
New Listings	7	-73.1	-66.7	-81.1	-78.8	-85.4	-89.1
Active Listings	54	-22.9	12.5	-5.3	-46.5	-57.5	-70.7
Sales to New Listings Ratio ¹	71.4	73.1	61.9	54.1	54.5	43.8	32.8
Months of Inventory ²	10.8	3.7	3.7	2.9	5.6	6.0	8.8
Average Price	\$813,000	53.2	59.1	48.7	185.6	150.1	135.2

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	35	-30.0	-36.4	-47.8	-22.2	-34.0	-34.0
Dollar Volume	\$25,135,500	-16.9	-12.9	-34.0	80.8	52.1	58.9
New Listings	72	-17.2	-18.2	-16.3	-29.4	-49.7	-61.7
Active Listings ³	62	-3.1	26.5	14.8	-34.7	-50.0	-60.3
Sales to New Listings Ratio ⁴	48.6	57.5	62.5	77.9	44.1	37.1	28.2
Months of Inventory ⁵	7.1	5.1	3.5	3.2	8.4	9.4	11.7
Average Price	\$718,157	18.7	36.9	26.3	132.5	130.3	140.6

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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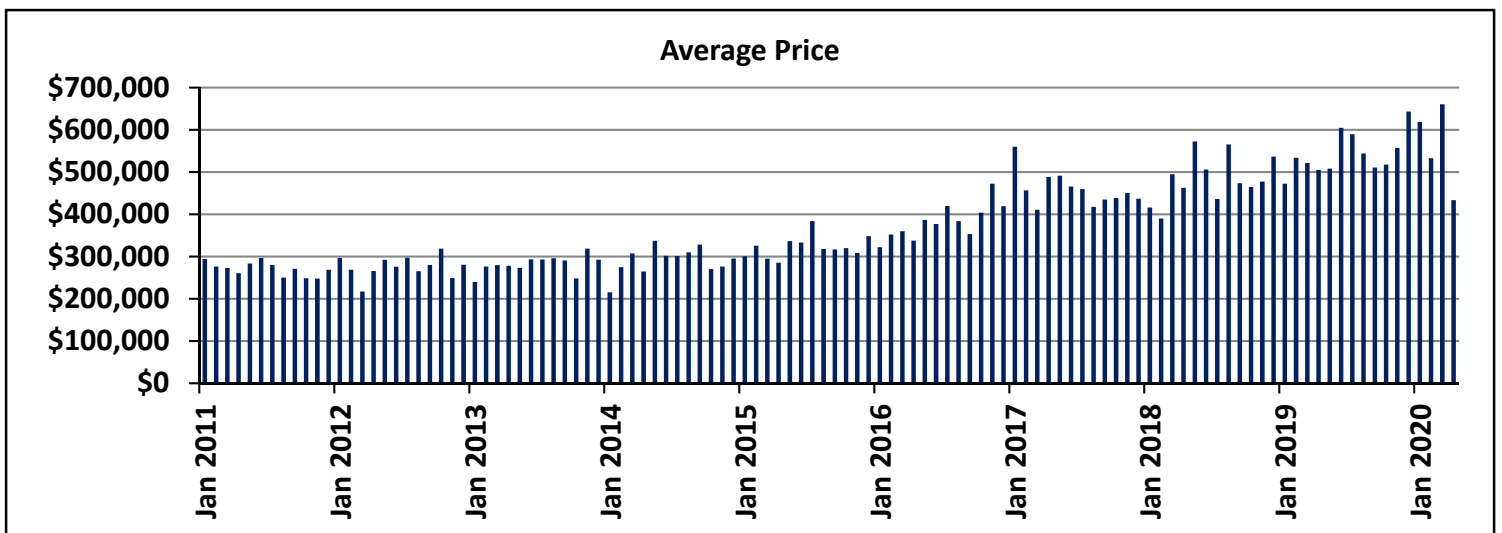
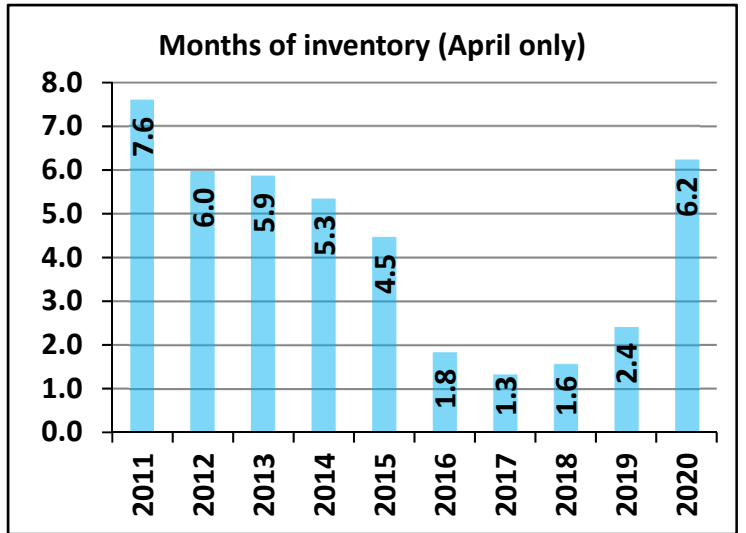
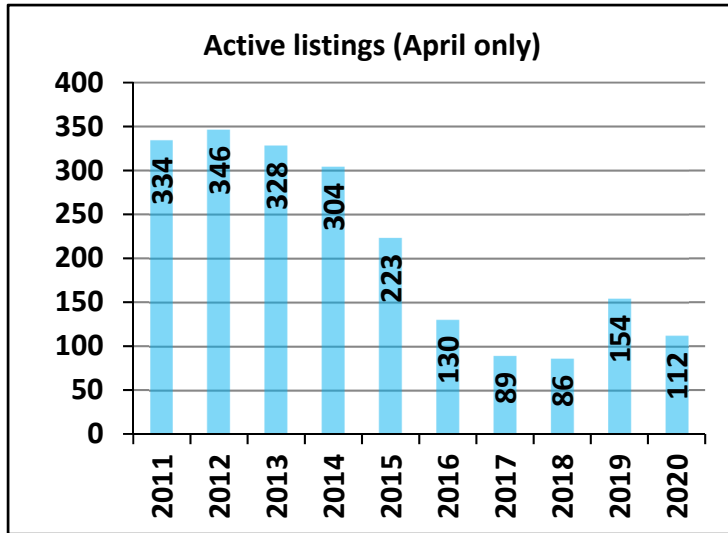
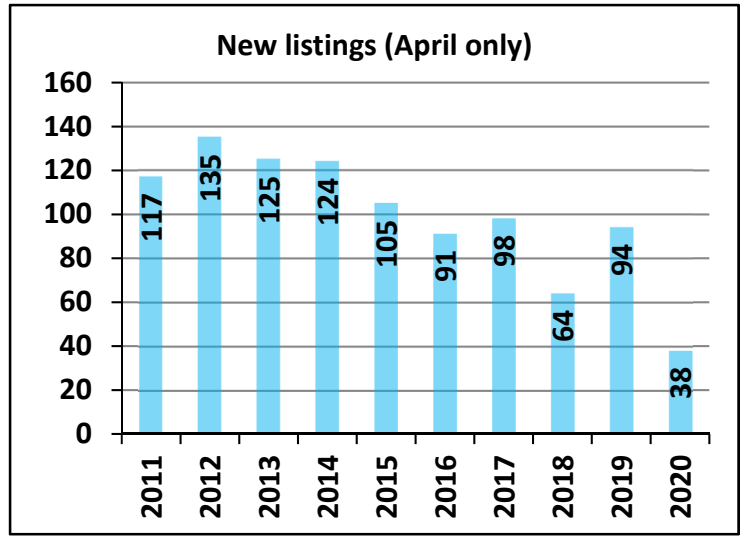
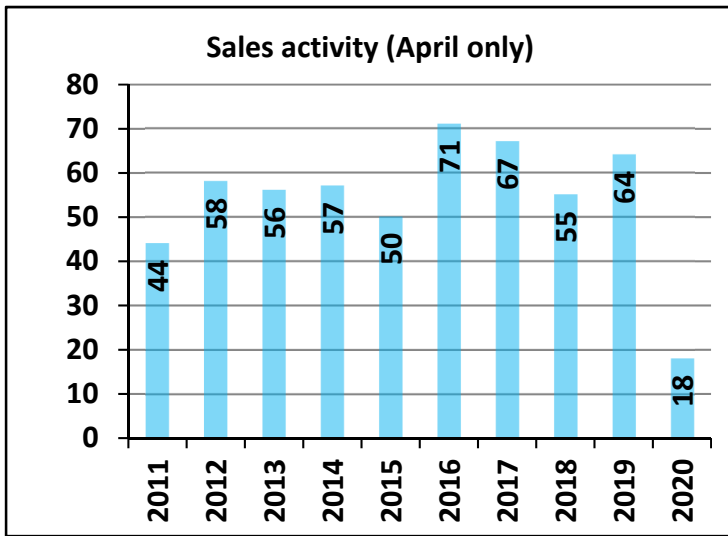
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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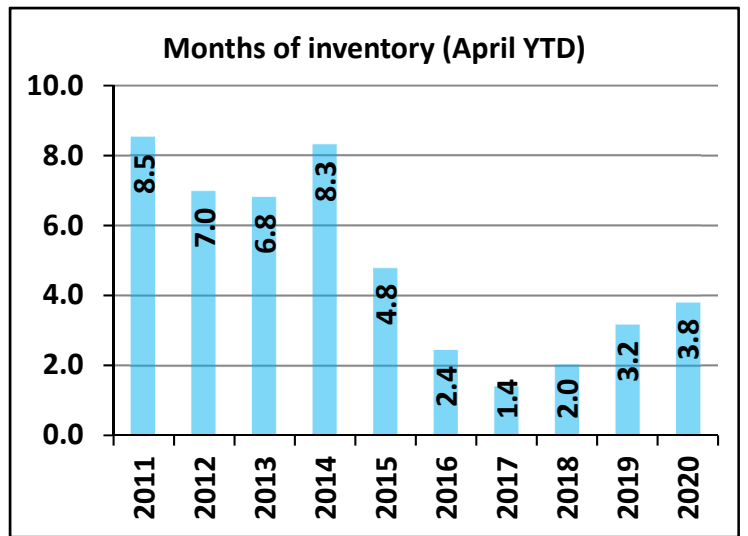
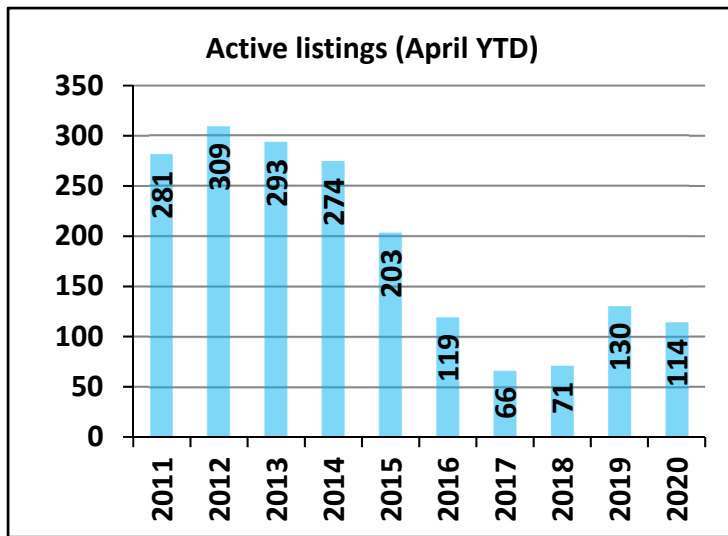
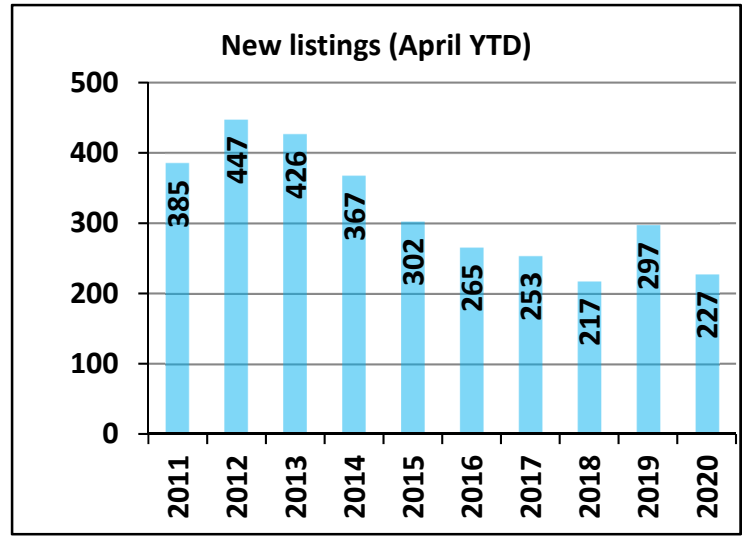
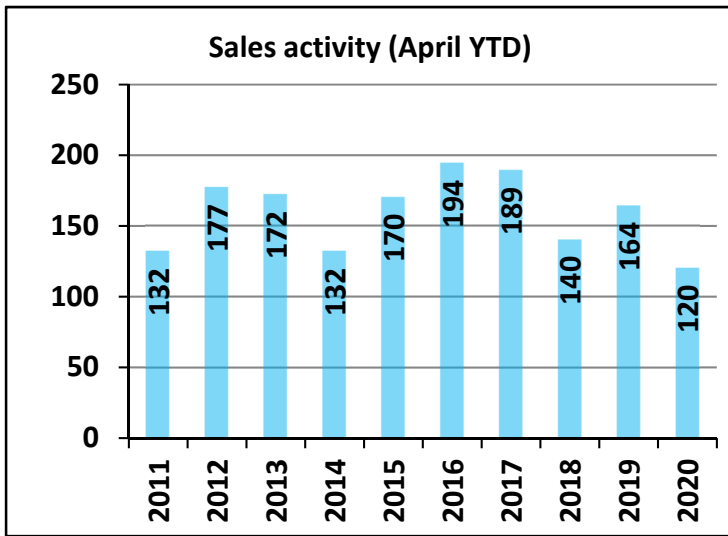
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	18	-71.9	-67.3	-73.1	-64.0	-67.9	-67.3
Dollar Volume	\$7,797,000	-75.9	-69.3	-76.2	-45.3	-49.9	-41.8
New Listings	38	-59.6	-40.6	-61.2	-63.8	-69.6	-71.2
Active Listings	112	-27.3	30.2	25.8	-49.8	-65.9	-65.9
Sales to New Listings Ratio¹	47.4	68.1	85.9	68.4	47.6	44.8	41.7
Months of Inventory²	6.2	2.4	1.6	1.3	4.5	5.9	6.0
Average Price	\$433,167	-14.2	-6.3	-11.3	51.9	55.8	77.9

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	120	-26.8	-14.3	-36.5	-29.4	-30.2	-27.3
Dollar Volume	\$68,450,411	-18.5	9.1	-22.1	33.8	47.2	70.7
New Listings	227	-23.6	4.6	-10.3	-24.8	-46.7	-47.5
Active Listings³	114	-12.3	60.6	72.7	-43.8	-61.1	-59.4
Sales to New Listings Ratio⁴	52.9	55.2	64.5	74.7	56.3	40.4	38.2
Months of Inventory⁵	3.8	3.2	2.0	1.4	4.8	6.8	6.8
Average Price	\$570,420	11.3	27.2	22.7	89.5	111.0	134.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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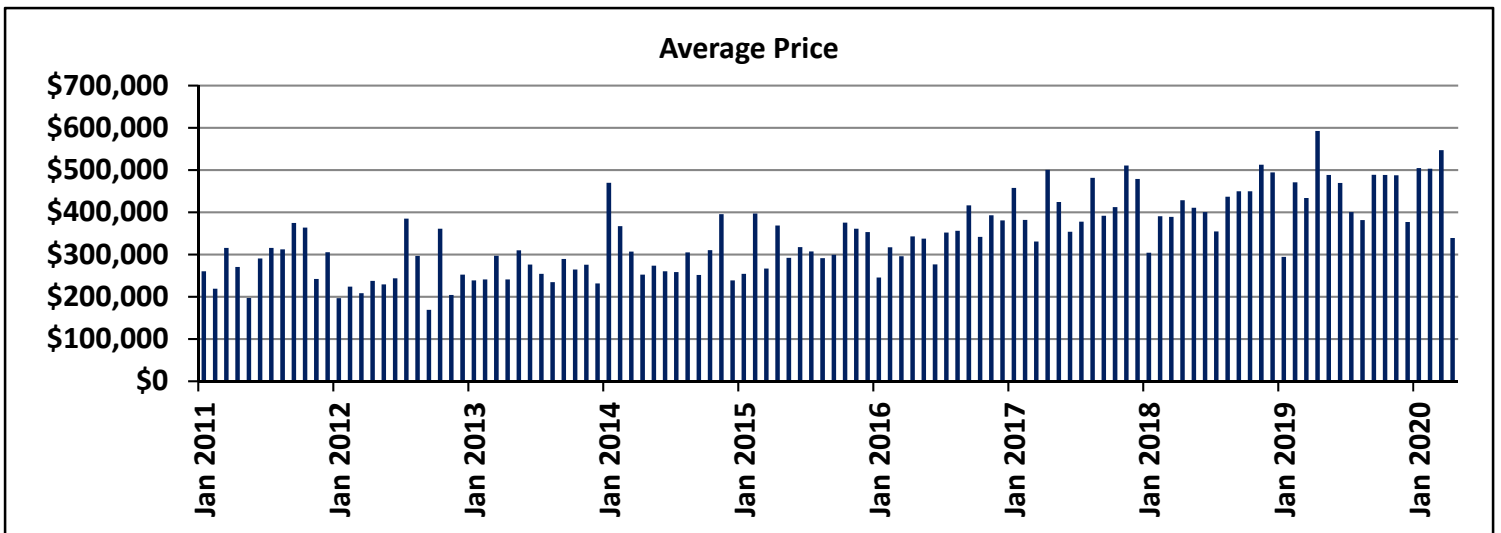
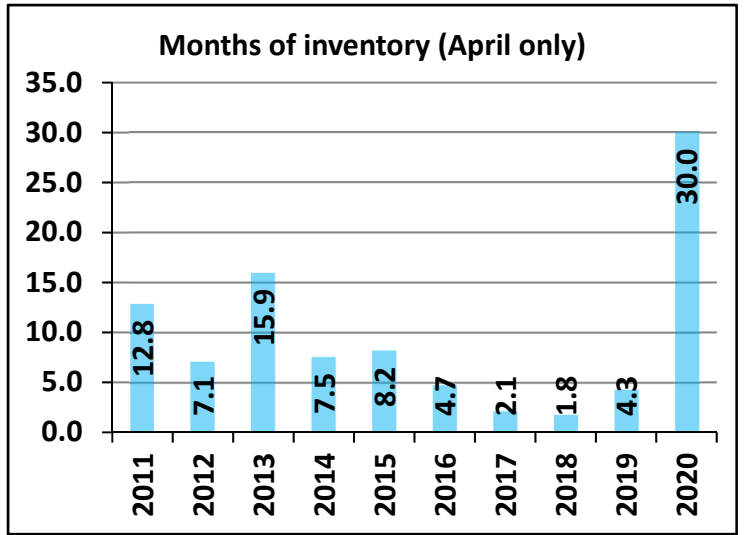
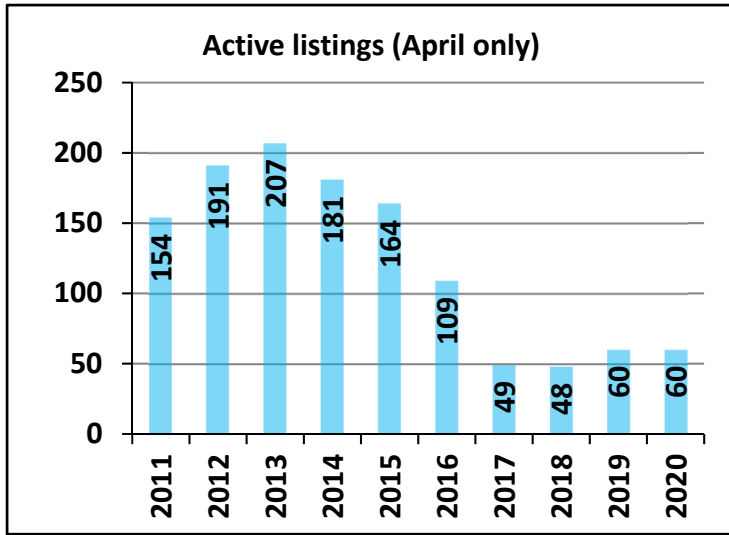
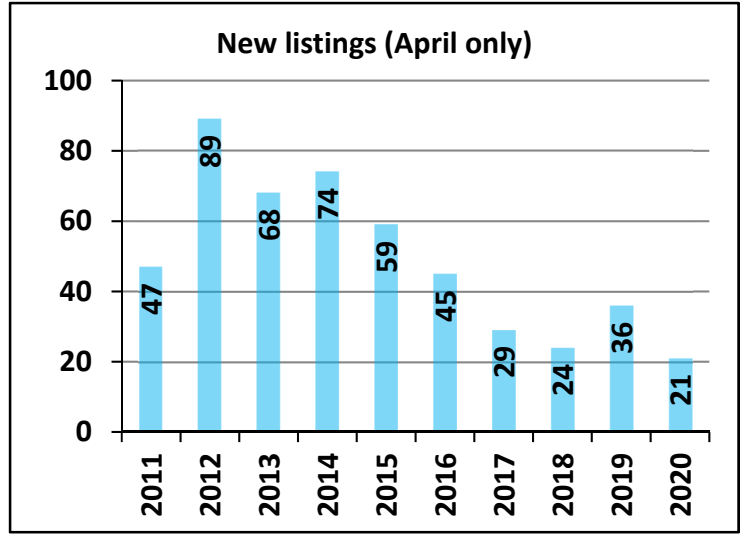
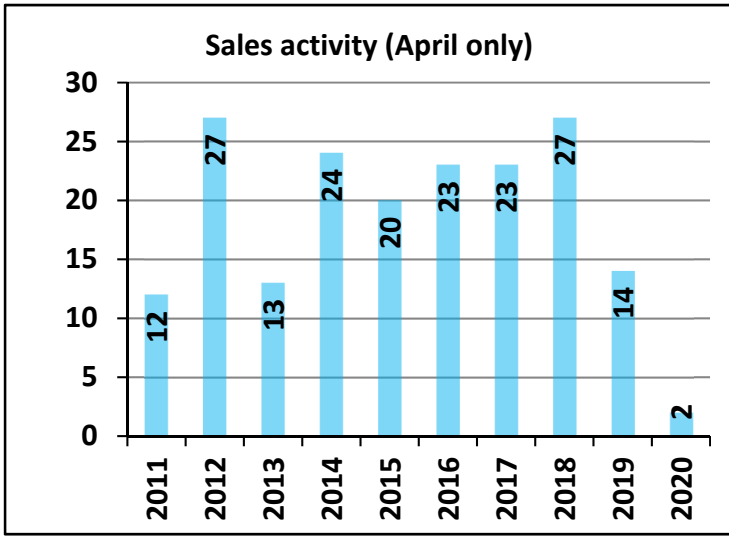
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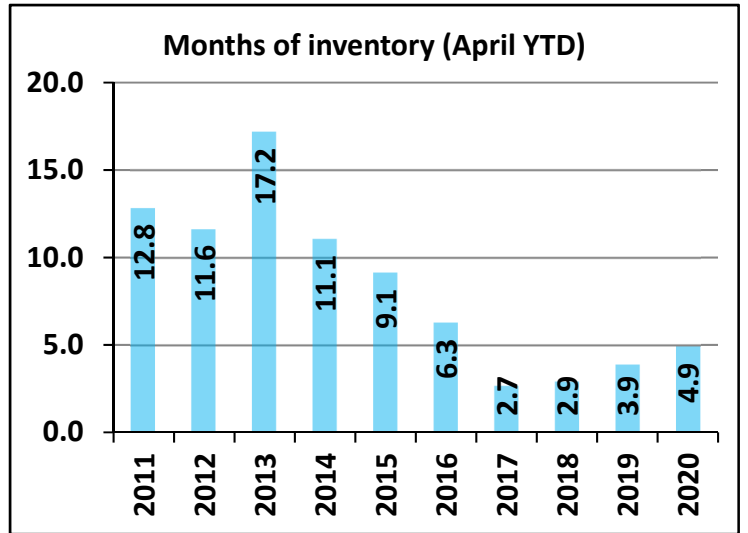
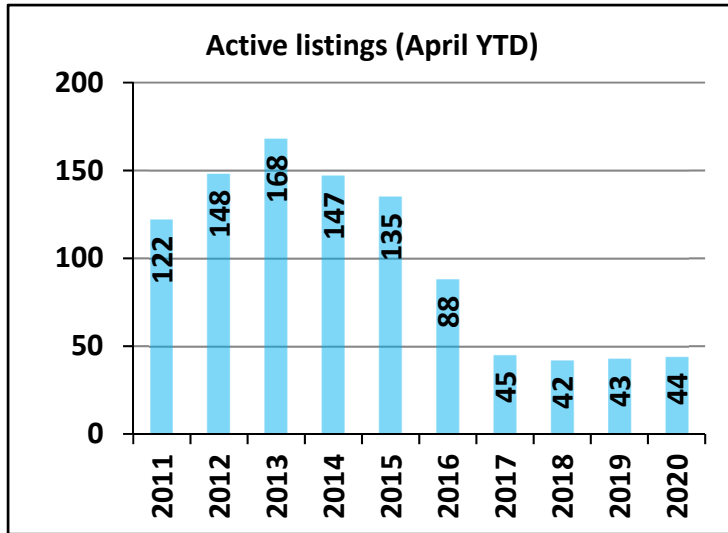
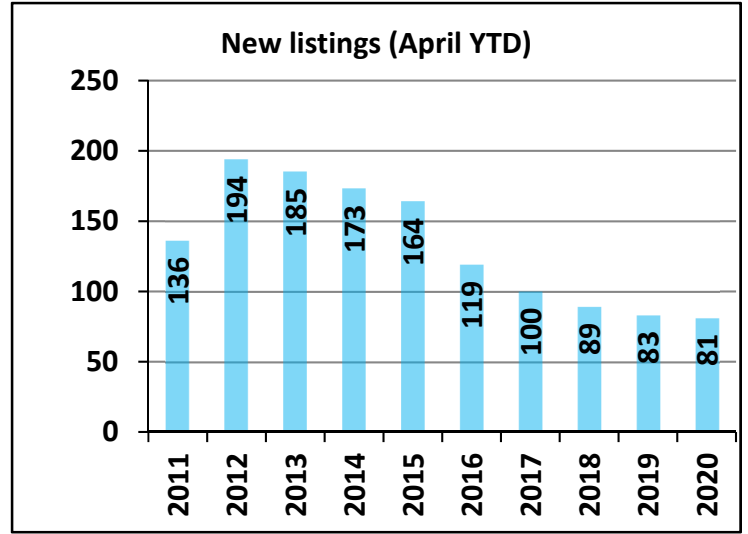
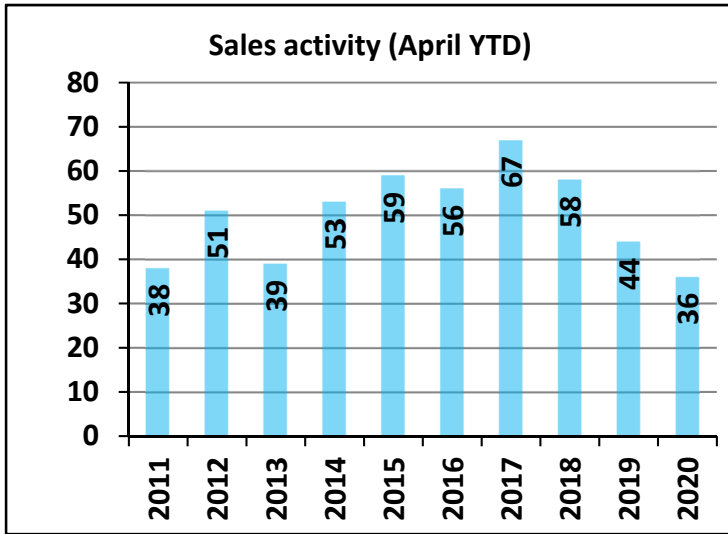
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	2	-85.7	-92.6	-91.3	-90.0	-84.6	-92.6
Dollar Volume	\$678,000	-91.8	-94.1	-94.1	-90.8	-78.3	-89.7
New Listings	21	-41.7	-12.5	-27.6	-64.4	-69.1	-65.0
Active Listings	60	0.0	25.0	22.4	-63.4	-71.0	-64.1
Sales to New Listings Ratio ¹	9.5	38.9	112.5	79.3	33.9	19.1	45.0
Months of Inventory ²	30.0	4.3	1.8	2.1	8.2	15.9	6.2
Average Price	\$339,000	-42.8	-20.9	-32.3	-8.0	40.8	39.5

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	36	-18.2	-37.9	-46.3	-39.0	-7.7	-21.7
Dollar Volume	\$18,623,277	-12.1	-18.3	-31.8	-2.3	87.4	65.2
New Listings	81	-2.4	-9.0	-19.0	-50.6	-56.2	-48.4
Active Listings ³	44	2.3	4.8	-2.2	-67.4	-73.8	-66.7
Sales to New Listings Ratio ⁴	44.4	53.0	65.2	67.0	36.0	21.1	29.3
Months of Inventory ⁵	4.9	3.9	2.9	2.7	9.1	17.2	11.5
Average Price	\$517,313	7.4	31.6	26.9	60.2	103.0	111.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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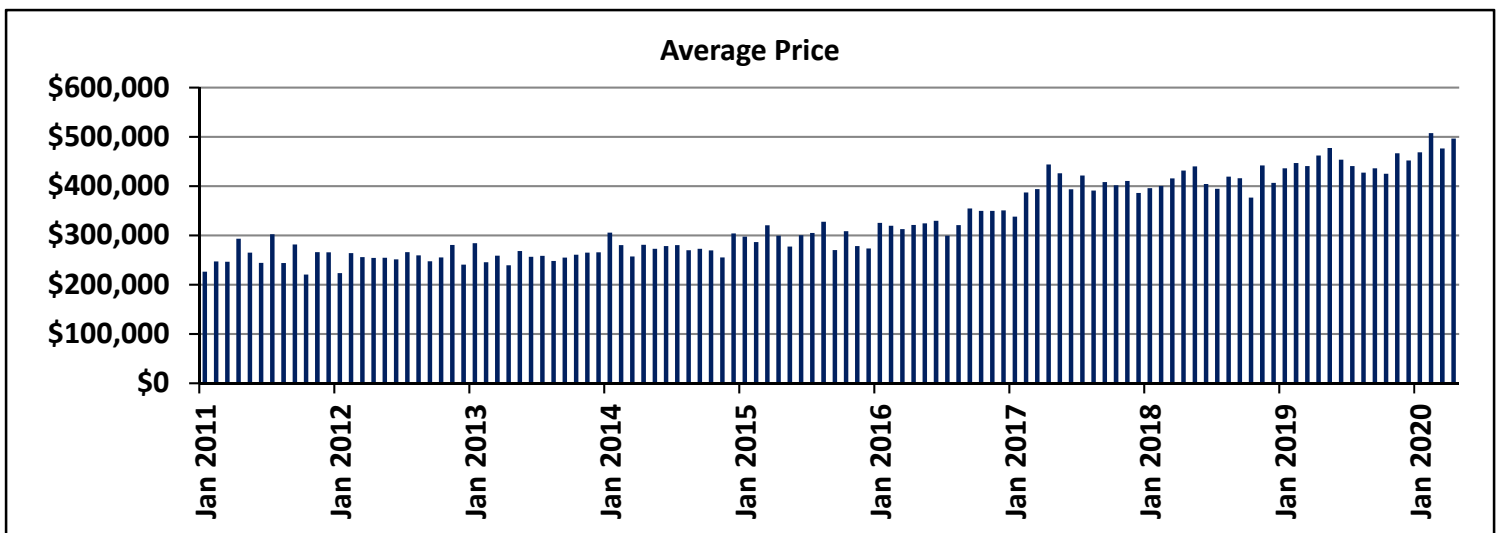
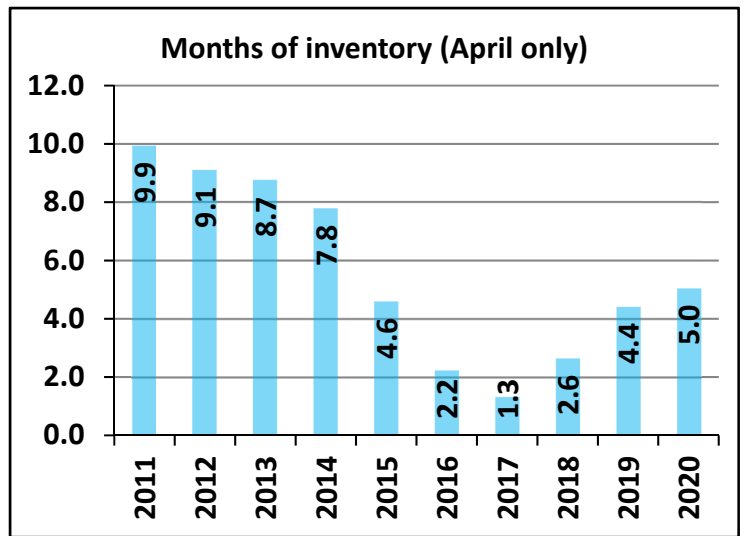
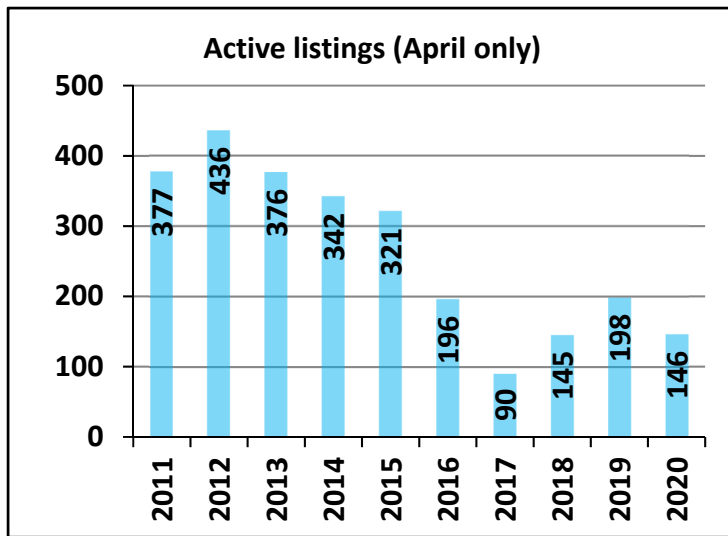
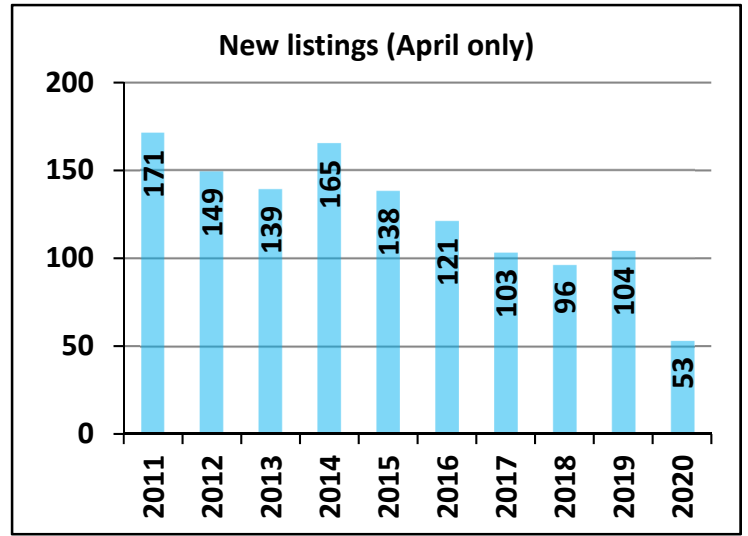
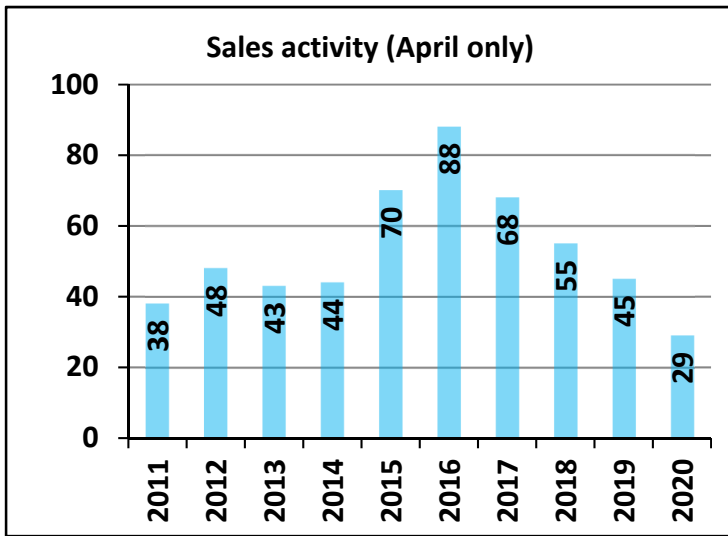
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⁵ Average active listings from January to current month / average sales from January to current month

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

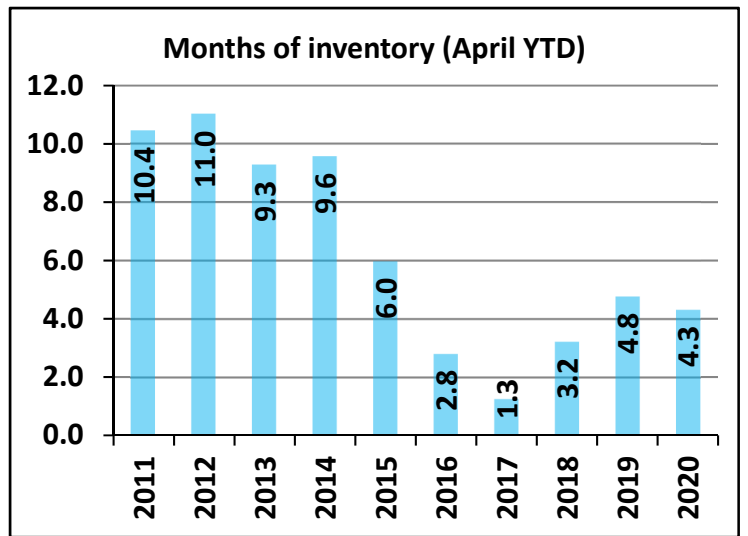
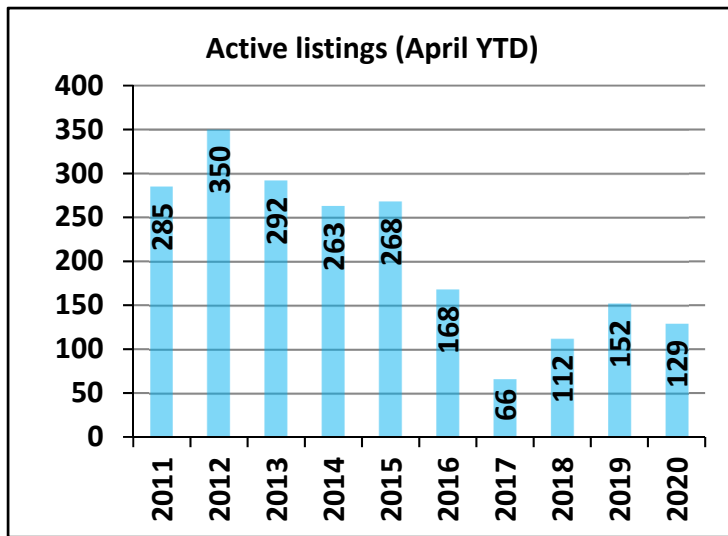
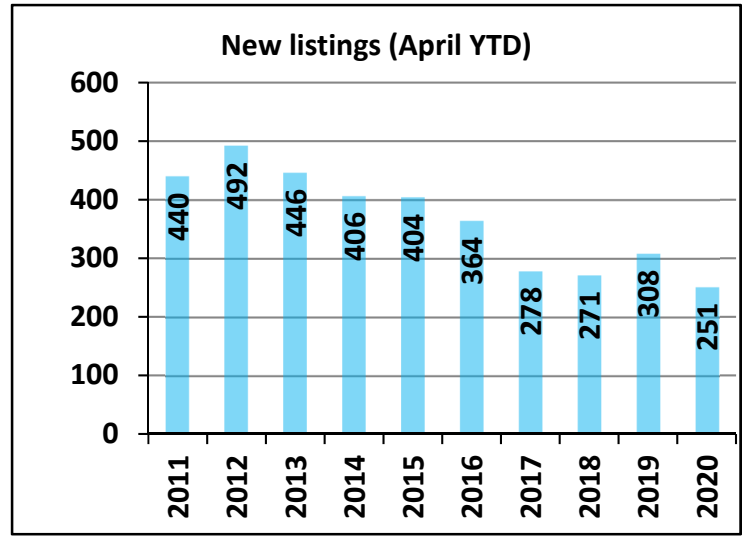
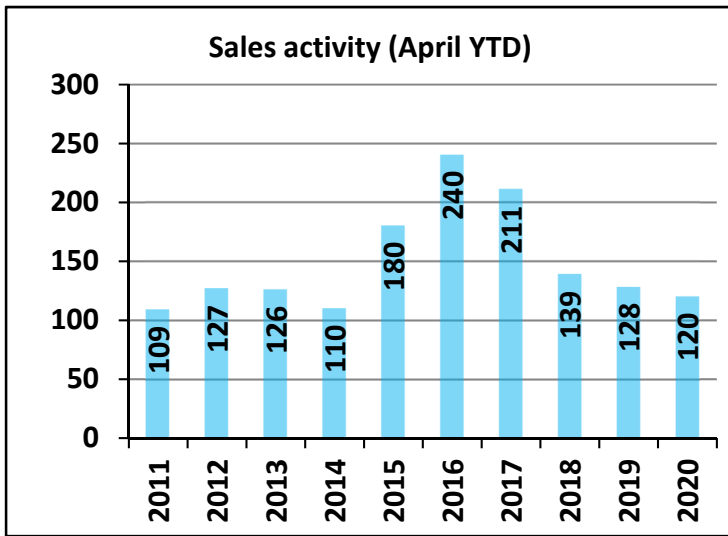
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019	April 2018	April 2017	April 2015	April 2013	April 2010
Sales Activity	29	-35.6	-47.3	-57.4	-58.6	-32.6	-9.4
Dollar Volume	\$14,398,700	-30.7	-39.3	-52.3	-31.3	40.0	99.8
New Listings	53	-49.0	-44.8	-48.5	-61.6	-61.9	-65.1
Active Listings	146	-26.3	0.7	62.2	-54.5	-61.2	-57.7
Sales to New Listings Ratio ¹	54.7	43.3	57.3	66.0	50.7	30.9	21.1
Months of Inventory ²	5.0	4.4	2.6	1.3	4.6	8.7	10.8
Average Price	\$496,507	7.5	15.1	11.9	65.9	107.6	120.5

Year-to-date	April 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2019 YTD	April 2018 YTD	April 2017 YTD	April 2015 YTD	April 2013 YTD	April 2010 YTD
Sales Activity	120	-6.3	-13.7	-43.1	-33.3	-4.8	10.1
Dollar Volume	\$58,567,731	2.1	1.0	-30.7	7.4	83.3	122.0
New Listings	251	-18.5	-7.4	-9.7	-37.9	-43.7	-38.2
Active Listings ³	129	-15.1	15.2	95.5	-51.9	-55.8	-52.9
Sales to New Listings Ratio ⁴	47.8	41.6	51.3	75.9	44.6	28.3	26.8
Months of Inventory ⁵	4.3	4.8	3.2	1.3	6.0	9.3	10.0
Average Price	\$488,064	8.9	17.0	21.8	61.1	92.5	101.6

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