



Western District

Residential Market Activity

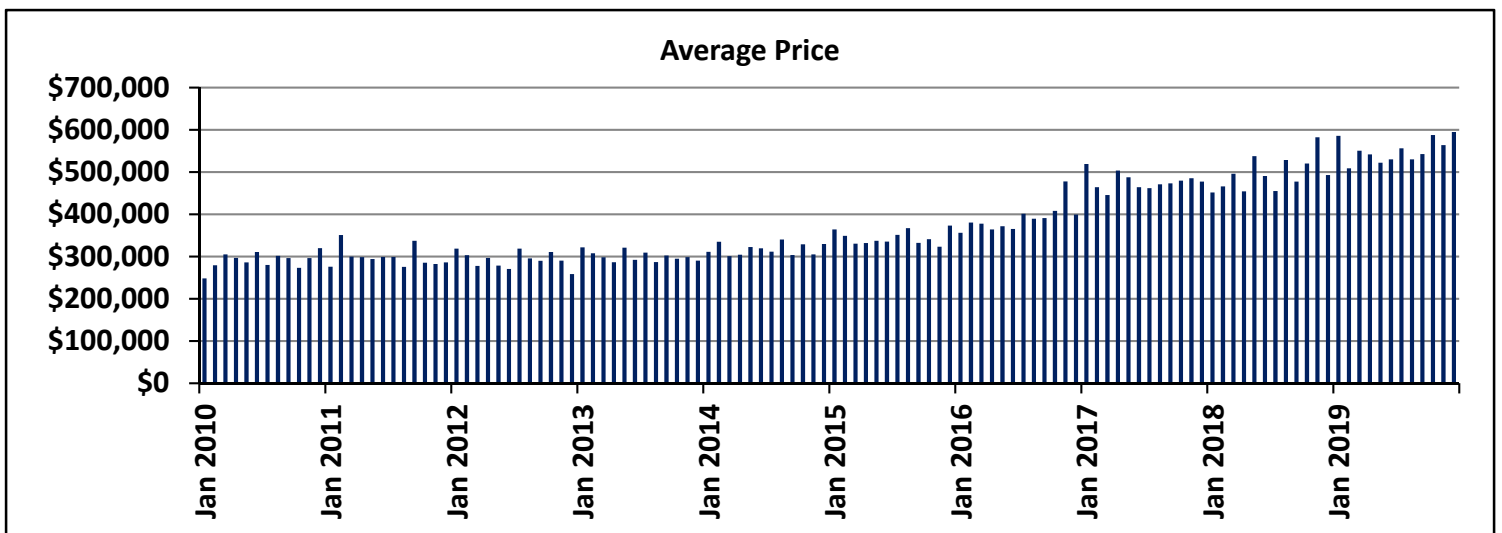
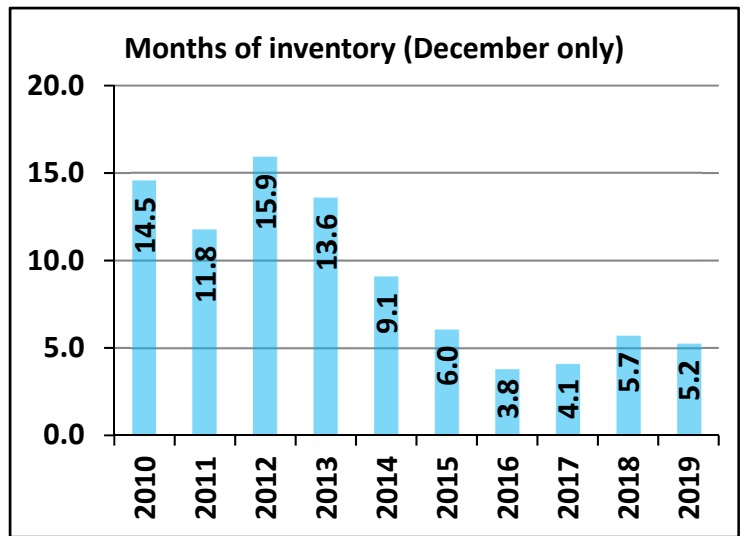
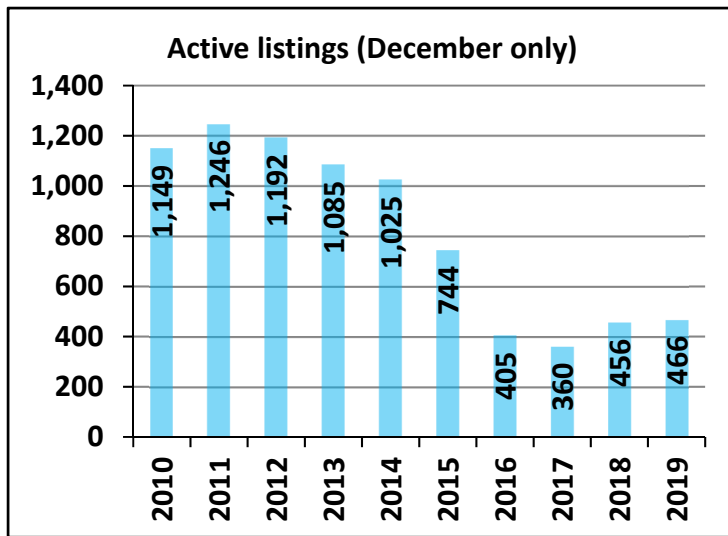
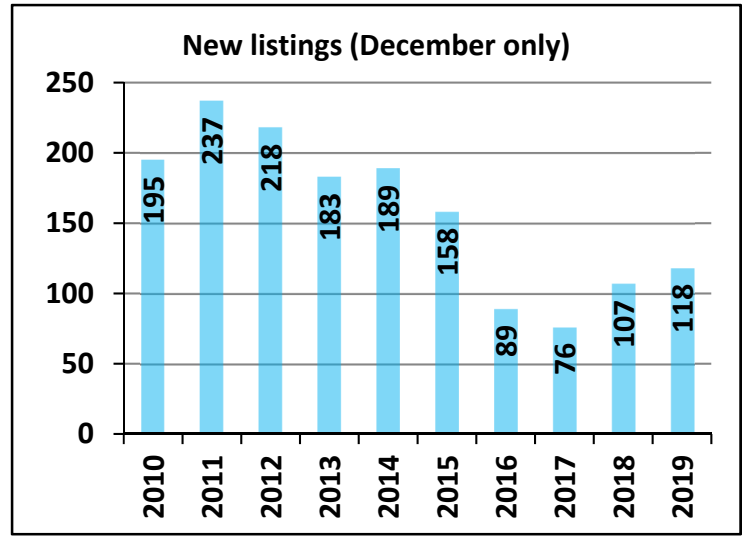
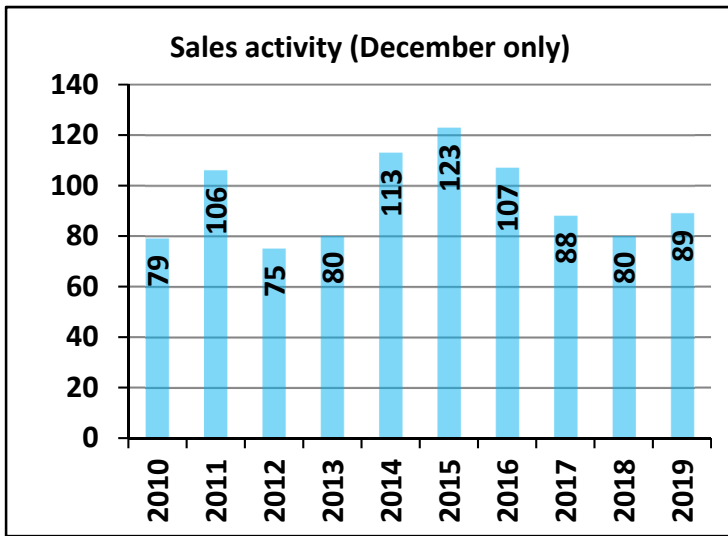
December 2019



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

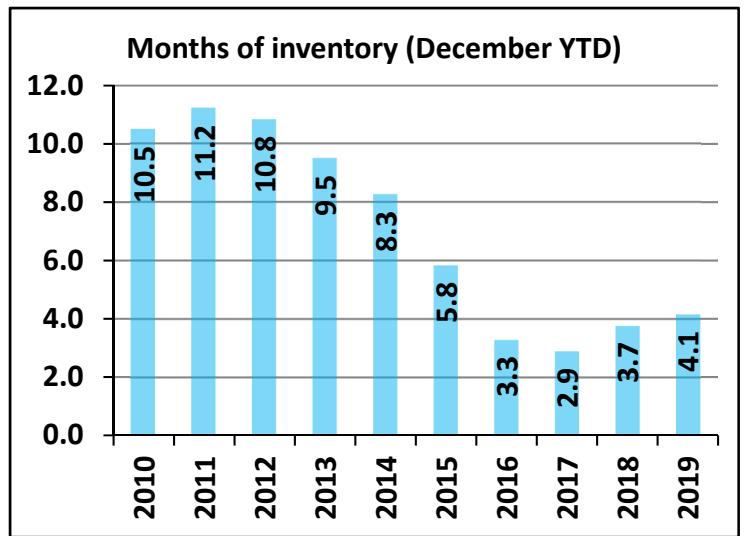
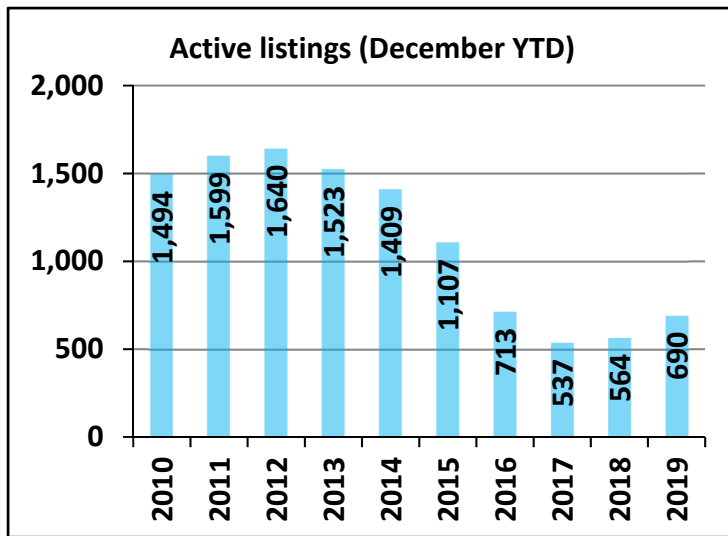
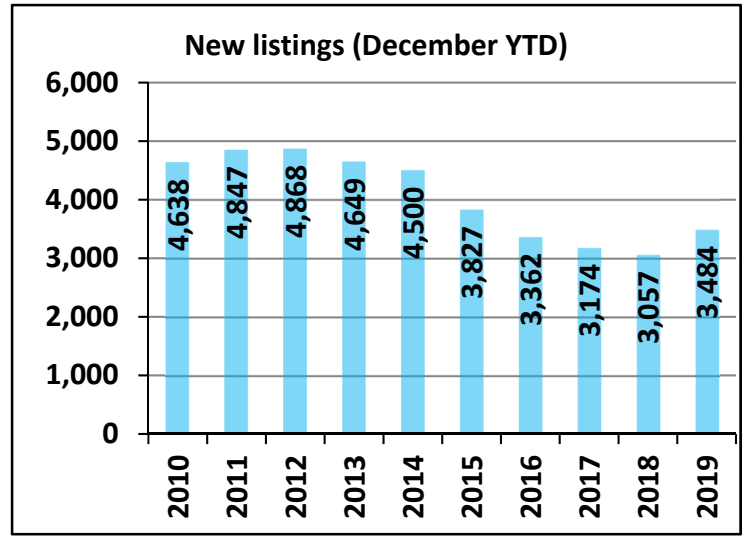
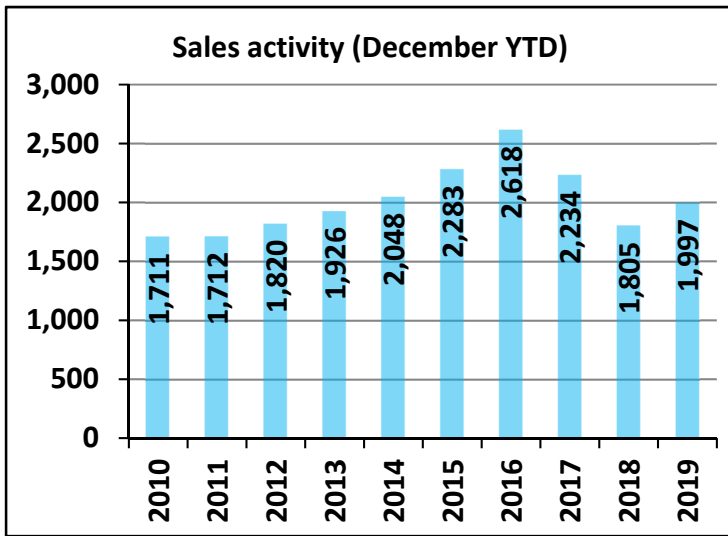
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	89	11.3	1.1	-16.8	-21.2	18.7	-10.1
Dollar Volume	\$52,929,580	34.3	26.1	23.9	42.1	173.1	111.2
New Listings	118	10.3	55.3	32.6	-37.6	-45.9	-38.9
Active Listings	466	2.2	29.4	15.1	-54.5	-60.9	-57.6
Sales to New Listings Ratio¹	75.4	74.8	115.8	120.2	59.8	34.4	51.3
Months of Inventory²	5.2	5.7	4.1	3.8	9.1	15.9	11.1
Average Price	\$594,714	20.7	24.6	49.0	80.4	130.1	134.9

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	1,997	10.6	-10.6	-23.7	-2.5	9.7	22.0
Dollar Volume	\$1,095,100,141	21.7	2.9	7.7	68.5	105.2	148.8
New Listings	3,484	14.0	9.8	3.6	-22.6	-28.4	-18.5
Active Listings³	690	22.3	28.5	-3.2	-51.0	-57.9	-50.1
Sales to New Listings Ratio⁴	57.3	59.0	70.4	77.9	45.5	37.4	38.3
Months of Inventory⁵	4.1	3.7	2.9	3.3	8.3	10.8	10.1
Average Price	\$548,373	10.0	15.1	41.3	72.8	87.0	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

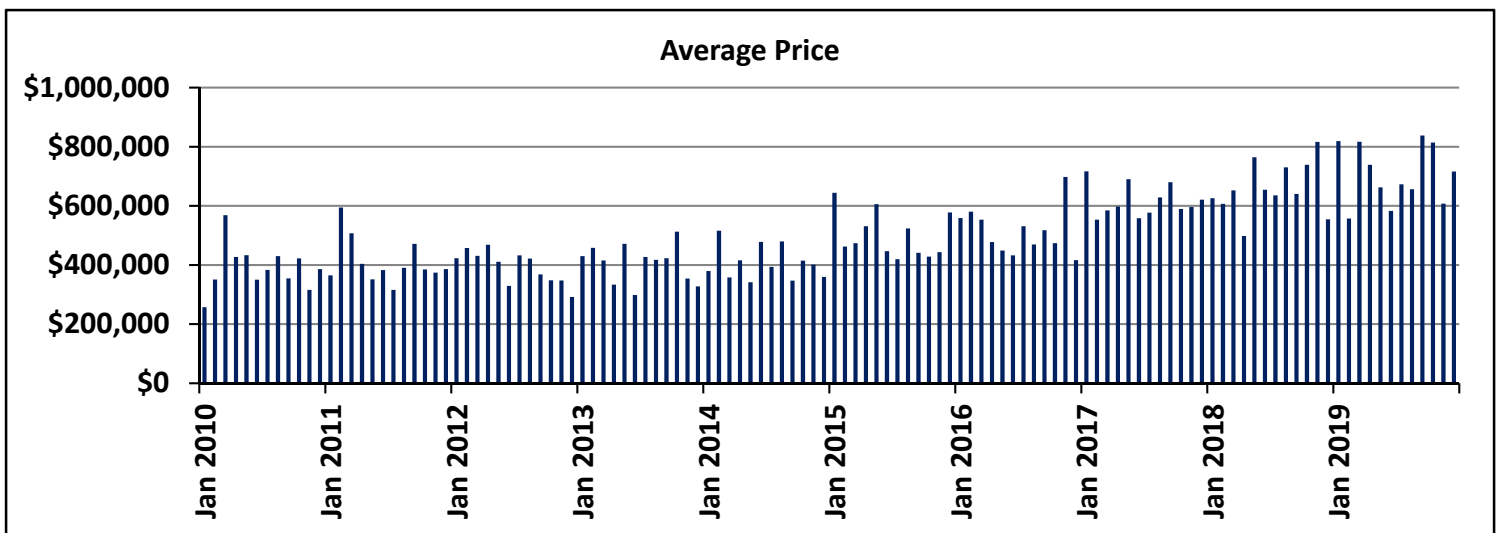
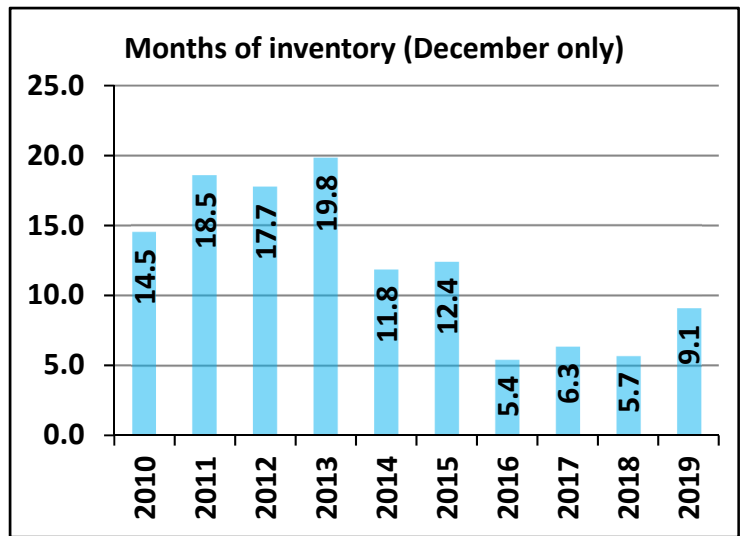
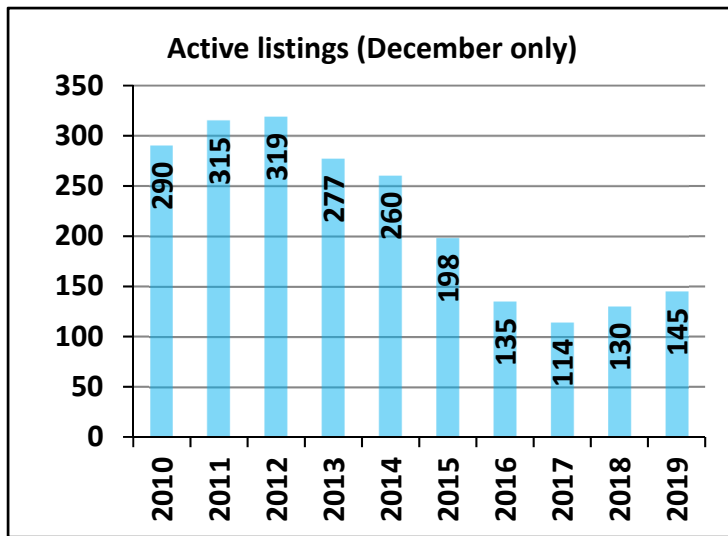
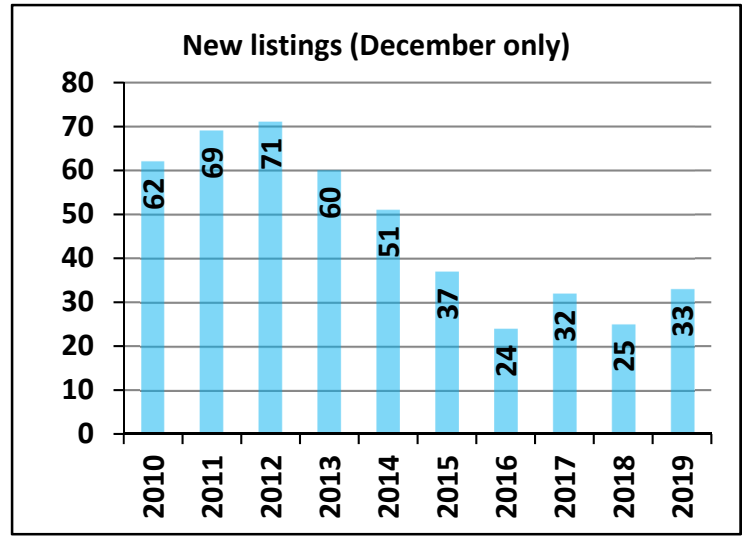
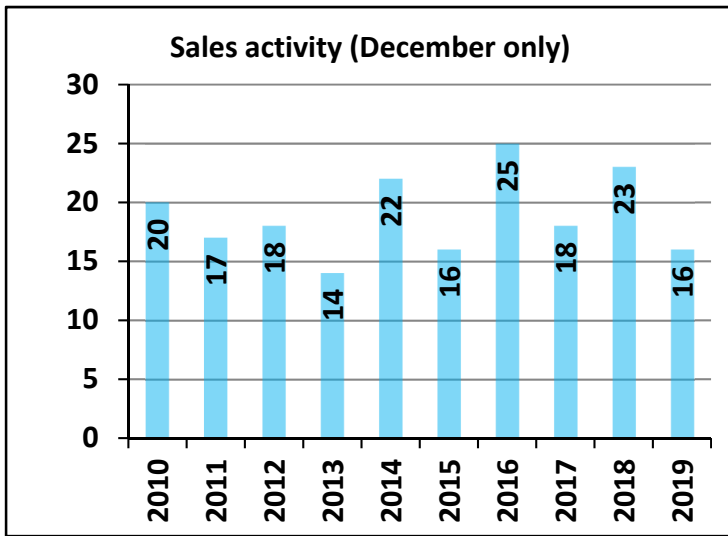
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

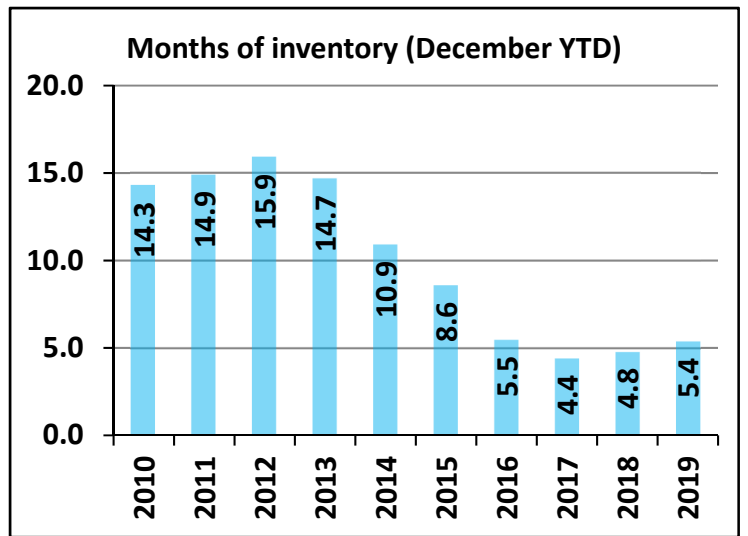
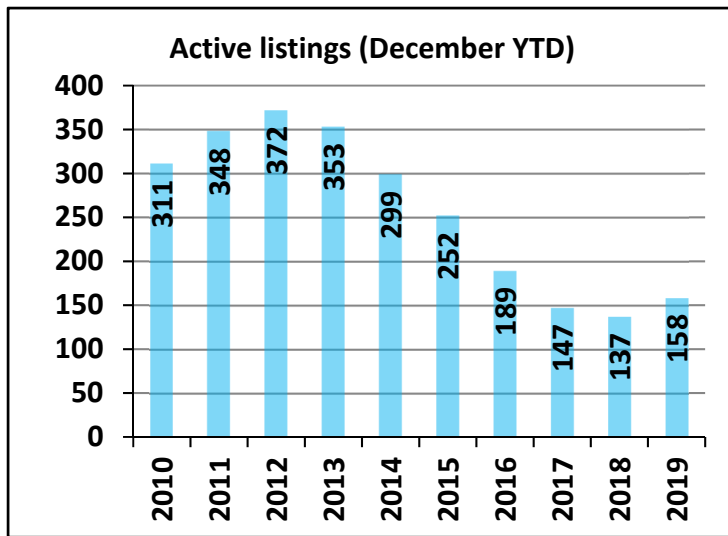
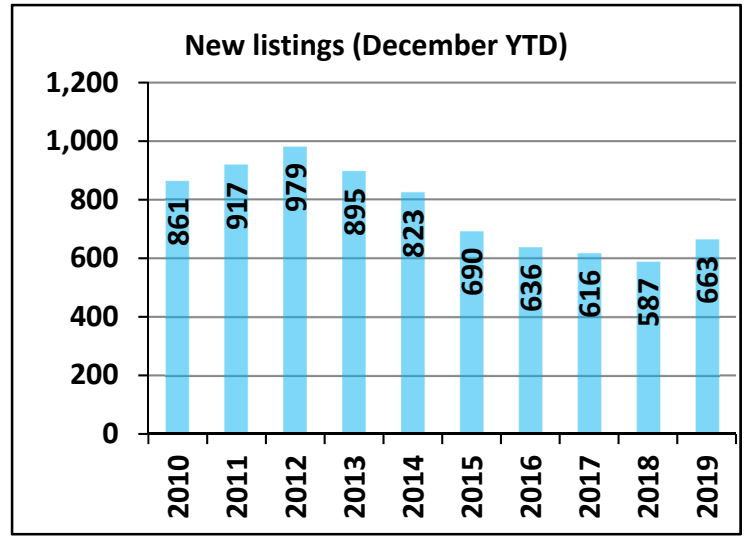
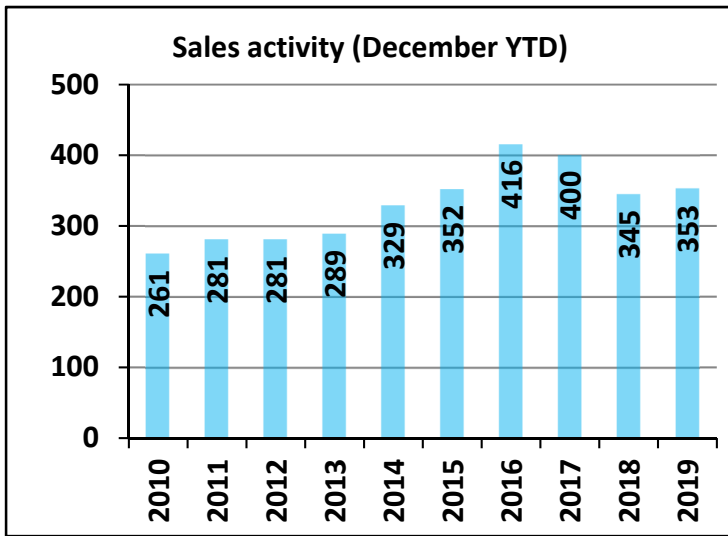
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	16	-30.4	-11.1	-36.0	-27.3	-11.1	-30.4
Dollar Volume	\$11,458,900	-10.1	2.6	10.1	45.1	118.5	61.5
New Listings	33	32.0	3.1	37.5	-35.3	-53.5	-40.0
Active Listings	145	11.5	27.2	7.4	-44.2	-54.5	-43.4
Sales to New Listings Ratio¹	48.5	92.0	56.3	104.2	43.1	25.4	41.8
Months of Inventory²	9.1	5.7	6.3	5.4	11.8	17.7	11.1
Average Price	\$716,181	29.2	15.4	72.1	99.5	145.8	132.1

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	353	2.3	-11.8	-15.1	7.3	25.6	28.4
Dollar Volume	\$252,099,112	9.0	2.5	19.5	89.2	128.3	149.3
New Listings	663	12.9	7.6	4.2	-19.4	-32.3	-19.1
Active Listings³	158	15.3	7.5	-16.4	-47.2	-57.5	-47.7
Sales to New Listings Ratio⁴	53.2	58.8	64.9	65.4	40.0	28.7	33.5
Months of Inventory⁵	5.4	4.8	4.4	5.5	10.9	15.9	13.2
Average Price	\$714,162	6.5	16.1	40.9	76.4	81.8	94.2

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

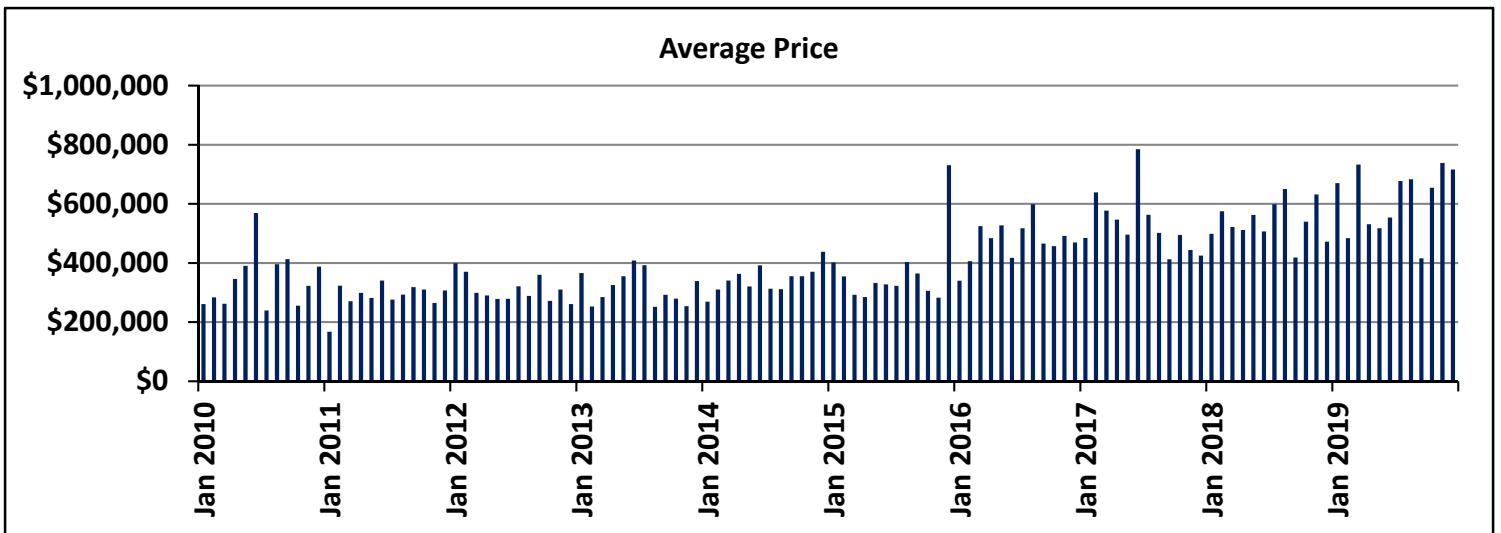
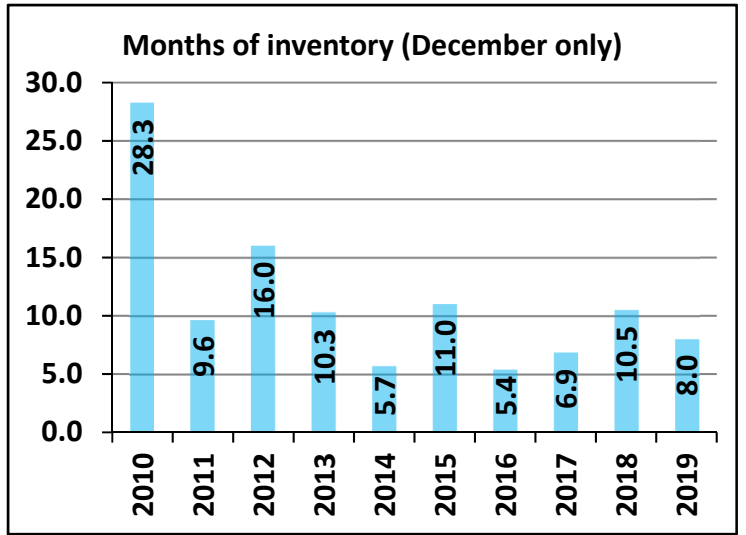
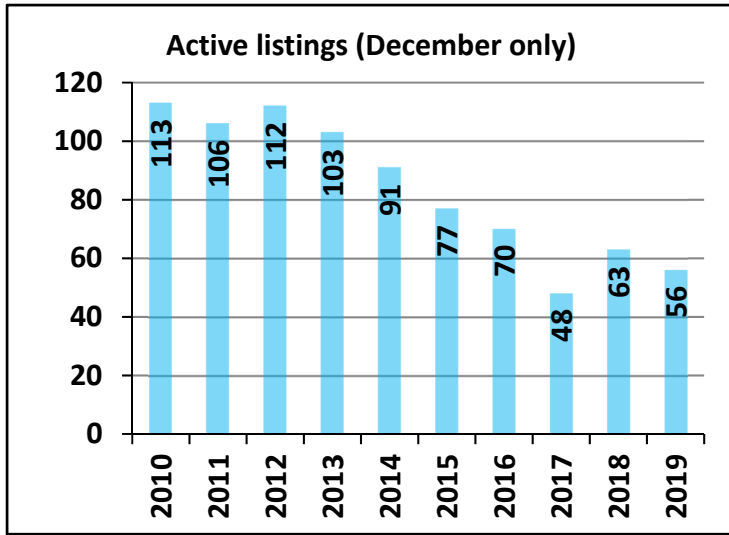
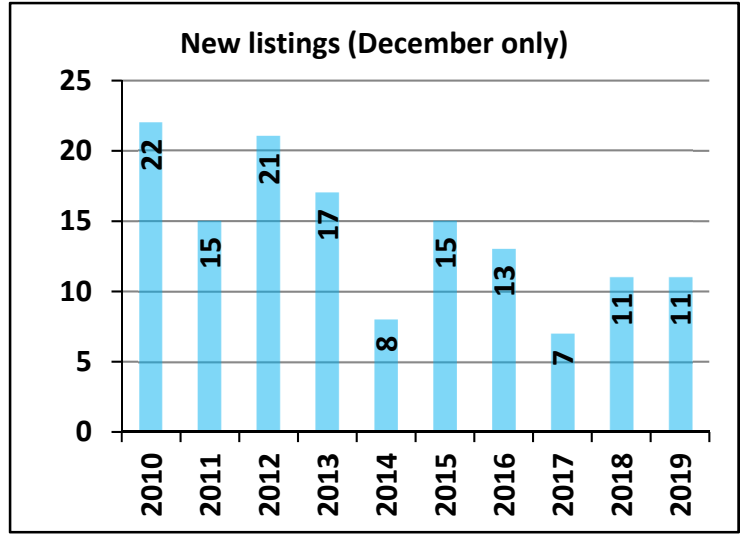
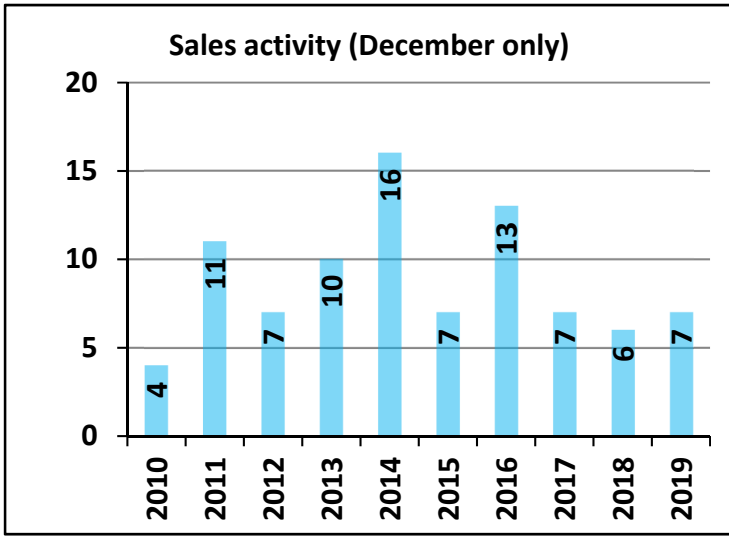
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

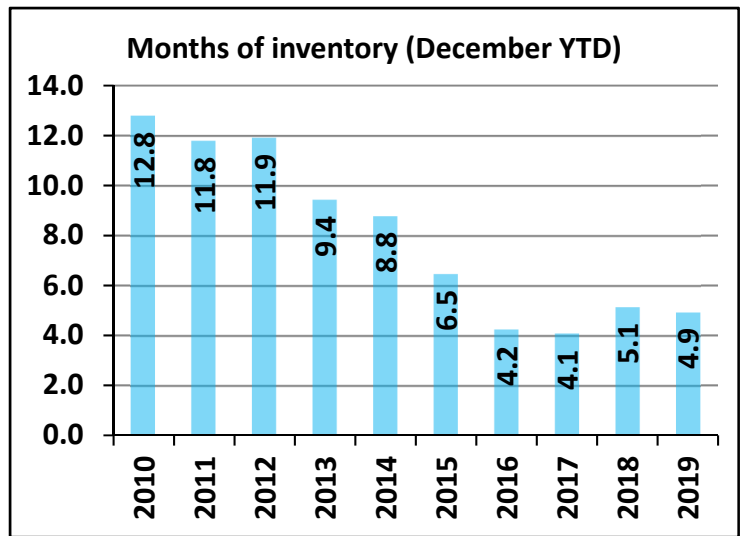
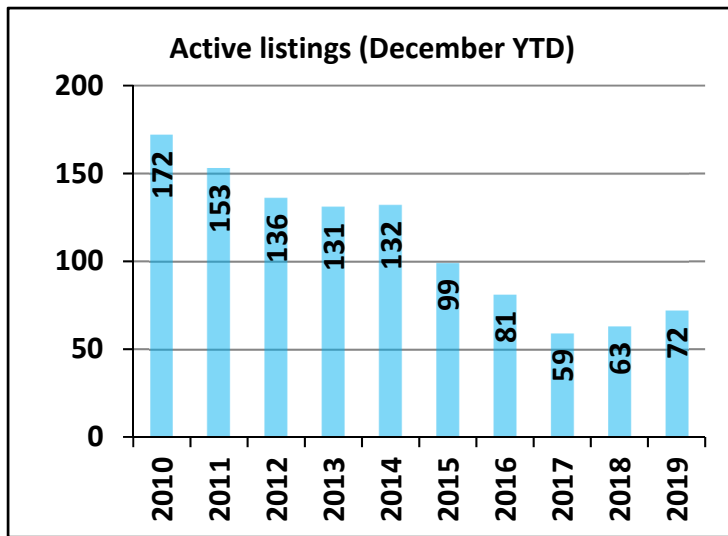
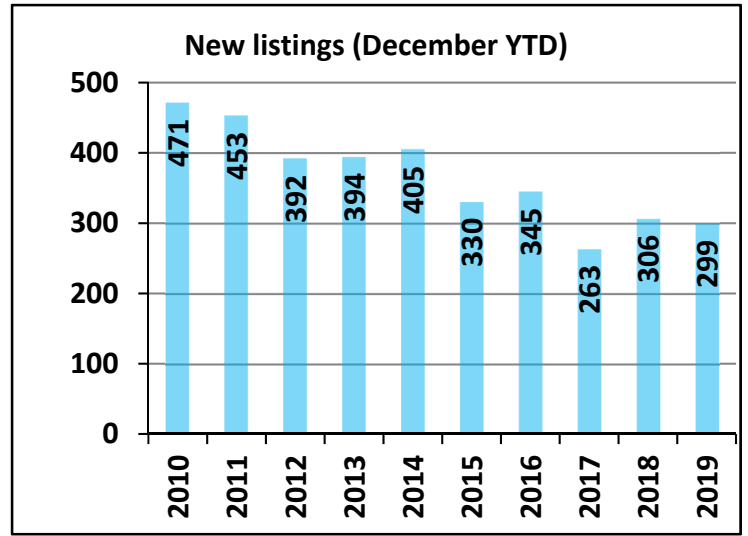
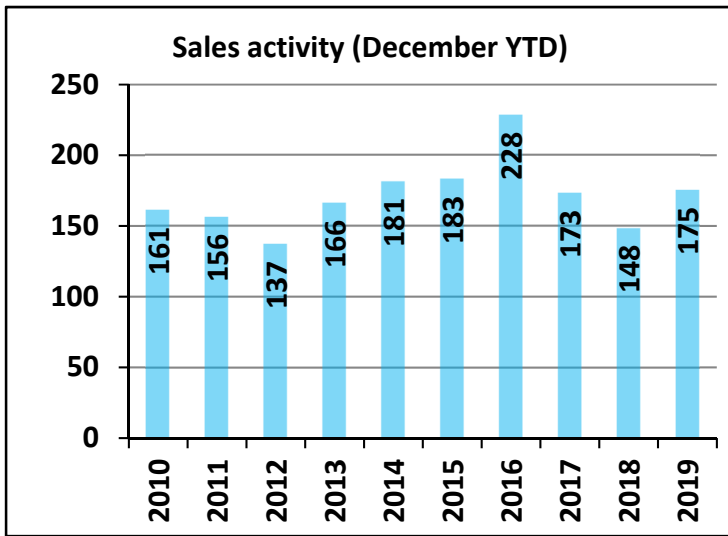
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	7	16.7	0.0	-46.2	-56.3	0.0	-22.2
Dollar Volume	\$5,011,000	76.9	68.5	-17.9	-28.5	174.7	90.2
New Listings	11	0.0	57.1	-15.4	37.5	-47.6	-38.9
Active Listings	56	-11.1	16.7	-20.0	-38.5	-50.0	-55.2
Sales to New Listings Ratio ¹	63.6	54.5	100.0	100.0	200.0	33.3	50.0
Months of Inventory ²	8.0	10.5	6.9	5.4	5.7	16.0	13.9
Average Price	\$715,857	51.6	68.5	52.5	63.5	174.7	144.6

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	175	18.2	1.2	-23.2	-3.3	27.7	14.4
Dollar Volume	\$107,419,401	34.1	15.1	-2.6	68.9	153.2	178.2
New Listings	299	-2.3	13.7	-13.3	-26.2	-23.7	-32.8
Active Listings ³	72	14.3	22.0	-11.1	-45.5	-47.1	-53.2
Sales to New Listings Ratio ⁴	58.5	48.4	65.8	66.1	44.7	34.9	34.4
Months of Inventory ⁵	4.9	5.1	4.1	4.2	8.8	11.9	12.1
Average Price	\$613,825	13.4	13.7	26.9	74.7	98.2	143.2

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

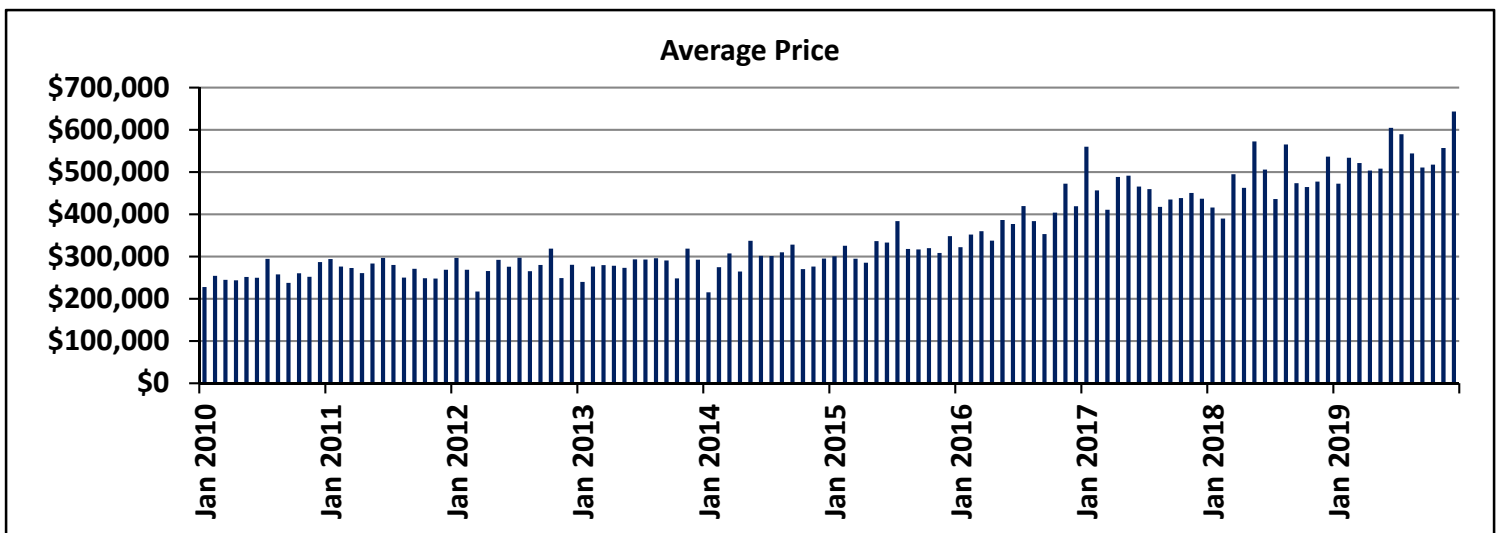
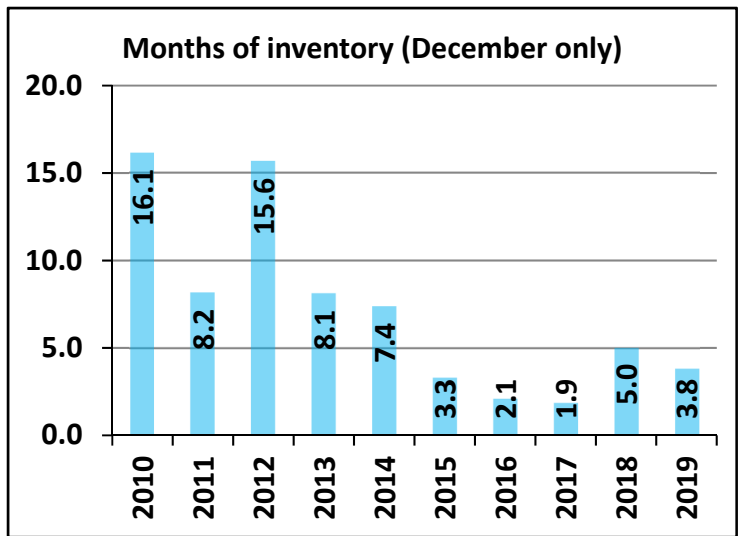
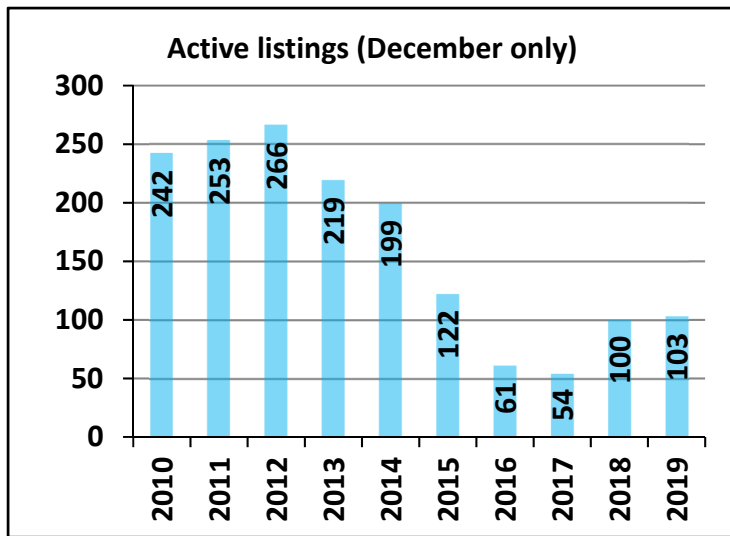
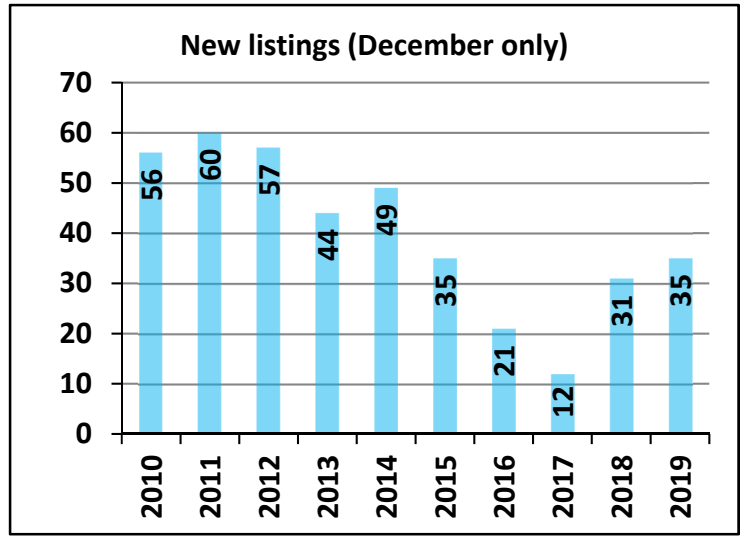
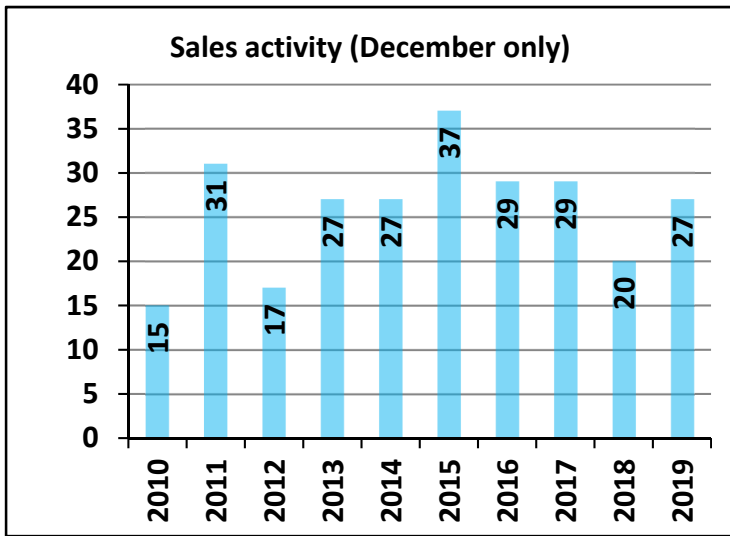
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

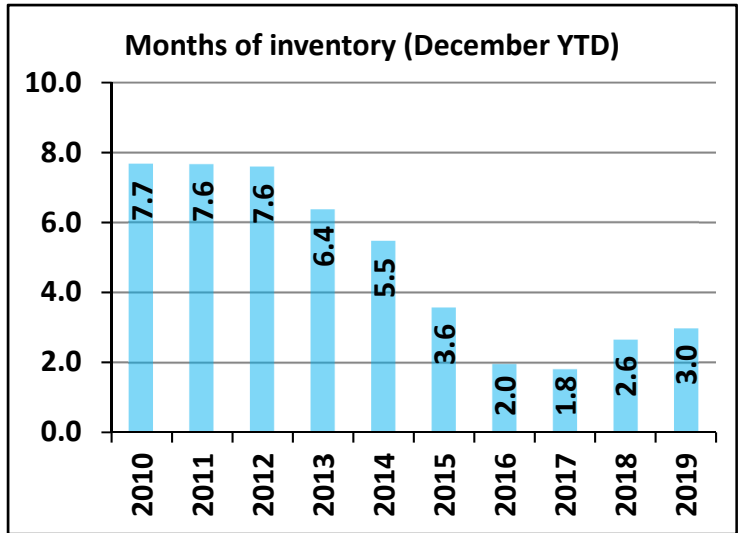
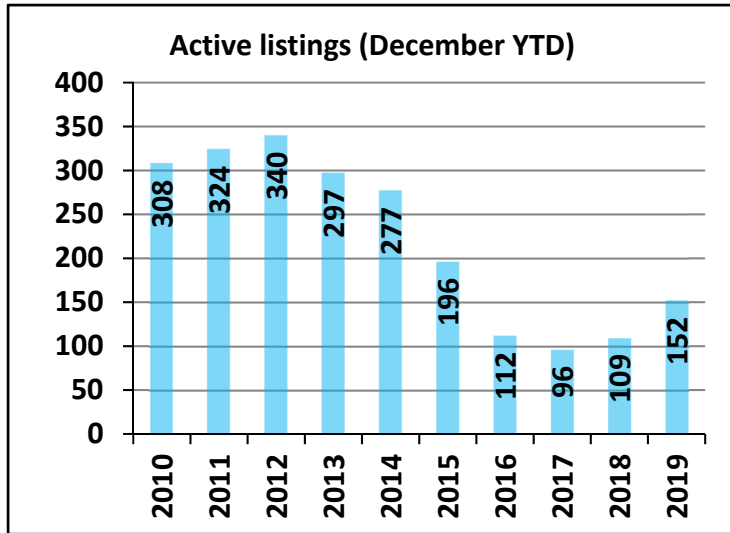
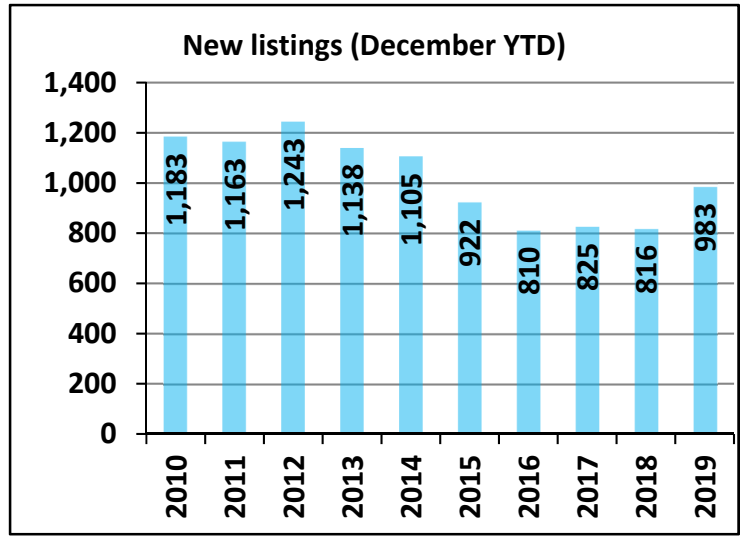
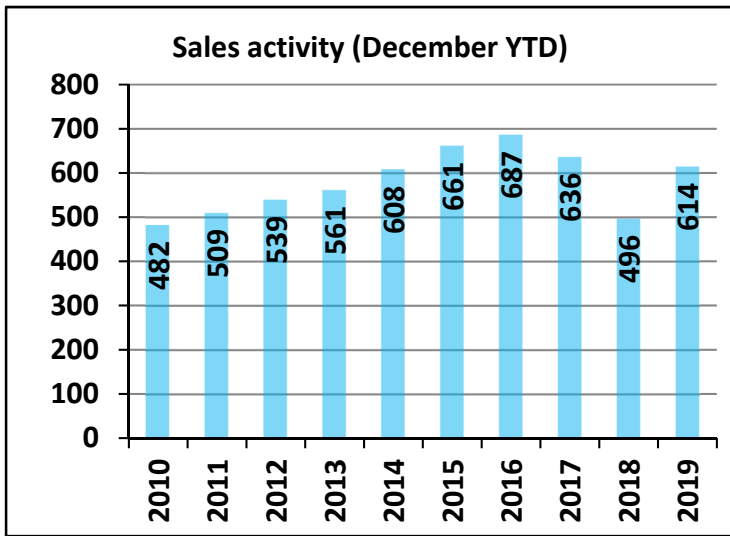
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	27	35.0	-6.9	-6.9	0.0	58.8	-10.0
Dollar Volume	\$17,366,700	61.9	37.1	42.9	118.0	264.6	177.4
New Listings	35	12.9	191.7	66.7	-28.6	-38.6	-16.7
Active Listings	103	3.0	90.7	68.9	-48.2	-61.3	-56.9
Sales to New Listings Ratio¹	77.1	64.5	241.7	138.1	55.1	29.8	71.4
Months of Inventory²	3.8	5.0	1.9	2.1	7.4	15.6	8.0
Average Price	\$643,211	19.9	47.2	53.5	118.0	129.6	208.2

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	614	23.8	-3.5	-10.6	1.0	13.9	31.8
Dollar Volume	\$332,426,209	37.7	14.6	27.2	84.5	122.8	201.1
New Listings	983	20.5	19.2	21.4	-11.0	-20.9	-4.6
Active Listings³	152	39.4	58.3	35.7	-45.1	-55.3	-47.8
Sales to New Listings Ratio⁴	62.5	60.8	77.1	84.8	55.0	43.4	45.2
Months of Inventory⁵	3.0	2.6	1.8	2.0	5.5	7.6	7.5
Average Price	\$541,411	11.2	18.7	42.3	82.7	95.6	128.5

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

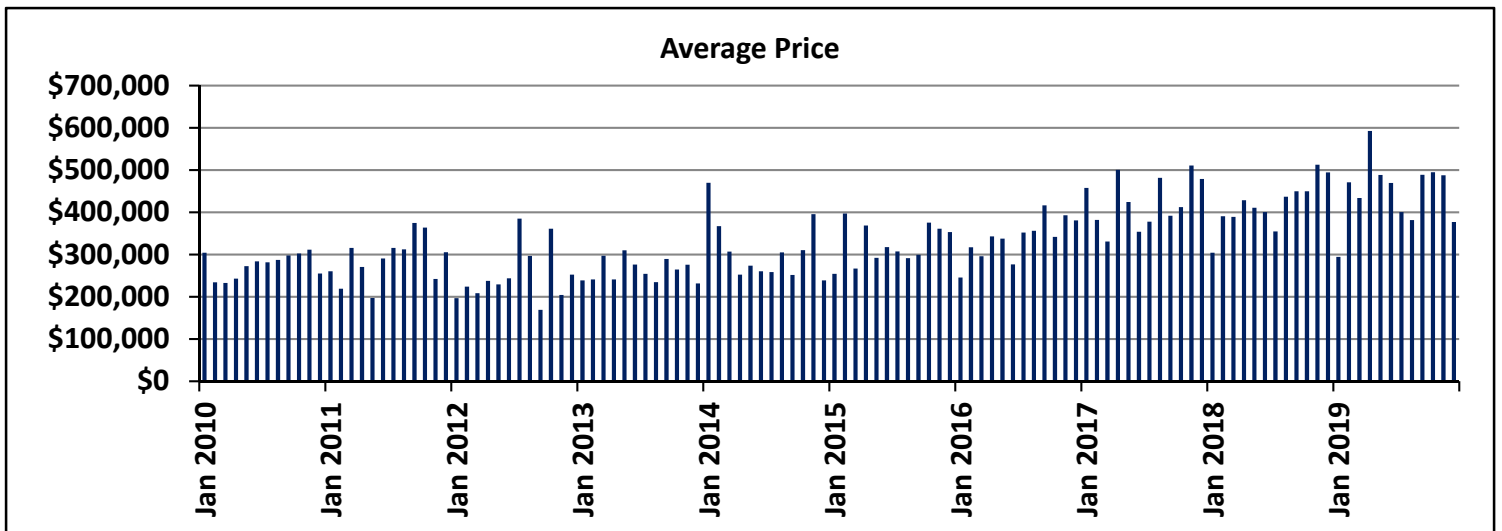
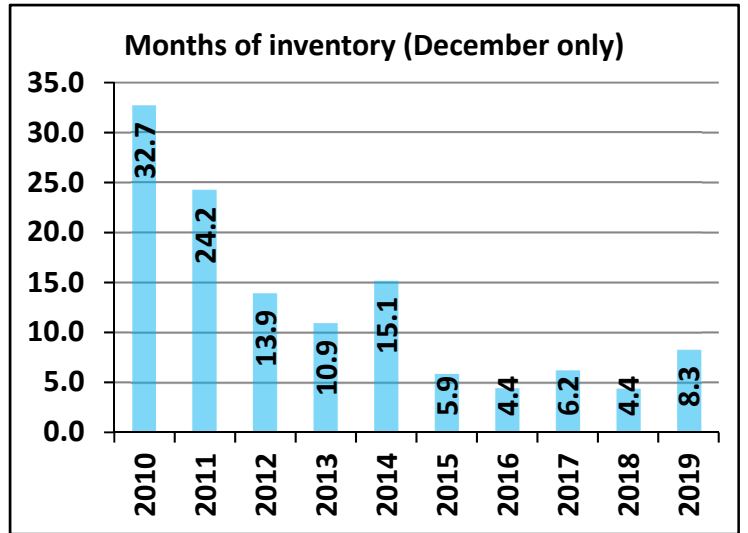
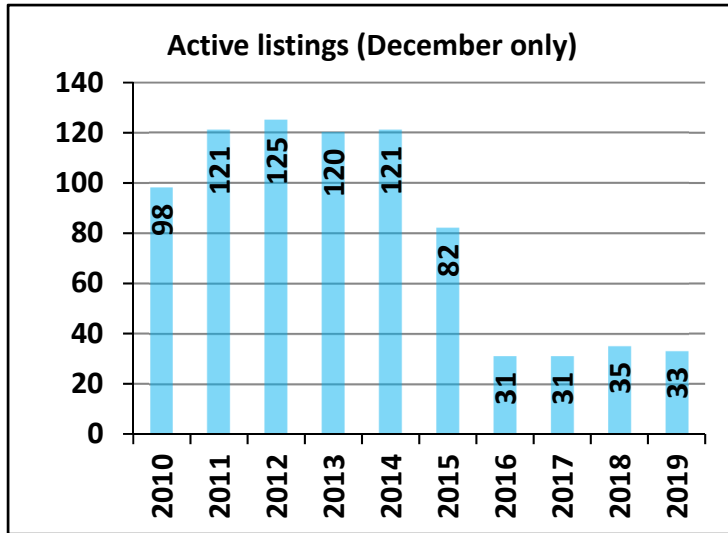
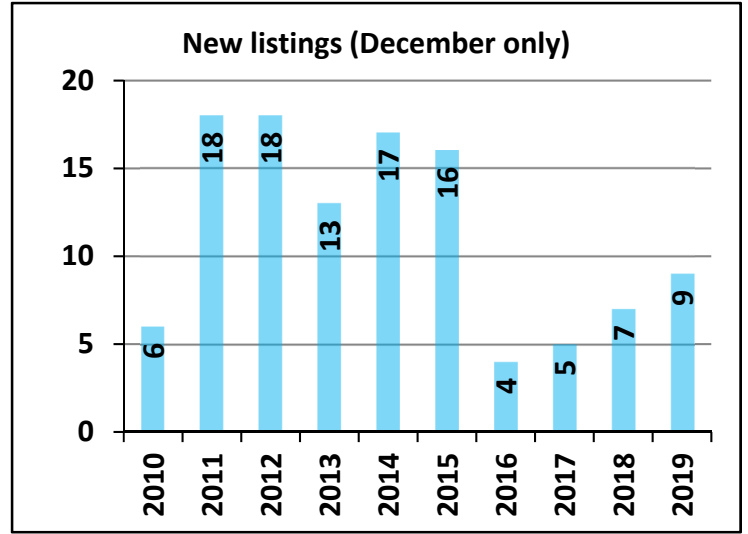
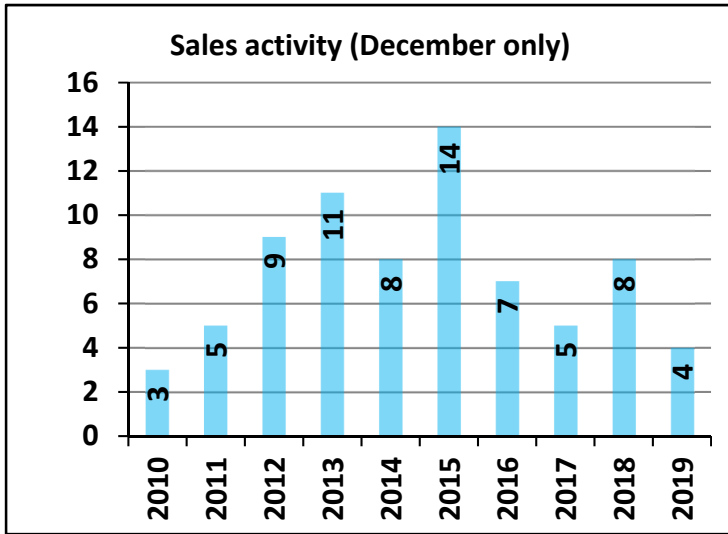
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

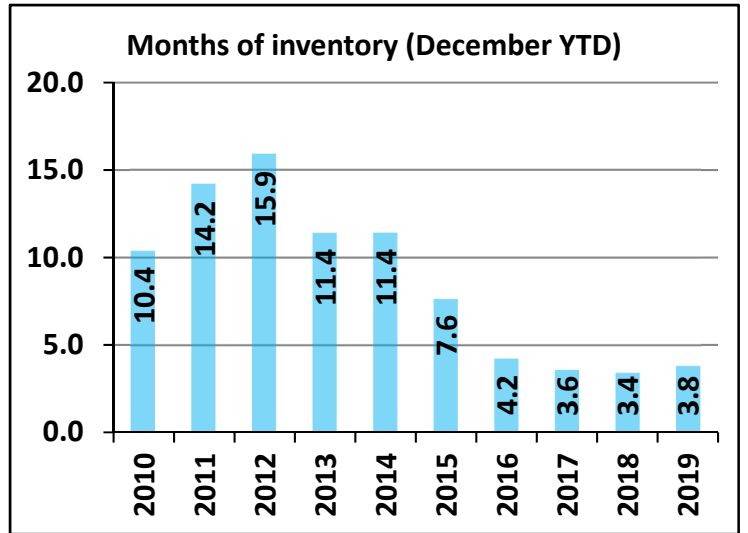
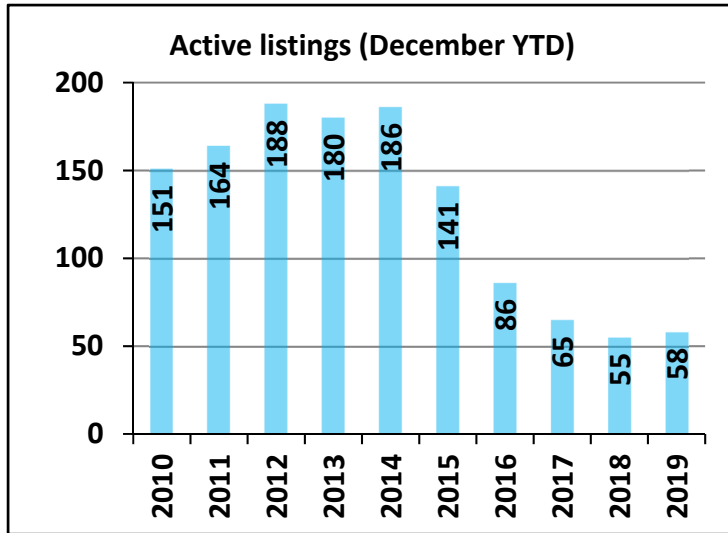
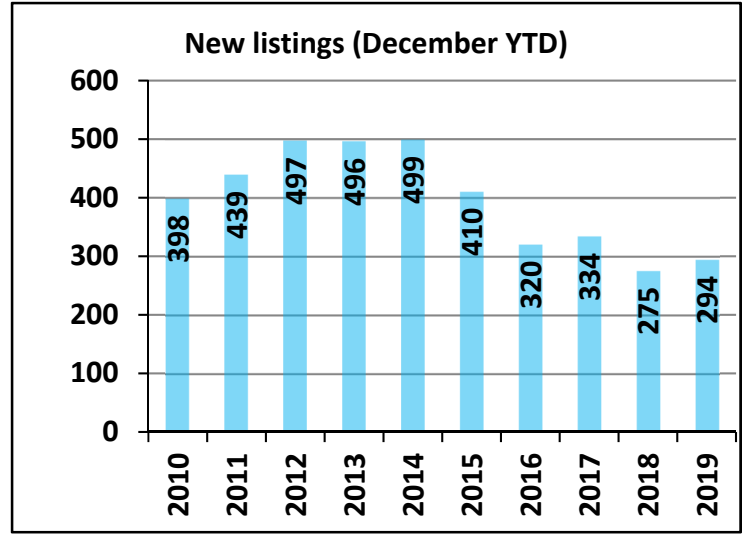
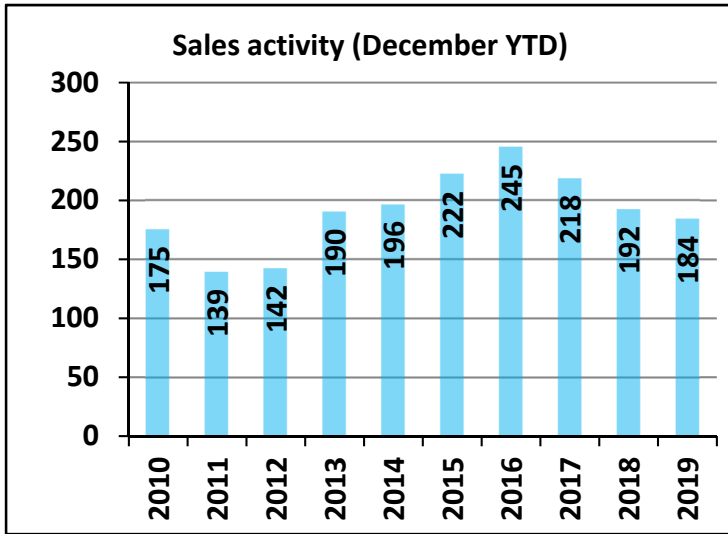
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	4	-50.0	-20.0	-42.9	-50.0	-55.6	-60.0
Dollar Volume	\$1,507,500	-61.9	-37.0	-43.4	-21.0	-33.6	-36.3
New Listings	9	28.6	80.0	125.0	-47.1	-50.0	-25.0
Active Listings	33	-5.7	6.5	6.5	-72.7	-73.6	-69.4
Sales to New Listings Ratio¹	44.4	114.3	100.0	175.0	47.1	50.0	83.3
Months of Inventory²	8.3	4.4	6.2	4.4	15.1	13.9	10.8
Average Price	\$376,875	-23.8	-21.3	-1.0	57.9	49.5	59.2

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	184	-4.2	-15.6	-24.9	-6.1	29.6	21.1
Dollar Volume	\$84,390,400	4.6	-6.8	1.2	50.3	134.1	110.3
New Listings	294	6.9	-12.0	-8.1	-41.1	-40.8	-31.1
Active Listings³	58	5.5	-10.8	-32.6	-68.8	-69.1	-59.4
Sales to New Listings Ratio⁴	62.6	69.8	65.3	76.6	39.3	28.6	35.6
Months of Inventory⁵	3.8	3.4	3.6	4.2	11.4	15.9	11.3
Average Price	\$458,643	9.1	10.5	34.7	60.1	80.6	73.7

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

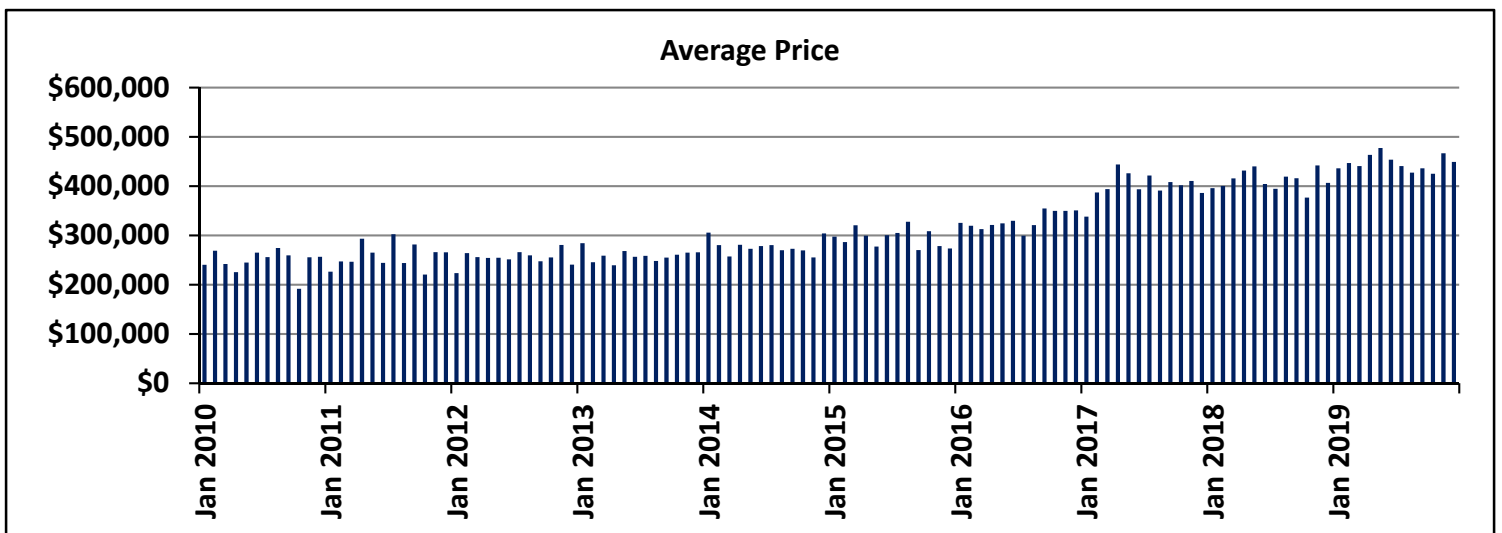
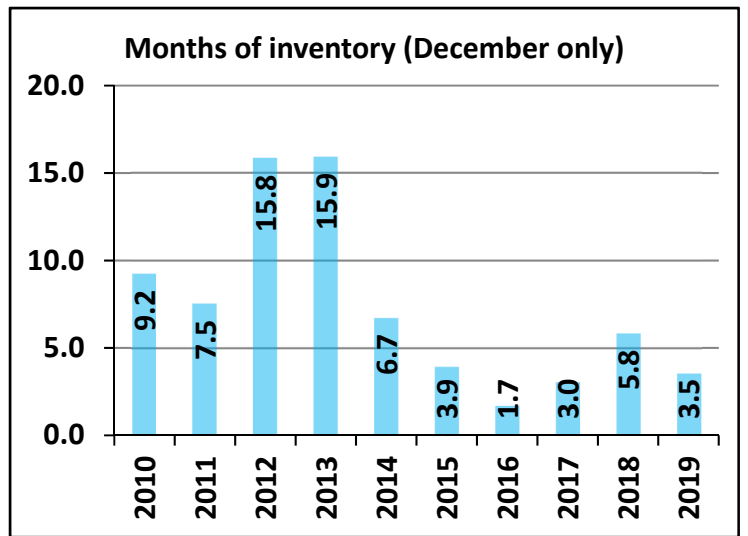
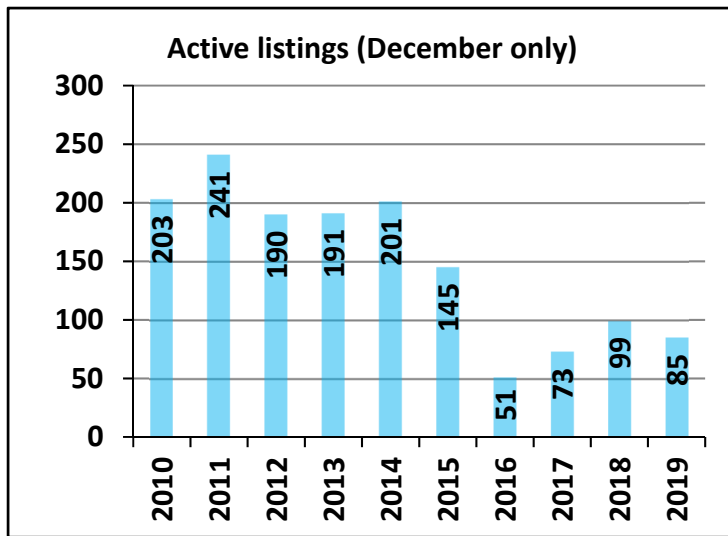
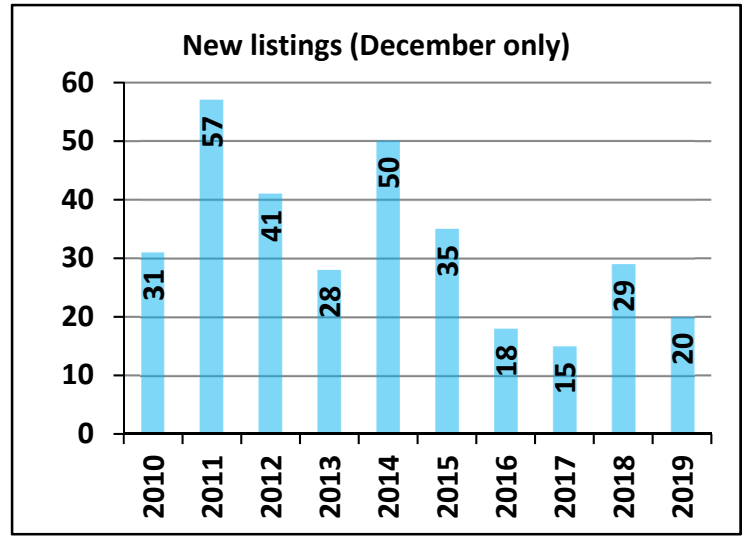
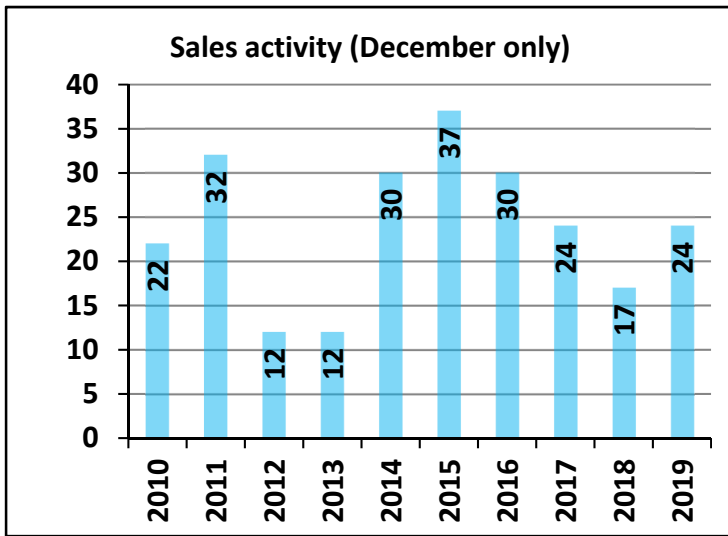
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

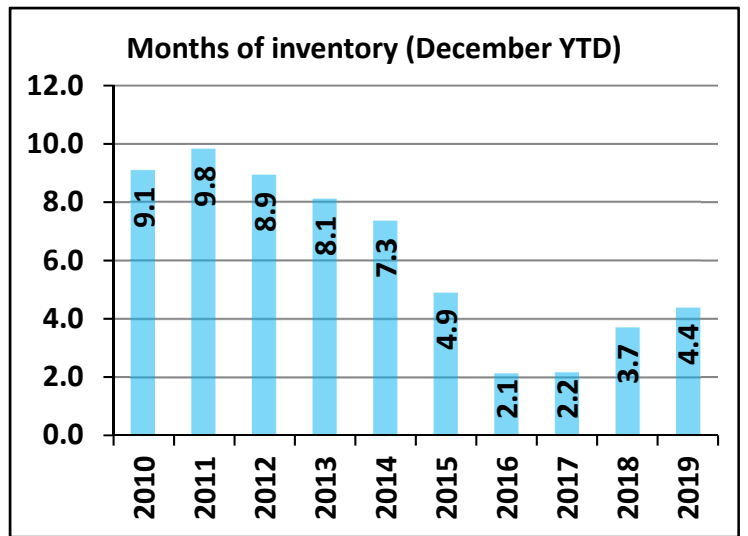
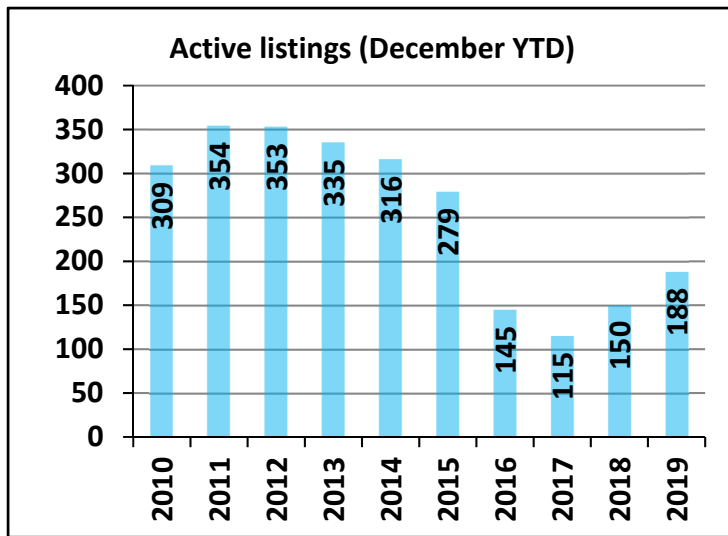
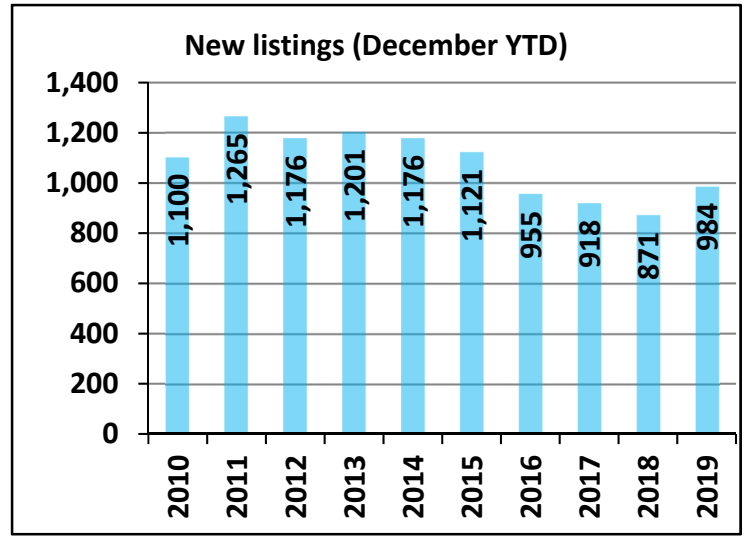
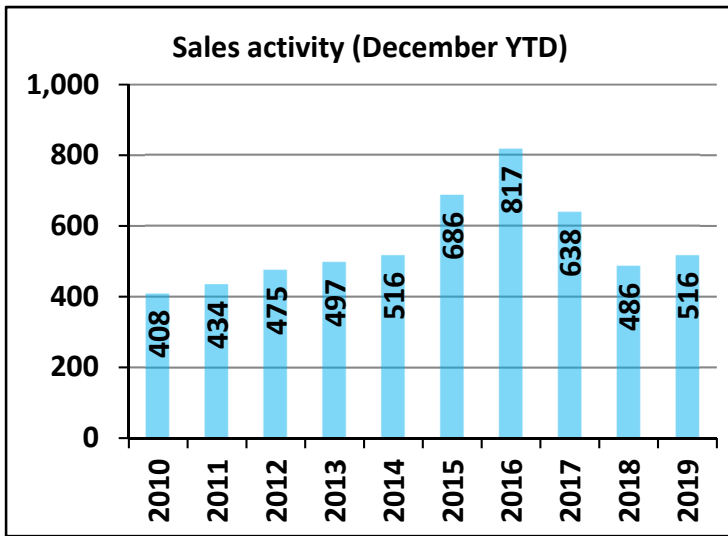
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	24	41.2	0.0	-20.0	-20.0	100.0	33.3
Dollar Volume	\$10,776,980	55.9	16.4	2.5	18.3	273.3	154.3
New Listings	20	-31.0	33.3	11.1	-60.0	-51.2	-54.5
Active Listings	85	-14.1	16.4	66.7	-57.7	-55.3	-58.7
Sales to New Listings Ratio¹	120.0	58.6	160.0	166.7	60.0	29.3	40.9
Months of Inventory²	3.5	5.8	3.0	1.7	6.7	15.8	11.4
Average Price	\$449,041	10.4	16.4	28.1	47.8	86.7	90.7

Year-to-date	December 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2018 YTD	December 2017 YTD	December 2016 YTD	December 2014 YTD	December 2012 YTD	December 2009 YTD
Sales Activity	516	6.2	-19.1	-36.8	0.0	8.6	24.6
Dollar Volume	\$230,366,967	14.4	-10.9	-13.9	62.5	88.7	129.1
New Listings	984	13.0	7.2	3.0	-16.3	-16.3	-6.7
Active Listings³	188	25.3	63.5	29.7	-40.5	-46.7	-36.9
Sales to New Listings Ratio⁴	52.4	55.8	69.5	85.5	43.9	40.4	39.2
Months of Inventory⁵	4.4	3.7	2.2	2.1	7.3	8.9	8.6
Average Price	\$446,448	7.8	10.1	36.4	62.5	73.7	83.8

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