



Western District

Residential Market Activity

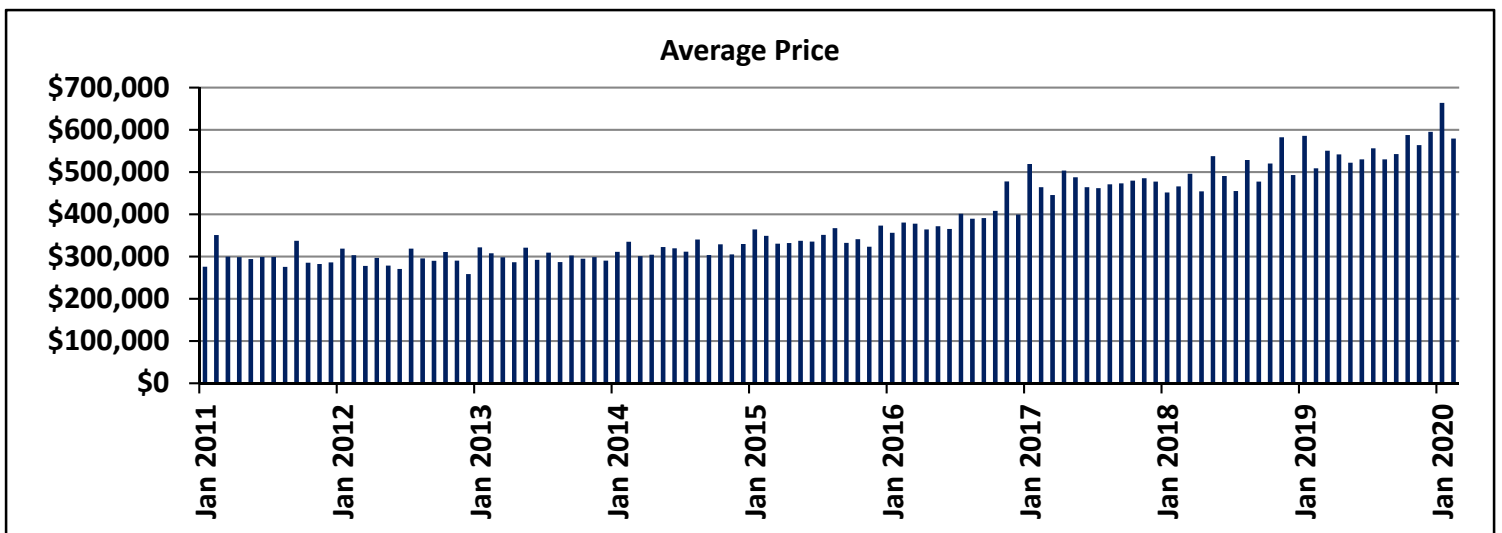
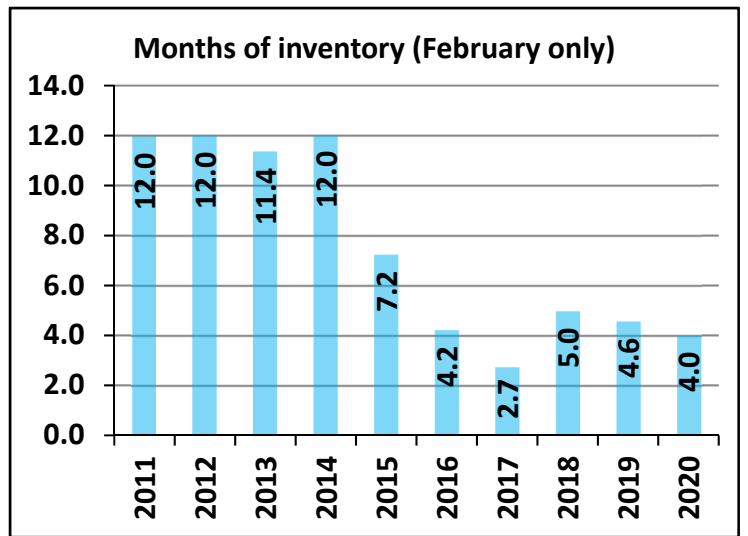
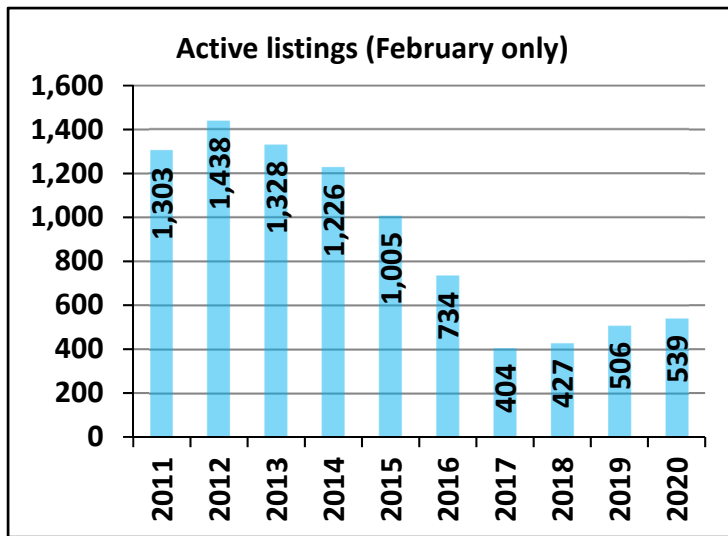
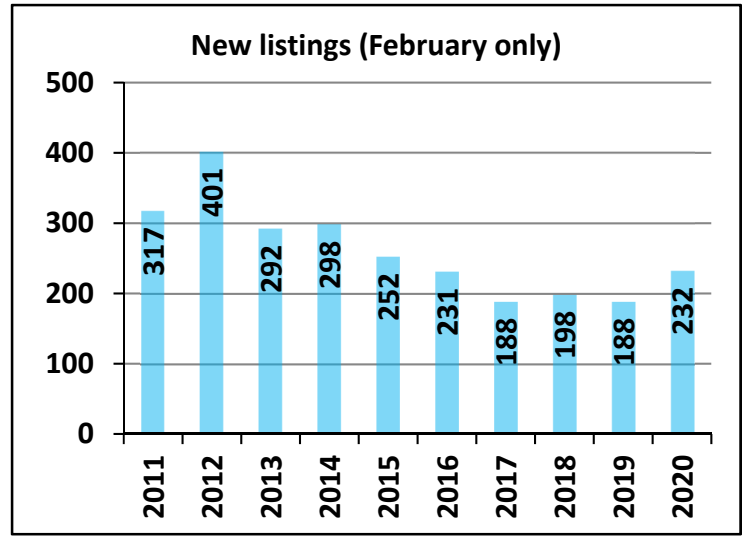
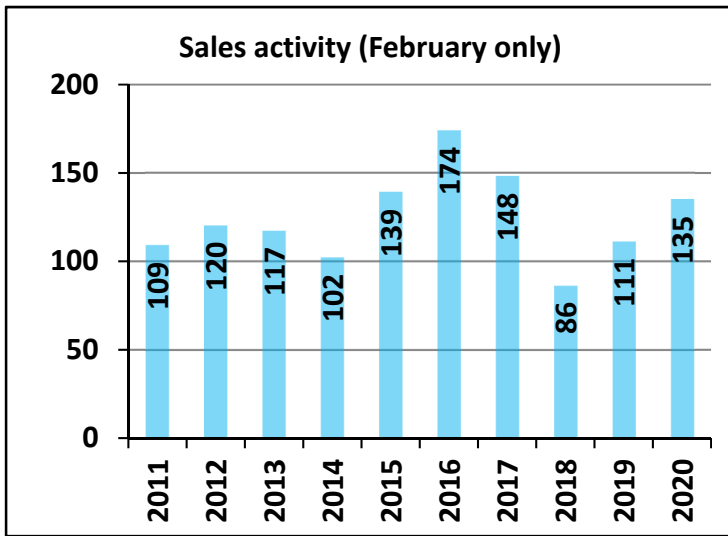
February 2020



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

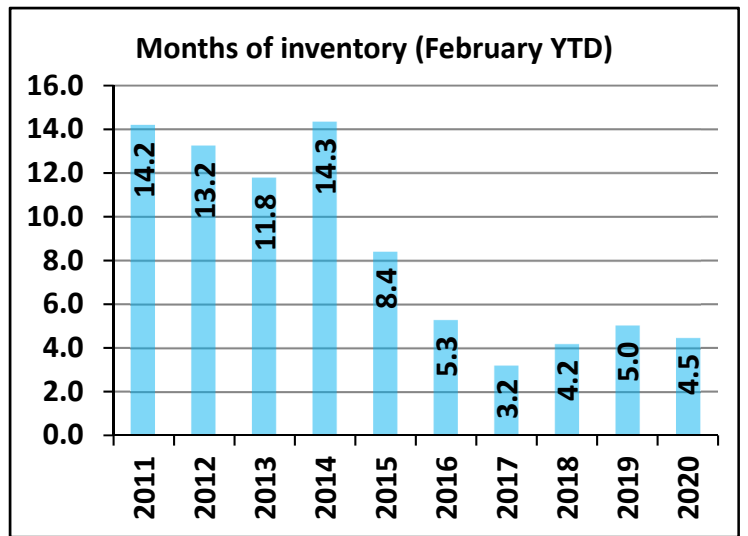
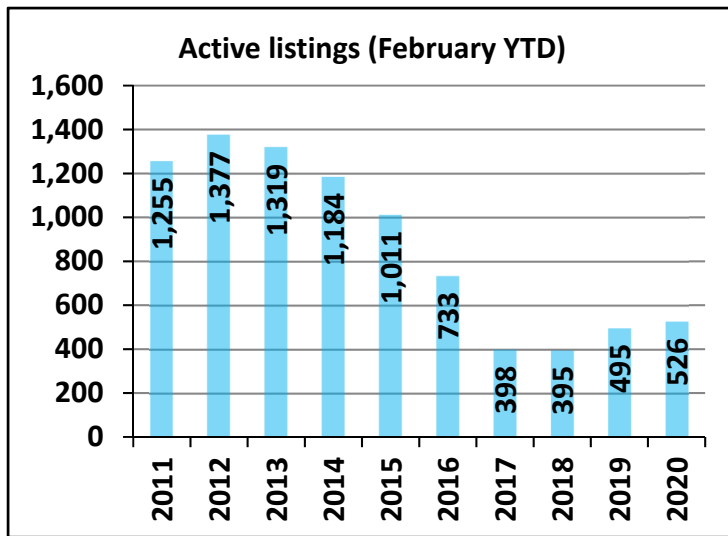
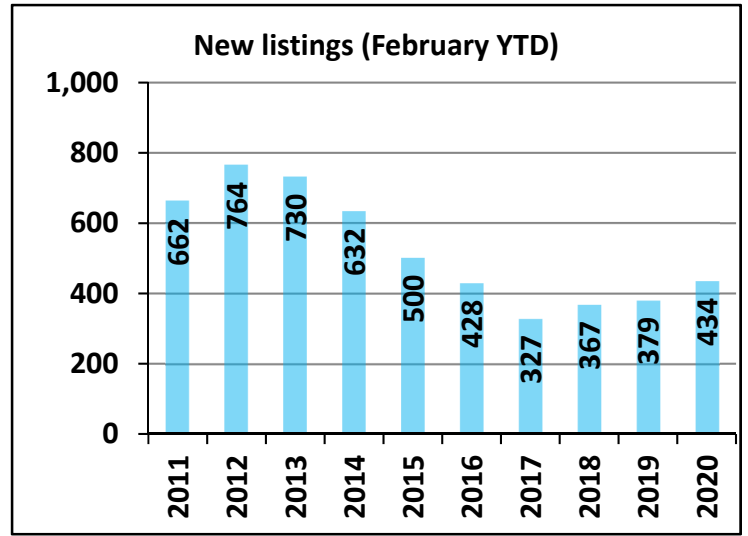
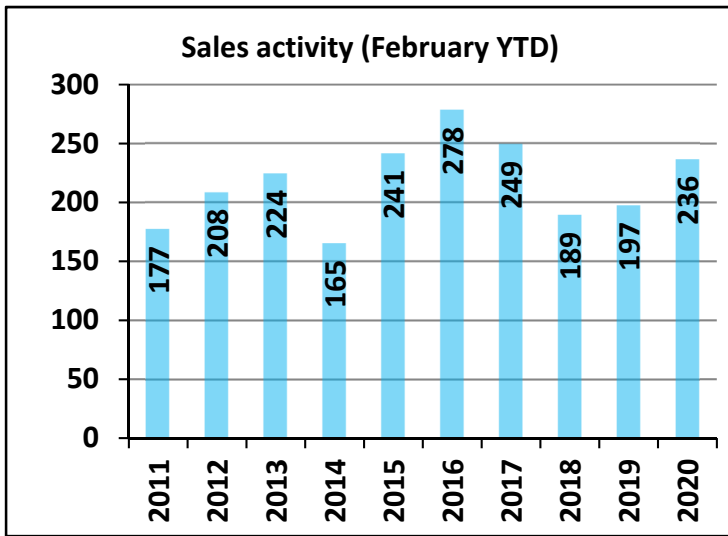
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	135	21.6	57.0	-8.8	-2.9	15.4	32.4
Dollar Volume	\$78,190,879	38.4	95.2	13.8	61.2	117.3	174.4
New Listings	232	23.4	17.2	23.4	-7.9	-20.5	-19.2
Active Listings	539	6.5	26.2	33.4	-46.4	-59.4	-55.8
Sales to New Listings Ratio¹	58.2	59.0	43.4	78.7	55.2	40.1	35.5
Months of Inventory²	4.0	4.6	5.0	2.7	7.2	11.4	12.0
Average Price	\$579,192	13.8	24.4	24.8	66.0	88.3	107.3

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	236	19.8	24.9	-5.2	-2.1	5.4	35.6
Dollar Volume	\$145,209,606	35.9	67.8	19.9	69.6	106.2	213.3
New Listings	434	14.5	18.3	32.7	-13.2	-40.5	-31.1
Active Listings³	526	6.3	33.2	32.2	-48.0	-60.1	-56.1
Sales to New Listings Ratio⁴	54.4	52.0	51.5	76.1	48.2	30.7	27.6
Months of Inventory⁵	4.5	5.0	4.2	3.2	8.4	11.8	13.8
Average Price	\$615,295	13.4	34.4	26.5	73.2	95.7	131.0

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

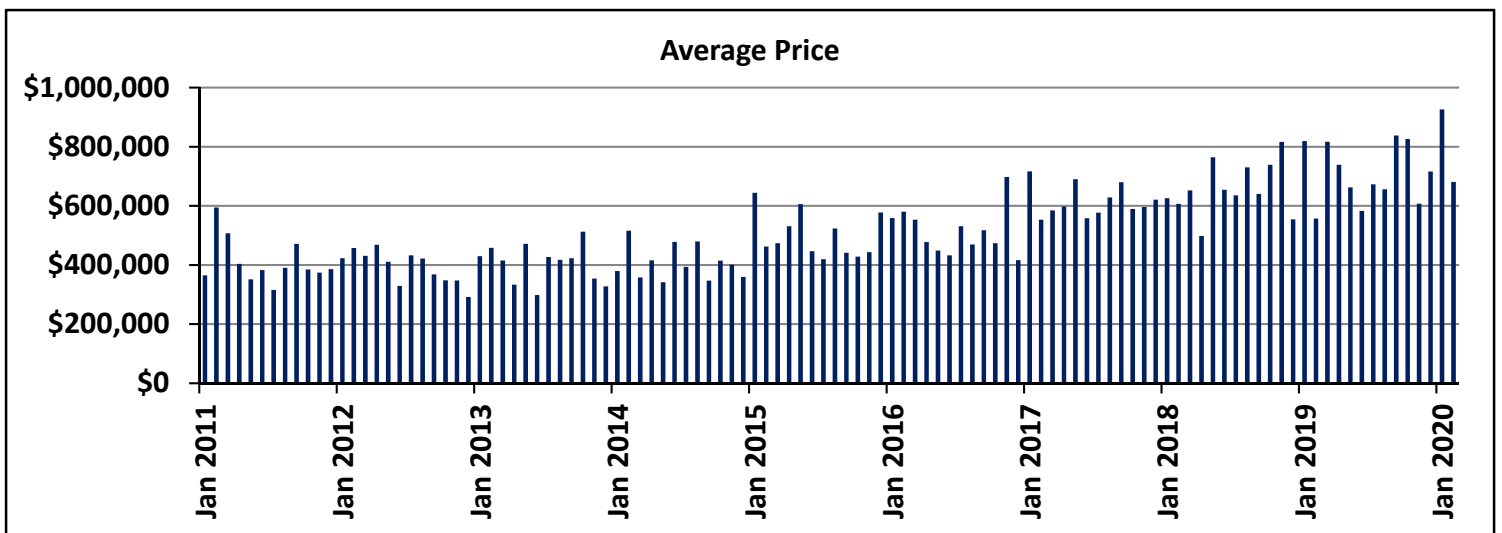
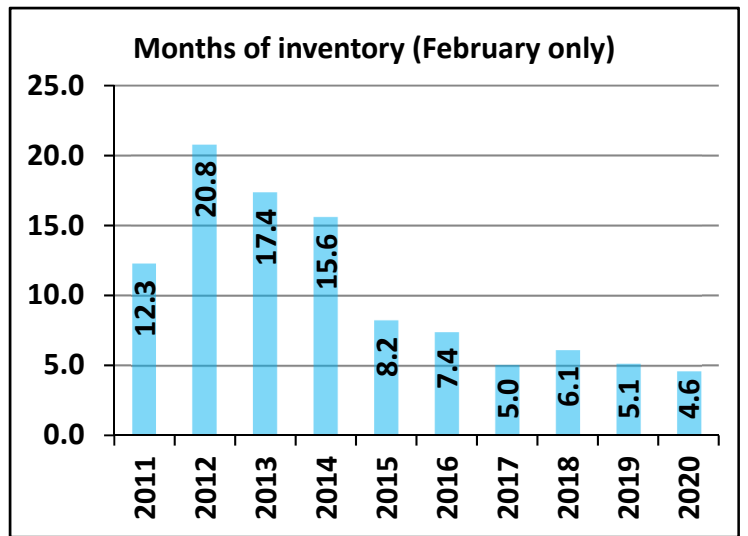
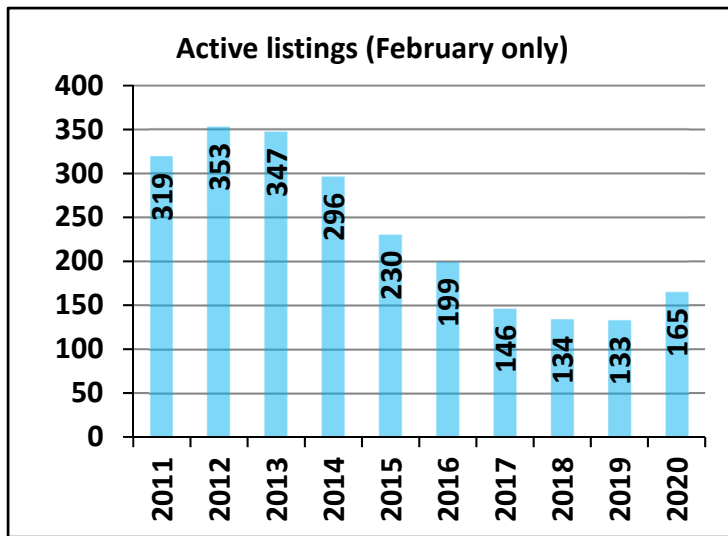
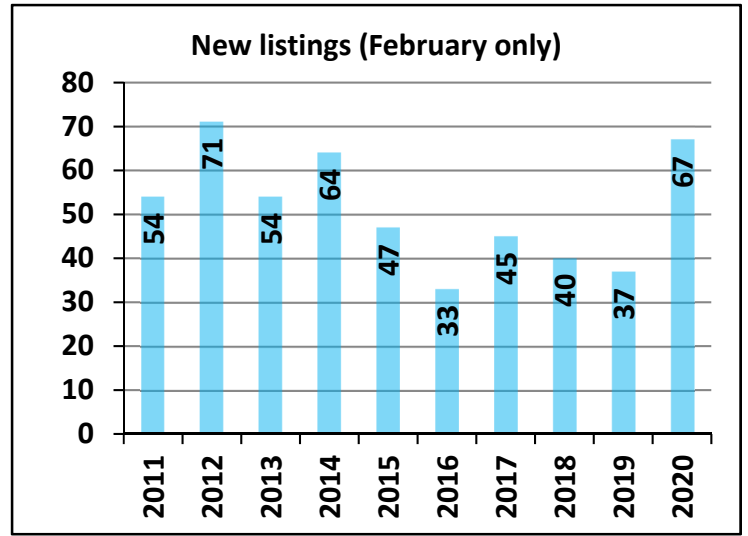
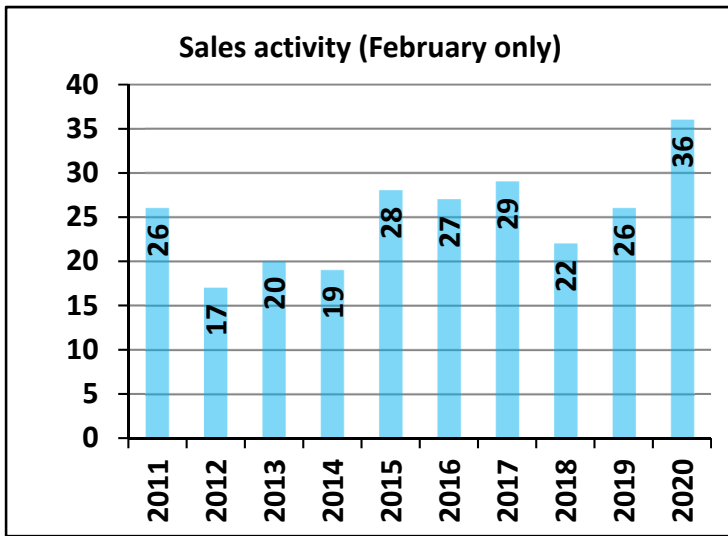
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

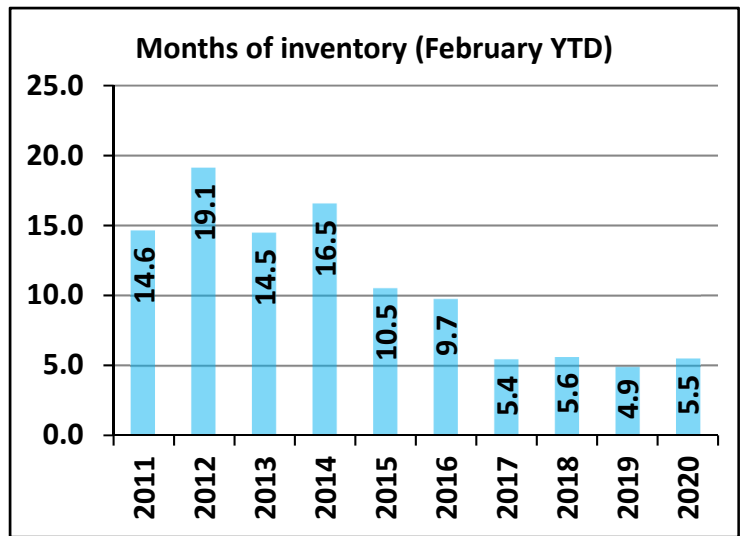
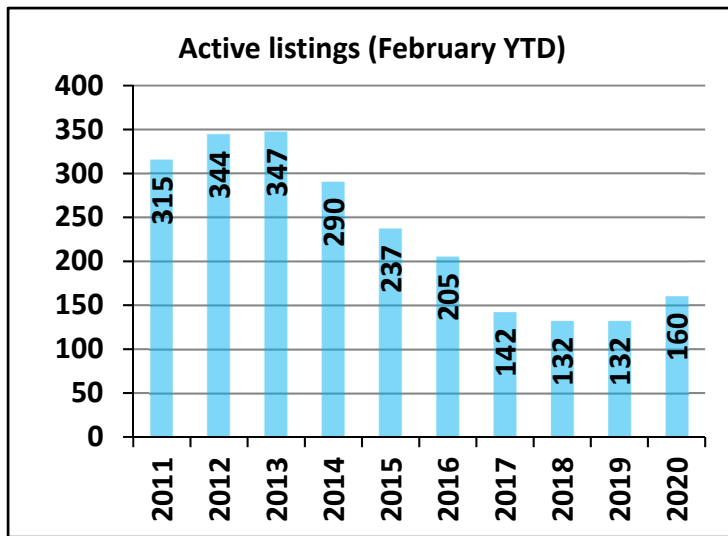
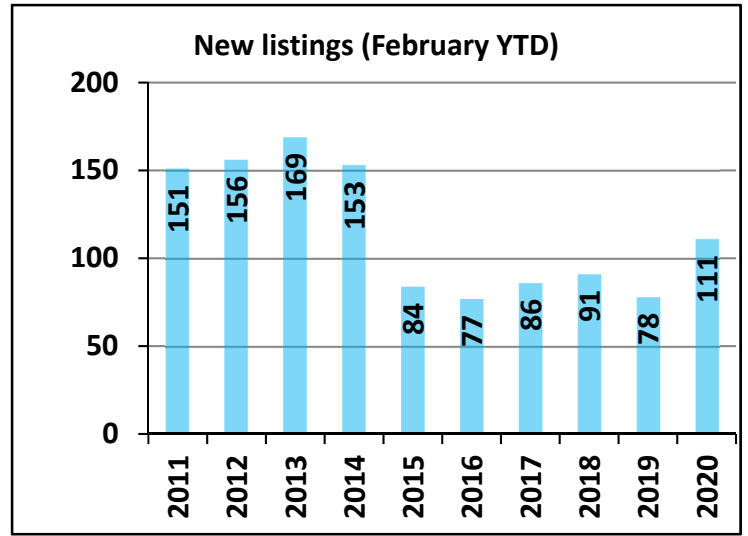
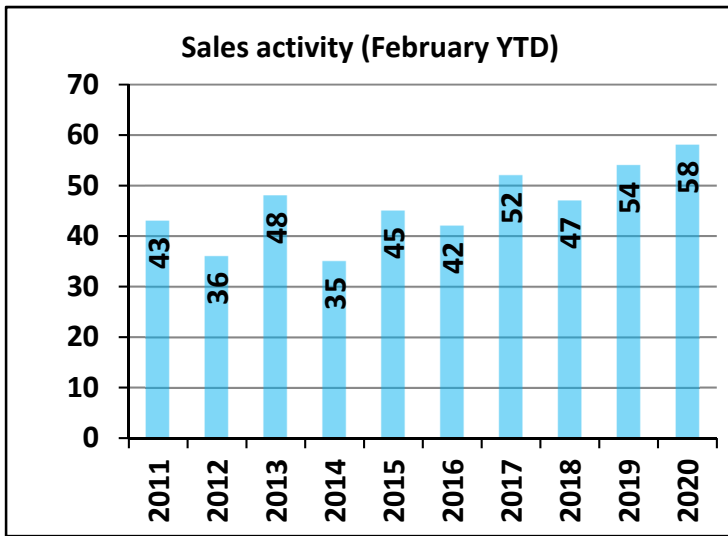
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	36	38.5	63.6	24.1	28.6	80.0	100.0
Dollar Volume	\$24,499,333	69.2	83.6	52.7	89.4	167.7	288.4
New Listings	67	81.1	67.5	48.9	42.6	24.1	15.5
Active Listings	165	24.1	23.1	13.0	-28.3	-52.4	-42.3
Sales to New Listings Ratio¹	53.7	70.3	55.0	64.4	59.6	37.0	31.0
Months of Inventory²	4.6	5.1	6.1	5.0	8.2	17.4	15.9
Average Price	\$680,537	22.2	12.2	23.0	47.3	48.7	94.2

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	58	7.4	23.4	11.5	28.9	20.8	81.3
Dollar Volume	\$44,872,883	20.0	54.8	38.0	87.9	111.8	352.8
New Listings	111	42.3	22.0	29.1	32.1	-34.3	-12.6
Active Listings³	160	21.2	21.2	12.7	-32.5	-53.9	-43.1
Sales to New Listings Ratio⁴	52.3	69.2	51.6	60.5	53.6	28.4	25.2
Months of Inventory⁵	5.5	4.9	5.6	5.4	10.5	14.5	17.5
Average Price	\$773,670	11.7	25.5	23.7	45.8	75.3	149.8

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

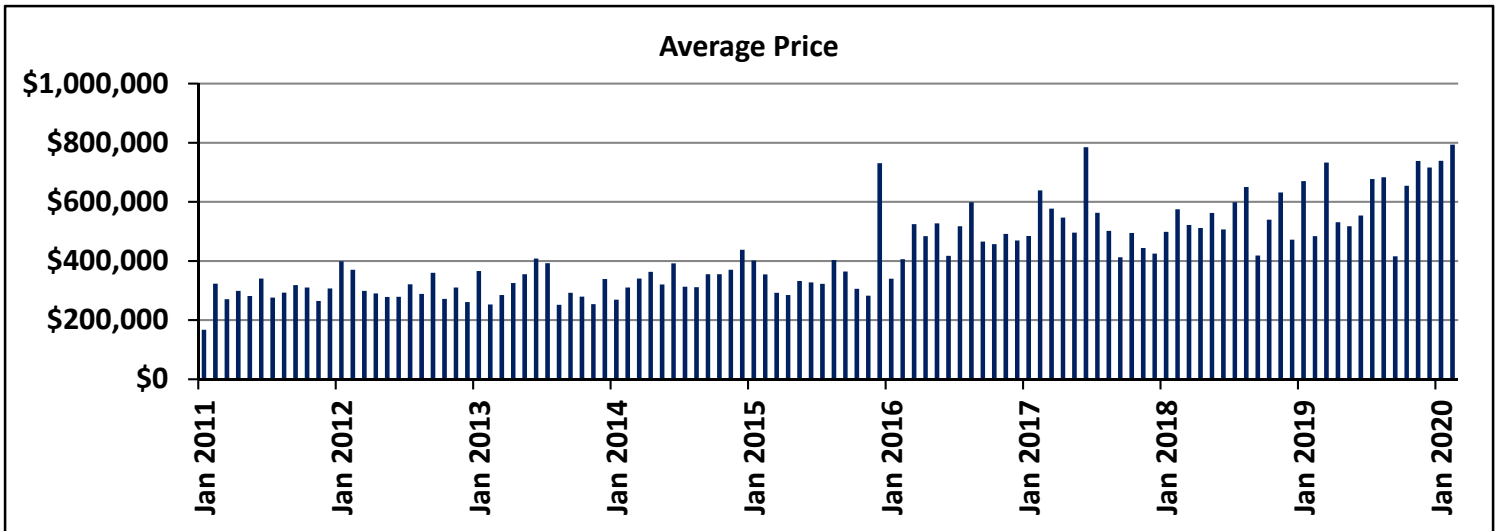
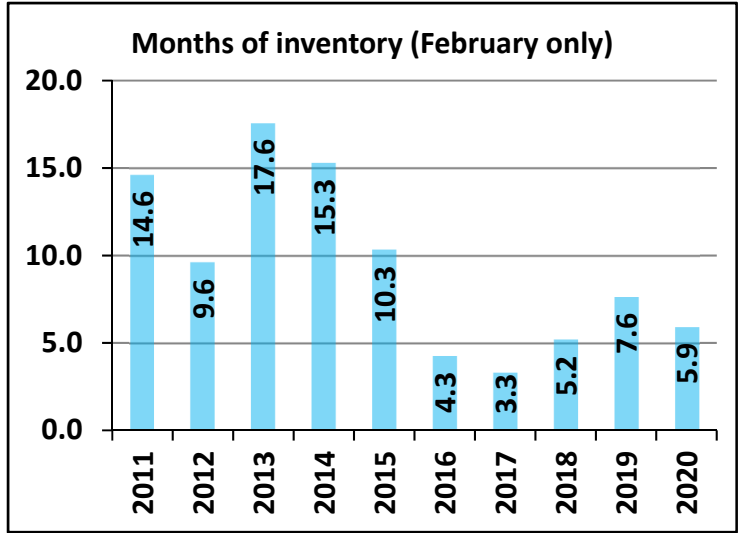
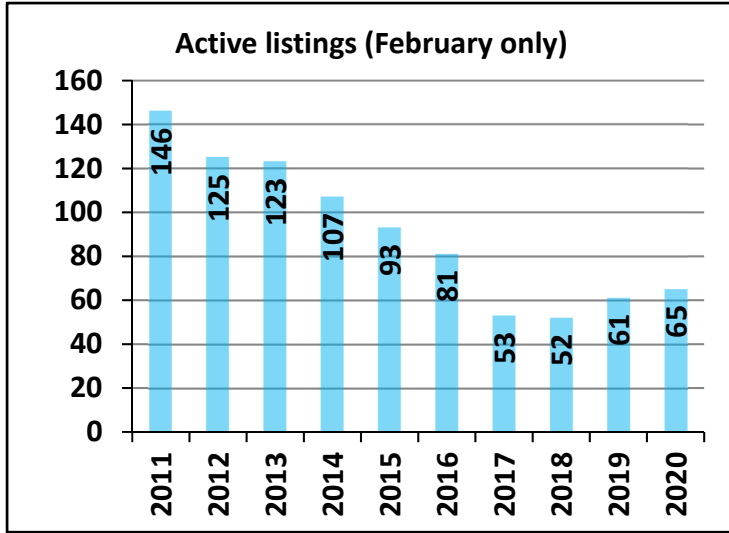
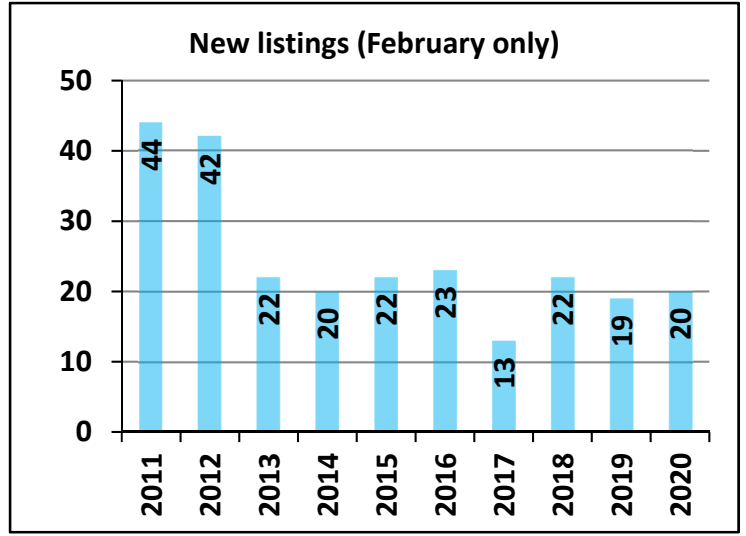
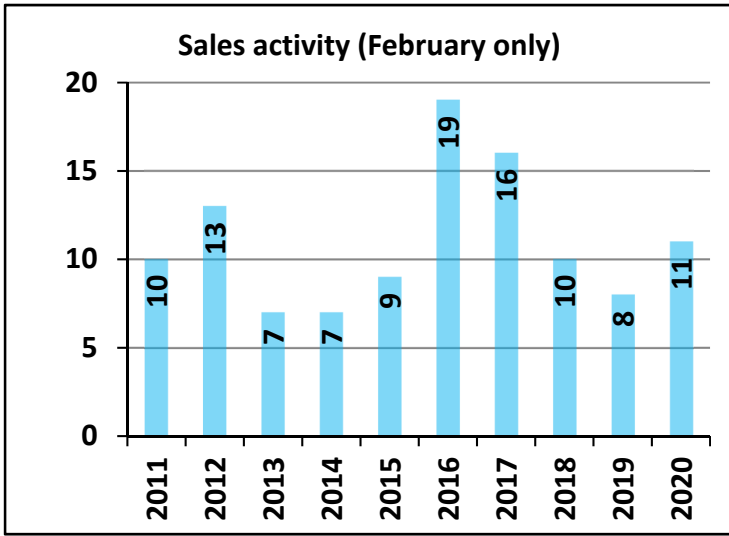
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

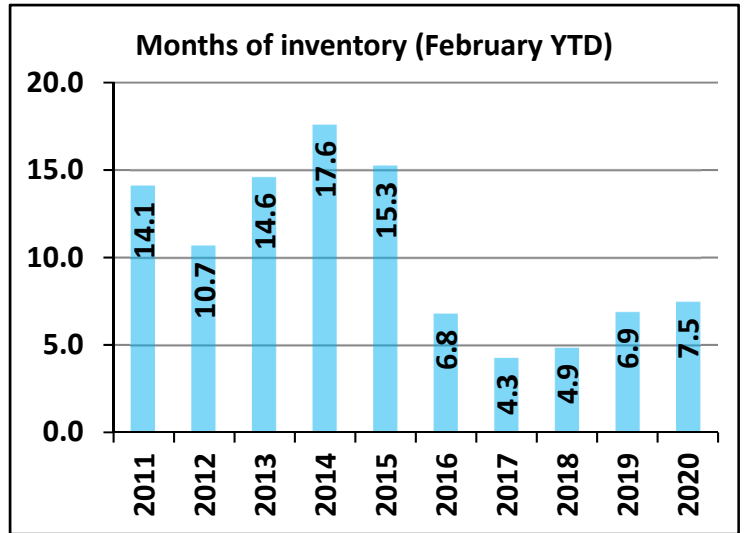
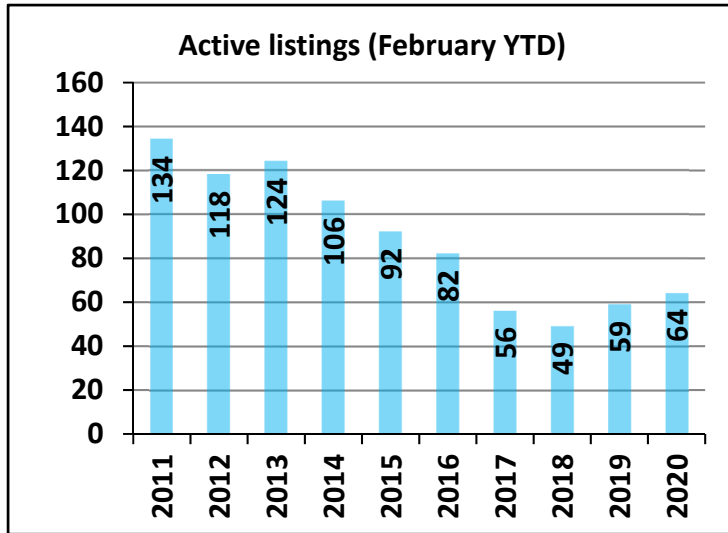
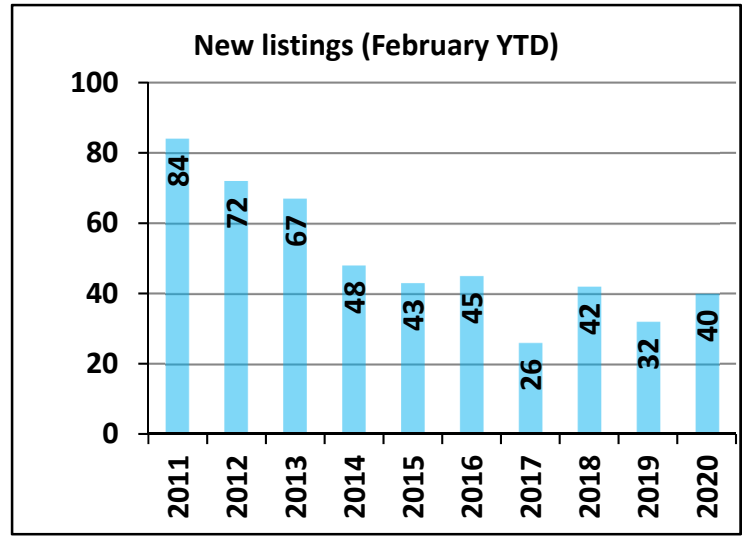
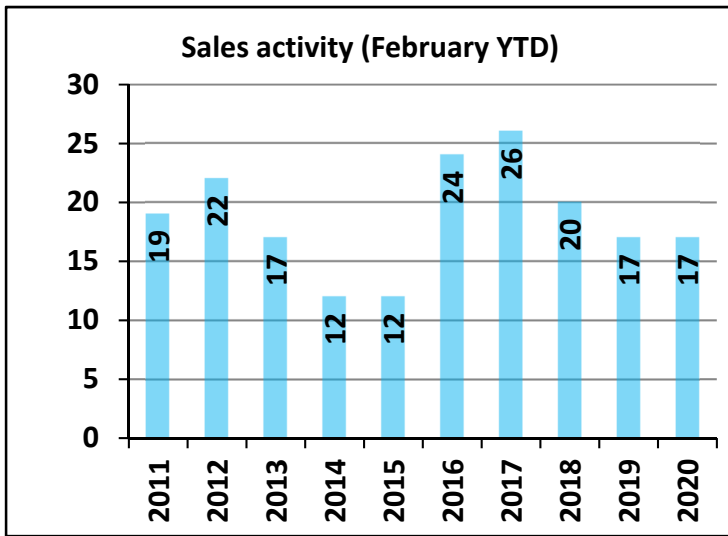
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	11	37.5	10.0	-31.3	22.2	57.1	22.2
Dollar Volume	\$8,726,000	125.5	51.8	-14.6	173.7	393.6	242.1
New Listings	20	5.3	-9.1	53.8	-9.1	-9.1	-25.9
Active Listings	65	6.6	25.0	22.6	-30.1	-47.2	-53.6
Sales to New Listings Ratio ¹	55.0	42.1	45.5	123.1	40.9	31.8	33.3
Months of Inventory ²	5.9	7.6	5.2	3.3	10.3	17.6	15.6
Average Price	\$793,273	64.0	38.0	24.2	123.9	214.1	179.9

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	17	0.0	-15.0	-34.6	41.7	0.0	-5.6
Dollar Volume	\$13,157,500	32.9	22.6	-12.6	199.5	142.4	168.8
New Listings	40	25.0	-4.8	53.8	-7.0	-40.3	-46.7
Active Listings ³	64	8.5	30.6	14.3	-30.4	-48.4	-54.0
Sales to New Listings Ratio ⁴	42.5	53.1	47.6	100.0	27.9	25.4	24.0
Months of Inventory ⁵	7.5	6.9	4.9	4.3	15.3	14.6	15.4
Average Price	\$773,971	32.9	44.3	33.6	111.4	142.4	184.6

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

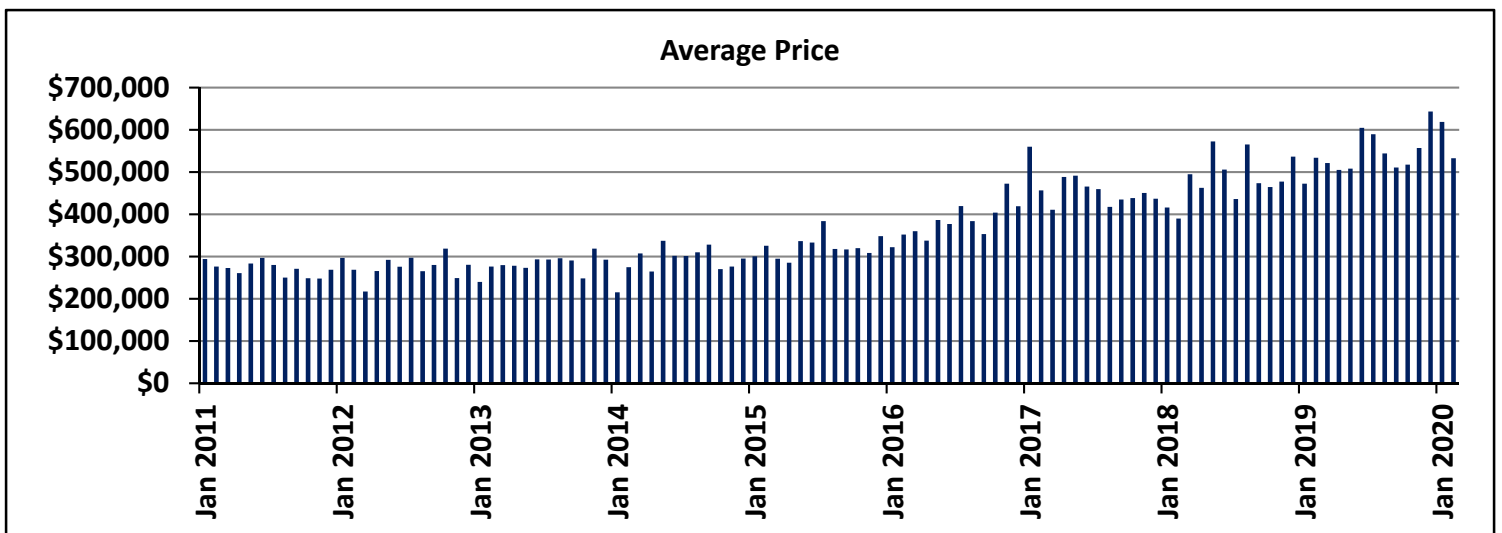
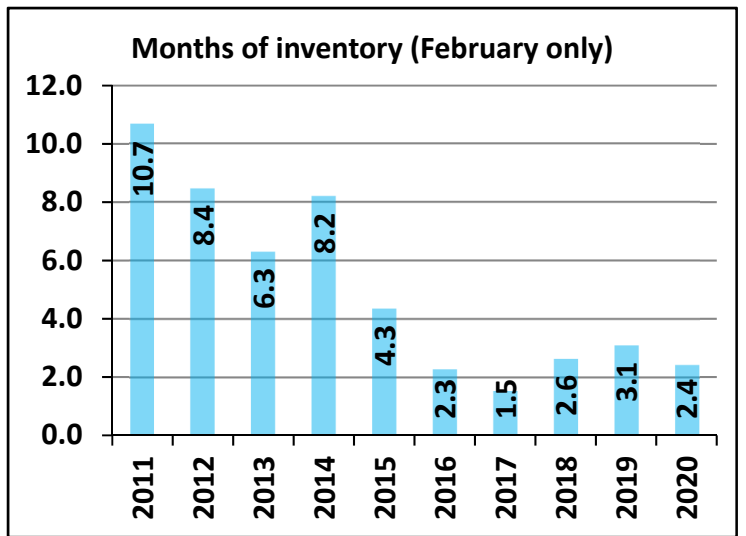
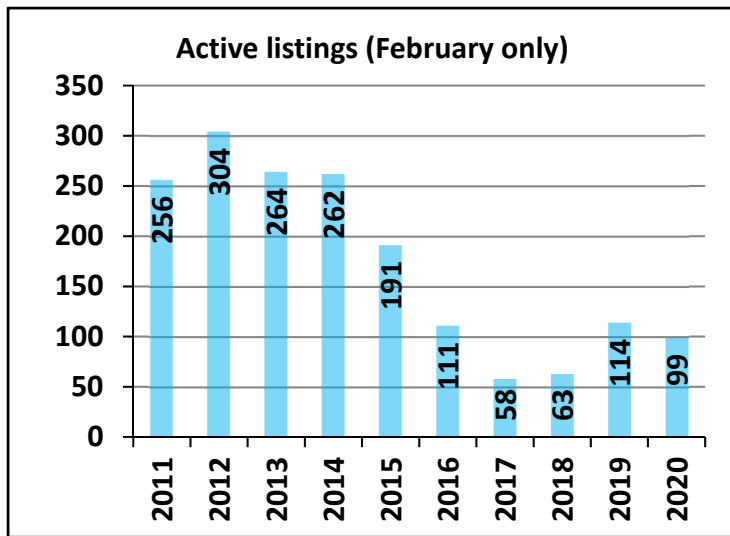
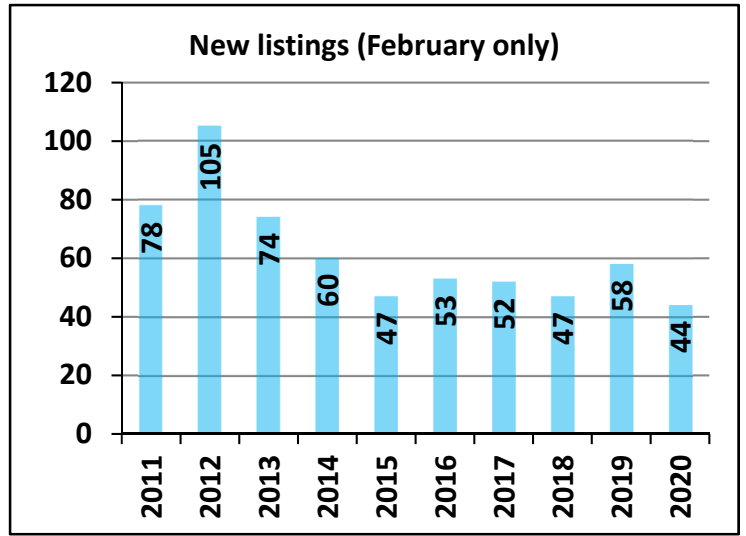
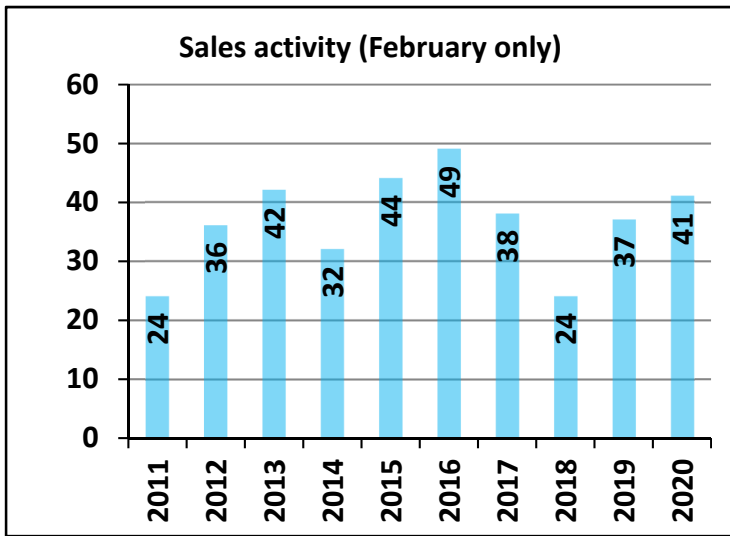
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

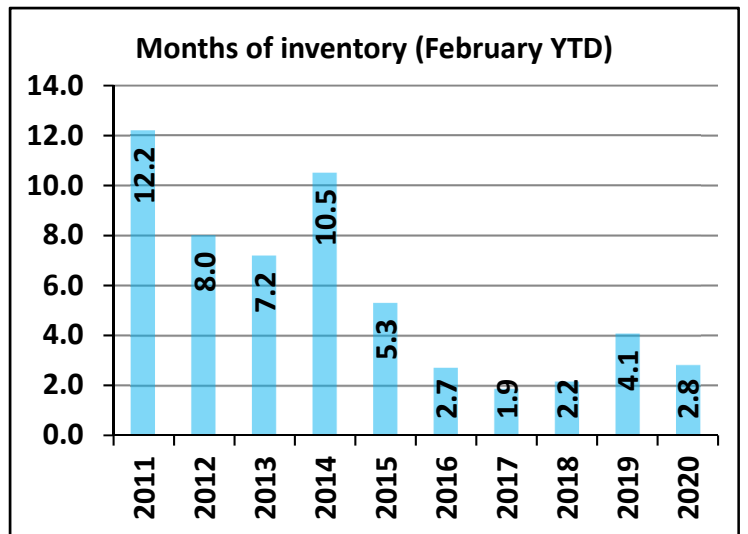
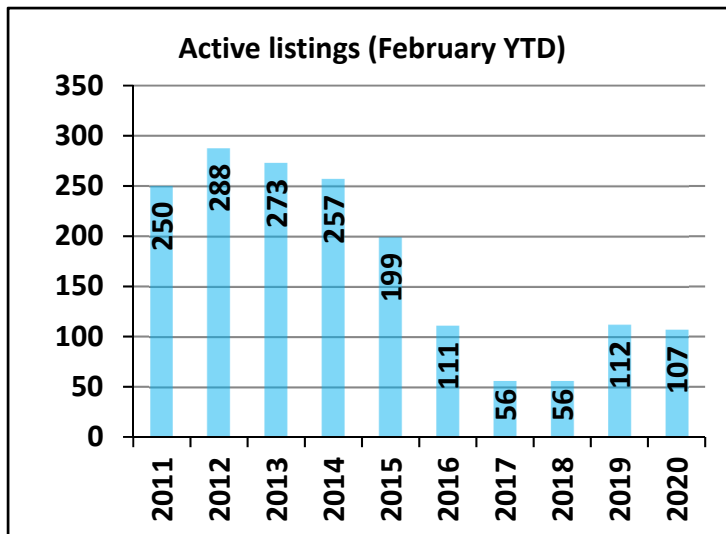
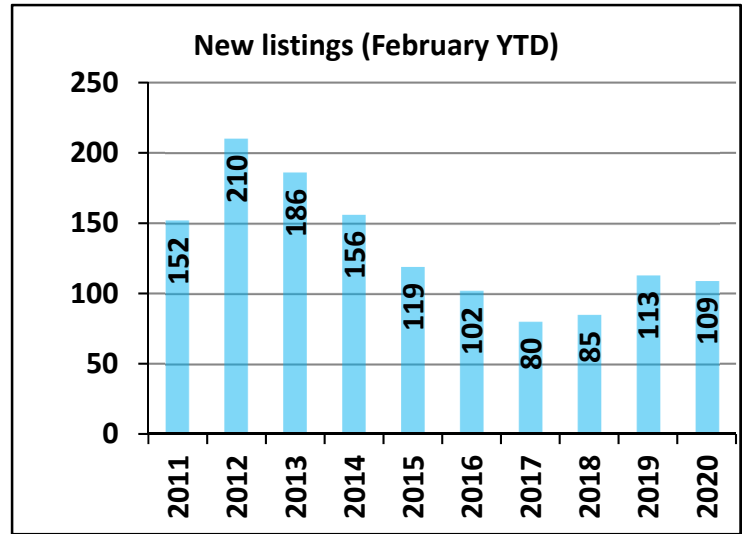
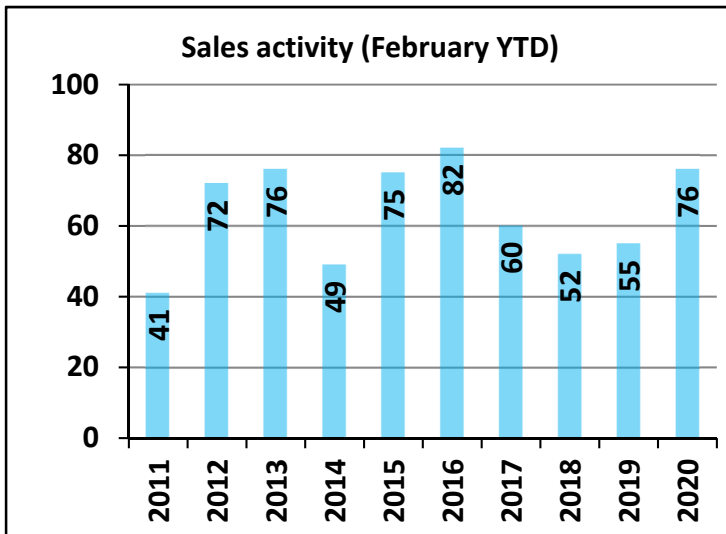
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	41	10.8	70.8	7.9	-6.8	-2.4	41.4
Dollar Volume	\$21,836,100	10.6	133.4	25.9	52.5	88.4	196.1
New Listings	44	-24.1	-6.4	-15.4	-6.4	-40.5	-38.0
Active Listings	99	-13.2	57.1	70.7	-48.2	-62.5	-61.3
Sales to New Listings Ratio¹	93.2	63.8	51.1	73.1	93.6	56.8	40.8
Months of Inventory²	2.4	3.1	2.6	1.5	4.3	6.3	8.8
Average Price	\$532,588	-0.2	36.6	16.7	63.6	93.0	109.4

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	76	38.2	46.2	26.7	1.3	0.0	33.3
Dollar Volume	\$43,486,100	54.0	107.0	46.6	84.0	120.2	216.3
New Listings	109	-3.5	28.2	36.3	-8.4	-41.4	-32.7
Active Listings³	107	-4.5	91.1	91.1	-46.2	-60.8	-58.4
Sales to New Listings Ratio⁴	69.7	48.7	61.2	75.0	63.0	40.9	35.2
Months of Inventory⁵	2.8	4.1	2.2	1.9	5.3	7.2	9.0
Average Price	\$572,186	11.4	41.7	15.8	81.6	120.2	137.2

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

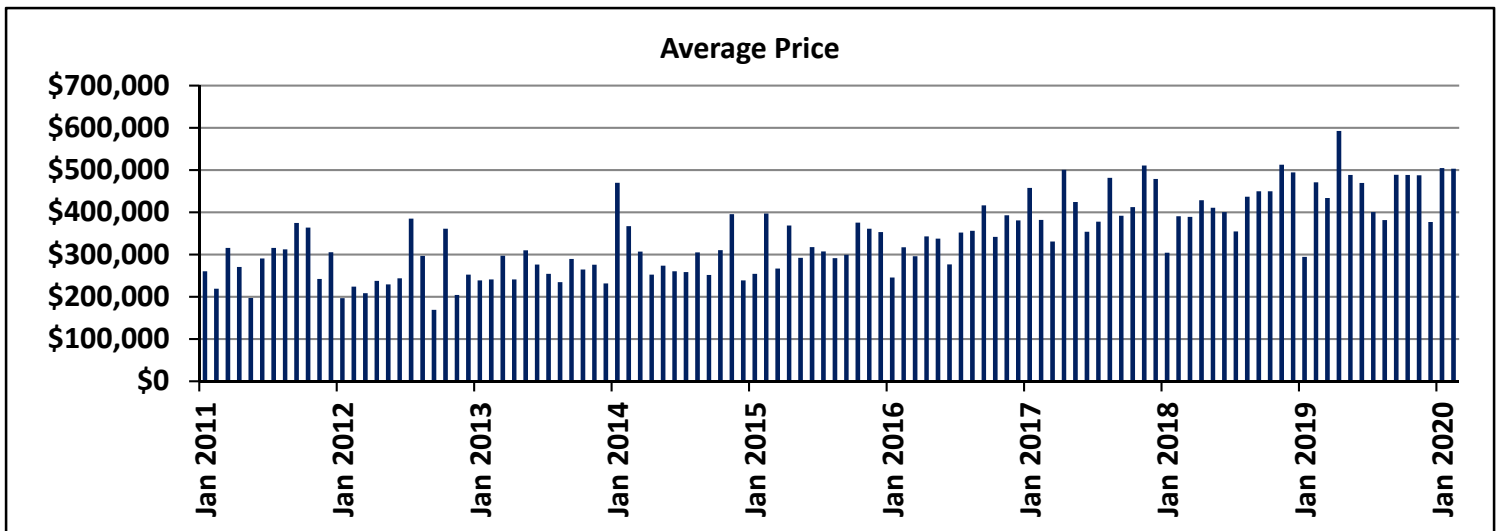
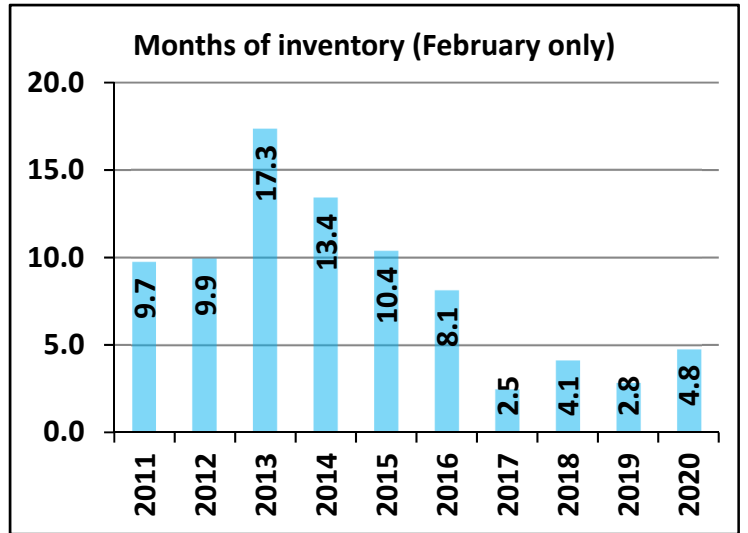
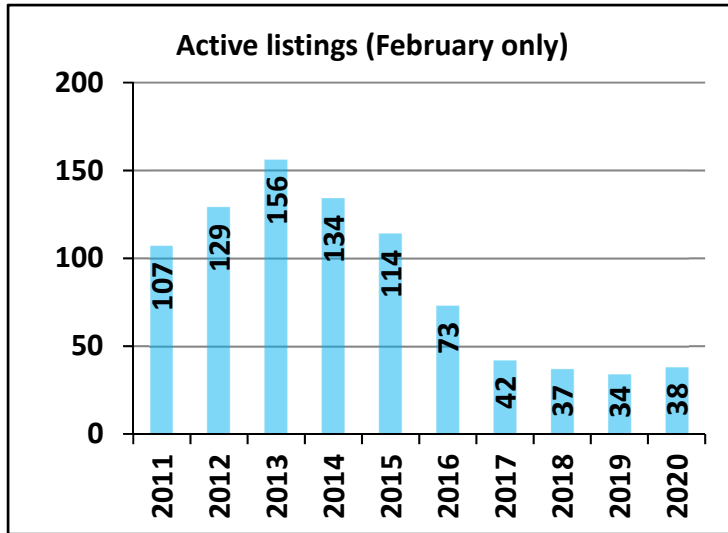
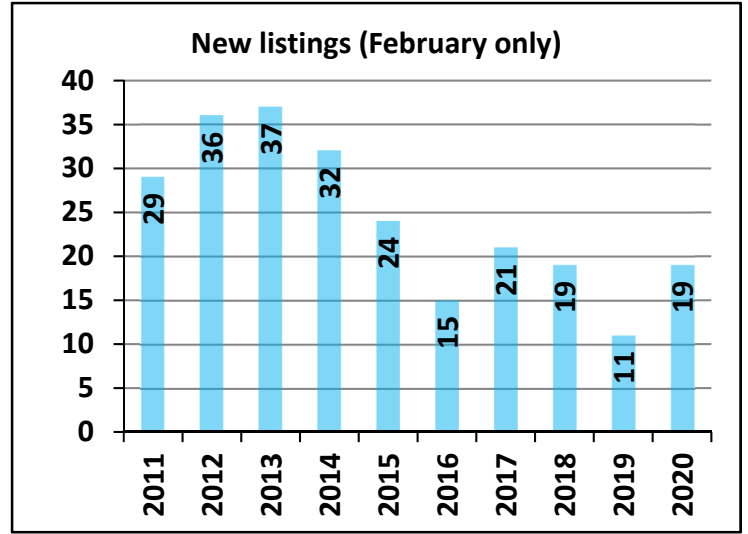
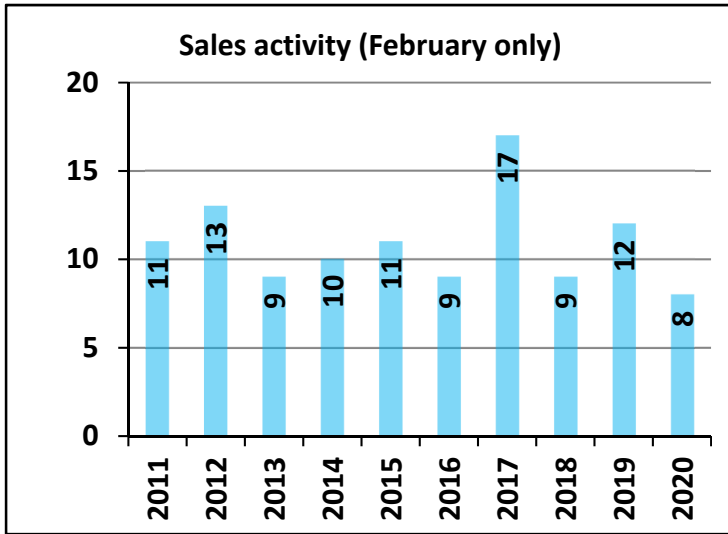
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

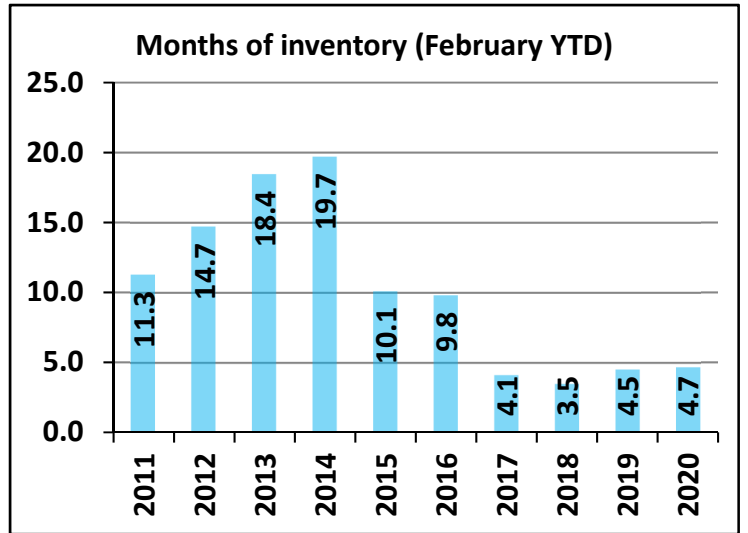
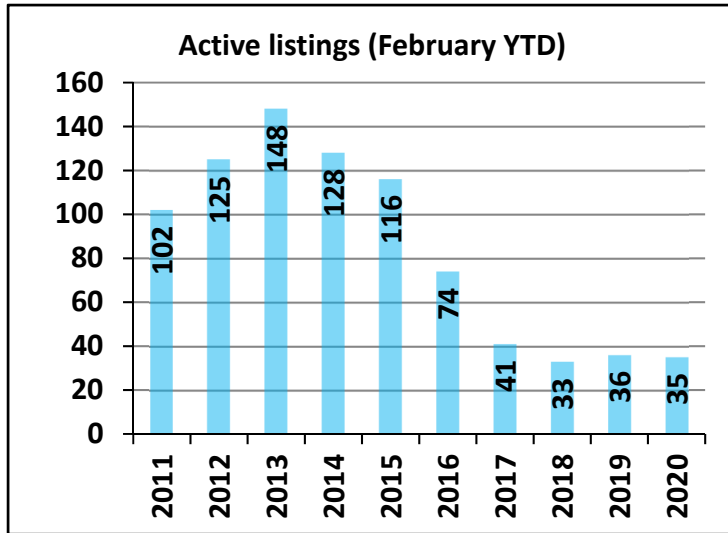
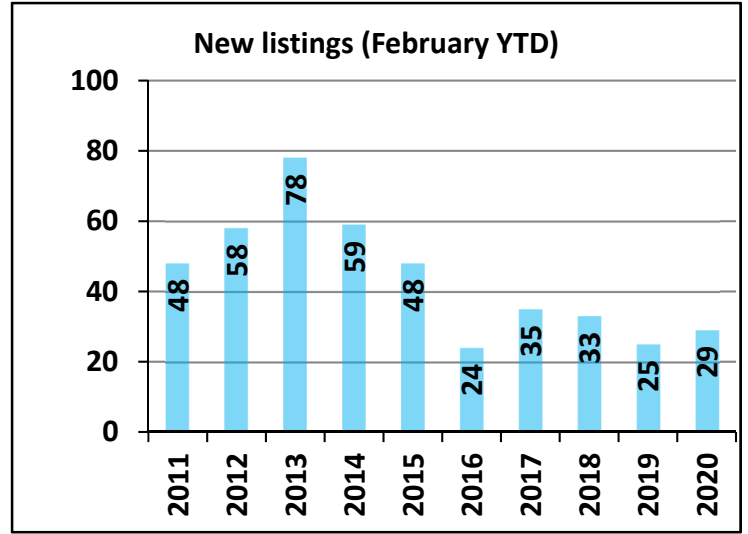
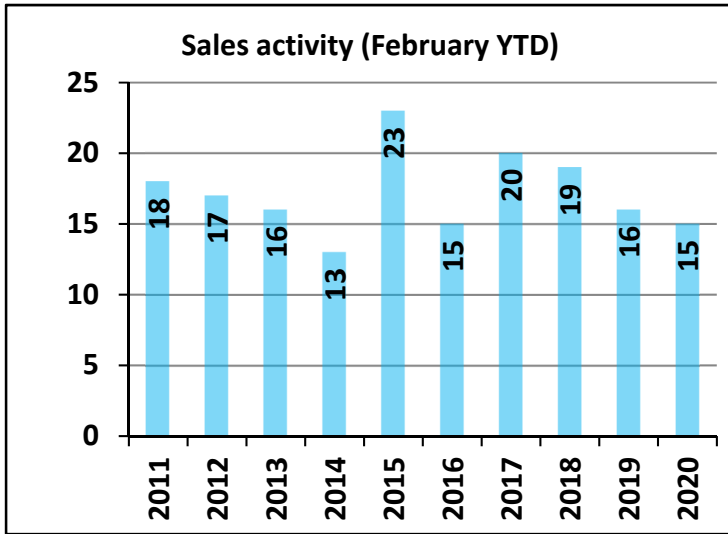
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	8	-33.3	-11.1	-52.9	-27.3	-11.1	33.3
Dollar Volume	\$4,022,900	-28.8	14.5	-38.0	-7.8	85.6	186.6
New Listings	19	72.7	0.0	-9.5	-20.8	-48.6	-17.4
Active Listings	38	11.8	2.7	-9.5	-66.7	-75.6	-65.8
Sales to New Listings Ratio¹	42.1	109.1	47.4	81.0	45.8	24.3	26.1
Months of Inventory²	4.8	2.8	4.1	2.5	10.4	17.3	18.5
Average Price	\$502,863	6.8	28.8	31.7	26.7	108.8	115.0

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	15	-6.3	-21.1	-25.0	-34.8	-6.3	50.0
Dollar Volume	\$7,555,677	10.7	15.2	-3.9	1.9	96.8	188.4
New Listings	29	16.0	-12.1	-17.1	-39.6	-62.8	-23.7
Active Listings³	35	-2.8	6.1	-14.6	-69.8	-76.4	-67.6
Sales to New Listings Ratio⁴	51.7	64.0	57.6	57.1	47.9	20.5	26.3
Months of Inventory⁵	4.7	4.5	3.5	4.1	10.1	18.4	21.6
Average Price	\$503,712	18.1	46.0	28.1	56.2	109.9	92.3

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

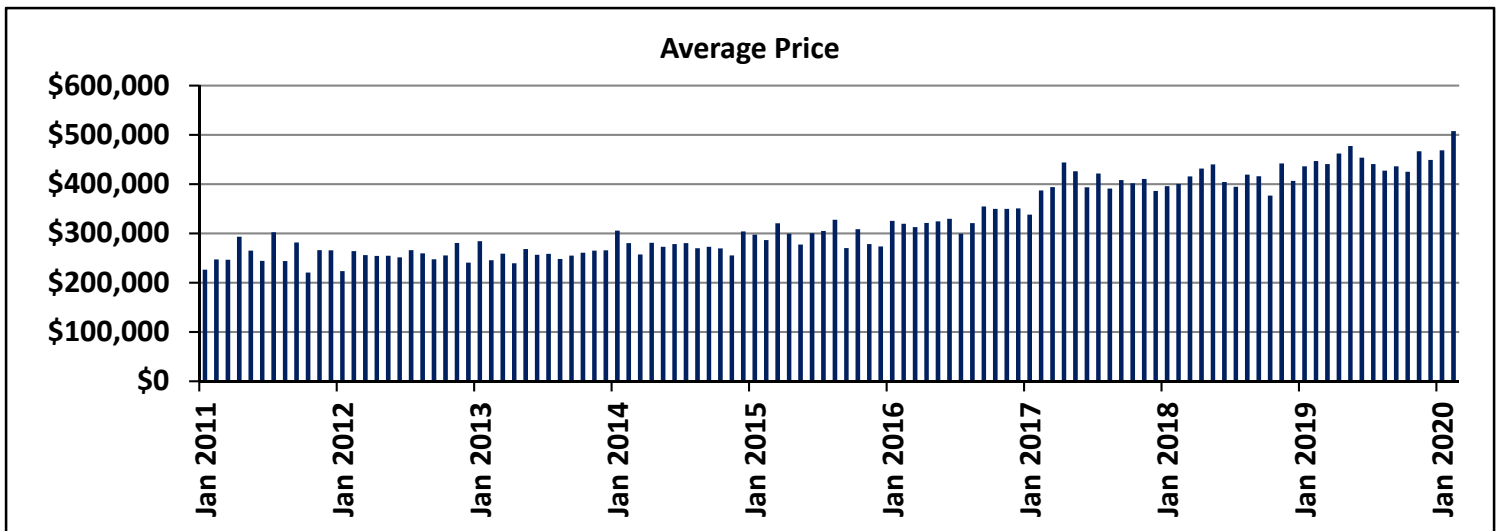
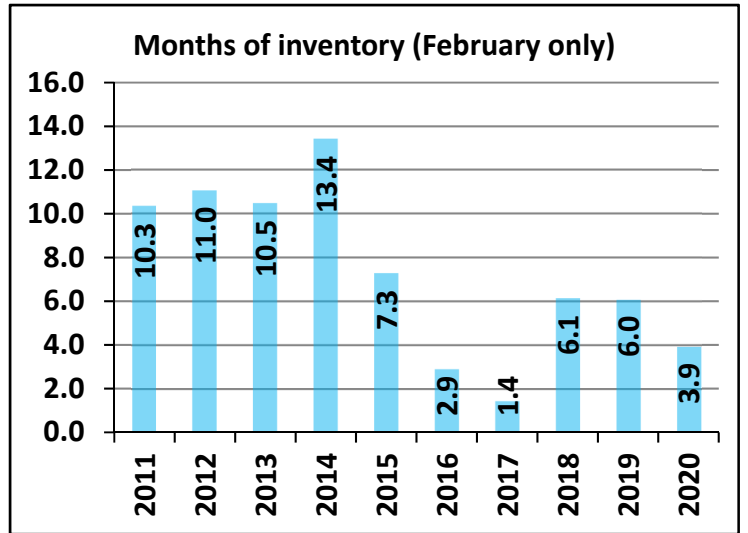
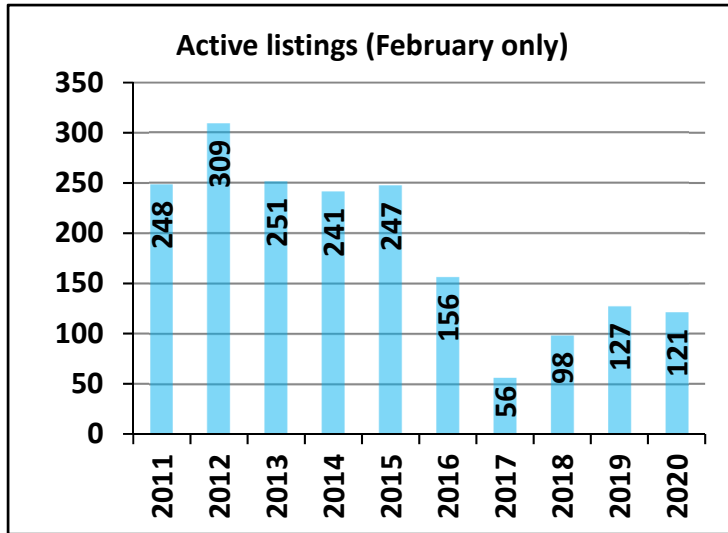
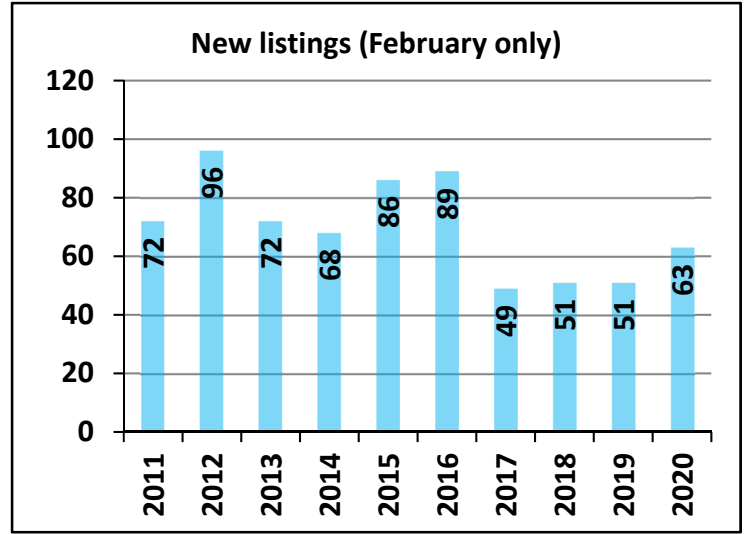
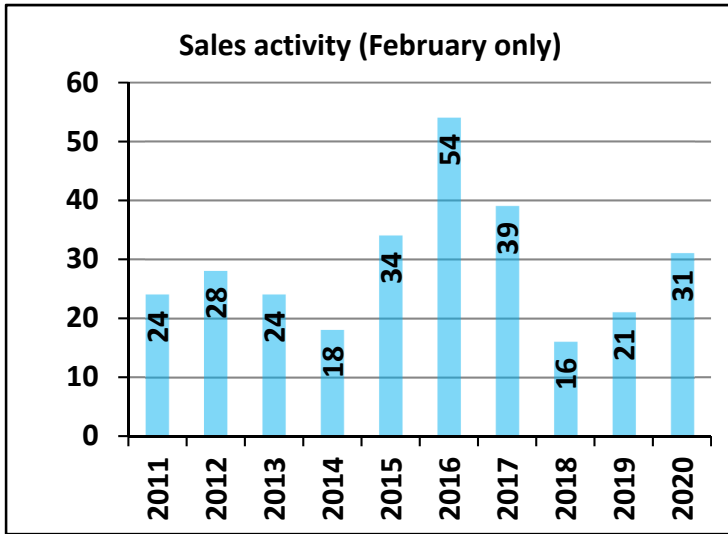
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

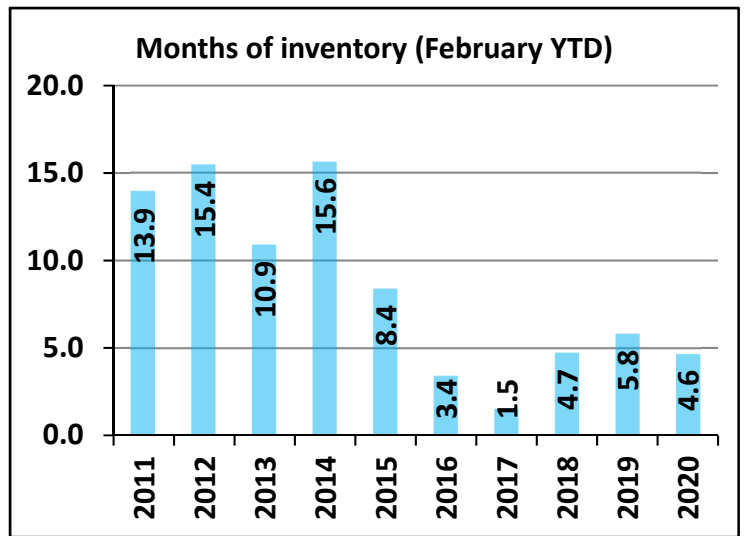
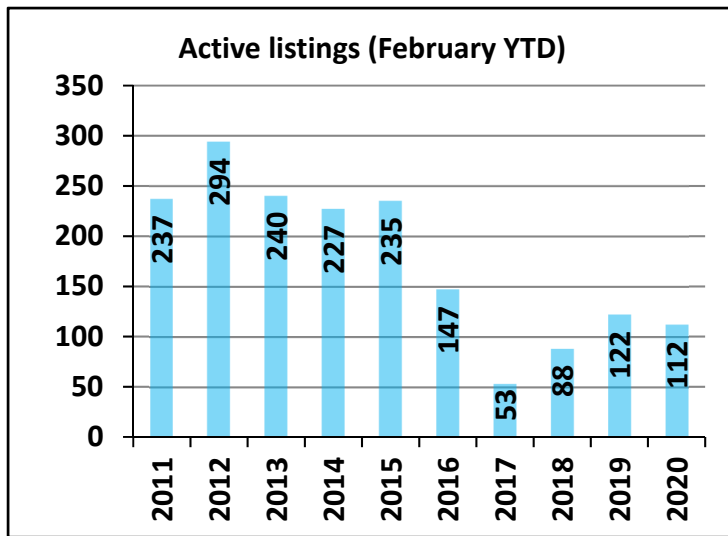
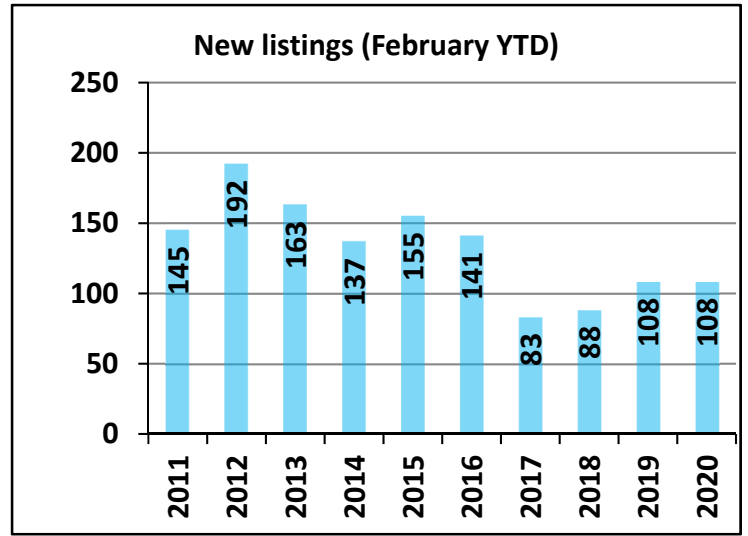
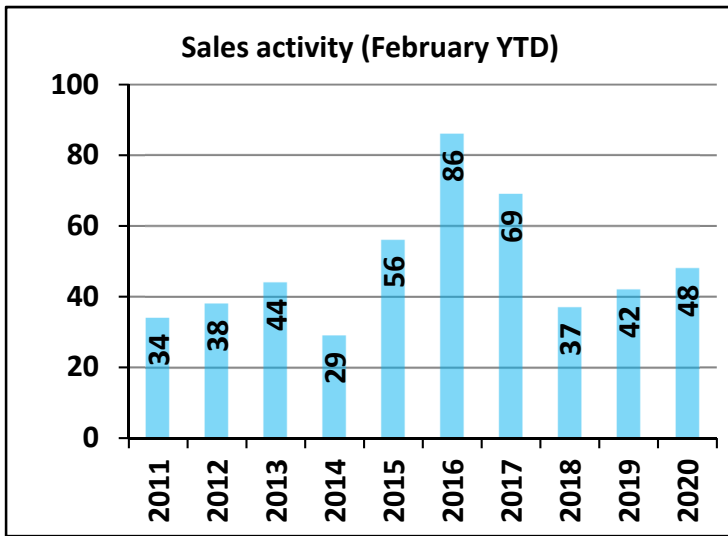
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019	February 2018	February 2017	February 2015	February 2013	February 2010
Sales Activity	31	47.6	93.8	-20.5	-8.8	29.2	47.6
Dollar Volume	\$15,727,056	67.6	145.4	4.2	61.5	166.9	178.4
New Listings	63	23.5	23.5	28.6	-26.7	-12.5	6.8
Active Listings	121	-4.7	23.5	116.1	-51.0	-51.8	-50.2
Sales to New Listings Ratio¹	49.2	41.2	31.4	79.6	39.5	33.3	35.6
Months of Inventory²	3.9	6.0	6.1	1.4	7.3	10.5	11.6
Average Price	\$507,324	13.5	26.7	31.1	77.1	106.6	88.6

Year-to-date	February 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2019 YTD	February 2018 YTD	February 2017 YTD	February 2015 YTD	February 2013 YTD	February 2010 YTD
Sales Activity	48	14.3	29.7	-30.4	-14.3	9.1	54.8
Dollar Volume	\$23,692,556	27.8	60.9	-6.1	45.5	104.7	194.3
New Listings	108	0.0	22.7	30.1	-30.3	-33.7	-25.0
Active Listings³	112	-8.2	27.3	111.3	-52.3	-53.3	-53.1
Sales to New Listings Ratio⁴	44.4	38.9	42.0	83.1	36.1	27.0	21.5
Months of Inventory⁵	4.6	5.8	4.7	1.5	8.4	10.9	15.4
Average Price	\$493,595	11.8	24.1	35.0	69.7	87.7	90.0

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