



## Western District

## Residential Market Activity

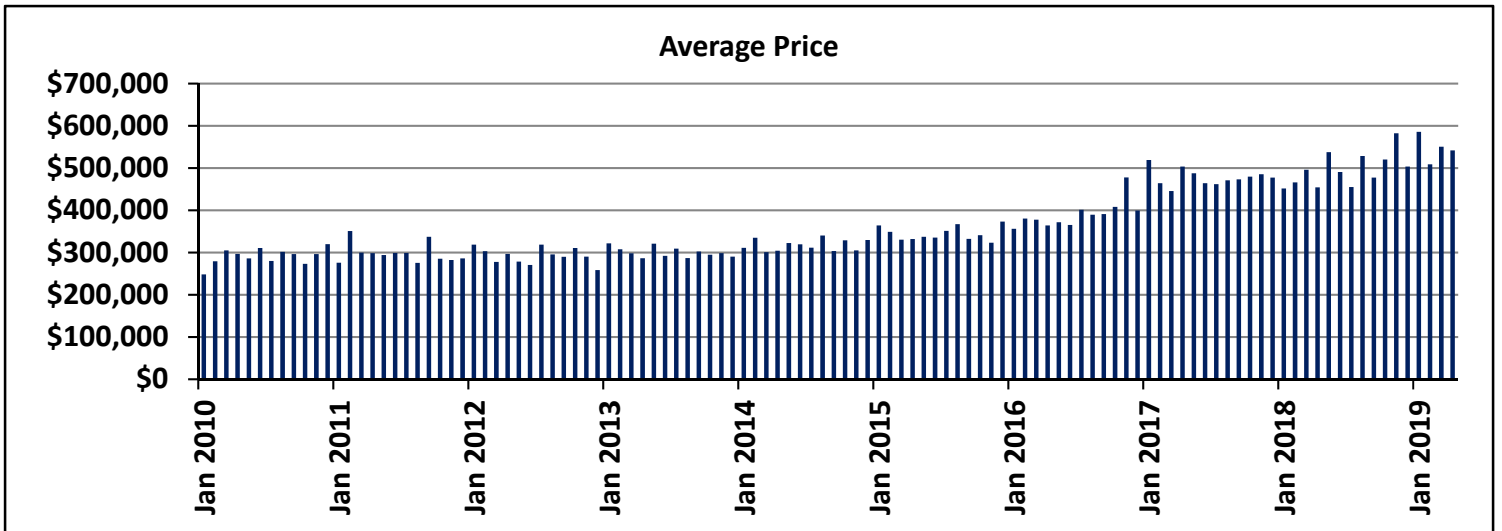
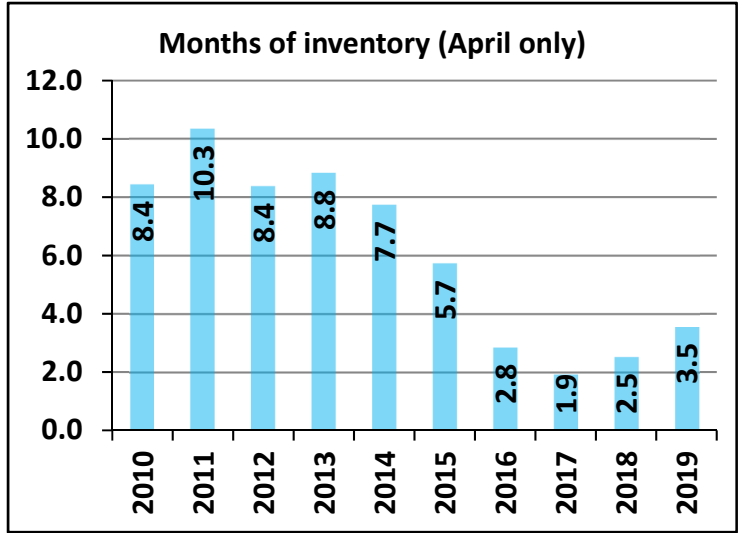
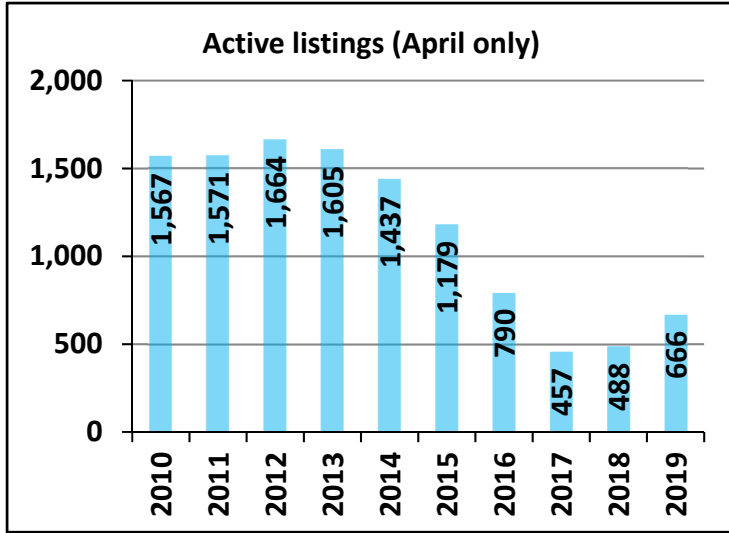
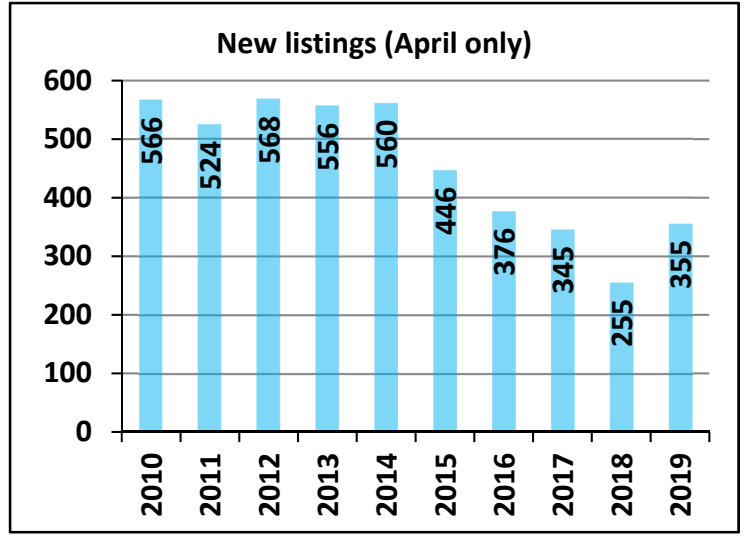
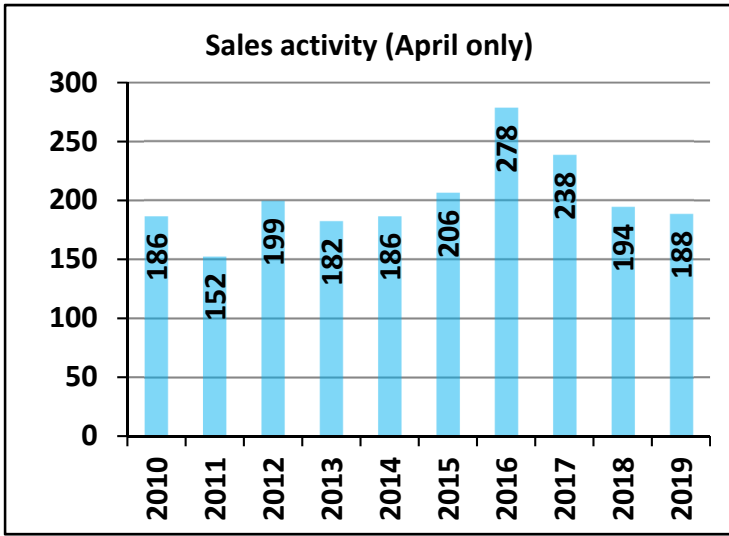
April 2019



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

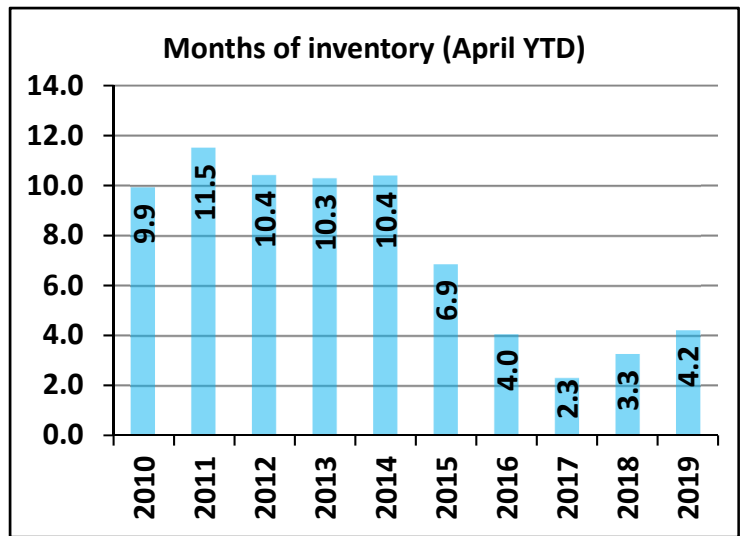
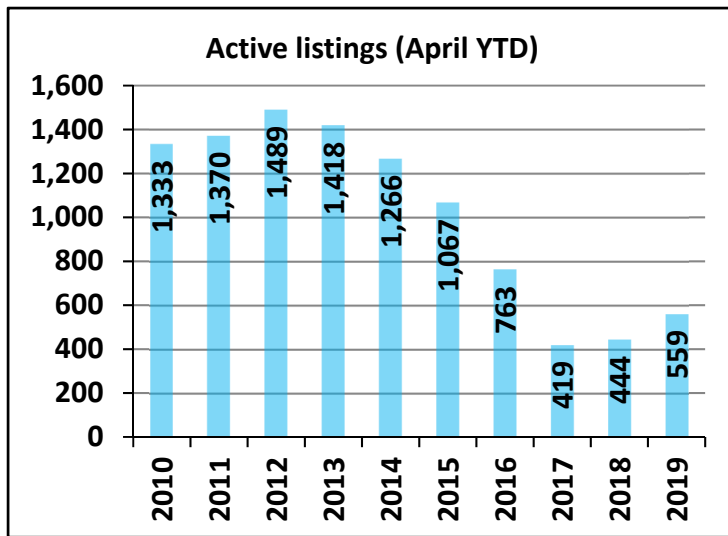
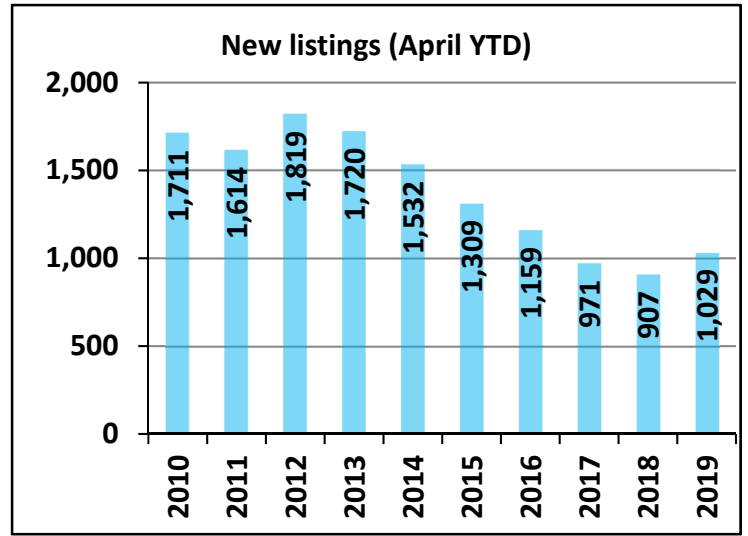
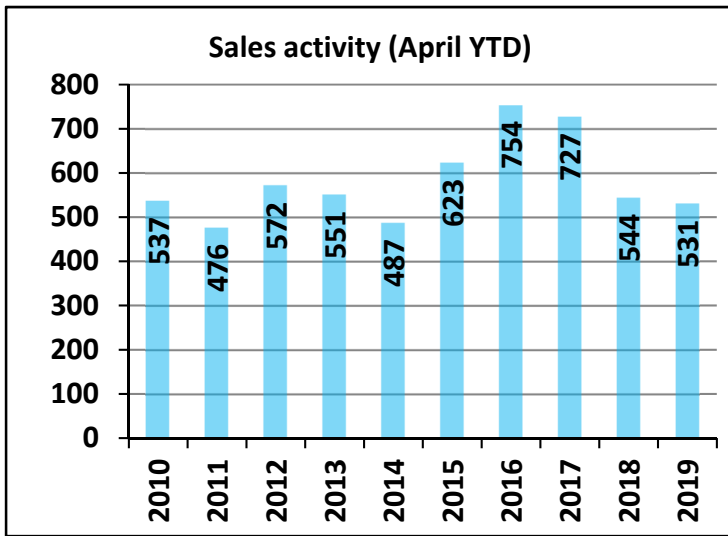
# Western District

## Residential Market Activity



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## Residential Market Activity



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## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>188</b>	-3.1	-21.0	-32.4	1.1	-5.5	32.4
<b>Dollar Volume</b>	<b>\$101,843,297</b>	15.6	-15.0	0.6	80.0	72.5	169.0
<b>New Listings</b>	<b>355</b>	39.2	2.9	-5.6	-36.6	-37.5	-10.4
<b>Active Listings</b>	<b>666</b>	36.5	45.7	-15.7	-53.7	-60.0	-53.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>53.0</b>	76.1	69.0	73.9	33.2	35.0	35.9
<b>Months of Inventory<sup>2</sup></b>	<b>3.5</b>	2.5	1.9	2.8	7.7	8.4	10.0
<b>Average Price</b>	<b>\$541,720</b>	19.3	7.6	48.8	78.1	82.5	103.2

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>531</b>	-2.4	-27.0	-29.6	9.0	-7.2	55.3
<b>Dollar Volume</b>	<b>\$289,070,933</b>	13.6	-16.9	3.5	91.2	70.8	229.7
<b>New Listings</b>	<b>1,029</b>	13.5	6.0	-11.2	-32.8	-43.4	-24.7
<b>Active Listings<sup>3</sup></b>	<b>559</b>	25.9	33.4	-26.7	-55.8	-62.5	-57.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>51.6</b>	60.0	74.9	65.1	31.8	31.4	25.0
<b>Months of Inventory<sup>5</sup></b>	<b>4.2</b>	3.3	2.3	4.0	10.4	10.4	15.2
<b>Average Price</b>	<b>\$544,390</b>	16.4	13.8	47.0	75.3	83.9	112.4

<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

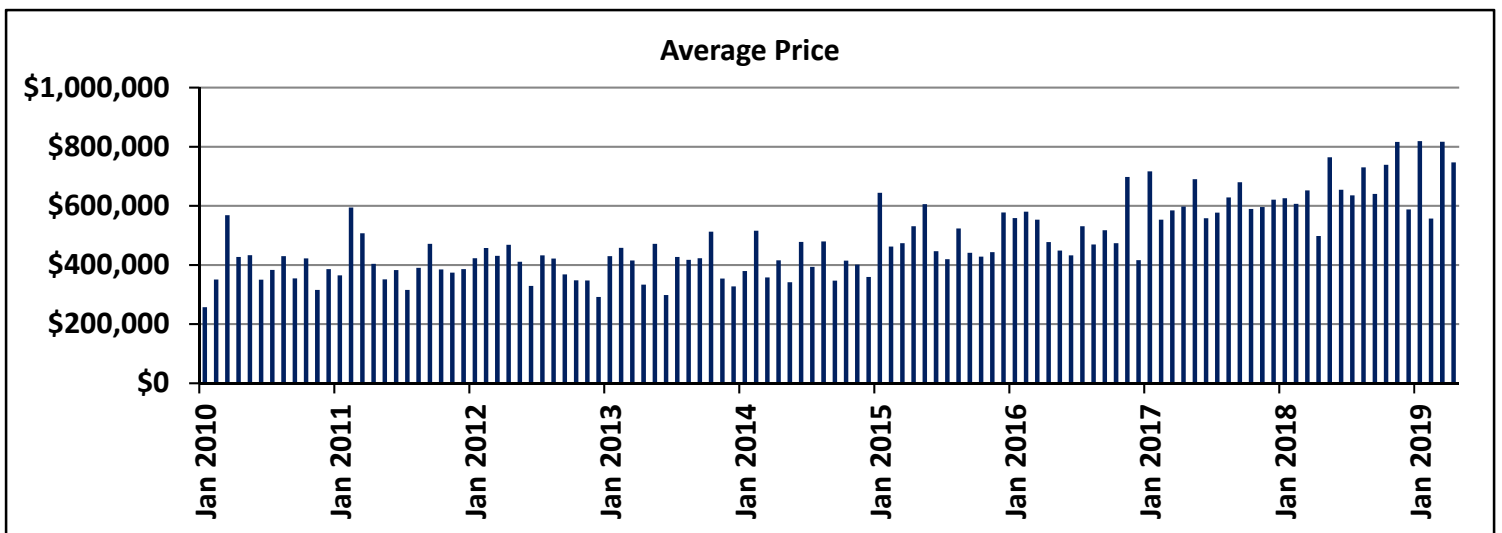
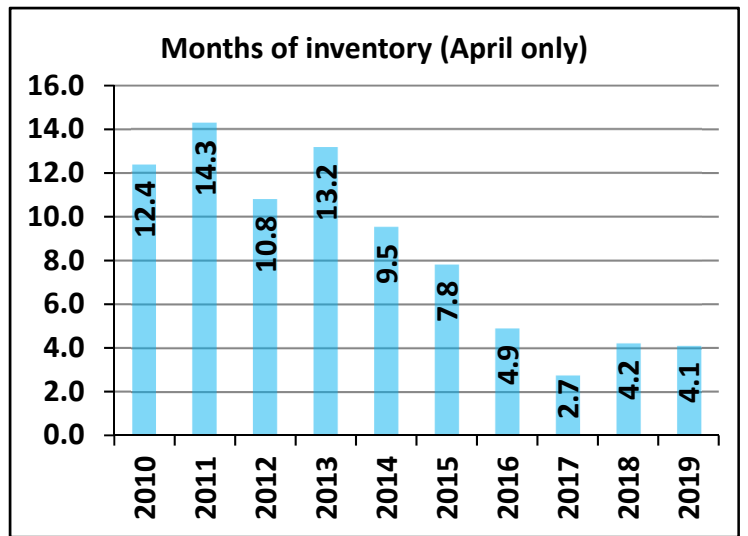
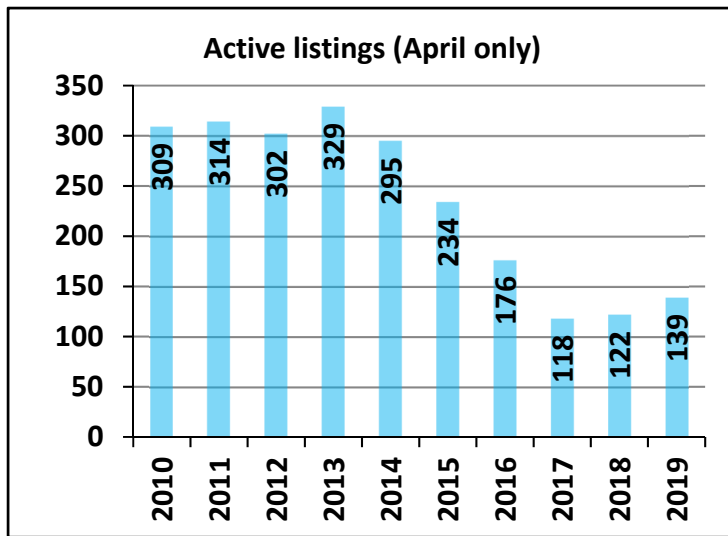
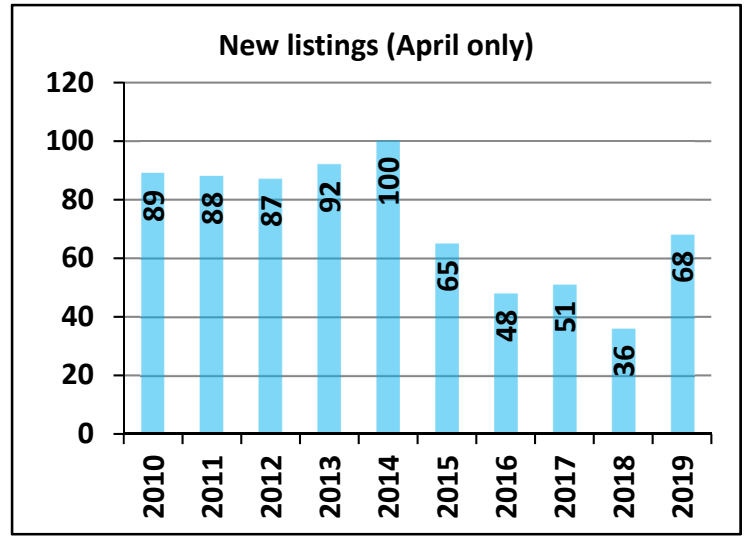
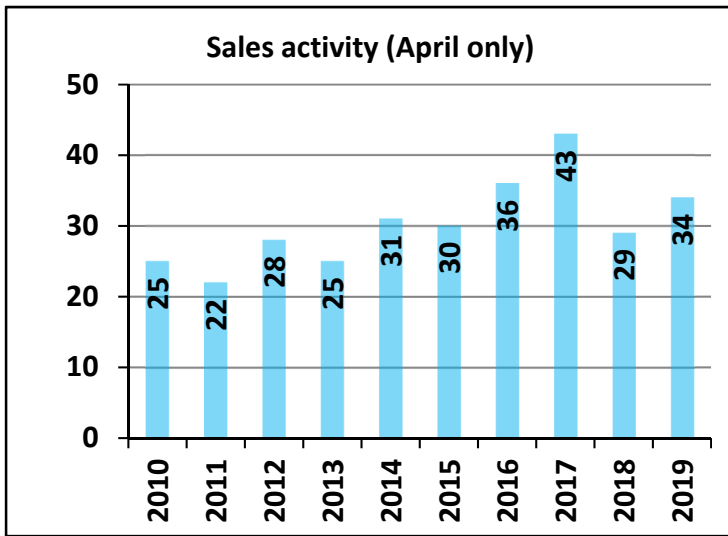
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

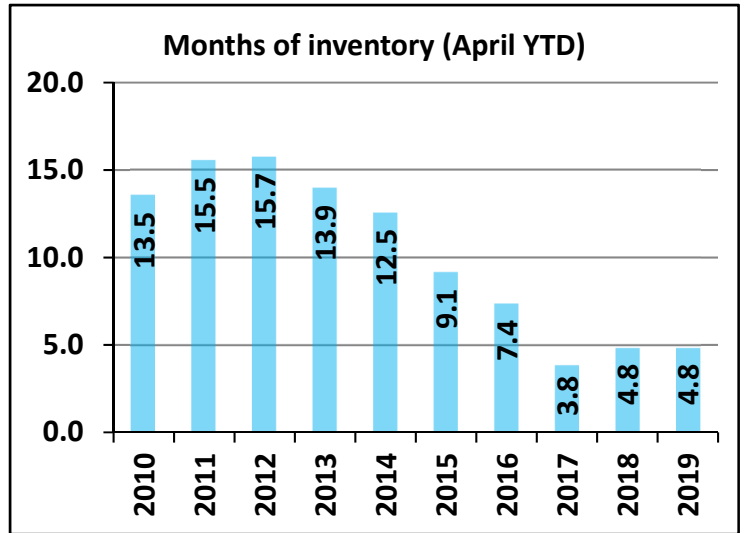
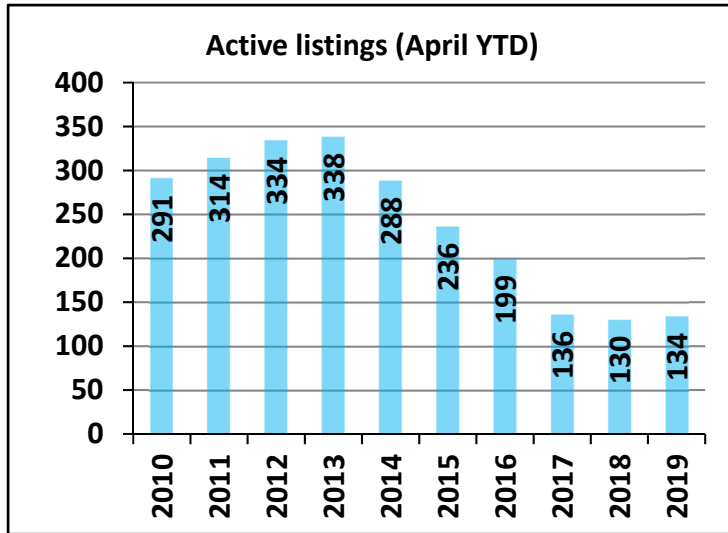
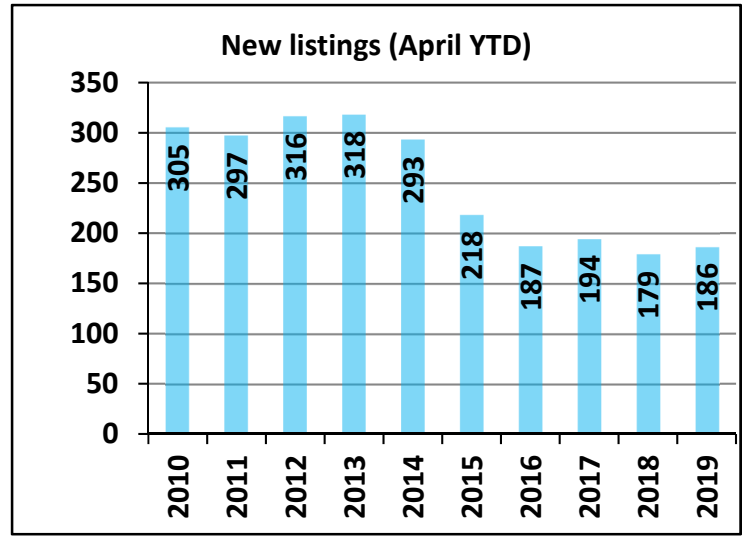
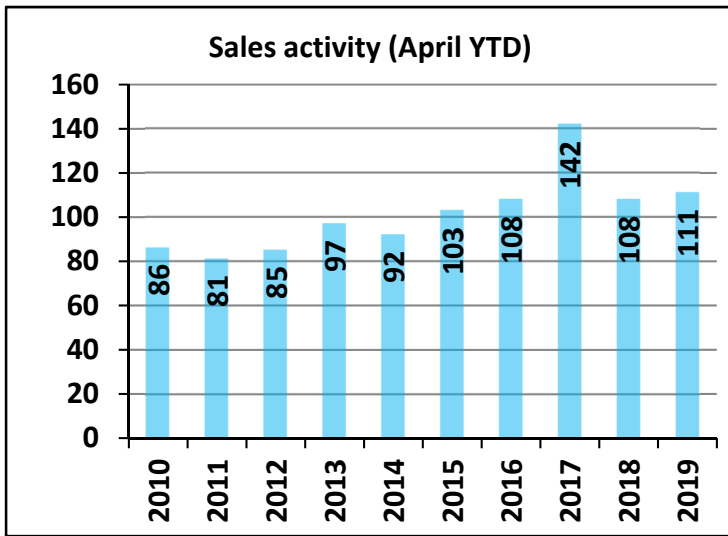
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>34</b>	17.2	-20.9	-5.6	9.7	21.4	78.9
<b>Dollar Volume</b>	<b>\$25,384,539</b>	75.8	-1.2	47.8	96.9	93.7	234.5
<b>New Listings</b>	<b>68</b>	88.9	33.3	41.7	-32.0	-21.8	13.3
<b>Active Listings</b>	<b>139</b>	13.9	17.8	-21.0	-52.9	-54.0	-53.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>50.0</b>	80.6	84.3	75.0	31.0	32.2	31.7
<b>Months of Inventory<sup>2</sup></b>	<b>4.1</b>	4.2	2.7	4.9	9.5	10.8	15.7
<b>Average Price</b>	<b>\$746,604</b>	49.9	25.0	56.5	79.6	59.5	86.9

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>111</b>	2.8	-21.8	2.8	20.7	30.6	101.8
<b>Dollar Volume</b>	<b>\$81,576,039</b>	26.9	-4.8	41.1	114.3	115.0	306.5
<b>New Listings</b>	<b>186</b>	3.9	-4.1	-0.5	-36.5	-41.1	-29.8
<b>Active Listings<sup>3</sup></b>	<b>134</b>	3.1	-1.5	-32.7	-53.5	-59.9	-55.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>59.7</b>	60.3	73.2	57.8	31.4	26.9	20.8
<b>Months of Inventory<sup>5</sup></b>	<b>4.8</b>	4.8	3.8	7.4	12.5	15.7	22.0
<b>Average Price</b>	<b>\$734,919</b>	23.5	21.8	37.3	77.6	64.6	101.4

<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

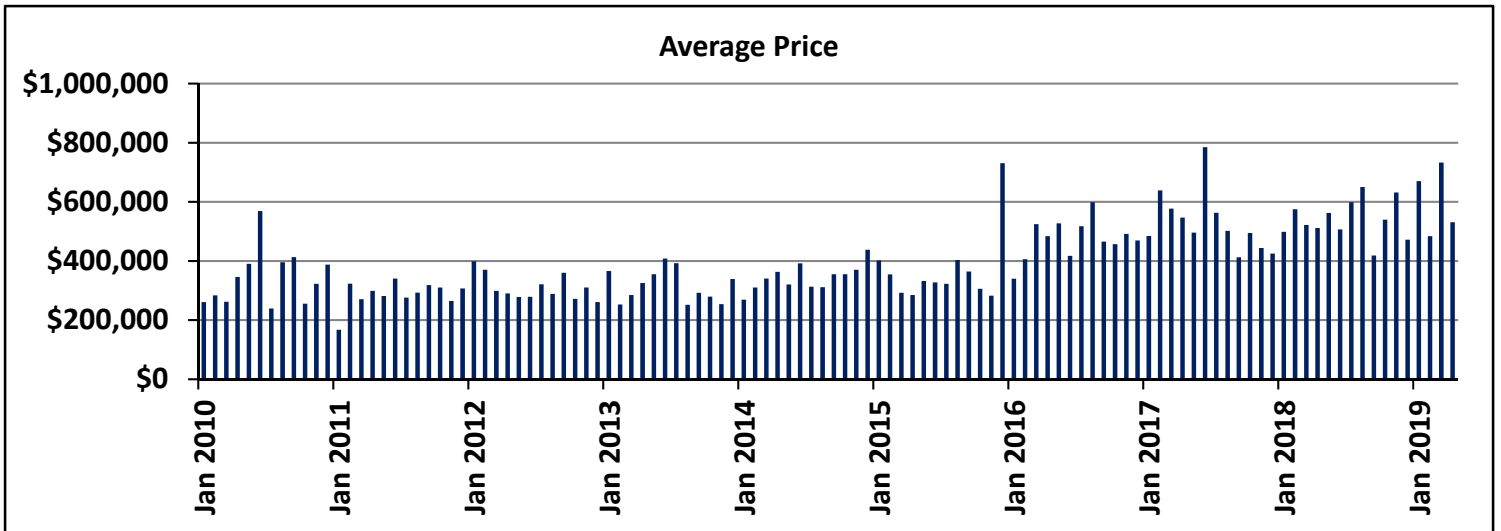
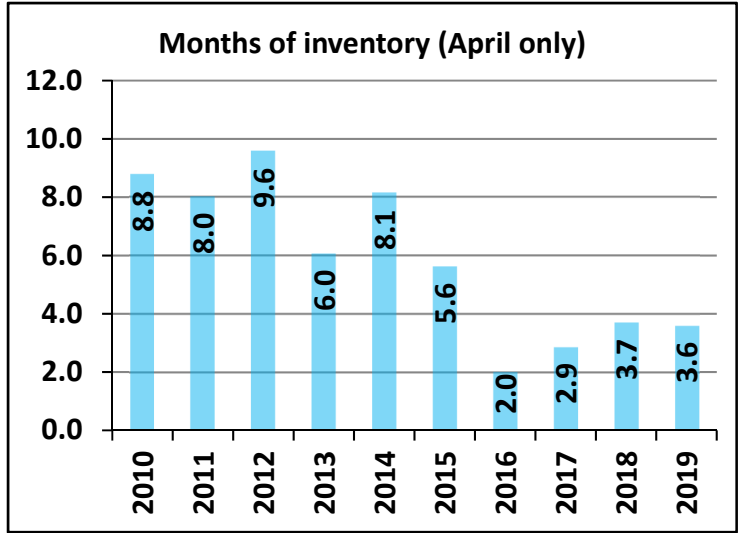
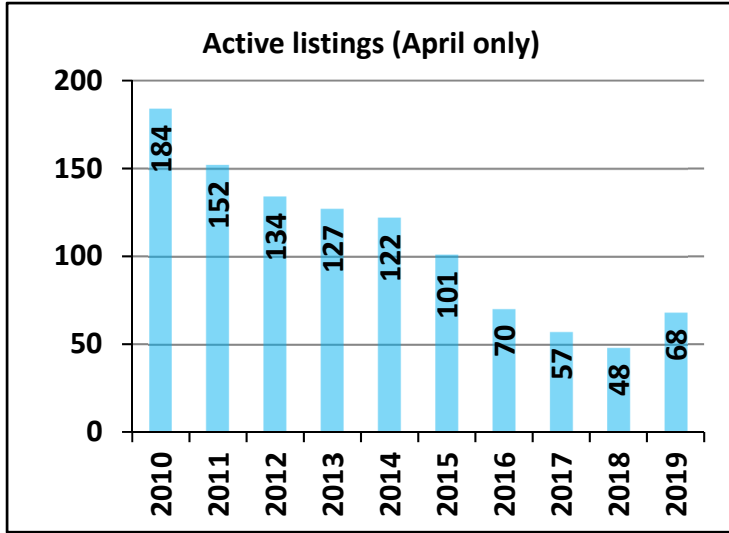
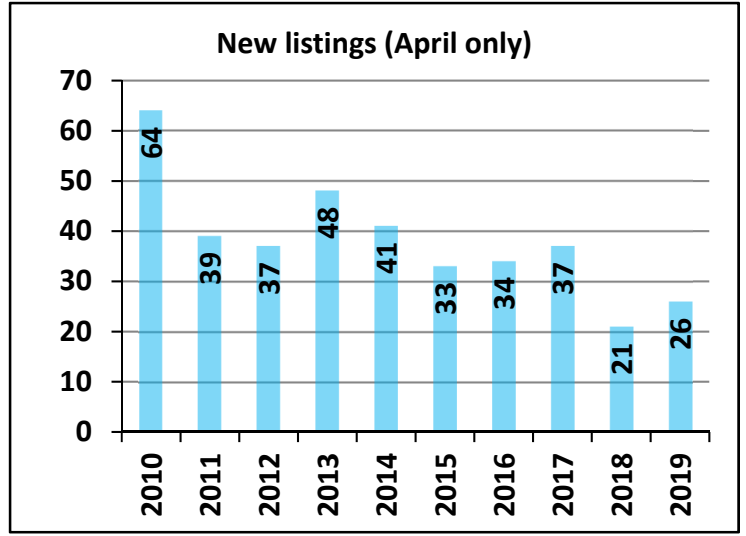
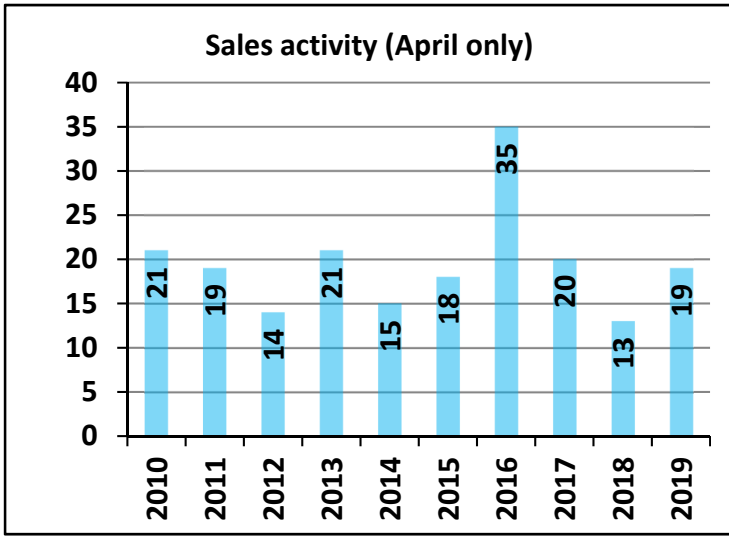
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

# Clearview

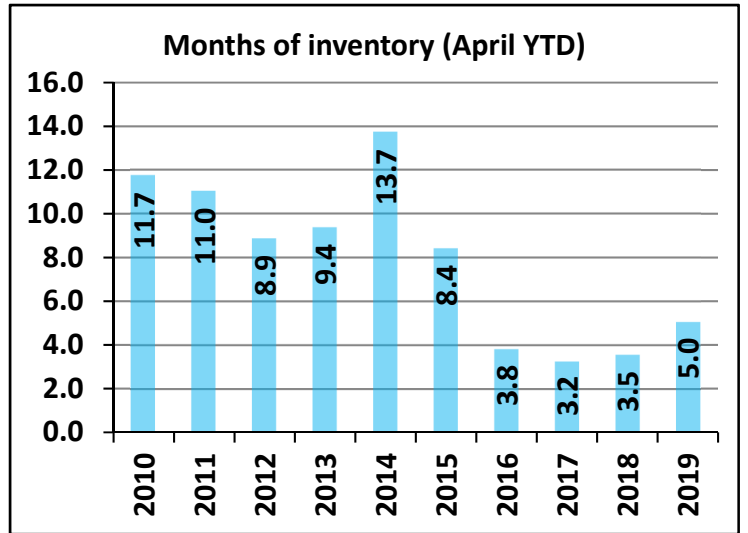
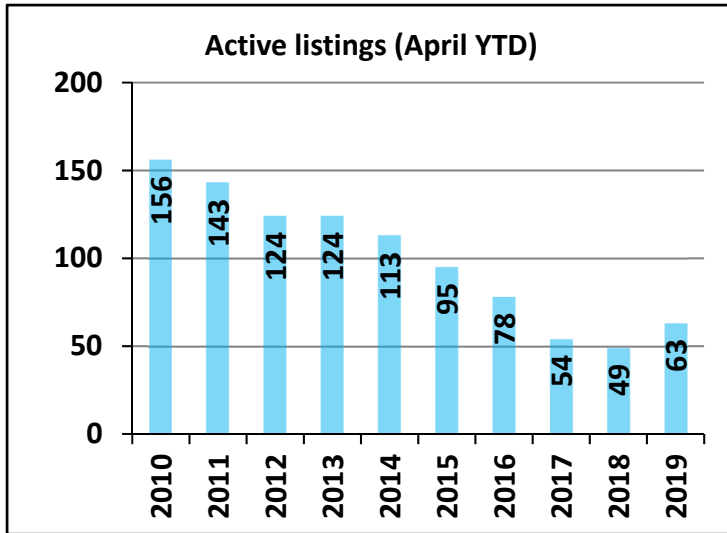
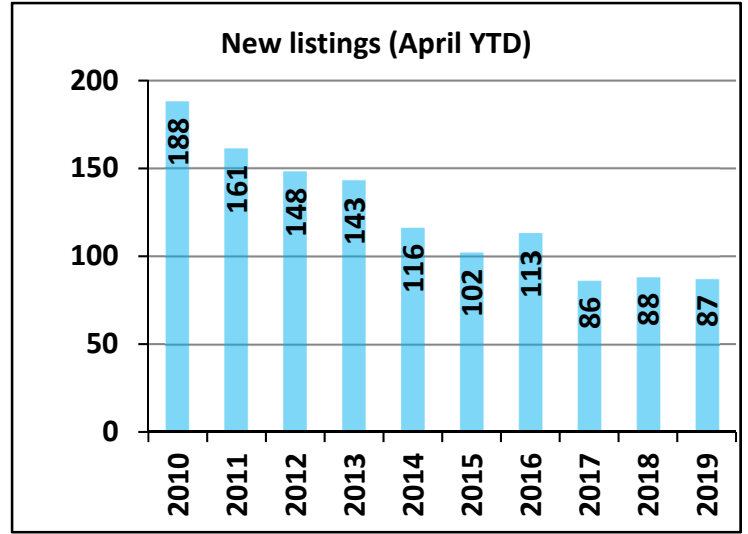
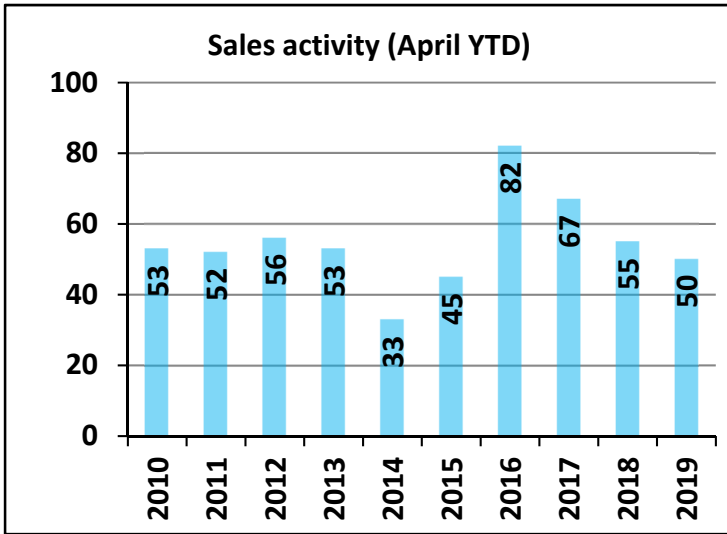
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>19</b>	46.2	-5.0	-45.7	26.7	35.7	90.0
<b>Dollar Volume</b>	<b>\$10,081,975</b>	51.7	-7.8	-40.5	85.2	148.5	315.7
<b>New Listings</b>	<b>26</b>	23.8	-29.7	-23.5	-36.6	-29.7	-43.5
<b>Active Listings</b>	<b>68</b>	41.7	19.3	-2.9	-44.3	-49.3	-56.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>73.1</b>	61.9	54.1	102.9	36.6	37.8	21.7
<b>Months of Inventory<sup>2</sup></b>	<b>3.6</b>	3.7	2.9	2.0	8.1	9.6	15.7
<b>Average Price</b>	<b>\$530,630</b>	3.8	-2.9	9.7	46.2	83.1	118.8

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>50</b>	-9.1	-25.4	-39.0	51.5	-10.7	78.6
<b>Dollar Volume</b>	<b>\$30,242,575</b>	4.8	-20.6	-21.3	174.9	64.1	356.5
<b>New Listings</b>	<b>87</b>	-1.1	1.2	-23.0	-25.0	-41.2	-40.8
<b>Active Listings<sup>3</sup></b>	<b>63</b>	28.6	16.7	-19.2	-44.2	-49.2	-53.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>57.5</b>	62.5	77.9	72.6	28.4	37.8	19.0
<b>Months of Inventory<sup>5</sup></b>	<b>5.0</b>	3.5	3.2	3.8	13.7	8.9	19.2
<b>Average Price</b>	<b>\$604,852</b>	15.3	6.3	29.1	81.4	83.7	155.6

<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

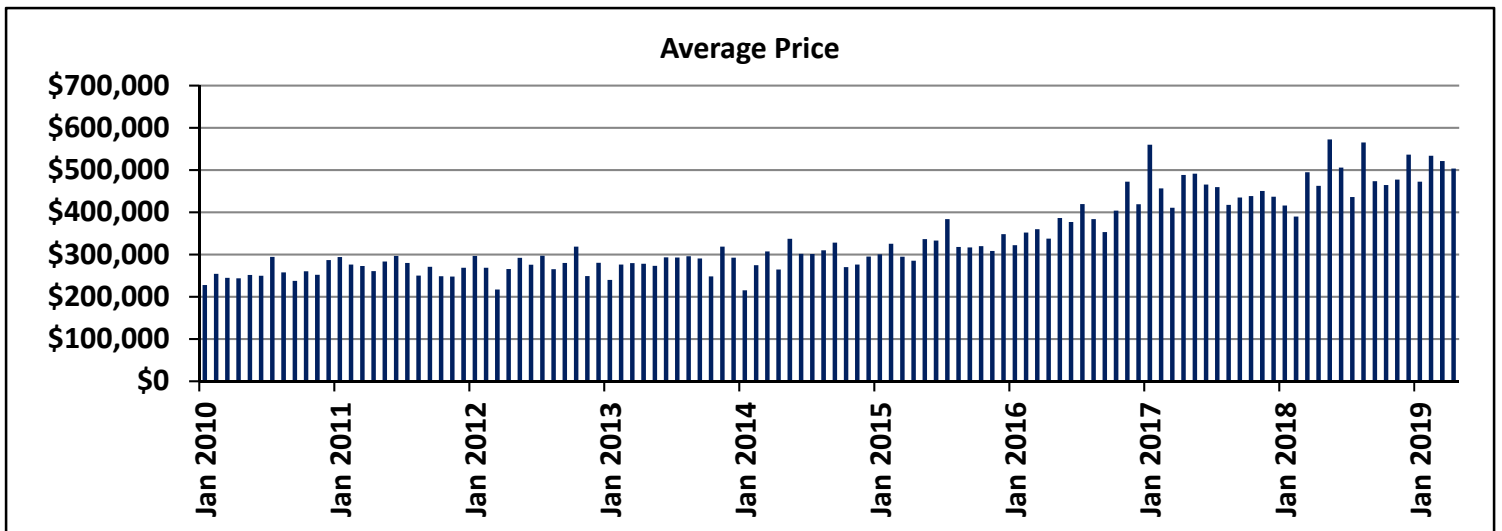
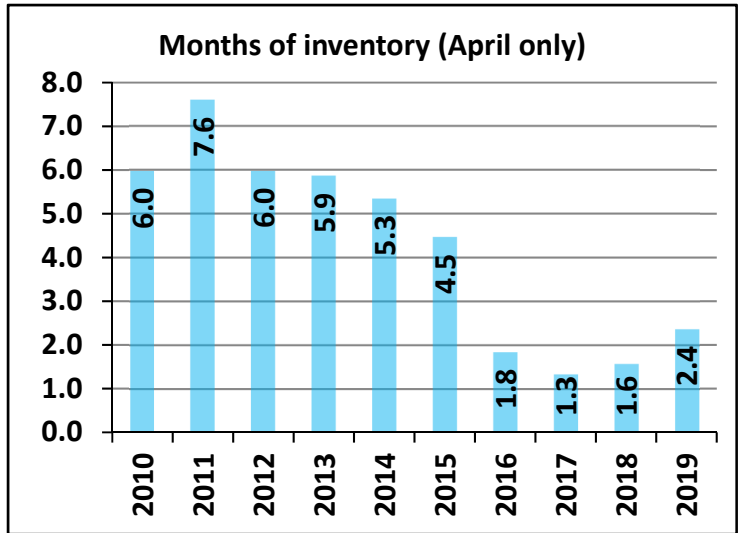
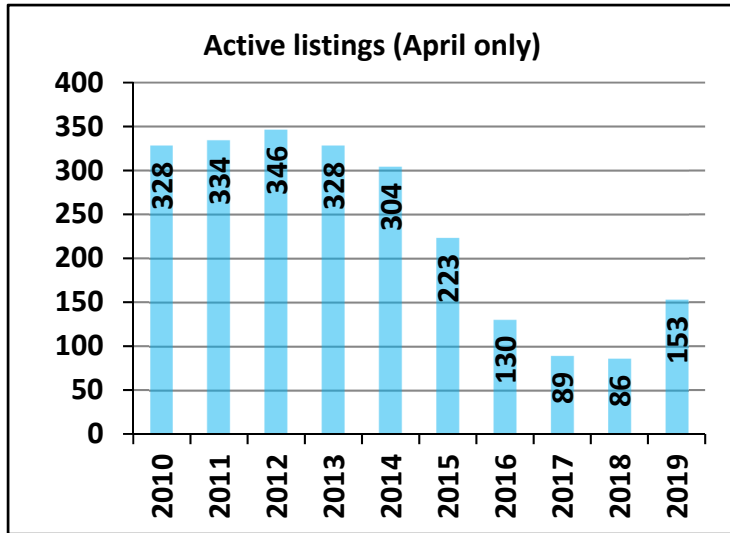
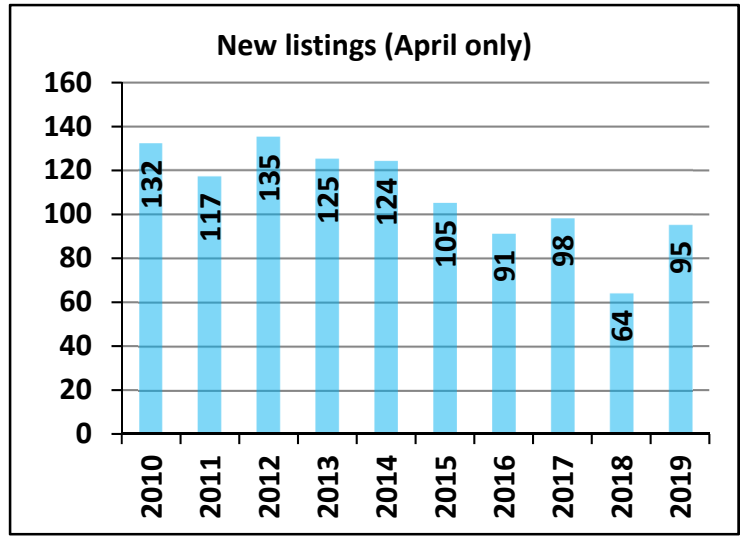
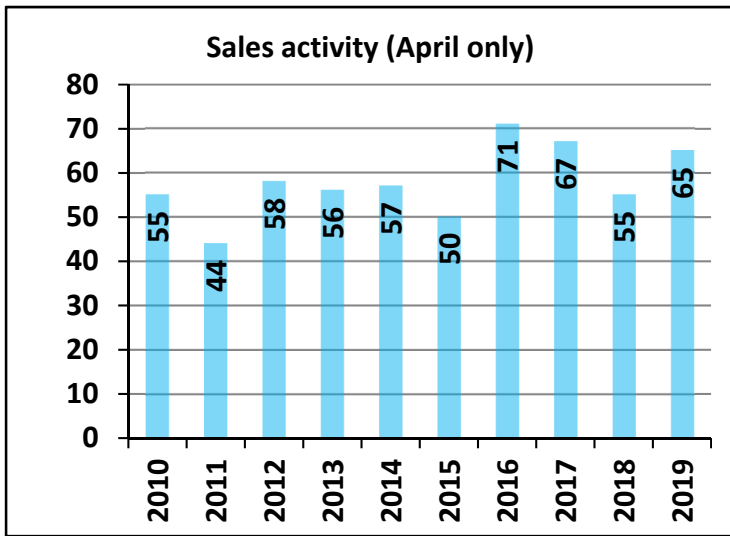
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

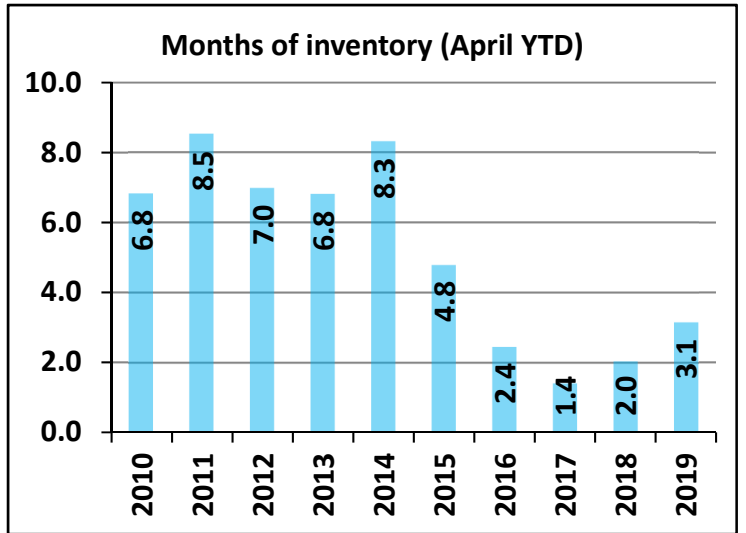
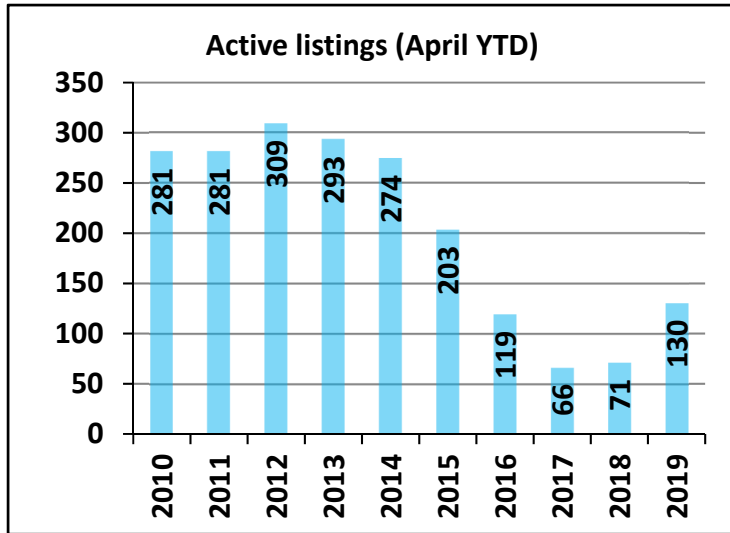
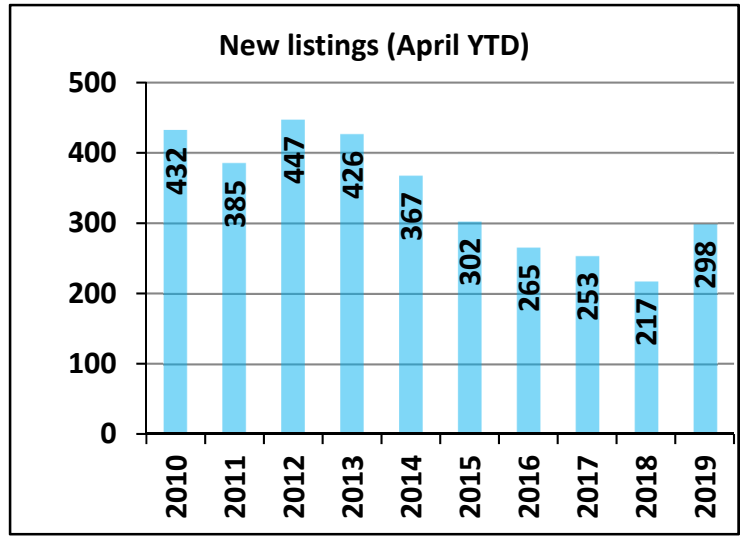
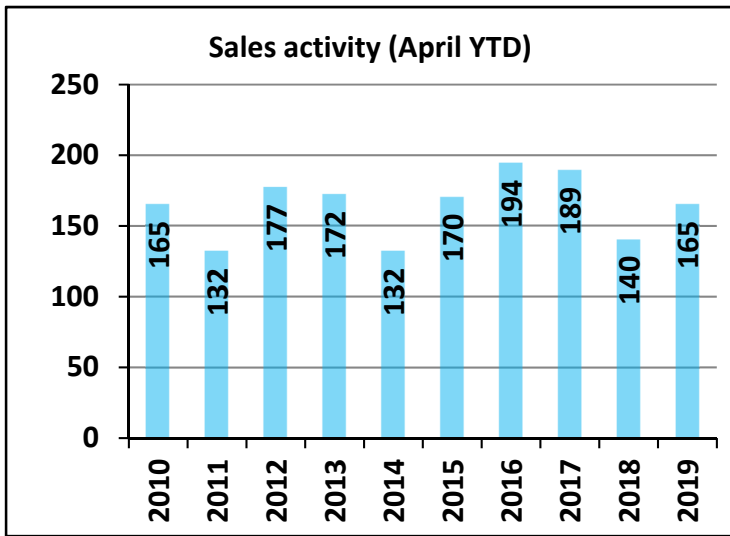
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>65</b>	18.2	-3.0	-8.5	14.0	12.1	38.3
<b>Dollar Volume</b>	<b>\$32,724,083</b>	28.7	0.0	36.6	117.1	112.4	178.4
<b>New Listings</b>	<b>95</b>	48.4	-3.1	4.4	-23.4	-29.6	2.2
<b>Active Listings</b>	<b>153</b>	77.9	71.9	17.7	-49.7	-55.8	-48.0
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>68.4</b>	85.9	68.4	78.0	46.0	43.0	50.5
<b>Months of Inventory<sup>2</sup></b>	<b>2.4</b>	1.6	1.3	1.8	5.3	6.0	6.3
<b>Average Price</b>	<b>\$503,447</b>	8.9	3.1	49.2	90.4	89.5	101.3

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>165</b>	17.9	-12.7	-14.9	25.0	-6.8	54.2
<b>Dollar Volume</b>	<b>\$84,419,419</b>	34.5	-3.9	26.8	137.8	83.7	245.9
<b>New Listings</b>	<b>298</b>	37.3	17.8	12.5	-18.8	-33.3	-9.1
<b>Active Listings<sup>3</sup></b>	<b>130</b>	83.1	97.0	9.2	-52.6	-57.9	-53.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>55.4</b>	64.5	74.7	73.2	36.0	39.6	32.6
<b>Months of Inventory<sup>5</sup></b>	<b>3.1</b>	2.0	1.4	2.4	8.3	7.0	10.4
<b>Average Price</b>	<b>\$511,633</b>	14.1	10.1	49.1	90.2	97.0	124.3

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

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

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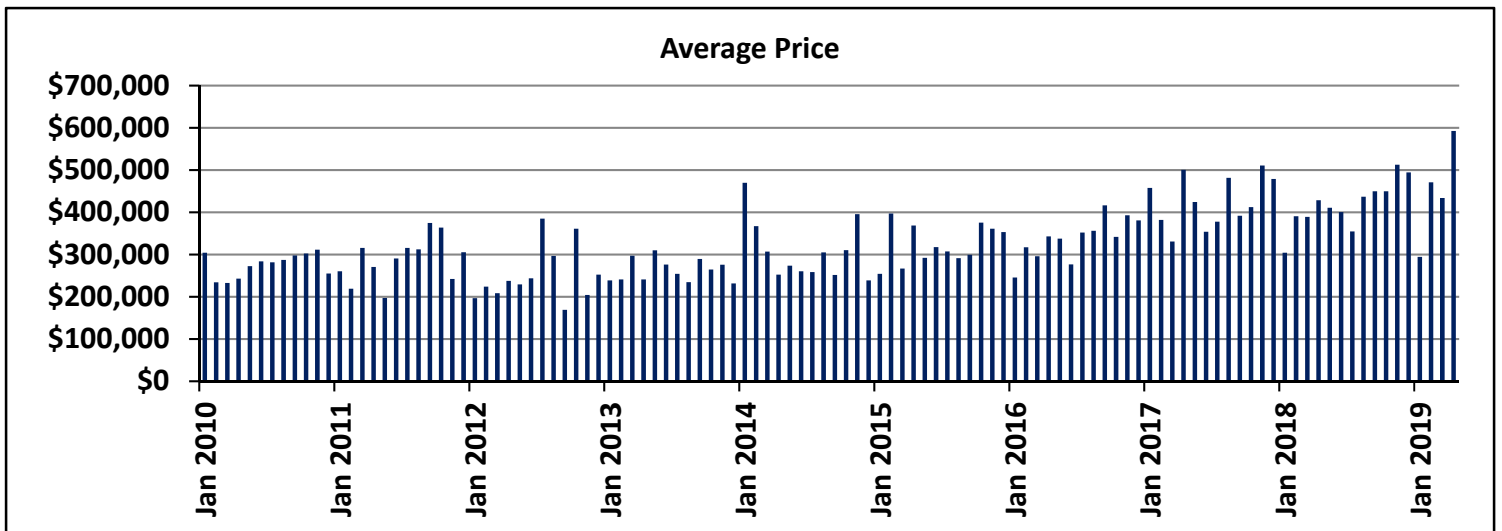
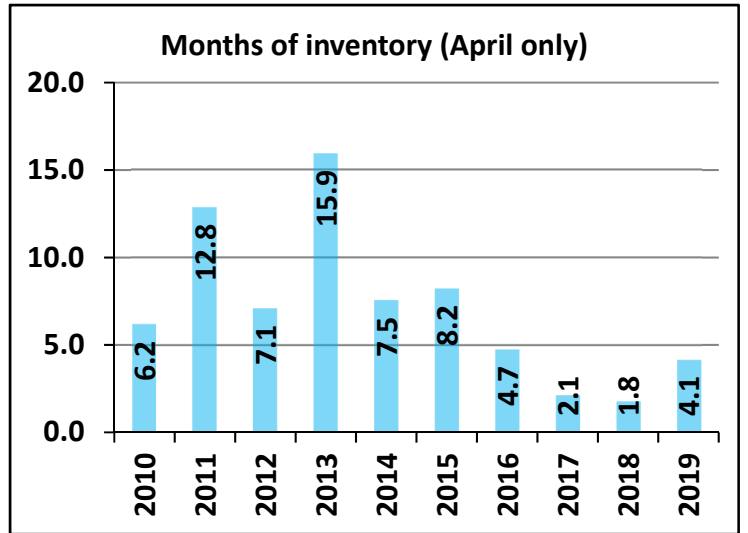
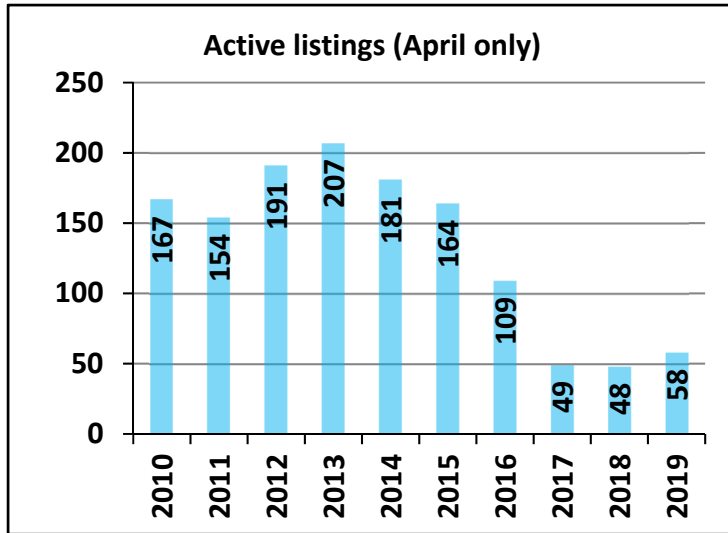
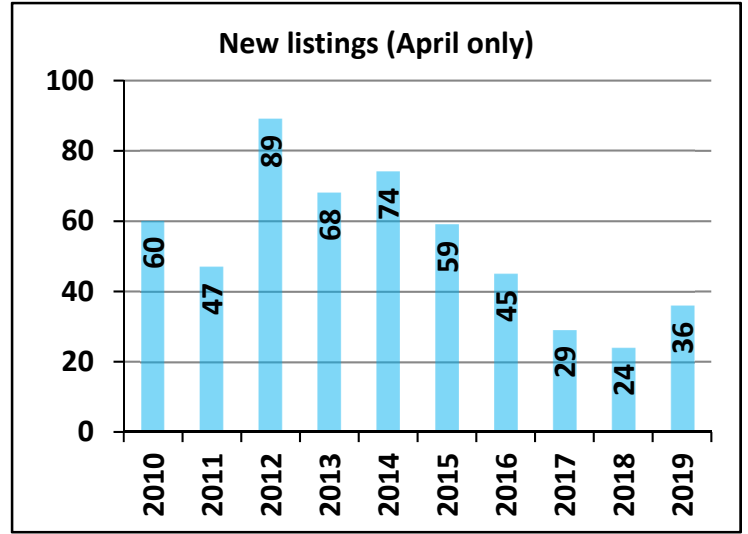
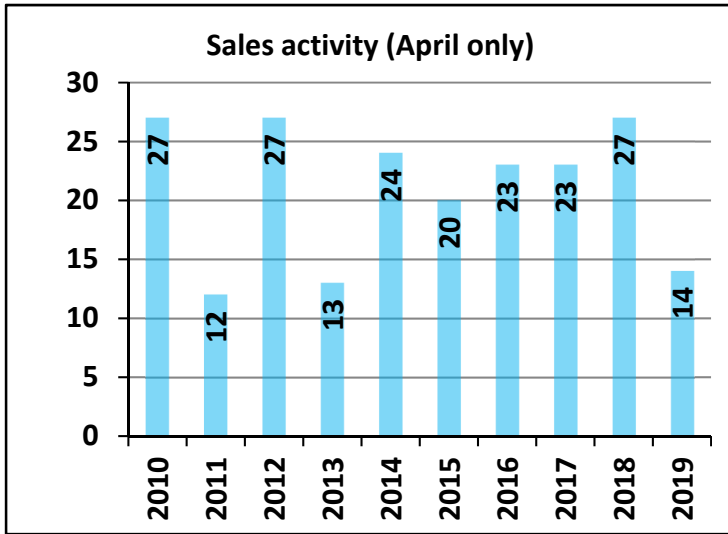
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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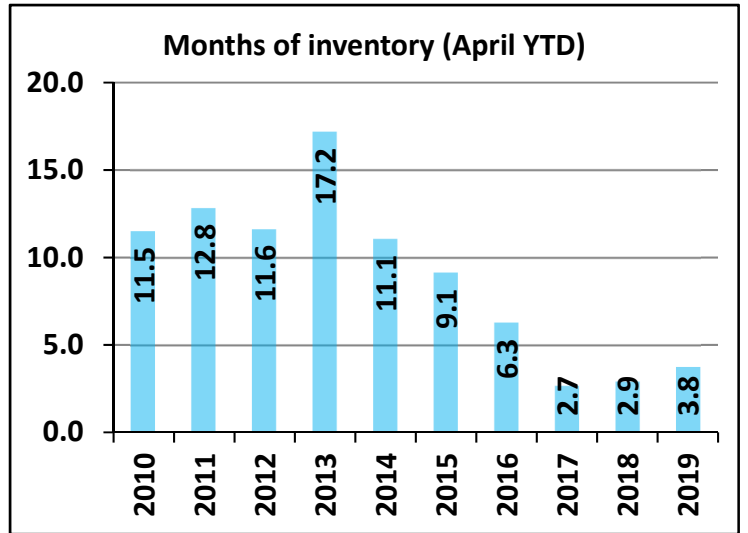
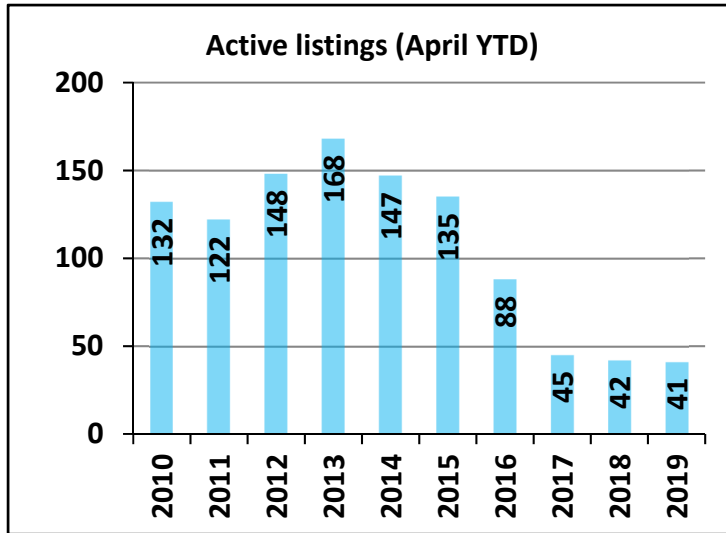
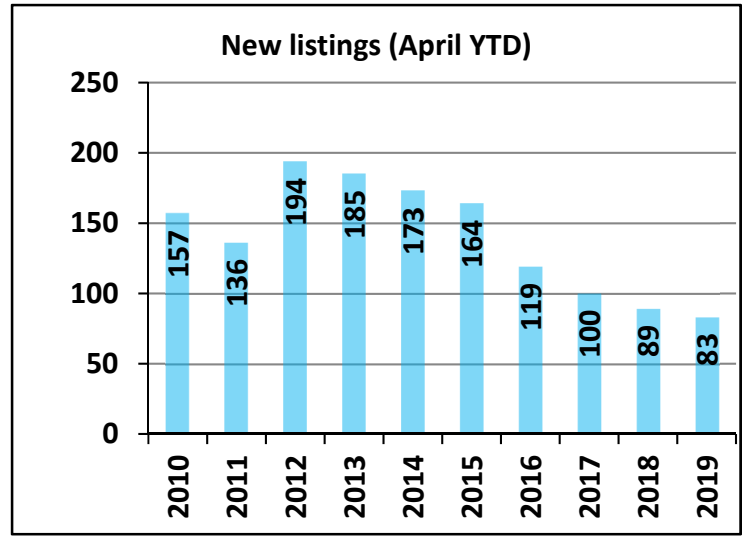
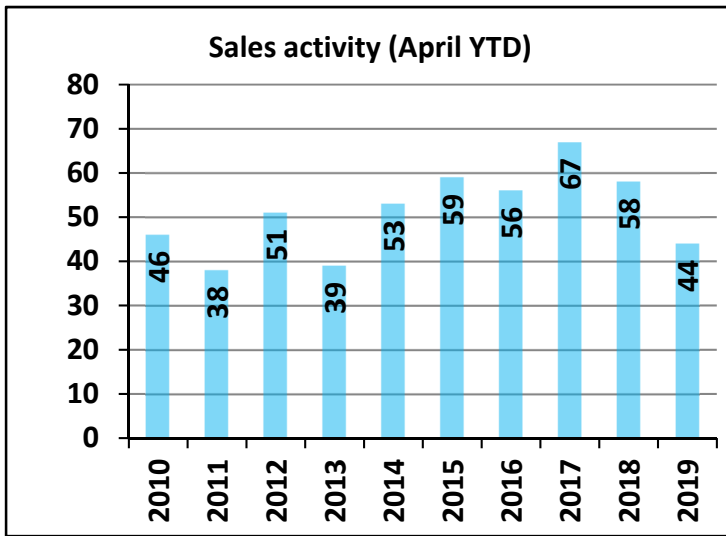
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>14</b>	-48.1	-39.1	-39.1	-41.7	-48.1	27.3
<b>Dollar Volume</b>	<b>\$8,295,000</b>	-28.3	-28.0	5.2	36.9	29.3	225.3
<b>New Listings</b>	<b>36</b>	50.0	24.1	-20.0	-51.4	-59.6	-21.7
<b>Active Listings</b>	<b>58</b>	20.8	18.4	-46.8	-68.0	-69.6	-63.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>38.9</b>	112.5	79.3	51.1	32.4	30.3	23.9
<b>Months of Inventory<sup>2</sup></b>	<b>4.1</b>	1.8	2.1	4.7	7.5	7.1	14.4
<b>Average Price</b>	<b>\$592,500</b>	38.3	18.4	72.8	134.8	149.4	155.6

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>44</b>	-24.1	-34.3	-21.4	-17.0	-13.7	100.0
<b>Dollar Volume</b>	<b>\$21,191,900</b>	-7.0	-22.4	20.8	32.1	83.1	276.6
<b>New Listings</b>	<b>83</b>	-6.7	-17.0	-30.3	-52.0	-57.2	-39.0
<b>Active Listings<sup>3</sup></b>	<b>41</b>	-2.4	-8.9	-53.4	-72.1	-72.3	-67.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>53.0</b>	65.2	67.0	47.1	30.6	26.3	16.2
<b>Months of Inventory<sup>5</sup></b>	<b>3.8</b>	2.9	2.7	6.3	11.1	11.6	22.9
<b>Average Price</b>	<b>\$481,634</b>	22.6	18.1	53.8	59.1	112.2	88.3

<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

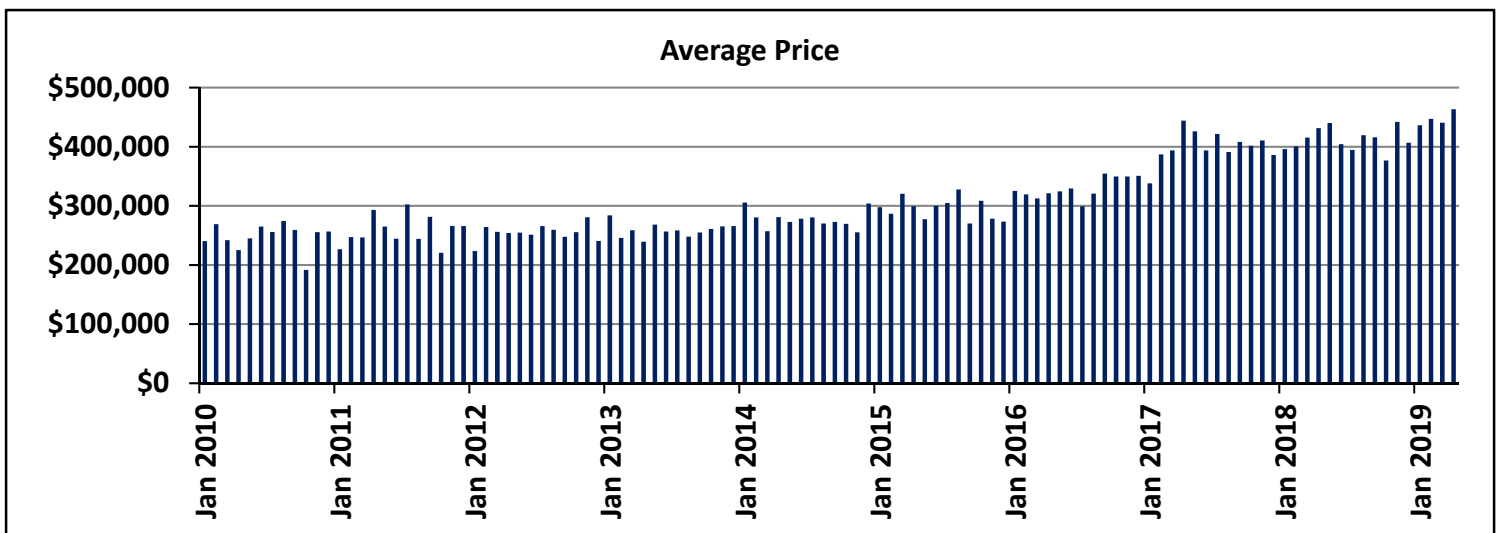
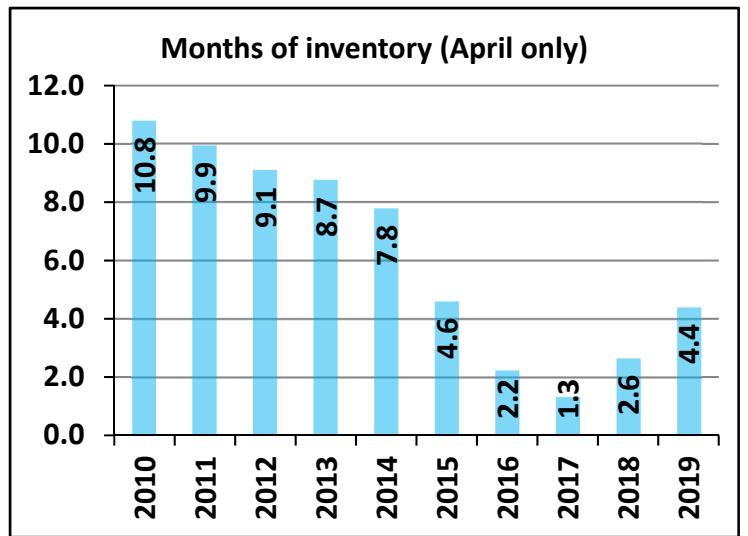
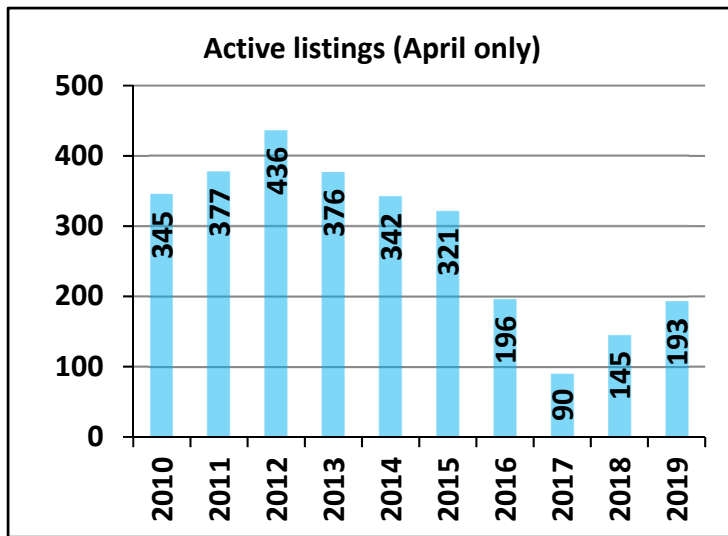
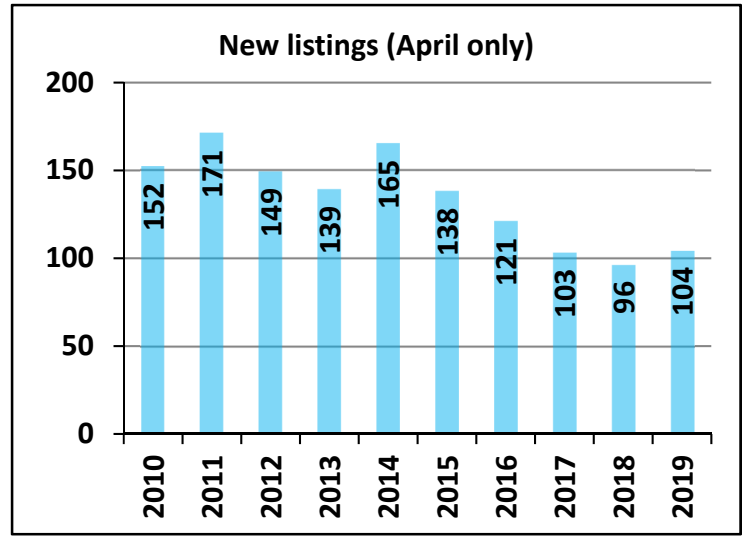
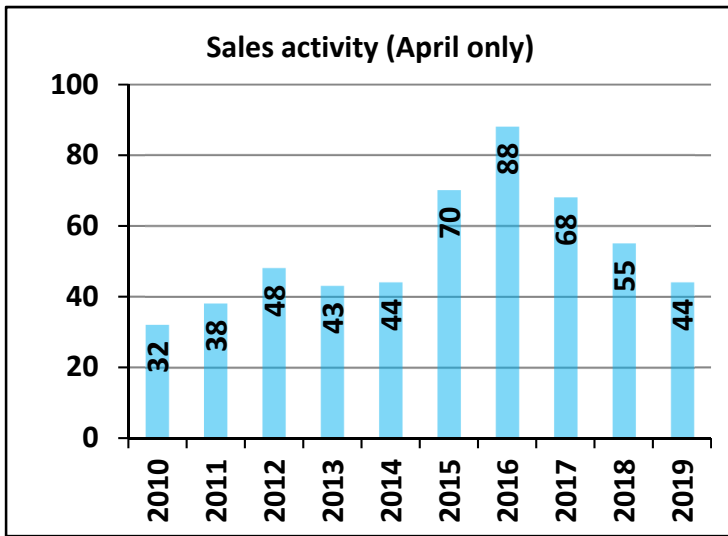
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



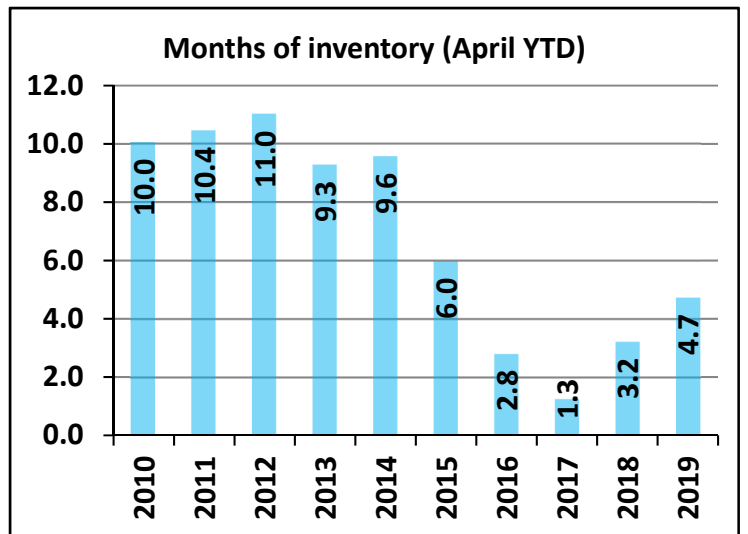
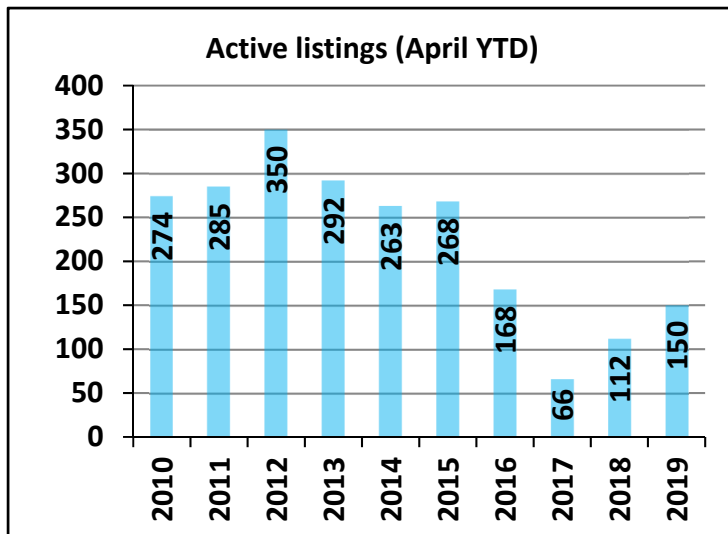
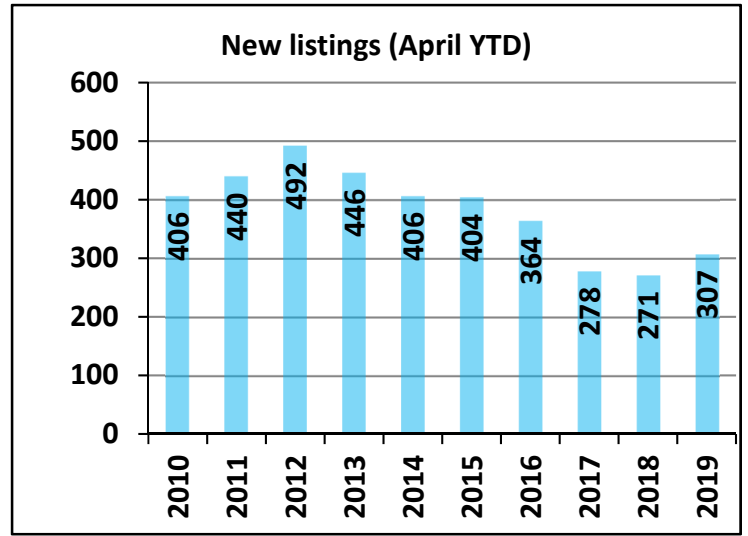
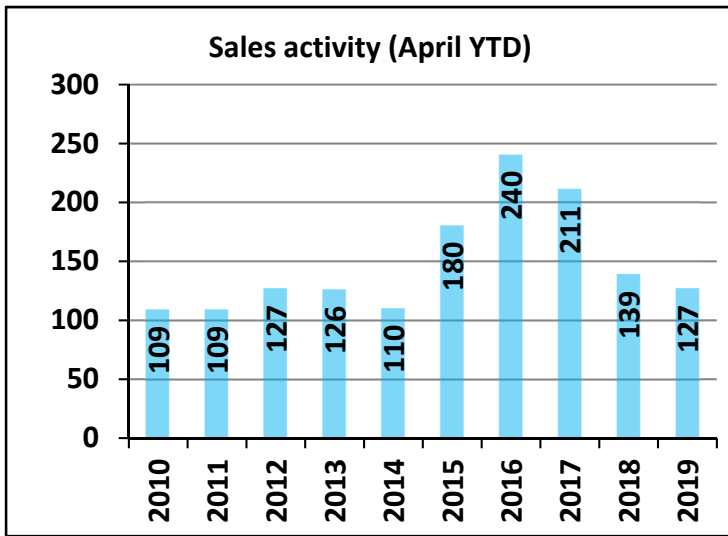
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
<b>Sales Activity</b>	<b>44</b>	-20.0	-35.3	-50.0	0.0	-8.3	10.0
<b>Dollar Volume</b>	<b>\$20,387,700</b>	-14.1	-32.5	-27.9	64.9	67.2	95.4
<b>New Listings</b>	<b>104</b>	8.3	1.0	-14.0	-37.0	-30.2	-10.3
<b>Active Listings</b>	<b>193</b>	33.1	114.4	-1.5	-43.6	-55.7	-40.8
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>42.3</b>	57.3	66.0	72.7	26.7	32.2	34.5
<b>Months of Inventory<sup>2</sup></b>	<b>4.4</b>	2.6	1.3	2.2	7.8	9.1	8.2
<b>Average Price</b>	<b>\$463,357</b>	7.4	4.4	44.3	64.9	82.4	77.6

Year-to-date	April 2019	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
<b>Sales Activity</b>	<b>127</b>	-8.6	-39.8	-47.1	15.5	0.0	42.7
<b>Dollar Volume</b>	<b>\$56,989,000</b>	-1.7	-32.6	-25.6	88.2	76.4	165.2
<b>New Listings</b>	<b>307</b>	13.3	10.4	-15.7	-24.4	-37.6	-14.0
<b>Active Listings<sup>3</sup></b>	<b>150</b>	33.9	127.3	-10.7	-43.0	-57.1	-45.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>41.4</b>	51.3	75.9	65.9	27.1	25.8	24.9
<b>Months of Inventory<sup>5</sup></b>	<b>4.7</b>	3.2	1.3	2.8	9.6	11.0	12.3
<b>Average Price</b>	<b>\$448,732</b>	7.6	12.0	40.7	63.0	76.4	85.8

<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

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