



## Western District

## Residential Market Activity

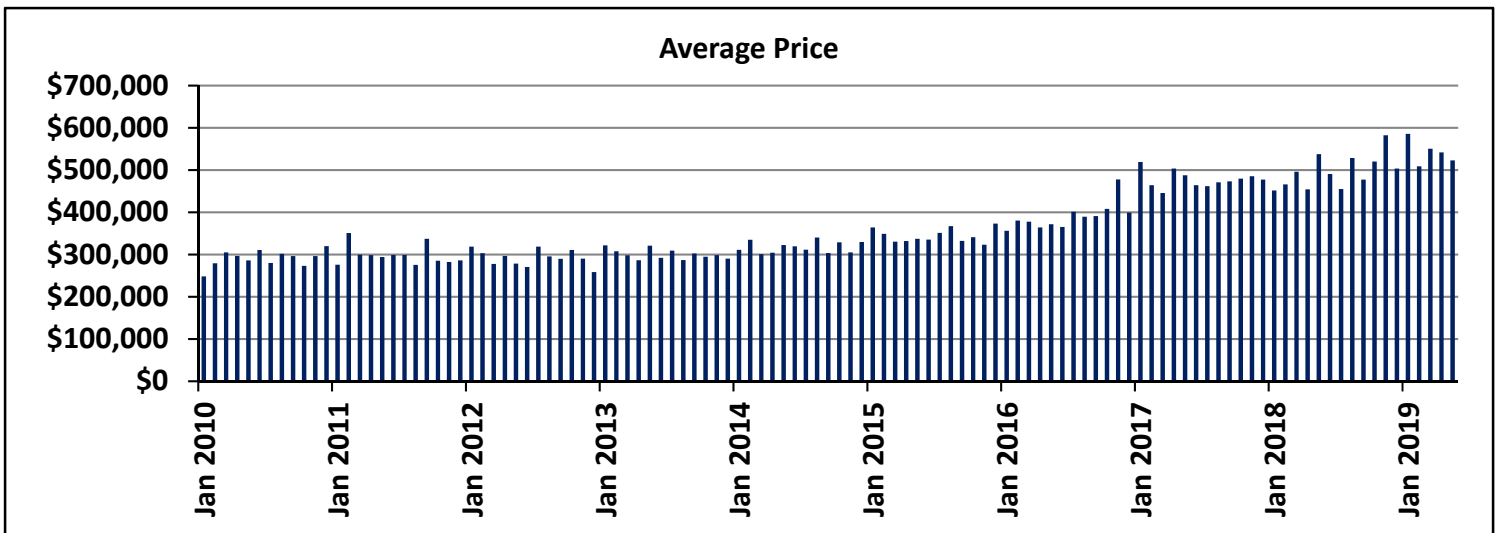
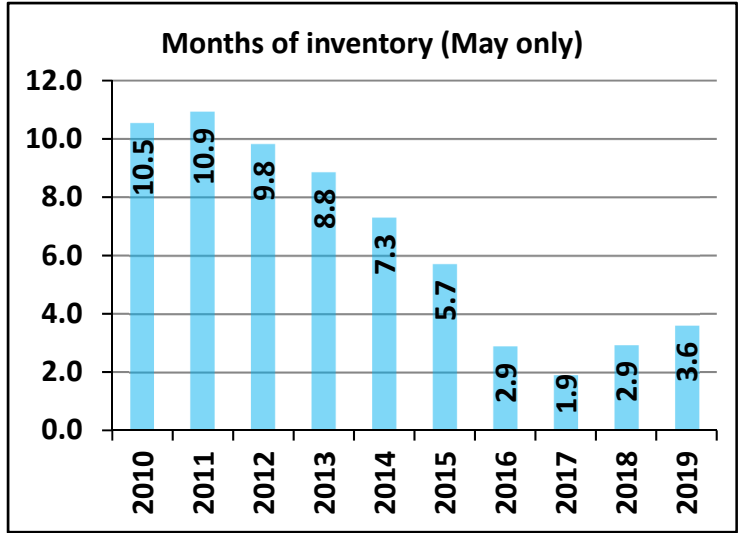
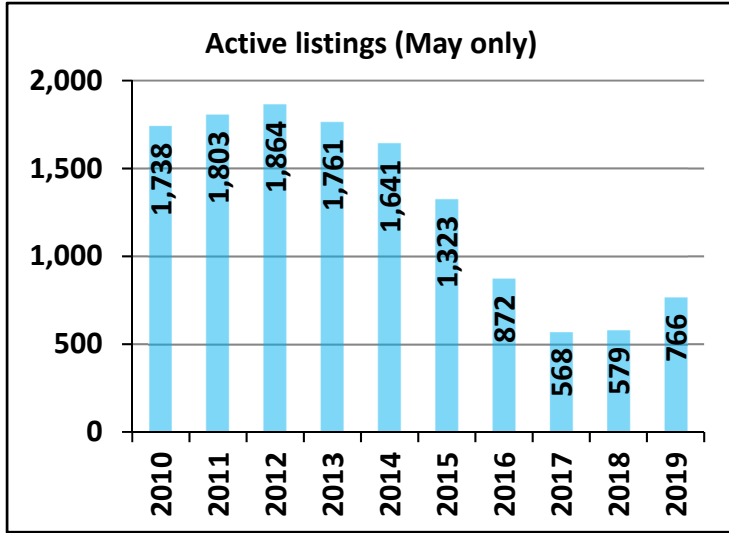
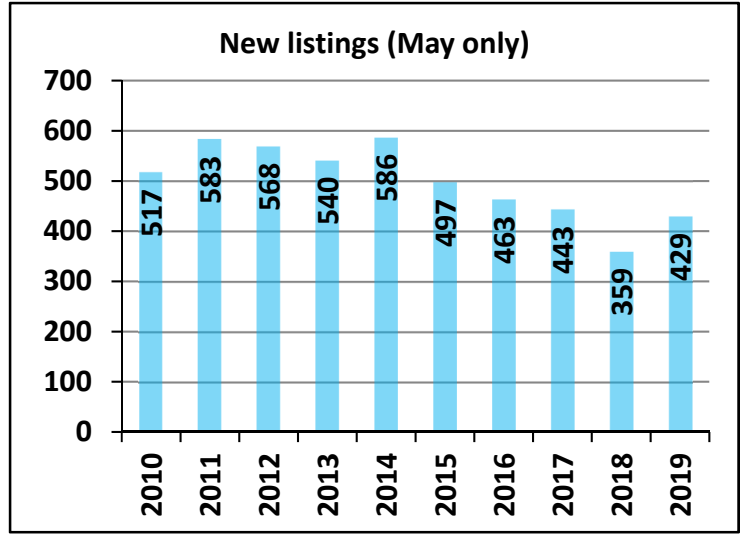
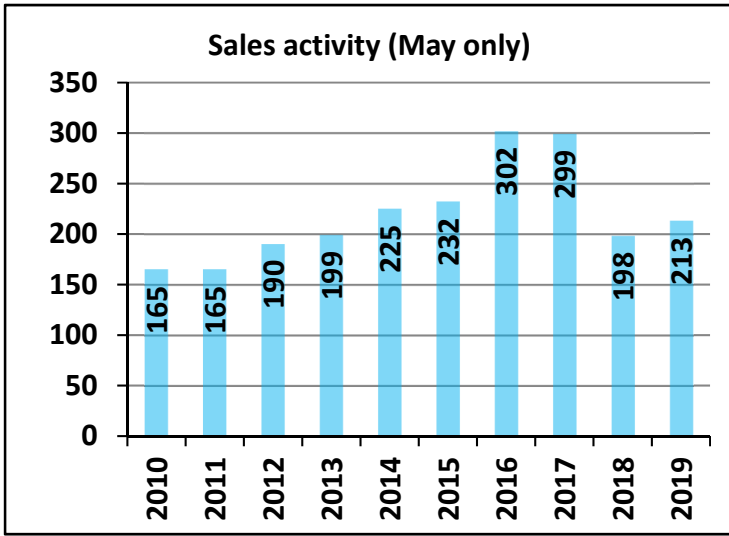
May 2019



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

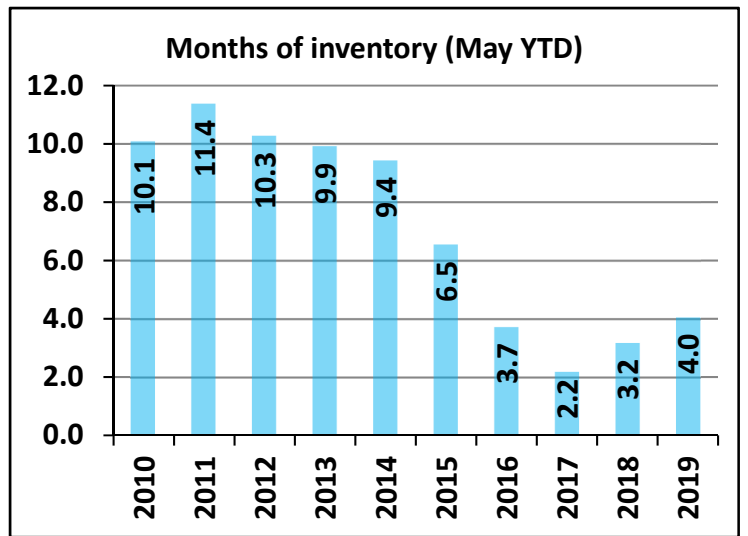
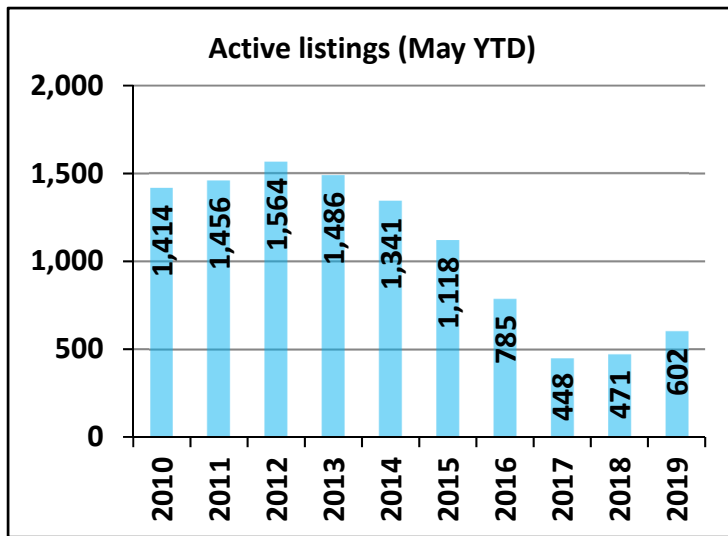
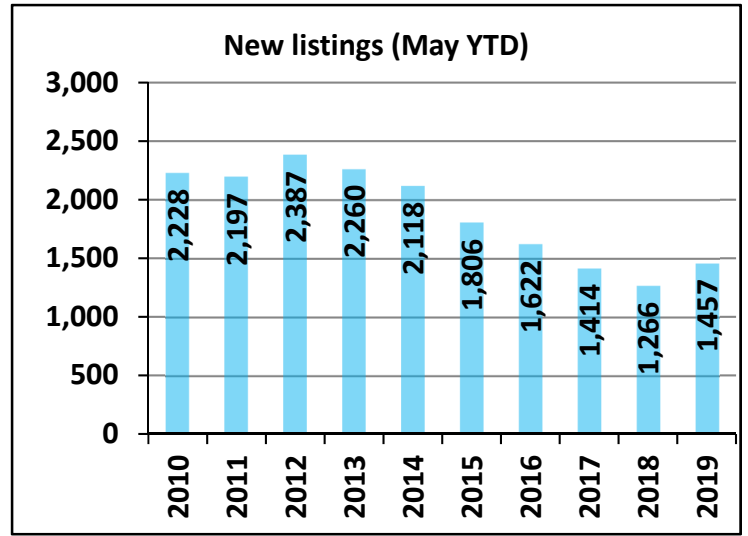
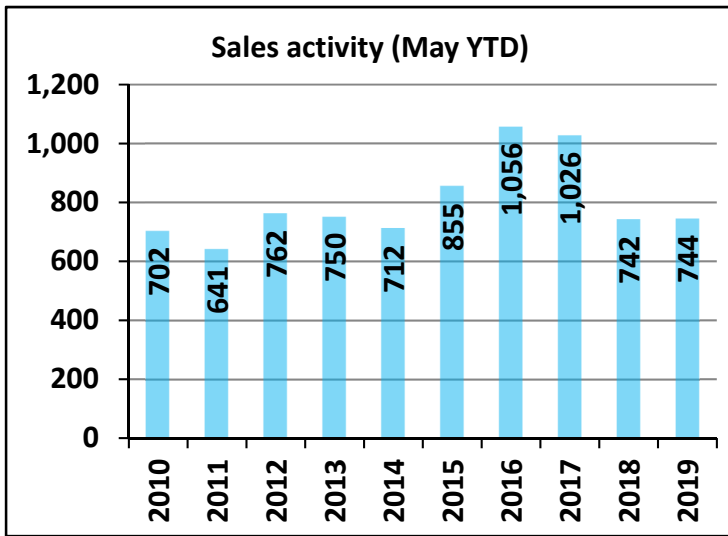
# Western District

## Residential Market Activity



# Western District

## Residential Market Activity



# Western District

## Residential Market Activity

| Actual   | May 2019      | Compared to <sup>6</sup> |             |             |             |             |              |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |               | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |               | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| <b>Sales Activity</b>                          | 213           | 7.6                      | -28.8       | -29.5       | -5.3        | 12.1        | 43.0         |
| <b>Dollar Volume</b>                           | \$111,312,407 | 4.6                      | -23.7       | -0.8        | 53.5        | 110.6       | 185.1        |
| <b>New Listings</b>                            | 429           | 19.5                     | -3.2        | -7.3        | -26.8       | -24.5       | -0.9         |
| <b>Active Listings</b>                         | 766           | 32.3                     | 34.9        | -12.2       | -53.3       | -58.9       | -49.3        |
| <b>Sales to New Listings Ratio<sup>1</sup></b> | 49.7          | 55.2                     | 67.5        | 65.2        | 38.4        | 33.5        | 34.4         |
| <b>Months of Inventory<sup>2</sup></b>         | 3.6           | 2.9                      | 1.9         | 2.9         | 7.3         | 9.8         | 10.1         |
| <b>Average Price</b>                           | \$522,593     | -2.8                     | 7.2         | 40.6        | 62.1        | 87.8        | 99.5         |

| Year-to-date                                   | May 2019      | Compared to <sup>6</sup> |              |              |              |              |              |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |               | 1 year ago               | 2 years ago  | 3 years ago  | 5 years ago  | 7 years ago  | 10 years ago |
|  |               | May 2018 YTD             | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| <b>Sales Activity</b>                          | 744           | 0.3                      | -27.5        | -29.5        | 4.5          | -2.4         | 51.5         |
| <b>Dollar Volume</b>                           | \$400,383,340 | 10.9                     | -18.9        | 2.3          | 79.0         | 80.2         | 216.0        |
| <b>New Listings</b>                            | 1,457         | 15.1                     | 3.0          | -10.2        | -31.2        | -39.0        | -19.0        |
| <b>Active Listings<sup>3</sup></b>             | 602           | 27.8                     | 34.4         | -23.3        | -55.1        | -61.5        | -55.2        |
| <b>Sales to New Listings Ratio<sup>4</sup></b> | 51.1          | 58.6                     | 72.6         | 65.1         | 33.6         | 31.9         | 27.3         |
| <b>Months of Inventory<sup>5</sup></b>         | 4.0           | 3.2                      | 2.2          | 3.7          | 9.4          | 10.3         | 13.7         |
| <b>Average Price</b>                           | \$538,150     | 10.6                     | 11.9         | 45.2         | 71.3         | 84.6         | 108.5        |

<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

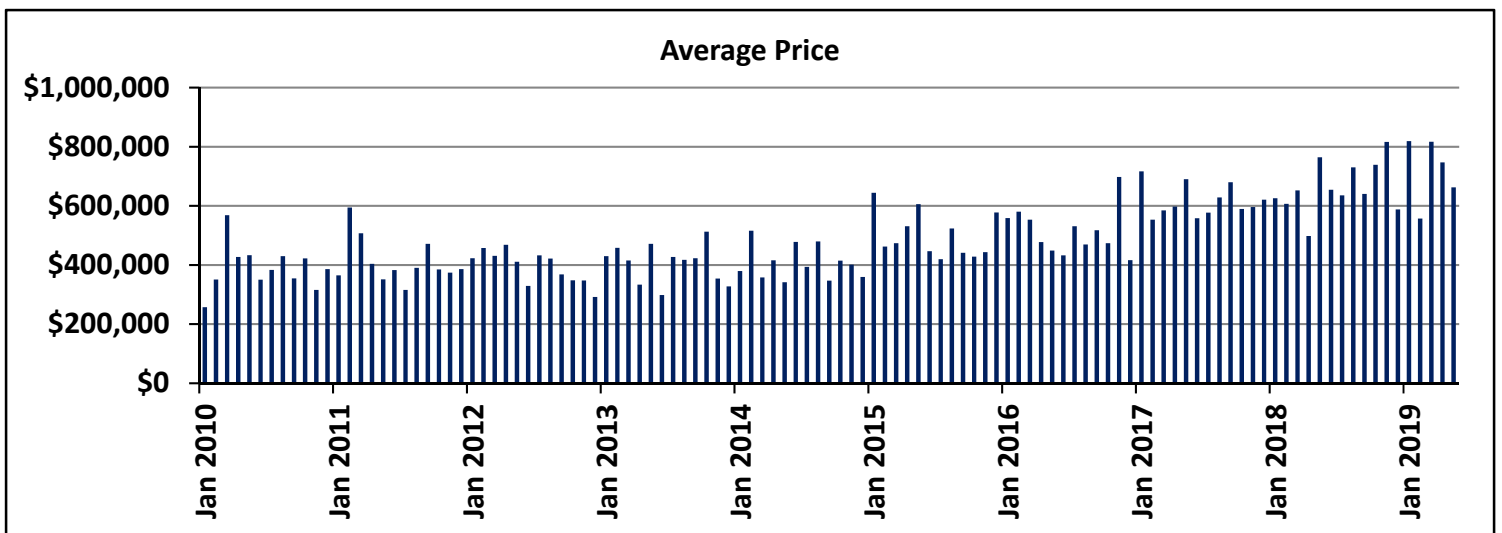
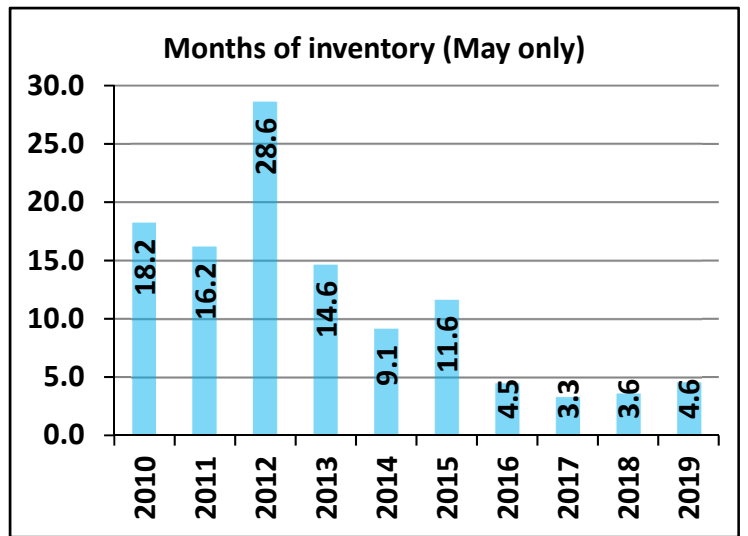
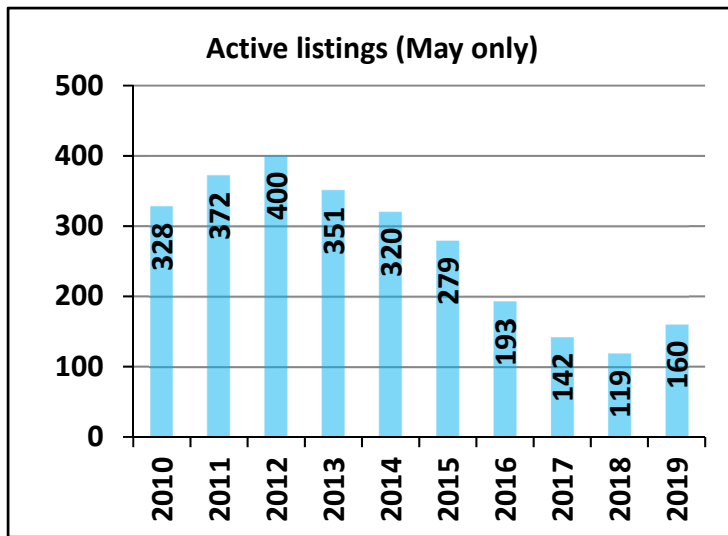
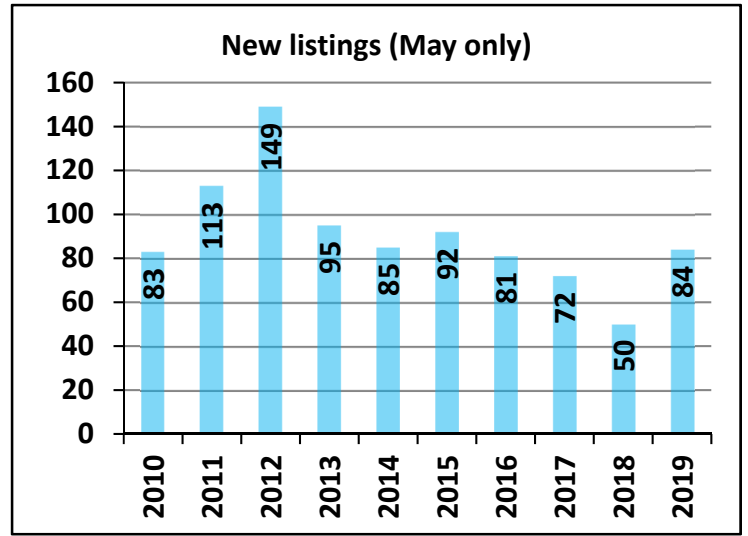
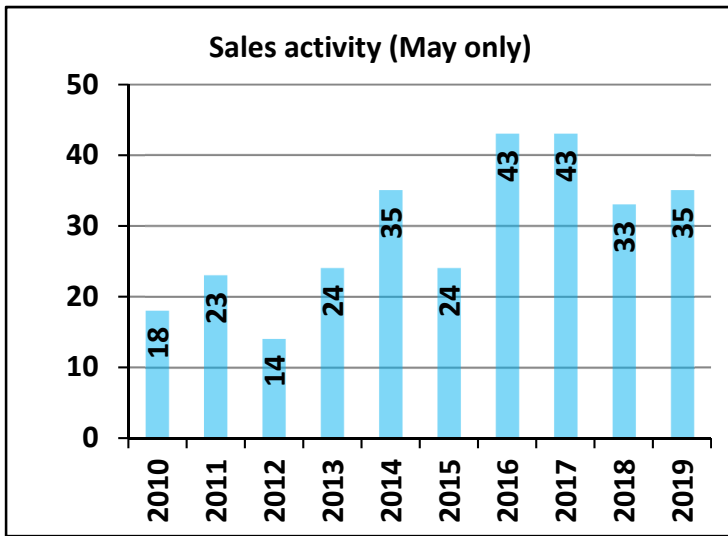
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

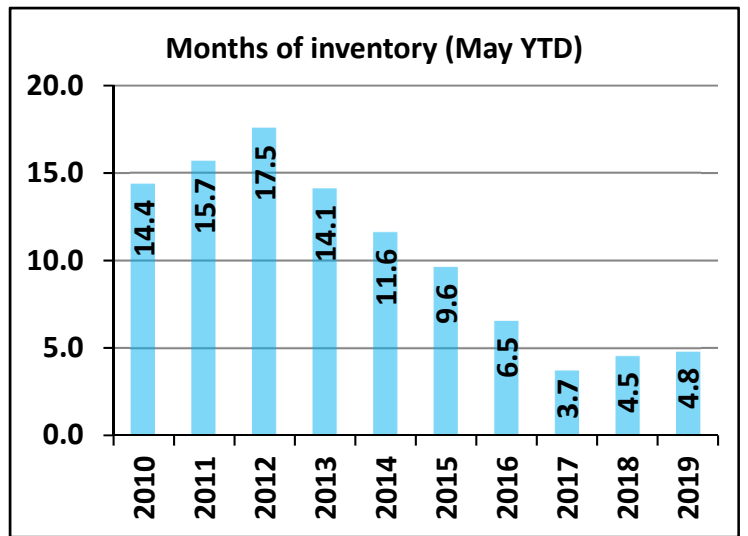
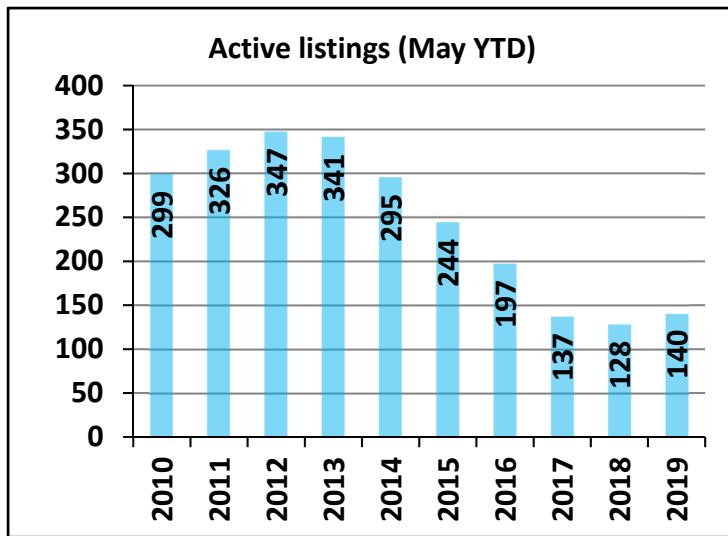
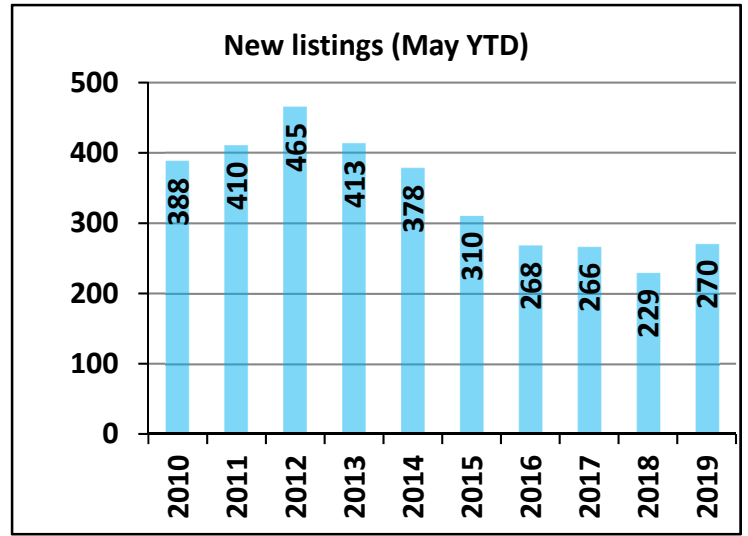
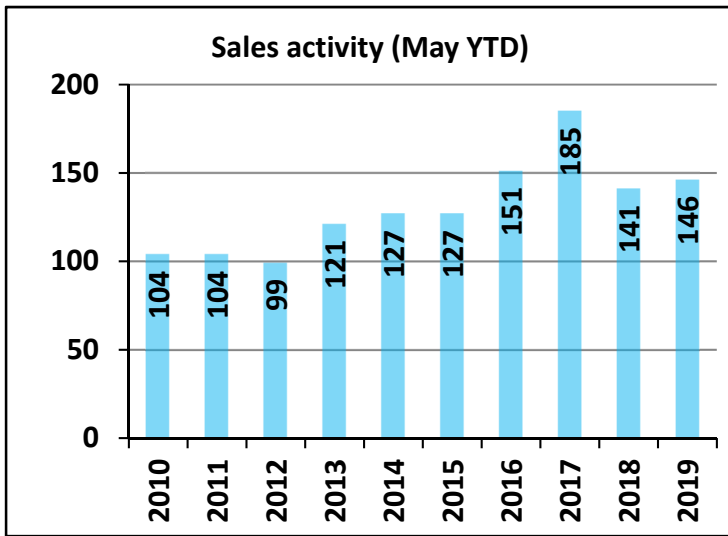
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

| Actual   | May 2019            | Compared to <sup>6</sup> |             |             |             |             |              |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |                     | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |                     | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| <b>Sales Activity</b>                          | <b>35</b>           | 6.1                      | -18.6       | -18.6       | 0.0         | 150.0       | 84.2         |
| <b>Dollar Volume</b>                           | <b>\$23,185,637</b> | -8.1                     | -21.9       | 20.2        | 93.9        | 303.4       | 219.7        |
| <b>New Listings</b>                            | <b>84</b>           | 68.0                     | 16.7        | 3.7         | -1.2        | -43.6       | 15.1         |
| <b>Active Listings</b>                         | <b>160</b>          | 34.5                     | 12.7        | -17.1       | -50.0       | -60.0       | -48.1        |
| <b>Sales to New Listings Ratio<sup>1</sup></b> | <b>41.7</b>         | 66.0                     | 59.7        | 53.1        | 41.2        | 9.4         | 26.0         |
| <b>Months of Inventory<sup>2</sup></b>         | <b>4.6</b>          | 3.6                      | 3.3         | 4.5         | 9.1         | 28.6        | 16.2         |
| <b>Average Price</b>                           | <b>\$662,447</b>    | -13.3                    | -4.0        | 47.7        | 93.9        | 61.4        | 73.5         |

| Year-to-date                                   | May 2019             | Compared to <sup>6</sup> |              |              |              |              |              |
|--|----------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |                      | 1 year ago               | 2 years ago  | 3 years ago  | 5 years ago  | 7 years ago  | 10 years ago |
|  |                      | May 2018 YTD             | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| <b>Sales Activity</b>                          | <b>146</b>           | 3.5                      | -21.1        | -3.3         | 15.0         | 47.5         | 97.3         |
| <b>Dollar Volume</b>                           | <b>\$104,761,676</b> | 17.0                     | -9.2         | 35.9         | 109.5        | 139.8        | 283.5        |
| <b>New Listings</b>                            | <b>270</b>           | 17.9                     | 1.5          | 0.7          | -28.6        | -41.9        | -20.1        |
| <b>Active Listings<sup>3</sup></b>             | <b>140</b>           | 9.4                      | 2.2          | -28.9        | -52.5        | -59.7        | -53.9        |
| <b>Sales to New Listings Ratio<sup>4</sup></b> | <b>54.1</b>          | 61.6                     | 69.5         | 56.3         | 33.6         | 21.3         | 21.9         |
| <b>Months of Inventory<sup>5</sup></b>         | <b>4.8</b>           | 4.5                      | 3.7          | 6.5          | 11.6         | 17.5         | 20.5         |
| <b>Average Price</b>                           | <b>\$717,546</b>     | 13.0                     | 15.1         | 40.6         | 82.2         | 62.6         | 94.4         |

<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

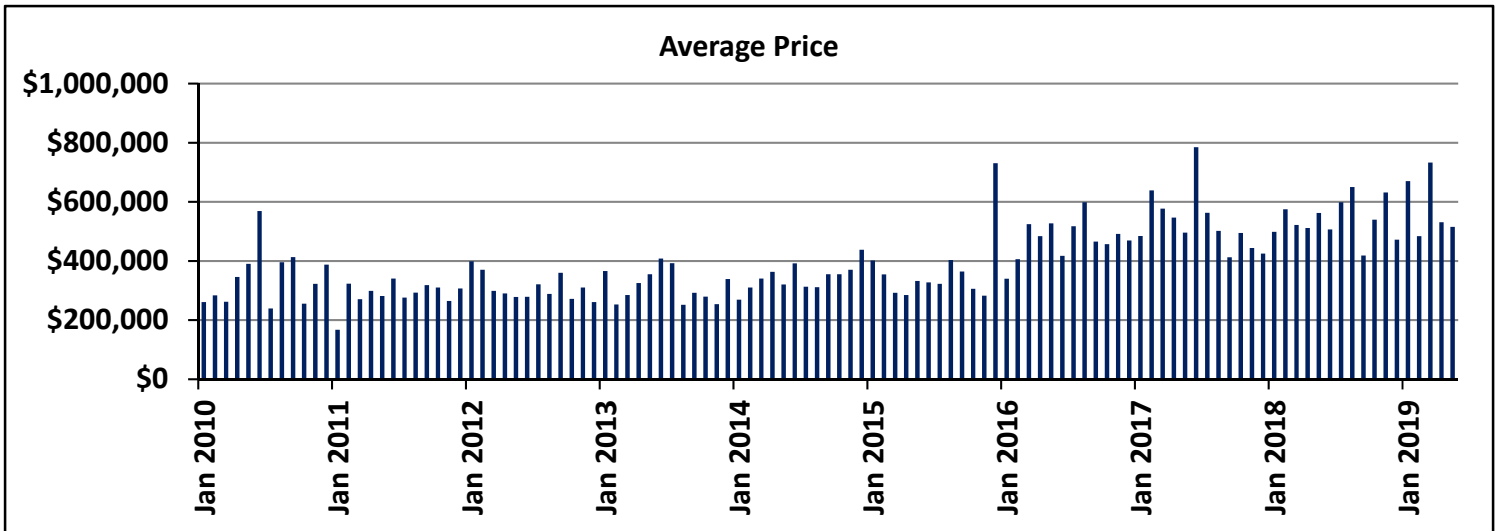
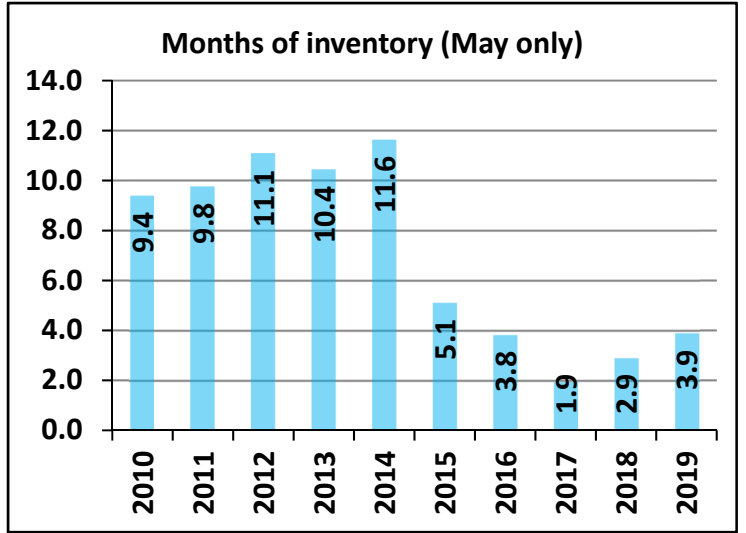
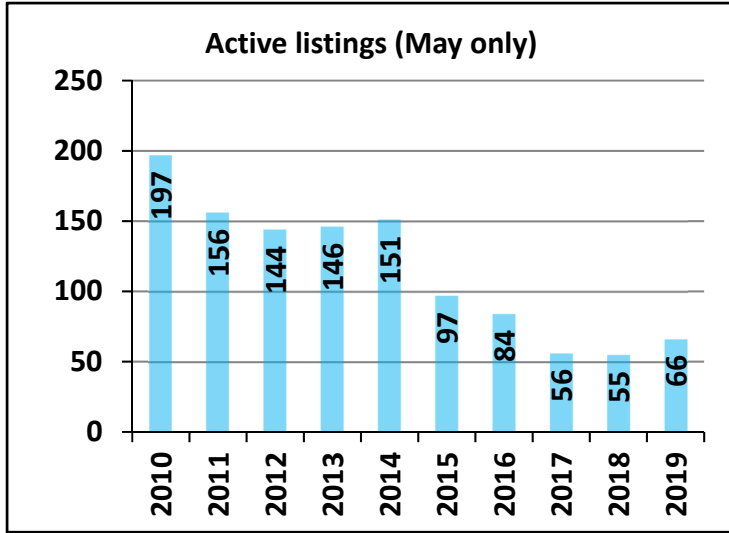
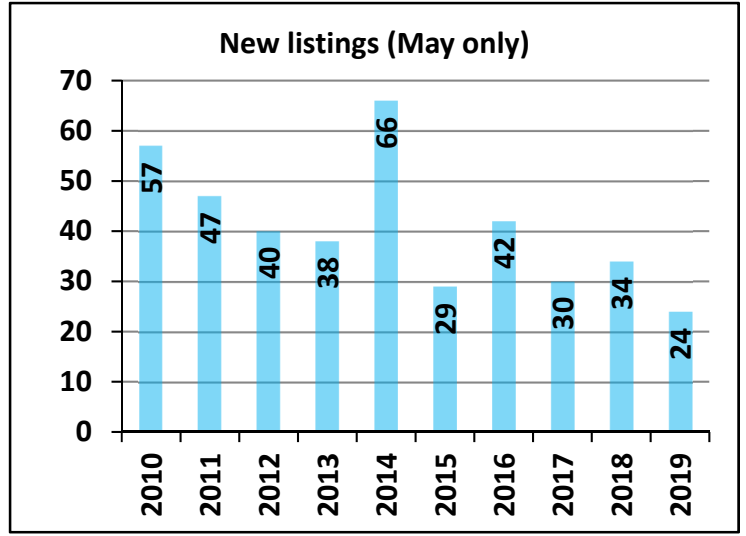
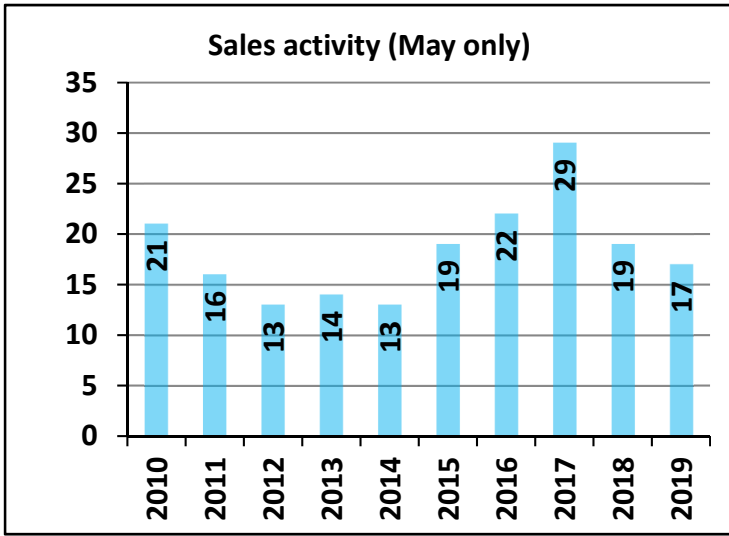
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



# Clearview

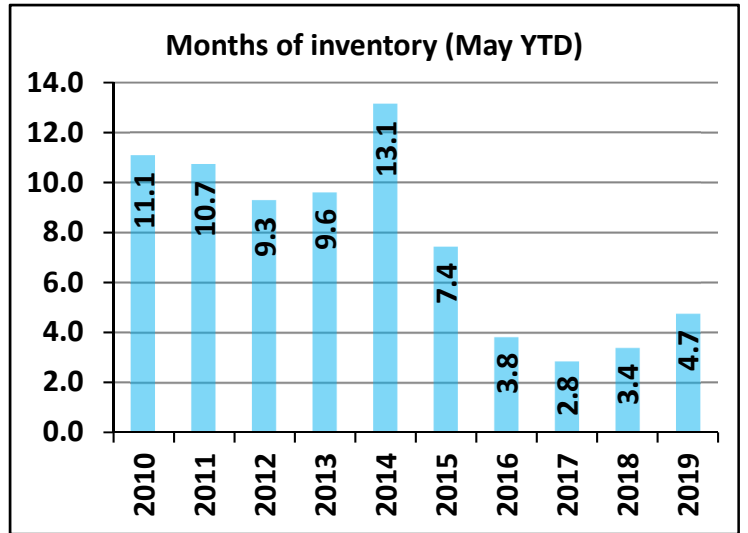
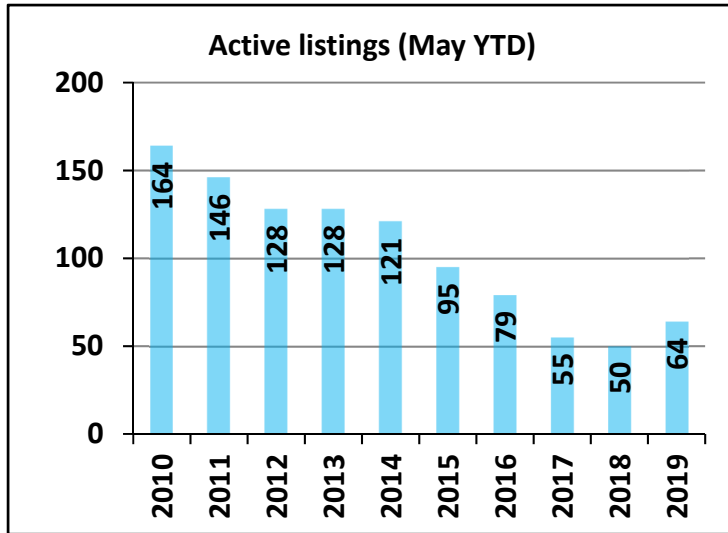
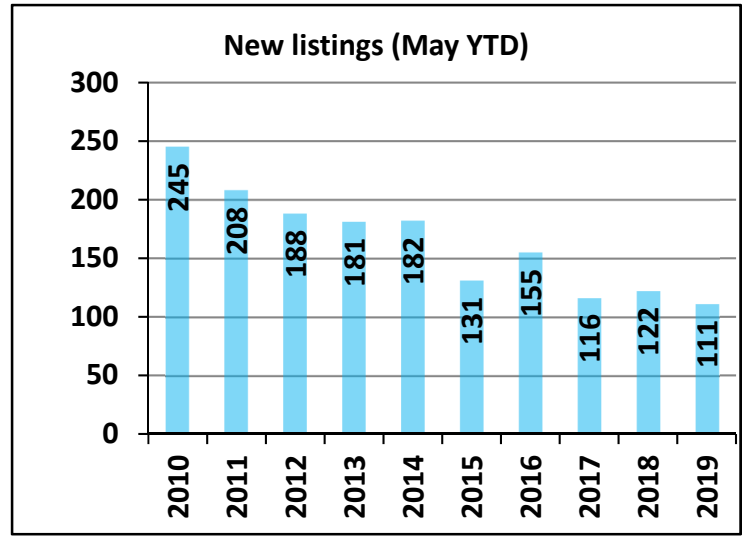
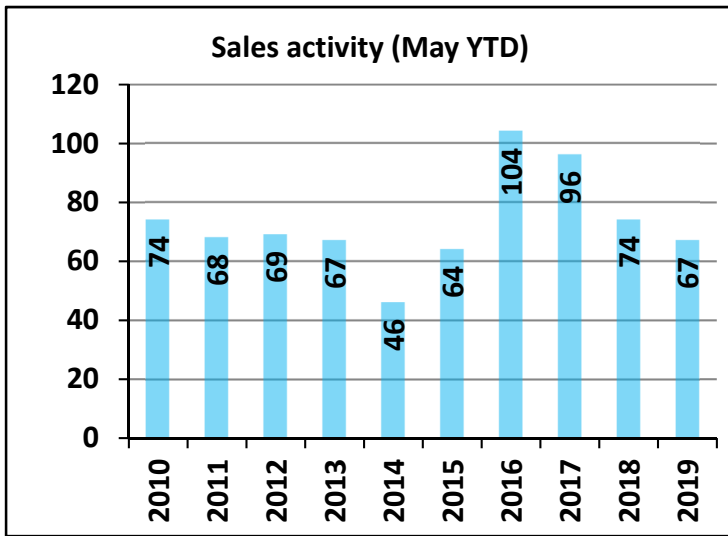
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

| Actual                                   | May 2019    | Compared to <sup>6</sup> |             |             |             |             |              |
|--|-------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |             | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |             | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| Sales Activity                           | 17          | -10.5                    | -41.4       | -22.7       | 30.8        | 30.8        | 0.0          |
| Dollar Volume                            | \$8,757,400 | -18.1                    | -39.1       | -24.5       | 110.3       | 142.3       | 116.3        |
| New Listings                             | 24          | -29.4                    | -20.0       | -42.9       | -63.6       | -40.0       | -52.0        |
| Active Listings                          | 66          | 20.0                     | 17.9        | -21.4       | -56.3       | -54.2       | -62.1        |
| Sales to New Listings Ratio <sup>1</sup> | 70.8        | 55.9                     | 96.7        | 52.4        | 19.7        | 32.5        | 34.0         |
| Months of Inventory <sup>2</sup>         | 3.9         | 2.9                      | 1.9         | 3.8         | 11.6        | 11.1        | 10.2         |
| Average Price                            | \$515,141   | -8.4                     | 3.9         | -2.3        | 60.8        | 85.3        | 116.3        |

| Year-to-date                             | May 2019     | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | 1 year ago               | 2 years ago  | 3 years ago  | 5 years ago  | 7 years ago  | 10 years ago |
|  |              | May 2018 YTD             | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity                           | 67           | -9.5                     | -30.2        | -35.6        | 45.7         | -2.9         | 48.9         |
| Dollar Volume                            | \$38,999,975 | -1.3                     | -25.7        | -22.0        | 157.1        | 76.9         | 265.4        |
| New Listings                             | 111          | -9.0                     | -4.3         | -28.4        | -39.0        | -41.0        | -43.7        |
| Active Listings <sup>3</sup>             | 64           | 28.0                     | 16.4         | -19.0        | -47.1        | -50.0        | -54.9        |
| Sales to New Listings Ratio <sup>4</sup> | 60.4         | 60.7                     | 82.8         | 67.1         | 25.3         | 36.7         | 22.8         |
| Months of Inventory <sup>5</sup>         | 4.7          | 3.4                      | 2.8          | 3.8          | 13.1         | 9.3          | 15.8         |
| Average Price                            | \$582,089    | 9.0                      | 6.5          | 21.1         | 76.5         | 82.2         | 145.4        |

<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

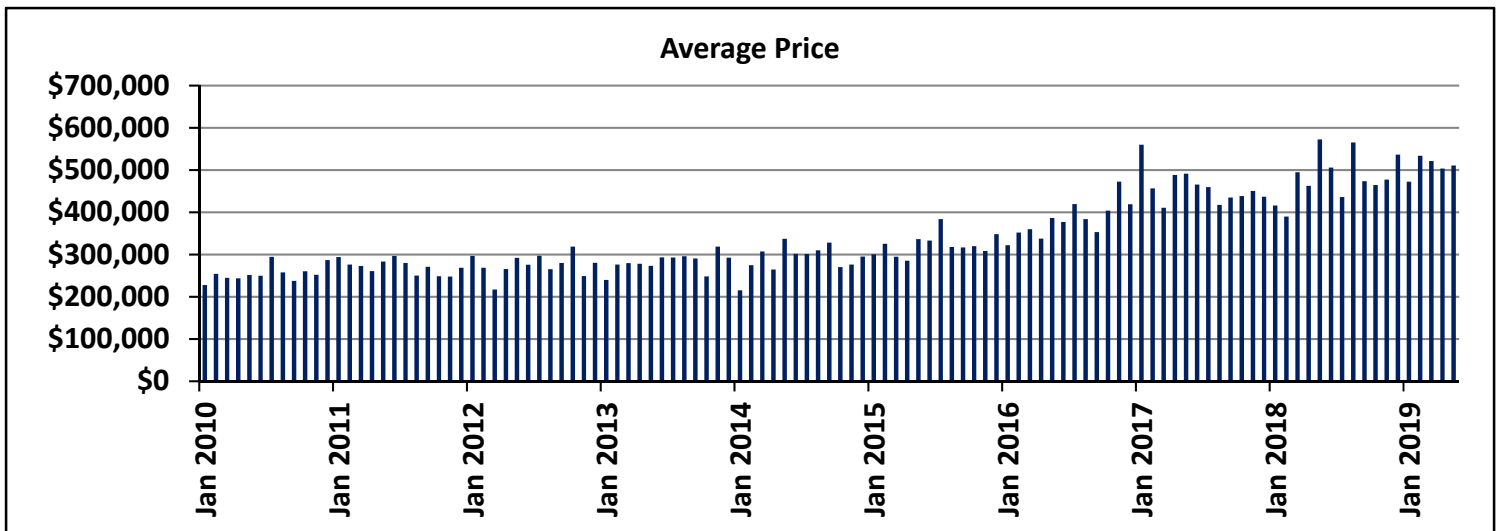
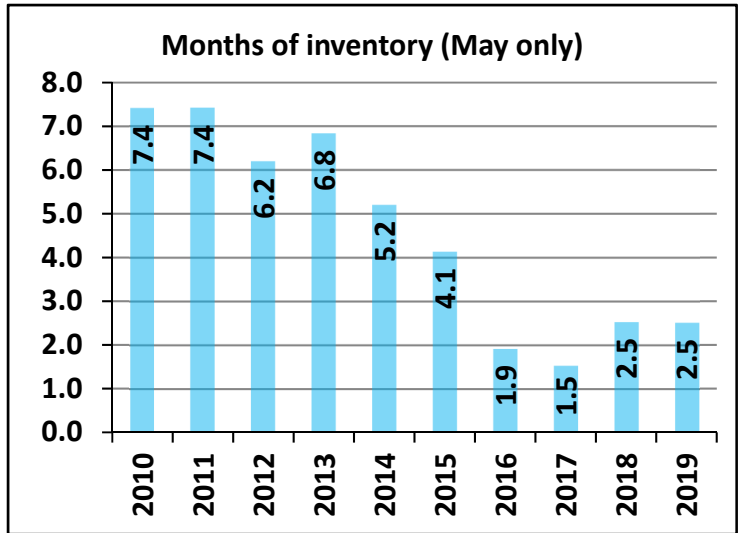
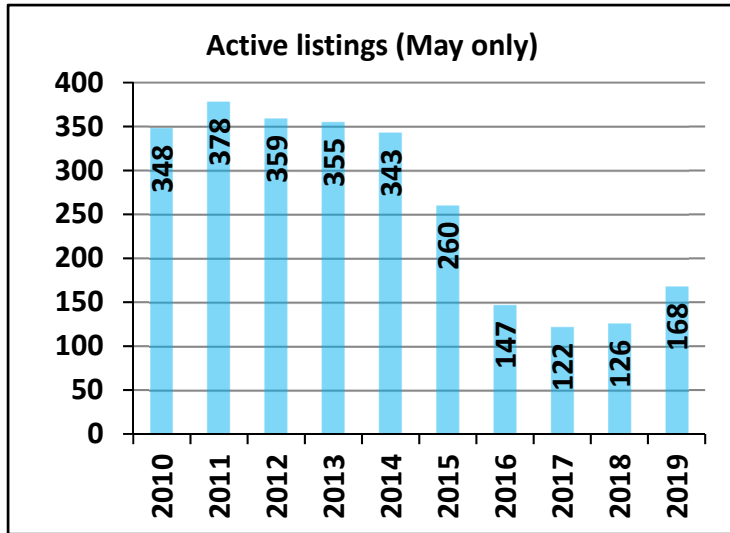
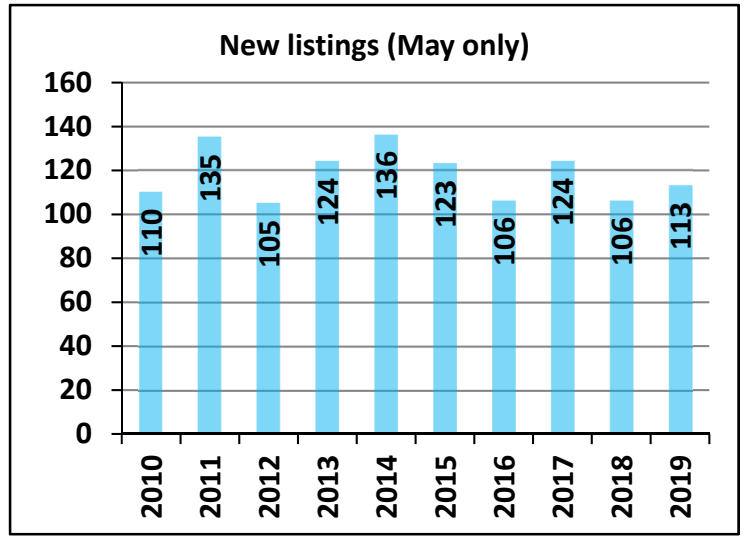
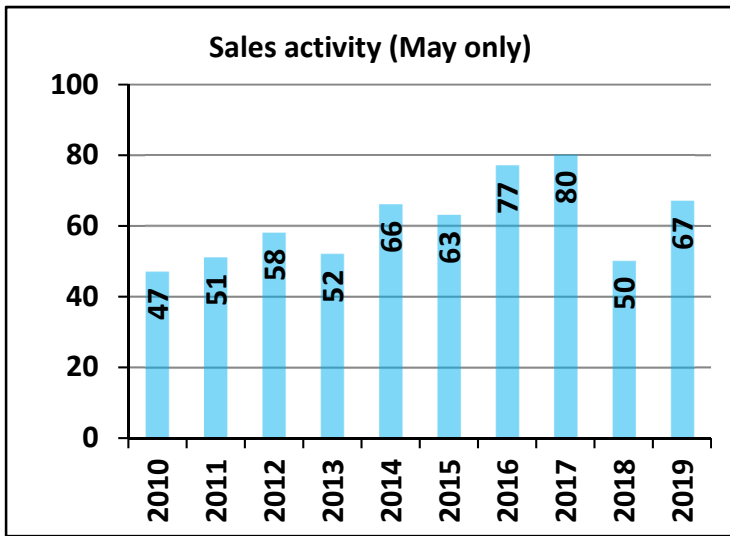
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

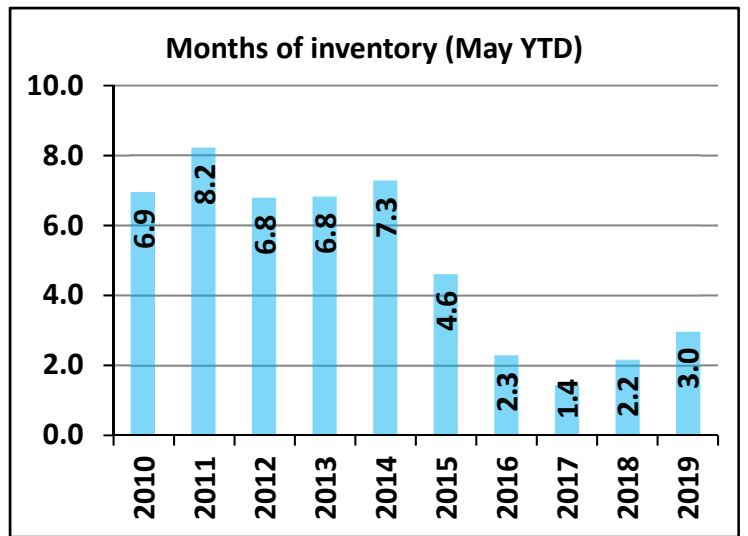
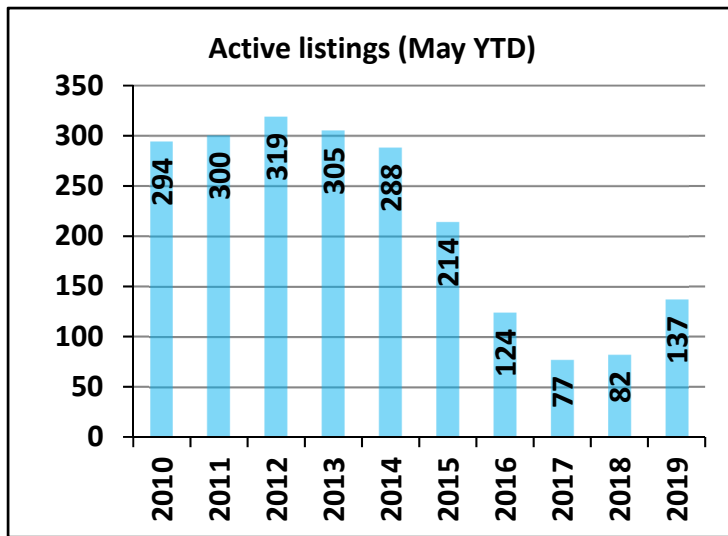
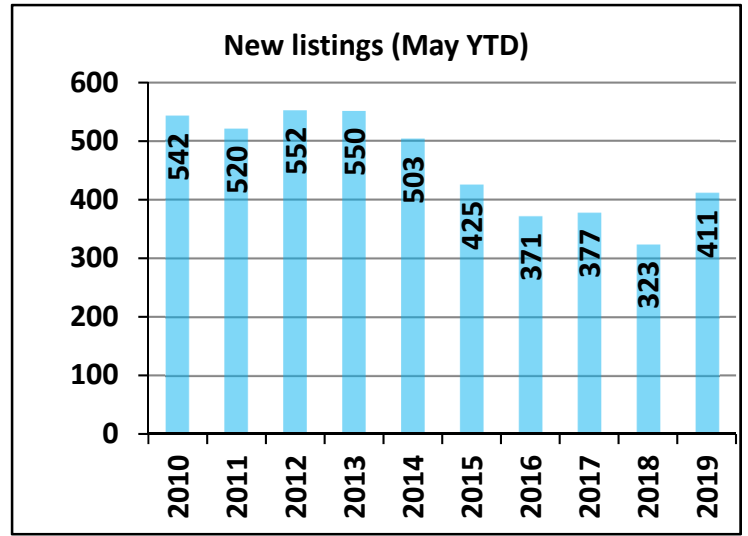
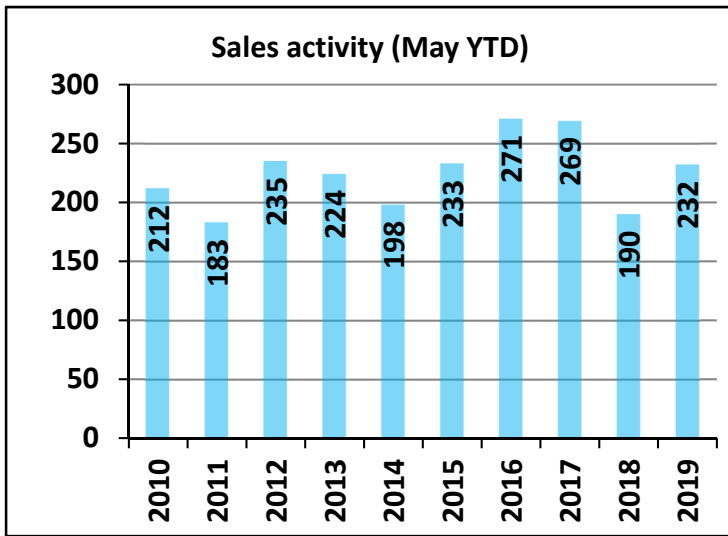
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

| Actual   | May 2019            | Compared to <sup>6</sup> |             |             |             |             |              |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |                     | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |                     | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| <b>Sales Activity</b>                          | <b>67</b>           | 34.0                     | -16.3       | -13.0       | 1.5         | 15.5        | 52.3         |
| <b>Dollar Volume</b>                           | <b>\$34,214,750</b> | 19.5                     | -12.9       | 15.1        | 53.8        | 102.1       | 246.3        |
| <b>New Listings</b>                            | <b>113</b>          | 6.6                      | -8.9        | 6.6         | -16.9       | 7.6         | 5.6          |
| <b>Active Listings</b>                         | <b>168</b>          | 33.3                     | 37.7        | 14.3        | -51.0       | -53.2       | -45.1        |
| <b>Sales to New Listings Ratio<sup>1</sup></b> | <b>59.3</b>         | 47.2                     | 64.5        | 72.6        | 48.5        | 55.2        | 41.1         |
| <b>Months of Inventory<sup>2</sup></b>         | <b>2.5</b>          | 2.5                      | 1.5         | 1.9         | 5.2         | 6.2         | 7.0          |
| <b>Average Price</b>                           | <b>\$510,668</b>    | -10.8                    | 4.0         | 32.2        | 51.5        | 74.9        | 127.4        |

| Year-to-date                                   | May 2019             | Compared to <sup>6</sup> |              |              |              |              |              |
|--|----------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |                      | 1 year ago               | 2 years ago  | 3 years ago  | 5 years ago  | 7 years ago  | 10 years ago |
|  |                      | May 2018 YTD             | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| <b>Sales Activity</b>                          | <b>232</b>           | 22.1                     | -13.8        | -14.4        | 17.2         | -1.3         | 53.6         |
| <b>Dollar Volume</b>                           | <b>\$118,634,169</b> | 29.8                     | -6.7         | 23.2         | 105.4        | 88.6         | 246.0        |
| <b>New Listings</b>                            | <b>411</b>           | 27.2                     | 9.0          | 10.8         | -18.3        | -25.5        | -5.5         |
| <b>Active Listings<sup>3</sup></b>             | <b>137</b>           | 67.1                     | 77.9         | 10.5         | -52.4        | -57.1        | -51.8        |
| <b>Sales to New Listings Ratio<sup>4</sup></b> | <b>56.4</b>          | 58.8                     | 71.4         | 73.0         | 39.4         | 42.6         | 34.7         |
| <b>Months of Inventory<sup>5</sup></b>         | <b>3.0</b>           | 2.2                      | 1.4          | 2.3          | 7.3          | 6.8          | 9.4          |
| <b>Average Price</b>                           | <b>\$511,354</b>     | 6.3                      | 8.2          | 43.9         | 75.3         | 91.1         | 125.2        |

<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

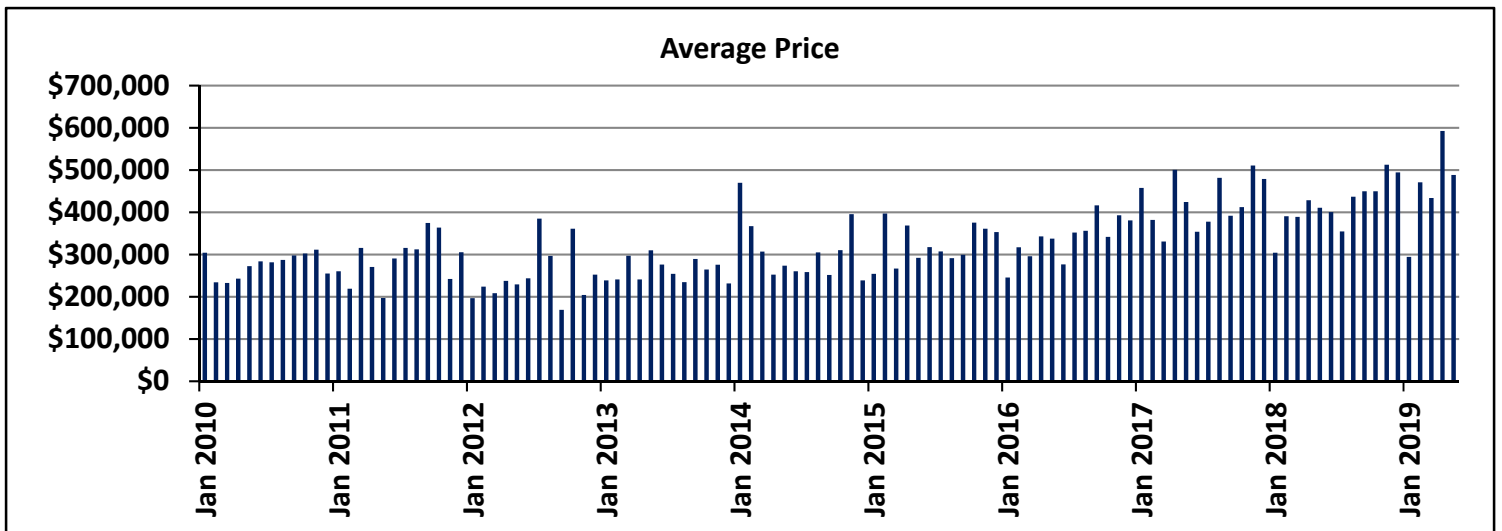
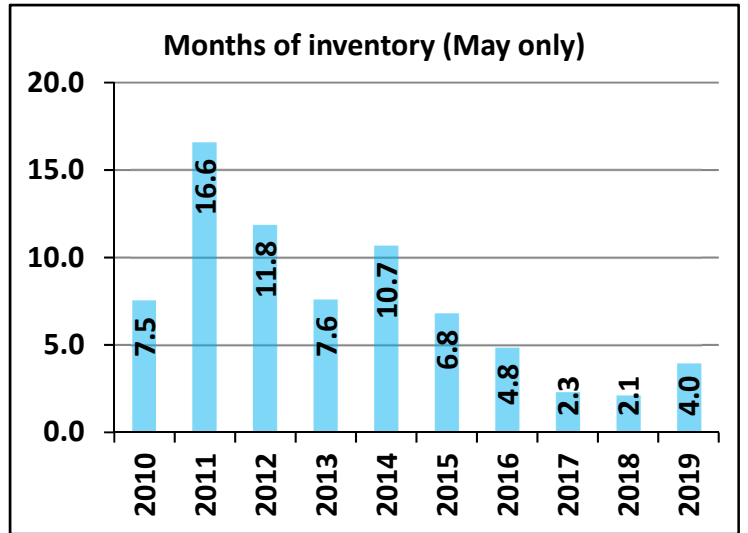
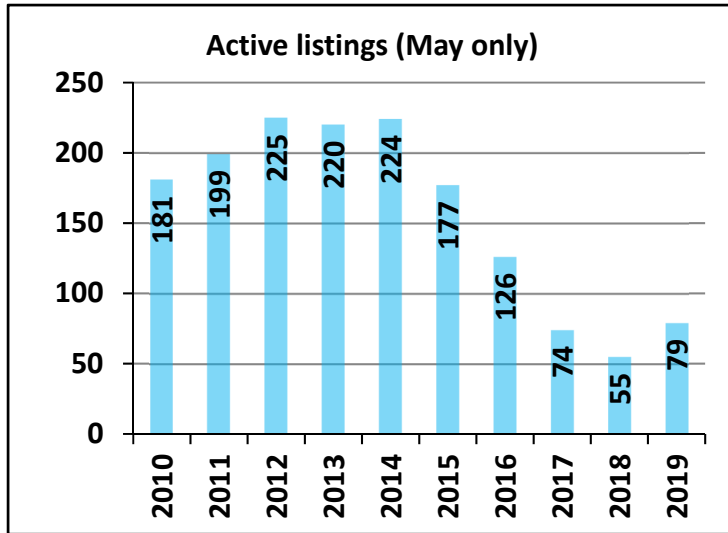
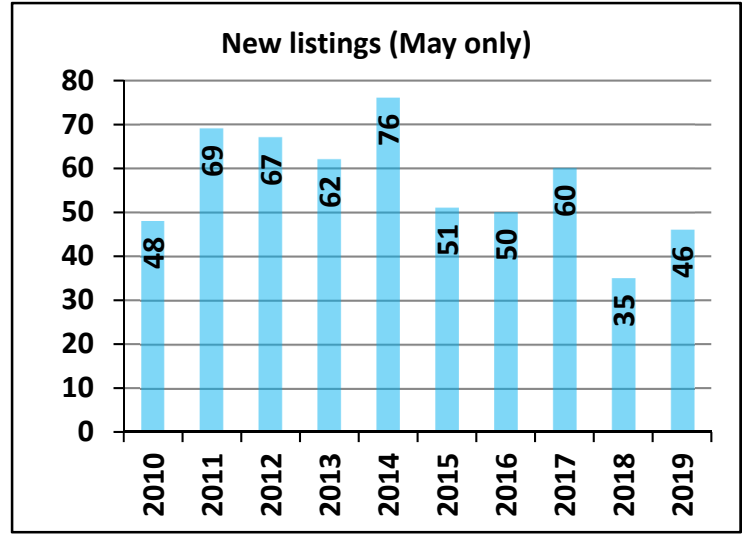
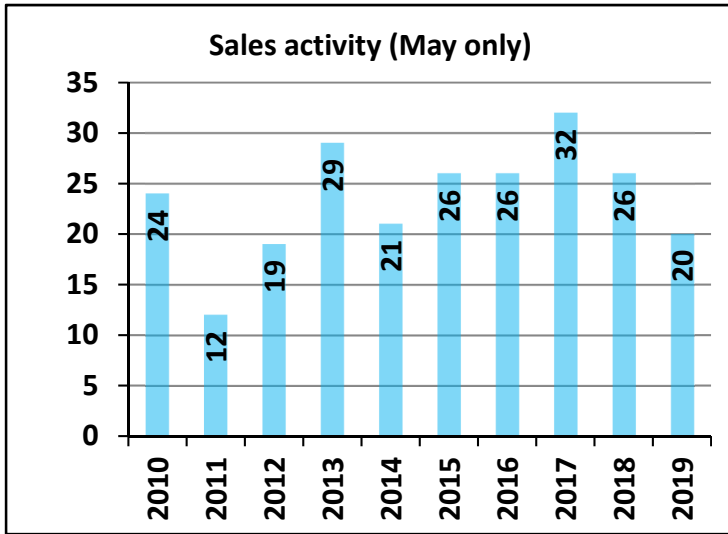
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

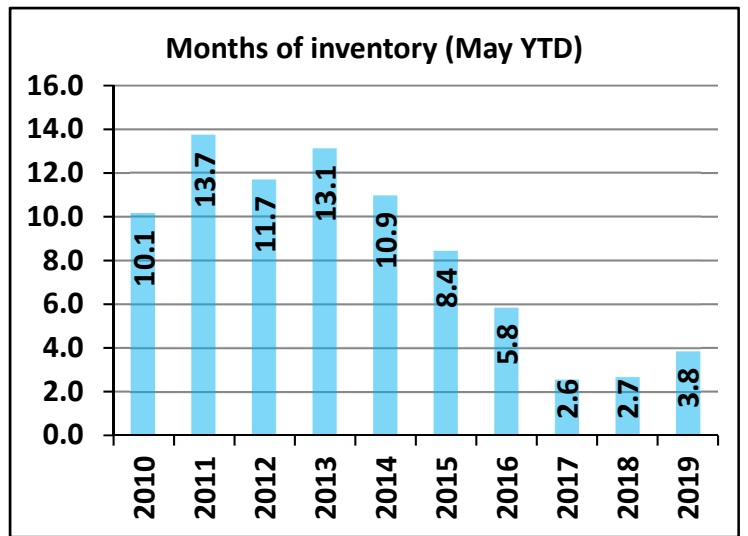
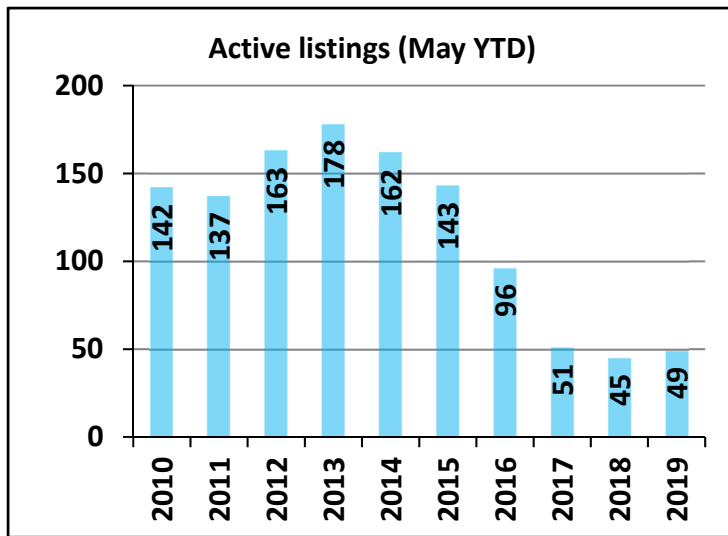
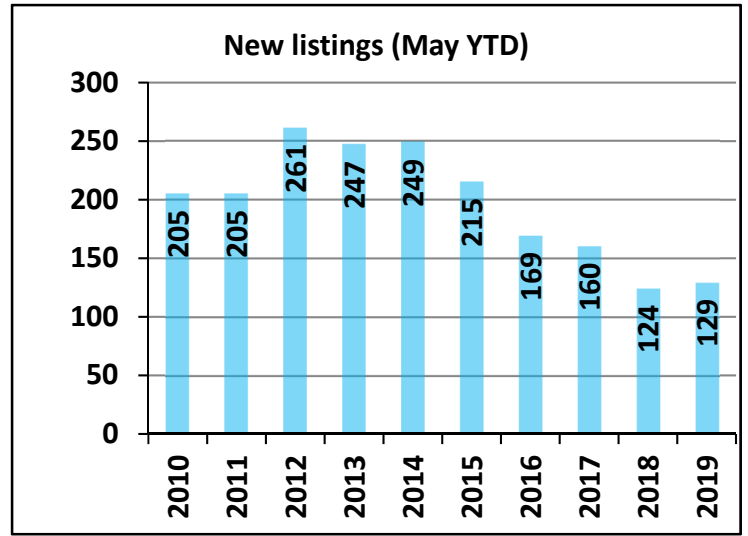
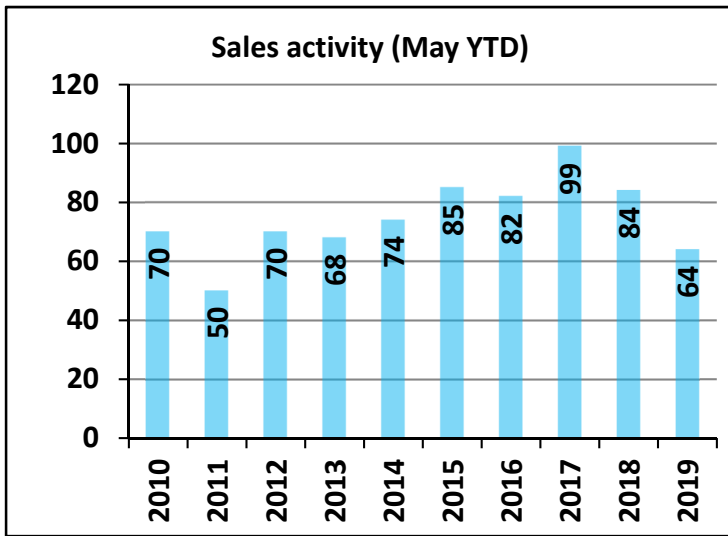
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity





# Meaford (Muni)

## Residential Market Activity

| Actual   | May 2019           | Compared to <sup>6</sup> |             |             |             |             |              |
|--|--------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |                    | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |                    | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| <b>Sales Activity</b>                          | <b>20</b>          | -23.1                    | -37.5       | -23.1       | -4.8        | 5.3         | -9.1         |
| <b>Dollar Volume</b>                           | <b>\$9,763,429</b> | -8.6                     | -28.1       | 11.3        | 70.1        | 124.2       | 87.8         |
| <b>New Listings</b>                            | <b>46</b>          | 31.4                     | -23.3       | -8.0        | -39.5       | -31.3       | -17.9        |
| <b>Active Listings</b>                         | <b>79</b>          | 43.6                     | 6.8         | -37.3       | -64.7       | -64.9       | -56.1        |
| <b>Sales to New Listings Ratio<sup>1</sup></b> | <b>43.5</b>        | 74.3                     | 53.3        | 52.0        | 27.6        | 28.4        | 39.3         |
| <b>Months of Inventory<sup>2</sup></b>         | <b>4.0</b>         | 2.1                      | 2.3         | 4.8         | 10.7        | 11.8        | 8.2          |
| <b>Average Price</b>                           | <b>\$488,171</b>   | 18.9                     | 15.1        | 44.7        | 78.6        | 113.0       | 106.6        |

| Year-to-date                                   | May 2019            | Compared to <sup>6</sup> |                 |                 |                 |                 |                 |
|--|---------------------|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
|  |                     | 1 year ago               | 2 years ago     | 3 years ago     | 5 years ago     | 7 years ago     | 10 years ago    |
|  |                     | May 2018<br>YTD          | May 2017<br>YTD | May 2016<br>YTD | May 2014<br>YTD | May 2012<br>YTD | May 2009<br>YTD |
| <b>Sales Activity</b>                          | <b>64</b>           | -23.8                    | -35.4           | -22.0           | -13.5           | -8.6            | 45.5            |
| <b>Dollar Volume</b>                           | <b>\$30,955,329</b> | -7.5                     | -24.3           | 17.7            | 42.1            | 94.4            | 186.0           |
| <b>New Listings</b>                            | <b>129</b>          | 4.0                      | -19.4           | -23.7           | -48.2           | -50.6           | -32.8           |
| <b>Active Listings<sup>3</sup></b>             | <b>49</b>           | 8.9                      | -3.9            | -49.0           | -69.8           | -69.9           | -64.2           |
| <b>Sales to New Listings Ratio<sup>4</sup></b> | <b>49.6</b>         | 67.7                     | 61.9            | 48.5            | 29.7            | 26.8            | 22.9            |
| <b>Months of Inventory<sup>5</sup></b>         | <b>3.8</b>          | 2.7                      | 2.6             | 5.8             | 10.9            | 11.7            | 15.5            |
| <b>Average Price</b>                           | <b>\$483,677</b>    | 21.4                     | 17.1            | 50.7            | 64.3            | 112.6           | 96.6            |

<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

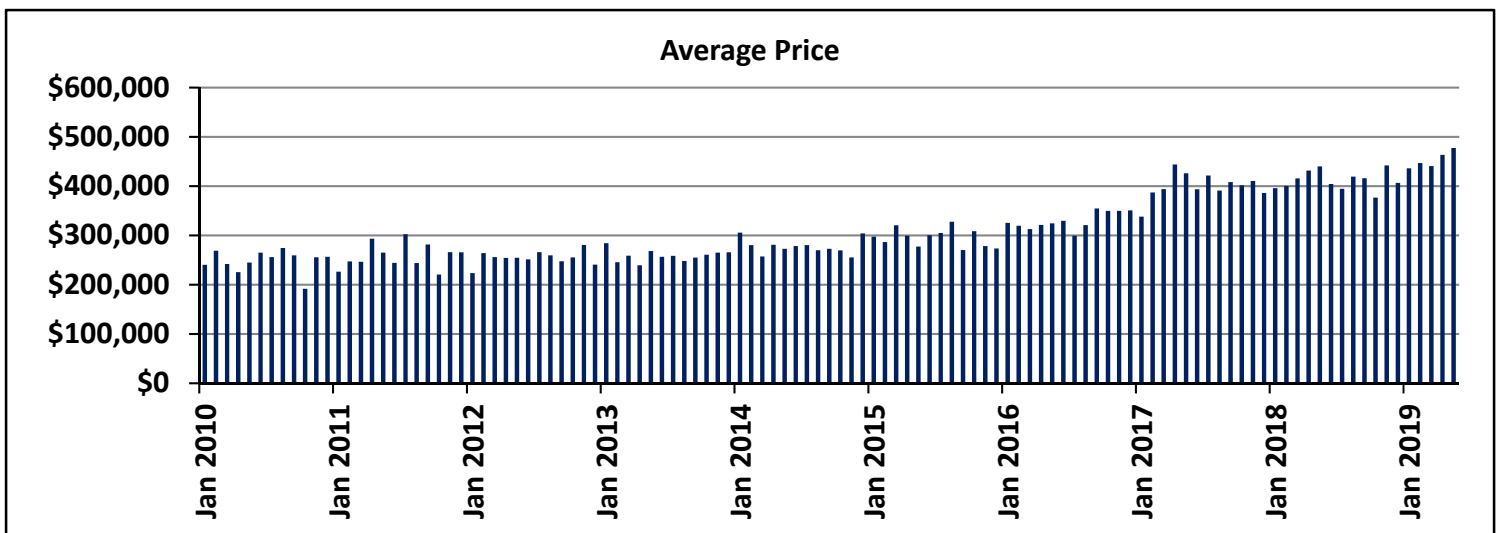
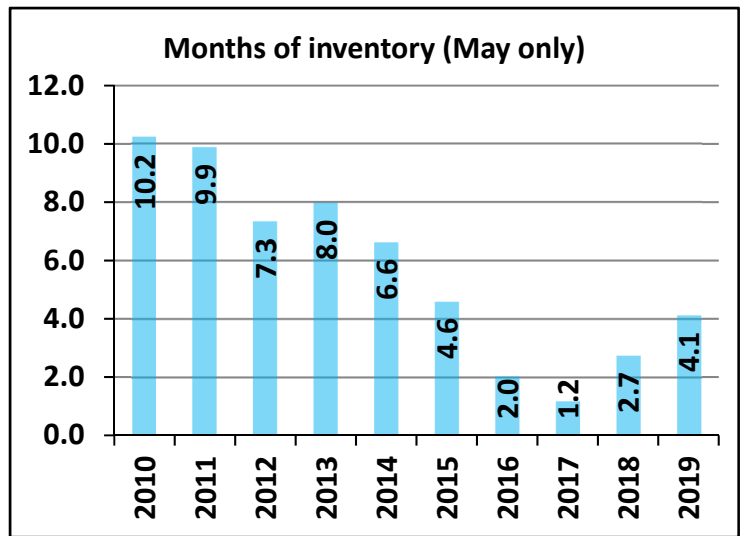
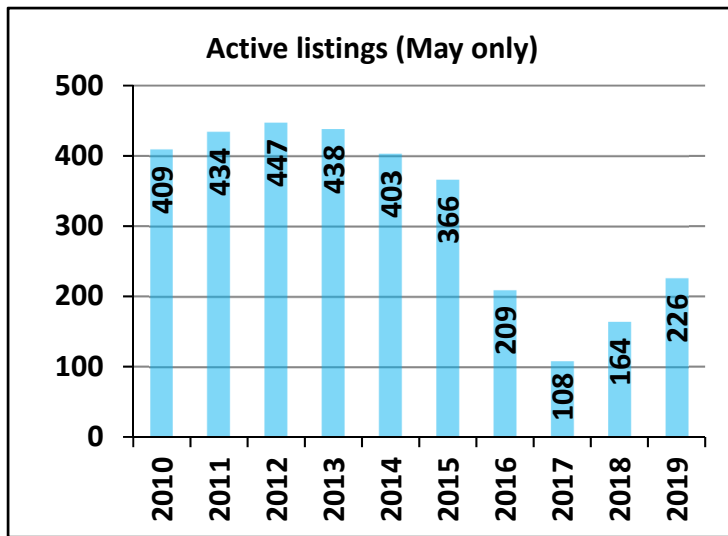
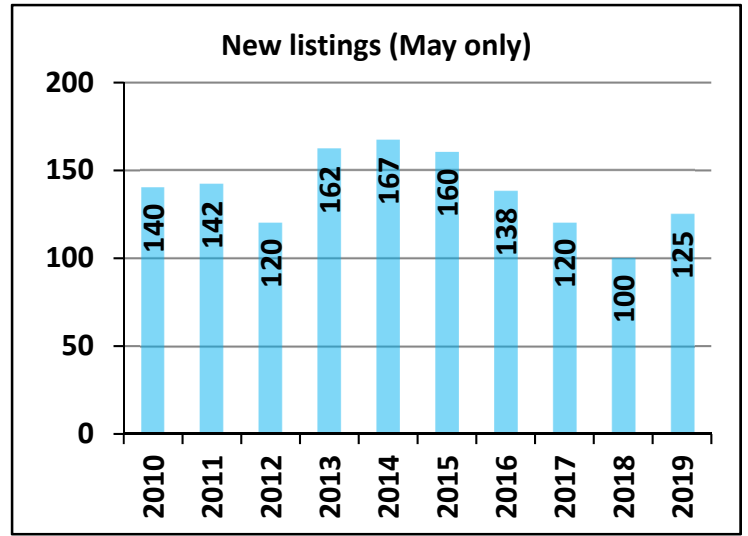
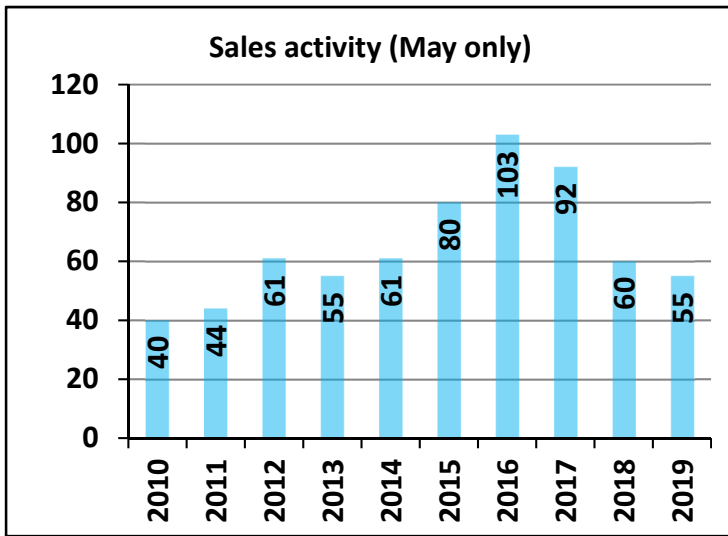
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

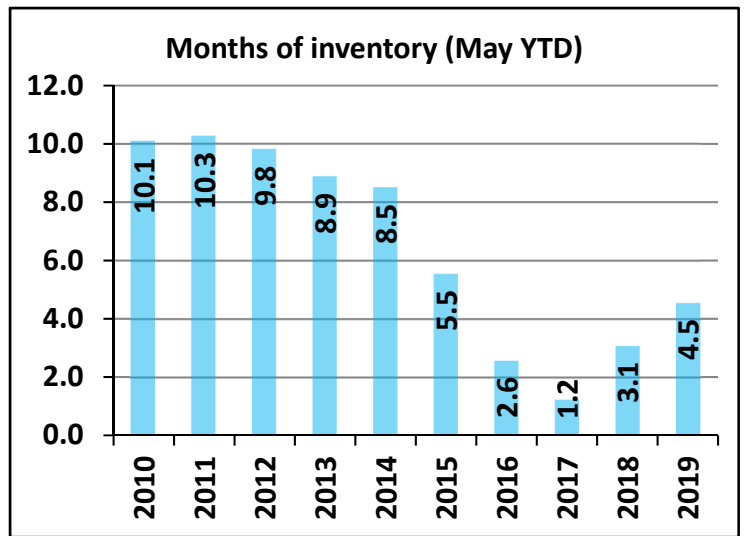
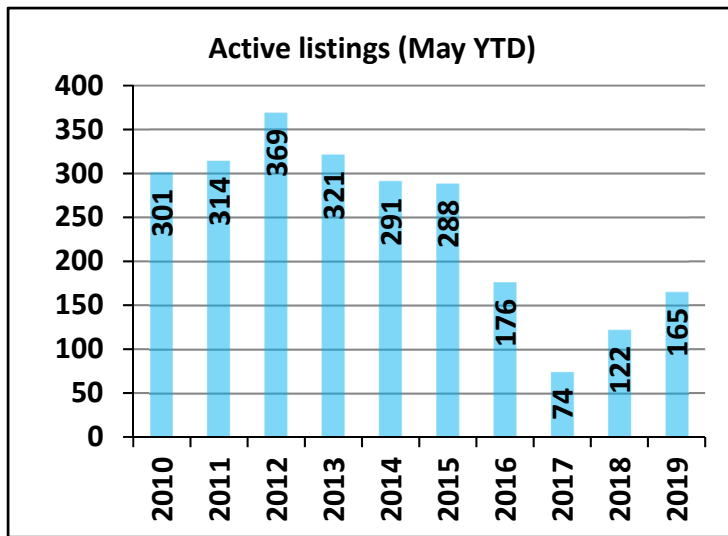
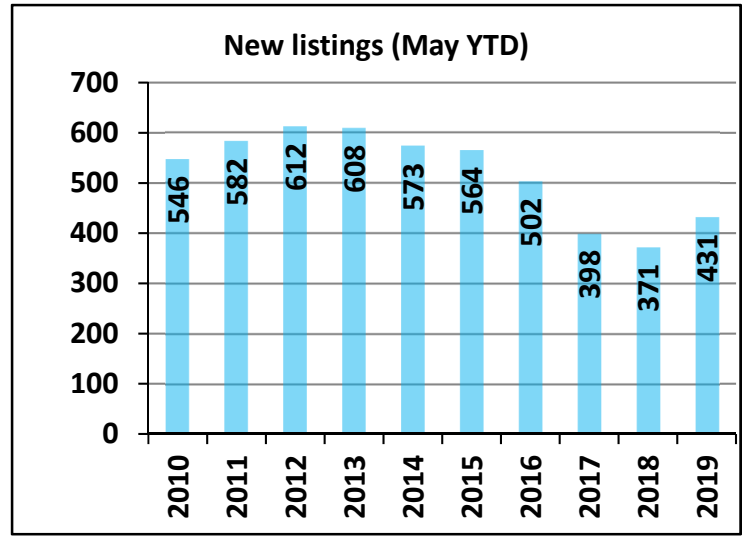
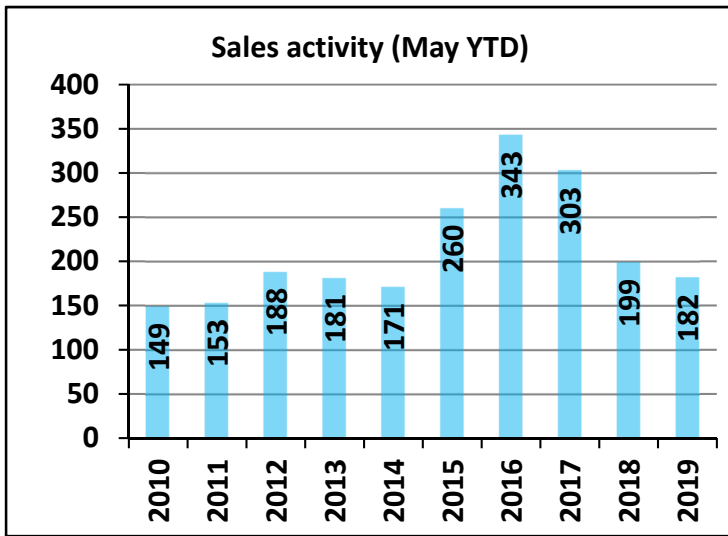
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

| Actual   | May 2019            | Compared to <sup>6</sup> |             |             |             |             |              |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
|  |                     | 1 year ago               | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|  |                     | May 2018                 | May 2017    | May 2016    | May 2014    | May 2012    | May 2009     |
| <b>Sales Activity</b>                          | <b>55</b>           | -8.3                     | -40.2       | -46.6       | -9.8        | -9.8        | 34.1         |
| <b>Dollar Volume</b>                           | <b>\$26,258,401</b> | -0.5                     | -33.0       | -21.4       | 57.9        | 69.1        | 181.7        |
| <b>New Listings</b>                            | <b>125</b>          | 25.0                     | 4.2         | -9.4        | -25.1       | 4.2         | 9.6          |
| <b>Active Listings</b>                         | <b>226</b>          | 37.8                     | 109.3       | 8.1         | -43.9       | -49.4       | -35.1        |
| <b>Sales to New Listings Ratio<sup>1</sup></b> | <b>44.0</b>         | 60.0                     | 76.7        | 74.6        | 36.5        | 50.8        | 36.0         |
| <b>Months of Inventory<sup>2</sup></b>         | <b>4.1</b>          | 2.7                      | 1.2         | 2.0         | 6.6         | 7.3         | 8.5          |
| <b>Average Price</b>                           | <b>\$477,425</b>    | 8.5                      | 12.1        | 47.2        | 75.1        | 87.5        | 110.0        |

| Year-to-date                                   | May 2019            | Compared to <sup>6</sup> |              |              |              |              |              |
|--|---------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |                     | 1 year ago               | 2 years ago  | 3 years ago  | 5 years ago  | 7 years ago  | 10 years ago |
|  |                     | May 2018 YTD             | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| <b>Sales Activity</b>                          | <b>182</b>          | -8.5                     | -39.9        | -46.9        | 6.4          | -3.2         | 40.0         |
| <b>Dollar Volume</b>                           | <b>\$83,247,401</b> | -1.3                     | -32.7        | -24.3        | 77.5         | 74.0         | 170.1        |
| <b>New Listings</b>                            | <b>431</b>          | 16.2                     | 8.3          | -14.1        | -24.8        | -29.6        | -8.5         |
| <b>Active Listings<sup>3</sup></b>             | <b>165</b>          | 35.2                     | 123.0        | -6.3         | -43.3        | -55.3        | -42.9        |
| <b>Sales to New Listings Ratio<sup>4</sup></b> | <b>42.2</b>         | 53.6                     | 76.1         | 68.3         | 29.8         | 30.7         | 27.6         |
| <b>Months of Inventory<sup>5</sup></b>         | <b>4.5</b>          | 3.1                      | 1.2          | 2.6          | 8.5          | 9.8          | 11.1         |
| <b>Average Price</b>                           | <b>\$457,403</b>    | 7.9                      | 12.0         | 42.7         | 66.7         | 79.7         | 93.0         |

<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