



Western District

Residential Market Activity

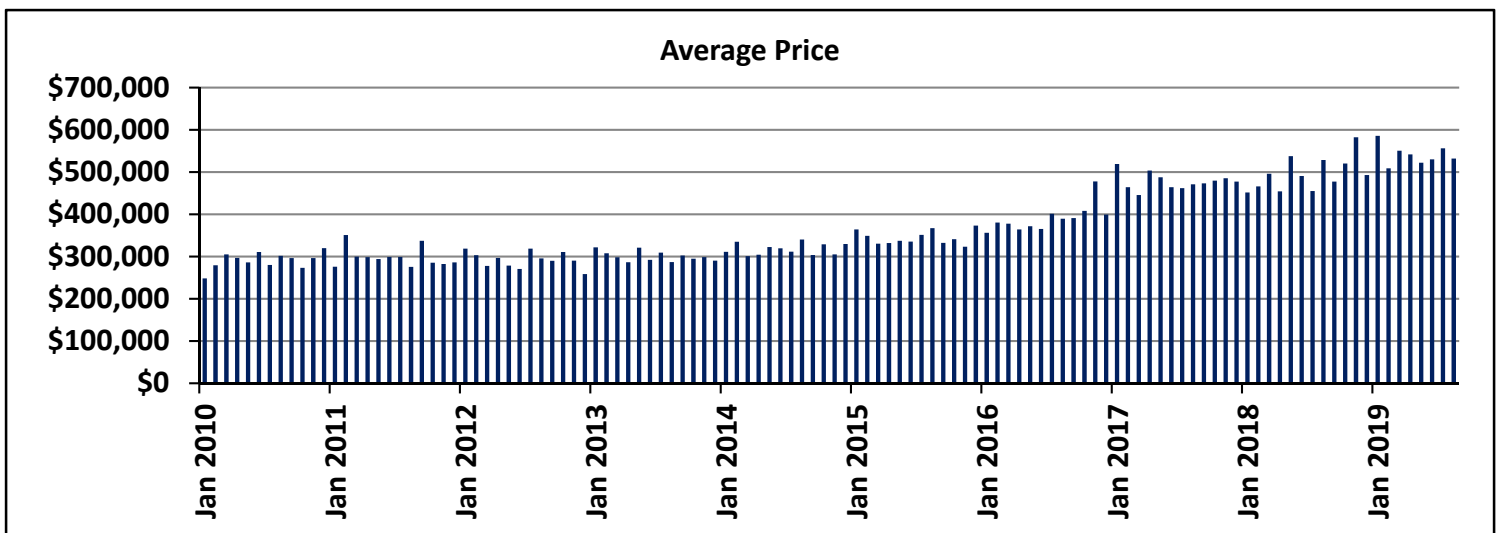
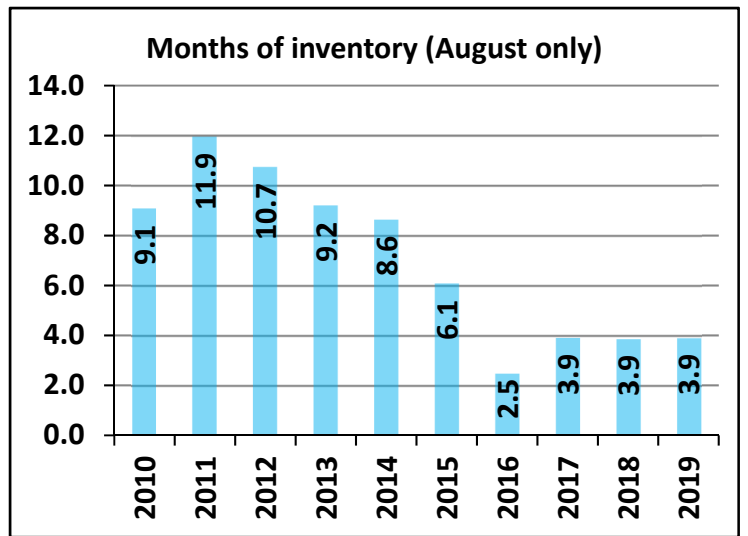
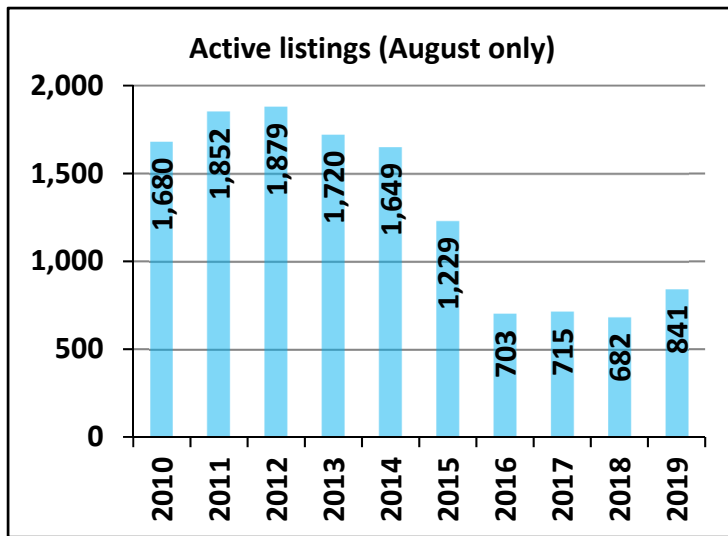
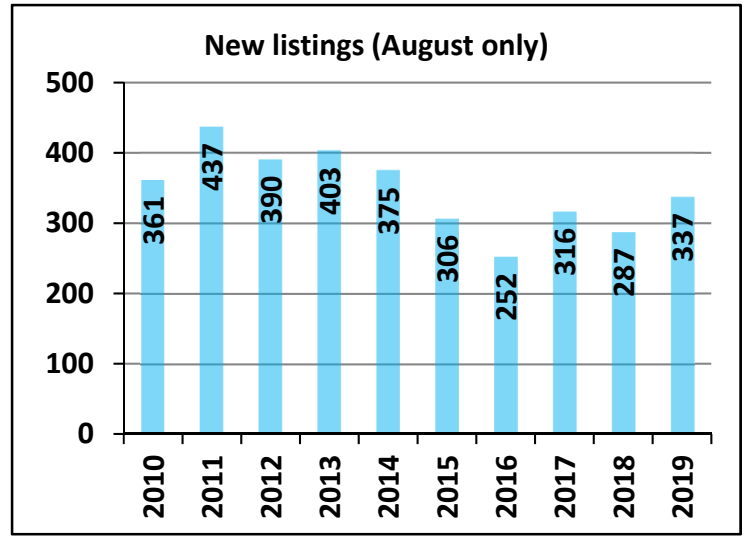
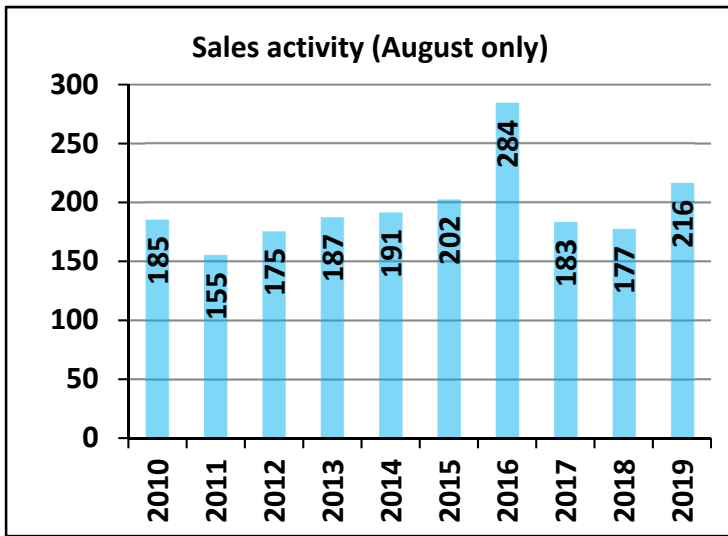
August 2019



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

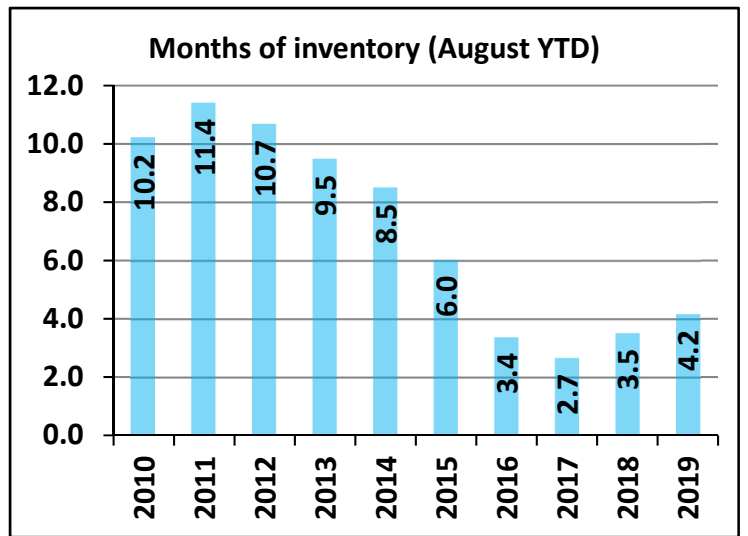
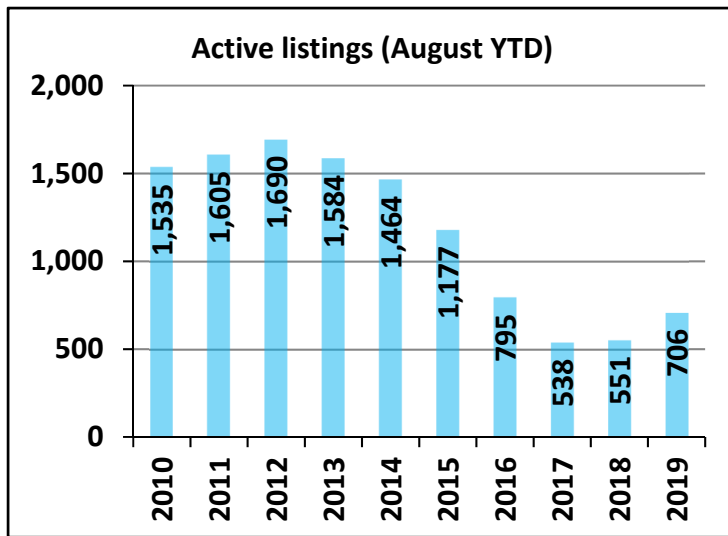
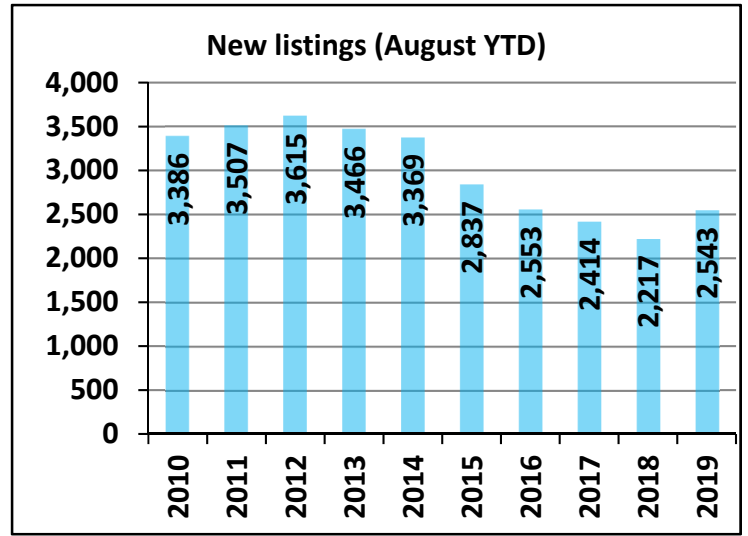
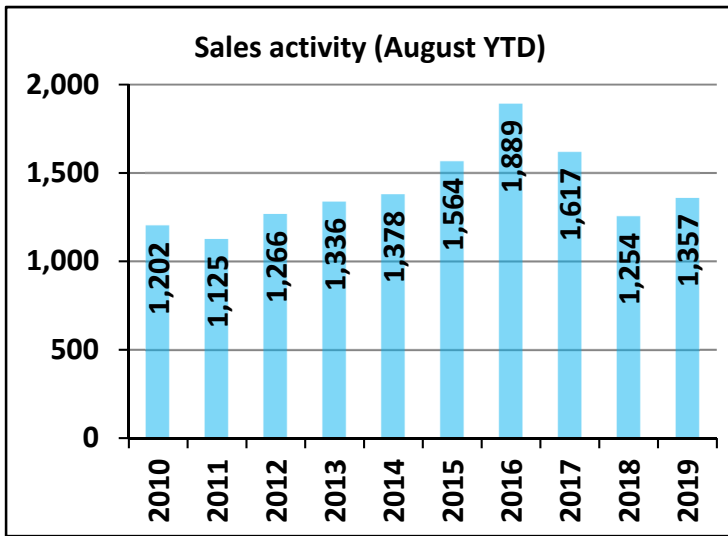
Western District

Residential Market Activity



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Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	216	22.0	18.0	-23.9	13.1	23.4	10.8
Dollar Volume	\$114,897,228	22.9	33.3	3.9	76.9	122.1	130.3
New Listings	337	17.4	6.6	33.7	-10.1	-13.6	-11.8
Active Listings	841	23.3	17.6	19.6	-49.0	-55.2	-44.2
Sales to New Listings Ratio¹	64.1	61.7	57.9	112.7	50.9	44.9	51.0
Months of Inventory²	3.9	3.9	3.9	2.5	8.6	10.7	7.7
Average Price	\$531,932	0.7	13.0	36.6	56.4	80.0	107.9

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	1,357	8.2	-16.1	-28.2	-1.5	7.2	28.4
Dollar Volume	\$731,173,395	19.3	-4.9	2.8	66.8	96.9	162.9
New Listings	2,543	14.7	5.3	-0.4	-24.5	-29.7	-15.2
Active Listings³	706	28.1	31.2	-11.2	-51.8	-58.2	-49.9
Sales to New Listings Ratio⁴	53.4	56.6	67.0	74.0	40.9	35.0	35.3
Months of Inventory⁵	4.2	3.5	2.7	3.4	8.5	10.7	10.7
Average Price	\$538,816	10.2	13.3	43.1	69.3	83.7	104.8

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

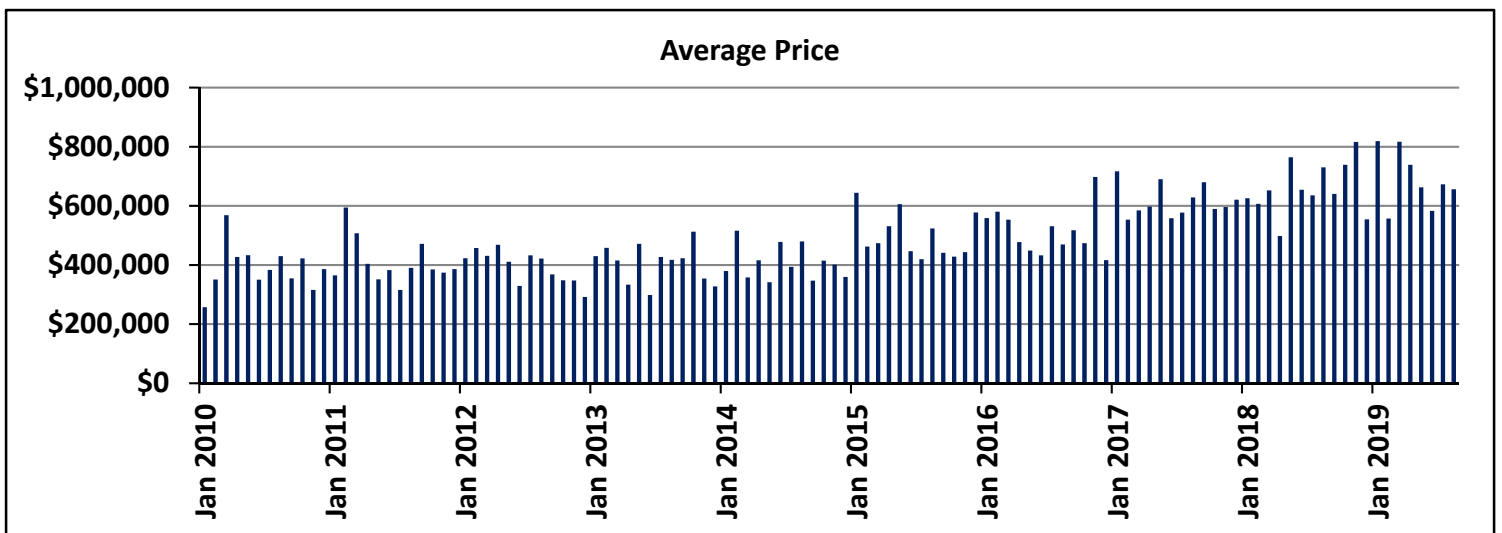
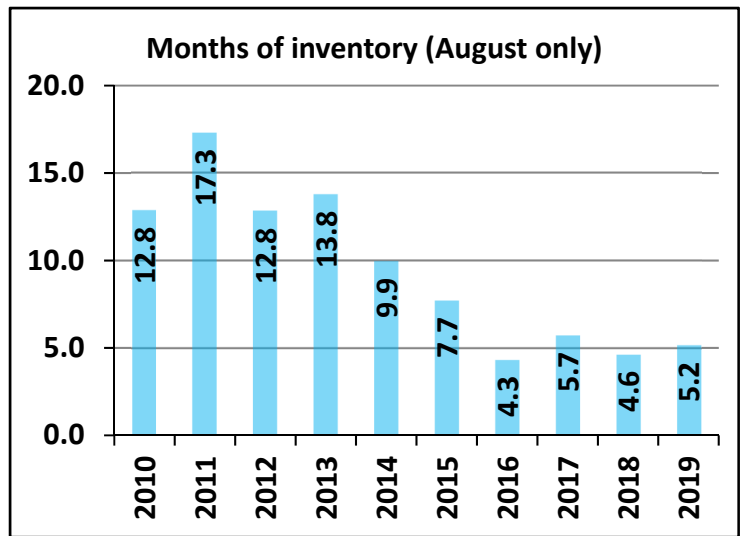
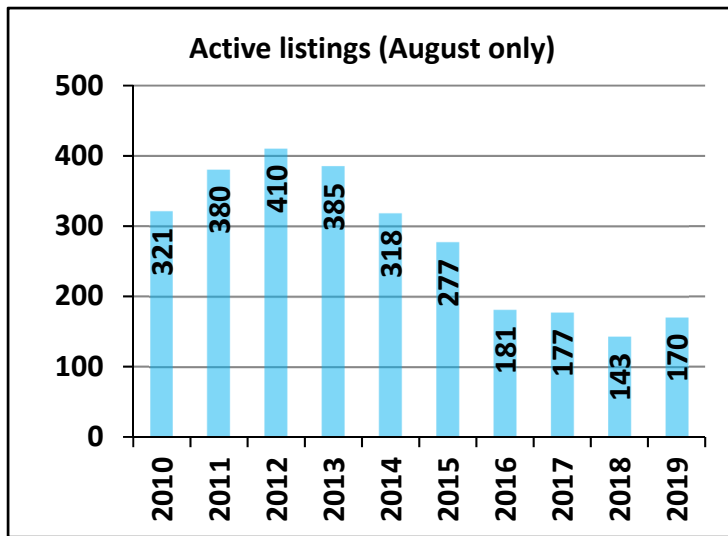
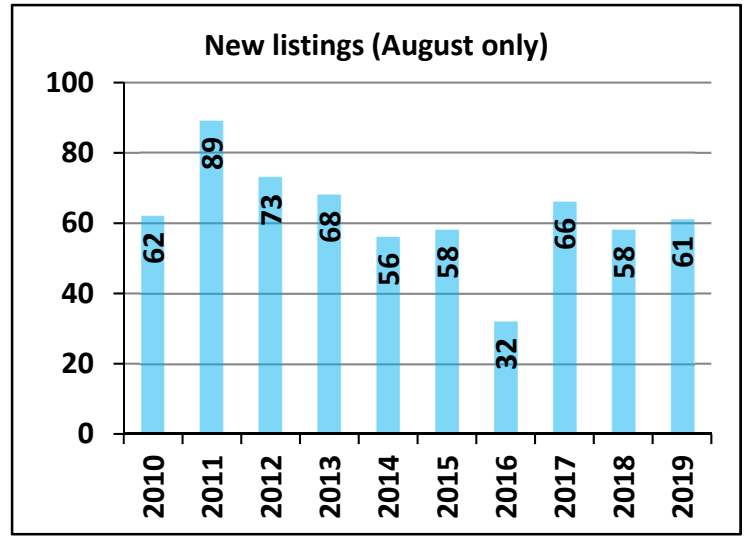
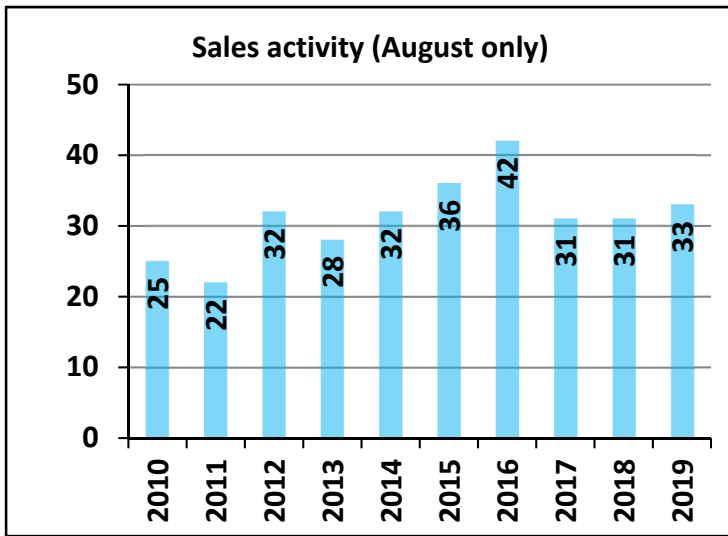
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

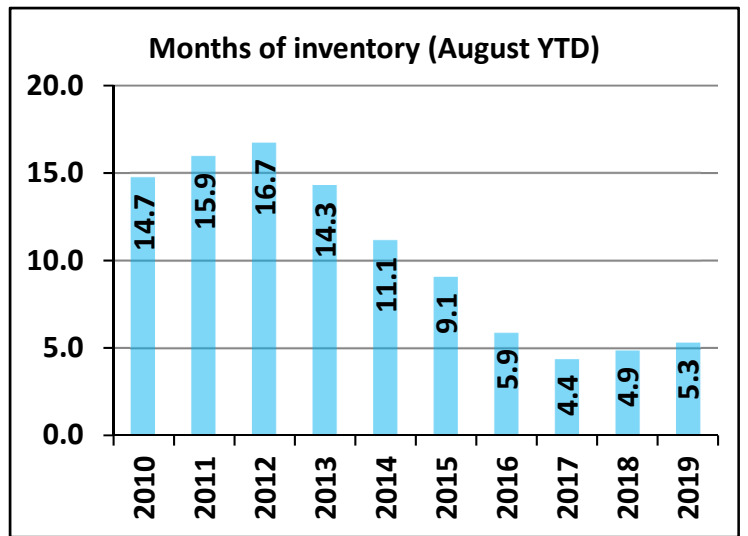
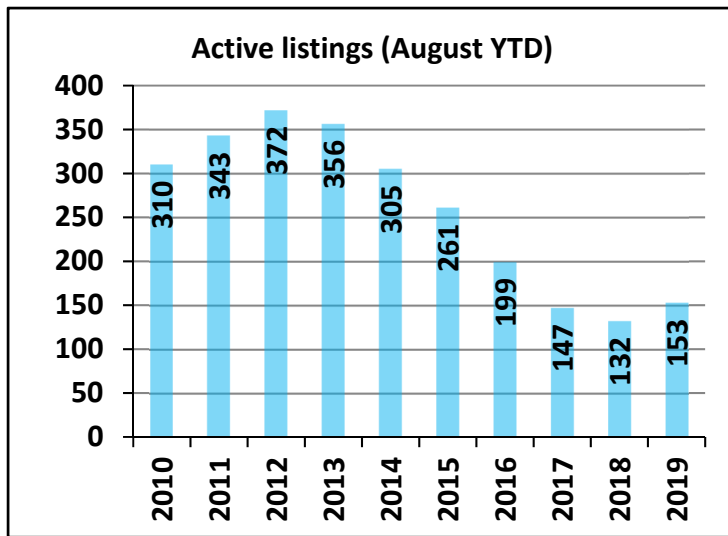
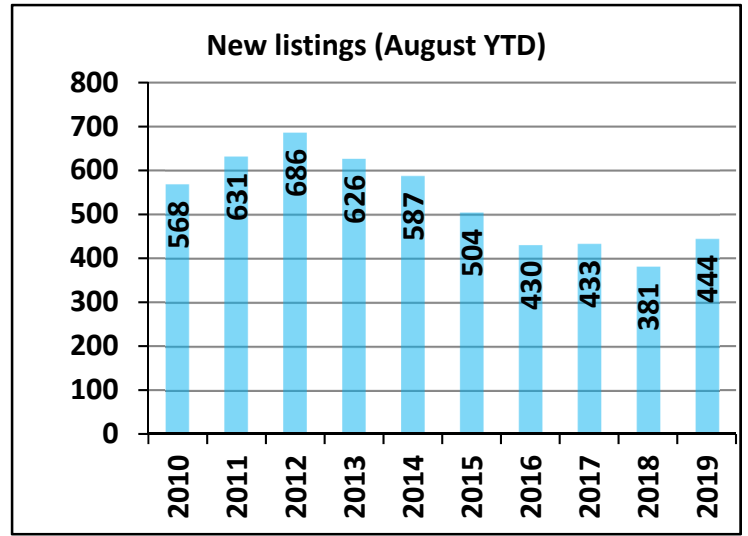
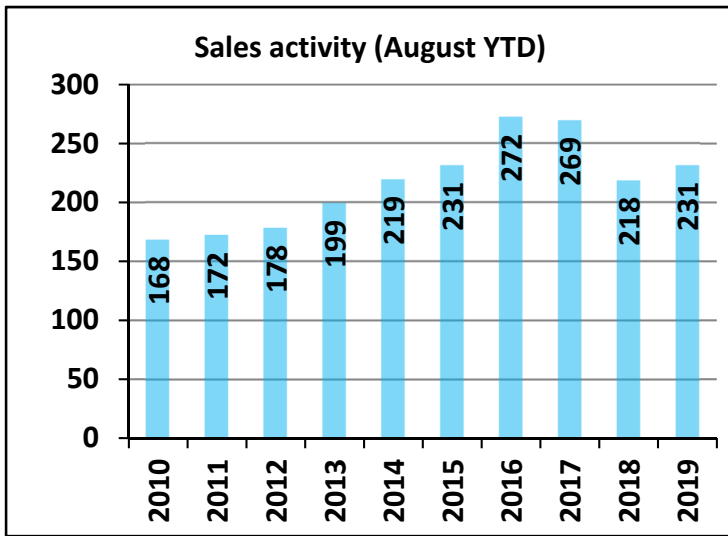
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	33	6.5	6.5	-21.4	3.1	3.1	32.0
Dollar Volume	\$21,641,525	-4.3	11.2	9.9	41.0	60.5	152.3
New Listings	61	5.2	-7.6	90.6	8.9	-16.4	-11.6
Active Listings	170	18.9	-4.0	-6.1	-46.5	-58.5	-47.2
Sales to New Listings Ratio¹	54.1	53.4	47.0	131.3	57.1	43.8	36.2
Months of Inventory²	5.2	4.6	5.7	4.3	9.9	12.8	12.9
Average Price	\$655,804	-10.1	4.4	39.9	36.7	55.7	91.1

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	231	6.0	-14.1	-15.1	5.5	29.8	50.0
Dollar Volume	\$159,489,976	12.5	-3.2	18.0	75.3	112.6	181.7
New Listings	444	16.5	2.5	3.3	-24.4	-35.3	-20.6
Active Listings³	153	15.9	4.1	-23.1	-49.8	-58.9	-50.3
Sales to New Listings Ratio⁴	52.0	57.2	62.1	63.3	37.3	25.9	27.5
Months of Inventory⁵	5.3	4.9	4.4	5.9	11.1	16.7	16.0
Average Price	\$690,433	6.1	12.7	38.9	66.2	63.8	87.8

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

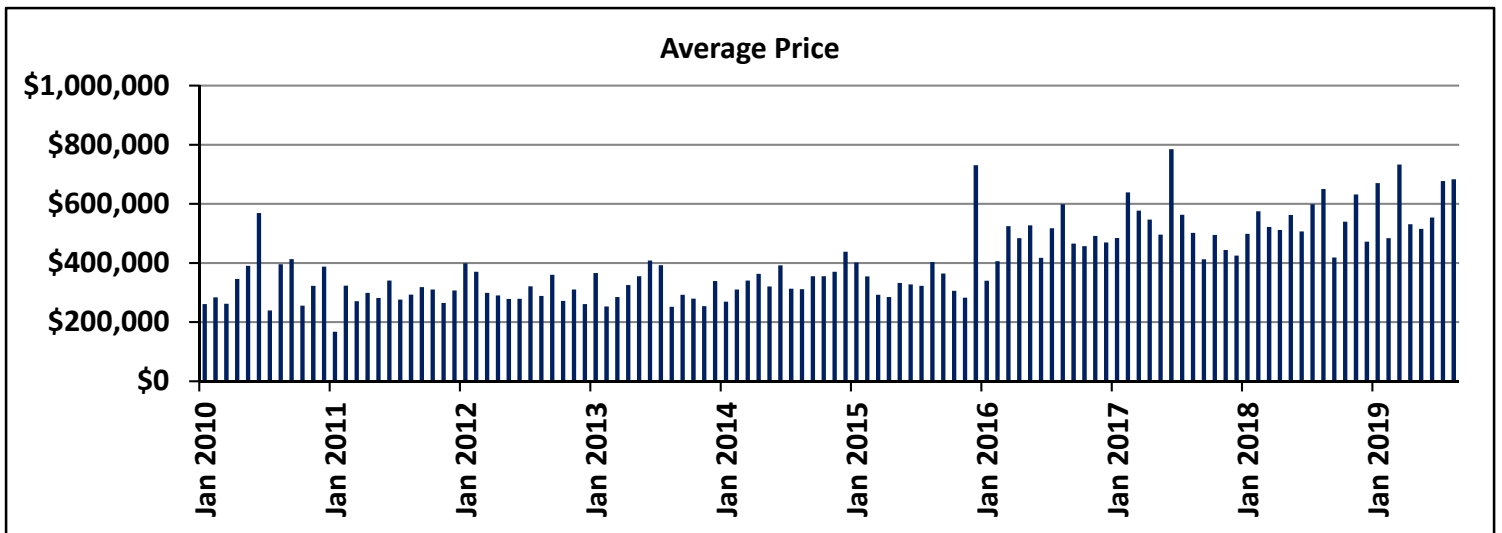
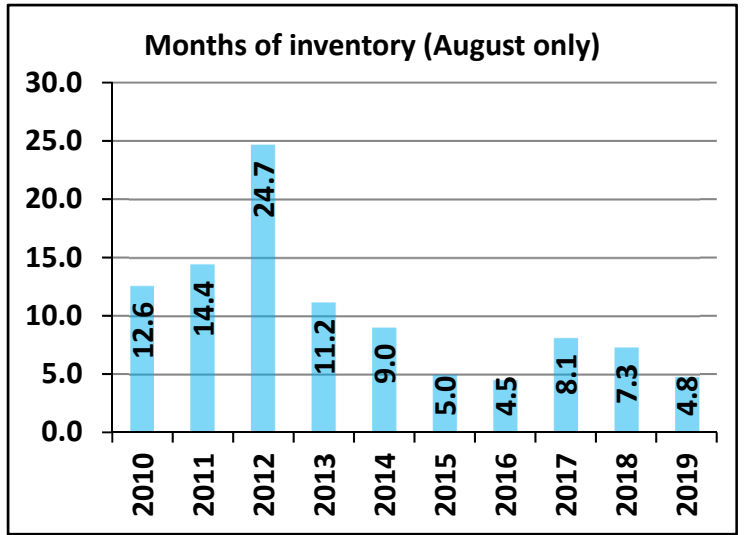
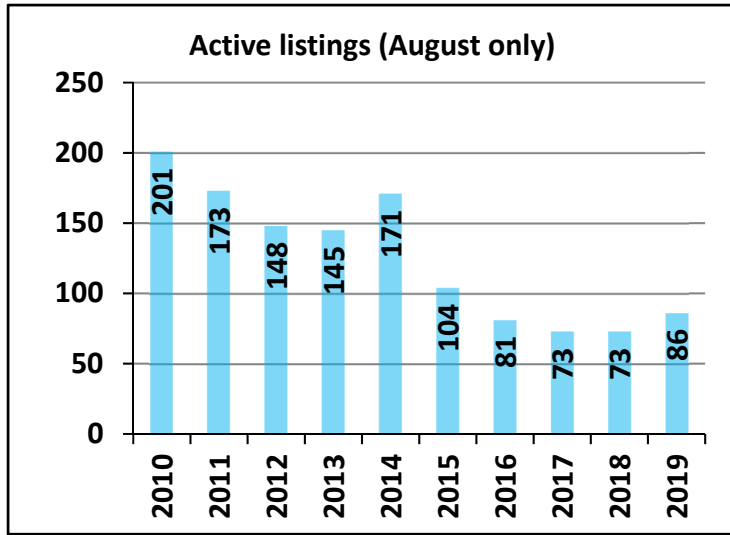
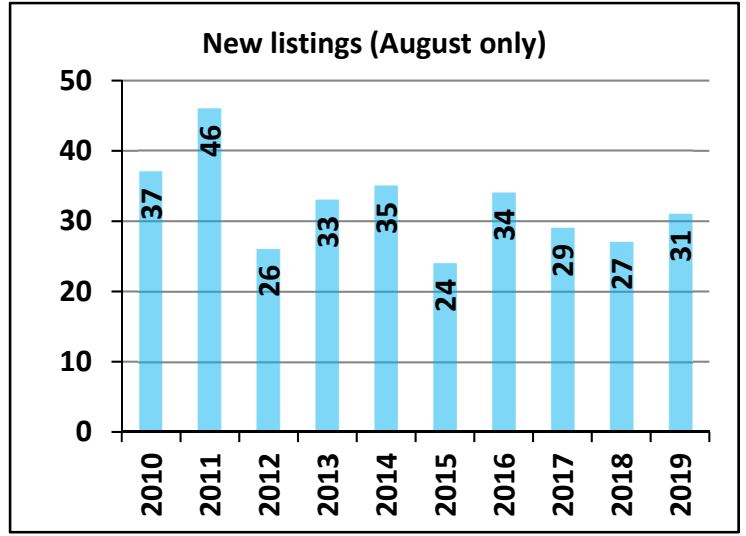
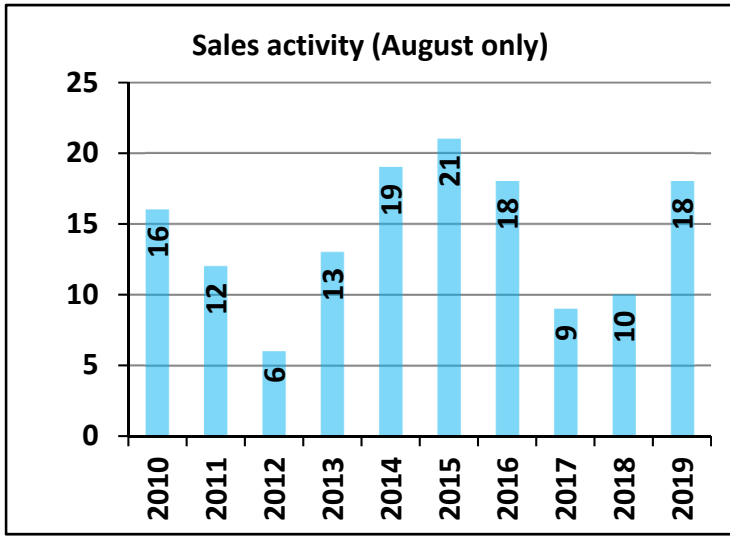
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⁵ Average active listings from January to current month / average sales from January to current month

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

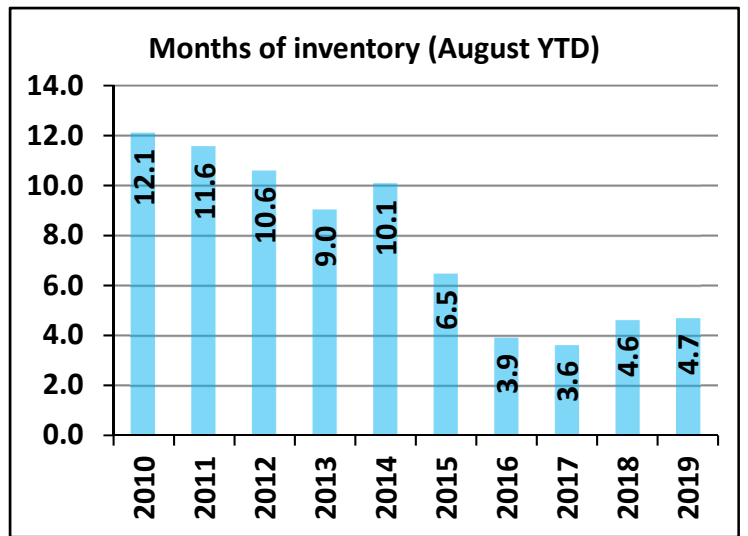
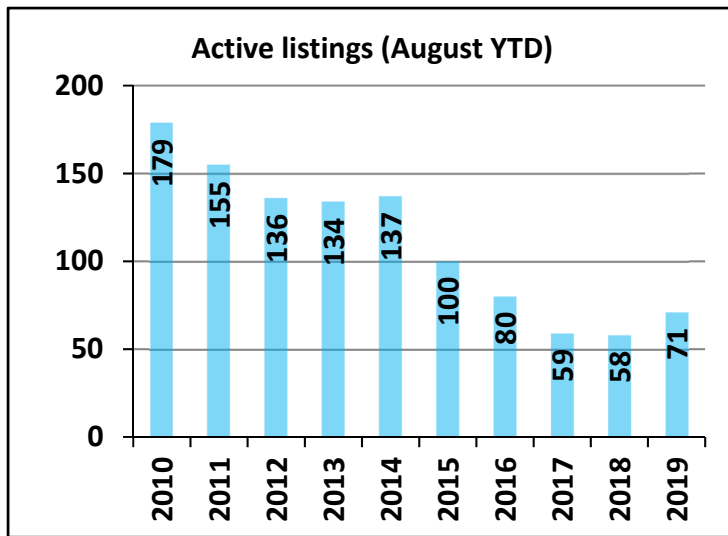
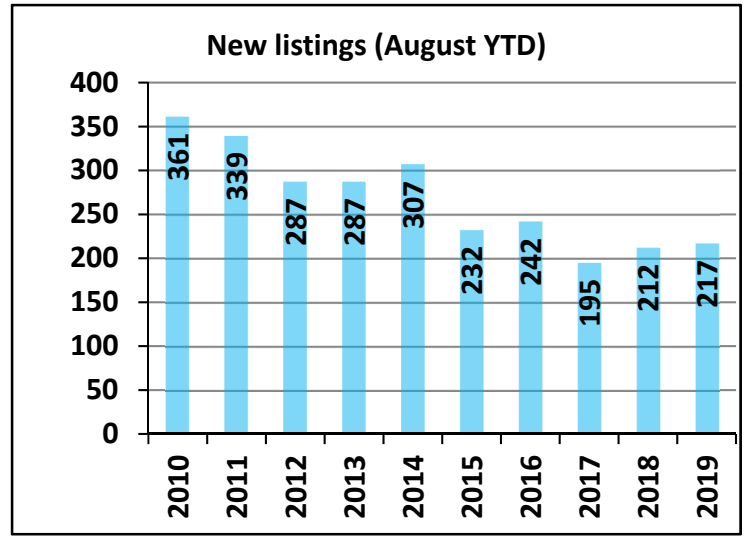
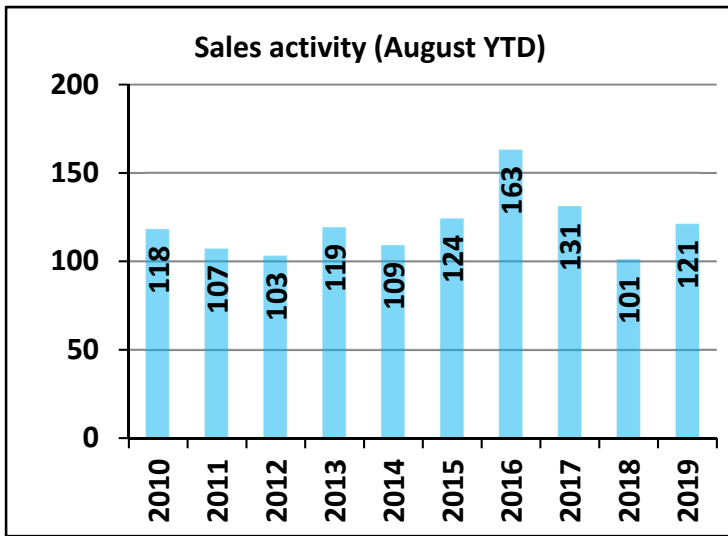
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	18	80.0	100.0	0.0	-5.3	200.0	5.9
Dollar Volume	\$12,297,151	89.3	172.3	14.2	108.0	610.8	179.6
New Listings	31	14.8	6.9	-8.8	-11.4	19.2	-18.4
Active Listings	86	17.8	17.8	6.2	-49.7	-41.9	-49.7
Sales to New Listings Ratio¹	58.1	37.0	31.0	52.9	54.3	23.1	44.7
Months of Inventory²	4.8	7.3	8.1	4.5	9.0	24.7	10.1
Average Price	\$683,175	5.2	36.1	14.2	119.5	136.9	164.0

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	121	19.8	-7.6	-25.8	11.0	17.5	18.6
Dollar Volume	\$73,567,526	32.9	-1.6	-7.6	101.1	127.8	197.9
New Listings	217	2.4	11.3	-10.3	-29.3	-24.4	-32.2
Active Listings³	71	22.4	20.3	-11.3	-48.2	-47.8	-53.3
Sales to New Listings Ratio⁴	55.8	47.6	67.2	67.4	35.5	35.9	31.9
Months of Inventory⁵	4.7	4.6	3.6	3.9	10.1	10.6	11.9
Average Price	\$607,996	10.9	6.6	24.5	81.2	93.9	151.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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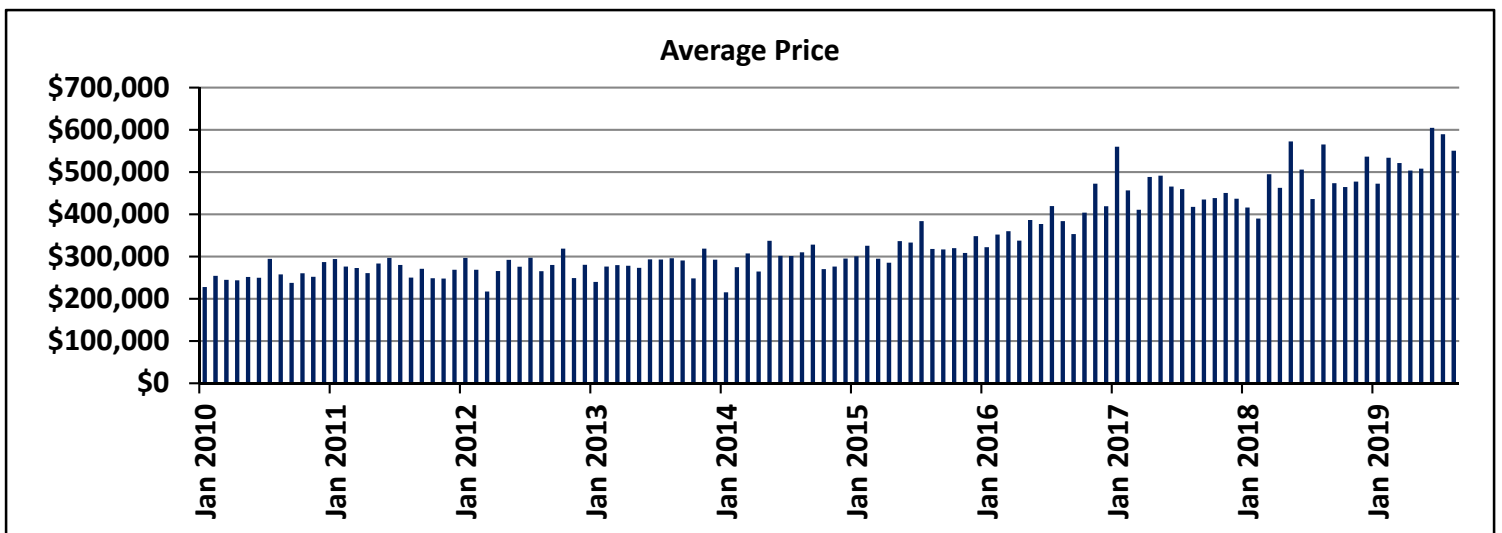
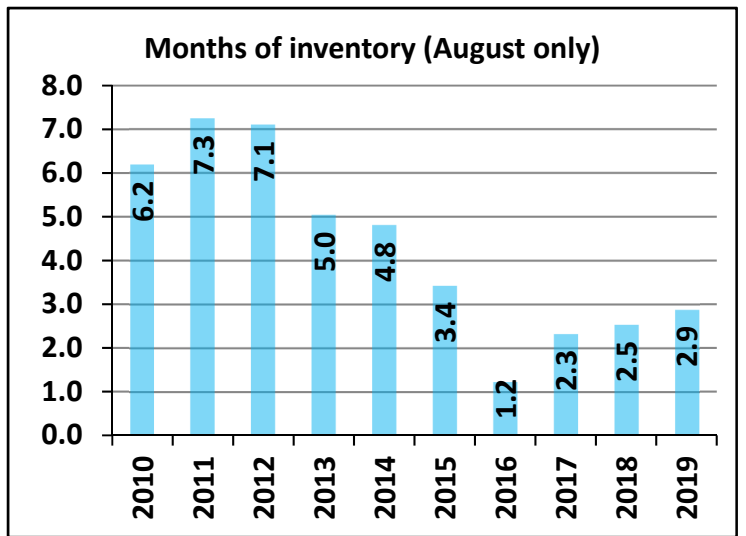
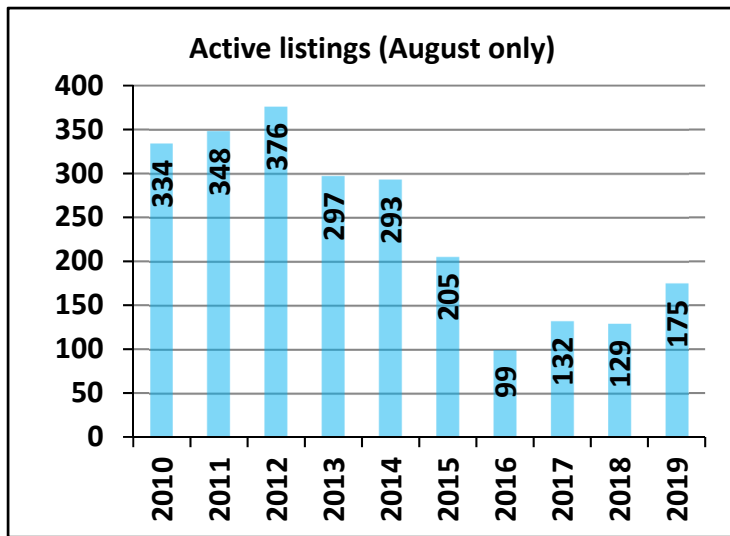
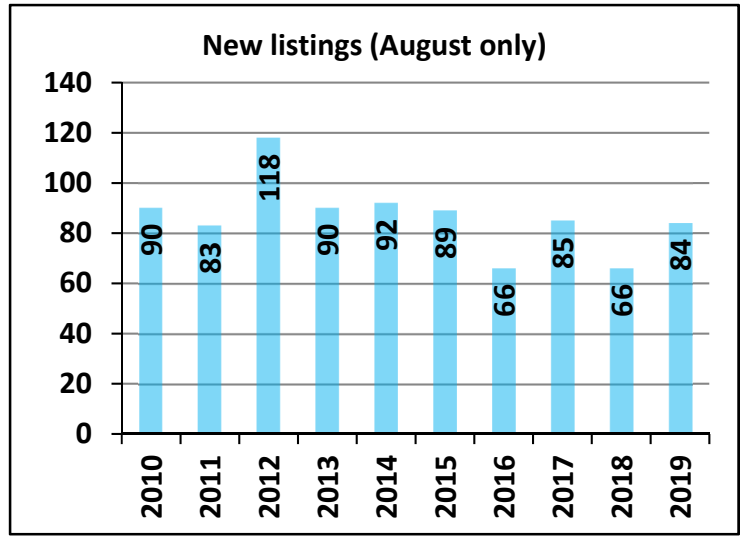
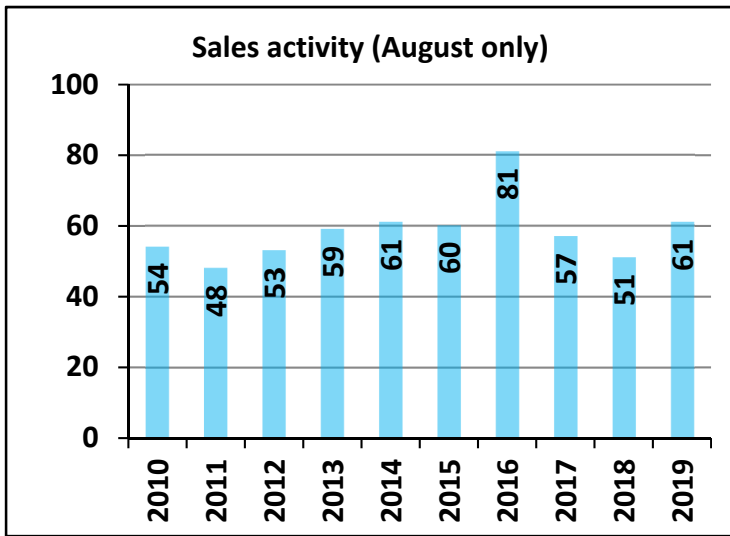
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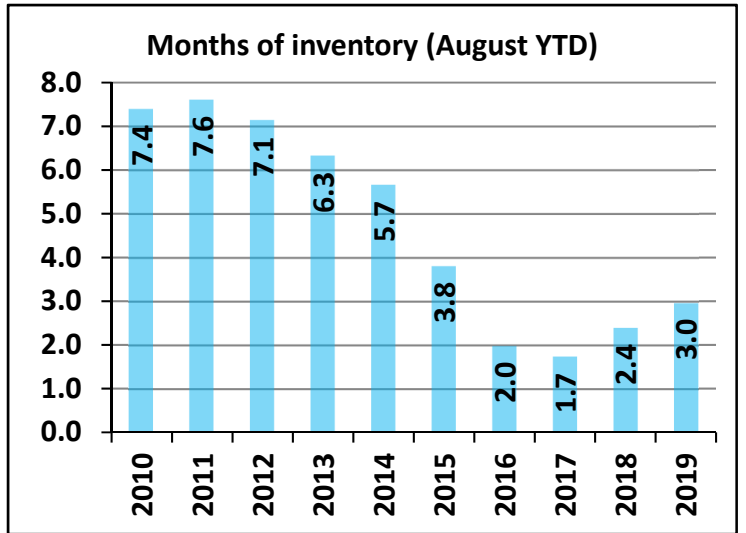
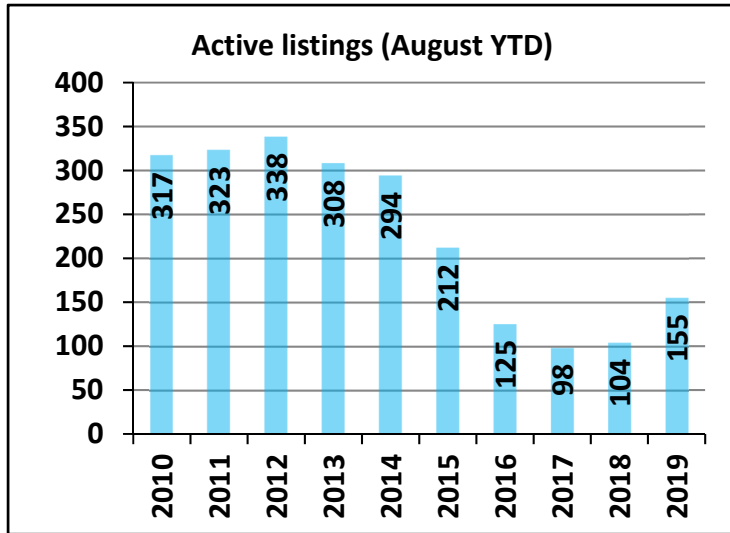
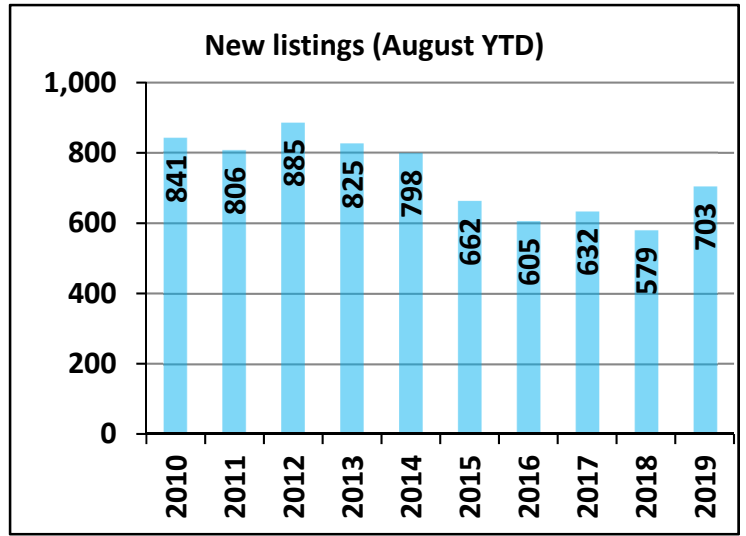
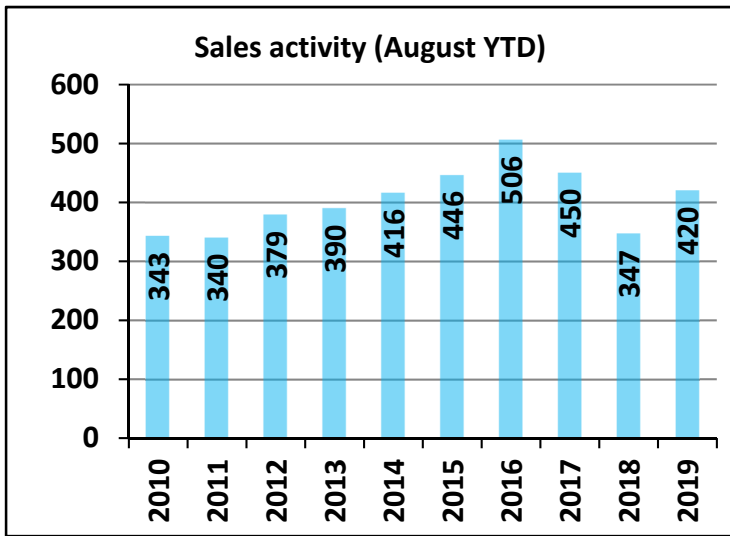
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	61	19.6	7.0	-24.7	0.0	15.1	3.4
Dollar Volume	\$33,571,390	16.4	41.1	8.0	77.7	138.9	137.4
New Listings	84	27.3	-1.2	27.3	-8.7	-28.8	-11.6
Active Listings	175	35.7	32.6	76.8	-40.3	-53.5	-41.3
Sales to New Listings Ratio¹	72.6	77.3	67.1	122.7	66.3	44.9	62.1
Months of Inventory²	2.9	2.5	2.3	1.2	4.8	7.1	5.1
Average Price	\$550,351	-2.7	31.9	43.4	77.7	107.6	129.6

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	420	21.0	-6.7	-17.0	1.0	10.8	32.9
Dollar Volume	\$227,996,092	34.2	9.4	21.2	84.0	121.2	206.7
New Listings	703	21.4	11.2	16.2	-11.9	-20.6	-1.5
Active Listings³	155	49.0	58.2	24.0	-47.3	-54.1	-46.9
Sales to New Listings Ratio⁴	59.7	59.9	71.2	83.6	52.1	42.8	44.3
Months of Inventory⁵	3.0	2.4	1.7	2.0	5.7	7.1	7.4
Average Price	\$542,848	10.9	17.2	46.0	82.2	99.6	130.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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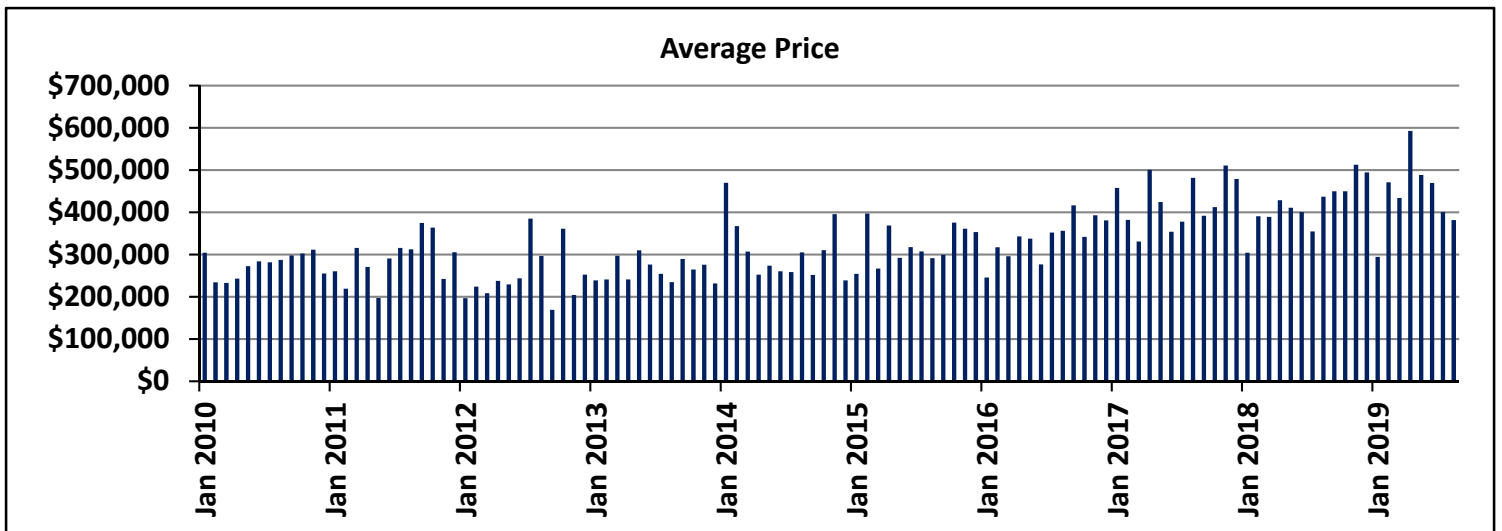
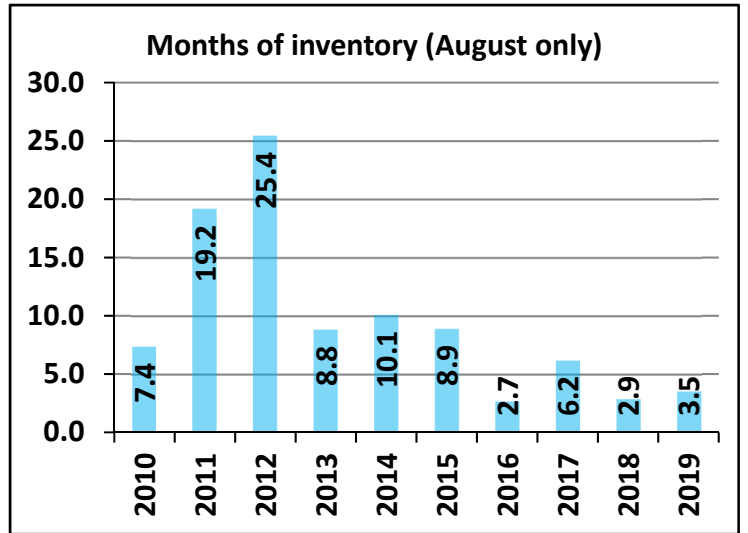
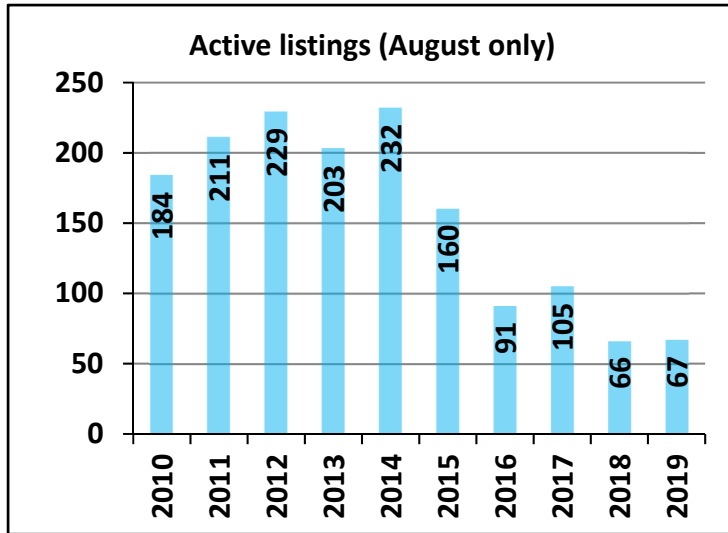
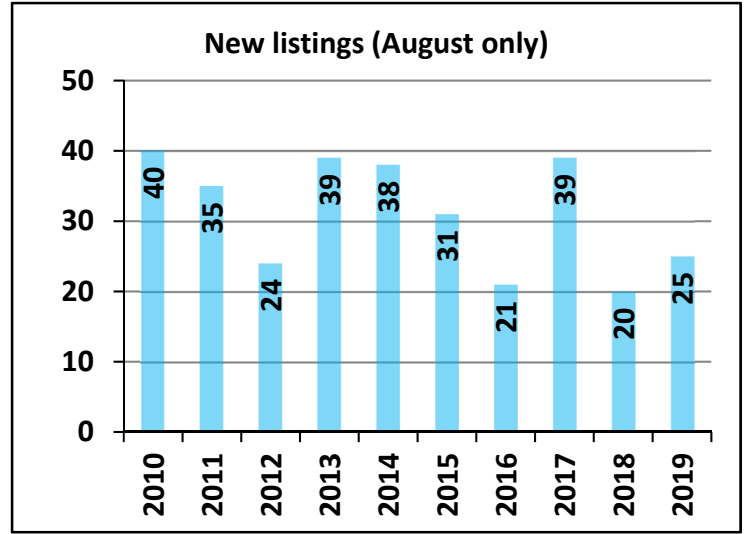
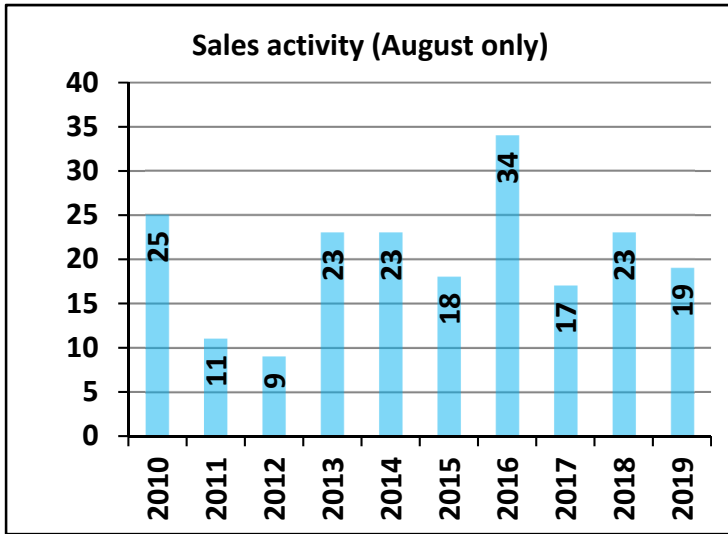
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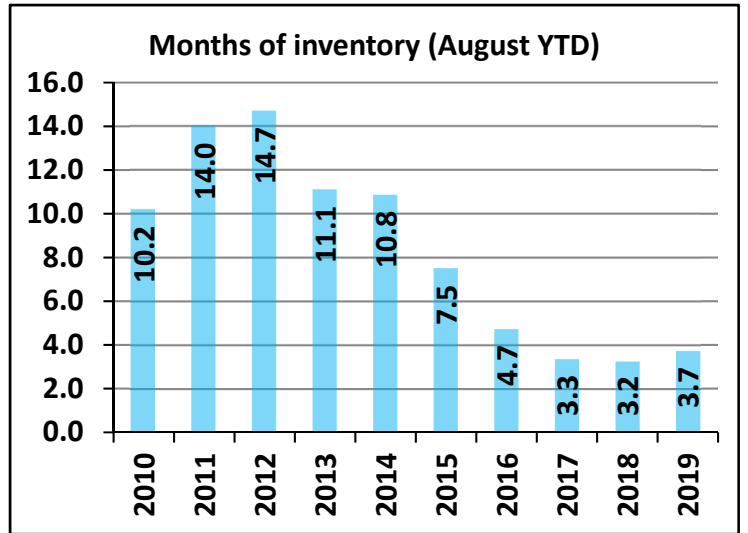
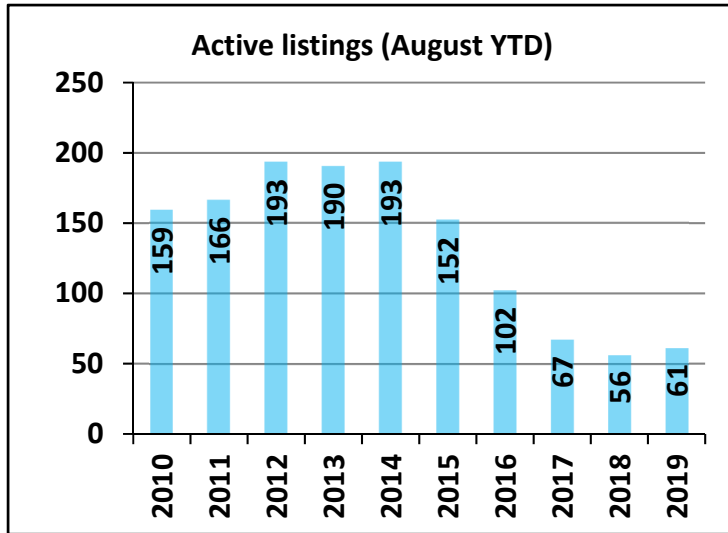
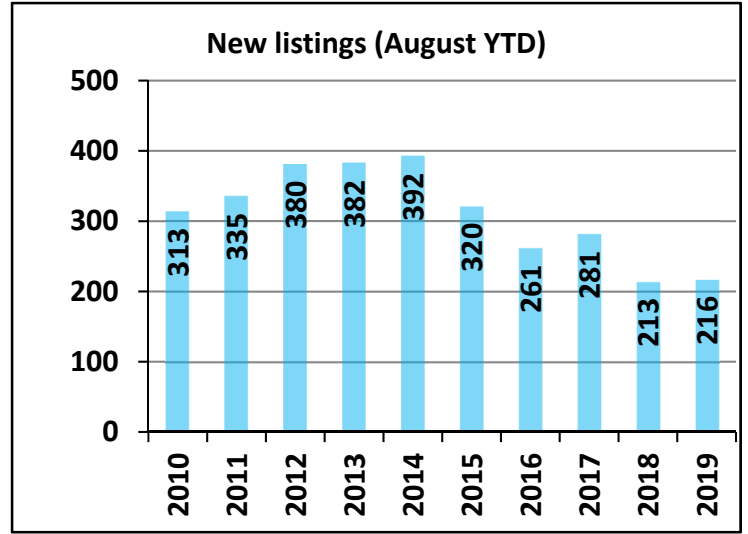
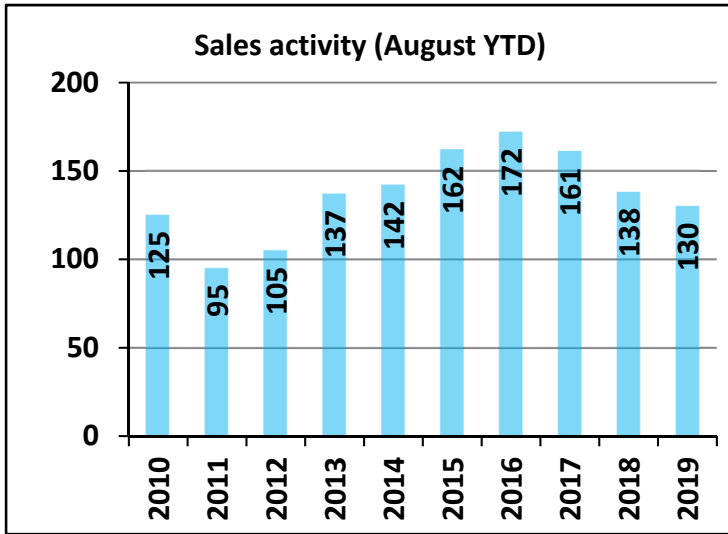
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	19	-17.4	11.8	-44.1	-17.4	111.1	5.6
Dollar Volume	\$7,246,900	-27.9	-11.4	-40.2	3.4	171.5	28.3
New Listings	25	25.0	-35.9	19.0	-34.2	4.2	-41.9
Active Listings	67	1.5	-36.2	-26.4	-71.1	-70.7	-57.6
Sales to New Listings Ratio¹	76.0	115.0	43.6	161.9	60.5	37.5	41.9
Months of Inventory²	3.5	2.9	6.2	2.7	10.1	25.4	8.8
Average Price	\$381,416	-12.7	-20.8	7.1	25.1	28.6	21.6

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	130	-5.8	-19.3	-24.4	-8.5	23.8	35.4
Dollar Volume	\$58,330,812	5.3	-10.8	4.6	44.1	117.9	125.9
New Listings	216	1.4	-23.1	-17.2	-44.9	-43.2	-28.9
Active Listings³	61	8.9	-9.0	-40.2	-68.4	-68.4	-58.5
Sales to New Listings Ratio⁴	60.2	64.8	57.3	65.9	36.2	27.6	31.6
Months of Inventory⁵	3.7	3.2	3.3	4.7	10.8	14.7	12.3
Average Price	\$448,699	11.8	10.4	38.3	57.4	76.0	66.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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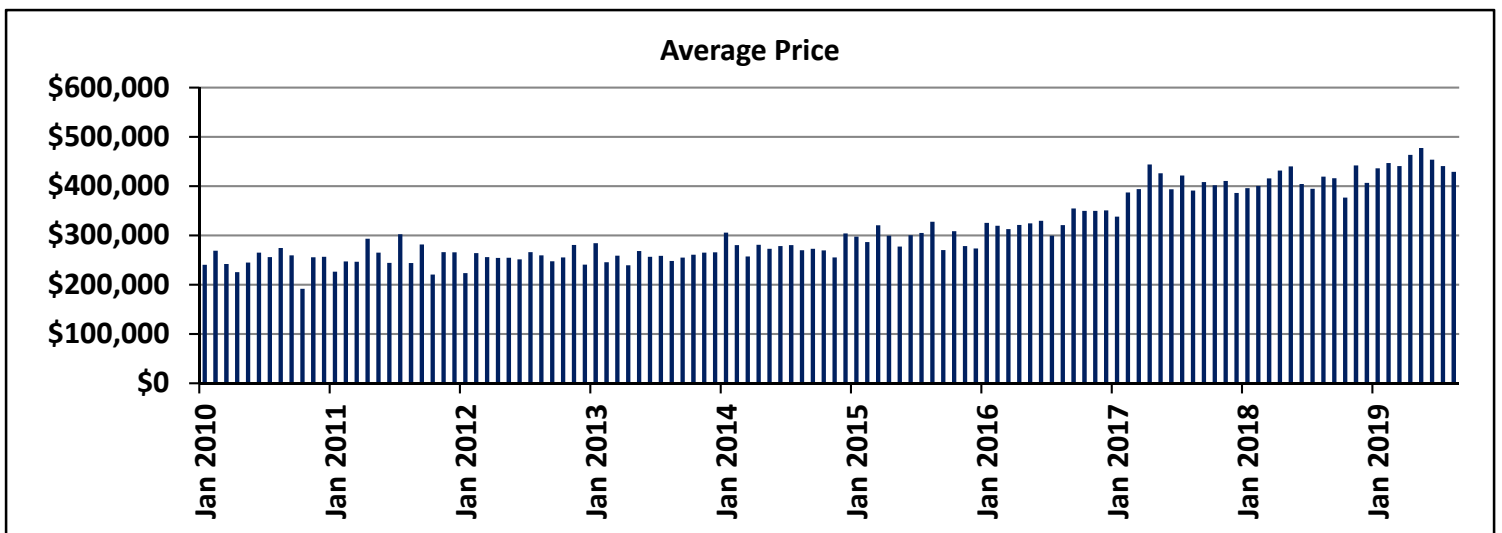
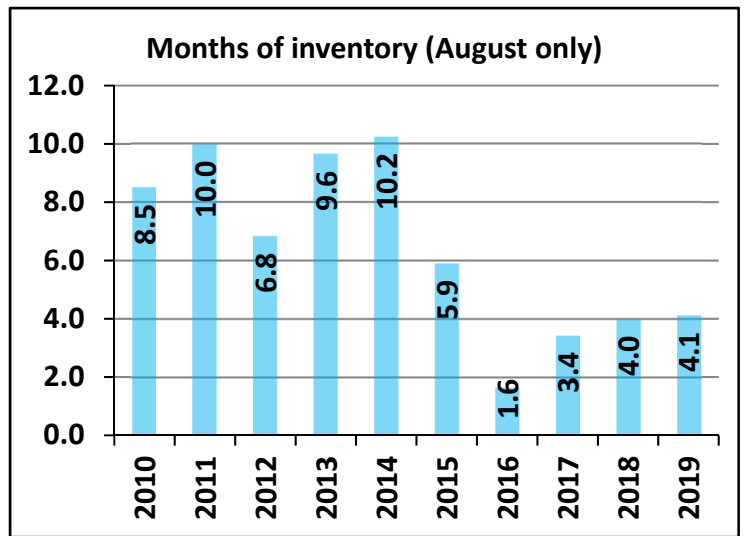
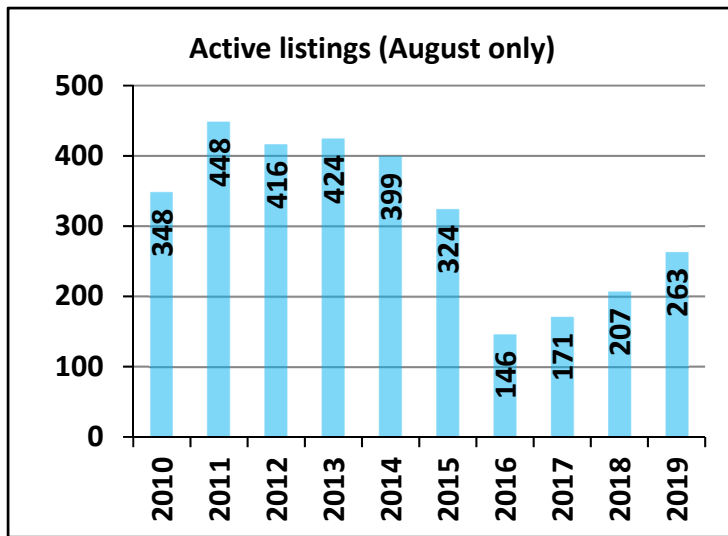
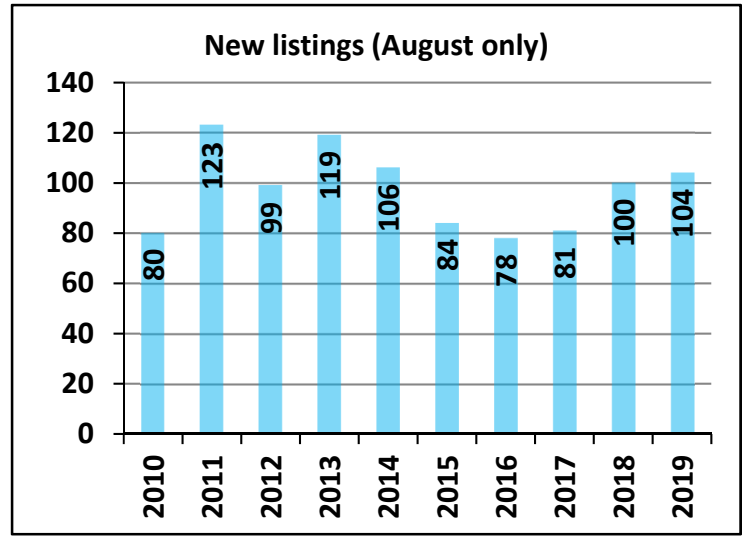
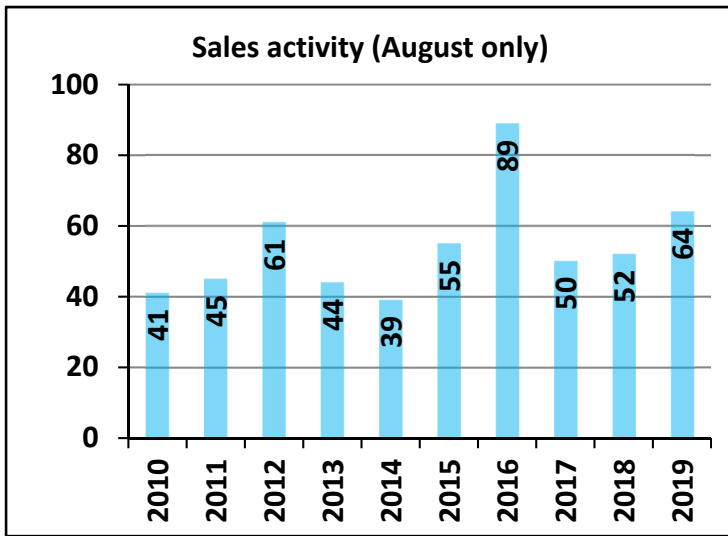
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

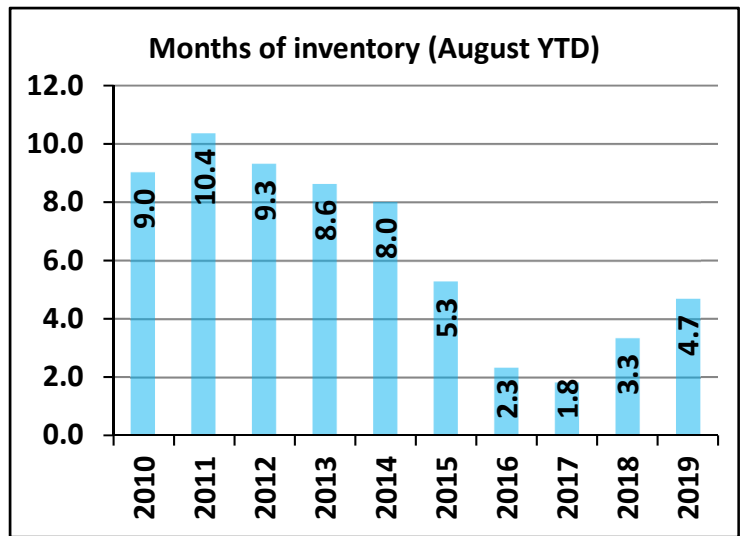
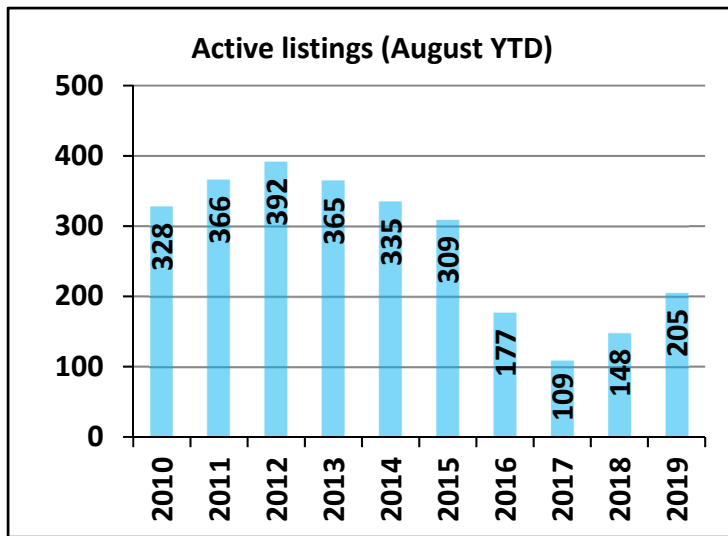
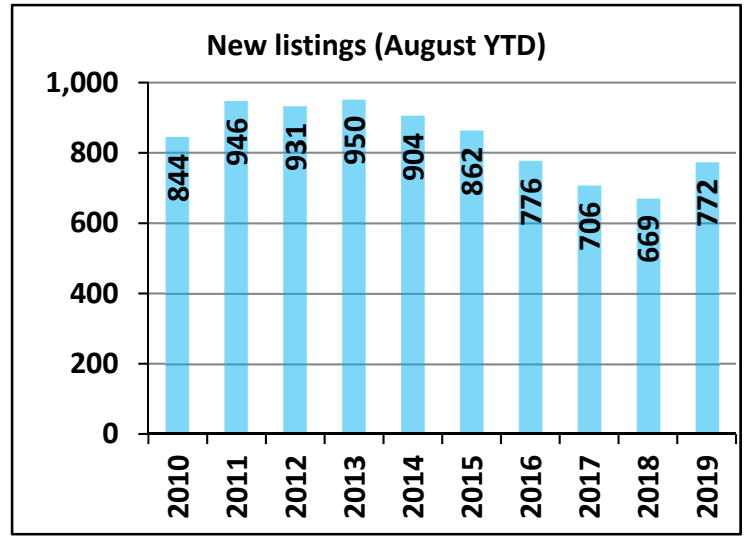
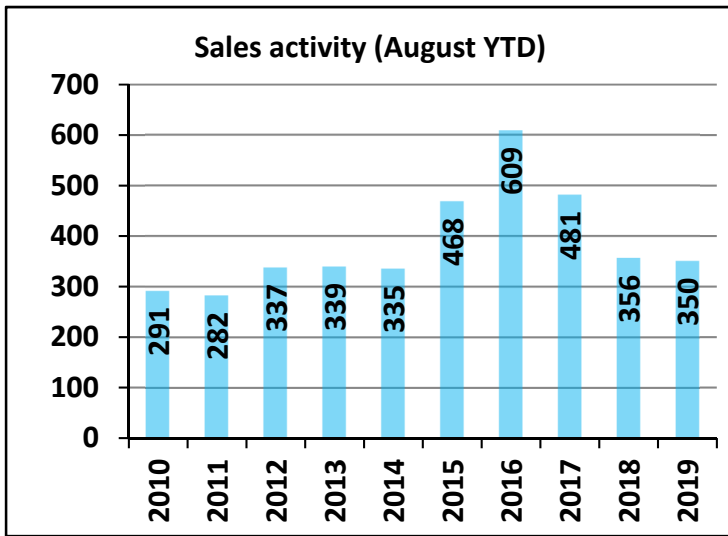
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018	August 2017	August 2016	August 2014	August 2012	August 2009
Sales Activity	64	23.1	28.0	-28.1	64.1	4.9	30.6
Dollar Volume	\$27,458,700	25.9	40.4	-3.8	160.8	73.5	144.8
New Listings	104	4.0	28.4	33.3	-1.9	5.1	23.8
Active Listings	263	27.1	53.8	80.1	-34.1	-36.8	-21.3
Sales to New Listings Ratio¹	61.5	52.0	61.7	114.1	36.8	61.6	58.3
Months of Inventory²	4.1	4.0	3.4	1.6	10.2	6.8	6.8
Average Price	\$429,042	2.3	9.7	33.8	59.0	65.4	87.5

Year-to-date	August 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		August 2018 YTD	August 2017 YTD	August 2016 YTD	August 2014 YTD	August 2012 YTD	August 2009 YTD
Sales Activity	350	-1.7	-27.2	-42.5	4.5	3.9	29.2
Dollar Volume	\$157,200,737	6.1	-19.5	-19.1	70.3	81.9	142.0
New Listings	772	15.4	9.3	-0.5	-14.6	-17.1	1.4
Active Listings³	205	38.5	88.1	15.8	-38.8	-47.7	-34.1
Sales to New Listings Ratio⁴	45.3	53.2	68.1	78.5	37.1	36.2	35.6
Months of Inventory⁵	4.7	3.3	1.8	2.3	8.0	9.3	9.2
Average Price	\$449,145	7.9	10.6	40.7	63.0	75.2	87.4

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