



Western District

Residential Market Activity

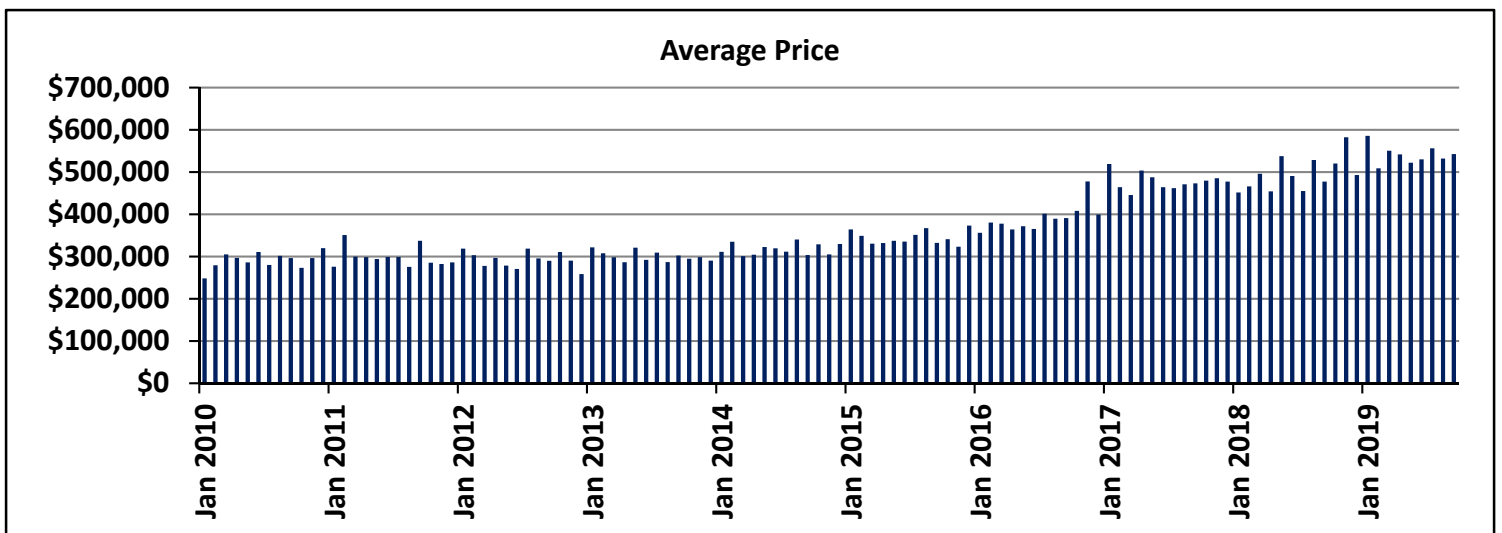
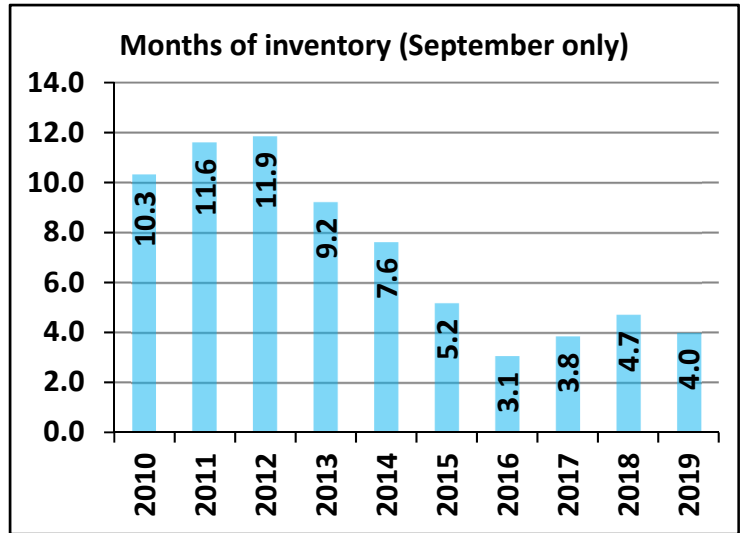
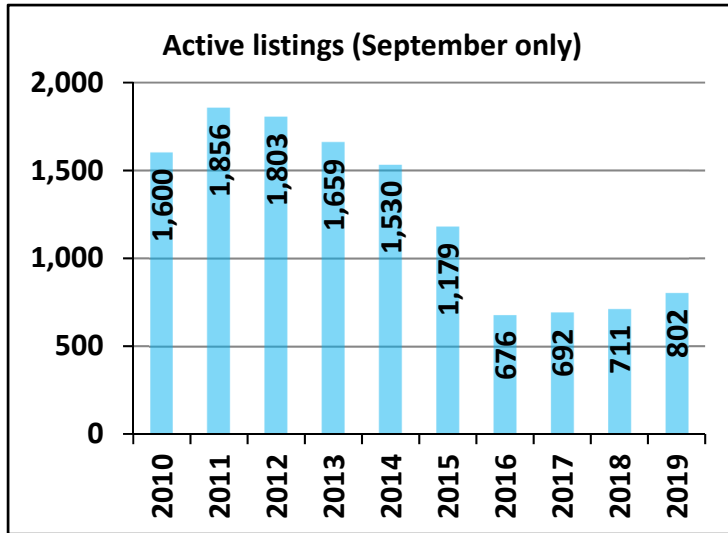
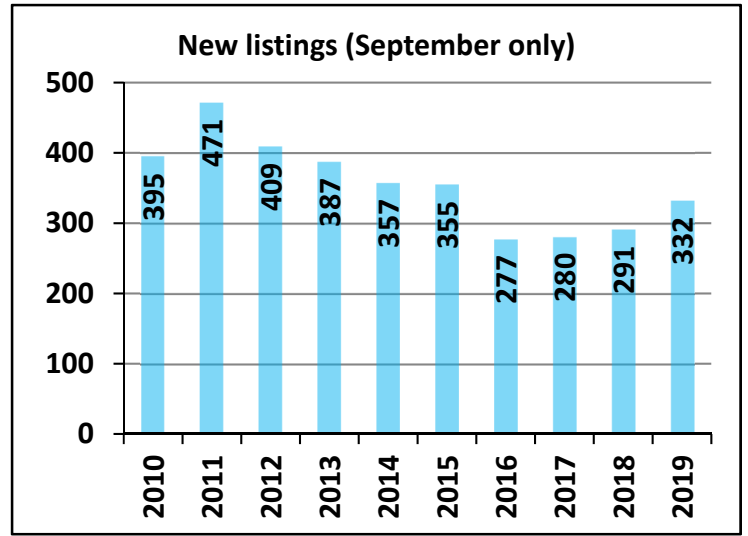
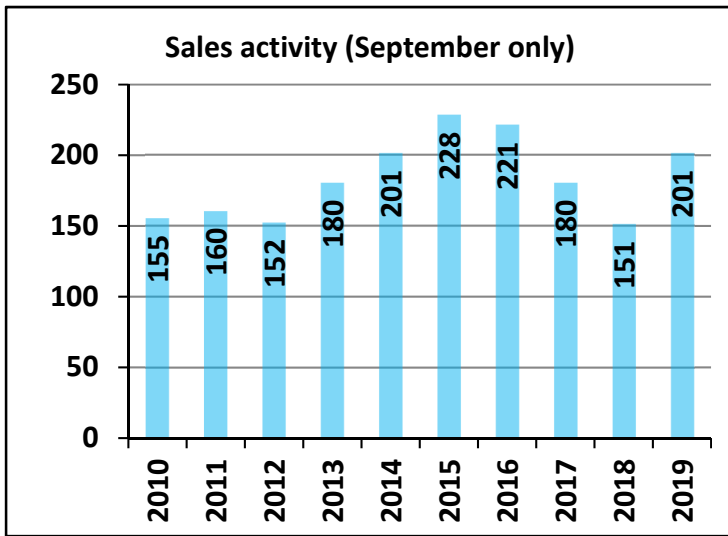
September 2019



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

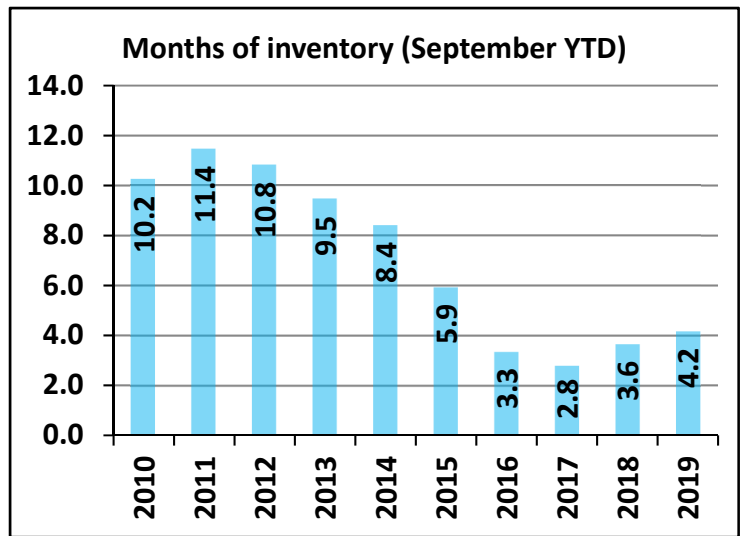
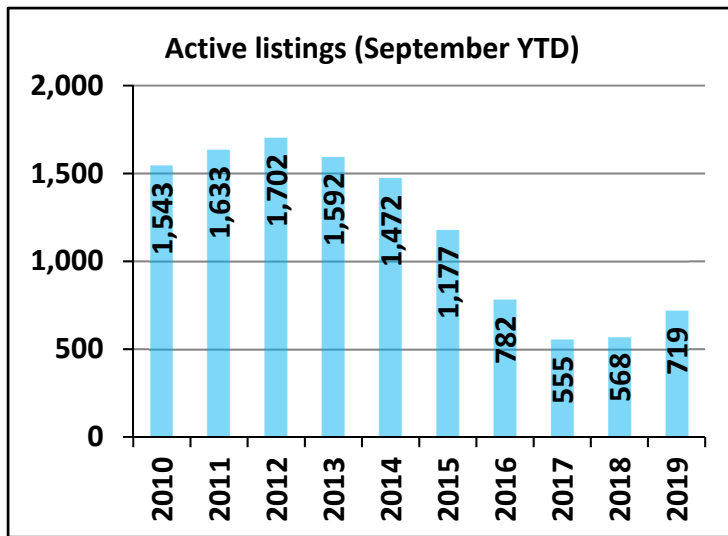
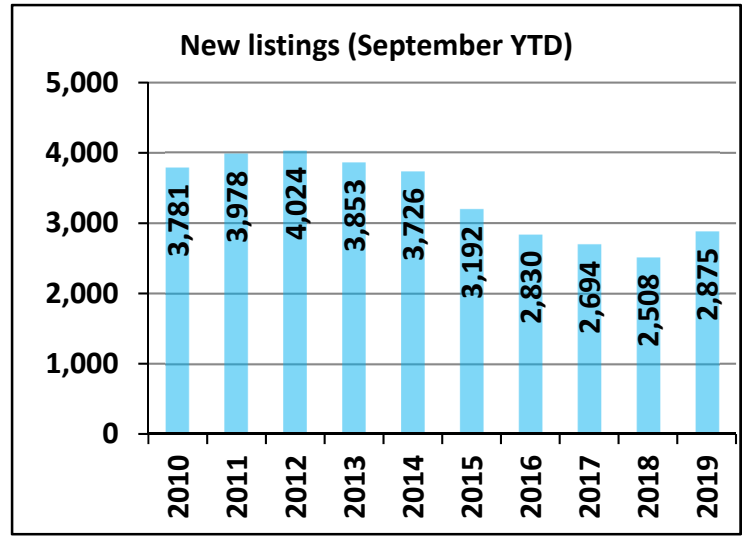
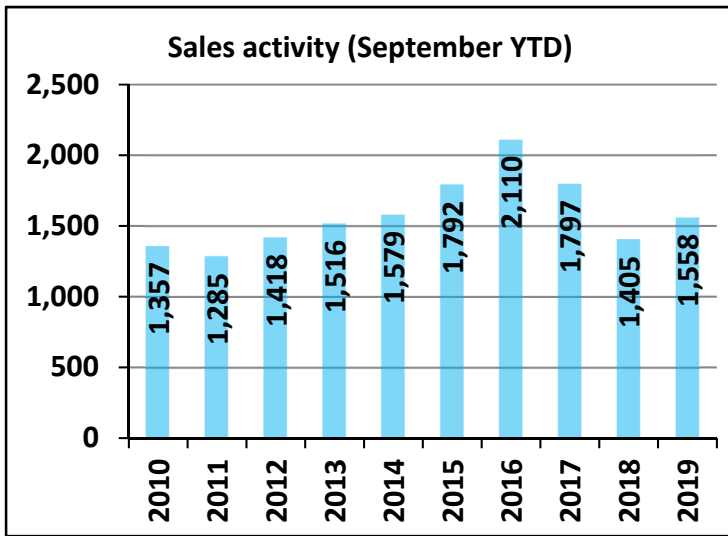
Western District

Residential Market Activity



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Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	201	33.1	11.7	-9.0	0.0	32.2	14.2
Dollar Volume	\$109,040,170	51.4	28.0	26.2	78.8	147.5	115.3
New Listings	332	14.1	18.6	19.9	-7.0	-18.8	-25.2
Active Listings	802	12.8	15.9	18.6	-47.6	-55.5	-47.1
Sales to New Listings Ratio¹	60.5	51.9	64.3	79.8	56.3	37.2	39.6
Months of Inventory²	4.0	4.7	3.8	3.1	7.6	11.9	8.6
Average Price	\$542,488	13.7	14.6	38.8	78.8	87.2	88.5

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	1,558	10.9	-13.3	-26.2	-1.3	9.9	26.4
Dollar Volume	\$840,212,565	22.6	-1.6	5.3	68.2	102.3	155.6
New Listings	2,875	14.6	6.7	1.6	-22.8	-28.6	-16.5
Active Listings³	719	26.6	29.5	-8.1	-51.2	-57.8	-49.4
Sales to New Listings Ratio⁴	54.2	56.0	66.7	74.6	42.4	35.2	35.8
Months of Inventory⁵	4.2	3.6	2.8	3.3	8.4	10.8	10.4
Average Price	\$539,289	10.6	13.5	42.6	70.5	84.1	102.3

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

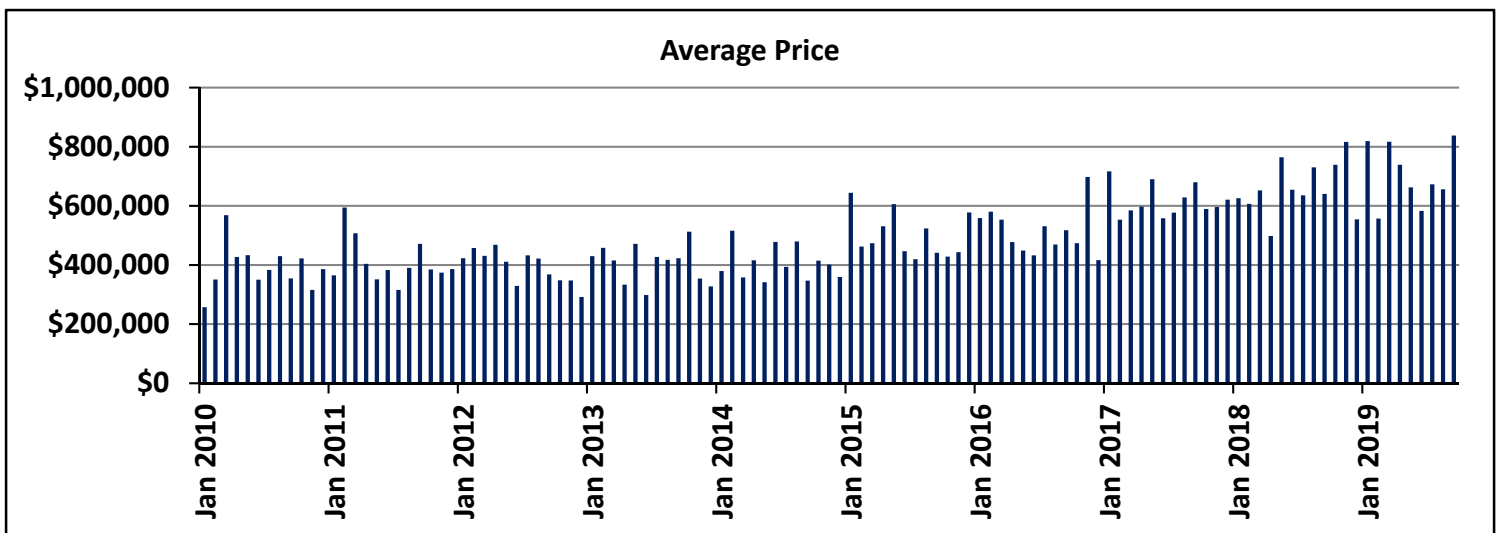
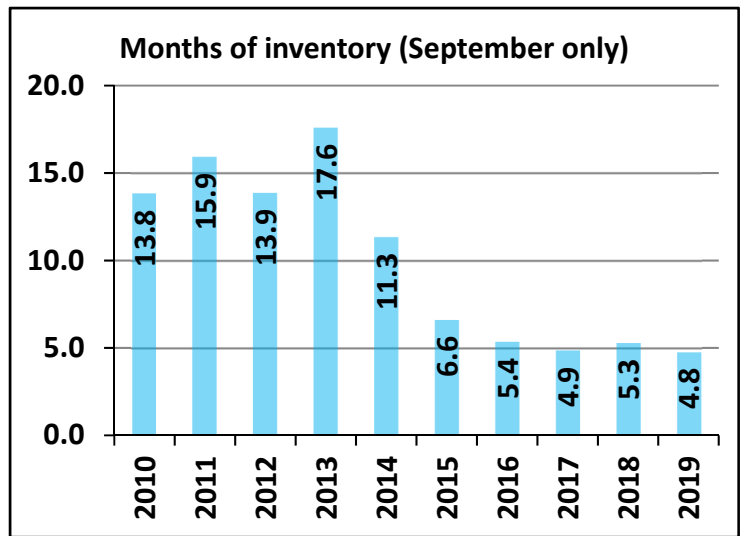
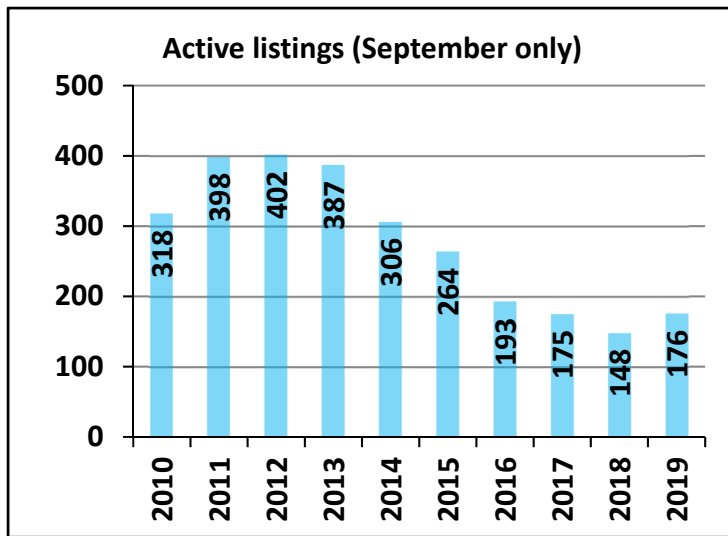
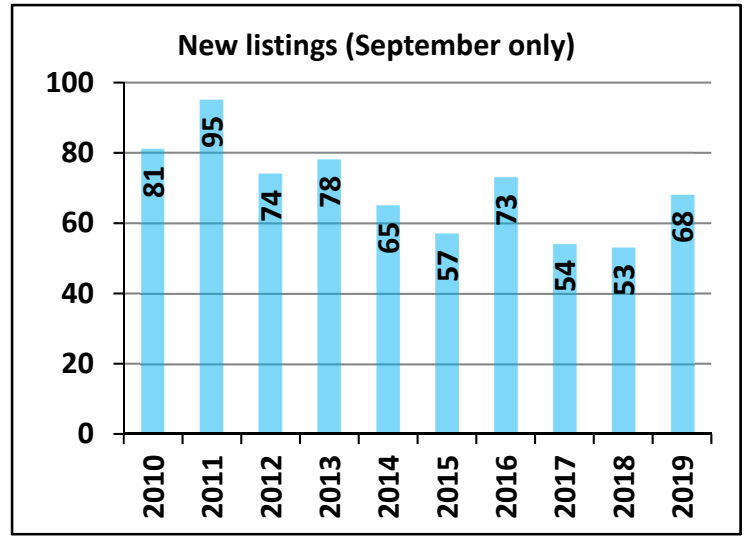
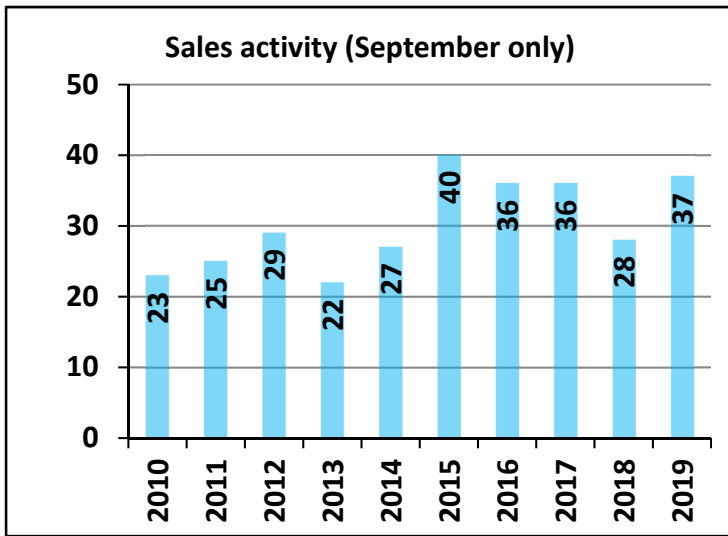
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

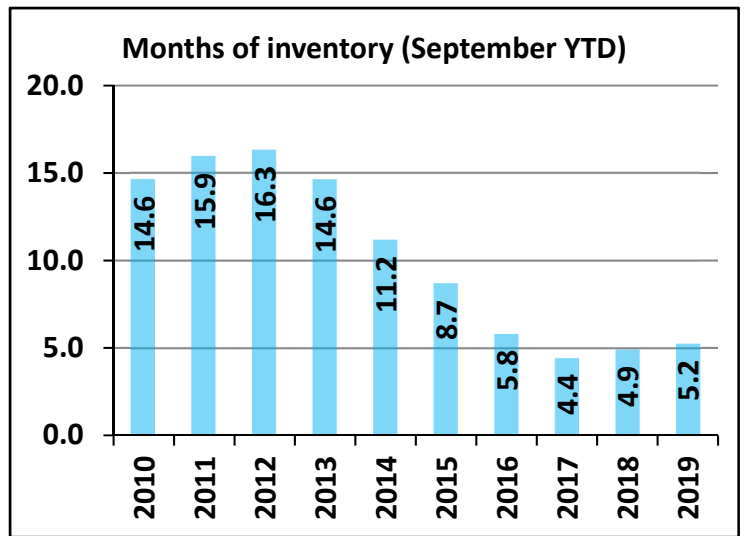
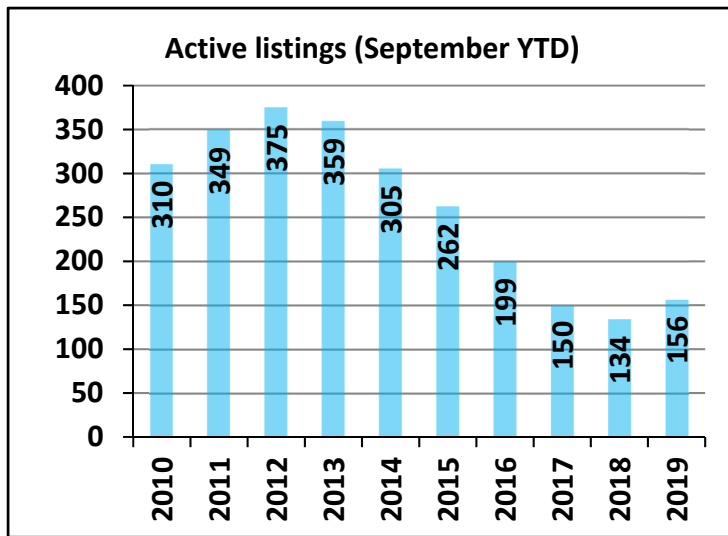
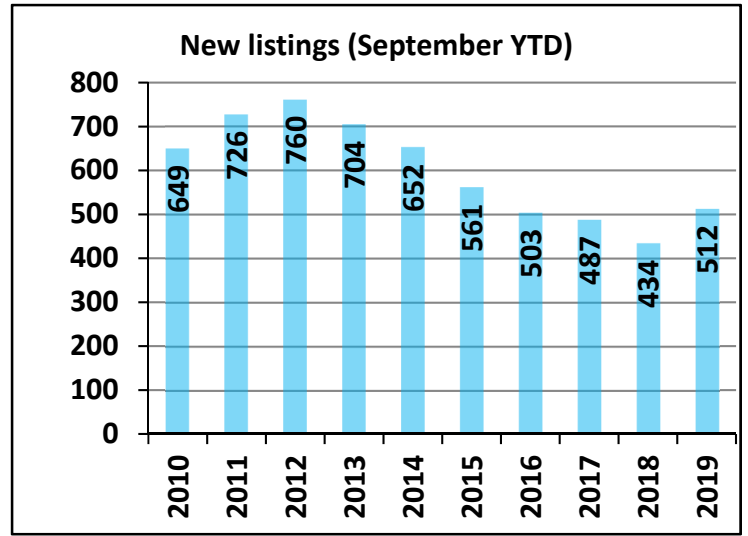
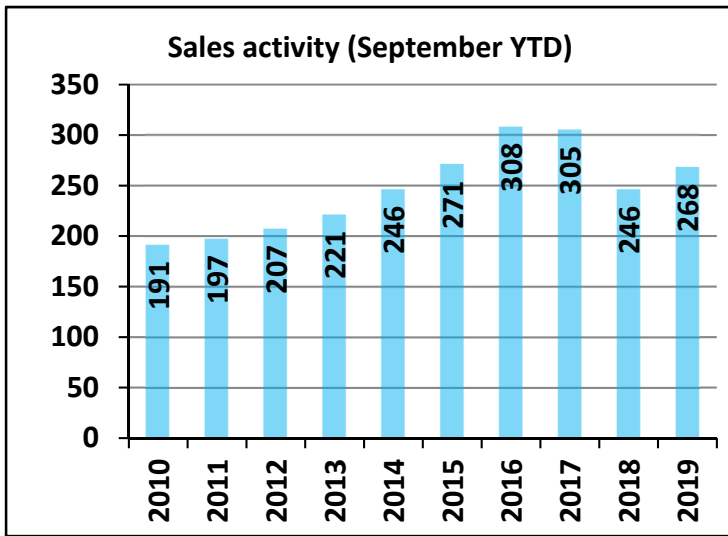
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	37	32.1	2.8	2.8	37.0	27.6	-5.1
Dollar Volume	\$30,996,200	72.9	26.7	66.4	231.2	190.4	103.1
New Listings	68	28.3	25.9	-6.8	4.6	-8.1	-19.0
Active Listings	176	18.9	0.6	-8.8	-42.5	-56.2	-44.3
Sales to New Listings Ratio¹	54.4	52.8	66.7	49.3	41.5	39.2	46.4
Months of Inventory²	4.8	5.3	4.9	5.4	11.3	13.9	8.1
Average Price	\$837,735	30.9	23.3	61.9	141.7	127.6	114.1

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	268	8.9	-12.1	-13.0	8.9	29.5	38.9
Dollar Volume	\$190,486,176	19.3	0.6	23.9	89.8	122.3	165.0
New Listings	512	18.0	5.1	1.8	-21.5	-32.6	-20.4
Active Listings³	156	16.4	4.0	-21.6	-48.9	-58.4	-49.5
Sales to New Listings Ratio⁴	52.3	56.7	62.6	61.2	37.7	27.2	30.0
Months of Inventory⁵	5.2	4.9	4.4	5.8	11.2	16.3	14.4
Average Price	\$710,769	9.5	14.5	42.3	74.2	71.7	90.8

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

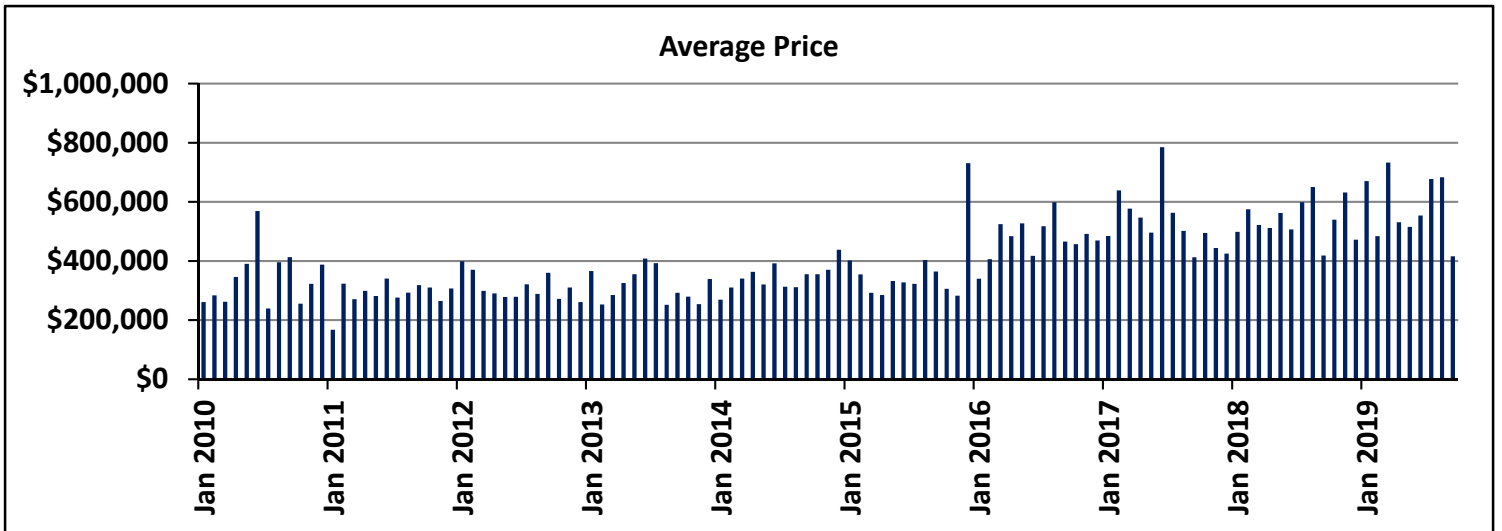
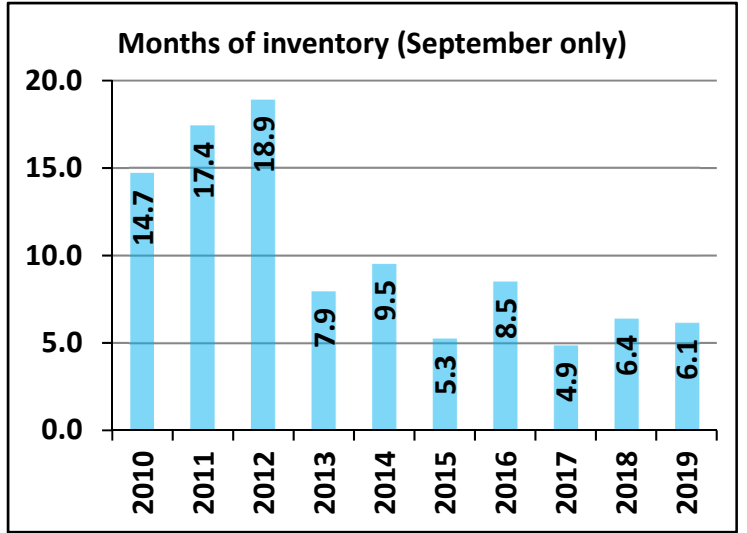
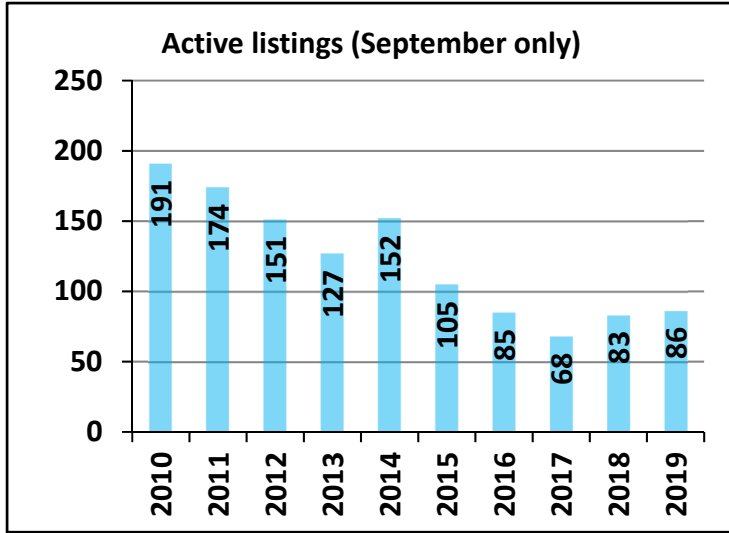
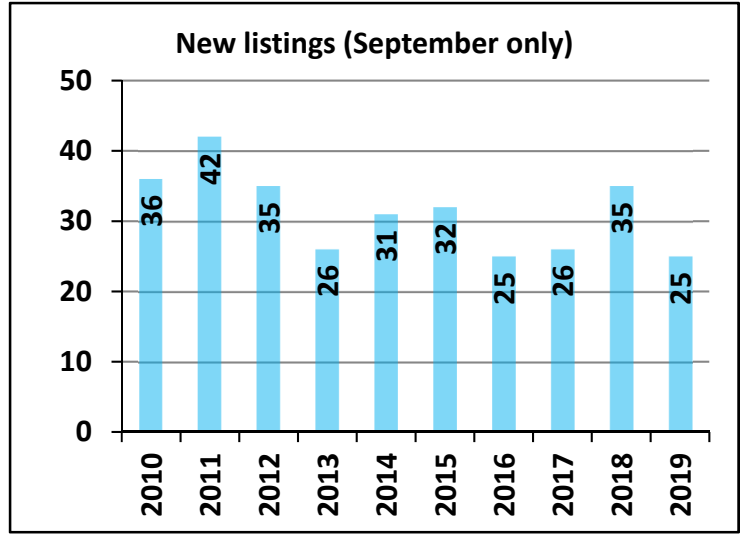
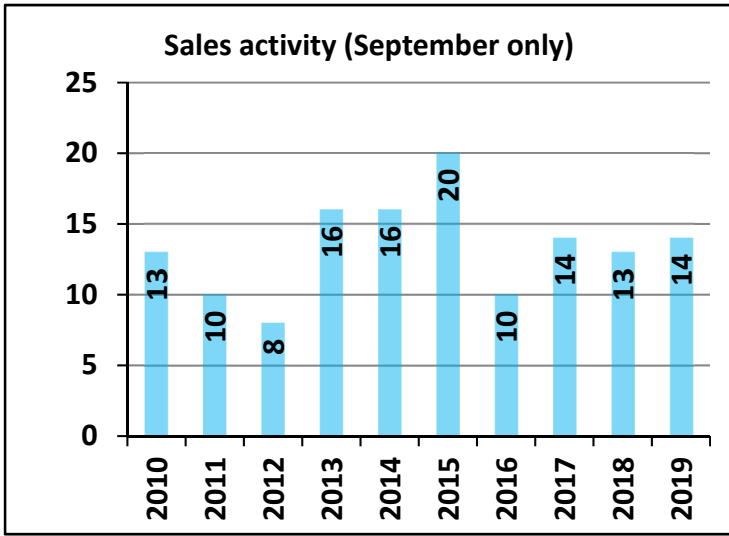
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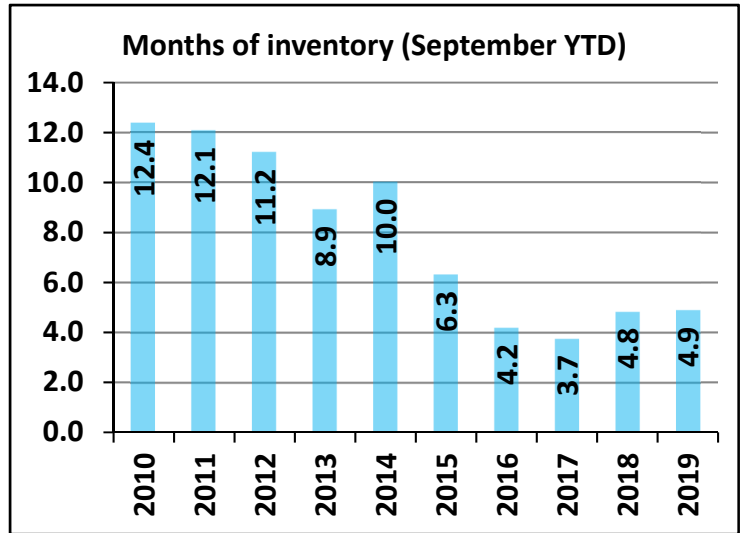
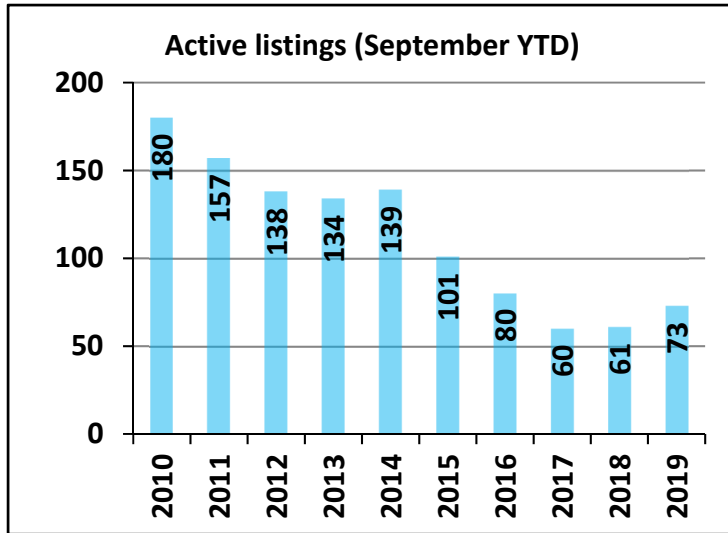
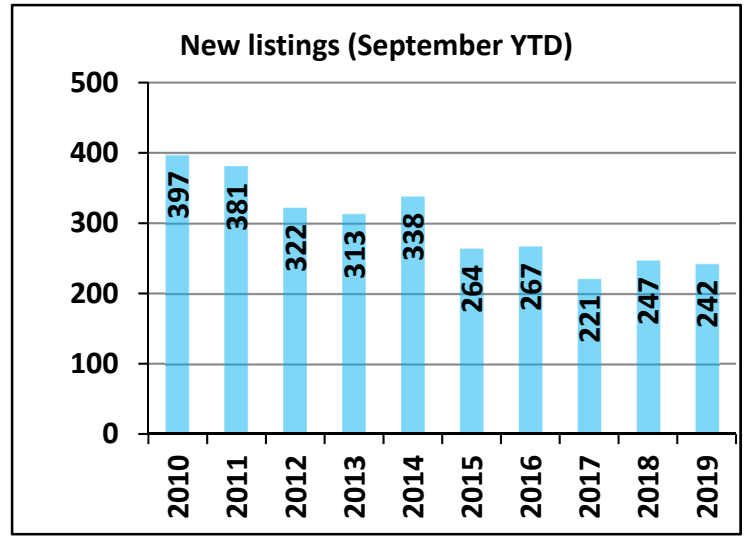
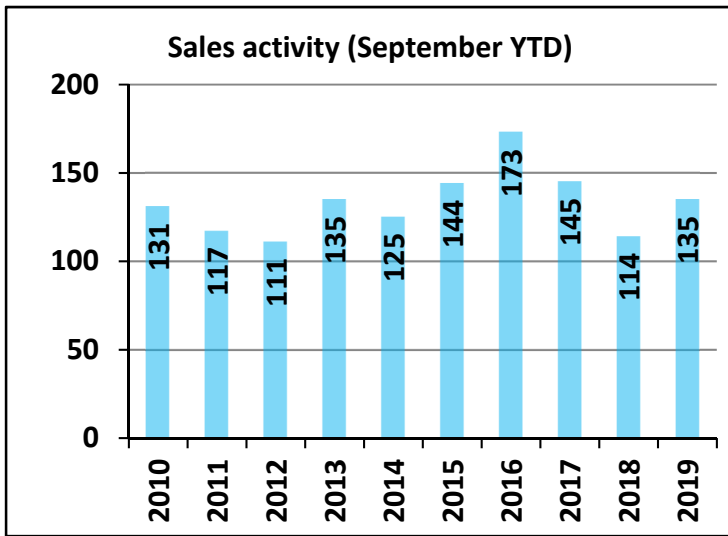
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	14	7.7	0.0	40.0	-12.5	75.0	-22.2
Dollar Volume	\$5,819,000	7.0	0.8	25.0	2.5	102.2	19.8
New Listings	25	-28.6	-3.8	0.0	-19.4	-28.6	-32.4
Active Listings	86	3.6	26.5	1.2	-43.4	-43.0	-47.9
Sales to New Listings Ratio¹	56.0	37.1	53.8	40.0	51.6	22.9	48.6
Months of Inventory²	6.1	6.4	4.9	8.5	9.5	18.9	9.2
Average Price	\$415,643	-0.6	0.8	-10.7	17.1	15.6	54.0

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	135	18.4	-6.9	-22.0	8.0	21.6	12.5
Dollar Volume	\$79,386,526	30.6	-1.4	-5.8	87.9	125.7	168.6
New Listings	242	-2.0	9.5	-9.4	-28.4	-24.8	-32.2
Active Listings³	73	19.7	21.7	-8.8	-47.5	-47.1	-52.3
Sales to New Listings Ratio⁴	55.8	46.2	65.6	64.8	37.0	34.5	33.6
Months of Inventory⁵	4.9	4.8	3.7	4.2	10.0	11.2	11.5
Average Price	\$588,048	10.2	5.9	20.8	73.9	85.6	138.8

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

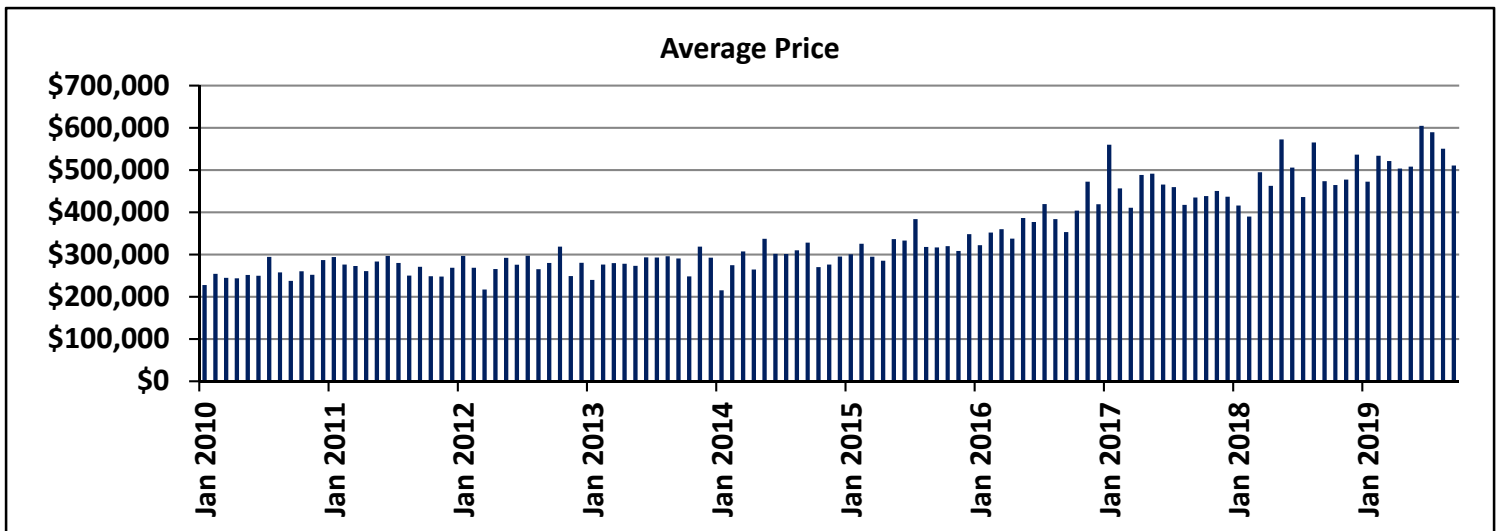
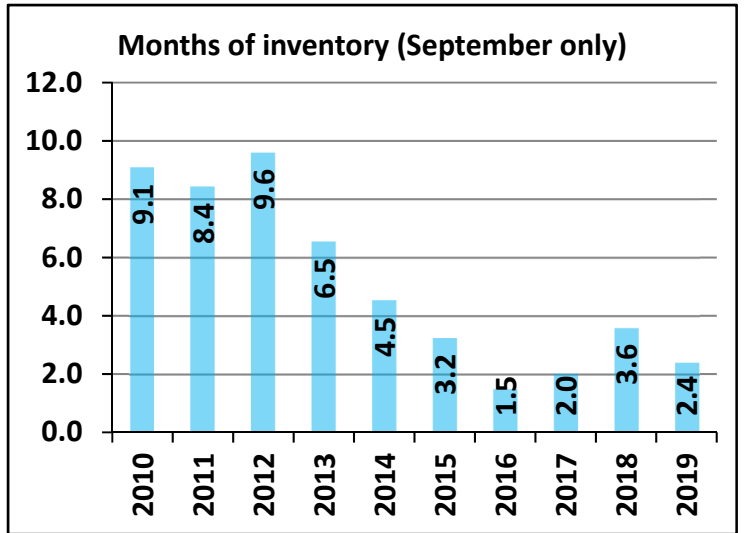
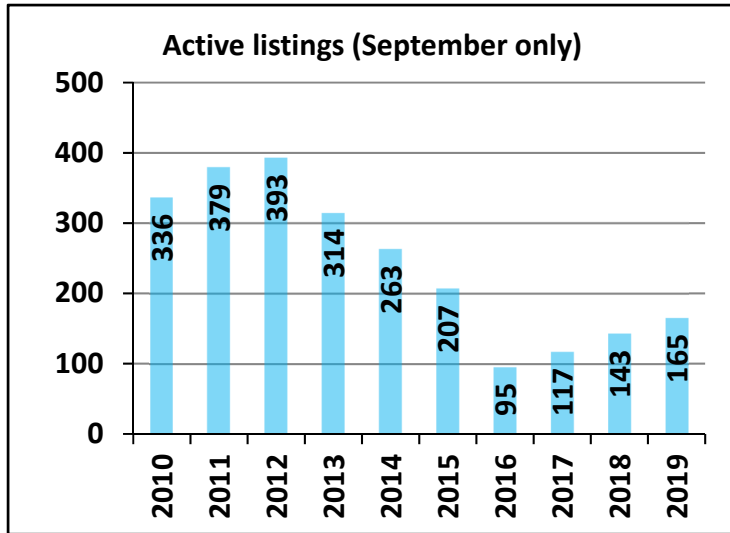
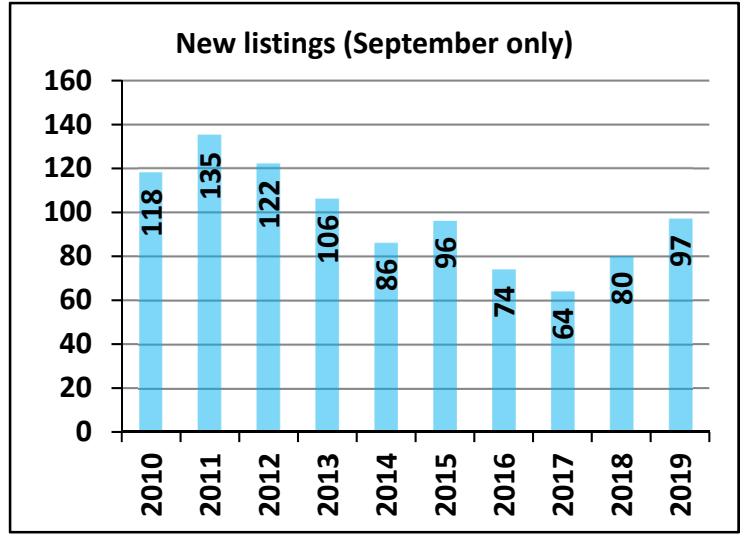
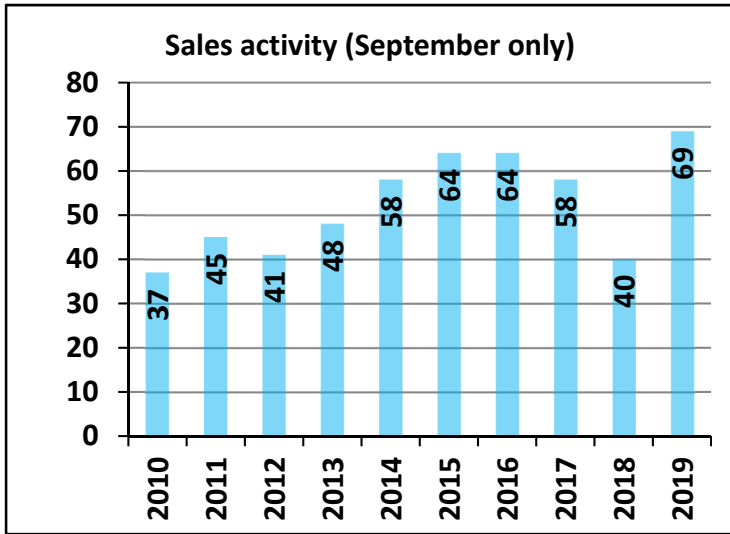
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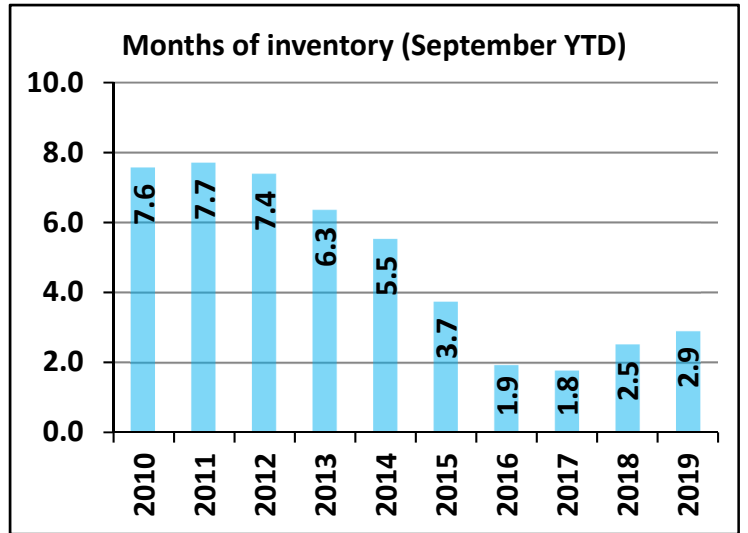
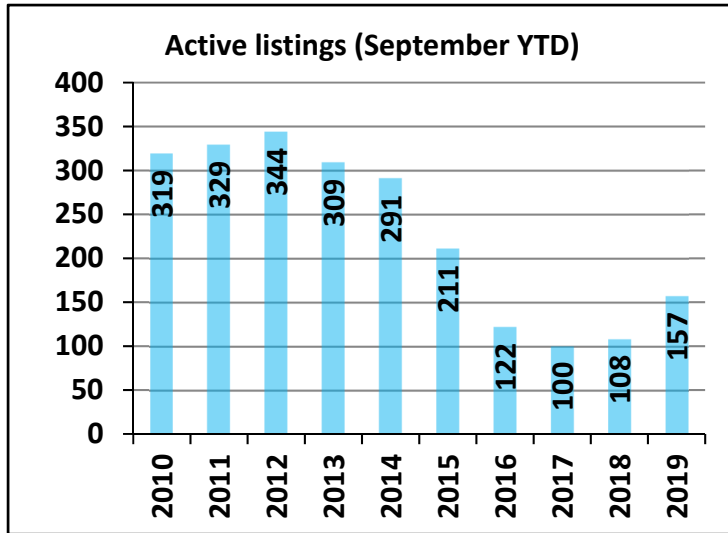
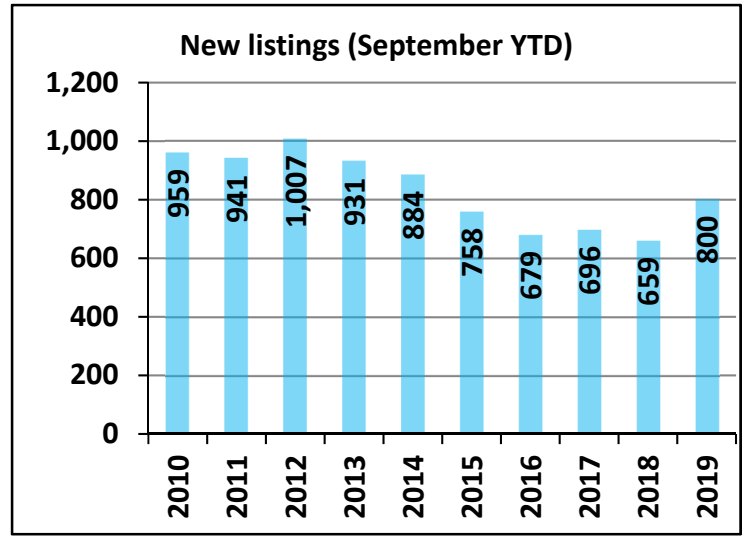
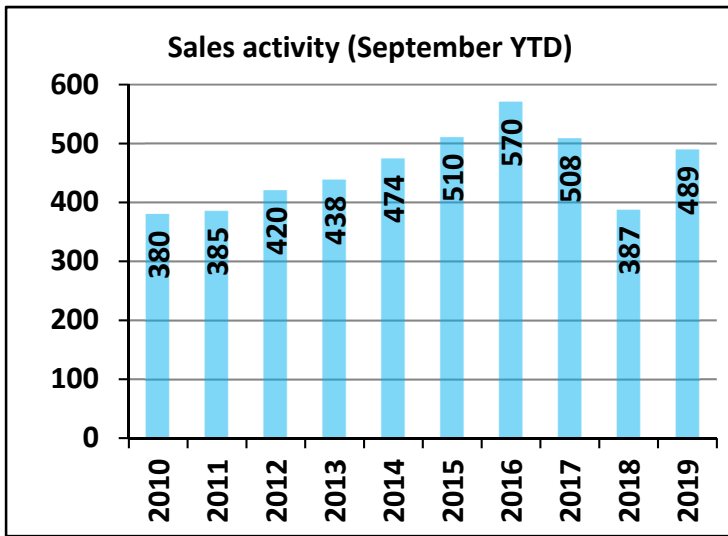
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	69	72.5	19.0	7.8	19.0	68.3	64.3
Dollar Volume	\$35,237,482	86.1	39.7	56.0	85.2	207.2	250.9
New Listings	97	21.3	51.6	31.1	12.8	-20.5	-11.8
Active Listings	165	15.4	41.0	73.7	-37.3	-58.0	-46.9
Sales to New Listings Ratio¹	71.1	50.0	90.6	86.5	67.4	33.6	38.2
Months of Inventory²	2.4	3.6	2.0	1.5	4.5	9.6	7.4
Average Price	\$510,688	7.9	17.5	44.7	55.6	82.5	113.6

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	489	26.4	-3.7	-14.2	3.2	16.4	36.6
Dollar Volume	\$263,233,574	39.4	12.7	24.9	84.1	129.8	212.0
New Listings	800	21.4	14.9	17.8	-9.5	-20.6	-2.9
Active Listings³	157	45.4	57.0	28.7	-46.0	-54.4	-46.6
Sales to New Listings Ratio⁴	61.1	58.7	73.0	83.9	53.6	41.7	43.4
Months of Inventory⁵	2.9	2.5	1.8	1.9	5.5	7.4	7.4
Average Price	\$538,310	10.3	17.1	45.6	78.5	97.4	128.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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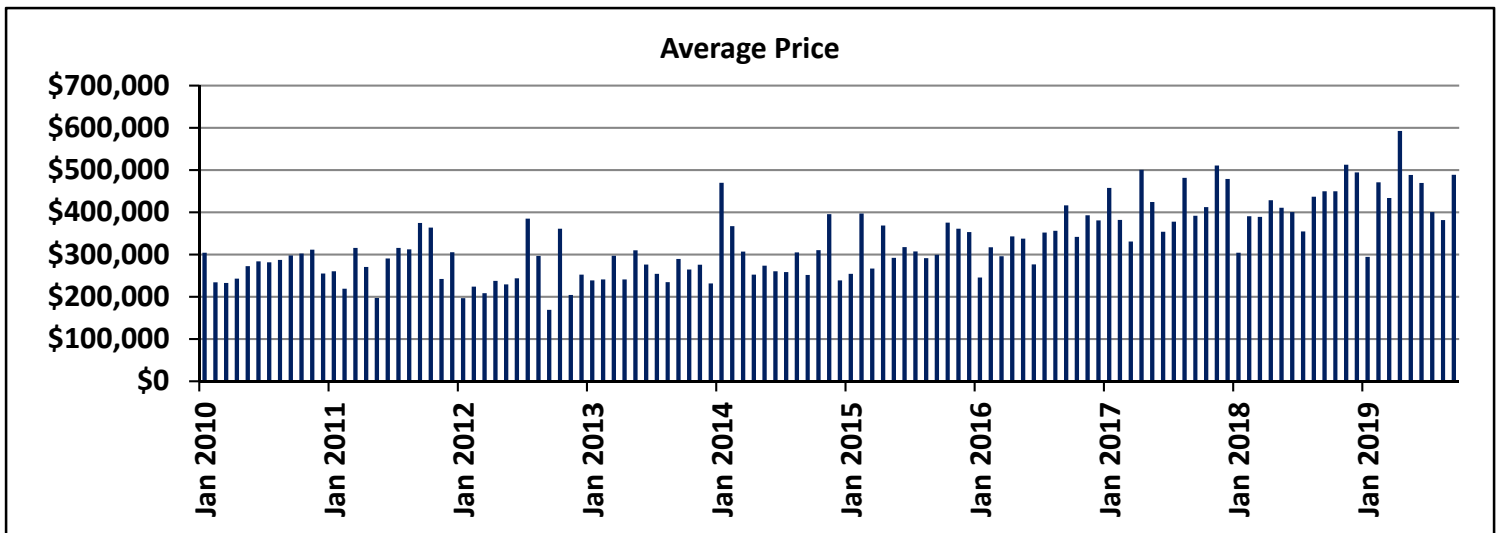
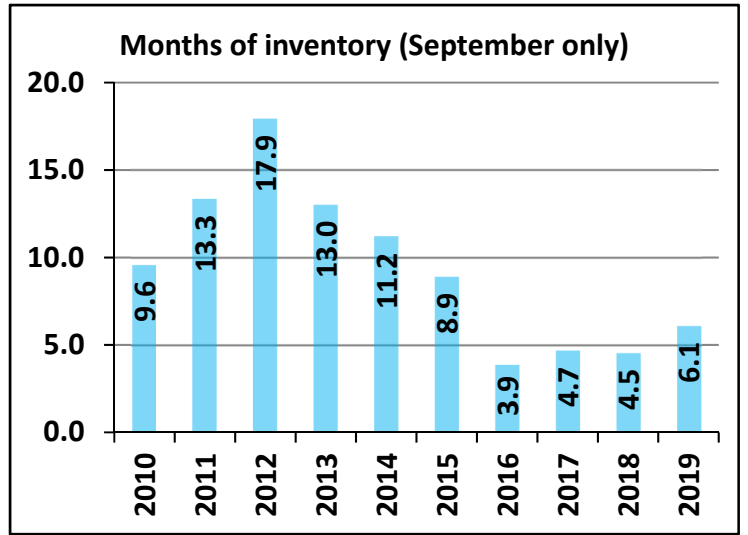
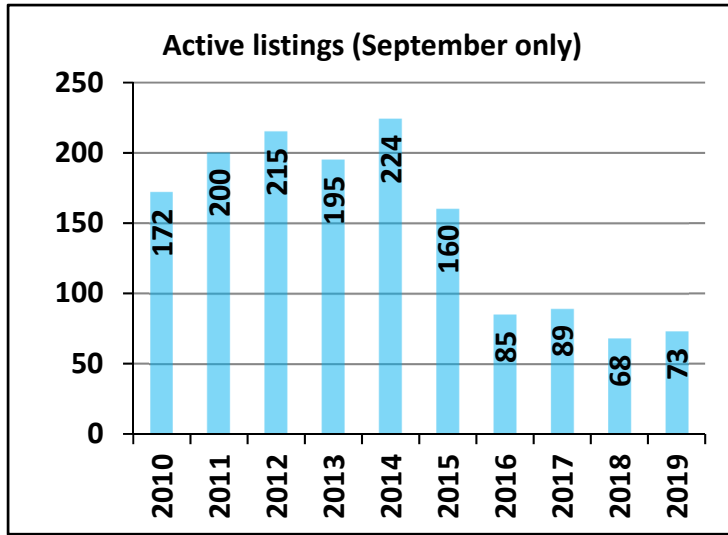
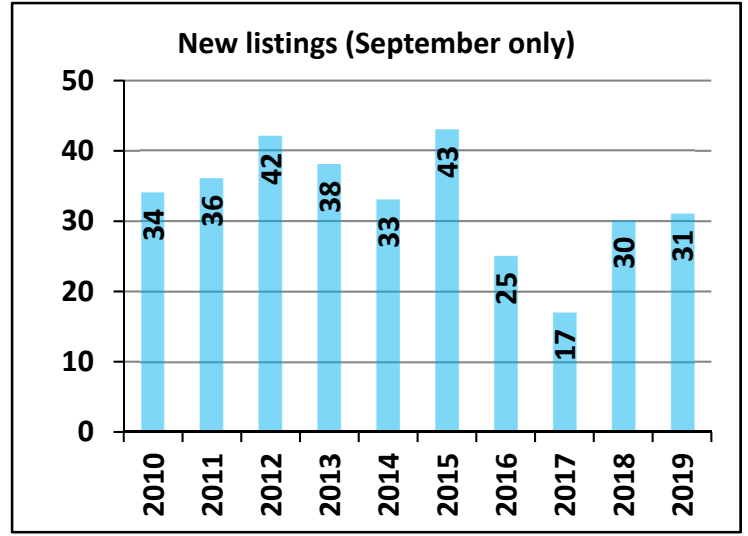
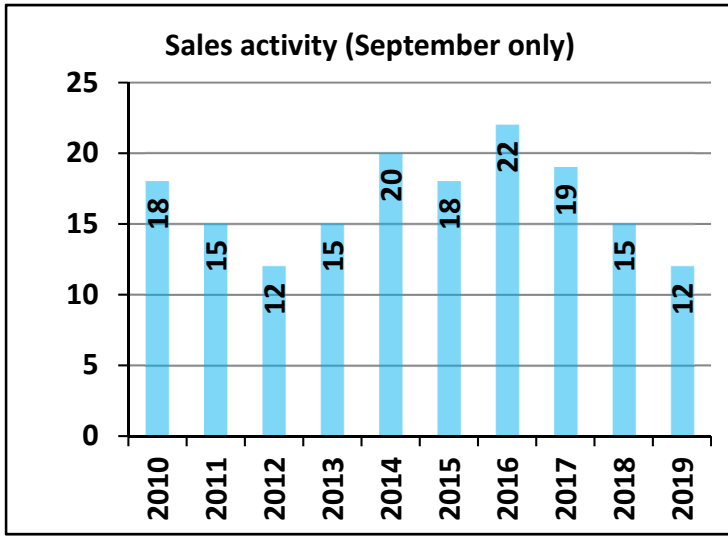
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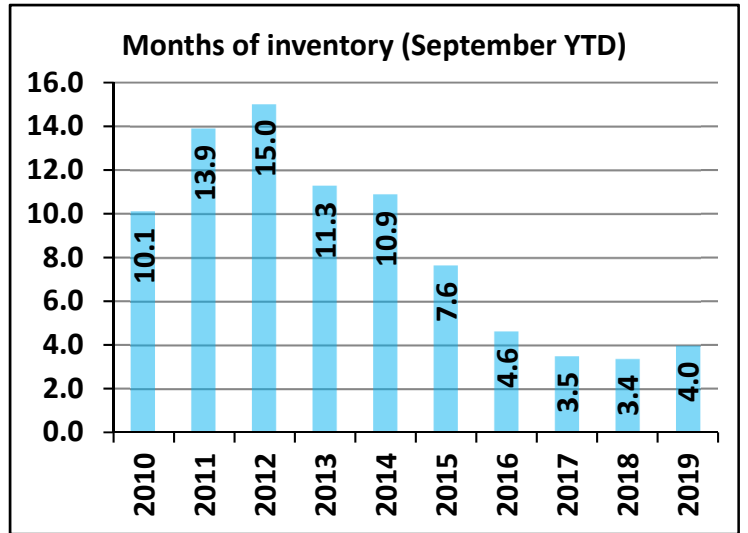
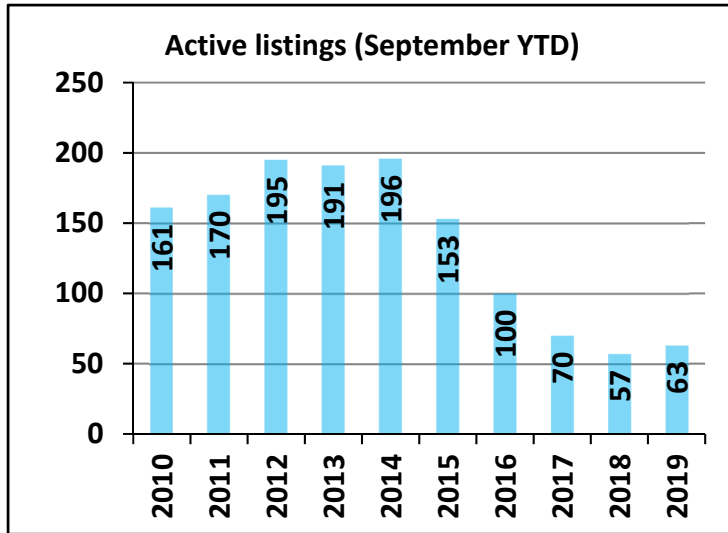
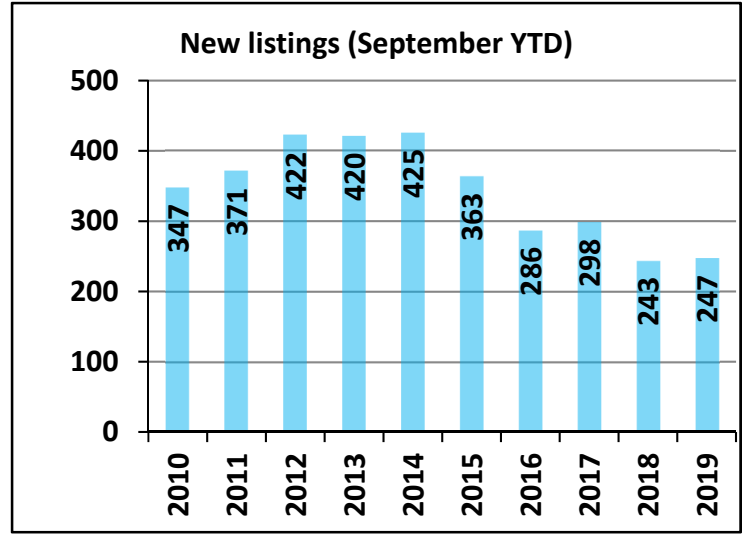
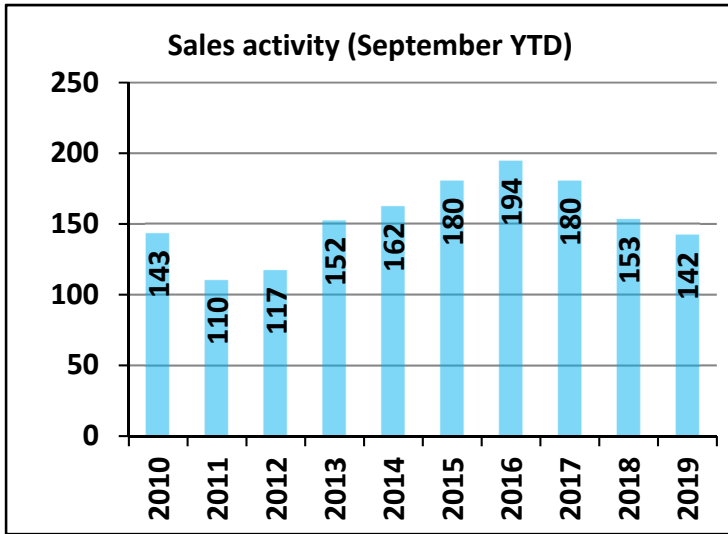
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	12	-20.0	-36.8	-45.5	-40.0	0.0	-20.0
Dollar Volume	\$5,864,788	-13.0	-21.2	-36.0	16.6	189.6	47.9
New Listings	31	3.3	82.4	24.0	-6.1	-26.2	-32.6
Active Listings	73	7.4	-18.0	-14.1	-67.4	-66.0	-56.3
Sales to New Listings Ratio¹	38.7	50.0	111.8	88.0	60.6	28.6	32.6
Months of Inventory²	6.1	4.5	4.7	3.9	11.2	17.9	11.1
Average Price	\$488,732	8.7	24.8	17.4	94.4	189.6	84.9

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	142	-7.2	-21.1	-26.8	-12.3	21.4	27.9
Dollar Volume	\$64,195,600	3.3	-11.9	-1.2	41.1	123.0	115.5
New Listings	247	1.6	-17.1	-13.6	-41.9	-41.5	-29.4
Active Listings³	63	10.5	-10.0	-37.0	-67.9	-67.7	-58.0
Sales to New Listings Ratio⁴	57.5	63.0	60.4	67.8	38.1	27.7	31.7
Months of Inventory⁵	4.0	3.4	3.5	4.6	10.9	15.0	12.1
Average Price	\$452,082	11.3	11.7	35.0	60.9	83.7	68.5

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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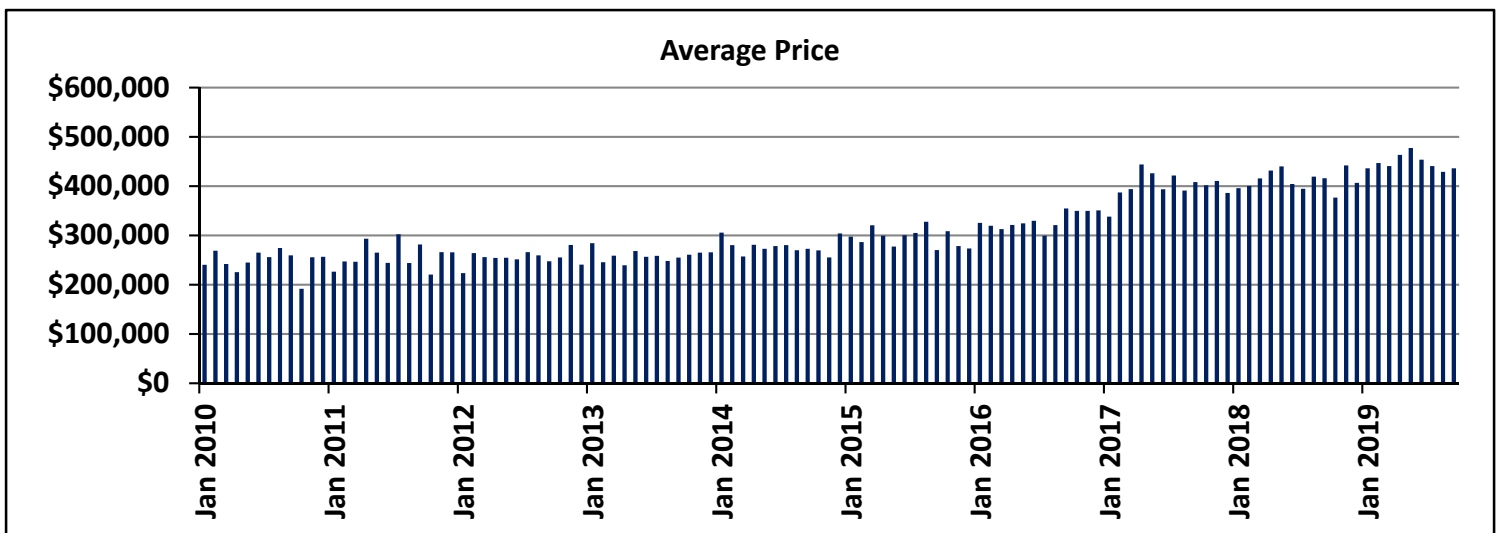
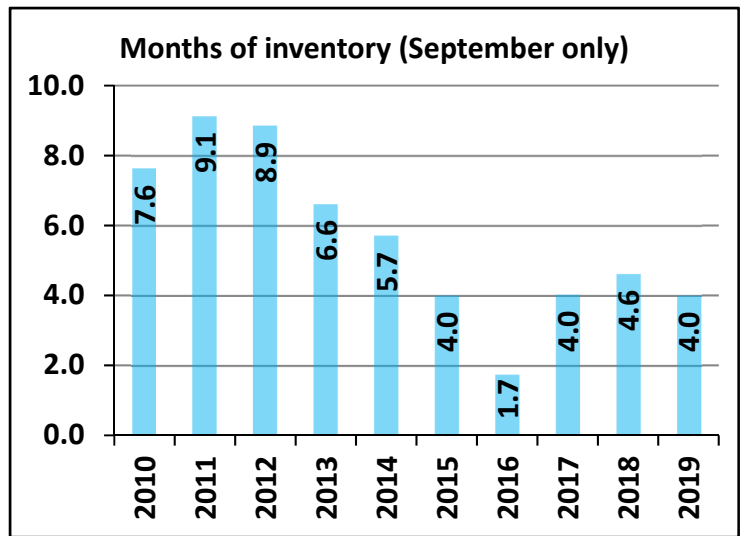
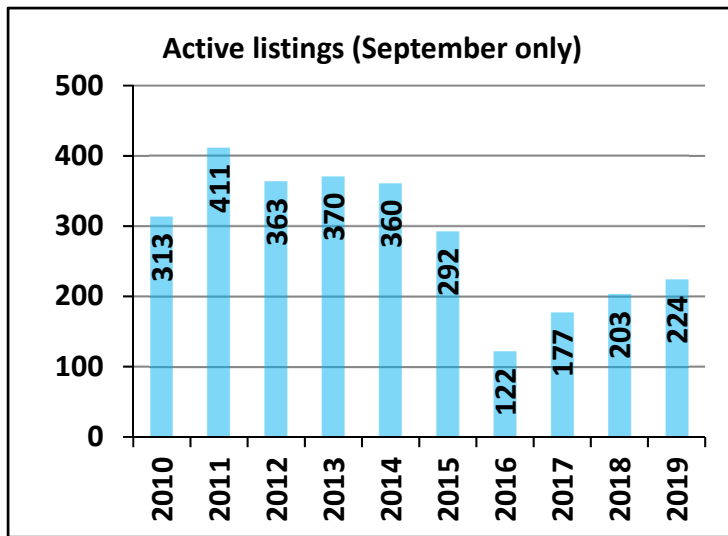
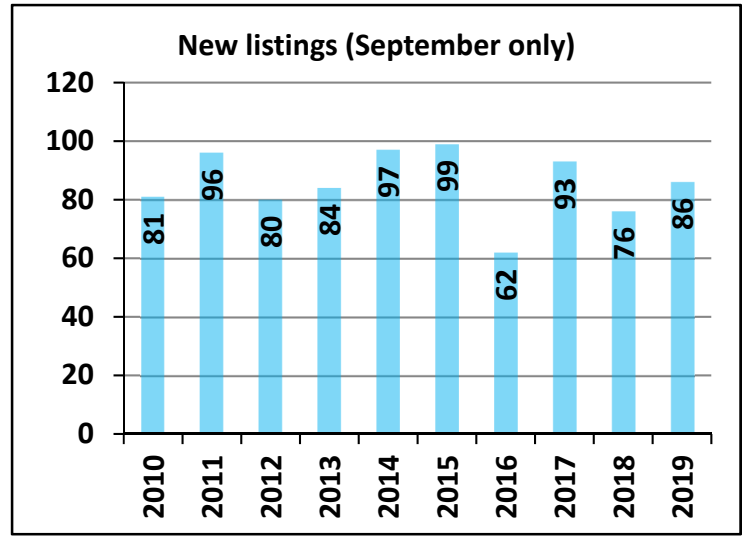
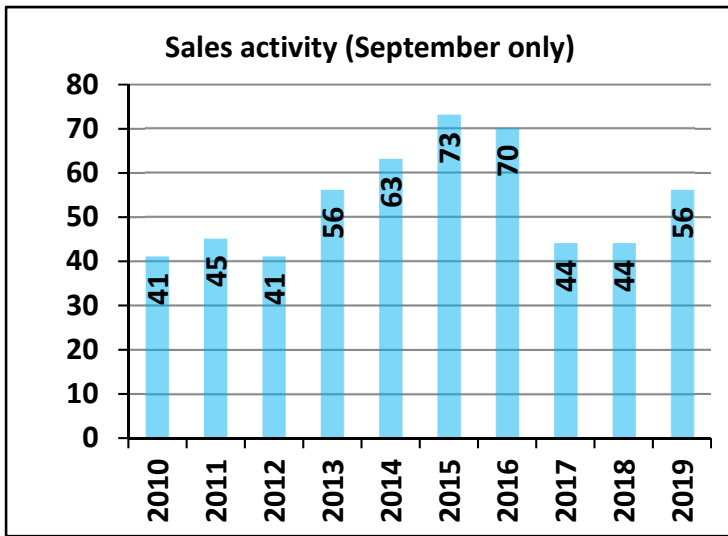
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⁵ Average active listings from January to current month / average sales from January to current month

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

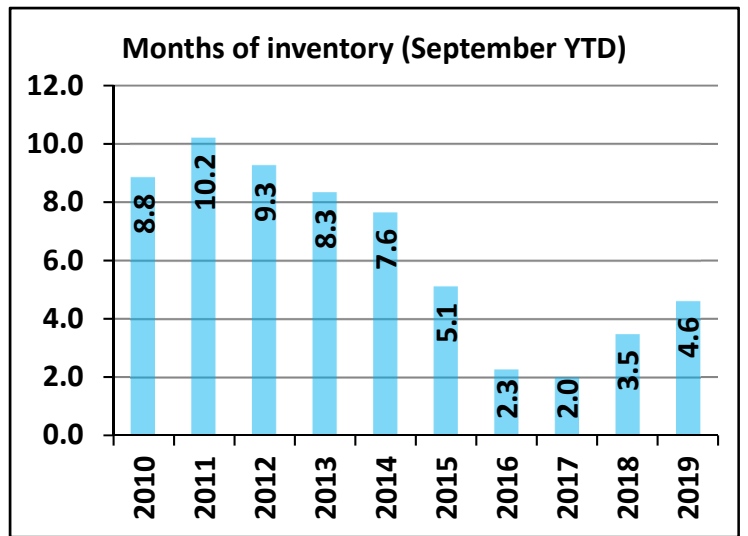
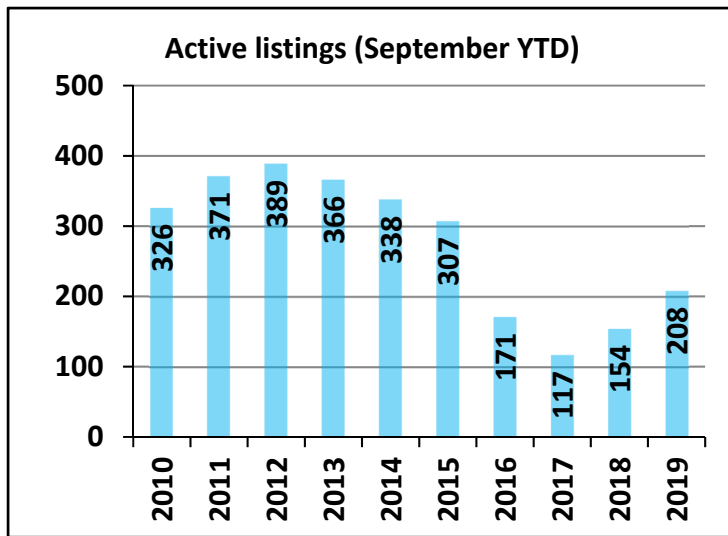
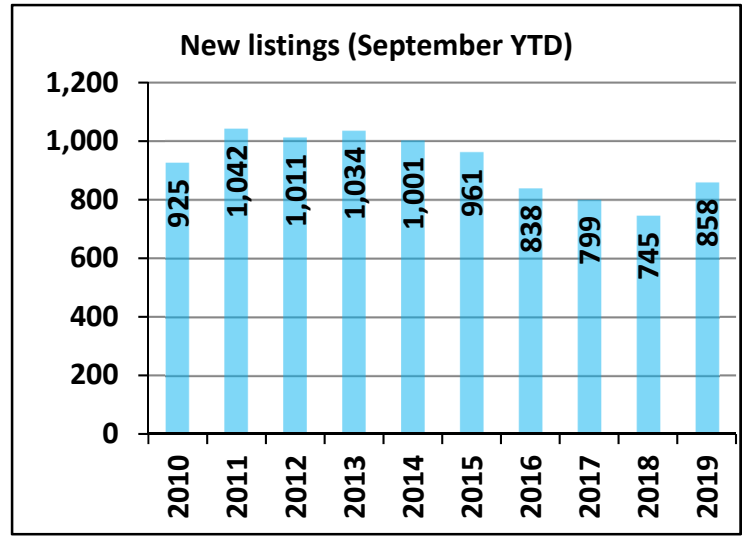
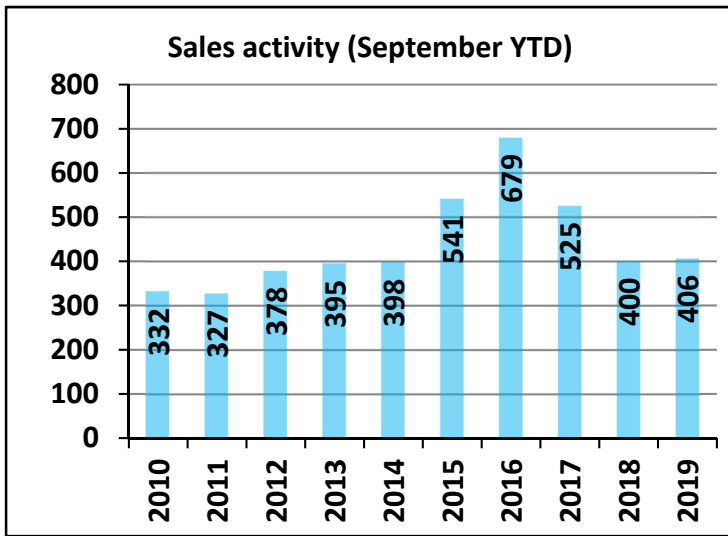
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	56	27.3	27.3	-20.0	-11.1	36.6	36.6
Dollar Volume	\$24,416,800	33.5	36.0	-1.6	42.1	140.6	153.1
New Listings	86	13.2	-7.5	38.7	-11.3	7.5	-23.2
Active Listings	224	10.3	26.6	83.6	-37.8	-38.3	-32.9
Sales to New Listings Ratio¹	65.1	57.9	47.3	112.9	64.9	51.3	36.6
Months of Inventory²	4.0	4.6	4.0	1.7	5.7	8.9	8.1
Average Price	\$436,014	4.9	6.9	23.0	59.8	76.1	85.3

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	406	1.5	-22.7	-40.2	2.0	7.4	30.1
Dollar Volume	\$181,617,537	9.1	-14.9	-17.2	65.8	88.1	143.4
New Listings	858	15.2	7.4	2.4	-14.3	-15.1	-1.7
Active Listings³	208	35.1	77.8	21.6	-38.5	-46.5	-33.5
Sales to New Listings Ratio⁴	47.3	53.7	65.7	81.0	39.8	37.4	35.7
Months of Inventory⁵	4.6	3.5	2.0	2.3	7.6	9.3	9.0
Average Price	\$447,334	7.5	10.1	38.5	62.6	75.1	87.1

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