



Western District

Residential Market Activity

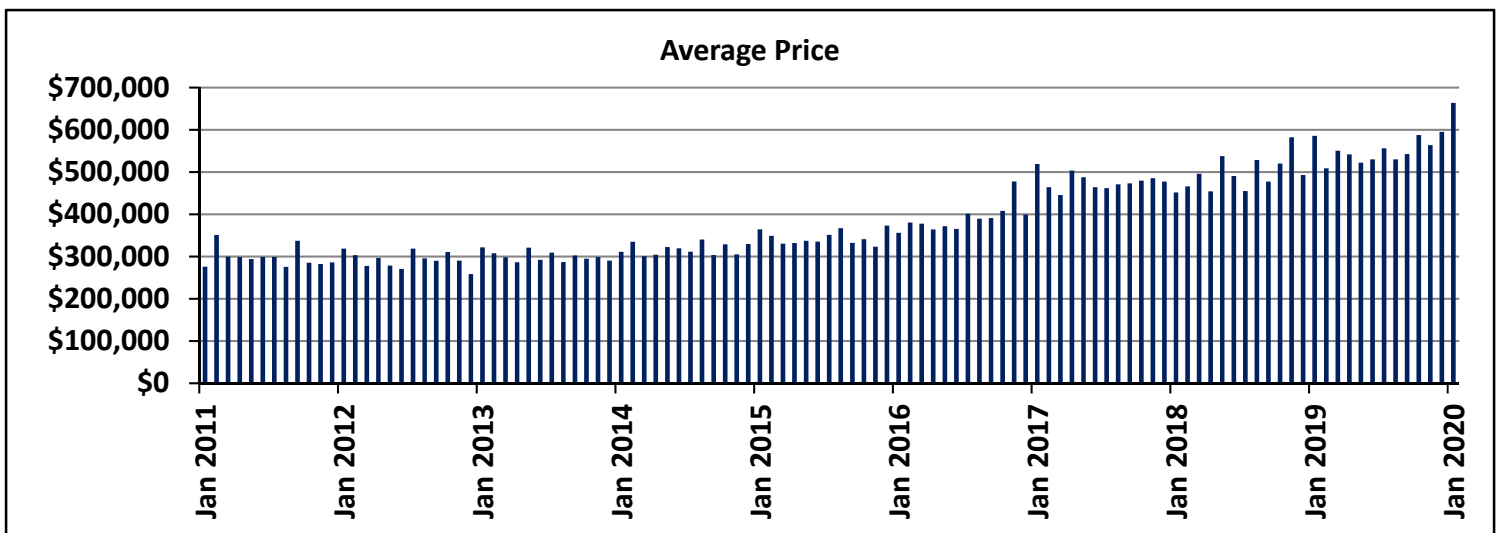
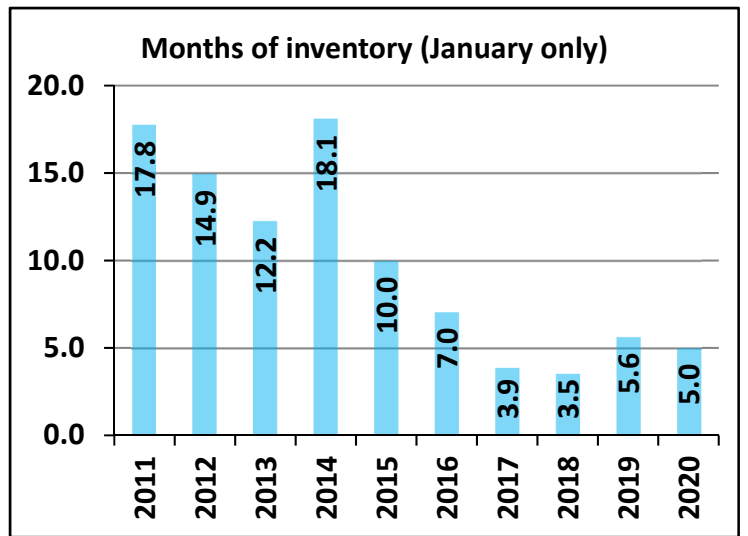
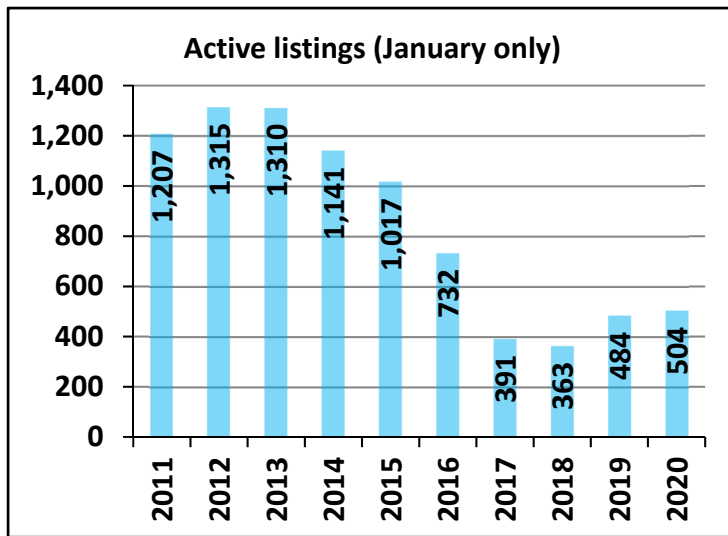
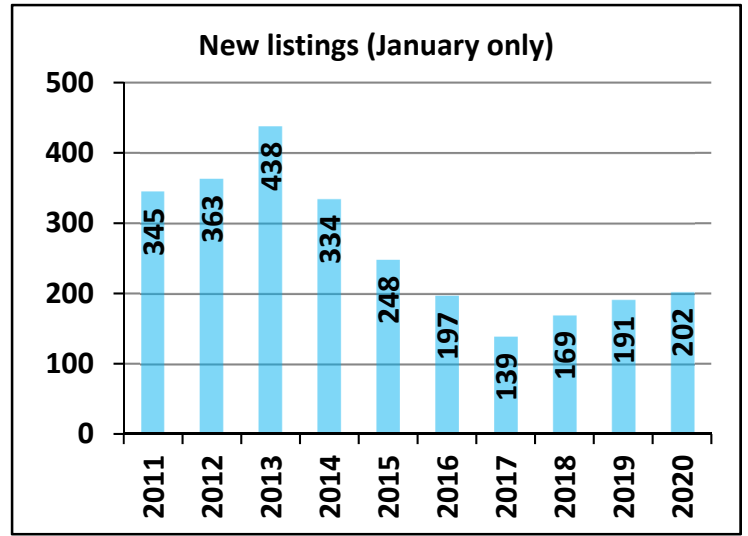
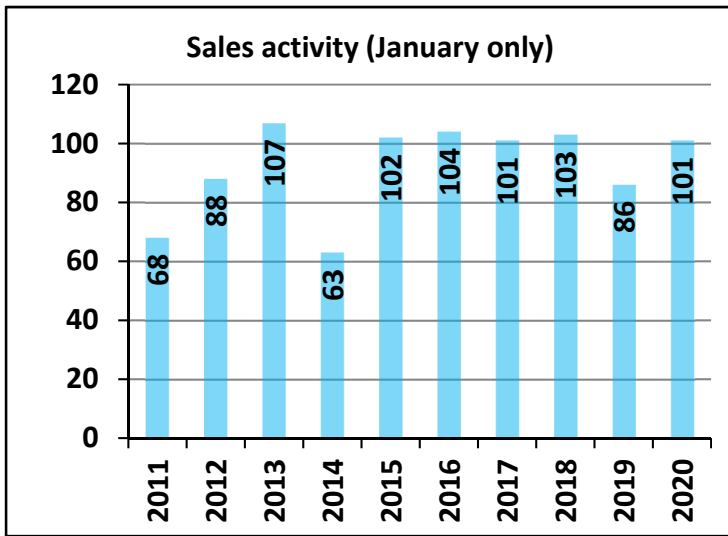
January 2020



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

Western District

Residential Market Activity



Western District

Residential Market Activity

| Actual | January 2020 | Compared to ³ | | | | | |
|--|---------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 101 | 17.4 | -1.9 | 0.0 | -1.0 | -5.6 | 40.3 |
| Dollar Volume | \$67,018,727 | 33.1 | 44.1 | 27.9 | 80.5 | 94.7 | 275.3 |
| New Listings | 202 | 5.8 | 19.5 | 45.3 | -18.5 | -53.9 | -41.1 |
| Active Listings | 504 | 4.1 | 38.8 | 28.9 | -50.4 | -61.5 | -57.1 |
| Sales to New Listings Ratio¹ | 50.0 | 45.0 | 60.9 | 72.7 | 41.1 | 24.4 | 21.0 |
| Months of Inventory² | 5.0 | 5.6 | 3.5 | 3.9 | 10.0 | 12.2 | 16.3 |
| Average Price | \$663,552 | 13.3 | 47.0 | 27.9 | 82.3 | 106.2 | 167.6 |

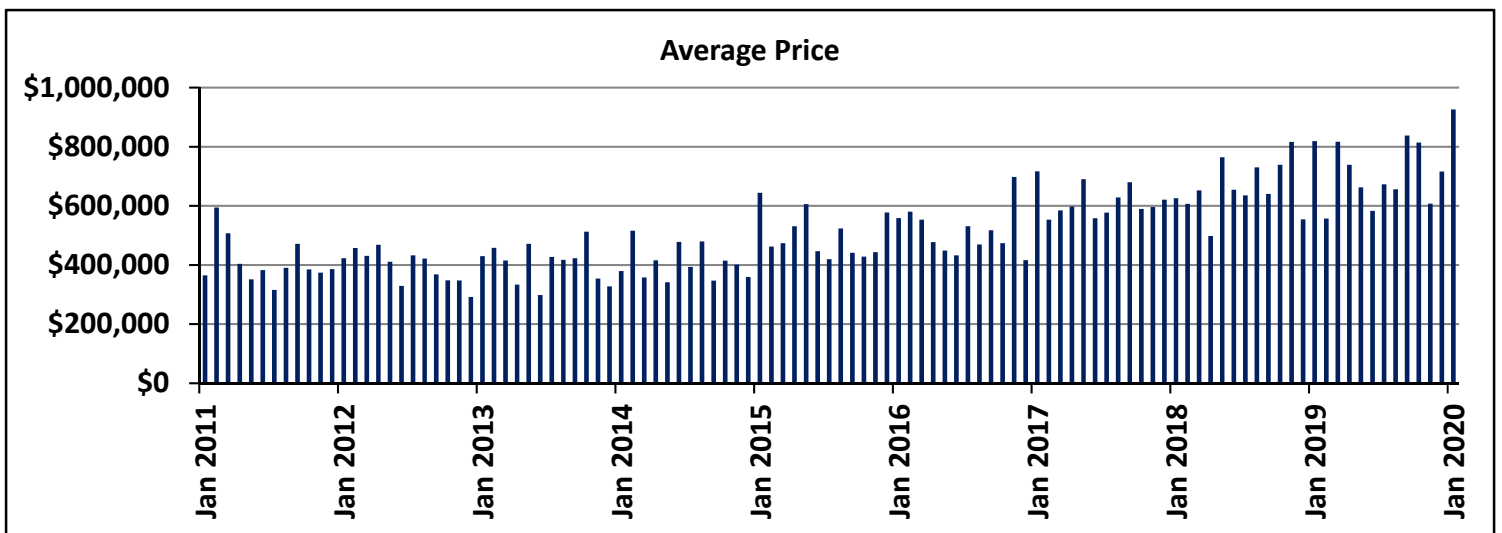
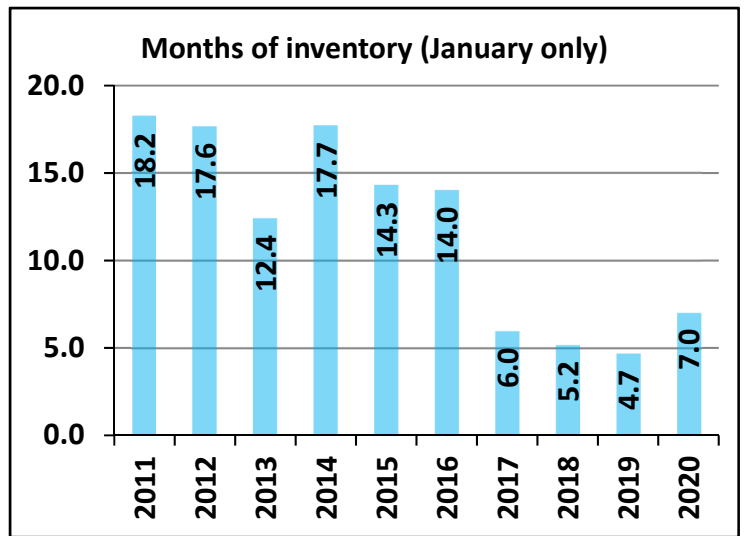
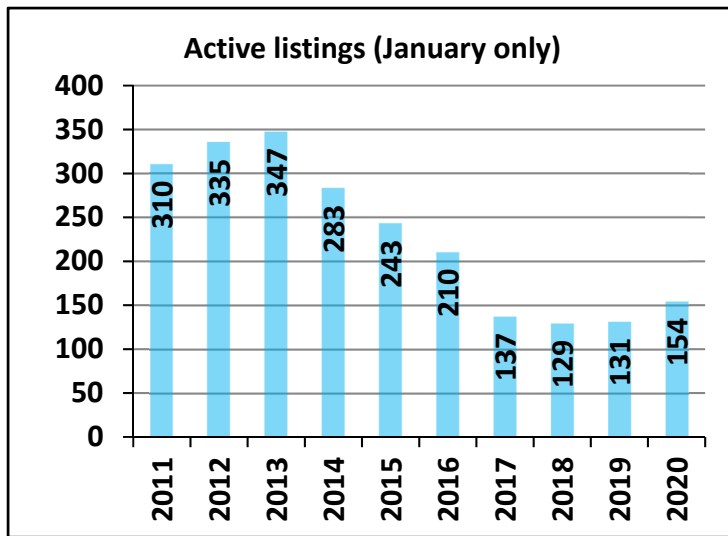
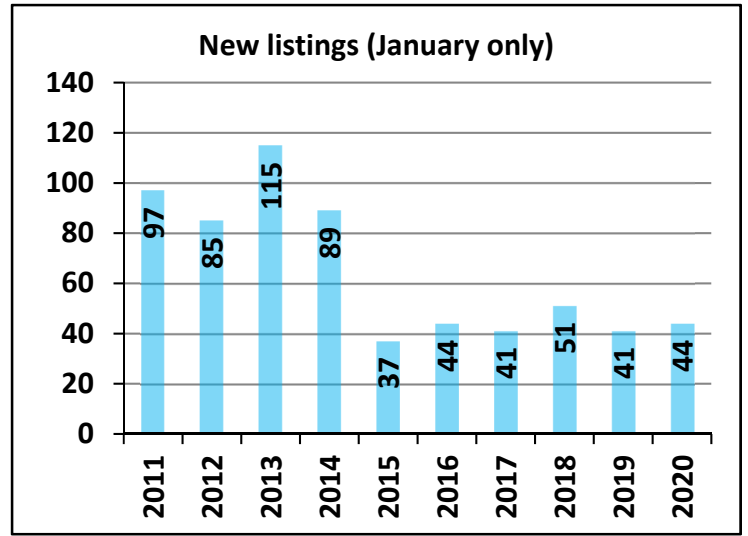
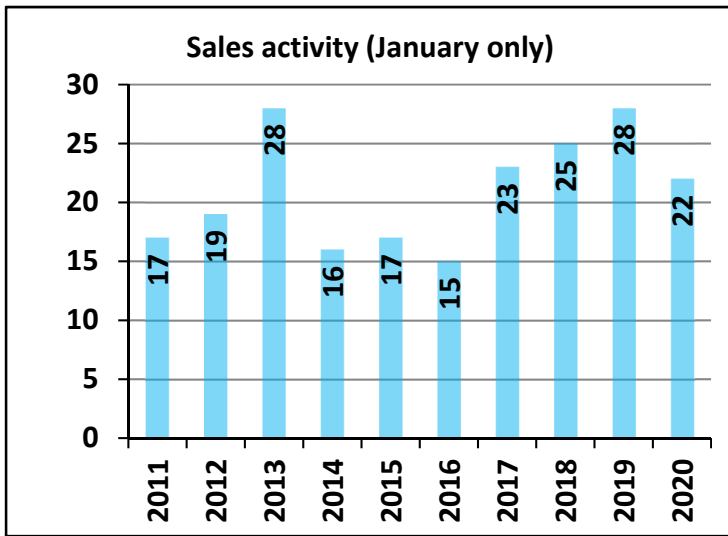
¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ 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

| Actual | January 2020 | Compared to ³ | | | | | |
|--|---------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 22 | -21.4 | -12.0 | -4.3 | 29.4 | -21.4 | 57.1 |
| Dollar Volume | \$20,373,550 | -11.2 | 30.3 | 23.6 | 86.2 | 69.3 | 465.7 |
| New Listings | 44 | 7.3 | -13.7 | 7.3 | 18.9 | -61.7 | -36.2 |
| Active Listings | 154 | 17.6 | 19.4 | 12.4 | -36.6 | -55.6 | -44.0 |
| Sales to New Listings Ratio¹ | 50.0 | 68.3 | 49.0 | 56.1 | 45.9 | 24.3 | 20.3 |
| Months of Inventory² | 7.0 | 4.7 | 5.2 | 6.0 | 14.3 | 12.4 | 19.6 |
| Average Price | \$926,070 | 13.1 | 48.0 | 29.3 | 43.8 | 115.4 | 260.0 |

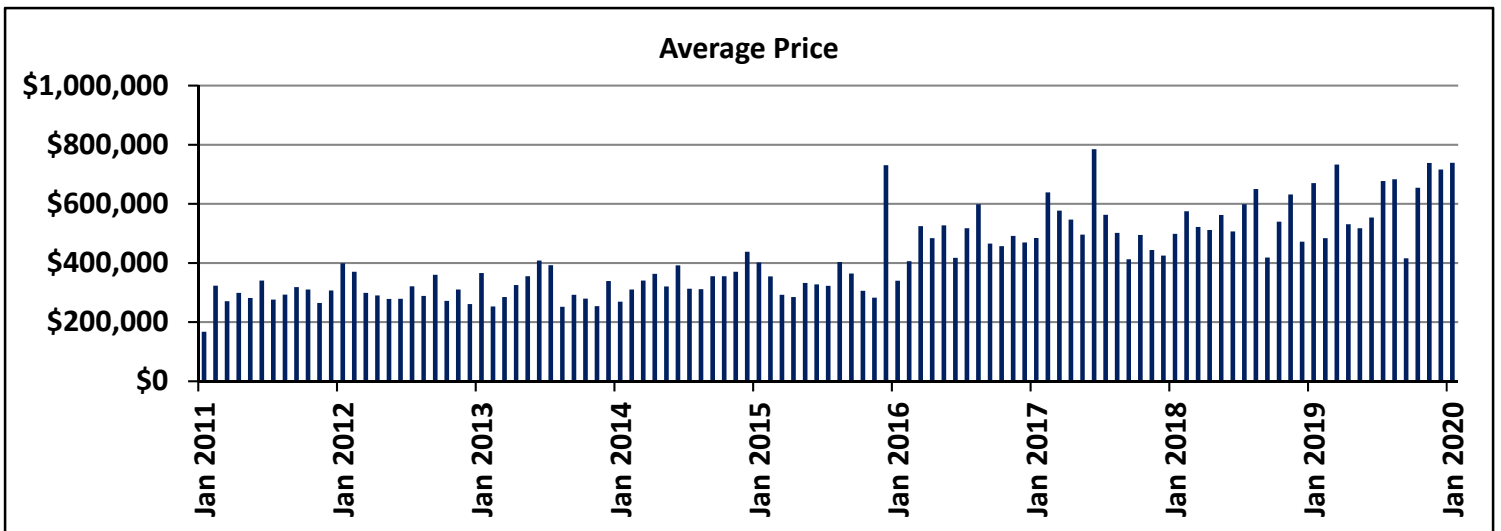
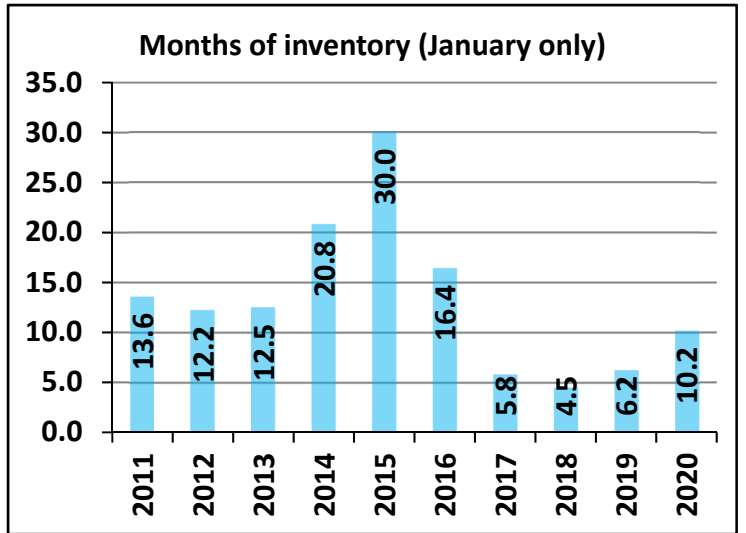
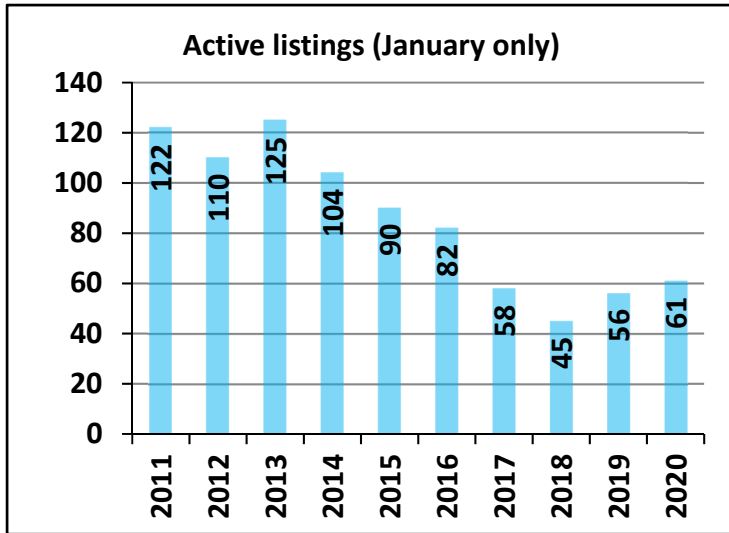
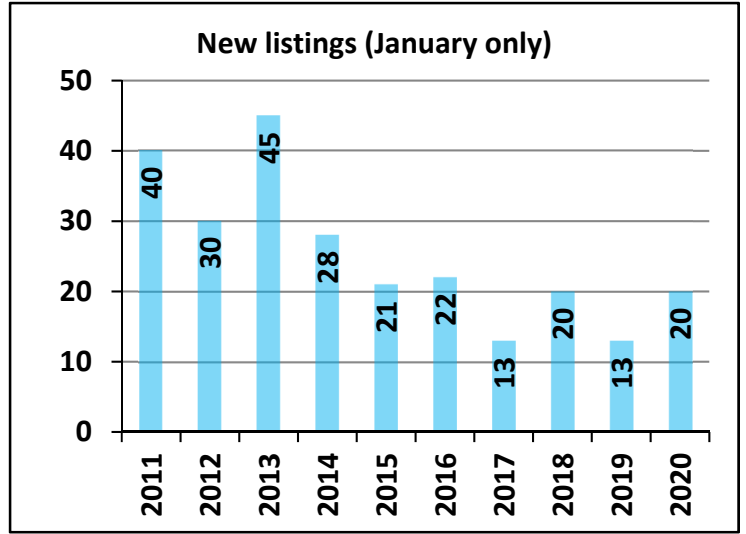
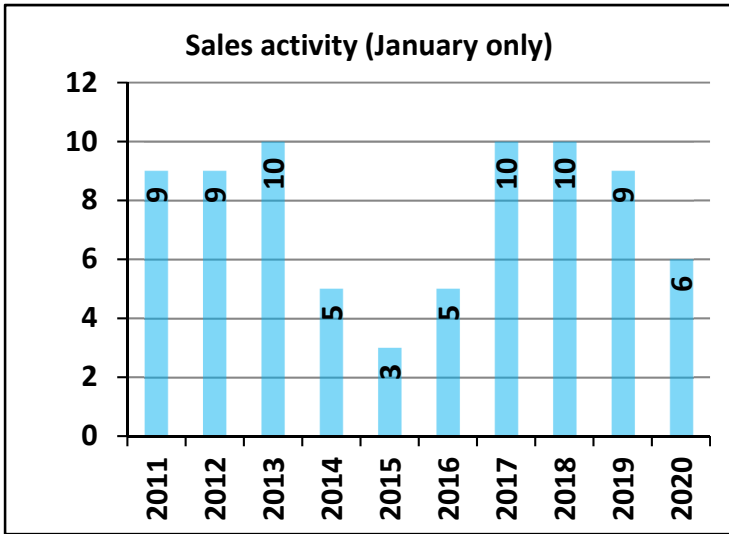
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Clearview

Residential Market Activity



Clearview

Residential Market Activity

| Actual | January 2020 | Compared to ³ | | | | | |
|--|--------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 6 | -33.3 | -40.0 | -40.0 | 100.0 | -40.0 | -33.3 |
| Dollar Volume | \$4,431,500 | -26.5 | -11.0 | -8.5 | 267.8 | 21.1 | 89.0 |
| New Listings | 20 | 53.8 | 0.0 | 53.8 | -4.8 | -55.6 | -58.3 |
| Active Listings | 61 | 8.9 | 35.6 | 5.2 | -32.2 | -51.2 | -55.5 |
| Sales to New Listings Ratio¹ | 30.0 | 69.2 | 50.0 | 76.9 | 14.3 | 22.2 | 18.8 |
| Months of Inventory² | 10.2 | 6.2 | 4.5 | 5.8 | 30.0 | 12.5 | 15.2 |
| Average Price | \$738,583 | 10.2 | 48.3 | 52.4 | 83.9 | 101.8 | 183.5 |

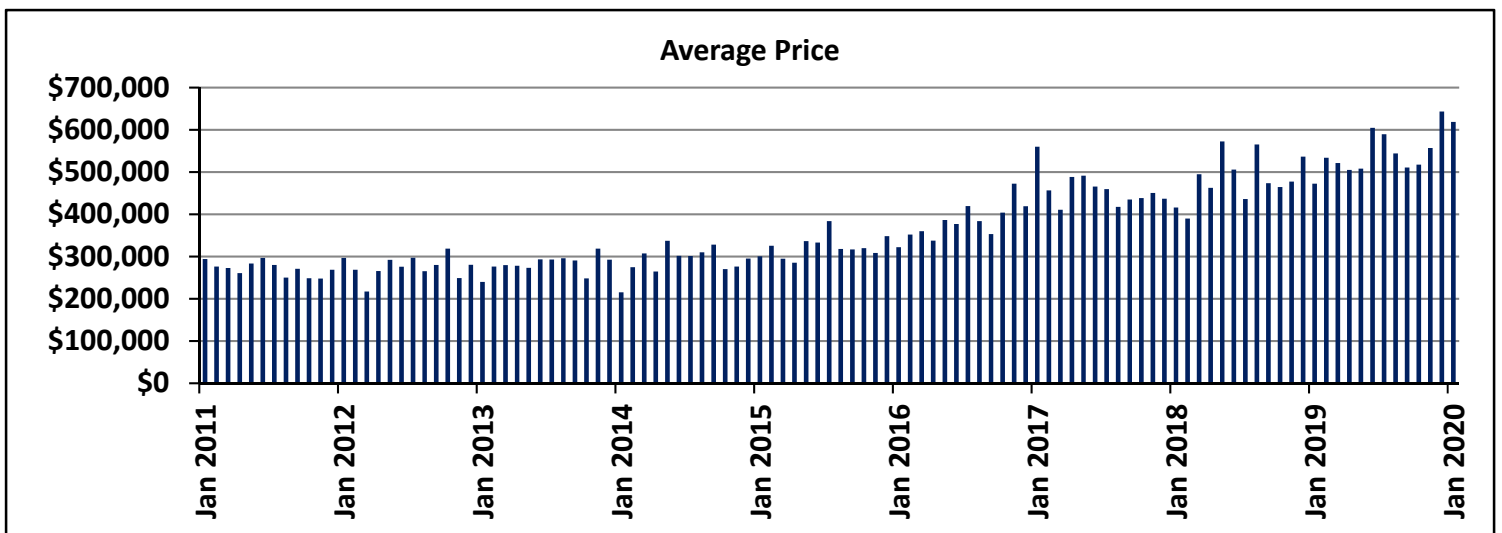
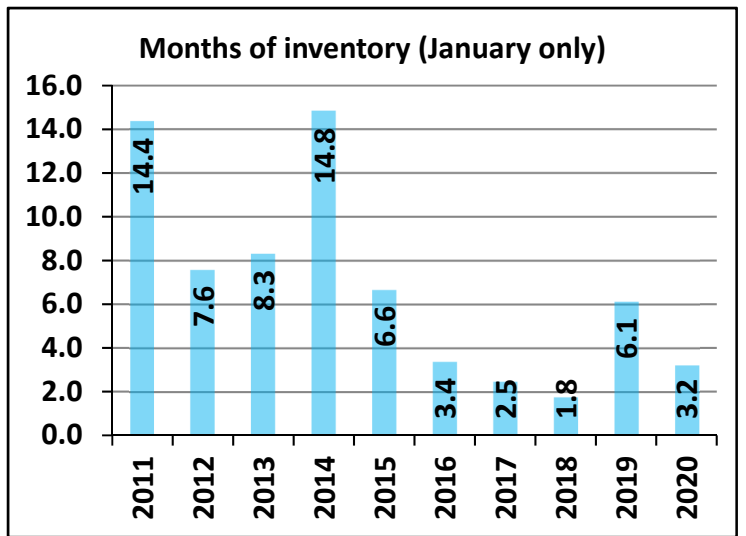
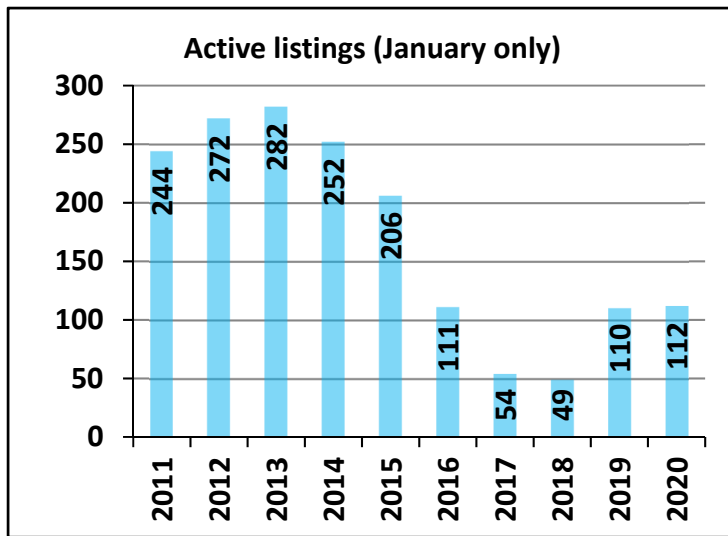
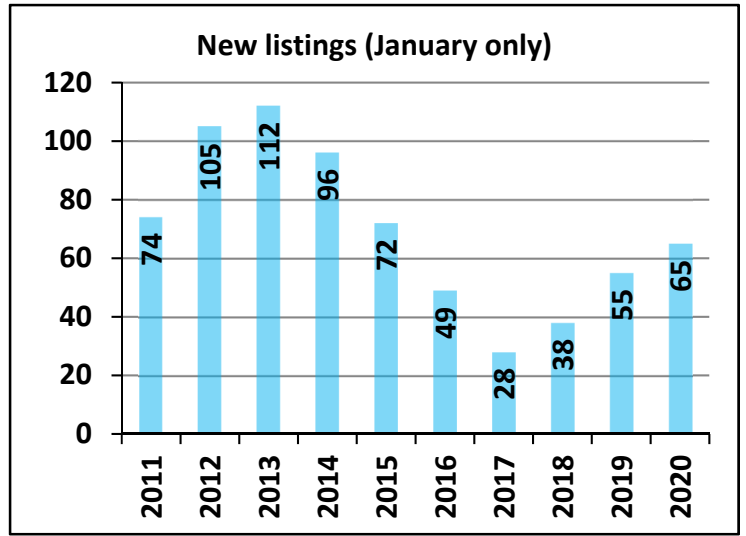
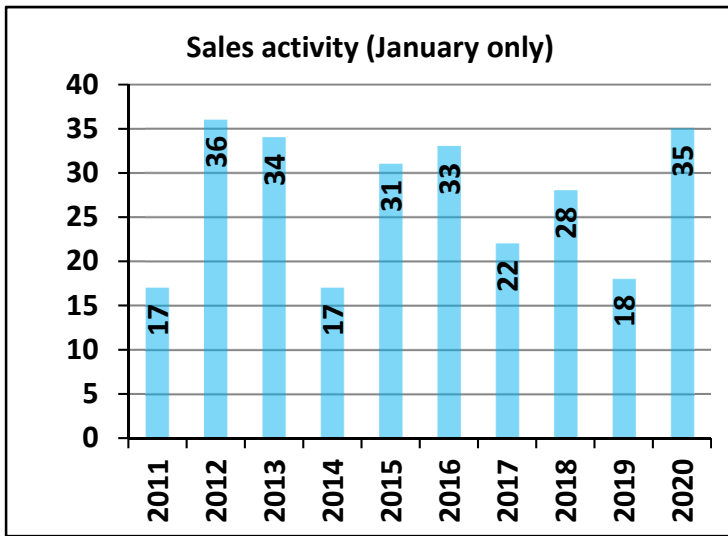
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Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

| Actual | January 2020 | Compared to ³ | | | | | |
|--|---------------------|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 35 | 94.4 | 25.0 | 59.1 | 12.9 | 2.9 | 25.0 |
| Dollar Volume | \$21,650,000 | 154.6 | 85.9 | 75.8 | 132.4 | 165.4 | 239.6 |
| New Listings | 65 | 18.2 | 71.1 | 132.1 | -9.7 | -42.0 | -28.6 |
| Active Listings | 112 | 1.8 | 128.6 | 107.4 | -45.6 | -60.3 | -56.4 |
| Sales to New Listings Ratio¹ | 53.8 | 32.7 | 73.7 | 78.6 | 43.1 | 30.4 | 30.8 |
| Months of Inventory² | 3.2 | 6.1 | 1.8 | 2.5 | 6.6 | 8.3 | 9.2 |
| Average Price | \$618,571 | 30.9 | 48.7 | 10.5 | 105.8 | 157.8 | 171.7 |

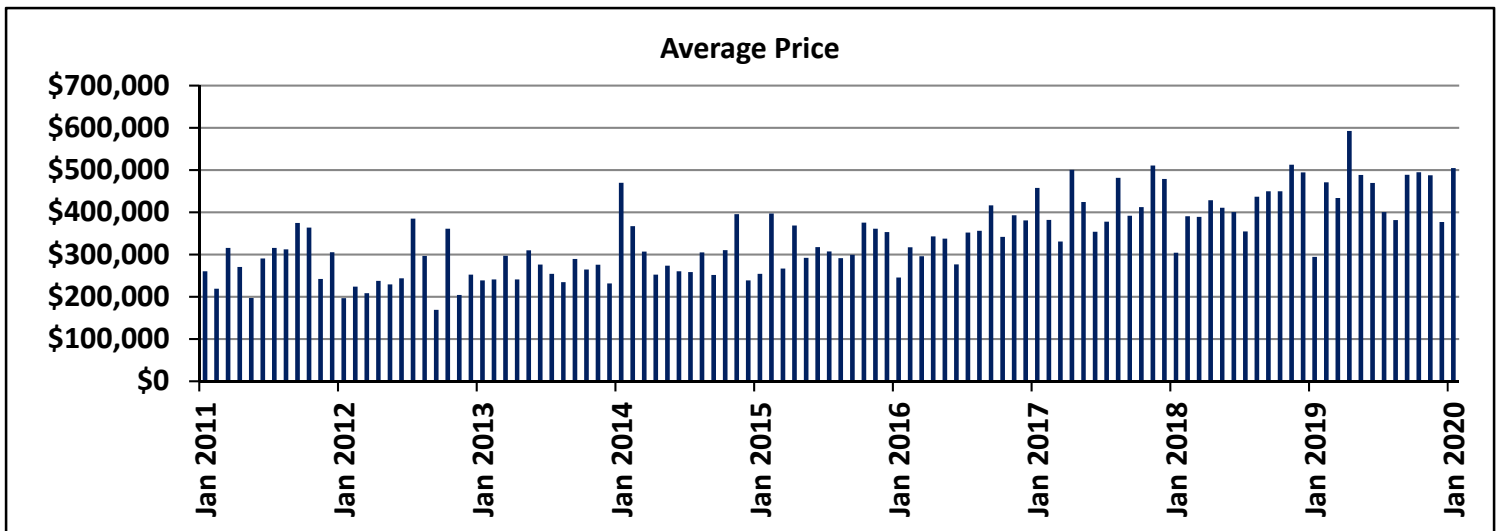
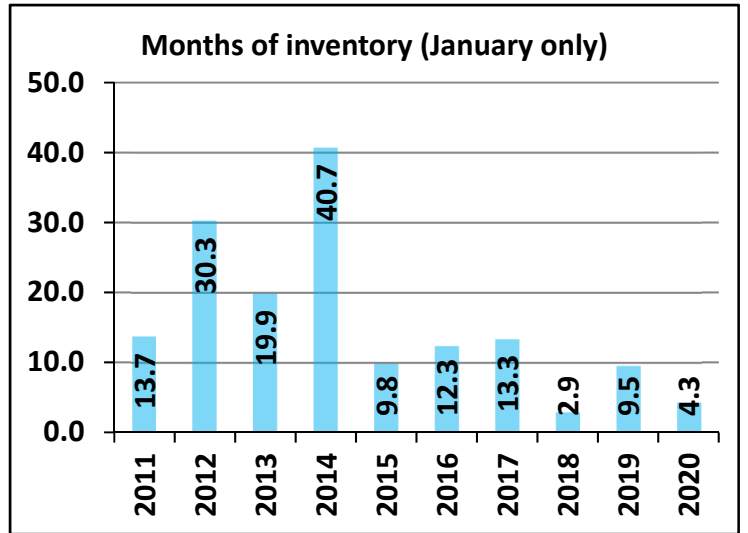
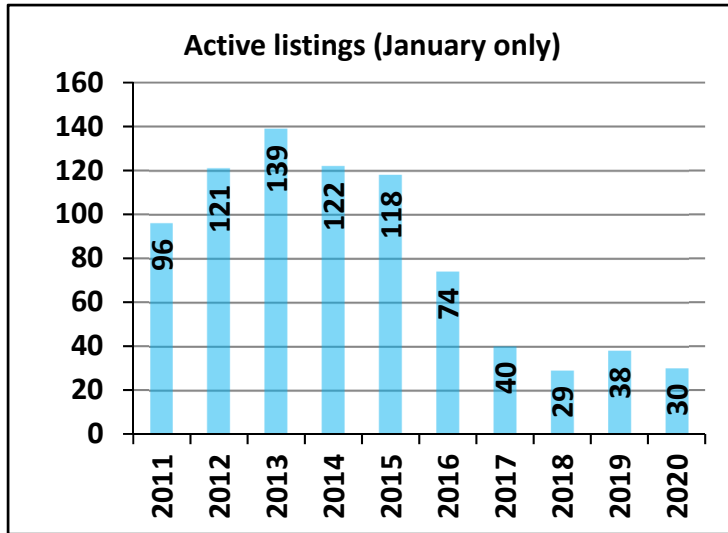
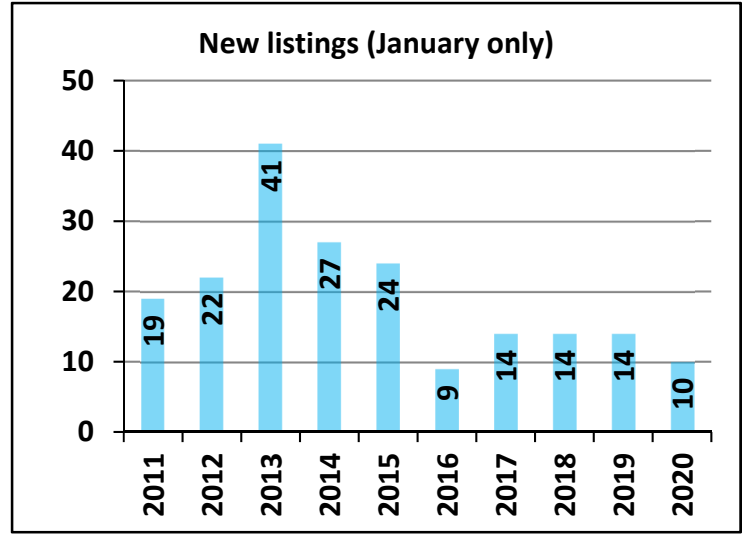
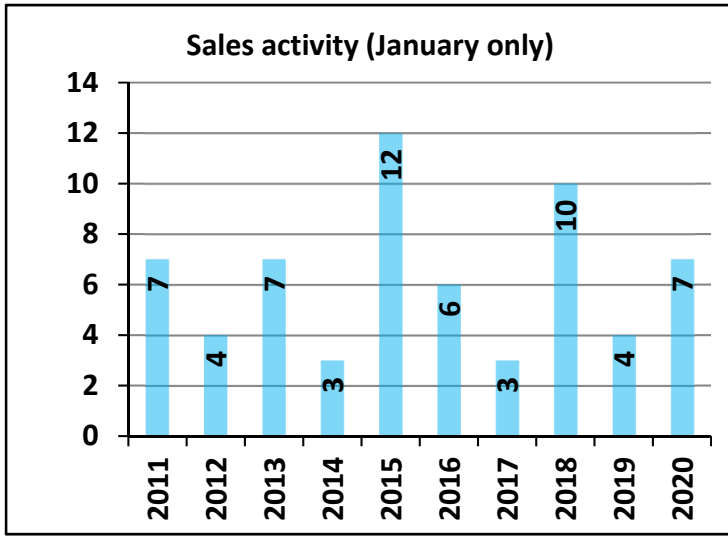
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Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

| Actual | January 2020 | Compared to ³ | | | | | |
|--|--------------------|--------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 7 | 75.0 | -30.0 | 133.3 | -41.7 | 0.0 | 75.0 |
| Dollar Volume | \$3,532,777 | 200.2 | 16.1 | 157.4 | 15.8 | 111.4 | 190.5 |
| New Listings | 10 | -28.6 | -28.6 | -28.6 | -58.3 | -75.6 | -33.3 |
| Active Listings | 30 | -21.1 | 3.4 | -25.0 | -74.6 | -78.4 | -71.4 |
| Sales to New Listings Ratio¹ | 70.0 | 28.6 | 71.4 | 21.4 | 50.0 | 17.1 | 26.7 |
| Months of Inventory² | 4.3 | 9.5 | 2.9 | 13.3 | 9.8 | 19.9 | 26.3 |
| Average Price | \$504,682 | 71.5 | 65.9 | 10.3 | 98.5 | 111.4 | 66.0 |

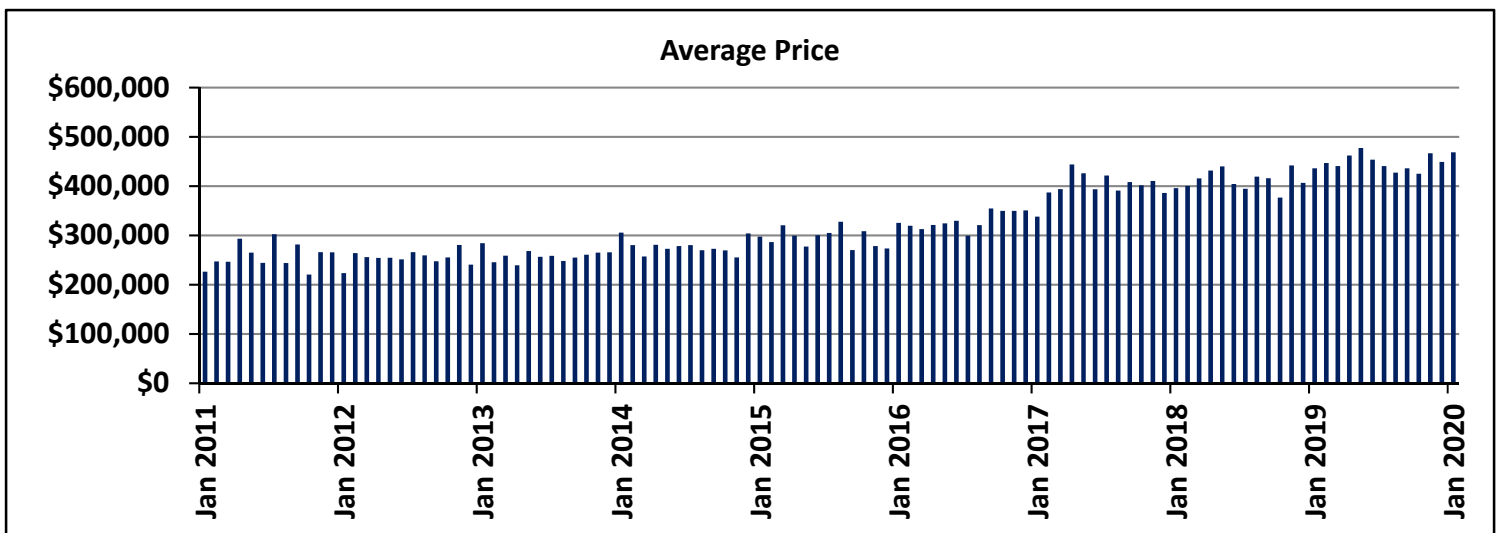
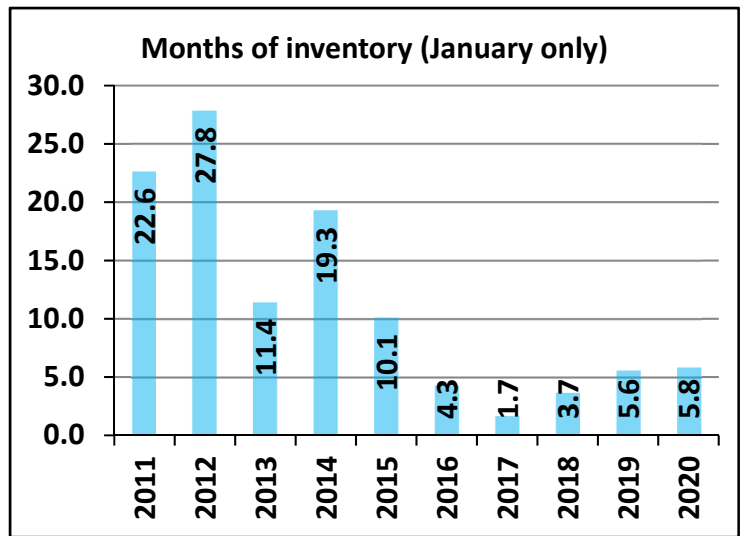
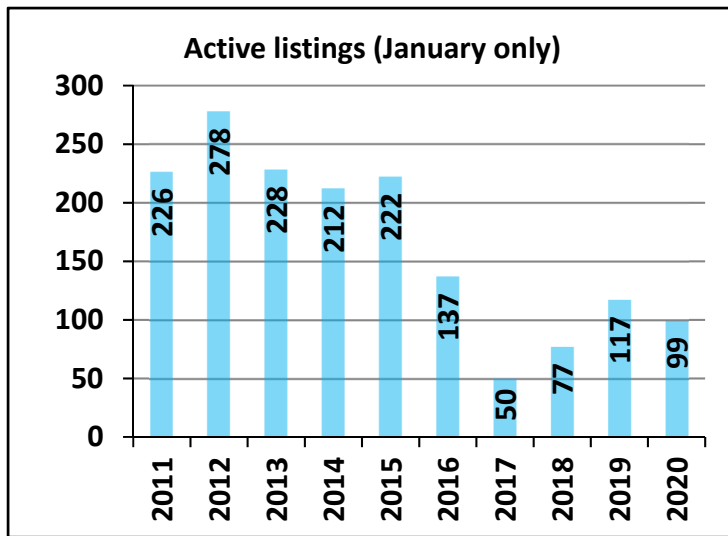
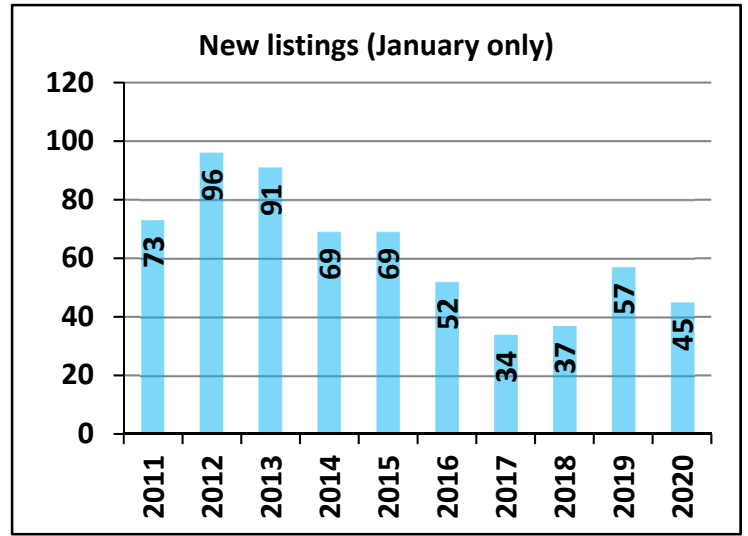
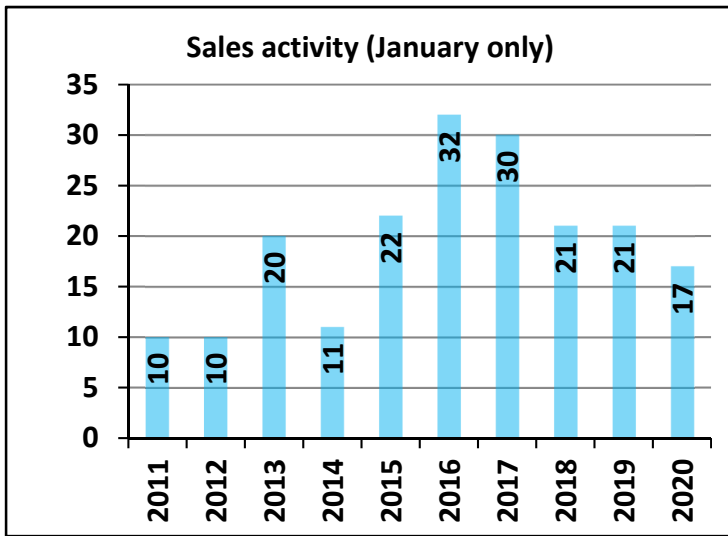
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Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

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|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | January 2019 | January 2018 | January 2017 | January 2015 | January 2013 | January 2010 |
| Sales Activity | 17 | -19.0 | -19.0 | -43.3 | -22.7 | -15.0 | 70.0 |
| Dollar Volume | \$7,965,500 | -13.0 | -4.2 | -21.4 | 21.7 | 40.3 | 231.5 |
| New Listings | 45 | -21.1 | 21.6 | 32.4 | -34.8 | -50.5 | -47.1 |
| Active Listings | 99 | -15.4 | 28.6 | 98.0 | -55.4 | -56.6 | -57.9 |
| Sales to New Listings Ratio¹ | 37.8 | 36.8 | 56.8 | 88.2 | 31.9 | 22.0 | 11.8 |
| Months of Inventory² | 5.8 | 5.6 | 3.7 | 1.7 | 10.1 | 11.4 | 23.5 |
| Average Price | \$468,559 | 7.5 | 18.3 | 38.7 | 57.5 | 65.0 | 95.0 |

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes