



Western District

Residential Market Activity

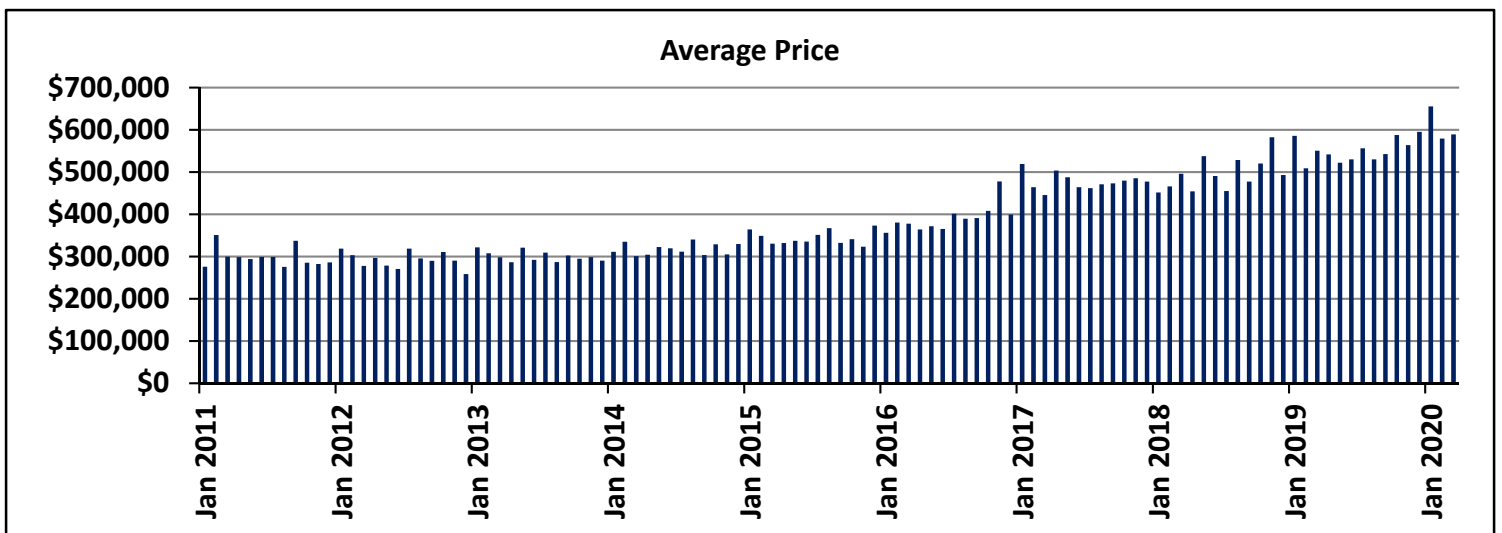
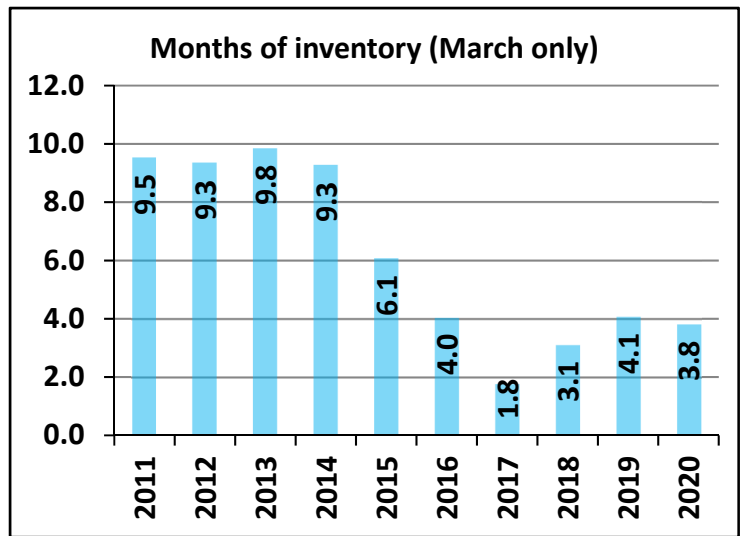
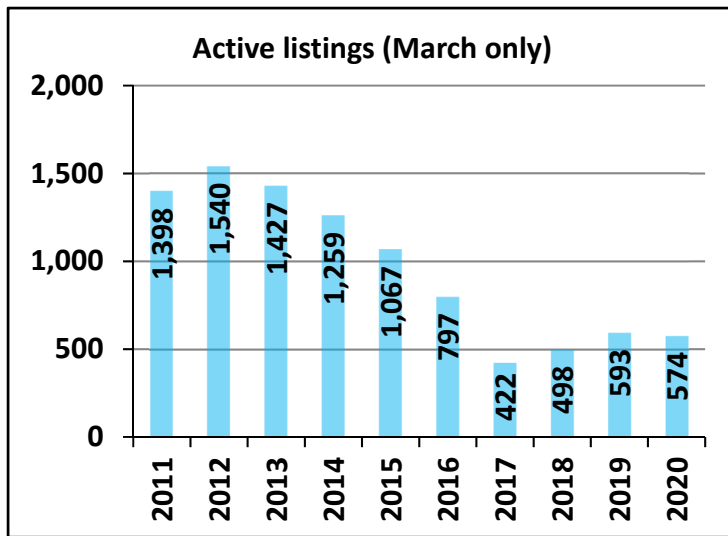
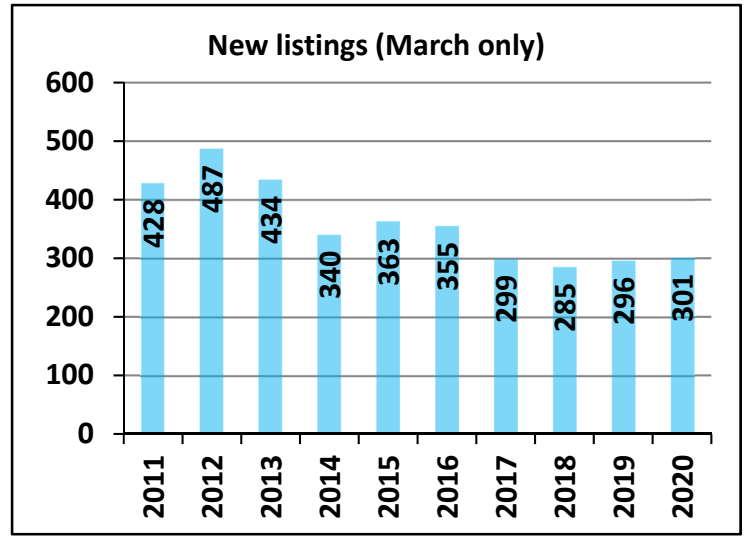
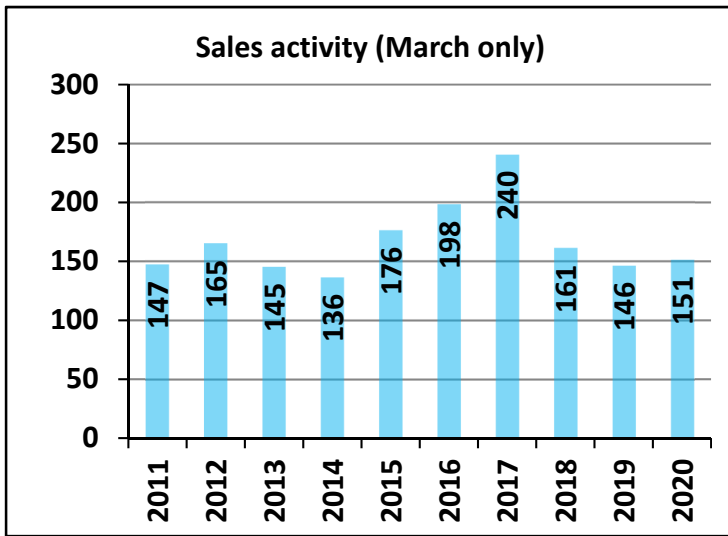
March 2020



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

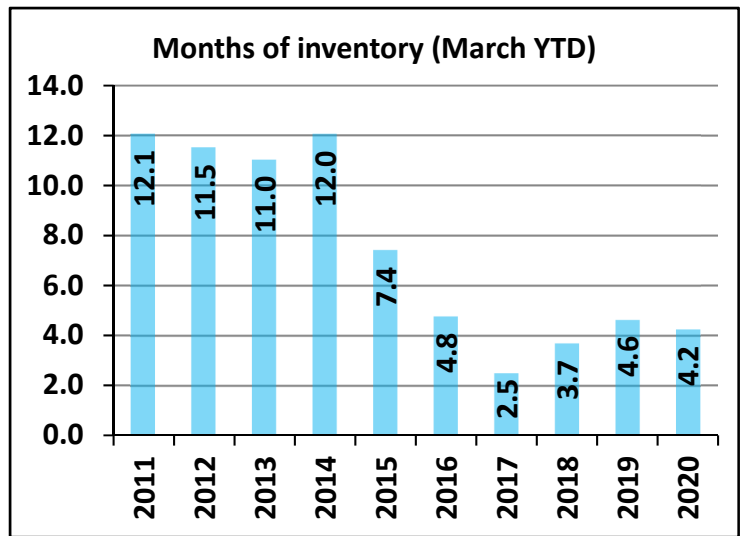
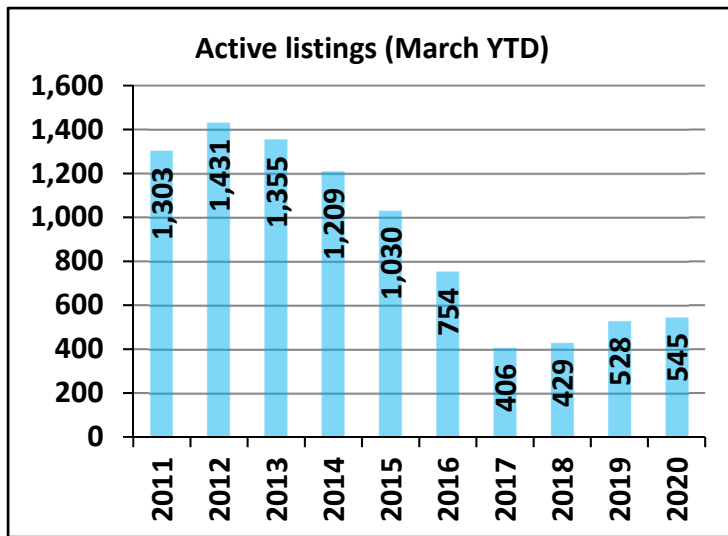
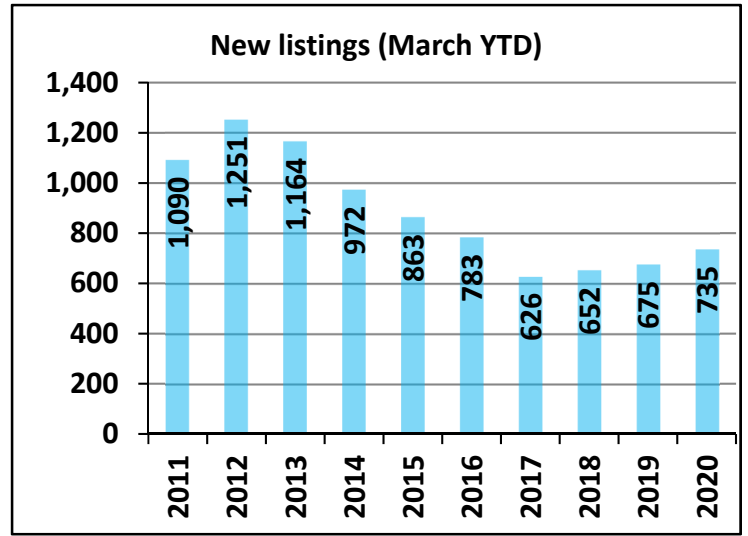
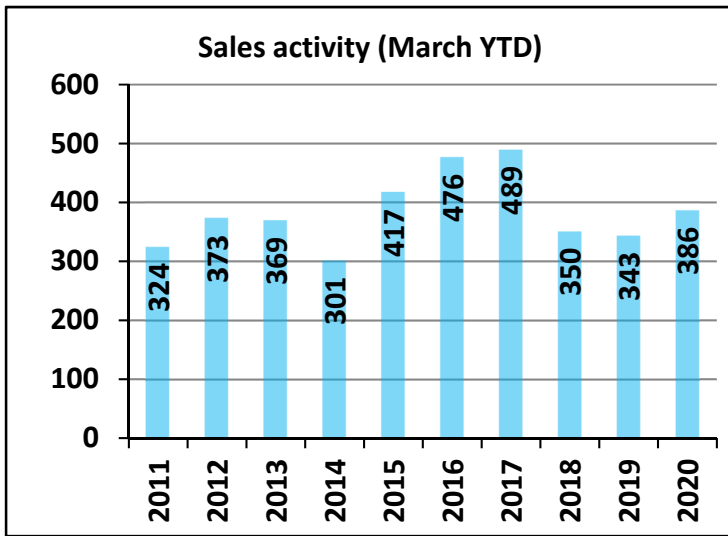
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	151	3.4	-6.2	-37.1	-14.2	4.1	-14.7
Dollar Volume	\$88,938,546	10.6	11.4	-16.8	52.9	105.8	64.7
New Listings	301	1.7	5.6	0.7	-17.1	-30.6	-41.6
Active Listings	574	-3.2	15.3	36.0	-46.2	-59.8	-58.0
Sales to New Listings Ratio¹	50.2	49.3	56.5	80.3	48.5	33.4	34.4
Months of Inventory²	3.8	4.1	3.1	1.8	6.1	9.8	7.7
Average Price	\$588,997	7.0	18.8	32.2	78.2	97.6	93.1

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	386	12.5	10.3	-21.1	-7.4	4.6	10.0
Dollar Volume	\$232,674,002	24.3	39.8	2.0	61.8	104.8	131.9
New Listings	735	8.9	12.7	17.4	-14.8	-36.9	-35.8
Active Listings³	545	3.2	27.0	34.2	-47.1	-59.8	-56.6
Sales to New Listings Ratio⁴	52.5	50.8	53.7	78.1	48.3	31.7	30.7
Months of Inventory⁵	4.2	4.6	3.7	2.5	7.4	11.0	10.7
Average Price	\$602,782	10.4	26.8	29.3	74.8	95.7	110.9

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

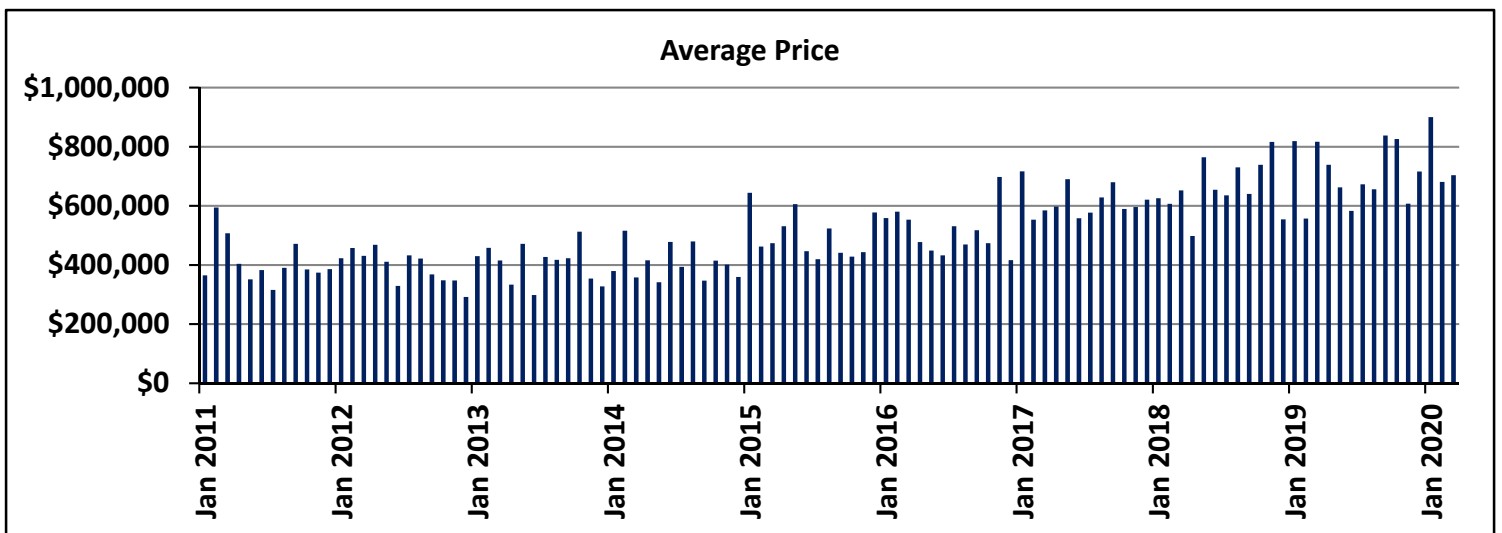
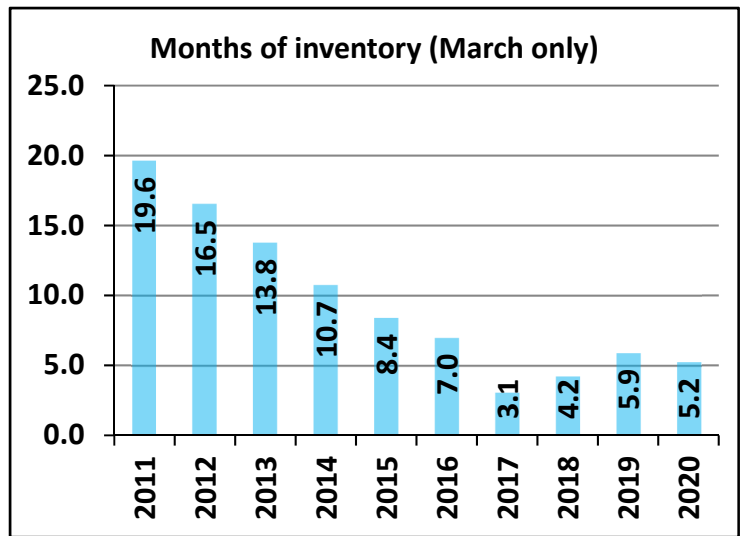
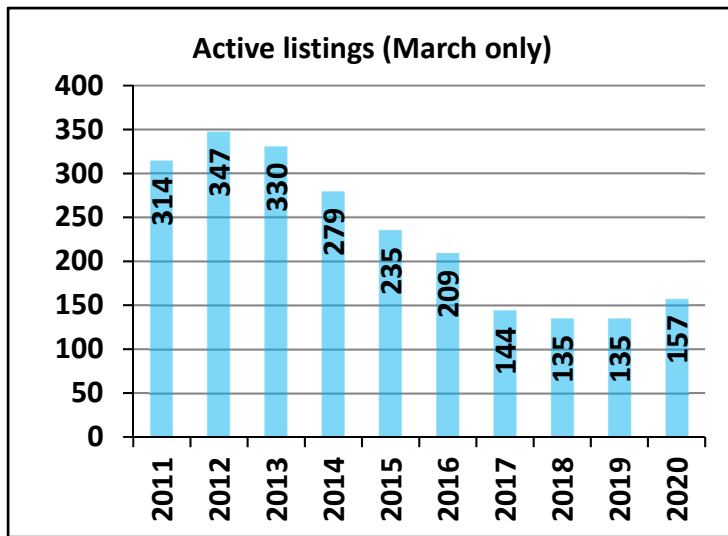
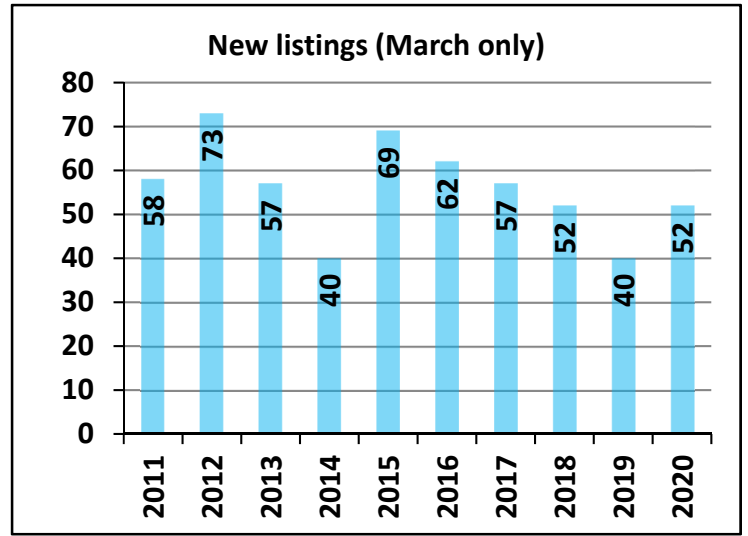
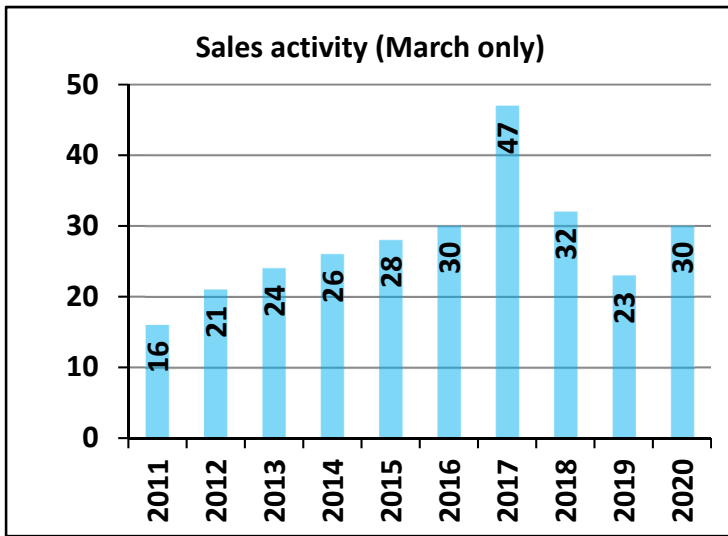
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

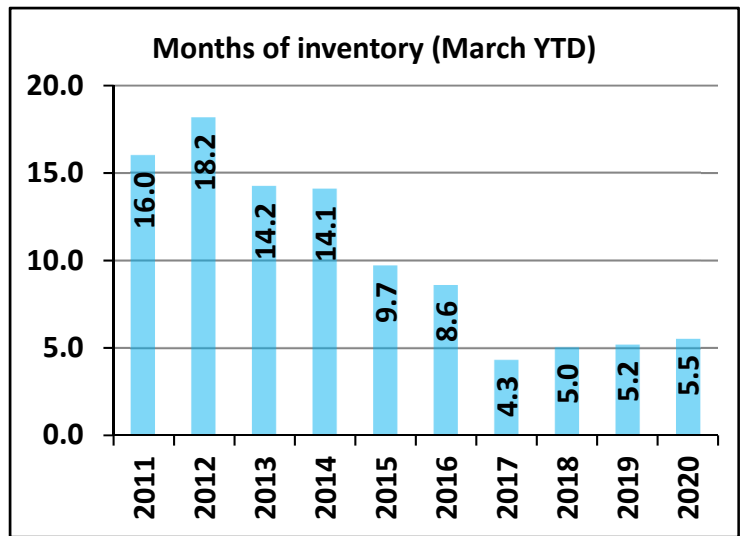
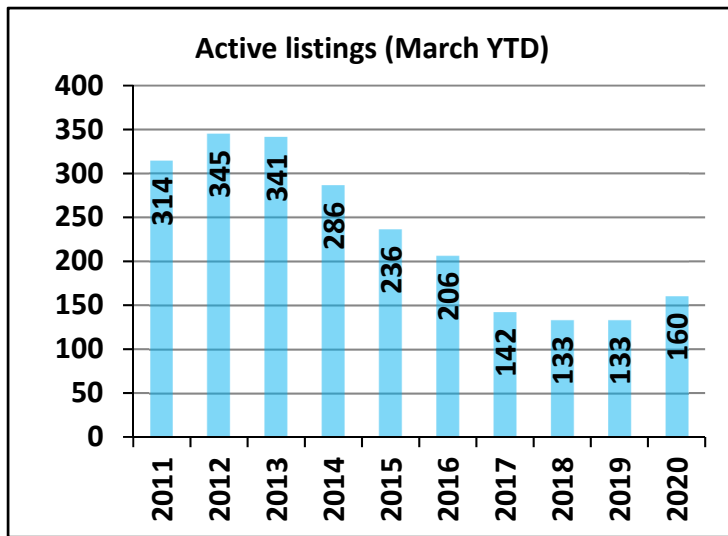
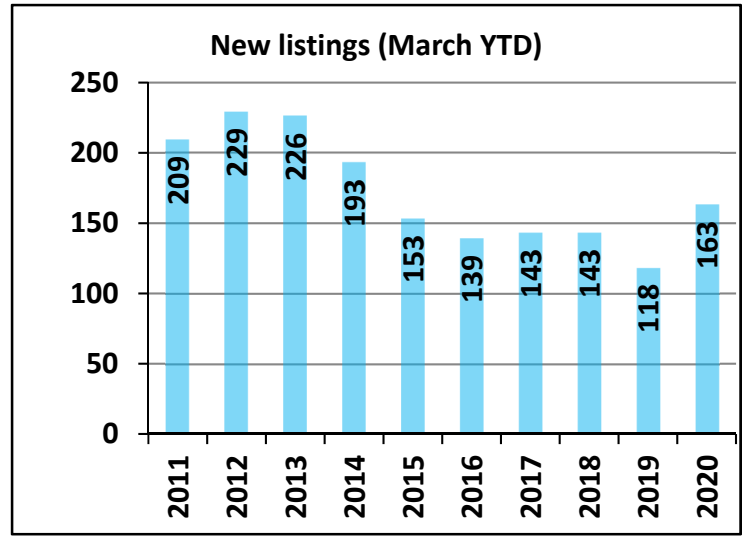
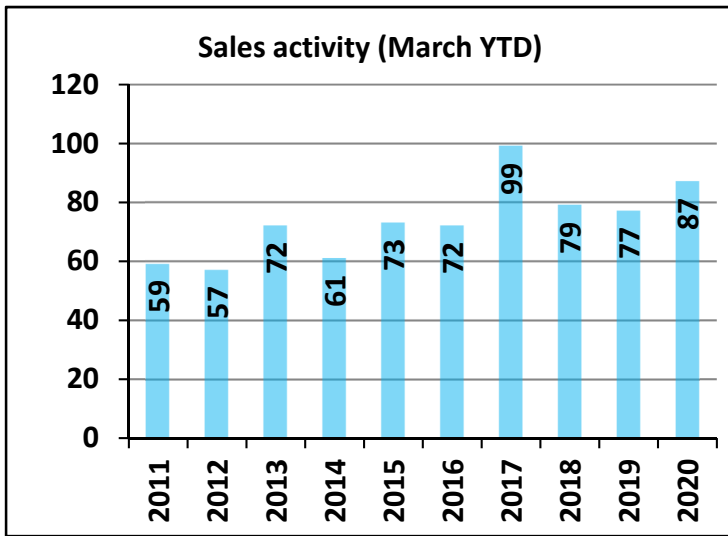
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	30	30.4	-6.3	-36.2	7.1	25.0	3.4
Dollar Volume	\$21,102,160	12.3	1.1	-23.2	59.2	111.8	28.1
New Listings	52	30.0	0.0	-8.8	-24.6	-8.8	-41.6
Active Listings	157	16.3	16.3	9.0	-33.2	-52.4	-46.8
Sales to New Listings Ratio¹	57.7	57.5	61.5	82.5	40.6	42.1	32.6
Months of Inventory²	5.2	5.9	4.2	3.1	8.4	13.8	10.2
Average Price	\$703,405	-13.9	7.9	20.3	48.6	69.5	23.8

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	87	13.0	10.1	-12.1	19.2	20.8	42.6
Dollar Volume	\$64,500,893	14.8	29.4	7.5	73.7	107.1	144.5
New Listings	163	38.1	14.0	14.0	6.5	-27.9	-24.5
Active Listings³	160	20.3	20.3	12.7	-32.2	-53.1	-43.9
Sales to New Listings Ratio⁴	53.4	65.3	55.2	69.2	47.7	31.9	28.2
Months of Inventory⁵	5.5	5.2	5.0	4.3	9.7	14.2	14.0
Average Price	\$741,390	1.6	17.5	22.3	45.7	71.4	71.4

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

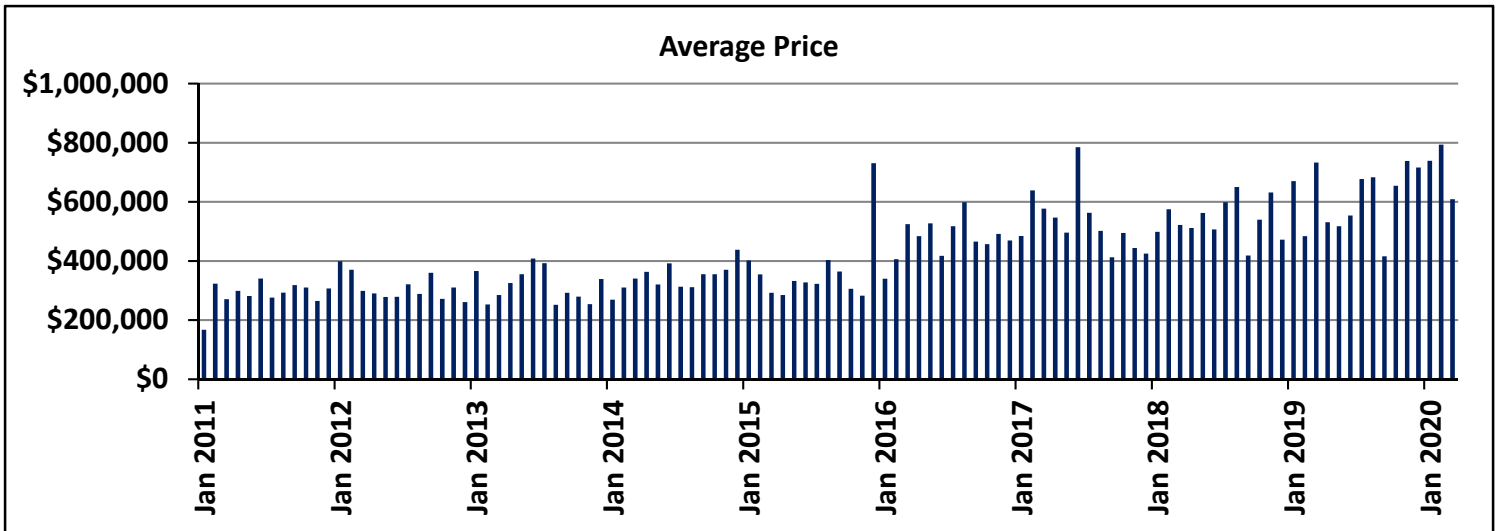
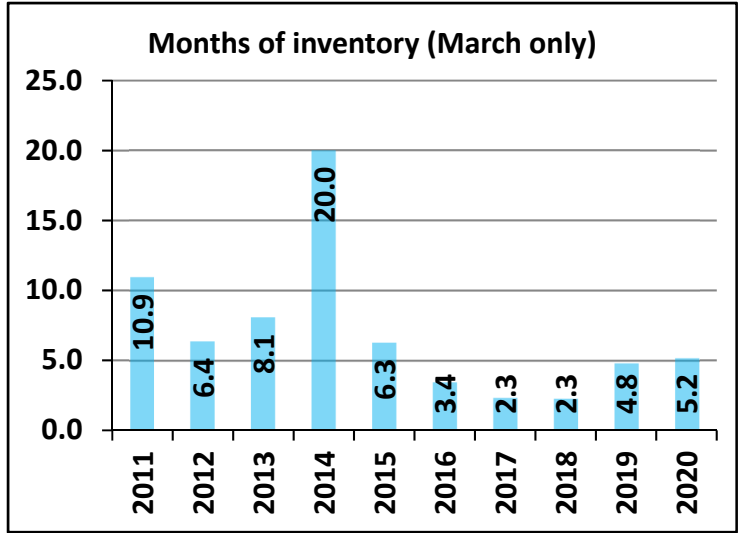
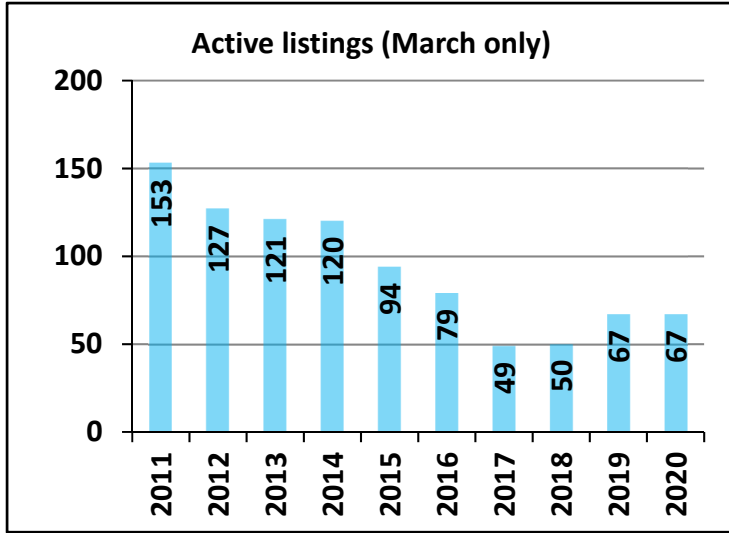
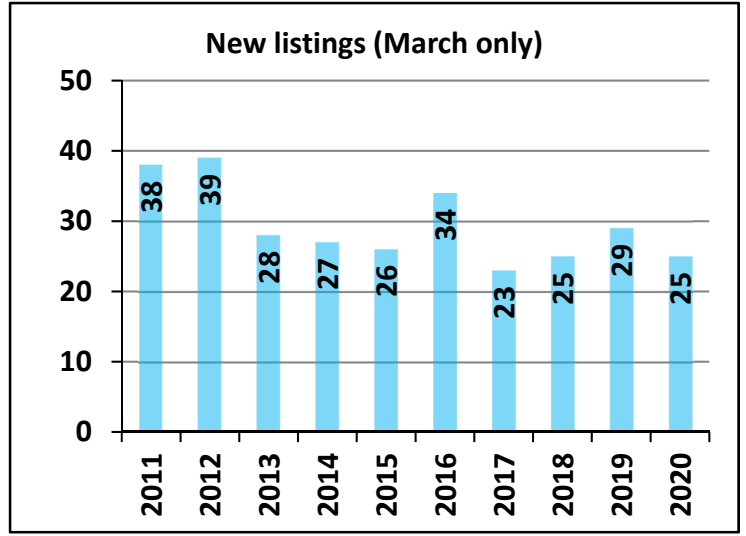
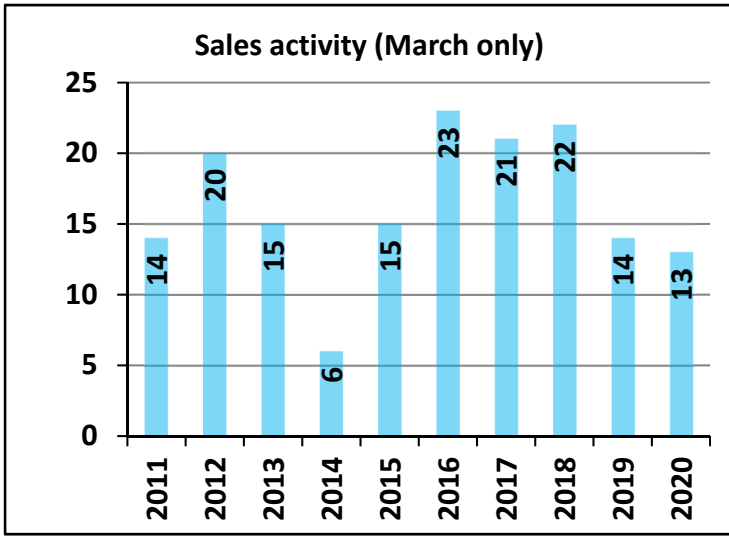
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

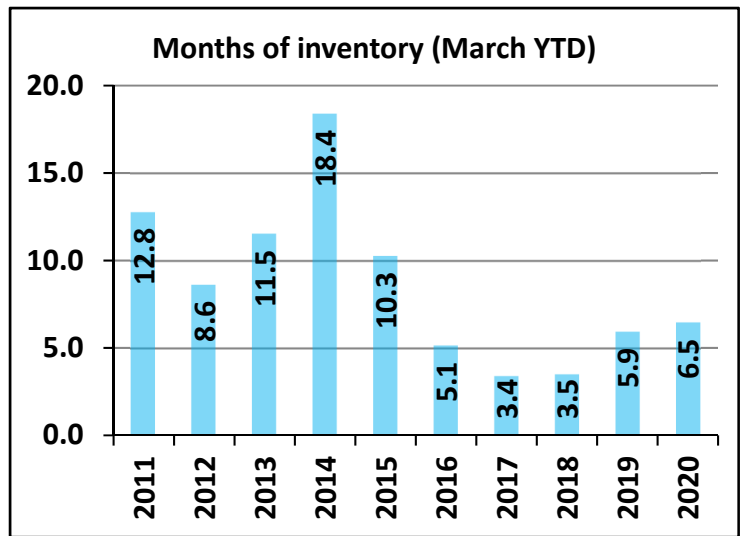
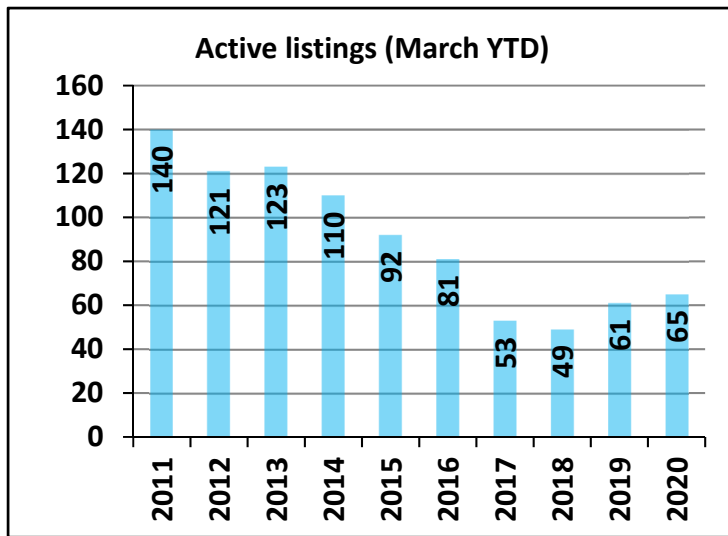
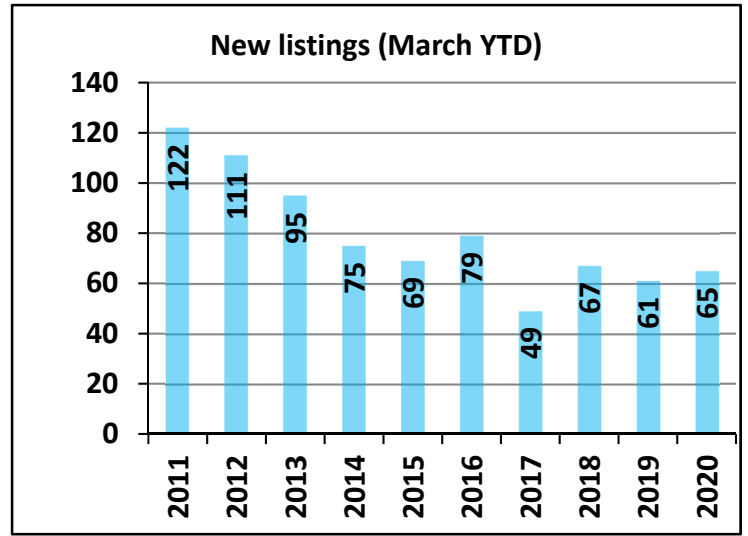
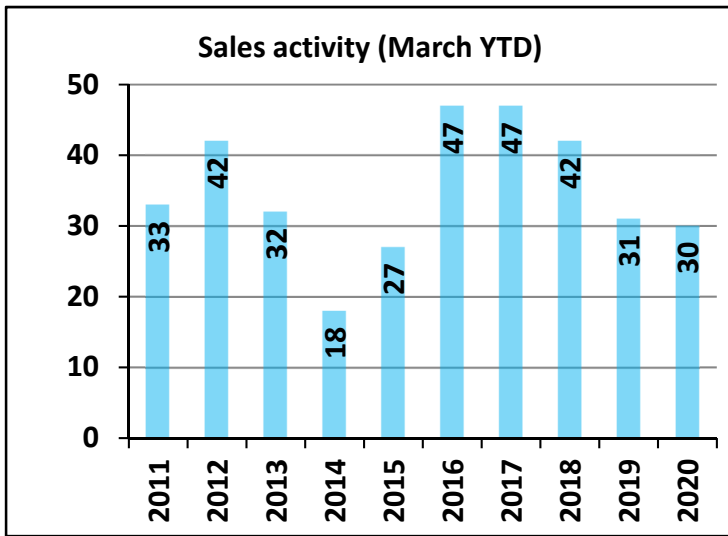
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	13	-7.1	-40.9	-38.1	-13.3	-13.3	-7.1
Dollar Volume	\$7,913,000	-22.9	-31.0	-34.7	80.5	85.3	115.8
New Listings	25	-13.8	0.0	8.7	-3.8	-10.7	-49.0
Active Listings	67	0.0	34.0	36.7	-28.7	-44.6	-58.4
Sales to New Listings Ratio¹	52.0	48.3	88.0	91.3	57.7	53.6	28.6
Months of Inventory²	5.2	4.8	2.3	2.3	6.3	8.1	11.5
Average Price	\$608,692	-16.9	16.7	5.5	108.3	113.8	132.4

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	30	-3.2	-28.6	-36.2	11.1	-6.3	-6.3
Dollar Volume	\$21,070,500	4.5	-5.1	-22.5	140.1	117.3	146.1
New Listings	65	6.6	-3.0	32.7	-5.8	-31.6	-47.6
Active Listings³	65	6.6	32.7	22.6	-29.3	-47.2	-55.5
Sales to New Listings Ratio⁴	46.2	50.8	62.7	95.9	39.1	33.7	25.8
Months of Inventory⁵	6.5	5.9	3.5	3.4	10.3	11.5	13.7
Average Price	\$702,350	8.0	32.9	21.5	116.1	131.7	162.5

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

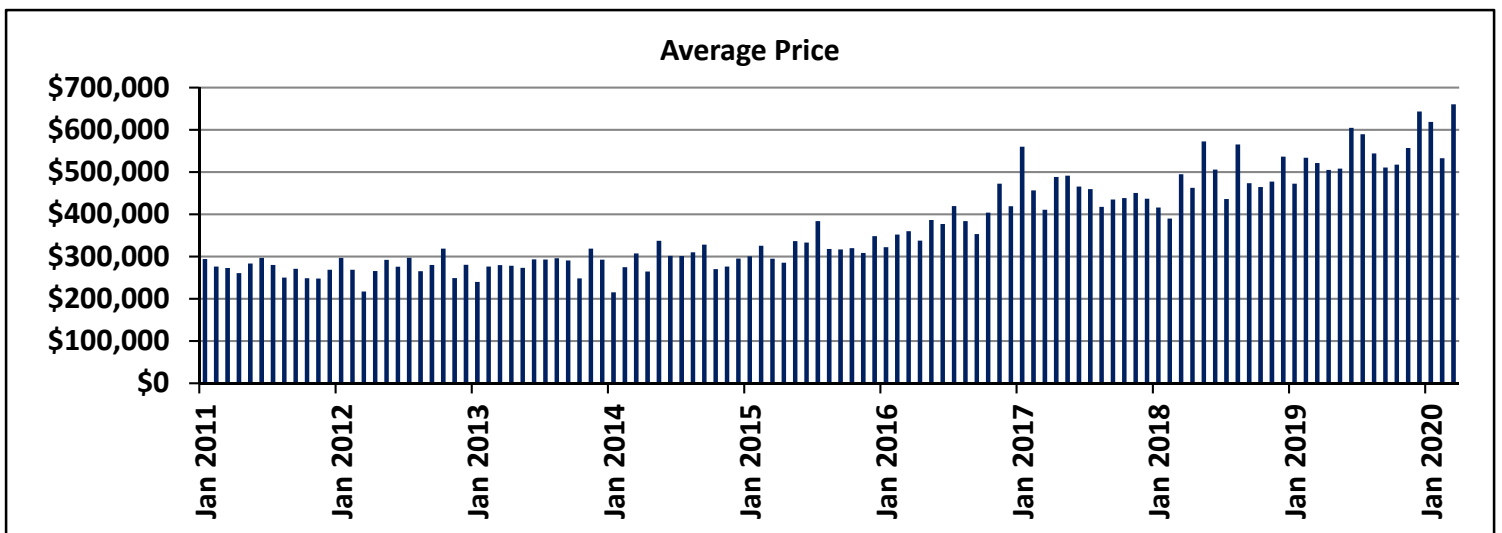
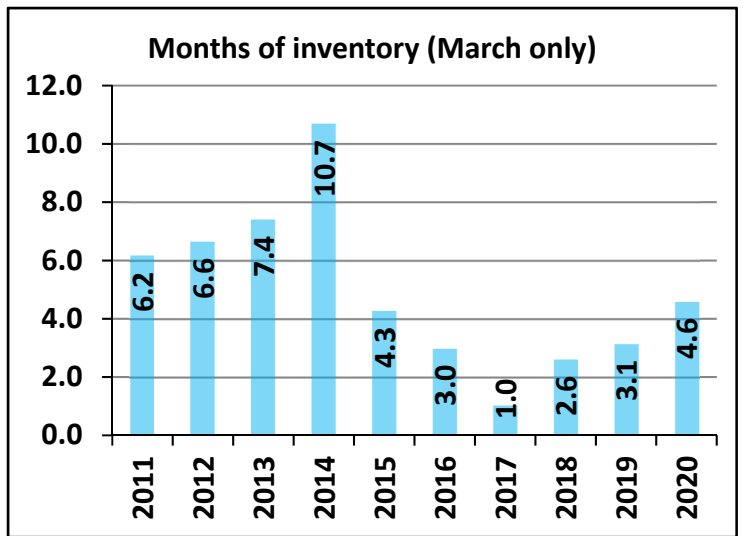
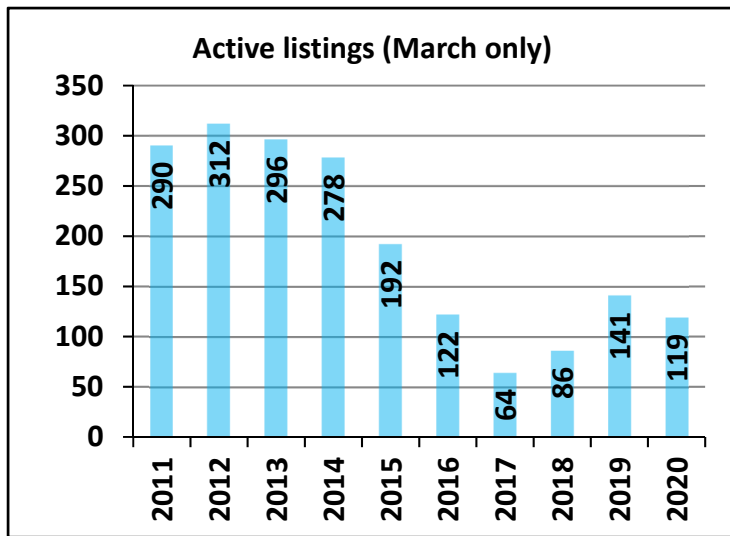
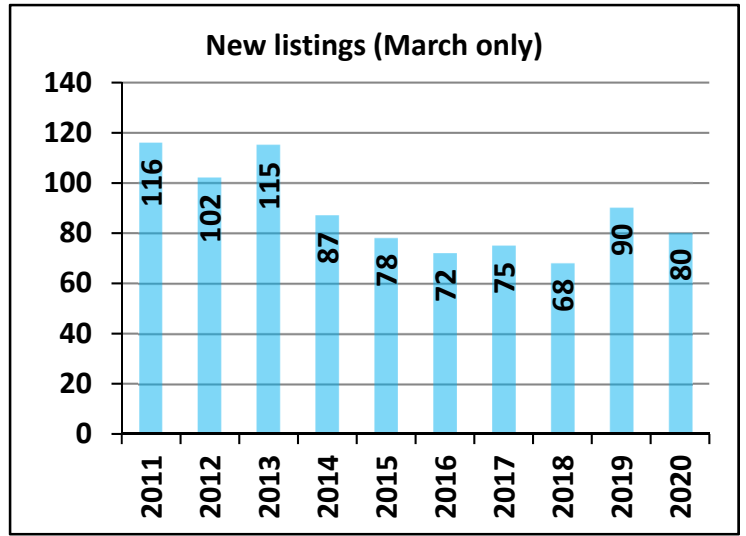
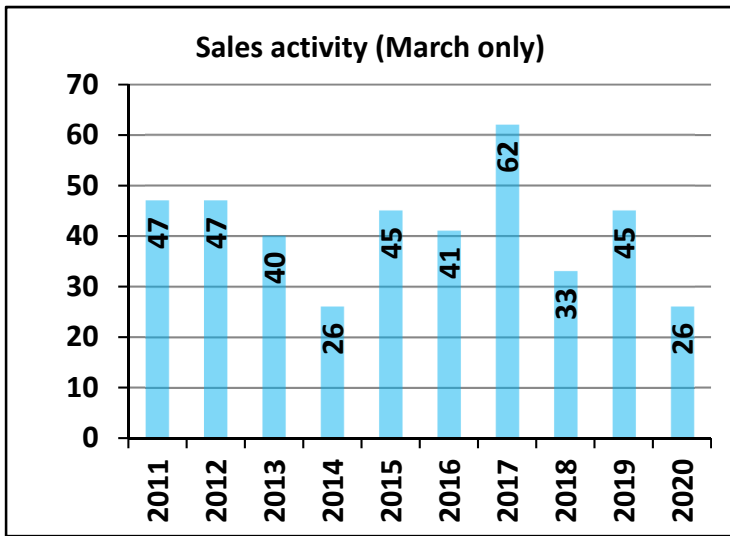
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

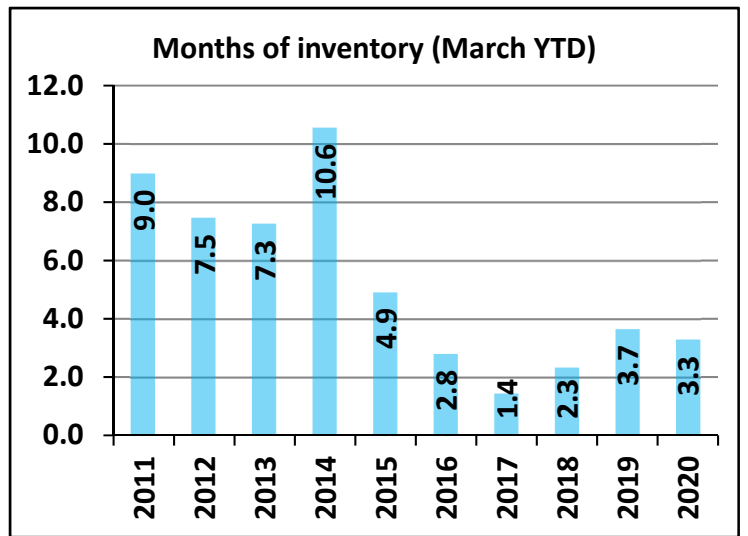
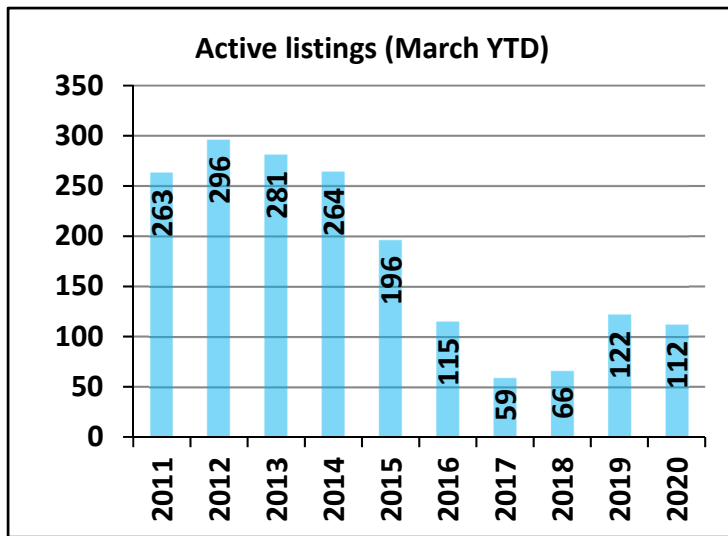
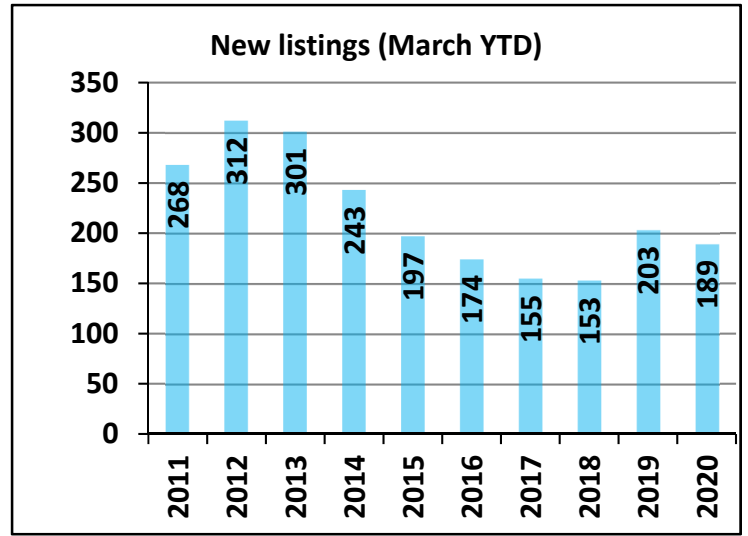
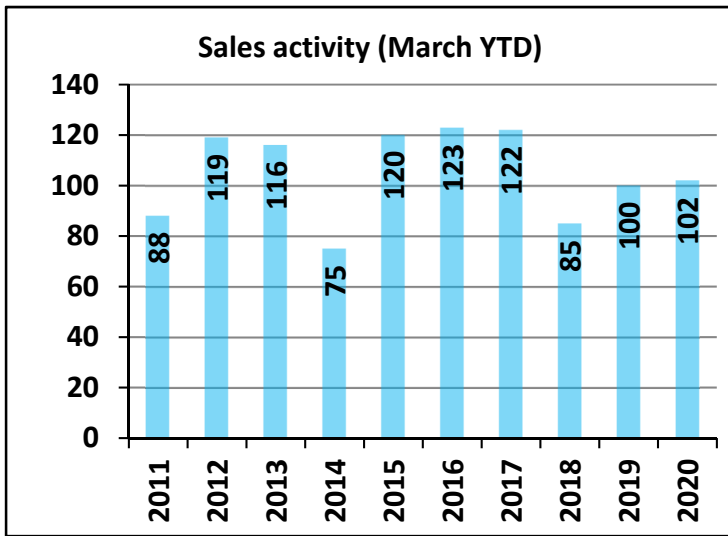
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	26	-42.2	-21.2	-58.1	-42.2	-35.0	-50.9
Dollar Volume	\$17,167,311	-26.8	5.1	-32.6	29.4	53.6	32.5
New Listings	80	-11.1	17.6	6.7	2.6	-30.4	-42.0
Active Listings	119	-15.6	38.4	85.9	-38.0	-59.8	-58.0
Sales to New Listings Ratio¹	32.5	50.0	48.5	82.7	57.7	34.8	38.4
Months of Inventory²	4.6	3.1	2.6	1.0	4.3	7.4	5.3
Average Price	\$660,281	26.7	33.4	60.8	124.0	136.3	170.0

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	102	2.0	20.0	-16.4	-15.0	-12.1	-7.3
Dollar Volume	\$60,653,411	17.3	62.5	10.0	64.4	96.1	127.1
New Listings	189	-6.9	23.5	21.9	-4.1	-37.2	-37.0
Active Listings³	112	-8.2	69.7	89.8	-42.9	-60.1	-57.7
Sales to New Listings Ratio⁴	54.0	49.3	55.6	78.7	60.9	38.5	36.7
Months of Inventory⁵	3.3	3.7	2.3	1.4	4.9	7.3	7.2
Average Price	\$594,641	15.0	35.4	31.6	93.4	123.0	144.9

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

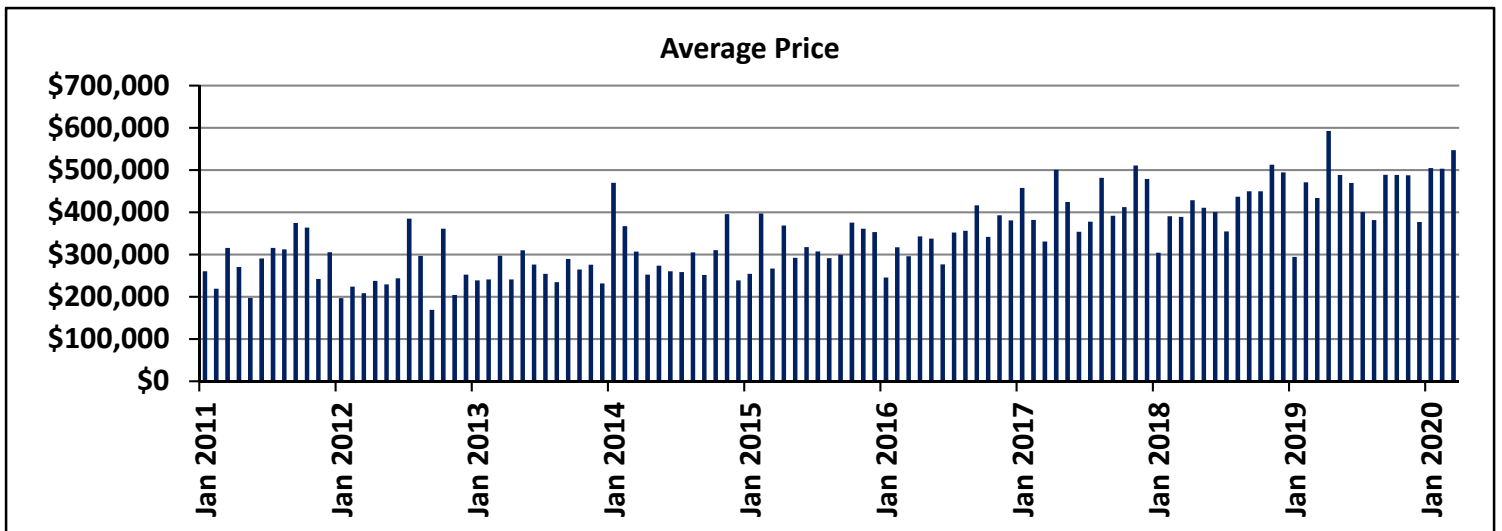
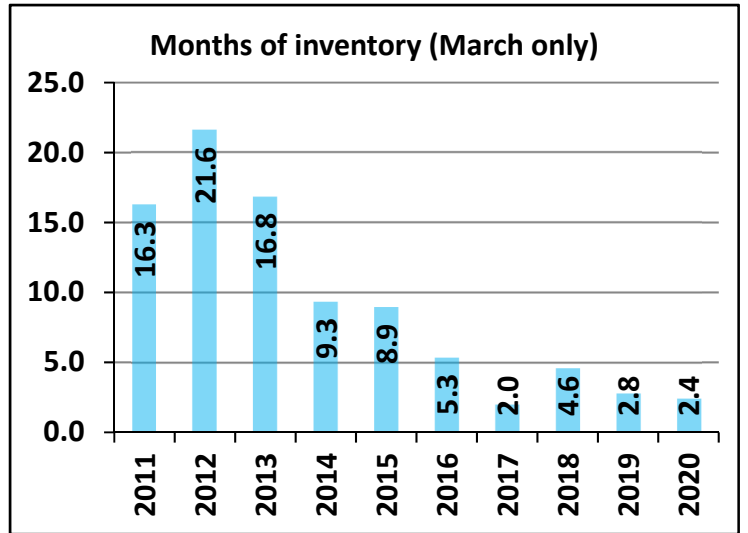
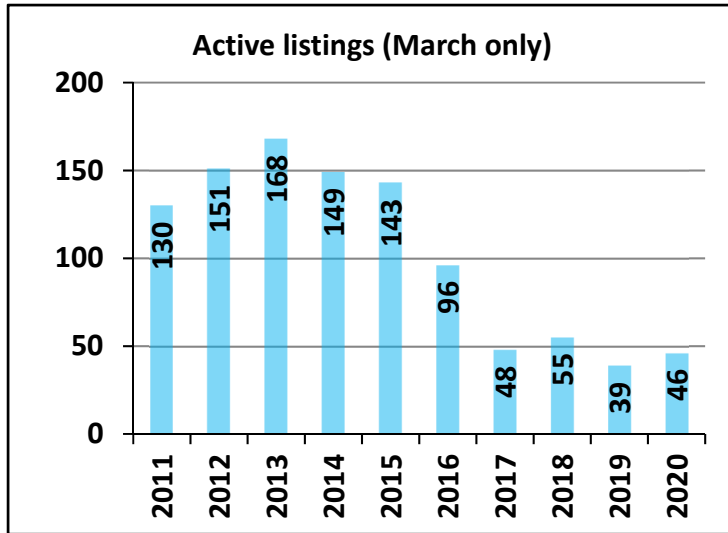
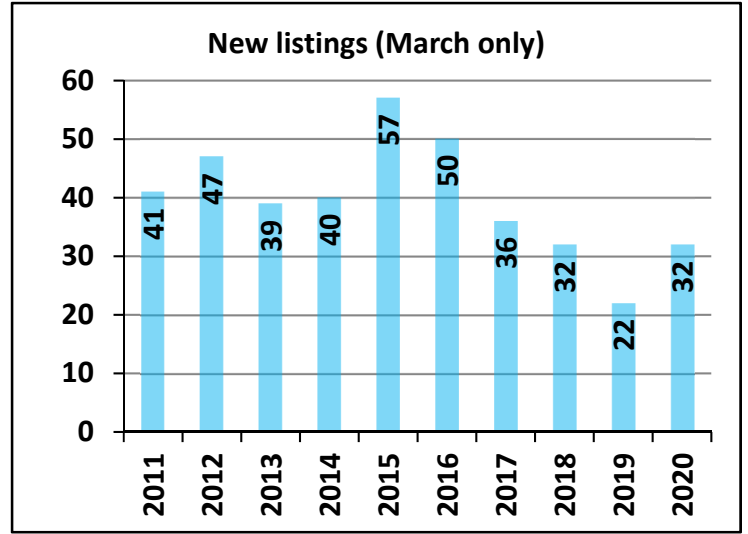
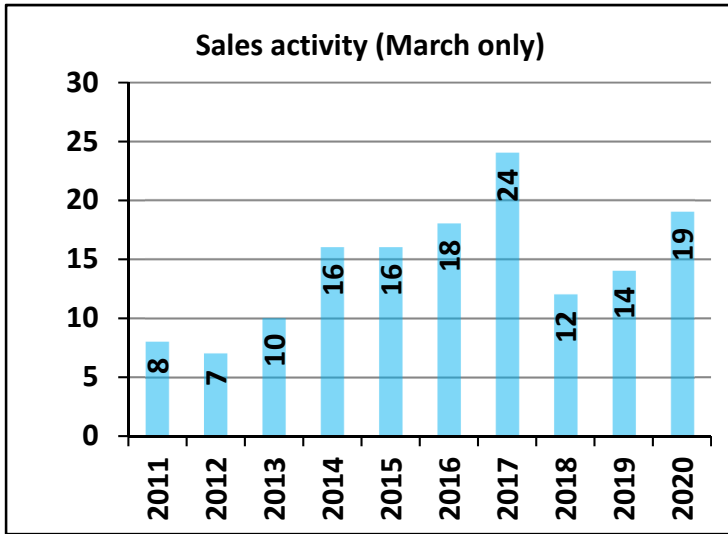
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

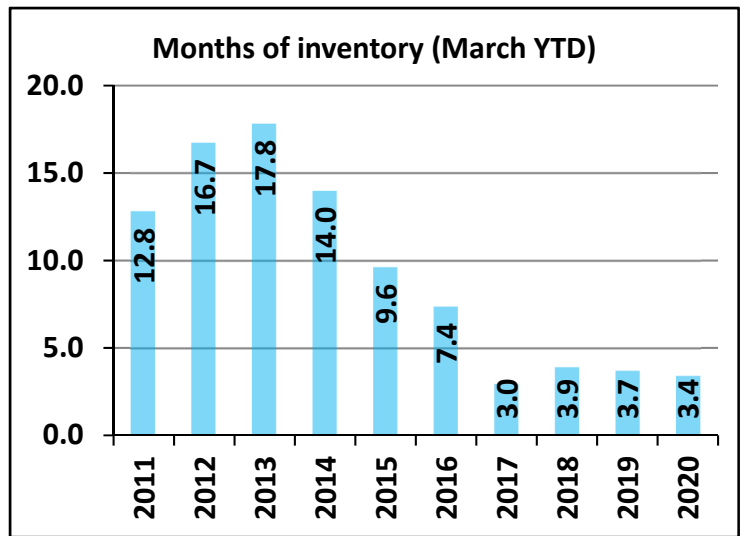
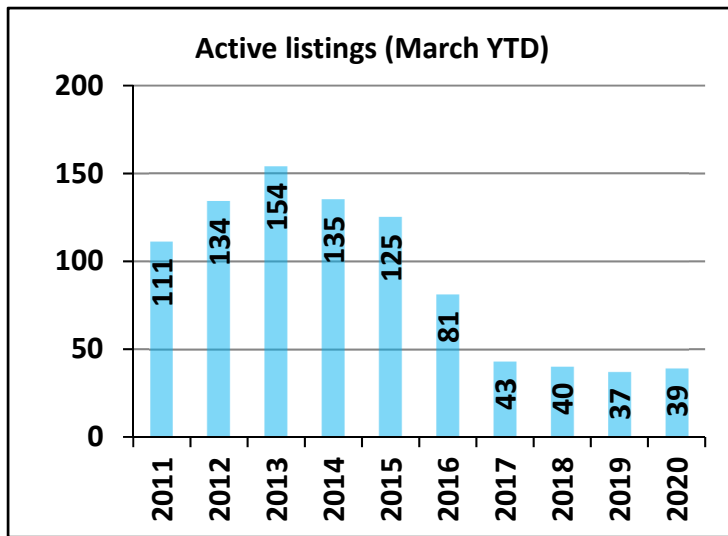
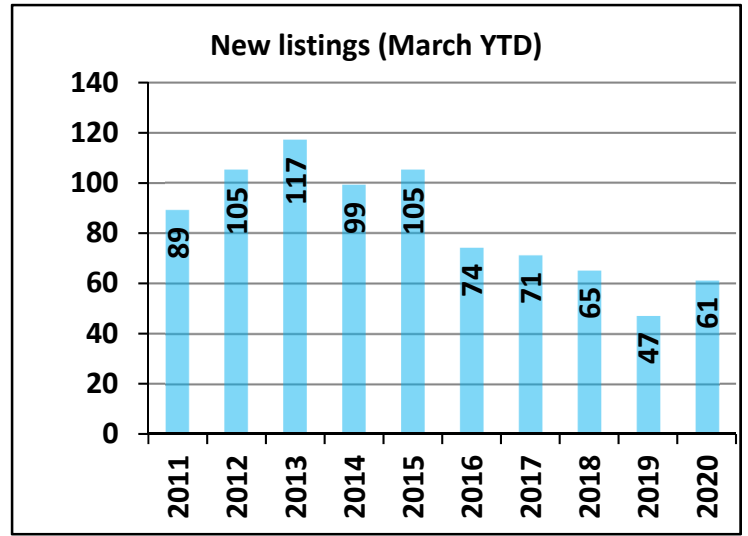
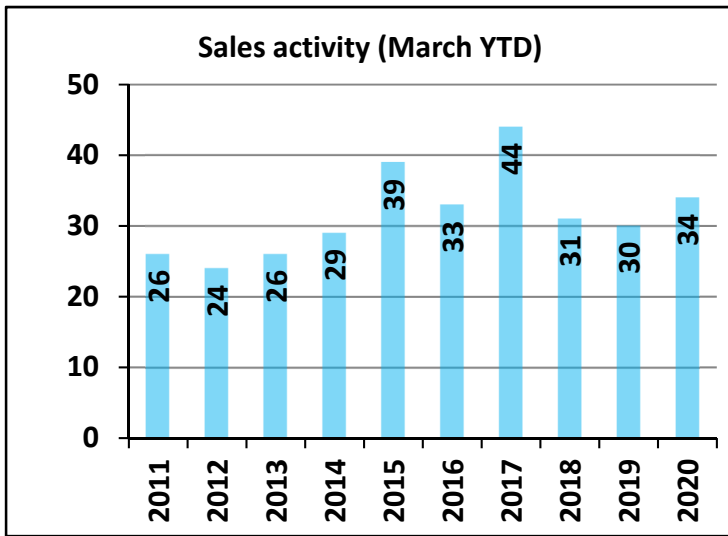
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	19	35.7	58.3	-20.8	18.8	90.0	111.1
Dollar Volume	\$10,389,600	71.1	122.6	30.9	143.5	249.9	396.6
New Listings	32	45.5	0.0	-11.1	-43.9	-17.9	-45.8
Active Listings	46	17.9	-16.4	-4.2	-67.8	-72.6	-68.5
Sales to New Listings Ratio¹	59.4	63.6	37.5	66.7	28.1	25.6	15.3
Months of Inventory²	2.4	2.8	4.6	2.0	8.9	16.8	16.2
Average Price	\$546,821	26.1	40.6	65.4	105.0	84.1	135.2

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	34	13.3	9.7	-22.7	-12.8	30.8	78.9
Dollar Volume	\$17,945,277	39.1	59.9	13.6	53.6	163.6	280.9
New Listings	61	29.8	-6.2	-14.1	-41.9	-47.9	-37.1
Active Listings³	39	5.4	-2.5	-9.3	-68.8	-74.7	-67.8
Sales to New Listings Ratio⁴	55.7	63.8	47.7	62.0	37.1	22.2	19.6
Months of Inventory⁵	3.4	3.7	3.9	3.0	9.6	17.8	19.1
Average Price	\$527,802	22.8	45.8	47.0	76.2	101.6	112.8

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

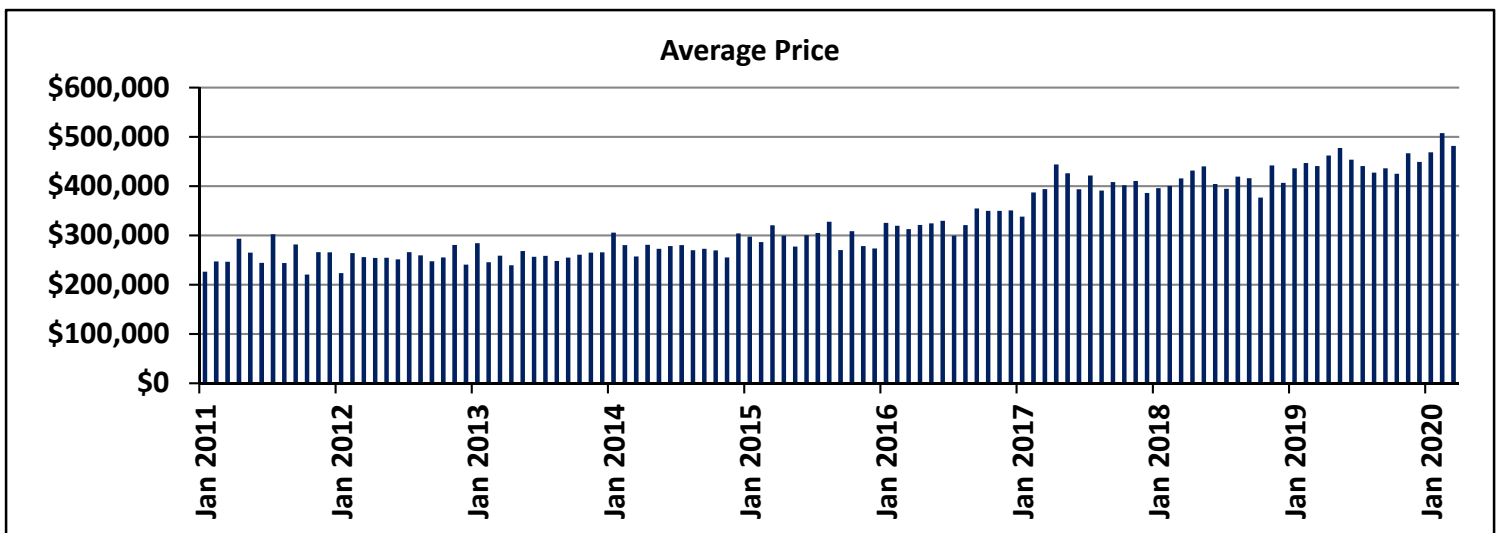
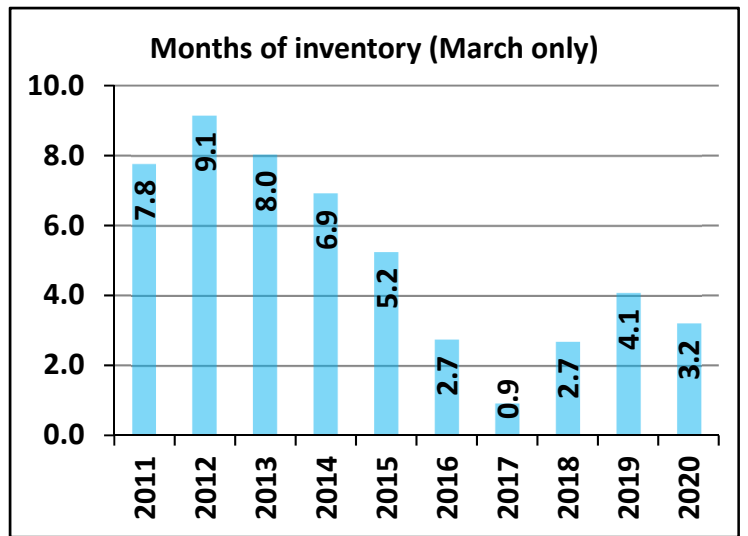
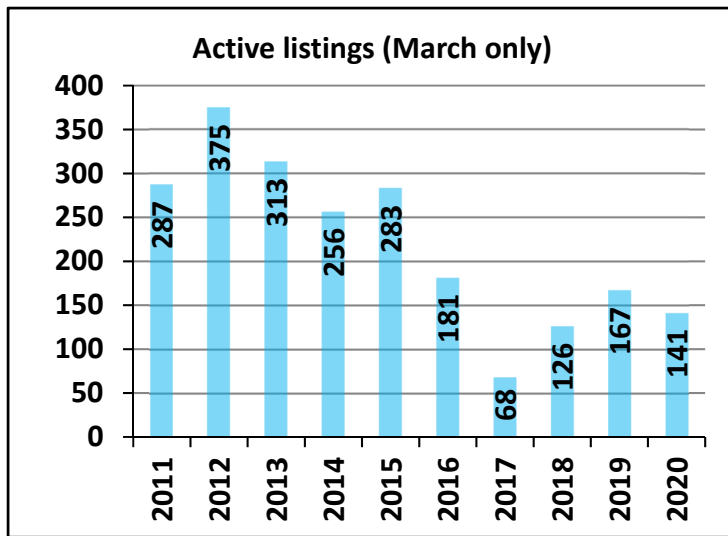
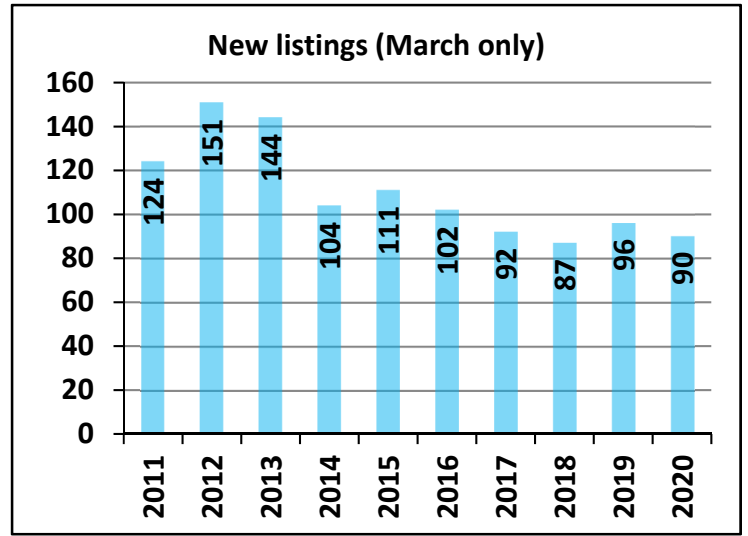
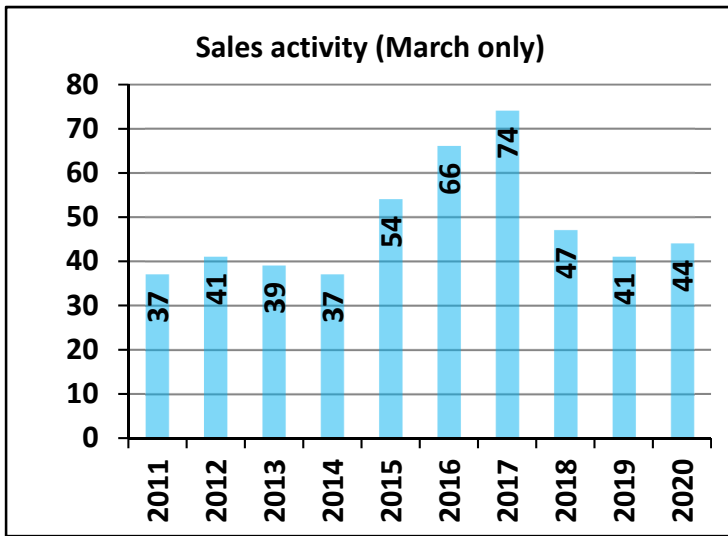
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

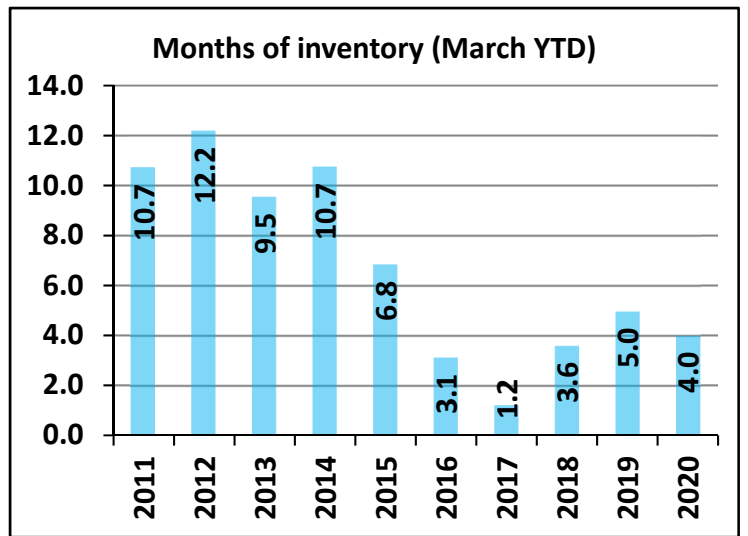
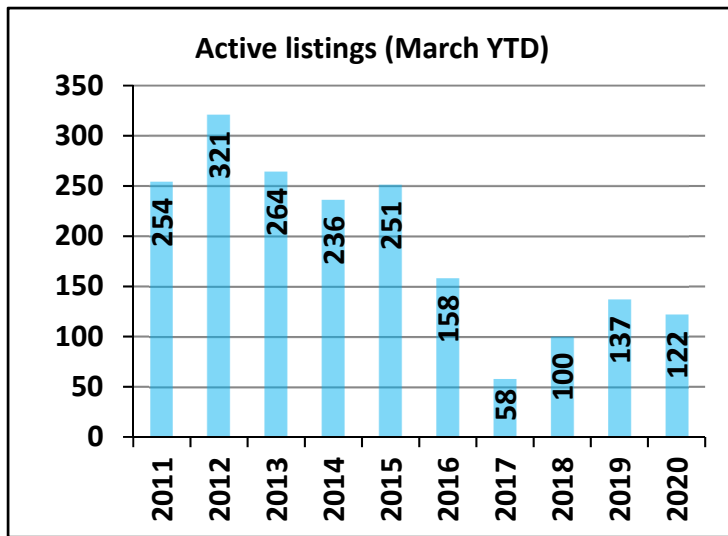
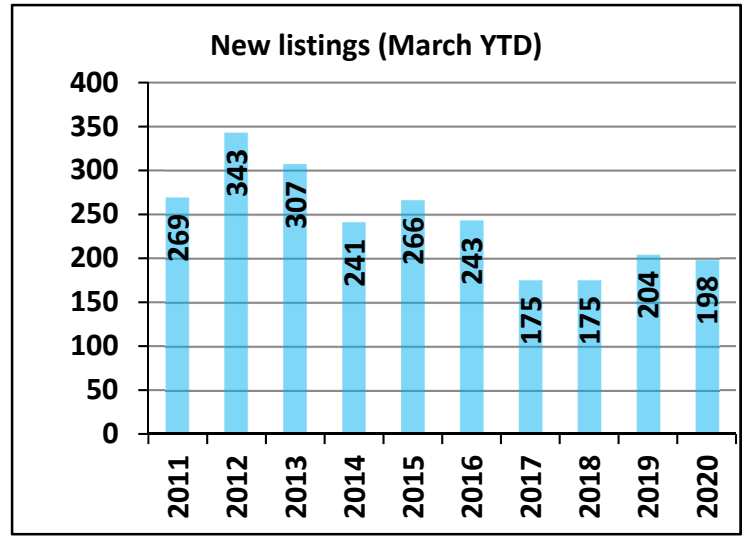
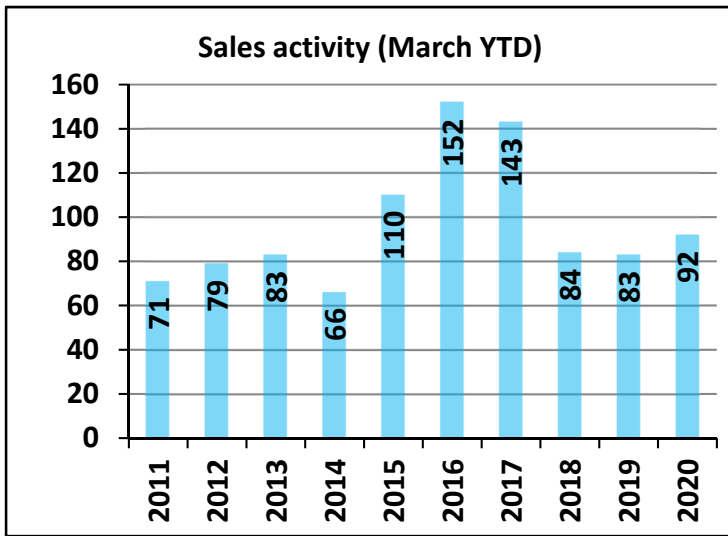
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
Sales Activity	44	7.3	-6.4	-40.5	-18.5	12.8	-4.3
Dollar Volume	\$21,181,475	17.3	8.5	-27.3	22.4	110.0	90.4
New Listings	90	-6.3	3.4	-2.2	-18.9	-37.5	-18.2
Active Listings	141	-15.6	11.9	107.4	-50.2	-55.0	-48.0
Sales to New Listings Ratio¹	48.9	42.7	54.0	80.4	48.6	27.1	41.8
Months of Inventory²	3.2	4.1	2.7	0.9	5.2	8.0	5.9
Average Price	\$481,397	9.3	15.9	22.3	50.2	86.1	99.0

Year-to-date	March 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
Sales Activity	92	10.8	9.5	-35.7	-16.4	10.8	19.5
Dollar Volume	\$44,874,031	22.6	31.0	-17.5	33.6	107.2	134.0
New Listings	198	-2.9	13.1	13.1	-25.6	-35.5	-22.0
Active Listings³	122	-10.9	22.0	110.3	-51.4	-53.8	-51.2
Sales to New Listings Ratio⁴	46.5	40.7	48.0	81.7	41.4	27.0	30.3
Months of Inventory⁵	4.0	5.0	3.6	1.2	6.8	9.5	9.7
Average Price	\$487,761	10.6	19.6	28.3	59.7	86.9	95.8

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