



Western District

Residential Market Activity

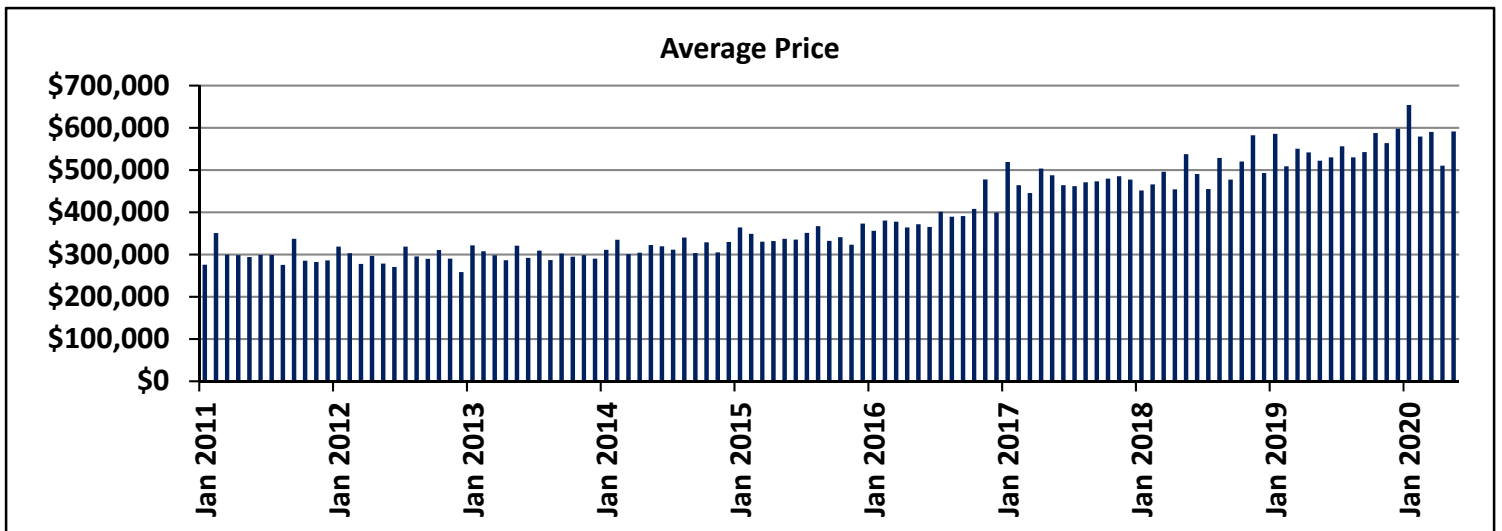
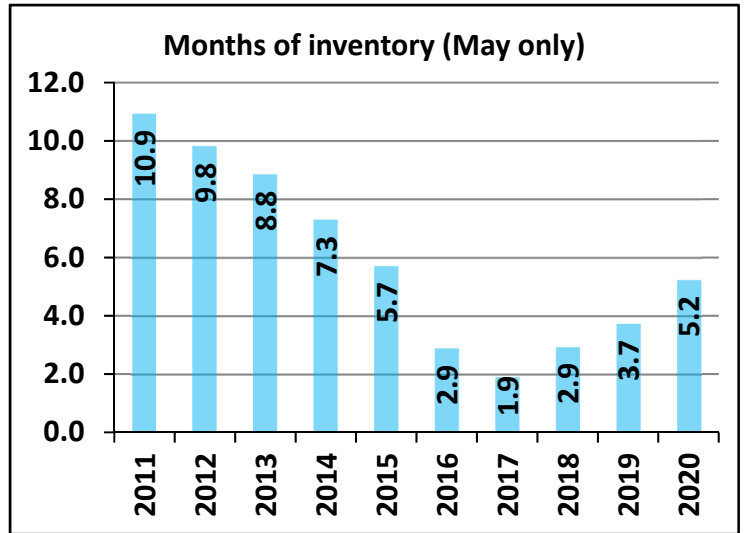
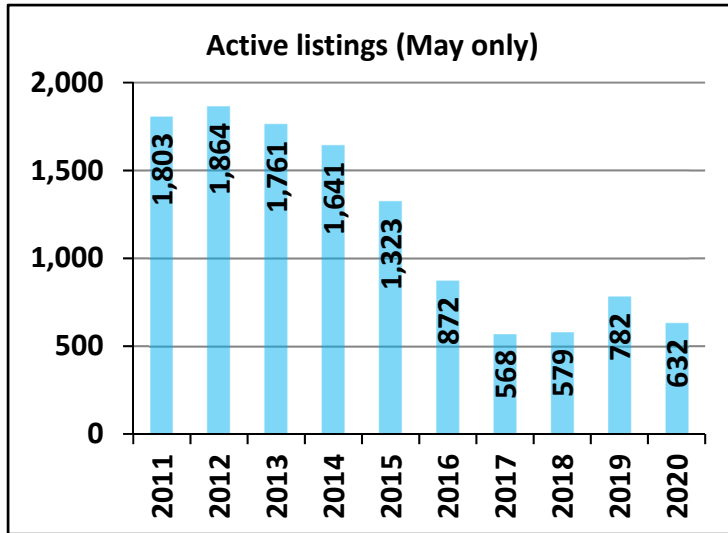
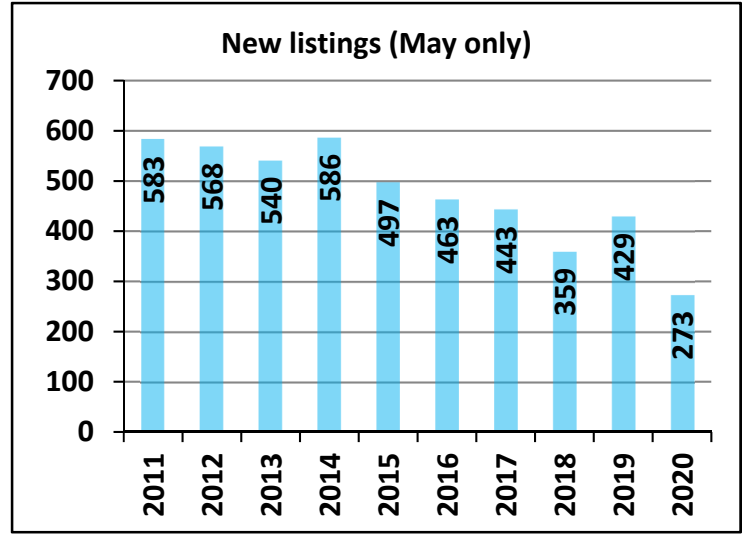
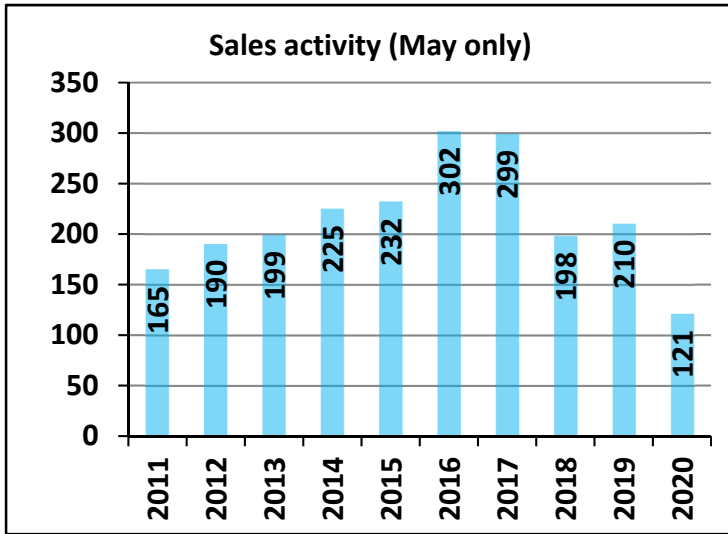
May 2020



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

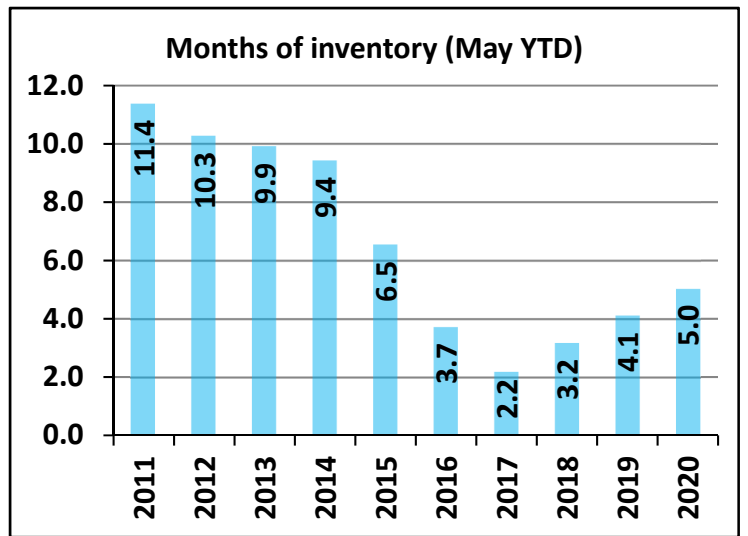
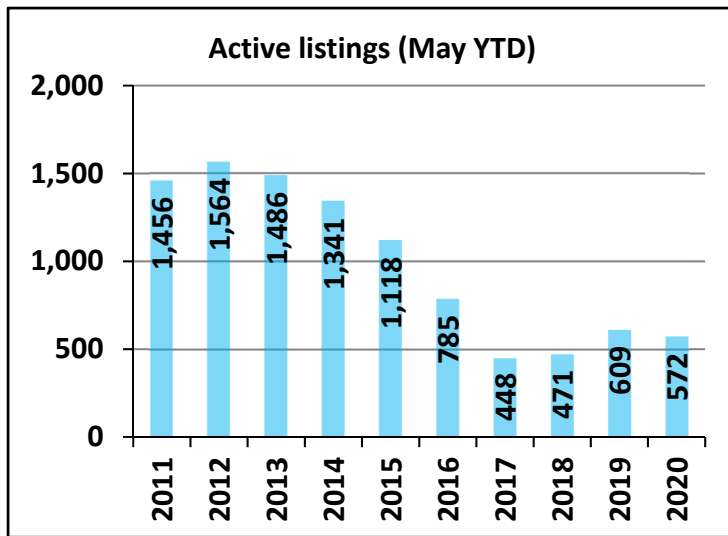
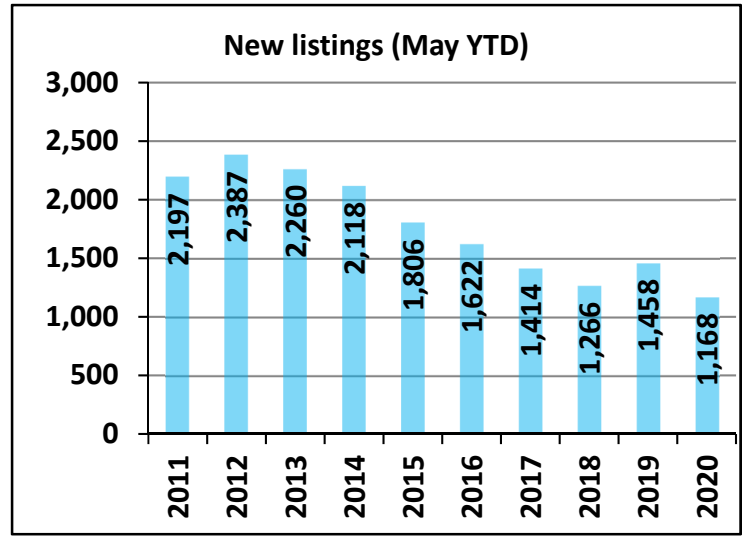
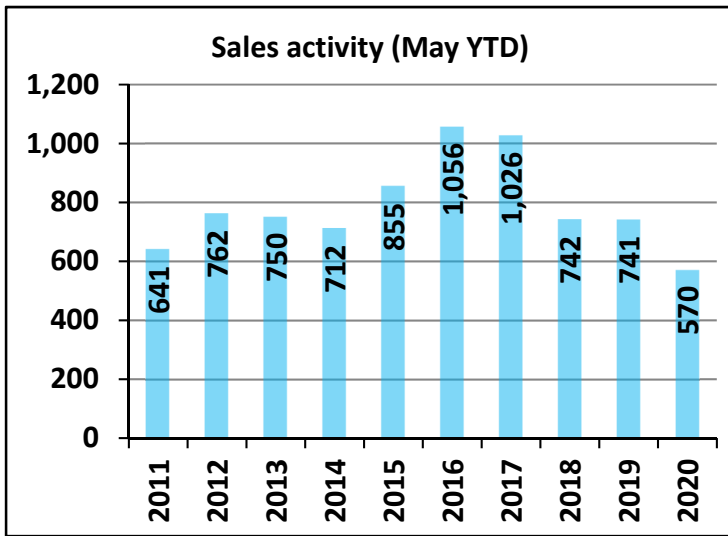
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	121	-42.4	-38.9	-59.5	-47.8	-39.2	-26.7
Dollar Volume	\$71,553,650	-34.7	-32.8	-50.9	-8.5	12.0	51.6
New Listings	273	-36.4	-24.0	-38.4	-45.1	-49.4	-47.2
Active Listings	632	-19.2	9.2	11.3	-52.2	-64.1	-63.6
Sales to New Listings Ratio¹	44.3	49.0	55.2	67.5	46.7	36.9	31.9
Months of Inventory²	5.2	3.7	2.9	1.9	5.7	8.8	10.5
Average Price	\$591,352	13.3	10.0	21.3	75.5	84.2	106.7

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	570	-23.1	-23.2	-44.4	-33.3	-24.0	-18.8
Dollar Volume	\$336,091,852	-15.7	-6.9	-31.9	15.8	46.3	65.8
New Listings	1,168	-19.9	-7.7	-17.4	-35.3	-48.3	-47.6
Active Listings³	572	-6.1	21.4	27.7	-48.8	-61.5	-59.5
Sales to New Listings Ratio⁴	48.8	50.8	58.6	72.6	47.3	33.2	31.5
Months of Inventory⁵	5.0	4.1	3.2	2.2	6.5	9.9	10.1
Average Price	\$589,635	9.6	21.2	22.6	73.6	92.6	104.2

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

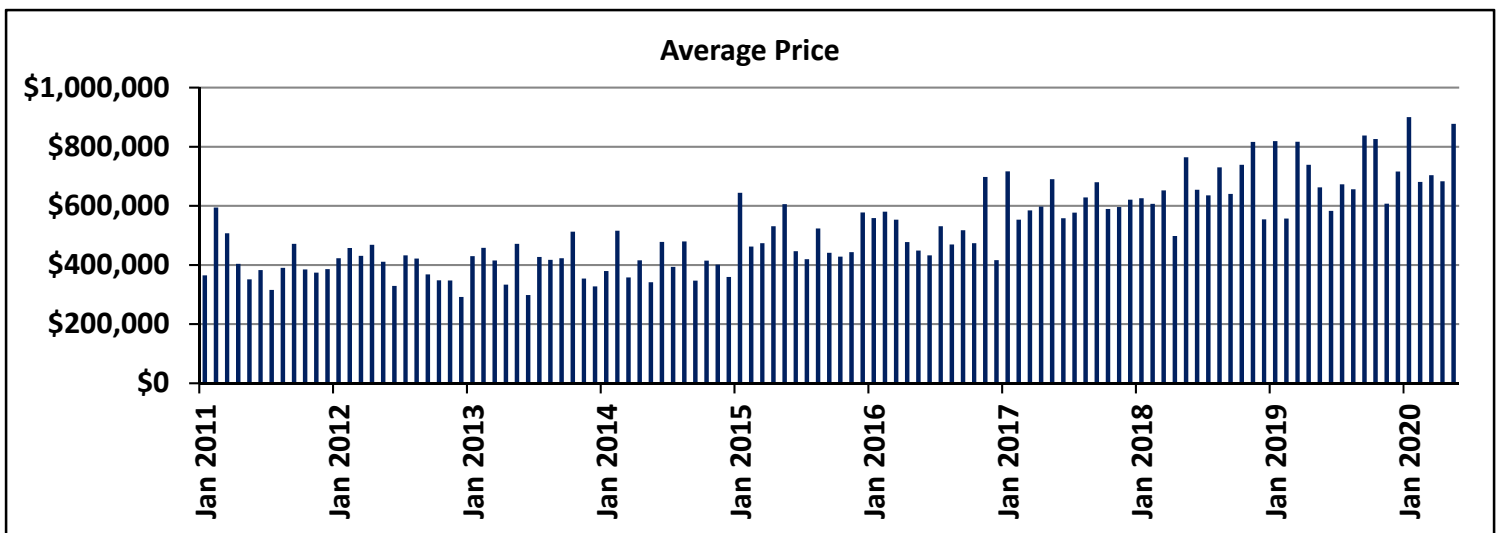
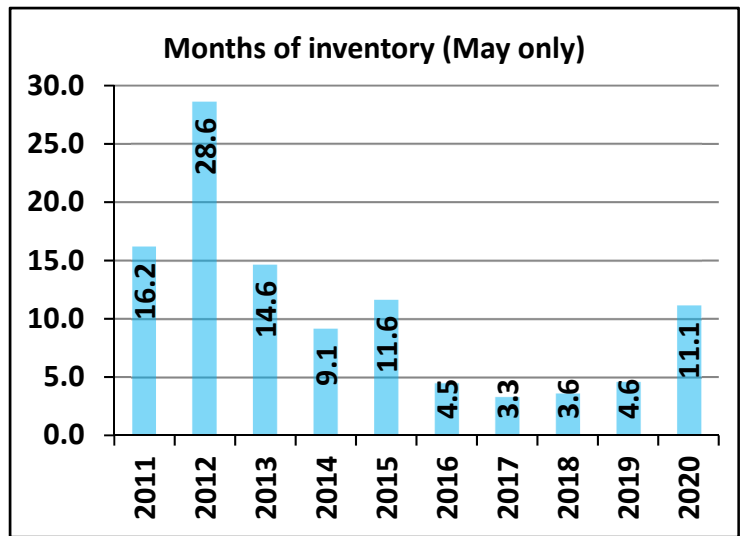
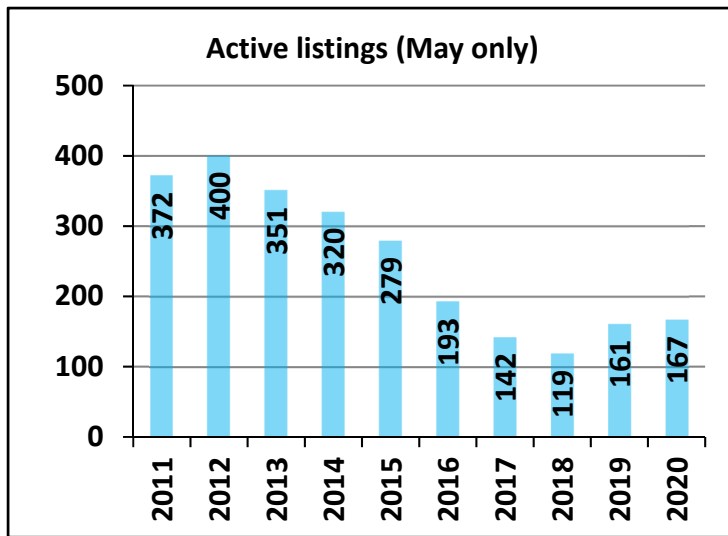
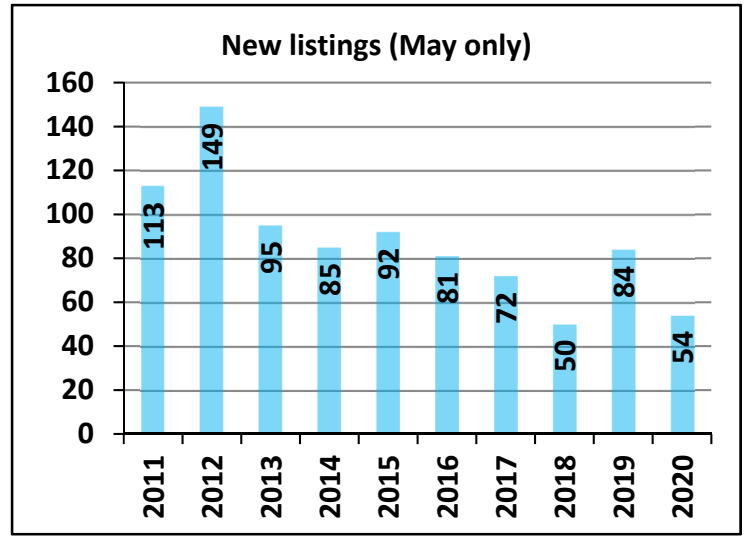
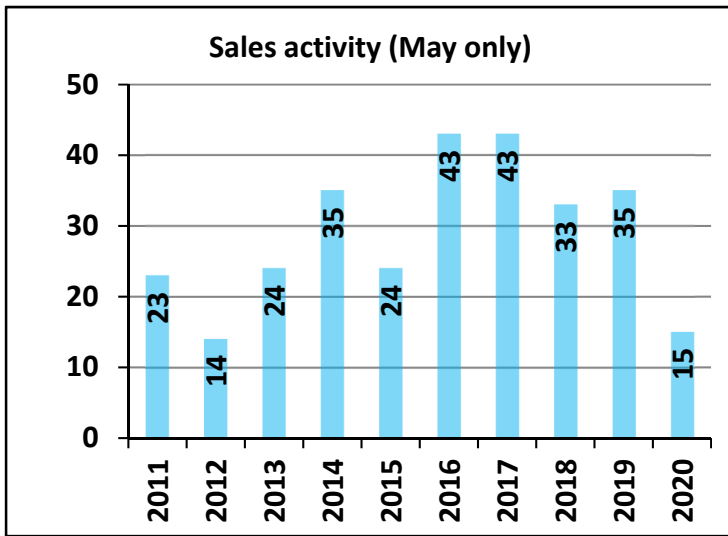
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

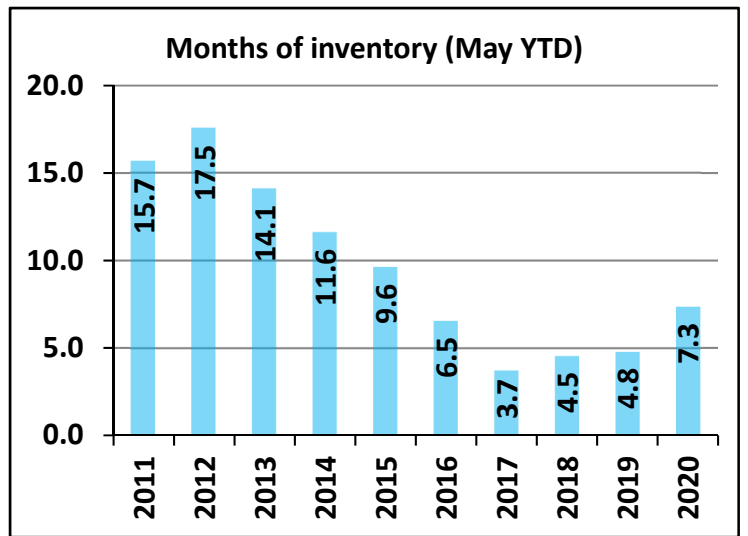
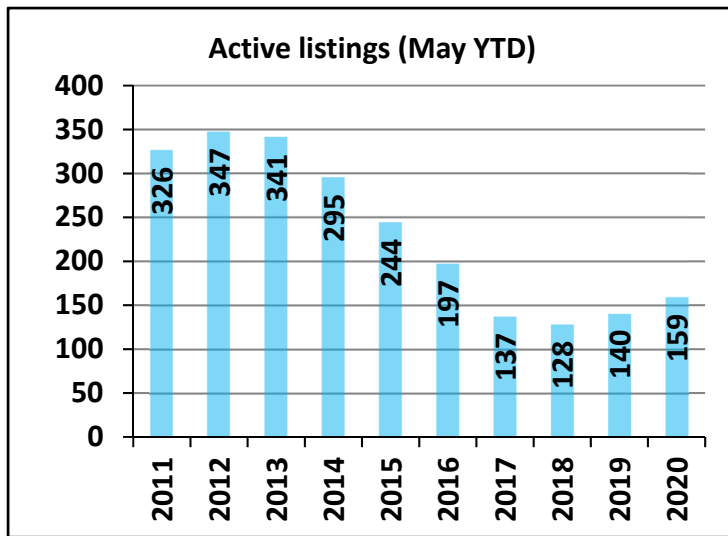
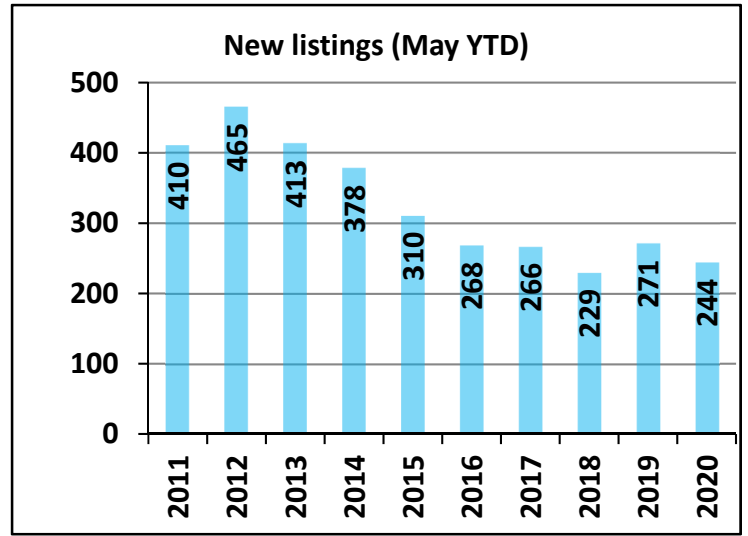
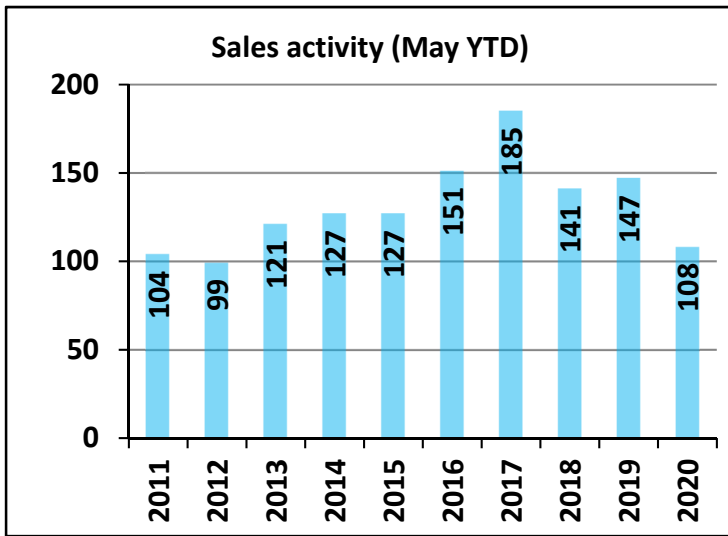
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	15	-57.1	-54.5	-65.1	-37.5	-37.5	-16.7
Dollar Volume	\$13,160,000	-43.2	-47.8	-55.7	-9.5	16.3	68.9
New Listings	54	-35.7	8.0	-25.0	-41.3	-43.2	-34.9
Active Listings	167	3.7	40.3	17.6	-40.1	-52.4	-49.1
Sales to New Listings Ratio¹	27.8	41.7	66.0	59.7	26.1	25.3	21.7
Months of Inventory²	11.1	4.6	3.6	3.3	11.6	14.6	18.2
Average Price	\$877,333	32.4	14.8	27.1	44.9	86.1	102.7

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	108	-26.5	-23.4	-41.6	-15.0	-10.7	3.8
Dollar Volume	\$81,759,893	-22.3	-8.7	-29.1	20.9	61.0	82.3
New Listings	244	-10.0	6.6	-8.3	-21.3	-40.9	-37.1
Active Listings³	159	13.6	24.2	16.1	-34.8	-53.4	-46.8
Sales to New Listings Ratio⁴	44.3	54.2	61.6	69.5	41.0	29.3	26.8
Months of Inventory⁵	7.3	4.8	4.5	3.7	9.6	14.1	14.4
Average Price	\$757,036	5.7	19.3	21.4	42.2	80.3	75.6

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

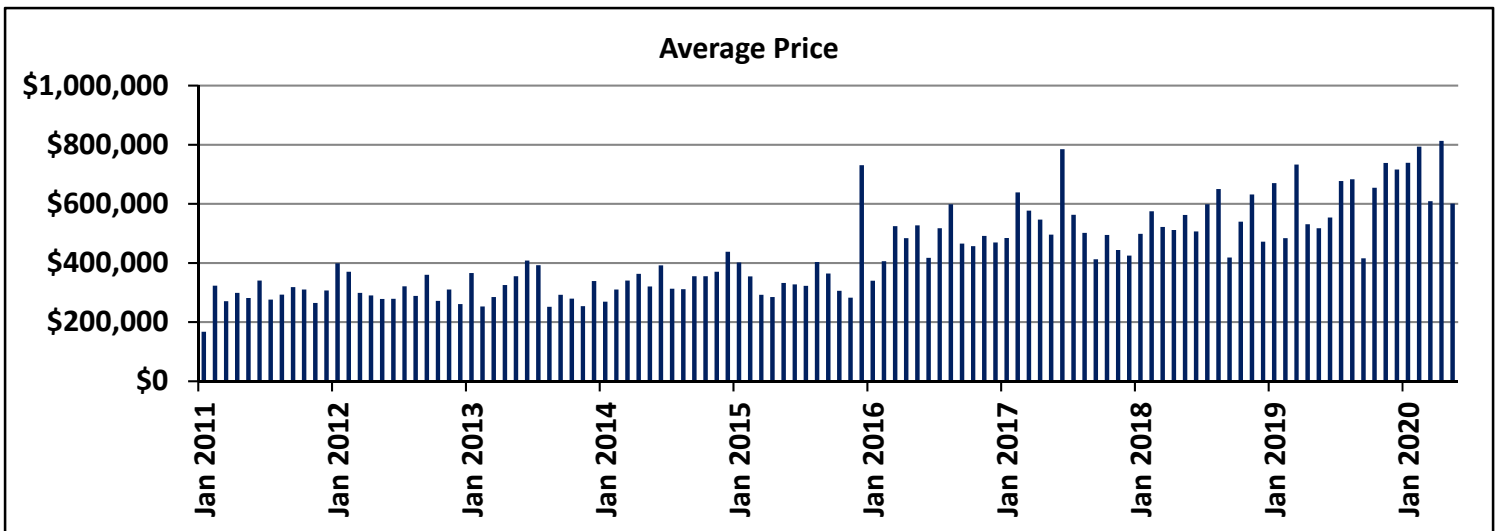
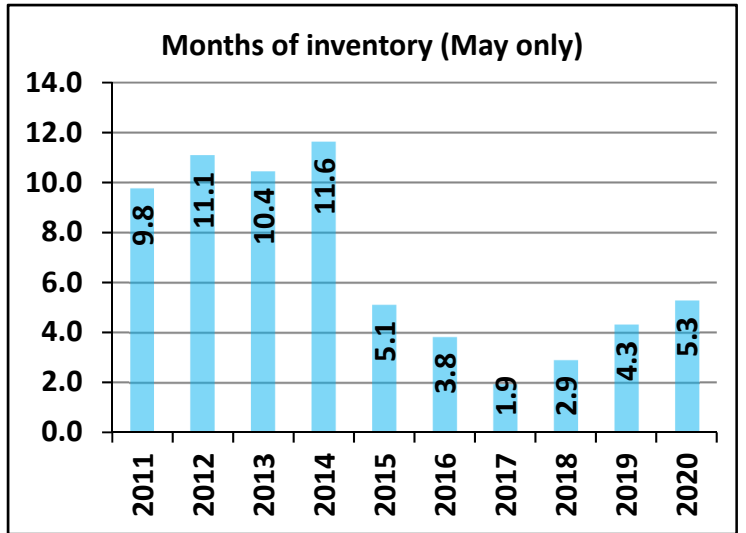
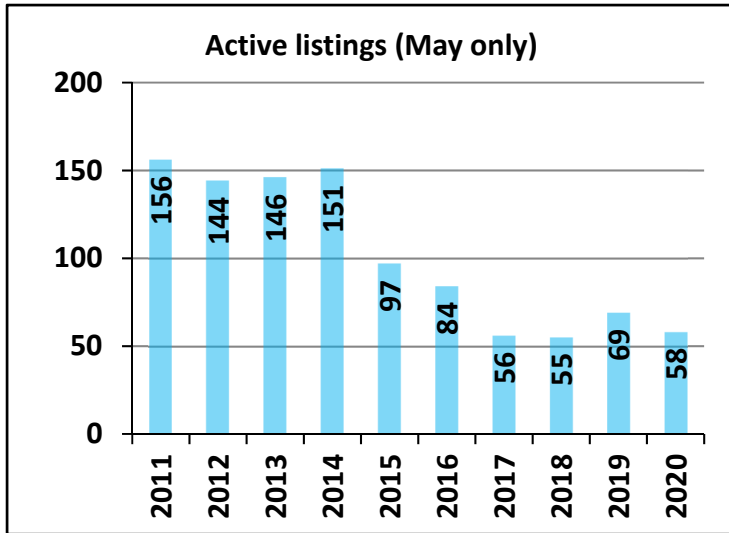
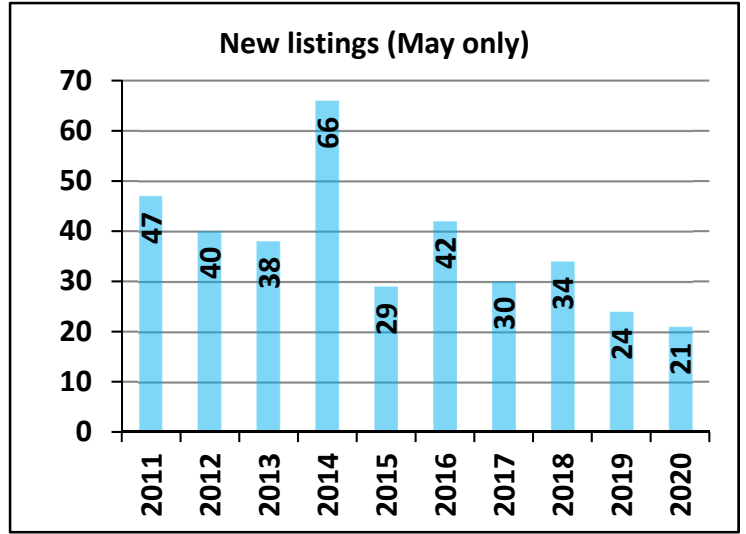
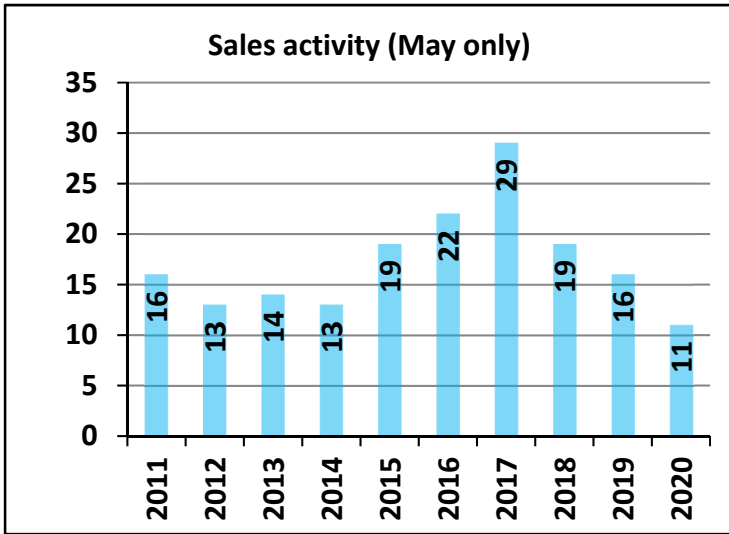
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

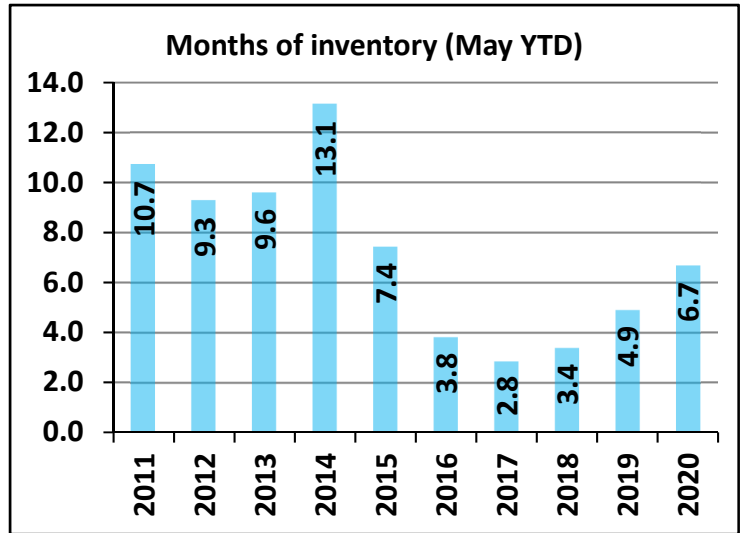
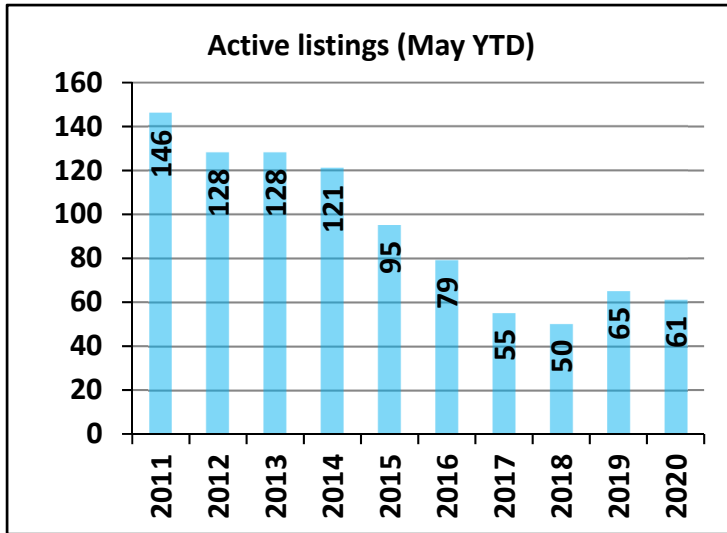
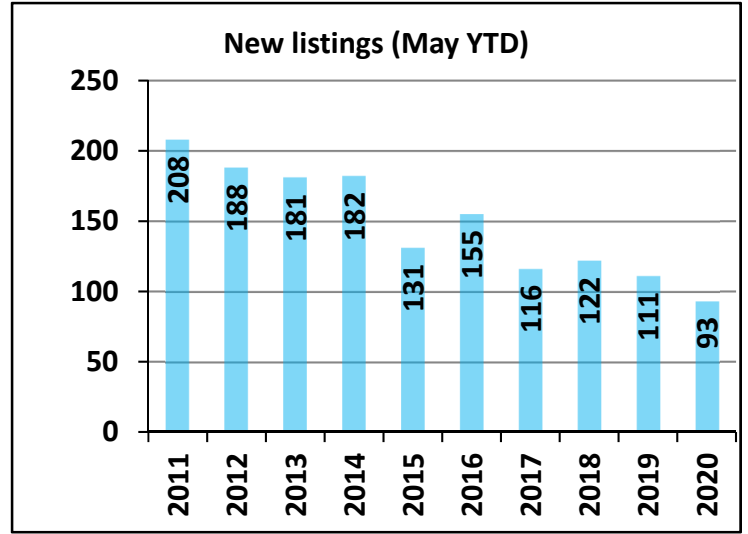
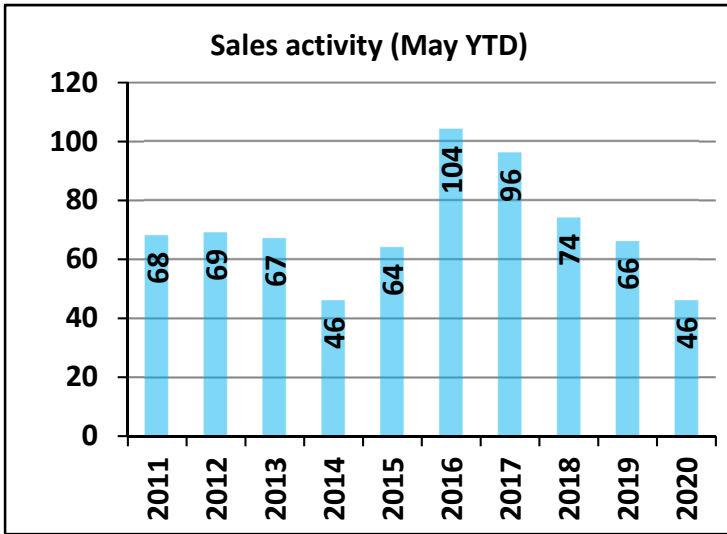
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	11	-31.3	-42.1	-62.1	-42.1	-21.4	-47.6
Dollar Volume	\$6,609,100	-20.2	-38.2	-54.0	4.8	33.1	-19.3
New Listings	21	-12.5	-38.2	-30.0	-27.6	-44.7	-63.2
Active Listings	58	-15.9	5.5	3.6	-40.2	-60.3	-70.6
Sales to New Listings Ratio ¹	52.4	66.7	55.9	96.7	65.5	36.8	36.8
Months of Inventory ²	5.3	4.3	2.9	1.9	5.1	10.4	9.4
Average Price	\$600,827	16.1	6.8	21.2	81.0	69.4	54.0

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	46	-30.3	-37.8	-52.1	-28.1	-31.3	-37.8
Dollar Volume	\$31,744,600	-17.6	-19.7	-39.5	57.1	47.7	32.2
New Listings	93	-16.2	-23.8	-19.8	-29.0	-48.6	-62.0
Active Listings ³	61	-6.2	22.0	10.9	-35.8	-52.3	-62.8
Sales to New Listings Ratio ⁴	49.5	59.5	60.7	82.8	48.9	37.0	30.2
Months of Inventory ⁵	6.7	4.9	3.4	2.8	7.4	9.6	11.1
Average Price	\$690,100	18.2	29.2	26.2	118.5	115.1	112.7

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

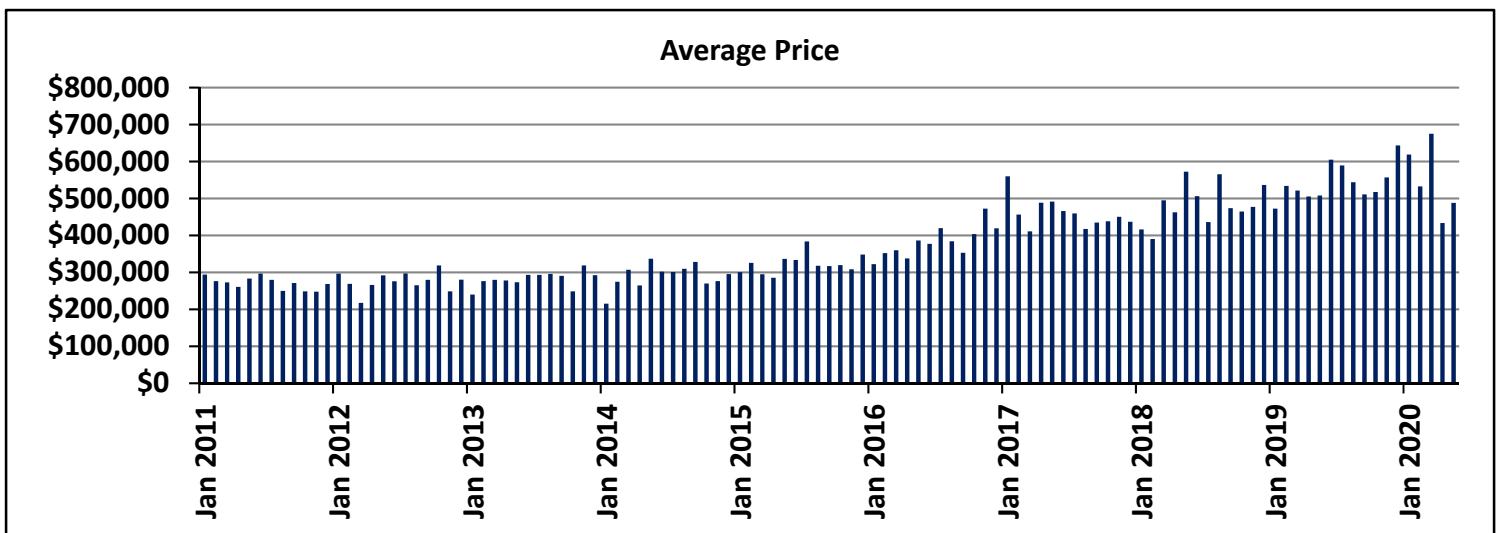
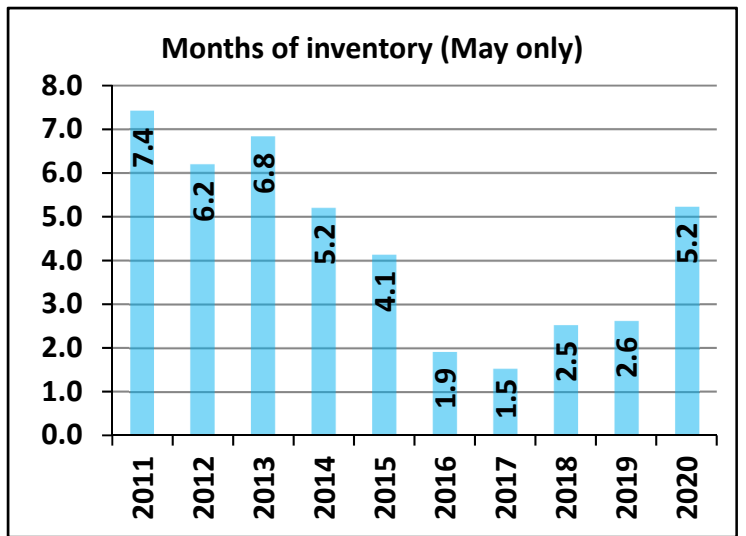
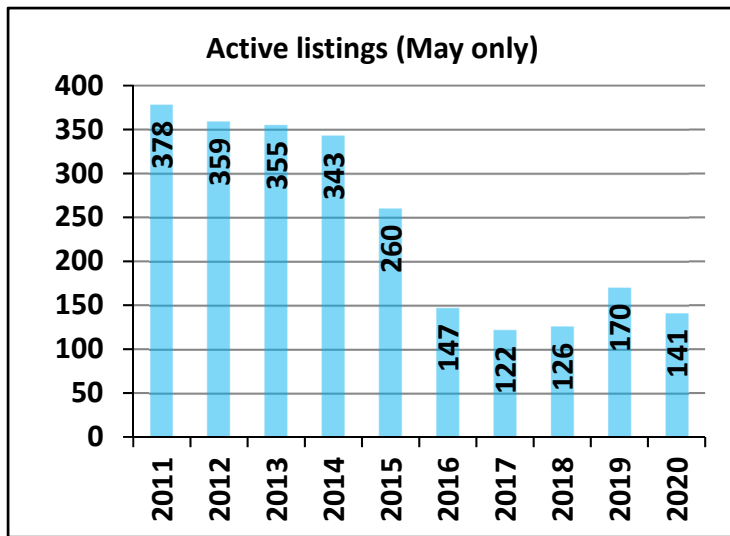
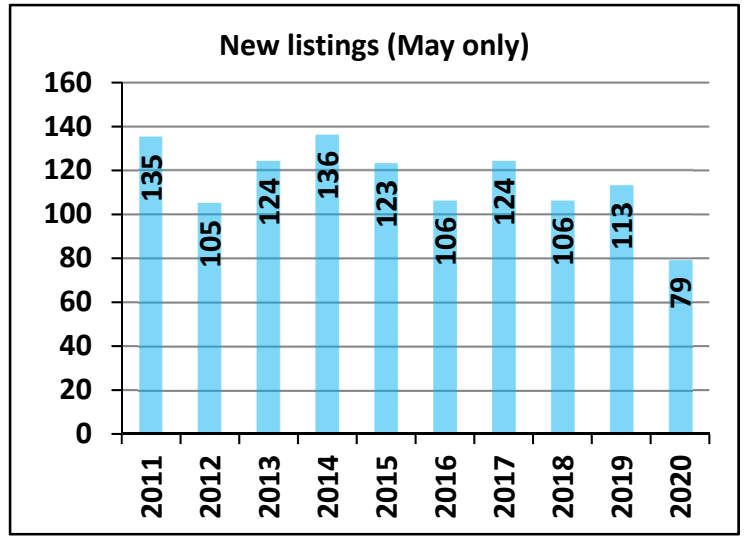
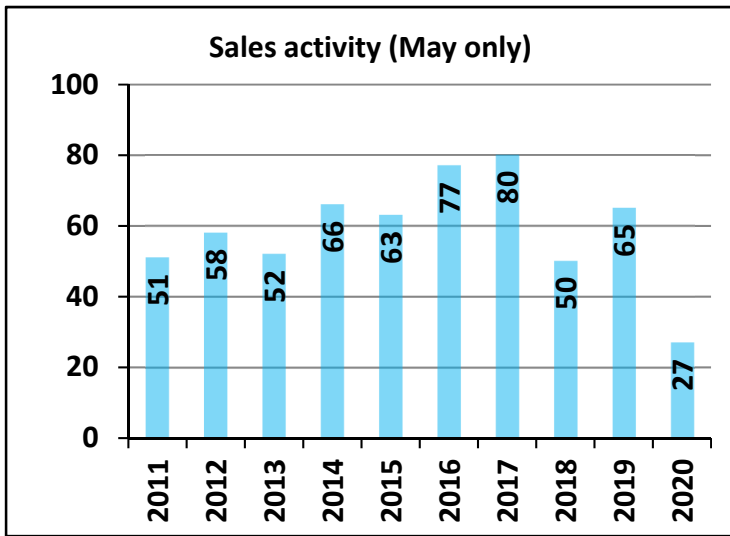
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

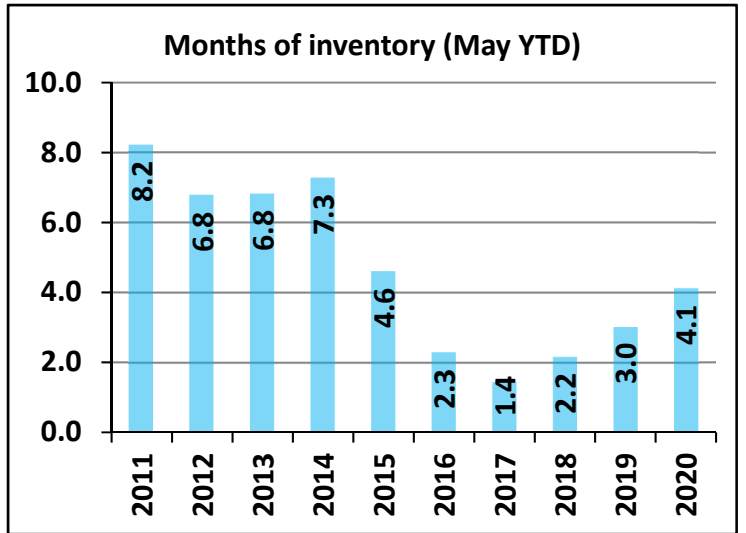
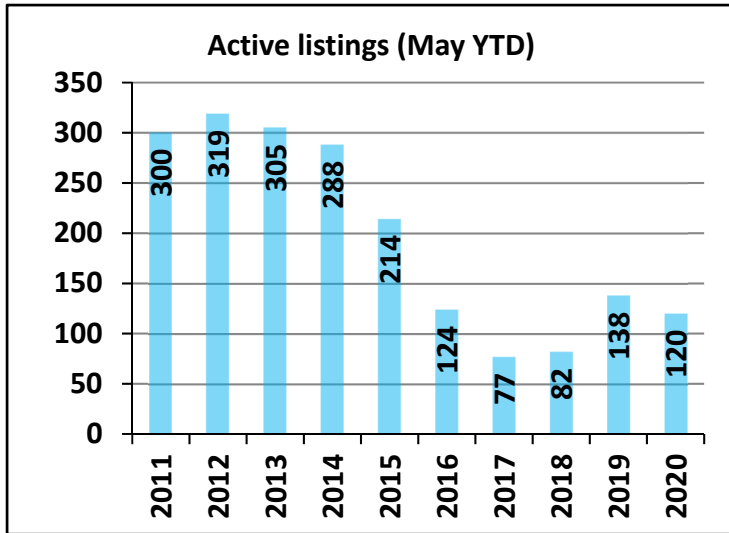
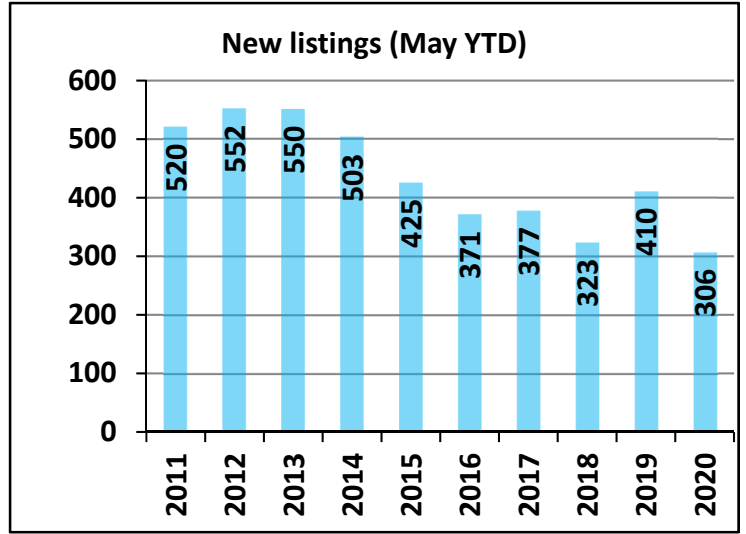
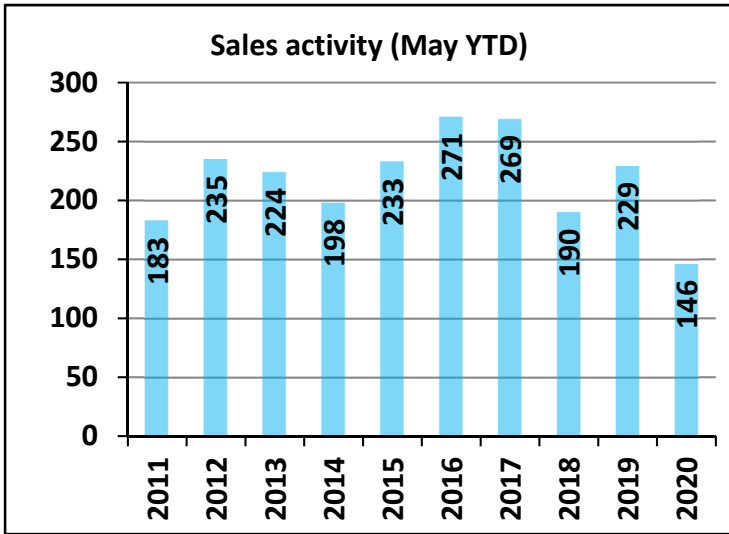
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	27	-58.5	-46.0	-66.3	-57.1	-48.1	-42.6
Dollar Volume	\$13,175,500	-60.1	-54.0	-66.5	-37.8	-7.2	11.5
New Listings	79	-30.1	-25.5	-36.3	-35.8	-36.3	-28.2
Active Listings	141	-17.1	11.9	15.6	-45.8	-60.3	-59.5
Sales to New Listings Ratio¹	34.2	57.5	47.2	64.5	51.2	41.9	42.7
Months of Inventory²	5.2	2.6	2.5	1.5	4.1	6.8	7.4
Average Price	\$487,981	-3.9	-14.8	-0.7	45.1	78.7	94.1

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	146	-36.2	-23.2	-45.7	-37.3	-34.8	-31.1
Dollar Volume	\$81,335,911	-30.5	-11.0	-36.0	12.4	34.0	56.7
New Listings	306	-25.4	-5.3	-18.8	-28.0	-44.4	-43.5
Active Listings³	120	-13.0	46.3	55.8	-43.9	-60.7	-59.2
Sales to New Listings Ratio⁴	47.7	55.9	58.8	71.4	54.8	40.7	39.1
Months of Inventory⁵	4.1	3.0	2.2	1.4	4.6	6.8	6.9
Average Price	\$557,095	9.0	15.8	17.9	79.4	105.6	127.5

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

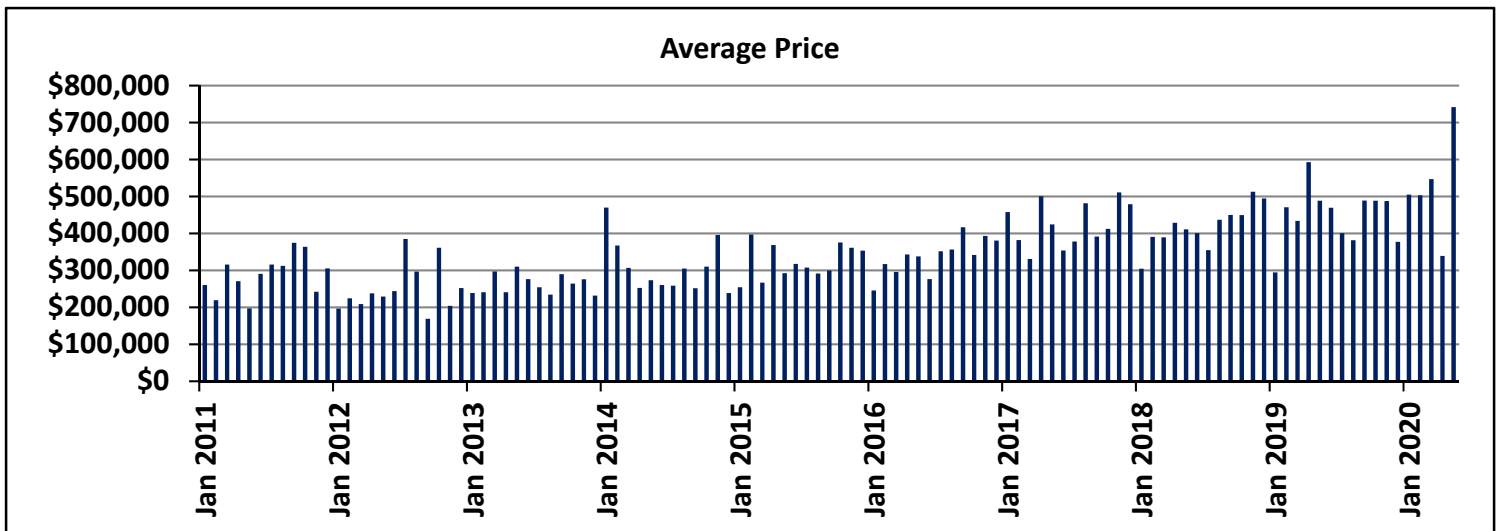
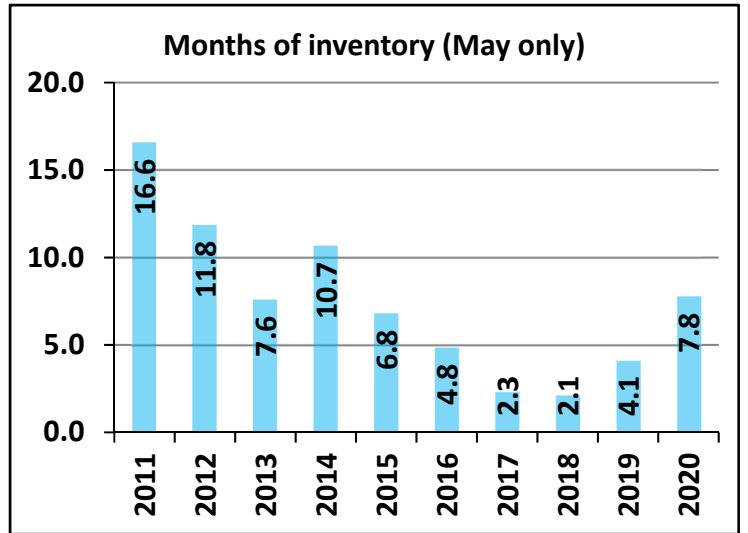
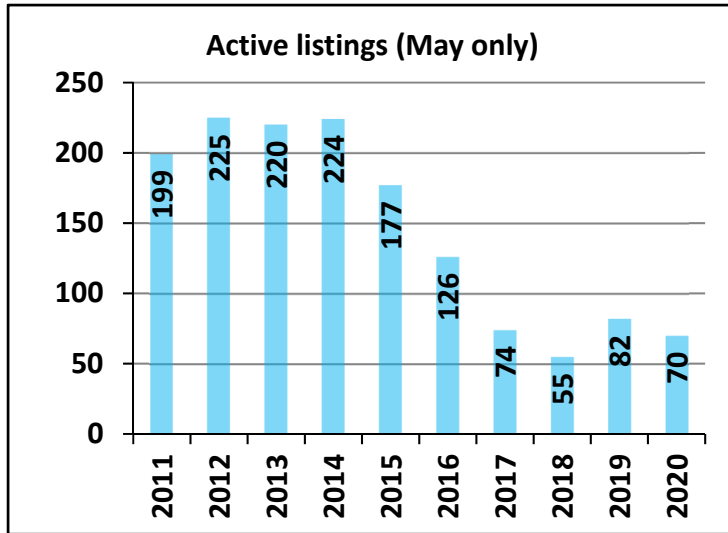
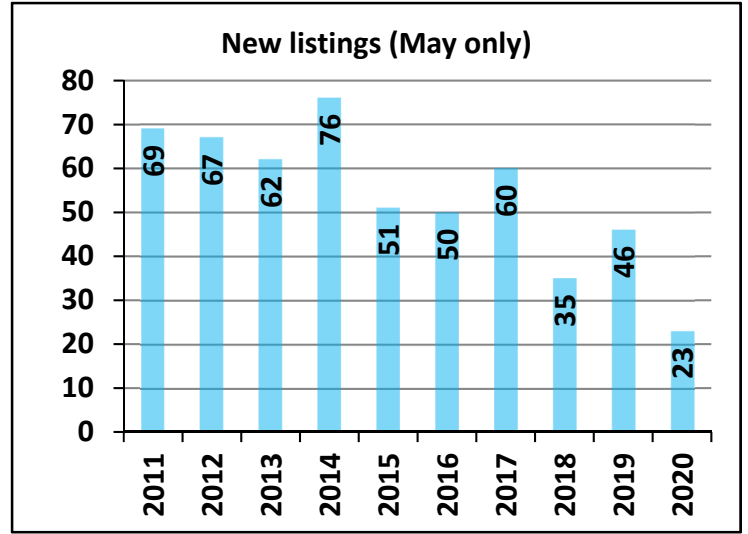
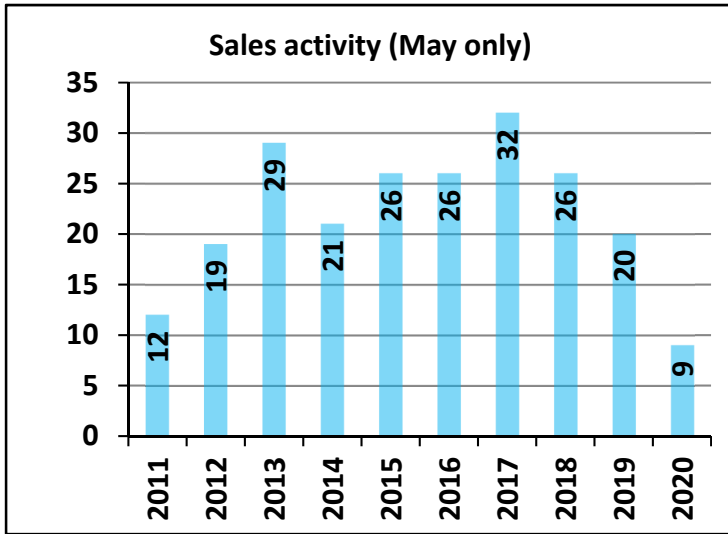
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

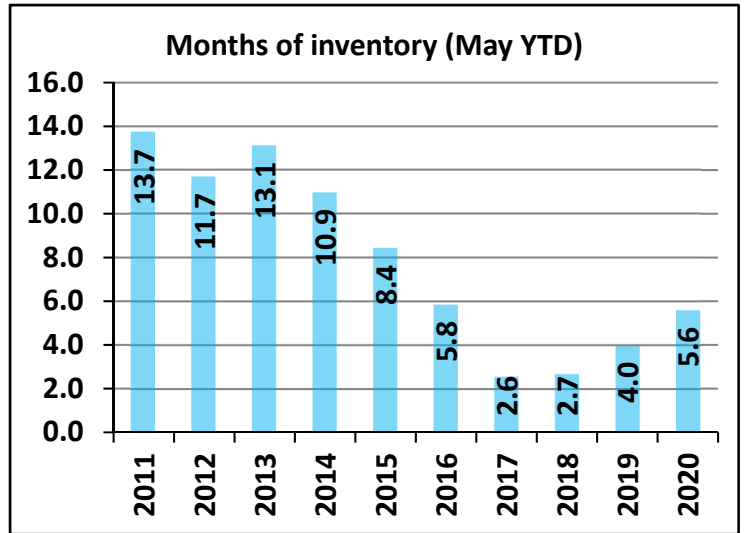
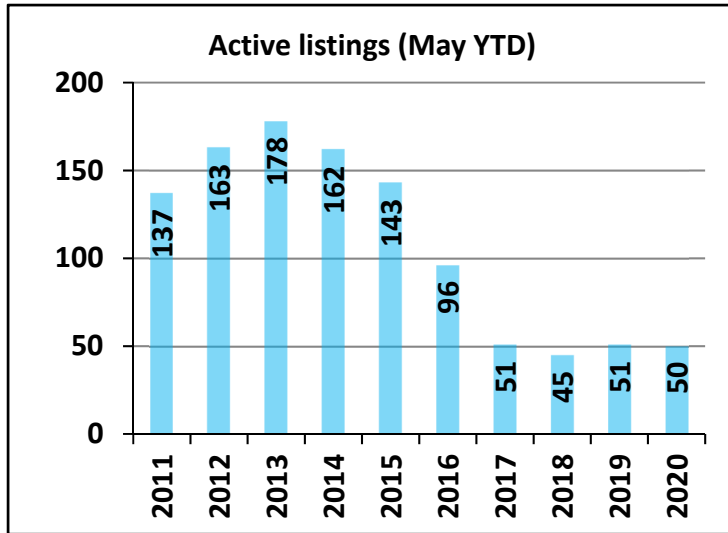
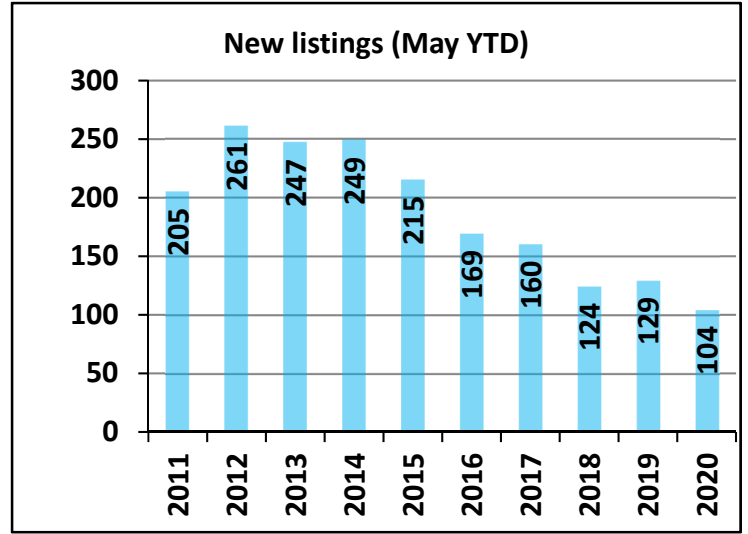
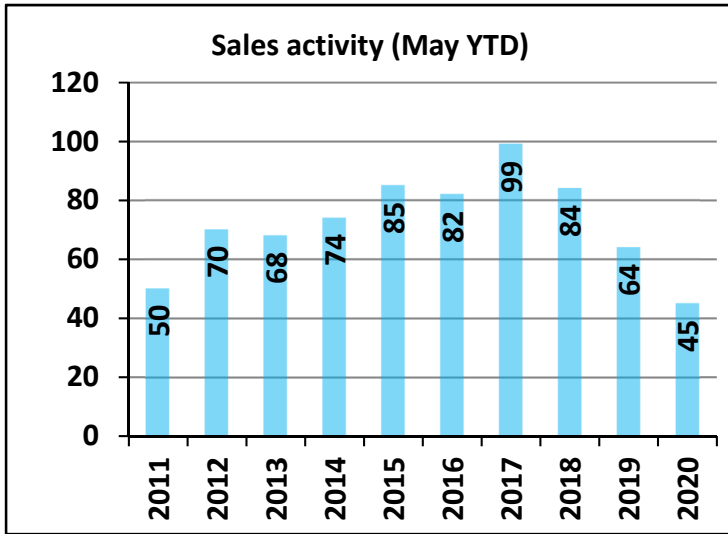
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	9	-55.0	-65.4	-71.9	-65.4	-69.0	-62.5
Dollar Volume	\$6,675,500	-31.6	-37.5	-50.8	-12.1	-25.7	2.2
New Listings	23	-50.0	-34.3	-61.7	-54.9	-62.9	-52.1
Active Listings	70	-14.6	27.3	-5.4	-60.5	-68.2	-61.3
Sales to New Listings Ratio¹	39.1	43.5	74.3	53.3	51.0	46.8	50.0
Months of Inventory²	7.8	4.1	2.1	2.3	6.8	7.6	7.5
Average Price	\$741,722	51.9	80.6	74.9	153.8	139.4	172.4

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	45	-29.7	-46.4	-54.5	-47.1	-33.8	-35.7
Dollar Volume	\$25,298,777	-18.3	-24.4	-38.1	-5.1	33.7	42.1
New Listings	104	-19.4	-16.1	-35.0	-51.6	-57.9	-49.3
Active Listings³	50	-2.0	11.1	-2.0	-65.0	-71.9	-64.8
Sales to New Listings Ratio⁴	43.3	49.6	67.7	61.9	39.5	27.5	34.1
Months of Inventory⁵	5.6	4.0	2.7	2.6	8.4	13.1	10.1
Average Price	\$562,195	16.2	41.1	36.1	79.3	102.0	121.0

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

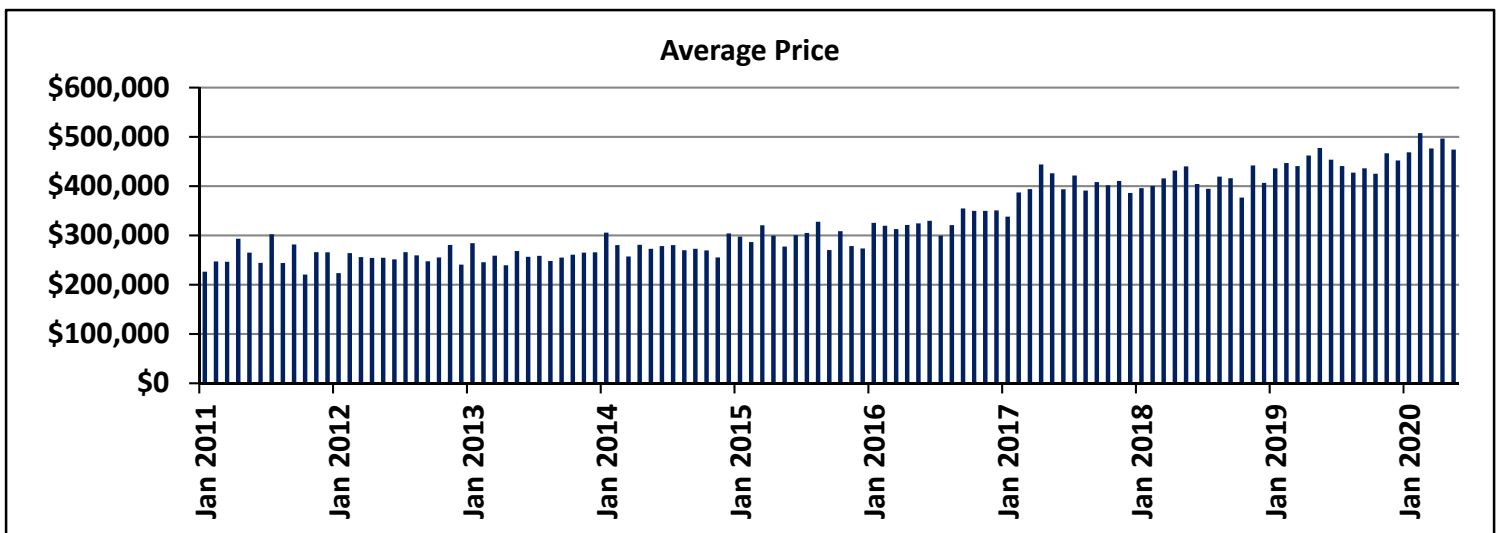
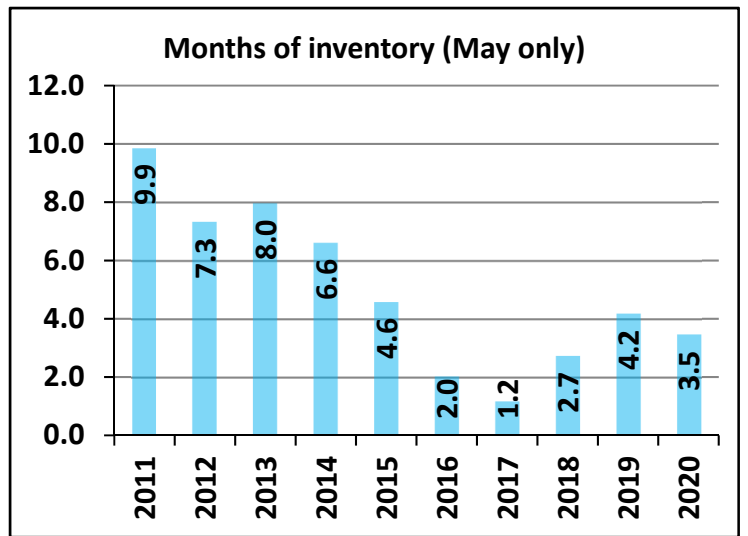
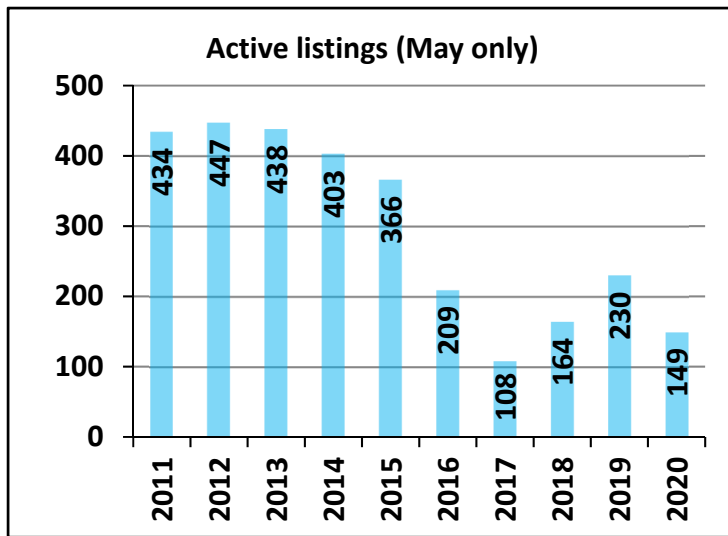
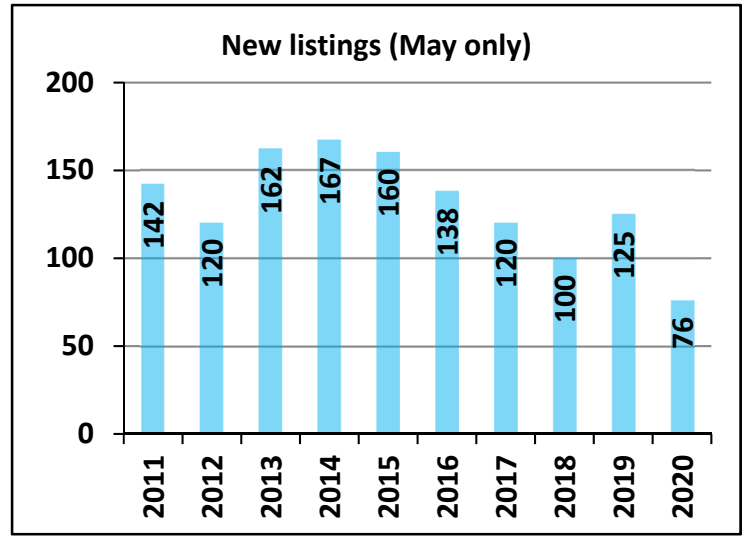
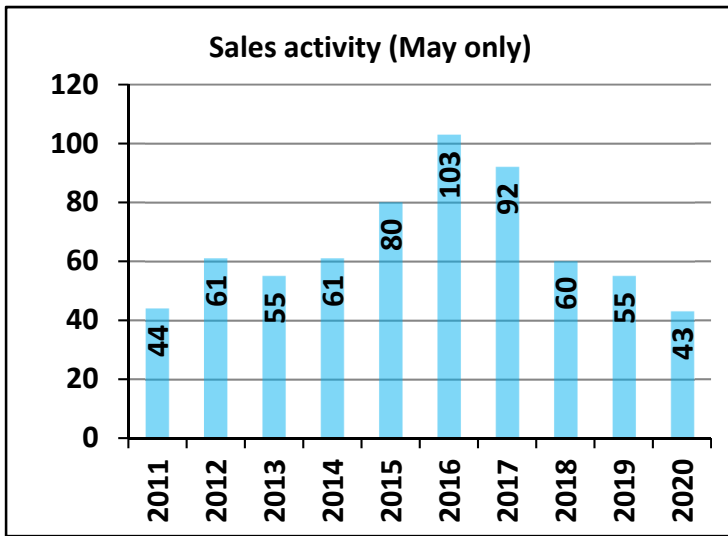
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

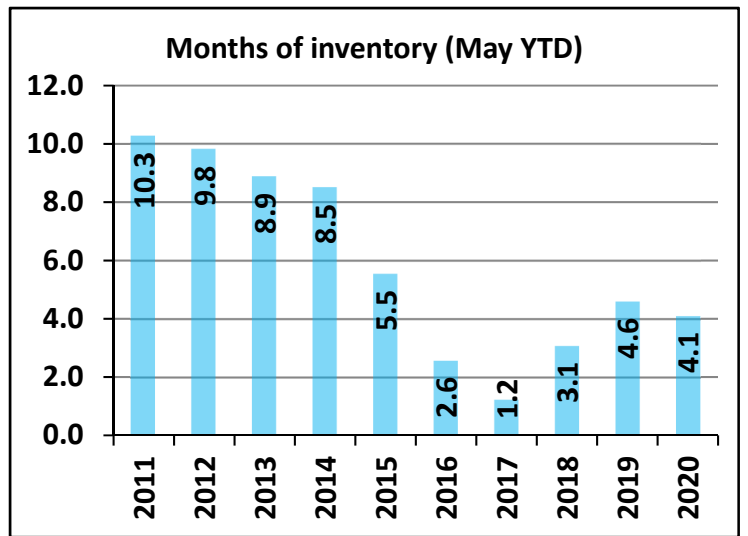
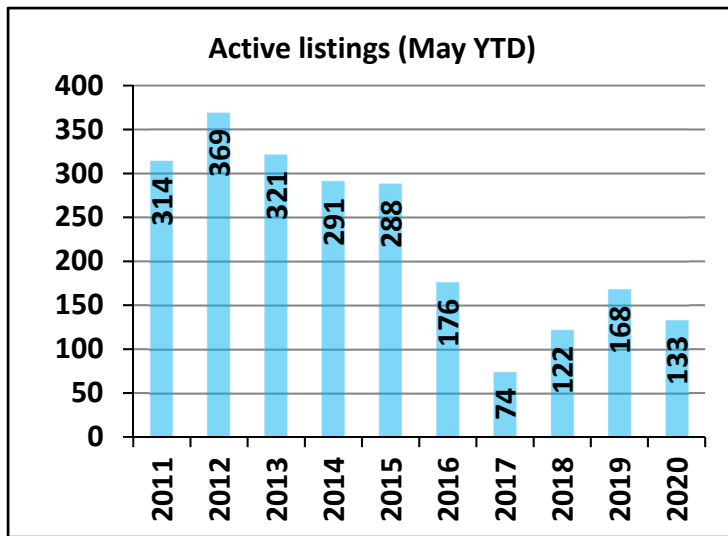
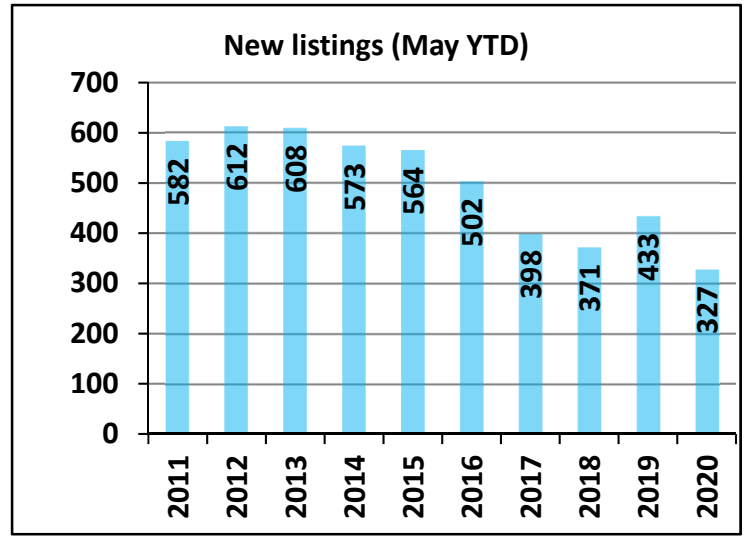
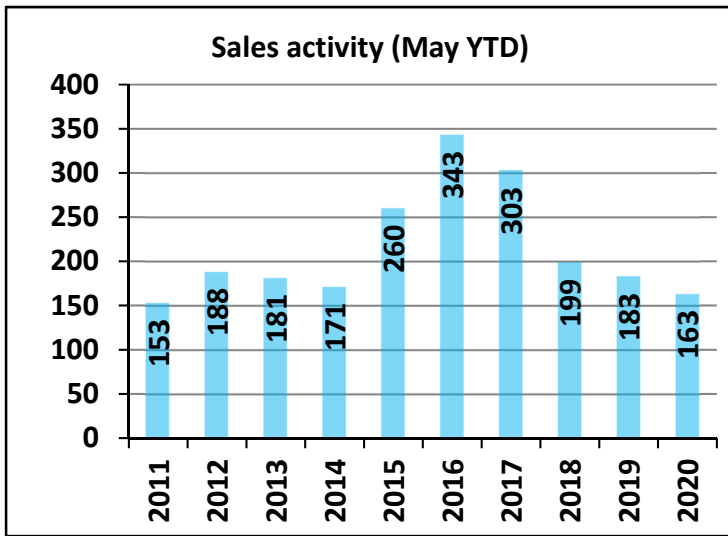
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019	May 2018	May 2017	May 2015	May 2013	May 2010
Sales Activity	43	-21.8	-28.3	-53.3	-46.3	-21.8	7.5
Dollar Volume	\$20,390,150	-22.3	-22.7	-48.0	-8.1	38.2	108.1
New Listings	76	-39.2	-24.0	-36.7	-52.5	-53.1	-45.7
Active Listings	149	-35.2	-9.1	38.0	-59.3	-66.0	-63.6
Sales to New Listings Ratio¹	56.6	44.0	60.0	76.7	50.0	34.0	28.6
Months of Inventory²	3.5	4.2	2.7	1.2	4.6	8.0	10.2
Average Price	\$474,190	-0.7	7.8	11.3	71.0	76.8	93.6

Year-to-date	May 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		May 2019 YTD	May 2018 YTD	May 2017 YTD	May 2015 YTD	May 2013 YTD	May 2010 YTD
Sales Activity	163	-10.9	-18.1	-46.2	-37.3	-9.9	9.4
Dollar Volume	\$78,957,881	-5.6	-6.4	-36.2	2.9	69.1	118.2
New Listings	327	-24.5	-11.9	-17.8	-42.0	-46.2	-40.1
Active Listings³	133	-20.8	9.0	79.7	-53.8	-58.6	-55.8
Sales to New Listings Ratio⁴	49.8	42.3	53.6	76.1	46.1	29.8	27.3
Months of Inventory⁵	4.1	4.6	3.1	1.2	5.5	8.9	10.1
Average Price	\$484,404	6.0	14.3	18.6	64.2	87.8	99.5

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