



## Western District

## Residential Market Activity

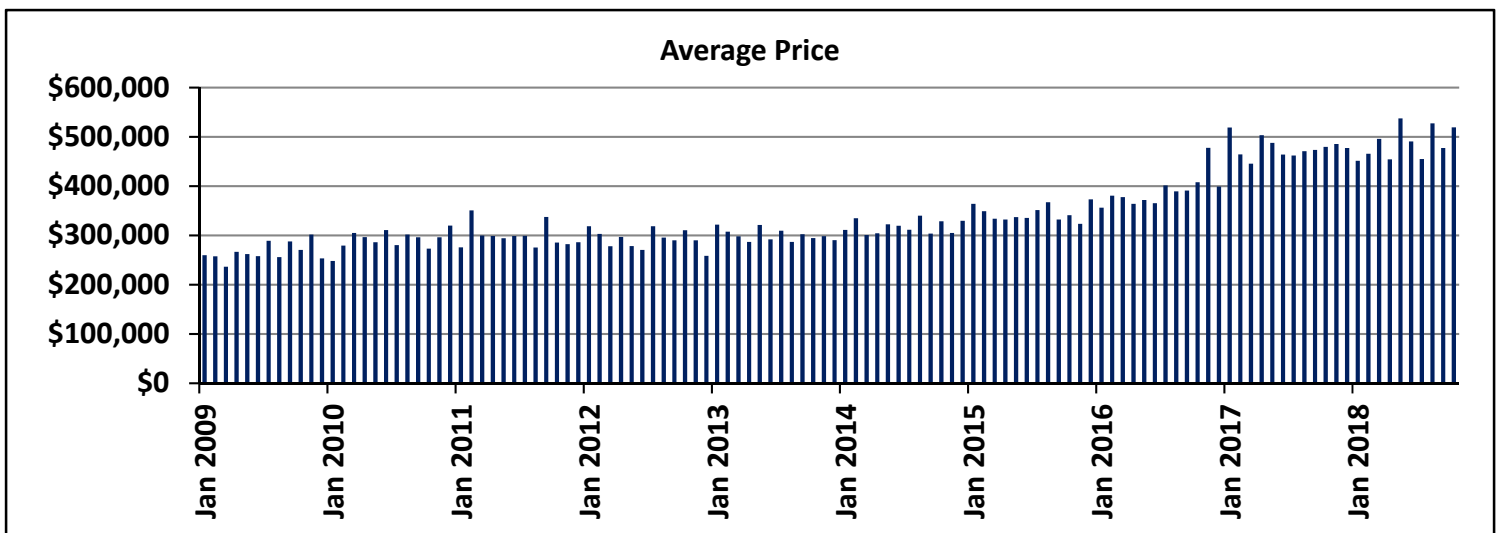
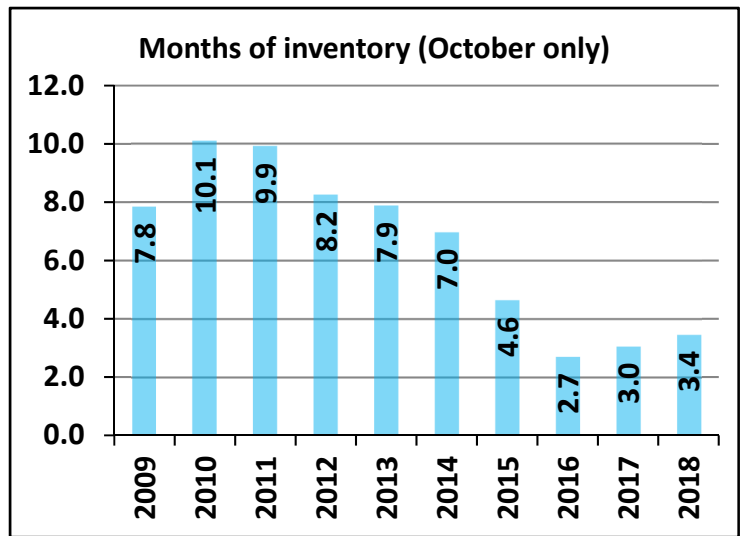
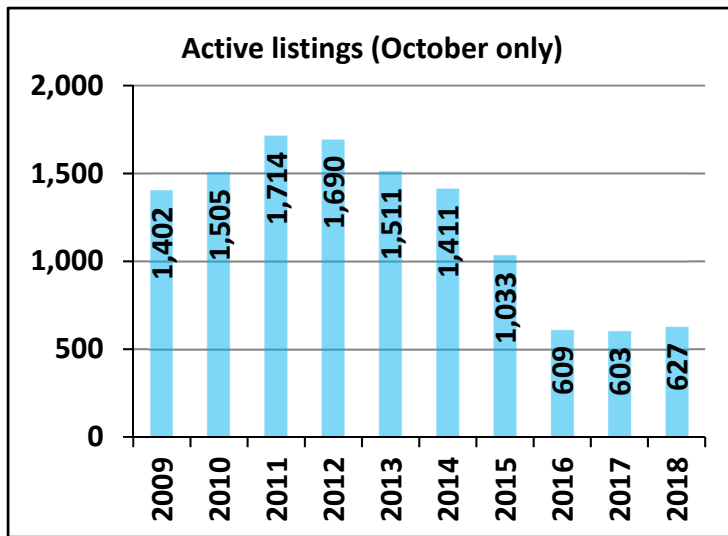
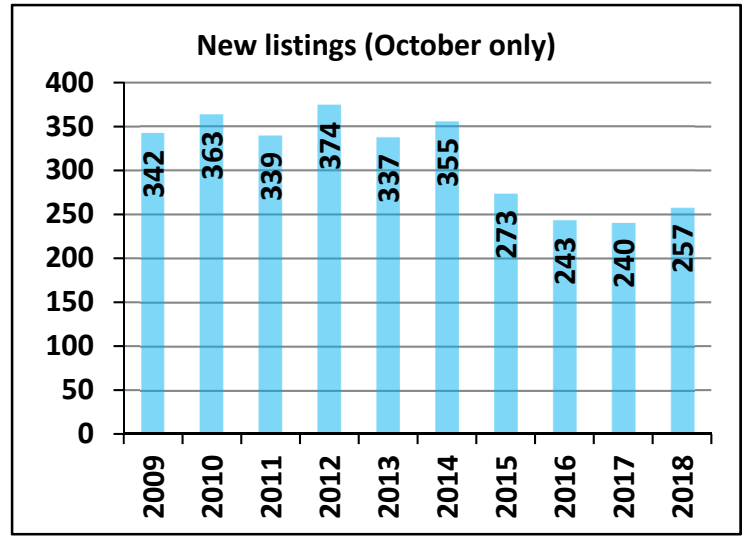
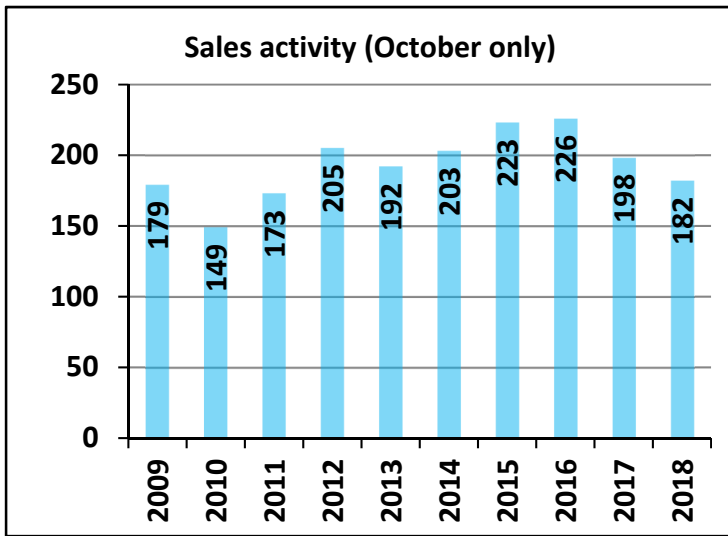
October 2018



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

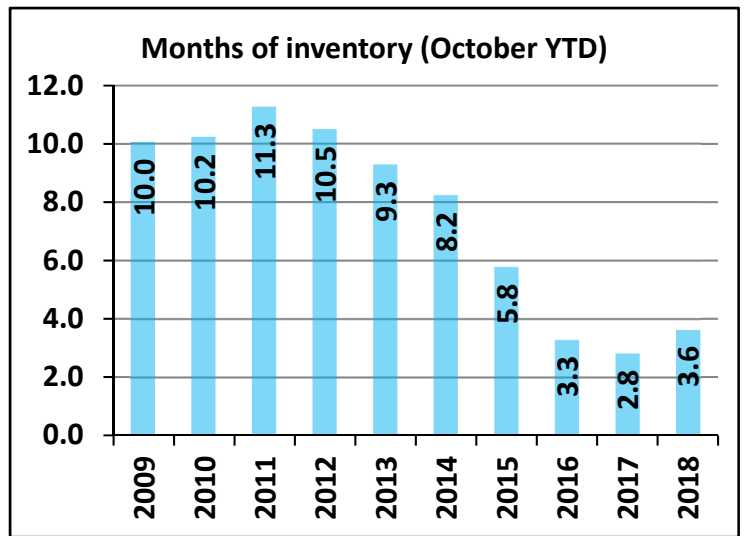
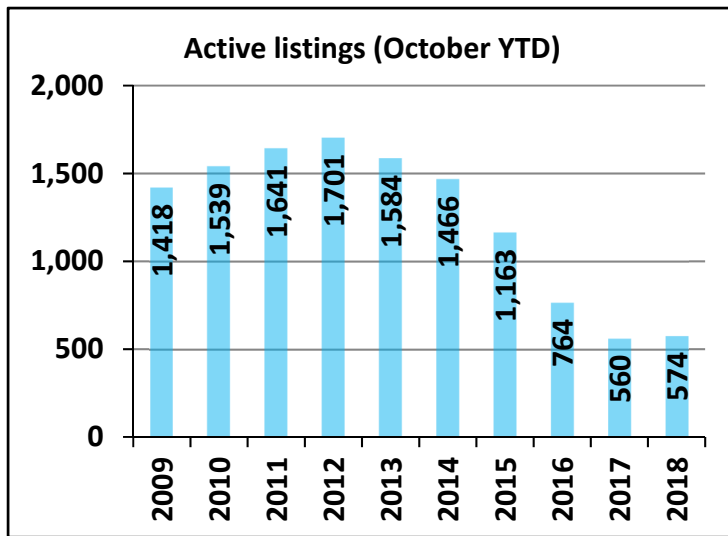
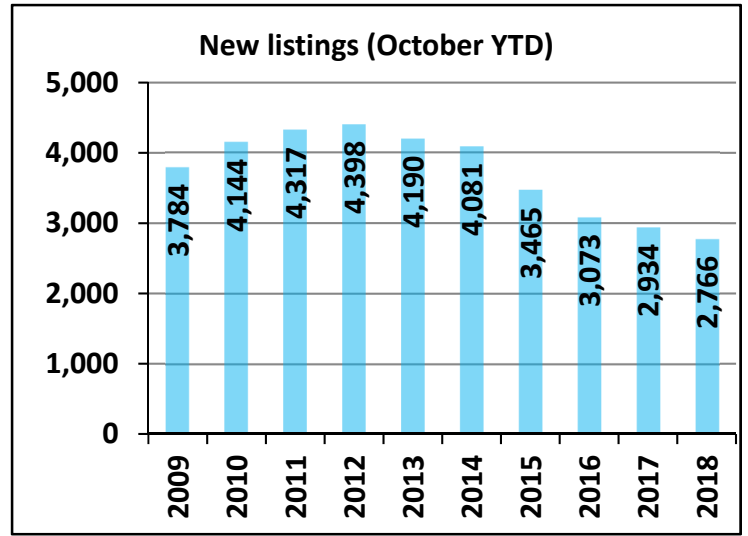
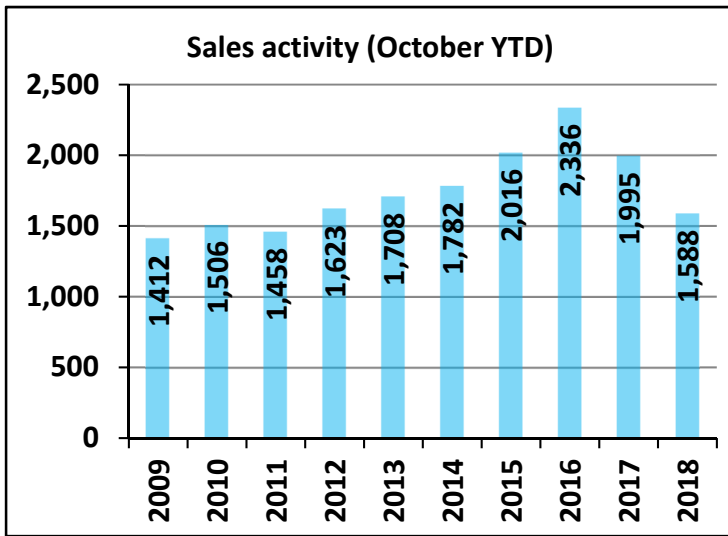
# Western District

## Residential Market Activity



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## Residential Market Activity



# Western District

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
<b>Sales Activity</b>	<b>182</b>	-8.1	-19.5	-18.4	-5.2	5.2	76.7
<b>Dollar Volume</b>	<b>\$94,468,797</b>	-0.5	2.5	24.2	67.0	91.4	255.0
<b>New Listings</b>	<b>257</b>	7.1	5.8	-5.9	-23.7	-24.2	-35.9
<b>Active Listings</b>	<b>627</b>	4.0	3.0	-39.3	-58.5	-63.4	-56.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>70.8</b>	82.5	93.0	81.7	57.0	51.0	25.7
<b>Months of Inventory<sup>2</sup></b>	<b>3.4</b>	3.0	2.7	4.6	7.9	9.9	14.1
<b>Average Price</b>	<b>\$519,059</b>	8.2	27.3	52.2	76.2	81.9	100.9

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
<b>Sales Activity</b>	<b>1,588</b>	-20.4	-32.0	-21.2	-7.0	8.9	10.9
<b>Dollar Volume</b>	<b>\$779,943,282</b>	-17.8	-12.4	12.8	51.6	77.6	106.4
<b>New Listings</b>	<b>2,766</b>	-5.7	-10.0	-20.2	-34.0	-35.9	-30.7
<b>Active Listings<sup>3</sup></b>	<b>574</b>	2.5	-24.9	-50.6	-63.8	-65.0	-58.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>57.4</b>	68.0	76.0	58.2	40.8	33.8	35.9
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	2.8	3.3	5.8	9.3	11.3	9.6
<b>Average Price</b>	<b>\$491,148</b>	3.3	28.9	43.3	63.1	63.0	86.1

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

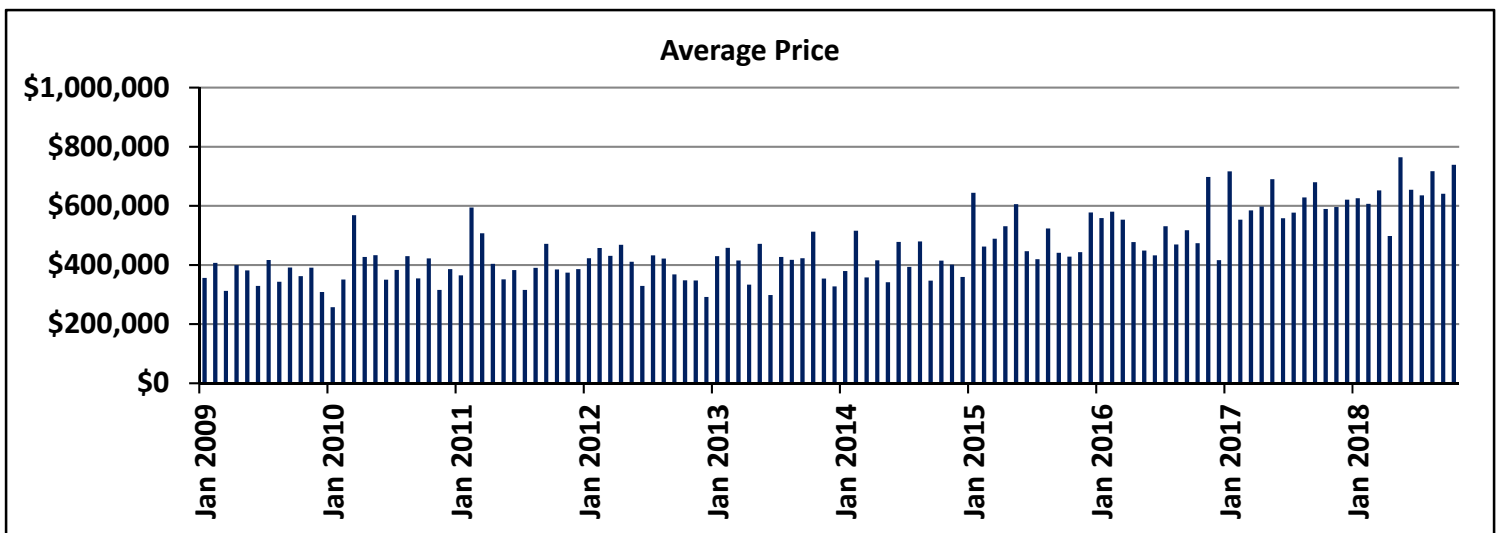
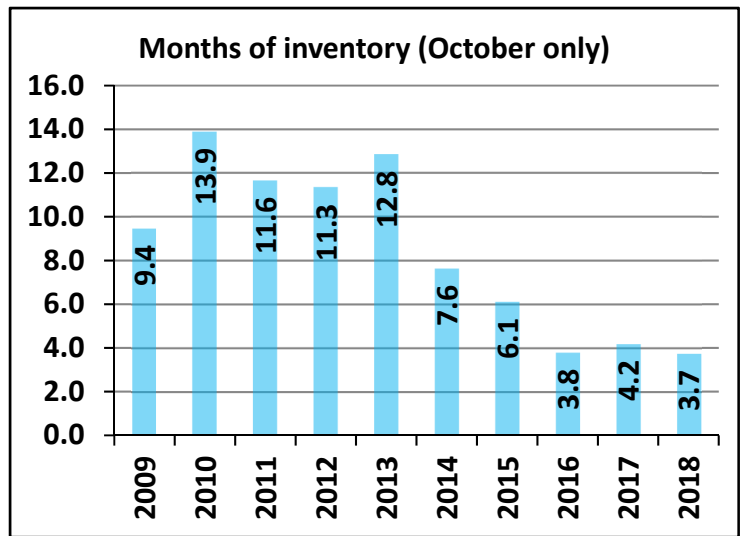
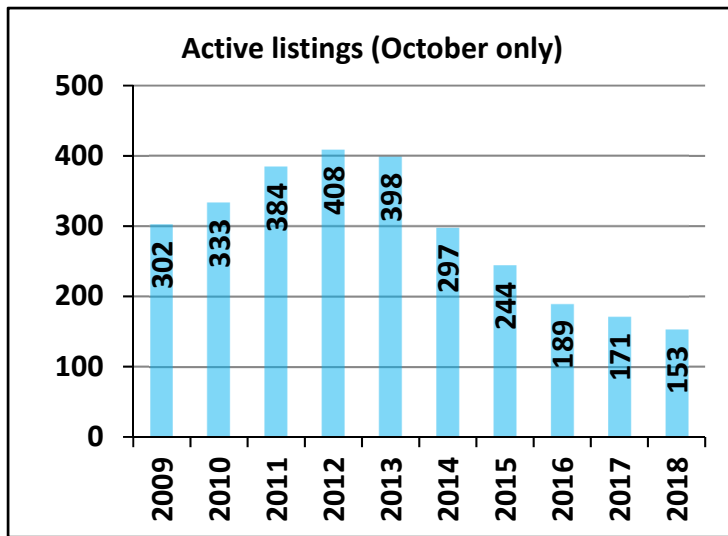
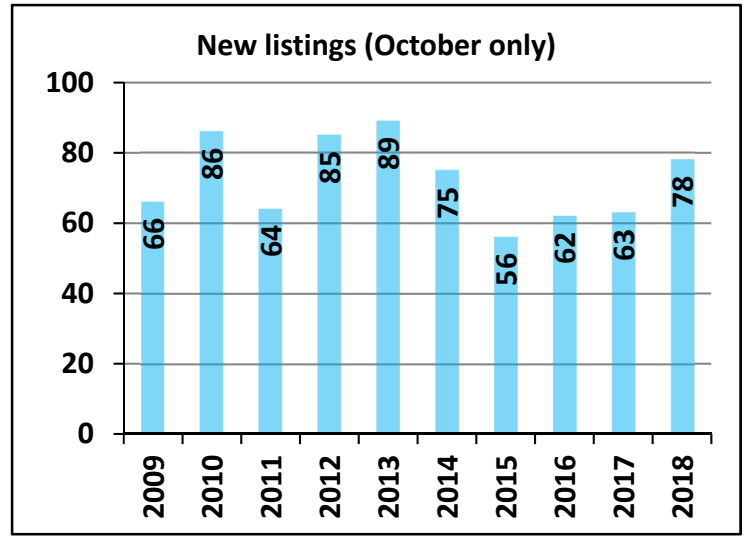
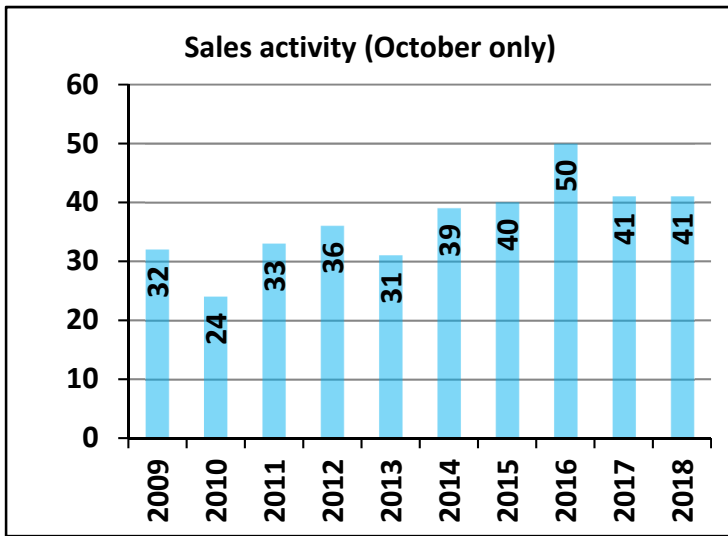
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

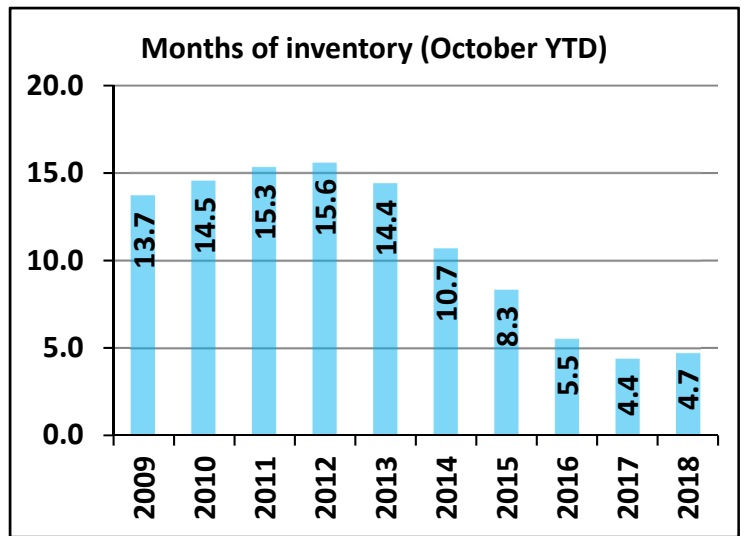
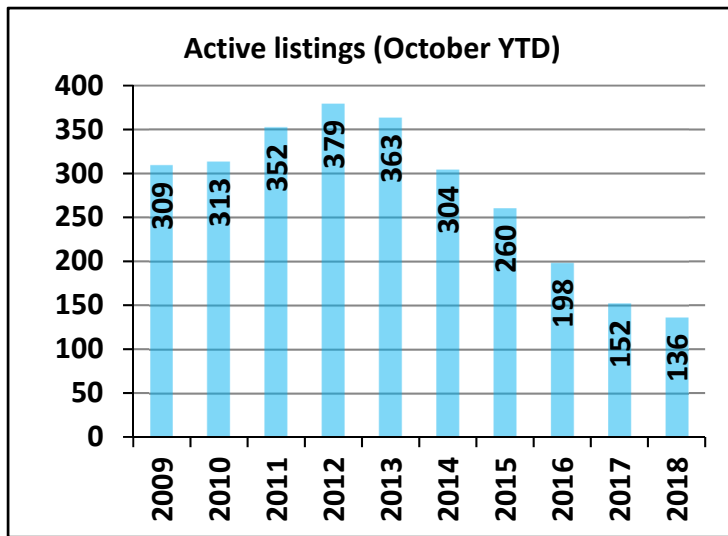
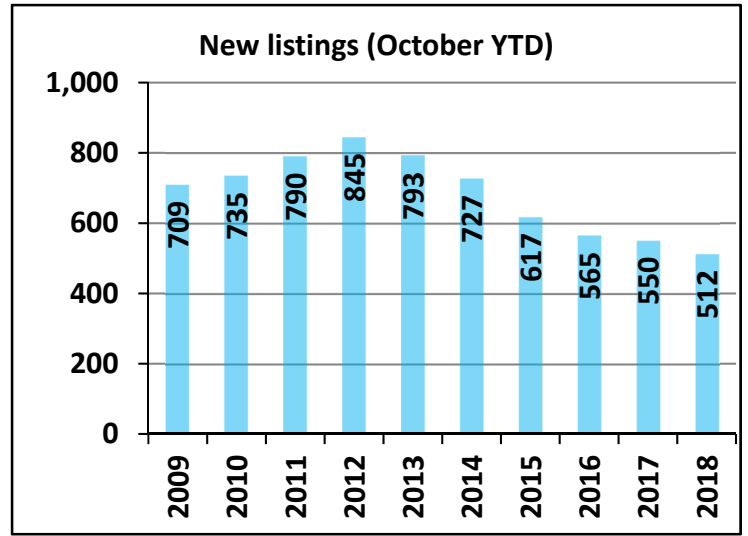
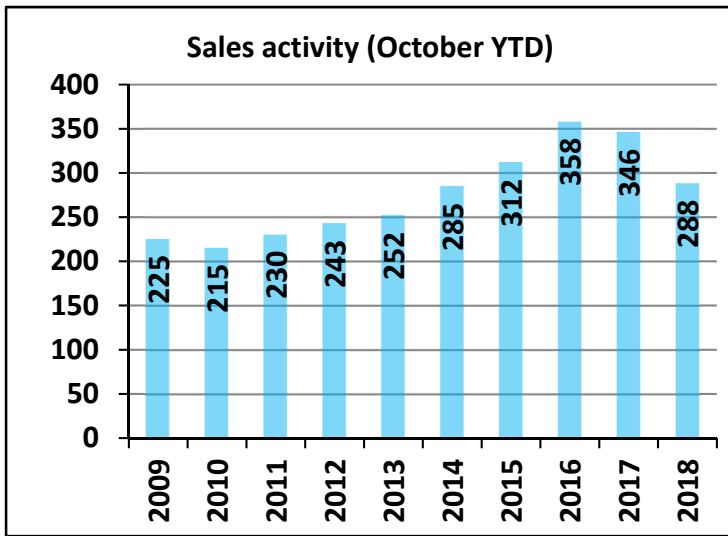
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
<b>Sales Activity</b>	41	0.0	-18.0	2.5	32.3	24.2	105.0
<b>Dollar Volume</b>	\$30,294,380	25.3	28.0	77.0	90.8	138.5	330.7
<b>New Listings</b>	78	23.8	25.8	39.3	-12.4	21.9	-22.8
<b>Active Listings</b>	153	-10.5	-19.0	-37.3	-61.6	-60.2	-55.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	52.6	65.1	80.6	71.4	34.8	51.6	19.8
<b>Months of Inventory<sup>2</sup></b>	3.7	4.2	3.8	6.1	12.8	11.6	17.1
<b>Average Price</b>	\$738,887	25.3	56.0	72.7	44.3	91.9	110.1

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
<b>Sales Activity</b>	288	-16.8	-19.6	-7.7	14.3	25.2	53.2
<b>Dollar Volume</b>	\$190,362,576	-10.8	7.3	25.7	78.0	99.1	175.3
<b>New Listings</b>	512	-6.9	-9.4	-17.0	-35.4	-35.2	-34.6
<b>Active Listings<sup>3</sup></b>	136	-10.5	-31.3	-47.7	-62.5	-61.4	-55.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	56.3	62.9	63.4	50.6	31.8	29.1	24.0
<b>Months of Inventory<sup>5</sup></b>	4.7	4.4	5.5	8.3	14.4	15.3	16.3
<b>Average Price</b>	\$660,981	7.1	33.3	36.2	55.8	59.0	79.7

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

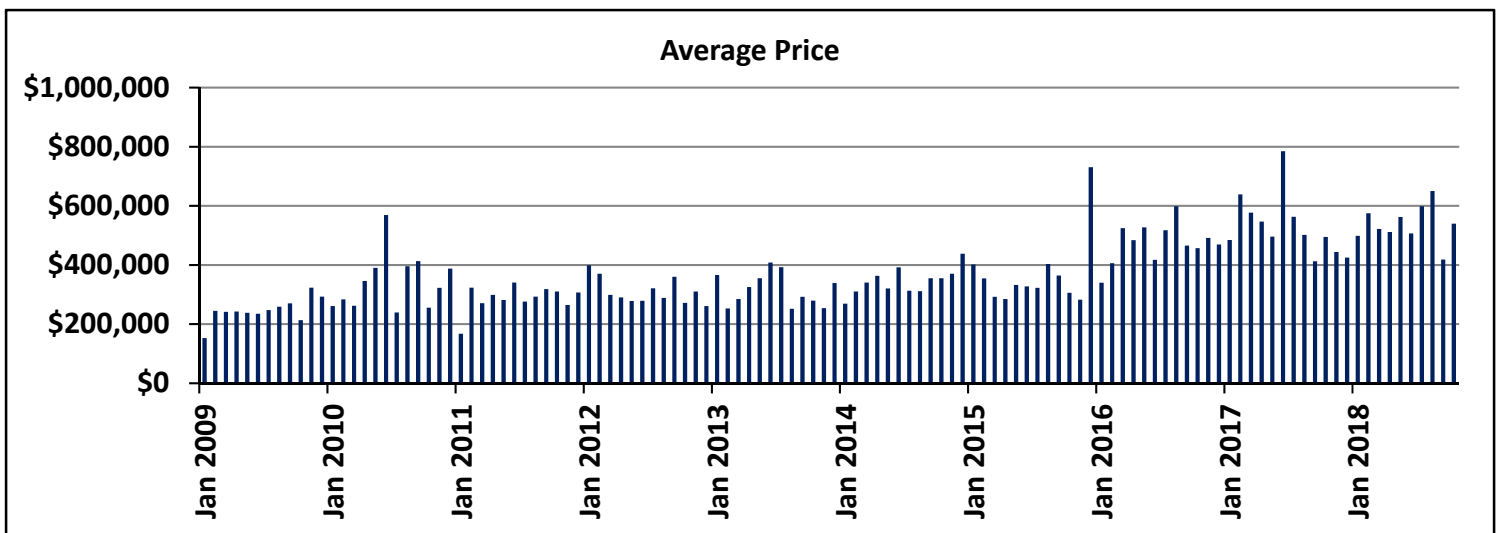
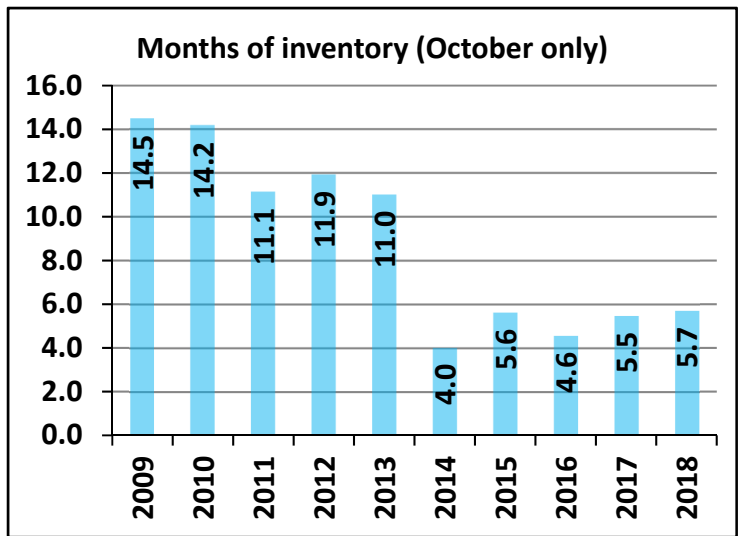
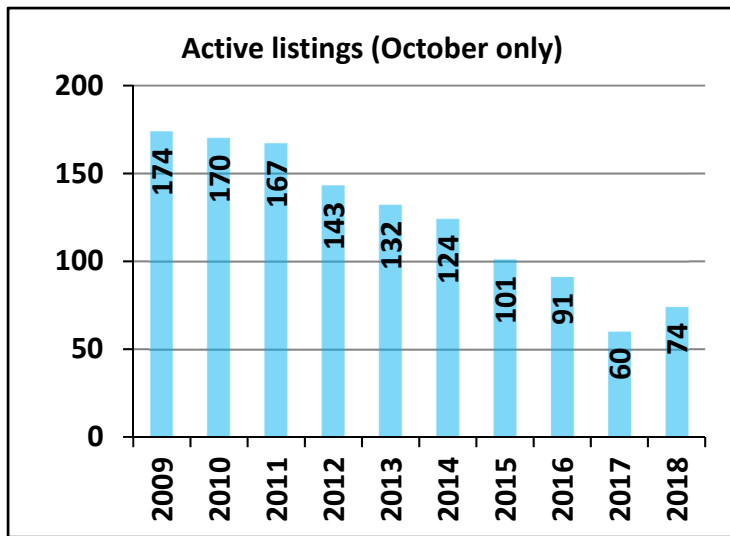
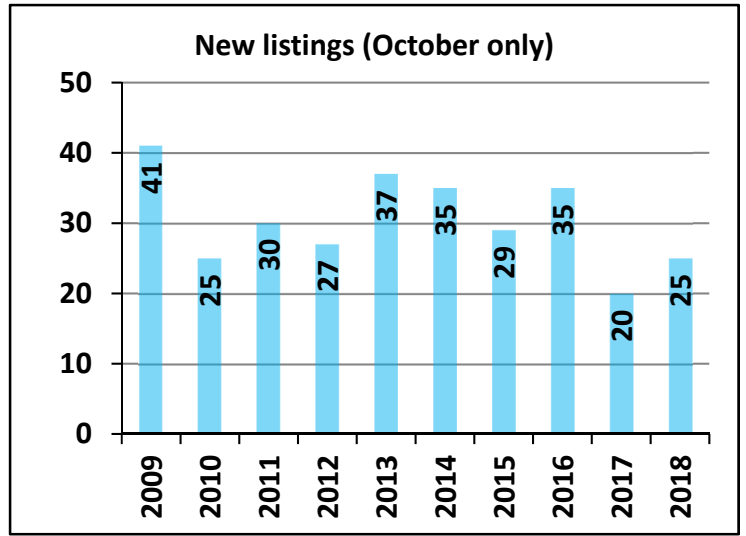
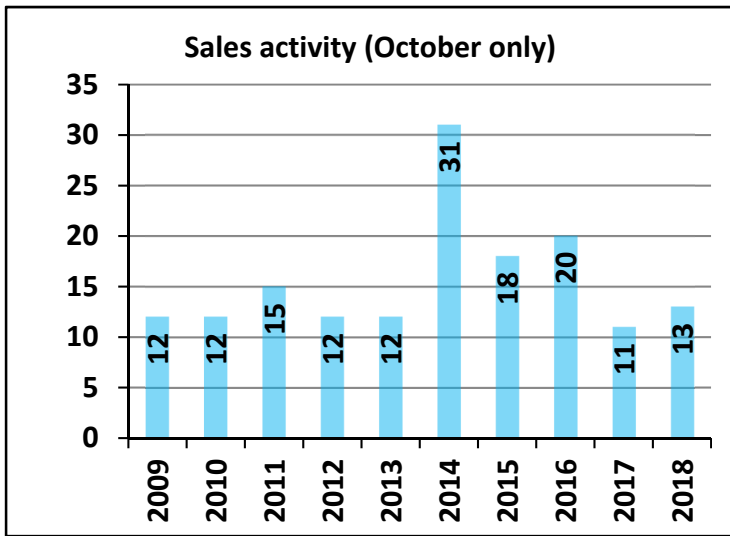
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

# Clearview

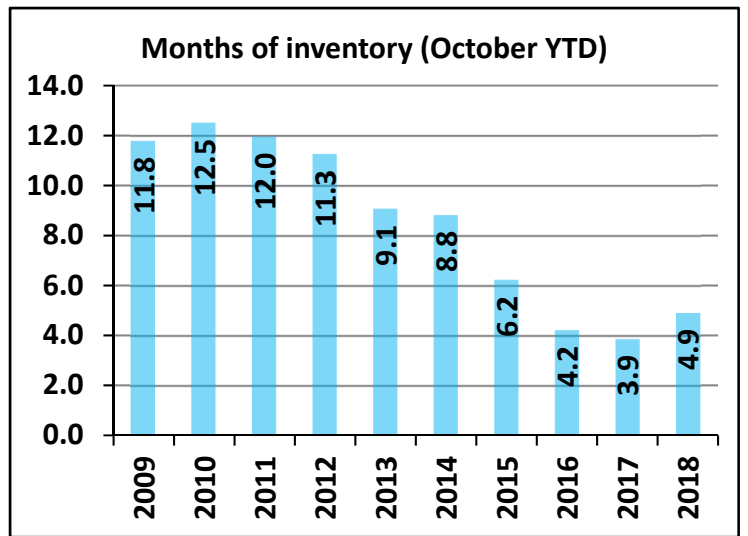
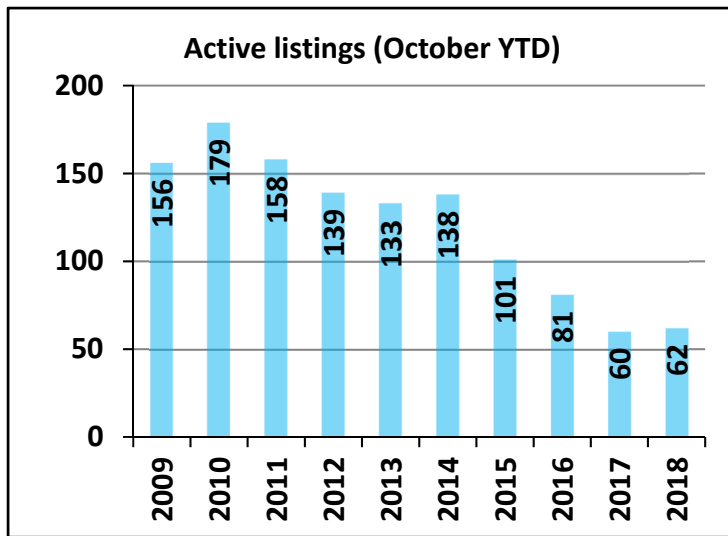
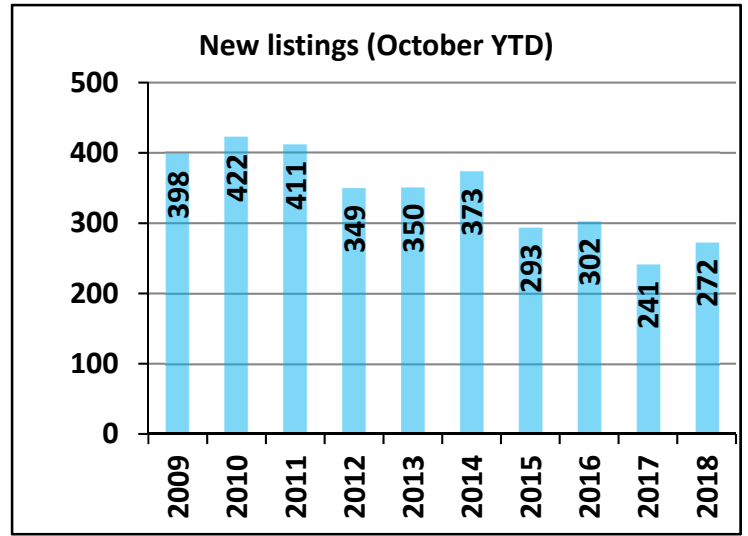
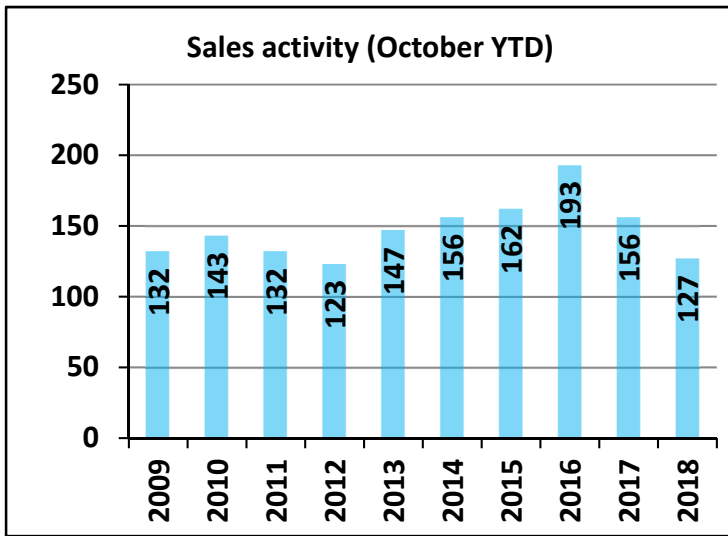
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
Sales Activity	13	18.2	-35.0	-27.8	8.3	-13.3	-7.1
Dollar Volume	\$7,014,112	28.9	-23.2	27.5	109.3	50.9	87.5
New Listings	25	25.0	-28.6	-13.8	-32.4	-16.7	-39.0
Active Listings	74	23.3	-18.7	-26.7	-43.9	-55.7	-52.6
Sales to New Listings Ratio <sup>1</sup>	52.0	55.0	57.1	62.1	32.4	50.0	34.1
Months of Inventory <sup>2</sup>	5.7	5.5	4.6	5.6	11.0	11.1	11.1
Average Price	\$539,547	9.1	18.2	76.5	93.2	74.1	101.9

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
Sales Activity	127	-18.6	-34.2	-21.6	-13.6	-3.8	-11.8
Dollar Volume	\$67,822,512	-21.1	-27.4	25.3	40.5	75.4	66.2
New Listings	272	12.9	-9.9	-7.2	-22.3	-33.8	-34.1
Active Listings <sup>3</sup>	62	3.3	-23.5	-38.6	-53.4	-60.8	-55.1
Sales to New Listings Ratio <sup>4</sup>	46.7	64.7	63.9	55.3	42.0	32.1	34.9
Months of Inventory <sup>5</sup>	4.9	3.9	4.2	6.2	9.1	12.0	9.6
Average Price	\$534,036	-3.1	10.4	59.8	62.6	82.3	88.5

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

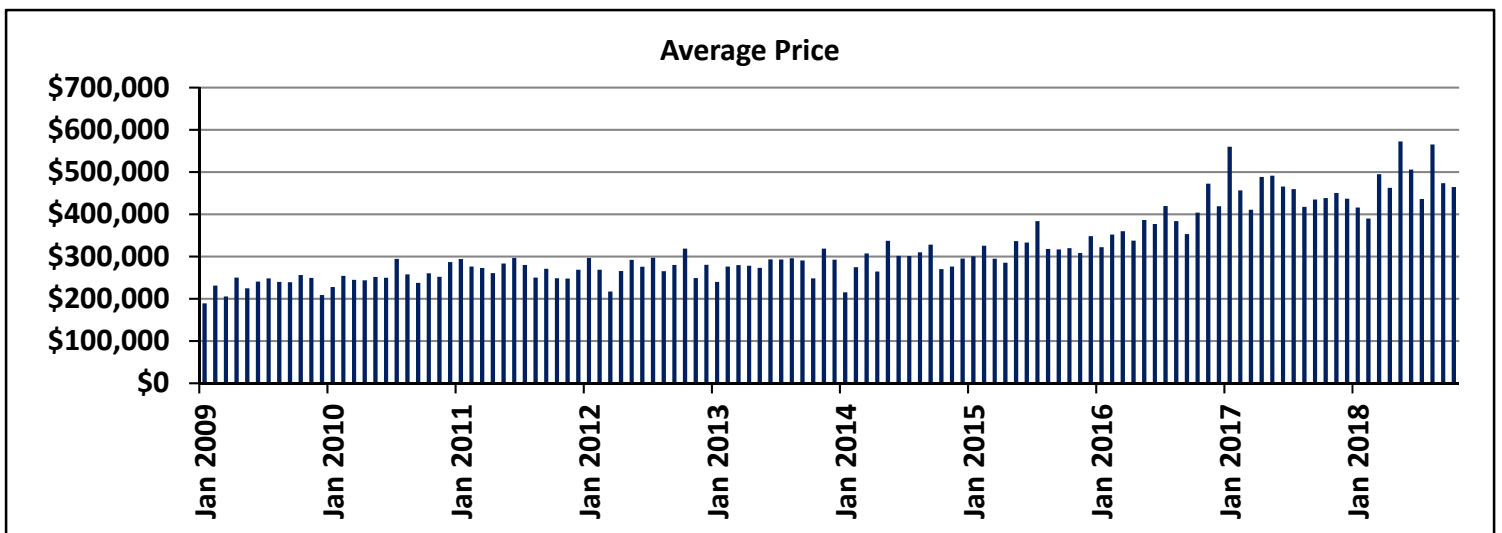
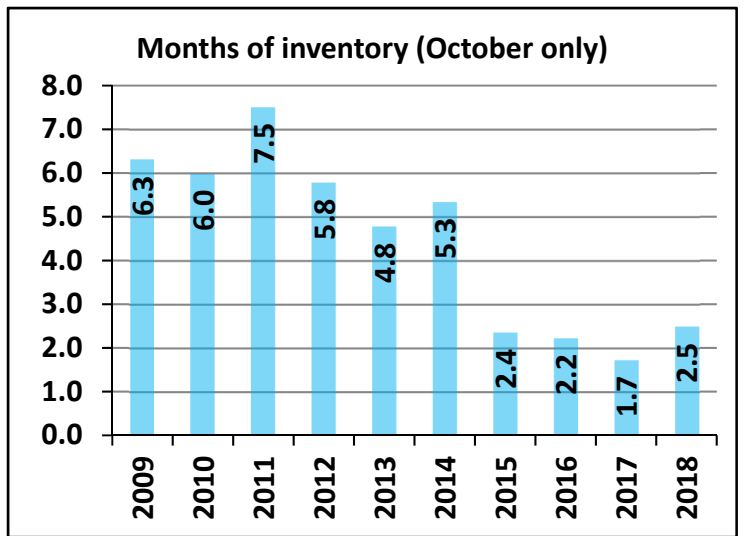
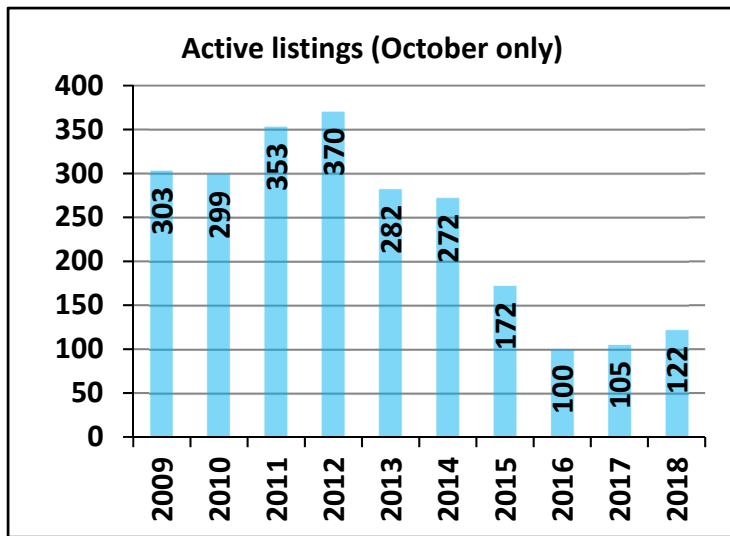
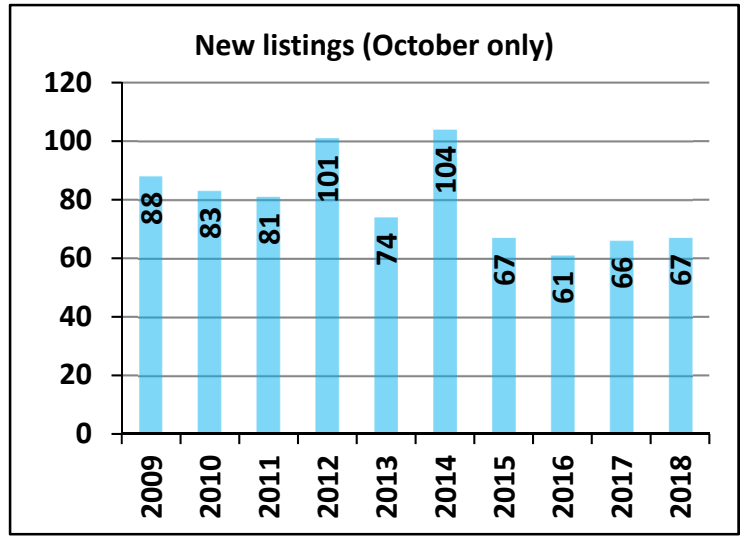
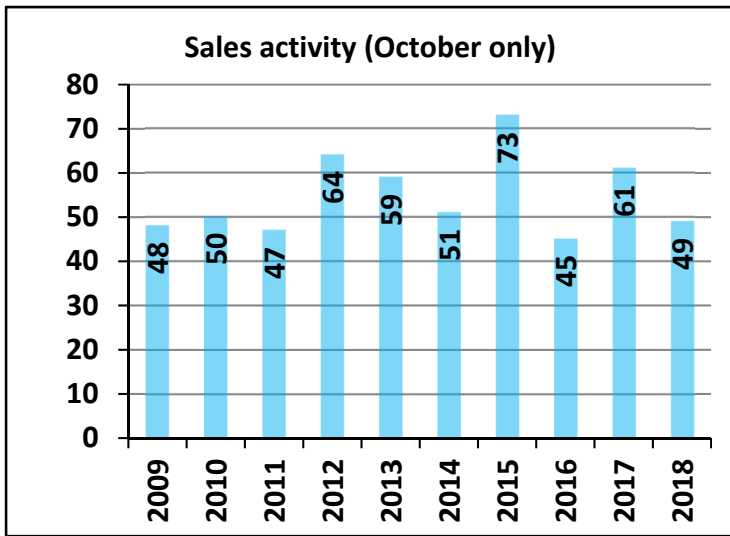
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

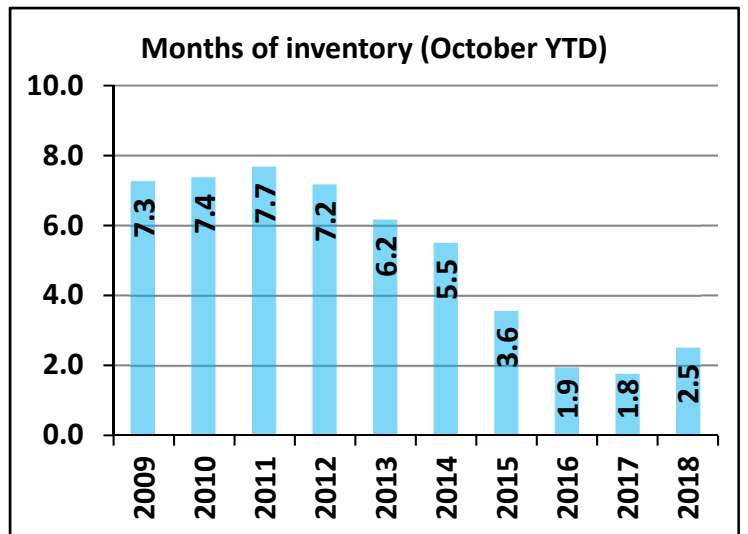
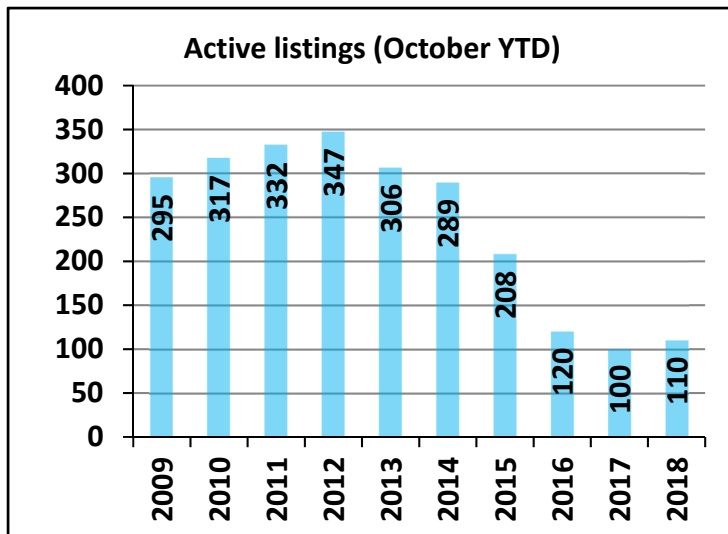
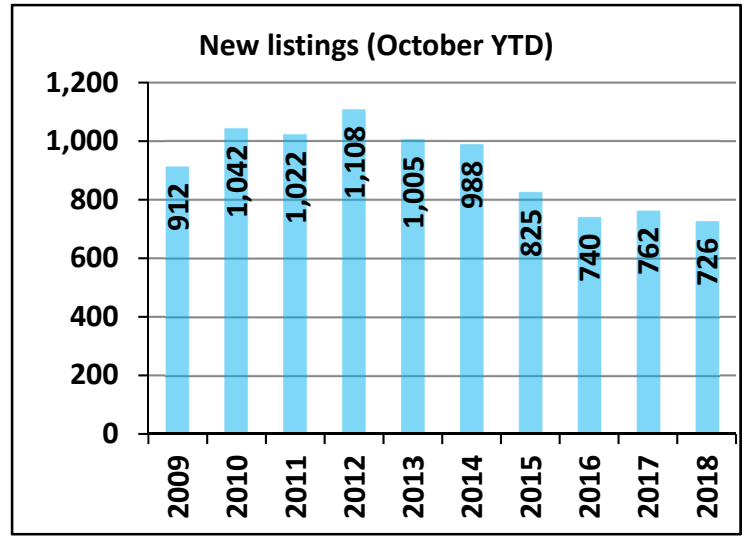
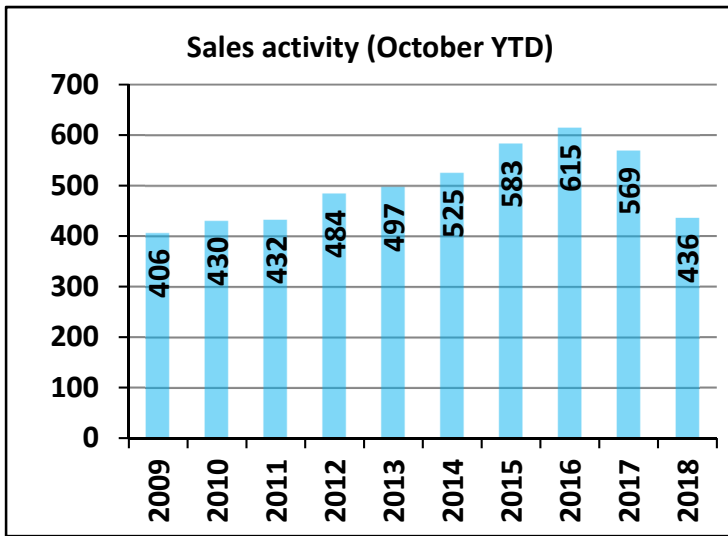
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
<b>Sales Activity</b>	49	-19.7	8.9	-32.9	-16.9	4.3	69.0
<b>Dollar Volume</b>	\$22,762,788	-14.8	25.3	-2.5	55.4	95.0	274.9
<b>New Listings</b>	67	1.5	9.8	0.0	-9.5	-17.3	-28.0
<b>Active Listings</b>	122	16.2	22.0	-29.1	-56.7	-65.4	-60.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	73.1	92.4	73.8	109.0	79.7	58.0	31.2
<b>Months of Inventory<sup>2</sup></b>	2.5	1.7	2.2	2.4	4.8	7.5	10.6
<b>Average Price</b>	\$464,547	6.0	15.1	45.3	87.1	87.1	121.9

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
<b>Sales Activity</b>	436	-23.4	-29.1	-25.2	-12.3	0.9	12.7
<b>Dollar Volume</b>	\$211,620,237	-18.7	-7.5	11.7	53.2	79.6	126.1
<b>New Listings</b>	726	-4.7	-1.9	-12.0	-27.8	-29.0	-25.5
<b>Active Listings<sup>3</sup></b>	110	10.0	-8.3	-47.1	-64.1	-66.9	-63.1
<b>Sales to New Listings Ratio<sup>4</sup></b>	60.1	74.7	83.1	70.7	49.5	42.3	39.7
<b>Months of Inventory<sup>5</sup></b>	2.5	1.8	1.9	3.6	6.2	7.7	7.7
<b>Average Price</b>	\$485,368	6.1	30.4	49.3	74.7	77.9	100.7

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

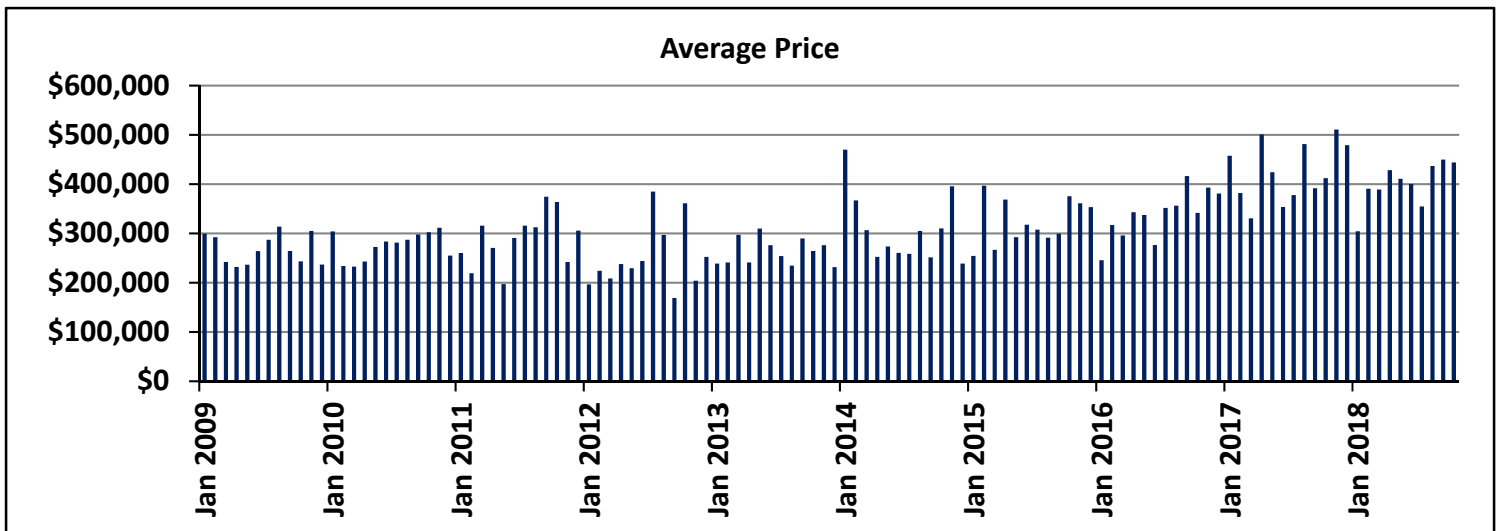
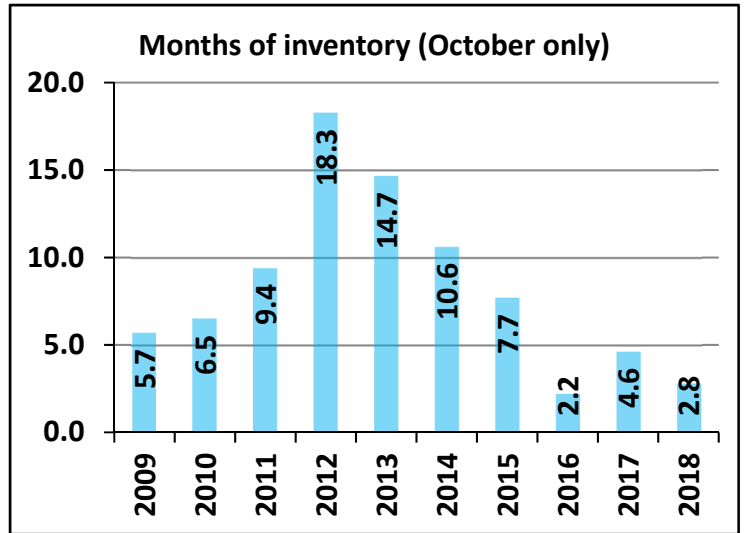
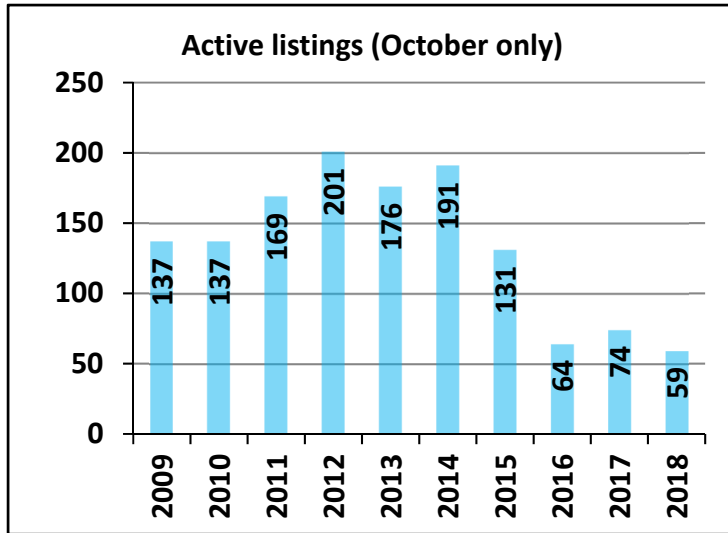
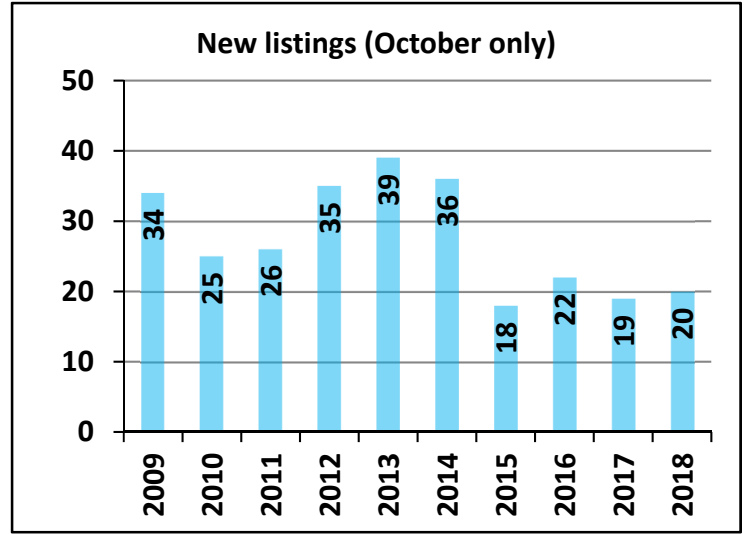
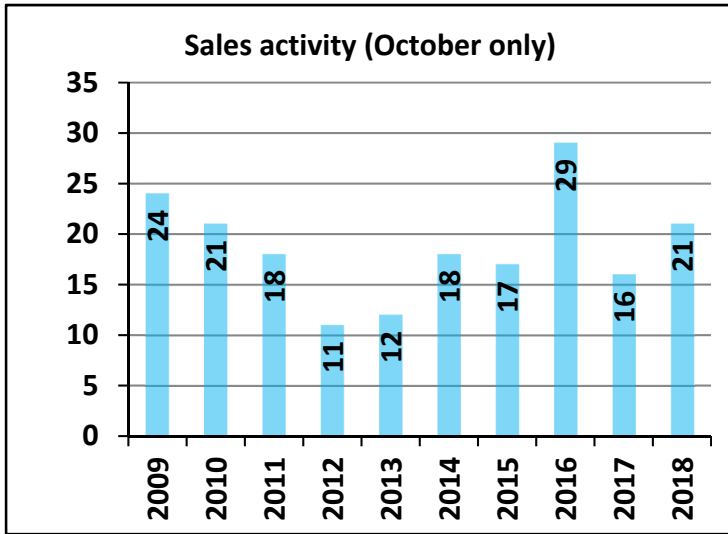
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

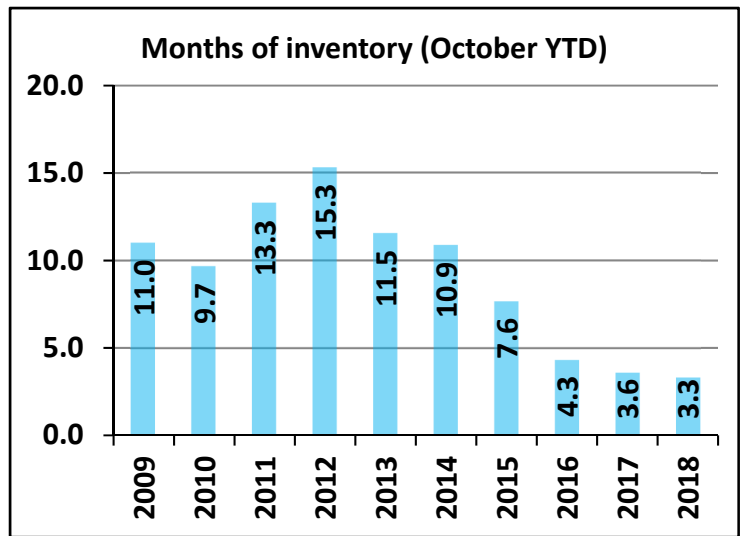
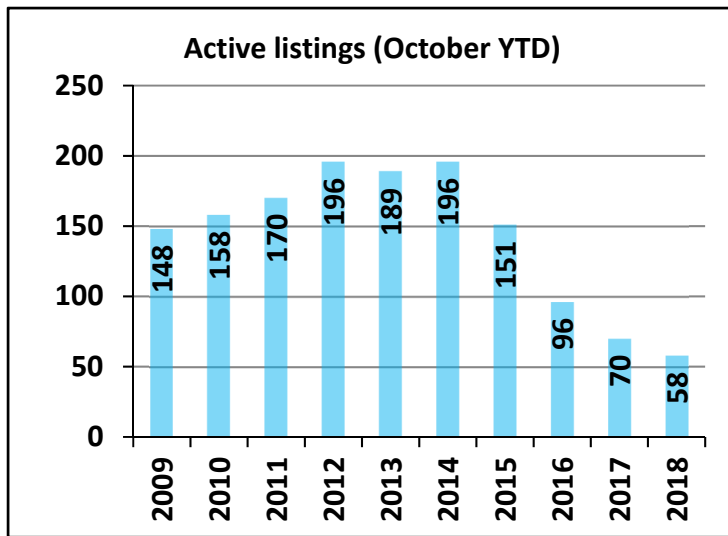
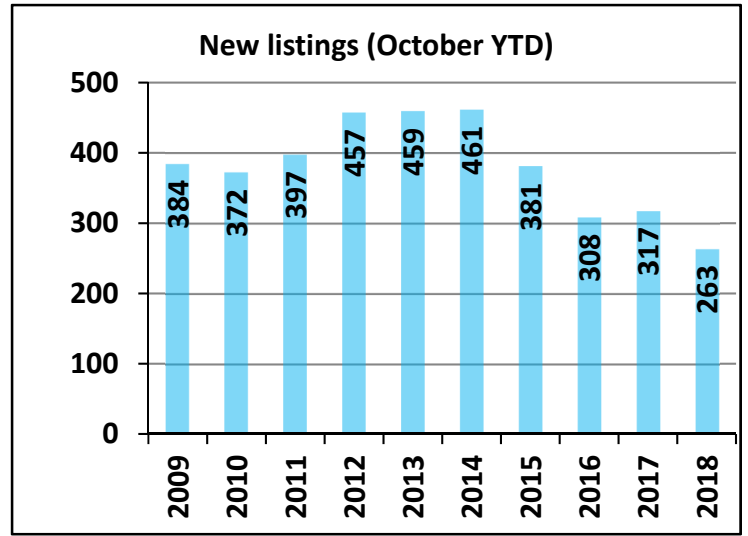
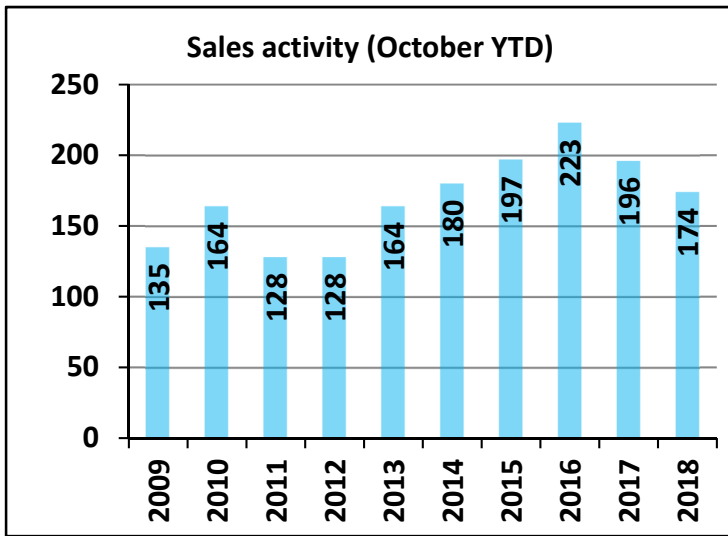
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
<b>Sales Activity</b>	<b>21</b>	31.3	-27.6	23.5	75.0	16.7	600.0
<b>Dollar Volume</b>	<b>\$9,320,900</b>	41.4	-5.9	46.0	194.0	42.4	1,334.0
<b>New Listings</b>	<b>20</b>	5.3	-9.1	11.1	-48.7	-23.1	-44.4
<b>Active Listings</b>	<b>59</b>	-20.3	-7.8	-55.0	-66.5	-65.1	-56.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>105.0</b>	84.2	131.8	94.4	30.8	69.2	8.3
<b>Months of Inventory<sup>2</sup></b>	<b>2.8</b>	4.6	2.2	7.7	14.7	9.4	45.0
<b>Average Price</b>	<b>\$443,852</b>	7.7	29.9	18.2	68.0	22.1	104.9

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
<b>Sales Activity</b>	<b>174</b>	-11.2	-22.0	-11.7	6.1	35.9	-1.1
<b>Dollar Volume</b>	<b>\$71,443,605</b>	-10.1	-4.6	15.1	62.9	85.9	65.8
<b>New Listings</b>	<b>263</b>	-17.0	-14.6	-31.0	-42.7	-33.8	-28.9
<b>Active Listings<sup>3</sup></b>	<b>58</b>	-17.1	-39.6	-61.6	-69.3	-65.9	-51.7
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>66.2</b>	61.8	72.4	51.7	35.7	32.2	47.6
<b>Months of Inventory<sup>5</sup></b>	<b>3.3</b>	3.6	4.3	7.6	11.5	13.3	6.8
<b>Average Price</b>	<b>\$410,595</b>	1.3	22.3	30.3	53.5	36.7	67.7

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

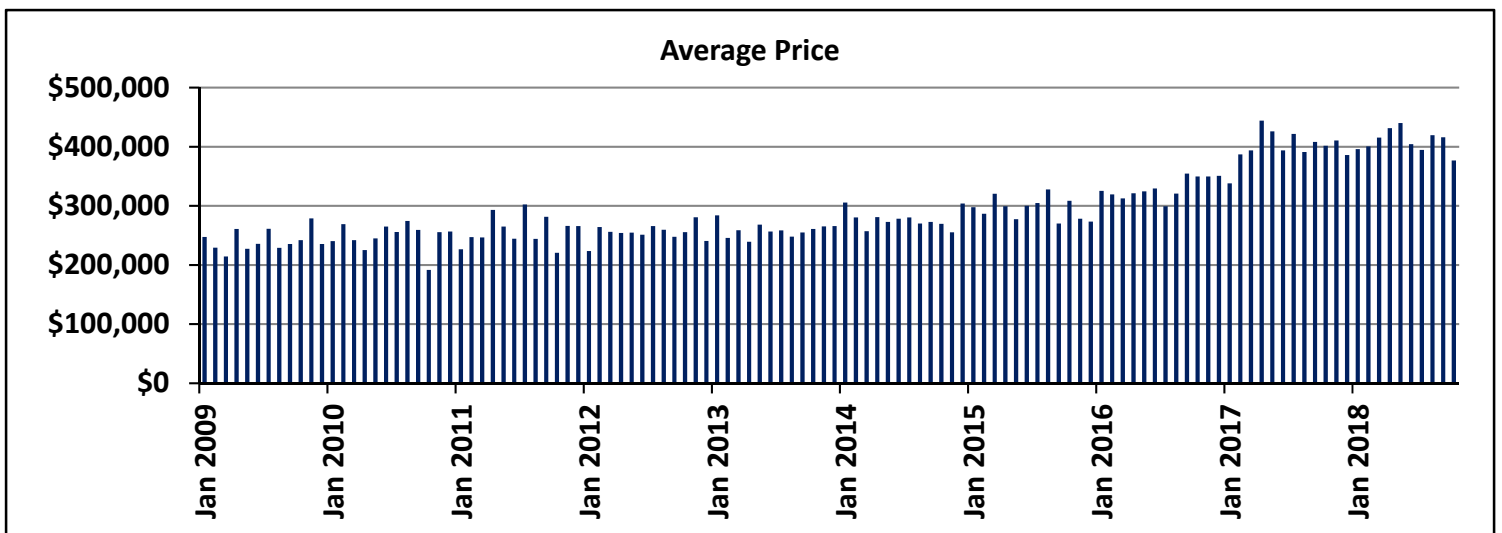
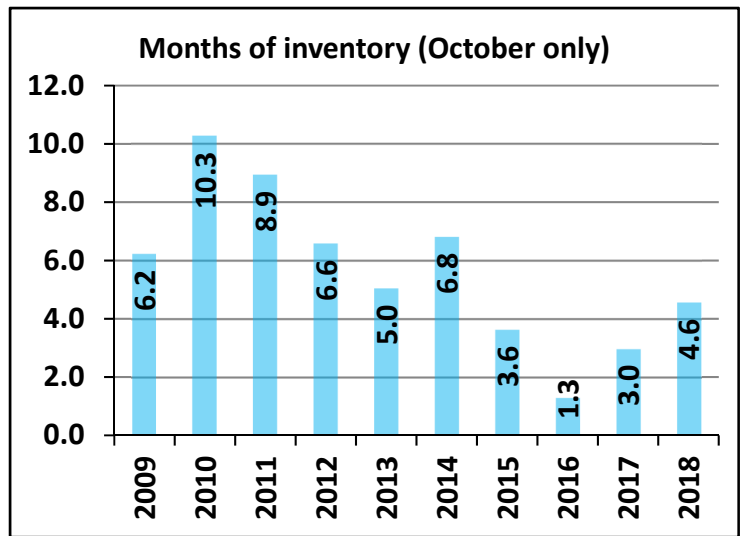
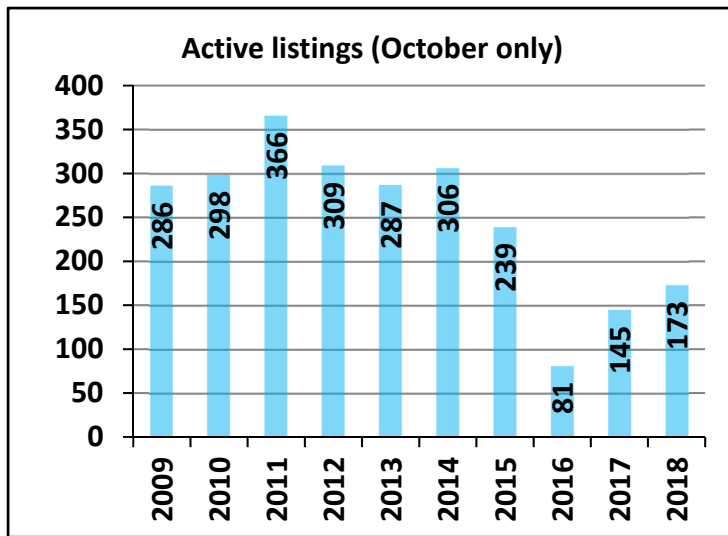
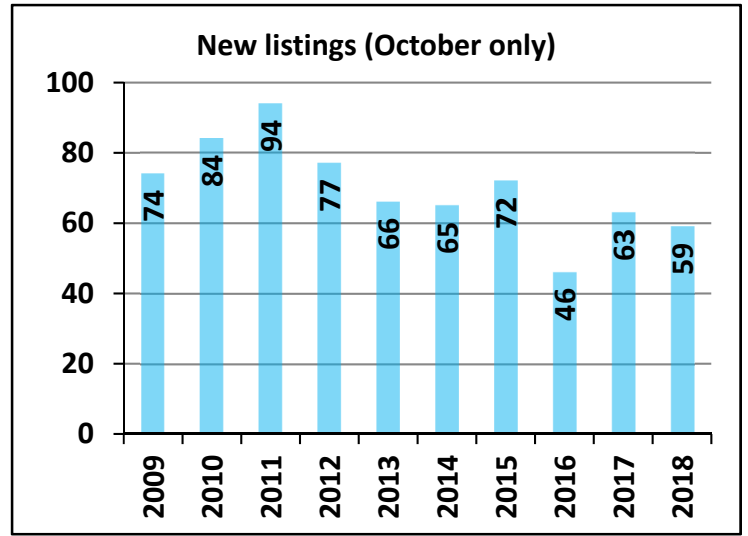
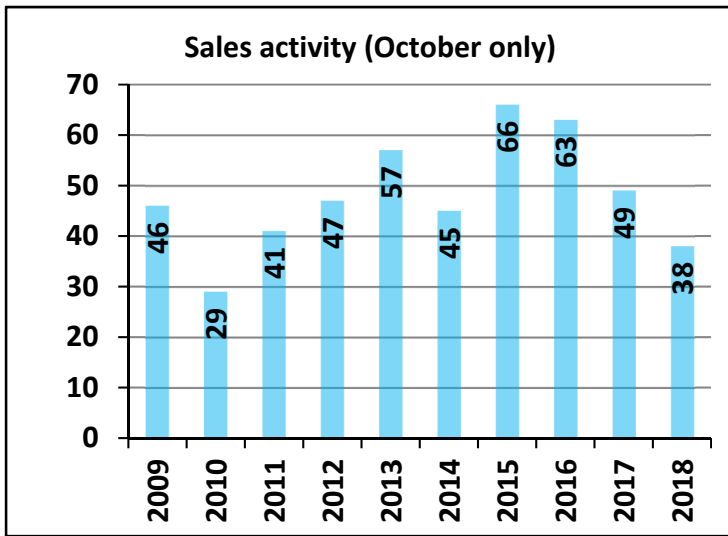
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



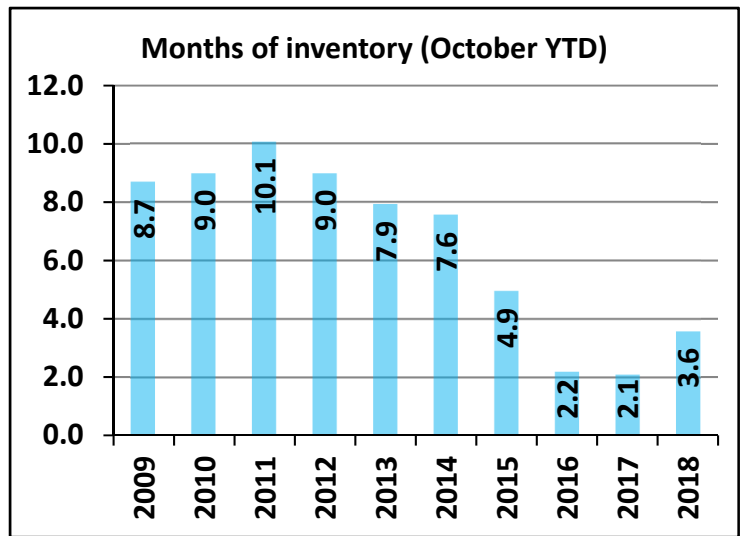
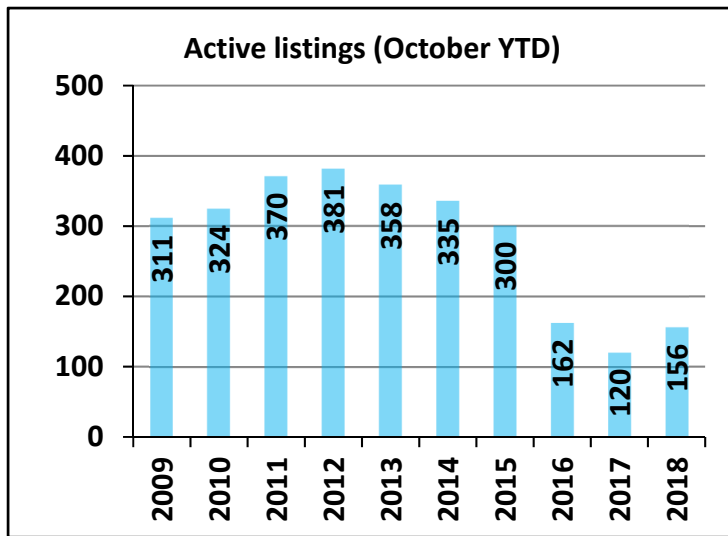
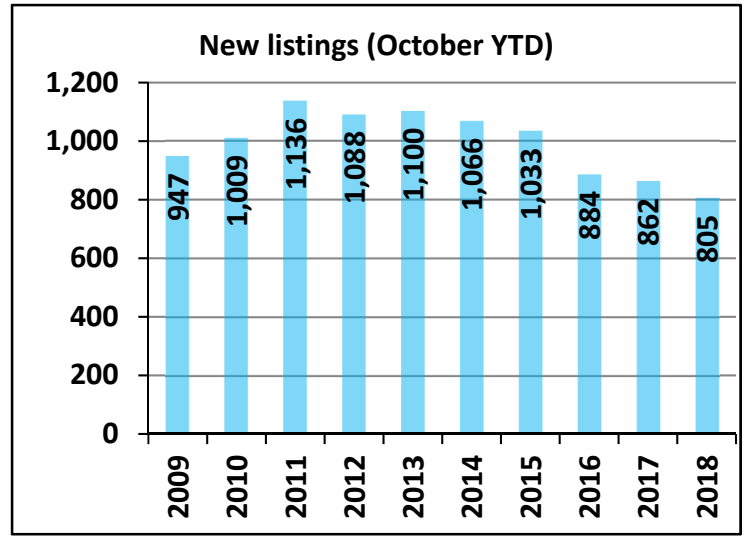
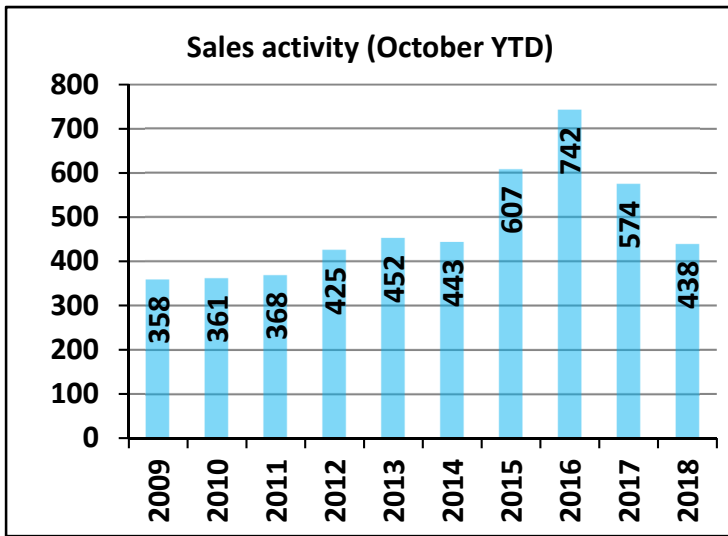
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017	October 2016	October 2015	October 2013	October 2011	October 2008
<b>Sales Activity</b>	<b>38</b>	-22.4	-39.7	-42.4	-33.3	-7.3	90.0
<b>Dollar Volume</b>	<b>\$14,307,550</b>	-27.3	-35.0	-29.7	-3.7	58.3	219.9
<b>New Listings</b>	<b>59</b>	-6.3	28.3	-18.1	-10.6	-37.2	-30.6
<b>Active Listings</b>	<b>173</b>	19.3	113.6	-27.6	-39.7	-52.7	-37.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>64.4</b>	77.8	137.0	91.7	86.4	43.6	23.5
<b>Months of Inventory<sup>2</sup></b>	<b>4.6</b>	3.0	1.3	3.6	5.0	8.9	13.8
<b>Average Price</b>	<b>\$376,514</b>	-6.3	7.7	22.0	44.4	70.8	68.3

Year-to-date	October 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2017 YTD	October 2016 YTD	October 2015 YTD	October 2013 YTD	October 2011 YTD	October 2008 YTD
<b>Sales Activity</b>	<b>438</b>	-23.7	-41.0	-27.8	-3.1	19.0	17.4
<b>Dollar Volume</b>	<b>\$180,750,798</b>	-22.4	-25.1	-0.2	55.7	89.0	101.3
<b>New Listings</b>	<b>805</b>	-6.6	-8.9	-22.1	-26.8	-29.1	-13.7
<b>Active Listings<sup>3</sup></b>	<b>156</b>	30.0	-3.7	-48.0	-56.4	-57.8	-44.3
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>54.4</b>	66.6	83.9	58.8	41.1	32.4	40.0
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	2.1	2.2	4.9	7.9	10.1	7.5
<b>Average Price</b>	<b>\$412,673</b>	1.7	26.9	38.3	60.7	58.8	71.4

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

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