



## Western District

## Residential Market Activity

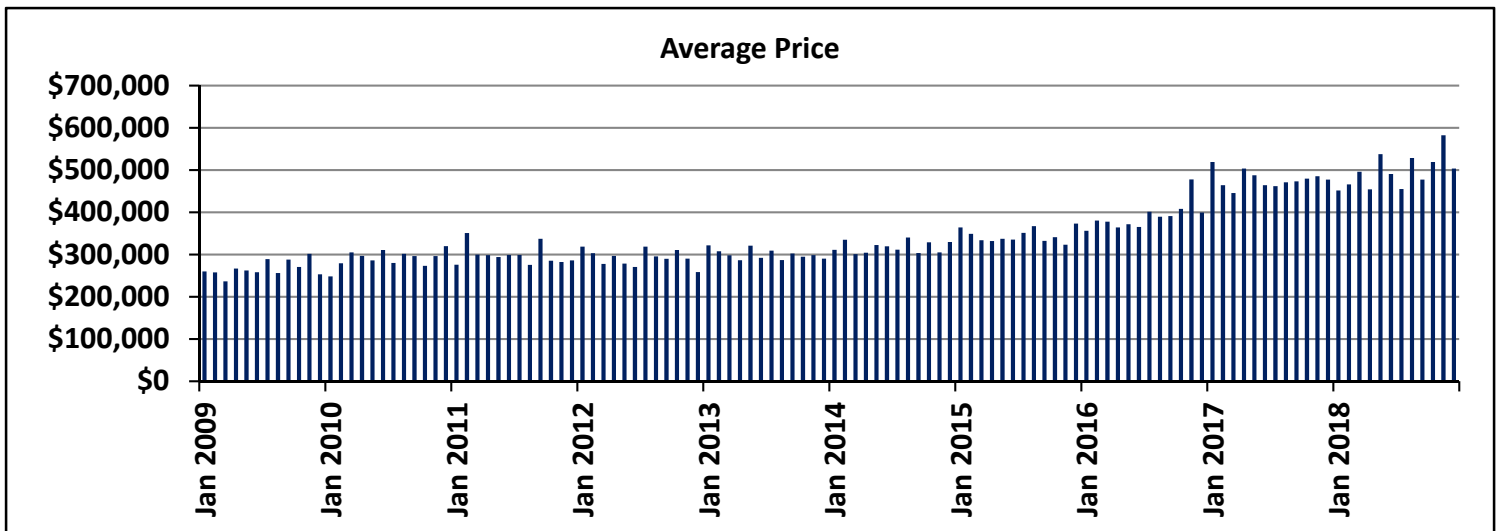
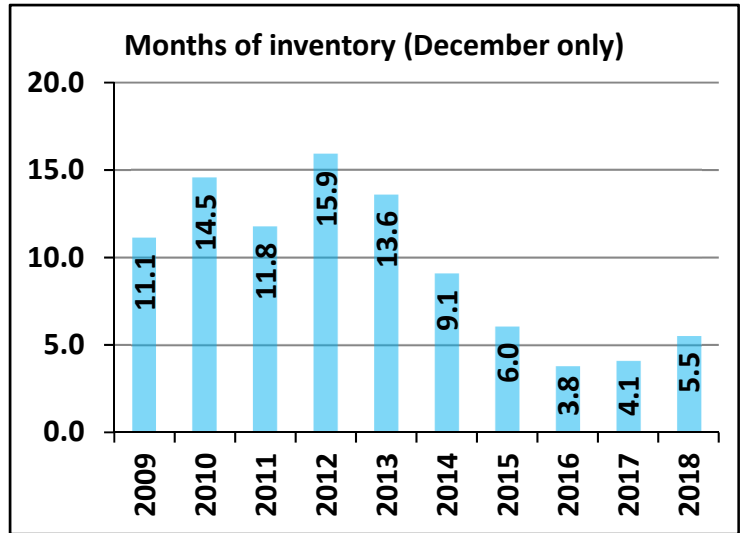
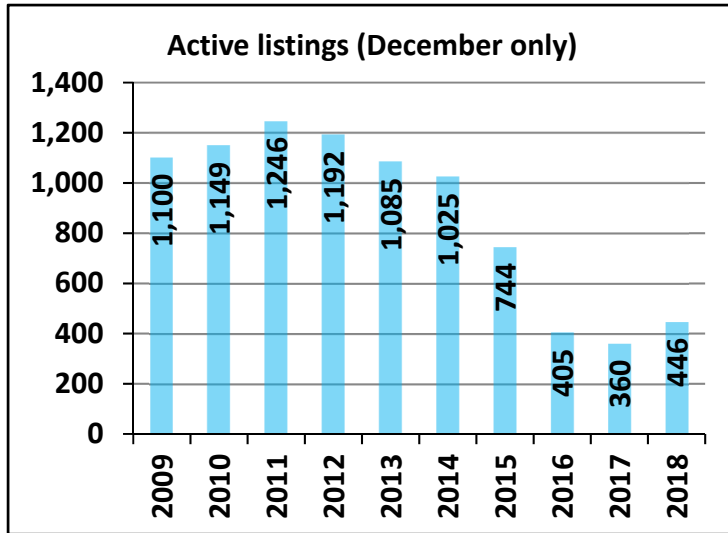
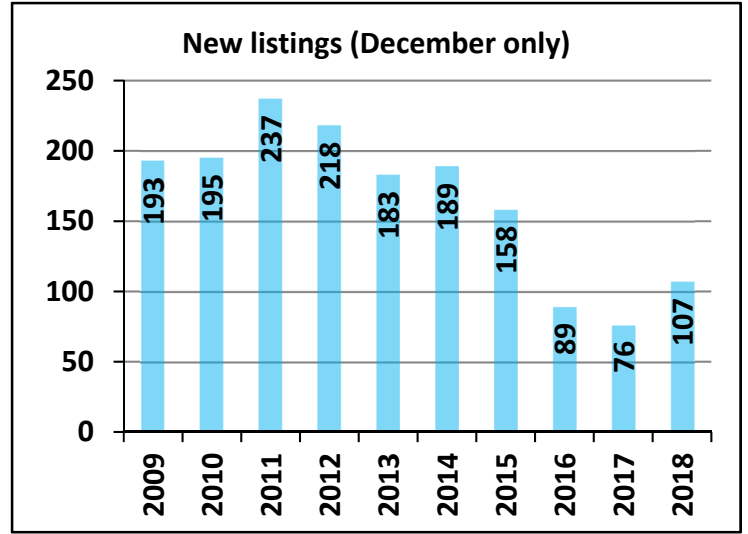
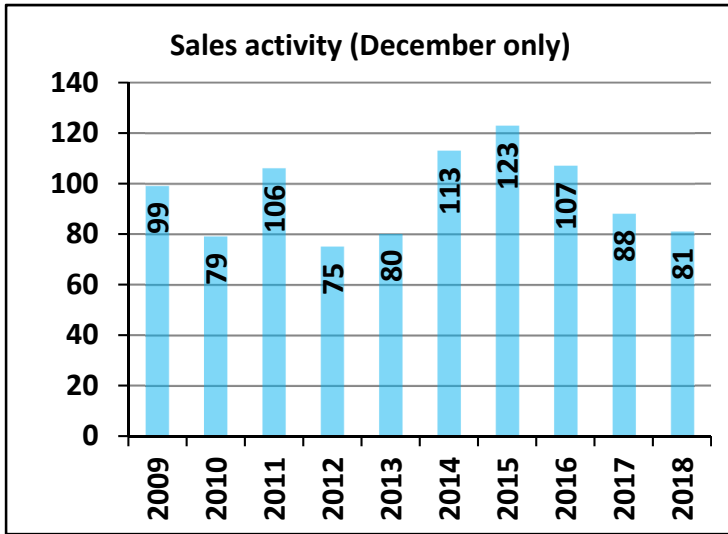
December 2018



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

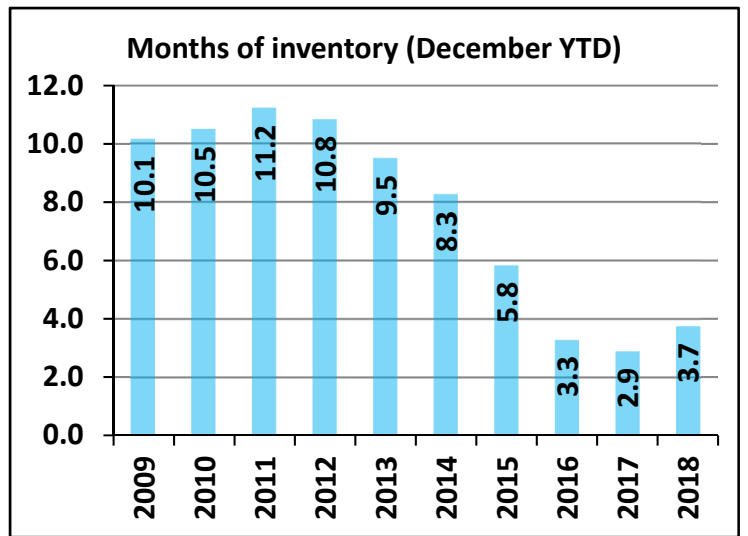
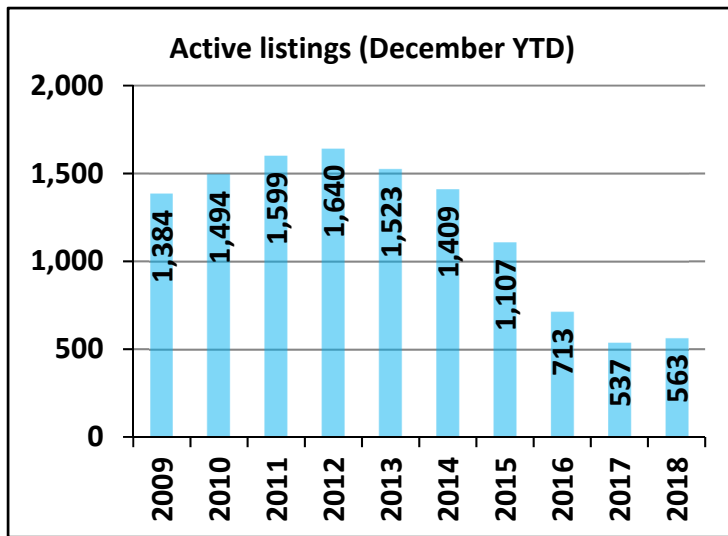
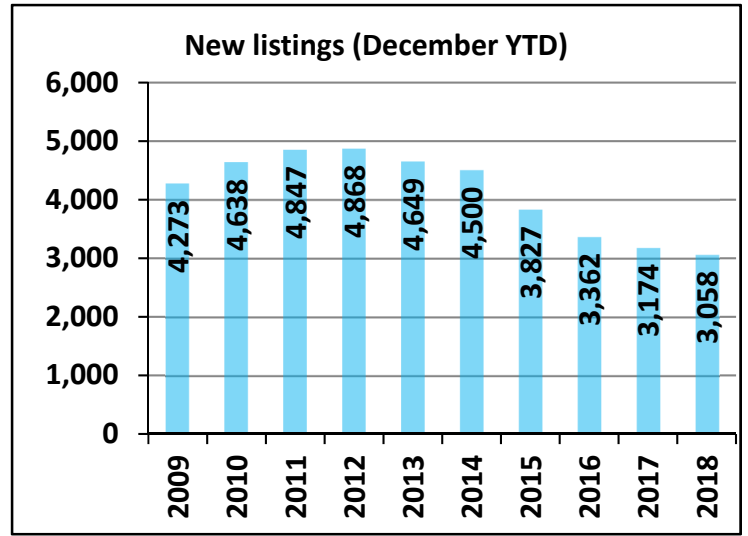
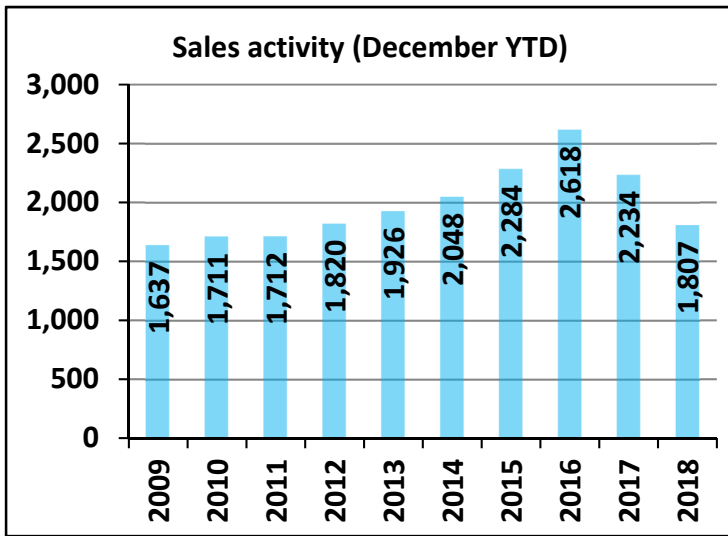
# Western District

## Residential Market Activity



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## Residential Market Activity



# Western District

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
<b>Sales Activity</b>	<b>81</b>	-8.0	-24.3	-34.1	1.3	-23.6	55.8
<b>Dollar Volume</b>	<b>\$40,785,250</b>	-2.9	-4.5	-11.1	75.6	34.5	245.2
<b>New Listings</b>	<b>107</b>	40.8	20.2	-32.3	-41.5	-54.9	-42.2
<b>Active Listings</b>	<b>446</b>	23.9	10.1	-40.1	-58.9	-64.2	-60.2
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>75.7</b>	115.8	120.2	77.8	43.7	44.7	28.1
<b>Months of Inventory<sup>2</sup></b>	<b>5.5</b>	4.1	3.8	6.0	13.6	11.8	21.6
<b>Average Price</b>	<b>\$503,522</b>	5.5	26.1	35.0	73.4	76.0	121.6

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
<b>Sales Activity</b>	<b>1,807</b>	-19.1	-31.0	-20.9	-6.2	5.5	15.8
<b>Dollar Volume</b>	<b>\$901,338,969</b>	-15.3	-11.3	15.0	55.7	76.3	120.7
<b>New Listings</b>	<b>3,058</b>	-3.7	-9.0	-20.1	-34.2	-36.9	-31.0
<b>Active Listings<sup>3</sup></b>	<b>563</b>	4.8	-21.0	-49.1	-63.0	-64.8	-58.3
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>59.1</b>	70.4	77.9	59.7	41.4	35.3	35.2
<b>Months of Inventory<sup>5</sup></b>	<b>3.7</b>	2.9	3.3	5.8	9.5	11.2	10.4
<b>Average Price</b>	<b>\$498,804</b>	4.7	28.5	45.3	66.0	67.0	90.7

<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

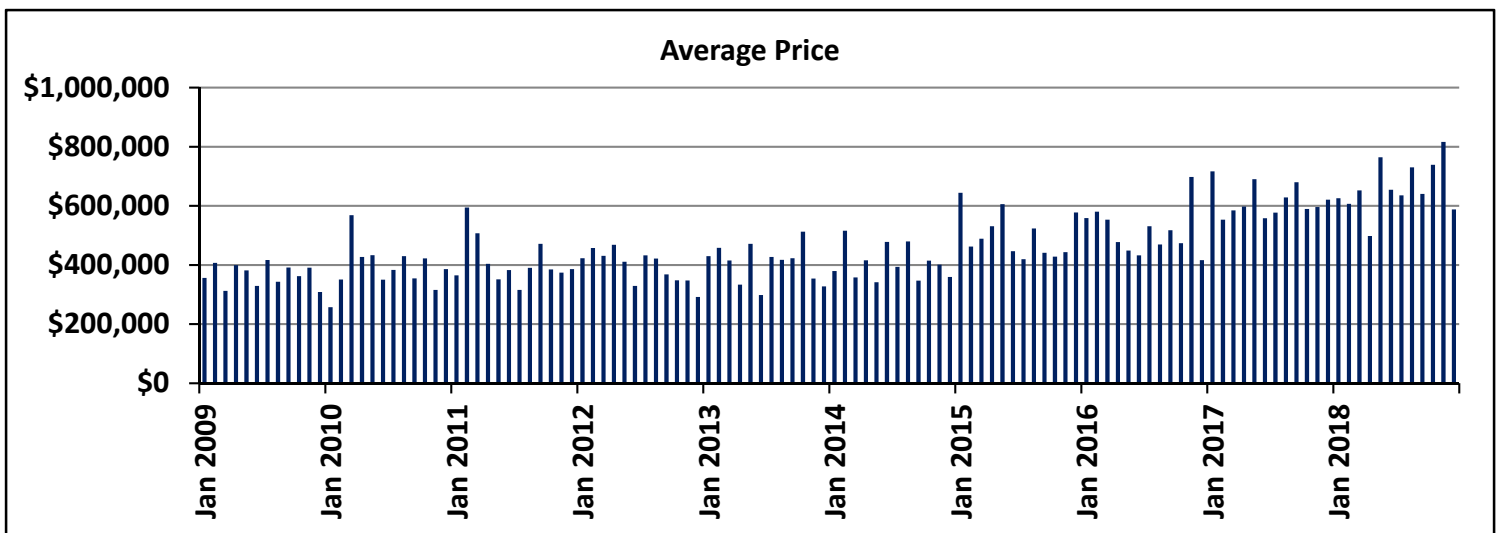
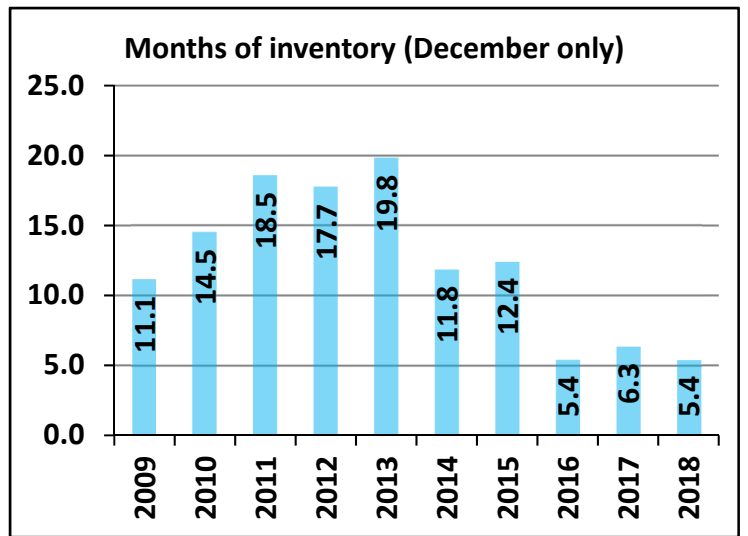
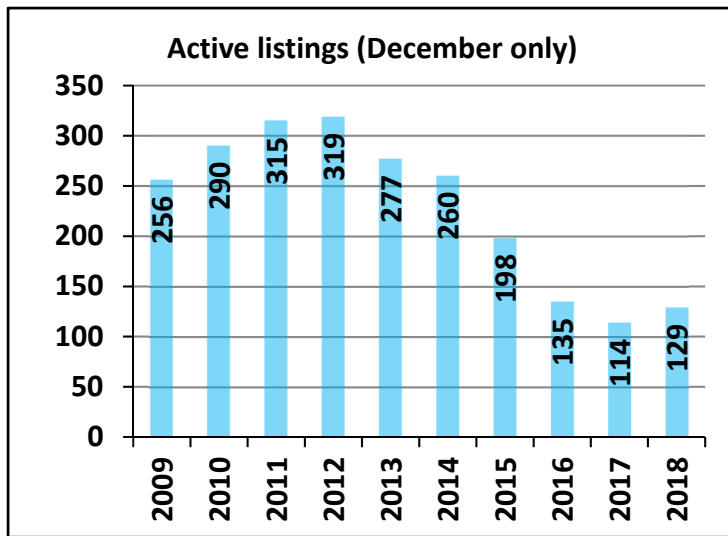
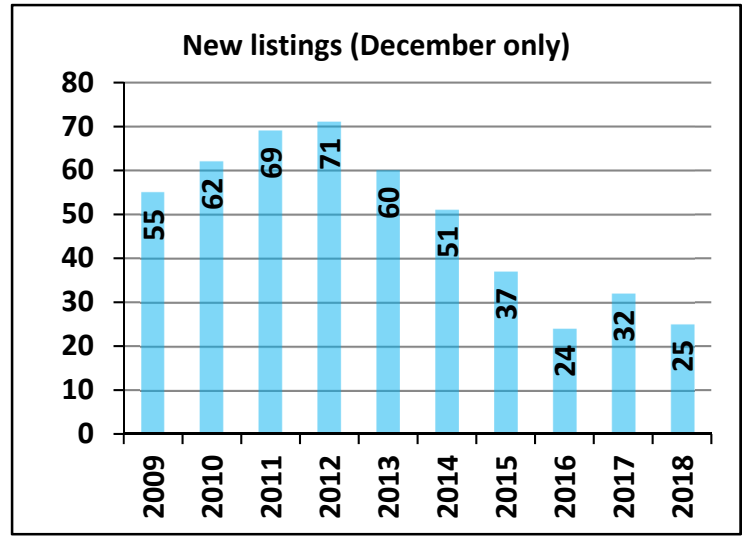
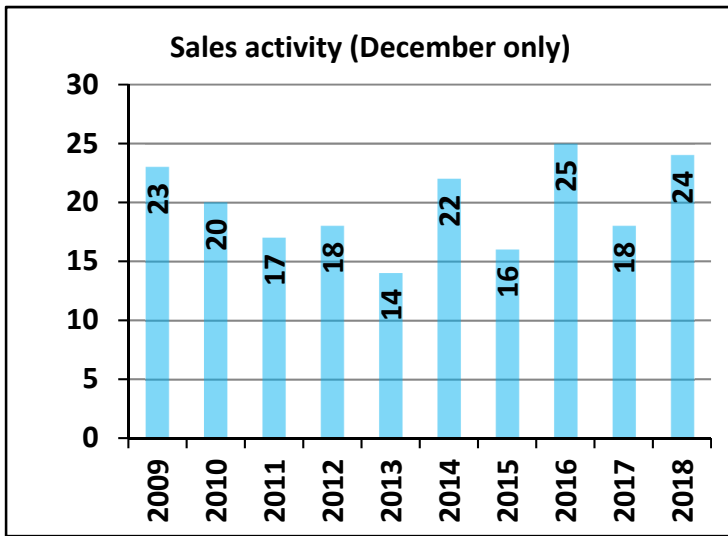
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

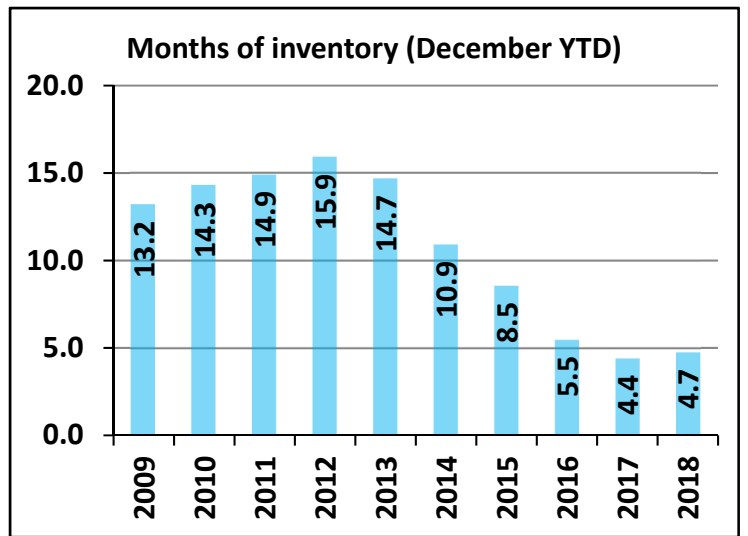
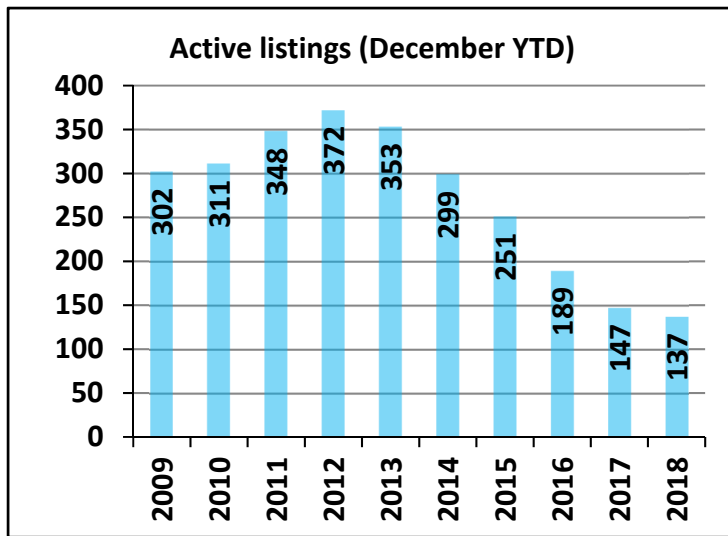
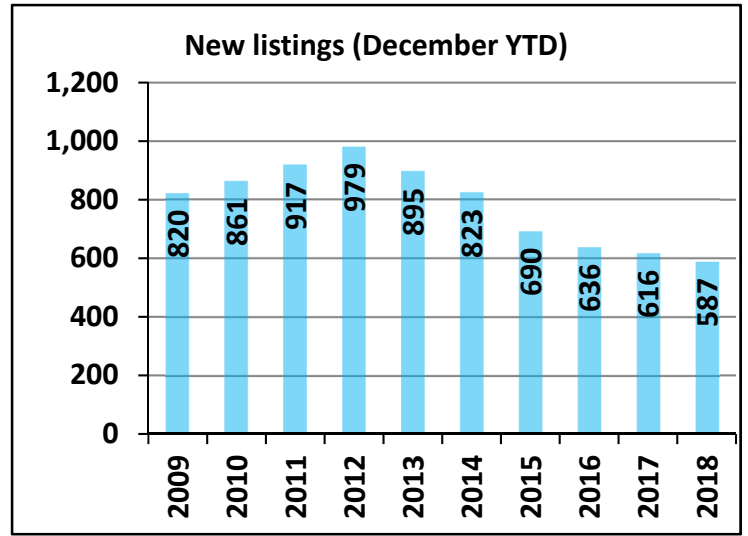
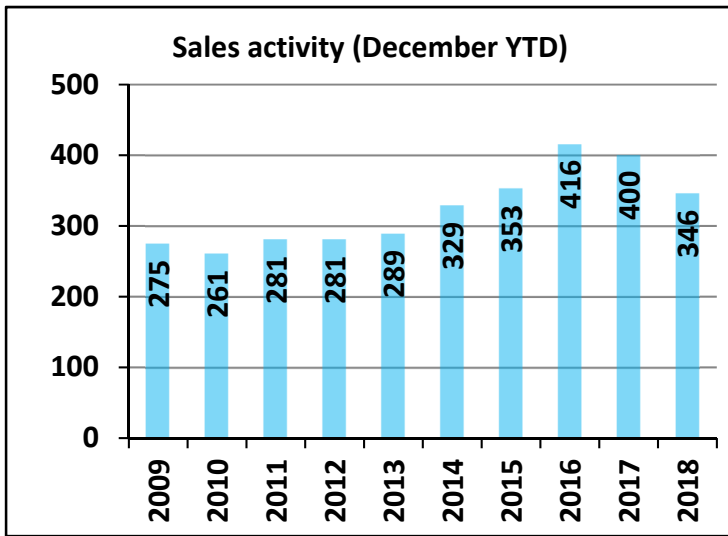
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity





# Blue Mountains

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
<b>Sales Activity</b>	<b>24</b>	33.3	-4.0	50.0	71.4	41.2	140.0
<b>Dollar Volume</b>	<b>\$14,104,750</b>	26.3	35.6	52.6	207.5	114.9	497.9
<b>New Listings</b>	<b>25</b>	-21.9	4.2	-32.4	-58.3	-63.8	-46.8
<b>Active Listings</b>	<b>129</b>	13.2	-4.4	-34.8	-53.4	-59.0	-55.1
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>96.0</b>	56.3	104.2	43.2	23.3	24.6	21.3
<b>Months of Inventory<sup>2</sup></b>	<b>5.4</b>	6.3	5.4	12.4	19.8	18.5	28.7
<b>Average Price</b>	<b>\$587,698</b>	-5.3	41.2	1.8	79.4	52.2	149.1

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
<b>Sales Activity</b>	<b>346</b>	-13.5	-16.8	-2.0	19.7	23.1	67.1
<b>Dollar Volume</b>	<b>\$232,684,626</b>	-5.4	10.3	35.5	94.4	102.5	212.2
<b>New Listings</b>	<b>587</b>	-4.7	-7.7	-14.9	-34.4	-36.0	-34.2
<b>Active Listings<sup>3</sup></b>	<b>137</b>	-6.8	-27.5	-45.4	-61.2	-60.6	-55.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>58.9</b>	64.9	65.4	51.2	32.3	30.6	23.2
<b>Months of Inventory<sup>5</sup></b>	<b>4.7</b>	4.4	5.5	8.5	14.7	14.9	18.0
<b>Average Price</b>	<b>\$672,499</b>	9.3	32.6	38.3	62.4	64.4	86.8

<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

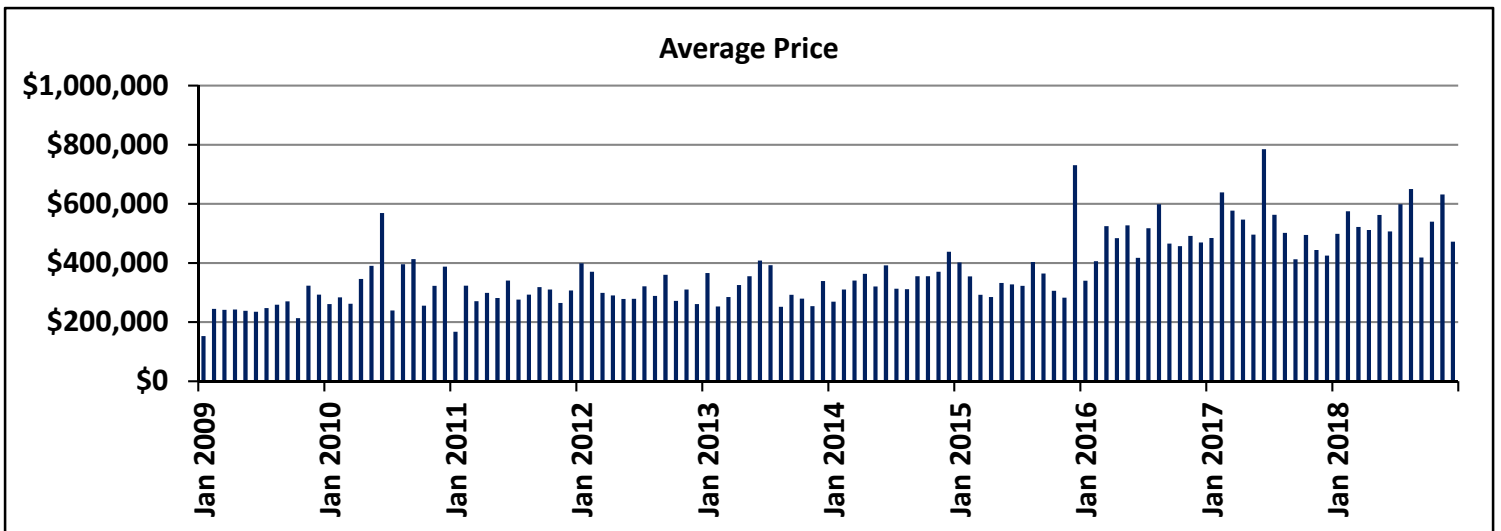
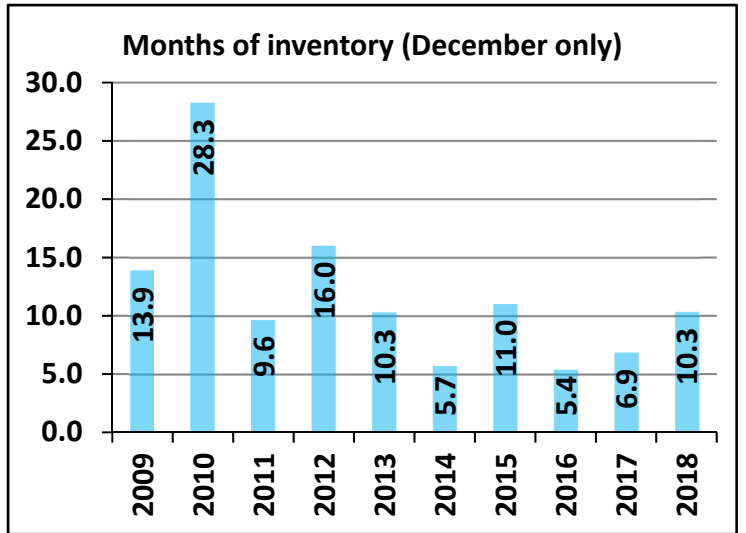
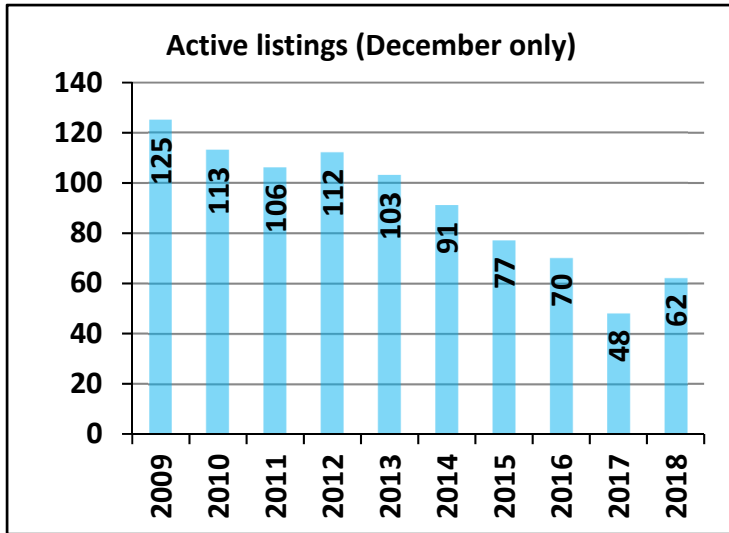
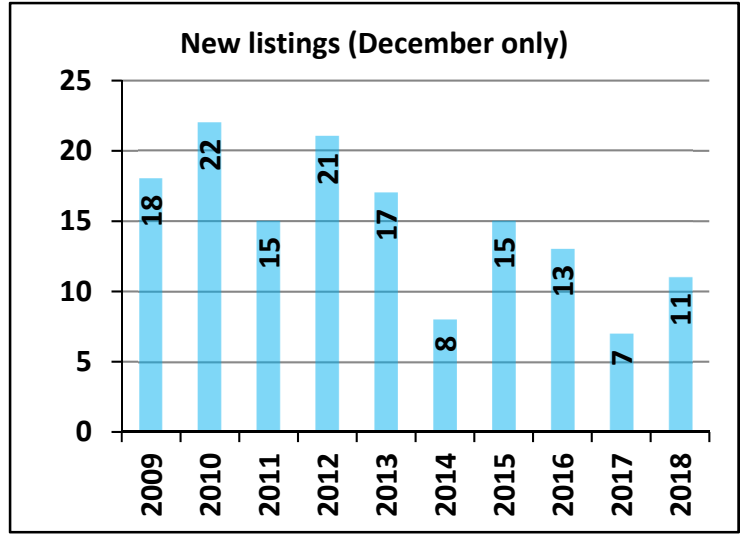
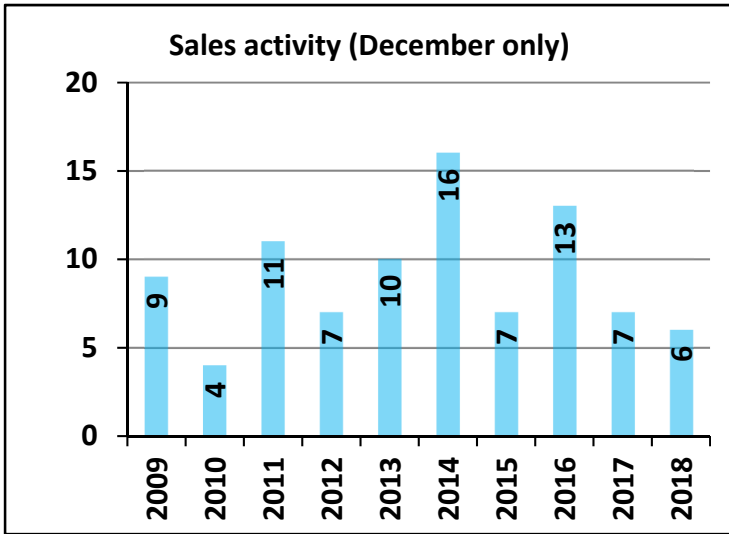
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

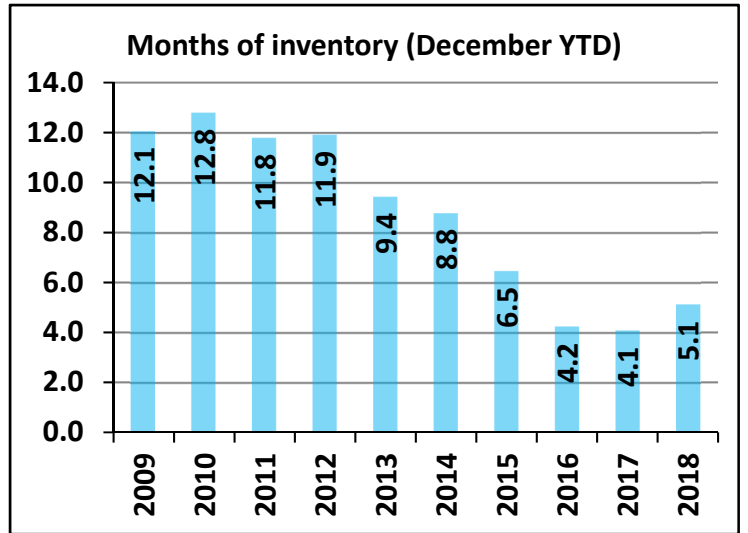
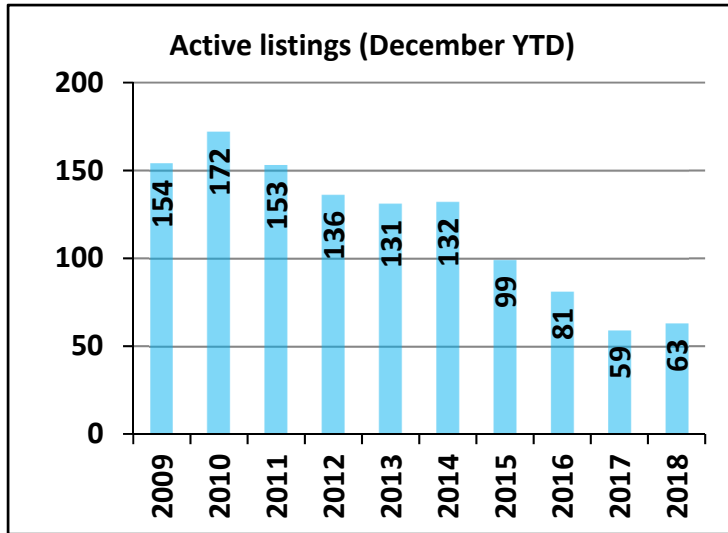
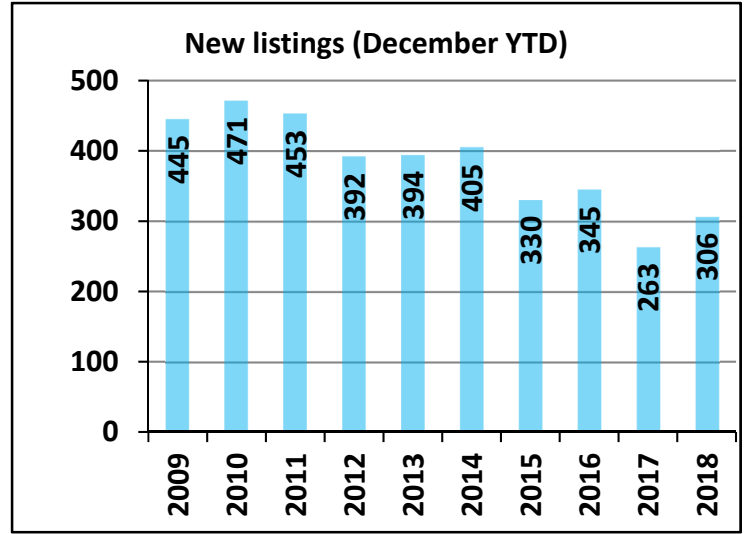
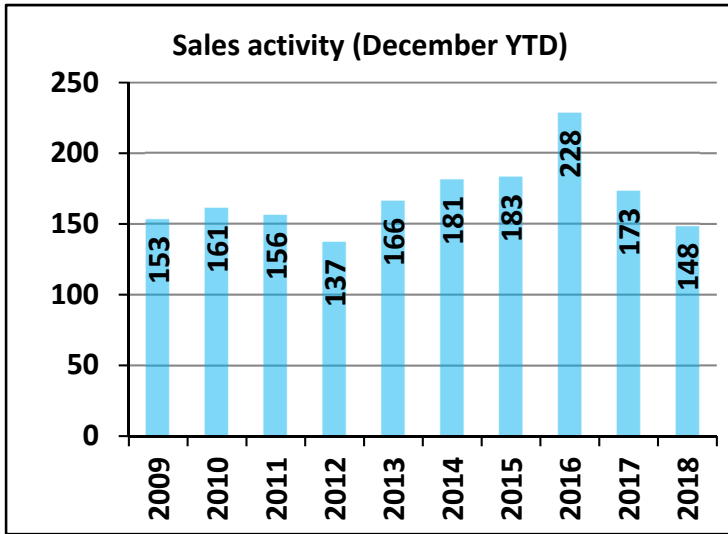
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	6	-14.3	-53.8	-14.3	-40.0	-45.5	50.0
Dollar Volume	\$2,832,500	-4.7	-53.6	-44.6	-16.3	-16.0	297.3
New Listings	11	57.1	-15.4	-26.7	-35.3	-26.7	-31.3
Active Listings	62	29.2	-11.4	-19.5	-39.8	-41.5	-51.6
Sales to New Listings Ratio <sup>1</sup>	54.5	100.0	100.0	46.7	58.8	73.3	25.0
Months of Inventory <sup>2</sup>	10.3	6.9	5.4	11.0	10.3	9.6	32.0
Average Price	\$472,083	11.1	0.6	-35.4	39.5	53.9	164.8

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	148	-14.5	-35.1	-19.1	-10.8	-5.1	-5.1
Dollar Volume	\$80,130,512	-14.2	-27.3	26.8	48.5	76.2	85.7
New Listings	306	16.3	-11.3	-7.3	-22.3	-32.5	-33.5
Active Listings <sup>3</sup>	63	6.8	-22.2	-36.4	-51.9	-58.8	-54.3
Sales to New Listings Ratio <sup>4</sup>	48.4	65.8	66.1	55.5	42.1	34.4	33.9
Months of Inventory <sup>5</sup>	5.1	4.1	4.2	6.5	9.4	11.8	10.6
Average Price	\$541,422	0.3	11.9	56.8	66.6	85.7	95.7

<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

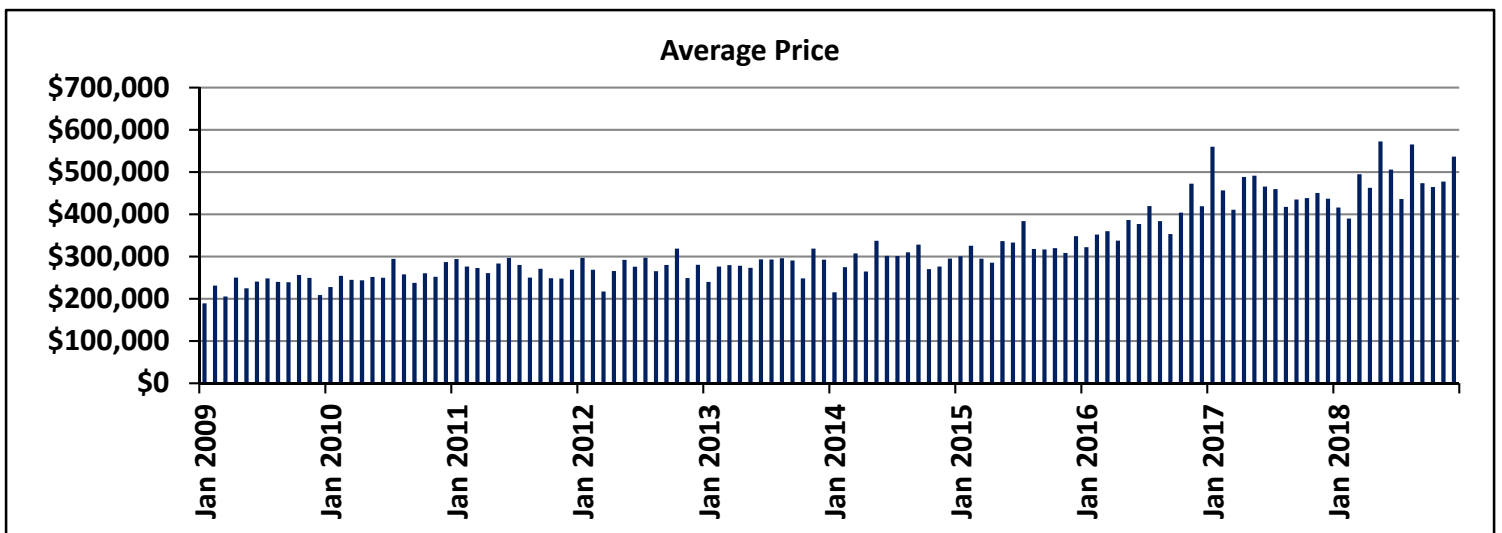
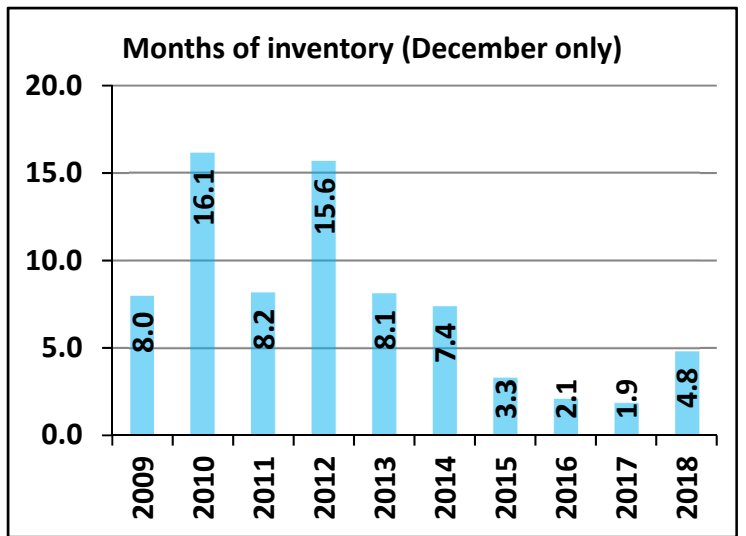
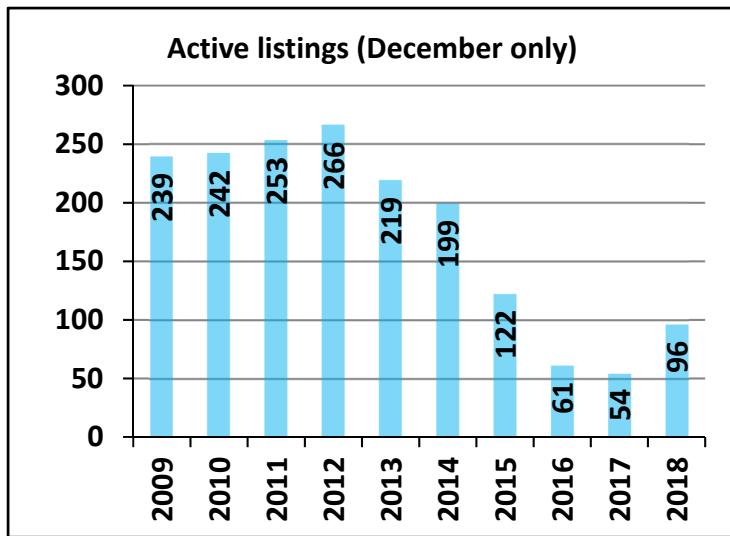
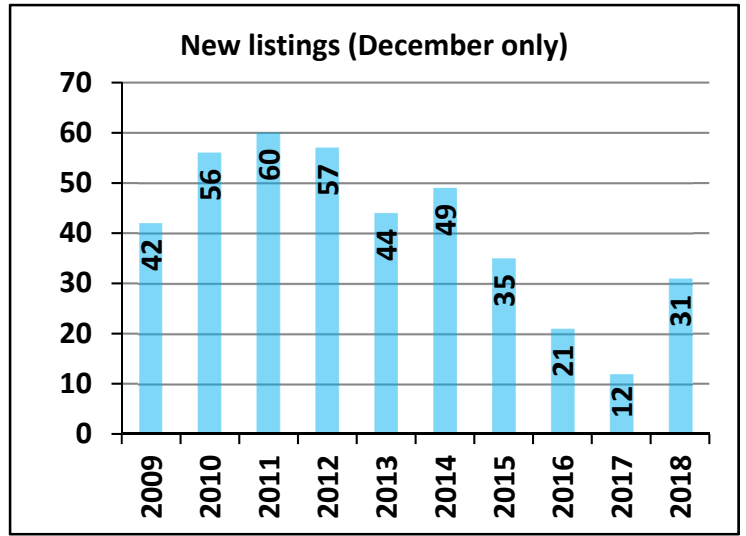
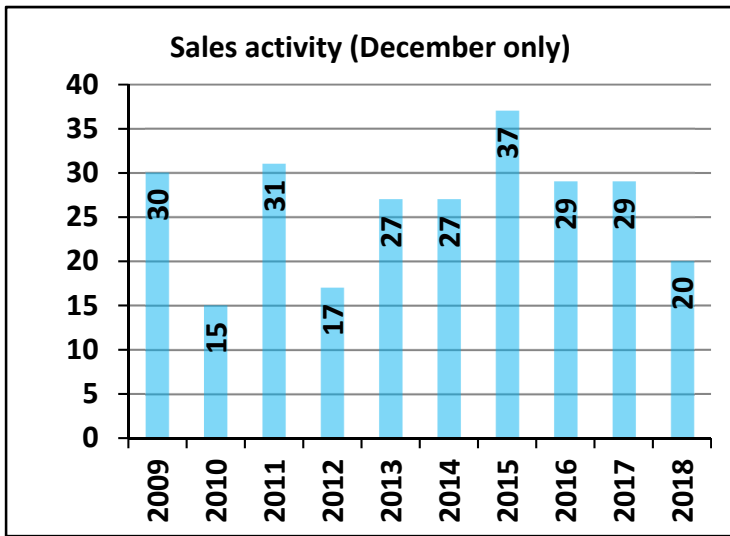
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

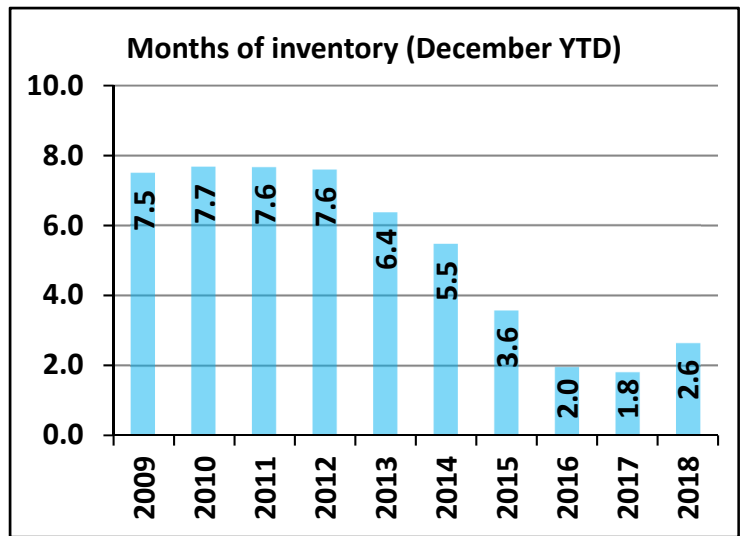
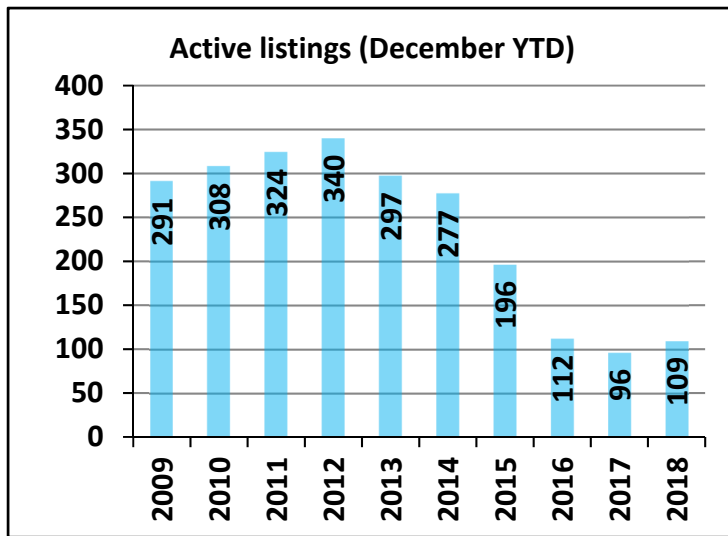
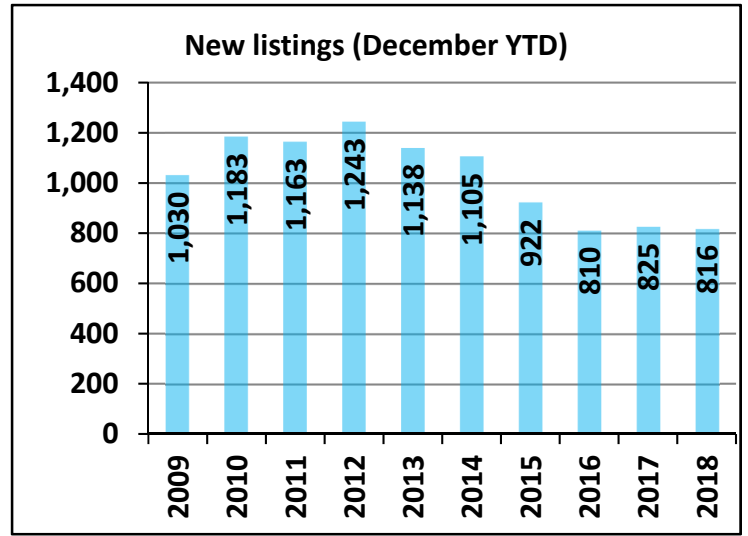
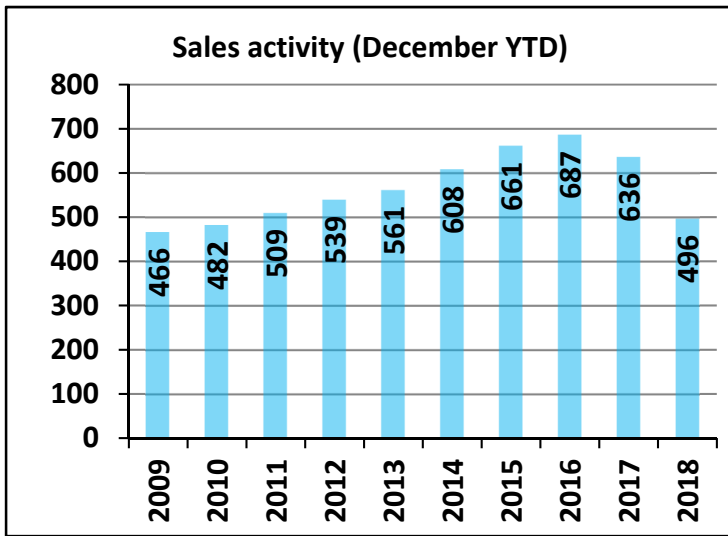
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
<b>Sales Activity</b>	<b>20</b>	-31.0	-31.0	-45.9	-25.9	-35.5	5.3
<b>Dollar Volume</b>	<b>\$10,729,000</b>	-15.3	-11.7	-16.7	35.9	28.9	163.9
<b>New Listings</b>	<b>31</b>	158.3	47.6	-11.4	-29.5	-48.3	-38.0
<b>Active Listings</b>	<b>96</b>	77.8	57.4	-21.3	-56.2	-62.1	-60.3
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>64.5</b>	241.7	138.1	105.7	61.4	51.7	38.0
<b>Months of Inventory<sup>2</sup></b>	<b>4.8</b>	1.9	2.1	3.3	8.1	8.2	12.7
<b>Average Price</b>	<b>\$536,450</b>	22.8	28.0	54.1	83.5	99.7	150.7

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
<b>Sales Activity</b>	<b>496</b>	-22.0	-27.8	-25.0	-11.6	-2.6	16.4
<b>Dollar Volume</b>	<b>\$241,440,374</b>	-16.8	-7.6	12.3	53.0	75.5	137.2
<b>New Listings</b>	<b>816</b>	-1.1	0.7	-11.5	-28.3	-29.8	-25.2
<b>Active Listings<sup>3</sup></b>	<b>109</b>	13.5	-2.7	-44.4	-63.3	-66.4	-62.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>60.8</b>	77.1	84.8	71.7	49.3	43.8	39.0
<b>Months of Inventory<sup>5</sup></b>	<b>2.6</b>	1.8	2.0	3.6	6.4	7.6	8.3
<b>Average Price</b>	<b>\$486,775</b>	6.7	28.0	49.6	73.1	80.1	103.7

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

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

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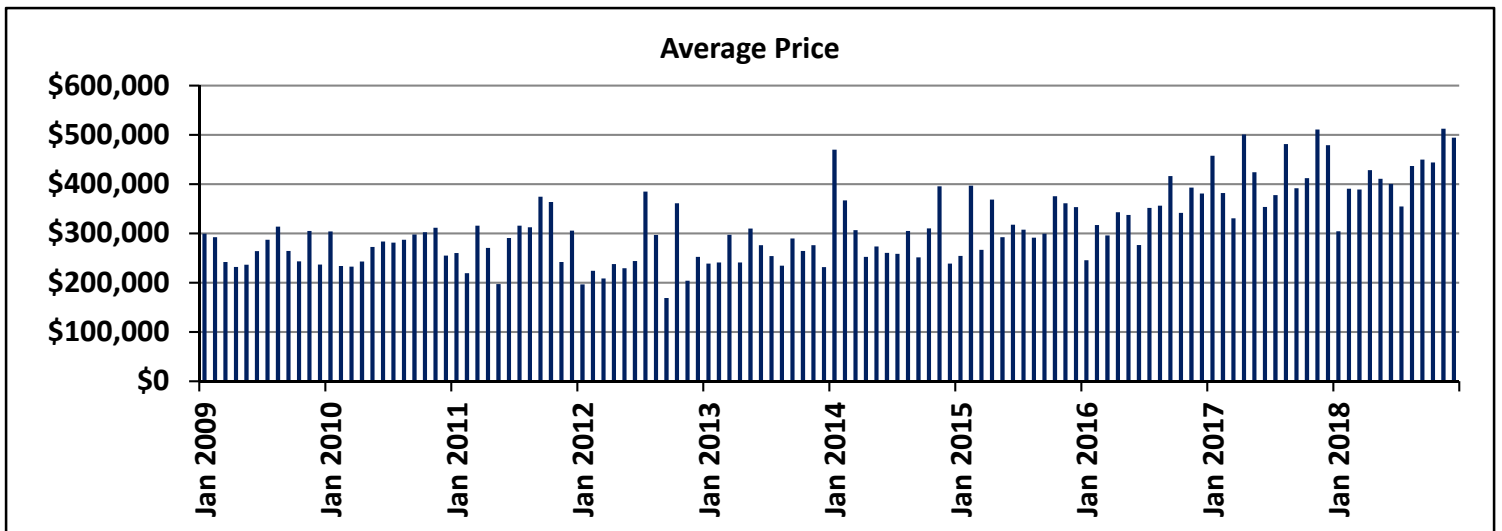
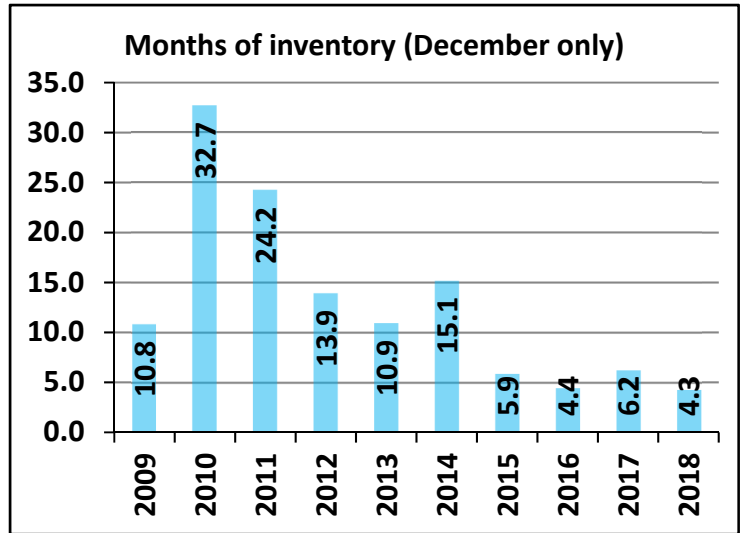
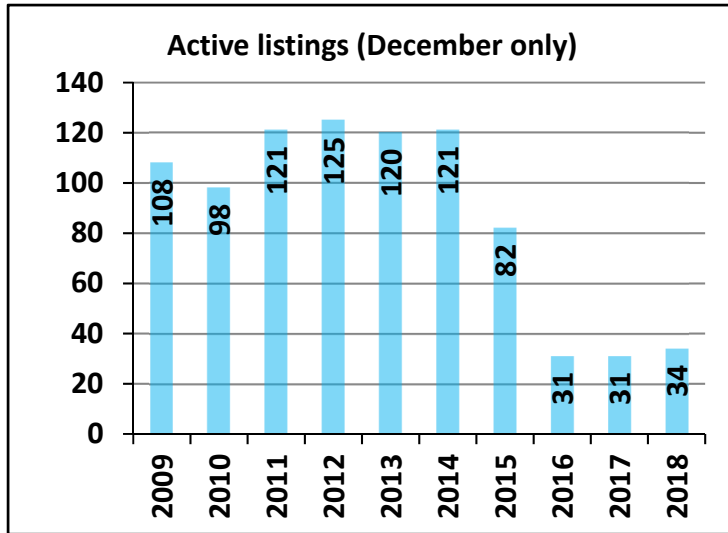
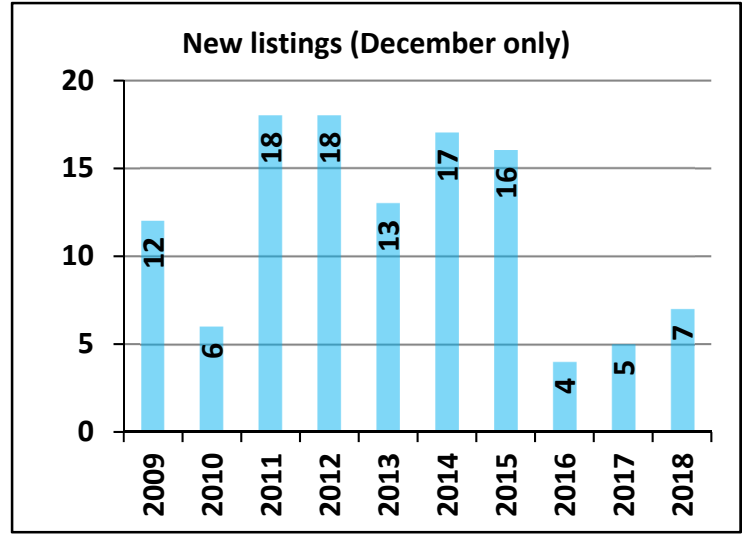
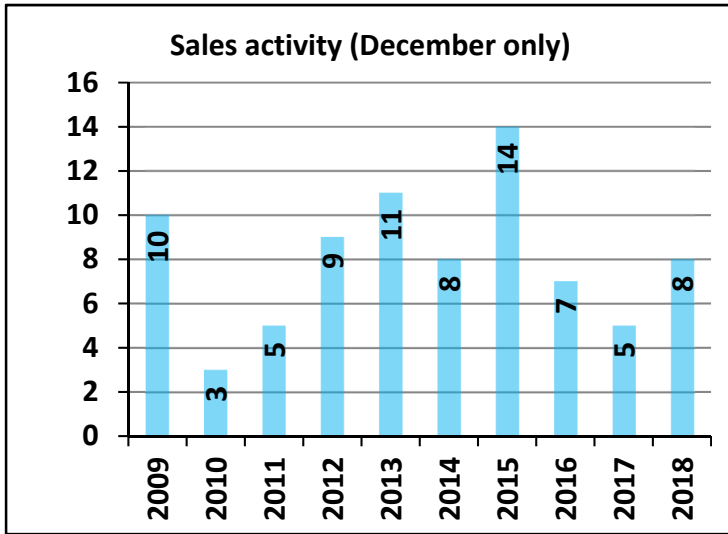
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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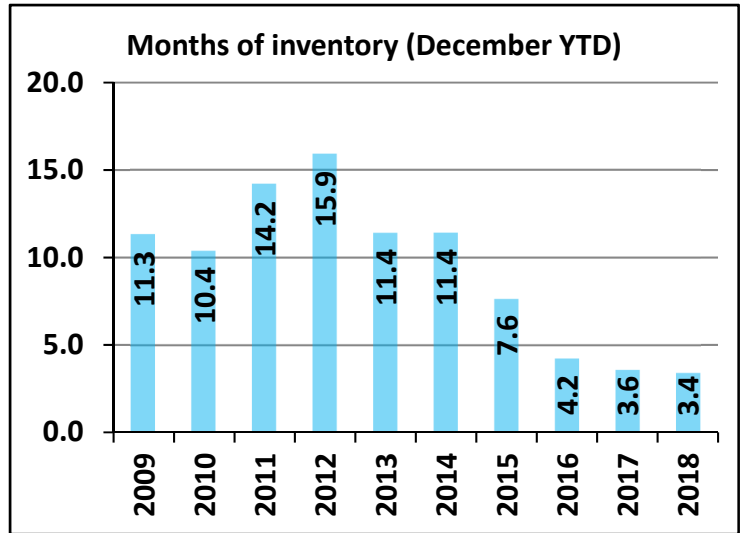
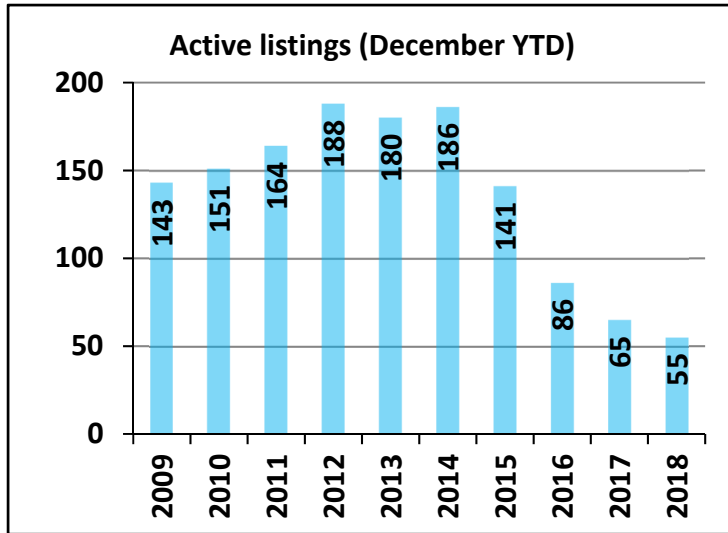
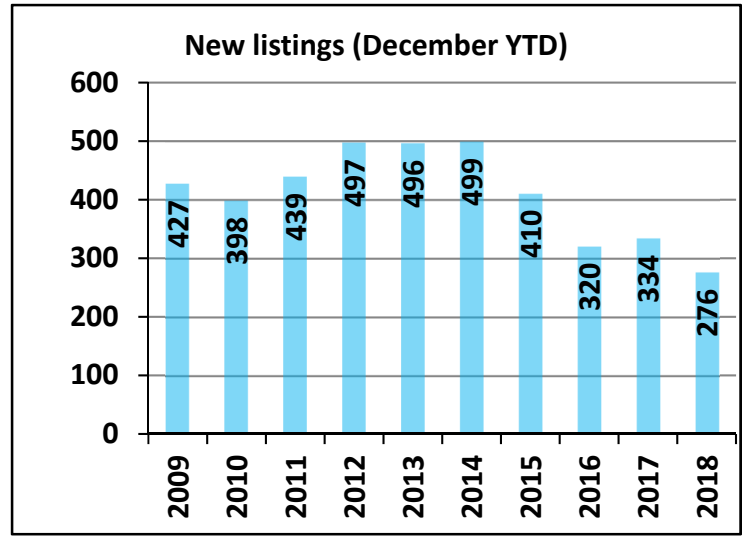
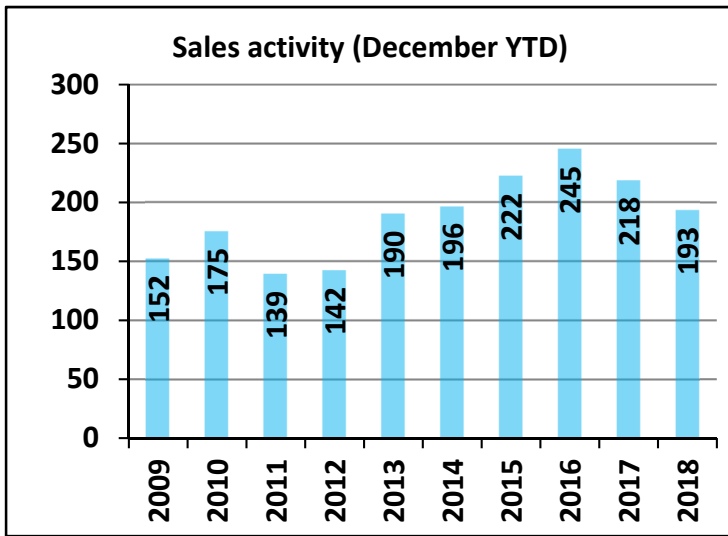
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity





# Meaford (Muni)

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
<b>Sales Activity</b>	<b>8</b>	60.0	14.3	-42.9	-27.3	60.0	60.0
<b>Dollar Volume</b>	<b>\$3,954,500</b>	65.2	48.4	-20.0	55.3	159.0	103.5
<b>New Listings</b>	<b>7</b>	40.0	75.0	-56.3	-46.2	-61.1	-46.2
<b>Active Listings</b>	<b>34</b>	9.7	9.7	-58.5	-71.7	-71.9	-60.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>114.3</b>	100.0	175.0	87.5	84.6	27.8	38.5
<b>Months of Inventory<sup>2</sup></b>	<b>4.3</b>	6.2	4.4	5.9	10.9	24.2	17.4
<b>Average Price</b>	<b>\$494,313</b>	3.2	29.8	40.0	113.5	61.9	27.2

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
<b>Sales Activity</b>	<b>193</b>	-11.5	-21.2	-13.1	1.6	38.8	1.0
<b>Dollar Volume</b>	<b>\$81,035,105</b>	-10.5	-2.8	14.2	60.3	95.6	69.9
<b>New Listings</b>	<b>276</b>	-17.4	-13.8	-32.7	-44.4	-37.1	-30.7
<b>Active Listings<sup>3</sup></b>	<b>55</b>	-15.4	-36.0	-61.0	-69.4	-66.5	-53.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>69.9</b>	65.3	76.6	54.1	38.3	31.7	48.0
<b>Months of Inventory<sup>5</sup></b>	<b>3.4</b>	3.6	4.2	7.6	11.4	14.2	7.4
<b>Average Price</b>	<b>\$419,871</b>	1.1	23.3	31.3	57.8	40.9	68.1

<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

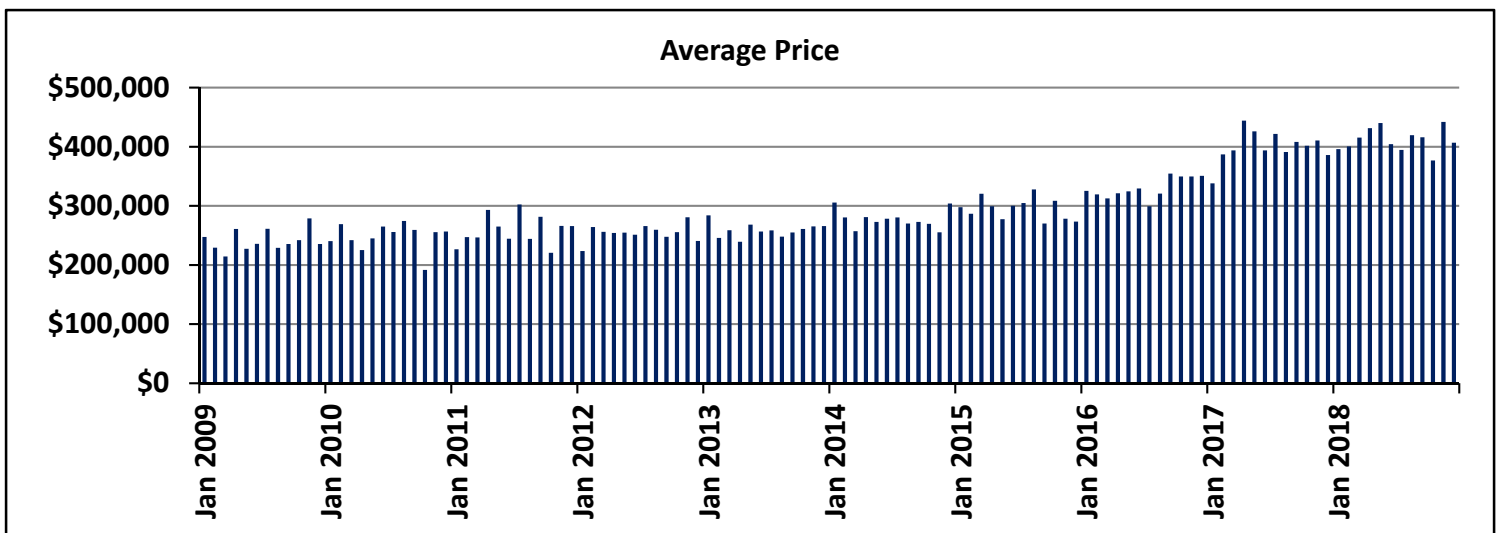
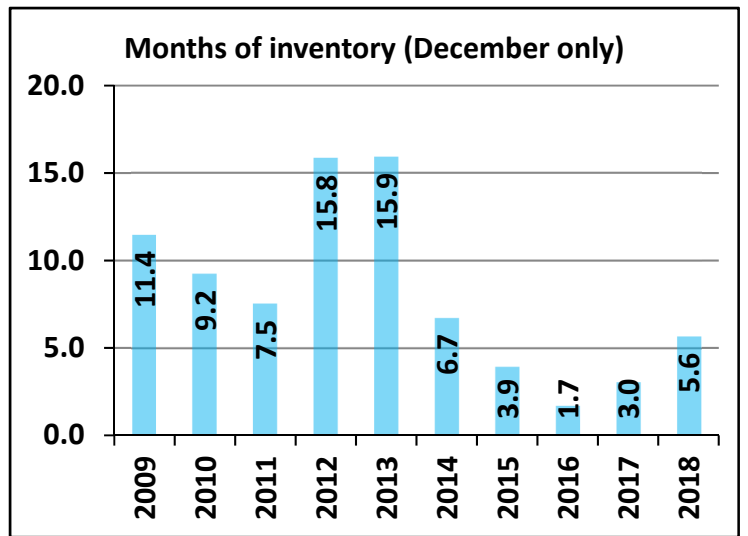
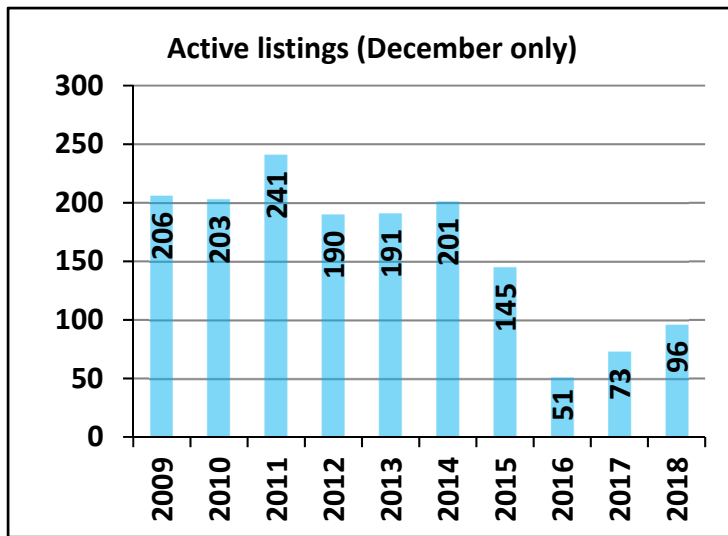
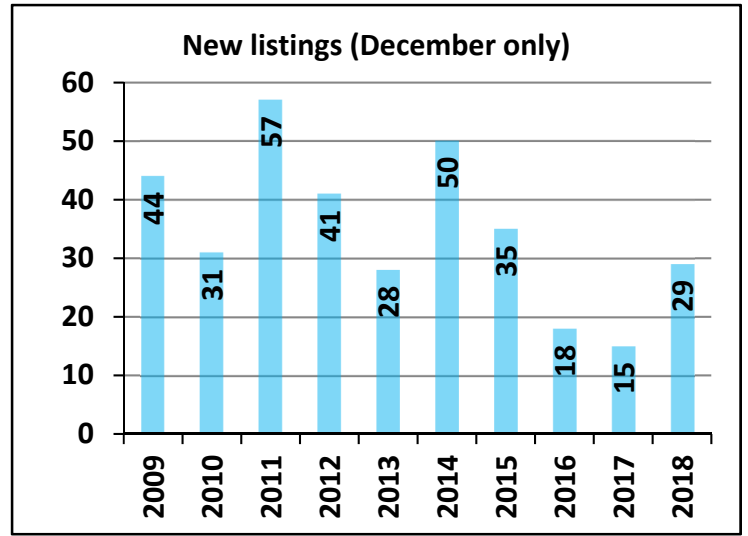
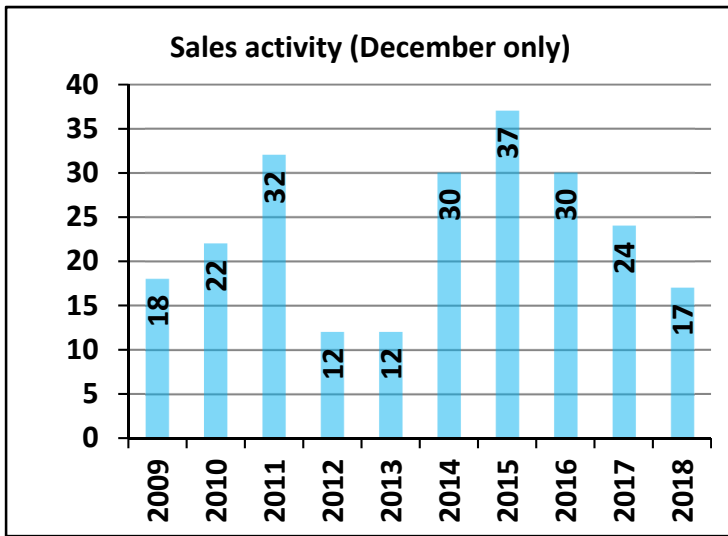
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

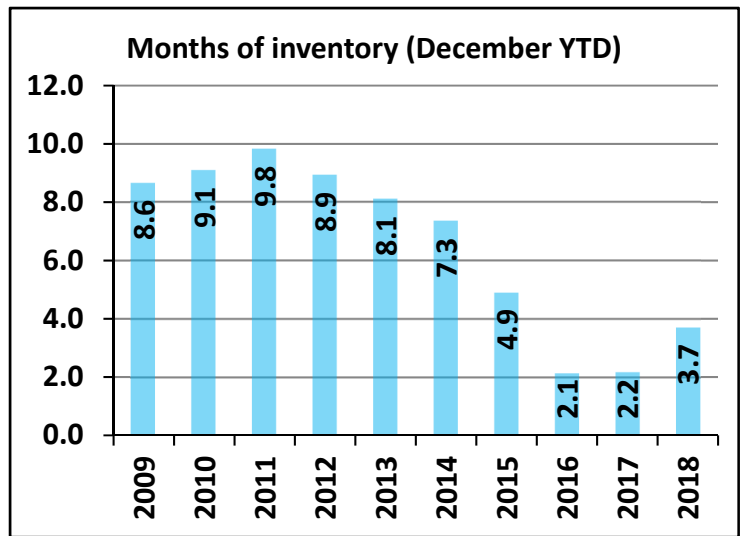
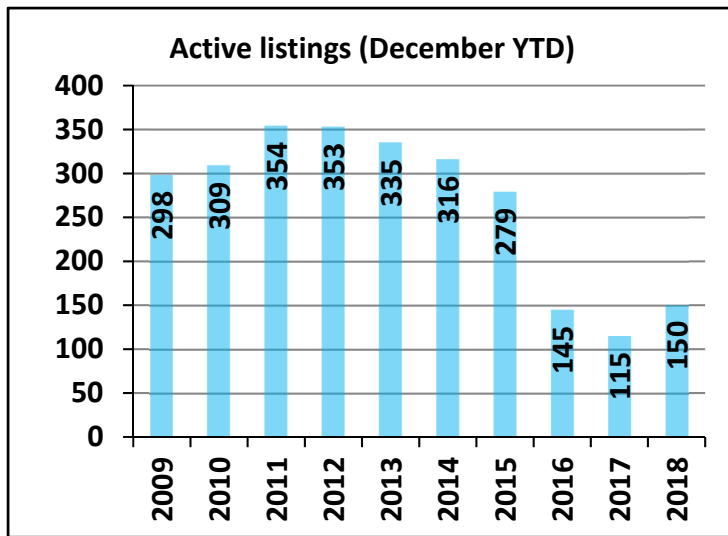
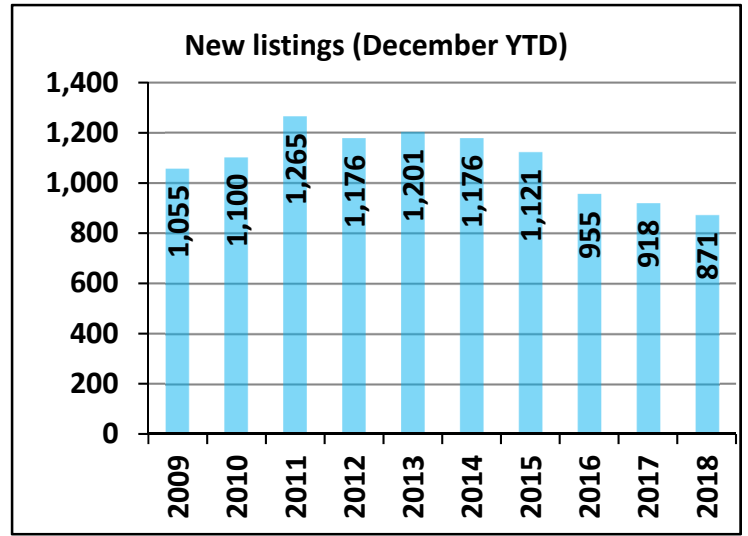
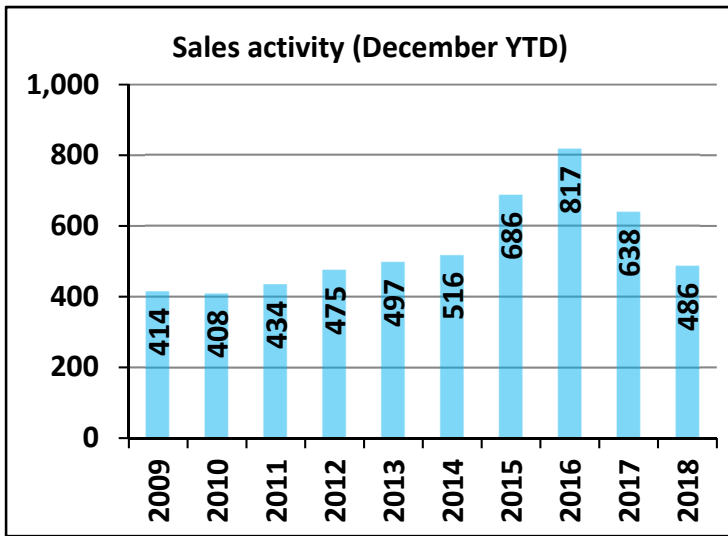
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
<b>Sales Activity</b>	<b>17</b>	-29.2	-43.3	-54.1	41.7	-46.9	112.5
<b>Dollar Volume</b>	<b>\$6,913,000</b>	-25.4	-34.3	-31.7	116.8	-18.7	308.4
<b>New Listings</b>	<b>29</b>	93.3	61.1	-17.1	3.6	-49.1	-17.1
<b>Active Listings</b>	<b>96</b>	31.5	88.2	-33.8	-49.7	-60.2	-51.8
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>58.6</b>	160.0	166.7	105.7	42.9	56.1	22.9
<b>Months of Inventory<sup>2</sup></b>	<b>5.6</b>	3.0	1.7	3.9	15.9	7.5	24.9
<b>Average Price</b>	<b>\$406,647</b>	5.4	16.0	48.7	53.0	53.1	92.2

Year-to-date	December 2018	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
<b>Sales Activity</b>	<b>486</b>	-23.8	-40.5	-29.2	-2.2	12.0	21.8
<b>Dollar Volume</b>	<b>\$201,357,798</b>	-22.2	-24.7	-0.8	57.3	77.9	110.9
<b>New Listings</b>	<b>871</b>	-5.1	-8.8	-22.3	-27.5	-31.1	-15.0
<b>Active Listings<sup>3</sup></b>	<b>150</b>	30.4	3.4	-46.2	-55.2	-57.6	-44.6
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>55.8</b>	69.5	85.5	61.2	41.4	34.3	38.9
<b>Months of Inventory<sup>5</sup></b>	<b>3.7</b>	2.2	2.1	4.9	8.1	9.8	8.1
<b>Average Price</b>	<b>\$414,316</b>	2.2	26.5	40.1	60.8	58.9	73.2

<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