



Western District

Residential Market Activity

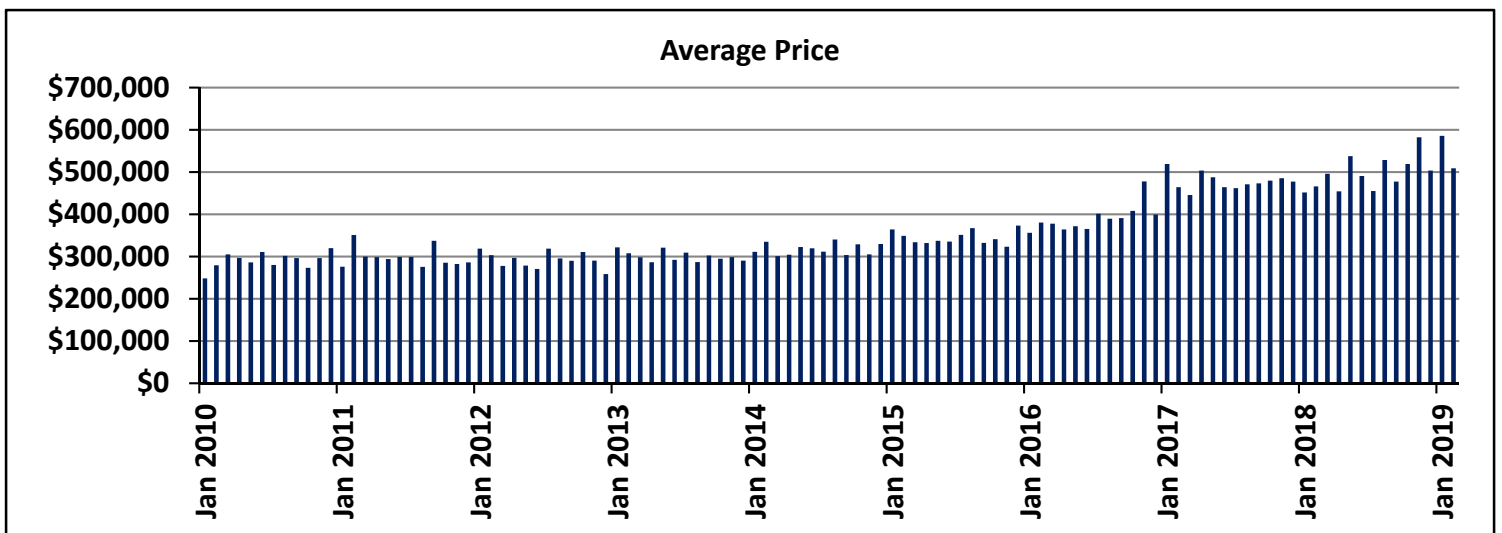
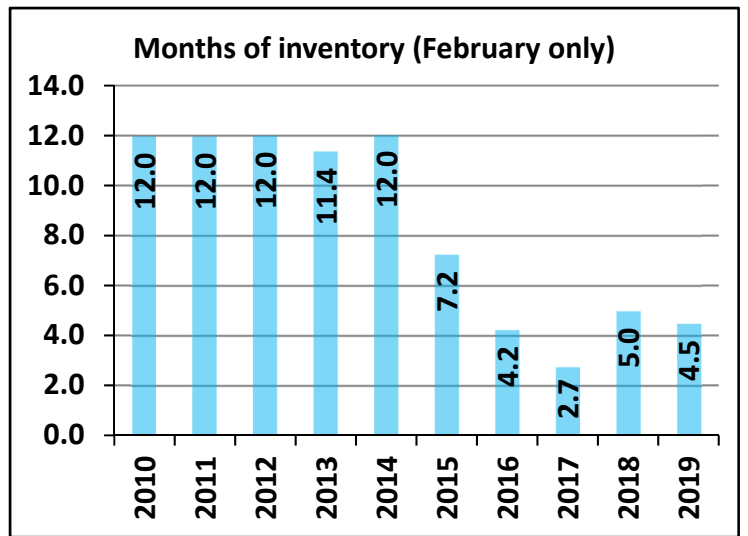
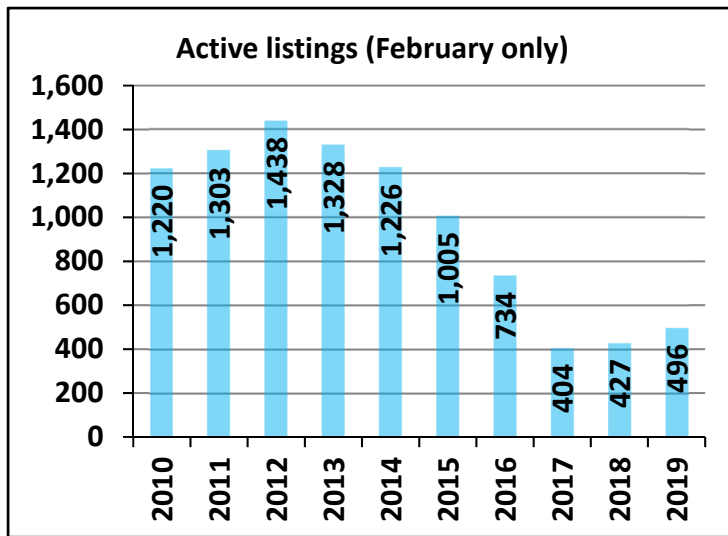
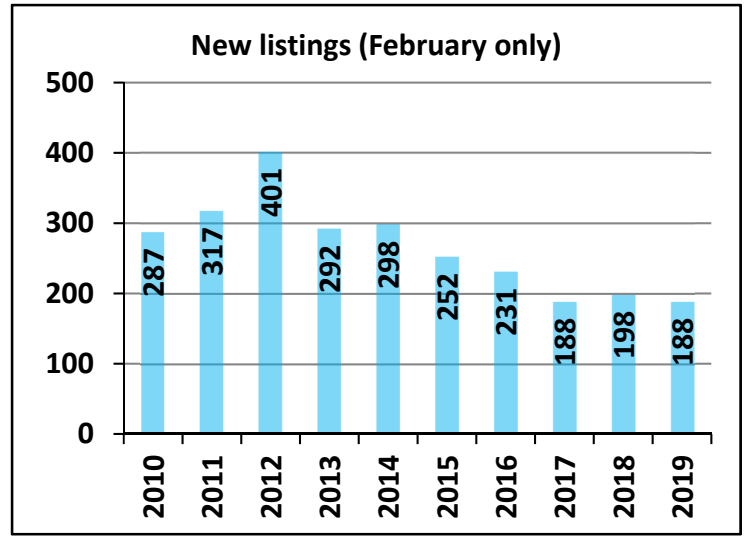
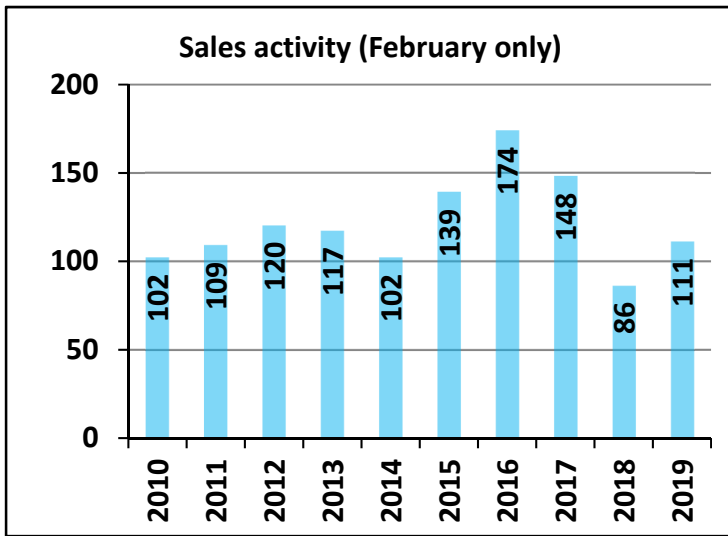
February 2019



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

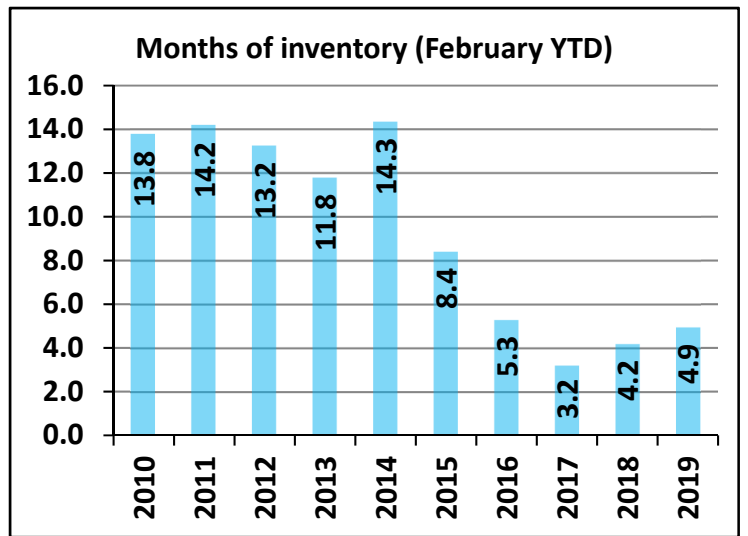
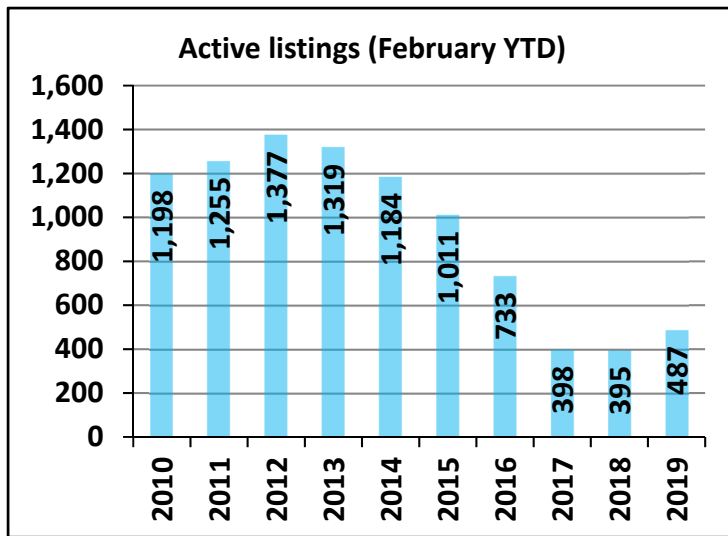
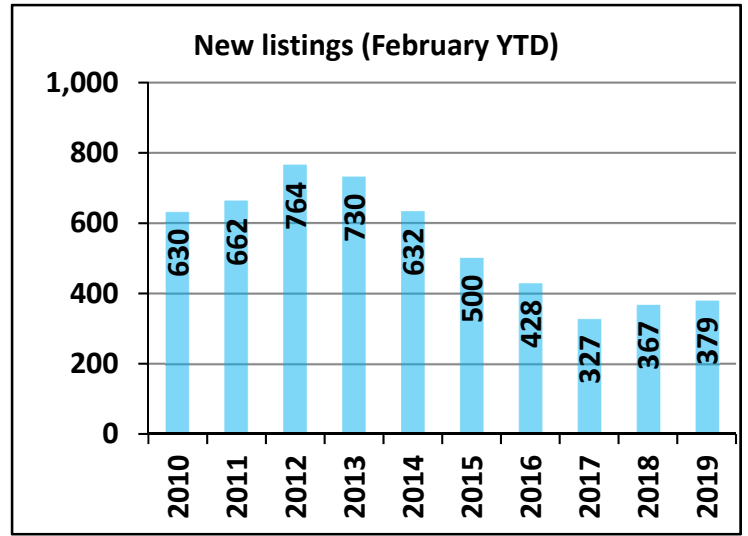
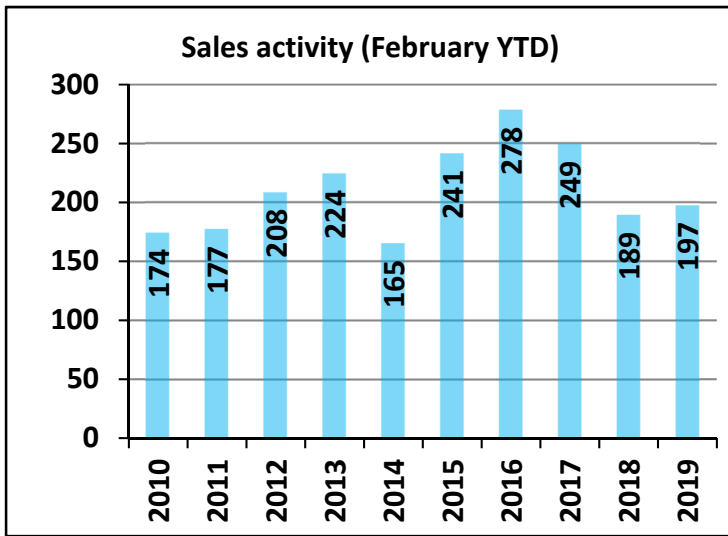
Western District

Residential Market Activity



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Residential Market Activity



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Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	111	29.1	-25.0	-36.2	8.8	-7.5	65.7
Dollar Volume	\$56,487,736	41.0	-17.8	-14.7	65.5	55.3	227.4
New Listings	188	-5.1	0.0	-18.6	-36.9	-53.1	-34.7
Active Listings	496	16.2	22.8	-32.4	-59.5	-65.5	-60.5
Sales to New Listings Ratio¹	59.0	43.4	78.7	75.3	34.2	29.9	23.3
Months of Inventory²	4.5	5.0	2.7	4.2	12.0	12.0	18.8
Average Price	\$508,899	9.3	9.6	33.8	52.0	67.9	97.6

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	197	4.2	-20.9	-29.1	19.4	-5.3	72.8
Dollar Volume	\$106,842,936	23.4	-11.8	3.5	98.8	65.9	262.6
New Listings	379	3.3	15.9	-11.4	-40.0	-50.4	-39.2
Active Listings³	487	23.3	22.4	-33.6	-58.9	-64.6	-60.2
Sales to New Listings Ratio⁴	52.0	51.5	76.1	65.0	26.1	27.2	18.3
Months of Inventory⁵	4.9	4.2	3.2	5.3	14.3	13.2	21.5
Average Price	\$542,350	18.4	11.5	46.1	66.5	75.2	109.8

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

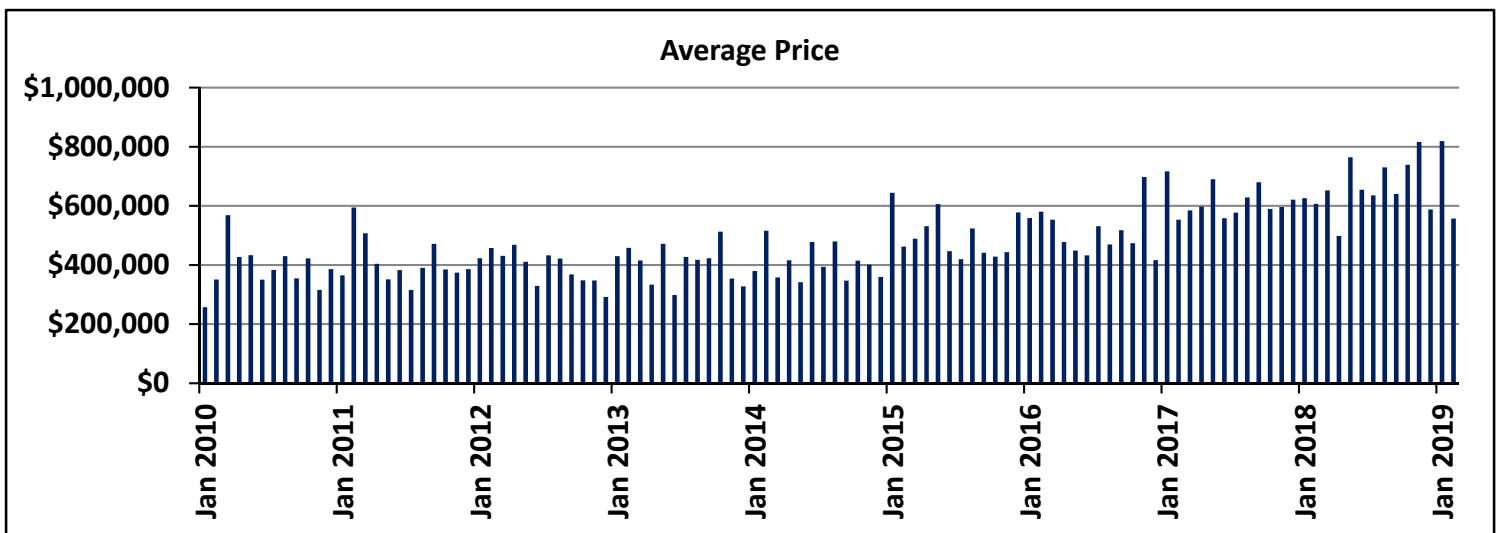
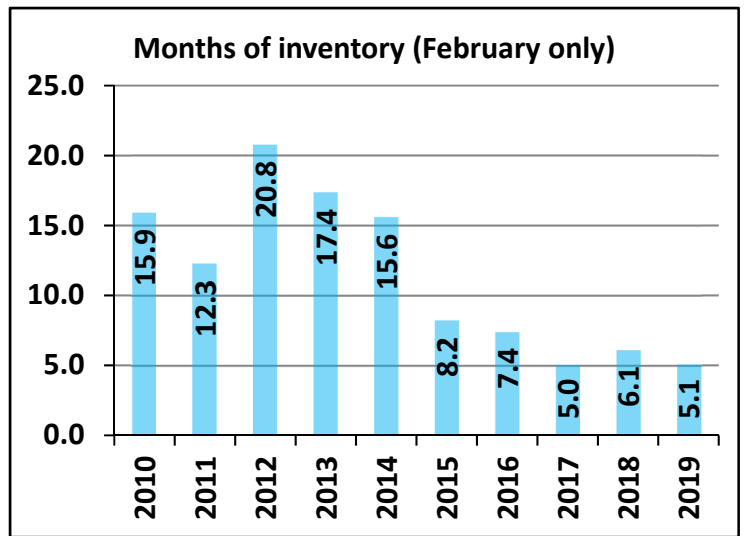
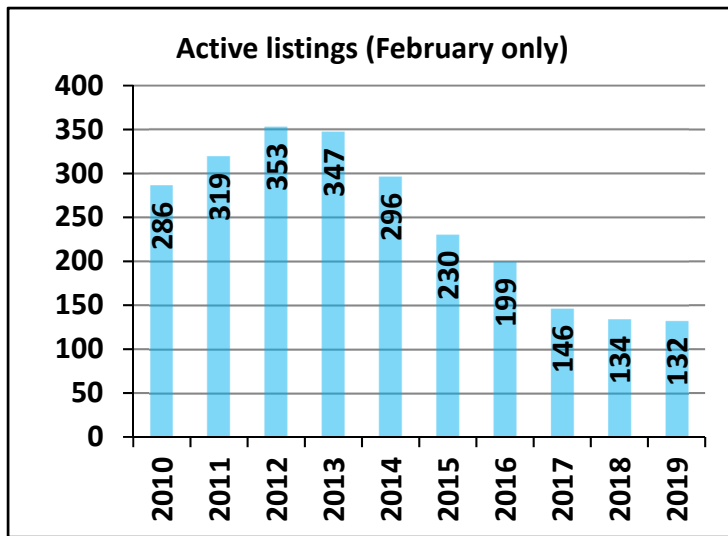
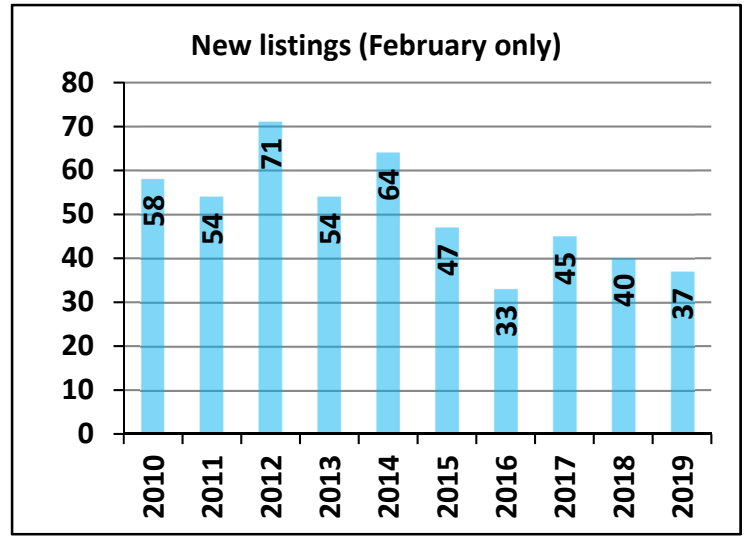
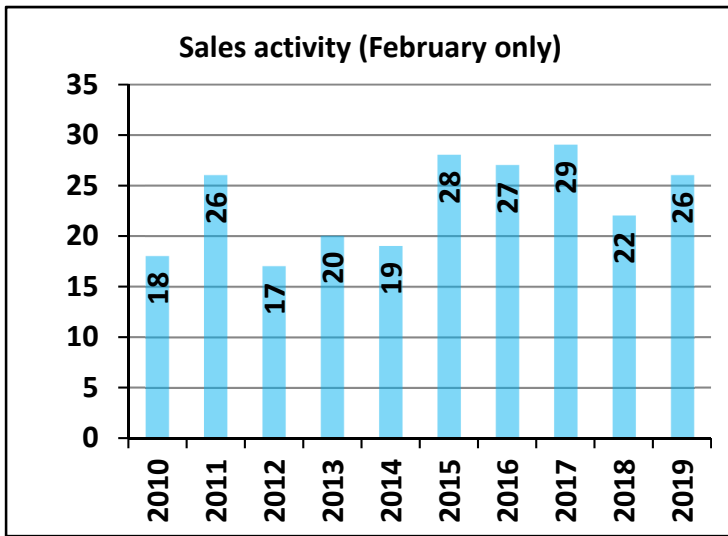
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

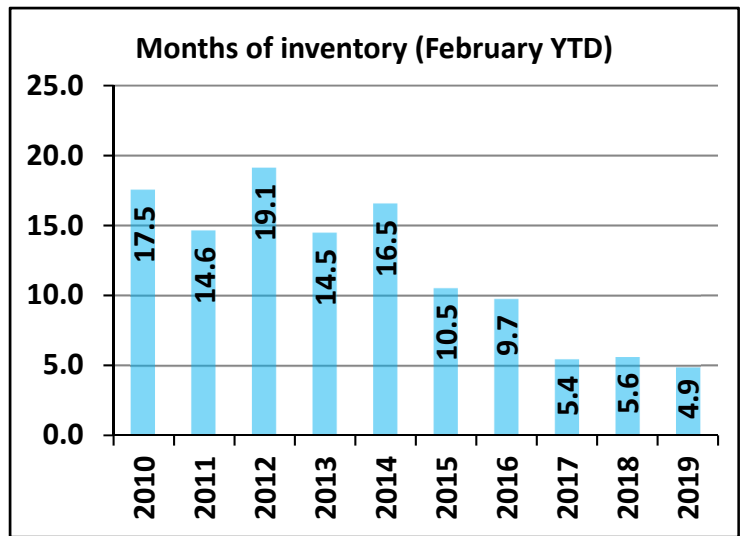
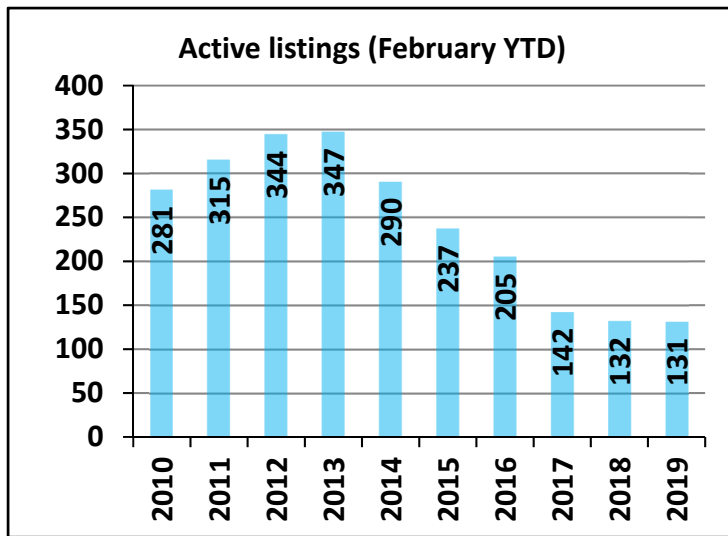
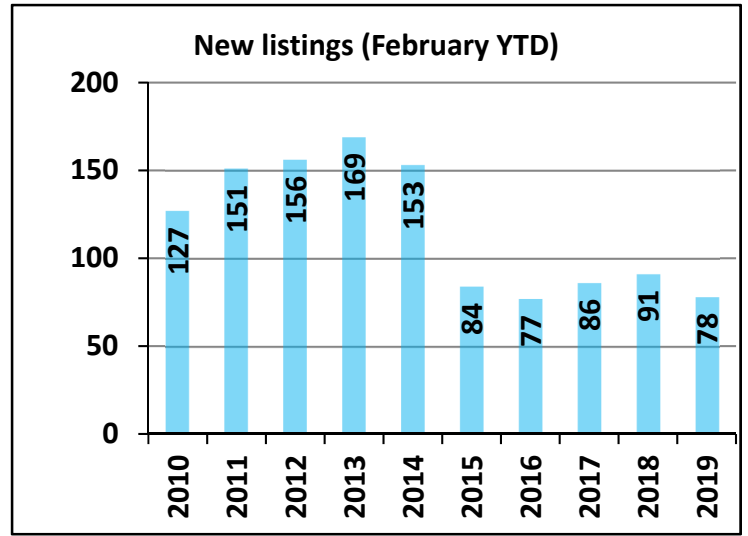
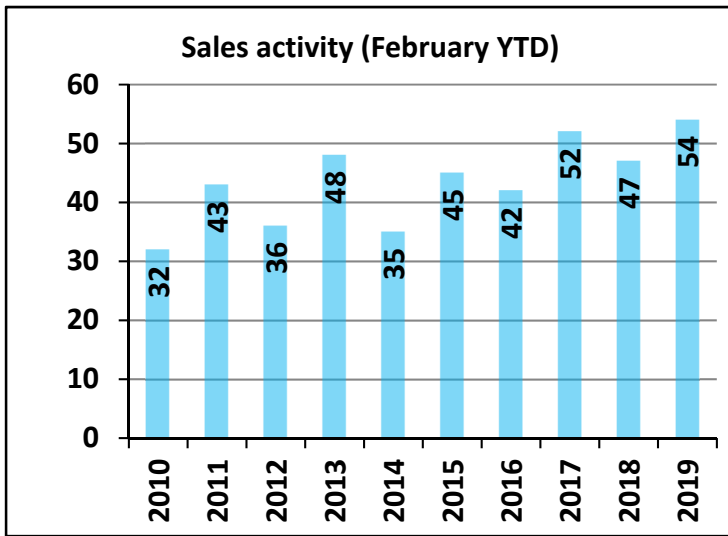
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	26	18.2	-10.3	-3.7	36.8	52.9	225.0
Dollar Volume	\$14,475,300	8.5	-9.8	-7.6	47.7	86.3	344.4
New Listings	37	-7.5	-17.8	12.1	-42.2	-47.9	-33.9
Active Listings	132	-1.5	-9.6	-33.7	-55.4	-62.6	-57.4
Sales to New Listings Ratio¹	70.3	55.0	64.4	81.8	29.7	23.9	14.3
Months of Inventory²	5.1	6.1	5.0	7.4	15.6	20.8	38.8
Average Price	\$556,742	-8.2	0.6	-4.0	7.9	21.8	36.7

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	54	14.9	3.8	28.6	54.3	50.0	184.2
Dollar Volume	\$37,407,100	29.1	15.0	55.6	135.7	136.8	421.4
New Listings	78	-14.3	-9.3	1.3	-49.0	-50.0	-42.6
Active Listings³	131	-0.8	-7.7	-36.1	-54.8	-61.9	-56.8
Sales to New Listings Ratio⁴	69.2	51.6	60.5	54.5	22.9	23.1	14.0
Months of Inventory⁵	4.9	5.6	5.4	9.7	16.5	19.1	31.9
Average Price	\$692,724	12.3	10.8	21.0	52.7	57.9	83.4

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

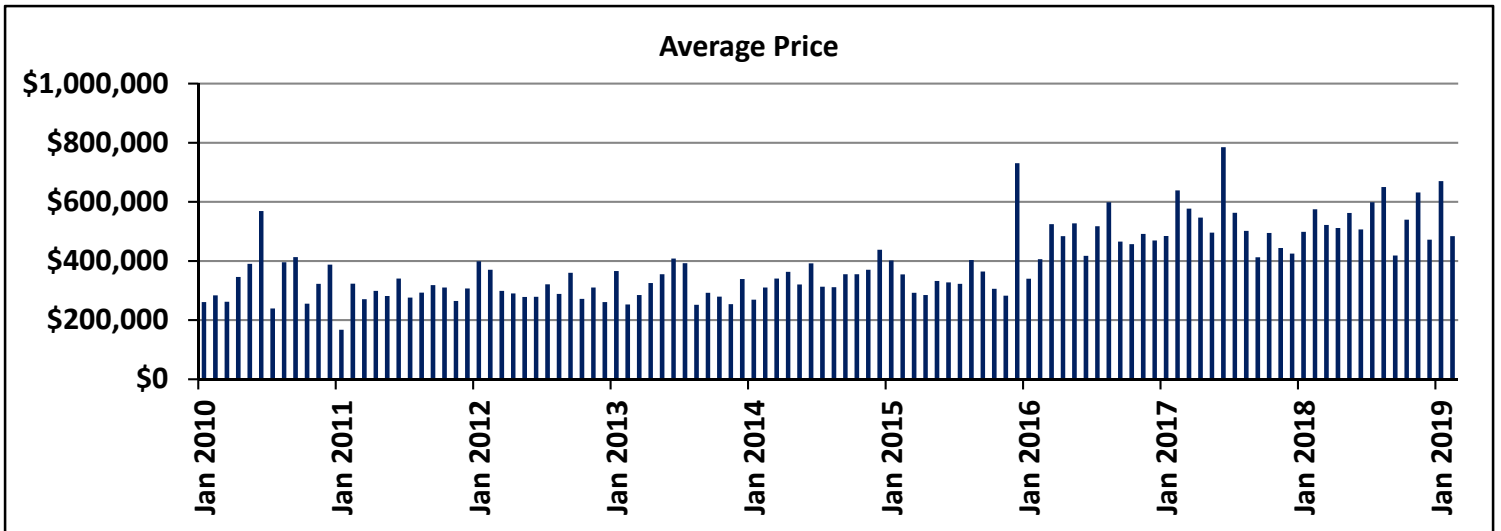
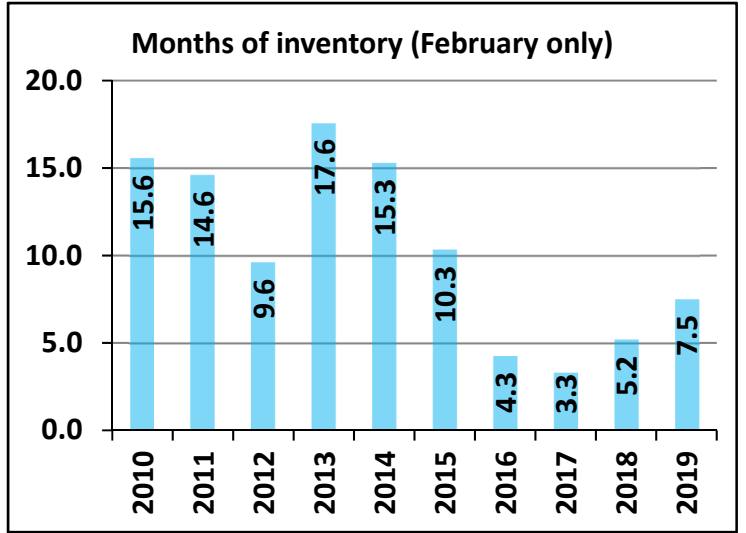
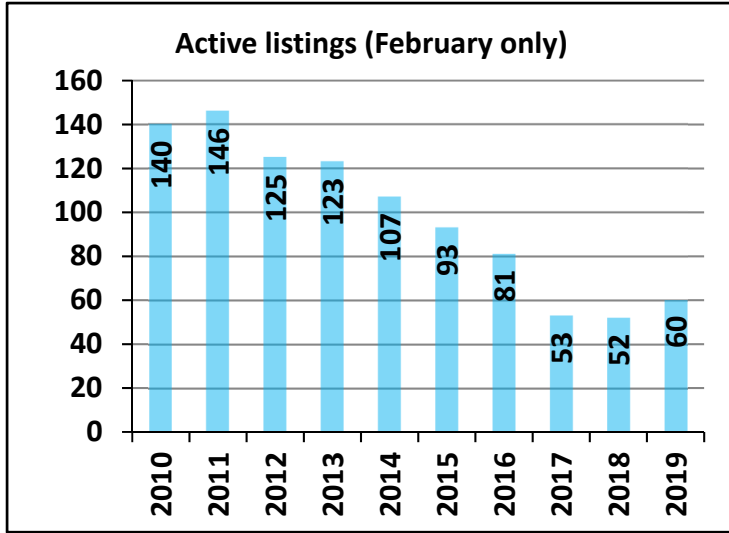
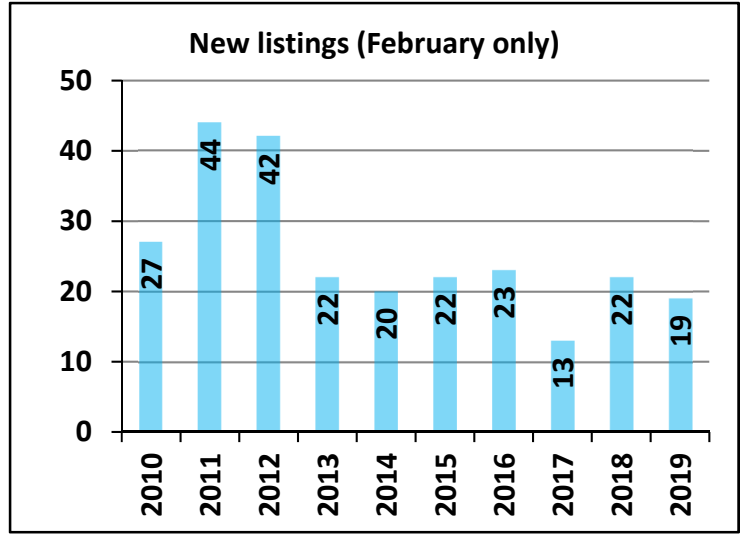
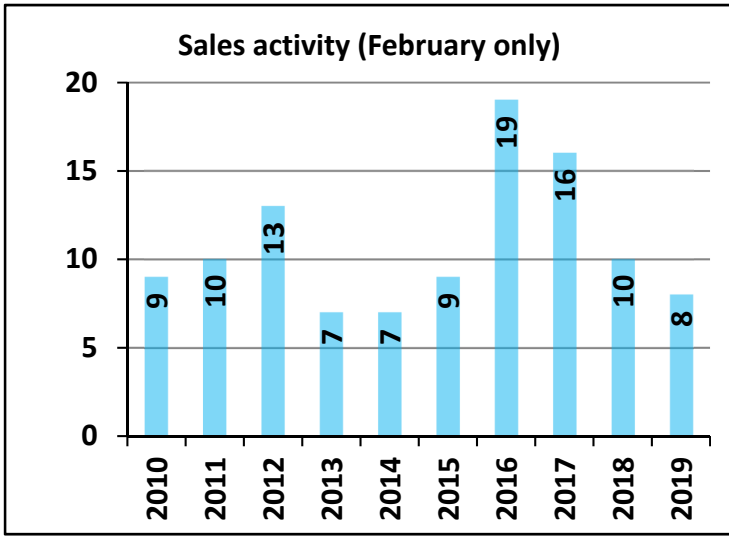
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

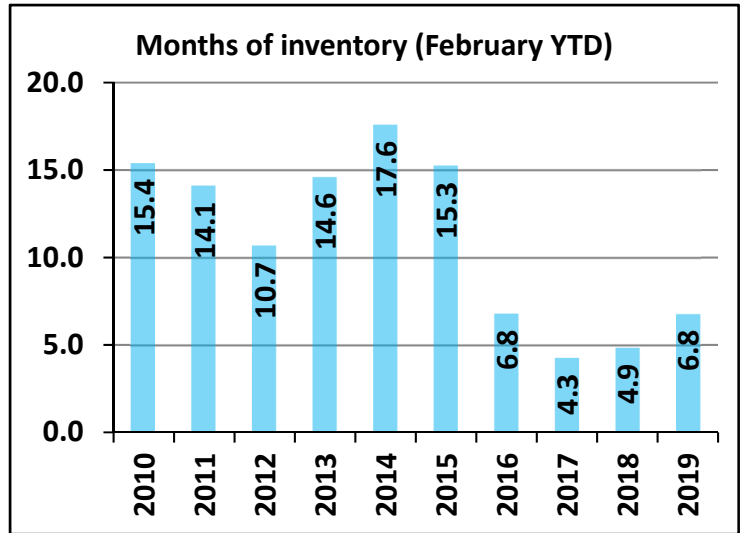
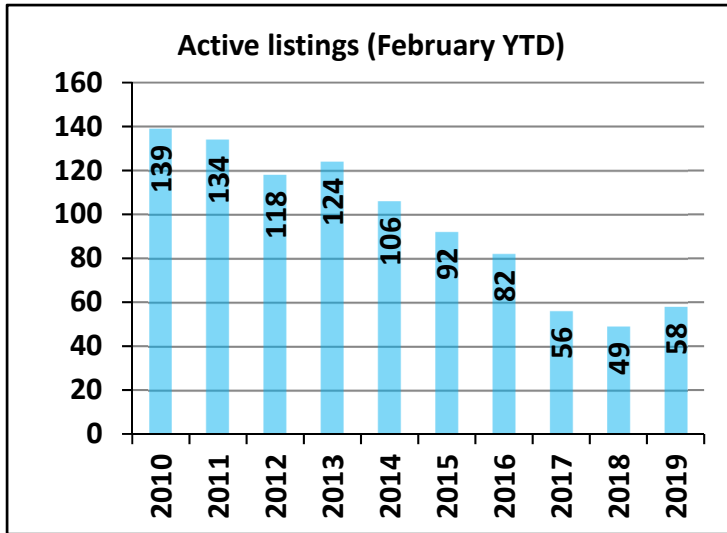
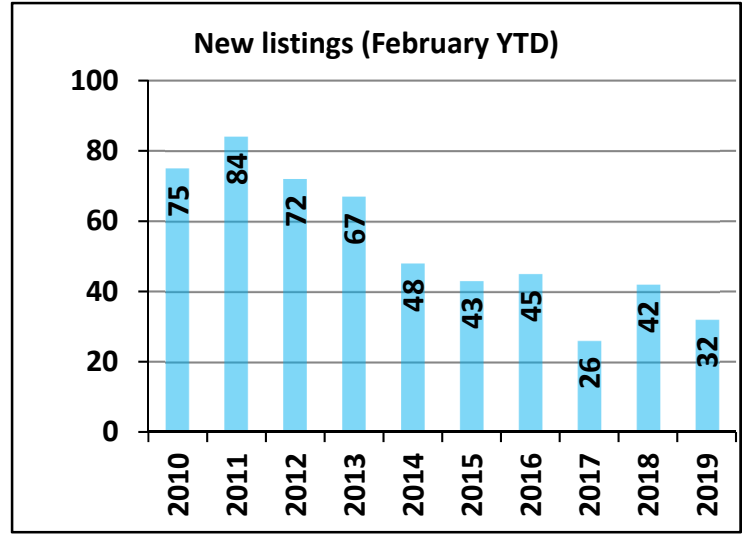
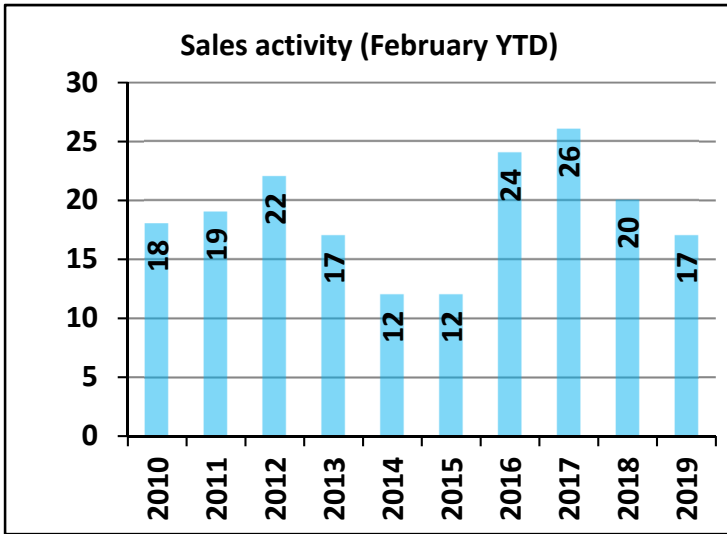
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	8	-20.0	-50.0	-57.9	14.3	-38.5	-27.3
Dollar Volume	\$3,870,100	-32.7	-62.1	-49.8	78.3	-19.6	43.9
New Listings	19	-13.6	46.2	-17.4	-5.0	-54.8	-29.6
Active Listings	60	15.4	13.2	-25.9	-43.9	-52.0	-48.7
Sales to New Listings Ratio ¹	42.1	45.5	123.1	82.6	35.0	31.0	40.7
Months of Inventory ²	7.5	5.2	3.3	4.3	15.3	9.6	10.6
Average Price	\$483,763	-15.8	-24.2	19.1	56.1	30.7	97.9

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	17	-15.0	-34.6	-29.2	41.7	-22.7	30.8
Dollar Volume	\$9,901,600	-7.7	-34.3	5.2	181.7	17.8	230.7
New Listings	32	-23.8	23.1	-28.9	-33.3	-55.6	-47.5
Active Listings ³	58	18.4	3.6	-29.3	-45.3	-50.8	-52.5
Sales to New Listings Ratio ⁴	53.1	47.6	100.0	53.3	25.0	30.6	21.3
Months of Inventory ⁵	6.8	4.9	4.3	6.8	17.6	10.7	18.7
Average Price	\$582,447	8.6	0.5	48.5	98.8	52.5	152.9

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

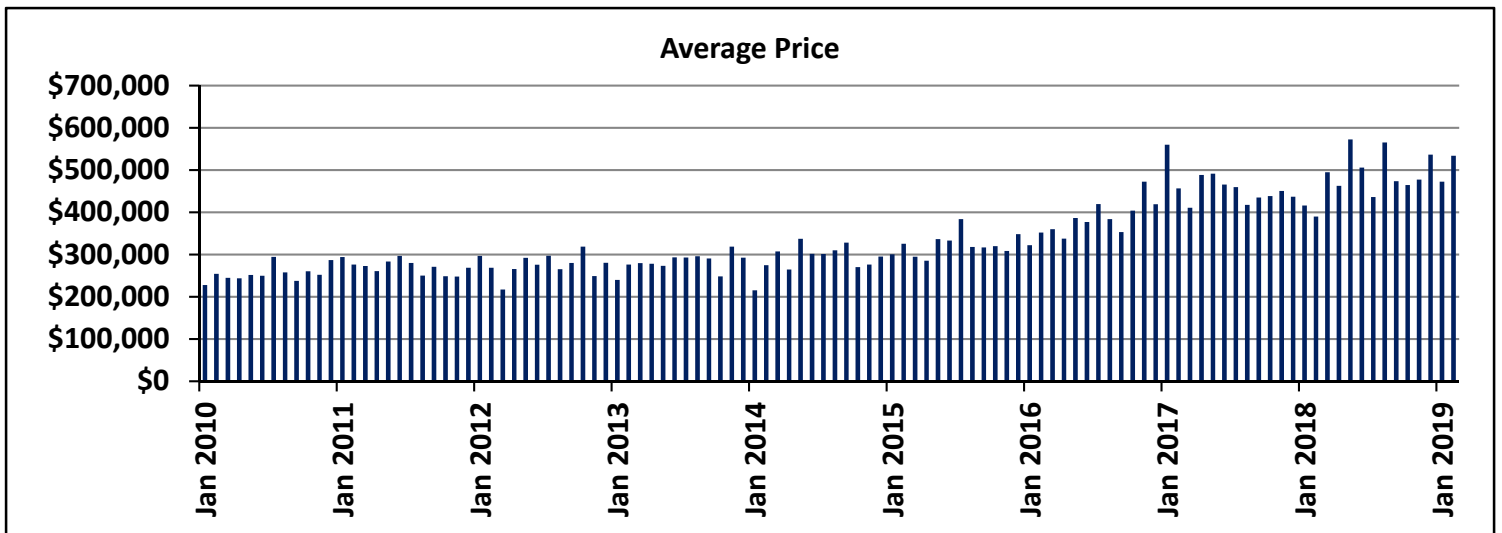
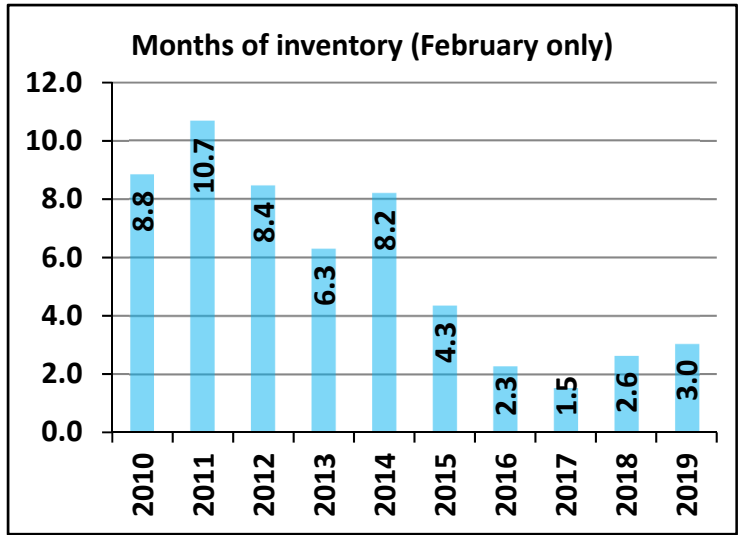
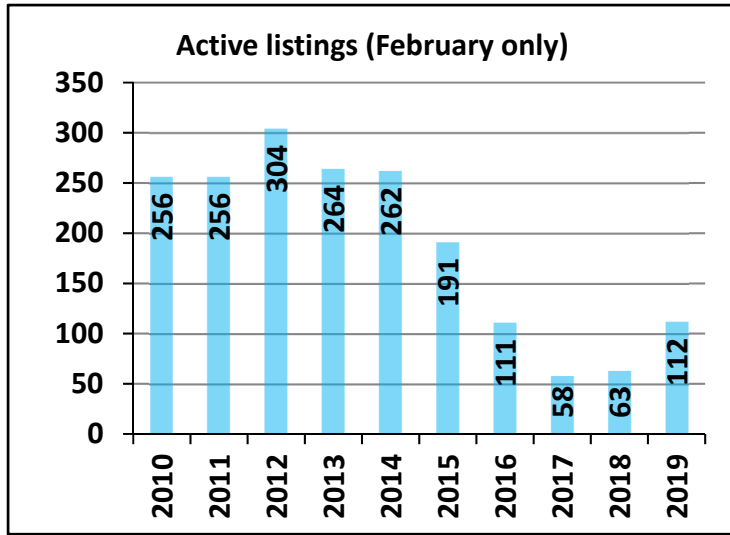
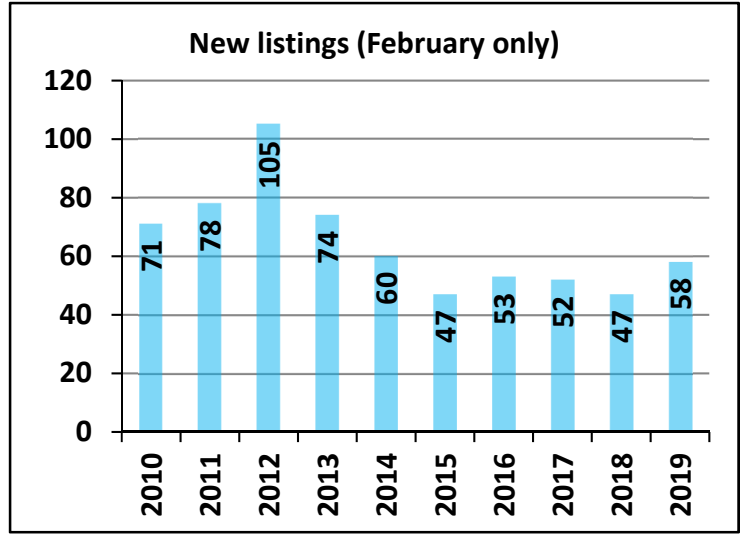
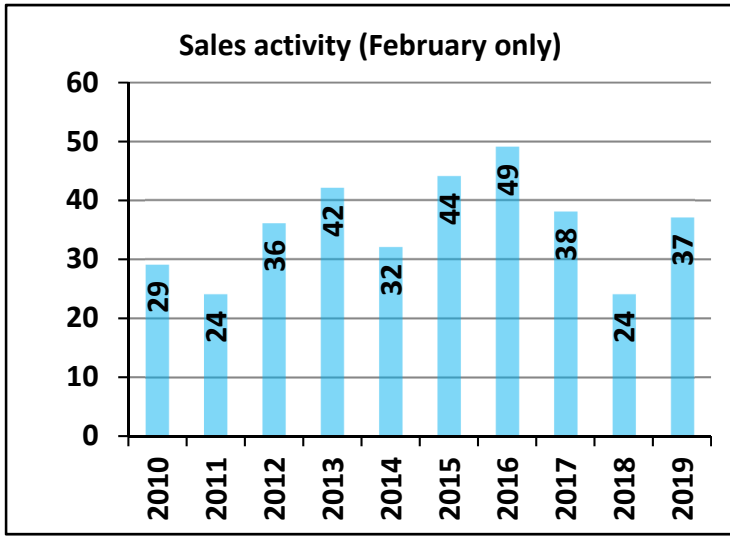
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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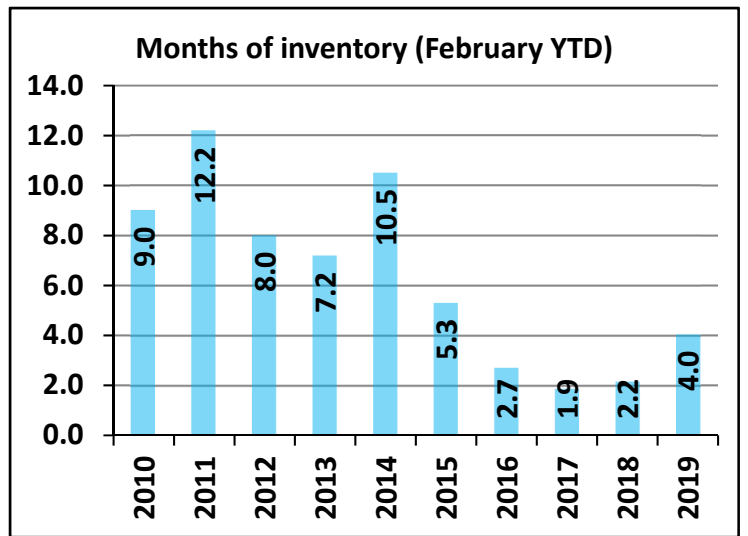
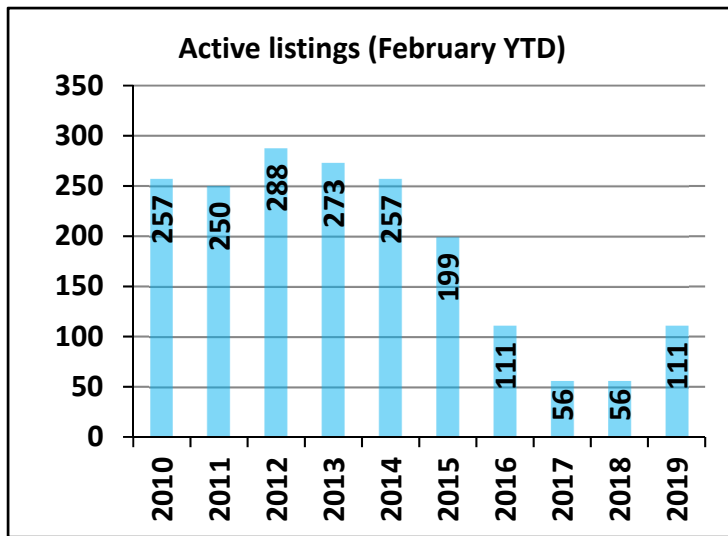
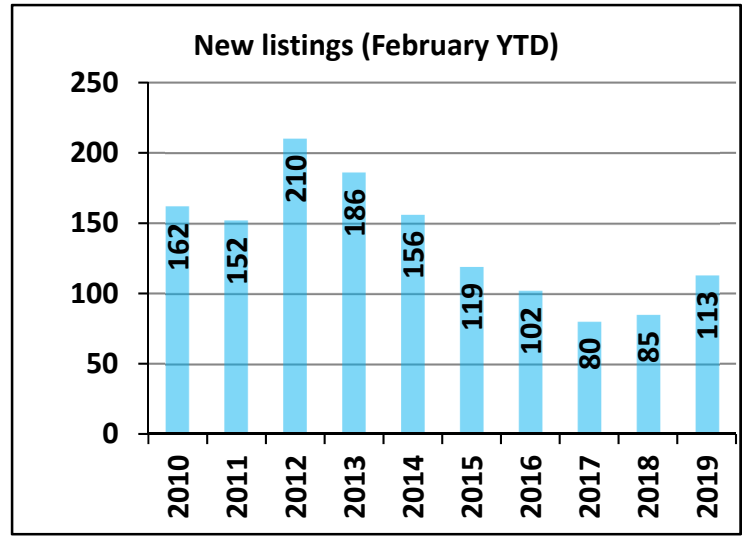
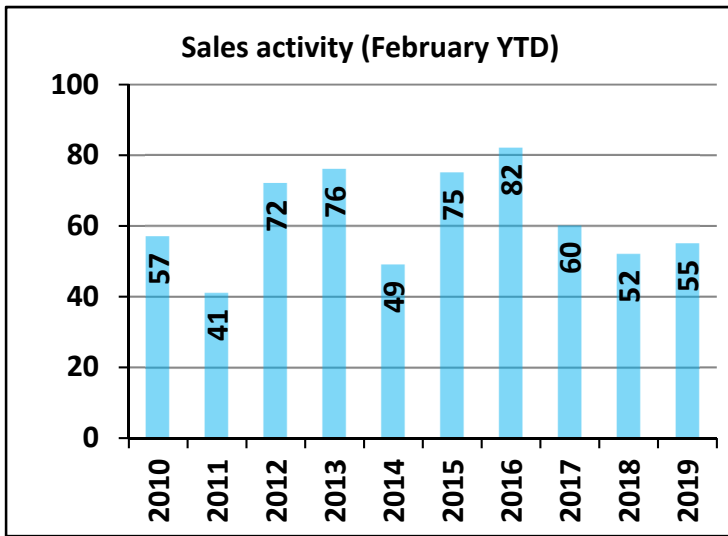
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	37	54.2	-2.6	-24.5	15.6	2.8	94.7
Dollar Volume	\$19,742,036	111.0	13.9	14.5	124.7	104.1	349.8
New Listings	58	23.4	11.5	9.4	-3.3	-44.8	-27.5
Active Listings	112	77.8	93.1	0.9	-57.3	-63.2	-59.9
Sales to New Listings Ratio¹	63.8	51.1	73.1	92.5	53.3	34.3	23.8
Months of Inventory²	3.0	2.6	1.5	2.3	8.2	8.4	14.7
Average Price	\$533,569	36.9	16.9	51.7	94.3	98.6	131.0

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	55	5.8	-8.3	-32.9	12.2	-23.6	89.7
Dollar Volume	\$28,245,436	34.5	-4.8	1.4	126.9	38.8	349.8
New Listings	113	32.9	41.3	10.8	-27.6	-46.2	-28.9
Active Listings³	111	98.2	98.2	0.0	-56.8	-61.5	-58.4
Sales to New Listings Ratio⁴	48.7	61.2	75.0	80.4	31.4	34.3	18.2
Months of Inventory⁵	4.0	2.2	1.9	2.7	10.5	8.0	18.4
Average Price	\$513,553	27.1	3.9	51.1	102.2	81.8	137.2

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

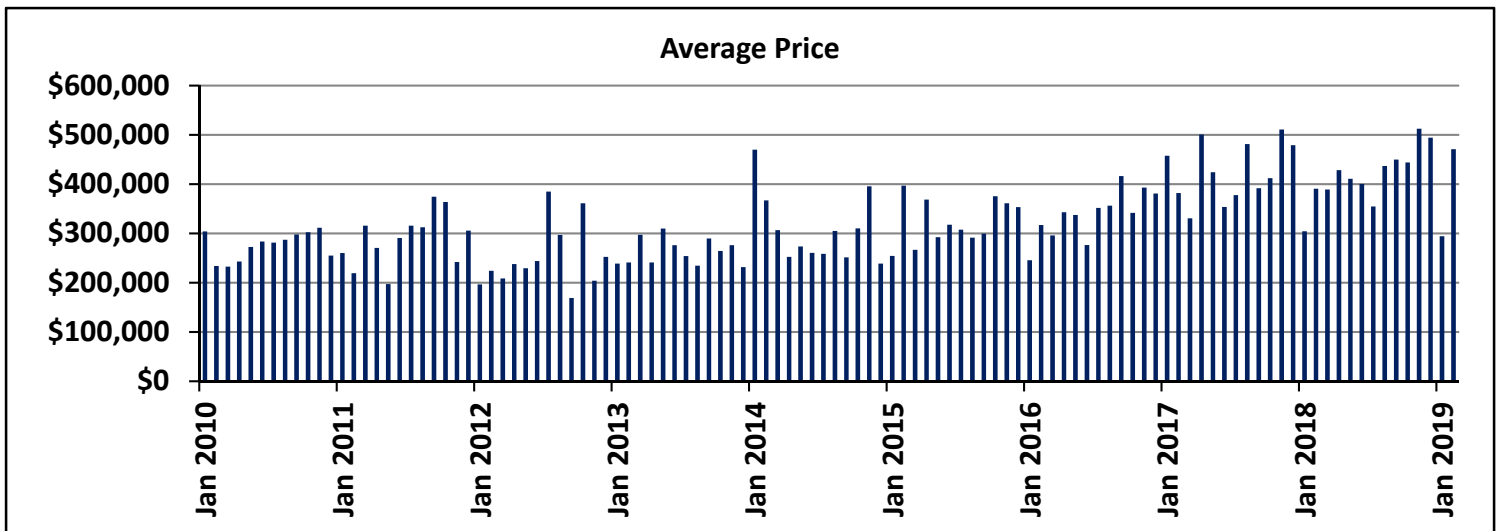
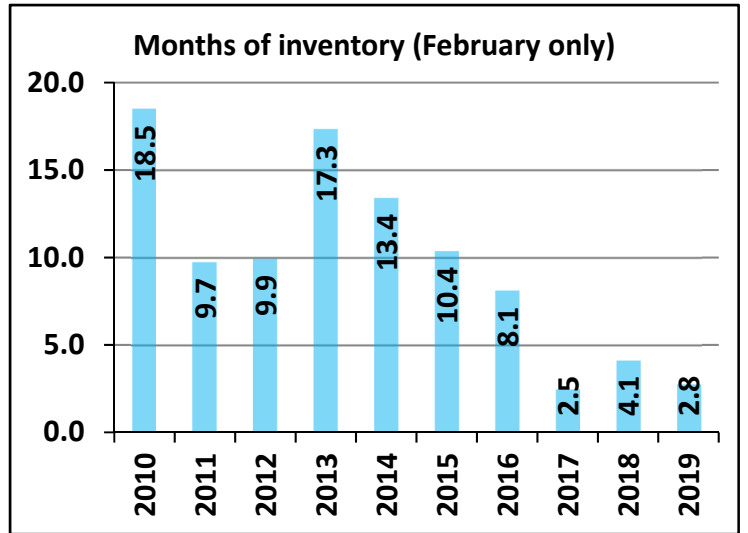
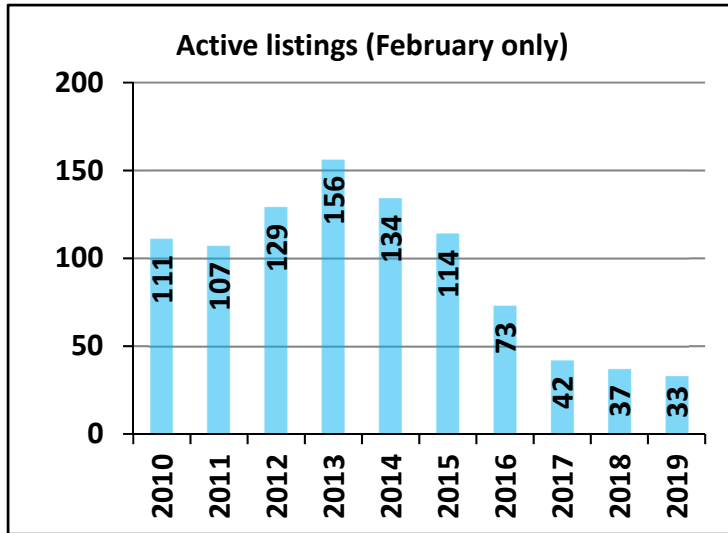
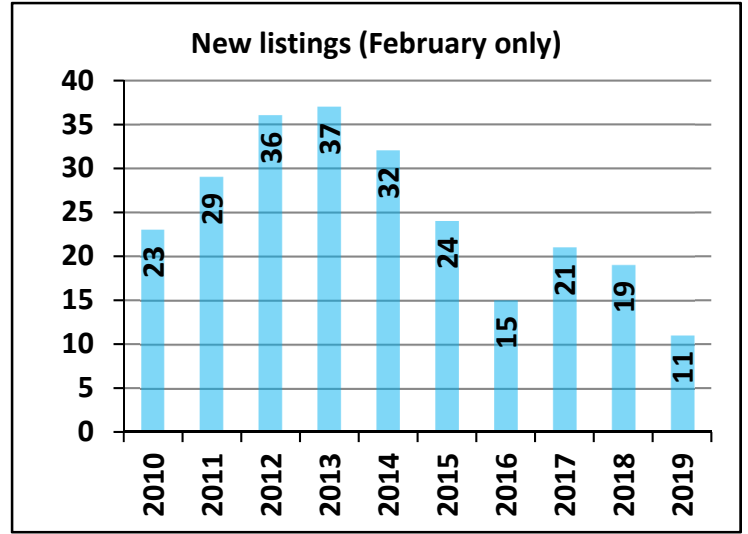
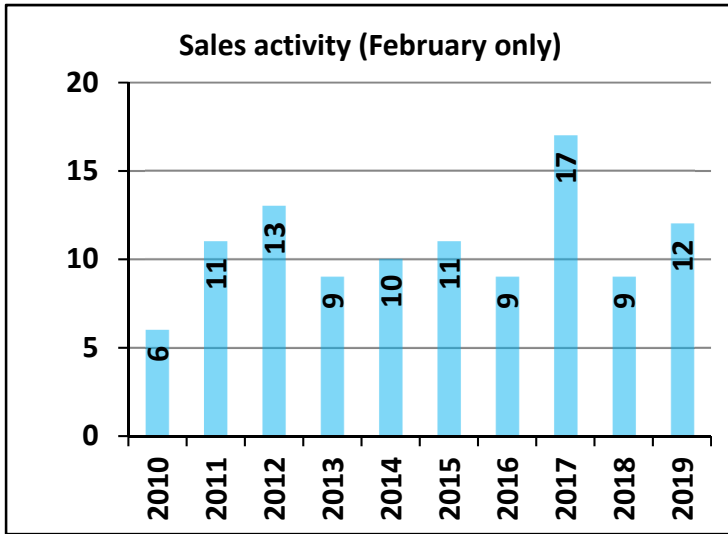
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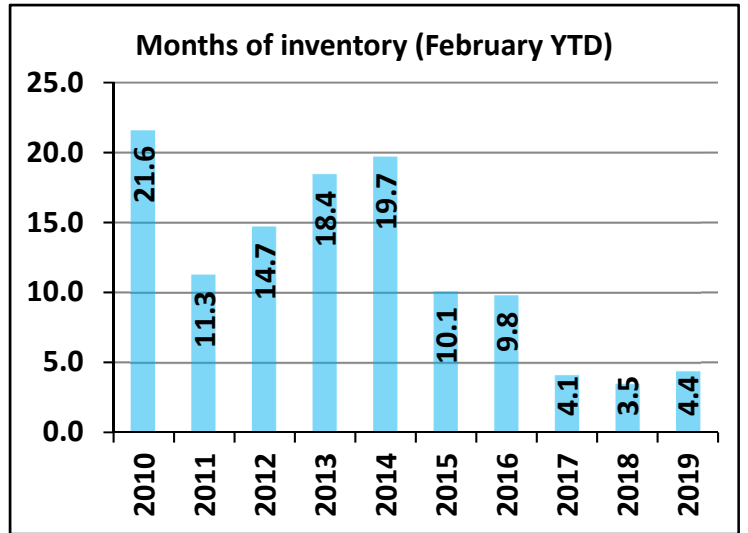
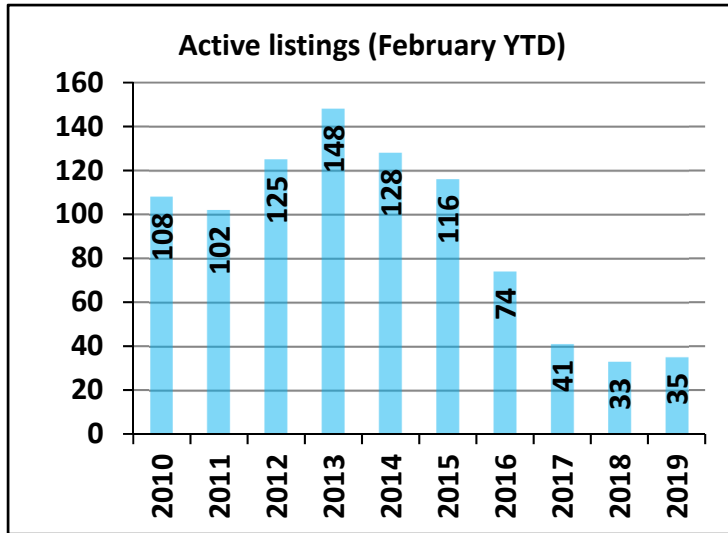
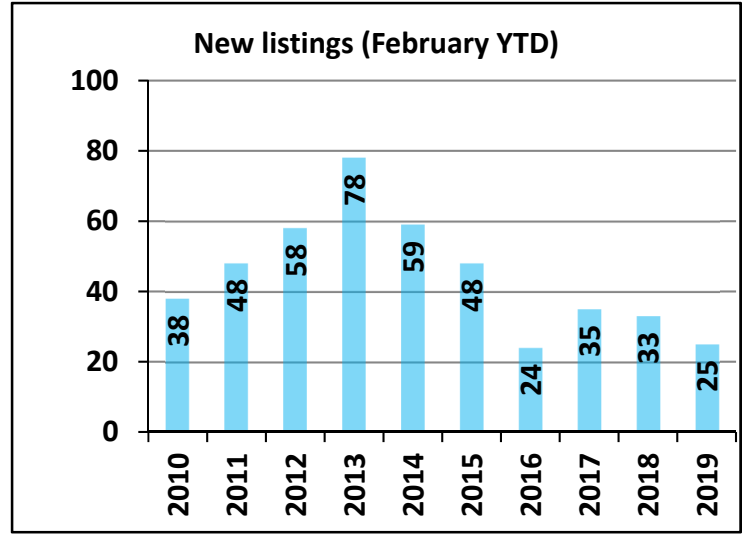
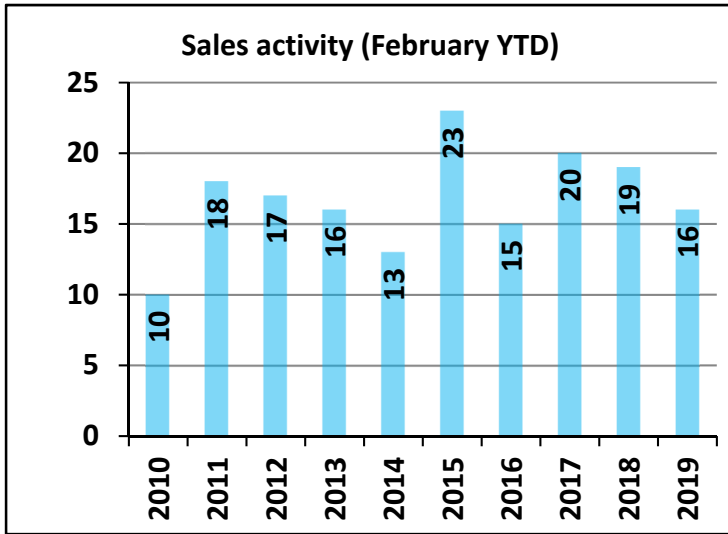
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	12	33.3	-29.4	33.3	20.0	-7.7	100.0
Dollar Volume	\$5,648,500	60.7	-13.0	98.1	53.9	93.9	222.3
New Listings	11	-42.1	-47.6	-26.7	-65.6	-69.4	-47.6
Active Listings	33	-10.8	-21.4	-54.8	-75.4	-74.4	-68.6
Sales to New Listings Ratio¹	109.1	47.4	81.0	60.0	31.3	36.1	28.6
Months of Inventory²	2.8	4.1	2.5	8.1	13.4	9.9	17.5
Average Price	\$470,708	20.6	23.3	48.5	28.3	110.1	61.2

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	16	-15.8	-20.0	6.7	23.1	-5.9	100.0
Dollar Volume	\$6,825,500	4.1	-13.2	57.8	34.4	84.5	190.3
New Listings	25	-24.2	-28.6	4.2	-57.6	-56.9	-47.9
Active Listings³	35	6.1	-14.6	-52.7	-72.7	-72.0	-66.3
Sales to New Listings Ratio⁴	64.0	57.6	57.1	62.5	22.0	29.3	16.7
Months of Inventory⁵	4.4	3.5	4.1	9.8	19.7	14.7	25.9
Average Price	\$426,594	23.6	8.5	47.9	9.2	96.1	45.1

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

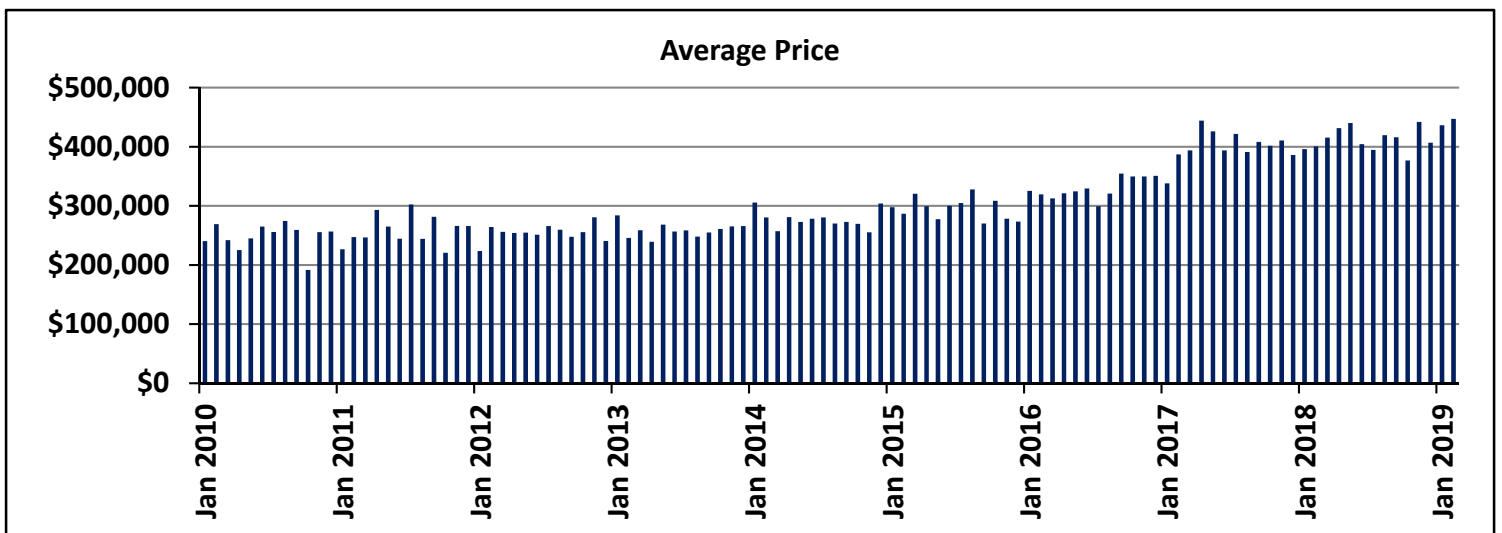
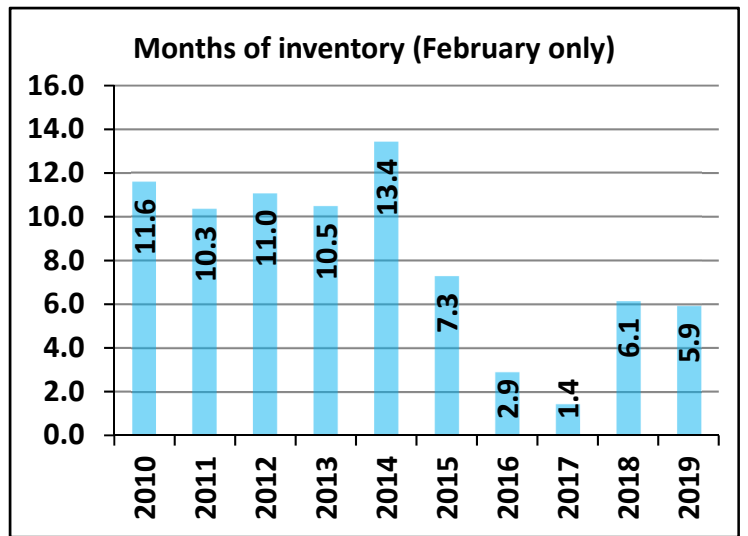
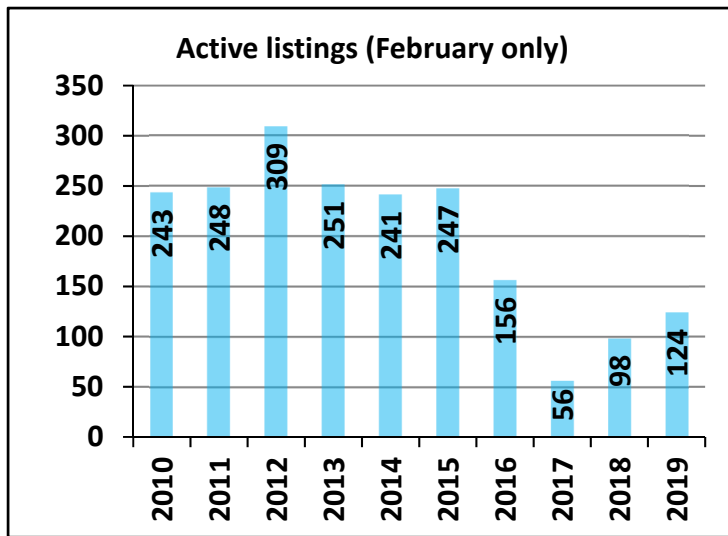
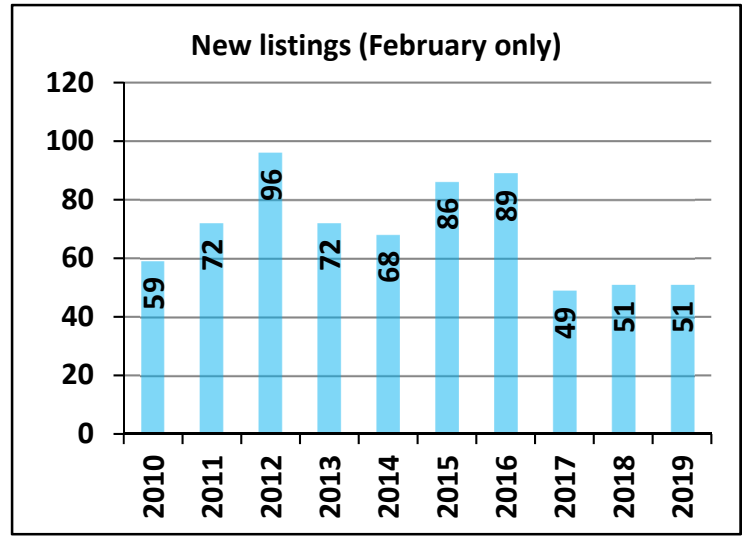
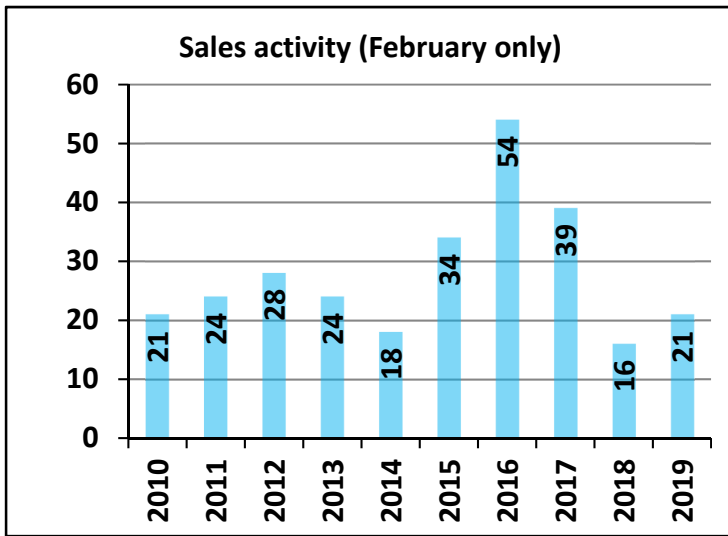
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

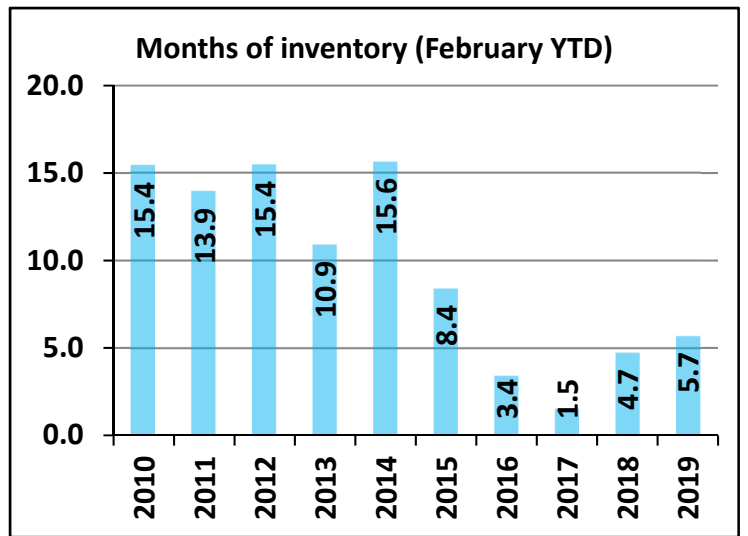
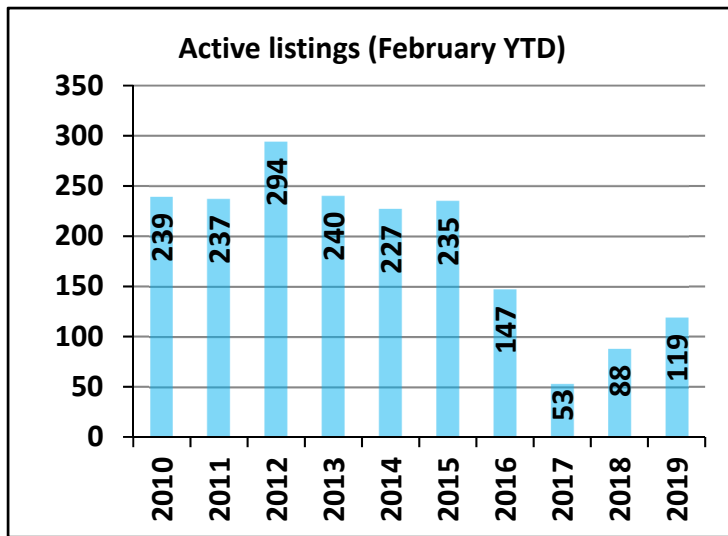
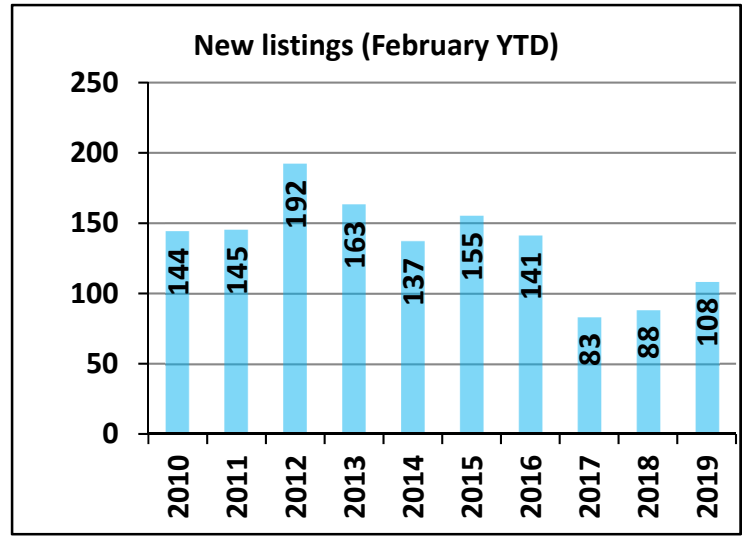
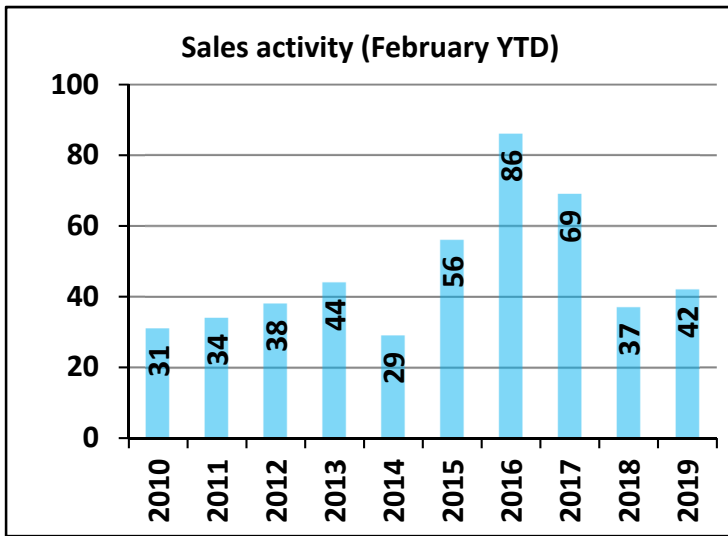
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018	February 2017	February 2016	February 2014	February 2012	February 2009
Sales Activity	21	31.3	-46.2	-61.1	16.7	-25.0	40.0
Dollar Volume	\$9,384,800	46.5	-37.8	-45.6	86.1	27.0	172.9
New Listings	51	0.0	4.1	-42.7	-25.0	-46.9	-30.1
Active Listings	124	26.5	121.4	-20.5	-48.5	-59.9	-51.8
Sales to New Listings Ratio¹	41.2	31.4	79.6	60.7	26.5	29.2	20.5
Months of Inventory²	5.9	6.1	1.4	2.9	13.4	11.0	17.1
Average Price	\$446,895	11.6	15.5	39.9	59.5	69.3	94.9

Year-to-date	February 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		February 2018 YTD	February 2017 YTD	February 2016 YTD	February 2014 YTD	February 2012 YTD	February 2009 YTD
Sales Activity	42	13.5	-39.1	-51.2	44.8	10.5	68.0
Dollar Volume	\$18,542,300	25.9	-26.5	-32.9	120.6	92.6	213.6
New Listings	108	22.7	30.1	-23.4	-21.2	-43.8	-28.9
Active Listings³	119	35.2	124.5	-19.0	-47.6	-59.5	-51.2
Sales to New Listings Ratio⁴	38.9	42.0	83.1	61.0	21.2	19.8	16.4
Months of Inventory⁵	5.7	4.7	1.5	3.4	15.6	15.4	19.5
Average Price	\$441,483	11.0	20.7	37.3	52.3	74.3	86.6

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