



Western District

Residential Market Activity

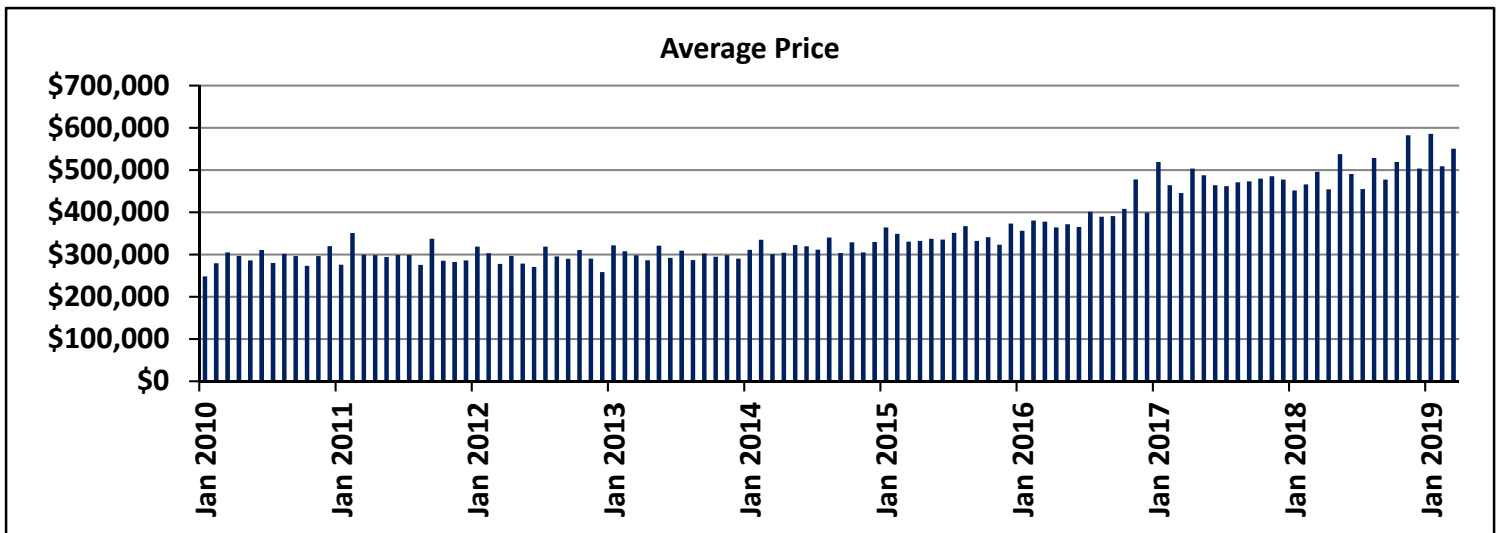
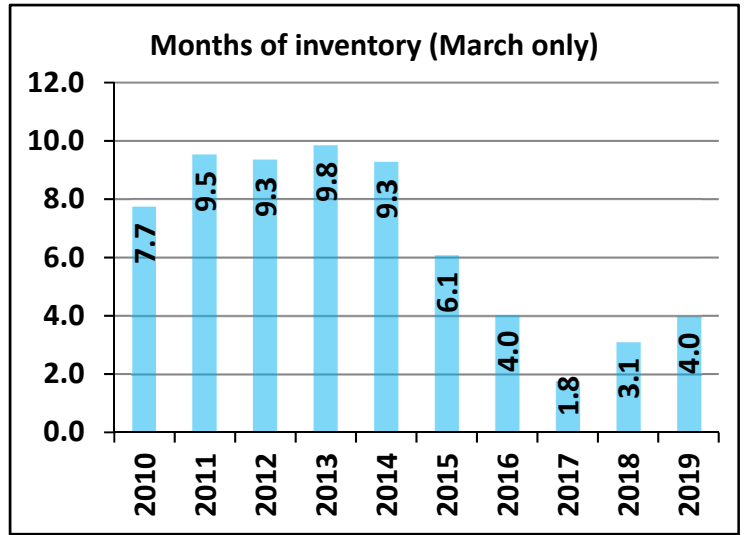
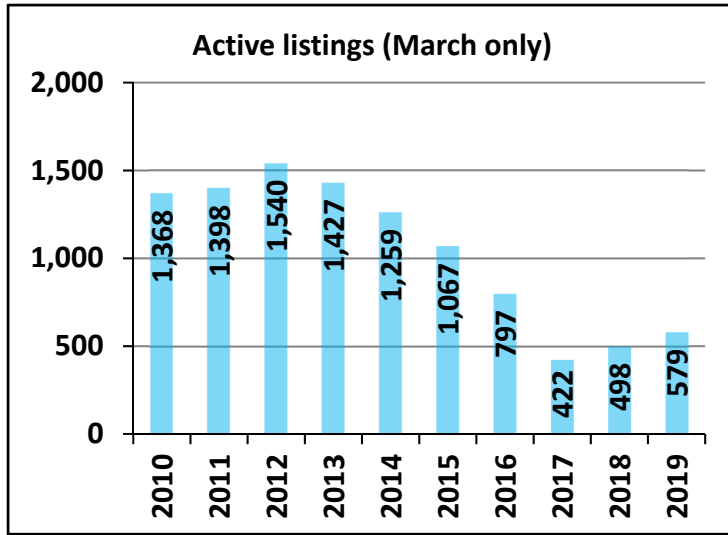
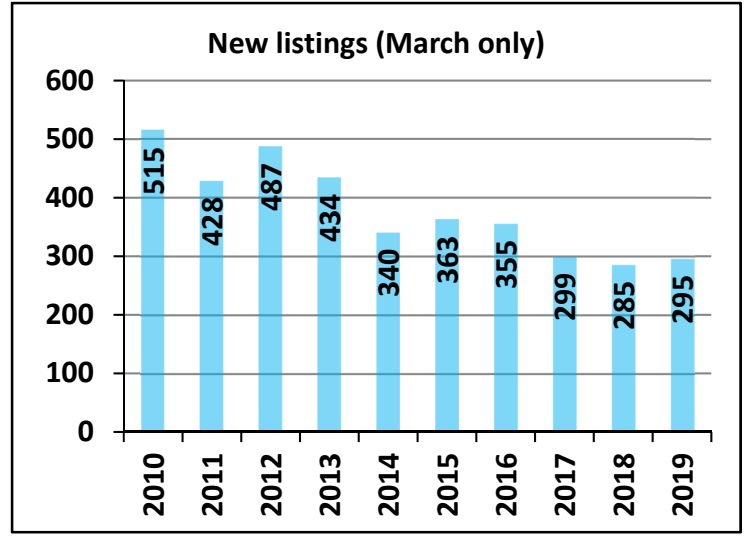
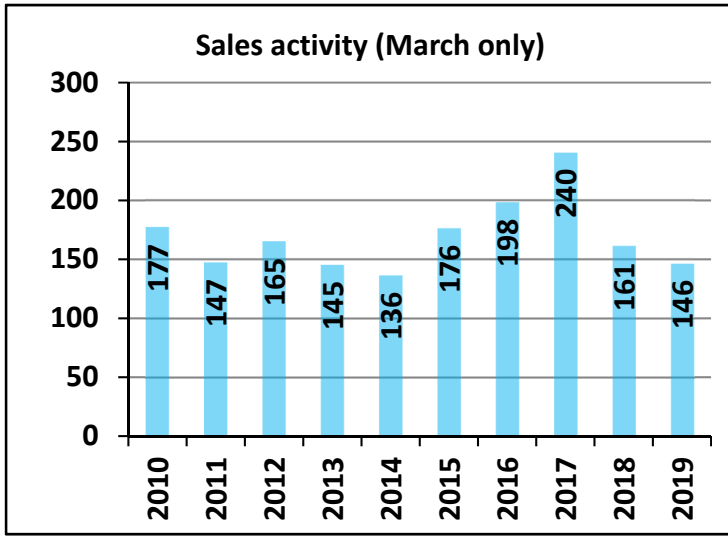
March 2019



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

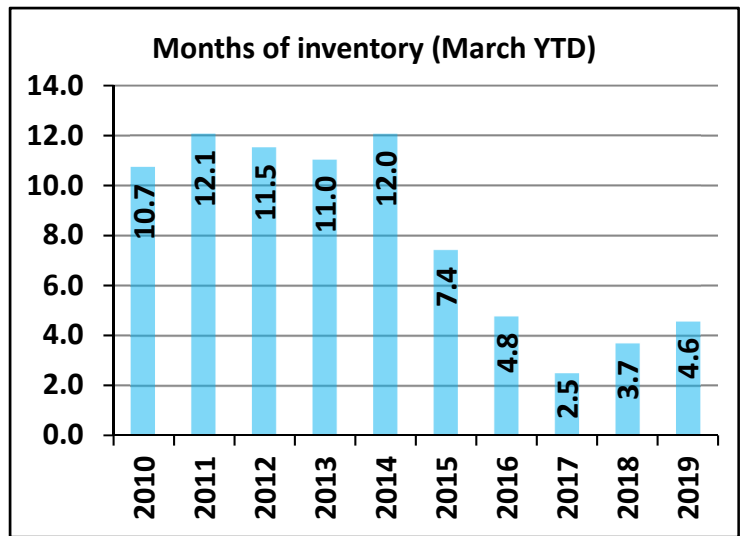
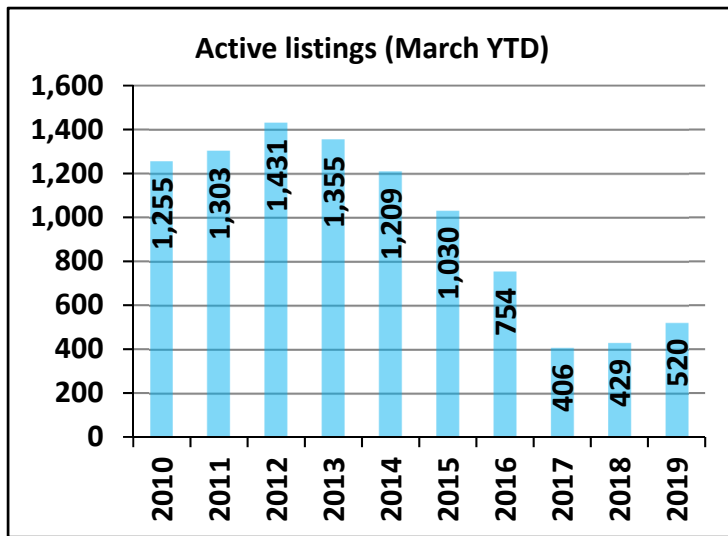
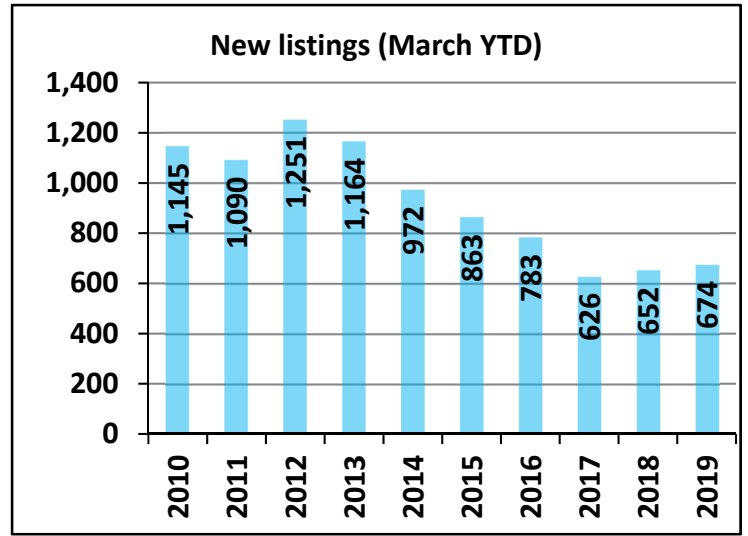
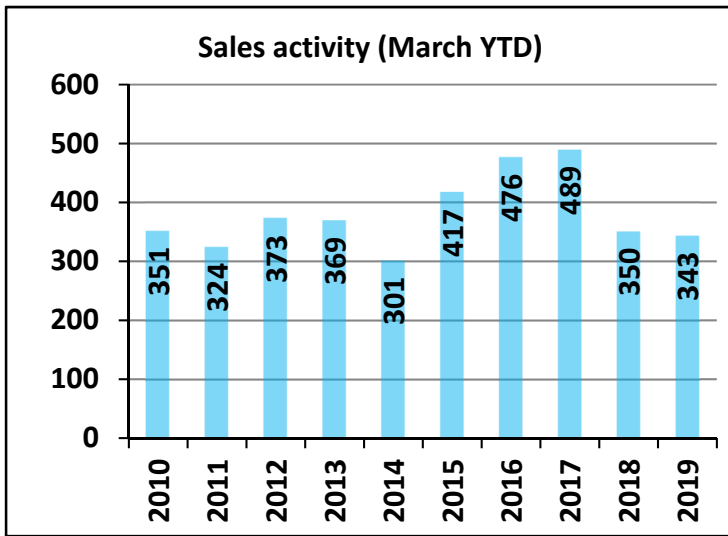
Western District

Residential Market Activity



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Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	146	-9.3	-39.2	-26.3	7.4	-11.5	69.8
Dollar Volume	\$80,384,200	0.7	-24.8	7.6	96.6	75.3	295.2
New Listings	295	3.5	-1.3	-16.9	-13.2	-39.4	-15.0
Active Listings	579	16.3	37.2	-27.4	-54.0	-62.4	-57.0
Sales to New Listings Ratio¹	49.5	56.5	80.3	55.8	40.0	33.9	24.8
Months of Inventory²	4.0	3.1	1.8	4.0	9.3	9.3	15.6
Average Price	\$550,577	11.0	23.6	45.9	83.2	98.2	132.8

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	343	-2.0	-29.9	-27.9	14.0	-8.0	71.5
Dollar Volume	\$187,227,636	12.5	-17.9	5.2	97.9	69.8	275.9
New Listings	674	3.4	7.7	-13.9	-30.7	-46.1	-30.5
Active Listings³	520	21.2	28.1	-31.0	-57.0	-63.7	-58.9
Sales to New Listings Ratio⁴	50.9	53.7	78.1	60.8	31.0	29.8	20.6
Months of Inventory⁵	4.6	3.7	2.5	4.8	12.0	11.5	19.0
Average Price	\$545,853	14.8	17.1	46.0	73.7	84.7	119.2

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

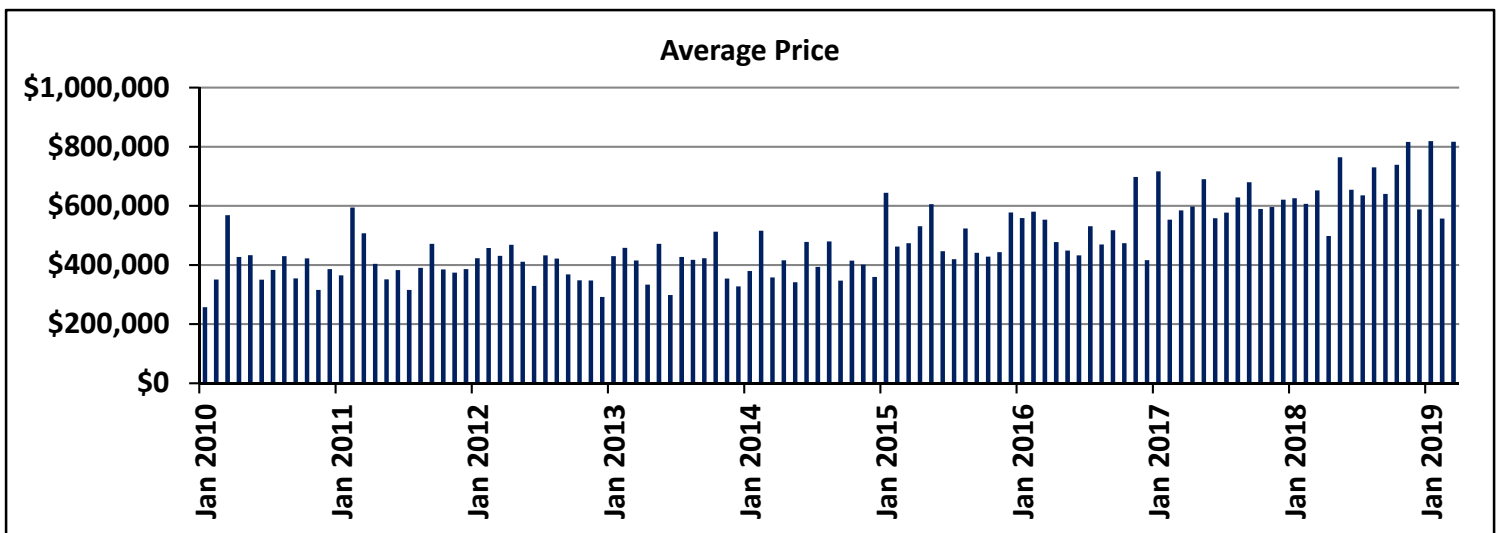
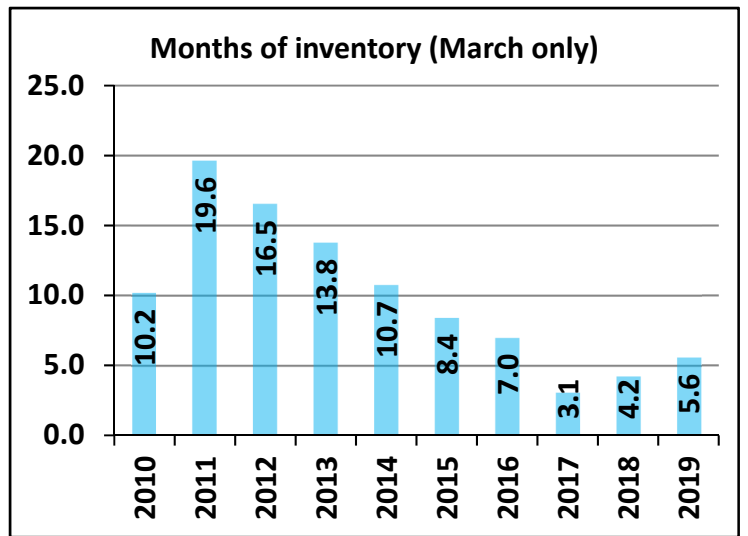
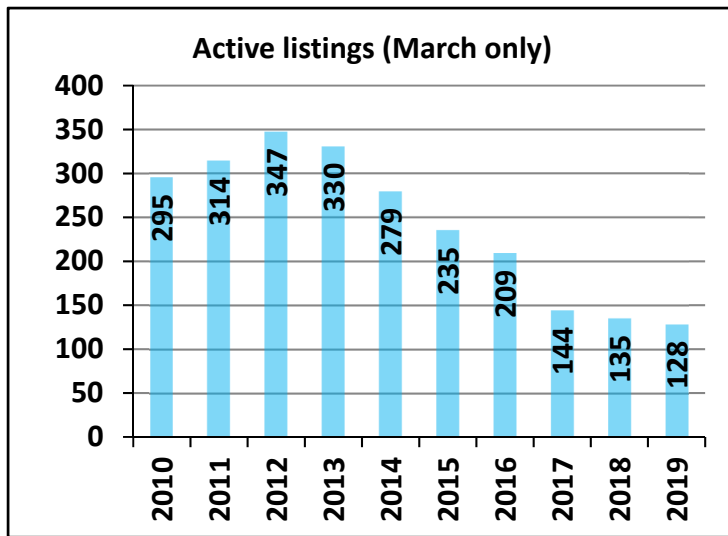
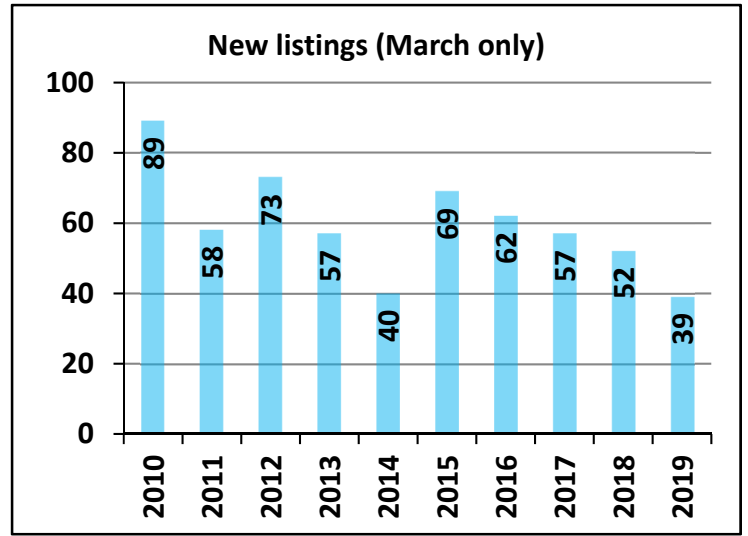
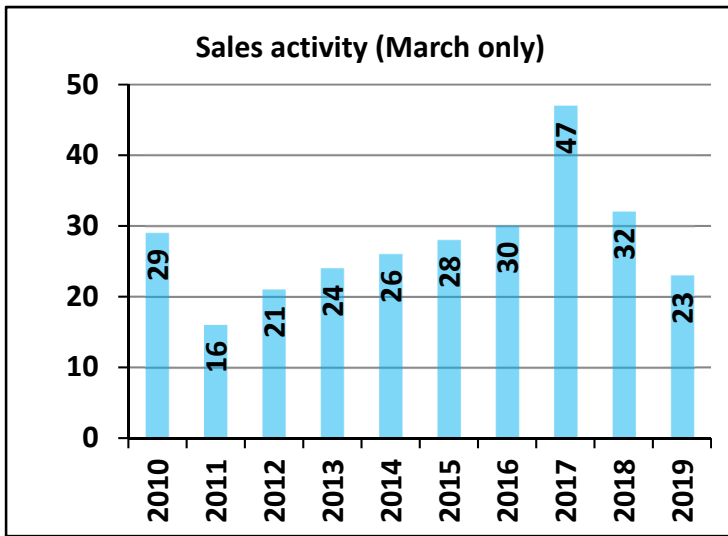
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

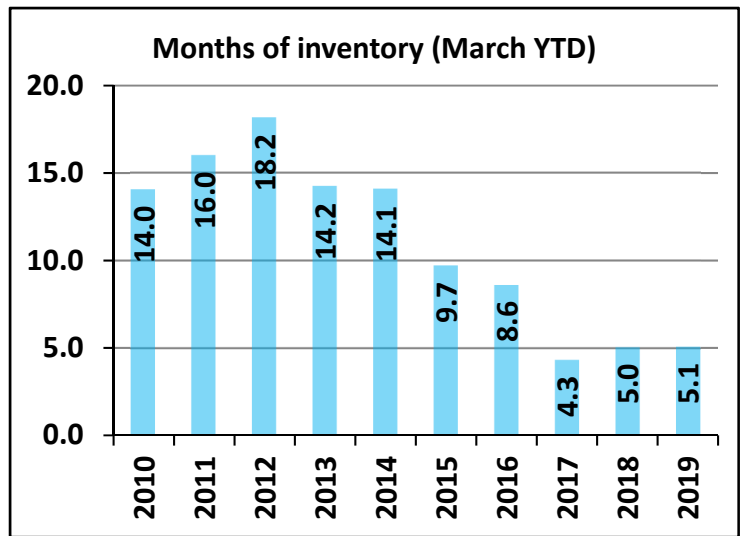
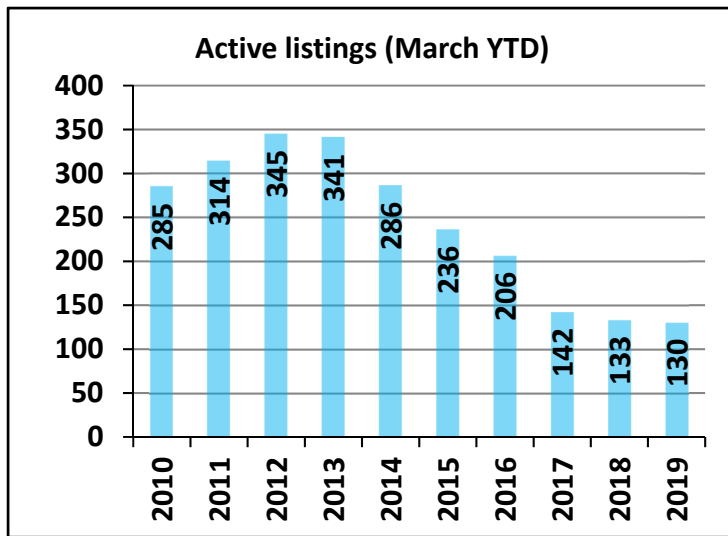
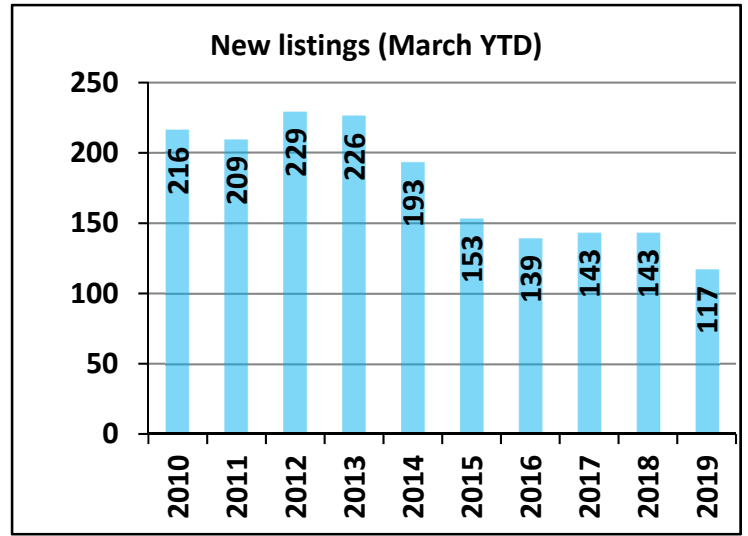
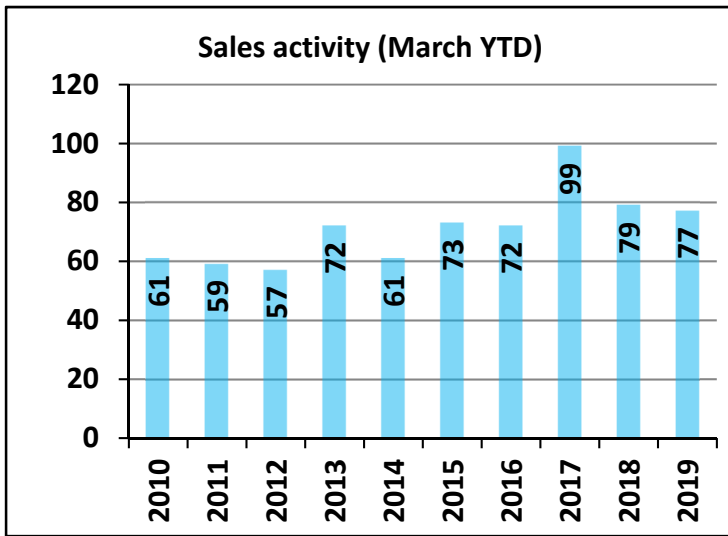
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	23	-28.1	-51.1	-23.3	-11.5	9.5	35.3
Dollar Volume	\$18,783,900	-10.0	-31.6	13.2	102.1	107.6	254.2
New Listings	39	-25.0	-31.6	-37.1	-2.5	-46.6	-43.5
Active Listings	128	-5.2	-11.1	-38.8	-54.1	-63.1	-58.2
Sales to New Listings Ratio¹	59.0	61.5	82.5	48.4	65.0	28.8	24.6
Months of Inventory²	5.6	4.2	3.1	7.0	10.7	16.5	18.0
Average Price	\$816,691	25.3	39.7	47.7	128.4	89.6	161.8

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	77	-2.5	-22.2	6.9	26.2	35.1	113.9
Dollar Volume	\$56,191,500	12.7	-6.3	38.3	123.2	126.2	350.3
New Listings	117	-18.2	-18.2	-15.8	-39.4	-48.9	-42.9
Active Listings³	130	-2.3	-8.5	-36.9	-54.5	-62.3	-57.2
Sales to New Listings Ratio⁴	65.8	55.2	69.2	51.8	31.6	24.9	17.6
Months of Inventory⁵	5.1	5.0	4.3	8.6	14.1	18.2	25.3
Average Price	\$729,760	15.7	20.4	29.3	76.9	67.4	110.5

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

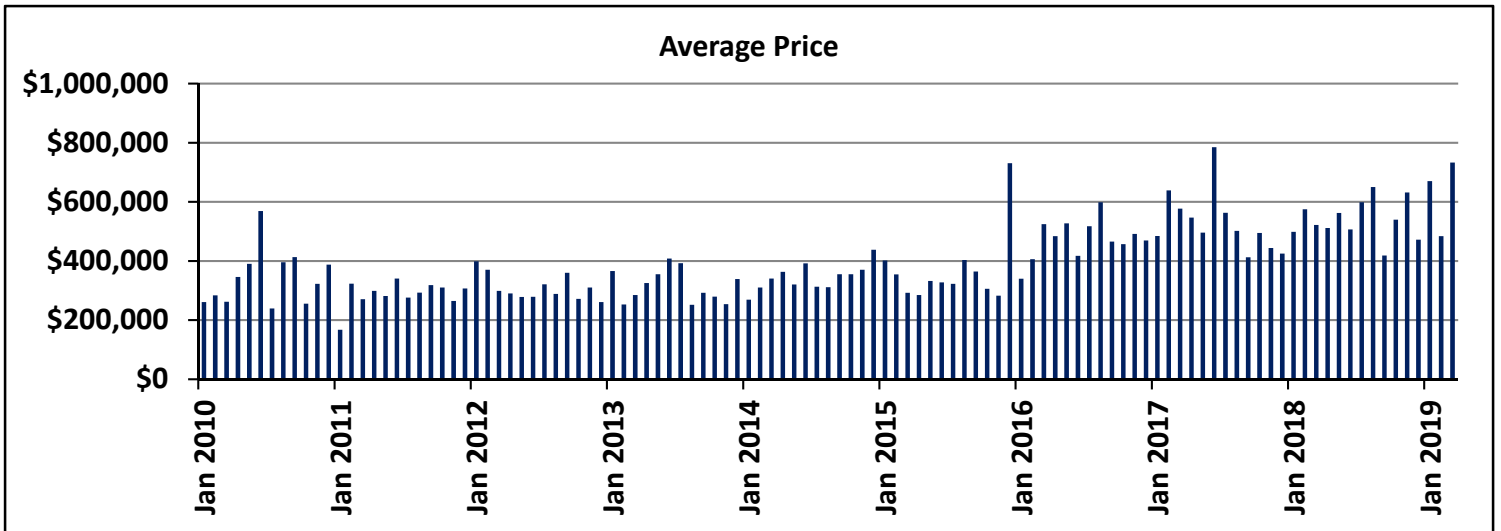
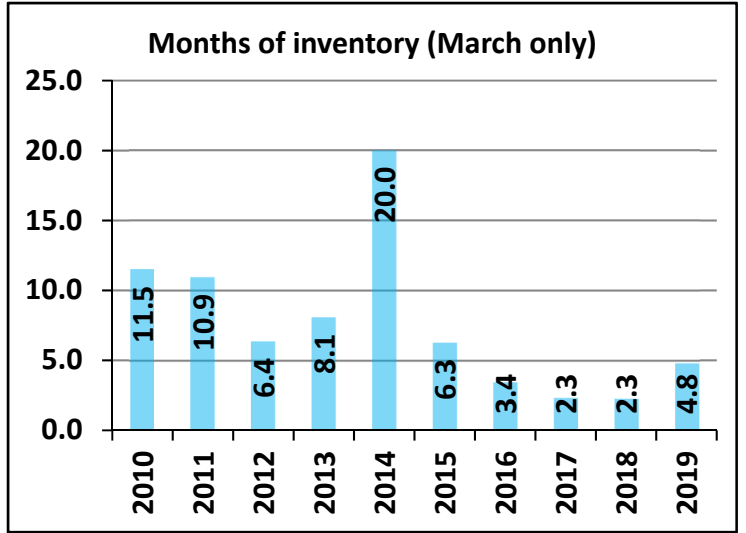
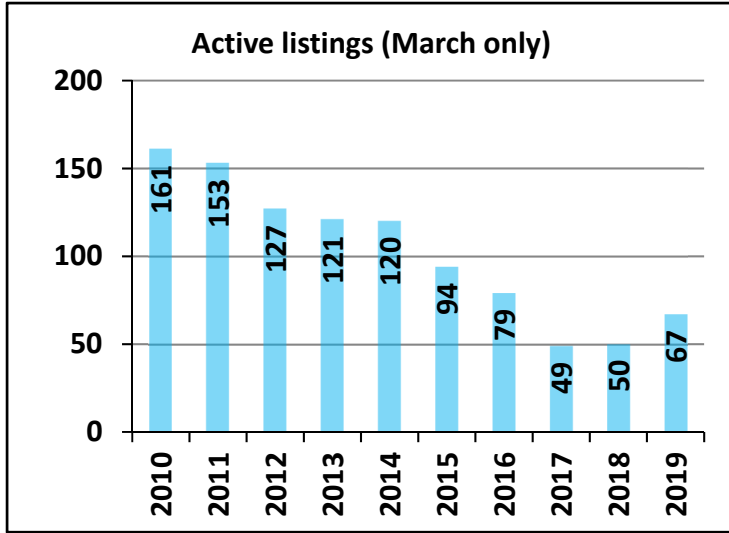
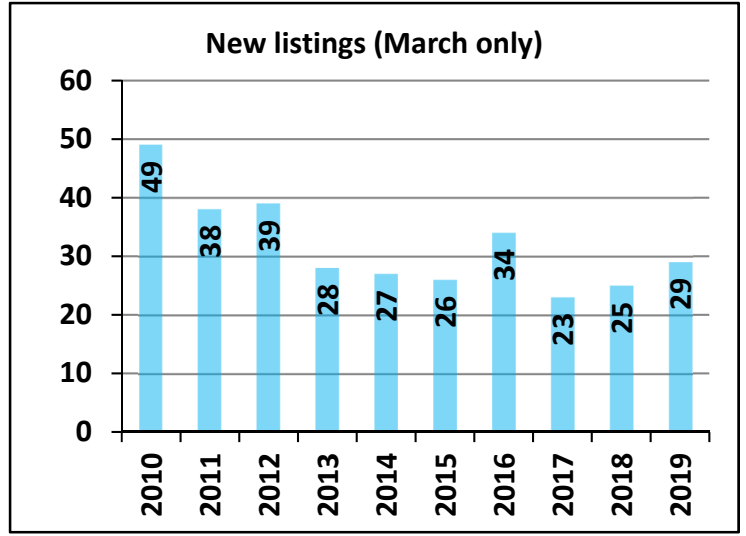
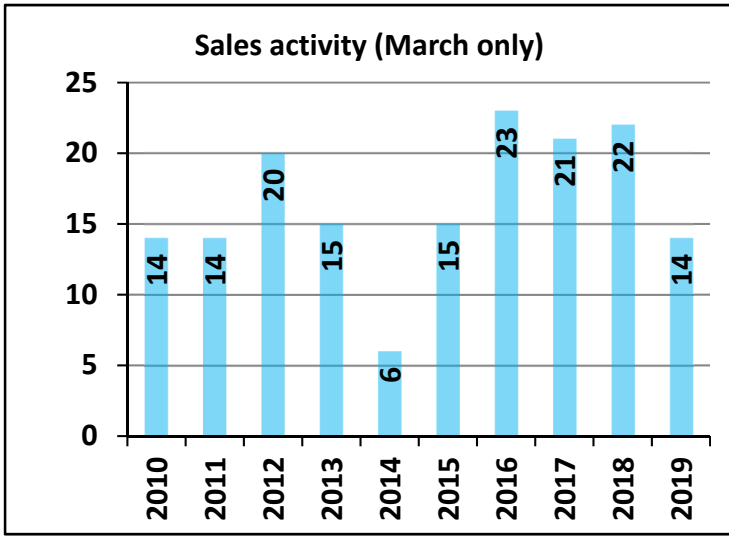
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

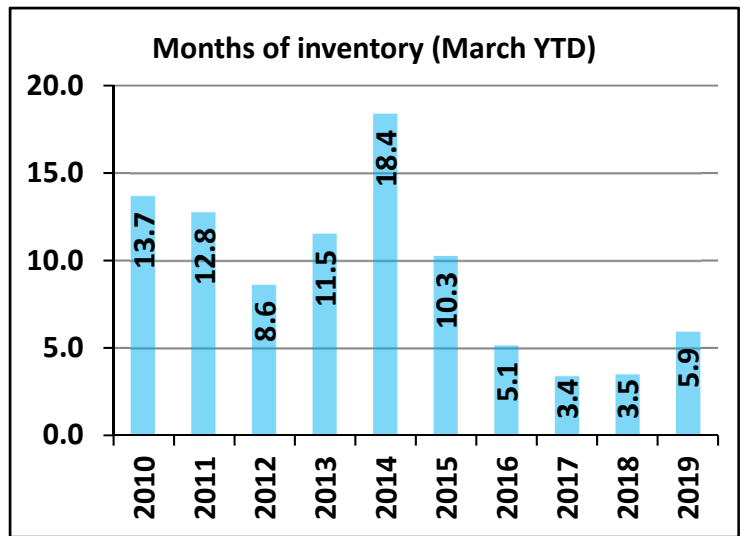
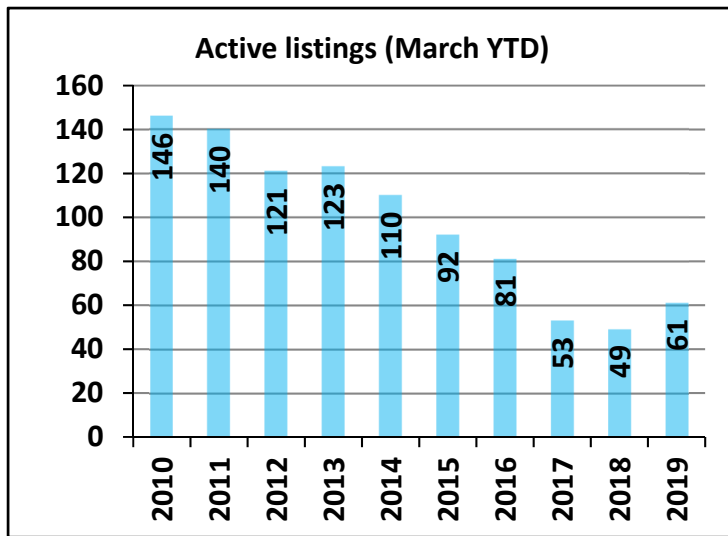
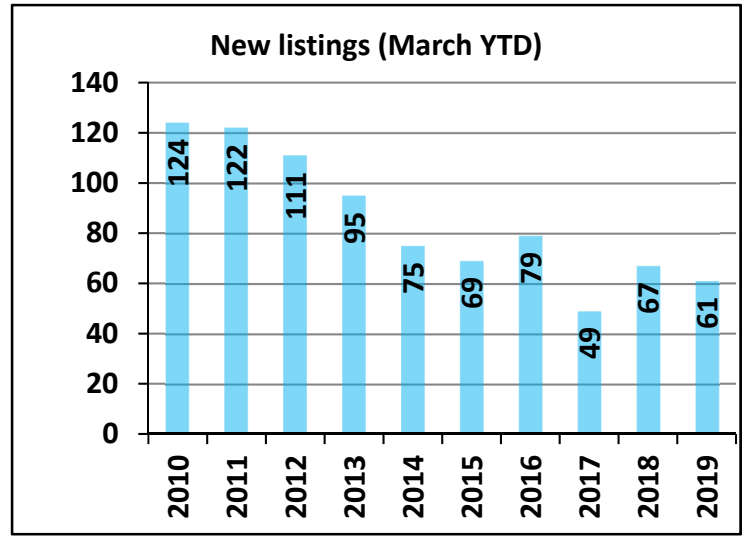
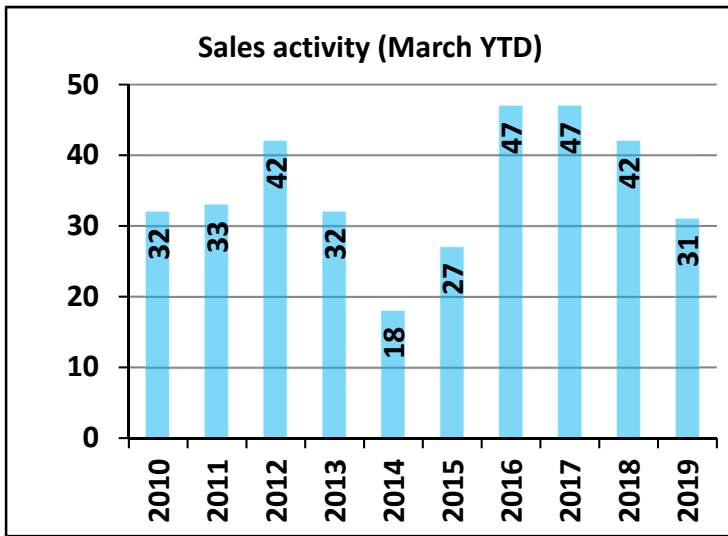
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	14	-36.4	-33.3	-39.1	133.3	-30.0	180.0
Dollar Volume	\$10,259,000	-10.6	-15.3	-14.9	402.4	71.7	751.0
New Listings	29	16.0	26.1	-14.7	7.4	-25.6	-27.5
Active Listings	67	34.0	36.7	-15.2	-44.2	-47.2	-51.1
Sales to New Listings Ratio¹	48.3	88.0	91.3	67.6	22.2	51.3	12.5
Months of Inventory²	4.8	2.3	2.3	3.4	20.0	6.4	27.4
Average Price	\$732,786	40.5	27.0	39.8	115.3	145.3	203.9

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	31	-26.2	-34.0	-34.0	72.2	-26.2	72.2
Dollar Volume	\$20,160,600	-9.2	-25.8	-6.1	262.8	40.2	380.1
New Listings	61	-9.0	24.5	-22.8	-18.7	-45.0	-39.6
Active Listings³	61	24.5	15.1	-24.7	-44.5	-49.6	-52.0
Sales to New Listings Ratio⁴	50.8	62.7	95.9	59.5	24.0	37.8	17.8
Months of Inventory⁵	5.9	3.5	3.4	5.1	18.4	8.6	21.1
Average Price	\$650,342	23.0	12.5	42.4	110.6	90.0	178.8

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

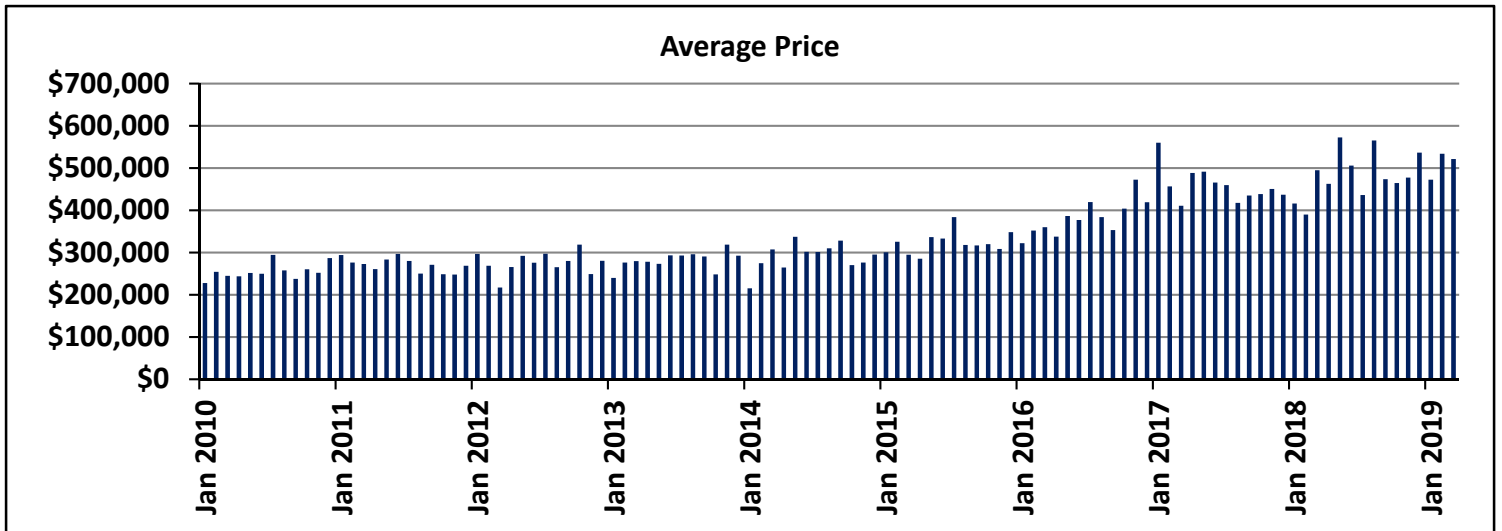
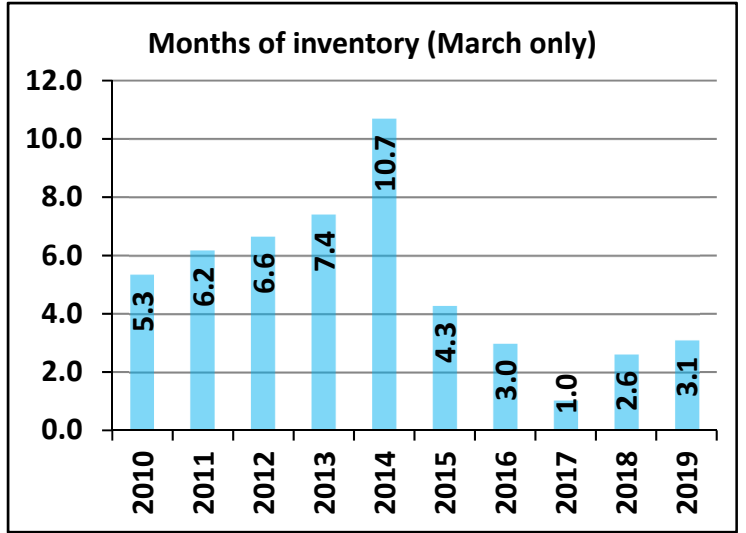
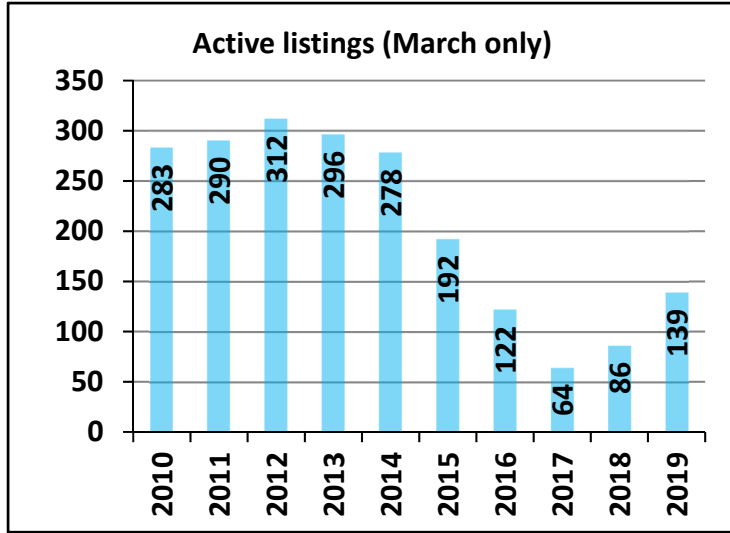
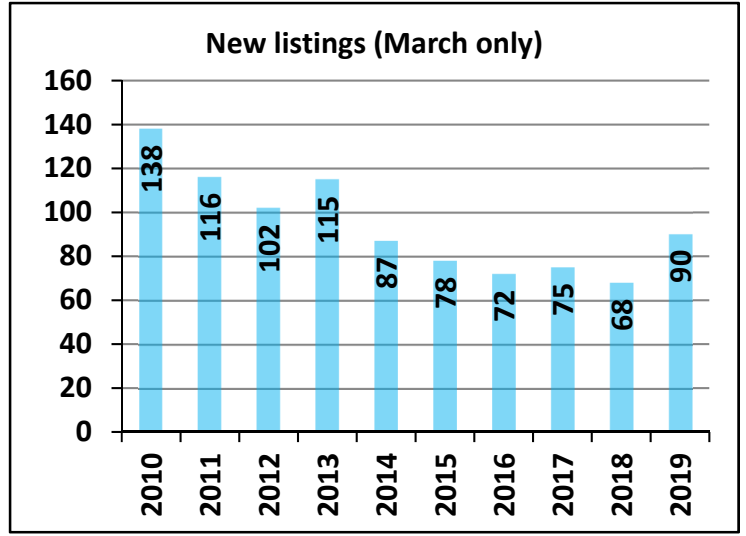
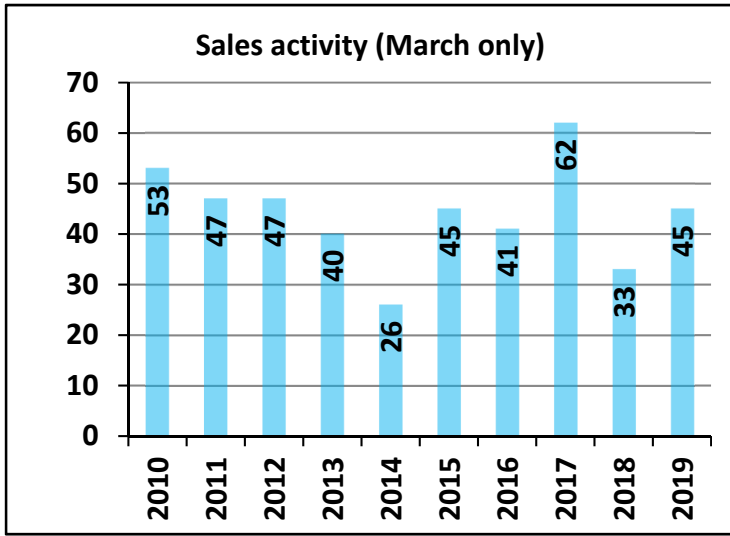
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

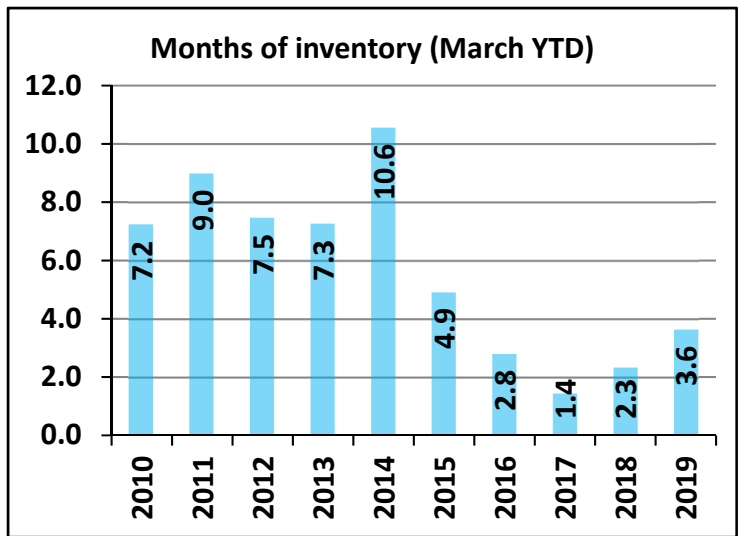
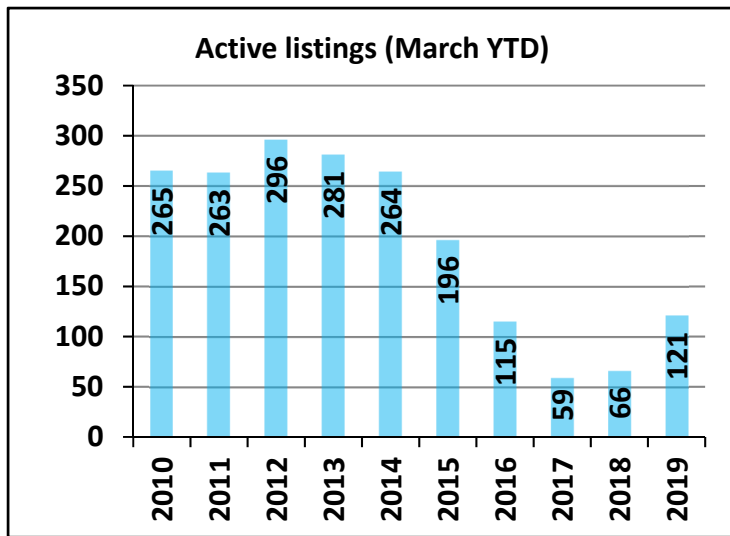
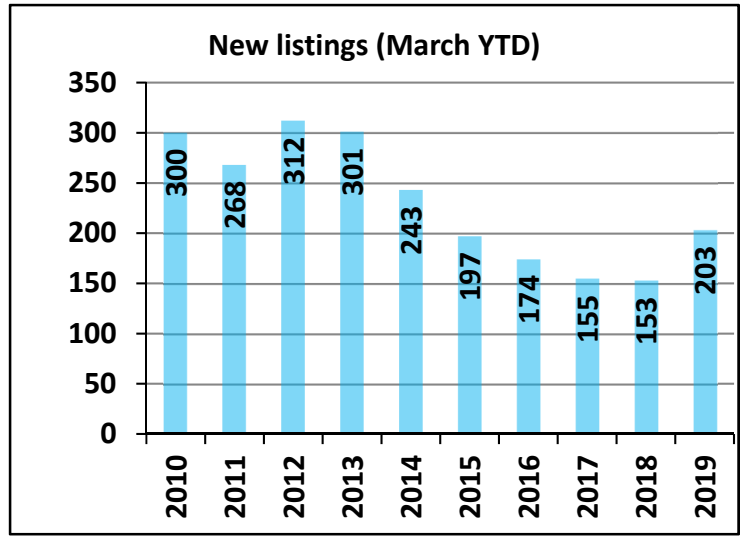
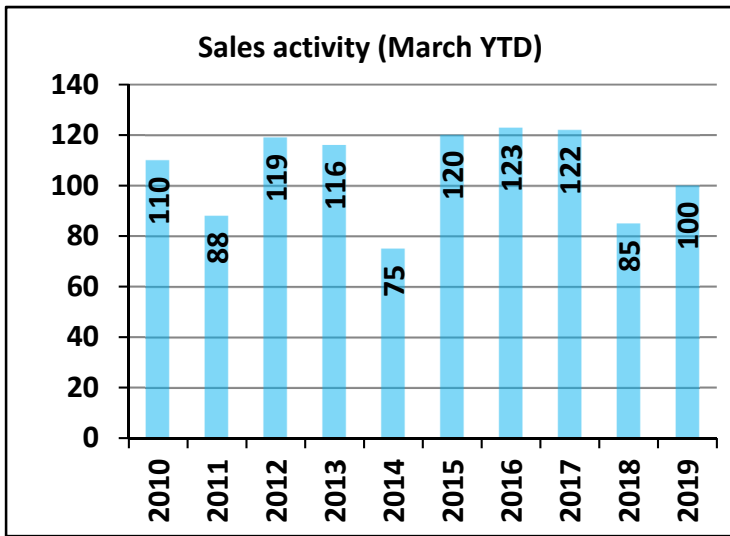
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	45	36.4	-27.4	9.8	73.1	-4.3	45.2
Dollar Volume	\$23,449,900	43.6	-7.9	59.0	193.7	129.7	268.3
New Listings	90	32.4	20.0	25.0	3.4	-11.8	18.4
Active Listings	139	61.6	117.2	13.9	-50.0	-55.4	-51.9
Sales to New Listings Ratio¹	50.0	48.5	82.7	56.9	29.9	46.1	40.8
Months of Inventory²	3.1	2.6	1.0	3.0	10.7	6.6	9.3
Average Price	\$521,109	5.3	26.9	44.9	69.7	139.9	153.7

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	100	17.6	-18.0	-18.7	33.3	-16.0	66.7
Dollar Volume	\$51,695,336	38.5	-6.2	21.3	153.0	69.2	308.7
New Listings	203	32.7	31.0	16.7	-16.5	-34.9	-13.6
Active Listings³	121	83.3	105.1	5.2	-54.2	-59.1	-55.8
Sales to New Listings Ratio⁴	49.3	55.6	78.7	70.7	30.9	38.1	25.5
Months of Inventory⁵	3.6	2.3	1.4	2.8	10.6	7.5	13.7
Average Price	\$516,953	17.7	14.4	49.2	89.8	101.4	145.2

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

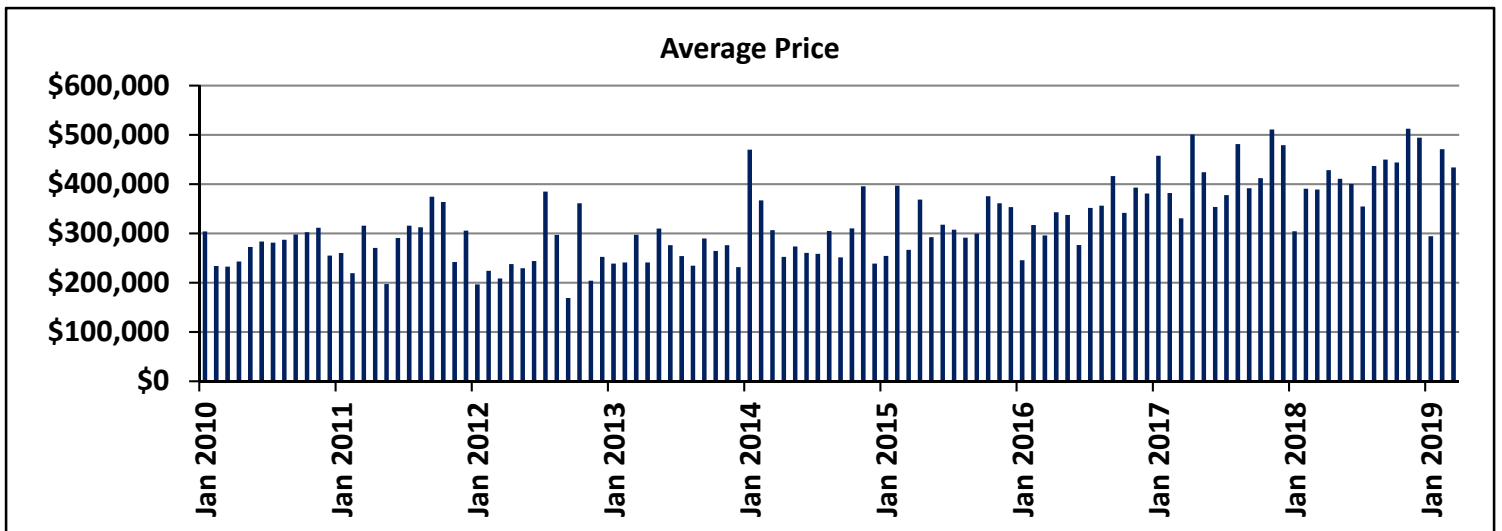
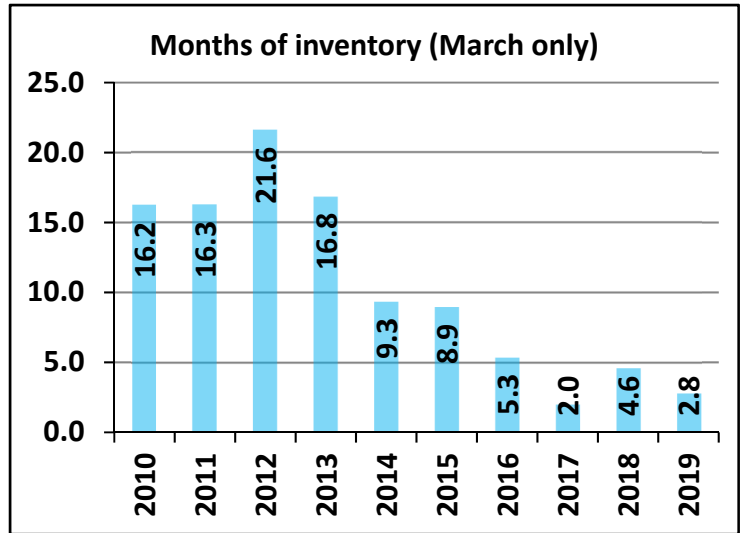
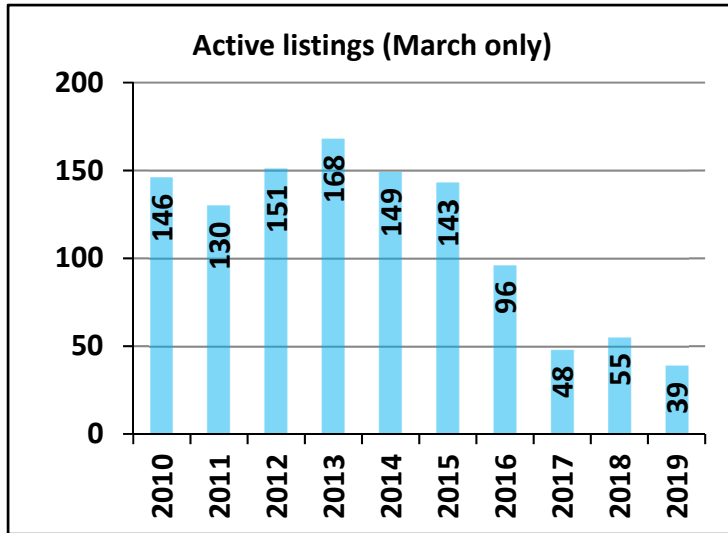
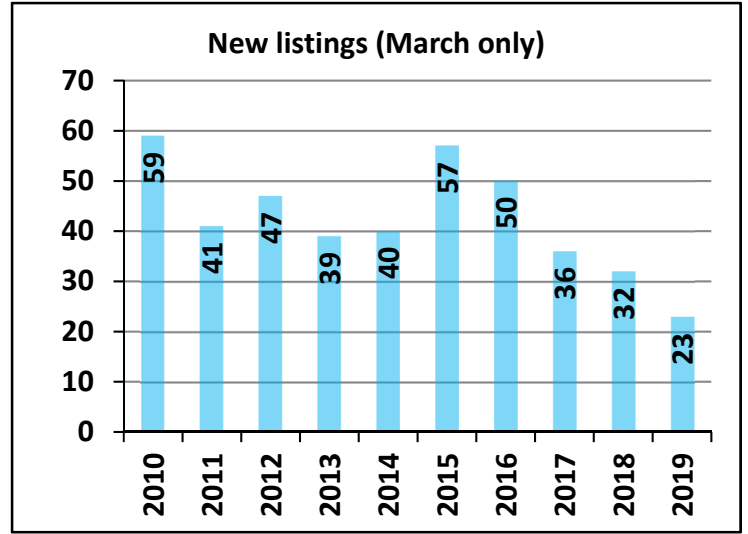
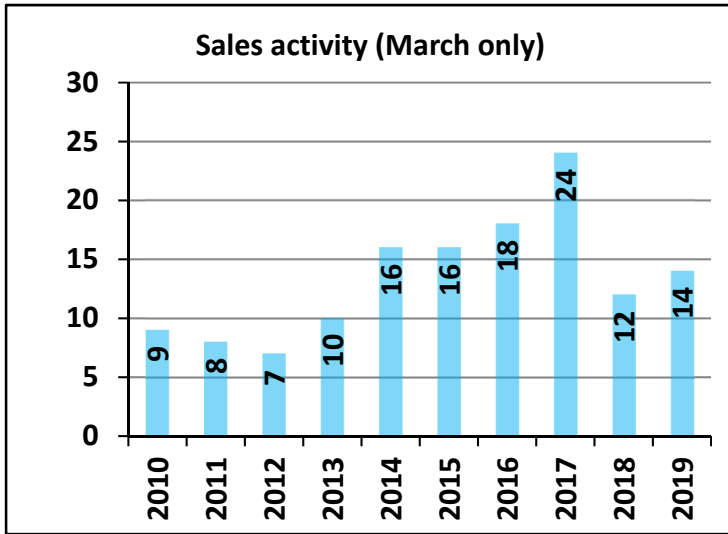
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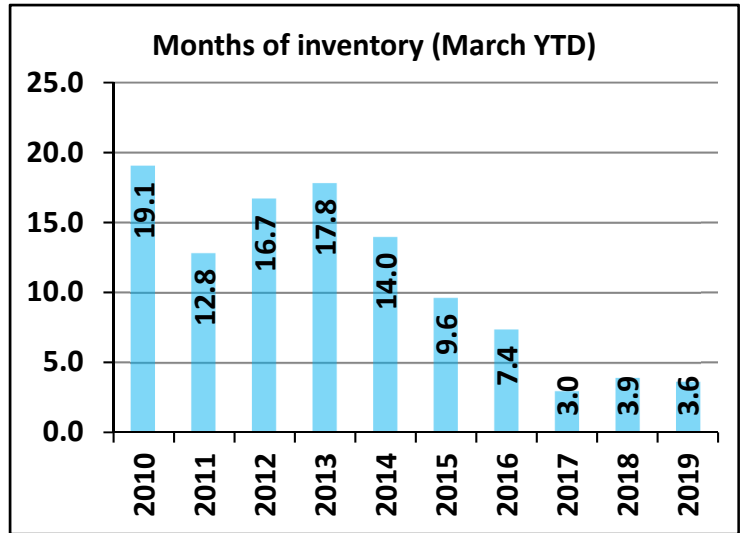
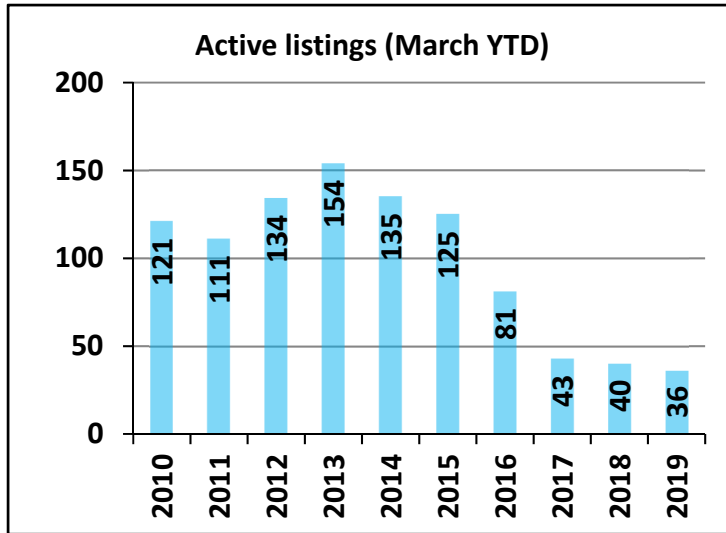
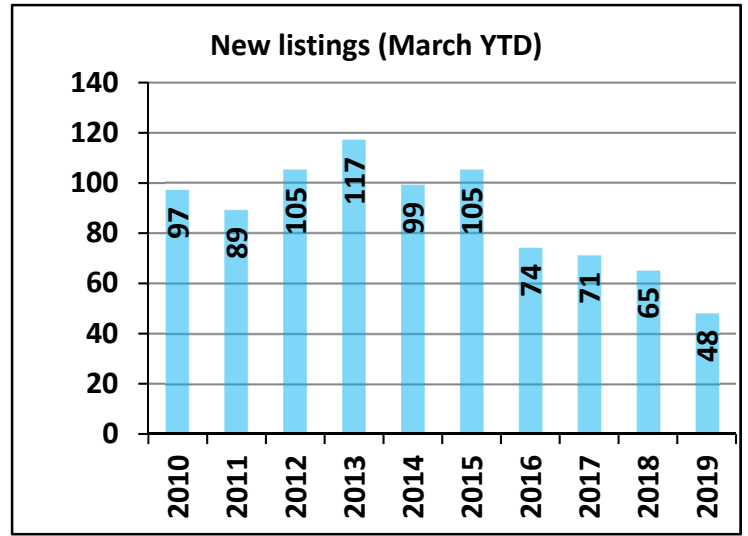
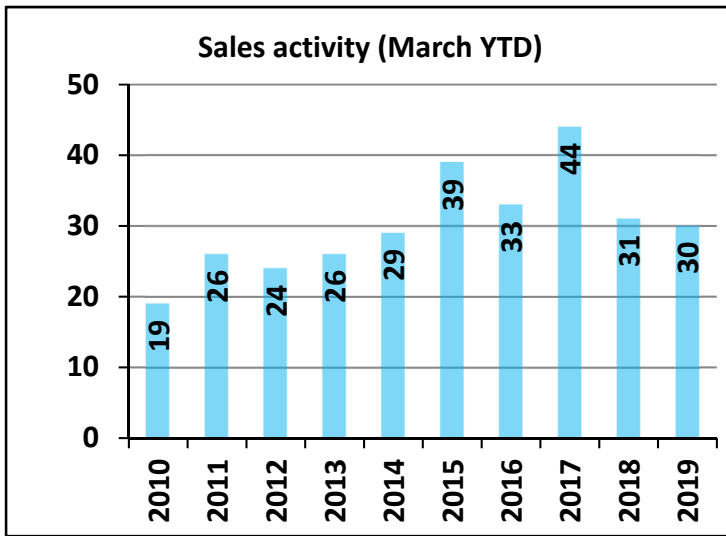
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	14	16.7	-41.7	-22.2	-12.5	100.0	366.7
Dollar Volume	\$6,071,400	30.1	-23.5	14.0	23.7	316.0	736.3
New Listings	23	-28.1	-36.1	-54.0	-42.5	-51.1	-45.2
Active Listings	39	-29.1	-18.8	-59.4	-73.8	-74.2	-71.7
Sales to New Listings Ratio¹	60.9	37.5	66.7	36.0	40.0	14.9	7.1
Months of Inventory²	2.8	4.6	2.0	5.3	9.3	21.6	46.0
Average Price	\$433,671	11.5	31.2	46.6	41.4	108.0	79.2

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	30	-3.2	-31.8	-9.1	3.4	25.0	172.7
Dollar Volume	\$12,896,900	14.9	-18.4	33.6	29.2	150.0	319.1
New Listings	48	-26.2	-32.4	-35.1	-51.5	-54.3	-46.7
Active Listings³	36	-10.0	-16.3	-55.6	-73.3	-73.1	-68.7
Sales to New Listings Ratio⁴	62.5	47.7	62.0	44.6	29.3	22.9	12.2
Months of Inventory⁵	3.6	3.9	3.0	7.4	14.0	16.7	31.4
Average Price	\$429,897	18.7	19.7	47.0	24.8	100.0	53.7

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

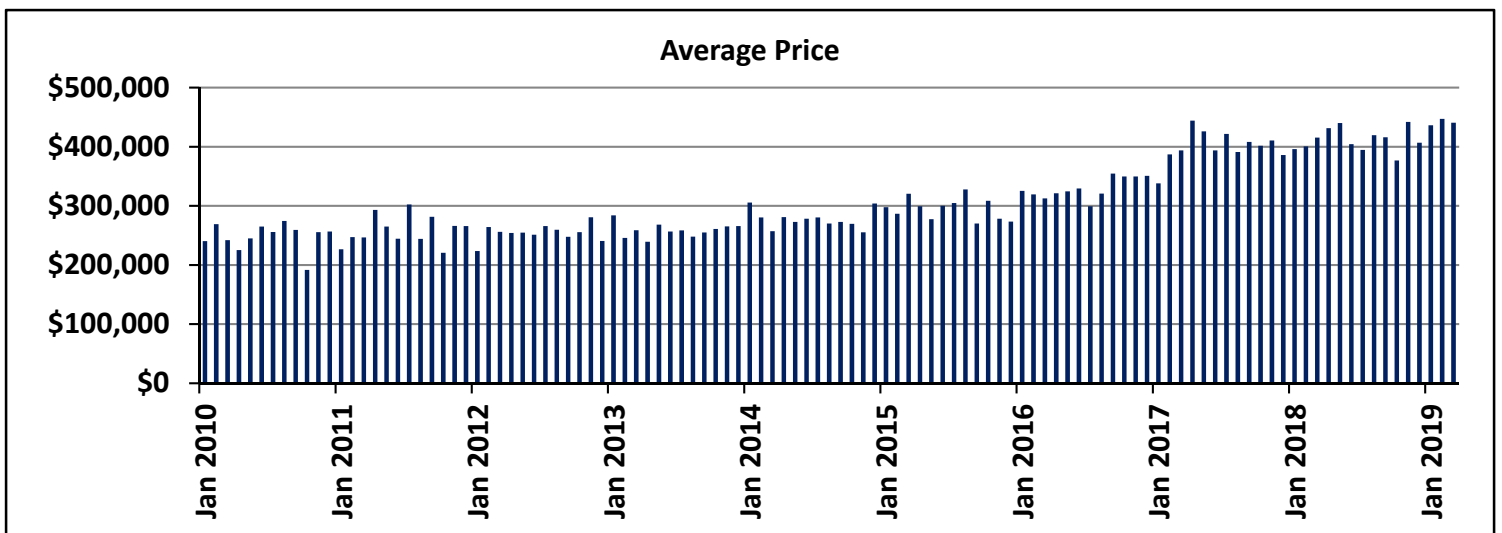
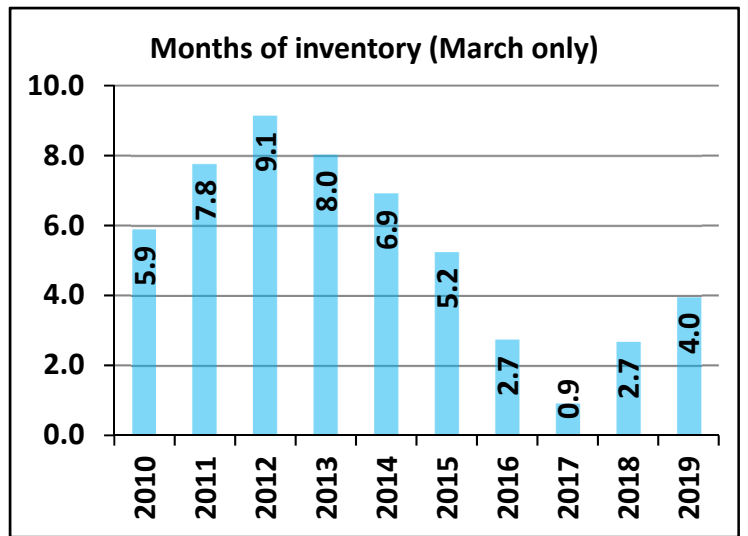
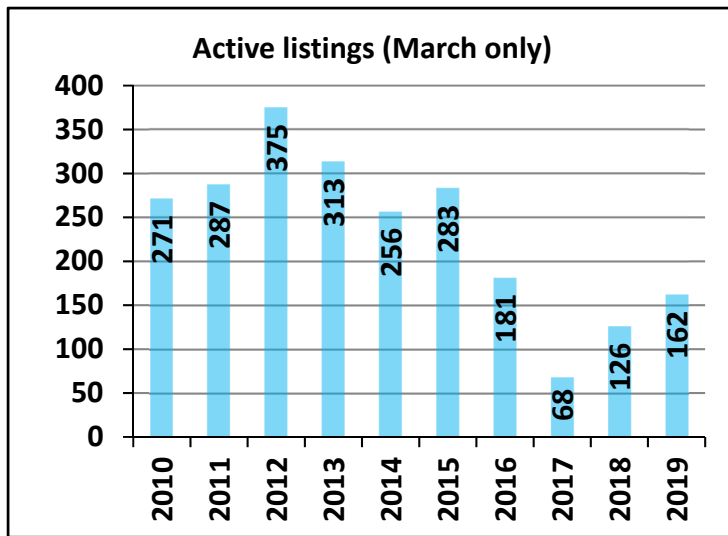
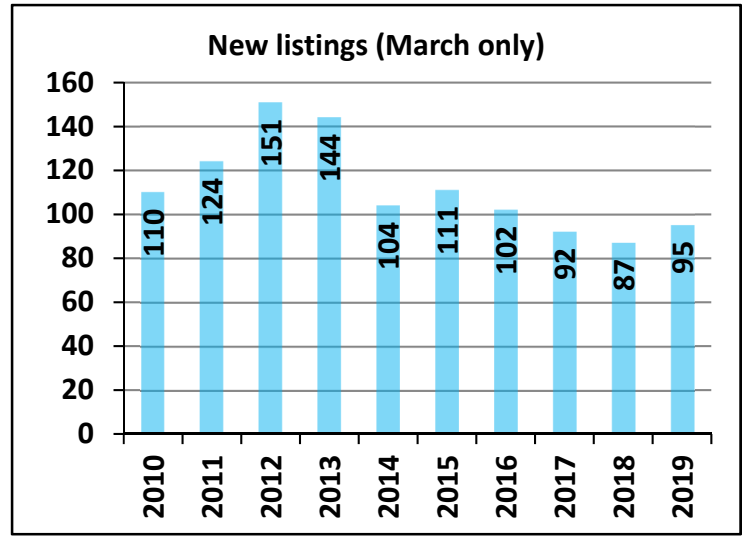
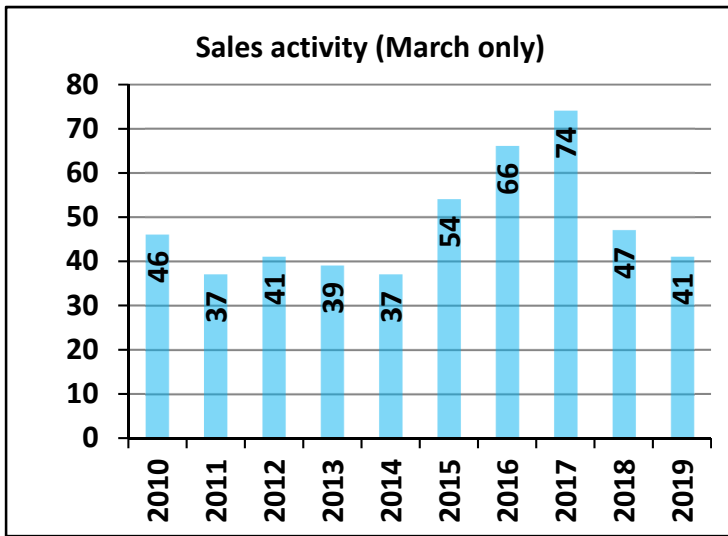
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

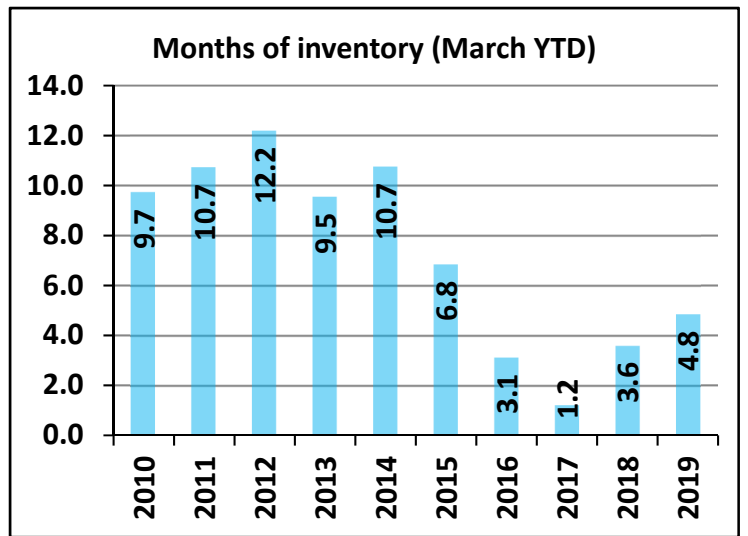
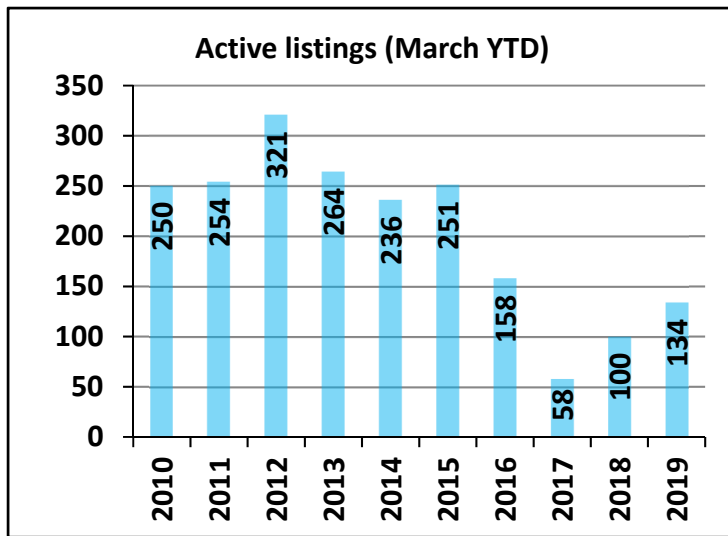
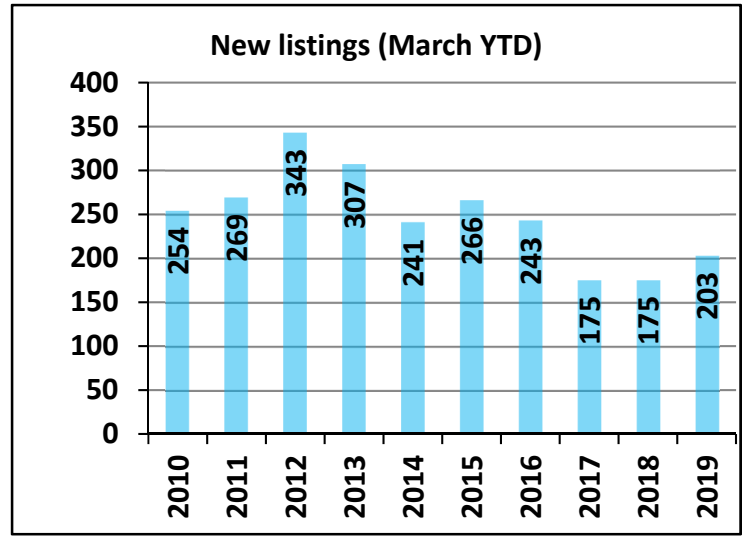
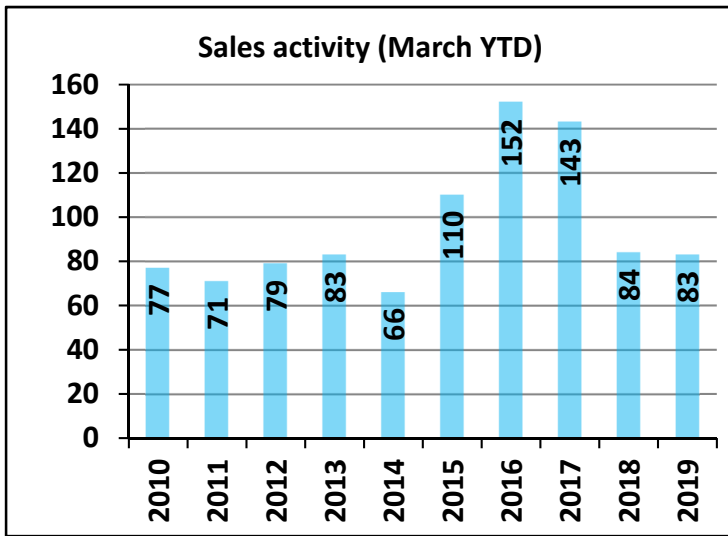
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	41	-12.8	-44.6	-37.9	10.8	0.0	70.8
Dollar Volume	\$18,059,000	-7.5	-38.0	-12.5	89.8	72.1	251.0
New Listings	95	9.2	3.3	-6.9	-8.7	-37.1	6.7
Active Listings	162	28.6	138.2	-10.5	-36.7	-56.8	-43.4
Sales to New Listings Ratio¹	43.2	54.0	80.4	64.7	35.6	27.2	27.0
Months of Inventory²	4.0	2.7	0.9	2.7	6.9	9.1	11.9
Average Price	\$440,463	6.0	11.9	40.9	71.3	72.1	105.5

Year-to-date	March 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	83	-1.2	-42.0	-45.4	25.8	5.1	69.4
Dollar Volume	\$36,601,300	6.9	-32.7	-24.2	104.3	81.9	231.0
New Listings	203	16.0	16.0	-16.5	-15.8	-40.8	-15.8
Active Listings³	134	34.0	131.0	-15.2	-43.2	-58.3	-48.1
Sales to New Listings Ratio⁴	40.9	48.0	81.7	62.6	27.4	23.0	20.3
Months of Inventory⁵	4.8	3.6	1.2	3.1	10.7	12.2	15.8
Average Price	\$440,980	8.2	16.0	38.8	62.4	73.2	95.4

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