



Western District

Residential Market Activity

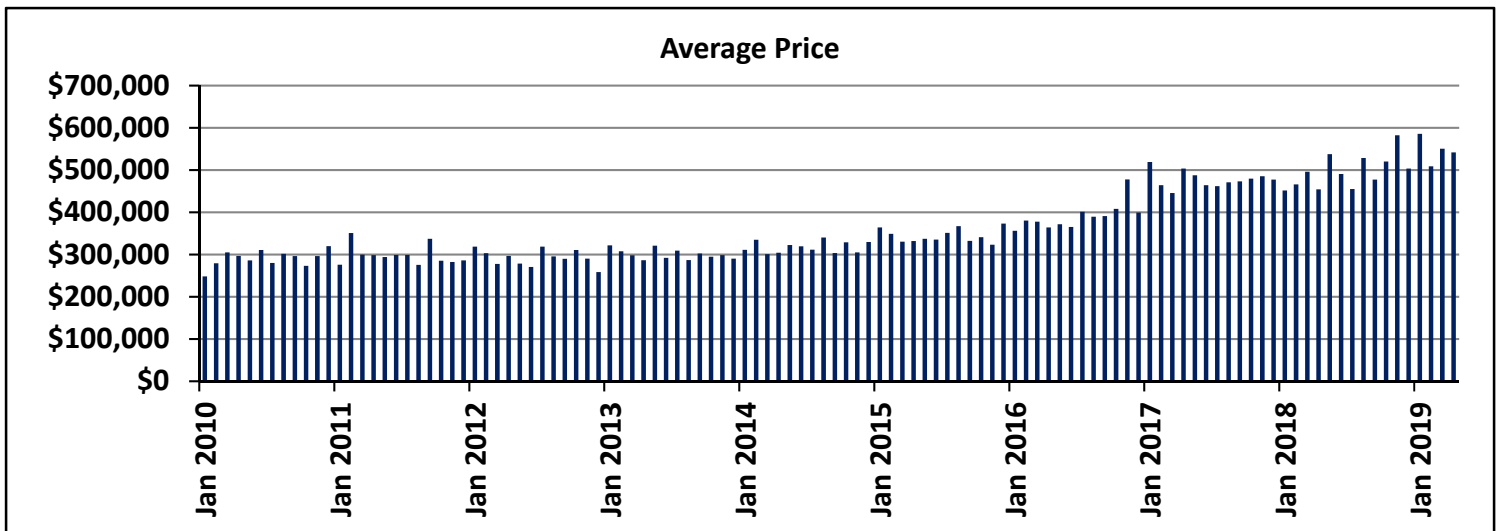
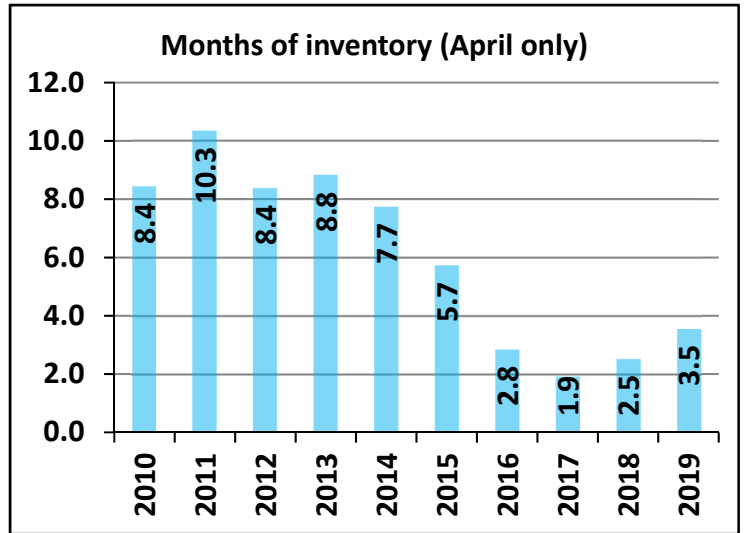
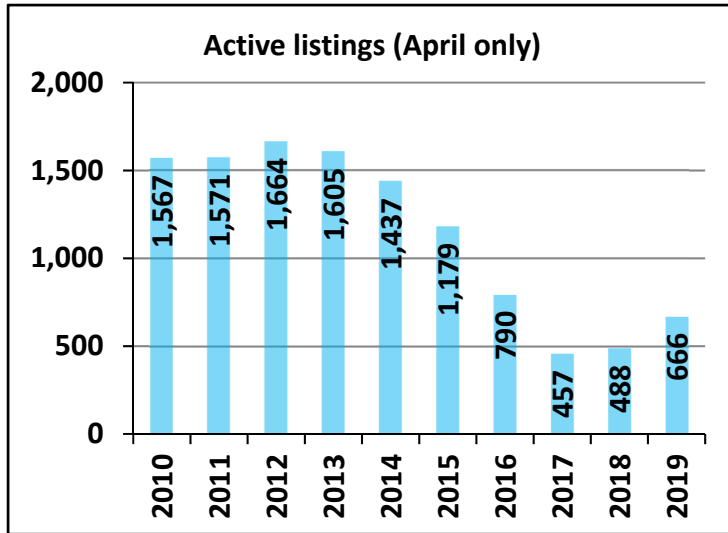
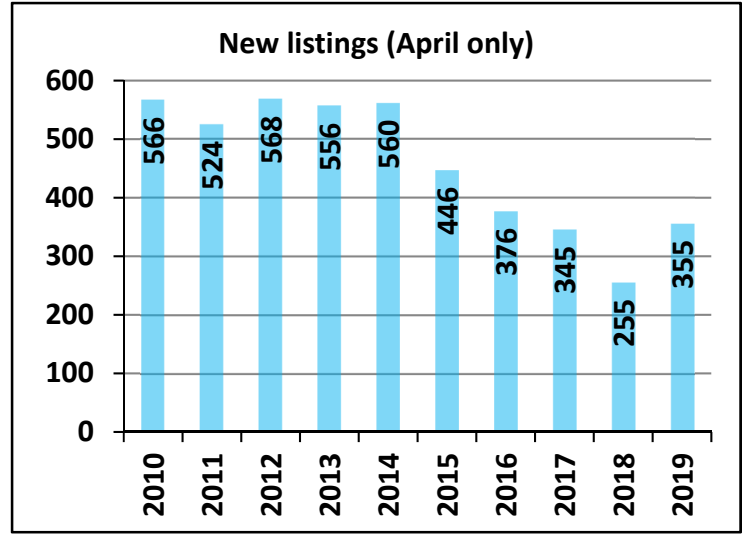
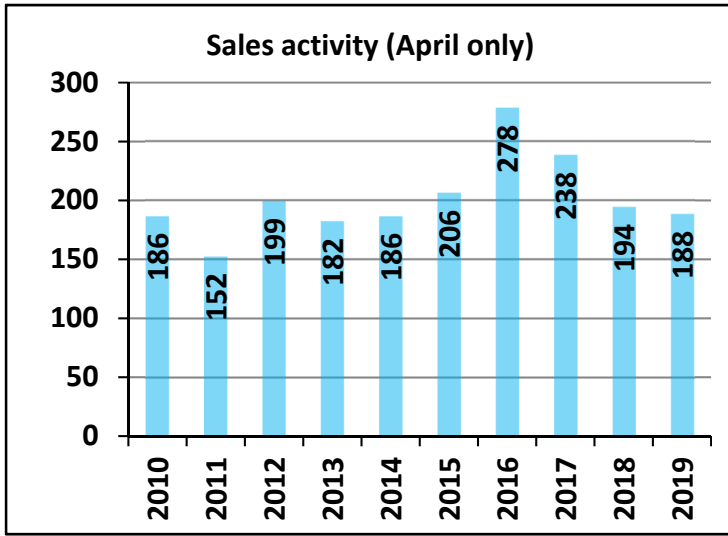
April 2019



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

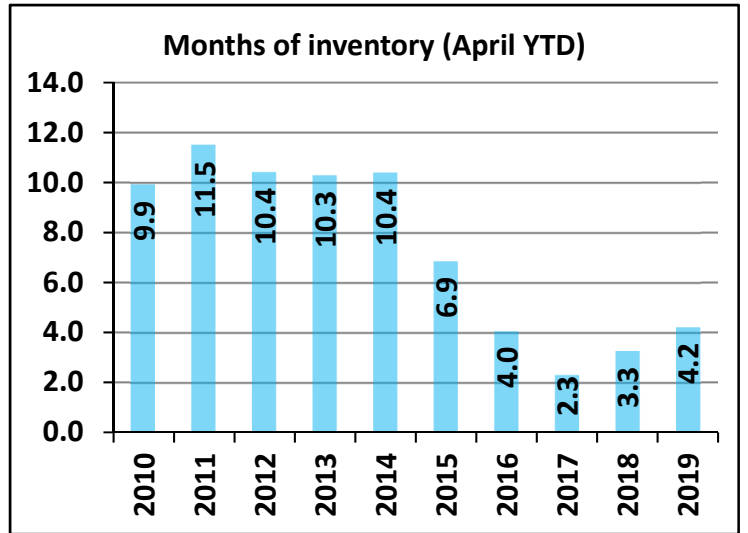
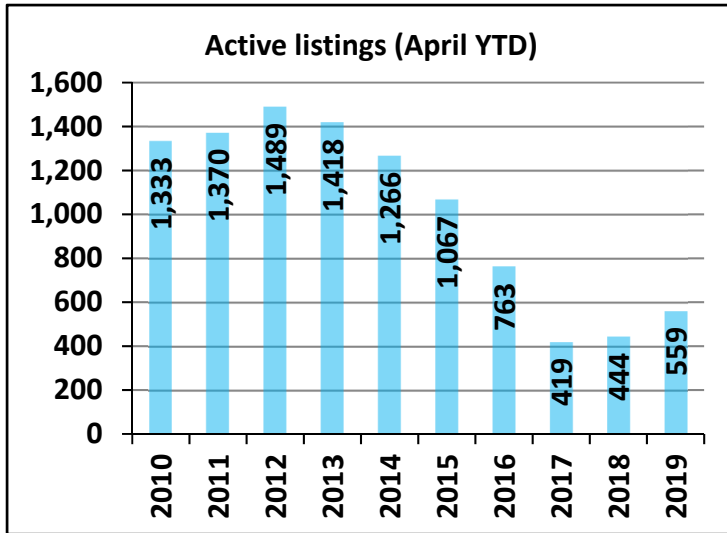
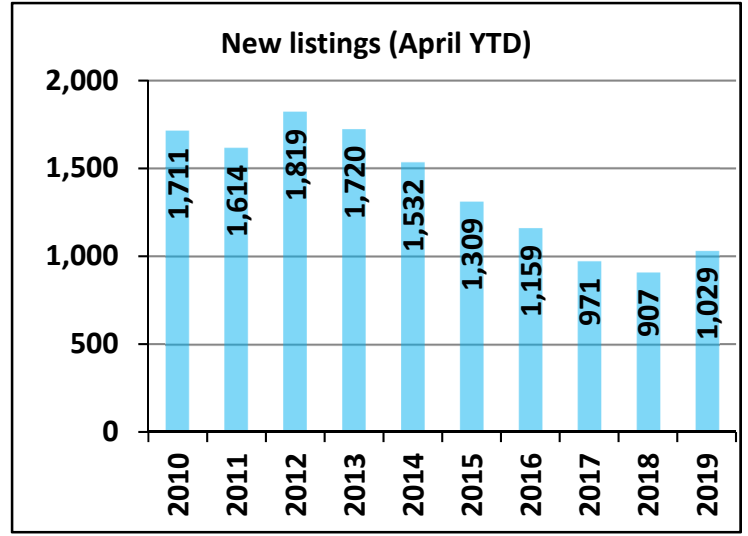
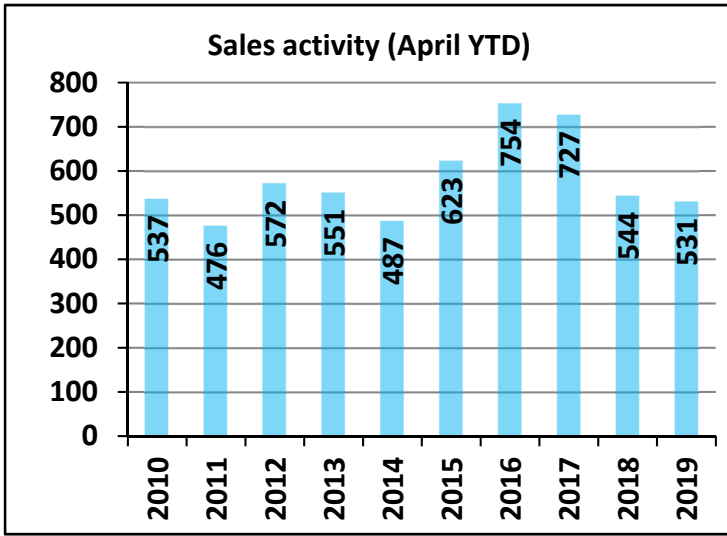
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	188	-3.1	-21.0	-32.4	1.1	-5.5	32.4
Dollar Volume	\$101,843,297	15.6	-15.0	0.6	80.0	72.5	169.0
New Listings	355	39.2	2.9	-5.6	-36.6	-37.5	-10.4
Active Listings	666	36.5	45.7	-15.7	-53.7	-60.0	-53.1
Sales to New Listings Ratio¹	53.0	76.1	69.0	73.9	33.2	35.0	35.9
Months of Inventory²	3.5	2.5	1.9	2.8	7.7	8.4	10.0
Average Price	\$541,720	19.3	7.6	48.8	78.1	82.5	103.2

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	531	-2.4	-27.0	-29.6	9.0	-7.2	55.3
Dollar Volume	\$289,070,933	13.6	-16.9	3.5	91.2	70.8	229.7
New Listings	1,029	13.5	6.0	-11.2	-32.8	-43.4	-24.7
Active Listings³	559	25.9	33.4	-26.7	-55.8	-62.5	-57.1
Sales to New Listings Ratio⁴	51.6	60.0	74.9	65.1	31.8	31.4	25.0
Months of Inventory⁵	4.2	3.3	2.3	4.0	10.4	10.4	15.2
Average Price	\$544,390	16.4	13.8	47.0	75.3	83.9	112.4

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

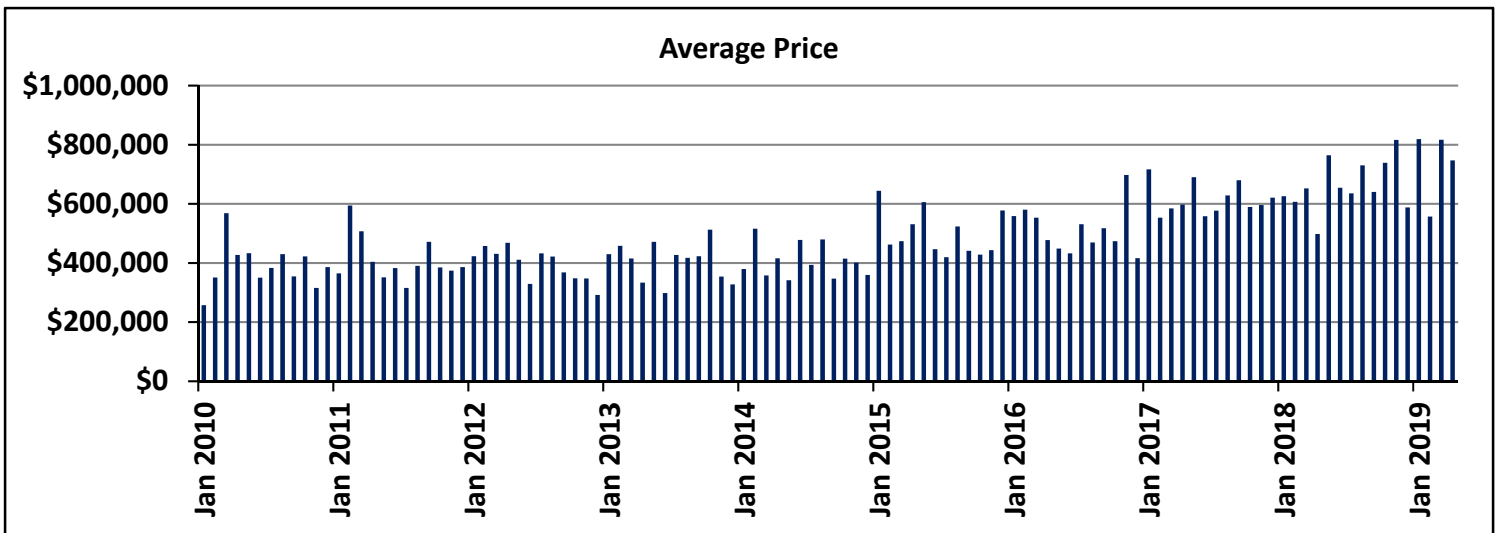
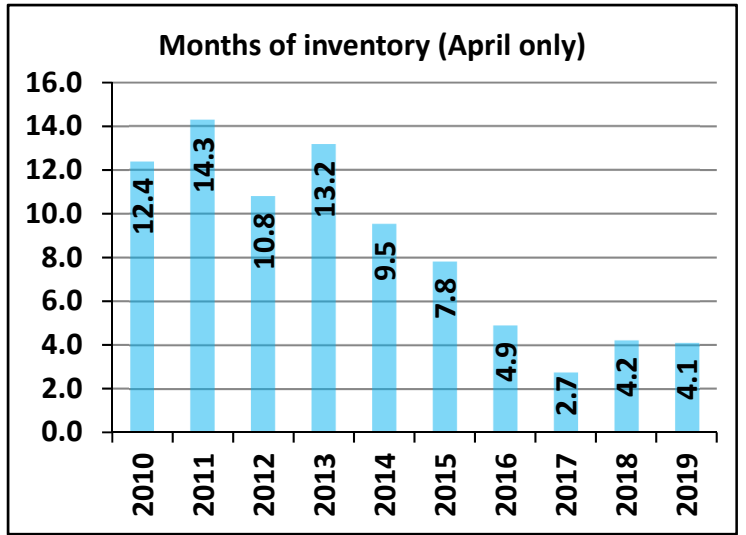
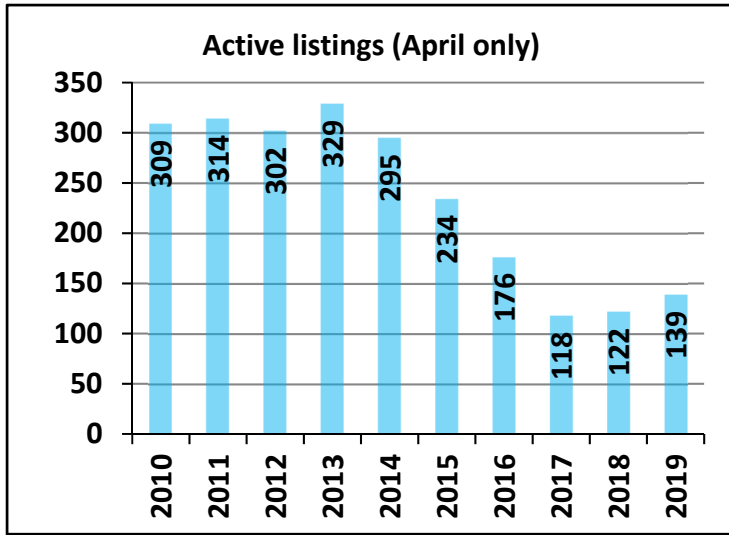
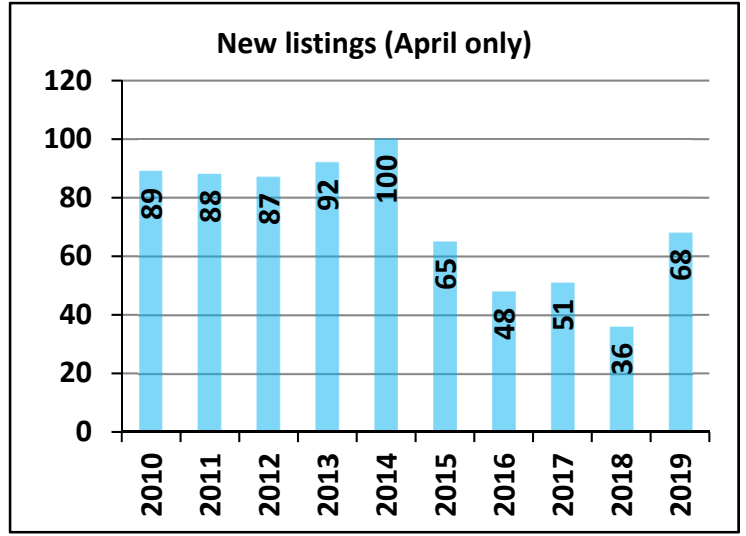
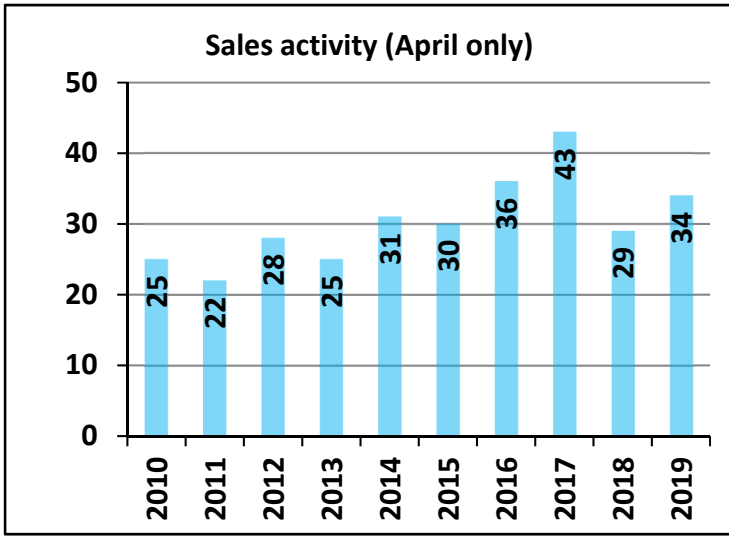
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

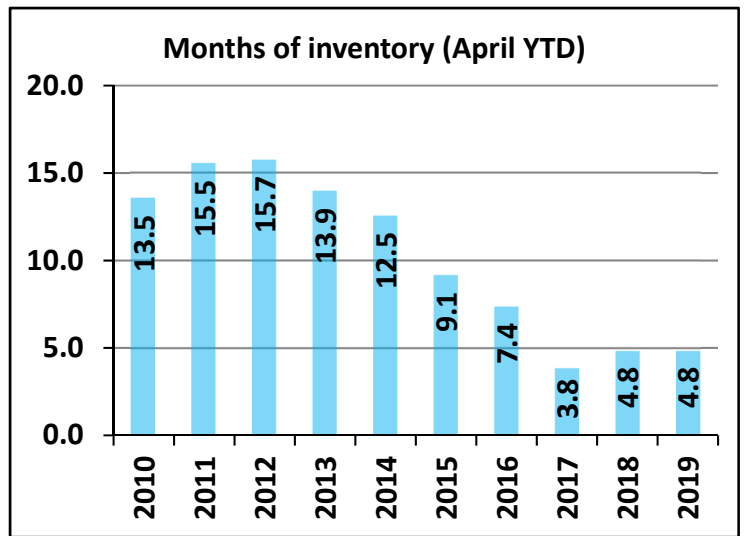
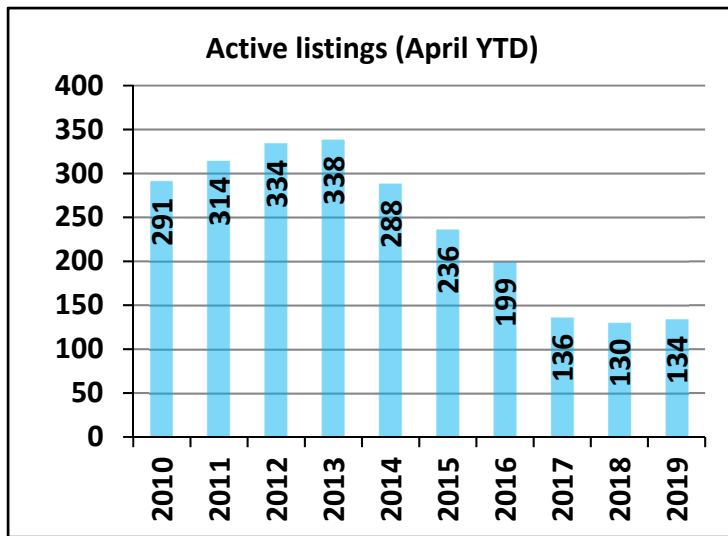
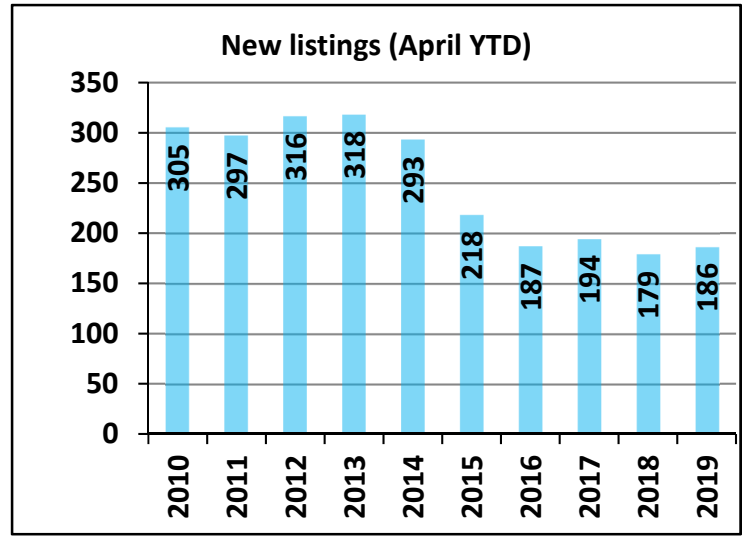
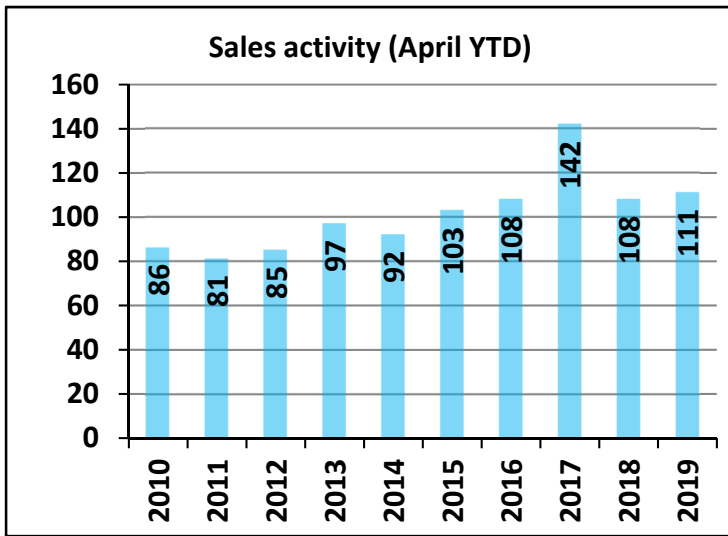
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	34	17.2	-20.9	-5.6	9.7	21.4	78.9
Dollar Volume	\$25,384,539	75.8	-1.2	47.8	96.9	93.7	234.5
New Listings	68	88.9	33.3	41.7	-32.0	-21.8	13.3
Active Listings	139	13.9	17.8	-21.0	-52.9	-54.0	-53.5
Sales to New Listings Ratio¹	50.0	80.6	84.3	75.0	31.0	32.2	31.7
Months of Inventory²	4.1	4.2	2.7	4.9	9.5	10.8	15.7
Average Price	\$746,604	49.9	25.0	56.5	79.6	59.5	86.9

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	111	2.8	-21.8	2.8	20.7	30.6	101.8
Dollar Volume	\$81,576,039	26.9	-4.8	41.1	114.3	115.0	306.5
New Listings	186	3.9	-4.1	-0.5	-36.5	-41.1	-29.8
Active Listings³	134	3.1	-1.5	-32.7	-53.5	-59.9	-55.8
Sales to New Listings Ratio⁴	59.7	60.3	73.2	57.8	31.4	26.9	20.8
Months of Inventory⁵	4.8	4.8	3.8	7.4	12.5	15.7	22.0
Average Price	\$734,919	23.5	21.8	37.3	77.6	64.6	101.4

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

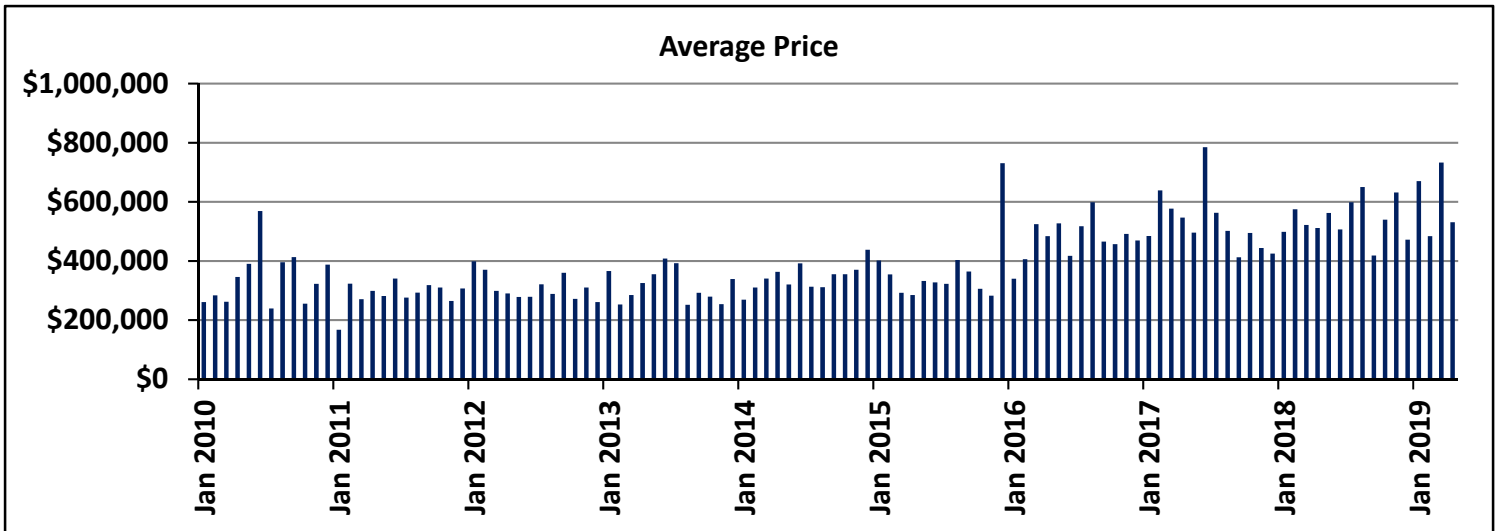
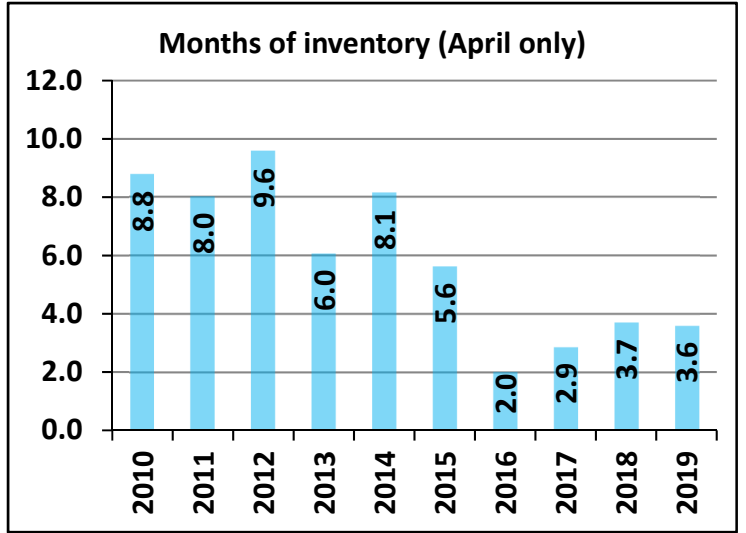
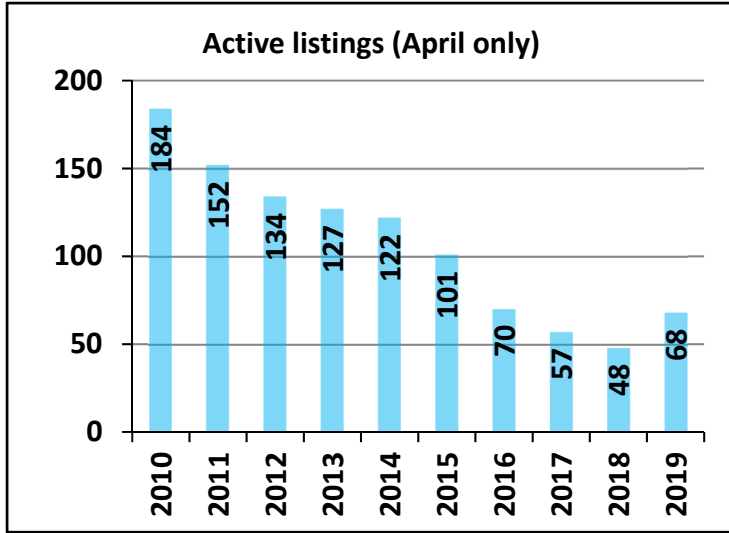
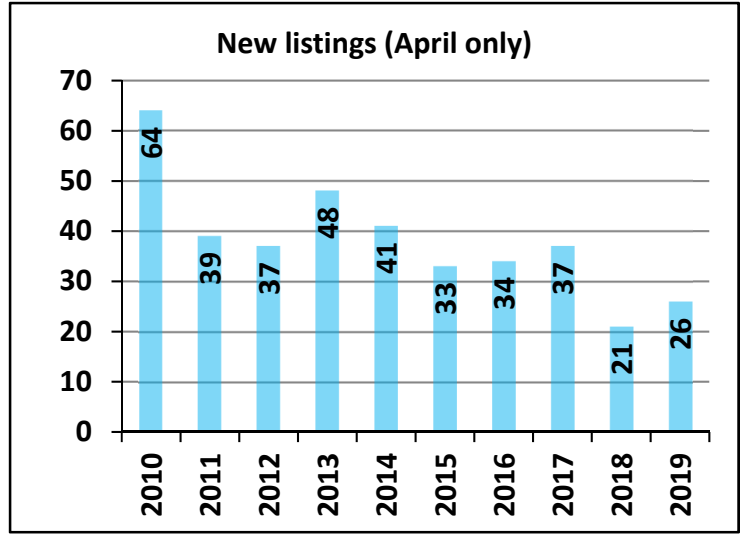
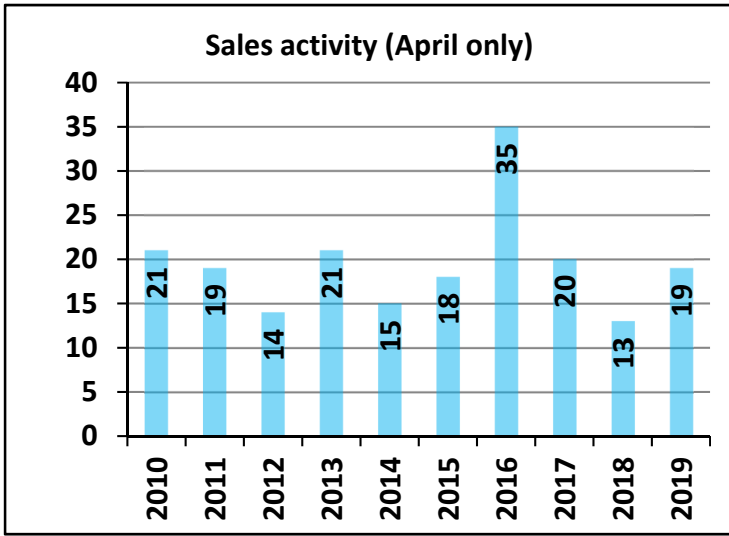
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

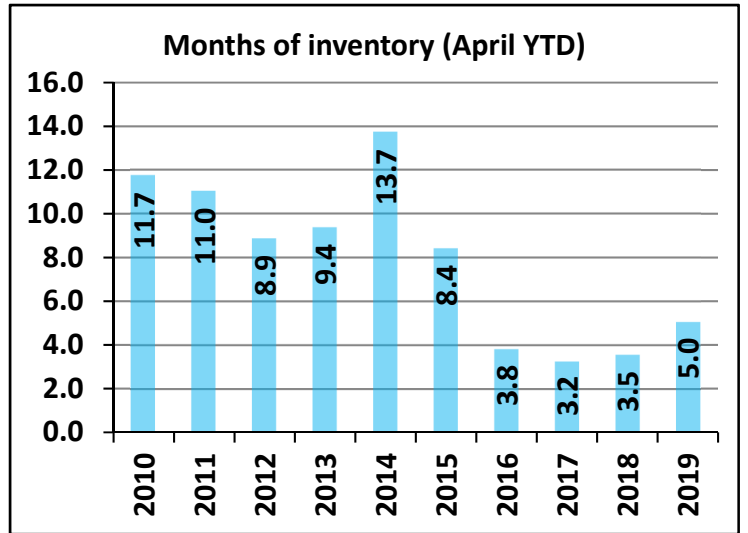
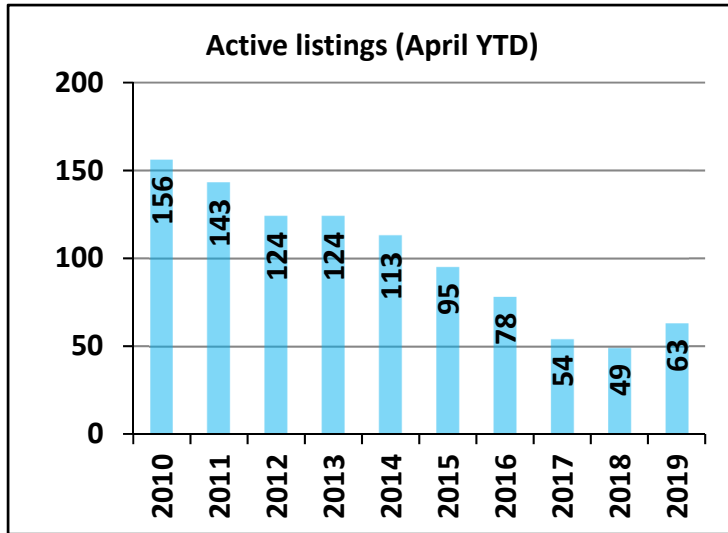
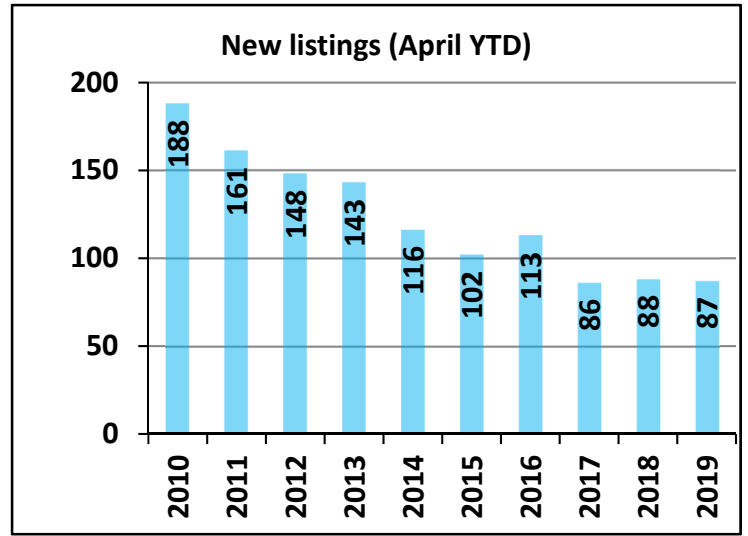
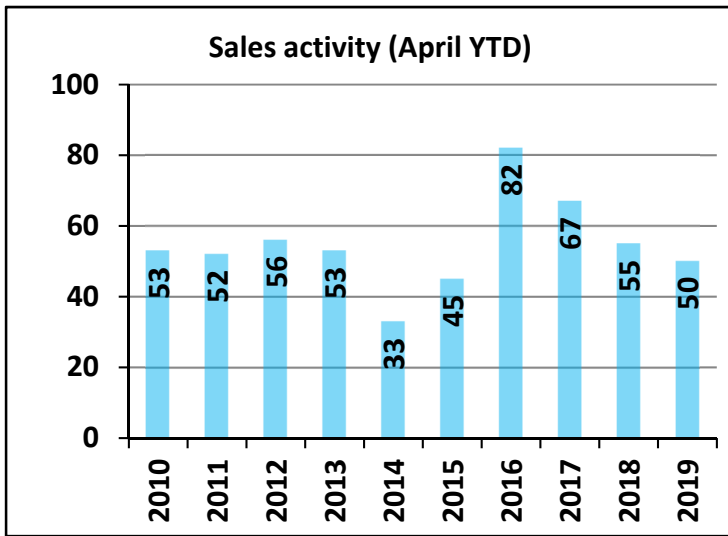
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	19	46.2	-5.0	-45.7	26.7	35.7	90.0
Dollar Volume	\$10,081,975	51.7	-7.8	-40.5	85.2	148.5	315.7
New Listings	26	23.8	-29.7	-23.5	-36.6	-29.7	-43.5
Active Listings	68	41.7	19.3	-2.9	-44.3	-49.3	-56.7
Sales to New Listings Ratio¹	73.1	61.9	54.1	102.9	36.6	37.8	21.7
Months of Inventory²	3.6	3.7	2.9	2.0	8.1	9.6	15.7
Average Price	\$530,630	3.8	-2.9	9.7	46.2	83.1	118.8

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	50	-9.1	-25.4	-39.0	51.5	-10.7	78.6
Dollar Volume	\$30,242,575	4.8	-20.6	-21.3	174.9	64.1	356.5
New Listings	87	-1.1	1.2	-23.0	-25.0	-41.2	-40.8
Active Listings³	63	28.6	16.7	-19.2	-44.2	-49.2	-53.0
Sales to New Listings Ratio⁴	57.5	62.5	77.9	72.6	28.4	37.8	19.0
Months of Inventory⁵	5.0	3.5	3.2	3.8	13.7	8.9	19.2
Average Price	\$604,852	15.3	6.3	29.1	81.4	83.7	155.6

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

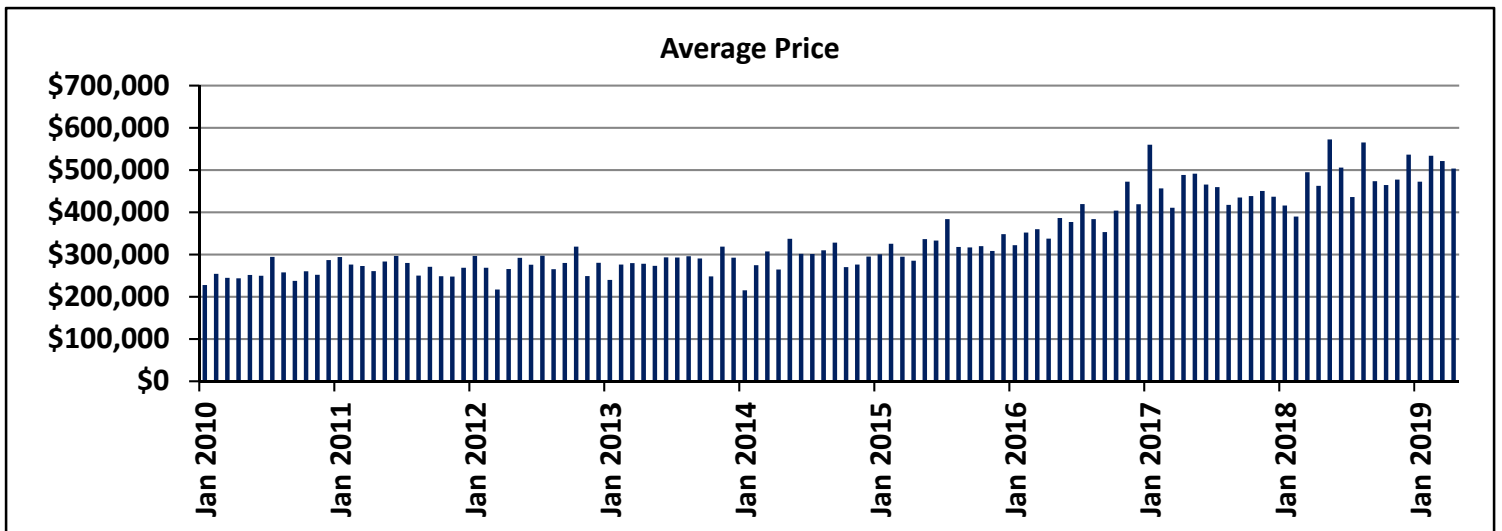
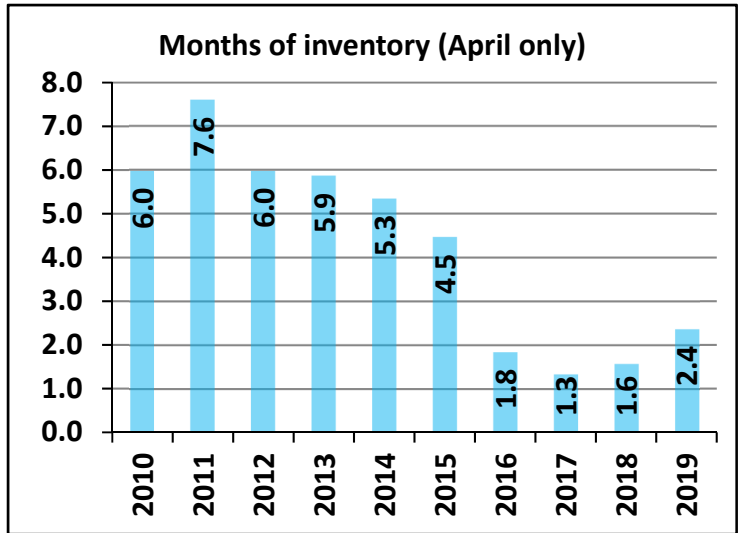
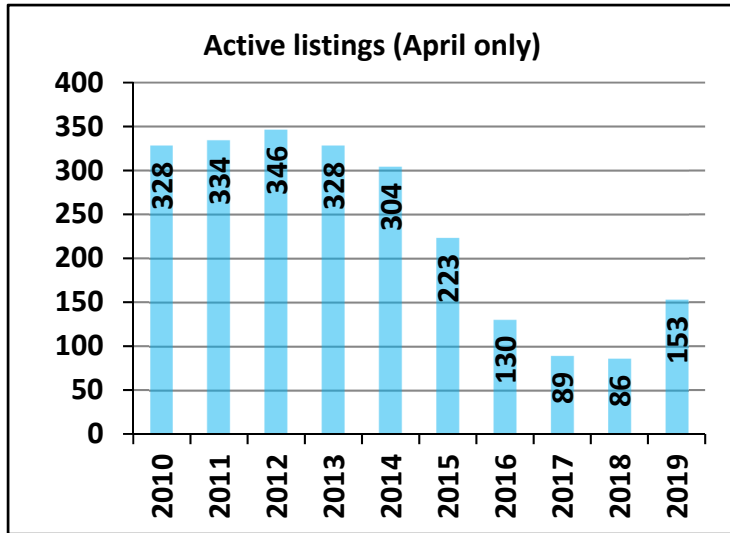
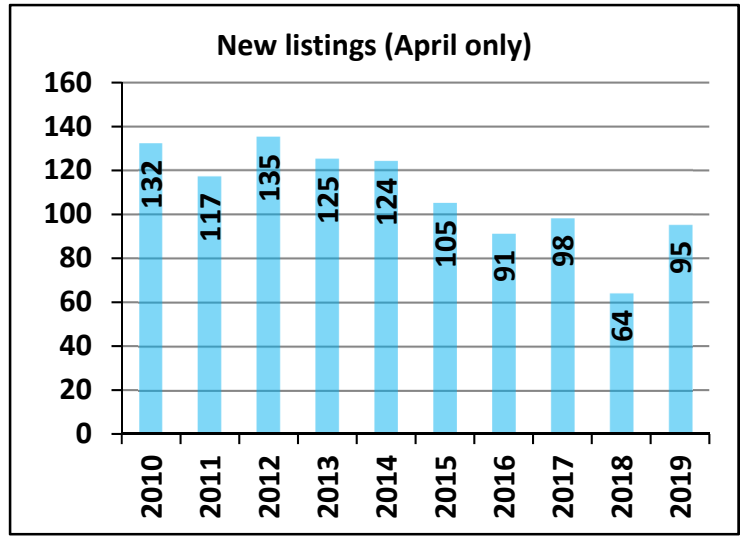
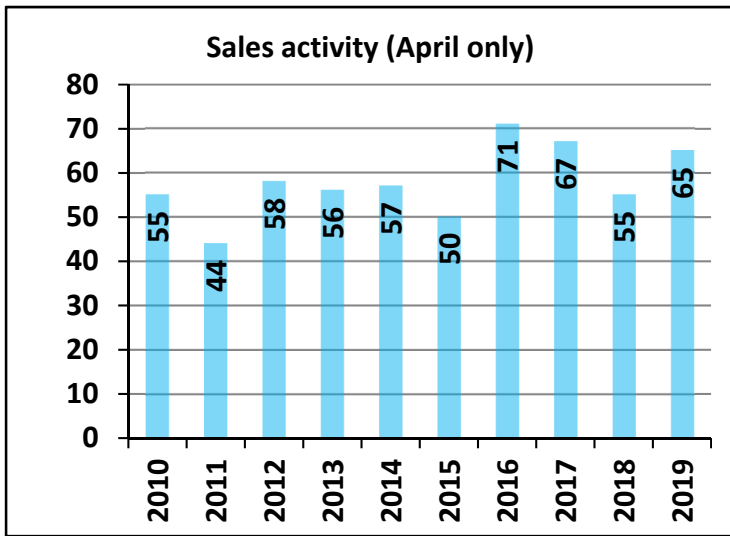
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

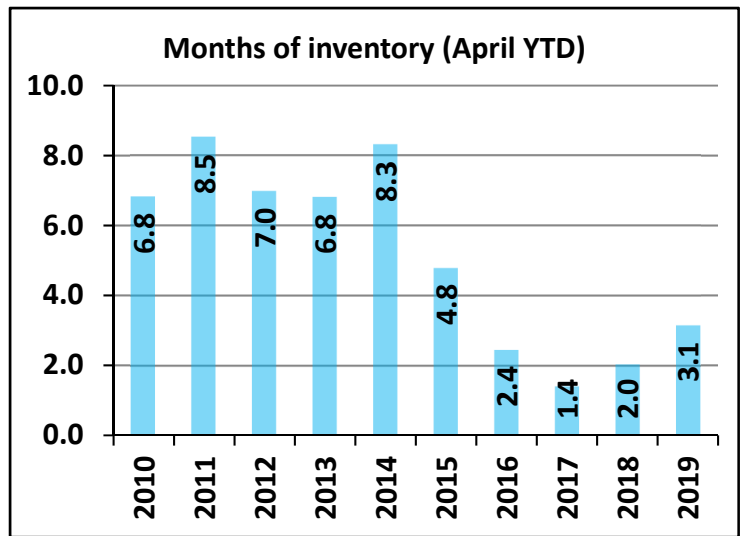
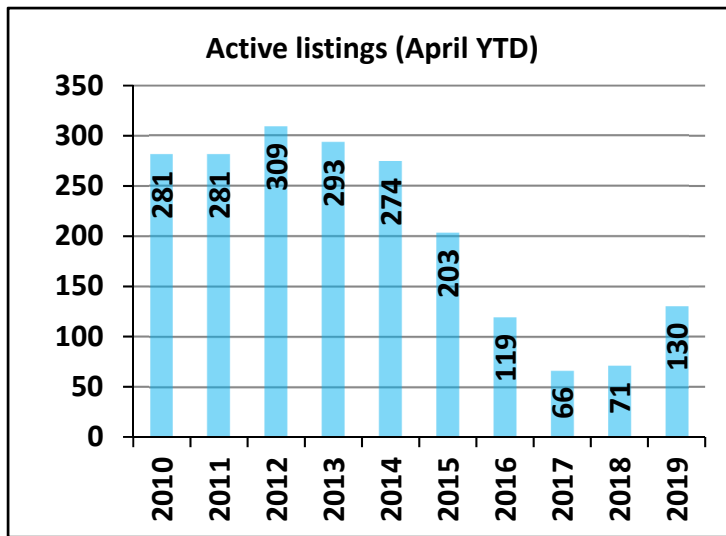
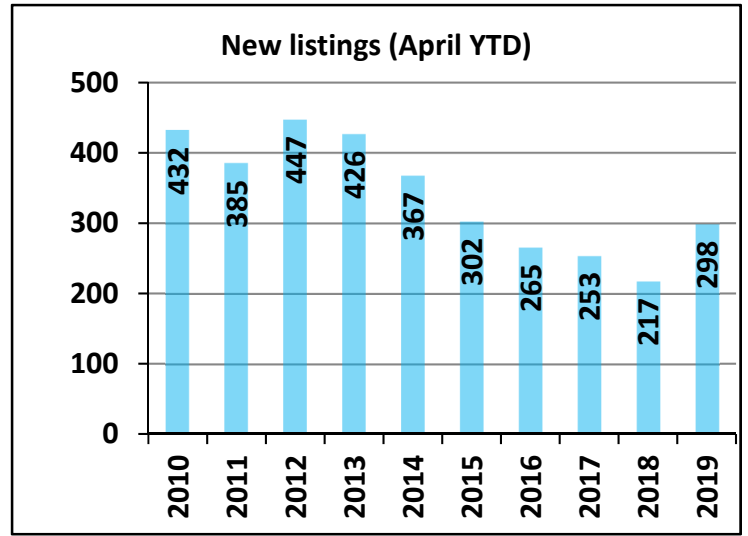
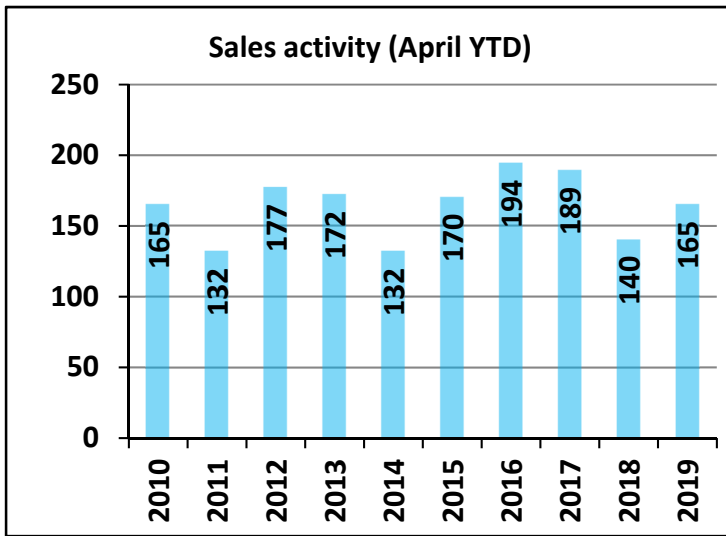
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	65	18.2	-3.0	-8.5	14.0	12.1	38.3
Dollar Volume	\$32,724,083	28.7	0.0	36.6	117.1	112.4	178.4
New Listings	95	48.4	-3.1	4.4	-23.4	-29.6	2.2
Active Listings	153	77.9	71.9	17.7	-49.7	-55.8	-48.0
Sales to New Listings Ratio¹	68.4	85.9	68.4	78.0	46.0	43.0	50.5
Months of Inventory²	2.4	1.6	1.3	1.8	5.3	6.0	6.3
Average Price	\$503,447	8.9	3.1	49.2	90.4	89.5	101.3

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	165	17.9	-12.7	-14.9	25.0	-6.8	54.2
Dollar Volume	\$84,419,419	34.5	-3.9	26.8	137.8	83.7	245.9
New Listings	298	37.3	17.8	12.5	-18.8	-33.3	-9.1
Active Listings³	130	83.1	97.0	9.2	-52.6	-57.9	-53.4
Sales to New Listings Ratio⁴	55.4	64.5	74.7	73.2	36.0	39.6	32.6
Months of Inventory⁵	3.1	2.0	1.4	2.4	8.3	7.0	10.4
Average Price	\$511,633	14.1	10.1	49.1	90.2	97.0	124.3

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

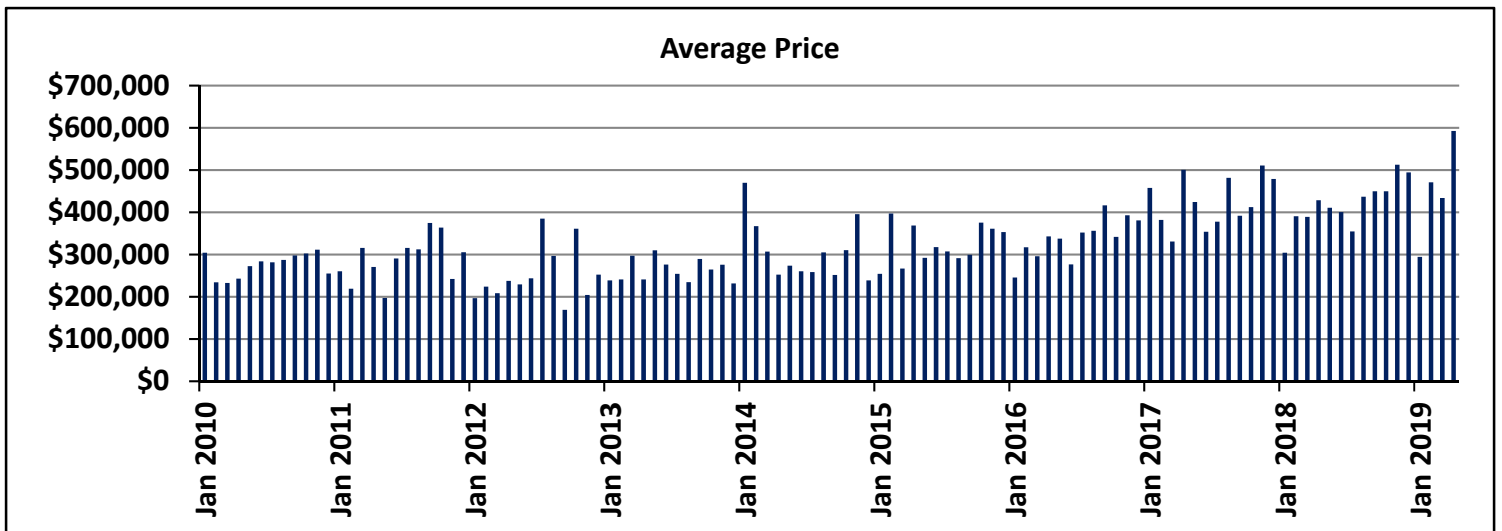
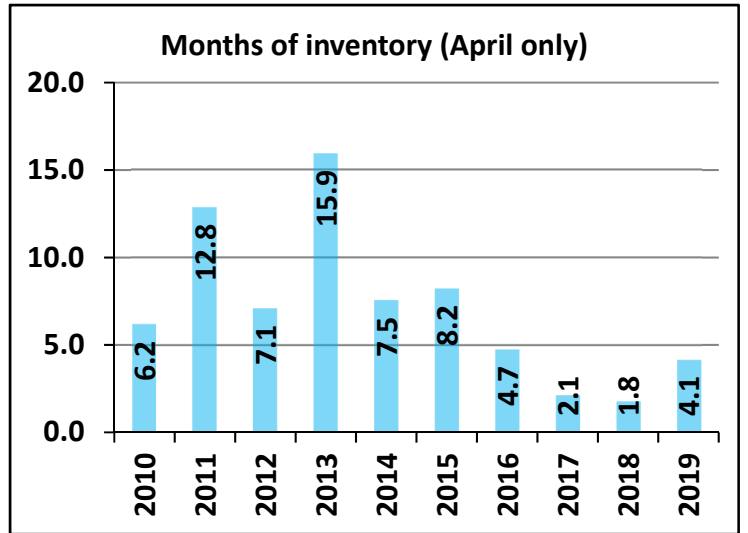
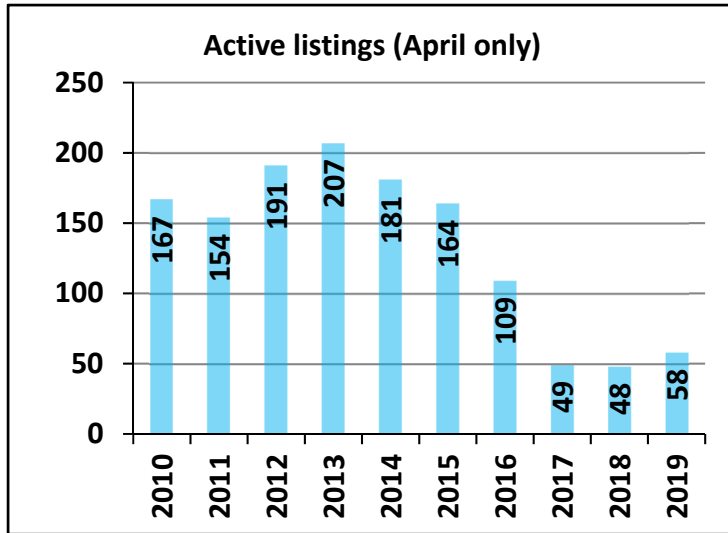
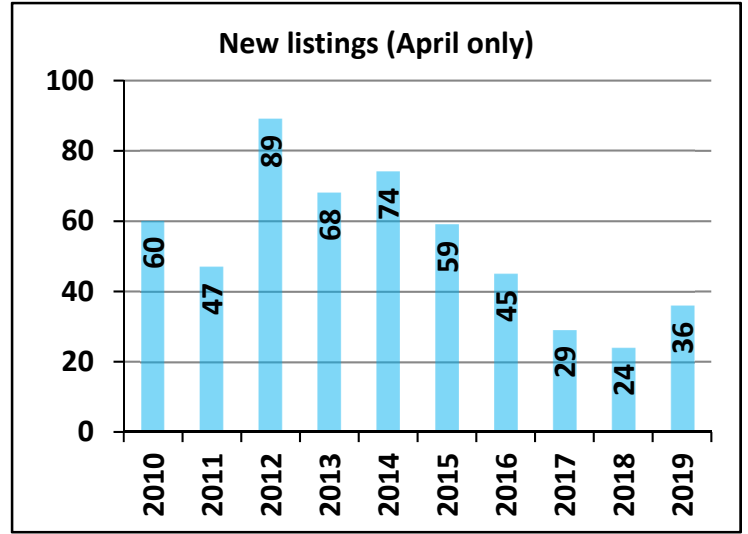
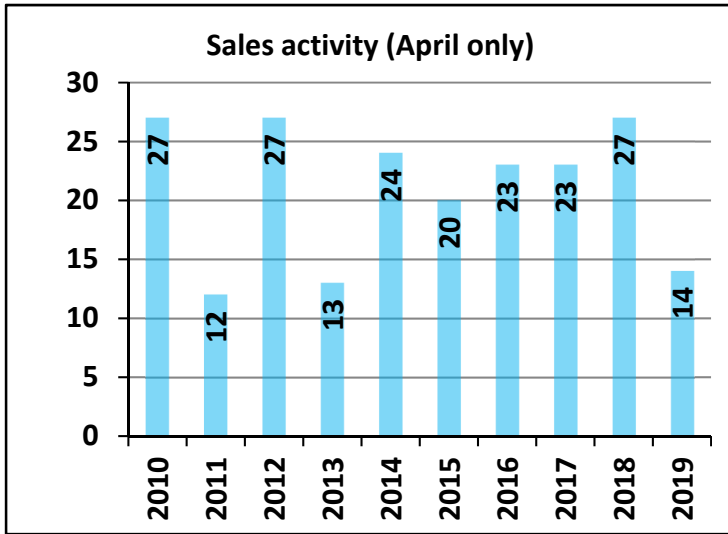
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

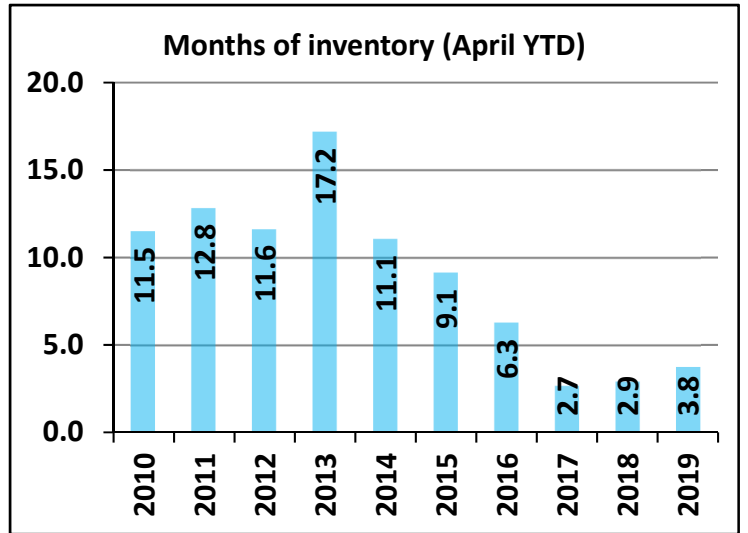
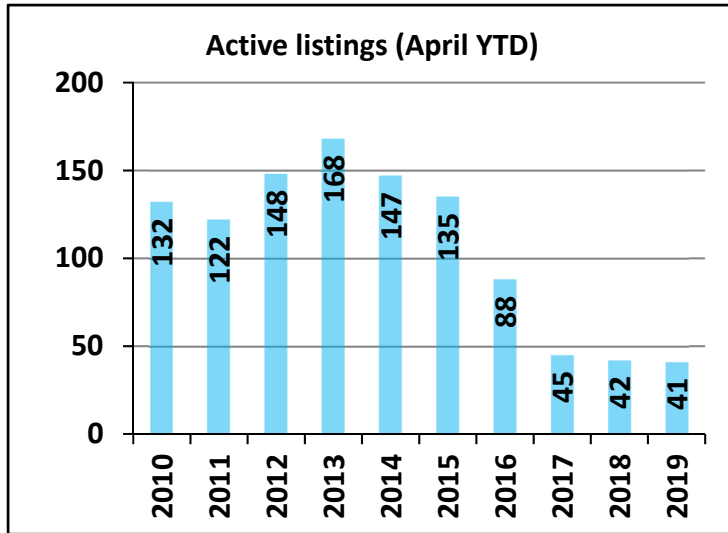
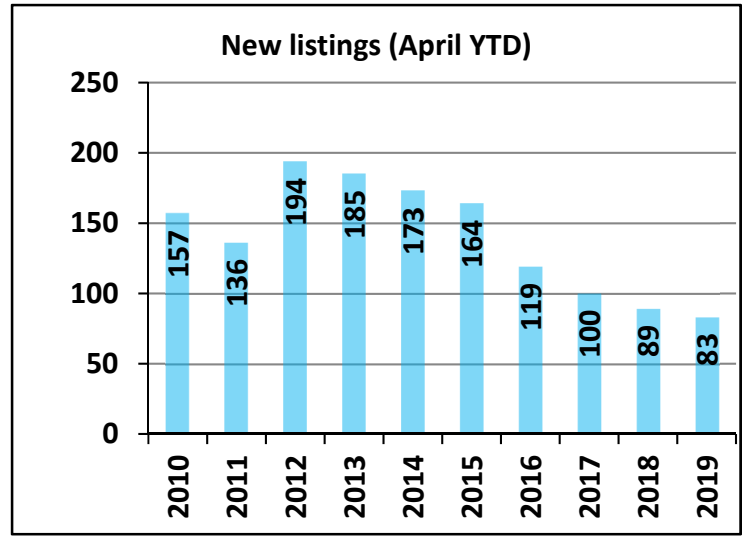
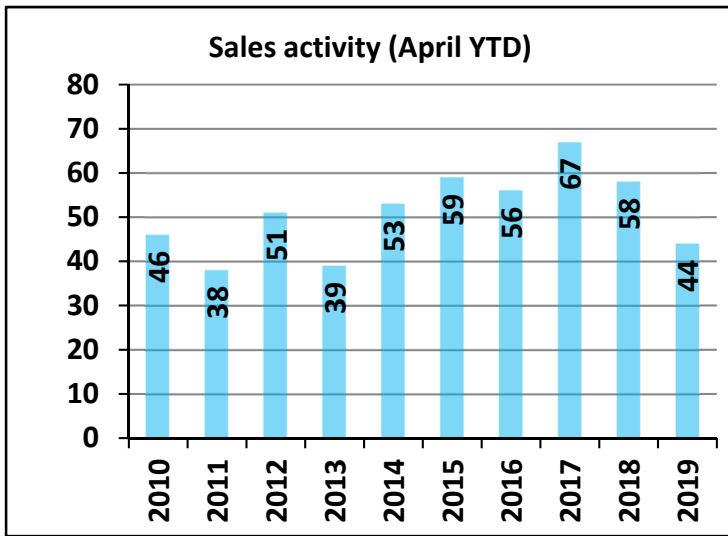
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	14	-48.1	-39.1	-39.1	-41.7	-48.1	27.3
Dollar Volume	\$8,295,000	-28.3	-28.0	5.2	36.9	29.3	225.3
New Listings	36	50.0	24.1	-20.0	-51.4	-59.6	-21.7
Active Listings	58	20.8	18.4	-46.8	-68.0	-69.6	-63.3
Sales to New Listings Ratio¹	38.9	112.5	79.3	51.1	32.4	30.3	23.9
Months of Inventory²	4.1	1.8	2.1	4.7	7.5	7.1	14.4
Average Price	\$592,500	38.3	18.4	72.8	134.8	149.4	155.6

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	44	-24.1	-34.3	-21.4	-17.0	-13.7	100.0
Dollar Volume	\$21,191,900	-7.0	-22.4	20.8	32.1	83.1	276.6
New Listings	83	-6.7	-17.0	-30.3	-52.0	-57.2	-39.0
Active Listings³	41	-2.4	-8.9	-53.4	-72.1	-72.3	-67.5
Sales to New Listings Ratio⁴	53.0	65.2	67.0	47.1	30.6	26.3	16.2
Months of Inventory⁵	3.8	2.9	2.7	6.3	11.1	11.6	22.9
Average Price	\$481,634	22.6	18.1	53.8	59.1	112.2	88.3

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

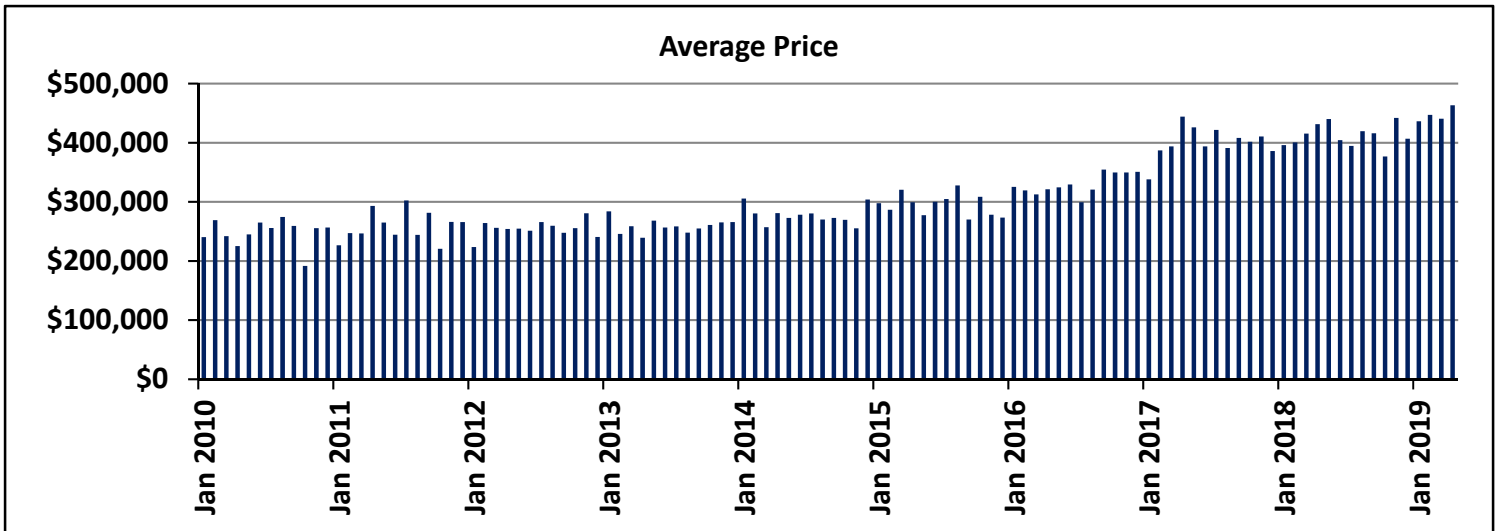
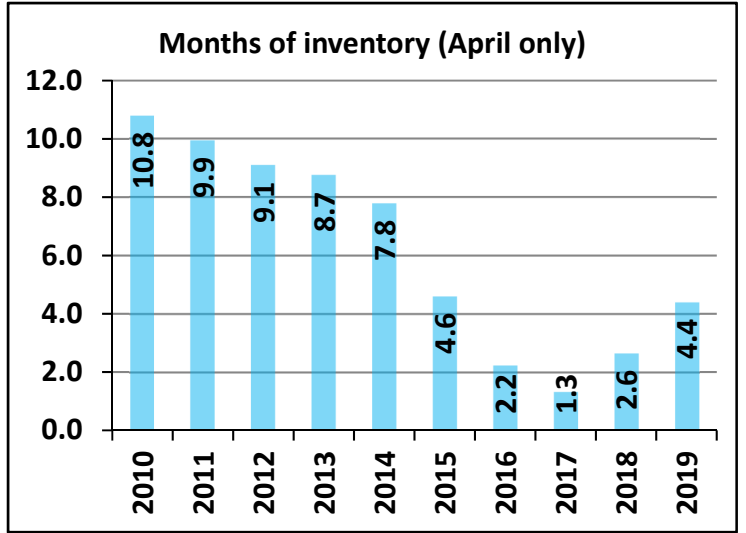
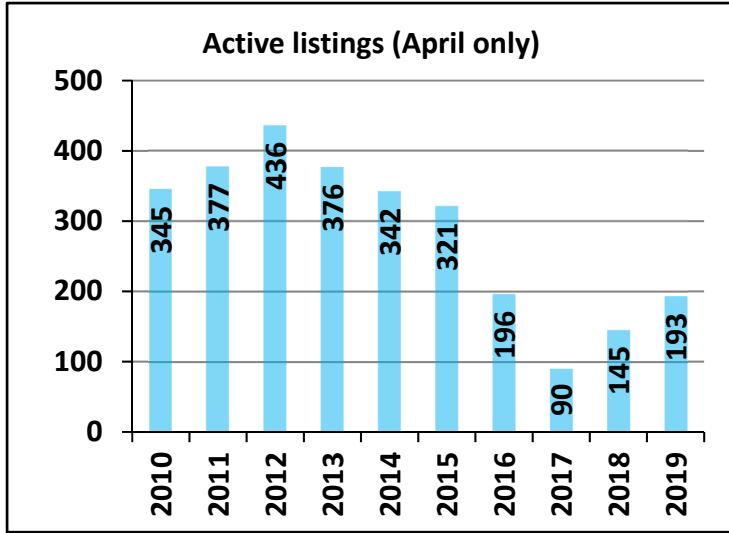
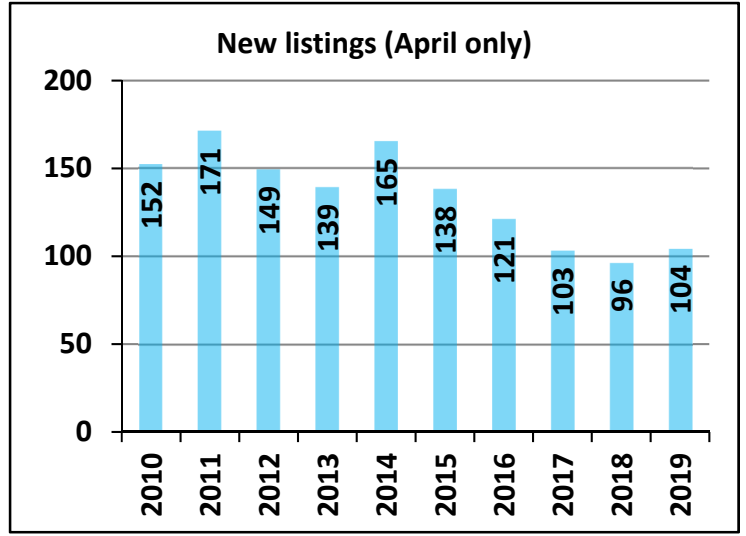
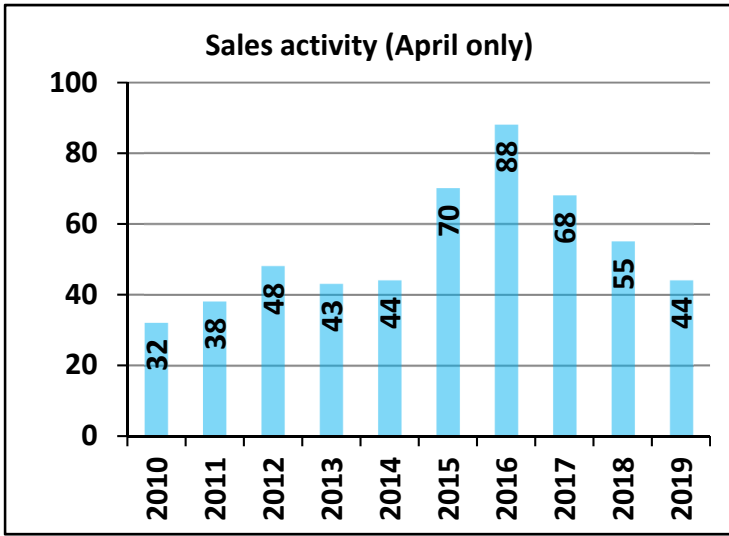
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

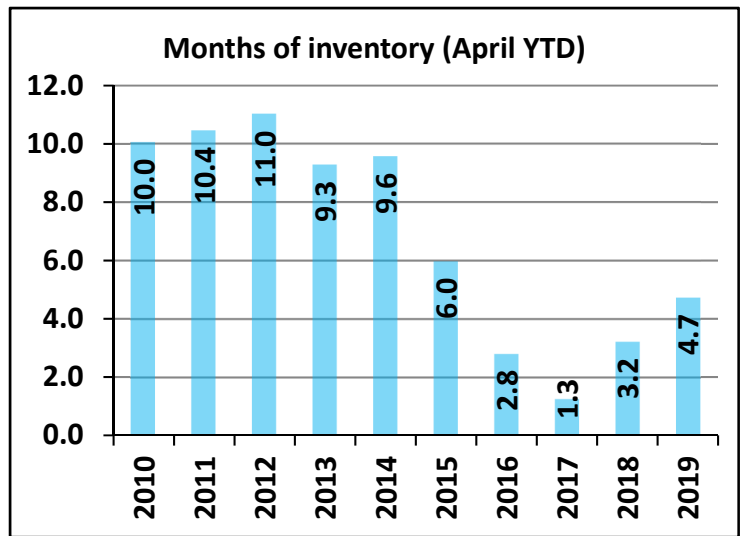
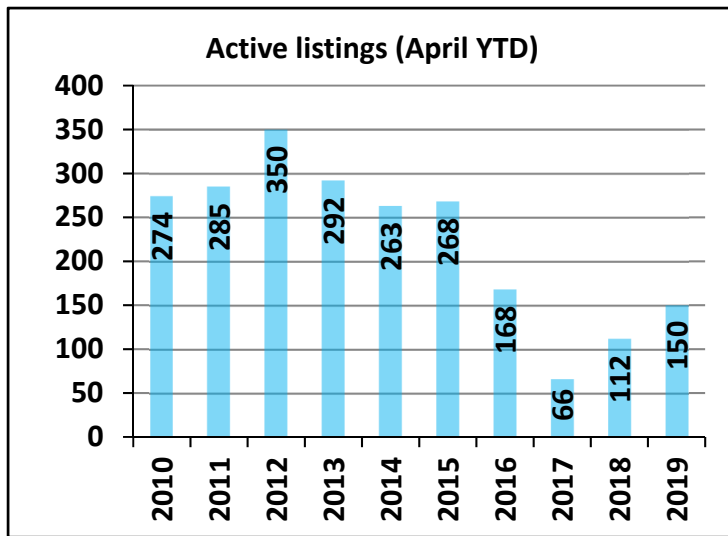
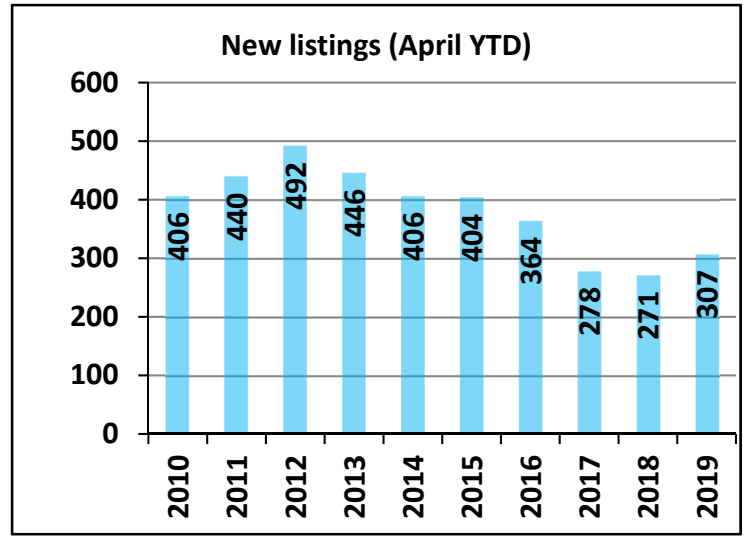
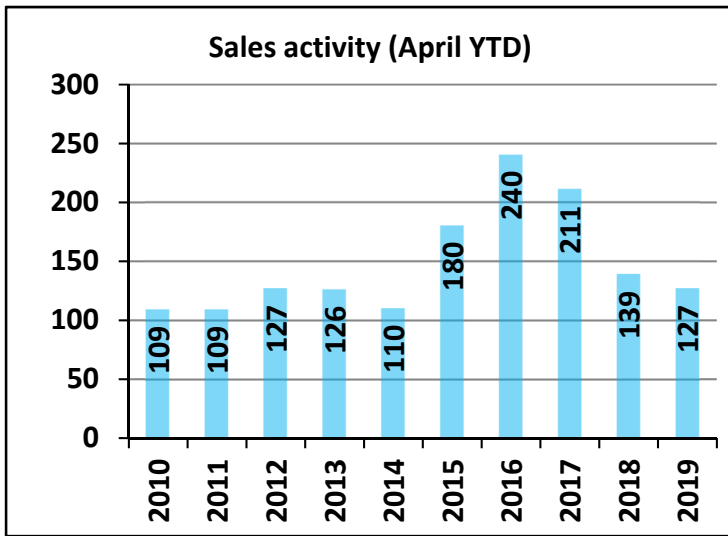
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018	April 2017	April 2016	April 2014	April 2012	April 2009
Sales Activity	44	-20.0	-35.3	-50.0	0.0	-8.3	10.0
Dollar Volume	\$20,387,700	-14.1	-32.5	-27.9	64.9	67.2	95.4
New Listings	104	8.3	1.0	-14.0	-37.0	-30.2	-10.3
Active Listings	193	33.1	114.4	-1.5	-43.6	-55.7	-40.8
Sales to New Listings Ratio¹	42.3	57.3	66.0	72.7	26.7	32.2	34.5
Months of Inventory²	4.4	2.6	1.3	2.2	7.8	9.1	8.2
Average Price	\$463,357	7.4	4.4	44.3	64.9	82.4	77.6

Year-to-date	April 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2018 YTD	April 2017 YTD	April 2016 YTD	April 2014 YTD	April 2012 YTD	April 2009 YTD
Sales Activity	127	-8.6	-39.8	-47.1	15.5	0.0	42.7
Dollar Volume	\$56,989,000	-1.7	-32.6	-25.6	88.2	76.4	165.2
New Listings	307	13.3	10.4	-15.7	-24.4	-37.6	-14.0
Active Listings³	150	33.9	127.3	-10.7	-43.0	-57.1	-45.5
Sales to New Listings Ratio⁴	41.4	51.3	75.9	65.9	27.1	25.8	24.9
Months of Inventory⁵	4.7	3.2	1.3	2.8	9.6	11.0	12.3
Average Price	\$448,732	7.6	12.0	40.7	63.0	76.4	85.8

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