



Western District

Residential Market Activity

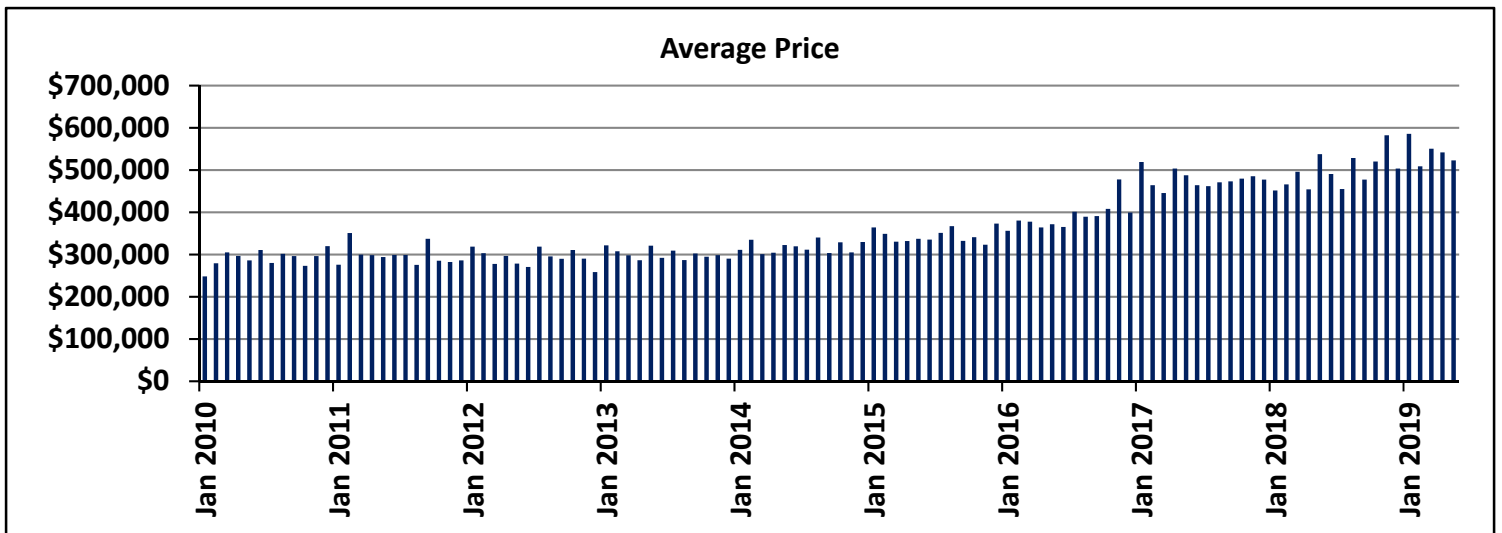
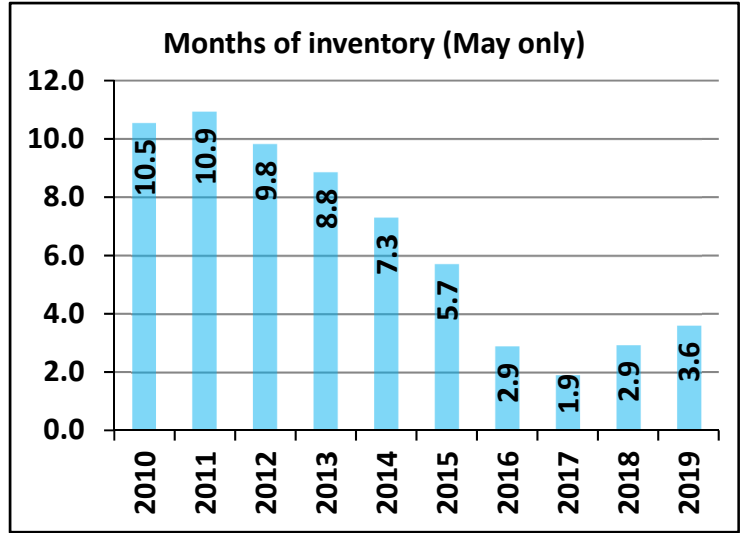
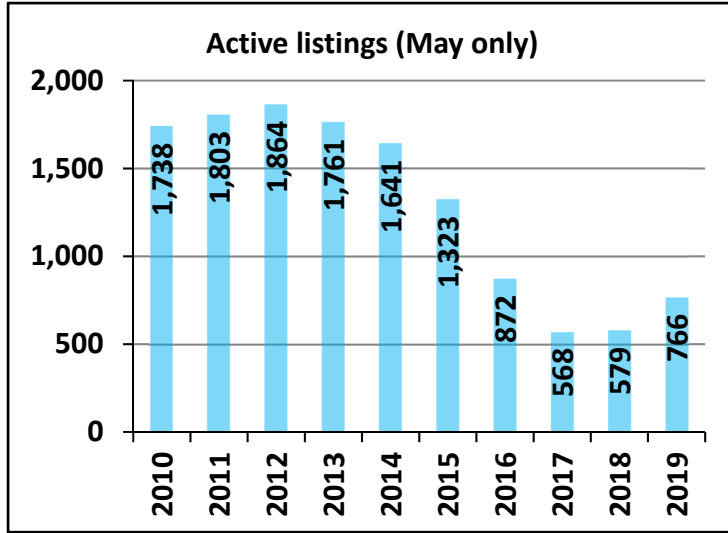
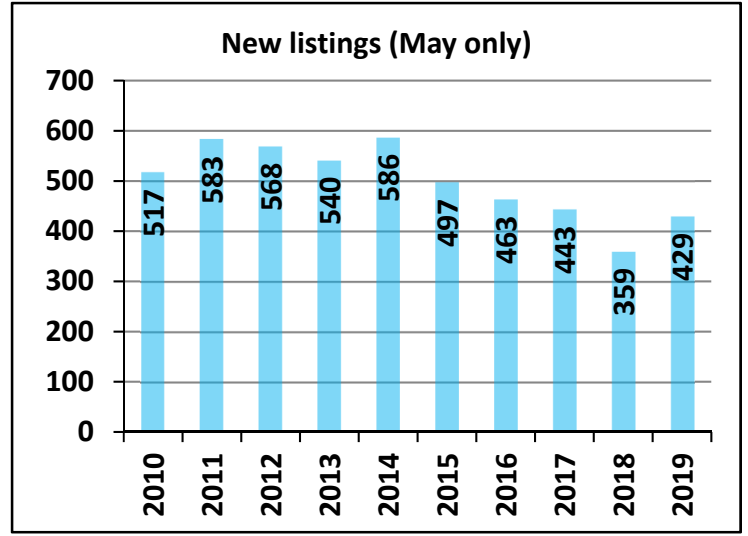
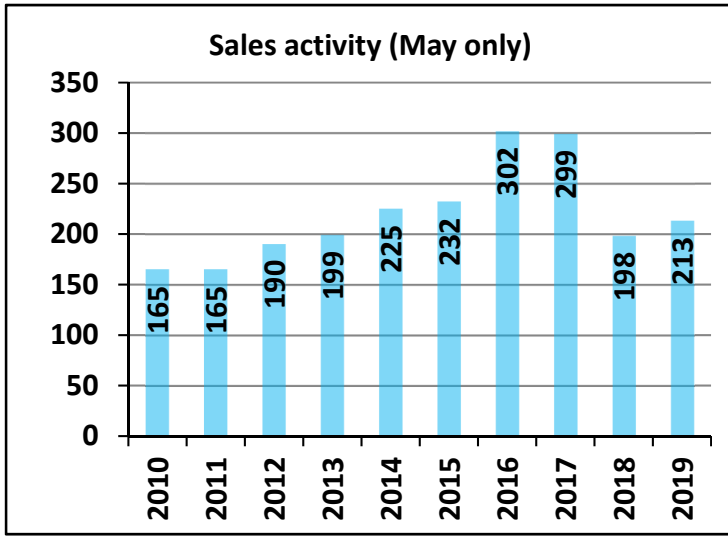
May 2019



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

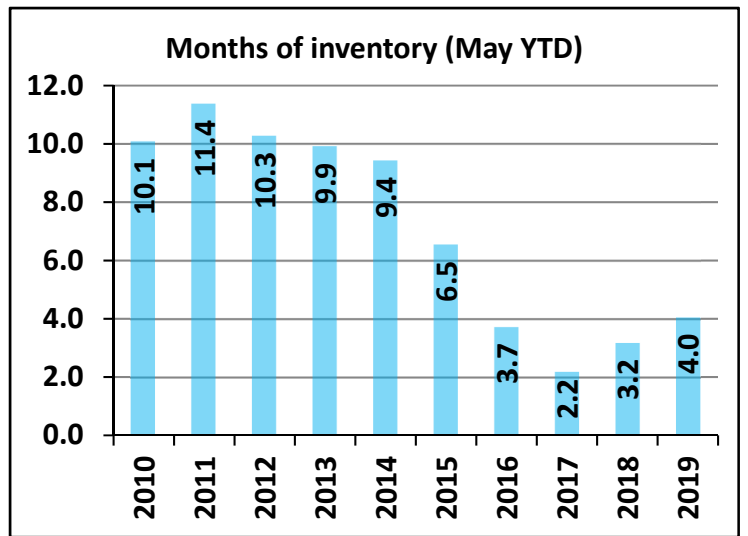
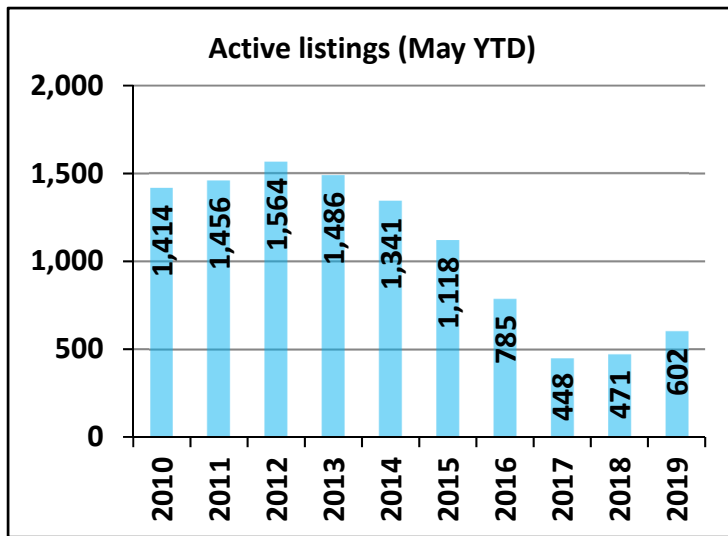
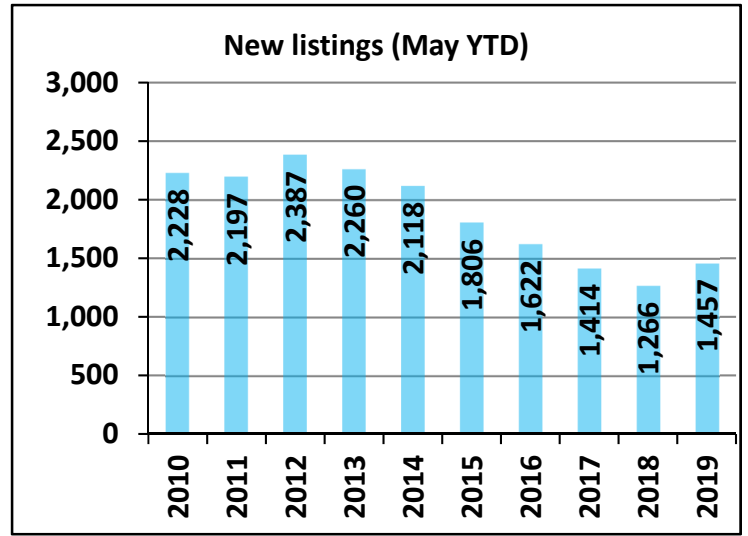
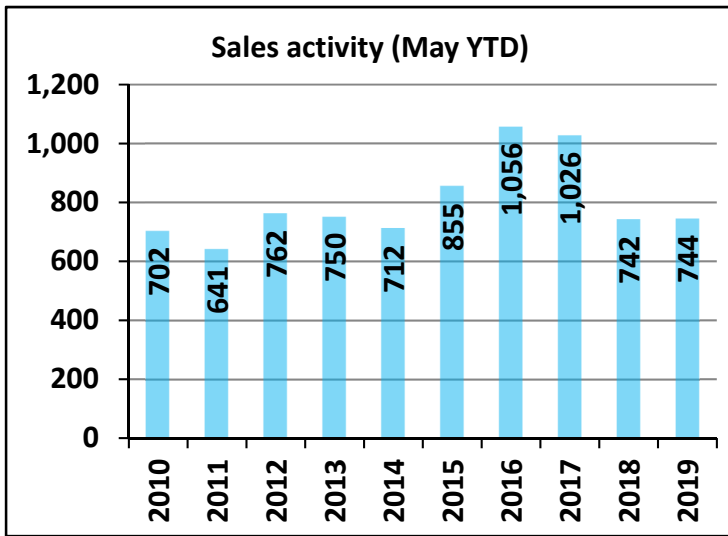
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 213 | 7.6 | -28.8 | -29.5 | -5.3 | 12.1 | 43.0 |
| Dollar Volume | \$111,312,407 | 4.6 | -23.7 | -0.8 | 53.5 | 110.6 | 185.1 |
| New Listings | 429 | 19.5 | -3.2 | -7.3 | -26.8 | -24.5 | -0.9 |
| Active Listings | 766 | 32.3 | 34.9 | -12.2 | -53.3 | -58.9 | -49.3 |
| Sales to New Listings Ratio¹ | 49.7 | 55.2 | 67.5 | 65.2 | 38.4 | 33.5 | 34.4 |
| Months of Inventory² | 3.6 | 2.9 | 1.9 | 2.9 | 7.3 | 9.8 | 10.1 |
| Average Price | \$522,593 | -2.8 | 7.2 | 40.6 | 62.1 | 87.8 | 99.5 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 744 | 0.3 | -27.5 | -29.5 | 4.5 | -2.4 | 51.5 |
| Dollar Volume | \$400,383,340 | 10.9 | -18.9 | 2.3 | 79.0 | 80.2 | 216.0 |
| New Listings | 1,457 | 15.1 | 3.0 | -10.2 | -31.2 | -39.0 | -19.0 |
| Active Listings³ | 602 | 27.8 | 34.4 | -23.3 | -55.1 | -61.5 | -55.2 |
| Sales to New Listings Ratio⁴ | 51.1 | 58.6 | 72.6 | 65.1 | 33.6 | 31.9 | 27.3 |
| Months of Inventory⁵ | 4.0 | 3.2 | 2.2 | 3.7 | 9.4 | 10.3 | 13.7 |
| Average Price | \$538,150 | 10.6 | 11.9 | 45.2 | 71.3 | 84.6 | 108.5 |

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

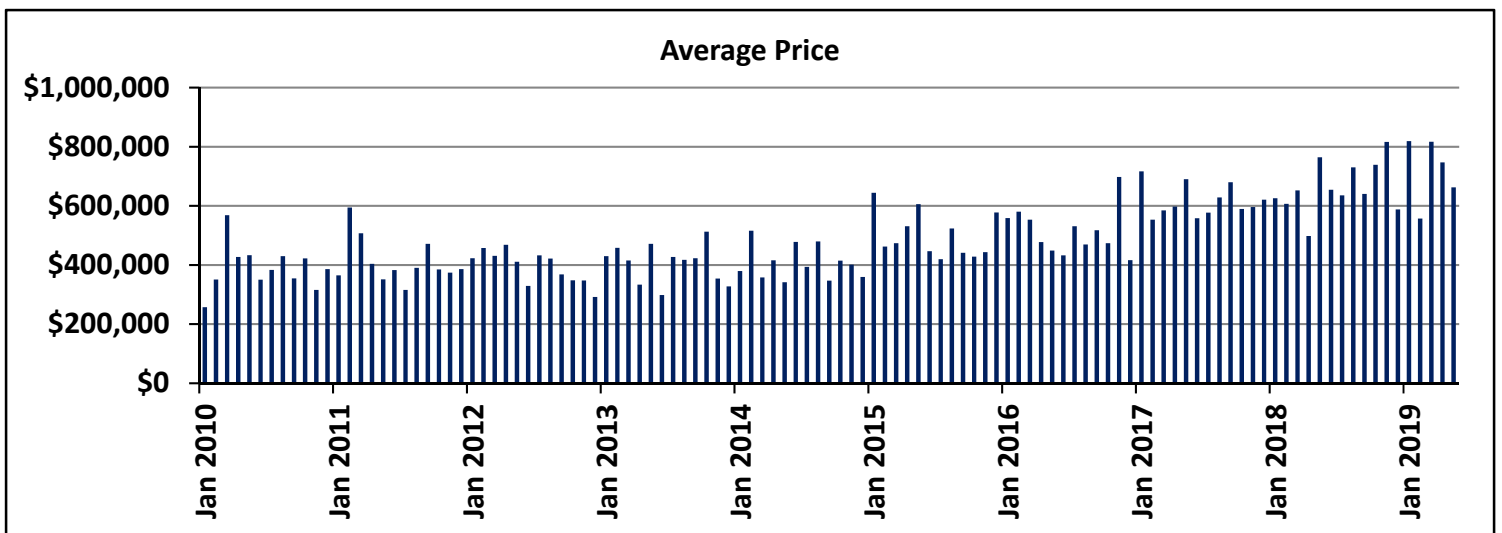
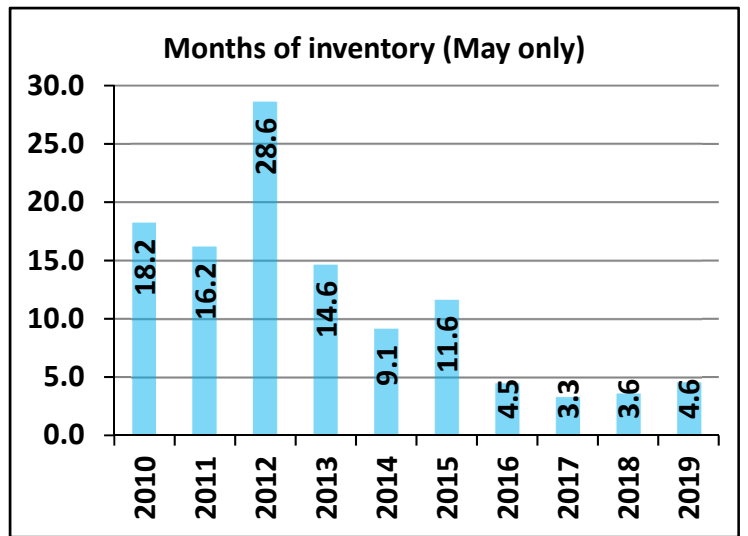
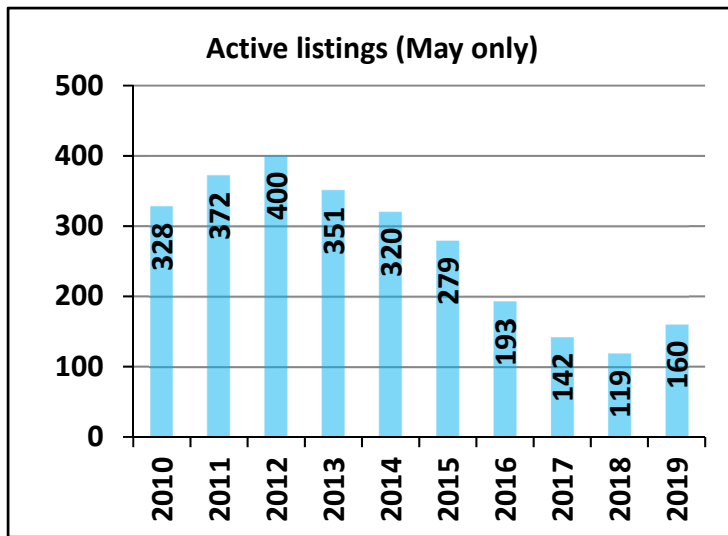
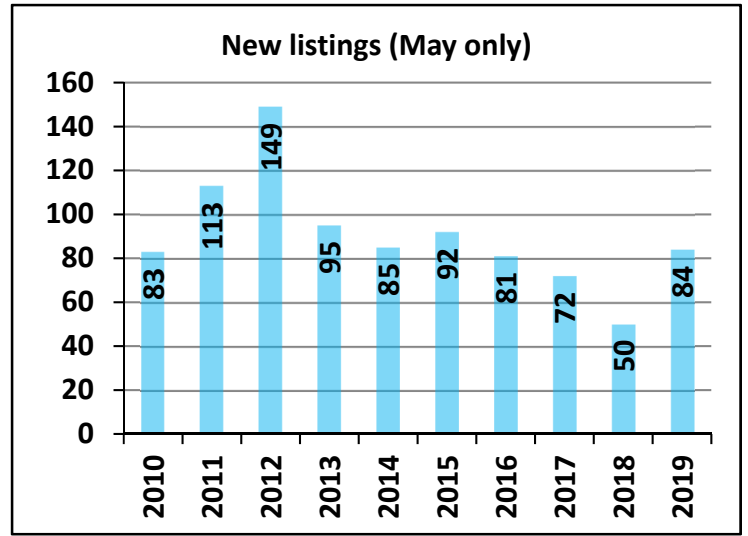
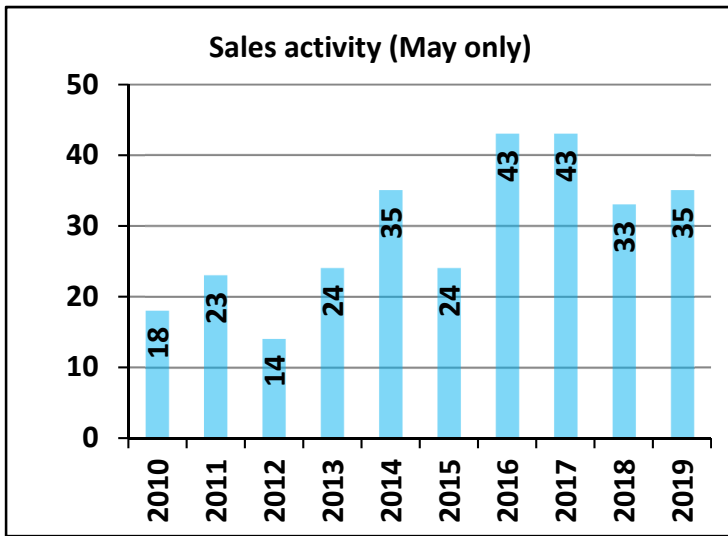
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

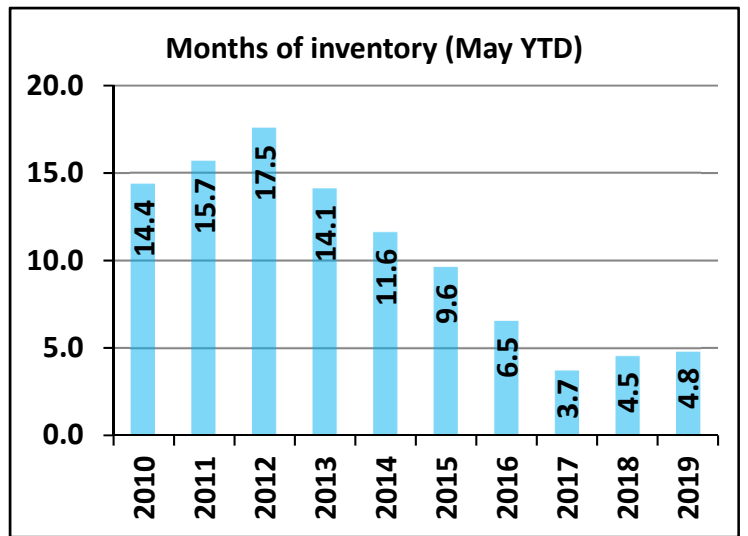
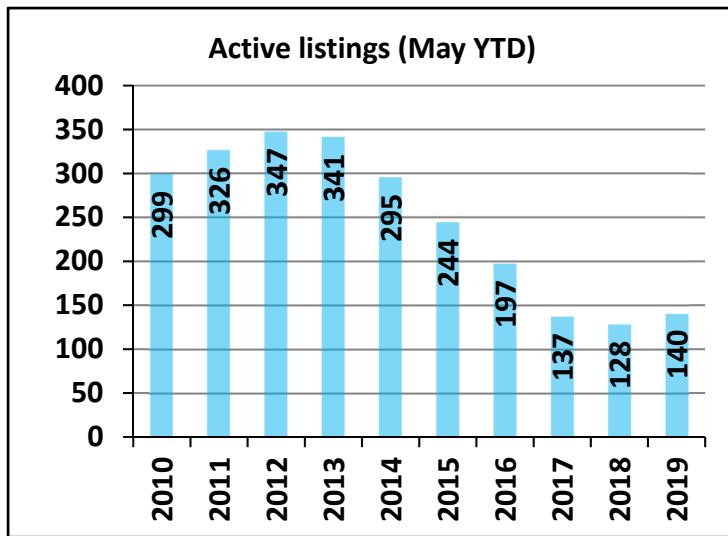
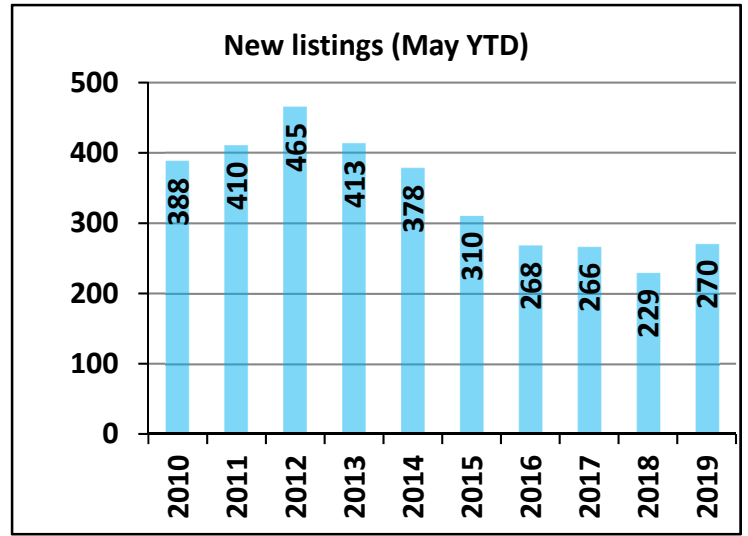
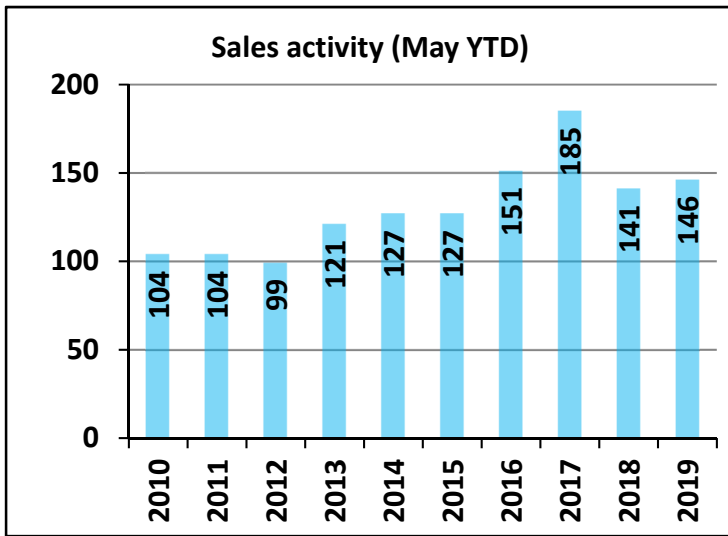
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 35 | 6.1 | -18.6 | -18.6 | 0.0 | 150.0 | 84.2 |
| Dollar Volume | \$23,185,637 | -8.1 | -21.9 | 20.2 | 93.9 | 303.4 | 219.7 |
| New Listings | 84 | 68.0 | 16.7 | 3.7 | -1.2 | -43.6 | 15.1 |
| Active Listings | 160 | 34.5 | 12.7 | -17.1 | -50.0 | -60.0 | -48.1 |
| Sales to New Listings Ratio¹ | 41.7 | 66.0 | 59.7 | 53.1 | 41.2 | 9.4 | 26.0 |
| Months of Inventory² | 4.6 | 3.6 | 3.3 | 4.5 | 9.1 | 28.6 | 16.2 |
| Average Price | \$662,447 | -13.3 | -4.0 | 47.7 | 93.9 | 61.4 | 73.5 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|----------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 146 | 3.5 | -21.1 | -3.3 | 15.0 | 47.5 | 97.3 |
| Dollar Volume | \$104,761,676 | 17.0 | -9.2 | 35.9 | 109.5 | 139.8 | 283.5 |
| New Listings | 270 | 17.9 | 1.5 | 0.7 | -28.6 | -41.9 | -20.1 |
| Active Listings³ | 140 | 9.4 | 2.2 | -28.9 | -52.5 | -59.7 | -53.9 |
| Sales to New Listings Ratio⁴ | 54.1 | 61.6 | 69.5 | 56.3 | 33.6 | 21.3 | 21.9 |
| Months of Inventory⁵ | 4.8 | 4.5 | 3.7 | 6.5 | 11.6 | 17.5 | 20.5 |
| Average Price | \$717,546 | 13.0 | 15.1 | 40.6 | 82.2 | 62.6 | 94.4 |

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

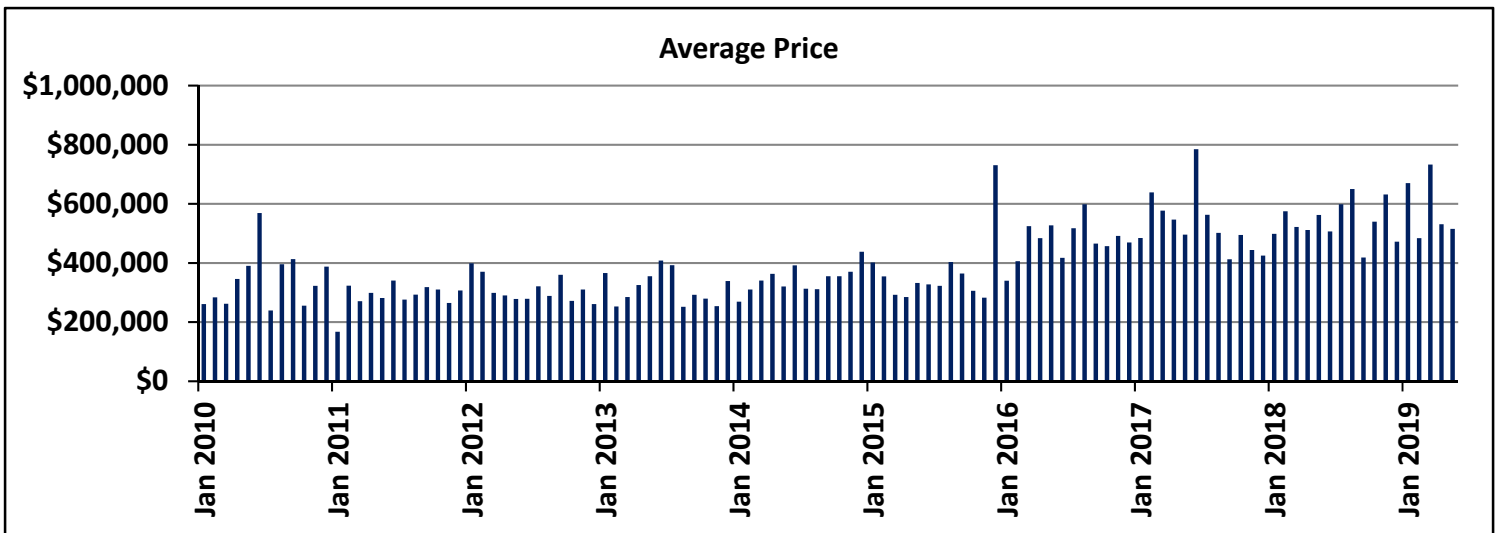
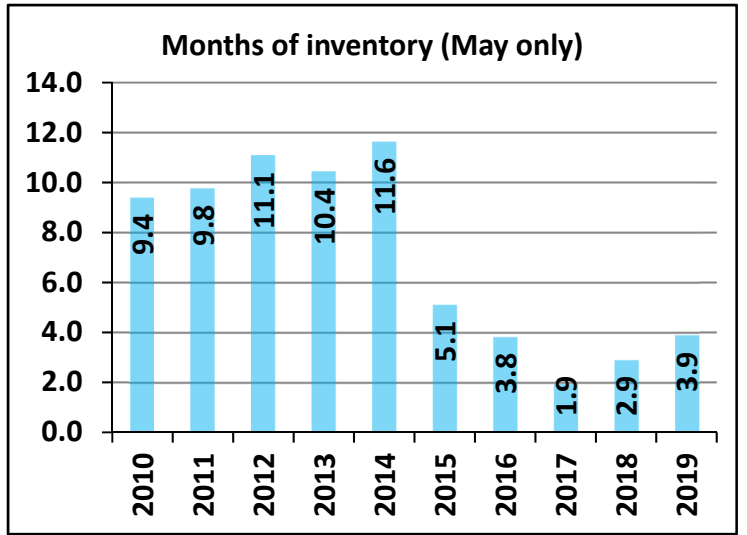
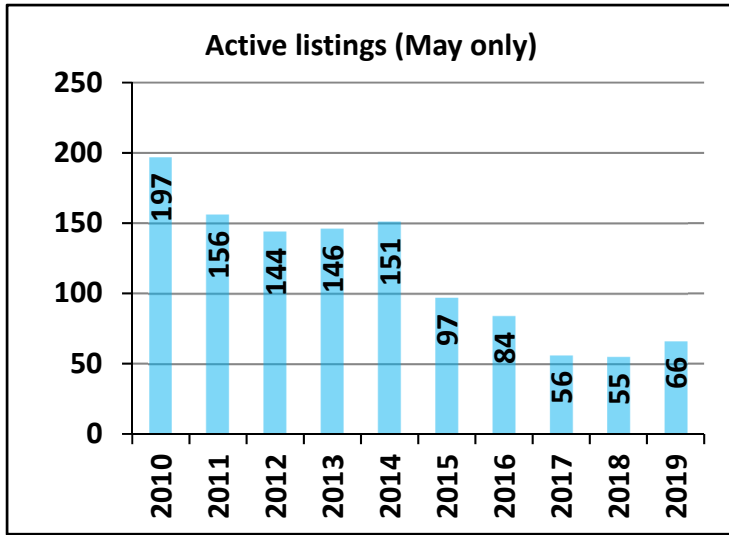
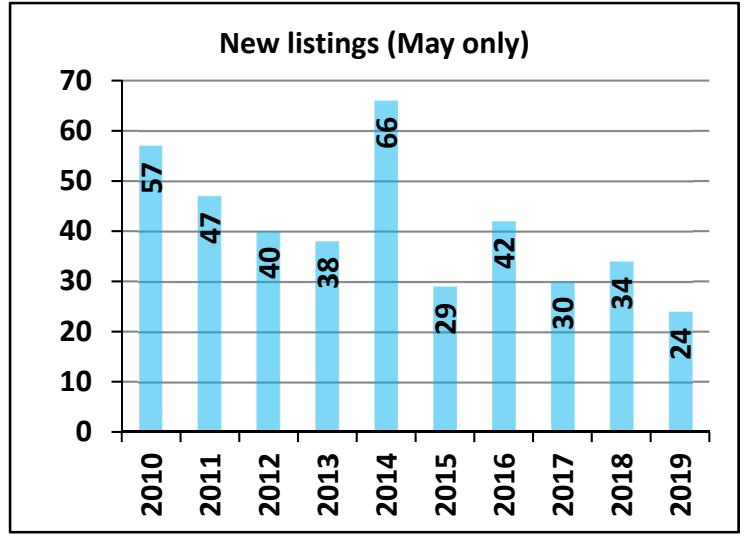
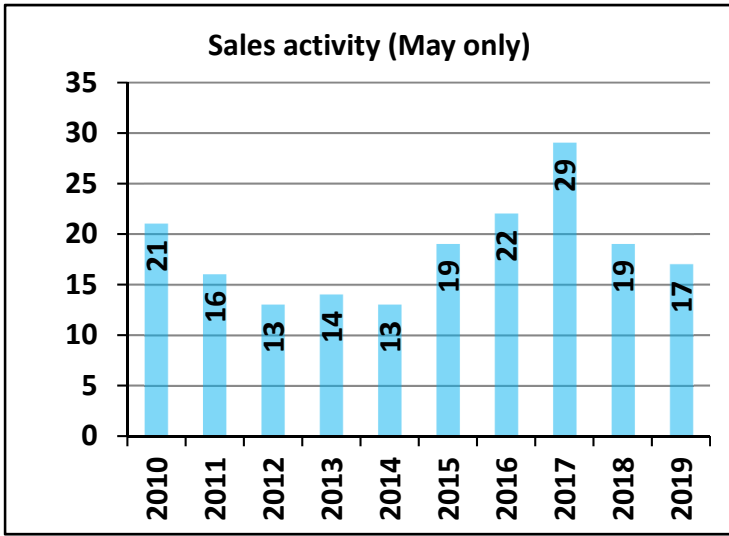
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

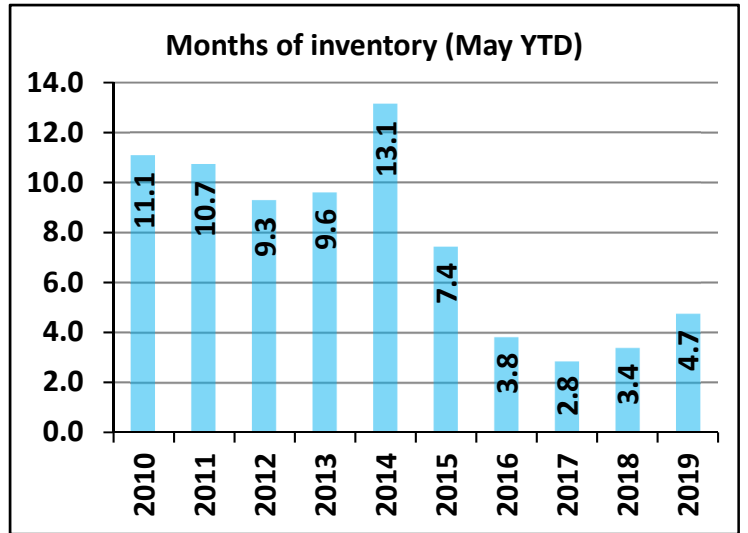
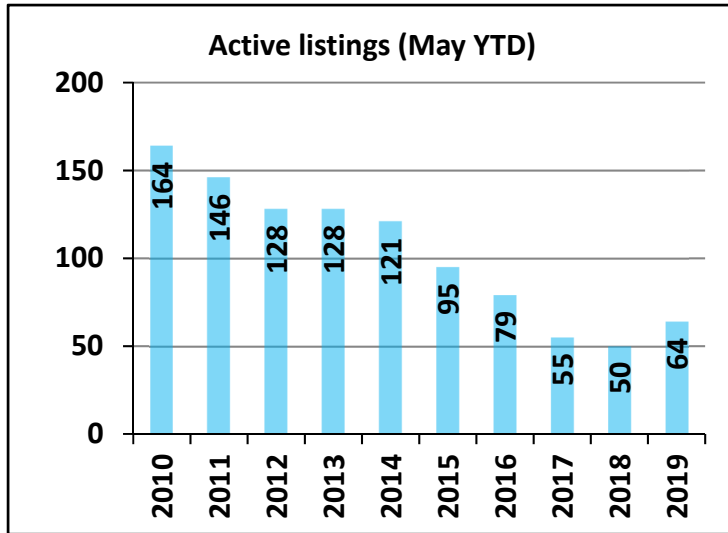
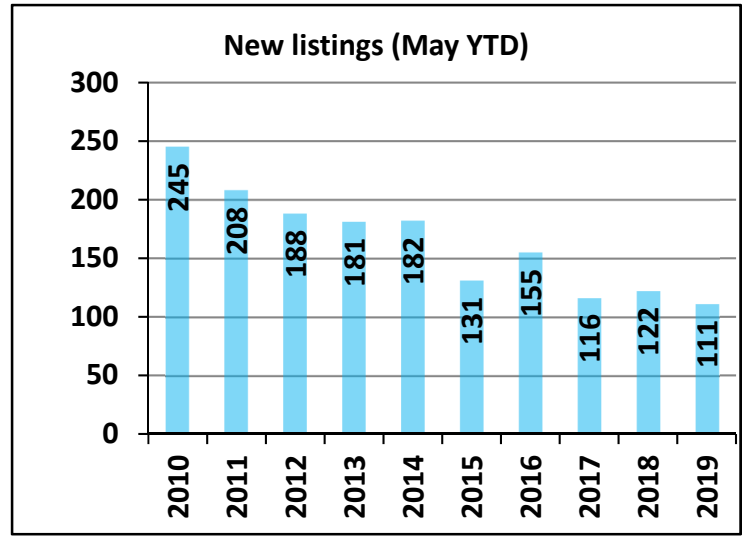
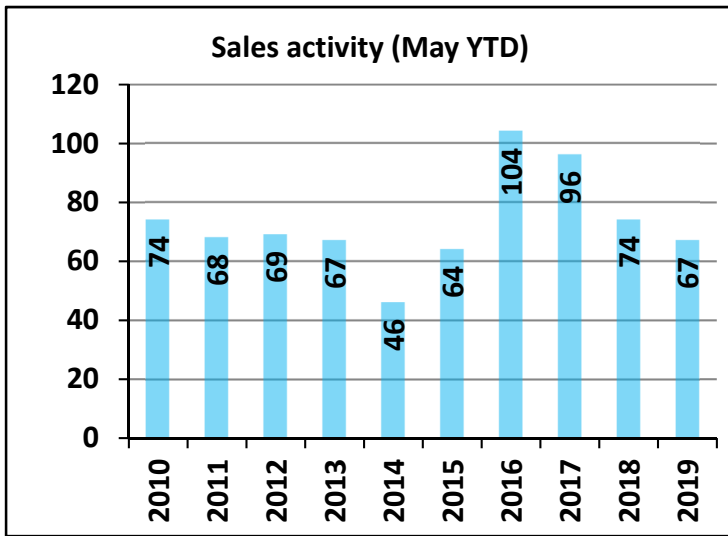
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|-------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 17 | -10.5 | -41.4 | -22.7 | 30.8 | 30.8 | 0.0 |
| Dollar Volume | \$8,757,400 | -18.1 | -39.1 | -24.5 | 110.3 | 142.3 | 116.3 |
| New Listings | 24 | -29.4 | -20.0 | -42.9 | -63.6 | -40.0 | -52.0 |
| Active Listings | 66 | 20.0 | 17.9 | -21.4 | -56.3 | -54.2 | -62.1 |
| Sales to New Listings Ratio ¹ | 70.8 | 55.9 | 96.7 | 52.4 | 19.7 | 32.5 | 34.0 |
| Months of Inventory ² | 3.9 | 2.9 | 1.9 | 3.8 | 11.6 | 11.1 | 10.2 |
| Average Price | \$515,141 | -8.4 | 3.9 | -2.3 | 60.8 | 85.3 | 116.3 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 67 | -9.5 | -30.2 | -35.6 | 45.7 | -2.9 | 48.9 |
| Dollar Volume | \$38,999,975 | -1.3 | -25.7 | -22.0 | 157.1 | 76.9 | 265.4 |
| New Listings | 111 | -9.0 | -4.3 | -28.4 | -39.0 | -41.0 | -43.7 |
| Active Listings ³ | 64 | 28.0 | 16.4 | -19.0 | -47.1 | -50.0 | -54.9 |
| Sales to New Listings Ratio ⁴ | 60.4 | 60.7 | 82.8 | 67.1 | 25.3 | 36.7 | 22.8 |
| Months of Inventory ⁵ | 4.7 | 3.4 | 2.8 | 3.8 | 13.1 | 9.3 | 15.8 |
| Average Price | \$582,089 | 9.0 | 6.5 | 21.1 | 76.5 | 82.2 | 145.4 |

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

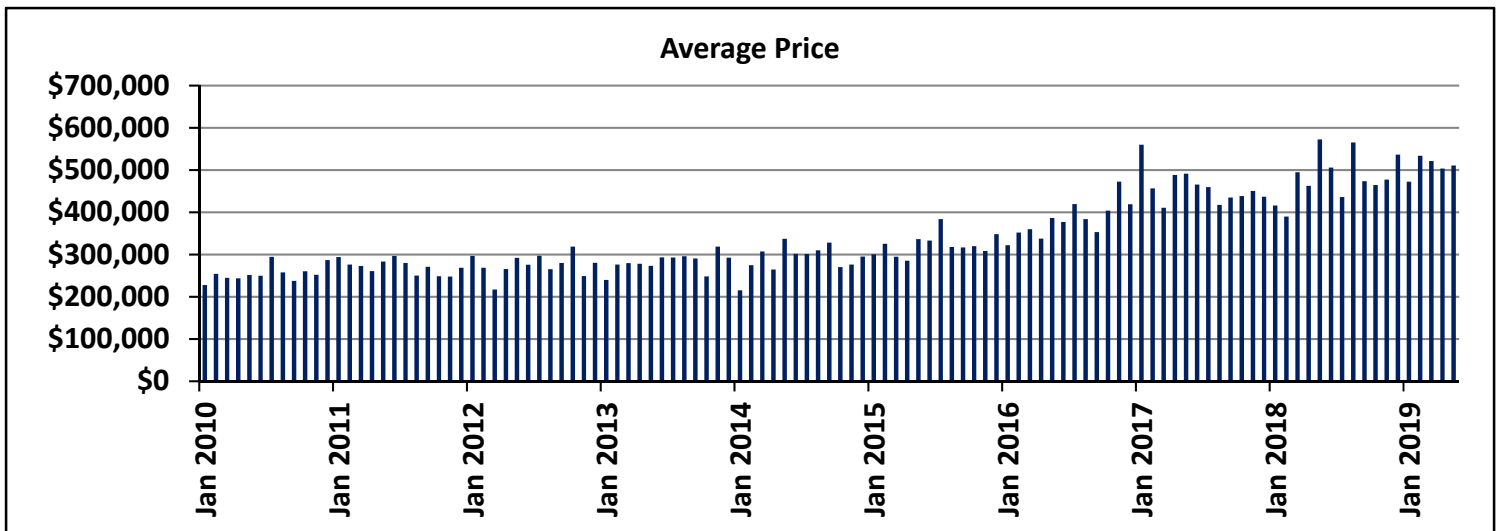
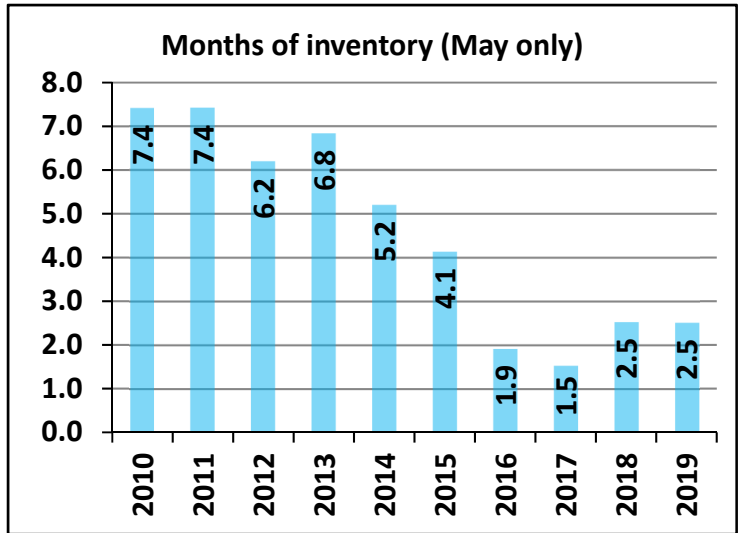
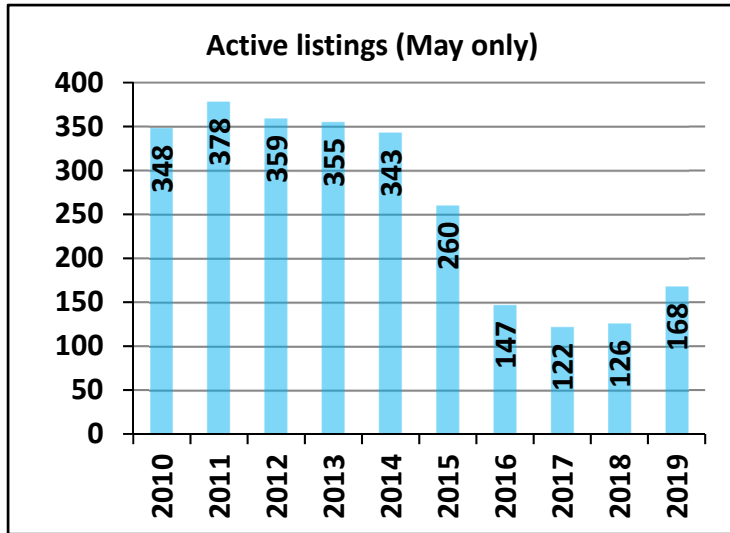
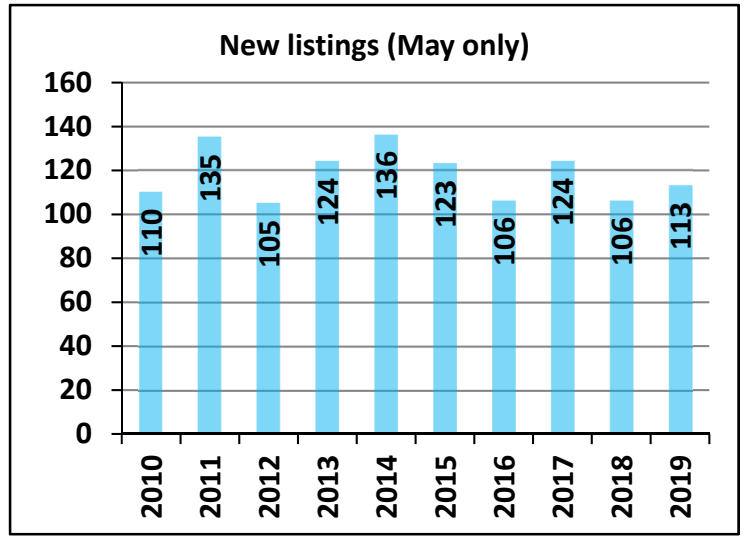
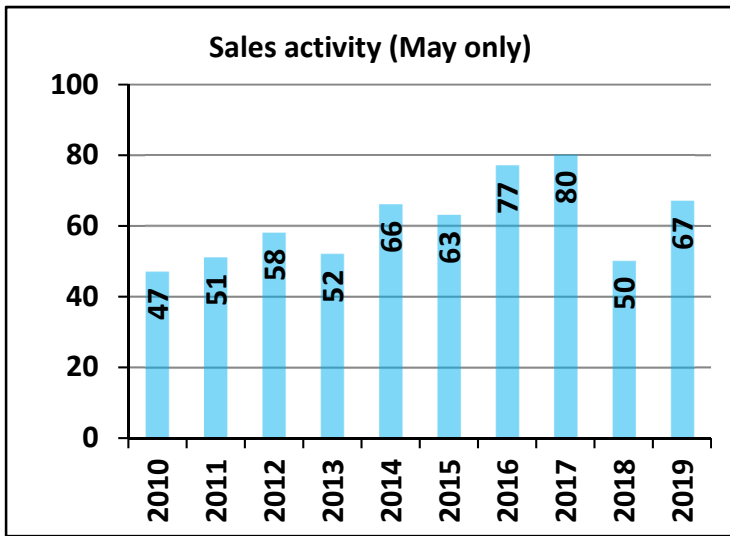
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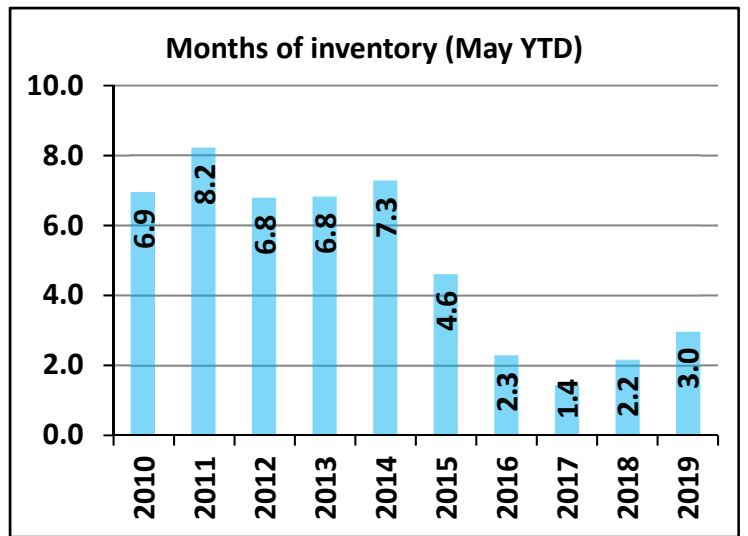
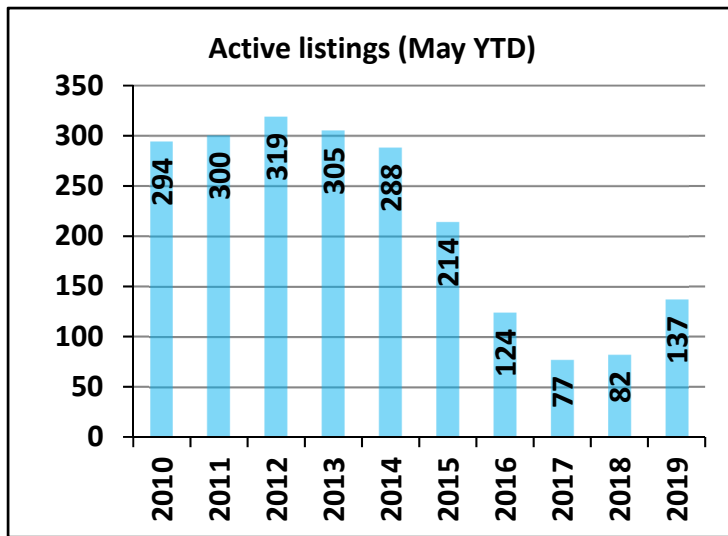
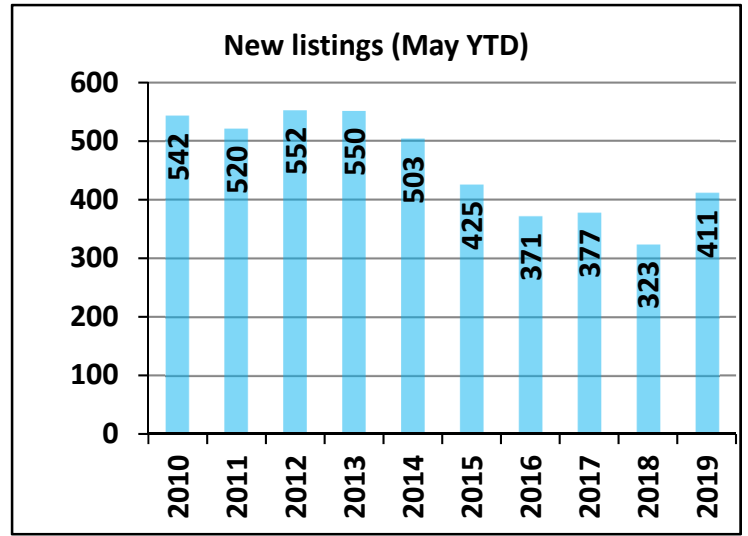
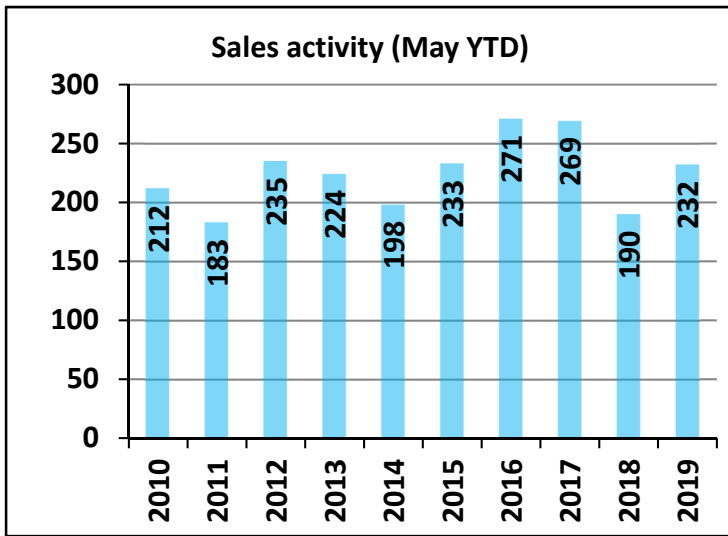
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 67 | 34.0 | -16.3 | -13.0 | 1.5 | 15.5 | 52.3 |
| Dollar Volume | \$34,214,750 | 19.5 | -12.9 | 15.1 | 53.8 | 102.1 | 246.3 |
| New Listings | 113 | 6.6 | -8.9 | 6.6 | -16.9 | 7.6 | 5.6 |
| Active Listings | 168 | 33.3 | 37.7 | 14.3 | -51.0 | -53.2 | -45.1 |
| Sales to New Listings Ratio¹ | 59.3 | 47.2 | 64.5 | 72.6 | 48.5 | 55.2 | 41.1 |
| Months of Inventory² | 2.5 | 2.5 | 1.5 | 1.9 | 5.2 | 6.2 | 7.0 |
| Average Price | \$510,668 | -10.8 | 4.0 | 32.2 | 51.5 | 74.9 | 127.4 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|----------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 232 | 22.1 | -13.8 | -14.4 | 17.2 | -1.3 | 53.6 |
| Dollar Volume | \$118,634,169 | 29.8 | -6.7 | 23.2 | 105.4 | 88.6 | 246.0 |
| New Listings | 411 | 27.2 | 9.0 | 10.8 | -18.3 | -25.5 | -5.5 |
| Active Listings³ | 137 | 67.1 | 77.9 | 10.5 | -52.4 | -57.1 | -51.8 |
| Sales to New Listings Ratio⁴ | 56.4 | 58.8 | 71.4 | 73.0 | 39.4 | 42.6 | 34.7 |
| Months of Inventory⁵ | 3.0 | 2.2 | 1.4 | 2.3 | 7.3 | 6.8 | 9.4 |
| Average Price | \$511,354 | 6.3 | 8.2 | 43.9 | 75.3 | 91.1 | 125.2 |

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

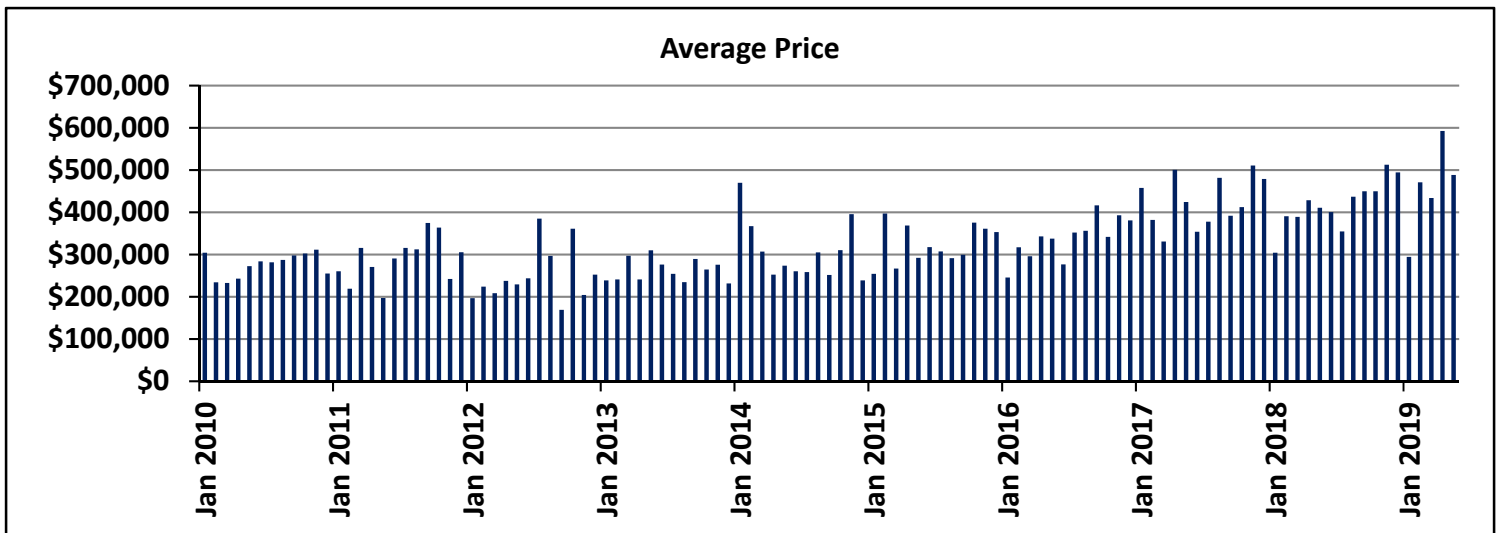
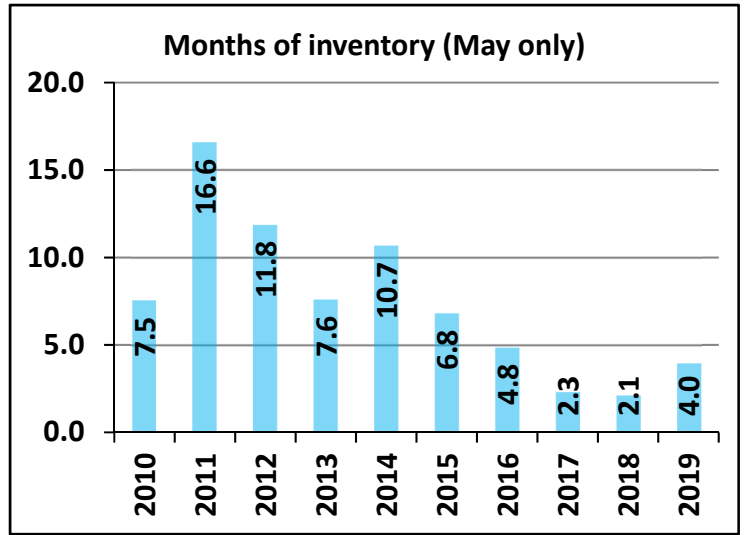
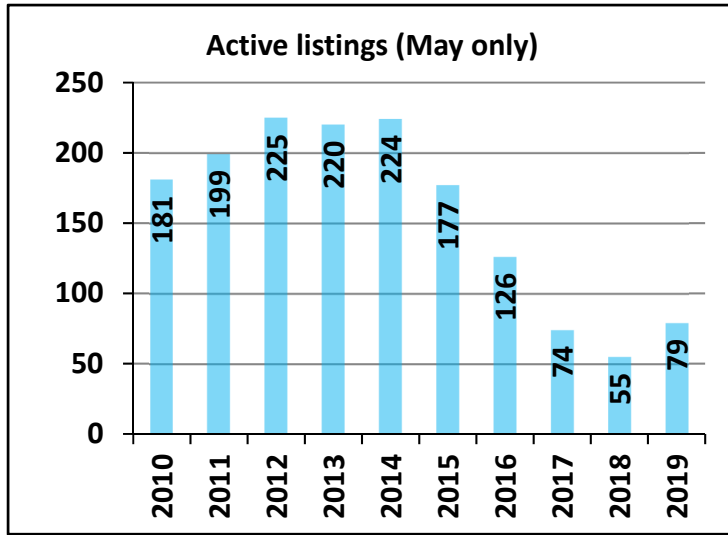
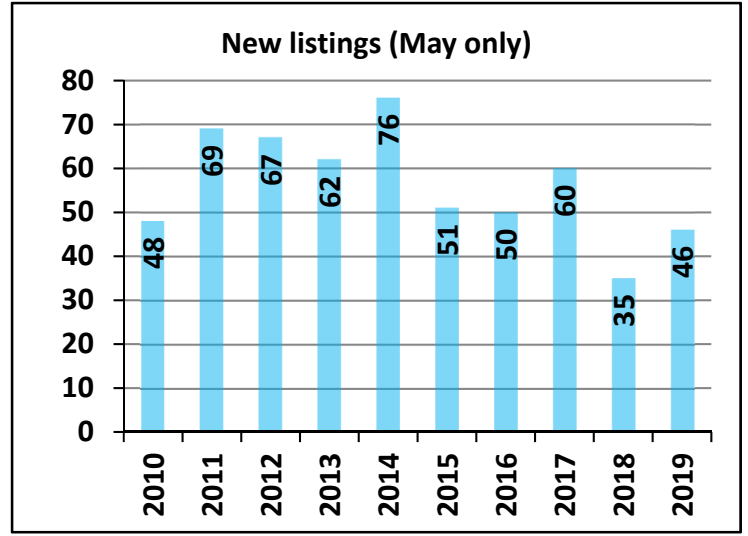
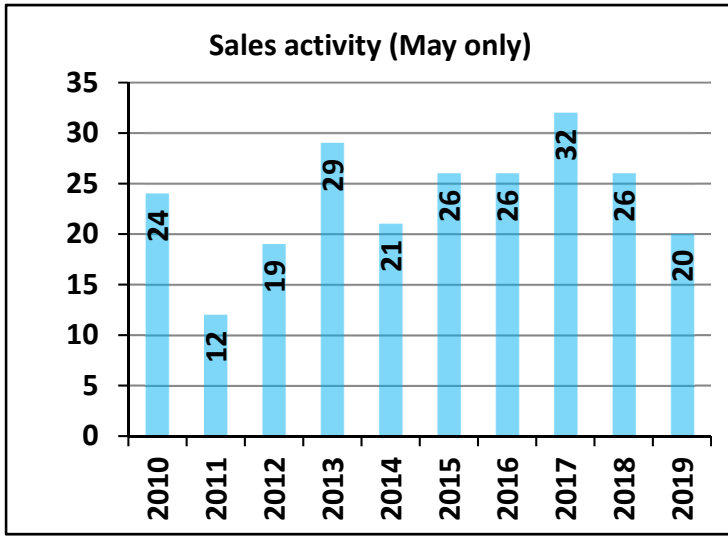
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⁵ Average active listings from January to current month / average sales from January to current month

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

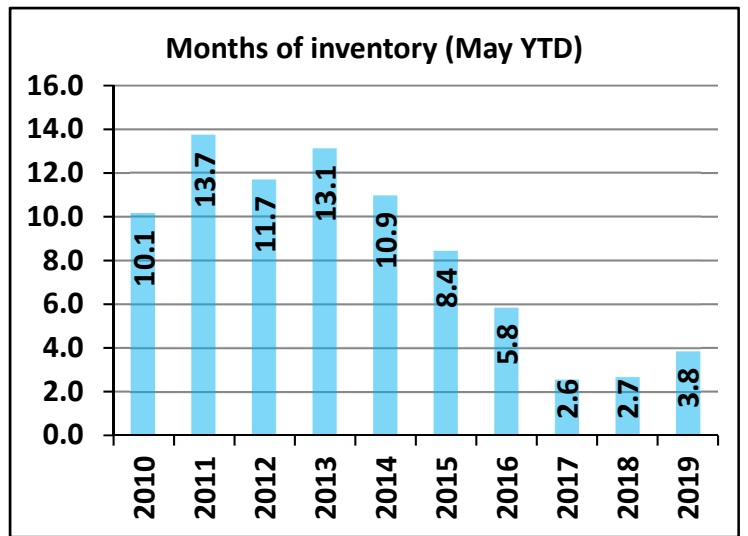
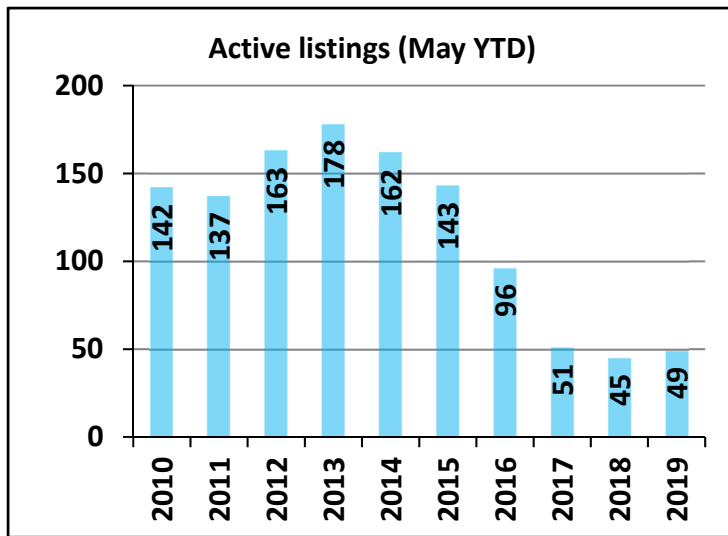
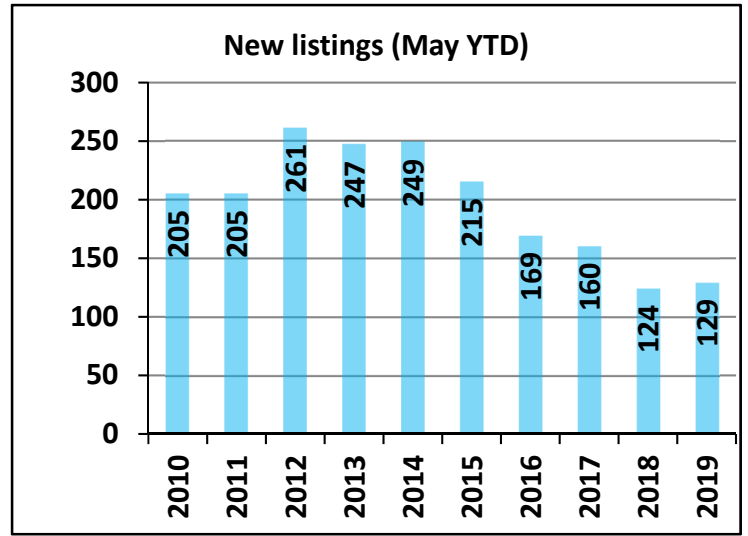
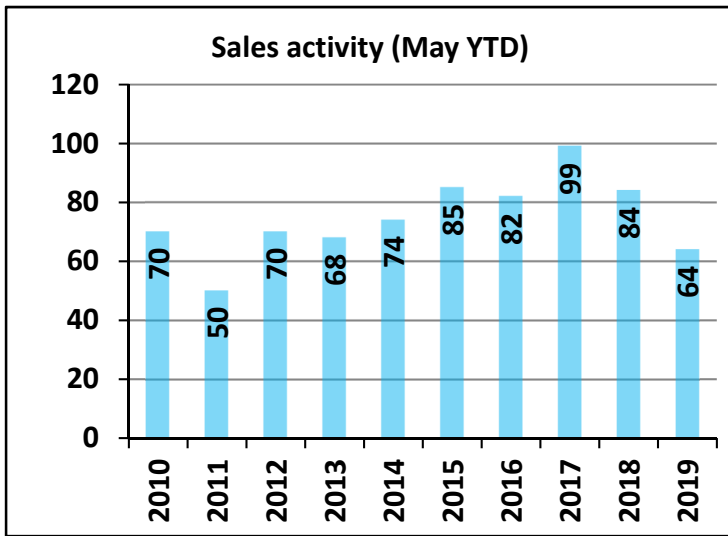
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|--------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 20 | -23.1 | -37.5 | -23.1 | -4.8 | 5.3 | -9.1 |
| Dollar Volume | \$9,763,429 | -8.6 | -28.1 | 11.3 | 70.1 | 124.2 | 87.8 |
| New Listings | 46 | 31.4 | -23.3 | -8.0 | -39.5 | -31.3 | -17.9 |
| Active Listings | 79 | 43.6 | 6.8 | -37.3 | -64.7 | -64.9 | -56.1 |
| Sales to New Listings Ratio¹ | 43.5 | 74.3 | 53.3 | 52.0 | 27.6 | 28.4 | 39.3 |
| Months of Inventory² | 4.0 | 2.1 | 2.3 | 4.8 | 10.7 | 11.8 | 8.2 |
| Average Price | \$488,171 | 18.9 | 15.1 | 44.7 | 78.6 | 113.0 | 106.6 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 64 | -23.8 | -35.4 | -22.0 | -13.5 | -8.6 | 45.5 |
| Dollar Volume | \$30,955,329 | -7.5 | -24.3 | 17.7 | 42.1 | 94.4 | 186.0 |
| New Listings | 129 | 4.0 | -19.4 | -23.7 | -48.2 | -50.6 | -32.8 |
| Active Listings³ | 49 | 8.9 | -3.9 | -49.0 | -69.8 | -69.9 | -64.2 |
| Sales to New Listings Ratio⁴ | 49.6 | 67.7 | 61.9 | 48.5 | 29.7 | 26.8 | 22.9 |
| Months of Inventory⁵ | 3.8 | 2.7 | 2.6 | 5.8 | 10.9 | 11.7 | 15.5 |
| Average Price | \$483,677 | 21.4 | 17.1 | 50.7 | 64.3 | 112.6 | 96.6 |

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

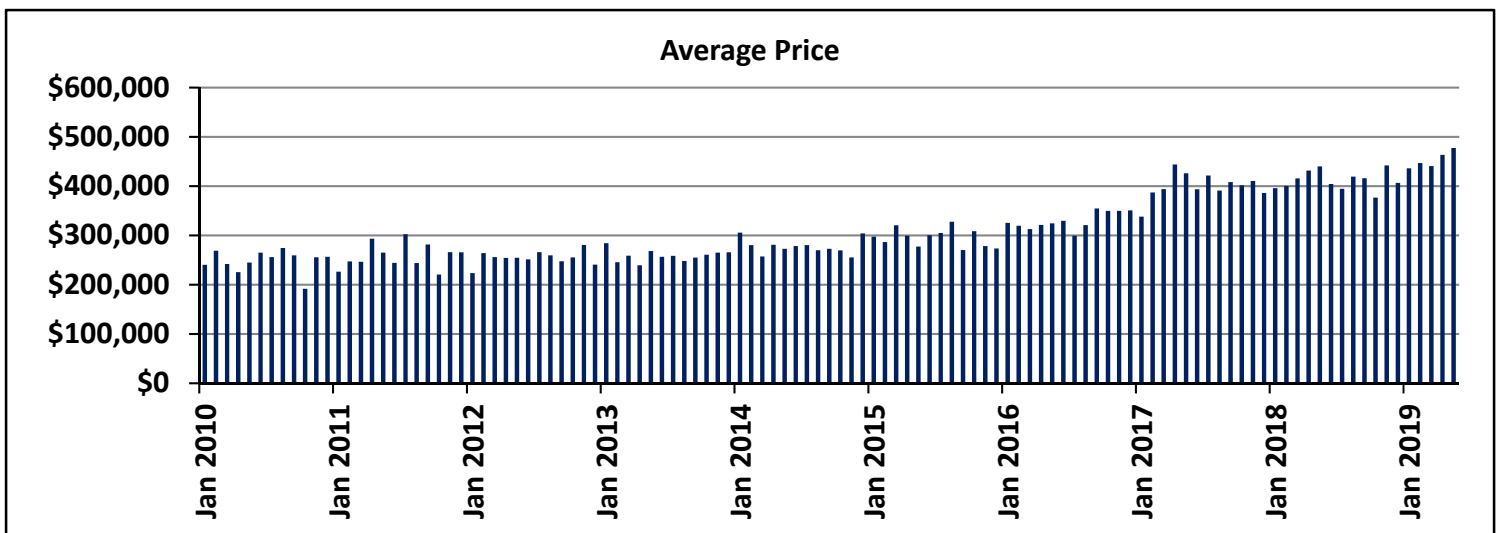
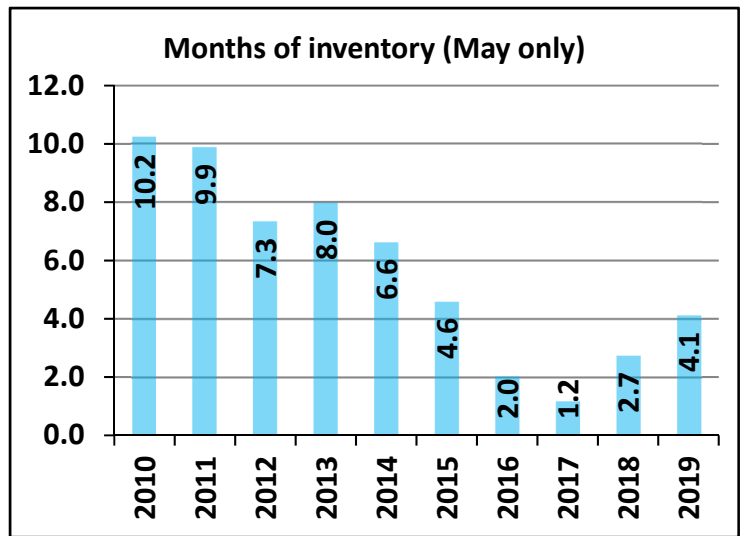
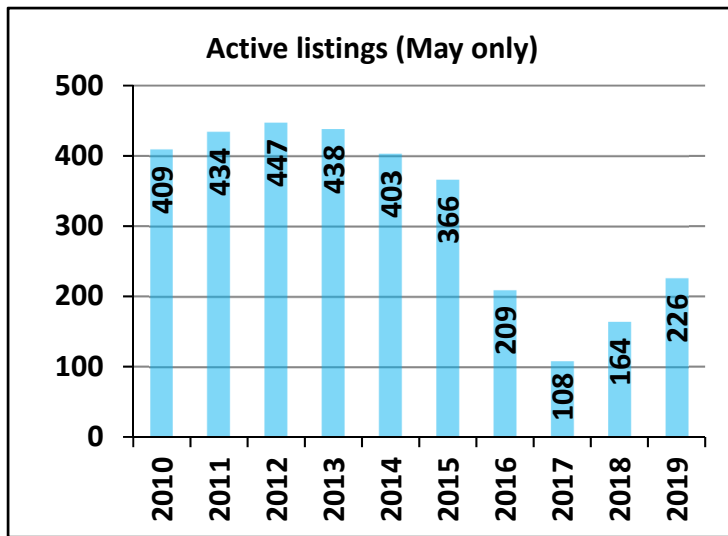
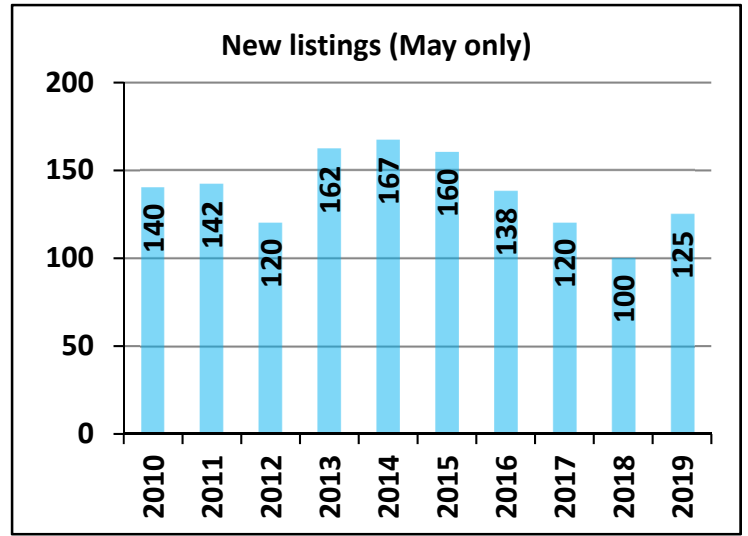
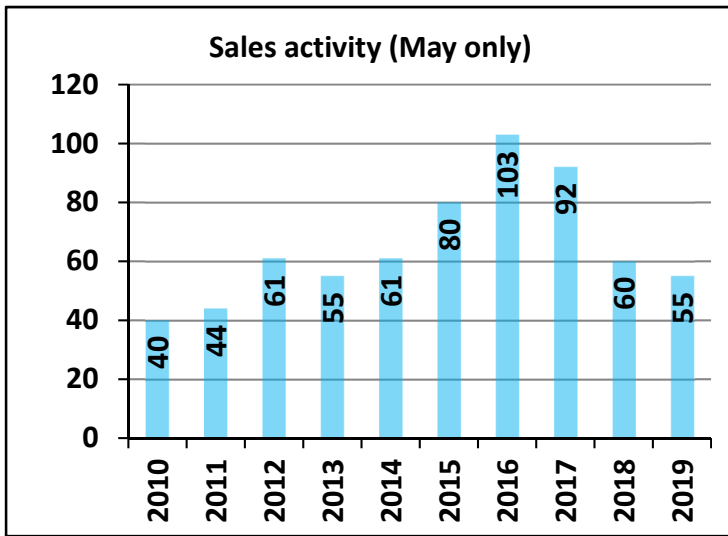
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

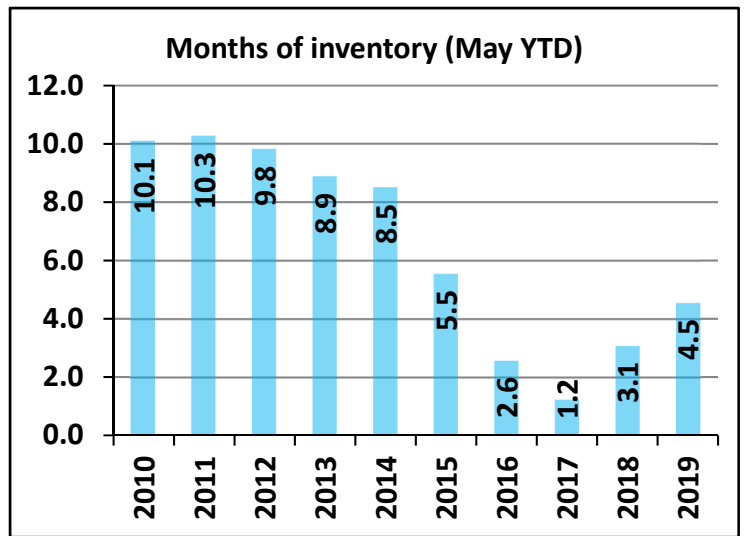
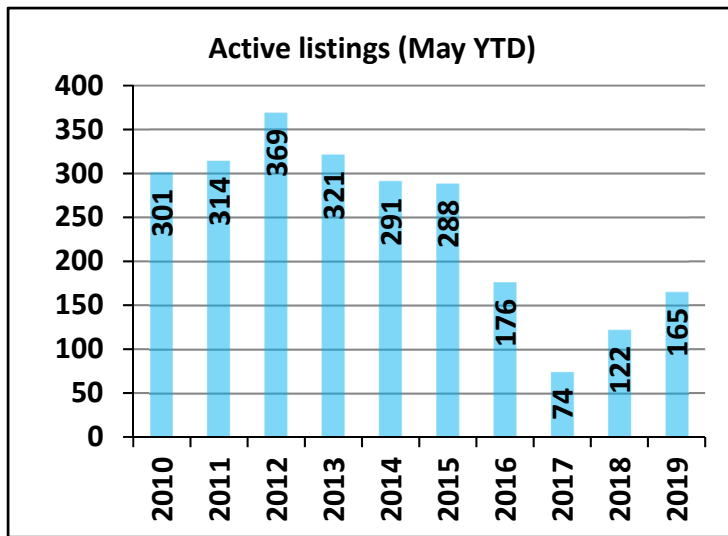
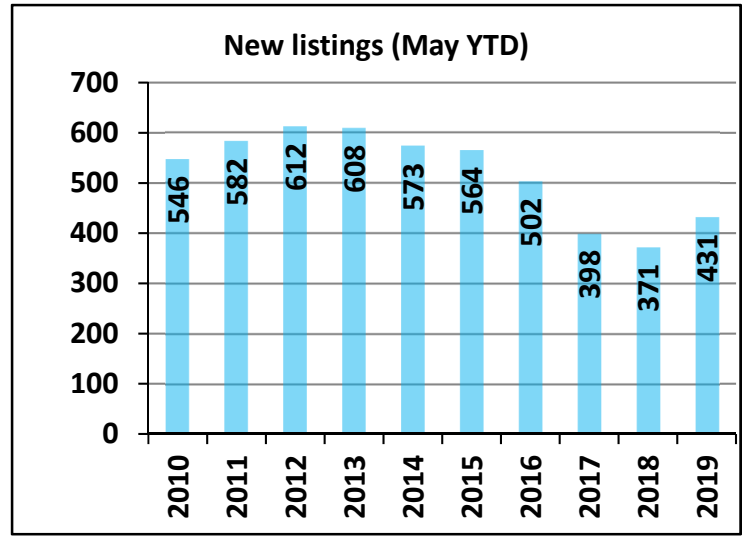
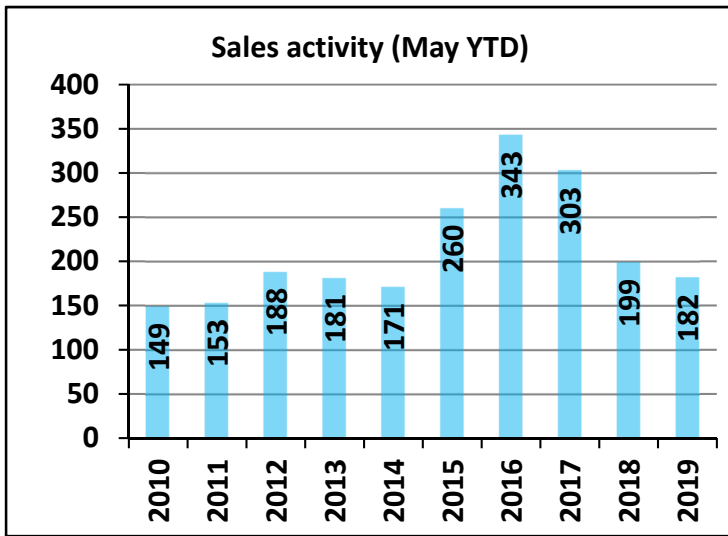
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

| Actual | May 2019 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 | May 2017 | May 2016 | May 2014 | May 2012 | May 2009 |
| Sales Activity | 55 | -8.3 | -40.2 | -46.6 | -9.8 | -9.8 | 34.1 |
| Dollar Volume | \$26,258,401 | -0.5 | -33.0 | -21.4 | 57.9 | 69.1 | 181.7 |
| New Listings | 125 | 25.0 | 4.2 | -9.4 | -25.1 | 4.2 | 9.6 |
| Active Listings | 226 | 37.8 | 109.3 | 8.1 | -43.9 | -49.4 | -35.1 |
| Sales to New Listings Ratio¹ | 44.0 | 60.0 | 76.7 | 74.6 | 36.5 | 50.8 | 36.0 |
| Months of Inventory² | 4.1 | 2.7 | 1.2 | 2.0 | 6.6 | 7.3 | 8.5 |
| Average Price | \$477,425 | 8.5 | 12.1 | 47.2 | 75.1 | 87.5 | 110.0 |

| Year-to-date | May 2019 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | May 2018 YTD | May 2017 YTD | May 2016 YTD | May 2014 YTD | May 2012 YTD | May 2009 YTD |
| Sales Activity | 182 | -8.5 | -39.9 | -46.9 | 6.4 | -3.2 | 40.0 |
| Dollar Volume | \$83,247,401 | -1.3 | -32.7 | -24.3 | 77.5 | 74.0 | 170.1 |
| New Listings | 431 | 16.2 | 8.3 | -14.1 | -24.8 | -29.6 | -8.5 |
| Active Listings³ | 165 | 35.2 | 123.0 | -6.3 | -43.3 | -55.3 | -42.9 |
| Sales to New Listings Ratio⁴ | 42.2 | 53.6 | 76.1 | 68.3 | 29.8 | 30.7 | 27.6 |
| Months of Inventory⁵ | 4.5 | 3.1 | 1.2 | 2.6 | 8.5 | 9.8 | 11.1 |
| Average Price | \$457,403 | 7.9 | 12.0 | 42.7 | 66.7 | 79.7 | 93.0 |

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