



Western District

Residential Market Activity

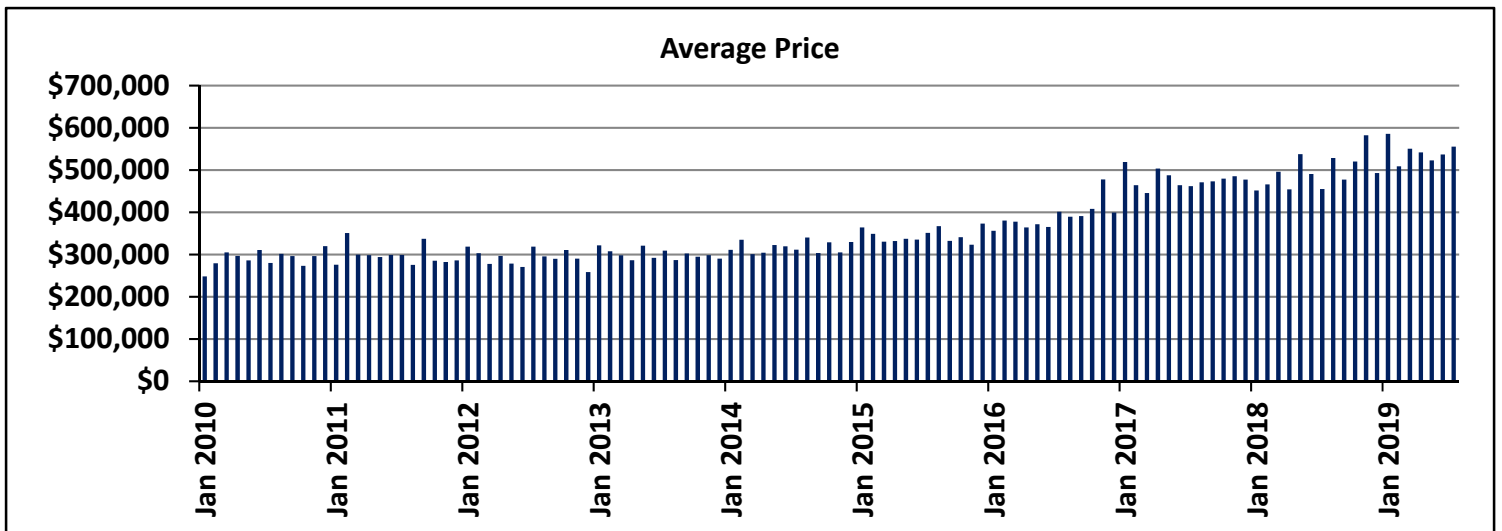
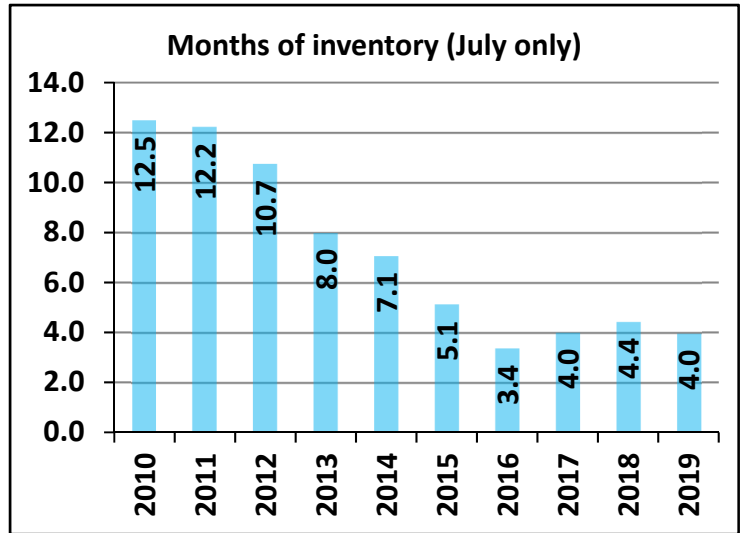
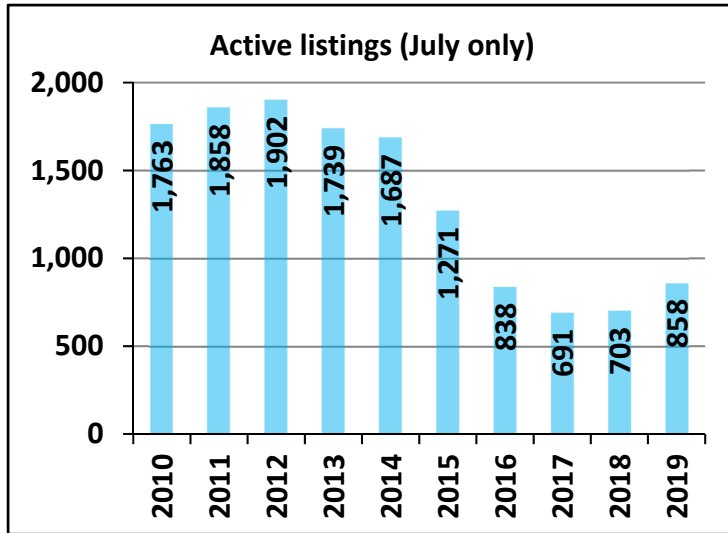
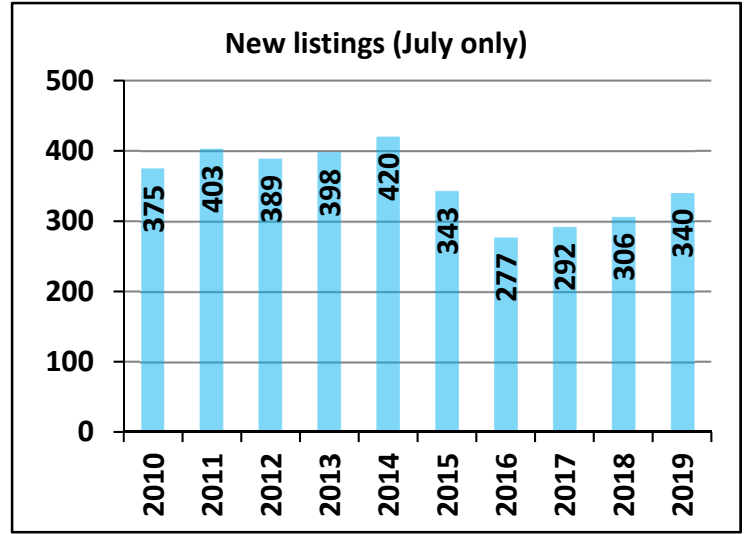
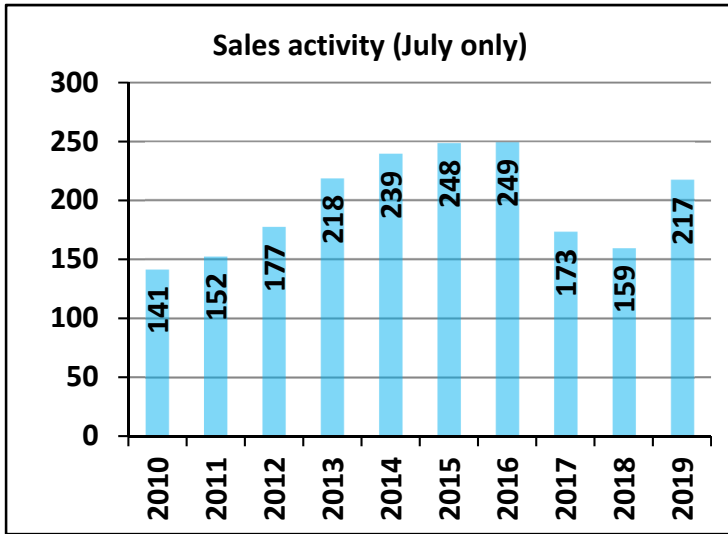
July 2019



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

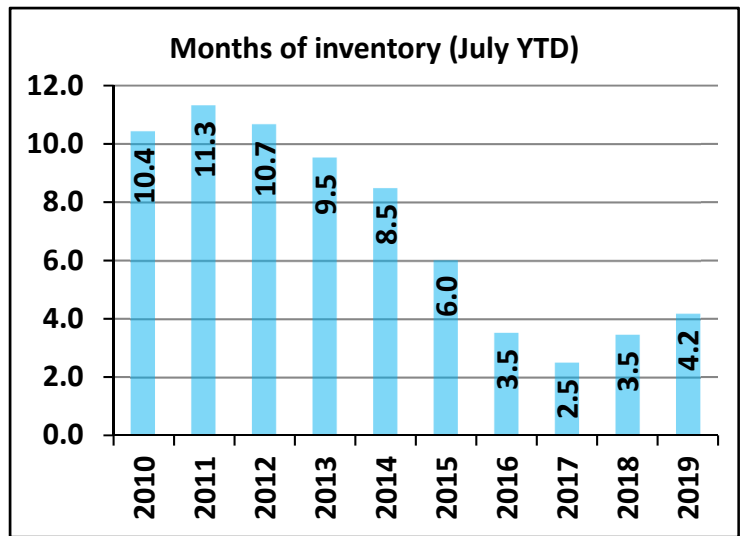
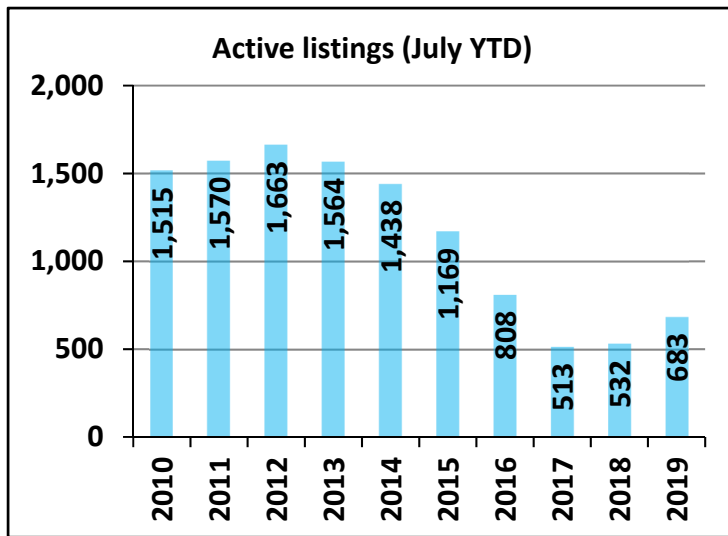
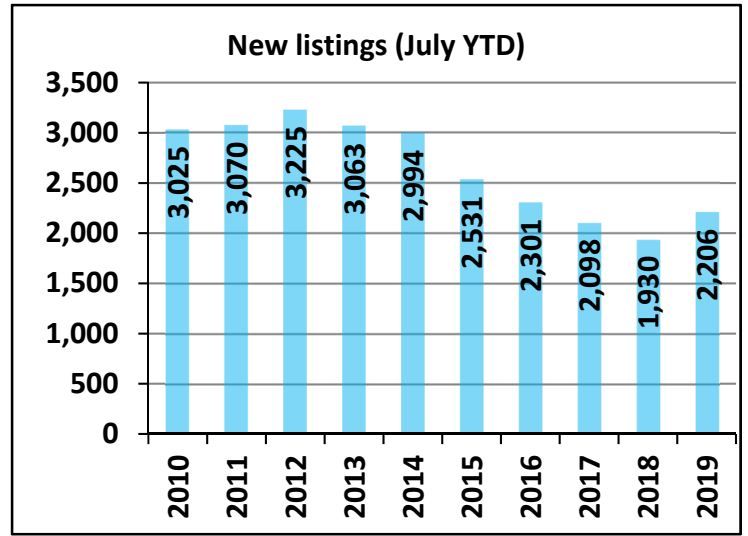
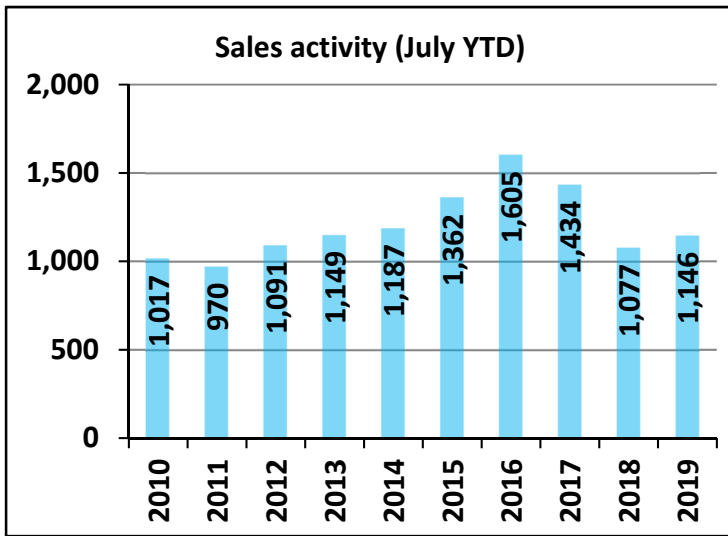
Western District

Residential Market Activity



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Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	217	36.5	25.4	-12.9	-9.2	22.6	16.0
Dollar Volume	\$120,470,025	66.5	50.8	20.6	62.0	113.8	122.9
New Listings	340	11.1	16.4	22.7	-19.0	-12.6	-15.0
Active Listings	858	22.0	24.2	2.4	-49.1	-54.9	-43.3
Sales to New Listings Ratio¹	63.8	52.0	59.2	89.9	56.9	45.5	46.8
Months of Inventory²	4.0	4.4	4.0	3.4	7.1	10.7	8.1
Average Price	\$555,161	22.0	20.2	38.3	78.4	74.4	92.1

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	1,146	6.4	-20.1	-28.6	-3.5	5.0	32.9
Dollar Volume	\$620,146,167	19.4	-9.1	3.2	66.0	94.0	171.8
New Listings	2,206	14.3	5.1	-4.1	-26.3	-31.6	-15.7
Active Listings³	683	28.4	33.1	-15.5	-52.5	-58.9	-51.0
Sales to New Listings Ratio⁴	51.9	55.8	68.4	69.8	39.6	33.8	33.0
Months of Inventory⁵	4.2	3.5	2.5	3.5	8.5	10.7	11.3
Average Price	\$541,140	12.2	13.7	44.5	72.0	84.7	104.4

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

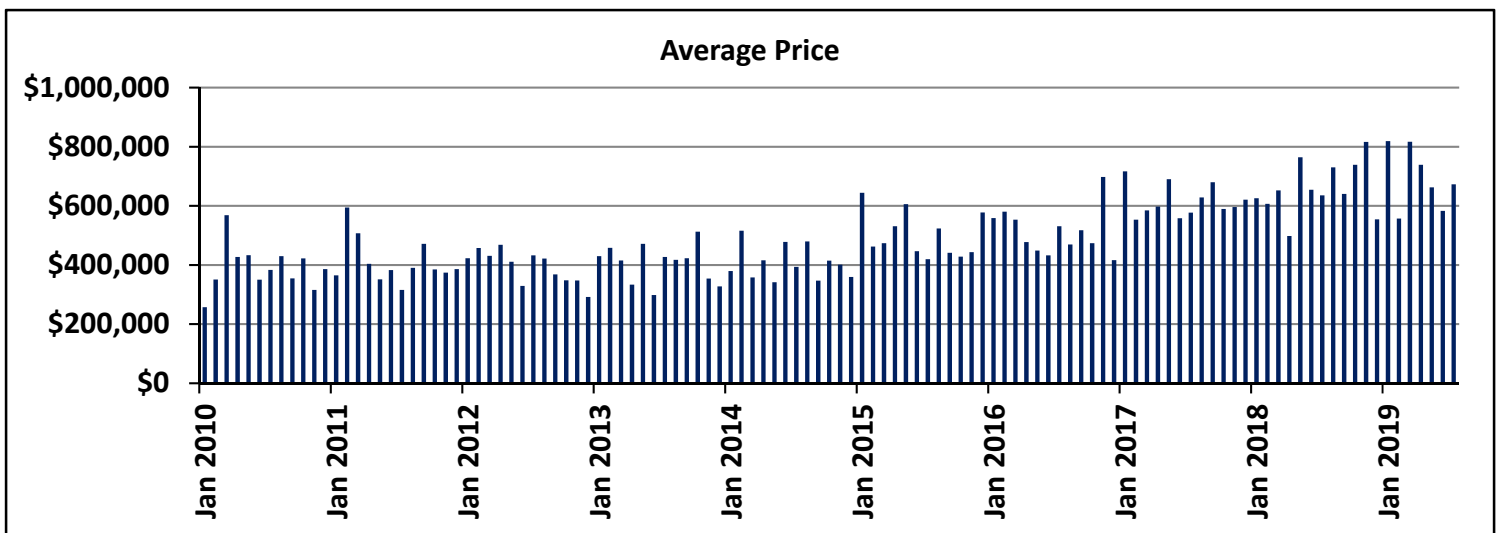
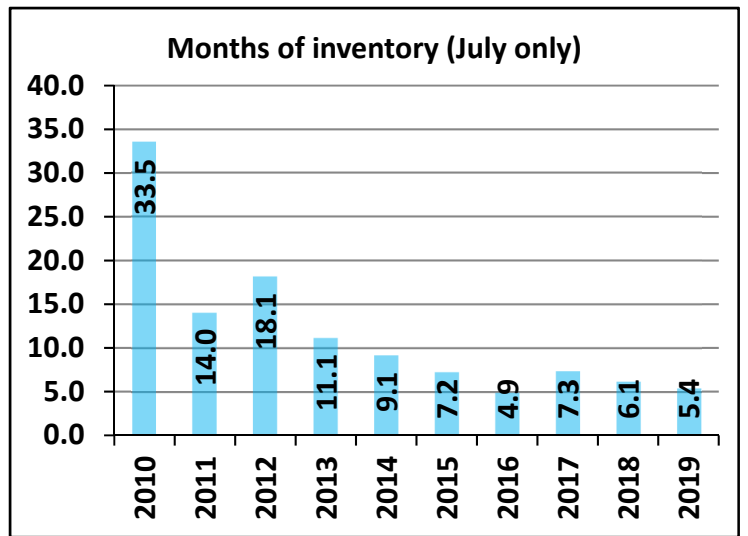
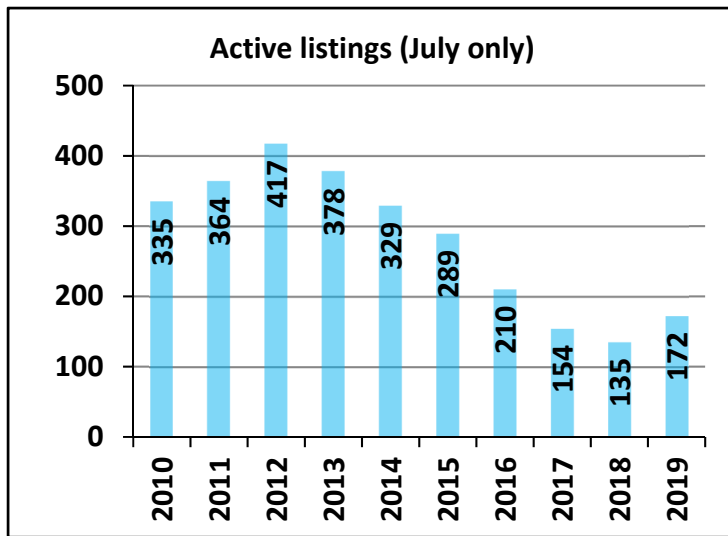
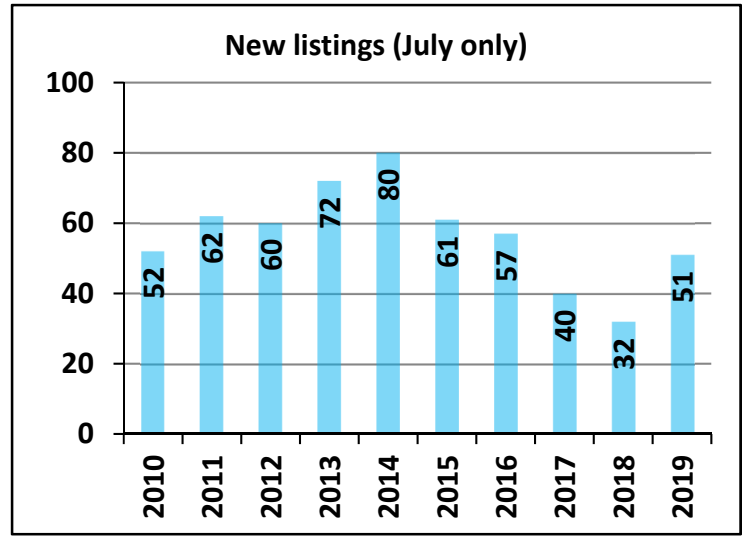
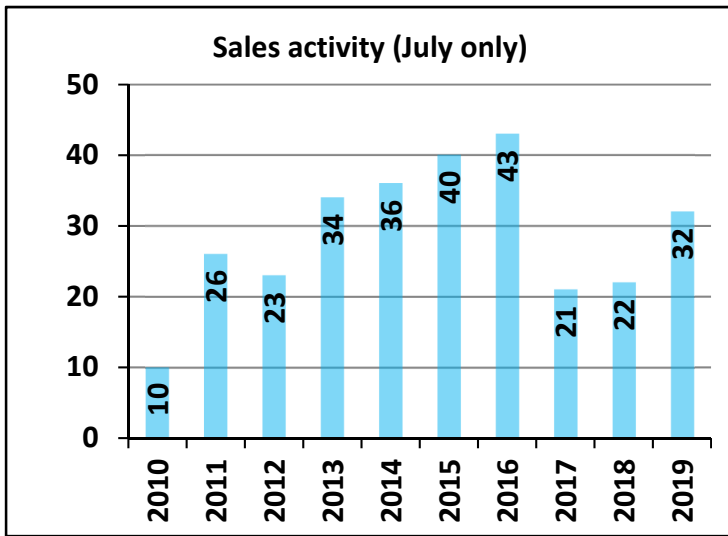
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

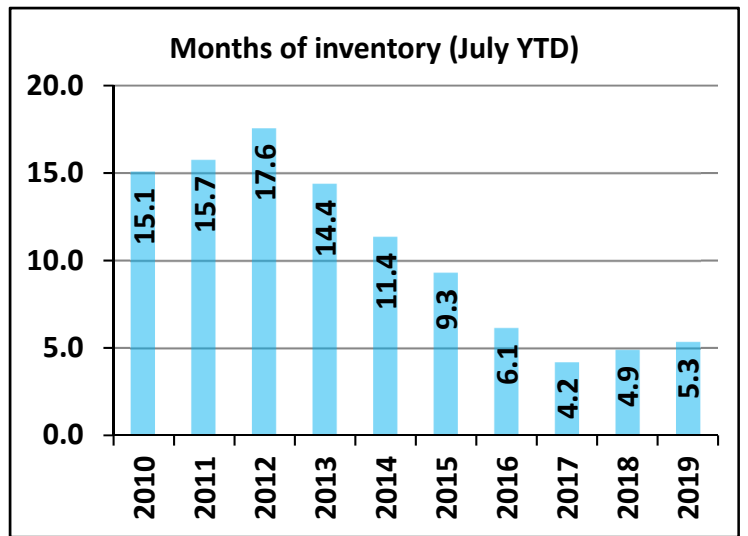
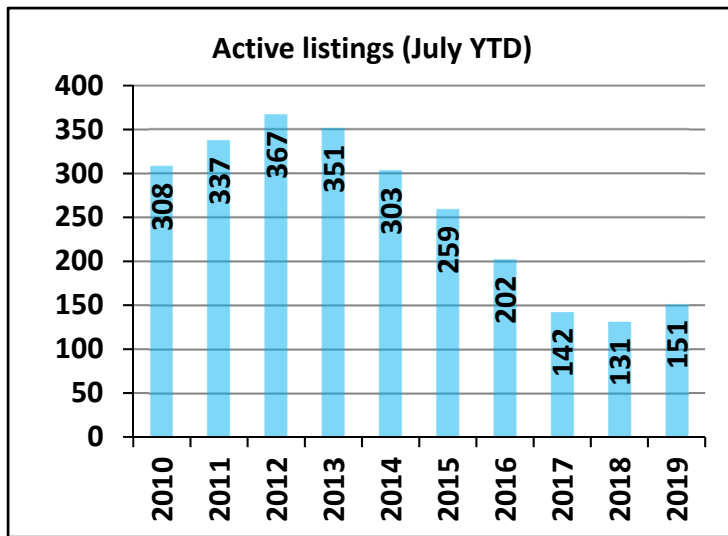
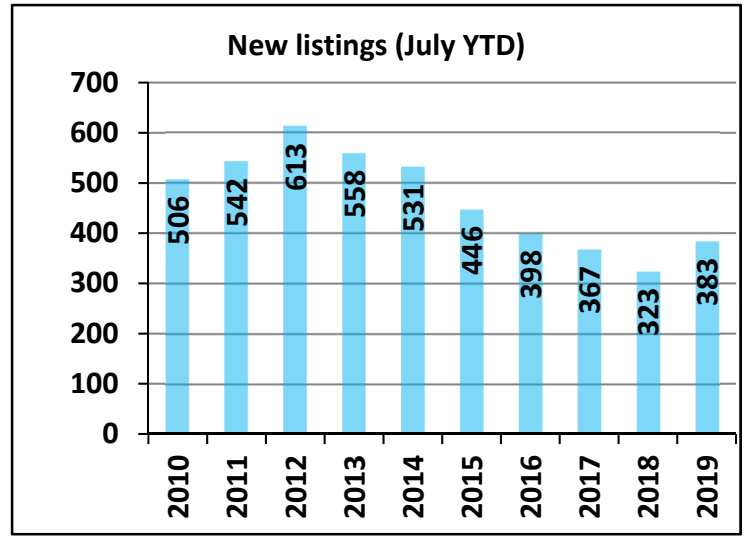
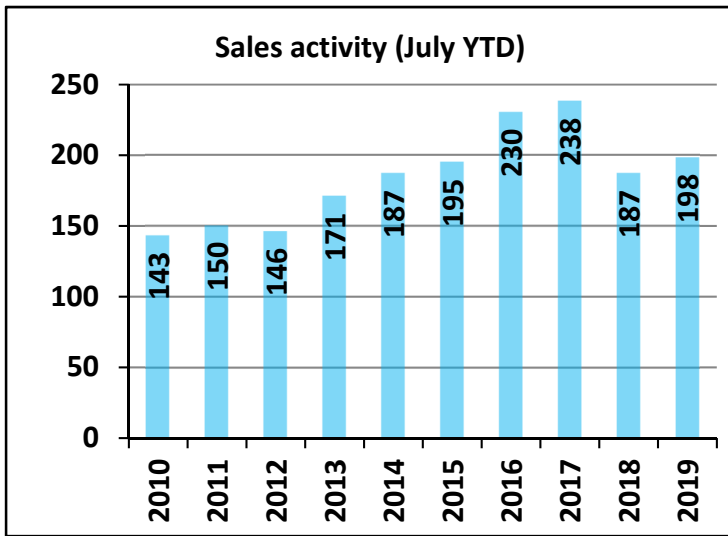
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	32	45.5	52.4	-25.6	-11.1	39.1	6.7
Dollar Volume	\$21,531,776	54.1	77.8	-5.7	52.1	116.5	72.3
New Listings	51	59.4	27.5	-10.5	-36.3	-15.0	-25.0
Active Listings	172	27.4	11.7	-18.1	-47.7	-58.8	-44.3
Sales to New Listings Ratio¹	62.7	68.8	52.5	75.4	45.0	38.3	44.1
Months of Inventory²	5.4	6.1	7.3	4.9	9.1	18.1	10.3
Average Price	\$672,868	5.9	16.6	26.7	71.1	55.6	61.6

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	198	5.9	-16.8	-13.9	5.9	35.6	53.5
Dollar Volume	\$137,848,451	15.7	-5.2	19.4	82.2	124.0	186.9
New Listings	383	18.6	4.4	-3.8	-27.9	-37.5	-21.8
Active Listings³	151	15.3	6.3	-25.2	-50.2	-58.9	-50.7
Sales to New Listings Ratio⁴	51.7	57.9	64.9	57.8	35.2	23.8	26.3
Months of Inventory⁵	5.3	4.9	4.2	6.1	11.4	17.6	16.6
Average Price	\$696,204	9.2	14.0	38.7	72.1	65.2	86.9

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

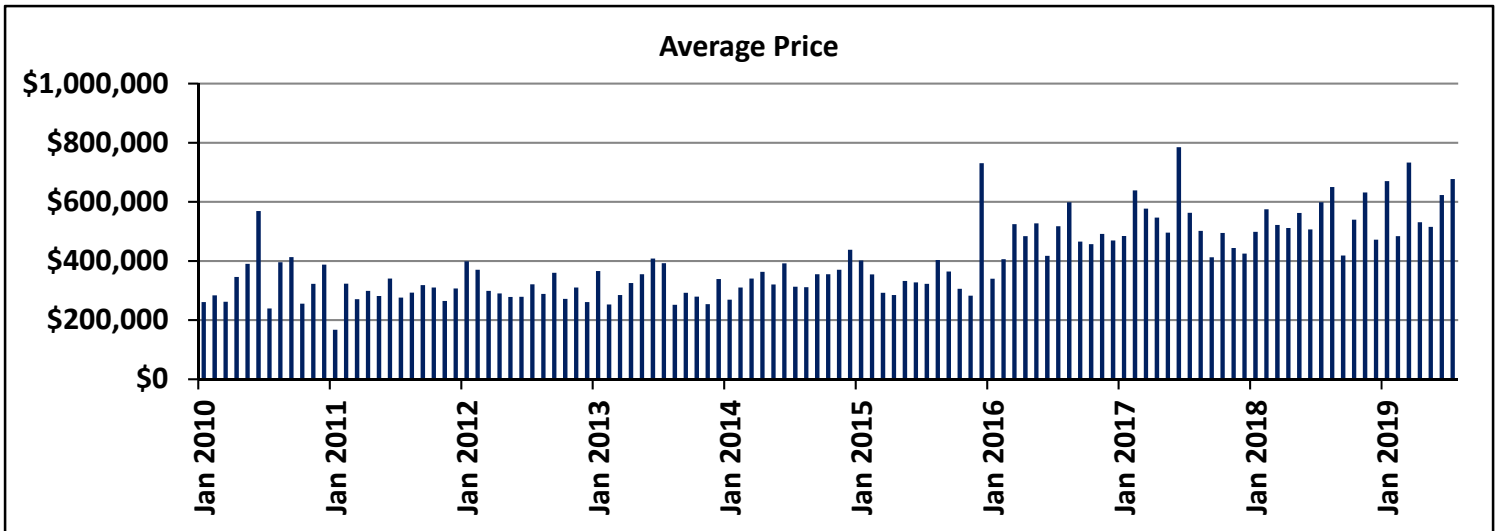
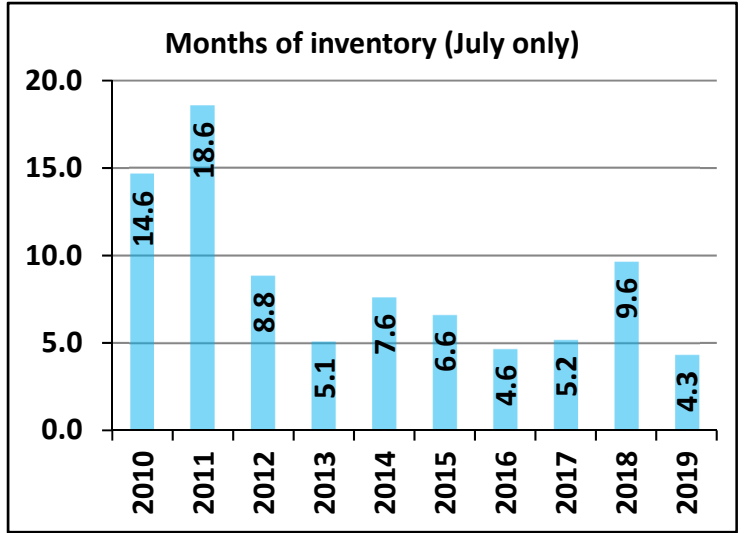
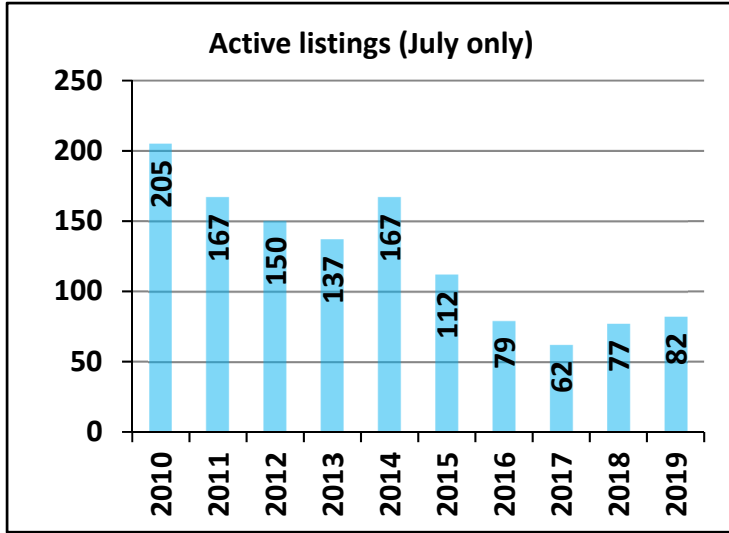
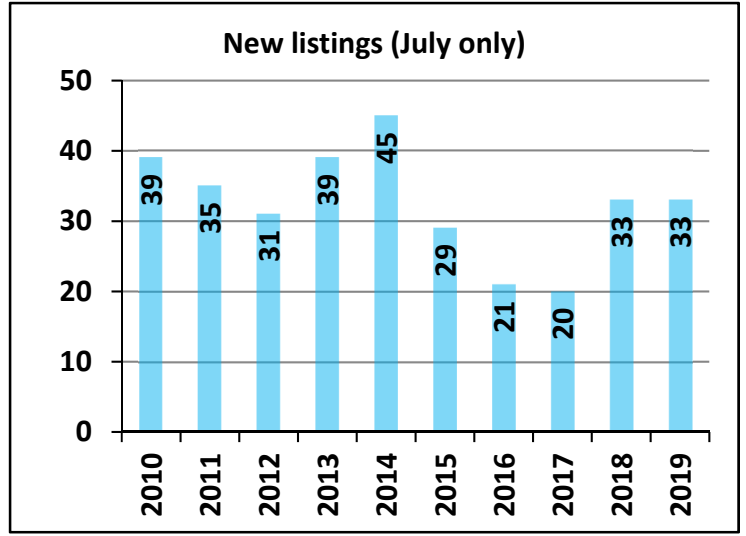
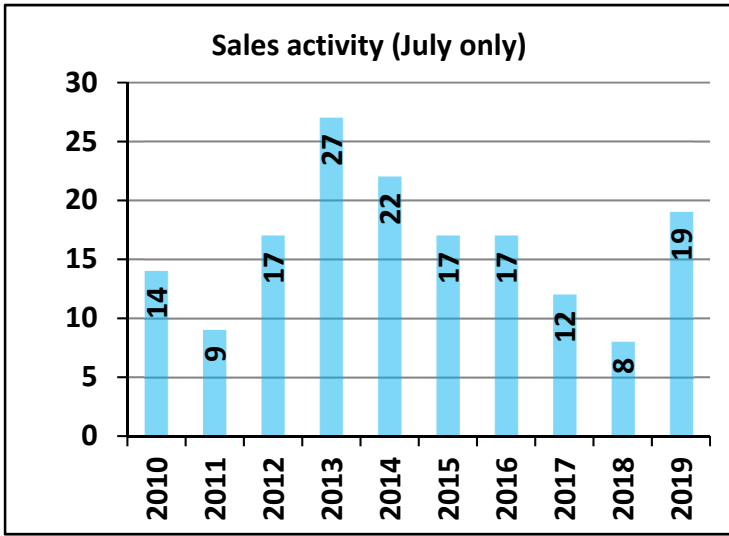
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

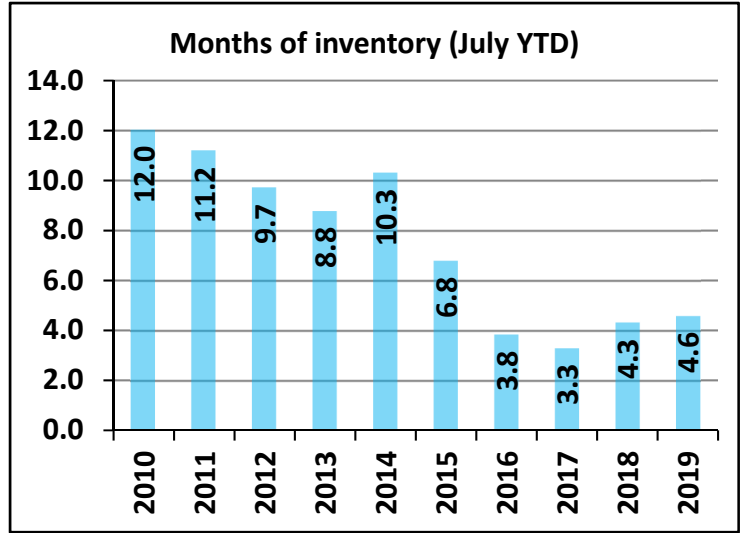
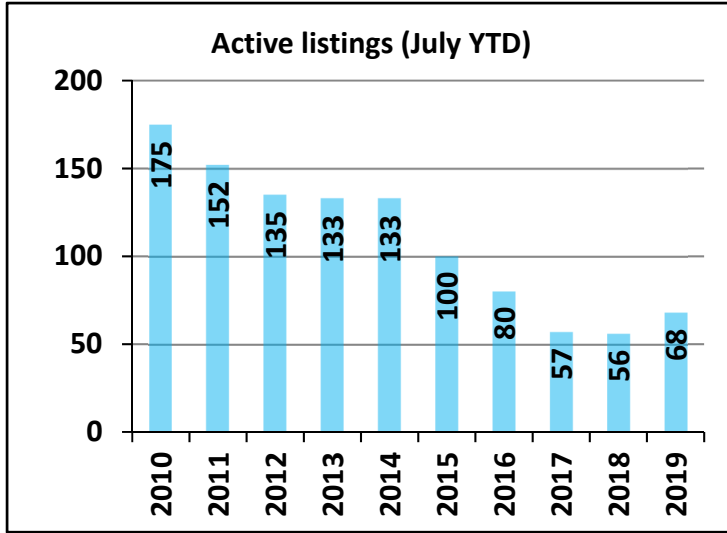
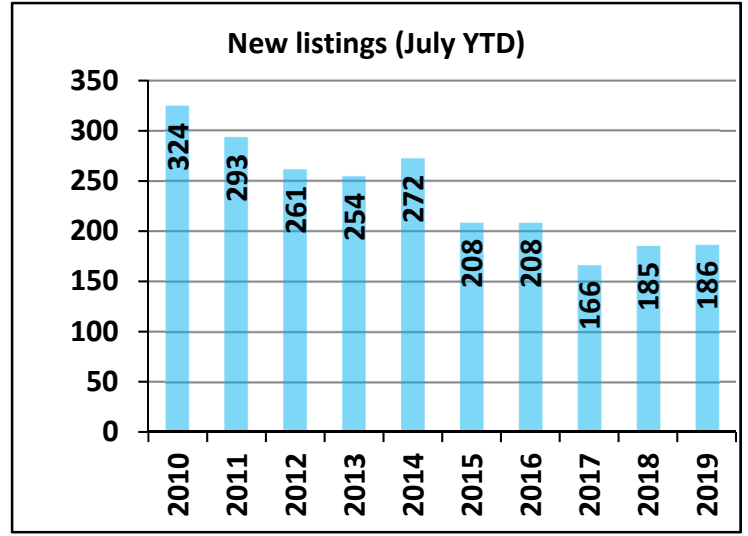
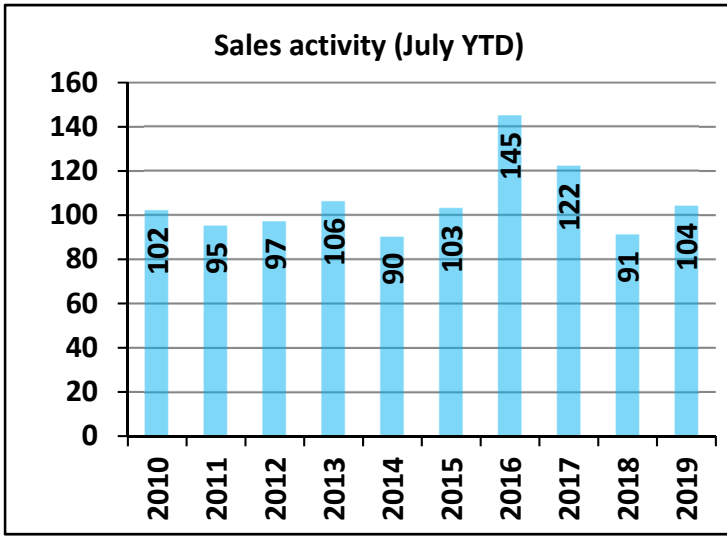
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	19	137.5	58.3	11.8	-13.6	11.8	5.6
Dollar Volume	\$12,858,400	168.7	90.5	46.2	86.8	135.8	188.9
New Listings	33	0.0	65.0	57.1	-26.7	6.5	-28.3
Active Listings	82	6.5	32.3	3.8	-50.9	-45.3	-51.5
Sales to New Listings Ratio ¹	57.6	24.2	60.0	81.0	48.9	54.8	39.1
Months of Inventory ²	4.3	9.6	5.2	4.6	7.6	8.8	9.4
Average Price	\$676,758	13.1	20.3	30.8	116.3	110.9	173.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	104	14.3	-14.8	-28.3	15.6	7.2	22.4
Dollar Volume	\$63,070,375	29.0	-10.2	-8.3	105.7	106.3	210.8
New Listings	186	0.5	12.0	-10.6	-31.6	-28.7	-34.0
Active Listings ³	68	21.4	19.3	-15.0	-48.9	-49.6	-54.4
Sales to New Listings Ratio ⁴	55.9	49.2	73.5	69.7	33.1	37.2	30.1
Months of Inventory ⁵	4.6	4.3	3.3	3.8	10.3	9.7	12.3
Average Price	\$606,446	12.9	5.4	27.8	78.0	92.4	154.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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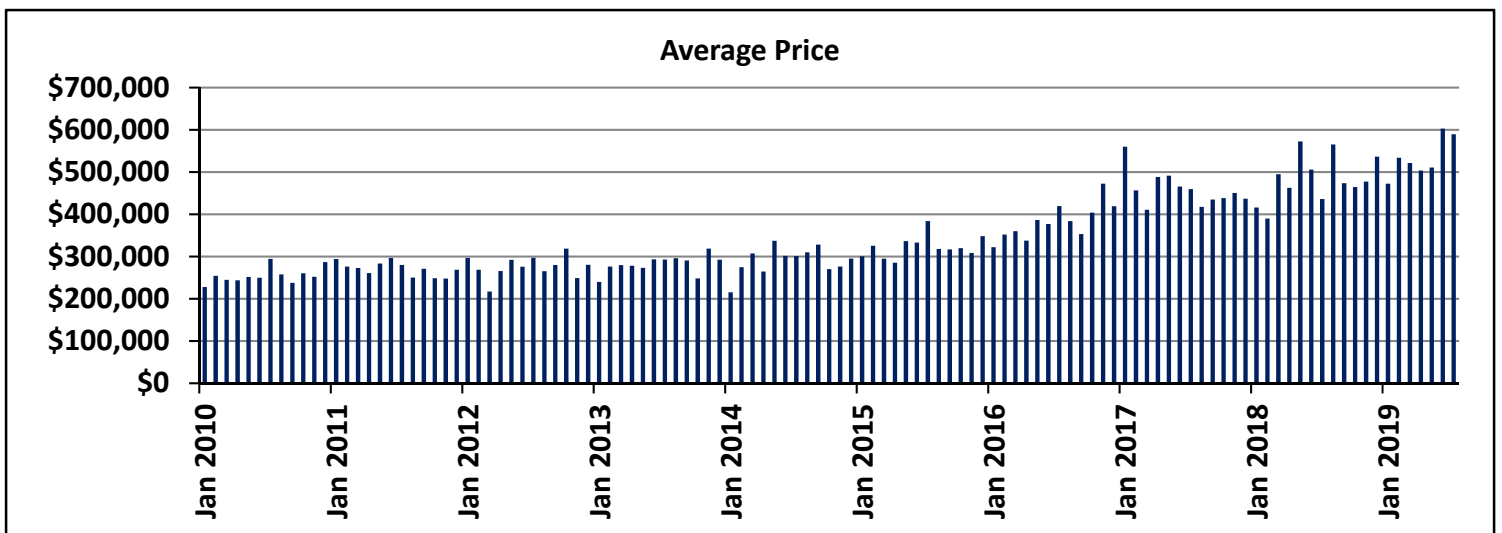
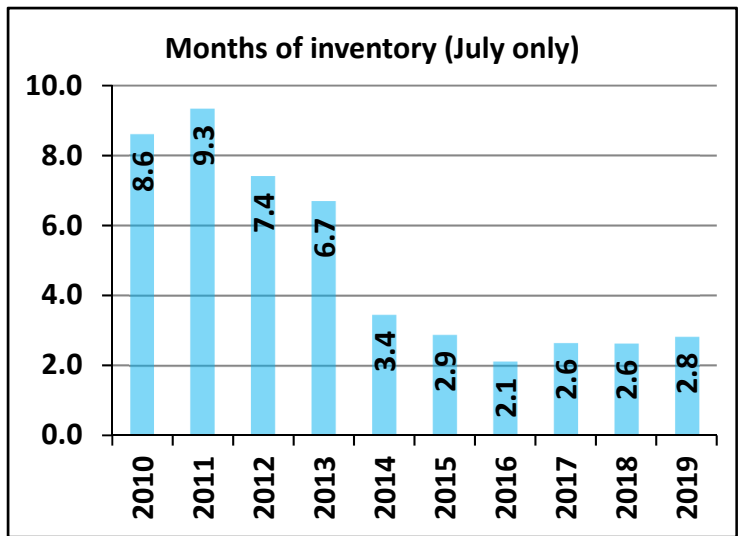
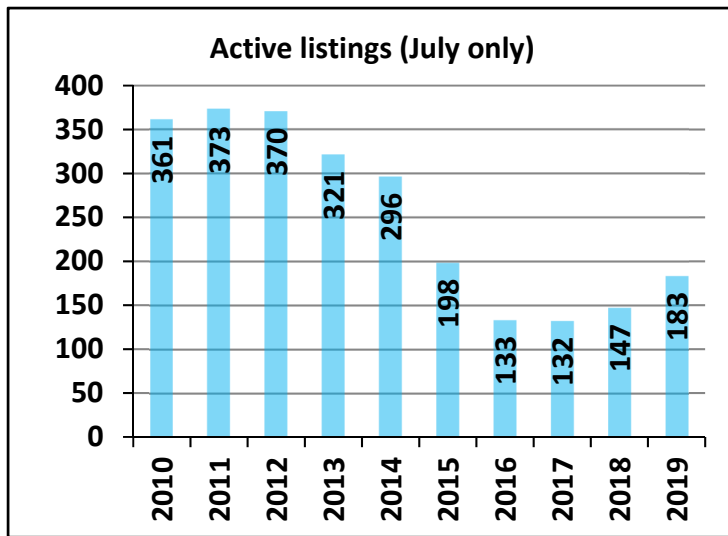
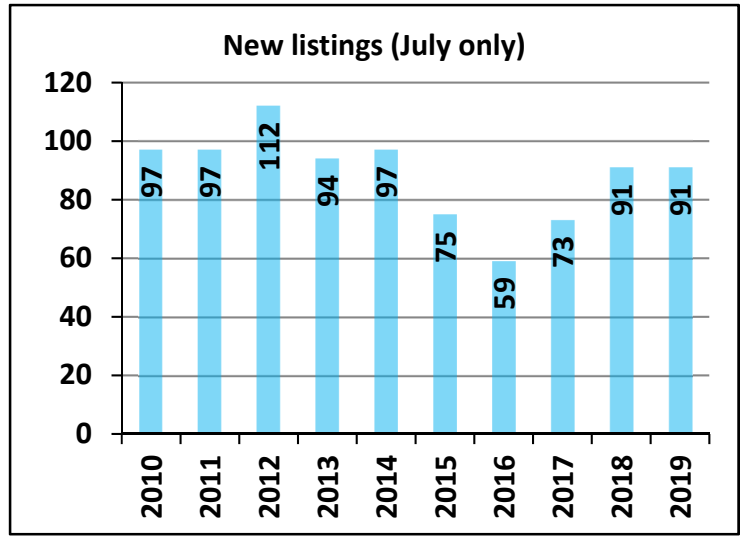
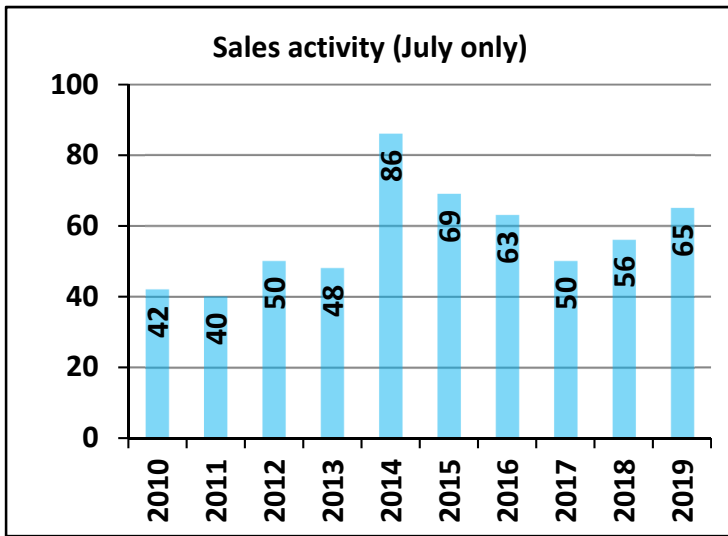
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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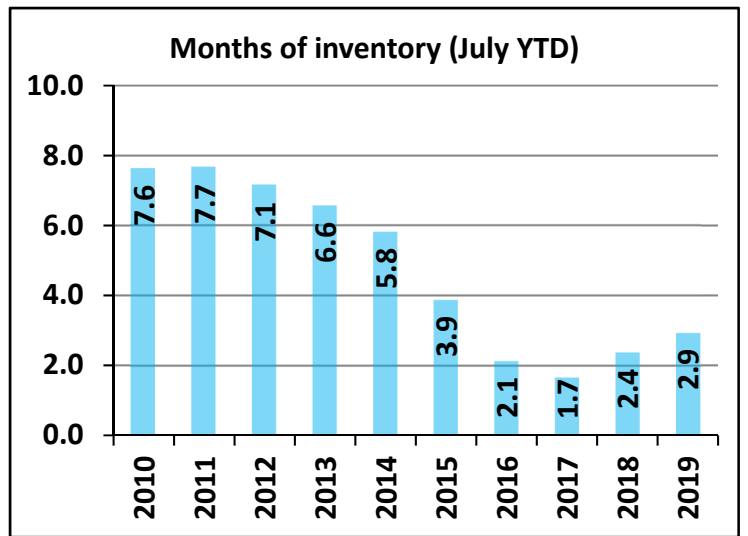
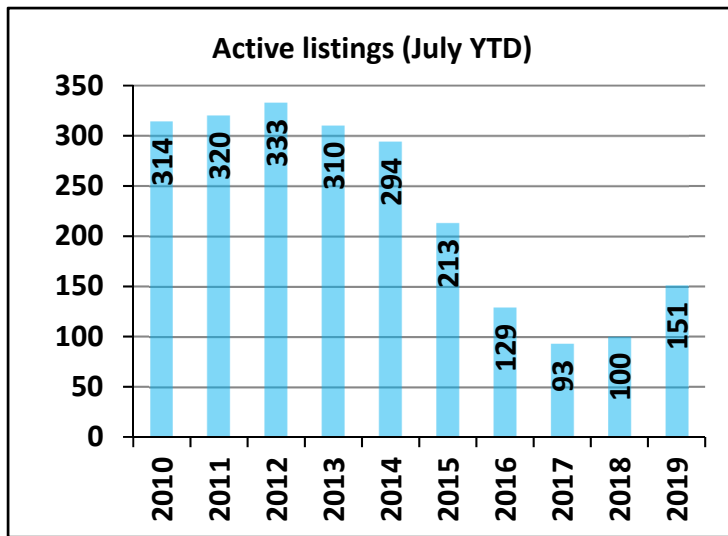
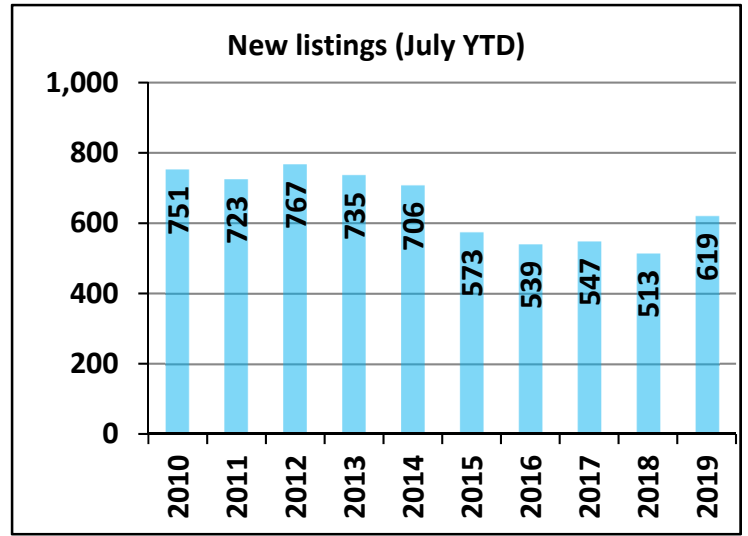
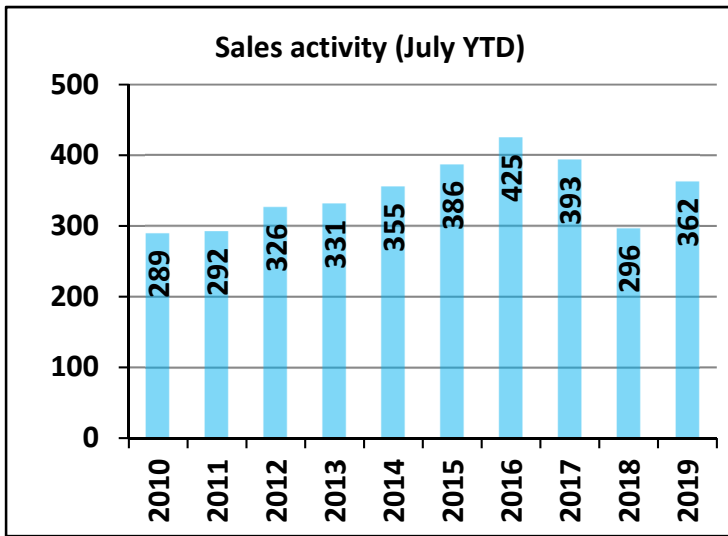
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	65	16.1	30.0	3.2	-24.4	30.0	20.4
Dollar Volume	\$38,301,325	56.9	66.7	45.0	48.0	158.1	186.0
New Listings	91	0.0	24.7	54.2	-6.2	-18.8	15.2
Active Listings	183	24.5	38.6	37.6	-38.2	-50.5	-39.6
Sales to New Listings Ratio¹	71.4	61.5	68.5	106.8	88.7	44.6	68.4
Months of Inventory²	2.8	2.6	2.6	2.1	3.4	7.4	5.6
Average Price	\$589,251	35.2	28.2	40.5	95.8	98.5	137.6

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	362	22.3	-7.9	-14.8	2.0	11.0	40.9
Dollar Volume	\$196,119,702	39.0	6.3	24.9	86.7	120.3	225.9
New Listings	619	20.7	13.2	14.8	-12.3	-19.3	0.0
Active Listings³	151	51.0	62.4	17.1	-48.6	-54.7	-48.1
Sales to New Listings Ratio⁴	58.5	57.7	71.8	78.8	50.3	42.5	41.5
Months of Inventory⁵	2.9	2.4	1.7	2.1	5.8	7.1	7.9
Average Price	\$541,767	13.7	15.4	46.6	83.1	98.4	131.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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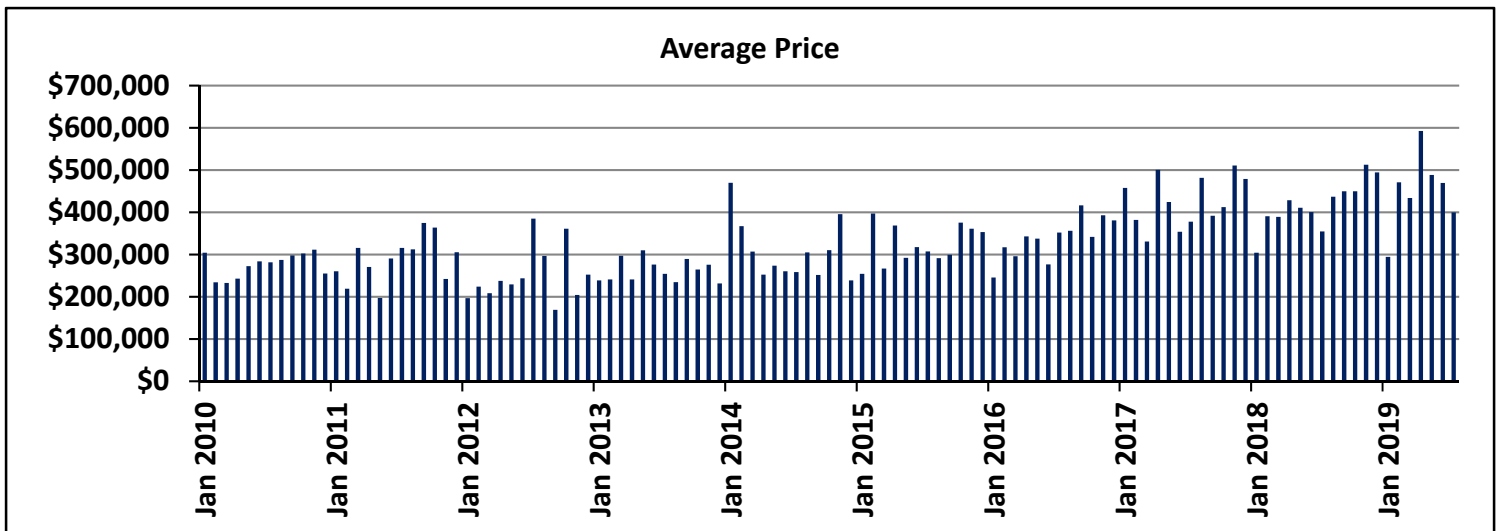
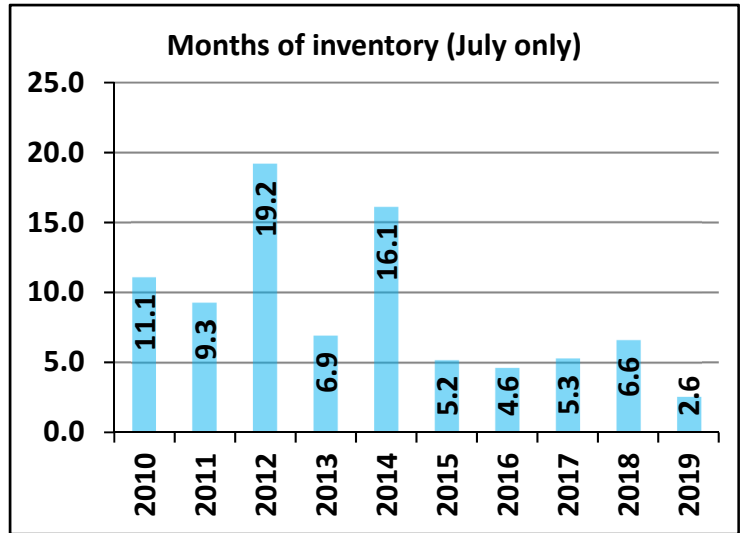
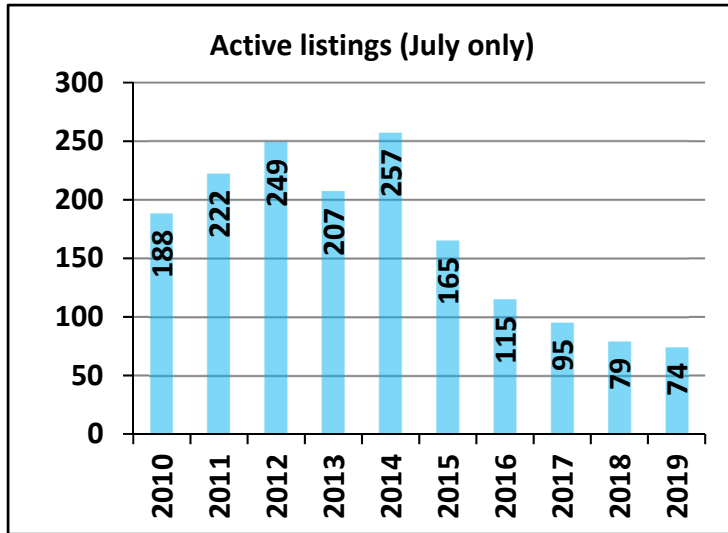
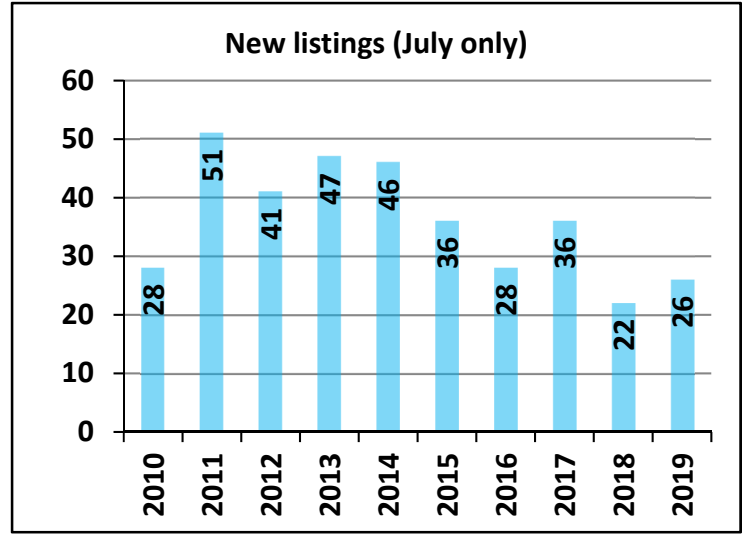
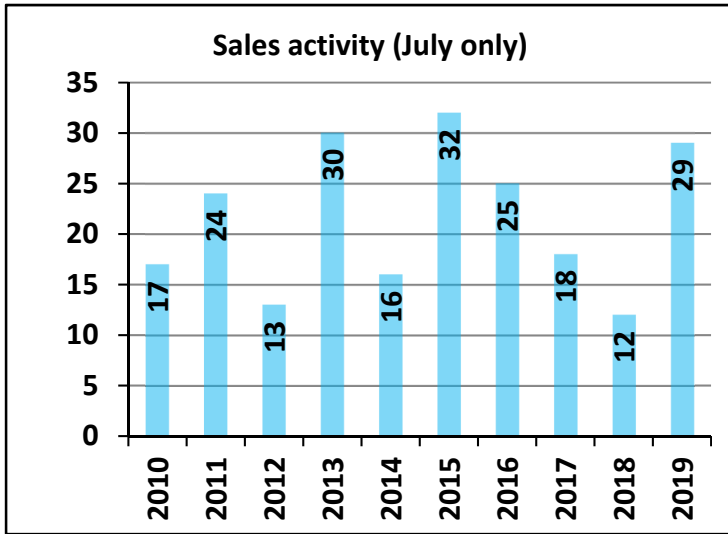
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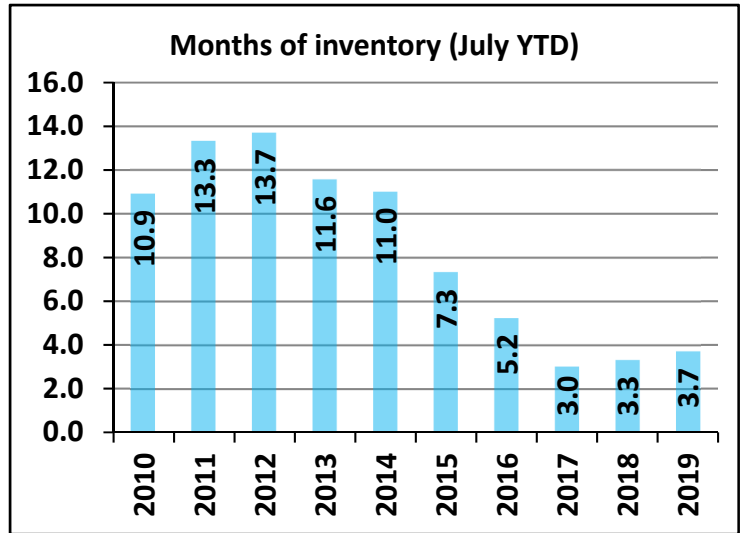
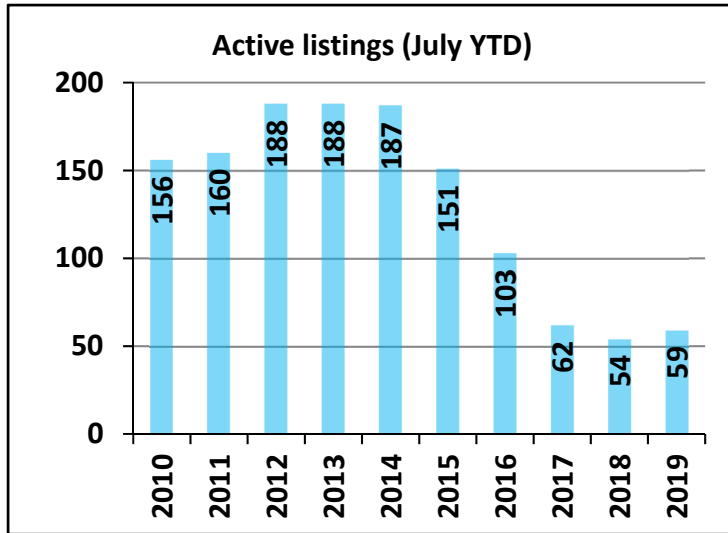
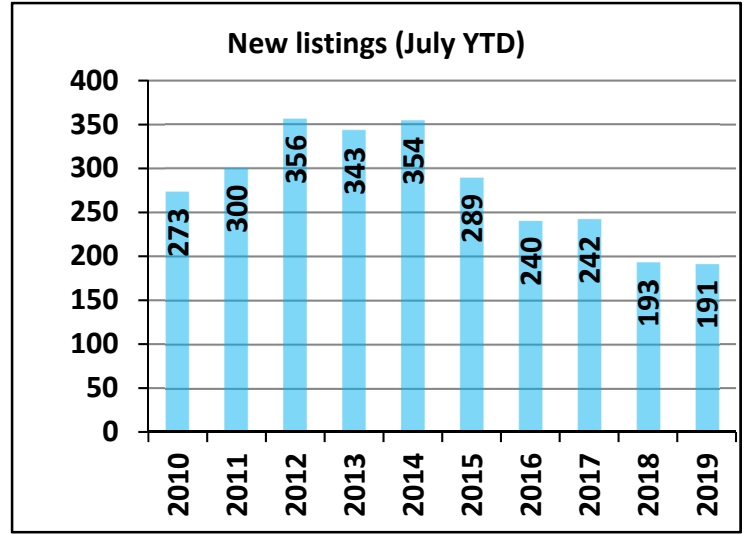
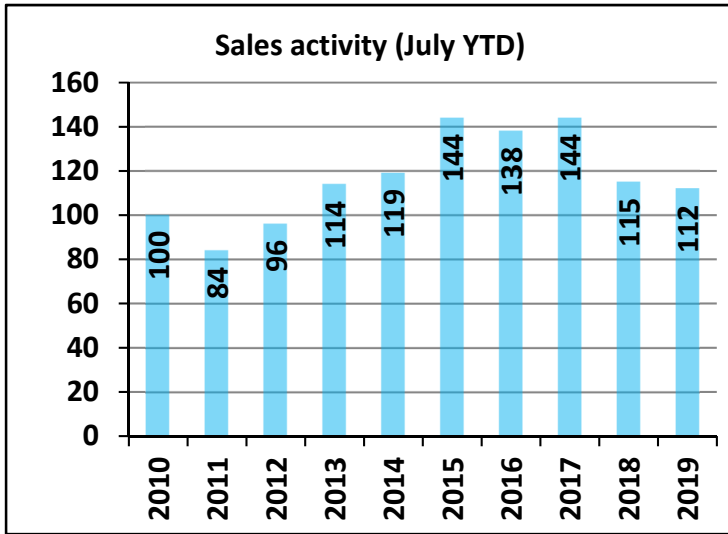
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	29	141.7	61.1	16.0	81.3	123.1	81.3
Dollar Volume	\$11,584,676	172.2	70.4	31.8	180.1	131.6	152.1
New Listings	26	18.2	-27.8	-7.1	-43.5	-36.6	-21.2
Active Listings	74	-6.3	-22.1	-35.7	-71.2	-70.3	-54.3
Sales to New Listings Ratio¹	111.5	54.5	50.0	89.3	34.8	31.7	48.5
Months of Inventory²	2.6	6.6	5.3	4.6	16.1	19.2	10.1
Average Price	\$399,472	12.7	5.8	13.6	54.5	3.8	39.1

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	112	-2.6	-22.2	-18.8	-5.9	16.7	43.6
Dollar Volume	\$51,458,912	13.5	-10.1	17.8	53.8	113.5	155.1
New Listings	191	-1.0	-21.1	-20.4	-46.0	-46.3	-26.8
Active Listings³	59	9.3	-4.8	-42.7	-68.4	-68.6	-59.6
Sales to New Listings Ratio⁴	58.6	59.6	59.5	57.5	33.6	27.0	29.9
Months of Inventory⁵	3.7	3.3	3.0	5.2	11.0	13.7	13.1
Average Price	\$459,455	16.6	15.6	45.2	63.4	83.0	77.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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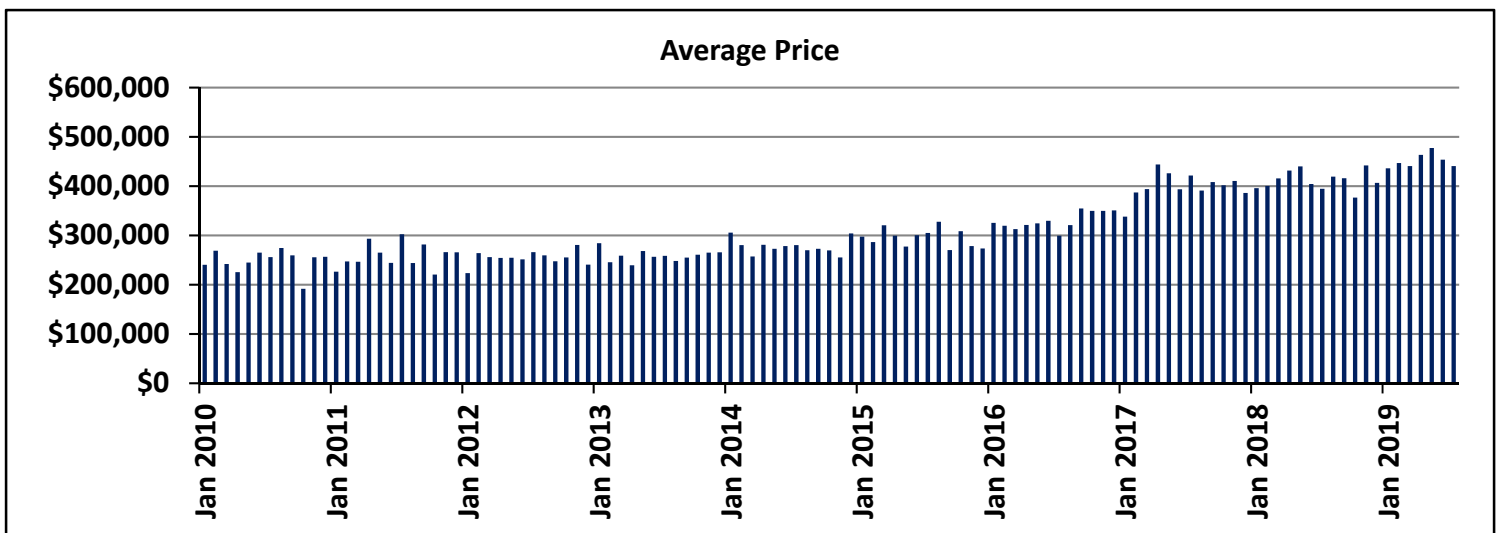
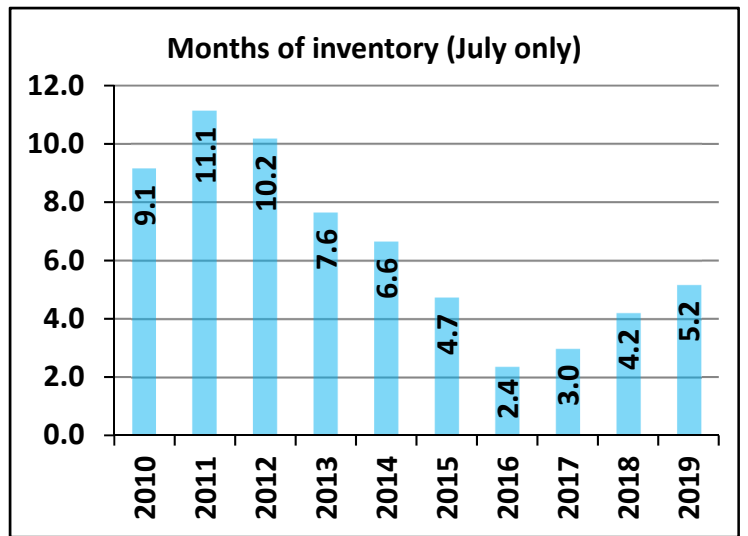
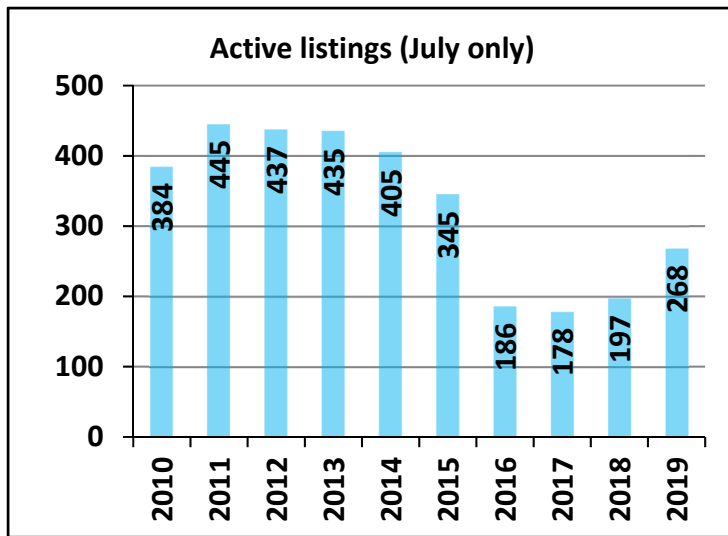
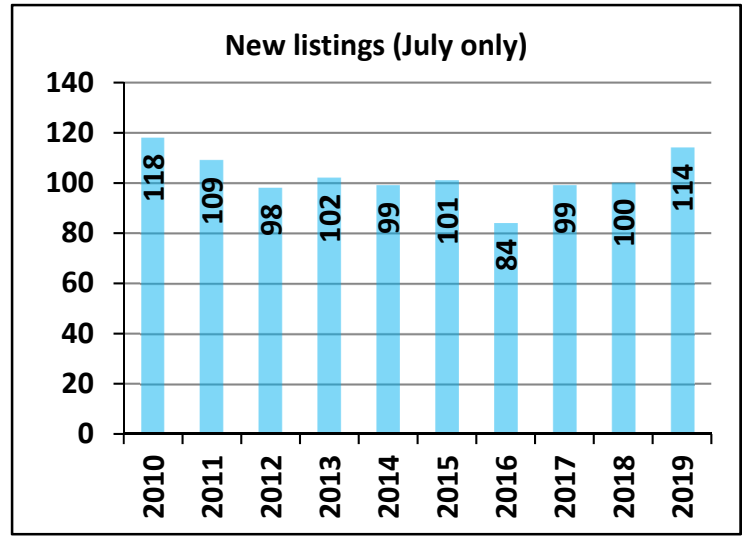
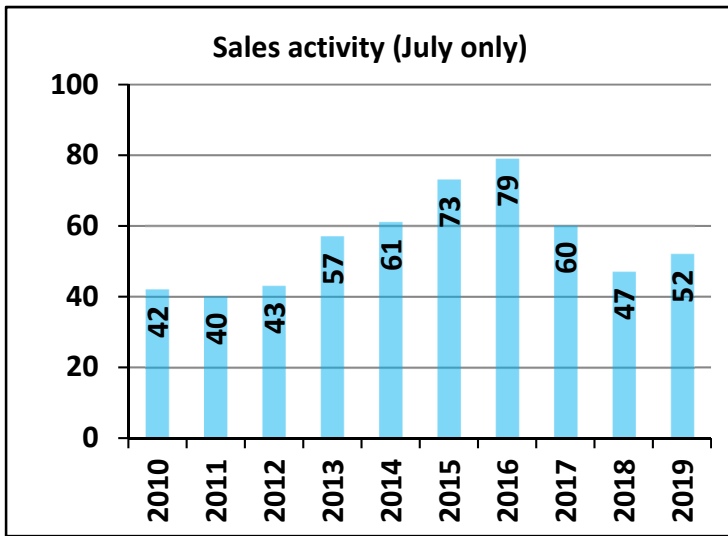
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

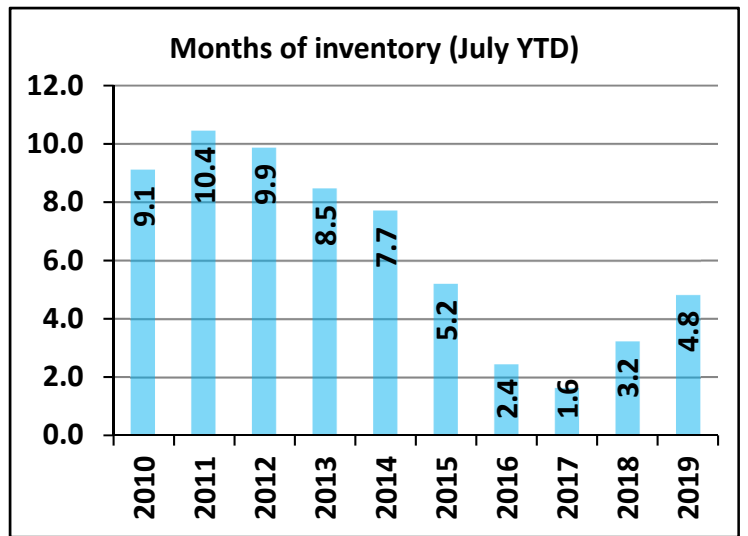
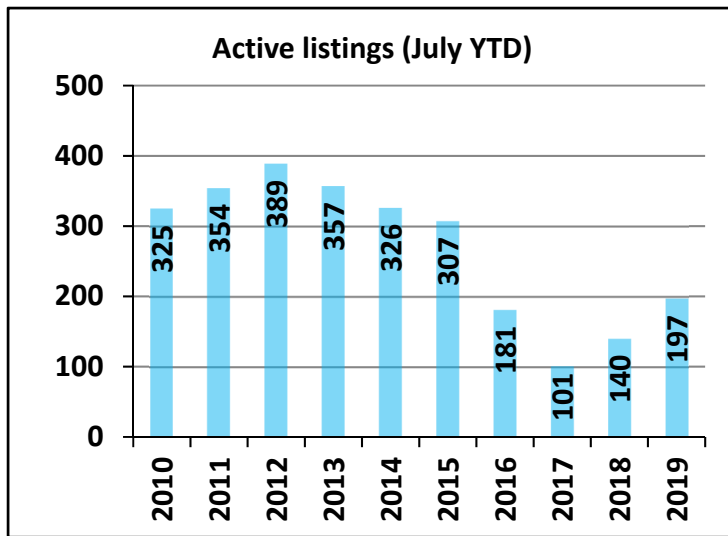
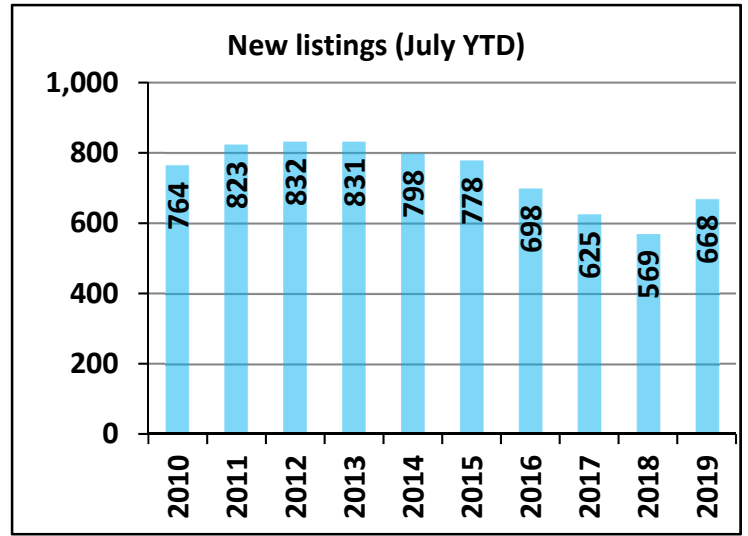
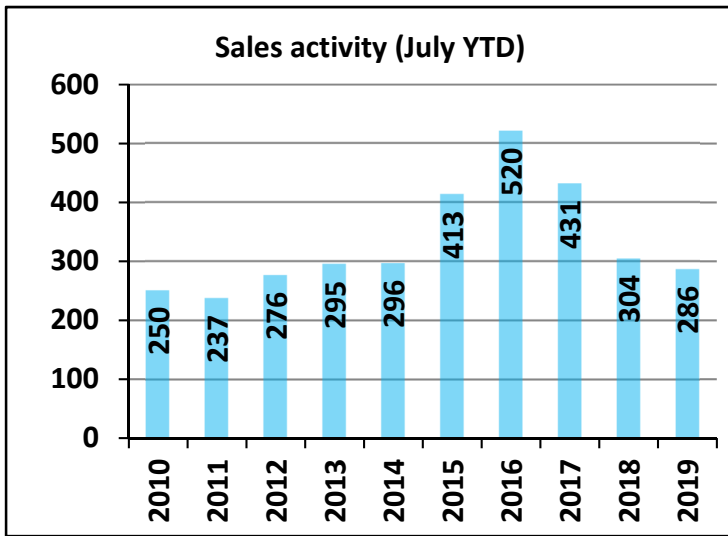
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018	July 2017	July 2016	July 2014	July 2012	July 2009
Sales Activity	52	10.6	-13.3	-34.2	-14.8	20.9	6.1
Dollar Volume	\$22,910,348	23.6	-9.4	-3.1	34.0	100.4	79.0
New Listings	114	14.0	15.2	35.7	15.2	16.3	5.6
Active Listings	268	36.0	50.6	44.1	-33.8	-38.7	-24.5
Sales to New Listings Ratio¹	45.6	47.0	60.6	94.0	61.6	43.9	45.4
Months of Inventory²	5.2	4.2	3.0	2.4	6.6	10.2	7.2
Average Price	\$440,584	11.7	4.5	47.2	57.2	65.8	68.7

Year-to-date	July 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2018 YTD	July 2017 YTD	July 2016 YTD	July 2014 YTD	July 2012 YTD	July 2009 YTD
Sales Activity	286	-5.9	-33.6	-45.0	-3.4	3.6	28.8
Dollar Volume	\$129,742,037	2.7	-26.2	-21.8	58.6	83.8	141.4
New Listings	668	17.4	6.9	-4.3	-16.3	-19.7	-1.3
Active Listings³	197	40.7	95.0	8.8	-39.6	-49.4	-35.8
Sales to New Listings Ratio⁴	42.8	53.4	69.0	74.5	37.1	33.2	32.8
Months of Inventory⁵	4.8	3.2	1.6	2.4	7.7	9.9	9.7
Average Price	\$453,643	9.2	11.2	42.2	64.2	77.4	87.4

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