



# **Western District**

## **Residential Market Activity**

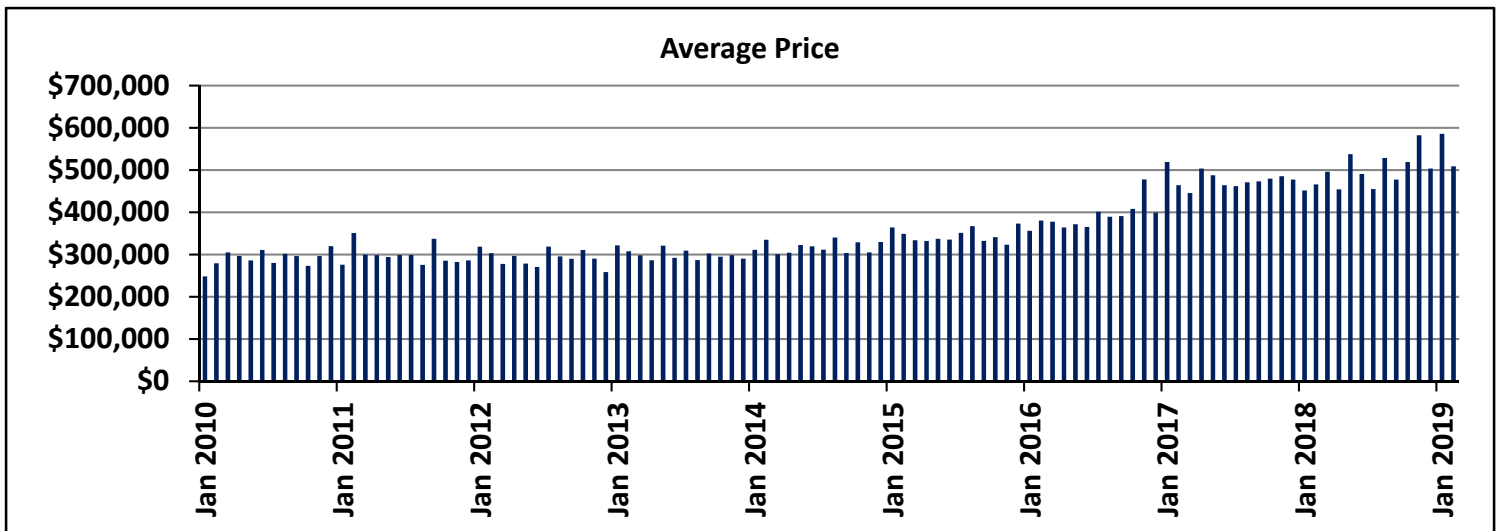
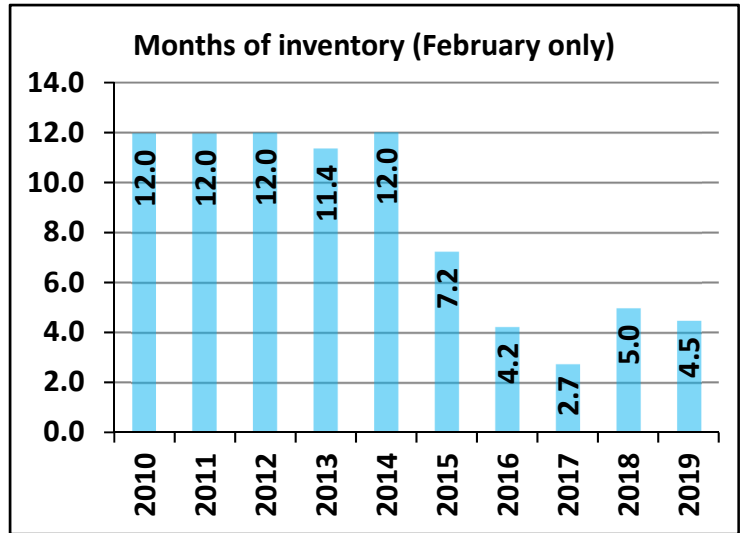
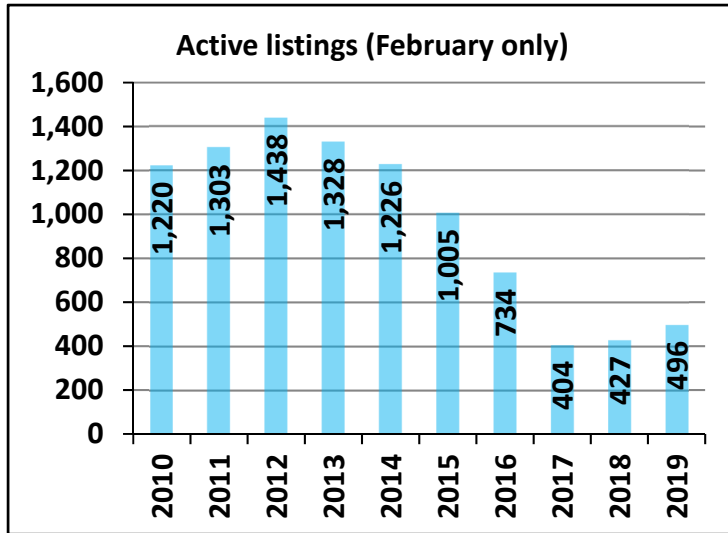
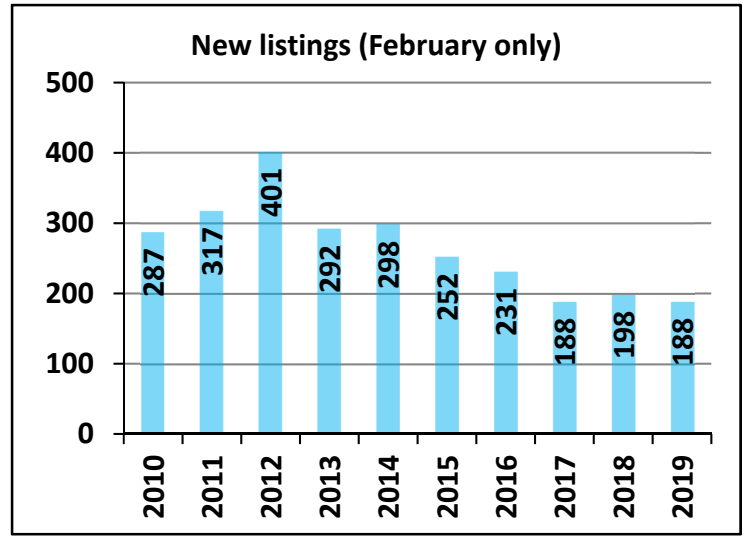
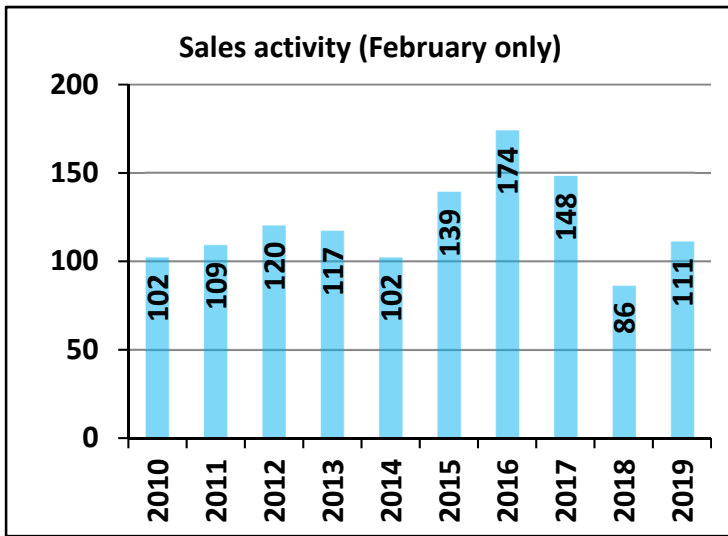
February 2019



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

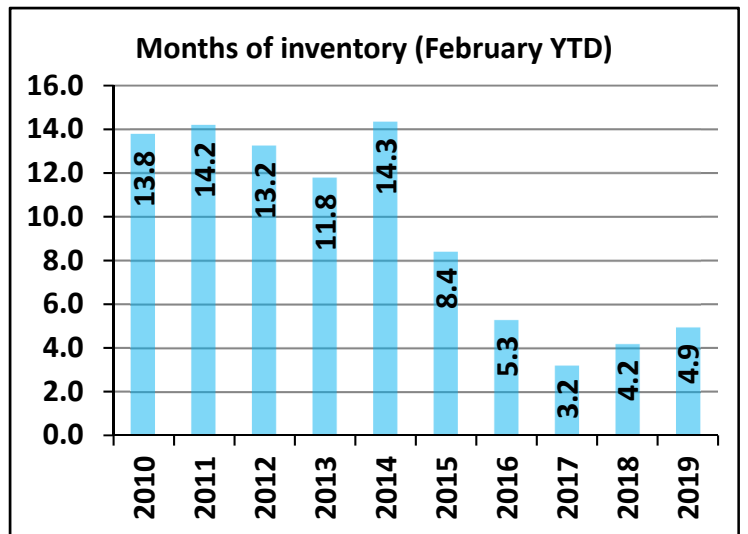
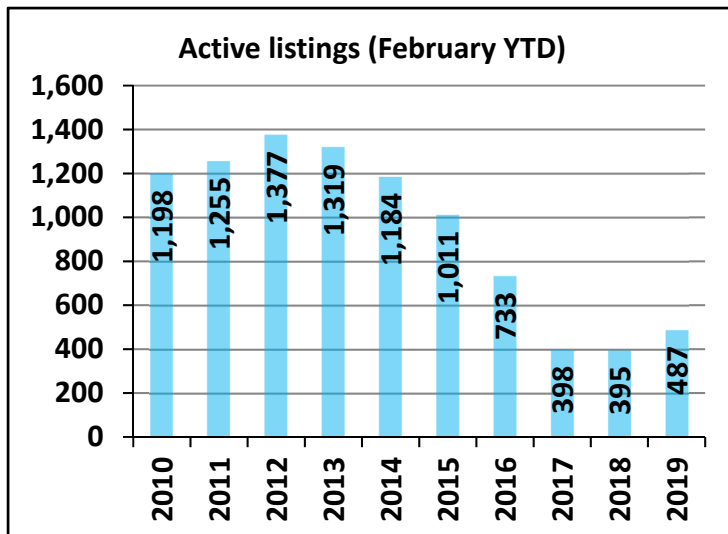
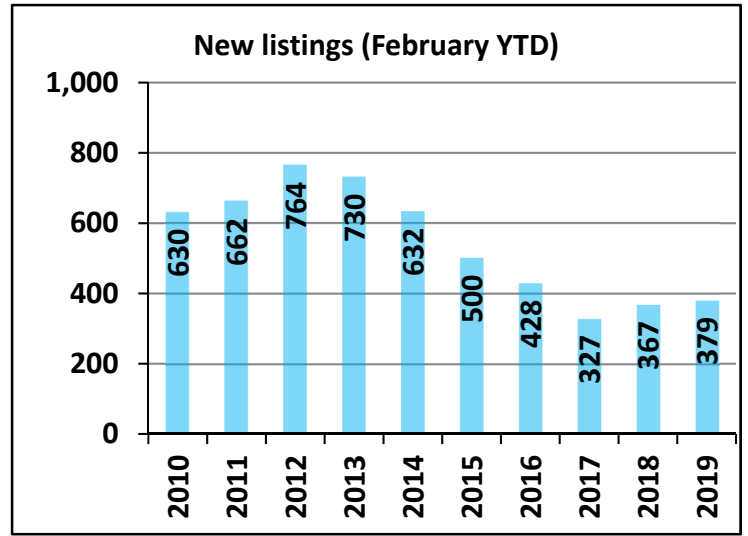
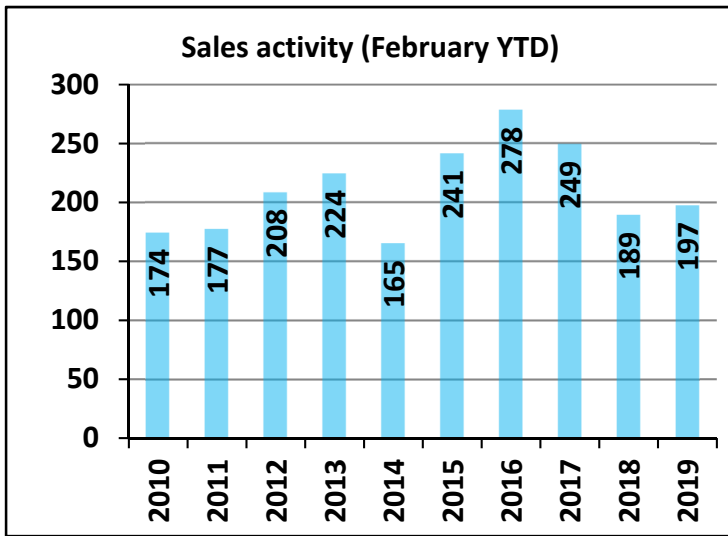
# Western District

## Residential Market Activity



# Western District

## Residential Market Activity



# Western District

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 Ratio <sup>1</sup>	59.0	43.4	78.7	75.3	34.2	29.9	23.3
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 Listings <sup>3</sup>	487	23.3	22.4	-33.6	-58.9	-64.6	-60.2
Sales to New Listings Ratio <sup>4</sup>	52.0	51.5	76.1	65.0	26.1	27.2	18.3
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

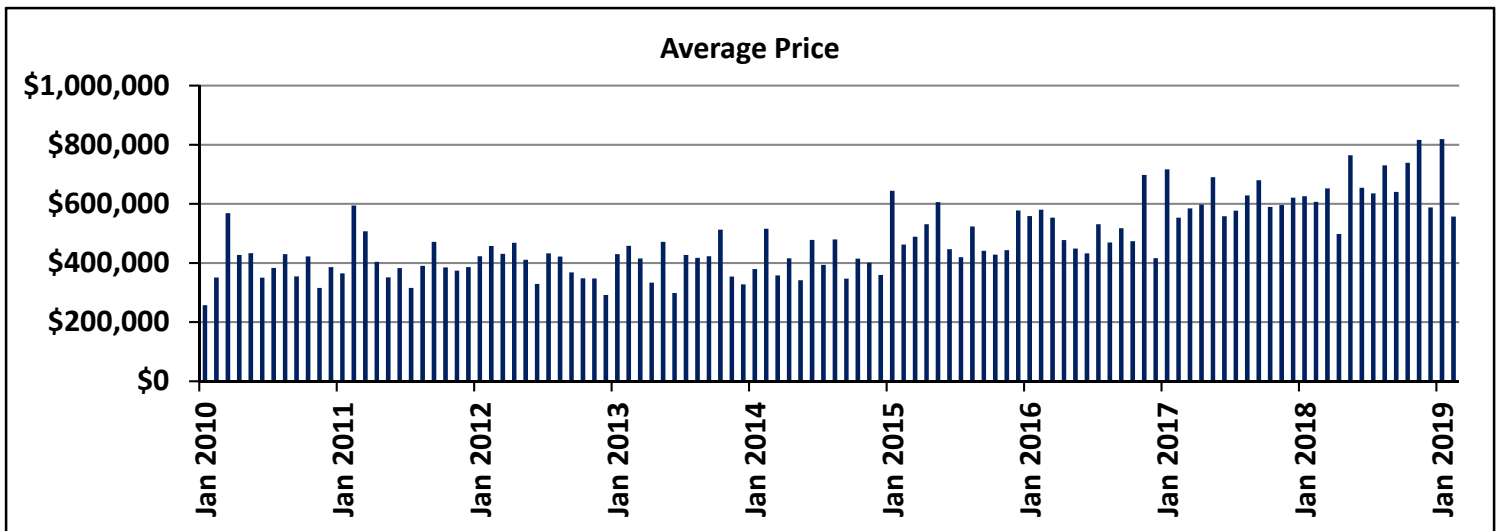
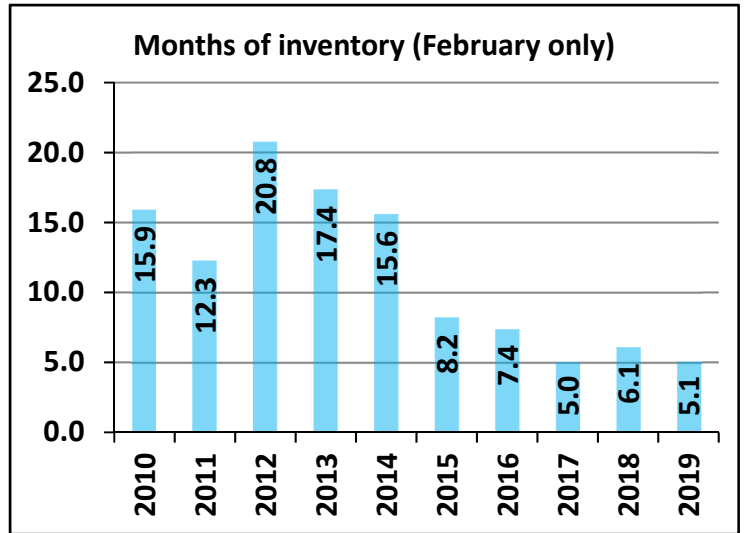
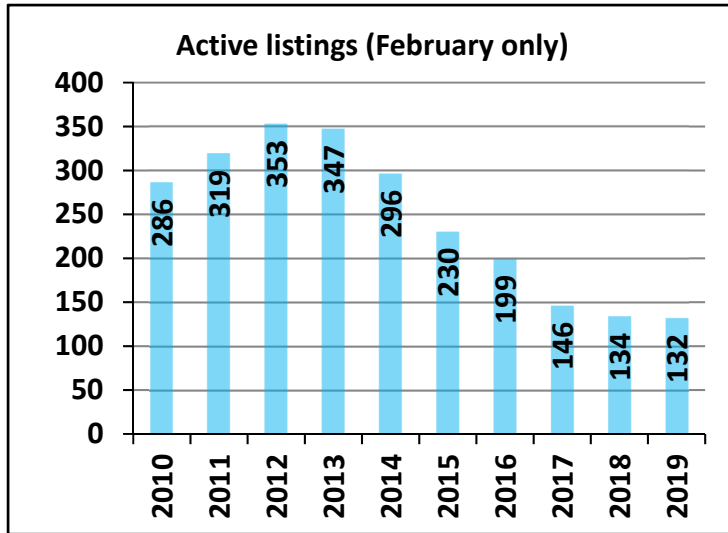
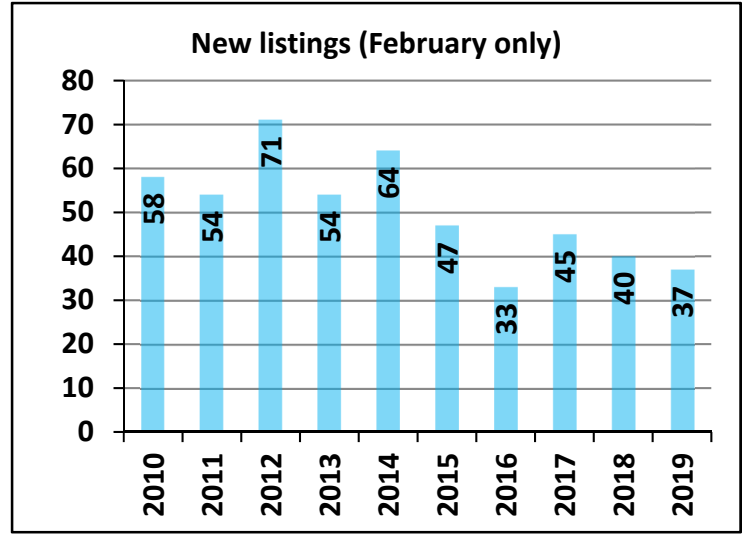
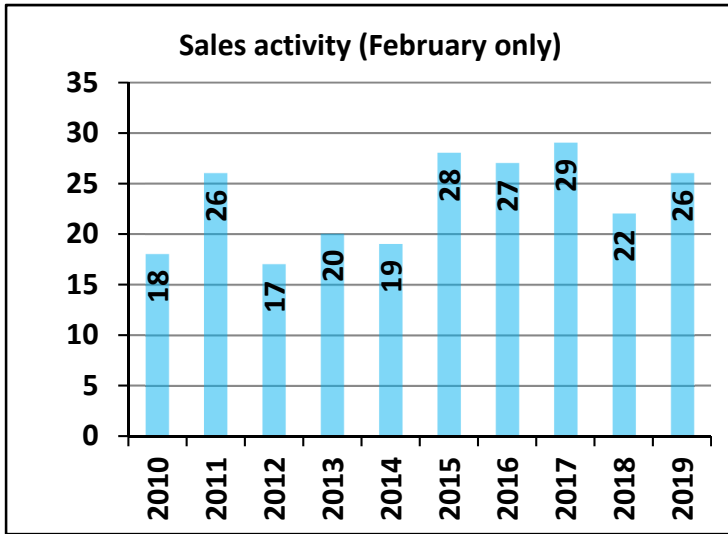
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

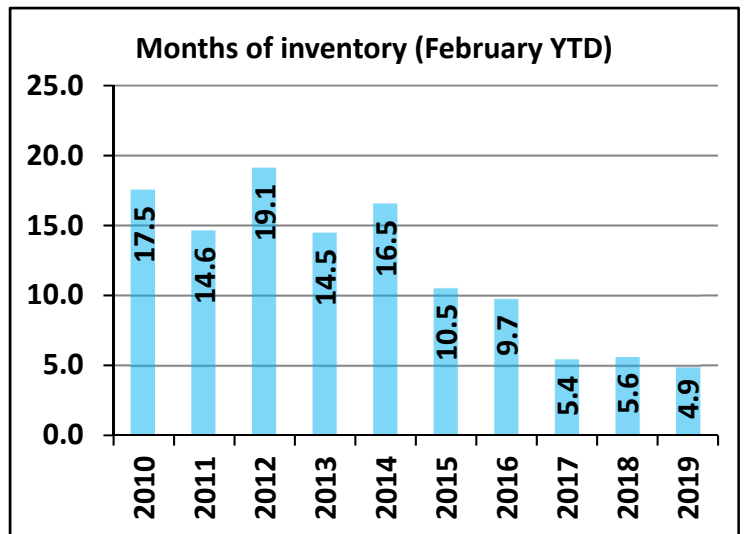
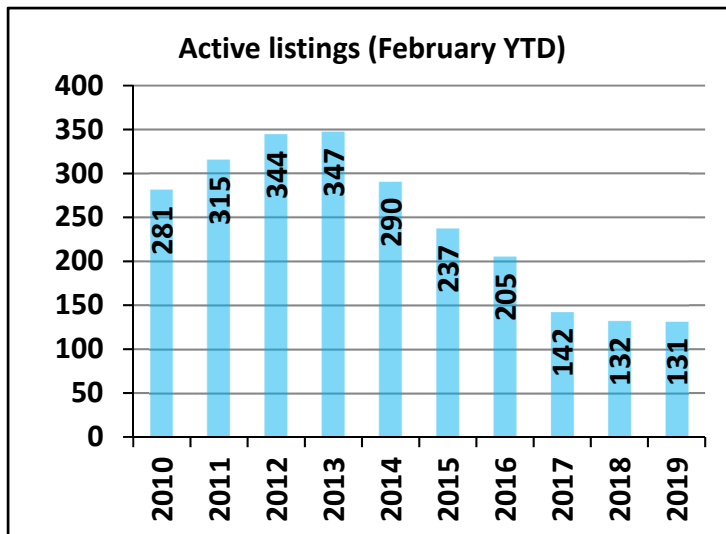
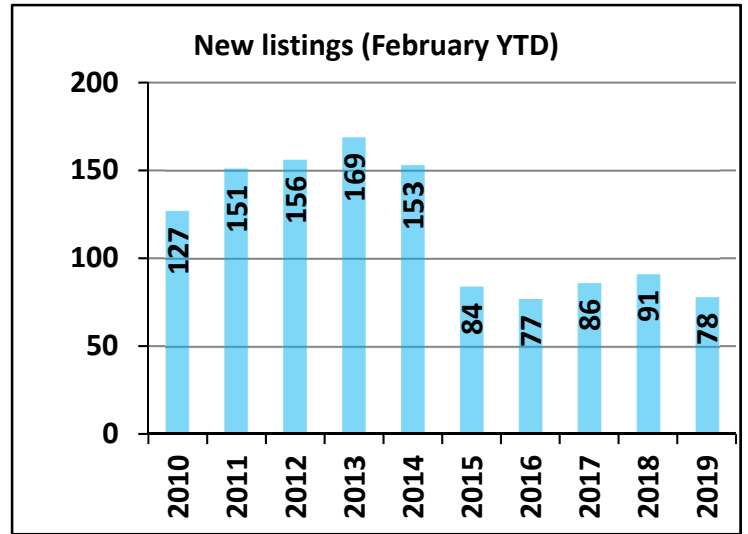
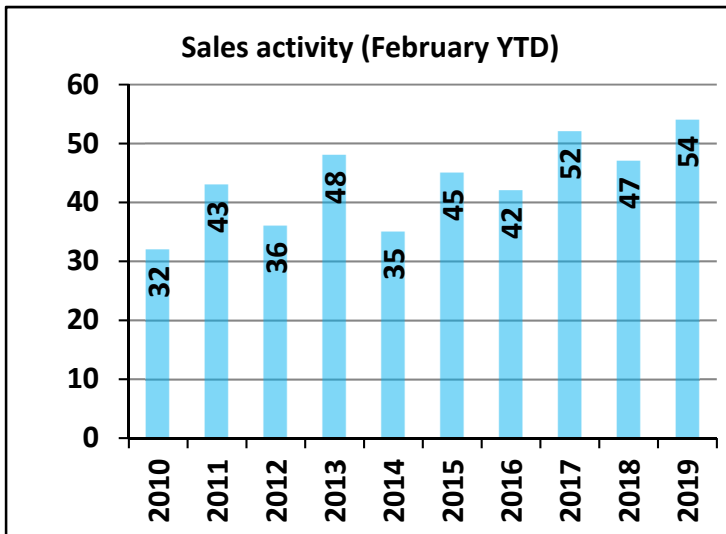
# Blue Mountains

## Residential Market Activity



# Blue Mountains

## Residential Market Activity





# Blue Mountains

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 Ratio <sup>1</sup>	70.3	55.0	64.4	81.8	29.7	23.9	14.3
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 Listings <sup>3</sup>	131	-0.8	-7.7	-36.1	-54.8	-61.9	-56.8
Sales to New Listings Ratio <sup>4</sup>	69.2	51.6	60.5	54.5	22.9	23.1	14.0
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

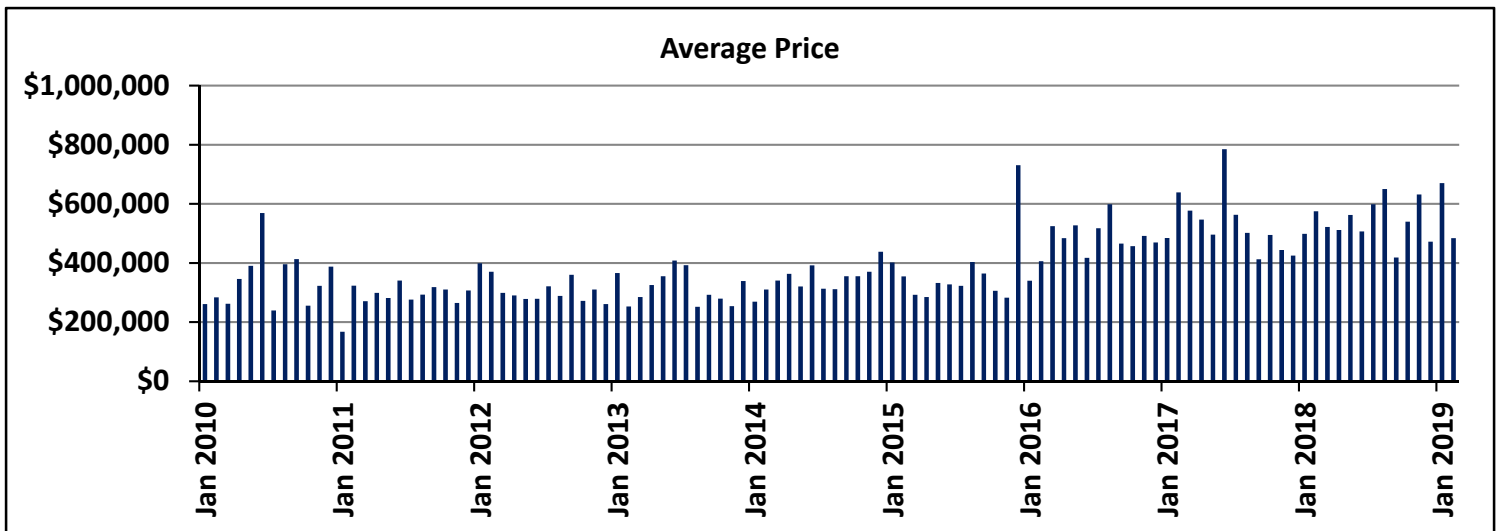
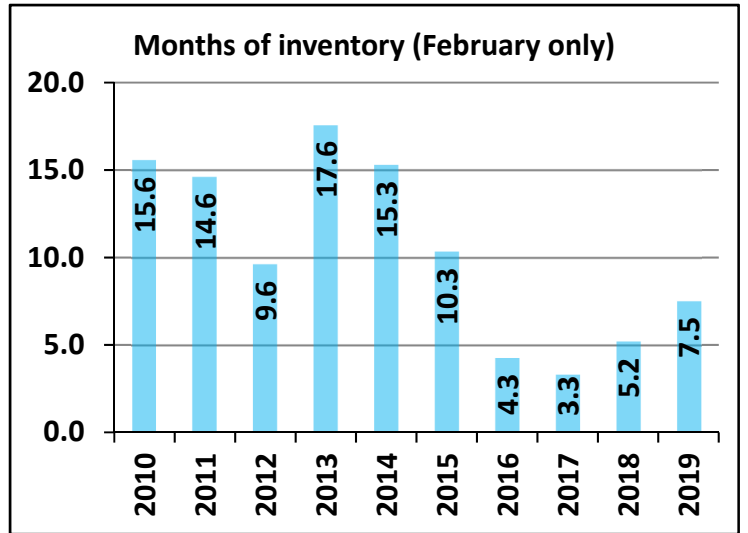
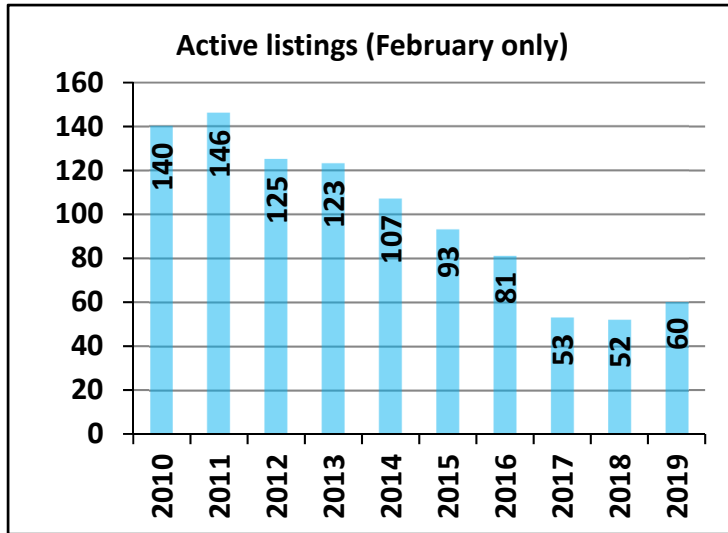
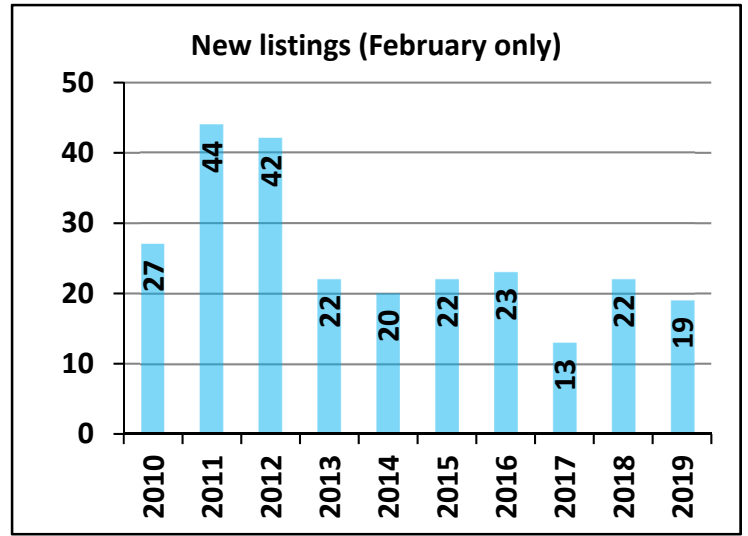
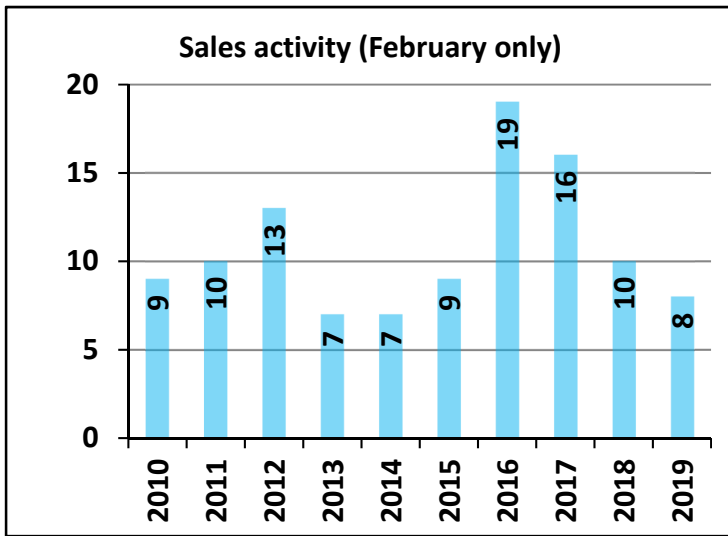
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

# Clearview

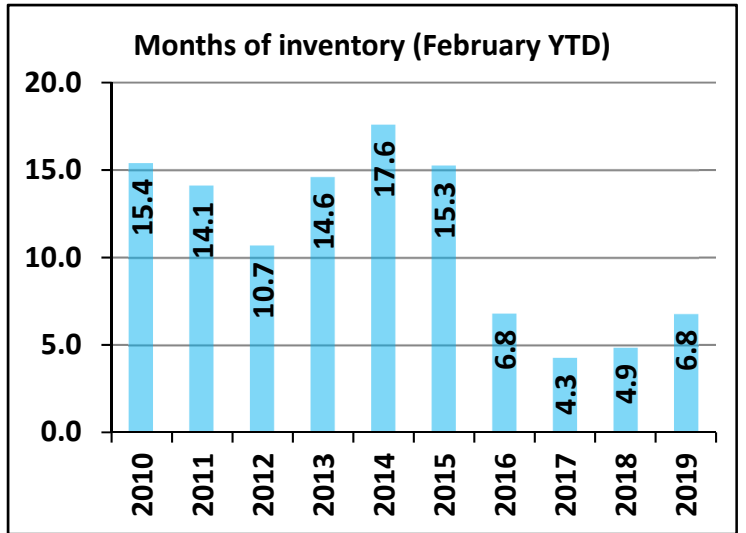
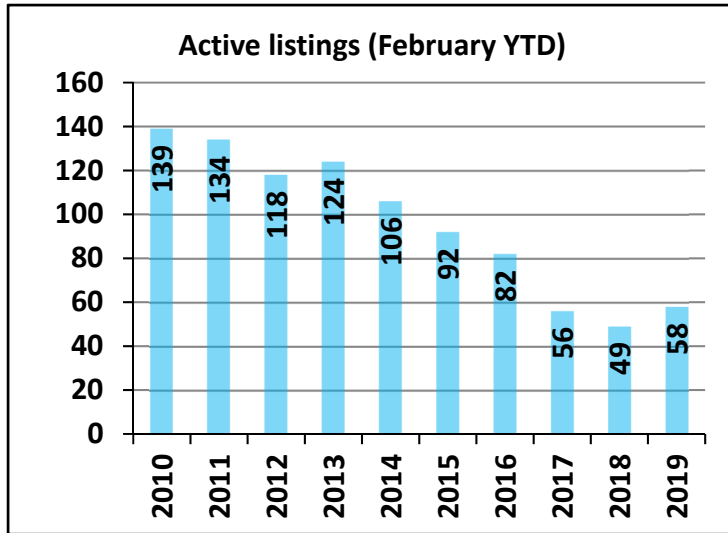
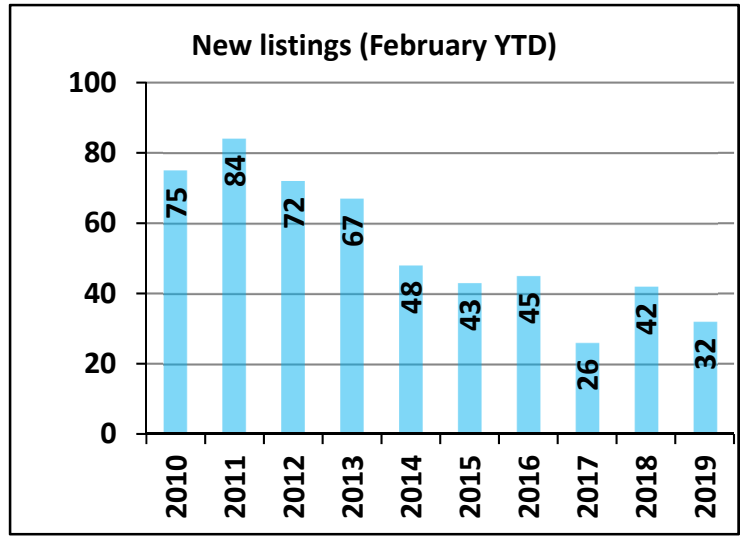
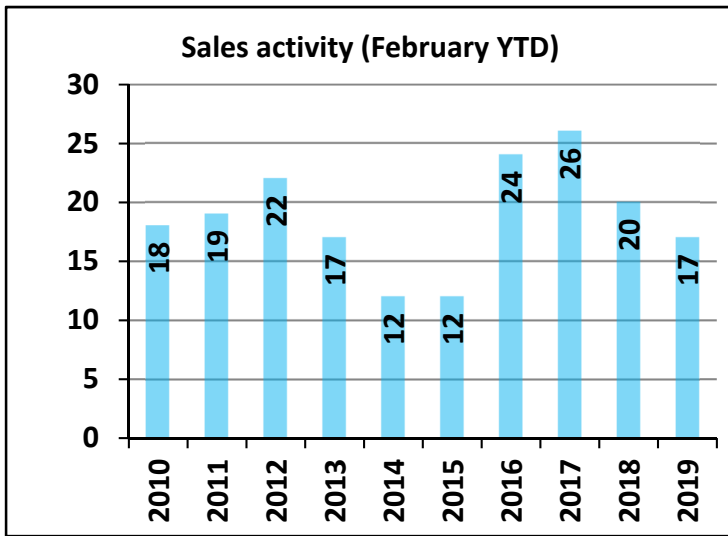
## Residential Market Activity





# Clearview

## Residential Market Activity



# Clearview

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 <sup>1</sup>	42.1	45.5	123.1	82.6	35.0	31.0	40.7
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 <sup>3</sup>	58	18.4	3.6	-29.3	-45.3	-50.8	-52.5
Sales to New Listings Ratio <sup>4</sup>	53.1	47.6	100.0	53.3	25.0	30.6	21.3
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

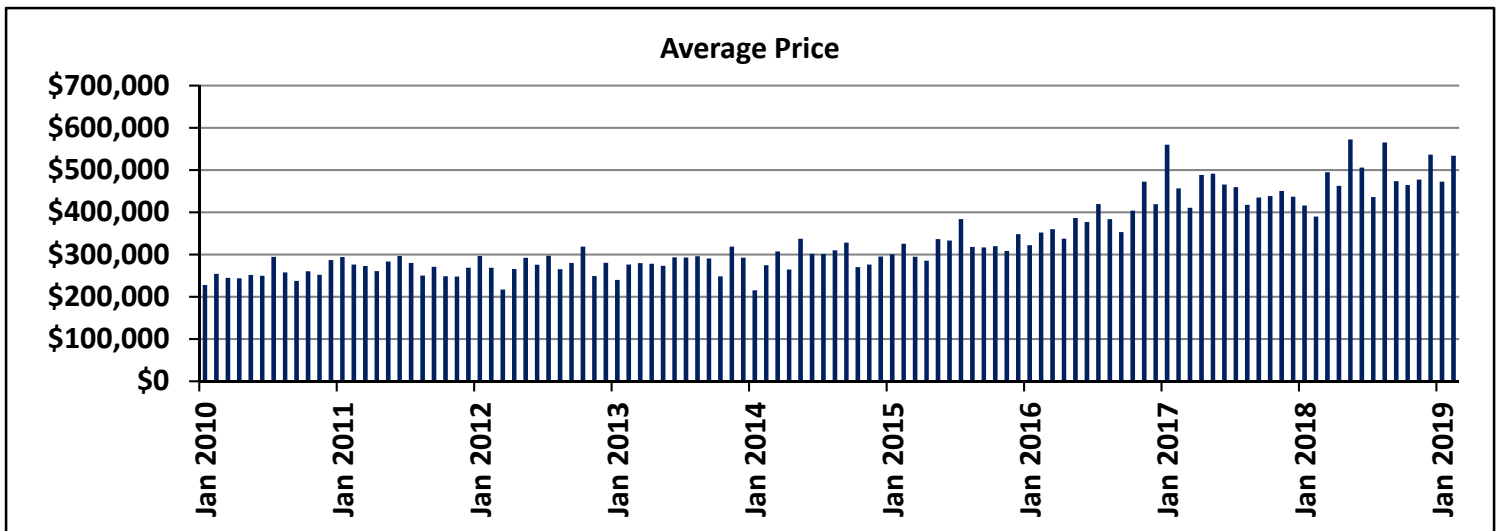
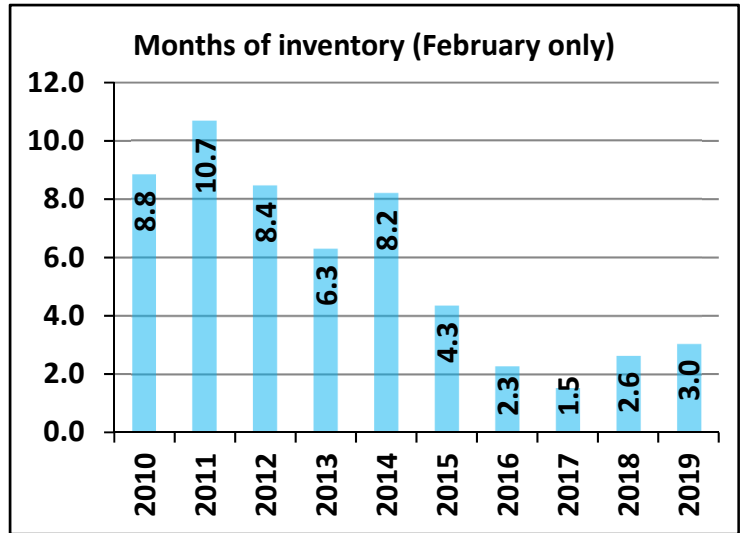
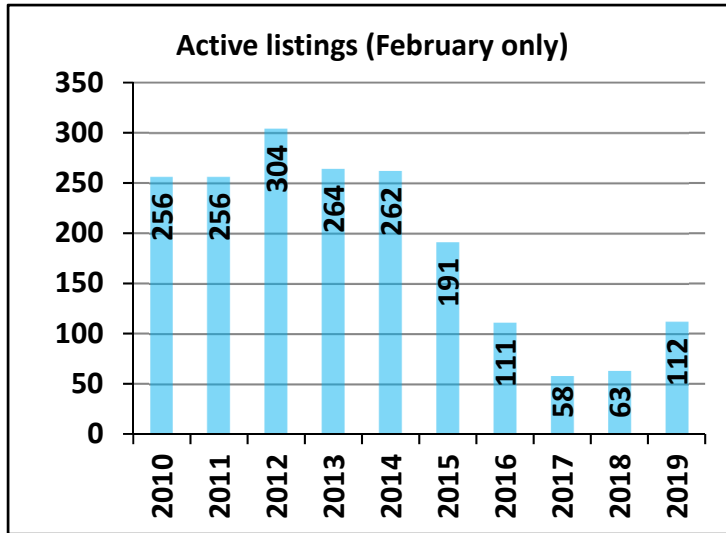
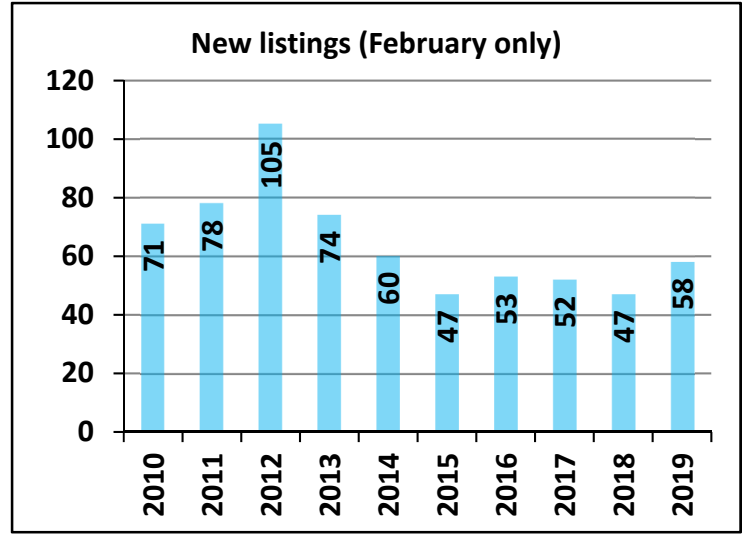
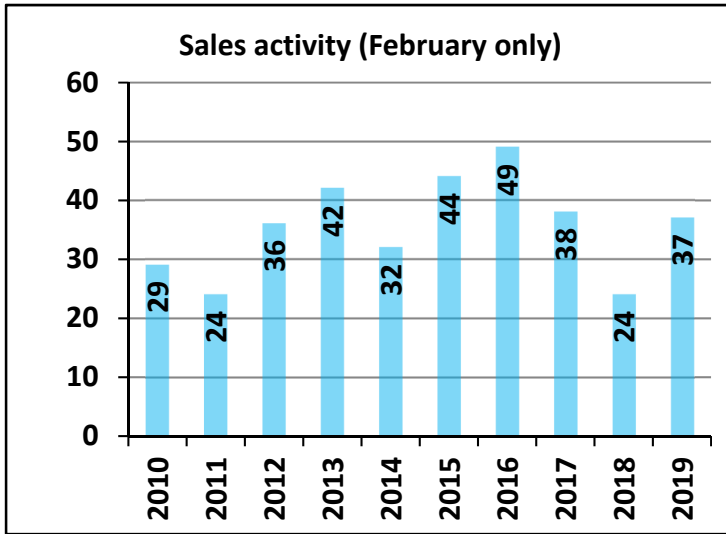
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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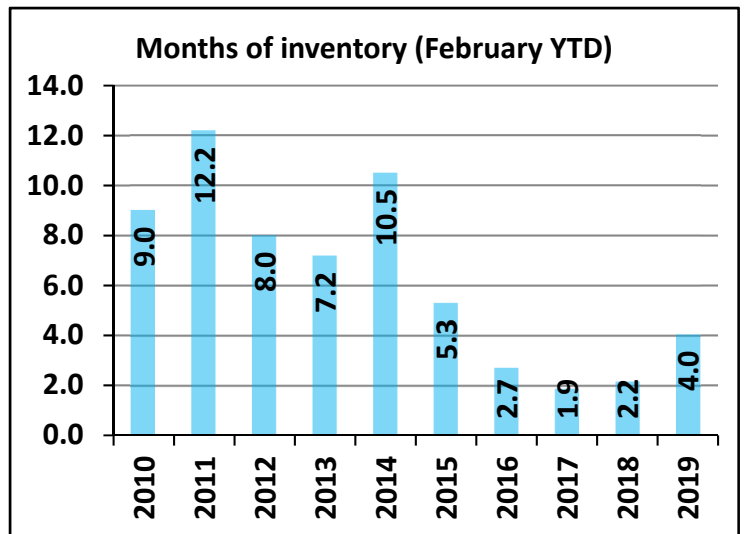
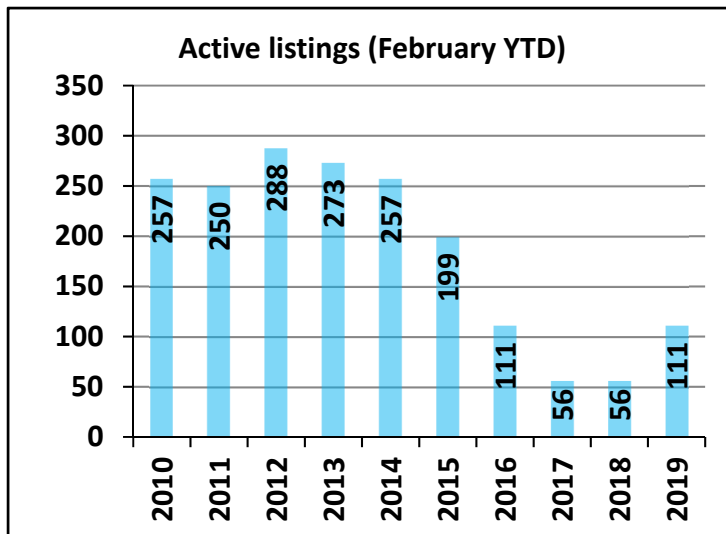
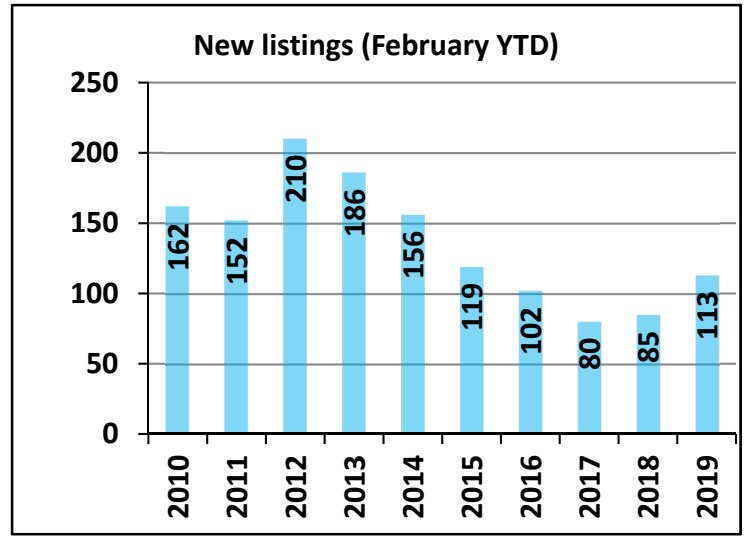
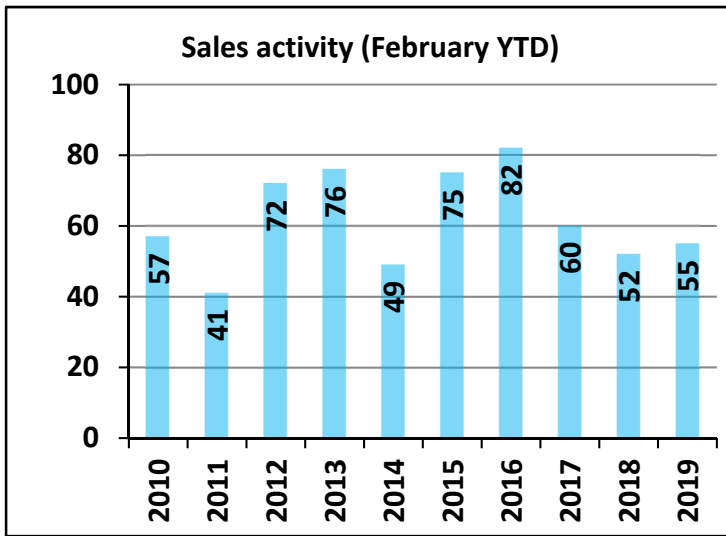
# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity



# Collingwood

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 Ratio <sup>1</sup>	63.8	51.1	73.1	92.5	53.3	34.3	23.8
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 Listings <sup>3</sup>	111	98.2	98.2	0.0	-56.8	-61.5	-58.4
Sales to New Listings Ratio <sup>4</sup>	48.7	61.2	75.0	80.4	31.4	34.3	18.2
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

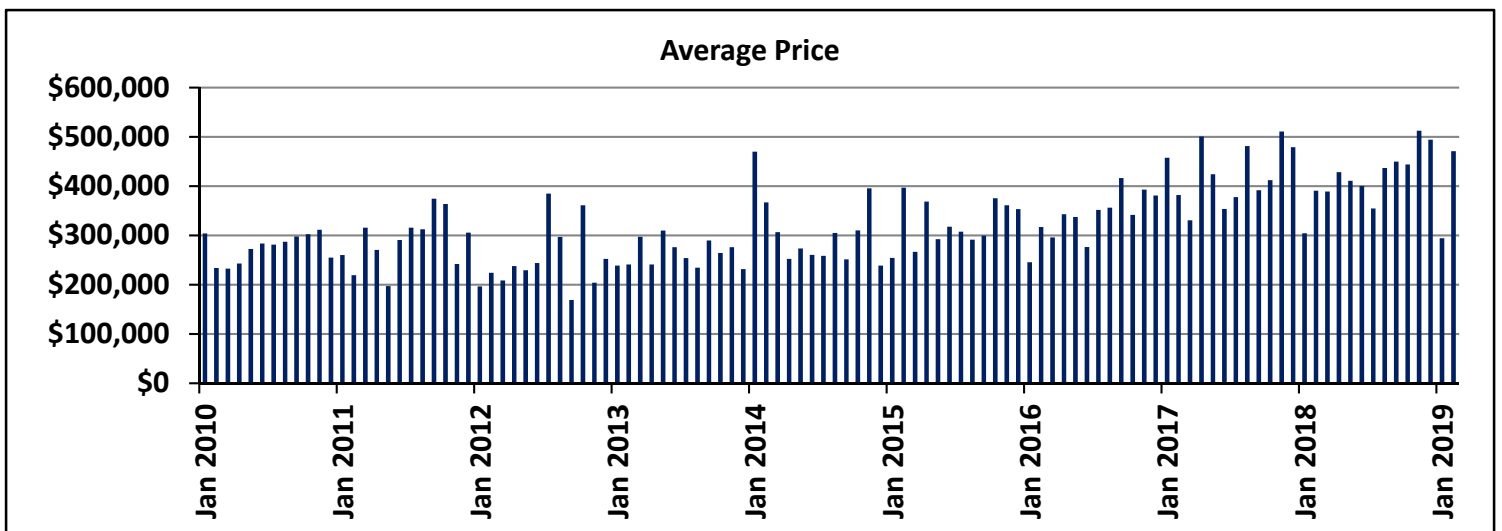
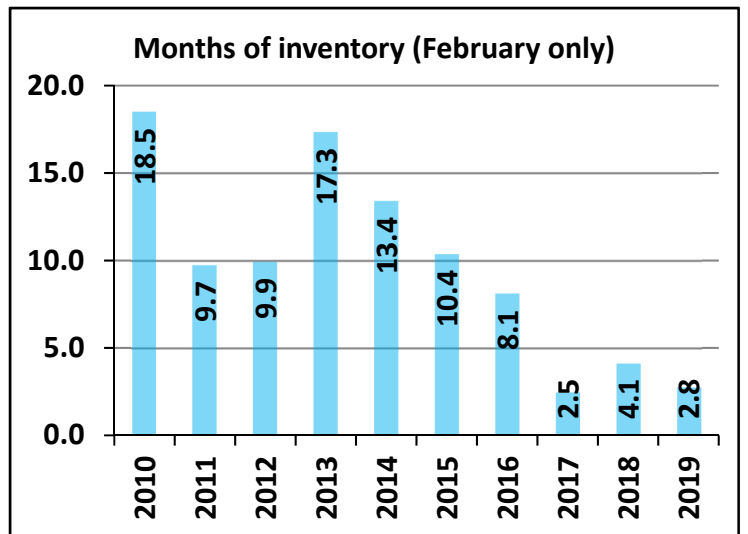
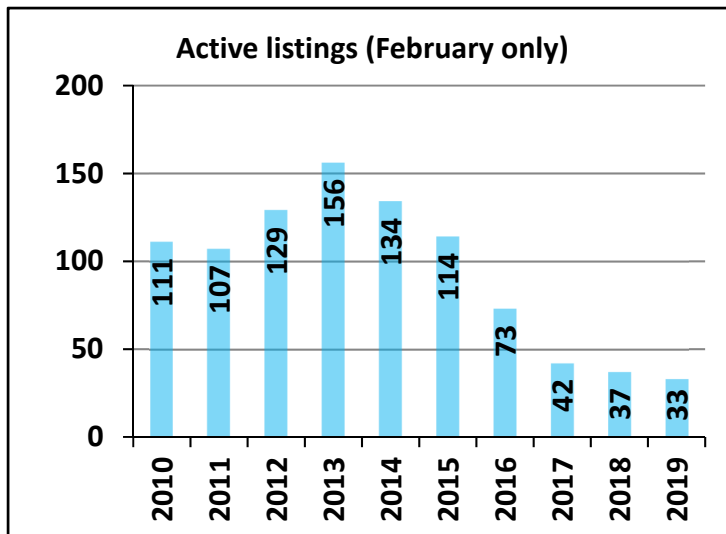
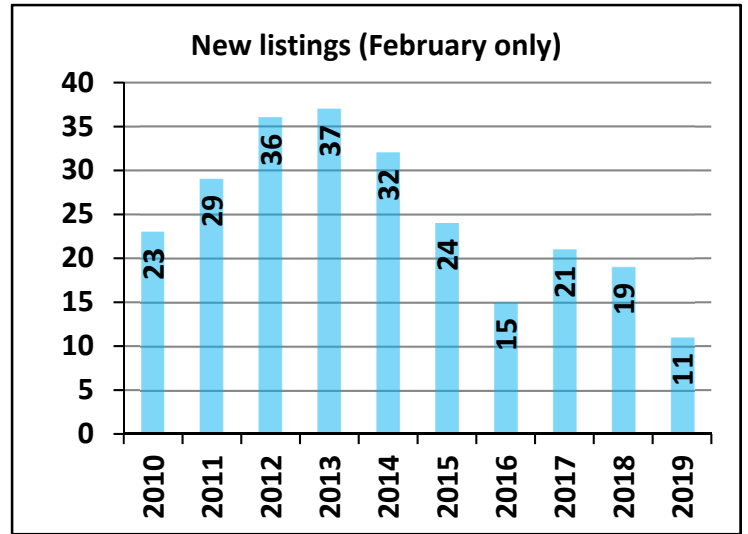
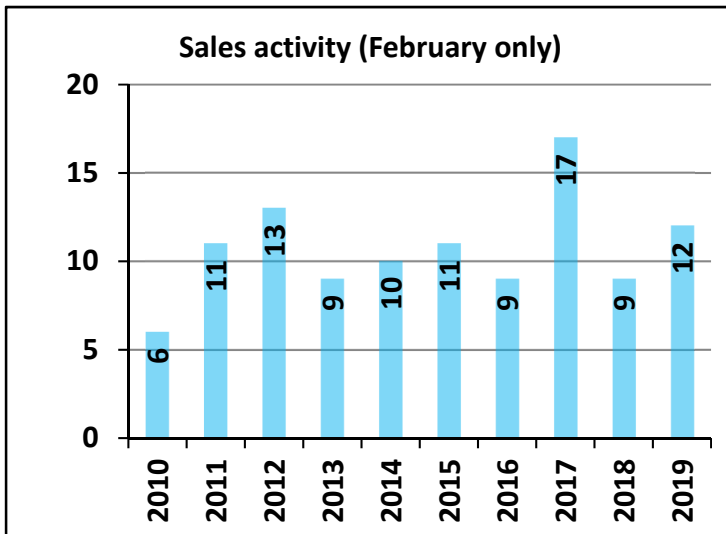
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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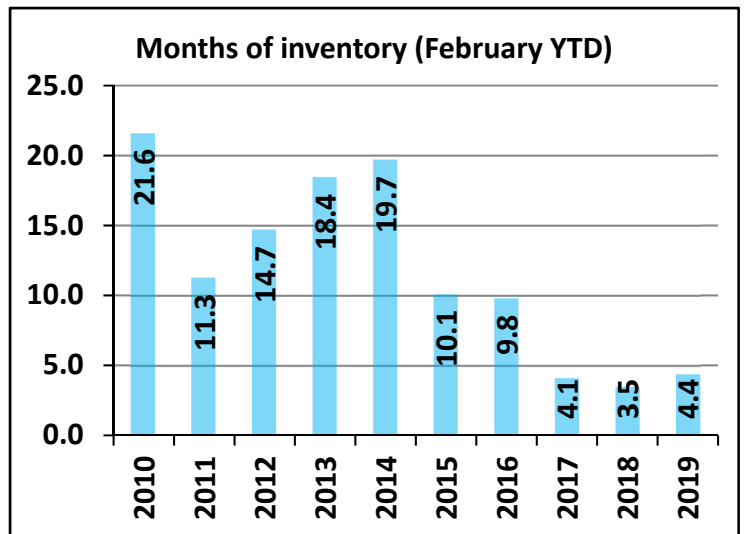
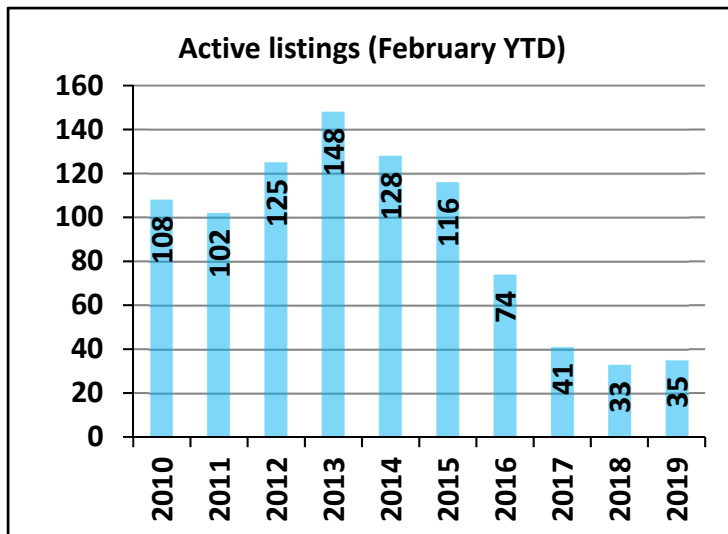
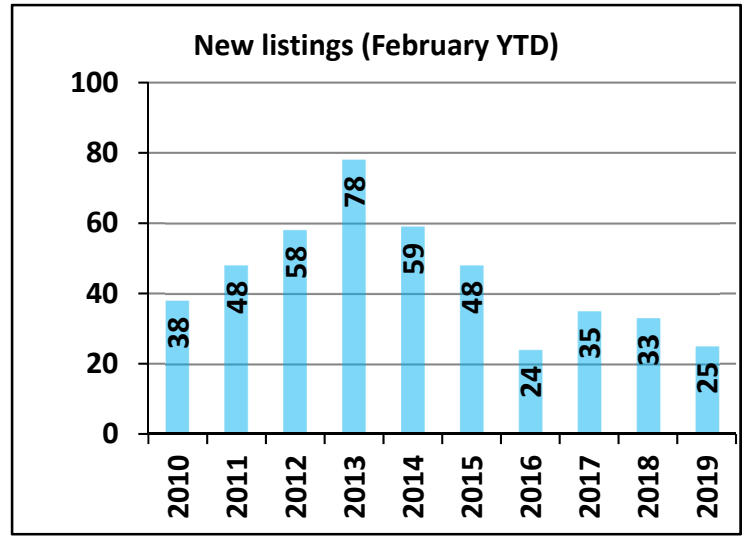
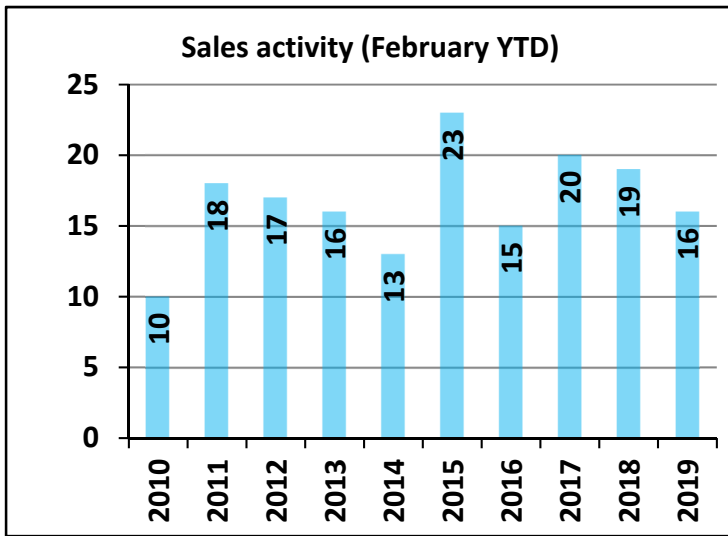
# Meaford (Muni)

## Residential Market Activity



# Meaford (Muni)

## Residential Market Activity





# Meaford (Muni)

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 Ratio <sup>1</sup>	109.1	47.4	81.0	60.0	31.3	36.1	28.6
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 Listings <sup>3</sup>	35	6.1	-14.6	-52.7	-72.7	-72.0	-66.3
Sales to New Listings Ratio <sup>4</sup>	64.0	57.6	57.1	62.5	22.0	29.3	16.7
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

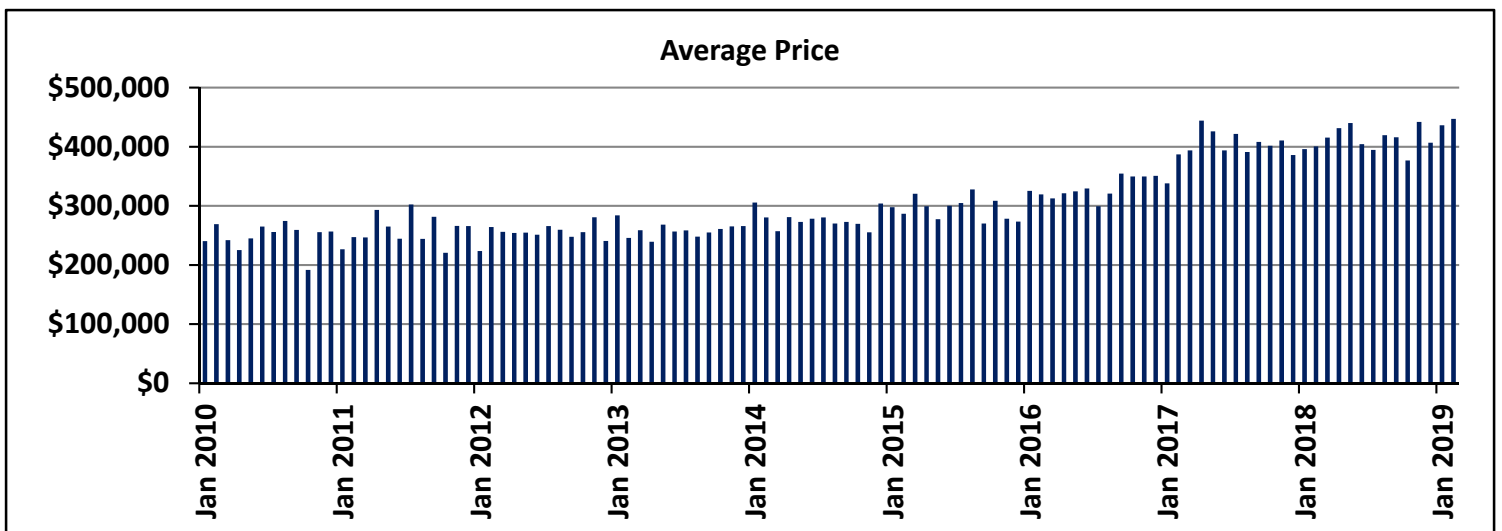
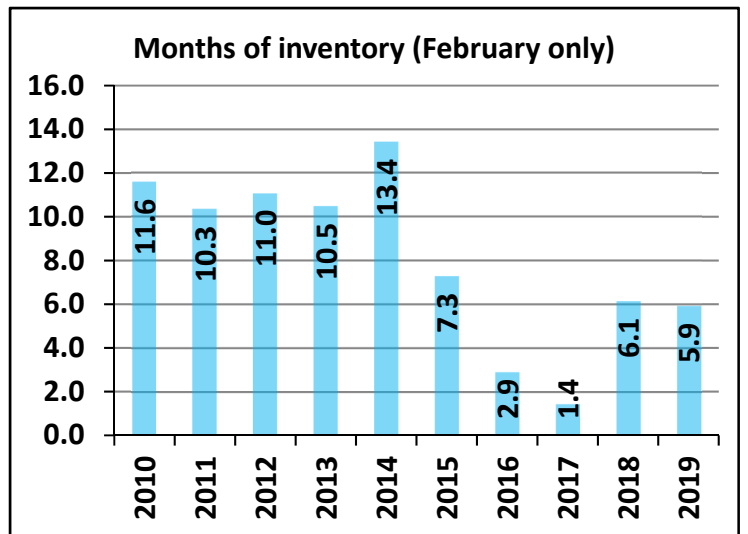
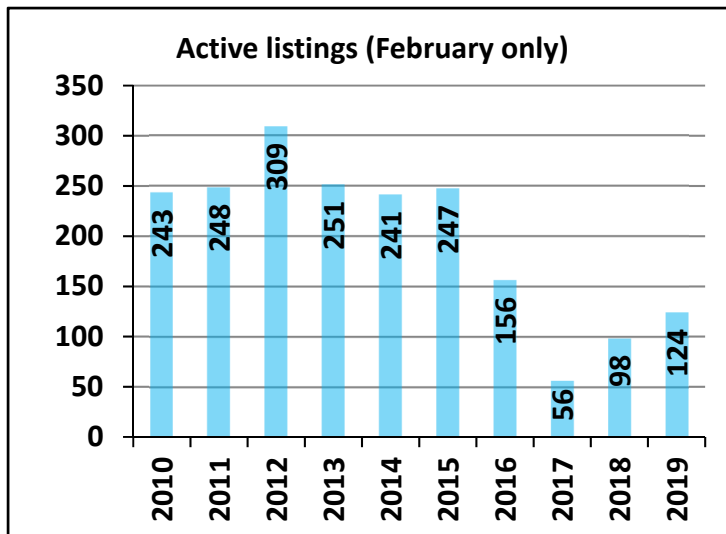
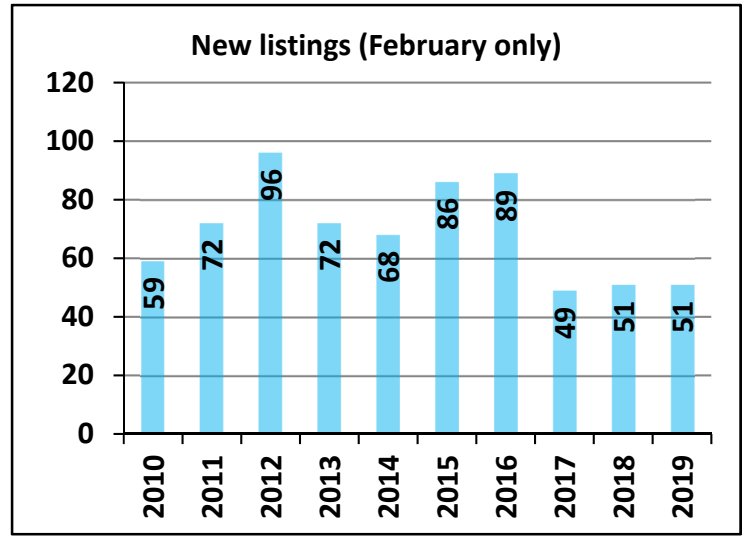
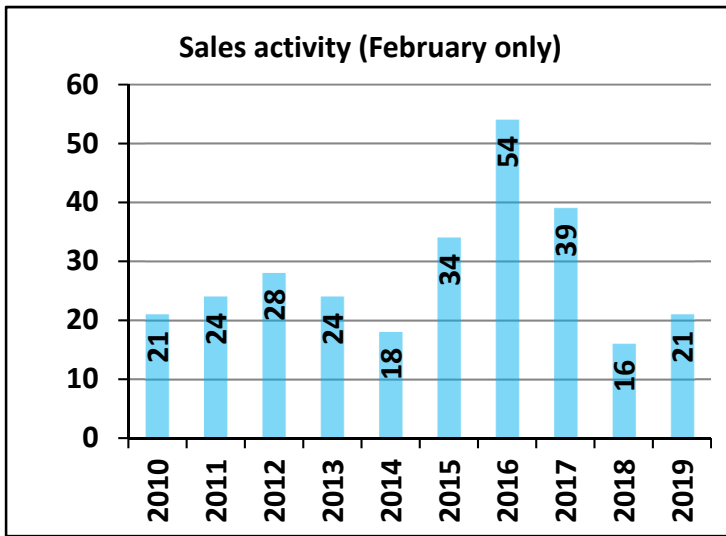
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

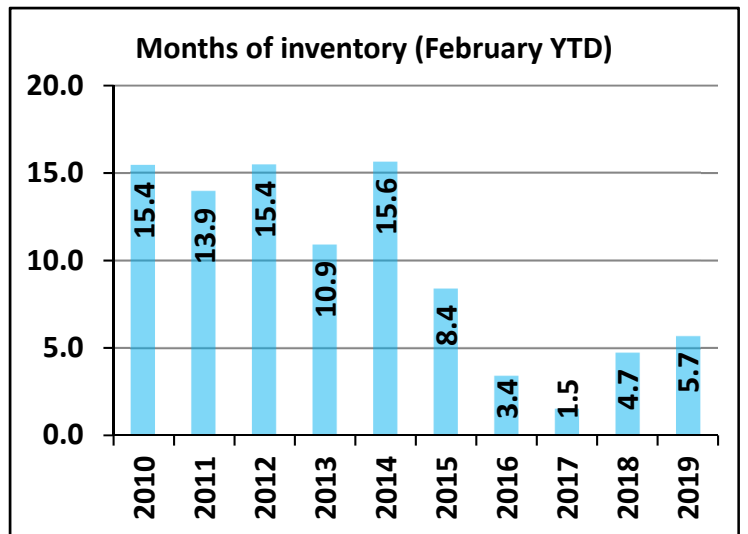
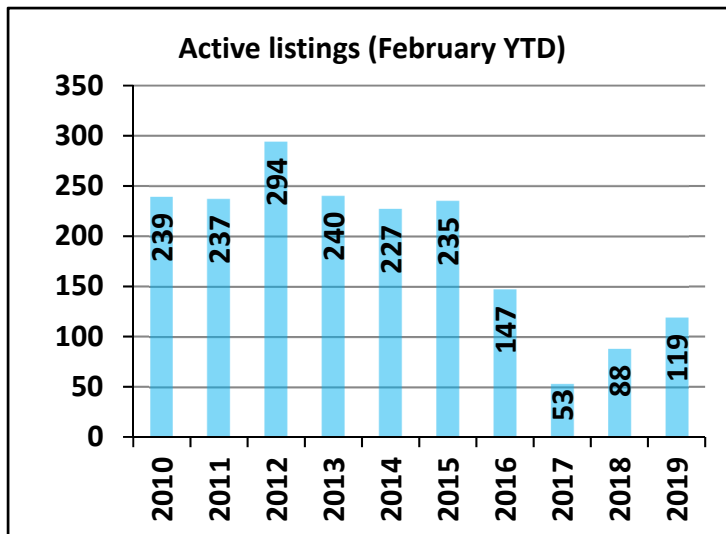
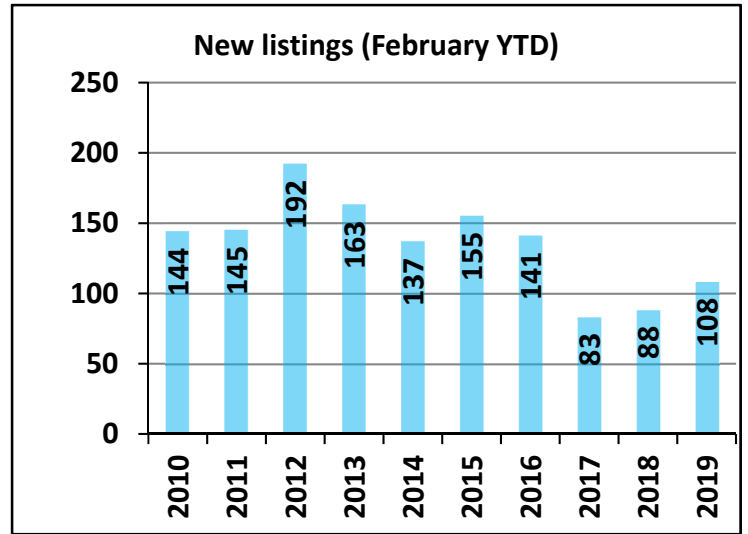
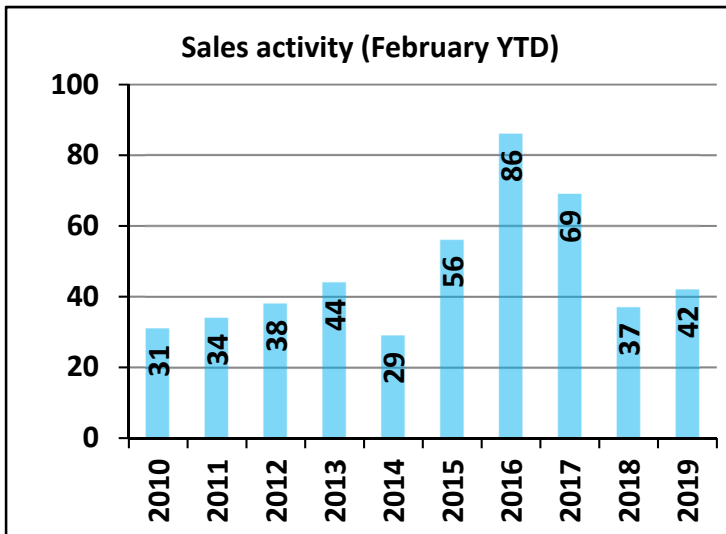
# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity



# Wasaga Beach

## Residential Market Activity

Actual	February 2019	Compared to <sup>6</sup>					
		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 Ratio <sup>1</sup>	41.2	31.4	79.6	60.7	26.5	29.2	20.5
Months of Inventory <sup>2</sup>	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 <sup>6</sup>					
		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 Listings <sup>3</sup>	119	35.2	124.5	-19.0	-47.6	-59.5	-51.2
Sales to New Listings Ratio <sup>4</sup>	38.9	42.0	83.1	61.0	21.2	19.8	16.4
Months of Inventory <sup>5</sup>	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

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<sup>3</sup> 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

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

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

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