



Western District

Residential Market Activity

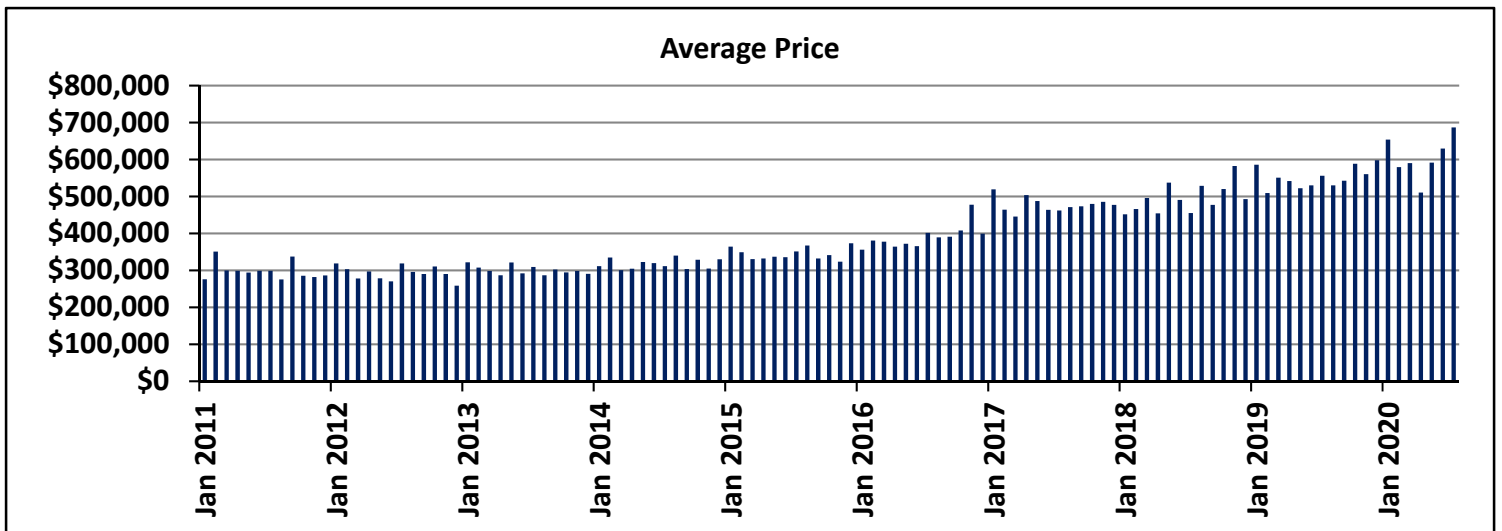
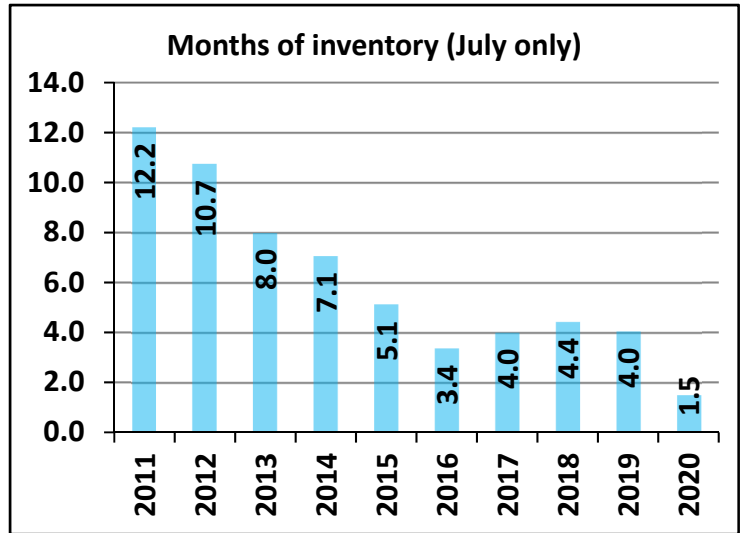
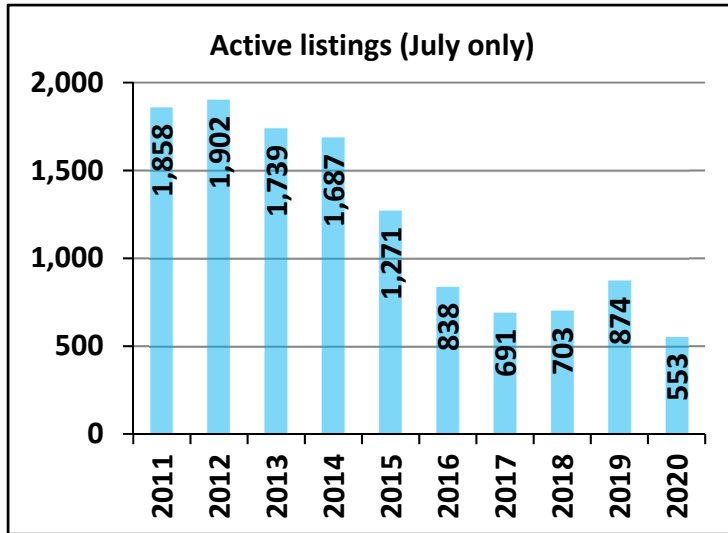
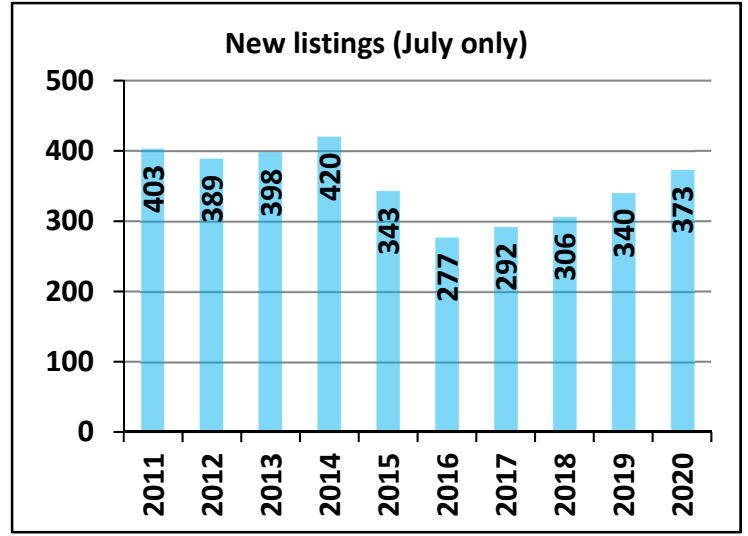
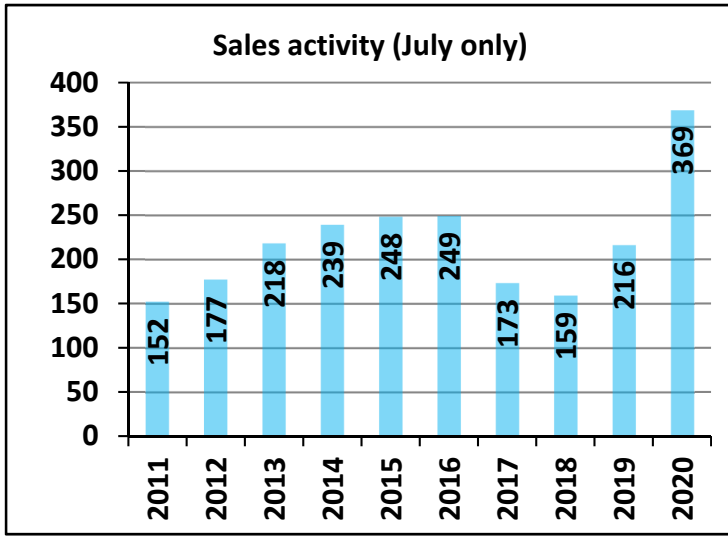
July 2020



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

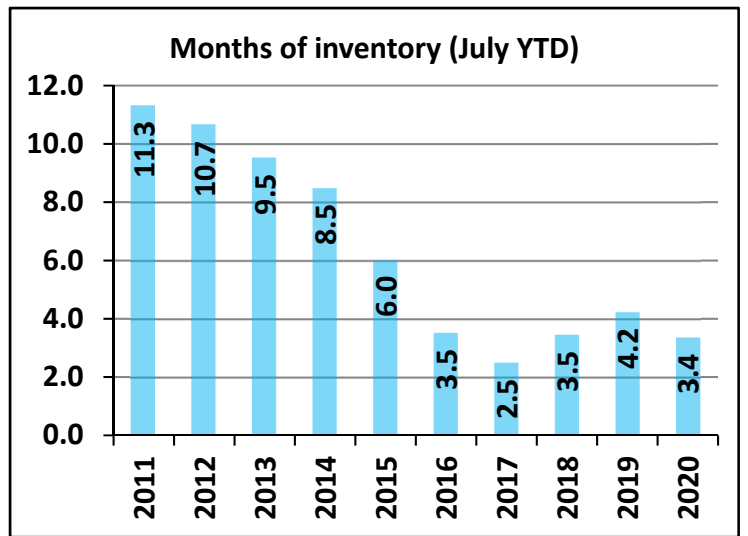
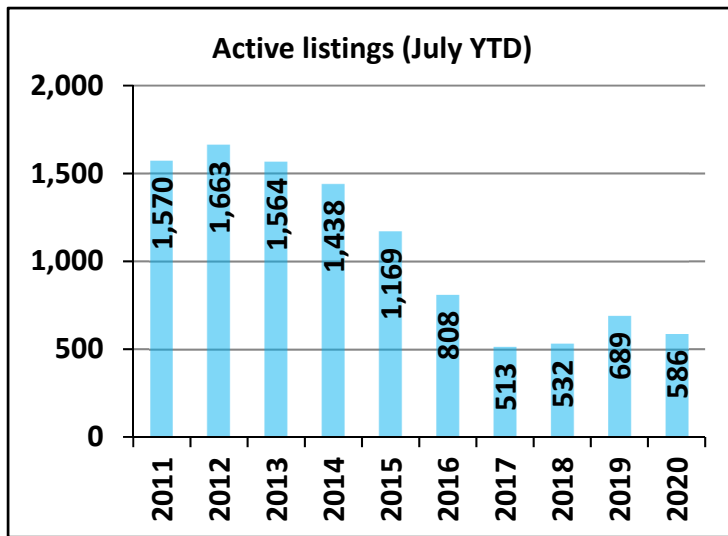
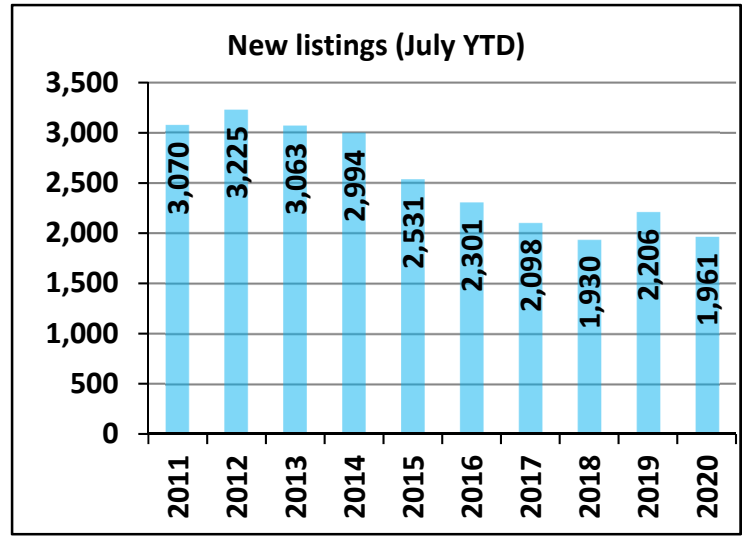
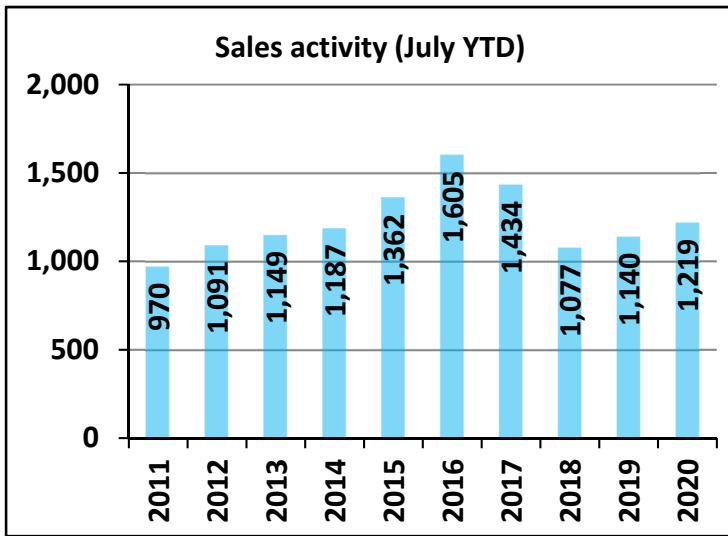
Western District

Residential Market Activity



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Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	369	70.8	132.1	113.3	48.8	69.3	161.7
Dollar Volume	\$253,292,587	110.9	250.2	217.0	190.8	275.7	541.4
New Listings	373	9.7	21.9	27.7	8.7	-6.3	-0.5
Active Listings	553	-36.7	-21.3	-20.0	-56.5	-68.2	-68.6
Sales to New Listings Ratio¹	98.9	63.5	52.0	59.2	72.3	54.8	37.6
Months of Inventory²	1.5	4.0	4.4	4.0	5.1	8.0	12.5
Average Price	\$686,430	23.5	50.9	48.6	95.5	122.0	145.1

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	1,219	6.9	13.2	-15.0	-10.5	6.1	19.9
Dollar Volume	\$765,599,341	24.3	47.4	12.2	64.9	118.8	158.5
New Listings	1,961	-11.1	1.6	-6.5	-22.5	-36.0	-35.2
Active Listings³	586	-14.9	10.2	14.2	-49.9	-62.5	-61.3
Sales to New Listings Ratio⁴	62.2	51.7	55.8	68.4	53.8	37.5	33.6
Months of Inventory⁵	3.4	4.2	3.5	2.5	6.0	9.5	10.4
Average Price	\$628,055	16.3	30.2	32.0	84.2	106.2	115.6

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

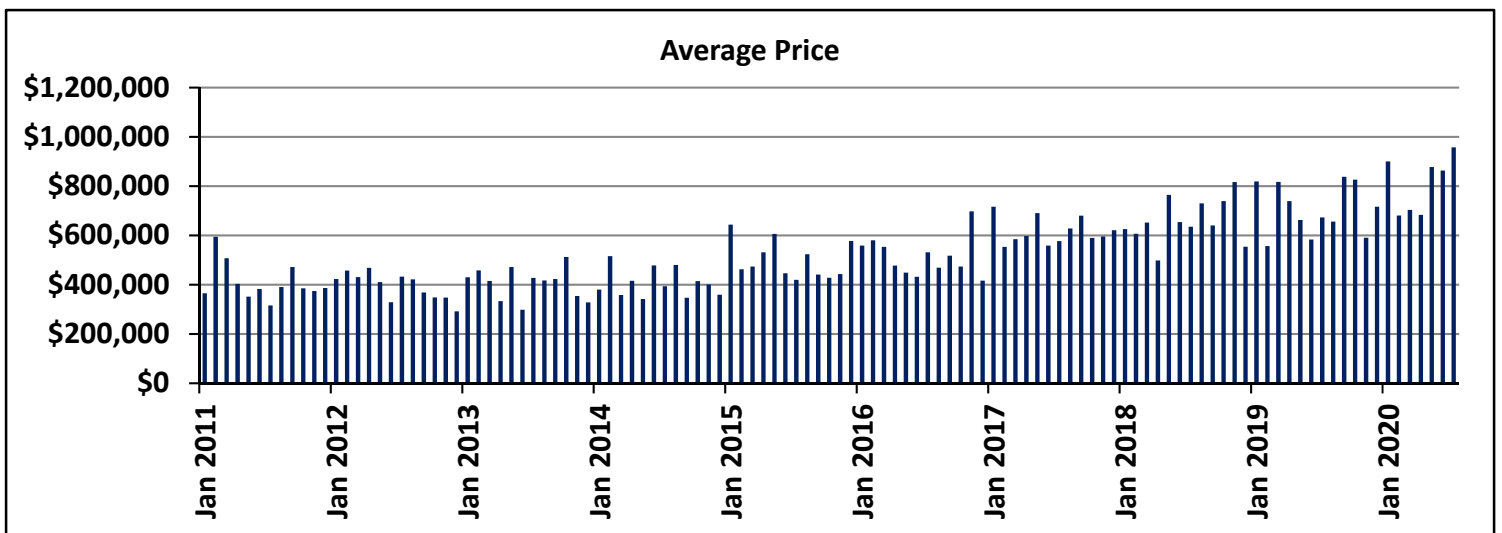
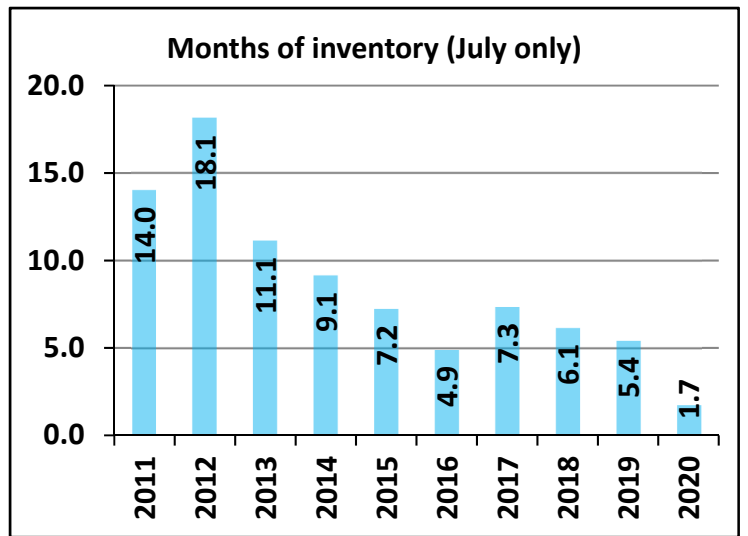
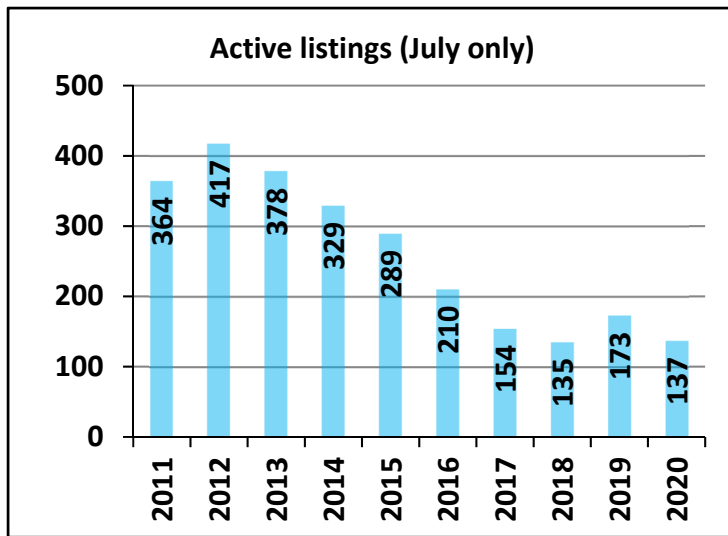
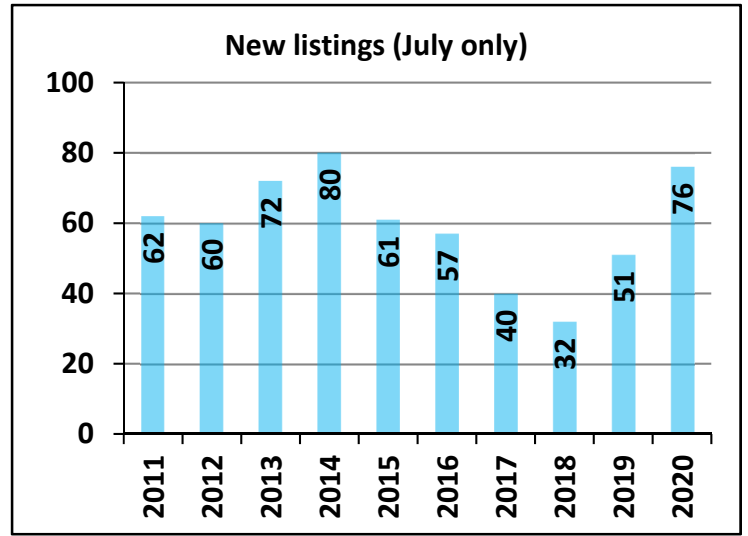
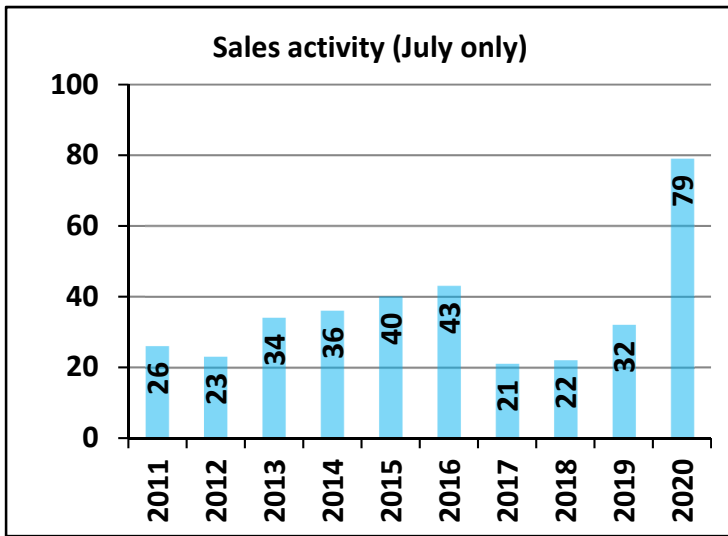
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

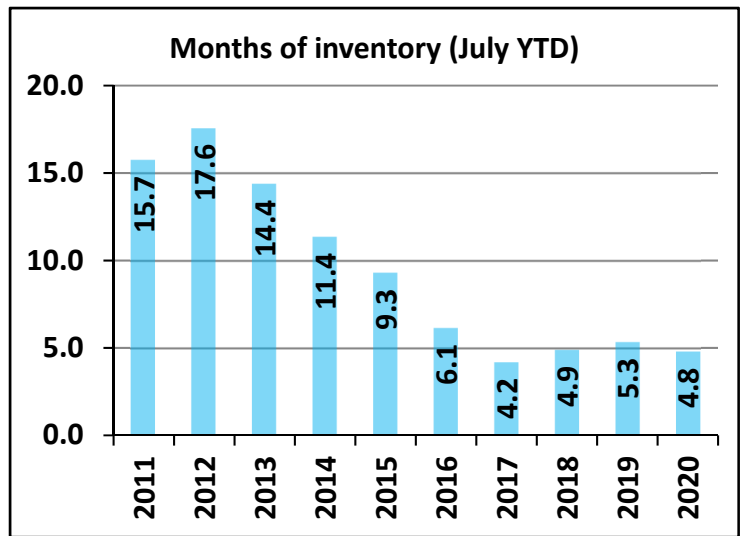
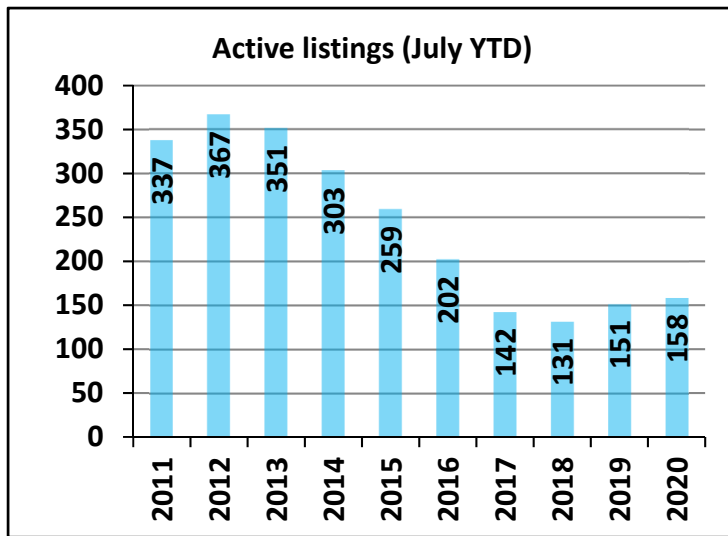
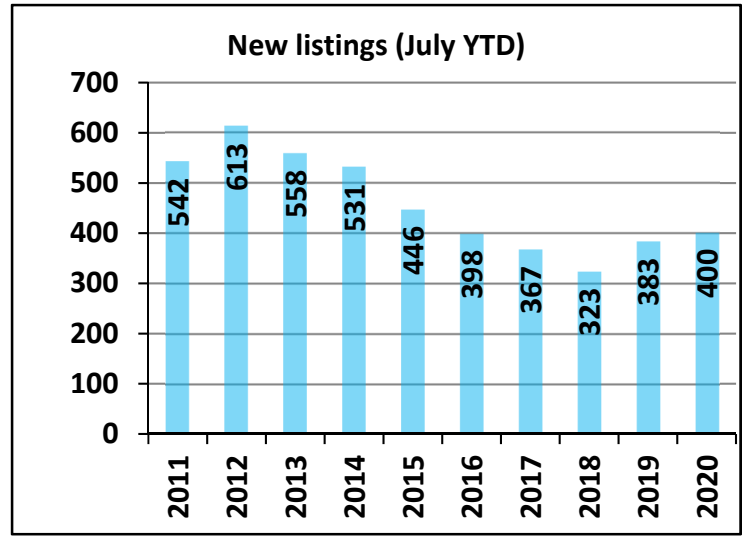
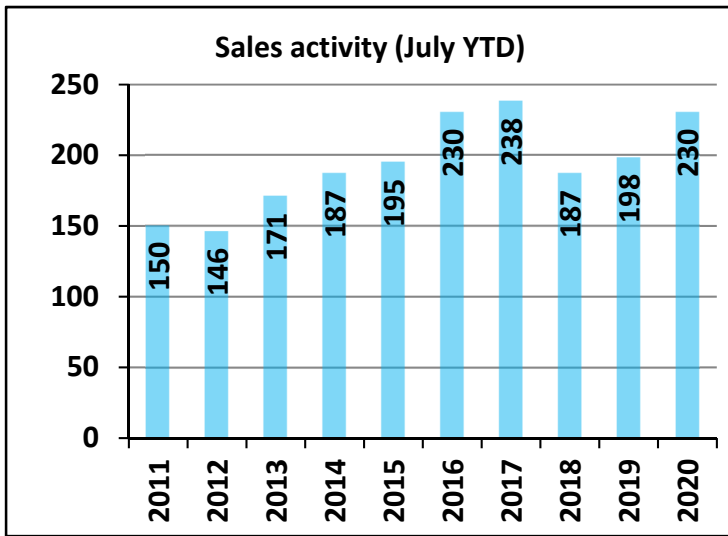
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	79	146.9	259.1	276.2	97.5	132.4	690.0
Dollar Volume	\$75,608,500	251.1	441.1	524.2	350.9	420.7	1,874.4
New Listings	76	49.0	137.5	90.0	24.6	5.6	46.2
Active Listings	137	-20.8	1.5	-11.0	-52.6	-63.8	-59.1
Sales to New Listings Ratio¹	103.9	62.7	68.8	52.5	65.6	47.2	19.2
Months of Inventory²	1.7	5.4	6.1	7.3	7.2	11.1	33.5
Average Price	\$957,070	42.2	50.7	65.9	128.3	124.1	149.9

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	230	16.2	23.0	-3.4	17.9	34.5	60.8
Dollar Volume	\$194,477,093	41.1	63.2	33.8	100.8	177.5	230.5
New Listings	400	4.4	23.8	9.0	-10.3	-28.3	-20.9
Active Listings³	158	4.6	20.6	11.3	-39.0	-55.0	-48.7
Sales to New Listings Ratio⁴	57.5	51.7	57.9	64.9	43.7	30.6	28.3
Months of Inventory⁵	4.8	5.3	4.9	4.2	9.3	14.4	15.1
Average Price	\$845,553	21.5	32.7	38.5	70.2	106.3	105.5

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

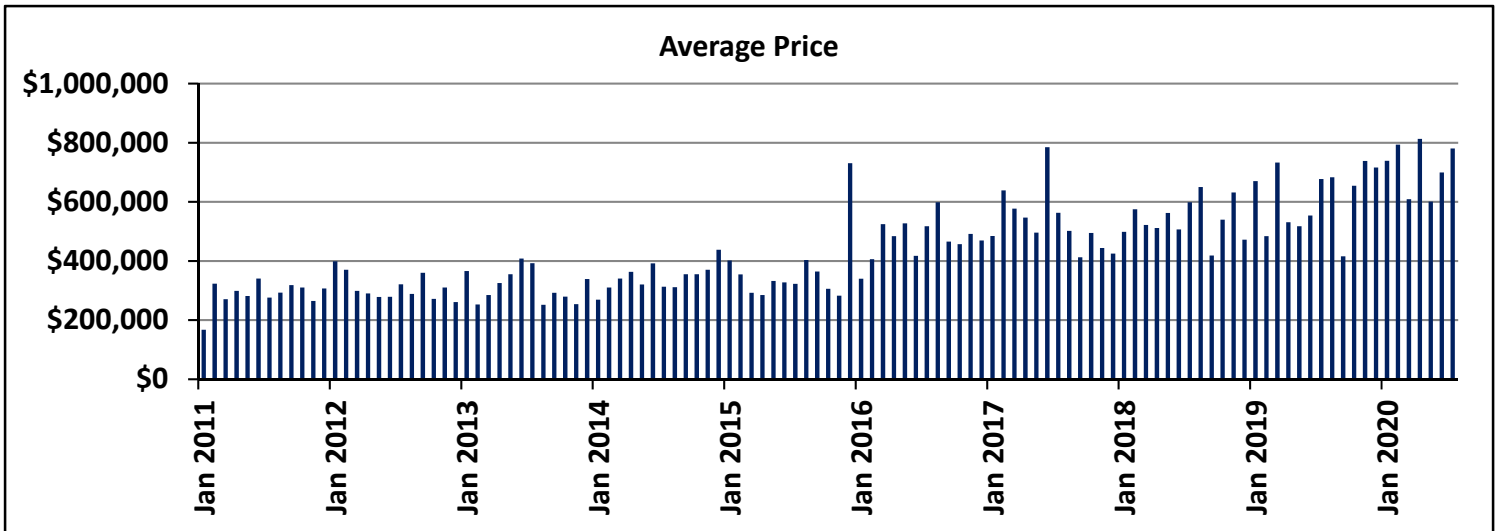
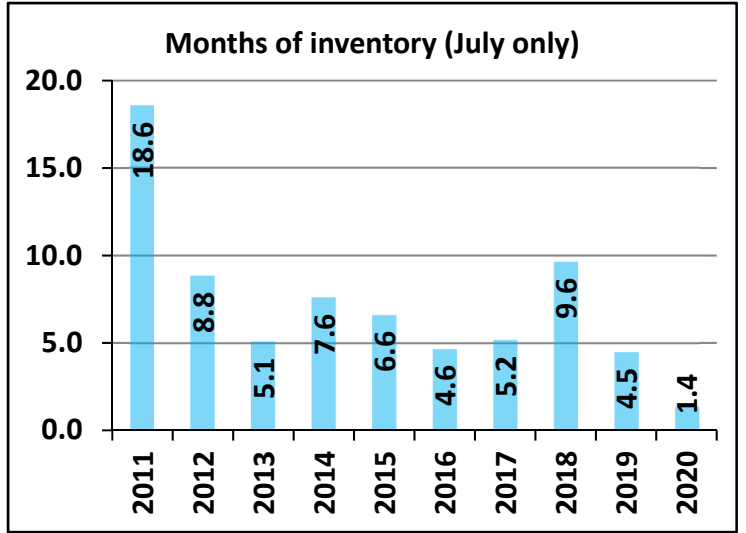
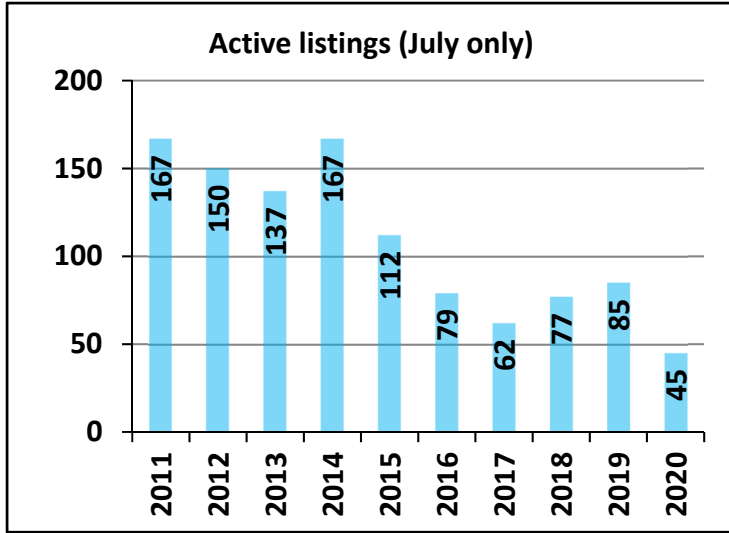
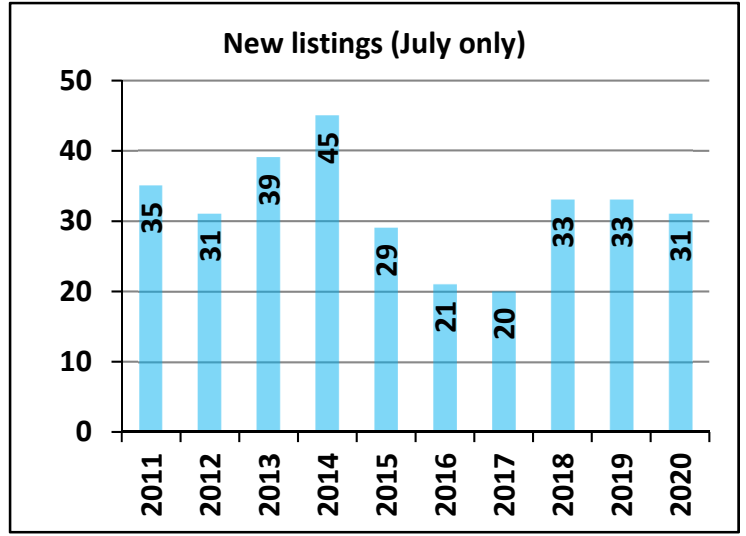
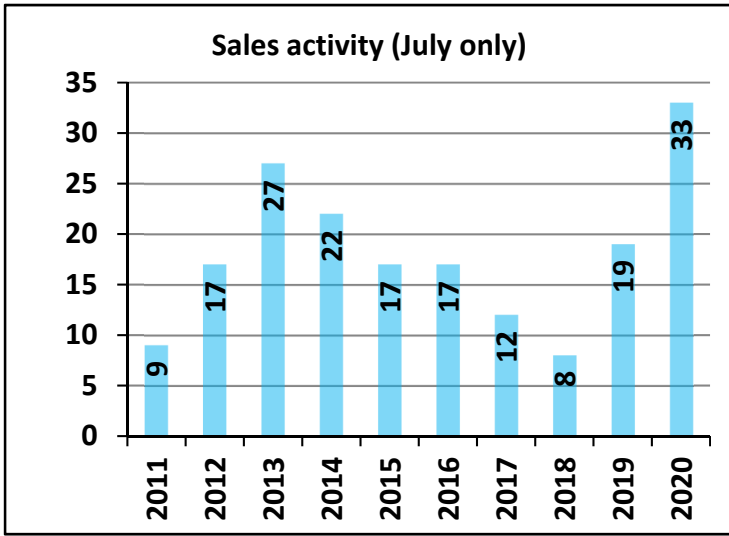
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

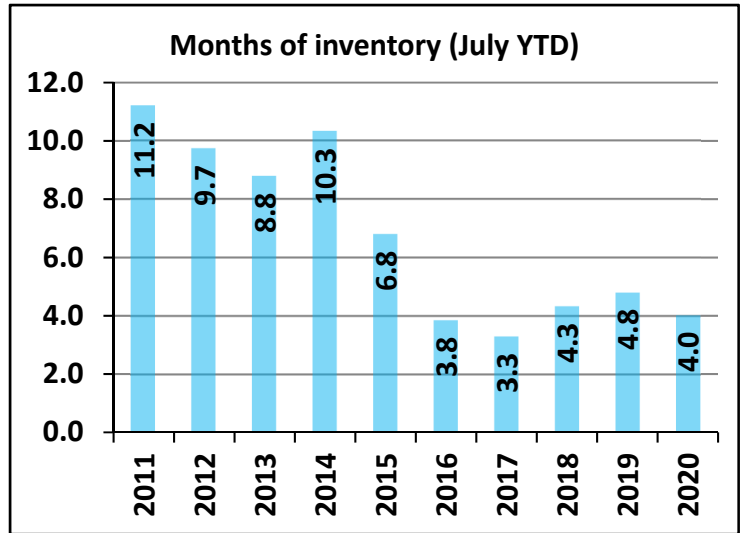
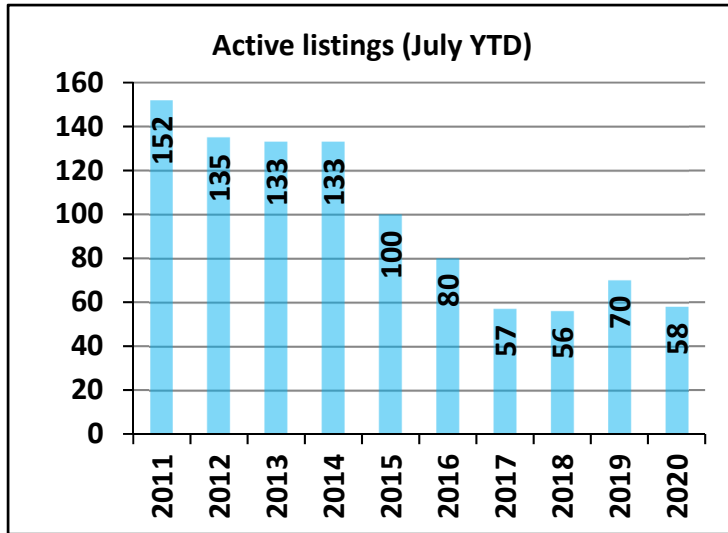
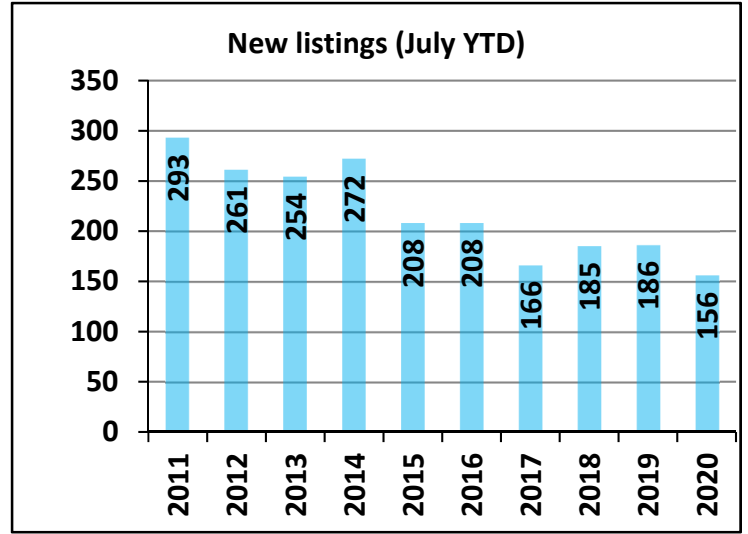
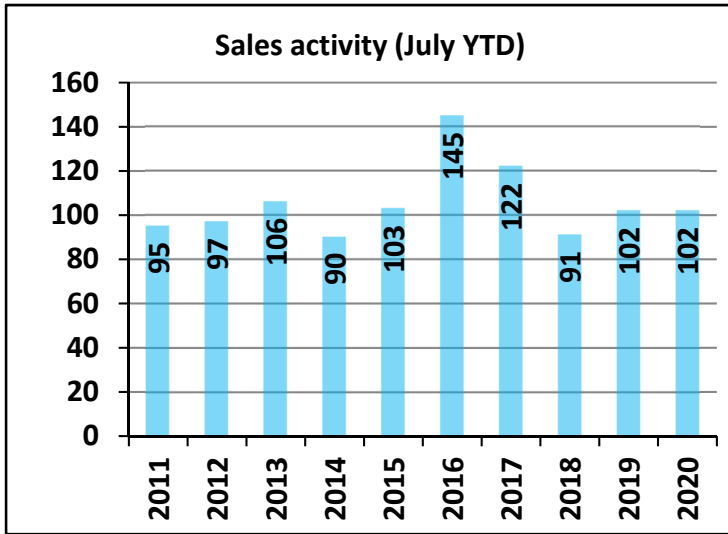
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	33	73.7	312.5	175.0	94.1	22.2	135.7
Dollar Volume	\$25,753,000	100.3	438.1	281.5	370.1	143.1	669.4
New Listings	31	-6.1	-6.1	55.0	6.9	-20.5	-20.5
Active Listings	45	-47.1	-41.6	-27.4	-59.8	-67.2	-78.0
Sales to New Listings Ratio ¹	106.5	57.6	24.2	60.0	58.6	69.2	35.9
Months of Inventory ²	1.4	4.5	9.6	5.2	6.6	5.1	14.6
Average Price	\$780,394	15.3	30.4	38.7	142.2	98.9	226.4

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	102	0.0	12.1	-16.4	-1.0	-3.8	0.0
Dollar Volume	\$73,576,500	21.0	50.5	4.8	123.7	98.9	108.3
New Listings	156	-16.1	-15.7	-6.0	-25.0	-38.6	-51.9
Active Listings ³	58	-17.1	3.6	1.8	-42.0	-56.4	-66.9
Sales to New Listings Ratio ⁴	65.4	54.8	49.2	73.5	49.5	41.7	31.5
Months of Inventory ⁵	4.0	4.8	4.3	3.3	6.8	8.8	12.0
Average Price	\$721,338	21.0	34.3	25.3	125.9	106.7	108.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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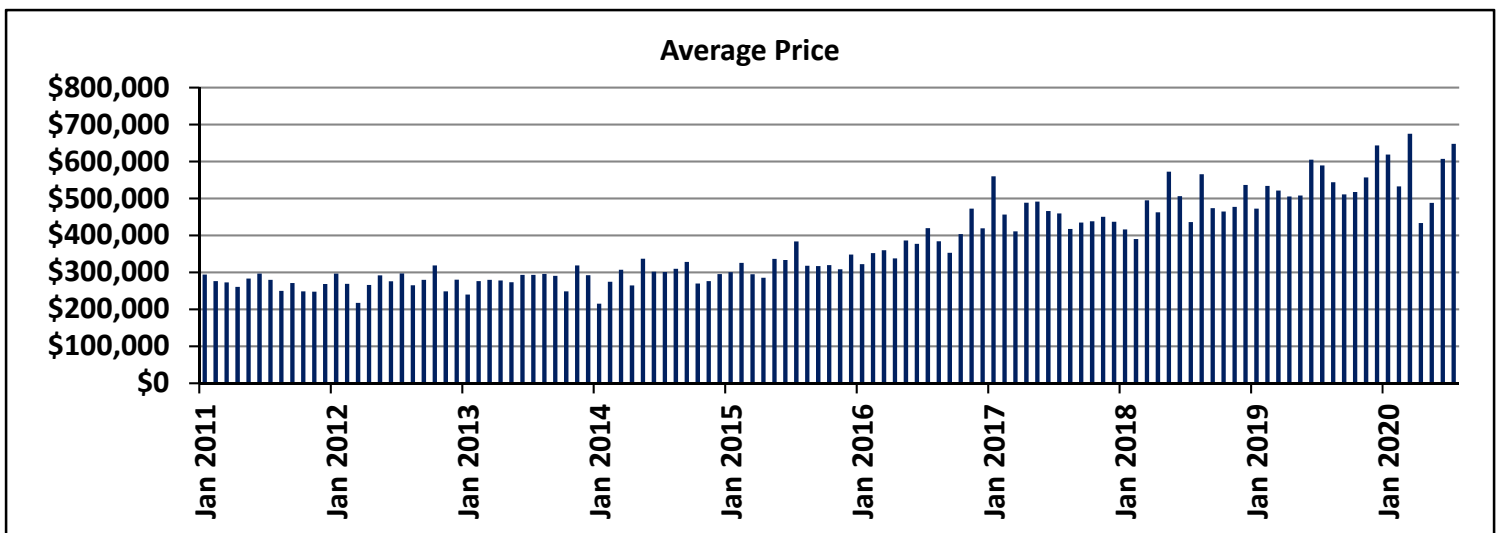
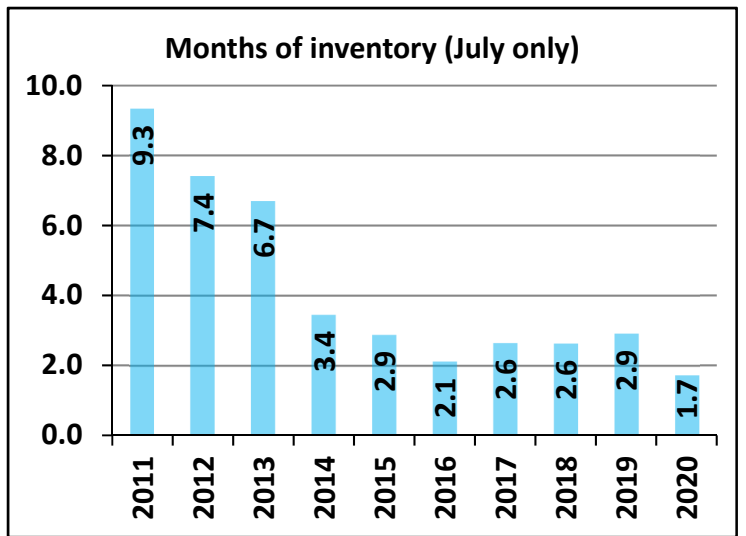
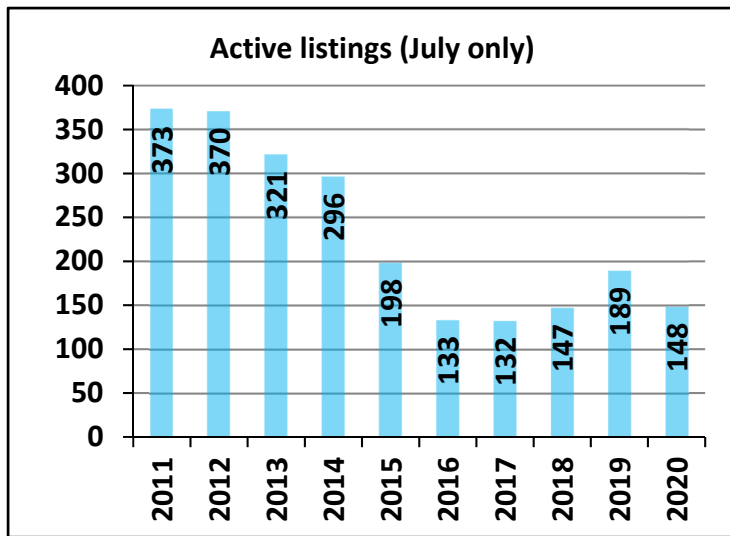
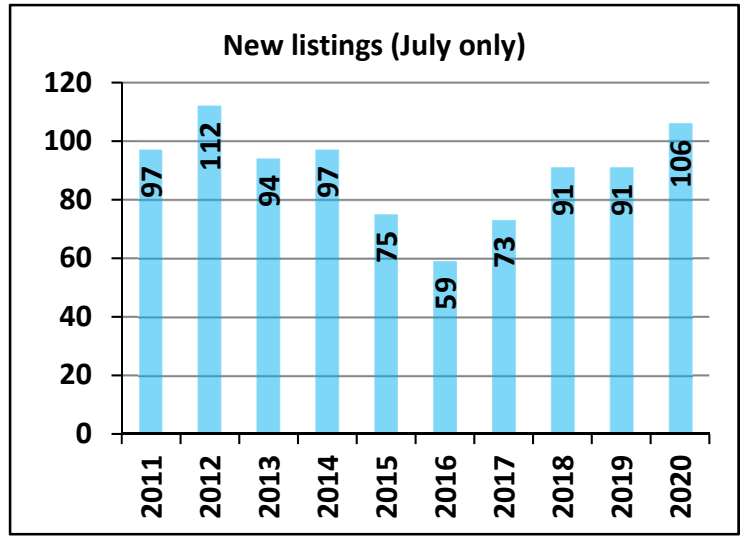
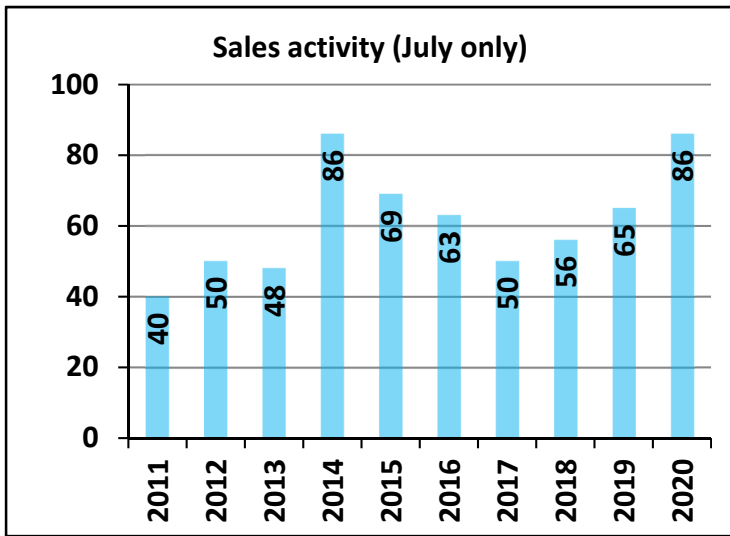
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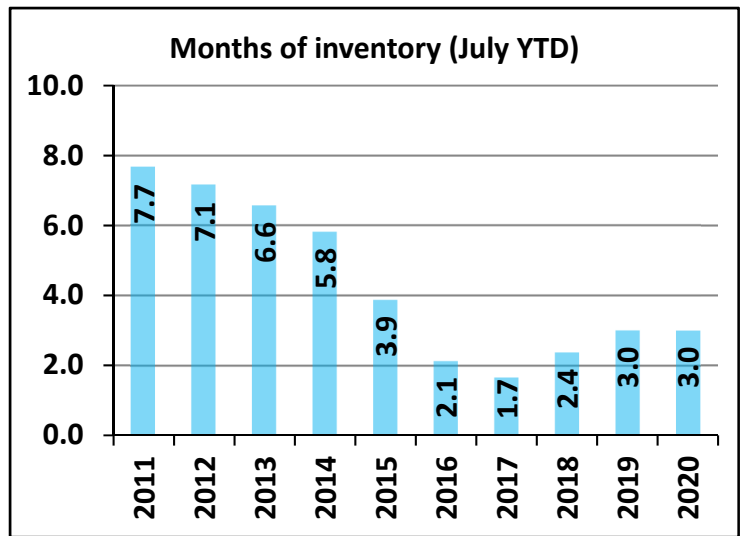
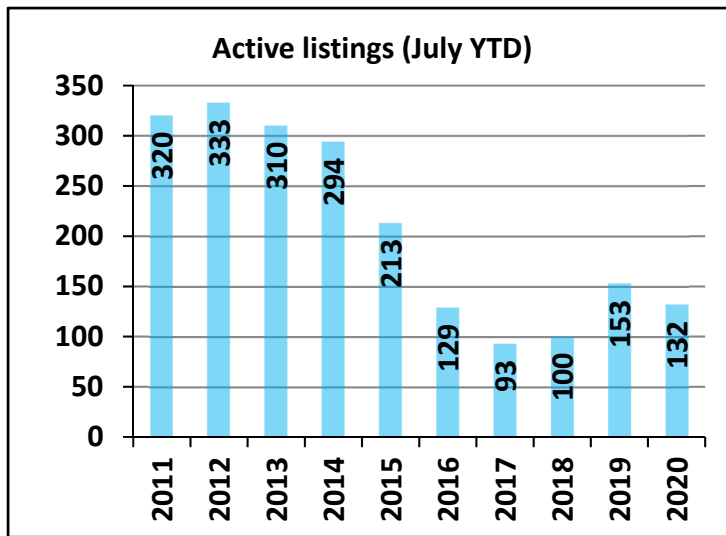
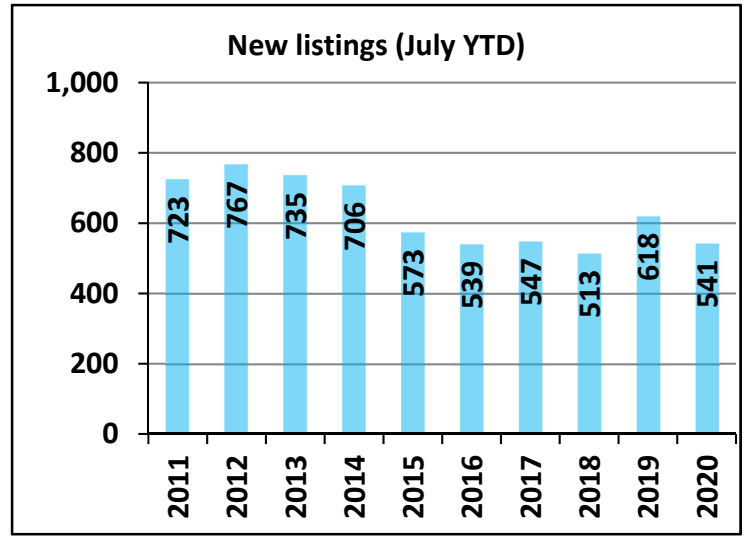
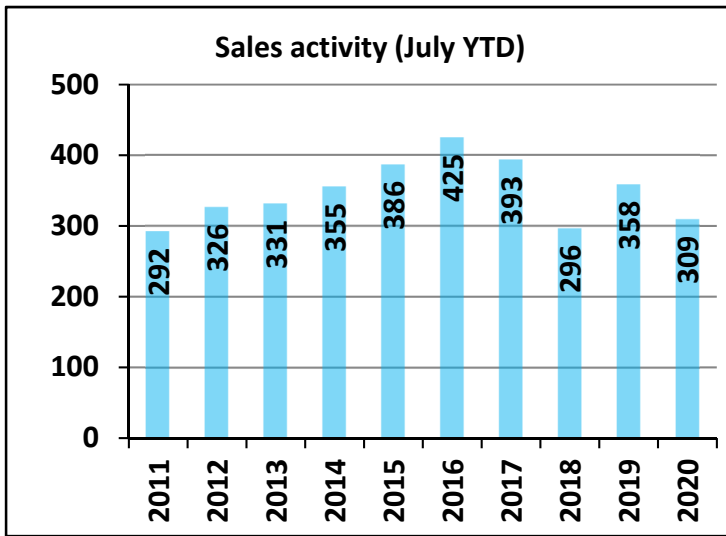
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	86	32.3	53.6	72.0	24.6	79.2	104.8
Dollar Volume	\$55,698,520	45.4	128.2	142.4	110.4	296.2	350.4
New Listings	106	16.5	16.5	45.2	41.3	12.8	9.3
Active Listings	148	-21.7	0.7	12.1	-25.3	-53.9	-59.0
Sales to New Listings Ratio¹	81.1	71.4	61.5	68.5	92.0	51.1	43.3
Months of Inventory²	1.7	2.9	2.6	2.6	2.9	6.7	8.6
Average Price	\$647,657	9.9	48.6	40.9	68.8	121.1	120.0

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	309	-13.7	4.4	-21.4	-19.9	-6.6	6.9
Dollar Volume	\$183,753,565	-5.3	30.2	-0.4	44.9	99.6	151.6
New Listings	541	-12.5	5.5	-1.1	-5.6	-26.4	-28.0
Active Listings³	132	-13.7	32.0	41.9	-38.0	-57.4	-58.0
Sales to New Listings Ratio⁴	57.1	57.9	57.7	71.8	67.4	45.0	38.5
Months of Inventory⁵	3.0	3.0	2.4	1.7	3.9	6.6	7.6
Average Price	\$594,672	9.7	24.8	26.6	81.0	113.8	135.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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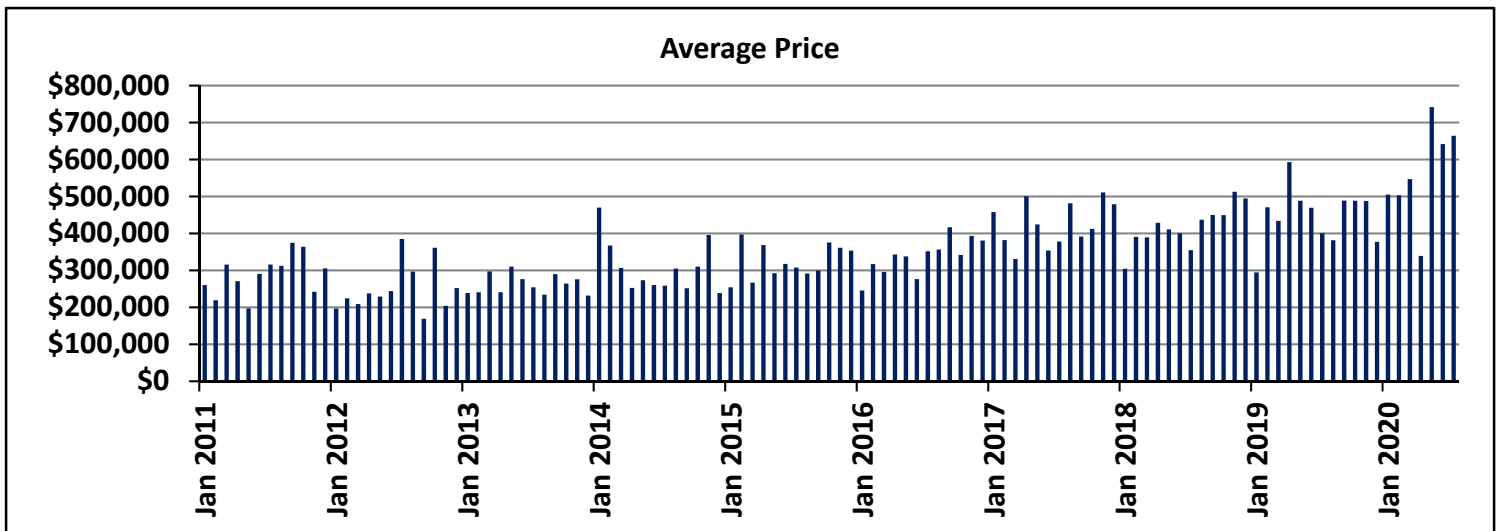
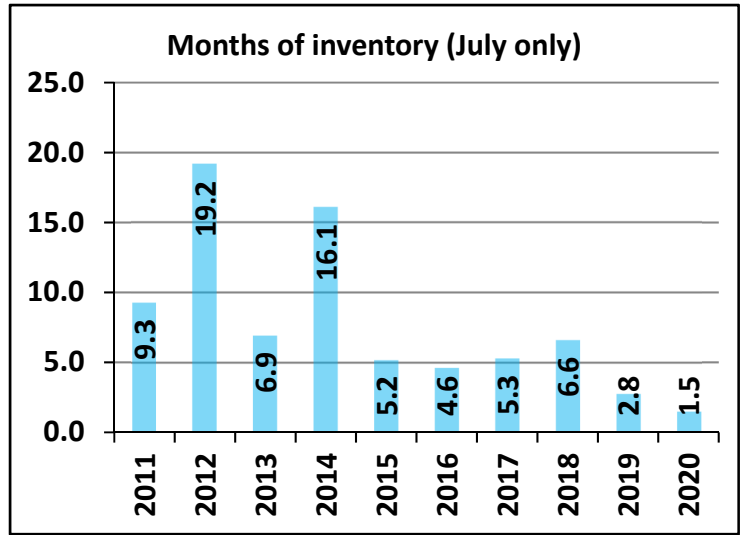
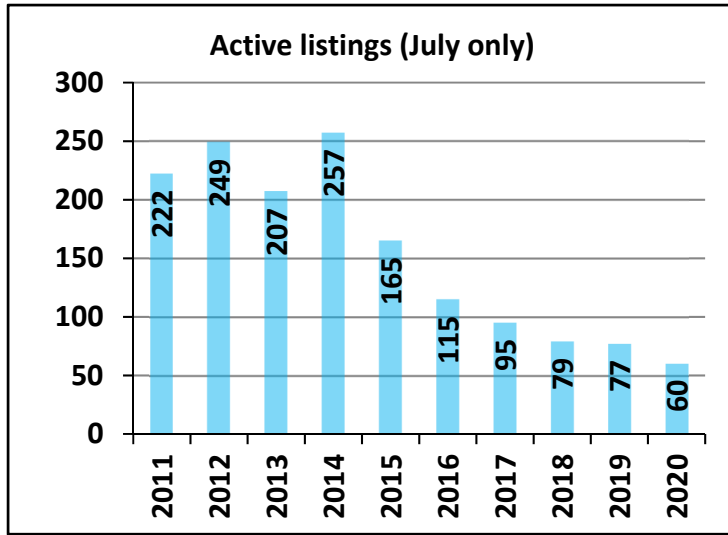
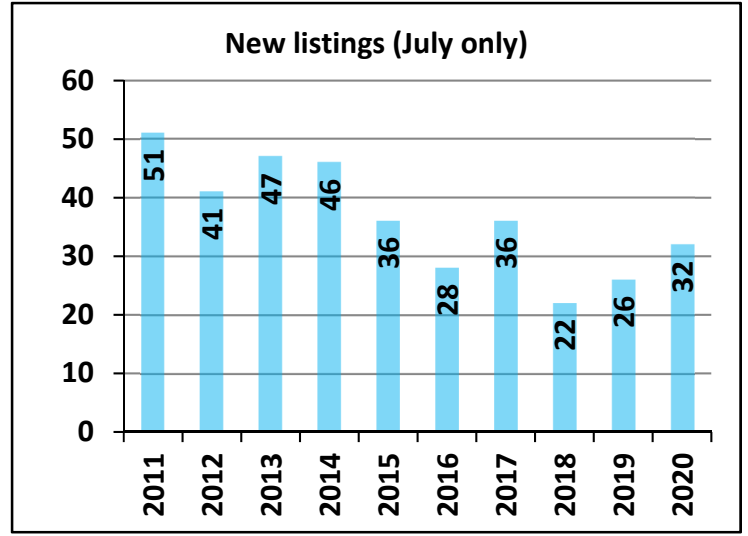
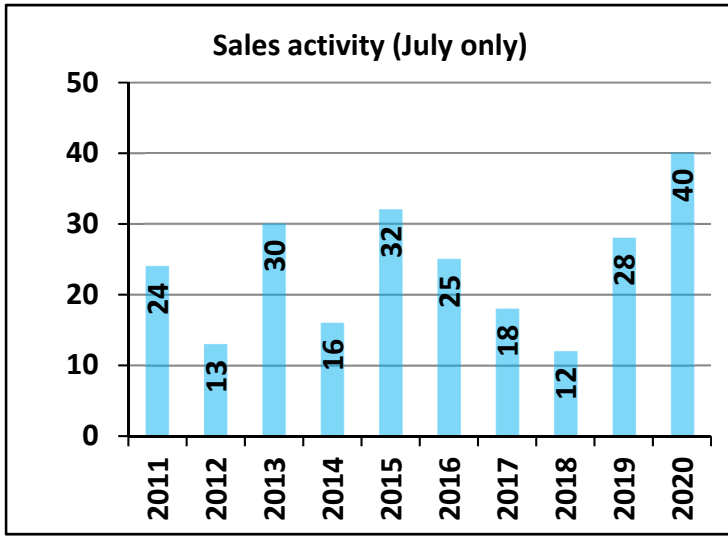
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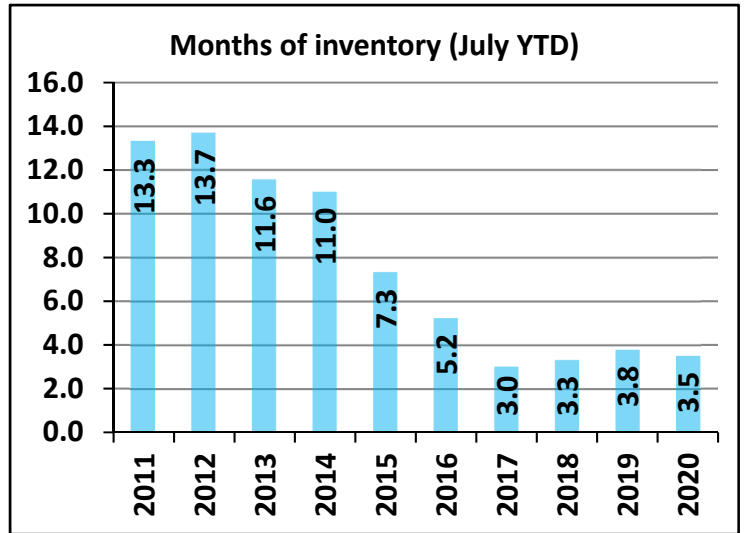
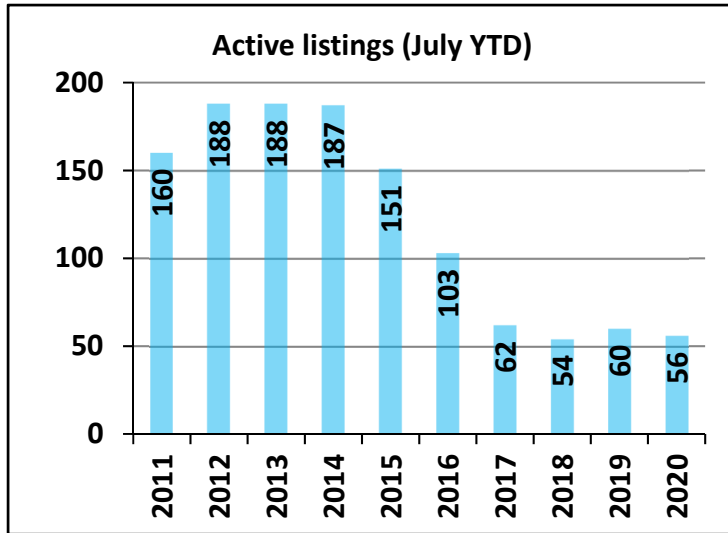
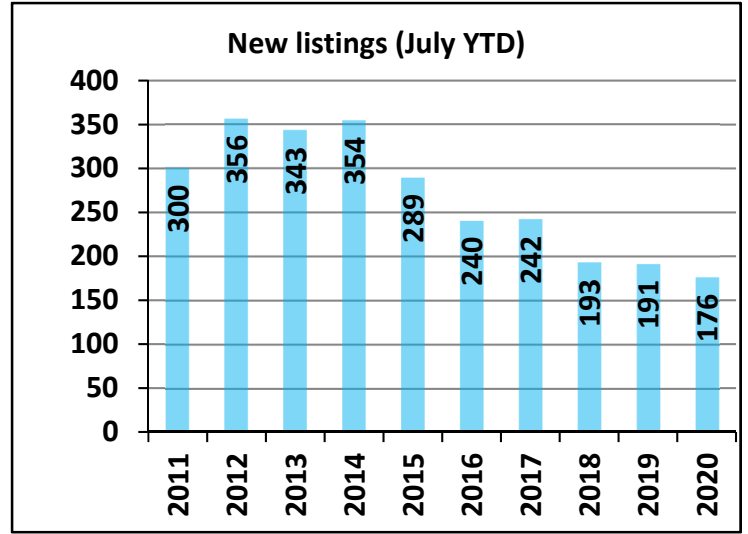
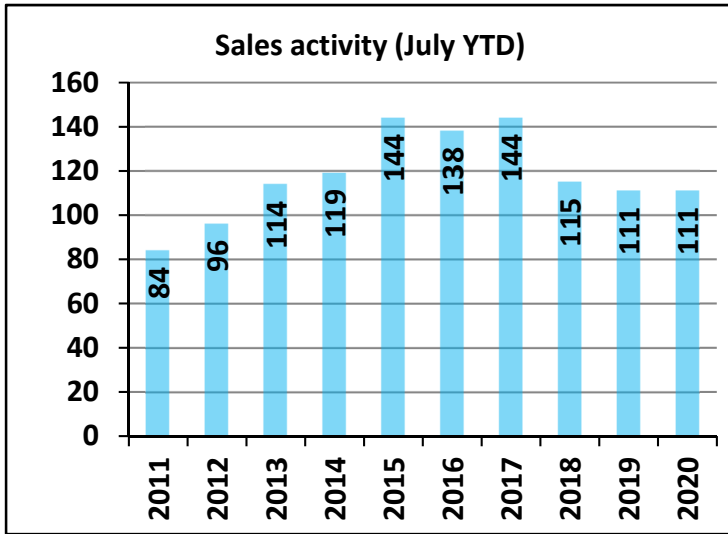
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	40	42.9	233.3	122.2	25.0	33.3	135.3
Dollar Volume	\$26,566,107	137.0	524.3	290.7	170.1	248.6	455.5
New Listings	32	23.1	45.5	-11.1	-11.1	-31.9	14.3
Active Listings	60	-22.1	-24.1	-36.8	-63.6	-71.0	-68.1
Sales to New Listings Ratio¹	125.0	107.7	54.5	50.0	88.9	63.8	60.7
Months of Inventory²	1.5	2.8	6.6	5.3	5.2	6.9	11.1
Average Price	\$664,153	65.9	87.3	75.8	116.1	161.5	136.1

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	111	0.0	-3.5	-22.9	-22.9	-2.6	11.0
Dollar Volume	\$68,548,327	34.2	51.2	19.8	52.1	121.4	160.9
New Listings	176	-7.9	-8.8	-27.3	-39.1	-48.7	-35.5
Active Listings³	56	-6.7	3.7	-9.7	-62.9	-70.2	-64.1
Sales to New Listings Ratio⁴	63.1	58.1	59.6	59.5	49.8	33.2	36.6
Months of Inventory⁵	3.5	3.8	3.3	3.0	7.3	11.6	10.9
Average Price	\$617,552	34.2	56.7	55.4	97.4	127.4	135.0

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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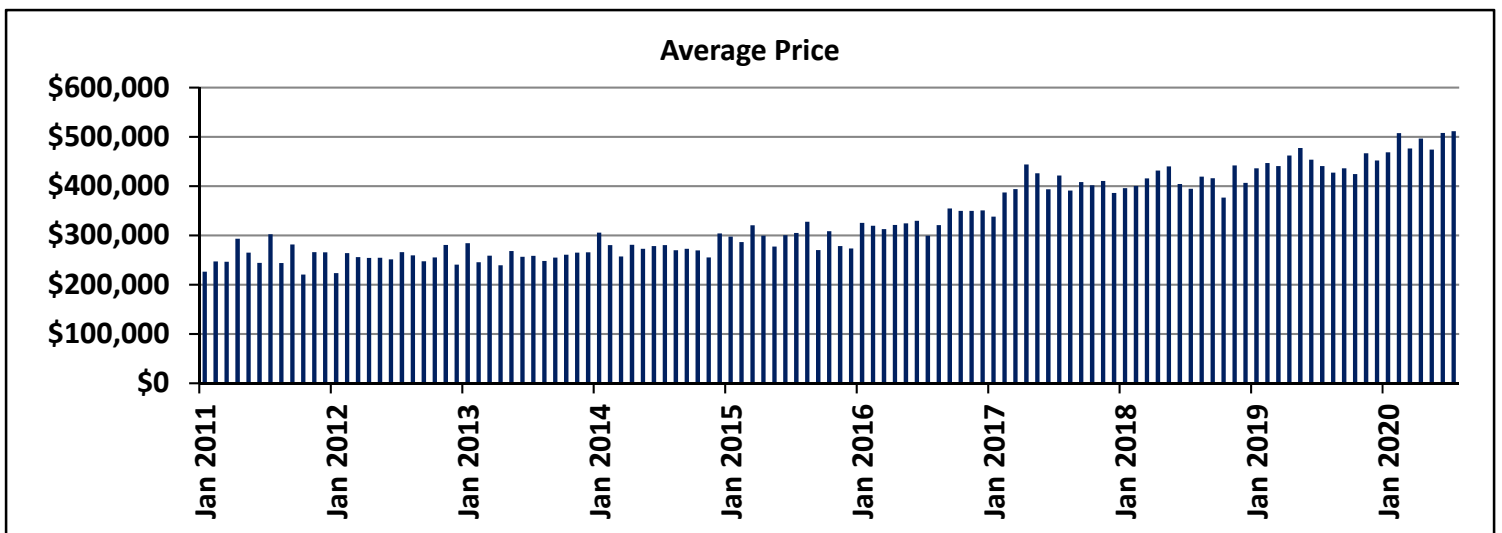
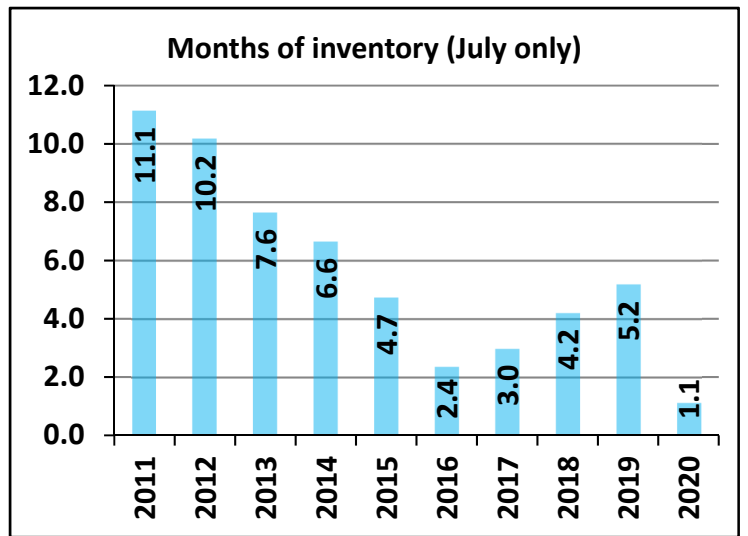
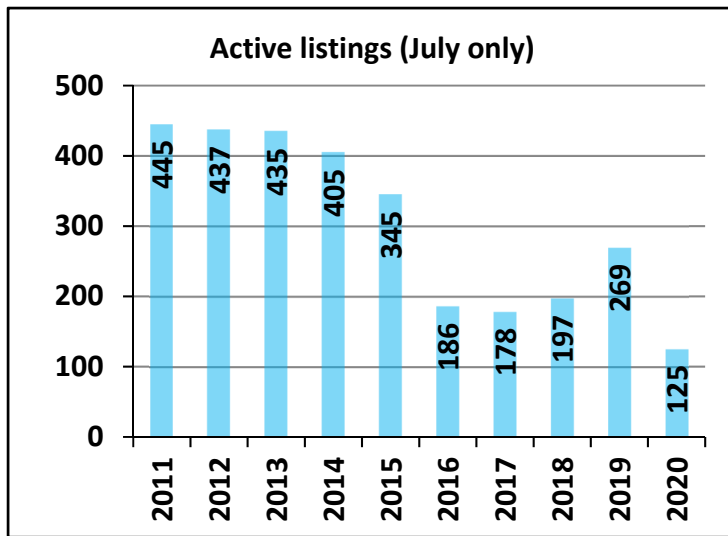
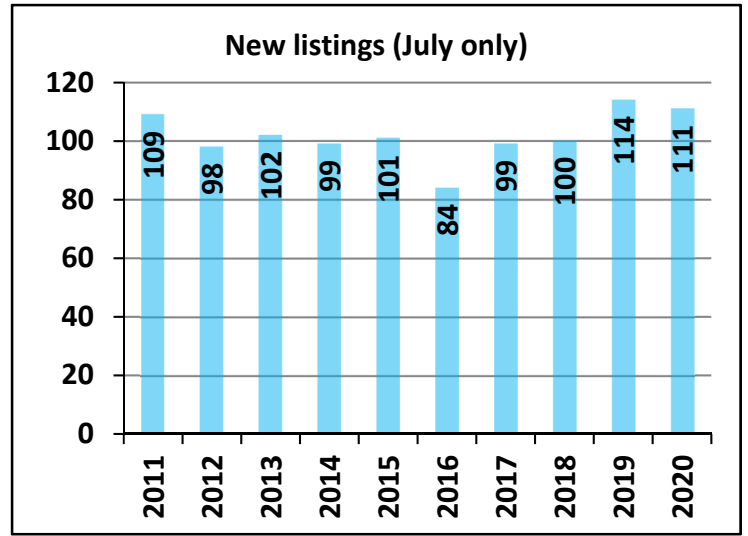
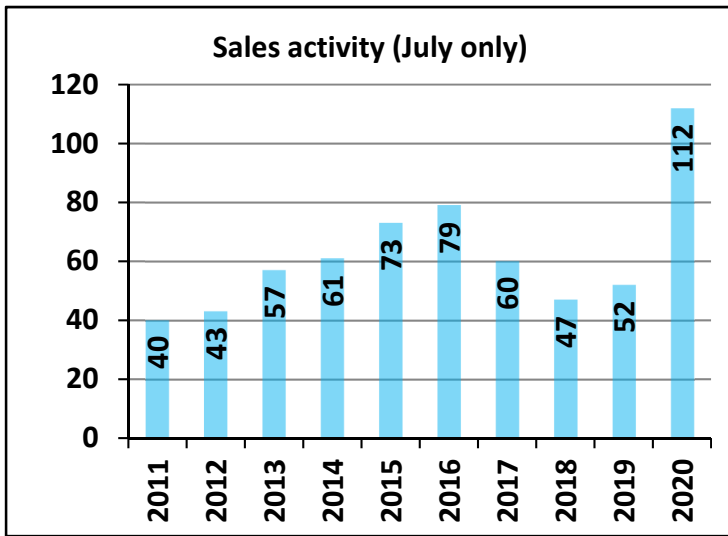
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

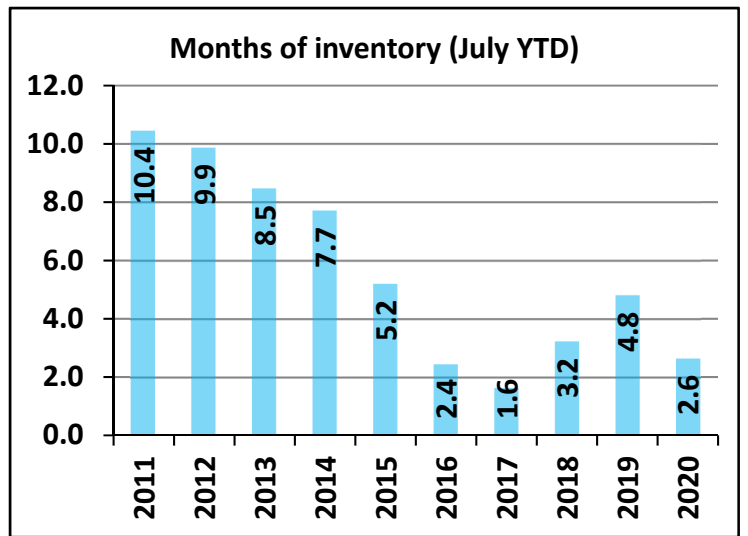
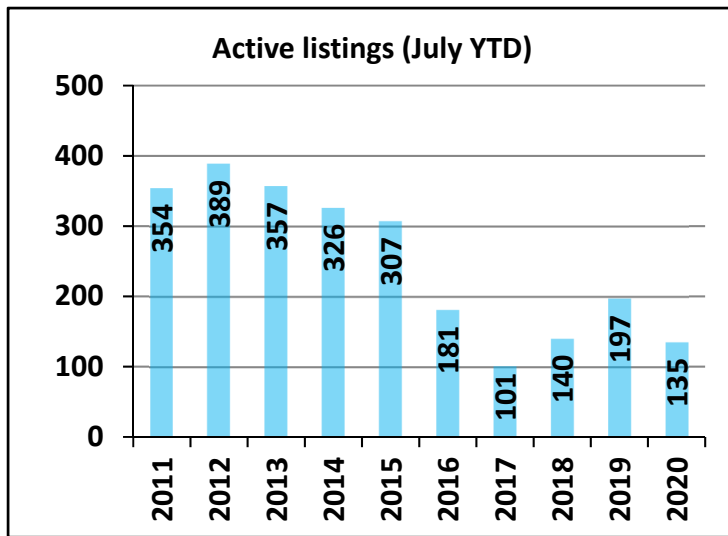
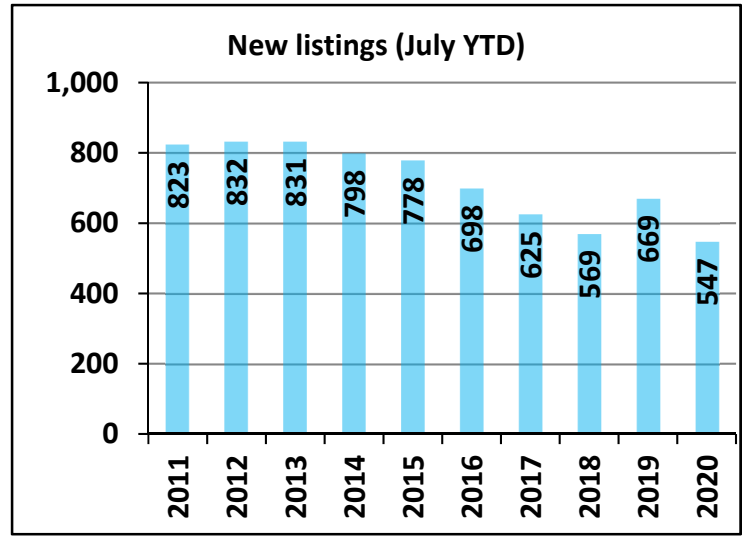
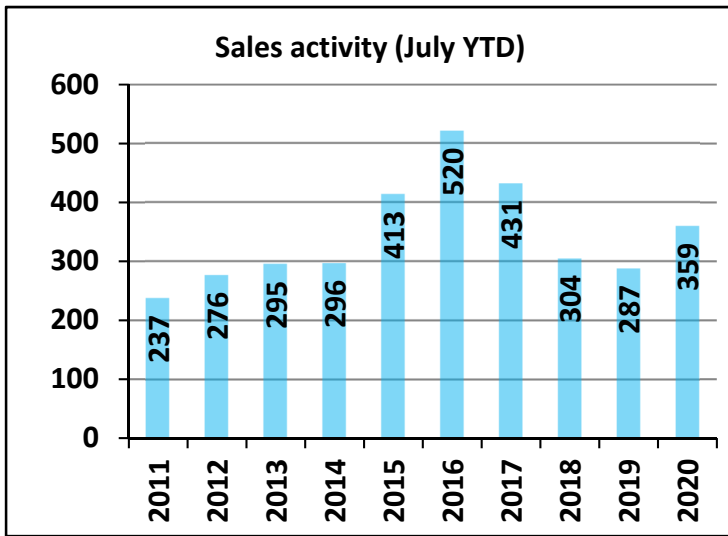
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019	July 2018	July 2017	July 2015	July 2013	July 2010
Sales Activity	112	115.4	138.3	86.7	53.4	96.5	166.7
Dollar Volume	\$57,270,460	150.0	209.0	126.5	157.4	288.9	433.1
New Listings	111	-2.6	11.0	12.1	9.9	8.8	-5.9
Active Listings	125	-53.5	-36.5	-29.8	-63.8	-71.3	-67.4
Sales to New Listings Ratio¹	100.9	45.6	47.0	60.6	72.3	55.9	35.6
Months of Inventory²	1.1	5.2	4.2	3.0	4.7	7.6	9.1
Average Price	\$511,343	16.1	29.7	21.3	67.8	97.9	99.9

Year-to-date	July 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		July 2019 YTD	July 2018 YTD	July 2017 YTD	July 2015 YTD	July 2013 YTD	July 2010 YTD
Sales Activity	359	25.1	18.1	-16.7	-13.1	21.7	43.6
Dollar Volume	\$178,884,441	37.5	41.6	1.8	45.5	135.2	185.9
New Listings	547	-18.2	-3.9	-12.5	-29.7	-34.2	-28.4
Active Listings³	135	-31.5	-3.6	33.7	-56.0	-62.2	-58.5
Sales to New Listings Ratio⁴	65.6	42.9	53.4	69.0	53.1	35.5	32.7
Months of Inventory⁵	2.6	4.8	3.2	1.6	5.2	8.5	9.1
Average Price	\$498,285	9.9	19.9	22.2	67.3	93.3	99.1

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