



Western District

Residential Market Activity

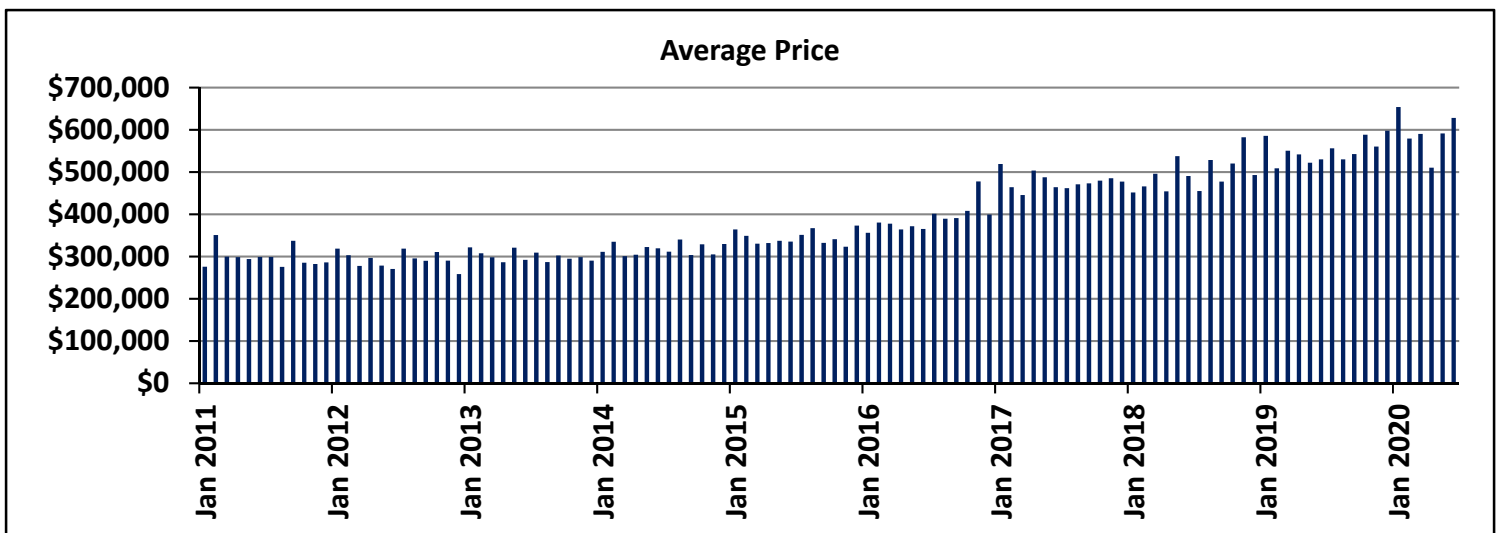
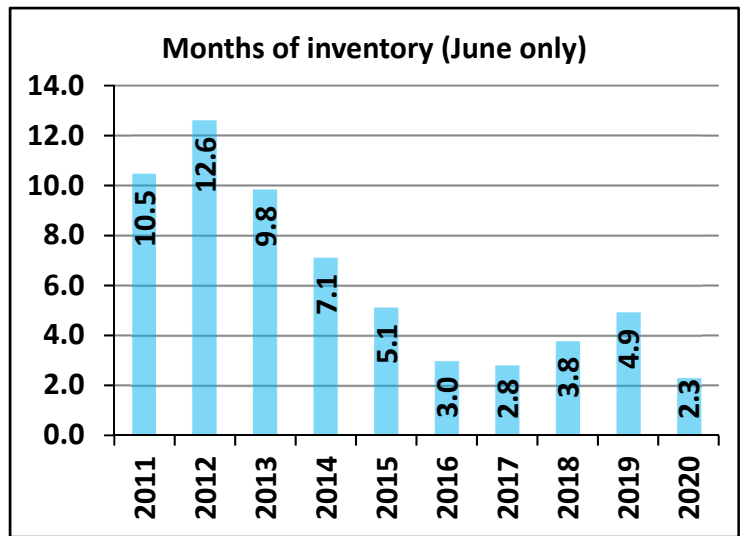
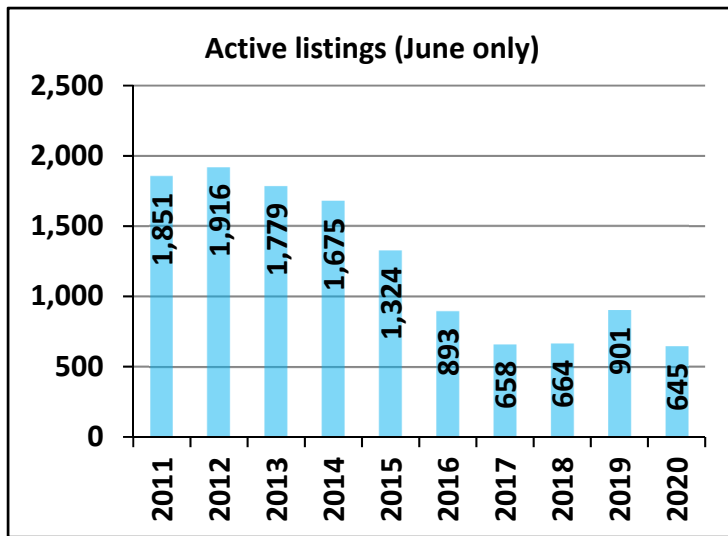
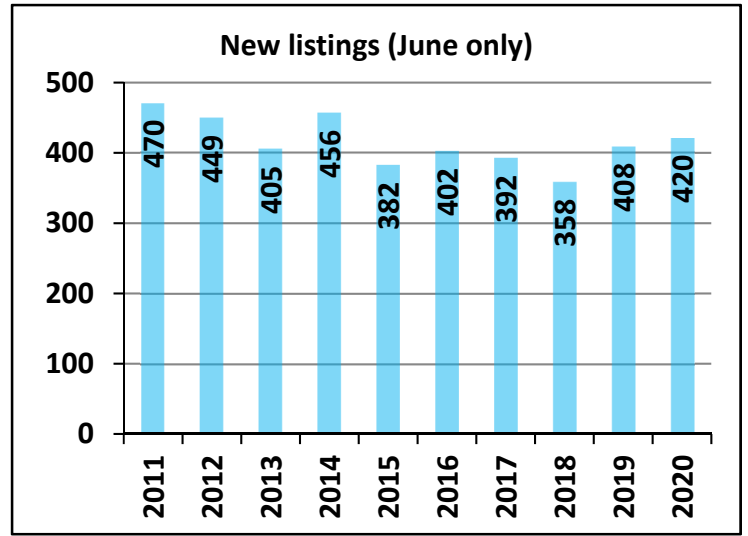
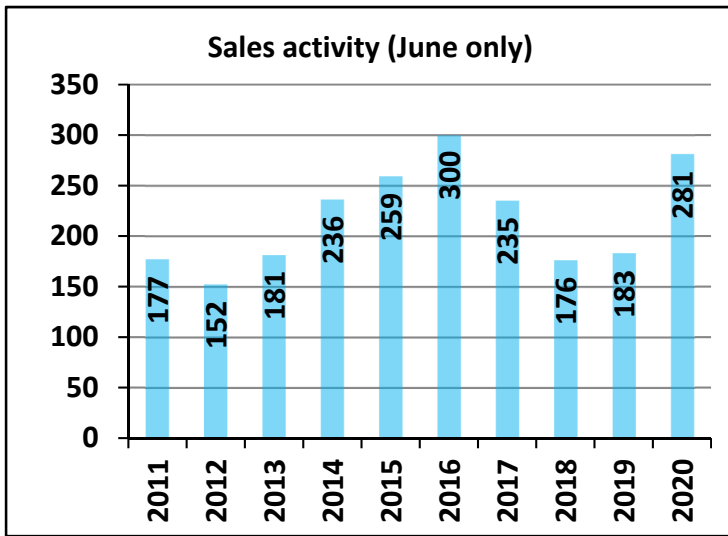
June 2020



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

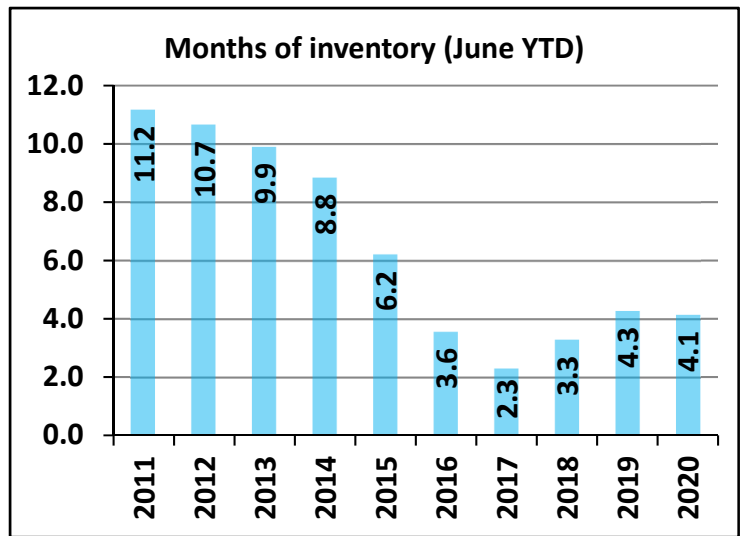
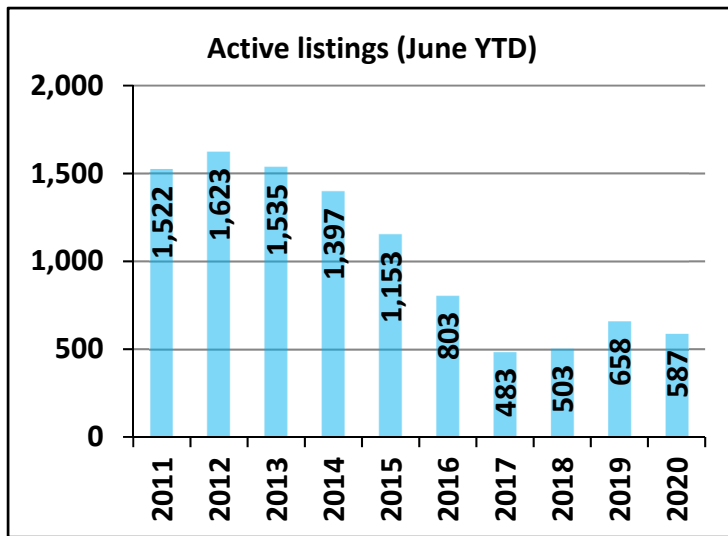
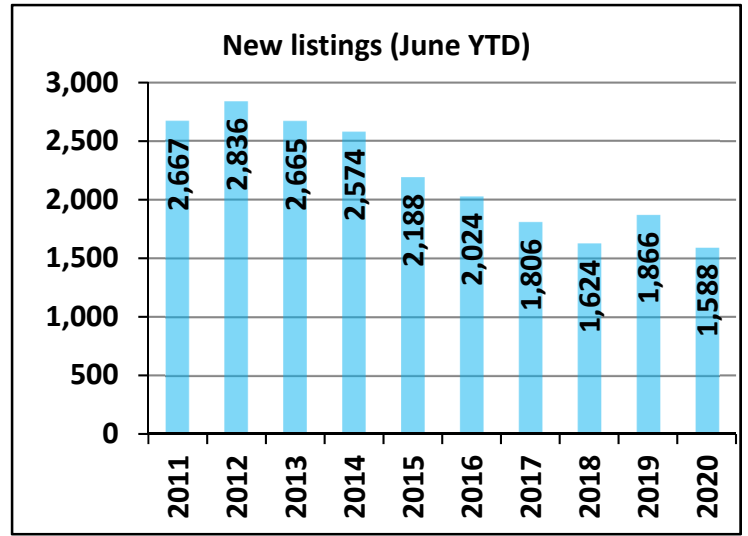
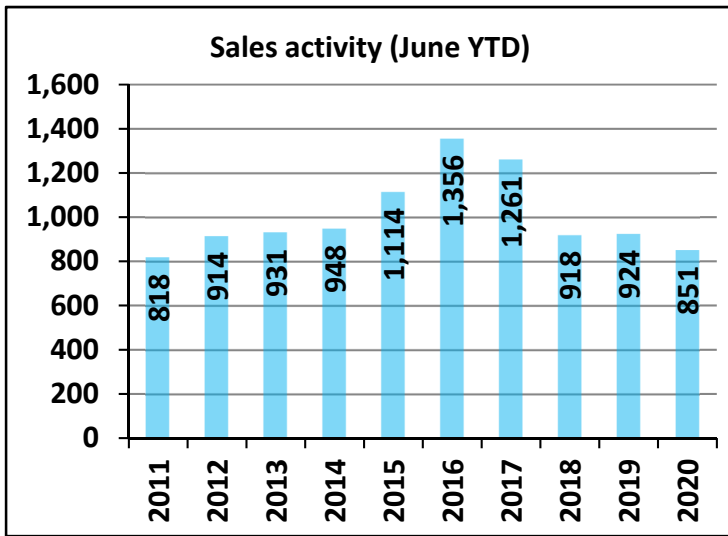
Western District

Residential Market Activity



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Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	281	53.6	59.7	19.6	8.5	55.2	61.5
Dollar Volume	\$176,524,902	82.0	104.5	61.9	103.2	234.2	226.5
New Listings	420	2.9	17.3	7.1	9.9	3.7	-0.5
Active Listings	645	-28.4	-2.9	-2.0	-51.3	-63.7	-63.6
Sales to New Listings Ratio¹	66.9	44.9	49.2	59.9	67.8	44.7	41.2
Months of Inventory²	2.3	4.9	3.8	2.8	5.1	9.8	10.2
Average Price	\$628,202	18.5	28.1	35.4	87.3	115.2	102.2

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	851	-7.9	-7.3	-32.5	-23.6	-8.6	-2.9
Dollar Volume	\$512,616,754	3.4	14.6	-14.9	35.9	81.5	99.7
New Listings	1,588	-14.9	-2.2	-12.1	-27.4	-40.4	-40.1
Active Listings³	587	-10.8	16.7	21.5	-49.1	-61.8	-60.1
Sales to New Listings Ratio⁴	53.6	49.5	56.5	69.8	50.9	34.9	33.1
Months of Inventory⁵	4.1	4.3	3.3	2.3	6.2	9.9	10.1
Average Price	\$602,370	12.3	23.6	26.0	77.9	98.5	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

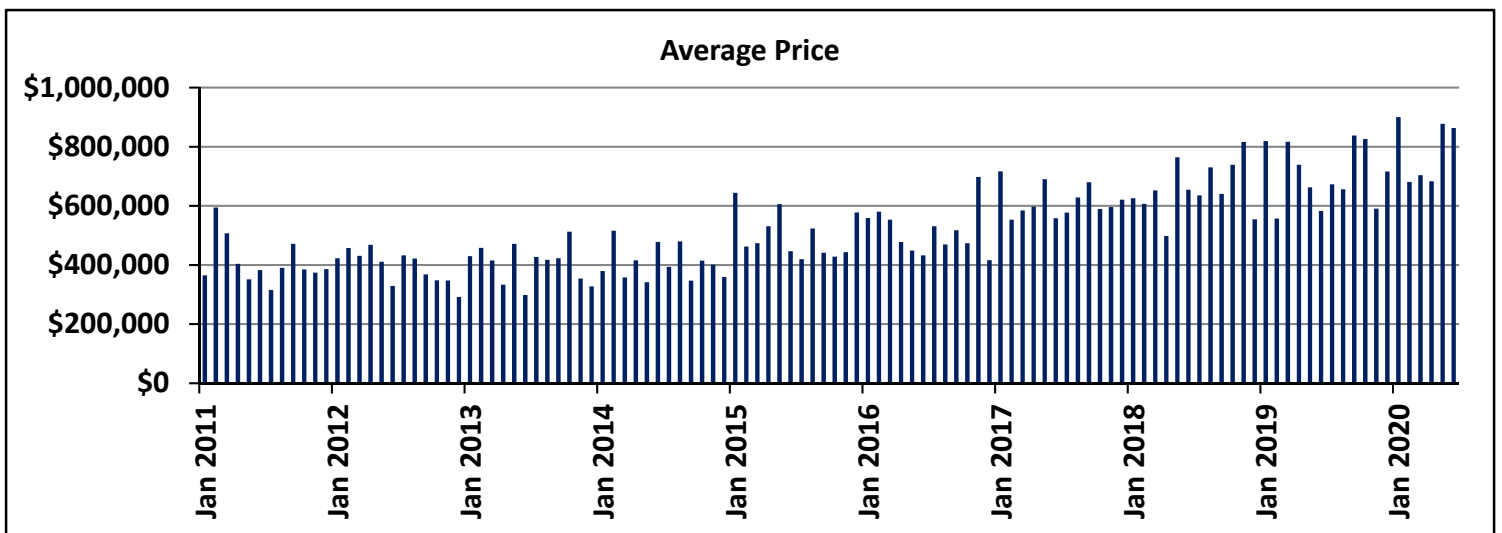
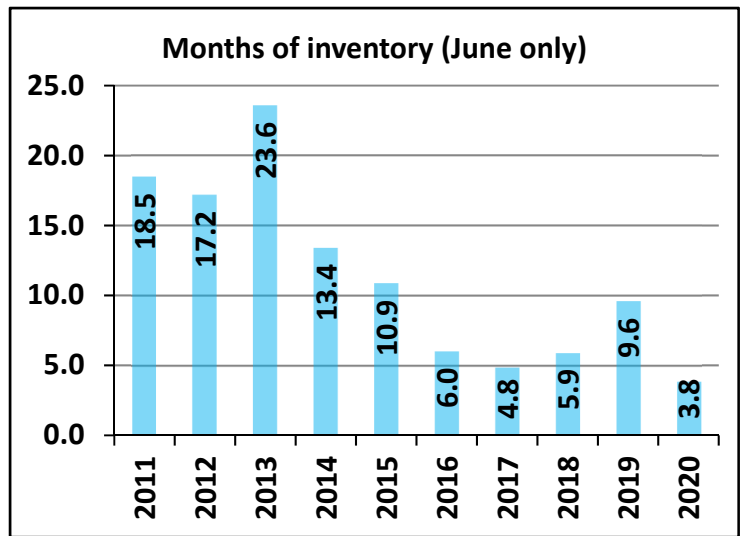
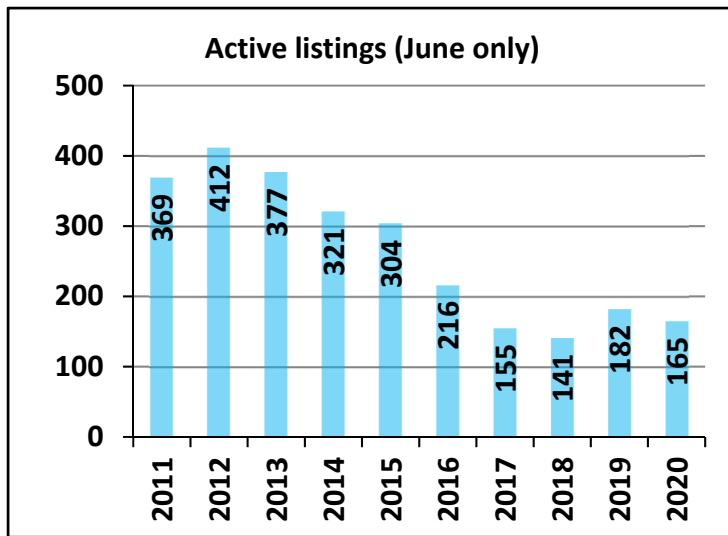
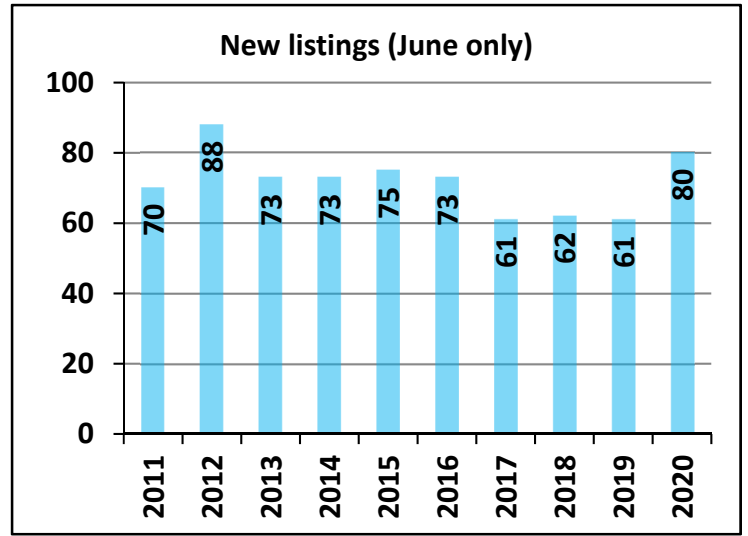
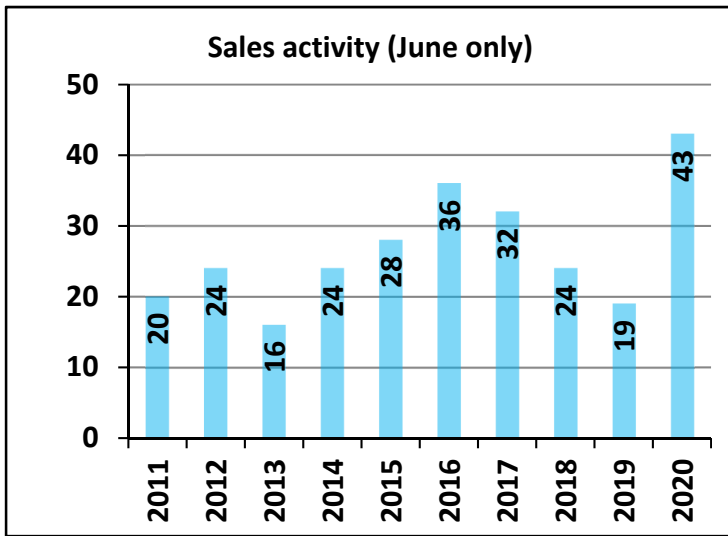
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

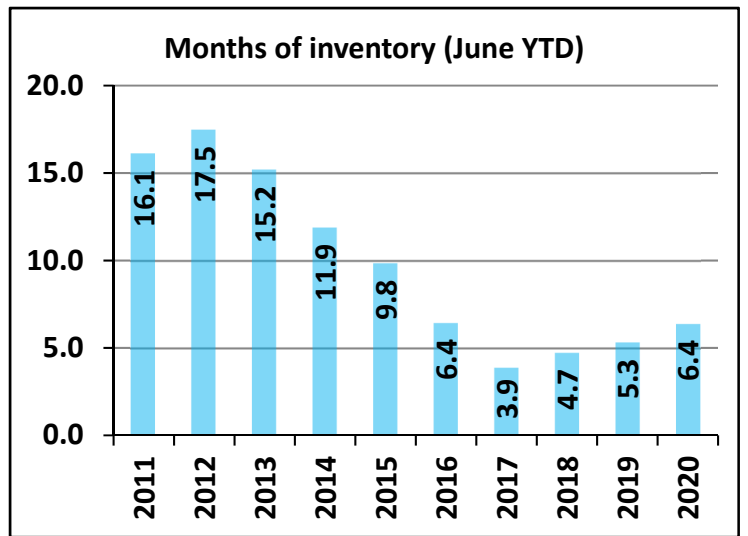
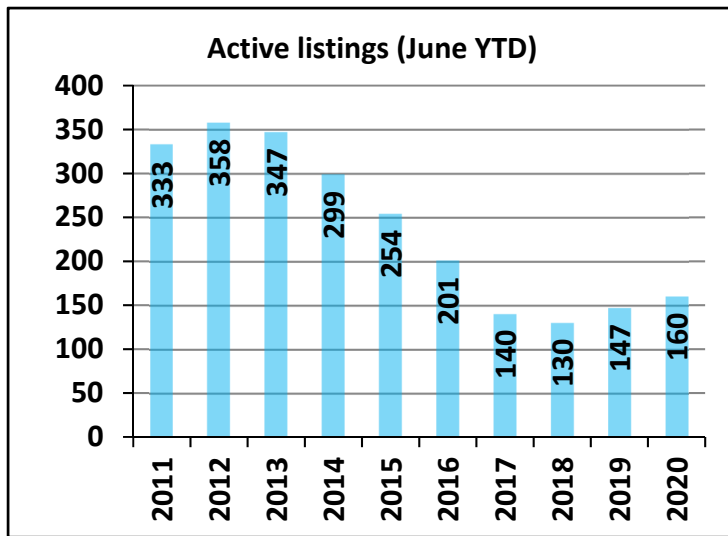
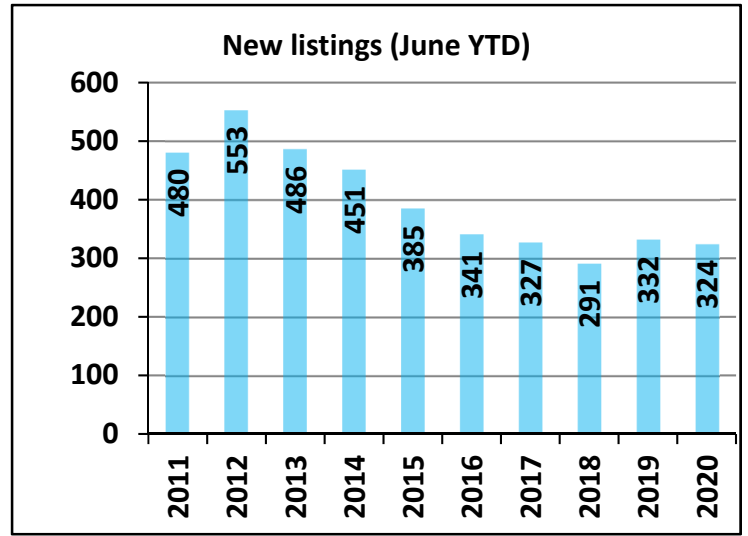
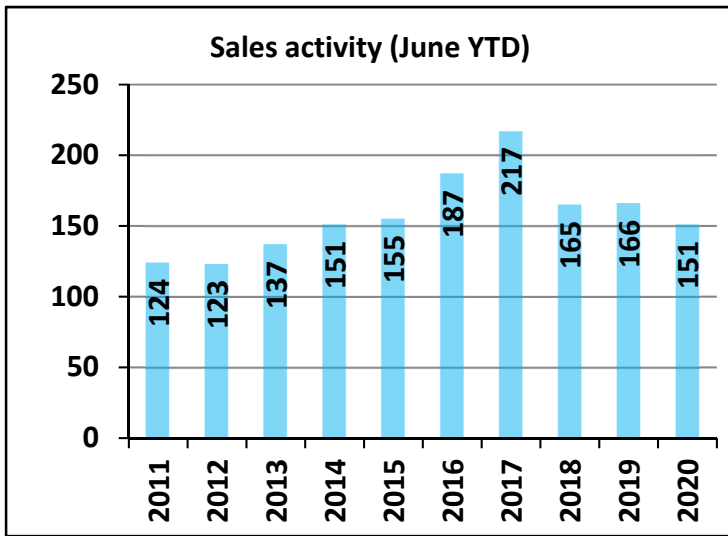
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	43	126.3	79.2	34.4	53.6	168.8	48.3
Dollar Volume	\$37,108,700	235.0	136.4	107.8	197.0	678.1	265.3
New Listings	80	31.1	29.0	31.1	6.7	9.6	21.2
Active Listings	165	-9.3	17.0	6.5	-45.7	-56.2	-49.5
Sales to New Listings Ratio¹	53.8	31.1	38.7	52.5	37.3	21.9	43.9
Months of Inventory²	3.8	9.6	5.9	4.8	10.9	23.6	11.3
Average Price	\$862,993	48.0	31.9	54.6	93.4	189.5	146.4

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	151	-9.0	-8.5	-30.4	-2.6	10.2	13.5
Dollar Volume	\$118,868,593	2.2	13.0	-10.8	48.4	113.9	116.1
New Listings	324	-2.4	11.3	-0.9	-15.8	-33.3	-28.6
Active Listings³	160	8.8	23.1	14.3	-37.0	-53.9	-47.2
Sales to New Listings Ratio⁴	46.6	50.0	56.7	66.4	40.3	28.2	29.3
Months of Inventory⁵	6.4	5.3	4.7	3.9	9.8	15.2	13.7
Average Price	\$787,209	12.3	23.5	28.2	52.3	94.1	90.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

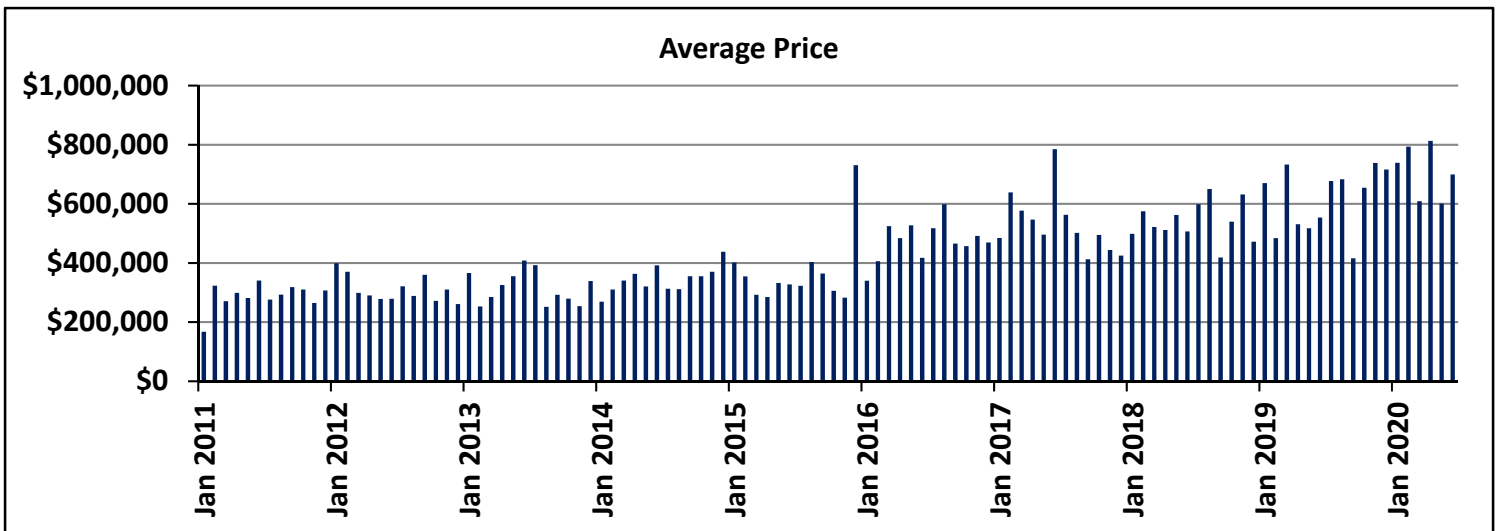
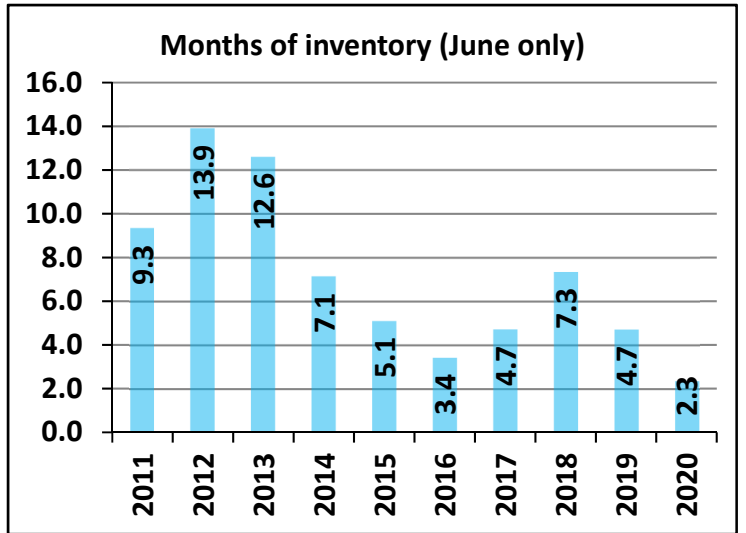
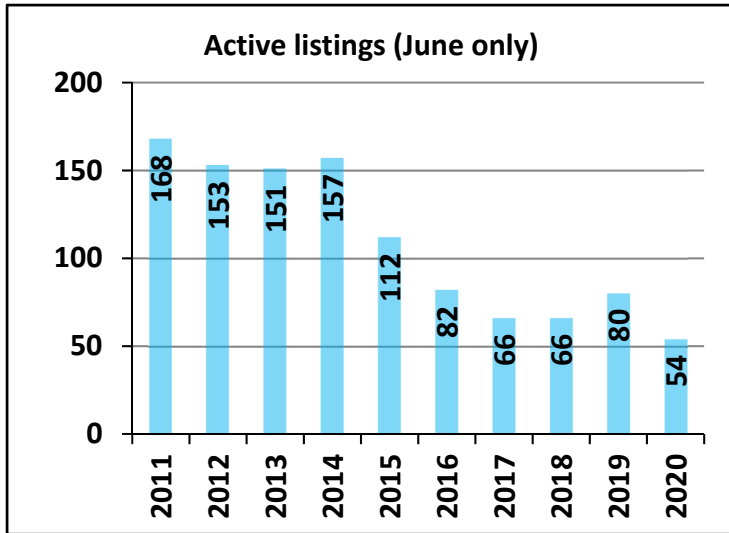
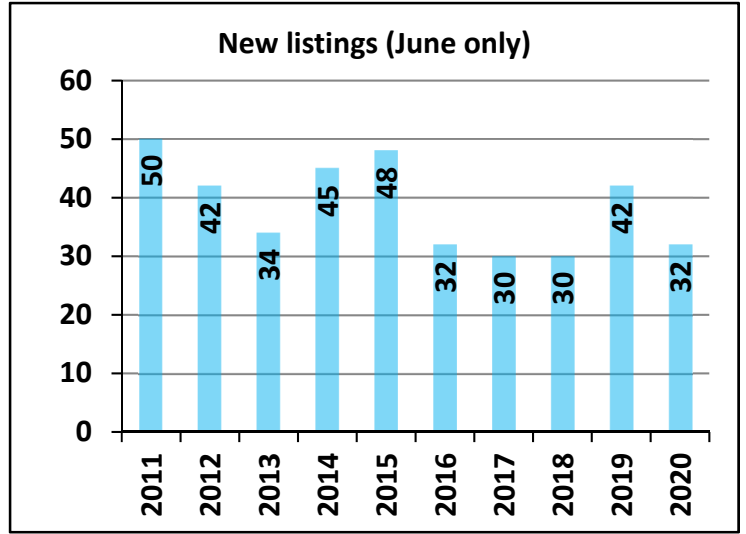
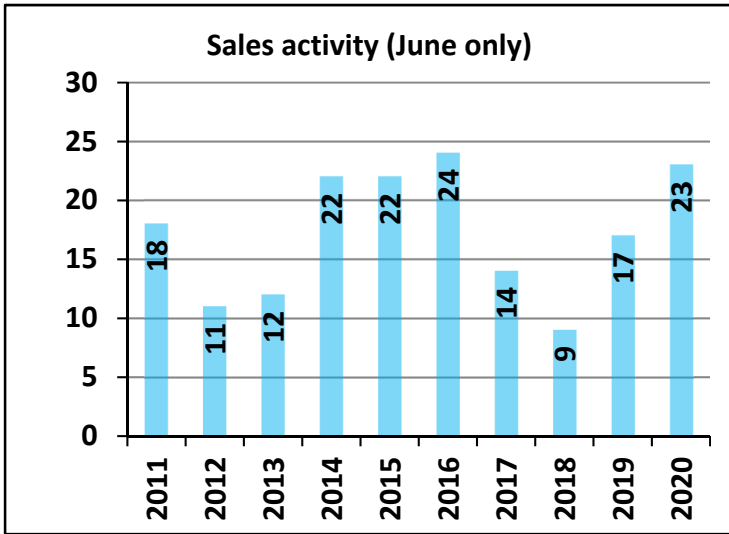
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⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

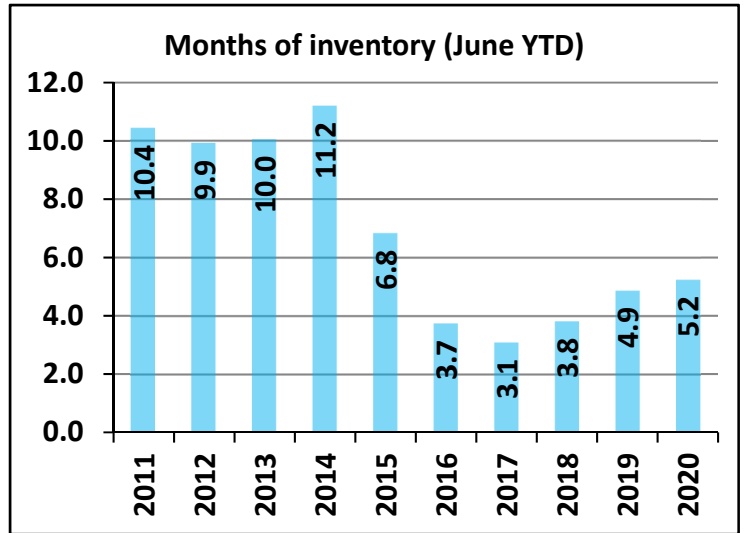
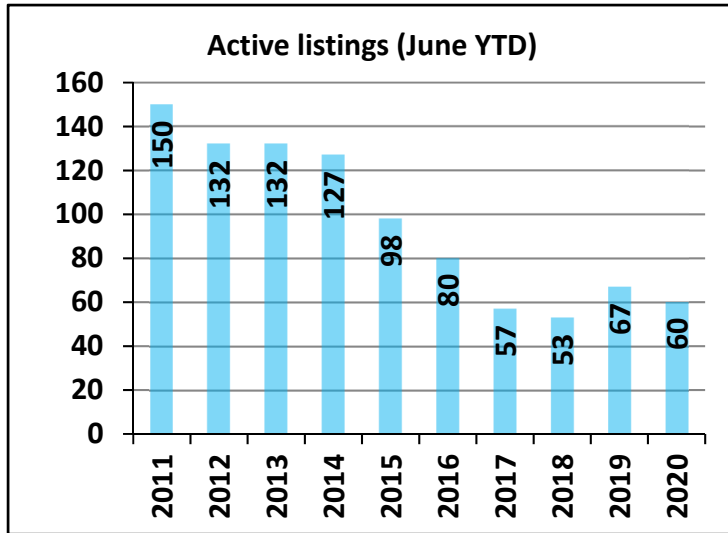
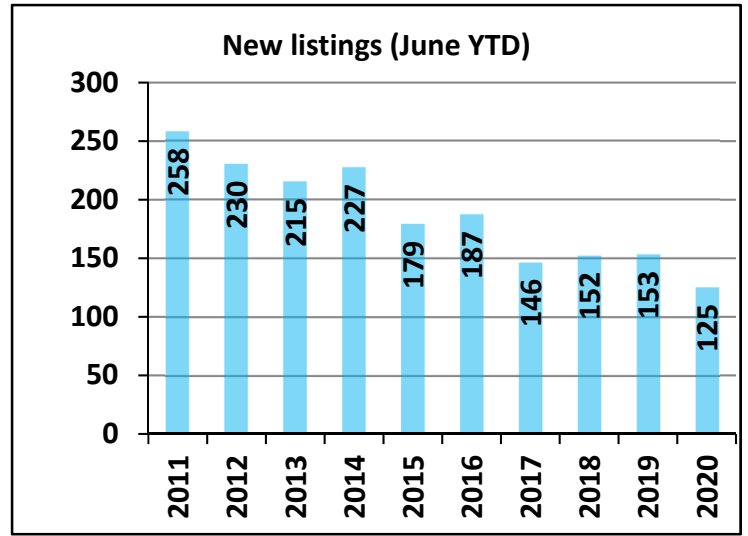
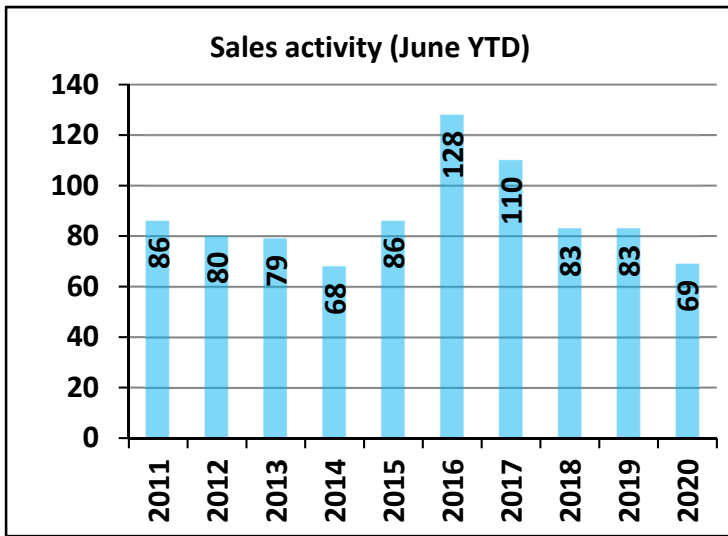
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	23	35.3	155.6	64.3	4.5	91.7	64.3
Dollar Volume	\$16,078,900	70.8	252.8	46.4	123.4	228.2	102.0
New Listings	32	-23.8	6.7	6.7	-33.3	-5.9	-20.0
Active Listings	54	-32.5	-18.2	-18.2	-51.8	-64.2	-73.4
Sales to New Listings Ratio ¹	71.9	40.5	30.0	46.7	45.8	35.3	35.0
Months of Inventory ²	2.3	4.7	7.3	4.7	5.1	12.6	14.5
Average Price	\$699,083	26.3	38.1	-10.9	113.7	71.3	23.0

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	69	-16.9	-16.9	-37.3	-19.8	-12.7	-21.6
Dollar Volume	\$47,823,500	-0.2	8.5	-24.6	74.5	81.2	49.6
New Listings	125	-18.3	-17.8	-14.4	-30.2	-41.9	-56.1
Active Listings ³	60	-10.4	13.2	5.3	-38.8	-54.5	-64.7
Sales to New Listings Ratio ⁴	55.2	54.2	54.6	75.3	48.0	36.7	30.9
Months of Inventory ⁵	5.2	4.9	3.8	3.1	6.8	10.0	11.6
Average Price	\$693,094	20.0	30.5	20.1	117.5	107.5	90.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

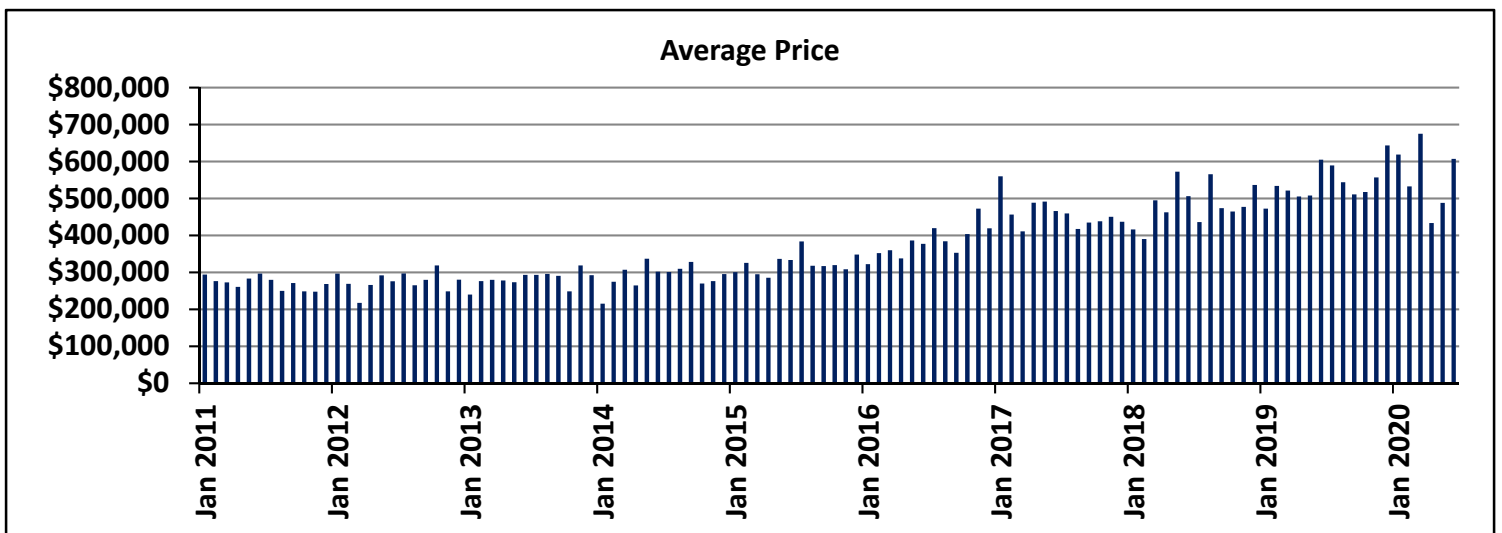
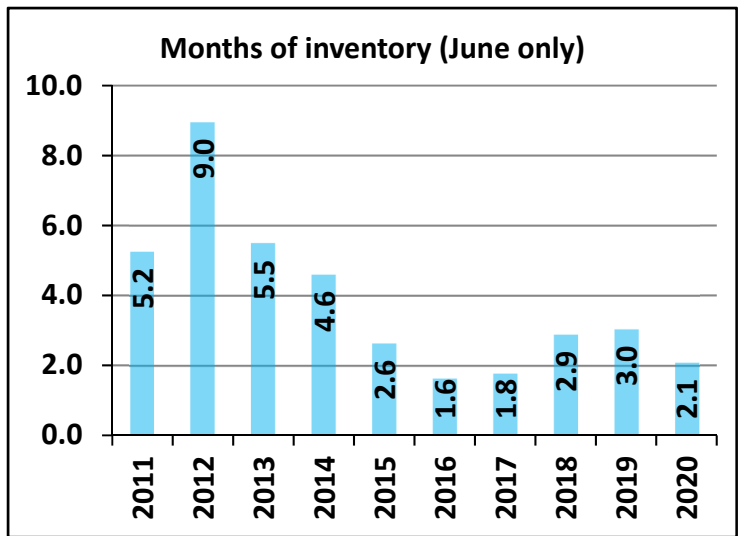
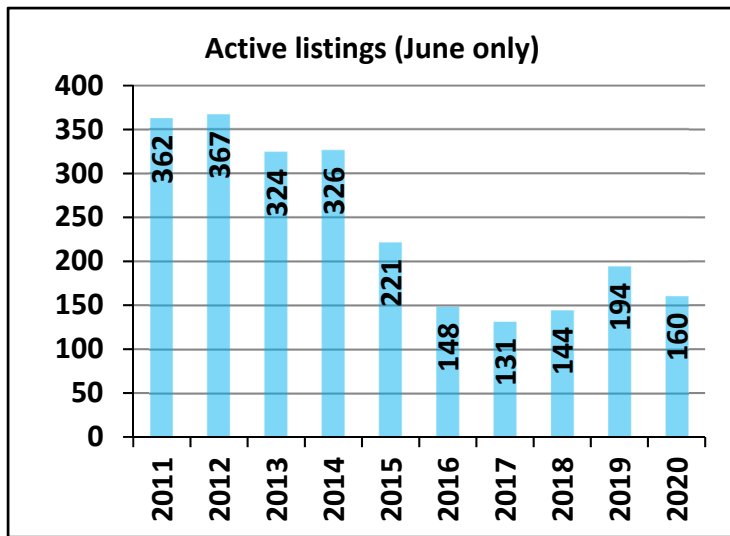
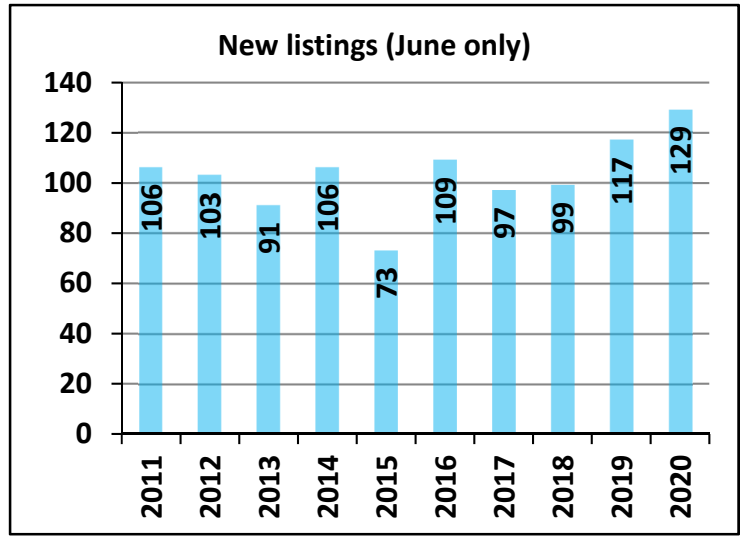
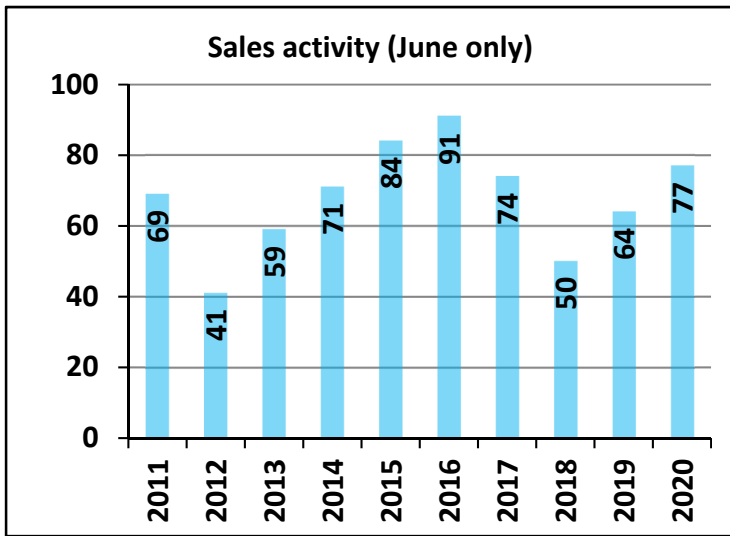
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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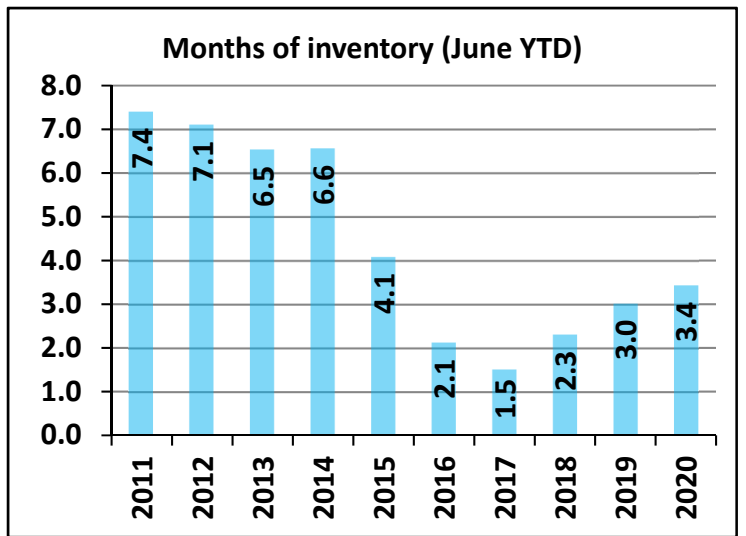
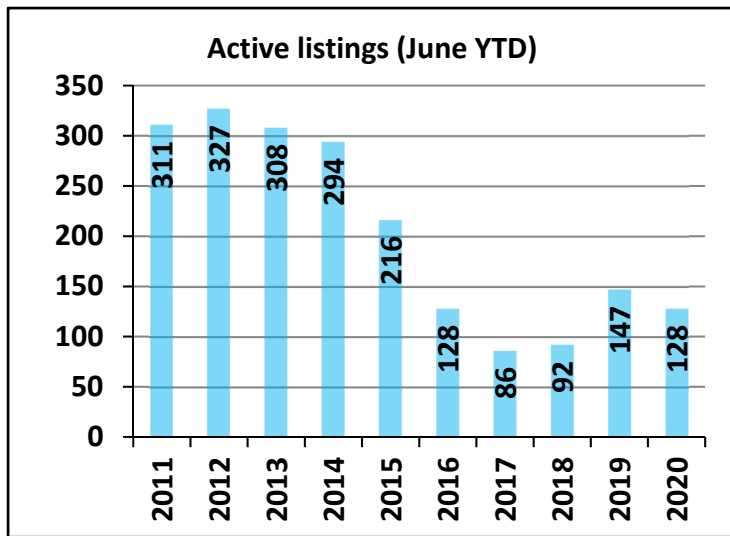
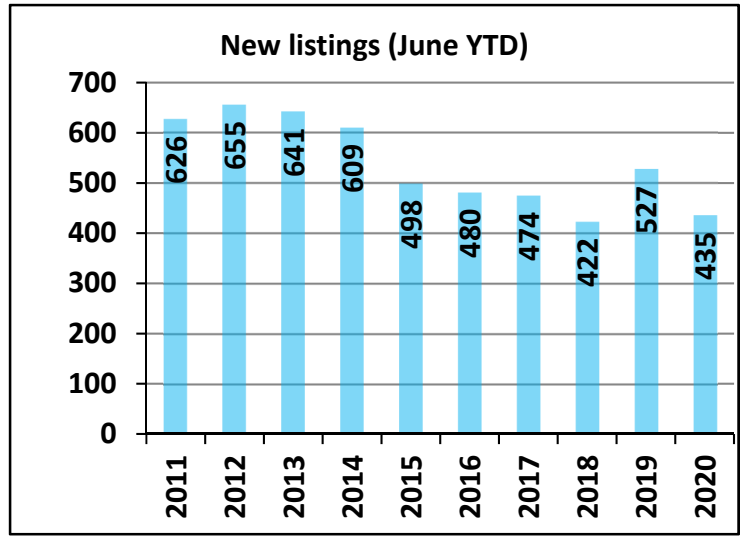
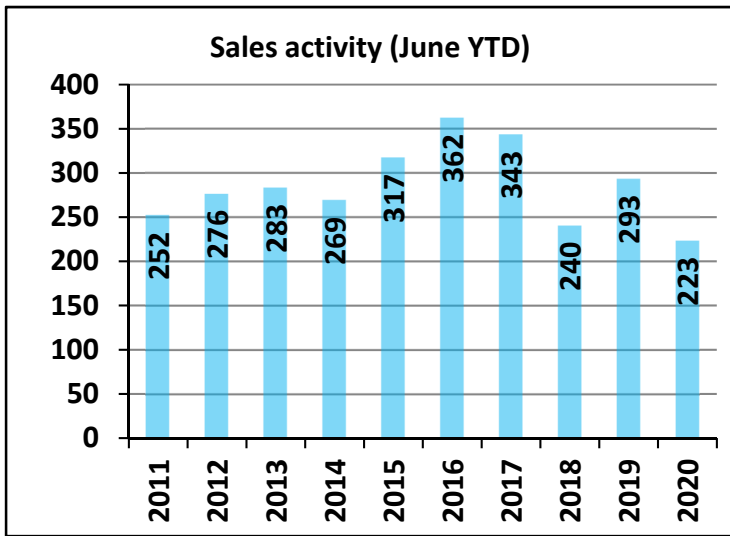
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	77	20.3	54.0	4.1	-8.3	30.5	120.0
Dollar Volume	\$46,719,134	20.7	84.7	35.6	67.0	170.1	434.7
New Listings	129	10.3	30.3	33.0	76.7	41.8	15.2
Active Listings	160	-17.5	11.1	22.1	-27.6	-50.6	-56.5
Sales to New Listings Ratio¹	59.7	54.7	50.5	76.3	115.1	64.8	31.3
Months of Inventory²	2.1	3.0	2.9	1.8	2.6	5.5	10.5
Average Price	\$606,742	0.4	19.9	30.3	82.1	107.0	143.1

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	223	-23.9	-7.1	-35.0	-29.7	-21.2	-9.7
Dollar Volume	\$128,055,045	-17.8	9.8	-20.8	27.6	64.2	111.1
New Listings	435	-17.5	3.1	-8.2	-12.7	-32.1	-33.5
Active Listings³	128	-12.9	39.1	48.8	-40.7	-58.4	-58.3
Sales to New Listings Ratio⁴	51.3	55.6	56.9	72.4	63.7	44.1	37.8
Months of Inventory⁵	3.4	3.0	2.3	1.5	4.1	6.5	7.4
Average Price	\$574,238	8.0	18.1	21.9	81.4	108.4	133.8

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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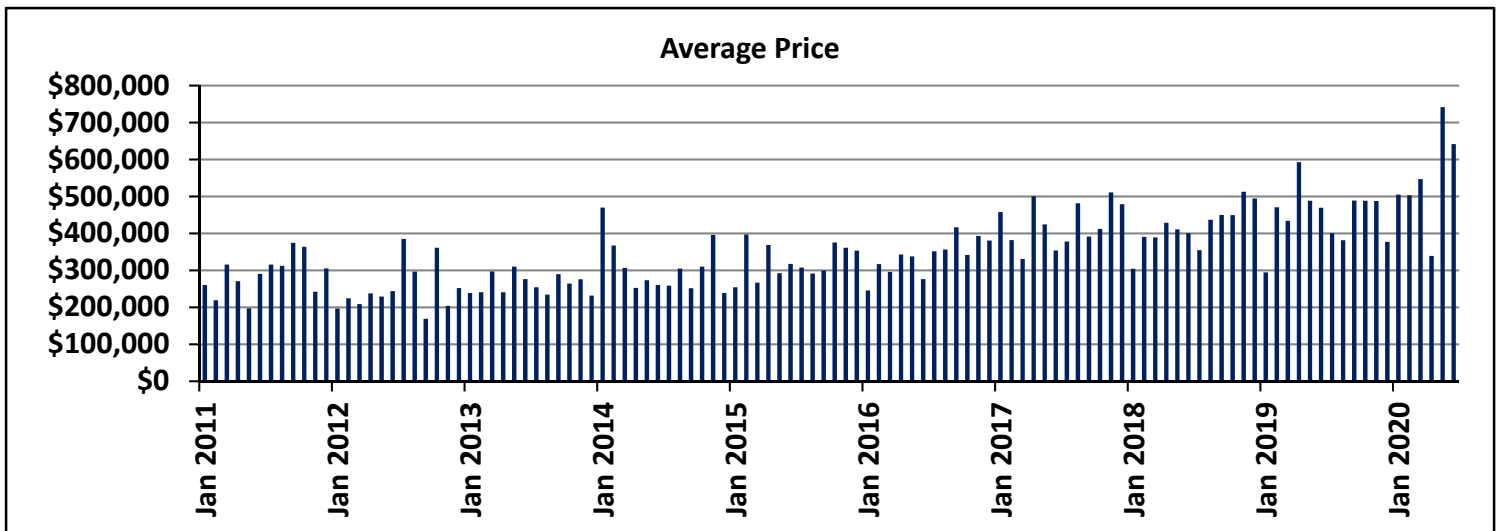
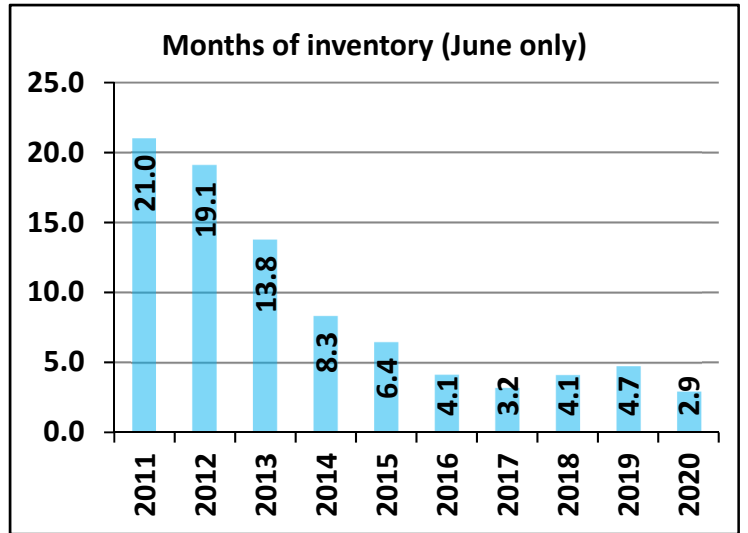
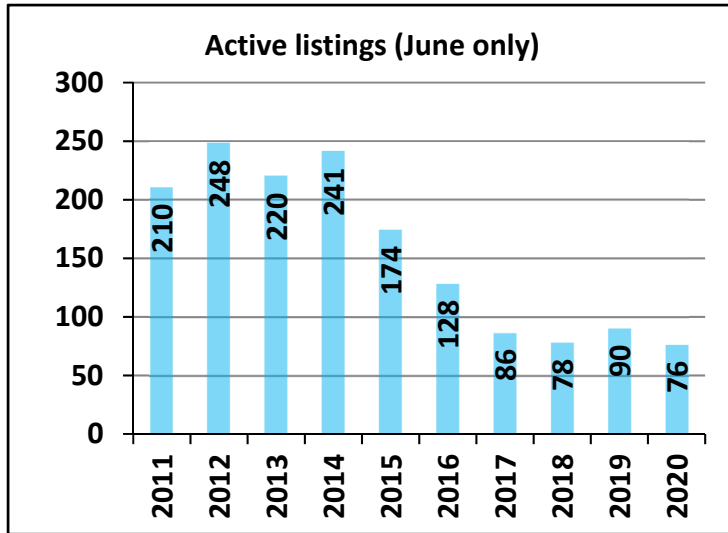
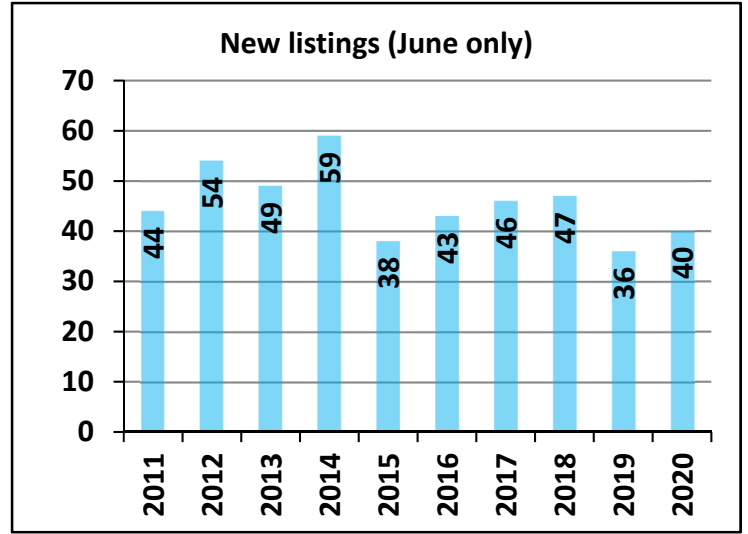
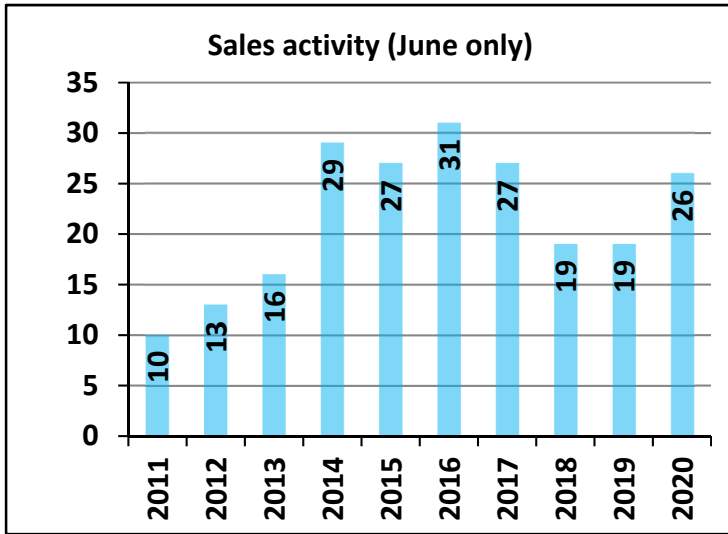
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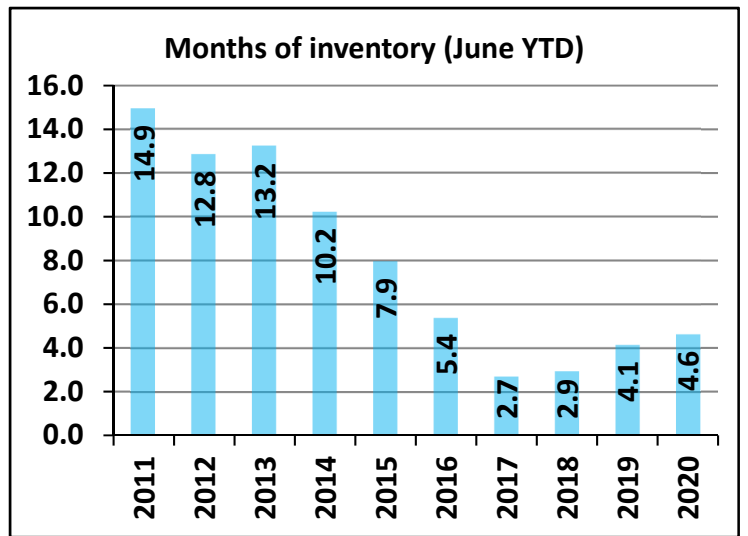
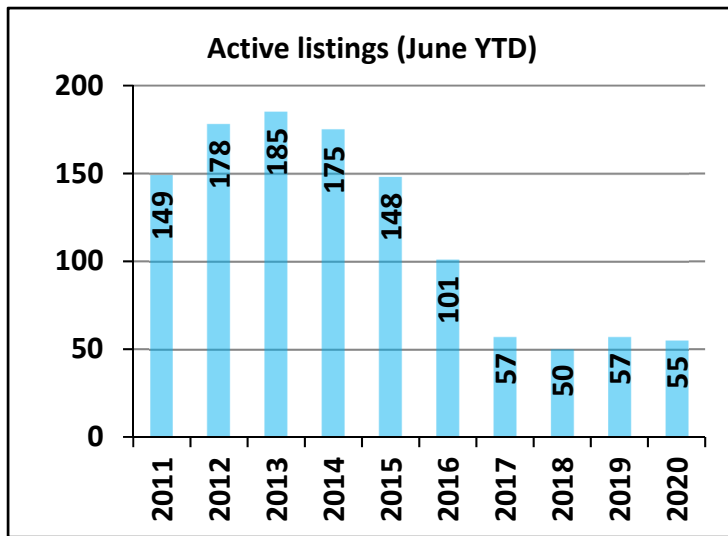
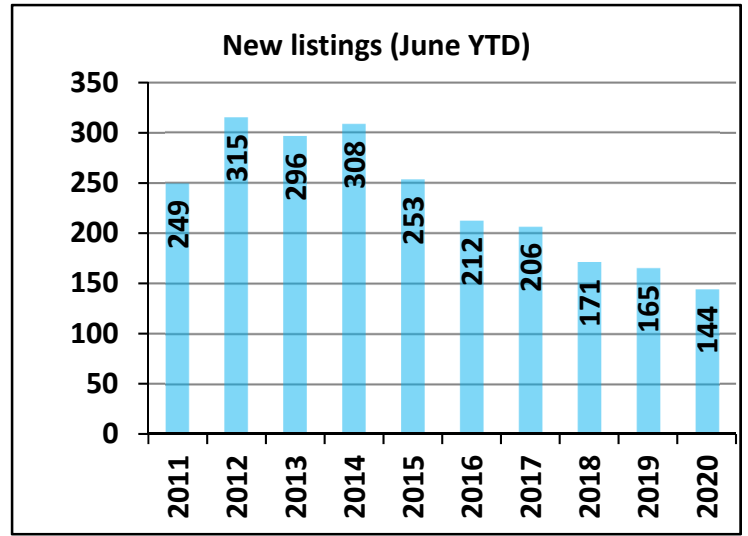
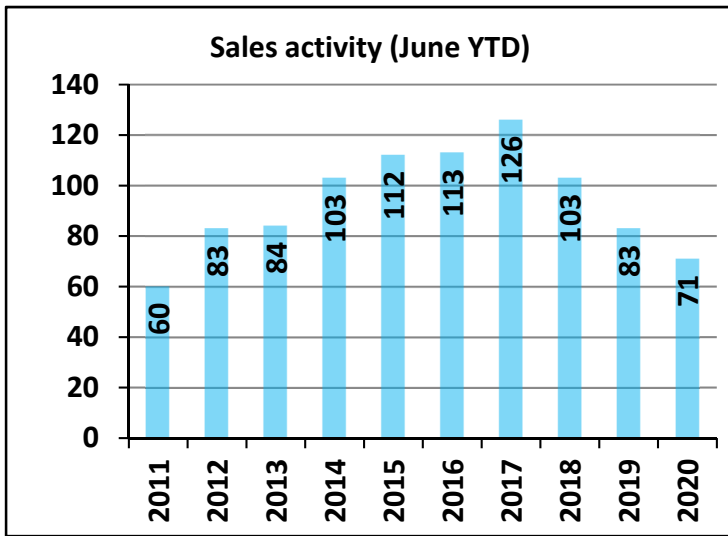
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	26	36.8	36.8	-3.7	-3.7	62.5	100.0
Dollar Volume	\$16,683,443	87.1	119.3	74.7	94.6	277.7	352.6
New Listings	40	11.1	-14.9	-13.0	5.3	-18.4	0.0
Active Listings	76	-15.6	-2.6	-11.6	-56.3	-65.5	-60.4
Sales to New Listings Ratio ¹	65.0	52.8	40.4	58.7	71.1	32.7	32.5
Months of Inventory ²	2.9	4.7	4.1	3.2	6.4	13.8	14.8
Average Price	\$641,671	36.7	60.3	81.5	102.1	132.4	126.3

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	71	-14.5	-31.1	-43.7	-36.6	-15.5	-14.5
Dollar Volume	\$41,982,220	5.3	2.2	-16.8	19.2	79.9	95.3
New Listings	144	-12.7	-15.8	-30.1	-43.1	-51.4	-41.2
Active Listings ³	55	-3.5	10.0	-3.5	-62.8	-70.3	-63.3
Sales to New Listings Ratio ⁴	49.3	50.3	60.2	61.2	44.3	28.4	33.9
Months of Inventory ⁵	4.6	4.1	2.9	2.7	7.9	13.2	10.9
Average Price	\$591,299	23.1	48.3	47.7	88.0	112.8	128.4

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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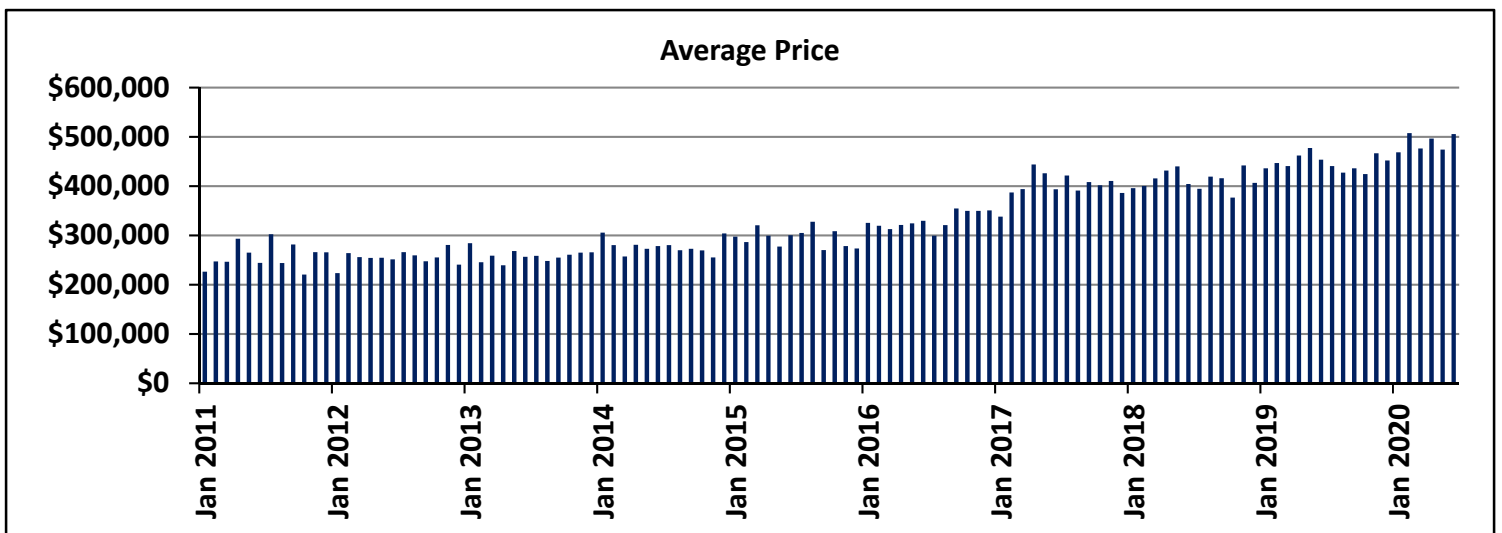
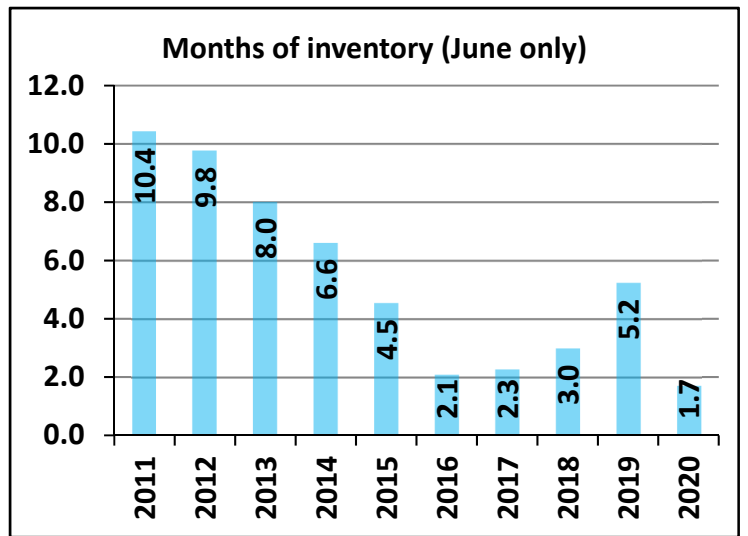
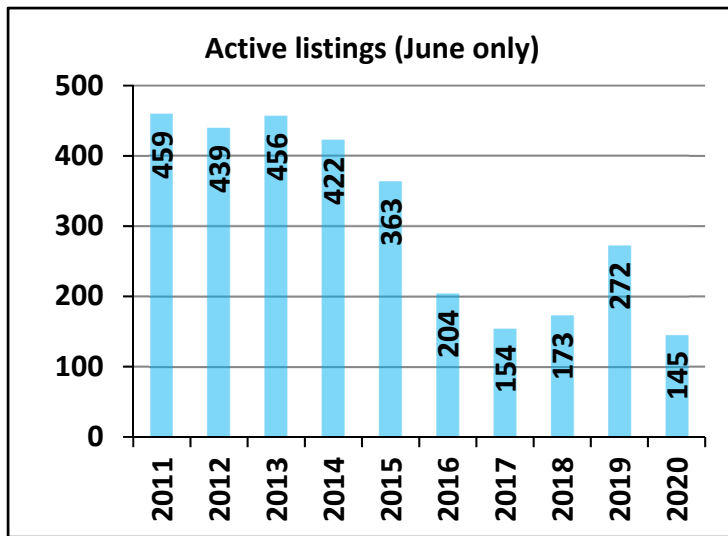
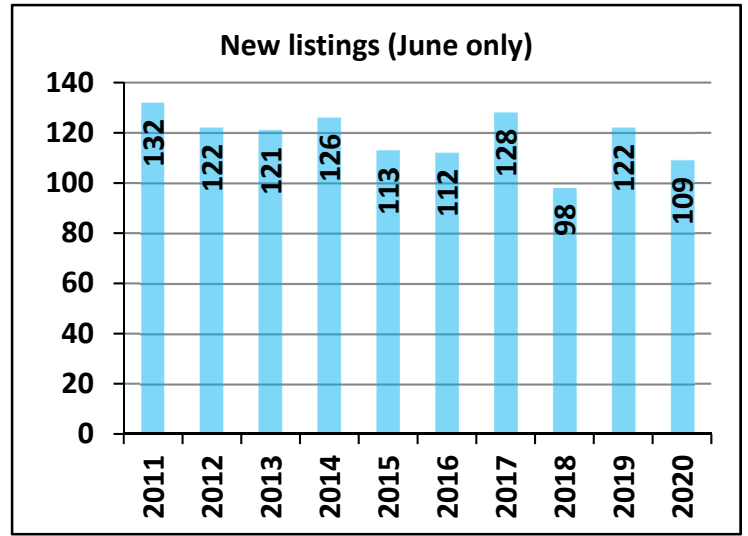
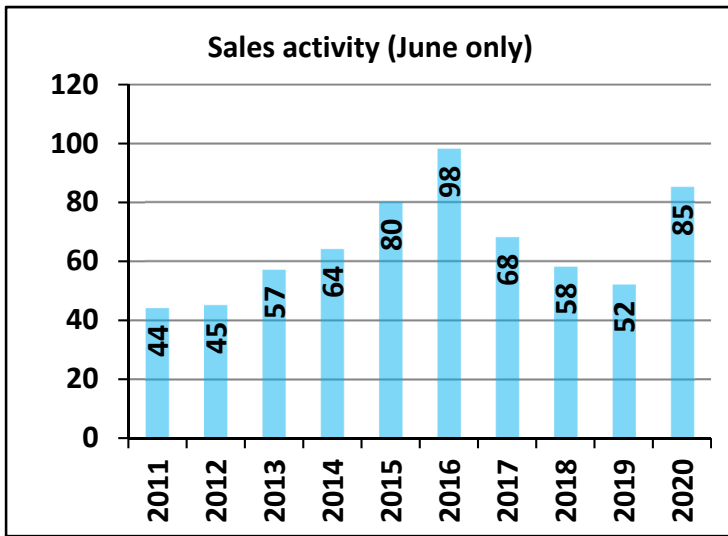
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

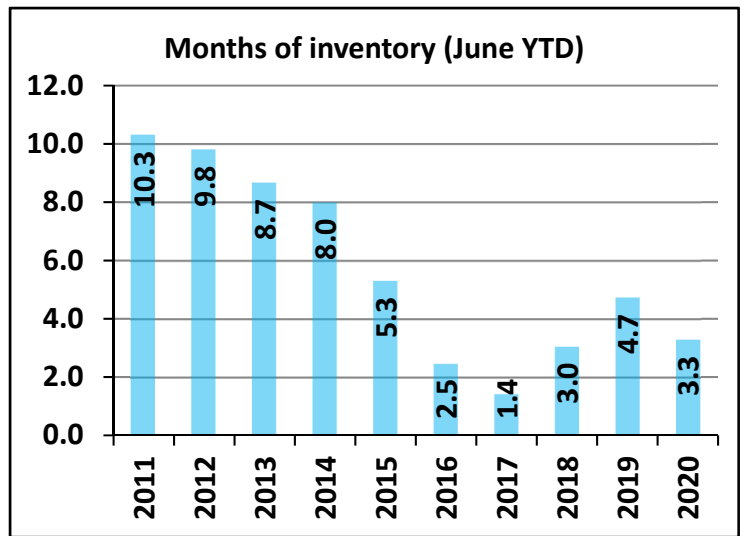
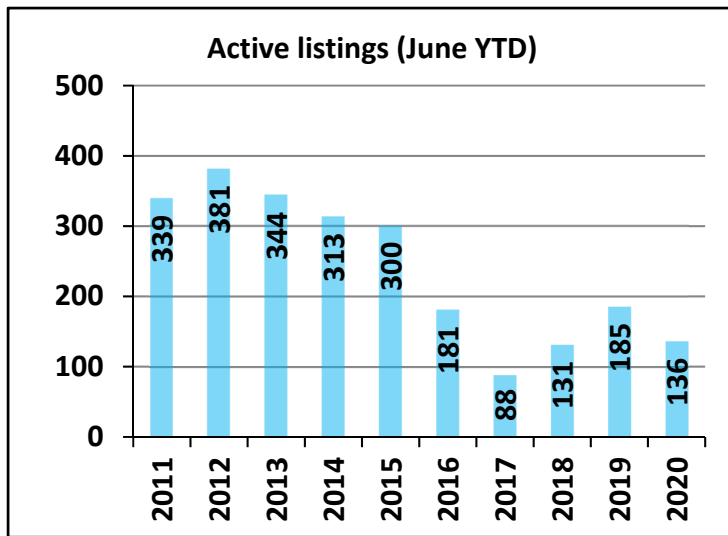
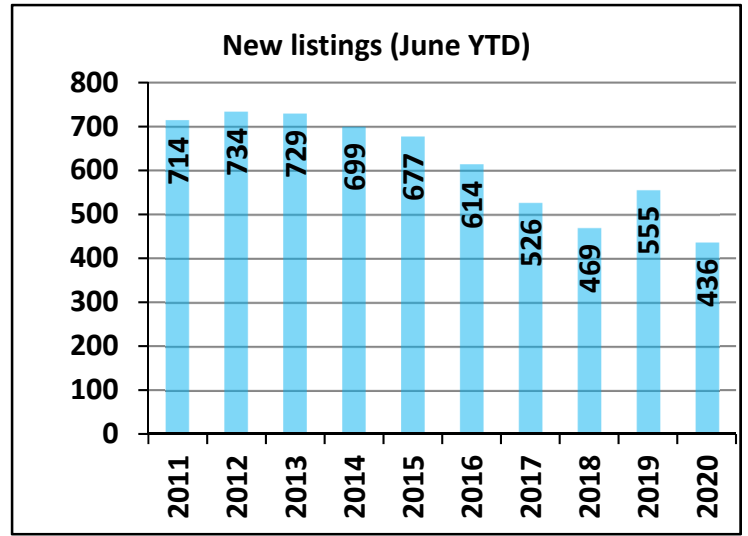
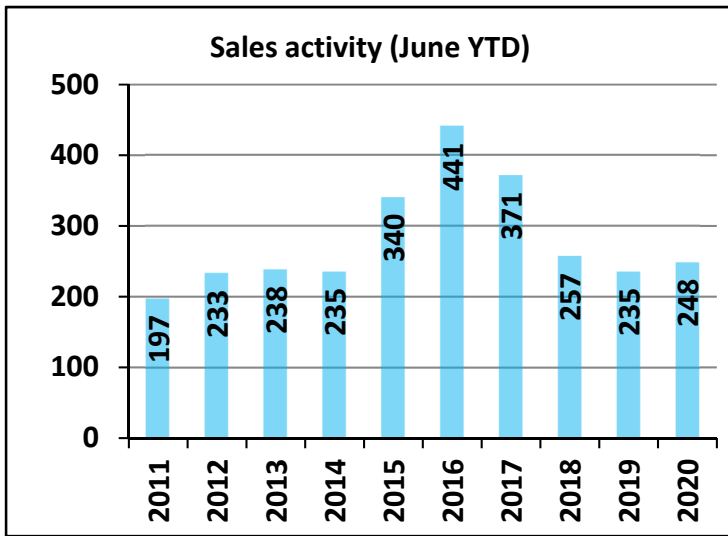
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019	June 2018	June 2017	June 2015	June 2013	June 2010
Sales Activity	85	63.5	46.6	25.0	6.3	49.1	44.1
Dollar Volume	\$42,966,100	82.2	83.3	60.5	78.9	193.8	174.8
New Listings	109	-10.7	11.2	-14.8	-3.5	-9.9	9.0
Active Listings	145	-46.7	-16.2	-5.8	-60.1	-68.2	-62.7
Sales to New Listings Ratio¹	78.0	42.6	59.2	53.1	70.8	47.1	59.0
Months of Inventory²	1.7	5.2	3.0	2.3	4.5	8.0	6.6
Average Price	\$505,484	11.5	25.1	28.4	68.4	97.0	90.7

Year-to-date	June 2020	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		June 2019 YTD	June 2018 YTD	June 2017 YTD	June 2015 YTD	June 2013 YTD	June 2010 YTD
Sales Activity	248	5.5	-3.5	-33.2	-27.1	4.2	19.2
Dollar Volume	\$121,923,981	13.7	13.1	-19.0	21.0	98.8	135.3
New Listings	436	-21.4	-7.0	-17.1	-35.6	-40.2	-32.5
Active Listings³	136	-26.5	3.8	54.5	-54.7	-60.5	-56.8
Sales to New Listings Ratio⁴	56.9	42.3	54.8	70.5	50.2	32.6	32.2
Months of Inventory⁵	3.3	4.7	3.0	1.4	5.3	8.7	9.1
Average Price	\$491,629	7.7	17.2	21.2	65.9	90.8	97.3

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

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

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

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