



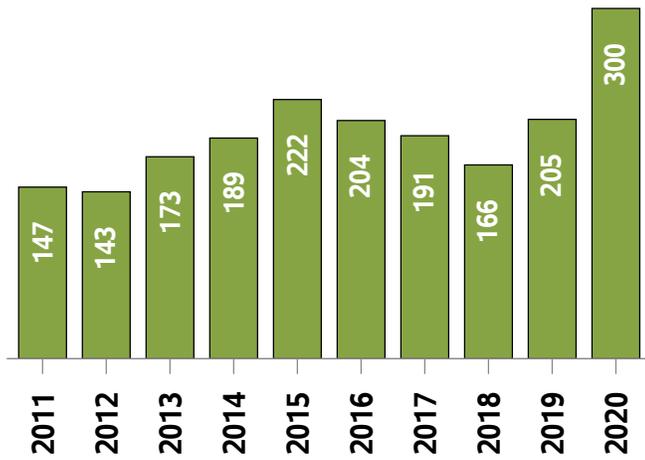
Western District Residential Market Activity Report September 2020



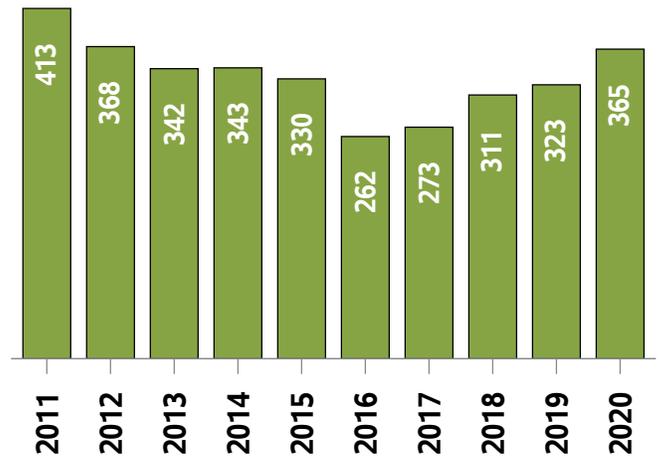
Prepared for the Southern Georgian Bay Association of REALTORS® by the Canadian Real Estate Association

Western District MLS® Residential Market Activity

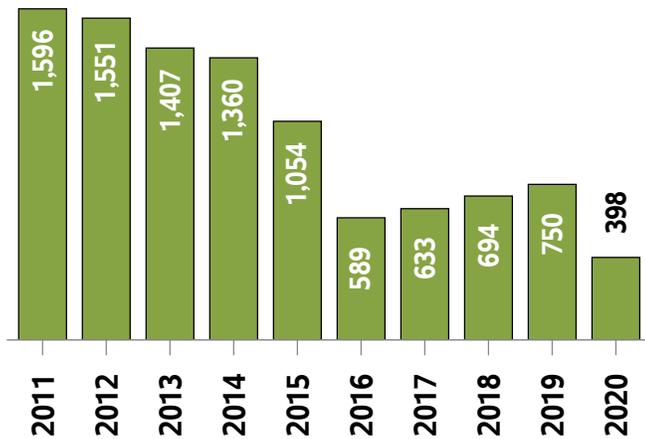
Sales Activity (September only)



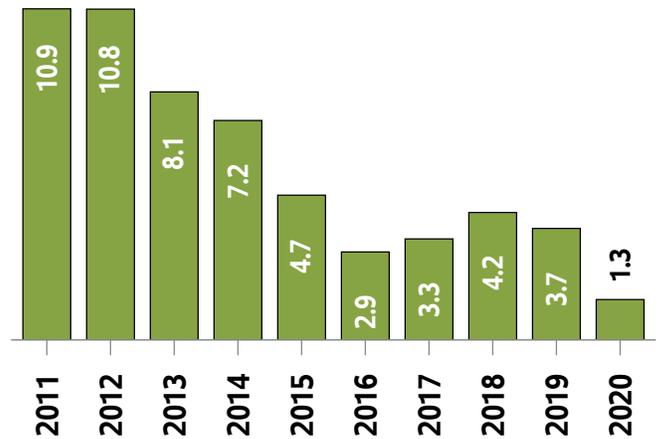
New Listings (September only)



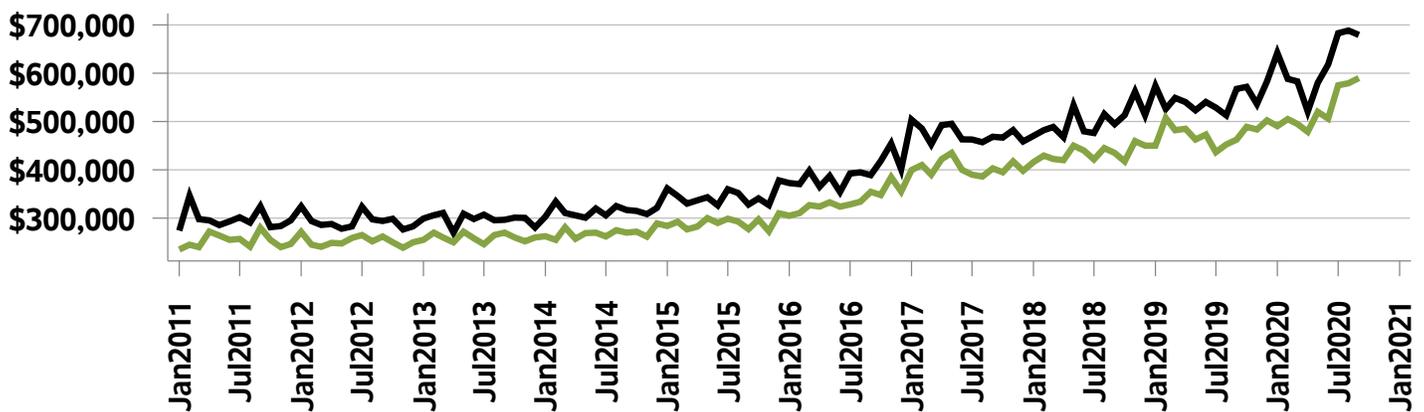
Active Listings (September only)



Months of Inventory (September only)

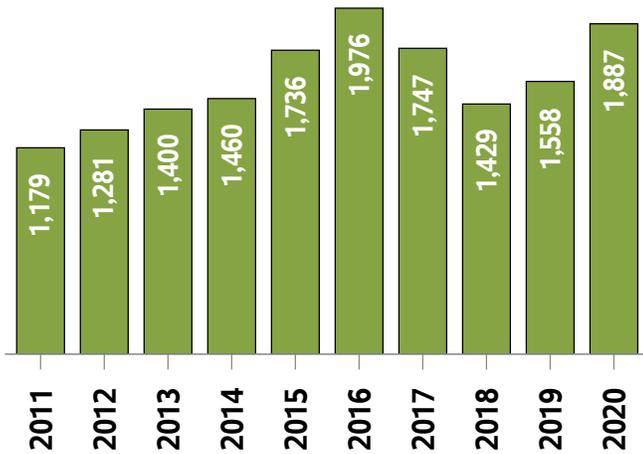


Average Price and Median Price

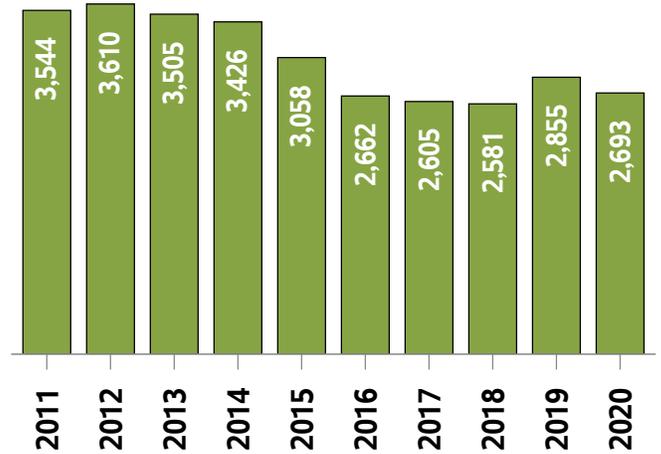


Western District MLS® Residential Market Activity

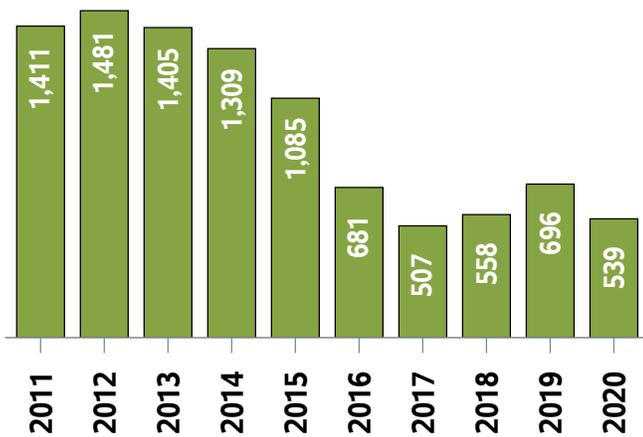
Sales Activity (September Year-to-date)



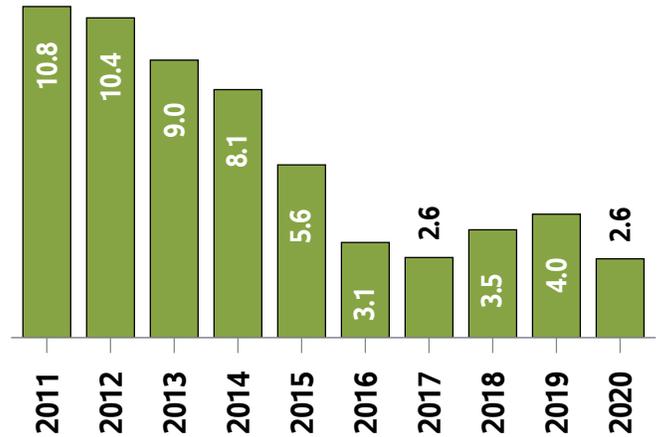
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Western District MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	300	46.3	80.7	57.1	35.1	73.4	119.0
Dollar Volume	\$203,757,724	75.1	148.2	127.7	179.8	297.1	436.7
New Listings	365	13.0	17.4	33.7	10.6	6.7	6.7
Active Listings	398	-46.9	-42.7	-37.1	-62.2	-71.7	-70.8
Sales to New Listings Ratio ¹	82.2	63.5	53.4	70.0	67.3	50.6	40.1
Months of Inventory ²	1.3	3.7	4.2	3.3	4.7	8.1	9.9
Average Price	\$679,192	19.7	37.3	45.0	107.0	129.0	145.1
Median Price	\$590,000	27.6	35.6	46.4	112.9	118.5	145.8
Sales to List Price Ratio	100.5	97.4	97.6	97.3	96.3	95.9	95.2
Median Days on Market	15.0	32.0	27.0	28.0	46.5	71.0	74.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	1,887	21.1	32.1	8.0	8.7	34.8	54.9
Dollar Volume	\$1,217,610,042	45.2	73.2	46.7	105.5	190.7	242.0
New Listings	2,693	-5.7	4.3	3.4	-11.9	-23.2	-19.2
Active Listings ³	539	-22.6	-3.4	6.3	-50.3	-61.7	-59.6
Sales to New Listings Ratio ⁴	70.1	54.6	55.4	67.1	56.8	39.9	36.6
Months of Inventory ⁵	2.6	4.0	3.5	2.6	5.6	9.0	9.9
Average Price	\$645,262	19.9	31.2	35.8	89.0	115.7	120.8
Median Price	\$547,500	17.2	26.2	34.4	89.4	109.8	121.7
Sales to List Price Ratio	98.7	97.5	97.8	99.0	96.6	95.8	95.7
Median Days on Market	23.0	31.0	25.0	18.0	50.5	58.0	58.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

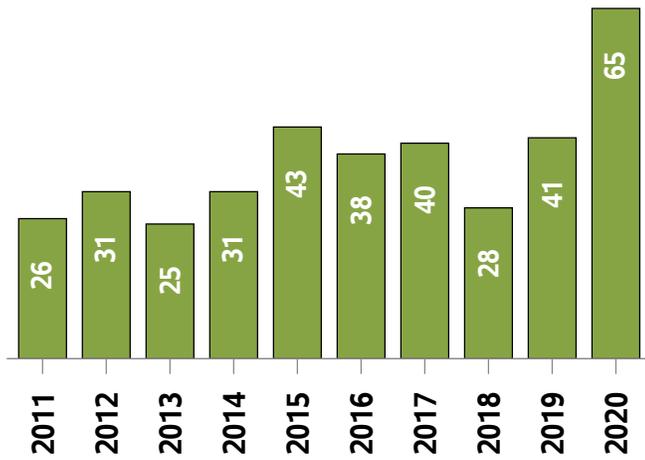
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

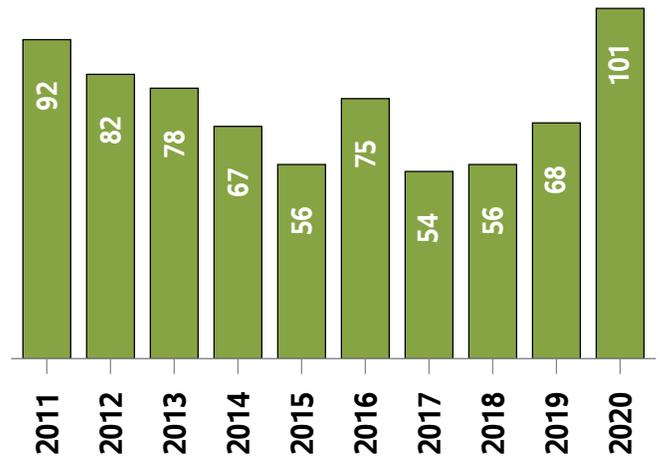
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blue Mountains MLS® Residential Market Activity

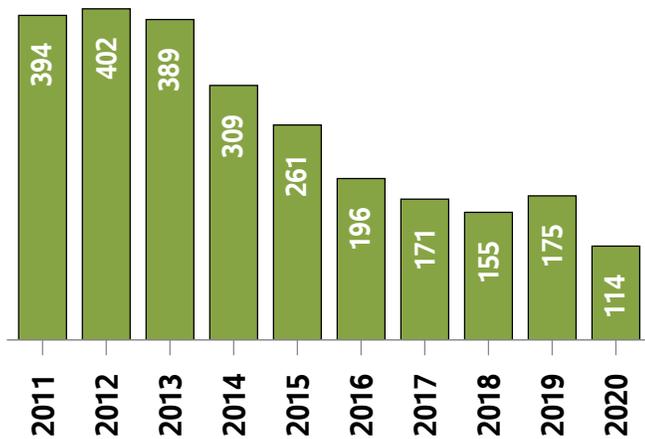
Sales Activity (September only)



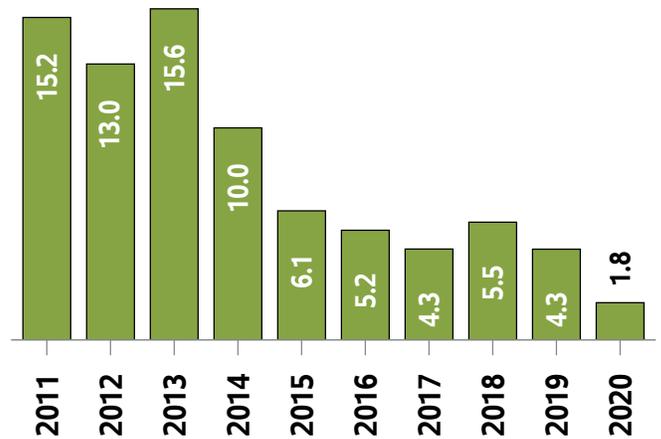
New Listings (September only)



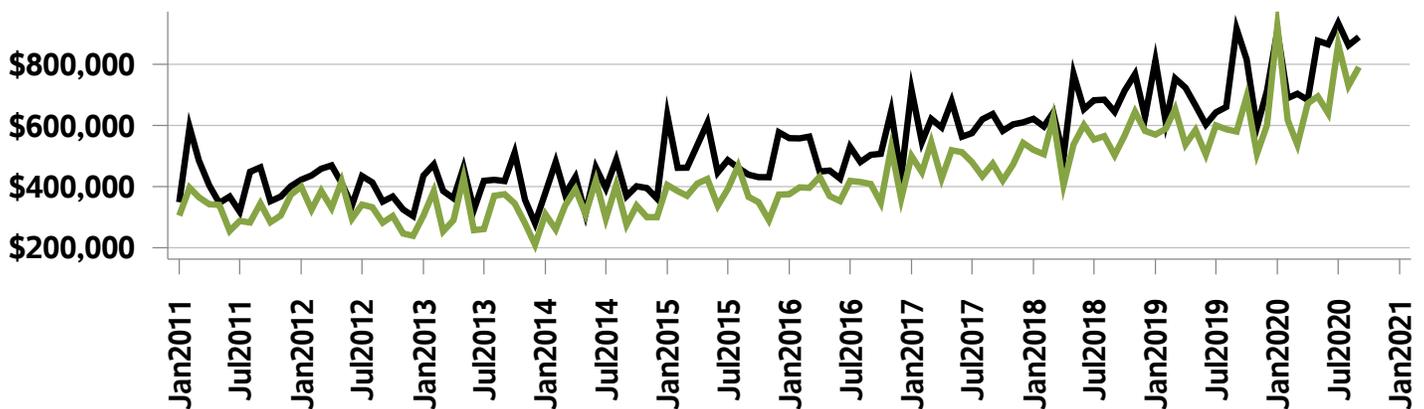
Active Listings (September only)



Months of Inventory (September only)

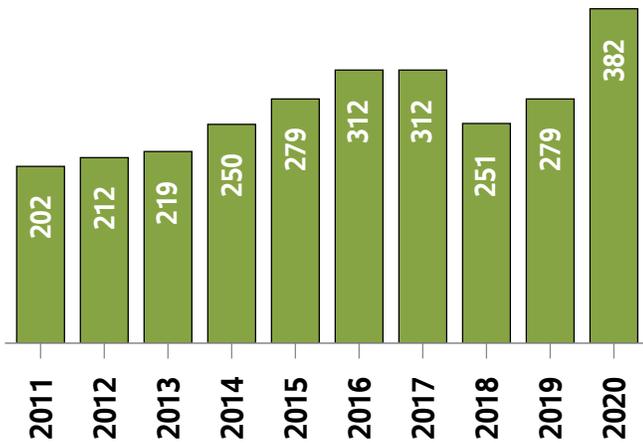


Average Price and Median Price

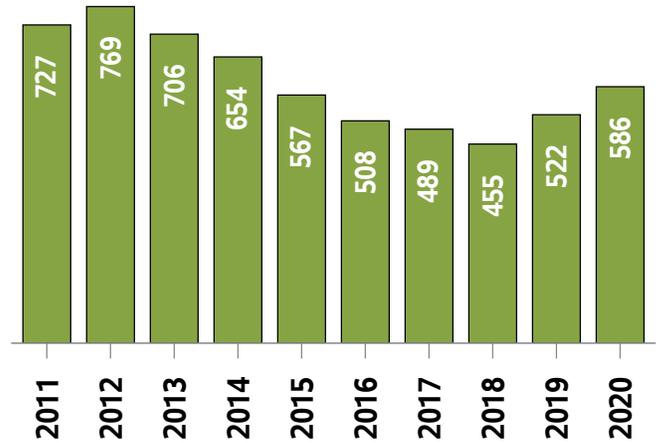


Blue Mountains MLS® Residential Market Activity

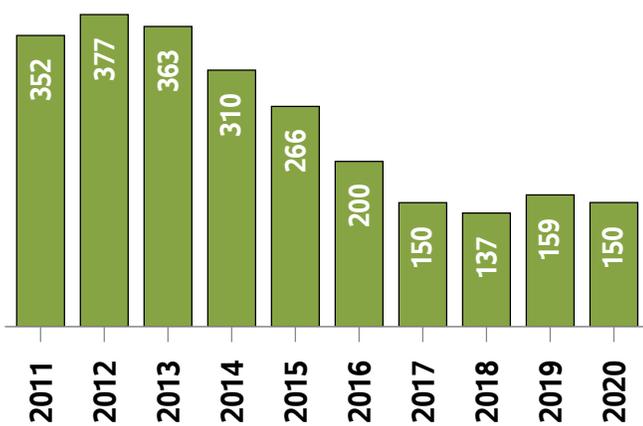
Sales Activity (September Year-to-date)



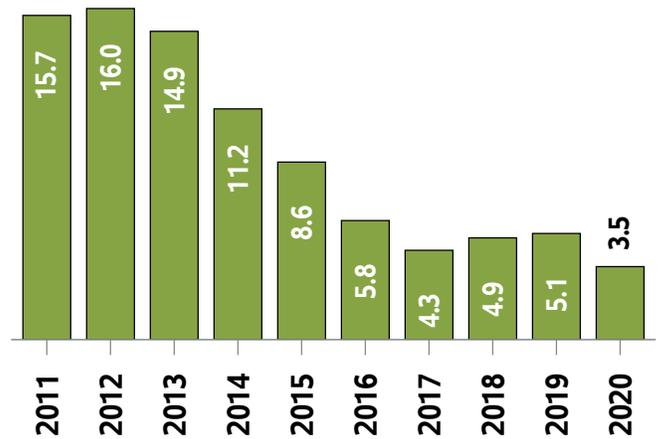
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Blue Mountains MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	65	58.5	132.1	62.5	51.2	160.0	195.5
Dollar Volume	\$57,789,078	53.9	220.1	126.7	206.2	453.0	648.7
New Listings	101	48.5	80.4	87.0	80.4	29.5	26.3
Active Listings	114	-34.9	-26.5	-33.3	-56.3	-70.7	-64.9
Sales to New Listings Ratio ¹	64.4	60.3	50.0	74.1	76.8	32.1	27.5
Months of Inventory ²	1.8	4.3	5.5	4.3	6.1	15.6	14.8
Average Price	\$889,063	-3.0	37.9	39.5	102.6	112.7	153.4
Median Price	\$791,000	36.4	57.4	66.5	115.8	110.9	137.2
Sales to List Price Ratio	102.5	97.1	98.4	96.6	95.3	94.4	93.6
Median Days on Market	14.0	31.0	27.0	60.5	79.0	94.0	104.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	382	36.9	52.2	22.4	36.9	74.4	99.0
Dollar Volume	\$325,870,110	62.8	101.7	69.0	137.1	259.6	312.3
New Listings	586	12.3	28.8	19.8	3.4	-17.0	-10.3
Active Listings ³	150	-5.8	9.2	0.1	-43.6	-58.6	-52.8
Sales to New Listings Ratio ⁴	65.2	53.4	55.2	63.8	49.2	31.0	29.4
Months of Inventory ⁵	3.5	5.1	4.9	4.3	8.6	14.9	14.9
Average Price	\$853,063	18.9	32.5	38.0	73.2	106.2	107.2
Median Price	\$730,000	24.8	39.6	50.5	87.2	121.2	121.5
Sales to List Price Ratio	98.8	97.6	98.0	97.8	95.7	94.5	94.6
Median Days on Market	26.0	34.0	29.0	33.0	76.0	74.0	76.5

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

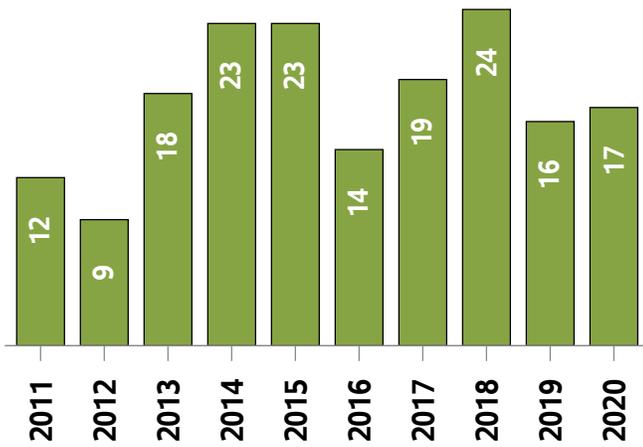
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

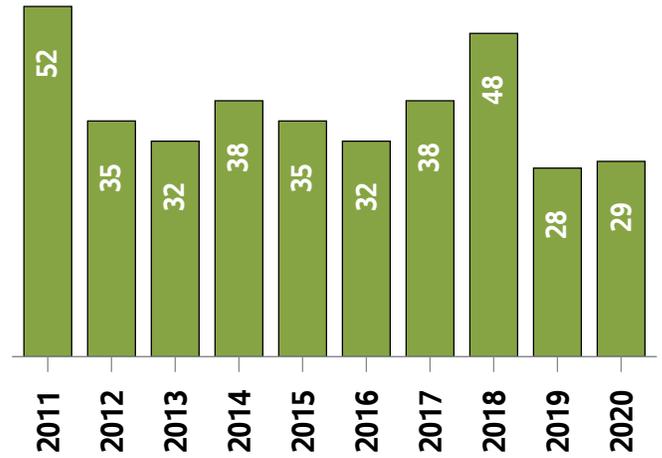
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Clearview MLS® Residential Market Activity

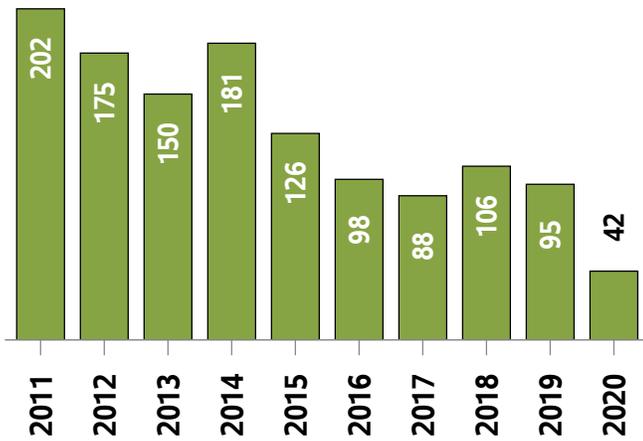
Sales Activity (September only)



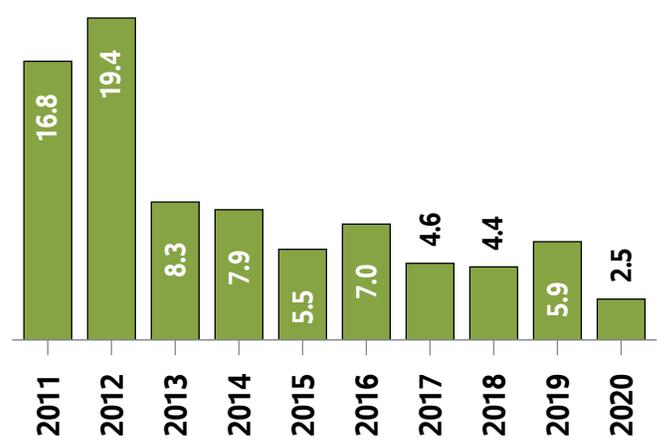
New Listings (September only)



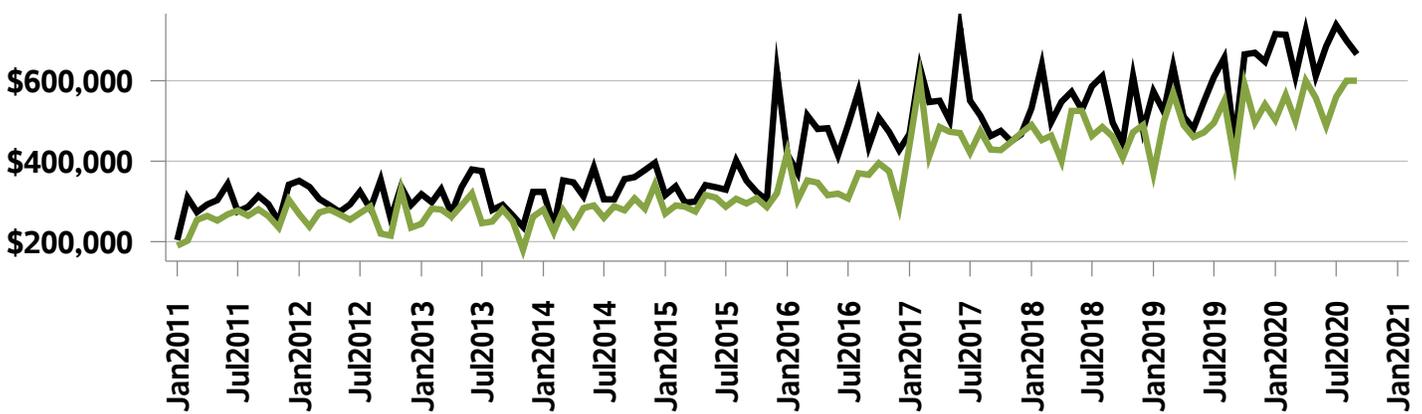
Active Listings (September only)



Months of Inventory (September only)

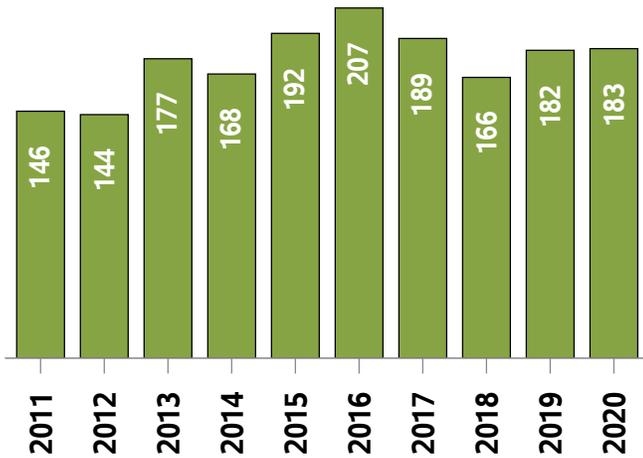


Average Price and Median Price

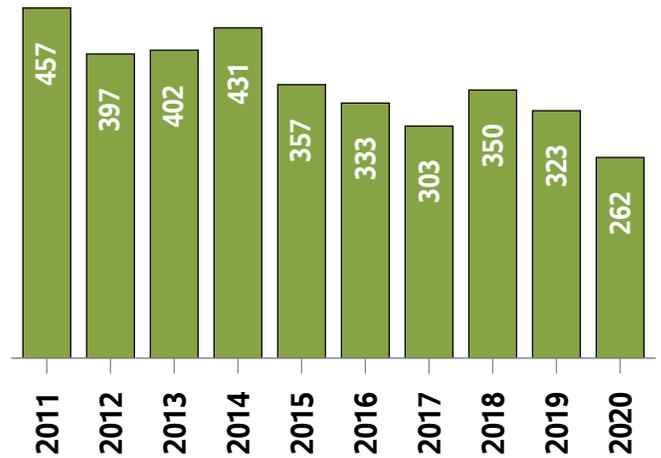


Clearview MLS® Residential Market Activity

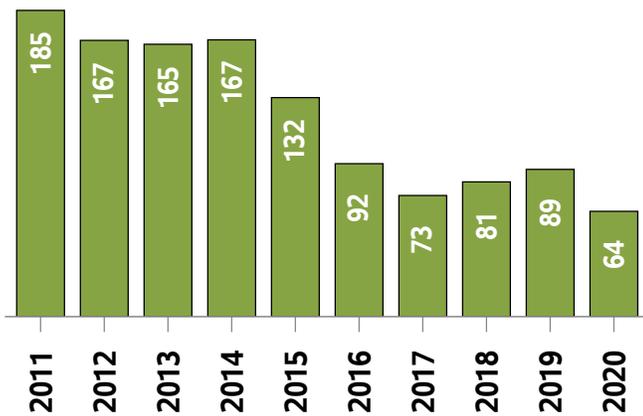
Sales Activity (September Year-to-date)



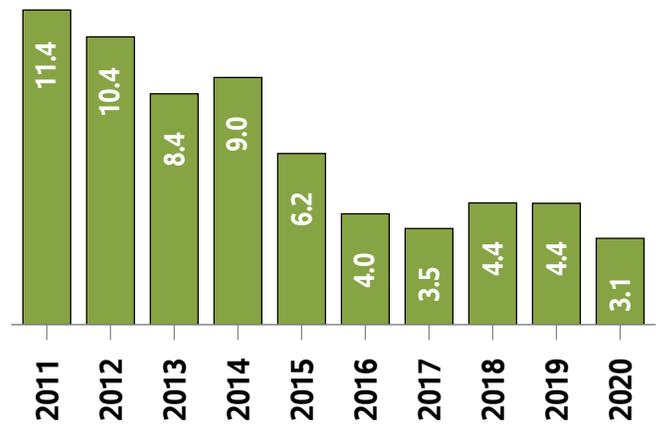
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Clearview MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	17	6.3	-29.2	-10.5	-26.1	-5.6	41.7
Dollar Volume	\$11,319,500	58.1	-4.9	28.7	40.0	115.7	237.1
New Listings	29	3.6	-39.6	-23.7	-17.1	-9.4	-37.0
Active Listings	42	-55.8	-60.4	-52.3	-66.7	-72.0	-80.0
Sales to New Listings Ratio ¹	58.6	57.1	50.0	50.0	65.7	56.3	26.1
Months of Inventory ²	2.5	5.9	4.4	4.6	5.5	8.3	17.5
Average Price	\$665,853	48.8	34.3	43.9	89.4	128.4	137.9
Median Price	\$600,000	49.3	30.2	39.9	103.4	114.3	155.9
Sales to List Price Ratio	99.4	97.0	96.1	97.5	95.7	95.1	95.8
Median Days on Market	31.0	38.5	36.0	22.0	56.0	65.0	134.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	183	0.5	10.2	-3.2	-4.7	3.4	12.3
Dollar Volume	\$126,414,355	24.1	40.0	21.4	96.3	119.7	126.2
New Listings	262	-18.9	-25.1	-13.5	-26.6	-34.8	-41.1
Active Listings ³	64	-28.5	-21.8	-13.1	-51.9	-61.3	-66.8
Sales to New Listings Ratio ⁴	69.8	56.3	47.4	62.4	53.8	44.0	36.6
Months of Inventory ⁵	3.1	4.4	4.4	3.5	6.2	8.4	10.6
Average Price	\$690,789	23.4	27.0	25.4	106.0	112.5	101.4
Median Price	\$552,000	15.2	13.8	21.3	90.0	109.1	104.4
Sales to List Price Ratio	98.3	96.8	97.3	98.1	96.4	95.8	95.7
Median Days on Market	29.0	41.0	35.0	22.0	43.0	53.0	61.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

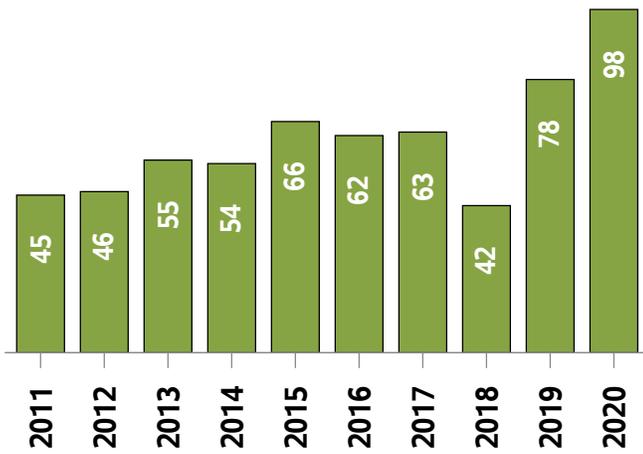
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

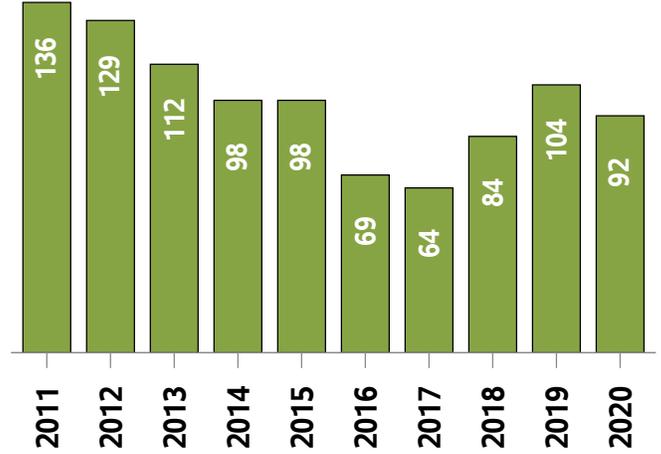
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Collingwood MLS® Residential Market Activity

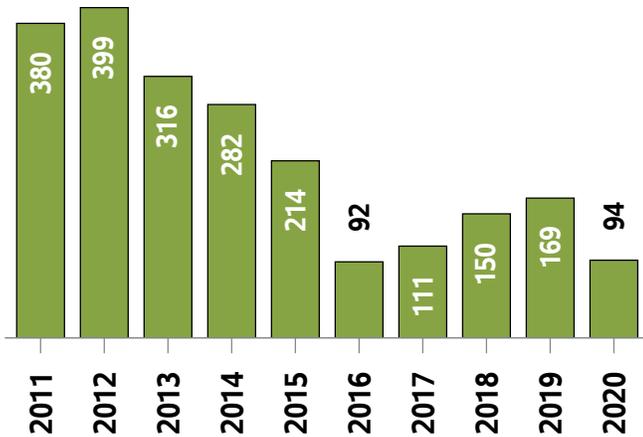
Sales Activity (September only)



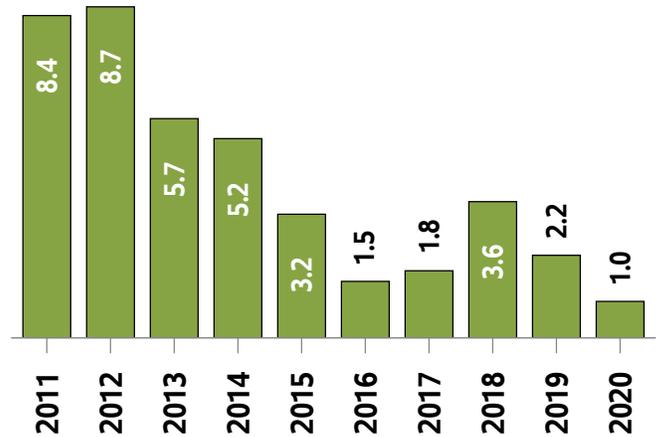
New Listings (September only)



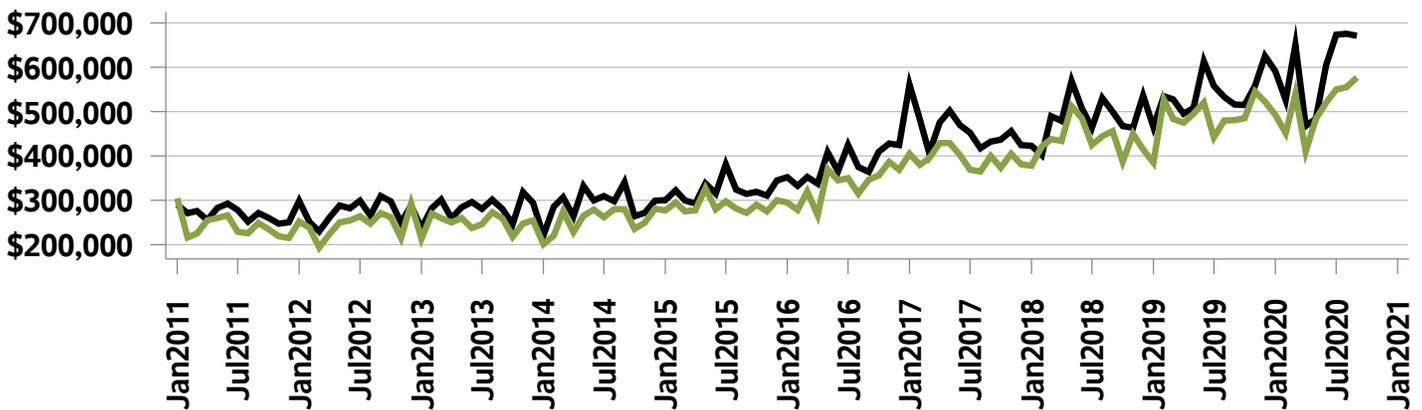
Active Listings (September only)



Months of Inventory (September only)



Average Price and Median Price

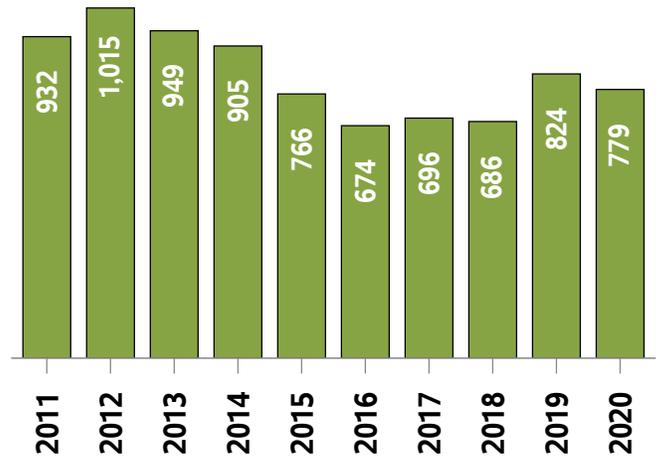


Collingwood MLS® Residential Market Activity

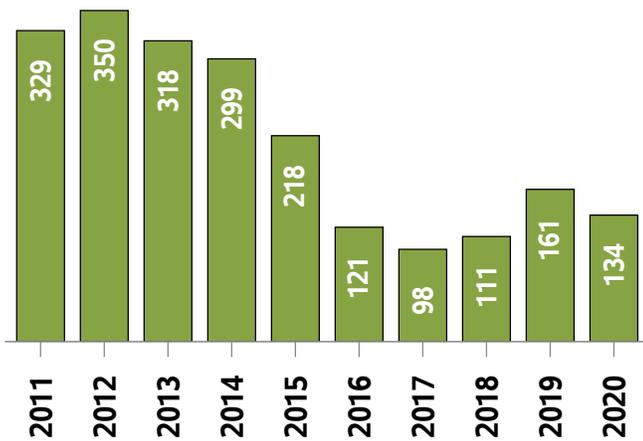
Sales Activity (September Year-to-date)



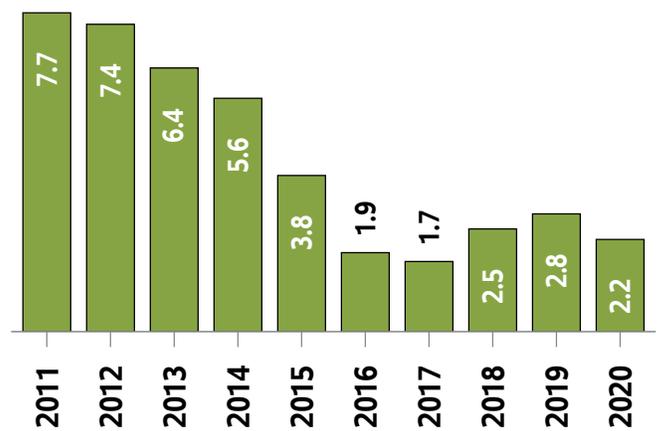
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Collingwood MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	98	25.6	133.3	55.6	48.5	78.2	145.0
Dollar Volume	\$65,751,575	63.4	213.2	141.3	216.9	327.4	558.9
New Listings	92	-11.5	9.5	43.8	-6.1	-17.9	-13.2
Active Listings	94	-44.4	-37.3	-15.3	-56.1	-70.3	-72.4
Sales to New Listings Ratio ¹	106.5	75.0	50.0	98.4	67.3	49.1	37.7
Months of Inventory ²	1.0	2.2	3.6	1.8	3.2	5.7	8.5
Average Price	\$670,934	30.1	34.2	55.1	113.4	139.9	168.9
Median Price	\$577,000	20.0	26.5	44.2	112.5	122.7	163.2
Sales to List Price Ratio	100.1	97.7	98.9	97.7	97.1	95.9	95.4
Median Days on Market	14.0	26.5	17.5	21.0	30.0	63.0	42.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	540	6.1	34.0	4.2	4.0	20.3	41.0
Dollar Volume	\$338,899,360	24.8	70.7	42.0	101.8	168.0	249.0
New Listings	779	-5.5	13.6	11.9	1.7	-17.9	-19.1
Active Listings ³	134	-16.9	20.3	37.0	-38.5	-57.9	-59.1
Sales to New Listings Ratio ⁴	69.3	61.8	58.7	74.4	67.8	47.3	39.8
Months of Inventory ⁵	2.2	2.8	2.5	1.7	3.8	6.4	7.7
Average Price	\$627,591	17.6	27.4	36.2	93.9	122.8	147.6
Median Price	\$537,950	12.1	22.3	34.5	88.8	113.5	144.5
Sales to List Price Ratio	98.7	98.0	98.6	99.7	96.9	96.1	95.9
Median Days on Market	23.0	25.0	19.0	16.0	43.0	54.0	48.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

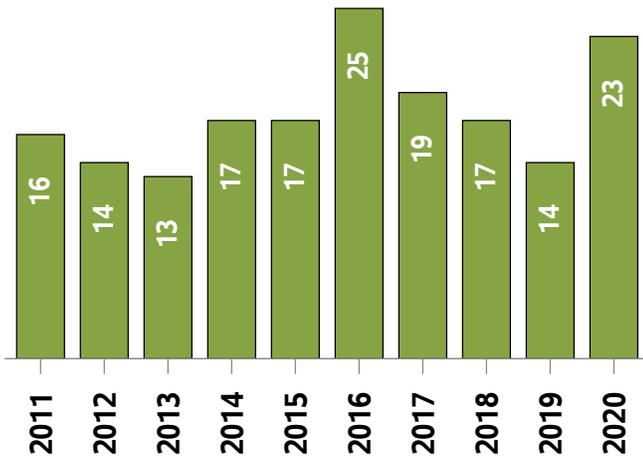
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

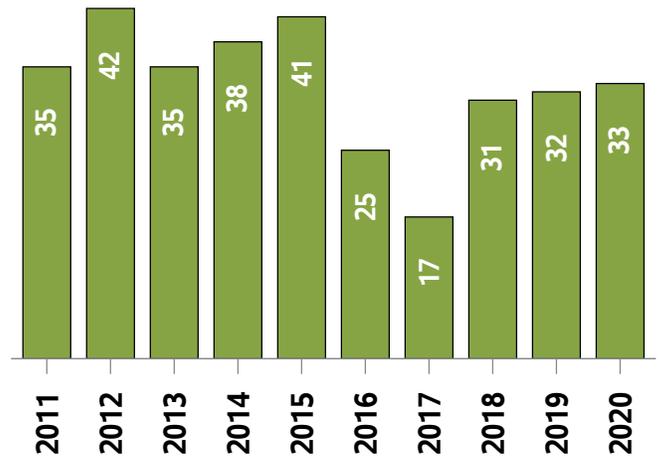
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Meaford (MUNI) MLS® Residential Market Activity

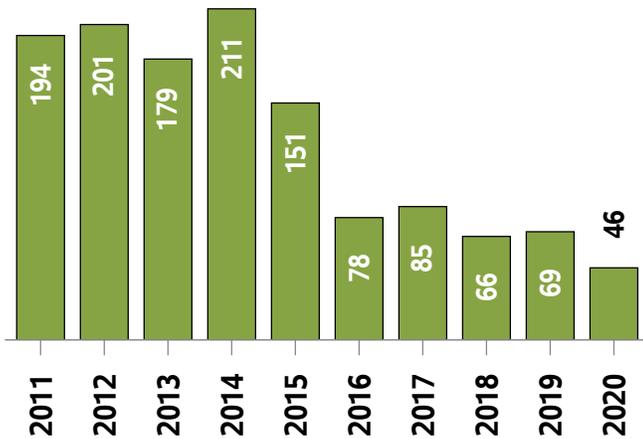
Sales Activity (September only)



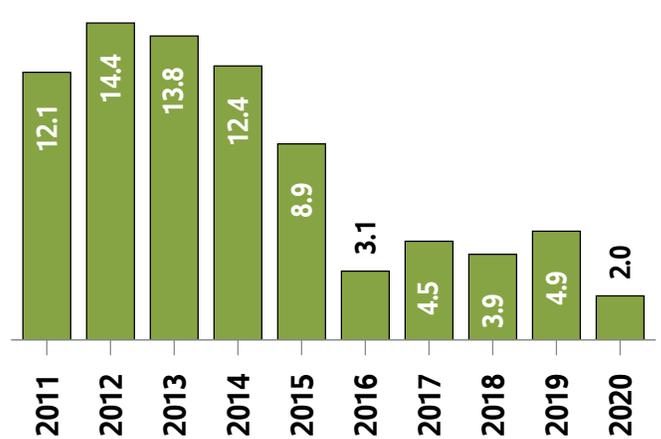
New Listings (September only)



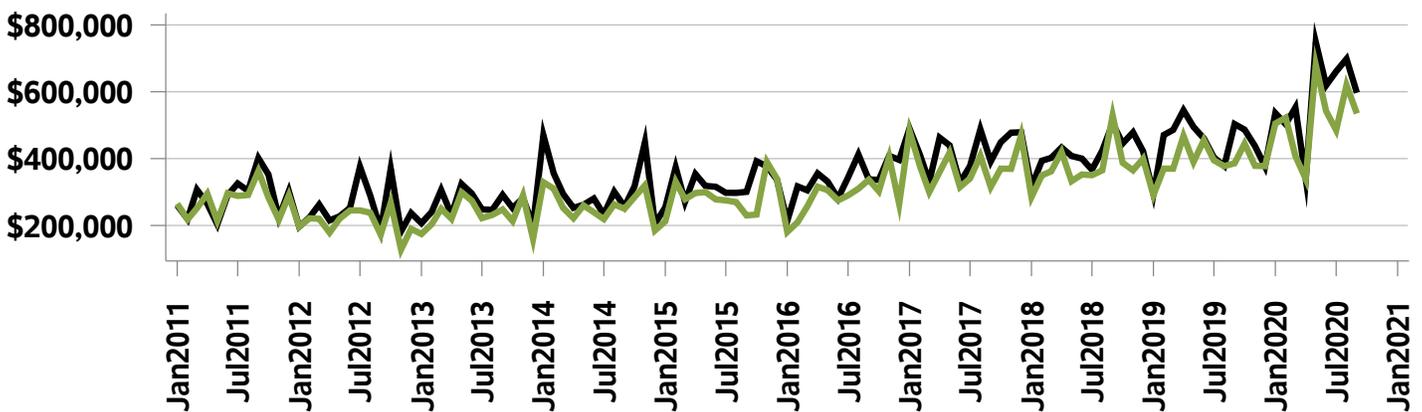
Active Listings (September only)



Months of Inventory (September only)



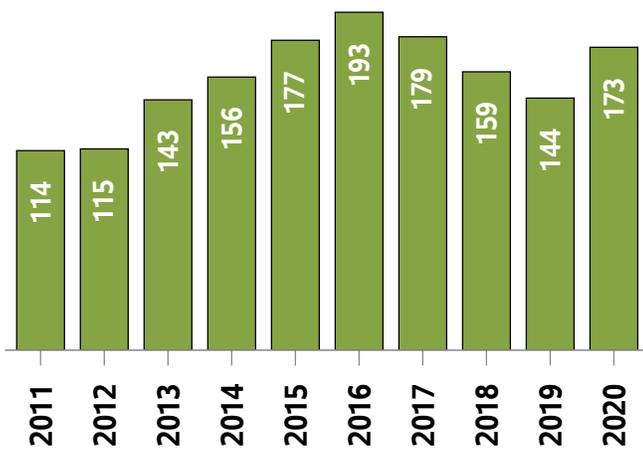
Average Price and Median Price



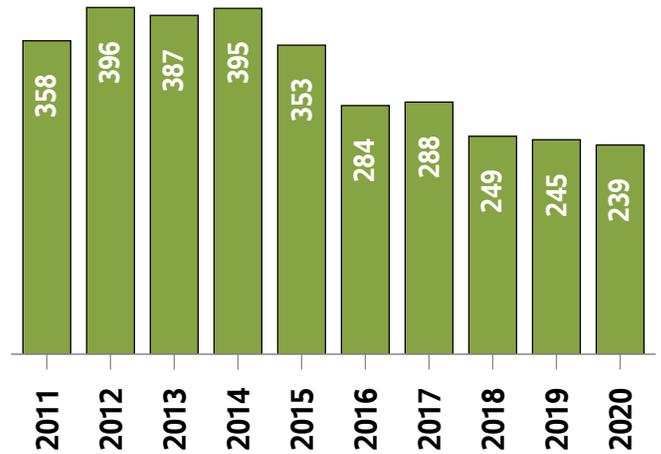
Meaford (MUNI)

MLS® Residential Market Activity

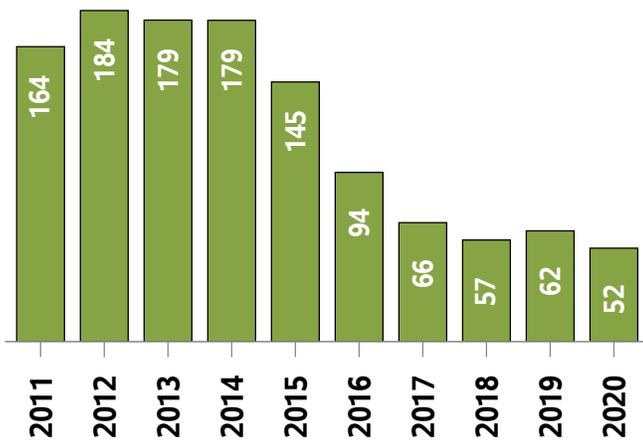
Sales Activity (September Year-to-date)



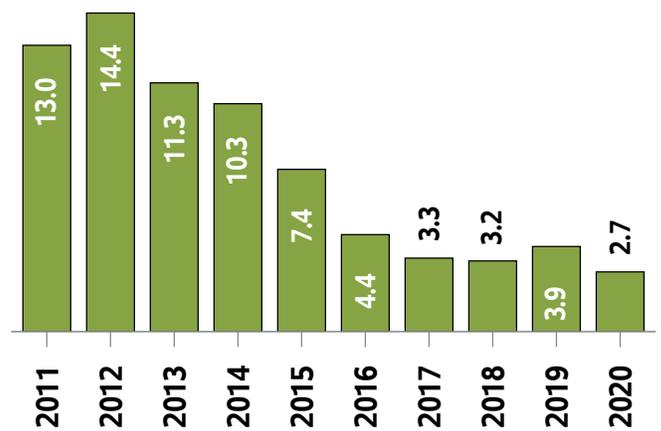
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



¹ 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

² Average active listings January to the current month/average of sales January to the current month

Meaford (MUNI) MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	23	64.3	35.3	21.1	35.3	76.9	21.1
Dollar Volume	\$13,727,221	94.8	59.8	84.5	168.6	262.2	146.3
New Listings	33	3.1	6.5	94.1	-19.5	-5.7	-5.7
Active Listings	46	-33.3	-30.3	-45.9	-69.5	-74.3	-72.5
Sales to New Listings Ratio ¹	69.7	43.8	54.8	111.8	41.5	37.1	54.3
Months of Inventory ²	2.0	4.9	3.9	4.5	8.9	13.8	8.8
Average Price	\$596,836	18.6	18.1	52.4	98.5	104.7	103.4
Median Price	\$535,000	38.6	1.1	69.8	132.6	115.8	115.7
Sales to List Price Ratio	99.8	98.6	99.0	97.0	95.4	93.3	94.6
Median Days on Market	17.0	35.0	58.0	25.0	70.0	84.0	90.0
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	173	20.1	8.8	-3.4	-2.3	21.0	23.6
Dollar Volume	\$109,553,148	67.6	66.7	51.5	100.2	180.1	190.8
New Listings	239	-2.4	-4.0	-17.0	-32.3	-38.2	-29.1
Active Listings ³	52	-15.6	-8.0	-21.4	-64.0	-70.9	-67.3
Sales to New Listings Ratio ⁴	72.4	58.8	63.9	62.2	50.1	37.0	41.5
Months of Inventory ⁵	2.7	3.9	3.2	3.3	7.4	11.3	10.3
Average Price	\$633,255	39.5	53.2	56.8	104.9	131.5	135.4
Median Price	\$540,000	39.4	49.4	53.8	96.4	110.1	124.1
Sales to List Price Ratio	98.0	96.9	97.9	97.7	95.2	95.3	96.0
Median Days on Market	28.0	28.5	28.0	21.0	68.0	80.0	76.0

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

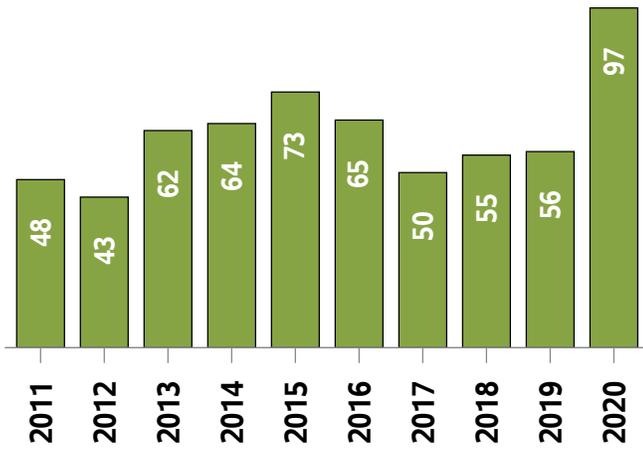
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

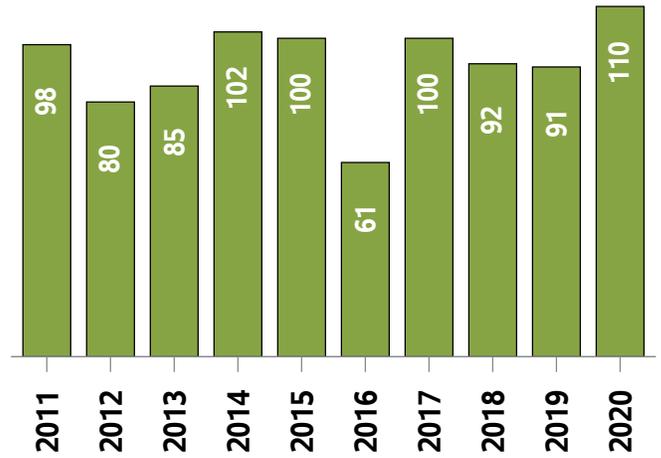
Wasaga Beach

MLS® Residential Market Activity

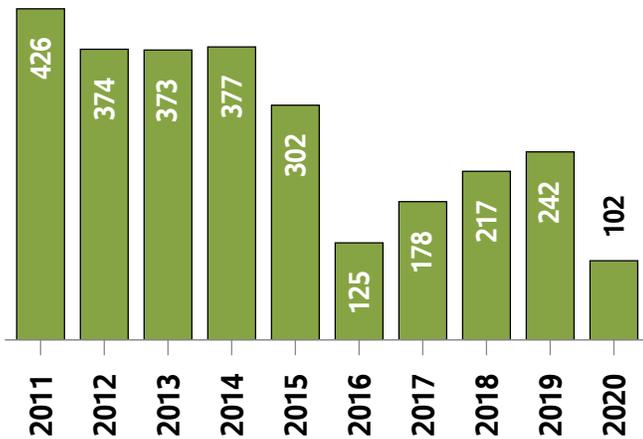
Sales Activity (September only)



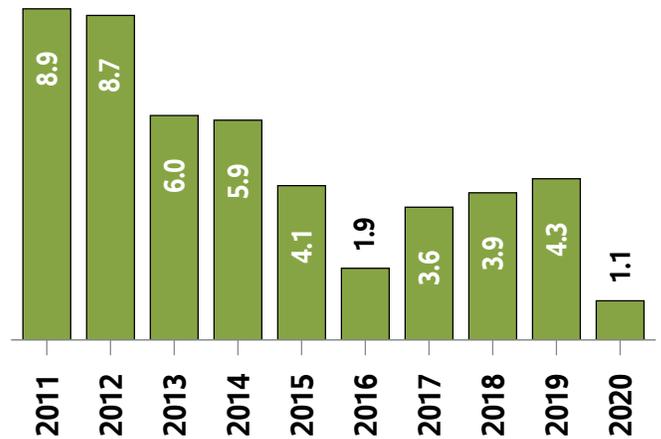
New Listings (September only)



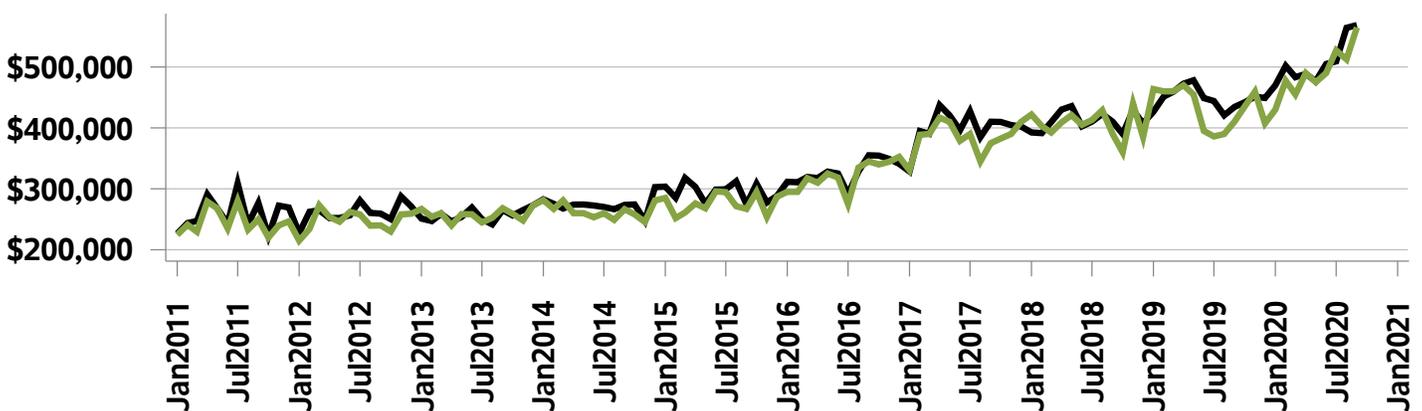
Active Listings (September only)



Months of Inventory (September only)

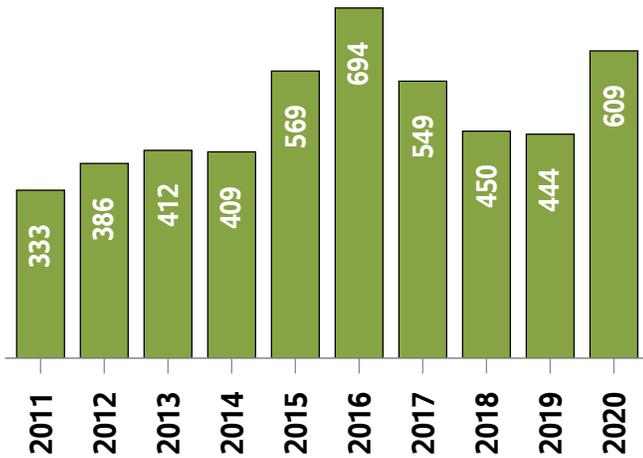


Average Price and Median Price

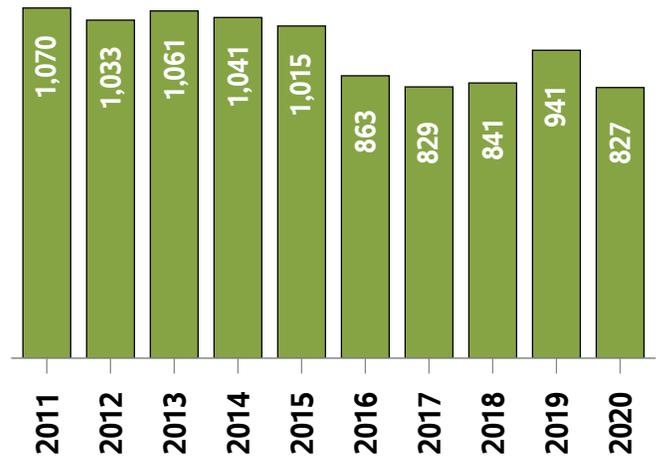


Wasaga Beach MLS® Residential Market Activity

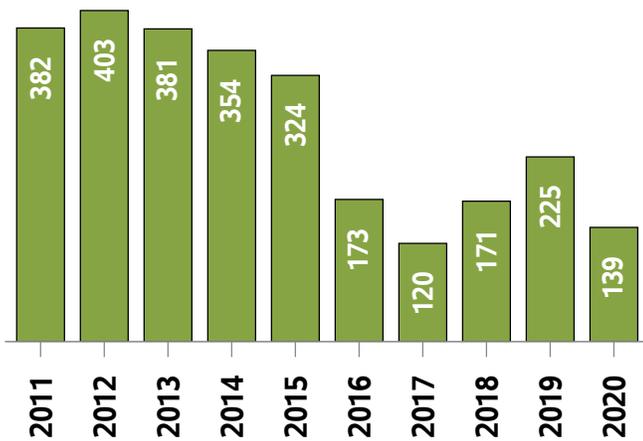
Sales Activity (September Year-to-date)



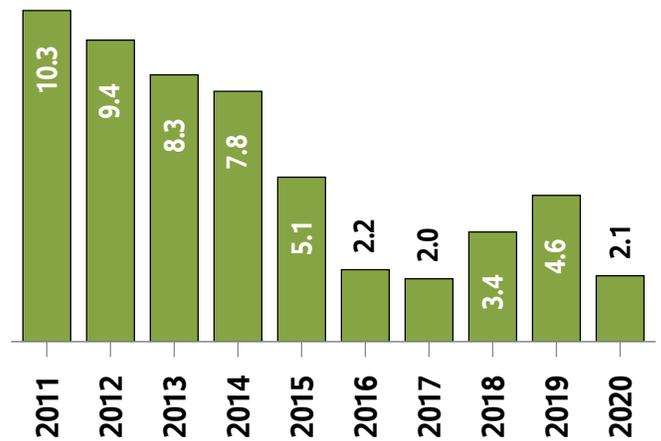
New Listings (September Year-to-date)



Active Listings ¹ (September Year-to-date)



Months of Inventory ² (September Year-to-date)



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² Average active listings January to the current month/average of sales January to the current month

Wasaga Beach MLS® Residential Market Activity

Actual	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	97	73.2	76.4	94.0	32.9	56.5	120.5
Dollar Volume	\$55,170,350	126.8	144.5	169.0	175.6	235.7	386.6
New Listings	110	20.9	19.6	10.0	10.0	29.4	46.7
Active Listings	102	-57.9	-53.0	-42.7	-66.2	-72.7	-67.9
Sales to New Listings Ratio ¹	88.2	61.5	59.8	50.0	73.0	72.9	58.7
Months of Inventory ²	1.1	4.3	3.9	3.6	4.1	6.0	7.2
Average Price	\$568,766	30.9	38.7	38.7	107.4	114.6	120.7
Median Price	\$565,000	37.6	44.9	50.7	111.6	110.7	131.6
Sales to List Price Ratio	99.9	96.9	96.3	97.4	96.6	97.2	95.9
Median Days on Market	15.0	48.5	30.0	30.5	46.0	72.0	74.5
Year-to-date	September 2020	Compared to ⁶					
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	609	37.2	35.3	10.9	7.0	47.8	79.1
Dollar Volume	\$316,873,069	59.0	69.6	42.7	88.6	201.4	267.1
New Listings	827	-12.1	-1.7	-0.2	-18.5	-22.1	-11.4
Active Listings ³	139	-38.1	-18.6	16.2	-57.1	-63.4	-58.8
Sales to New Listings Ratio ⁴	73.6	47.2	53.5	66.2	56.1	38.8	36.4
Months of Inventory ⁵	2.1	4.6	3.4	2.0	5.1	8.3	8.9
Average Price	\$520,317	15.9	25.3	28.6	76.2	103.9	104.9
Median Price	\$500,000	17.3	22.5	28.2	81.2	92.8	110.5
Sales to List Price Ratio	98.8	97.4	97.2	99.8	97.1	96.4	96.2
Median Days on Market	22.0	36.0	26.0	14.0	44.0	56.5	53.0

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