



## Western District

## Residential Market Activity

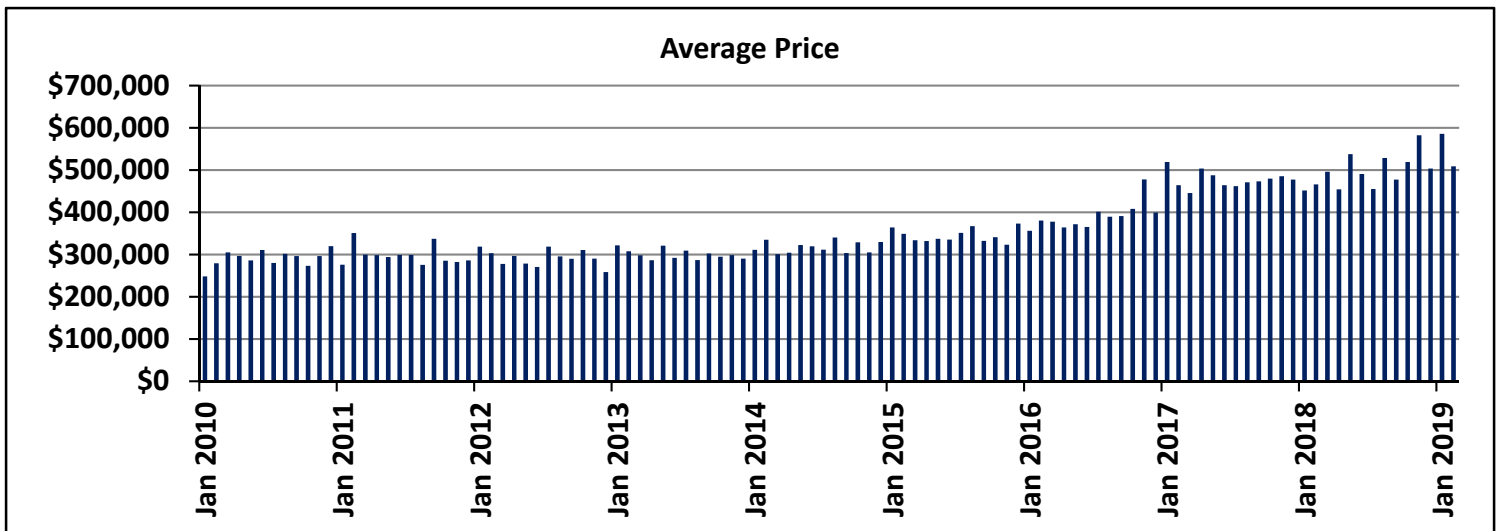
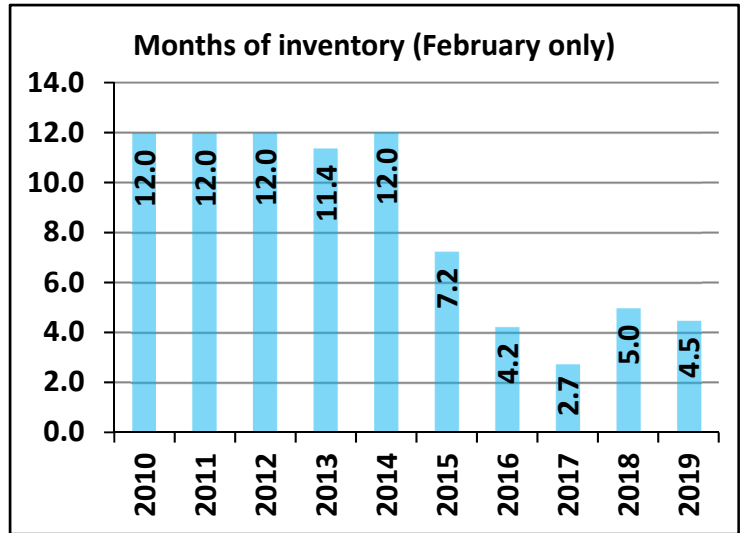
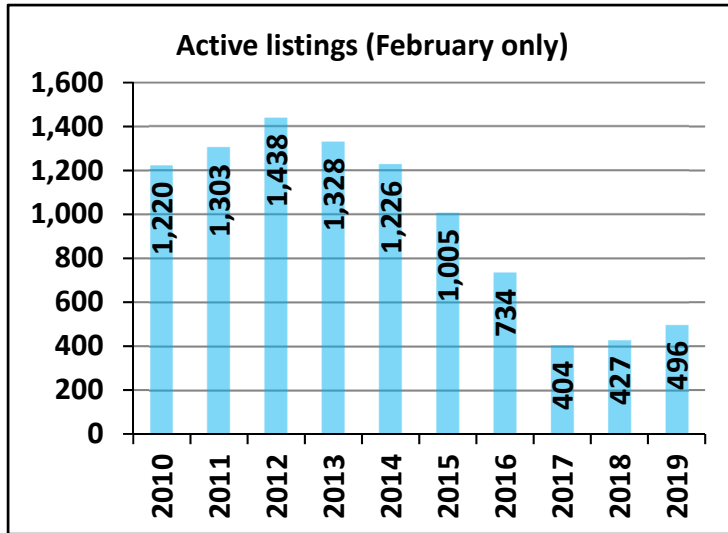
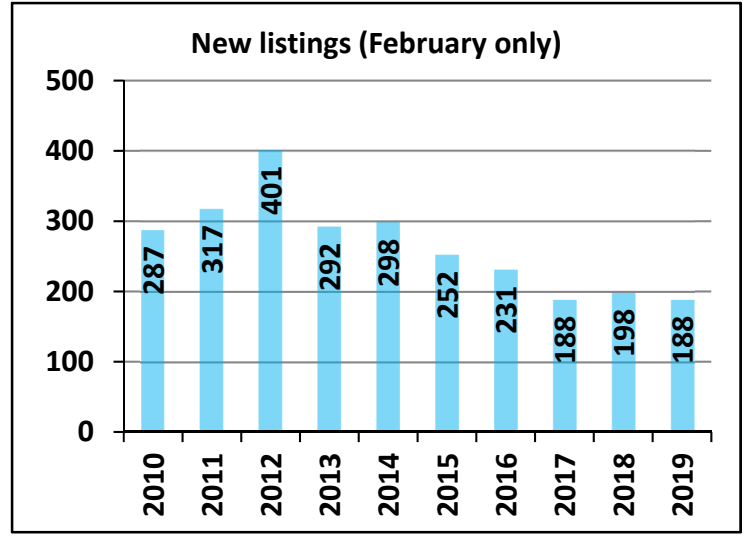
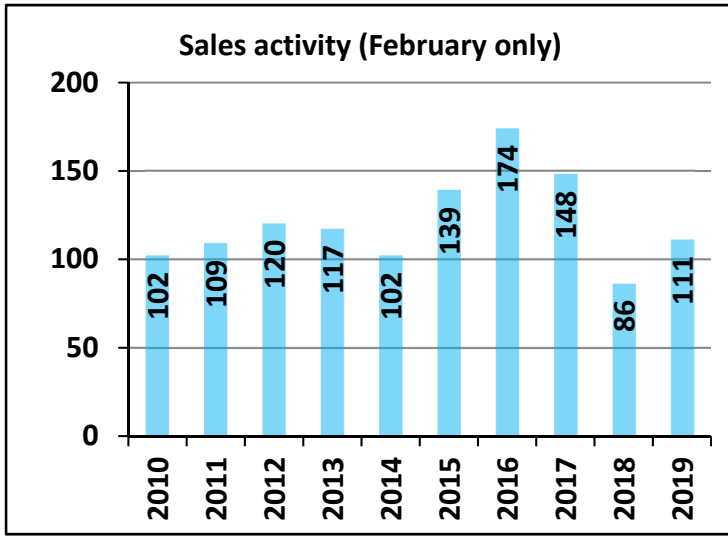
February 2019



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

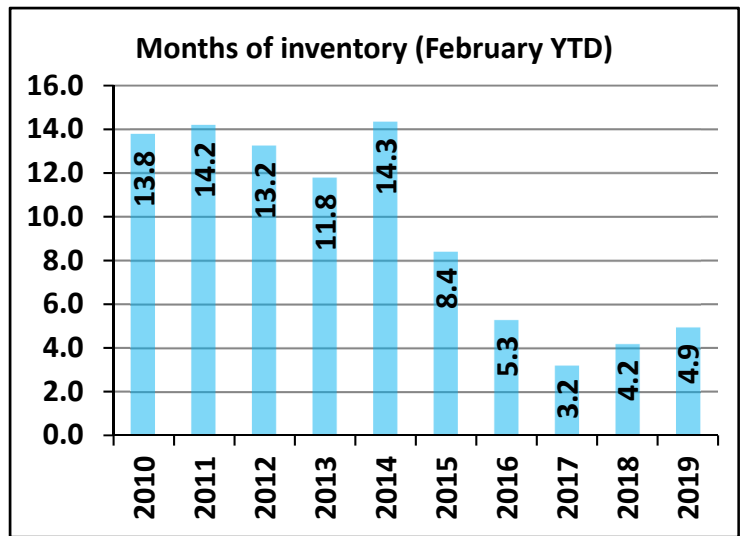
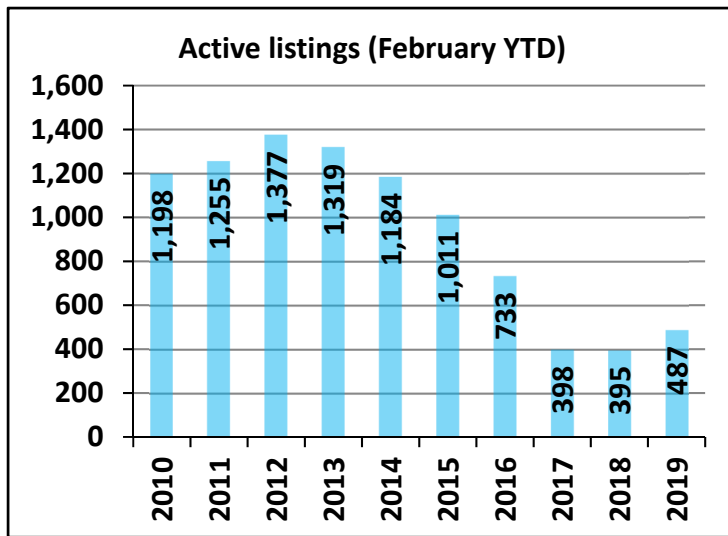
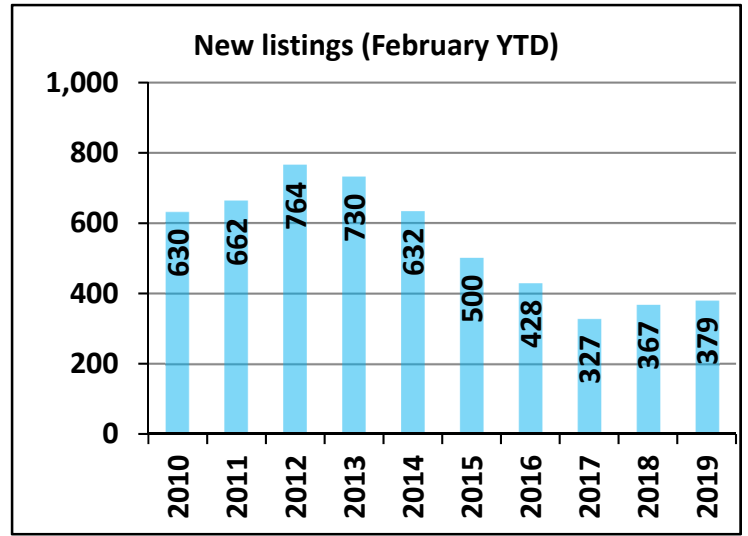
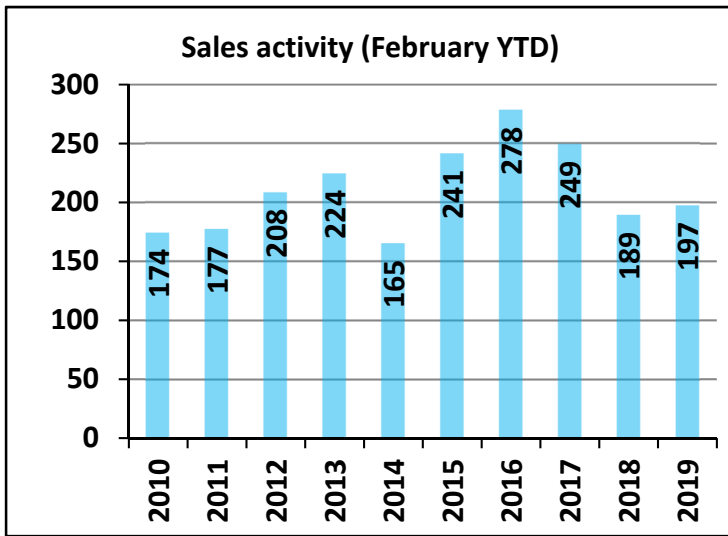
# Western District

## Residential Market Activity



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## 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
<b>Sales Activity</b>	111	29.1	-25.0	-36.2	8.8	-7.5	65.7
<b>Dollar Volume</b>	\$56,487,736	41.0	-17.8	-14.7	65.5	55.3	227.4
<b>New Listings</b>	188	-5.1	0.0	-18.6	-36.9	-53.1	-34.7
<b>Active Listings</b>	496	16.2	22.8	-32.4	-59.5	-65.5	-60.5
<b>Sales to New Listings Ratio<sup>1</sup></b>	59.0	43.4	78.7	75.3	34.2	29.9	23.3
<b>Months of Inventory<sup>2</sup></b>	4.5	5.0	2.7	4.2	12.0	12.0	18.8
<b>Average Price</b>	\$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
<b>Sales Activity</b>	197	4.2	-20.9	-29.1	19.4	-5.3	72.8
<b>Dollar Volume</b>	\$106,842,936	23.4	-11.8	3.5	98.8	65.9	262.6
<b>New Listings</b>	379	3.3	15.9	-11.4	-40.0	-50.4	-39.2
<b>Active Listings<sup>3</sup></b>	487	23.3	22.4	-33.6	-58.9	-64.6	-60.2
<b>Sales to New Listings Ratio<sup>4</sup></b>	52.0	51.5	76.1	65.0	26.1	27.2	18.3
<b>Months of Inventory<sup>5</sup></b>	4.9	4.2	3.2	5.3	14.3	13.2	21.5
<b>Average Price</b>	\$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

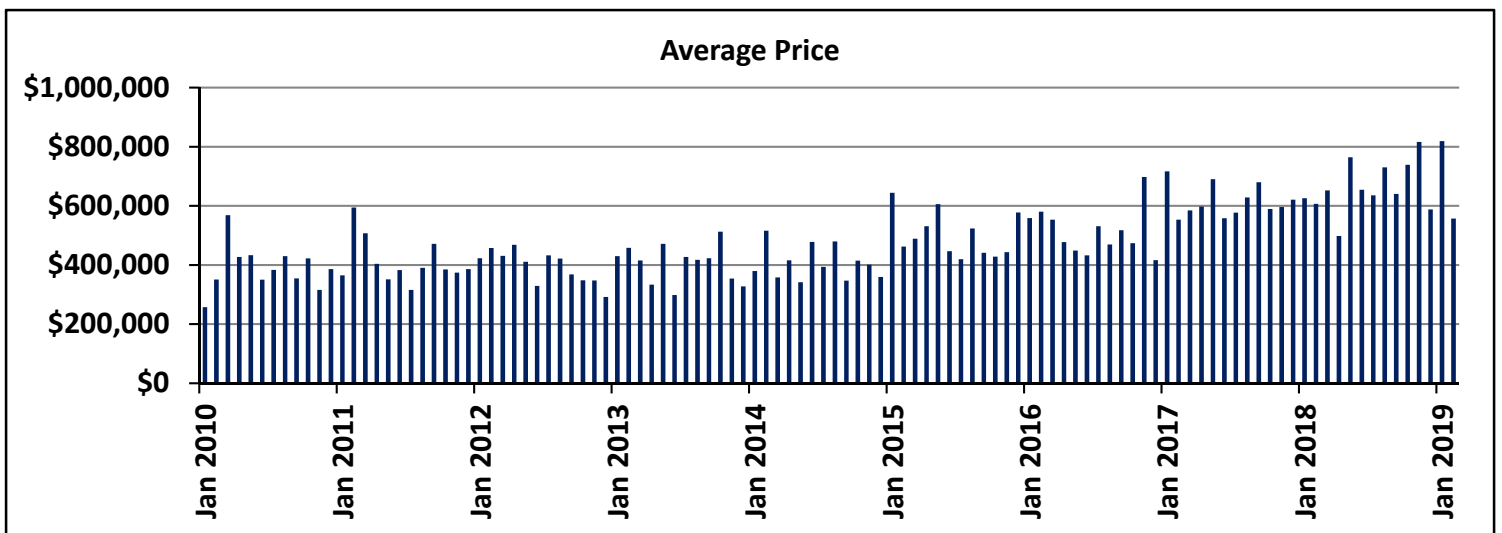
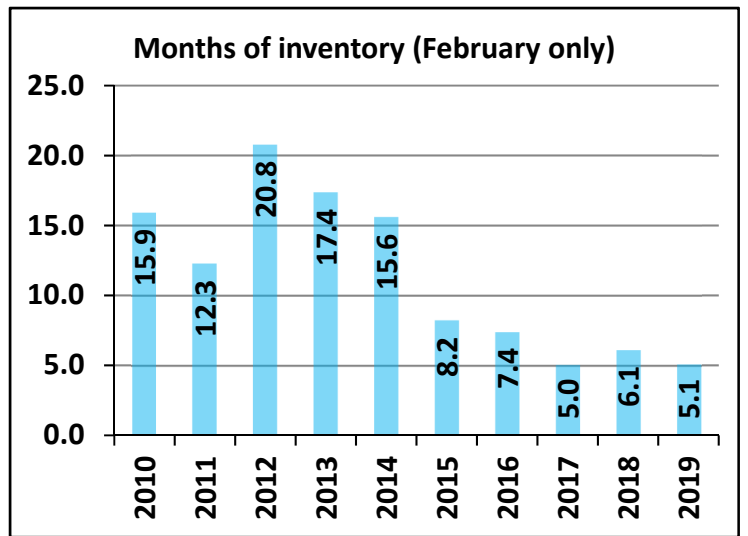
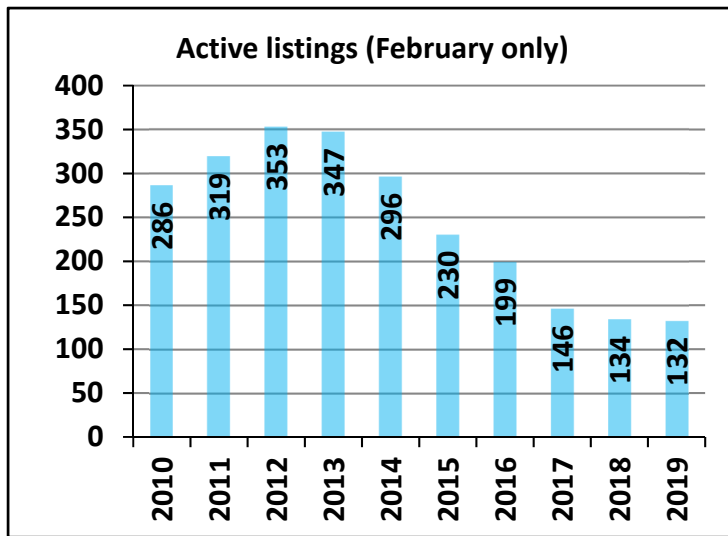
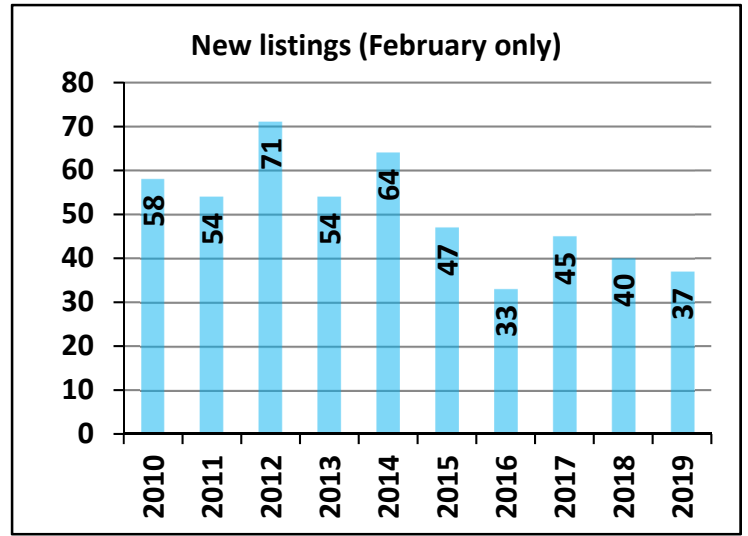
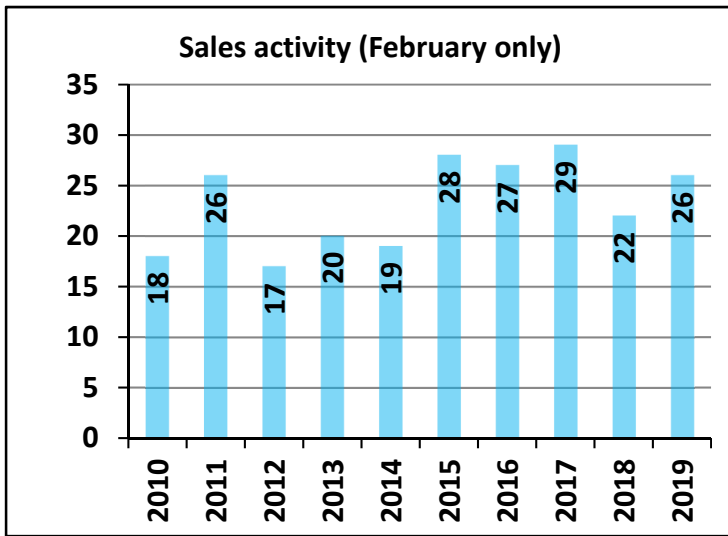
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

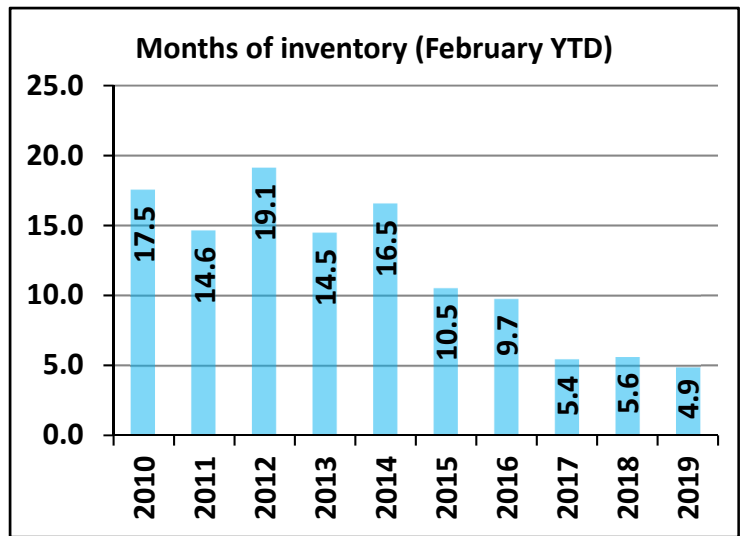
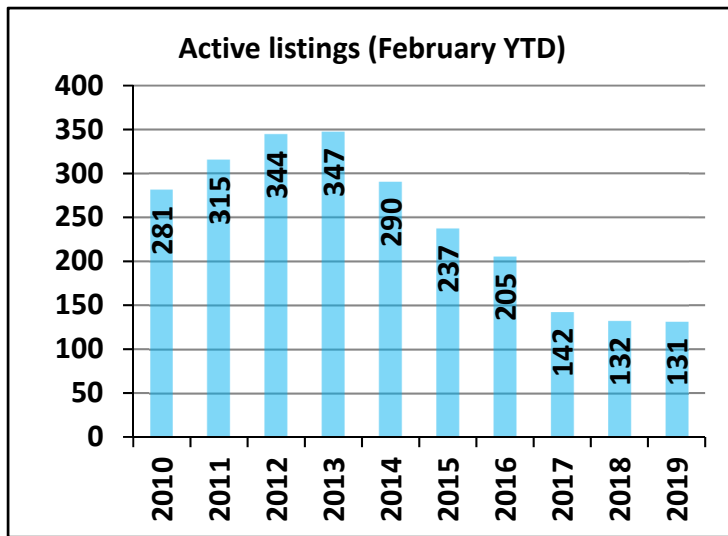
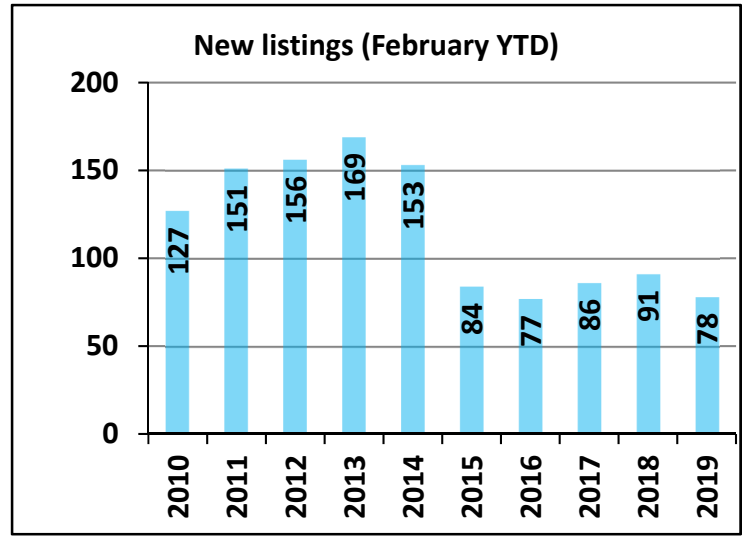
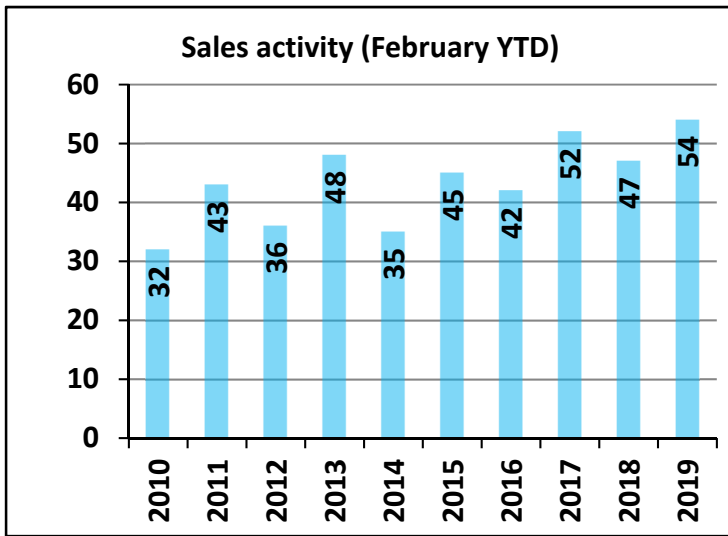
# Blue Mountains

## 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
<b>Sales Activity</b>	<b>26</b>	18.2	-10.3	-3.7	36.8	52.9	225.0
<b>Dollar Volume</b>	<b>\$14,475,300</b>	8.5	-9.8	-7.6	47.7	86.3	344.4
<b>New Listings</b>	<b>37</b>	-7.5	-17.8	12.1	-42.2	-47.9	-33.9
<b>Active Listings</b>	<b>132</b>	-1.5	-9.6	-33.7	-55.4	-62.6	-57.4
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>70.3</b>	55.0	64.4	81.8	29.7	23.9	14.3
<b>Months of Inventory<sup>2</sup></b>	<b>5.1</b>	6.1	5.0	7.4	15.6	20.8	38.8
<b>Average Price</b>	<b>\$556,742</b>	-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
<b>Sales Activity</b>	<b>54</b>	14.9	3.8	28.6	54.3	50.0	184.2
<b>Dollar Volume</b>	<b>\$37,407,100</b>	29.1	15.0	55.6	135.7	136.8	421.4
<b>New Listings</b>	<b>78</b>	-14.3	-9.3	1.3	-49.0	-50.0	-42.6
<b>Active Listings<sup>3</sup></b>	<b>131</b>	-0.8	-7.7	-36.1	-54.8	-61.9	-56.8
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>69.2</b>	51.6	60.5	54.5	22.9	23.1	14.0
<b>Months of Inventory<sup>5</sup></b>	<b>4.9</b>	5.6	5.4	9.7	16.5	19.1	31.9
<b>Average Price</b>	<b>\$692,724</b>	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

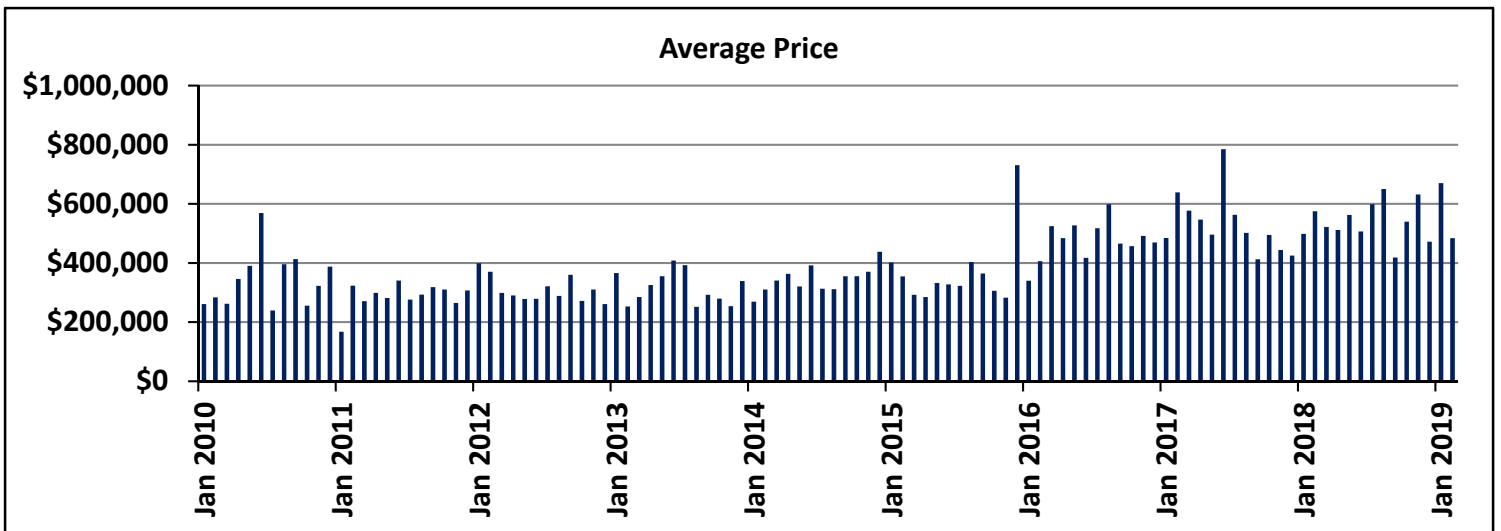
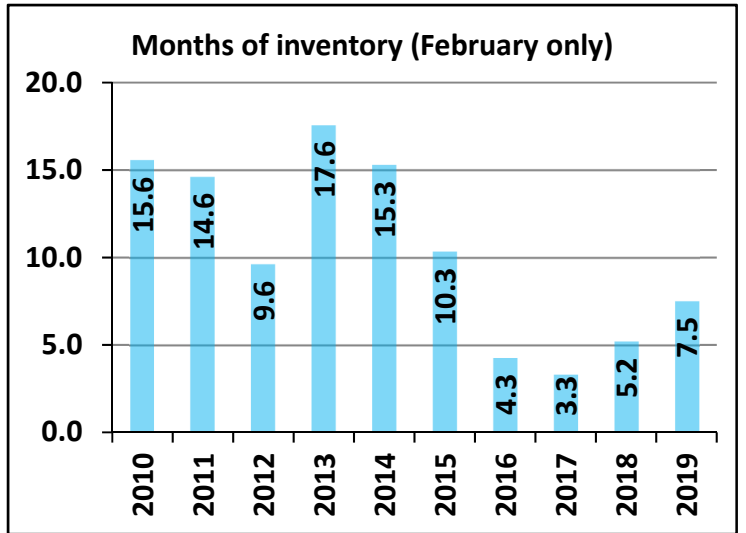
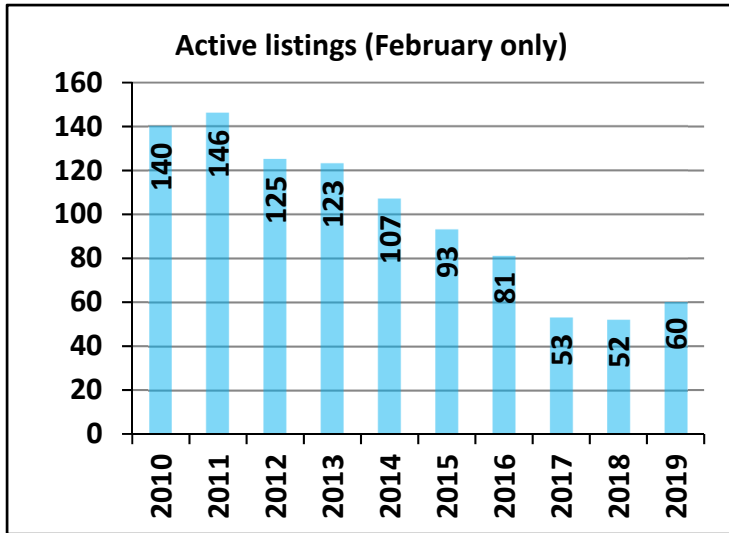
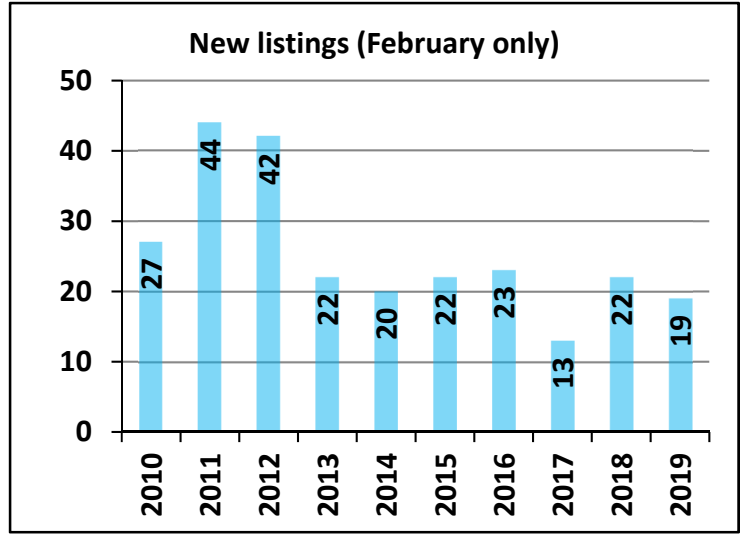
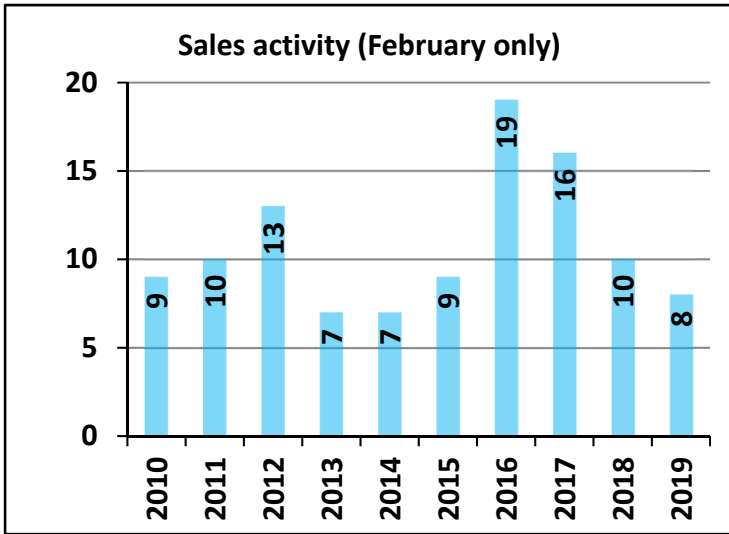
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

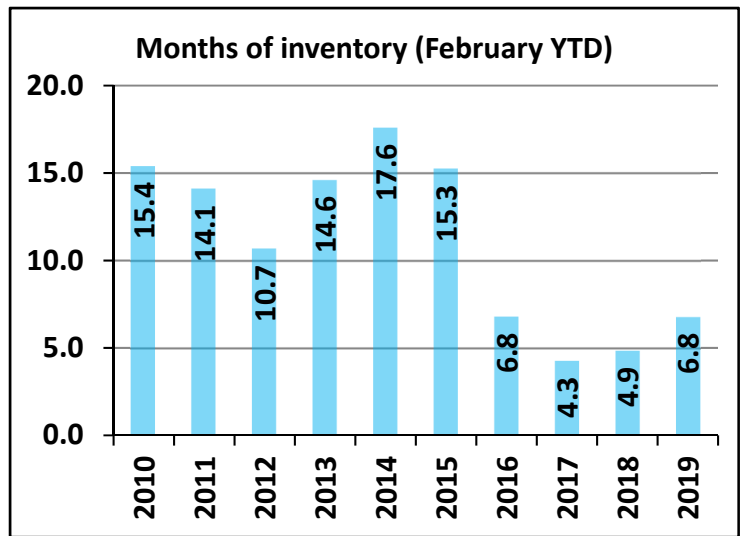
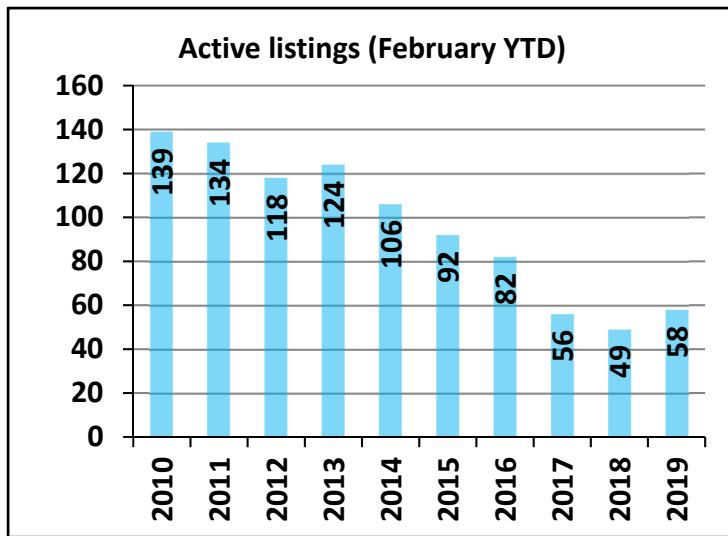
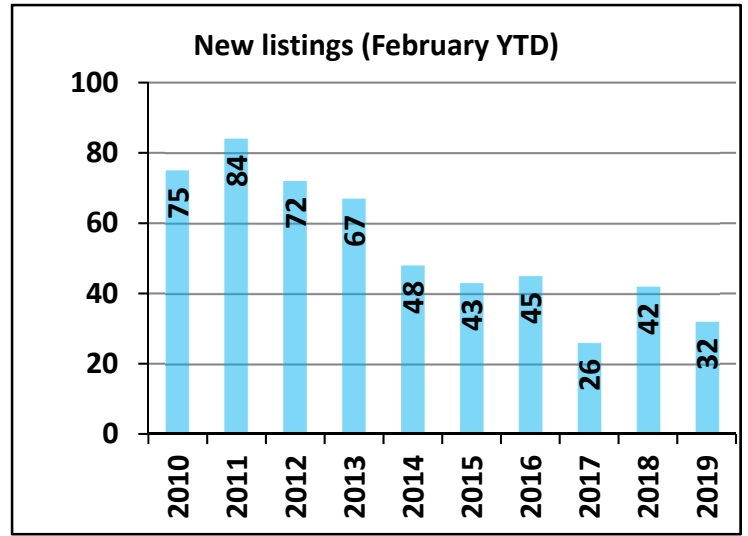
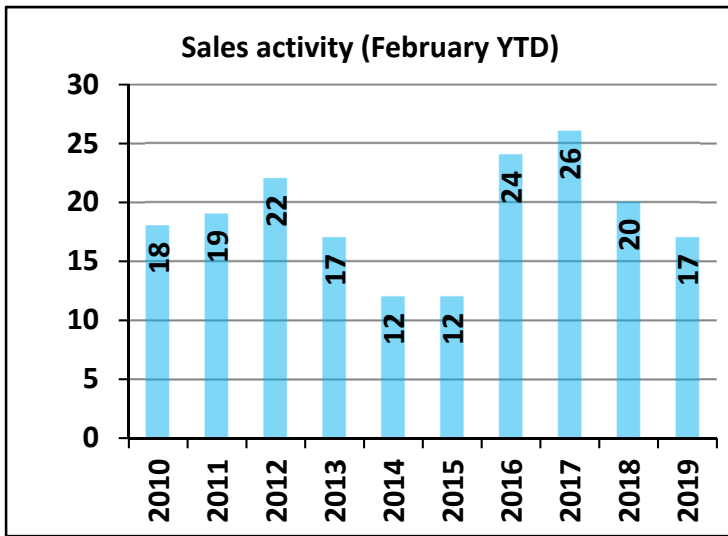
## Residential Market Activity





# 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
<b>Sales Activity</b>	<b>8</b>	-20.0	-50.0	-57.9	14.3	-38.5	-27.3
<b>Dollar Volume</b>	<b>\$3,870,100</b>	-32.7	-62.1	-49.8	78.3	-19.6	43.9
<b>New Listings</b>	<b>19</b>	-13.6	46.2	-17.4	-5.0	-54.8	-29.6
<b>Active Listings</b>	<b>60</b>	15.4	13.2	-25.9	-43.9	-52.0	-48.7
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>42.1</b>	45.5	123.1	82.6	35.0	31.0	40.7
<b>Months of Inventory<sup>2</sup></b>	<b>7.5</b>	5.2	3.3	4.3	15.3	9.6	10.6
<b>Average Price</b>	<b>\$483,763</b>	-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
<b>Sales Activity</b>	<b>17</b>	-15.0	-34.6	-29.2	41.7	-22.7	30.8
<b>Dollar Volume</b>	<b>\$9,901,600</b>	-7.7	-34.3	5.2	181.7	17.8	230.7
<b>New Listings</b>	<b>32</b>	-23.8	23.1	-28.9	-33.3	-55.6	-47.5
<b>Active Listings<sup>3</sup></b>	<b>58</b>	18.4	3.6	-29.3	-45.3	-50.8	-52.5
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>53.1</b>	47.6	100.0	53.3	25.0	30.6	21.3
<b>Months of Inventory<sup>5</sup></b>	<b>6.8</b>	4.9	4.3	6.8	17.6	10.7	18.7
<b>Average Price</b>	<b>\$582,447</b>	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

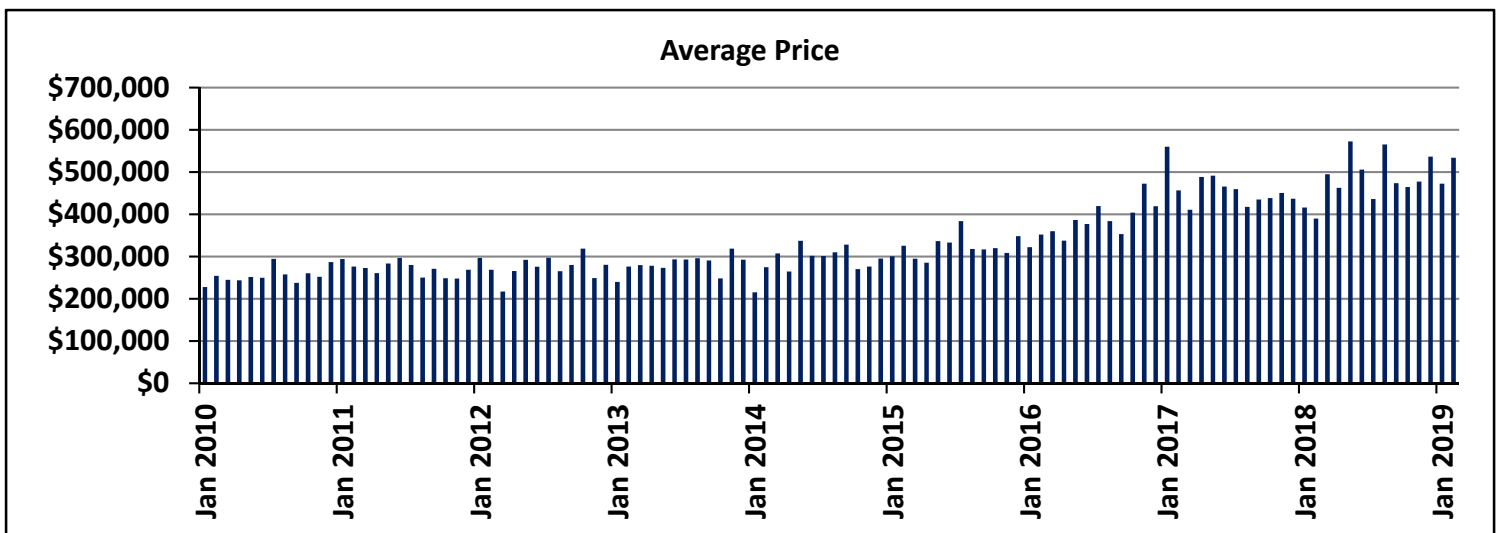
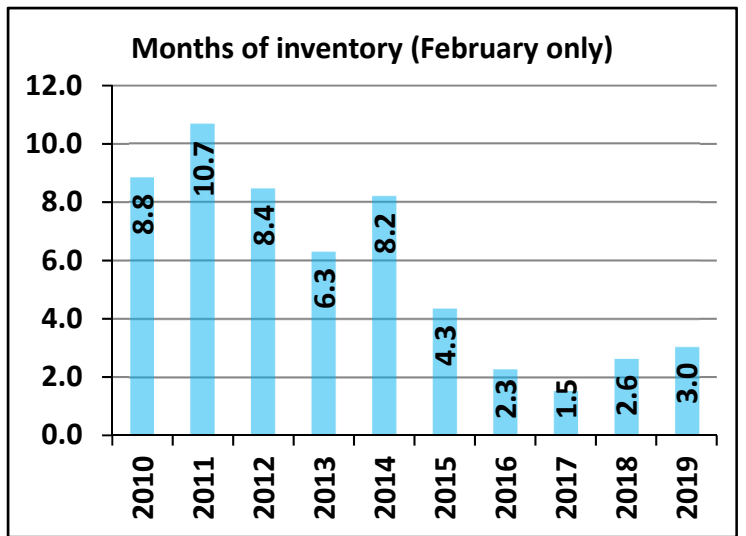
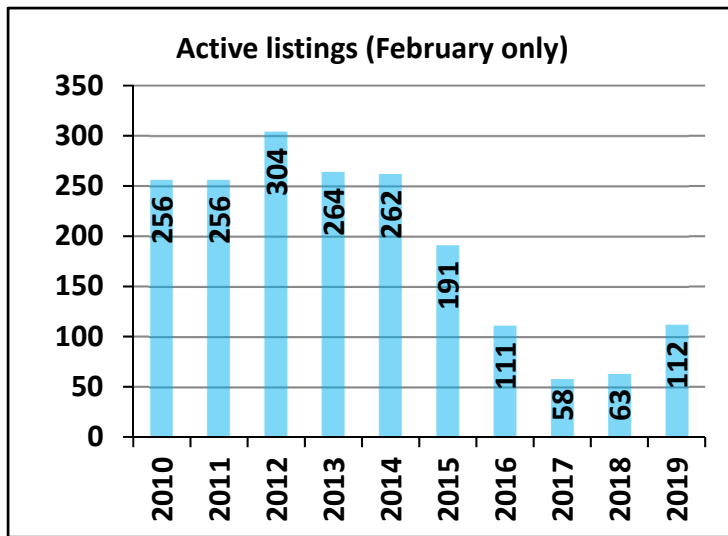
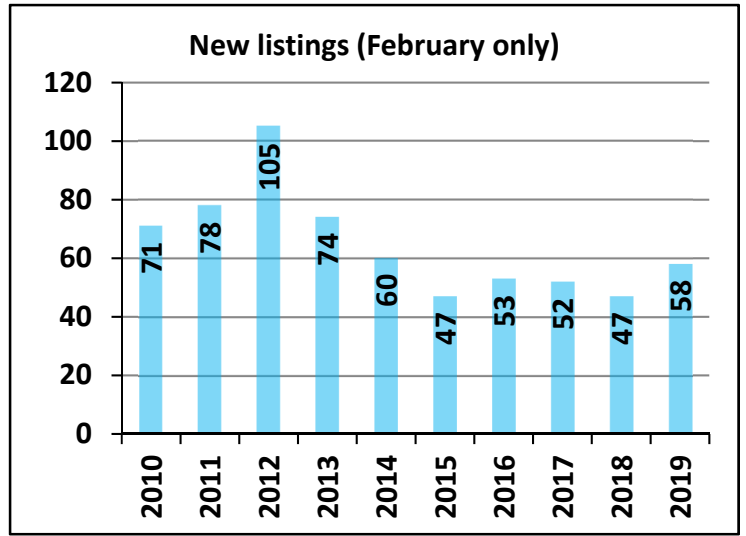
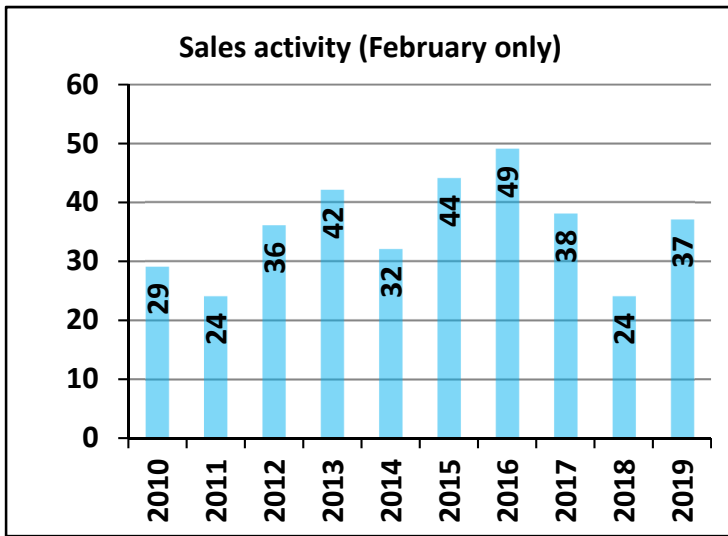
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

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

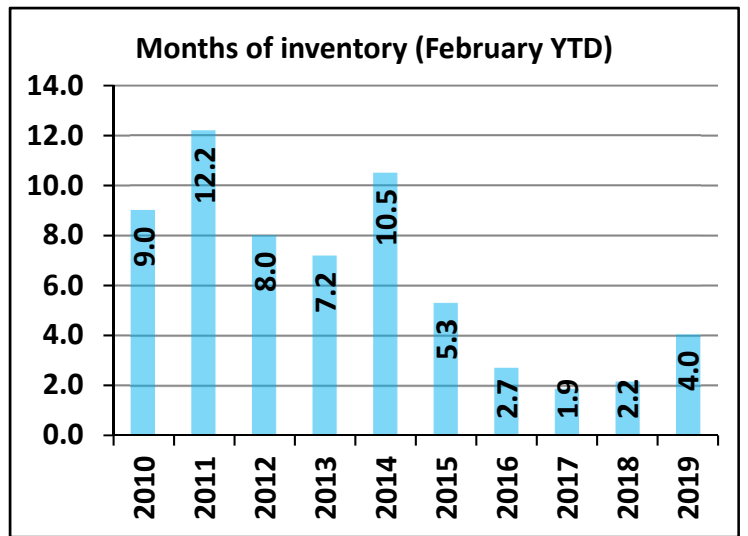
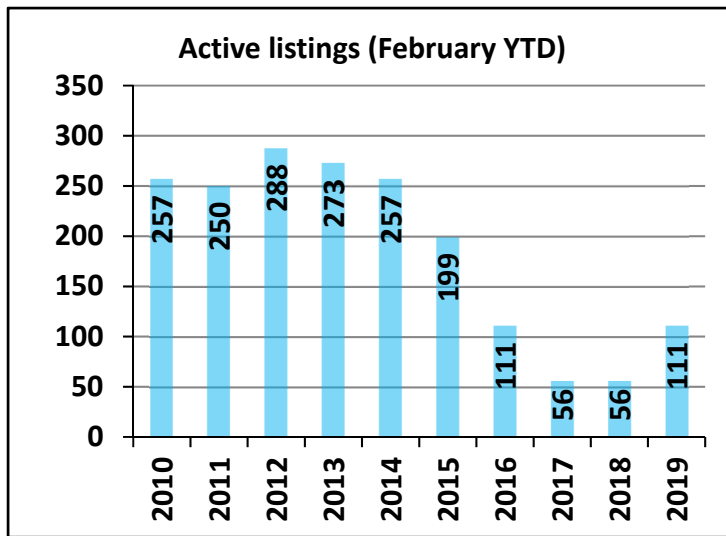
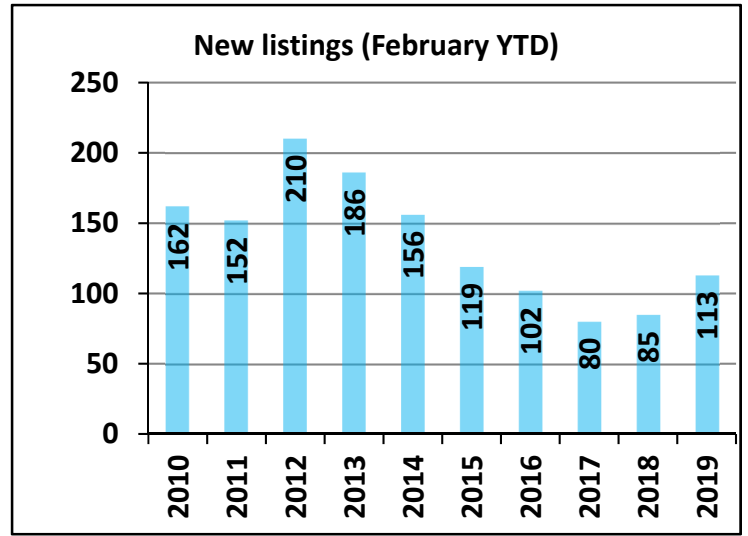
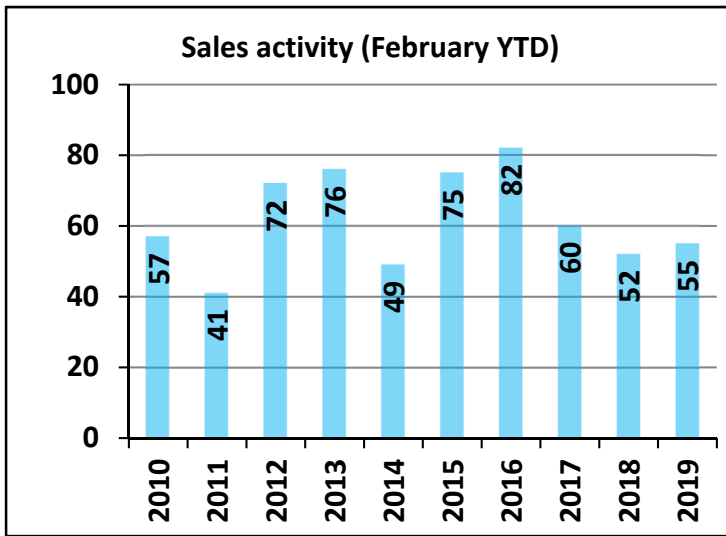
# Collingwood

## 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
<b>Sales Activity</b>	<b>37</b>	54.2	-2.6	-24.5	15.6	2.8	94.7
<b>Dollar Volume</b>	<b>\$19,742,036</b>	111.0	13.9	14.5	124.7	104.1	349.8
<b>New Listings</b>	<b>58</b>	23.4	11.5	9.4	-3.3	-44.8	-27.5
<b>Active Listings</b>	<b>112</b>	77.8	93.1	0.9	-57.3	-63.2	-59.9
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>63.8</b>	51.1	73.1	92.5	53.3	34.3	23.8
<b>Months of Inventory<sup>2</sup></b>	<b>3.0</b>	2.6	1.5	2.3	8.2	8.4	14.7
<b>Average Price</b>	<b>\$533,569</b>	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
<b>Sales Activity</b>	<b>55</b>	5.8	-8.3	-32.9	12.2	-23.6	89.7
<b>Dollar Volume</b>	<b>\$28,245,436</b>	34.5	-4.8	1.4	126.9	38.8	349.8
<b>New Listings</b>	<b>113</b>	32.9	41.3	10.8	-27.6	-46.2	-28.9
<b>Active Listings<sup>3</sup></b>	<b>111</b>	98.2	98.2	0.0	-56.8	-61.5	-58.4
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>48.7</b>	61.2	75.0	80.4	31.4	34.3	18.2
<b>Months of Inventory<sup>5</sup></b>	<b>4.0</b>	2.2	1.9	2.7	10.5	8.0	18.4
<b>Average Price</b>	<b>\$513,553</b>	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

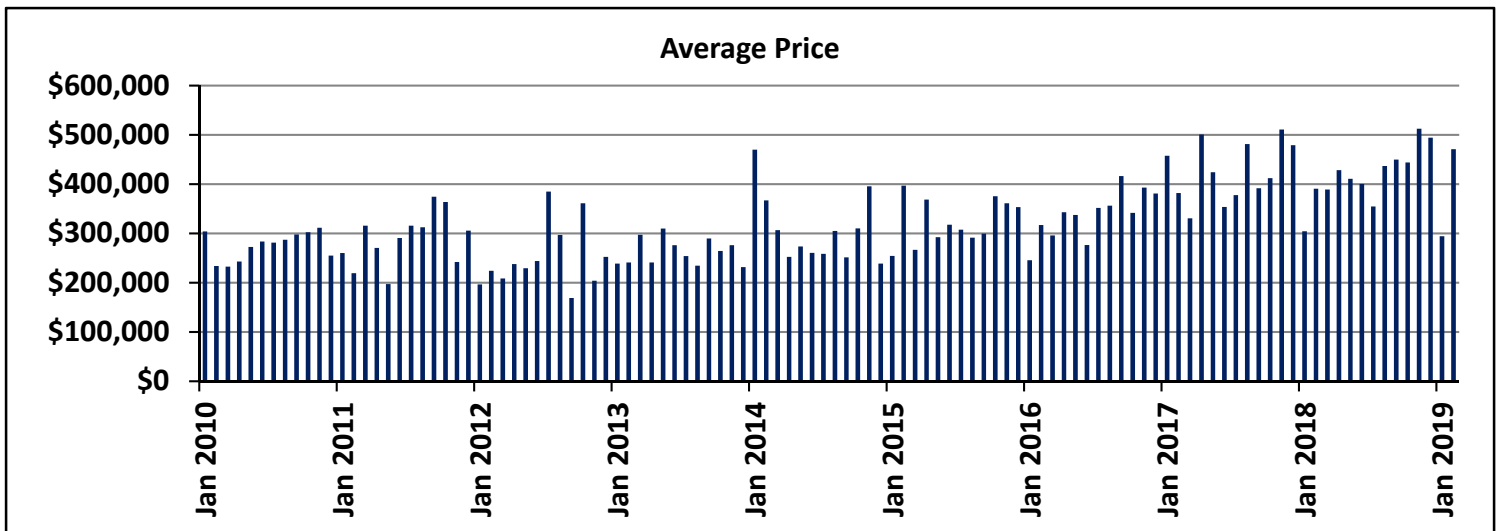
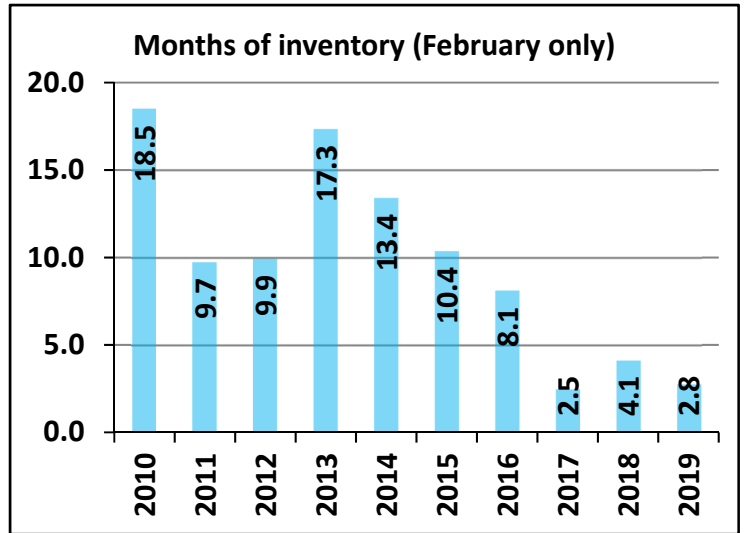
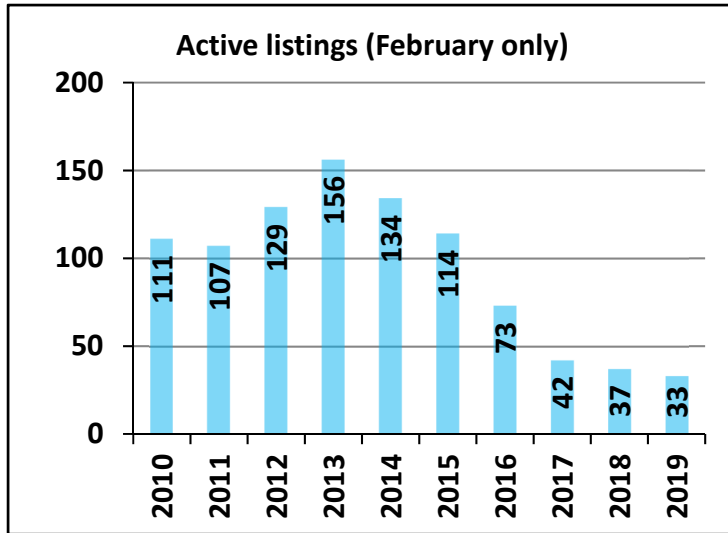
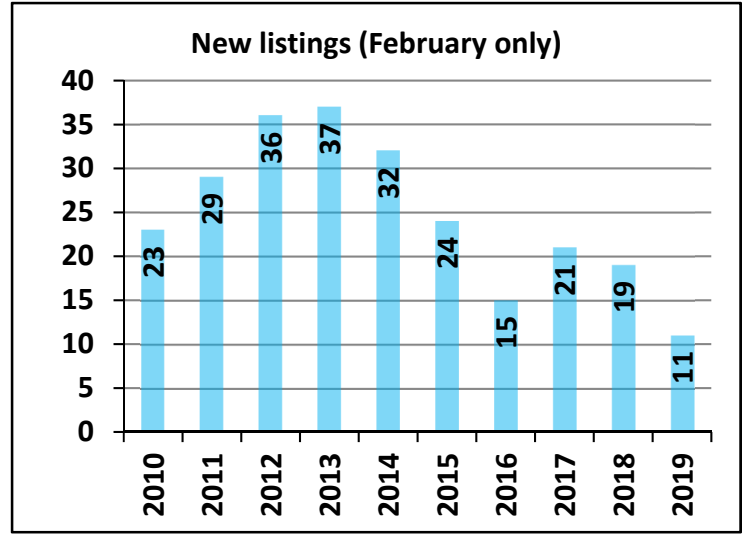
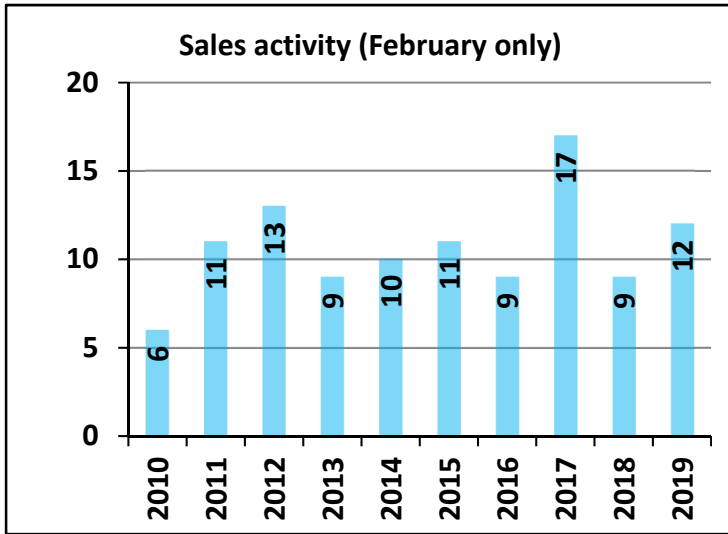
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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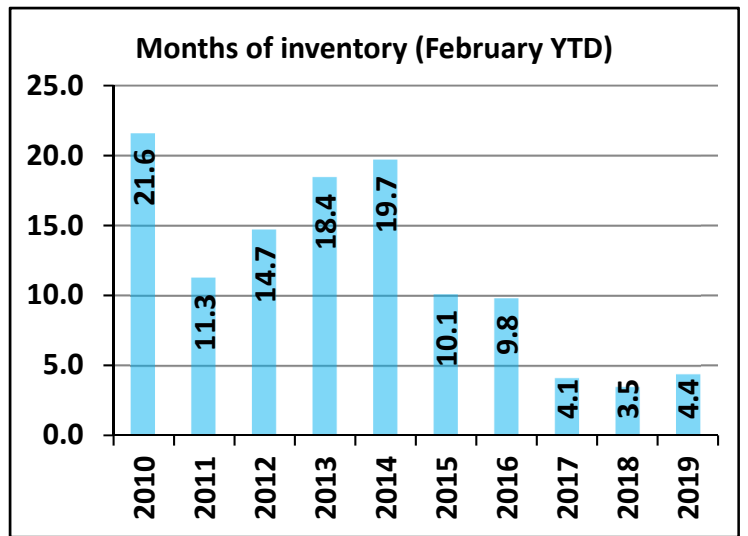
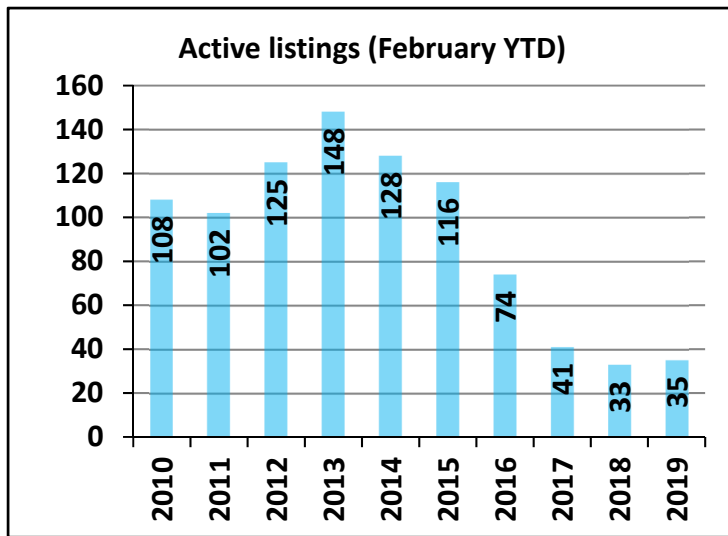
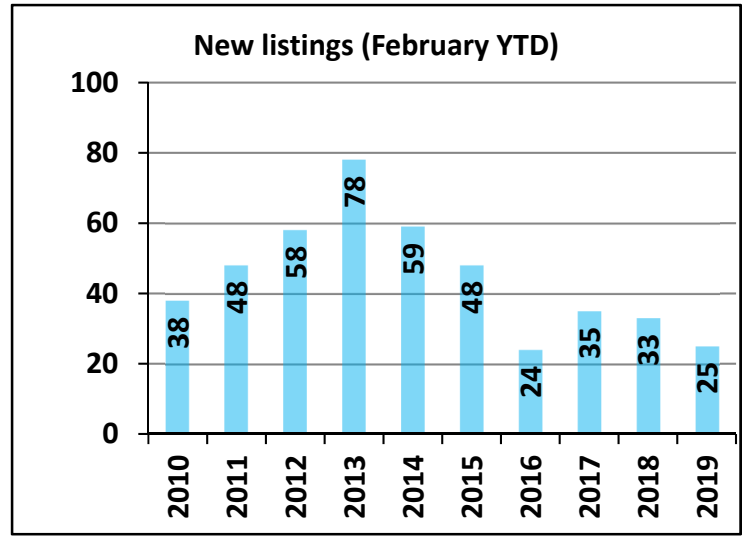
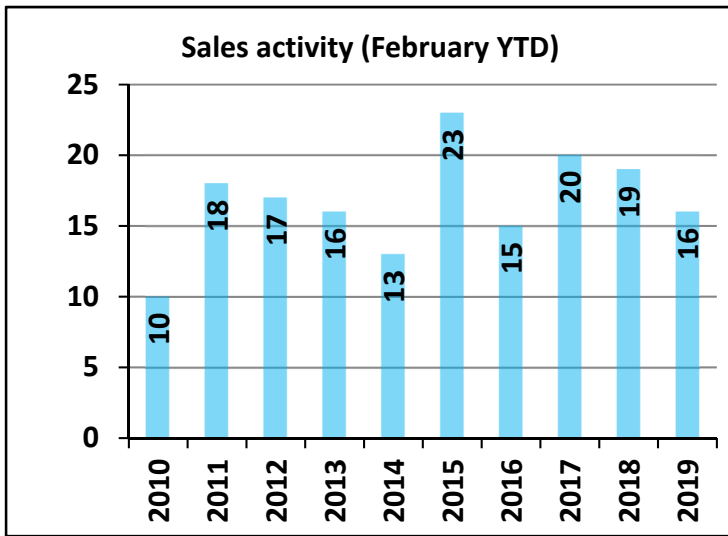
# Meaford (Muni)

## 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
<b>Sales Activity</b>	<b>12</b>	33.3	-29.4	33.3	20.0	-7.7	100.0
<b>Dollar Volume</b>	<b>\$5,648,500</b>	60.7	-13.0	98.1	53.9	93.9	222.3
<b>New Listings</b>	<b>11</b>	-42.1	-47.6	-26.7	-65.6	-69.4	-47.6
<b>Active Listings</b>	<b>33</b>	-10.8	-21.4	-54.8	-75.4	-74.4	-68.6
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>109.1</b>	47.4	81.0	60.0	31.3	36.1	28.6
<b>Months of Inventory<sup>2</sup></b>	<b>2.8</b>	4.1	2.5	8.1	13.4	9.9	17.5
<b>Average Price</b>	<b>\$470,708</b>	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
<b>Sales Activity</b>	<b>16</b>	-15.8	-20.0	6.7	23.1	-5.9	100.0
<b>Dollar Volume</b>	<b>\$6,825,500</b>	4.1	-13.2	57.8	34.4	84.5	190.3
<b>New Listings</b>	<b>25</b>	-24.2	-28.6	4.2	-57.6	-56.9	-47.9
<b>Active Listings<sup>3</sup></b>	<b>35</b>	6.1	-14.6	-52.7	-72.7	-72.0	-66.3
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>64.0</b>	57.6	57.1	62.5	22.0	29.3	16.7
<b>Months of Inventory<sup>5</sup></b>	<b>4.4</b>	3.5	4.1	9.8	19.7	14.7	25.9
<b>Average Price</b>	<b>\$426,594</b>	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

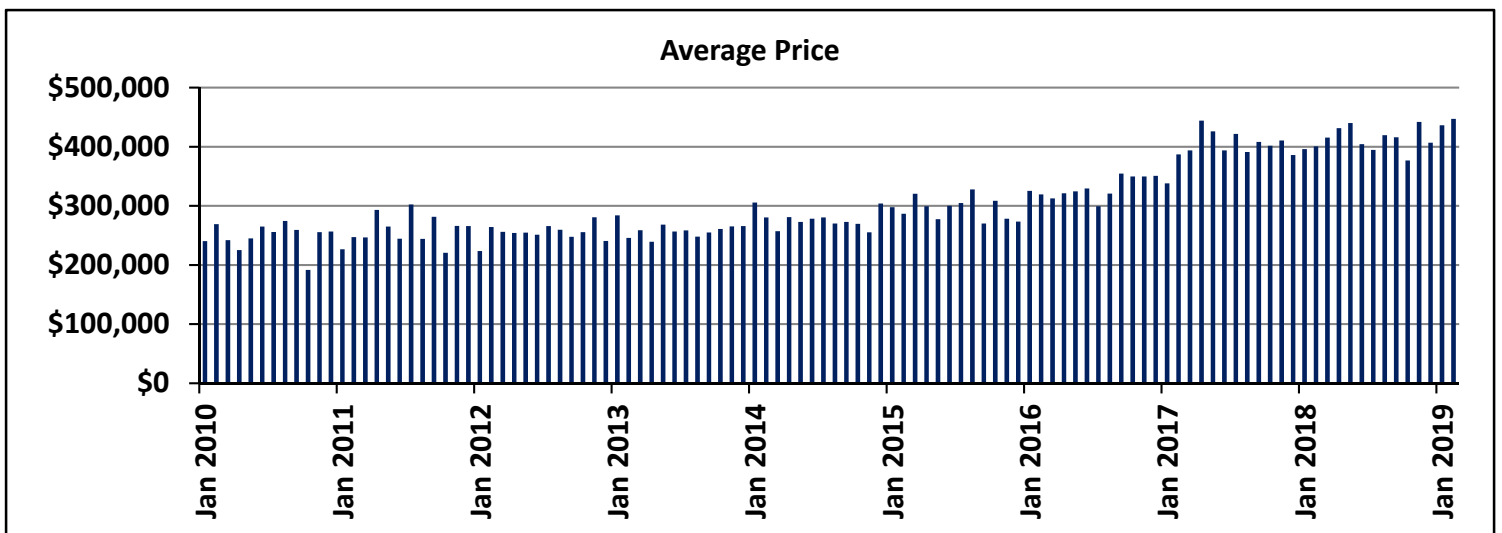
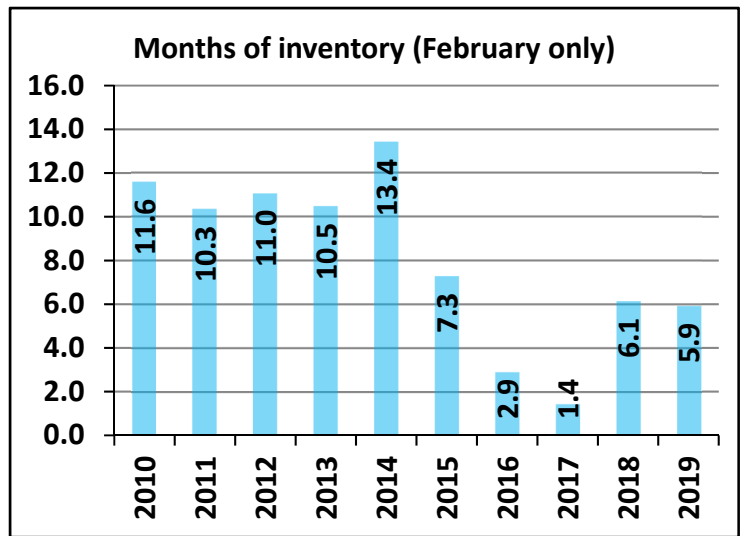
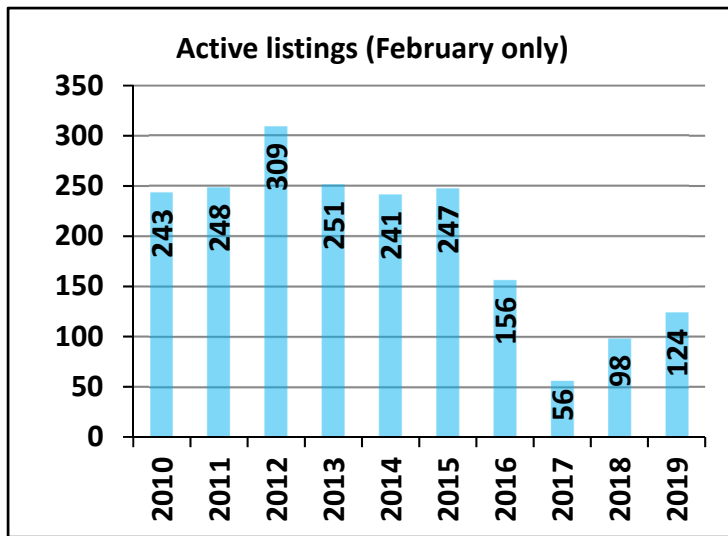
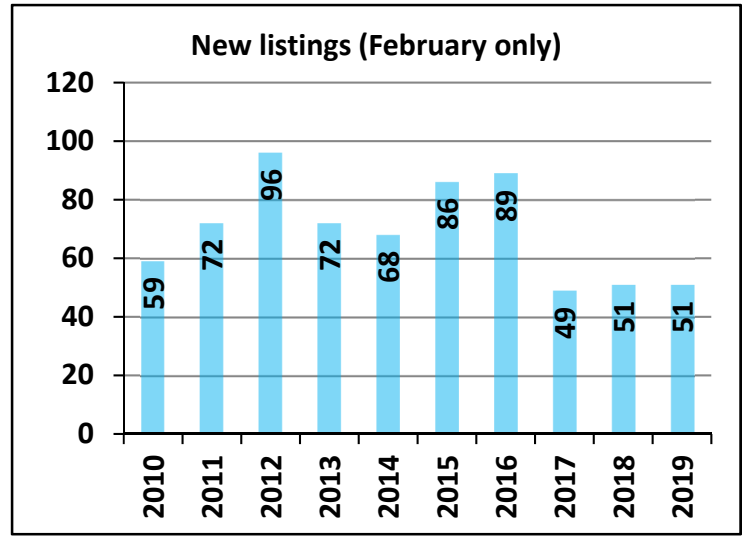
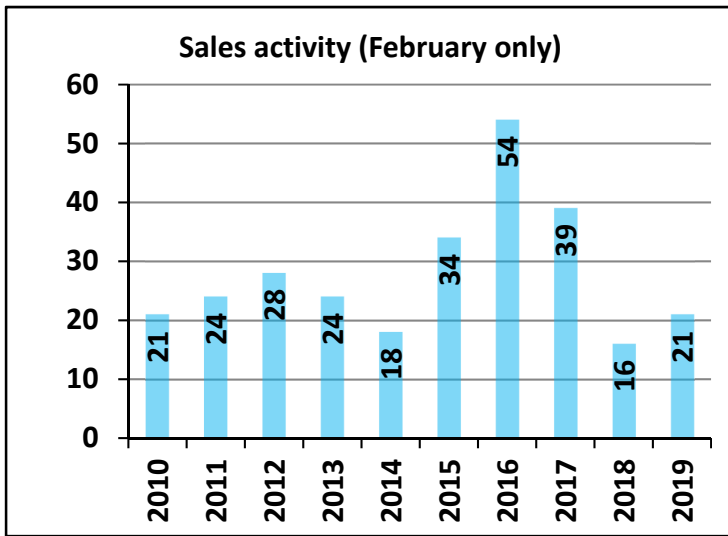
<sup>5</sup> Average active listings from January to current month / average sales from January to current month

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



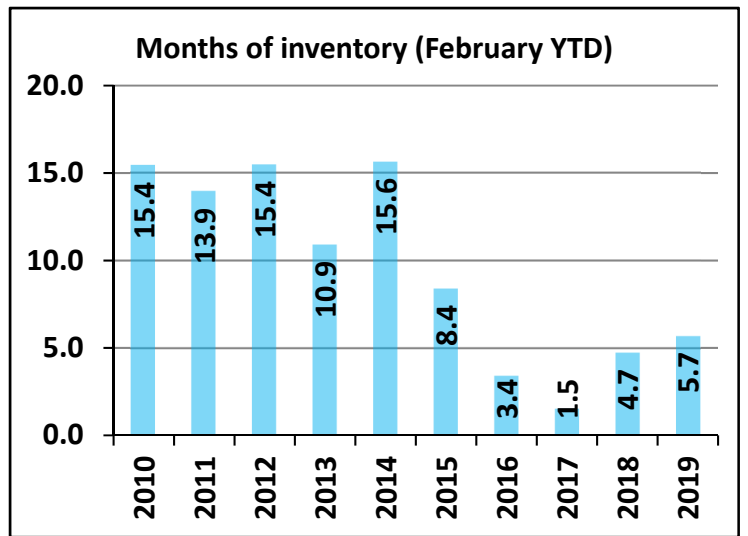
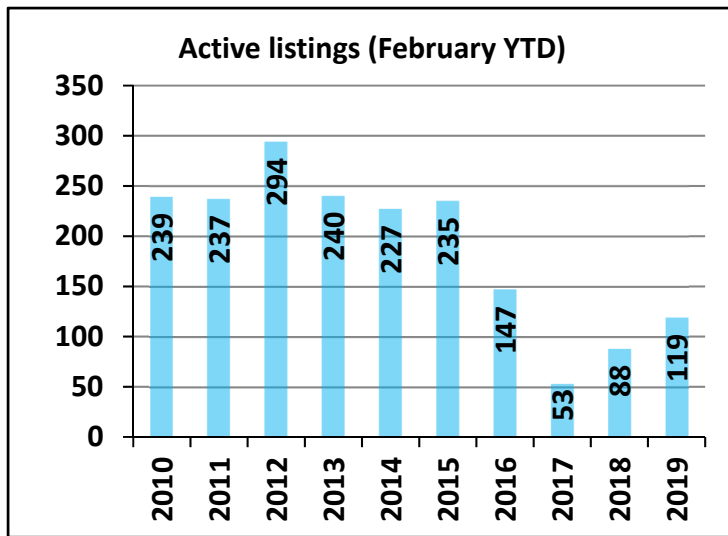
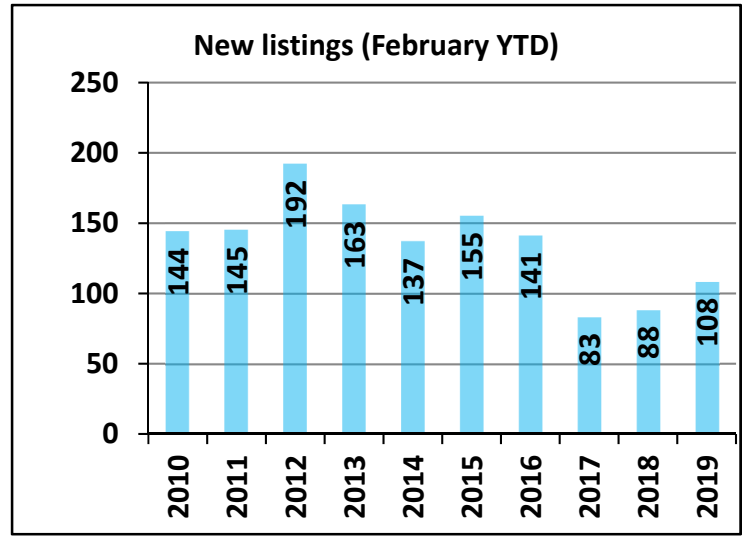
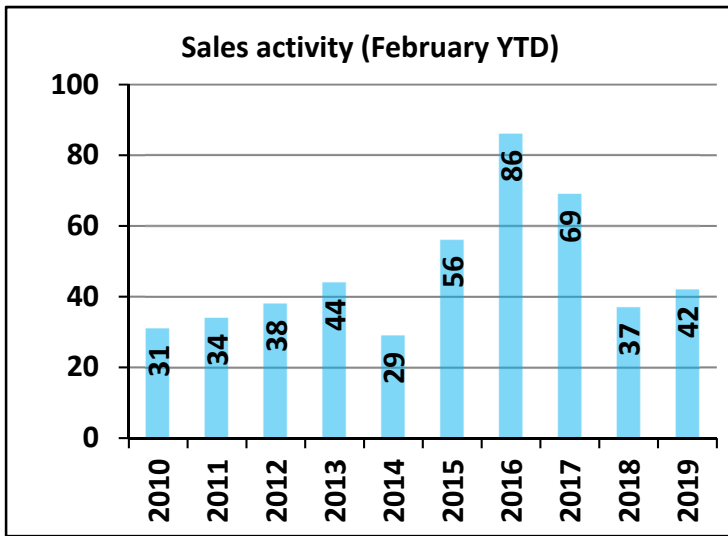
# Wasaga Beach

## 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
<b>Sales Activity</b>	<b>21</b>	31.3	-46.2	-61.1	16.7	-25.0	40.0
<b>Dollar Volume</b>	<b>\$9,384,800</b>	46.5	-37.8	-45.6	86.1	27.0	172.9
<b>New Listings</b>	<b>51</b>	0.0	4.1	-42.7	-25.0	-46.9	-30.1
<b>Active Listings</b>	<b>124</b>	26.5	121.4	-20.5	-48.5	-59.9	-51.8
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>41.2</b>	31.4	79.6	60.7	26.5	29.2	20.5
<b>Months of Inventory<sup>2</sup></b>	<b>5.9</b>	6.1	1.4	2.9	13.4	11.0	17.1
<b>Average Price</b>	<b>\$446,895</b>	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
<b>Sales Activity</b>	<b>42</b>	13.5	-39.1	-51.2	44.8	10.5	68.0
<b>Dollar Volume</b>	<b>\$18,542,300</b>	25.9	-26.5	-32.9	120.6	92.6	213.6
<b>New Listings</b>	<b>108</b>	22.7	30.1	-23.4	-21.2	-43.8	-28.9
<b>Active Listings<sup>3</sup></b>	<b>119</b>	35.2	124.5	-19.0	-47.6	-59.5	-51.2
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>38.9</b>	42.0	83.1	61.0	21.2	19.8	16.4
<b>Months of Inventory<sup>5</sup></b>	<b>5.7</b>	4.7	1.5	3.4	15.6	15.4	19.5
<b>Average Price</b>	<b>\$441,483</b>	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