



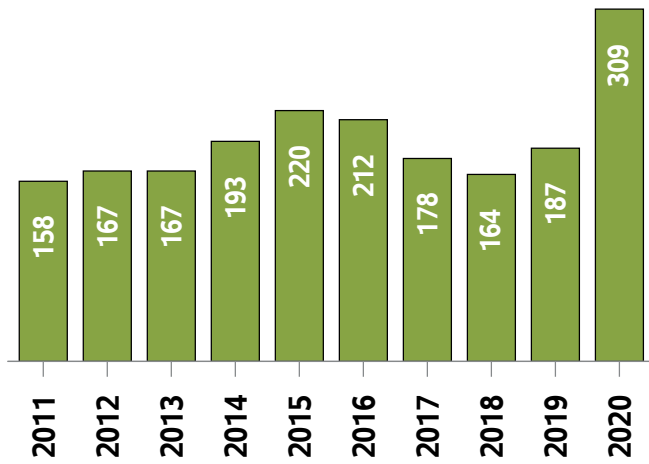
Western District Residential Market Activity Report October 2020



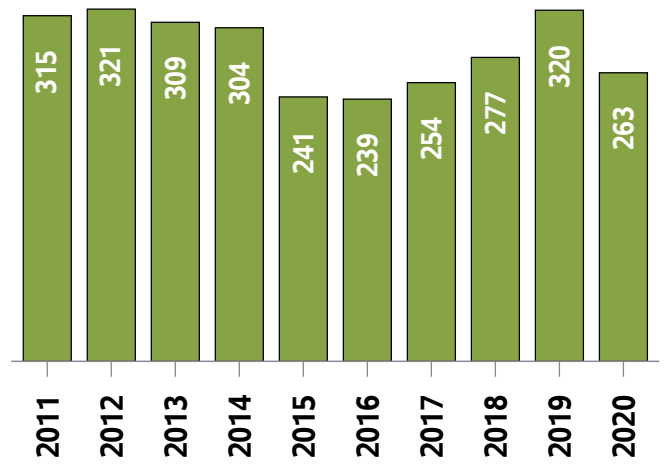
Prepared for the Southern Georgian Bay Association of REALTORS® by the Canadian Real Estate Association

Western District MLS® Residential Market Activity

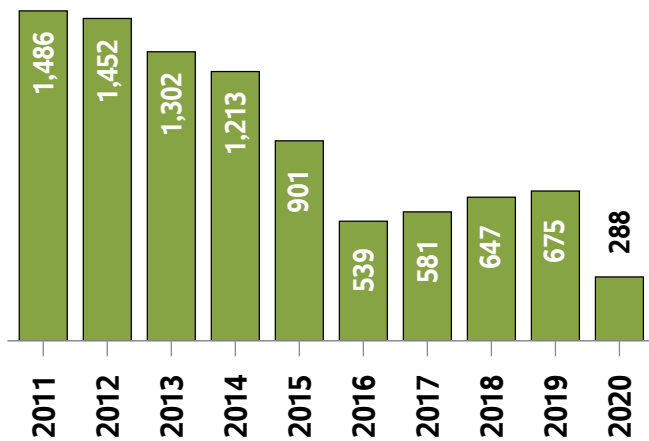
Sales Activity (October only)



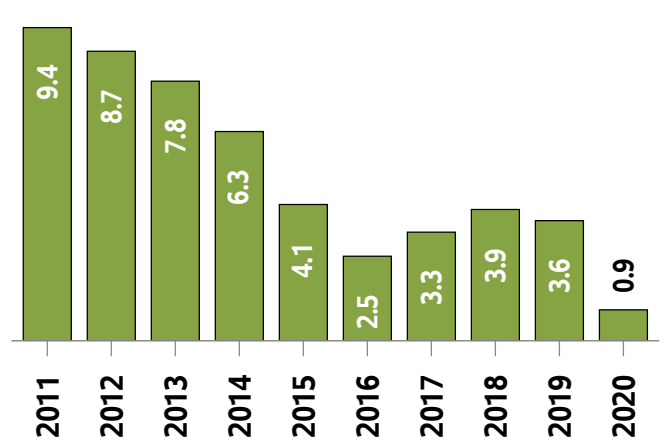
New Listings (October only)



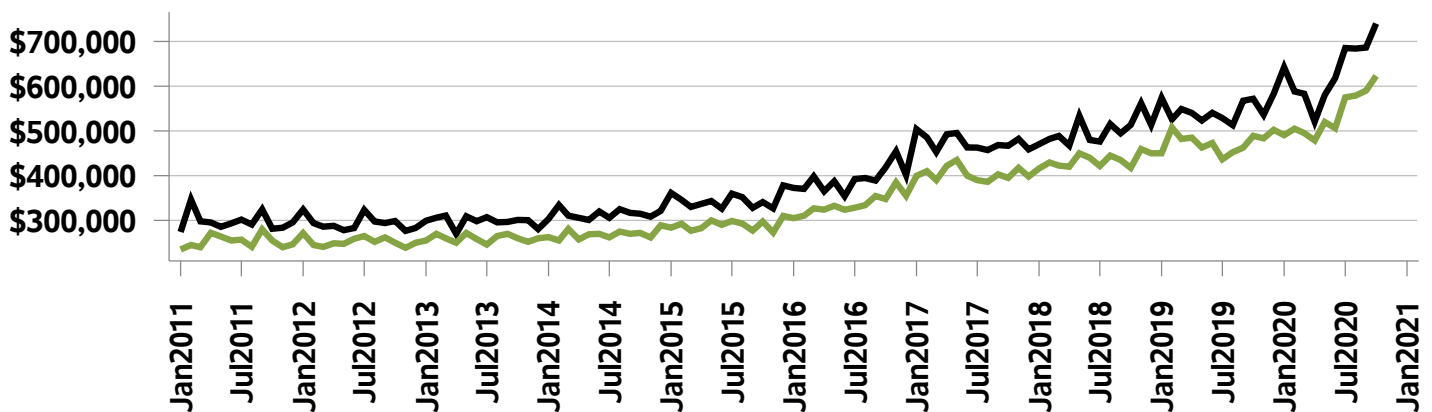
Active Listings (October only)



Months of Inventory (October only)

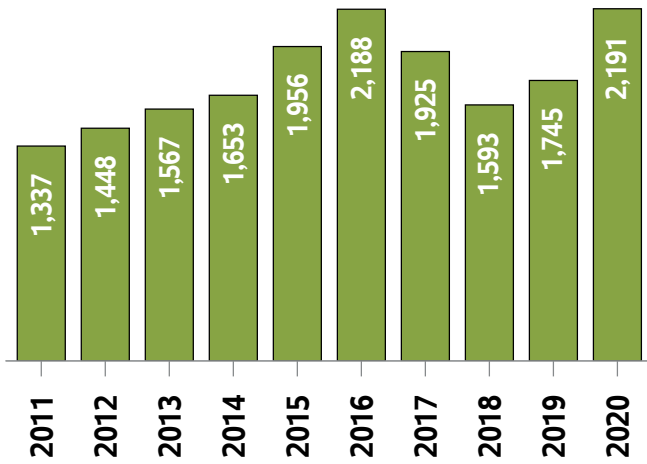


Average Price and Median Price

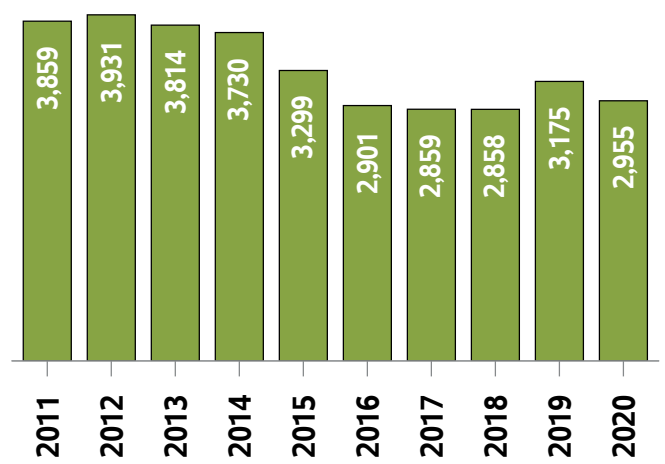


Western District MLS[®] Residential Market Activity

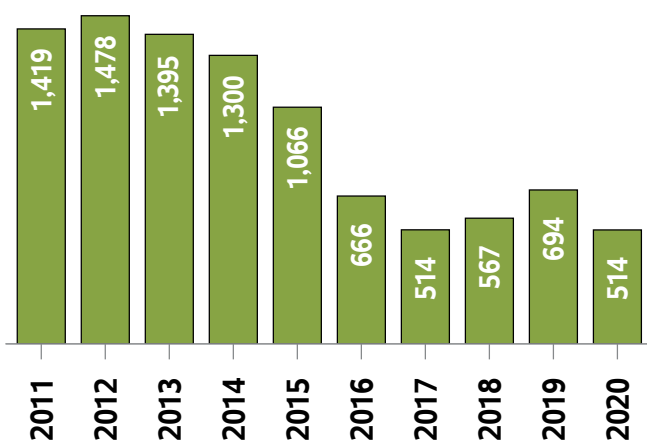
Sales Activity (October Year-to-date)



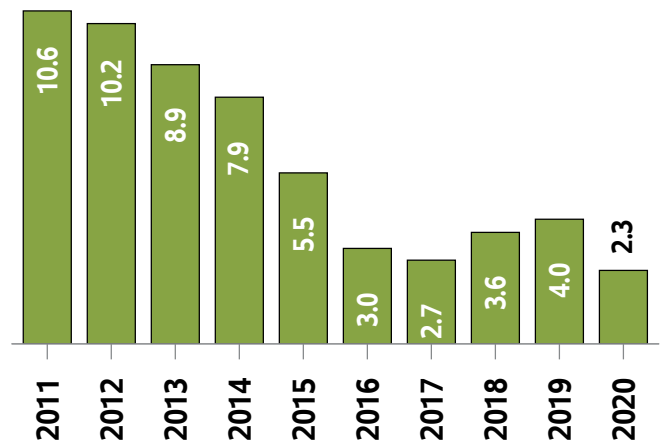
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	309	65.2	88.4	73.6	40.5	85.0	119.1
Dollar Volume	\$228,657,058	113.9	171.6	175.2	204.9	354.8	488.8
New Listings	263	-17.8	-5.1	3.5	9.1	-14.9	-15.7
Active Listings	288	-57.3	-55.5	-50.4	-68.0	-77.9	-77.4
Sales to New Listings Ratio ¹	117.5	58.4	59.2	70.1	91.3	54.0	45.2
Months of Inventory ²	0.9	3.6	3.9	3.3	4.1	7.8	9.0
Average Price	\$739,990	29.4	44.2	58.5	117.1	145.8	168.7
Median Price	\$623,000	27.4	49.2	57.7	109.4	139.6	162.9
Sales to List Price Ratio	100.0	97.3	97.9	97.5	96.4	95.7	95.8
Median Days on Market	18.0	31.0	31.5	31.5	41.5	60.0	56.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	2,191	25.6	37.5	13.8	12.0	39.8	61.2
Dollar Volume	\$1,444,309,100	52.8	83.5	58.2	116.4	207.8	265.8
New Listings	2,955	-6.9	3.4	3.4	-10.4	-22.5	-18.9
Active Listings ³	514	-25.9	-9.3	-0.1	-51.8	-63.2	-61.3
Sales to New Listings Ratio ⁴	74.1	55.0	55.7	67.3	59.3	41.1	37.3
Months of Inventory ⁵	2.3	4.0	3.6	2.7	5.5	8.9	9.8
Average Price	\$659,201	21.7	33.4	39.0	93.1	120.2	126.9
Median Price	\$555,000	18.1	29.1	37.0	91.4	112.6	126.5
Sales to List Price Ratio	98.8	97.5	97.8	98.9	96.5	95.8	95.7
Median Days on Market	22.0	31.0	26.0	19.0	49.0	59.0	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.

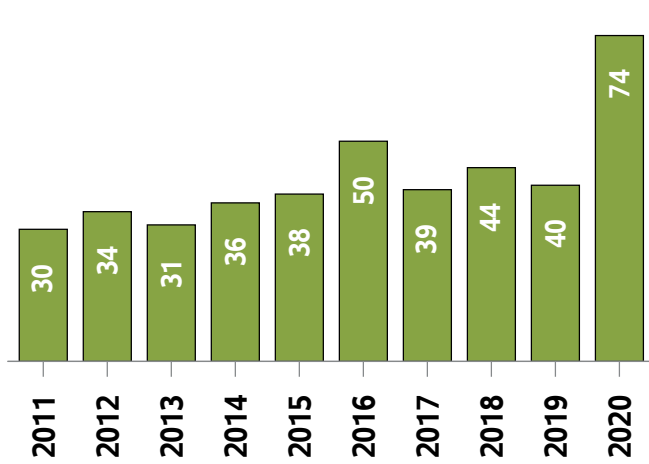
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

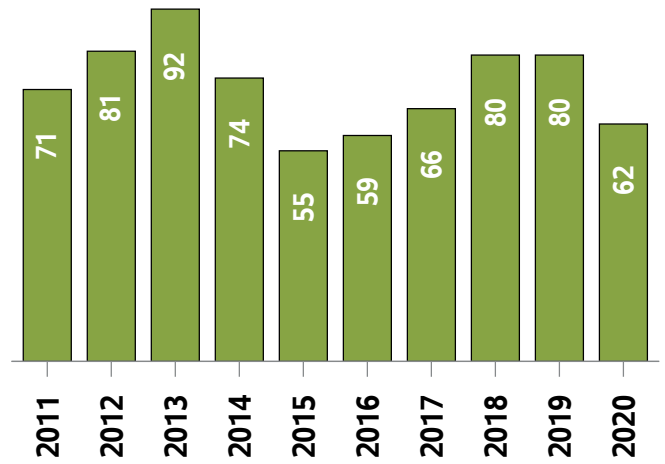
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Blue Mountains MLS® Residential Market Activity

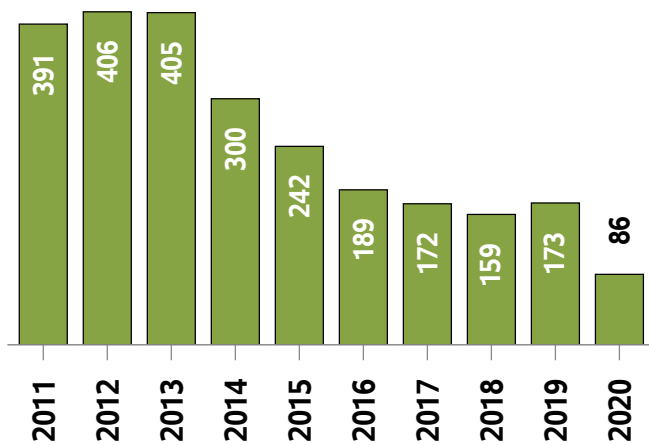
Sales Activity (October only)



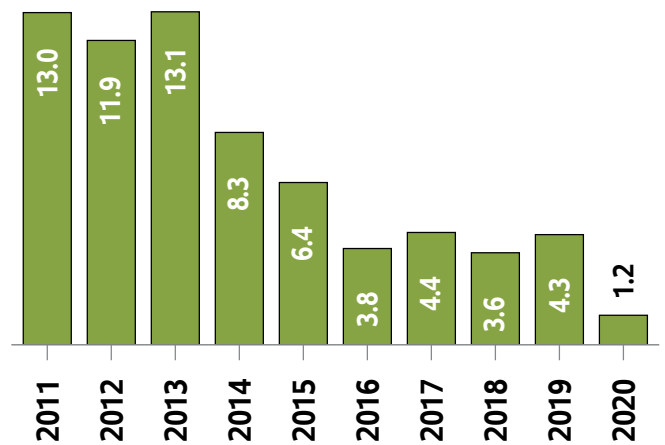
New Listings (October only)



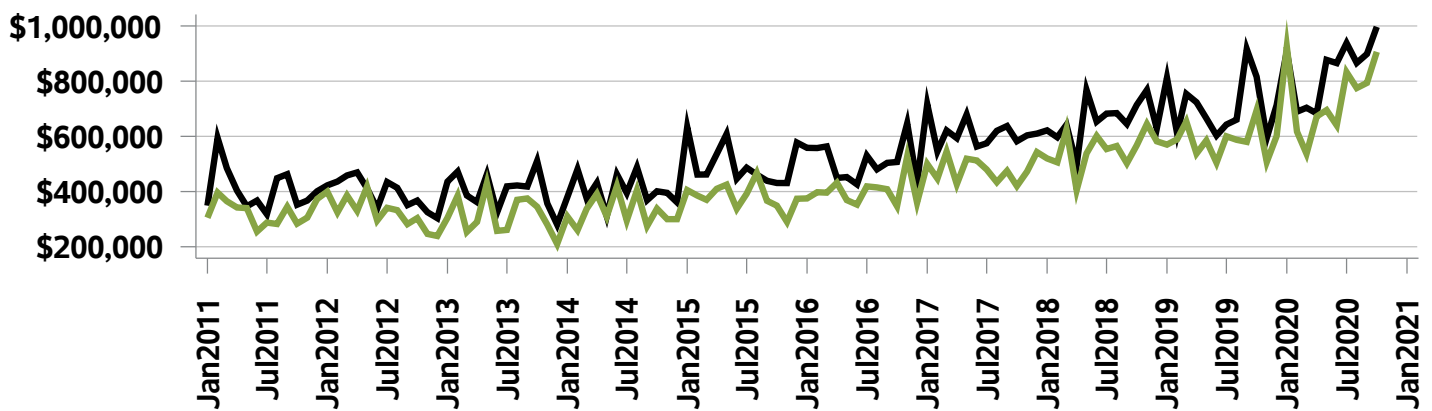
Active Listings (October only)



Months of Inventory (October only)

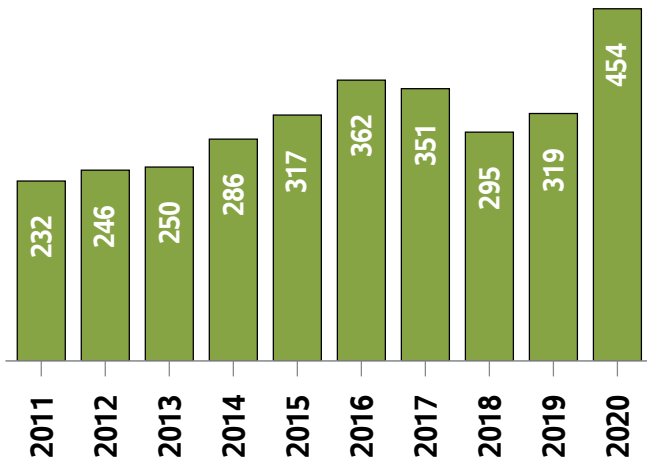


Average Price and Median Price

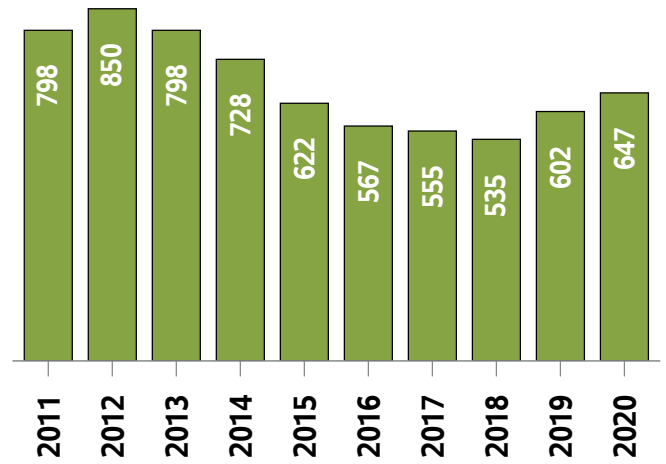


Blue Mountains MLS® Residential Market Activity

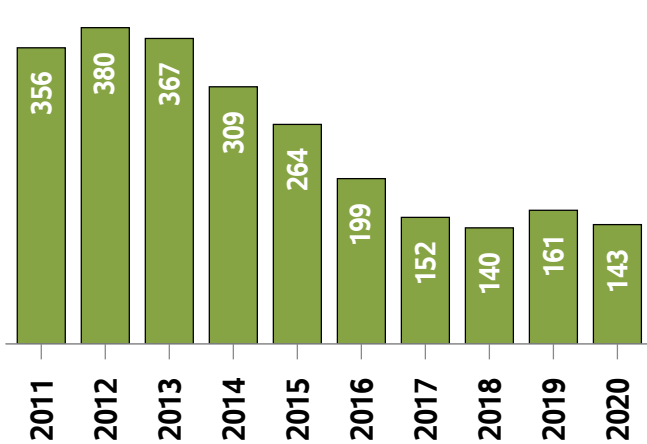
Sales Activity (October Year-to-date)



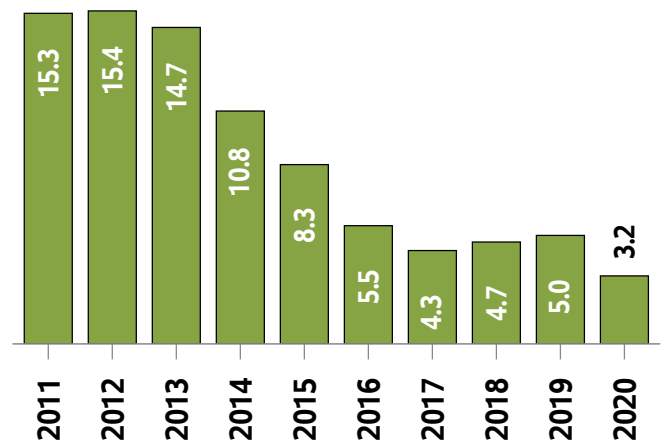
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	74	85.0	68.2	89.7	94.7	138.7	184.6
Dollar Volume	\$73,765,101	126.0	134.9	224.9	350.4	365.6	597.1
New Listings	62	-22.5	-22.5	-6.1	12.7	-32.6	-29.5
Active Listings	86	-50.3	-45.9	-50.0	-64.5	-78.8	-74.7
Sales to New Listings Ratio ¹	119.4	50.0	55.0	59.1	69.1	33.7	29.5
Months of Inventory ²	1.2	4.3	3.6	4.4	6.4	13.1	13.1
Average Price	\$996,826	22.1	39.6	71.2	131.3	95.0	144.9
Median Price	\$906,200	30.6	59.7	115.8	159.7	162.7	177.2
Sales to List Price Ratio	101.2	97.0	98.7	97.9	95.6	94.9	96.0
Median Days on Market	18.0	41.5	38.5	22.0	54.5	57.0	53.5
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	454	42.3	53.9	29.3	43.2	81.6	108.3
Dollar Volume	\$399,251,211	71.5	106.9	85.2	159.6	275.0	345.5
New Listings	647	7.5	20.9	16.6	4.0	-18.9	-12.7
Active Listings ³	143	-10.7	2.8	-5.7	-45.6	-60.9	-55.2
Sales to New Listings Ratio ⁴	70.2	53.0	55.1	63.2	51.0	31.3	29.4
Months of Inventory ⁵	3.2	5.0	4.7	4.3	8.3	14.7	14.7
Average Price	\$879,408	20.5	34.4	43.2	81.2	106.5	113.9
Median Price	\$762,500	28.2	42.8	62.6	98.1	129.3	131.4
Sales to List Price Ratio	99.2	97.5	98.1	97.8	95.7	94.6	94.7
Median Days on Market	23.0	35.0	30.0	33.0	71.0	72.0	72.5

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.

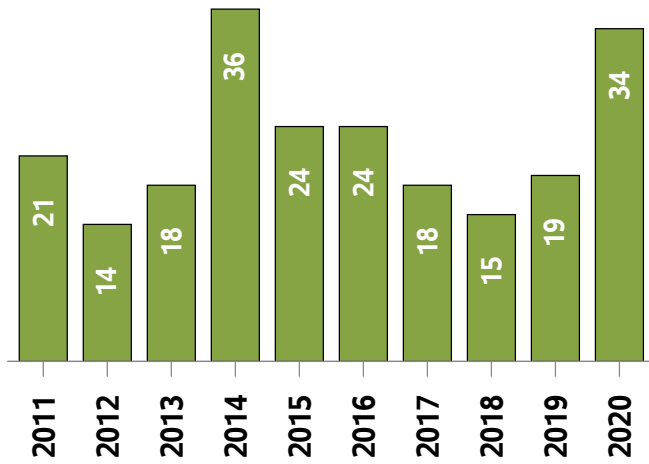
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

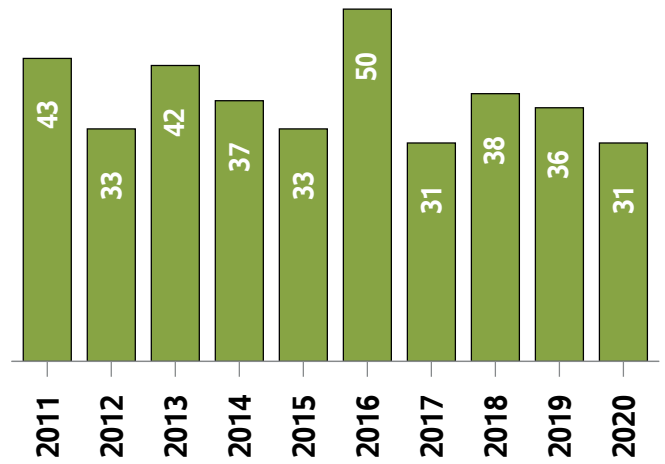
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Clearview MLS® Residential Market Activity

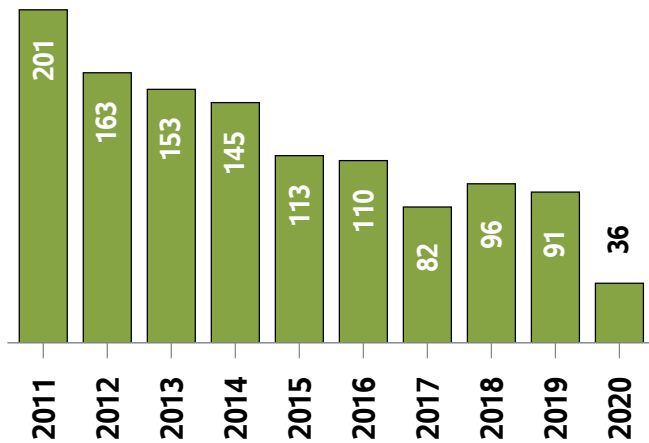
Sales Activity (October only)



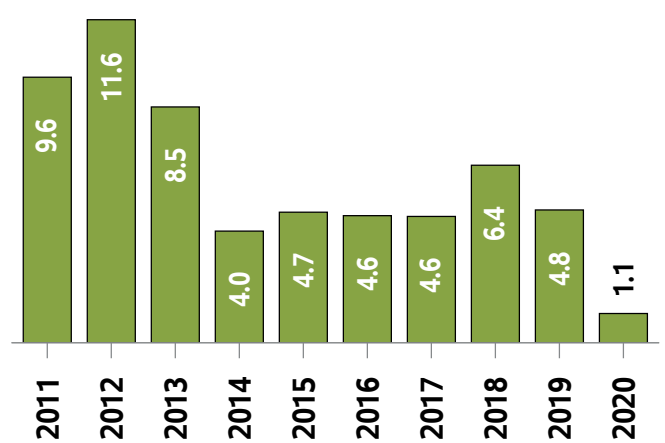
New Listings (October only)



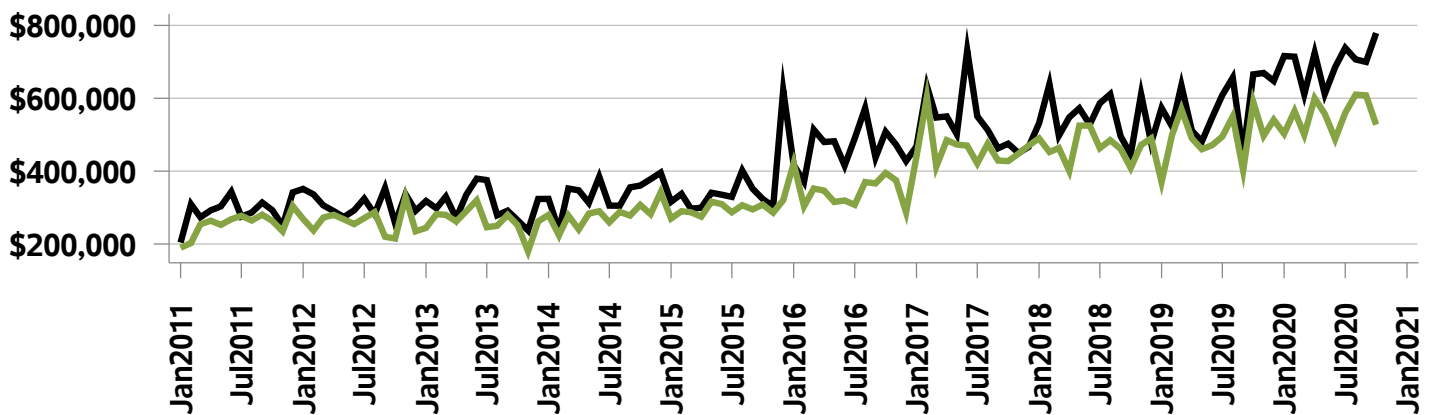
Active Listings (October only)



Months of Inventory (October only)



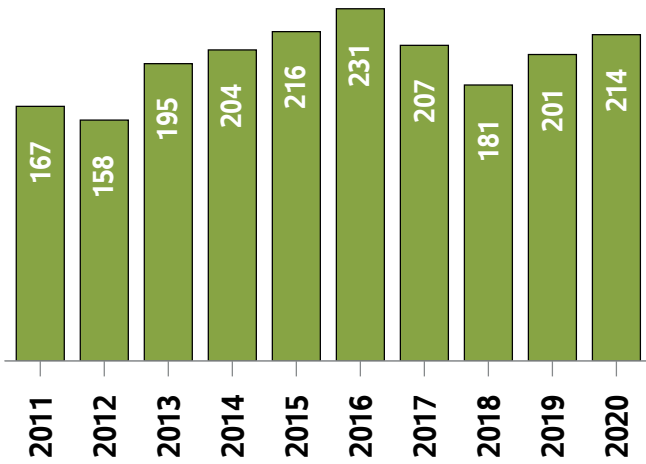
Average Price and Median Price



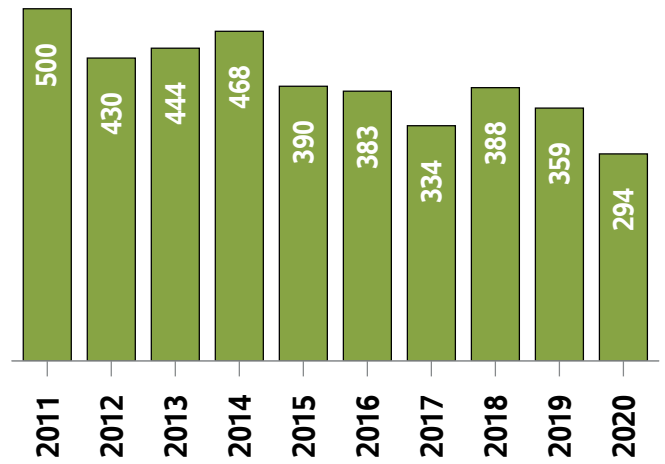
Clearview

MLS® Residential Market Activity

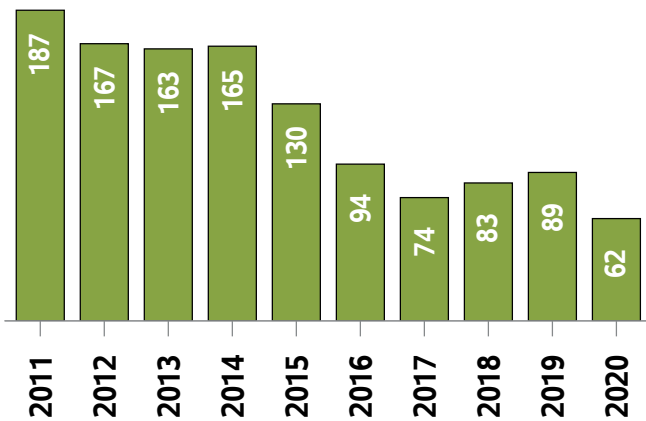
Sales Activity (October Year-to-date)



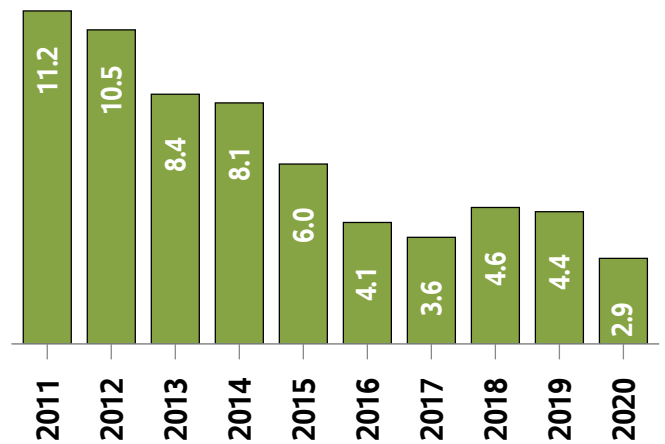
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	34	78.9	126.7	88.9	41.7	88.9	88.9
Dollar Volume	\$26,485,700	109.5	296.2	209.6	241.0	454.9	461.4
New Listings	31	-13.9	-18.4	0.0	-6.1	-26.2	0.0
Active Listings	36	-60.4	-62.5	-56.1	-68.1	-76.5	-80.9
Sales to New Listings Ratio ¹	109.7	52.8	39.5	58.1	72.7	42.9	58.1
Months of Inventory ²	1.1	4.8	6.4	4.6	4.7	8.5	10.4
Average Price	\$778,991	17.0	74.8	63.9	140.7	193.8	197.2
Median Price	\$527,500	-10.6	29.1	23.4	71.1	109.7	115.3
Sales to List Price Ratio	99.2	96.7	97.9	96.1	96.2	94.3	96.3
Median Days on Market	21.0	33.0	22.0	35.0	44.5	68.0	61.5
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	214	6.5	18.2	3.4	-0.9	9.7	18.2
Dollar Volume	\$151,607,055	32.4	56.3	34.6	110.1	143.3	150.1
New Listings	294	-18.1	-24.2	-12.0	-24.6	-33.8	-38.2
Active Listings ³	62	-31.1	-25.8	-17.0	-52.8	-62.4	-67.9
Sales to New Listings Ratio ⁴	72.8	56.0	46.6	62.0	55.4	43.9	38.0
Months of Inventory ⁵	2.9	4.4	4.6	3.6	6.0	8.4	10.6
Average Price	\$708,444	24.3	32.2	30.2	112.1	121.7	111.6
Median Price	\$553,000	12.9	15.2	21.5	89.7	112.7	105.2
Sales to List Price Ratio	98.4	96.8	97.4	98.0	96.4	95.7	95.8
Median Days on Market	27.0	40.0	34.0	24.0	43.0	54.0	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.

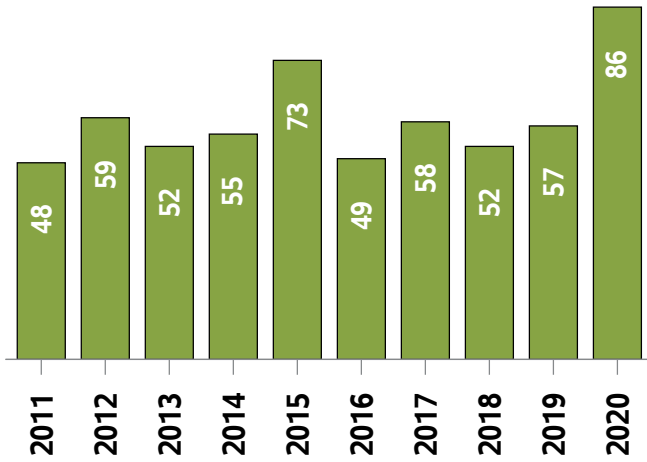
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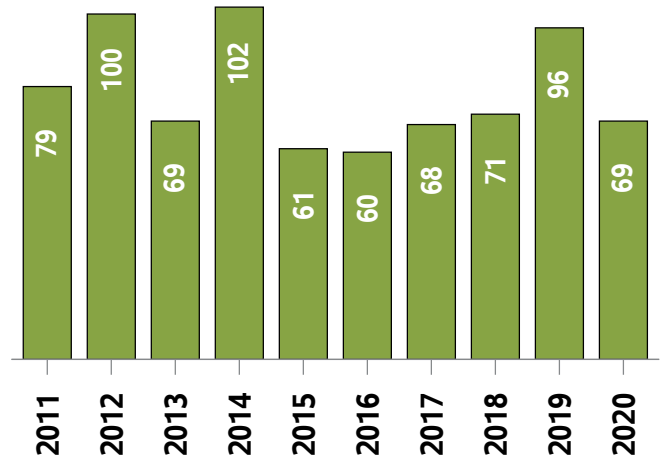
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Collingwood MLS® Residential Market Activity

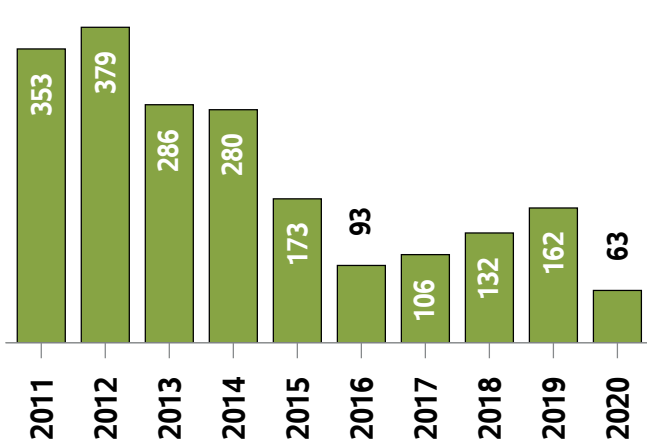
Sales Activity (October only)



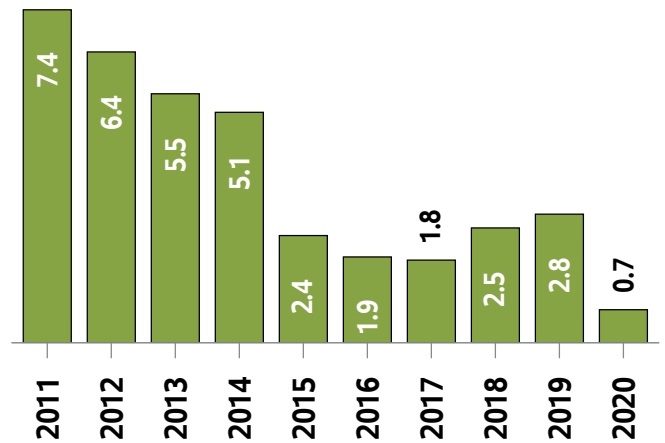
New Listings (October only)



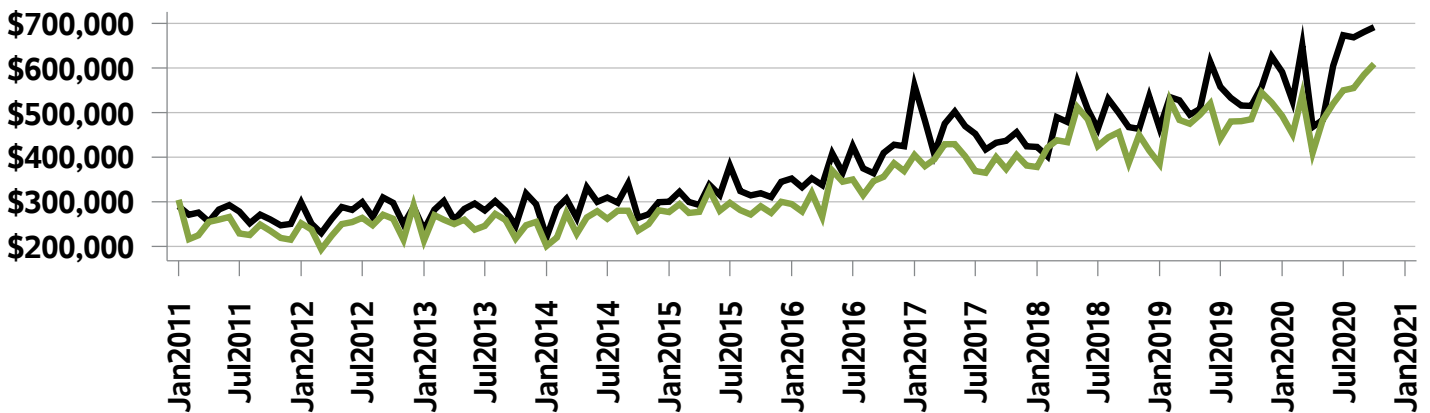
Active Listings (October only)



Months of Inventory (October only)

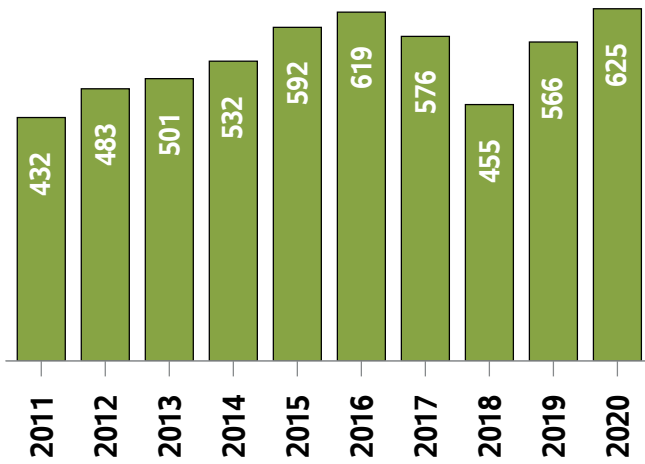


Average Price and Median Price

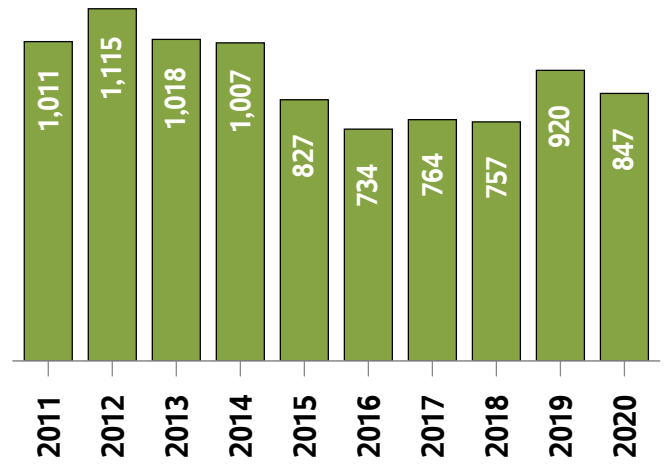


Collingwood MLS® Residential Market Activity

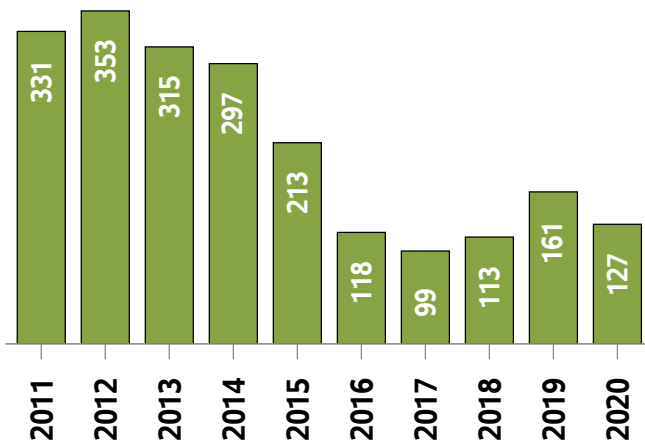
Sales Activity (October Year-to-date)



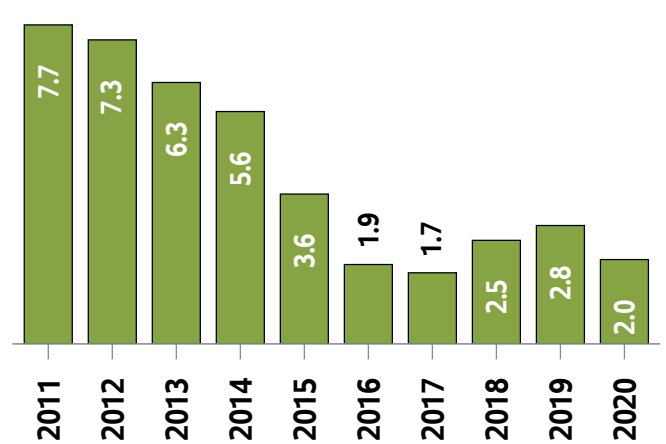
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	86	50.9	65.4	48.3	17.8	65.4	75.5
Dollar Volume	\$59,467,647	102.6	144.7	134.7	155.2	364.7	388.4
New Listings	69	-28.1	-2.8	1.5	13.1	0.0	-15.9
Active Listings	63	-61.1	-52.3	-40.6	-63.6	-78.0	-79.2
Sales to New Listings Ratio ¹	124.6	59.4	73.2	85.3	119.7	75.4	59.8
Months of Inventory ²	0.7	2.8	2.5	1.8	2.4	5.5	6.2
Average Price	\$691,484	34.3	47.9	58.3	116.7	181.0	178.3
Median Price	\$609,000	25.6	57.4	63.1	110.0	179.7	168.3
Sales to List Price Ratio	100.3	97.7	98.3	97.8	96.6	96.0	95.2
Median Days on Market	15.5	22.0	28.0	29.0	32.0	53.0	67.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	625	10.4	37.4	8.5	5.6	24.8	44.7
Dollar Volume	\$397,887,007	32.2	78.6	50.7	108.0	185.7	264.1
New Listings	847	-7.9	11.9	10.9	2.4	-16.8	-18.9
Active Listings ³	127	-21.3	11.9	28.7	-40.5	-59.7	-60.9
Sales to New Listings Ratio ⁴	73.8	61.5	60.1	75.4	71.6	49.2	41.3
Months of Inventory ⁵	2.0	2.8	2.5	1.7	3.6	6.3	7.5
Average Price	\$636,619	19.7	30.0	38.9	97.0	129.0	151.7
Median Price	\$543,000	13.1	24.8	36.1	89.7	117.2	146.8
Sales to List Price Ratio	98.9	98.0	98.6	99.6	96.9	96.1	95.8
Median Days on Market	21.0	25.0	20.0	17.0	42.0	54.0	51.5

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.

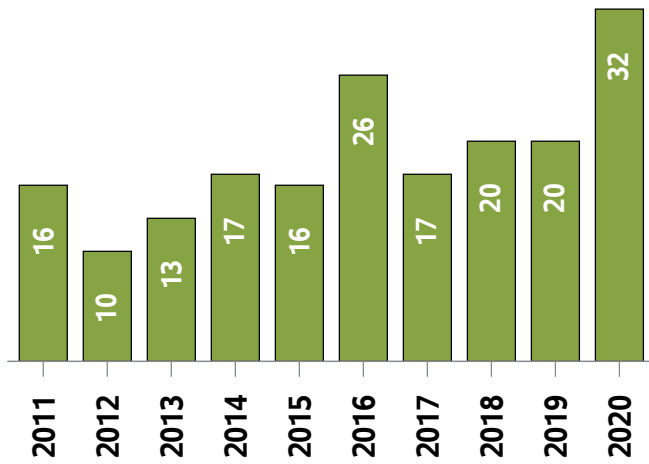
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

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.

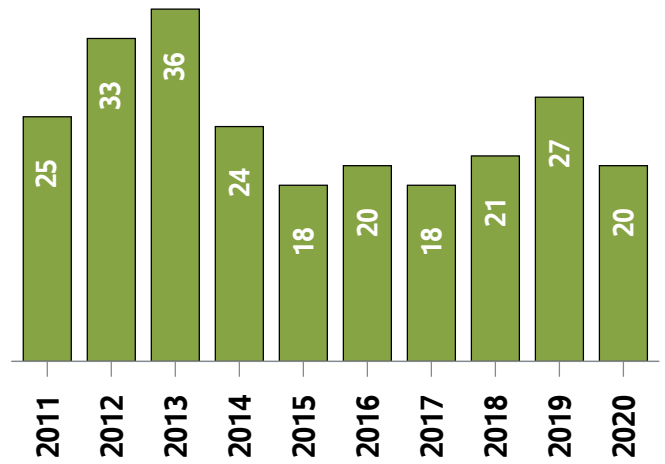
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Meaford (MUNI) MLS® Residential Market Activity

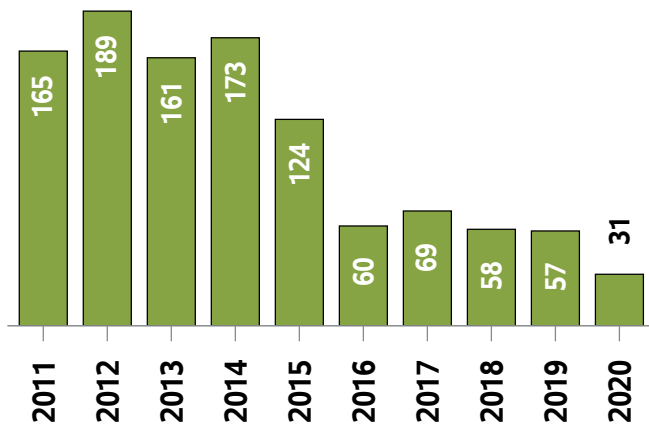
Sales Activity (October only)



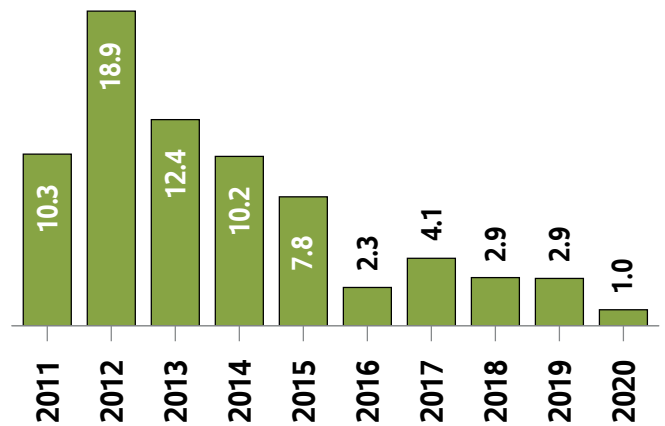
New Listings (October only)



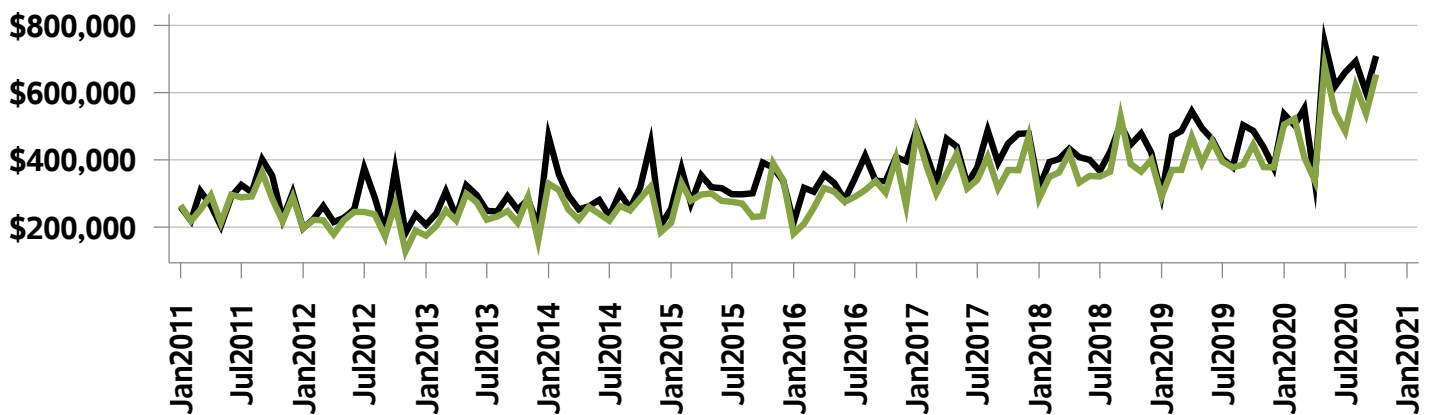
Active Listings (October only)



Months of Inventory (October only)

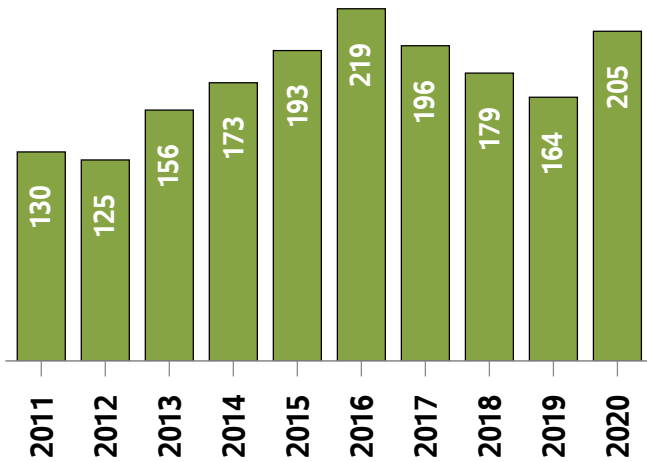


Average Price and Median Price

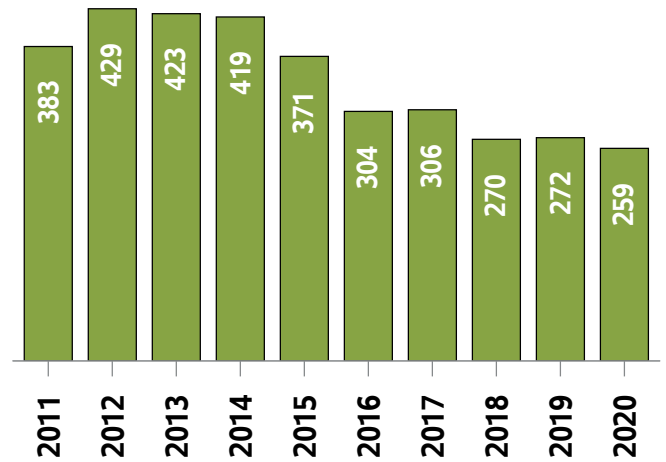


Meaford (MUNI) MLS® Residential Market Activity

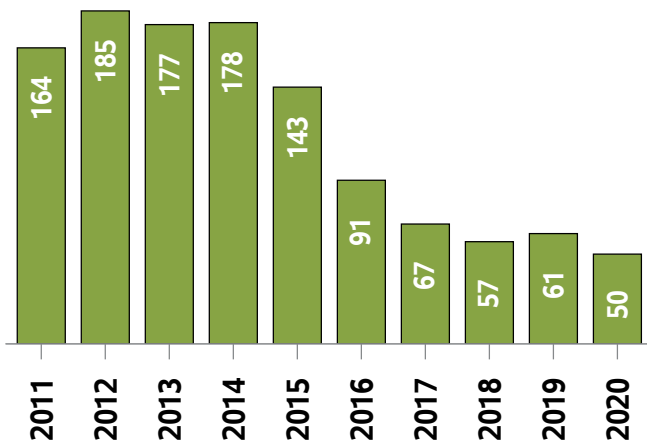
Sales Activity (October Year-to-date)



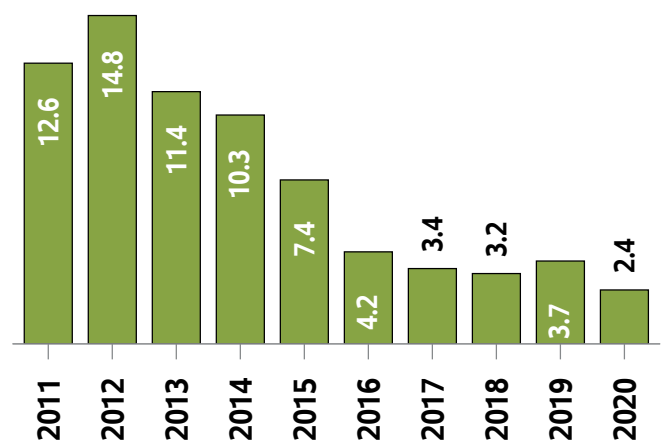
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	32	60.0	60.0	88.2	100.0	146.2	68.4
Dollar Volume	\$22,685,000	133.1	154.7	197.2	261.7	592.1	292.0
New Listings	20	-25.9	-4.8	11.1	11.1	-44.4	-9.1
Active Listings	31	-45.6	-46.6	-55.1	-75.0	-80.7	-76.5
Sales to New Listings Ratio ¹	160.0	74.1	95.2	94.4	88.9	36.1	86.4
Months of Inventory ²	1.0	2.9	2.9	4.1	7.8	12.4	6.9
Average Price	\$708,906	45.7	59.2	57.9	80.8	181.2	132.7
Median Price	\$654,000	47.0	68.8	76.8	181.2	207.0	125.5
Sales to List Price Ratio	98.4	97.7	96.5	97.1	93.8	95.2	95.0
Median Days on Market	31.5	36.5	24.5	34.0	89.0	41.0	84.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	205	25.0	14.5	4.6	6.2	31.4	28.9
Dollar Volume	\$132,238,148	76.1	77.2	65.5	116.8	211.9	204.3
New Listings	259	-4.8	-4.1	-15.4	-30.2	-38.8	-27.9
Active Listings ³	50	-18.6	-12.1	-25.1	-65.0	-71.9	-68.2
Sales to New Listings Ratio ⁴	79.2	60.3	66.3	64.1	52.0	36.9	44.3
Months of Inventory ⁵	2.4	3.7	3.2	3.4	7.4	11.4	9.9
Average Price	\$645,064	40.8	54.7	58.2	104.1	137.4	136.0
Median Price	\$550,000	37.5	52.2	53.8	104.1	117.0	120.0
Sales to List Price Ratio	98.0	97.0	97.8	97.6	95.1	95.3	95.8
Median Days on Market	28.0	29.0	28.0	22.0	69.0	78.5	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.

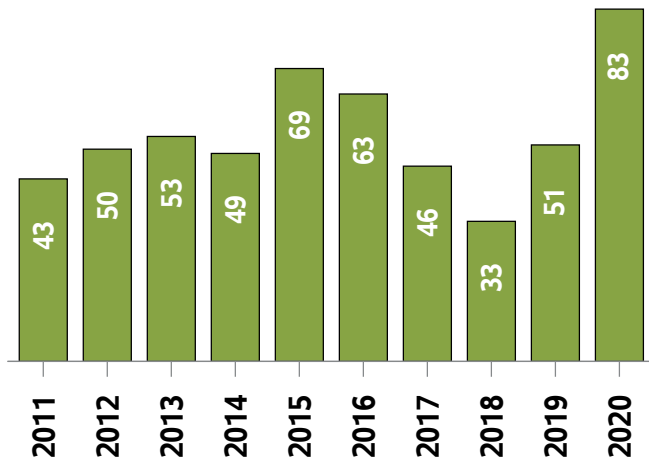
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

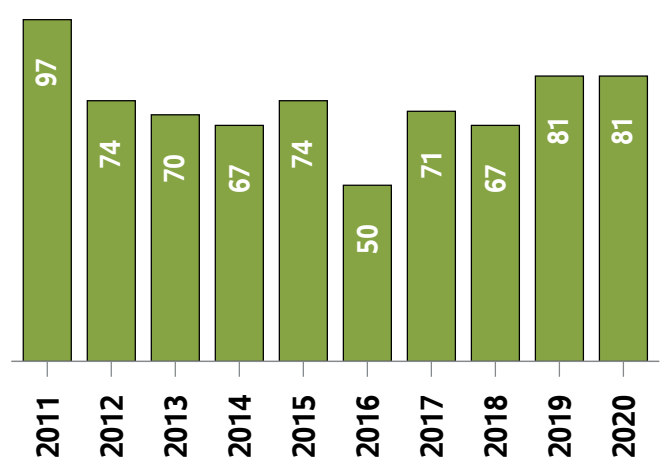
Wasaga Beach

MLS® Residential Market Activity

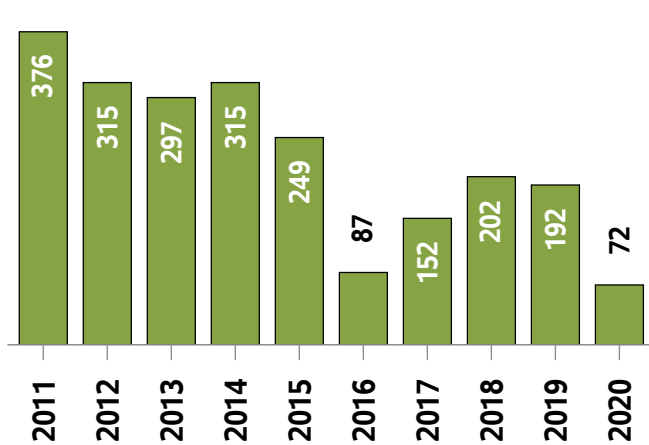
Sales Activity (October only)



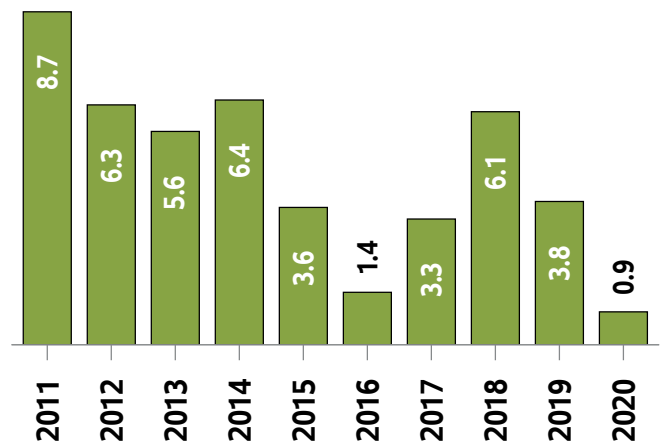
New Listings (October only)



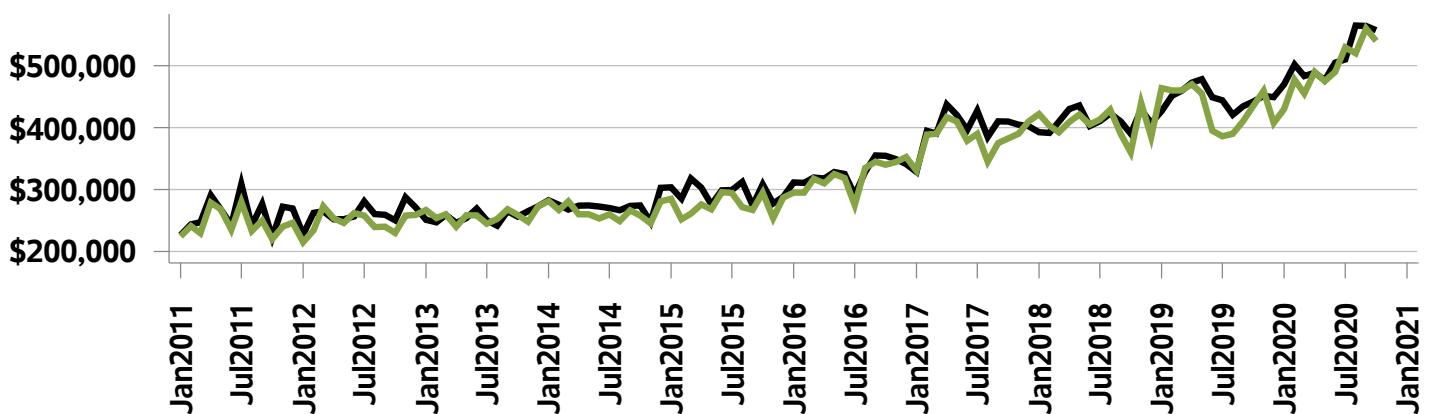
Active Listings (October only)



Months of Inventory (October only)



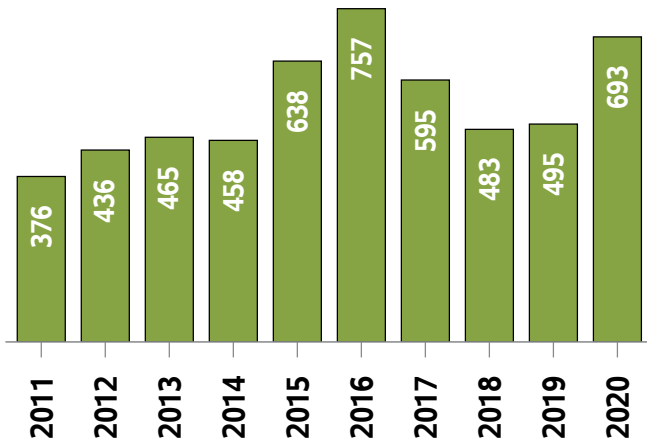
Average Price and Median Price



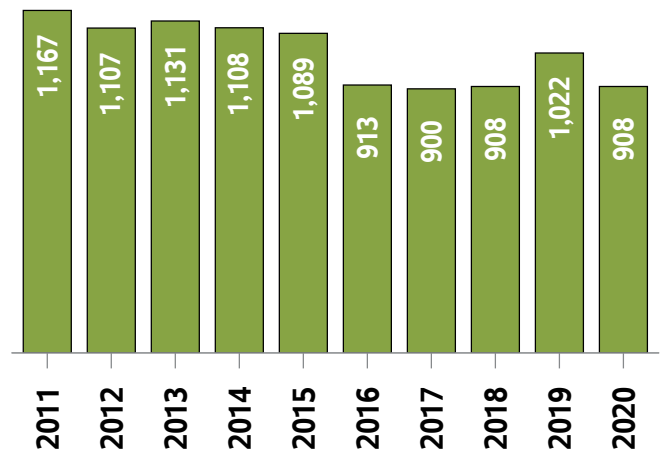
Wasaga Beach

MLS® Residential Market Activity

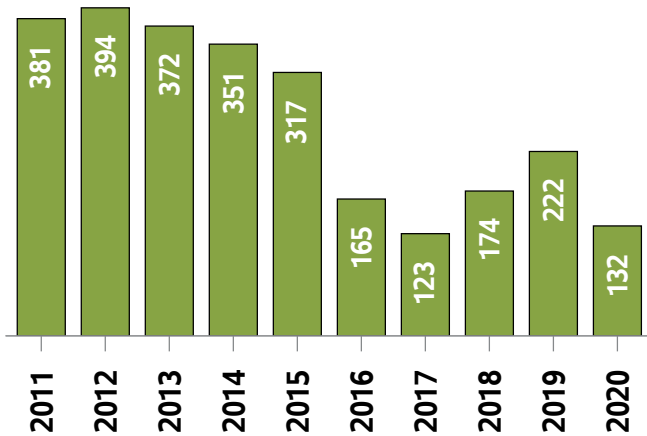
Sales Activity (October Year-to-date)



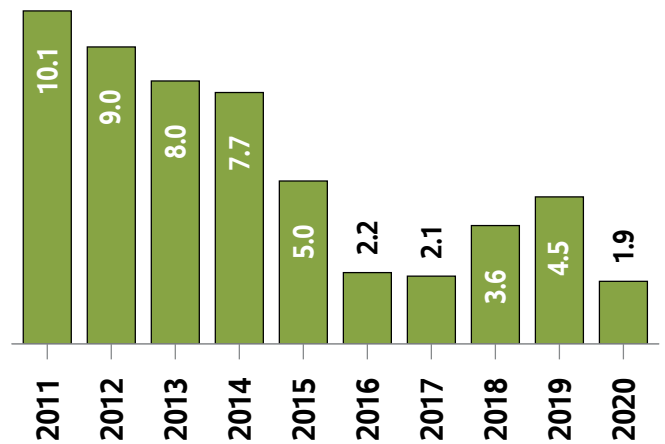
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (October 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

Wasaga Beach MLS® Residential Market Activity

Actual	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	83	62.7	151.5	80.4	20.3	56.6	186.2
Dollar Volume	\$46,253,610	105.2	259.3	145.4	117.3	240.5	729.8
New Listings	81	0.0	20.9	14.1	9.5	15.7	-9.0
Active Listings	72	-62.5	-64.4	-52.6	-71.1	-75.8	-76.7
Sales to New Listings Ratio ¹	102.5	63.0	49.3	64.8	93.2	75.7	32.6
Months of Inventory ²	0.9	3.8	6.1	3.3	3.6	5.6	10.7
Average Price	\$557,272	26.1	42.8	36.0	80.7	117.4	189.9
Median Price	\$540,000	24.1	50.0	41.2	83.1	108.5	176.9
Sales to List Price Ratio	99.6	97.1	96.9	97.5	97.2	96.6	96.7
Median Days on Market	15.0	42.0	44.0	33.0	44.0	65.0	43.0
Year-to-date	October 2020	Compared to ⁶					
		October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Sales Activity	693	40.0	43.5	16.5	8.6	49.0	87.8
Dollar Volume	\$363,325,679	63.8	81.9	50.8	91.9	206.0	295.3
New Listings	908	-11.2	0.0	0.9	-16.6	-19.7	-11.2
Active Listings ³	132	-40.3	-24.1	7.6	-58.2	-64.5	-60.5
Sales to New Listings Ratio ⁴	76.3	48.4	53.2	66.1	58.6	41.1	36.1
Months of Inventory ⁵	1.9	4.5	3.6	2.1	5.0	8.0	9.1
Average Price	\$524,279	17.0	26.8	29.5	76.7	105.4	110.5
Median Price	\$510,000	18.6	25.9	30.8	83.1	96.9	119.3
Sales to List Price Ratio	98.9	97.4	97.2	99.7	97.1	96.5	96.2
Median Days on Market	20.0	36.0	28.0	15.0	44.0	58.0	52.0

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.

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