



Southern Georgian Bay
association of
REALTORS®

Western District

Residential Market Activity

December 2018



CLAIRWOOD
Real Estate Corporation
BROKERAGE



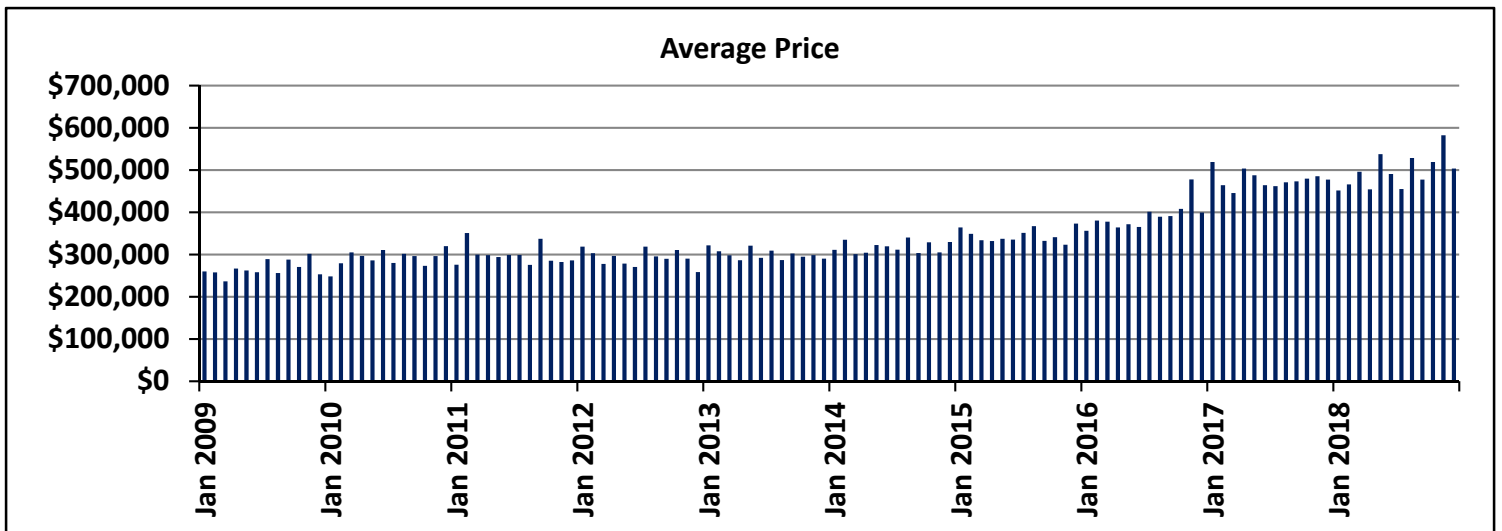
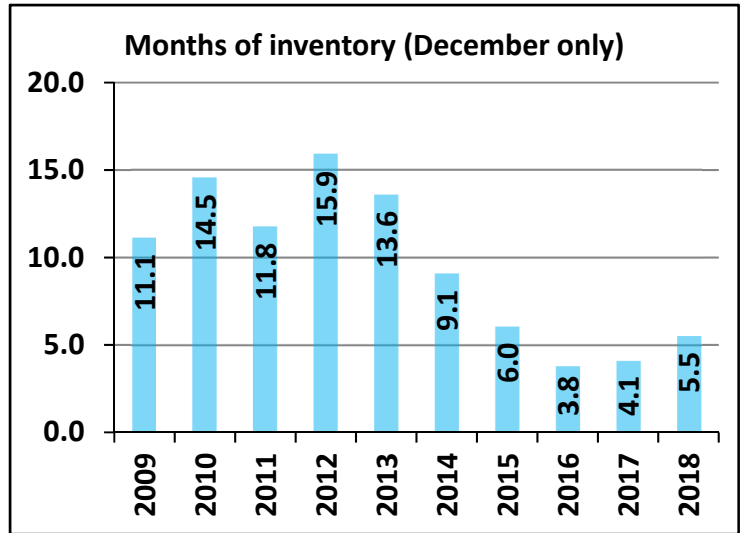
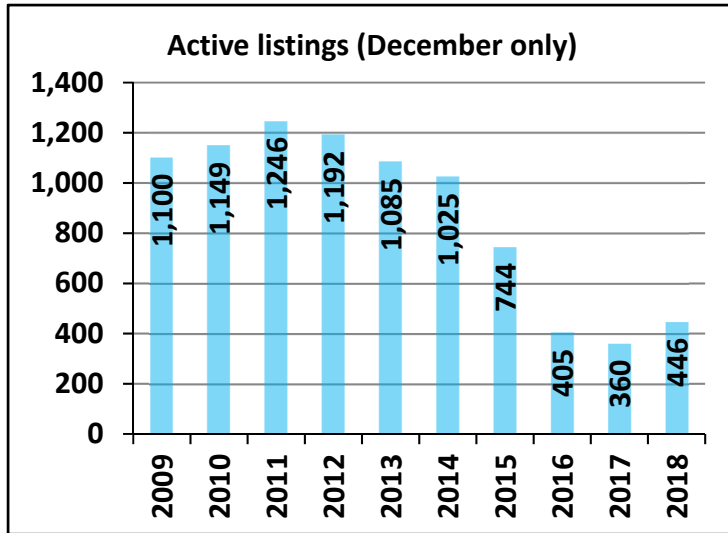
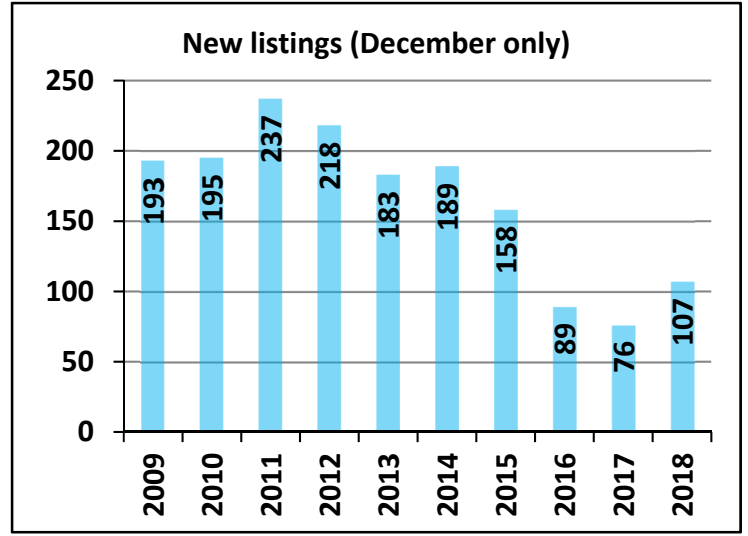
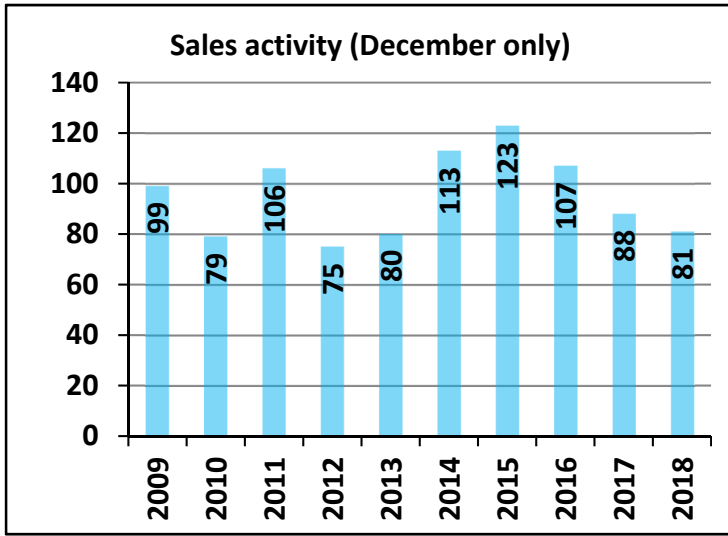
RIOUX BAKER
REAL ESTATE TEAM



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

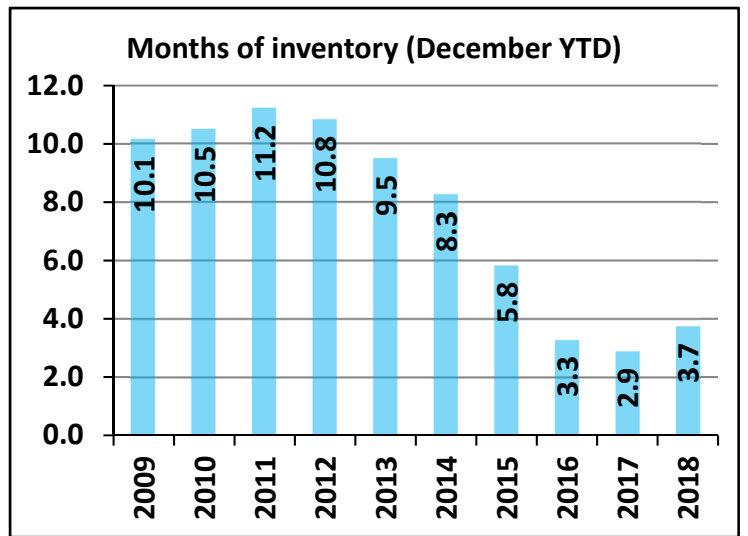
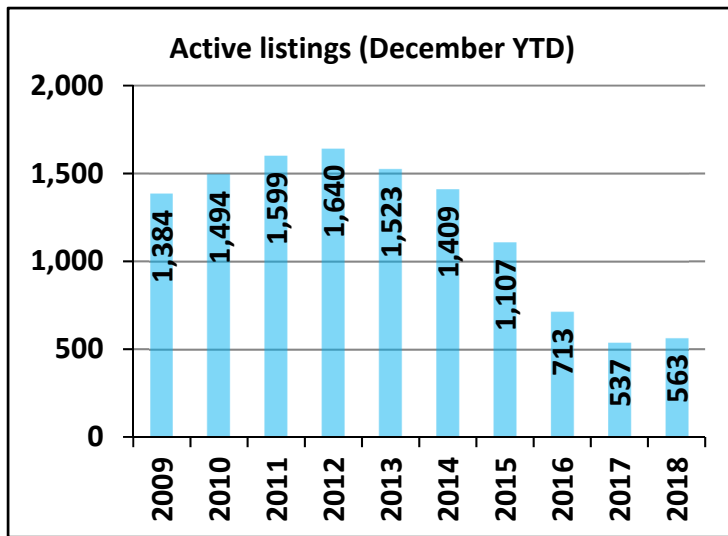
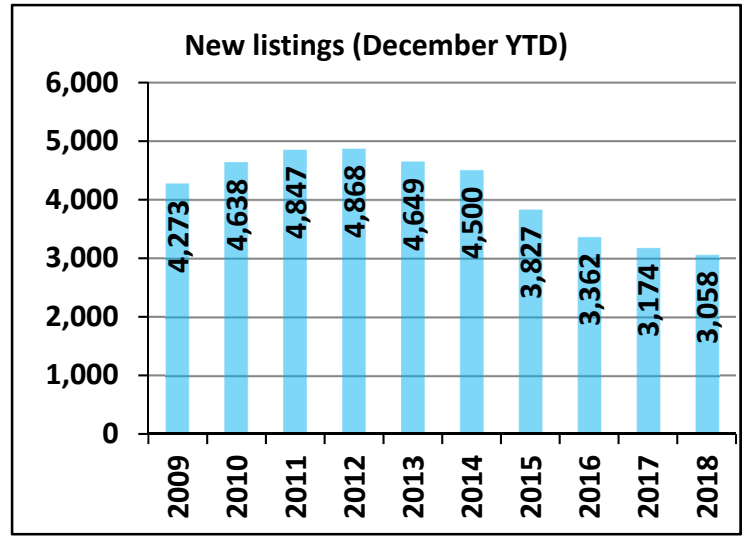
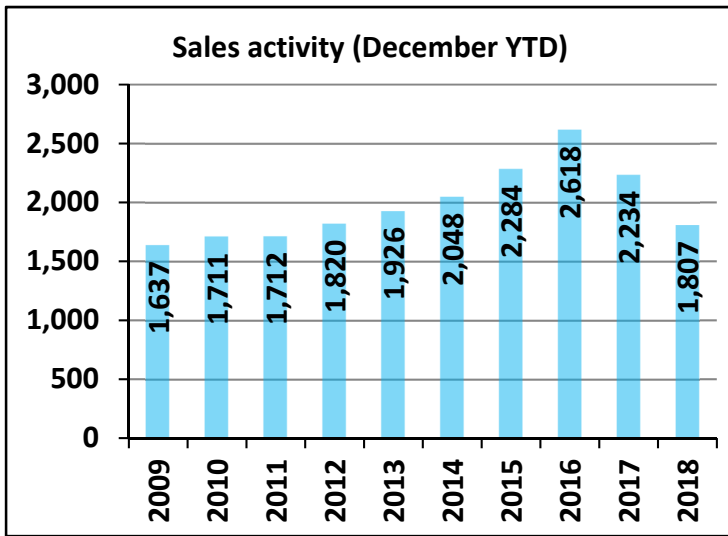
Western District

Residential Market Activity



Western District

Residential Market Activity



Western District

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	81	-8.0	-24.3	-34.1	1.3	-23.6	55.8
Dollar Volume	\$40,785,250	-2.9	-4.5	-11.1	75.6	34.5	245.2
New Listings	107	40.8	20.2	-32.3	-41.5	-54.9	-42.2
Active Listings	446	23.9	10.1	-40.1	-58.9	-64.2	-60.2
Sales to New Listings Ratio¹	75.7	115.8	120.2	77.8	43.7	44.7	28.1
Months of Inventory²	5.5	4.1	3.8	6.0	13.6	11.8	21.6
Average Price	\$503,522	5.5	26.1	35.0	73.4	76.0	121.6

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	1,807	-19.1	-31.0	-20.9	-6.2	5.5	15.8
Dollar Volume	\$901,338,969	-15.3	-11.3	15.0	55.7	76.3	120.7
New Listings	3,058	-3.7	-9.0	-20.1	-34.2	-36.9	-31.0
Active Listings³	563	4.8	-21.0	-49.1	-63.0	-64.8	-58.3
Sales to New Listings Ratio⁴	59.1	70.4	77.9	59.7	41.4	35.3	35.2
Months of Inventory⁵	3.7	2.9	3.3	5.8	9.5	11.2	10.4
Average Price	\$498,804	4.7	28.5	45.3	66.0	67.0	90.7

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

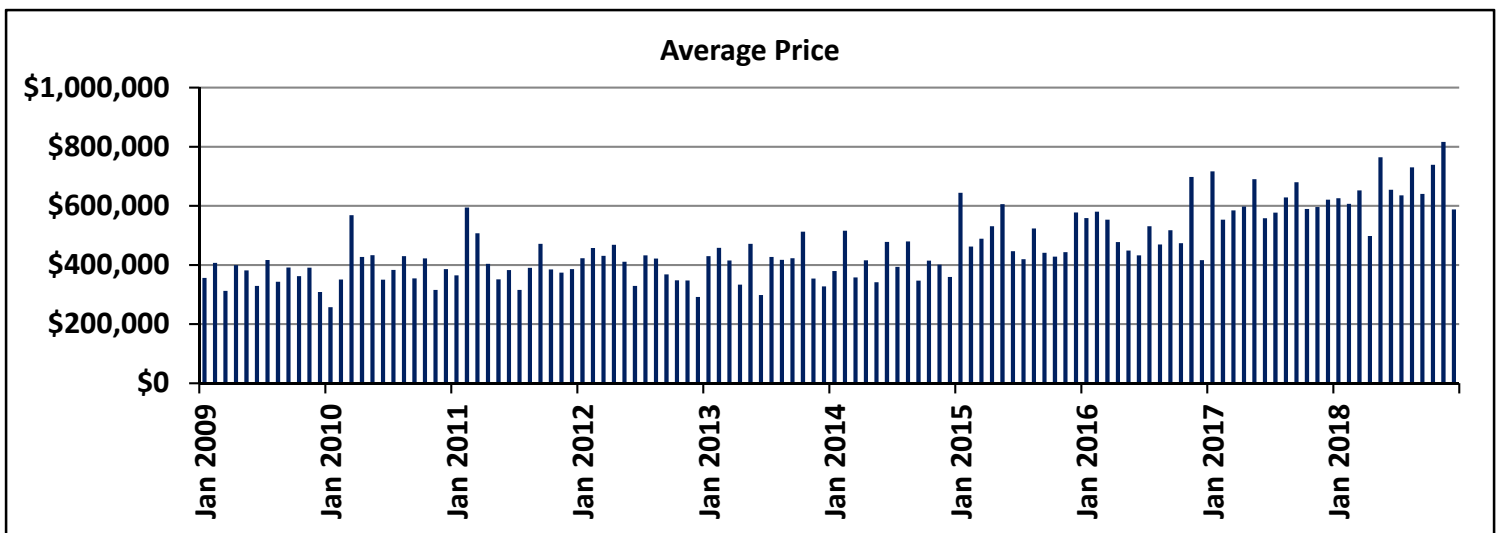
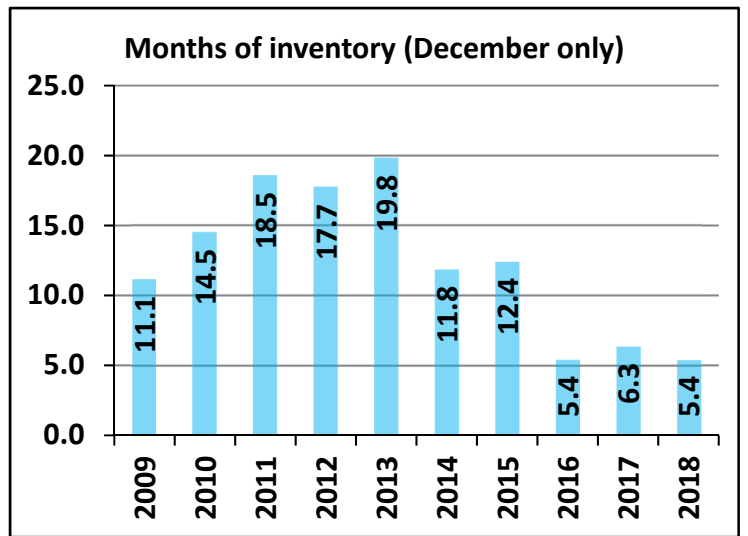
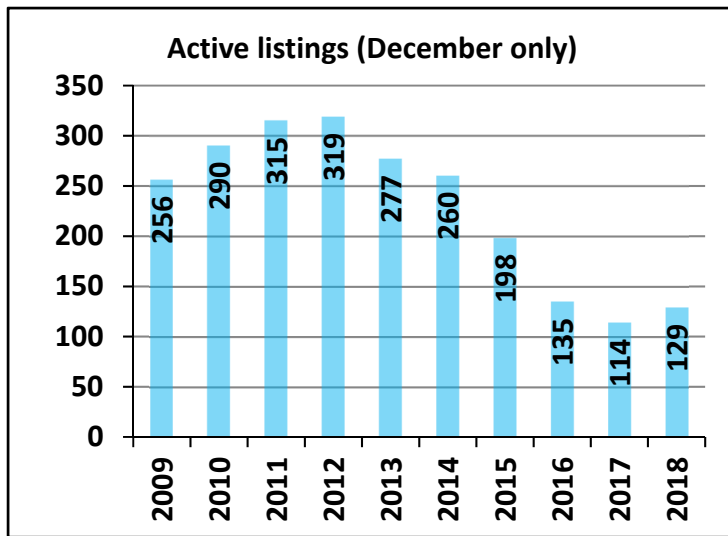
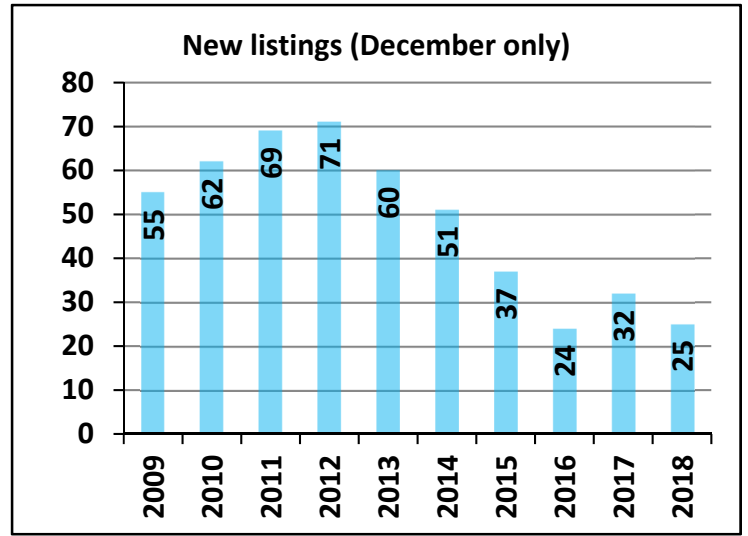
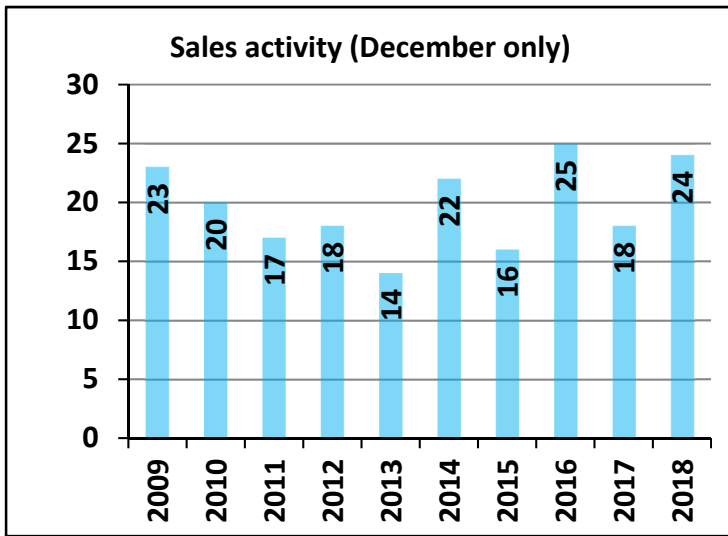
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

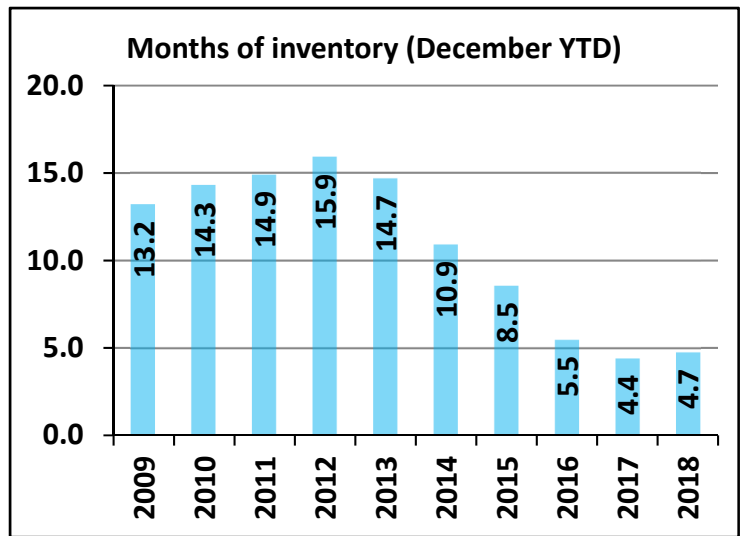
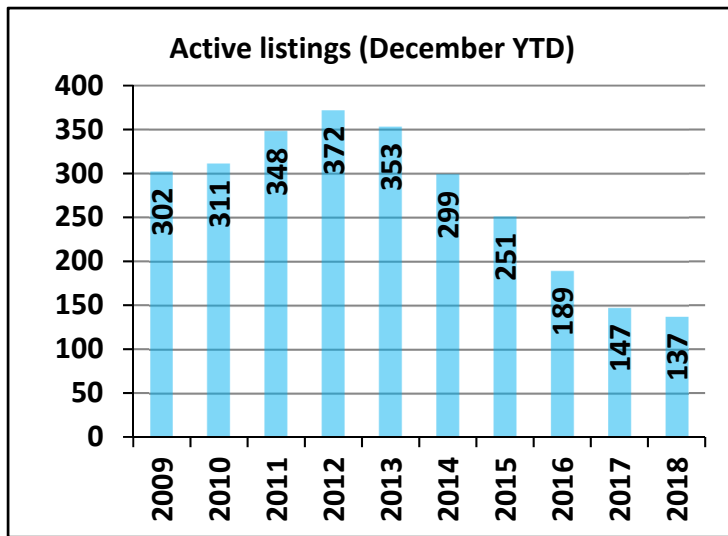
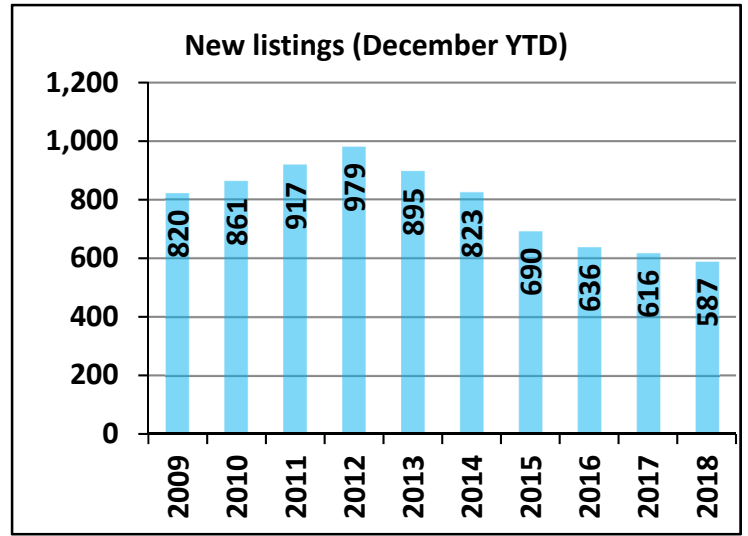
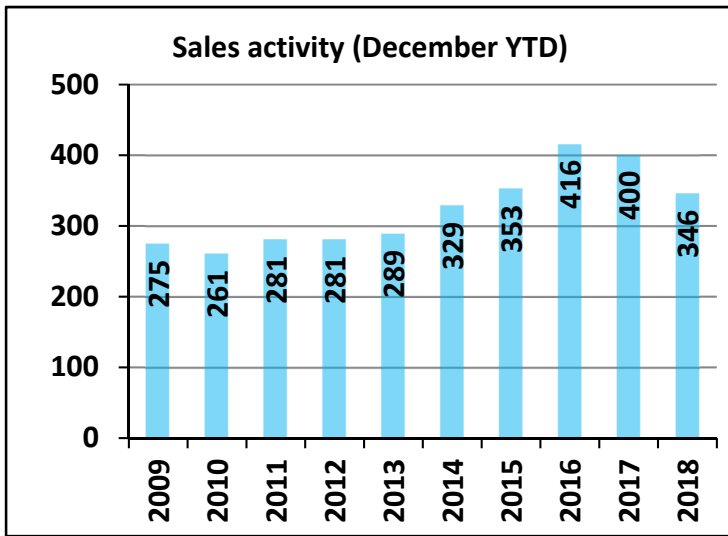
Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity



Blue Mountains

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	24	33.3	-4.0	50.0	71.4	41.2	140.0
Dollar Volume	\$14,104,750	26.3	35.6	52.6	207.5	114.9	497.9
New Listings	25	-21.9	4.2	-32.4	-58.3	-63.8	-46.8
Active Listings	129	13.2	-4.4	-34.8	-53.4	-59.0	-55.1
Sales to New Listings Ratio¹	96.0	56.3	104.2	43.2	23.3	24.6	21.3
Months of Inventory²	5.4	6.3	5.4	12.4	19.8	18.5	28.7
Average Price	\$587,698	-5.3	41.2	1.8	79.4	52.2	149.1

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	346	-13.5	-16.8	-2.0	19.7	23.1	67.1
Dollar Volume	\$232,684,626	-5.4	10.3	35.5	94.4	102.5	212.2
New Listings	587	-4.7	-7.7	-14.9	-34.4	-36.0	-34.2
Active Listings³	137	-6.8	-27.5	-45.4	-61.2	-60.6	-55.8
Sales to New Listings Ratio⁴	58.9	64.9	65.4	51.2	32.3	30.6	23.2
Months of Inventory⁵	4.7	4.4	5.5	8.5	14.7	14.9	18.0
Average Price	\$672,499	9.3	32.6	38.3	62.4	64.4	86.8

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

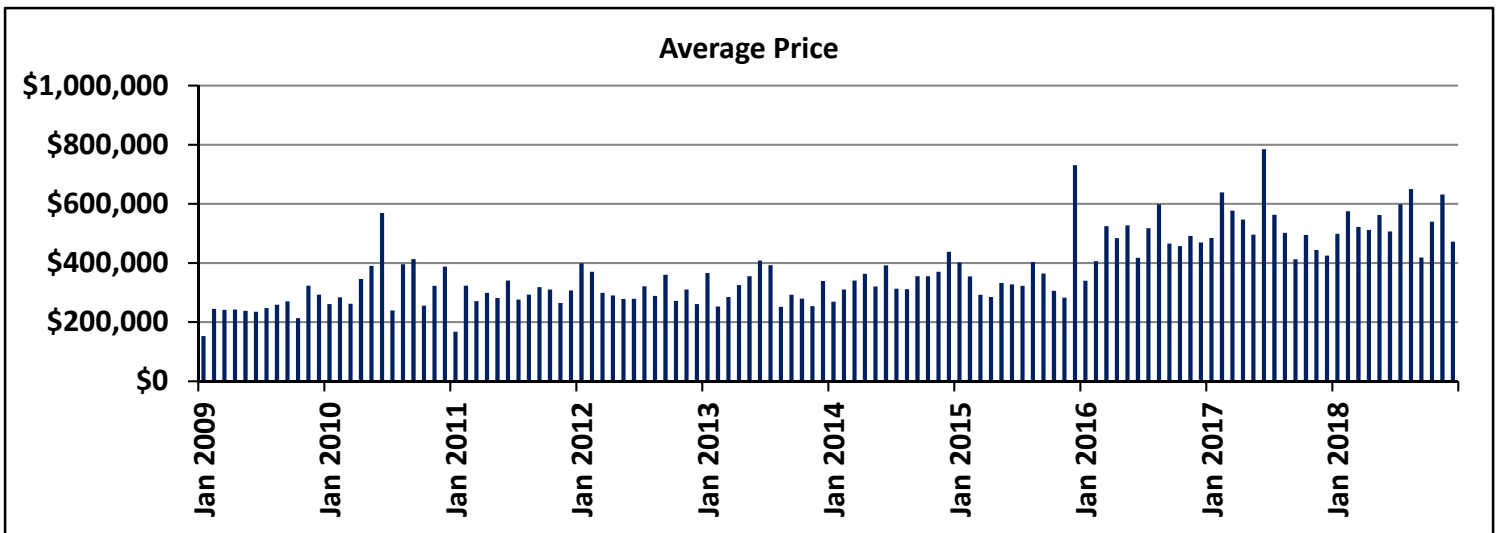
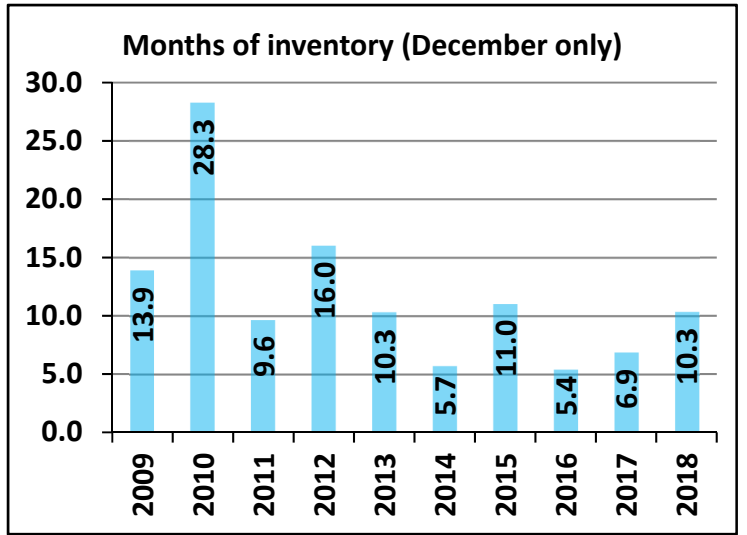
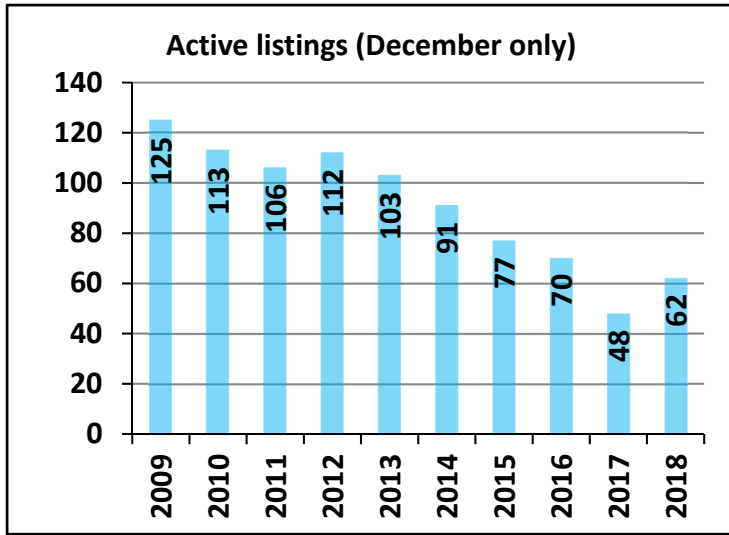
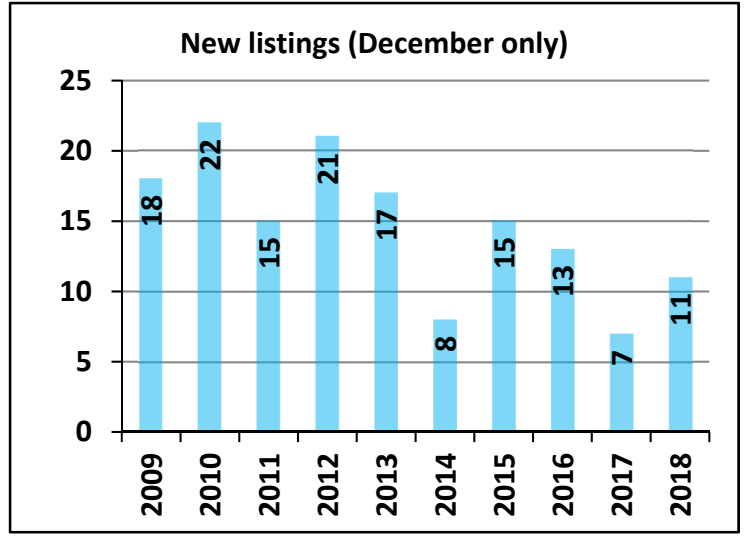
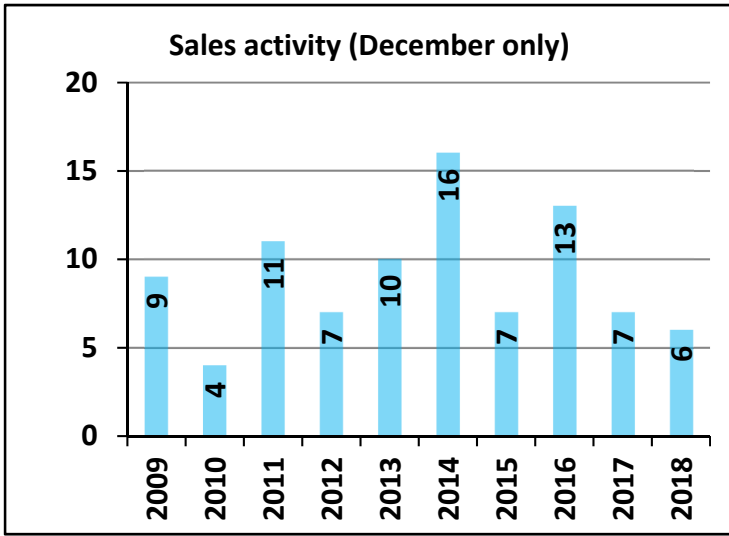
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

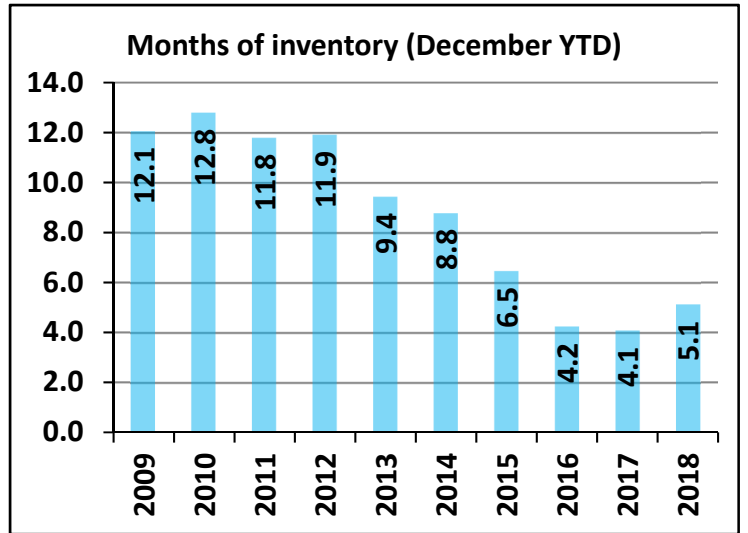
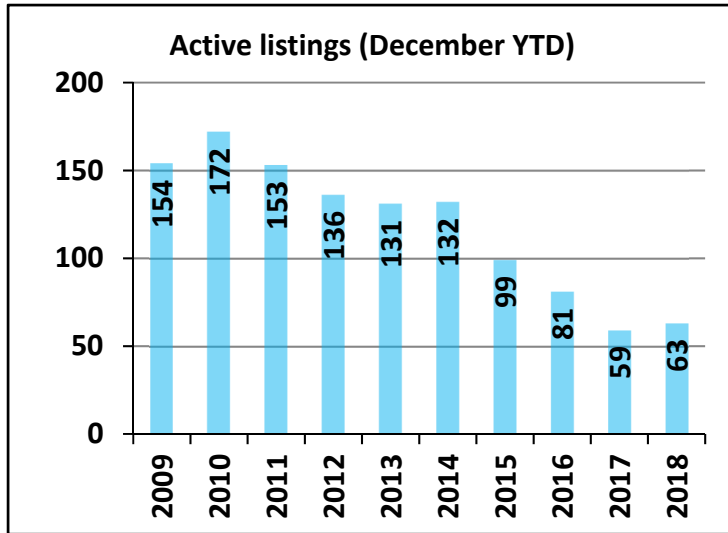
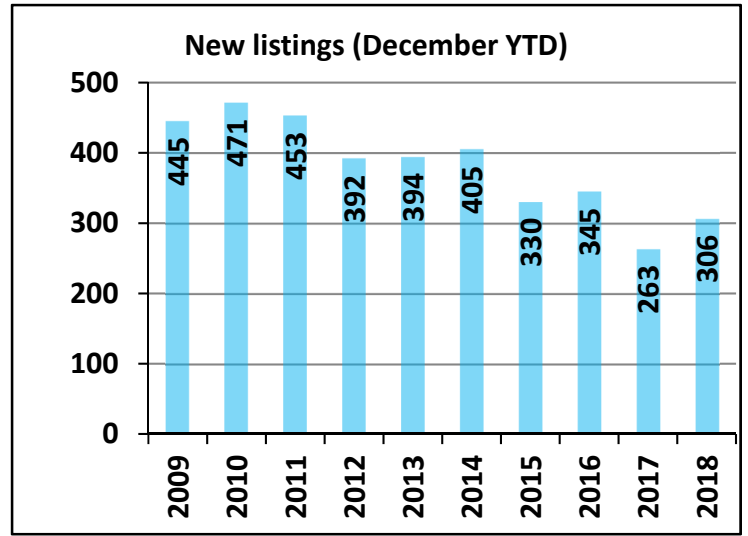
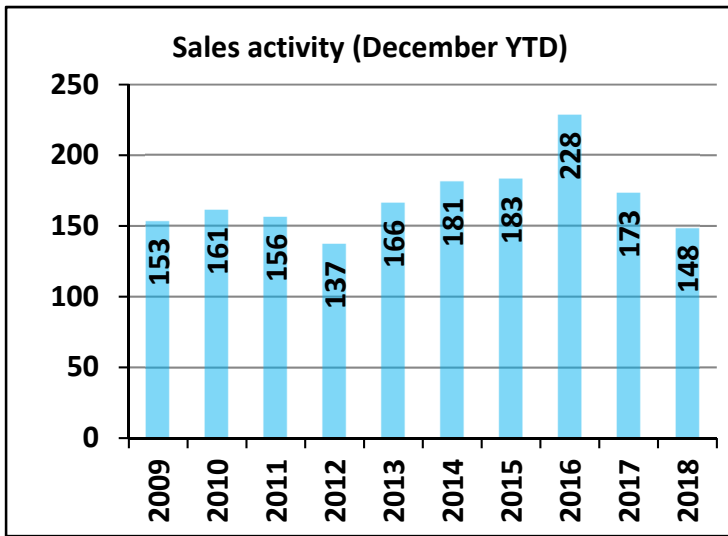
Clearview

Residential Market Activity



Clearview

Residential Market Activity



Clearview

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	6	-14.3	-53.8	-14.3	-40.0	-45.5	50.0
Dollar Volume	\$2,832,500	-4.7	-53.6	-44.6	-16.3	-16.0	297.3
New Listings	11	57.1	-15.4	-26.7	-35.3	-26.7	-31.3
Active Listings	62	29.2	-11.4	-19.5	-39.8	-41.5	-51.6
Sales to New Listings Ratio¹	54.5	100.0	100.0	46.7	58.8	73.3	25.0
Months of Inventory²	10.3	6.9	5.4	11.0	10.3	9.6	32.0
Average Price	\$472,083	11.1	0.6	-35.4	39.5	53.9	164.8

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	148	-14.5	-35.1	-19.1	-10.8	-5.1	-5.1
Dollar Volume	\$80,130,512	-14.2	-27.3	26.8	48.5	76.2	85.7
New Listings	306	16.3	-11.3	-7.3	-22.3	-32.5	-33.5
Active Listings³	63	6.8	-22.2	-36.4	-51.9	-58.8	-54.3
Sales to New Listings Ratio⁴	48.4	65.8	66.1	55.5	42.1	34.4	33.9
Months of Inventory⁵	5.1	4.1	4.2	6.5	9.4	11.8	10.6
Average Price	\$541,422	0.3	11.9	56.8	66.6	85.7	95.7

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

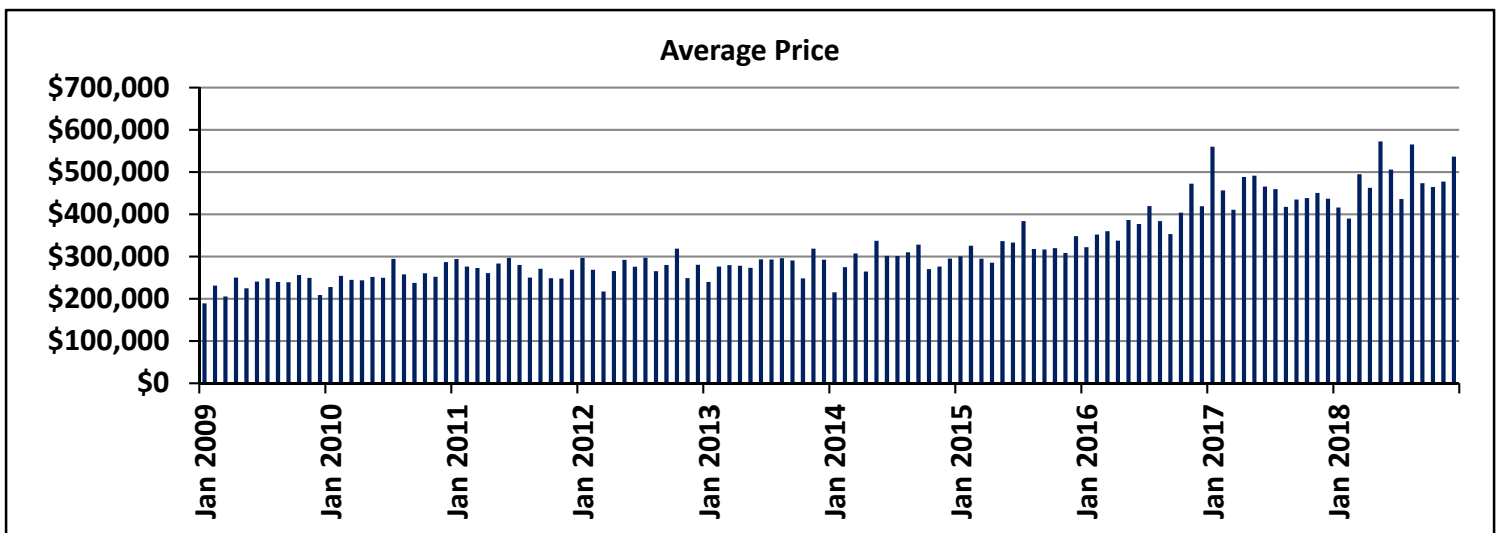
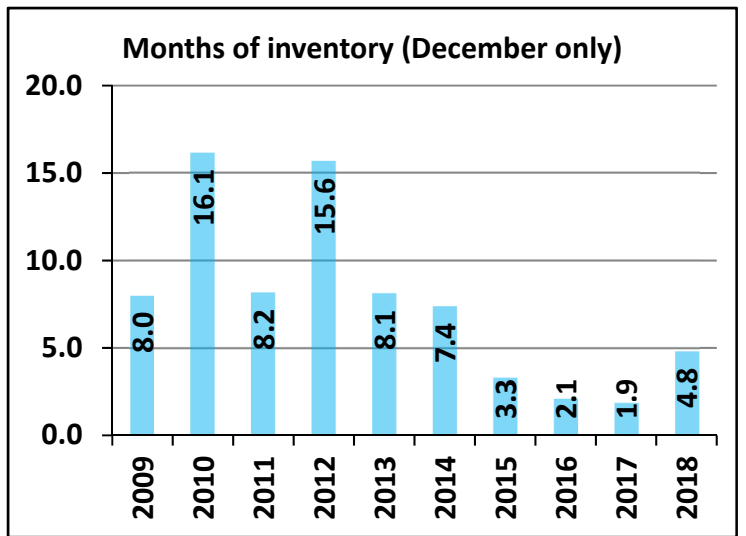
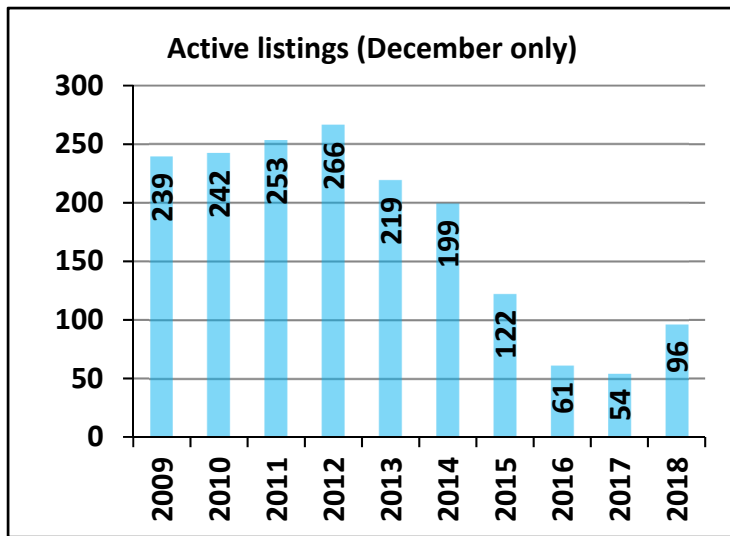
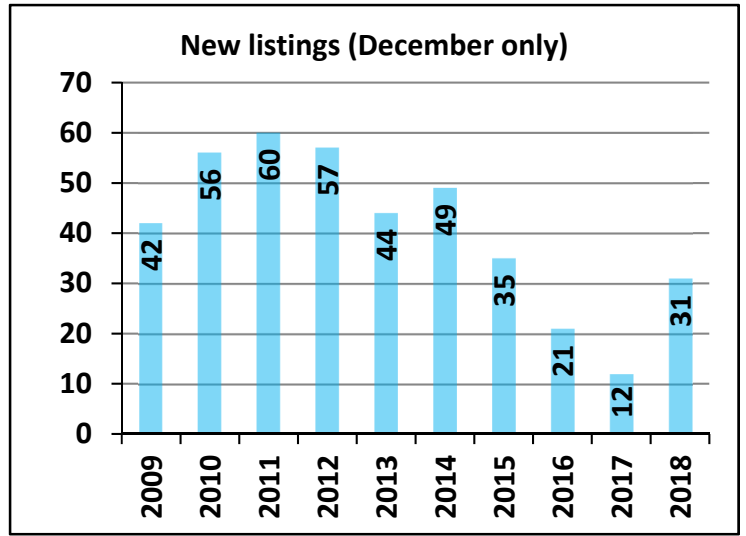
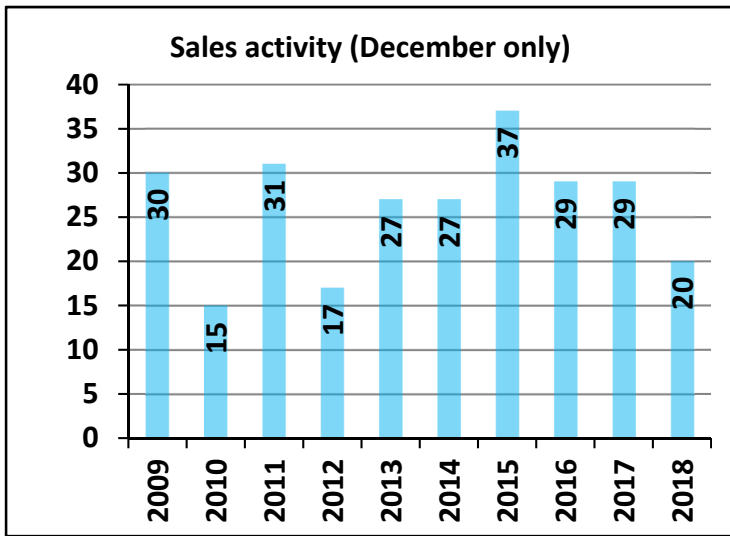
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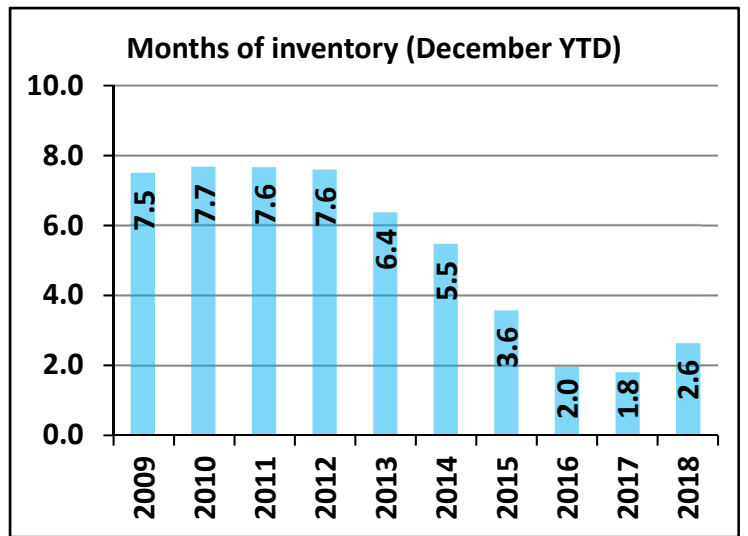
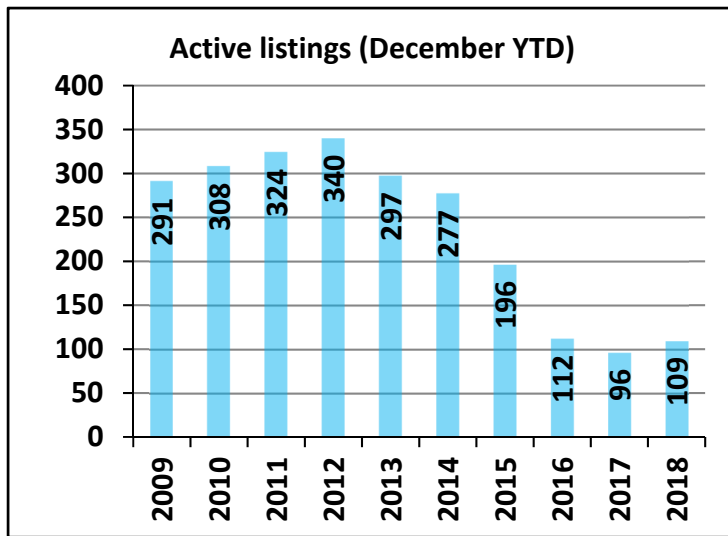
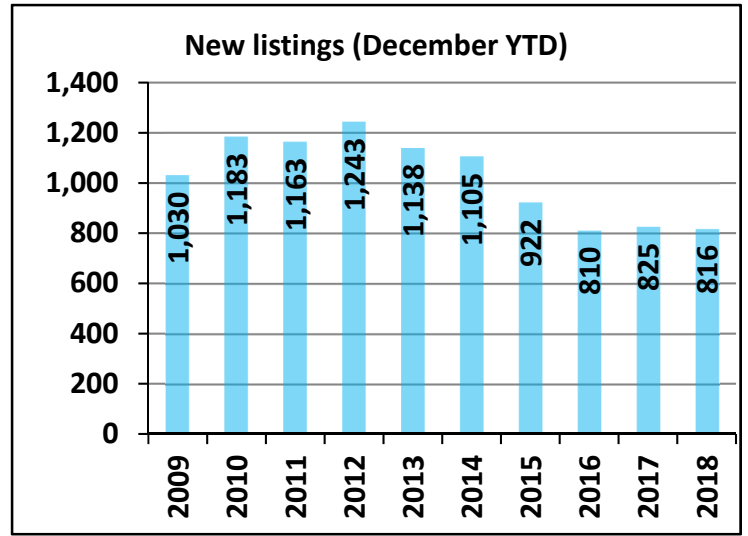
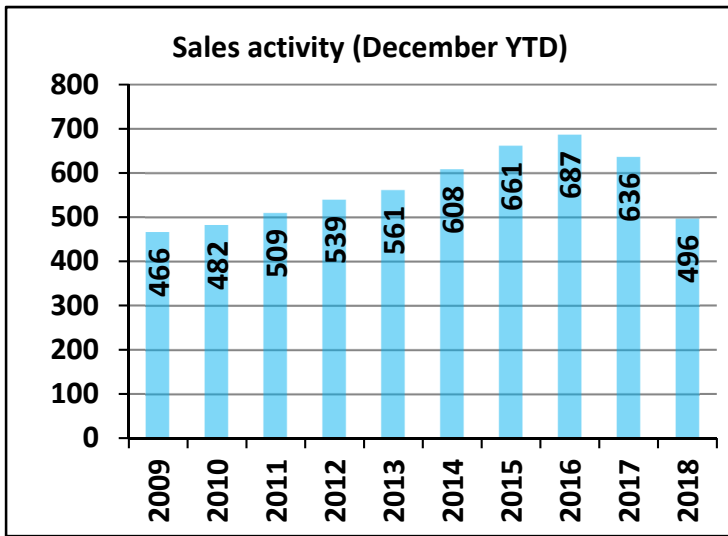
Collingwood

Residential Market Activity



Collingwood

Residential Market Activity



Collingwood

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	20	-31.0	-31.0	-45.9	-25.9	-35.5	5.3
Dollar Volume	\$10,729,000	-15.3	-11.7	-16.7	35.9	28.9	163.9
New Listings	31	158.3	47.6	-11.4	-29.5	-48.3	-38.0
Active Listings	96	77.8	57.4	-21.3	-56.2	-62.1	-60.3
Sales to New Listings Ratio¹	64.5	241.7	138.1	105.7	61.4	51.7	38.0
Months of Inventory²	4.8	1.9	2.1	3.3	8.1	8.2	12.7
Average Price	\$536,450	22.8	28.0	54.1	83.5	99.7	150.7

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	496	-22.0	-27.8	-25.0	-11.6	-2.6	16.4
Dollar Volume	\$241,440,374	-16.8	-7.6	12.3	53.0	75.5	137.2
New Listings	816	-1.1	0.7	-11.5	-28.3	-29.8	-25.2
Active Listings³	109	13.5	-2.7	-44.4	-63.3	-66.4	-62.8
Sales to New Listings Ratio⁴	60.8	77.1	84.8	71.7	49.3	43.8	39.0
Months of Inventory⁵	2.6	1.8	2.0	3.6	6.4	7.6	8.3
Average Price	\$486,775	6.7	28.0	49.6	73.1	80.1	103.7

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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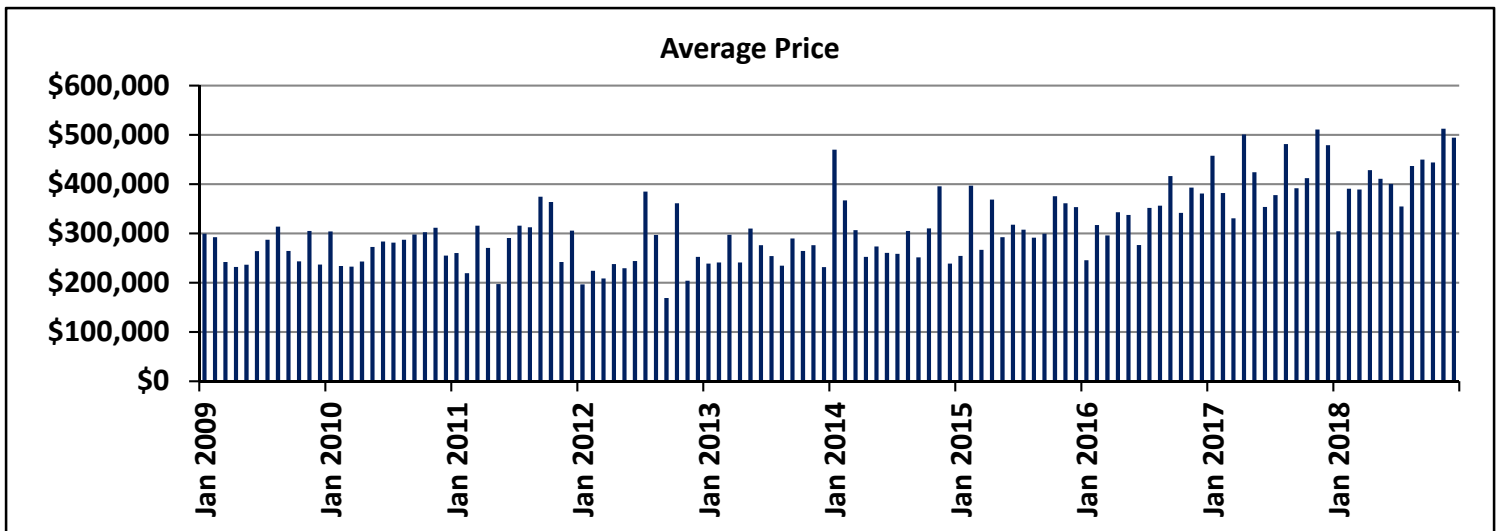
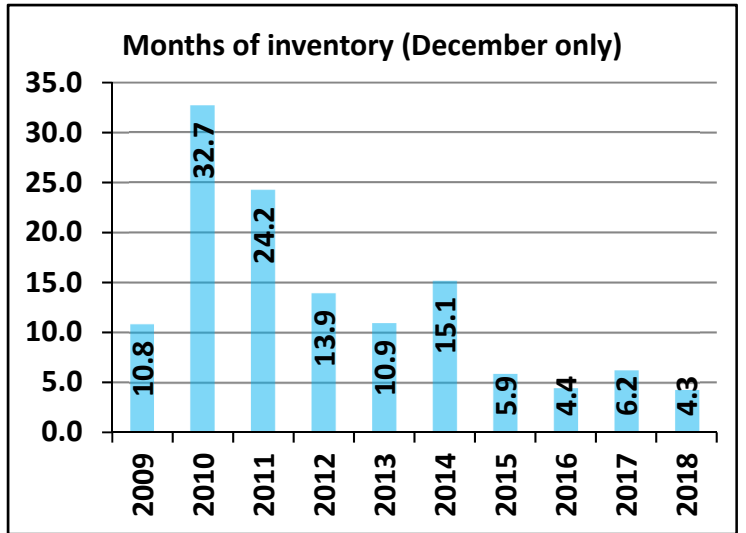
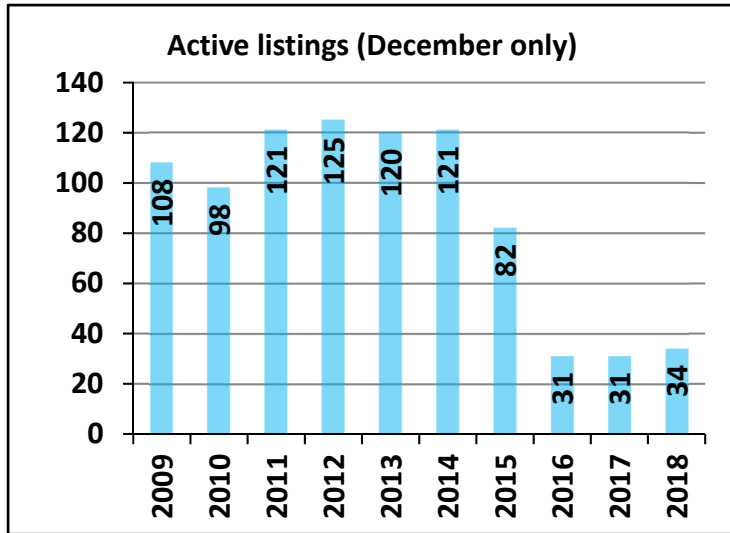
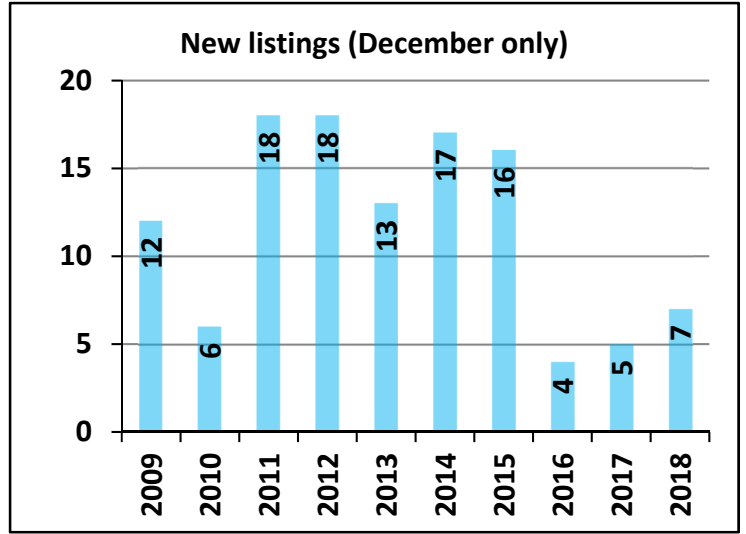
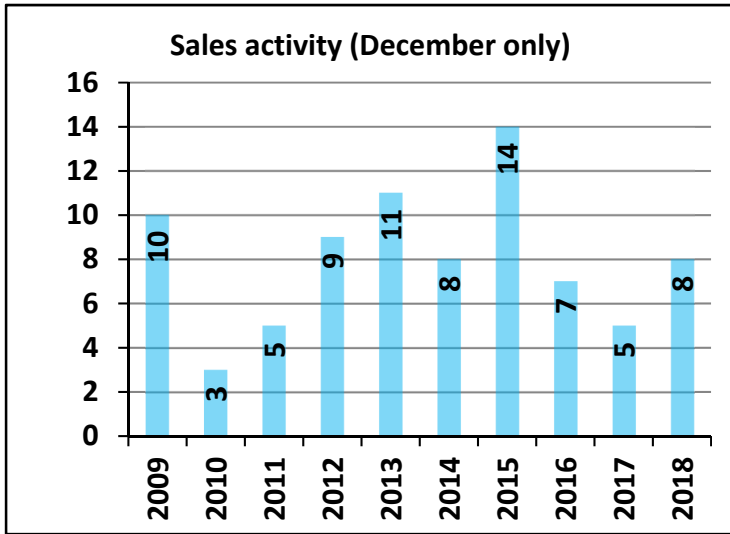
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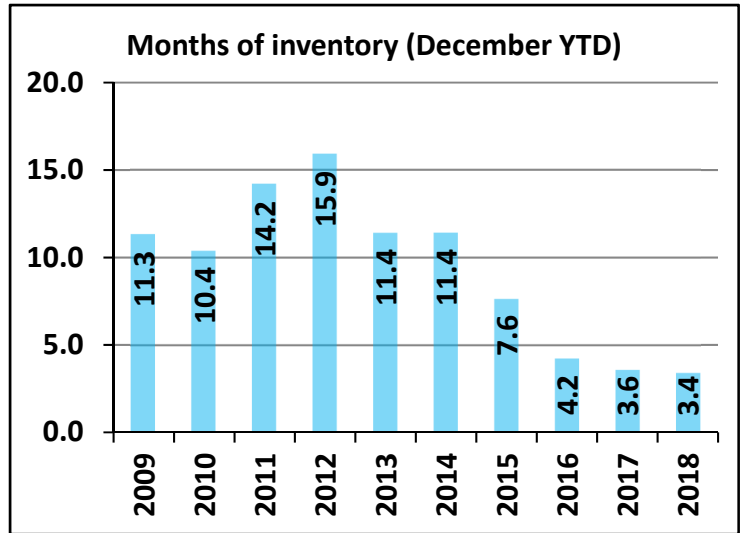
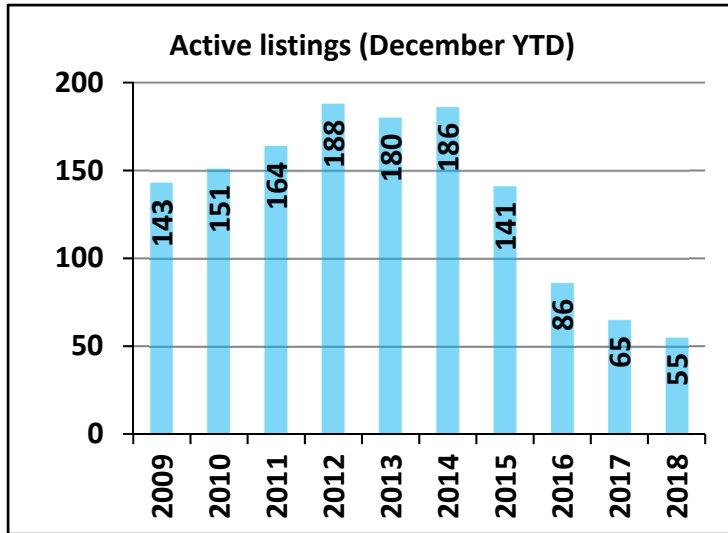
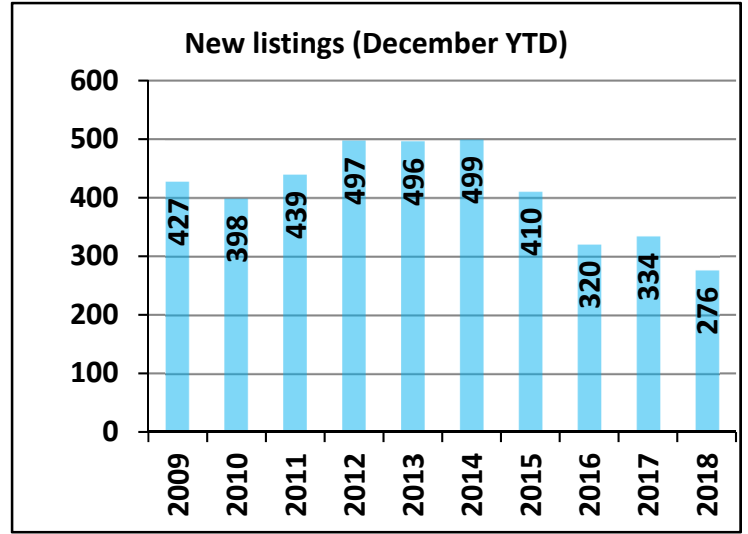
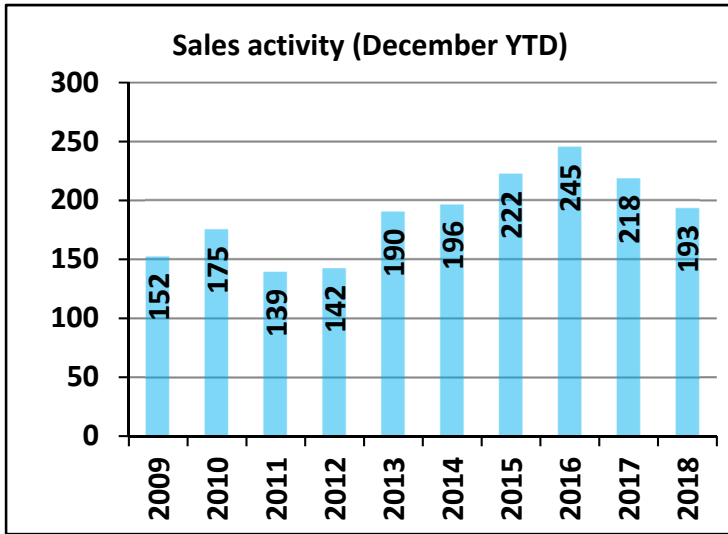
Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity



Meaford (Muni)

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	8	60.0	14.3	-42.9	-27.3	60.0	60.0
Dollar Volume	\$3,954,500	65.2	48.4	-20.0	55.3	159.0	103.5
New Listings	7	40.0	75.0	-56.3	-46.2	-61.1	-46.2
Active Listings	34	9.7	9.7	-58.5	-71.7	-71.9	-60.9
Sales to New Listings Ratio¹	114.3	100.0	175.0	87.5	84.6	27.8	38.5
Months of Inventory²	4.3	6.2	4.4	5.9	10.9	24.2	17.4
Average Price	\$494,313	3.2	29.8	40.0	113.5	61.9	27.2

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	193	-11.5	-21.2	-13.1	1.6	38.8	1.0
Dollar Volume	\$81,035,105	-10.5	-2.8	14.2	60.3	95.6	69.9
New Listings	276	-17.4	-13.8	-32.7	-44.4	-37.1	-30.7
Active Listings³	55	-15.4	-36.0	-61.0	-69.4	-66.5	-53.0
Sales to New Listings Ratio⁴	69.9	65.3	76.6	54.1	38.3	31.7	48.0
Months of Inventory⁵	3.4	3.6	4.2	7.6	11.4	14.2	7.4
Average Price	\$419,871	1.1	23.3	31.3	57.8	40.9	68.1

¹ Sales / new listings * 100

² Active listings at month end / monthly sales

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

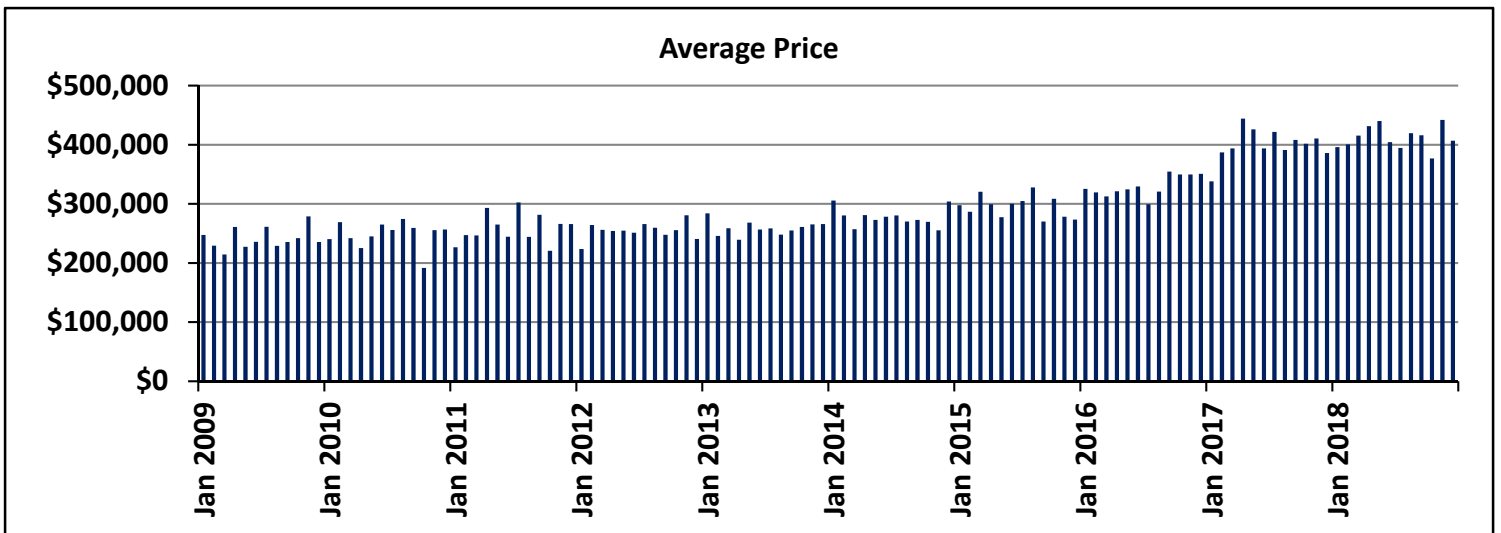
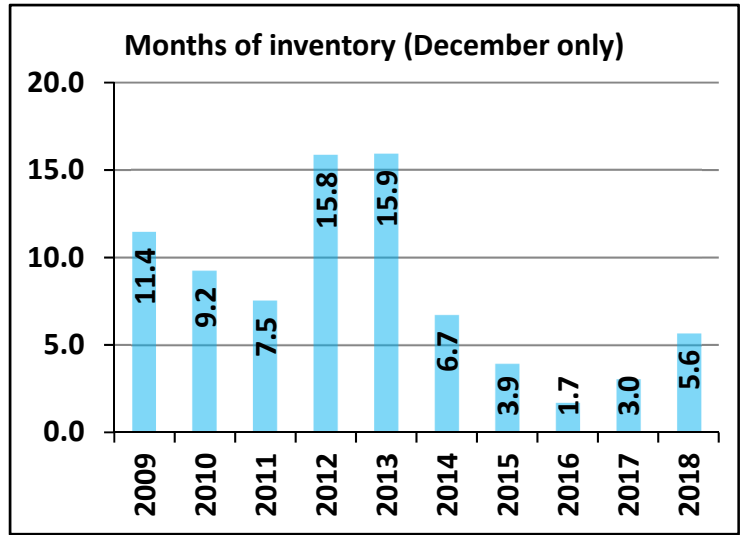
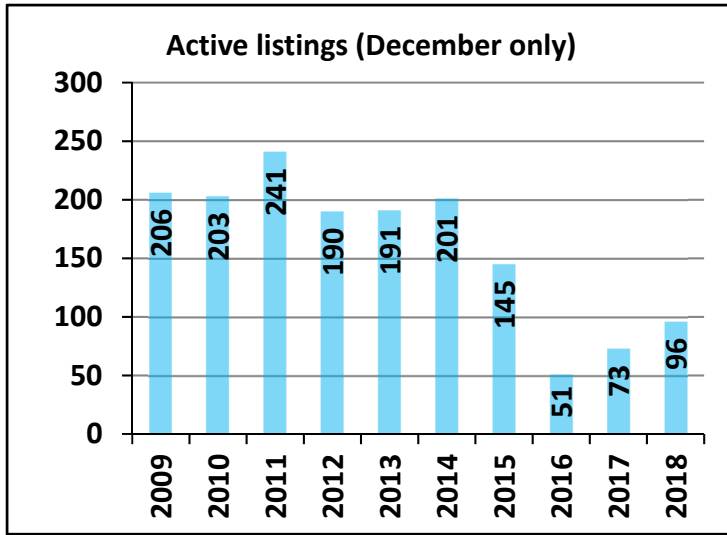
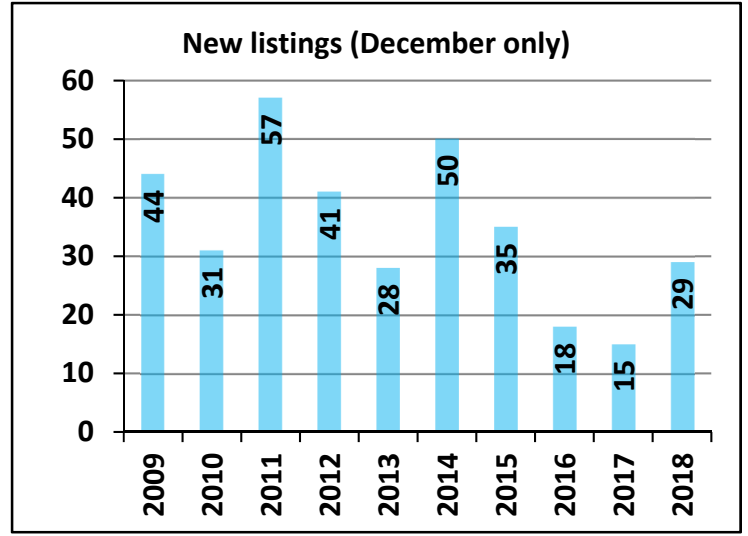
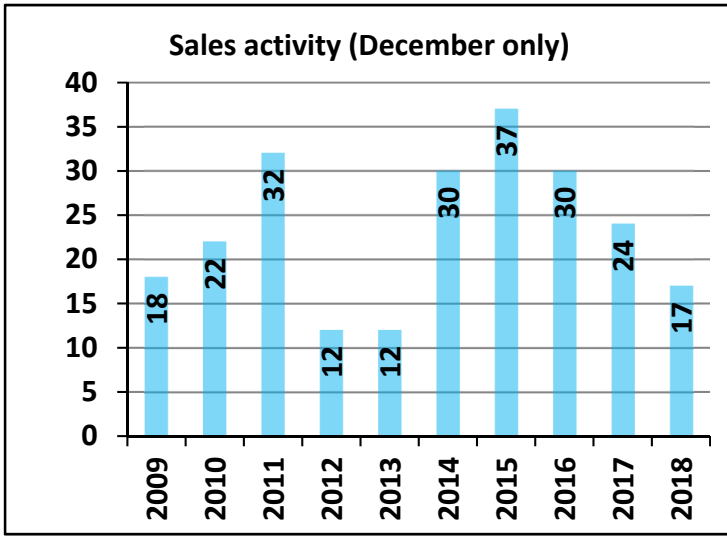
⁴ Sum of sales from January to current month / sum of new listings from January to current month

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

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

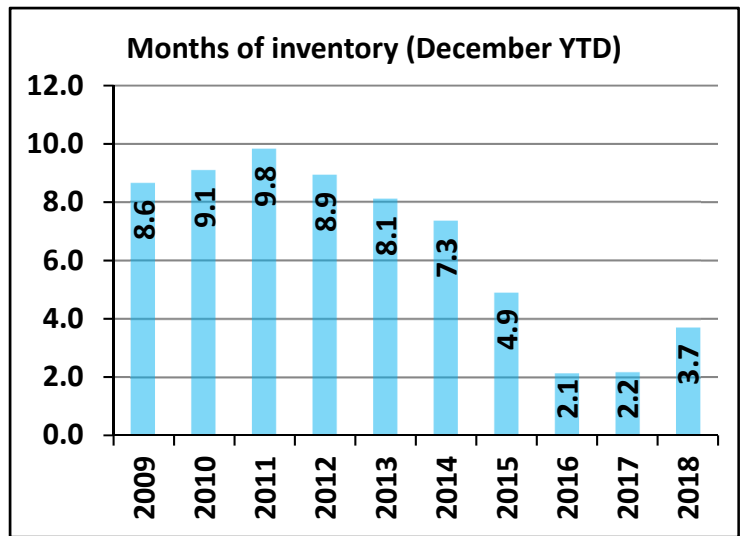
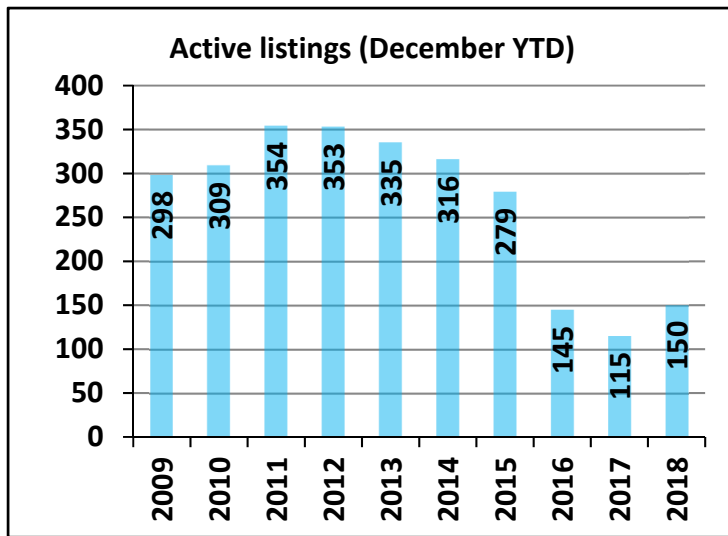
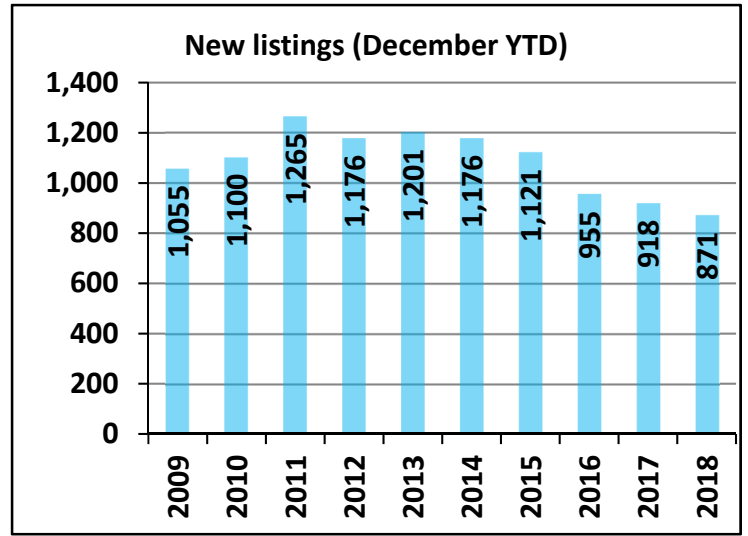
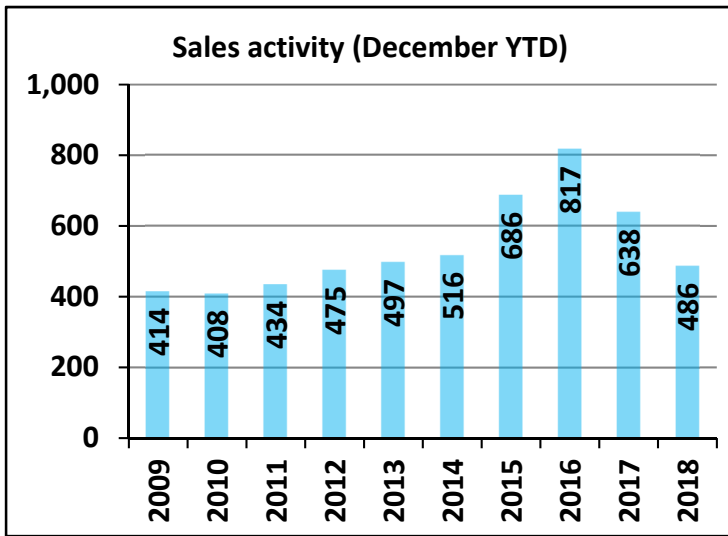
Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity



Wasaga Beach

Residential Market Activity

Actual	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017	December 2016	December 2015	December 2013	December 2011	December 2008
Sales Activity	17	-29.2	-43.3	-54.1	41.7	-46.9	112.5
Dollar Volume	\$6,913,000	-25.4	-34.3	-31.7	116.8	-18.7	308.4
New Listings	29	93.3	61.1	-17.1	3.6	-49.1	-17.1
Active Listings	96	31.5	88.2	-33.8	-49.7	-60.2	-51.8
Sales to New Listings Ratio¹	58.6	160.0	166.7	105.7	42.9	56.1	22.9
Months of Inventory²	5.6	3.0	1.7	3.9	15.9	7.5	24.9
Average Price	\$406,647	5.4	16.0	48.7	53.0	53.1	92.2

Year-to-date	December 2018	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2017 YTD	December 2016 YTD	December 2015 YTD	December 2013 YTD	December 2011 YTD	December 2008 YTD
Sales Activity	486	-23.8	-40.5	-29.2	-2.2	12.0	21.8
Dollar Volume	\$201,357,798	-22.2	-24.7	-0.8	57.3	77.9	110.9
New Listings	871	-5.1	-8.8	-22.3	-27.5	-31.1	-15.0
Active Listings³	150	30.4	3.4	-46.2	-55.2	-57.6	-44.6
Sales to New Listings Ratio⁴	55.8	69.5	85.5	61.2	41.4	34.3	38.9
Months of Inventory⁵	3.7	2.2	2.1	4.9	8.1	9.8	8.1
Average Price	\$414,316	2.2	26.5	40.1	60.8	58.9	73.2

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