



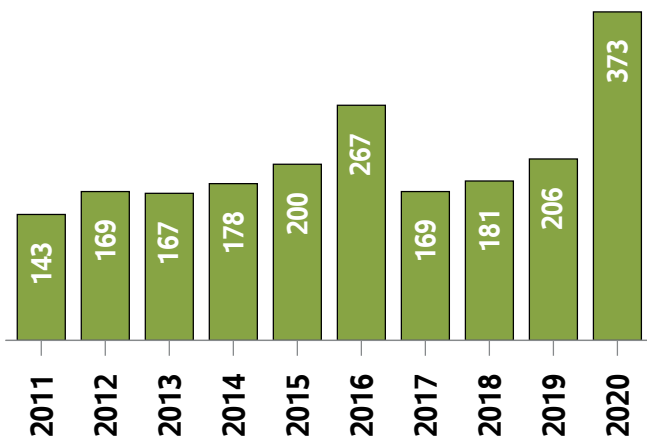
## **Western District Residential Market Activity Report August 2020**



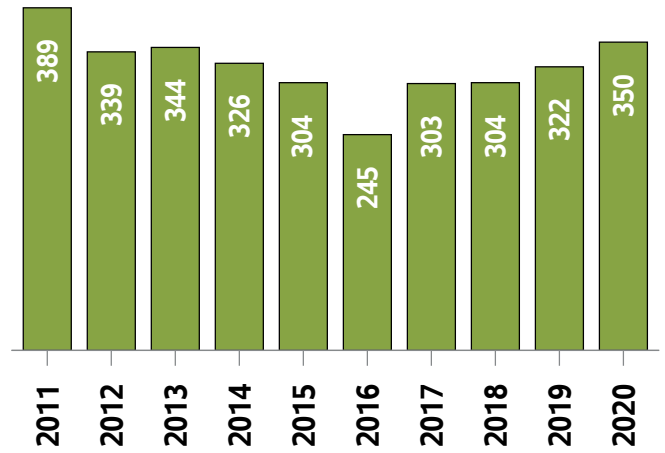
Prepared for the Southern Georgian Bay Association of REALTORS by the Canadian Real Estate Association

## Western District MLS® Residential Market Activity

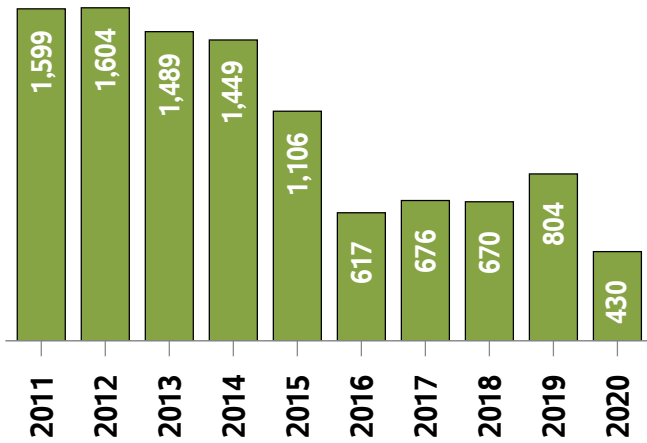
Sales Activity (August only)



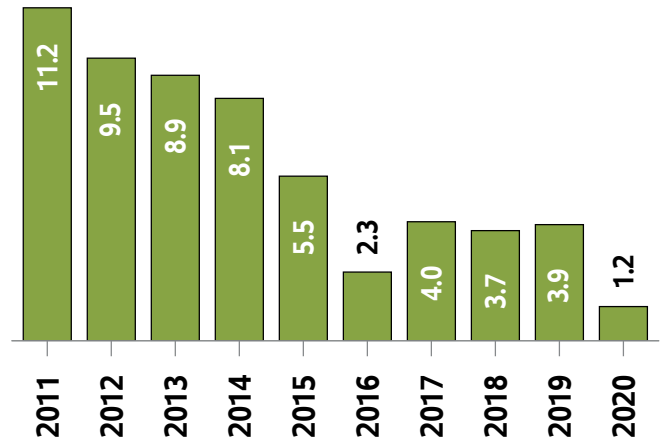
New Listings (August only)



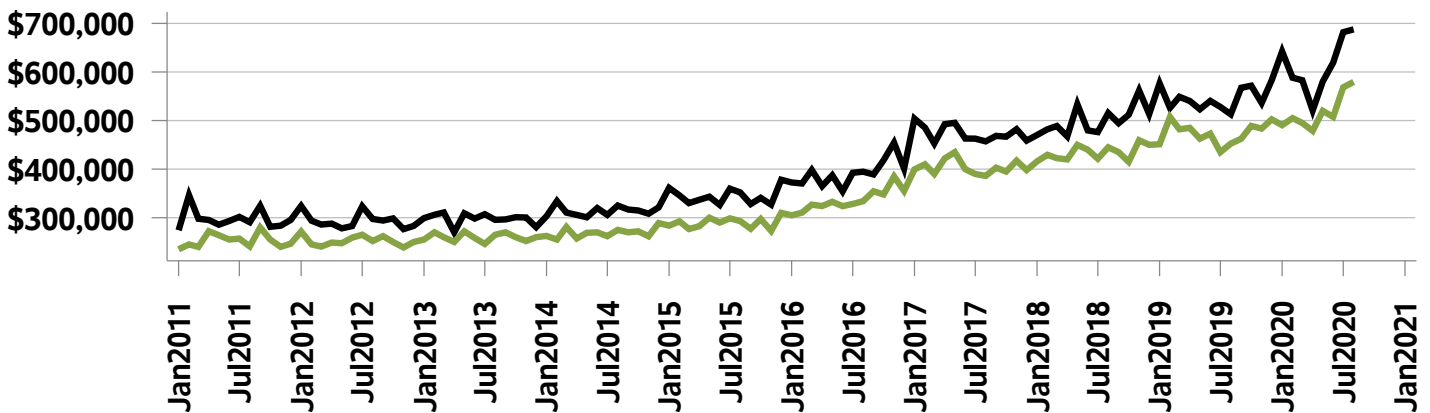
Active Listings (August only)



Months of Inventory (August only)

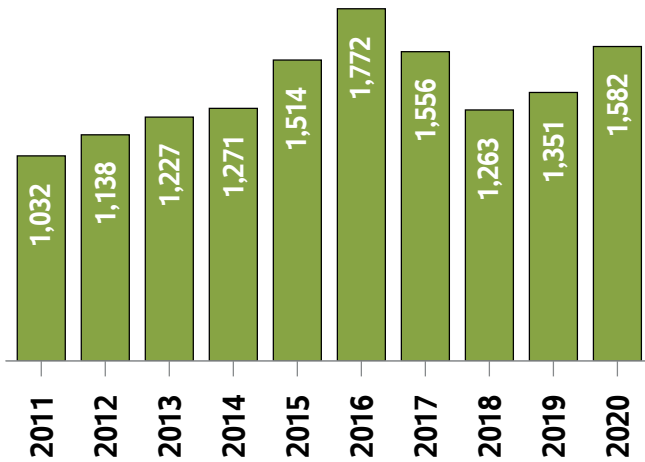


Average Price and Median Price

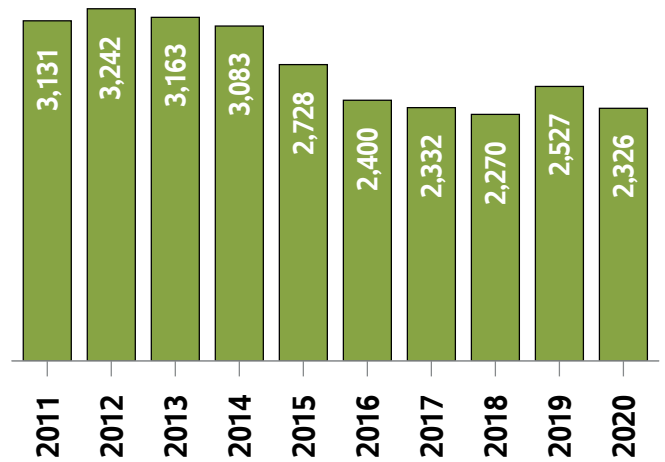


## Western District MLS® Residential Market Activity

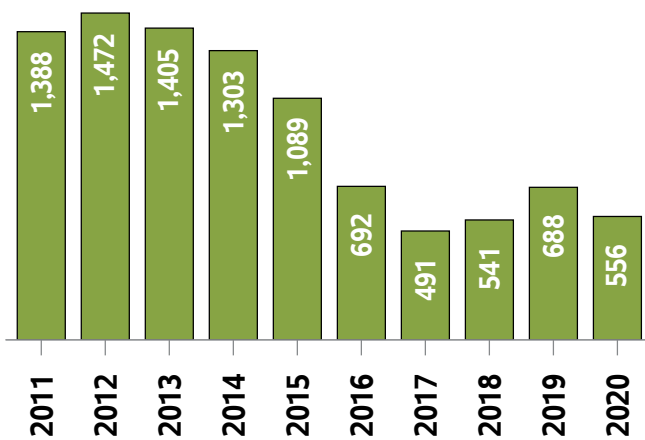
Sales Activity (August Year-to-date)



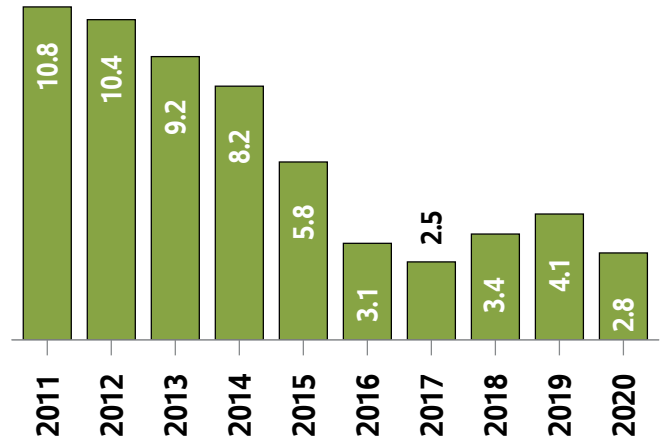
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

## Western District MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	373	81.1	106.1	120.7	86.5	123.4	123.4
Dollar Volume	\$256,503,603	142.8	174.9	232.0	264.3	419.6	393.5
New Listings	350	8.7	15.1	15.5	15.1	1.7	8.0
Active Listings	430	-46.5	-35.8	-36.4	-61.1	-71.1	-70.0
Sales to New Listings Ratio <sup>1</sup>	106.6	64.0	59.5	55.8	65.8	48.5	51.5
Months of Inventory <sup>2</sup>	1.2	3.9	3.7	4.0	5.5	8.9	8.6
Average Price	\$687,677	34.1	33.4	50.4	95.3	132.6	121.0
Median Price	\$579,500	28.1	30.2	50.1	97.8	118.7	136.5
Sales to List Price Ratio	99.5	97.3	97.5	97.7	96.6	95.3	95.3
Median Days on Market	21.0	38.5	32.0	26.0	54.0	72.0	68.0
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	1,582	17.1	25.3	1.7	4.5	28.9	46.3
Dollar Volume	\$1,010,200,318	40.1	62.7	36.4	94.4	174.8	217.6
New Listings	2,326	-8.0	2.5	-0.3	-14.7	-26.5	-22.2
Active Listings <sup>3</sup>	556	-19.1	2.9	13.3	-48.9	-60.4	-58.2
Sales to New Listings Ratio <sup>4</sup>	68.0	53.5	55.6	66.7	55.5	38.8	36.2
Months of Inventory <sup>5</sup>	2.8	4.1	3.4	2.5	5.8	9.2	9.8
Average Price	\$638,559	19.7	29.9	34.2	86.0	113.2	117.0
Median Price	\$539,450	15.3	24.7	32.1	86.0	107.5	118.4
Sales to List Price Ratio	98.3	97.5	97.9	99.3	96.6	95.8	95.8
Median Days on Market	26.0	31.0	25.0	17.0	51.0	57.0	57.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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.

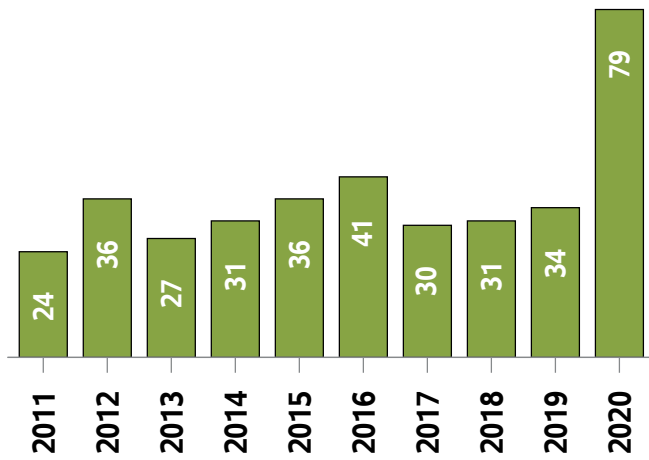
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

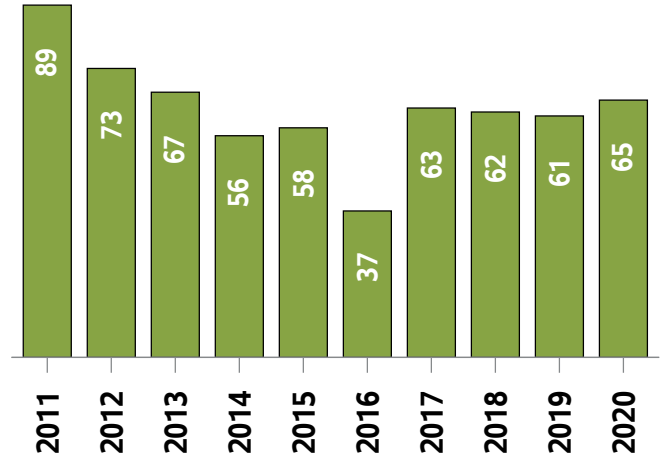
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Blue Mountains MLS® Residential Market Activity

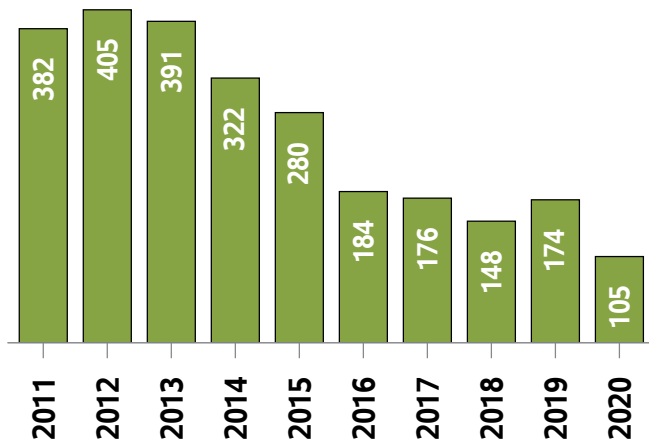
Sales Activity (August only)



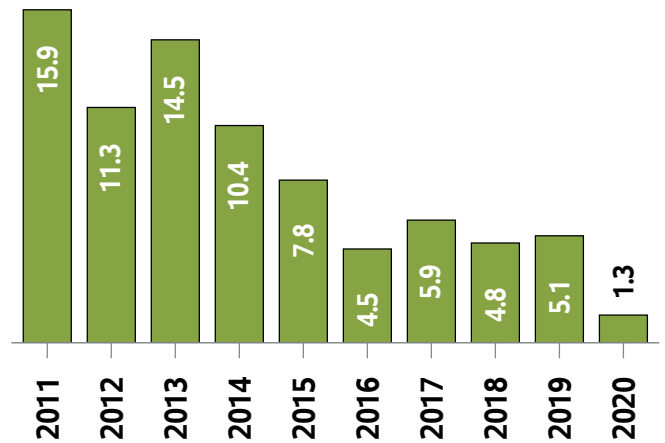
New Listings (August only)



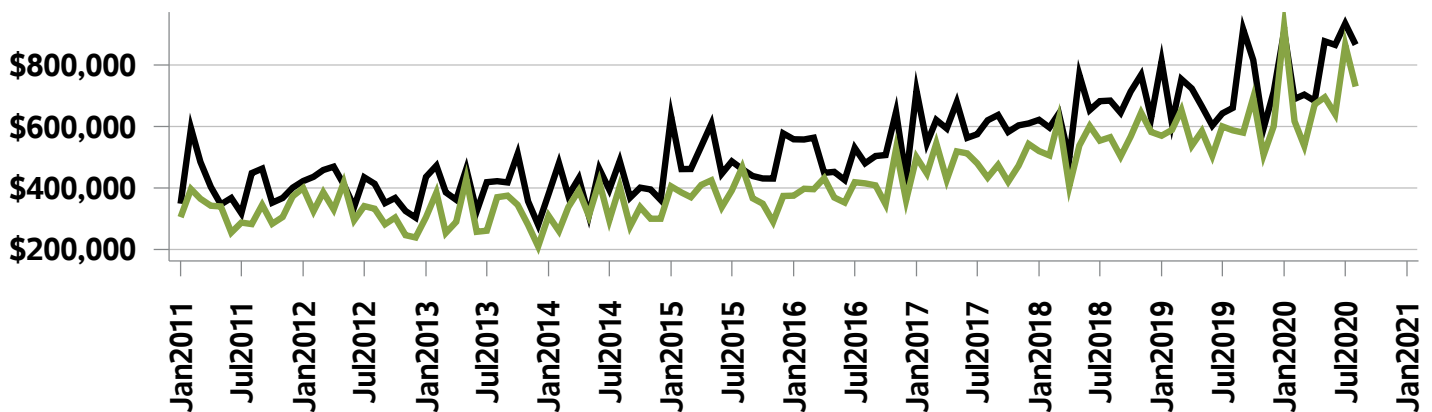
Active Listings (August only)



Months of Inventory (August only)

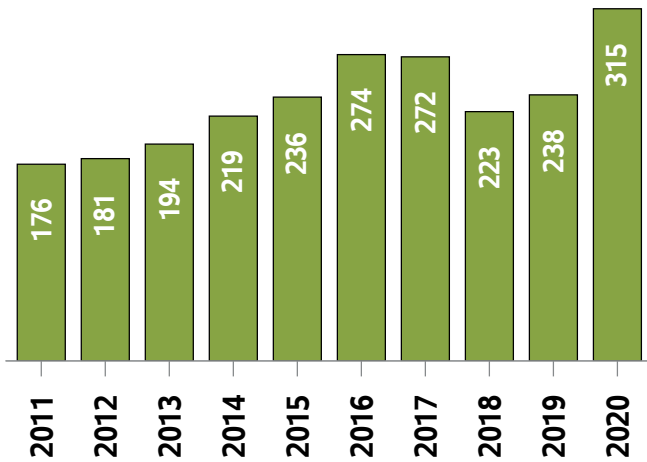


Average Price and Median Price

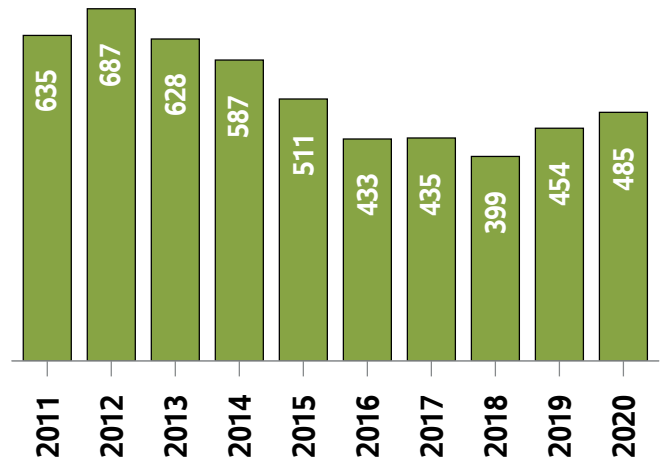


# Blue Mountains MLS® Residential Market Activity

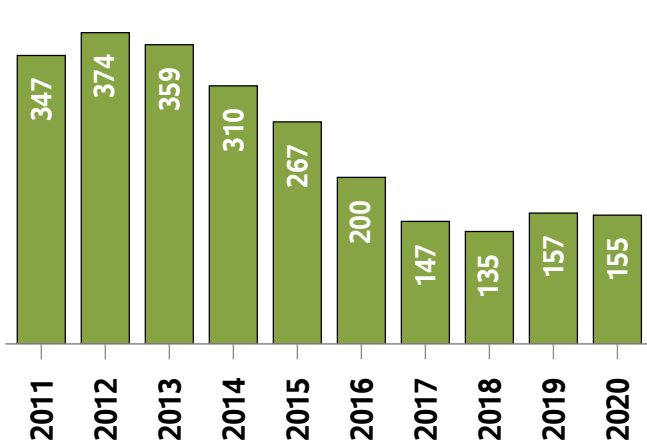
Sales Activity (August Year-to-date)



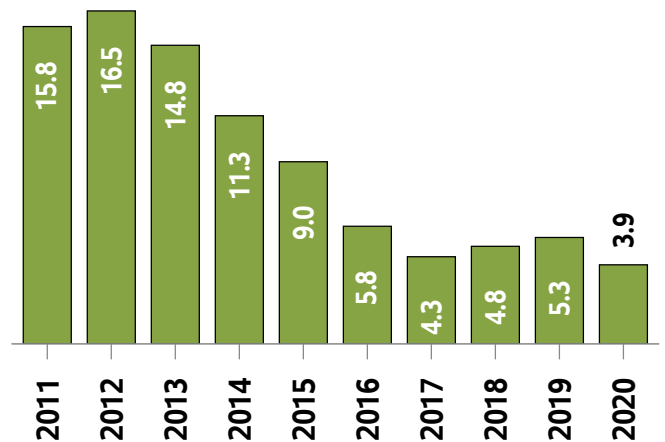
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

## Blue Mountains MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	79	132.4	154.8	163.3	119.4	192.6	192.6
Dollar Volume	\$68,421,000	204.7	222.6	267.7	311.9	500.4	485.3
New Listings	65	6.6	4.8	3.2	12.1	-3.0	4.8
Active Listings	105	-39.7	-29.1	-40.3	-62.5	-73.1	-68.0
Sales to New Listings Ratio <sup>1</sup>	121.5	55.7	50.0	47.6	62.1	40.3	43.5
Months of Inventory <sup>2</sup>	1.3	5.1	4.8	5.9	7.8	14.5	12.1
Average Price	\$866,089	31.2	26.6	39.7	87.7	105.2	100.0
Median Price	\$730,000	24.3	29.2	68.3	56.1	97.3	121.2
Sales to List Price Ratio	99.3	97.6	97.3	97.6	96.4	95.5	94.5
Median Days on Market	21.0	41.5	55.0	19.5	100.5	113.0	84.0
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	315	32.4	41.3	15.8	33.5	62.4	85.3
Dollar Volume	\$266,667,532	64.0	85.8	59.4	124.9	232.6	273.9
New Listings	485	6.8	21.6	11.5	-5.1	-22.8	-15.4
Active Listings <sup>3</sup>	155	-1.6	14.5	5.1	-42.0	-56.9	-51.2
Sales to New Listings Ratio <sup>4</sup>	64.9	52.4	55.9	62.5	46.2	30.9	29.7
Months of Inventory <sup>5</sup>	3.9	5.3	4.8	4.3	9.0	14.8	14.9
Average Price	\$846,564	23.9	31.5	37.6	68.5	104.9	101.8
Median Price	\$715,000	21.8	33.9	46.8	82.9	116.7	118.7
Sales to List Price Ratio	98.0	97.7	97.9	98.0	95.7	94.5	94.7
Median Days on Market	28.0	34.0	29.0	30.0	75.5	73.5	74.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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.

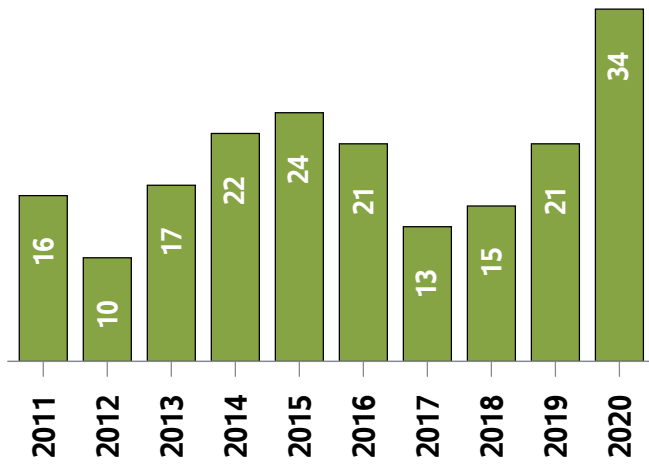
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

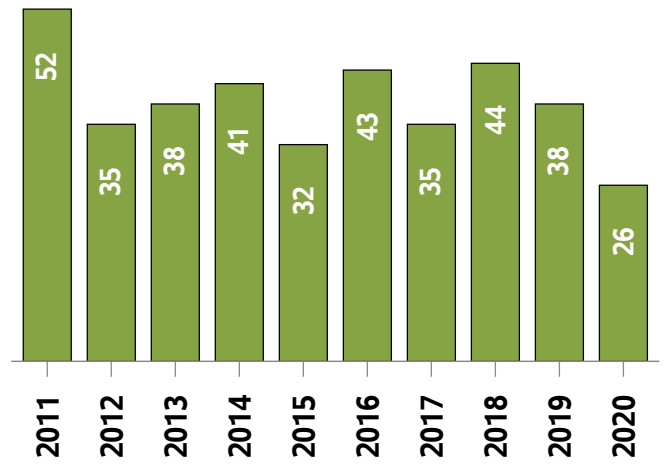
# Clearview

## MLS® Residential Market Activity

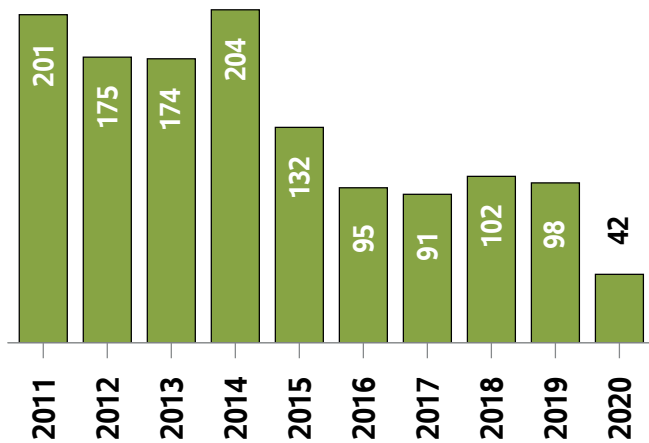
Sales Activity (August only)



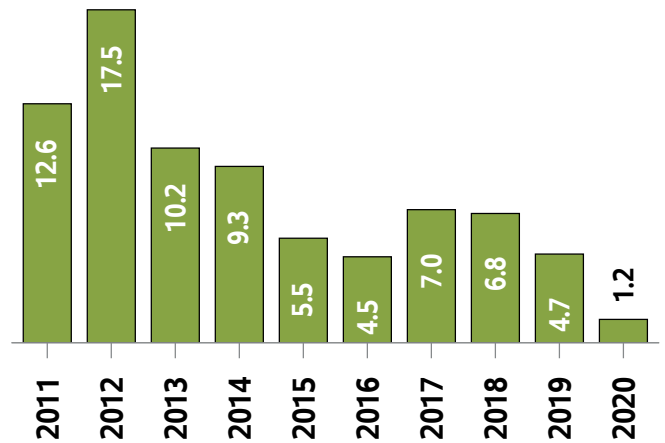
New Listings (August only)



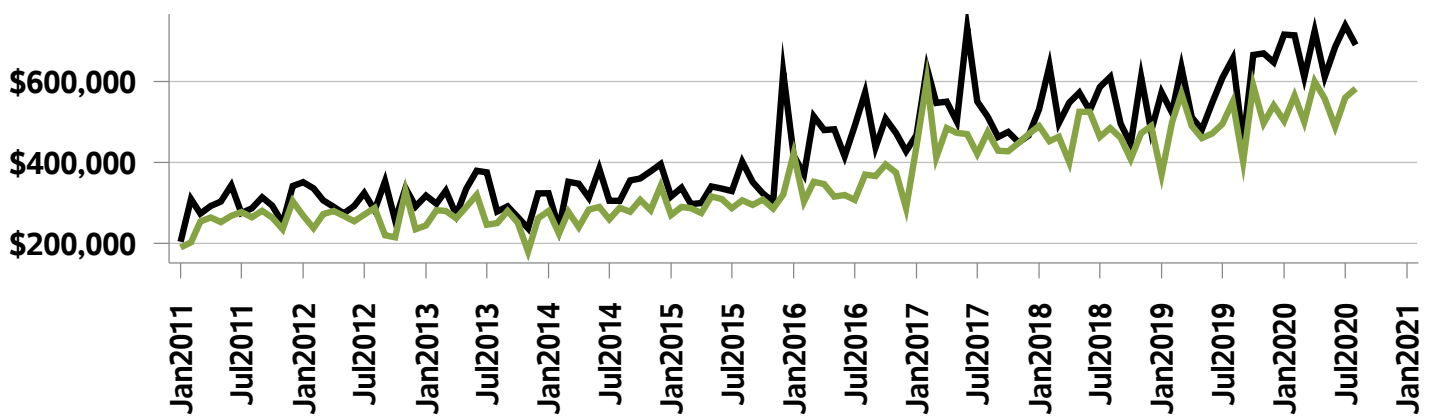
Active Listings (August only)



Months of Inventory (August only)



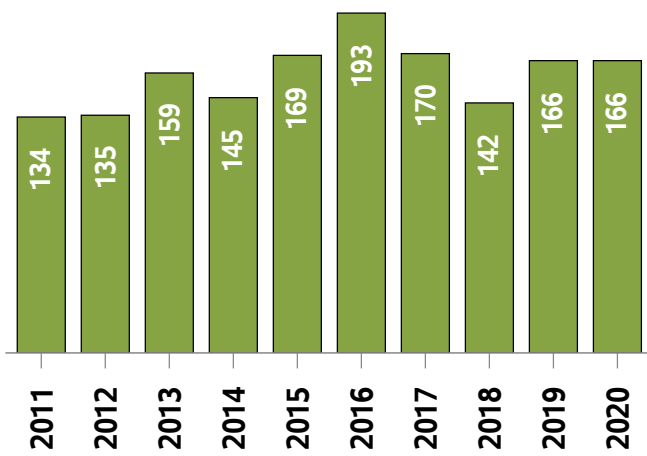
Average Price and Median Price



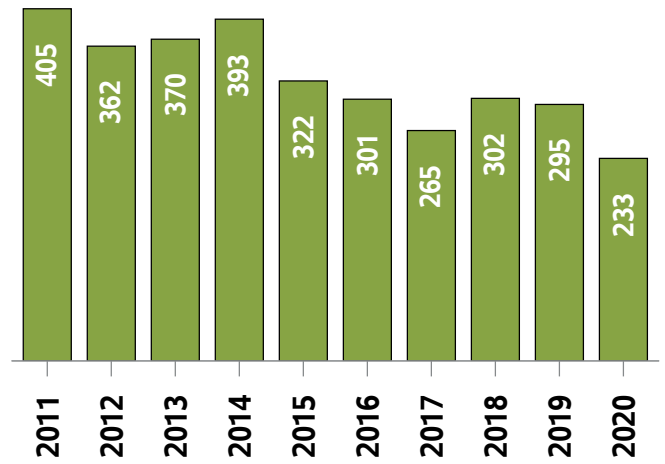


# Clearview MLS® Residential Market Activity

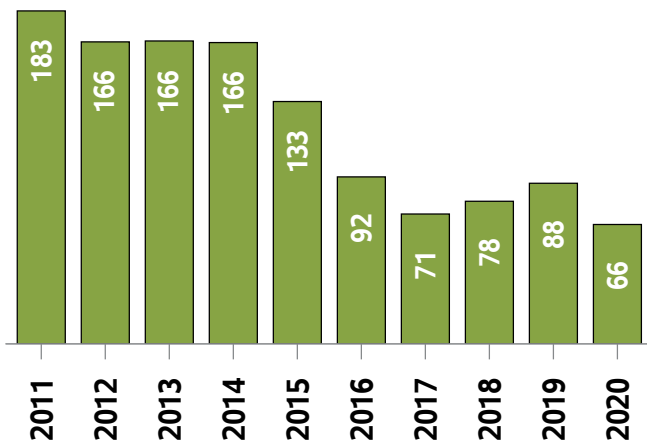
Sales Activity (August Year-to-date)



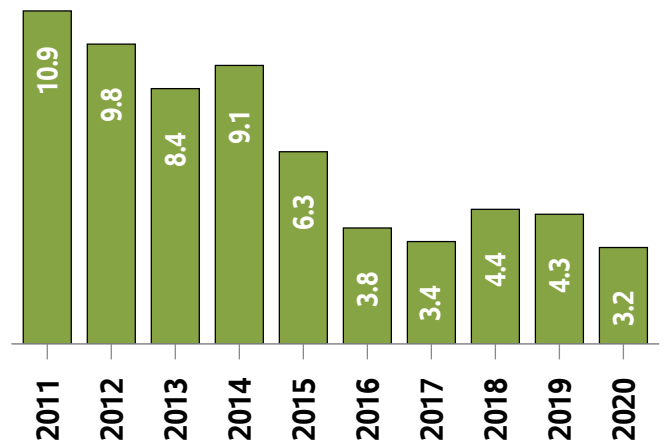
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

# Clearview MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	34	61.9	126.7	161.5	41.7	100.0	54.5
Dollar Volume	\$23,480,050	70.3	156.1	252.0	143.6	395.4	162.0
New Listings	26	-31.6	-40.9	-25.7	-18.8	-31.6	-27.8
Active Listings	42	-57.1	-58.8	-53.8	-68.2	-75.9	-79.9
Sales to New Listings Ratio <sup>1</sup>	130.8	55.3	34.1	37.1	75.0	44.7	61.1
Months of Inventory <sup>2</sup>	1.2	4.7	6.8	7.0	5.5	10.2	9.5
Average Price	\$690,590	5.2	13.0	34.6	71.9	147.7	69.6
Median Price	\$582,500	5.9	20.1	22.6	90.0	133.0	106.2
Sales to List Price Ratio	99.9	94.9	96.4	95.9	96.2	95.0	94.6
Median Days on Market	25.0	46.0	41.0	82.0	45.5	68.0	94.5
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	166	0.0	16.9	-2.4	-1.8	4.4	9.9
Dollar Volume	\$114,786,855	21.2	46.4	20.5	103.9	119.5	118.5
New Listings	233	-21.0	-22.8	-12.1	-27.6	-37.0	-41.6
Active Listings <sup>3</sup>	66	-25.6	-16.3	-8.1	-50.7	-60.6	-65.4
Sales to New Listings Ratio <sup>4</sup>	71.2	56.3	47.0	64.2	52.5	43.0	37.8
Months of Inventory <sup>5</sup>	3.2	4.3	4.4	3.4	6.3	8.4	10.1
Average Price	\$691,487	21.2	25.2	23.4	107.6	110.2	98.7
Median Price	\$547,500	12.2	12.9	16.5	88.8	110.6	99.1
Sales to List Price Ratio	98.2	96.8	97.5	98.2	96.5	95.9	95.7
Median Days on Market	28.5	41.0	35.0	21.5	43.0	51.0	57.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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.

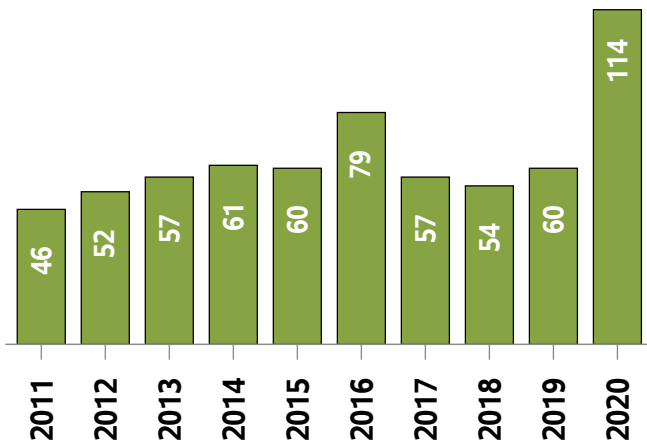
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

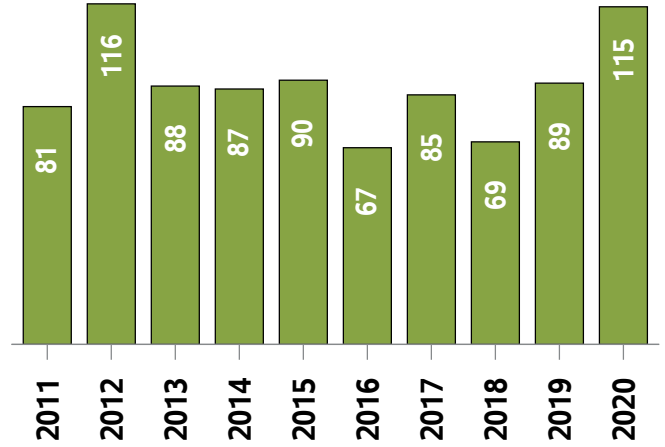
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

# Collingwood MLS® Residential Market Activity

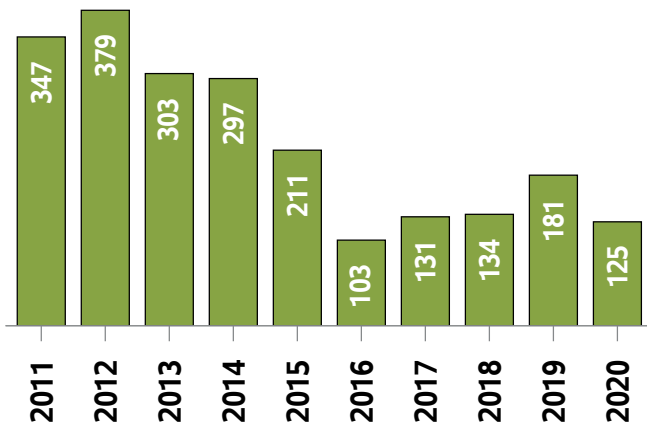
Sales Activity (August only)



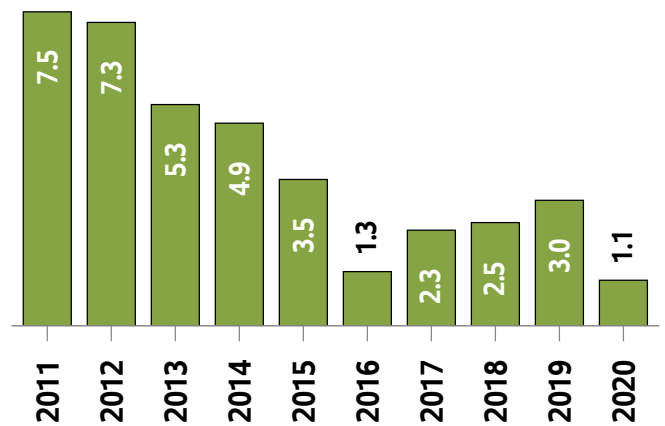
New Listings (August only)



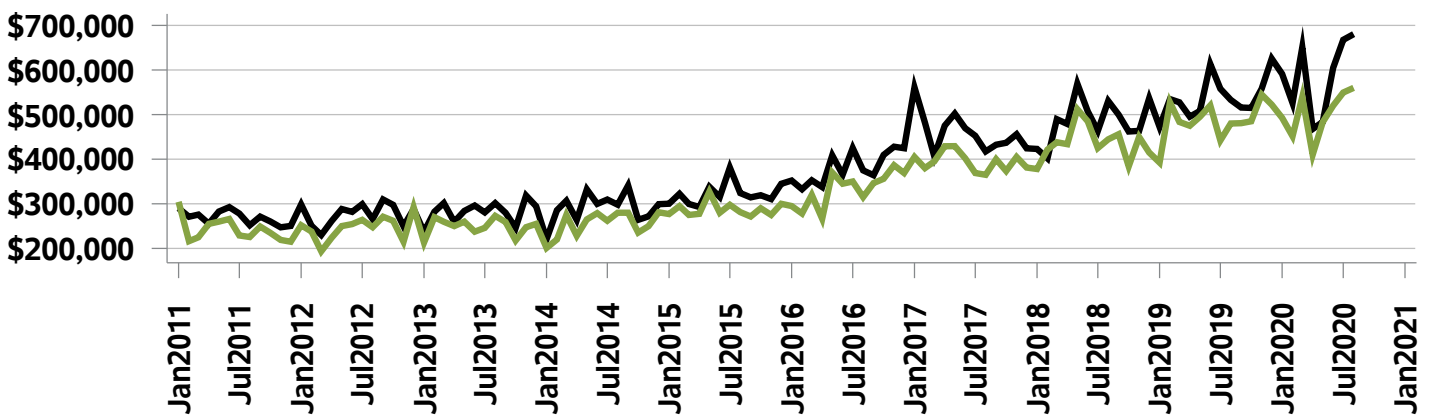
Active Listings (August only)



Months of Inventory (August only)

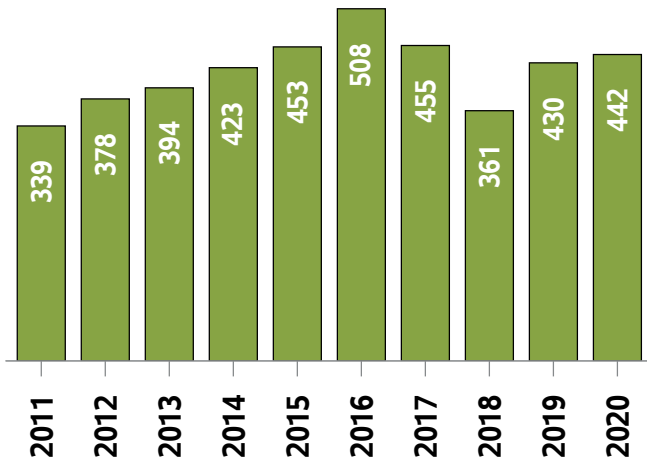


Average Price and Median Price

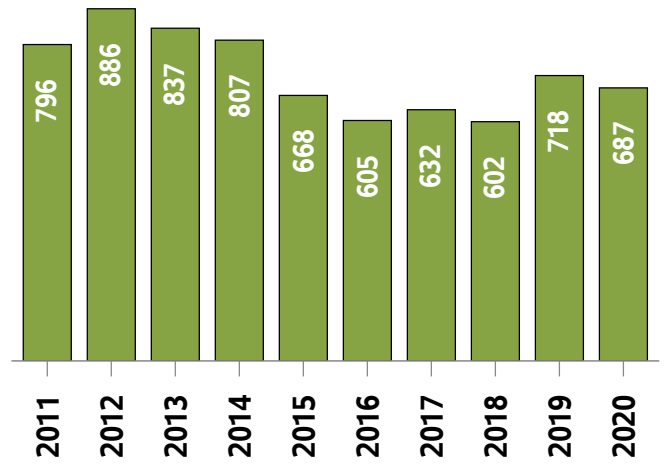


# Collingwood MLS® Residential Market Activity

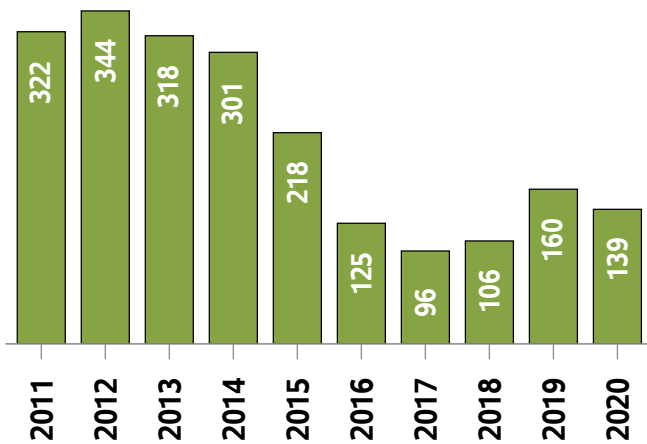
Sales Activity (August Year-to-date)



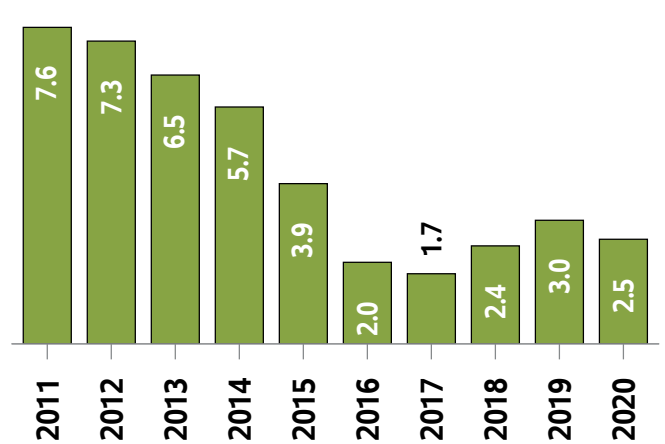
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

## Collingwood MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	114	90.0	111.1	100.0	90.0	100.0	107.3
Dollar Volume	\$77,564,975	142.5	170.7	226.0	299.0	351.3	448.5
New Listings	115	29.2	66.7	35.3	27.8	30.7	12.7
Active Listings	125	-30.9	-6.7	-4.6	-40.8	-58.7	-64.6
Sales to New Listings Ratio <sup>1</sup>	99.1	67.4	78.3	67.1	66.7	64.8	53.9
Months of Inventory <sup>2</sup>	1.1	3.0	2.5	2.3	3.5	5.3	6.4
Average Price	\$680,395	27.6	28.2	63.0	110.0	125.7	164.6
Median Price	\$559,950	16.7	26.0	53.4	99.0	105.1	166.6
Sales to List Price Ratio	99.2	97.9	97.8	98.7	96.8	96.1	95.6
Median Days on Market	27.5	28.5	37.0	22.0	36.5	70.0	58.0
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	442	2.8	22.4	-2.9	-2.4	12.2	28.9
Dollar Volume	\$273,169,785	18.2	53.9	29.2	85.5	145.9	213.6
New Listings	687	-4.3	14.1	8.7	2.8	-17.9	-19.8
Active Listings <sup>3</sup>	139	-13.0	30.7	44.8	-36.3	-56.3	-57.2
Sales to New Listings Ratio <sup>4</sup>	64.3	59.9	60.0	72.0	67.8	47.1	40.0
Months of Inventory <sup>5</sup>	2.5	3.0	2.4	1.7	3.9	6.5	7.6
Average Price	\$618,031	15.0	25.7	33.0	90.2	119.2	143.3
Median Price	\$530,000	10.4	21.0	32.5	82.8	112.0	140.9
Sales to List Price Ratio	98.4	98.1	98.6	100.0	96.9	96.1	95.9
Median Days on Market	26.0	25.0	19.0	16.0	45.0	53.0	51.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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.

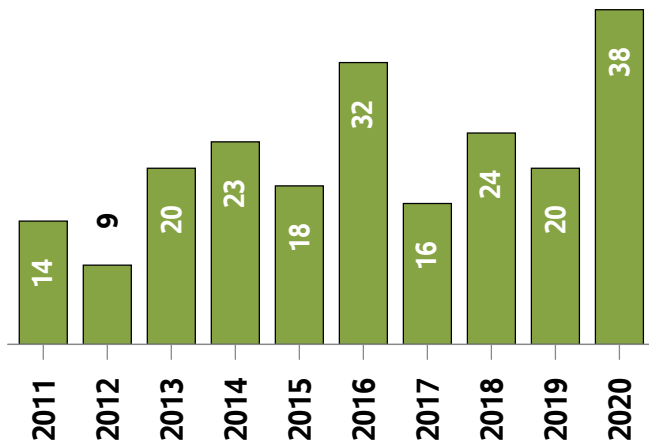
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.

<sup>5</sup> 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.

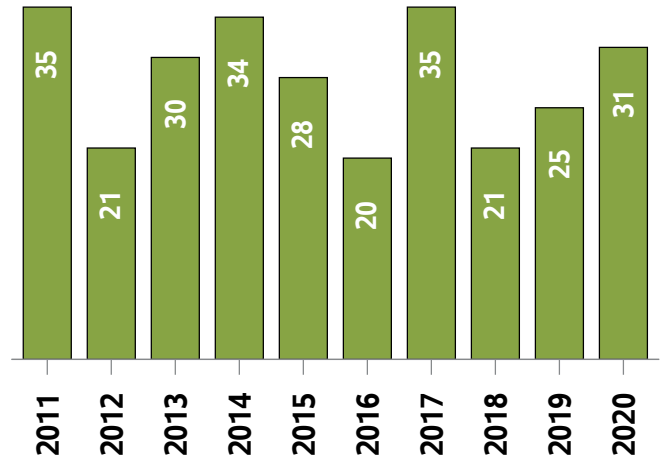
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

## Meaford (MUNI) MLS® Residential Market Activity

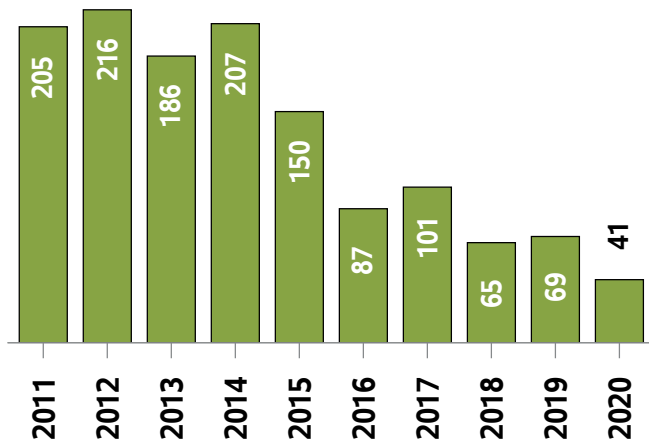
Sales Activity (August only)



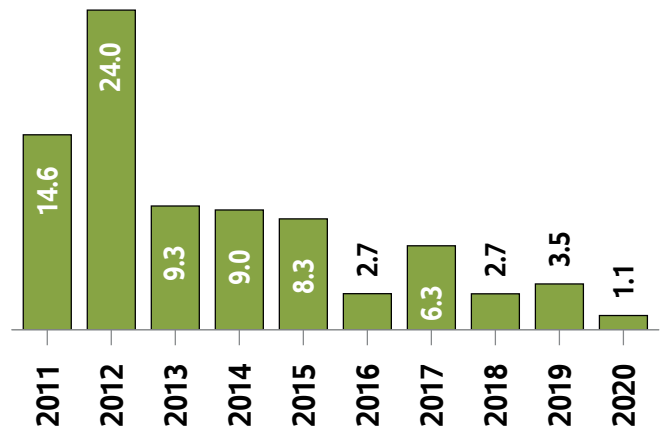
New Listings (August only)



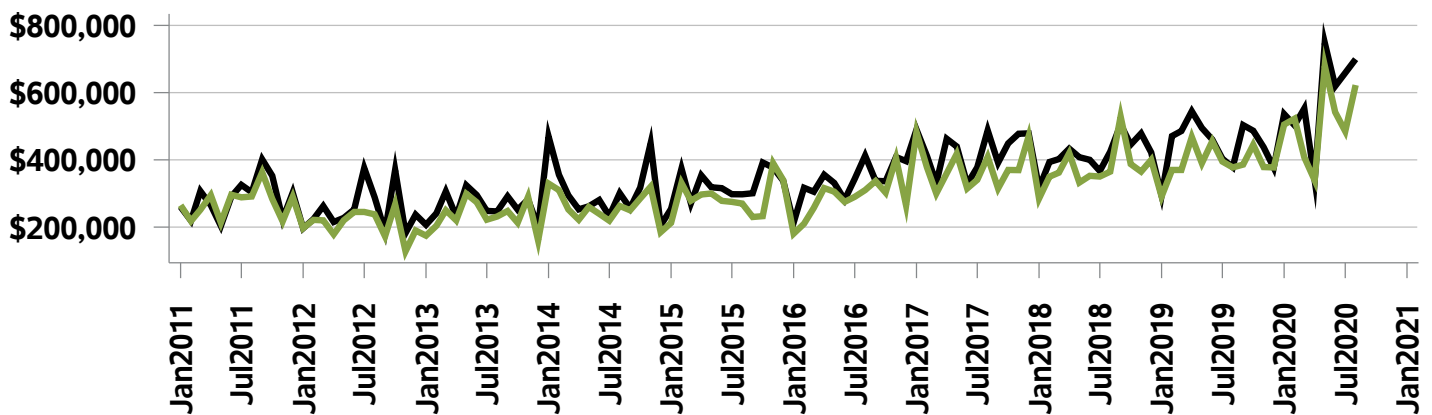
Active Listings (August only)



Months of Inventory (August only)



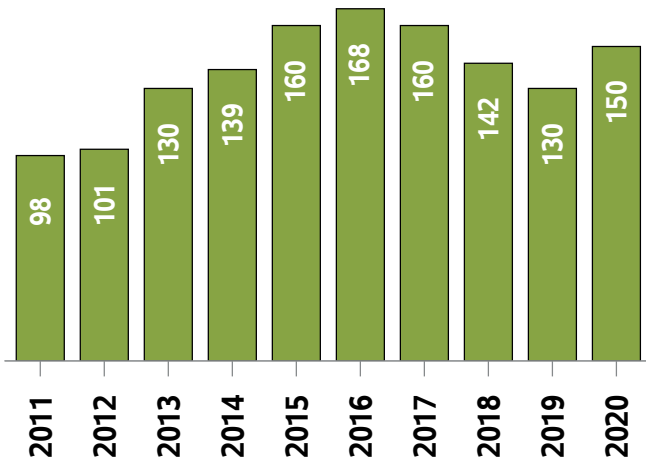
Average Price and Median Price



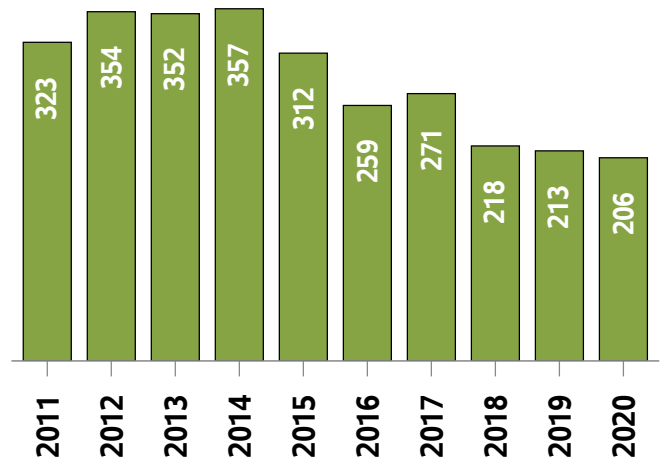
# Meaford (MUNI)

## MLS® Residential Market Activity

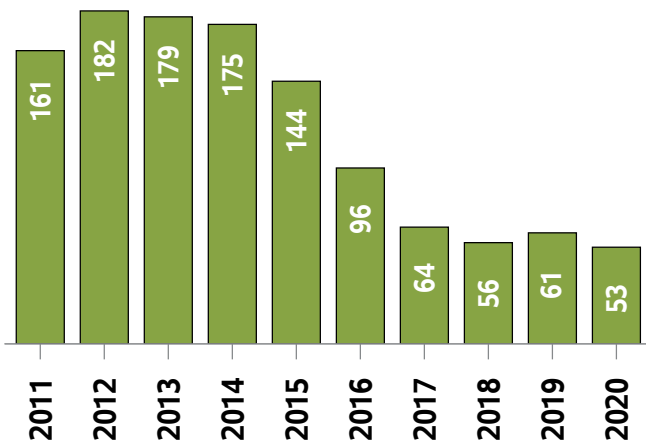
Sales Activity (August Year-to-date)



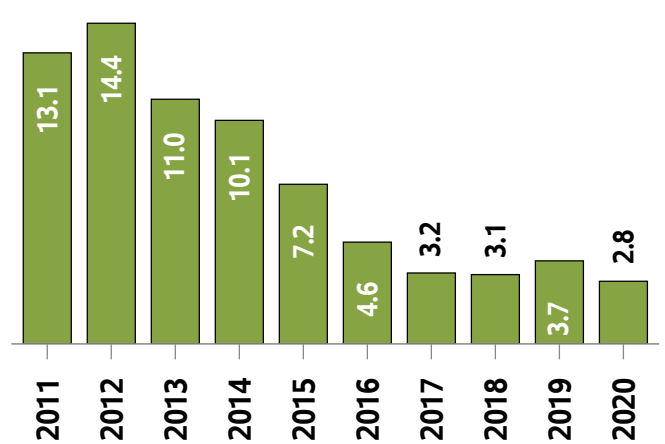
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

## Meaford (MUNI) MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	38	90.0	58.3	137.5	111.1	90.0	46.2
Dollar Volume	\$26,582,600	251.5	161.1	240.7	396.3	438.9	259.4
New Listings	31	24.0	47.6	-11.4	10.7	3.3	-13.9
Active Listings	41	-40.6	-36.9	-59.4	-72.7	-78.0	-77.3
Sales to New Listings Ratio <sup>1</sup>	122.6	80.0	114.3	45.7	64.3	66.7	72.2
Months of Inventory <sup>2</sup>	1.1	3.5	2.7	6.3	8.3	9.3	7.0
Average Price	\$699,542	85.0	64.9	43.4	135.1	183.7	145.9
Median Price	\$622,500	64.9	70.5	52.3	130.6	168.9	164.3
Sales to List Price Ratio	99.1	96.2	97.3	96.7	94.6	95.4	95.5
Median Days on Market	29.5	29.0	30.5	22.5	88.0	77.5	98.5
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	150	15.4	5.6	-6.3	-6.3	15.4	24.0
Dollar Volume	\$95,825,927	64.3	67.7	47.8	93.2	171.2	198.6
New Listings	206	-3.3	-5.5	-24.0	-34.0	-41.5	-31.8
Active Listings <sup>3</sup>	53	-12.9	-4.5	-17.2	-63.2	-70.4	-66.6
Sales to New Listings Ratio <sup>4</sup>	72.8	61.0	65.1	59.0	51.3	36.9	40.1
Months of Inventory <sup>5</sup>	2.8	3.7	3.1	3.2	7.2	11.0	10.5
Average Price	\$638,840	42.4	58.8	57.6	106.1	135.1	140.8
Median Price	\$546,950	41.1	52.5	54.9	95.9	111.6	128.8
Sales to List Price Ratio	97.7	96.8	97.8	97.7	95.2	95.5	96.2
Median Days on Market	28.0	28.5	28.0	20.5	67.5	78.5	76.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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.

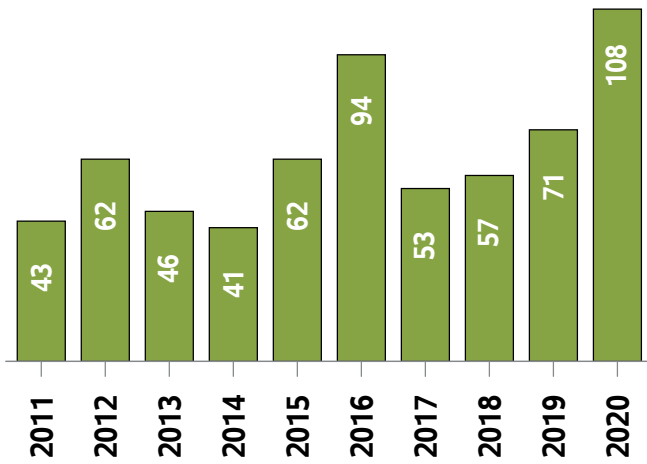
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

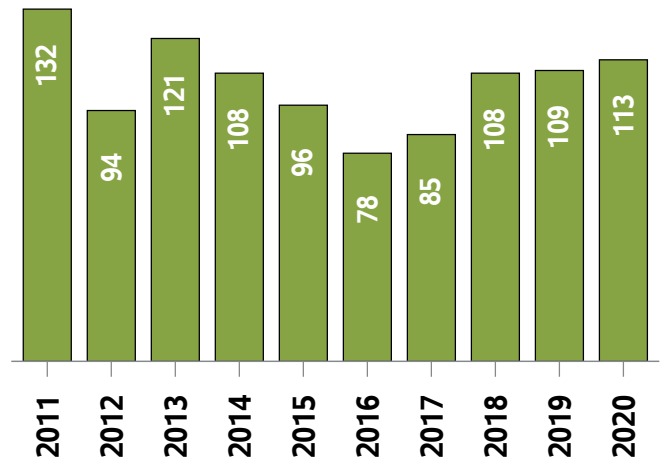


# Wasaga Beach MLS® Residential Market Activity

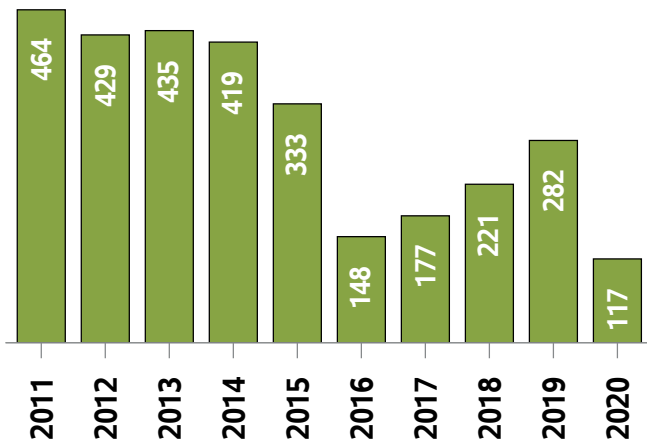
Sales Activity (August only)



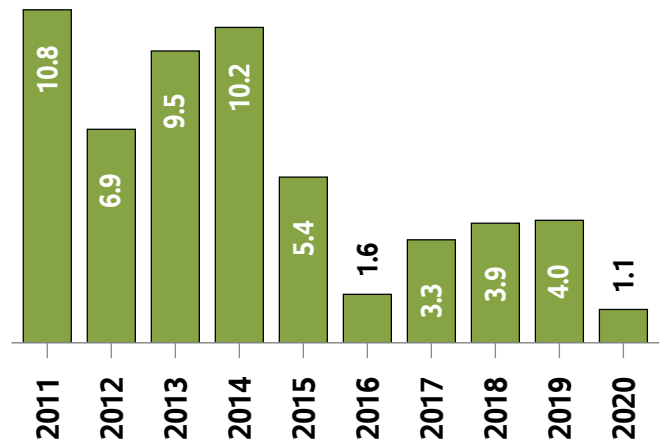
New Listings (August only)



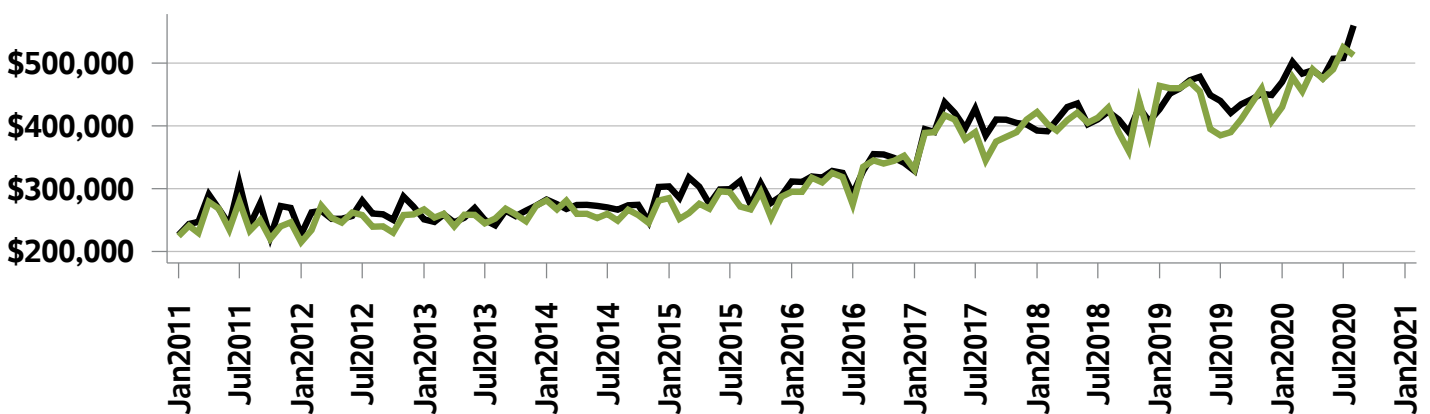
Active Listings (August only)



Months of Inventory (August only)

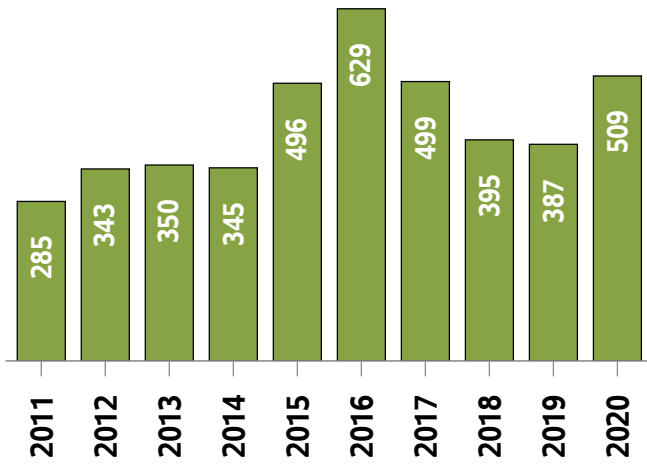


Average Price and Median Price

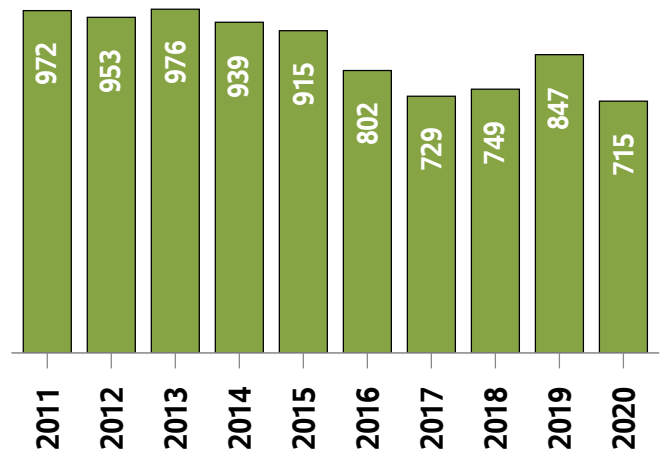


# Wasaga Beach MLS® Residential Market Activity

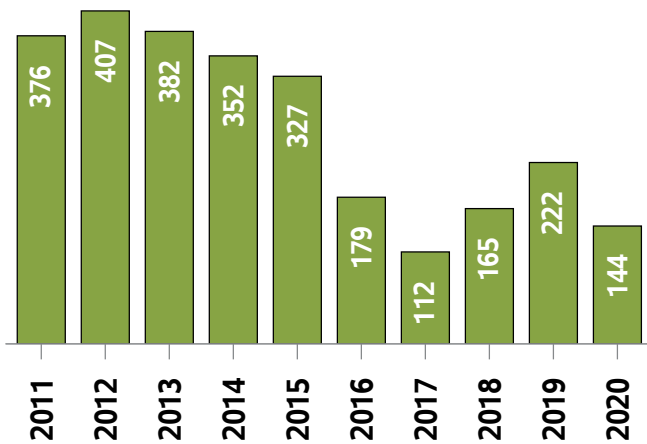
Sales Activity (August Year-to-date)



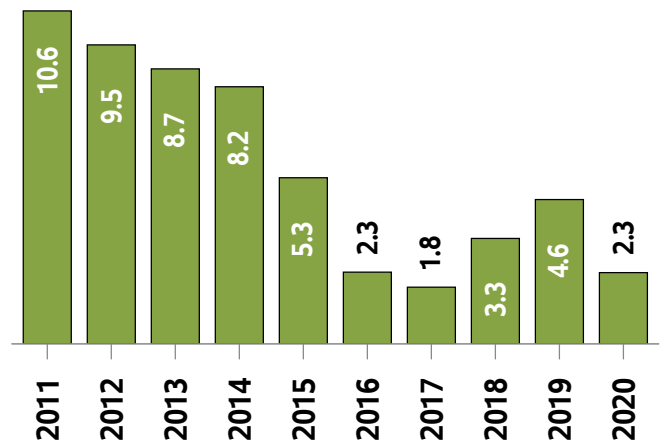
New Listings (August Year-to-date)



Active Listings <sup>1</sup> (August Year-to-date)



Months of Inventory <sup>2</sup> (August Year-to-date)



<sup>1</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>2</sup> Average active listings January to the current month/average of sales January to the current month

## Wasaga Beach MLS® Residential Market Activity

Actual	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
<b>Sales Activity</b>	<b>108</b>	52.1	89.5	103.8	74.2	134.8	191.9
<b>Dollar Volume</b>	<b>\$60,454,978</b>	102.4	150.9	196.5	212.2	444.0	518.0
<b>New Listings</b>	<b>113</b>	3.7	4.6	32.9	17.7	-6.6	28.4
<b>Active Listings</b>	<b>117</b>	-58.5	-47.1	-33.9	-64.9	-73.1	-67.8
<b>Sales to New Listings Ratio <sup>1</sup></b>	<b>95.6</b>	65.1	52.8	62.4	64.6	38.0	42.0
<b>Months of Inventory <sup>2</sup></b>	<b>1.1</b>	4.0	3.9	3.3	5.4	9.5	9.8
<b>Average Price</b>	<b>\$559,768</b>	33.1	32.4	45.5	79.2	131.7	111.7
<b>Median Price</b>	<b>\$512,495</b>	31.4	19.5	48.5	88.8	103.0	114.4
<b>Sales to List Price Ratio</b>	<b>99.8</b>	97.6	97.7	97.4	97.1	94.3	95.7
<b>Median Days on Market</b>	<b>17.0</b>	39.0	22.0	28.0	47.5	62.5	42.0
Year-to-date	August 2020	Compared to <sup>6</sup>					
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
<b>Sales Activity</b>	<b>509</b>	31.5	28.9	2.0	2.6	45.4	72.0
<b>Dollar Volume</b>	<b>\$259,750,219</b>	49.0	58.1	28.8	75.5	192.8	246.4
<b>New Listings</b>	<b>715</b>	-15.6	-4.5	-1.9	-21.9	-26.7	-16.7
<b>Active Listings <sup>3</sup></b>	<b>144</b>	-35.0	-12.9	28.1	-55.9	-62.3	-57.6
<b>Sales to New Listings Ratio <sup>4</sup></b>	<b>71.2</b>	45.7	52.7	68.4	54.2	35.9	34.5
<b>Months of Inventory <sup>5</sup></b>	<b>2.3</b>	4.6	3.3	1.8	5.3	8.7	9.2
<b>Average Price</b>	<b>\$510,315</b>	13.3	22.7	26.3	71.0	101.4	101.4
<b>Median Price</b>	<b>\$495,000</b>	15.1	21.0	26.9	76.8	94.1	108.9
<b>Sales to List Price Ratio</b>	<b>98.6</b>	97.4	97.3	100.1	97.2	96.3	96.2
<b>Median Days on Market</b>	<b>24.0</b>	35.0	26.0	14.0	44.0	55.0	50.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.

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

<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> 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.

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