



Western District Residential Market Activity Report October 2020

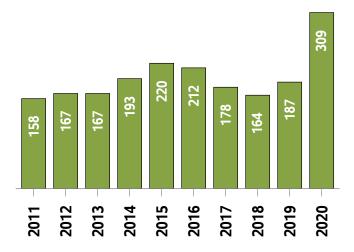




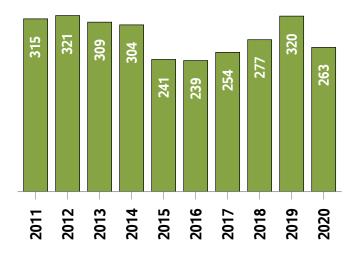
### Western District MLS® Residential Market Activity



Sales Activity (October only)

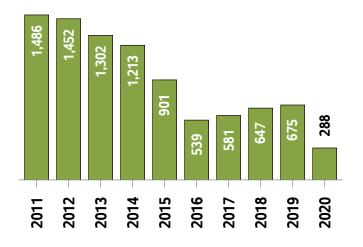


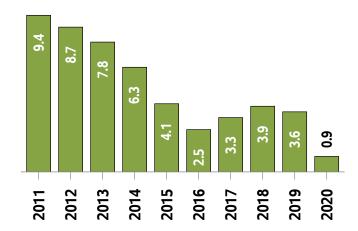
Active Listings (October only)



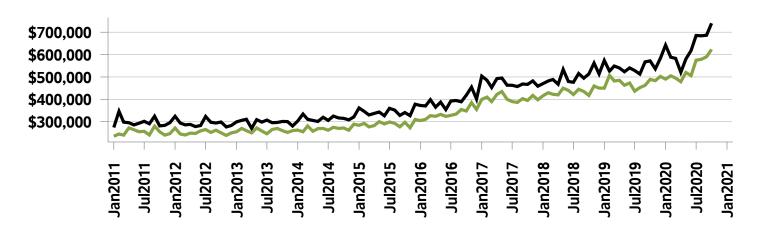
**New Listings (October only)** 

Months of Inventory (October only)





**Average Price and Median Price** 

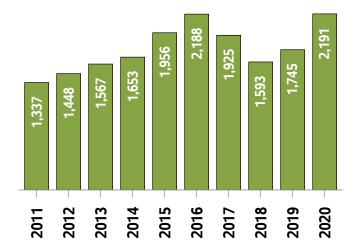




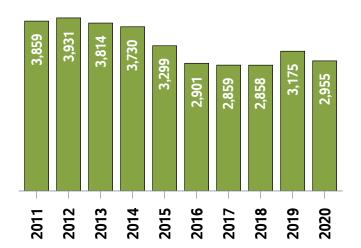
### Western District MLS® Residential Market Activity



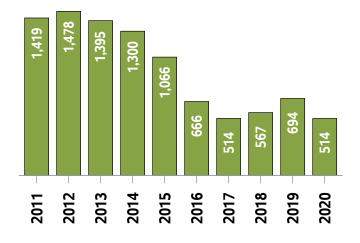
#### **Sales Activity (October Year-to-date)**



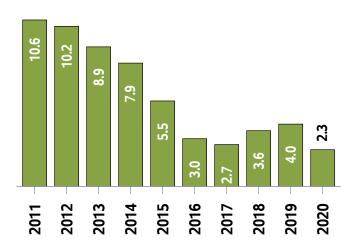
#### **New Listings (October Year-to-date)**



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



#### **Months of Inventory** <sup>2</sup> (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

<sup>&</sup>lt;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



		Compared to <sup>6</sup>					
Actual	October 2020	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
		Compared to 6					
				Compa	red to <sup>6</sup>		
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010
Year-to-date Sales Activity			ı	October	October		l
	2020	2019	2018	October 2017	October 2015	2013	2010
Sales Activity	2020	<b>2019 25.6</b>	<b>2018</b> <b>37.5</b>	October 2017 13.8	October 2015 12.0	39.8	61.2
Sales Activity  Dollar Volume	2020 2,191 \$1,444,309,100	2019 25.6 52.8	<b>2018 37.5 83.5</b>	October 2017 13.8 58.2	October 2015 12.0 116.4	2013 39.8 207.8	2010 61.2 265.8
Sales Activity  Dollar Volume  New Listings	2020 2,191 \$1,444,309,100 2,955	2019 25.6 52.8 -6.9	2018 37.5 83.5 3.4	October 2017  13.8  58.2  3.4	October 2015 12.0 116.4 -10.4	2013 39.8 207.8 -22.5	2010 61.2 265.8 -18.9
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 2,191 \$1,444,309,100 2,955 514	2019 25.6 52.8 -6.9 -25.9	2018 37.5 83.5 3.4 -9.3	October 2017  13.8  58.2  3.4  -0.1	October 2015  12.0  116.4  -10.4  -51.8	2013 39.8 207.8 -22.5 -63.2	2010 61.2 265.8 -18.9 -61.3
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 2,191 \$1,444,309,100 2,955 514 74.1	2019 25.6 52.8 -6.9 -25.9	2018 37.5 83.5 3.4 -9.3 55.7	October 2017  13.8  58.2  3.4  -0.1  67.3	October 2015  12.0  116.4  -10.4  -51.8  59.3	2013 39.8 207.8 -22.5 -63.2 41.1	2010 61.2 265.8 -18.9 -61.3 37.3
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2020 2,191 \$1,444,309,100 2,955 514 74.1 2.3	2019 25.6 52.8 -6.9 -25.9 55.0 4.0	2018 37.5 83.5 3.4 -9.3 55.7 3.6	October 2017  13.8  58.2  3.4  -0.1  67.3  2.7	October 2015  12.0  116.4  -10.4  -51.8  59.3  5.5	2013 39.8 207.8 -22.5 -63.2 41.1 8.9	2010 61.2 265.8 -18.9 -61.3 37.3 9.8
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2020 2,191 \$1,444,309,100 2,955 514 74.1 2.3 \$659,201	2019 25.6 52.8 -6.9 -25.9 55.0 4.0 21.7	2018 37.5 83.5 3.4 -9.3 55.7 3.6 33.4	October 2017  13.8  58.2  3.4  -0.1  67.3  2.7  39.0	October 2015  12.0  116.4  -10.4  -51.8  59.3  5.5  93.1	2013 39.8 207.8 -22.5 -63.2 41.1 8.9	2010 61.2 265.8 -18.9 -61.3 37.3 9.8 126.9

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

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.

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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.

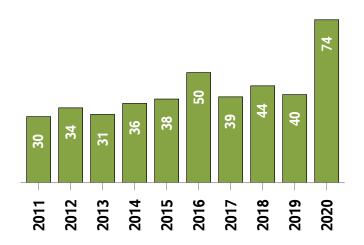
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



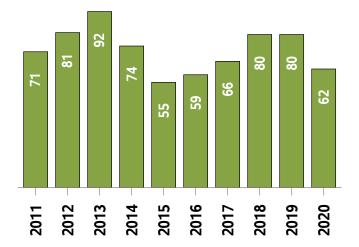
### Blue Mountains MLS® Residential Market Activity



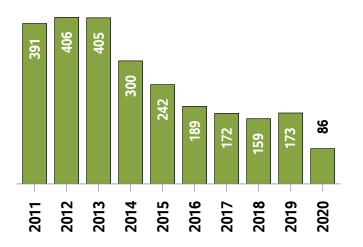
Sales Activity (October only)



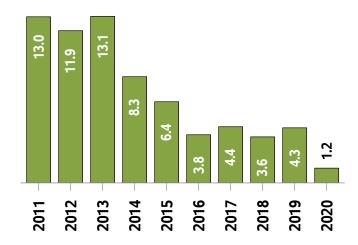
**New Listings (October only)** 



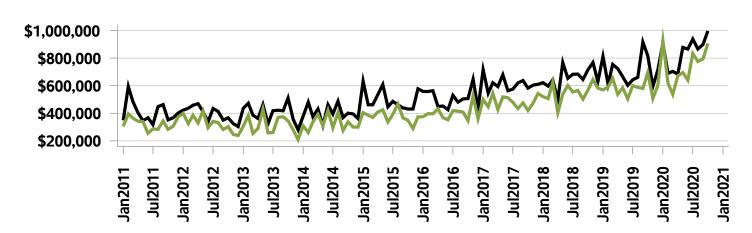
**Active Listings (October only)** 



**Months of Inventory (October only)** 



**Average Price and Median Price** 

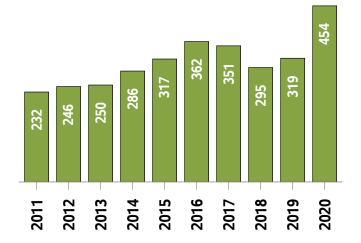




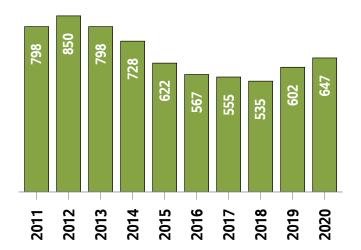
#### Blue Mountains MLS® Residential Market Activity



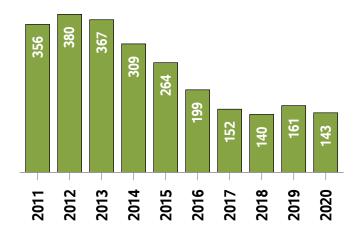
**Sales Activity (October Year-to-date)** 



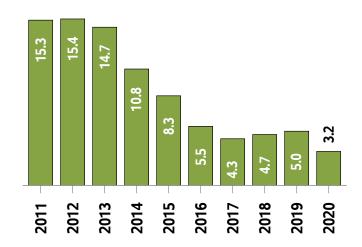
**New Listings (October Year-to-date)** 



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



Months of Inventory <sup>2</sup> (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

<sup>&</sup>lt;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



		Compared to <sup>6</sup>						
Actual	October 2020	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	
		Compared to 6						
				Compa	red to <sup>6</sup>			
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010	
Year-to-date Sales Activity			I	October	October	I	l	
	2020	2019	2018	October 2017	October 2015	2013	2010	
Sales Activity	2020 454	<b>2019</b> 42.3	53.9	October 2017 29.3	October 2015 43.2	<b>2013</b> 81.6	108.3	
Sales Activity  Dollar Volume	2020 454 \$399,251,211	2019 42.3 71.5	53.9 106.9	October 2017 29.3 85.2	October 2015 43.2 159.6	2013 81.6 275.0	2010 108.3 345.5	
Sales Activity  Dollar Volume  New Listings	2020 454 \$399,251,211 647	2019 42.3 71.5 7.5	53.9 106.9 20.9	October 2017 29.3 85.2 16.6	October 2015 43.2 159.6 4.0	2013 81.6 275.0 -18.9	2010 108.3 345.5 -12.7	
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 454 \$399,251,211 647 143	2019 42.3 71.5 7.5 -10.7	2018 53.9 106.9 20.9 2.8	October 2017 29.3 85.2 16.6 -5.7	October 2015  43.2  159.6  4.0  -45.6	2013 81.6 275.0 -18.9 -60.9	2010 108.3 345.5 -12.7 -55.2	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 454 \$399,251,211 647 143 70.2	2019 42.3 71.5 7.5 -10.7 53.0	2018 53.9 106.9 20.9 2.8 55.1	October 2017  29.3  85.2  16.6  -5.7  63.2	October 2015  43.2  159.6  4.0  -45.6  51.0	2013 81.6 275.0 -18.9 -60.9 31.3	2010 108.3 345.5 -12.7 -55.2 29.4	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2020 454 \$399,251,211 647 143 70.2 3.2	2019 42.3 71.5 7.5 -10.7 53.0 5.0	2018 53.9 106.9 20.9 2.8 55.1 4.7	October 2017 29.3 85.2 16.6 -5.7 63.2 4.3	October 2015  43.2  159.6  4.0  -45.6  51.0  8.3	2013 81.6 275.0 -18.9 -60.9 31.3 14.7	2010 108.3 345.5 -12.7 -55.2 29.4 14.7	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   Average Price	2020 454 \$399,251,211 647 143 70.2 3.2 \$879,408	2019 42.3 71.5 7.5 -10.7 53.0 5.0 20.5	2018 53.9 106.9 20.9 2.8 55.1 4.7	October 2017  29.3  85.2  16.6  -5.7  63.2  4.3  43.2	October 2015  43.2  159.6  4.0  -45.6  51.0  8.3  81.2	2013 81.6 275.0 -18.9 -60.9 31.3 14.7 106.5	2010 108.3 345.5 -12.7 -55.2 29.4 14.7 113.9	

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

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.

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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.

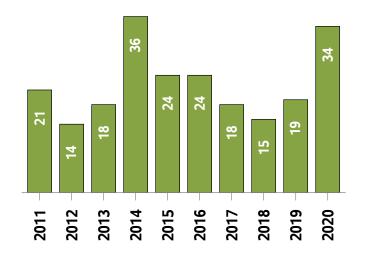
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



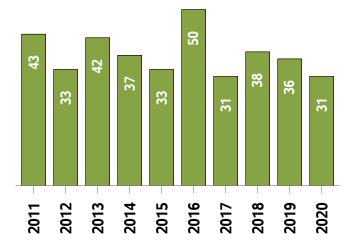
#### **Clearview MLS® Residential Market Activity**



Sales Activity (October only)



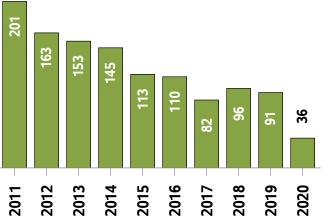
**New Listings (October only)** 

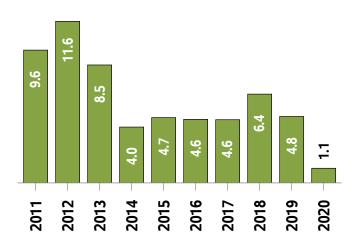


**Active Listings (October only)** 

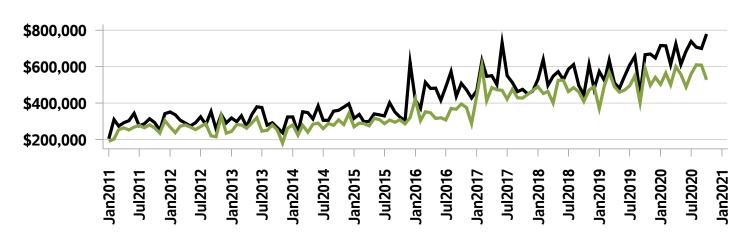


Months of Inventory (October only)





**Average Price and Median Price** 

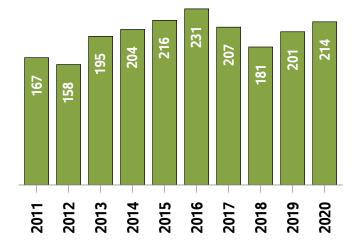




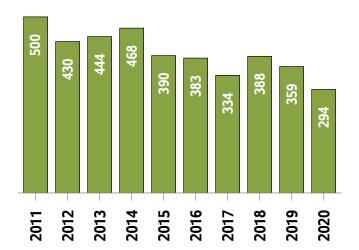
## Clearview MLS® Residential Market Activity



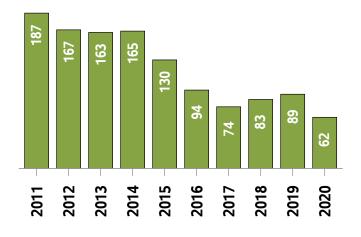
Sales Activity (October Year-to-date)



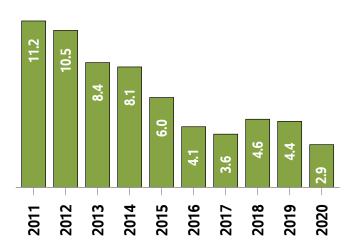
**New Listings (October Year-to-date)** 



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



Months of Inventory <sup>2</sup> (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

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



# Clearview MLS® Residential Market Activity



				Compa	Compared to <sup>6</sup>						
Actual	October 2020	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				
		Compared to 6									
				Compa	red to <sup>6</sup>						
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010				
Year-to-date Sales Activity			I	October	October	I	I				
	2020	2019	2018	October 2017	October 2015	2013	2010				
Sales Activity	2020	6.5	18.2	October 2017 3.4	October 2015 -0.9	9.7	18.2				
Sales Activity  Dollar Volume	2020 214 \$151,607,055	6.5 32.4	2018 18.2 56.3	October 2017 3.4 34.6	October 2015 -0.9	9.7 143.3	18.2 150.1				
Sales Activity  Dollar Volume  New Listings	2020 214 \$151,607,055 294	2019 6.5 32.4 -18.1	2018 18.2 56.3 -24.2	October 2017  3.4  34.6  -12.0	October 2015 -0.9 110.1 -24.6	9.7 143.3 -33.8	2010 18.2 150.1 -38.2				
Sales Activity  Dollar Volume  New Listings  Active Listings 3	2020 214 \$151,607,055 294 62	2019 6.5 32.4 -18.1 -31.1	2018 18.2 56.3 -24.2 -25.8	October 2017  3.4  34.6  -12.0  -17.0	October 2015 -0.9 110.1 -24.6 -52.8	9.7 143.3 -33.8 -62.4	2010 18.2 150.1 -38.2 -67.9				
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 214 \$151,607,055 294 62 72.8	2019 6.5 32.4 -18.1 -31.1 56.0	2018 18.2 56.3 -24.2 -25.8 46.6	October 2017  3.4  34.6  -12.0  -17.0  62.0	October 2015 -0.9 110.1 -24.6 -52.8 55.4	9.7 143.3 -33.8 -62.4 43.9	2010 18.2 150.1 -38.2 -67.9 38.0				
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 214 \$151,607,055 294 62 72.8 2.9	2019 6.5 32.4 -18.1 -31.1 56.0 4.4	2018 18.2 56.3 -24.2 -25.8 46.6 4.6	October 2017  3.4  34.6  -12.0  -17.0  62.0  3.6	October 2015 -0.9 110.1 -24.6 -52.8 55.4 6.0	9.7 143.3 -33.8 -62.4 43.9 8.4	2010 18.2 150.1 -38.2 -67.9 38.0 10.6				
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 214 \$151,607,055 294 62 72.8 2.9 \$708,444	2019 6.5 32.4 -18.1 -31.1 56.0 4.4 24.3	2018  18.2  56.3  -24.2  -25.8  46.6  4.6  32.2	October 2017  3.4  34.6  -12.0  -17.0  62.0  3.6  30.2	October 2015 -0.9 110.1 -24.6 -52.8 55.4 6.0 112.1	9.7 143.3 -33.8 -62.4 43.9 8.4 121.7	2010 18.2 150.1 -38.2 -67.9 38.0 10.6 111.6				

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

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

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 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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.

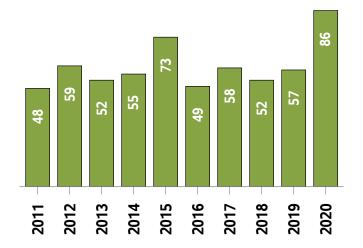
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



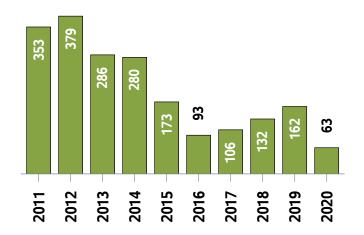
## **Collingwood MLS® Residential Market Activity**



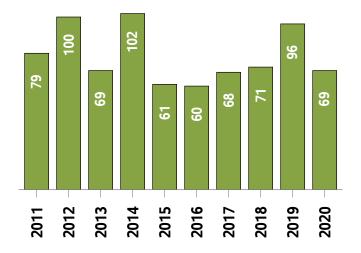
Sales Activity (October only)



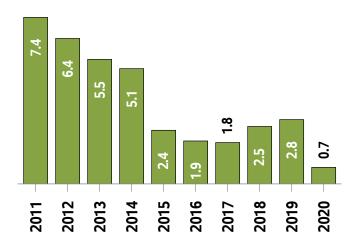
**Active Listings (October only)** 



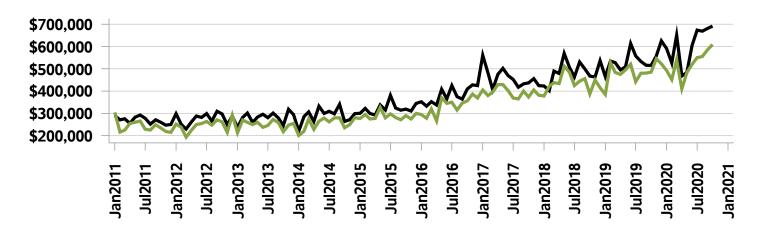
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

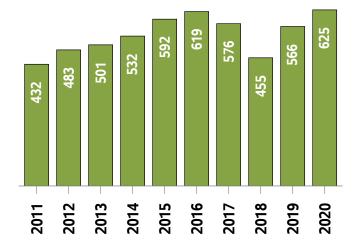




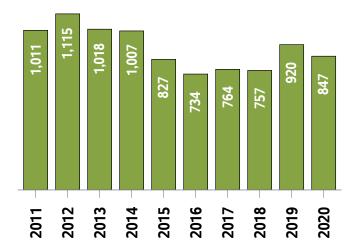
## Collingwood MLS® Residential Market Activity



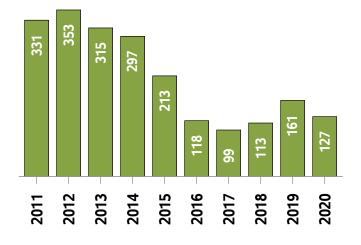
Sales Activity (October Year-to-date)



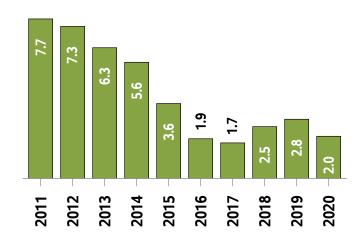
**New Listings (October Year-to-date)** 



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



**Months of Inventory** <sup>2</sup> (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

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



# **Collingwood MLS® Residential Market Activity**



			Compared to <sup>6</sup>						
Actual	October 2020	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		
		Compared to 6							
				Compa	red to °				
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010		
Year-to-date Sales Activity				October	October				
	2020	2019	2018	October 2017	October 2015	2013	2010		
Sales Activity	2020	10.4	<b>2018</b> 37.4	October 2017 8.5	October 2015 5.6	24.8	<b>2010 44.7</b>		
Sales Activity  Dollar Volume	2020 625 \$397,887,007	2019 10.4 32.2	2018 37.4 78.6	October 2017 8.5 50.7	October 2015 5.6 108.0	2013 24.8 185.7	2010 44.7 264.1		
Sales Activity  Dollar Volume  New Listings	2020 625 \$397,887,007 847	2019 10.4 32.2 -7.9	2018 37.4 78.6 11.9	October 2017  8.5  50.7  10.9	October 2015 5.6 108.0 2.4	2013 24.8 185.7 -16.8	2010 44.7 264.1 -18.9		
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 625 \$397,887,007 847 127	2019 10.4 32.2 -7.9 -21.3	2018 37.4 78.6 11.9	October 2017  8.5  50.7  10.9  28.7	October 2015  5.6  108.0  2.4  -40.5	2013 24.8 185.7 -16.8 -59.7	2010 44.7 264.1 -18.9 -60.9		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 625 \$397,887,007 847 127 73.8	2019 10.4 32.2 -7.9 -21.3 61.5	2018 37.4 78.6 11.9 11.9 60.1	October 2017  8.5  50.7  10.9  28.7  75.4	October 2015  5.6  108.0  2.4  -40.5  71.6	2013 24.8 185.7 -16.8 -59.7 49.2	2010 44.7 264.1 -18.9 -60.9 41.3		
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2020 625 \$397,887,007 847 127 73.8 2.0	2019 10.4 32.2 -7.9 -21.3 61.5 2.8	2018 37.4 78.6 11.9 11.9 60.1 2.5	October 2017  8.5  50.7  10.9  28.7  75.4  1.7	October 2015  5.6  108.0  2.4  -40.5  71.6  3.6	2013 24.8 185.7 -16.8 -59.7 49.2 6.3	2010 44.7 264.1 -18.9 -60.9 41.3 7.5		
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 625 \$397,887,007 847 127 73.8 2.0 \$636,619	2019 10.4 32.2 -7.9 -21.3 61.5 2.8 19.7	2018 37.4 78.6 11.9 11.9 60.1 2.5 30.0	October 2017  8.5  50.7  10.9  28.7  75.4  1.7  38.9	October 2015  5.6  108.0  2.4  -40.5  71.6  3.6  97.0	2013 24.8 185.7 -16.8 -59.7 49.2 6.3 129.0	2010 44.7 264.1 -18.9 -60.9 41.3 7.5 151.7		

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

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.

 $<sup>^{\</sup>rm 4}~{\rm Sum}$  of sales from January to current month / sum of new listings from January to current month.

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.

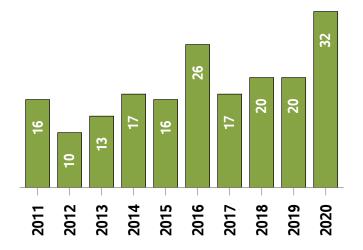
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



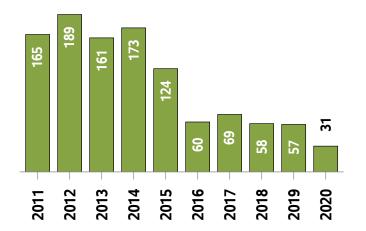
## Meaford (MUNI) MLS® Residential Market Activity



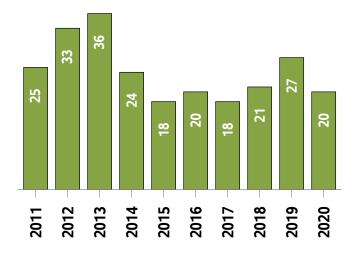
Sales Activity (October only)



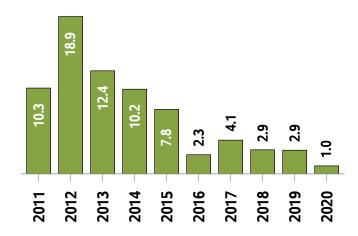
**Active Listings (October only)** 



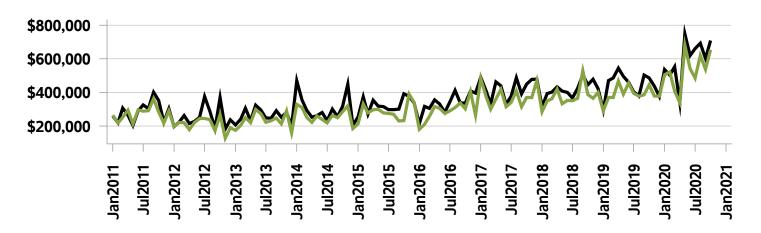
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

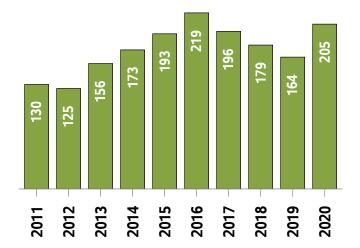




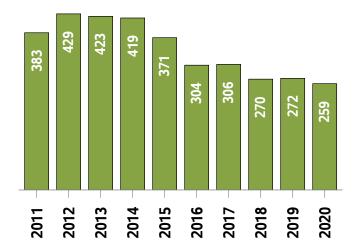
## Meaford (MUNI) MLS® Residential Market Activity



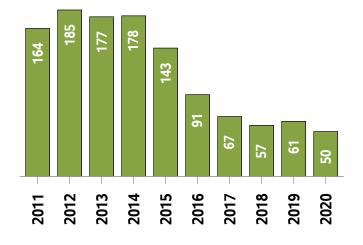
**Sales Activity (October Year-to-date)** 



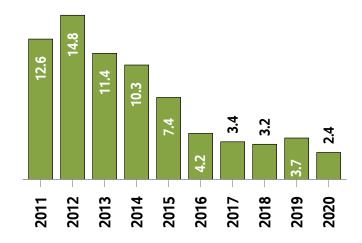
**New Listings (October Year-to-date)** 



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



#### **Months of Inventory** <sup>2</sup> (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

<sup>&</sup>lt;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



				Compa	Compared to <sup>6</sup>						
Actual	October 2020	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				
				Compa	red to <sup>6</sup>						
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010				
Year-to-date Sales Activity			I	October	October	I	I				
	2020	2019	2018	October 2017	October 2015	2013	2010				
Sales Activity	2020	25.0	<b>2018</b> 14.5	October 2017 4.6	October 2015 6.2	31.4	28.9				
Sales Activity  Dollar Volume	2020 205 \$132,238,148	2019 25.0 76.1	2018 14.5 77.2	October 2017 4.6 65.5	October 2015 6.2 116.8	2013 31.4 211.9	2010 28.9 204.3				
Sales Activity  Dollar Volume  New Listings	2020 205 \$132,238,148 259	2019 25.0 76.1 -4.8	2018 14.5 77.2 -4.1	October 2017 4.6 65.5 -15.4	October 2015 6.2 116.8 -30.2	2013 31.4 211.9 -38.8	2010 28.9 204.3 -27.9				
Sales Activity  Dollar Volume  New Listings  Active Listings <sup>3</sup>	2020 205 \$132,238,148 259 50	2019 25.0 76.1 -4.8 -18.6	2018 14.5 77.2 -4.1 -12.1	October 2017 4.6 65.5 -15.4 -25.1	October 2015 6.2 116.8 -30.2 -65.0	2013 31.4 211.9 -38.8 -71.9	2010 28.9 204.3 -27.9 -68.2				
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 205 \$132,238,148 259 50 79.2	2019 25.0 76.1 -4.8 -18.6 60.3	2018 14.5 77.2 -4.1 -12.1 66.3	October 2017  4.6  65.5  -15.4  -25.1  64.1	October 2015 6.2 116.8 -30.2 -65.0 52.0	2013 31.4 211.9 -38.8 -71.9 36.9	2010 28.9 204.3 -27.9 -68.2 44.3				
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory	2020 205 \$132,238,148 259 50 79.2 2.4	2019 25.0 76.1 -4.8 -18.6 60.3 3.7	2018 14.5 77.2 -4.1 -12.1 66.3 3.2	October 2017  4.6  65.5  -15.4  -25.1  64.1  3.4	October 2015 6.2 116.8 -30.2 -65.0 52.0 7.4	2013 31.4 211.9 -38.8 -71.9 36.9 11.4	2010 28.9 204.3 -27.9 -68.2 44.3 9.9				
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 205 \$132,238,148 259 50 79.2 2.4 \$645,064	2019 25.0 76.1 -4.8 -18.6 60.3 3.7 40.8	2018  14.5  77.2  -4.1  -12.1  66.3  3.2  54.7	October 2017  4.6  65.5  -15.4  -25.1  64.1  3.4  58.2	October 2015 6.2 116.8 -30.2 -65.0 52.0 7.4 104.1	2013 31.4 211.9 -38.8 -71.9 36.9 11.4 137.4	2010 28.9 204.3 -27.9 -68.2 44.3 9.9 136.0				

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

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.

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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.

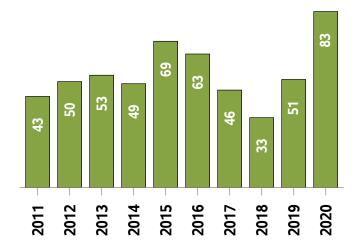
<sup>6</sup> Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.



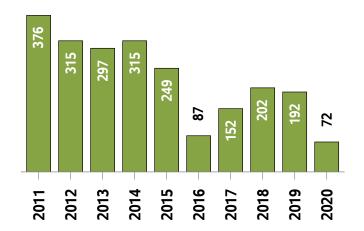
### Wasaga Beach MLS® Residential Market Activity



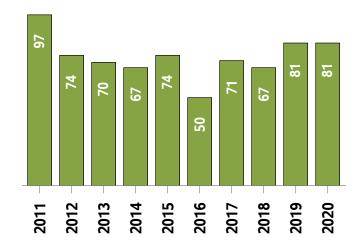
Sales Activity (October only)



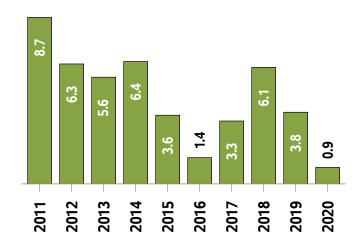
**Active Listings (October only)** 



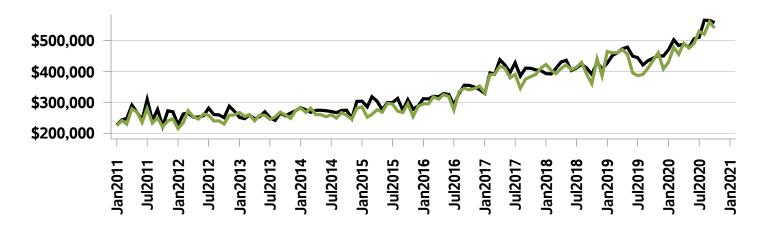
**New Listings (October only)** 



Months of Inventory (October only)



**Average Price and Median Price** 

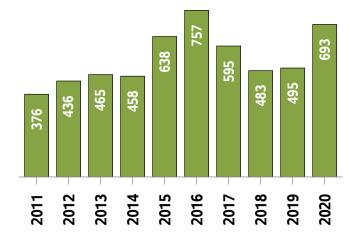




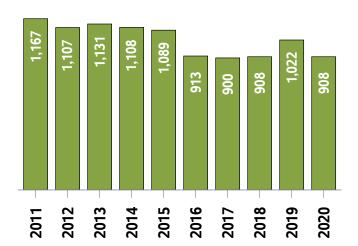
#### Wasaga Beach MLS® Residential Market Activity



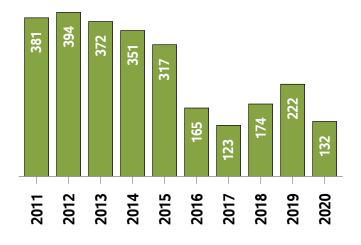
#### Sales Activity (October Year-to-date)



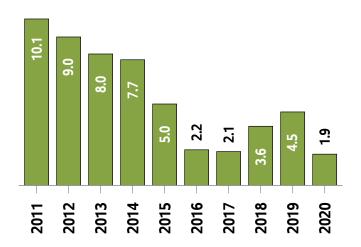
**New Listings (October Year-to-date)** 



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



#### **Months of Inventory** <sup>2</sup> (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

<sup>&</sup>lt;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



		Compared to <sup>6</sup>						
Actual	October 2020	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	
		Compared to 6						
				Compa	red to °			
Year-to-date	October 2020	October 2019	October 2018	October 2017	October 2015	October 2013	October 2010	
Year-to-date Sales Activity			I	October	October	I	I	
	2020	2019	2018	October 2017	October 2015	2013	2010	
Sales Activity	2020 693	40.0	43.5	October 2017 16.5	October 2015 8.6	<b>2013</b> 49.0	<b>2010</b> 87.8	
Sales Activity  Dollar Volume	2020 693 \$363,325,679	<b>2019</b> 40.0 63.8	<b>2018</b> 43.5 81.9	October 2017 16.5 50.8	October 2015 8.6 91.9	2013 49.0 206.0	2010 87.8 295.3	
Sales Activity  Dollar Volume  New Listings	2020 693 \$363,325,679 908	2019 40.0 63.8 -11.2	2018 43.5 81.9 0.0	October 2017  16.5  50.8  0.9	October 2015 8.6 91.9 -16.6	2013 49.0 206.0 -19.7	2010 87.8 295.3 -11.2	
Sales Activity  Dollar Volume  New Listings  Active Listings	2020 693 \$363,325,679 908 132	2019 40.0 63.8 -11.2 -40.3	2018 43.5 81.9 0.0 -24.1	October 2017  16.5  50.8  0.9  7.6	October 2015  8.6  91.9  -16.6  -58.2	2013 49.0 206.0 -19.7 -64.5	2010 87.8 295.3 -11.2 -60.5	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   4	2020 693 \$363,325,679 908 132 76.3	2019 40.0 63.8 -11.2 -40.3 48.4	2018 43.5 81.9 0.0 -24.1 53.2	October 2017  16.5  50.8  0.9  7.6  66.1	October 2015  8.6  91.9  -16.6  -58.2  58.6	2013 49.0 206.0 -19.7 -64.5 41.1	2010 87.8 295.3 -11.2 -60.5 36.1	
Sales Activity  Dollar Volume  New Listings  Active Listings   Sales to New Listings Ratio   Months of Inventory   5	2020 693 \$363,325,679 908 132 76.3	2019 40.0 63.8 -11.2 -40.3 48.4 4.5	2018 43.5 81.9 0.0 -24.1 53.2 3.6	October 2017  16.5  50.8  0.9  7.6  66.1  2.1	October 2015  8.6  91.9  -16.6  -58.2  58.6  5.0	2013 49.0 206.0 -19.7 -64.5 41.1 8.0	2010 87.8 295.3 -11.2 -60.5 36.1 9.1	
Sales Activity  Dollar Volume  New Listings  Active Listings  Sales to New Listings Ratio  Months of Inventory  Average Price	2020 693 \$363,325,679 908 132 76.3 1.9 \$524,279	2019 40.0 63.8 -11.2 -40.3 48.4 4.5 17.0	2018 43.5 81.9 0.0 -24.1 53.2 3.6 26.8	October 2017  16.5  50.8  0.9  7.6  66.1  2.1  29.5	October 2015  8.6  91.9  -16.6  -58.2  58.6  5.0  76.7	2013 49.0 206.0 -19.7 -64.5 41.1 8.0 105.4	2010 87.8 295.3 -11.2 -60.5 36.1 9.1 110.5	

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

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.

 $<sup>^{\</sup>rm 4}~$  Sum of sales from January to current month / sum of new listings from January to current month.

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.