

Southern Georgian Bay Association of REALTORS® - WESTERN REGION
Market Summary 2017 vs 2016

| <u>Summary - ALL Property Types</u> | <u>SEPT 2017 YTD</u> | <u>SEPT 2016 YTD</u> | <u>% +/-</u> |
|---|----------------------|----------------------|--------------|
| Listings (Units) | 2,660 | 3,022 | -12.0% |
| Expired Listings (Units) | 357 | 680 | -47.5% |
| Sales (Units) | 1,752 | 1,943 | -9.8% |
| Sales (\$) | \$796,346,727 | \$717,126,769 | 11.0% |
| Sales \$1 to \$199,999 (Units) | 273 | 421 | -35.2% |
| Sales \$200K to \$349,999 (Units) | 541 | 857 | -36.9% |
| Sales \$350K to \$499,999 (Units) | 563 | 514 | 9.5% |
| Sales \$500K to \$799,999 (Units) | 381 | 278 | 37.1% |
| Sales \$800K to \$999,999 (Units) | 76 | 60 | 26.7% |
| Sales \$1.0 Million - \$1,999,999 (Units) | 85 | 42 | 102.4% |
| Sales \$2.0 Million - \$2,999,999 (Units) | 11 | 10 | 10.0% |
| Sales \$3.0 Million + (Units) | 3 | 1 | 200.0% |

****Residential (single-family) Activity By Area**

*(**does not include cottage/rec properties or condominiums)*

| | <u>SEPT 2017 YTD</u> | <u>SEPT 2016 YTD</u> | <u>% +/-</u> |
|---------------------------------|----------------------|----------------------|--------------|
| Clearview (Units) | 124 | 159 | -22.0% |
| 12 Month Average Price | \$548,955 | \$469,628 | 16.9% |
| Collingwood (Units) | 252 | 308 | -18.2% |
| 12 Month Average Price | \$504,251 | \$423,538 | 19.1% |
| Grey Highlands (Units) | 50 | 54 | -7.4% |
| 12 Month Average Price | \$593,144 | \$455,791 | 30.1% |
| Municipality of Meaford (Units) | 99 | 131 | -24.4% |
| 12 Month Average Price | \$405,610 | \$341,756 | 18.7% |
| The Blue Mountains (Units) | 166 | 157 | 5.7% |
| 12 Month Average Price | \$803,647 | \$618,875 | 29.9% |
| Wasaga Beach (Units) | 409 | 545 | -25.0% |
| 12 Month Average Price | \$425,552 | \$339,410 | 25.4% |

NOTE: These statistics are compiled using data from the MLS® System of the
Southern Georgian Bay Association of REALTORS®

CREA MLS ® DETAILED SHEET BY ENTRY DATE

Name of Board . . . Southern Georgian Bay Association of REALTORS® - WESTERN REGION

For the Month of . . . SEPTEMBER 2017

ProvinceON

Board Official _____

| | \$ Value of Units Sold for Current Month | # of Units Sold for Current Month | # of New Listings for Current Month | # of Active Listings End of Current Month |
|------------------------|--|-----------------------------------|-------------------------------------|---|
| RESIDENTIAL | | | | |
| Single family-home | \$33,266,584 | 75 | 130 | 246 |
| Single family-other | \$25,076,218 | 69 | 83 | 140 |
| Residential-other | \$13,081,825 | 21 | 40 | 104 |
| Total | \$71,424,627 | 165 | 253 | 490 |
| NON-RESIDENTIAL | | | | |
| Farm | \$5,197,345 | 3 | 9 | 53 |
| Vacant Land | \$5,079,888 | 15 | 24 | 163 |
| Other(I.C.&I.) | \$635,000 | 2 | 6 | 52 |
| Total | \$10,912,233 | 20 | 39 | 268 |
| GRAND TOTALS | \$82,336,860 | 185 | 292 | 758 |

Number of Residential Units Sold According To Price Category:

| | | | | | | | |
|-------------------|----|-------------------|----|-------------------|----|-------------------|----|
| Under 30,000 | 0 | 30,000 - 39,999 | 0 | 40,000 - 49,999 | 0 | 50,000 - 59,999 | 0 |
| 60,000 - 69,999 | 1 | 70,000 - 79,999 | 1 | 80,000 - 89,999 | 0 | 90,000 - 99,999 | 2 |
| 100,000 - 119,999 | 1 | 120,000 - 149,999 | 2 | 150,000 - 249,999 | 31 | 250,000 - 349,999 | 76 |
| 350,000 - 499,999 | 77 | 500,000 + | 62 | | | | |

Southern Georgian Bay Association of REALTORS® - WESTERN REGION

MLS® Statistic Report By Entry Date

[SEPTEMBER 2017]

| | 2017 | 2016 | 2015 | %INC/DEC [2016 - 2017] |
|---|-----------------|---------------|---------------|-----------------------------|
| Total # of Listings [Month] | 292 | 293 | 399 | 0% |
| Total # of Listings YTD | 2950 | 3314 | 3639 | -11% |
| Total # of Expired Listings [Month] | 70 | 75 | 145 | -7% |
| Total # of Expired Listings YTD | 427 | 755 | 1183 | -43% |
| Total # of Sales [Month] | 185 | 240 | 249 | -23% |
| Total # of Sales YTD | 1933 | 2183 | 1851 | -11% |
| Total Sales Dollar Volume [Month] | \$82,336,860 | \$93,236,667 | \$80,019,127 | -12% |
| Total Sales Dollar Volume YTD | \$876,469,587 | \$810,363,436 | \$625,275,925 | 8% |
| | | | | |
| | 2017 | 2016 | 2015 | TOTAL |
| Total # of Closed Sales [Month] | 205 | 293 | 212 | 710 |
| Total # of Closed Sales YTD | 1899 | 1990 | 1658 | 5547 |
| Total Dollar Volume of Closing Sales YTD | \$849,713,748 | \$720,341,280 | \$554,159,913 | \$2,124,214,941 |
| Total # Sales Pending | 84 | 0 | 0 | 84 |
| Total Dollar Volume of Sales Pending | \$0 | \$0 | \$0 | \$0 |
| | | | | |
| Number of Active Listings in the MLS® System At time of Report Creation. (click Number for Current Detailed Report) | 1280 | | | |
| | | | | |

| NUMBER OF UNITS SOLD BY PRICE | 2017 | | 2016 | |
|-------------------------------|-------|------|-------|------|
| | MONTH | YEAR | MONTH | YEAR |
| Under 50,000 | 0 | 16 | 5 | 29 |
| 50,000 - 99,999 | 8 | 65 | 7 | 69 |
| 100,000 - 149,999 | 1 | 69 | 9 | 132 |
| 150,000 - 199,999 | 10 | 123 | 23 | 191 |
| 200,000 - 249,999 | 14 | 160 | 25 | 272 |
| 250,000 - 299,999 | 28 | 194 | 28 | 318 |
| 300,000 - 349,999 | 20 | 187 | 30 | 267 |
| 350,000 - 399,999 | 15 | 232 | 26 | 226 |
| 400,000 - 499,999 | 39 | 331 | 44 | 288 |
| 500,000 - 599,999 | 14 | 166 | 18 | 148 |
| 600,000 - 699,999 | 15 | 136 | 5 | 88 |
| 700,000 - 799,999 | 9 | 79 | 5 | 42 |
| 800,000 - 899,999 | 2 | 44 | 5 | 38 |
| 900,000 - 999,999 | 2 | 32 | 1 | 22 |
| 1,000,000 - 1,499,999 | 6 | 64 | 5 | 30 |
| 1,500,000 - 1,749,999 | 1 | 13 | 1 | 8 |
| 1,750,000 - 1,999,999 | 0 | 8 | 2 | 4 |
| 2,000,000 - 2,499,999 | 0 | 6 | 1 | 7 |
| 2,500,000 - 2,999,999 | 0 | 5 | 0 | 3 |
| 3,000,000 + | 1 | 3 | 0 | 1 |

Southern Georgian Bay Association of REALTORS® Real Estate Board

MLS ® Statistic Report By Entry Date

Residential(single family) Activity by Area

[SEPTEMBER 2017]

| Area | 2017 | | | | | | | | 2016 | | | | | | | |
|--------------|------------|-------------|------------|-------------|----------------------|------------|--------------------|------------------|------------|-------------|------------|-------------|----------------------|------------|--------------------|------------------|
| | Listings | | Sales | | Sales/Listings Ratio | | Average Sale Price | | Listings | | Sales | | Sales/Listings Ratio | | Average Sale Price | |
| | Month | YTD | Month | YTD | Month | YTD | Month | 12 Month | Month | YTD | Month | YTD | Month | YTD | Month | 12 Month |
| CL | 21 | 181 | 12 | 124 | 57% | 69% | \$404,833 | \$548,955 | 21 | 238 | 10 | 159 | 48% | 67% | \$465,417 | \$469,628 |
| CO | 27 | 364 | 24 | 252 | 89% | 69% | \$420,566 | \$504,251 | 33 | 386 | 32 | 308 | 97% | 80% | \$428,591 | \$423,538 |
| ES | 0 | 9 | 0 | 8 | % | 89% | \$ | \$464,389 | 0 | 9 | 0 | 7 | % | 78% | \$ | \$415,686 |
| GB | 5 | 27 | 2 | 13 | 40% | 48% | \$480,750 | \$424,526 | 3 | 33 | 3 | 10 | 100% | 30% | \$388,000 | \$304,167 |
| GRH | 9 | 64 | 4 | 50 | 44% | 78% | \$657,125 | \$593,144 | 7 | 97 | 6 | 54 | 86% | 56% | \$489,250 | \$455,791 |
| MI | 32 | 298 | 16 | 236 | 50% | 79% | \$298,338 | \$321,278 | 43 | 309 | 37 | 282 | 86% | 91% | \$270,489 | \$246,518 |
| MM | 14 | 161 | 7 | 99 | 50% | 61% | \$522,118 | \$405,610 | 16 | 195 | 17 | 131 | 106% | 67% | \$446,029 | \$341,756 |
| MU | 0 | 8 | 0 | 5 | % | 63% | \$ | \$783,897 | 1 | 15 | 1 | 6 | 100% | 40% | \$624,000 | \$688,429 |
| OB | 6 | 47 | 0 | 21 | 0% | 45% | \$ | \$845,622 | 2 | 49 | 1 | 49 | 50% | 100% | \$198,970 | \$429,812 |
| OR | 2 | 9 | 3 | 7 | 150% | 78% | \$444,000 | \$436,156 | 1 | 15 | 2 | 11 | 200% | 73% | \$266,500 | \$417,920 |
| PE | 10 | 138 | 11 | 111 | 110% | 80% | \$327,620 | \$341,681 | 16 | 178 | 17 | 141 | 106% | 79% | \$309,731 | \$265,422 |
| SE | 0 | 4 | 0 | 2 | % | 50% | \$ | \$899,525 | 4 | 9 | 1 | 7 | 25% | 78% | \$305,000 | \$290,658 |
| SP | 2 | 22 | 1 | 10 | 50% | 45% | \$360,000 | \$454,600 | 6 | 40 | 2 | 16 | 33% | 40% | \$342,000 | \$345,360 |
| TA | 16 | 185 | 11 | 119 | 69% | 64% | \$378,047 | \$306,504 | 18 | 231 | 20 | 166 | 111% | 72% | \$242,711 | \$257,021 |
| TB | 31 | 275 | 18 | 166 | 58% | 60% | \$816,880 | \$803,647 | 39 | 279 | 16 | 157 | 41% | 56% | \$633,594 | \$618,875 |
| TI | 28 | 346 | 21 | 225 | 75% | 65% | \$468,476 | \$432,336 | 32 | 379 | 31 | 260 | 97% | 69% | \$346,790 | \$354,824 |
| WB | 63 | 605 | 32 | 409 | 51% | 68% | \$428,031 | \$425,552 | 47 | 661 | 57 | 545 | 121% | 82% | \$386,338 | \$339,410 |
| GBW | 0 | 1 | 0 | 0 | % | 0% | \$ | \$ | 1 | 3 | 0 | 0 | 0% | 0% | \$ | \$ |
| Total | 266 | 2744 | 162 | 1857 | 61% | 68% | \$460,883 | \$465,532 | 290 | 3126 | 253 | 2309 | 87% | 74% | \$377,206 | \$365,320 |

| | | | |
|--|------------------|--|------------------|
| Average Sales YTD 2017 | \$475,333 | Average Sales YTD 2016 | \$372,927 |
| Month: SEPTEMBER 2017 | | Month: SEPTEMBER 2016 | |
| YTD: JANUARY 2017 - SEPTEMBER 2017 | | YTD: JANUARY 2016 - SEPTEMBER 2016 | |
| 12 Month: SEPTEMBER 2016 - SEPTEMBER 2017 | | 12 Month: SEPTEMBER 2015 - SEPTEMBER 2016 | |