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Grey Bruce Owen Sound homes sales remain strong for second straight month in September

Residential sales activity in the geographical area covered by the REALTORS® Association of Grey Bruce Owen Sound totaled 292 units in September 2019. This was a large 33.9% increase from September 2018 and was among the better September sales figures in history.

On a year-to-date basis, home sales totalled 2,170 units over the first nine months of the year, edging down 2.3% from the same period in 2018.

The average price of homes sold in September 2019 was \$404,914, jumping 12.6% from September 2018.

The more comprehensive year-to-date average price was \$389,411, up 8.8% from the first nine months of 2018.

New residential listings in the region numbered 380 units in September 2019, an increase of 13.8% on a year-over-year basis though still below most of the last decade.

Overall supply remains near record lows. Active residential listings numbered 1,018 units at the end of September. While this was up 9.9% from the end of September 2018, it remains below the same time in every other year in history.

Months of inventory numbered 3.5 at the end of September 2019, down from the 4.2 months recorded at the end of September 2018 and a record low for this time of year. The number of months of inventory is the number of months it would take to sell current inventories at the current rate of sales activity.

The dollar value of all home sales in September 2019 was \$118.2 million, surging 50.9% from the same month in 2018. This was a new record for the month of September.

Sales of all property types numbered 362 units in September 2019, an increase of 21.9% from September 2018. The total value of all properties sold was \$139.3 million, jumping 40.8% from September 2018.

The REALTORS® Association of Grey Bruce Owen Sound represents approximately 400+ REALTORS® registered with its member offices. The geographical area served by the Association is in southwestern Ontario, bordered by Lake Huron and Georgian Bay including Bruce and Grey Counties, and part of Wellington County.

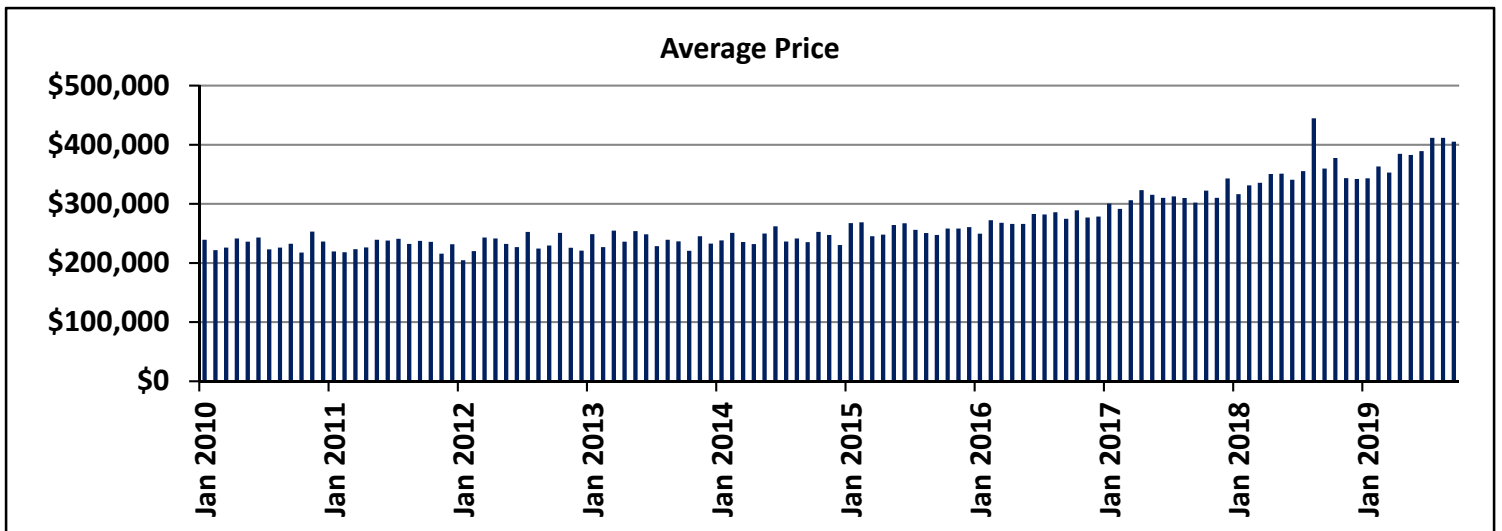
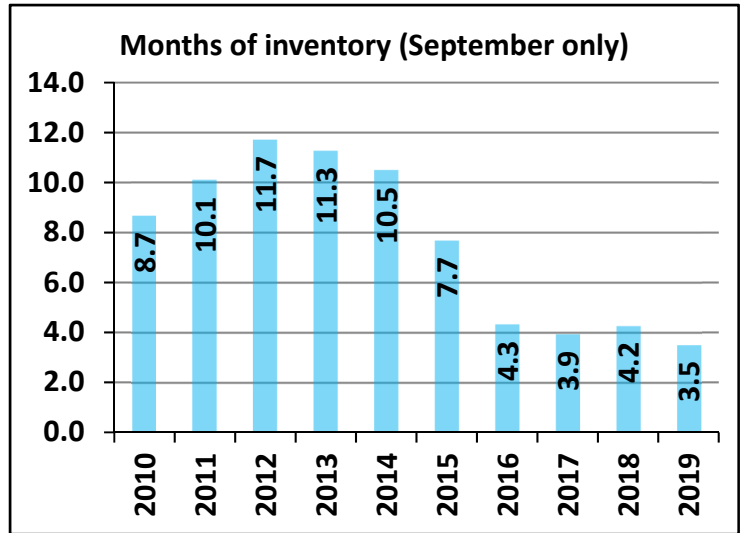
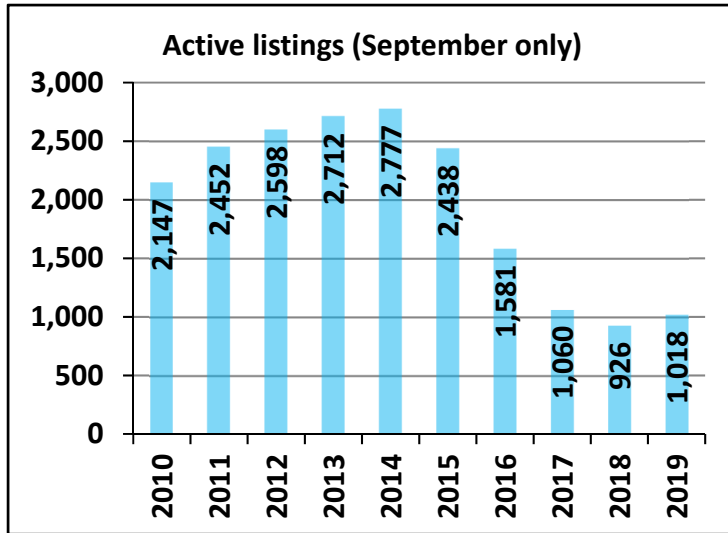
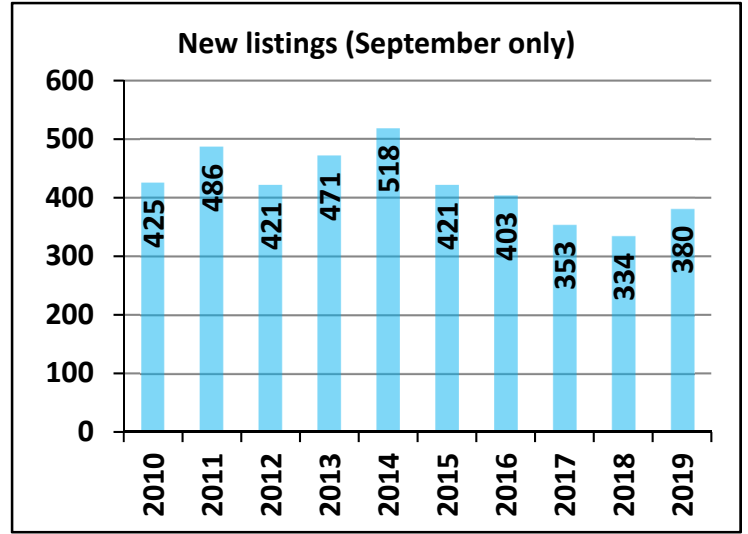
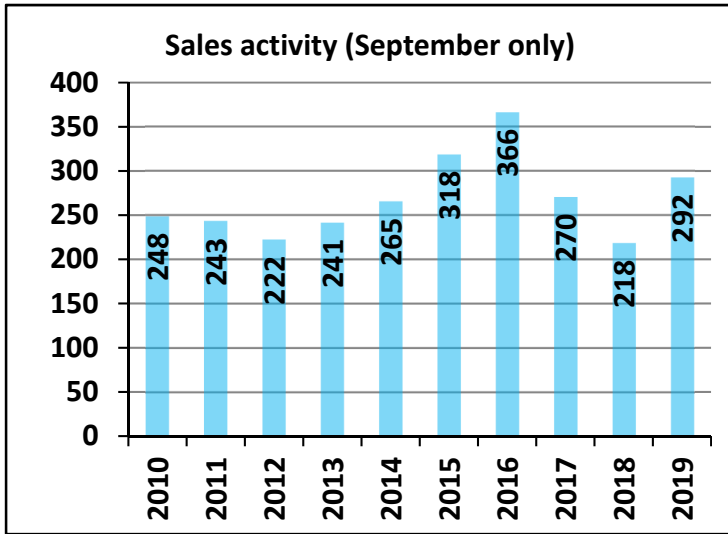
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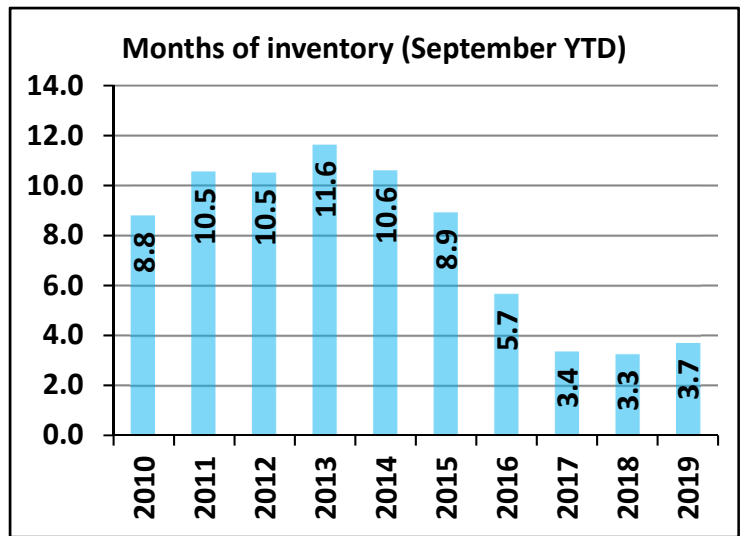
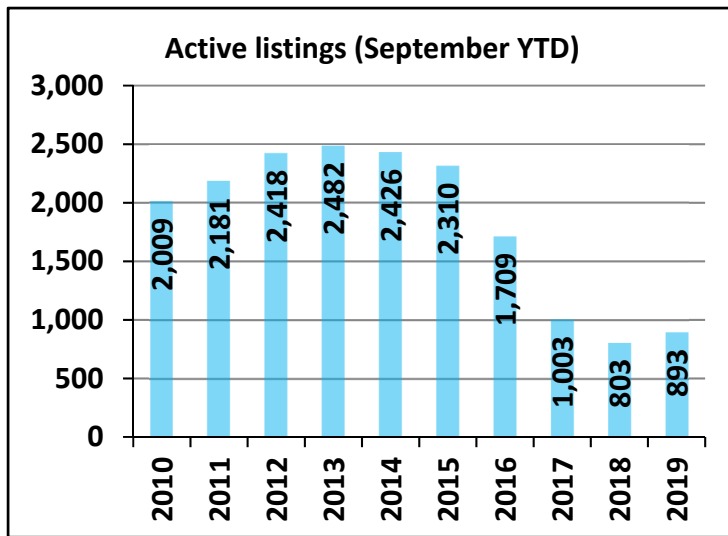
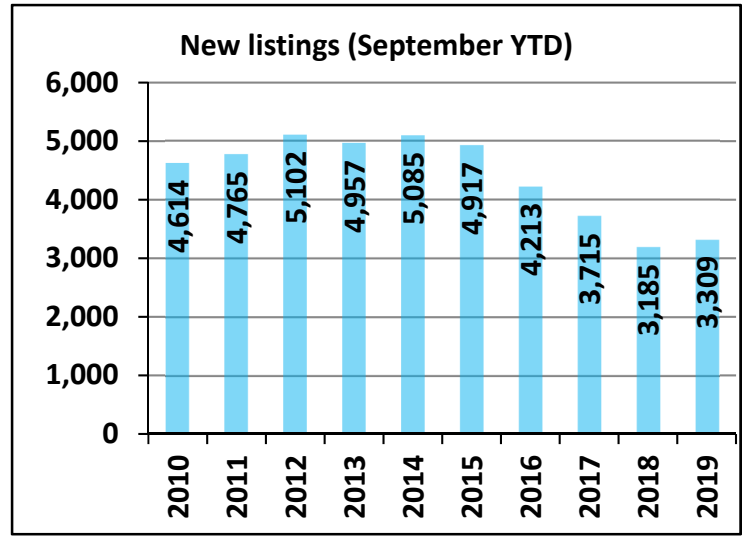
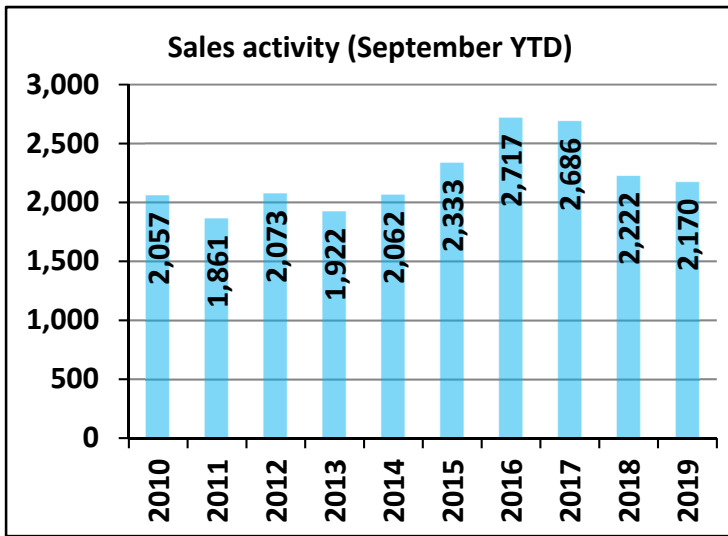
Grey Bruce Owen Sound

Residential Market Activity



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Residential Market Activity

Actual	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018	September 2017	September 2016	September 2014	September 2012	September 2009
Sales Activity	292	33.9	8.1	-20.2	10.2	31.5	7.4
Dollar Volume	\$118,234,744	50.9	45.0	17.7	89.8	132.2	93.7
New Listings	380	13.8	7.6	-5.7	-26.6	-9.7	-13.8
Active Listings	1,018	9.9	-4.0	-35.6	-63.3	-60.8	-48.1
Sales to New Listings Ratio¹	76.8	65.3	76.5	90.8	51.2	52.7	61.7
Months of Inventory²	3.5	4.2	3.9	4.3	10.5	11.7	7.2
Average Price	\$404,914	12.6	34.1	47.5	72.3	76.5	80.4

Year-to-date	September 2019	Compared to ⁶					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2018 YTD	September 2017 YTD	September 2016 YTD	September 2014 YTD	September 2012 YTD	September 2009 YTD
Sales Activity	2,170	-2.3	-19.2	-20.1	5.2	4.7	17.0
Dollar Volume	\$845,022,210	6.3	1.5	13.4	68.7	75.3	111.7
New Listings	3,309	3.9	-10.9	-21.5	-34.9	-35.1	-19.0
Active Listings³	893	11.2	-11.0	-47.7	-63.2	-63.1	-51.4
Sales to New Listings Ratio⁴	65.6	69.8	72.3	64.5	40.6	40.6	45.4
Months of Inventory⁵	3.7	3.3	3.4	5.7	10.6	10.5	8.9
Average Price	\$389,411	8.8	25.7	42.0	60.3	67.5	81.0

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