



517 10th ST. LOWER LEVEL | HANOVER | ONTARIO | N4N 1R4

T: (519) 364-3827 · F: (519) 364-6800 | Executive Officer eo@ragbos.com | www.RAGBOS.ca | www.REALTOR.ca

Grey Bruce Owen Sound housing market put on pause in April as communities follow public health guidelines

Residential sales activity in the geographical area covered by the REALTORS® Association of Grey Bruce Owen Sound totaled 119 units in April 2020. This was a large decline of 53.7% from April 2019 and was one of the lowest level of sales on record for the month.

On a year-to-date basis, home sales totalled 657 units over the first four months of the year. This edged down 3% from the same period in 2019.

The average price of homes sold in April 2020 was \$400,103, up 4% from April 2019.

The more comprehensive year-to-date average price was \$418,980, rising 14.7% from the first four months of 2019.

New residential listings in the region numbered 205 units in April 2020. This was a large decline of 49.8% on a year-over-year basis.

Overall supply remains near record lows. Active residential listings numbered 692 units at the end of April. This was a decrease of 15.7% from the end of April 2019.

Months of inventory numbered 5.8 at the end of April 2020, up from the 3.2 months recorded at the end of April 2019 but below the long-run average of 6.6 months 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 April 2020 was \$47.6 million, declining by 51.8% from the same month in 2019.

Sales of all property types numbered 148 units in April 2020; this was a decline of 58.2% from April 2019. The total value of all properties sold was \$56 million, declining by 58% from April 2019.

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.

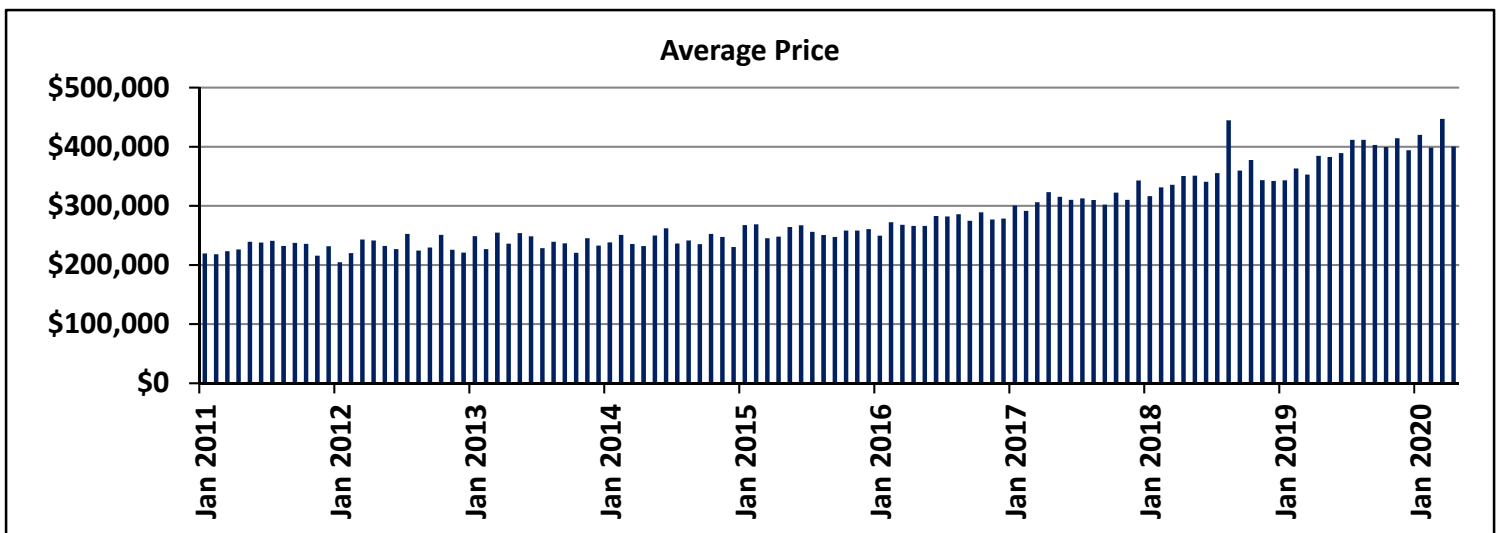
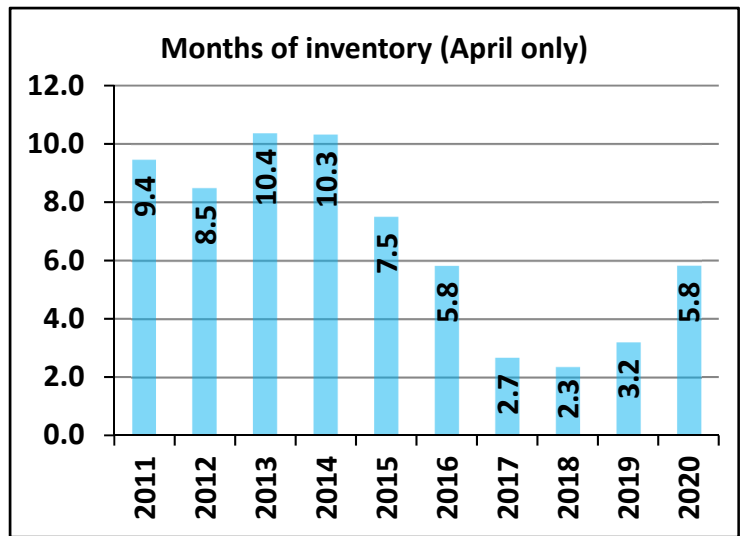
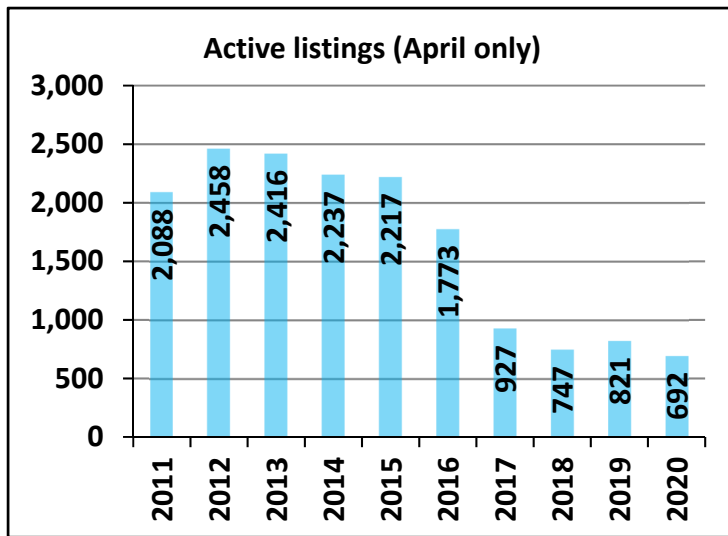
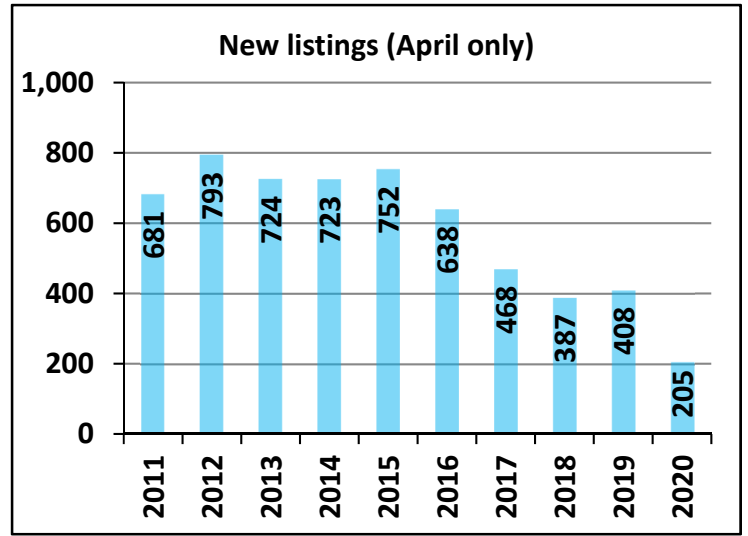
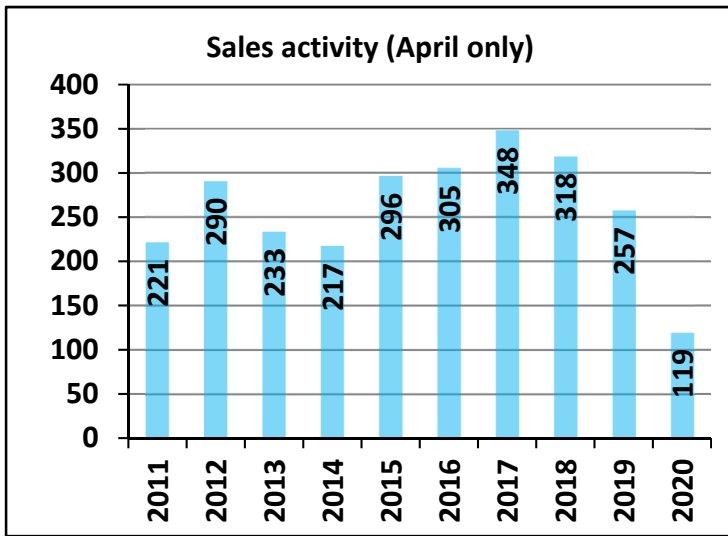
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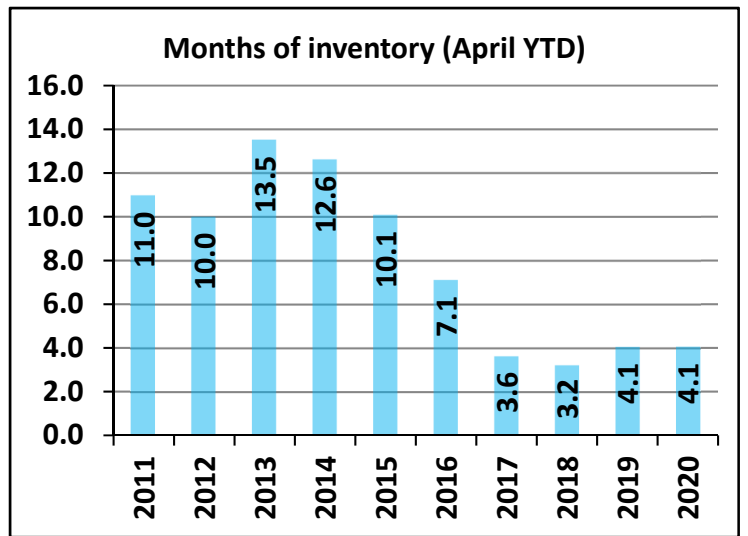
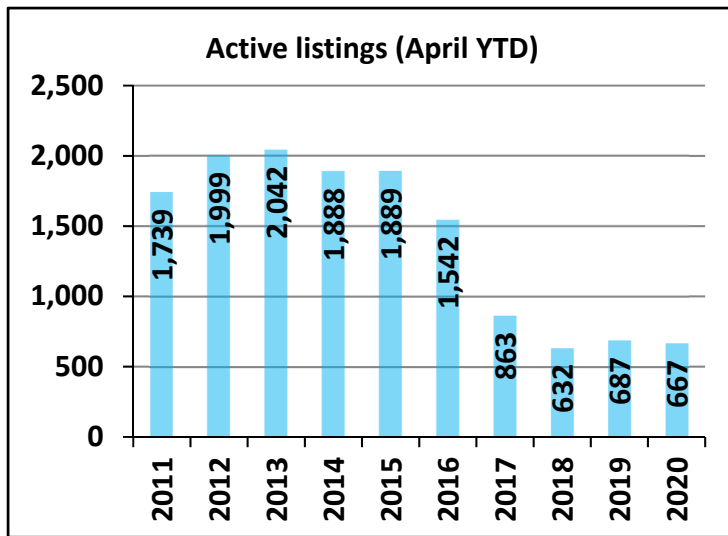
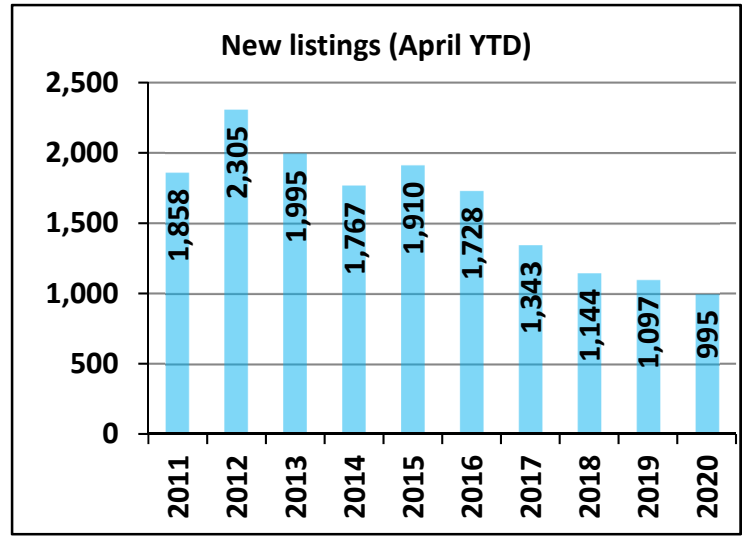
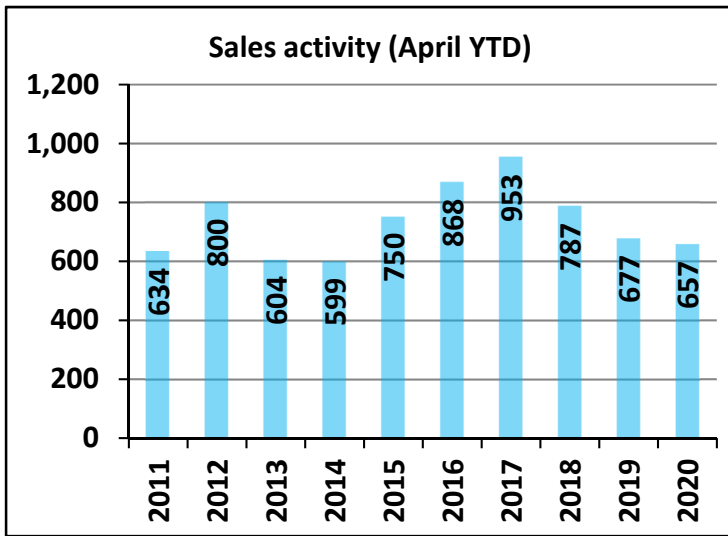
Grey Bruce Owen Sound

Residential Market Activity



Grey Bruce Owen Sound

Residential Market Activity



Grey Bruce Owen Sound

Residential Market Activity

| Actual | April 2020 | Compared to ⁶ | | | | | |
|--|---------------------|--------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | April 2019 | April 2018 | April 2017 | April 2015 | April 2013 | April 2010 |
| Sales Activity | 119 | -53.7 | -62.6 | -65.8 | -59.8 | -48.9 | -54.6 |
| Dollar Volume | \$47,612,217 | -51.8 | -57.3 | -57.6 | -35.1 | -13.4 | -24.7 |
| New Listings | 205 | -49.8 | -47.0 | -56.2 | -72.7 | -71.7 | -71.8 |
| Active Listings | 692 | -15.7 | -7.4 | -25.4 | -68.8 | -71.4 | -66.7 |
| Sales to New Listings Ratio¹ | 58.0 | 63.0 | 82.2 | 74.4 | 39.4 | 32.2 | 36.0 |
| Months of Inventory² | 5.8 | 3.2 | 2.3 | 2.7 | 7.5 | 10.4 | 7.9 |
| Average Price | \$400,103 | 4.0 | 14.2 | 23.9 | 61.4 | 69.6 | 65.8 |

| Year-to-date | April 2020 | Compared to ⁶ | | | | | |
|--|----------------------|--------------------------|----------------|----------------|----------------|----------------|----------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | April 2019 YTD | April 2018 YTD | April 2017 YTD | April 2015 YTD | April 2013 YTD | April 2010 YTD |
| Sales Activity | 657 | -3.0 | -16.5 | -31.1 | -12.4 | 8.8 | -13.9 |
| Dollar Volume | \$275,270,038 | 11.3 | 3.7 | -6.4 | 44.3 | 89.5 | 55.3 |
| New Listings | 995 | -9.3 | -13.0 | -25.9 | -47.9 | -50.1 | -51.7 |
| Active Listings³ | 667 | -2.9 | 5.5 | -22.7 | -64.7 | -67.3 | -59.7 |
| Sales to New Listings Ratio⁴ | 66.0 | 61.7 | 68.8 | 71.0 | 39.3 | 30.3 | 37.1 |
| Months of Inventory⁵ | 4.1 | 4.1 | 3.2 | 3.6 | 10.1 | 13.5 | 8.7 |
| Average Price | \$418,980 | 14.7 | 24.2 | 35.8 | 64.7 | 74.2 | 80.4 |

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