



517 10<sup>th</sup> ST. LOWER LEVEL | HANOVER | ONTARIO | N4N 1R4

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

## **Grey Bruce Owen Sound home sales up year-over-year in March**

Residential sales activity in the geographical area covered by the REALTORS® Association of Grey Bruce Owen Sound totaled 211 units in March 2020. This was an increase of 24.1% from March 2019.

On a year-to-date basis, home sales totalled 540 units over the first three months of the year. This was an increase of 28.6% from the same period in 2019.

The average price of homes sold in March 2020 was a record \$445,569, rising 26.3% from March 2019.

The more comprehensive year-to-date average price was \$422,913, rising 19.6% from the first three months of 2019.

New residential listings in the region numbered 343 units in March 2020. This was an increase of 12.5% on a year-over-year basis.

Overall supply remains near record lows. Active residential listings numbered 674 units at the end of March. This was down 5.5% from the end of March 2019.

Months of inventory numbered 3.2 at the end of March 2020, down from the 4.2 months recorded at the end of March 2019 but below the long-run average of 7.5 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 March 2020 was \$94 million, a large increase of 56.8% from the same month in 2019. This was also a new record for the month of March.

Sales of all property types numbered 247 units in March 2020, up 6.5% (15 sales) from March 2019. The total value of all properties sold was \$107.7 million, a large increase of 33.5% from March 2019.

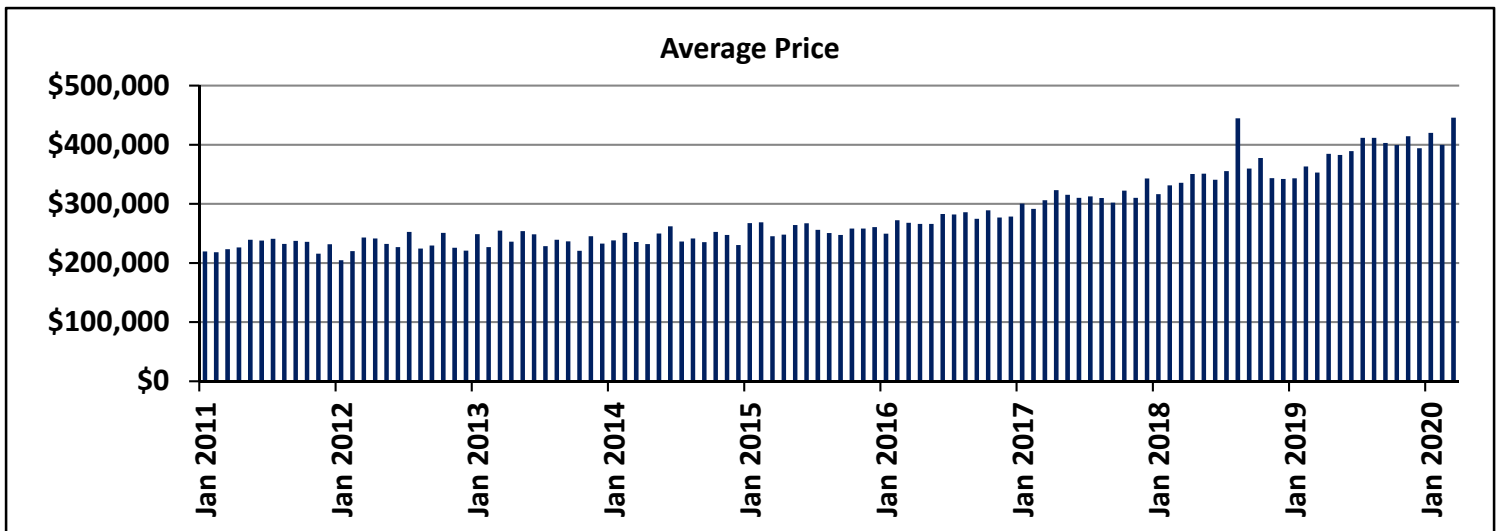
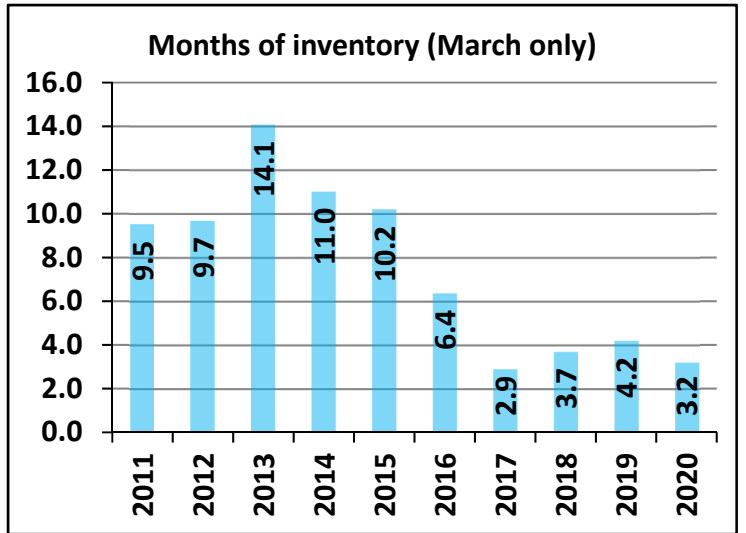
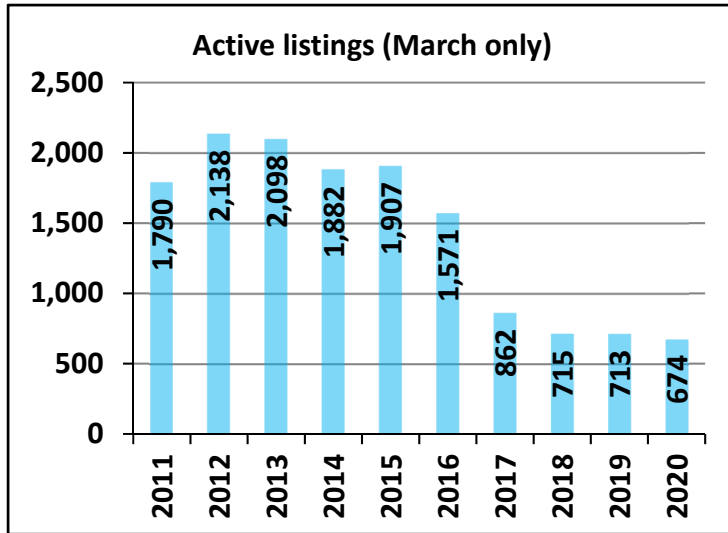
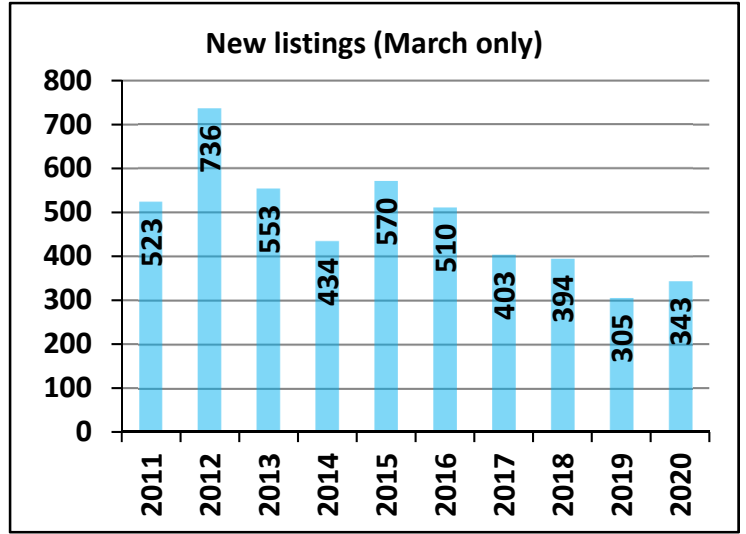
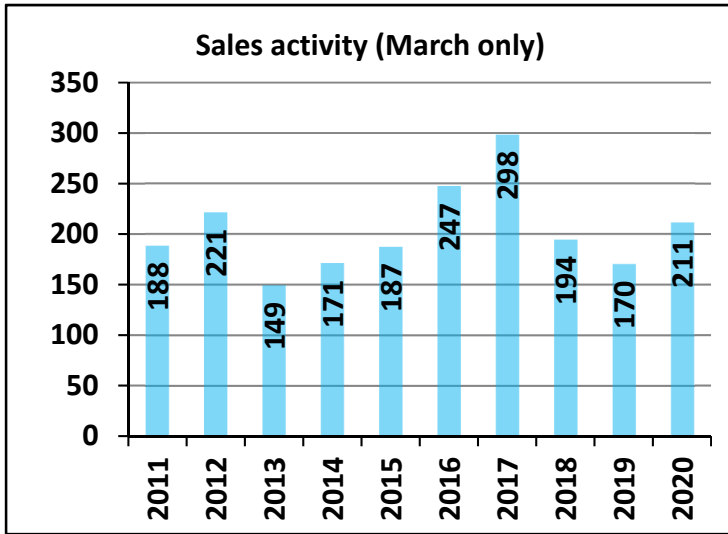
The REALTORS® Association of Grey Bruce Owen Sound represents approximately 400 REALTORS® registered with its member offices. The geographical area served by the Association is in southwestern Ontario, bordered by Lake Huron and Georgian Bay including Bruce and Grey Counties, and part of Wellington County.

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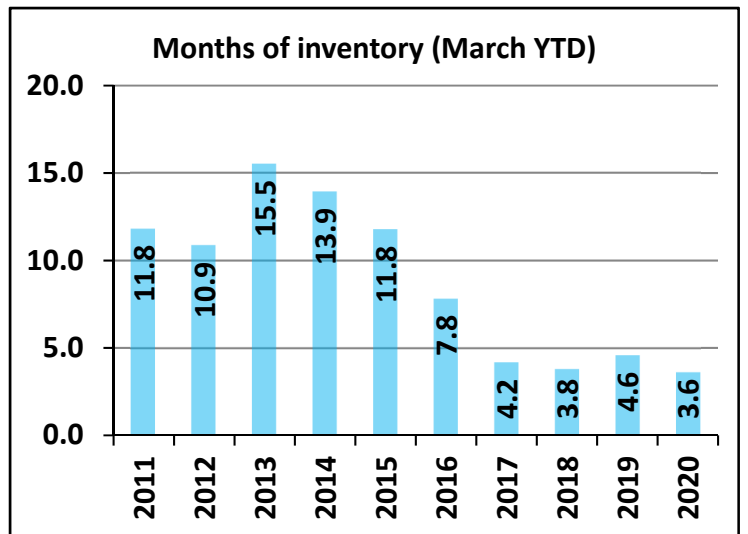
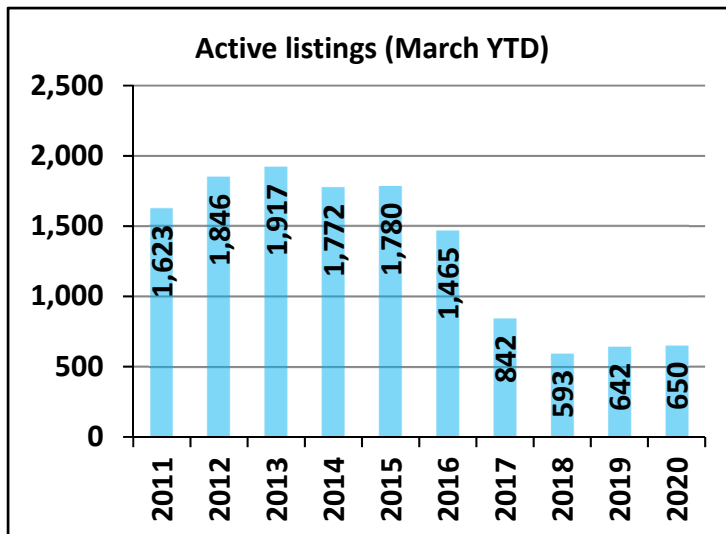
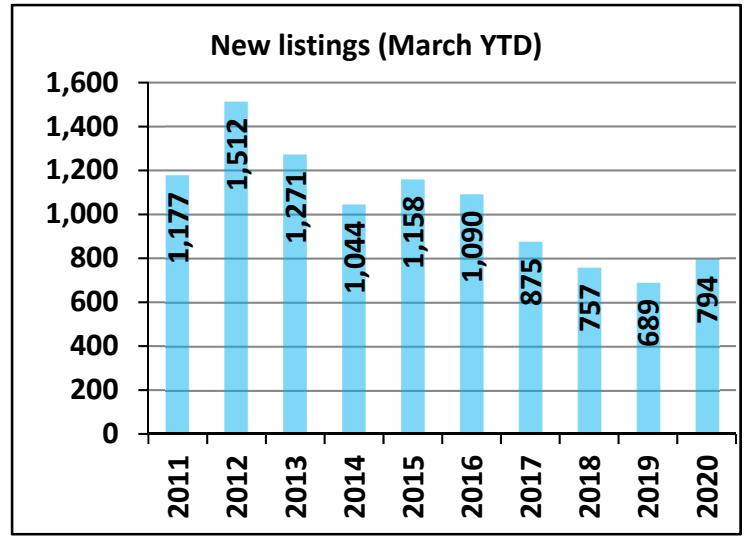
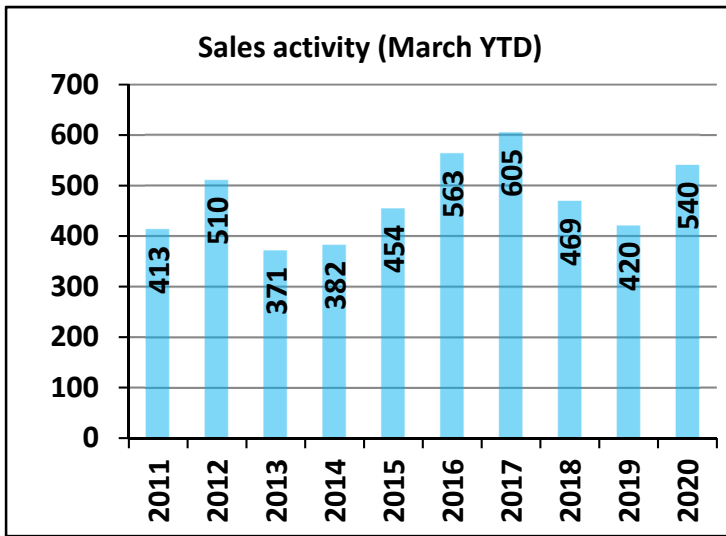
# Grey Bruce Owen Sound

## Residential Market Activity



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Actual	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019	March 2018	March 2017	March 2015	March 2013	March 2010
<b>Sales Activity</b>	<b>211</b>	24.1	8.8	-29.2	12.8	41.6	-6.2
<b>Dollar Volume</b>	<b>\$94,015,084</b>	56.8	44.4	3.1	105.1	147.7	84.9
<b>New Listings</b>	<b>343</b>	12.5	-12.9	-14.9	-39.8	-38.0	-46.2
<b>Active Listings</b>	<b>674</b>	-5.5	-5.7	-21.8	-64.7	-67.9	-61.4
<b>Sales to New Listings Ratio<sup>1</sup></b>	<b>61.5</b>	55.7	49.2	73.9	32.8	26.9	35.3
<b>Months of Inventory<sup>2</sup></b>	<b>3.2</b>	4.2	3.7	2.9	10.2	14.1	7.8
<b>Average Price</b>	<b>\$445,569</b>	26.3	32.8	45.7	81.8	74.9	97.1

Year-to-date	March 2020	Compared to <sup>6</sup>					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2019 YTD	March 2018 YTD	March 2017 YTD	March 2015 YTD	March 2013 YTD	March 2010 YTD
<b>Sales Activity</b>	<b>540</b>	28.6	15.1	-10.7	18.9	45.6	7.8
<b>Dollar Volume</b>	<b>\$228,372,821</b>	53.8	48.2	25.7	94.5	152.8	100.3
<b>New Listings</b>	<b>794</b>	15.2	4.9	-9.3	-31.4	-37.5	-40.4
<b>Active Listings<sup>3</sup></b>	<b>650</b>	1.2	9.6	-22.8	-63.5	-66.1	-57.0
<b>Sales to New Listings Ratio<sup>4</sup></b>	<b>68.0</b>	61.0	62.0	69.1	39.2	29.2	37.6
<b>Months of Inventory<sup>5</sup></b>	<b>3.6</b>	4.6	3.8	4.2	11.8	15.5	9.1
<b>Average Price</b>	<b>\$422,913</b>	19.6	28.7	40.8	63.5	73.7	85.9

<sup>1</sup> Sales / new listings \* 100

<sup>2</sup> Active listings at month end / monthly sales

<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> Average active listings from January to current month / average sales from January to current month

<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes