



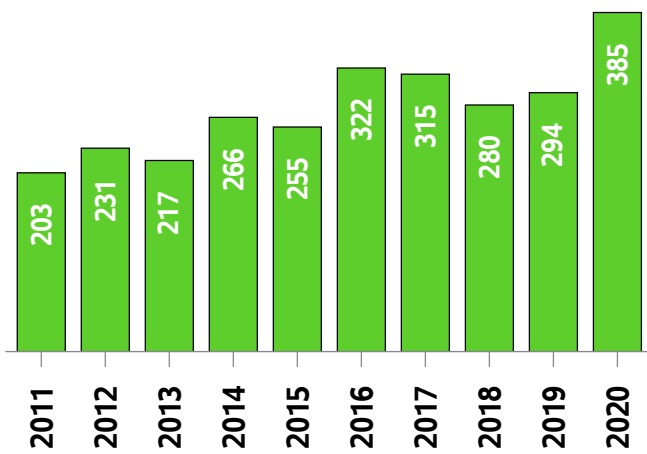
Grey Bruce Owen Sound Residential Market Activity Report October 2020



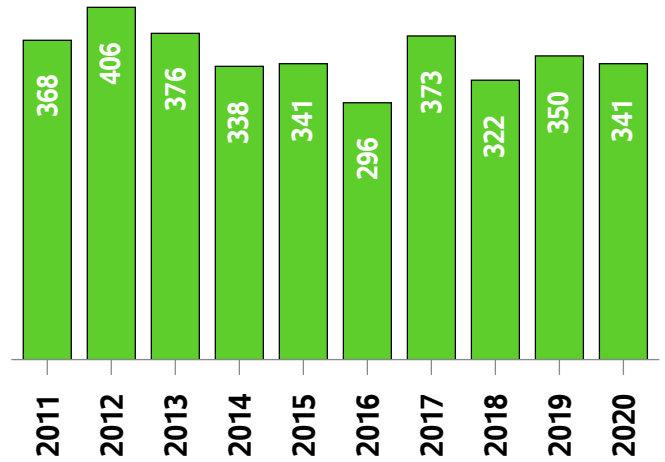
Prepared for the REALTORS® Association of Grey Bruce Owen Sound by the Canadian Real Estate Association

Grey Bruce Owen Sound MLS® Residential Market Activity

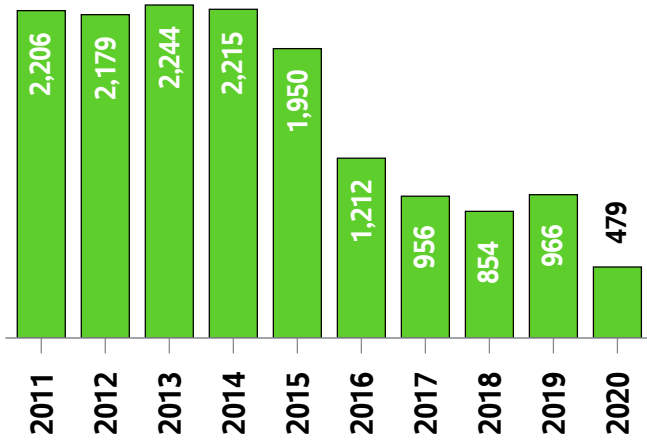
Sales Activity (October only)



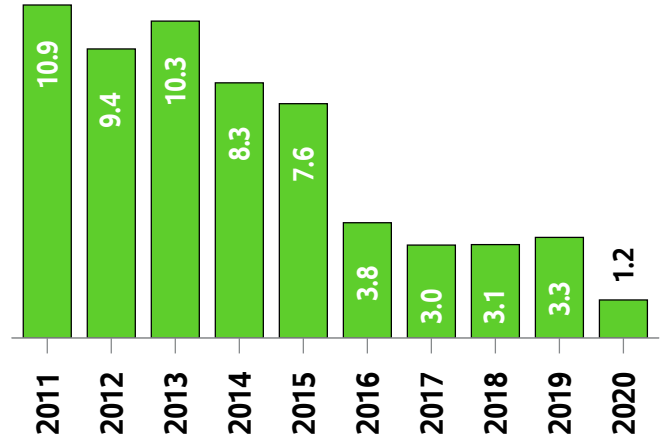
New Listings (October only)



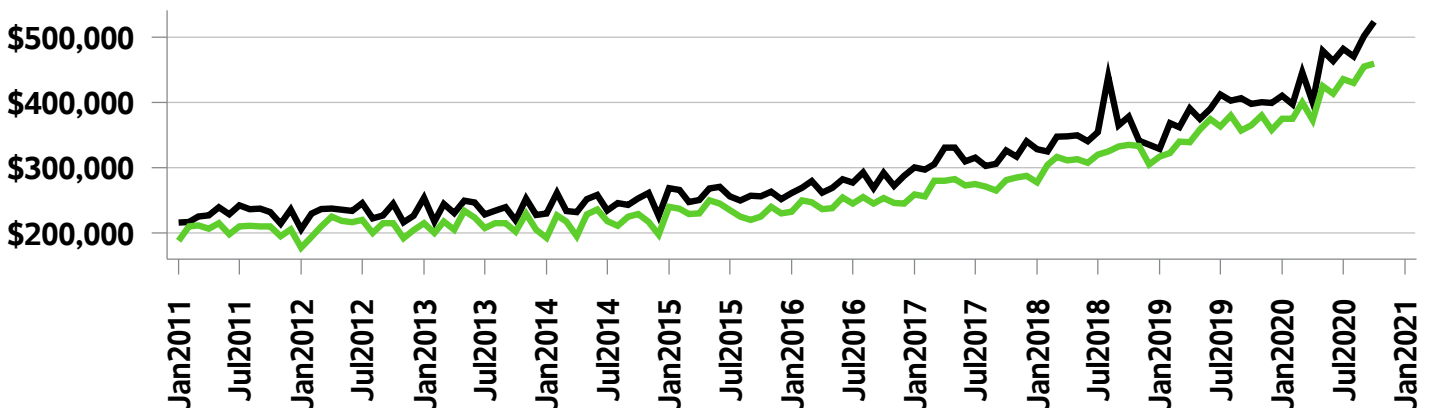
Active Listings (October only)



Months of Inventory (October only)

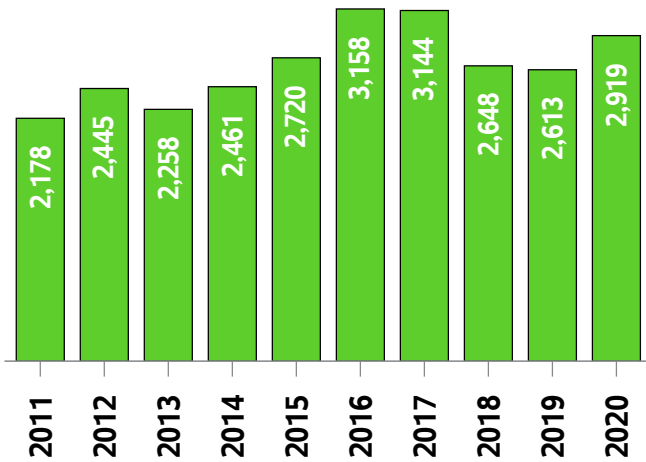


Average Price and Median Price

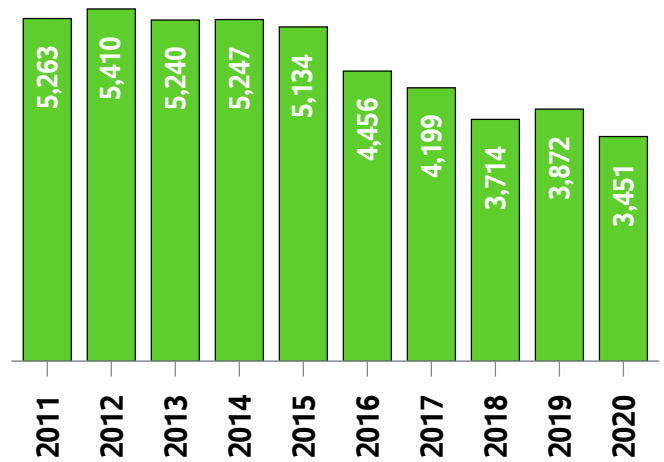


Grey Bruce Owen Sound MLS® Residential Market Activity

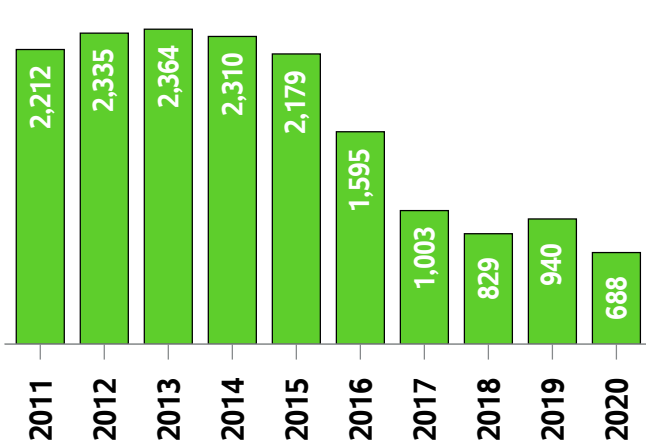
Sales Activity (October Year-to-date)



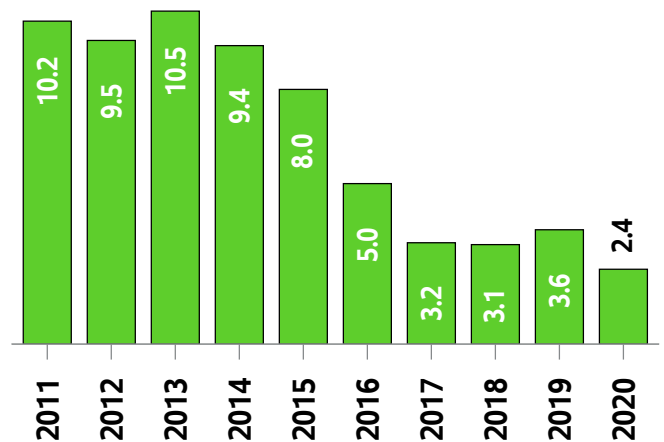
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Grey Bruce Owen Sound MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|-----------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 385 | 31.0 | 37.5 | 22.2 | 51.0 | 77.4 | 71.1 |
| Dollar Volume | \$201,600,711 | 72.4 | 90.4 | 96.1 | 208.7 | 323.8 | 291.2 |
| New Listings | 341 | -2.6 | 5.9 | -8.6 | 0.0 | -9.3 | -8.6 |
| Active Listings | 479 | -50.4 | -43.9 | -49.9 | -75.4 | -78.7 | -75.4 |
| Sales to New Listings Ratio ¹ | 112.9 | 84.0 | 87.0 | 84.5 | 74.8 | 57.7 | 60.3 |
| Months of Inventory ² | 1.2 | 3.3 | 3.1 | 3.0 | 7.6 | 10.3 | 8.6 |
| Average Price | \$523,638 | 31.6 | 38.5 | 60.4 | 104.4 | 138.9 | 128.6 |
| Median Price | \$459,500 | 25.9 | 37.2 | 63.5 | 104.2 | 127.5 | 128.6 |
| Sales to List Price Ratio | 99.1 | 97.4 | 97.0 | 96.3 | 94.7 | 94.9 | 95.0 |
| Median Days on Market | 22.0 | 33.5 | 30.5 | 37.0 | 85.0 | 90.0 | 69.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 2,919 | 11.7 | 10.2 | -7.2 | 7.3 | 29.3 | 19.9 |
| Dollar Volume | \$1,372,337,370 | 35.0 | 43.6 | 38.6 | 95.0 | 157.0 | 145.4 |
| New Listings | 3,451 | -10.9 | -7.1 | -17.8 | -32.8 | -34.1 | -33.3 |
| Active Listings ³ | 688 | -26.8 | -17.0 | -31.4 | -68.4 | -70.9 | -66.8 |
| Sales to New Listings Ratio ⁴ | 84.6 | 67.5 | 71.3 | 74.9 | 53.0 | 43.1 | 47.1 |
| Months of Inventory ⁵ | 2.4 | 3.6 | 3.1 | 3.2 | 8.0 | 10.5 | 8.5 |
| Average Price | \$470,140 | 20.8 | 30.3 | 49.3 | 81.7 | 98.8 | 104.7 |
| Median Price | \$421,000 | 17.1 | 33.7 | 53.1 | 80.7 | 95.8 | 105.4 |
| Sales to List Price Ratio | 98.4 | 97.5 | 97.5 | 96.8 | 95.5 | 95.1 | 95.2 |
| Median Days on Market | 26.0 | 29.0 | 27.0 | 30.0 | 66.0 | 71.0 | 59.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

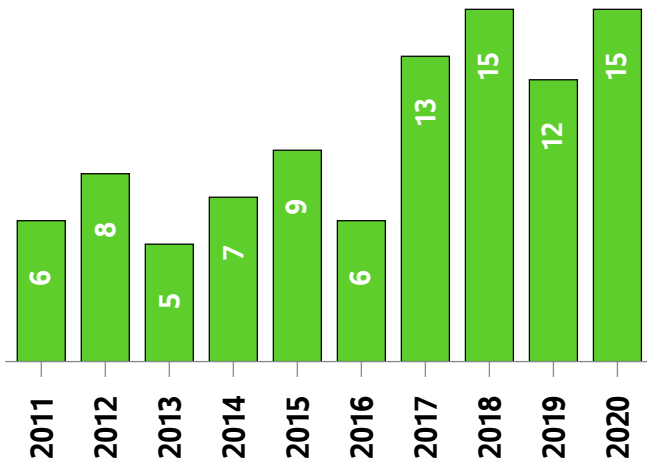
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

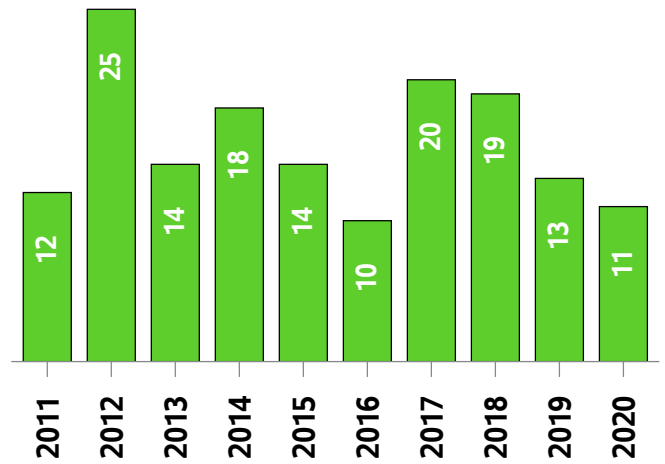
Arran-Elderslie

MLS® Residential Market Activity

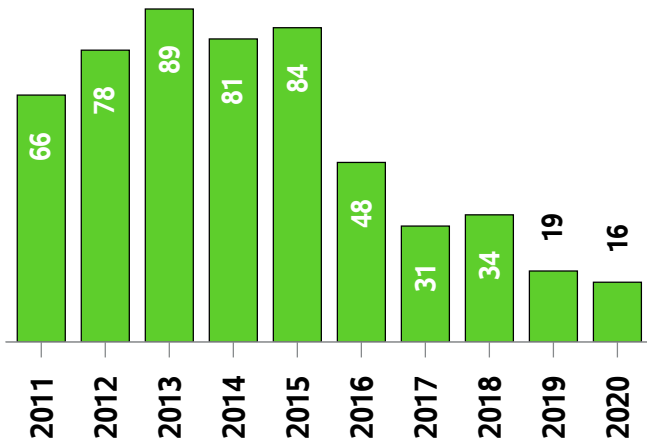
Sales Activity (October only)



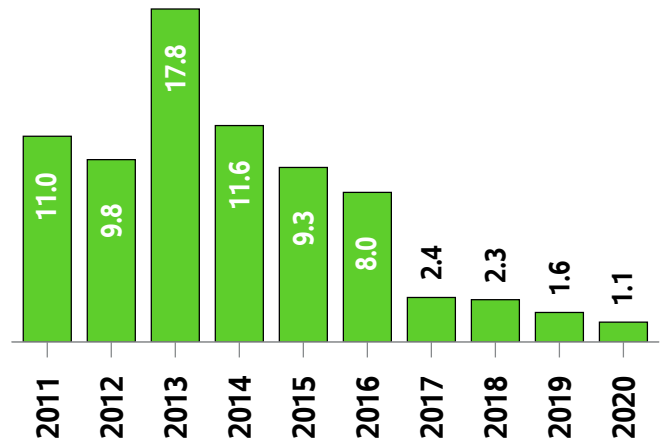
New Listings (October only)



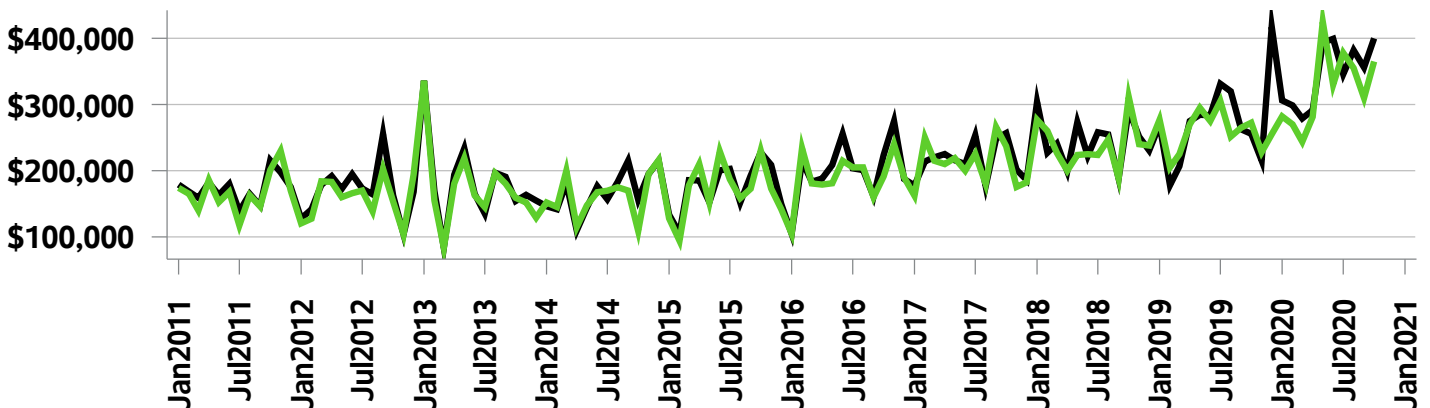
Active Listings (October only)



Months of Inventory (October only)

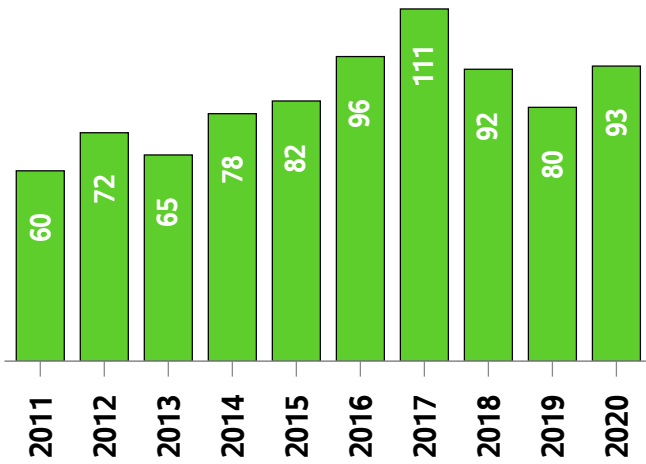


Average Price and Median Price

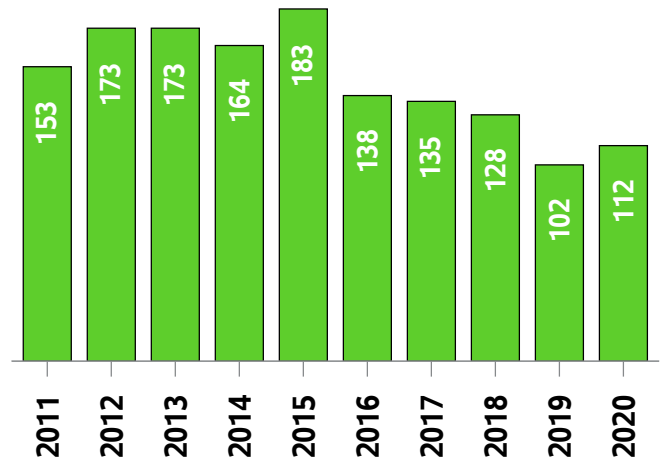


Arran-Elderslie MLS® Residential Market Activity

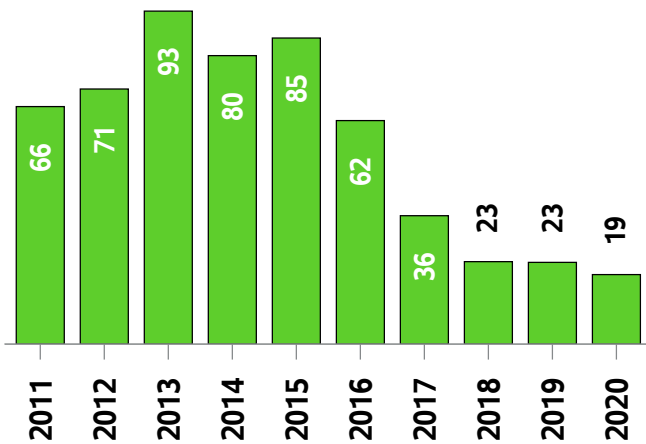
Sales Activity (October Year-to-date)



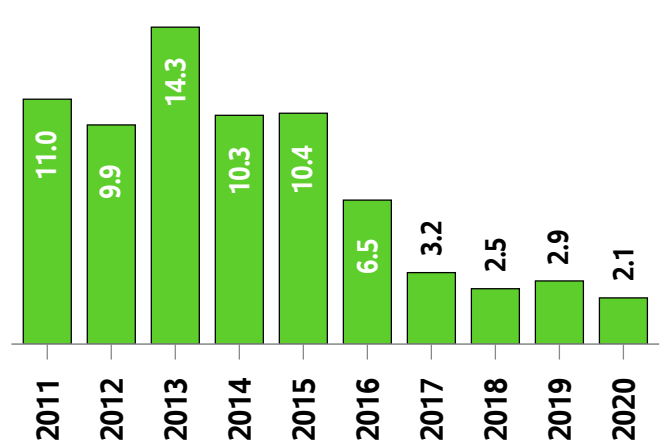
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Arran-Elderslie MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 15 | 25.0 | 0.0 | 15.4 | 66.7 | 200.0 | 114.3 |
| Dollar Volume | \$5,998,900 | 95.5 | 37.1 | 79.7 | 192.8 | 678.1 | 389.5 |
| New Listings | 11 | -15.4 | -42.1 | -45.0 | -21.4 | -21.4 | 10.0 |
| Active Listings | 16 | -15.8 | -52.9 | -48.4 | -81.0 | -82.0 | -74.6 |
| Sales to New Listings Ratio ¹ | 136.4 | 92.3 | 78.9 | 65.0 | 64.3 | 35.7 | 70.0 |
| Months of Inventory ² | 1.1 | 1.6 | 2.3 | 2.4 | 9.3 | 17.8 | 9.0 |
| Average Price | \$399,927 | 56.4 | 37.1 | 55.7 | 75.7 | 159.4 | 128.5 |
| Median Price | \$365,000 | 34.0 | 17.2 | 54.0 | 58.4 | 129.6 | 151.7 |
| Sales to List Price Ratio | 97.6 | 96.4 | 96.1 | 97.0 | 96.6 | 93.0 | 98.7 |
| Median Days on Market | 45.0 | 30.5 | 21.0 | 24.0 | 80.0 | 166.0 | 24.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 93 | 16.3 | 1.1 | -16.2 | 13.4 | 43.1 | 20.8 |
| Dollar Volume | \$32,689,549 | 47.5 | 43.6 | 30.9 | 120.9 | 165.1 | 153.6 |
| New Listings | 112 | 9.8 | -12.5 | -17.0 | -38.8 | -35.3 | -26.3 |
| Active Listings ³ | 19 | -14.9 | -15.7 | -45.8 | -77.3 | -79.1 | -66.4 |
| Sales to New Listings Ratio ⁴ | 83.0 | 78.4 | 71.9 | 82.2 | 44.8 | 37.6 | 50.7 |
| Months of Inventory ⁵ | 2.1 | 2.9 | 2.5 | 3.2 | 10.4 | 14.3 | 7.5 |
| Average Price | \$351,501 | 26.9 | 42.1 | 56.3 | 94.8 | 85.3 | 109.9 |
| Median Price | \$330,000 | 25.7 | 46.7 | 50.0 | 88.6 | 94.2 | 120.0 |
| Sales to List Price Ratio | 98.8 | 97.0 | 95.9 | 96.4 | 95.0 | 94.4 | 96.3 |
| Median Days on Market | 25.0 | 22.0 | 25.5 | 39.0 | 70.5 | 86.0 | 60.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

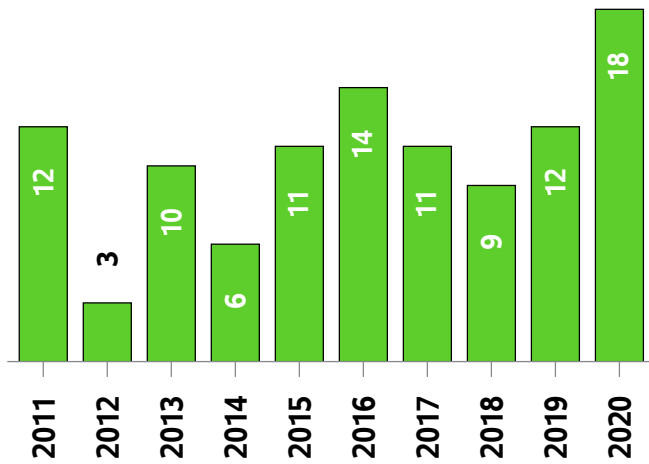
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

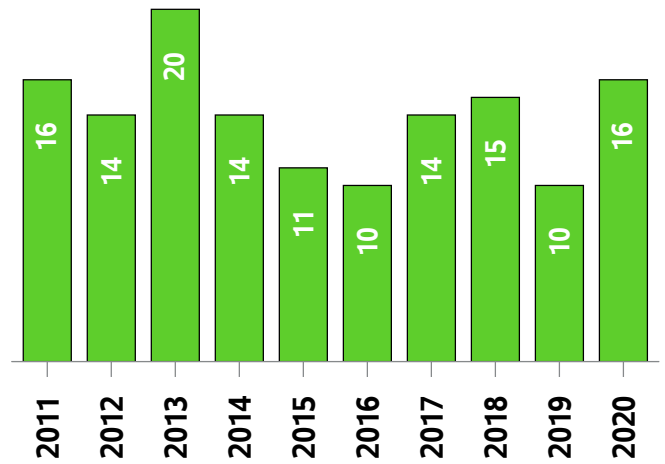
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Brockton MLS® Residential Market Activity

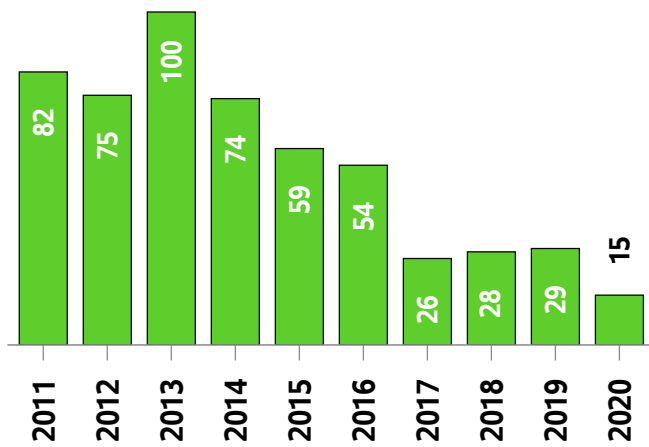
Sales Activity (October only)



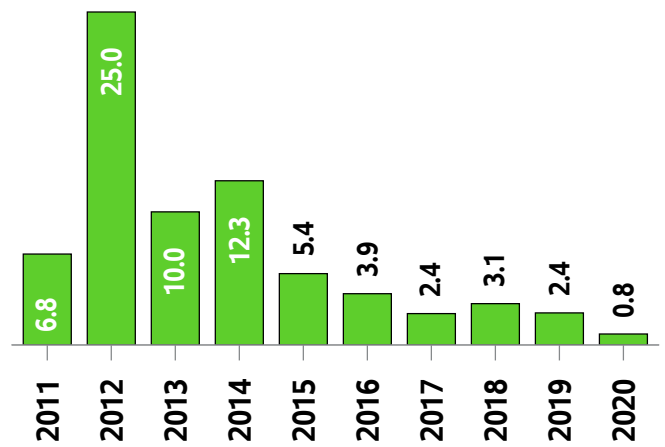
New Listings (October only)



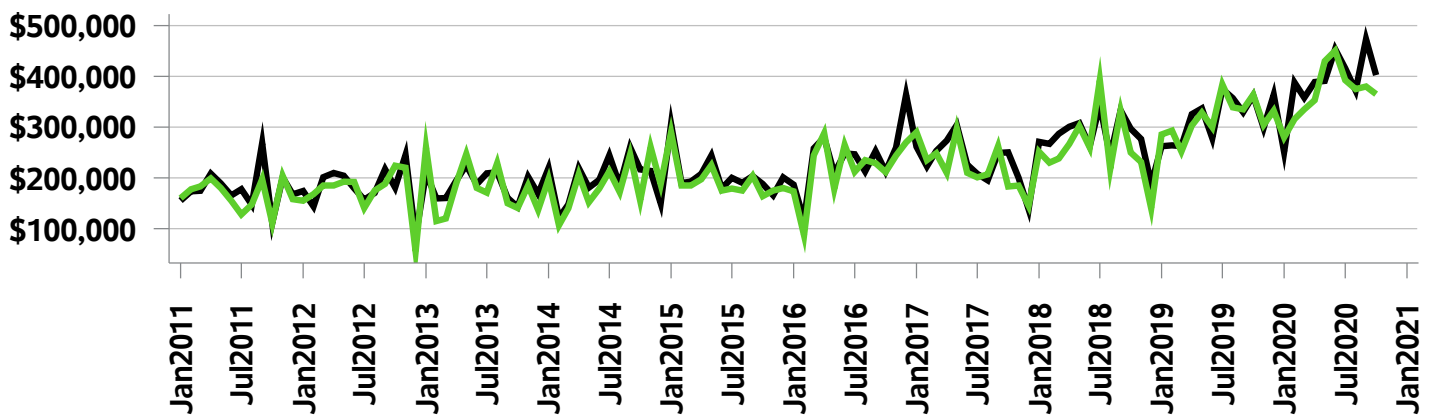
Active Listings (October only)



Months of Inventory (October only)

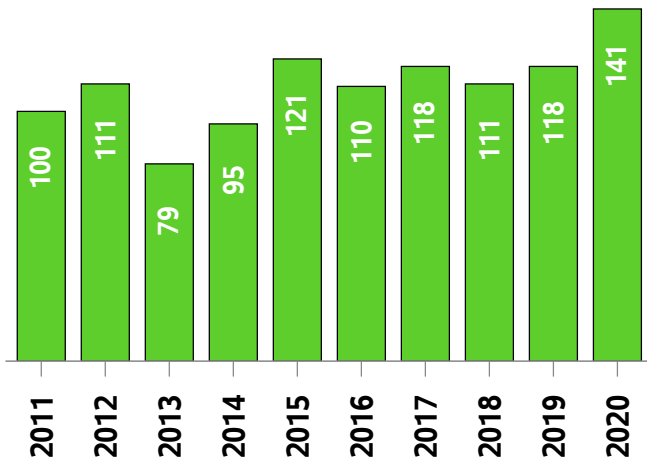


Average Price and Median Price

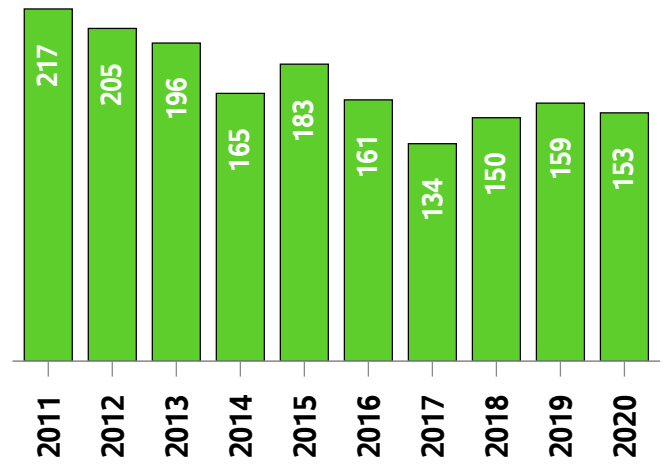


Brockton MLS® Residential Market Activity

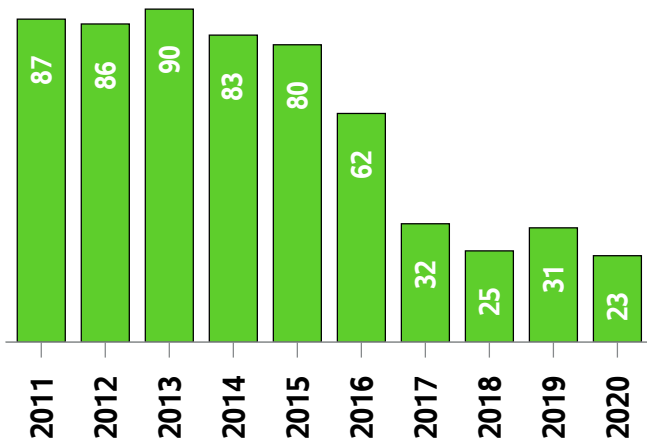
Sales Activity (October Year-to-date)



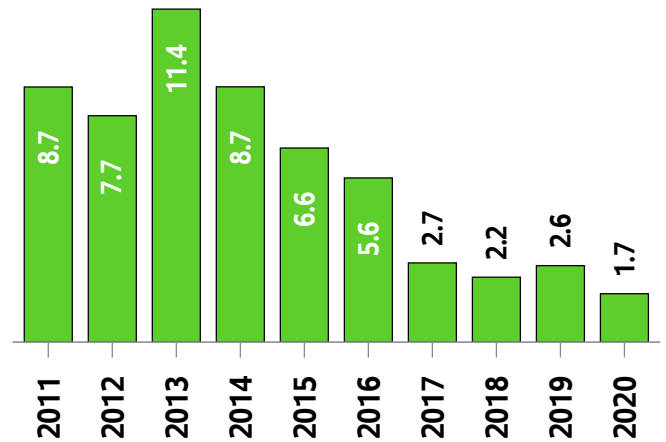
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Brockton MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 18 | 50.0 | 100.0 | 63.6 | 63.6 | 80.0 | 80.0 |
| Dollar Volume | \$7,244,000 | 66.7 | 171.1 | 163.1 | 250.3 | 406.6 | 218.5 |
| New Listings | 16 | 60.0 | 6.7 | 14.3 | 45.5 | -20.0 | -5.9 |
| Active Listings | 15 | -48.3 | -46.4 | -42.3 | -74.6 | -85.0 | -79.2 |
| Sales to New Listings Ratio ¹ | 112.5 | 120.0 | 60.0 | 78.6 | 100.0 | 50.0 | 58.8 |
| Months of Inventory ² | 0.8 | 2.4 | 3.1 | 2.4 | 5.4 | 10.0 | 7.2 |
| Average Price | \$402,444 | 11.1 | 35.6 | 60.8 | 114.1 | 181.4 | 76.9 |
| Median Price | \$365,000 | 0.3 | 46.0 | 99.5 | 122.6 | 159.3 | 96.2 |
| Sales to List Price Ratio | 96.6 | 97.0 | 97.0 | 99.5 | 93.9 | 93.0 | 92.9 |
| Median Days on Market | 19.5 | 31.5 | 29.0 | 13.0 | 65.0 | 94.0 | 31.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 141 | 19.5 | 27.0 | 19.5 | 16.5 | 78.5 | 56.7 |
| Dollar Volume | \$57,150,905 | 51.5 | 79.2 | 97.7 | 130.7 | 285.2 | 246.4 |
| New Listings | 153 | -3.8 | 2.0 | 14.2 | -16.4 | -21.9 | -17.3 |
| Active Listings ³ | 23 | -24.4 | -5.3 | -27.0 | -70.9 | -74.0 | -66.1 |
| Sales to New Listings Ratio ⁴ | 92.2 | 74.2 | 74.0 | 88.1 | 66.1 | 40.3 | 48.6 |
| Months of Inventory ⁵ | 1.7 | 2.6 | 2.2 | 2.7 | 6.6 | 11.4 | 7.6 |
| Average Price | \$405,326 | 26.8 | 41.0 | 65.5 | 98.0 | 115.8 | 121.1 |
| Median Price | \$370,000 | 17.0 | 42.3 | 55.3 | 100.0 | 102.2 | 111.8 |
| Sales to List Price Ratio | 98.4 | 97.9 | 97.1 | 97.5 | 95.1 | 93.8 | 94.0 |
| Median Days on Market | 23.0 | 23.0 | 21.0 | 45.0 | 58.0 | 90.0 | 51.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

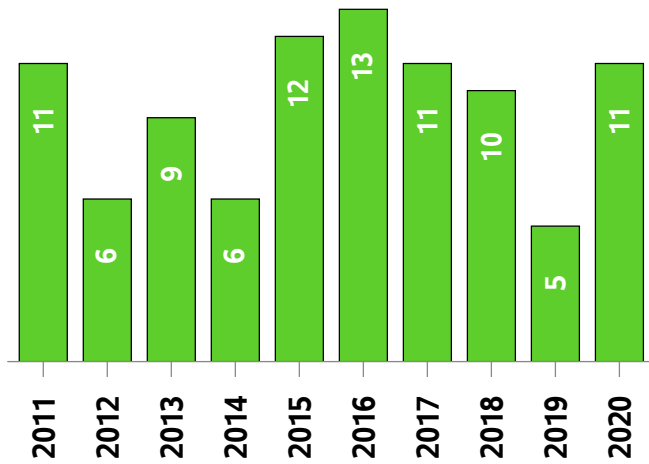
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

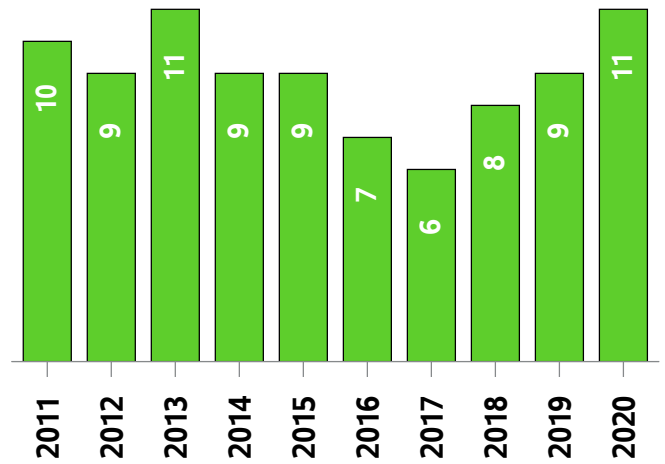
Chatsworth

MLS® Residential Market Activity

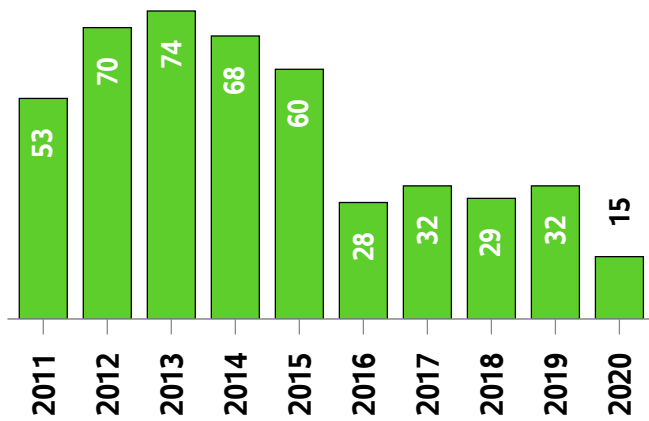
Sales Activity (October only)



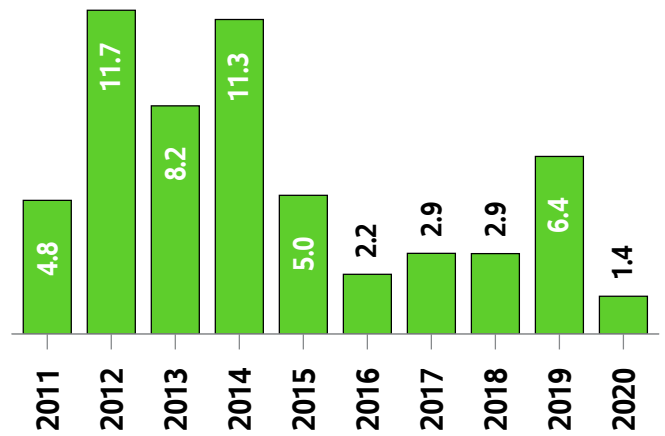
New Listings (October only)



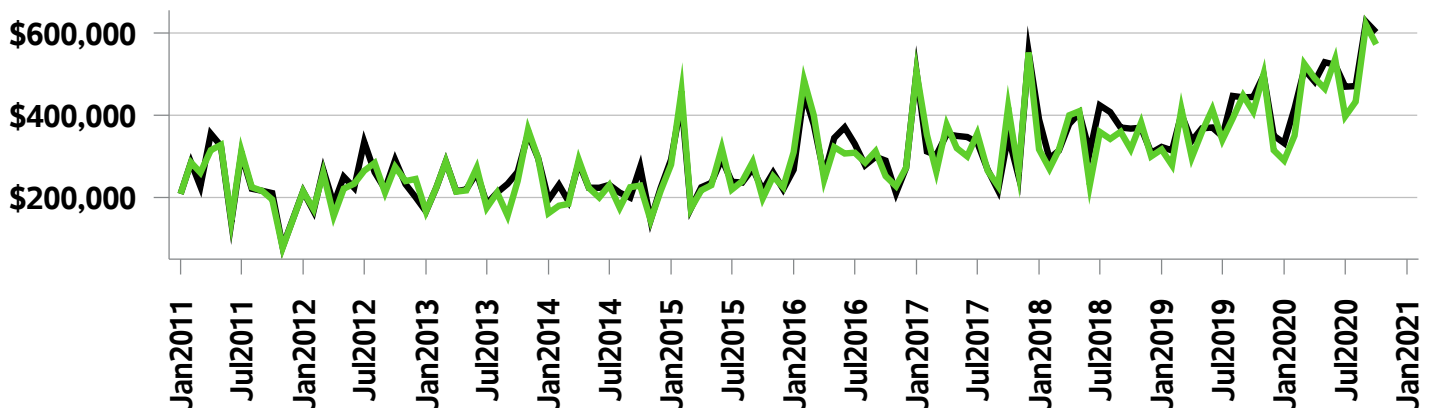
Active Listings (October only)



Months of Inventory (October only)

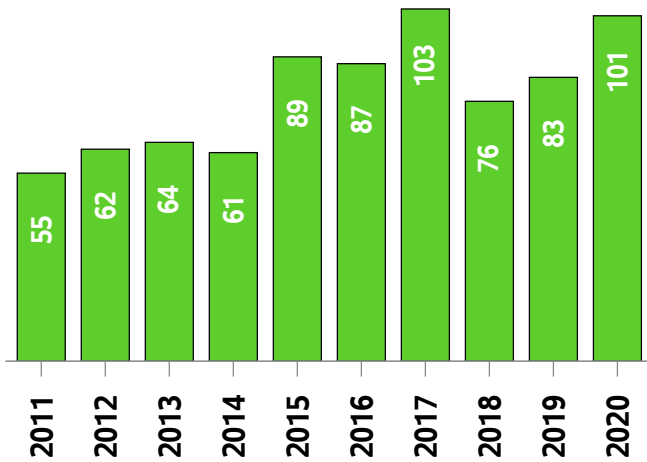


Average Price and Median Price

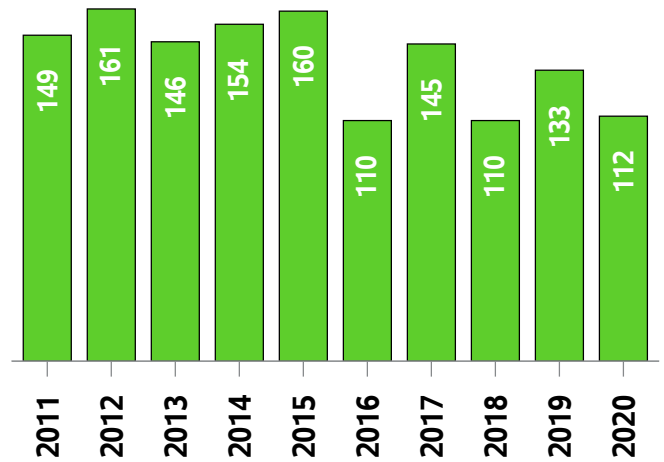


Chatsworth MLS® Residential Market Activity

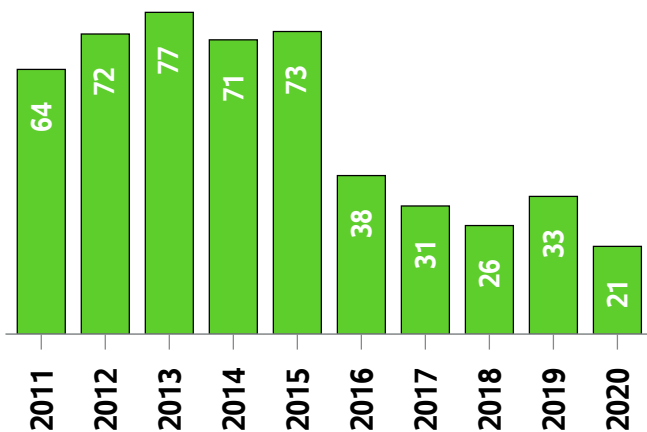
Sales Activity (October Year-to-date)



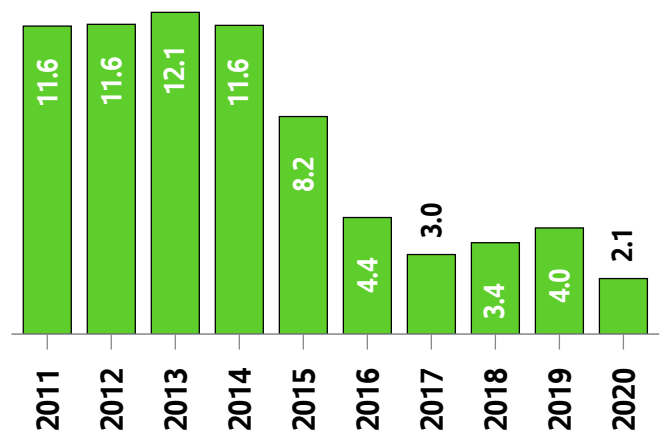
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Chatsworth

MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 11 | 120.0 | 10.0 | 0.0 | -8.3 | 22.2 | 120.0 |
| Dollar Volume | \$6,619,500 | 197.9 | 80.1 | 72.1 | 153.0 | 180.5 | 811.9 |
| New Listings | 11 | 22.2 | 37.5 | 83.3 | 22.2 | 0.0 | 22.2 |
| Active Listings | 15 | -53.1 | -48.3 | -53.1 | -75.0 | -79.7 | -72.7 |
| Sales to New Listings Ratio ¹ | 100.0 | 55.6 | 125.0 | 183.3 | 133.3 | 81.8 | 55.6 |
| Months of Inventory ² | 1.4 | 6.4 | 2.9 | 2.9 | 5.0 | 8.2 | 11.0 |
| Average Price | \$601,773 | 35.4 | 63.7 | 72.1 | 176.0 | 129.5 | 314.5 |
| Median Price | \$572,500 | 40.0 | 80.3 | 36.3 | 189.1 | 138.5 | 324.1 |
| Sales to List Price Ratio | 96.9 | 96.0 | 96.1 | 97.7 | 96.1 | 95.6 | 94.0 |
| Median Days on Market | 22.0 | 63.0 | 28.5 | 27.0 | 111.0 | 62.0 | 101.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 101 | 21.7 | 32.9 | -1.9 | 13.5 | 57.8 | 60.3 |
| Dollar Volume | \$51,155,200 | 59.2 | 82.9 | 52.0 | 125.5 | 252.4 | 253.1 |
| New Listings | 112 | -15.8 | 1.8 | -22.8 | -30.0 | -23.3 | -20.0 |
| Active Listings ³ | 21 | -36.3 | -19.2 | -31.5 | -71.0 | -72.7 | -63.2 |
| Sales to New Listings Ratio ⁴ | 90.2 | 62.4 | 69.1 | 71.0 | 55.6 | 43.8 | 45.0 |
| Months of Inventory ⁵ | 2.1 | 4.0 | 3.4 | 3.0 | 8.2 | 12.1 | 9.1 |
| Average Price | \$506,487 | 30.9 | 37.6 | 55.0 | 98.7 | 123.3 | 120.2 |
| Median Price | \$477,000 | 27.2 | 38.0 | 51.4 | 94.7 | 115.8 | 117.8 |
| Sales to List Price Ratio | 98.3 | 96.9 | 96.5 | 97.0 | 94.8 | 95.1 | 94.1 |
| Median Days on Market | 35.0 | 28.0 | 30.5 | 22.0 | 74.0 | 82.5 | 63.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

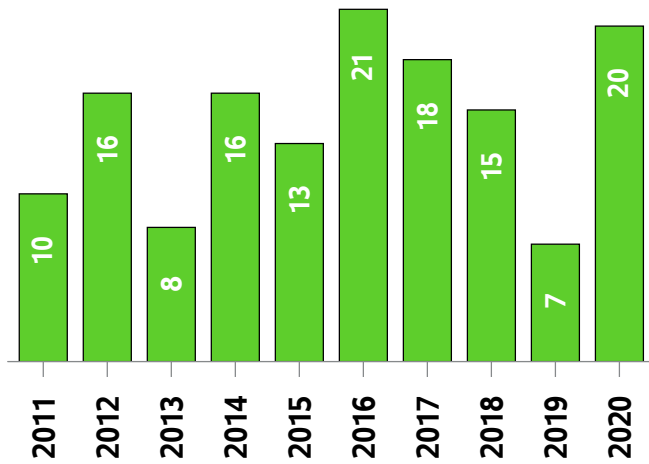
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

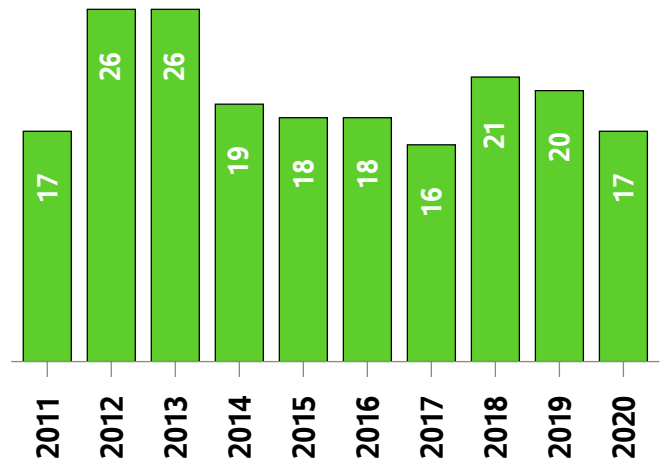
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Georgian Bluffs MLS® Residential Market Activity

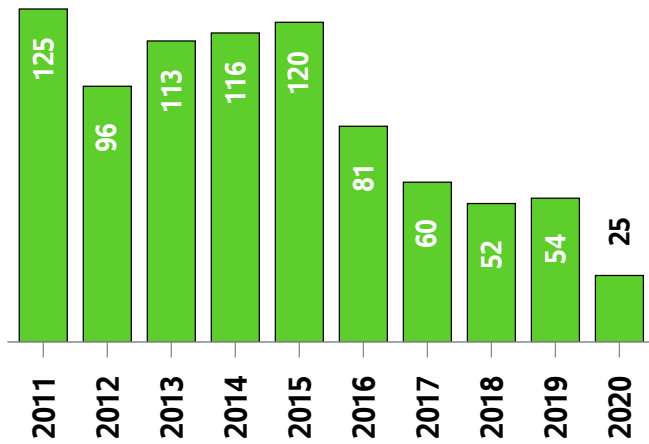
Sales Activity (October only)



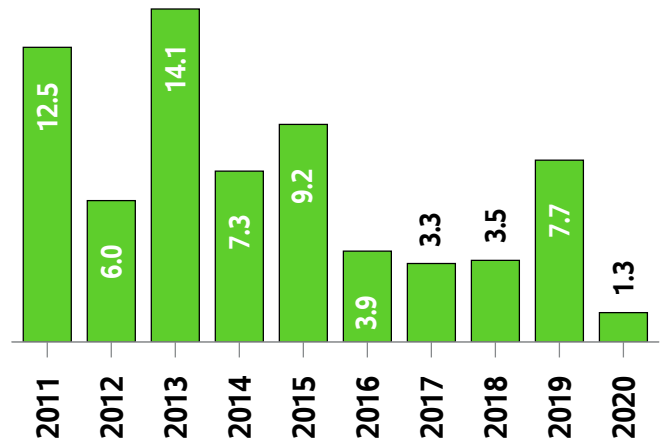
New Listings (October only)



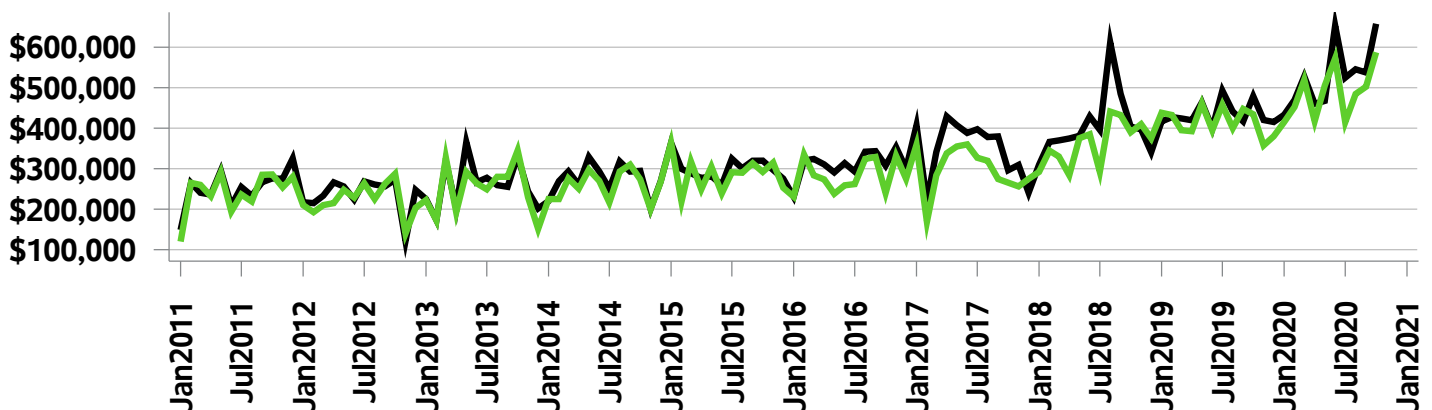
Active Listings (October only)



Months of Inventory (October only)

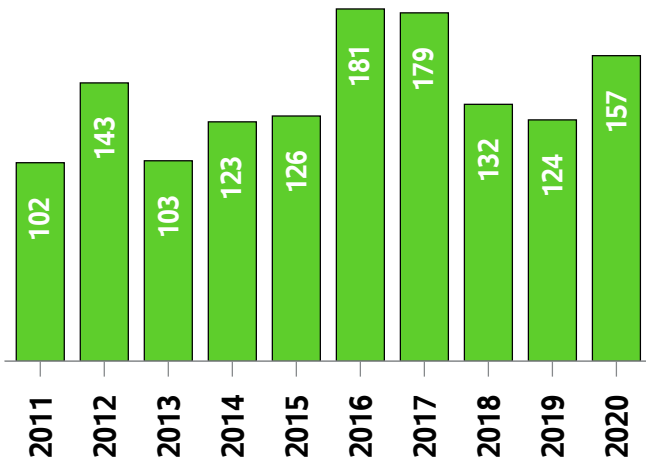


Average Price and Median Price

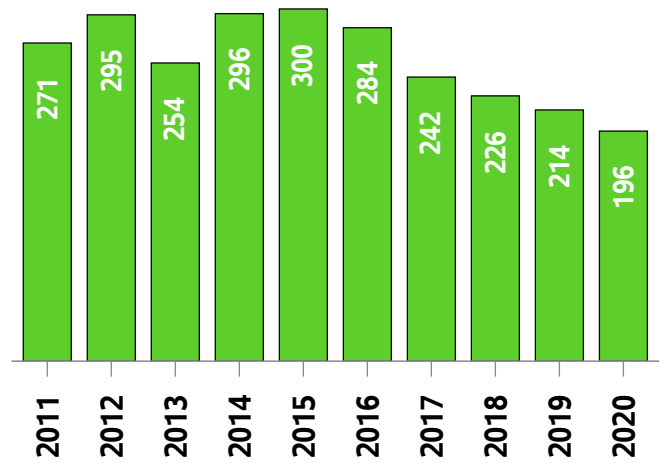


Georgian Bluffs MLS® Residential Market Activity

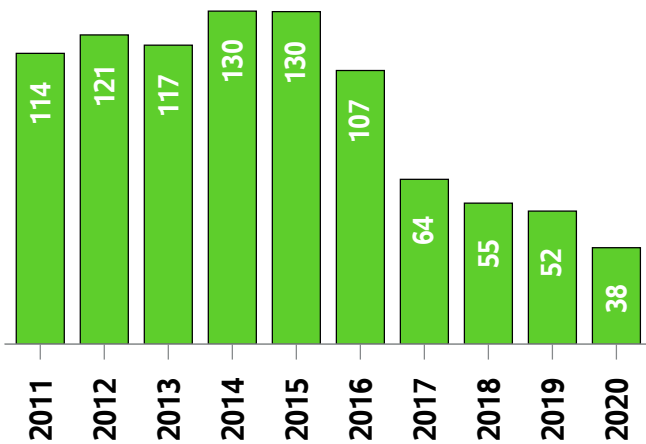
Sales Activity (October Year-to-date)



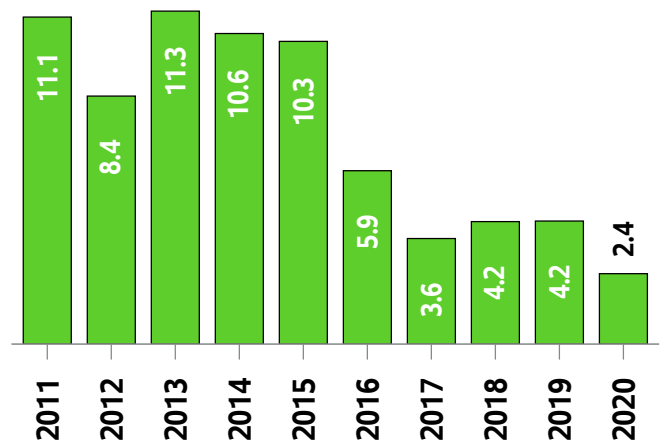
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Georgian Bluffs MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 20 | 185.7 | 33.3 | 11.1 | 53.8 | 150.0 | 100.0 |
| Dollar Volume | \$13,158,300 | 292.4 | 117.1 | 146.8 | 216.5 | 396.1 | 383.3 |
| New Listings | 17 | -15.0 | -19.0 | 6.3 | -5.6 | -34.6 | 21.4 |
| Active Listings | 25 | -53.7 | -51.9 | -58.3 | -79.2 | -77.9 | -73.1 |
| Sales to New Listings Ratio ¹ | 117.6 | 35.0 | 71.4 | 112.5 | 72.2 | 30.8 | 71.4 |
| Months of Inventory ² | 1.3 | 7.7 | 3.5 | 3.3 | 9.2 | 14.1 | 9.3 |
| Average Price | \$657,915 | 37.3 | 62.9 | 122.1 | 105.7 | 98.4 | 141.7 |
| Median Price | \$587,450 | 35.2 | 50.6 | 121.3 | 101.2 | 70.3 | 129.0 |
| Sales to List Price Ratio | 98.5 | 97.6 | 97.0 | 96.0 | 95.0 | 93.0 | 96.0 |
| Median Days on Market | 27.0 | 29.0 | 30.0 | 57.5 | 77.0 | 95.0 | 115.5 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 157 | 26.6 | 18.9 | -12.3 | 24.6 | 52.4 | 55.4 |
| Dollar Volume | \$87,586,400 | 60.0 | 54.3 | 30.9 | 134.1 | 209.6 | 231.8 |
| New Listings | 196 | -8.4 | -13.3 | -19.0 | -34.7 | -22.8 | -17.3 |
| Active Listings ³ | 38 | -27.5 | -31.6 | -41.5 | -71.0 | -67.7 | -63.6 |
| Sales to New Listings Ratio ⁴ | 80.1 | 57.9 | 58.4 | 74.0 | 42.0 | 40.6 | 42.6 |
| Months of Inventory ⁵ | 2.4 | 4.2 | 4.2 | 3.6 | 10.3 | 11.3 | 10.3 |
| Average Price | \$557,875 | 26.4 | 29.7 | 49.3 | 87.9 | 103.1 | 113.4 |
| Median Price | \$510,000 | 19.6 | 35.9 | 57.4 | 82.5 | 100.0 | 105.6 |
| Sales to List Price Ratio | 98.0 | 97.5 | 97.6 | 96.2 | 94.0 | 94.8 | 93.6 |
| Median Days on Market | 27.0 | 25.5 | 32.5 | 39.0 | 57.0 | 69.0 | 65.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

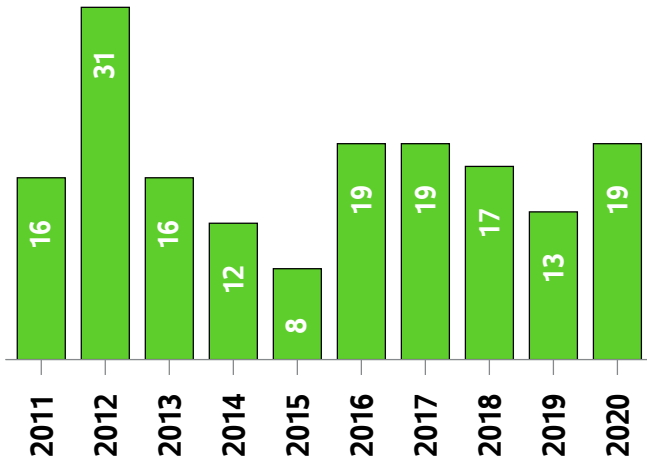
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

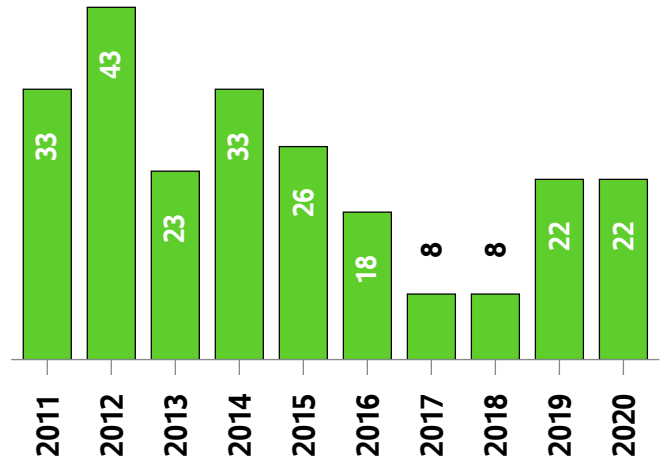
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Grey Highlands MLS® Residential Market Activity

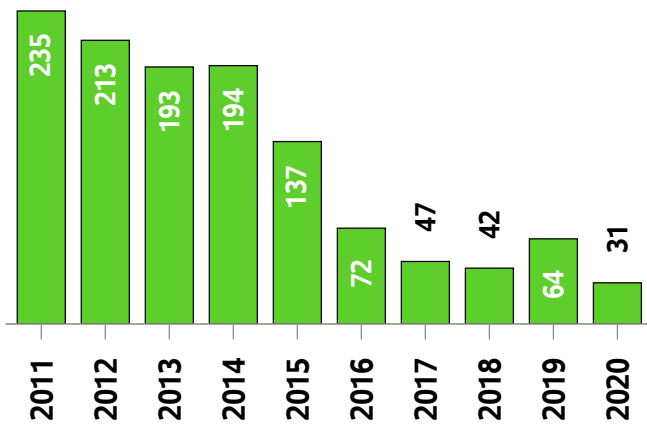
Sales Activity (October only)



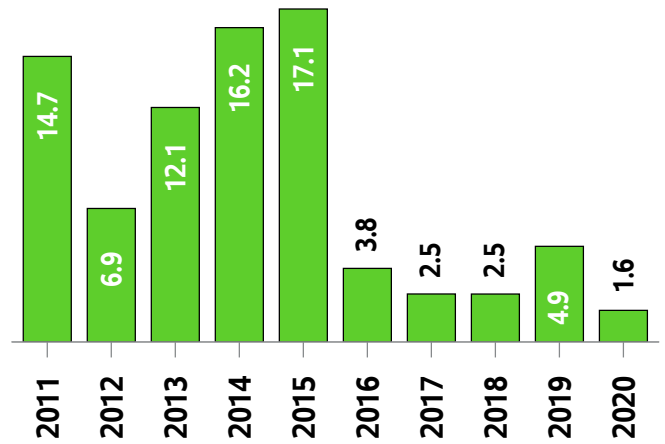
New Listings (October only)



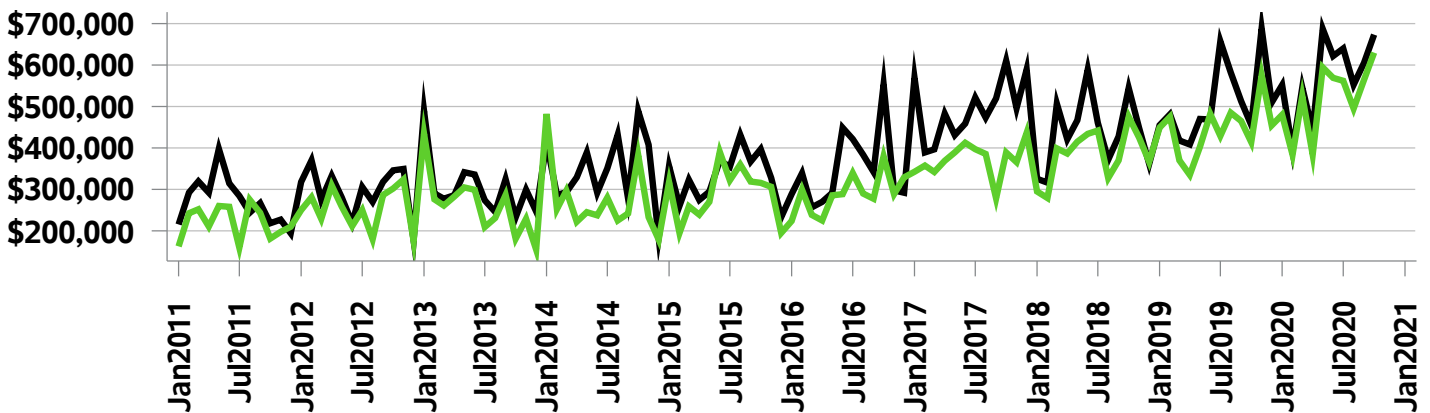
Active Listings (October only)



Months of Inventory (October only)

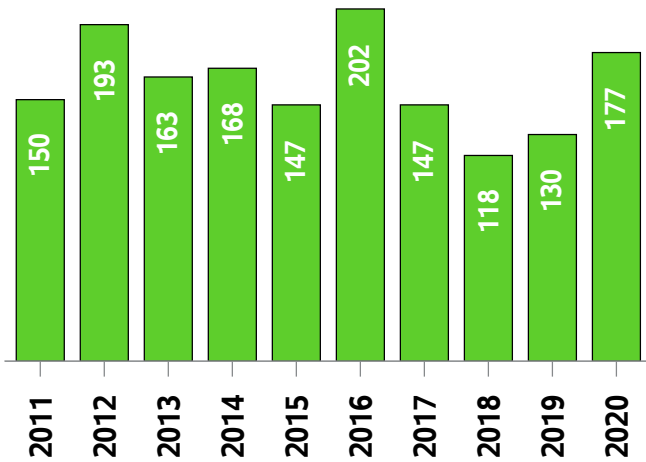


Average Price and Median Price

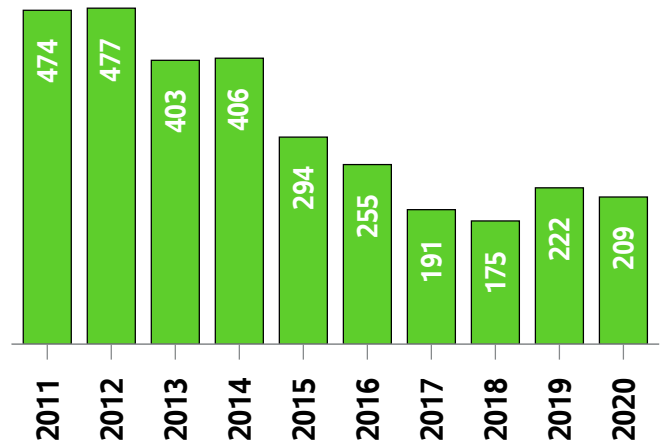


Grey Highlands MLS® Residential Market Activity

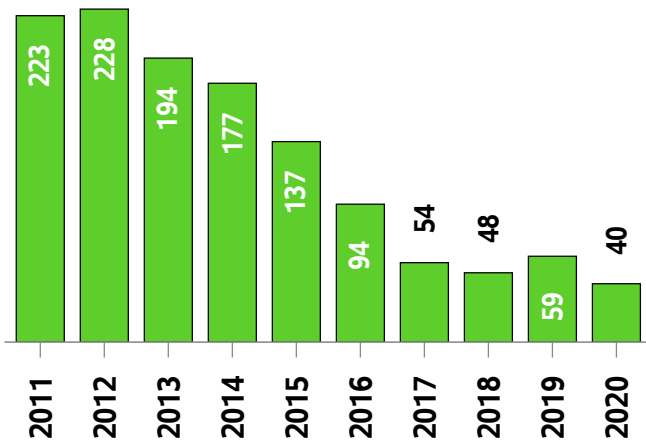
Sales Activity (October Year-to-date)



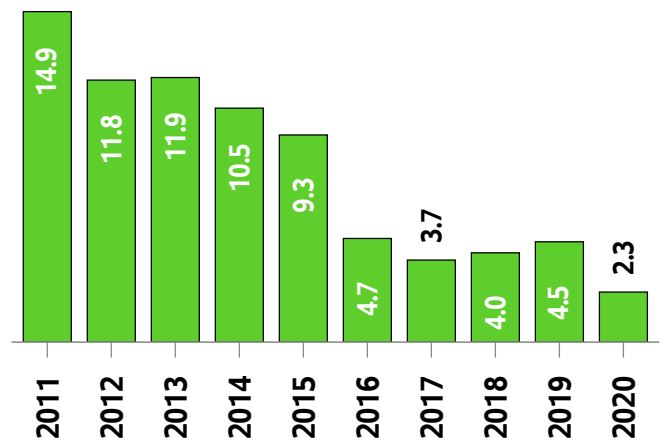
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Grey Highlands MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 19 | 46.2 | 11.8 | 0.0 | 137.5 | 18.8 | 46.2 |
| Dollar Volume | \$12,794,000 | 116.2 | 38.2 | 10.3 | 302.6 | 243.6 | 221.5 |
| New Listings | 22 | 0.0 | 175.0 | 175.0 | -15.4 | -4.3 | -59.3 |
| Active Listings | 31 | -51.6 | -26.2 | -34.0 | -77.4 | -83.9 | -86.2 |
| Sales to New Listings Ratio ¹ | 86.4 | 59.1 | 212.5 | 237.5 | 30.8 | 69.6 | 24.1 |
| Months of Inventory ² | 1.6 | 4.9 | 2.5 | 2.5 | 17.1 | 12.1 | 17.2 |
| Average Price | \$673,368 | 47.9 | 23.7 | 10.3 | 69.5 | 189.4 | 120.0 |
| Median Price | \$630,000 | 52.2 | 32.6 | 62.0 | 99.5 | 248.1 | 240.5 |
| Sales to List Price Ratio | 99.1 | 96.4 | 94.0 | 95.2 | 94.8 | 94.3 | 92.2 |
| Median Days on Market | 38.0 | 23.0 | 81.0 | 53.0 | 105.0 | 159.0 | 156.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 177 | 36.2 | 50.0 | 20.4 | 20.4 | 8.6 | 14.2 |
| Dollar Volume | \$104,921,415 | 58.3 | 95.5 | 46.8 | 112.0 | 111.2 | 126.0 |
| New Listings | 209 | -5.9 | 19.4 | 9.4 | -28.9 | -48.1 | -55.3 |
| Active Listings ³ | 40 | -32.0 | -15.8 | -26.5 | -70.8 | -79.4 | -80.7 |
| Sales to New Listings Ratio ⁴ | 84.7 | 58.6 | 67.4 | 77.0 | 50.0 | 40.4 | 33.1 |
| Months of Inventory ⁵ | 2.3 | 4.5 | 4.0 | 3.7 | 9.3 | 11.9 | 13.4 |
| Average Price | \$592,776 | 16.3 | 30.4 | 21.9 | 76.1 | 94.5 | 97.9 |
| Median Price | \$535,000 | 25.3 | 35.3 | 39.0 | 98.1 | 96.3 | 115.7 |
| Sales to List Price Ratio | 98.0 | 97.0 | 97.0 | 96.8 | 94.9 | 94.4 | 94.5 |
| Median Days on Market | 29.0 | 29.0 | 28.0 | 30.0 | 91.0 | 97.0 | 81.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

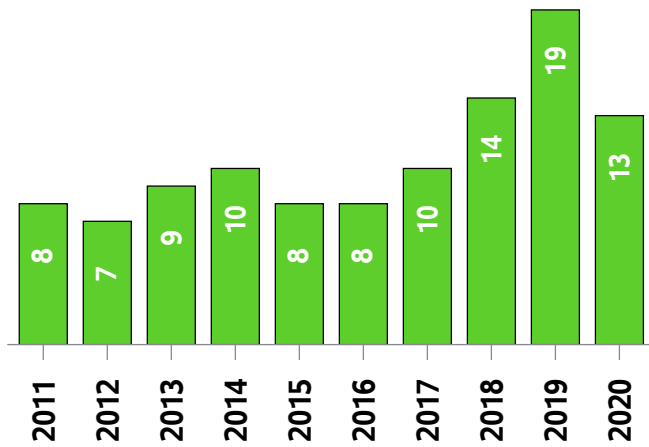
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

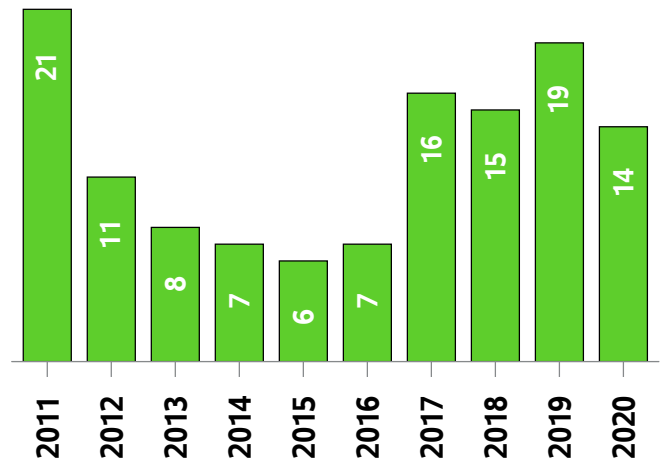
Hanover

MLS® Residential Market Activity

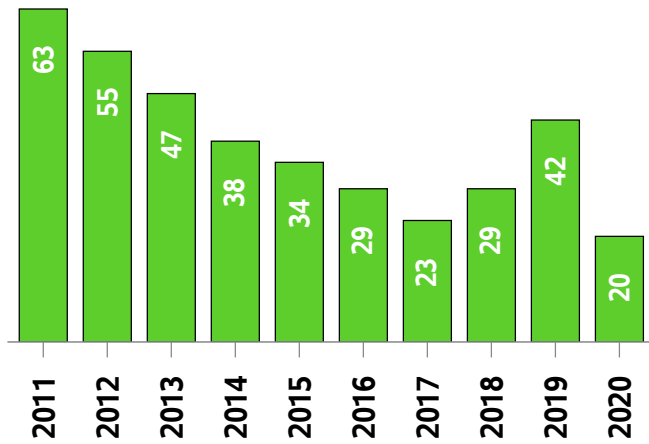
Sales Activity (October only)



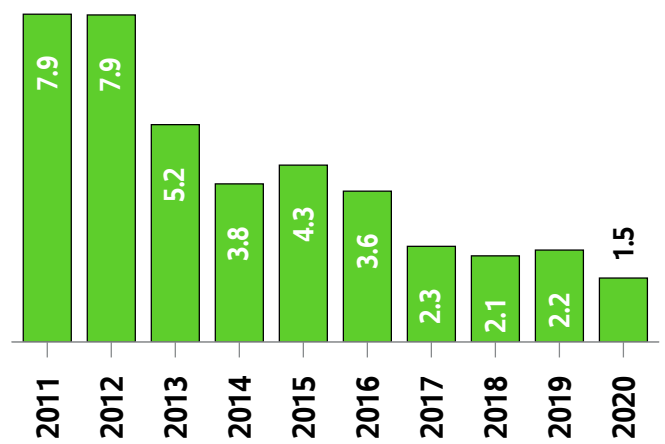
New Listings (October only)



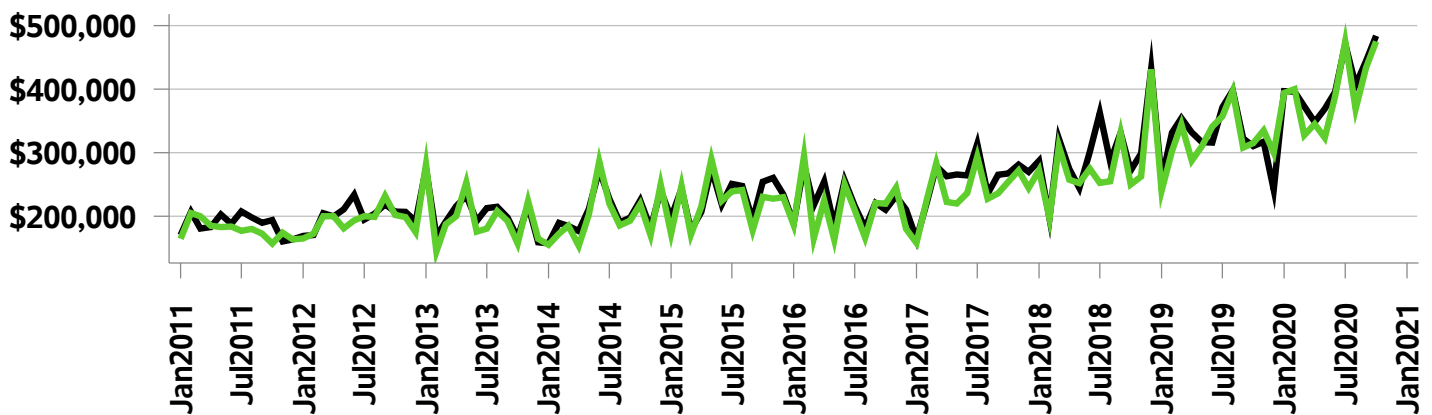
Active Listings (October only)



Months of Inventory (October only)

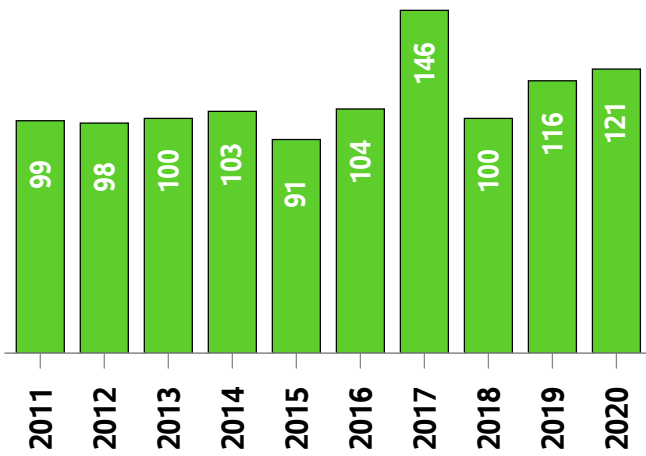


Average Price and Median Price

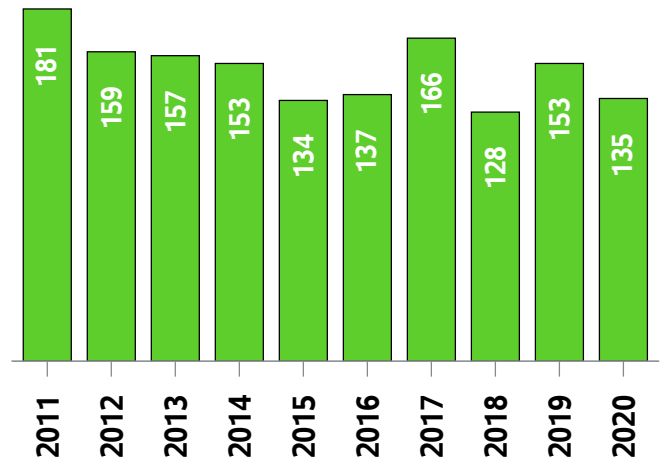


Hanover MLS® Residential Market Activity

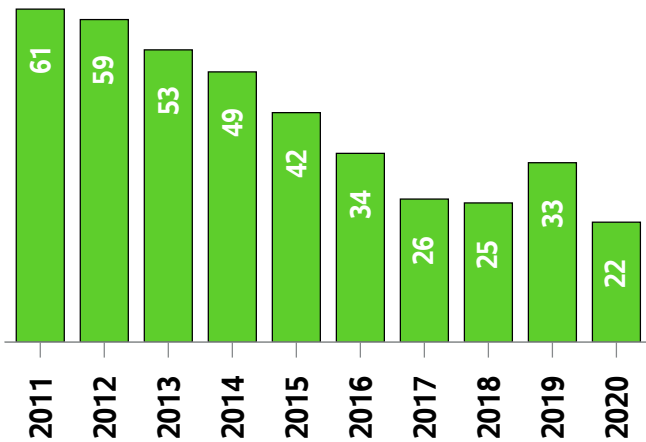
Sales Activity (October Year-to-date)



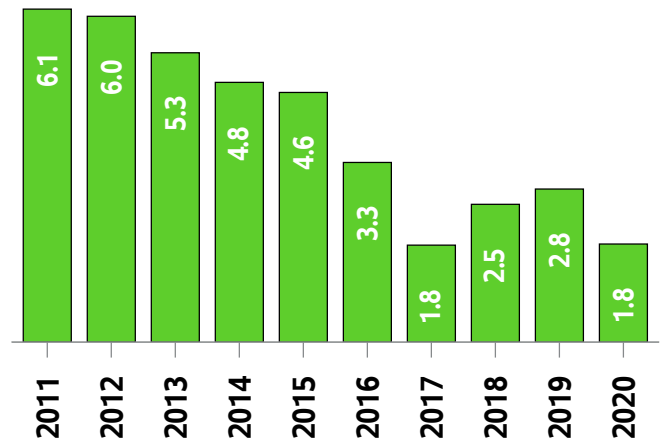
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Hanover MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 13 | -31.6 | -7.1 | 30.0 | 62.5 | 44.4 | 18.2 |
| Dollar Volume | \$6,291,400 | 6.7 | 65.2 | 135.4 | 209.3 | 320.8 | 203.4 |
| New Listings | 14 | -26.3 | -6.7 | -12.5 | 133.3 | 75.0 | 40.0 |
| Active Listings | 20 | -52.4 | -31.0 | -13.0 | -41.2 | -57.4 | -66.7 |
| Sales to New Listings Ratio ¹ | 92.9 | 100.0 | 93.3 | 62.5 | 133.3 | 112.5 | 110.0 |
| Months of Inventory ² | 1.5 | 2.2 | 2.1 | 2.3 | 4.3 | 5.2 | 5.5 |
| Average Price | \$483,954 | 55.9 | 77.9 | 81.1 | 90.3 | 191.3 | 156.8 |
| Median Price | \$475,000 | 50.8 | 90.0 | 87.0 | 106.1 | 202.5 | 152.7 |
| Sales to List Price Ratio | 100.2 | 97.3 | 98.4 | 98.0 | 97.8 | 96.0 | 96.5 |
| Median Days on Market | 17.0 | 26.0 | 24.5 | 19.5 | 94.0 | 54.0 | 49.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 121 | 4.3 | 21.0 | -17.1 | 33.0 | 21.0 | 28.7 |
| Dollar Volume | \$50,268,985 | 33.8 | 72.7 | 31.5 | 143.4 | 145.8 | 163.6 |
| New Listings | 135 | -11.8 | 5.5 | -18.7 | 0.7 | -14.0 | -21.5 |
| Active Listings ³ | 22 | -33.1 | -13.8 | -16.2 | -47.7 | -58.9 | -61.8 |
| Sales to New Listings Ratio ⁴ | 89.6 | 75.8 | 78.1 | 88.0 | 67.9 | 63.7 | 54.7 |
| Months of Inventory ⁵ | 1.8 | 2.8 | 2.5 | 1.8 | 4.6 | 5.3 | 6.1 |
| Average Price | \$415,446 | 28.3 | 42.7 | 58.6 | 83.1 | 103.1 | 104.8 |
| Median Price | \$385,000 | 24.2 | 45.3 | 59.5 | 77.8 | 110.4 | 102.6 |
| Sales to List Price Ratio | 99.2 | 97.8 | 97.9 | 97.3 | 95.5 | 95.4 | 95.6 |
| Median Days on Market | 24.0 | 26.0 | 27.5 | 24.5 | 70.0 | 44.5 | 48.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

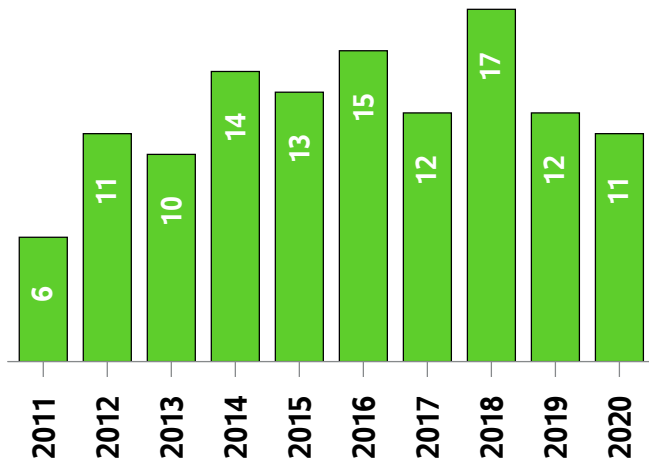
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

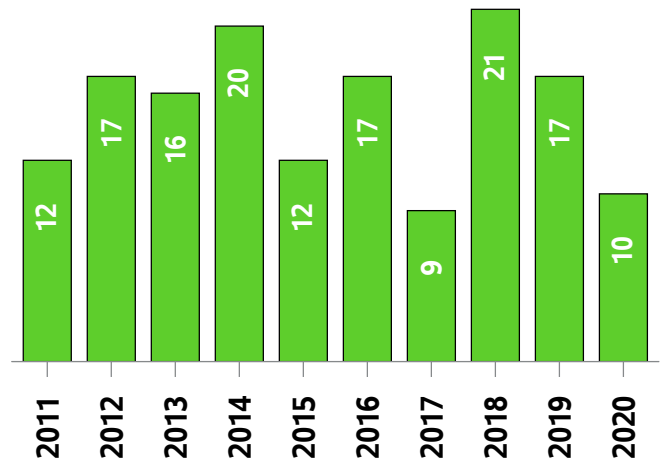
Huron-Kinloss

MLS® Residential Market Activity

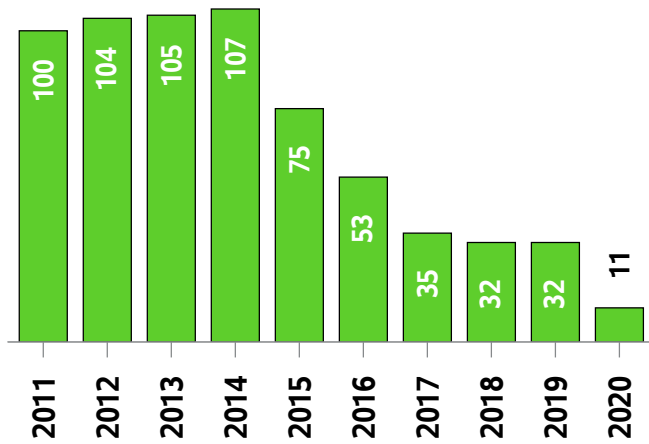
Sales Activity (October only)



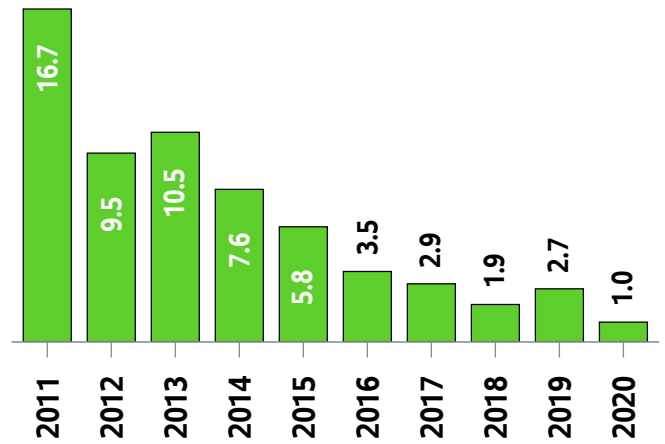
New Listings (October only)



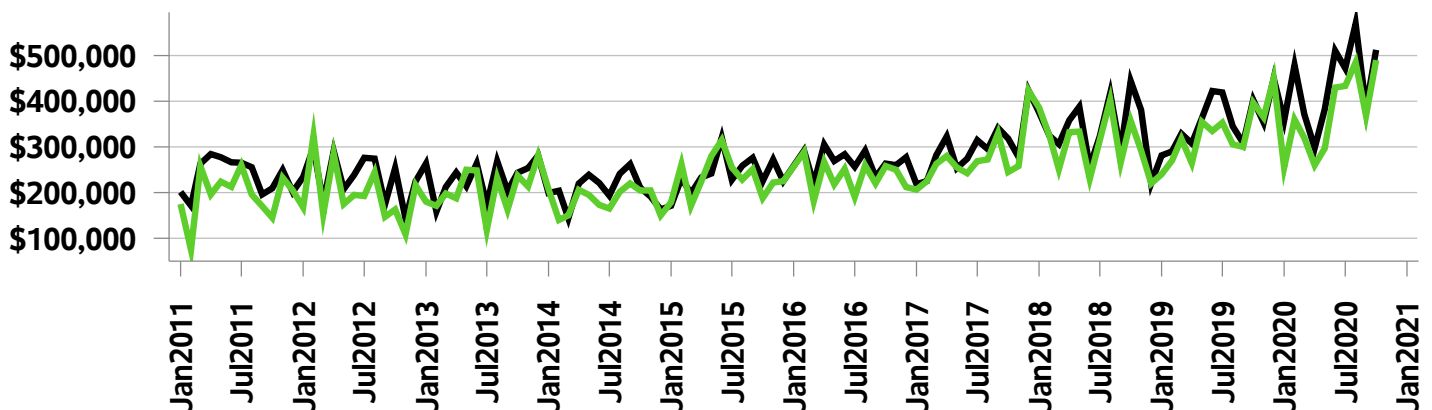
Active Listings (October only)



Months of Inventory (October only)

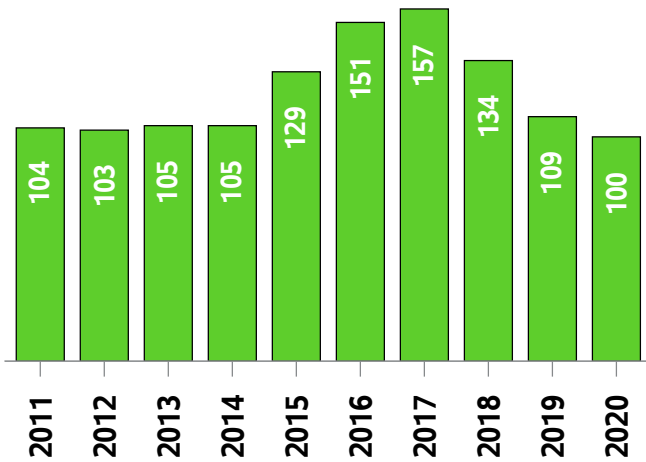


Average Price and Median Price

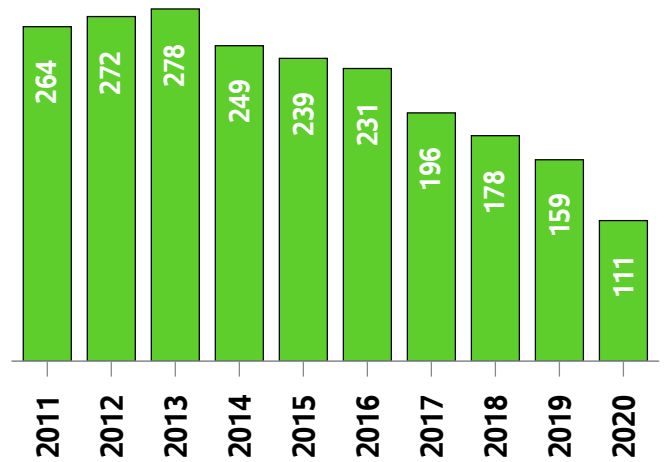


Huron-Kinloss MLS® Residential Market Activity

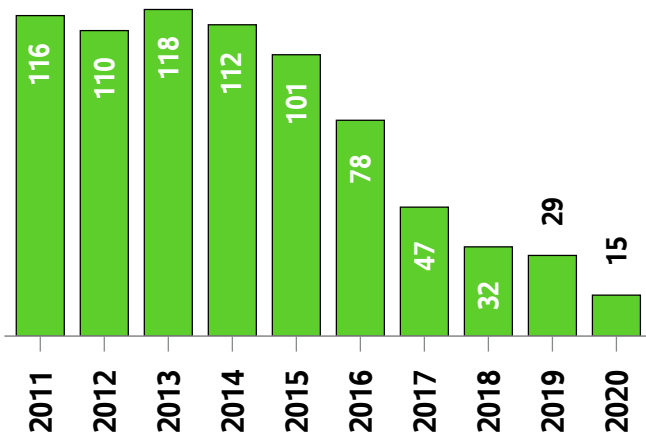
Sales Activity (October Year-to-date)



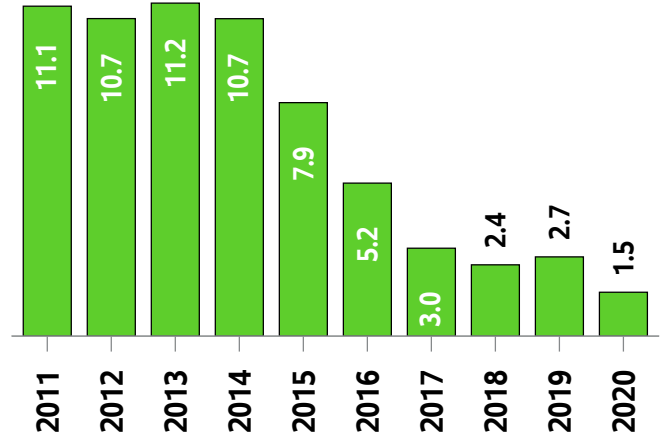
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Huron-Kinloss MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 11 | -8.3 | -35.3 | -8.3 | -15.4 | 10.0 | 22.2 |
| Dollar Volume | \$5,637,800 | 16.7 | -25.4 | 47.7 | 92.6 | 131.4 | 184.7 |
| New Listings | 10 | -41.2 | -52.4 | 11.1 | -16.7 | -37.5 | -63.0 |
| Active Listings | 11 | -65.6 | -65.6 | -68.6 | -85.3 | -89.5 | -89.2 |
| Sales to New Listings Ratio ¹ | 110.0 | 70.6 | 81.0 | 133.3 | 108.3 | 62.5 | 33.3 |
| Months of Inventory ² | 1.0 | 2.7 | 1.9 | 2.9 | 5.8 | 10.5 | 11.3 |
| Average Price | \$512,527 | 27.3 | 15.4 | 61.1 | 127.6 | 110.4 | 133.0 |
| Median Price | \$490,000 | 23.5 | 37.3 | 100.0 | 160.6 | 106.8 | 104.2 |
| Sales to List Price Ratio | 100.4 | 96.5 | 94.6 | 97.8 | 93.8 | 95.0 | 93.5 |
| Median Days on Market | 43.0 | 41.0 | 43.0 | 59.0 | 119.0 | 160.5 | 105.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 100 | -8.3 | -25.4 | -36.3 | -22.5 | -4.8 | -16.0 |
| Dollar Volume | \$46,101,100 | 19.6 | -4.0 | 0.9 | 43.1 | 96.1 | 67.6 |
| New Listings | 111 | -30.2 | -37.6 | -43.4 | -53.6 | -60.1 | -56.5 |
| Active Listings ³ | 15 | -49.1 | -54.0 | -68.2 | -85.4 | -87.4 | -87.0 |
| Sales to New Listings Ratio ⁴ | 90.1 | 68.6 | 75.3 | 80.1 | 54.0 | 37.8 | 46.7 |
| Months of Inventory ⁵ | 1.5 | 2.7 | 2.4 | 3.0 | 7.9 | 11.2 | 9.5 |
| Average Price | \$461,011 | 30.3 | 28.7 | 58.5 | 84.7 | 105.9 | 99.4 |
| Median Price | \$398,350 | 25.5 | 26.4 | 50.3 | 64.6 | 92.4 | 104.3 |
| Sales to List Price Ratio | 99.2 | 98.5 | 97.3 | 96.3 | 94.0 | 94.2 | 94.3 |
| Median Days on Market | 20.5 | 25.0 | 20.0 | 44.0 | 73.0 | 81.0 | 105.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

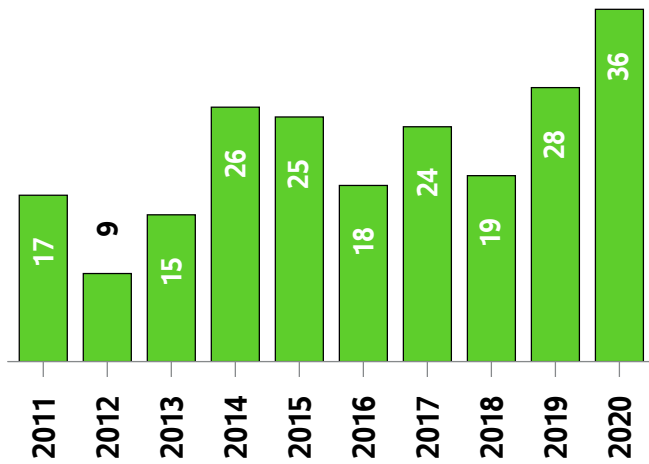
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

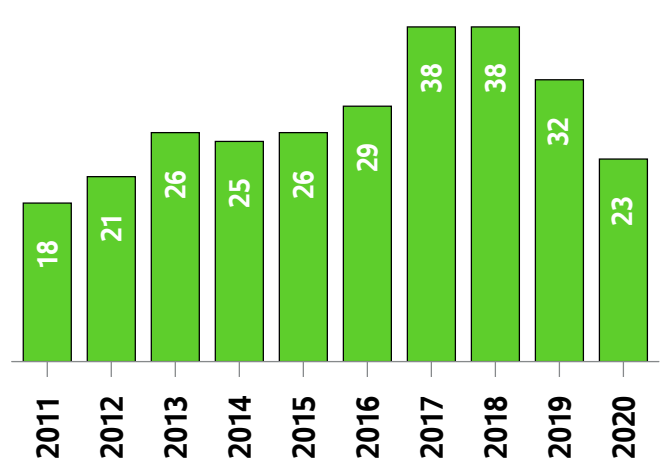
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Kincardine MLS® Residential Market Activity

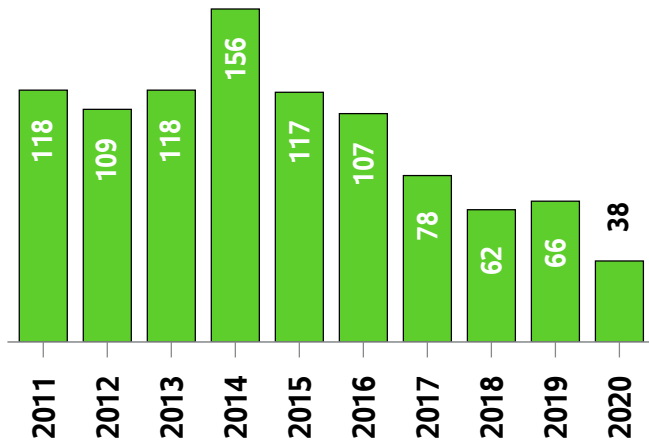
Sales Activity (October only)



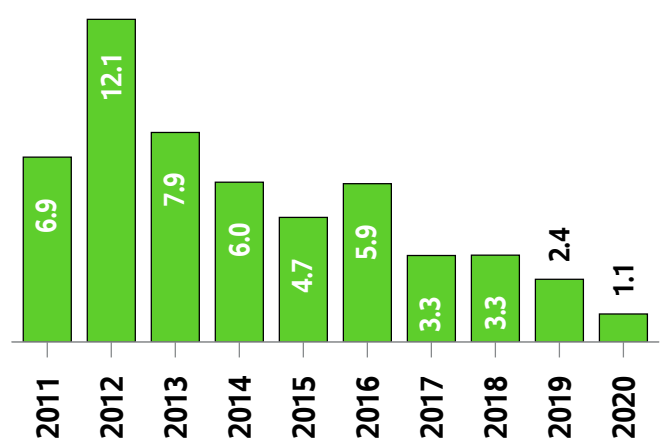
New Listings (October only)



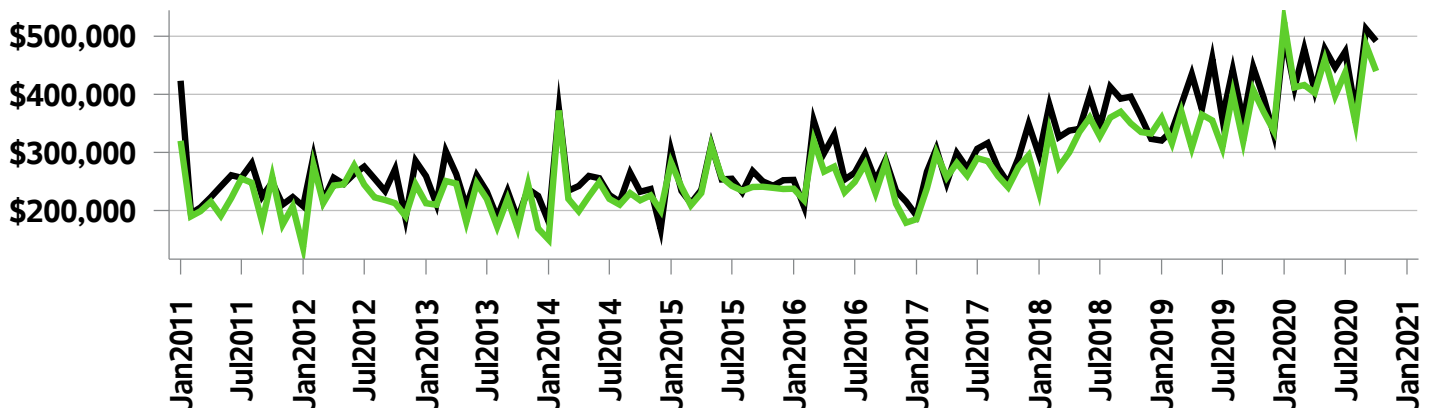
Active Listings (October only)



Months of Inventory (October only)

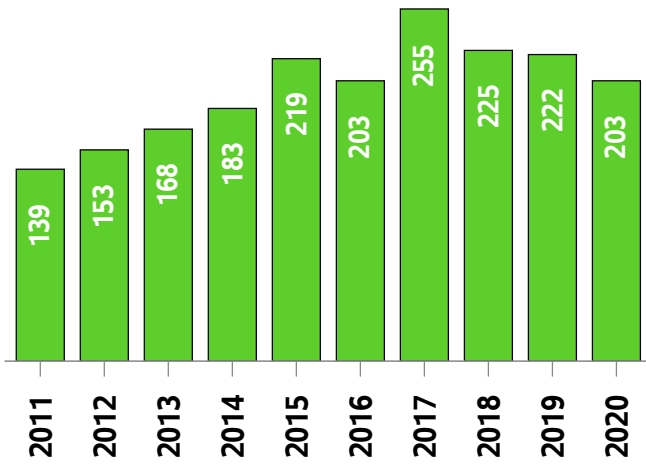


Average Price and Median Price

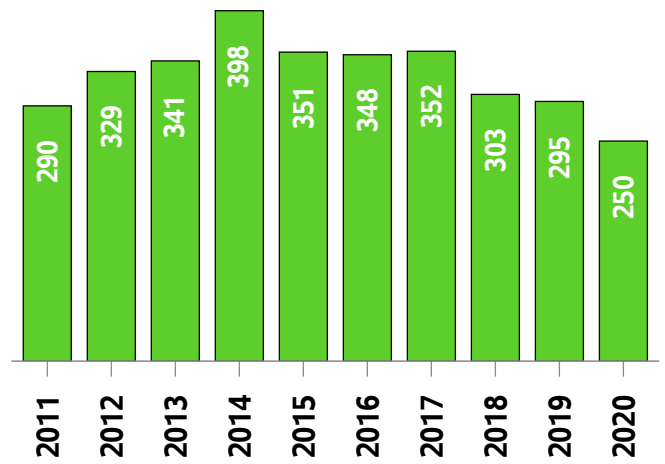


Kincardine MLS® Residential Market Activity

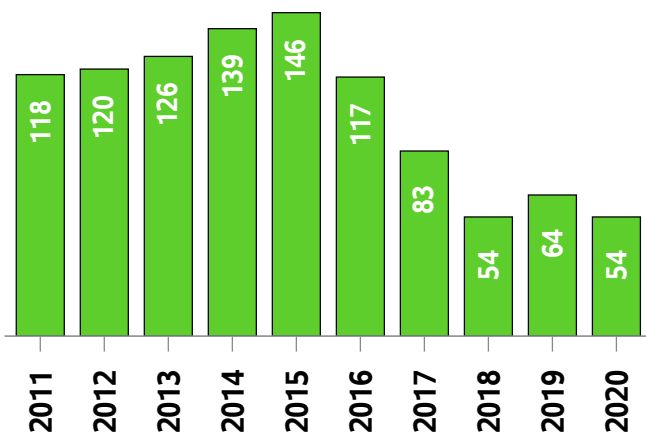
Sales Activity (October Year-to-date)



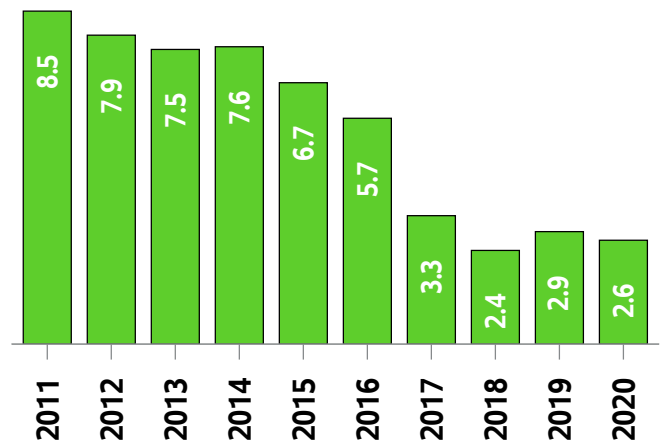
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Kincardine MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 36 | 28.6 | 89.5 | 50.0 | 44.0 | 140.0 | 63.6 |
| Dollar Volume | \$17,699,286 | 41.5 | 135.3 | 198.4 | 183.0 | 534.4 | 259.6 |
| New Listings | 23 | -28.1 | -39.5 | -39.5 | -11.5 | -11.5 | 27.8 |
| Active Listings | 38 | -42.4 | -38.7 | -51.3 | -67.5 | -67.8 | -55.8 |
| Sales to New Listings Ratio ¹ | 156.5 | 87.5 | 50.0 | 63.2 | 96.2 | 57.7 | 122.2 |
| Months of Inventory ² | 1.1 | 2.4 | 3.3 | 3.3 | 4.7 | 7.9 | 3.9 |
| Average Price | \$491,647 | 10.0 | 24.2 | 99.0 | 96.5 | 164.3 | 119.7 |
| Median Price | \$440,000 | 8.0 | 25.7 | 83.4 | 82.6 | 159.3 | 103.7 |
| Sales to List Price Ratio | 99.8 | 98.8 | 95.7 | 97.3 | 93.9 | 95.2 | 93.1 |
| Median Days on Market | 26.5 | 31.0 | 44.0 | 47.0 | 87.0 | 80.0 | 81.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 203 | -8.6 | -9.8 | -20.4 | -7.3 | 20.8 | 25.3 |
| Dollar Volume | \$93,758,775 | 5.4 | 15.1 | 31.1 | 66.3 | 138.8 | 145.8 |
| New Listings | 250 | -15.3 | -17.5 | -29.0 | -28.8 | -26.7 | -10.4 |
| Active Listings ³ | 54 | -15.6 | 0.0 | -35.6 | -63.1 | -57.4 | -40.2 |
| Sales to New Listings Ratio ⁴ | 81.2 | 75.3 | 74.3 | 72.4 | 62.4 | 49.3 | 58.1 |
| Months of Inventory ⁵ | 2.6 | 2.9 | 2.4 | 3.3 | 6.7 | 7.5 | 5.5 |
| Average Price | \$461,866 | 15.2 | 27.5 | 64.7 | 79.4 | 97.7 | 96.2 |
| Median Price | \$430,000 | 21.1 | 30.3 | 59.4 | 79.2 | 100.0 | 87.4 |
| Sales to List Price Ratio | 98.0 | 98.1 | 98.0 | 96.8 | 95.5 | 96.4 | 95.3 |
| Median Days on Market | 25.0 | 28.0 | 21.0 | 35.0 | 74.0 | 61.5 | 35.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

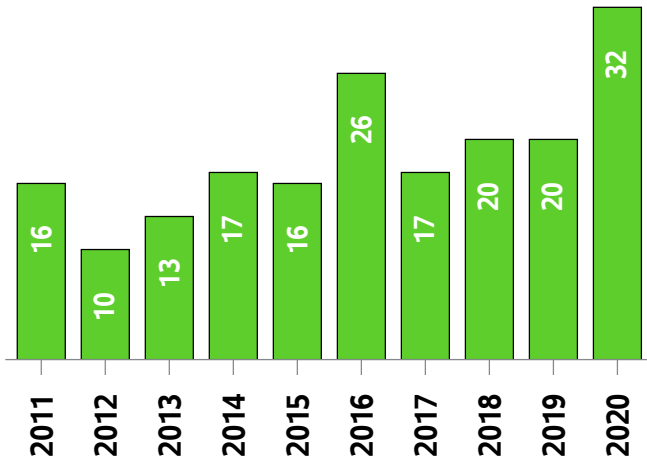
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

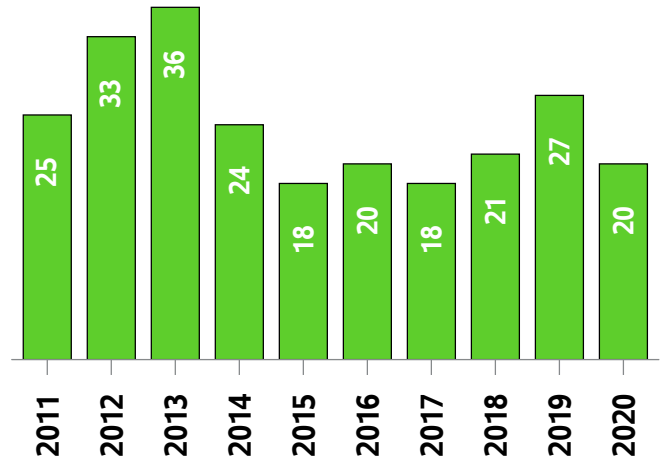
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Meaford (Muni) MLS® Residential Market Activity

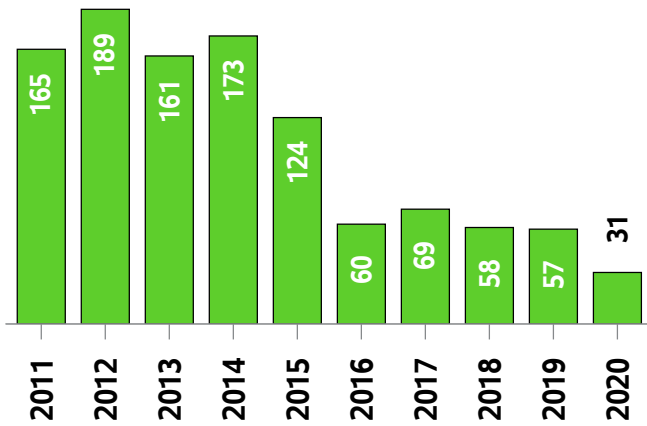
Sales Activity (October only)



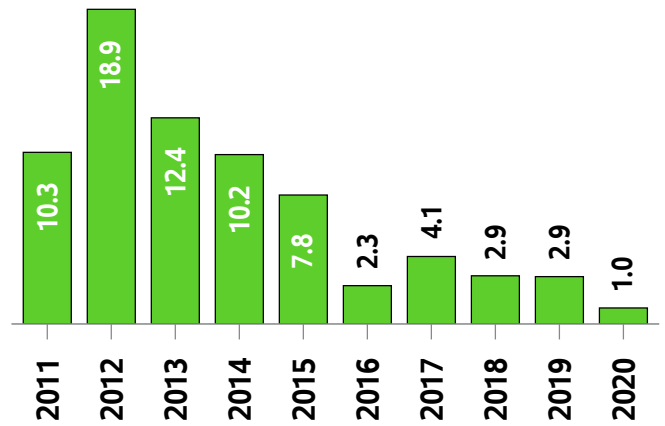
New Listings (October only)



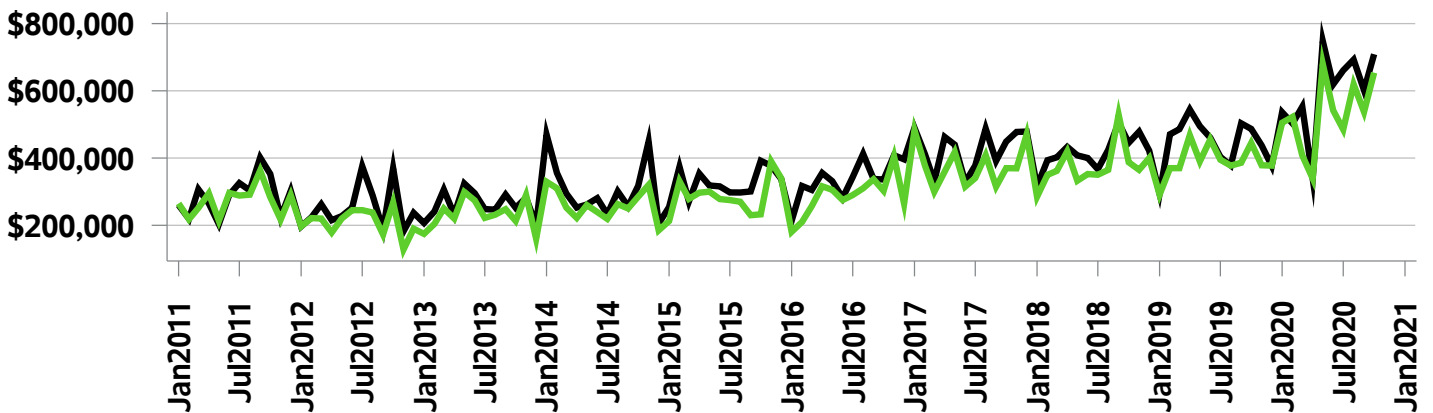
Active Listings (October only)



Months of Inventory (October only)

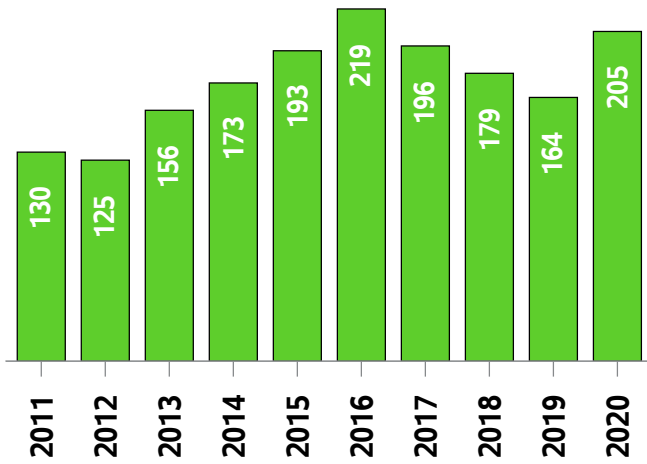


Average Price and Median Price

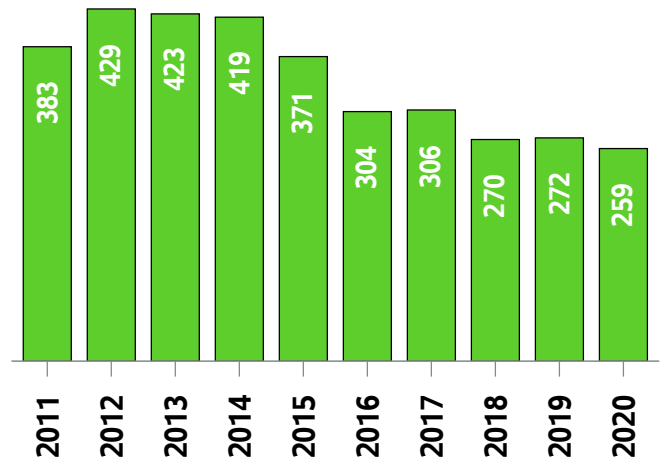


Meaford (Muni) MLS® Residential Market Activity

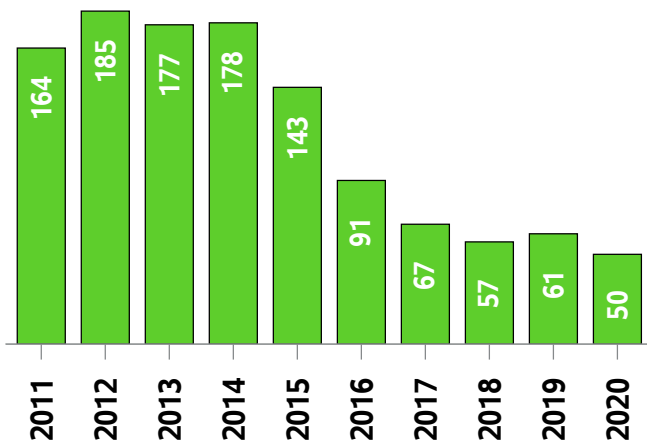
Sales Activity (October Year-to-date)



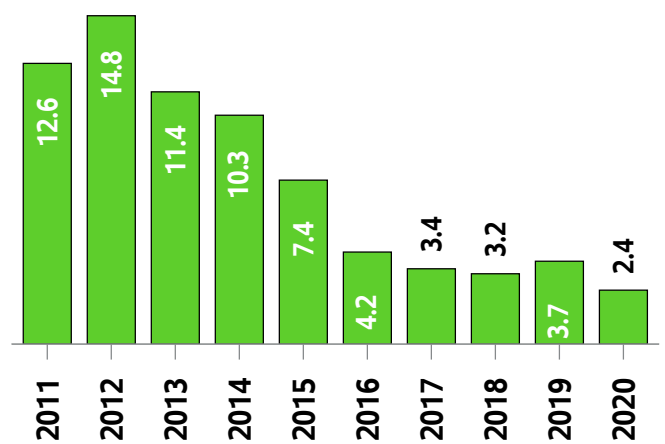
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Meaford (Muni)

MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | 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 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 205 | 25.0 | 14.5 | 4.6 | 6.2 | 31.4 | 28.9 |
| Dollar Volume | \$132,238,148 | 76.1 | 77.2 | 65.5 | 116.8 | 211.9 | 204.3 |
| New Listings | 259 | -4.8 | -4.1 | -15.4 | -30.2 | -38.8 | -27.9 |
| Active Listings ³ | 50 | -18.6 | -12.1 | -25.1 | -65.0 | -71.9 | -68.2 |
| Sales to New Listings Ratio ⁴ | 79.2 | 60.3 | 66.3 | 64.1 | 52.0 | 36.9 | 44.3 |
| Months of Inventory ⁵ | 2.4 | 3.7 | 3.2 | 3.4 | 7.4 | 11.4 | 9.9 |
| Average Price | \$645,064 | 40.8 | 54.7 | 58.2 | 104.1 | 137.4 | 136.0 |
| Median Price | \$550,000 | 37.5 | 52.2 | 53.8 | 104.1 | 117.0 | 120.0 |
| Sales to List Price Ratio | 98.0 | 97.0 | 97.8 | 97.6 | 95.1 | 95.3 | 95.8 |
| Median Days on Market | 28.0 | 29.0 | 28.0 | 22.0 | 69.0 | 78.5 | 76.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

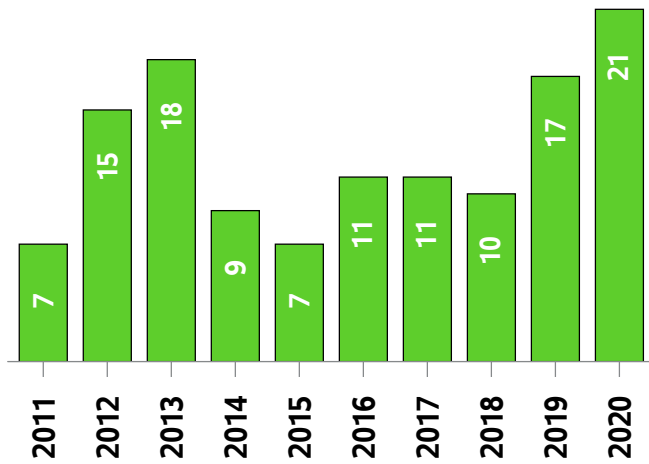
⁵ The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.

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

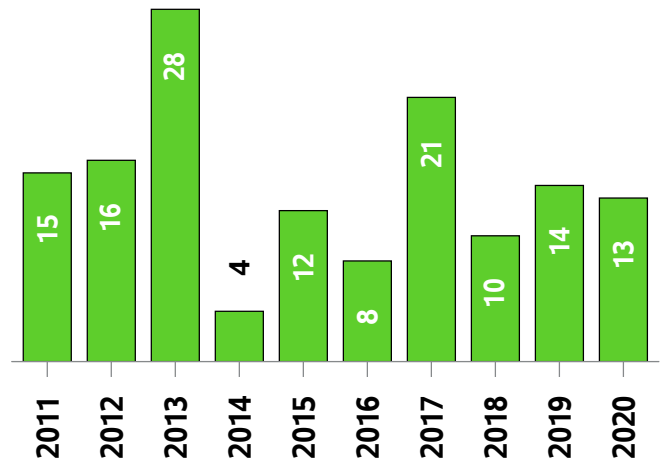
Minto

MLS® Residential Market Activity

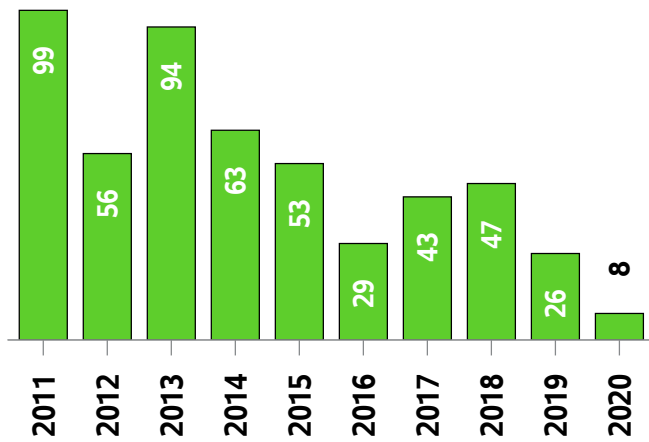
Sales Activity (October only)



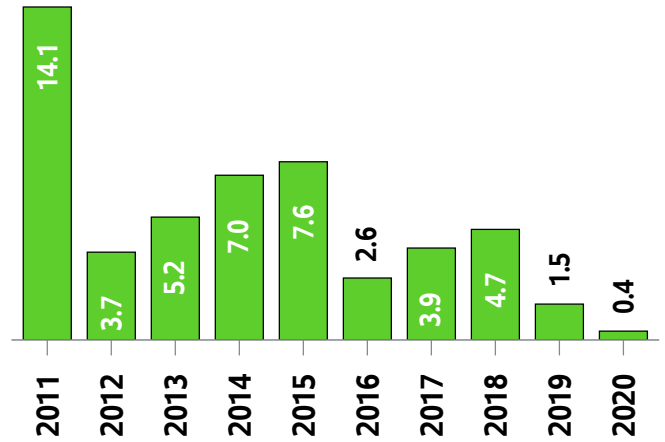
New Listings (October only)



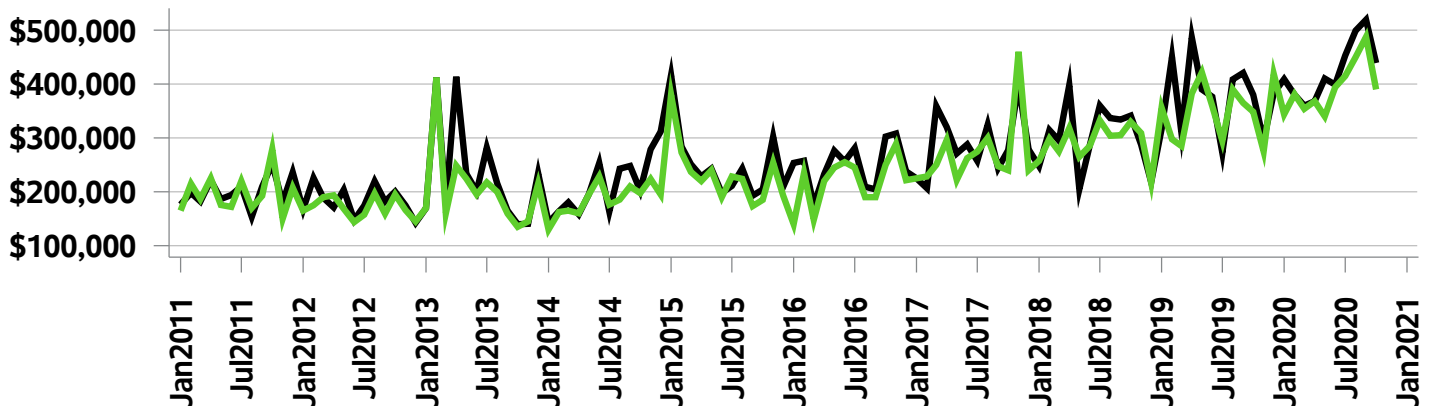
Active Listings (October only)



Months of Inventory (October only)

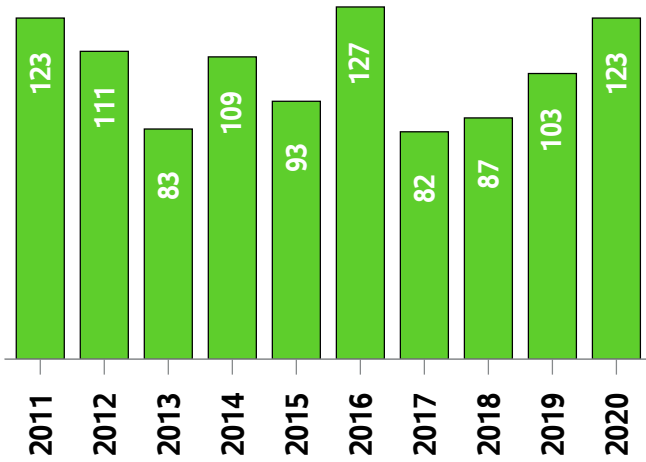


Average Price and Median Price

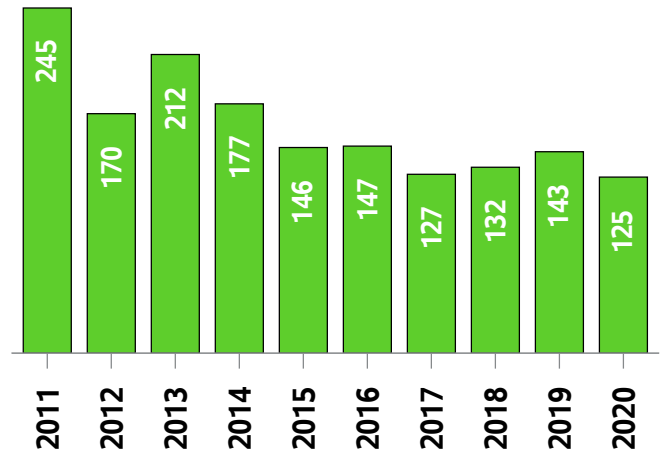


Minto MLS® Residential Market Activity

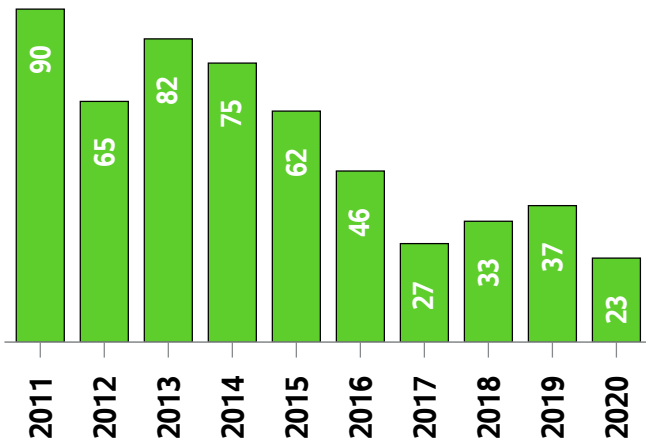
Sales Activity (October Year-to-date)



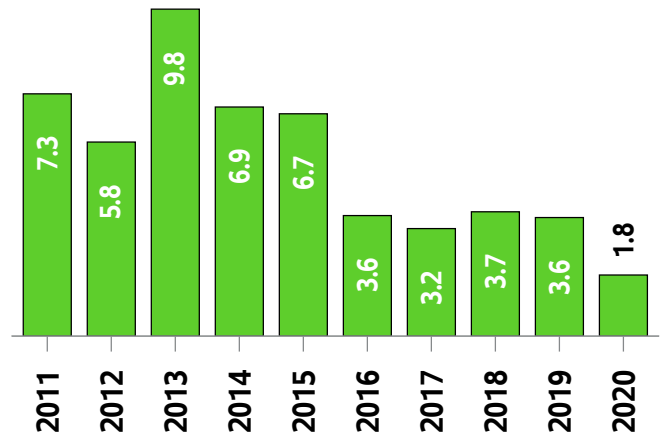
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Minto MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 21 | 23.5 | 110.0 | 90.9 | 200.0 | 16.7 | 110.0 |
| Dollar Volume | \$9,220,000 | 42.7 | 170.1 | 202.4 | 545.0 | 266.4 | 425.4 |
| New Listings | 13 | -7.1 | 30.0 | -38.1 | 8.3 | -53.6 | -45.8 |
| Active Listings | 8 | -69.2 | -83.0 | -81.4 | -84.9 | -91.5 | -91.3 |
| Sales to New Listings Ratio ¹ | 161.5 | 121.4 | 100.0 | 52.4 | 58.3 | 64.3 | 41.7 |
| Months of Inventory ² | 0.4 | 1.5 | 4.7 | 3.9 | 7.6 | 5.2 | 9.2 |
| Average Price | \$439,048 | 15.5 | 28.6 | 58.4 | 115.0 | 214.0 | 150.2 |
| Median Price | \$390,000 | 11.9 | 18.2 | 62.5 | 110.8 | 188.9 | 150.8 |
| Sales to List Price Ratio | 100.7 | 98.7 | 97.3 | 88.6 | 94.4 | 92.5 | 96.6 |
| Median Days on Market | 25.0 | 54.0 | 54.5 | 19.0 | 25.0 | 87.0 | 45.5 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 123 | 19.4 | 41.4 | 50.0 | 32.3 | 48.2 | -8.9 |
| Dollar Volume | \$53,844,680 | 32.2 | 95.5 | 125.6 | 139.9 | 205.8 | 101.0 |
| New Listings | 125 | -12.6 | -5.3 | -1.6 | -14.4 | -41.0 | -56.6 |
| Active Listings ³ | 23 | -38.4 | -30.5 | -14.7 | -63.6 | -72.3 | -77.4 |
| Sales to New Listings Ratio ⁴ | 98.4 | 72.0 | 65.9 | 64.6 | 63.7 | 39.2 | 46.9 |
| Months of Inventory ⁵ | 1.8 | 3.6 | 3.7 | 3.2 | 6.7 | 9.8 | 7.4 |
| Average Price | \$437,762 | 10.7 | 38.3 | 50.4 | 81.4 | 106.4 | 120.6 |
| Median Price | \$390,000 | 11.5 | 30.5 | 53.2 | 73.3 | 130.0 | 113.1 |
| Sales to List Price Ratio | 99.7 | 98.1 | 98.7 | 96.7 | 104.1 | 94.5 | 95.7 |
| Median Days on Market | 26.0 | 35.0 | 28.0 | 23.0 | 43.0 | 55.0 | 59.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

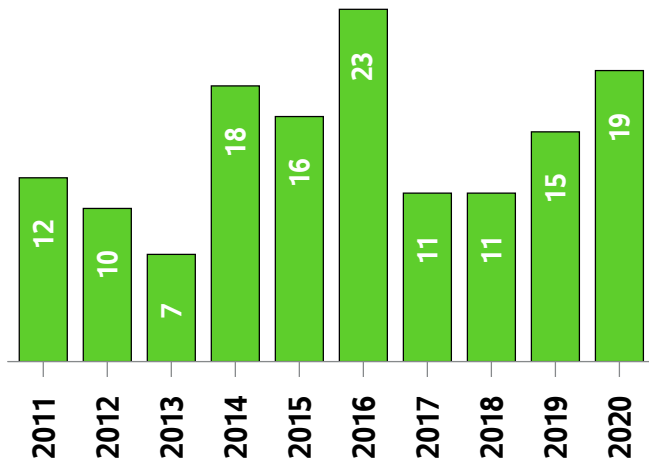
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

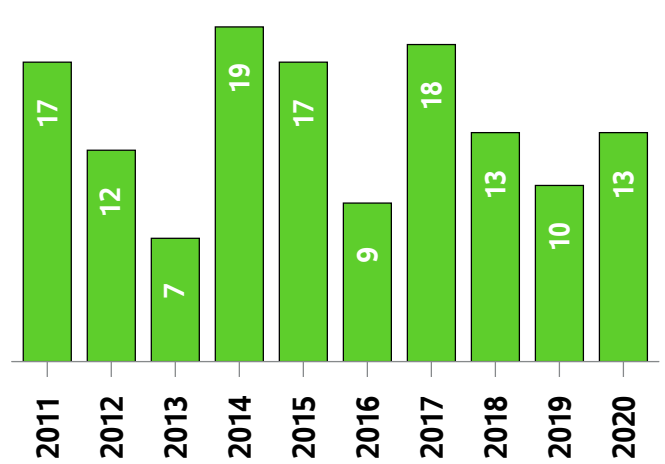
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Northern Bruce Peninsula MLS® Residential Market Activity

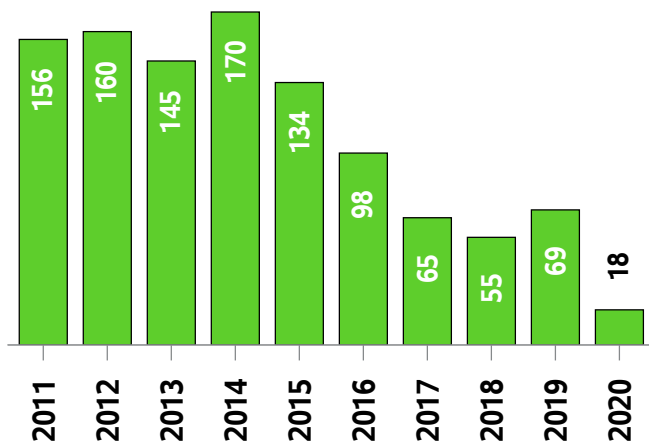
Sales Activity (October only)



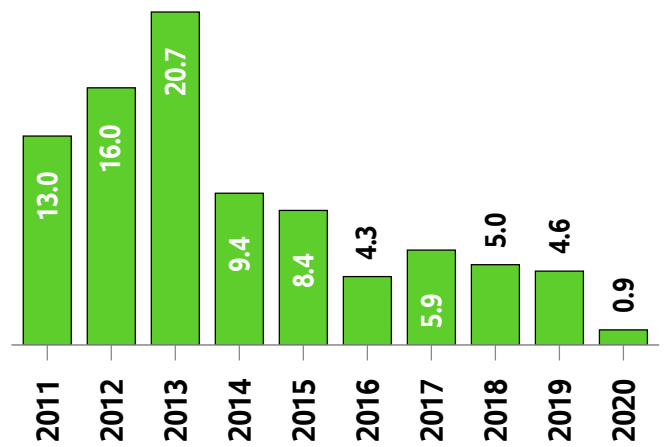
New Listings (October only)



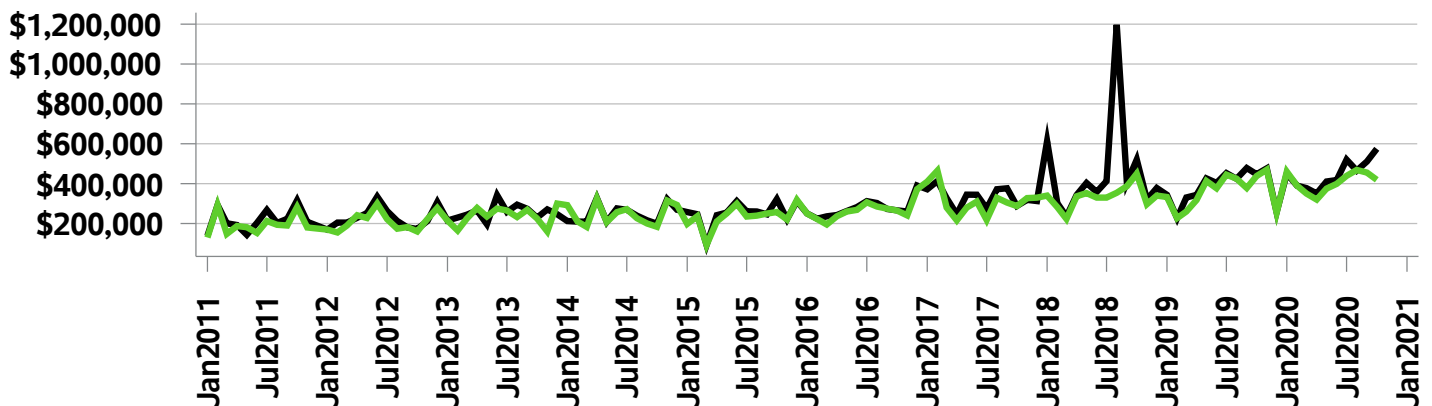
Active Listings (October only)



Months of Inventory (October only)

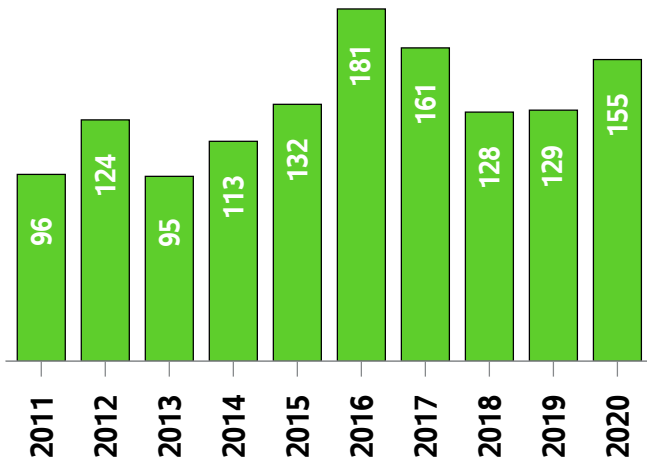


Average Price and Median Price

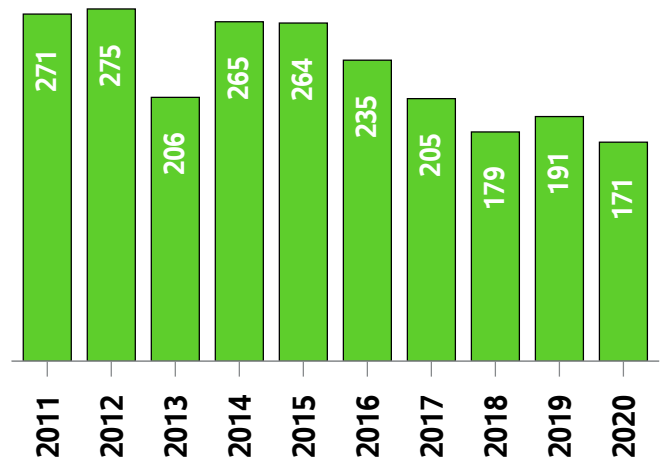


Northern Bruce Peninsula MLS® Residential Market Activity

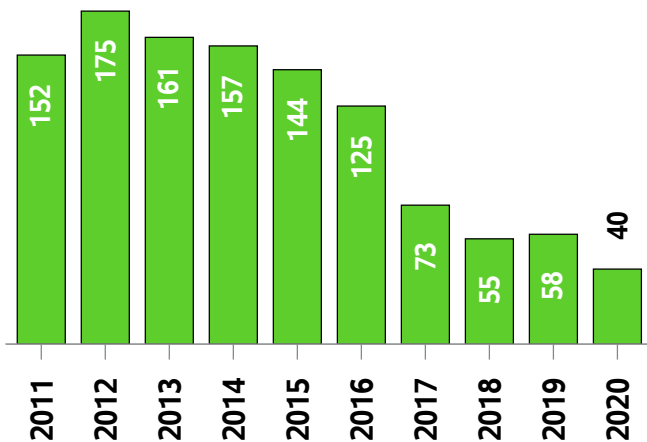
Sales Activity (October Year-to-date)



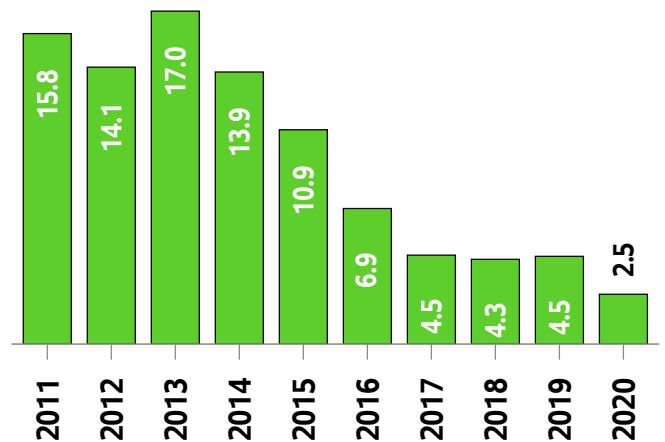
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Northern Bruce Peninsula MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 19 | 26.7 | 72.7 | 72.7 | 18.8 | 171.4 | 35.7 |
| Dollar Volume | \$10,919,650 | 62.8 | 90.7 | 244.5 | 111.7 | 579.3 | 232.2 |
| New Listings | 13 | 30.0 | 0.0 | -27.8 | -23.5 | 85.7 | -18.8 |
| Active Listings | 18 | -73.9 | -67.3 | -72.3 | -86.6 | -87.6 | -86.0 |
| Sales to New Listings Ratio ¹ | 146.2 | 150.0 | 84.6 | 61.1 | 94.1 | 100.0 | 87.5 |
| Months of Inventory ² | 0.9 | 4.6 | 5.0 | 5.9 | 8.4 | 20.7 | 9.2 |
| Average Price | \$574,718 | 28.5 | 10.4 | 99.4 | 78.3 | 150.3 | 144.7 |
| Median Price | \$419,250 | -4.3 | -6.8 | 45.8 | 62.8 | 86.3 | 92.1 |
| Sales to List Price Ratio | 96.4 | 94.3 | 99.8 | 97.3 | 93.9 | 95.3 | 94.0 |
| Median Days on Market | 18.0 | 69.0 | 74.0 | 25.0 | 98.5 | 151.0 | 135.5 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 155 | 20.2 | 21.1 | -3.7 | 17.4 | 63.2 | 31.4 |
| Dollar Volume | \$73,585,022 | 38.3 | 2.6 | 40.3 | 108.5 | 185.9 | 179.1 |
| New Listings | 171 | -10.5 | -4.5 | -16.6 | -35.2 | -17.0 | -35.2 |
| Active Listings ³ | 40 | -31.7 | -28.7 | -46.0 | -72.6 | -75.5 | -73.6 |
| Sales to New Listings Ratio ⁴ | 90.6 | 67.5 | 71.5 | 78.5 | 50.0 | 46.1 | 44.7 |
| Months of Inventory ⁵ | 2.5 | 4.5 | 4.3 | 4.5 | 10.9 | 17.0 | 12.7 |
| Average Price | \$474,742 | 15.1 | -15.2 | 45.8 | 77.6 | 75.2 | 112.4 |
| Median Price | \$410,000 | 7.9 | 18.0 | 42.6 | 64.0 | 70.8 | 110.8 |
| Sales to List Price Ratio | 98.0 | 97.1 | 98.4 | 96.5 | 94.7 | 94.8 | 93.9 |
| Median Days on Market | 25.0 | 39.0 | 42.5 | 36.0 | 84.5 | 81.0 | 88.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

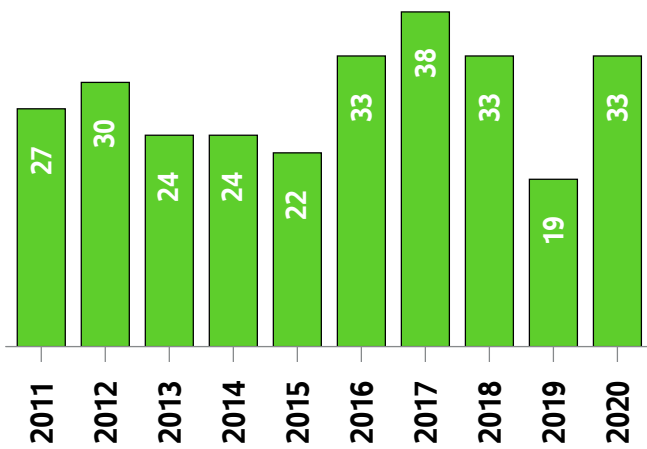
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

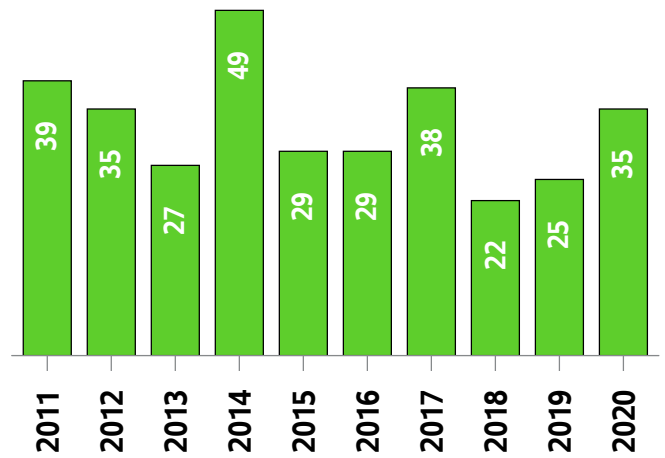
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Owen Sound MLS® Residential Market Activity

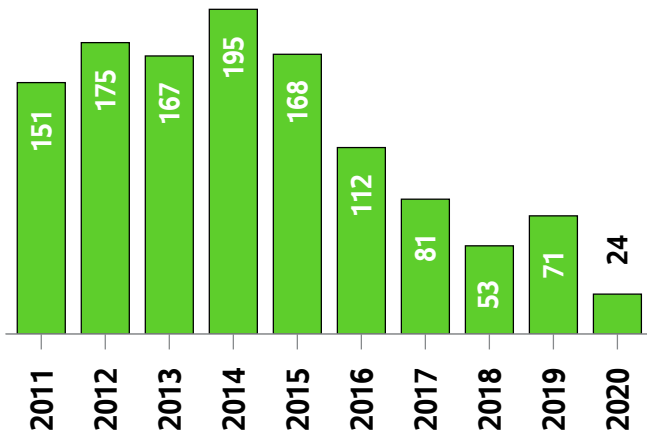
Sales Activity (October only)



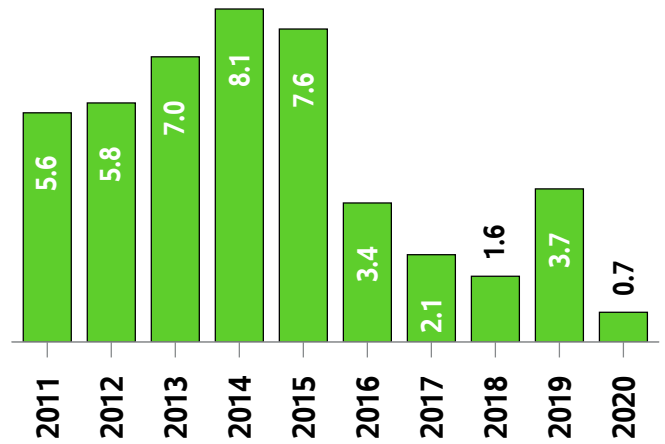
New Listings (October only)



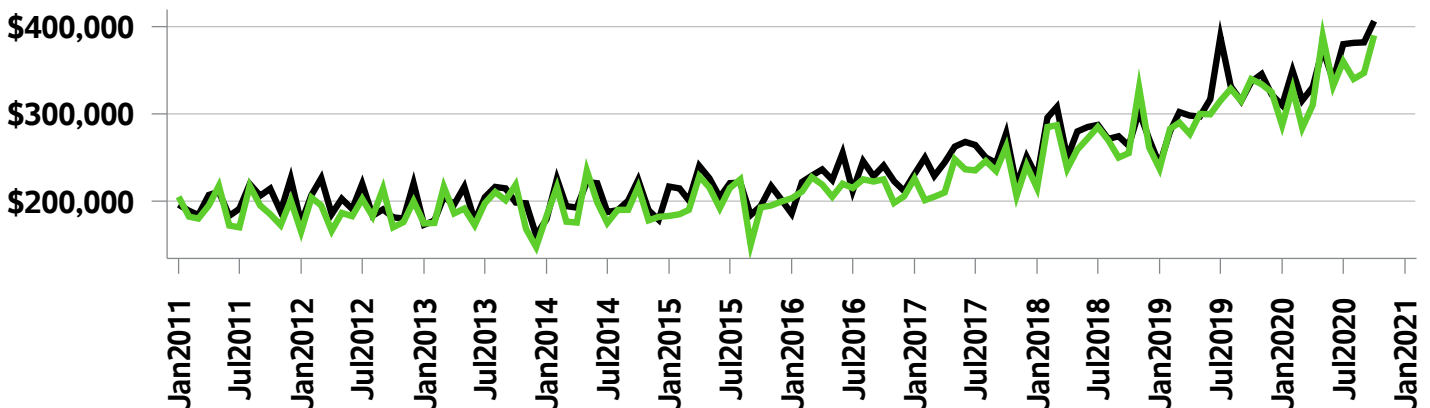
Active Listings (October only)



Months of Inventory (October only)

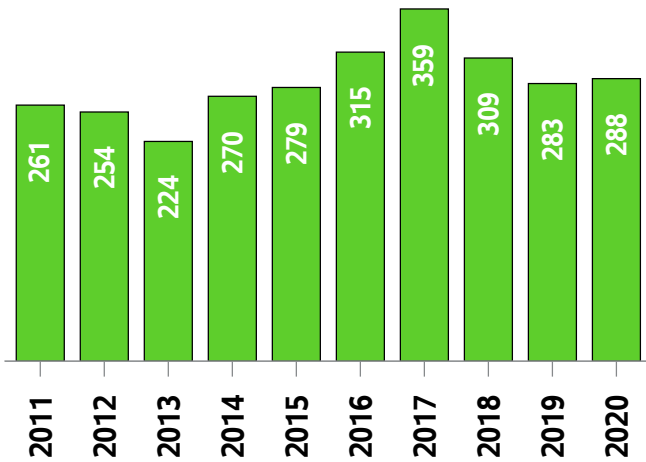


Average Price and Median Price

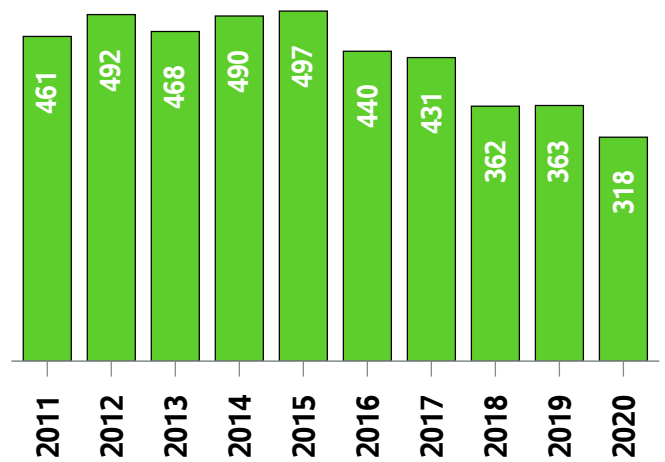


Owen Sound MLS® Residential Market Activity

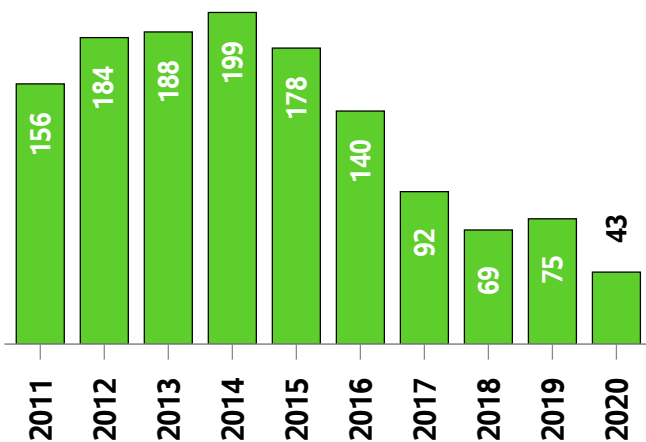
Sales Activity (October Year-to-date)



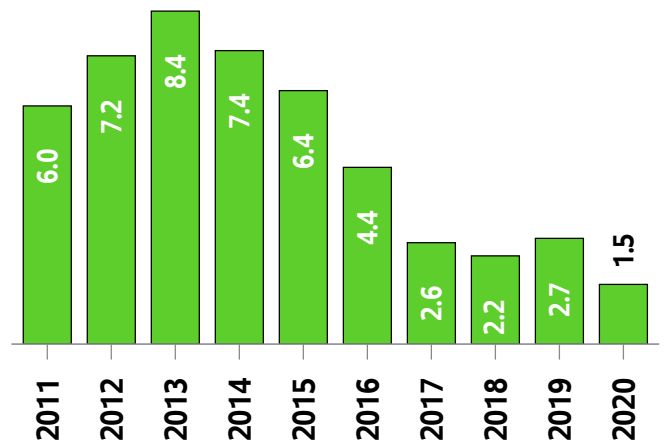
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Owen Sound MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 33 | 73.7 | 0.0 | -13.2 | 50.0 | 37.5 | 94.1 |
| Dollar Volume | \$13,412,100 | 109.6 | 54.2 | 27.1 | 213.5 | 181.6 | 326.5 |
| New Listings | 35 | 40.0 | 59.1 | -7.9 | 20.7 | 29.6 | 20.7 |
| Active Listings | 24 | -66.2 | -54.7 | -70.4 | -85.7 | -85.6 | -82.4 |
| Sales to New Listings Ratio ¹ | 94.3 | 76.0 | 150.0 | 100.0 | 75.9 | 88.9 | 58.6 |
| Months of Inventory ² | 0.7 | 3.7 | 1.6 | 2.1 | 7.6 | 7.0 | 8.0 |
| Average Price | \$406,427 | 20.7 | 54.2 | 46.4 | 109.0 | 104.8 | 119.7 |
| Median Price | \$390,000 | 14.7 | 52.9 | 48.6 | 102.3 | 78.3 | 130.9 |
| Sales to List Price Ratio | 101.1 | 98.2 | 97.1 | 96.2 | 95.9 | 94.5 | 94.9 |
| Median Days on Market | 14.0 | 24.0 | 22.0 | 36.0 | 60.5 | 78.0 | 49.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 288 | 1.8 | -6.8 | -19.8 | 3.2 | 28.6 | 13.4 |
| Dollar Volume | \$104,218,455 | 15.5 | 22.8 | 14.0 | 76.0 | 131.6 | 110.7 |
| New Listings | 318 | -12.4 | -12.2 | -26.2 | -36.0 | -32.1 | -31.8 |
| Active Listings ³ | 43 | -42.5 | -36.9 | -52.7 | -75.6 | -76.9 | -67.8 |
| Sales to New Listings Ratio ⁴ | 90.6 | 78.0 | 85.4 | 83.3 | 56.1 | 47.9 | 54.5 |
| Months of Inventory ⁵ | 1.5 | 2.7 | 2.2 | 2.6 | 6.4 | 8.4 | 5.3 |
| Average Price | \$361,870 | 13.5 | 31.7 | 42.2 | 70.5 | 80.1 | 85.8 |
| Median Price | \$337,250 | 10.6 | 29.7 | 43.5 | 72.5 | 72.7 | 87.4 |
| Sales to List Price Ratio | 98.7 | 98.2 | 97.5 | 97.2 | 95.9 | 95.0 | 96.5 |
| Median Days on Market | 19.0 | 22.0 | 22.0 | 26.0 | 49.0 | 68.0 | 40.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

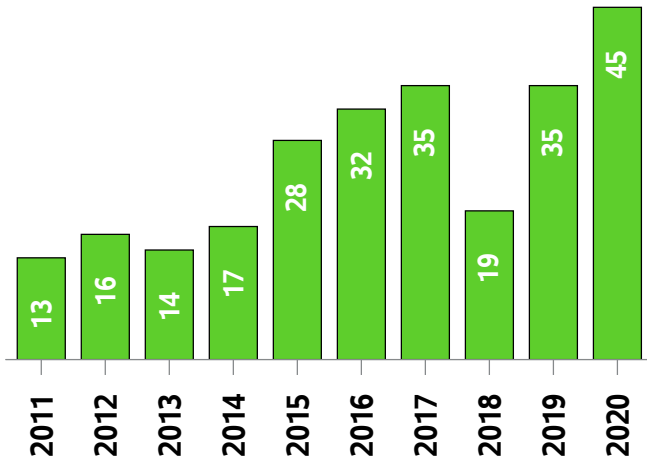
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

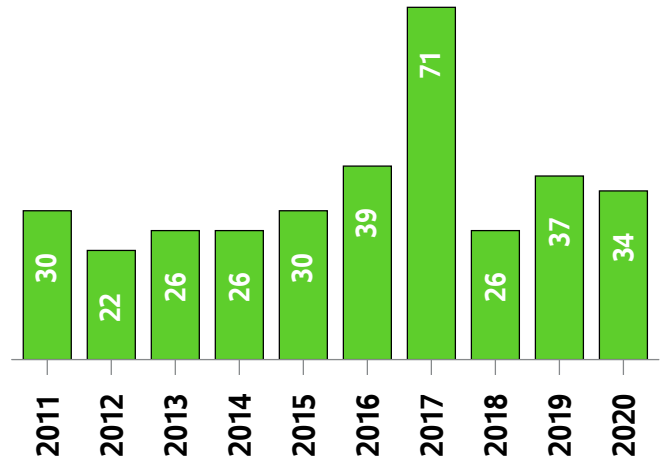
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Saugeen Shores MLS® Residential Market Activity

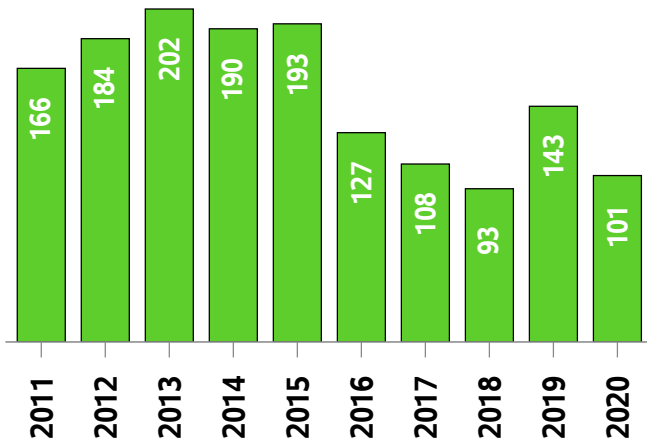
Sales Activity (October only)



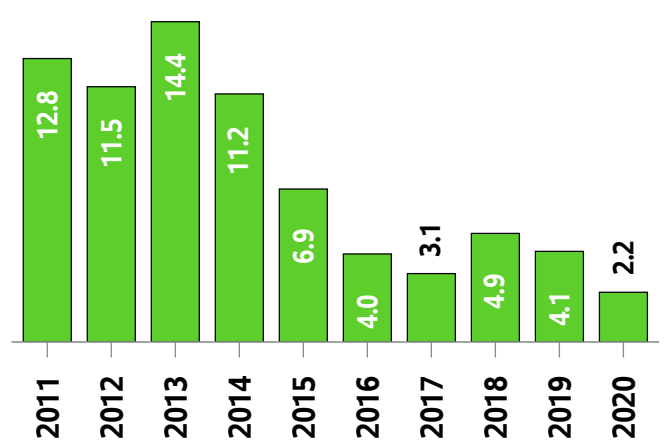
New Listings (October only)



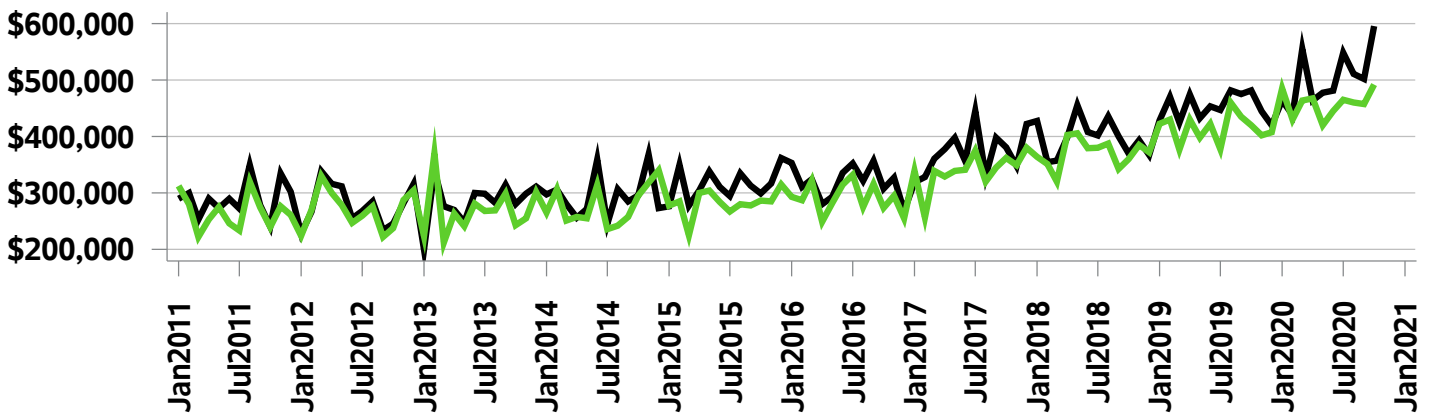
Active Listings (October only)



Months of Inventory (October only)

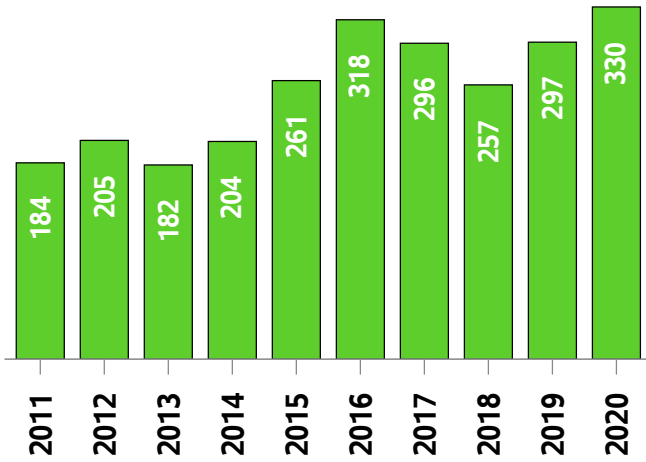


Average Price and Median Price

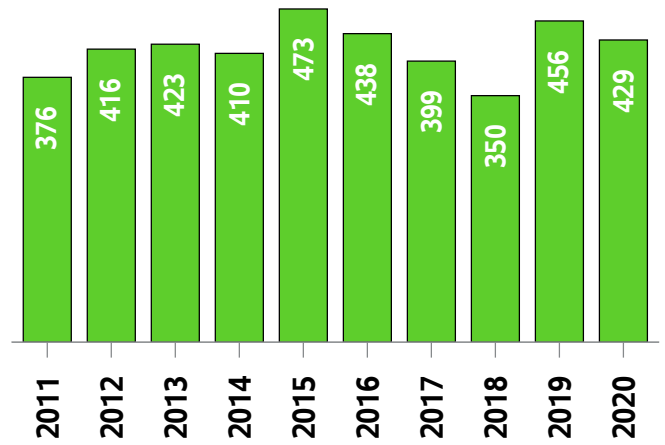


Saugeen Shores MLS® Residential Market Activity

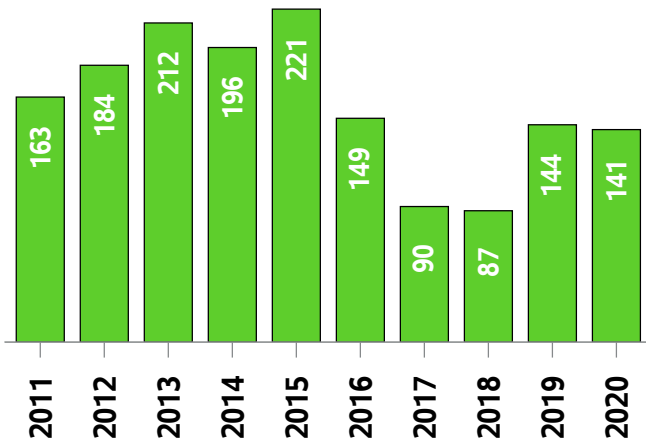
Sales Activity (October Year-to-date)



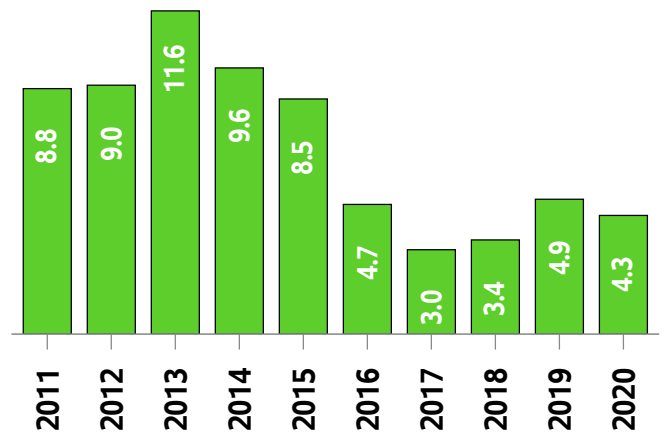
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Saugeen Shores MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|---------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 45 | 28.6 | 136.8 | 28.6 | 60.7 | 221.4 | 246.2 |
| Dollar Volume | \$26,802,358 | 59.0 | 281.5 | 101.2 | 220.0 | 582.9 | 697.0 |
| New Listings | 34 | -8.1 | 30.8 | -52.1 | 13.3 | 30.8 | 61.9 |
| Active Listings | 101 | -29.4 | 8.6 | -6.5 | -47.7 | -50.0 | -25.7 |
| Sales to New Listings Ratio ¹ | 132.4 | 94.6 | 73.1 | 49.3 | 93.3 | 53.8 | 61.9 |
| Months of Inventory ² | 2.2 | 4.1 | 4.9 | 3.1 | 6.9 | 14.4 | 10.5 |
| Average Price | \$595,608 | 23.7 | 61.1 | 56.5 | 99.1 | 112.5 | 130.2 |
| Median Price | \$492,000 | 17.2 | 36.7 | 35.9 | 71.8 | 102.6 | 80.2 |
| Sales to List Price Ratio | 100.8 | 100.4 | 99.5 | 99.2 | 95.2 | 96.9 | 98.0 |
| Median Days on Market | 30.0 | 67.0 | 20.0 | 22.0 | 111.0 | 94.0 | 58.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 330 | 11.1 | 28.4 | 11.5 | 26.4 | 81.3 | 69.2 |
| Dollar Volume | \$170,035,061 | 24.4 | 63.7 | 53.8 | 108.5 | 232.8 | 215.7 |
| New Listings | 429 | -5.9 | 22.6 | 7.5 | -9.3 | 1.4 | 14.7 |
| Active Listings ³ | 141 | -2.2 | 61.7 | 56.7 | -36.2 | -33.4 | -4.0 |
| Sales to New Listings Ratio ⁴ | 76.9 | 65.1 | 73.4 | 74.2 | 55.2 | 43.0 | 52.1 |
| Months of Inventory ⁵ | 4.3 | 4.9 | 3.4 | 3.0 | 8.5 | 11.6 | 7.5 |
| Average Price | \$515,258 | 12.0 | 27.5 | 38.0 | 64.9 | 83.5 | 86.5 |
| Median Price | \$461,900 | 7.4 | 24.8 | 36.0 | 63.2 | 84.8 | 79.4 |
| Sales to List Price Ratio | 99.0 | 98.7 | 99.3 | 97.8 | 96.4 | 95.6 | 96.9 |
| Median Days on Market | 41.0 | 33.0 | 28.0 | 30.5 | 67.0 | 74.0 | 58.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

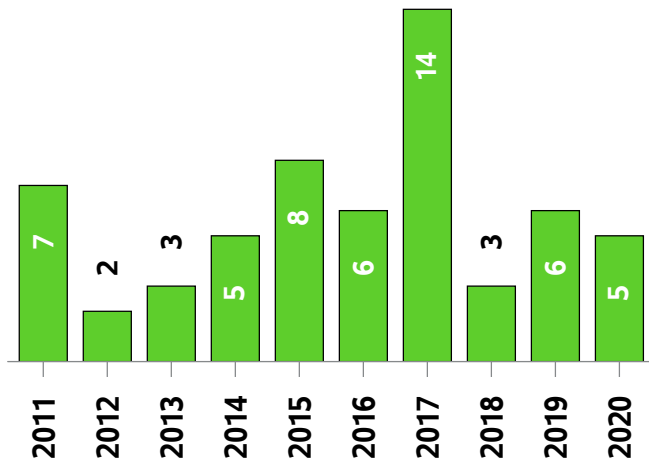
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

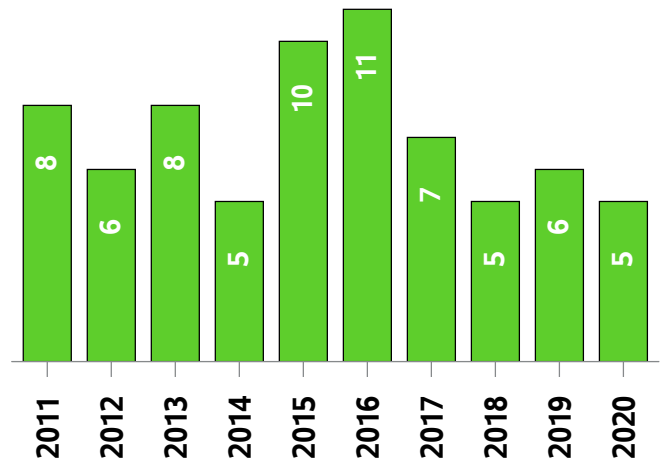
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South Bruce MLS® Residential Market Activity

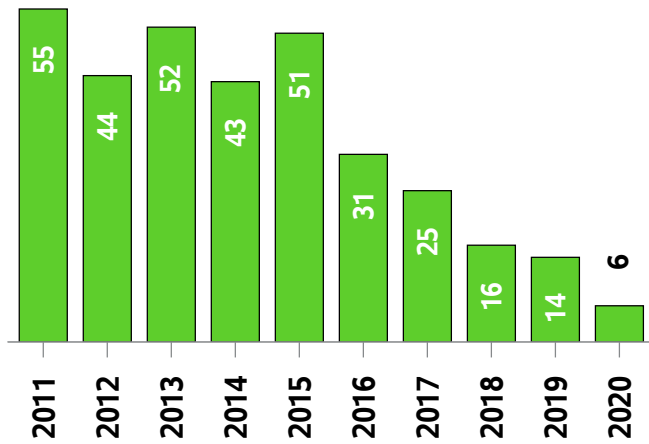
Sales Activity (October only)



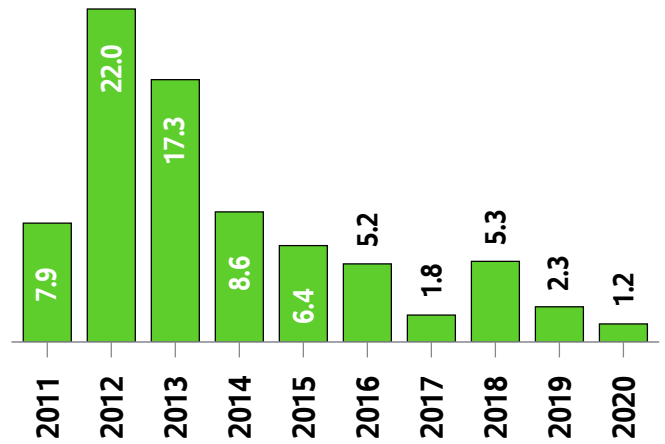
New Listings (October only)



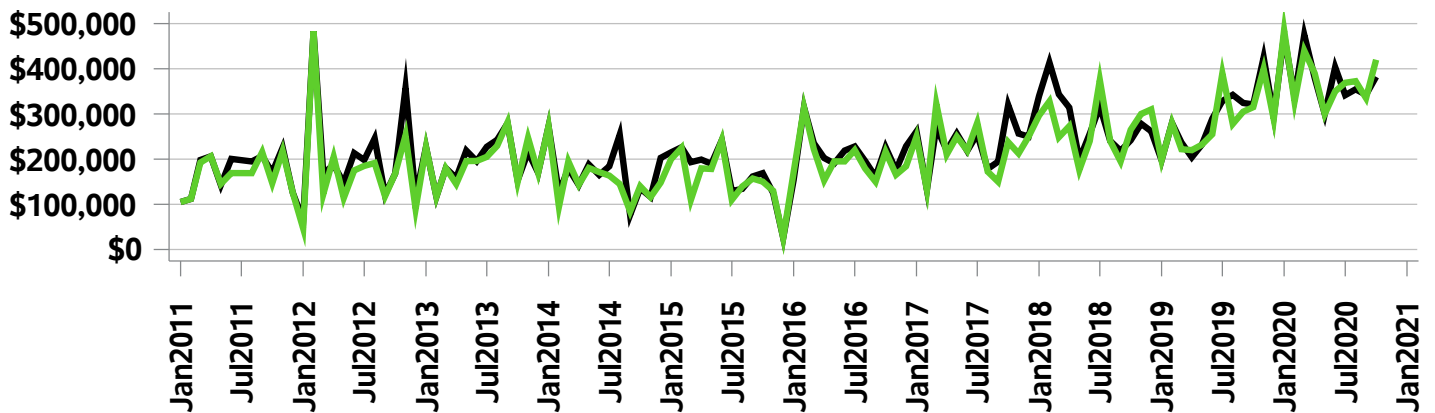
Active Listings (October only)



Months of Inventory (October only)

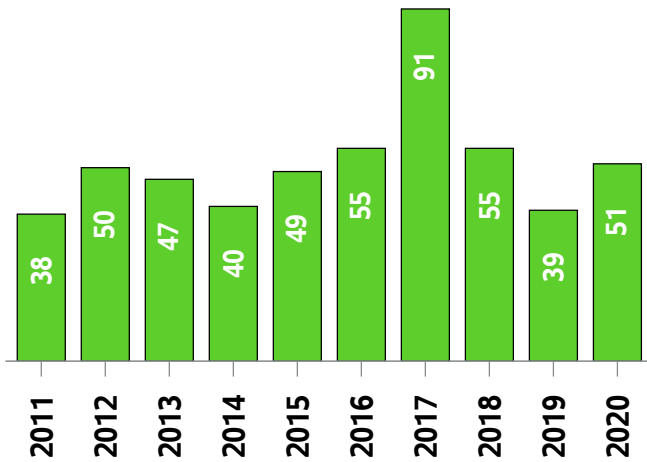


Average Price and Median Price

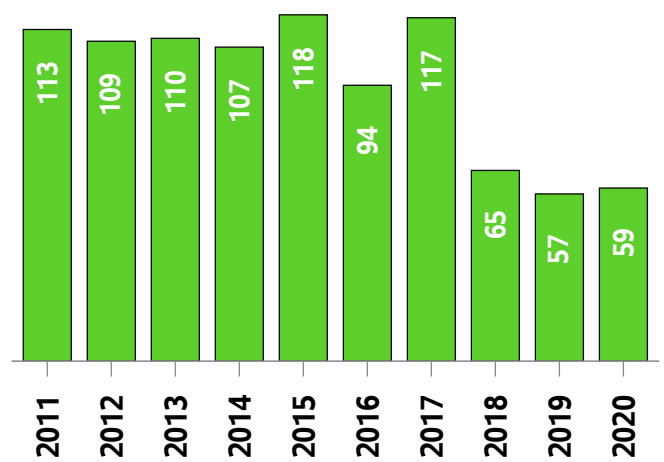


South Bruce MLS® Residential Market Activity

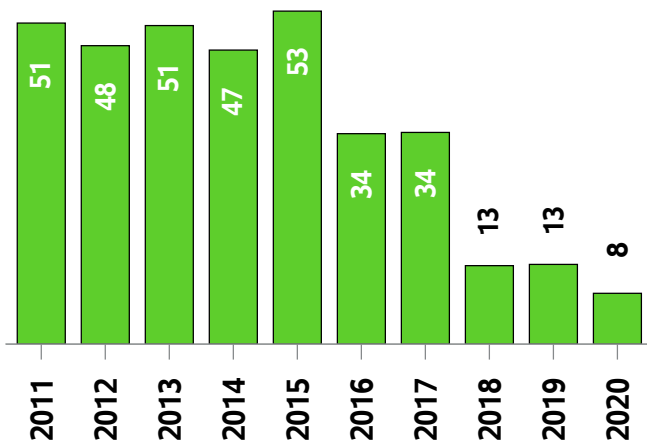
Sales Activity (October Year-to-date)



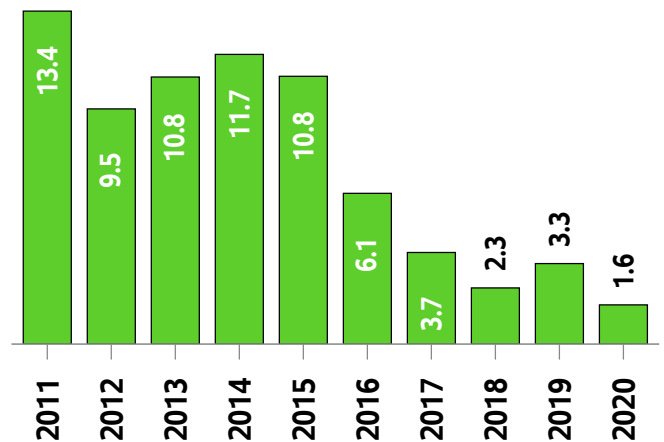
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

South Bruce MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 5 | -16.7 | 66.7 | -64.3 | -37.5 | 66.7 | -37.5 |
| Dollar Volume | \$1,911,500 | -0.8 | 163.7 | -57.3 | 41.4 | 315.6 | 0.7 |
| New Listings | 5 | -16.7 | 0.0 | -28.6 | -50.0 | -37.5 | 0.0 |
| Active Listings | 6 | -57.1 | -62.5 | -76.0 | -88.2 | -88.5 | -83.3 |
| Sales to New Listings Ratio ¹ | 100.0 | 100.0 | 60.0 | 200.0 | 80.0 | 37.5 | 160.0 |
| Months of Inventory ² | 1.2 | 2.3 | 5.3 | 1.8 | 6.4 | 17.3 | 4.5 |
| Average Price | \$382,300 | 19.1 | 58.2 | 19.5 | 126.3 | 149.4 | 61.2 |
| Median Price | \$420,000 | 33.3 | 58.5 | 76.7 | 179.5 | 180.0 | 138.6 |
| Sales to List Price Ratio | 101.7 | 98.6 | 96.2 | 94.2 | 92.6 | 97.2 | 95.4 |
| Median Days on Market | 10.0 | 21.0 | 17.0 | 87.5 | 54.0 | 234.0 | 49.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 51 | 30.8 | -7.3 | -44.0 | 4.1 | 8.5 | -17.7 |
| Dollar Volume | \$19,427,400 | 69.6 | 24.9 | -11.3 | 117.7 | 95.9 | 72.6 |
| New Listings | 59 | 3.5 | -9.2 | -49.6 | -50.0 | -46.4 | -41.6 |
| Active Listings ³ | 8 | -36.2 | -35.2 | -76.0 | -84.7 | -84.0 | -80.4 |
| Sales to New Listings Ratio ⁴ | 86.4 | 68.4 | 84.6 | 77.8 | 41.5 | 42.7 | 61.4 |
| Months of Inventory ⁵ | 1.6 | 3.3 | 2.3 | 3.7 | 10.8 | 10.8 | 6.7 |
| Average Price | \$380,929 | 29.7 | 34.7 | 58.3 | 109.2 | 80.5 | 109.9 |
| Median Price | \$369,000 | 29.5 | 53.8 | 63.3 | 109.1 | 86.4 | 139.6 |
| Sales to List Price Ratio | 99.4 | 97.9 | 97.5 | 96.0 | 93.5 | 94.6 | 94.4 |
| Median Days on Market | 19.0 | 39.0 | 26.0 | 49.0 | 74.0 | 73.0 | 64.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

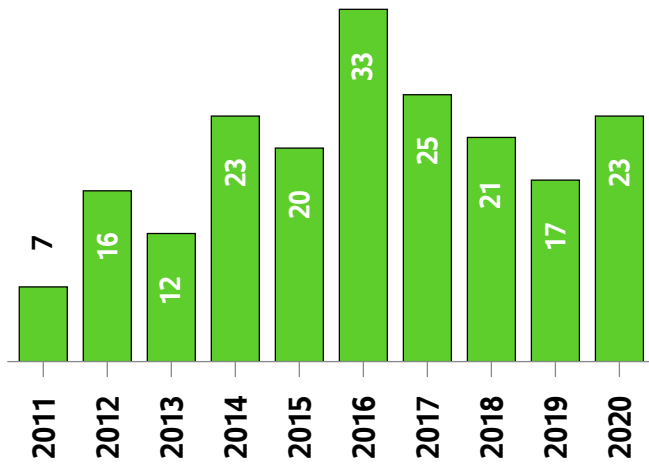
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

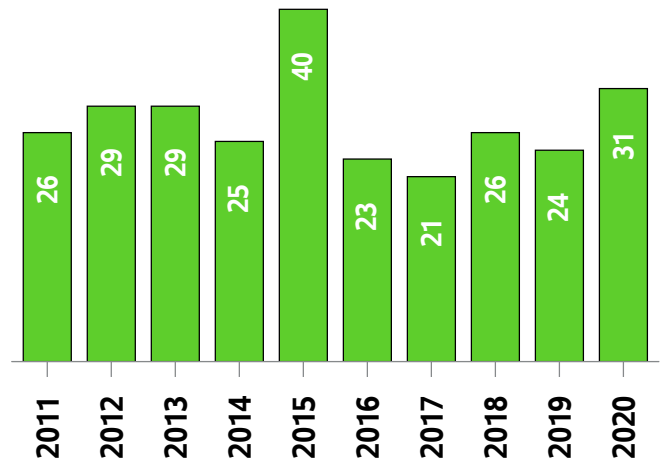
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

South Bruce Peninsula MLS® Residential Market Activity

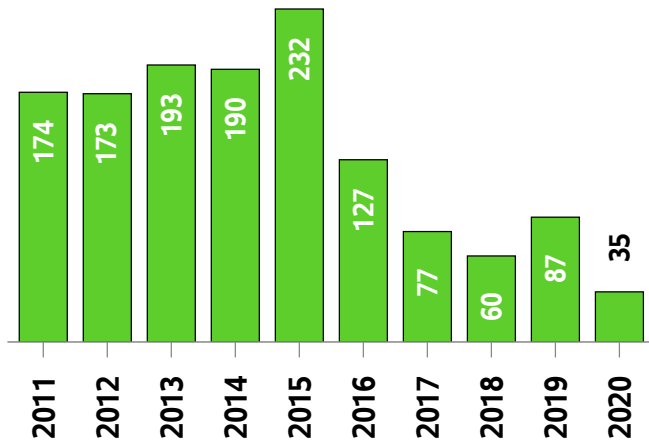
Sales Activity (October only)



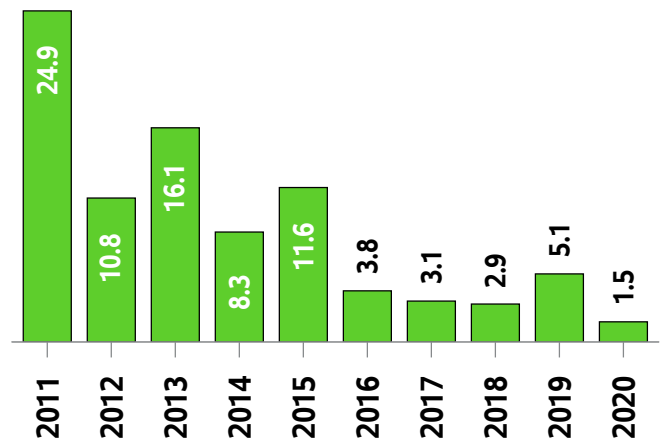
New Listings (October only)



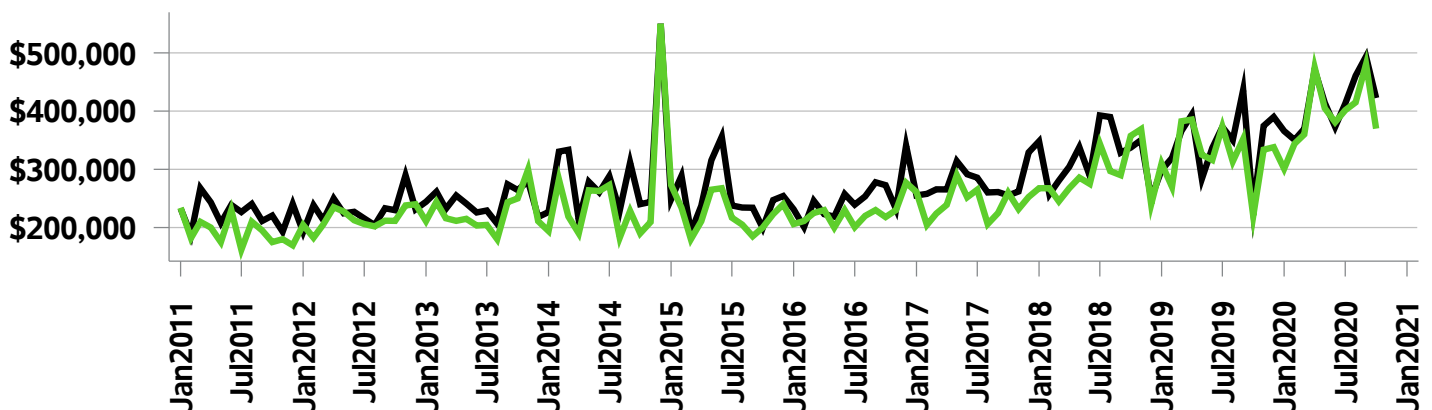
Active Listings (October only)



Months of Inventory (October only)

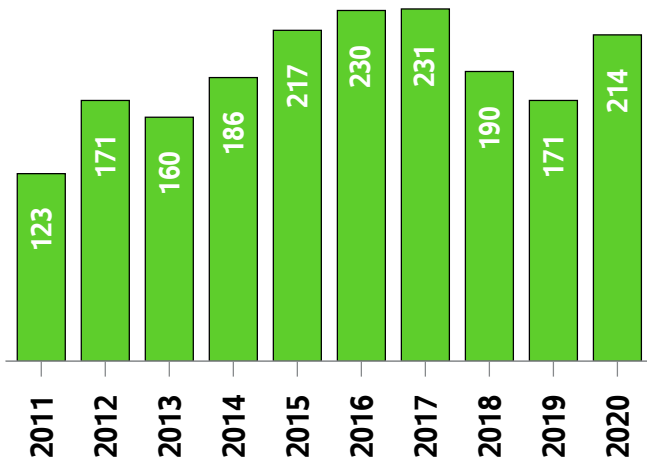


Average Price and Median Price

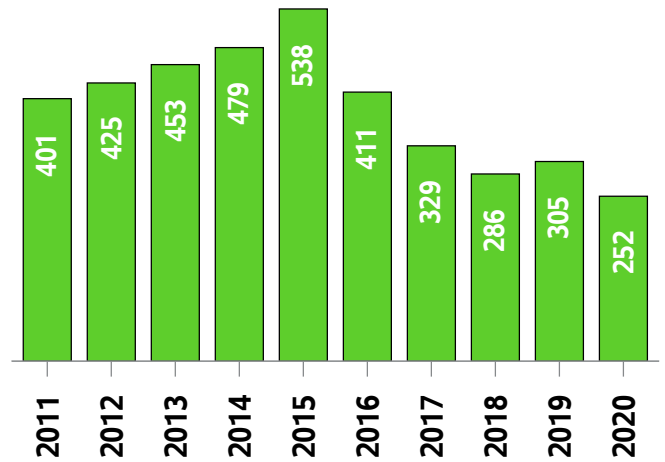


South Bruce Peninsula MLS® Residential Market Activity

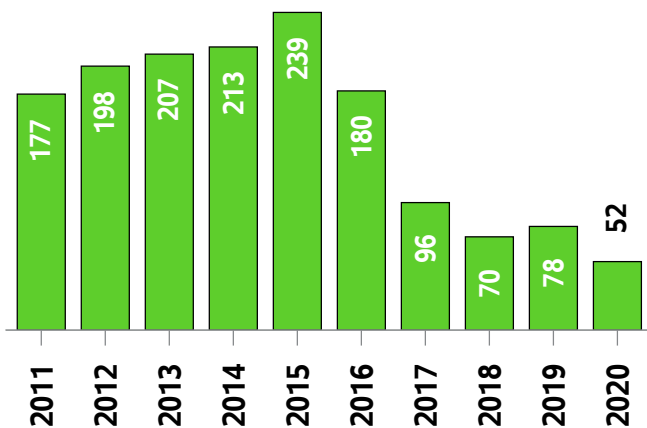
Sales Activity (October Year-to-date)



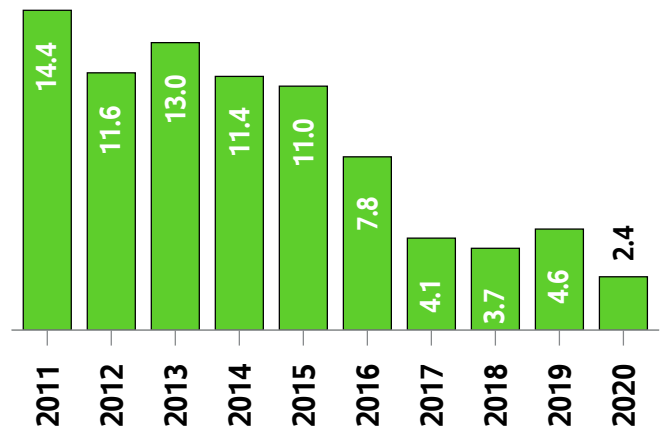
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

South Bruce Peninsula MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 23 | 35.3 | 9.5 | -8.0 | 15.0 | 91.7 | 76.9 |
| Dollar Volume | \$9,716,117 | 146.1 | 37.2 | 52.3 | 143.9 | 206.2 | 190.8 |
| New Listings | 31 | 29.2 | 19.2 | 47.6 | -22.5 | 6.9 | 0.0 |
| Active Listings | 35 | -59.8 | -41.7 | -54.5 | -84.9 | -81.9 | -75.7 |
| Sales to New Listings Ratio ¹ | 74.2 | 70.8 | 80.8 | 119.0 | 50.0 | 41.4 | 41.9 |
| Months of Inventory ² | 1.5 | 5.1 | 2.9 | 3.1 | 11.6 | 16.1 | 11.1 |
| Average Price | \$422,440 | 81.9 | 25.3 | 65.5 | 112.1 | 59.8 | 64.4 |
| Median Price | \$369,900 | 68.1 | 3.5 | 42.3 | 85.0 | 48.0 | 99.9 |
| Sales to List Price Ratio | 99.1 | 91.8 | 98.4 | 94.3 | 92.5 | 94.9 | 93.2 |
| Median Days on Market | 12.0 | 29.0 | 25.0 | 68.0 | 103.0 | 106.0 | 82.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 214 | 25.1 | 12.6 | -7.4 | -1.4 | 33.7 | 39.0 |
| Dollar Volume | \$89,324,567 | 48.7 | 41.8 | 39.9 | 63.2 | 129.9 | 150.3 |
| New Listings | 252 | -17.4 | -11.9 | -23.4 | -53.2 | -44.4 | -31.0 |
| Active Listings ³ | 52 | -33.9 | -26.5 | -46.2 | -78.4 | -75.1 | -66.3 |
| Sales to New Listings Ratio ⁴ | 84.9 | 56.1 | 66.4 | 70.2 | 40.3 | 35.3 | 42.2 |
| Months of Inventory ⁵ | 2.4 | 4.6 | 3.7 | 4.1 | 11.0 | 13.0 | 9.9 |
| Average Price | \$417,405 | 18.9 | 25.9 | 51.0 | 65.5 | 71.9 | 80.1 |
| Median Price | \$397,750 | 20.5 | 37.2 | 56.0 | 85.9 | 85.9 | 100.1 |
| Sales to List Price Ratio | 97.9 | 95.6 | 96.9 | 96.0 | 94.4 | 94.6 | 94.4 |
| Median Days on Market | 30.0 | 35.0 | 32.5 | 40.0 | 77.0 | 62.0 | 57.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

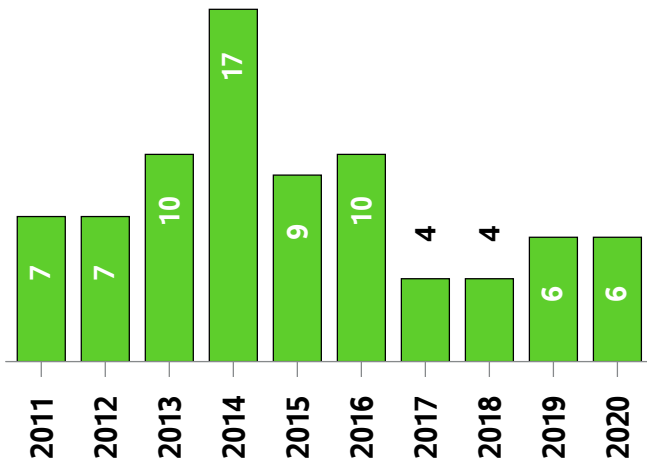
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

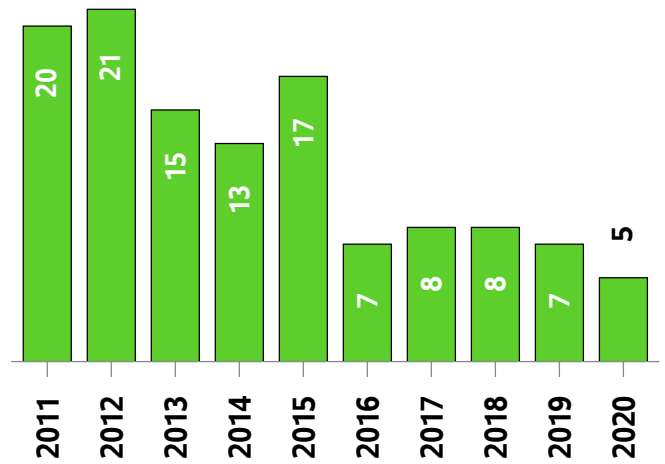
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

Southgate MLS® Residential Market Activity

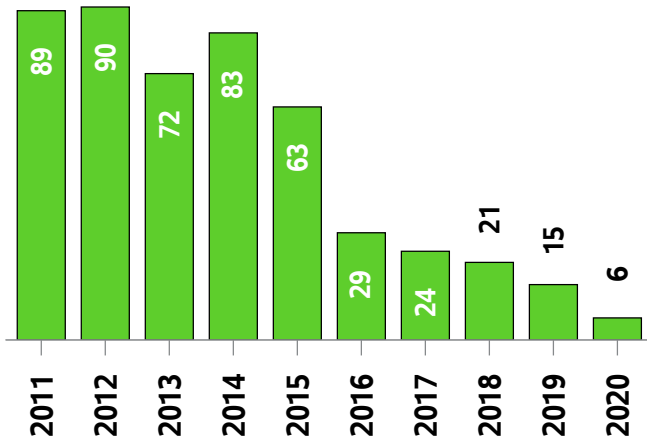
Sales Activity (October only)



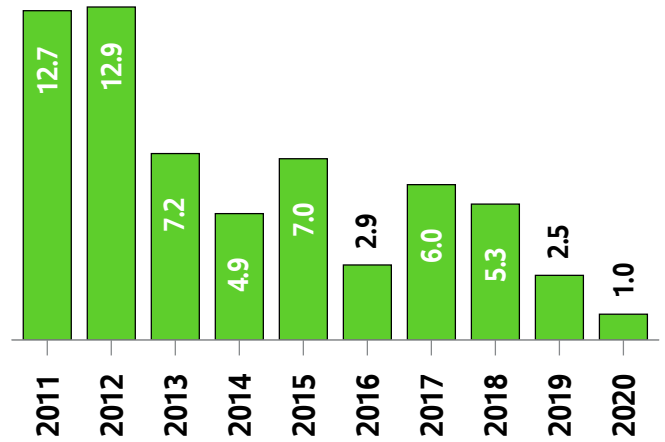
New Listings (October only)



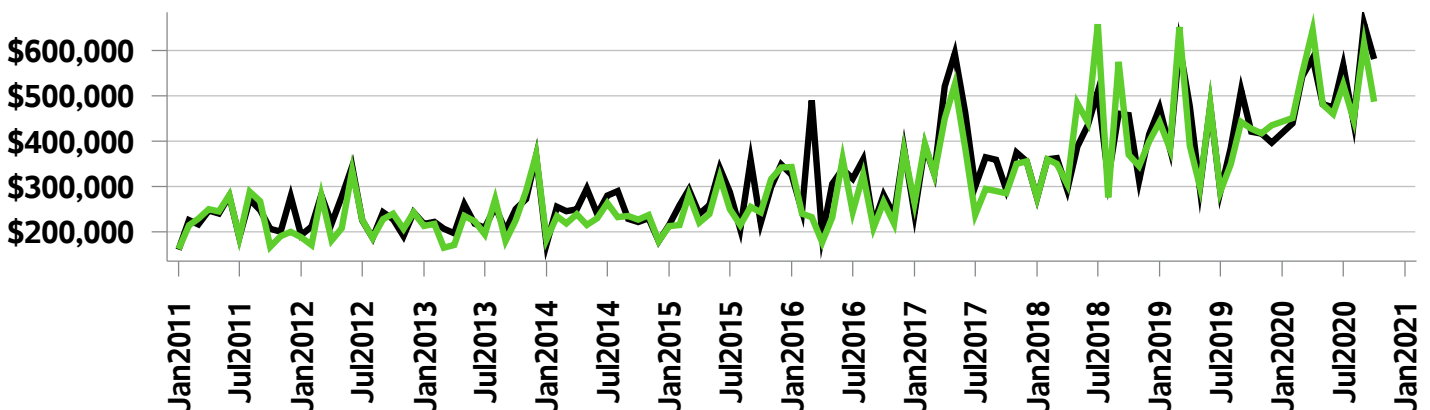
Active Listings (October only)



Months of Inventory (October only)

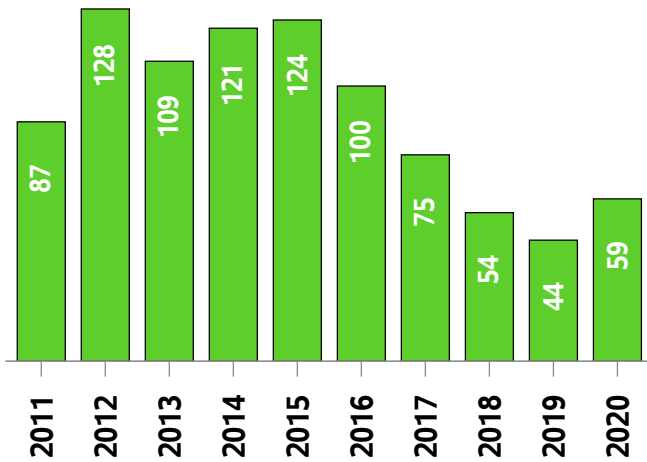


Average Price and Median Price

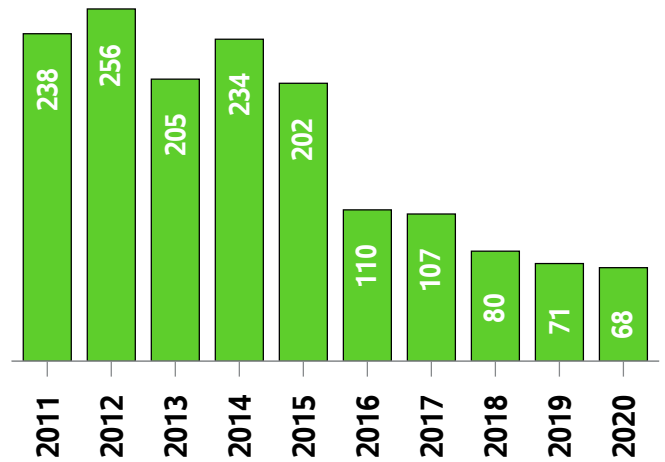


Southgate MLS® Residential Market Activity

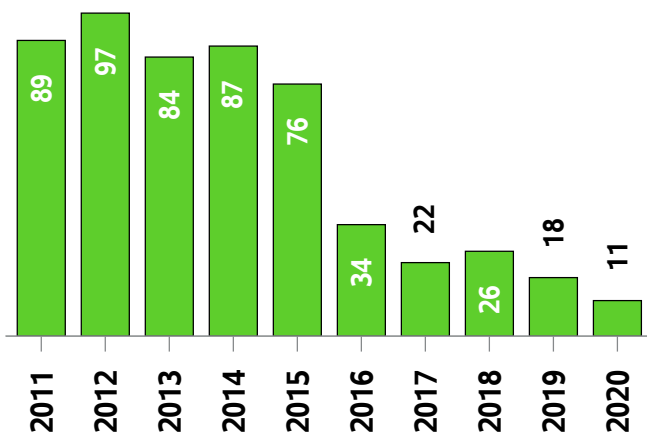
Sales Activity (October Year-to-date)



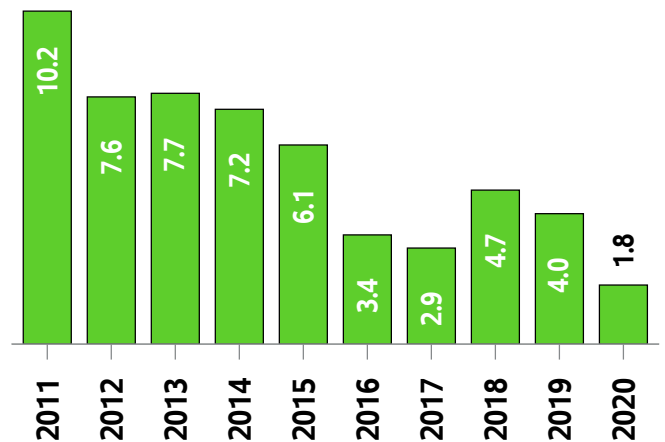
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

Southgate MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 6 | 0.0 | 50.0 | 50.0 | -33.3 | -40.0 | -50.0 |
| Dollar Volume | \$3,487,000 | 38.1 | 90.5 | 196.8 | 76.2 | 39.4 | 32.4 |
| New Listings | 5 | -28.6 | -37.5 | -37.5 | -70.6 | -66.7 | -68.8 |
| Active Listings | 6 | -60.0 | -71.4 | -75.0 | -90.5 | -91.7 | -92.7 |
| Sales to New Listings Ratio ¹ | 120.0 | 85.7 | 50.0 | 50.0 | 52.9 | 66.7 | 75.0 |
| Months of Inventory ² | 1.0 | 2.5 | 5.3 | 6.0 | 7.0 | 7.2 | 6.8 |
| Average Price | \$581,167 | 38.1 | 27.0 | 97.8 | 164.3 | 132.3 | 164.8 |
| Median Price | \$487,000 | 13.9 | 31.6 | 70.9 | 100.4 | 116.4 | 161.8 |
| Sales to List Price Ratio | 99.4 | 96.7 | 96.8 | 97.1 | 95.6 | 96.5 | 97.7 |
| Median Days on Market | 11.5 | 36.5 | 43.5 | 46.5 | 149.0 | 76.0 | 129.5 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 59 | 34.1 | 9.3 | -21.3 | -52.4 | -45.9 | -53.5 |
| Dollar Volume | \$31,764,234 | 63.7 | 53.9 | 4.1 | -6.3 | 28.0 | 11.4 |
| New Listings | 68 | -4.2 | -15.0 | -36.4 | -66.3 | -66.8 | -73.6 |
| Active Listings ³ | 11 | -39.2 | -58.0 | -51.6 | -85.9 | -87.2 | -89.0 |
| Sales to New Listings Ratio ⁴ | 86.8 | 62.0 | 67.5 | 70.1 | 61.4 | 53.2 | 49.2 |
| Months of Inventory ⁵ | 1.8 | 4.0 | 4.7 | 2.9 | 6.1 | 7.7 | 7.7 |
| Average Price | \$538,377 | 22.1 | 40.9 | 32.3 | 97.0 | 136.5 | 139.9 |
| Median Price | \$515,000 | 23.4 | 47.2 | 51.9 | 106.0 | 128.9 | 145.2 |
| Sales to List Price Ratio | 99.1 | 95.6 | 96.2 | 96.5 | 96.5 | 96.6 | 96.5 |
| Median Days on Market | 21.0 | 50.5 | 46.5 | 29.0 | 65.5 | 76.0 | 54.0 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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.

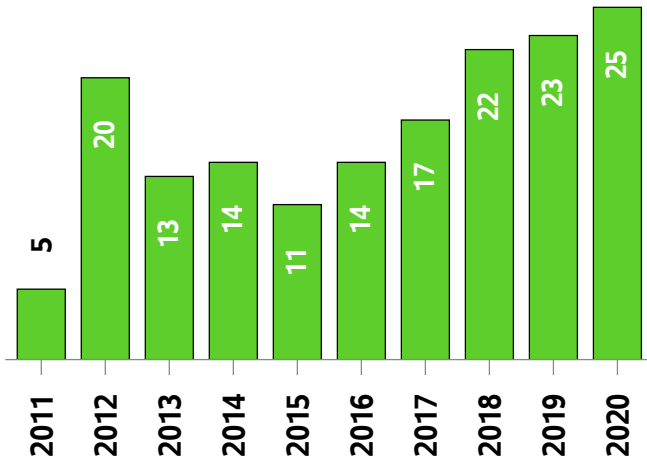
⁴ Sum of sales from January to current month / sum of new listings from January to current month.

⁵ 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.

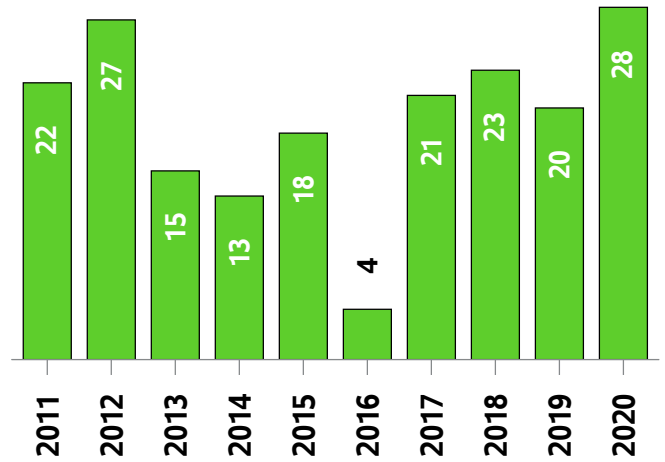
⁶ Sales to new listings ratio, months of inventory and median days on market shown as levels; all others calculated as percentage changes.

West Grey MLS® Residential Market Activity

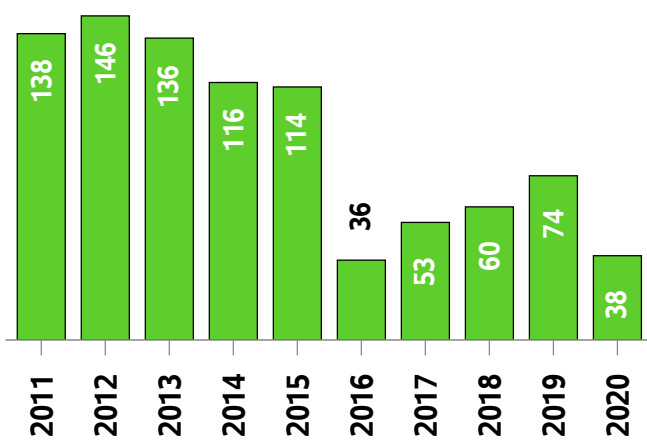
Sales Activity (October only)



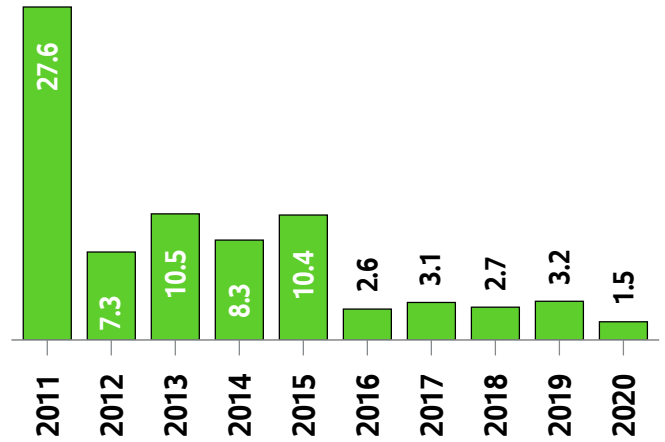
New Listings (October only)



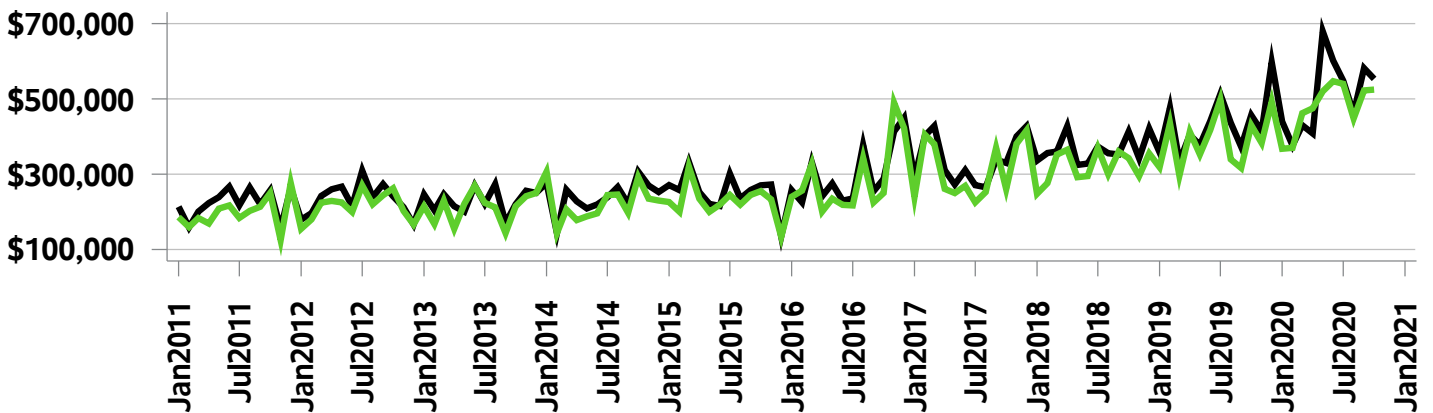
Active Listings (October only)



Months of Inventory (October only)

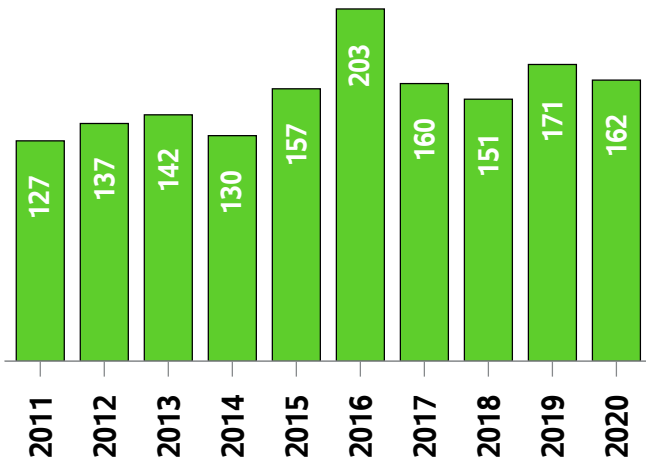


Average Price and Median Price

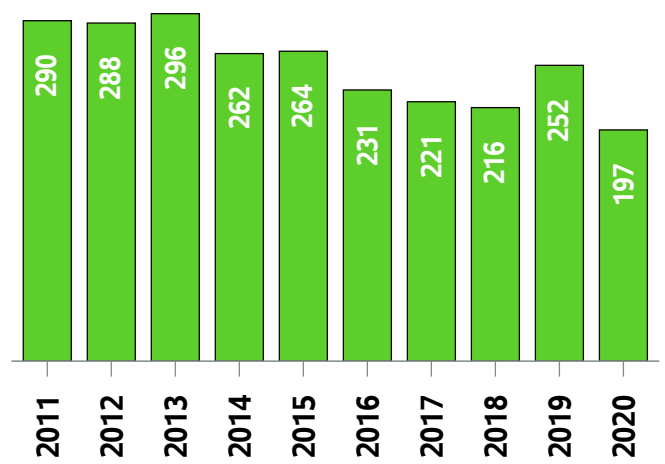


West Grey MLS® Residential Market Activity

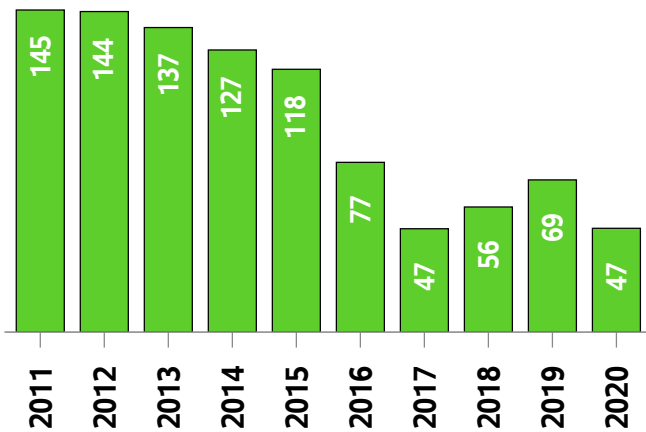
Sales Activity (October Year-to-date)



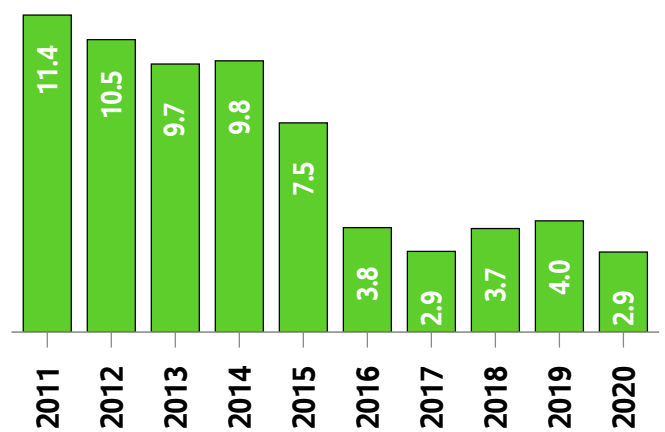
New Listings (October Year-to-date)



Active Listings ¹ (October Year-to-date)



Months of Inventory ² (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

² Average active listings January to the current month/average of sales January to the current month

West Grey MLS® Residential Market Activity

| Actual | October 2020 | Compared to ⁶ | | | | | |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 25 | 8.7 | 13.6 | 47.1 | 127.3 | 92.3 | 66.7 |
| Dollar Volume | \$13,829,900 | 31.7 | 52.1 | 146.5 | 364.9 | 383.2 | 340.0 |
| New Listings | 28 | 40.0 | 21.7 | 33.3 | 55.6 | 86.7 | 3.7 |
| Active Listings | 38 | -48.6 | -36.7 | -28.3 | -66.7 | -72.1 | -74.8 |
| Sales to New Listings Ratio ¹ | 89.3 | 115.0 | 95.7 | 81.0 | 61.1 | 86.7 | 55.6 |
| Months of Inventory ² | 1.5 | 3.2 | 2.7 | 3.1 | 10.4 | 10.5 | 10.1 |
| Average Price | \$553,196 | 21.1 | 33.9 | 67.6 | 104.5 | 151.2 | 164.0 |
| Median Price | \$524,700 | 22.0 | 53.2 | 101.4 | 105.8 | 144.0 | 161.0 |
| Sales to List Price Ratio | 98.5 | 97.7 | 98.1 | 96.7 | 95.4 | 94.3 | 94.8 |
| Median Days on Market | 18.0 | 42.0 | 25.5 | 26.0 | 52.0 | 94.0 | 63.0 |
| Year-to-date | October 2020 | Compared to ⁶ | | | | | |
| | | October 2019 | October 2018 | October 2017 | October 2015 | October 2013 | October 2010 |
| Sales Activity | 162 | -5.3 | 7.3 | 1.2 | 3.2 | 14.1 | 28.6 |
| Dollar Volume | \$87,041,093 | 21.7 | 55.7 | 70.7 | 115.2 | 166.7 | 210.4 |
| New Listings | 197 | -21.8 | -8.8 | -10.9 | -25.4 | -33.4 | -41.7 |
| Active Listings ³ | 47 | -31.8 | -17.0 | 0.4 | -60.5 | -65.9 | -70.2 |
| Sales to New Listings Ratio ⁴ | 82.2 | 67.9 | 69.9 | 72.4 | 59.5 | 48.0 | 37.3 |
| Months of Inventory ⁵ | 2.9 | 4.0 | 3.7 | 2.9 | 7.5 | 9.7 | 12.5 |
| Average Price | \$537,291 | 28.5 | 45.1 | 68.6 | 108.5 | 133.7 | 141.4 |
| Median Price | \$504,500 | 33.6 | 60.2 | 88.6 | 116.6 | 144.6 | 144.9 |
| Sales to List Price Ratio | 97.4 | 97.3 | 96.1 | 97.1 | 95.2 | 95.3 | 95.1 |
| Median Days on Market | 35.5 | 45.0 | 40.0 | 22.0 | 66.0 | 71.5 | 67.5 |

¹ Sales / new listings * 100; Compared to levels from previous periods.

² Active listings at month end / monthly sales; Compared to levels from previous periods.

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 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.

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