

Monthly Indicators



April 2023

Spring is here, and with the warmer temperatures comes a rise in market activity. Nationally, home sales increased 1.4% month-over-month as of last measure, according to the Canadian Real Estate Association (CREA), marking the first back-to-back monthly increase in home sales in more than a year. Although down from last year, the number of sales was similar to the same month in 2018-2019, as hopeful buyers, encouraged by slightly lower sales prices and the Bank of Canada's pause on interest rate hikes, return to the market.

New Listings decreased 47.0 percent for Single Family homes and 23.8 percent for Townhouse/Condo homes. Sales decreased 8.8 percent for Single Family homes but increased 13.5 percent for Townhouse/Condo homes. Inventory decreased 5.2 percent for Single Family homes but increased 26.0 percent for Townhouse/Condo homes.

Median Sales Price decreased 12.5 percent to \$809,000 for Single Family homes and 15.2 percent to \$606,000 for Townhouse/Condo homes. Days on Market increased 130.0 percent for Single Family homes and 125.0 percent for Townhouse/Condo homes. Months Supply of Inventory increased 41.2 percent for Single Family homes and 66.7 percent for Townhouse/Condo homes.

Competition for properties remains strong due to the limited supply of homes available for purchase. CREA reports new listings decreased 5.8% month-over-month nationwide, with new supply falling to a 20-year low, causing the sales-to-new listings ratio to jump to 63.5%, the highest in more than a year. At last measure, there were only 3.9 months' supply of inventory heading into April, and as demand picks up, home prices are beginning to rise again, with the MLS Home Price Index increasing 0.2% month-over-month, the first increase since February 2022.

Quick Facts

- 3.2%

Change in
Sales
All Properties

- 11.6%

Change in
Median Sales Price
All Properties

+ 1.7%

Change in
Homes for Sale
All Properties

This is a research tool provided by ITSO covering the Barrie & District Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		804	426	- 47.0%	2,339	1,545	- 33.9%
Sales		283	258	- 8.8%	1,178	793	- 32.7%
Days on Market Until Sale		10	23	+ 130.0%	9	26	+ 188.9%
Median Sales Price		\$925,000	\$809,000	- 12.5%	\$999,000	\$805,000	- 19.4%
Average Sales Price		\$969,666	\$887,090	- 8.5%	\$1,071,315	\$868,224	- 19.0%
Percent of List Price Received		105.1%	98.8%	- 6.0%	112.4%	97.8%	- 13.0%
Housing Affordability Index		52	53	+ 1.9%	48	53	+ 10.4%
Housing Value Index		342	295	- 13.7%	—	—	—
Inventory of Homes for Sale		541	513	- 5.2%	—	—	—
Months Supply of Inventory		1.7	2.4	+ 41.2%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse, Condo and Semi-Detached properties only.



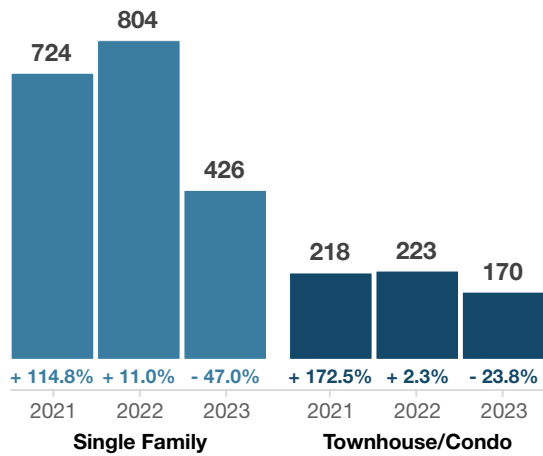
Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		223	170	- 23.8%	677	635	- 6.2%
Sales		96	109	+ 13.5%	404	347	- 14.1%
Days on Market Until Sale		12	27	+ 125.0%	10	31	+ 210.0%
Median Sales Price		\$715,000	\$606,000	- 15.2%	\$740,000	\$600,000	- 18.9%
Average Sales Price		\$708,962	\$614,619	- 13.3%	\$730,141	\$594,706	- 18.5%
Percent of List Price Received		106.2%	99.9%	- 5.9%	111.9%	98.9%	- 11.6%
Housing Affordability Index		66	69	+ 4.5%	64	70	+ 9.4%
Housing Value Index		281	258	- 8.2%	—	—	—
Inventory of Homes for Sale		154	194	+ 26.0%	—	—	—
Months Supply of Inventory		1.5	2.5	+ 66.7%	—	—	—

New Listings

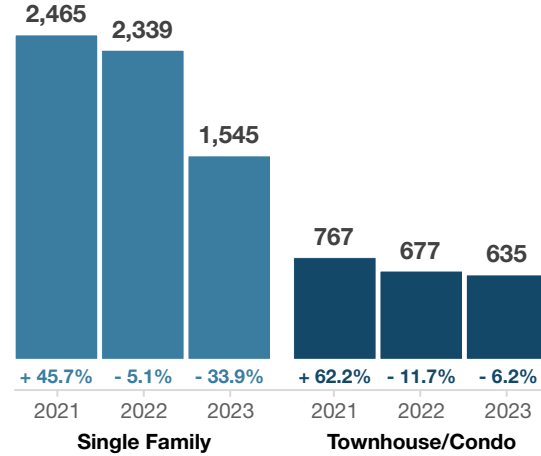
A count of the properties that have been newly listed on the market in a given month.



April

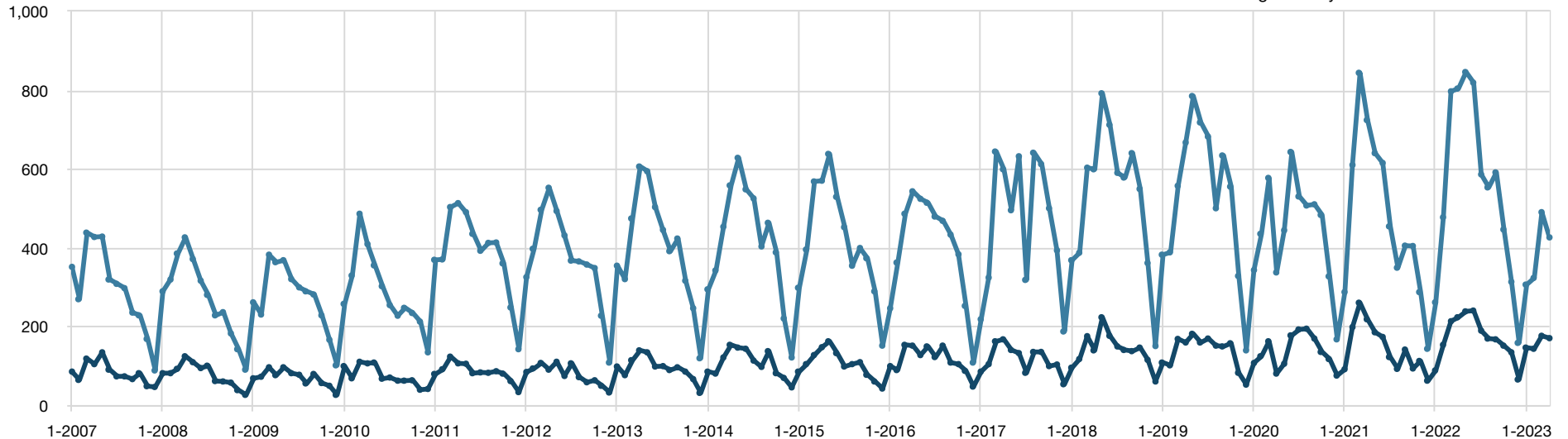


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	846	+ 32.2%	238	+ 28.6%
Jun-2022	819	+ 33.2%	240	+ 38.7%
Jul-2022	586	+ 29.1%	189	+ 54.9%
Aug-2022	553	+ 58.5%	169	+ 83.7%
Sep-2022	591	+ 45.9%	167	+ 18.4%
Oct-2022	446	+ 10.4%	151	+ 62.4%
Nov-2022	313	+ 9.1%	134	+ 19.6%
Dec-2022	158	+ 10.5%	65	+ 4.8%
Jan-2023	306	+ 17.2%	146	+ 65.9%
Feb-2023	323	- 32.3%	143	- 6.5%
Mar-2023	490	- 38.5%	176	- 17.4%
Apr-2023	426	- 47.0%	170	- 23.8%
12-Month Avg	488	+ 3.8%	166	+ 20.3%

Historical New Listings by Month

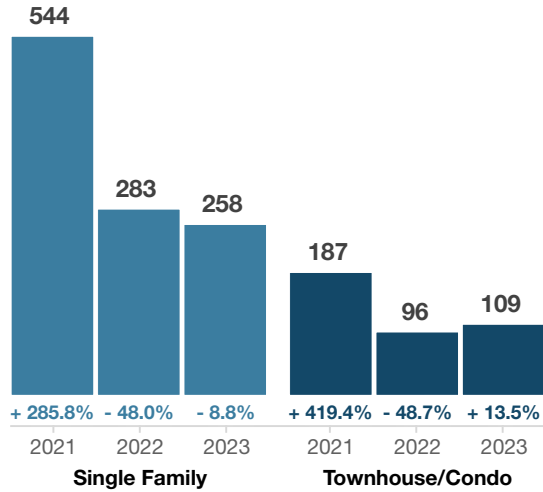


Sales

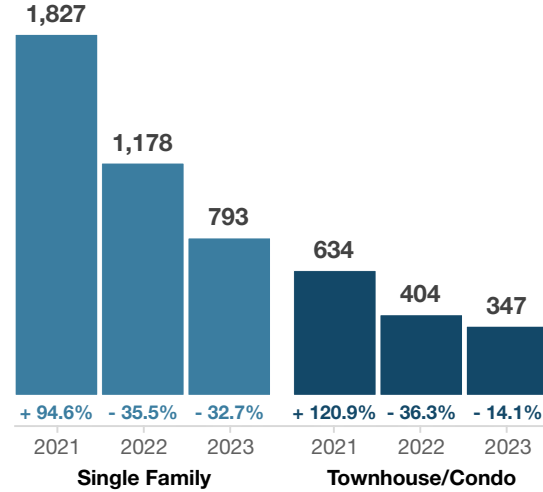
A count of the properties on which offers have been accepted in a given month.



April

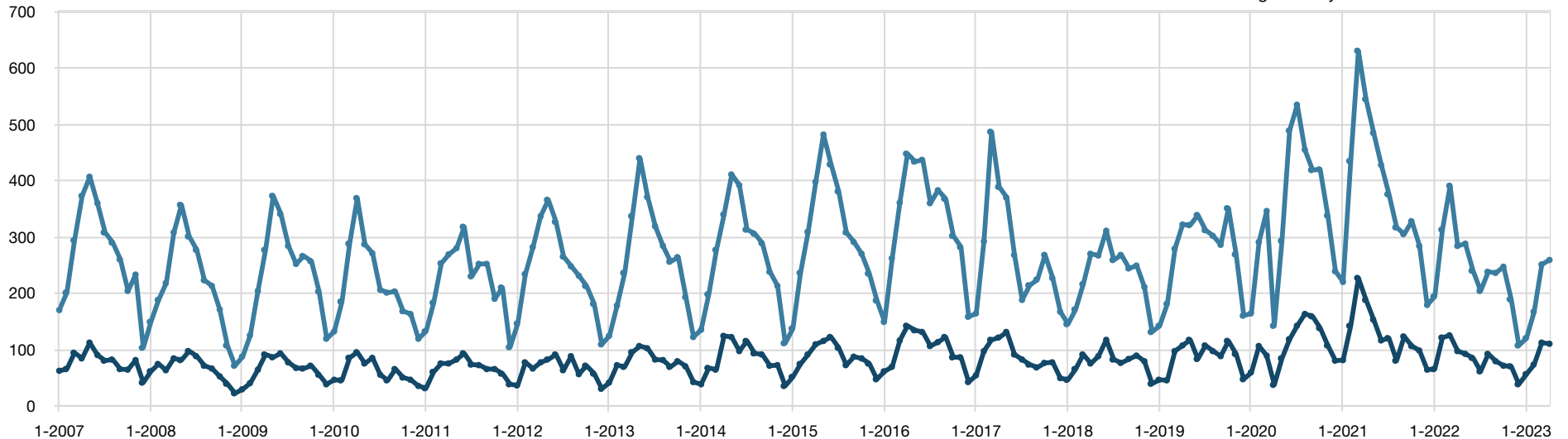


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	287	-40.7%	91	-40.1%
Jun-2022	239	-44.0%	84	-27.0%
Jul-2022	203	-45.9%	60	-49.6%
Aug-2022	237	-25.0%	91	+15.2%
Sep-2022	235	-22.7%	78	-36.1%
Oct-2022	246	-24.8%	70	-33.3%
Nov-2022	188	-33.6%	69	-28.9%
Dec-2022	106	-40.4%	37	-41.3%
Jan-2023	119	-38.3%	55	-14.1%
Feb-2023	166	-46.8%	72	-40.0%
Mar-2023	250	-35.9%	111	-10.5%
Apr-2023	258	-8.8%	109	+13.5%
12-Month Avg	211	-34.7%	77	-26.7%

Historical Sales by Month

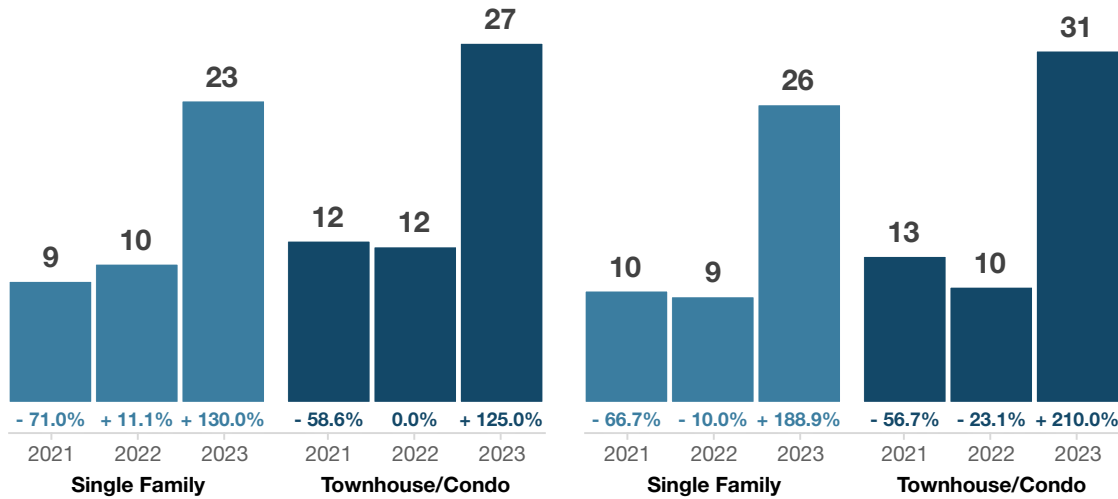


Days on Market Until Sale

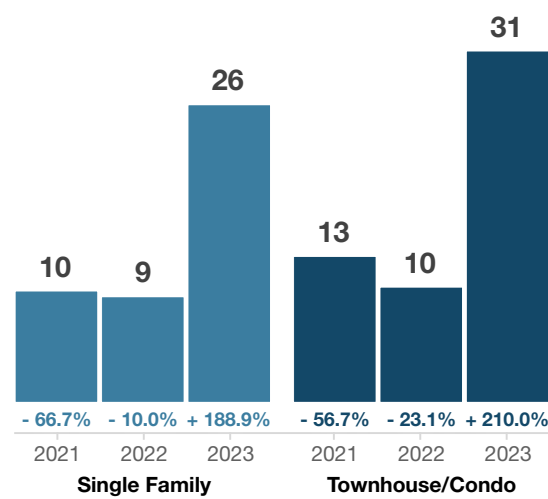
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



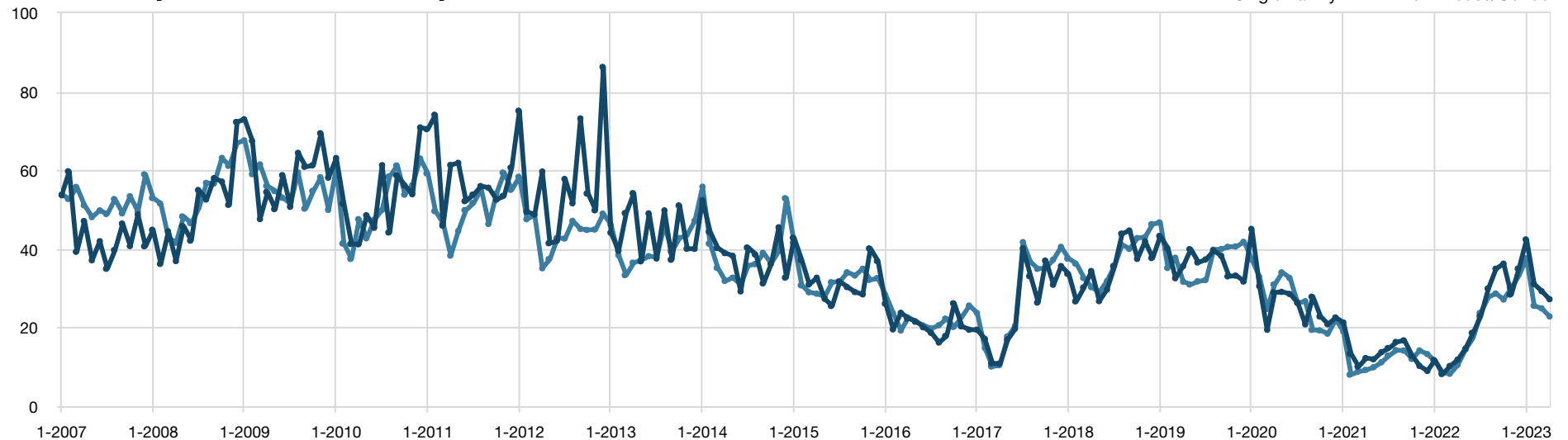
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	14	+ 40.0%	15	+ 25.0%
Jun-2022	17	+ 54.5%	19	+ 35.7%
Jul-2022	24	+ 84.6%	23	+ 53.3%
Aug-2022	28	+ 100.0%	30	+ 87.5%
Sep-2022	29	+ 107.1%	35	+ 105.9%
Oct-2022	27	+ 125.0%	36	+ 176.9%
Nov-2022	30	+ 114.3%	28	+ 180.0%
Dec-2022	33	+ 153.8%	35	+ 288.9%
Jan-2023	38	+ 245.5%	42	+ 250.0%
Feb-2023	26	+ 225.0%	31	+ 287.5%
Mar-2023	25	+ 212.5%	29	+ 190.0%
Apr-2023	23	+ 130.0%	27	+ 125.0%
12-Month Avg*	25	+ 116.5%	28	+ 129.7%

* Days on Market for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

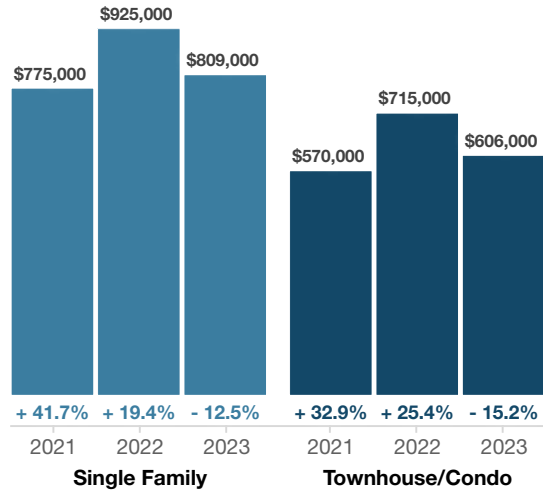


Median Sales Price

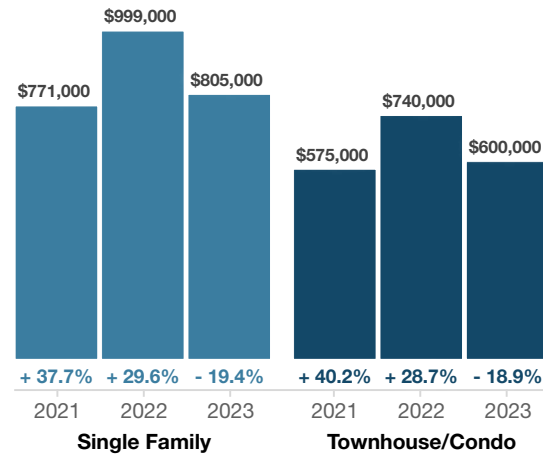
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



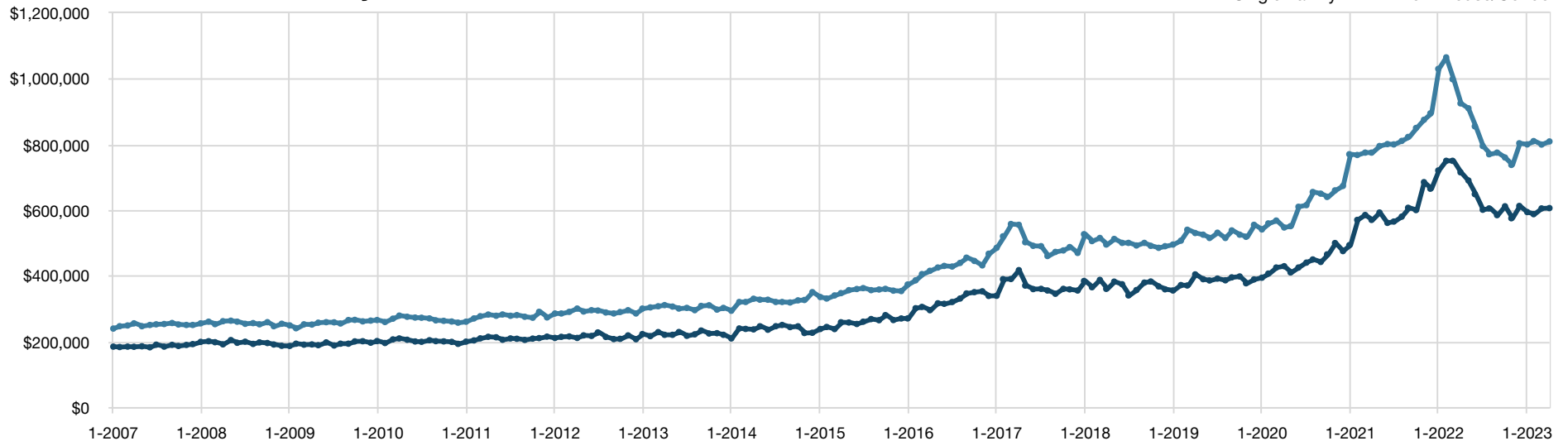
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	\$910,000	+ 14.5%	\$690,000	+ 16.5%
Jun-2022	\$855,000	+ 6.7%	\$648,500	+ 15.6%
Jul-2022	\$795,000	- 0.6%	\$601,000	+ 6.4%
Aug-2022	\$770,000	- 5.0%	\$605,000	+ 4.3%
Sep-2022	\$775,000	- 5.8%	\$584,500	- 3.7%
Oct-2022	\$760,000	- 10.6%	\$611,500	+ 1.9%
Nov-2022	\$737,500	- 15.7%	\$575,000	- 16.1%
Dec-2022	\$803,450	- 10.2%	\$612,500	- 7.9%
Jan-2023	\$800,000	- 22.3%	\$593,879	- 17.6%
Feb-2023	\$810,000	- 23.9%	\$587,500	- 21.7%
Mar-2023	\$799,500	- 19.9%	\$605,000	- 19.3%
Apr-2023	\$809,000	- 12.5%	\$606,000	- 15.2%
12-Month Avg*	\$805,000	- 7.5%	\$610,000	- 3.3%

* Median Sales Price for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Median Sales Price by Month

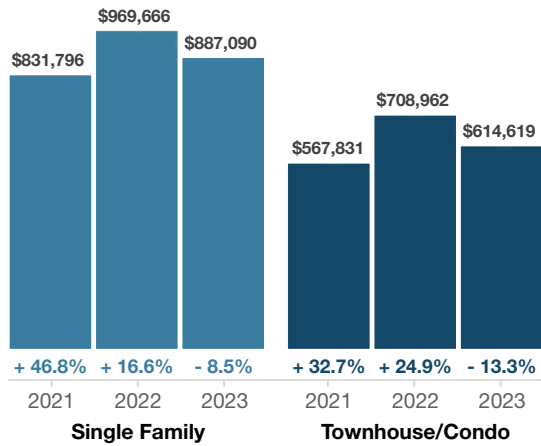


Average Sales Price

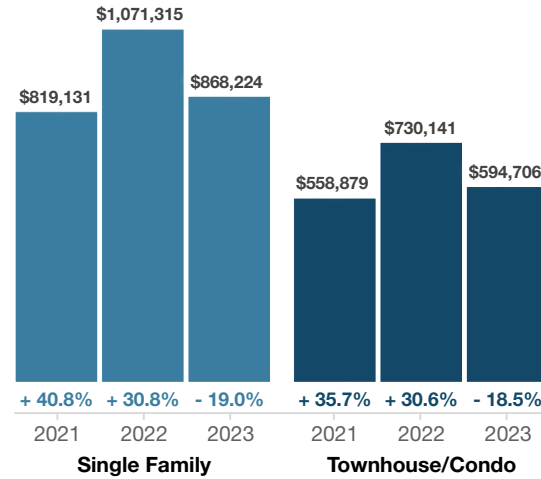
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



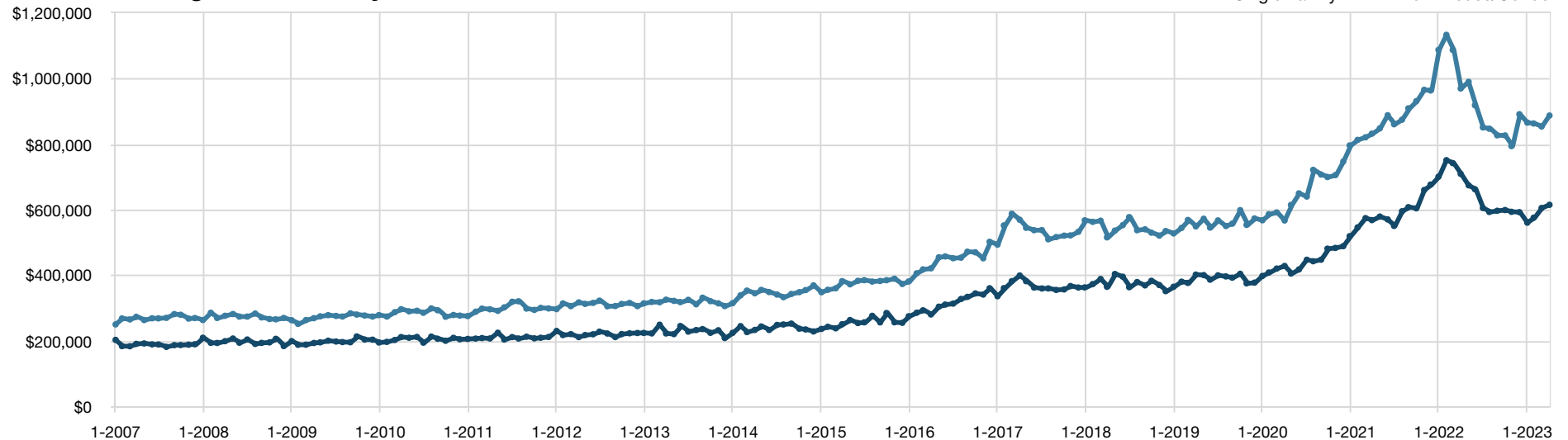
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	\$990,125	+ 16.8%	\$674,130	+ 16.5%
Jun-2022	\$918,410	+ 3.4%	\$661,999	+ 16.2%
Jul-2022	\$850,819	- 1.1%	\$604,820	+ 9.9%
Aug-2022	\$846,979	- 3.1%	\$592,800	- 0.3%
Sep-2022	\$826,702	- 9.1%	\$596,360	- 1.8%
Oct-2022	\$826,425	- 11.2%	\$598,641	- 0.9%
Nov-2022	\$793,863	- 17.8%	\$593,239	- 10.1%
Dec-2022	\$891,130	- 7.5%	\$592,195	- 12.4%
Jan-2023	\$865,580	- 20.4%	\$560,126	- 20.0%
Feb-2023	\$862,814	- 23.9%	\$575,270	- 23.4%
Mar-2023	\$853,605	- 21.5%	\$604,894	- 18.5%
Apr-2023	\$887,090	- 8.5%	\$614,619	- 13.3%
12-Month Avg*	\$870,915	- 8.3%	\$609,295	- 4.9%

* Avg. Sales Price for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Average Sales Price by Month

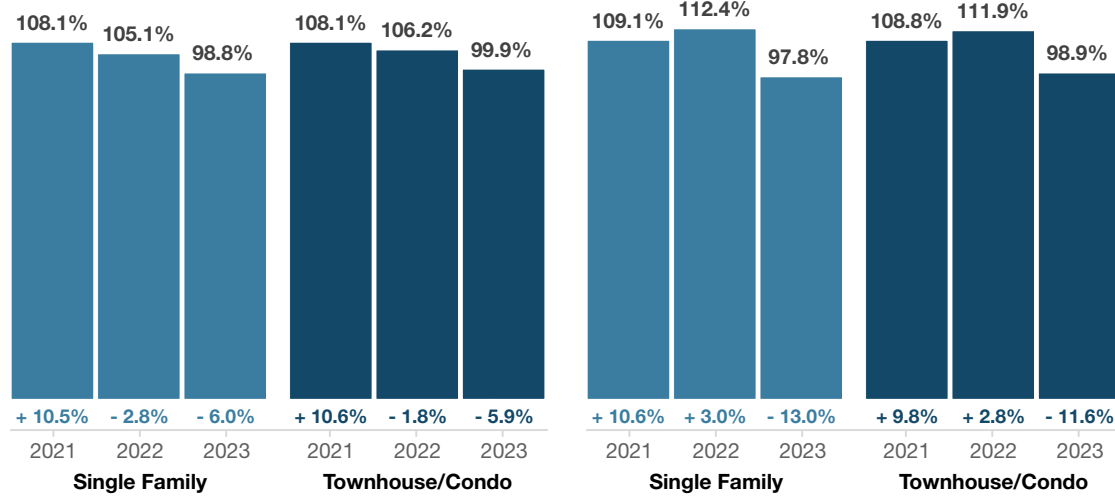


Percent of List Price Received

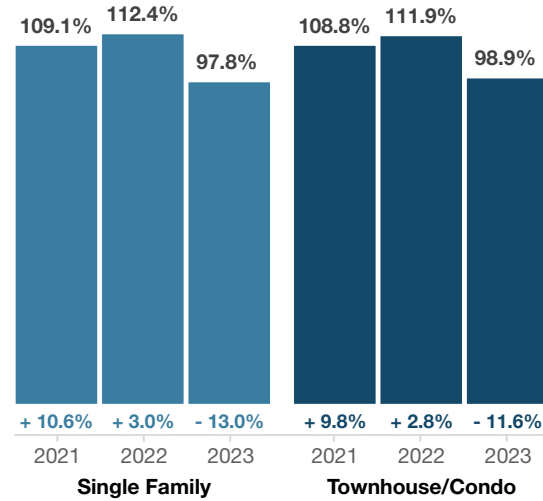
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	101.1%	- 5.8%	101.7%	- 4.7%
Jun-2022	98.6%	- 6.7%	98.6%	- 6.2%
Jul-2022	96.8%	- 7.1%	97.9%	- 4.6%
Aug-2022	96.7%	- 7.1%	97.6%	- 5.2%
Sep-2022	96.2%	- 8.5%	97.7%	- 6.8%
Oct-2022	96.6%	- 10.1%	96.4%	- 10.1%
Nov-2022	96.1%	- 11.3%	97.2%	- 11.8%
Dec-2022	96.0%	- 13.4%	95.8%	- 14.2%
Jan-2023	95.8%	- 17.1%	96.9%	- 15.4%
Feb-2023	97.6%	- 17.1%	98.7%	- 15.3%
Mar-2023	98.0%	- 12.3%	99.1%	- 10.2%
Apr-2023	98.8%	- 6.0%	99.9%	- 5.9%
12-Month Avg*	97.6%	- 9.8%	98.4%	- 8.8%

* Pct. of List Price Received for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

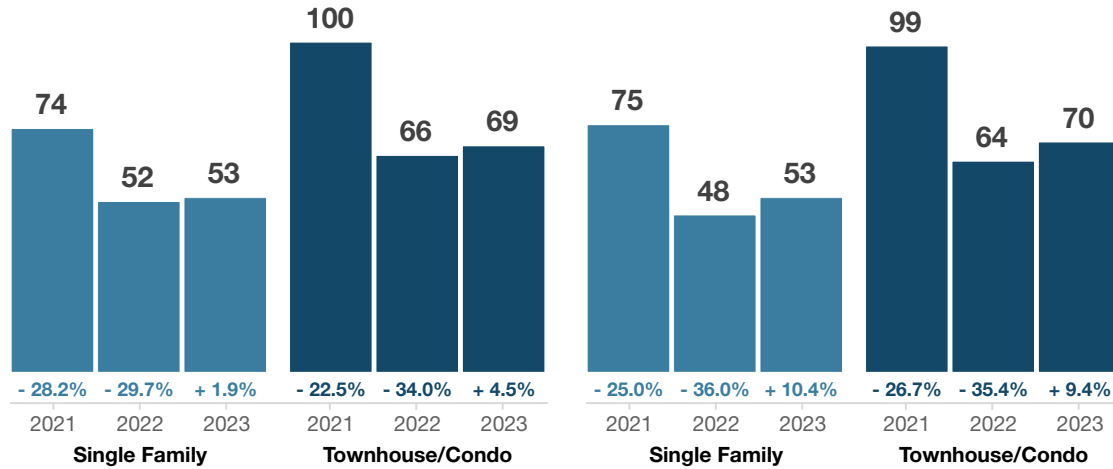


Housing Affordability Index

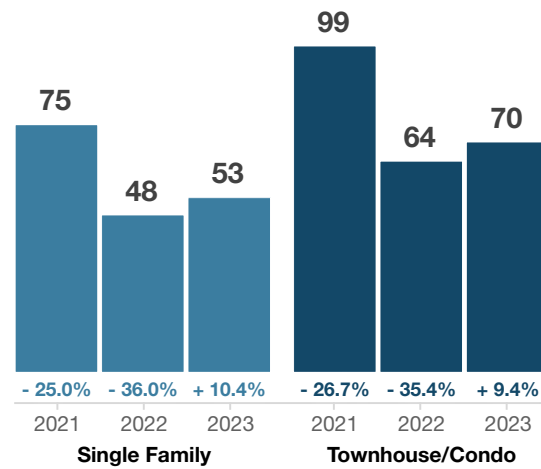


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April



Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	52	-28.8%	67	-30.9%
Jun-2022	54	-25.0%	70	-31.4%
Jul-2022	58	-20.5%	76	-25.5%
Aug-2022	61	-16.4%	77	-23.0%
Sep-2022	56	-21.1%	73	-23.2%
Oct-2022	53	-22.1%	64	-31.9%
Nov-2022	57	-13.6%	72	-13.3%
Dec-2022	53	-17.2%	68	-20.0%
Jan-2023	54	0.0%	72	-5.3%
Feb-2023	52	+2.0%	71	0.0%
Mar-2023	53	+1.9%	70	+2.9%
Apr-2023	53	+1.9%	69	+4.5%
12-Month Avg	55	-14.1%	71	-18.4%

Historical Housing Affordability Index by Month

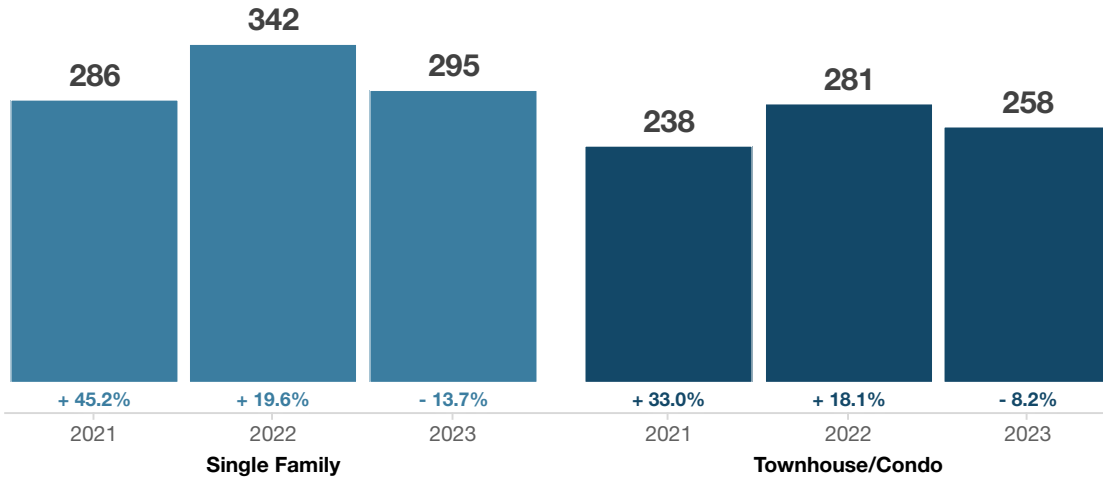


ShowingTime Housing Value Index



The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.

April



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	332	+ 15.3%	255	+ 5.8%
Jun-2022	315	+ 6.8%	279	+ 15.3%
Jul-2022	293	- 2.7%	257	+ 8.9%
Aug-2022	293	- 3.9%	248	+ 2.5%
Sep-2022	298	- 3.2%	251	- 3.8%
Oct-2022	286	- 10.1%	242	- 4.0%
Nov-2022	278	- 17.5%	235	- 14.5%
Dec-2022	290	- 11.9%	249	- 14.4%
Jan-2023	274	- 25.5%	240	- 20.3%
Feb-2023	296	- 22.9%	247	- 21.8%
Mar-2023	283	- 22.0%	247	- 18.8%
Apr-2023	295	- 13.7%	258	- 8.2%
12-Month Avg*	—	—	—	—

* Housing Value Index for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical ShowingTime Housing Value Index by Month

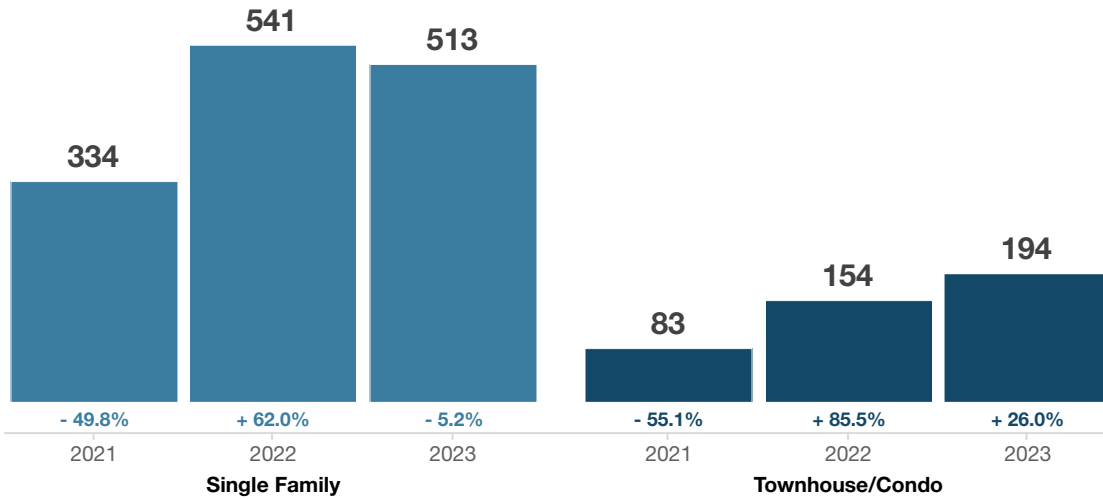


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

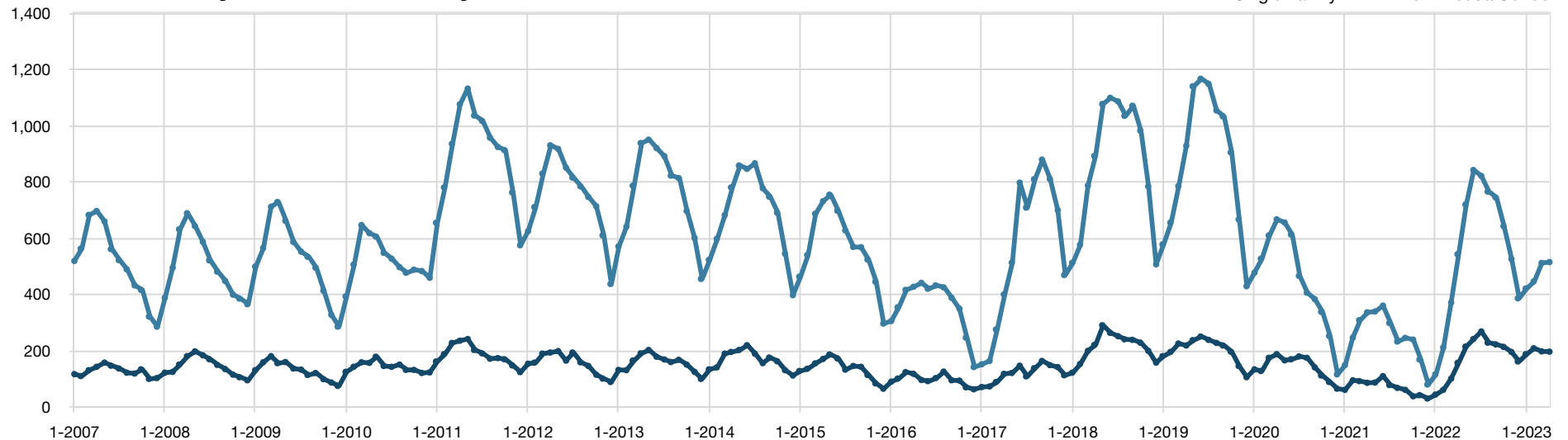


April



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	718	+ 113.1%	212	+ 152.4%
Jun-2022	841	+ 134.9%	239	+ 123.4%
Jul-2022	820	+ 177.0%	266	+ 254.7%
Aug-2022	764	+ 232.2%	226	+ 247.7%
Sep-2022	743	+ 205.8%	220	+ 279.3%
Oct-2022	641	+ 170.5%	211	+ 502.9%
Nov-2022	524	+ 215.7%	193	+ 394.9%
Dec-2022	384	+ 398.7%	159	+ 488.9%
Jan-2023	419	+ 270.8%	185	+ 351.2%
Feb-2023	444	+ 112.4%	206	+ 255.2%
Mar-2023	510	+ 38.2%	195	+ 99.0%
Apr-2023	513	- 5.2%	194	+ 26.0%
12-Month Avg	610	+ 130.2%	209	+ 198.6%

Historical Inventory of Homes for Sale by Month

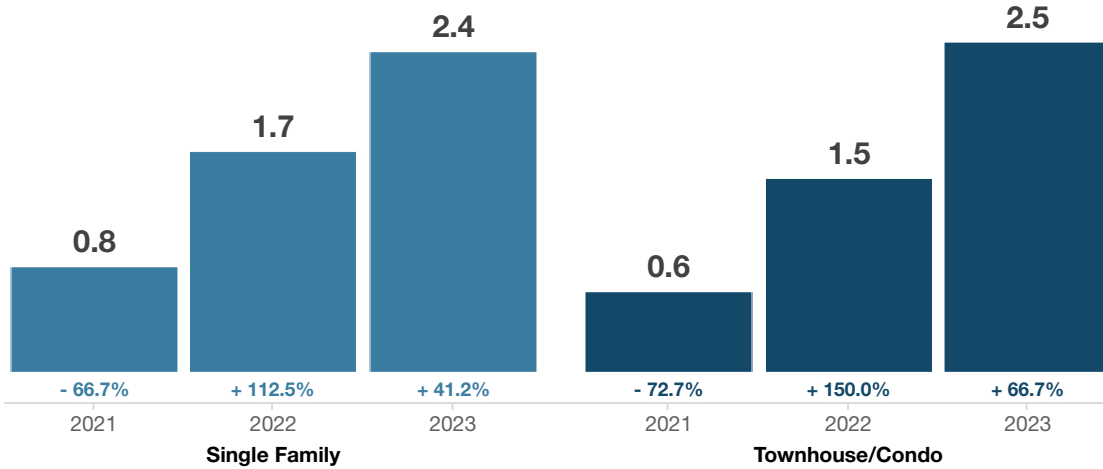


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



April



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
May-2022	2.3	+ 187.5%	2.1	+ 250.0%
Jun-2022	2.9	+ 262.5%	2.5	+ 212.5%
Jul-2022	3.0	+ 328.6%	2.9	+ 480.0%
Aug-2022	2.8	+ 366.7%	2.4	+ 380.0%
Sep-2022	2.8	+ 366.7%	2.5	+ 400.0%
Oct-2022	2.5	+ 316.7%	2.4	+ 700.0%
Nov-2022	2.1	+ 425.0%	2.3	+ 666.7%
Dec-2022	1.6	+ 700.0%	1.9	+ 850.0%
Jan-2023	1.8	+ 500.0%	2.3	+ 666.7%
Feb-2023	2.0	+ 233.3%	2.7	+ 440.0%
Mar-2023	2.4	+ 118.2%	2.6	+ 188.9%
Apr-2023	2.4	+ 41.2%	2.5	+ 66.7%
12-Month Avg*	2.4	+ 240.8%	2.4	+ 326.4%

* Months Supply for all properties from May 2022 through April 2023. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	4-2022	4-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,027	596	- 42.0%	3,016	2,180	- 27.7%
Sales		379	367	- 3.2%	1,582	1,140	- 27.9%
Days on Market Until Sale		11	24	+ 118.2%	10	28	+ 180.0%
Median Sales Price		\$850,000	\$751,000	- 11.6%	\$915,000	\$740,000	- 19.1%
Average Sales Price		\$903,630	\$806,166	- 10.8%	\$984,189	\$784,969	- 20.2%
Percent of List Price Received		105.4%	99.1%	- 6.0%	112.2%	98.2%	- 12.5%
Housing Affordability Index		57	57	0.0%	53	58	+ 9.4%
Housing Value Index		326	284	- 12.9%	—	—	—
Inventory of Homes for Sale		695	707	+ 1.7%	—	—	—
Months Supply of Inventory		1.6	2.5	+ 56.3%	—	—	—