

Monthly Indicators



June 2023

Canada's housing market recovery continues to gain momentum, with monthly home sales climbing 5.1% as of last measure, according to the Canadian Real Estate Association (CREA), building on the double-digit sales increase of April. The number of home sales rose 1.4% annually, representing the first national year-over-year sales increase since June 2021 and capping a robust spring homebuying season following the Bank of Canada's temporary pause on interest rate hikes earlier this year.

New Listings decreased 30.6 percent for Single Family homes and 20.8 percent for Townhouse/Condo homes. Sales increased 19.7 percent for Single Family homes and 13.1 percent for Townhouse/Condo homes. Inventory decreased 28.2 percent for Single Family homes and 11.3 percent for Townhouse/Condo homes.

Median Sales Price decreased 3.5 percent to \$825,000 for Single Family homes and 3.8 percent to \$624,000 for Townhouse/Condo homes. Days on Market increased 23.5 percent for Single Family homes and 21.1 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 3.4 percent for Single Family homes but increased 8.0 percent for Townhouse/Condo homes.

The recent boost in home sales appears to have brought some sellers off the sidelines, with the number of new listings up 6.8% month-over-month nationwide, according to CREA. Despite the increase, however, the total number of homes for sale remains well below the long-term average at just 3.1 months, with little change in the sales-to-new listings ratio from the previous month. Demand continues to outpace supply, and sales prices are rising once again, with the Aggregate Composite MLS Home Price Index (HPI) climbing 2.1% from the previous month.

Quick Facts

+ 18.0%

Change in
Sales
All Properties

- 1.3%

Change in
Median Sales Price
All Properties

- 24.4%

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.

| | |
|--|----|
| Single Family Market Overview | 2 |
| Townhouse/Condo Market Overview | 3 |
| New Listings | 4 |
| Sales | 5 |
| Days on Market Until Sale | 6 |
| Median Sales Price | 7 |
| Average Sales Price | 8 |
| Percent of List Price Received | 9 |
| Housing Affordability Index | 10 |
| ShowingTime Housing Value Index | 11 |
| Inventory of Homes for Sale | 12 |
| Months Supply of Inventory | 13 |
| All Residential Properties Market Overview | 14 |

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 | 6-2022 | 6-2023 | % Change | YTD 2022 | YTD 2023 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-------------|------------------|----------|
| New Listings | | 819 | 568 | - 30.6% | 4,004 | 2,694 | - 32.7% |
| Sales | | 239 | 286 | + 19.7% | 1,704 | 1,391 | - 18.4% |
| Days on Market Until Sale | | 17 | 21 | + 23.5% | 11 | 24 | + 118.2% |
| Median Sales Price | | \$855,000 | \$825,000 | - 3.5% | \$960,000 | \$812,500 | - 15.4% |
| Average Sales Price | | \$918,410 | \$924,529 | + 0.7% | \$1,036,194 | \$880,901 | - 15.0% |
| Percent of List Price Received | | 98.6% | 99.3% | + 0.7% | 108.5% | 98.5% | - 9.2% |
| Housing Affordability Index | | 54 | 50 | - 7.4% | 48 | 51 | + 6.3% |
| Housing Value Index | | 314 | 307 | - 2.2% | — | — | — |
| Inventory of Homes for Sale | | 841 | 604 | - 28.2% | — | — | — |
| Months Supply of Inventory | | 2.9 | 2.8 | - 3.4% | — | — | — |

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.



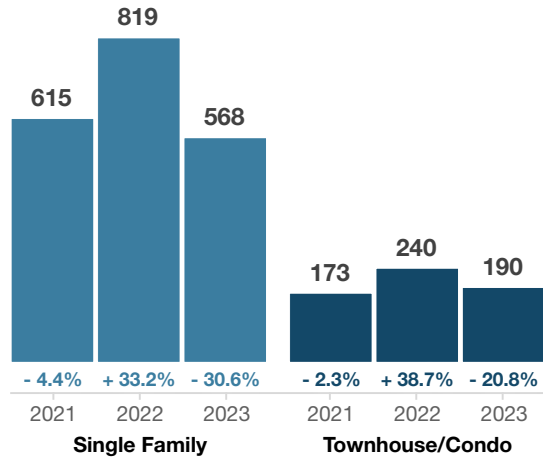
| Key Metrics | Historical Sparkbars | 6-2022 | 6-2023 | % Change | YTD 2022 | YTD 2023 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 240 | 190 | - 20.8% | 1,155 | 1,013 | - 12.3% |
| Sales | | 84 | 95 | + 13.1% | 579 | 554 | - 4.3% |
| Days on Market Until Sale | | 19 | 23 | + 21.1% | 12 | 28 | + 133.3% |
| Median Sales Price | | \$648,500 | \$624,000 | - 3.8% | \$710,000 | \$605,000 | - 14.8% |
| Average Sales Price | | \$661,999 | \$637,862 | - 3.6% | \$711,452 | \$605,007 | - 15.0% |
| Percent of List Price Received | | 98.6% | 99.3% | + 0.7% | 108.3% | 99.3% | - 8.3% |
| Housing Affordability Index | | 70 | 65 | - 7.1% | 64 | 67 | + 4.7% |
| Housing Value Index | | 278 | 270 | - 2.9% | — | — | — |
| Inventory of Homes for Sale | | 239 | 212 | - 11.3% | — | — | — |
| Months Supply of Inventory | | 2.5 | 2.7 | + 8.0% | — | — | — |

New Listings

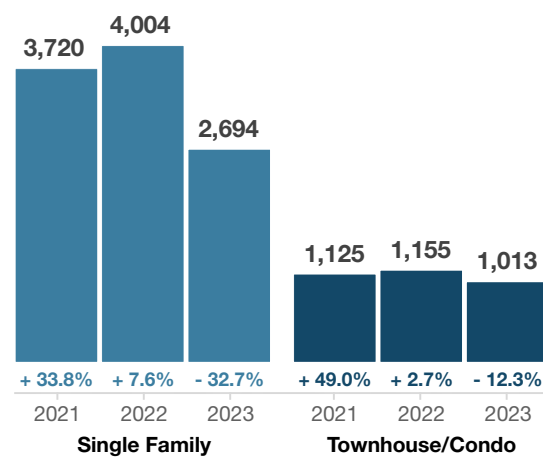
A count of the properties that have been newly listed on the market in a given month.



June

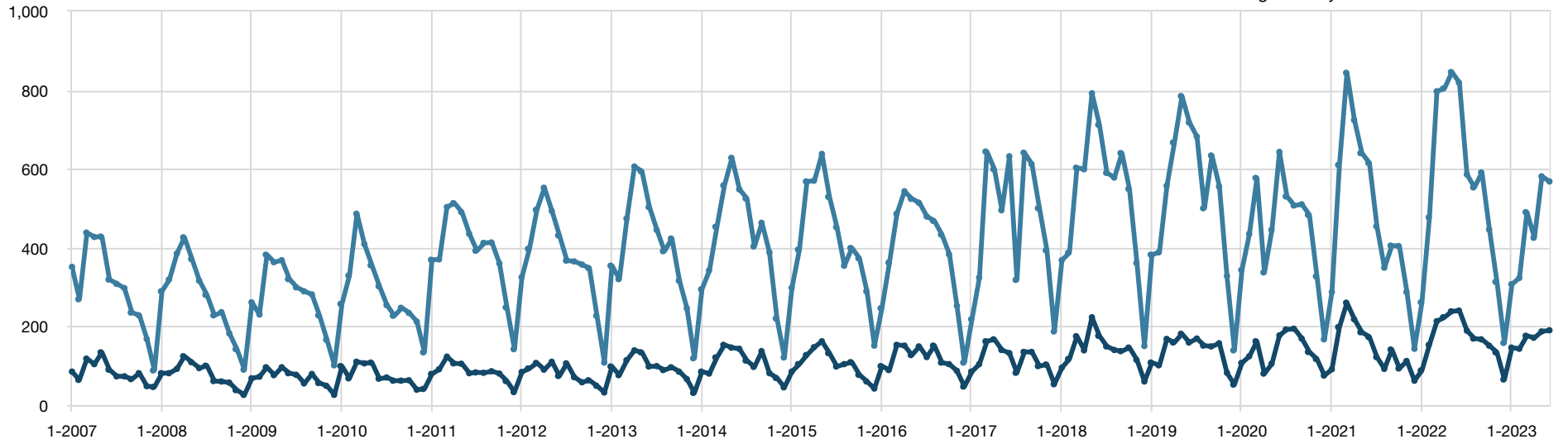


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| 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 | 307 | + 17.6% | 146 | + 65.9% |
| Feb-2023 | 323 | - 32.3% | 143 | - 6.5% |
| Mar-2023 | 490 | - 38.5% | 176 | - 17.4% |
| Apr-2023 | 425 | - 47.1% | 171 | - 23.3% |
| May-2023 | 581 | - 31.3% | 187 | - 21.4% |
| Jun-2023 | 568 | - 30.6% | 190 | - 20.8% |
| 12-Month Avg | 445 | - 11.7% | 157 | + 6.1% |

Historical New Listings by Month

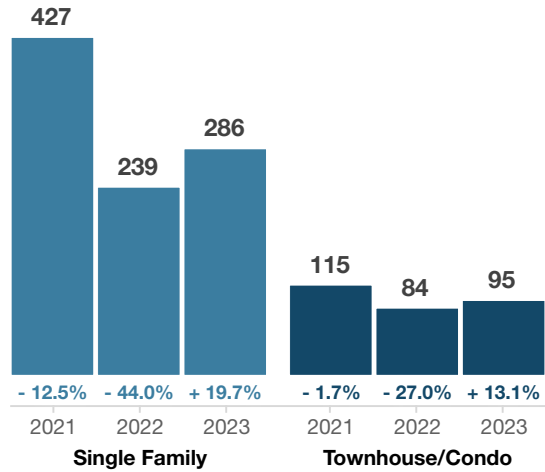


Sales

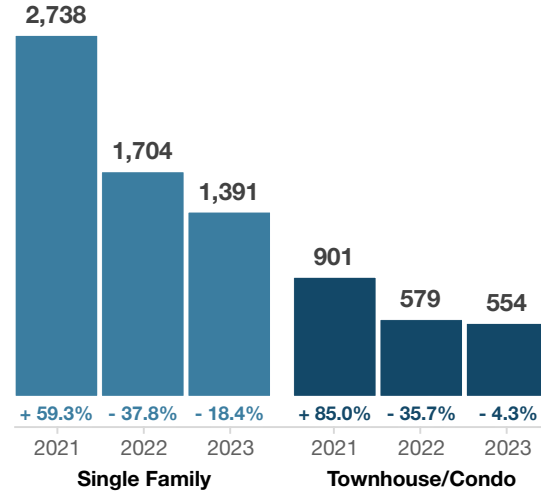
A count of the properties on which offers have been accepted in a given month.



June

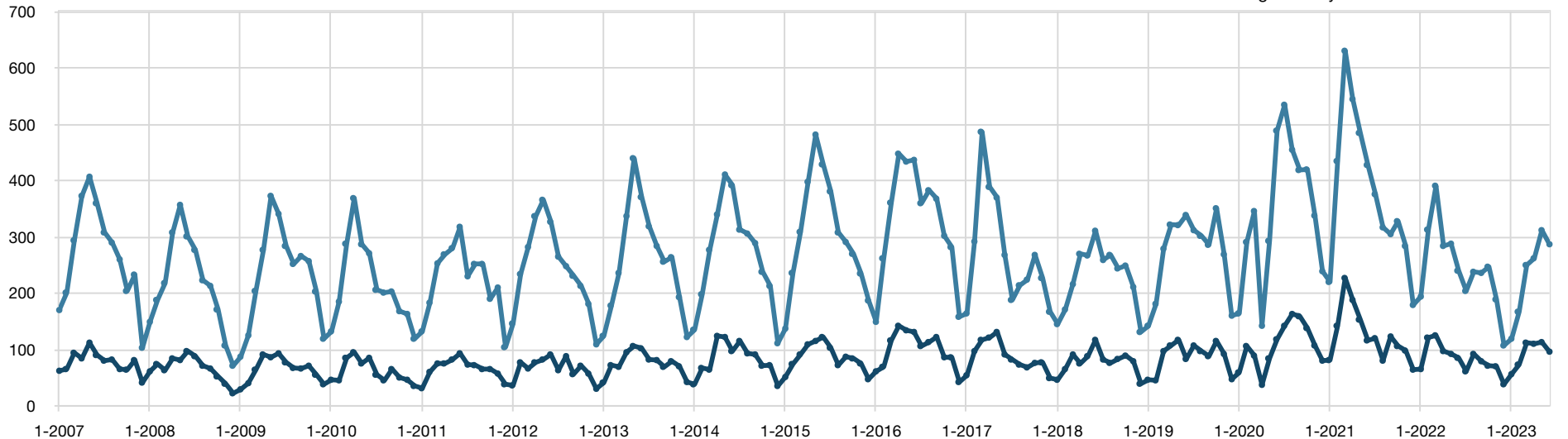


Year to Date



| Sales | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| 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 | 118 | -38.9% | 55 | -14.1% |
| Feb-2023 | 166 | -46.8% | 72 | -40.0% |
| Mar-2023 | 249 | -36.2% | 111 | -10.5% |
| Apr-2023 | 261 | -7.8% | 109 | +13.5% |
| May-2023 | 311 | +8.4% | 112 | +23.1% |
| Jun-2023 | 286 | +19.7% | 95 | +13.1% |
| 12-Month Avg | 217 | -25.4% | 80 | -17.5% |

Historical Sales by Month

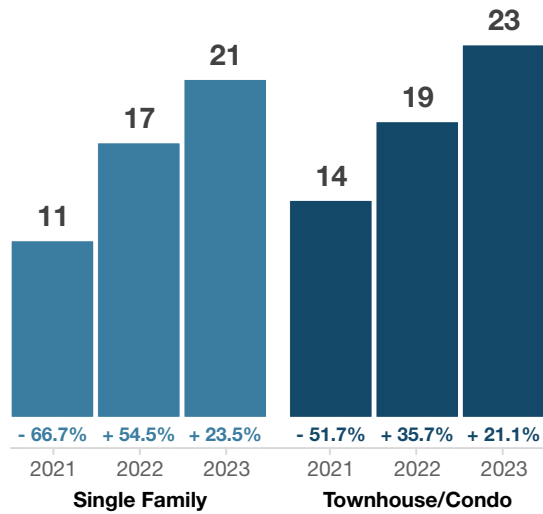


Days on Market Until Sale

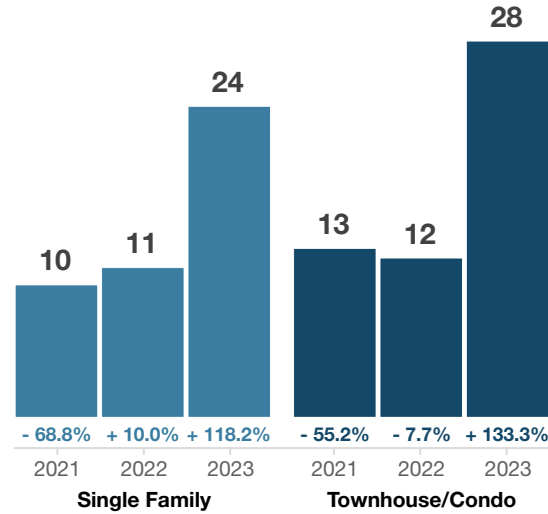
Average number of days between when a property is listed and when an offer is accepted in a given month.



June



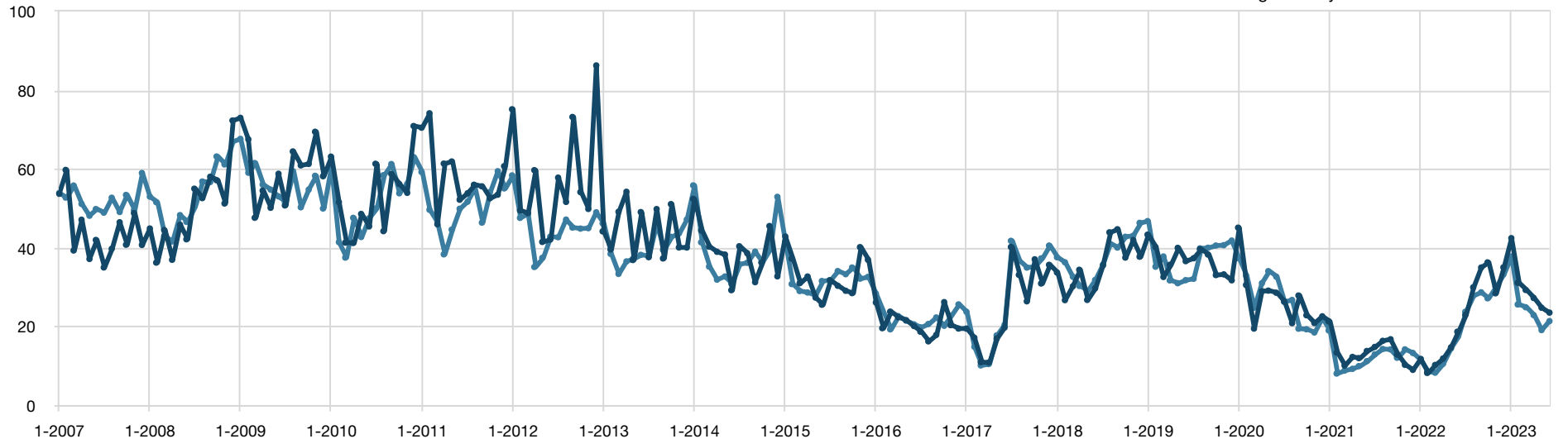
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| 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% |
| May-2023 | 19 | + 35.7% | 25 | + 66.7% |
| Jun-2023 | 21 | + 23.5% | 23 | + 21.1% |
| 12-Month Avg* | 26 | + 106.9% | 30 | + 129.5% |

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

Historical Days on Market Until Sale by Month

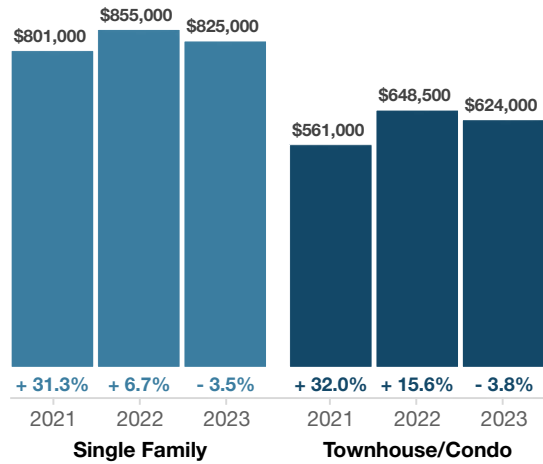


Median Sales Price

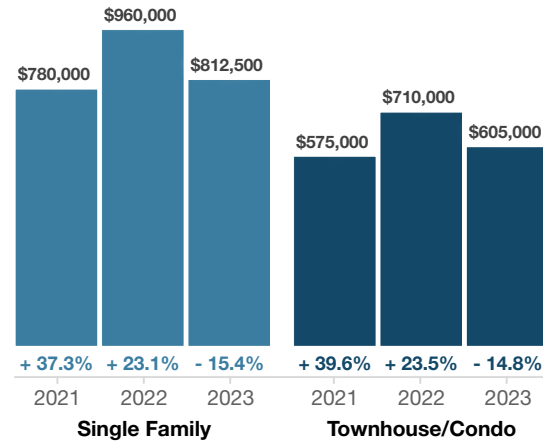
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



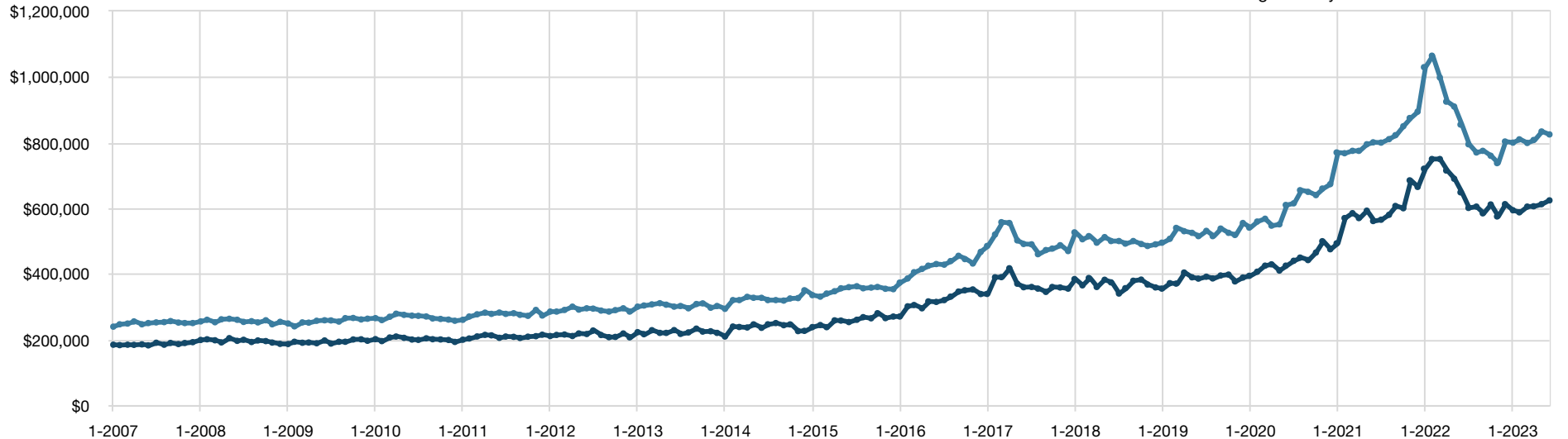
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|--------------------|------------------|-----------------------|-------------------|-----------------------|
| 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 | \$799,000 | - 20.0% | \$605,000 | - 19.3% |
| Apr-2023 | \$808,000 | - 12.6% | \$606,000 | - 15.2% |
| May-2023 | \$834,000 | - 8.4% | \$612,500 | - 11.2% |
| Jun-2023 | \$825,000 | - 3.5% | \$624,000 | - 3.8% |
| 12-Month Avg* | \$799,000 | - 10.7% | \$600,000 | - 8.4% |

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

Historical Median Sales Price by Month

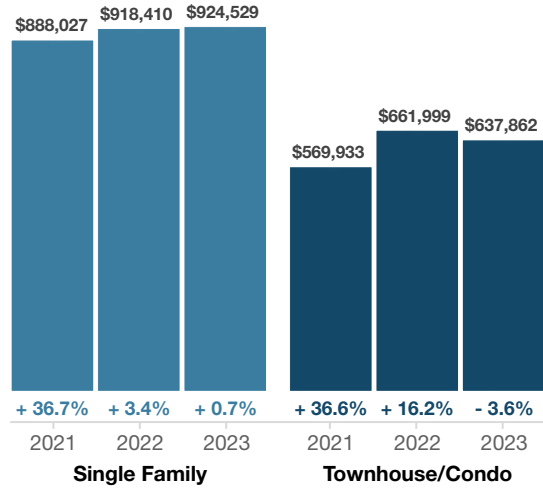


Average Sales Price

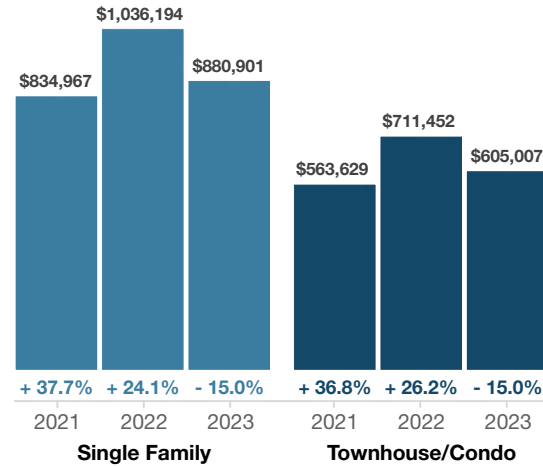
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



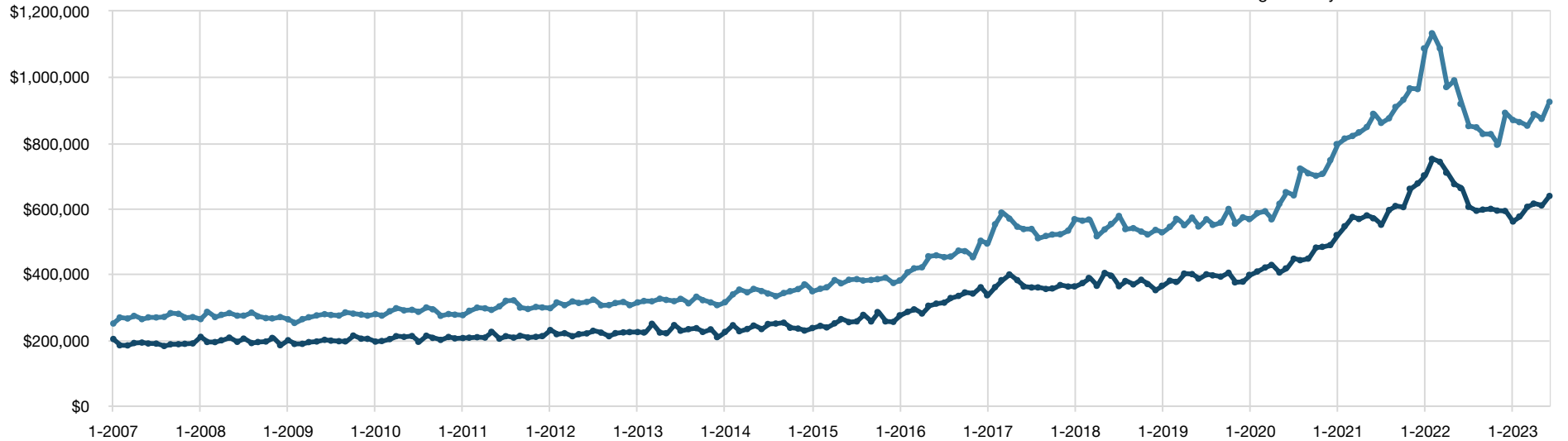
Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|------------------|------------------|-----------------------|-------------------|-----------------------|
| 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 | \$869,187 | - 20.1% | \$560,126 | - 20.0% |
| Feb-2023 | \$862,814 | - 23.9% | \$575,270 | - 23.4% |
| Mar-2023 | \$851,913 | - 21.7% | \$604,894 | - 18.5% |
| Apr-2023 | \$887,212 | - 8.5% | \$614,619 | - 13.3% |
| May-2023 | \$872,793 | - 11.9% | \$609,052 | - 9.7% |
| Jun-2023 | \$924,529 | + 0.7% | \$637,862 | - 3.6% |
| 12-Month Avg* | \$859,580 | - 11.6% | \$601,328 | - 8.9% |

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

Historical Average Sales Price by Month

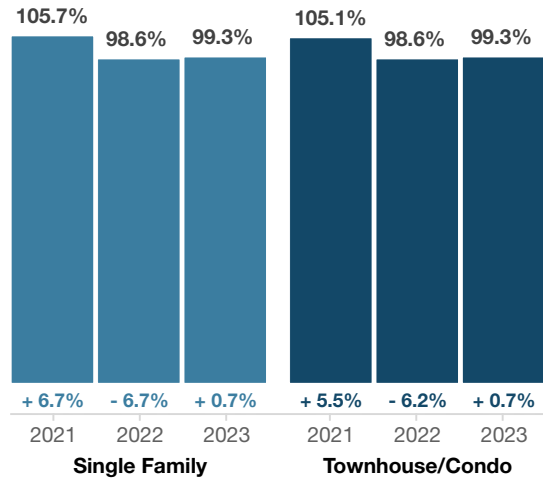


Percent of List Price Received

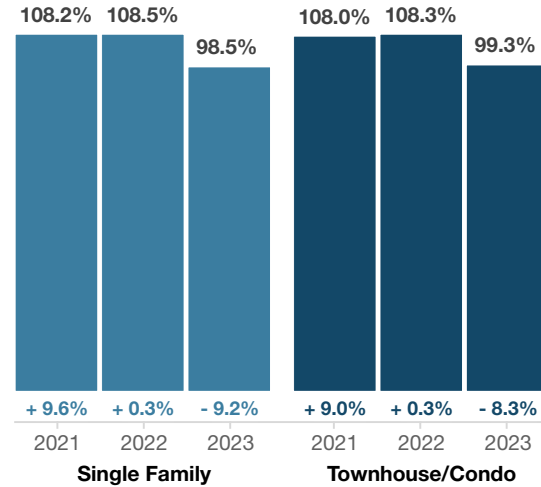
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June



Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------------|-----------------------|
| 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% |
| May-2023 | 99.5% | - 1.6% | 100.3% | - 1.4% |
| Jun-2023 | 99.3% | + 0.7% | 99.3% | + 0.7% |
| 12-Month Avg* | 97.6% | - 9.1% | 98.4% | - 8.2% |

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

Historical Percent of List Price Received by Month

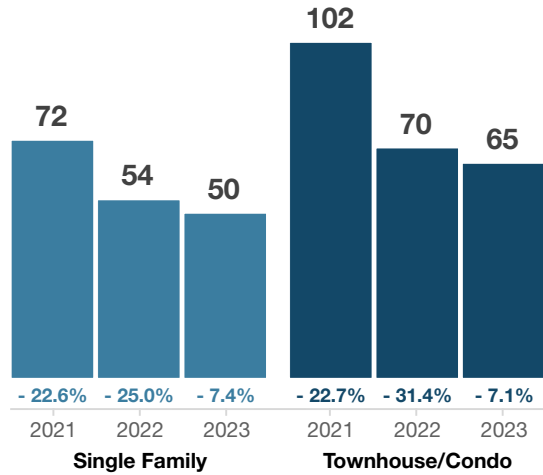


Housing Affordability Index

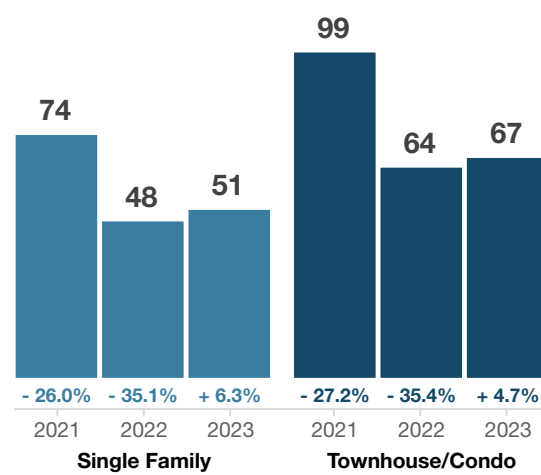


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June



Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| 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 | 52 | 0.0% | 69 | + 4.5% |
| May-2023 | 50 | - 3.8% | 67 | 0.0% |
| Jun-2023 | 50 | - 7.4% | 65 | - 7.1% |
| 12-Month Avg | 54 | - 11.5% | 70 | - 13.6% |

Historical Housing Affordability Index by Month

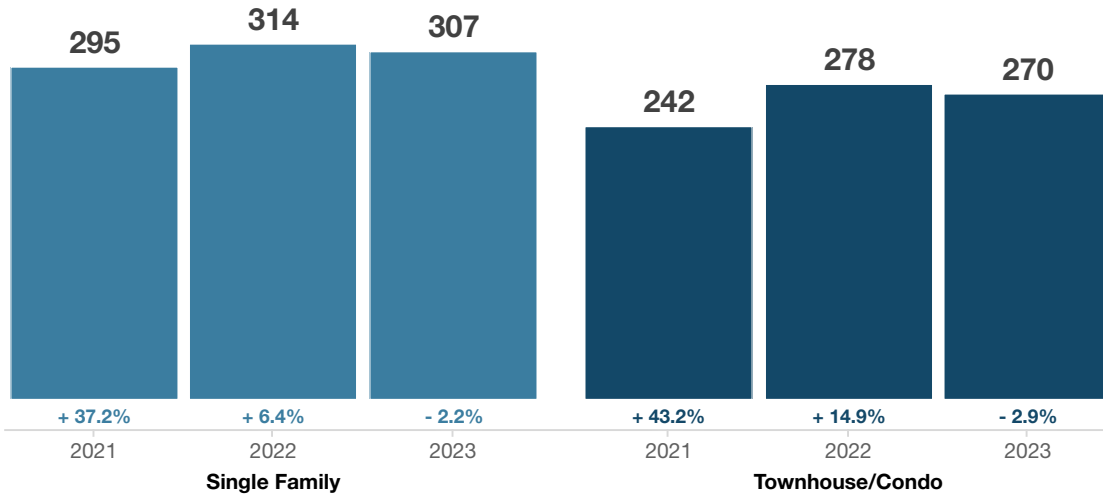


ShowingTime Housing Value Index



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.

June



| Housing Value Index | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| Jul-2022 | 292 | - 2.7% | 256 | + 8.9% |
| Aug-2022 | 292 | - 3.9% | 248 | + 2.9% |
| Sep-2022 | 297 | - 3.3% | 251 | - 3.5% |
| Oct-2022 | 285 | - 10.1% | 242 | - 3.6% |
| Nov-2022 | 278 | - 17.5% | 234 | - 14.9% |
| Dec-2022 | 289 | - 11.9% | 248 | - 14.8% |
| Jan-2023 | 273 | - 25.6% | 240 | - 20.0% |
| Feb-2023 | 296 | - 22.7% | 247 | - 21.6% |
| Mar-2023 | 281 | - 22.4% | 246 | - 19.1% |
| Apr-2023 | 295 | - 13.5% | 257 | - 8.5% |
| May-2023 | 303 | - 8.5% | 261 | + 2.8% |
| Jun-2023 | 307 | - 2.2% | 270 | - 2.9% |
| 12-Month Avg* | — | — | — | — |

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

Historical ShowingTime Housing Value Index by Month

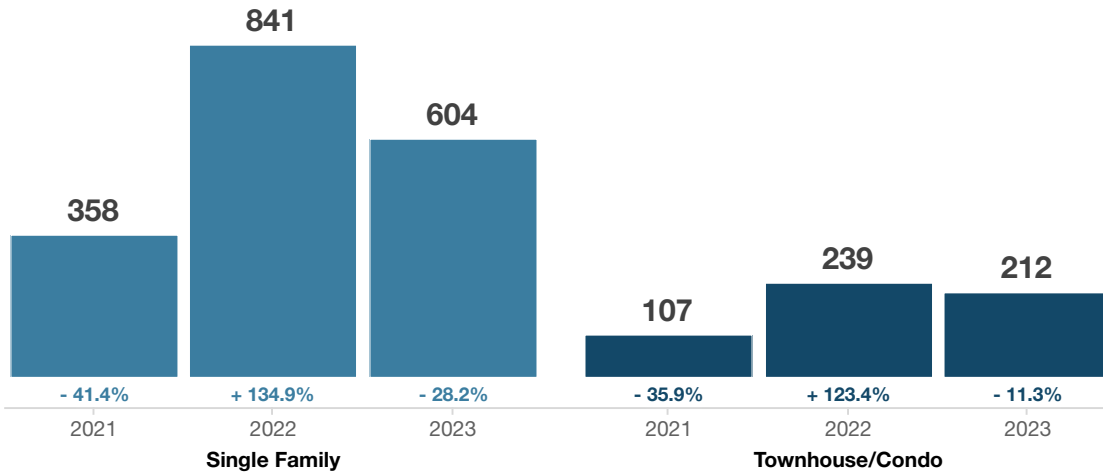


Inventory of Homes for Sale

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

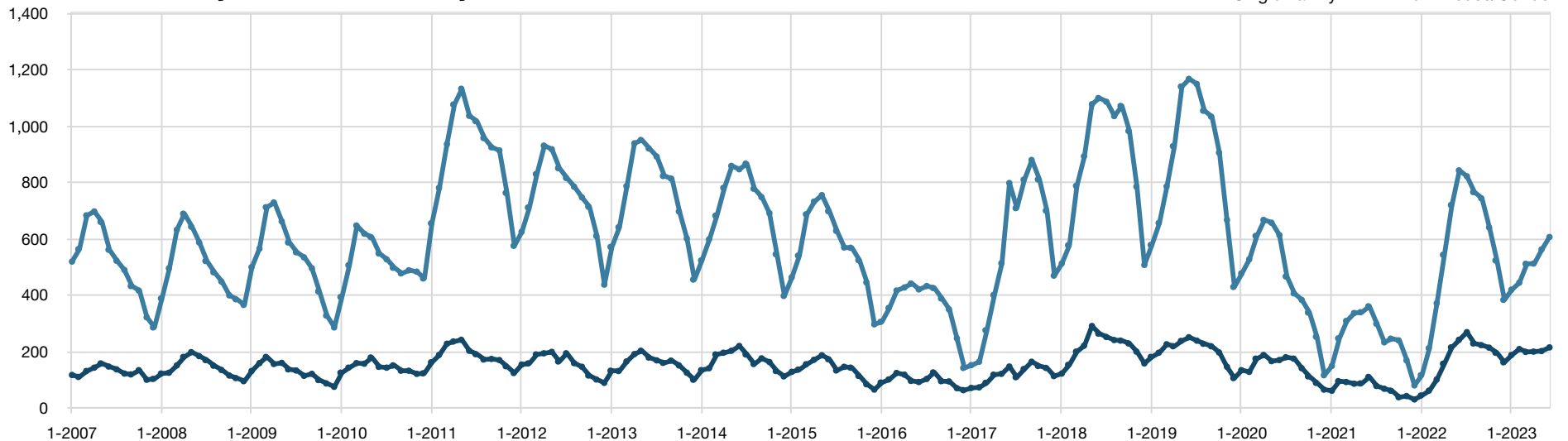


June



| Homes for Sale | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| Jul-2022 | 820 | + 177.0% | 266 | + 254.7% |
| Aug-2022 | 764 | + 232.2% | 226 | + 247.7% |
| Sep-2022 | 742 | + 205.3% | 220 | + 279.3% |
| Oct-2022 | 638 | + 169.2% | 211 | + 502.9% |
| Nov-2022 | 521 | + 213.9% | 193 | + 394.9% |
| Dec-2022 | 381 | + 394.8% | 159 | + 488.9% |
| Jan-2023 | 417 | + 269.0% | 185 | + 351.2% |
| Feb-2023 | 442 | + 111.5% | 206 | + 255.2% |
| Mar-2023 | 509 | + 37.9% | 196 | + 100.0% |
| Apr-2023 | 510 | - 5.7% | 197 | + 27.9% |
| May-2023 | 560 | - 22.0% | 199 | - 6.1% |
| Jun-2023 | 604 | - 28.2% | 212 | - 11.3% |
| 12-Month Avg | 576 | + 70.9% | 206 | + 123.9% |

Historical Inventory of Homes for Sale by Month

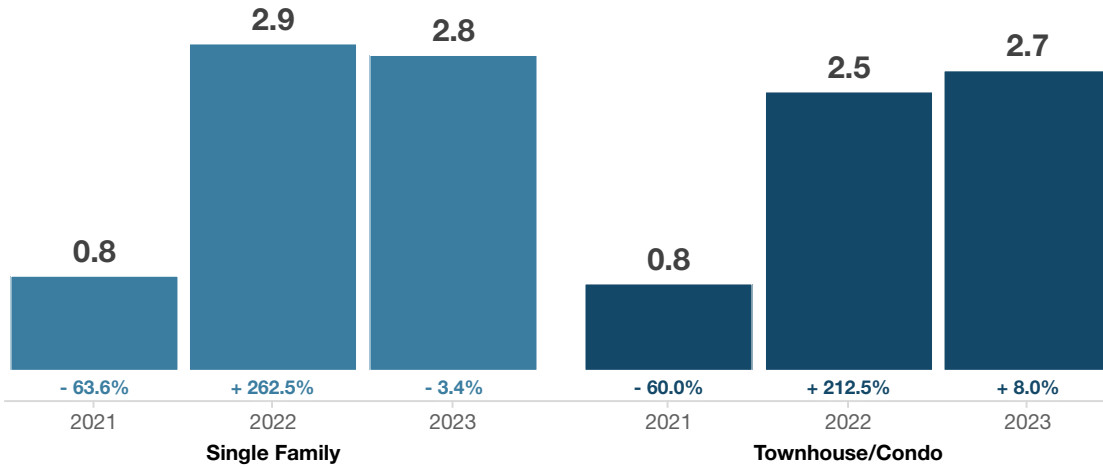


Months Supply of Inventory

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.



June



| Months Supply | Single Family | Year-Over-Year Change | Townhouse / Condo | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------------|-----------------------|
| 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% | 2.6 | + 73.3% |
| May-2023 | 2.6 | + 13.0% | 2.5 | + 19.0% |
| Jun-2023 | 2.8 | - 3.4% | 2.7 | + 8.0% |
| 12-Month Avg* | 2.4 | + 138.7% | 2.5 | + 195.5% |

* Months Supply for all properties from July 2022 through June 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 | 6-2022 | 6-2023 | % Change | YTD 2022 | YTD 2023 | % Change |
|---------------------------------------|----------------------|-----------|------------------|----------|-----------|------------------|----------|
| New Listings | | 1,059 | 758 | - 28.4% | 5,159 | 3,707 | - 28.1% |
| Sales | | 323 | 381 | + 18.0% | 2,283 | 1,945 | - 14.8% |
| Days on Market Until Sale | | 18 | 22 | + 22.2% | 12 | 25 | + 108.3% |
| Median Sales Price | | \$785,000 | \$775,000 | - 1.3% | \$888,888 | \$747,500 | - 15.9% |
| Average Sales Price | | \$851,727 | \$853,051 | + 0.2% | \$953,835 | \$802,317 | - 15.9% |
| Percent of List Price Received | | 98.6% | 99.3% | + 0.7% | 108.5% | 98.7% | - 9.0% |
| Housing Affordability Index | | 58 | 53 | - 8.6% | 51 | 55 | + 7.8% |
| Housing Value Index | | 305 | 297 | - 2.6% | — | — | — |
| Inventory of Homes for Sale | | 1,080 | 816 | - 24.4% | — | — | — |
| Months Supply of Inventory | | 2.8 | 2.7 | - 3.6% | — | — | — |