

Home Sales Jump in November

Residential sales activity recorded through the MLS® System of the REALTORS® Association of Grey Bruce Owen Sound came in well above year-ago levels in November 2011.

Home sales numbered 167 units in November 2011, rising 37 per cent compared to November 2010. This was the third highest level on record for November sales. Sales of all property types numbered 199 units in November. This was an increase of 17 per cent from year-ago levels.

The average price of homes sold in November 2011 was \$205,181. While this was down 10 per cent from the average selling price in November 2010, the decline is largely attributable to an unusually high average price at this time last year.

New residential listings on the Association's MLS® System numbered 253 units in November 2011, a decrease of nine per cent on a year-over-year basis.

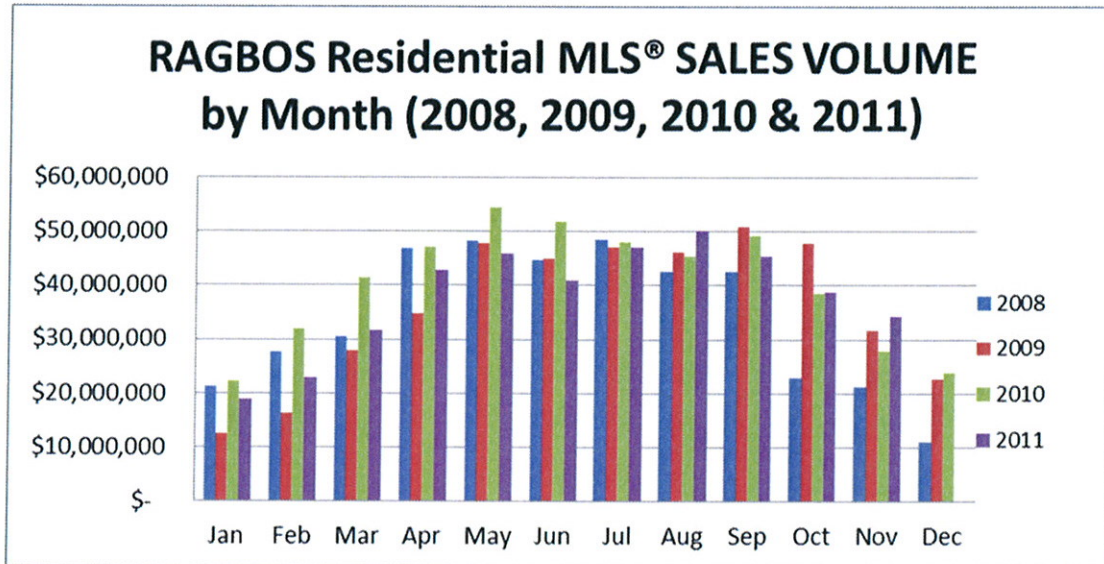
The overall supply of homes for sale on the market remains elevated, but it has come down from peak levels earlier this fall. Active residential listings totalled 1,501 units at the end of November, rising seven per cent from the same month in 2010.

The number of months of inventory stood at 9.2 at the end of November 2011 on a seasonally adjusted basis, down from 10.1 months at the end of October. The number of months of inventory is the number of months it would take to sell current inventories at the current rate of sales activity.

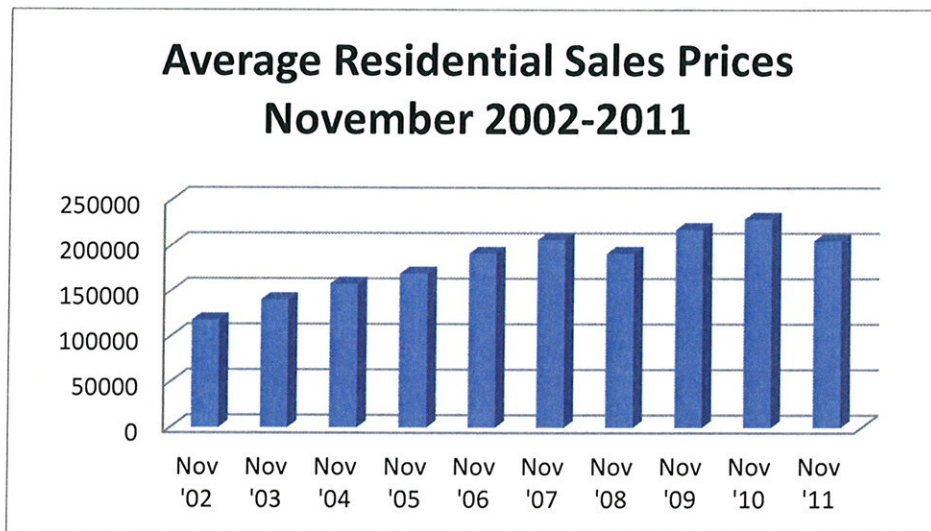
The dollar value of all home sales in November 2011 was \$34.3 million, up 23 per cent on a year-over-year basis. The total value of all properties sold in November 2011 was \$44 million, rising 13 per cent from a year earlier.

The REALTORS® Association of Grey Bruce Owen Sound represents approximately 360 REALTORS® registered with its member offices. The geographical area served by the Association is in southwestern Ontario, bordered by Lake Huron and Georgian Bay including Bruce and Grey Counties, and part of Wellington County.

Total Residential Units Sold in the RAGBOS area:



Average Residential Sale Prices from 2002 to 2011:



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REALTORS® Association of Grey Bruce Owen Sound

MLS © Statistic Report

Residential(single family) Activity by Area

[NOVEMBER 2011]

| Area | 2011 | | | | | | | | 2010 | | | | | | | |
|--------------------|------------|-------------|------------|-------------|----------------------|------------|--------------------|------------------|------------|-------------|------------|-------------|----------------------|------------|--------------------|------------------|
| | Listings | | Sales | | Sales/Listings Ratio | | Average Sale Price | | Listings | | Sales | | Sales/Listings Ratio | | Average Sale Price | |
| | Month | YTD | Month | YTD | Month | YTD | Month | 12 Month | Month | YTD | Month | YTD | Month | YTD | Month | 12 Month |
| AE | 8 | 154 | 3 | 59 | 38% | 38% | \$197,500 | \$167,902 | 7 | 152 | 8 | 82 | 114% | 54% | \$181,500 | \$170,179 |
| NBP | 7 | 203 | 5 | 69 | 71% | 34% | \$215,000 | \$242,588 | 11 | 222 | 1 | 94 | 9% | 42% | \$131,500 | \$224,581 |
| NLL | 0 | 2 | 0 | 2 | % | 100% | \$ | \$82,500 | 0 | 5 | 1 | 3 | % | 60% | \$35,000 | \$63,167 |
| SBP | 25 | 363 | 10 | 111 | 40% | 31% | \$199,478 | \$211,923 | 19 | 299 | 6 | 120 | 32% | 40% | \$248,833 | \$219,841 |
| SS | 15 | 329 | 9 | 150 | 60% | 46% | \$347,389 | \$300,315 | 11 | 327 | 15 | 183 | 136% | 56% | \$286,975 | \$278,147 |
| CH | 5 | 127 | 3 | 51 | 60% | 40% | \$80,000 | \$226,458 | 5 | 128 | 3 | 61 | 60% | 48% | \$144,000 | \$223,577 |
| GB | 15 | 240 | 12 | 96 | 80% | 40% | \$285,708 | \$278,968 | 9 | 208 | 7 | 86 | 78% | 41% | \$290,429 | \$274,663 |
| ME | 4 | 113 | 2 | 38 | 50% | 34% | \$273,000 | \$331,697 | 7 | 104 | 1 | 43 | 14% | 41% | \$575,000 | \$311,367 |
| OS | 35 | 473 | 19 | 258 | 54% | 55% | \$190,974 | \$201,247 | 42 | 477 | 17 | 251 | 40% | 63% | \$205,953 | \$195,178 |
| BN | 15 | 196 | 14 | 92 | 93% | 47% | \$207,143 | \$203,786 | 9 | 154 | 6 | 76 | 67% | 49% | \$175,775 | \$190,126 |
| HK | 9 | 218 | 7 | 81 | 78% | 37% | \$258,729 | \$260,868 | 19 | 215 | 7 | 98 | 37% | 46% | \$206,786 | \$246,160 |
| KIN | 19 | 280 | 19 | 142 | 100% | 51% | \$209,729 | \$252,301 | 21 | 276 | 10 | 152 | 48% | 55% | \$279,300 | \$247,711 |
| SB | 3 | 81 | 5 | 35 | 167% | 43% | \$221,700 | \$183,242 | 2 | 69 | 0 | 49 | 0% | 71% | \$ | \$177,176 |
| GRH | 11 | 247 | 7 | 87 | 64% | 35% | \$190,036 | \$242,478 | 18 | 270 | 6 | 102 | 33% | 38% | \$226,583 | \$264,537 |
| HN | 9 | 184 | 5 | 100 | 56% | 54% | \$160,300 | \$192,648 | 11 | 173 | 11 | 103 | 100% | 60% | \$184,136 | \$200,814 |
| SG | 5 | 109 | 3 | 38 | 80% | 36% | \$238,833 | \$242,223 | 4 | 96 | 0 | 40 | 0% | 42% | \$ | \$260,310 |
| WG | 17 | 238 | 8 | 114 | 53% | 48% | \$168,611 | \$212,384 | 16 | 271 | 6 | 104 | 38% | 30% | \$185,275 | \$227,108 |
| MN | 13 | 161 | 7 | 77 | 54% | 48% | \$162,571 | \$187,940 | 11 | 163 | 2 | 81 | 18% | 50% | \$223,750 | \$199,606 |
| WN | 7 | 161 | 5 | 74 | 71% | 46% | \$244,200 | \$206,617 | 12 | 174 | 5 | 82 | 42% | 53% | \$182,800 | \$202,584 |
| OB | 6 | 97 | 8 | 57 | 133% | 59% | \$181,563 | \$255,290 | 8 | 121 | 2 | 65 | 25% | 54% | \$720,000 | \$343,967 |
| NBC,NGC,SBC,SGC,WC | 0 | 0 | 0 | 0 | % | % | \$ | \$ | 0 | 0 | 0 | 0 | % | % | \$ | \$ |
| Total | 220 | 3976 | 152 | 1732 | 67% | 44% | \$214,562 | \$230,126 | 242 | 3904 | 114 | 1885 | 47% | 48% | \$232,900 | \$231,345 |

Average Sales YTD 2011

\$230,145

Average Sales YTD 2010

\$231,692

Month: NOVEMBER 2011

Month: NOVEMBER 2010

YTD: JANUARY 2011 - NOVEMBER 2011

YTD: JANUARY 2010 - NOVEMBER 2010

12 Month: DECEMBER 2010 - NOVEMBER 2011

12 Month: DECEMBER 2009 - NOVEMBER 2010

REALTORS® ASSOCIATION OF GREY BRUCE OWEN SOUND
MLS® ACTIVITY - REPORT FOR THE MONTH OF NOVEMBER 2011

| YEAR TO DATE | 2011 CURRENT YEAR | | | 2010 PREVIOUS YEAR | | |
|--|-------------------|--------------------|------------------|--------------------|--------------------|------------------|
| | TOTAL | RES/ SINGLE-FAM | RES/ COMBINED | TOTAL | RES/ SINGLE-FAM | RES/ COMBINED |
| VALUE OF UNITS SOLD | 532,460,633 | 268,621,361 | 418,812,657 | 583,091,358 | 288,742,819 | 458,128,737 |
| # OF UNITS SOLD | 2,451 | 1,271 | 1,941 | 2,718 | 1,364 | 2,090 |
| CHANGE IN UNITS SOLD | -9.8% | -6.8% | -7.1% | | | |
| # OF NEW LISTINGS | 6,431 | 2,759 | 4,516 | 6,316 | 2,639 | 4,414 |
| MONTHLY | TOTAL | RES/ SINGLE-FAM | RES/ COMBINED | TOTAL | RES/ SINGLE-FAM | RES/ COMBINED |
| VALUE OF UNITS SOLD | 44,025,425 | 22,947,585 | 34,265,225 | 38,995,700 | 21,091,725 | 27,930,625 |
| CHANGE IN VALUE UNITS SOLD OVER PREV. YR. | 12.9% | 8.8% | 22.7% | | | |
| # OF UNITS SOLD | 199 | 116 | 167 | 170 | 92 | 122 |
| CHANGE IN UNITS SOLD OVER PREV. YR. | 17.1% | 26.1% | 36.9% | | | |
| AVERAGE PRICE | 221,233 | 197,824 | 205,181 | 229,386 | 229,258 | 228,940 |
| CHANGE IN AVERAGE PRICE | -3.6% | -13.7% | -10.4% | | | |
| # OF NEW LISTINGS | 371 | 163 | 253 | 424 | 172 | 277 |
| CHANGE IN # NEW LISTINGS OVER PREV. YR. | -12.5% | -5.2% | -8.7% | | | |
| # OF ACTIVE LISTINGS | 2,545 | 865 | 1,501 | 2,381 | 775 | 1,409 |
| CHANGE IN # ACTIVE LISTINGS OVER PREV. YR. | 6.9% | 11.6% | 6.5% | | | |
| RESIDENTIAL SALES BY CATEGORY | YTD | | MO. | YTD | | MO. |
| UNDER \$60,000 | 42 | | 2 | 44 | | 3 |
| 60,000 - 79,999 | 40 | | 6 | 40 | | 4 |
| 80,000 - 99,999 | 68 | | 8 | 76 | | 1 |
| 100,000 - 119,999 | 86 | | 12 | 79 | | 5 |
| 120,000 - 149,999 | 269 | | 24 | 277 | | 11 |
| 150,000 - 249,999 | 864 | | 73 | 929 | | 55 |
| 250,000 - 349,999 | 393 | | 32 | 448 | | 32 |
| 350,000 - OVER | 179 | | 10 | 197 | | 11 |
| TOTAL SALES | 1941 | | 167 | 2090 | | 122 |

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