

## Home Sales Down in March

Residential sales activity recorded through the MLS® System of the REALTORS® Association of Grey Bruce Owen Sound was down on a year-over-year basis in March 2011, albeit from one of the strongest ever months of March in 2010.

Home sales numbered 157 units in March 2011, a decline of 21 per cent from the near-record March last year. Total sales numbered 205 units, 23 per cent fewer than in March 2010.

“Sales activity continues to run about halfway between all-time record highs and the low we saw at the depth of the recession,” said Trish McKeeman, President of the REALTORS® Association of Grey Bruce Owen Sound. “The big decline from last year is largely a reflection of the blistering pace of demand last March.”

The average price of homes sold in March 2011 was \$202,345, down three per cent from the same month in 2010.

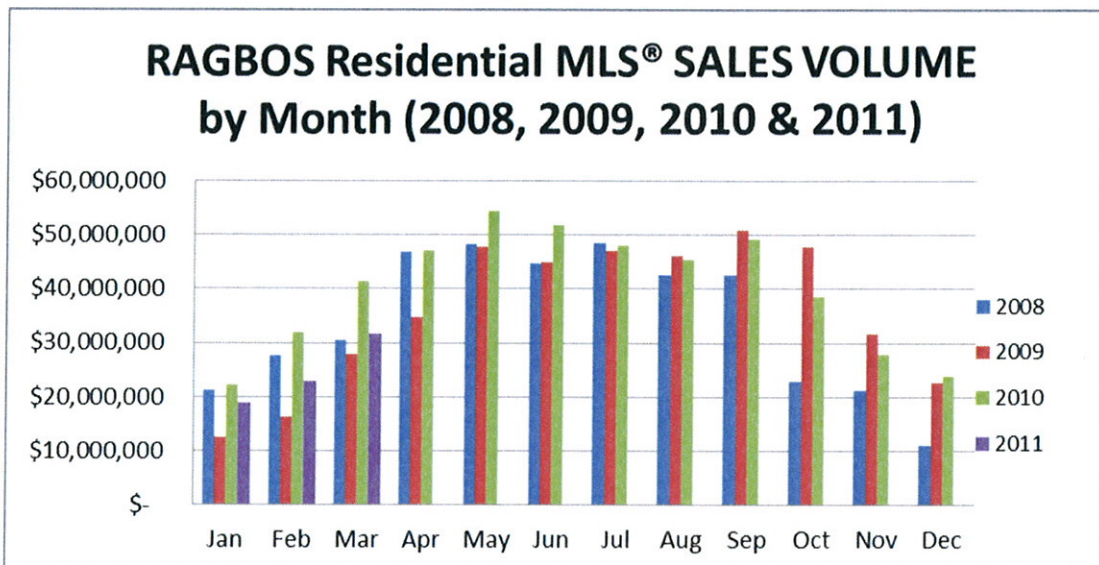
New residential listings on the Association’s MLS® System declined 17 per cent year-over-year to 445 units in March 2011. New listings have declined in six of the past seven months. Active residential listings totalled 1,476 units at the end of March, edging up eight-tenths of one per cent from the same month in 2010. This is the smallest increase in 13 months.

The number of months of inventory stood at 10.1 at the end of March 2011 on a seasonally adjusted basis, up from 9.8 months in February. The number of months of inventory is the number of months it would take to sell current inventories at the current rate of sales activity.

The dollar value of all home sales in March 2011 was \$31.8 million, falling 23 per cent on a year-over-year basis. The total value of all properties sold in March 2011 was \$41.4 million, down 24 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® ACTIVITY - REPORT FOR THE MONTH OF MARCH 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	94,657,155	48,704,400	73,592,650	121,333,650	59,814,225	95,619,150
# OF UNITS SOLD	457	244	355	574	299	451
CHANGE IN UNITS SOLD	-20.4%	-18.4%	-21.3%			
# OF NEW LISTINGS	1,436	631	990	1,626	690	1,159
MONTHLY	TOTAL	RES/ SINGLE-FAM	RES/ COMBINED	TOTAL	RES/ SINGLE-FAM	RES/ COMBINED
VALUE OF UNITS SOLD	41,384,750	22,610,100	31,768,150	54,334,000	25,567,200	41,342,600
CHANGE IN VALUE UNITS SOLD OVER PREV. YR.	-23.8%	-11.6%	-23.2%			
# OF UNITS SOLD	205	115	157	267	131	199
CHANGE IN UNITS SOLD OVER PREV. YR.	-23.2%	-12.2%	-21.1%			
AVERAGE PRICE	201,877	196,610	202,345	203,498	195,169	207,752
CHANGE IN AVERAGE PRICE	-0.8%	0.7%	-2.6%			
# OF NEW LISTINGS	623	285	445	757	316	537
CHANGE IN # NEW LISTINGS OVER PREV. YR.	-17.7%	-9.8%	-17.1%			
# OF ACTIVE LISTINGS	2,415	837	1,476	2,421	787	1,465
CHANGE IN # ACTIVE LISTINGS OVER PREV. YR.	-0.2%	6.4%	0.8%			
RESIDENTIAL SALES BY CATEGORY	YTD		MO.	YTD		MO.
UNDER \$60,000	12		6	10		6
60,000 - 79,999	8		4	10		3
80,000 - 99,999	12		5	19		7
100,000 - 119,999	15		7	15		6
120,000 - 149,999	49		23	63		36
150,000 - 249,999	162		76	214		92
250,000 - 349,999	77		26	78		33
350,000 - OVER	20		10	42		16
<b>TOTAL SALES</b>	<b>355</b>		<b>157</b>	<b>451</b>		<b>199</b>

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## REALTORS® Association of Grey Bruce Owen Sound

## MLS ® Statistic Report

## Residential(single family) Activity by Area

[MARCH 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	16	31	8	15	50%	48%	\$151,363	\$173,004	17	44	13	22	76%	50%	\$171,246	\$163,098
NBP	14	38	3	9	21%	24%	\$201,083	\$214,218	22	57	5	21	23%	37%	\$320,100	\$240,496
NLL	0	0	0	0	%	%	\$	\$63,167	0	1	0	0	%	0%	\$	\$72,500
SBP	29	69	7	14	24%	20%	\$217,071	\$221,517	49	75	14	30	29%	40%	\$193,857	\$216,926
SS	28	74	7	22	25%	30%	\$252,843	\$279,895	43	90	12	38	28%	42%	\$255,795	\$266,960
CH	14	29	5	9	36%	31%	\$262,400	\$223,940	16	36	6	13	38%	36%	\$280,883	\$214,304
GB	26	47	5	10	19%	21%	\$268,600	\$285,813	25	58	9	24	36%	41%	\$275,056	\$255,352
ME	13	24	1	8	8%	33%	\$240,000	\$307,055	16	27	0	1	0%	4%	\$	\$269,900
OS	44	103	29	55	66%	53%	\$190,728	\$197,496	44	108	30	57	68%	53%	\$174,433	\$193,498
BN	29	51	9	14	31%	27%	\$186,311	\$188,034	14	36	7	17	50%	47%	\$240,343	\$192,167
HK	31	57	7	15	23%	26%	\$263,143	\$246,611	36	57	10	18	28%	32%	\$219,350	\$237,326
KIN	29	54	6	20	21%	37%	\$219,100	\$254,700	27	63	15	30	56%	48%	\$236,187	\$253,679
SB	13	19	3	4	23%	21%	\$198,167	\$176,213	8	15	5	10	63%	67%	\$164,800	\$175,902
GRH	22	61	10	22	45%	36%	\$252,930	\$262,993	33	67	14	28	42%	42%	\$281,357	\$257,162
HN	16	47	10	21	63%	45%	\$191,640	\$200,517	22	45	8	23	36%	51%	\$204,500	\$199,007
SG	14	37	4	7	29%	19%	\$221,000	\$241,581	10	27	6	11	60%	41%	\$237,333	\$238,758
WG	27	66	13	25	48%	38%	\$191,915	\$220,540	36	78	15	24	42%	31%	\$184,000	\$233,109
MN	15	46	7	21	47%	46%	\$175,000	\$191,002	15	37	9	17	60%	46%	\$246,544	\$188,880
WN	14	37	11	16	79%	43%	\$218,636	\$203,694	25	58	11	28	44%	48%	\$199,273	\$187,967
OB	15	29	8	18	53%	62%	\$263,000	\$336,771	16	39	2	11	13%	28%	\$188,500	\$214,017
NBC,NGC,SBC,SGC,WC	0	0	0	0	%	%	\$	\$	0	0	0	0	%	%	\$	\$
<b>Total</b>	<b>409</b>	<b>919</b>	<b>153</b>	<b>325</b>	<b>37%</b>	<b>35%</b>	<b>\$212,524</b>	<b>\$231,219</b>	<b>474</b>	<b>1018</b>	<b>191</b>	<b>423</b>	<b>40%</b>	<b>42%</b>	<b>\$218,815</b>	<b>\$222,853</b>

Average Sales YTD 2011

\$217,362

Average Sales YTD 2010

\$222,366

Month:MARCH 2011

Month: MARCH 2010

YTD: JANUARY 2011 - MARCH 2011

YTD: JANUARY 2010- MARCH 2010

12 Month: APRIL 2010 - MARCH 2011

12 Month: APRIL 2009 - MARCH 2010