



6-65 Springbank Avenue, Woodstock, Ontario N4S 8V8
Phone: 519-539-3616 · Fax: 519-539-1975

Contact: 2018 Board President

William Cattle

Phone: 519-868-6447



Woodstock & District home sales continue to improve in September

Residential sales activity recorded through the MLS® system for the Woodstock-Ingersoll & District area numbered 117 units in September 2018. This was an increase of 21.9% from September 2017 and stood close to both the five and 10-year averages for the month.

On a year-to-date basis, home sales totalled 1,101 units over the first nine months of the year. This was down 24.2% from the record for this period in 2017.

“September marked another month of improvement in home sales in the region, although activity is only just getting back to average levels,” said William Cattle, President of the Woodstock-Ingersoll & District Real Estate Board. “Meanwhile, with supply still trending near historical lows, prices are well up from last year.”

The average price of homes sold in September 2018 was \$389,680, rising 15.7% from September 2017.

The more comprehensive year-to-date average price was \$378,968, rising 11.4% from the first nine months of 2017.

There were 164 new residential listings in September 2018, up by just 0.6% (one listing) on a year-over-year basis.

Overall supply is still near all-time lows. Active residential listings numbered just 303 units at the end of September. This was down 8.7% from the end of September 2017.

Months of inventory numbered 2.6 at the end of September 2018, down from the 3.5 months recorded at the end of September 2017 and below the long-run average of 6.8 months for this time of year. 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 September 2018 was \$45.6 million, jumping 41% from the same month in 2017 to set a new September record.

Sales of all property types numbered 123 units in September 2018, an increase of 20.6% from September 2017. The total value of all properties sold was \$54.6 million, up 48.9% from September 2017.

**Residential housing activity
Woodstock-Ingersoll
September 2018**

Seasonally Adjusted ¹		Percentage change compared to					
		1 month ago	2 months ago	3 months ago	4 months ago	5 months ago	6 months ago
		August 2018	July 2018	June 2018	May 2018	April 2018	March 2018
Sales Activity	120	3.1	4.8	19.9	21.0	23.0	-6.1
Average Price	\$386,801	0.6	0.5	2.5	-0.9	4.1	2.2
Dollar Volume*	\$47.3	6.8	8.7	28.6	25.6	30.4	-6.9
New Listings	157	1.7	7.5	-4.1	9.1	2.4	6.9
Active Listings	253	-6.6	-7.5	-13.3	-1.4	1.6	22.5

Actual ²		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 months ago	10 years ago
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	117	21.9	-8.6	0.9	-14.0	-18.2	-10.7
Average Price	\$389,680	15.7	32.1	46.9	71.1	83.9	82.6
Dollar Volume*	\$45.6	41.0	20.7	48.2	47.2	50.5	63.1
New Listings	164	0.6	-6.3	-8.4	-12.8	-19.6	-40.4
Active Listings	303	-8.7	5.2	-35.1	-51.5	-60.5	-70.6

Year-to-date ³		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		September 2017 YTD	September 2016 YTD	September 2015 YTD	September 2013 YTD	September 2011 YTD	September 2008 YTD
Sales Activity	1,101	-24.2	-14.1	-3.1	0.7	-5.0	1.7
Average Price	\$378,968	11.4	33.3	50.3	64.4	74.6	82.7
Dollar Volume*	\$417.2	-15.5	14.5	45.6	65.6	65.9	85.7
New Listings	1,555	-14.1	3.9	-0.7	-11.6	-27.3	-31.7
Active Listings**	285	7.0	-7.5	-42.1	-55.4	-67.7	-68.2

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		August 2018	June 2018	March 2018	September 2017	September 2016	September 2013
Sales to New Listings Ratio	76.1	75.1	60.9	86.7	60.7	75.0	69.2
Months of Inventory	2.1	2.3	2.9	1.6	3.0	2.1	4.6

¹ Seasonal adjustment removes normal seasonal variations, enabling analysis of monthly changes and fundamental trends in the data.

² Actual (not seasonally adjusted) data as processed through the MLS® System of the Woodstock-Ingersoll & District Real Estate Board.

³ Sum of actual data from January to present month of any given year.

⁴ Seasonally adjusted; Sales to New Listings Ratio=Sales/New Listings*100; Months of Inventory=Active Listings at the end of the month/Sales for the month.

* In millions of dollars.

** 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.