

# GUIDE TO UNDERSTANDING WIDREB'S MARKET ACTIVITY REPORT

## SEARCHING FOR SPECIFIC MARKETS

The Woodstock – Ingersoll & District Residential Market Activity Report is broken down in two ways:

1. Residential Property Type
2. Market Area

### Residential Property Type

The WIDREB Residential Market Activity Report is broken down into the following residential property types:

- All Residential Properties
- Single Detached Residential Properties
- Semi Detached Residential Properties
- Condominium Residential Properties

### Market Area

In addition to the report being broken down into specific residential property types, the report also is broken down into the following WIDREB market jurisdictions:

- All Oxford County Residential Properties (excluding Tillsonburg)
- Blandford-Blenheim Township
- East Zorra-Tavistock Township
- Town of Ingersoll
- Norwich Township
- South-West Oxford Township
- City of Woodstock
- Zorra Township

## HOW TO PERFORM A QUICK SEARCH FOR PROPERTY TYPE OR MARKET AREA

- OPEN THE PDF DOCUMENT FOR THE WIDREB RESIDENTIAL MARKET ACTIVITY REPORT
- IN YOUR PDF VIEWER LOOK FOR THE DOCUMENTS BOOKMARKS TAB
- SELECT THE BOOKMARK TAB TO GO DIRECTLY TO THAT AREA OF THE DOCUMENT E.G. INGERSOLL RESIDENTIAL OR INGERSOLL SEMI-DETACHED.

UNDERSTANDING THE MARKET ACTIVITY CHARTS



**Woodstock - Ingersoll and  
District  
MLS® Residential Market Activity**



	November 2019	Compared to <sup>6</sup>					
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
<b>Actual</b>							
Sales Activity	128	-4.5	15.3	2.4	96.9	73.0	18.5
Dollar Volume	\$56,645,556	7.7	43.6	54.6	266.6	235.3	144.5
New Listings	139	-13.7	33.7	-0.7	13.0	12.1	-35.6
Active Listings	230	-28.6	2.2	-8.4	-56.8	-63.0	-75.3
Sales to New Listings Ratio <sup>1</sup>	92.1	83.2	106.7	89.3	52.8	59.7	50.0
Months of Inventory <sup>2</sup>	1.8	2.4	2.0	2.0	8.2	8.4	8.6
Average Price	\$442,543	12.7	24.5	51.0	86.2	93.8	106.3
Median Price	\$409,950	16.0	26.1	56.2	90.7	82.2	111.3
Sales to List Price Ratio	99.3	98.9	98.5	98.8	96.3	96.6	95.9
Median Days on Market	23.0	21.0	34.0	21.0	57.0	68.5	69.0
<b>Year-to-date</b>							
Sales Activity	1,434	5.3	-15.8	-8.0	19.1	31.0	21.9
Dollar Volume	\$595,469,365	15.1	2.5	32.8	103.7	144.5	148.9
New Listings	1,804	-5.5	-11.7	0.4	-8.9	-8.2	-27.8
Active Listings <sup>3</sup>	271	-9.8	3.3	-9.4	-53.2	-59.7	-72.6
Sales to New Listings Ratio <sup>4</sup>	79.5	71.3	83.4	86.7	60.8	55.7	47.1
Months of Inventory <sup>5</sup>	2.1	2.4	1.7	2.1	5.3	6.8	9.2
Average Price	\$415,251	9.3	21.8	44.2	71.0	86.7	104.1
Median Price	\$391,000	8.6	20.0	45.4	70.7	85.4	106.3
Sales to List Price Ratio	100.2	99.7	101.2	98.9	97.2	97.0	95.9
Median Days on Market	21.0	19.0	16.0	23.0	48.0	55.0	64.0

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods.  
<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods.  
<sup>3</sup> 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.  
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month.  
<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month.  
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes.

Source: Canadian MLS® Systems, CREA

- 1 This section of the chart is focused on the monthly statistics and is drawing comparison from the same month in previous years.
- 2 This section is for year-to-date information and is making comparisons for the same time frame in previous years. e.g. January – November.
- 3 The values in this section are total number of units or dollar amounts. e.g. *The sales activity for November 2019 was 128 residential units sold.* The compared to column compares the percentage of change in different years for the same time period. e.g. *The Sales activity for November 2019 was down 4.5% compared to November 2018.*
- 4 Sales to New Listings Ratio is calculated by: Total Residential Sales / Total New Listings \* 100. The number represents the percentage of sales per one listing. E.g. *In November 2019 was 92% of a sale for every new listing or another way to explain it would be to say that there was 8% fewer residential units sold compared to new*

*listings*. The compared to column is comparing the same percentage levels in different years and is not the percentage of change.

- 5** Months of Inventory is calculated by: The number of active listings / monthly sales. *E.g. If the same number of sales in November 2019 happen and no further new listings were added there would only be 1.8 months of inventory left.* The months of inventory in the Compared to column are comparing the levels and are not represented as a percentage of change.
  - 6** Average price is calculated by: The total dollar volume / Sales Activity. The Compared to column represents the percentage of change compared to other years. *E.g. November 2019's average sale price was 12.7% higher than November 2018.*
  - 7** Median Price is determined by finding the midpoint dollar value of all units sold. *E.g. if 5 units sell and their prices from lowest to highest (\$ value) is \$123,000, \$210,000, \$350,000, \$425,000, \$700,000; the median price is \$350,000.* The Compared to column represents the percentage of change compared to other years. *E.g. November 2019's Median price was 16% higher than in in November 2018.*
  - 8** Sales to List Price Ratio is calculated by: Total Listing Dollar Volume / Total Sold Dollar Volume of properties sold \* 100. The Sales to List Price Ratio is the percentage of the sold price compared to the listing sale price. *E.g. On average in November 2019, of the properties that sold, the vendor saw their homes sell for 99.3% of the listing asking price.* The Compared to column is comparing the percentage levels from previous period and do not represent a percentage of change.
  - 9** Median Days on Market is the middle number of all sold property's days on market. *E.g. if the days on markets for each sold property is represented as such; 15, 21, 23, 25, 40; then the median day on market would be 23.* The Compared to column represents the median days on markets for other years during the same time period.
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