

GUIDE TO UNDERSTANDING MARKET ACTIVITY REPORT

SEARCHING FOR SPECIFIC MARKETS

The Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® Residential Market Activity Report is broken down in two ways:

1. Residential Property Type
2. Market Area

Residential Property Type

The WITAAR 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 WITAAR market jurisdictions:

- All Oxford County Residential Properties
- 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 WITAAR 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 ⁶					
		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
Actual							
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 ¹	92.1	83.2	106.7	89.3	52.8	59.7	50.0
Months of Inventory ²	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
	November 2019	Compared to ⁶					
Year-to-date		November 2018	November 2017	November 2016	November 2014	November 2012	November 2009
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 ³	271	-9.8	3.3	-9.4	-53.2	-59.7	-72.6
Sales to New Listings Ratio ⁴	79.5	71.3	83.4	86.7	60.8	55.7	47.1
Months of Inventory ⁵	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

¹ Sales / new listings * 100; Compared to levels from previous periods.
² Active listings at month end / monthly sales; Compared to levels from previous periods.
³ 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.
⁴ Sum of sales from January to current month / sum of new listings from January to current month.
⁵ 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.
⁶ 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.