



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

**Contact: 2019 Board President**

**Neil Krushel**

**Phone: 519-788-6346**



**Woodstock-Ingersoll and District home sales hit second-highest level ever for January**

Residential sales activity recorded through the MLS® system for the Woodstock-Ingersoll & District area numbered 95 units in January 2019. This was an increase of 13.1% (11 sales) from January 2018.

"The recovery in local housing demand continued to start 2019, with the January sales figure hitting the second-highest level ever after 2017," said Neil Krushel, President of the Woodstock-Ingersoll & District Real Estate Board. "With the market still very tight, the increase in new listings in January no doubt contributed to the increase in sales by helping more buyers find a home to purchase."

The average price of homes sold in January 2019 was \$405,076, rising 11.2% from January 2018.

There were 139 new residential listings in January 2019. This was up 8.6% (11 listings) on a year-over-year basis.

Overall supply is still near all-time lows. Active residential listings numbered 239 units at the end of January. While this was an increase of 21.3% from the record low for the month at the end of January 2018, it was still below the same time in almost every other year on record.

Months of inventory numbered 2.5 at the end of January 2019, little changed from the 2.3 months recorded at the end of January 2018 and well-below the long-run average of 8.9 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 January 2019 was \$38.5 million, rising 25.8% from the same month in 2018. This was a new record for the month of January.

Sales of all property types numbered 101 units in January 2019, up 5.2% (five sales) from January 2018. The total value of all properties sold was \$42.1 million, rising 6.9% from January 2018.

**Residential housing activity  
Woodstock-Ingersoll  
January 2019**

Woodstock-Ingersoll & District  
REAL ESTATE BOARD

Seasonally Adjusted <sup>1</sup>		Percentage change compared to					
		1 month ago	2 months ago	3 months ago	4 months ago	5 months ago	6 months ago
		December 2018	November 2018	October 2018	September 2018	August 2018	July 2018
Sales Activity	130	10.2	-8.5	18.2	-0.8	11.1	15.0
Average Price	\$403,464	0.9	3.6	8.0	4.3	5.1	4.9
Dollar Volume*	\$52.5	7.9	-6.7	27.5	9.4	18.0	19.6
New Listings	153	10.9	-19.9	-9.5	2.0	-1.3	0.7
Active Listings	271	-7.8	-11.4	-9.4	6.7	-6.2	-4.9

Actual <sup>2</sup>		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018	January 2017	January 2016	January 2014	January 2012	January 2009
Sales Activity	95	13.1	-11.2	17.3	86.3	50.8	72.7
Average Price	\$405,076	11.2	23.4	57.5	85.5	84.2	117.4
Dollar Volume*	\$38.5	25.8	9.5	84.7	245.6	177.7	275.5
New Listings	139	8.6	9.4	19.8	2.2	-12.6	-15.8
Active Listings	239	21.3	11.7	-23.6	-52.6	-59.8	-72.7

Year-to-date <sup>3</sup>		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2018 YTD	January 2017 YTD	January 2016 YTD	January 2014 YTD	January 2012 YTD	January 2009 YTD
Sales Activity	95	13.1	-11.2	17.3	86.3	50.8	72.7
Average Price	\$405,076	11.2	23.4	57.5	85.5	84.2	117.4
Dollar Volume*	\$38.5	25.8	9.5	84.7	245.6	177.7	275.5
New Listings	139	8.6	9.4	19.8	2.2	-12.6	-15.8
Active Listings**	239	21.3	11.7	-23.6	-52.6	-59.8	-72.7

Market Balance <sup>4</sup>		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		December 2018	October 2018	July 2018	January 2018	January 2017	January 2014
Sales to New Listings Ratio	85.0	85.5	65.1	74.3	78.1	101.9	44.5
Months of Inventory	2.1	2.5	2.7	2.5	2.0	1.5	8.3

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

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

<sup>3</sup> Sum of actual data from January to present month of the year.

<sup>4</sup> 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.

