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**Woodstock-Ingersoll and District home sales remain below average in March**

Residential sales activity recorded through the MLS® system for the Woodstock-Ingersoll & District area numbered 108 units in March 2019. This was down 21.2% from March 2018.

On a year-to-date basis, home sales totalled 291 units over the first three months of the year. This was little changed (down 0.7% or two sales) from this period in 2018,.

“Home sales were still running at below-average levels in March, similar to the what we were seeing in February,” said Neil Krushel, President of the Woodstock-Ingersoll & District Real Estate Board. “That said, we did see a bit of a rebound in new supply in March following a real quiet February on the supply side, so we’ll have to stay tuned to see if that results in more activity in April as those properties get scooped up.”

The average price of homes sold in March 2019 was \$367,068, down 5.2% from March 2018.

By contrast, the more comprehensive year-to-date average price was \$390,033, up 6.7% from the first three months of 2018.

There were 163 new residential listings in March 2019. This was little changed (down just 0.6% or just one listing) on a year-over-year basis.

Overall supply is still near all-time lows. Active residential listings numbered 254 units at the end of March, an increase of 22.7% from the end of March 2018. The long-term average for this time of the year is more than 550 listings.

Months of inventory numbered 2.4 at the end of March 2019, up from the 1.5 months recorded at the end of March 2018 but well below the long-run average of 6.2 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 March 2019 was \$39.6 million, falling 25.3% from the same month in 2018.

Sales of all property types numbered 114 units in March 2019, a decrease of 19.7% from March 2018. The total value of all properties sold was \$44.1 million, declining significantly by 30.7% from March 2018.

**Residential housing activity  
Woodstock-Ingersoll  
March 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
		February 2019	January 2019	December 2018	November 2018	October 2018	September 2018
Sales Activity	106	-1.9	-16.7	-10.3	-25.5	-3.8	-19.2
Average Price	\$369,464	-7.2	-8.5	-7.6	-5.1	-1.1	-4.5
Dollar Volume*	\$40.2	-3.2	-21.9	-17.4	-28.5	-2.5	-16.2
New Listings	149	22.8	-2.1	7.8	-22.1	-11.9	-0.8
Active Listings	267	-0.3	-3.8	-8.7	-12.3	-10.6	5.3

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
		March 2018	March 2017	March 2016	March 2014	March 2012	March 2009
Sales Activity	108	-21.2	-47.1	-35.3	21.3	-0.9	42.1
Average Price	\$367,068	-5.2	10.3	32.4	60.4	72.2	87.9
Dollar Volume*	\$39.6	-25.3	-41.6	-14.3	94.7	70.6	167.0
New Listings	163	-0.6	-25.9	3.2	11.6	-24.5	-24.5
Active Listings	254	22.7	25.1	-20.9	-53.1	-59.5	-73.3

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
		March 2018 YTD	March 2017 YTD	March 2016 YTD	March 2014 YTD	March 2012 YTD	March 2009 YTD
Sales Activity	291	-0.7	-36.2	-14.9	37.3	15.5	64.4
Average Price	\$390,033	6.7	17.0	46.9	69.8	84.3	106.9
Dollar Volume*	\$113.5	5.9	-25.3	25.0	133.1	112.9	240.1
New Listings	408	4.3	-20.8	-6.4	-6.4	-21.4	-27.5
Active Listings**	241	20.5	16.8	-26.3	-53.4	-59.2	-73.5

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
		February 2019	December 2018	September 2018	March 2018	March 2017	March 2014
Sales to New Listings Ratio	71.1	89.0	85.5	87.3	77.0	88.9	65.0
Months of Inventory	2.5	2.5	2.5	1.9	1.9	1.3	5.9

<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 any given 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.