

Woodstock-Ingersoll & District Real Estate Board  
6-65 Springbank Avenue, Woodstock, Ontario N4S 8V8  
Phone: 519-539-3616 · Fax: 519-539-1975

**Contact: 2020 Board President**  
**Lesley Michie**  
**Phone: 519-537-4663**



**Woodstock-Ingersoll and District home sales set yet another record in August**

Residential sales activity recorded through the MLS® system for the Woodstock-Ingersoll & District area numbered 175 units in August 2020. This was an increase of 23.2% from August 2019. This was also a new sales record for the month of August.

On a year-to-date basis, home sales totalled 1,110 units over the first eight months of the year. This was down 6.2% from this period in 2019.

“Home sales continued at an above average pace during the month of August.” said Lesley Michie, President of the Woodstock-Ingersoll & District Real Estate Board. “new listings also appear to have stabilized over the last few months. However, the recent robust demand is depleting overall inventory which is contributing to upward price pressure. This has driven the average price to a new all-time high for the second consecutive month.”

The average price of homes sold in August 2020 was a record \$524,052, advancing 24.1% from August 2019.

The more comprehensive year-to-date average price was \$481,252, rising 17% from the first eight months of 2019.

There were 206 new residential listings in August 2020. This was a gain of 15.1% on a year-over-year basis. This was the largest number of new listings added in the month of August in more than five years.

Overall supply is hovering slightly above the lowest level on record Active residential listings numbered only 171 units at the end of August. This was a large decline of 43.8% from the end of August 2019.

Months of inventory numbered 1 at the end of August 2020, down from the 2.1 months recorded at the end of August 2019 and below the long-run average of 3.8 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 August 2020 was \$91.7 million, a large increase of 53% from the same month in 2019. This was also a new record for the month of August.

Sales of all property types numbered 195 units in August 2020; this was an increase of 25.8% from August 2019. The total value of all properties sold was \$103.1 million, a large increase of 50.5% from August 2019.

**Residential housing activity  
Woodstock-Ingersoll  
August 2020**

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
		July 2020	June 2020	May 2020	April 2020	March 2020	February 2020
Sales Activity	161	1.3	19.3	103.8	159.7	61.0	15.0
Average Price	\$520,736	4.3	8.7	11.6	23.9	8.6	21.8
Dollar Volume*	\$82.5	2.1	35.1	116.7	223.2	65.4	38.5
New Listings	175	11.5	9.4	124.4	150.0	3.6	8.7
Active Listings	130	11.1	-12.2	-21.7	-29.3	-43.2	-29.0

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
		August 2019	August 2018	August 2017	August 2015	August 2013	August 2010
Sales Activity	175	23.2	11.5	43.4	20.7	44.6	92.3
Average Price	\$524,052	24.1	37.1	61.4	97.2	131.2	140.6
Dollar Volume*	\$91.7	53.0	52.8	131.5	138.0	234.4	362.6
New Listings	206	15.1	9.0	50.4	27.2	9.0	6.7
Active Listings	171	-43.8	-56.2	-44.5	-63.5	-75.1	-81.5

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
		August 2019 YTD	August 2018 YTD	August 2017 YTD	August 2015 YTD	August 2013 YTD	August 2010 YTD
Sales Activity	1,110	-6.2	4.2	-20.7	2.7	12.9	16.7
Average Price	\$481,252	17.0	26.9	41.4	87.4	104.9	124.6
Dollar Volume*	\$534.2	9.8	32.2	12.1	92.4	131.4	162.1
New Listings	1,319	-16.0	-14.4	-22.7	-9.4	-19.9	-28.2
Active Listings**	191	-39.3	-41.0	-29.8	-63.9	-72.7	-79.3

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
		July 2020	May 2020	February 2020	August 2019	August 2018	August 2015
Sales to New Listings Ratio	92.0	101.3	101.3	87.0	78.6	76.0	85.0
Months of Inventory	0.8	0.7	2.1	1.3	2.0	2.7	3.1

<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.

# Woodstock-Ingersoll & District Real Estate Board

## Housing Market Update for August 2020\*

woodstock-ingersoll & district  
real estate board

*\*Based on residential data from the Woodstock-Ingersoll & District Real Estate Board MLS® System.  
All percentage changes are year-over-year comparisons.*



### Home sales up 23.2%

Home sales numbered 175 units in August 2020, up 23.2% compared to the 142 units sold in August 2019.



### Market balance

At the end of August 2020, the market balance was in sellers market territory.



### New listings up 15.1%

There were 206 new listings added in August 2020, up 15.1% compared to the 179 listings added in August 2019.



### Average price up 24.1%

The average price of homes sold in August 2020 was \$524,052, up 24.1% from \$422,190 in August 2019.



For more information visit [www.creastats.crea.ca/board/WOOD](http://www.creastats.crea.ca/board/WOOD)

The trademarks MLS®, Multiple Listing Service® and the associated logos are owned by The Canadian Real Estate Association (CREA) and identify the quality of services provided by real estate professionals who are members of CREA.