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**Woodstock-Ingersoll & District Real Estate Board MLS®
home sales set new record in December**

The number of homes sold through the MLS® System of the Woodstock-Ingersoll & District Real Estate Board totaled 98 units in December 2020. This edged up 3.2% (three sales) from December 2019. This was also a new sales record for the month of December.

On an annual basis, home sales totaled 1,716 units over the course of 2020. This was little changed, down only 0.2% (four sales) from the same period in 2019.

"Home sales set another record in December, which is no surprise given the recent trajectory of sales activity. For the year, we came in just 4 sales shy of the second-highest annual sales on record," said Alison Porter, President of the Woodstock-Ingersoll & District Real Estate Board. "Historically speaking there's virtually no active inventory left over on the market right now – almost everything that gets listed is being snapped up by hungry buyers. With no relief in sight on the supply side we might very well continue seeing strong double-digit price growth into 2021."

The MLS® Home Price Index (HPI) tracks price trends far more accurately than is possible using average or median price measures. The overall MLS® HPI composite benchmark price was \$484,300, a large increase of 31.6% in December 2020 compared to December 2019.

The benchmark price for single-family homes was \$499,800, a large increase of 32.4% on a year-over-year basis in December. By comparison, the benchmark price for townhouse/row units was \$308,800, rising 22.8% compared to a year earlier.

The dollar value of all home sales in December 2020 was \$54.3 million, a large increase of 35.2% from the same month in 2019. This was also a new record for the month of December.

There were 59 new residential listings in December 2020. This was down 6.3% (four listings) from the end of December 2019. This was the lowest number of new listings added in the month of December in two decades.

Active residential listings numbered 48 units at the end of December. This was a large decline of 74.6% from the end of December 2019. Active listings haven't been this low in the month of December in more than three decades.

Months of inventory numbered 0.5 at the end of December 2020, down from the 2 months recorded at the end of December 2019 and below the long-run average of 5.1 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.

Residential housing activity
Woodstock-Ingersoll
December 2020

Woodstock-Ingersoll & District
REAL ESTATE BOARD

Seasonally Adjusted ¹		Percentage change compared to					
		1 month ago	2 months ago	3 months ago	4 months ago	5 months ago	6 months ago
		November 2020	October 2020	September 2020	August 2020	July 2020	June 2020
Sales Activity	135	17.4	-15.1	-16.1	-17.7	-15.6	0.7
Average Price	\$530,521	-3.2	3.0	1.2	2.5	3.7	9.4
Dollar Volume*	\$70.9	8.3	-12.8	-16.5	-16.2	-12.0	16.4
New Listings	127	-9.3	-15.3	-15.3	-33.5	-18.6	-19.1
Active Listings	47	-46.6				-57.3	-66.9

Actual ²		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2019	December 2018	December 2017	December 2015	December 2013	December 2010
Sales Activity	98	3.2	32.4	46.3	8.9	63.3	42.0
Average Price	\$553,804	31.1	27.3	59.7	117.9	138.5	163.9
Dollar Volume*	\$54.3	35.2	68.6	133.5	137.3	289.6	274.8
New Listings	59	-6.3	-15.7	-16.9	-19.2	-13.2	-22.4
Active Listings	48	-74.6	-82.7	-74.9	-85.8	-90.3	-93.0

Year-to-date ³		Percentage change compared to					
		1 Year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		December 2019 YTD	December 2018 YTD	December 2017 YTD	December 2015 YTD	December 2013 YTD	December 2010 YTD
Sales Activity	1,716	-0.2	9.7	-6.1	12.2	25.6	29.6
Average Price	\$503,749	20.3	29.6	47.2	94.3	116.5	137.5
Dollar Volume*	\$864.4	20.0	42.2	38.2	118.0	172.0	207.8
New Listings	1,873	-13.7	-15.2	-14.7	-5.6	-14.7	-24.1
Active Listings**	161	-46.6	-51.8	-40.6	-67.5	-75.8	-81.9

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		November 2020	September 2020	June 2020	December 2019	December 2018	December 2015
Sales to New Listings Ratio	106.3	82.1	107.3	85.4	95.4	71.7	92.9
Months of Inventory	0.3	0.8	0.6	1.1	1.4	2.7	2.8

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

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

³ Sum of actual data from January to present month of the year.

⁴ 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 December 2020*

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**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 3.2%

Home sales numbered 98 units in December 2020, up 3.2% compared to the 95 units sold in December 2019.



Market balance

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



New listings down 6.3%

There were 59 new listings added in December 2020, down 6.3% compared to the 63 listings added in December 2019.



Benchmark price up 31.6%

The benchmark price was \$484,300 in December 2020, up 31.6% from \$368,100 in December 2019.



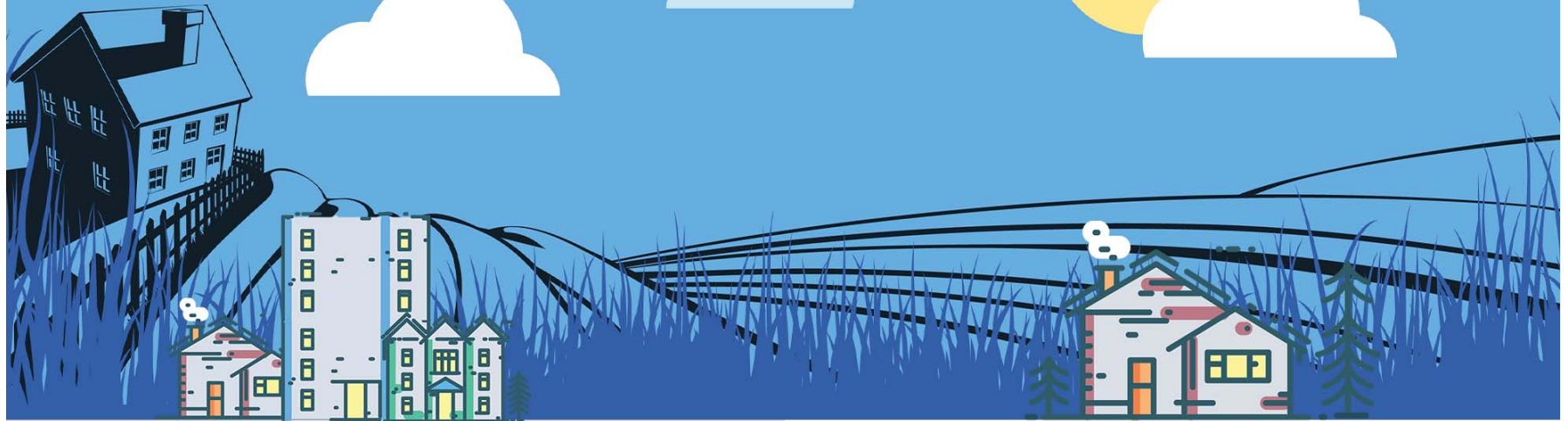
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Housing Market Update by Property Type for December 2020*

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



SINGLE FAMILY

Units Sold

73

14.1%



Benchmark Price

\$499,800

32.4%



TOWNHOUSE

Units Sold

16

-11.1%



Benchmark Price

\$308,800

22.8%



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