

Woodstock-Ingersoll & District Real Estate Board  
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**Woodstock-Ingersoll and District home sales set new record for month of September as average prices hit new record**

Residential sales activity recorded through the MLS® system for the Woodstock-Ingersoll & District area numbered 184 units in September 2020. This was a large increase of 38.3% from September 2019. This was also a new sales record for the month of September.

On a year-to-date basis, home sales totalled 1,298 units over the first nine months of the year. This edged down 1.4% from this period in 2019.

“Home sales continue to come in at an above average pace, hitting a new record for the month of September,” said Lesley Michie, President of the Woodstock-Ingersoll & District Real Estate Board. “New listings are coming in at average-levels, but high 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 third consecutive month.”

The average price of homes sold in September 2020 was a record \$536,278, rising 27.1% from September 2019.

The more comprehensive year-to-date average price was \$488,909, rising 18.6% from the first nine months of 2019.

There were 187 new residential listings in September 2020. This edged up 1.1% (two listings) on a year-over-year basis.

Overall supply is hovering slightly above the lowest level on record Active residential listings numbered only 145 units at the end of September. This was a large decline of 54.1% from the end of September 2019.

Months of inventory numbered 0.8 at the end of September 2020, down from the 2.4 months recorded at the end of September 2019 and below the long-run average of 3.9 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 September 2020 was \$98.7 million, a large increase of 75.9% from the same month in 2019. This was also a new record for the month of September.

Sales of all property types numbered 200 units in September 2020; this was a large increase of 41.8% from September 2019. The total value of all properties sold was \$108 million, a large increase of 79.8% from September 2019.

**Residential housing activity**  
**Woodstock-Ingersoll**  
**September 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
		August 2020	July 2020	June 2020	May 2020	April 2020	March 2020
Sales Activity	160	0.6	1.9	18.5	105.1	171.2	63.3
Average Price	\$525,130	1.2	5.2	9.6	12.6	24.9	9.5
Dollar Volume*	\$84.0	1.7	8.5	37.1	118.3	247.6	70.6
New Listings	148	-20.4	-3.9	-3.3	92.2	114.5	-9.2
Active Listings	102	-21.5	-11.3	-26.1	-36.6	-43.6	-53.6

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
		September 2019	September 2018	September 2017	September 2015	September 2013	September 2010
Sales Activity	184	38.3	41.5	80.4	70.4	28.7	60.0
Average Price	\$536,278	27.1	31.9	56.7	100.2	130.2	167.9
Dollar Volume*	\$98.7	75.9	86.7	182.7	241.2	196.2	328.6
New Listings	187	1.1	-8.8	8.7	1.6	-5.6	-15.8
Active Listings	145	-54.1	-62.0	-57.8	-70.9	-77.8	-83.8

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
		September 2019 YTD	September 2018 YTD	September 2017 YTD	September 2015 YTD	September 2013 YTD	September 2010 YTD
Sales Activity	1,298	-1.4	8.6	-13.6	9.2	15.3	21.8
Average Price	\$488,909	18.6	27.9	43.6	89.6	108.4	129.8
Dollar Volume*	\$634.6	16.9	38.9	24.1	107.0	140.2	179.8
New Listings	1,506	-14.2	-13.7	-19.8	-8.2	-18.3	-26.8
Active Listings**	185	-41.0	-43.8	-33.7	-64.7	-73.3	-79.8

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
		August 2020	June 2020	March 2020	September 2019	September 2018	September 2015
Sales to New Listings Ratio	108.1	85.5	88.2	60.1	78.0	75.5	61.3
Months of Inventory	0.6	0.8	1.0	2.2	2.0	2.2	4.2

<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 September 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 38.3%

Home sales numbered 184 units in September 2020, up 38.3% compared to the 133 units sold in September 2019.



### Market balance

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



### New listings up 1.1%

There were 187 new listings added in September 2020, up 1.1% compared to the 185 listings added in September 2019.



### Average price up 27.1%

The average price of homes sold in September 2020 was \$536,278, up 27.1% from \$421,819 in September 2019.



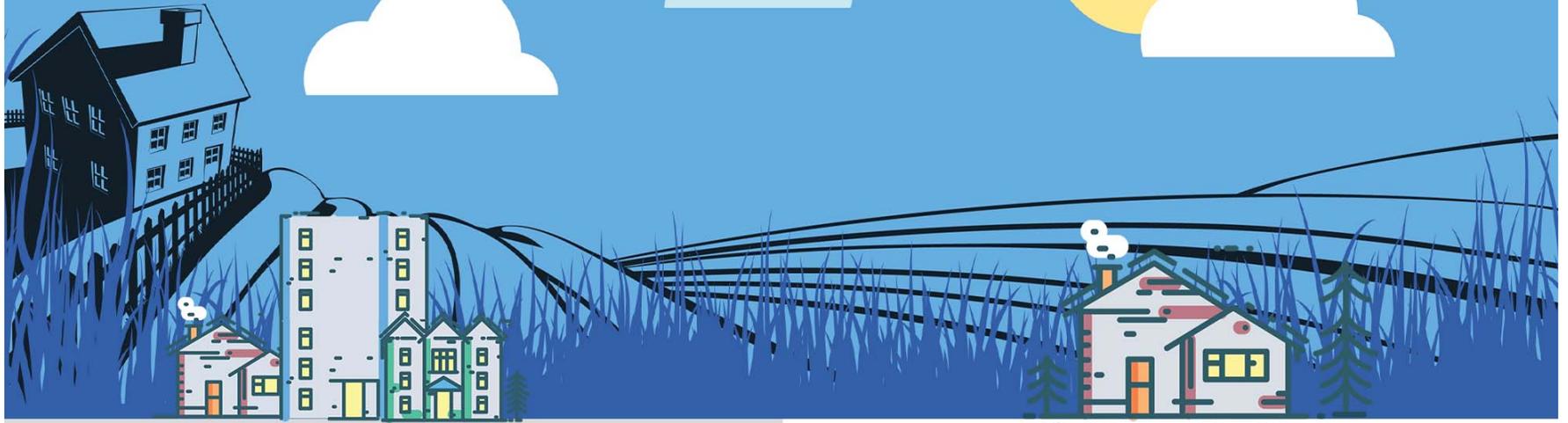
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# Woodstock-Ingersoll & District Real Estate Board

## Housing Market Update by Property Type for September 2020\*

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



### OVERALL

#### Units Sold

184  
38.3%



#### Median Price

\$510,000  
27.5%



### SINGLE DETACHED

#### Units Sold

69  
-33.7%



#### Median Price

\$533,500  
27.4%



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

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