

# Real Estate Times

September 2014

## Shoreline Residential Market Snapshot

The real estate activity in the second 4 month period of this year, ending August 31<sup>st</sup> provides some interesting data for a section of Ontario's West Coast, from just north of Grand Bend up to but not including Bayfield.

Homes on the market on August 31<sup>st</sup> compared to April 30<sup>th</sup> almost doubled with **sixty-seven** active listings compared to thirty-six. More than half of the homes that were listed on April 30<sup>th</sup> had been put on the market in 2014, and 10 of those homes or about 50% were sold by the end of August. Average list price was \$602,536 with a relatively equal balance across the price range spectrum. At the extremes were listings for \$195,000 and \$1,999,000.

Listings	Avg List Price	Range
67	\$602,536	\$195,000 to \$1,999,000
17	homes	< \$300,000
13	homes	\$300,001 to \$400,000
13	homes	\$400,001 to \$500,000
10	homes	\$500,001 to \$800,000
14	homes	> \$800,000

Sales in the 4 month period ending August 31<sup>st</sup> looked like this:

	May - Aug 2014	May - Aug 2013
How Many SOLD	11	16
Avg Sale Price	\$513,809	\$354,775
Price Range	\$147,600 to \$1,999,000	\$184,500 to \$799,900
Days on Market	112	105

And our year-to-date sales...

	Year-to-Date 2014	Year-to-Date 2013
How Many SOLD	18	25
Avg Sale Price	\$457,136	\$343,536
Price Range	\$147,600 to \$1,999,000	\$184,500 to \$799,900
Days on Market	87	117

Average stay on the market was 112 days for homes sold in the 4 months ending August 31<sup>st</sup> and 87 days for the year. While a 3 month time frame from listing to approved sale is a long time in many locations it was an improvement over our shoreline experience in 2013. Year-to-Date in 2014 homes have sold at about **95%** of their list price on average.

Over the summer I knocked on almost every door within this area to introduce myself and I would like to extend my sincere thanks for the overwhelming positive response. You have helped me establish and expand my activity so in the end I can provide an even better level of service for you and your neighbours. I will be staying in touch over the fall and winter seasons with more updates and I will come see you again in the Spring. Please call for a FREE Home Valuation or Buyer's Guide and let me know how I can help make your real estate transactions stress free and financially rewarding.

Vol 1 #5



Richard Harding  
Sales Representative  
Sutton Group – Select  
Realty Inc. Brokerage

### Contact Information

[richard@hardingrealty.ca](mailto:richard@hardingrealty.ca)  
519-525-0176  
[www.hardingrealty.ca](http://www.hardingrealty.ca)

### Some Active Listings

#### 73215 Green Acres off of Danceland



**A GREAT BUY!!!**  
MLS # 546355

#### 802 Troy's Trail Kincardine



MLS # 540721

Note: For this market snapshot I have used MLS data from the Huron-Perth and LSTAR Real Estate Boards and the boundaries included are west of Highway 21 from Gravelle Street in the south to Paul Bunyan Road in the north.