

# Real Estate Times

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## Shoreline Residential Market Snapshot

The real estate activity in the final 4 month period of 2014, ending December 31<sup>st</sup> showed a steady market when compared to 2013 statistics.

Homes on the market on December 31<sup>st</sup> compared to August 31<sup>st</sup> was down as expected to less than half with **thirty-two** active listings compared to sixty-seven. Average list price was down slightly to \$594,678 with over 25% of the listings under \$300,000 and 25% listed at over \$800,000.

| Listings | Avg List Price | Range                    |
|----------|----------------|--------------------------|
| 32       | \$594,678      | \$213,500 to \$1,690,000 |
| 9        | homes          | < \$300,000              |
| 7        | homes          | \$300,001 to \$400,000   |
| 4        | homes          | \$400,001 to \$500,000   |
| 4        | homes          | \$500,001 to \$800,000   |
| 8        | homes          | > \$800,000              |

Statistics for Sales in the 4 month period ending December 31<sup>st</sup> were:

|                | Sept - Dec 2014        | Sept - Dec 2013          |
|----------------|------------------------|--------------------------|
| How Many SOLD  | 15                     | 12                       |
| Avg Sale Price | \$411,583              | \$436,458                |
| Price Range    | \$180,000 to \$975,000 | \$192,000 to \$1,365,000 |
| Days on Market | 118                    | 93                       |

And our year-to-date sales by price range looked like this:

| Sales | Avg Sale Price | Range                    |
|-------|----------------|--------------------------|
| 33    | \$436,430      | \$147,600 to \$1,830,000 |
| 16    | homes          | < \$300,000              |
| 4     | homes          | \$300,001 to \$400,000   |
| 5     | homes          | \$400,001 to \$500,000   |
| 5     | homes          | \$500,001 to \$800,000   |
| 3     | homes          | > \$800,000              |

The average length of time on the market in 2014 was **101** days compared to 109 in 2013. The final average list-to-sale price ratio in 2014 was just over **93.5%** compared to 94% in 2013. The average sale price was up over 15% compared to 2013 from just under \$374,000 in 2013 to just over \$436,000 in 2014, but I wouldn't let that enter into your thoughts about listing or what you think your home is worth today as it was simply a function of which homes were listed and sold. At the end of the day your home will sell for what that particular buyer is willing to pay on the day they are ready to buy your home.

It was a great year for me personally as I was able to meet and spend some time with over 30% of the home owners from Bayfield to Grand Bend. I can't wait to talk to more of you this year. Call me anytime for a free home valuation. Only 76 days to the first day of Spring, but who's counting anyway... Hope you have a great winter with safe driving and happy travels for those of you who are escaping for a break.



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### Some Active Listings

**76670 Wildwood Ln**  
**MLS # 551714**  
Country Estate with Pond  
Only 5 minutes to Historic Town of Bayfield, Lake Huron  
& the beautiful Bayfield River Valley  
76670 Wildwood Line  
Bayfield, Ontario

**Estate Sized Lots**  
**With Pond**  
Country Estate Lot  
Lot 1 - 76670 Wildwood Line  
Bayfield, Ontario

**MLS # 551719,722 &  
724**

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.