

Monthly Indicators



February 2021

Buyer activity, in the form of showing activity and pending sales, continued to be robust in February, leading to many multiple offer situations as housing supply continues to remain severely constrained in most segments. This imbalance of prospective buyers to available homes for sale will continue to support multiple offers and, with it, higher home sales prices, as we go into the typically busy spring market.

New Listings increased 10.0 percent for Single Family homes but decreased 43.5 percent for Townhouse/Condo homes. Sales increased 9.9 percent for Single Family homes but decreased 26.7 percent for Townhouse/Condo homes. Inventory decreased 58.2 percent for Single Family homes and 72.7 percent for Townhouse/Condo homes.

Median Sales Price increased 34.3 percent to \$604,431 for Single Family homes and 22.8 percent to \$485,000 for Townhouse/Condo homes. Days on Market decreased 63.2 percent for Single Family homes and 56.5 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 62.5 percent for Single Family homes and 71.4 percent for Townhouse/Condo homes.

New construction home prices are being affected by both the demand by homebuyers and by higher costs to build. With lumber prices pushing new record highs in February and many other building materials prices higher as well, the cost of building a new home has risen significantly in the last year, forcing builders to pass many of those costs along to buyers. With the demand for lumber expected to remain high in coming months, elevated lumber prices are unlikely to disappear anytime soon.

Quick Facts

+ 6.2%	+ 35.2%	- 59.3%
Change in Sales All Properties	Change in Median Sales Price All Properties	Change in Homes for Sale All Properties

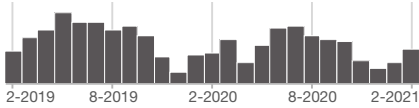
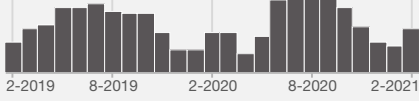
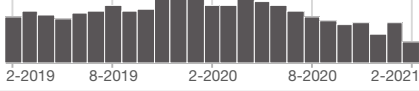
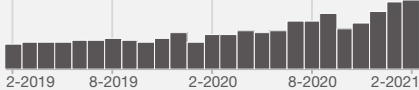
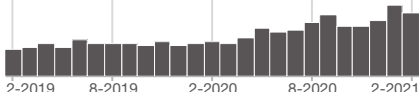
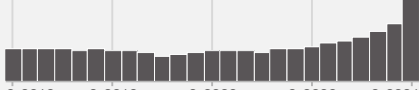
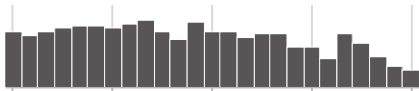
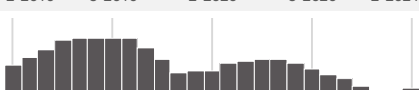
This is a research tool provided by ITSO, covering the Peterborough and the Kawartha Association of REALTORS® Inc. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

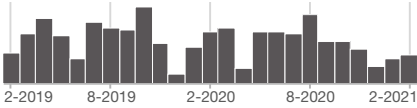
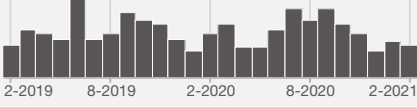
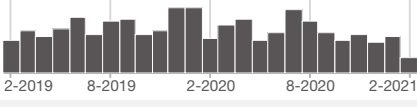
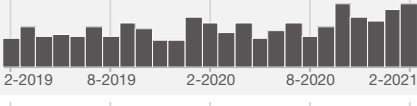
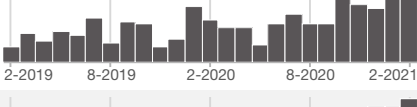
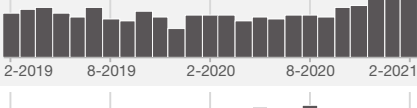
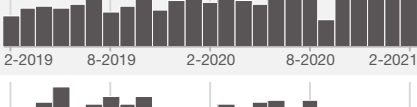
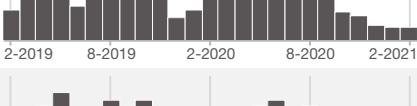
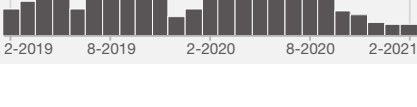


Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		170	187	+ 10.0%	327	306	- 6.4%
Sales		131	144	+ 9.9%	208	232	+ 11.5%
Days on Market Until Sale		38	14	- 63.2%	42	19	- 54.8%
Median Sales Price		\$450,000	\$604,431	+ 34.3%	\$440,017	\$602,650	+ 37.0%
Average Sales Price		\$487,745	\$654,694	+ 34.2%	\$484,286	\$671,392	+ 38.6%
Percent of List Price Received		98.6%	112.8%	+ 14.4%	98.3%	110.2%	+ 12.1%
Housing Affordability Index		85	68	- 20.0%	86	68	- 20.9%
Housing Value Index		206	270	+ 31.1%	—	—	—
Inventory of Homes for Sale		263	110	- 58.2%	—	—	—
Months Supply of Inventory		1.6	0.6	- 62.5%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse, Condo and Semi-Detached properties only.



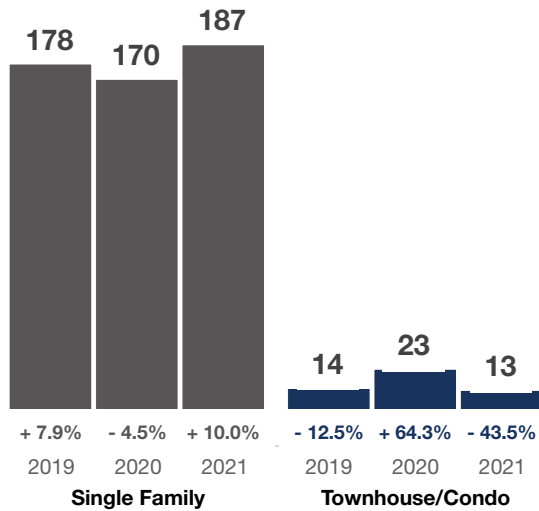
Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		23	13	- 43.5%	39	24	- 38.5%
Sales		15	11	- 26.7%	24	23	- 4.2%
Days on Market Until Sale		23	10	- 56.5%	31	18	- 41.9%
Median Sales Price		\$395,000	\$485,000	+ 22.8%	\$400,050	\$466,000	+ 16.5%
Average Sales Price		\$395,461	\$469,818	+ 18.8%	\$406,513	\$457,233	+ 12.5%
Percent of List Price Received		99.3%	107.9%	+ 8.7%	99.2%	107.1%	+ 8.0%
Housing Affordability Index		96	85	- 11.5%	95	88	- 7.4%
Housing Value Index		169	205	+ 21.3%	—	—	—
Inventory of Homes for Sale		22	6	- 72.7%	—	—	—
Months Supply of Inventory		1.4	0.4	- 71.4%	—	—	—

New Listings

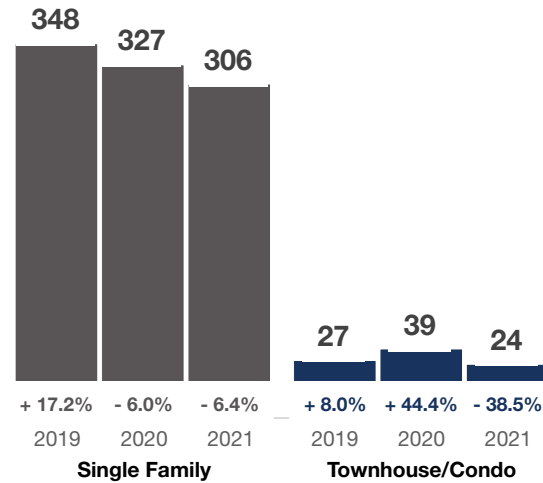
A count of the properties that have been newly listed on the market in a given month.



February

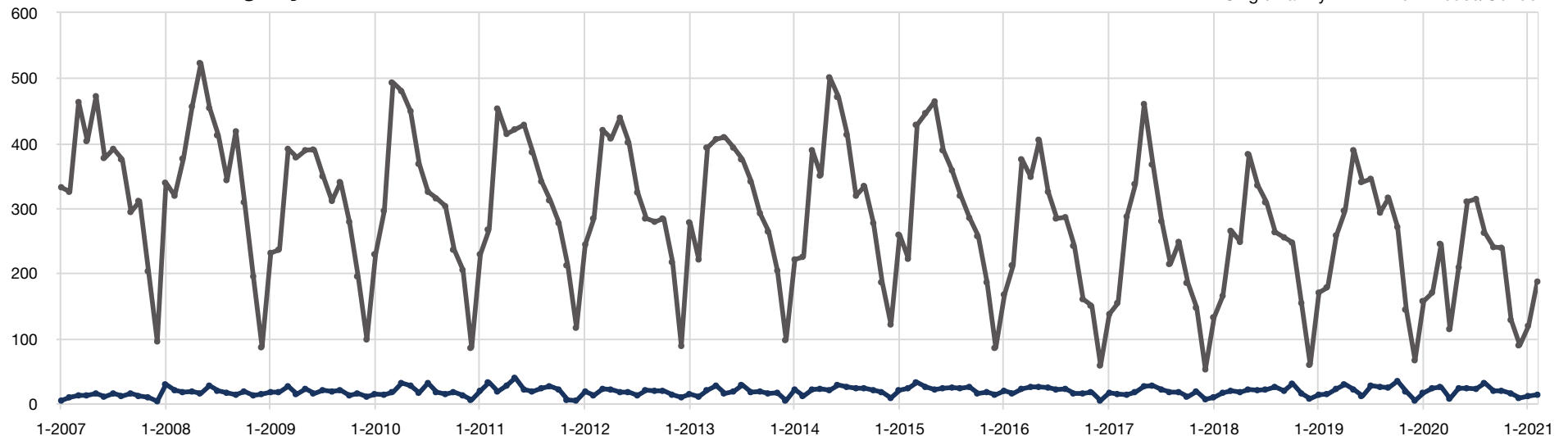


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	245	- 5.0%	25	+ 13.6%
Apr-2020	114	- 61.5%	7	- 75.9%
May-2020	209	- 46.3%	23	+ 9.5%
Jun-2020	310	- 8.8%	23	+ 109.1%
Jul-2020	314	- 9.0%	22	- 18.5%
Aug-2020	262	- 10.6%	31	+ 24.0%
Sep-2020	240	- 24.1%	19	- 20.8%
Oct-2020	239	- 11.8%	19	- 44.1%
Nov-2020	128	- 11.1%	15	- 16.7%
Dec-2020	89	+ 34.8%	8	+ 100.0%
Jan-2021	119	- 24.2%	11	- 31.3%
Feb-2021	187	+ 10.0%	13	- 43.5%
12-Month Avg	205	- 19.3%	18	- 14.3%

Historical New Listings by Month

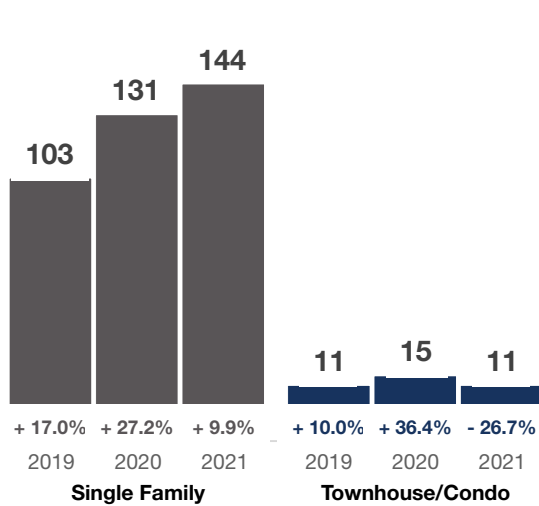


Sales

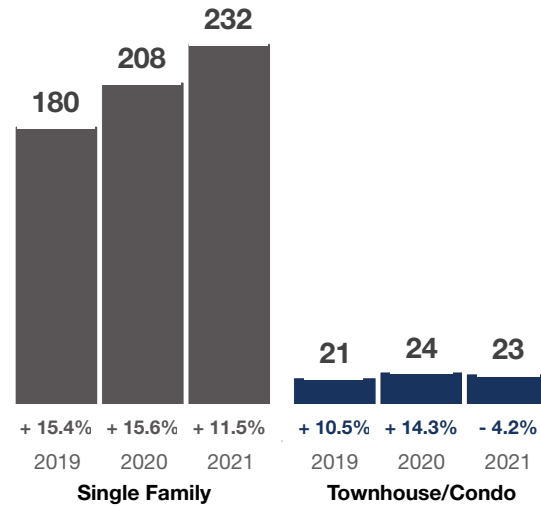
A count of the properties on which offers have been accepted in a given month.



February

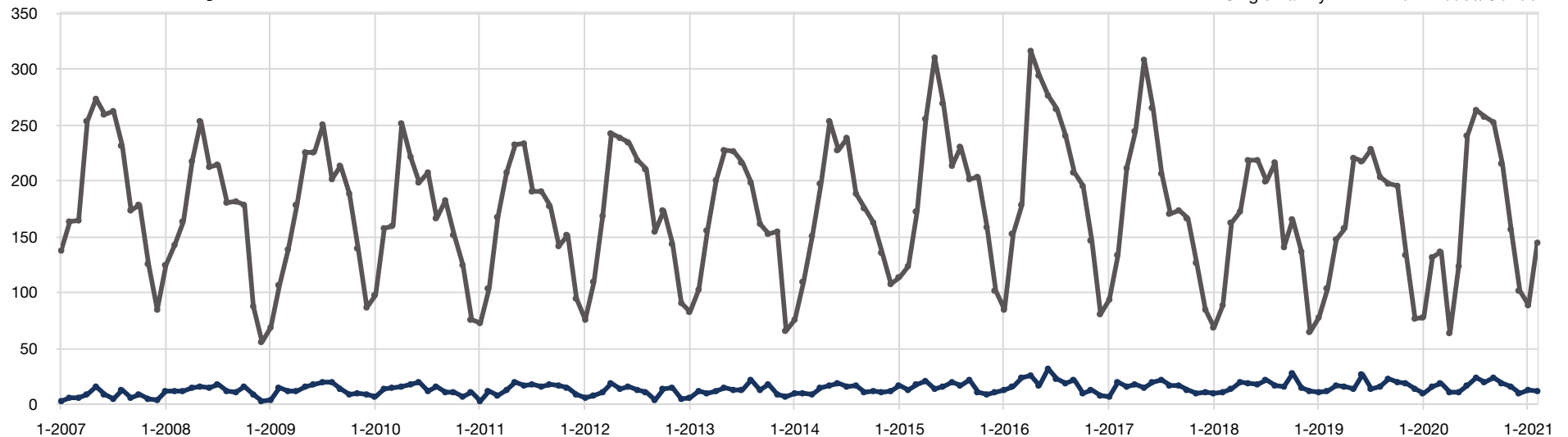


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	136	- 7.5%	18	+ 12.5%
Apr-2020	63	- 59.9%	10	- 33.3%
May-2020	123	- 44.1%	10	- 23.1%
Jun-2020	240	+ 10.6%	16	- 38.5%
Jul-2020	263	+ 15.4%	23	+ 76.9%
Aug-2020	257	+ 26.6%	19	+ 26.7%
Sep-2020	252	+ 27.9%	23	+ 4.5%
Oct-2020	215	+ 10.3%	18	- 5.3%
Nov-2020	156	+ 17.3%	15	- 16.7%
Dec-2020	101	+ 32.9%	9	- 30.8%
Jan-2021	88	+ 14.3%	12	+ 33.3%
Feb-2021	144	+ 9.9%	11	- 26.7%
12-Month Avg	170	+ 3.0%	15	- 6.3%

Historical Sales by Month

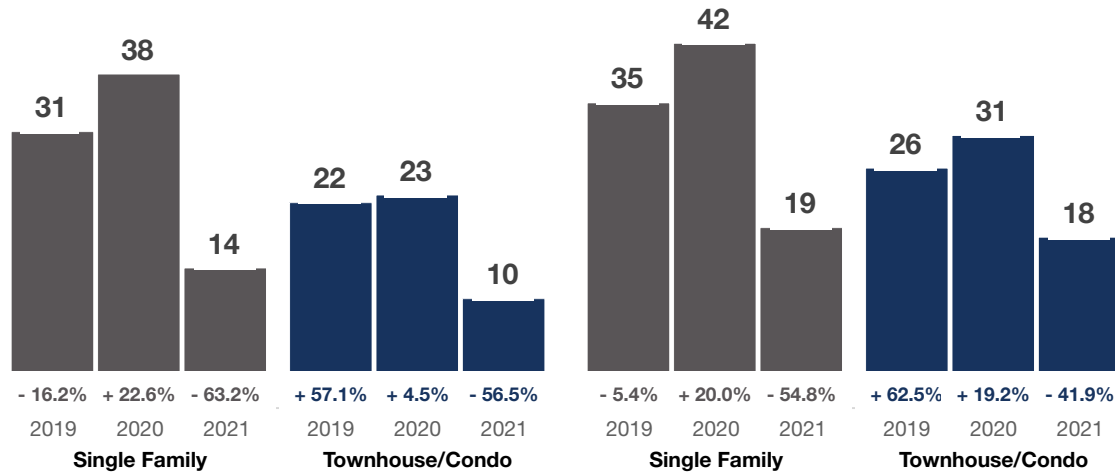


Days on Market Until Sale

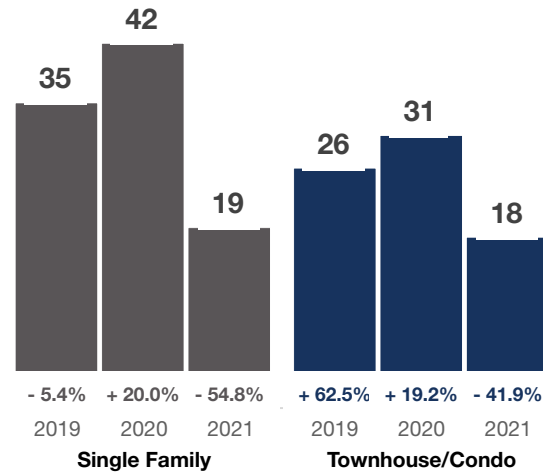
Average number of days between when a property is listed and when an offer is accepted in a given month.



February



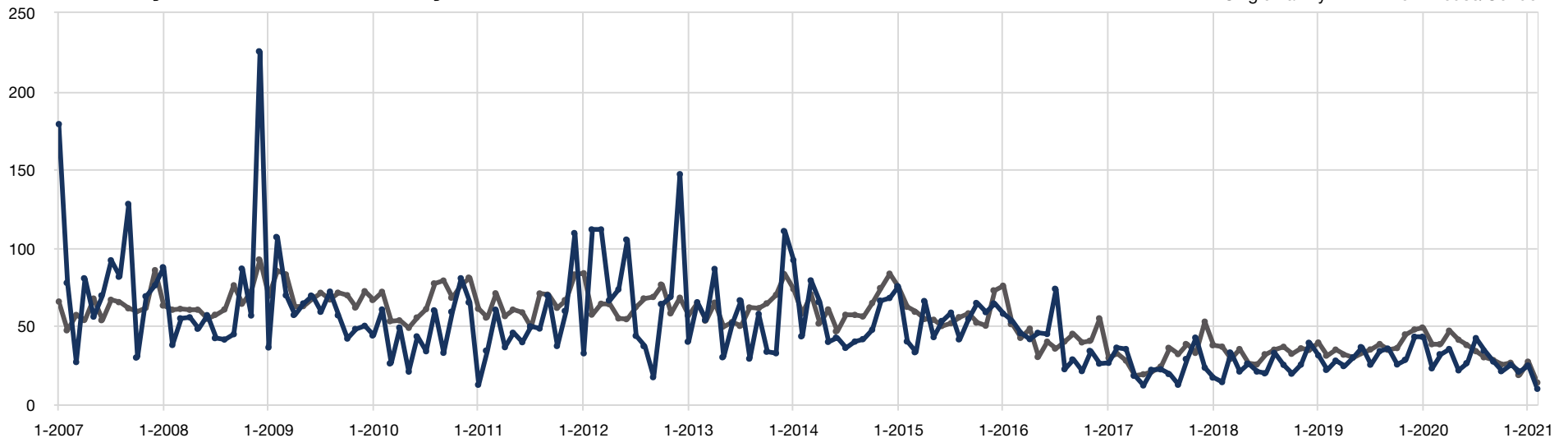
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	38	+ 8.6%	32	+ 14.3%
Apr-2020	47	+ 46.9%	35	+ 45.8%
May-2020	41	+ 36.7%	22	- 26.7%
Jun-2020	38	+ 15.2%	26	- 29.7%
Jul-2020	34	- 2.9%	42	+ 68.0%
Aug-2020	30	- 21.1%	34	0.0%
Sep-2020	28	- 20.0%	27	- 25.0%
Oct-2020	25	- 30.6%	21	- 16.0%
Nov-2020	27	- 40.0%	25	- 10.7%
Dec-2020	19	- 60.4%	21	- 51.2%
Jan-2021	27	- 44.9%	25	- 41.9%
Feb-2021	14	- 63.2%	10	- 56.5%
12-Month Avg*	30	- 16.1%	28	- 10.2%

* Days on Market for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

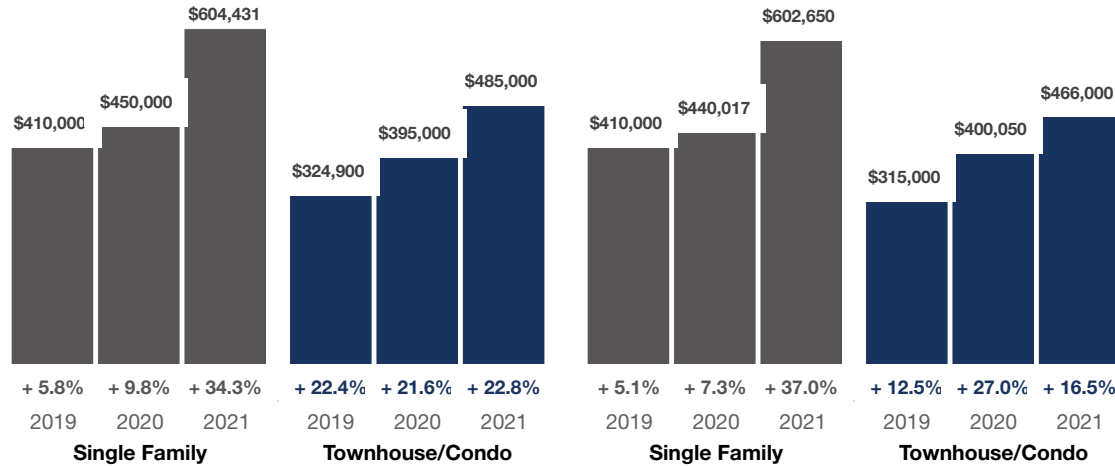


Median Sales Price

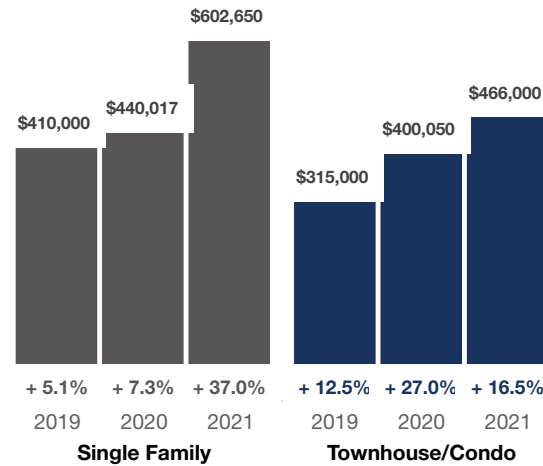
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



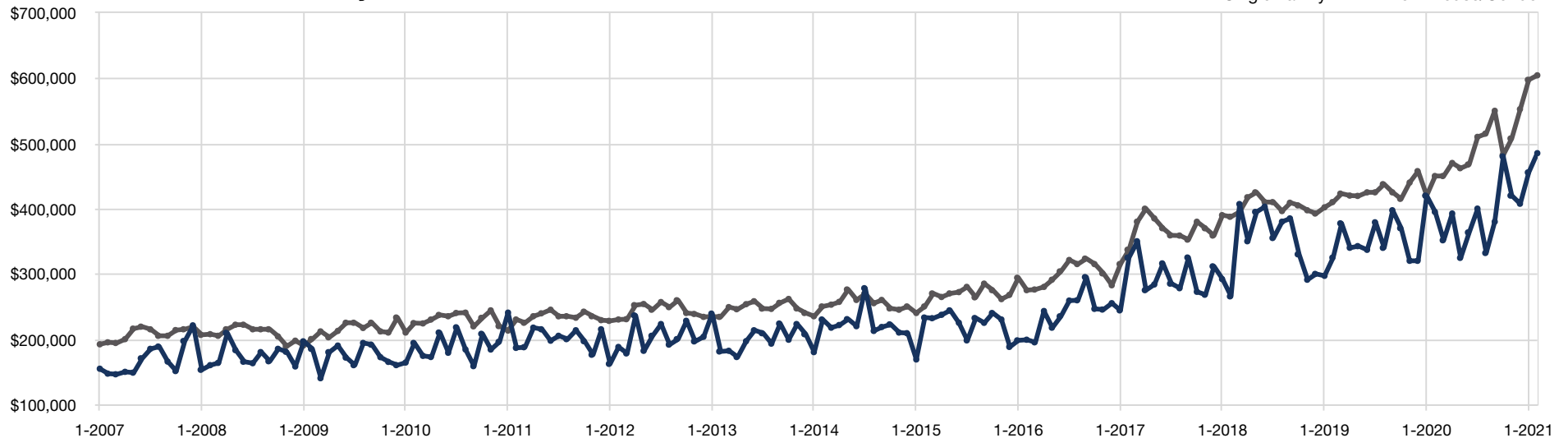
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	\$450,000	+ 6.4%	\$351,500	- 6.9%
Apr-2020	\$470,000	+ 11.9%	\$392,500	+ 15.4%
May-2020	\$462,000	+ 10.1%	\$324,500	- 5.3%
Jun-2020	\$467,700	+ 10.0%	\$363,500	+ 7.9%
Jul-2020	\$510,000	+ 20.0%	\$400,000	+ 5.5%
Aug-2020	\$515,000	+ 17.7%	\$332,000	- 2.3%
Sep-2020	\$550,000	+ 29.4%	\$380,000	- 4.4%
Oct-2020	\$482,000	+ 16.1%	\$480,000	+ 29.7%
Nov-2020	\$507,500	+ 15.3%	\$420,000	+ 31.3%
Dec-2020	\$552,500	+ 20.8%	\$407,500	+ 27.3%
Jan-2021	\$597,500	+ 42.3%	\$455,500	+ 8.5%
Feb-2021	\$604,431	+ 34.3%	\$485,000	+ 22.8%
12-Month Avg*	\$510,050	+ 19.2%	\$390,000	+ 5.4%

* Median Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Median Sales Price by Month

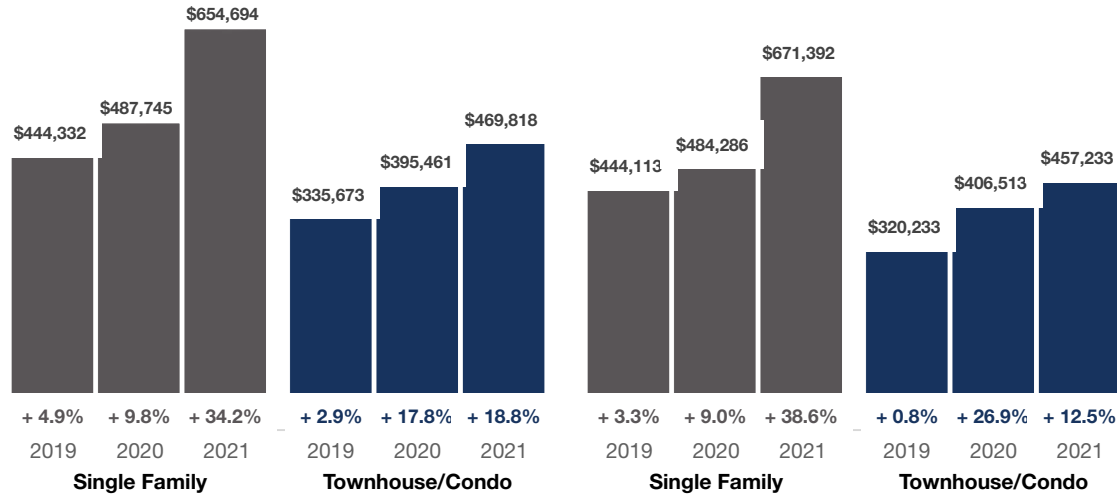


Average Sales Price

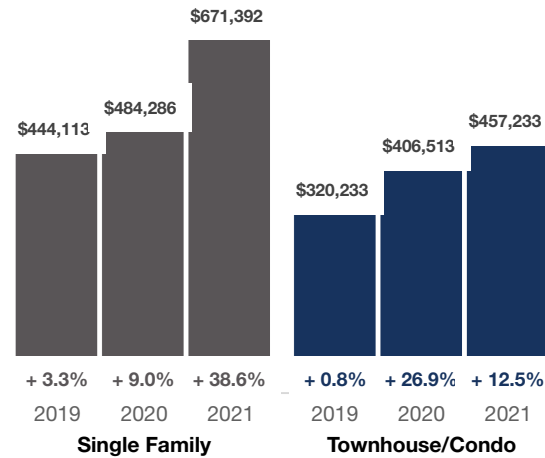
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



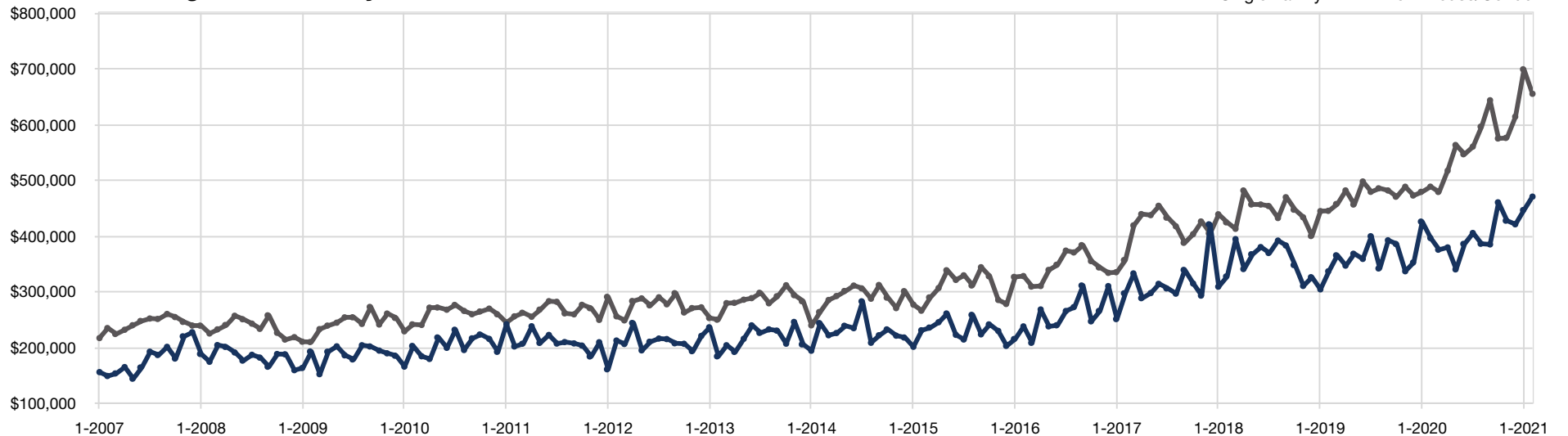
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	\$478,281	+ 4.8%	\$374,483	+ 2.8%
Apr-2020	\$516,525	+ 7.4%	\$378,540	+ 9.4%
May-2020	\$562,595	+ 23.5%	\$339,130	- 7.6%
Jun-2020	\$546,048	+ 9.9%	\$384,875	+ 7.5%
Jul-2020	\$559,701	+ 17.0%	\$404,487	+ 1.5%
Aug-2020	\$595,590	+ 22.9%	\$385,142	+ 13.0%
Sep-2020	\$643,000	+ 33.7%	\$384,013	- 1.9%
Oct-2020	\$574,362	+ 22.3%	\$459,556	+ 19.4%
Nov-2020	\$575,371	+ 18.0%	\$426,669	+ 27.1%
Dec-2020	\$613,542	+ 30.0%	\$420,147	+ 19.5%
Jan-2021	\$698,717	+ 46.1%	\$445,696	+ 4.9%
Feb-2021	\$654,694	+ 34.2%	\$469,818	+ 18.8%
12-Month Avg*	\$584,492	+ 22.4%	\$404,882	+ 9.6%

* Avg. Sales Price for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Average Sales Price by Month

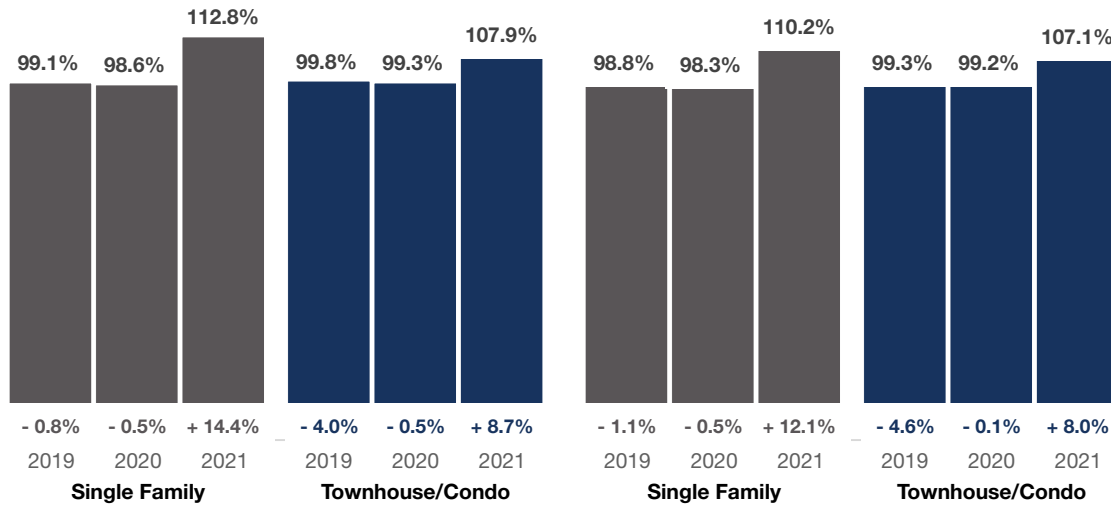


Percent of List Price Received

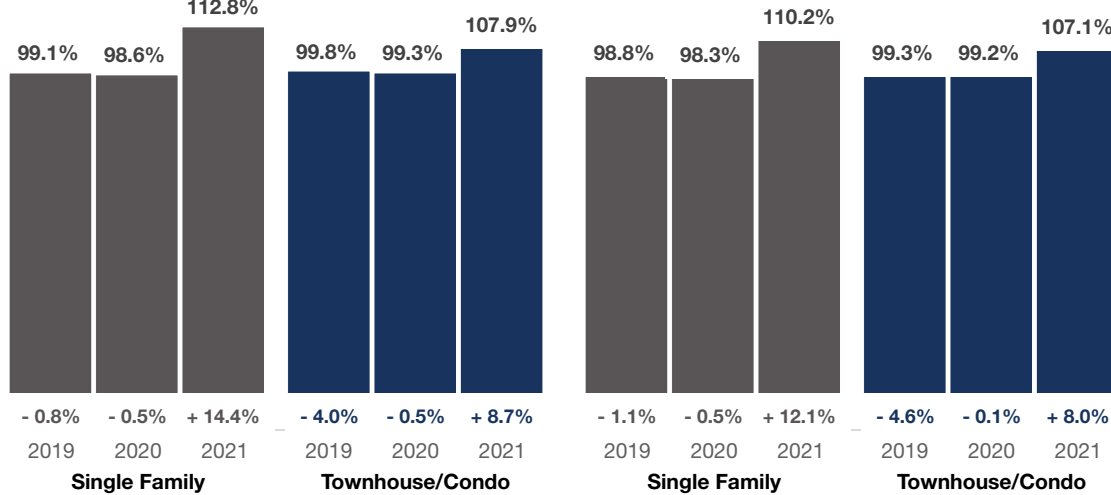
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February



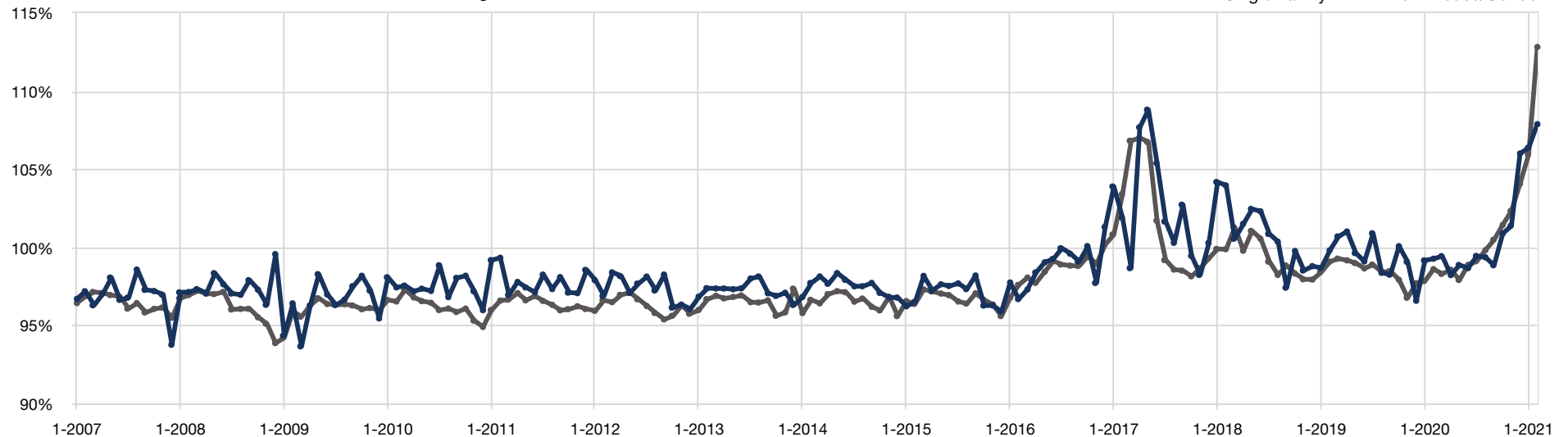
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	98.3%	- 1.0%	99.4%	- 1.3%
Apr-2020	98.6%	- 0.6%	98.2%	- 2.8%
May-2020	97.9%	- 1.1%	98.9%	- 0.7%
Jun-2020	98.9%	+ 0.3%	98.7%	- 0.4%
Jul-2020	99.1%	+ 0.2%	99.4%	- 1.5%
Aug-2020	99.8%	+ 1.4%	99.4%	+ 1.0%
Sep-2020	100.5%	+ 2.0%	98.8%	+ 0.6%
Oct-2020	101.4%	+ 3.6%	100.9%	+ 0.8%
Nov-2020	102.3%	+ 5.7%	101.4%	+ 2.3%
Dec-2020	104.1%	+ 6.6%	106.0%	+ 9.7%
Jan-2021	105.9%	+ 8.3%	106.4%	+ 7.3%
Feb-2021	112.8%	+ 14.4%	107.9%	+ 8.7%
12-Month Avg*	101.2%	+ 2.8%	100.8%	+ 1.5%

* Pct. of List Price Received for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



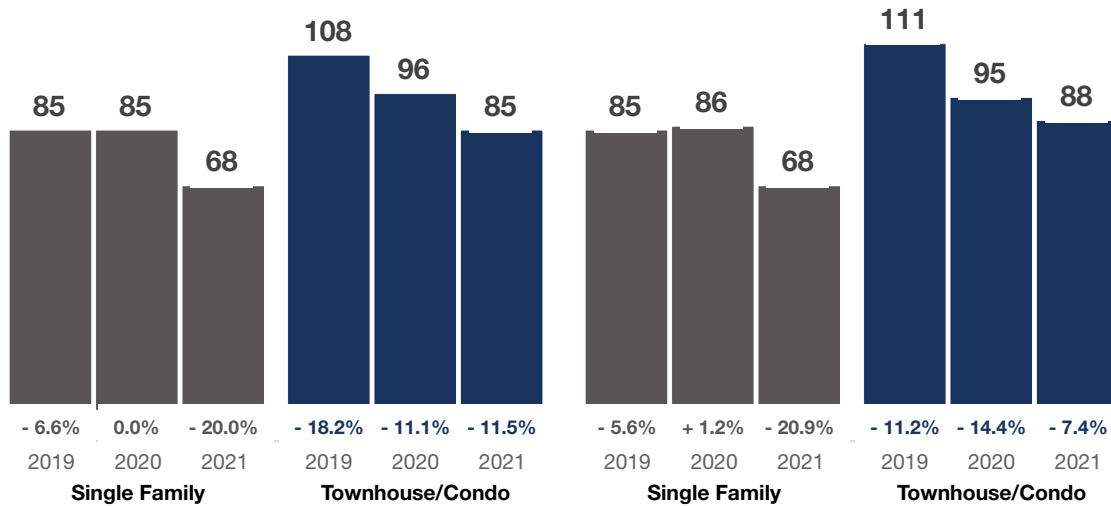
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



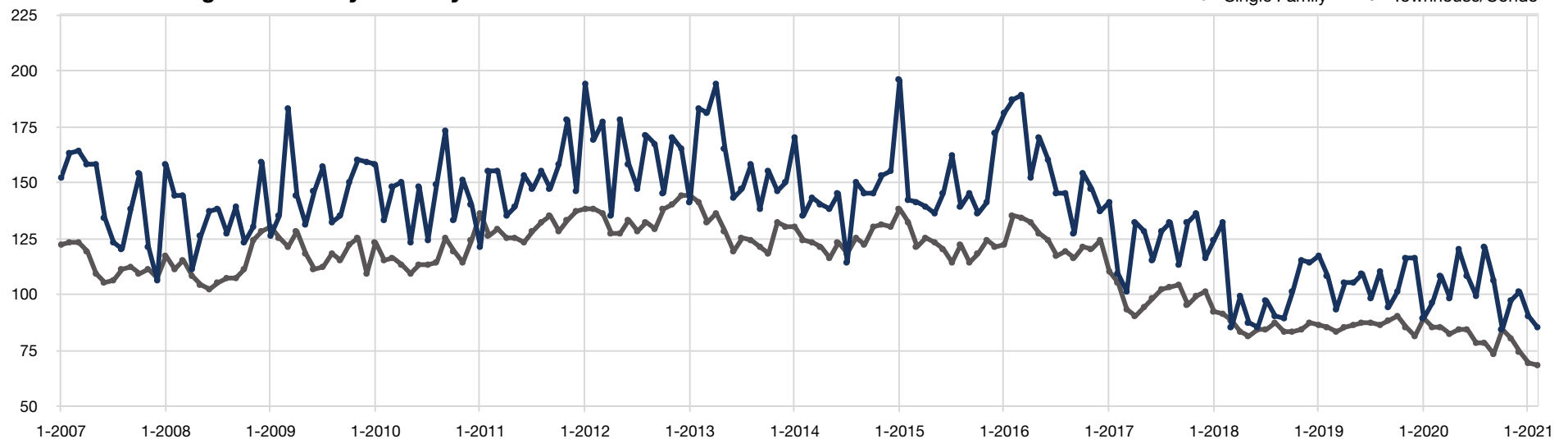
February

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	85	+ 2.4%	108	+ 16.1%
Apr-2020	82	- 3.5%	98	- 6.7%
May-2020	84	- 2.3%	120	+ 14.3%
Jun-2020	84	- 3.4%	108	- 0.9%
Jul-2020	78	- 10.3%	99	+ 1.0%
Aug-2020	78	- 9.3%	121	+ 10.0%
Sep-2020	73	- 17.0%	106	+ 12.8%
Oct-2020	84	- 6.7%	84	- 16.8%
Nov-2020	80	- 5.9%	97	- 16.4%
Dec-2020	74	- 8.6%	101	- 12.9%
Jan-2021	69	- 22.5%	90	+ 1.1%
Feb-2021	68	- 20.0%	85	- 11.5%
12-Month Avg	78	- 9.3%	101	- 1.9%

Historical Housing Affordability Index by Month

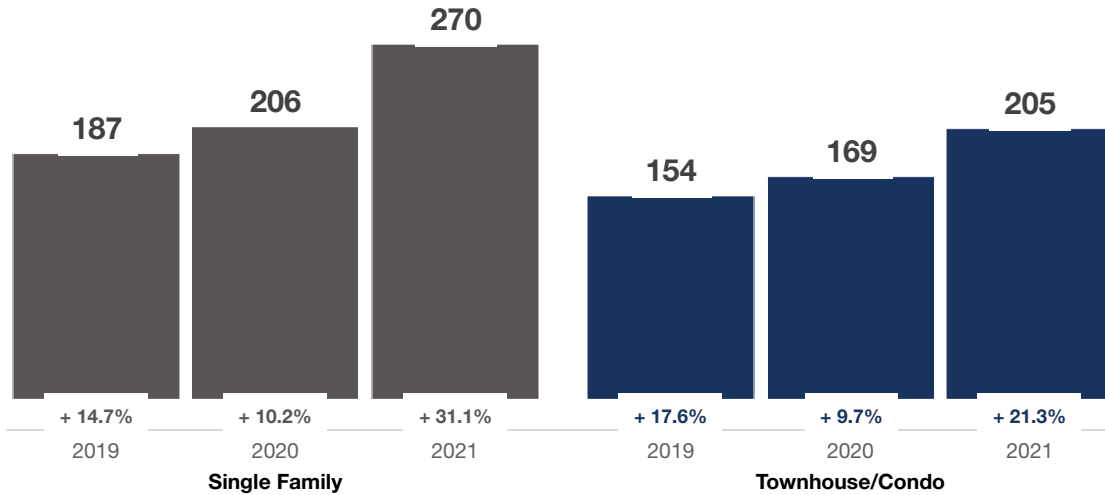


ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.



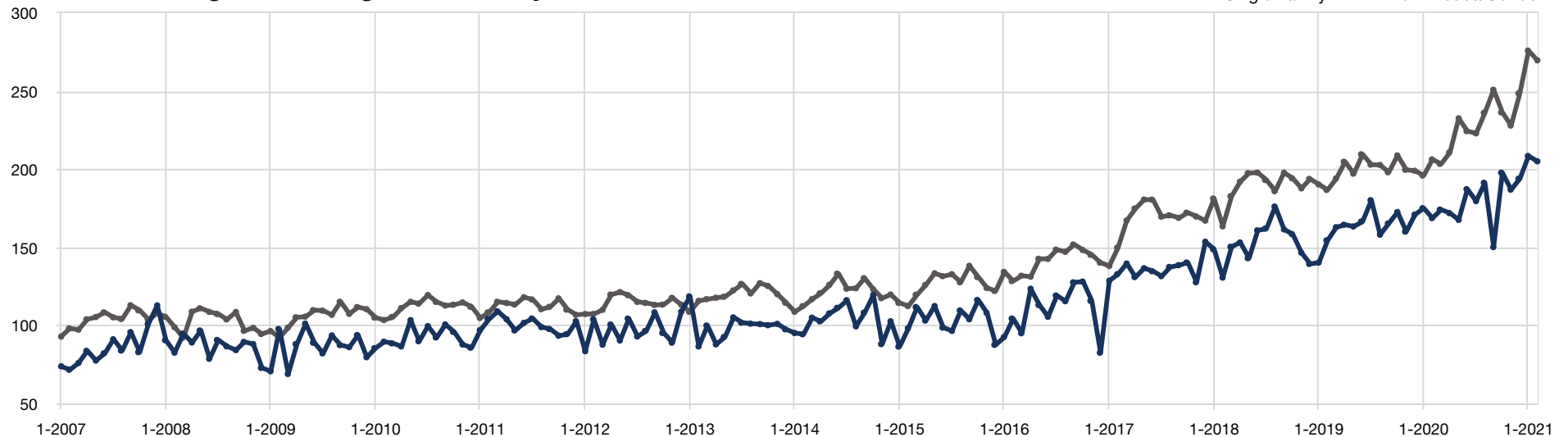
February



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	203	+ 4.6%	174	+ 6.7%
Apr-2020	211	+ 2.9%	172	+ 4.9%
May-2020	233	+ 18.3%	167	+ 2.5%
Jun-2020	224	+ 7.2%	187	+ 12.7%
Jul-2020	223	+ 9.9%	180	0.0%
Aug-2020	236	+ 16.3%	191	+ 20.9%
Sep-2020	251	+ 26.8%	150	- 9.1%
Oct-2020	236	+ 12.9%	198	+ 15.1%
Nov-2020	228	+ 14.0%	187	+ 16.9%
Dec-2020	249	+ 25.1%	194	+ 13.5%
Jan-2021	276	+ 40.8%	208	+ 18.9%
Feb-2021	270	+ 31.1%	205	+ 21.3%
12-Month Avg*	—	—	—	—

* Housing Value Index for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

Historical ShowingTime Housing Value Index by Month

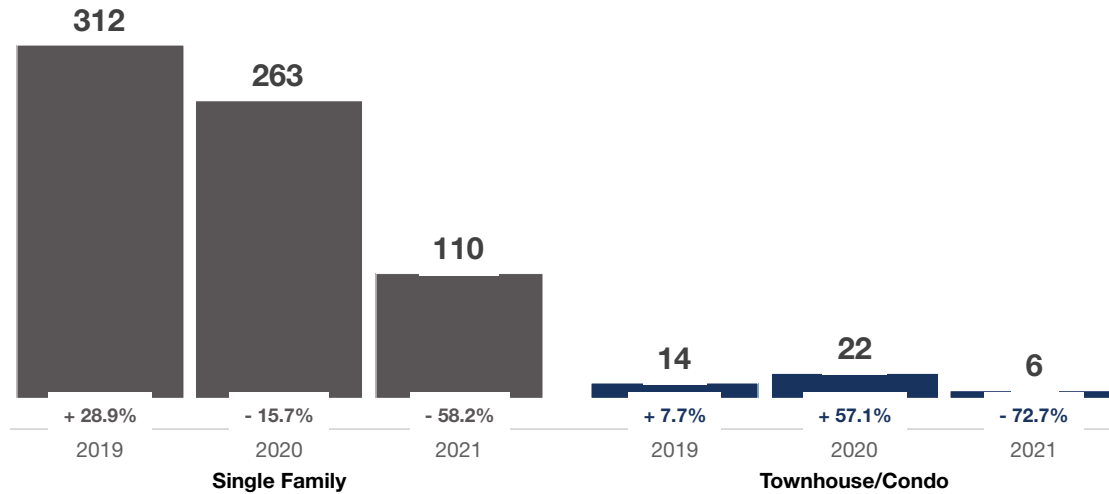


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

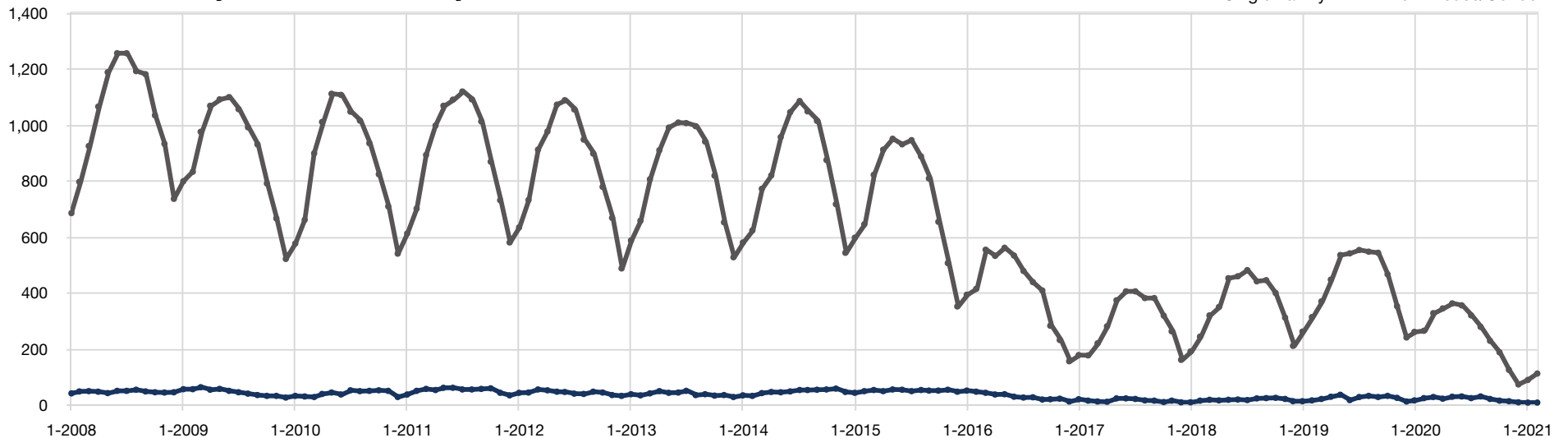


February



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	326	- 11.4%	26	+ 36.8%
Apr-2020	343	- 23.1%	20	- 25.9%
May-2020	361	- 32.4%	27	- 20.6%
Jun-2020	354	- 34.4%	28	+ 86.7%
Jul-2020	318	- 42.4%	22	- 15.4%
Aug-2020	277	- 49.3%	28	- 6.7%
Sep-2020	227	- 58.1%	19	- 26.9%
Oct-2020	186	- 60.0%	13	- 56.7%
Nov-2020	123	- 65.0%	11	- 52.2%
Dec-2020	71	- 70.3%	7	- 30.0%
Jan-2021	87	- 66.4%	6	- 57.1%
Feb-2021	110	- 58.2%	6	- 72.7%
12-Month Avg	232	- 45.4%	18	- 21.7%

Historical Inventory of Homes for Sale by Month

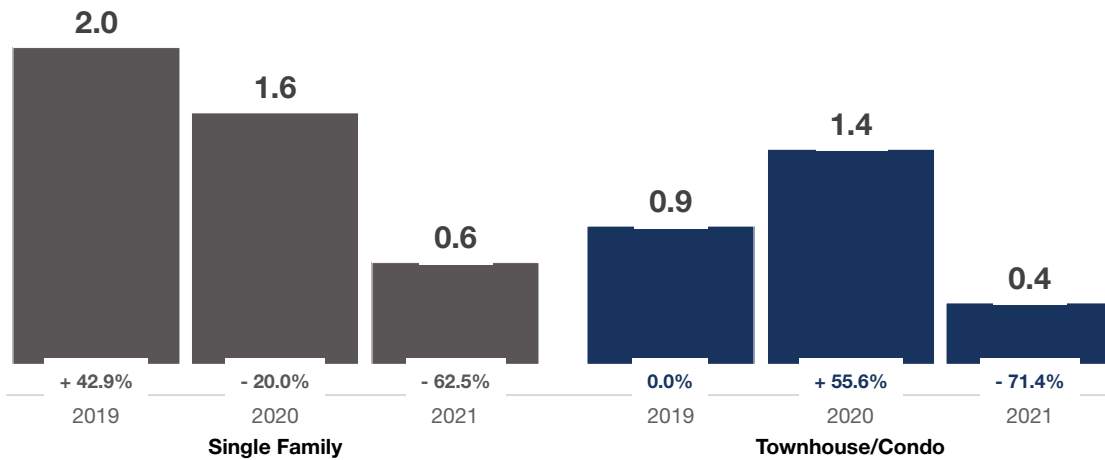


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



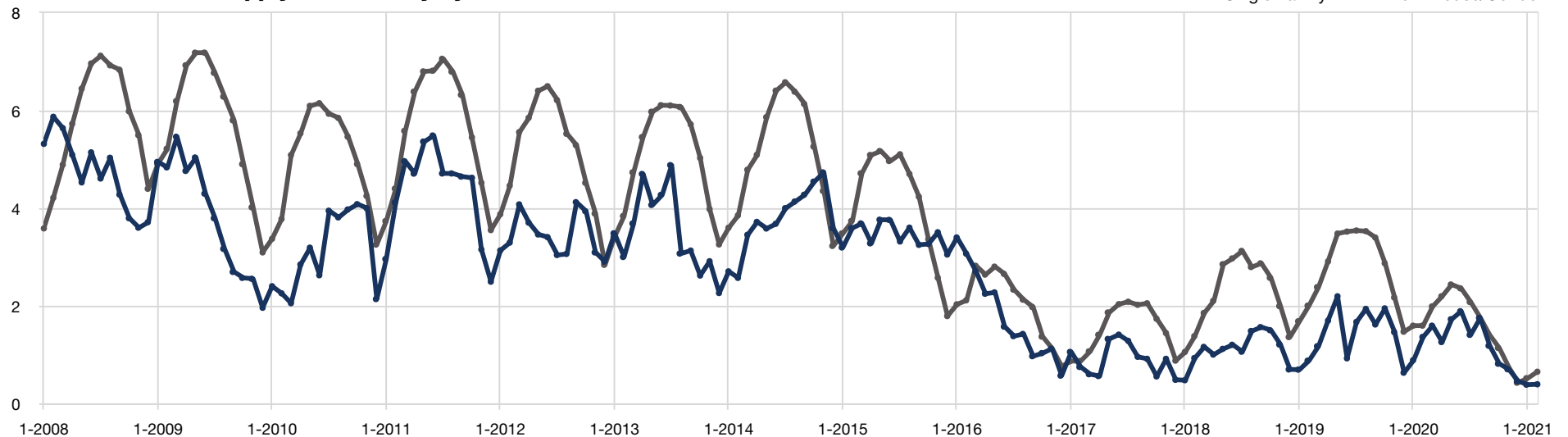
February



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Mar-2020	2.0	- 16.7%	1.6	+ 33.3%
Apr-2020	2.2	- 24.1%	1.3	- 23.5%
May-2020	2.4	- 31.4%	1.7	- 22.7%
Jun-2020	2.4	- 31.4%	1.9	+ 111.1%
Jul-2020	2.1	- 40.0%	1.4	- 17.6%
Aug-2020	1.8	- 48.6%	1.8	- 5.3%
Sep-2020	1.4	- 58.8%	1.2	- 25.0%
Oct-2020	1.1	- 62.1%	0.8	- 57.9%
Nov-2020	0.7	- 68.2%	0.7	- 53.3%
Dec-2020	0.4	- 73.3%	0.5	- 16.7%
Jan-2021	0.5	- 68.8%	0.4	- 55.6%
Feb-2021	0.6	- 62.5%	0.4	- 71.4%
12-Month Avg*	1.5	- 45.5%	1.1	- 22.6%

* Months Supply for all properties from March 2020 through February 2021. This is not the average of the individual figures above.

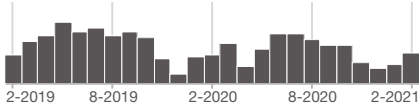
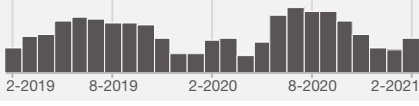
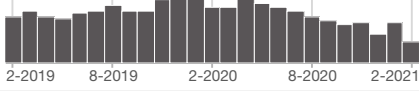
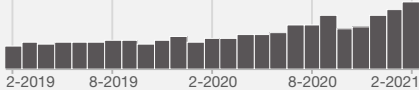
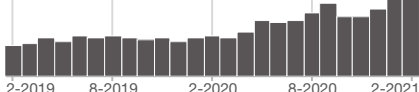
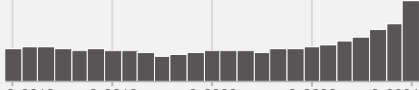
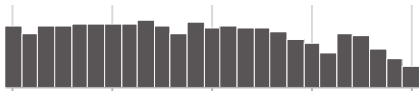
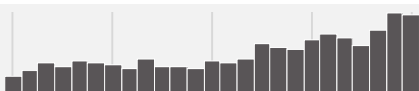
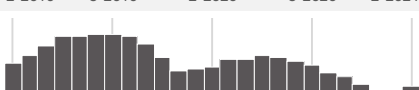
Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	2-2020	2-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		193	200	+ 3.6%	366	330	- 9.8%
Sales		146	155	+ 6.2%	232	255	+ 9.9%
Days on Market Until Sale		37	14	- 62.2%	41	19	- 53.7%
Median Sales Price		\$440,017	\$595,000	+ 35.2%	\$439,000	\$580,000	+ 32.1%
Average Sales Price		\$478,263	\$641,574	+ 34.1%	\$476,241	\$652,076	+ 36.9%
Percent of List Price Received		98.7%	112.5%	+ 14.0%	98.4%	109.9%	+ 11.7%
Housing Affordability Index		86	69	- 19.8%	87	71	- 18.4%
Housing Value Index		202	264	+ 30.7%	—	—	—
Inventory of Homes for Sale		285	116	- 59.3%	—	—	—
Months Supply of Inventory		1.6	0.6	- 62.5%	—	—	—