

**THE BLUE MOUNTAINS REAL ESTATE
MARKET REPORT: 2ND QUARTER 2017**



**We're Proud And Grateful To Have Recently Been Chosen As
ROYAL LEPAGE'S 2016 BROKERAGE OF THE YEAR For Ontario**



THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT: 2ND QUARTER 2017

Overview: Record Quarterly And Year-To-Date Sales, Big Average Price Gain

- All-time record quarterly volume of **\$74,165,865**, up **21%** from Q4-2016's prior mark and up **44%** from Q2-2016. Units of **120** are up **3%** from a year ago on **13%** fewer new listings.
- Record YTD volume of **\$134,167,319** and units of **219** are up **45%** and **16%** respectively from 2016's records. The average sales price of **\$612,636** is up **25%** from one year ago, while the average days-on-market of **69** is down **nearly 1 month**.
- The intense multiple offer sales activity seen from February-May has slowed greatly.

Table 1: The Blue Mts. MLS® Sales And Listing Summary – January-June, 2015 vs 2016 vs 2017

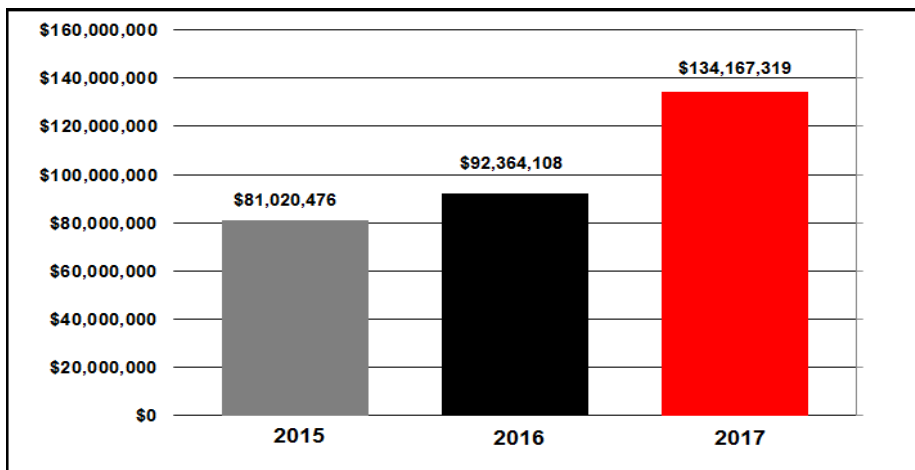
	2015	2016	2017	2016-2017
Year-To-Date (YTD) Volume Sales	\$81,020,476	\$92,364,108	\$134,167,319	+45%
YTD Unit Sales	156	189	219	+16%
YTD New Listings	391	347	320	-8%
YTD Expired Listings	140	98	61	-38%
YTD Sales/Listings Ratio	40%	54%	68%	+14%
2 nd Quarter (Q2) Volume Sales	\$42,463,850	\$51,261,958	\$74,165,865	+44%
Q2 Unit Sales	80	116	120	+3%
Q2 New Listings	234	205	178	-13%
Q2 Expired Listings	64	58	36	-38%
Q2 Sales/Listings Ratio	34%	57%	67%	+10%
YTD Sales: \$100K – \$299K	52	61	50	-18%
YTD Sales: \$300K - \$499K	47	61	61	-
YTD Sales: \$500K - \$799K	29	43	58	+35%
YTD Sales: \$800K - \$999K	14	12	18	+50%
YTD Sales: \$1M - \$1.999M	11	9	29	+222%
YTD Sales: \$2M +	3	3	3	-
Average Days-On-Market	104	98	69	-30%
Average Sale Price	\$519,362	\$488,699	\$612,636	+25%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

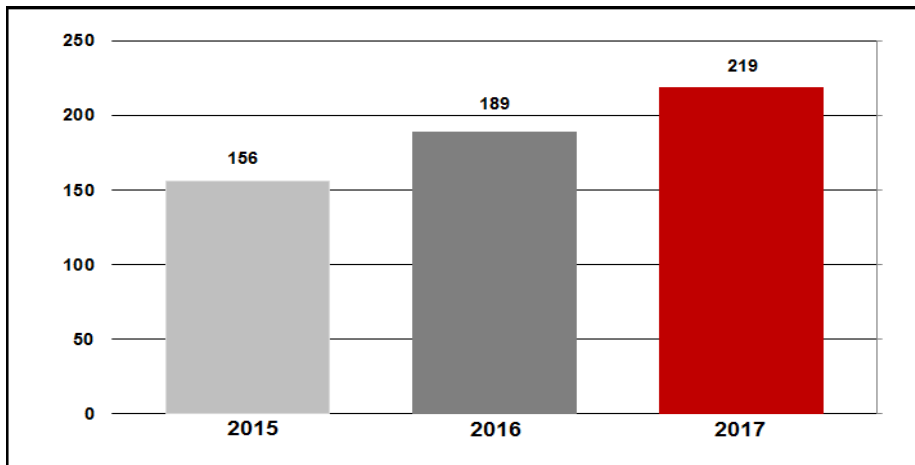


- 2017's record dollar and unit sales, big average price jump, shorter sale times and fewer listings all indicate that **demand for listings greatly exceeds the supply**. As we've noted for over a year, agents say that sales would be even higher if there were more listings.

Graph 1: The Blue Mts. MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Volume)

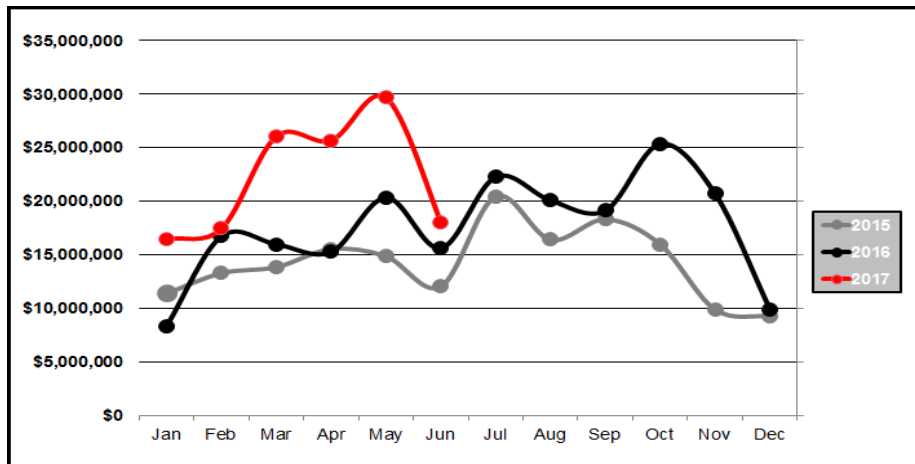


Graph 2: The Blue Mts. MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Units)

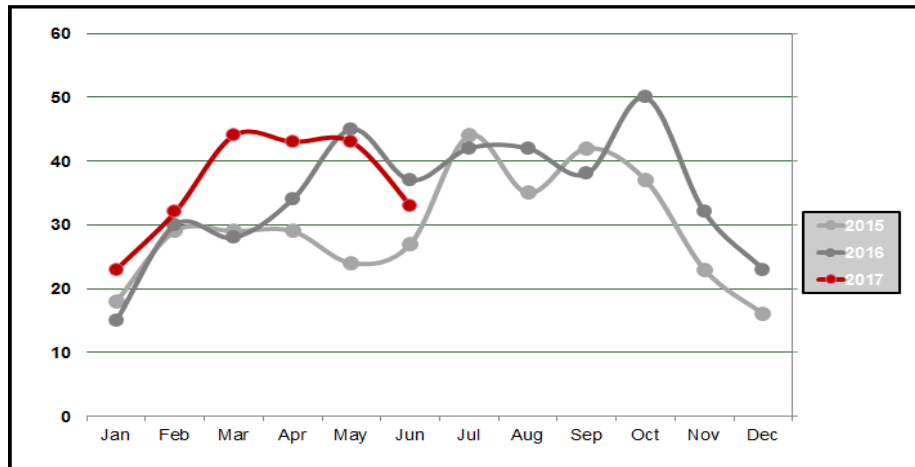


- As **Graph 3** shows, Q2-2017's record volume was mainly due to big April and May sales. On the units side, **Graph 4** shows that while April 2017's record sales were way up from 2016's previous record, May and June were both down slightly from last year's records.

Graph 3: The Blue Mts. Monthly MLS® Sales –2015 vs 2016 vs 2017 (Volume)

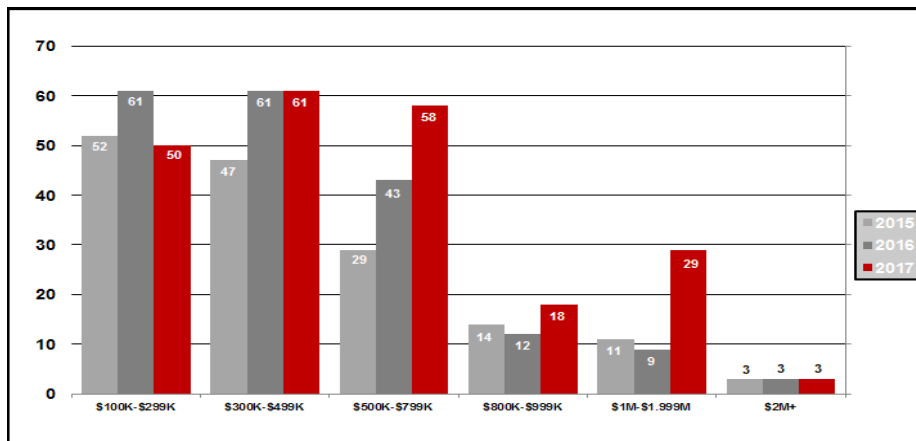


Graph 4: The Blue Mts. Monthly MLS® Sales – 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, 2017 units are down **18%** from 2016 in the under \$300K range and even in the \$300K-\$599K range. In the \$500K-\$799K, \$800K-\$999K and \$1M-\$1.999M ranges units are up **35%**, **50%** and **222%** respectively due to rising demand and prices.

Graph 5: The Blue Mts. MLS® Sales By Price – January-June, 2015 vs 2016 vs 2017 (Units)



Sales By Property Type

As **Graphs 6** and **7** show, 2017 sales indicate that **demand for listings exceeds supply**, greatly so for single-family homes and also vacant land where a supply of new listings was bought up.

Single-Family Homes:

- 2017 volume of **\$106,789,723** is up **66%** from 2016, units of **129** are up **30%**. Average sale price of **\$822,040** is up **27%** while average days-on-market of **70** is down **7** days.

Condominiums:

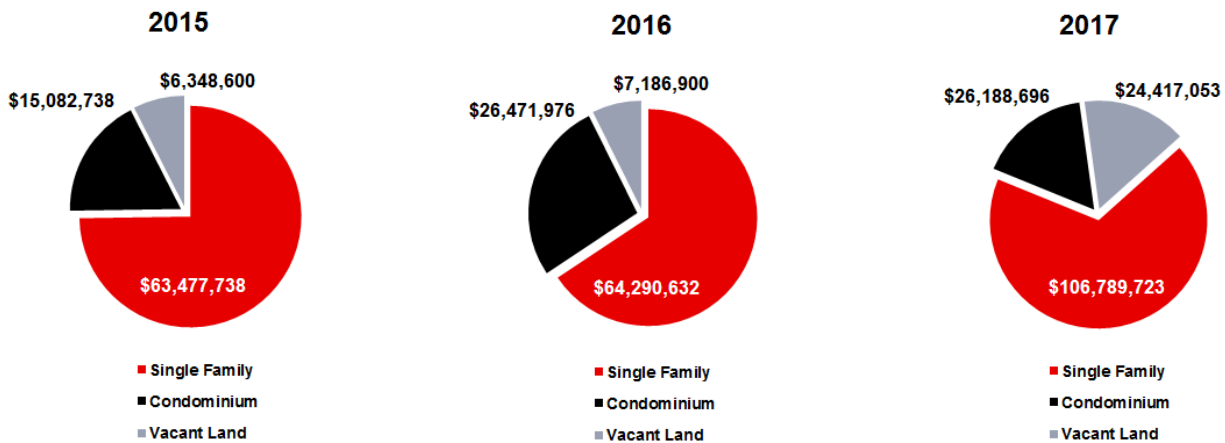
- 2017 volume of **\$26,188,696** and units of **86** are both down **1%** from 2016. Average sale price of **\$304,520** is up **.1%** while average days-on-market of **71** is down **37** days.

Vacant Land:

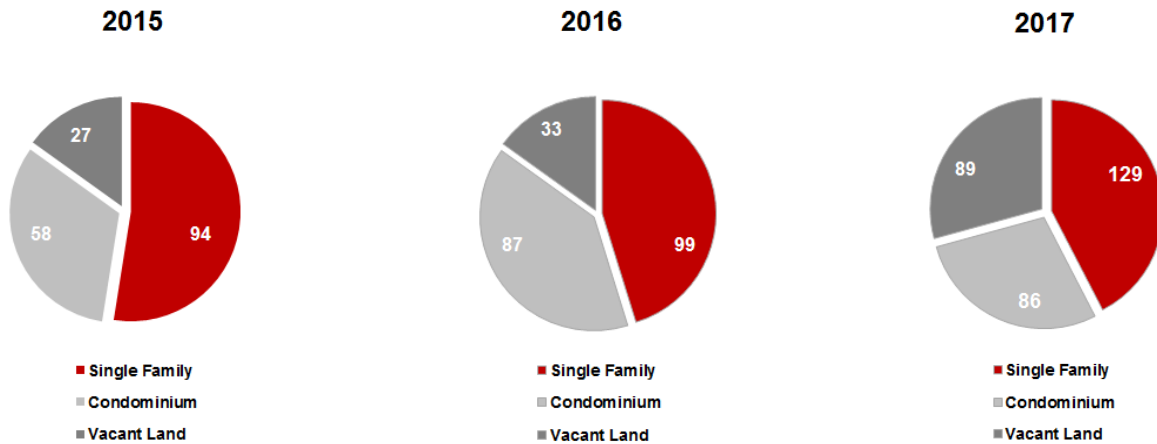
- 2017 volume of **\$24,417,053** is up **240%** from 2016, units of **89** are up **170%**. Average sale price of **\$274,349** is up **26%** while average days-on-market of **324** is down **60** days.



Graph 6: The Blue Mts. MLS® Sales By Type – January-June, 2015 vs 2016 vs 2017 (Dollars)



Graph 7: The Blue Mts. MLS® Sales By Type – January-June, 2015 vs 2016 vs 2017 (Units)



As to whether The Blue Mountains' record sales will continue throughout 2017, time will tell. Please stay tuned as we provide **Market Reports** to help you make **better-informed decisions**.



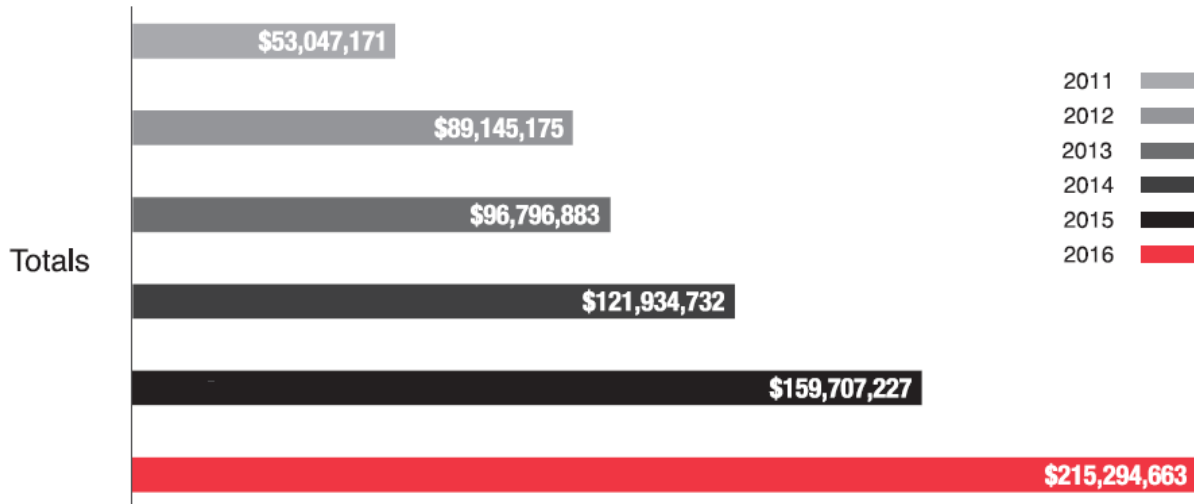
Royal LePage Locations North In 2016

2016 was **yet another record-breaking year** for Royal LePage Locations North. We:

- **Broke our own Georgian Triangle record** for annual MLS sales (set in 2015) with **\$215,294,663** – up **35%** from 2015 and **more than quadrupling** our 2011 sales!
- **Sold 61% more real estate** than our nearest competitor.
- **Were #1 in** Collingwood, The Blue Mountains and Meaford. And we've already jumped to **#2 in Clearview** and **#3 in Wasaga Beach** after opening offices there in mid to late 2015.

Also, as of June 30th our sales are up 45% over 2016 and 97% more than our nearest competitor!

Locations North Sales Volume, 2011 - 2016



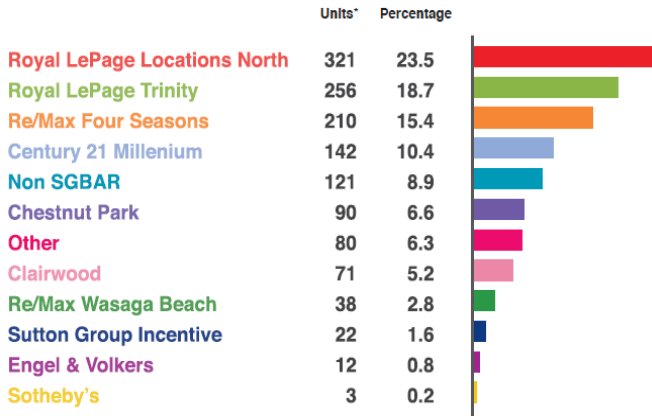
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



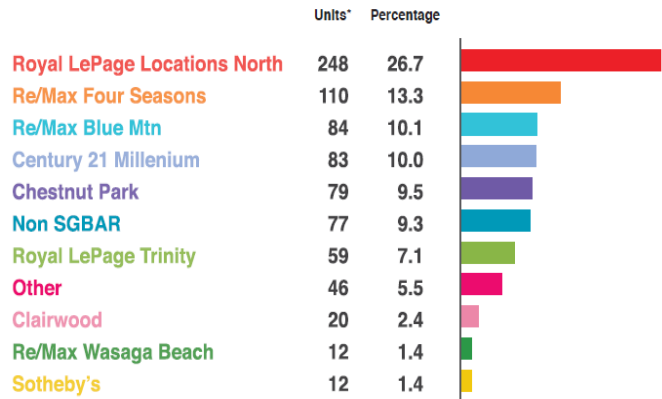
LOCATIONS NORTH

BROKERAGE

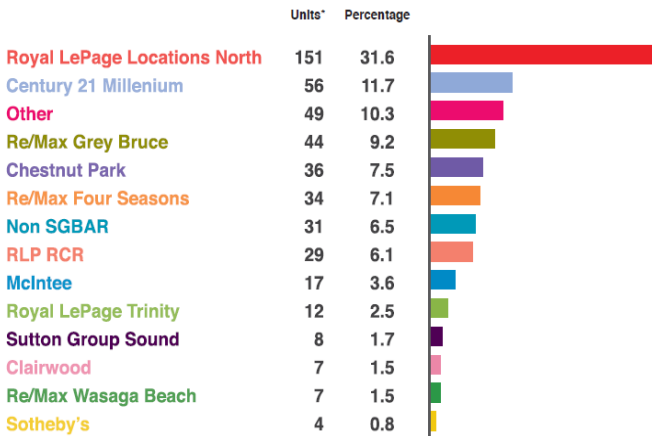
Collingwood Unit Sales, 2016



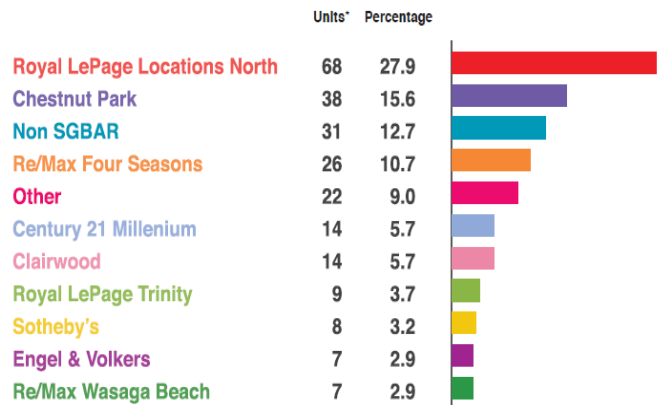
The Blue Mountains Unit Sales, 2016



Meaford Unit Sales, 2016



Georgian Triangle Luxury Homes \$800,000+ Unit Sales, 2016



* – 'Units' refers to the combined number of Listing and Selling Sides



We Give YOU Options

At Locations North, we do everything we can to put **YOU** first – **and that includes respecting your privacy by enabling you to choose your level of engagement.** If we can ever be of help with your real estate needs, please let us know.

Collingwood Office

330 First St.,
Collingwood ON
705-445-5520

Town Of Blue Mountains Office

27 Arthur St.,
Thornbury ON
519-599-2136

Meaford Office

96 Sykes St.
Meaford, ON
519-538-5755

Wasaga Beach Office

1288 Mosley St., Unit 7
Wasaga Beach, ON
705-617-9969

Clearview Office

143 Mill St.
Creemore, ON
705-881-9005

