

## CLEARVIEW REAL ESTATE MARKET REPORT: FIRST QUARTER 2017



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### Overview: Record Dollar Sales, Big Price Jump, On Far Fewer Listings

- Thanks to strong February and March markets, record dollar sales of **\$27,560,000** were up **22%** from Q1-2016's record, while unit sales of **48** were down **4%** from last year.
- New listings of **50** were down **39%** from one year ago while expired listings of **16** were down **24%**. This generated a super-high **96%** sales/listings ratio, up **35%** from Q1-2016.
- The area saw a huge **27%** jump in the average sale price to **\$574,167**, while the average days-on-market increased **1 week** to **70 days**. The higher prices were partly due to multiple offer and overprice offer situations.

Table 1: Clearview MLS® Sales And Listing Summary – First Quarter, 2015 vs 2016 vs 2017

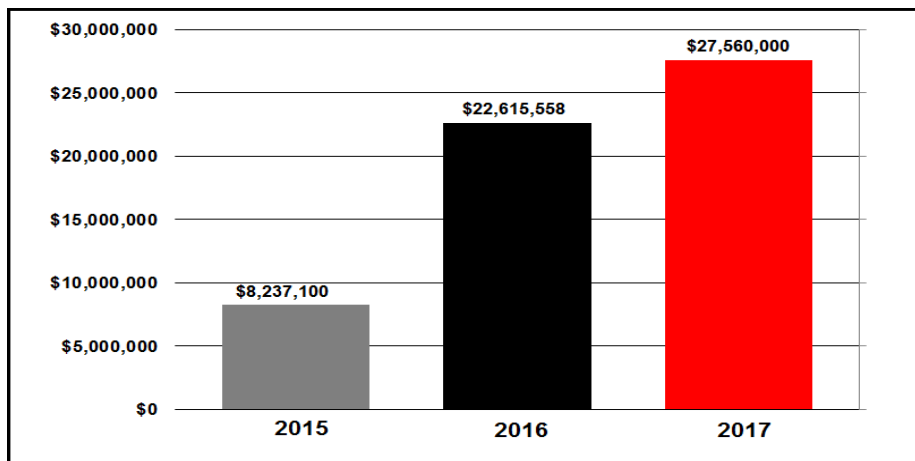
	2015	2016	2017	2016-2017
Volume Sales	\$8,237,100	\$22,615,558	\$27,560,000	<b>+22%</b>
Unit Sales	25	50	48	<b>-4%</b>
New Listings	70	82	50	<b>-39%</b>
Sales/Listings Ratio	36%	61%	96%	<b>+35%</b>
Expired Listings	29	21	16	<b>-24%</b>
Sales: \$100K – \$299K	14	22	6	<b>-73%</b>
Sales: \$300K - \$499K	9	17	22	<b>+29%</b>
Sales: \$500K - \$799K	2	6	11	<b>+83%</b>
Sales: \$800K - \$999K	0	2	4	<b>+100%</b>
Sales: \$1M - \$1.999M	0	2	5	<b>+150%</b>
Sales: \$2M +	0	1	0	<b>-100%</b>
Average Days-On-Market	73	63	70	<b>+11%</b>
Average Sale Price	\$329,484	\$452,311	\$574,167	<b>+27%</b>



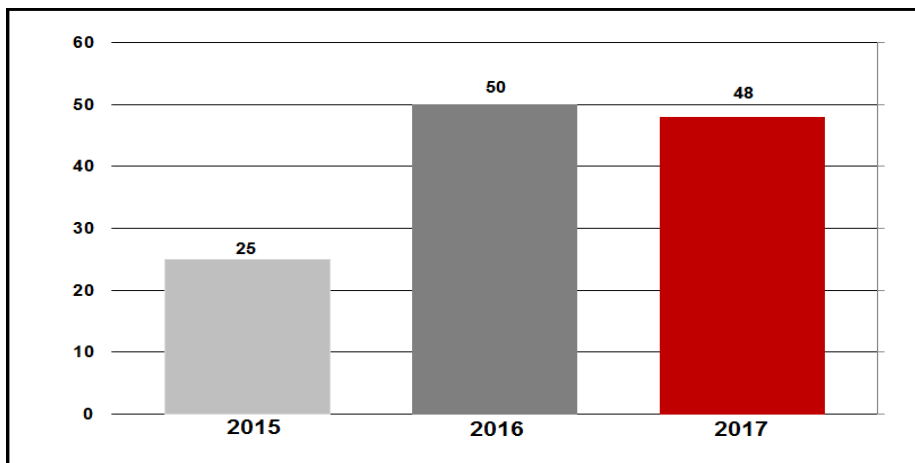
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

- The record sales, high sales/listing ratio, drop in new listings and expireds, and the big average price jump all indicate that the **demand for listings greatly exceeds the supply**. In fact, agents say that **sales would've been even higher if there had been more listings**.

Graph 1: Clearview MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Volume)

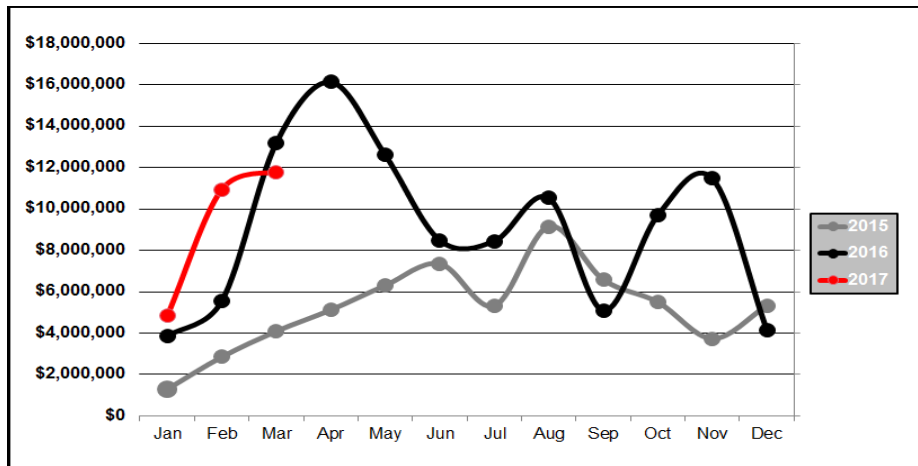


Graph 2: Clearview MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Units)

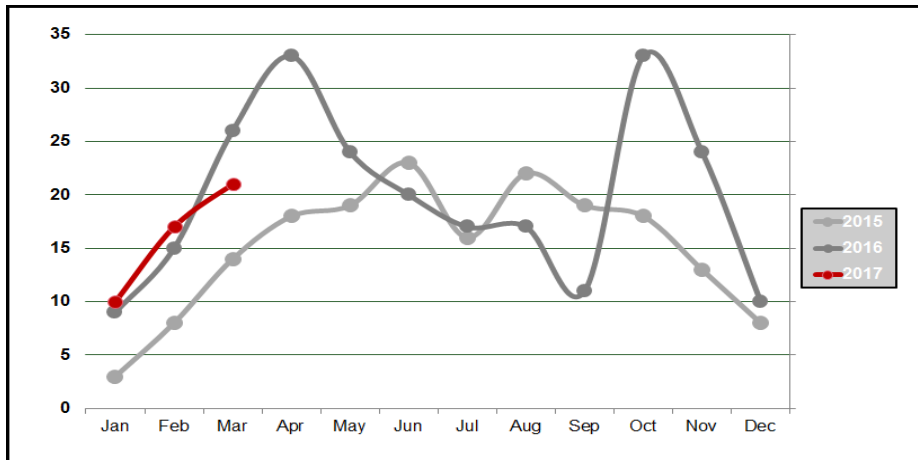


- As **Graph 3** shows, Q1-2017's record dollar sales were mainly due to a February spike, up **97%** from last February's record. On the units side, **Graph 4** shows that this year has seen three strong months, although March didn't reach last year's big record numbers.

**Graph 3: Clearview Monthly MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Volume)**

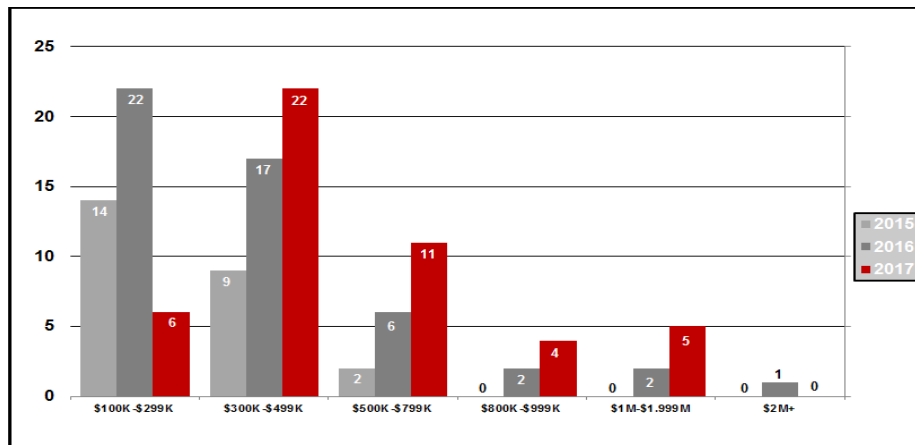


**Graph 4: Clearview Monthly MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Units)**



- As **Graph 5** shows, except for the \$100K-\$299K range (down **73%** from Q1-2016) and \$2M+ range (no sales), Q1-2017 sales were up **56%** overall in the other ranges and up **100%** in the \$500K-\$1.999M range – all reflecting the **27%** average sale price increase.

**Graph 5: Clearview MLS® Sales By Price – First Quarter, 2015 vs 2016 vs 2017 (Units)**



## Sales By Property Type

As **Graphs 6** and **7** show, 2017 sales indicate **demand for listings exceeds supply**. That said, it is difficult to generalize about condos (too few sales) and vacant land (so many variables).

### Single-Family Homes:

- Q1-2017 dollar sales of **\$27,091,000** up **25%** from Q1-2016; unit sales of **46** were even. Average sale price of **\$588,935** up **25%**; average days-on-market of **73** up **12** days.

### Condominiums:

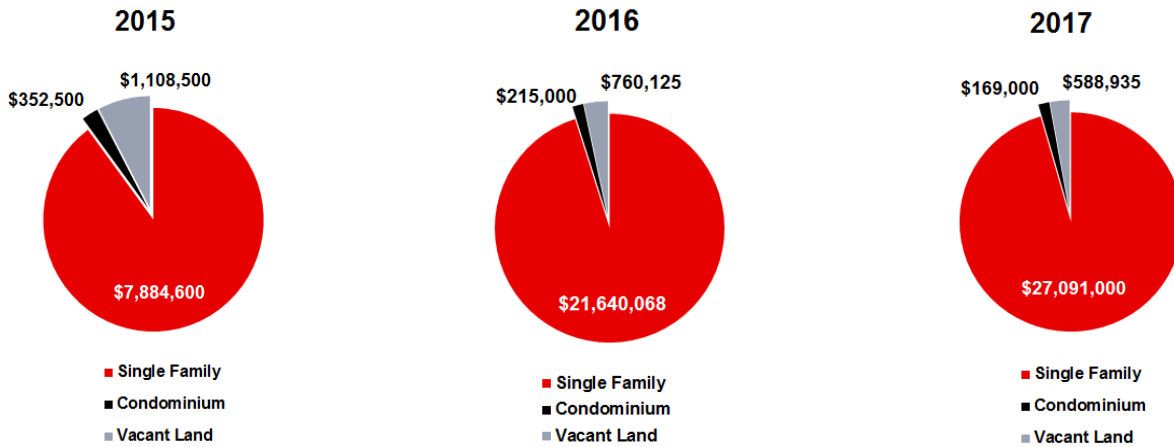
- Q1-2017 dollar sales of **\$169,000** down **21%** from Q1-2016; unit sales of **1** were even. Average days-on-market of **16** down **74** days.

### Vacant Land:

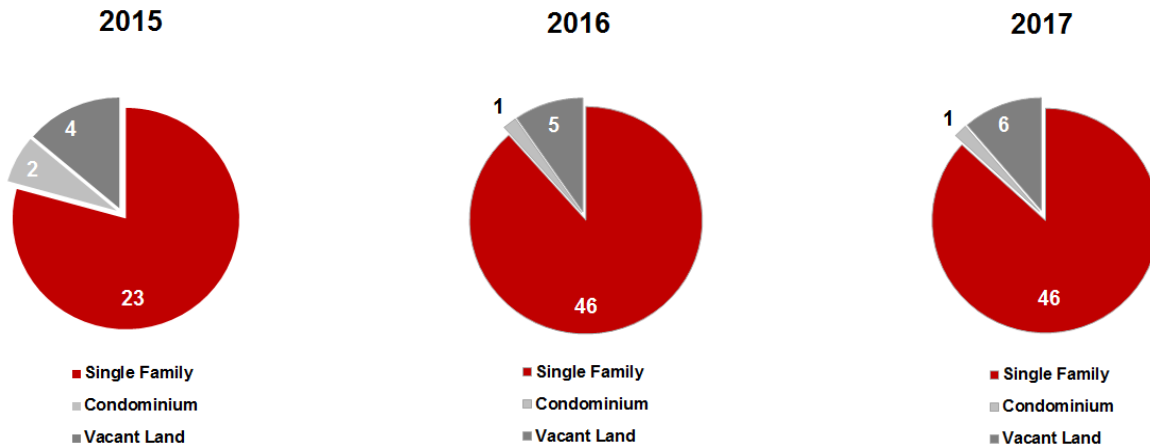
- Q1-2017 dollar sales of **\$588,935** down **23%** from Q1-2016; unit sales of **6** up **20%**. Average sale price of **\$141,963** down **7%**; average days-on-market of **155** up **8** days.



Graph 6: Clearview MLS® Sales By Type – First Quarter, 2015 vs 2016 vs 2017 (Dollars)



Graph 7: Clearview MLS® Sales By Type – First Quarter, 2015 vs 2016 vs 2017 (Units)



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



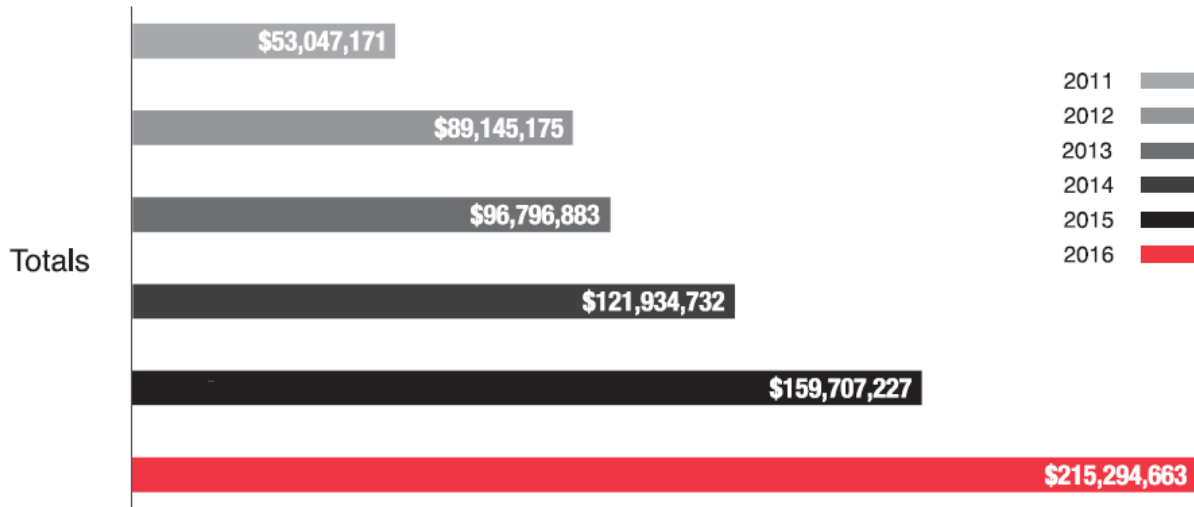
## Royal LePage Locations North In 2016

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 March 31<sup>st</sup> our sales are up 44% over 2016 and 87% more than our nearest competitor!**

Locations North Sales Volume, 2011 - 2016



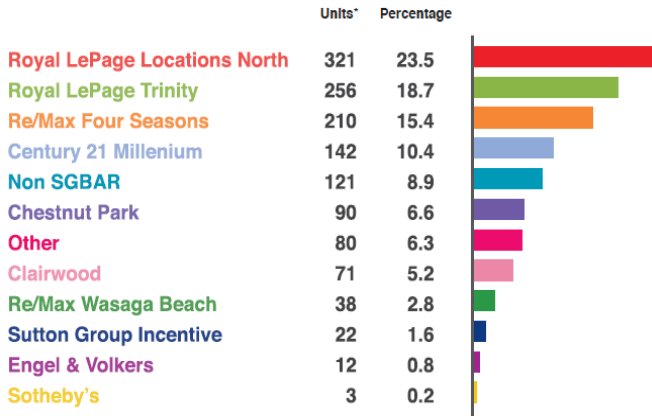
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



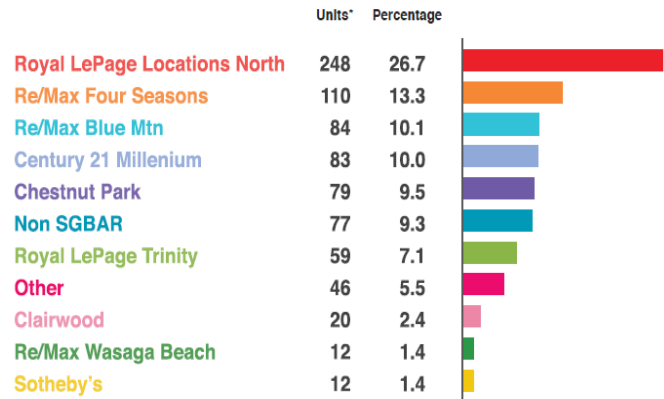
# LOCATIONS NORTH

BROKERAGE

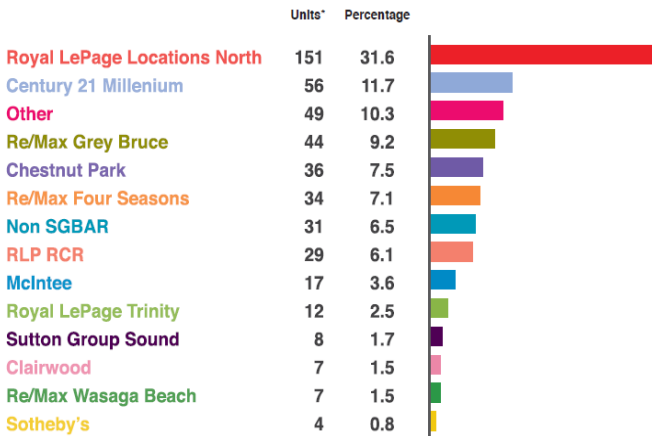
## Collingwood Unit Sales, 2016



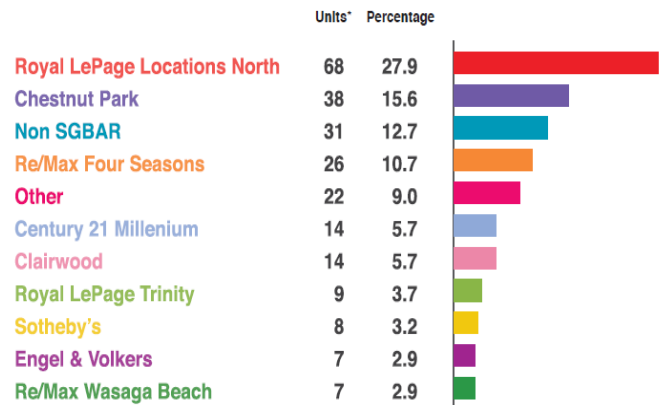
## The Blue Mountains Unit Sales, 2016



## 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.**

[Please check out our video to see how we do it.](#)

### **Collingwood Office**

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

### **The 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

