

**CLEARVIEW 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**



CLEARVIEW REAL ESTATE MARKET REPORT: 2ND QUARTER 2017

Overview: Record Year-To-Date Volume, Fewer Listings, Big Average Price Gain

- Quarterly volume of **\$35,908,000**, second-best ever, down **4%** from Q2-2016's record. Units of **62**, third-best ever, were down **19%** from a year ago on **10%** fewer new listings.
- Record YTD volume of **\$63,468,000** is up **5%** from 2016's prior high, with units of **110** down **14%** from last year, but with **24%** fewer new listings on the market this year.
- The average sale price of **\$576,982** is up **23%** from one year ago, with the average days-on-market of **51** down **nearly 3 weeks**.

Table 1: Clearview MLS® Sales And Listing Summary – January-June, 2015 vs 2016 vs 2017

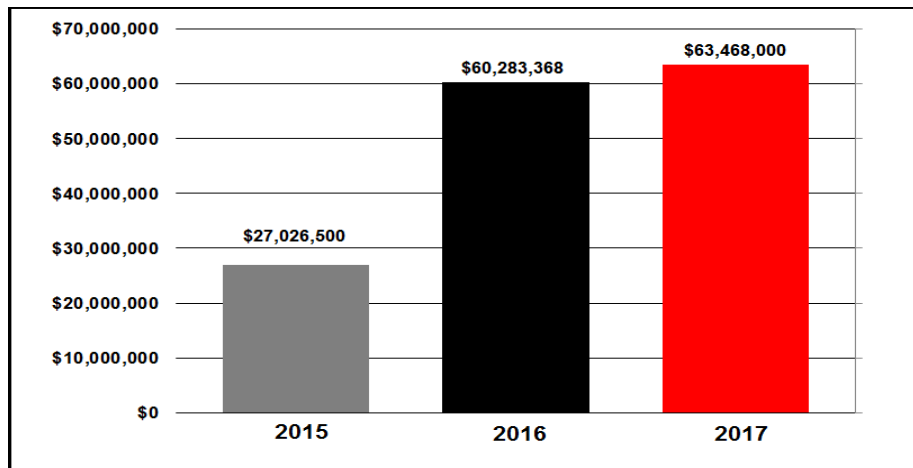
	2015	2016	2017	2016-2017
Year-To-Date (YTD) Volume Sales	\$27,026,500	\$60,283,368	\$63,468,000	+5%
YTD Unit Sales	85	128	110	-14%
YTD New Listings	182	191	146	-24%
YTD Expired Listings	46	38	26	-32%
YTD Sales/Listings Ratio	47%	66%	75%	+9%
2 nd Quarter (Q2) Volume Sales	\$18,789,400	\$37,227,800	\$35,908,000	-4%
Q2 Unit Sales	60	77	62	-19%
Q2 New Listings	112	109	98	-10%
Q2 Expired Listings	17	17	10	-41%
Q2 Sales/Listings Ratio	54%	71%	63%	-8%
YTD Sales: \$100K – \$299K	49	48	15	-69%
YTD Sales: \$300K - \$499K	29	47	51	+9%
YTD Sales: \$500K - \$799K	7	17	25	+47%
YTD Sales: \$800K - \$999K	0	7	9	+29%
YTD Sales: \$1M - \$1.999M	0	5	8	+60%
YTD Sales: \$2M +	0	3	2	-33%
Average Days-On-Market	75	71	51	-28%
Average Sale Price	\$317,959	\$470,964	\$576,982	+23%

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

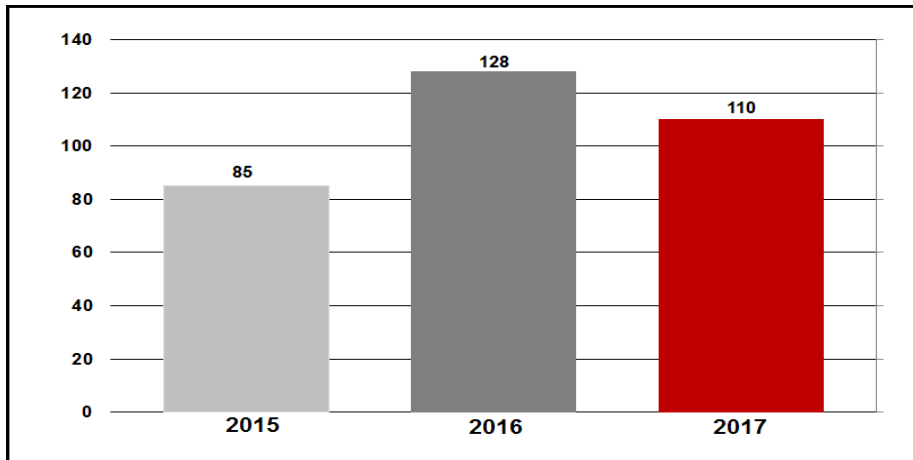


- 2017's record dollar sales, shorter sale times, fewer listings and big average price jump all indicate that **demand for listings exceeds the supply**. As we have repeatedly noted, agents say that sales would be higher if there were more listings.

Graph 1: Clearview MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Volume)

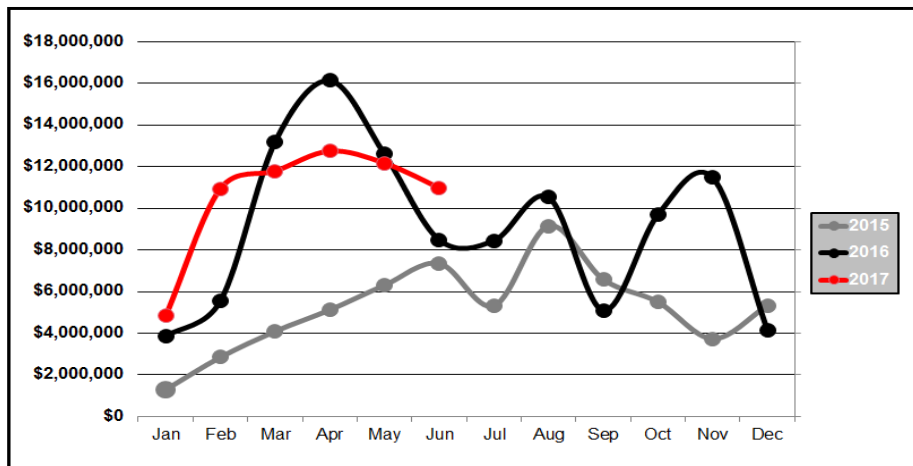


Graph 2: Clearview MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Units)

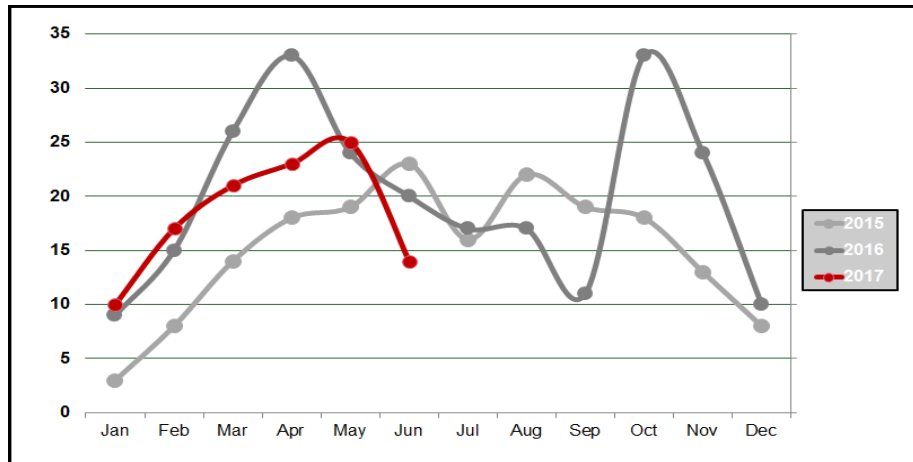


- As **Graph 3** shows, Q2-2017 saw three months of consistent dollar sales, the second-best quarter ever after Q2-2016. On the units side, **Graph 4** shows that April and May were strong, but June fell precipitously; still, Q2-2017 was the third-best quarter ever.

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

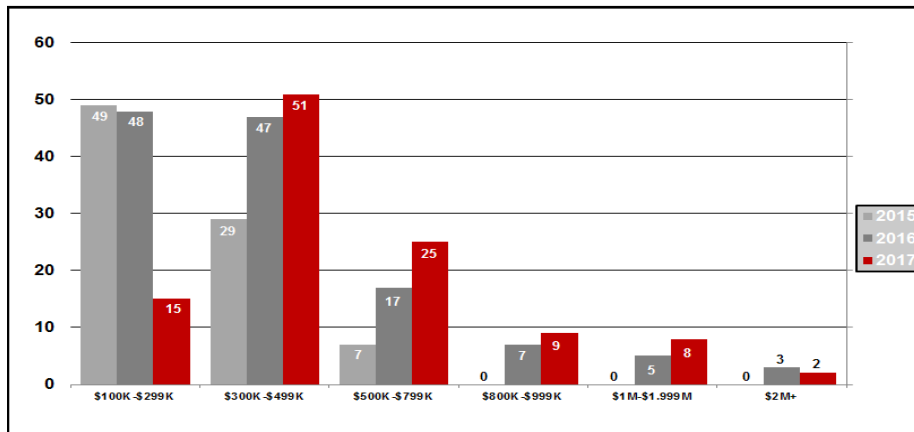


Graph 4: Clearview Monthly MLS® Sales – 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, 2017 units are down **69%** from 2016 in the under \$300K range, but up **20%** in the \$300K+ range. The \$500K-\$799K, \$800K-\$999K and \$1M-\$1.999M ranges are up **49%**, **29%** and **60%** respectively – in part due to rising sale prices.

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



Sales By Property Type

As **Graphs 6 and 7** show, **demand for listings exceeds supply** for single-family homes. It is difficult to generalize with condos (too few sales) and vacant land (too many factors involved).

Single-Family Homes:

- 2017 volume of **\$62,296,000** is up **6%** from 2016, with units of **106** down **13%**. Average sale price of **\$587,698** is up **22%**, while average days-on-market of **52** is down **19** days.

Condominiums:

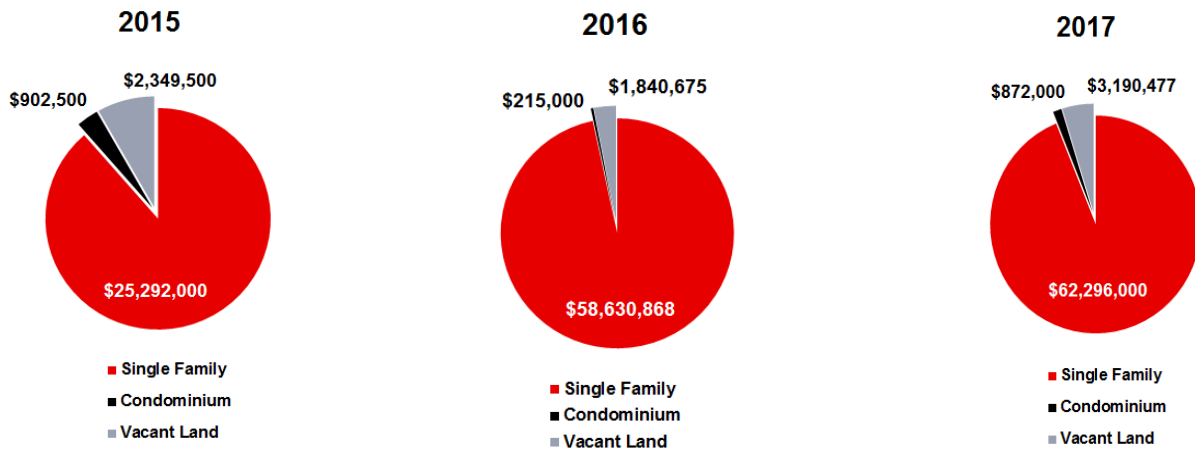
- 2017 volume of **\$872,000** is up **306%** from 2016, while units of **3** are up **200%**. Average sale price of **\$290,677** is up **35%**, while average days-on-market of **16** is down **74** days.

Vacant Land:

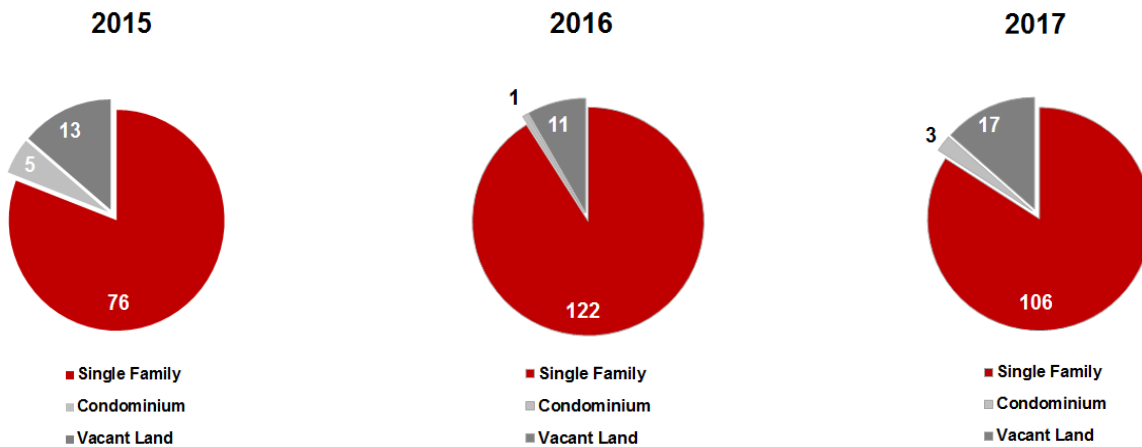
- 2017 volume of **\$3,197,477** is up **73%** from 2016, while units of **17** are up **55%**. Average sale price of **\$187,675** is up **12%**, while average days-on-market of **110** is up **25** days.



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



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



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



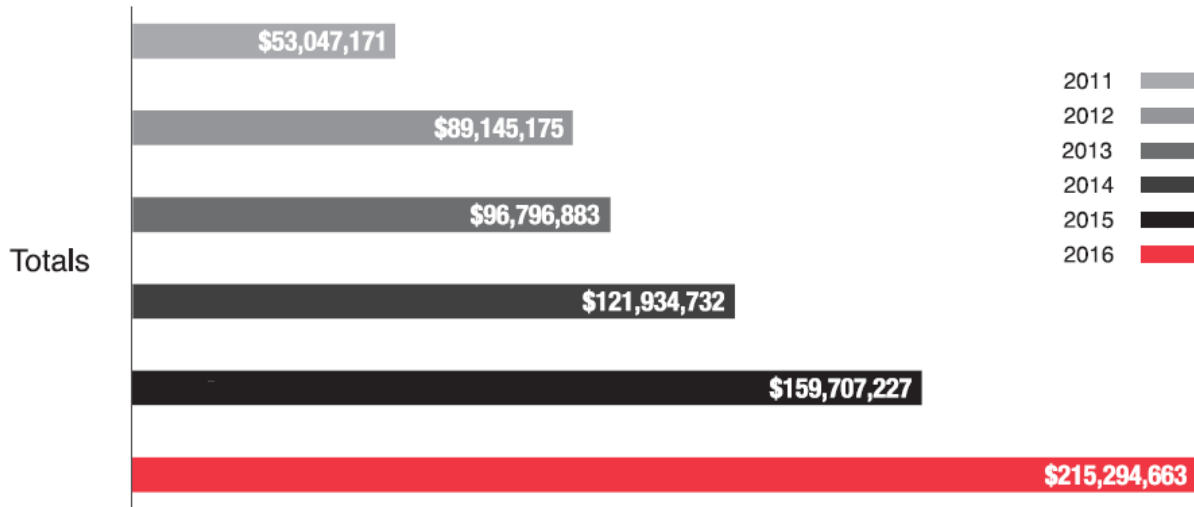
Royal LePage Locations North In 2016

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



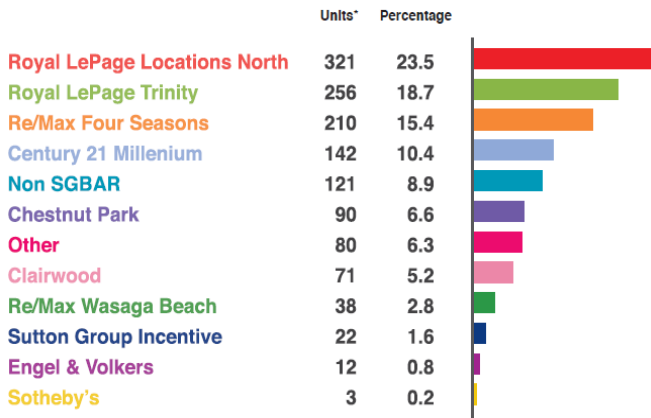
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



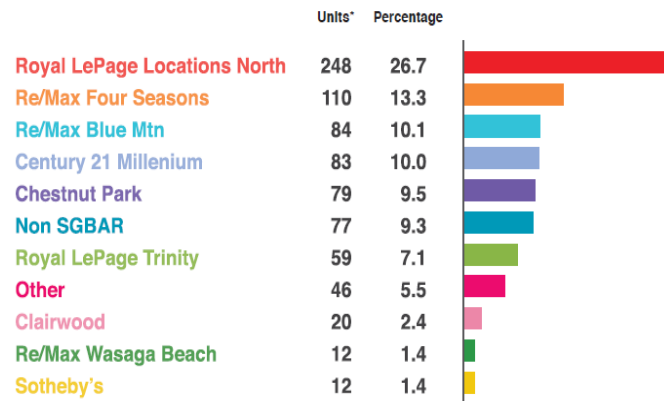
LOCATIONS NORTH

BROKERAGE

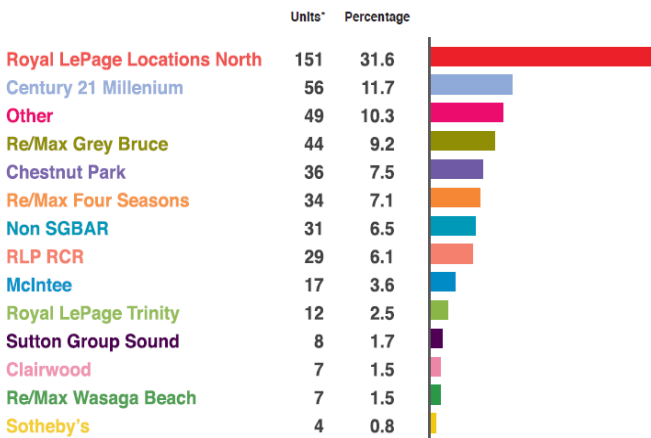
Collingwood Unit Sales, 2016



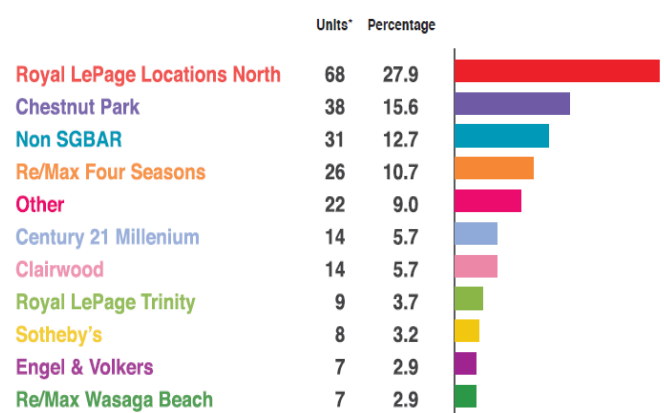
The Blue Mountains Unit Sales, 2016



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

