

**COLLINGWOOD 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**



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

- All-time record quarterly volume of **\$109,811,406**, up **24%** from the prior mark set in Q2-2016. Unit sales of **226** are down **7%** from a year ago, with **2%** more new listings this Q2.
- Record YTD volume of **\$164,611,863** is up **26%** from 2016's record, while unit sales of **349** are down **4%** from this time last year. The average sales price of **\$471,667** is up a huge **31%** from one year ago, with the average days on market of **27** down **16** days.
- The intense multiple offer sales activity seen from February-May has slowed greatly.

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

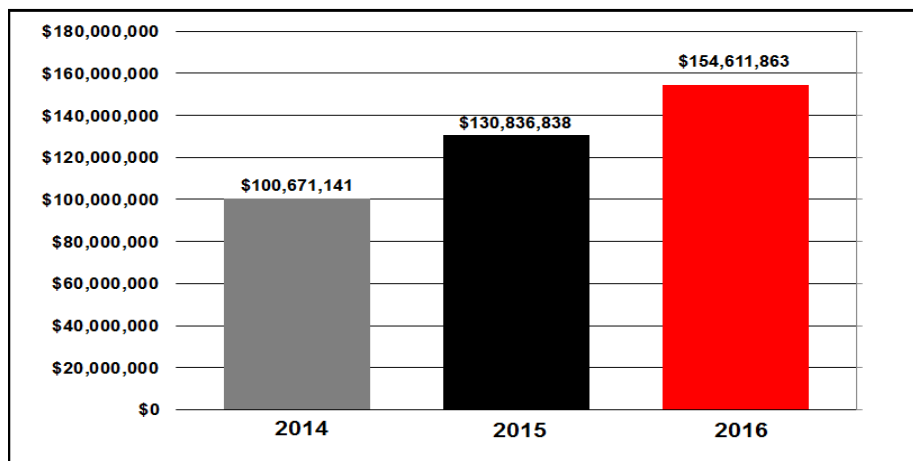
	2015	2016	2017	2016-2017
Year-To-Date (YTD) Volume Sales	\$100,671,141	\$130,836,838	\$164,611,863	+26%
YTD Unit Sales	318	364	349	-4%
YTD New Listings	500	468	471	+1%
YTD Expired Listings	117	45	18	-60%
YTD Sales/Listings Ratio	64%	78%	74%	-4%
2 nd Quarter (Q2) Volume Sales	\$63,600,623	\$88,743,092	\$109,811,406	+24%
Q2 Unit Sales	198	242	226	-7%
Q2 New Listings	298	304	311	+2%
Q2 Expired Listings	50	21	9	-57%
Q2 Sales/Listings Ratio	66%	80%	73%	-7%
YTD Sales: Under \$100K	1	0	0	0%
YTD Sales: \$100K – \$299K	175	167	73	-56%
YTD Sales: \$300K - \$499K	107	132	164	+24%
YTD Sales: \$500K - \$799K	29	57	93	+63%
YTD Sales: \$800K - \$999K	4	4	10	+150%
YTD Sales: \$1M - \$1.999M	2	4	8	100%
YTD Sales: \$2M +	0	0	1	+100%
Average Days-On-Market	71	43	27	-37%
Average Sale Price	\$316,576	\$359,442	\$471,667	+31%

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

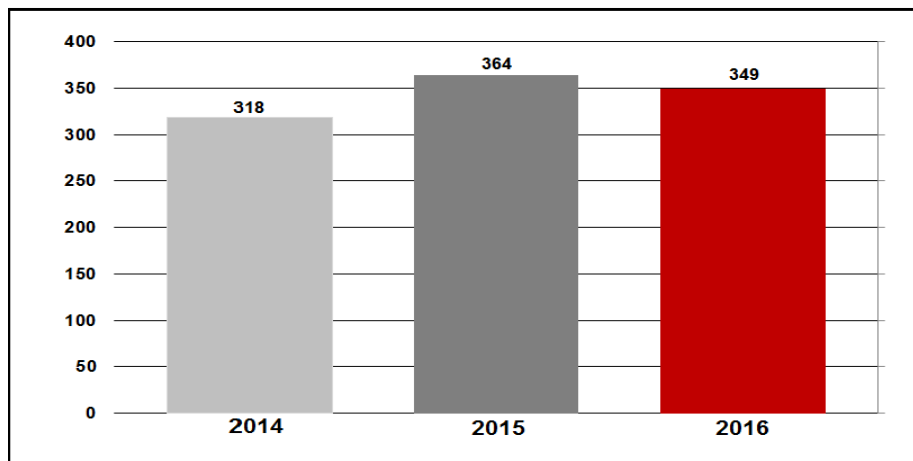


- Although unit sales are down slightly and listings up slightly from 2016's totals, 2017's record dollar sales, high sales/listings ratio, shorter sale times and huge average price jump all indicate that the **demand for listings still greatly exceeds the supply.**

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

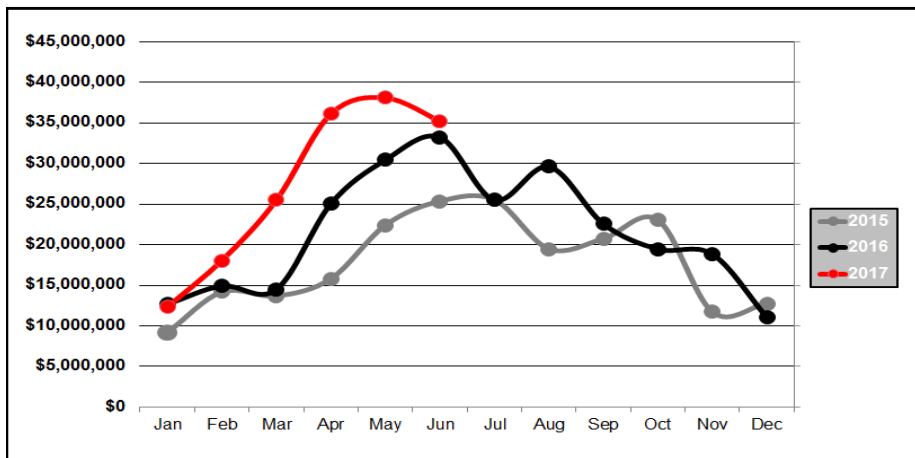


Graph 2: Collingwood MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Units)

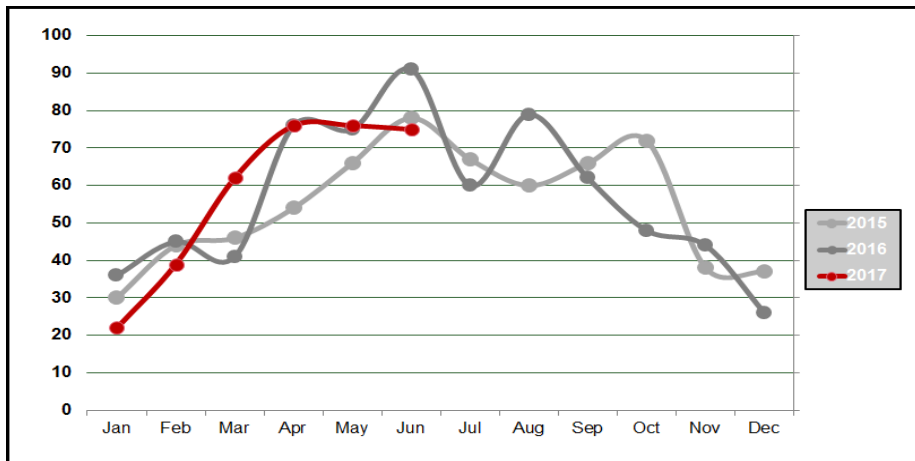


- As **Graph 3** shows, Q2-2017's record volume was due to three big months. On the units side, **Graph 4** shows April and May were equal to and up **1** sale respectively from 2016, after which May was down from last June's all-time record and also slightly from 2015.

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

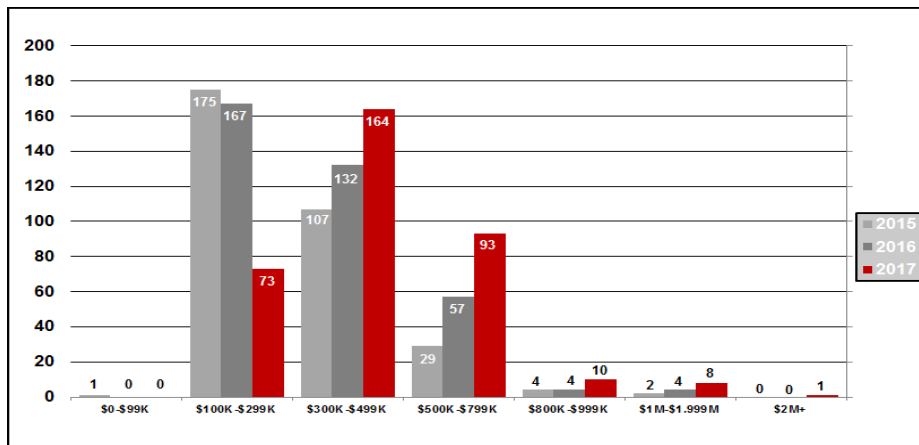


Graph 4: Collingwood Monthly MLS® Sales – 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, 2017 unit sales are down **48%** from 2016 in the under \$300K range mainly due to rising average sale prices. The \$300K-\$499K and \$500K-\$799K ranges are up **24%** and **63%** respectively, while the \$800K+ luxury home range is up **138%**.

Graph 5: Collingwood 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 the **demand for listings still exceeds supply**, except for vacant land where there are so many factors involved that it's difficult to generalize.

Single-Family Homes:

- 2017 volume of **\$101,703,537** is up **16%** from 2016, units of **188** are down **8%**. Average sale price of **\$540,976** is up **26%**, while average days-on-market of **29** is down **7** days.

Condominiums:

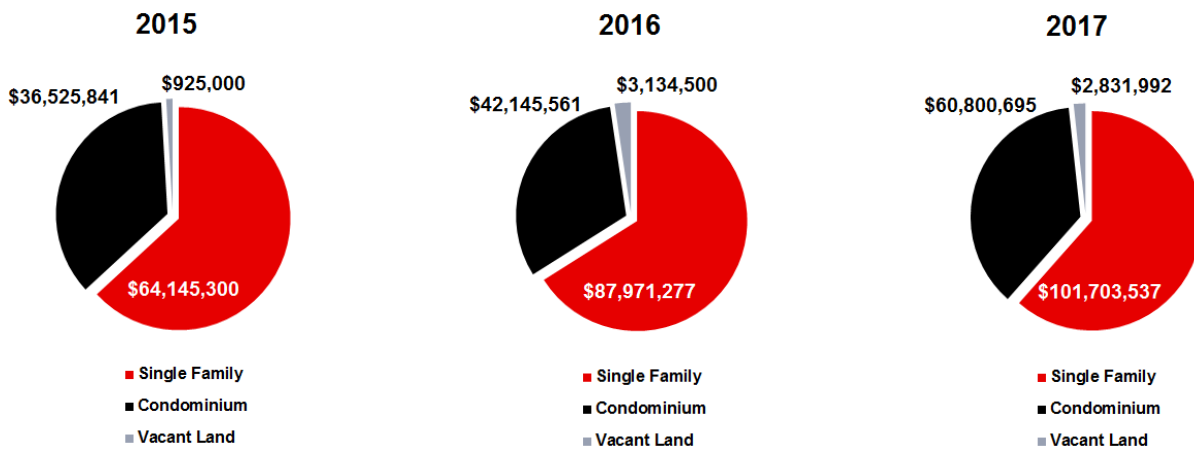
- 2017 volume of **\$60,800,695** is up **44%** from 2016, units of **156** are down **.6%**. Average sale price of **\$389,748** is up **45%**, while average days-on-market of **24** is down **26** days.

Vacant Land:

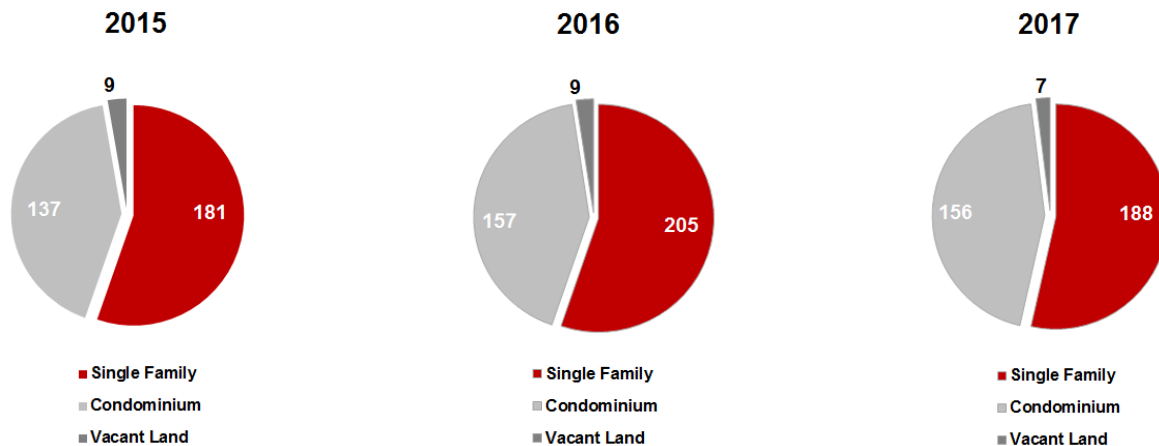
- 2017 volume of **\$2,831,992** is down **10%** from 2016, units of **7** are down **22%**. Average sale price of **\$404,570** is up **16%**, while average days-on-market of **130** is up **62** days.



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



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



As to whether Collingwood'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**.



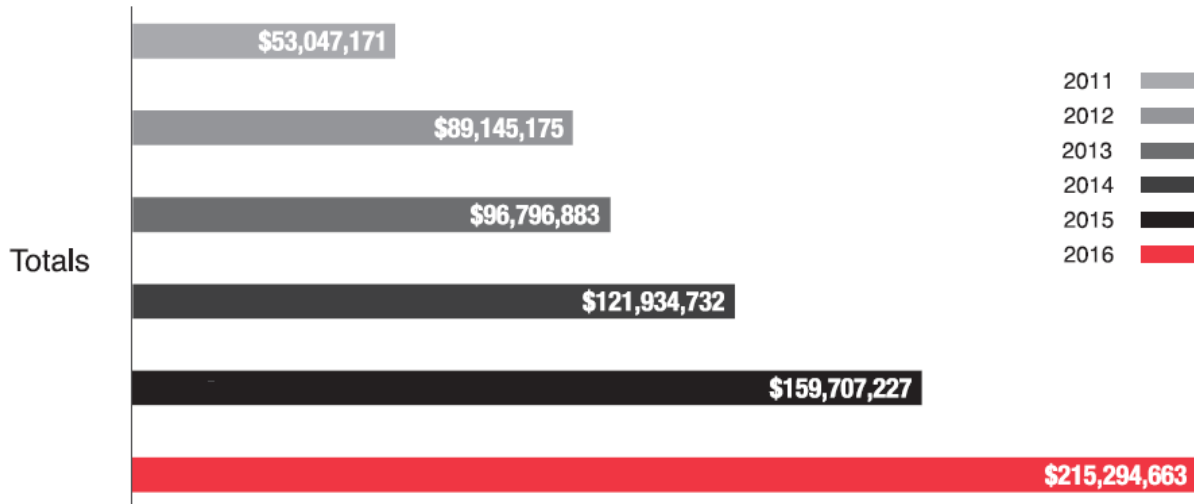
Royal LePage Locations North In 2016

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



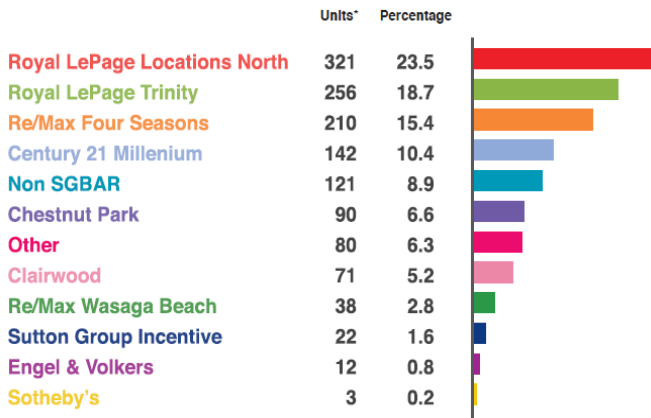
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



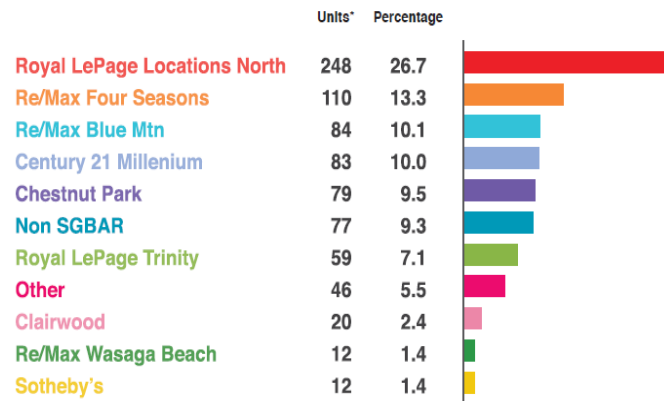
LOCATIONS NORTH

BROKERAGE

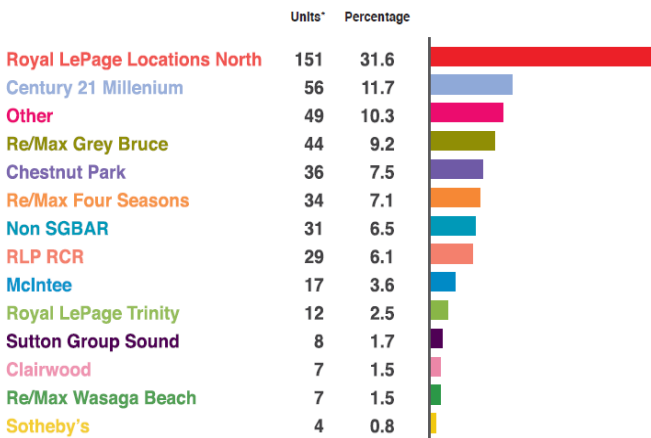
Collingwood Unit Sales, 2016



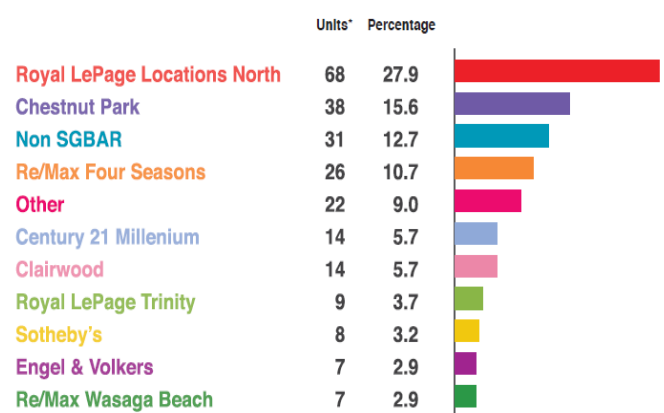
The Blue Mountains Unit Sales, 2016



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

