

WASAGA BEACH REAL ESTATE MARKET REPORT: FIRST QUARTER 2017



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Overview: Record Dollar Sales And Prices, Big Demand For Listings

- Thanks primarily to a strong March market, record dollar sales of **\$54,263,840** were up **14%** from Q1-2016's previous record, while unit sales of **142** were down **6%**.
- New listings of **181** were down **30%** from Q1-2016, while expired listings of **8** were down **79%**! Overall, there was a Q1 record **78%** sales/listings ratio, up **13%** from last year.
- The area saw a big **22%** jump in the average sale price to **\$382,140**, while the average days-on-market dropped a huge **6½ weeks** to **26 days**. The higher prices and shorter sales times were partly due to multiple offer and overprice offer situations.

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

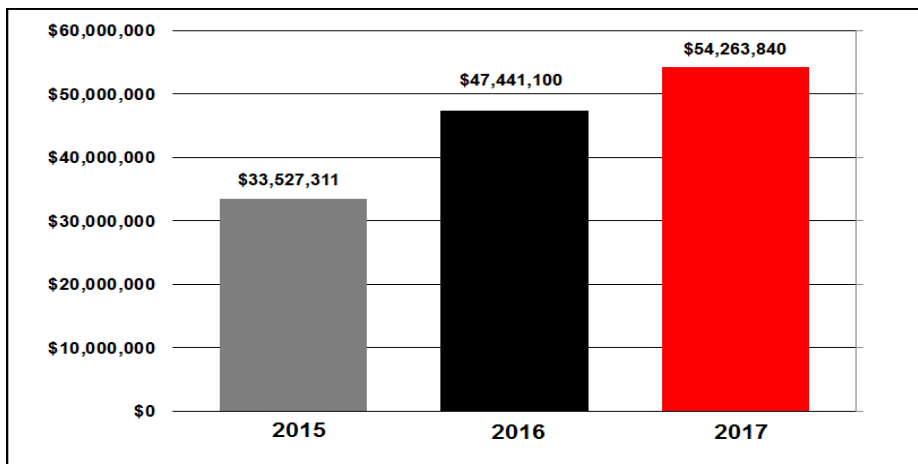
	2015	2016	2017	2016-2017
Volume Sales	\$33,527,311	\$47,441,100	\$54,263,840	+14%
Unit Sales	110	151	142	-6%
New Listings	281	257	181	-30%
Sales/Listings Ratio	59%	65%	78%	+13%
Expired Listings	64	39	8	-79%
Sales: Under \$100K	5	2	1	-100%
Sales: \$100K – \$299K	67	71	38	-47%
Sales: \$300K - \$499K	31	70	80	+14%
Sales: \$500K - \$799K	4	7	20	+186%
Sales: \$800K - \$999K	1	1	3	+200%
Sales: \$1M - \$1.999M	1	0	0	-
Sales: \$2M +	1	0	0	-
Average Days-On-Market	83	72	26	-64%
Average Sale Price	\$304,739	\$314,179	\$382,140	+22%

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

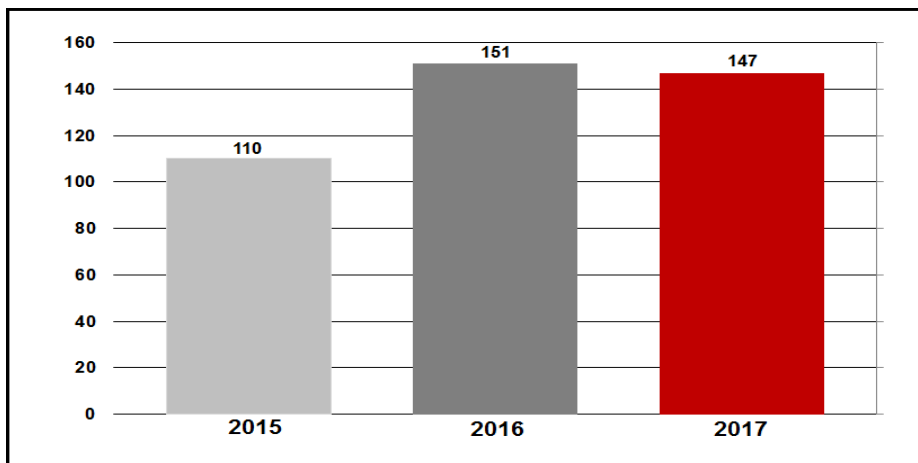


- The record sales, high sales/listing ratio, huge drop in new listings and expireds, shorter selling times and big average price jump indicate **the demand for listings greatly exceeds the supply**. Agents say that **sales would've been even higher if there were more listings**.

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

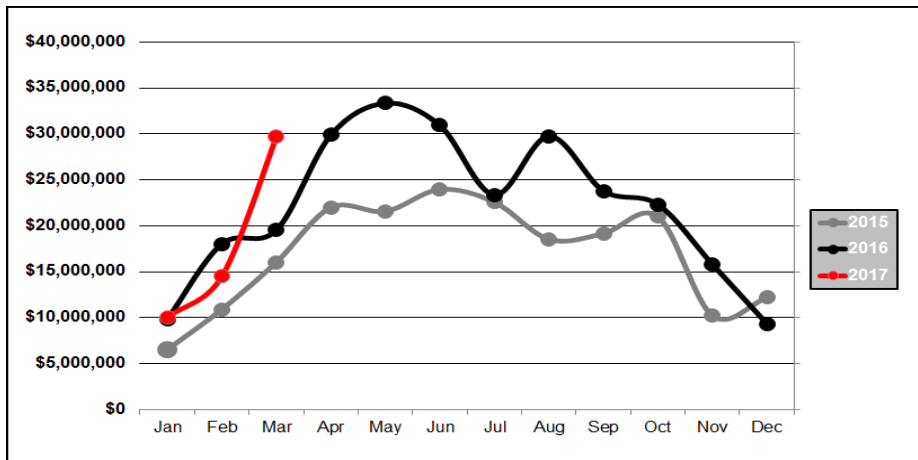


Graph 2: Wasaga Beach MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Units)

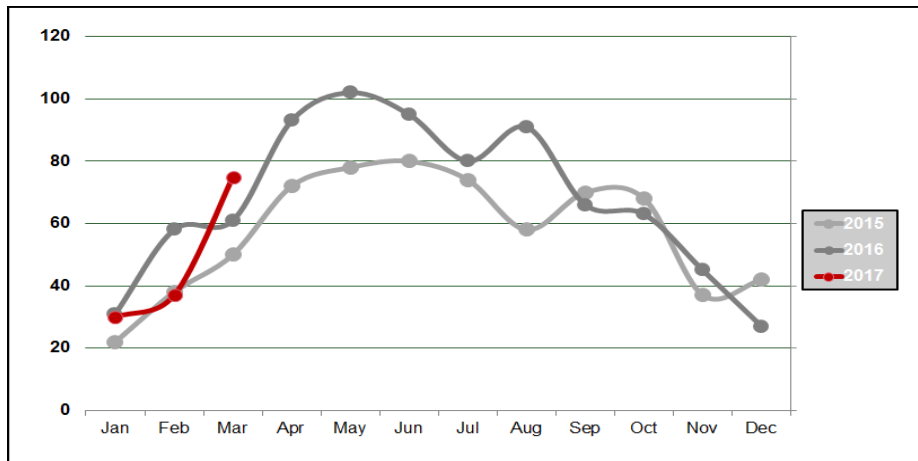


- As **Graph 3** shows, Q1-2017's record dollar sales were mainly due to a big March spike. On the units side, **Graph 4** shows that after being down from 2016's January and February totals, March's rebound almost brought 2017 back to 2016's record Q1.

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

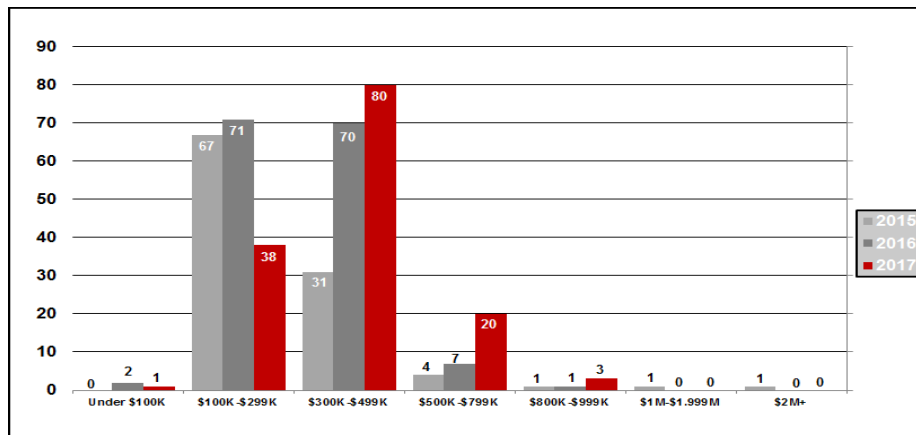


Graph 4: Wasaga Beach Monthly MLS® Sales – First Quarter, 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, 2017 units were down **47%** from 2016 in the under \$300K range, up **14%** in the \$300K-\$499K range, and up **188%** in the \$500-\$999 range – all reflecting the big average sale price rise. That said, no homes have sold this year in the \$1M+ range.

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



Sales By Property Type

As **Graphs 6** and **7** show, 2017 sales – when we consider that new listings are down **30%** and expirations are down **79%** from 2016 – indicate that **demand for listings greatly exceeds supply**.

Single-Family Homes:

- Q1-2017 dollar sales of **\$48,694,040** up **10%** from Q1-2016; units of **120** down **10%**. Average sale price of **\$405,784** up **23%**; average days-on-market of **23** down **45** days.

Condominiums:

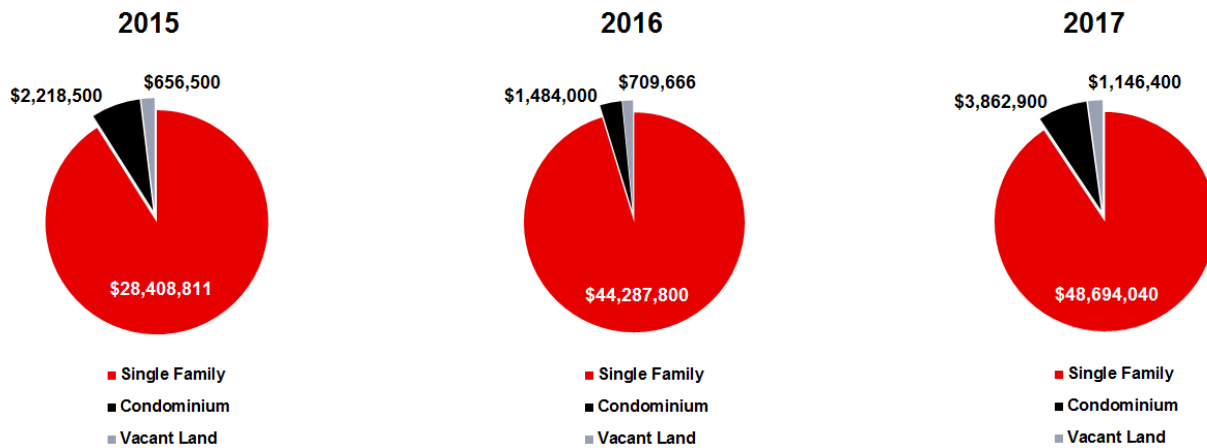
- Q1-2017 dollar sales of **\$3,862,900** up **60%** from Q1-2016; unit sales of **12** up **100%**. Average sale price of **\$321,908** up **30%**; average days-on-market of **49** down **41** days.

Vacant Land:

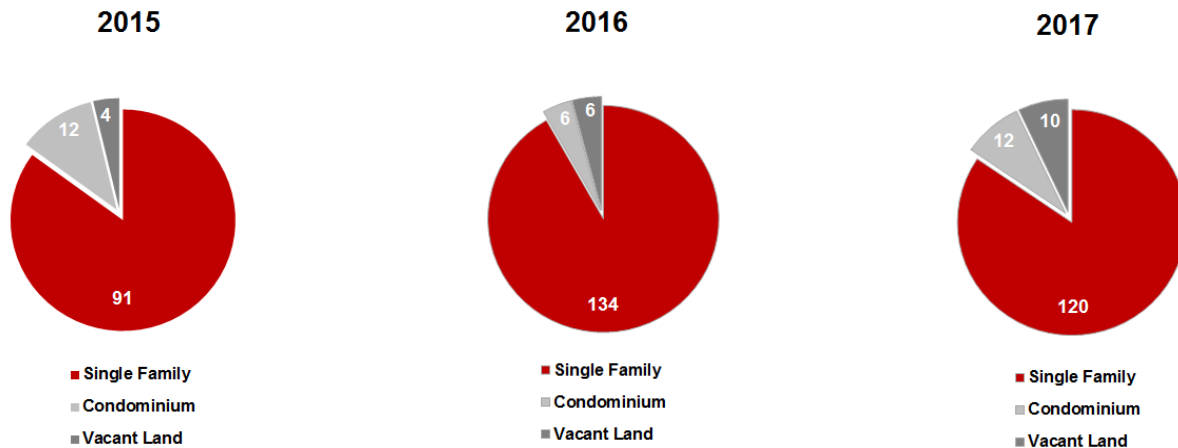
- Q1-2017 dollar sales of **\$1,146,400** up **62%** from Q1-2016; unit sales of **10** up **67%**. Average sale price of **\$114,640** down **3%**; average days-on-market of **78** up **15** days.



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



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



As to whether Wasaga Beach'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**.



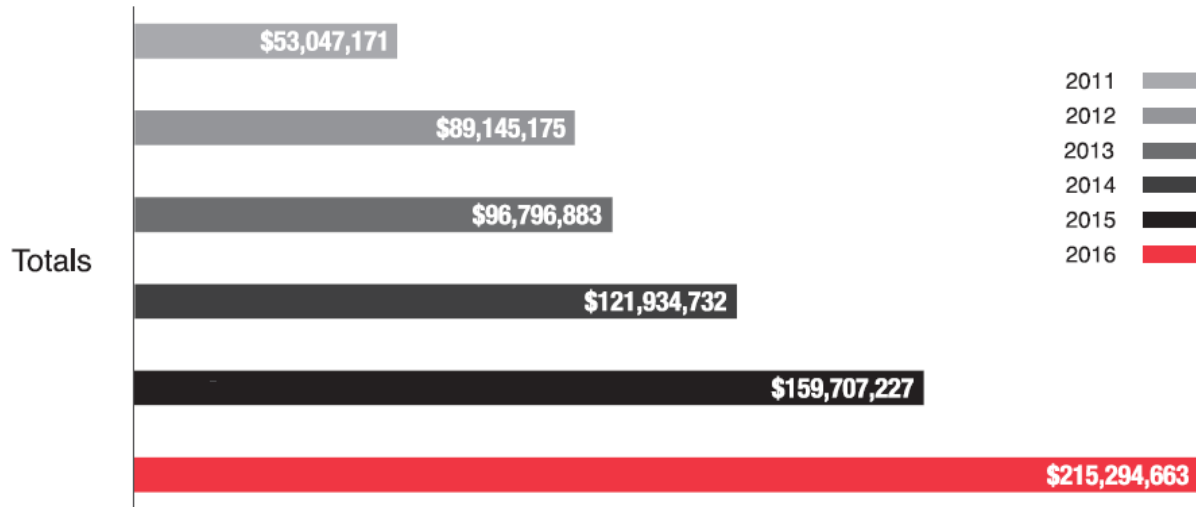
Royal LePage Locations North In 2016

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 31st our sales are up 44% over 2016 and 87% more than our nearest competitor!

Locations North Sales Volume, 2011 - 2016



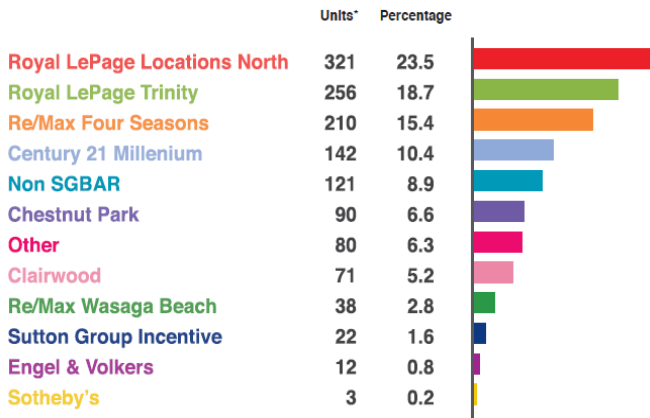
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



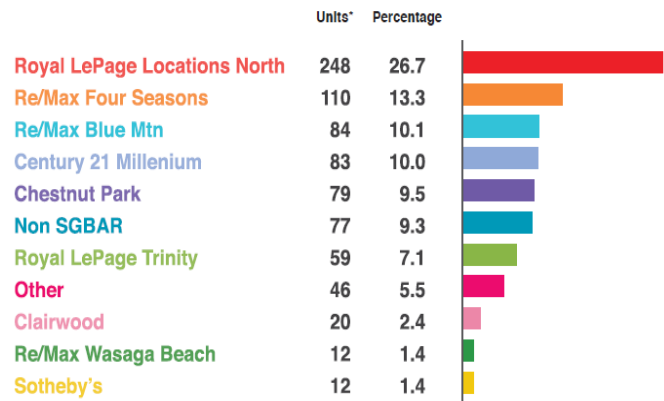
LOCATIONS NORTH

BROKERAGE

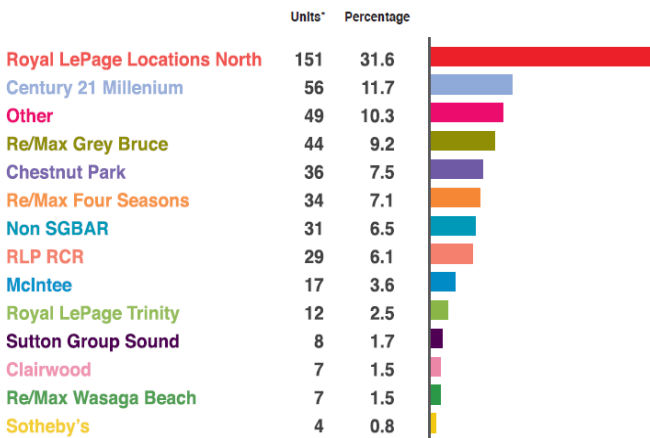
Collingwood Unit Sales, 2016



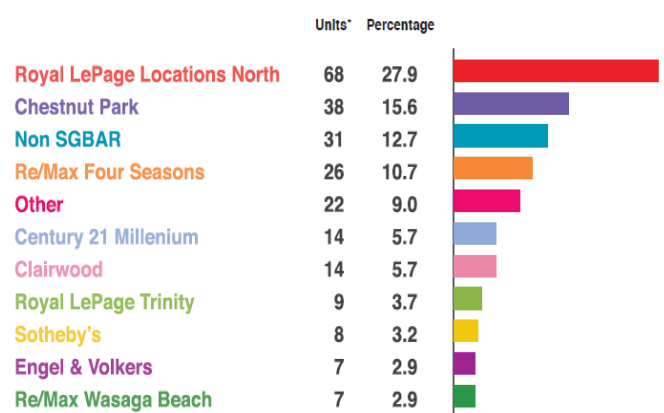
The Blue Mountains Unit Sales, 2016



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

