

**WASAGA BEACH 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**



WASAGA BEACH REAL ESTATE MARKET REPORT: 2ND QUARTER 2017

Overview: Record Q2 And Year-To-Date Dollar Sales, Big Average Price Gain

- All-time record quarterly volume of **\$98,240,094**, up **4%** from Q2-2016's prior high. Units of **234**, while down **20%** from Q2-2016's record, are still the third-best quarter ever.
- Record YTD volume of **\$152,503,934** is up **8%** from 2016's record, while units of **376** are down **15%** from last year. However, there have also been **15%** fewer listings this year, so both years have a high **71%** sales/listings ratio. The average sales price of **\$405,596** is up **26%** from 2016, with 2017's average days-on-market of **22** also down **nearly 1 month**.

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

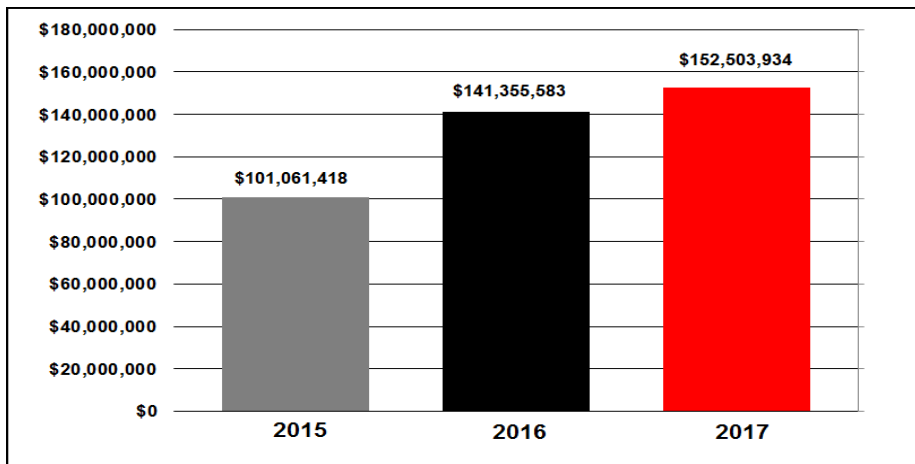
	2015	2016	2017	2016-2017
Year-To-Date (YTD) Volume Sales	\$101,061,418	\$141,355,583	\$152,503,934	+8%
YTD Unit Sales	340	440	376	-15%
YTD New Listings	699	619	528	-15%
YTD Expired Listings	120	70	16	-77%
YTD Sales/Listings Ratio	49%	71%	71%	-
2 nd Quarter (Q2) Volume Sales	\$67,534,107	\$94,547,483	\$98,240,094	+4%
Q2 Unit Sales	230	291	234	-20%
Q2 New Listings	420	374	354	-5%
Q2 Expired Listings	56	31	8	-74%
Q2 Sales/Listings Ratio	55%	78%	66%	-12%
YTD Sales: Under \$100K	9	8	5	-37%
YTD Sales: \$100K – \$299K	200	198	83	-58%
YTD Sales: \$300K - \$499K	108	195	204	+5%
YTD Sales: \$500K - \$799K	20	36	76	+111%
YTD Sales: \$800K - \$999K	1	3	7	+133%
YTD Sales: \$1M - \$1.999M	1	0	1	+100%
YTD Sales: \$2M +	1	0	0	-
Average Days-On-Market	66	51	22	-57%
Average Sale Price	\$297,239	\$321,263	\$405,596	+26%



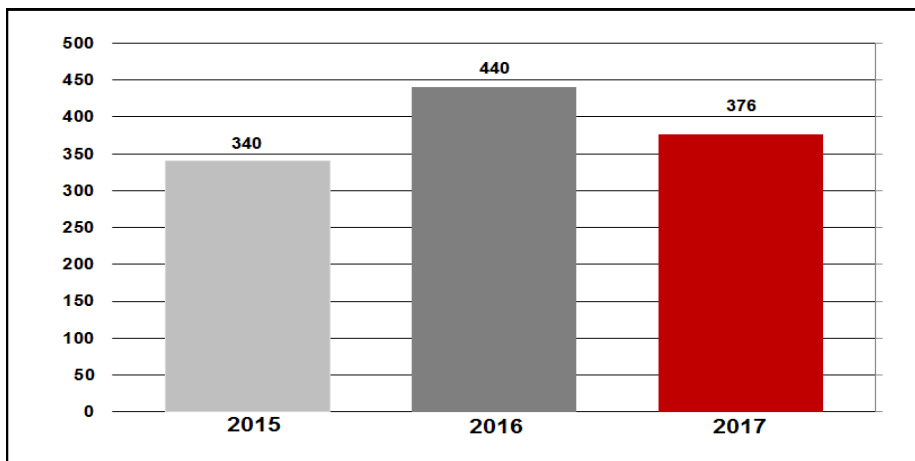
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

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

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

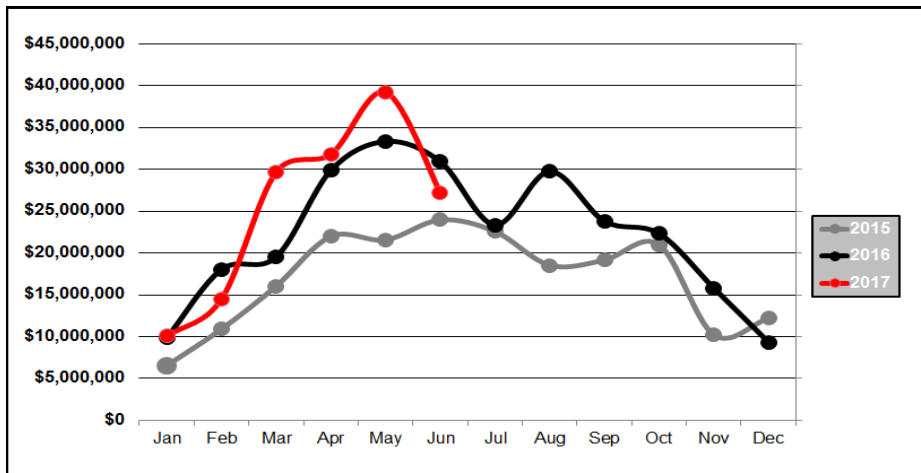


Graph 2: Wasaga Beach MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Units)

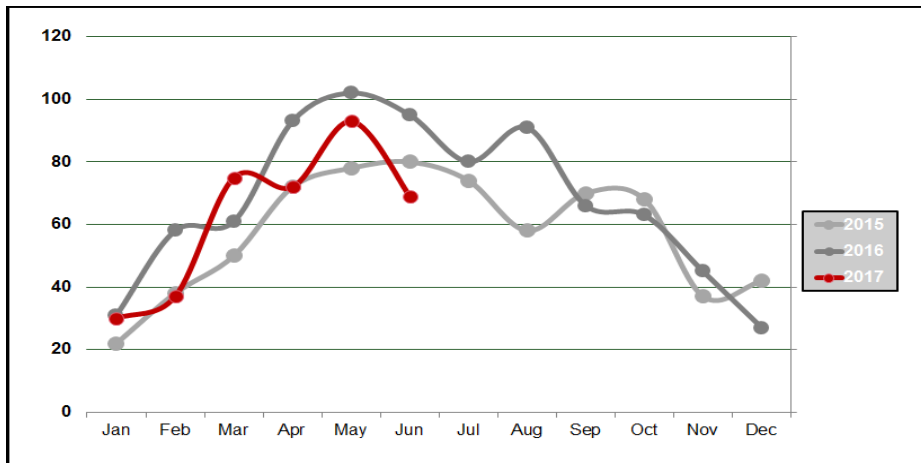


- As **Graph 3** shows, Q2-2017's record volume was mainly due to a strong April and a big May spike. On the units side, **Graph 4** shows that while Q2-2017 was well down from Q2-2016's all-time record, it was the second best Q2 and third best quarter ever.

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

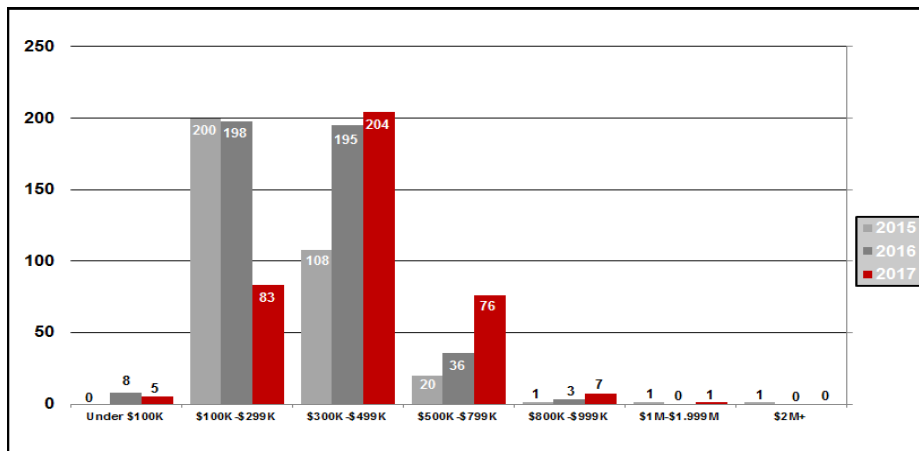


Graph 4: Wasaga Beach Monthly MLS® Sales – 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, unit sales – partly due to the **26%** rise in the average sales price – are down **57%** from 2016 in the under \$300K range, but up **23%** in the \$300K+ range, with **111%** and **133%** gains in the \$500K-\$799K and \$800K-\$999K ranges respectively.

Graph 5: Wasaga Beach 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** for all property types, but mainly so for condominiums and vacant land.

Single-Family Homes:

- 2017 volume of **\$138,699,922** is up **6%** from 2016, units of **320** are down **17%**. Average sale price of **\$433,344** is up **28%** while average days-on-market of **21** is down **28** days.

Condominiums:

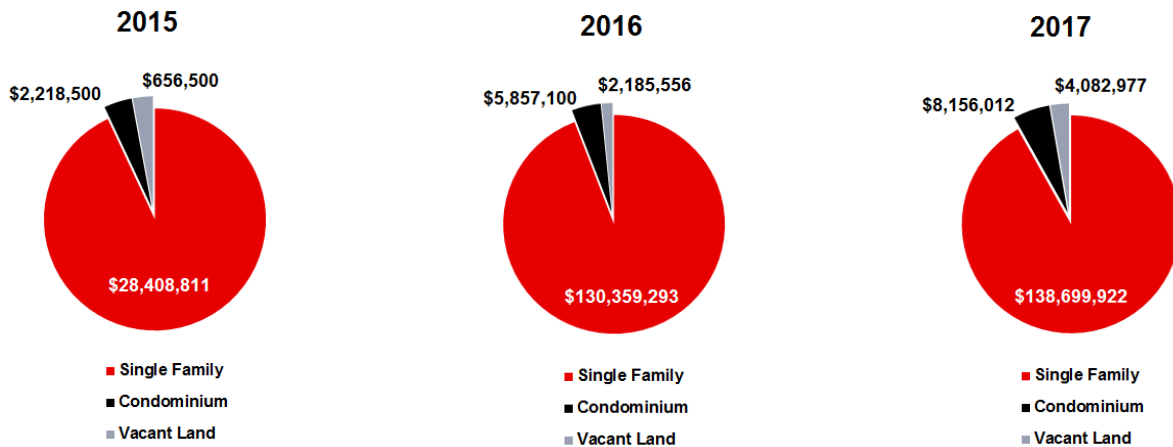
- 2017 volume of **\$8,156,012** is up **39%** from 2016, units of **25** are up **9%**. Average sale price of **\$326,240** is up **28%** while average days-on-market of **35** is down **22** days.

Vacant Land:

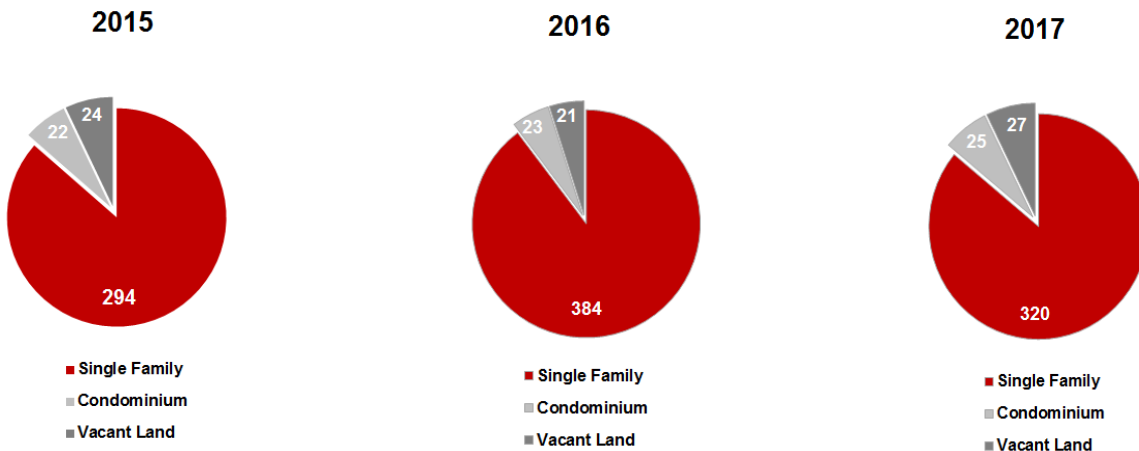
- 2017 volume of **\$4,082,977** is up **87%** from 2016, units of **27** are up **29%**. Average sale price of **\$151,221** is up **45%** while average days-on-market of **58** is down **15** days.



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



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



As to whether Wasaga Beach'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**.



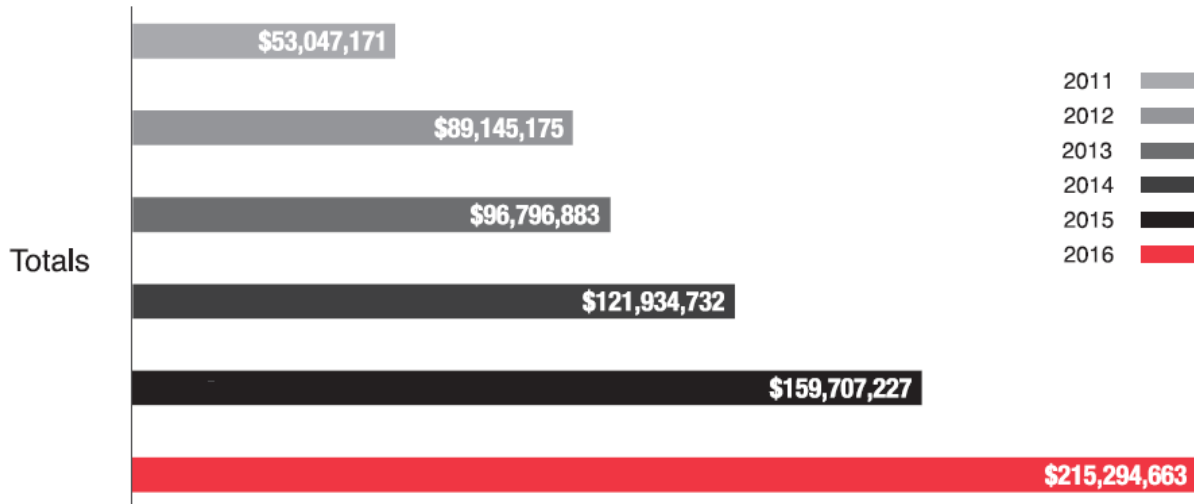
Royal LePage Locations North In 2016

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



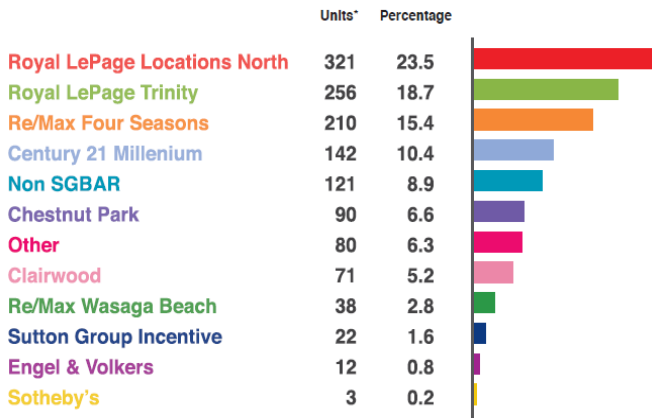
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



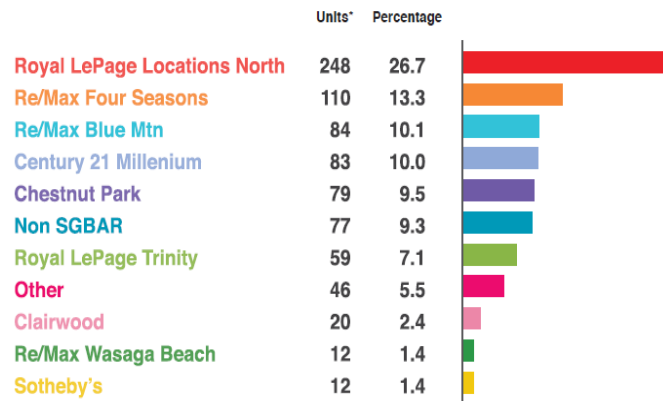
LOCATIONS NORTH

BROKERAGE

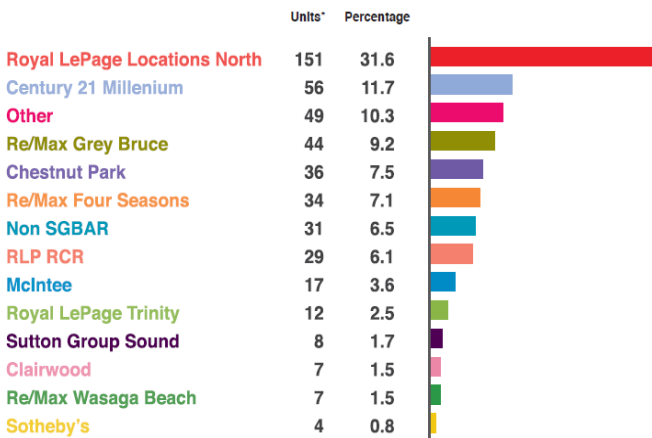
Collingwood Unit Sales, 2016



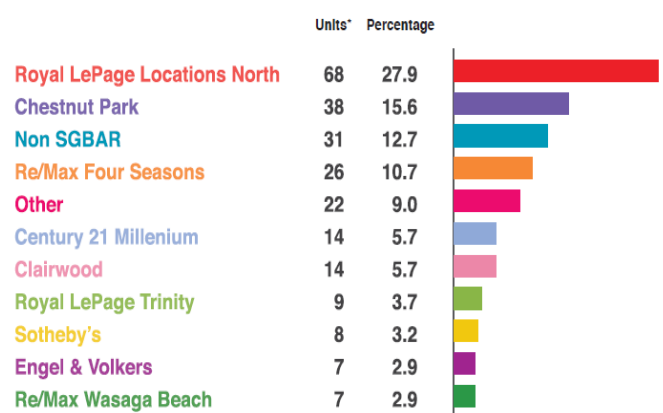
The Blue Mountains Unit Sales, 2016



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

