

THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT

THIRD QUARTER 2018

WE'RE PROUD AND GRATEFUL TO HAVE BEEN CHOSEN AS
ROYAL LEPAGE'S 2016
BROKERAGE OF THE YEAR FOR ONTARIO



OVERVIEW

SOLID Q3 VOLUME SALES, HIGHER PRICES, FEWER LISTINGS



YEAR-TO-DATE SALES VOLUME OF \$159,751,696

Down 16% from 2017's record \$189,474,274, with units of 247 down 20% from 2017's 308. New listings of 439 down 11% from 2017, with the sales/listings ratio of 56% down 6%.



THIRD-QUARTER SALES VOLUME OF \$54,310,925

Down 4% from Q3-2017's \$56,331,855. Units of 81 were down 11% from Q3-2017's 91, with new listings of 143 down 13% and the sales/listings ratio of 57% up 2%.



THIRD-QUARTER AVERAGE SALE PRICE OF \$670,505

Up 8% from the \$619,031 of a year ago. Average days-on-market of 65 was up 3 days.



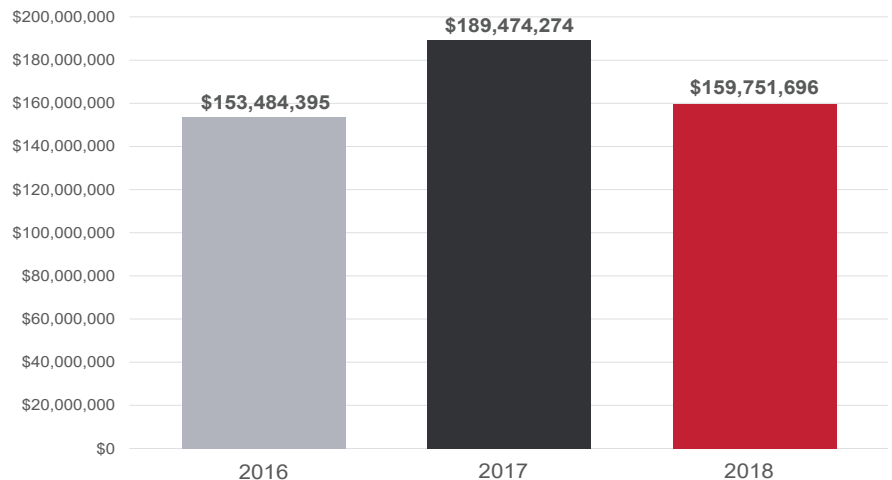
OVERVIEW (cont'd)



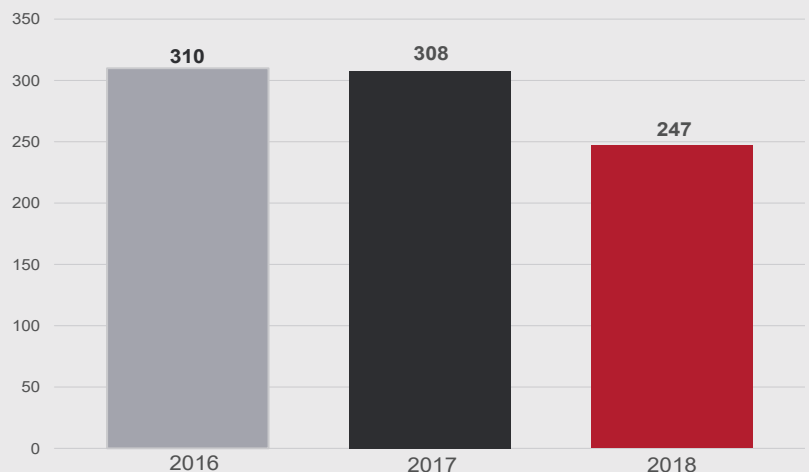
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

September saw **27** sales (**32%** less than 2017's **40** and the least since 2013's **25**), as well as **122%** more expired listings than 2017. However, it had a **50%** sales/listings ratio. So given the solid Q3 (with prices up **8%**, listings down **13%**, and average days-on-market stable), it is a **sellers' market**.

Graph 1:
The Blue Mts. MLS® Sales
2016 vs. 2017 vs. 2018 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
2016 vs. 2017 vs. 2018 (Units)



THE MARKET IN DETAIL



Table 1:

The Blue Mts. MLS® Residential Sales And Listing Summary
2016 vs. 2017 vs. 2018

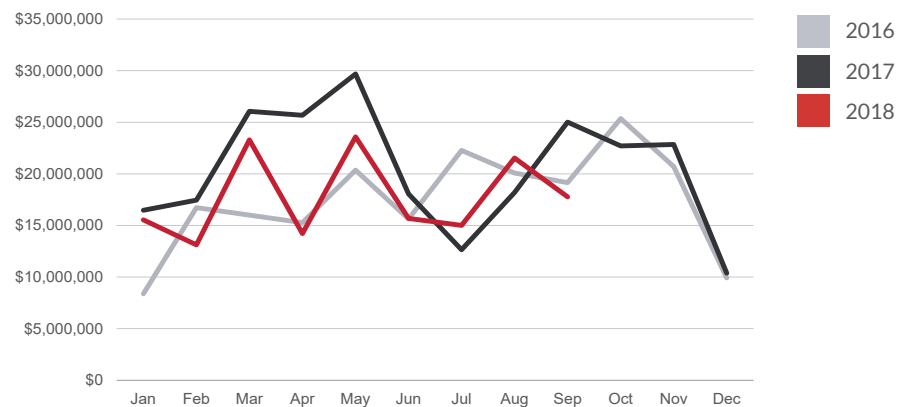
	2016	2017	2018	2017-2018
Year-To-Date (YTD) Volume Sales	\$153,484,395	\$189,474,274	\$159,751,696	-16%
YTD Unit Sales	310	308	247	-20%
YTD New Listings	512	496	439	-11%
YTD Sales/Listings Ratio	61%	62%	56%	-6%
YTD Expired Listings	147	152	126	-17%
Third Quarter (Q3) Volume Sales	\$61,120,287	\$56,331,855	\$54,310,925	-4%
Q3 Unit Sales	121	91	81	-11%
Q3 New Listings	164	165	143	-13%
Q3 Sales/Listings Ratio	74%	55%	57%	+2%
Q3 Expired Listings	48	26	43	+65%
Q3 Average Sale Price	\$505,126	\$619,031	\$670,505	+8%
September Volume Sales	\$19,147,199	\$25,494,375	\$17,768,700	-30%
September Unit Sales	38	40	27	-32%
September New Listings	74	56	54	-4%
September Sales/Listings Ratio	51%	71%	50%	-21%
September Expired Listings	20	9	20	+122%
September Average Sale Price	\$503,874	\$637,359	\$658,100	+3%
YTD Sales: \$100K - \$299K	93	70	45	-36%
YTD Sales: \$300K - \$499K	105	90	66	-27%
YTD Sales: \$500K - \$799K	73	80	75	-6%
YTD Sales: \$800K - \$999K	19	25	26	+4%
YTD Sales: \$1M - \$1.499M	12	29	23	-21%
YTD Sales: \$1.5M - \$1.999M	6	9	7	-22%
YTD Sales: \$2M+	4	5	5	0%
YTD Average Days-On-Market	84	67	57	-15%
YTD Average Sale Price	\$495,111	\$615,176	\$646,786	+5%

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

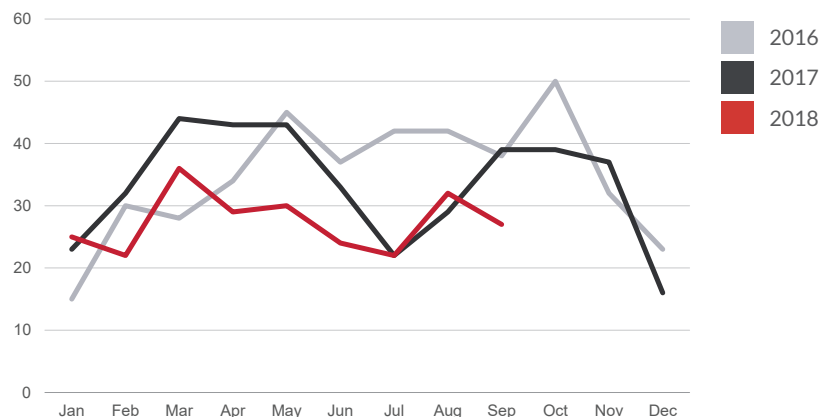
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, volume sales have been up-and-down all year, the net result being that The Blue Mts. had its second-best ever Q1 and Q2, and its third-best Q3. However, that volume has mainly been driven by rising prices. Q3's average sale price was up **3%**, **33%**, **44%** and **61%** from the Q3s of 2017, 2016, 2015 and 2014 respectively. On the units side, **Graph 4** shows a relatively slow Q3-2018, with **81** sales – the lowest since Q3-2011's **74**. That said, unit sales have been relatively stable during 2018, albeit much lower than the peak years of 2017 and 2016.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2016 vs. 2017 vs. 2018 (Volume)



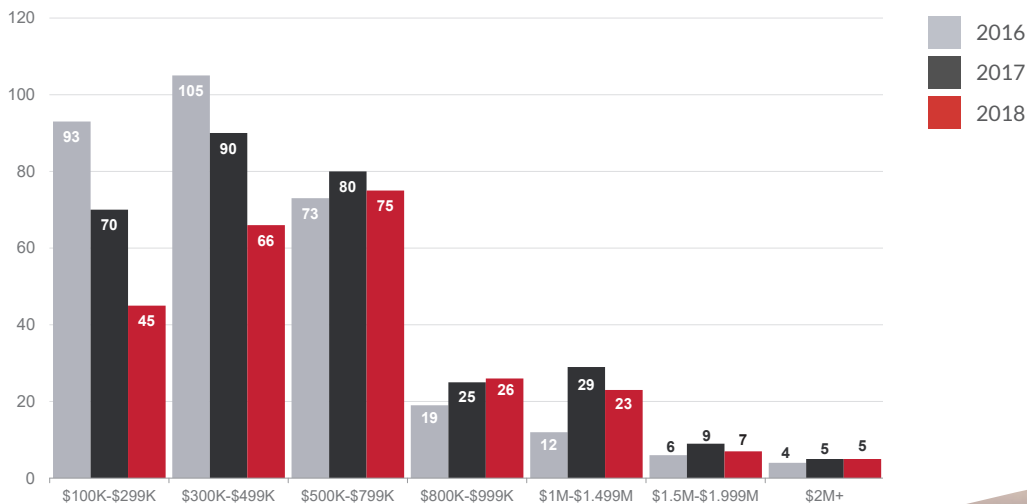
Graph 4:
The Blue Mts. Monthly MLS® Sales
2016 vs. 2017 vs. 2018 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2018 units are down from this time last year in all ranges except \$800K-\$999K where they are up by **4%**, and \$2M+ where they are **even**. And so, the Under-\$300K, \$300K-\$499K, \$500-\$799K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges are down **36%**, **27%**, **6%**, **21%** and **22%** respectively from 2017. More generally, the high-volume Under-\$800K bracket – where **75%** of The Blue Mountains' sales have been in 2018 – is down **22%**, while the luxury \$1M+ home market is down **19%**.

Graph 5:
The Blue Mts. MLS® Sales By Price
2016 vs. 2017 vs. 2018 (Units)



SALES BY PROPERTY TYPE

Graph 6:

The Blue Mts. MLS® Sales By Property Type
2016 vs. 2017 vs. 2018 (Dollars and Units)

2018 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$117,981,072
DOWN 21% from 2017

UNIT SALES: 133
DOWN 27% from 2017

AV. DAYS-ON-MARKET: 56
DOWN 11 days from 2017

AV. SALE PRICE: \$887,076
UP 8% from 2017

CONDOMINIUMS

DOLLAR SALES: \$41,770,624
UP 4% from 2017

UNIT SALES: 114
DOWN 10% from 2017

AV. DAYS-ON-MARKET: 59
DOWN 7 days from 2017

AV. SALE PRICE: \$366,409
UP 15% from 2017

VACANT LAND

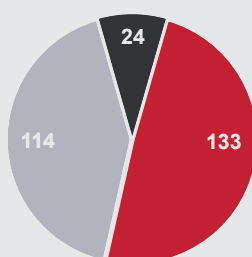
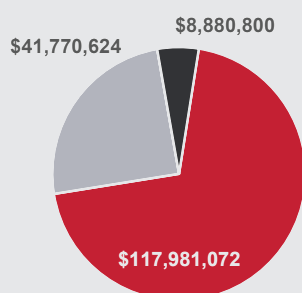
DOLLAR SALES: \$8,880,800
DOWN 71% from 2017

UNIT SALES: 24
DOWN 78% from 2017

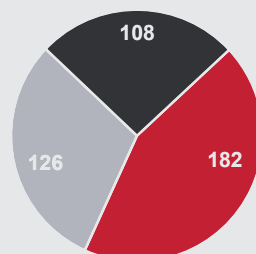
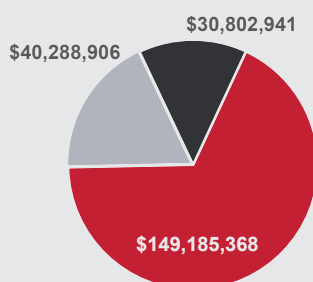
AV. DAYS-ON-MARKET: 136
DOWN 155 days from 2017

AV. SALE PRICE: \$370,033
UP 30% from 2017

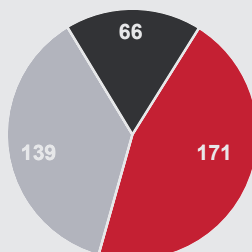
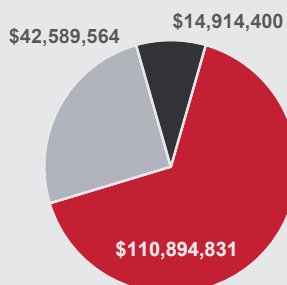
2018



2017



2016



■ Single Family ■ Condominium ■ Vacant Land

ROYAL LEPAGE LOCATIONS NORTH IN 2017

ANOTHER RECORD-BREAKING YEAR



WE BROKE OUR OWN GEORGIAN TRIANGLE RECORD FOR ANNUAL MLS SALES VOLUME

With \$265,629,722 – up 23% from 2016 and quintupling our 2011 sales!



WE HAD MORE THAN DOUBLE THE SALES VOLUME OF OUR NEAREST COMPETITOR



WE WERE #1 IN COLLINGWOOD, THE BLUE MOUNTAINS, MEAFORD AND CLEARVIEW; #2 IN GREY HIGHLANDS

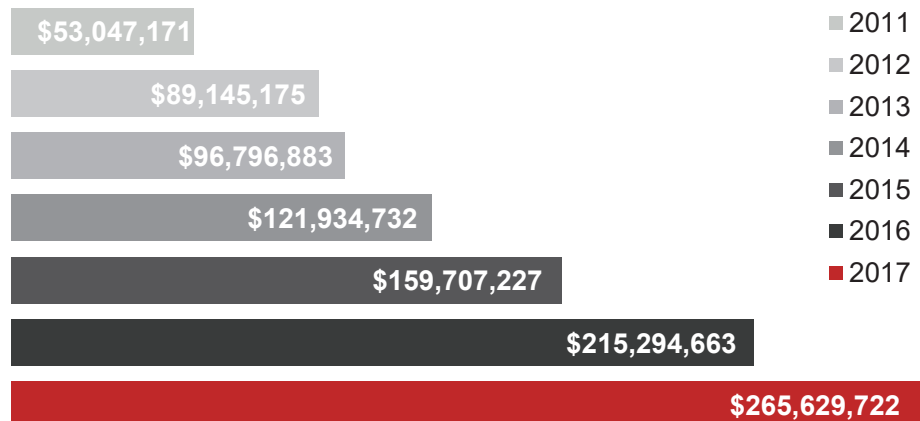
And we're #3 in Wasaga Beach after opening an office in mid-2015.



WE WERE #1 IN LUXURY HOME SALES VOLUME, MORE THAN DOUBLING OUR NEAREST COMPETITOR

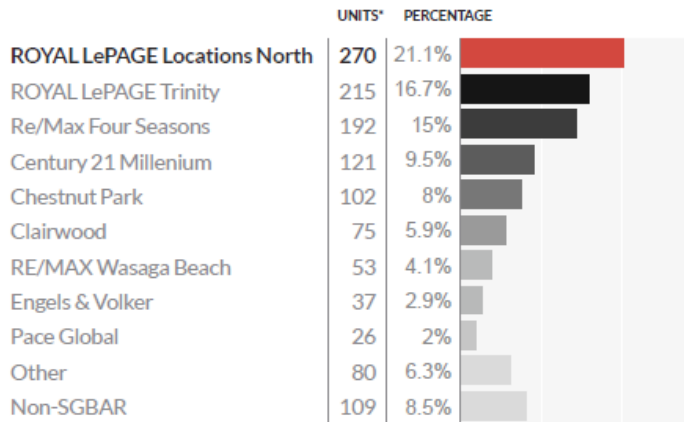


Locations North Sales Volume, 2011 - 2017

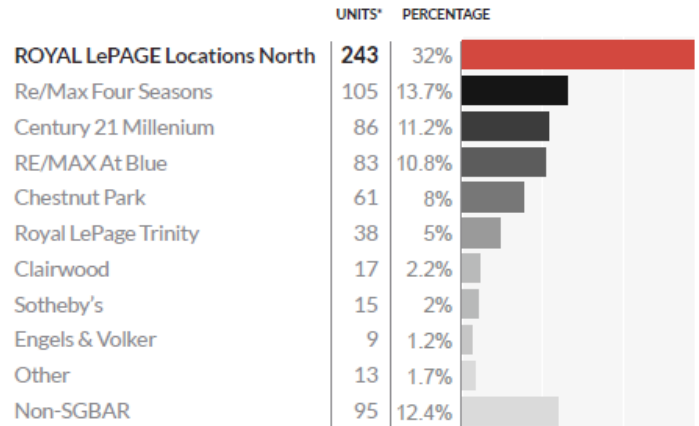


2017 UNIT SALES

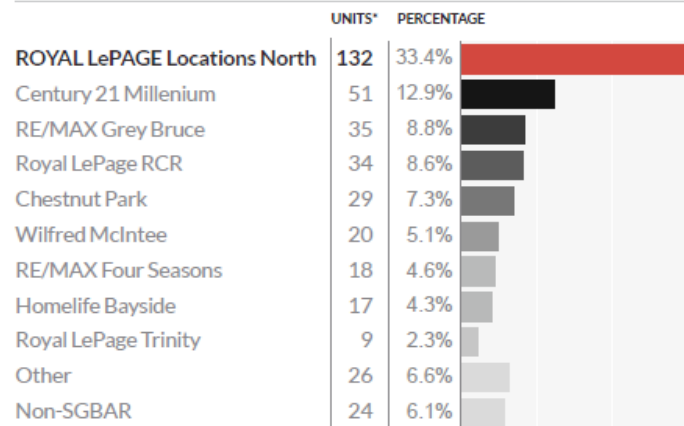
Collingwood



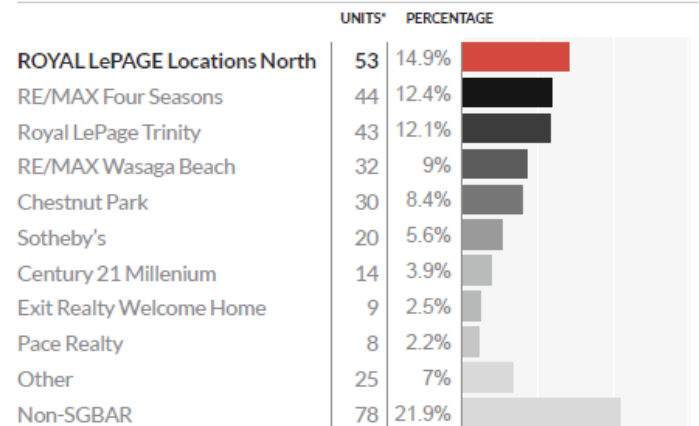
The Blue Mountains



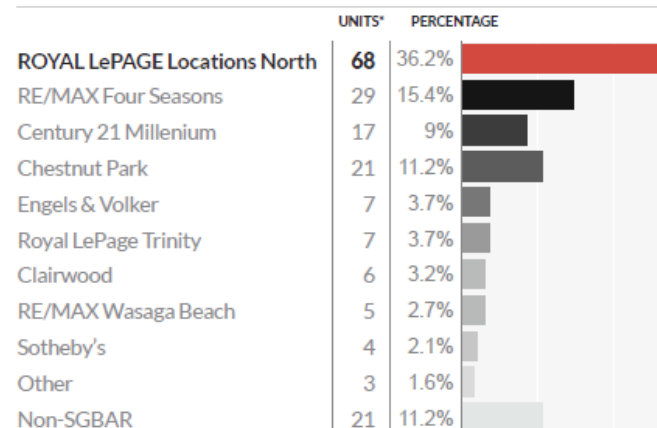
Meaford



Clearview



Georgian Triangle Luxury Homes**



* 'Units' refers to the combined number of Listing and Selling Sides

** \$1,000,000+



LOCATIONS NORTH
BROKERAGE

WE GIVE YOU OPTIONS

**AT LOCATIONS NORTH, WE DO
EVERYTHING WE CAN TO PUT YOU FIRST**

– and that includes respecting your privacy. If we can ever be of help with your real estate needs, please let us know.



COLLINGWOOD

705-445-5520

330 First Street



THE BLUE MOUNTAINS

519-599-2136

27 Arthur Street



MEAFORD

519-538-5755

96 Sykes Street



WASAGA BEACH

705-617-9969

1344 Mosley Sreet, Unit 5



CLEARVIEW

705-881-9005

143 Mill St., Creemore

