

WASAGA BEACH REAL ESTATE MARKET REPORT

THIRD QUARTER 2020

RECIPIENT OF ROYAL LEPAGE'S
BROKERAGE OF THE YEAR AWARD FOR ONTARIO



OVERVIEW

BIG RECORD Q3 SALES VOLUME AND UNITS, WITH LISTINGS DOWN AND PRICES UP



RECORD YEAR-TO-DATE SALES VOLUME OF \$272,705,069

Up 51% from 2019's \$180,560,537, with units of 507 up 25% from 2019's 404. New listings of 678 down 20% from a year ago, with the sales/listings ratio of 75% up 27%.



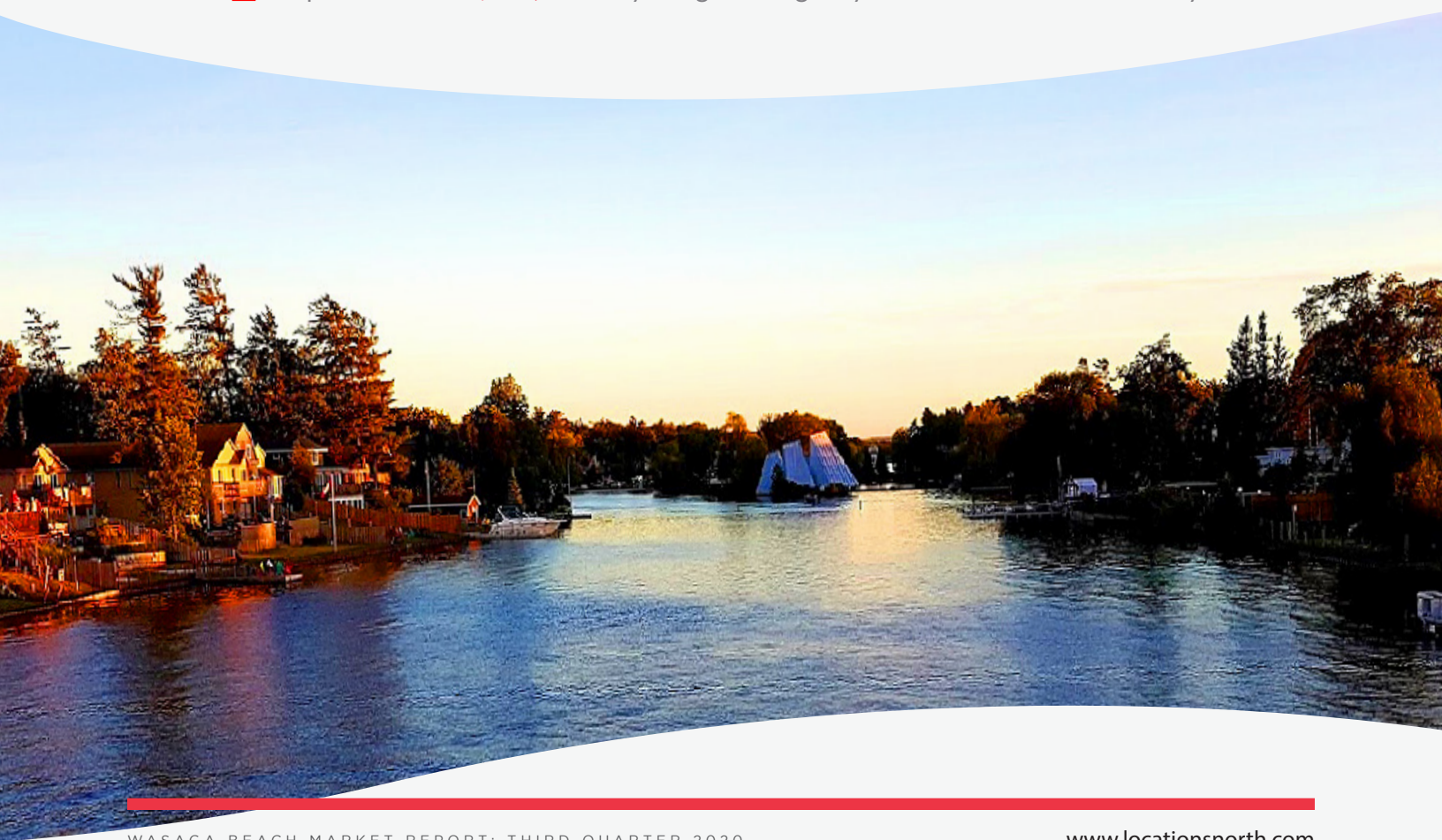
RECORD Q3 SALES VOLUME OF \$156,488,088

Up 114% from Q3-2019's \$73,216,348. Units of 277 up 64% from Q3-2019's 169, with new listings of 269 down 11% and the sales/listings ratio of 103% up 47%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$537,880

Up 20% from the \$446,932 of a year ago. Average days-on-market of 40 down 14 days.

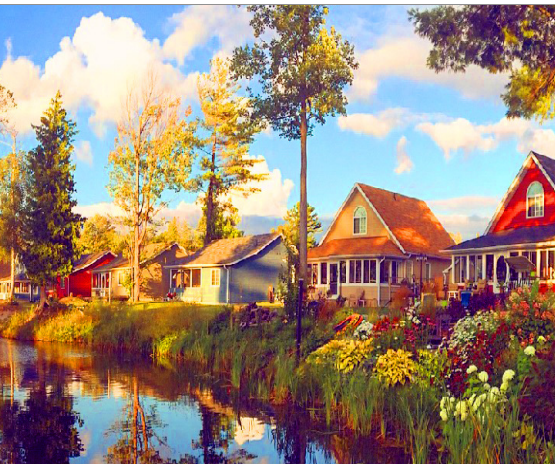


OVERVIEW (cont'd)

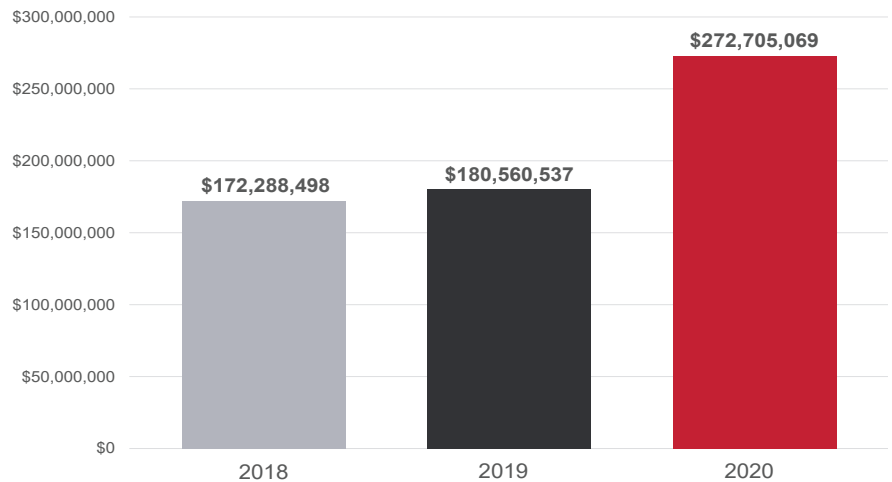


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

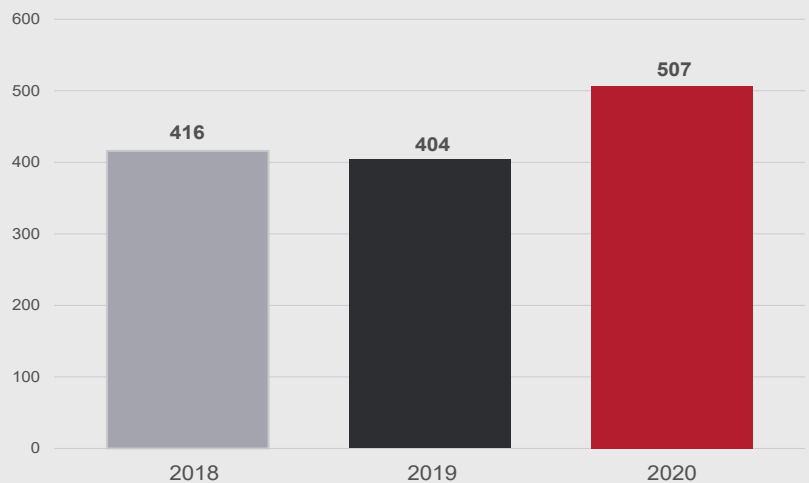
September's volume of **\$43,886,750** was up **83%** from 2019's previous record for the month, while its **75** units were up **7%** from 2015's former benchmark. September's average sale price of **\$585,157** – up **34%** from last year – was a new, all-time monthly high, and its **96%** sales/listings ratio means that it's a strong **sellers' market**.



Graph 1:
Wasaga Beach MLS® Sales
2018 vs. 2019 vs. 2020 (Volume)



Graph 2:
Wasaga Beach MLS® Sales
2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL



Table 1:

Wasaga Beach MLS® Residential Sales And Listing Summary
2018 vs. 2019 vs. 2020

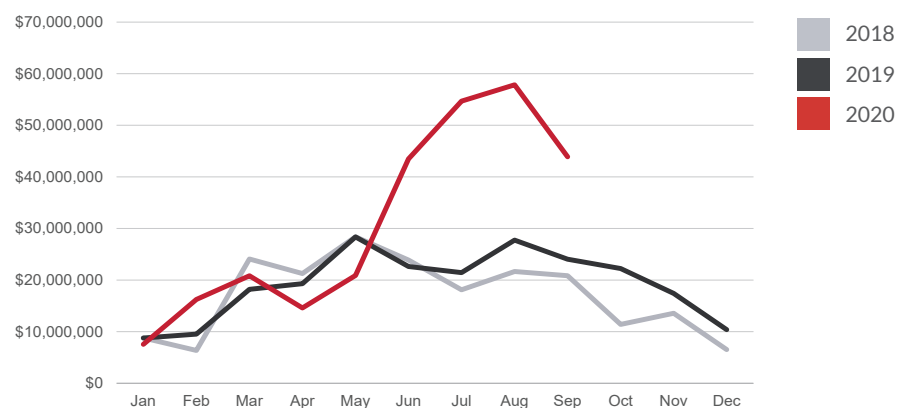
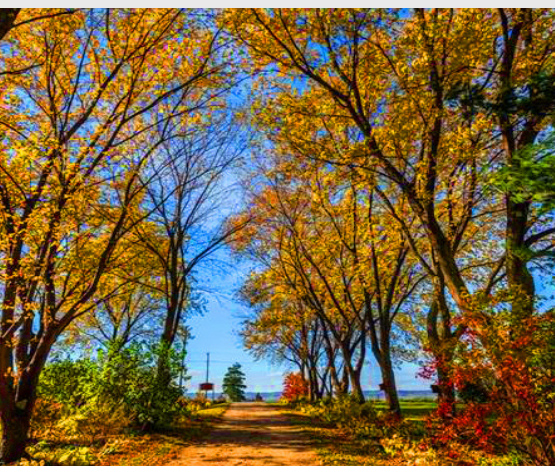
	2018	2019	2020	2019-2020
Year-To-Date (YTD) Volume Sales	\$172,288,498	\$180,560,537	\$272,705,069	+51%
YTD Unit Sales	416	404	507	+25%
YTD New Listings	756	849	678	-20%
YTD Sales/Listings Ratio	55%	48%	75%	+27%
Third Quarter (Q3) Volume Sales	\$60,614,100	\$73,216,348	\$156,408,088	+114%
Q3 Unit Sales	148	169	277	+64%
Q3 New Listings	270	303	269	-11%
Q3 Sales/Listings Ratio	55%	56%	103%	+47%
Q3 Average Sale Price	\$409,555	\$433,233	\$564,650	+30%
September Volume Sales	\$20,847,900	\$24,045,800	\$43,886,750	+83%
September Unit Sales	51	55	75	+36%
September New Listings	72	87	78	-10%
September Sales/Listings Ratio	71%	63%	96%	+33%
September Average Sale Price	\$408,782	\$437,196	\$585,157	+34%
YTD Sales: Under \$100K	5	2	0	-200%
YTD Sales: \$100K - \$299K	81	63	31	-51%
YTD Sales: \$300K - \$499K	234	205	204	-5%
YTD Sales: \$500K - \$799K	90	117	241	+106%
YTD Sales: \$800K - \$999K	4	11	20	+82%
YTD Sales: \$1M - \$1.499M	2	6	8	+33%
YTD Sales: \$1.5M+	0	0	3	+300%
YTD Average Days-On-Market	43	54	40	-26%
YTD Average Sale Price	\$414,155	\$446,932	\$537,880	+20%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of Oct. 3, 2020.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

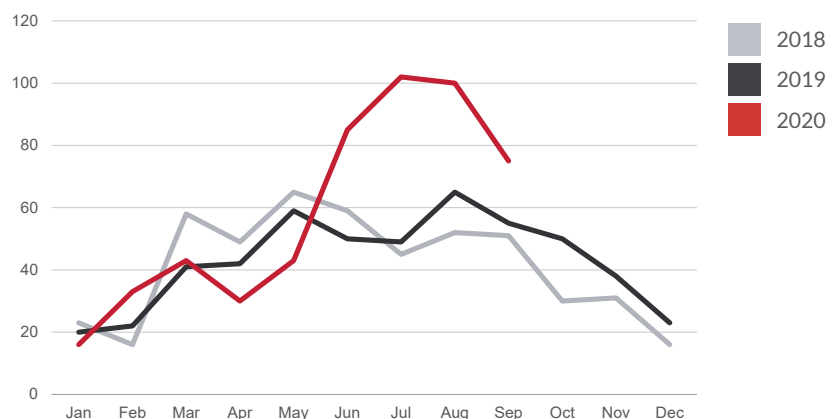
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, Wasaga Beach had a huge Q3 that consisted of its three best volume sales months ever. Q3's volume of **\$156,408,088** was not only up **105%** from Q3-2016's former quarterly record, but it also powered 2020's year-to-date sales to **\$272,705,069** – **3% more than 2016's previous benchmark for annual sales**. **Graph 4** tells a similar story with regard to units. There were **60%** as many sales from June to September as there were in all of 2019. The good news is that the average sale price has just kept rising: its up **93%, 71%, 37%, 28%** and **17%** from 2015-19 respectively.

Graph 3:
Wasaga Beach Monthly MLS® Sales
2018 vs. 2019 vs. 2020 (Volume)



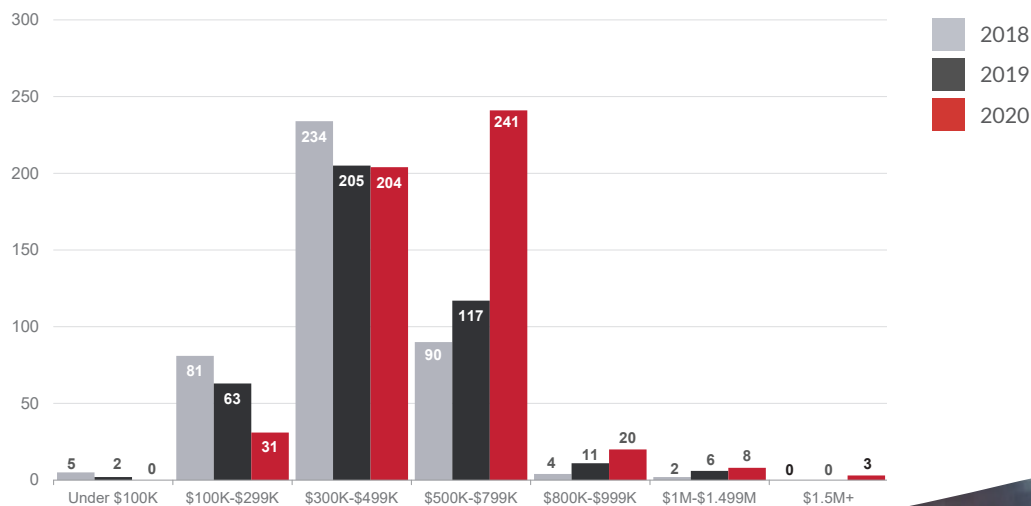
Graph 4:
Wasaga Beach Monthly MLS® Sales
2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2020 unit sales are up from 2019 in four price ranges and down in three. The \$500K-\$799K, \$800K-\$999K, 1M-\$1.499 and \$1.5M+ ranges are up **106%**, **82%**, **33%** and **300%** respectively. The Under-\$100K, \$100K-\$299K and \$300K-\$499K ranges are down **200%**, **51%** and **5%** respectively. More generally, the Under-\$500K price bracket – which accounts for **46%** of 2020's sales – is down **13%** from 2019. The \$500K-\$999K bracket – which accounts for **52%** of all sales – is up **104%**. And the \$1M+ range – which accounts for **2%** of all sales – is up **50%**.

Graph 5:
Wasaga Beach MLS® Sales By Price
2018 vs. 2019 vs. 2020 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Wasaga Beach MLS® Sales By Property Type
2018 vs. 2019 vs. 2020 (Dollars and Units)

2020 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$238,195,649
UP 38% from 2019

UNIT SALES: 421
UP 11% from 2019

AV. DAYS-ON-MARKET: 39
DOWN 11 days from 2019

AV. SALE PRICE: \$565,785
UP 17% from 2019

CONDOMINIUMS

DOLLAR SALES: \$34,509,420
UP 315% from 2019

UNIT SALES: 86
UP 244% from 2019

AV. DAYS-ON-MARKET: 47
DOWN 16 days from 2019

AV. SALE PRICE: \$401,272
UP 12% from 2019

VACANT LAND

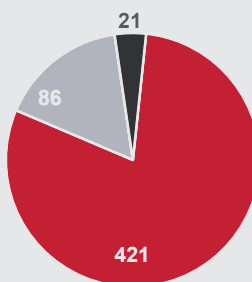
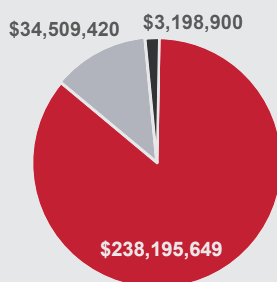
DOLLAR SALES: \$3,198,900
UP 90% from 2019

UNIT SALES: 21
UP 75% from 2019

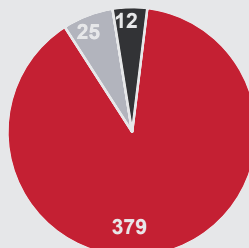
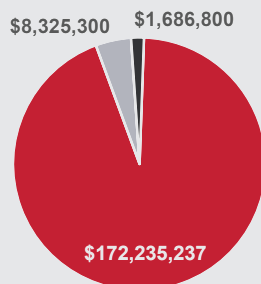
AV. DAYS-ON-MARKET: 76
UP 32 days from 2019

AV. SALE PRICE: \$152,329
UP 6% from 2019

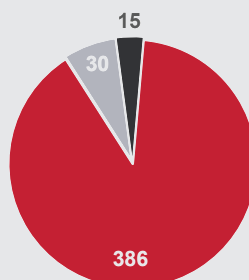
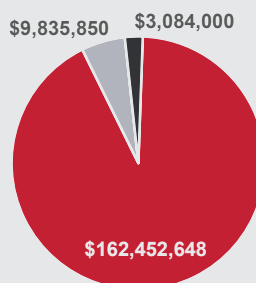
2020



2019



2018



■ Single Family ■ Condominium ■ Vacant Land

SOUTHERN GEORGIAN BAY'S #1 SELLING BROKERAGE

IN 2019:



WE HAD OUR 7TH STRAIGHT RECORD YEAR FOR REGIONAL MLS SALES VOLUME

With \$316,114,237 – up 10% from 2018 and up nearly 500% from 2011!










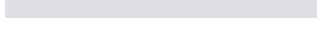


WE HAD NEARLY 3 TIMES THE SALES VOLUME, AND MORE THAN 2 TIMES THE SALES UNITS OF OUR CLOSEST REGIONAL COMPETITOR

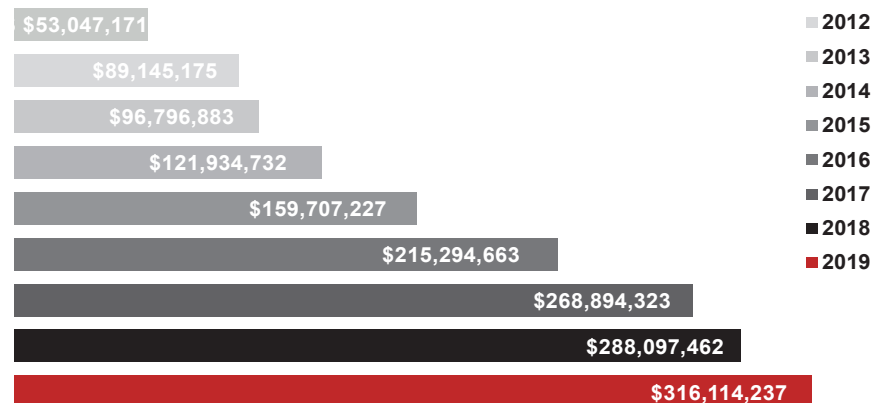


WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH 2¼ TIMES THE VOLUME OF OUR CLOSEST COMPETITOR



	UNITS	PERCENTAGE	
Royal LePage Locations North	443.25	24.9%	
RE/MAX of Wasaga Beach	202.75	11.4%	
Royal LePage Trinity	153.75	8.6%	
RE/MAX Four Seasons	152.25	8.5%	
Century 21 Millenium	137.25	7.7%	
Chestnut Park	97.5	5.5%	
Clairwood	49	2.7%	
RE/MAX at Blue	46.5	2.6%	
Engel & Volkers	27	1.5%	
Other	473.75	26.6%	

Locations North Sales Volume, 2011 - 2019





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.

ROYAL LEPAGE
SHELTER
FOUNDATION

TOP 1%
DONOR 2019



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 Street, Unit 5



CLEARVIEW

705-881-9005

143 Mill Street, Creemore

