

WASAGA BEACH REAL ESTATE MARKET REPORT

2021 IN REVIEW

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



OVERVIEW

RECORD VOLUME SALES WITH AVERAGE PRICES WAY UP



RECORD ANNUAL SALES VOLUME OF \$493,153,279

Up 17% from 2020's \$422,321,042, with units of 652 down 15% from last year's 767. New listings of 796 down 18%, with the sales/listings ratio of 82% up 3%.



FOURTH QUARTER SALES VOLUME OF \$77,894,607

Down 18% from Q4-2020's \$95,100,723. Units of 101 down 36% from last year's 157, with new listings of 101 down 27% and the sales/listings ratio of 100% down 13%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$756,370

Up 37% from 2020's \$550,614. Average days-on-market of 17 down 21 days.

OVERVIEW (cont'd)

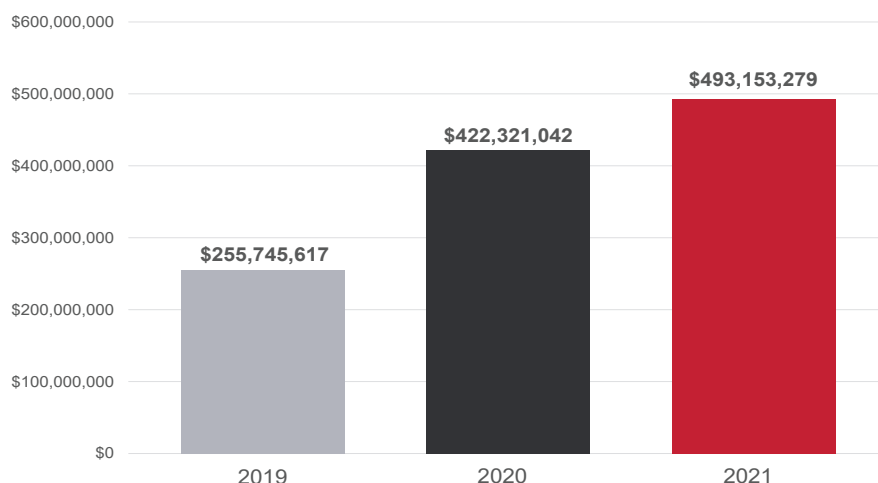


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

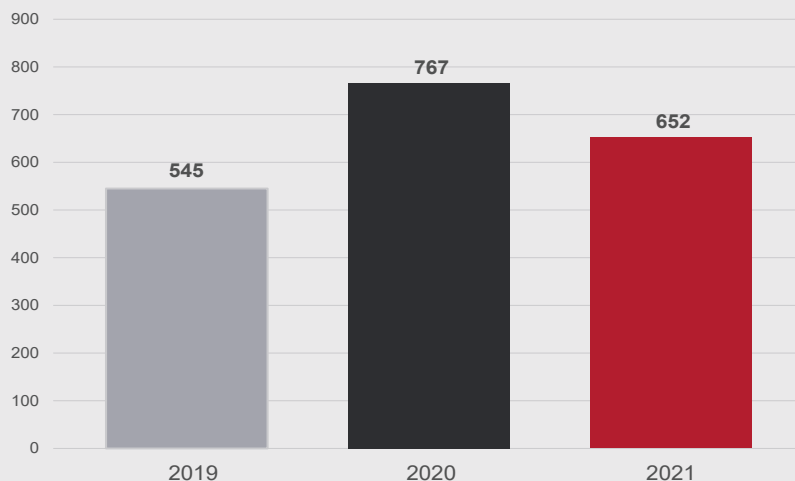
The Wasaga Beach market had a **100.2%** sale/list price ratio in December. Homes sold in just **18** days on average, down **19** days from a year ago, and there is now just **one month** of inventory. All that, together with December's super-high **129%** sales/listings ratio, adds up to a strong **sellers' market**.



Graph 1:
Wasaga Beach MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Wasaga Beach MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:

Wasaga Beach MLS® Residential Sales And Listing Summary
2019 vs. 2020 vs. 2021

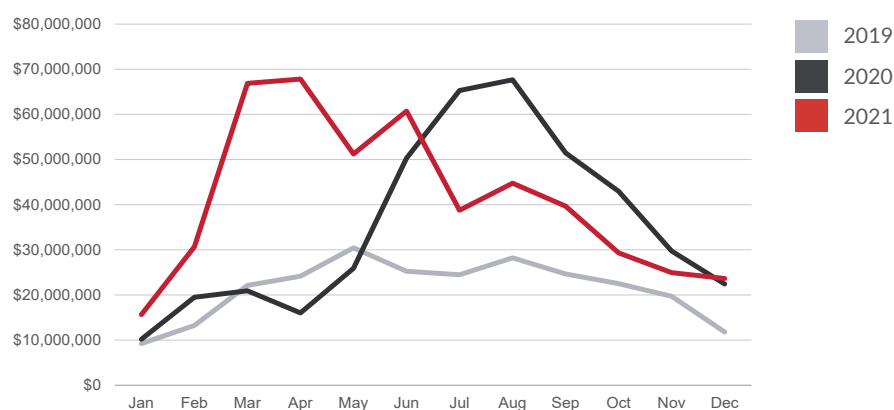
	2019	2020	2021	2020-2021
Annual Volume Sales	\$255,745,617	\$422,321,042	\$493,153,279	+17%
Annual Unit Sales	545	767	652	-15%
Annual New Listings	1077	971	796	-18%
Annual Sales/Listings Ratio	51%	79%	82%	+3%
Annual Expired Listings	264	124	52	-58%
Fourth Quarter (Q4) Volume Sales	\$54,000,680	\$95,100,723	\$77,894,607	-18%
Q4 Unit Sales	116	157	101	-36%
Q4 New Listings	140	139	101	-27%
Q4 Sales/Listings Ratio	83%	113%	100%	-13%
Q4 Expired Listings	111	25	18	-28%
Q4 Average Price	\$465,523	\$605,737	\$771,234	+27%
Annual Sales: Under \$300K	58	38	2	-95%
Annual Sales: \$300K - \$499K	286	297	77	-74%
Annual Sales: \$500K - \$799K	176	375	363	-3%
Annual Sales: \$800K - \$999K	16	35	134	+283%
Annual Sales: \$1M - \$1.499M	9	16	60	+275%
Annual Sales: \$1.5M - \$1.999M	0	4	11	+175%
Annual Sales: \$2M+	0	2	5	+150%
Annual Average Days-On-Market	53	38	17	-55%
Annual Average Sale Price	\$469,258	\$550,614	\$756,370	+37%

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 Jan. 2, 2022. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

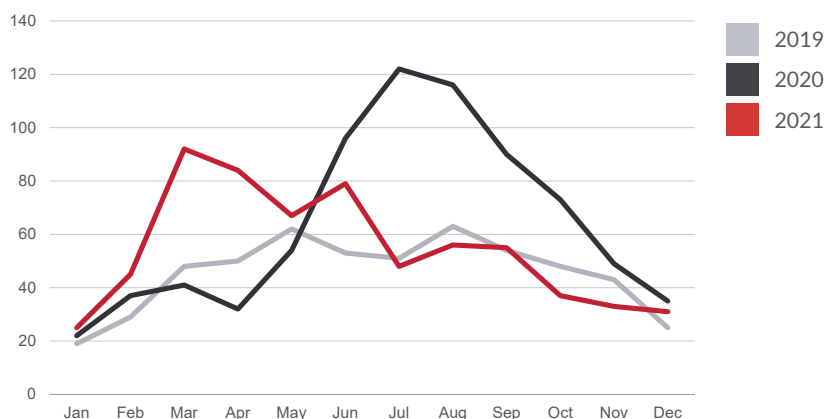
THE MARKET IN DETAIL (cont'd)

The Wasaga Beach market enjoyed big record sales during the first half of 2021, which then slowed considerably during the second half. On the volume side, Wasaga saw seven new benchmark months and five runners-up, with volume of **\$493,153,279** up **17%** from 2020's prior high and up **77%** from 2016's third best total. On the units side, 2021's **652** sales were down **15%** from 2020's **767** and up **19%** from 2016's all-time high of **805**. The reconciling factor was average sale price, with single-family homes, condos and townhouses up **35%**, **42%**, and **34%** respectively. That said, December's superhigh **129%** sales/listings ratio and its one month of inventory point to a strong start for 2022. Lastly, 2021's average sale price did exceptionally well. At **\$756,370** it was up **119%**, **77%**, **75%**, **61%** and **37%** from 2016-2020 respectively.

Graph 3:
Wasaga Beach Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 4:
Wasaga Beach Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)

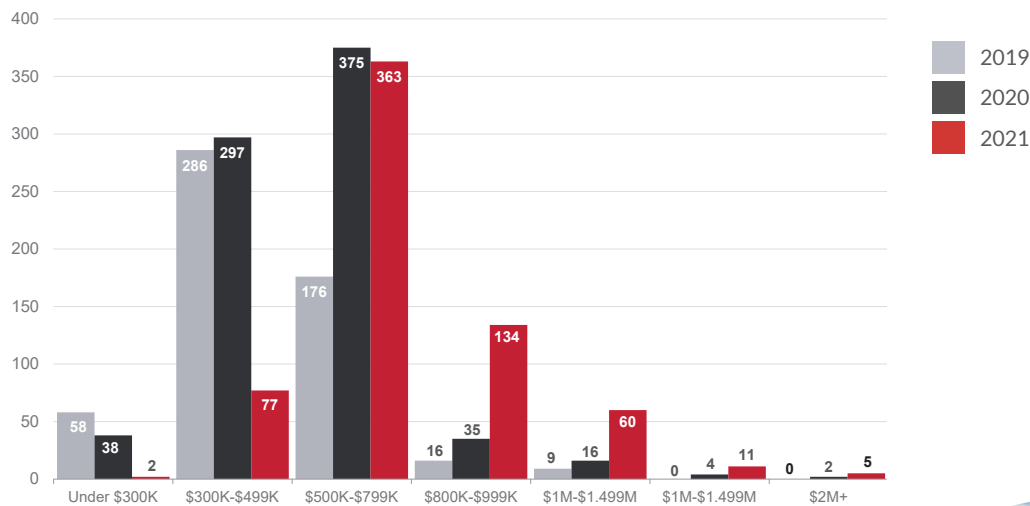


THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales were up from 2020 in four price ranges and down in three. The \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were up **283%**, **275%**, **175%** and **150%** respectively. The Under-\$300K, \$300K-\$499K and \$500K-\$799K ranges were down **95%**, **74%** and **3%** respectively. More generally, the Under-\$500K bracket – which accounted for **12%** of 2021's sales – was down **76%** from a year ago. The \$500K-\$999K bracket – which accounted for **76%** of all sales – was up **21%**. And the \$1M+ bracket – which accounted for **12%** of all sales – was up **245%**.

Graph 5:

Wasaga Beach MLS® Sales By Price
2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Wasaga Beach MLS® Sales By Property Type
2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$442,548,062
UP 22% from 2020

UNIT SALES: 562
DOWN 10% from 2020

AV. DAYS-ON-MARKET: 17
DOWN 20 days from 2020

AV. SALE PRICE: \$787,452
UP 35% from 2020

CONDOMINIUMS

DOLLAR SALES: \$11,816,153
DOWN 8% from 2020

UNIT SALES: 24
DOWN 35% from 2020

AV. DAYS-ON-MARKET: 33
DOWN 13 days from 2020

AV. SALE PRICE: \$492,430
UP 42% from 2020

TOWNHOUSES

DOLLAR SALES: \$38,789,064
DOWN 17% from 2020

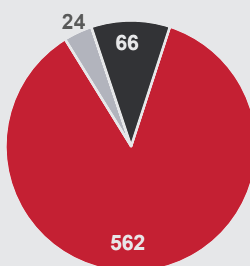
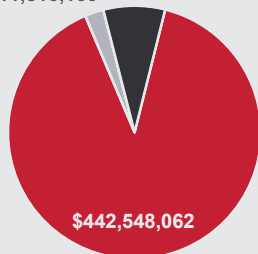
UNIT SALES: 66
DOWN 6% from 2020

AV. DAYS-ON-MARKET: 15
DOWN 27 days from 2020

AV. SALE PRICE: \$587,713
UP 34% from 2020

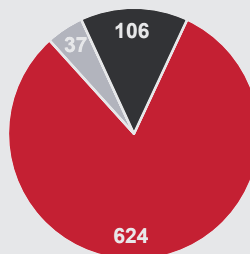
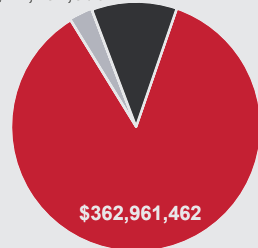
2021

\$11,816,153 \$38,789,064



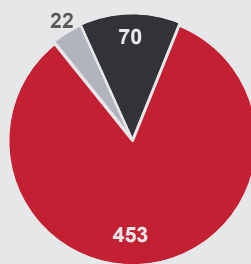
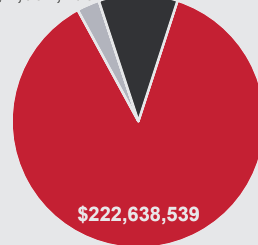
2020

\$12,787,800 \$46,571,780



2019

\$7,397,400 \$25,709,678



■ Single Family ■ Condominium ■ Townhouse

WASAGA BEACH AVERAGE SALE PRICES: 2010-2021

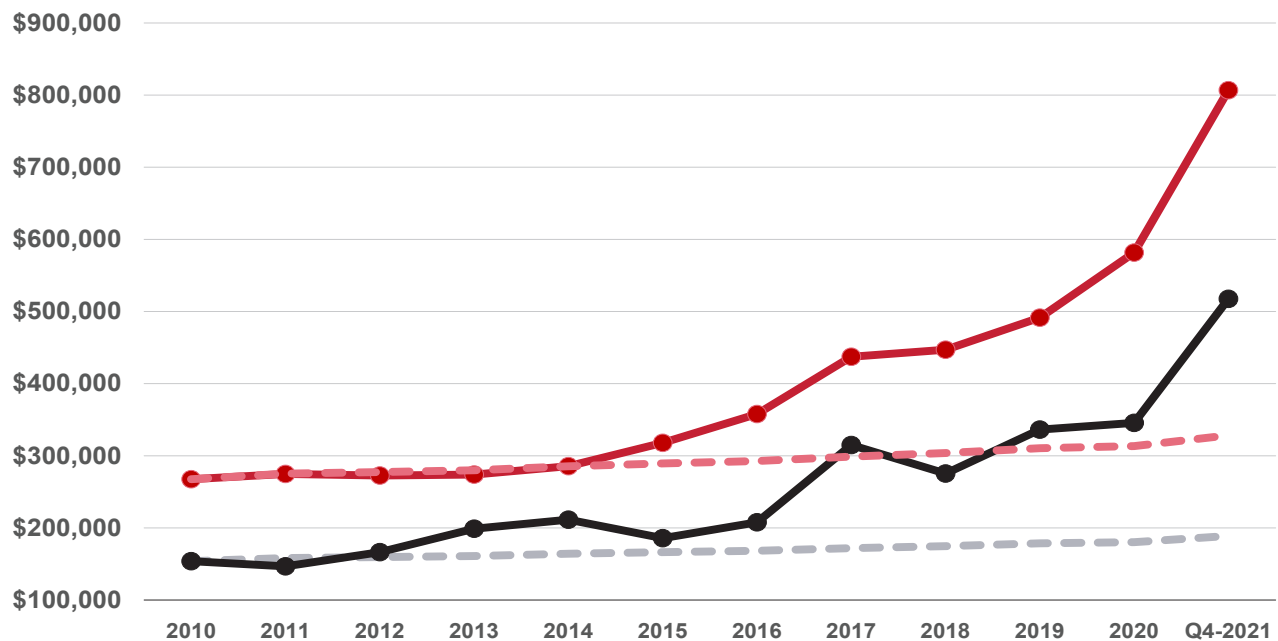
BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION



Wasaga Beach's average sale price for single-family homes in Q4-2021 was **\$806,703**: that's up **39%, 64%, 80%, 84%** and **202%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q4-2021's average condo price of **\$517,484** is up **50%, 54%, 88%, 64%** and **236%** from 2020, 2019, 2018, 2017 and 2010 respectively.



From 2010-2014 the average sale price for single-family homes increased at roughly Canada's inflation rate and then rose to **174%** over inflation in Q4-2021. Condo prices rose parallel to the rate of inflation from 2010-2012, were **22%** above inflation by 2016, and then rose to **146%** over inflation in Q4-2021.



- Single-Family Home Average Sale Price: 2010 > Q4-2021
- Canada's Inflation Rate Based On Wasaga Beach's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q4-2021
- Canada's Inflation Rate Based On Wasaga Beach's 2010 Condominium Average Sale Price

ROYAL LEPAGE LOCATIONS NORTH IN 2021

OUR 9TH STRAIGHT RECORD-BREAKING YEAR



WE BROKE OUR OWN SOUTHERN GEORGIAN BAY
REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With \$1,331,056,293 – up 12½ times from 2011

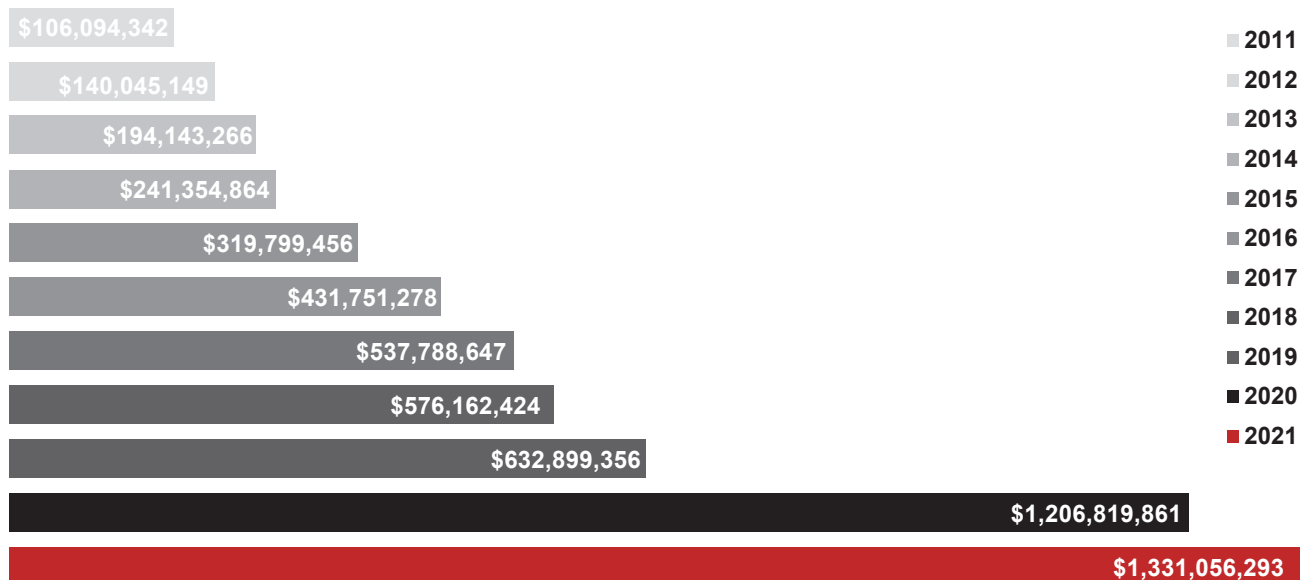


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH
NEARLY 3 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2021





LOCATIONS **NORTH**
BROKERAGE



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REAL ESTATE SERVICE

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COLLINGWOOD

705-445-5520
330 First St.

THORN BURY

519-599-2136
27 Arthur St.

CREEMORE

705-881-9005
154 Mill St.

CRAIGLEITH

705-445-7799
209820 Hwy. 26 West.

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

STAYNER

705-428-2800
7458 ON-26, #11.

WASAGA BEACH

705-617-9969
1344 Mosley St. Unit 5.