

THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT

SECOND QUARTER 2022

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



OVERVIEW

NEAR-RECORD VOLUME, WITH UNITS DOWN AND THE AVERAGE SALE PRICE WAY UP



SALES VOLUME OF \$285,939,125

Down .001% from 2021's \$285,970,121, with units of 205 down 28% from last year's 286. New listings of 366 down 12%, with the sales/listings ratio of 56% down 13%.



SECOND QUARTER SALES VOLUME OF \$109,001,317

Down 25% from Q2-2021's \$144,909,597. Units of 86 down 40% from last year's 144, with new listings of 223 down 4% and the sales/listings ratio of 39% down 23%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,394,825

Up 39% from the \$999,896 of one year ago. Average days-on-market of 26 up 7 days.



OVERVIEW (cont'd)

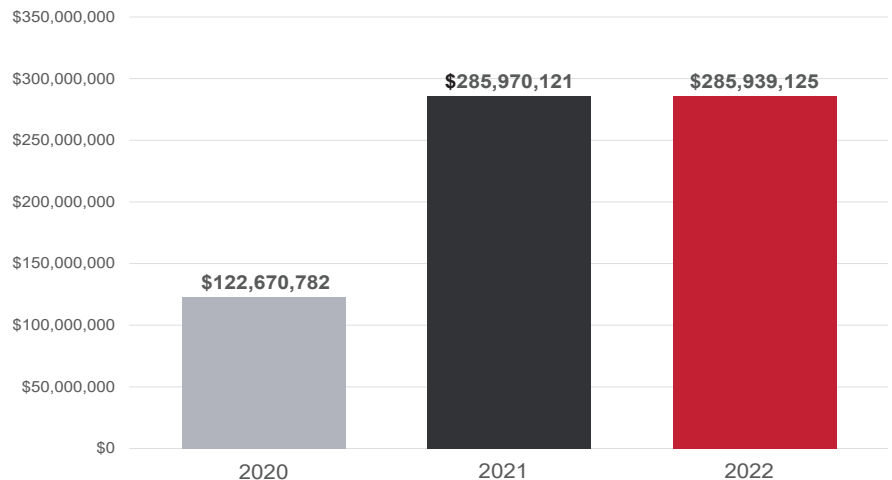


THE DEMAND FOR LISTINGS IS EQUAL TO THE SUPPLY

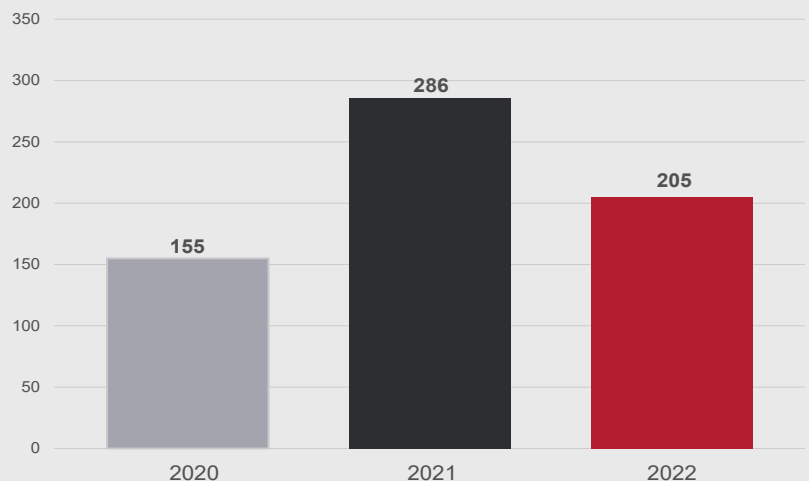
The Blue Mountains market had a **98.2%** sale/list price ratio in June. Homes sold in **36** days on average, up **15** days from a year ago. Overall, the market is transitioning towards balance.



Graph 1:
The Blue Mts. MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:

The Blue Mts. MLS® Residential Sales And Listing Summary
2020 vs. 2021 vs. 2022

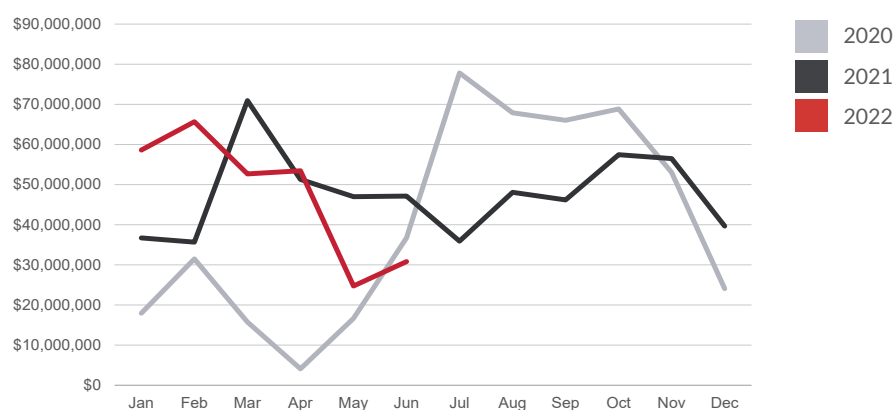
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$122,670,782	\$285,970,121	\$285,939,125	-001%
YTD Unit Sales	155	286	205	-28%
YTD New Listings	341	416	366	-12%
YTD Sales/Listings Ratio	46%	69%	56%	-13%
YTD Expired Listings	85	29	12	-59%
Second Quarter (Q2) Volume Sales	\$57,494,700	\$144,909,597	\$109,001,317	-25%
Q2 Unit Sales	67	144	86	-40%
Q2 New Listings	169	232	223	-4%
Q2 Sales/Listings Ratio	40%	62%	39%	-23%
Q2 Expired Listings	55	18	7	-61%
Q2 Average Sale Price	\$858,130	\$1,006,317	\$1,267,457	+26%
YTD Sales: Under \$300K	16	13	5	-62%
YTD Sales: \$300K - \$499K	39	45	21	-53%
YTD Sales: \$500K - \$799K	41	61	28	-54%
YTD Sales: \$800K - \$999K	24	55	26	-53%
YTD Sales: \$1M - \$1.499M	19	60	58	-3%
YTD Sales: \$1.5M - \$1.999M	12	34	25	-26%
YTD Sales: \$2M+	4	18	42	+133%
YTD Average Days-On-Market	67	19	26	+37%
YTD Average Sale Price	\$791,424	\$999,896	\$1,394,825	+39%

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 July. 3, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

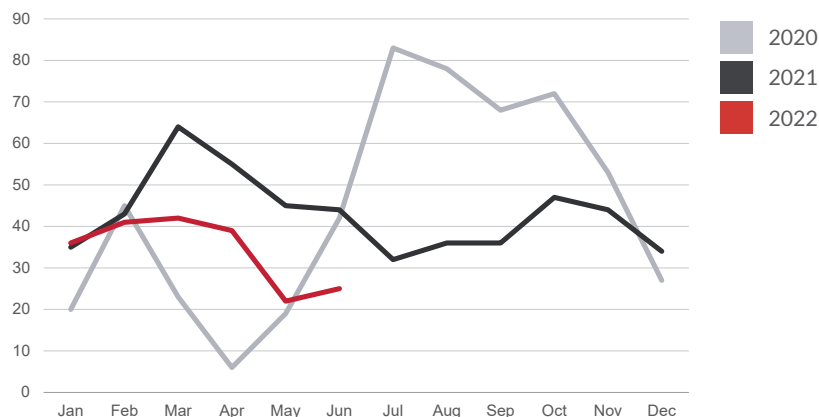
THE MARKET IN DETAIL (cont'd)

The Blue Mts. has enjoyed near record volume sales this year despite a slowing May and June. Q2 sales of **\$109,001,317**, the second best total ever, were down **25%** from 2021's big record **\$144,909,597**. And year-to-date sales of **\$285,939,125** are down just **001%** from a year ago. However, on the units side Q2's **86** sales were down **40%** from 2021's record **144**, and the fourth fewest in the last ten years. Lastly, 2022's year-to-date, average sale price of **\$1,394,825** is up **121%**, **101%**, **76%** and **39%** from that of 2018, 2019, 2020 and 2021 respectively.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 4:
The Blue Mts. Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)

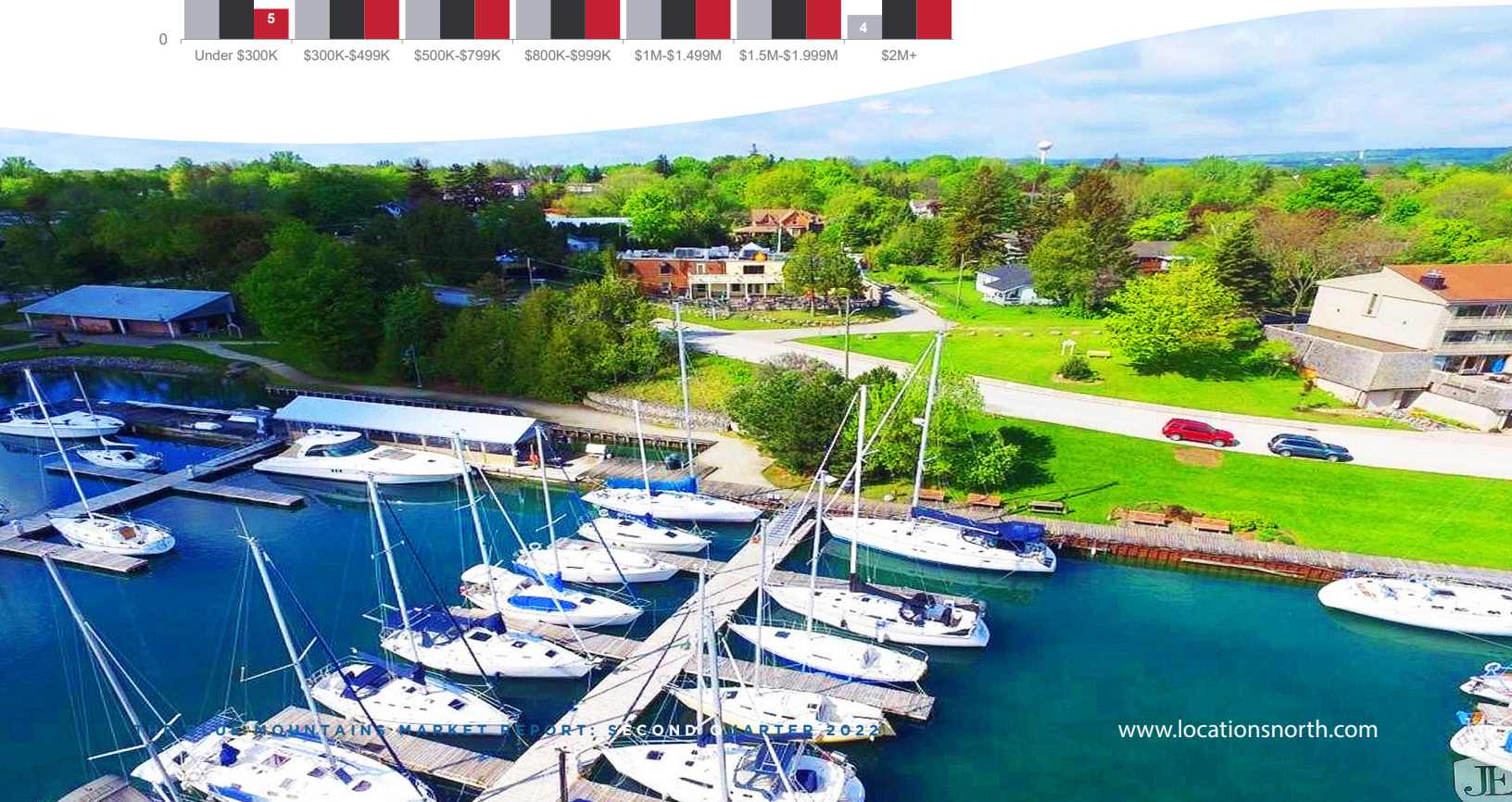
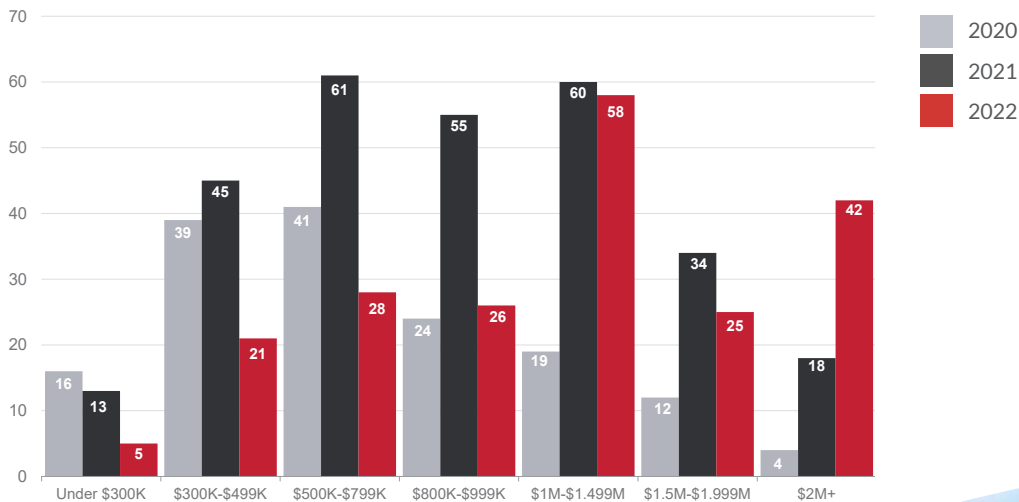


THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022's unit sales are up from 2021's in one price ranges and down in six. The Under \$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges are down **62%**, **53%**, **54%**, **53%**, **3%** and **26%** respectively. The \$2M+ range is up **133%**. More generally, the Under-\$500K bracket – which accounts for **13%** of 2022's sales – is down **55%** from a year ago. The \$500K-\$999K bracket – which accounts for **26%** of all sales – is down **54%**. And the \$1M+ bracket – which accounts for **61%** of all sales – is up **12%**.

Graph 5:

The Blue Mts. MLS® Sales By Price
2020 vs. 2021 vs. 2022 (Units)



SALES BY PROPERTY TYPE

Graph 6:

The Blue Mts. MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$219,824,443
UP 14% from 2021

UNIT SALES: 118
DOWN 15% from 2021

AV. DAYS-ON-MARKET: 23
UP 1 day from 2021

AV. SALE PRICE: \$1,862,919
UP 35% from 2021

CONDOMINIUMS

DOLLAR SALES: \$37,131,094
DOWN 37% from 2021

UNIT SALES: 60
DOWN 44% from 2021

AV. DAYS-ON-MARKET: 34
UP 5 days from 2021

AV. SALE PRICE: \$618,852
UP 12% from 2021

TOWNHOUSES

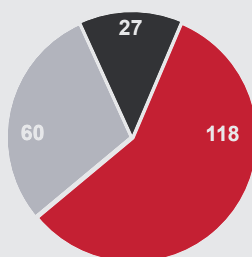
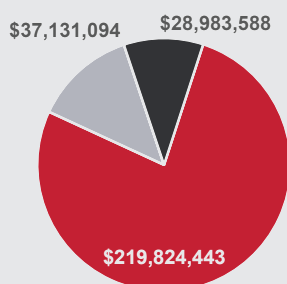
DOLLAR SALES: \$28,983,588
DOWN 37% from 2021

UNIT SALES: 27
DOWN 32% from 2021

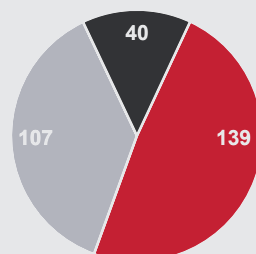
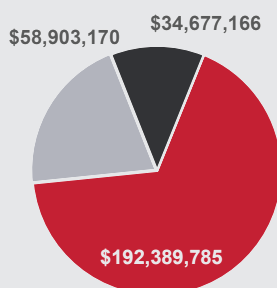
AV. DAYS-ON-MARKET: 19
UP 8 days from 2021

AV. SALE PRICE: \$1,073,466
UP 24% from 2021

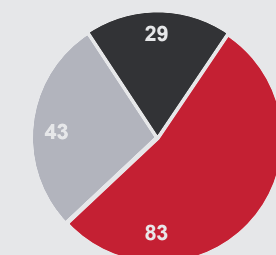
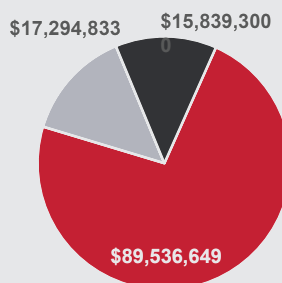
2022



2021



2020



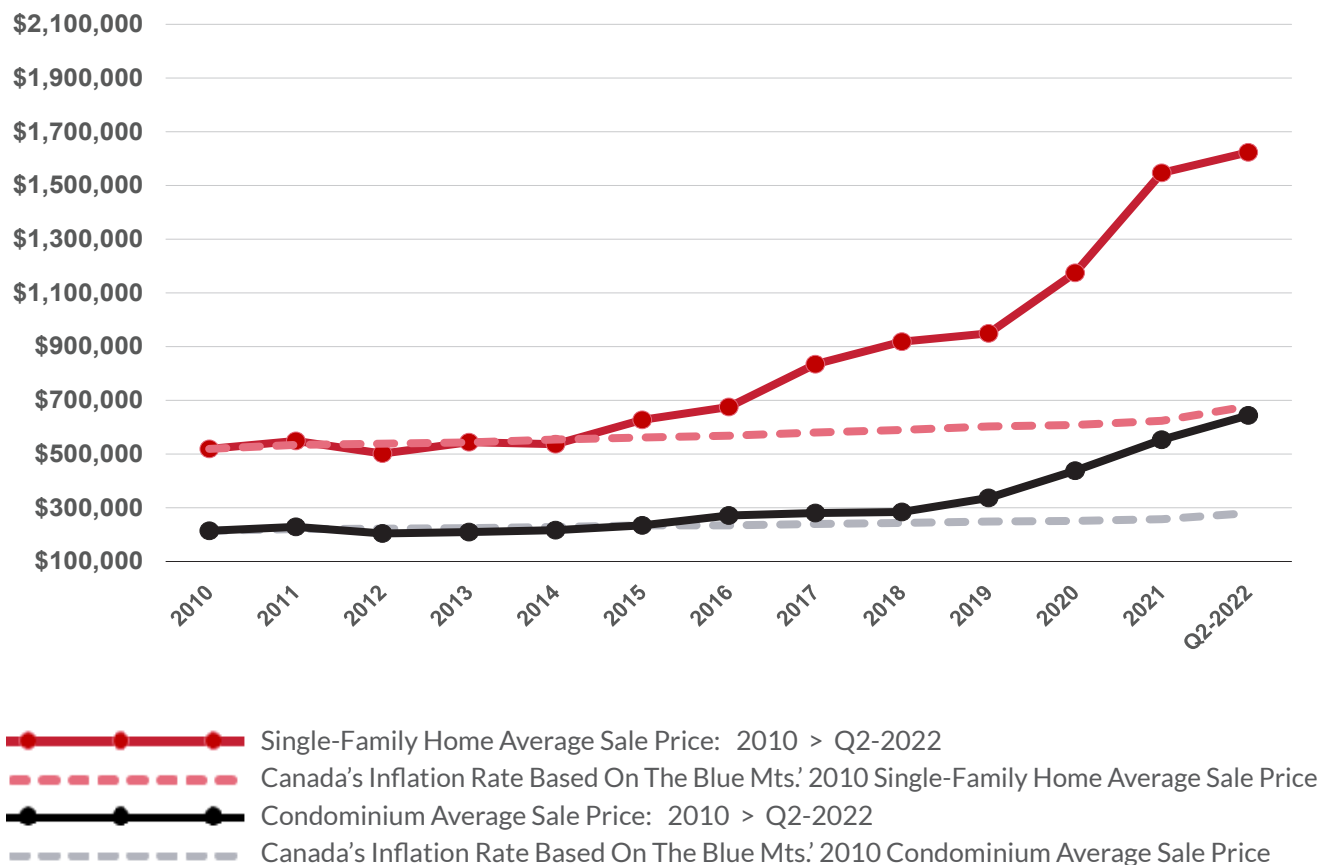
■ Single Family ■ Condominium ■ Townhouse

THE BLUE MTS. AVERAGE SALE PRICES: 2010-2022

BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ The Blue Mts.' average sale price for single-family homes in Q2-2022 was **\$1,623,165** that's up **5%, 38%, 71%, 77%** and **213%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q2-2022's average condo price of **\$644,029** was up **16%, 47%, 91%, 127%** and **201%** from 2021, 2020, 2019, 2018 and 2010 respectively.

↑ From 2010-2014 the average sale price for single-family homes generally increased at just under Canada's inflation rate, and then rose to **139%** above inflation by Q2-2022. Condo prices generally rose on a par with inflation until 2014 and then began to climb in 2015, rising to **130%** above the inflation rate by Q2-2022.



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

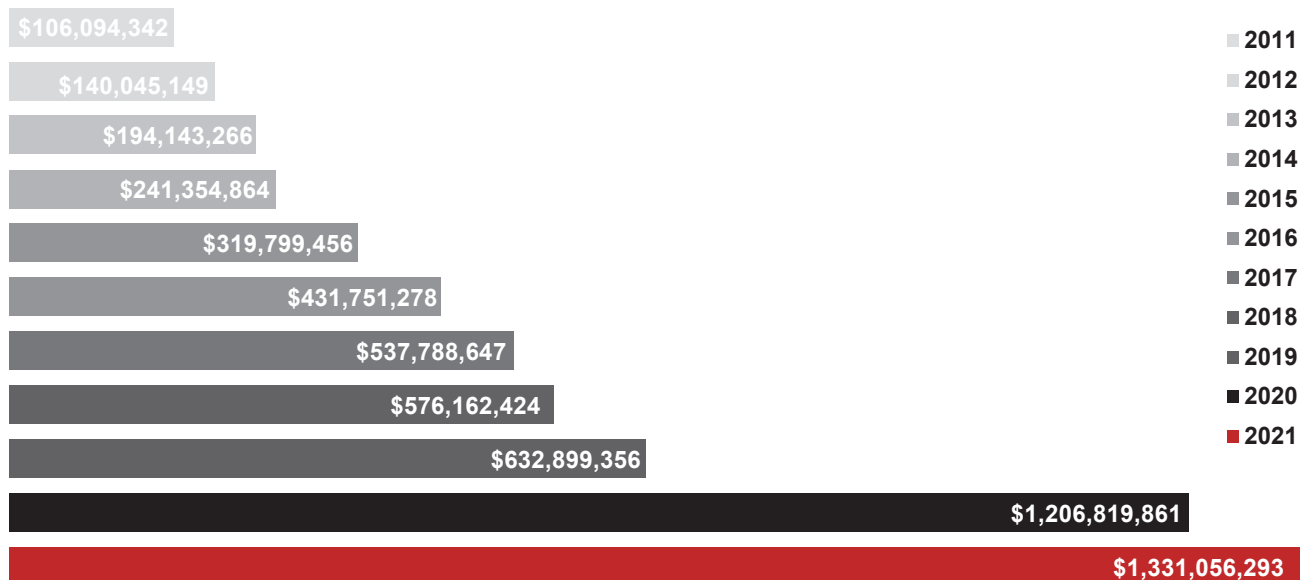


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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



2021 UNIT SALES

* Collingwood, The Blue Mts.,
Wasaga Beach, Meaford,
Clearview, Grey Highlands
** \$1,000,000+

Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	416.5	33.3%	
Century 21 Millenium	196.5	15.7%	
RE/MAX Four Seasons	132.5	10.6%	
Chestnut Park	89	7.1%	
Clairwood	70	5.6%	
RE/MAX By The Bay	30	2.4%	
Royal LePage RCR	24	1.9%	
Engel & Volkers	23	1.8%	
Forest Hill	21	1.7%	
Other	246.5	19.9%	

The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	260.5	31.1%	
RE/MAX at Blue	111	13.3%	
Century 21 Millenium	106.5	12.7%	
Chestnut Park	68	8.1%	
RE/MAX Four Seasons	65.5	7.8%	
Clairwood	30	3.6%	
Royal LePage RCR	22	2.6%	
Forest Hill	19	2.3%	
Sotheby's	19	2.3%	
Other	136.5	16.2%	

Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	142	36.1%	
Century 21 Millenium	40.5	10.3%	
Chestnut Park	21	5.4%	
RE/MAX Four Seasons	20	5.1%	
ARA	17	4.3%	
Royal LePage RCR	13	3.3%	
Sotheby's	10	2.5%	
Engel & Volkers	9	2.3%	
Clairview	8	2%	
Other	112	28.7%	

Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	95	20.4%	
RE/MAX Four Seasons	39	8.4%	
RE/MAX Hallmark Chay	36	8.4%	
RE/MAX By The Bay	35	7.7%	
Keller Williams Experience	31.5	5.8%	
Century 21 Millenium	25	4.4%	
Century 21 - BJ Roth	22	3.6%	
Faris Team	19	1.8%	
RE/MAX Hallmark	16	1.8%	
Other	144	31.5%	

Southern Georgian Bay (West)*

	UNITS	PERCENTAGE	
Royal LePage Locations North	1156	27.9%	
Century 21 Millenium	499	12%	
RE/MAX By The Bay	373	9%	
RE/MAX Four Seasons	295	7.4%	
Chestnut Park	213	5.1%	
RE/MAX At Blue	126	3%	
Clairwood	117	2.8%	
RE/MAX Hallmark Chay	94	2.3%	
Sotheby's	68	1.6%	
Other	1203	28.9%	

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE	
Royal LePage Locations North	144	26%	
RE/MAX Four Seasons	54	9.8%	
Chestnut Park	37.5	6.8%	
Century 21 Millenium	35.5	6.4%	
RE/MAX By The Bay	34	6.2%	
Royal LePage RCR	28	5.1%	
Clairwood	19.5	3.5%	
Sotheby's	18	3.3%	
Forest Hill	13	2.4%	
Other	168.5	30.5%	



LOCATIONS **NORTH**
BROKERAGE

PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

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330 First St.

THORN BURY

519-599-2136
27 Arthur St.

CREEMORE

705-881-9005
154 Mill St.

STAYNER

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

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

WASAGA BEACH

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

