

WASAGA BEACH REAL ESTATE MARKET REPORT

SECOND QUARTER 2022

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



OVERVIEW

VOLUME SALES AND UNITS SALES DOWN, WITH AVERAGE SALE PRICE UP



YEAR-TO-DATE SALES VOLUME OF \$233,259,698

Down 20% from 2021's \$292,959,622, with units of 276 down 30% from last year's 392. New listings of 546 up 10%, with the sales/listings ratio of 51% down 28%.



SECOND QUARTER SALES VOLUME OF \$113,231,327

Down 37% from Q2-2021's \$179,761,599. Units of 139 down 40% from last year's 230, with new listings of 333 up 10% and the sales/listings ratio of 42% down 34%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$845,144

Up 13% from 2021's \$747,346. Average days-on-market of 14 down 1 day.

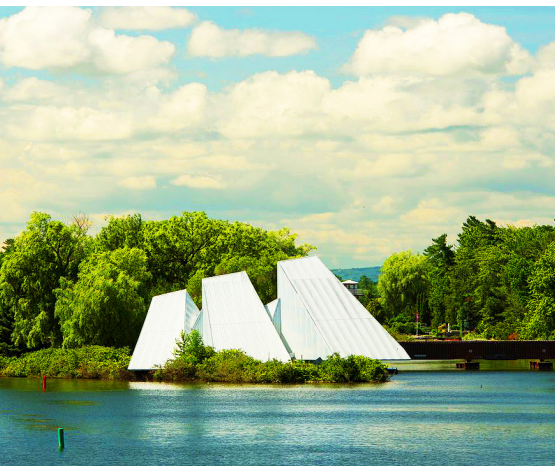


OVERVIEW (cont'd)

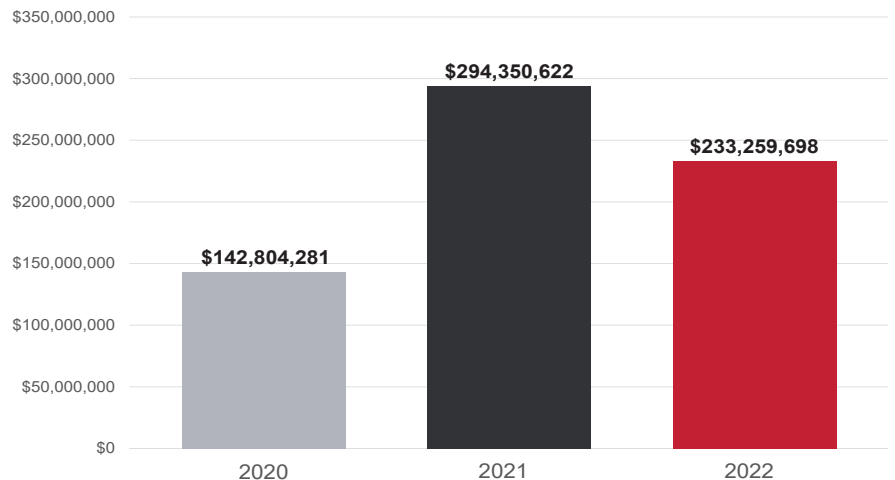


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

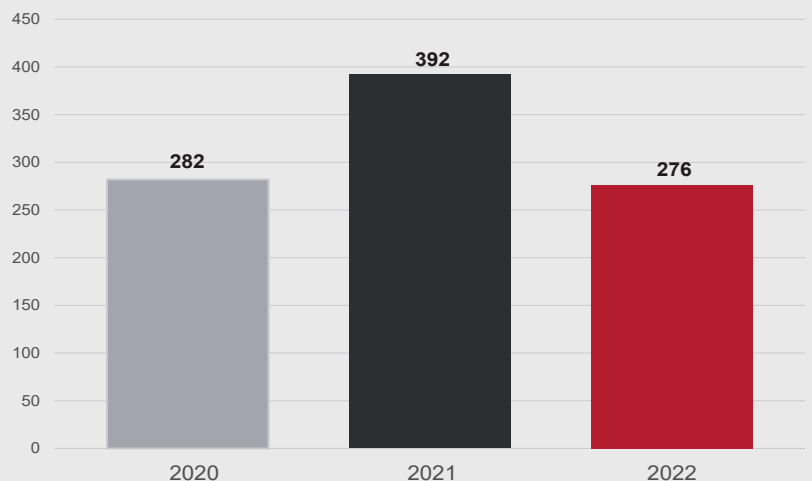
The Wasaga Beach market had a **97.9%** sale/list price ratio in June. Homes sold in **24** days on average, up **10** days from a year ago. Overall, the market is transitioning towards balance.



Graph 1:
Wasaga Beach MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
Wasaga Beach MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:

Wasaga Beach MLS® Residential Sales And Listing Summary
2020 vs. 2021 vs. 2022

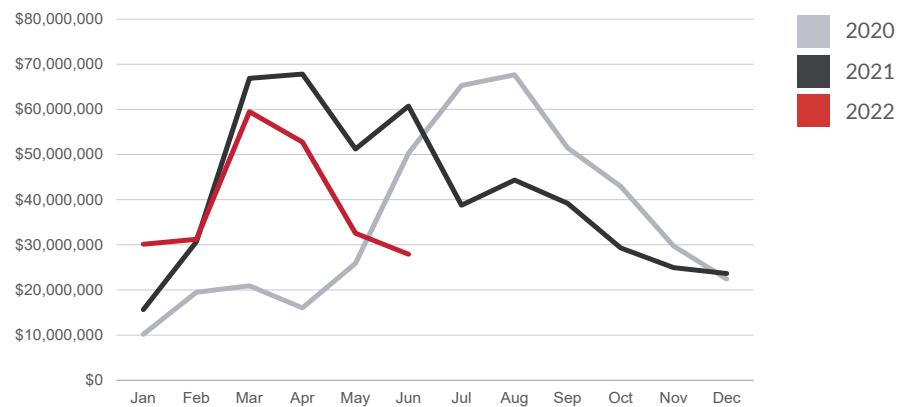
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$142,804,281	\$292,959,622	\$233,261,698	-20%
YTD Unit Sales	282	392	276	-30%
YTD New Listings	498	495	546	+10%
YTD Sales/Listings Ratio	57%	79%	51%	-28%
YTD Expired Listings	72	12	19	+58%
Second Quarter (Q2) Volume Sales	\$92,214,350	\$179,761,599	\$113,231,327	-37%
Q2 Unit Sales	182	230	139	-40%
Q2 New Listings	268	302	333	+10%
Q2 Sales/Listings Ratio	68%	76%	42%	-34%
Q2 Expired Listings	35	7	11	+57%
Q2 Average Sale Price	\$506,672	\$781,572	\$814,614	+4%
YTD Sales: Under \$300K	20	0	0	0%
YTD Sales: \$300K - \$499K	133	48	12	-75%
YTD Sales: \$500K - \$799K	115	229	110	-52%
YTD Sales: \$800K - \$999K	9	72	88	+22%
YTD Sales: \$1M - \$1.499M	5	34	61	+79%
YTD Sales: \$1.5M - \$1.999M	0	6	5	-17%
YTD Sales: \$2M+	0	3	0	-300%
YTD Average Days-On-Market	49	15	14	-7%
YTD Average Sale Price	\$506,398	\$747,346	\$845,144	+13%

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.

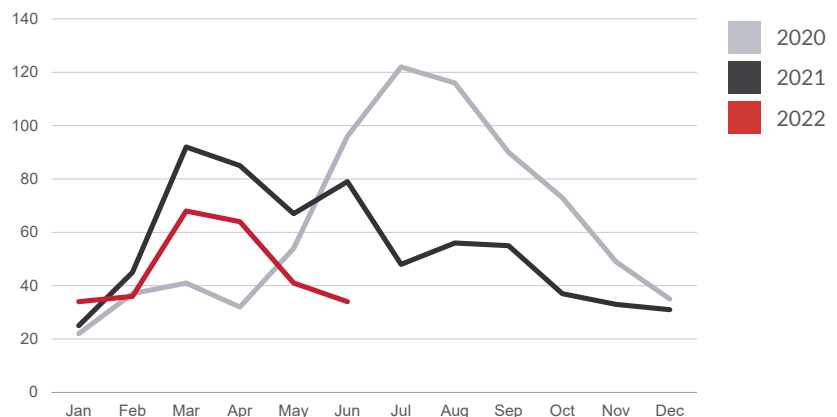
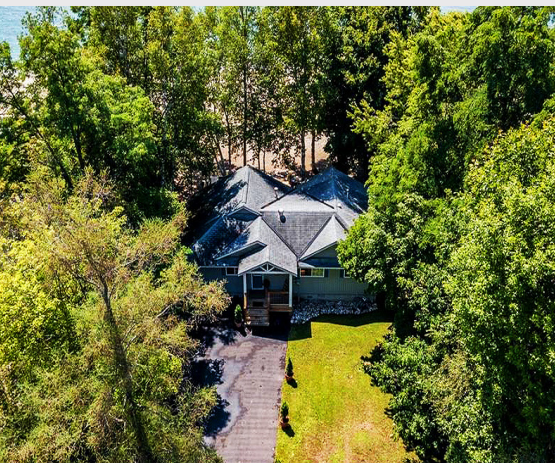
THE MARKET IN DETAIL (cont'd)

Wasaga Beach has seen relatively strong, year-to-date volume sales despite a slowdown in May and June. Q2 sales of **\$113,231,327**, the second best total ever, were down **37%** from 2021's big record **\$179,761,599**. Year-to-date volume of **\$233,259,698**, also the second best ever, was down **20%** from a year ago. However, on the units side Q2's **139** were down **53%** from 2017's record **298**, and the fewest in the last ten years. Lastly, 2022's year-to-date, average sale price of **\$845,144** is up **97%, 77%, 67%** and **13%** from that of 2018, 2019, 2020 and 2021 respectively.

Graph 3:
Wasaga Beach Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 4:
Wasaga Beach Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)

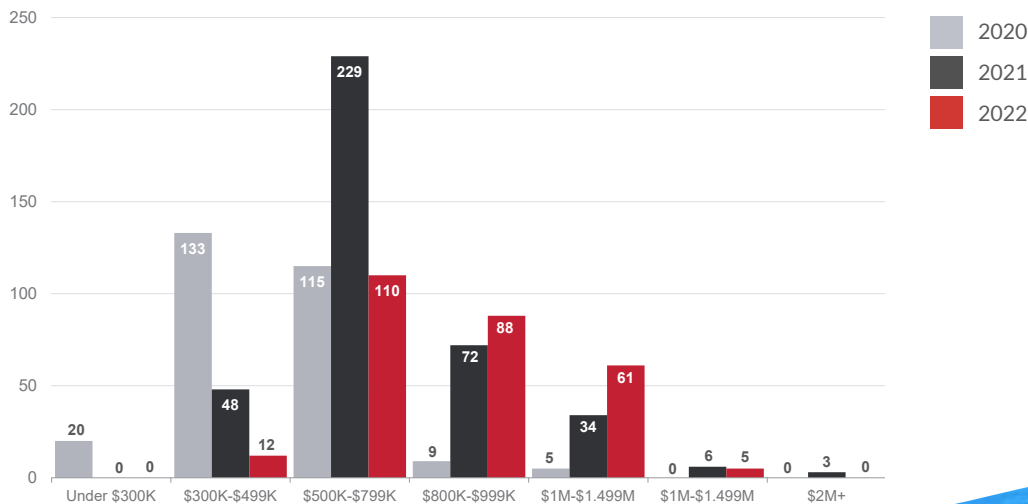


THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q2-2022 unit sales are up from Q2-2021 in two price ranges and down in four. The \$800K-\$999K and \$1M-\$1.499M are up **22%** and **79%** respectively. The \$300K-\$499K \$500K-\$799K, \$1.5M-\$1.999M and \$2M+ ranges are down **75%**, **52%**, **17%** and **300%** respectively. More generally, the Under-\$500K bracket – which accounts for **4%** of 2022's sales – is down **75%** from a year ago. The \$500K-\$999K bracket – which accounts for **72%** of all sales – is down **34%**. And the \$1M+ bracket – which accounts for **24%** of all sales – is up **53%**.

Graph 5:

Wasaga Beach MLS® Sales By Price
2020 vs. 2021 vs. 2022 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Wasaga Beach MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$203,329,865
DOWN 22% from 2021

UNIT SALES: 228
DOWN 32% from 2021

AV. DAYS-ON-MARKET: 14
EQUAL to 2021

AV. SALE PRICE: \$891,798
UP 15% from 2021

CONDOS/TOWNS

DOLLAR SALES: \$29,929,833
DOWN 4% from 2021

UNIT SALES: 48
DOWN 13% from 2021

AV. DAYS-ON-MARKET: 14
DOWN 6 days from 2021

AV. SALE PRICE: \$623,538
UP 10% from 2021

VACANT LAND

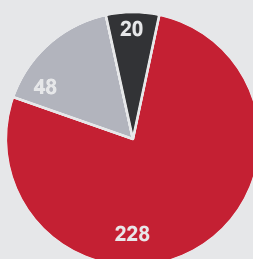
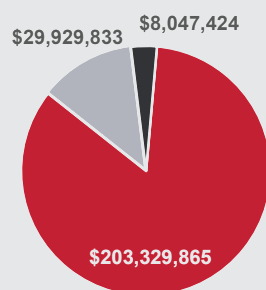
DOLLAR SALES: \$8,047,424
DOWN 23% from 2021

UNIT SALES: 20
DOWN 41% from 2021

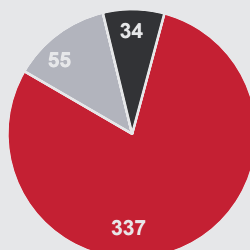
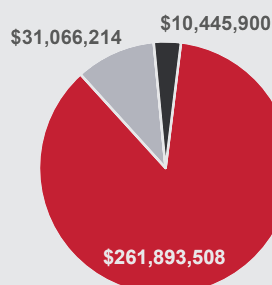
AV. DAYS-ON-MARKET: 40
UP 15 days from 2021

AV. SALE PRICE: \$402,371
UP 31% from 2021

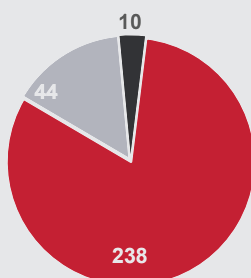
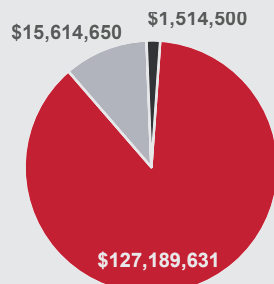
2022



2021



2020



■ Single Family ■ Condo/Town ■ Vacant Land

WASAGA BEACH AVERAGE SALE PRICES: 2010-2022

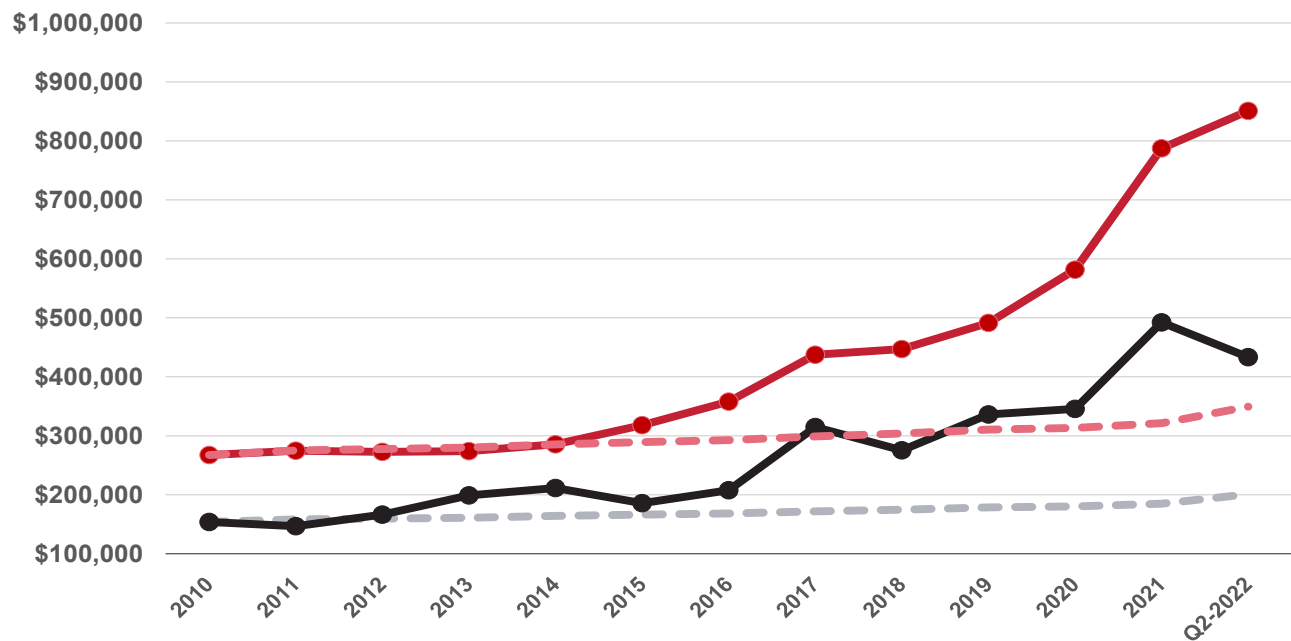
SINGLE FAMILY HOMES UP FROM 2021, CONDOS DOWN



Wasaga Beach's average sale price for single-family homes in Q2-2022 was **\$850,783**; that's up **8%, 46%, 73%, 90%** and **218%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q2-2022's average condo price of **\$433,250** was down **12%** from 2021, but up **25%, 29%, 57%** and **182%** from 2020, 2019, 2018 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 **144%** over inflation in Q2-2022. Condo prices rose parallel to the rate of inflation from 2010-2012, were **23%** above inflation by 2016, and then rose to **116%** over inflation in Q2-2022.



- Single-Family Home Average Sale Price: 2010 > Q2-2022
- Canada's Inflation Rate Based On Wasaga Beach's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q2-2022
- 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

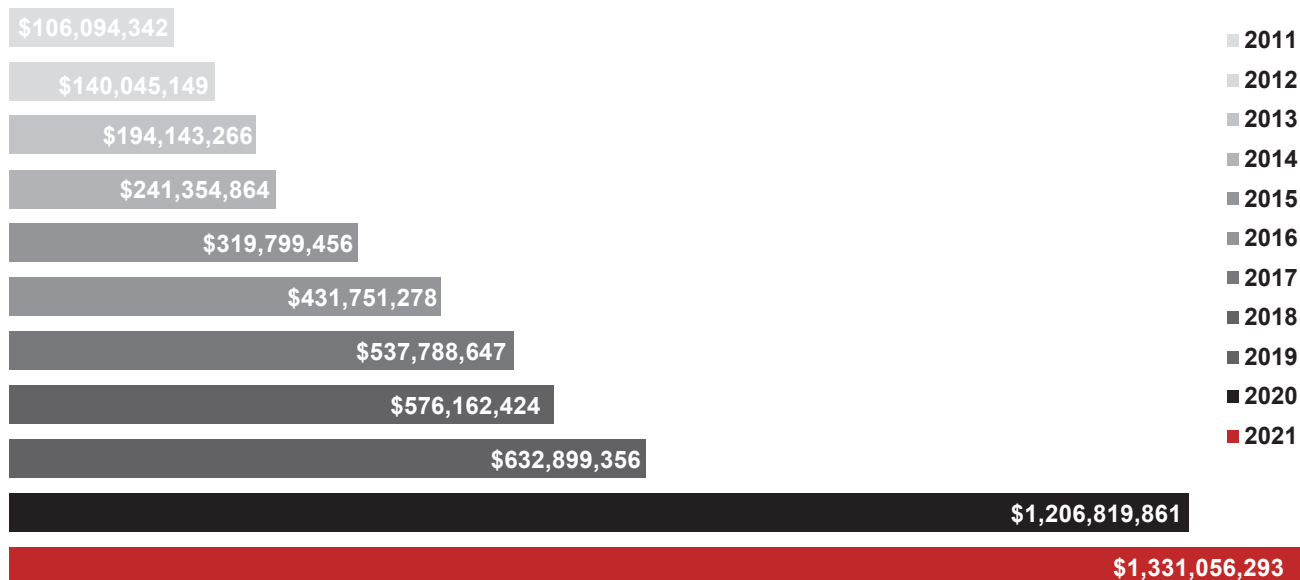


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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

PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

At Locations North we do everything we can to put you first. And that includes completely respecting your privacy. If we can ever be of help with your real estate needs, please give us a call or visit our website at www.locationsnorth.com

COLLINGWOOD

705-445-5520
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.

