

WASAGA BEACH REAL ESTATE MARKET REPORT

THIRD QUARTER 2023

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



OVERVIEW

THIRD-QUARTER SALES UP FROM A YEAR AGO, BUT YEAR-TO-DATE SALES DOWN OVERALL



YEAR-TO-DATE SALES VOLUME OF \$310,371,989

Up 5% from 2022's \$295,810,998, with units of 408 up 14% from last year's 357.
New listings of 948 up 15%, with the sales/listings ratio of 43% equal to last year.



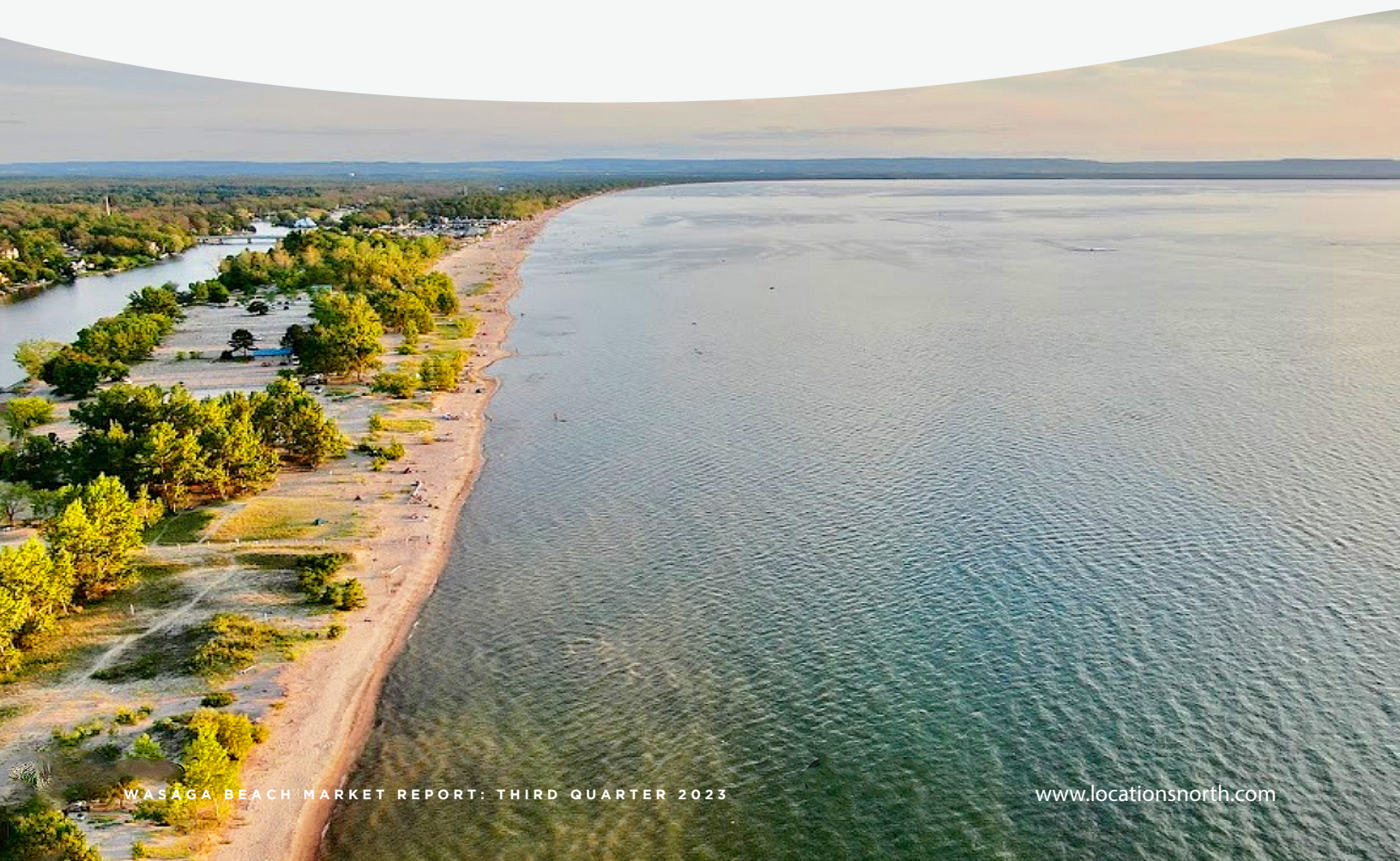
THIRD-QUARTER SALES VOLUME OF \$106,046,682

Up 72% from Q3-2022's \$61,729,500. Units of 143 up 79% from last year's 80, with new listings of 336 up 21% and the sales/listings ratio of 43% up 14%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$760,716

Down 8% from 2022's \$828,602. Average days-on-market of 37 up 19 days.



OVERVIEW (cont'd)

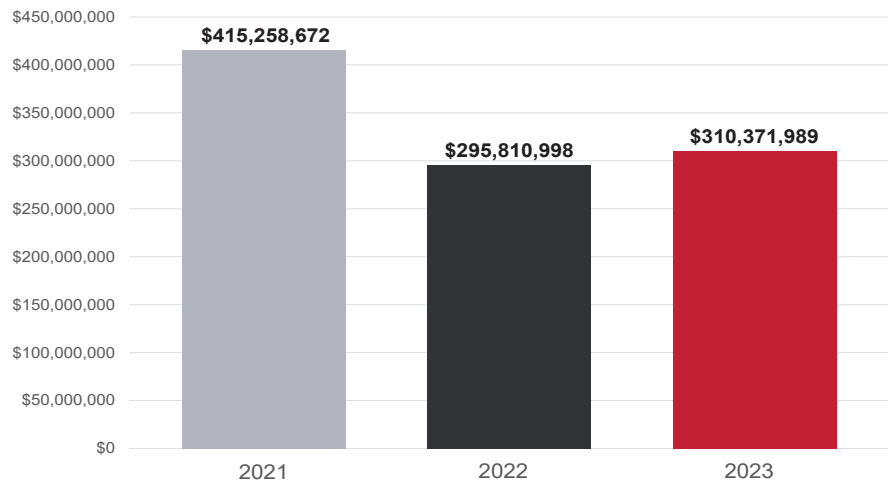


THE DEMAND FOR LISTINGS IS EQUAL TO THE SUPPLY

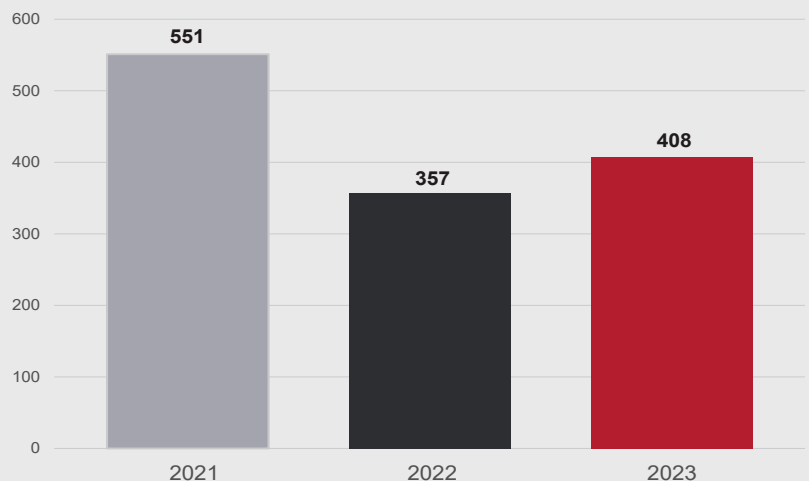
The Wasaga Beach market had a **97.5%** sale/list price ratio in September, up from last year's **95.7%**. Homes sold in **42** days on average, up **1** day from a year ago. There is currently **5** months of inventory, up from last year's **6**. All that, and September's **39%** sales/listings ratio, adds up to a balanced market.



Graph 1:
Wasaga Beach MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:
Wasaga Beach MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL



Table 1:

Wasaga Beach MLS® Residential Sales And Listing Summary
2021 vs. 2022 vs. 2023

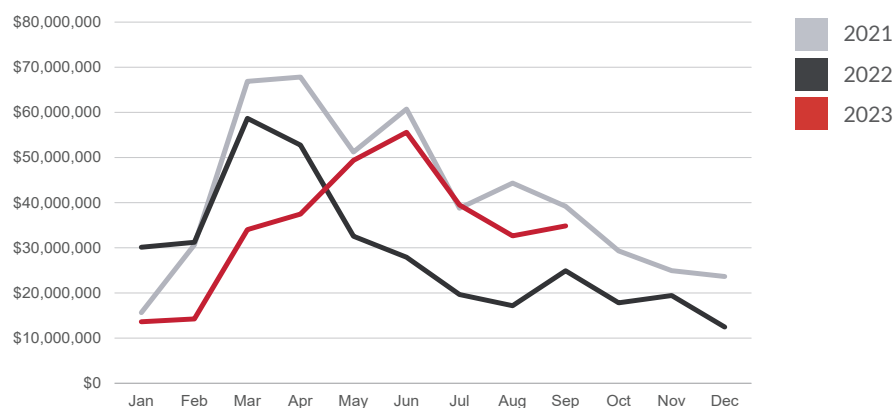
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$415,258,672	\$295,810,998	\$310,371,989	+5%
YTD Unit Sales	551	357	408	+14%
YTD New Listings	693	823	948	+15%
YTD Sales/Listings Ratio	80%	43%	43%	0%
YTD Expired Listings	34	73	119	+63%
Third Quarter (Q3) Volume Sales	\$122,298,950	\$61,729,500	\$106,046,682	+72%
Q3 Unit Sales	159	80	143	+79%
Q3 New Listings	199	277	336	+21%
Q3 Sales/Listings Ratio	80%	29%	43%	+14%
Q3 Expired Listings	22	54	43	-20%
Q3 Average Sale Price	\$769,176	\$771,616	\$741,585	-4%
YTD Sales: Under \$300K	2	0	1	+100%
YTD Sales: \$300K - \$499K	64	4	39	+875%
YTD Sales: \$500K - \$799K	317	158	239	+51%
YTD Sales: \$800K - \$999K	104	104	81	-22%
YTD Sales: \$1M - \$1.499M	50	72	39	-46%
YTD Sales: \$1.5M - \$1.999M	10	6	6	0%
YTD Sales: \$2M+	4	1	3	+200%
YTD Average Days-On-Market	14	18	37	+106%
YTD Average Sale Price	\$753,646	\$828,602	\$761,716	-8%

NOTE: All MLS® sales data in this report comes from the Lakelands Association Of REALTORS® and refers specifically to residential sales as of Oct. 3, 2023.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

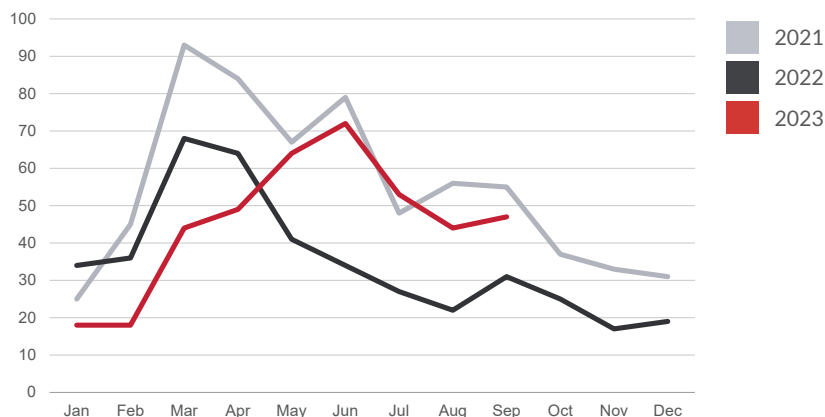
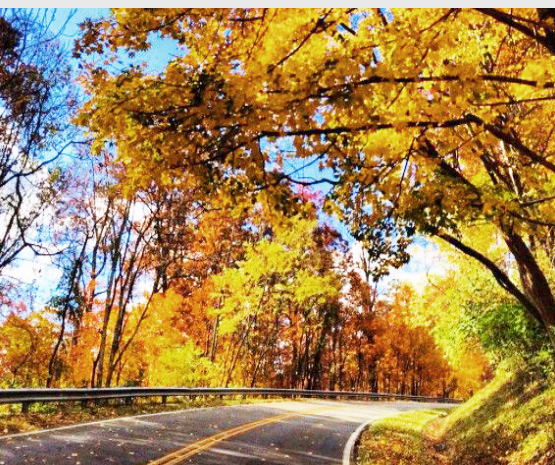
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, Wasaga Beach's Q3 sales saw a big rise over last year, but also a relatively large drop from Q2 of this year. Volume of **\$106,046,682** was up **72%** from Q3-2022's **\$61,729,500**, but down **26%** from Q2-2023's **\$142,431,207**, as well as down **42%** from Q3-2020's record **\$184,416,038**. As well, year-to-date sales of **\$310,371,989** were up **5%** from last year, but down **25%** from 2021's high-water mark of **\$415,258,672**. On the units side, Q3's **143** were up **79%** from last year's **80**, but down **56%** from 2020's record **328**; while 2023's year-to-date total of **408** was down **40%** from 2016's benchmark **675**. Lastly, 2023's year-to-date, average sale price of **\$761,142**, although down **8%** from last year's high of **\$828,602**, was still up **76%, 62%, 42%** and **1%** from that of 2018, 2019, 2020, and 2021 respectively.

Graph 3:
Wasaga Beach Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



Graph 4:
Wasaga Beach Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



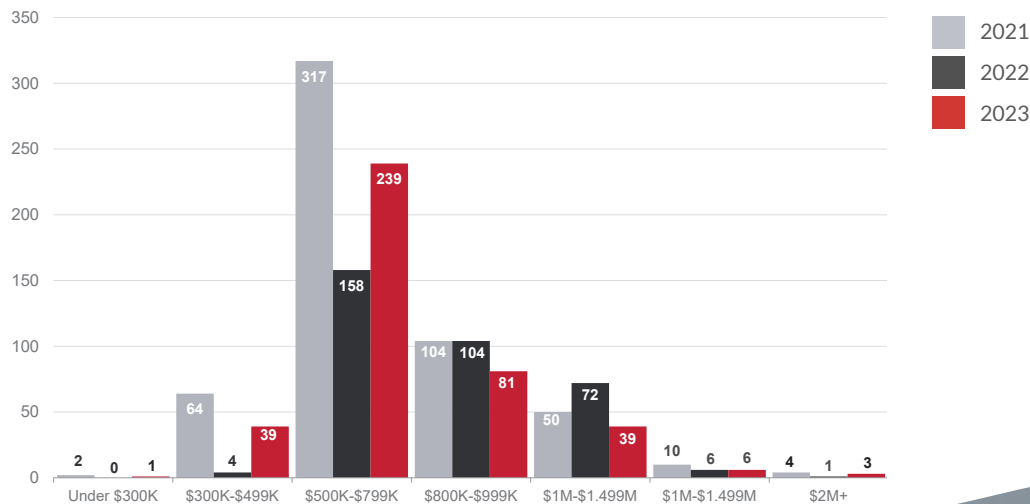
THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q3-2022 unit sales are up from Q3-2022 in four price ranges, down in two and equal in one. The Under-\$300K, \$300K-\$499K, \$500-799K and \$2M+ ranges are up **100%**, **875%**, **51%** and **200%** respectively. The \$800K-\$900K and \$1M-\$1.499M are down **22%** and **46%** respectively. And the \$1.5M-\$1.999M range is even. More generally, the Under-\$500K bracket – which accounts for **10%** of 2023's sales – is up **900%** from a year ago. The \$500K-\$999K bracket – which accounts for **74%** of all sales – is up **22%**. And the \$1M+ bracket – which accounts for **12%** of all sales – is down **39%**.

Graph 5:

Wasaga Beach MLS® Sales By Price

2021 vs. 2022 vs. 2023 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Wasaga Beach MLS® Sales By Property Type
2021 vs. 2022 vs. 2023 (Dollars and Units)

2023 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$260,457,614
UP 1% from 2022

UNIT SALES: 320
UP 9% from 2022

AV. DAYS-ON-MARKET: 37
UP 19 days from 2022

AV. SALE PRICE: \$813,930
DOWN 7% from 2022

CONDOMINIUMS

DOLLAR SALES: \$6,252,500
DOWN 12% from 2022

UNIT SALES: 13
DOWN 7% from 2022

AV. DAYS-ON-MARKET: 64
UP 47 days from 2022

AV. SALE PRICE: \$480,962
DOWN 5% from 2022

TOWNHOUSES

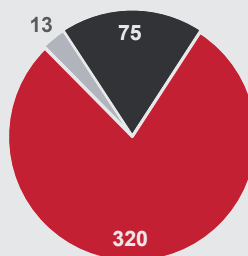
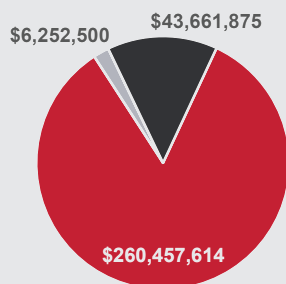
DOLLAR SALES: \$43,661,875
UP 40% from 2022

UNIT SALES: 75
UP 53% from 2022

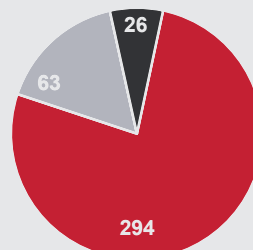
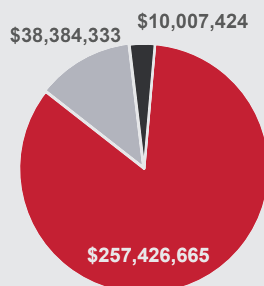
AV. DAYS-ON-MARKET: 36
UP 20 days from 2022

AV. SALE PRICE: \$582,158
DOWN 9% from 2022

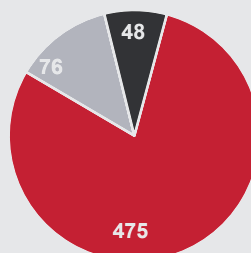
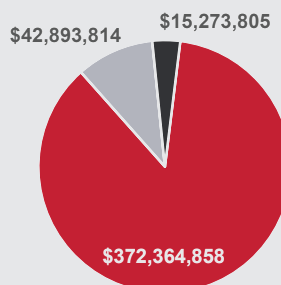
2023



2022



2021



■ Single Family ■ Condominium- ■ Townhouse

WASAGA BEACH AVERAGE SALE PRICES: 2010-2023

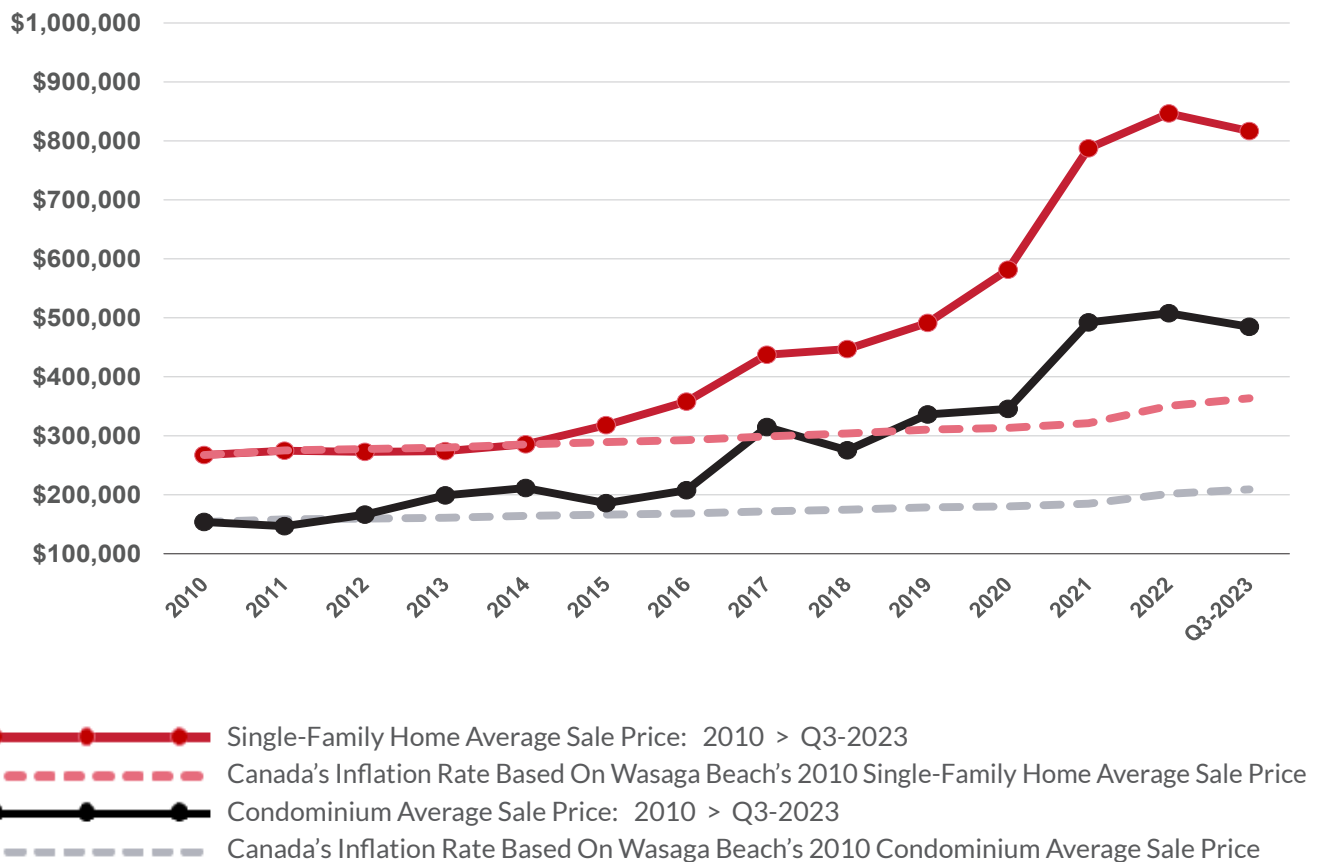
SEPTEMBER SINGLE-FAMILY HOME PRICE UP FROM 2022, BUT Q3 AVERAGE PRICES DOWN



September's average sale price for SFH was **\$862,972**: that's up **2%**, **10%**, **48%** and **227%** from 2022, 2021, 2020 and 2010 respectively. The average condo price of **\$480,962** was down **5%** from 2022 and **2%** from 2021, but up **39%** and **213%** from 2020 and 2010 respectively. The Q3 average single-family home price of **\$816,592** was down **4%** from 2022.



From 2010-2014 the average sale price for single-family homes increased at roughly Canada's inflation rate and then rose to **125%** over inflation in Q3-2023. Condo prices rose parallel to the rate of inflation from 2010-2012, were **23%** above inflation by 2016, and then rose to **132%** over inflation in Q3-2023.



ROYAL LEPAGE LOCATIONS NORTH IN 2022

OUR 10TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY IN THE REGION



TWO-AND-A-HALF TIMES THE VOLUME SALES OF OUR CLOSEST REGIONAL COMPETITOR













TWO-AND-A-HALF TIMES THE UNIT SALES OF OUR CLOSEST REGIONAL COMPETITOR



NEARLY FOUR TIMES THE LUXURY HOME SALES OF OUR CLOSEST REGIONAL COMPETITOR

2022 Southern Georgian Bay Unit Sales

Royal LePage Locations North	683.5	32.5%	
RE/MAX By The Bay	273.5	13%	
Century 21 Millenium	257.5	12.3%	
RE/MAX Four Seasons	135.5	6.4%	
Chestnut Park	123	5.9%	
Royal LePage RCR	70	3.3%	
RE/MAX At Blue	60	2.9%	
Clairwood	56	2.7%	
Sotheby's	44	2.1%	
Other	399	19%	



LOCATIONS **NORTH**
BROKERAGE

**TOP 1%
DONOR**
ROYAL LePAGE
SHELTER FOUNDATION

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

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705-445-5520

330 First St.

THORN BURY

519-599-2136

27 Arthur St.

MEAFORD

519-538-5755

96 Sykes St.

CREEMORE

705-881-9005

154 Mill St.

STAYNER

705-4289-2800

7458 ON-26 Unit 11.

WASAGA BEACH

705-429-4800

1249 Mosley St.

