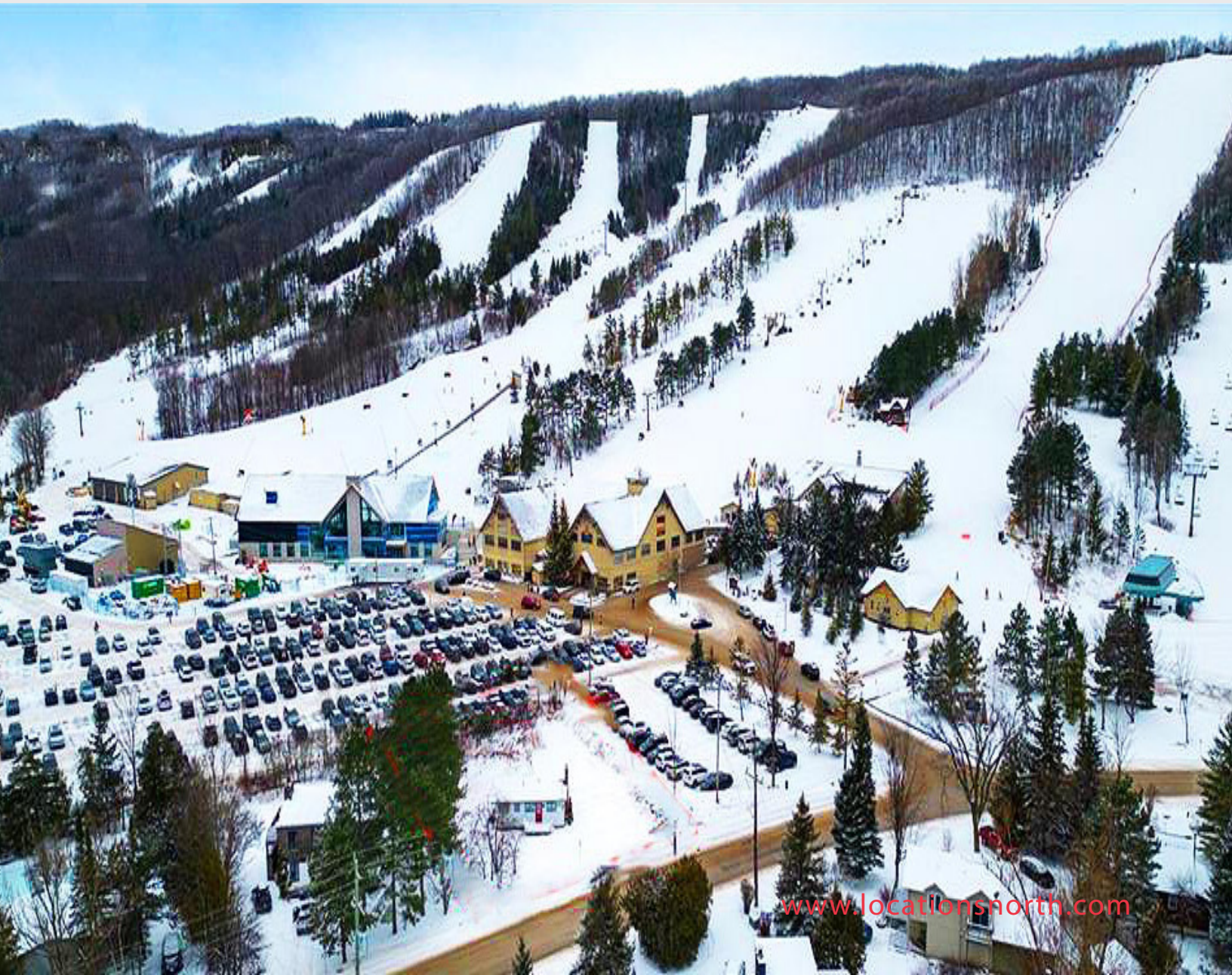


CLEARVIEW REAL ESTATE MARKET REPORT

2023 IN REVIEW

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



OVERVIEW

RELATIVELY SLOW SALES, WITH PRICES MAINLY DOWN FROM 2022



ANNUAL SALES VOLUME OF \$150,975,846

Down 24% from 2022's \$197,115,839, with units of 161 down 12% from one year ago. New listings of 458 up 4%, with the sales/listings ratio of 35% down 7%.



FOURTH QUARTER SALES VOLUME OF \$19,666,999

Down 57% from Q4-2022's \$46,271,000, with units of 22 down 49% from Q4-2022's 43. New listings of 81 up 17%, with the sales/listings ratio of 35% down 27%.



ANNUAL AVERAGE SALE PRICE OF \$937,738

Down 12% from 2022's \$1,069,978. Average days-on-market of 48 up 18 days.



OVERVIEW (cont'd)

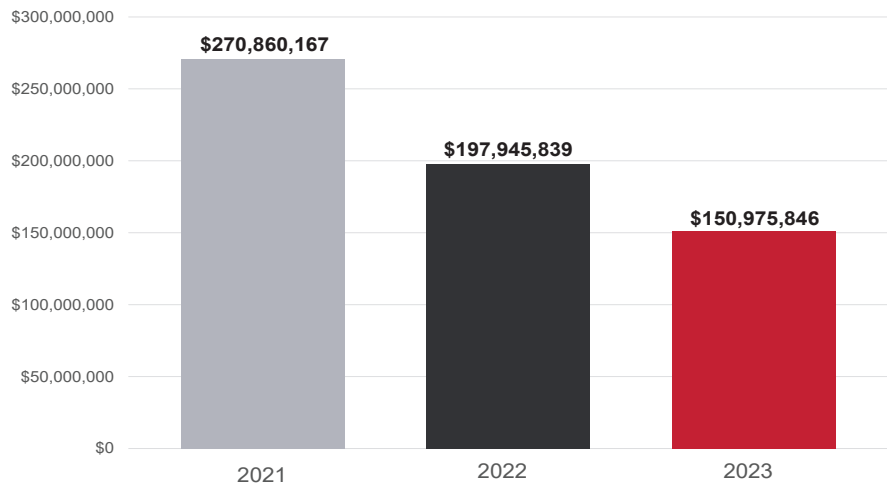


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

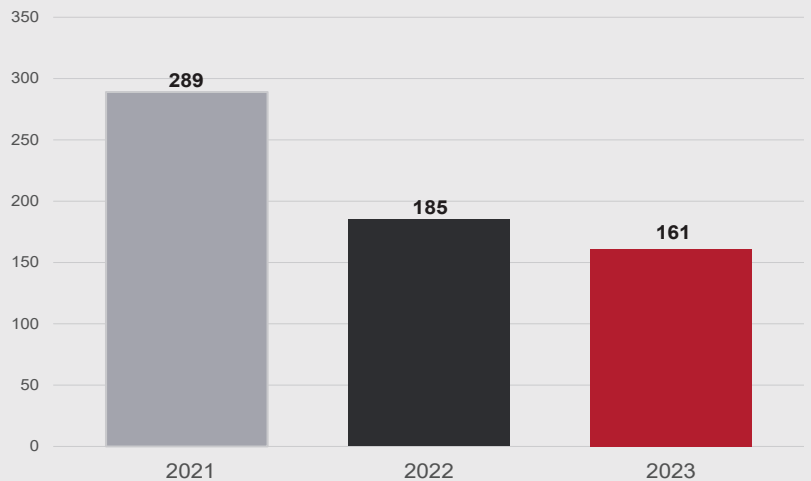
The Clearview market had a **96.9%** sale/list price ratio in December. Homes sold in **36** days on average, down **24** days from a year ago, and there is **16 months** of inventory. December's **33%** sales/listings ratio and inventory suggests that it is currently a buyers' market that could be transitioning towards balance.



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



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



THE MARKET IN DETAIL



Table 1:
Clearview MLS® Residential Sales And Listing Summary
 2021 vs. 2022 vs. 2023

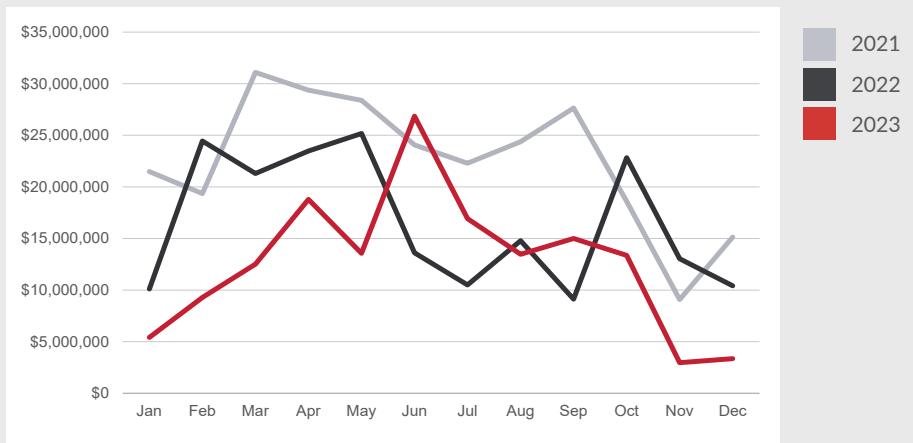
	2021	2022	2023	2022-2023
Annual Volume Sales	\$270,860,167	\$197,945,839	\$150,975,846	-24%
Annual Unit Sales	289	185	161	-13%
Annual New Listings	385	439	458	+4%
Annual Sales/Listings Ratio	75%	42%	35%	-7%
Annual Expired Listings	29	82	81	-1%
Fourth Quarter (Q4) Volume Sales	\$42,809,800	\$46,271,000	\$19,666,999	-57%
Q4 Unit Sales	44	43	22	-49%
Q4 New Listings	68	69	81	+17%
Q4 Sales/Listings Ratio	65%	62%	35%	-27%
Q4 Expired Listings	11	38	31	-18%
Q4 Average Price	\$972,950	\$1,076,070	\$893,955	-17%
Annual Sales : Under \$300K	1	0	1	+100%
Annual Sales: \$300K - \$499K	28	4	11	+175%
Annual Sales: \$500K - \$799K	143	82	73	-11%
Annual Sales: \$800K - \$999K	40	38	35	-8%
Annual Sales: \$1M - \$1.499M	46	31	25	-19%
Annual Sales: \$1.5M - \$1.999M	14	13	10	-23%
Annual Sales: \$2M+	17	17	6	-65%
Annual Average Days-On-Market	22	30	48	+60%
Annual Average Sale Price	\$937,232	\$1,069,978	\$937,738	-12%

NOTE: All MLS® sales data in this report comes from the Lakelands Association Of REALTORS® and refers specifically to residential sales as of January 2, 2024.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

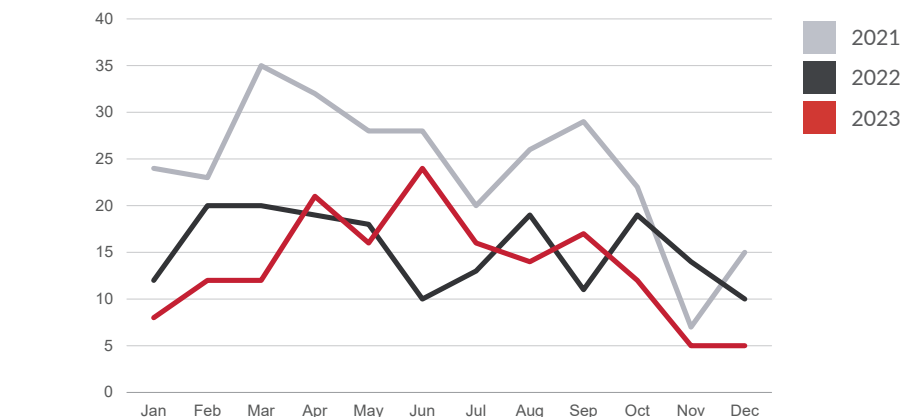
THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, the Clearview market was slow in 2023, but it was still the fourth best annual volume ever. Sales of **\$150,975,846** were down **24%** from 2022's **\$197,945,839**, down **44%** from 2021's record **\$279,149,167**, and down **18%** from 2020's **\$184,485,055**. On the units side, 2023's **161** were down **13%** from 2022's **185**, down **35%** from 2021's **277** and down **45%** from 2016's record **295**. Other notable 2023 metrics include Clearview's **97.2%** close-price-to-list-price ratio; average monthly inventory of **7 months**; and **35%** sales/listings ratio. Lastly, although 2023's average sale price of **\$937,738** was down **12%** from 2022, it was up **.005%**, **27%**, **62%**, **76%**, **77%** and **97%** from 2021, 2020, 2019, 2018, 2017 and 2016 respectively.

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



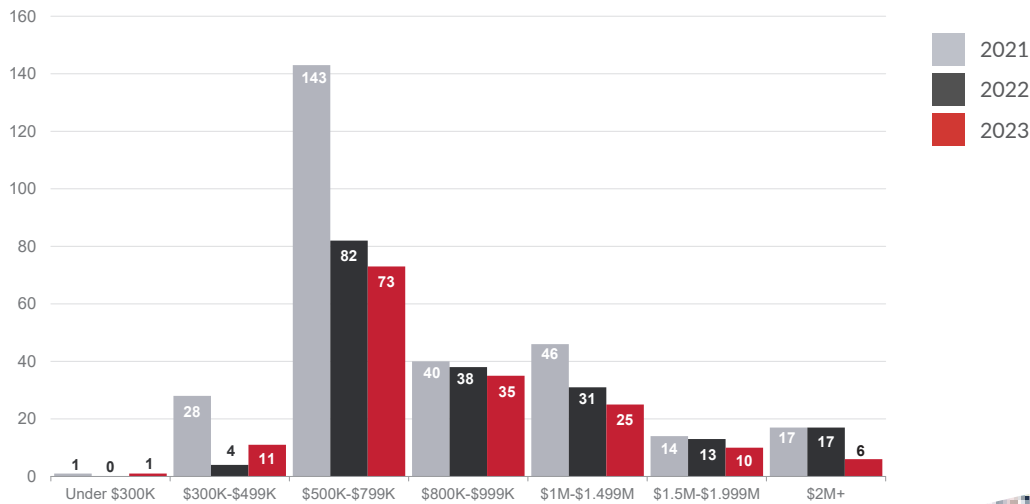
Graph 4:
Clearview Monthly MLS® Sales
 2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 sales were equal to 2022 in two price ranges and down in five. The Under-\$300K and \$300K-\$499K ranges were up **100%** and **175%** respectively, while the \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were down **11%**, **8%**, **19%**, **23%** and **65%** respectively. The \$2M+ range was **equal**. More generally, the Under-\$500K bracket – which accounted for **7%** of sales – was up **200%** from a year ago. The \$500K-\$999K bracket – which accounted for **68%** of all sales – was down **10%**. And the \$1M+ bracket – which accounted for **25%** of all sales – was down **37%**.

Graph 5:
Clearview MLS® Sales By Price
2021 vs. 2022 vs. 2023 (Units)

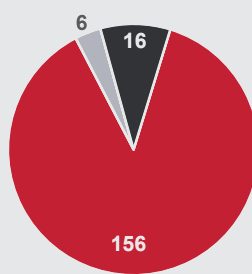
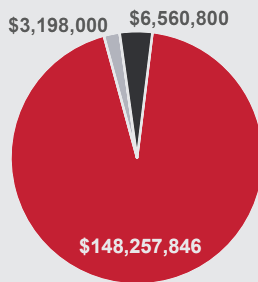


SALES BY PROPERTY TYPE

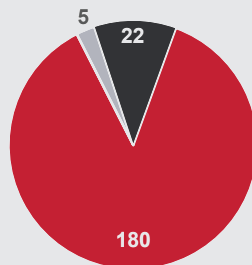
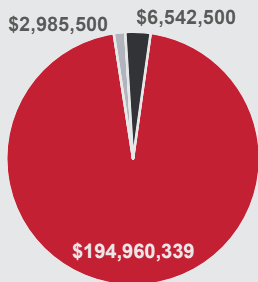
Graph 6:
Clearview MLS® Sales By Property Type
2021 vs. 2022 vs. 2023 (Dollars and Units)

2023 IN DETAIL

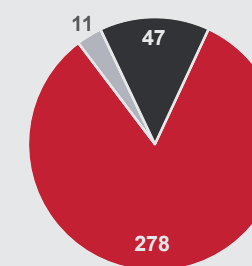
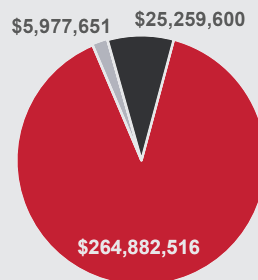
2023



2022



2021



■ Single Family ■ Condo/Town ■ Residential Land

SINGLE-FAMILY HOMES

DOLLAR SALES: \$148,257,846
DOWN 24% from 2022 -

UNIT SALES: 156
DOWN 13% from 2022

AV. DAYS-ON-MARKET: 42
UP 11 days from 2022

AV. SALE PRICE: \$950,371
DOWN 14% from 2022

CONDOS/TOWNS

DOLLAR SALES: \$3,198,000
UP 7% from 2022

UNIT SALES: 6
UP 20% from 2022

AV. DAYS-ON-MARKET: 25
EQUAL to 2022

AV. SALE PRICE: \$533,000
DOWN 6% from 2022

RESIDENTIAL LAND

DOLLAR SALES: \$6,560,800
UP 38% from 2022

UNIT SALES: 16
DOWN 27% from 2022

AV. DAYS-ON-MARKET: 34
DOWN 13 days from 2022

AV. SALE PRICE: \$410,050
UP 38% from 2022

CLEARVIEW AVERAGE SALE PRICES: 2010-2023

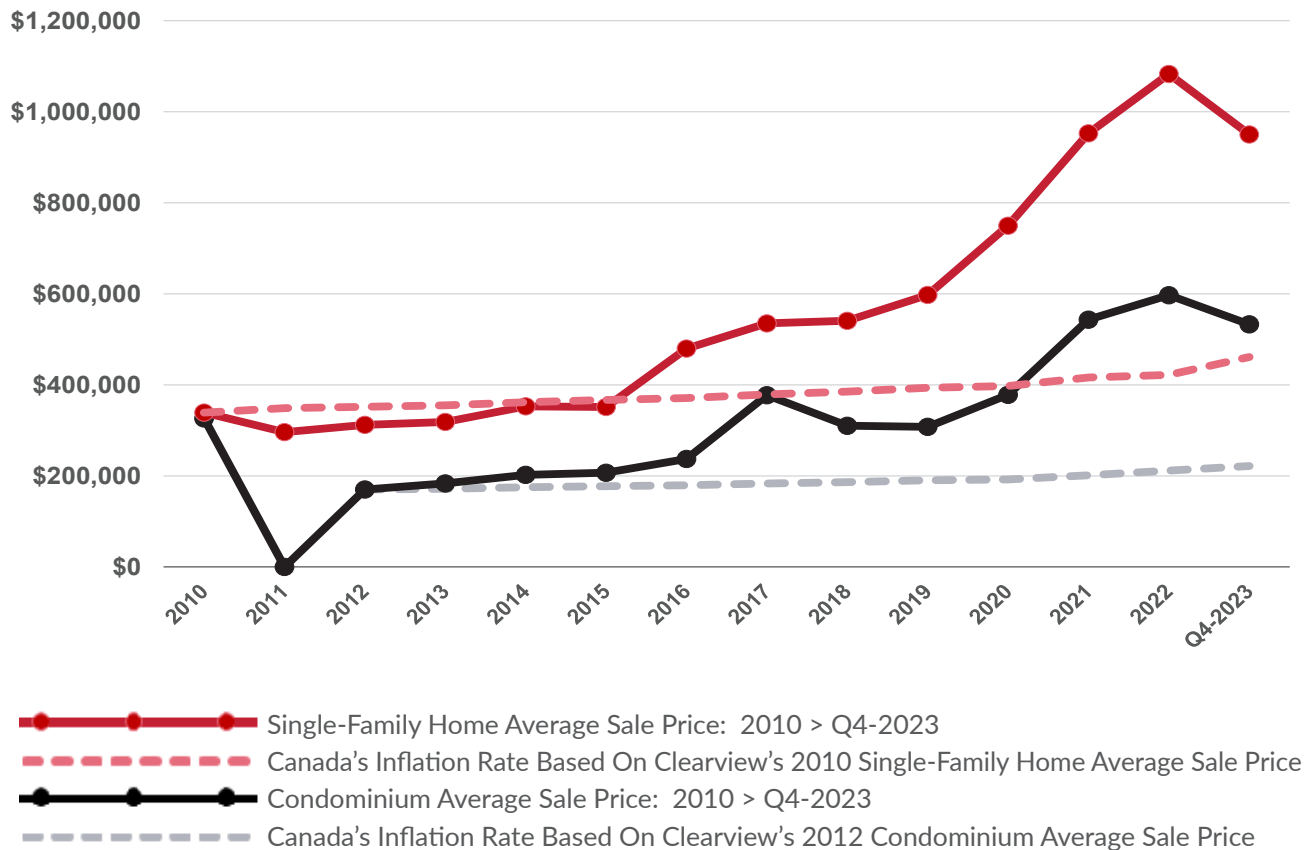
AVERAGE SINGLE FAMILY HOME AND CONDO / TOWNHOME PRICES DOWN FROM 2022



Clearview's average sale price for single-family homes in 2023 was **\$950,371**: that's down **12%** and **-.4%** from 2022 and 2021, but up **27%**, **59%** and **180%** from 2020, 2019 and 2018 respectively. 2023's average condo/townhome price of **\$533,000** was down **11%** and **2%** from 2022 and 2021 respectively, but up **40%** and **73%** from 2020 and 2019 respectively.



Until 2015 the average sale price of a single-family home was below the inflation rate. From 2016 to 2022 the average price rose to **143%** above inflation, but fell to **50%** in Q4-2023. Due to 2010's condo/town price anomaly and 2011's no sales, the condo/town starting point was set at 2012 in the graph below, yielding a **213%** rise above inflation rate by 2022.





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