

# COLLINGWOOD REAL ESTATE MARKET REPORT

## 2023 IN REVIEW

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



# OVERVIEW

## ANNUAL VOLUME, UNITS AND AVERAGE PRICE DOWN, BUT Q4 SALES UP



### ANNUAL SALES VOLUME OF \$390,571,952

Down 8% from 2022's \$426,754,636, with units of 468 up .01% from last year's 466. New listings of 1273 up 24%, with the sales/listings ratio of 37% down 8%.



### FOURTH QUARTER SALES VOLUME OF \$80,955,850

Up 6% from Q4-2022's \$76,411,678, with units of 104 up 18% from Q4-2022's 88. New listings of 287 up 56%, with the sales/listings ratio of 36% down 12%.



### ANNUAL AVERAGE SALE PRICE OF \$834,555

Down 9% from 2022's \$915,782. Average days-on-market of 40 up by 9 days.



# OVERVIEW (cont'd)

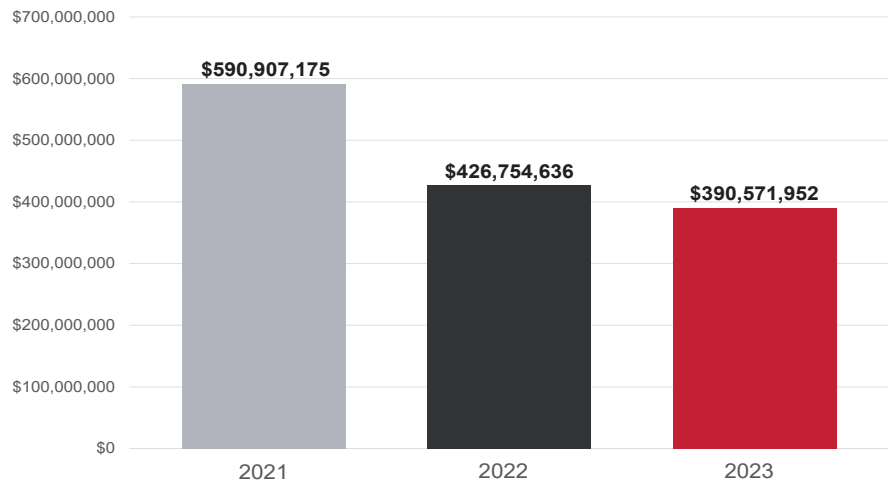


## THE DEMAND FOR LISTINGS IS CURRENTLY BALANCED

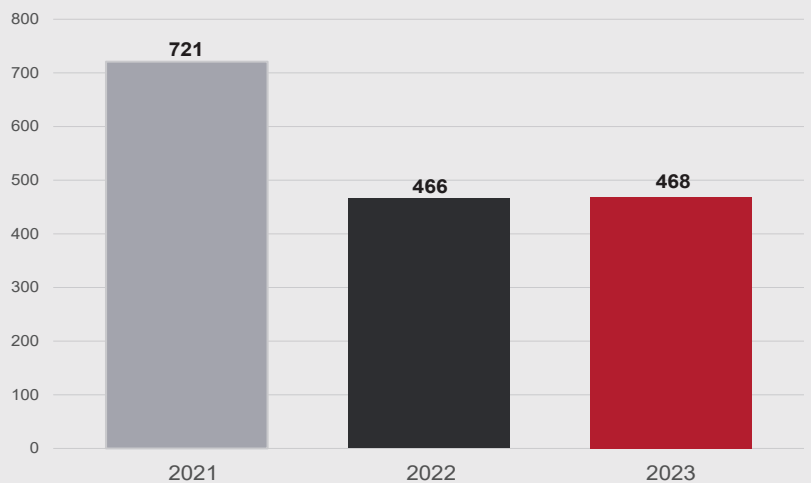
The Collingwood market had a **96%** sale/list price ratio in December. Homes sold in **43** days on average, down **1** day from a year ago, and there is currently **9** months of inventory. December had a **49%** sales/listings ratio, generally indicating that the market is currently balanced.



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



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



# THE MARKET IN DETAIL



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

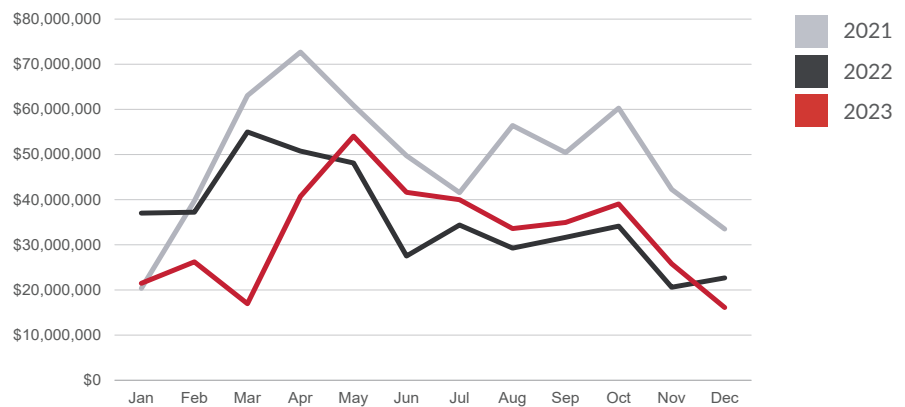
	2021	2022	2023	2021-2022
Annual Volume Sales	\$590,907,175	\$426,754,636	\$390,571,952	-8%
Annual Unit Sales	721	466	468	+01%
Annual New Listings	907	1027	1273	+24%
Annual Sales/Listings Ratio	79%	45%	37%	-8%
Annual Expired Listings	59	125	225	+80%
Fourth Quarter (Q4) Volume Sales	\$136,031,777	\$76,411,678	\$80,955,850	+6%
Q4 Unit Sales	150	88	104	+18%
Q4 New Listings	161	184	287	+56%
Q4 Sales/Listings Ratio	93%	48%	36%	-12%
Q4 Expired Listings	34	58	95	+64%
Q4 Average Price	\$906,879	\$868,315	\$778,422	-10%
Annual Sales : Under \$300K	6	1	2	+100%
Annual Sales: \$300K - \$499K	115	43	67	+56%
Annual Sales: \$500K - \$799K	316	161	196	+22%
Annual Sales: \$800K - \$999K	139	123	91	-26%
Annual Sales: \$1M - \$1.499M	103	92	86	-7%
Annual Sales: \$1.5M - \$1.999M	25	34	18	-47%
Annual Sales: \$2M+	17	12	8	-33%
Annual Average Days-On-Market	19	31	40	+29%
Annual Average Sale Price	\$819,566	\$915,782	\$834,555	-9%

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.

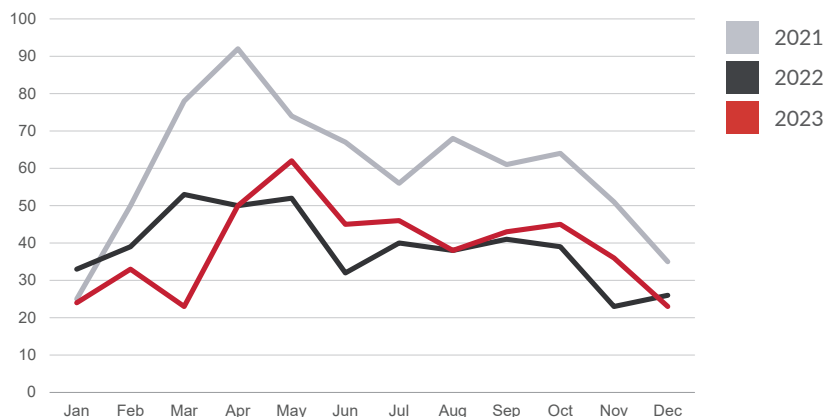
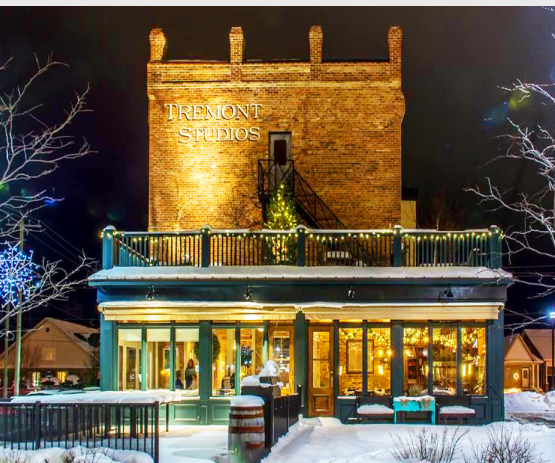
# THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, the 2023 Collingwood market started slowly, rose to a peak in May, and descended again from June to December. Annual volume of **\$390,571,952** was the fourth best ever, down **8%** from 2022's **\$426,754,636**, down **34%** from 2021's record **\$590,907,175**, and down **17%** from 2020's **\$472,336,070**. On the units side, 2023's **468** were up **.01%** from last year's **466**, but down **35%** from 2020's record **721** and down **27%** from 2019's **641**. Other notable metrics include 2023's average close-price-to-list-price ratio of **96.7%**; average monthly inventory of **6 months**; and **37%** sales/listings ratio. The bottom line: markets are cyclical. The huge sales and price gains from 2020 and 2021 were not sustainable. All that said, 2023's average sale price of **\$834,555** was down **9%** from 2022, but up **2%**, **28%**, **55%** and **71%** from 2021, 2020, 2019 and 2018 respectively.

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



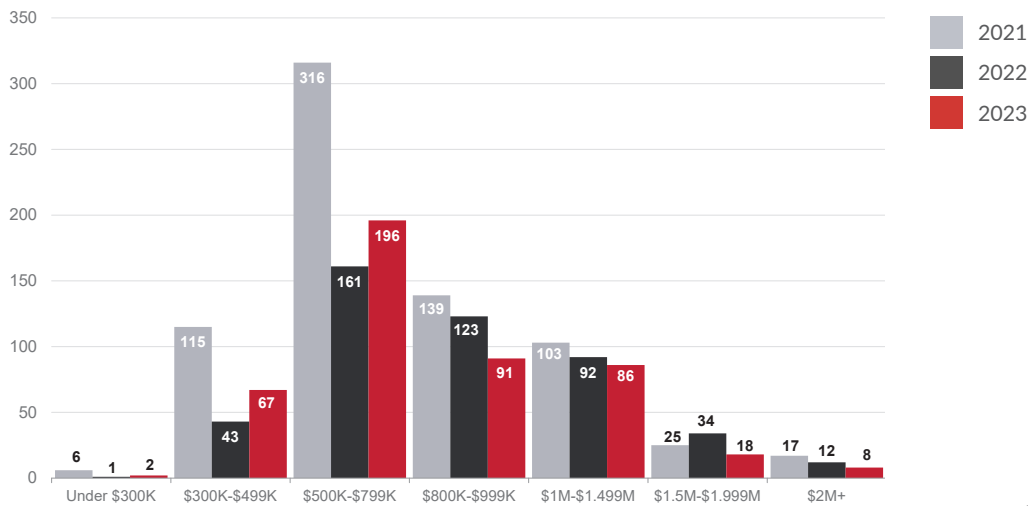
Graph 4:  
**Collingwood Monthly MLS® Sales**  
2021 vs. 2022 vs. 2023 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales were up from 2022 in three price ranges and down in four. The Under-\$300K, \$300K-\$499K and \$500K-\$799K ranges were up **100%**, **56%** and **22%** respectively. The \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were down **26%**, **7%**, **47%** and **33%** respectively. More generally, the Under-\$500K bracket – which accounted for **15%** of 2023's sales – was up **57%** from 2022. The \$500K-\$999K bracket – which accounted for **61%** of all sales – was down **2%**. And the \$1M+ bracket – which accounted for **24%** of all sales – was down **19%**.

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



# SALES BY PROPERTY TYPE

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

## 2023 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$248,569,552  
DOWN 11% from 2022

**UNIT SALES:** 269  
UP 2% from 2022

**AV. DAYS-ON-MARKET:** 34  
UP 10 days from 2022

**AV. SALE PRICE:** \$924,050  
DOWN 13% from 2022

### CONDOMINIUMS

**DOLLAR SALES:** \$62,520,500  
DOWN 15% from 2022

**UNIT SALES:** 97  
DOWN 33% from 2022

**AV. DAYS-ON-MARKET:** 53  
UP 28 days from 2022

**AV. SALE PRICE:** \$644,541  
DOWN 3% from 2022

### TOWNHOUSES

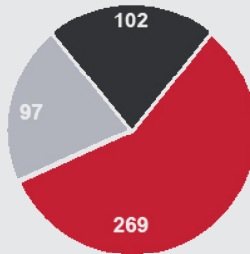
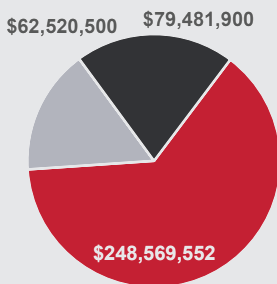
**DOLLAR SALES:** \$79,481,900  
UP 7% from 2022

**UNIT SALES:** 102  
UP 11% from 2022

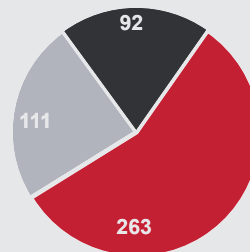
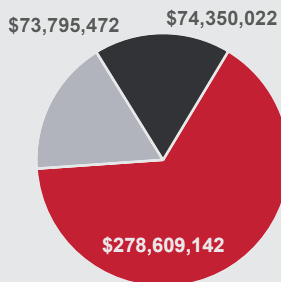
**AV. DAYS-ON-MARKET:** 43  
UP 19 days from 2022

**AV. SALE PRICE:** \$779,234  
DOWN 4% from 2022

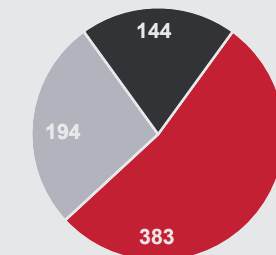
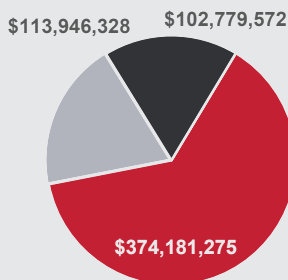
## 2023



## 2022



## 2021



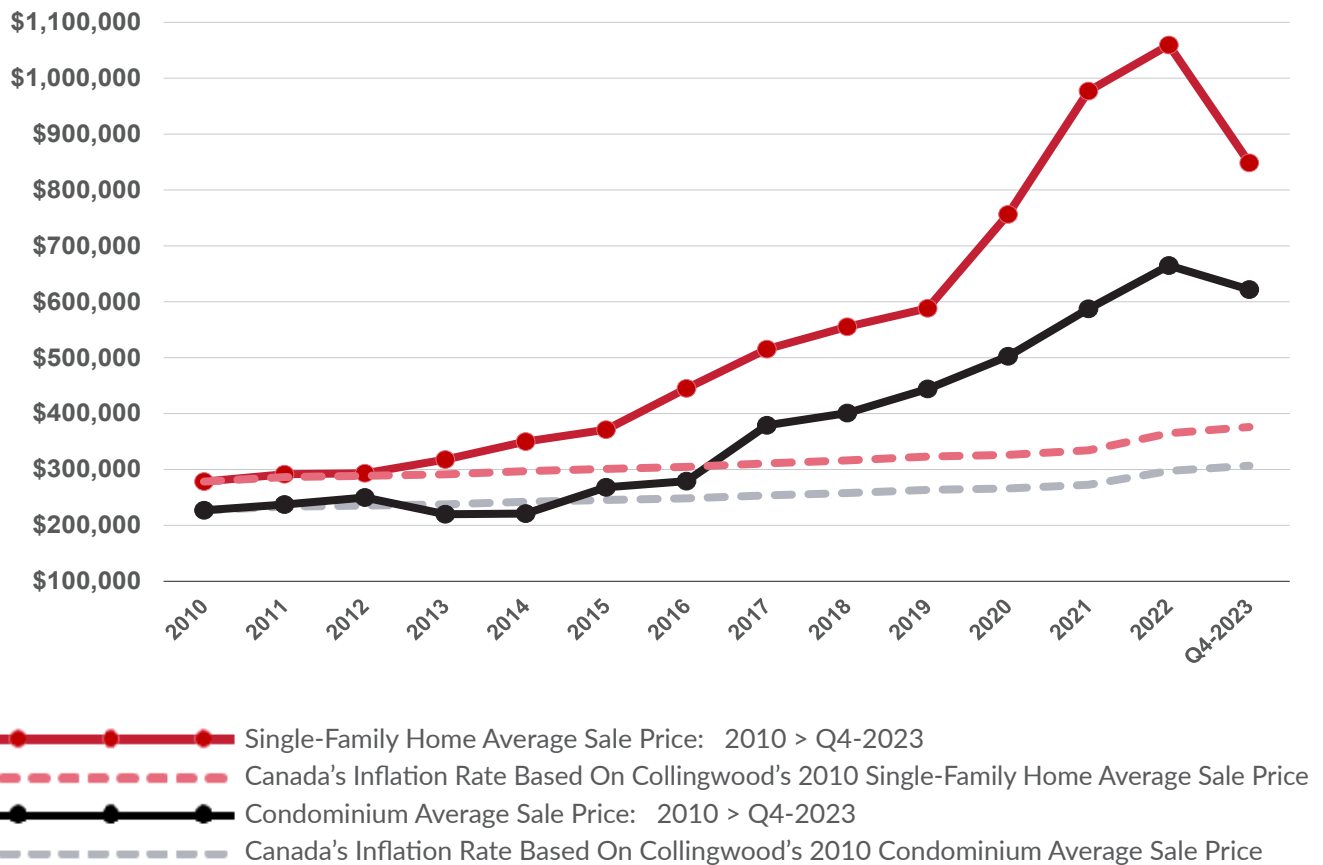
■ Single Family ■ Condominium ■ Townhouse

# COLLINGWOOD AVERAGE SALE PRICES: 2010-2023

## SINGLE-FAMILY HOME AND CONDO PRICES DOWN FROM 2022

↓ The average sale price of a single-family home in Q4 was **\$848,489**; that's down **20%** from 2022 and **13%** from 2021, but up **12%** from 2020, **44%** from 2019 and **205%** from 2010. Q4's average condo sale price of **\$621,846** was down **6%** from 2022, but up **6%** from 2021, **24%** from 2020, **40%** from 2019 and **174%** from 2010.

↑ From 2010-2013 the average sale price of a single-family home increased at just under Canada's inflation rate and then rose to **103%** above inflation in Q4-2023. Condo prices were under the inflation rate until 2015 before beginning to steadily climb in 2016 and finishing **126%** above inflation in Q4-2023.







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### THORNBURY

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.

