

CLEARVIEW REAL ESTATE MARKET REPORT

FIRST QUARTER 2024

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



OVERVIEW

VOLUME, UNITS AND AVERAGE PRICES UP FROM A YEAR AGO



FIRST-QUARTER SALES VOLUME OF \$34,700,500

Up 28% from Q1-2023's \$27,201,104, with units of 35 up 9% from Q1-2023's 32. New listings of 85 down 7%, with the sales/listings ratio of 41% up 6%.



MARCH SALES VOLUME OF \$14,654,500

Up 17% from March 2023's \$12,510,704. Units of 11 down 1 sale from from last March's 12, with new listings of 37 down 14% and the sales/listings ratio of 30% up 2%.



FIRST-QUARTER AVERAGE SALE PRICE OF \$991,443

Up 17% from Q1-2023's \$850,035. Average days-on-market of 69 up 29 days.

OVERVIEW (cont'd)

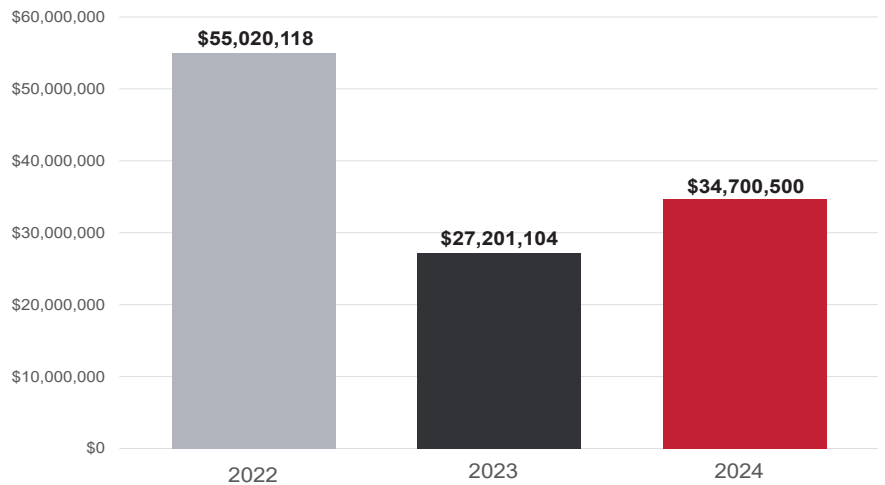


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

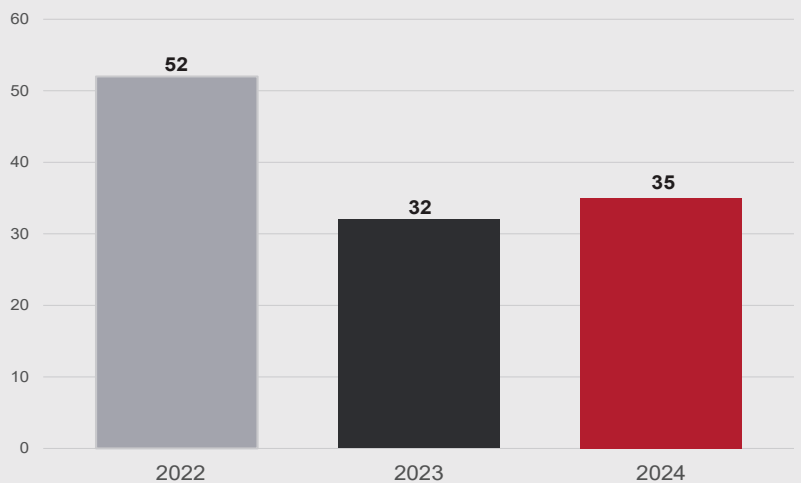
The Clearview market had a **97.7%** sale/list price ratio in March, up from last year's **96.8%**. Homes sold in **84** days on average, up **53** days from a year ago, and there is currently **7 months** of inventory. All that, as well as March's **30%** sales/listings ratio adds up to a buyers' market that may be transitioning to a sellers' market.



Graph 1:
Clearview MLS® Sales
2022 vs. 2023 vs. 2024 (Volume)



Graph 2:
Clearview MLS® Sales
2022 vs. 2023 vs. 2024 (Units)



THE MARKET IN DETAIL



Table 1:

Clearview MLS® Residential Sales And Listing Summary

2022 vs. 2023 vs. 2024 (First Quarter)

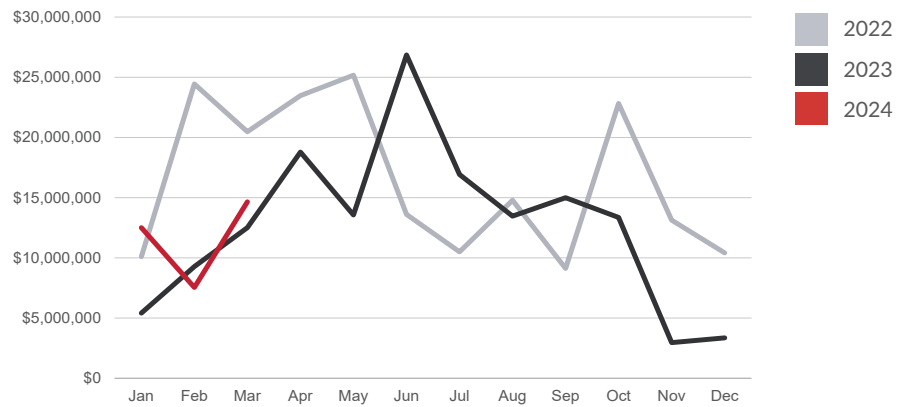
	2022	2023	2024	2023-2024
Volume Sales	\$55,020,118	\$27,201,104	\$34,700,500	+28%
Unit Sales	52	32	35	+9%
New Listings	89	91	85	-7%
Sales/Listings Ratio	58%	35%	41%	+6%
Expired Listings	6	38	22	-42%
Sales: \$300K - \$499K	0	5	3	-40%
Sales: \$500K - \$799K	21	14	16	+14%
Sales: \$800K - \$999K	9	8	6	-25%
Sales: \$1M - \$1.499M	13	3	7	+133%
Sales: \$1.5M - \$1.999M	7	1	1	0%
Sales: \$2M+	2	1	2	+100%
Average Days-On-Market	17	40	69	+73%
Average Sale Price	\$1,058,079	\$850,035	\$991,443	+17%

NOTE: All MLS® sales data in this report comes from the Laklands Association Of REALTORS® and refers specifically to residential sales as of April 3, 2024. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

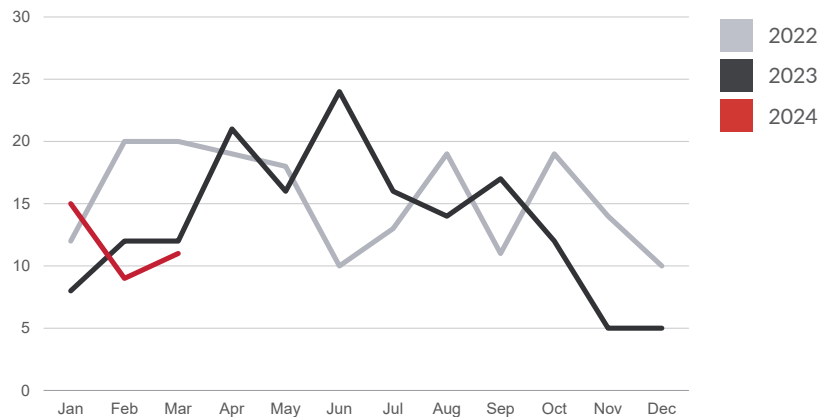
THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, Clearview's Q1 market picked up slightly from Q1-2023's slow sales. Volume of **\$34,700,500** was up **28%** from Q1-2023's **\$27,201,104**, but down **52%** from Q1-2021 record **\$71,911,345**, and just the fifth best in the last ten years. On the units side, Q1's **35** sales were down **54%** from Q1-2021's benchmark **82**, and the second fewest since Q1-2015's **28**. As well, the quarter had a **41%** sales/listings ratio; a **96.5%** sale/list price ratio; **22** expired listings, down **42%** from Q1-2023; an average days-on-market of **69**; and an average of **6** months of inventory. Lastly, Q1's average residential sale price of **\$991,443** was up **17%** from a year ago. That said, it was down **6%** from two years ago, but up **13%**, **40%** and **67%** from 2021, 2020 and 2019 respectively

Graph 3:
Clearview Monthly MLS® Sales
2022 vs. 2023 vs. 2024 (Volume)



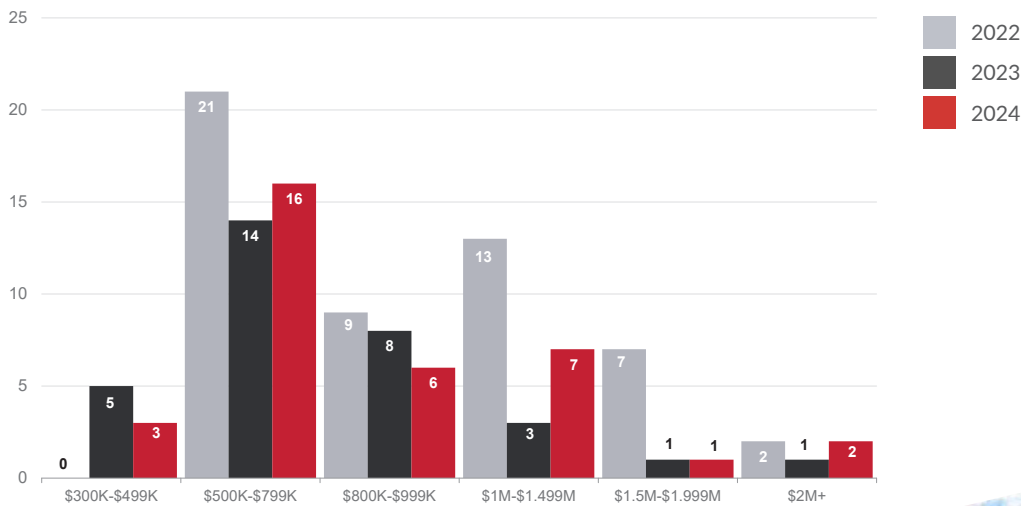
Graph 4:
Clearview Monthly MLS® Sales
2022 vs. 2023 vs. 2024 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2024 unit sales were up from Q1-2023 in three price ranges, down in two and equal in one. The \$500K-\$799K, \$1M-\$1.499M and \$2M+ ranges were up **14%**, **30%** and **100%** respectively. The \$300K-\$499K and \$800K-\$999K ranges were down **40%** and **25%** respectively. And the \$1.5M-\$1.999M range was **equal**. More generally, the Under-\$500K bracket - which accounted for **9%** of all sales - was down **40%** from a year ago. The \$500K-\$999K bracket which - accounted for **63%** of all sales - was equal to a year ago. And the \$1M+ bracket - which accounted for **28%** of all sales - was up **100%**.

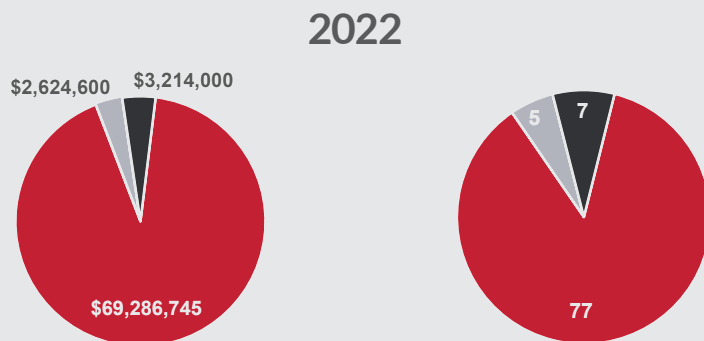
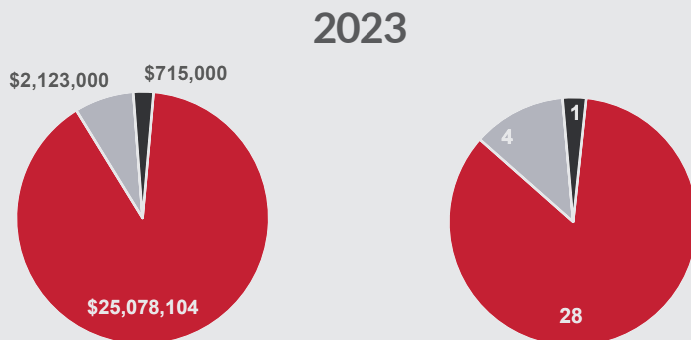
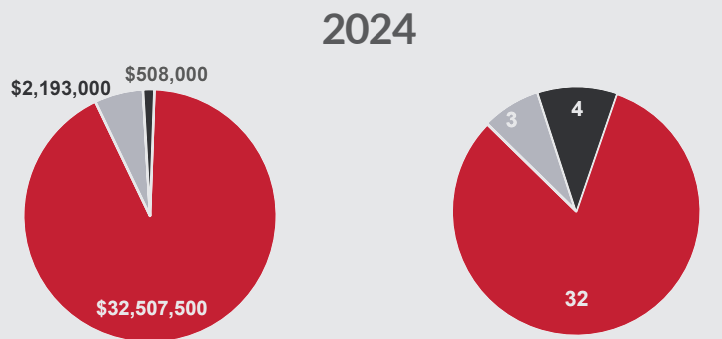
Graph 5:
Clearview MLS® Sales By Price
2022 vs. 2023 vs. 2024 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Clearview MLS® Sales By Property Type
2022 vs. 2023 vs. 2024 (Dollars and Units)

2024 IN DETAIL



■ Single-Family ■ Condos/Townhouses ■ Residential Land

SINGLE-FAMILY HOMES

DOLLAR SALES: \$32,507,500
UP 30% from Q1-2023

UNIT SALES: 32
UP 28% from Q1-2023

AV. DAYS-ON-MARKET: 66
UP 23 days from Q1-2023

AV. SALE PRICE: \$1,015,859
UP 13% from Q1-2023

CONDOS/TOWNHOUSES

DOLLAR SALES: \$2,193,000
UP 3% from Q1-2023

UNIT SALES: 3
DOWN 25% from Q1-2023

AV. DAYS-ON-MARKET: 109
UP 87 days from Q1-2023

AV. SALE PRICE: \$731,000
UP 38% from Q1-2023

RESIDENTIAL LAND

DOLLAR SALES: \$508,000
DOWN 29% from Q1-2023

UNIT SALES: 4
UP 300% from Q1-2023

AV. DAYS-ON-MARKET: 40
UP 4 days from Q1-2023

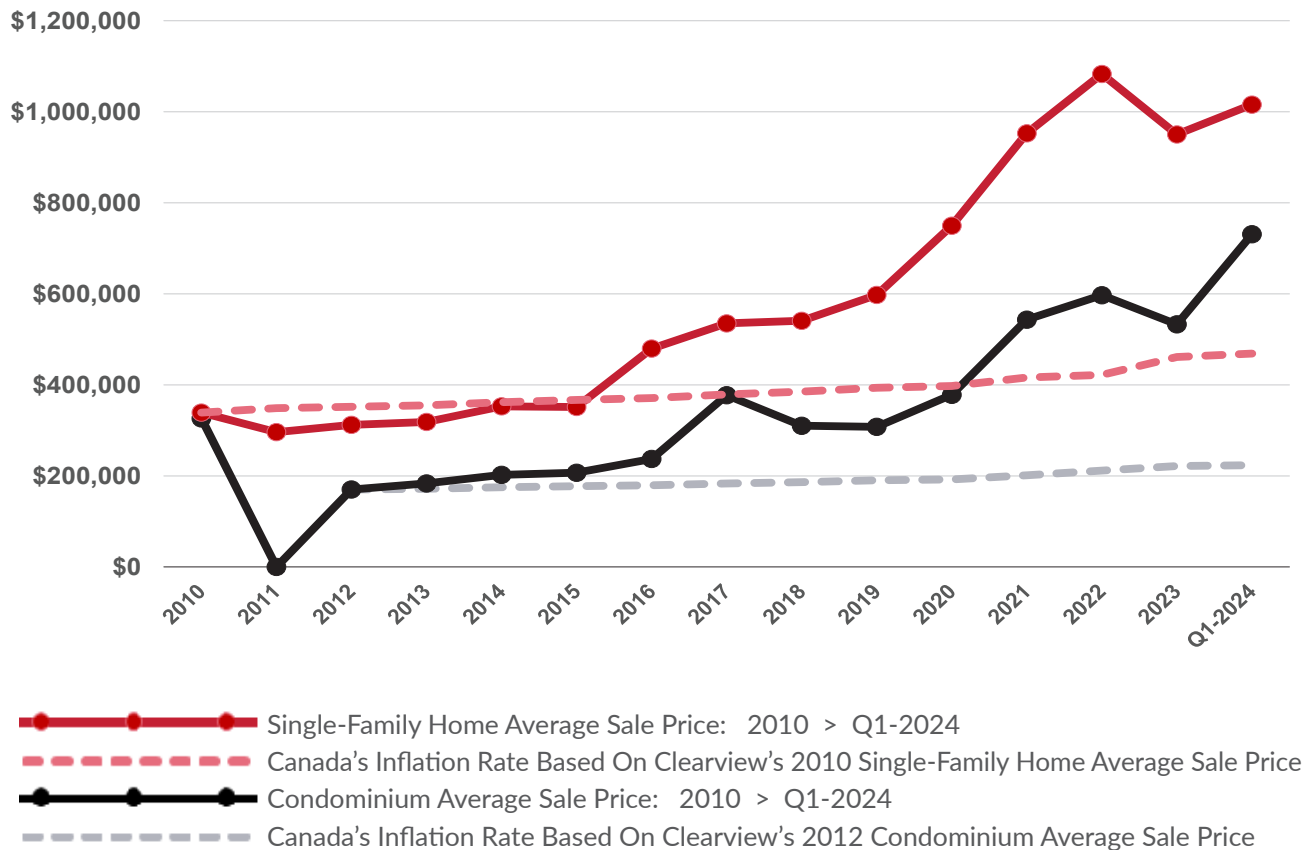
AV. SALE PRICE: \$127,000
DOWN 82% from Q1-2023

CLEARVIEW AVERAGE SALE PRICES: 2010-2024

STRONG Q1 REBOUND, BUT REFLECTS MORE HIGH-END HOME SALES

↑ Clearview's average sale price for single-family homes in Q1-2024 was **\$1,015,859**; that's up **13%** from 2023; down **6%** from 2022; and up **13%, 40%, 71%** and **200%** from 2021, 2020, 2019 and 2010. Q1's average condo/townhouse price of **\$731,000** is up **37%, 22%, 35%, 96%** and **124%** from 2023, 2022, 2021, 2020 and 2010 respectively.

↑ Until 2015 the average price of a single-family home was below the inflation rate. The average price then rose **117%** above inflation to Q1-2024's average price. Due to 2010's condo/townhome price anomaly and 2011's zero sales, the starting point was set at 2012 in the graph below, yielding a **224%** rise above inflation by Q1-2023.



ROYAL LEPAGE LOCATIONS NORTH IN 2023

OUR 11TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY
IN THE REGION



MORE THAN THREE TIMES THE VOLUME SALES
OF OUR CLOSEST REGIONAL COMPETITOR



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



FIVE TIMES THE LUXURY HOME SALES OF OUR
CLOSEST REGIONAL COMPETITOR

2023 Southern Georgian Bay Unit Sales

Royal LePage Locations North	673	32.6%	
RE/MAX By The Bay	277	13.7%	
Century 21 Millenium	255	12.4%	
RE/MAX Four Seasons	132	6.4%	
Chestnut Park	107	5.2%	
Sotheby's	84	4.1%	
Royal LePage RCR	55	3.9%	
RE/MAX At Blue	53	3%	
Bosley	38	2.9%	
Other	388	18.9%	

2023 UNIT SALES

*\$1,500,000+

Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	265	37%	
Century 21 Millenium	103	14.4%	
RE/MAX Four Seasons	67.5	9.4%	
Chestnut Park	42	5.9%	
Clairwood	40	5.6%	
Royal LePage RCR	32	4.5%	
RE/MAX By The Bay	26	3.6%	
Forest Hill	23	3.2%	
Engel And Volkers	16	2.2%	
Other	91.5	12.8%	

The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	173.5	36.6%	
Century 21 Millenium	59	12.5%	
RE/MAX At Blue	59	12.5%	
RE/MAX Four Seasons	41	8.7%	
Chestnut Park	38	8%	
Royal LePage RCR	20	4.2%	
Sothebys	18	3.8%	
Clairwood	12	2.5%	
Bosley	11	2.3%	
Other	42	8.9%	

Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	73	45.3%	
Chestnut Park	14	8.7%	
Century 21 Millenium	14	8.7%	
Sotheby's	8	5%	
RE/MAX Four Seasons	8	5%	
RE/MAX Hallmark	7	4.3%	
Forest Hill	3	1.9%	
Bosley	3	1.9%	
RE/MAX By The Bay	3	1.9%	
Other	28	17.4%	

Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	51	32.1%	
RE/MAX By The Bay	28	17.6%	
Chestnut Park	17	10.7%	
Royal LePage RCR	9	5.7%	
RE/MAX Four Seasons	7	4.4%	
Century 21 Millenium	6.5	4.1%	
Forest Hill	3	1.9%	
Sotheby's	3	1.9%	
Bosley	2	1.3%	
Other	32.5	20%	

Grey Highlands

	UNITS	PERCENTAGE	
Royal LePage Locations North	12	36.4%	
Chestnut Park	7	21.2%	
Century 21 Millenium	3	9.1%	
Forest Hill	2	6.1%	
RE/MAX Four Seasons	2	6.1%	
Johnston & Daniel	1	3%	
Royal LePage RCR	1	3%	
Solid Rock	1	3%	
Royal LePage Royal City	1	3%	
Other	3	9.1%	

Southern Georgian Bay Luxury Homes*

	UNITS	PERCENTAGE	
Royal LePage Locations North	53	27%	
Century 21 Millenium	14	7%	
Chestnut Park	13.5	6.9%	
RE/MAX Four Seasons	12	6%	
Royal LePage RCR	9	4.6%	
Sothebys	9	4.6%	
Forest Hill	8	4.1%	
RE/MAX By The Bay	8	4.1%	
Engel & Volkers	5	2.6%	
Other	57.5	29.6%	



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THORN BURY

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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.