



2024

APRIL

WASAGA BEACH

Real Estate Market Report

OVERVIEW

BUYERS MARKET

The real estate market in Wasaga Beach currently favors buyers, marked by a decrease in both unit sales and sales volume. Additionally, average and median sale prices have declined compared to the same period last year. These combined factors create an environment where prospective buyers can explore a wider range of options and potentially negotiate favorable deals amidst the evolving market conditions.



April year-over-year sales volume of \$29,941,922

Down 25.25% from 2023's \$40,056,499 with unit sales of 41 down 26.79% from last April's 56. New listings of 154 are up 30.51% from a year ago, with the sales/listing ratio of 26.62% down 20.83%.



Year-to-date sales volume of \$90,904,498

Down 13.23% from 2023's \$104,760,499 with unit sales of 131 down 9.66% from 2023's 145. New listings of 419 up 9.4% a year ago, with the sales/listing ratio of 31.26% down 6.59%.



Year-to-date average sale price of \$687,211

Down from \$724,815 one year ago with median sale price of \$714,000 down from \$734,975 one year ago. The average days-on-market is 48.50 which is up by 7.5 days.

APRIL NUMBERS

Median Sale Price
\$786,500
 +4.87%

Average Sale Price
\$832,692
 +6.35%

Sales Volume
\$29,941,922
 -25.25%

Unit Sales
41
 -26.79%

New Listings
154
 +30.51%

Expired Listings
14
 +100%

Unit Sales/Listings Ratio
26.62%
 -20.83%

*Year-over-year comparison
 (April 2024 vs. April 2023)*

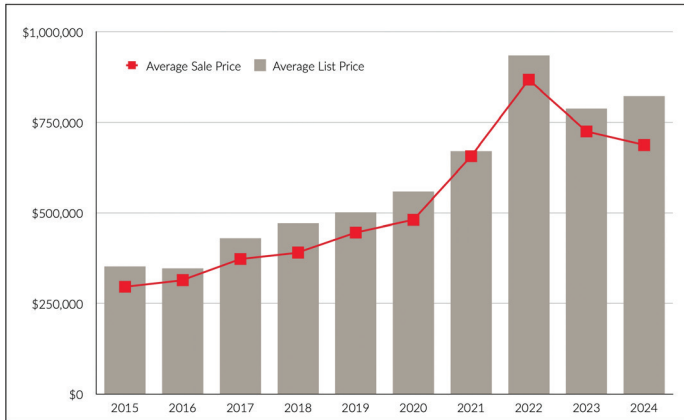


THE MARKET IN DETAIL

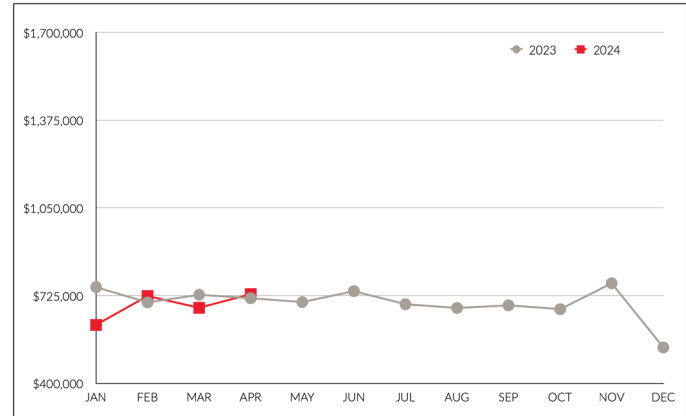
	2022	2023	2024	2023-2024
YTD Volume Sales	\$123,502,271	\$104,760,499	\$90,904,498	-13.23%
YTD Unit Sales	144	145	131	-9.66%
YTD New Listings	226	383	419	+9.4%
YDT Sales/Listings Ratio	63.72%	37.86%	31.26%	-6.59%
YTD Expired Listings	8	57	74	+29.82%
Monthly Volume Sales	\$60,884,419	\$36,396,200	\$22,424,799	-38.39%
Monthly Unit Sales	71	50	33	-34%
Monthly New Listings	120	114	126	+10.53%
Monthly Sales/Listings Ratio	94.87%	47.46%	26.62%	-20.83%
Monthly Expired Listings	2	19	9	-52.63%
YTD Sales: \$0-\$199K	2	2	2	0.00%
YTD Sales: \$200k-349K	2	6	5	-16.67%
YTD Sales: \$350K-\$549K	21	25	26	4.00%
YTD Sales: \$550K-\$749K	46	57	52	-8.77%
YTD Sales: \$750K-\$999K	89	41	38	-7.32%
YTD Sales: \$1M+	53	14	9	-35.71%
YTD Average Days-On-Market	12.33	41.00	48.50	+18.29%
YTD Average Sale Price	\$867,782	\$724,815	\$687,211	-5.19%
YTD Median Sale Price	\$880,000	\$734,975	\$714,000	-2.85%

Wasaga Beach MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

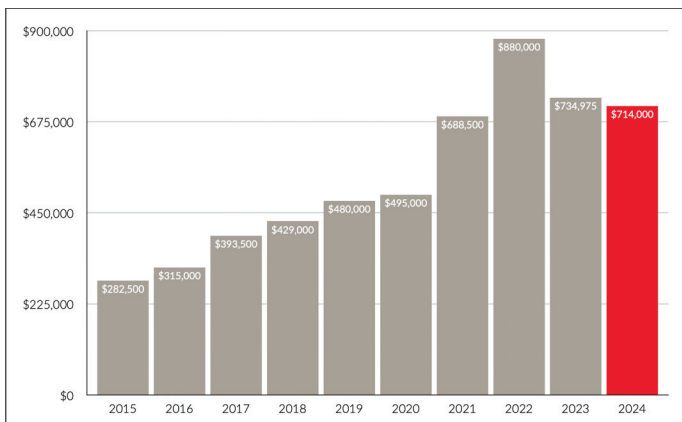


Year-Over-Year

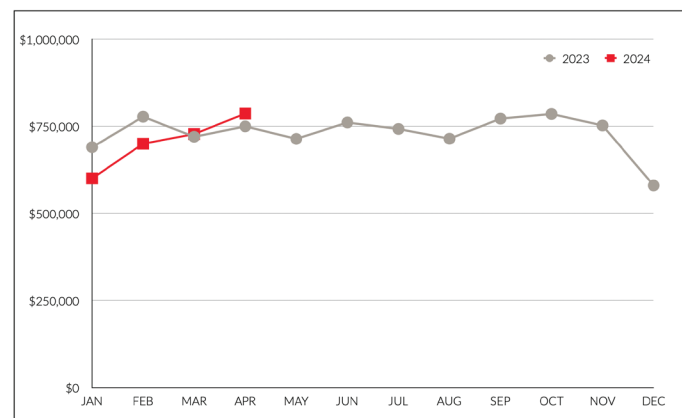


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



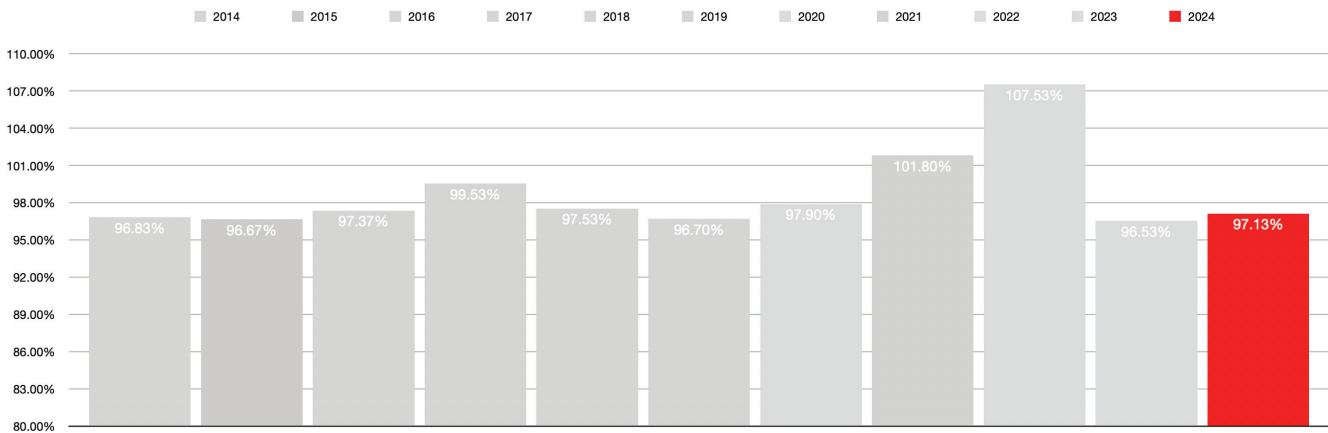
Year-Over-Year



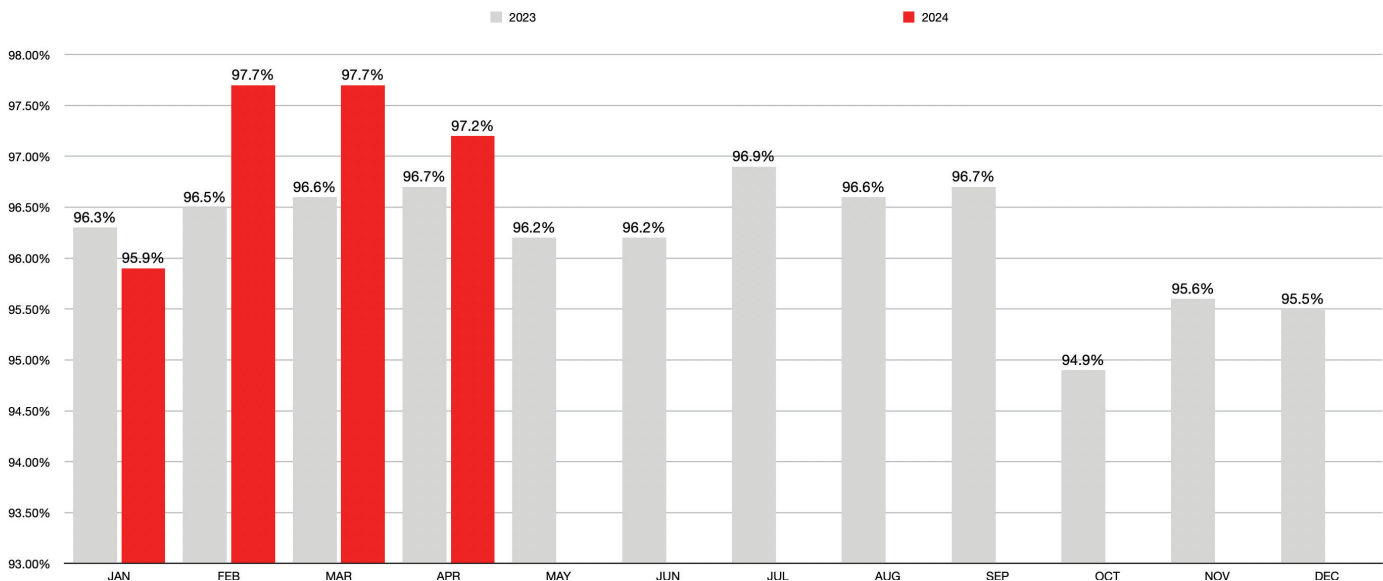
Month-Over-Month 2023 vs. 2024

* Median sale price is based on residential sales (including freehold and condominiums).

SALE PRICE VS. LIST PRICE RATIO

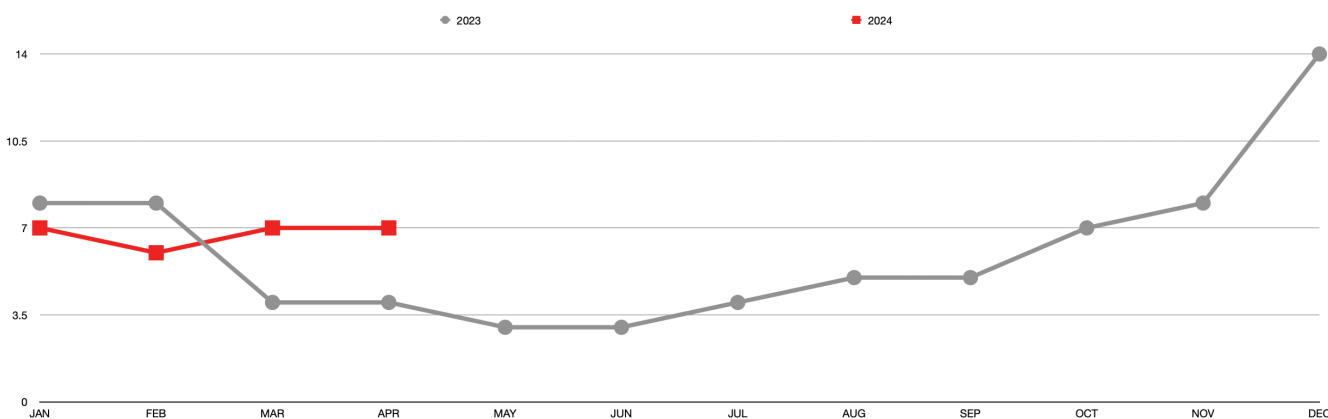


Year-Over-Year

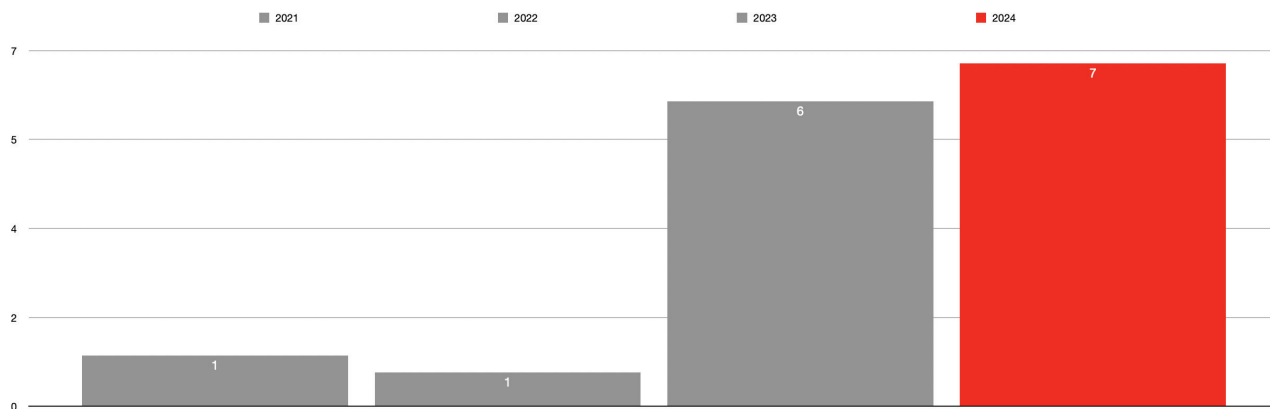


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

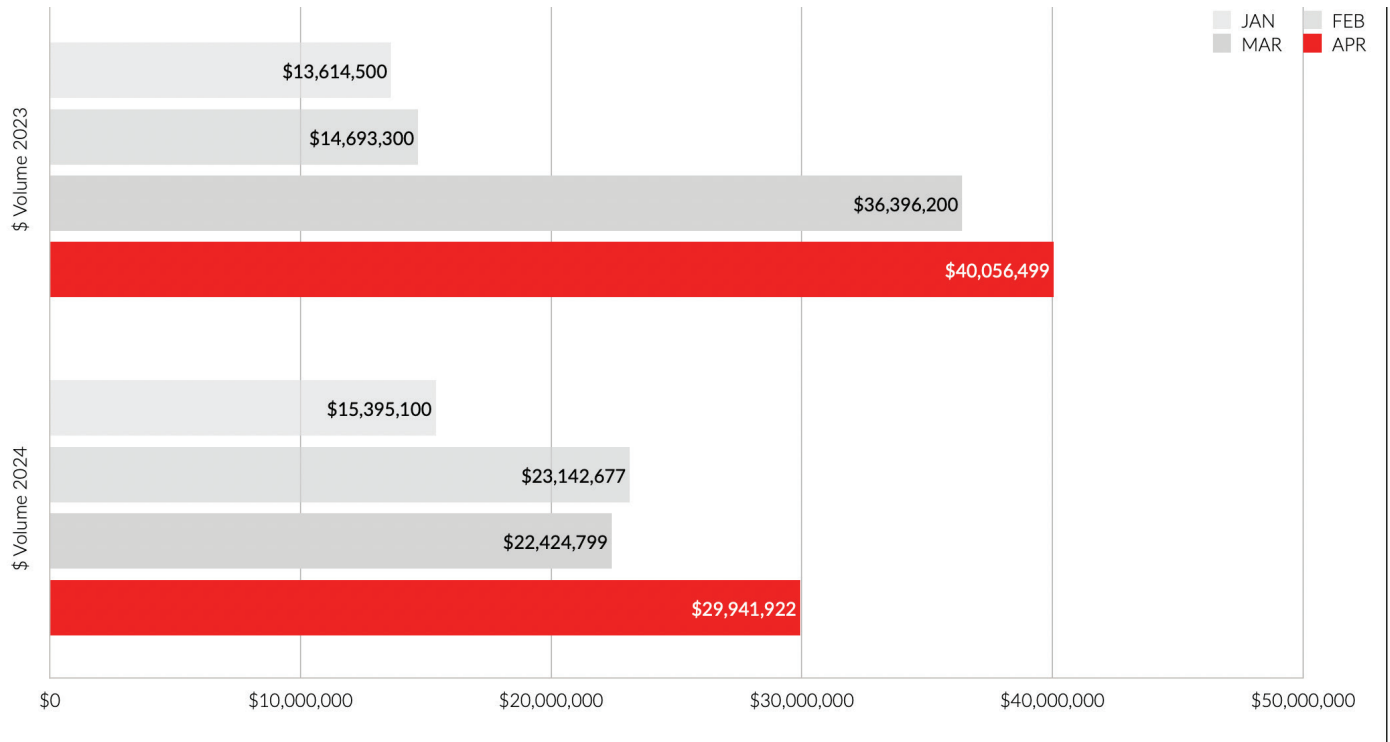


Month-Over-Month 2023 vs. 2024

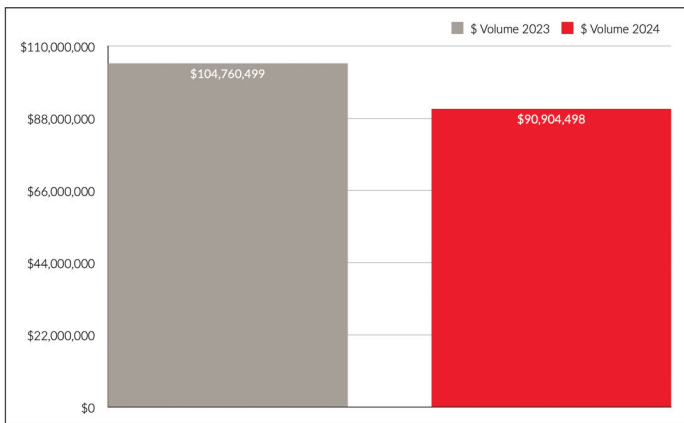


Year-Over-Year

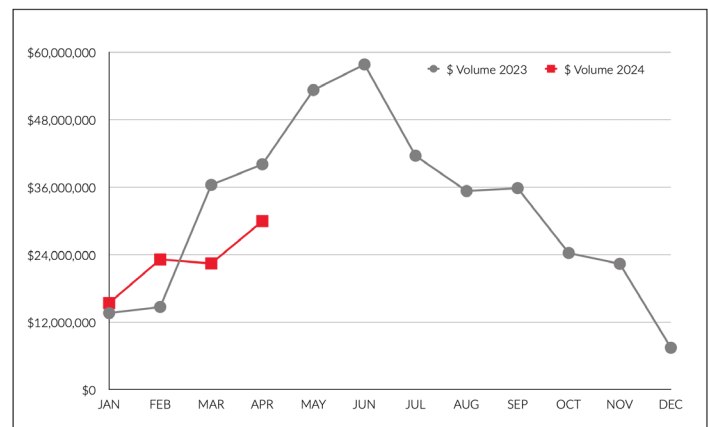
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

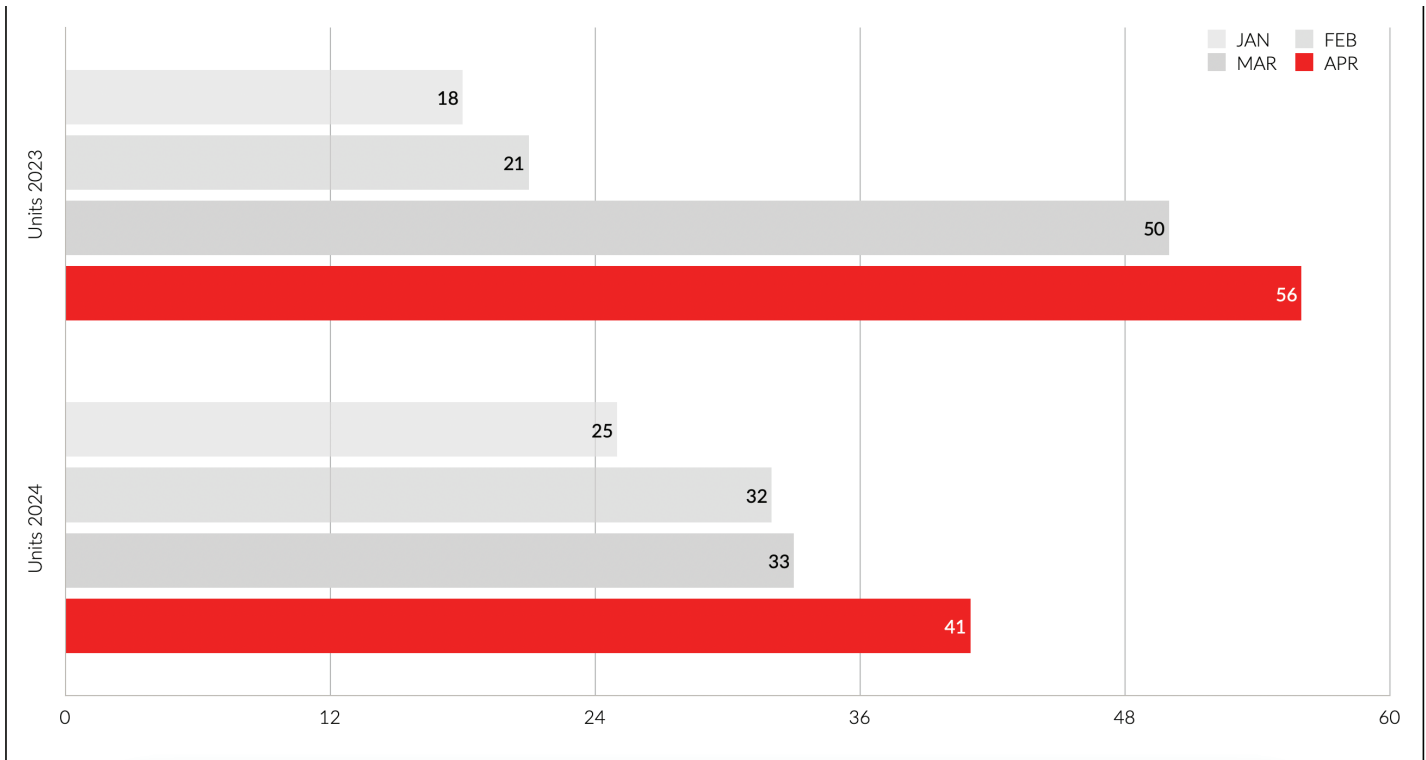


Yearly Totals 2023 vs. 2024

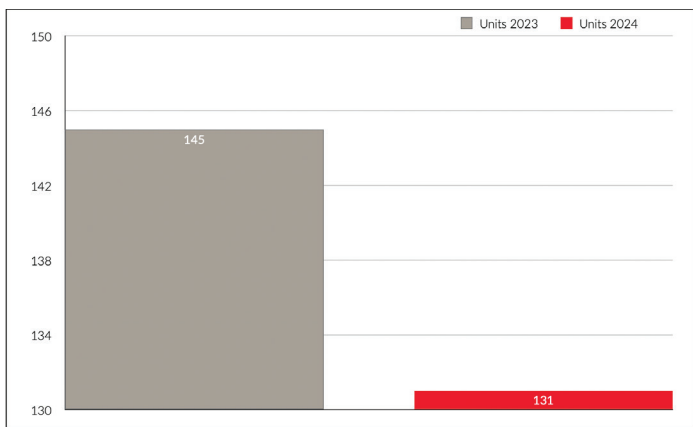


Month vs. Month 2023 vs. 2024

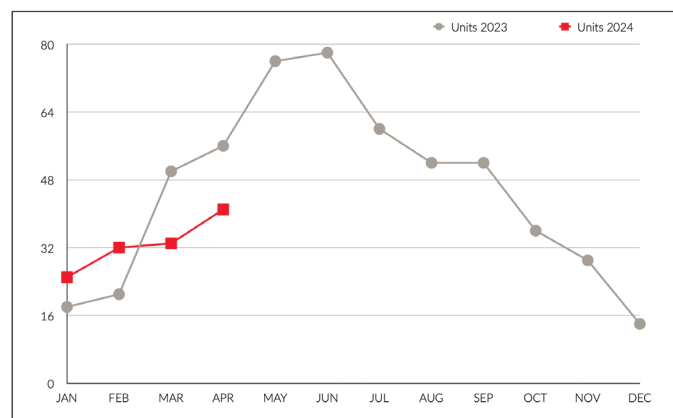
UNIT SALES



Monthly Comparison 2023 vs. 2024

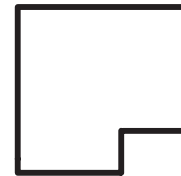

















Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$80,449,098 -79.47%	 \$1,602,900 -33.46%	 \$2,678,097 +51.74%
YTD Unit Sales	 106 -7.83%	 4 -20%	 6 +20%
April Average Sale Price	 \$796,533 -90.19%	 \$0 -100%	 \$415,000 +38.33%
April Sales Volume	 \$20,565,999 -35.73%	 \$0 -100%	 \$415,000 +38.33%
April Unit Sales	 28 -30%	 0 -100%	 1 No Change



Year-Over-Year Comparison (2024 vs. 2023)

OUR LOCATIONS

COLLINGWOOD

705-445-5520
330 First St, Collingwood

CREEMORE

705-881-9005
154 Mill St, Unit B, Creemore

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

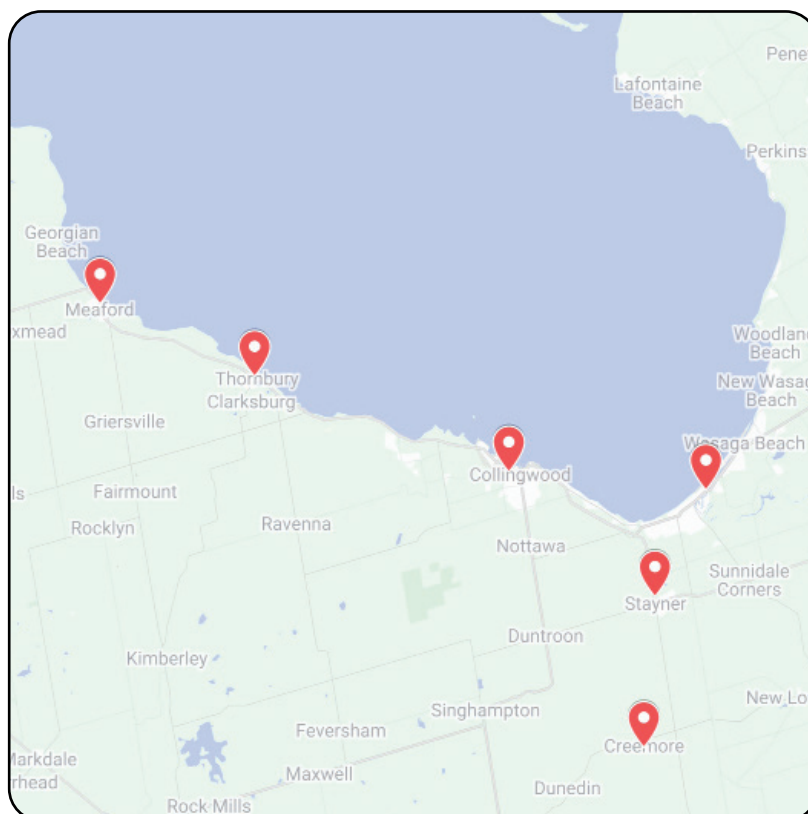
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

705-428-2800
7458 ON-26 Unit 11, Stayner



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