

COLLINGWOOD REAL ESTATE MARKET REPORT

2022 IN REVIEW

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



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OVERVIEW

ANNUAL VOLUME AND UNIT SALES DOWN, WITH AVERAGE SALE PRICE UP



ANNUAL SALES VOLUME OF \$427,054,636

Down 28% from 2021's \$590,907,175, with units of 466 down 35% from last year's 721. New listings of 1027 up 13%, with the sales/listings ratio of 45% down 34%.



FOURTH QUARTER SALES VOLUME OF \$76,711,678

Down 44% from Q4-2021's \$136,031,777, with units of 88 down 41% from Q4-2021's 150. New listings of 184 up 14%, with the sales/listings ratio of 48% down 45%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$916,426

Up 12% from 2021's \$819,566. Average days-on-market of 31 up by 12 days.



OVERVIEW (cont'd)

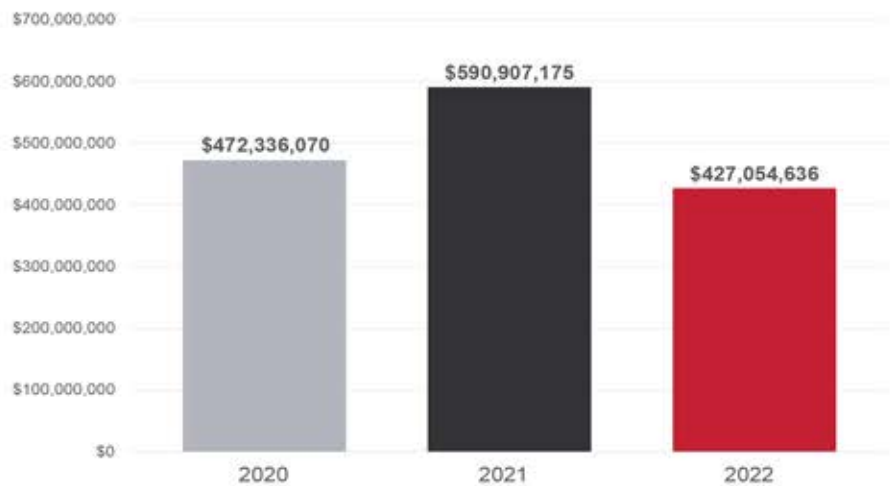


THE DEMAND FOR LISTINGS IS TRENDING TOWARDS BALANCE

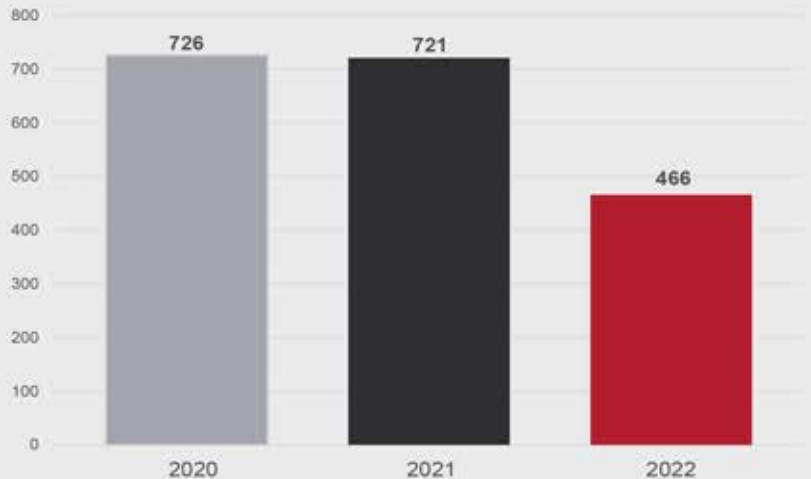
The Collingwood market had a **97%** sale/list price ratio in December. Homes sold in **44** days on average, up **20** days from a year ago, and there is currently **5** months of inventory. Although, December had a **76%** sales/listings ratio, generally the market can be described as balanced overall.



Graph 1:
Collingwood MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
Collingwood MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:
Collingwood MLS® Residential Sales And Listing Summary
 2020 vs. 2021 vs. 2022

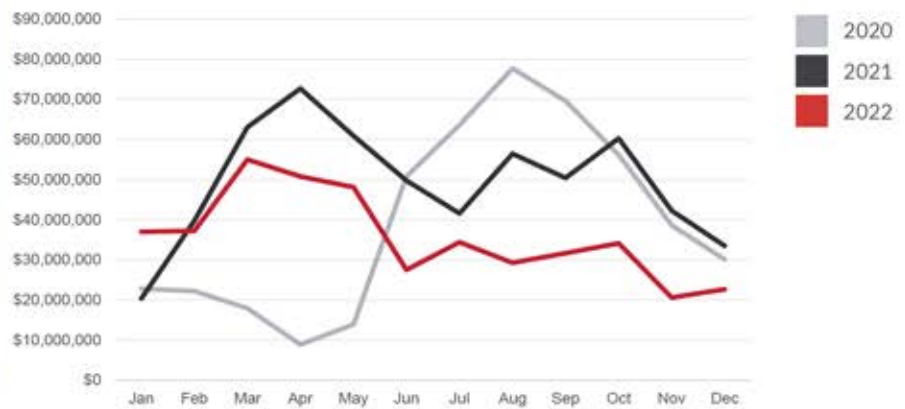
	2020	2021	2022	2021-2022
Annual Volume Sales	\$472,336,070	\$590,907,175	\$427,054,636	-28%
Annual Unit Sales	726	721	466	-35%
Annual New Listings	936	907	1027	+13%
Annual Sales/Listings Ratio	78%	79%	45%	-34%
Annual Expired Listings	99	59	125	+112%
Fourth Quarter (Q4) Volume Sales	\$124,907,810	\$136,031,777	\$76,711,678	-44%
Q4 Unit Sales	177	150	88	-41%
Q4 New Listings	149	161	184	+14%
Q4 Sales/Listings Ratio	120%	93%	48%	-45%
Q4 Expired Listings	19	34	58	+71%
Q4 Average Price	\$705,694	\$906,879	\$871,724	-4%
Annual Sales: Under \$300K	25	6	1	-83%
Annual Sales: \$300K - \$499K	262	115	43	-63%
Annual Sales: \$500K - \$799K	283	316	161	-41%
Annual Sales: \$800K - \$999K	72	139	123	-12%
Annual Sales: \$1M - \$1.499M	59	103	92	-11%
Annual Sales: \$1.5M - \$1.999M	19	25	34	+36%
Annual Sales: \$2M+	6	17	12	-29%
Annual Average Days-On-Market	36	19	31	+63%
Annual Average Sale Price	\$650,601	\$819,566	\$916,426	+12%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of Jan. 2, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

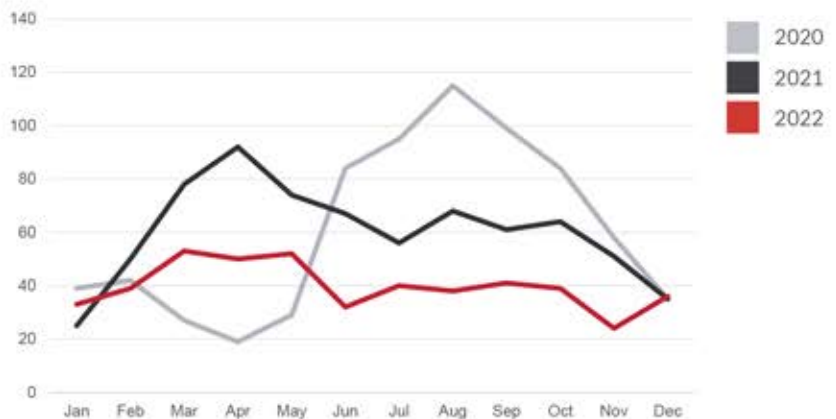
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, the 2022 Collingwood market began with record January volume, after which it became a slower version of 2021. Annual volume of **\$427,054,636** was down **28%** from 2021's record **\$590,907,175**, but still the third-best ever. On the units side, 2022's **466** were down **35%** from 2021's record **721**, and the fewest since 2008's **436**. Other notable metrics include 2022's: strong average close-price-to-list-price ratio of **98.9%**; average monthly inventory of **3½ months**; and balanced **45%** sales/listings ratio. The bottom line, though, is that the huge sales and escalating prices from June 2020 to last spring could not go on forever. That said, 2022's average sale price of **\$916,426** did fairly well overall. It was up **87%, 71%, 41%** and **12%** from 2018, 2019, 2020 and 2021 respectively.

Graph 3:
Collingwood Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



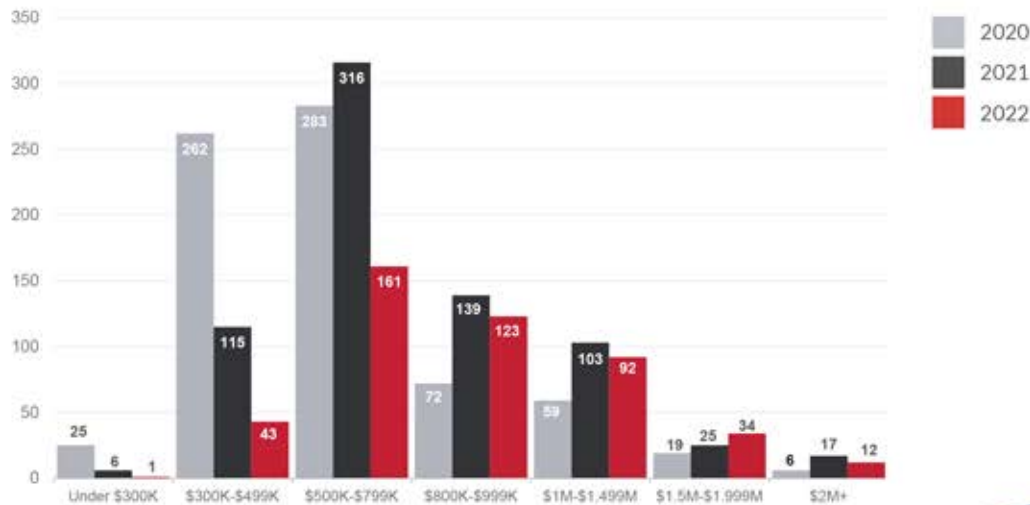
Graph 4:
Collingwood Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales were down from 2021 in six price ranges and up in one. The Under-\$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$2M+ ranges were down **83%**, **63%**, **41%**, **12%**, **11%** and **29%** respectively. The \$1.5M-\$1.999M range was up **36%**. More generally, the Under-\$500K bracket – which accounted for **9%** of 2022's sales – was down **64%** from 2021. The \$500K-\$999K bracket – which accounted for **61%** of all sales – was down **38%**. And the \$1M+ bracket – which accounted for **30%** of all sales – was down **5%**.

Graph 5:
Collingwood MLS* Sales By Price
2020 vs. 2021 vs. 2022 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Collingwood MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$279,599,142
DOWN 25% from 2021

UNIT SALES: 264
DOWN 31% from 2021

AV. DAYS-ON-MARKET: 24
UP 8 days from 2021

AV. SALE PRICE: \$1,059,088
UP 8% from 2021

CONDOMINIUMS

DOLLAR SALES: \$73,795,472
DOWN 35% from 2021

UNIT SALES: 111
DOWN 43% from 2021

AV. DAYS-ON-MARKET: 25
DOWN 3 days from 2021

AV. SALE PRICE: \$664,824
UP 13% from 2021

TOWNHOUSES

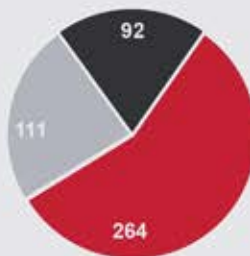
DOLLAR SALES: \$74,350,002
DOWN 28% from 2021

UNIT SALES: 92
DOWN 36% from 2021

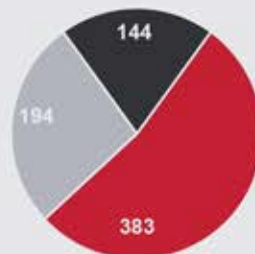
AV. DAYS-ON-MARKET: 24
UP 7 days from 2021

AV. SALE PRICE: \$808,152
UP 13% from 2021

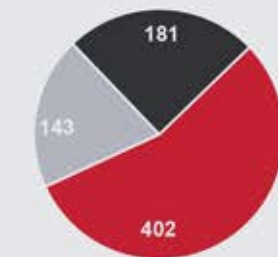
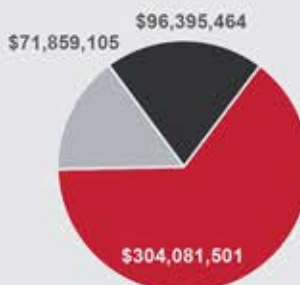
2022



2021



2020



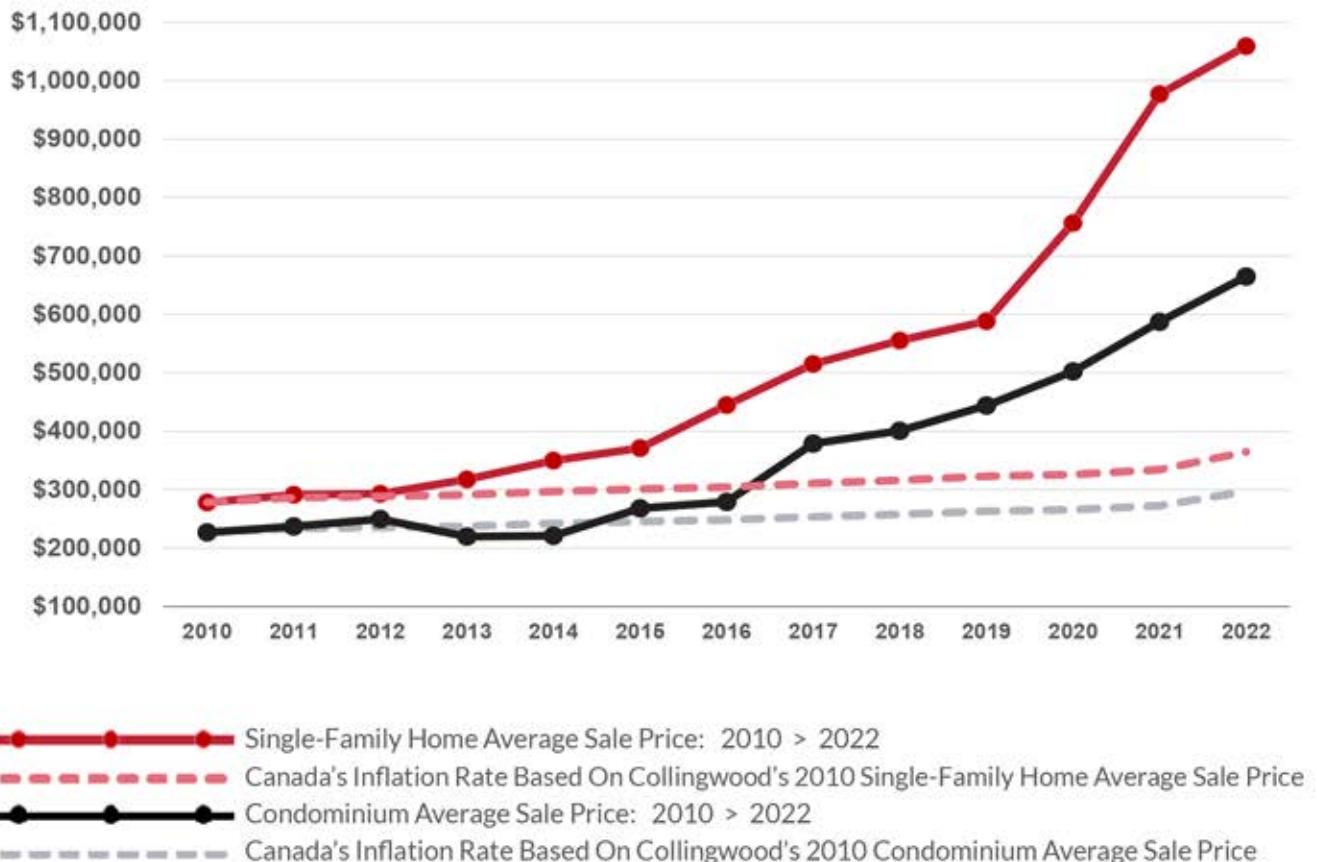
■ Single Family ■ Condominium ■ Townhouse

COLLINGWOOD AVERAGE SALE PRICES: 2010-2022

2022 SINGLE-FAMILY HOME AND CONDO PRICES UP NICELY OVERALL FROM 2021

↑ Collingwood's average sale price for single-family homes in 2022 was **\$1,059,088**: that's up **8%, 40%, 80%, 91%, 106%** and **233%** from 2021, 2020, 2019, 2018 and 2010 respectively. 2022's average condo price of **\$664,824** was up **13%, 32%, 50%, 66%** and **202%** from 2021, 2020, 2019, 2018 and 2010 respectively.

↑ From 2010-2012 the average sale price of single-family homes increased at roughly Canada's inflation rate. From 2013 to 2022 the average price rose to **190%** above inflation. The condo average price was under the inflation rate in 2014 before rising to **124%** above inflation in 2022.





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27 Arthur St.

CREEMORE

705-881-9005

154 Mill St.

STAYNER

705-428-2800

7458 ON-26, #11.

MEAFORD

519-538-5755

96 Sykes St.

WASAGA BEACH

705-429-4800

1249 Mosley St.

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