

GEORGIAN TRIANGLE REAL ESTATE MARKET REPORT

JANUARY 2019

WE'RE GRATEFUL TO HAVE BEEN CHOSEN
ROYAL LEPAGE'S 2016
BROKERAGE OF THE YEAR FOR ONTARIO



OVERVIEW

STRONG VOLUME SALES, AVERAGE SALE PRICE WAY UP



SECOND-BEST EVER JANUARY VOLUME OF \$49,939,450

Up 4% from last January's \$47,979,755, with units of 86 down 18% from last January's 105. New listings of 190 up 9%, with the sales/listings ratio of 45% down 17%.



UNIT SALES DOWN IN FOUR PRICE SEGMENTS, UP IN TWO, EVEN IN ONE

The Under-\$300K, \$300K-\$499K, \$800K-\$999K and \$1M-\$1.499M segments were down 48%, 24%, 14% and 25% respectively; the \$1.5M-\$1.999M and \$2M+ segments were up 400% and 200% respectively; and the \$500-\$799K segment was even.



AVERAGE SALE PRICE OF \$580,691

Up 27% from January 2018's \$456,950, although that jump likely reflects the specific homes sold as much as any general market appreciation. Average days-on-market of 70 up 3 days.

OVERVIEW (cont'd)

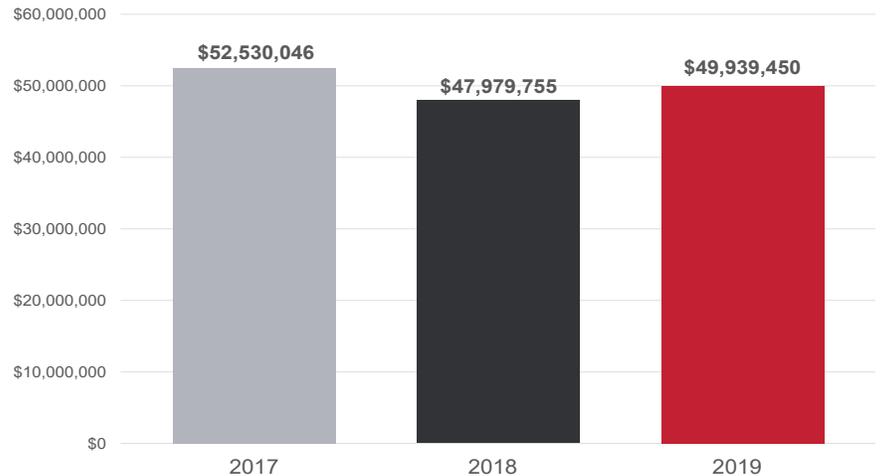


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

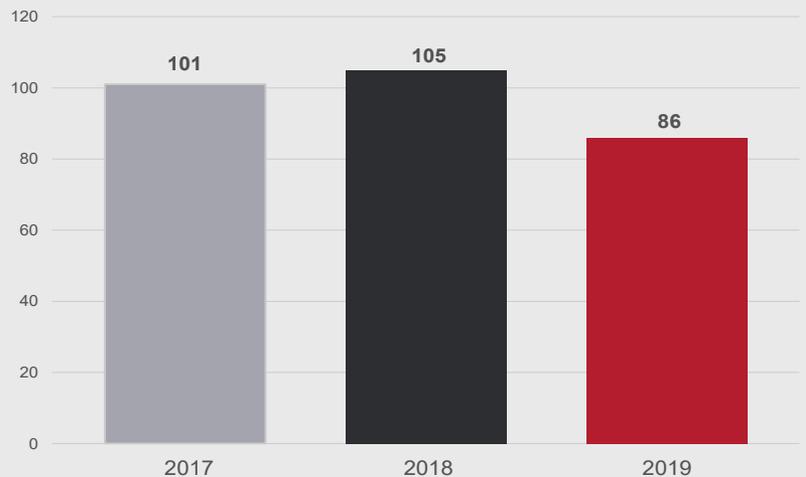
January's new listings were up **9%** from a year ago while its units were down **18%**, yielding a **45%** sales/new listings ratio. Total listings were **660**, yielding a **13%** sales/active listings ratio. So technically January was a **buyers' market**, but it's too early in the year to draw conclusions.



Graph 1:
Georgian Triangle MLS® Sales
January 2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
Georgian Triangle MLS® Sales
January 2017 vs. 2018 vs. 2019 (Units)

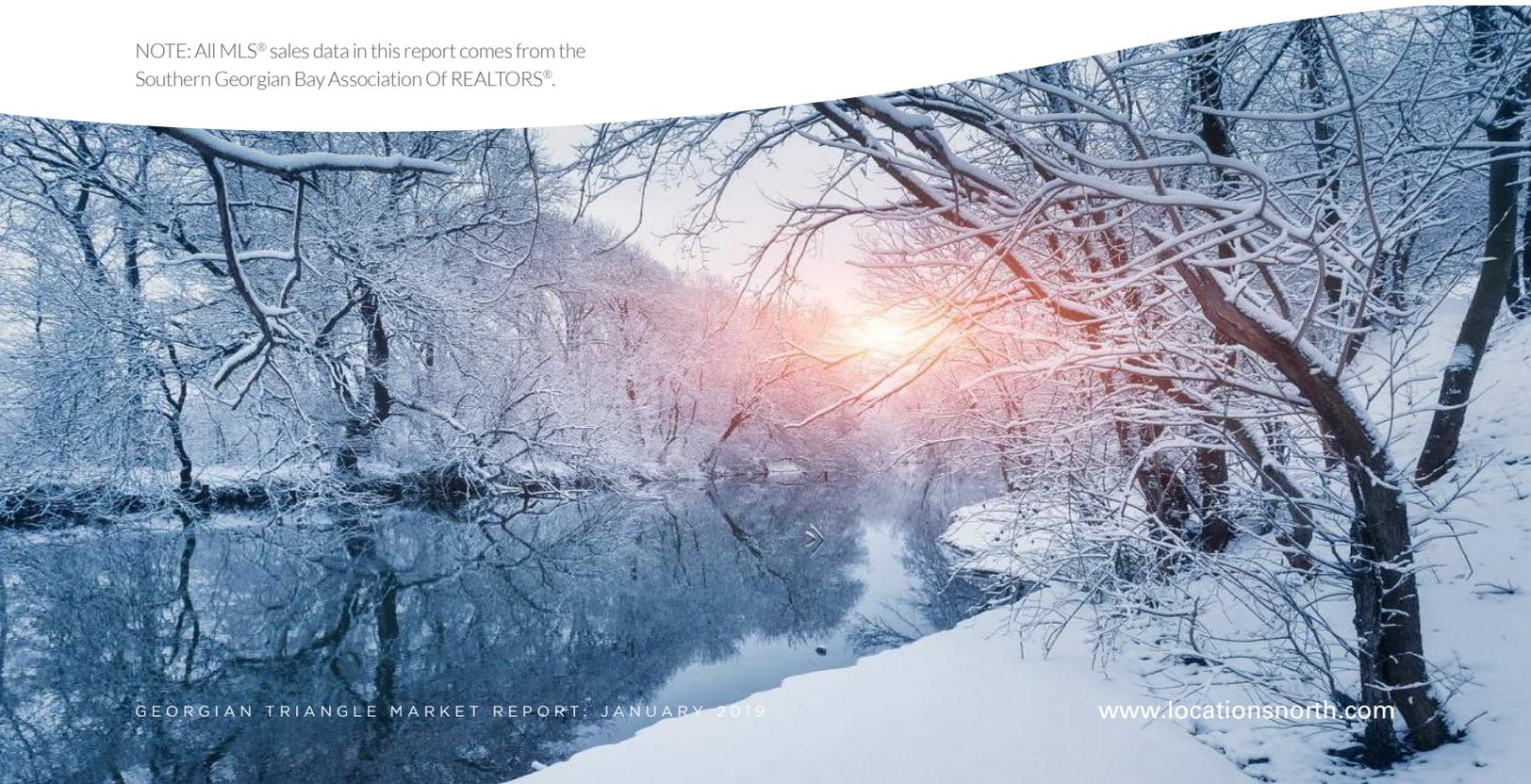


THE MARKET IN DETAIL

Table 1:
Georgian Triangle MLS® Sales And Listing Summary
 January 2017 vs. 2018 vs. 2019

	2017	2018	2019	2018-2019
Volume Sales	\$52,530,046	\$47,979,755	\$49,939,450	+4%
Unit Sales	101	105	86	-18%
New Listings	158	175	190	+9%
Sales/Listings Ratio	64%	62%	45%	-17%
Expired Listings	37	61	61	0%
Sales: Under \$300K	26	27	14	-48%
Sales: \$300K - \$499K	46	50	38	-24%
Sales: \$500K - \$799K	17	19	19	0%
Sales: \$800K - \$999K	4	7	6	-14%
Sales: \$1M - \$1.499M	4	4	3	-25%
Sales: \$1.5M-\$1.999M	4	0	4	+400%
Sales: \$2M+	0	0	2	+200%
Average Days-On-Market	75	67	70	+4%
Average Sale Price	\$520,099	\$456,950	\$580,691	+27%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.



SALES BY PROPERTY TYPE

Graph 3:
Georgian Triangle MLS® Sales By Property Type
 January 2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$43,779,950
 UP 10% from 2018

UNIT SALES: 67
 DOWN 15% from 2018

AV. DAYS-ON-MARKET: 72
 UP 1 day from 2018

AV. SALE PRICE: \$653,432
 UP 30% from 2018

CONDOMINIUMS

DOLLAR SALES: \$6,159,500
 DOWN 24% from 2018

UNIT SALES: 19
 DOWN 27% from 2018

AV. DAYS-ON-MARKET: 62
 UP 8 days from 2018

AV. SALE PRICE: \$324,184
 UP 3% from 2018

VACANT LAND

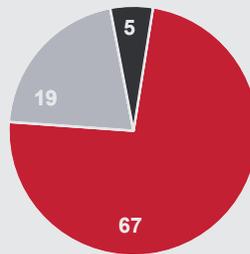
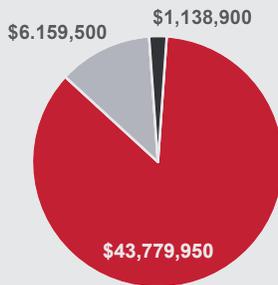
DOLLAR SALES: \$1,138,900
 DOWN 60% from 2018

UNIT SALES: 5
 DOWN 64% from 2018

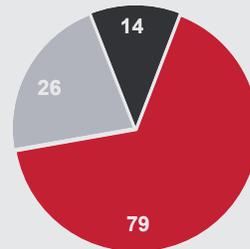
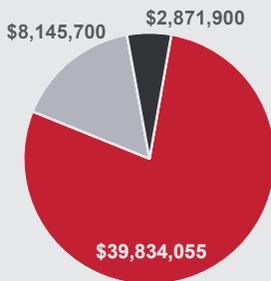
AV. DAYS-ON-MARKET: 50
 DOWN 73 days from 2018

AV. SALE PRICE: \$227,780
 UP 11% from 2018

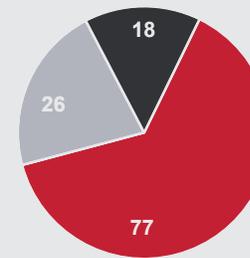
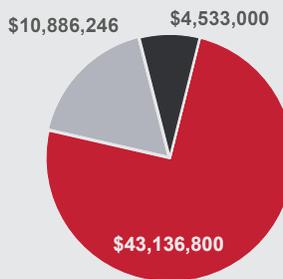
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land