

CLEARVIEW REAL ESTATE MARKET REPORT

FIRST QUARTER 2019

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



OVERVIEW

SLOW Q1 SALES, BUT WITH AVERAGE SALES PRICE WAY UP



Q1-2019 SALES VOLUME OF \$20,024,600

Down 18% from Q1-2018's \$24,289,500, with units of 31 down 34% from Q1-2018's 47. New listings of 78 up 16%, with the sales/listings ratio of 40% down 30%.



MARCH SALES VOLUME OF \$10,123,000

Down 20% from March 2018's \$12,631,500. Units of 15 were down 44% from last March's 25, with new listings of 31 up 15% and the sales/listings ratio of 48% down 45%.



RECORD Q1 AVERAGE SALE PRICE OF \$645,955

Up 25% from Q1-2018's \$516,798. Average days-on-market of 87 was up 30 days.



OVERVIEW (cont'd)

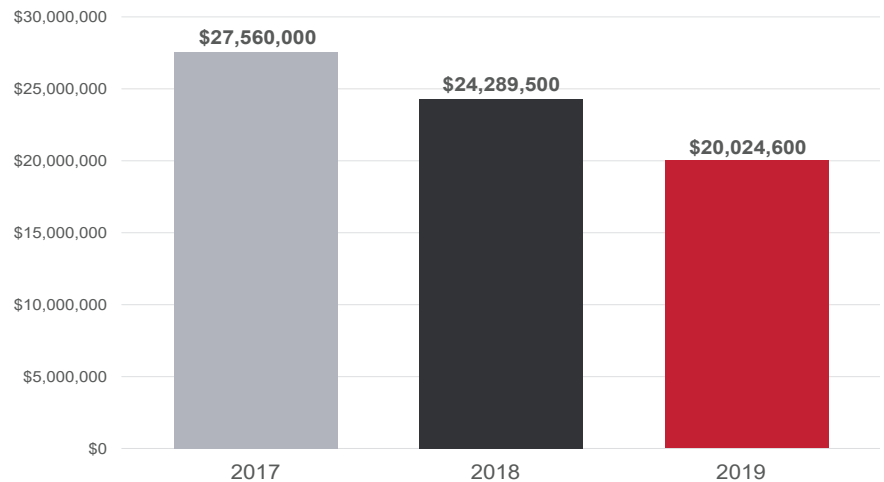


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

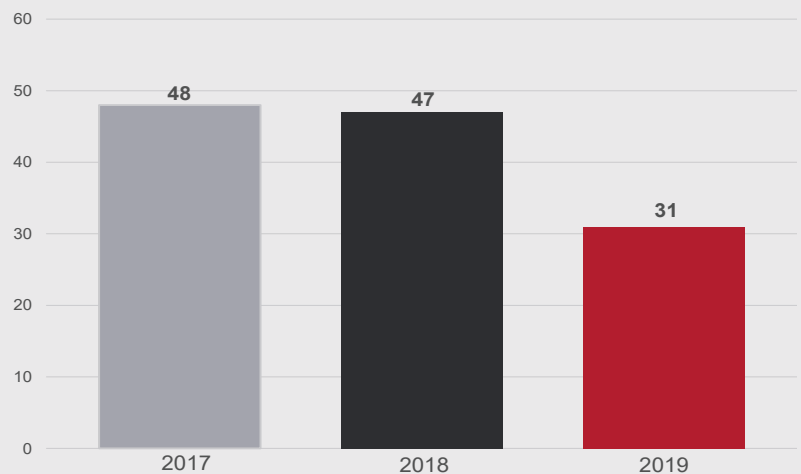
Despite a small March rebound, Clearview's sales have been slow this year. Even March's **14** sales were the fewest since 2014. The month's average days-on-market of **75** was also the highest since 2015. Given March's **48%** sales/listing ratio (and Q1's **40%** ratio), Clearview has a **buyers' market**.



Graph 1:
Clearview MLS® Sales
Q1 – 2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
Clearview MLS® Sales
Q1 – 2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL



Table 1:

Clearview MLS® Residential Sales And Listing Summary

Q1 – 2017 vs. 2018 vs. 2019

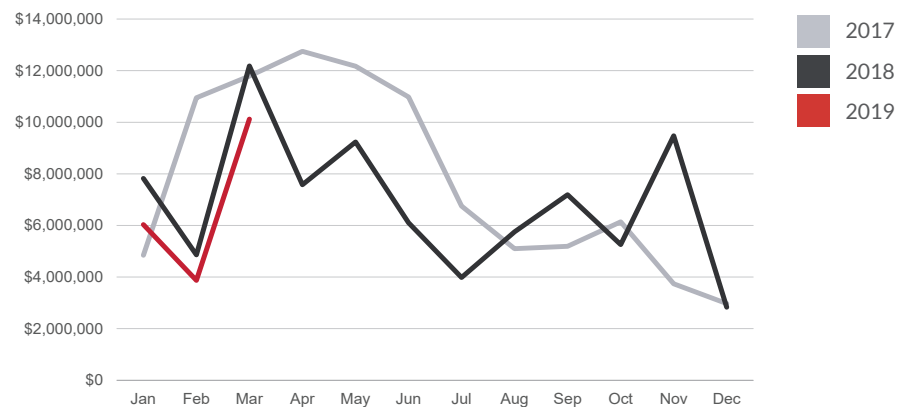
	2017	2018	2019	2018-2019
Volume Sales	\$27,560,000	\$24,289,500	\$20,024,600	-18%
Unit Sales	48	47	31	-34%
New Listings	49	67	78	+16%
Sales/Listings Ratio	98%	70%	40%	-30%
Expired Listings	17	17	14	-18%
Sales: \$100K - \$299K	6	4	1	-75%
Sales: \$300K - \$499K	22	25	15	-40%
Sales: \$500K - \$799K	11	14	9	-36%
Sales: \$800K - \$999K	4	2	2	0%
Sales: \$1M - \$1.499M	3	2	1	-50%
Sales: \$1.5M - \$1.999M	2	0	3	+300%
Average Days-On-Market	69	67	87	+30%
Average Sale Price	\$574,167	\$516,798	\$645,955	+25%

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 April 15, 2019.

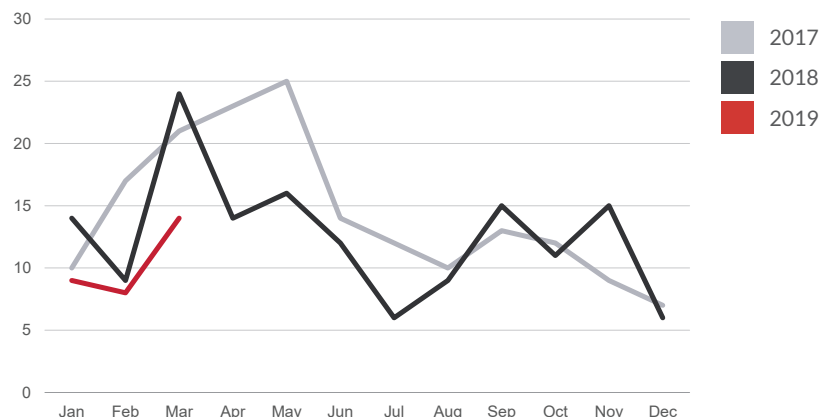
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, Q1-2019's sales volume has continued the up-and-down performance it had during 2018. After an average January and slow February, March saw a fairly healthy spike. However, as **Graph 4** shows that spike was not due to a unit sales increase, but to a **43%** jump in the average sale price. Moreover, that jump had more to do with specific high-end sales than with an overall market appreciation. For Q1's **31** sales were down **34%**, **35%** and **38%** from the Q1s of 2018, 2017 and 2016. That said, Clearview's great beauty and potential ensure that sales will rise again.

Graph 3:
Clearview Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



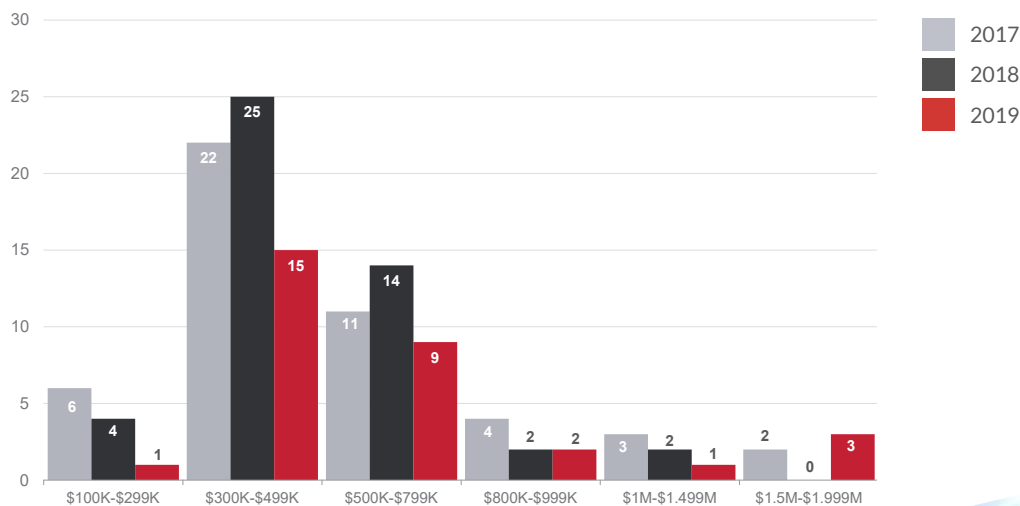
Graph 4:
Clearview Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2019's unit sales were down from Q1-2018 in four price ranges, up in one and even in one. Thus, the \$100K-\$299K, \$300K-\$499K, \$500K-\$799K and \$1M-\$1.499M ranges were down **75%**, **40%**, **36%** and **50%** from Q1-2018; the \$1.5M-\$1.999M range was up **300%**; and the \$800K-\$999K range was **even**. More generally, sales in the Under \$800K bracket – which accounted for **81%** of Clearview's sales in Q1-2019 – were down **42%** from Q1-2018, while sales in the luxury \$1M+ range were up **100%**.

Graph 5:
Clearview MLS® Sales By Price
Q1 – 2017 vs. 2018 vs. 2019 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Clearview MLS® Sales By Property Type

Q1 – 2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$20,024,600
DOWN 16% from 2018

UNIT SALES: 31
DOWN 33% from 2018

AV. DAYS-ON-MARKET: 87
UP 22 days from 2018

AV. SALE PRICE: \$645,955
UP 25% from 2018

CONDOMINIUMS

DOLLAR SALES: 0

UNIT SALES: 0

AV. DAYS-ON-MARKET: 0

AV. SALE PRICE: 0

VACANT LAND

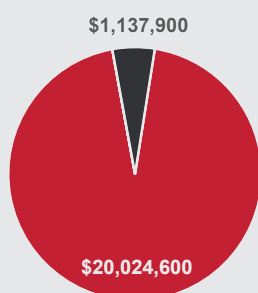
DOLLAR SALES: \$1,137,900
UP 1943% from 2018

UNIT SALES: 4
UP 300% from 2018

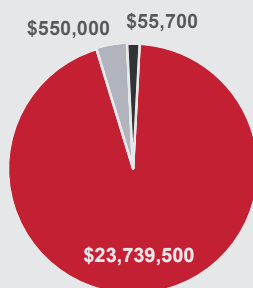
AV. DAYS-ON-MARKET: 53
DOWN 289 days from 2018

AV. SALE PRICE: \$284,475
UP 411% from 2018

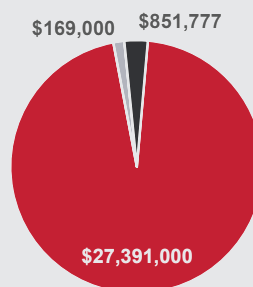
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land