

COLLINGWOOD 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

2ND BEST Q1 VOLUME SALES EVER, AVERAGE SALE PRICE UP



Q1-2019 SALES VOLUME OF \$54,162,836

Up 44% from Q1-2018's \$37,486,970, with units of 104 up 22% from Q1-2018's 85. New listings of 205 up 32% from a year ago, with the sales/listings ratio of 51% down 4%.



RECORD MARCH SALES VOLUME OF \$25,917,400

Up 60% from March 2018's \$16,158,700. Units of 49 were up 48% from last March's 33, with new listings of 90 up 34%, and the sales/listings ratio of 54% up 5%.



RECORD Q1 AVERAGE SALE PRICE OF \$520,797

Up 18% from the \$441,023 of Q1-2018. Average days-on-market of 51 was up by 16 days.



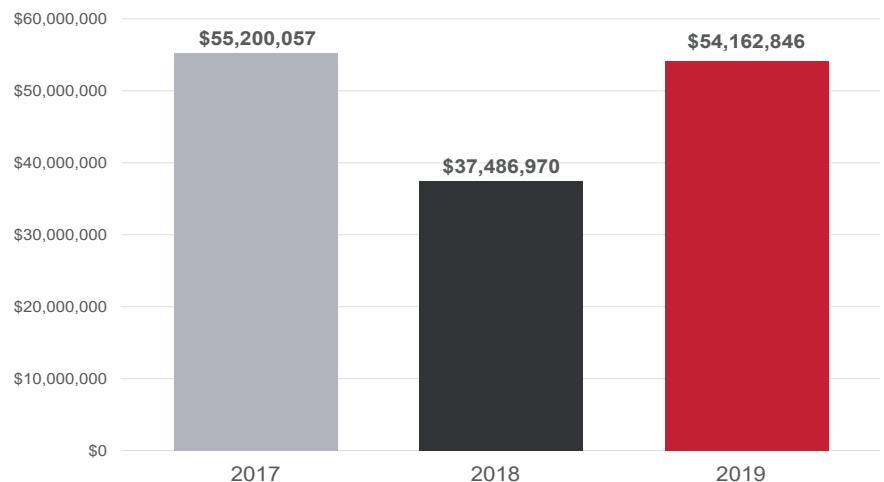
OVERVIEW (cont'd)



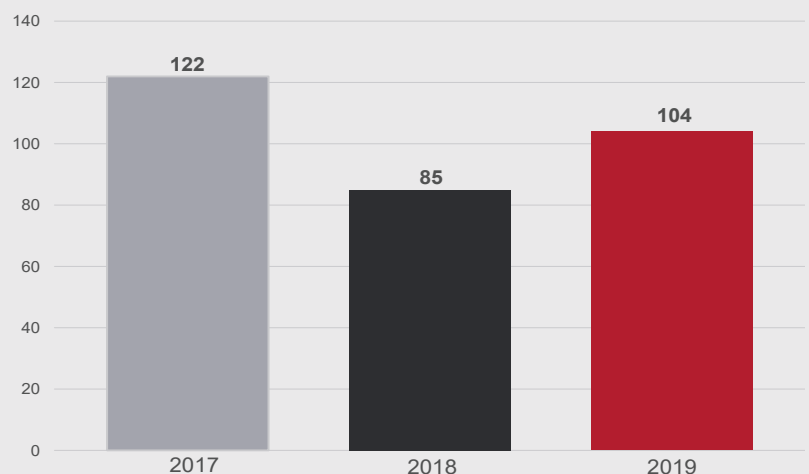
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

March saw a record average sale price for the month, as well as record volume sales and the second best unit sales after 2017's 61. However, new listings were the highest since 2014, and days-on-market the highest since 2015. March's 54% sales/listings ratio means it's a **sellers' market**.

Graph 1:
Collingwood MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
Collingwood MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL



Table 1:

Collingwood MLS® Residential Sales And Listing Summary
2017 vs. 2018 vs. 2019

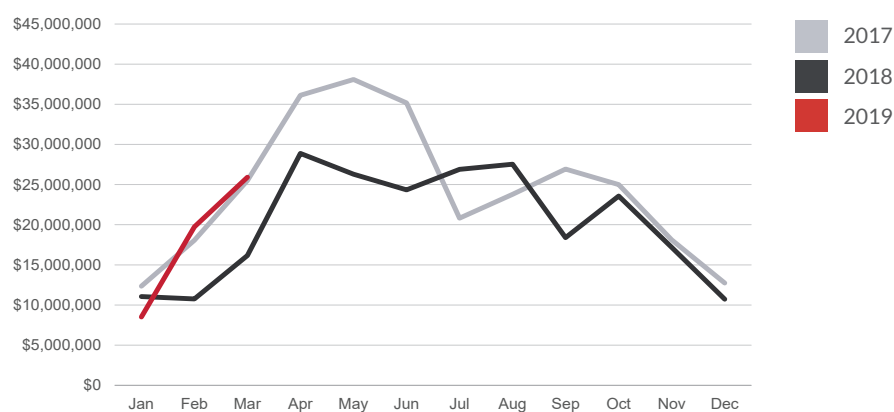
	2017	2018	2019	2018-2019
Volume Sales	\$55,200,057	\$37,486,970	\$54,162,836	+44%
Unit Sales	122	85	104	+22%
New Listings	163	155	205	+32%
Sales/Listings Ratio	75%	55%	51%	-4%
Expired Listings	9	27	52	+93%
Sales: Under \$300K	33	13	9	-31%
Sales: \$300K - \$499K	58	50	44	-12%
Sales: \$500K - \$799K	26	18	39	+117%
Sales: \$800K - \$999K	2	3	9	+200%
Sales: \$1M - \$1.499M	1	1	3	+200%
Sales: \$1.5M - \$1.999M	1	0	0	0%
Sales: \$2M+	1	0	0	0%
Average Days-On-Market	34	35	51	+46%
Average Sale Price	\$452,459	\$441,023	\$520,797	+18%

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.

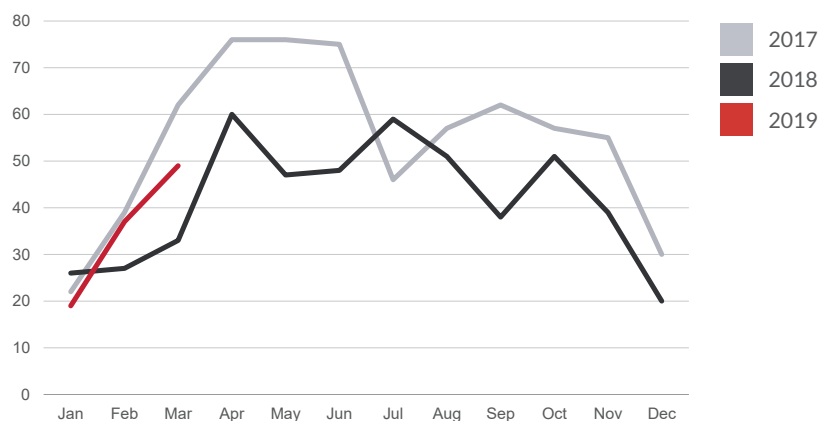
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, after a slow January, Collingwood's market saw record February and March dollar sales. However, **Graph 4** shows that those records mainly resulted from average price increases, not from increased unit sales. In fact, February's average sale price was up **34%**, **15%**, **61%**, **65%** and **94%** from that of 2018, 2017, 2016, 2015 and 2014 respectively. And March's average sale price was up **8%**, **30%**, **50%**, **78%** and **72%** from the same years. So while unit sales weren't as robust as 2016-17's records, those price increases indicate strong demand and a very healthy market.

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



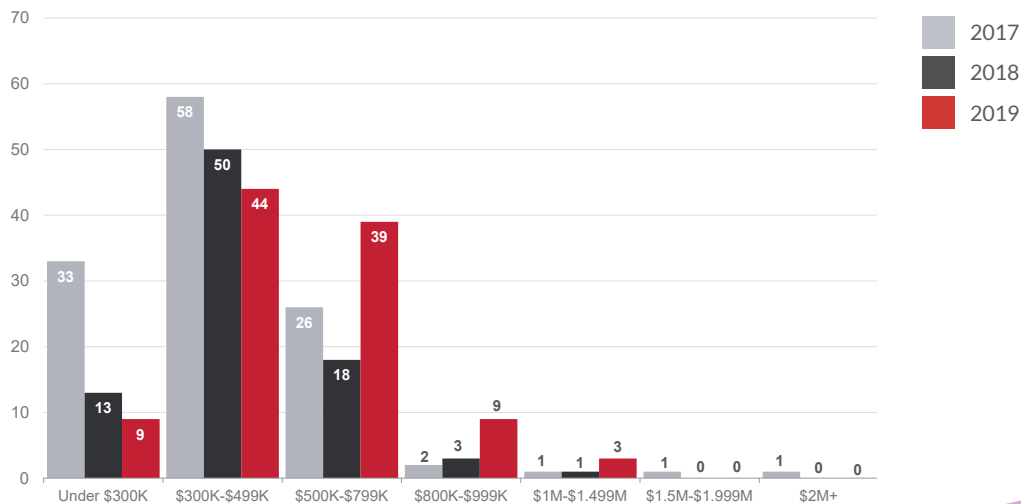
Graph 4:
Collingwood Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2019 unit sales were up from Q1-2018 in three price ranges, down in two and equal in two. Thus, the \$500K-\$799K, \$800K-\$999K and \$1M- \$1.499M ranges were up **117%**, **200%** and **200%** respectively; the Under-\$300K and \$300K-\$499K ranges were down **31%** and **12%** respectively; and the \$1.5M- \$1.999M and \$2M+ ranges were **equal** with no sales. More generally, while the Under-\$500K bracket – which accounted for **51%** of Collingwood's sales – was down **16%** from a Q1-2018, the \$500K+ bracket was up a big **132%**.

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



SALES BY PROPERTY TYPE

Graph 6:

Collingwood MLS® Sales By Property Type
2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$37,242,836
UP 50% from 2018

UNIT SALES: 66
UP 35% from 2018

AV. DAYS-ON-MARKET: 45
UP 5 days from 2018

AV. SALE PRICE: \$564,285
UP 12% from 2018

CONDOMINIUMS

DOLLAR SALES: \$16,920,000
UP 32% from 2018

UNIT SALES: 38
UP 6% from 2018

AV. DAYS-ON-MARKET: 63
UP 35 days from 2018

AV. SALE PRICE: \$445,263
UP 25% from 2018

VACANT LAND

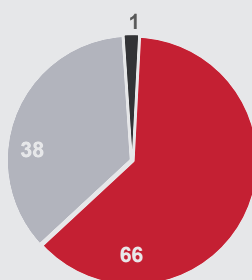
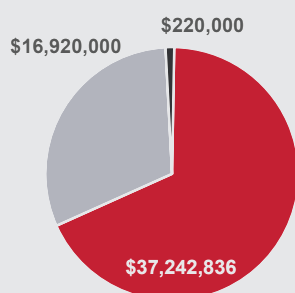
DOLLAR SALES: \$220,000
DOWN 67% from 2018

UNIT SALES: 1
DOWN 83% from 2018

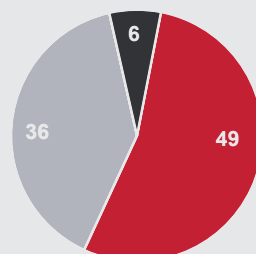
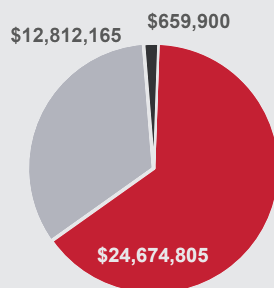
AV. DAYS-ON-MARKET: 272
UP 177 days from 2018

AV. SALE PRICE: \$220,000
UP 100% from 2018

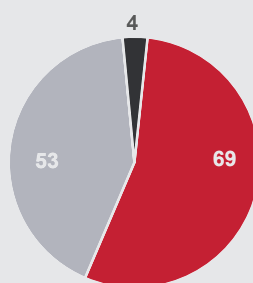
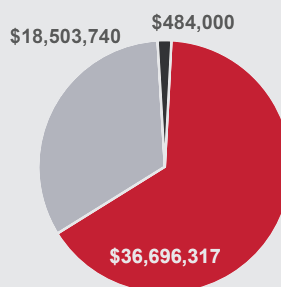
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land