

# COLLINGWOOD REAL ESTATE MARKET REPORT

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## THIRD QUARTER 2019

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





# OVERVIEW

## RECORD Q3 VOLUME, PRICES AND LISTINGS UP



### RECORD YEAR-TO-DATE SALES VOLUME OF \$263,831,974

Up 38% from 2018's \$190,982,349, with units of 492 up 26% from 2018's 389. New listings of 795 up 20% from a year ago, with the sales/listings ratio of 62% up 4% from last year.



### RECORD Q3 SALES VOLUME OF \$106,775,097

Up 44% from Q3-2018's \$73,951,850. Units of 196 were up 32% from Q2-2018's 149, with new listings of 273 up 13%, and the sales/listings ratio of 72% up 10%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$536,244

Up 9% from 2018's \$490,957. Average days-on-market of 44 was up by 11 days.



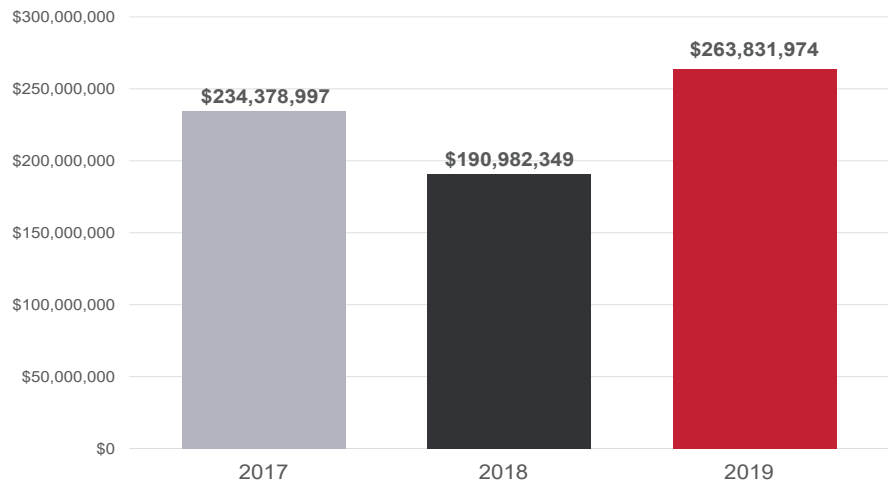
# OVERVIEW (cont'd)



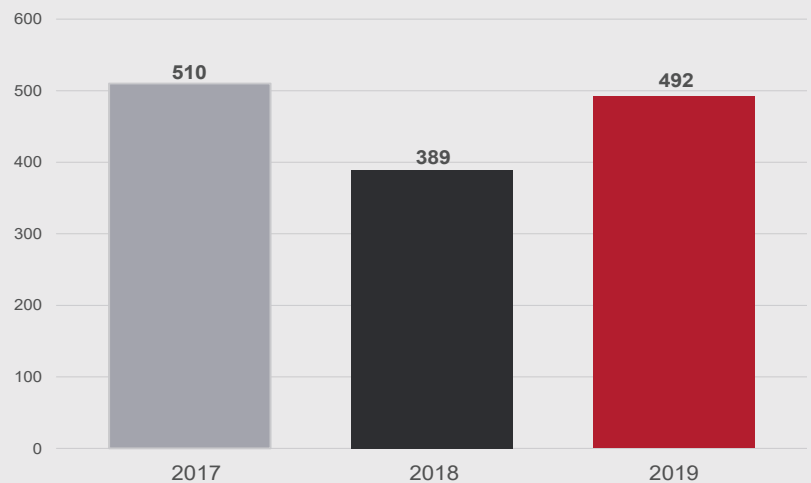
## THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

September saw big volume and unit sales, up **44%** and **14%** from the prior records, and up **99%** and **92%** from last September. That said, new and expired listings were also up **21%** and **36%** respectively. Bottom line: the **74%** sales/listings ratio – up **28%** from a year ago – signifies a strong 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
Year-To-Date (YTD) Volume Sales	\$234,378,997	\$190,982,349	\$263,831,974	<b>+38%</b>
YTD Unit Sales	510	389	492	<b>+26%</b>
YTD New Listings	710	665	795	<b>+20%</b>
YTD Sales/Listings Ratio	72%	58%	62%	<b>+4%</b>
YTD Expired Listings	48	88	137	<b>+56%</b>
Third Quarter (Q3) Volume Sales	\$71,547,134	\$73,951,850	\$106,775,097	<b>+44%</b>
Q3 Unit Sales	165	149	196	<b>+32%</b>
Q3 New Listings	228	242	273	<b>+13%</b>
Q3 Sales/Listings Ratio	72%	62%	72%	<b>+10%</b>
Q3 Expired Listings	28	36	35	<b>-3%</b>
Q3 Average Sale Price	\$433,619	\$496,321	\$544,771	<b>+10%</b>
September Volume Sales	\$26,941,234	\$19,510,500	\$38,877,382	<b>+99%</b>
September Unit Sales	62	39	75	<b>+92%</b>
September New Listings	65	84	102	<b>+21%</b>
September Sales/Listings Ratio	95%	46%	74%	<b>+28%</b>
September Expired Listings	13	14	19	<b>+36%</b>
September Average Sale Price	\$434,536	\$500,269	\$518,365	<b>+4%</b>
YTD Sales: Under \$300K	118	44	42	<b>-5%</b>
YTD Sales: \$300K - \$499K	237	204	225	<b>+10%</b>
YTD Sales: \$500K - \$799K	128	111	174	<b>+57%</b>
YTD Sales: \$800K - \$999K	15	18	32	<b>+78%</b>
YTD Sales: \$1M - \$1.499M	6	10	14	<b>+40%</b>
YTD Sales: \$1.5M - \$1.999M	5	0	4	<b>+400%</b>
YTD Sales: \$2M+	1	2	1	<b>-50%</b>
YTD Average Days-On-Market	29	33	44	<b>+33%</b>
YTD Average Sale Price	\$459,567	\$490,957	\$536,244	<b>+9%</b>

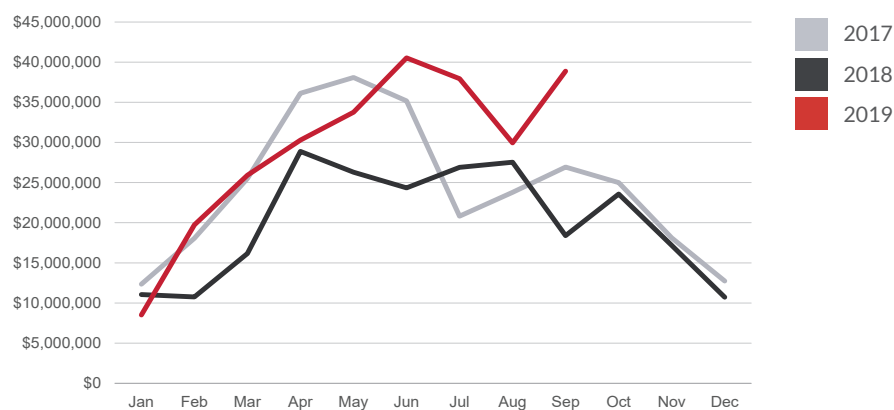
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales.



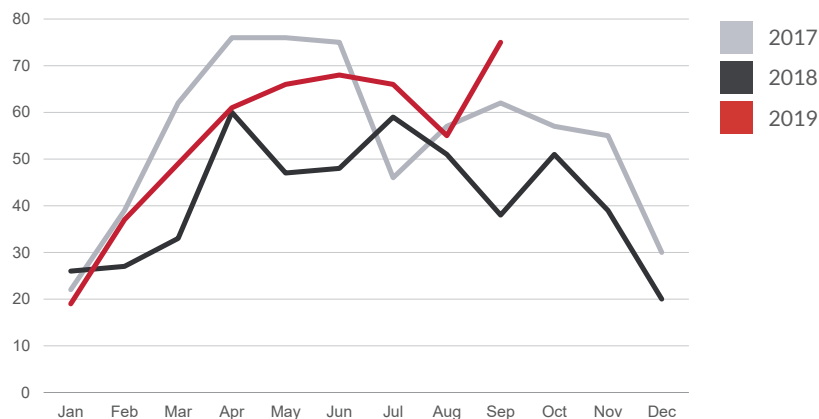
# THE MARKET IN DETAIL (cont'd)

It's been quite a year for Collingwood. As **Graph 3** shows, after a slow January, the market saw record February and March dollar sales, followed by a strong April and May, and then four more record months from June to September. However, while **Graph 4** shows some very impressive unit sales, only September's **75** were record-breaking. Still, the combination of a relatively hot market and notably higher sale prices is welcome news for sellers. Indeed, 2019's year-to-date, average sale price of **\$536,244** is up **9%**, **17%**, **45%**, **65%** and **78%** from the last five years respectively.

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



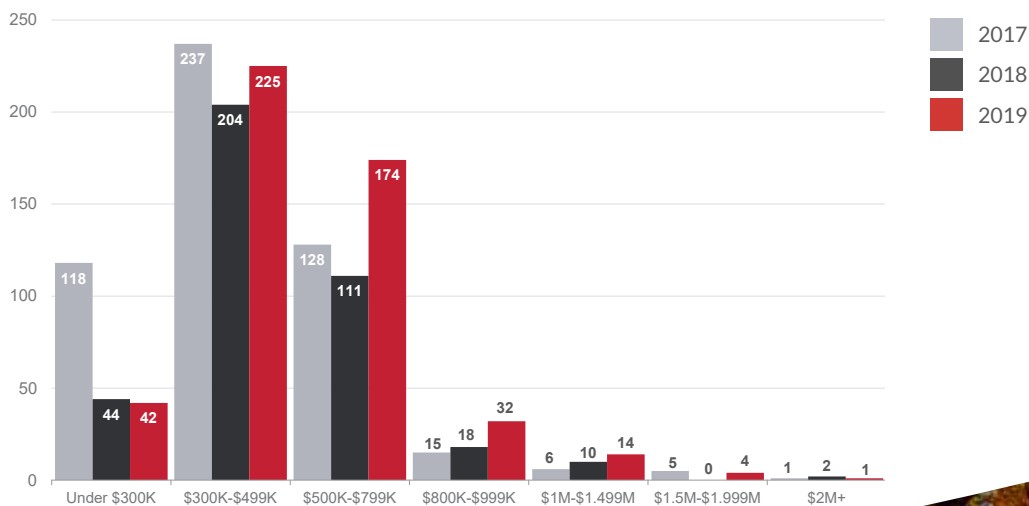
Graph 4:  
**Collingwood Monthly MLS® Sales**  
2017 vs. 2018 vs. 2019 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Collingwood's year-to-date unit sales are up from 2018 in five price ranges and down in two. Thus, the \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M- \$1.499M and \$1.5M- \$1.999M ranges are up **10%**, **57%**, **78%**, **40%** and **400%** respectively; while the Under-\$300K and \$2M+ ranges are down **5%** and **50%** respectively. More generally, the Under-\$500K bracket (which accounted for **54%** of Collingwood's sales) is up **8%** from a 2018; the \$500K-\$999K bracket is up **60%**; and the \$1M+ bracket is up **58%**.

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:** \$178,369,011  
UP 45% from 2018

**UNIT SALES:** 309  
UP 39% from 2018

**AV. DAYS-ON-MARKET:** 44  
UP 12 days from 2018

**AV. SALE PRICE:** \$577,246  
UP 5% from 2018

### CONDOMINIUMS

**DOLLAR SALES:** \$85,462,963  
UP 26% from 2018

**UNIT SALES:** 183  
UP 10% from 2018

**AV. DAYS-ON-MARKET:** 44  
UP 9 days from 2018

**AV. SALE PRICE:** \$467,011  
UP 15% from 2018

### VACANT LAND

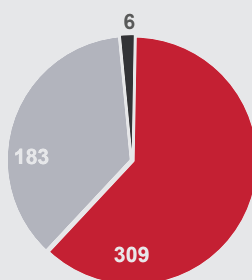
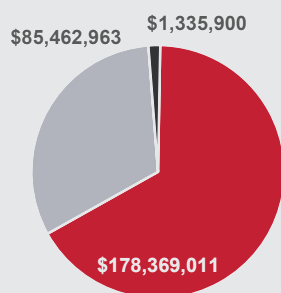
**DOLLAR SALES:** \$1,335,900  
DOWN 42% from 2018

**UNIT SALES:** 6  
DOWN 50% from 2018

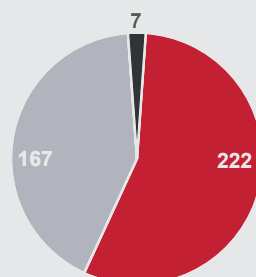
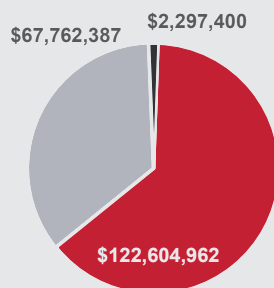
**AV. DAYS-ON-MARKET:** 98  
DOWN 9 days from 2018

**AV. SALE PRICE:** \$222,650  
DOWN 13% from 2018

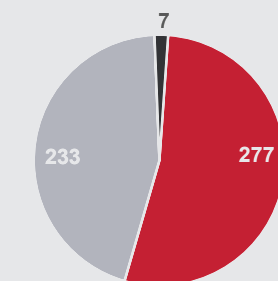
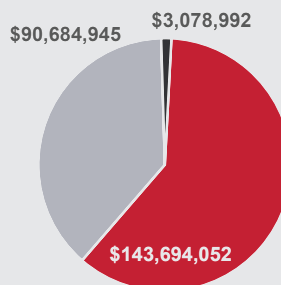
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land