

# THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT

## THIRD QUARTER 2019

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





# OVERVIEW

## RECORD Q3 VOLUME SALES, WITH PRICES AND LISTINGS UP



### RECORD YEAR-TO-DATE SALES VOLUME OF \$190,587,976

Up 20% from 2018's \$159,411,196, with units of 270 up 10% from 2018's 246. New listings of 507 up 15% from a year ago, with the sales/listings ratio of 53% down 3%.



### RECORD Q3-2019 SALES VOLUME OF \$73,249,301

Up 36% from Q2-2018's \$53,970,425. Units of 103 were up 29% from the 80 of one year ago, with new listings of 178 up 24% and the sales/listings ratio of 58% up 2%.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$705,881

Up 9% from 2018's \$648,013. Average days-on-market of 62 was up 5 days.



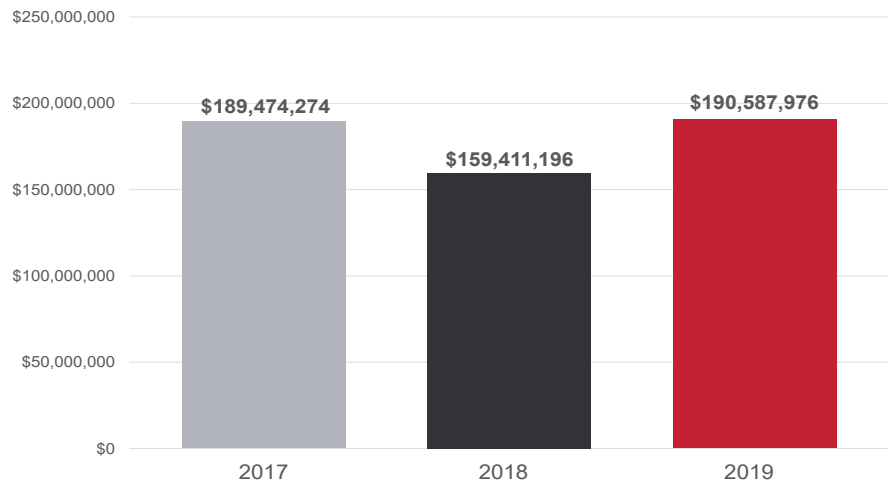
# OVERVIEW (cont'd)



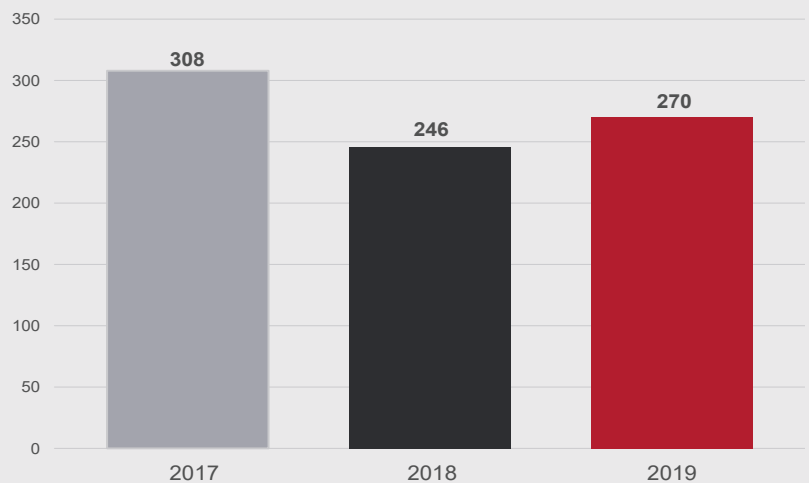
## THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

September's record volume was up **26%** from 2017's prior record, and up **81%** from 2018; while its **39** sales were **1** short of 2017's record and up **44%** from 2018. New listings were up **19%** from last year, but expireds were down **25%**. Bottom line: a **61%** sales/listings ratio and a **sellers' market**.

Graph 1:  
**The Blue Mts. MLS® Sales**  
2017 vs. 2018 vs. 2019 (Volume)



Graph 2:  
**The Blue Mts. MLS® Sales**  
2017 vs. 2018 vs. 2019 (Units)



# THE MARKET IN DETAIL



Table 1:  
**The Blue Mts. MLS® Residential Sales And Listing Summary**  
2017 vs. 2018 vs. 2019

	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$189,474,274	\$159,411,196	\$190,587,976	<b>+20%</b>
YTD Unit Sales	308	246	270	<b>+10%</b>
YTD New Listings	496	439	507	<b>+15%</b>
YTD Sales/Listings Ratio	62%	56%	53%	<b>-3%</b>
YTD Expired Listings	152	126	131	<b>+4%</b>
Third Quarter (Q3) Volume Sales	\$56,331,855	\$53,970,425	\$73,249,301	<b>+36%</b>
Q3 Unit Sales	91	80	103	<b>+29%</b>
Q3 New Listings	165	143	178	<b>+24%</b>
Q3 Sales/Listings Ratio	55%	56%	58%	<b>+2%</b>
Q3 Expired Listings	26	43	55	<b>+28%</b>
Q3 Average Sale Price	\$619,031	\$674,630	\$711,158	<b>+5%</b>
September Volume Sales	\$25,494,375	\$17,748,700	\$32,101,600	<b>+81%</b>
September Unit Sales	40	27	39	<b>+44%</b>
September New Listings	56	54	64	<b>+19%</b>
September Sales/Listings Ratio	71%	50%	61%	<b>+11%</b>
September Expired Listings	9	20	15	<b>-25%</b>
September Average Sale Price	\$637,359	\$657,359	\$823,118	<b>+25%</b>
YTD Sales: \$100K - \$299K	70	45	38	<b>-16%</b>
YTD Sales: \$300K - \$499K	90	65	67	<b>+3%</b>
YTD Sales: \$500K - \$799K	80	75	97	<b>+29%</b>
YTD Sales: \$800K - \$999K	25	26	22	<b>-15%</b>
YTD Sales: \$1M - \$1.499M	29	23	26	<b>+13%</b>
YTD Sales: \$1.5M - \$1.999M	9	7	13	<b>+86%</b>
YTD Sales: \$2M+	5	5	7	<b>+40%</b>
YTD Average Days-On-Market	67	57	62	<b>+9%</b>
YTD Average Sale Price	\$615,176	\$648,013	\$705,881	<b>+9%</b>

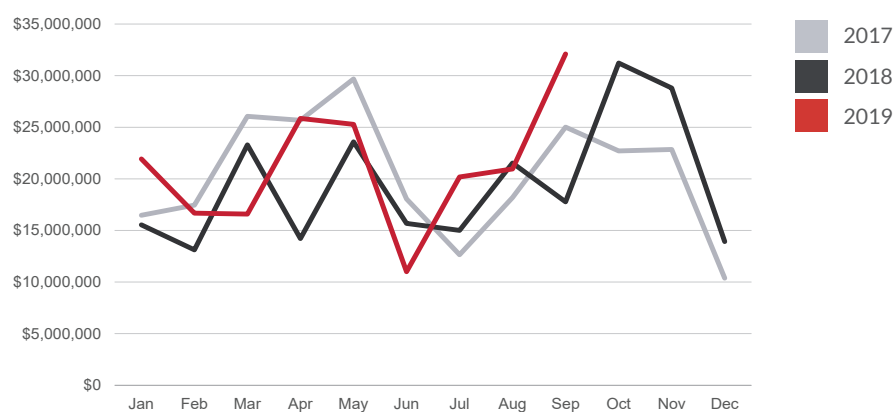
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales..



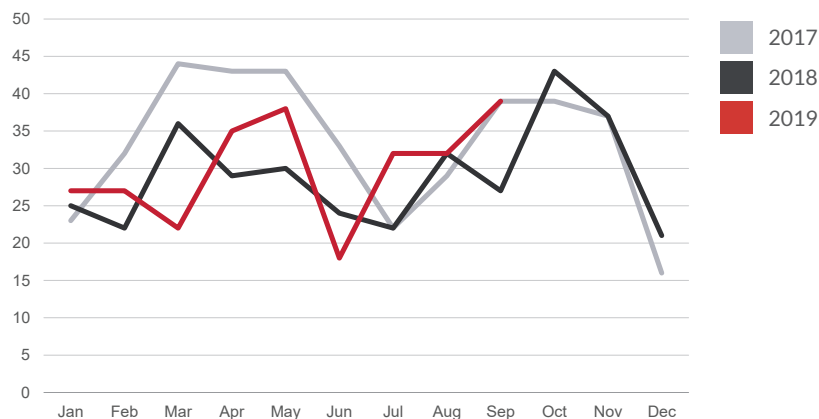
# THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, The Blue Mts. volume sales have been up and down throughout 2019. High points included records in January, April, and the community's all-time benchmark in September. The low points came in February, March and particularly June, which had a dismal **29%** sales/listings ratio as well as a **6%** drop in the average price. Turns out that June was a glitch and the market came roaring back with its best quarter ever and a **58%** sales/listings ratio – *in other words, double that of June*. So as it stands, The Blue Mts. now has a good chance to have its best year ever for volume.

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



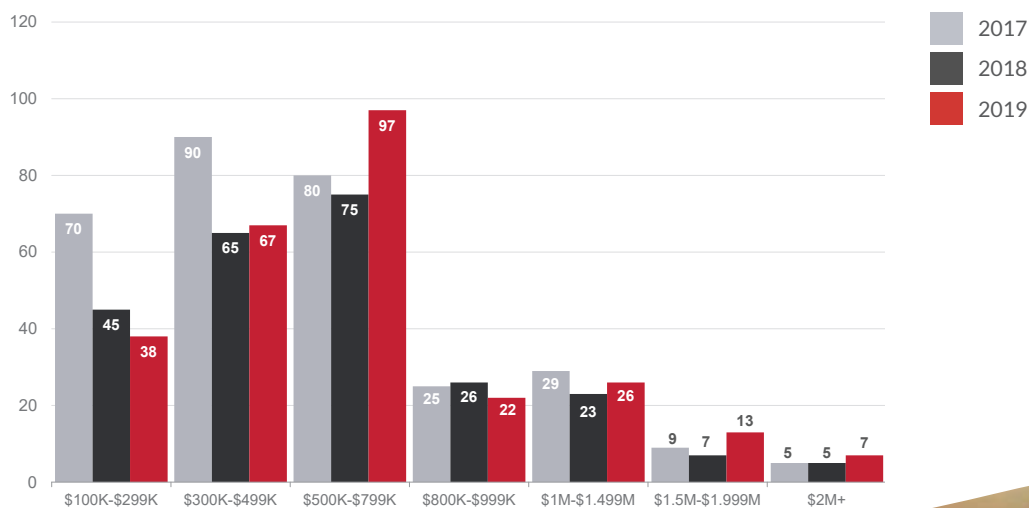
Graph 4:  
**The Blue Mts. Monthly MLS® Sales**  
2017 vs. 2018 vs. 2019 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2019 unit sales were up from 2018 in five price ranges and down in two. And so, the \$300K-\$499K, \$500K-\$799K, 1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were up **3%**, **29%**, **13%**, **86%** and **40%** respectively; while the Under-\$300K and \$800K-\$999K ranges were down **16%** and **15%** respectively. More generally, the Under-\$500K price bracket was down **3%** from 2018; the \$500K-\$999K price bracket was up **18%**; and the \$1M+ price bracket was up **31%**.

Graph 5:  
**The Blue Mts. MLS® Sales By Price**  
2017 vs. 2018 vs. 2019 (Units)



# SALES BY PROPERTY TYPE

Graph 6:

**The Blue Mts. MLS® Sales By Property Type**  
2017 vs. 2018 vs. 2019 (Dollars and Units)

## 2019 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$143,188,839  
UP 21% from 2018

**UNIT SALES:** 155  
UP 17% from 2018

**AV. DAYS-ON-MARKET:** 56  
EQUAL to 2018

**AV. SALE PRICE:** \$923,799  
UP 4% from 2018

### CONDOMINIUMS

**DOLLAR SALES:** \$47,399,137  
UP 13% from 2018

**UNIT SALES:** 115  
UP 1% from 2018

**AV. DAYS-ON-MARKET:** 69  
UP 10 days from 2018

**AV. SALE PRICE:** \$412,166  
UP 12% from 2018

### VACANT LAND

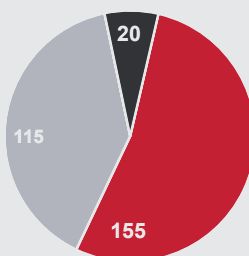
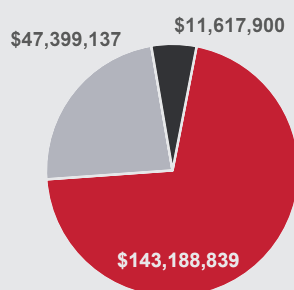
**DOLLAR SALES:** \$11,617,900  
UP 31% from 2018

**UNIT SALES:** 20  
DOWN 17% from 2018

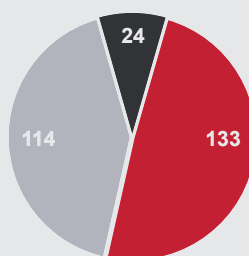
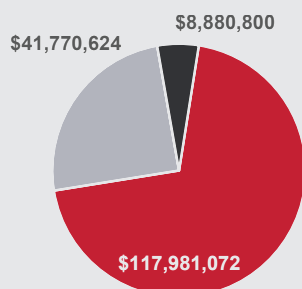
**AV. DAYS-ON-MARKET:** 96  
DOWN 40 days from 2018

**AV. SALE PRICE:** \$580,895  
UP 57% from 2018

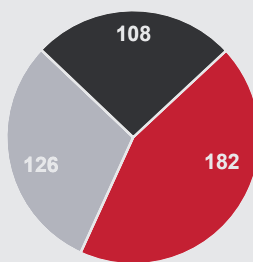
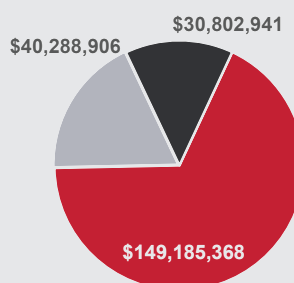
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land