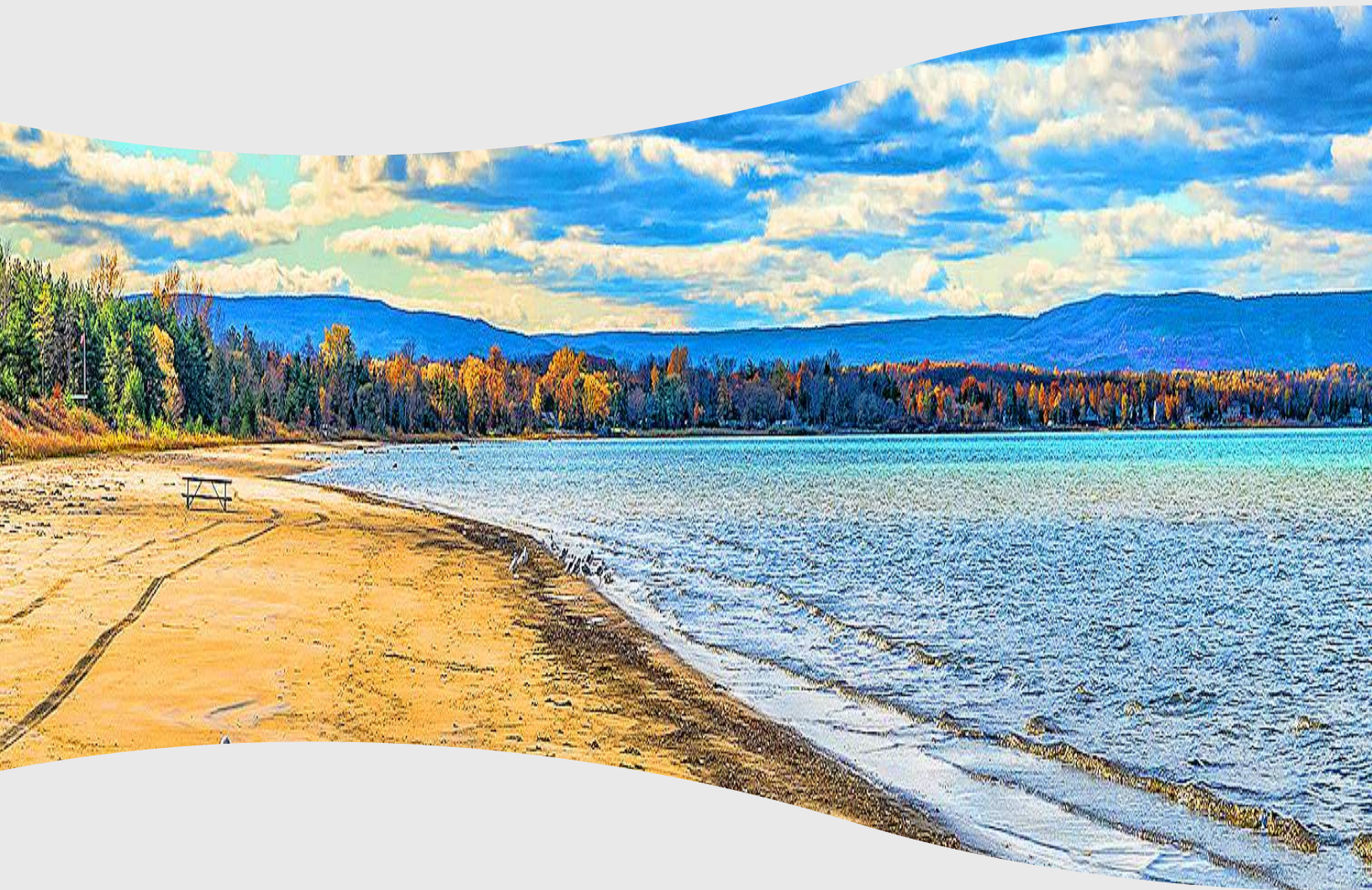


WASAGA BEACH REAL ESTATE MARKET REPORT

THIRD QUARTER 2019

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



OVERVIEW

BIG Q3 VOLUME SALES, WITH LISTINGS AND PRICES ALSO UP



YEAR-TO-DATE SALES VOLUME OF \$180,560,537

Up 5% from 2018's \$172,288,498, with units of 404 down 3% from 2018's 416. New listings of 849 up 12% from a year ago, with the sales/listings ratio of 48% down 7%.



Q3-2019 SALES VOLUME OF \$73,216,348

Up 21% from Q3-2018's \$60,614,100. Units of 169 up 14% from Q3-2018's 148, with new listings of 303 up 12% and the sales/listings ratio of 56% up 1%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$446,932

Up 8% from the \$414,155 of Q3-2018. Average days-on-market of 54 up 11 days.



OVERVIEW (cont'd)

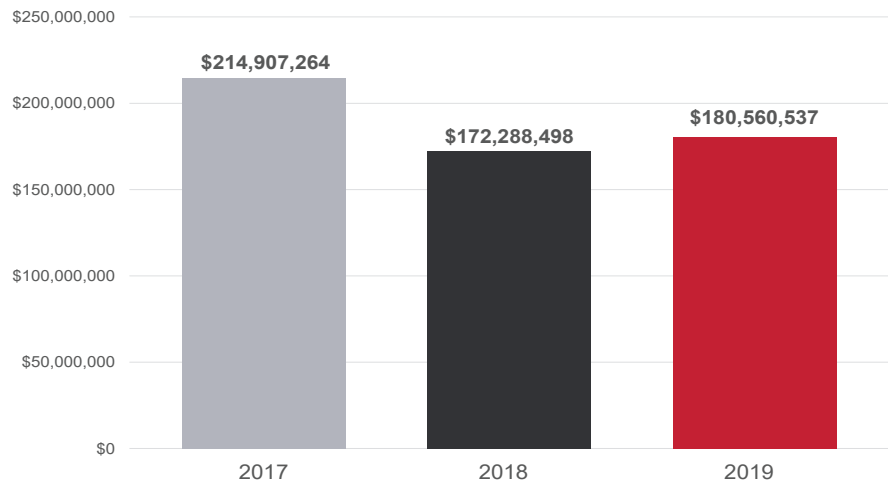


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

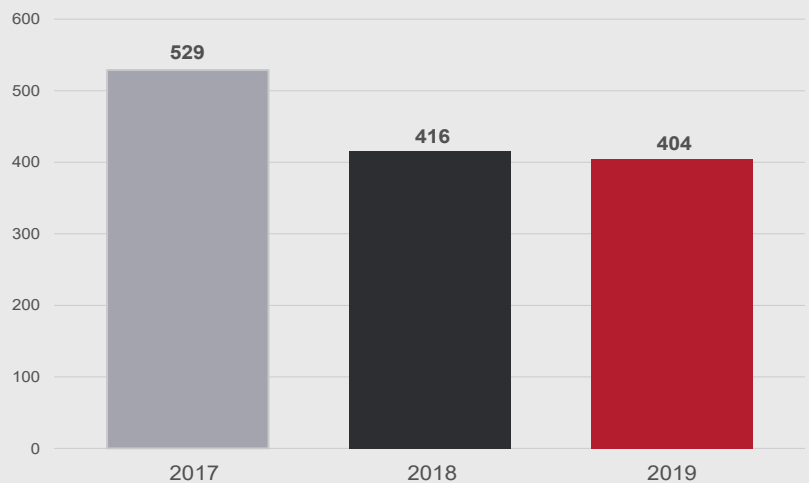
September's volume, units and average sale price were up **15%**, **8%** and **7%** respectively from last September. However, new listings were up **21%** from last year, while expired listings were up a big **133%**. Still, the month had a healthy **63%** sales/listings ratio, so it's currently a **sellers' market**.



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



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



THE MARKET IN DETAIL



Table 1:

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

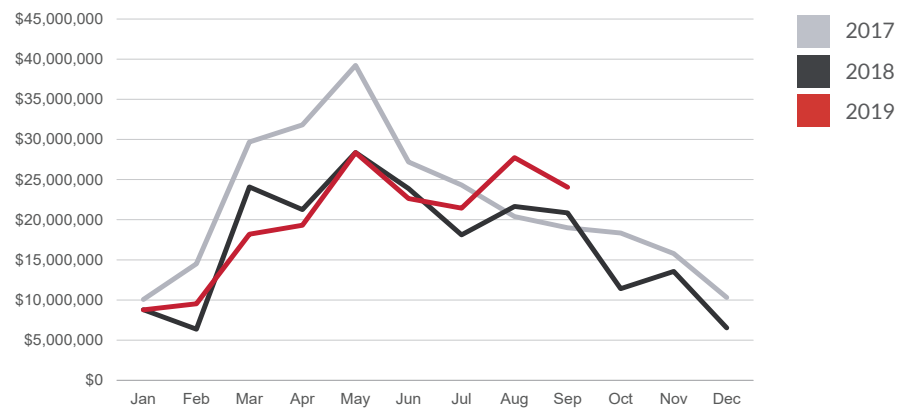
	2017	2018	2019	2018-2019
Year-To-Date (YTD) Volume Sales	\$214,907,264	\$172,288,498	\$180,560,537	+5%
YTD Unit Sales	529	416	404	-3%
YTD New Listings	808	756	849	+12%
YTD Sales/Listings Ratio	65%	55%	48%	-7%
YTD Expired Listings	74	98	154	+57%
Third Quarter (Q3) Volume Sales	\$63,713,230	\$60,614,100	\$73,216,348	+21%
Q3 Unit Sales	156	148	169	+14%
Q3 New Listings	281	270	303	+12%
Q3 Sales/Listings Ratio	56%	55%	56%	+1%
Q3 Expired Listings	48	42	82	+95%
Q3 Average Sale Price	\$408,418	\$409,555	\$433,233	+6%
September Volume Sales	\$18,991,968	\$20,847,900	\$24,045,800	+15%
September Unit Sales	46	51	55	+8%
September New Listings	98	72	87	+21%
September Sales/Listings Ratio	47%	71%	63%	-8%
September Expired Listings	22	18	42	+133%
September Average Sale Price	\$412,869	\$408,782	\$437,196	+7%
YTD Sales: Under \$100K	8	5	2	-60%
YTD Sales: \$100K - \$299K	122	81	63	-22%
YTD Sales: \$300K - \$499K	277	234	205	-12%
YTD Sales: \$500K - \$799K	107	90	117	+30%
YTD Sales: \$800K - \$999K	12	4	11	+175%
YTD Sales: \$1M - \$1.499M	3	2	6	+200%
YTD Average Days-On-Market	24	43	54	+26%
YTD Average Sale Price	\$406,252	\$414,155	\$446,932	+8%

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

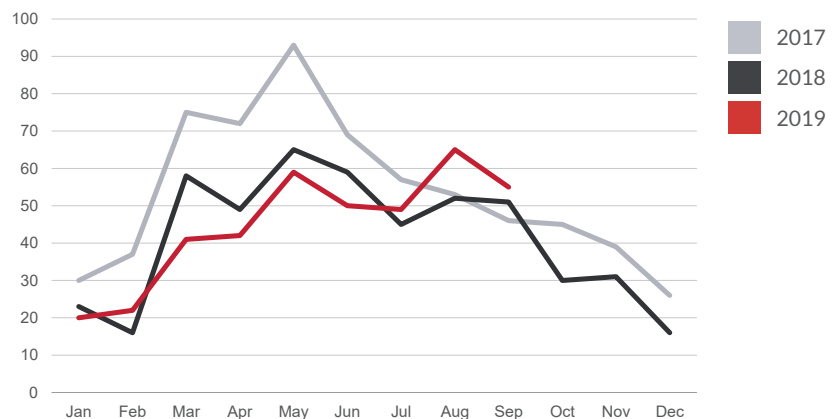
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, after relatively slow sales in Q1 and Q2 – both of which were buyers' markets – Q3 sales picked up nicely and brought Wasaga Beach back into sellers' market territory. In fact, Q3's sales volume of **\$73,216,348** was Wasaga's second best ever for the quarter, just **4%** less than 2016's record **\$76,144,167**. On the units side, Q3-2019's **169** were the third-best ever, though they were well below Q3-2016's high water mark of **236**. The good news is that Wasaga's sales are showing signs of resurgence, and doing so with an average price that is up **34%** from Q3-2016.

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



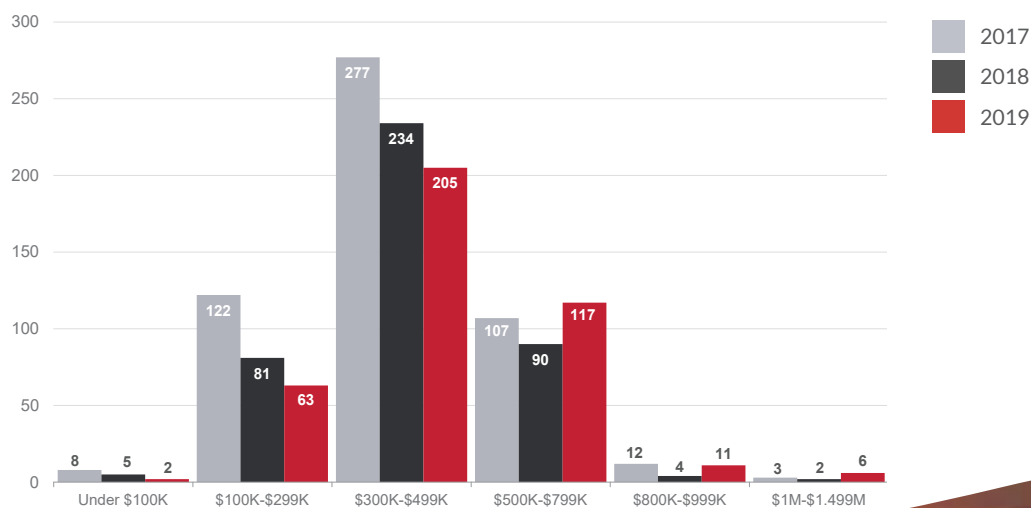
Graph 4:
Wasaga Beach Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q3-2019 unit sales were up from Q3-2018 in three price ranges and down in three ranges. And so, the \$500K-\$799K, \$800K-\$999K and \$1M-\$1.499K ranges were up **30%**, **175%** and **200%** respectively from Q3-2018; while the Under-\$100K, \$100K-\$299K and \$300K-\$499K ranges were down **60%**, **22%** and **12%** respectively. More generally, the Under-\$500K bracket – which accounted for **67%** of Wasaga Beach's sales in Q3-2019 – was down **16%** from Q3-2018, while the \$500K+ market was up **40%**.

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



SALES BY PROPERTY TYPE

Graph 6:

Wasaga Beach MLS® Sales By Property Type
Q1 – 2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$172,235,237
UP 6% from 2018

UNIT SALES: 379
DOWN 2% from 2018

AV. DAYS-ON-MARKET: 54
UP 11 days from 2018

AV. SALE PRICE: \$454,447
UP 8% from 2018

CONDOMINIUMS

DOLLAR SALES: \$8,325,300
DOWN 15% from 2018

UNIT SALES: 25
DOWN 17% from 2018

AV. DAYS-ON-MARKET: 65
UP 16 days from 2018

AV. SALE PRICE: \$333,012
UP 2% from 2018

VACANT LAND

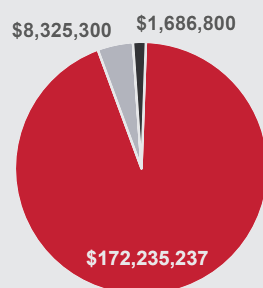
DOLLAR SALES: \$1,686,800
DOWN 45% from 2018

UNIT SALES: 12
DOWN 20% from 2018

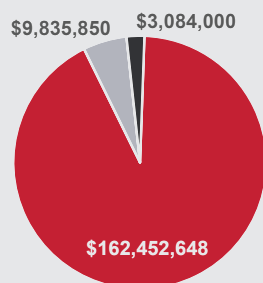
AV. DAYS-ON-MARKET: 45
UP 1 day from 2018

AV. SALE PRICE: \$140,567
DOWN 32% from 2018

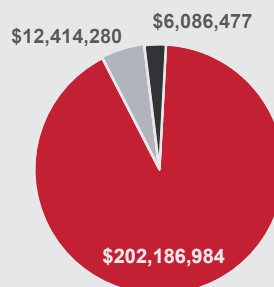
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land