

MEAFORD REAL ESTATE MARKET REPORT THIRD QUARTER 2021

RECIPIENT OF ROYAL LEPAGE'S
BROKERAGE OF THE YEAR AWARD FOR ONTARIO



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OVERVIEW

STRONG Q3 VOLUME SALES, SOARING AVERAGE SALE PRICES



RECORD YEAR-TO-DATE SALES VOLUME OF \$162,656,247

Up 50% from 2020's \$108,688,148, with units of 187 up 8% from last year's 173. New listings of 265 up 11%, with the sales/listings ratio of 71% down 2%.



Q3 SALES VOLUME OF \$60,257,920

Down 10% from Q3-2020's \$67,108,928. Units of 63 down 39% from last year's 103, with new listings of 87 down 6% and the sales/listings ratio of 72% down 39%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$869,820

Up 38% from 2020's \$628,255. Average days-on-market of 24 down 30 days.



OVERVIEW (cont'd)

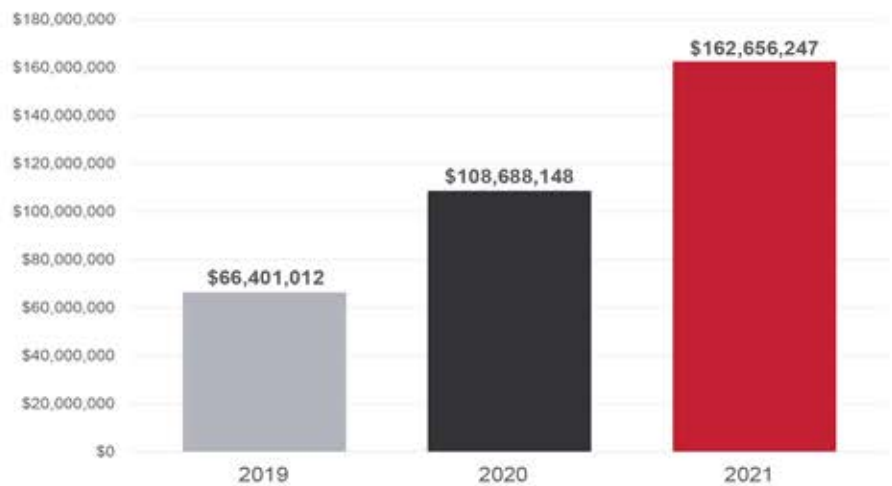


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

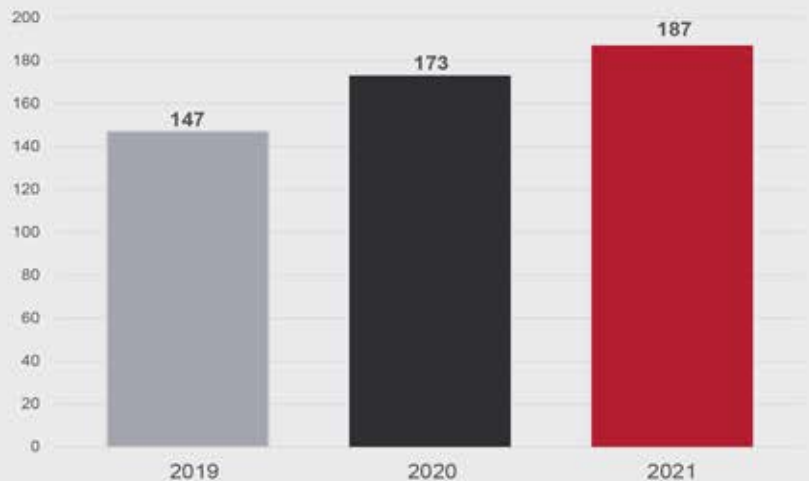
The Meaford market had a **100.1%** sale/list price ratio in September. Homes sold in just **28** days on average, down **13** days from one year ago, and there is now **two months of inventory**. All that, together with September's **67%** sales/listings ratio, adds up to a **sellers' market**.



Graph 1:
Meaford MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Meaford MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:
Meaford MLS® Residential Sales And Listing Summary
2019 vs. 2020 vs. 2021

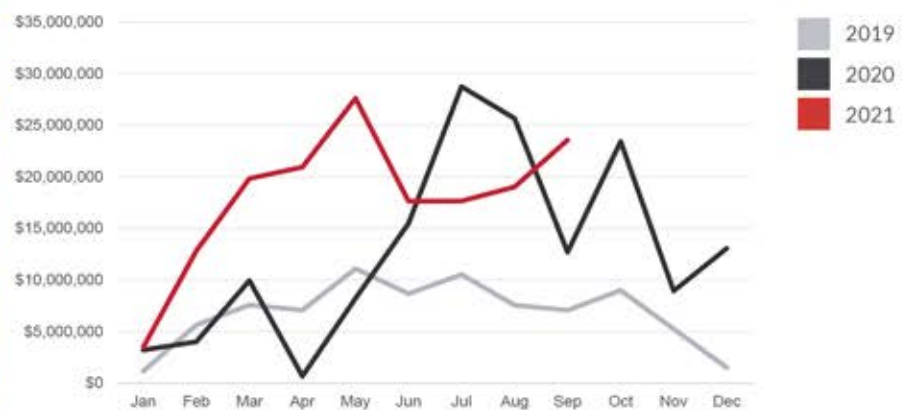
	2019	2020	2021	2020-2021
Year-To-Date (YTD) Volume Sales	\$66,401,012	\$108,688,148	\$162,656,247	+50%
YTD Unit Sales	147	173	187	+8%
YTD New Listings	248	238	265	+11%
YTD Sales/Listings Ratio	59%	73%	71%	-2%
YTD Expired Listings	30	23	9	-61%
Third Quarter (Q3) Volume Sales	\$25,142,276	\$67,108,928	\$60,257,920	-10%
Q3 Unit Sales	60	103	63	-39%
Q3 New Listings	80	93	87	-6%
Q3 Sales/Listings Ratio	75%	111%	72%	-39%
Q3 Expired Listings	20	11	7	-36%
Q3 Average Sale Price	\$419,038	\$651,543	\$956,475	+47%
YTD Sales: Under \$300K	22	9	5	-44%
YTD Sales: \$300K - \$499K	88	67	34	-49%
YTD Sales: \$500K - \$799K	27	58	79	+36%
YTD Sales: \$800K - \$999K	5	21	30	+43%
YTD Sales: \$1M - \$1,499M	5	15	18	+20%
YTD Sales: \$1.5M - \$1,999M	0	1	8	+700%
YTD Sales: \$2M+	0	2	13	+550%
YTD Average Days-On-Market	50	54	24	-56%
YTD Average Sale Price	\$451,708	\$628,255	\$869,820	+38%

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 Oct. 3, 2021. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

THE MARKET IN DETAIL (cont'd)

Although not reaching the stratospheric heights of Q3-2020's dollar sales, Meaford enjoyed an extraordinary Q3-2021. After registering the second best volume ever for both July and August, Meaford saw a record September with **\$23,572,000** in sales, up **86%** from last year's previous high. All totaled, Q3-2021's **\$60,257,920** was Meaford's third best quarter ever, down just **10%** from Q3-2020's all-time benchmark and down **9%** from Q2-2021. On the units side, Q3's **63** were down **39%** from Q3-2020's record **103** and the fifth best total since 2010. That said, Q3's **72%** sales/listings ratio and only **7** expired listings signal a relatively strong market. Along these lines, the year-to-date average sale price is doing *extraordinarily well*: it's up **159%**, **116%**, **110%**, **93%** and **38%** from 2016-2020 respectively.

Graph 3:
Meaford Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 4:
Meaford Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)

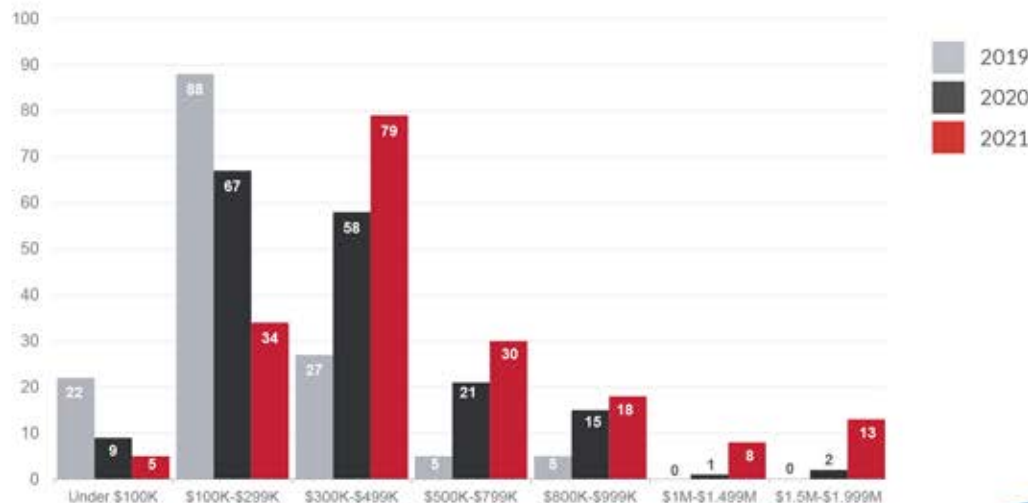


THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales are up from 2020 in five price ranges and down in two. The \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are up **36%**, **43%**, **20%**, **700%** and **550%** respectively. The Under-\$300K and \$300K-\$499K ranges are down **44%** and **49%** respectively. More generally, the Under-\$500K bracket – which accounts for **21%** of 2021's sales – is down **40%** from a year ago. The \$500K-\$999K bracket – which accounts for **58%** of all sales – is up **38%**. And the \$1M+ bracket – which accounts for **21%** of all sales – is up **117%**.

Graph 5:

Meaford MLS® Sales By Price
2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Meaford MLS® Sales By Property Type
2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$157,592,905
UP 51% from 2020

UNIT SALES: 175
UP 8% from 2020

AV. DAYS-ON-MARKET: 23
DOWN 31 days from 2020

AV. SALE PRICE: \$900,531
UP 40% from 2020

CONDOS/TOWNS

DOLLAR SALES: \$5,063,342
UP 11% from 2020

UNIT SALES: 12
UP 9% from 2020

AV. DAYS-ON-MARKET: 47
DOWN 6 days from 2020

AV. SALE PRICE: \$421,945
UP 2% from 2020

VACANT LAND

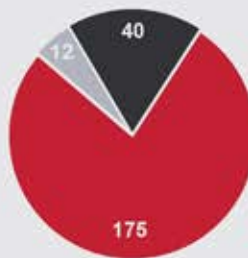
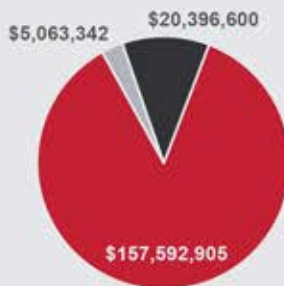
DOLLAR SALES: \$20,396,600
UP 160% from 2020

UNIT SALES: 40
UP 18% from 2020

AV. DAYS-ON-MARKET: 64
DOWN 35 days from 2020

AV. SALE PRICE: \$509,915
UP 121% from 2020

2021



2020



2019



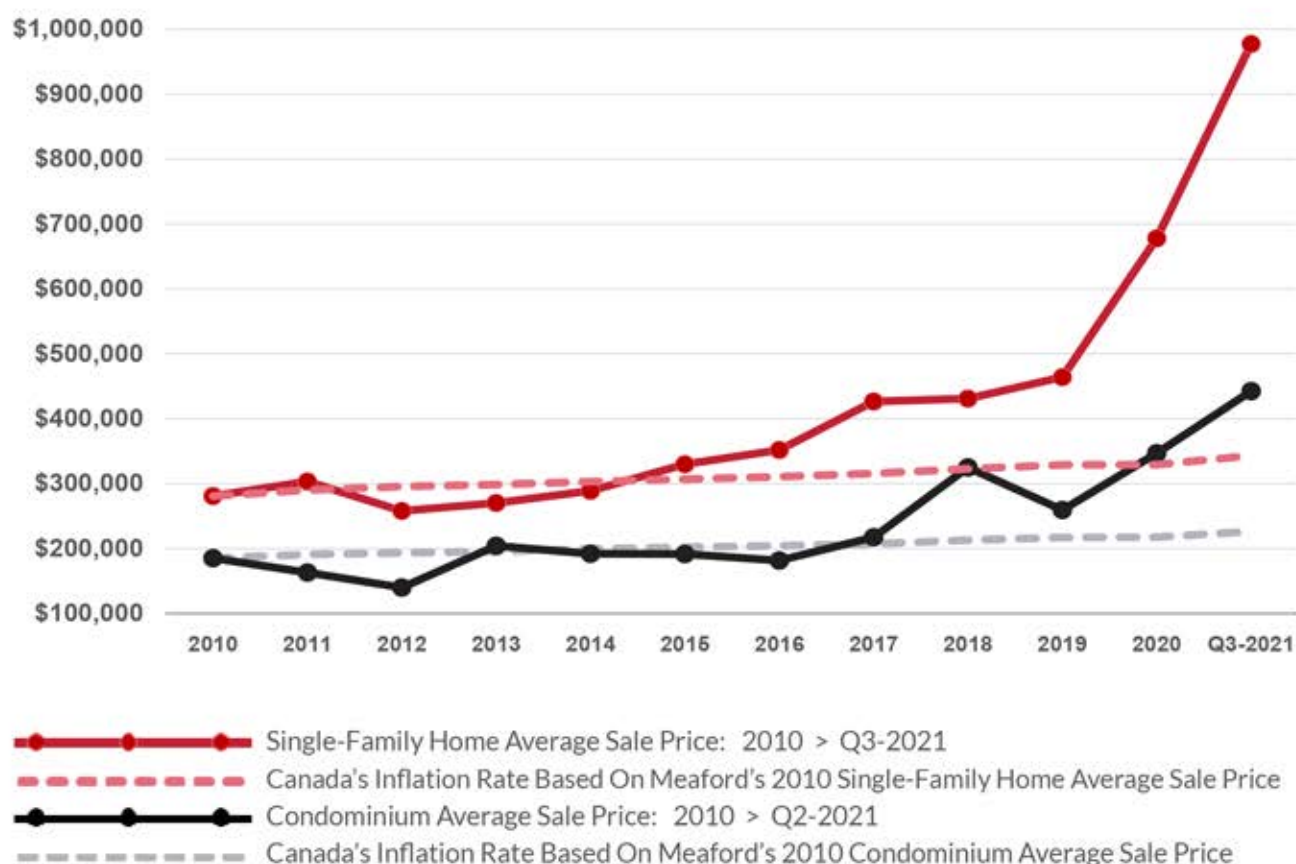
■ Single Family ■ Condo/Town ■ Vacant Land

MEAFORD AVERAGE SALE PRICES: 2010-2021

HUGE GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ Meaford's average price for single-family homes in Q3-2021 was **\$977,589**: up **44%, 111%, 127%, 129%** and **248%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q3-2021 saw no condo sales. Q2's average condo price of **\$442,500** was up **28%, 71%, 37%, 104%** and **139%** from 2020, 2019, 2018, 2017 and 2010 respectively.

↑ From 2010-2014 the average sale price for single-family homes increased at just under Canada's inflation rate and then rose to **185%** above inflation by Q3-2021. Condo prices were generally under the inflation rate until 2016. They then climbed to **95%** above the inflation rate by Q2-2021.



ROYAL LEPAGE LOCATIONS NORTH IN 2020

OUR 8TH STRAIGHT RECORD-BREAKING YEAR



WE BROKE OUR OWN SOUTHERN GEORGIAN BAY
REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With \$604,080,487 – up 91% from 2019 and up over 1000% from 2011

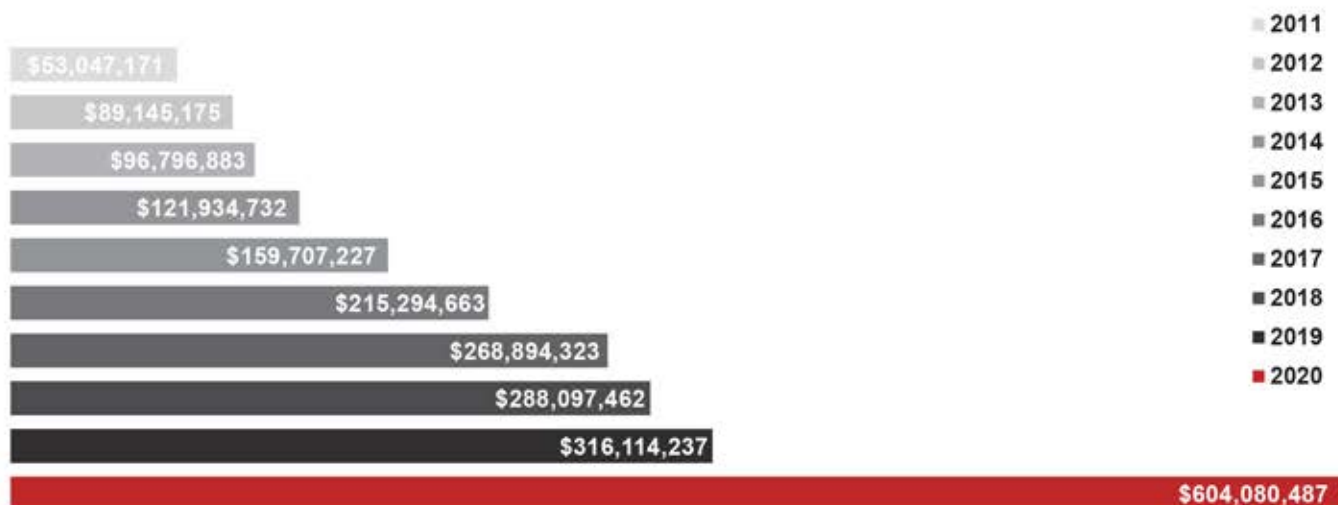


OVERALL WE HAD MORE THAN 4 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET,
WITH 4 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2020



2020 UNIT SALES

* Collingwood, The Blue Mts.,
Wasaga Beach, Meaford,
Clearview, Grey Highlands
** \$1,000,000+

Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	270	42.8%	
RE/MAX Four Seasons	79.5	12.6%	
Century 21 Millenium	70	11.1%	
Chestnut Park	55	8.7%	
Clairwood	45	7.1%	
RE/MAX of Wasaga Beach	23	3.6%	
Engel & Volkers	18	2.9%	
Forest Hill	13.5	2.1%	
Sotheby's	7	1.1%	
Other	50	8%	

The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	213.5	43.4%	
RE/MAX Four Seasons	54.5	11.1%	
RE/MAX at Blue	52.5	10.7%	
Century 21 Millenium	48	9.8%	
Chestnut Park	38.5	7.8%	
Sotheby's	15	3%	
Clairwood	11	2.2%	
Forest Hill	7.5	1.5%	
Engel & Volkers	6.5	1.3%	
Other	45	9.2%	

Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	89	43.2%	
Chestnut Park	20	9.7%	
Century 21 Millenium	19	9.2%	
Royal LePage RCR	13.5	6.6%	
RE/MAX Four Seasons	12	5.8%	
ARA	9	4.4%	
Sotheby's	8	3.9%	
RE/MAX Grey Bruce	6.5	3.2%	
Sutton Sound	5	2.4%	
Other	24	11.7%	

Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	44	32.1%	
RE/MAX Four Seasons	19	13.9%	
RE/MAX of Wasaga Beach	11.5	8.4%	
Chestnut Park	10.5	7.7%	
Century 21 Millenium	8	5.8%	
Sotheby's	6	4.4%	
Forest Hill	5	3.6%	
Engel & Volkers	2.5	1.8%	
Clairwood	2.5	1.8%	
Other	25.5	18.7%	

Southern Georgian Bay Overview*

	UNITS	PERCENTAGE	
Royal LePage Locations North	790.5	36.5%	
RE/MAX of Wasaga Beach	246	11.3%	
Century 21 Millenium	232.5	10.7%	
RE/MAX Four Seasons	175.5	8.1%	
Chestnut Park	132.5	6.1%	
Clairwood	62	2.9%	
Sotheby's	41.5	1.9%	
Engel & Volkers	35.5	1.6%	
Forest Hill	29	1.3%	
Other	420	19.6%	

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE	
Royal LePage Locations North	115.5	37.9%	
RE/MAX Four Seasons	28.5	9.3%	
Chestnut Park	28	9.2%	
Sotheby's	18.5	6.1%	
Clairwood	15.5	5.1%	
Forest Hill	11.5	3.8%	
Century 21	11	3.6%	
Engel & Volkers	4	1.3%	
RE/MAX at Blue	3	1%	
Other	73.5	22.7%	

Georgian Triangle's
**MOST SUPPORTIVE
BROKERAGE**

\$825,000+

Raised for local causes &
Community Sponsorships
from 2013-2020

#1 Georgian Triangle
BROKERAGE



8

Straight Years*
Of Record Sales!

Featured Listings



81,913+

People Reached†

17,702+

Clicks, Shares, Views, & Likes‡

Q3 BY THE
Numbers



LOCATIONS NORTH
BROKERAGE

**Region's Best
Market Intelligence**



56

Detailed **Market Reports**
Per Year Covering
10 Local Markets

Annual Sales Volume
2020 Sales Up 91%
from 2019



**4 TIMES
MORE**

than our closest regional competitor†

#1 in regional luxury
home sales



4+
**times
more**

than our closest regional competitor†

Socially Connected



530,816+

Social Media Impressions

Clicks, Views, Shares,
Likes, Tweets‡

We average

600

Buyer leads/month§

With over **4X** the average
industry conversion rate



LocationsNorth.com



915,593+

Page Views†

178,738+

Unique Visitors†



\$36,720

Giving back and working
in our community

**Raised for Local Charities
in 2020**

WINBLAST \$22,500

COLLINGWOOD: 705-445-5520 | CREEMORE: 705-881-9005 | MEAFORD: 519-538-5755
THORN BURY: 519-599-2136 | WASAGA BEACH: 705-617-9969

†By MLS® dollar volume sales in each of the last 8 years. ‡Based on Google Analytics (January 1st, 2021 to March 31st, 2021). §Based on social media channels (January 1st, 2021 to March 31st, 2021). ¶Based on March 2021 lead volume



PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

At Locations North we do everything we can to put you first. And that includes completely respecting your privacy. If we can ever be of help with your real estate needs, please give us a call or visit our website at www.locationsnorth.com



COLLINGWOOD

705-445-5520

330 First St.

THORN BURY

519-599-2136

27 Arthur St.

CREEMORE

705-881-9005

154 Mill St.

CRAIGLEITH

705-445-7799

209820 Hwy. 26 West.

MEAFORD

519-538-5755

96 Sykes St.

WASAGA BEACH

705-429-4800

1249 Mosley St.

STAYNER

705-428-2800

7458 ON-26, #11.

WASAGA BEACH

705-617-9969

1344 Mosley St. Unit 5.