

THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT

FIRST QUARTER 2021

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



collaborativerealestate.ca



OVERVIEW

BIG RECORD NUMBERS, WITH HIGHER AVERAGE PRICES AND FASTER SALES



RECORD Q1 SALES VOLUME OF \$143,296,524

Up 120% from Q1-2020's \$65,176,082, with units of 144 up 64% from Q1-2020's 88. New listings of 184 up 7% from a year ago, with the sales/listings ratio of 78% up 27%.



RECORD MARCH SALES VOLUME OF \$70,922,850

Up 351% from March 2020's \$15,741,400. Units of 65 up 183% from last March's 23, with new listings of 88 up 31% and the sales/listings ratio of 74% up 30%.



RECORD Q1 AVERAGE SALE PRICE OF \$995,115

Up 34% from the \$740,637 of Q1-2020. Average days-on-market of 26 down 40 days.



OVERVIEW (cont'd)

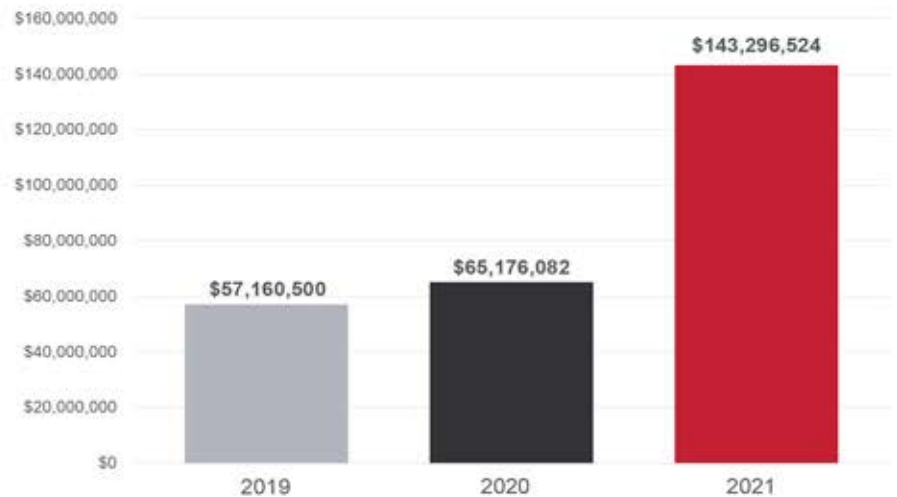


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

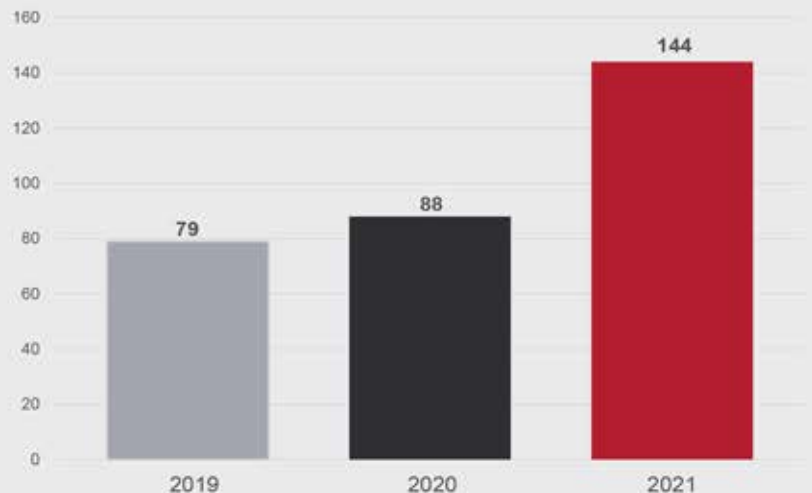
The Blue Mountains market had a relatively high **100%** sale/list price ratio in March. Homes sold in just **27** days on average, down **43** days from one year ago. And there is now just **one month** of inventory. All that, together with March's **78%** sales/listings ratio, adds up to a strong **sellers' market**.



Graph 1:
The Blue Mts. MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:
The Blue Mts. MLS® Residential Sales And Listing Summary
2019 vs. 2020 vs. 2021

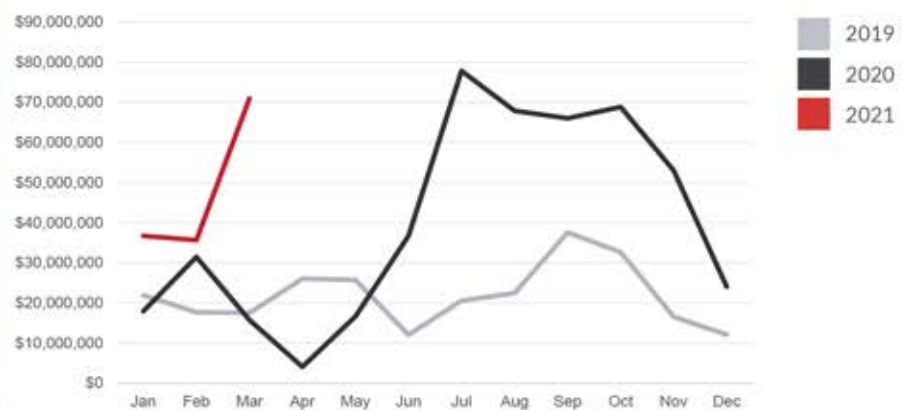
	2019	2020	2021	2020-2021
First Quarter (Q1) Volume Sales	\$57,160,500	\$65,176,082	\$143,296,524	+120%
Q1 Unit Sales	79	88	144	+64%
Q1 New Listings	120	172	184	+7%
Q1 Sales/Listings Ratio	66%	51%	78%	+27%
Q1 Expired Listings	13	30	11	-63%
Q1 Sales: Under \$300K	14	13	11	-15%
Q1 Sales: \$300K - \$499K	16	21	25	+19%
Q1 Sales: \$500K - \$799K	24	20	27	+35%
Q1 Sales: \$800K - \$999K	11	17	24	+41%
Q1 Sales: \$1M - \$1.499M	7	8	28	+250%
Q1 Sales: \$1.5M - \$1.999M	4	8	18	+125%
Q1 Sales: \$2M+	3	1	11	+1000%
Q1 Average Days-On-Market	60	66	26	-61%
Q1 Average Sale Price	\$723,551	\$740,637	\$995,115	+34%

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

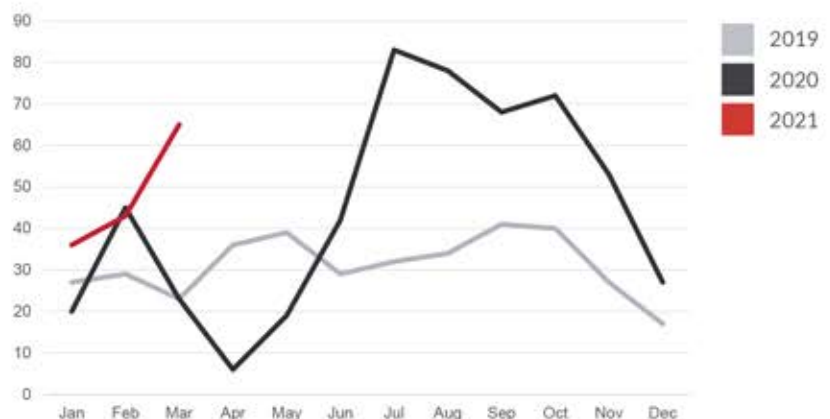
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** make clear, The Blue Mountains enjoyed record volume and unit sales in Q1. On the volume side, Q1's three record months were collectively up **120%** from 2020's prior Q1 record. As well, March's **\$70,922,850** was The Blue Mountains' second best month ever, down just **9%** from last July's all-time high of **\$77,827,250**. On the units side, Q1's **144** sales were up **43%** from Q1-2017's former benchmark **101**. Even more notable is the fact that unit sales in the \$1M+ bracket – which accounted for **40%** of The Blue Mountains' total – were up **235%** from Q1-2020. Prices have jumped accordingly: Q1's average sale price of **\$995,115** is up **78%, 61%, 59%, 38%** and **34%** from 2016-2020 respectively.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 4:
The Blue Mts. Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



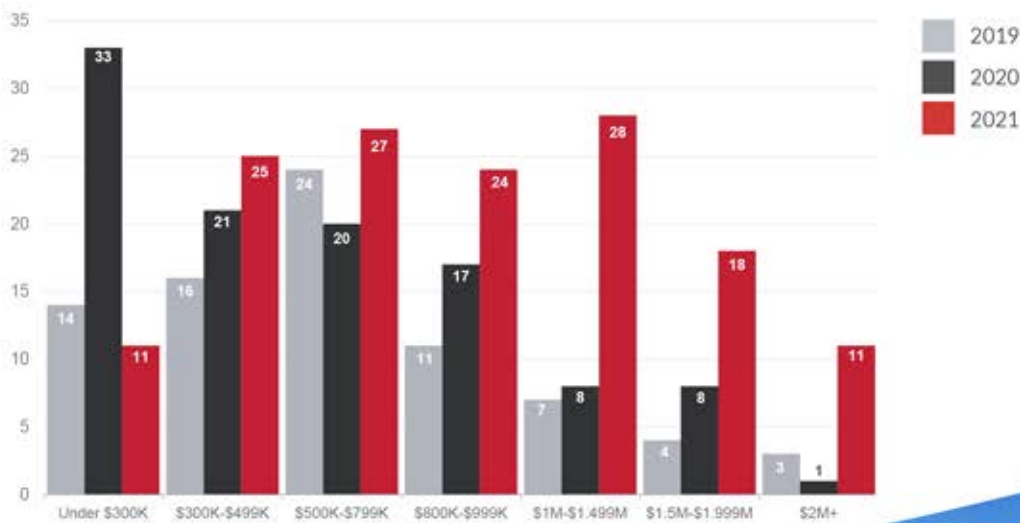
THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2021 unit sales are up from Q1-2020 in six price ranges and down in one. The Under-\$300K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are up **19%**, **35%**, **41%**, **250%**, **125%** and **1000%** respectively. The \$300K-\$499K range is down **15%**. More generally, the Under-\$500K bracket – which accounts for **25%** of 2021's sales – is up **6%** from a year ago. The \$500K- \$999K bracket – which accounts for **35%** of all sales – is up **38%**. And the \$1M+ bracket – which accounts for **40%** of all sales – is up **235%**.

Graph 5:

The Blue Mts. MLS® Sales By Price

2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:

The Blue Mts. MLS® Sales By Property Type
2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$103,331,319
UP 120% from Q1-2020

UNIT SALES: 72
UP 60% from Q1-2020

AV. DAYS-ON-MARKET: 25
DOWN 57 days from Q1-2020

AV. SALE PRICE: \$1,435,157
UP 38% from Q1-2020

CONDOS/TOWNS

DOLLAR SALES: \$39,965,205
UP 118% from Q1-2020

UNIT SALES: 72
UP 67% from Q1-2020

AV. DAYS-ON-MARKET: 26
DOWN 24 days from Q1-2020

AV. SALE PRICE: \$555,072
UP 31% from Q1-2020

VACANT LAND

DOLLAR SALES: \$16,700,115
UP 286% from Q1-2020

UNIT SALES: 20
UP 67% from Q1-2020

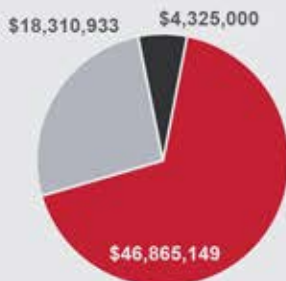
AV. DAYS-ON-MARKET: 54
DOWN 43 days from Q1-2020

AV. SALE PRICE: \$835,006
UP 132% from Q1-2020

2021



2020



2019



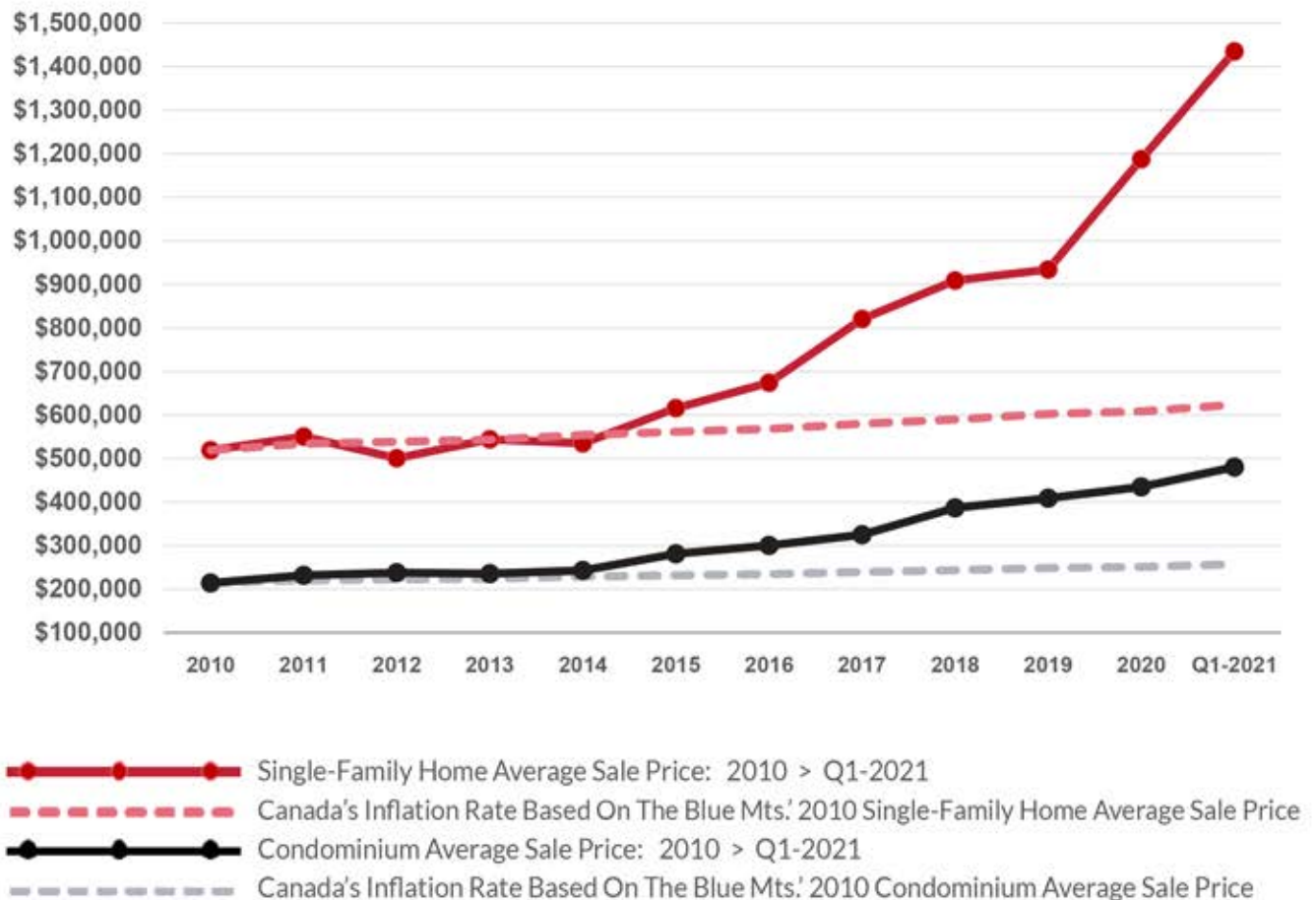
■ Single Family ■ Condo/Town ■ Vacant Land

THE BLUE MTS. AVERAGE SALE PRICES: 2010-2021

BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ The Blue Mts.' average sale price for single-family homes in Q1-2021 was **\$1,435,157**; that's up **21%, 54%, 58%, 75% and 176%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q1-2021's average condo price of **\$480,336** was up **10%, 17%, 24%, 48% and 124%** from 2020, 2019, 2018, 2017 and 2010 respectively.

↑ From 2010-2014 the average sale price for single-family homes generally increased at just under Canada's inflation rate, and then rose to **128%** above inflation by Q1-2021. Condo prices generally rose on a par with inflation until 2014 and then began to climb in 2015, rising to **87%** above the inflation rate by Q1-2021.



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

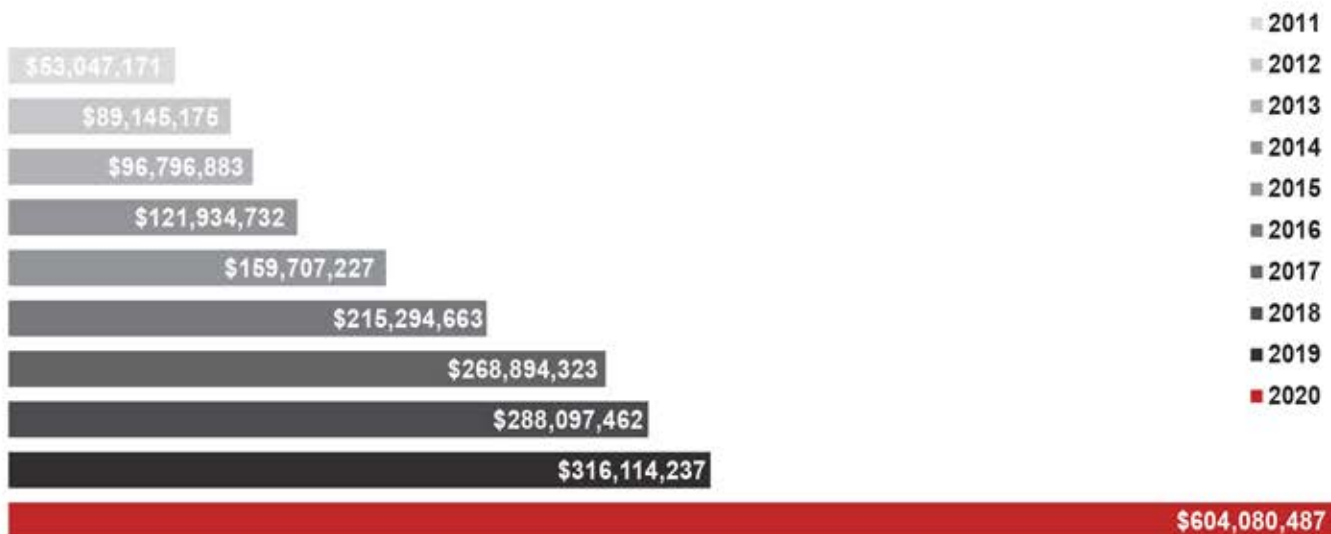


OVERALL WE HAD MORE THAN 4 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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



27,690+

People Reached†

4,333+

Clicks, Shares, Views, & Likes‡

Q1 BY THE
Numbers



LOCATIONS **NORTH**
BROKERAGE

Region's Best
Market Intelligence



52 Detailed Market Reports
Per Year FOR YOU

Annual Sales Volume
2020 Sales Up 91%
from 2019



Almost
**4 TIMES
MORE**

than our closest regional competitor†

#1 in regional luxury
home sales



4+
times
more

than our closest regional competitor†

Socially Connected



285,872+

Social Media Impressions

Clicks, Views, Shares,
Likes, Tweets‡

We average

600

Buyer leads/month§

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



LocationsNorth.com



\$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
THORNBURY: 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.

THORNBURY

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.