ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT

FIRST QUARTER 2022

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

OVERVIEW

RECORD VOLUME, STRONG UNIT SALES, WITH AVERAGE SALE PRICES WAY UP

RECORD Q1 SALES VOLUME OF $177,237,808

Up 26% from Q1-2021's $141,060,524, with units of 119 down 16% from Q1-2021's 142. New listings of 143 down 22% from a year ago, with the sales/listings ratio of 83% up 5%.

MARCH SALES VOLUME OF $52,954,603

Down 25% from March 2021's $70,221,850. Units of 42 down 34% from last March's 64, with new listings of 58 down 34% and the sales/listings ratio of 72% down 1%.

RECORD Q1 AVERAGE SALE PRICE OF $1,489,393

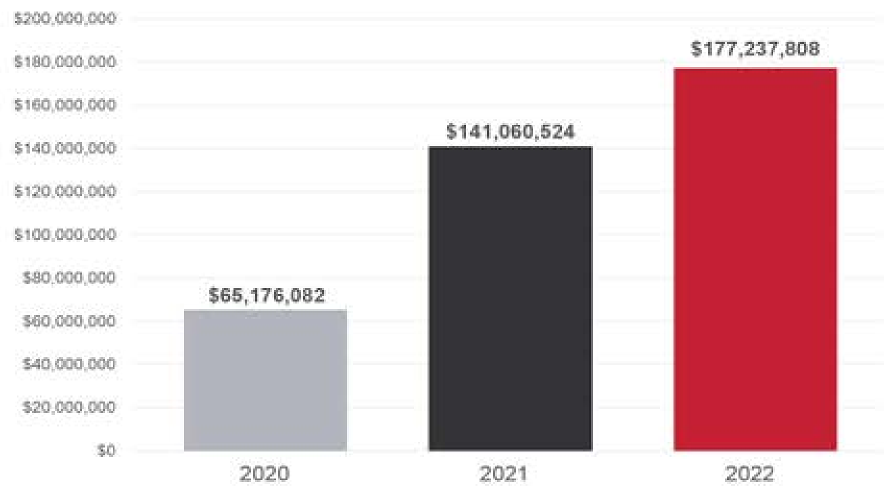
Up 50% from the $993,384 of Q1-2021. Average days-on-market of 29 up 3 days.

OVERVIEW (cont'd)

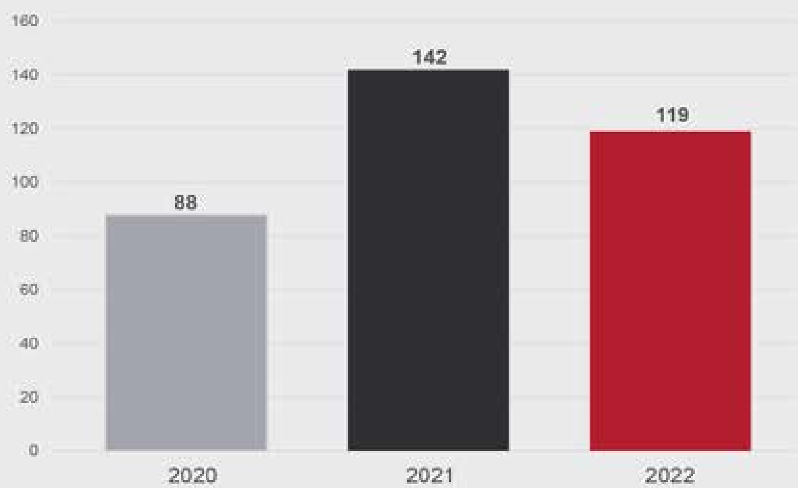
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

The Blue Mountains' market had a relatively high 101.8% sale/list price ratio in March. Homes sold in just 16 days on average, down 11 days from one year ago. And there is now just one month of inventory. All that, together with March's 72% sales/listings ratio, adds up to a strong sellers' market.

Graph 1:
The Blue Mts. MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL

Table 1:

The Blue Mts. MLS® Residential Sales And Listing Summary

2020 vs. 2021 vs. 2022

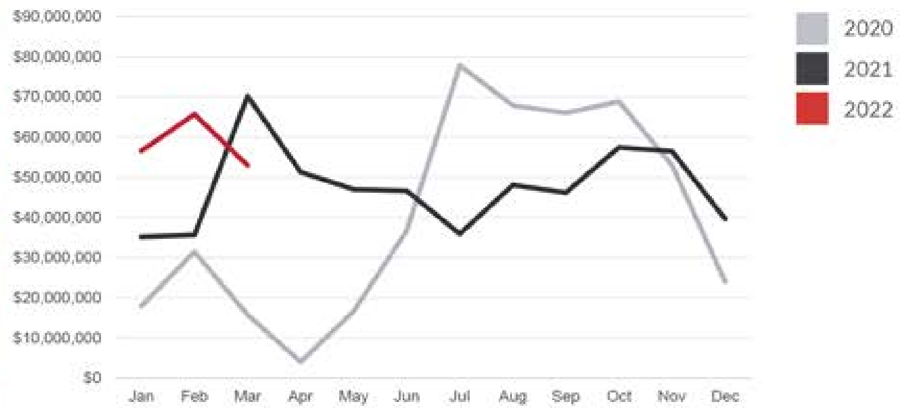
	2020	2021	2022	2021-2022
First Quarter (Q1) Volume Sales	$65,176,082	$141,060,524	$177,237,808	+26%
Q1 Unit Sales	88	142	119	-16%
Q1 New Listings	172	184	143	-22%
Q1 Sales/Listings Ratio	51%	78%	83%	+5%
Q1 Expired Listings	30	11	5	-55%
Q1 Sales: Under $300K	13	11	2	-82%
Q1 Sales: $300K - $499K	21	25	16	-36%
Q1 Sales: $500K - $799K	20	26	12	-54%
Q1 Sales: $800K - $999K	17	24	11	-54%
Q1 Sales: $1M - $1.499M	8	28	37	+32%
Q1 Sales: $1.5M - $1.999M	8	17	11	-35%
Q1 Sales: $2M+	1	11	30	+173%
Q1 Average Days-On-Market	66	26	29	+12%
Q1 Average Sale Price	$740,637	$993,384	$1,489,393	+50%

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, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

THE MARKET IN DETAIL (cont'd)

Although not quite as active as Q1-2021, The Blue Mts.' first quarter set a new dollar sales record due to a huge jump in sale prices. As **Graph 3** shows, big record volume in January and February, followed by a strong March, combined to give Q1 $177,237,808 in volume, up 26% from last year's former high. On the units side, Q1's 119 were down 16% from last year's benchmark 142, and the second best overall. That said, other signs that the market is still strong include March's: 101.8% sale/list price ratio; 16-day average sale time; relatively high 72% sales/listings ratio; and just one month of inventory. And then there is The Blue Mts.' Q1 average sale price. At $1,489,393 it's up an incredible 141%, 139%, 106%, 101% and 50% from the Q1's of 2017, 2018, 2019, 2020 and 2021 respectively.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)

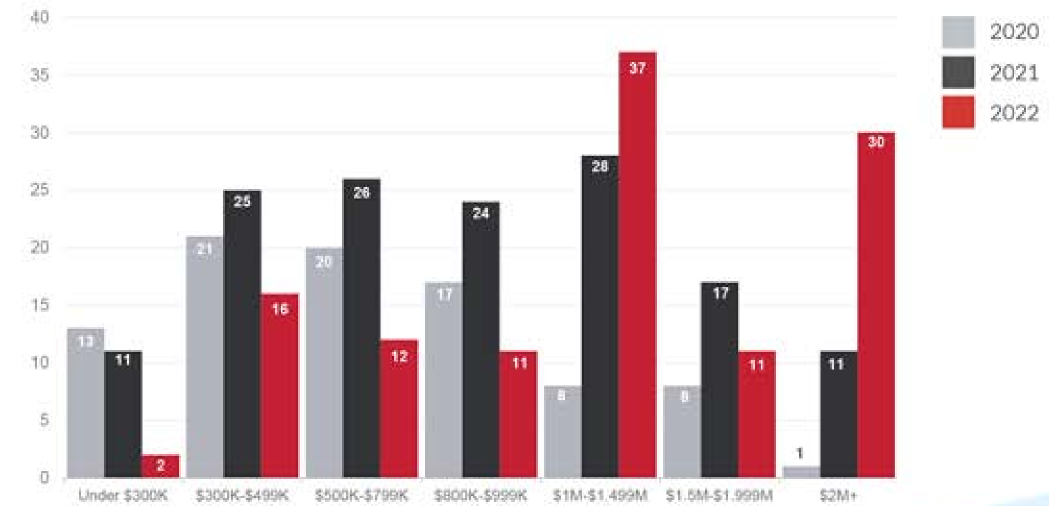


Graph 4:
The Blue Mts. Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)

THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2022 unit sales were up from Q1-2021 in two price ranges and down in five. The $1M-$1.499M and $2M+ ranges were up 32% and 173% respectively. The Under-$300K, $300K-$499K, $500K-$799K, $800K-$999K and $1.5M-$1.999M ranges were down 82%, 36%, 54%, 54% and 35% respectively. More generally, the Under-$500K bracket – which accounted for 15% of 2022's sales – was down 50% from a year ago. The $500K-$999K bracket – which accounted for 19% of all sales – was down 54%. And the $1M+ bracket – which accounted for 66% of all sales – was up 39%.

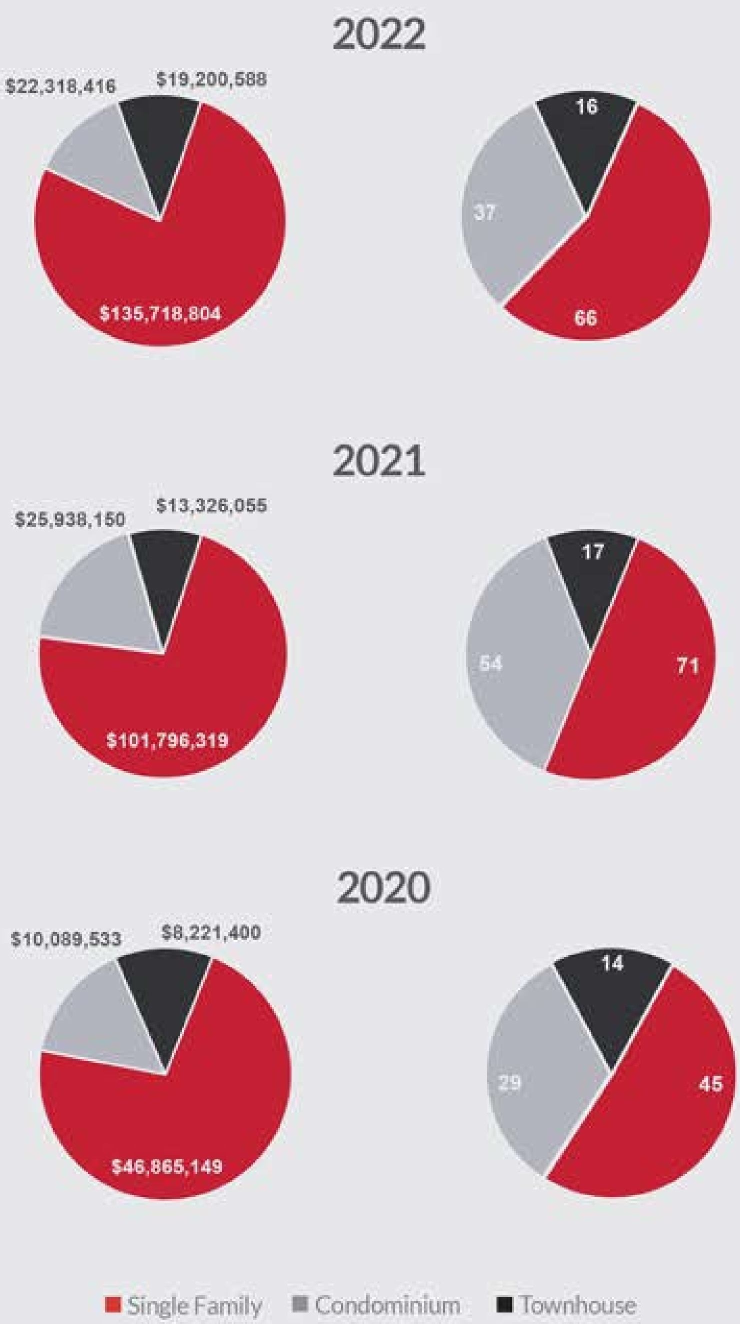
Graph 5:
The Blue Mts. MLS® Sales By Price
2020 vs. 2021 vs. 2022 (Units)



ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

SALES BY PROPERTY TYPE

Graph 6:
The Blue Mts. MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)



2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: $135,718,804
UP 33% from Q1-2021

UNIT SALES: 66
DOWN 7% from Q1-2021

AV. DAYS-ON-MARKET: 26
UP 1 day from Q1-2021

AV. SALE PRICE: $2,056,346
UP 43% from Q1-2021

CONDOMINIUMS

DOLLAR SALES: $22,318,416
DOWN 14% from Q1-2021

UNIT SALES: 37
DOWN 31% from Q1-2021

AV. DAYS-ON-MARKET: 37
UP 6 days from Q1-2021

AV. SALE PRICE: $603,200
UP 26% from Q1-2021

TOWNHOUSES

DOLLAR SALES: $19,200,588
UP 44% from Q1-2021

UNIT SALES: 16
DOWN 6% from Q1-2021

AV. DAYS-ON-MARKET: 21
UP 7 days from Q1-2021

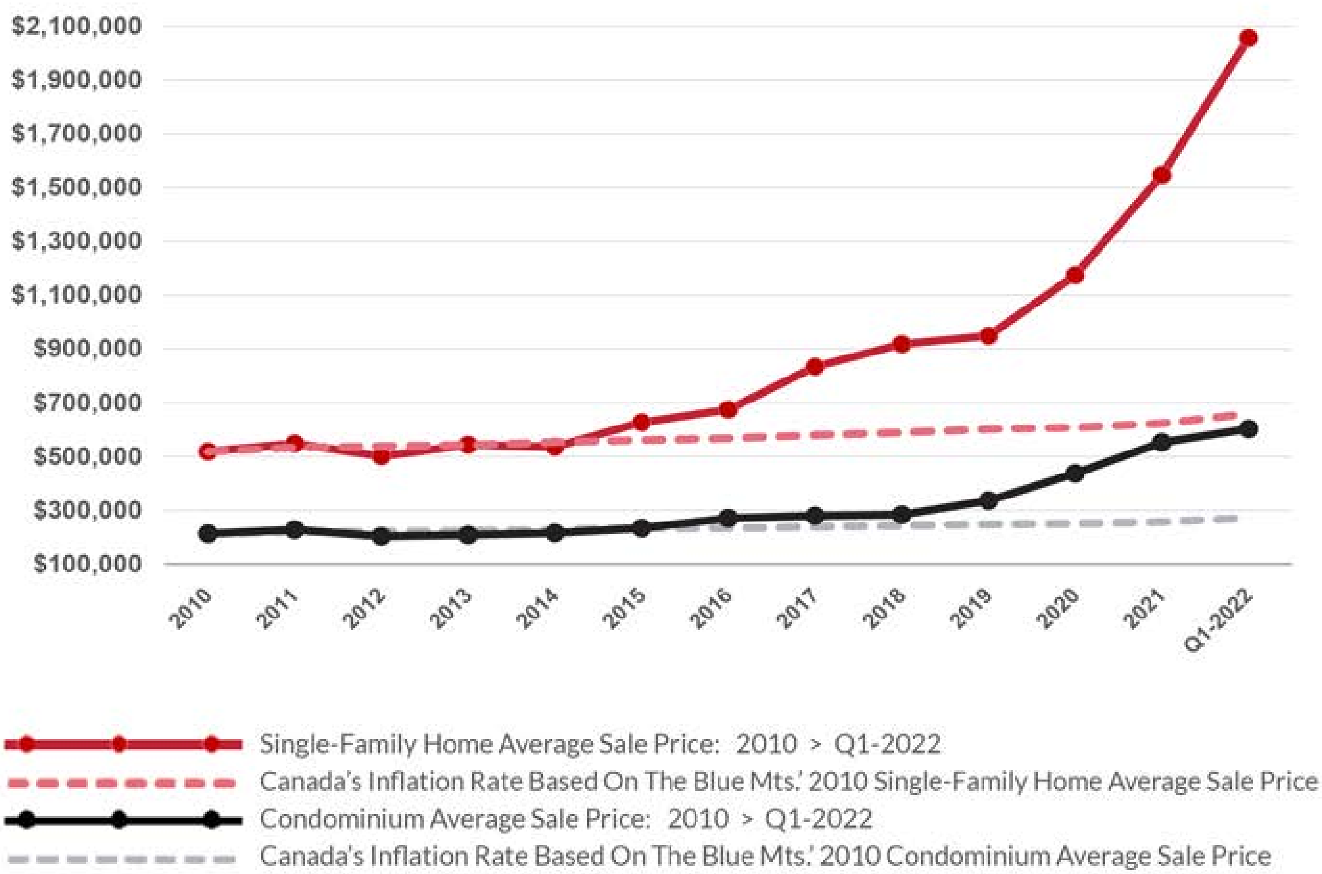
AV. SALE PRICE: $1,200,037
UP 53% from Q1-2021

THE BLUE MTS. AVERAGE SALE PRICES: 2010-2022

BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

The Blue Mts.' average sale price for single-family homes in Q1-2022 was **$2,056,346**: that's up **33%**, **75%**, **117%**, **124%** and **296%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q1-2022's average condo price of **$603,200** was up **8%**, **38%**, **79%**, **112%** and **182%** from 2021, 2020, 2019, 2018 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 **212%** above inflation by Q1-2022. Condo prices generally rose on a par with inflation until 2014 and then began to climb in 2015, rising to **122%** above the inflation rate by Q1-2022.



ROYAL LEPAGE LOCATIONS NORTH IN 2021

OUR 9TH STRAIGHT RECORD-BREAKING YEAR

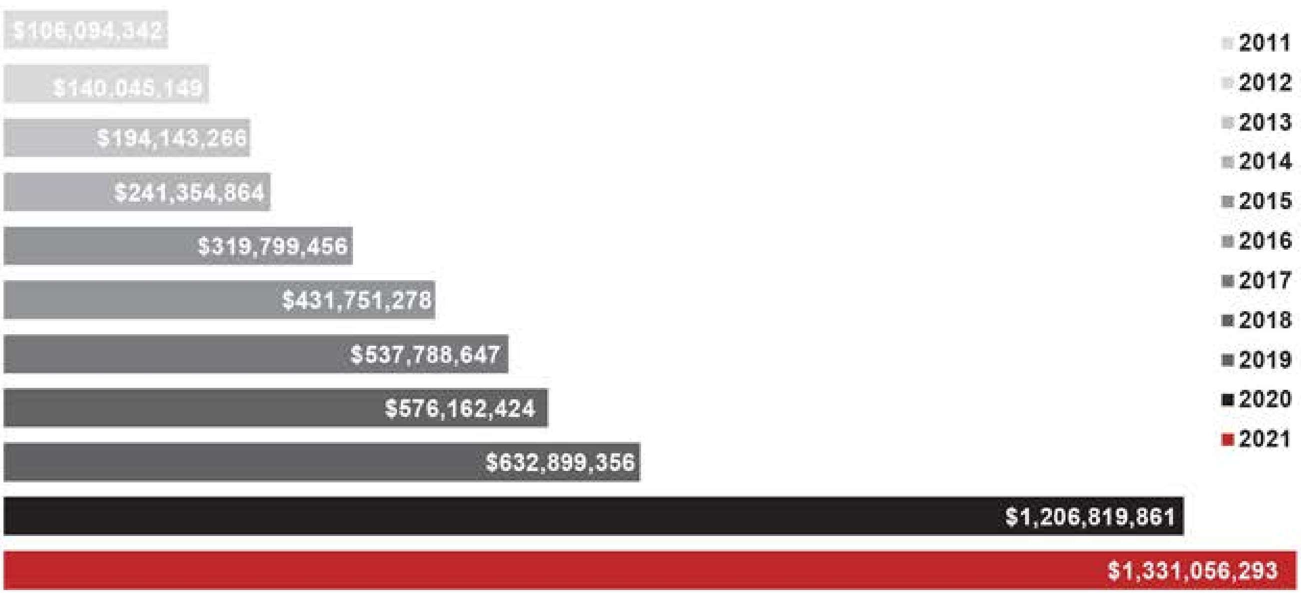
WE BROKE OUR OWN SOUTHERN GEORGIAN BAY REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With $1,331,056,293 – up 12½ times from 2011

OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME OF OUR CLOSEST REGIONAL COMPETITOR

WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH NEARLY 3 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2021



2021 UNIT SALES

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

Collingwood

	UNITS	PERCENTAGE
Royal LePage Locations North	**416.5**	**33.3%**
Century 21 Millenium	196.5	15.7%
RE/MAX Four Seasons	132.5	10.6%
Chestnut Park	89	7.1%
Clairwood	70	5.6%
RE/MAX By The Bay	30	2.4%
Royal LePage RCR	24	1.9%
Engel & Volkers	23	1.8%
Forest Hill	21	1.7%
Other	246.5	19.9%

The Blue Mountains

	UNITS	PERCENTAGE
Royal LePage Locations North	**260.5**	**31.1%**
RE/MAX at Blue	111	13.3%
Century 21 Millenium	106.5	12.7%
Chestnut Park	68	8.1%
RE/MAX Four Seasons	65.5	7.8%
Clairwood	30	3.6%
Royal LePage RCR	22	2.6%
Forest Hill	19	2.3%
Sotheby's	19	2.3%
Other	136.5	16.2%

Meaford

	UNITS	PERCENTAGE
Royal LePage Locations North	**142**	**36.1%**
Century 21 Millenium	40.5	10.3%
Chestnut Park	21	5.4%
RE/MAX Four Seasons	20	5.1%
ARA	17	4.3%
Royal LePage RCR	13	3.3%
Sotheby's	10	2.5%
Engel & Volkers	9	2.3%
Clairview	8	2%
Other	112	28.7%

Clearview

	UNITS	PERCENTAGE
Royal LePage Locations North	**95**	**20.4%**
RE/MAX Four Seasons	39	8.4%
RE/MAX Hallmark Chay	36	8.4%
RE/MAX By The Bay	35	7.7%
Keller Williams Experience	31.5	5.8%
Century 21 Millenium	25	4.4%
Century 21 - BJ Roth	22	3.6%
Faris Team	19	1.8%
RE/MAX Hallmark	16	1.8%
Other	144	31.5%

Southern Georgian Bay (West)*

	UNITS	PERCENTAGE
Royal LePage Locations North	**1156**	**27.9%**
Century 21 Millenium	499	12%
RE/MAX By The Bay	373	9%
RE/MAX Four Seasons	295	7.4%
Chestnut Park	213	5.1%
RE/MAX At Blue	126	3%
Clairwood	117	2.8%
RE/MAX Hallmark Chay	94	2.3%
Sotheby's	68	1.6%
Other	1203	28.9%

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE
Royal LePage Locations North	**144**	**26%**
RE/MAX Four Seasons	54	9.8%
Chestnut Park	37.5	6.8%
Century 21 Millenium	35.5	6.4%
RE/MAX By The Bay	34	6.2%
Royal LePage RCR	28	5.1%
Clairwood	19.5	3.5%
Sotheby's	18	3.3%
Forest Hill	13	2.4%
Other	168.5	30.5%

Georgian Triangle's

MOST SUPPORTIVE BROKERAGE

$878,700+

Raised for local causes & Community Sponsorships from 2013-2022

#1 Georgian Triangle BROKERAGE

8

Straight Years* Of Record Sales!

Featured Listings

36,239+

People Reached‡

5,899+

Clicks, Shares, Views, & Likes‡

Q1 BY THE Numbers 2022

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

Region's Best Market Intelligence

56 Detailed Market Reports Per Year FOR YOU

RECORD Q1 SALES VOLUME OF

With $543,188,334

3 TIMES MORE

than our closest regional competitor†

BROKERAGE OF THE YEAR 2016 A. E. LePage AWARD ONTARIO

Award Winning Service

Socially Connected

67,766+

Social Media Impressions

Clicks, Views, Shares, Likes, Tweets‡

We average

600

Buyer leads/month§

With over 4X the average industry conversion rate

LocationsNorth.com

169,000+

Page Views†

24,530+

Unique Visitors†

2021 TOP 1% DONOR ROYAL LEPAGE SHELTER FOUNDATION

WinterBLAST **$5200**

Raised for Local Charities in 2022

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, 2022 to March 31st, 2022). ‡Based on social media channels (January 1st, 2022 to March 31st, 2022). §Based on June 2020 lead volume

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BROKERAGE OF THE YEAR 2016 A.E. LePage AWARD ONTARIO

ROYAL LEPAGE SHELTER FOUNDATION TOP 1% DONOR 2019

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

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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.