

CLEARVIEW REAL ESTATE MARKET REPORT

SECOND QUARTER 2022

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



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OVERVIEW

VOLUME AND UNIT SALES DOWN, WITH AVERAGE SALE PRICES UP



YEAR-TO-DATE SALES VOLUME OF \$121,313,217

Down 21% from 2021's \$153,748,757, with units of 102 down 40% from one year ago. New listings of 241 up 4%, with the sales/listings ratio of 42% down 32%.



SECOND QUARTER SALES VOLUME OF \$65,473,099

Down 20% from Q2-2021's \$81,822,412, with units of 49 down 44% from Q2-2021's 88. New listings of 152 up 7%, with the sales/listings ratio of 32% down 30%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,189,345

Up 32% from 2021's \$904,404. Average days-on-market of 19 equal to one year ago.

OVERVIEW (cont'd)

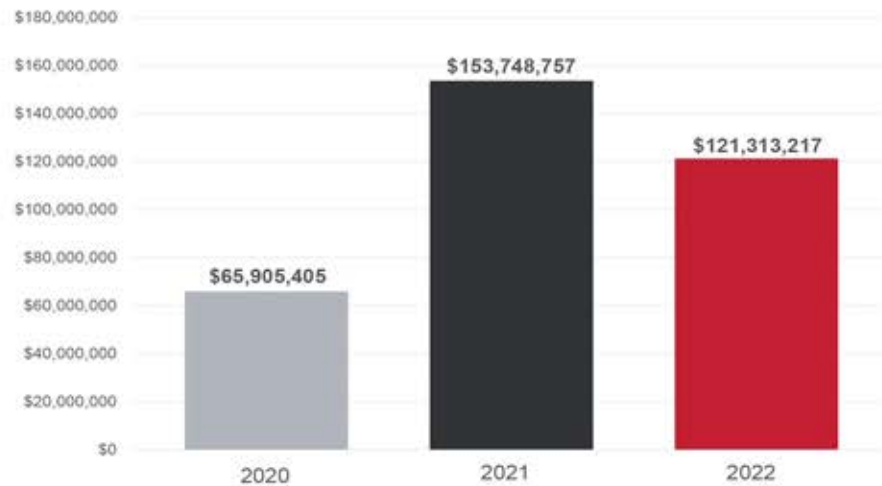


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

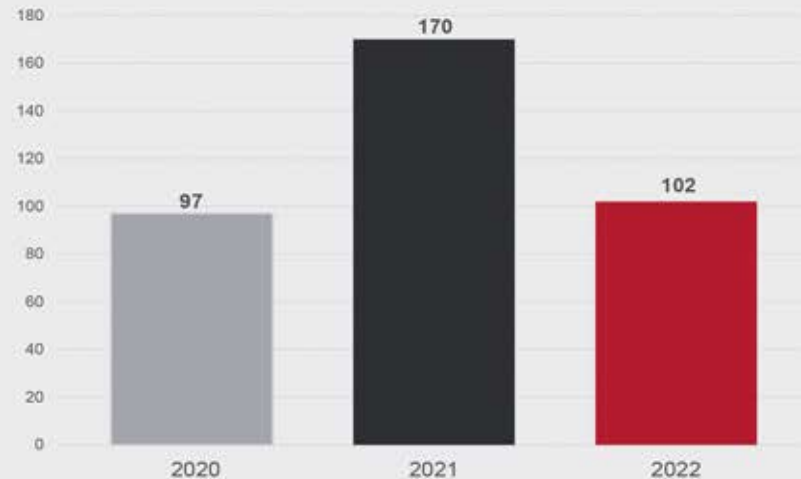
The Clearview market had a **97.5%** sale/list price ratio in June. Homes sold in **26** days on average, up **12** days from a year ago. Overall, the market is transitioning towards balance.



Graph 1:
Clearview MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
Clearview MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:
Clearview MLS® Residential Sales And Listing Summary
2020 vs. 2021 vs. 2022

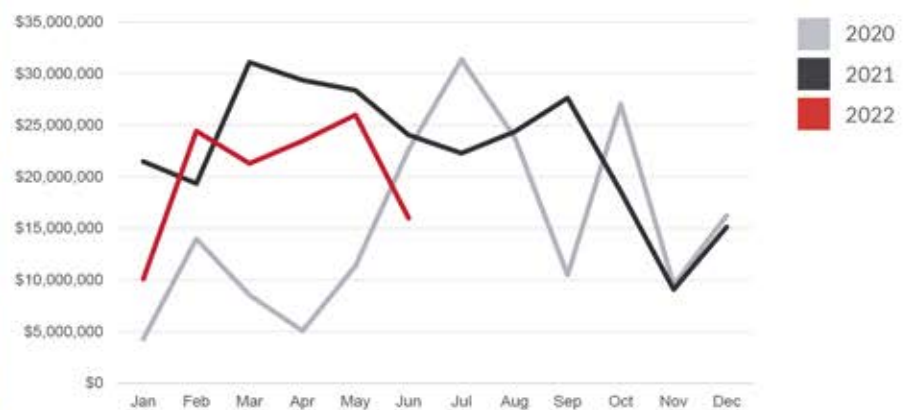
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$65,905,405	\$153,748,757	\$121,313,217	-21%
YTD Unit Sales	97	170	102	-40%
YTD New Listings	181	231	241	+4%
YTD Sales/Listings Ratio	54%	74%	42%	-32%
YTD Expired Listings	39	7	12	+71%
Second Quarter (Q2) Volume Sales	\$39,064,905	\$81,822,412	\$65,473,099	-20%
Q2 Unit Sales	59	88	49	-44%
Q2 New Listings	90	142	152	+7%
Q2 Sales/Listings Ratio	66%	62%	32%	-30%
Q2 Expired Listings	25	4	6	+50%
Q2 Average Sale Price	\$662,117	\$929,800	\$1,336,186	+44%
YTD Sales: Under \$300K	1	0	0	0%
YTD Sales: \$300K - \$499K	43	18	0	-1800%
YTD Sales: \$500K - \$799K	36	88	34	-61%
YTD Sales: \$800K - \$999K	6	19	25	+32%
YTD Sales: \$1M - \$1.499M	4	29	21	-28%
YTD Sales: \$1.5M - \$1.999M	4	10	11	+10%
YTD Sales: \$2M+	3	6	11	+83%
YTD Average Days-On-Market	60	19	19	0%
YTD Average Sale Price	\$679,437	\$904,404	\$1,189,345	+32%

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 July 3, 2022. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

THE MARKET IN DETAIL (cont'd)

Clearview has enjoyed strong, volume sales despite a slowing June. Q2 sales of **\$65,473,099**, the second best total ever, were down **20%** from 2021's record **\$81,822,412**. Year-to-date sales of **\$121,313,217**, also the second best ever, were down **21%** from a year ago. However, the units side, Q2's **49** were down **52%** from 2016's record **102**, and the fewest in the last ten years. Lastly, 2022's year-to-date, average sale price of **\$1,189,345** is up **122%, 116%, 75%** and **32%** from that of 2018, 2019, 2020 and 2021 respectively.

Graph 3:
Clearview Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



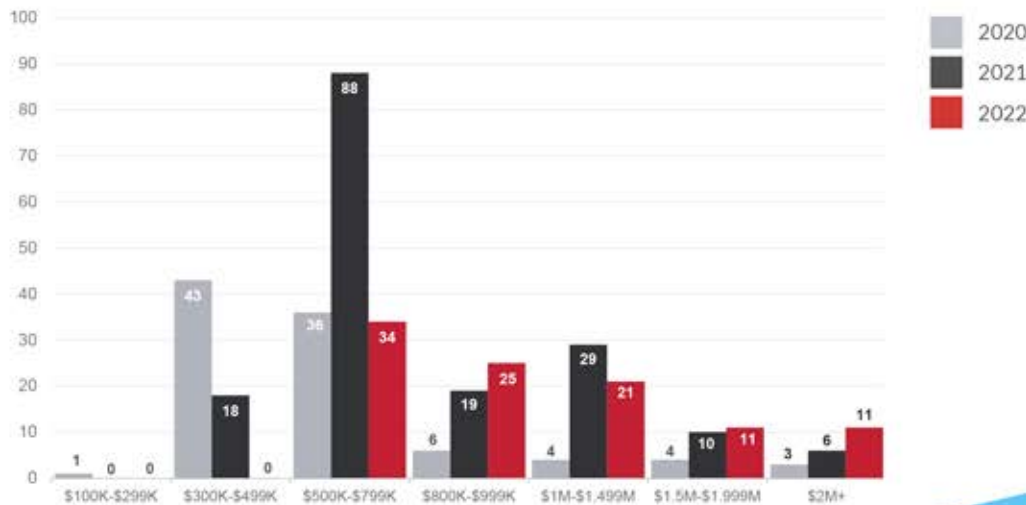
Graph 4:
Clearview Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in three price ranges and down in three. The \$800K-\$999K, \$1.5M-\$1.999M and \$2M+ ranges are up **32%**, **10%** and **83%**. The \$300K-\$499K, \$500K-\$799K and \$1M-\$1.499M ranges are down **1800%**, **61%** and **28%** respectively. More generally, the Under-\$500K bracket has accounted for no sales. The \$500K-\$999K bracket – which accounts for **58%** of all sales – is down **45%**. And the \$1M+ bracket – which accounts for **42%** of all sales – is down **4%**.

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



SALES BY PROPERTY TYPE

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

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$118,952,717
DOWN 21% from 2021

UNIT SALES: 98
DOWN 40% from 2021

AV. DAYS-ON-MARKET: 19
DOWN 1 day from 2021

AV. SALE PRICE: \$1,213,803
UP 32% from 2021

CONDOS/TOWNS

DOLLAR SALES: \$2,360,500
DOWN 39% from 2021

UNIT SALES: 4
DOWN 43% from 2021

AV. DAYS-ON-MARKET: 25
UP 16 days from 2021

AV. SALE PRICE: \$590,125
UP 7% from 2021

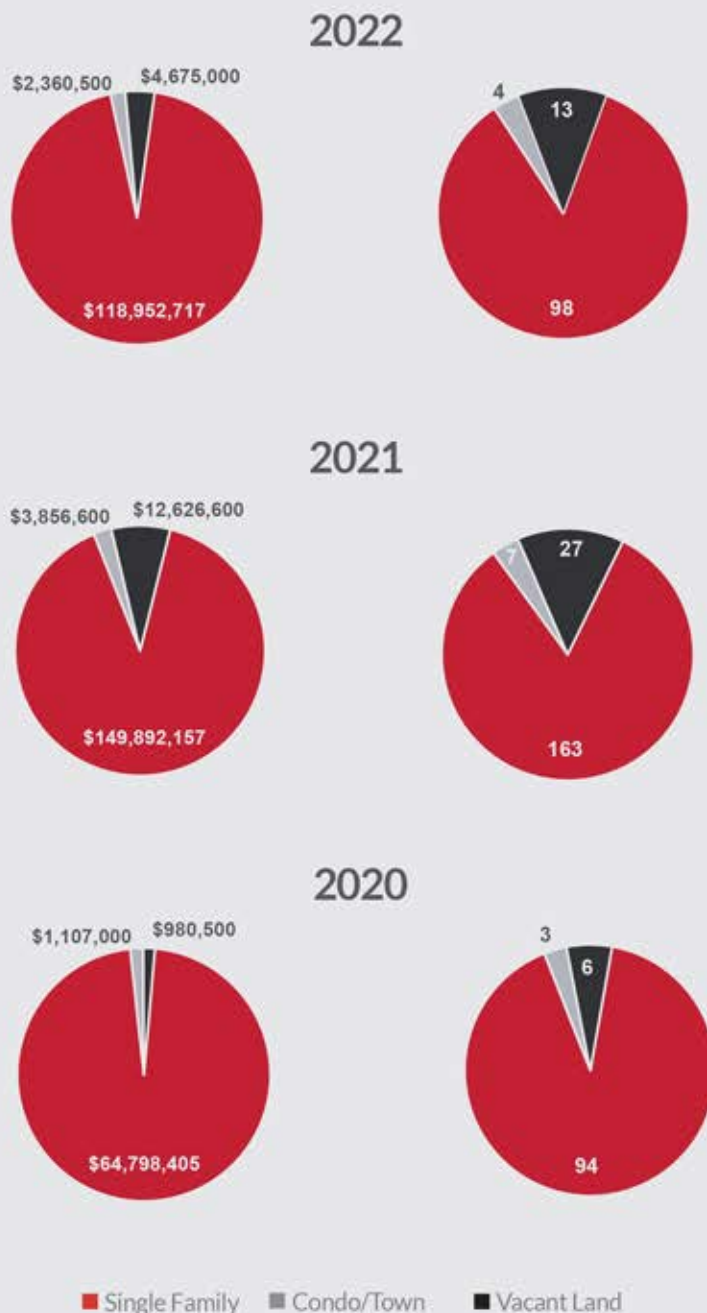
VACANT LAND

DOLLAR SALES: \$4,675,000
DOWN 63% from 2021

UNIT SALES: 13
DOWN 52% from 2021

AV. DAYS-ON-MARKET: 57
UP 21 days from 2021

AV. SALE PRICE: \$359,615
DOWN 23% from 2021

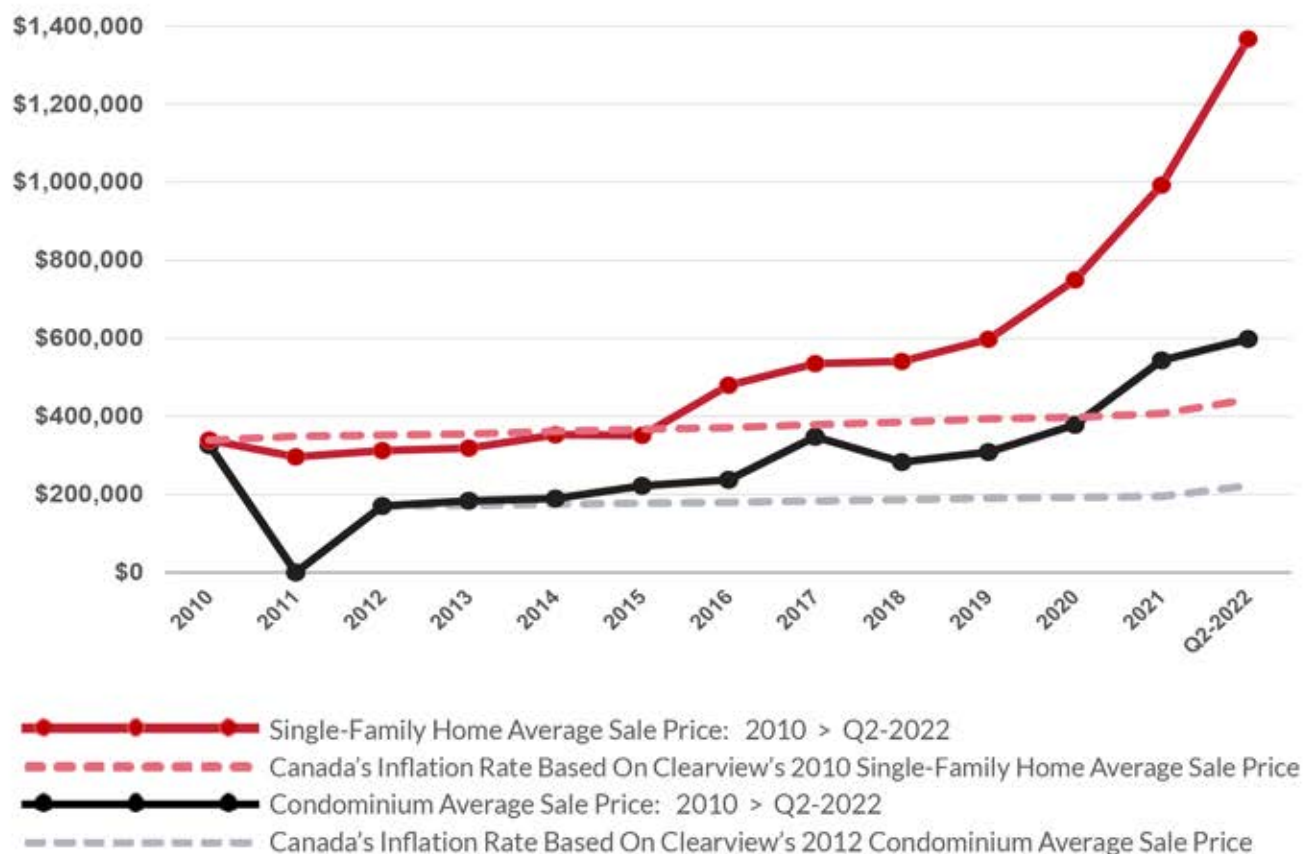


CLEARVIEW AVERAGE SALE PRICES: 2010-2022

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Clearview's average sale price for single-family homes in Q2-2022 was **\$1,367,567**; that's up **38%, 82%, 129%, 153%** and **303%** from 2021, 2020, 2019, 2018 and 2010 respectively. The average condo/town sales price in Q2-2022 was **\$598,500**. That's up **10%, 58%, 94%, 116%** and **252%** from 2021, 2020, 2019, 2018 and 2012 respectively.

↑ Until 2015 the average sale price of a single-family home was below the inflation rate. From 2016 to Q2-2022 the average price rose to **151%** above inflation. Due to 2010's condo/town price anomaly and 2011's no sales, the condo/town starting point was set at 2012 in the graph below, yielding a **169%** rise above the inflation rate by Q2-2022.



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

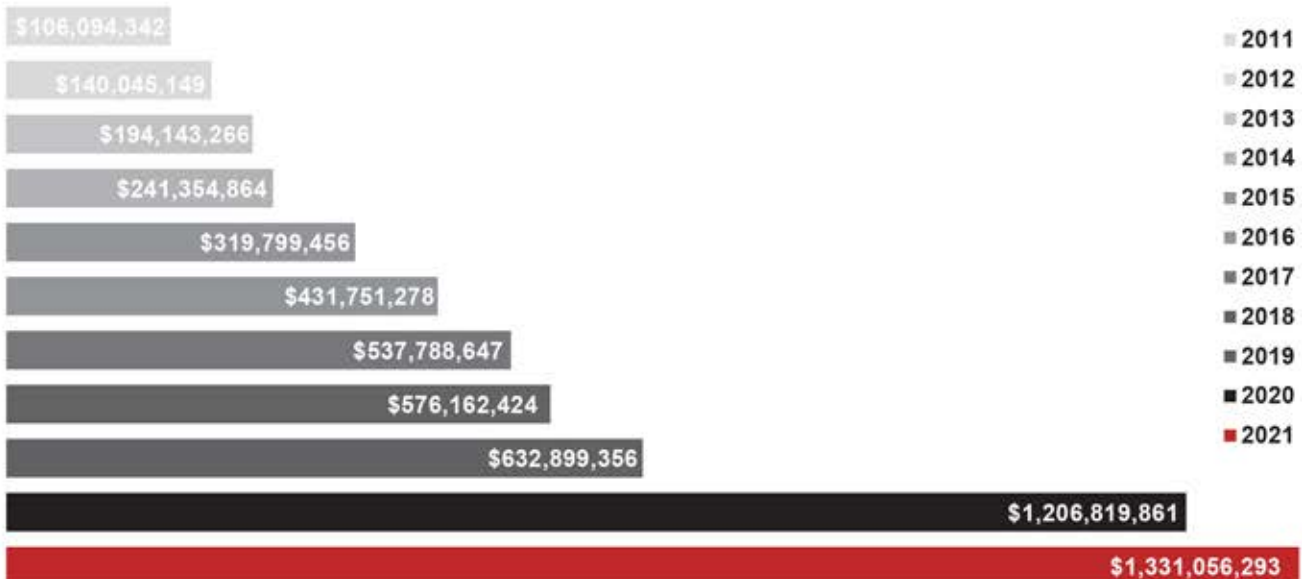


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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%	



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27 Arthur St.

CREEMORE

705-881-9005

154 Mill St.

STAYNER

705-428-2800

7458 ON-26, #11.

MEAFORD

519-538-5755

96 Sykes St.

WASAGA BEACH

705-429-4800

1249 Mosley St.

WASAGA BEACH

705-617-9969

1344 Mosley St. Unit 5.