

# THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT SECOND QUARTER 2022

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



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# OVERVIEW

## NEAR-RECORD VOLUME, WITH UNITS DOWN AND THE AVERAGE SALE PRICE WAY UP



### SALES VOLUME OF \$285,939,125

Down .001% from 2021's \$285,970,121, with units of 205 down 28% from last year's 286. New listings of 366 down 12%, with the sales/listings ratio of 56% down 13%.



### SECOND QUARTER SALES VOLUME OF \$109,001,317

Down 25% from Q2-2021's \$144,909,597. Units of 86 down 40% from last year's 144, with new listings of 223 down 4% and the sales/listings ratio of 39% down 23%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,394,825

Up 39% from the \$999,896 of one year ago. Average days-on-market of 26 up 7 days.





# OVERVIEW (cont'd)

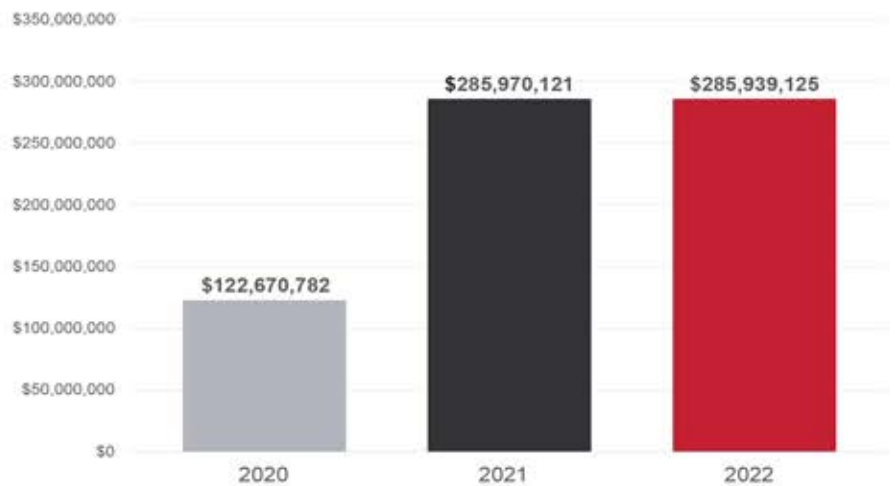


## THE DEMAND FOR LISTINGS IS EQUAL TO THE SUPPLY

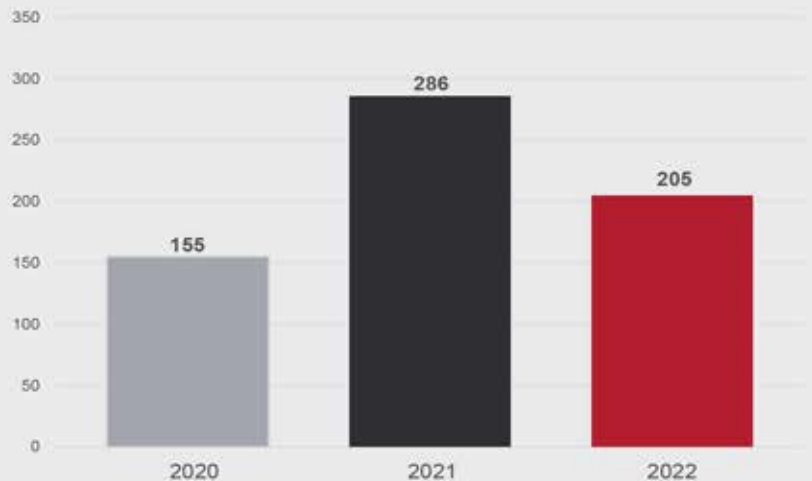
The Blue Mountains market had a **98.2%** sale/list price ratio in June. Homes sold in **36** days on average, up **15** days from a year ago. Overall, the market is transitioning towards balance.



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
Year-To-Date (YTD) Volume Sales	\$122,670,782	\$285,970,121	\$285,939,125	-001%
YTD Unit Sales	155	286	205	-28%
YTD New Listings	341	416	366	-12%
YTD Sales/Listings Ratio	46%	69%	56%	-13%
YTD Expired Listings	85	29	12	-59%
Second Quarter (Q2) Volume Sales	\$57,494,700	\$144,909,597	\$109,001,317	-25%
Q2 Unit Sales	67	144	86	-40%
Q2 New Listings	169	232	223	-4%
Q2 Sales/Listings Ratio	40%	62%	39%	-23%
Q2 Expired Listings	55	18	7	-61%
Q2 Average Sale Price	\$858,130	\$1,006,317	\$1,267,457	+26%
YTD Sales: Under \$300K	16	13	5	-62%
YTD Sales: \$300K - \$499K	39	45	21	-53%
YTD Sales: \$500K - \$799K	41	61	28	-54%
YTD Sales: \$800K - \$999K	24	55	26	-53%
YTD Sales: \$1M - \$1,499M	19	60	58	-3%
YTD Sales: \$1.5M - \$1,999M	12	34	25	-26%
YTD Sales: \$2M+	4	18	42	+133%
YTD Average Days-On-Market	67	19	26	+37%
YTD Average Sale Price	\$791,424	\$999,896	\$1,394,825	+39%

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.



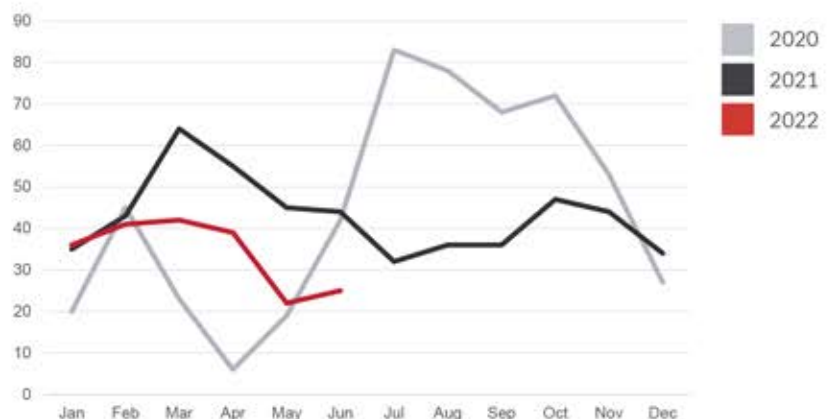
# THE MARKET IN DETAIL (cont'd)

The Blue Mts. has enjoyed near record volume sales this year despite a slowing May and June. Q2 sales of **\$109,001,317**, the second best total ever, were down **25%** from 2021's big record **\$144,909,597**. And year-to-date sales of **\$285,939,125** are down just **001%** from a year ago. However, on the units side Q2's **86** sales were down **40%** from 2021's record **144**, and the fourth fewest in the last ten years. Lastly, 2022's year-to-date, average sale price of **\$1,394,825** is up **121%**, **101%**, **76%** and **39%** from that of 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)



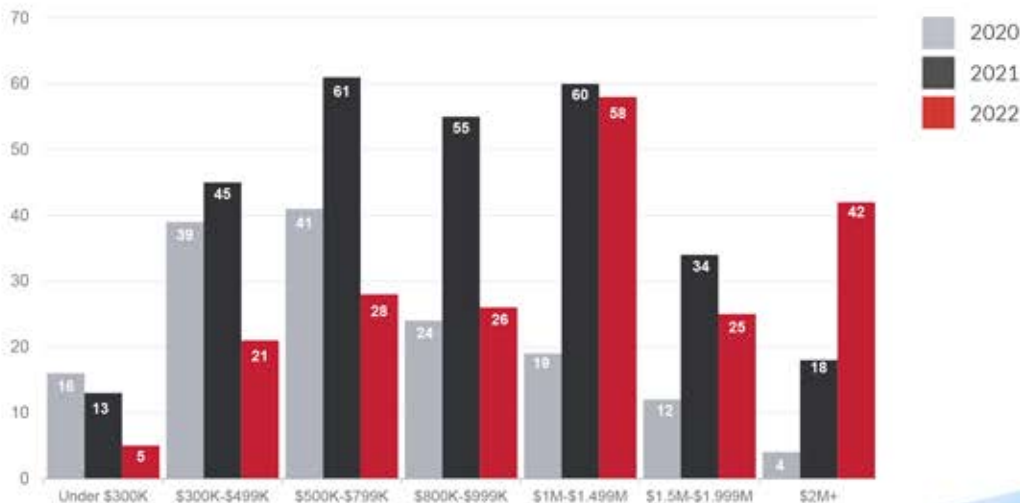


# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022's unit sales are up from 2021's in one price ranges and down in six. The Under \$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges are down **62%**, **53%**, **54%**, **53%**, **3%** and **26%** respectively. The \$2M+ range is up **133%**. More generally, the Under-\$500K bracket - which accounts for **13%** of 2022's sales - is down **55%** from a year ago. The \$500K-\$999K bracket - which accounts for **26%** of all sales - is down **54%**. And the \$1M+ bracket - which accounts for **61%** of all sales - is up **12%**.

Graph 5:

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



# 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:** \$219,824,443  
UP 14% from 2021

**UNIT SALES:** 118  
DOWN 15% from 2021

**AV. DAYS-ON-MARKET:** 23  
UP 1 day from 2021

**AV. SALE PRICE:** \$1,862,919  
UP 35% from 2021

### CONDOMINIUMS

**DOLLAR SALES:** \$37,131,094  
DOWN 37% from 2021

**UNIT SALES:** 60  
DOWN 44% from 2021

**AV. DAYS-ON-MARKET:** 34  
UP 5 days from 2021

**AV. SALE PRICE:** \$618,852  
UP 12% from 2021

### TOWNHOUSES

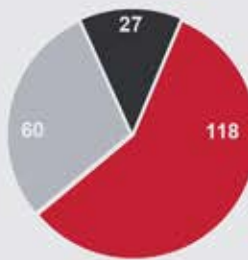
**DOLLAR SALES:** \$28,983,588  
DOWN 37% from 2021

**UNIT SALES:** 27  
DOWN 32% from 2021

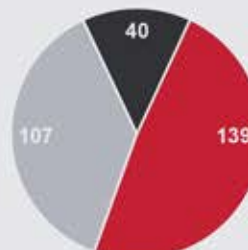
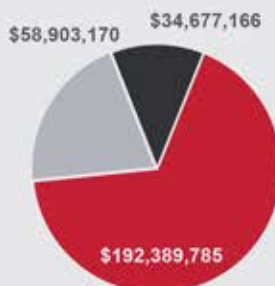
**AV. DAYS-ON-MARKET:** 19  
UP 8 days from 2021

**AV. SALE PRICE:** \$1,073,466  
UP 24% from 2021

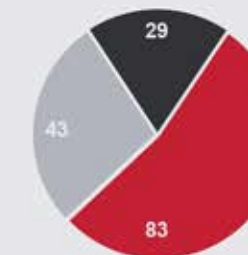
2022



2021



2020



■ Single Family ■ Condominium ■ Townhouse

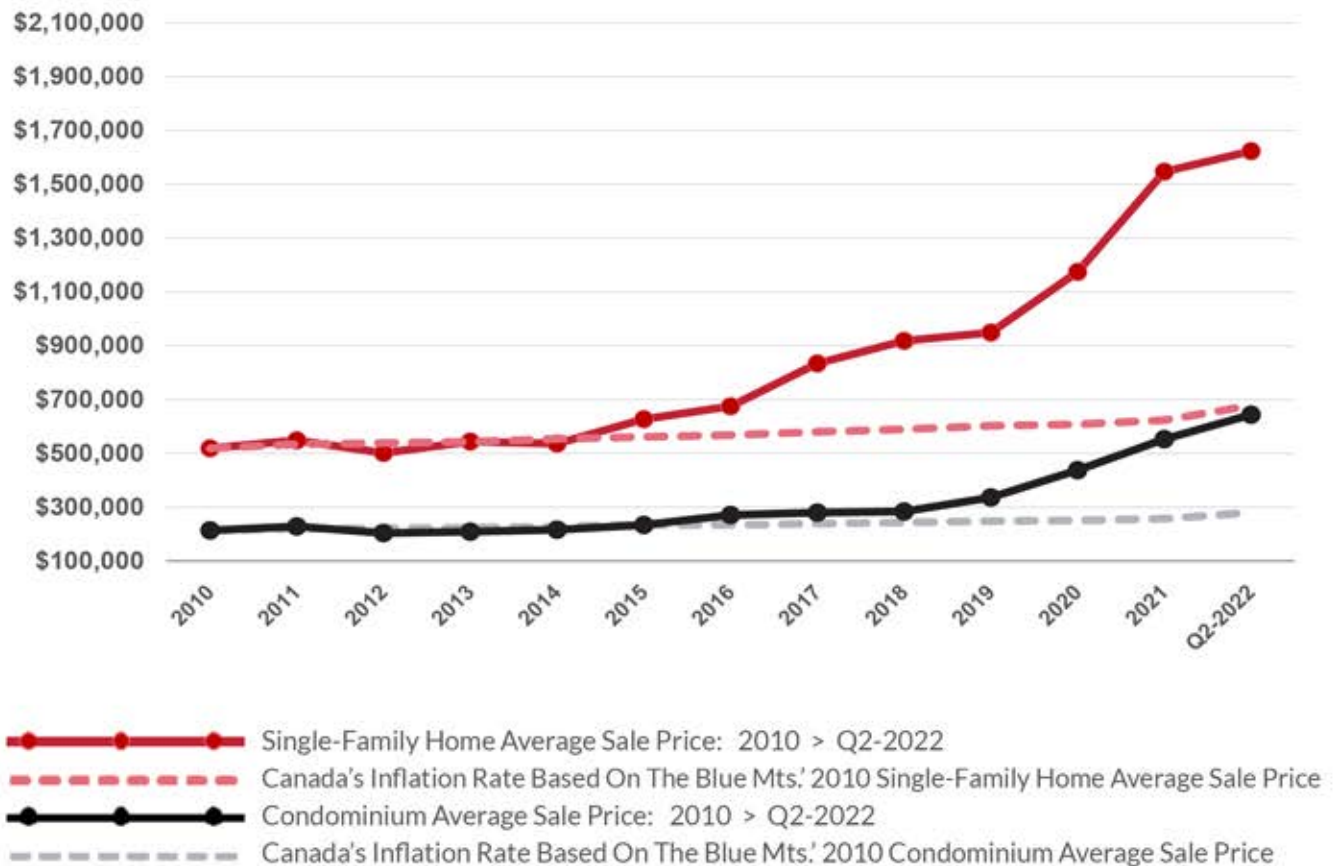


# THE BLUE MTS. AVERAGE SALE PRICES: 2010-2022

## BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ The Blue Mts.' average sale price for single-family homes in Q2-2022 was **\$1,623,165** that's up **5%, 38%, 71%, 77%** and **213%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q2-2022's average condo price of **\$644,029** was up **16%, 47%, 91%, 127%** and **201%** 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 **139%** above inflation by Q2-2022. Condo prices generally rose on a par with inflation until 2014 and then began to climb in 2015, rising to **130%** 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

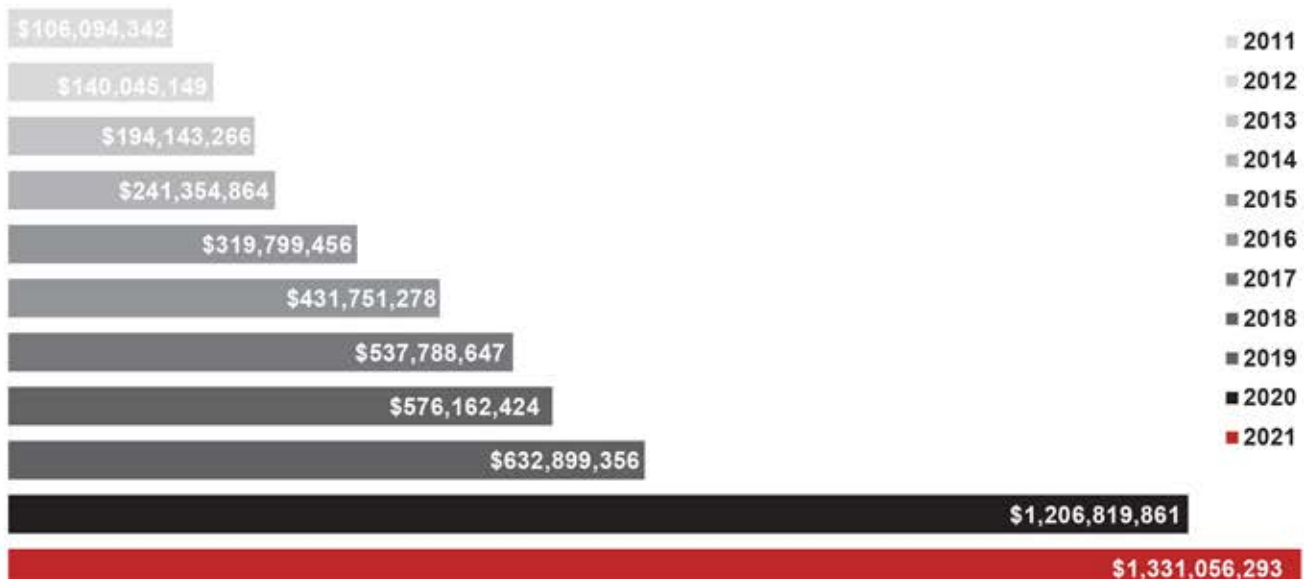


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME  
OF OUR CLOSEST REGIONAL COMPETITOR



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%	





# PERSONAL PROFESSIONAL PROGRESSIVE

## REAL ESTATE SERVICE

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### COLLINGWOOD

705-445-5520

330 First St.

### THORNbury

519-599-2136

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.