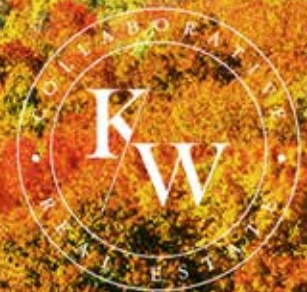


CLEARVIEW REAL ESTATE MARKET REPORT THIRD QUARTER 2022

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



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www.locationsnorth.com

OVERVIEW

VOLUME AND UNIT SALES DOWN, WITH AVERAGE SALE PRICE UP



YEAR-TO-DATE SALES VOLUME OF \$151,404,839

Down 34% from 2021's \$228,050,367 with units of 142 down 42% from one year ago. New listings of 370 up 17%, with the sales/listings ratio of 38% down 39%.



THIRD QUARTER SALES VOLUME OF \$33,311,622

Down 55% from Q3-2021's \$74,301,610, with units of 42 down 44% from Q3-2021's 75. New listings of 130 up 49%, with the sales/listings ratio of 32% down 54%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$1,066,231

Up 15% from 2021's \$930,818. Average days-on-market of 23 equal to one year ago.

OVERVIEW (cont'd)

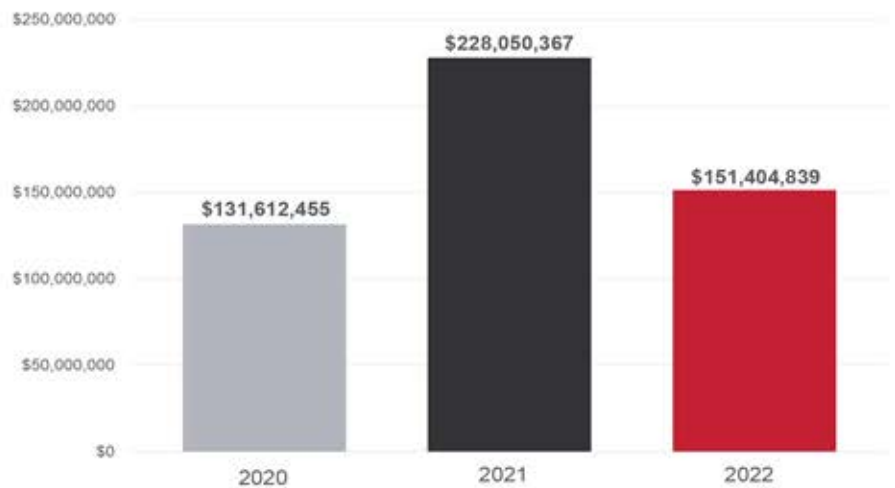


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

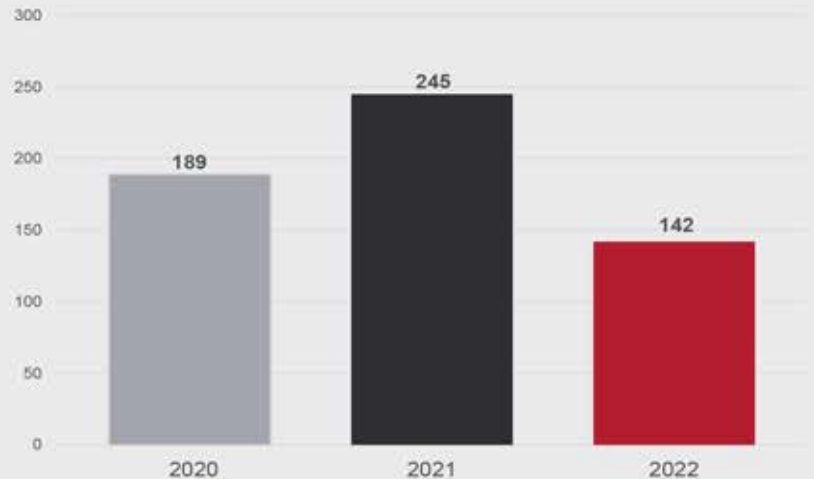
The Clearview market had a **97.7%** sale/list price ratio and an **18%** sales/listings ratio in September. Homes sold in **42** days on average, up **10** days from a year ago.



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

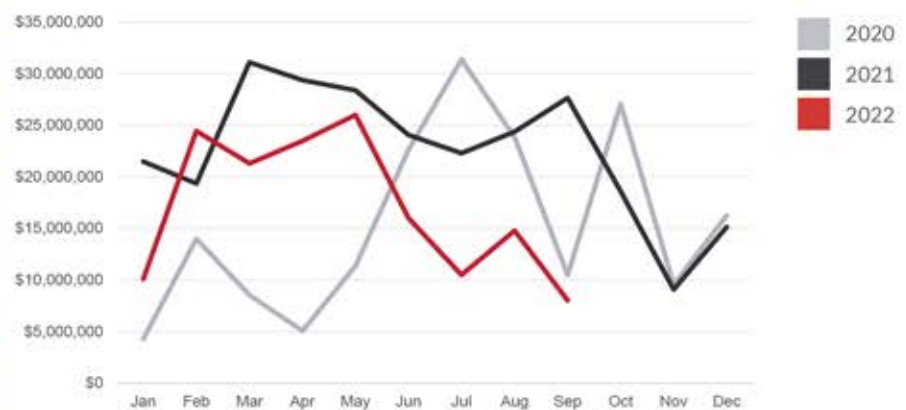
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$131,612,455	\$228,050,367	\$151,404,839	-34%
YTD Unit Sales	189	245	142	-42%
YTD New Listings	278	317	370	+17%
YTD Sales/Listings Ratio	68%	77%	38%	-39%
YTD Expired Listings	48	18	44	+144%
Third Quarter (Q3) Volume Sales	\$65,707,050	\$74,301,610	\$33,311,622	-55%
Q3 Unit Sales	92	75	42	-44%
Q3 New Listings	97	87	130	+49%
Q3 Sales/Listings Ratio	95%	86%	32%	-54%
Q3 Expired Listings	9	11	31	+182%
Q3 Average Sale Price	\$714,207	\$990,688	\$793,134	-20%
YTD Sales: Under \$300K	1	1	0	-100%
YTD Sales: \$300K - \$499K	69	24	3	-87%
YTD Sales: \$500K - \$799K	82	120	59	-51%
YTD Sales: \$800K - \$999K	11	35	32	-9%
YTD Sales: \$1M - \$1,499M	12	39	26	-33%
YTD Sales: \$1.5M - \$1,999M	9	12	12	0%
YTD Sales: \$2M+	5	14	10	-29%
YTD Average Days-On-Market	57	23	23	0%
YTD Average Sale Price	\$696,362	\$930,818	\$1,066,231	+15%

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

THE MARKET IN DETAIL (cont'd)

After enjoying a relatively strong Q1 and Q2, Clearview saw slow sales in Q3. Volume of **\$33,311,622** was down **55%** from Q3-2021's record **\$74,310,610**, and was the lowest since 2018. Year-to-date sales of **\$151,404,839**, Clearview's second best ever, were down **34%** from last year's high of **\$228,050,367**. On the units side, Q3's **42** sales were down **44%** from Q3-2021's **75**, and down **54%** from Q3-2020's record **92**. Year-to-date sales of **142** were down **42%** from last year's record **245** and the second fewest in the last ten years. Lastly, 2022's year-to-date, average sale price is still doing relatively well. At **\$1,066,231** it's up **99%**, **90%**, **53%** and **15%** from that of 2018, 2019, 2020 and 2021 respectively.

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



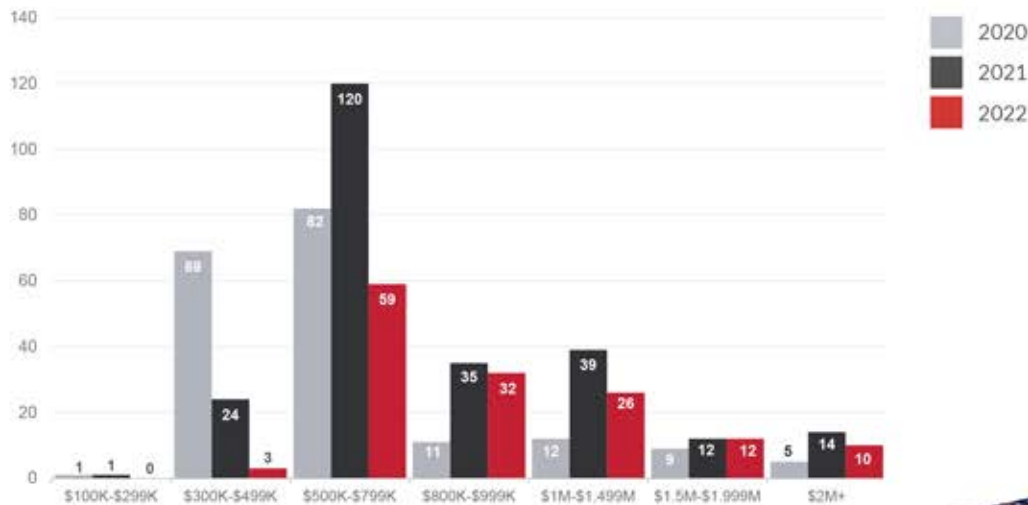
Graph 4:
Clearview Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are down from 2021 in six price ranges and equal in one. The \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, 1M-\$1.499M and \$2M+ ranges are down **100%**, **87%**, **51%**, **9%**, **33%** and **29%** respectively; while the \$1.5M-\$1.999M is **equal**. More generally, the Under-\$500K bracket – which accounts for **2%** of the sales – is down **88%** from 2021. The \$500K-\$999K bracket – which accounts for **64%** of all sales – is down **41%**. And the \$1M+ bracket – which accounts for **34%** of all sales – is down **26%**.

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: \$148,419,339
DOWN 34% from 2021

UNIT SALES: 137
DOWN 42% from 2021

AV. DAYS-ON-MARKET: 23
EQUAL to 2021

AV. SALE PRICE: \$1,083,353
UP 15% from 2021

CONDOS/TOWNS

DOLLAR SALES: \$2,985,500
DOWN 40% from 2021

UNIT SALES: 5
DOWN 44% from 2021

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

AV. SALE PRICE: \$597,100
UP 11% from 2021

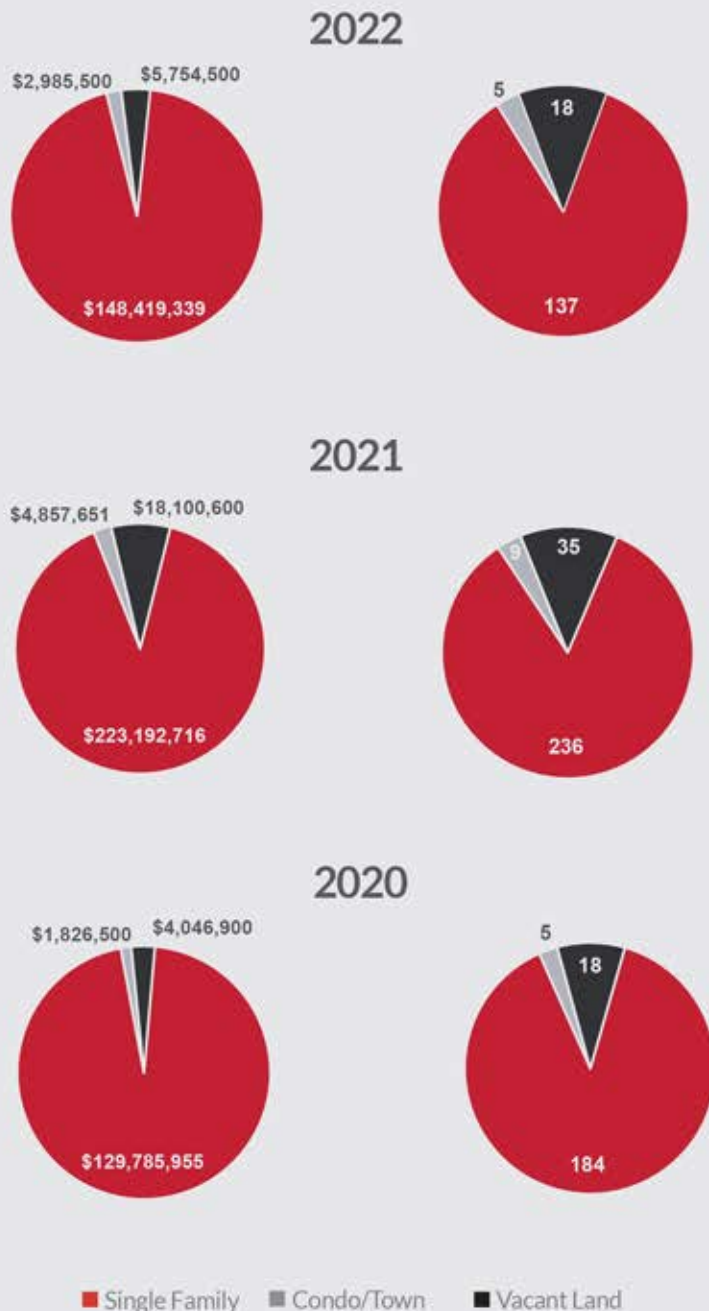
VACANT LAND

DOLLAR SALES: \$5,754,500
DOWN 68% from 2021

UNIT SALES: 18
DOWN 49% from 2021

AV. DAYS-ON-MARKET: 54
UP 17 days from 2021

AV. SALE PRICE: \$319,694
DOWN 38% from 2021



CLEARVIEW AVERAGE SALE PRICES: 2010-2022

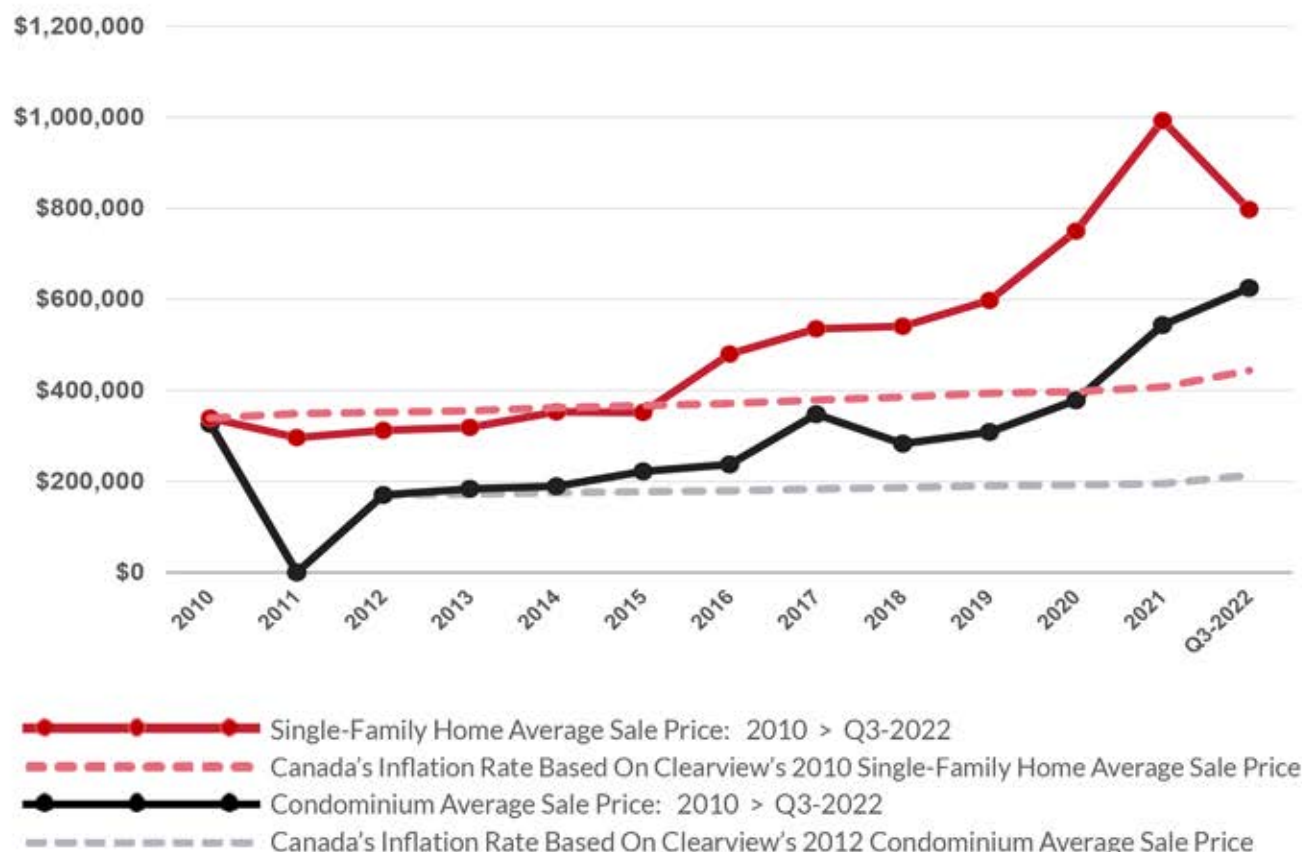
AVERAGE SINGLE-FAMILY HOME PRICE FALL MAINLY DUE TO THE SPECIFIC HOMES SOLD



Clearview's average sale price for single-family homes in Q3-2022 was **\$797,235**; that's down **42%** from Q2 and **20%** from 2021, but up **6%, 33%, 47%** and **135%** from 2020, 2019, 2018 and 2010 respectively. Q3-2022's average condo price of **\$625,000** was up **15%, 65%, 103%, 121%** and **267%** 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 Q3-2022 the average price rose to **80%** 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 **267%** rise above the inflation rate by Q3-2022.



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

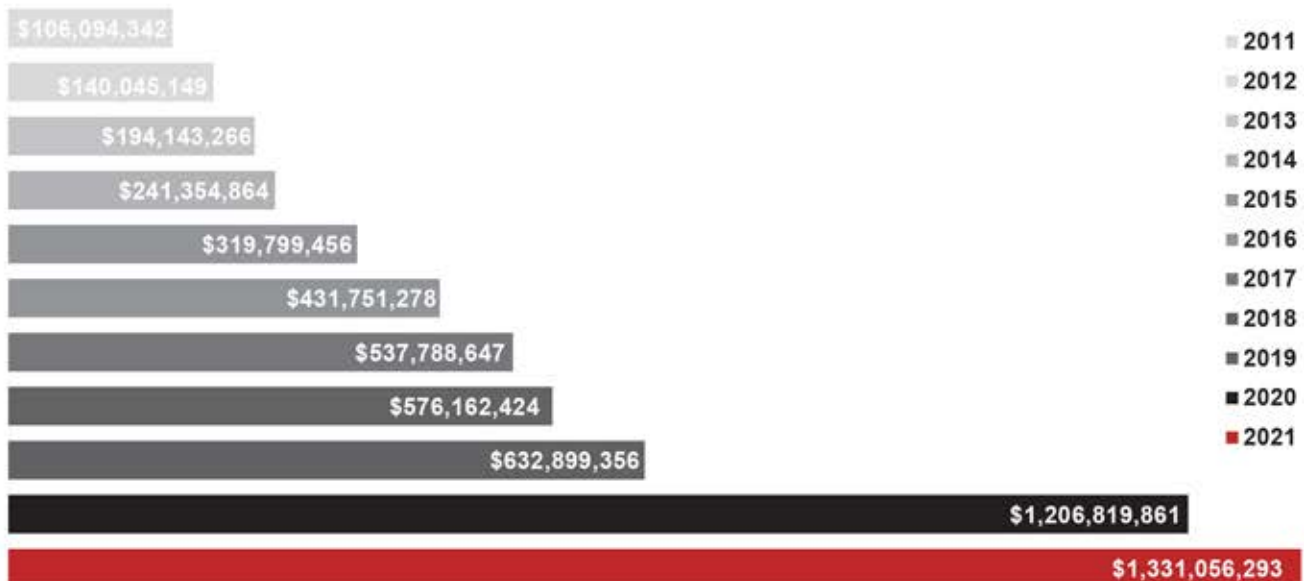


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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.

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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.