

COLLINGWOOD REAL ESTATE MARKET REPORT

THIRD 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 \$350,342,958

Down 23% from 2021's \$454,875,398, with units of 378 down 34% from last year's 571. New listings of 842 up 13%, with the sales/listings ratio of 45% down 32%.



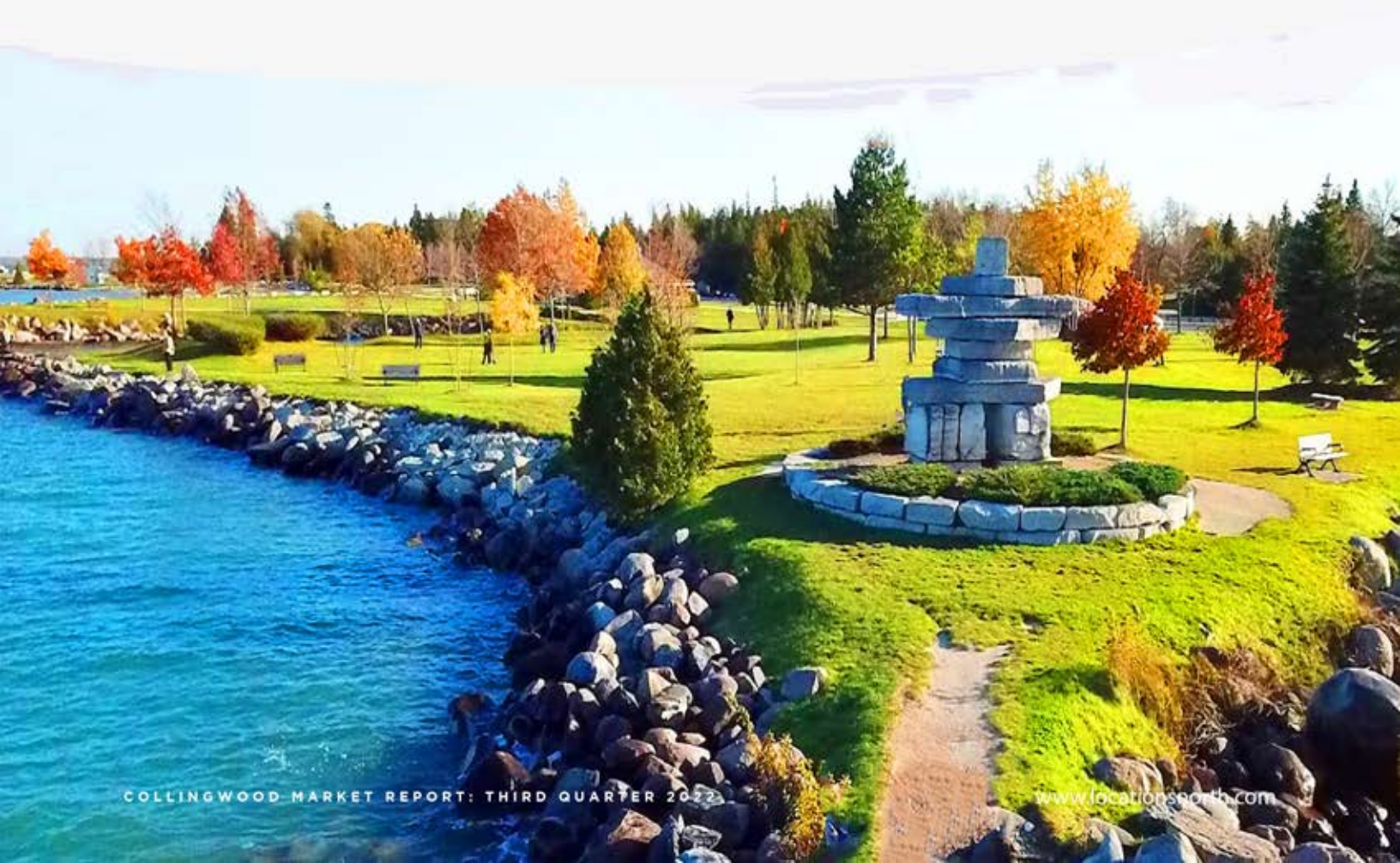
THIRD-QUARTER SALES VOLUME OF \$95,316,910

Down 36% from Q3-2021's \$148,412,029, with units of 119 down 36% from Q3-2021's 185. New listings of 304 up 36%, with the sales/listings ratio of 39% down 44%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$925,833

Up 16% from 2021's \$796,629. Average days-on-market of 18 up by 1 day..



OVERVIEW (cont'd)

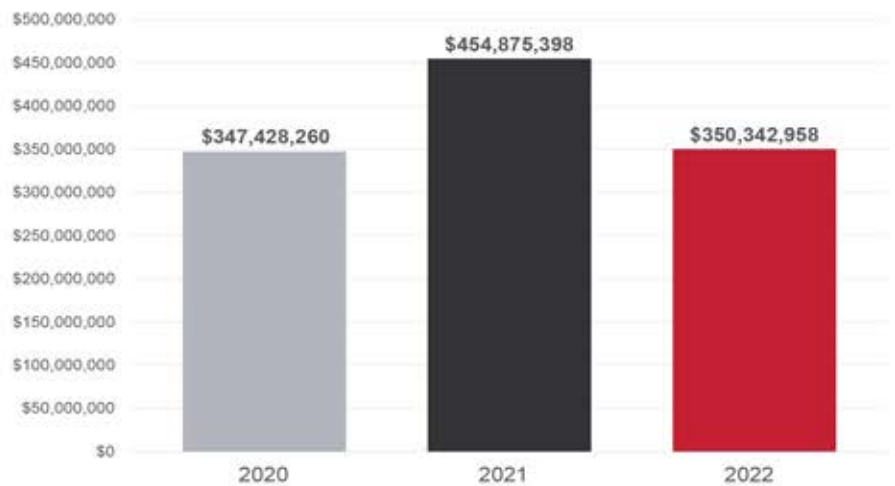


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

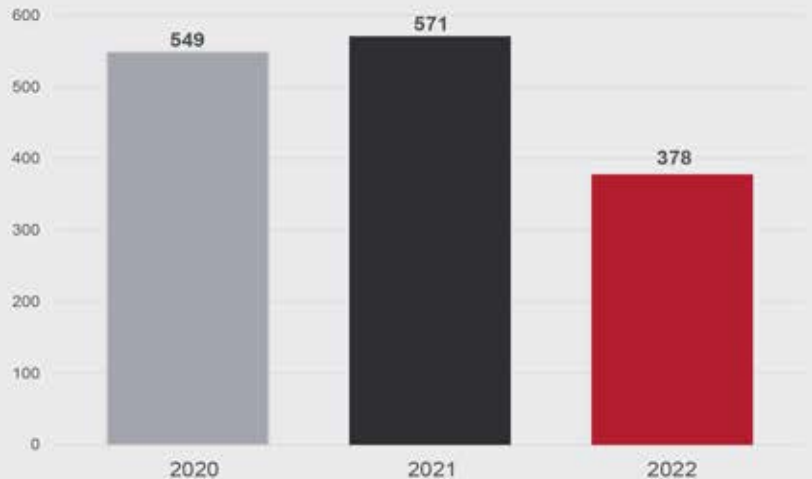
The Collingwood market had a **96.7%** sale/list price ratio and a **35%** sales/listings ratio in September. Homes sold in **16** days on average, up **2** days from a year ago. Overall, the market is transitioning towards balance.



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



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



THE MARKET IN DETAIL



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

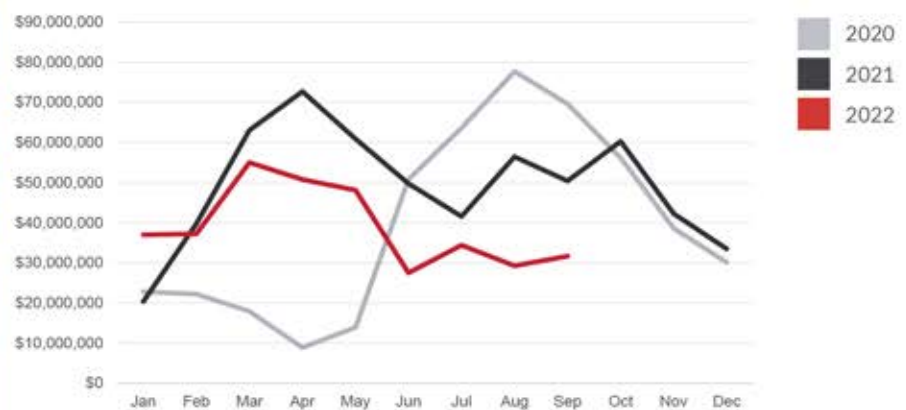
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$347,428,260	\$454,875,398	\$350,342,958	-23%
YTD Unit Sales	549	571	378	-34%
YTD New Listings	787	746	842	+13%
YTD Sales/Listings Ratio	70%	77%	45%	-32%
YTD Expired Listings	80	25	67	+168%
Third Quarter (Q3) Volume Sales	\$210,911,877	\$148,412,029	\$95,316,910	-36%
Q3 Unit Sales	309	185	119	-36%
Q3 New Listings	322	223	304	+36%
Q3 Sales/Listings Ratio	96%	83%	39%	-44%
Q3 Expired Listings	17	12	49	+308%
Q3 Average Sale Price	\$682,563	\$802,227	\$800,982	-.02%
YTD Sales: Under \$300K	23	6	0	-600%
YTD Sales: \$300K - \$499K	205	91	35	-62%
YTD Sales: \$500K - \$799K	213	262	124	-54%
YTD Sales: \$800K - \$999K	46	103	102	-1%
YTD Sales: \$1M - \$1,499M	45	82	79	-4%
YTD Sales: \$1.5M - \$1,999M	13	18	28	+56%
YTD Sales: \$2M+	4	9	10	+11%
YTD Average Days-On-Market	41	17	18	+6%
YTD Average Sale Price	\$632,838	\$796,629	\$925,833	+16%

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.

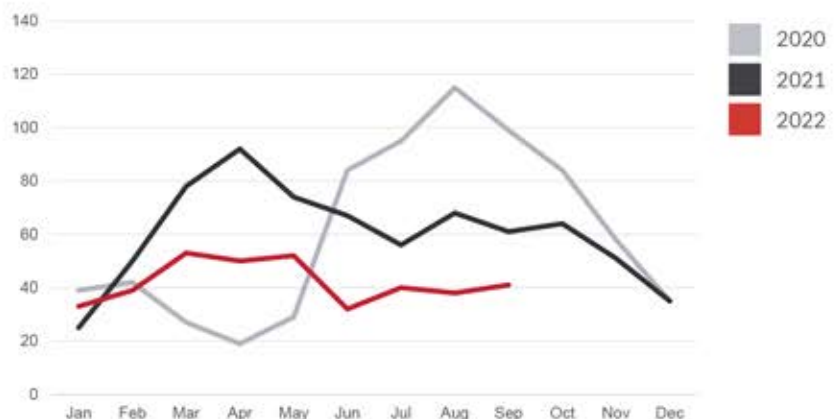
THE MARKET IN DETAIL (cont'd)

After seeing relatively strong Q1 and Q2 volume sales, the Collingwood market slowed in Q3. Volume of **\$95,316,910** was down **36%** from Q3-2021's **\$148,412,029**, and was the lowest since 2019. Year-to-date sales of **\$350,342,958**, the second best ever, were down **23%** from last year's record **\$454,875,398**. On the units side, Q3's **119** sales were down **34%** from Q3-2021's **185**, and down **61%** from Q3-2020's high of **309**. Year-to-date sales of **378** were down **34%** from 2016's benchmark **576**, and the fewest in the last ten years. That said, 2022's year-to-date, average sale price of **\$925,833** is still doing well. Although down from January's moonshot high of **\$1,121,633**, it's up **88%, 74%, 46%** and **16%** from that of 2018, 2019, 2020 and 2021 respectively.

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



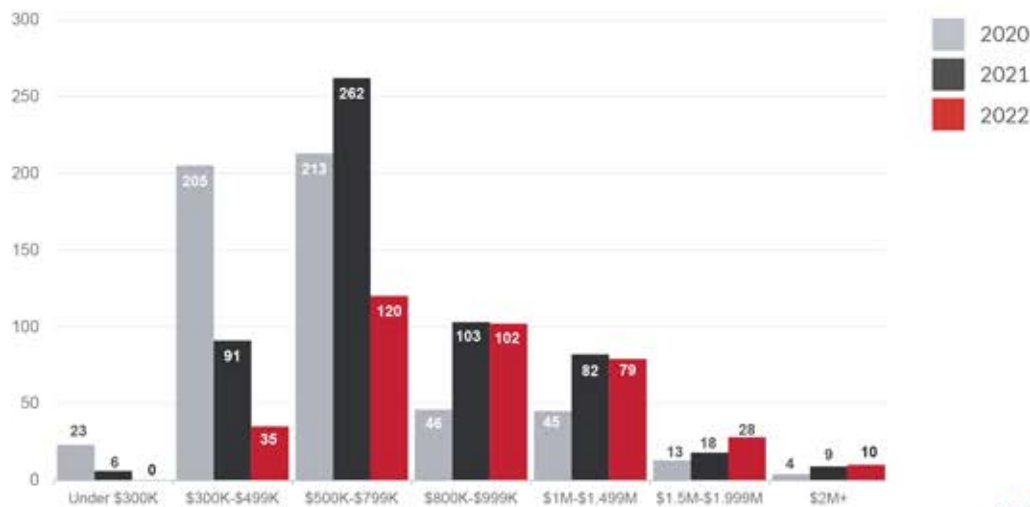
Graph 4:
Collingwood Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in two price ranges and down in five. The \$1.5M-\$1.999M and \$2M+ ranges are up **56%** and **11%** respectively. The Under-\$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K and \$1M-\$1.499M, ranges are down **600%**, **62%**, **54%**, **1%** and **4%** respectively. More generally, the Under-\$500K bracket – which accounts for **9%** of 2022's sales – is down **64%** from a year ago. The \$500K-\$999K bracket – which accounts for **59%** of all sales – is down **39%**. And the \$1M+ bracket – which accounts for **32%** of all sales – is up **7%**.

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



SALES BY PROPERTY TYPE

Graph 6:

Collingwood MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$226,258,864
DOWN 20% from 2021

UNIT SALES: 209
DOWN 31% from 2021

AV. DAYS-ON-MARKET: 18
UP 4 days from 2021

AV. SALE PRICE: \$1,082,578
UP 15% from 2021

CONDOMINIUMS

DOLLAR SALES: \$61,501,572
DOWN 30% from 2021

UNIT SALES: 93
DOWN 38% from 2021

AV. DAYS-ON-MARKET: 20
DOWN 8 days from 2021

AV. SALE PRICE: \$661,307
UP 13% from 2021

TOWNHOUSES

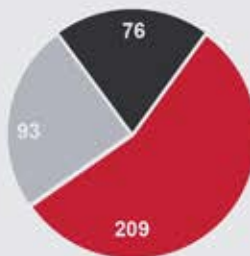
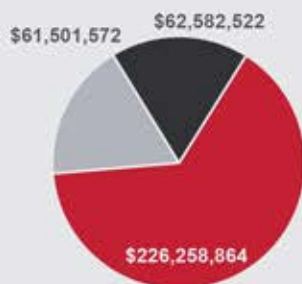
DOLLAR SALES: \$62,582,522
DOWN 25% from 2021

UNIT SALES: 76
DOWN 37% from 2021

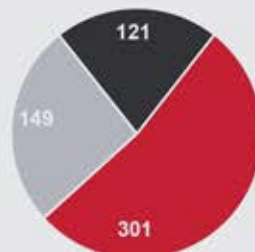
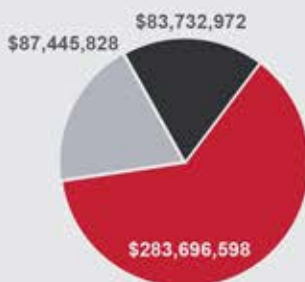
AV. DAYS-ON-MARKET: 17
UP 4 days from 2021

AV. SALE PRICE: \$823,454
UP 19% from 2021

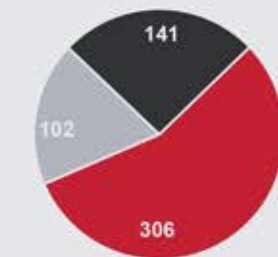
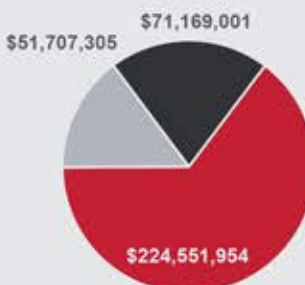
2022



2021



2020



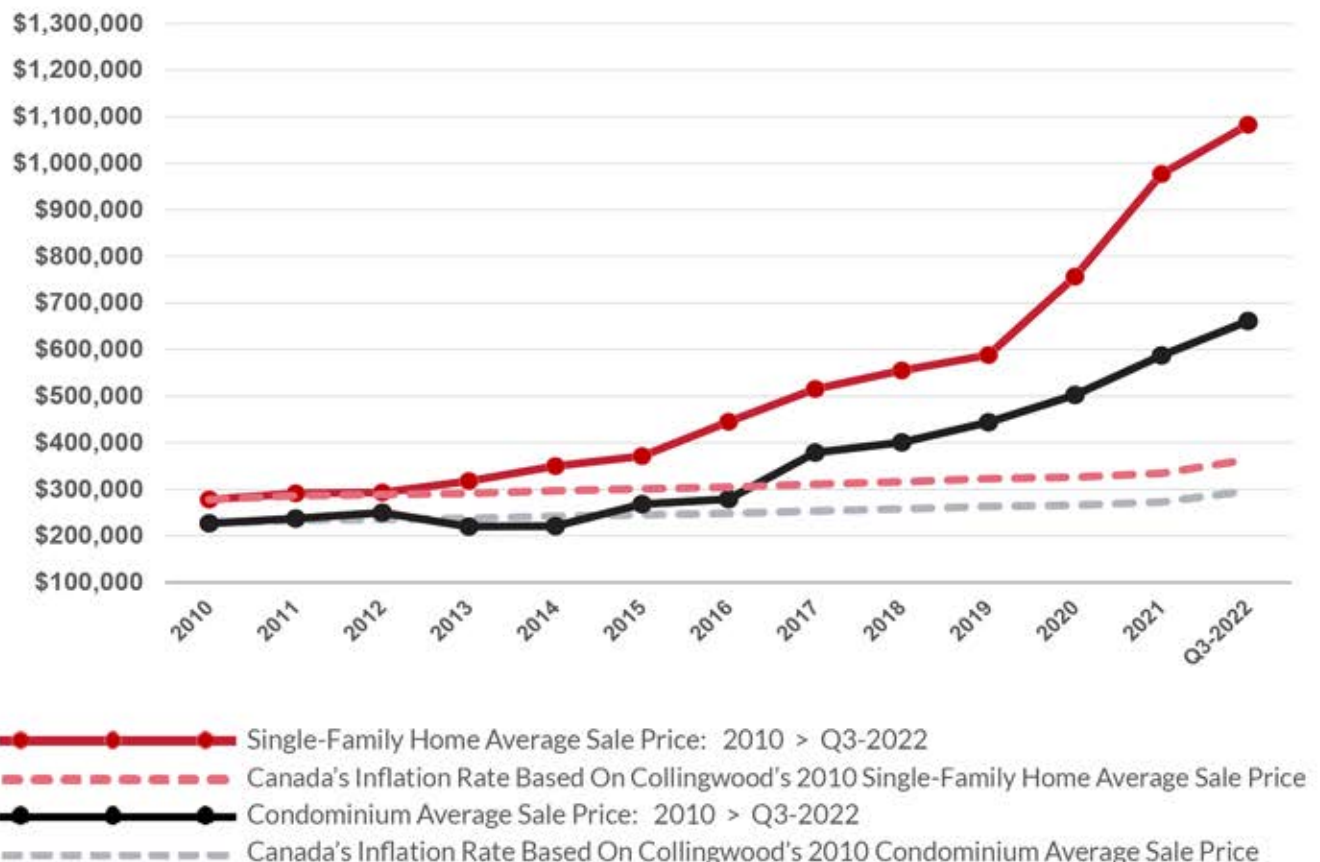
■ Single Family ■ Condominium ■ Townhouse

COLLINGWOOD AVERAGE SALE PRICES: 2010-2022

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Collingwood's average sale price for single-family homes in Q3-2022 was **\$1,082,578**; that's up **10%, 43%, 84%, 95%** and **289%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q3-2022's average condo price of **\$661,307** is up **13%, 32%, 49%, 65%** and **191%** from 2021, 2020, 2019, 2018 and 2010 respectively.

↑ From 2010-2012 the average sale price of single-family homes increased at roughly Canada's inflation rate. From 2013 to Q3-2022 the average price rose to **198%** above inflation. The condo average price was under the inflation rate in 2014 before rising to **123%** above inflation in 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

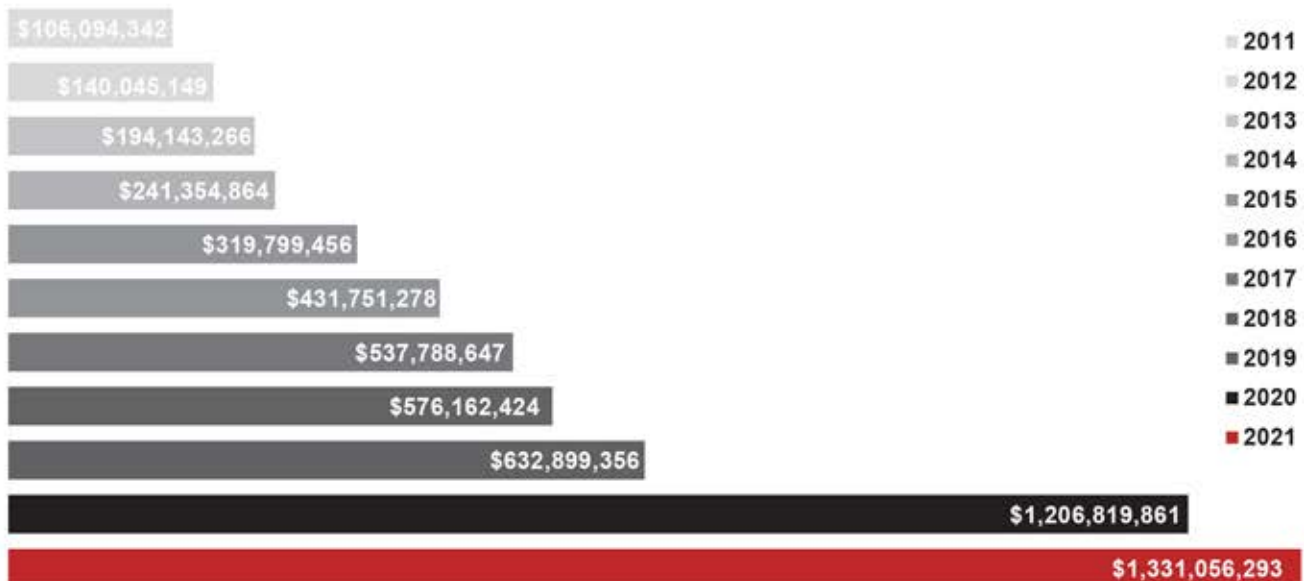


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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.

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.