

# CLEARVIEW REAL ESTATE MARKET REPORT THIRD QUARTER 2023

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



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# OVERVIEW

## THIRD-QUARTER SALES UP FROM A YEAR AGO, BUT YEAR-TO-DATE SALES DOWN OVERALL



### YEAR-TO-DATE SALES VOLUME OF \$131,788,847

Down **13%** from 2022's **\$151,674,839**, with units of **140** down **1%** from one year ago. New listings of **378** up **2%**, with the sales/listings ratio of **37%** down **1%**.



### THIRD-QUARTER SALES VOLUME OF \$45,386,759

Up **32%** from Q3-2022's **\$34,401,622**, with units of **47** up **9%** from Q3-2022's **43**. New listings of **142** up **9%**, with the sales/listings ratio of **33%** equal to Q3-2022.



### YEAR-TO-DATE AVERAGE SALE PRICE OF \$941,349

Down **12%** from 2022's **\$1,068,133**. Average days-on-market of **40** up **17** days from a year ago.



# OVERVIEW (cont'd)

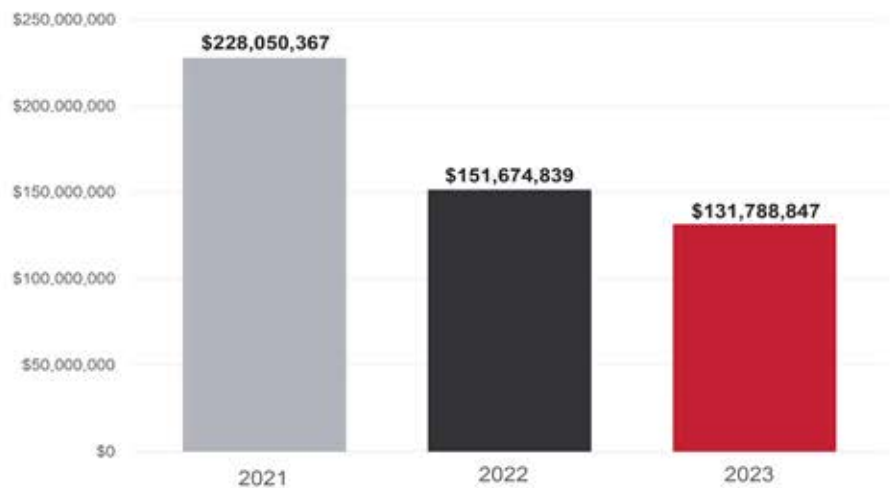


## THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

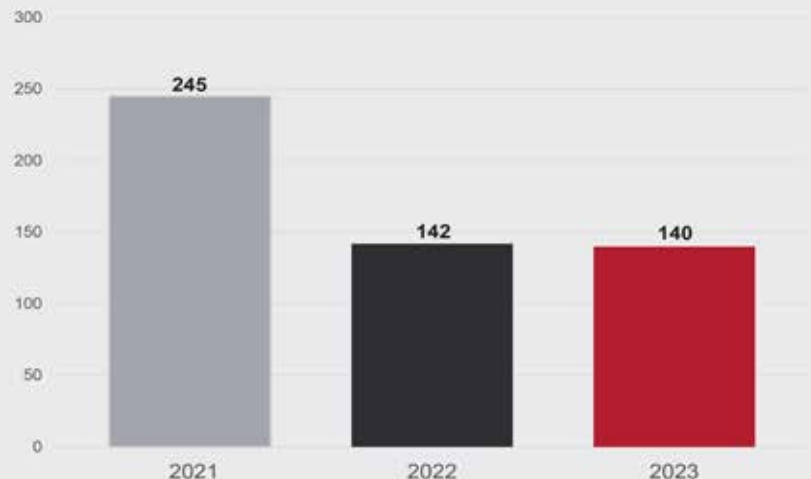
The Clearview market had a **97.7%** sale/list price ratio in September, down from last September's **97.8%**. Homes sold in **26** days on average, down **17** days from a year ago. There is currently **6** months of inventory, down from last year's **9**. All that, and September's **31%** sales/listings ratio, points to a buyers' market.



Graph 1:  
Clearview MLS® Sales  
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:  
Clearview MLS® Sales  
2021 vs. 2022 vs. 2023 (Units)



# THE MARKET IN DETAIL



Table 1:  
**Clearview MLS® Residential Sales And Listing Summary**  
2021 vs. 2022 vs. 2023

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$228,050,367	\$151,674,839	\$131,788,847	-13%
YTD Unit Sales	245	142	140	-1%
YTD New Listings	317	370	378	+2%
YTD Sales/Listings Ratio	77%	38%	37%	-1%
YTD Expired Listings	18	44	50	+14%
Third Quarter (Q3) Volume Sales	\$74,301,610	\$34,401,622	\$45,386,759	+32%
Q3 Unit Sales	75	43	47	+9%
Q3 New Listings	87	130	142	+9%
Q3 Sales/Listings Ratio	86%	33%	33%	0%
Q3 Expired Listings	11	31	24	-23%
Q3 Average Sale Price	\$990,688	\$793,134	\$965,676	+22%
YTD Sales: Under \$300K	1	0	0	0%
YTD Sales: \$300K - \$499K	24	3	12	+300%
YTD Sales: \$500K - \$799K	120	59	63	+7%
YTD Sales: \$800K - \$999K	35	31	32	+3%
YTD Sales: \$1M - \$1.499M	39	27	18	-33%
YTD Sales: \$1.5M - \$1.999M	12	12	9	-25%
YTD Sales: \$2M+	14	10	6	-40%
YTD Average Days-On-Market	23	23	40	+74%
YTD Average Sale Price	\$930,818	\$1,068,133	\$941,349	-12%

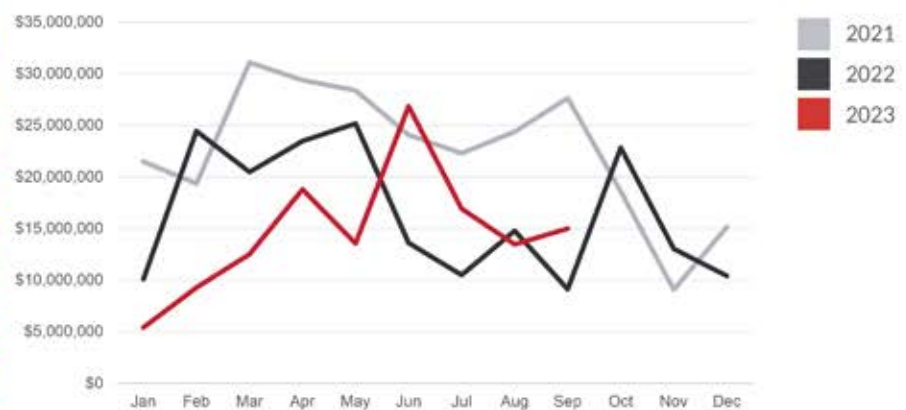
NOTE: All MLS® sales data in this report comes from the Lakelands Association Of REALTORS® and refers specifically to residential sales as of Oct. 3, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.



# THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, Clearview's Q3 sales saw a small rise over Q3-2022, but a relatively large drop from Q2 of this year. Volume of **\$45,386,759** was up **32%** from Q3-2022's **\$34,401,622**, but down **23%** from Q2-2023's **\$59,200,993**, and down **39%** from Q3-2021's record **\$74,301,610**. As well, year-to-date sales of **\$131,788,847** were down **13%** from last year and down **42%** from 2021's high-water mark of **\$228,050,367**. On the units side, Q3's **47** were up **9%** from last year's **43**, but down **51%** from 2020's record **92**; while 2023's year-to-date total of **140** was down **37%** from 2021's benchmark **245**. Lastly, 2023's year-to-date, average sale price of **\$941,349**, while down **12%** from last year's high of **\$1,068,133**, was still up **75%, 68%, 35%** and **1%** from that of 2018, 2019, 2020, and 2021 respectively.

Graph 3:  
**Clearview Monthly MLS® Sales**  
2021 vs. 2022 vs. 2023 (Volume)



Graph 4:  
**Clearview Monthly MLS® Sales**  
2021 vs. 2022 vs. 2023 (Units)

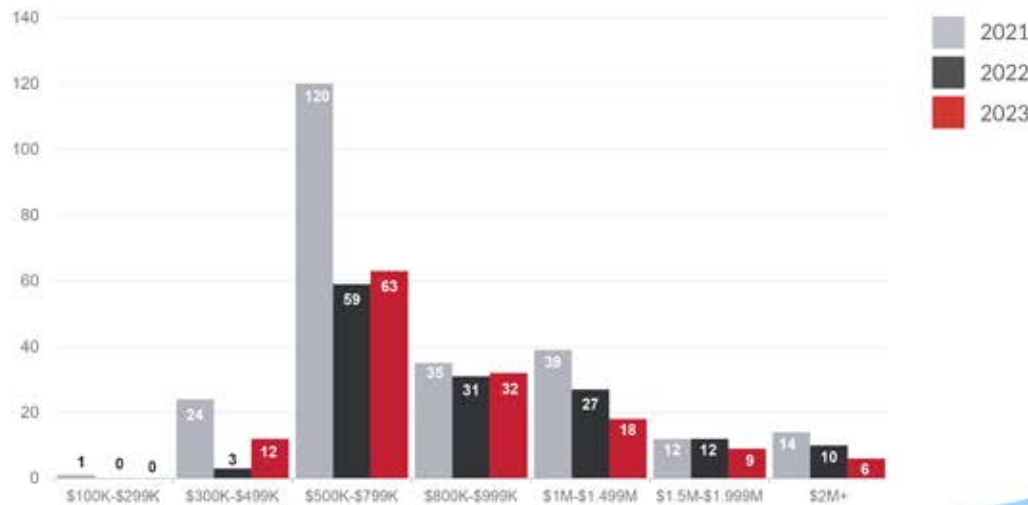




# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales are up from 2022 in three price ranges, down in three and equal in one. The \$300K-\$499K, \$500K-\$799K and \$800K-\$999K are up **300%**, **7%** and **3%** respectively. The \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **33%**, **25%** and **40%** respectively. And the Under-\$300K range is equal with no sales. More generally, the Under-\$500K bracket – which accounts for **9%** of the sales – is up **300%** from 2022. The \$500K-\$999K bracket – which accounts for **67%** of all sales – is up **%**. And the \$1M+ bracket – which accounts for **24%** of all sales – is down **33%**.

Graph 5:  
**Clearview MLS® Sales By Price**  
2021 vs. 2022 vs. 2023 (Units)



# SALES BY PROPERTY TYPE

Graph 6:  
Clearview MLS® Sales By Property Type  
2021 vs. 2022 vs. 2023 (Dollars and Units)

## 2023 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$129,140,847  
DOWN 13% from 2022

**UNIT SALES:** 135  
DOWN 1% from 2022

**AV. DAYS-ON-MARKET:** 40  
UP 17 days from 2022

**AV. SALE PRICE:** \$956,599  
DOWN 12% from 2022

### CONDO/TOWNS

**DOLLAR SALES:** \$2,648,000  
DOWN 11% from 2022

**UNIT SALES:** 5  
EQUAL to 2022

**AV. DAYS-ON-MARKET:** 29  
UP 4 days from 2022

**AV. SALE PRICE:** \$529,600  
DOWN 11% from 2022

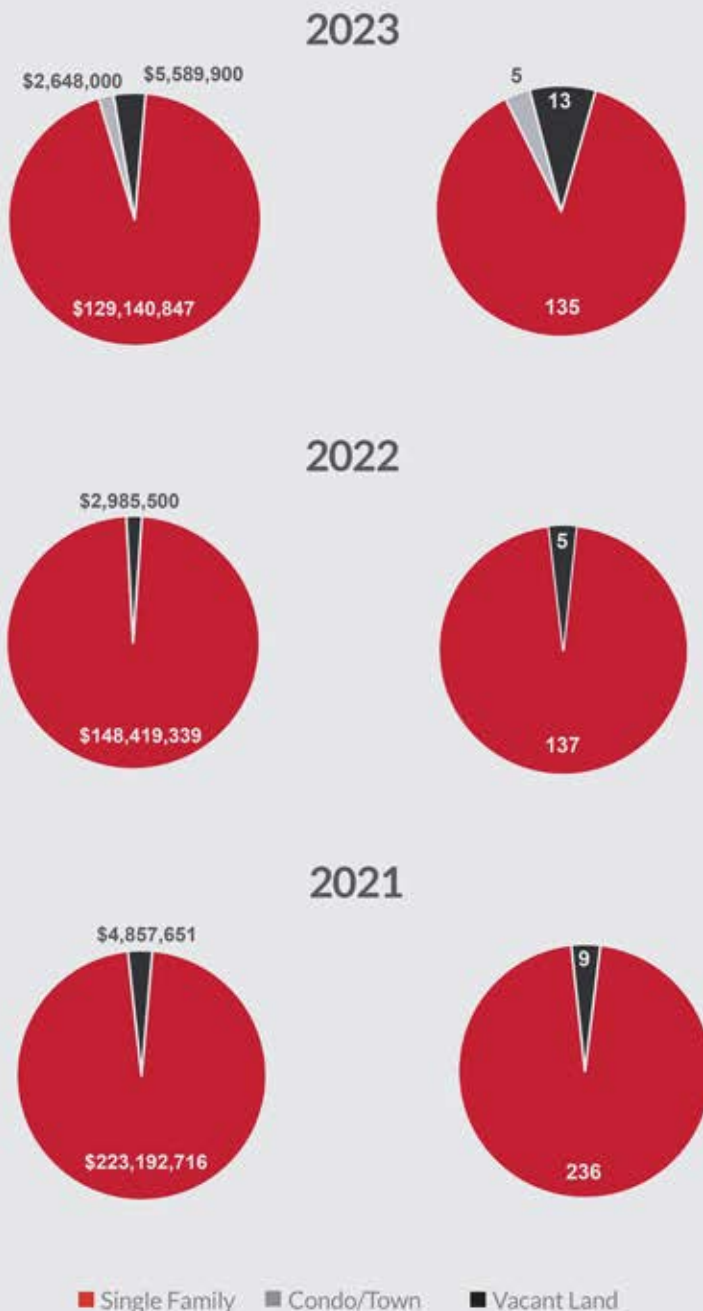
### RESIDENTIAL LAND

**DOLLAR SALES:** \$5,589,900  
DOWN 3% from 2022

**UNIT SALES:** 13  
DOWN 28% from 2022

**AV. DAYS-ON-MARKET:** 27  
DOWN 27 days from 2022

**AV. SALE PRICE:** \$429,992  
UP 35% from 2022





# CLEARVIEW AVERAGE SALE PRICES: 2010-2023

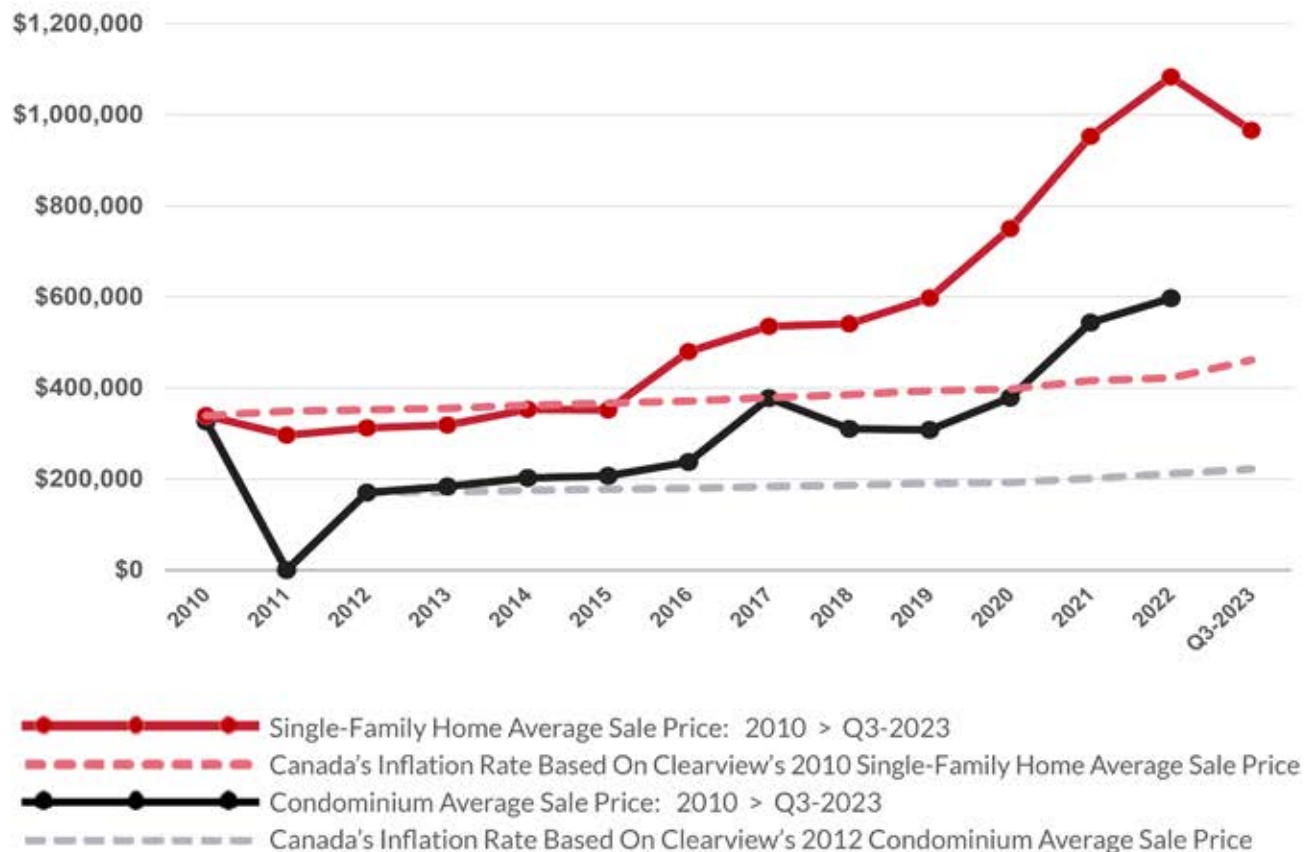
## THIRD-QUARTER AVERAGE PRICES WERE MAINLY DOWN FROM LAST YEAR



The average sale price of a single-family home in September was **\$882,256**; that's down **19%** and **7%** from 2022 and 2021 respectively, but up **18%** and **160%** from 2020 and 2010 respectively. There were no condo/townhouse sales after Q2. That said, the Q2 average of **\$529,600** was down **11%** and **3%** from 2022 and 2021 respectively, but up **40%** from 2020.



From 2010-2013 the average sale price of a single-family home increased at just under Canada's inflation rate and rose to **109%** above inflation in September 2023. Condo prices were under the inflation rate until 2015 before starting to climb in 2016. There were no condo/townhouse sales in Q3, but 2023's average price as a whole was **139%** above inflation.





# ROYAL LEPAGE LOCATIONS NORTH IN 2022

OUR 10TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY IN THE REGION



TWO-AND-A-HALF TIMES THE VOLUME SALES OF OUR CLOSEST REGIONAL COMPETITOR

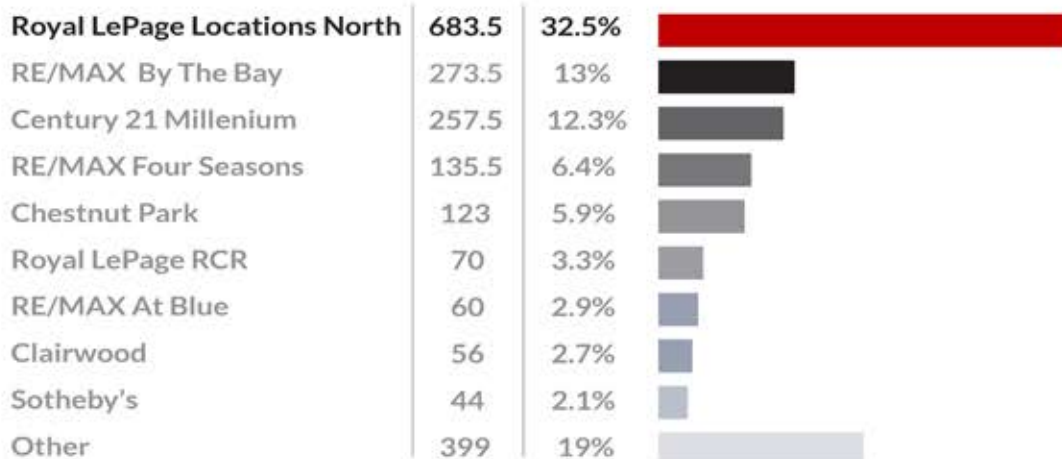


TWO-AND-A-HALF TIMES THE UNIT SALES OF OUR CLOSEST REGIONAL COMPETITOR



NEARLY FOUR TIMES THE LUXURY HOME SALES OF OUR CLOSEST REGIONAL COMPETITOR

## 2022 Southern Georgian Bay Unit Sales



# 2022 COMMUNITY SALES

\*\$1,500,000+

## Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	265	37%	
Century 21 Millenium	103	14.4%	
RE/MAX Four Seasons	67.5	9.4%	
Chestnut Park	42	5.9%	
Clairwood	40	5.6%	
Royal LePage RCR	32	4.5%	
RE/MAX By The Bay	26	3.6%	
Forest Hill	23	3.2%	
Engel And Volkers	16	2.2%	
Other	91.5	12.8%	

## The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	173.5	36.6%	
Century 21 Millenium	59	12.5%	
RE/MAX At Blue	59	12.5%	
RE/MAX Four Seasons	41	8.7%	
Chestnut Park	38	8%	
Royal LePage RCR	20	4.2%	
Sothebys	18	3.8%	
Clairwood	12	2.5%	
Bosley	11	2.3%	
Other	42	8.9%	

## Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	73	45.3%	
Chestnut Park	14	8.7%	
Century 21 Millenium	14	8.7%	
Sotheby's	8	5%	
RE/MAX Four Seasons	8	5%	
RE/MAX Hallmark	7	4.3%	
Forest Hill	3	1.9%	
Bosley	3	1.9%	
RE/MAX By The Bay	3	1.9%	
Other	28	17.4%	

## Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	51	32.1%	
RE/MAX By The Bay	28	17.6%	
Chestnut Park	17	10.7%	
Royal LePage RCR	9	5.7%	
RE/MAX Four Seasons	7	4.4%	
Century 21 Millenium	6.5	4.1%	
Forest Hill	3	1.9%	
Sotheby's	3	1.9%	
Bosley	2	1.3%	
Other	32.5	20%	

## Grey Highlands

	UNITS	PERCENTAGE	
Royal LePage Locations North	12	36.4%	
Chestnut Park	7	21.2%	
Century 21 Millenium	3	9.1%	
Forest Hill	2	6.1%	
RE/MAX Four Seasons	2	6.1%	
Johnston & Daniel	1	3%	
Royal LePage RCR	1	3%	
Solid Rock	1	3%	
Royal LePage Royal City	1	3%	
Other	3	9.1%	

## Southern Georgian Bay Luxury Homes\*

	UNITS	PERCENTAGE	
Royal LePage Locations North	53	27%	
Century 21 Millenium	14	7%	
Chestnut Park	13.5	6.9%	
RE/MAX Four Seasons	12	6%	
Royal LePage RCR	9	4.6%	
Sothebys	9	4.6%	
Forest Hill	8	4.1%	
RE/MAX By The Bay	8	4.1%	
Engel & Volkers	5	2.6%	
Other	57.5	29.6%	





# PERSONAL PROFESSIONAL PROGRESSIVE

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### THORN BURY

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27 Arthur St.

### MEAFORD

519-538-5755

96 Sykes St.

### CREEMORE

705-881-9005

154 Mill St.

### STAYNER

705-4289-2800

7458 ON-26 Unit 11.

### WASAGA BEACH

705-429-4800

1249 Mosley St.