

CLEARVIEW REAL ESTATE MARKET REPORT

2022 IN REVIEW

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



OVERVIEW

SLOW 2022 SALES REBOUND WITH RELATIVELY STRONG FOURTH QUARTER



ANNUAL SALES VOLUME OF \$198,765,839

Down 27% from 2021's \$270,860,167, with units of 186 down 36% from one year ago. New listings of 439 up 14%, with the sales/listings ratio of 42% down 33%.



FOURTH QUARTER SALES VOLUME OF \$46,271,000

Up 8% from Q4-2021's \$42,809,800, with units of 43 down 2% from Q4-2021's 44. New listings of 69 up one, with the sales/listings ratio of 62% down 3%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$1,068,634

Up 14% from 2021's \$937,232. Average days-on-market of 30 up 8 days.

OVERVIEW (cont'd)

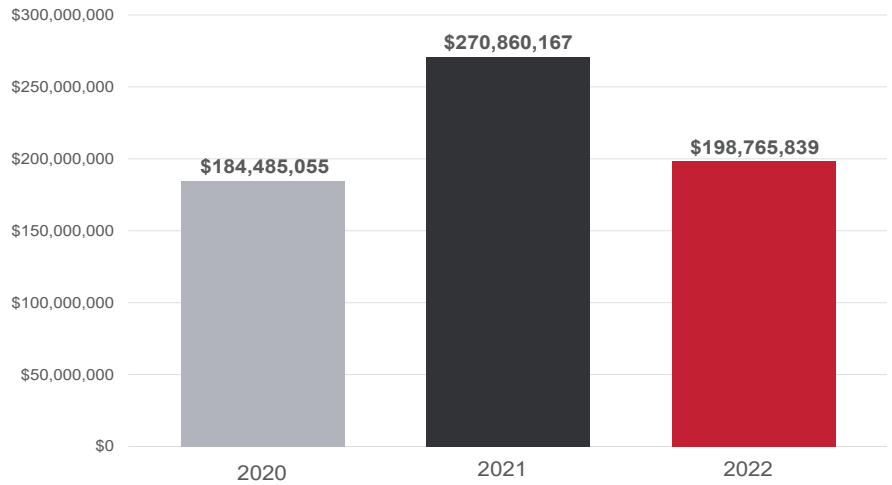


THE DEMAND FOR LISTINGS IS TRENDING TOWARDS BALANCE

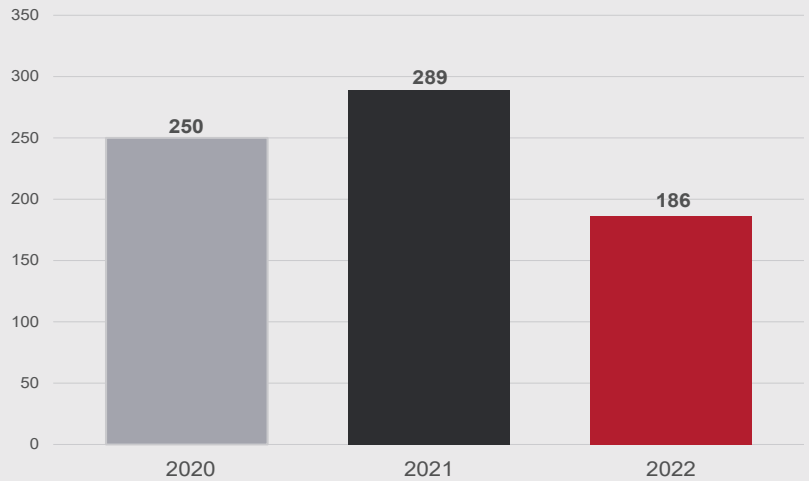
The Clearview market had a relatively low **92.9%** sale/list price ratio in December. Homes sold in **60** days on average, up **27** days from a year ago, and there is currently **five months** of inventory. Although, December had a **91%** sales/listings ratio, generally the market can be described as balanced overall.



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

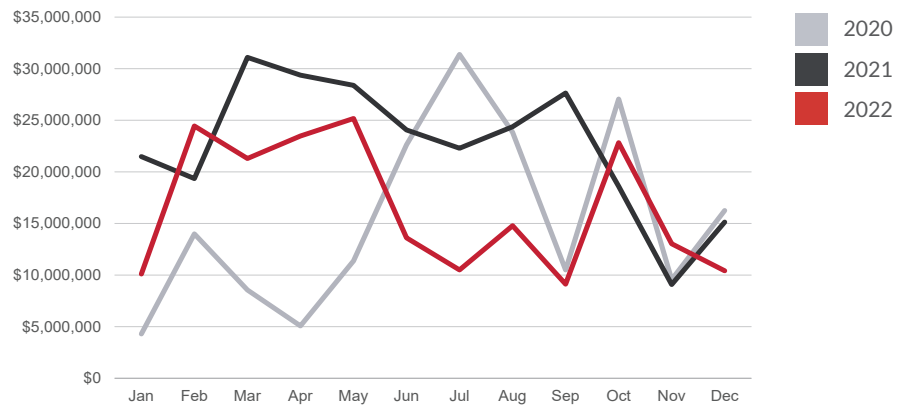
	2020	2021	2022	2021-2022
Annual Volume Sales	\$184,485,055	\$270,860,167	\$198,765,839	-27%
Annual Unit Sales	250	289	186	-36%
Annual New Listings	344	385	439	+14%
Annual Sales/Listings Ratio	73%	75%	42%	-33%
Annual Expired Listings	58	29	82	+183%
Fourth Quarter (Q4) Volume Sales	\$52,872,600	\$42,809,800	\$46,271,000	+8%
Q4 Unit Sales	61	44	43	-2%
Q4 New Listings	66	68	69	+1%
Q4 Sales/Listings Ratio	92%	65%	62%	-3%
Q4 Expired Listings	10	11	38	+245%
Q4 Average Price	\$866,764	\$972,950	\$1,076,070	+11%
Annual Sales: Under \$300K	3	1	0	-100%
Annual Sales: \$300K - \$499K	88	28	4	-86%
Annual Sales: \$500K - \$799K	103	143	82	-43%
Annual Sales: \$800K - \$999K	13	40	39	-2%
Annual Sales: \$1M - \$1.499M	19	46	31	-33%
Annual Sales: \$1.5M - \$1.999M	14	14	13	-7%
Annual Sales: \$2M+	10	17	17	0%
Annual Average Days-On-Market	58	22	30	+36%
Annual Average Sale Price	\$737,940	\$937,232	\$1,068,634	+14%

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 Jan. 2, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

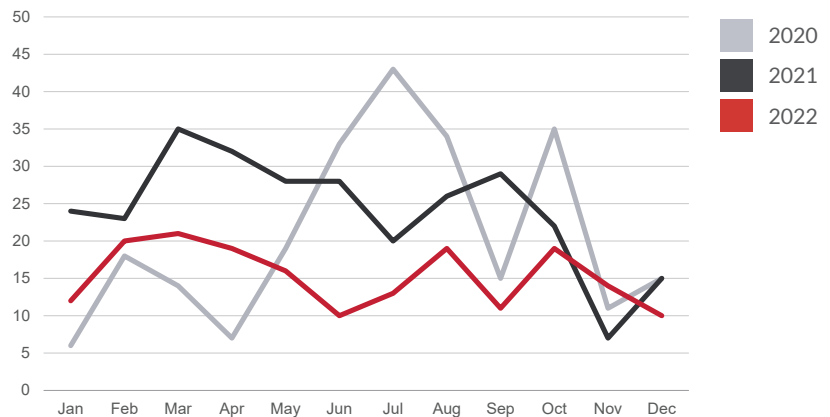
THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, the 2022 Clearview market started strongly and saw a volume spike in October, but was relatively slow for much of the year. Annual volume of **\$198,765,839** was down **27%** from 2021's record **\$270,860,167**, but still the second-best ever. On the units side, 2022's **186** were down **37%** from 2016's record **289**, and the fewest since 2004's **185**. Other notable metrics include: 2022's: average close-price-to-list-price ratio of **97.6%**; average monthly inventory of **5 months**; and a **44%** sales/listings ratio. The bottom line: markets are cyclic; it will be interesting to see how Clearview's sales and prices fair in Q1-2023. That said, 2022's average sale price of **\$1,068,634** did well overall. It was up **100%**, **85%**, **45%** and **14%** from 2018, 2019, 2020 and 2021 respectively.

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



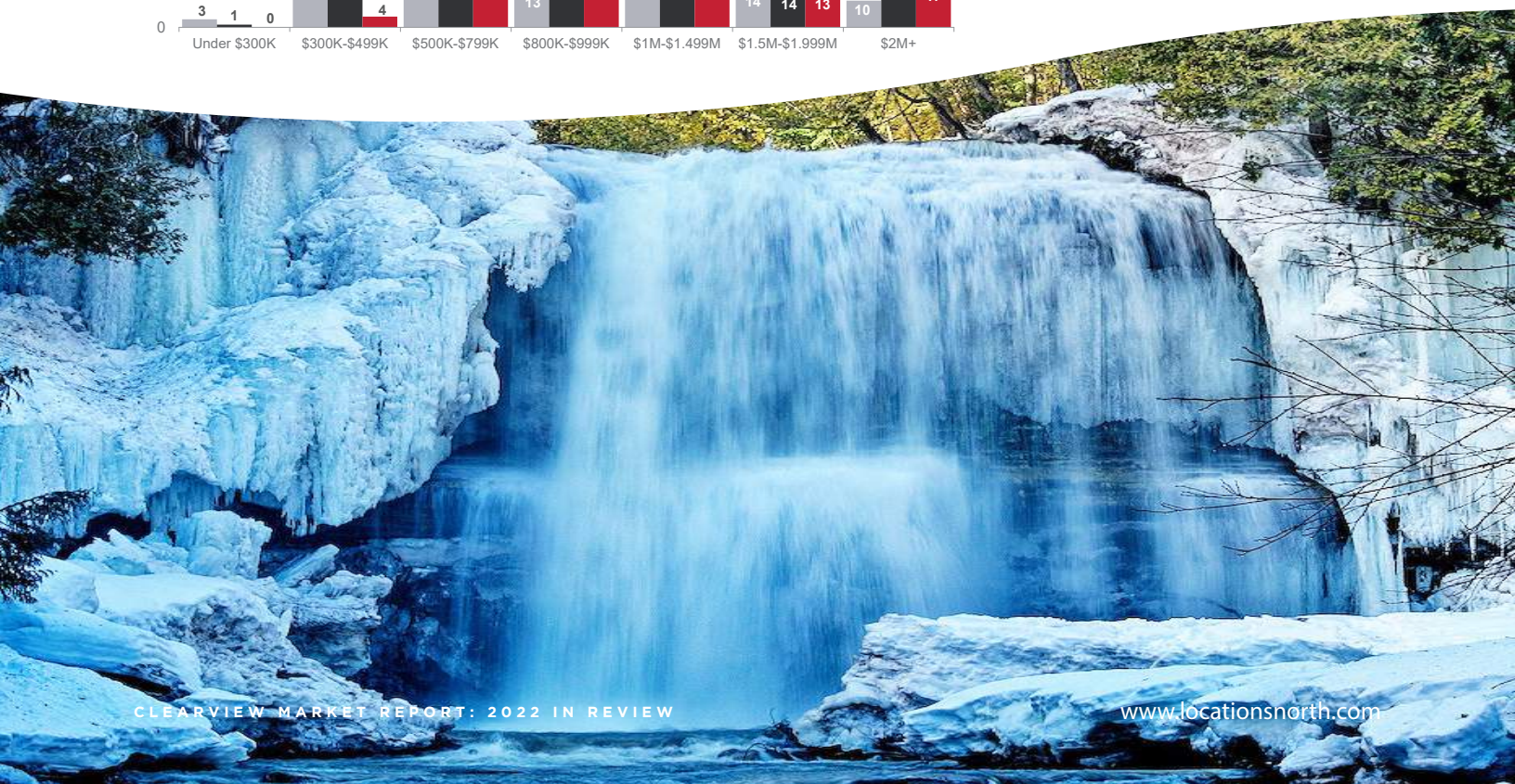
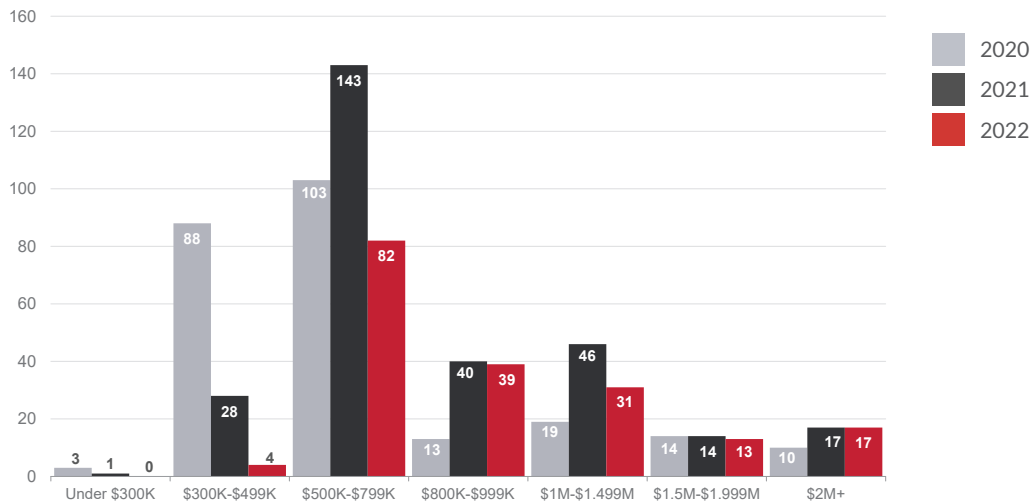
Graph 4:
Clearview Monthly MLS® Sales
 2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

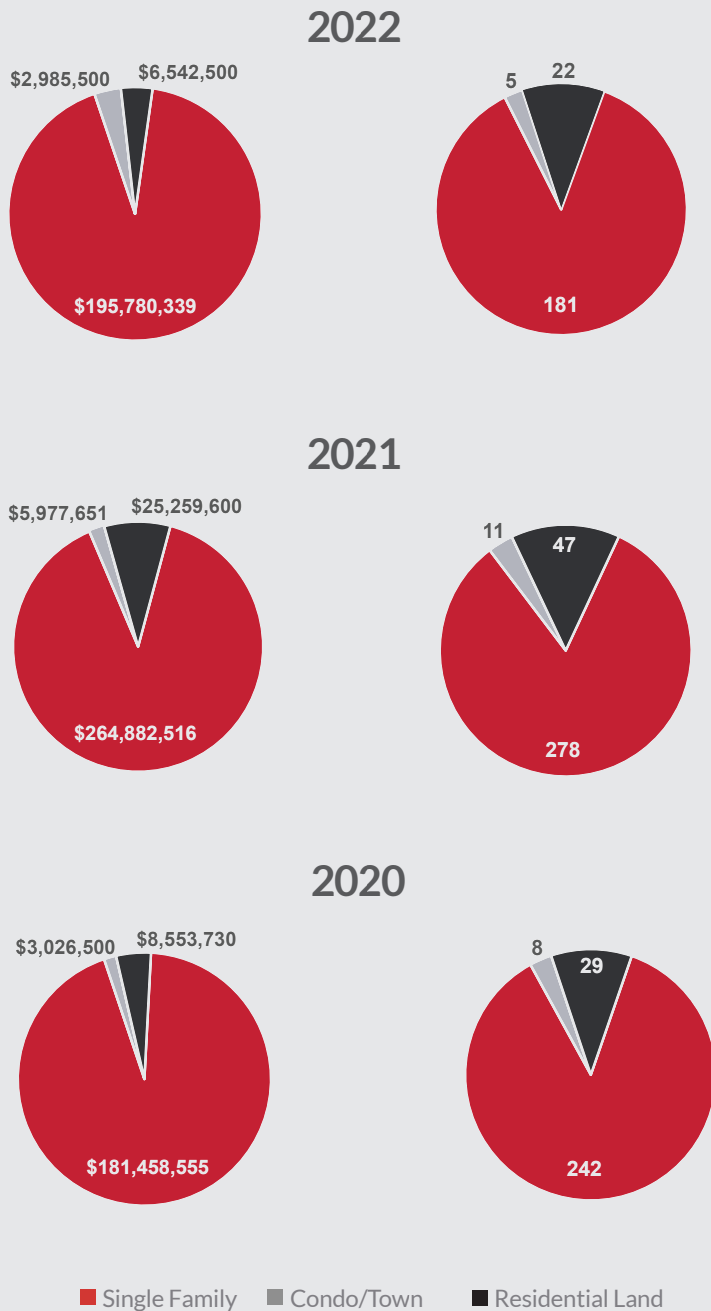
As **Graph 5** shows, 2022 unit sales were down from 2021 in six price ranges and equal in one. The Under-\$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges were down **100%**, **86%**, **43%**, **2%**, **33%** and **7%** respectively. The \$2M+ range was **equal**. More generally, the Under-\$500K bracket – which accounted for **2%** of 2022's sales – was down **86%** from a year ago. The \$500K-\$999K bracket – which accounted for **65%** of all sales – was down **34%**. And the \$1M+ bracket – which accounted for **33%** of all sales – was down **21%**.

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: \$195,780,339
DOWN 26% from 2021

UNIT SALES: 181
DOWN 35% from 2021

AV. DAYS-ON-MARKET: 31
UP 8 days from 2021

AV. SALE PRICE: \$1,081,659
UP 14% from 2021

CONDOS/TOWNS

DOLLAR SALES: \$2,985,500
DOWN 50% from 2021

UNIT SALES: 5
DOWN 55% from 2021

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

AV. SALE PRICE: \$597,100
UP 10% from 2021

RESIDENTIAL LAND

DOLLAR SALES: \$6,542,500
DOWN 74% from 2021

UNIT SALES: 22
DOWN 53% from 2021

AV. DAYS-ON-MARKET: 47
UP 6 days from 2021

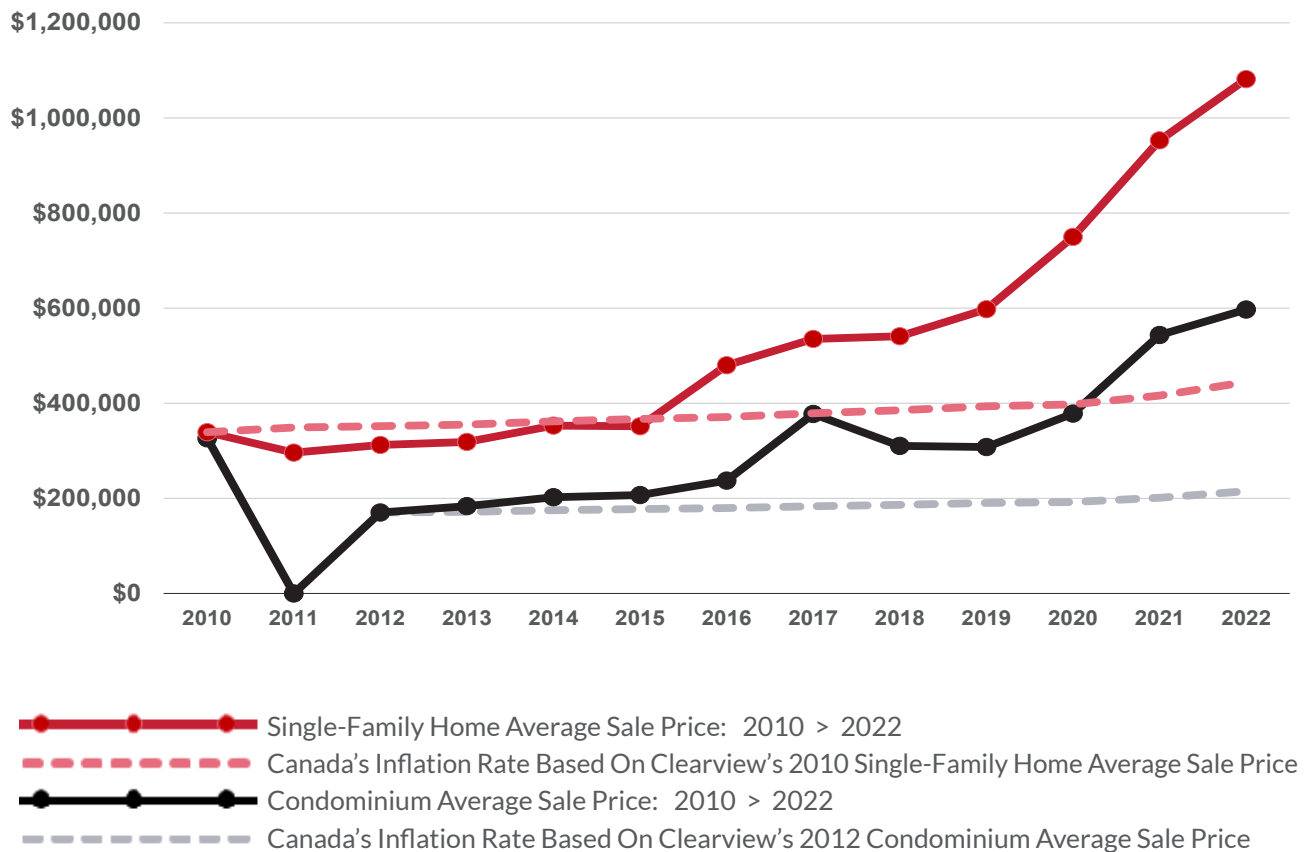
AV. SALE PRICE: \$297,386
DOWN 45% from 2021

CLEARVIEW AVERAGE SALE PRICES: 2010-2022

BIG AVERAGE PRICE INCREASES FOR SINGLE-FAMILY HOMES AND CONDOS/TOWNHOUSES

↑ Clearview's average sale price for single-family homes in 2022 was **\$1,081,659**; that's up **14%, 44%, 81%, 100%** and **217%** from 2021, 2020, 2019, 2018 and 2010 respectively. 2022's average condo/townhouse price of **\$597,100** was up **10%, 58%, 94%, 92%** and **225%** 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 2022 the average price rose to **143%** 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 **251%** rise above the inflation rate by 2022.





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