BROKERAGE OF THE YEAR 2016 A. E. LePage AWARD ONTARIO

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

# THE BLUE MOUNTAINS REAL ESTATE
# MARKET SNAPSHOT: FIRST QUARTER 2022

## OVERVIEW

- RECORD VOLUME SALES, UP 26% FROM Q1-2021'S FORMER HIGH, WITH RELATIVELY STRONG Q1 UNIT SALES DOWN 16% FROM LAST YEAR'S BENCHMARK
- NEW LISTINGS DOWN 22% FROM Q1-2021; EXPIRED LISTINGS DOWN 55%; SALES/LISTINGS RATIO OF 83% UP 5%
- AVERAGE SALES PRICE INCREASE OF 50% FROM Q1-2021, WITH THE AVERAGE DAYS-ON-MARKET OF 29 UP 3 DAYS
- SELLERS' MARKET: DEMAND FOR LISTINGS EXCEEDS SUPPLY

## FIRST QUARTER 2022

| VOLUME SALES | UNIT SALES | SALES/LISTINGS RATIO | AVERAGE SALE PRICE |
|---|---|---|---|
| +26% FROM Q1-2021 | -16% FROM Q1-2021 | +5% FROM Q1-2021 | +50% FROM Q1-2021 |
| $177,237,808 | 119 | 83% | $1,489,393 |

| UNIT SALES UNDER $500K | UNIT SALES $500K-$799K | UNIT SALES $800K-$999K | UNIT SALES $1M-$1.499M | UNIT SALES $1.5M-$1.999M | UNIT SALES $2M+ |
|---|---|---|---|---|---|
| -50% FROM Q1-2021 | -54% FROM Q1-2021 | -54% FROM Q1-2021 | +32% FROM Q1-2021 | -35% FROM Q1-2021 | +173% FROM Q1-2021 |
| 18 | 12 | 11 | 37 | 11 | 30 |

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 April 3, 2022. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

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# 2022 TOTAL SALES BY TYPE

## SINGLE-FAMILY HOMES

| +33% FROM Q1-2021 | -7% FROM Q1-2021 | +4% FROM Q1-2021 | +43% FROM Q1-2021 |
|---|---|---|---|
| VOLUME SALES $135,718,804 | UNIT SALES 66 | AVERAGE DAYS-ON-MARKET 26 | AVERAGE SALE PRICE $2,056,346 |

## CONDOMINIUMS

| -14% FROM Q1-2021 | -31% FROM Q1-2021 | +19% FROM Q1-2021 | +26% FROM Q1-2021 |
|---|---|---|---|
| VOLUME SALES $22,318,416 | UNIT SALES 37 | AVERAGE DAYS-ON-MARKET 37 | AVERAGE SALE PRICE $603,200 |

## TOWNHOUSES

| +44% FROM Q1-2021 | -6% FROM Q1-2021 | +50% FROM Q1-2021 | +53% FROM Q1-2021 |
|---|---|---|---|
| VOLUME SALES $19,200,588 | UNIT SALES 16 | AVERAGE DAYS-ON-MARKET 21 | AVERAGE SALE PRICE $1,200,037 |


CREEMORE 154 Mill St. 705-881-9005
COLLINGWOOD 330 First St. 705-445-5520
MEAFORD 96 Sykes St. 519-538-5755
STAYNER 7458 ON-26, #11 705-428-2800
THORNBURY 27 Arthur St. 519-599-2136
CRAIGLEITH 209820 Hwy. 26 W. 705-445-7799
WASAGA BEACH #5–1344 Mosley St. 705-617-9969
WASAGA BEACH 1249 Mosley St. 705-429-4800