ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

COLLINGWOOD REAL ESTATE MARKET REPORT

SECOND 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 $256,024,081

Down 16% from 2021's $306,463,369, with units of 260 down 33% from last year's 386. New listings of 538 up 3%, with the sales/listings ratio of 48% down 26%.

SECOND QUARTER SALES VOLUME OF $127,398,611

Down 31% from Q2-2021's $183,321,674, with units of 135 down 42% from Q2-2021's 233. New listings of 369 up 17%, with the sales/listings ratio of 37% down 37%.

RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF $984,708

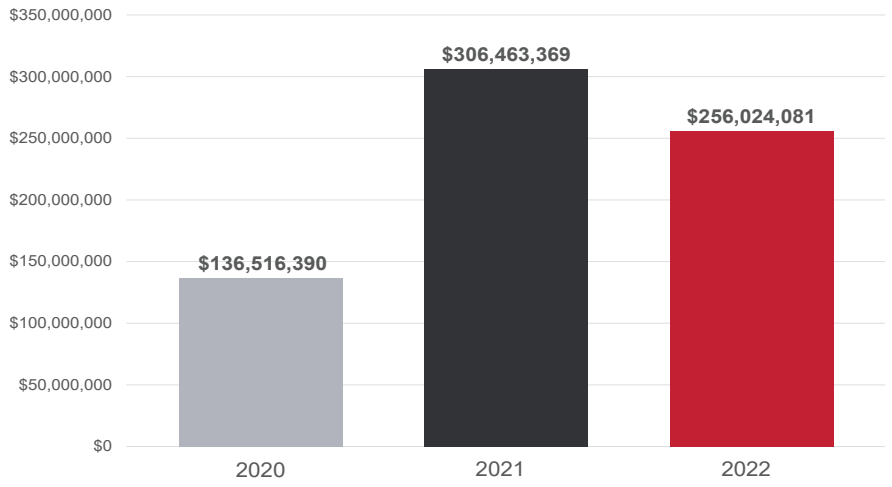
Up 24% from 2021's $793,947. Average days-on-market of 12 down by 4 days.

OVERVIEW (cont'd)

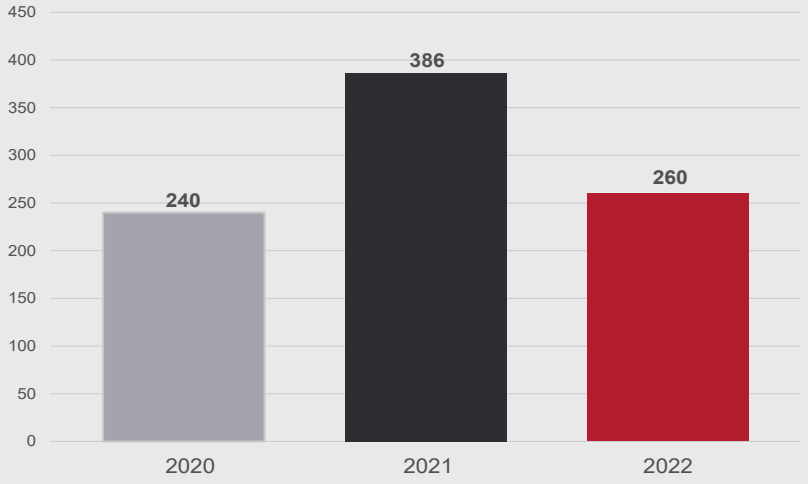
THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

The Collingwood market had a 96.9% sale/list price ratio in June. 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

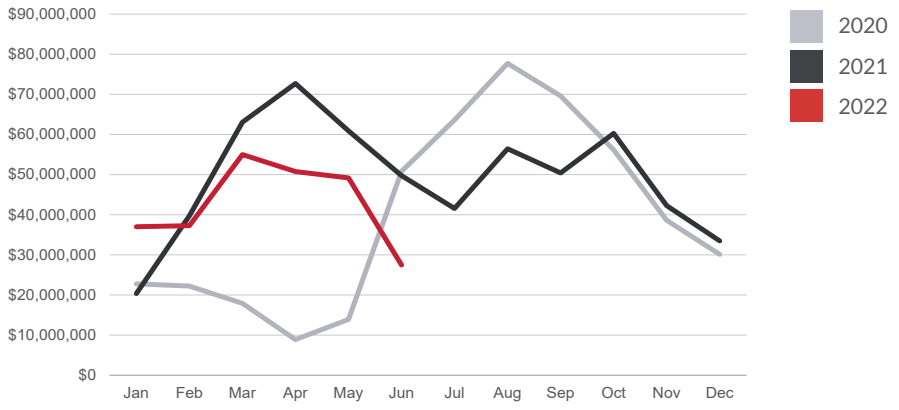
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	$136,516,390	$306,463,369	$256,024,081	-16%
YTD Unit Sales	240	386	260	-33%
YTD New Listings	465	523	538	+3%
YTD Sales/Listings Ratio	52%	74%	48%	-26%
YTD Expired Listings	63	13	16	+23%
Second Quarter (Q2) Volume Sales	$73,609,434	$183,321,674	$127,398,611	-31%
Q2 U nit Sales	132	233	135	-42%
Q2 New Listings	260	315	369	+17%
Q2 Sales/Listings Ratio	51%	74%	37%	-37%
Q2 Expired Listings	31	6	12	+100%
Q2 Average Sale Price	$557,647	$786,788	$943,693	+20%
YTD Sales: Under $300K	17	4	0	-400%
YTD Sales: $300K - $499K	104	61	17	-72%
YTD Sales: $500K - $799K	89	188	75	-60%
YTD Sales: $800K - $999K	15	60	76	+27%
YTD Sales: $1M - $1.499M	10	56	59	+5%
YTD Sales: $1.5M - $1.999M	5	11	24	+118%
YTD Sales: $2M+	0	6	9	+50%
YTD Average Days-On-Market	45	16	12	-25%
YTD Average Sale Price	$568,818	$793,947	$984,708	+24%

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

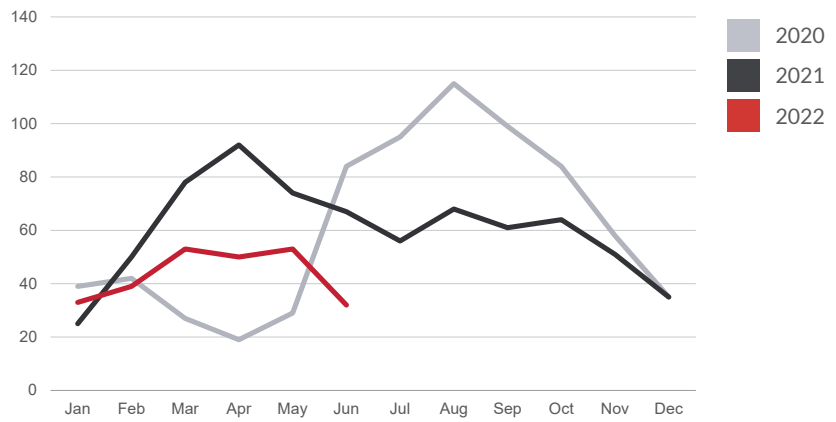
THE MARKET IN DETAIL (cont'd)

Collingwood has enjoyed relatively strong, volume sales this year despite a slow June. Q2 sales of $127,398,611, the second best total ever, were down 31% from 2021's record $183,321,674. Year-to-date sales of $256,024,081, also the second best ever, were down 16% from a year ago. However, on the units side Q2's 135 were down 46% from 2016's record 249, and the second fewest in the last ten years. Lastly, 2022's year-to-date, average sale price of $984,708 is up 101%, 85%, 73% and 24% from that of 2018, 2019, 2020 and 2021 respectively.

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



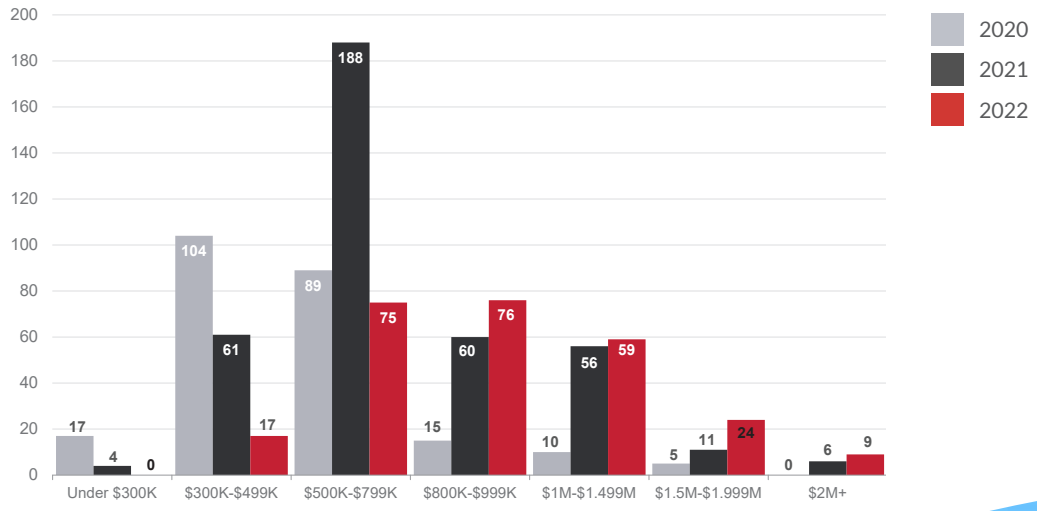
Graph 4:
Collingwood Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

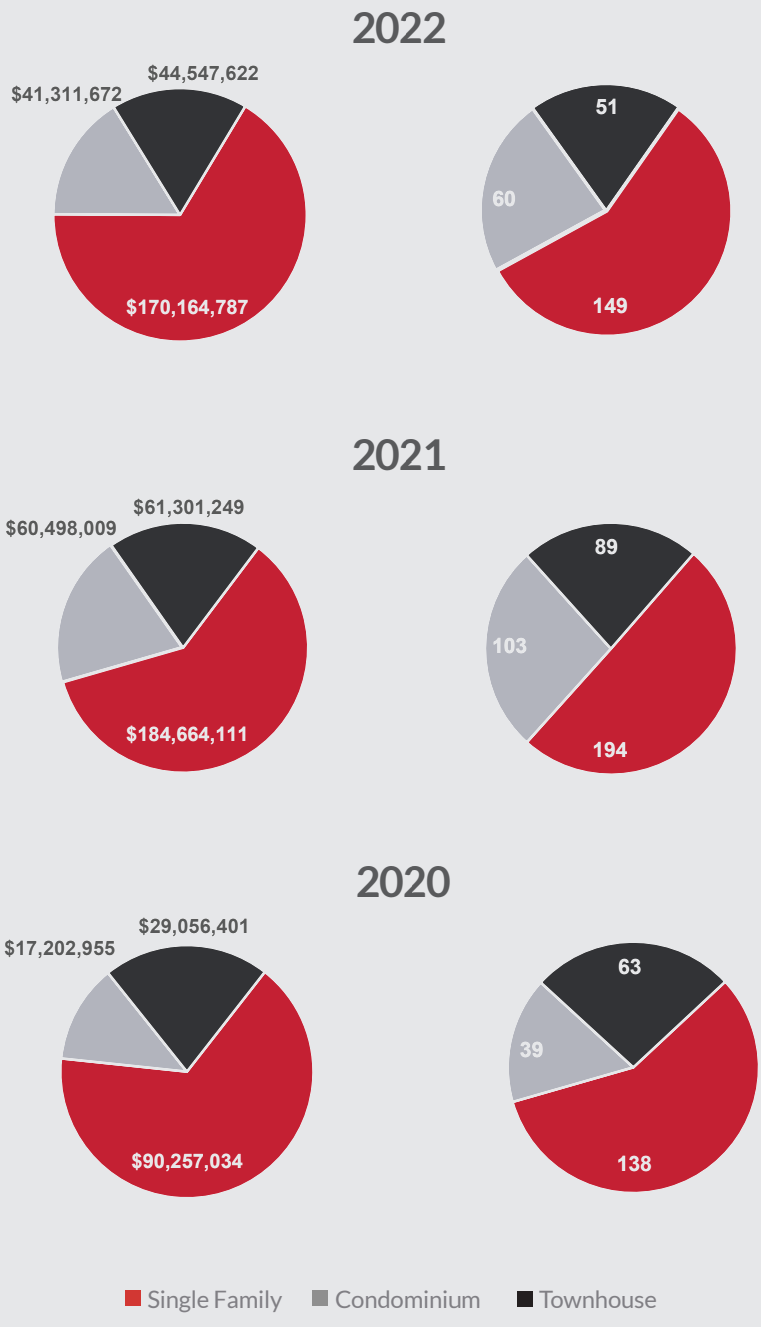
As **Graph 5** shows, 2022 unit sales are up from 2021 in four price ranges and down in three. The $800K-$999K, $1M-$1.499M, $1.5M-$1.999M and $2M+ ranges are up 27%, 5%, 118% and 50% respectively. The Under-$300K, $300K-$499K and $500K-$799K ranges are down 400%, 72% and 60% respectively. More generally, the Under-$500K bracket – which accounts for 7% of 2022's sales – is down 74% from a year ago. The $500K-$999K bracket – which accounts for 58% of all sales – is down 39%. And the $1M+ bracket – which accounts for 35% of all sales – is up 26%.

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: $170,164,787
DOWN 8% from 2021

UNIT SALES: 149
DOWN 23% from 2021

AV. DAYS-ON-MARKET: 12
EQUAL to 2021

AV. SALE PRICE: $1,142,046
UP 20% from 2021

CONDOMINIUMS

DOLLAR SALES: $41,311,672
DOWN 32% from 2021

UNIT SALES: 60
DOWN 42% from 2021

AV. DAYS-ON-MARKET: 13
DOWN 18 days from 2021

AV. SALE PRICE: $688,528
UP 17% from 2021

TOWNHOUSES

DOLLAR SALES: $44,547,622
DOWN 27% from 2021

UNIT SALES: 51
DOWN 43% from 2021

AV. DAYS-ON-MARKET: 11
UP 2 days from 2021

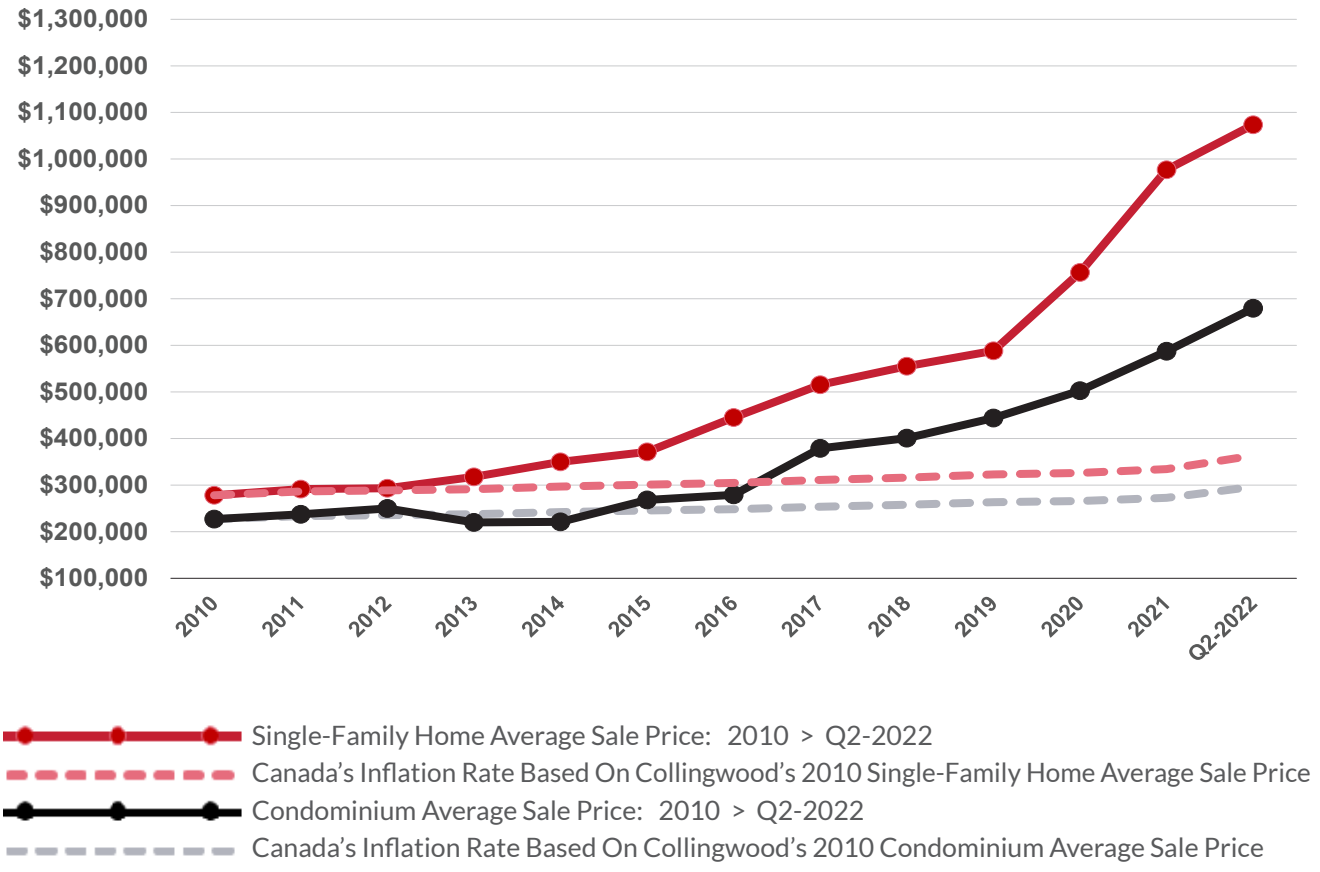
AV. SALE PRICE: $873,483
UP 27% from 2021

COLLINGWOOD AVERAGE SALE PRICES: 2010-2022

HUGE GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

Collingwood's average sale price for single-family homes in Q2-2022 was **$1,073,495**: that's up **10%**, **42%**, **82%**, **93%** and **286%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q2-2022's average condo price of **$679,565** is up **16%**, **35%**, **53%**, **70%** and **201%** 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 Q2-2022 the average price rose to **238%** above inflation. The condo average price was under the inflation rate in 2014 before rising to **209%** above inflation in Q2-2022.



ROYAL LEPAGE LOCATIONS NORTH IN 2021

OUR 9TH STRAIGHT RECORD-BREAKING YEAR

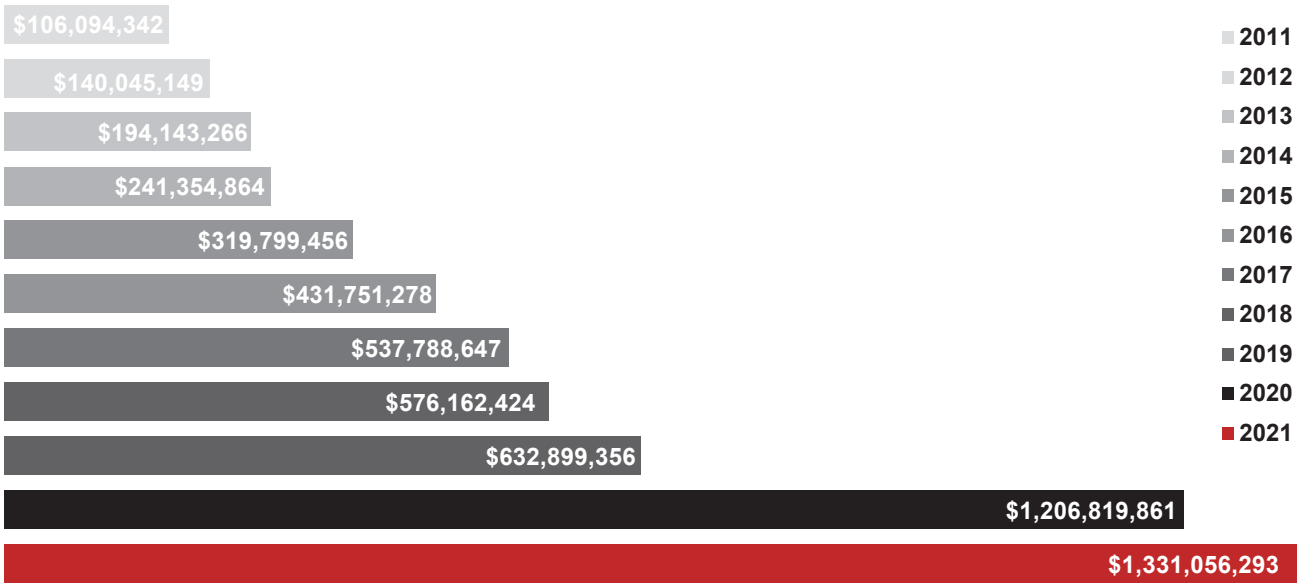
WE BROKE OUR OWN SOUTHERN GEORGIAN BAY REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

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



ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

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%

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

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

2021 TOP 1% DONOR ROYAL LEPAGE SHELTER FOUNDATION

PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

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154 Mill St.

STAYNER
705-428-2800
7458 ON-26, #11.

MEAFORD
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96 Sykes St.

WASAGA BEACH
705-429-4800
1249 Mosley St.

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