

SOUTHERN GEORGIAN BAY REAL ESTATE MARKET REPORT

OCTOBER 2021

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



OVERVIEW

SOUTHERN GEORGIAN BAY REGION HAS ITS FIRST \$2 BILLION SALES YEAR

↑ RECORD YEAR-TO-DATE SALES VOLUME OF \$2,032,583,498
 Up 30% from 2020's \$1,568,091,790, with units of 2338 down 1% from 2020's 2371. New listings of 3065 down 4% from one year ago, with the sales/listings ratio of 76% up 1%.

↓ OCTOBER SALES VOLUME OF \$201,333,671
 Down 13% from last October's \$231,889,008. Units of 210 down 34% from last year's 317. New listings of 246 down 10% from a year ago, with the sales/listing ratio of 85% down 31%.

↑ RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$869,368
 Up 31% from last year's \$661,363. Average days-on-market of 21 down 24 days.

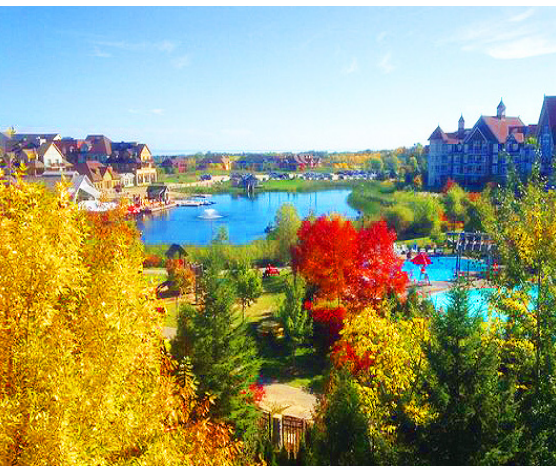


OVERVIEW (cont'd)

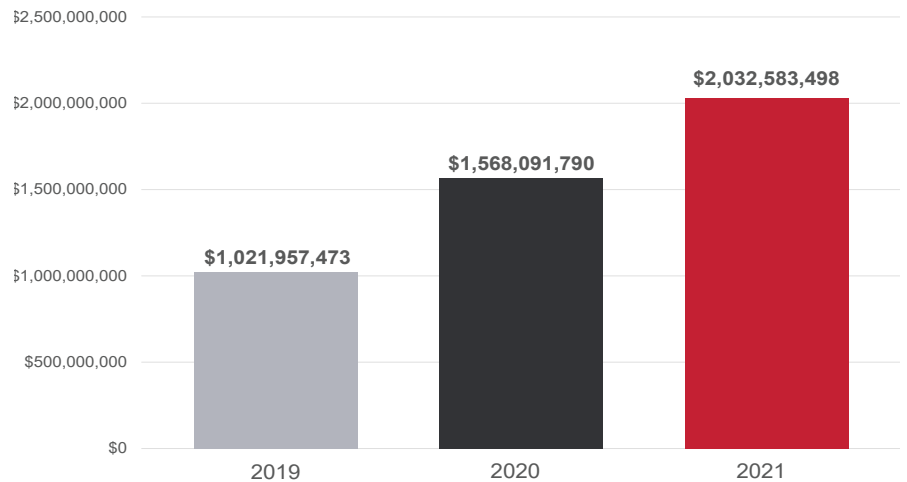


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

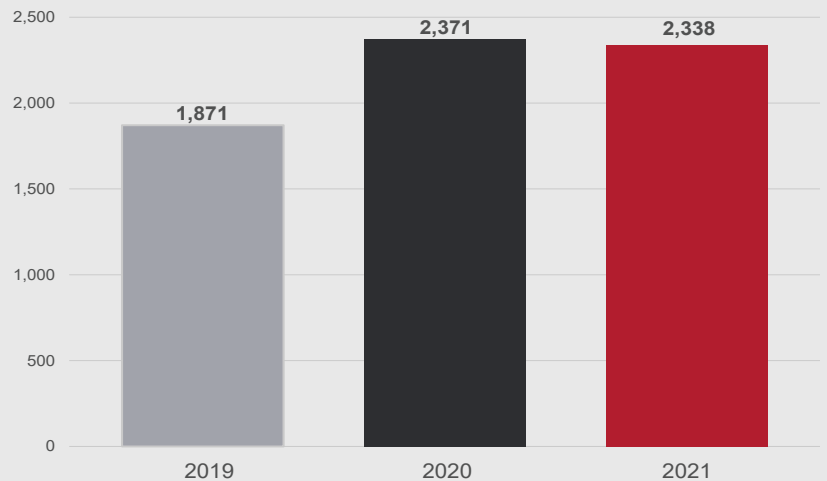
The Southern Georgian Bay market had a **100%** sale/list price ratio in October, up from last October's **99.2%**. Homes sold in **28** days on average, down **9** days from a year ago, and there is currently just **one month** of inventory. All that, together with October's high **85%** sales/listings ratio, adds up to a **sellers' market**.



Graph 1:
Southern Georgian Bay MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Southern Georgian Bay MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:
Southern Georgian Bay MLS® Sales And Listing Summary
 2019 vs. 2020 vs. 2021

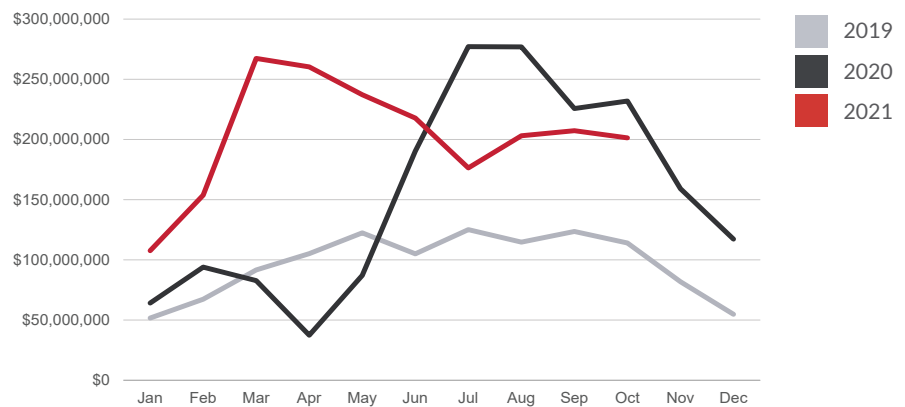
	2019	2020	2021	2020-2021
Year-To-Date (YTD) Volume Sales	\$1,021,957,473	\$1,568,091,790	\$2,032,583,498	+30%
YTD Unit Sales	1871	2371	2338	-1%
YTD New Listings	3406	3179	3065	-4%
YTD Sales/Listings Ratio	55%	75%	76%	+1%
YTD Expired Listings	578	428	177	-59%
October Volume Sales	\$113,997,275	\$231,889,008	\$201,333,671	-13%
October Unit Sales	199	317	210	-34%
October New Listings	332	273	246	-10%
October Sales/Listings Ratio	60%	116%	85%	-31%
October Expired Listings	111	31	31	0%
October Average Sale Price	\$572,851	\$731,511	\$958,732	+31%
YTD Sales: Under \$300K	203	132	38	-71%
YTD Sales: \$300K - \$499K	853	806	323	-60%
YTD Sales: \$500K - \$799K	597	928	1013	+9%
YTD Sales: \$800K - \$999K	105	209	419	+100%
YTD Sales: \$1M - \$1.499M	74	189	337	+78%
YTD Sales: \$1.5M - \$1.999M	27	69	116	+68%
YTD Sales: \$2M+	12	38	92	+142%
YTD Average Days-On-Market	52	45	21	-53%
YTD Average Sale Price	\$546,209	\$661,363	\$869,368	+31%

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 Nov. 3, 2021. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

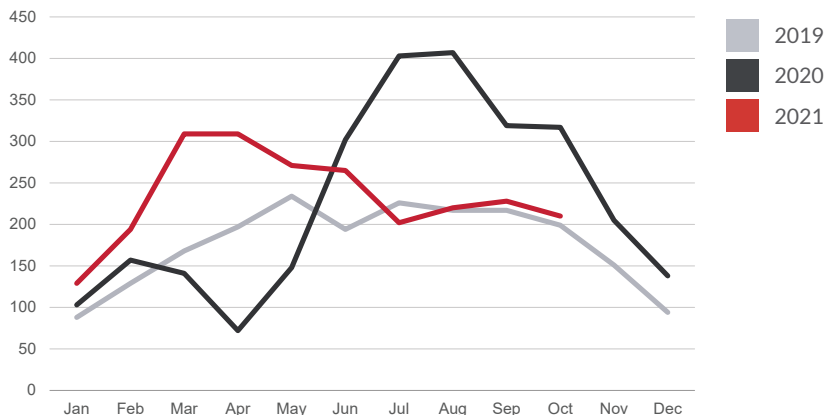
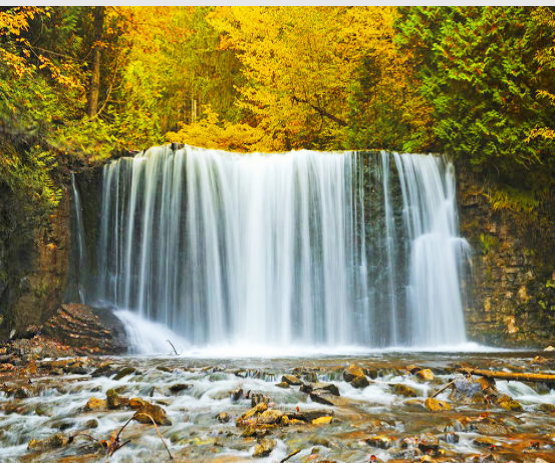
THE MARKET IN DETAIL (cont'd)

In October the Southern Georgian Bay topped **\$2 Billion** in sales for the first time, and it's on track to finish the year with **\$2.2 Billion**. To put that in perspective, the Southern Georgian Bay market first hit **\$1 Billion** in sales in 2016, and it first hit **\$500 Million** in sales in 2007. In other words, it took the Southern Georgian Bay market **9 years** to double from **\$500 Million** to **\$1 billion**, and less than **5 years** to double again to **\$2 Billion** from 2016 to 2021. On the units side, sales have been up and down during that same period, with **1991** homes sold in 2007, **2667** in 2016, and **2338** as of October 2021. So it's been a great ride for regional homeowners. 2021's year-to-date, average sale price of **\$869,368** is up **213%** from 2007, and up **123%, 80%, 75%, 59%** and **31%** from 2016-2020 respectively.

Graph 3:
Southern Georgian Bay Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 4:
Southern Georgian Bay Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



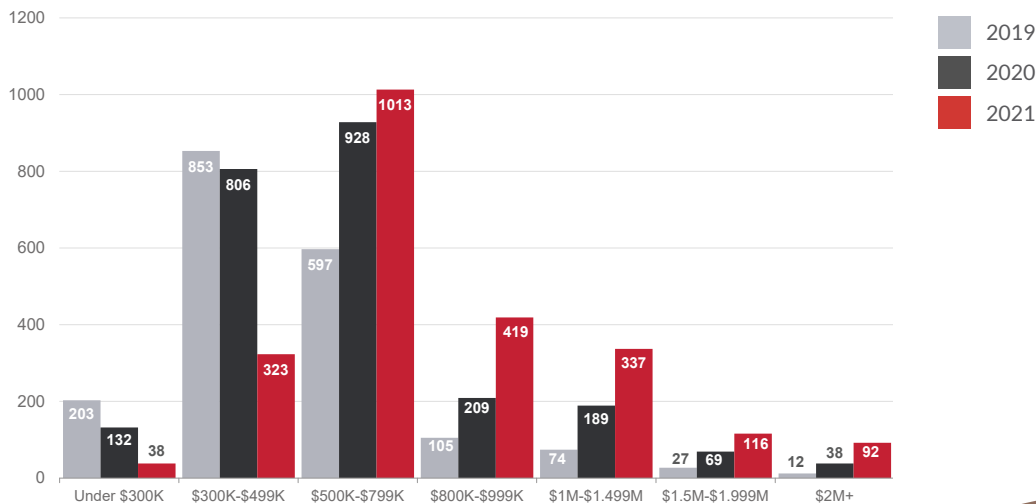
THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales are up from 2020 in five price ranges and down in two. The \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are up **9%**, **100%**, **78%**, **68%** and **142%** respectively. The Under-\$300K and \$300K-\$499K ranges are down **71%** and **60%** respectively. More generally, the Under-\$500K bracket – which accounts for **15%** of 2021's sales – is down **62%** from a year ago. The \$500K- \$999K bracket – which accounts for **62%** of all sales – is up **26%**. And the \$1M+ bracket – which accounts for **23%** of all sales – is up **84%**.

Graph 5:

Southern Georgian Bay MLS® Sales By Price

2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Southern Georgian Bay MLS® Sales By Property Type
 2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$1,648,127,259
 UP 29% from 2020

UNIT SALES: 1722
 DOWN 2% from 2020

AV. DAYS-ON-MARKET: 20
 DOWN 27 days from 2020

AV. SALE PRICE: \$957,101
 UP 32% from 2020

CONDOMINIUMS

DOLLAR SALES: \$192,814,835
 UP 64% from 2020

UNIT SALES: 343
 UP 31% from 2020

AV. DAYS-ON-MARKET: 31
 DOWN 11 days from 2020

AV. SALE PRICE: \$562,142
 UP 26% from 2020

TOWNHOUSES

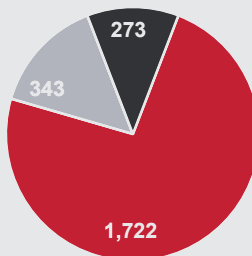
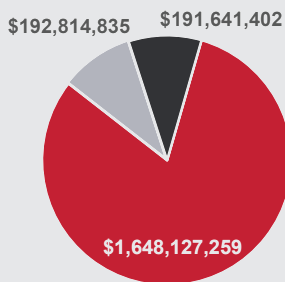
DOLLAR SALES: \$191,641,402
 UP 12% from 2020

UNIT SALES: 273
 DOWN 21% from 2020

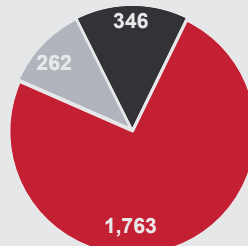
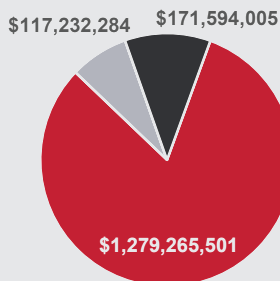
AV. DAYS-ON-MARKET: 15
 DOWN 25 days from 2020

AV. SALE PRICE: \$701,983
 UP 42% from 2020

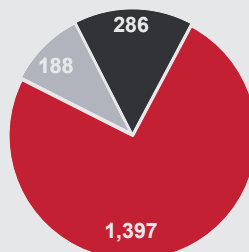
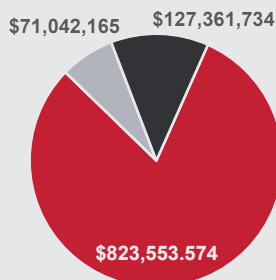
2021



2020



2019



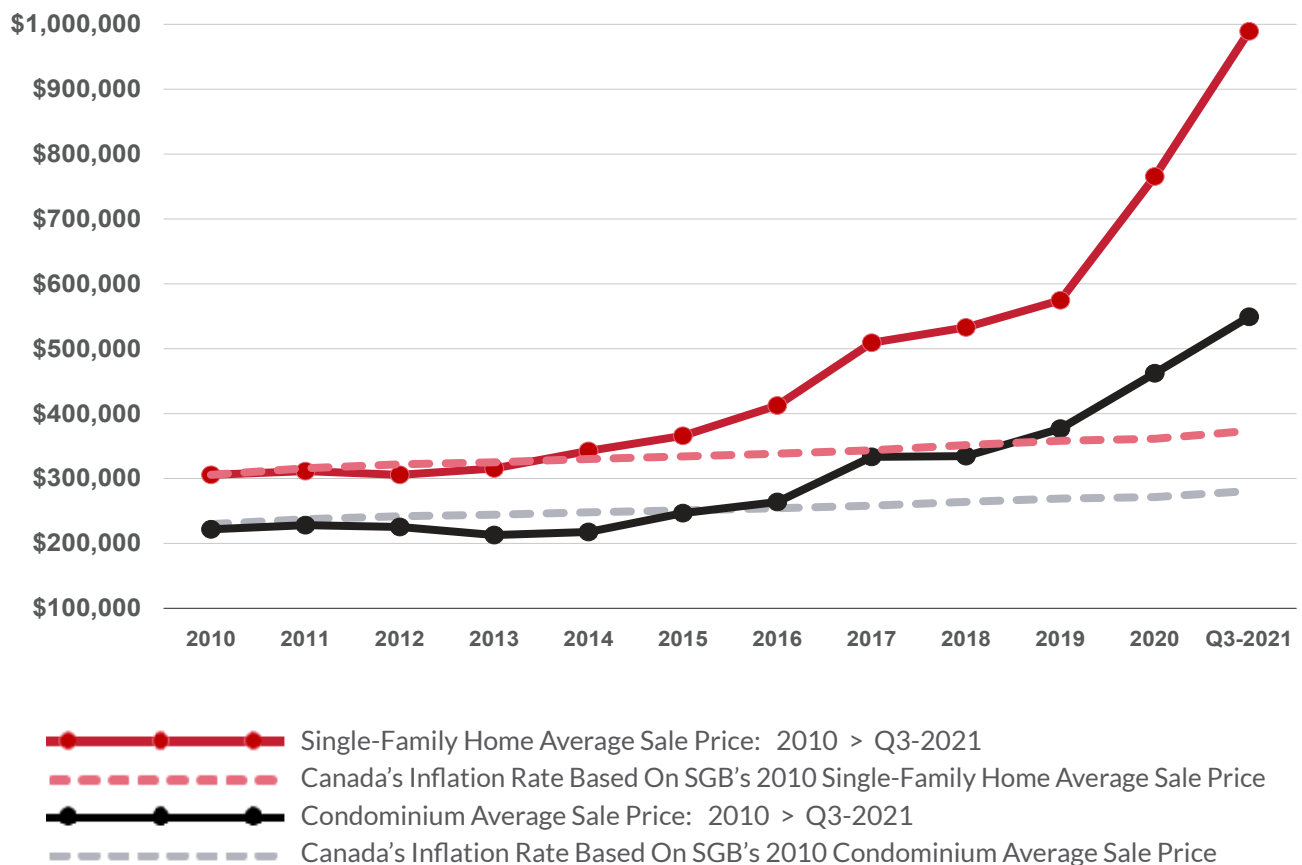
■ Single Family ■ Condominium ■ Townhouse

SOUTHERN GEORGIAN BAY'S AVERAGE SALE PRICES: 2010-2021

HUGE GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ SGB's average sale price for single-family homes in Q3-2021 was **\$989,141**: that's up **29%, 72%, 86%, 94%** and **224%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q3-2021's average condo price of **\$549,198** was up **19% 46%, 64%, 65%** and **148%** from 2020, 2019, 2018, 2017 and 2010 respectively.

↑ From 2010-2013 the average sale price of a single-family home increased at just under Canada's inflation rate and then rose to **200%** above inflation in Q3-2021. Condo prices were under the inflation rate until 2015 before beginning to steadily climb in 2016 and finishing **123%** above inflation in Q3-2021.



ROYAL LEPAGE LOCATIONS NORTH IN 2020

OUR 8TH STRAIGHT RECORD-BREAKING YEAR



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

With \$604,080,487 – up 91% from 2019 and up over 1000% from 2011

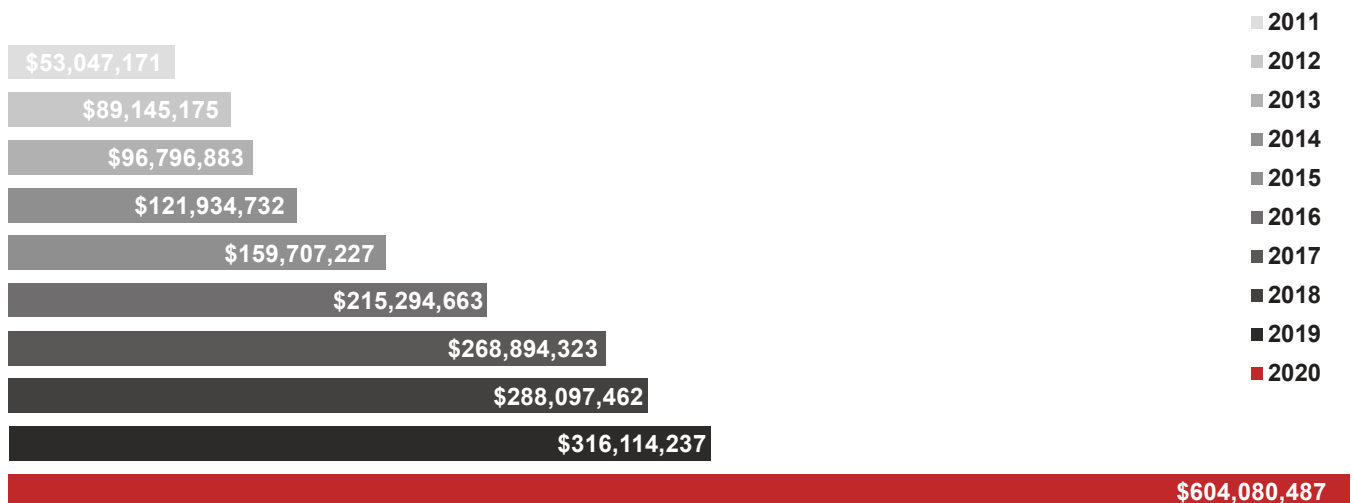


OVERALL WE HAD MORE THAN 4 TIMES THE SALES VOLUME OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH 4 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2020



2020 UNIT SALES

* Collingwood, The Blue Mts., Wasaga Beach, Meaford, Clearview, Grey Highlands
 ** \$1,000,000+

Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	270	42.8%	
RE/MAX Four Seasons	79.5	12.6%	
Century 21 Millenium	70	11.1%	
Chestnut Park	55	8.7%	
Clairwood	45	7.1%	
RE/MAX of Wasaga Beach	23	3.6%	
Engel & Volkers	18	2.9%	
Forest Hill	13.5	2.1%	
Sotheby's	7	1.1%	
Other	50	8%	

The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	213.5	43.4%	
RE/MAX Four Seasons	54.5	11.1%	
RE/MAX at Blue	52.5	10.7%	
Century 21 Millenium	48	9.8%	
Chestnut Park	38.5	7.8%	
Sotheby's	15	3%	
Clairwood	11	2.2%	
Forest Hill	7.5	1.5%	
Engel & Volkers	6.5	1.3%	
Other	45	9.2%	

Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	89	43.2%	
Chestnut Park	20	9.7%	
Century 21 Millenium	19	9.2%	
Royal LePage RCR	13.5	6.6%	
RE/MAX Four Seasons	12	5.8%	
ARA	9	4.4%	
Sotheby's	8	3.9%	
RE/MAX Grey Bruce	6.5	3.2%	
Sutton Sound	5	2.4%	
Other	24	11.7%	

Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	44	32.1%	
RE/MAX Four Seasons	19	13.9%	
RE/MAX of Wasaga Beach	11.5	8.4%	
Chestnut Park	10.5	7.7%	
Century 21 Millenium	8	5.8%	
Sotheby's	6	4.4%	
Forest Hill	5	3.6%	
Engel & Volkers	2.5	1.8%	
Clairwood	2.5	1.8%	
Other	25.5	18.7%	

Southern Georgian Bay (West)*

	UNITS	PERCENTAGE	
Royal LePage Locations North	790.5	36.5%	
RE/MAX of Wasaga Beach	246	11.3%	
Century 21 Millenium	232.5	10.7%	
RE/MAX Four Seasons	175.5	8.1%	
Chestnut Park	132.5	6.1%	
Clairwood	62	2.9%	
Sotheby's	41.5	1.9%	
Engel & Volkers	35.5	1.6%	
Forest Hill	29	1.3%	
Other	420	19.6%	

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE	
Royal LePage Locations North	115.5	37.9%	
RE/MAX Four Seasons	28.5	9.3%	
Chestnut Park	28	9.2%	
Sotheby's	18.5	6.1%	
Clairwood	15.5	5.1%	
Forest Hill	11.5	3.8%	
Century 21	11	3.6%	
Engel & Volkers	4	1.3%	
RE/MAX at Blue	3	1%	
Other	73.5	22.7%	

Georgian Triangle's
**MOST SUPPORTIVE
BROKERAGE**

\$825,000+

Raised for local causes &
Community Sponsorships
from 2013-2020

#1 Georgian Triangle
BROKERAGE



8

Straight Years*
Of Record Sales!

Featured Listings



81,913+

People Reached‡

17,702+

Clicks, Shares, Views, & Likes‡

Q3 BY THE
Numbers



LOCATIONS NORTH
BROKERAGE

Region's Best
Market Intelligence



56

Detailed **Market Reports**
Per Year Covering
10 Local Markets

Annual Sales Volume
2020 Sales Up 91%
from 2019



**4 TIMES
MORE**

than our closest regional competitor†

#1 in regional luxury
home sales



4+
times
more

than our closest regional competitor†

Socially Connected



530,816+

Social Media Impressions

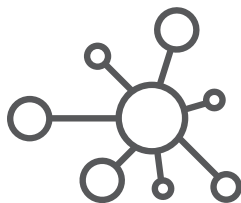
Clicks, Views, Shares,
Likes, Tweets‡

We average

600

Buyer leads/month^s

With over **4X** the average
industry conversion rate



LocationsNorth.com

915,593+

Page Views†

178,738+

Unique Visitors†



\$36,720

Giving back and working
in our community

Raised for Local Charities
in 2020

WINBLAST \$22,500

COLLINGWOOD: 705-445-5520 | CREEMORE: 705-881-9005 | MEAFORD: 519-538-5755
THORNBURY: 519-599-2136 | WASAGA BEACH: 705-617-9969



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REAL ESTATE SERVICE

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COLLINGWOOD

705-445-5520
330 First St.

THORN BURY

519-599-2136
27 Arthur St.

CREEMORE

705-881-9005
154 Mill St.

CRAIGLEITH

705-445-7799
209820 Hwy. 26 West.

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

STAYNER

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

WASAGA BEACH

705-617-9969
1344 Mosley St. Unit 5.