

CLEARVIEW REAL ESTATE MARKET REPORT

SECOND QUARTER 2023

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



OVERVIEW

BIG JUNE SALES SPIKE, BUT YEAR-TO-DATE SALES AND PRICES DOWN



YEAR-TO-DATE SALES VOLUME OF \$86,902,097

Down 26% from 2022's \$117,273,217, with units of 94 down 5% from one year ago. New listings of 235 down 1%, with the sales/listings ratio of 40% down 2%.



SECOND QUARTER SALES VOLUME OF \$59,700,993

Down 9% from Q2-2022's \$65,473,099, with units of 62 up 32% from Q2-2022's 47. New listings of 144 down 5%, with the sales/listings ratio of 41% up 10%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$924,490

Up 22% from 2022's \$1,184,578. Average days-on-market of 38 up 19 from one year ago.

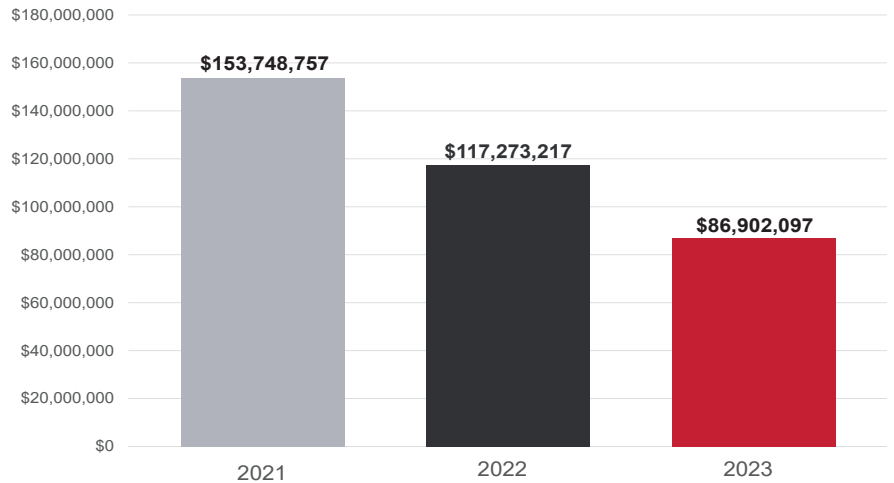
OVERVIEW (cont'd)



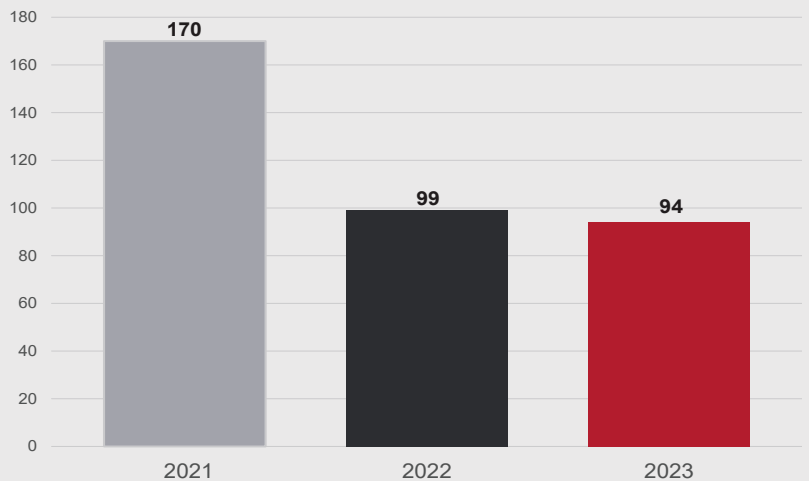
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

The Clearview market had a **97.2%** sale/list price ratio in June, up from May's **97.6%** and last June's **97.5%**. Homes sold in **35** days on average, up **7** days from a year ago. There is currently **4 months** of inventory. All that, and June's **46%** sales/listings ratio, adds up to a **seller's 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

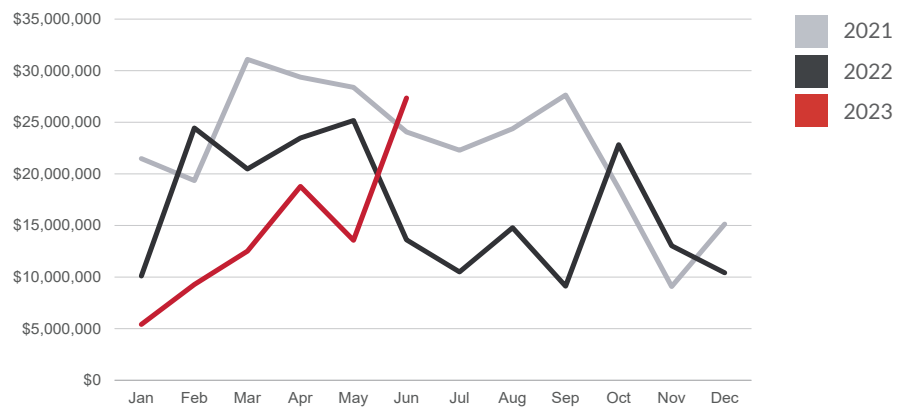
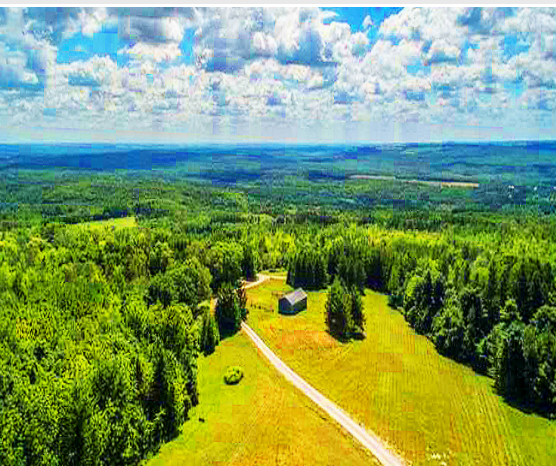
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$153,748,757	\$117,273,217	\$86,902,097	-26%
YTD Unit Sales	170	99	94	-5%
YTD New Listings	231	238	235	-1%
YTD Sales/Listings Ratio	74%	42%	40%	-2%
YTD Expired Listings	7	13	26	+100%
Second Quarter (Q2) Volume Sales	\$81,822,412	\$65,473,099	\$59,700,993	-9%
Q2 Unit Sales	88	47	62	+32%
Q2 New Listings	142	151	144	-5%
Q2 Sales/Listings Ratio	62%	31%	41%	+10%
Q2 Expired Listings	4	7	12	+71%
Q2 Average Sale Price	\$929,800	\$1,324,534	\$962,919	-27%
YTD Sales: Under \$300K	0	0	0	0%
YTD Sales: \$300K - \$499K	18	0	7	+700%
YTD Sales: \$500K - \$799K	88	34	46	+35%
YTD Sales: \$800K - \$999K	19	23	22	-69%
YTD Sales: \$1M - \$1.499M	29	21	9	-47%
YTD Sales: \$1.5M - \$1.999M	10	11	7	-36%
YTD Sales: \$2M+	6	10	3	-70%
YTD Average Days-On-Market	19	19	38	+100%
YTD Average Sale Price	\$904,404	\$1,184,578	\$924,490	-22%

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

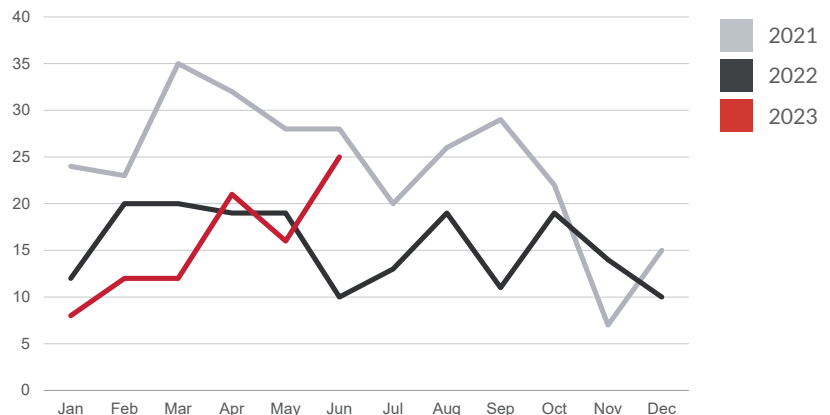
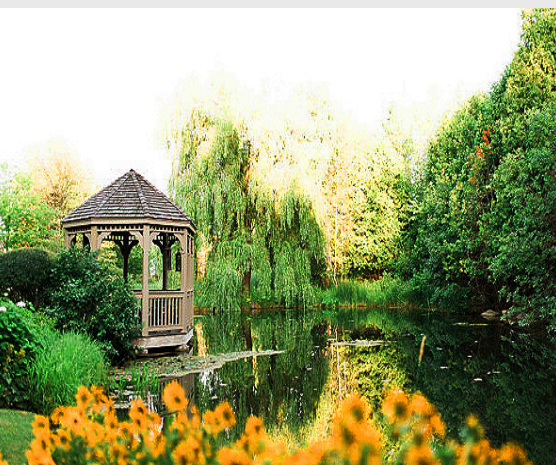
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, the Clearview market, after being relatively slow from January to May, enjoyed record June volume sales of **\$27,350,500**, up **14%** from 2021's former highwater mark of **\$24,063,019**, and up **101%** from last year's **\$13,609,500**. At the same time, year-to-date volume of **\$86,902,097** was down **26%** from last year's **\$117,273,217**, and down **43%** from 2021's record **\$153,748,757**. On the units side, June's **25** sales were up **150%** from last year's **10**, but down **24%** from 2020's record **33** and the fifth best since 2010. Lastly, although Clearview's year-to-date, average sale price of **\$924,490** was down **21%** from 2022's record **\$1,184,578**, it was up **68%**, **36%** and **2%** from 2019, 2020 and 2021 respectively.

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



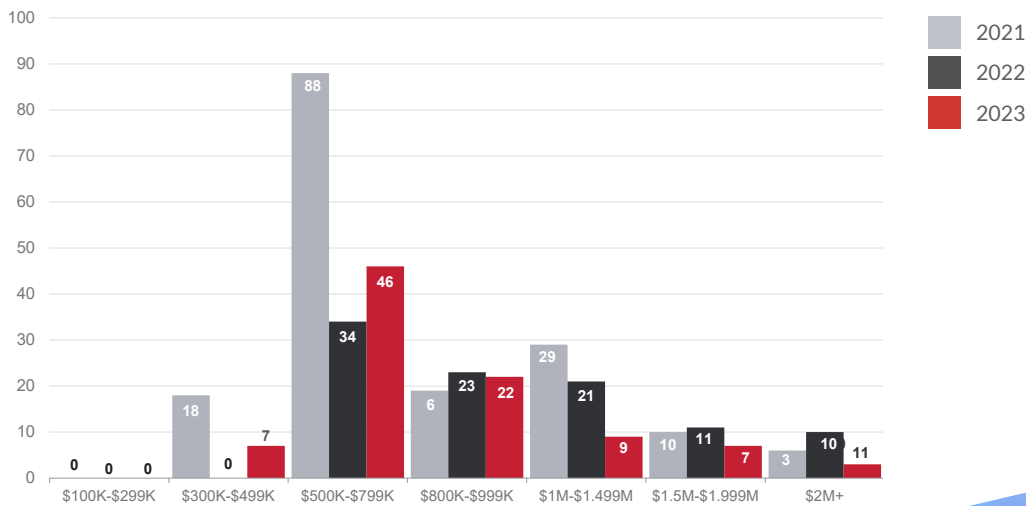
Graph 4:
Clearview Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales are up from 2022 in two price ranges, down in four and equal in one. The \$300K-\$499K and \$500K-\$799K ranges are up **700%** and **35%** respectively, The \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **69%**, **47%**, **36%** and **70%** respectively. And the Under-\$500K bracket has had no sales. More specifically, the Under-\$500K bracket - which accounts for **7%** of the sales - is up **700%**. The \$500K-\$999K bracket - which accounts for **70%** of all sales - is up **16%**. And the \$1M+ bracket - which accounts for **23%** of all sales - is down **55%**.

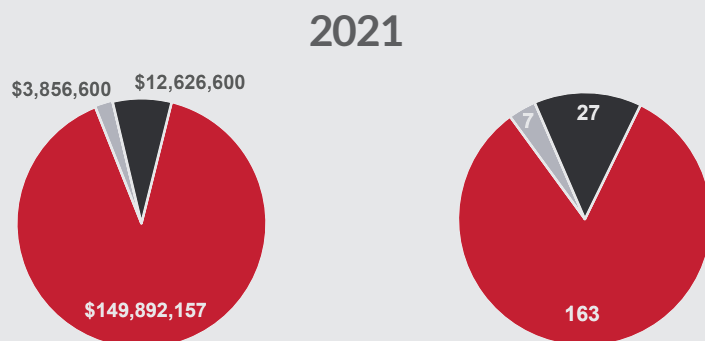
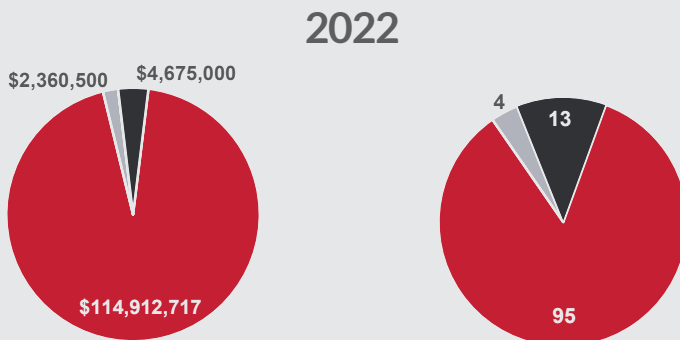
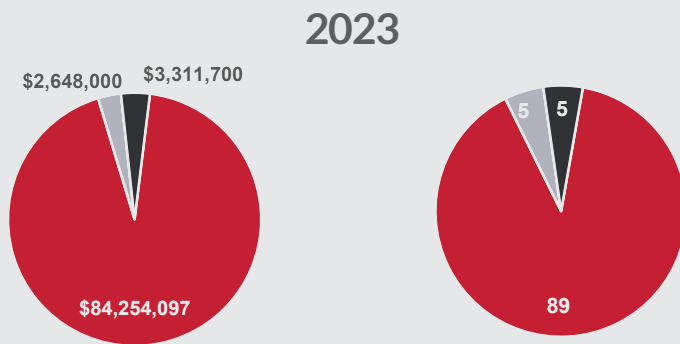
Graph 5:
Clearview MLS® Sales By Price
2021 vs. 2022 vs. 2023 (Units)



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 ■ Condo/Town ■ Vacant Land

SINGLE-FAMILY HOMES

DOLLAR SALES: \$84,254,097
DOWN 27% from 2022

UNIT SALES: 89
DOWN 6% from 2022

AV. DAYS-ON-MARKET: 38
UP 19 days from 2022

AV. SALE PRICE: \$946,675
DOWN 22% from 2022

CONDOS/TOWNS

DOLLAR SALES: \$2,648,000
UP 12% from 2022

UNIT SALES: 5
UP 25% from 2022

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

AV. SALE PRICE: \$529,600
DOWN 10% from 2022

VACANT LAND

DOLLAR SALES: \$3,311,700
DOWN 29% from 2022

UNIT SALES: 5
DOWN 72% from 2022

AV. DAYS-ON-MARKET: 34
DOWN 23 days from 2022

AV. SALE PRICE: \$662,340
UP 84% from 2022

CLEARVIEW AVERAGE SALE PRICES: 2010-2023

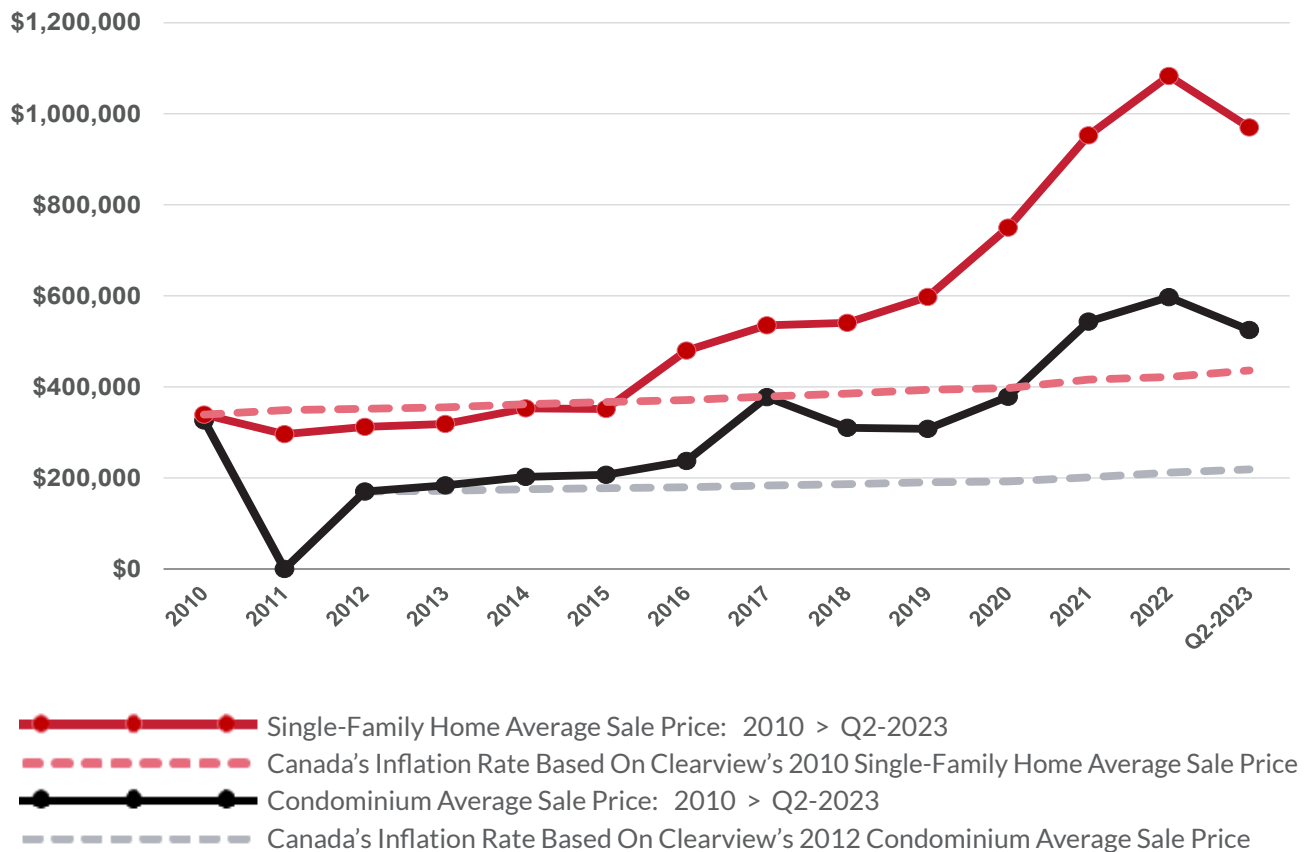
AVERAGE PRICES DOWN FROM 2022, BUT UP WELL IN THE LONG RUN



The average sale price for single-family homes in Q2-2023 was **\$970,098**: that's down **10%** from 2022, but up **2%** from 2021, up **29%** from 2020 and up **186%** from 2010. Q2-2023's average condo/townhouse price of **\$525,000** was down **12%** from 2022 and down **3%** from 2021, but up **39%** from 2020 and **209%** from 2010.



Until 2015 the average sale price of a single-family home was below the inflation rate. From 2016 to Q2-2023 the average price rose to **122%** 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 **140%** rise above the inflation rate by Q2-2023.



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

Royal LePage Locations North	683.5	32.5%	
RE/MAX By The Bay	273.5	13%	
Century 21 Millenium	257.5	12.3%	
RE/MAX Four Seasons	135.5	6.4%	
Chestnut Park	123	5.9%	
Royal LePage RCR	70	3.3%	
RE/MAX At Blue	60	2.9%	
Clairwood	56	2.7%	
Sotheby's	44	2.1%	
Other	399	19%	

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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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.