

CLEARVIEW REAL ESTATE MARKET REPORT

THIRD QUARTER 2023

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



OVERVIEW

THIRD-QUARTER SALES UP FROM A YEAR AGO, BUT YEAR-TO-DATE SALES DOWN OVERALL



YEAR-TO-DATE SALES VOLUME OF \$131,788,847

Down 13% from 2022's \$151,674,839, with units of 140 down 1% from one year ago. New listings of 378 up 2%, with the sales/listings ratio of 37% down 1%.



THIRD-QUARTER SALES VOLUME OF \$45,386,759

Up 32% from Q3-2022's \$34,401,622, with units of 47 up 9% from Q3-2022's 43. New listings of 142 up 9%, with the sales/listings ratio of 33% equal to Q3-2022.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$941,349

Down 12% from 2022's \$1,068,133. Average days-on-market of 40 up 17 days from a year ago.

OVERVIEW (cont'd)

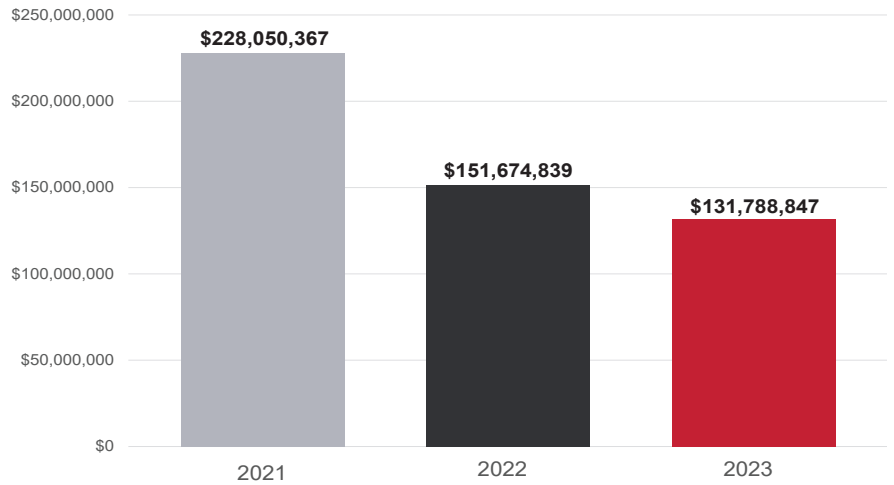


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

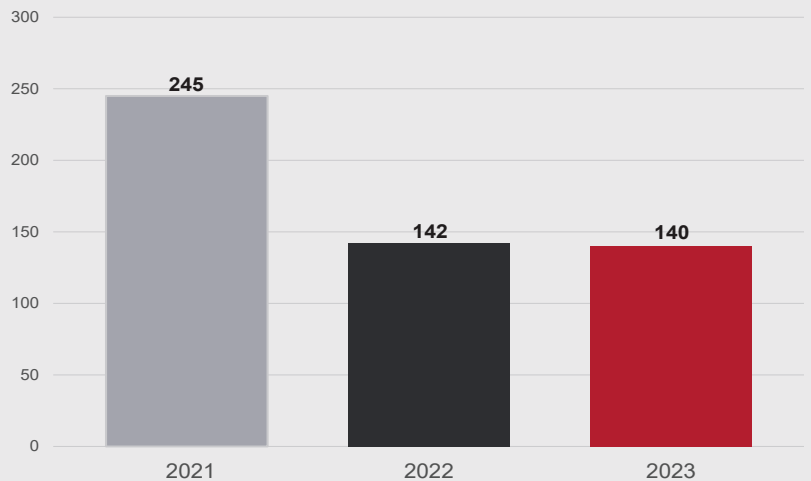
The Clearview market had a **97.7%** sale/list price ratio in September, down from last September's **97.8%**. Homes sold in **26** days on average, down **17** days from a year ago. There is currently **6** months of inventory, down from last year's **9**. All that, and September's **31%** sales/listings ratio, points to a buyers' 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

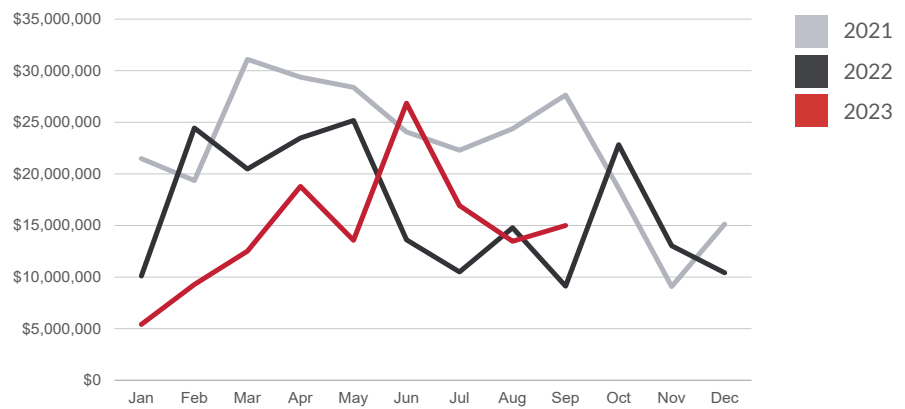
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$228,050,367	\$151,674,839	\$131,788,847	-13%
YTD Unit Sales	245	142	140	-1%
YTD New Listings	317	370	378	+2%
YTD Sales/Listings Ratio	77%	38%	37%	-1%
YTD Expired Listings	18	44	50	+14%
Third Quarter (Q3) Volume Sales	\$74,301,610	\$34,401,622	\$45,386,759	+32%
Q3 Unit Sales	75	43	47	+9%
Q3 New Listings	87	130	142	+9%
Q3 Sales/Listings Ratio	86%	33%	33%	0%
Q3 Expired Listings	11	31	24	-23%
Q3 Average Sale Price	\$990,688	\$793,134	\$965,676	+22%
YTD Sales: Under \$300K	1	0	0	0%
YTD Sales: \$300K - \$499K	24	3	12	+300%
YTD Sales: \$500K - \$799K	120	59	63	+7%
YTD Sales: \$800K - \$999K	35	31	32	+3%
YTD Sales: \$1M - \$1.499M	39	27	18	-33%
YTD Sales: \$1.5M - \$1.999M	12	12	9	-25%
YTD Sales: \$2M+	14	10	6	-40%
YTD Average Days-On-Market	23	23	40	+74%
YTD Average Sale Price	\$930,818	\$1,068,133	\$941,349	-12%

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

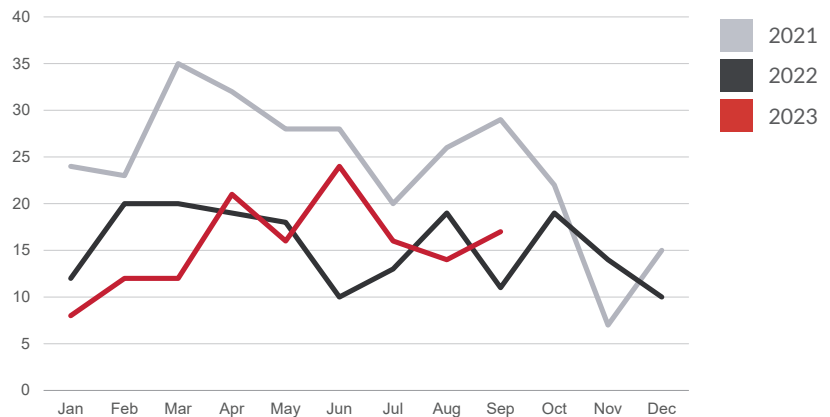
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, Clearview's Q3 sales saw a small rise over Q3-2022, but a relatively large drop from Q2 of this year. Volume of **\$45,386,759** was up **32%** from Q3-2022's **\$34,401,622**, but down **23%** from Q2-2023's **\$59,200,993**, and down **39%** from Q3-2021's record **\$74,301,610**. As well, year-to-date sales of **\$131,788,847** were down **13%** from last year and down **42%** from 2021's high-water mark of **\$228,050,367**. On the units side, Q3's **47** were up **9%** from last year's **43**, but down **51%** from 2020's record **92**; while 2023's year-to-date total of **140** was down **37%** from 2021's benchmark **245**. Lastly, 2023's year-to-date, average sale price of **\$941,349**, while down **12%** from last year's high of **\$1,068,133**, was still up **75%**, **68%**, **35%** and **1%** from that of 2018, 2019, 2020, and 2021 respectively.

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



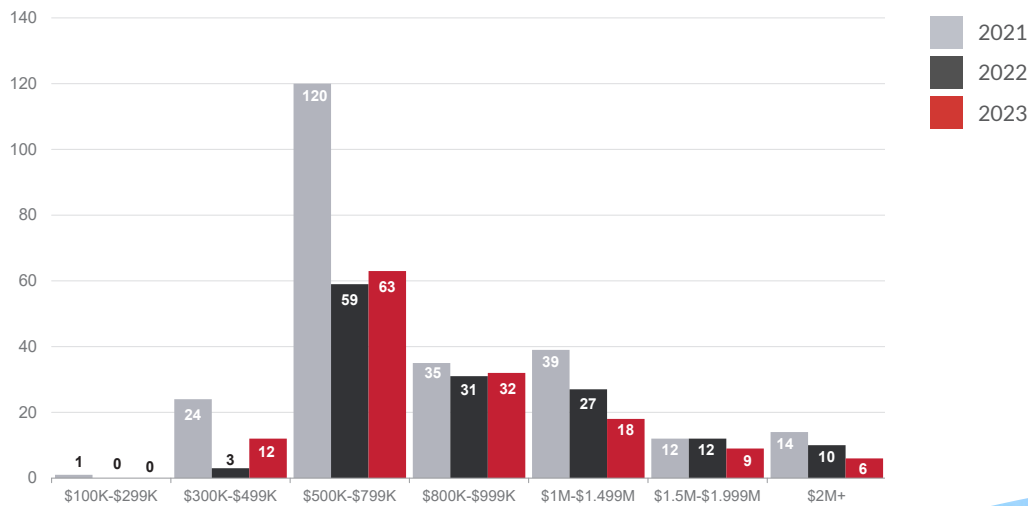
Graph 4:
Clearview Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

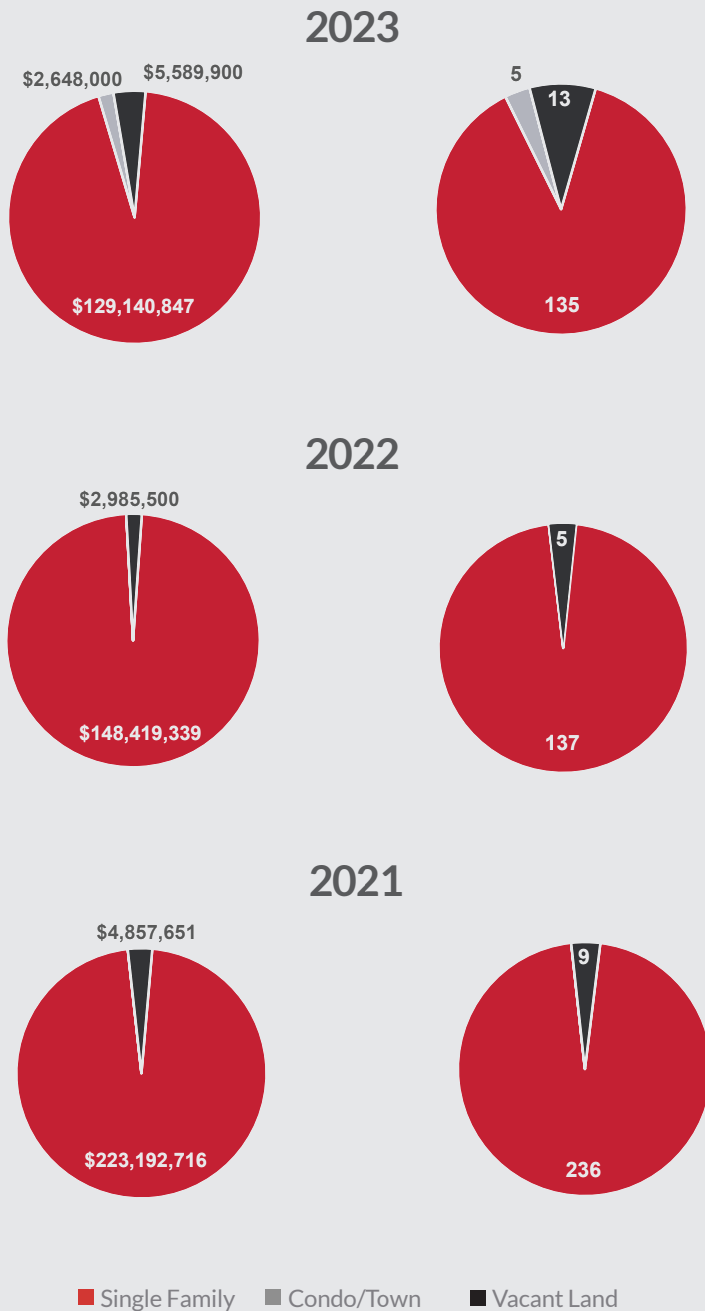
As **Graph 5** shows, 2023 unit sales are up from 2022 in three price ranges, down in three and equal in one. The \$300K-\$499K, \$500K-\$799K and \$800K-\$999K are up **300%**, **7%** and **3%** respectively. The \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **33%**, **25%** and **40%** respectively. And the Under-\$300K range is equal with no sales. More generally, the Under-\$500K bracket – which accounts for **9%** of the sales – is up **300%** from 2022. The \$500K-\$999K bracket – which accounts for **67%** of all sales – is up **%**. And the \$1M+ bracket – which accounts for **24%** of all sales – is down **33%**.

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 HOMES

DOLLAR SALES: \$129,140,847
DOWN 13% from 2022

UNIT SALES: 135
DOWN 1% from 2022

AV. DAYS-ON-MARKET: 40
UP 17 days from 2022

AV. SALE PRICE: \$956,599
DOWN 12% from 2022

CONDO/TOWNS

DOLLAR SALES: \$2,648,000
DOWN 11% from 2022

UNIT SALES: 5
EQUAL to 2022

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

AV. SALE PRICE: \$529,600
DOWN 11% from 2022

RESIDENTIAL LAND

DOLLAR SALES: \$5,589,900
DOWN 3% from 2022

UNIT SALES: 13
DOWN 28% from 2022

AV. DAYS-ON-MARKET: 27
DOWN 27 days from 2022

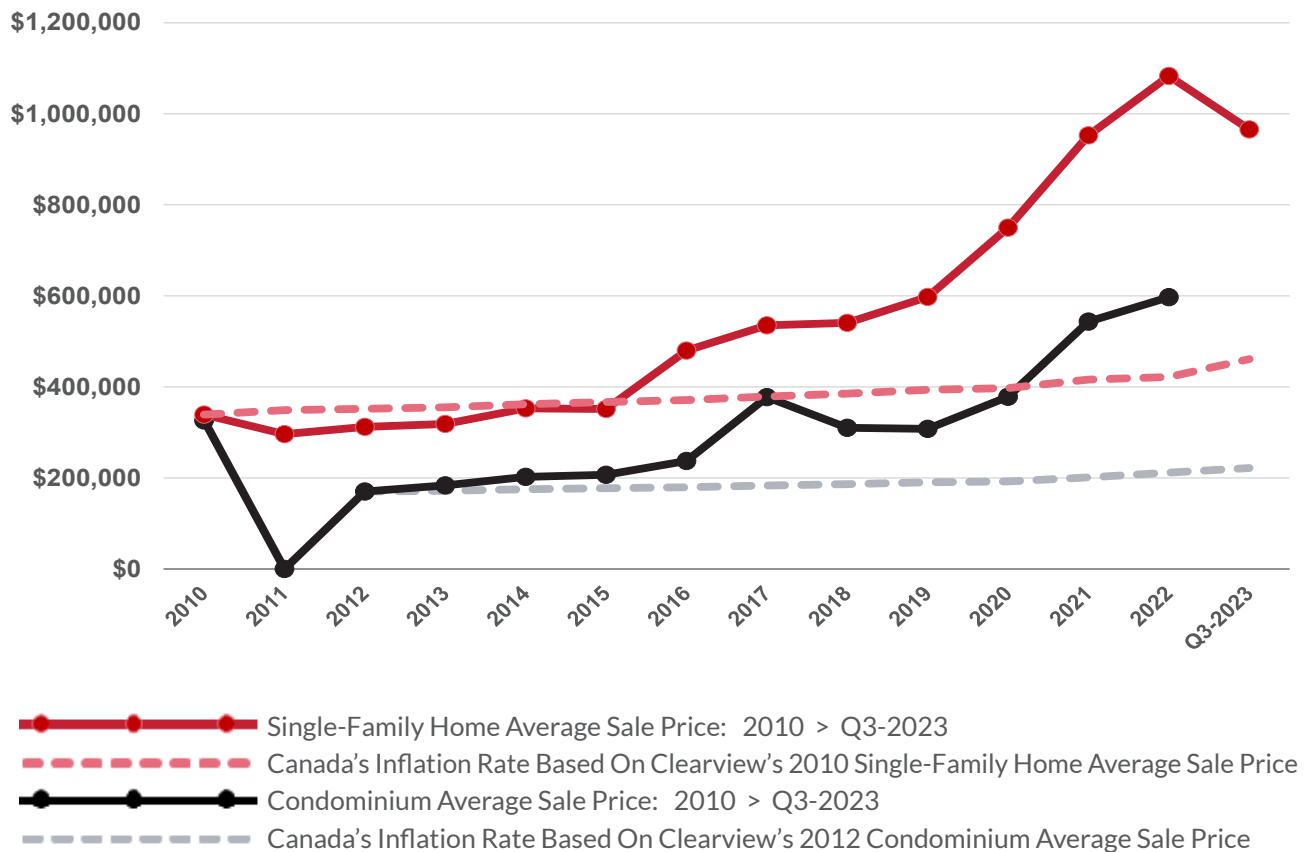
AV. SALE PRICE: \$429,992
UP 35% from 2022

CLEARVIEW AVERAGE SALE PRICES: 2010-2023

THIRD-QUARTER AVERAGE PRICES WERE MAINLY DOWN FROM LAST YEAR

↓ The average sale price of a single-family home in September was **\$882,256**; that's down **19%** and **7%** from 2022 and 2021 respectively, but up **18%** and **160%** from 2020 and 2010 respectively. There were no condo/townhouse sales after Q2. That said, the Q2 average of **\$529,600** was down **11%** and **3%** from 2022 and 2021 respectively, but up **40%** from 2020.

↑ From 2010-2013 the average sale price of a single-family home increased at just under Canada's inflation rate and rose to **109%** above inflation in September 2023. Condo prices were under the inflation rate until 2015 before starting to climb in 2016. There were no condo/townhouse sales in Q3, but 2023's average price as a whole was **139%** above inflation.



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%



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154 Mill St.

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