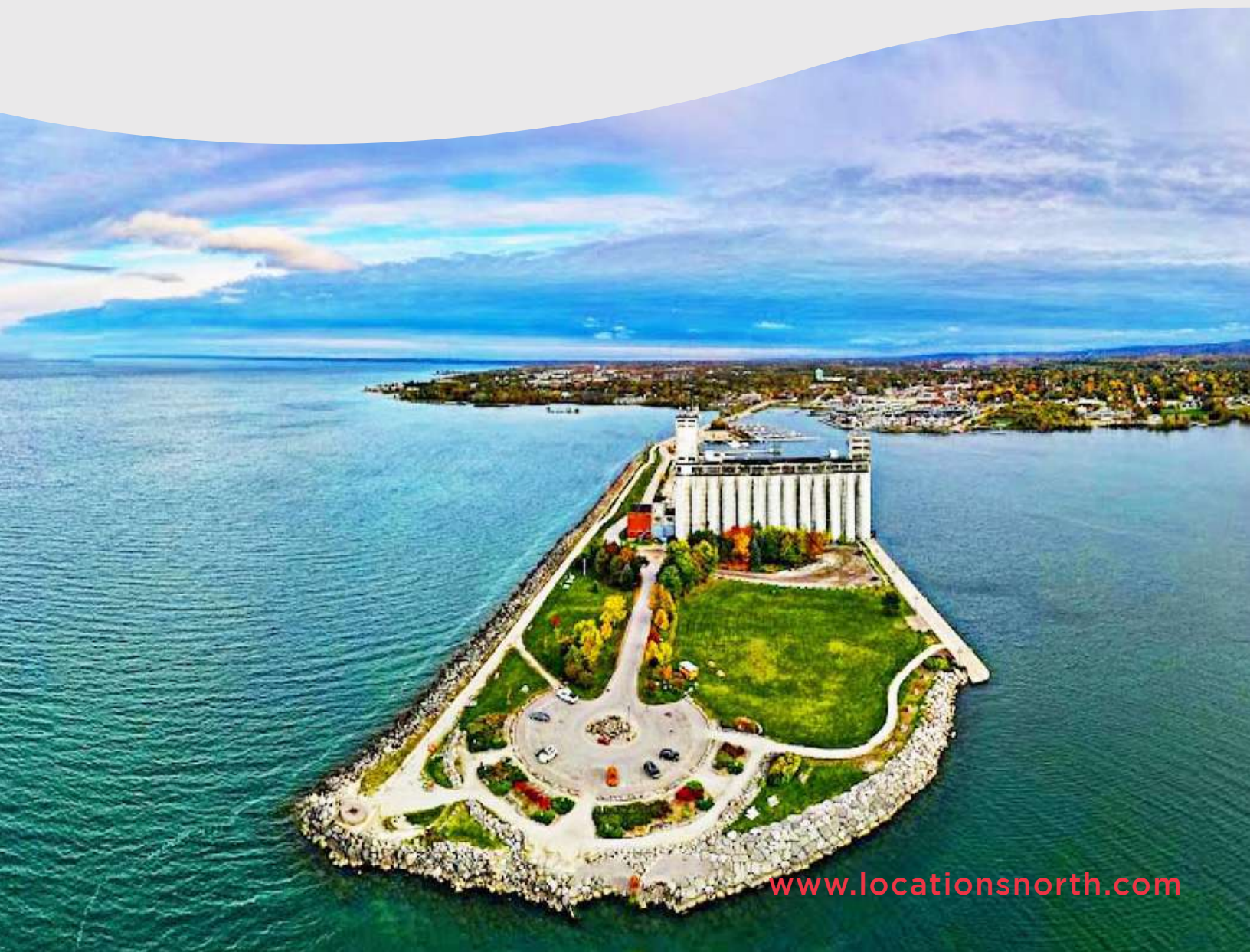


COLLINGWOOD REAL ESTATE MARKET REPORT

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 \$309,616,102

Down 12% from 2022's \$350,342,958, with units of 364 down 4% from last year's 378. New listings of 983 up 17%, with the sales/listings ratio of 37% down 8%.



THIRD-QUARTER SALES VOLUME OF \$108,547,903

Up 13% from Q3-2022's \$95,316,910, with units of 127 up 6% from Q3-2022's 119. New listings of 361 up 19%, with the sales/listings ratio of 35% down 4%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$850,594

Down 8% from 2022's \$925,833. Average days-on-market of 41 up 23 days.



OVERVIEW (cont'd)

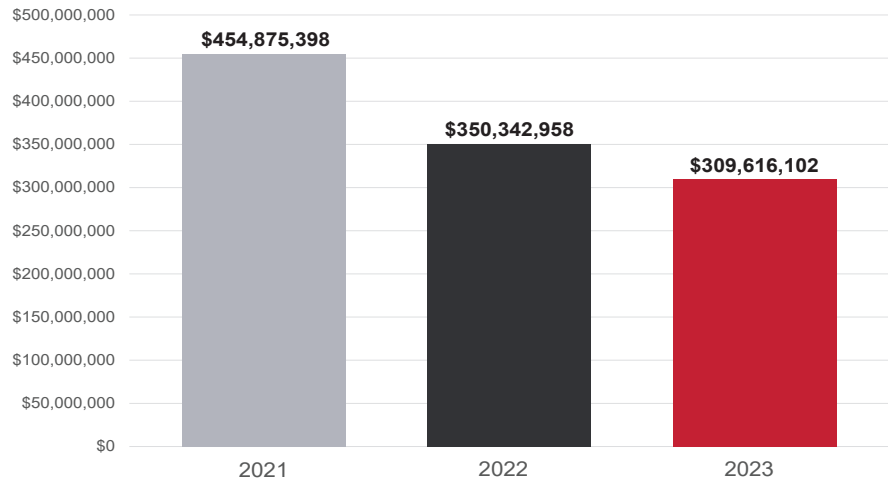


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

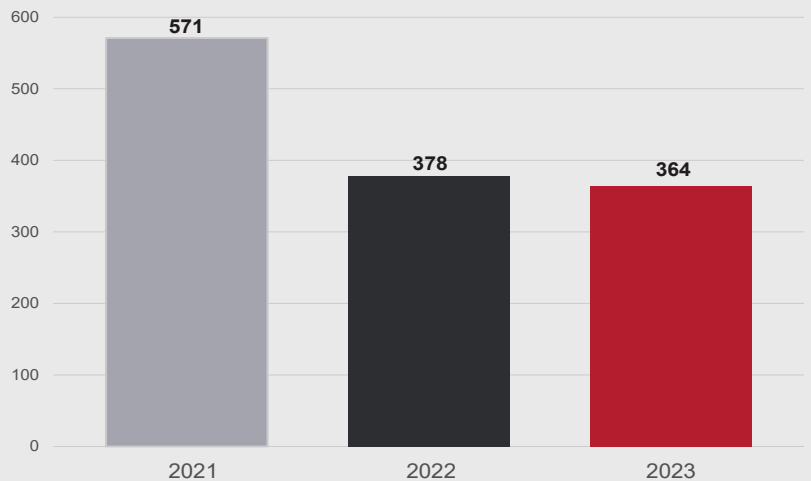
The Collingwood market had a **97%** sale/list price ratio in September, up from last year's **96.7%**. Homes sold in **46** days on average, up **12** days from a year ago. There is currently **6** months of inventory, up from last year's **5**. All that, and September's **30%** sales/listings ratio, adds up to a buyers' market.



Graph 1:
Collingwood MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:
Collingwood MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL



Table 1:
Collingwood MLS® Residential Sales And Listing Summary
 2021 vs. 2022 vs. 2023

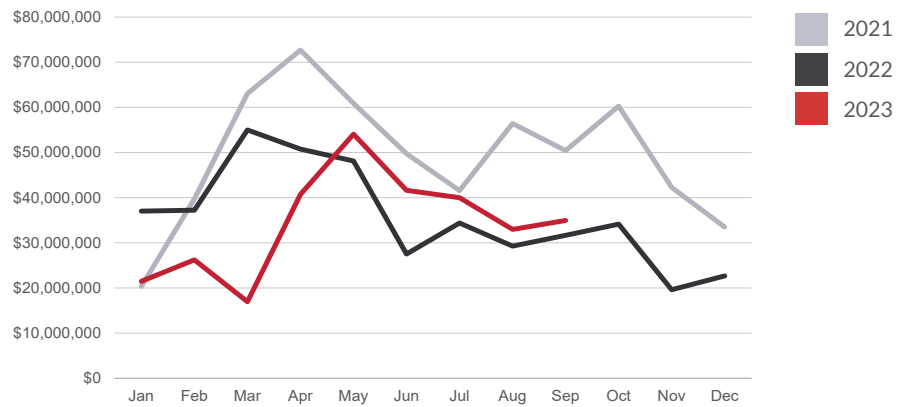
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$454,875,398	\$350,342,958	\$309,616,102	-12%
YTD Unit Sales	571	378	364	-4%
YTD New Listings	746	842	983	+17%
YTD Sales/Listings Ratio	77%	45%	37%	-8%
YTD Expired Listings	25	67	130	+94%
Third Quarter (Q3) Volume Sales	\$148,412,029	\$95,316,910	\$108,547,903	+13%
Q3 Unit Sales	185	119	127	+6%
Q3 New Listings	223	304	361	+19%
Q3 Sales/Listings Ratio	83%	39%	35%	-4%
Q3 Expired Listings	12	49	66	+35%
Q3 Average Sale Price	\$802,227	\$800,982	\$856,491	+7%
YTD Sales: Under \$300K	6	0	1	+100%
YTD Sales: \$300K - \$499K	91	35	49	+40%
YTD Sales: \$500K - \$799K	262	124	151	+21%
YTD Sales: \$800K - \$999K	103	102	72	-29%
YTD Sales: \$1M - \$1.499M	82	79	68	-14%
YTD Sales: \$1.5M - \$1.999M	18	28	15	-46%
YTD Sales: \$2M+	9	10	8	-20%
YTD Average Days-On-Market	17	18	41	+128%
YTD Average Sale Price	\$796,629	\$925,833	\$850,594	-8%

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

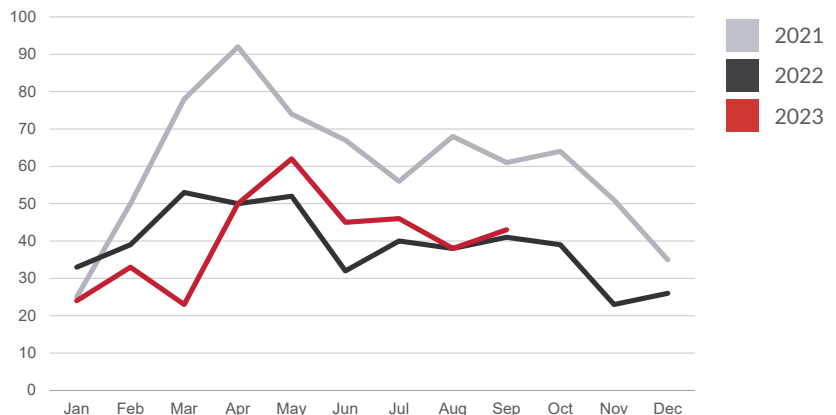
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, Collingwood's Q3 sales saw a small rise over last year, but a relatively large drop from Q2 of this year. Volume of **\$108,547,903** was up **13%** from Q3-2022's **\$95,316,910**, but down **20%** from Q2-2023's **\$136,409,599**, and down **51%** from Q3-2020's record **\$210,911,870**. As well, year-to-date sales of **\$309,616,102** were down **12%** from last year and down **32%** from 2021's high-water mark of **\$454,875,903**. On the units side, Q3's **127** were up **6%** from last year's **119**, but down **59%** from 2020's record **309**; while 2023's year-to-date total of **364** was down **37%** from 2016's benchmark **576**. Lastly, 2023's year-to-date, average sale price of **\$850,594**, while down **8%** from last year's high of **\$925,833**, was still up **85%**, **73%**, **59%**, **34%** and **7%** from that of 2017, 2018, 2019, 2020, and 2021 respectively.

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



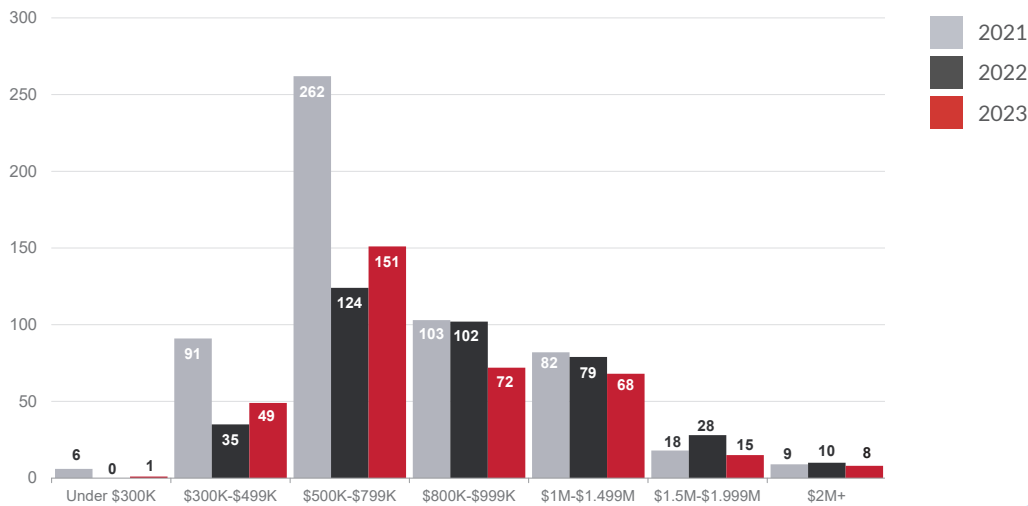
Graph 4:
Collingwood Monthly MLS® Sales
 2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales are up from 2022 in three price ranges and down in four. The Under-\$300K, \$300K-\$499K and \$500K-\$799K ranges are up **100%**, **40%** and **21%** respectively. The \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **29%**, **14%**, **46%** and **20%** respectively. More generally, the Under-\$500K bracket – which accounts for **14%** of 2023's sales – is up **43%** from a year ago. The \$500K-\$999K bracket – which accounts for **61%** of all sales – is down **1%**. And the \$1M+ bracket – which accounts for **25%** of all sales – is down **15%**.

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



SALES BY PROPERTY TYPE

Graph 6:
Collingwood MLS® Sales By Property Type
 2021 vs. 2022 vs. 2023 (Dollars and Units)

2023 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$197,660,202
 DOWN 13% from 2022

UNIT SALES: 209
 EQUAL to 2022

AV. DAYS-ON-MARKET: 33
 UP 15 days from 2022

AV. SALE PRICE: \$945,743
 DOWN 13% from 2022

CONDOMINIUMS

DOLLAR SALES: \$46,352,500
 DOWN 25% from 2022

UNIT SALES: 71
 DOWN 24% from 2022

AV. DAYS-ON-MARKET: 58
 UP 38 days from 2022

AV. SALE PRICE: \$652,852
 DOWN 1% from 2022

TOWNHOUSES

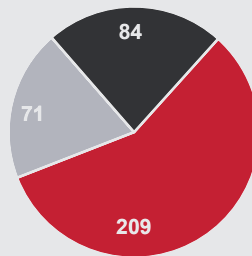
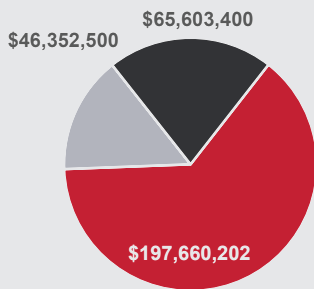
DOLLAR SALES: \$65,603,400
 UP 5% from 2022

UNIT SALES: 84
 UP 11% from 2022

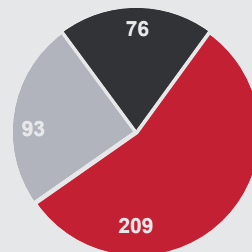
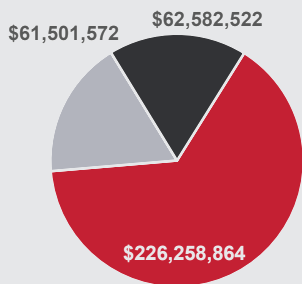
AV. DAYS-ON-MARKET: 46
 UP 29 days from 2022

AV. SALE PRICE: \$780,993
 DOWN 5% from 2022

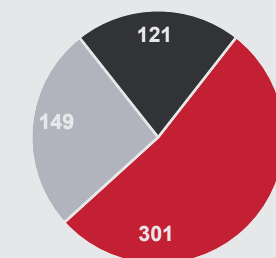
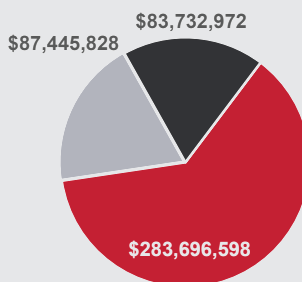
2023



2022



2021



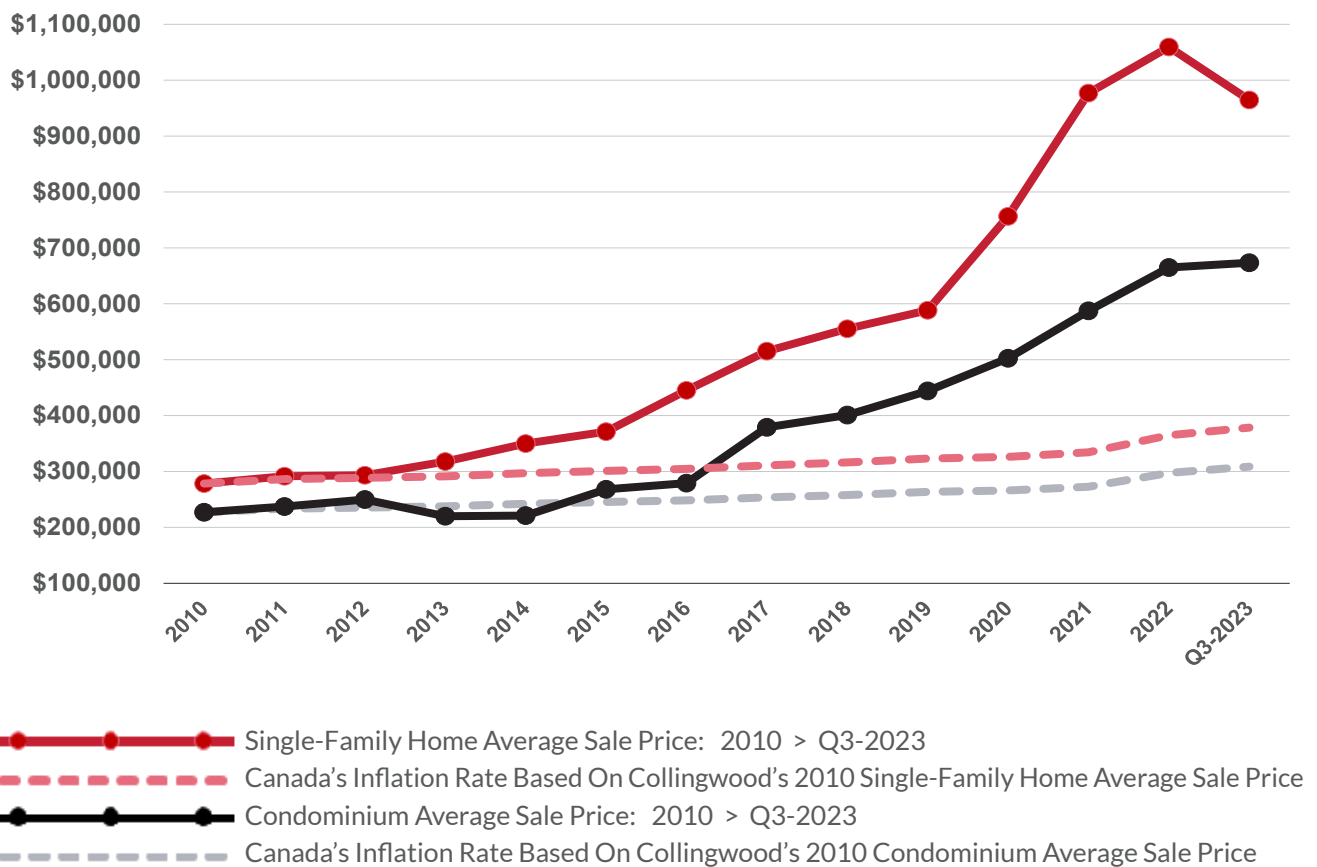
■ Single Family ■ Condominium ■ Townhouse

COLLINGWOOD AVERAGE SALE PRICES: 2010-2023

SEPTEMBER AVERAGE PRICES DOWN FROM LAST YEAR, AND ALSO DOWN RELATIVE TO INFLATION

↓ The average sale price of a single-family home in September was **\$963,018**; that's down **9%** and **1%** from 2022 and 2021 respectively, but up **27%** and **246%** from 2020 and 2010 respectively. The average condo sale price of **\$604,909** was down **9%** from 2022, but up **3%**, **20%** and **167%** from 2021, 2020 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 **155%** above inflation in Q3-2023. Condo prices were under the inflation rate until 2015 before beginning to steadily climb in 2016 and finishing **118%** above inflation in Q3-2022.



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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154 Mill St.

STAYNER

705-4289-2800

7458 ON-26 Unit 11.

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705-429-4800

1249 Mosley St.