

COLLINGWOOD REAL ESTATE MARKET REPORT

FIRST QUARTER 2024

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



OVERVIEW

VOLUME, UNITS AND PRICES UP FROM ONE YEAR AGO



FIRST-QUARTER SALES VOLUME OF \$84,895,580

Up 31% from Q1-2023's \$64,658,600, with units of 105 up 31% from Q1-2023's 80. New listings of 270 up 25% from a year ago, with the sales/listings ratio of 39% up 2%.



MARCH SALES VOLUME OF \$39,769,780

Up 134% from March 2023's \$16,962,300. Units of 43 up 87% from last March's 23, with new listings of 100 up 19%, and the sales/listings ratio of 43% up 16%.



FIRST-QUARTER AVERAGE SALE PRICE OF \$808,529

Up .0004% from Q1-2023's \$808,233. Average days-on-market of 52 up 4 days.

OVERVIEW (cont'd)

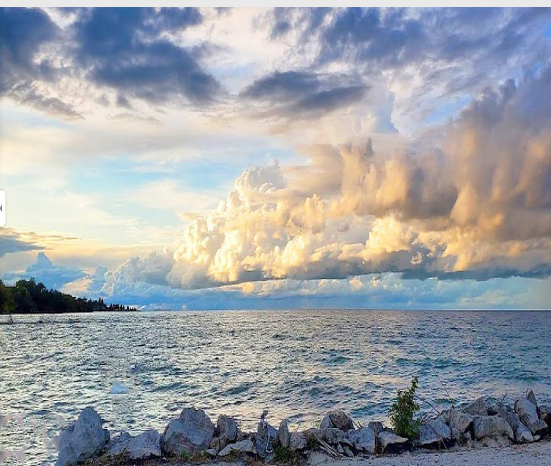
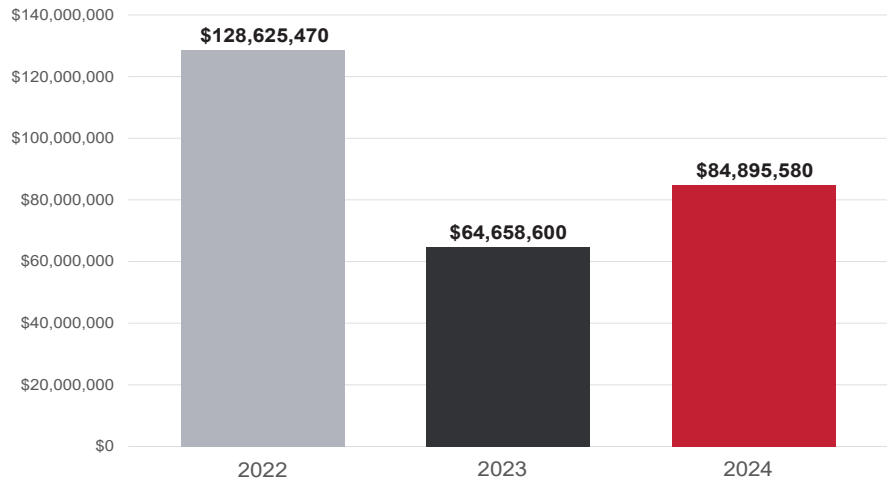


THE DEMAND FOR LISTINGS IS EQUAL TO THE SUPPLY

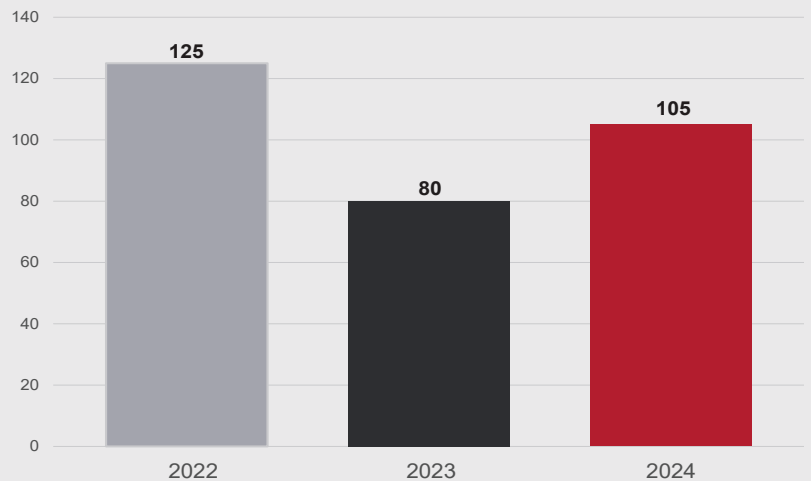
The Collingwood market had a **96.2%** sale/list price ratio in March, down from last year's **95%**. Homes sold in **56** days on average, up **23** days from a year ago, and there is currently **5** months of inventory. All that, and March's **43%** sales/listings ratio – up from last March's **27%** – adds up to an increasingly balanced market.



Graph 1:
Collingwood MLS® Sales
2022 vs. 2023 vs. 2024 (Volume)



Graph 2:
Collingwood MLS® Sales
2022 vs. 2023 vs. 2024 (Units)



THE MARKET IN DETAIL



Table 1:
Collingwood MLS® Residential Sales And Listing Summary
 First Quarter 2022 vs. 2023 vs. 2024

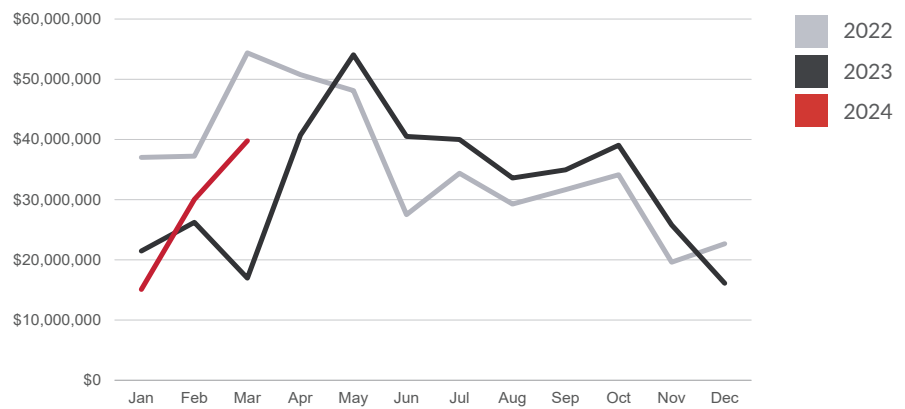
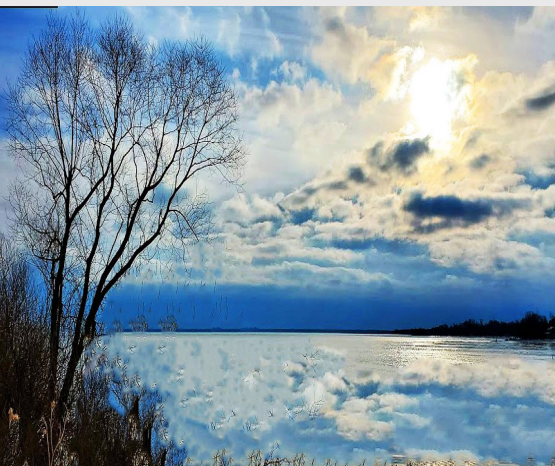
	2022	2023	2024	2023-2024
Volume Sales	\$128,625,470	\$64,658,600	\$84,895,580	+31%
Unit Sales	125	80	105	+31%
New Listings	169	216	270	+25%
Sales/Listings Ratio	74%	37%	39%	+2%
Expired Listings	6	38	72	+89%
Sales: Under \$300K	0	0	1	+100%
Sales: \$300K - \$499K	7	15	11	-27%
Sales: \$500K - \$799K	31	36	48	+33%
Sales: \$800K - \$999K	38	16	21	+32%
Sales: \$1M - \$1.499M	30	9	19	+111%
Sales: \$1.5M - \$1.999M	14	1	5	+400%
Sales: \$2M+	5	3	0	-300%
Average Days-On-Market	11	48	53	+10%
Average Sale Price	\$1,029,004	\$808,233	\$808,529	+.0004%

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 April. 3, 2024.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

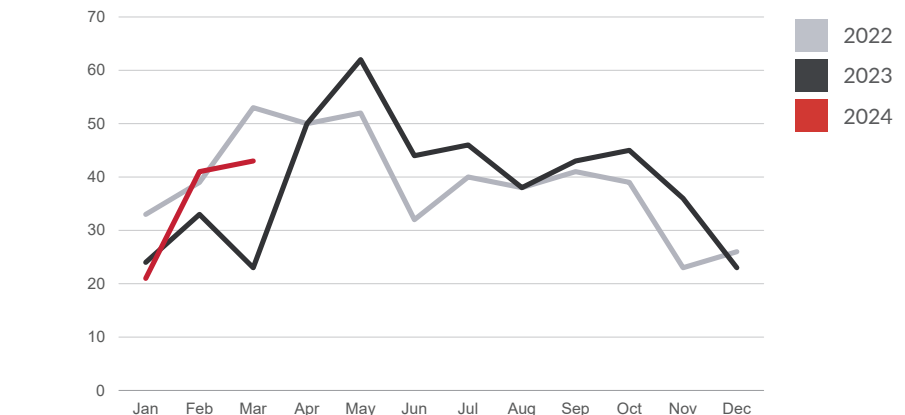
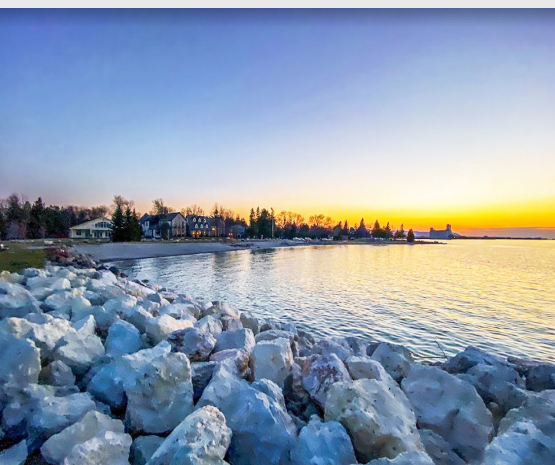
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, the Collingwood market started slowly in January but has picked up nicely since. Q1 volume of **\$84,895,580** was up **31%** from last year; and the third-best ever, down **34%** from 2022's record **\$128,625,470** and **31%** from 2021's **\$123,141,695**. On the units side, 2024's **105** were up **31%** from last year's **80**, but down **31%** from 2021's benchmark **153** and the eighth best in the last ten years. Similarly, while March's **43** units were up **87%** from last March's **23**, they were down **45%** from 2021's record **78** and just the sixth best in the last ten years. That said, although 2024's average sale price of **\$808,529** was up slightly from last year, it was down **21%** from 2022. However, it was still up **.005%**, **39%**, **56%** and **82%** from 2021, 2020, 2019 and 2018 respectively.

Graph 3:
Collingwood Monthly MLS® Sales
2022 vs. 2023 vs. 2024 (Volume)



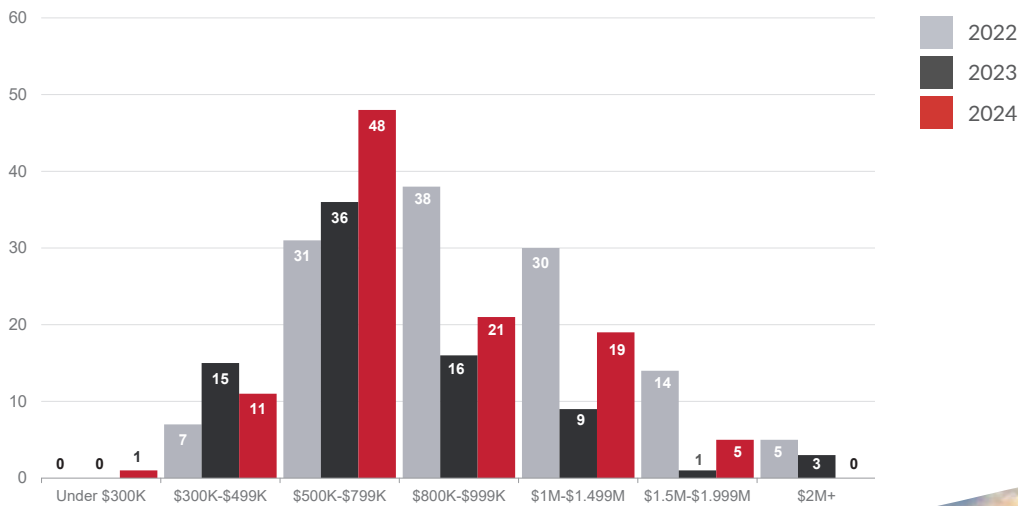
Graph 4:
Collingwood Monthly MLS® Sales
2022 vs. 2023 vs. 2024 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2024 unit sales were up from Q1-2023 in five price ranges and down in two. The Under-\$300K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges were up **100%**, **33%**, **32%**, **111%** and **400%** respectively. The \$300K-\$499K and \$2M+ ranges were down **27%** and **300%** respectively. More generally, the Under-\$500K bracket - which accounted for **11%** of 2024's sales - was down **20%** from 2023. The \$500K-\$999K bracket - which accounted for **66%** of all sales - was up **33%**. And the \$1M+ bracket - which accounted for **23%** of all sales - was up **87%**.

Graph 5:
Collingwood MLS® Sales By Price
2022 vs. 2023 vs. 2024 (Units)

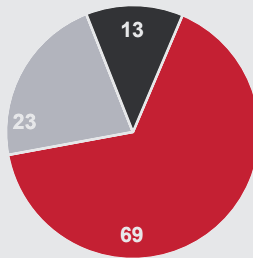
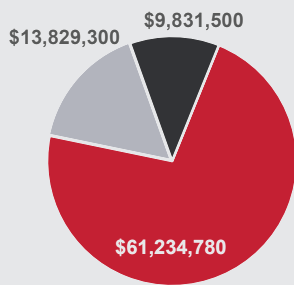


SALES BY PROPERTY TYPE

Graph 6:
Collingwood MLS® Sales By Property Type
2022 vs. 2023 vs. 2024 (Dollars and Units)

2024 IN DETAIL

2024



SINGLE-FAMILY HOME

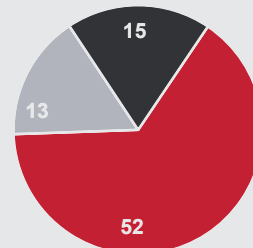
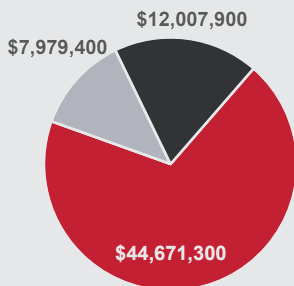
DOLLAR SALES: \$61,234,780
UP 37% from Q1-2023

UNIT SALES: 69
UP 33% from Q1-2023

AV. DAYS-ON-MARKET: 51
UP 1 day from Q1-2023

AV. SALE PRICE: \$887,461
UP 3% from Q1-2023

2023



APARTMENT/CONDO

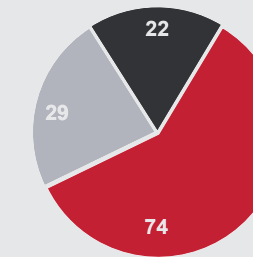
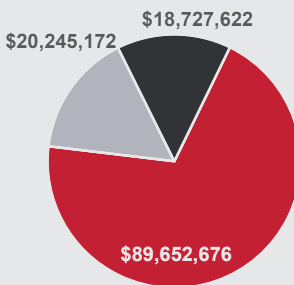
DOLLAR SALES: \$13,829,300
UP 73% from Q1-2023

UNIT SALES: 23
UP 77% from Q1-2023

AV. DAYS-ON-MARKET: 58
UP 6 days from Q1-2023

AV. SALE PRICE: \$601,724
DOWN 2% from Q1-2023

2022



ROW/TOWNHOUSE

DOLLAR SALES: \$9,831,500
DOWN 18% from Q1-2023

UNIT SALES: 13
DOWN 13% from Q1-2023

AV. DAYS-ON-MARKET: 53
UP 14 days from Q1-2023

AV. SALE PRICE: \$756,269
DOWN 6% from Q1-2023

■ Single-Family ■ Apartment/Condo ■ Row/Townhouse

COLLINGWOOD AVERAGE SALE PRICES: 2010-2024

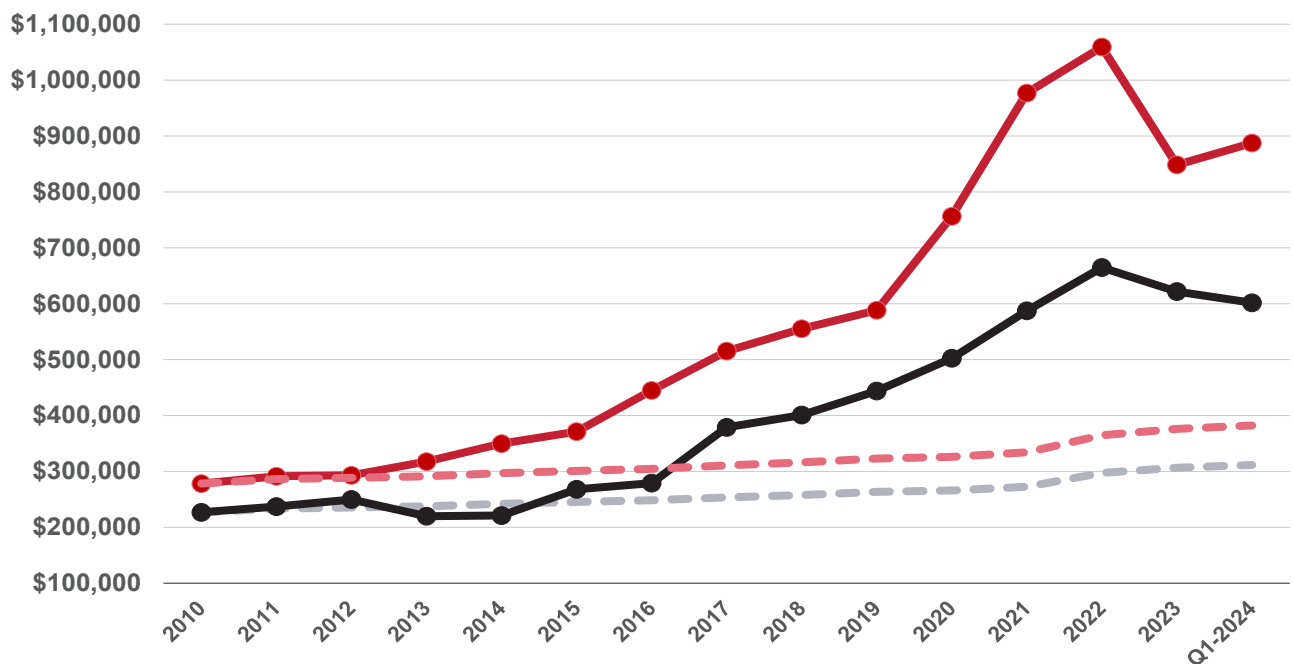
FIRST-QUARTER SINGLE-FAMILY HOME PRICES UP, WITH CONDOS DOWN SLIGHTLY



March's average sale price for single-family homes was **\$1,056,033**: that's up **14%** from 2023, down **.03%** from 2022, up **8%** from 2021, up **40%** from 2020 and up **280%** from 2010. March's average condo sale price of **\$653,809** was up **1%** from 2023, down **2%** from 2022, up **11%** from 2021 and up **188%** from 2010.



From 2010-2022 the average sale price of a single-family home increased at over Canada's inflation rate and peaked at **191%** above inflation in 2022 before falling to **132%** in March. Condo prices were under the inflation rate until 2014 before climbing in 2022 to **124%** above inflation. They are currently at **93%** above inflation.



- Single-Family Home Average Sale Price: 2010 > Q1-2024
- - - - Canada's Inflation Rate Based On Collingwood's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q1-2024
- - - - Canada's Inflation Rate Based On Collingwood's 2010 Condominium Average Sale Price

ROYAL LEPAGE LOCATIONS NORTH IN 2023

OUR 11TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY
IN THE REGION



MORE THAN THREE TIMES THE VOLUME SALES
OF OUR CLOSEST REGIONAL COMPETITOR



MORE THAN TWO-AND-A-HALF TIMES THE UNIT
SALES OF OUR CLOSEST REGIONAL COMPETITOR



FIVE TIMES THE LUXURY HOME SALES OF OUR
CLOSEST REGIONAL COMPETITOR

2023 Southern Georgian Bay Unit Sales

Royal LePage Locations North	673	32.6%	
RE/MAX By The Bay	277	13.7%	
Century 21 Millenium	255	12.4%	
RE/MAX Four Seasons	132	6.4%	
Chestnut Park	107	5.2%	
Sotheby's	84	4.1%	
Royal LePage RCR	55	3.9%	
RE/MAX At Blue	53	3%	
Bosley	38	2.9%	
Other	388	18.9%	

2023 UNIT 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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27 Arthur St.

MEAFORD

519-538-5755

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.