

COLLINGWOOD REAL ESTATE MARKET REPORT: 2016 IN REVIEW



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Overview: Record Sales Top \$250 Million, Big Rise In Average Price

- Thanks mainly to a very strong spring and summer, record dollar sales of **\$257,856,964** and unit sales of **683** were up **21%** and **4%** respectively from 2015's previous records.
- New listings of **1009** were down **13%** from 2015, while expired listings of **90** were down **61%**. Overall, there was a record high **68%** sales/listings ratio, up **12%** from last year.
- The area saw a big **16%** jump in the average sale price to **\$377,536**, while the average days-on-market dropped **3+ weeks** to **42 days**. The higher prices and shorter sales times were partly due to a very high number of multiple offer and overprice offer situations.

Table 1: Collingwood MLS® Sales And Listing Summary – 2014 vs 2015 vs 2016

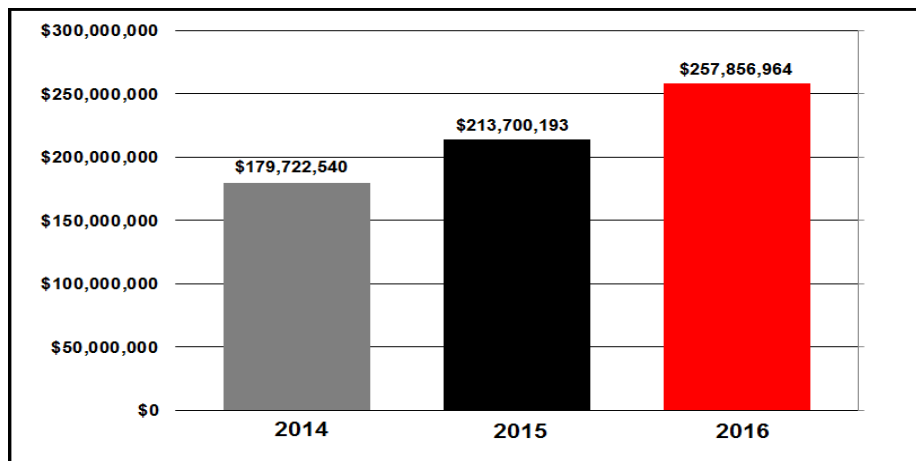
	2014	2015	2016	2015-2016
Volume Sales	\$179,722,540	\$213,700,193	\$257,856,964	+21%
Unit Sales	608	657	683	+4%
New Listings	1375	1154	1009	-13%
Sales/Listings Ratio	44%	56%	68%	+12%
Expired Listings	382	232	90	-61%
Sales: Under \$100K	4	4	1	-75%
Sales: \$100K – \$299K	378	357	282	-38%
Sales: \$300K - \$499K	181	217	266	+23%
Sales: \$500K - \$799K	35	64	108	+69%
Sales: \$800K - \$999K	6	9	20	+122%
Sales: \$1M - \$1.499M	3	5	5	0%
Sales: \$1.5M +	1	1	1	0%
Average Days-On-Market	70	64	42	-34%
Average Sale Price	\$295,596	\$325,267	\$377,536	+16%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

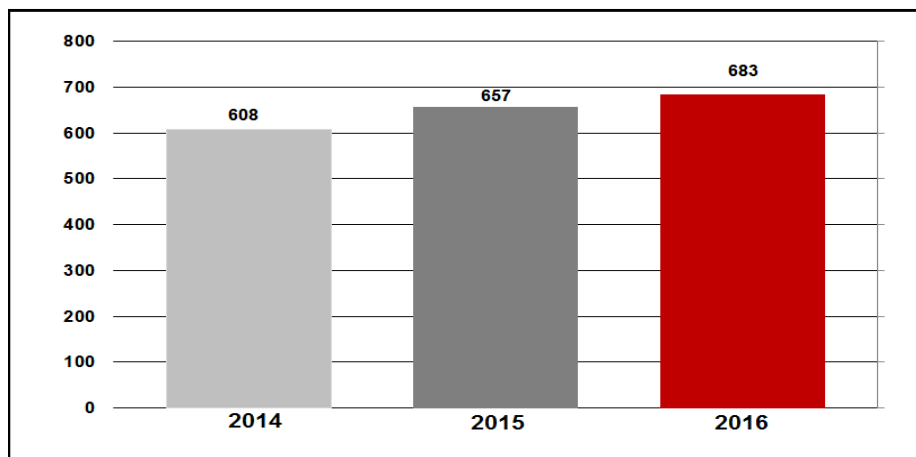


- The combination of record sales, a high sales/listing ratio, a huge drop in expired listings, shorter sales times and higher prices indicates **demand for listings exceeded the supply**. In fact, agents say that **sales would've been even higher if there had been more listings**.

Graph 1: Collingwood MLS® Sales – 2014 vs 2015 vs 2016 (Dollars)

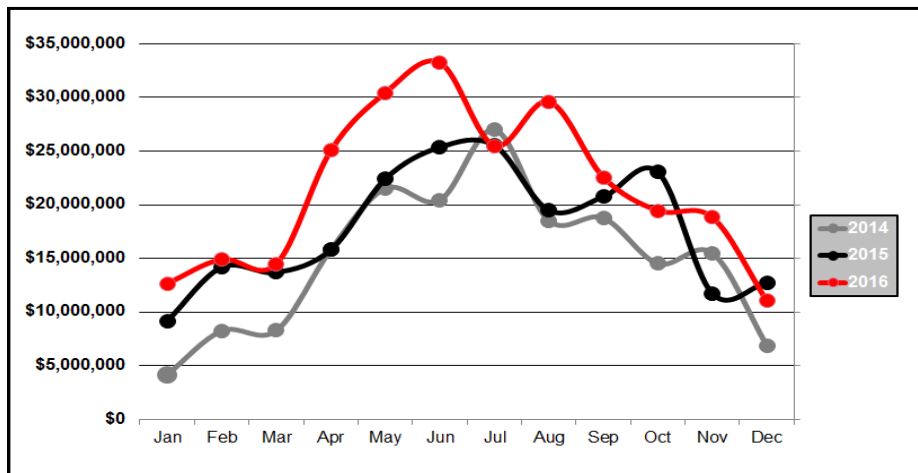


Graph 2: Collingwood MLS® Sales – 2014 vs 2015 vs 2016 (Units)

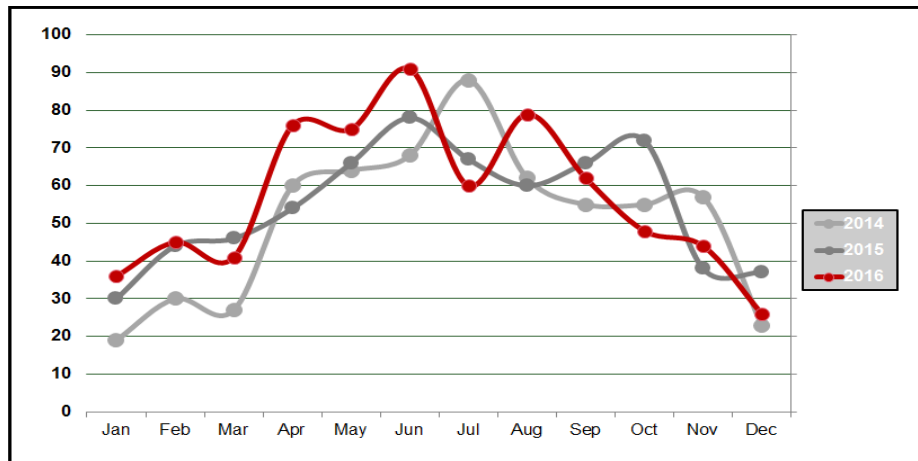


- **Graph 3** shows that all four of 2016's quarters saw record dollar sales, with big spikes during the spring and summer. On the units side, **Graph 4** generally mirrors the dollar sales, but 2016 only set records in Q1 and Q2, followed by a solid Q3 and a slower Q4.

Graph 3: Collingwood Monthly MLS® Sales – 2014 vs 2015 vs 2016 (Volume)

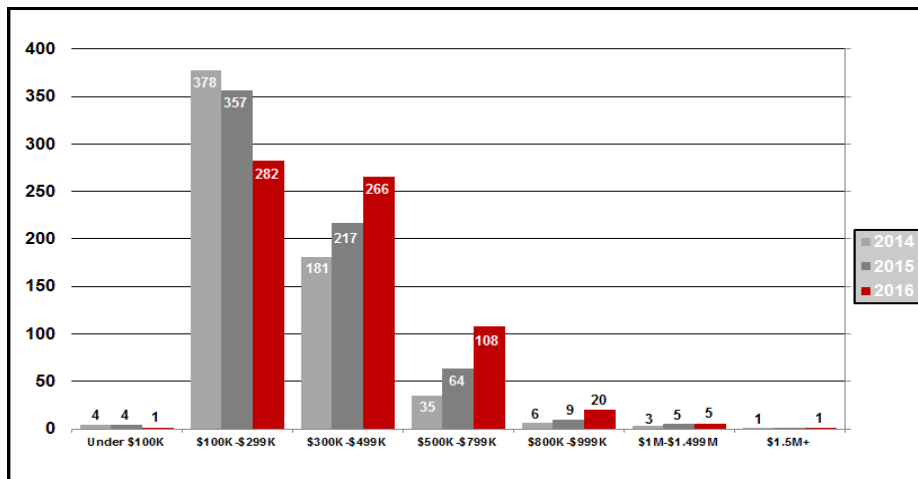


Graph 4: Collingwood Monthly MLS® Sales – 2014 vs 2015 vs 2016 (Units)



- As **Graph 5** shows, 2016 unit sales were down from 2015 in the Under \$300K range, partly due to a rise in average prices. In the \$300K-\$999K range, 2016 was up **36%**, with sales in the \$500-\$799K and \$800K-\$999K ranges up **69%** and **122%** respectively.

Graph 5: Collingwood MLS® Sales By Price – 2014 vs 2015 vs 2016 (Units)



Sales By Property Type

Single-Family Homes:

- 2016's dollar sales of **\$174,890,055** were up **26%** from 2015 and up **43%** from 2014 (See **Graph 6**).
- Unit sales of **396** were up a **6%** from 2015 and up **13%** from 2014 (See **Graph 7**).
- The average sales price of **\$441,642** was up **19%** from 2015 and up **26%** from 2014.
- The average days-on-market of **38** was down more than **3 weeks** from 2015 and down **4 weeks** from 2014.
- All the metrics – the big dollar sales and average price increases, along with the shorter days-on-market – indicate **the demand for listings greatly exceeded the supply**.



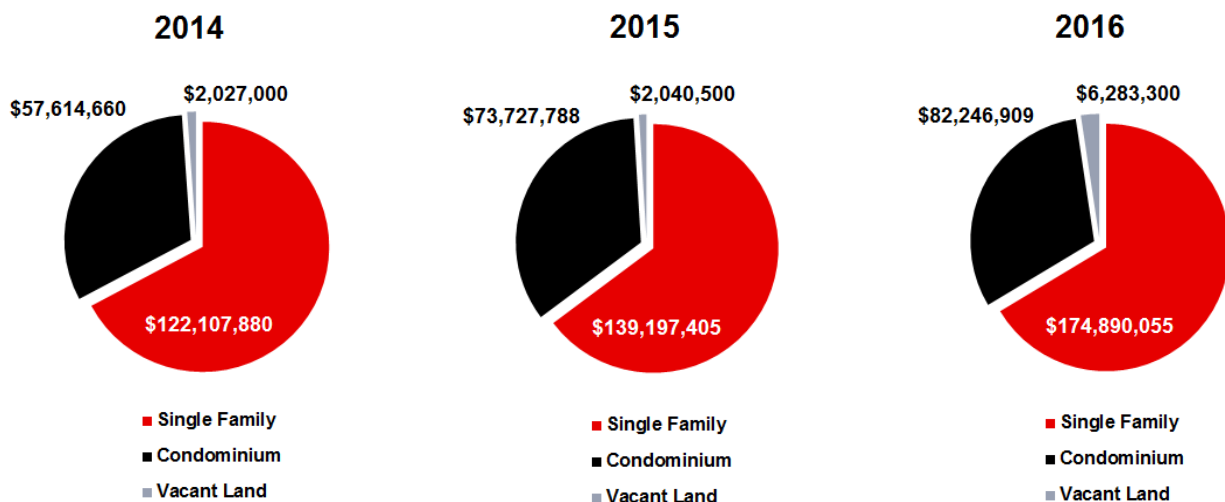
Condominiums:

- Dollar sales of **\$82,246,909** were up **12%** from 2015 and up **43%** from 2014.
- Unit sales of **285** were up **1%** from 2015 and up **10%** from 2014.
- The average sales price of **\$288,586** was up **10%** from 2015 and up **30%** from 2014.
- The average days-on-market of **46** was down **3½** weeks from 2015 and down more than **4 weeks** from 2014.
- The 2016 condo market's healthy volume sales and price increases, along with the much shorter selling times, indicate **the demand for listings exceeded the supply.**

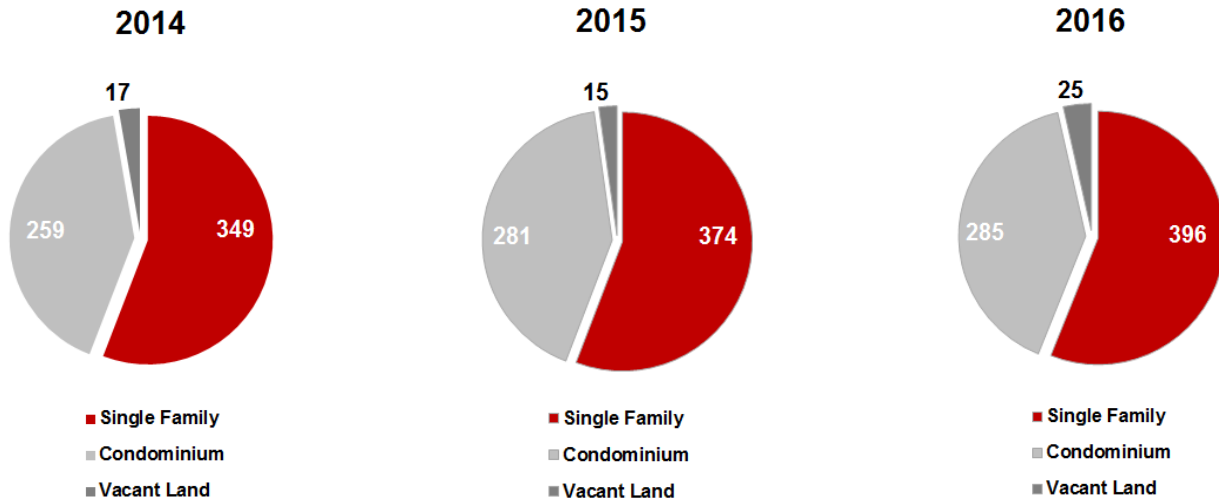
Vacant Land:

- Dollar sales of **\$6,283,300** were up **207%** from 2015 and **209%** from 2014.
- Unit sales of **25** were up **67%** from 2015 and up **47%** from 2014.
- The average sale price of **\$251,332** was up **85%** from 2015 and up **111%** from 2014.
- Average days-on-market of **72** was down **3 months** from 2015, **2 months** from 2014.
- With so many variables involved in vacant land transactions it is difficult to draw general conclusions about the market. That said, with units up, 2016 was a good year.

Graph 6: Collingwood MLS® Sales By Type – 2014 vs 2015 vs 2016 (Dollars)



Graph 7: Collingwood MLS® Sales By Type – 2014 vs 2015 vs 2016 (Units)



As to whether Collingwood's record 2016 sales will continue into 2017, time will tell. Please stay tuned as we provide **Collingwood Quarterly Reports** and **Georgian Triangle Monthly Reports** in order to help you make **better-informed real estate decisions**.

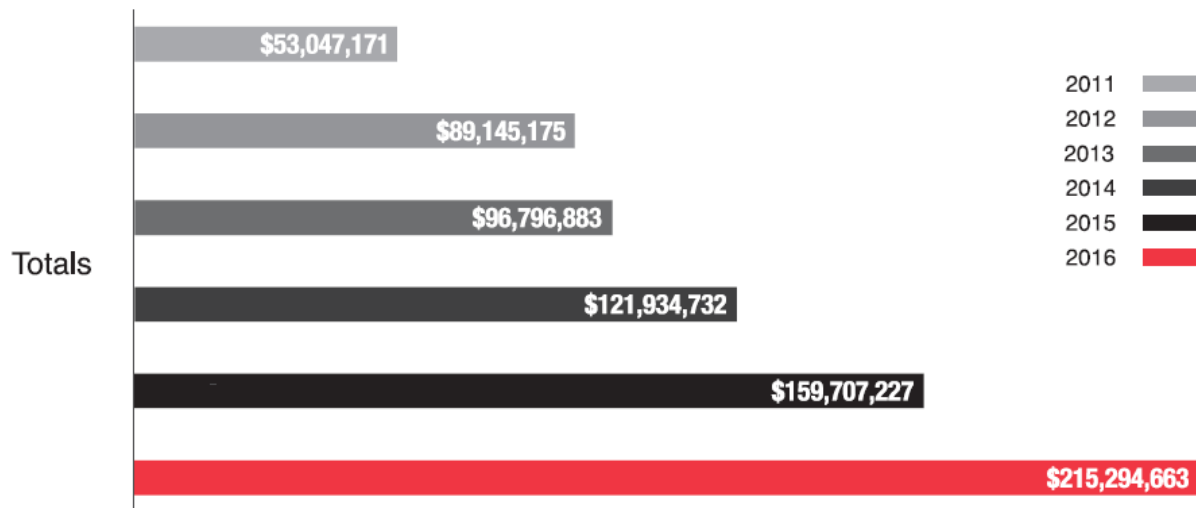


Royal LePage Locations North In 2016

2016 was **yet another record-breaking year** for Royal LePage Locations North. We:

- **Broke our own Georgian Triangle record** for annual MLS sales (set in 2015) with **\$215,294,663** – up **35%** from 2015 and **more than quadrupling** our 2011 sales!
- **Sold 61% more real estate** than our nearest competitor.
- **Were #1 in** Collingwood, The Blue Mountains and Meaford. And we've already jumped to **#2 in Clearview** and **#3 in Wasaga Beach** after opening offices there in mid to late 2015.

Locations North Sales Volume, 2011 - 2016



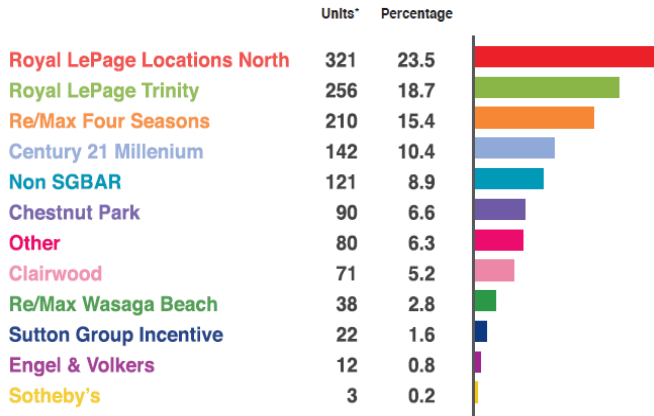
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



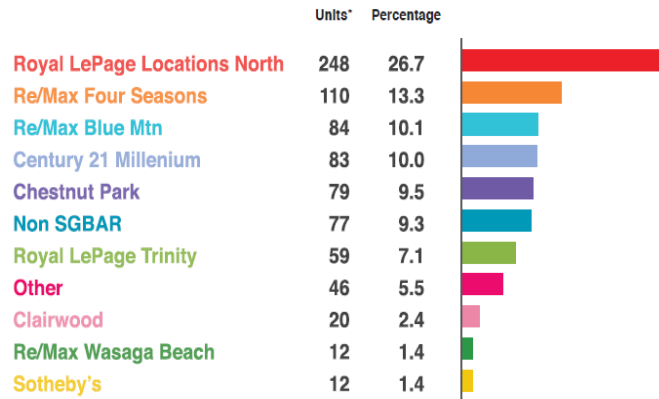
LOCATIONS NORTH

BROKERAGE

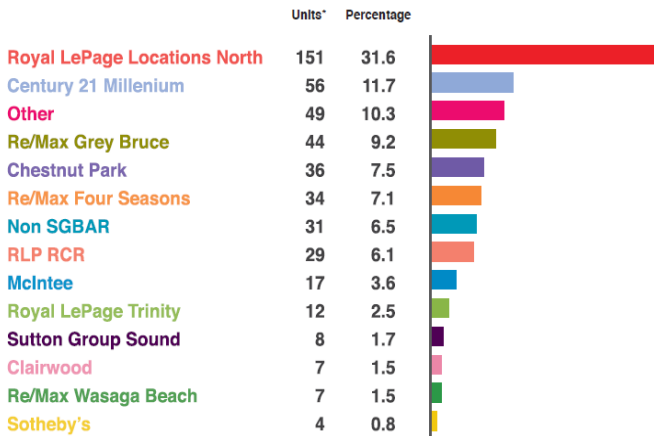
Collingwood Unit Sales, 2016



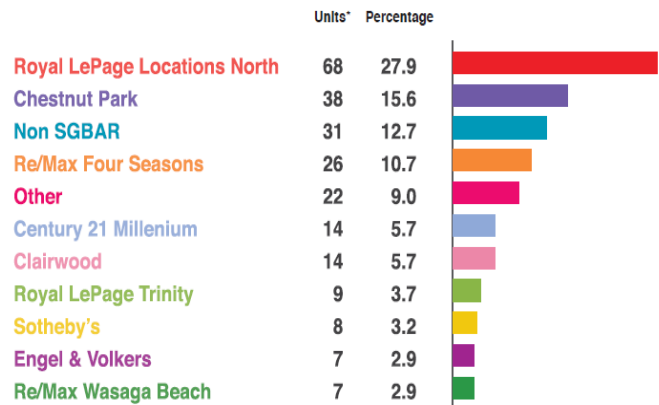
The Blue Mountains Unit Sales, 2016



Meaford Unit Sales, 2016



Georgian Triangle Luxury Homes \$800,000+ Unit Sales, 2016



* – 'Units' refers to the combined number of Listing and Selling Sides

We Give YOU Options

At Locations North, we do everything we can to put **YOU** first – **and that includes respecting your privacy by enabling you to choose your level of engagement.**

[Please check out our video to see how we do it.](#)

Collingwood Office

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Collingwood ON
705-445-5520

Thornbury Office

27 Arthur St.,
Thornbury ON
519-599-2136

Meaford Office

96 Sykes St.
Meaford, ON
519-538-5755

Wasaga Beach Office

1288 Mosley St., Unit 7
Wasaga Beach, ON
705-617-9969

Clearview Office

143 Mill St.
Creemore, ON
705-881-9005

