

THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT: 2016 IN REVIEW



THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT: 2016 IN REVIEW

Overview: Record-Breaking Sales And Prices On Fewer Listings

- Record dollar sales of **\$209,476,554** and unit sales of **415**, up **22%** and **18%** respectively from 2015's prior records (and up a phenomenal **57%** and **26%** respectively from 2014).
- New listings at **708** were down **7%** from 2015, while expired listings of **208** were down **32%**. Overall, there was a very high **59%** sales/listings ratio, up **13%** from 2015.
- The area saw a **4%** jump in the average sale price to **\$504,763**, while the average days-on-market dropped **3+ weeks** to **84 days**. The higher prices and shorter sales times were partly due to a high number of multiple offer and overprice offer situations.

Table 1: The Blue Mts. MLS® Sales And Listing Summary – 2014 vs 2015 vs 2016

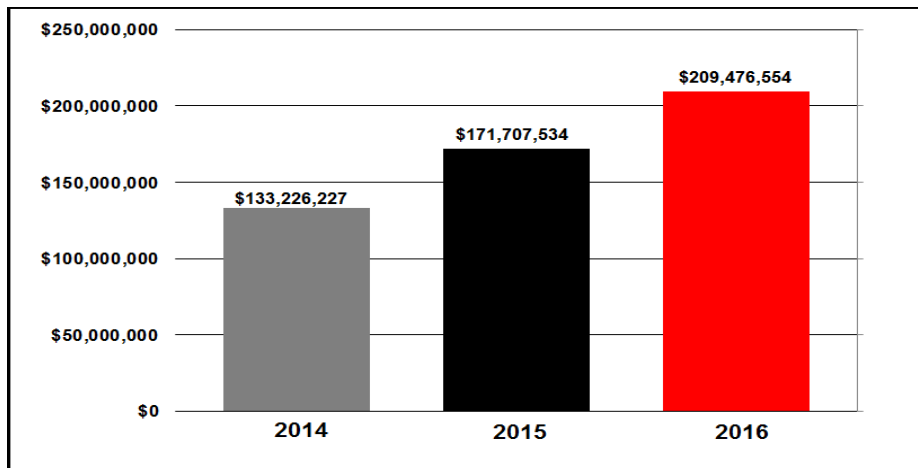
	2014	2015	2016	2015-2016
Volume Sales	\$133,226,227	\$171,707,534	\$209,476,554	+22%
Unit Sales	329	353	415	+18%
New Listings	910	762	708	-7%
Sales/Listings Ratio	36%	46%	59%	+13%
Expired Listings	410	306	208	-32%
Sales: Under \$100K	7	3	1	-67%
Sales: \$100K – \$299K	136	118	128	+8%
Sales: \$300K - \$499K	96	109	139	+28%
Sales: \$500K - \$799K	65	76	91	+20%
Sales: \$800K - \$999K	12	23	22	-4%
Sales: \$1M - \$1.499M	9	14	21	+50%
Sales: \$1.5M +	4	10	13	+30%
Average Days-On-Market	103	107	84	-21%
Average Sale Price	\$404,943	\$486,424	\$504,763	+4%



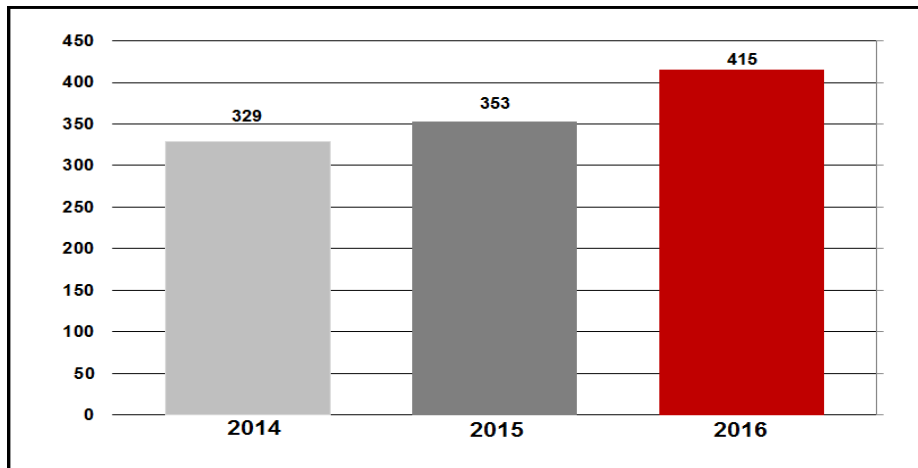
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

- The combination of record sales throughout all four quarters, a high sales/listing ratio, a big drop in expired listings and higher prices in all property types indicates that the **demand for listings exceeded the supply.**

Graph 1: The Blue Mts. MLS® Sales – 2014 vs 2015 vs 2016 (Dollars)

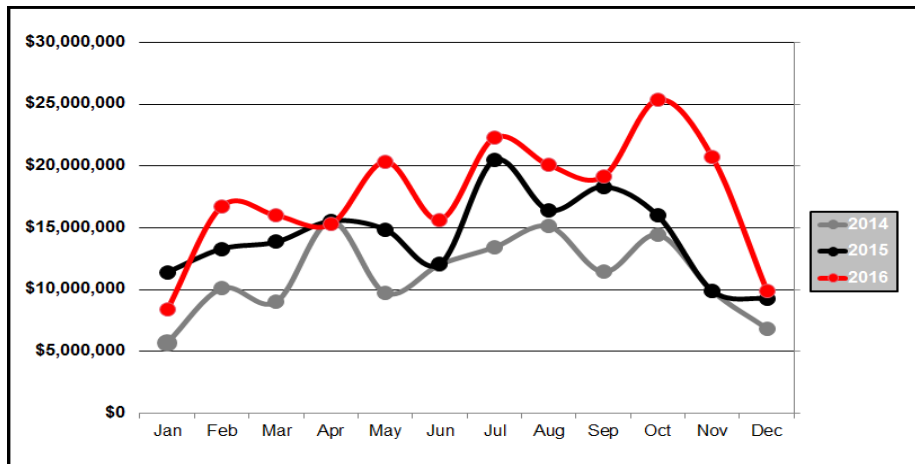


Graph 2: The Blue Mts. MLS® Sales – 2014 vs 2015 vs 2016 (Units)

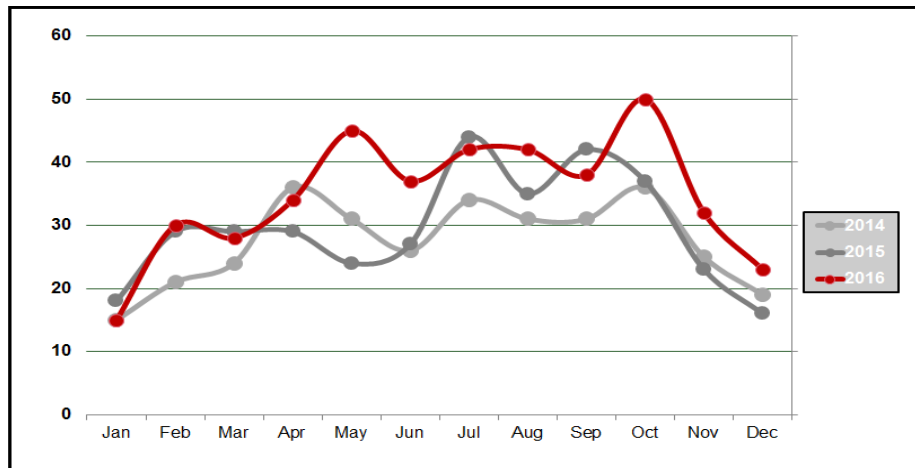


- As **Graph 3** shows each of 2016's quarters saw record dollar sales, with particularly big spikes in February, May, July and October. On the units side, **Graph 4** generally mirrors the dollar sales, although 2016's Q1 unit sales were slightly lower than that of 2015.

Graph 3: The Blue Mts. Monthly MLS® Sales – 2014 vs 2015 vs 2016 (Volume)

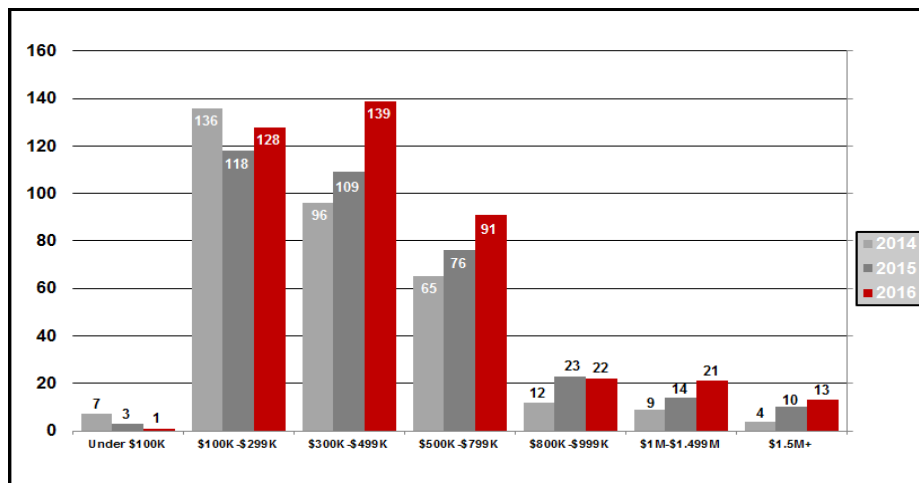


Graph 4: The Blue Mts. Monthly MLS® Sales – 2014 vs 2015 vs 2016 (Units)



- As **Graph 5** shows, 2016 unit sales were up from 2015 in every price range except Under \$100K (in part due to the rising average sale price) and \$800K-\$999K (down by **1** sale). The entire \$100K-\$799K and \$1M+ ranges were up **18%** and **42%** respectively.

Graph 5: The Blue Mts. MLS® Sales By Price – 2014 vs 2015 vs 2016 (Units)



Sales By Property Type

Single-Family Homes:

- 2016's dollar sales of **\$150,594,631** were up **16%** from 2015 and up **55%** from 2014 (See **Graph 6**).
- Unit sales of **223** were up a **6%** from 2015 and up **23%** from 2014 (See **Graph 7**).
- The average sales price of **\$675,312** was up **9%** from 2015 and up **26%** from 2014.
- The average days-on-market of **76** was down **3 weeks** from 2015 and down **4½ weeks** from 2014.
- All the metrics – the big dollar sales and average price increases, together with the fewer days-on-market – indicate **the demand for listings greatly exceeded the supply**.



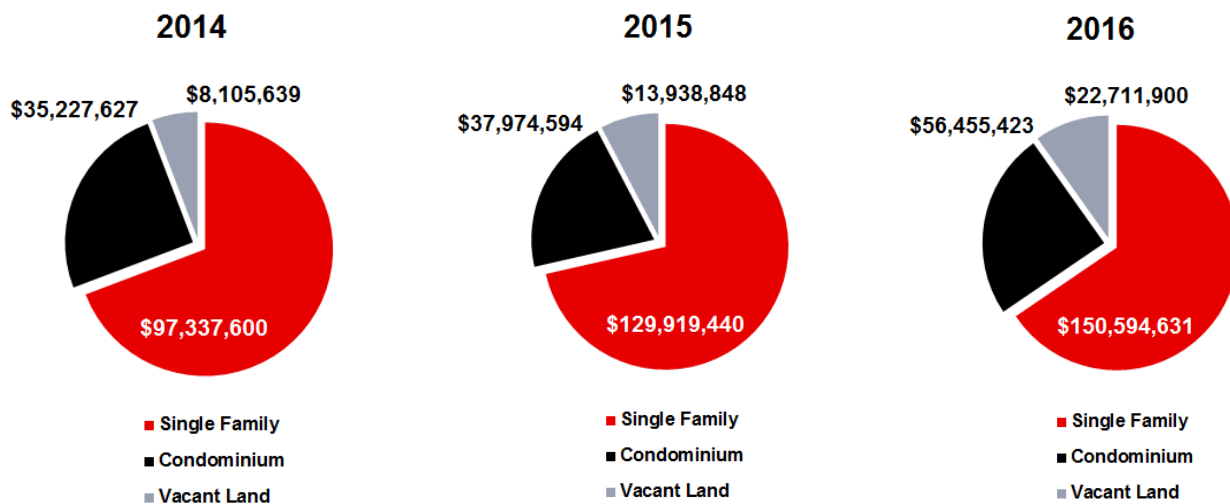
Condominiums:

- Dollar sales of **\$56,455,423** were up **49%** from 2015 and up **60%** from 2014.
- Unit sales of **188** were up **39%** from 2015 and up **30%** from 2014.
- The average sales price of **\$300,295** was up **7%** from 2015 and up **24%** from 2014.
- The average days-on-market of **95** was down **4 weeks** from 2015 and down **2 days** from 2014.
- The 2016 condo market's big sales and price increases, along with the shorter selling times, indicate **the demand for listings greatly exceeded the supply.**

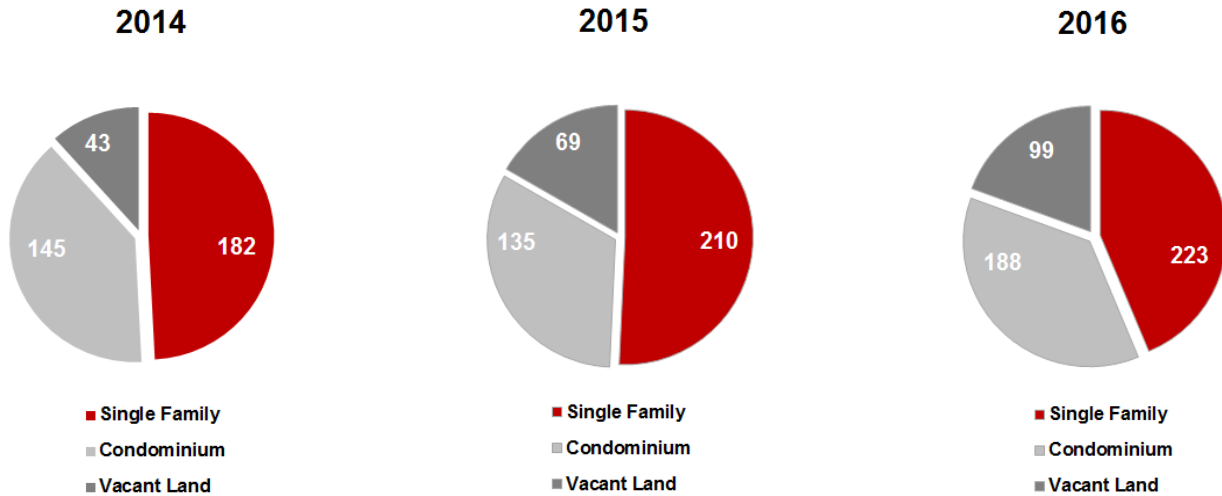
Vacant Land:

- Dollar sales of **\$22,711,900** were up **63%** from 2015 and up **180%** from 2014.
- Unit sales of **99** were up **43%** from 2015 and up **130%** from 2014.
- The average sale price of **\$229,413** was up **14%** from 2015 and up **22%** from 2014.
- Average days-on-market of **428** was up **167 days** from 2015, up **255 days** from 2014.
- With so many variables involved in vacant land transactions it can be difficult to draw general conclusions about the market. That said, with units way up, it was a good year.

Graph 6: The Blue Mts. MLS® Sales By Type – 2014 vs 2015 vs 2016 (Dollars)



Graph 7: The Blue Mts. MLS® Sales By Type – 2014 vs 2015 vs 2016 (Units)



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

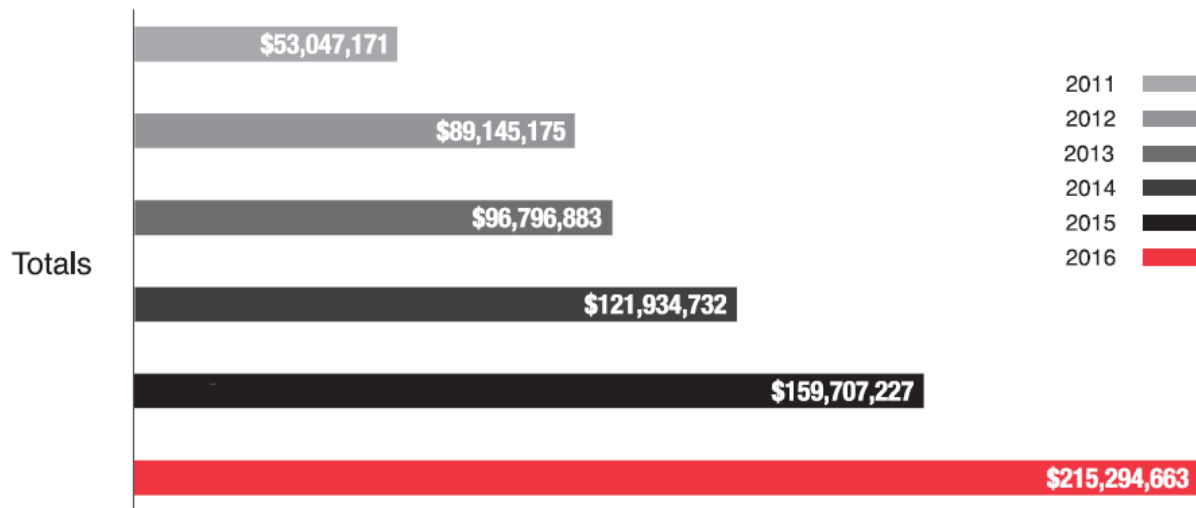


Royal LePage Locations North In 2016

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



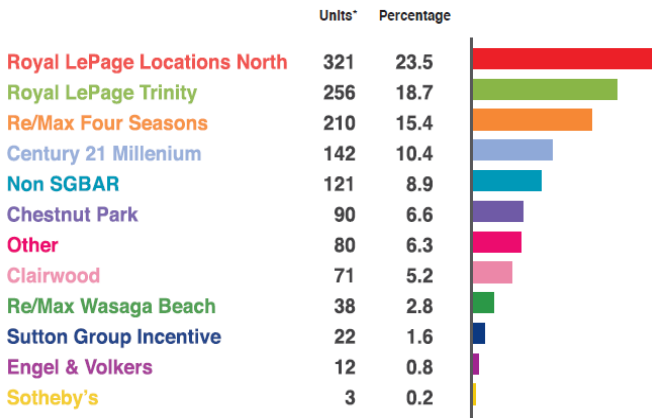
We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE!** We look forward to serving you when you decide to buy or sell.



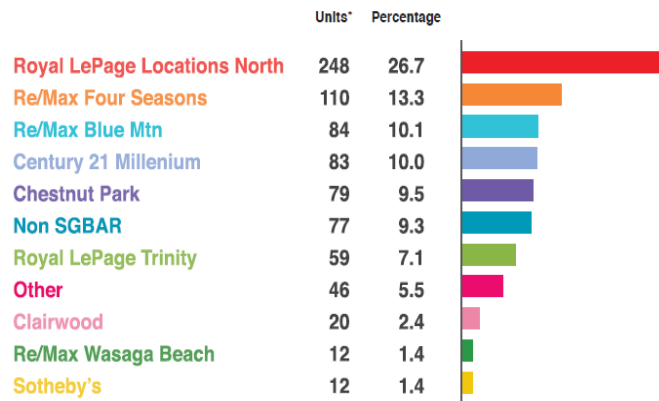
LOCATIONS NORTH

BROKERAGE

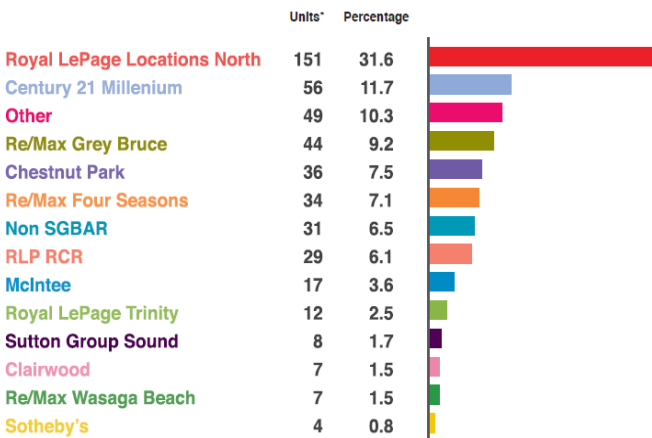
Collingwood Unit Sales, 2016



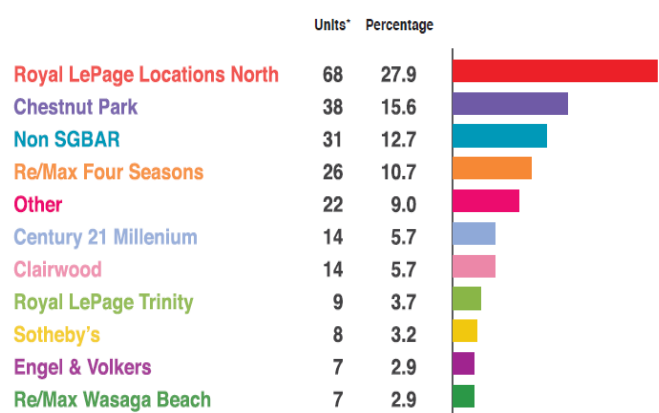
The Blue Mountains Unit Sales, 2016



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

330 First St.,
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

