

WATERFRONT MARKET REPORT

OWEN SOUND — MEAFORD — THE BLUE MOUNTAINS — COLLINGWOOD — WASAGA BEACH — TINY

2022 IN REVIEW

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



OVERVIEW

ANNUAL AND Q4 SALES RELATIVELY SLOW, WITH AVERAGE PRICES UP IN THREE COMMUNITIES, DOWN IN THREE

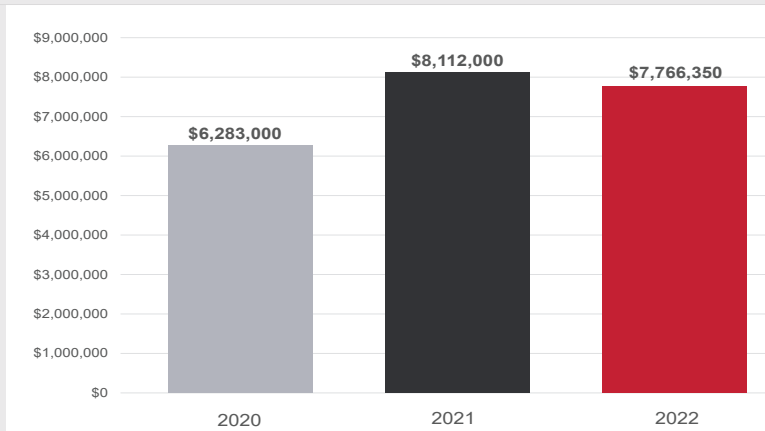
In 2022 the communities of Owen Sound, Meaford, The Blue Mountains, Collingwood, Wasaga Beach and Tiny collectively saw **\$162,635,806** in waterfront home sales on **116** transactions. That volume was down **41%** from 2021's **\$277,969,786**, while unit sales were down **39%** from last year's **191**. Additionally, Q4-2022's volume sales of **\$16,417,000** were down **53%** from Q4-2021's **\$34,688,900**, while Q4-2022's **13** unit sales were down **54%** from Q4-2021's **28**.

The only year-over-year volume gain went to The Blue Mountains, with sales up **35%**. All other communities were down: Owen Sound by **4%**, Collingwood by **40%**, Wasaga Beach by **40%**, Meaford by **54%** and Tiny by **66%**. With regard to average sale prices, three communities were up and three were down. The Blue Mountains was up **26%**, Owen Sound was up **15%** and Collingwood was up **7%**; while Wasaga Beach was down **6%**, Tiny was down **23%** and Meaford was down **23%**.

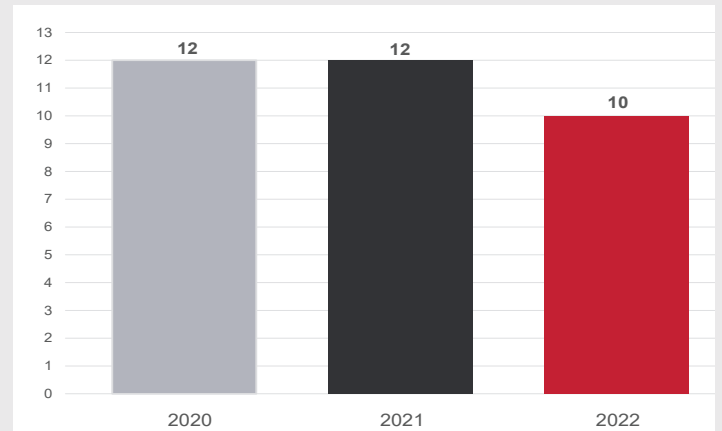
OWEN SOUND

	2020	2021	2022	2021-2022
Annual Volume Sales	\$6,283,000	\$8,112,000	\$7,766,350	-4%
Annual Unit Sales	12	12	10	-17%
Annual New Listings	12	13	25	+92%
Annual Sales/Listings Ratio	100%	92%	40%	-52%
Annual Expired Listing	3	0	3	+300%
Annual Sales: Under \$800K	12	10	7	-30%
Annual Sales: \$800K - \$999K	0	1	2	100%
Annual Sales: \$1M - \$1.499M	0	1	0	-100%
Annual Sales: \$1.5M - \$1.999M	0	0	1	+100%
Annual Sales: \$2M+	0	0	0	0%
Annual Close Price / Sq. Ft. Ratio	\$219	\$473	\$366	-33%
Annual Average Days-On-Market	58	31	38	+23%
Annual Average Sale Price	\$523,583	\$676,000	\$776,635	+15%

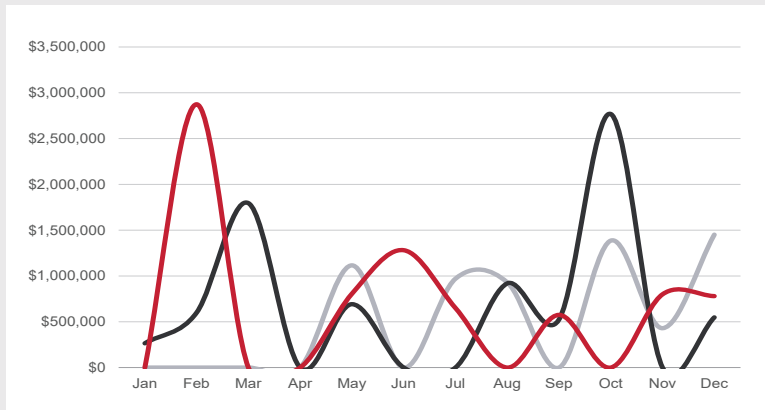
Owen Sound MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



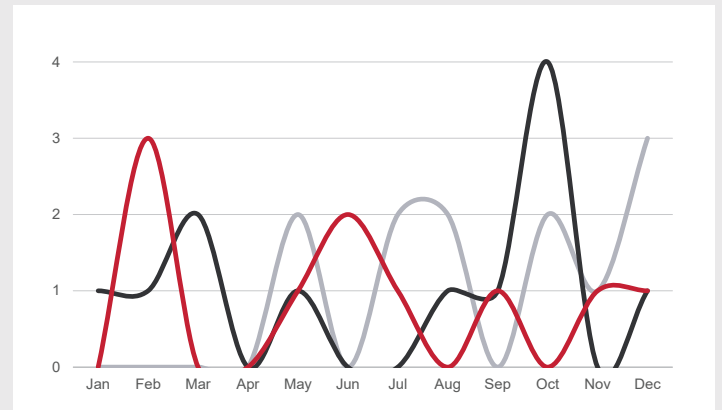
Owen Sound MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



Owen Sound Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



Owen Sound Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)

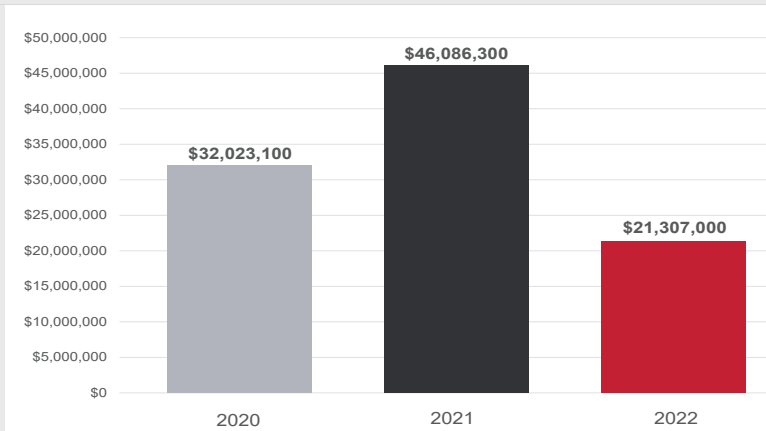


2020
2021
2022

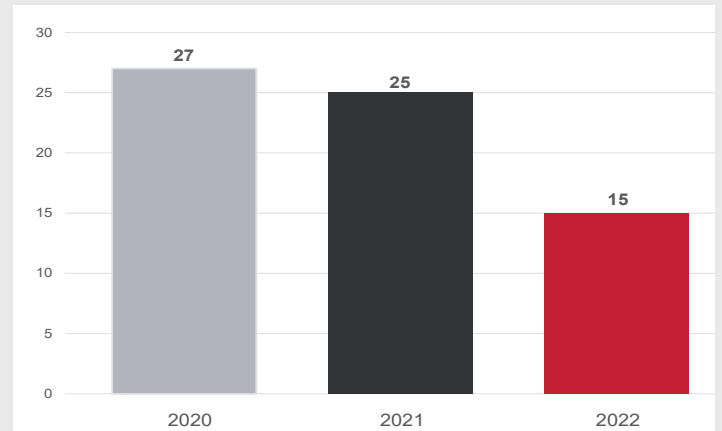
MEAFORD

	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$32,023,100	\$46,086,300	\$21,307,000	-54%
YTD Unit Sales	27	25	15	-40%
YTD New Listings	33	28	30	+7%
YTD Sales/Listings Ratio	82%	89%	50%	-39%
YTD Expired Listings	2	2	2	0%
YTD Sales: Under \$800K	6	0	4	+400%
YTD Sales: \$800K - \$999K	6	4	2	-50%
YTD Sales: \$1M - \$1.499M	11	7	3	-67%
YTD Sales: \$1.5M - \$1.999M	1	5	2	-60%
YTD Sales: \$2M+	3	9	4	-56%
YTD Close Price / Sq. Ft. Ratio	\$624	\$701	\$773	+10%
YTD Average Days-On-Market	67	16	29	+81%
YTD Average Sale Price	\$1,186,041	\$1,843,452	\$1,420,467	-23%

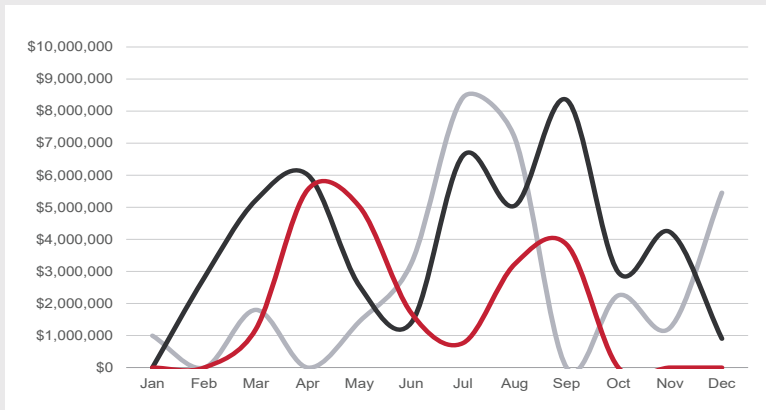
Meaford MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



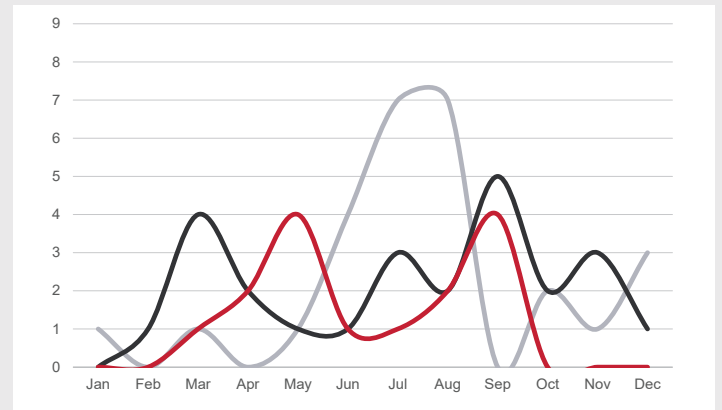
Meaford MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



Meaford Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



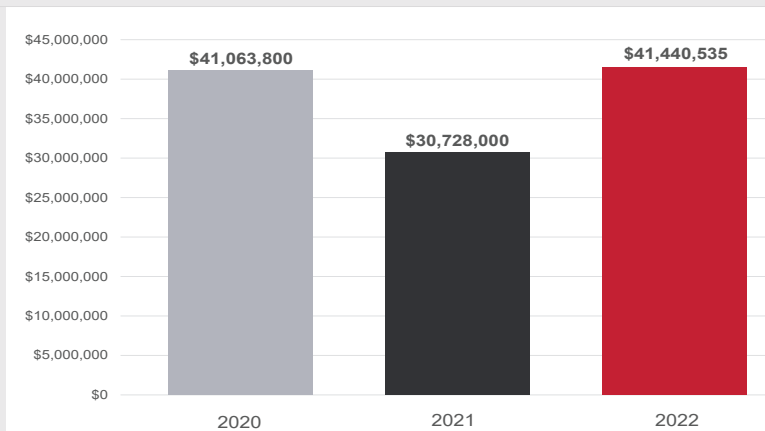
Meaford Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)



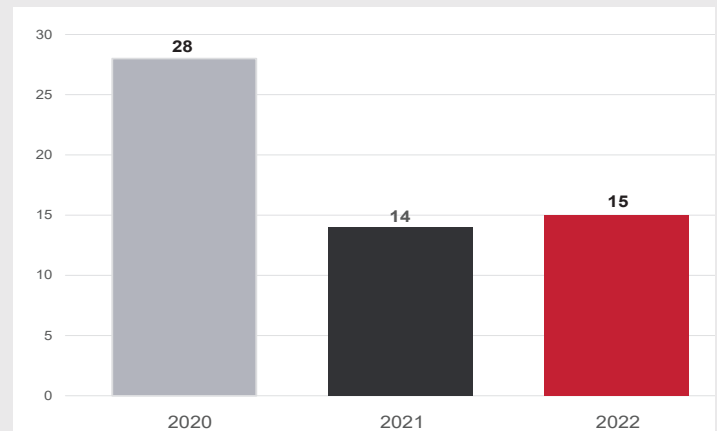
THE BLUE MTS.

	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$41,063,800	\$30,728,000	\$41,440,535	+35%
YTD Unit Sales	28	14	15	+7%
YTD New Listings	49	28	28	0%
YTD Sales/Listings Ratio	57%	50%	54%	+4%
YTD Expired Listings	11	4	4	0%
YTD Sales: Under \$800K	6	2	0	-200%
YTD Sales: \$800K - \$999K	4	1	2	+100%
YTD Sales: \$1M - \$1.499M	7	3	2	-33%
YTD Sales: \$1.5M - \$1.999M	3	0	2	+200%
YTD Sales: \$2M+	8	8	9	+13%
YTD Close Price / Sq. Ft. Ratio	\$605	\$859	\$995	+16%
YTD Average Days-On-Market	51	20	31	+55%
YTD Average Sale Price	\$1,466,564	\$2,194,857	\$2,762,702	+26%

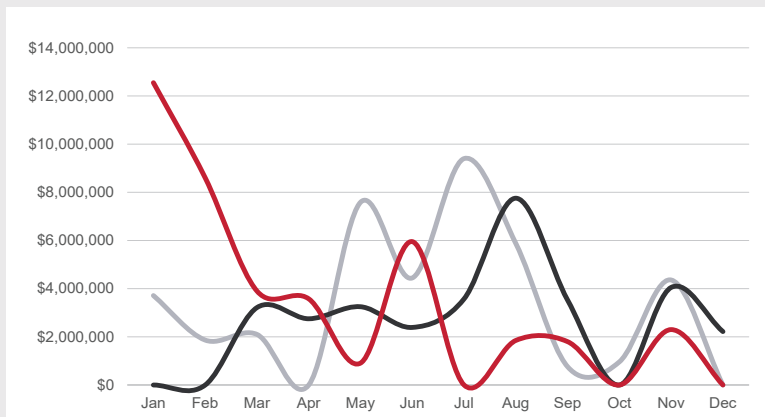
The Blue Mts. MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



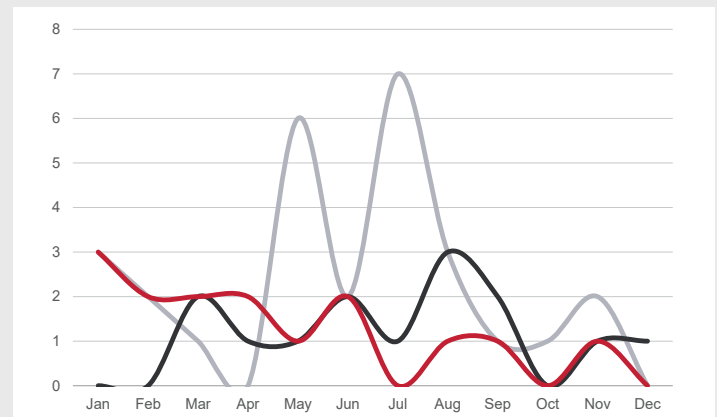
The Blue Mts. MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



The Blue Mts. Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



The Blue Mts. Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)

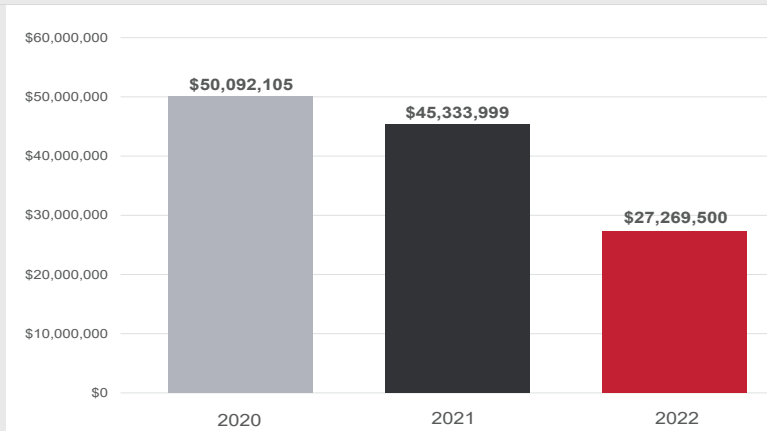


2020
2021
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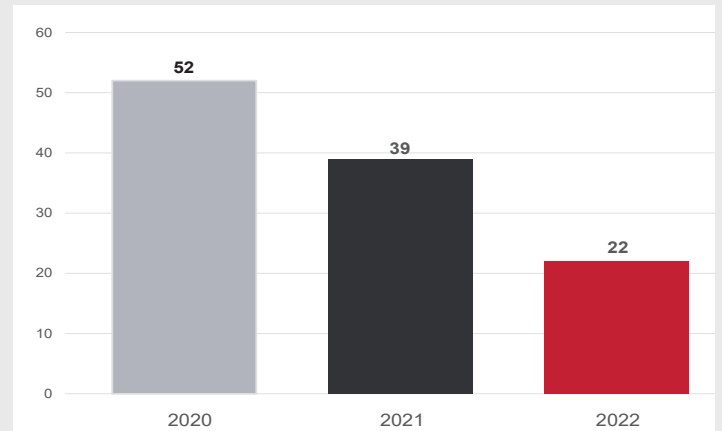
COLLINGWOOD

	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$50,092,105	\$45,333,999	\$27,269,500	-40%
YTD Unit Sales	52	39	22	-44%
YTD New Listings	72	62	63	+2%
YTD Sales/Listings Ratio	72%	63%	35%	-28%
YTD Expired Listings	8	8	17	+113%
YTD Sales: Under \$800K	22	13	7	-46%
YTD Sales: \$800K - \$999K	7	10	2	-80%
YTD Sales: \$1M - \$1.499M	16	8	8	0%
YTD Sales: \$1.5M - \$1.999M	6	4	2	-50%
YTD Sales: \$2M+	1	4	3	-25%
YTD Close Price / Sq. Ft. Ratio	\$518	\$751	\$711	-5%
YTD Average Days-On-Market	32	12	30	+150%
YTD Average Sale Price	\$963,310	\$1,162,410	\$1,239,523	+7%

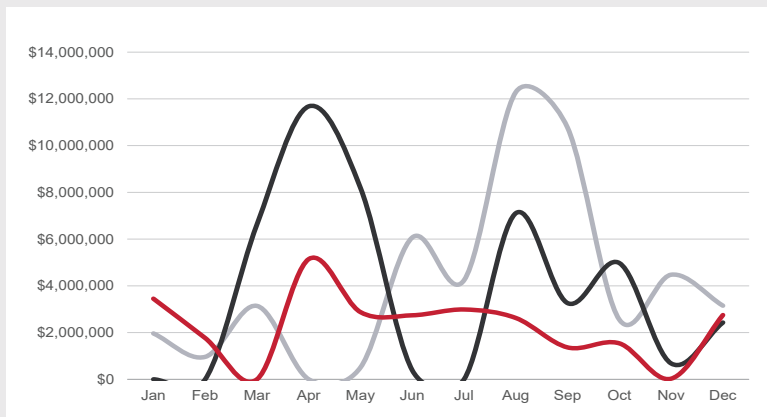
Collingwood MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



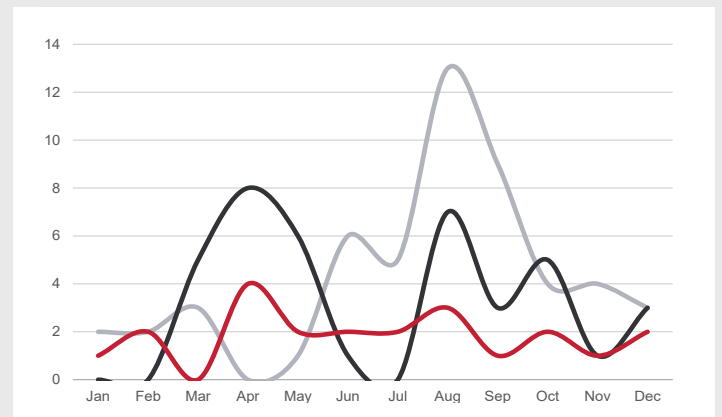
Collingwood MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



Collingwood Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



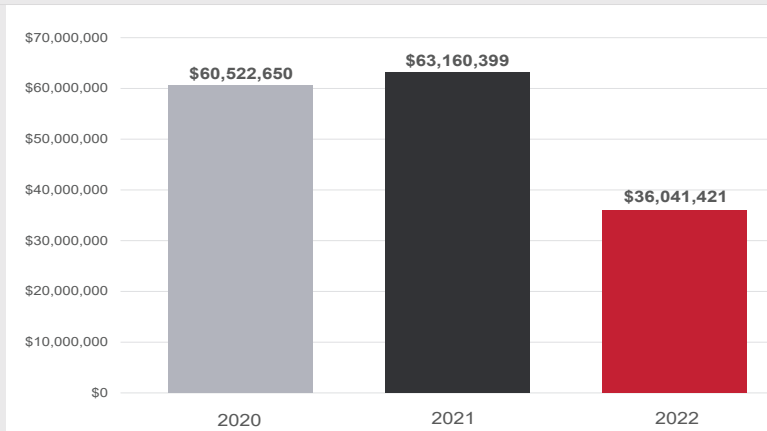
Collingwood Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)



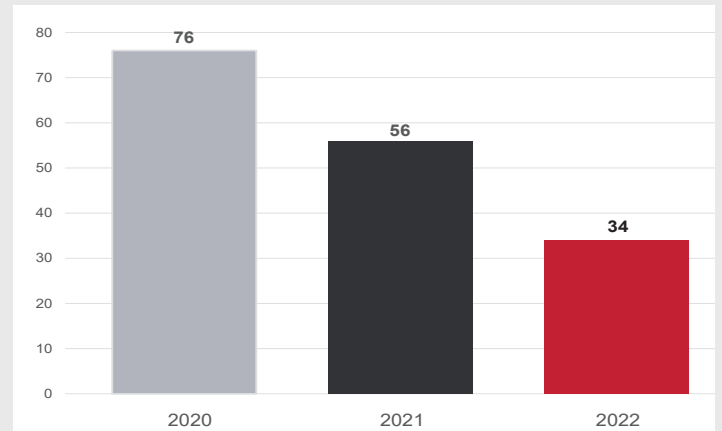
WASAGA BEACH

	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$60,522,650	\$63,160,399	\$36,041,421	-40%
YTD Unit Sales	76	56	34	-37%
YTD New Listings	119	81	108	+32%
YTD Sales/Listings Ratio	64%	69%	31%	-38%
YTD Expired Listings	27	18	23	+115%
YTD Sales: Under \$800K	44	18	12	-29%
YTD Sales: \$800K - \$999K	11	5	3	-60%
YTD Sales: \$1M - \$1.499M	16	22	14	-30%
YTD Sales: \$1.5M - \$1.999M	3	7	4	-44%
YTD Sales: \$2M+	2	4	1	-75%
YTD Close Price / Sq. Ft. Ratio	\$421	\$645	\$711	+6%
YTD Average Days-On-Market	43	36	28	-78%
YTD Average Sale Price	\$796,351	\$1,127,864	\$1,060,042	-6%

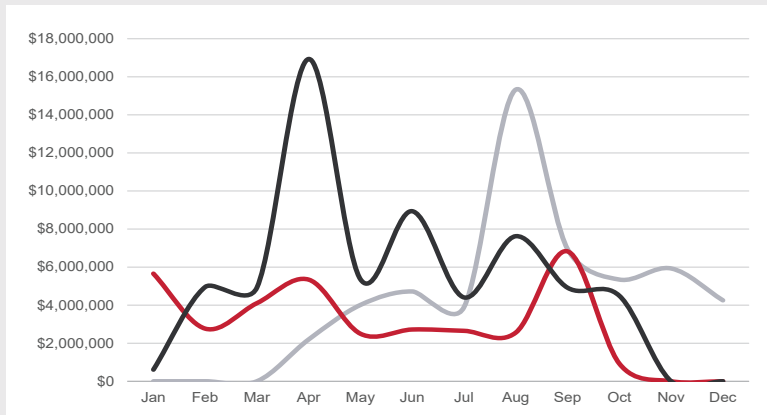
Wasaga Beach MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



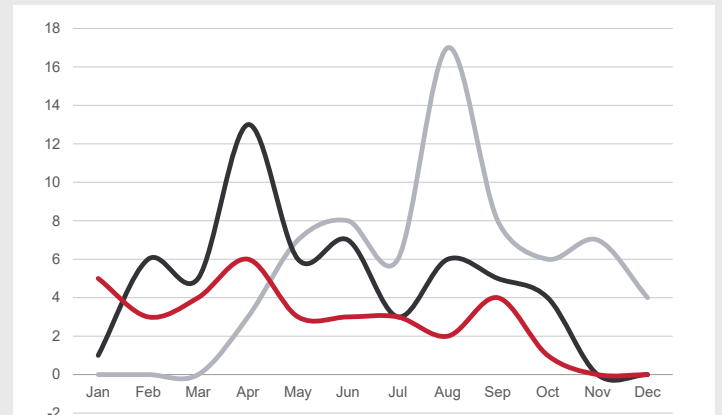
Wasaga Beach MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



Wasaga Beach Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



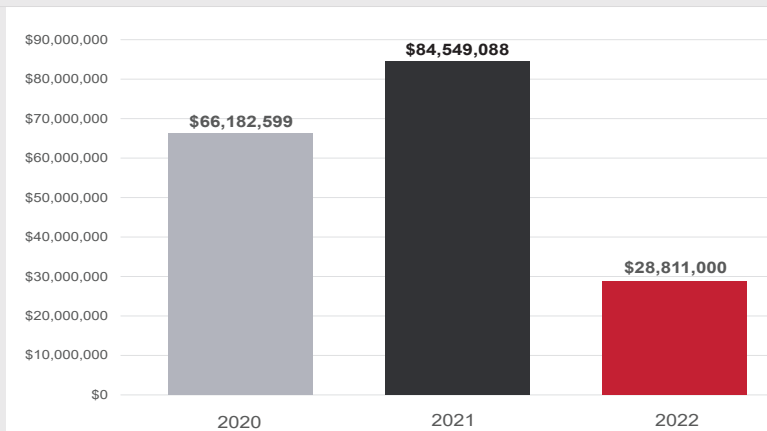
Wasaga Beach Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)



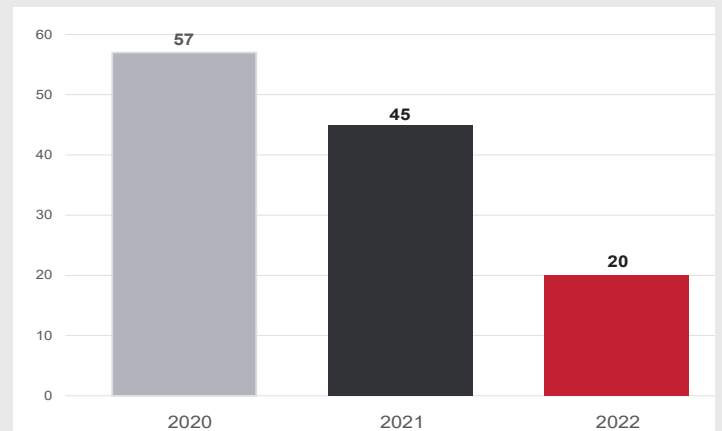
TINY TOWNSHIP

	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$66,182,599	\$84,549,088	\$28,811,000	-66%
YTD Unit Sales	57	45	20	-56%
YTD New Listings	91	76	75	-1%
YTD Sales/Listings Ratio	63%	59%	27%	-54%
YTD Expired Listings	28	9	20	+22%
YTD Sales: Under \$800K	18	2	3	+50%
YTD Sales: \$800K - \$999K	12	1	2	+100%
YTD Sales: \$1M - \$1.499M	14	10	6	-40%
YTD Sales: \$1.5M - \$1.999M	5	15	6	-67%
YTD Sales: \$2M+	8	17	3	-82%
YTD Close Price / Sq. Ft. Ratio	\$610	\$866	\$1,003	+16%
YTD Average Days-On-Market	62	19	26	+37%
YTD Average Sale Price	\$1,161,098	\$1,878,869	\$1,440,550	-23%

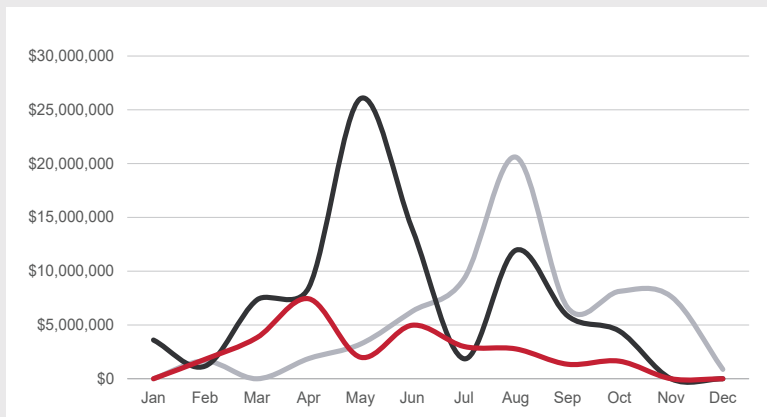
Tiny Township MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Volume)



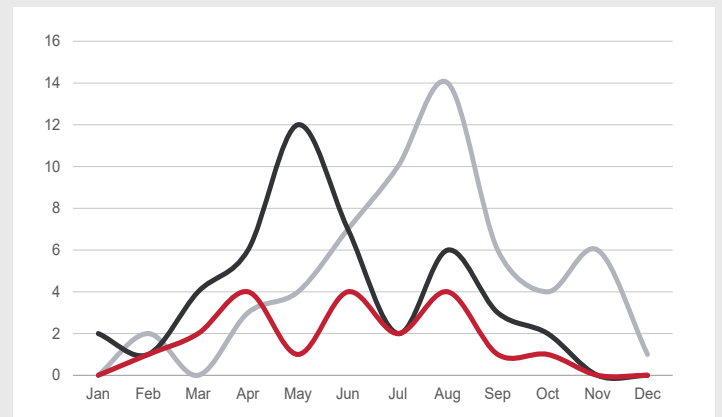
Tiny Township MLS® Waterfront Sales, Third Quarter
2020 vs. 2021 vs. 2022 (Units)



Tiny Township Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Volume)



Tiny Township Monthly MLS® Waterfront Sales
2020 vs. 2021 vs. 2022 (Units)





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