

# WATERFRONT MARKET REPORT

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

## FIRST QUARTER 2023

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



# OVERVIEW

## RELATIVELY SLOW FIRST-QUARTER SALES, WITH AVERAGE SALE PRICES UP IN TWO COMMUNITIES AND DOWN IN FOUR

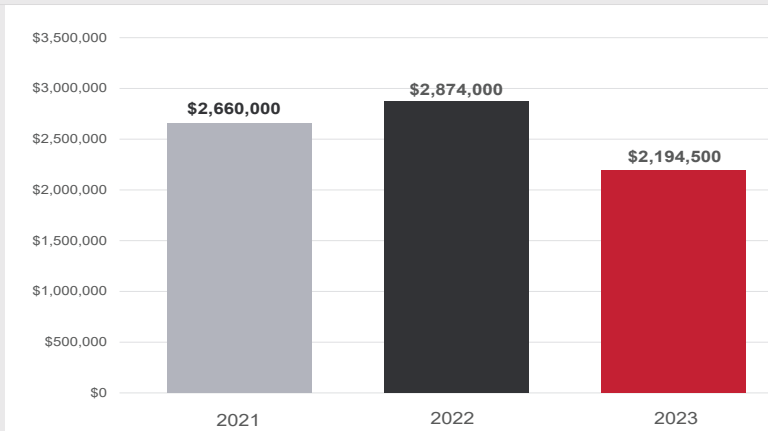
During the first quarter of 2023 the communities of Owen Sound, Meaford, The Blue Mountains., Collingwood, Wasaga Beach and Tiny collectively saw **\$29,716,500** in waterfront home sales on **24** transactions. That volume was down **43%** from Q1-2022's **\$52,510,455**, while the unit sales were down **17%** from Q1-2022's **29**.

Two communities had year-over-year volume gains, while four communities were down: Tiny and Meaford were up **140%** and **103%** respectively, while Collingwood, Owen Sound, Wasaga Beach and The Blue Mountains were down **4%**, **24%**, **55%** and **97%** respectively. On the units side, four communities were up from one year ago, while two were down. Meaford, Tiny, Collingwood and Owen Sound were up **200%**, **100%**, **67%** and **33%** respectively. The Blue Mountains was down **86%** and Wasaga Beach was down **58%**. Q1-2023's regional average sale price of **\$1,238,188** for waterfront properties was down **32%** from Q1-2022's **\$1,810,705**.

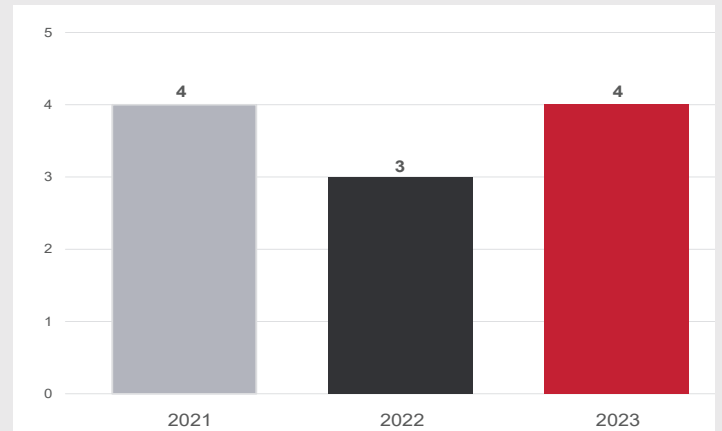
# OWEN SOUND

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$2,660,000	\$2,874,000	\$2,194,500	-24%
Q1 Unit Sales	4	3	4	+33%
Q1 New Listings	2	6	4	-33%
Q1 Sales/Listings Ratio	200%	50%	100%	+500%
Q1 Expired Listing	0	1	0	-100%
Q1 Sales: Under \$800K	4	2	4	+100%
Q1 Sales: \$800K - \$999K	0	0	0	0%
Q1 Sales: \$1M - \$1,499M	0	0	0	0%
Q1 Sales: \$1.5M - \$1,999M	0	1	0	-100%
Q1 Sales: \$2M+	0	0	0	0%
Q1 Close Price / Sq. Ft. Ratio	\$542	\$478	\$263	-45%
Q1 Average Days-On-Market	14	17	114	+571%
Q1 Average Sale Price	\$665,000	\$958,000	\$548,625	-43%

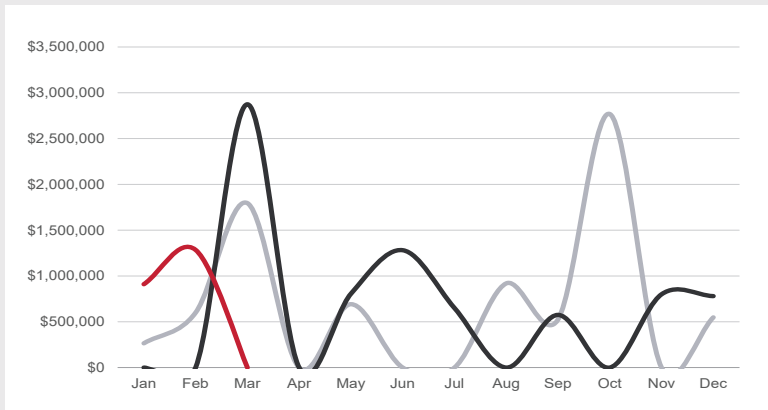
Owen Sound MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



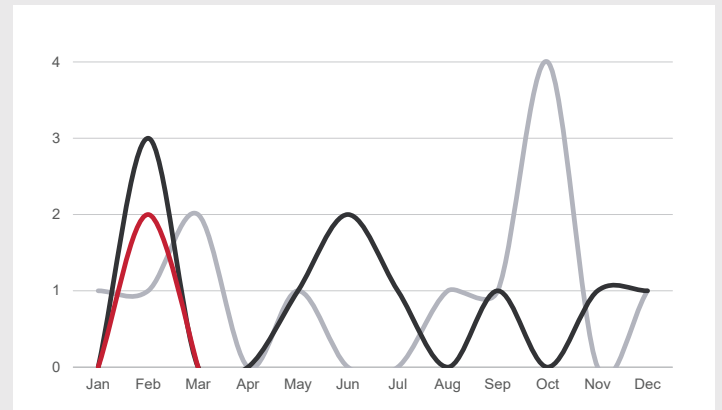
Owen Sound MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



Owen Sound Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



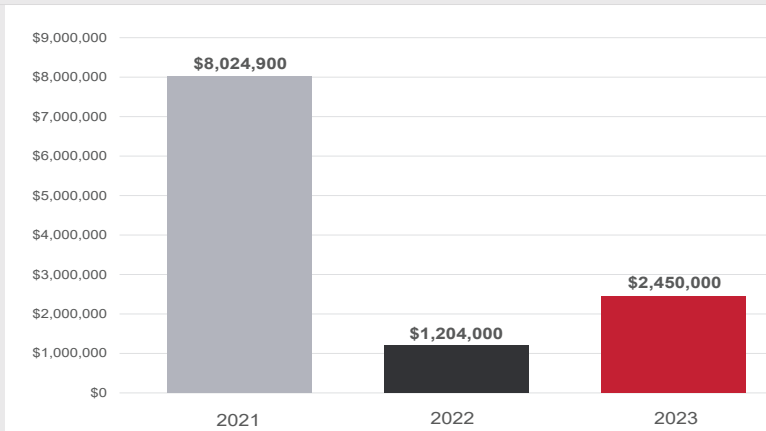
Owen Sound Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)



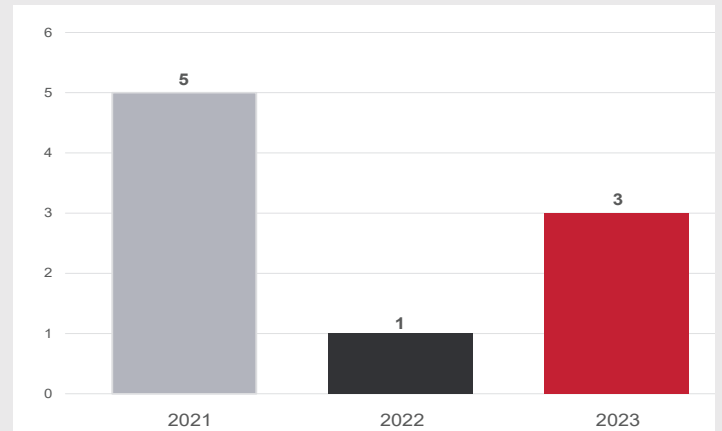
# MEAFORD

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$8,024,900	\$1,204,000	\$2,450,000	+103%
Q1 Unit Sales	5	1	3	+200%
Q1 New Listings	5	2	5	+150%
Q1 Sales/Listings Ratio	100%	50%	60%	+10%
Q1 Expired Listing	0	3	1	-67%
Q1 Sales: Under \$800K	0	0	3	+300%
Q1 Sales: \$800K - \$999K	1	0	0	0%
Q1 Sales: \$1M - \$1.499M	1	1	0	-100%
Q1 Sales: \$1.5M - \$1.999M	2	0	0	0%
Q1 Sales: \$2M+	1	0	0	0%
Q1 Close Price / Sq. Ft. Ratio	\$797	\$962	\$641	-33%
Q1 Average Days-On-Market	21	7	85	+1114%
Q1 Average Sale Price	\$1,604,980	\$1,204,000	\$816,667	-32%

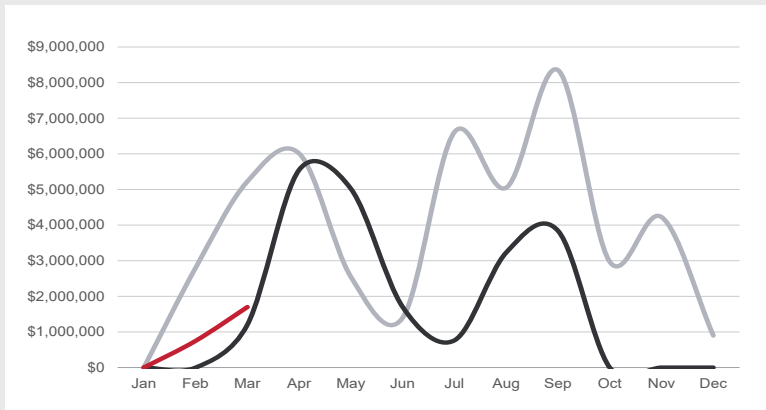
Meaford MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



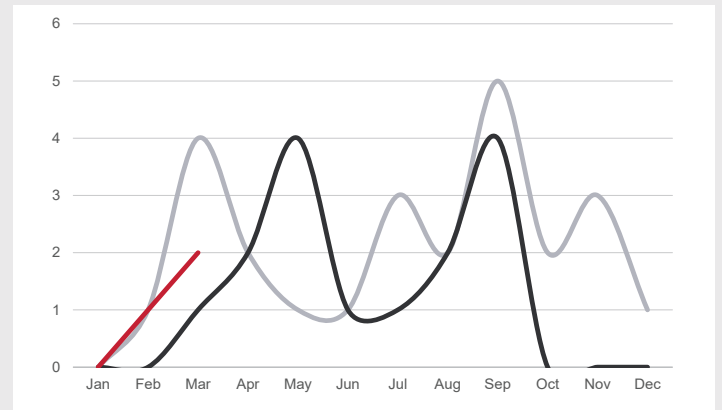
Meaford MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



Meaford Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



Meaford Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)

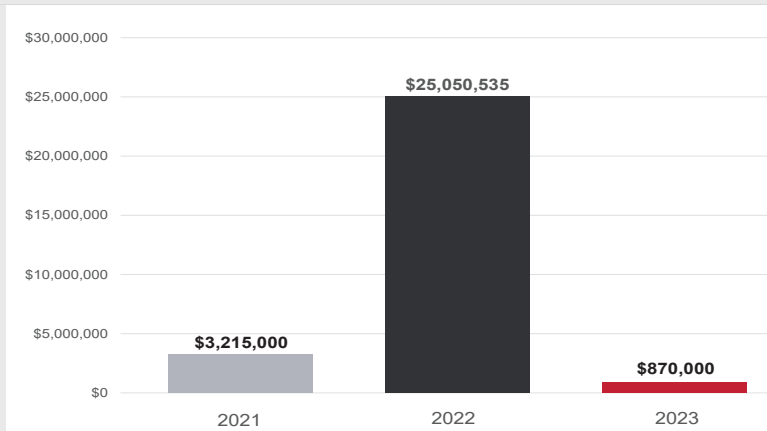


2021  
2022  
2023

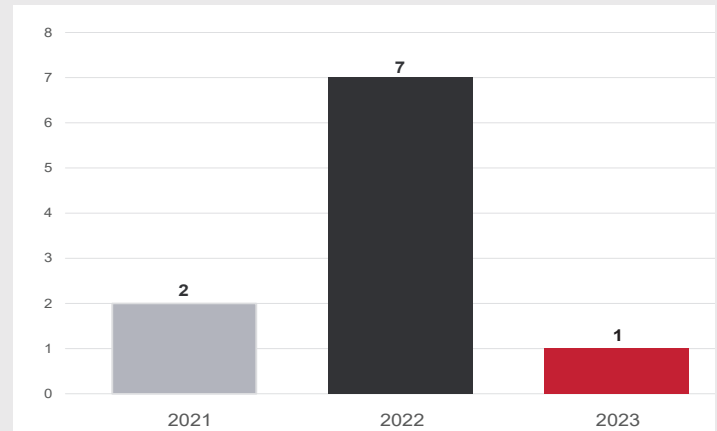
# THE BLUE MTS.

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$3,215,000	\$25,050,535	\$870,000	-97%
Q1 Unit Sales	2	7	1	-86%
Q1 New Listings	9	4	9	+125%
Q1 Sales/Listings Ratio	22%	175%	11%	-164%
Q1 Expired Listing	0	0	0	0%
Q1 Sales: Under \$800K	1	0	0	0%
Q1 Sales: \$800K - \$999K	0	0	1	+100%
Q1 Sales: \$1M - \$1,499M	0	1	0	-100%
Q1 Sales: \$1.5M - \$1,999M	0	0	0	0%
Q1 Sales: \$2M+	1	6	0	-600%
Q1 Close Price / Sq. Ft. Ratio	\$841	\$1,317	\$397	-70%
Q1 Average Days-On-Market	10	24	21	-12%
Q1 Average Sale Price	\$1,607,500	\$3,578,648	\$870,000	-76%

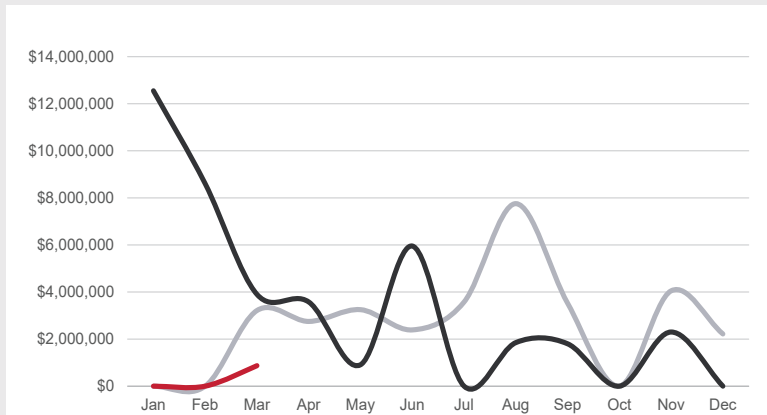
The Blue Mts. MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



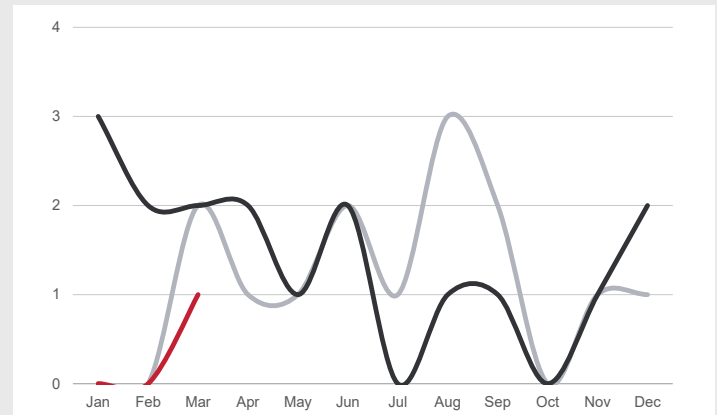
The Blue Mts. MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



The Blue Mts. Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



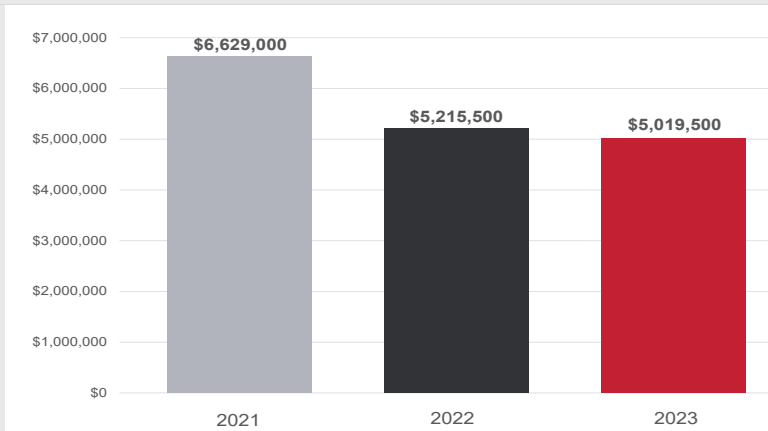
The Blue Mts. Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)



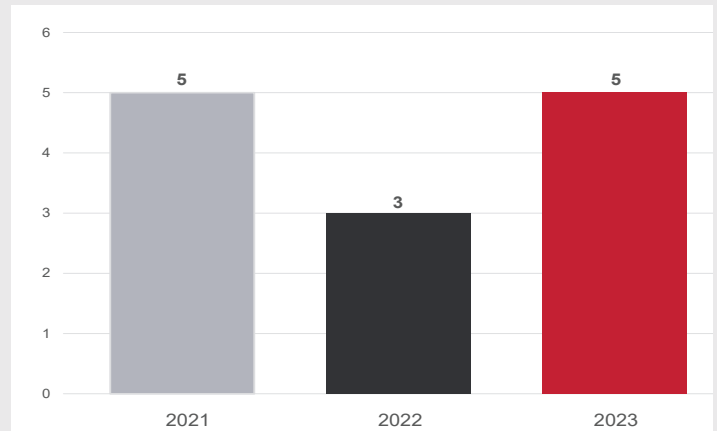
# COLLINGWOOD

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$6,629,000	\$5,215,500	\$5,019,500	-4%
Q1 Unit Sales	5	3	5	+67%
Q1 New Listings	10	9	13	+44%
Q1 Sales/Listings Ratio	50%	33%	38%	+5%
Q1 Expired Listing	1	6	3	-50%
Q1 Sales: Under \$800K	1	1	5	+400%
Q1 Sales: \$800K - \$999K	1	0	0	0%
Q1 Sales: \$1M - \$1,499M	1	1	0	-100%
Q1 Sales: \$1.5M - \$1,999M	1	0	0	0%
Q1 Sales: \$2M+	1	1	0	-100%
Q1 Close Price / Sq. Ft. Ratio	\$959	\$674	\$581	-14%
Q1 Average Days-On-Market	5	18	69	+283%
Q1 Average Sale Price	\$1,325,800	\$1,738,500	\$1,003,900	-42%

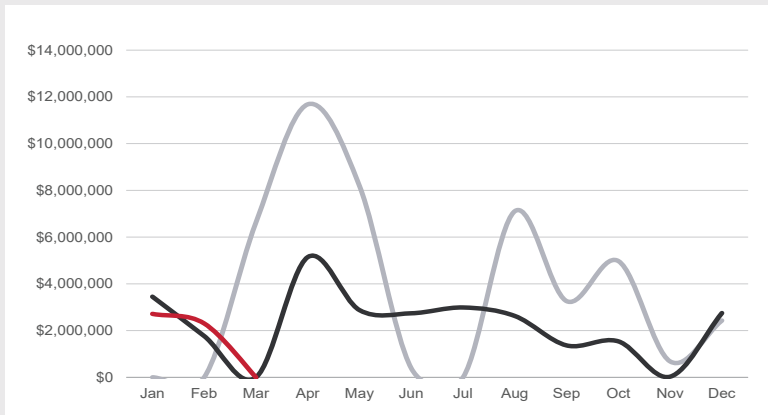
Collingwood MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



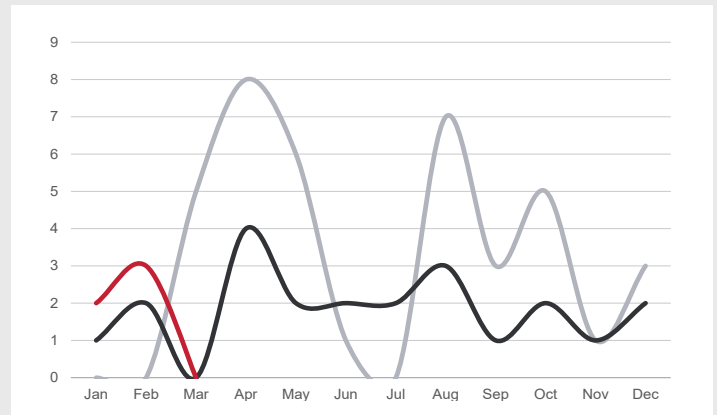
Collingwood MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



Collingwood Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



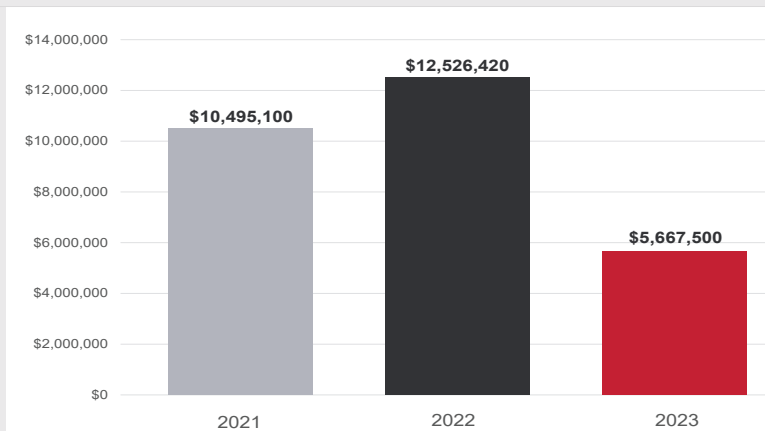
Collingwood Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)



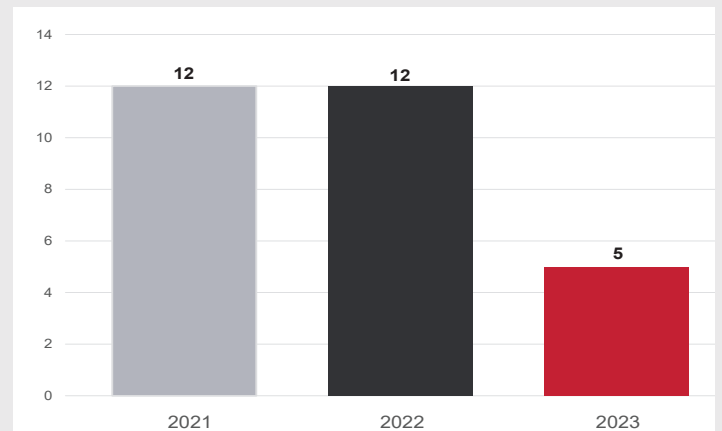
# WASAGA BEACH

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$10,495,100	\$12,526,420	\$5,667,500	-55%
Q1 Unit Sales	12	12	5	-58%
Q1 New Listings	14	23	24	+4%
Q1 Sales/Listings Ratio	86%	52%	21%	-31%
Q1 Expired Listing	1	0	0	0%
Q1 Sales: Under \$800K	6	4	2	-50%
Q1 Sales: \$800K - \$999K	0	1	1	0%
Q1 Sales: \$1M - \$1,499M	6	5	1	-80%
Q1 Sales: \$1.5M - \$1,999M	0	2	0	-200%
Q1 Sales: \$2M+	0	0	1	+100%
Q1 Close Price / Sq. Ft. Ratio	\$463	\$659	\$543	-18%
Q1 Average Days-On-Market	61	22	80	+264%
Q1 Average Sale Price	\$874,592	\$1,043,868	\$1,133,500	+9%

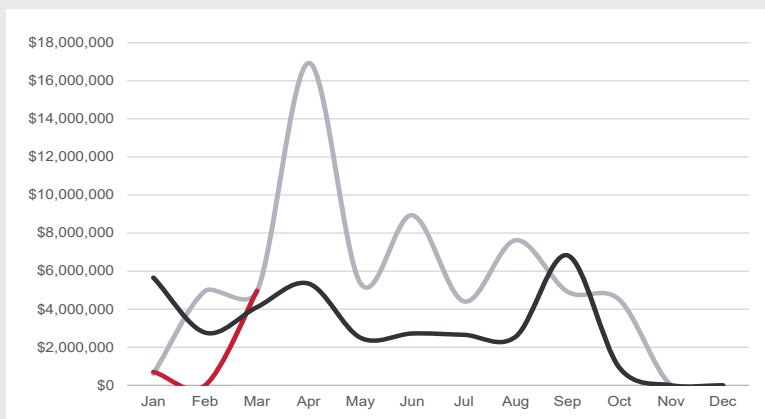
Wasaga Beach MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



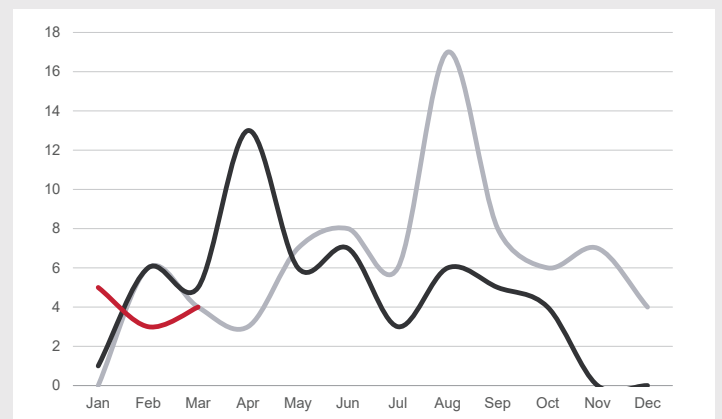
Wasaga Beach MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



Wasaga Beach Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



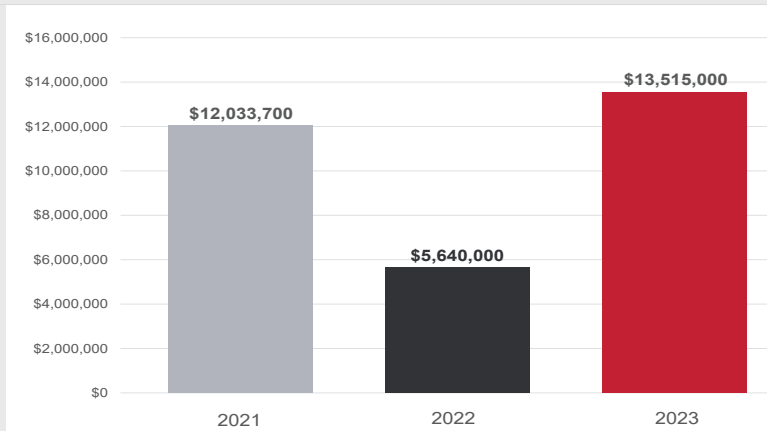
Wasaga Beach Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)



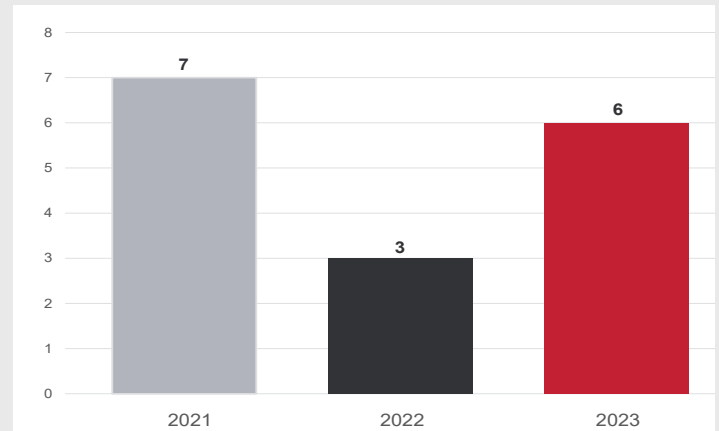
# TINY TOWNSHIP

	2021	2022	2023	2022-2023
First Quarter (Q1) Volume Sales	\$12,033,700	\$5,640,000	\$13,515,000	+140%
Q1 Unit Sales	7	3	6	+100%
Q1 New Listings	14	9	30	+233%
Q1 Sales/Listings Ratio	50%	33%	20%	-13%
Q1 Expired Listing	1	2	7	+250%
Q1 Sales: Under \$800K	1	0	0	0%
Q1 Sales: \$800K - \$999K	0	0	0	0%
Q1 Sales: \$1M - \$1,499M	1	1	2	+100%
Q1 Sales: \$1.5M - \$1,999M	2	1	1	0%
Q1 Sales: \$2M+	3	1	3	+200%
Q1 Close Price / Sq. Ft. Ratio	\$713	\$892	\$1,234	+38%
Q1 Average Days-On-Market	19	26	36	+38%
Q1 Average Sale Price	\$1,719,100	\$1,880,000	\$2,252,500	+20%

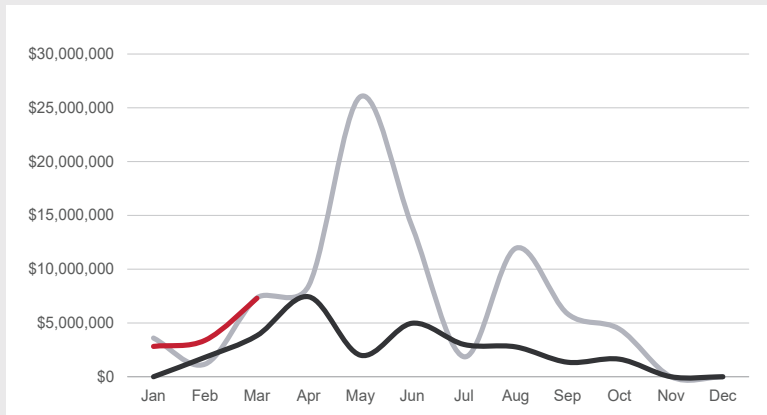
Tiny Township MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Volume)



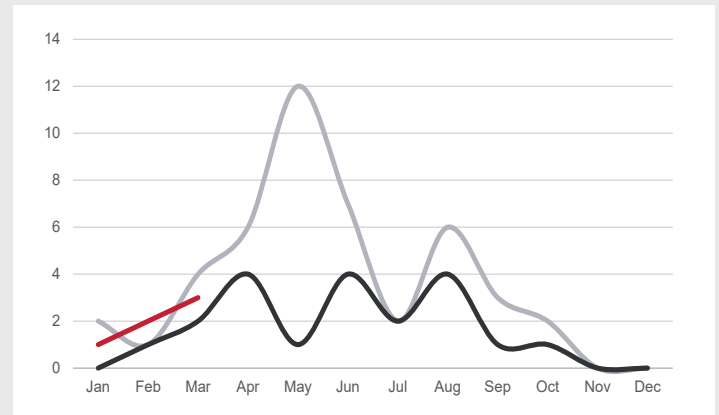
Tiny Township MLS® Waterfront Sales, First Quarter  
2021 vs. 2022 vs. 2023 (Units)



Tiny Township Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Volume)



Tiny Township Monthly MLS® Waterfront Sales  
2021 vs. 2022 vs. 2023 (Units)







# PERSONAL PROFESSIONAL PROGRESSIVE

## REAL ESTATE SERVICE

*At Locations North we do everything we can to put you first. And that includes completely respecting your privacy. If we can ever be of help with your real estate needs, please give us a call or visit our website at [www.locationsnorth.com](http://www.locationsnorth.com)*



### COLLINGWOOD

705-445-5520

330 First St.

### THORNURRY

519-599-2136

27 Arthur St.

### CREEMORE

705-881-9005

154 Mill St.

### MEAFORD

519-538-5755

96 Sykes St.

### WASAGA BEACH

705-429-4800

1249 Mosley St.