

COLLINGWOOD REAL ESTATE MARKET REPORT

SECOND QUARTER 2023

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



OVERVIEW

ANNUAL VOLUME AND UNIT SALES DOWN, BUT Q2 VOLUME AND SALES UP



YEAR-TO-DATE SALES VOLUME OF \$210,068,199

Down 18% from 2022's \$255,026,048, with units of 237 down 8% from last year's 259. New listings of 622 up 16%, with the sales/listings ratio of 38% down 10%.



SECOND QUARTER SALES VOLUME OF \$136,409,599

Up 7% from Q2-2022's \$127,398,611, with units of 157 up 17% from Q2-2022's 134. New listings of 407 up 10%, with the sales/listings ratio of 39% up 3%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$848,389

Down 14% from 2022's \$984,657. Average days-on-market of 37 up by 25 days.



OVERVIEW (cont'd)

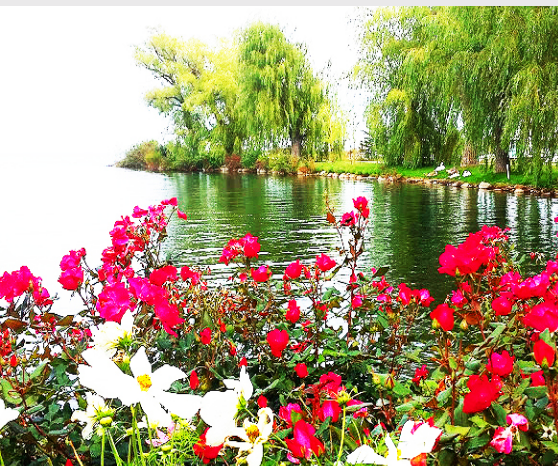
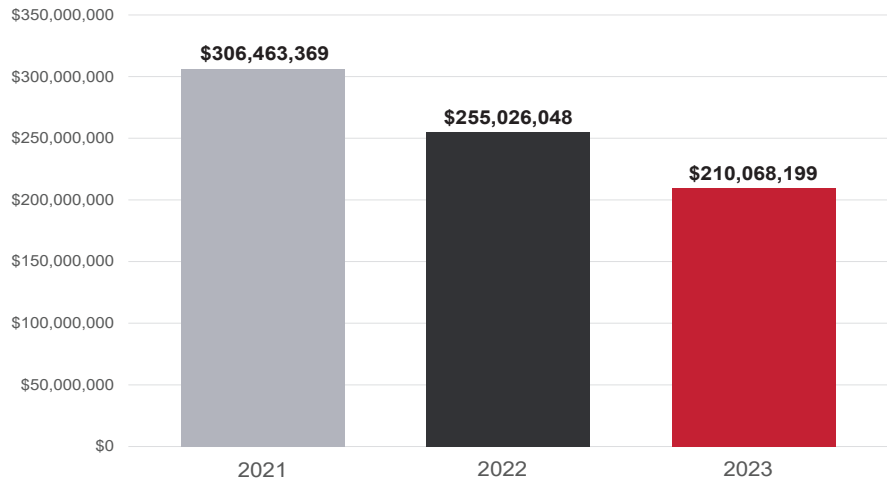


THE DEMAND FOR LISTINGS IS SLIGHTLY LESS THAN THE SUPPLY

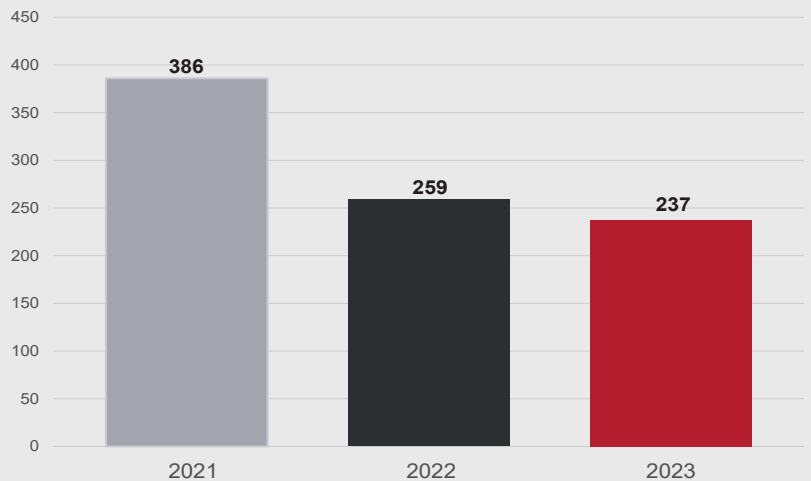
Collingwood had a **96.4%** sale/list price ratio in June, down from last June's **96.7%**. Homes sold in **33** days on average, up **17** days from a year ago, with a **32%** sales/listings ratio. Overall, the market is transitioning towards balance.



Graph 1:
Collingwood MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:
Collingwood MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL



Table 1:
Collingwood MLS® Residential Sales And Listing Summary
 2021 vs. 2022 vs. 2023

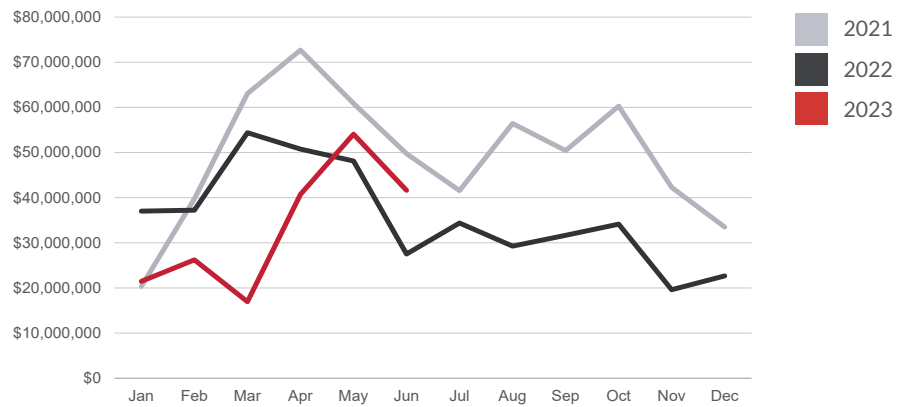
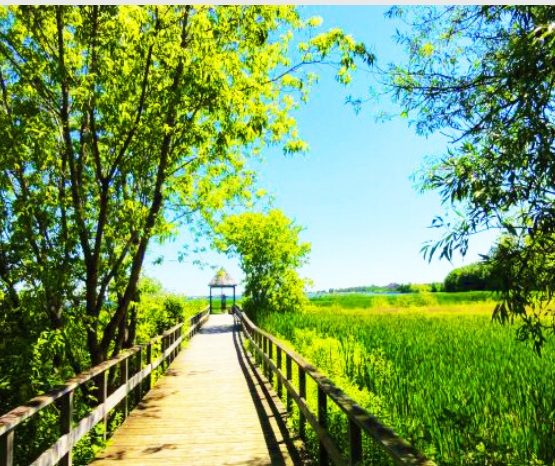
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$306,463,369	\$255,026,048	\$210,068,199	-18%
YTD Unit Sales	386	259	237	-8%
YTD New Listings	523	538	622	+16%
YTD Sales/Listings Ratio	74%	48%	38%	-10%
YTD Expired Listings	13	16	64	+300%
Second Quarter (Q2) Volume Sales	\$183,321,674	\$127,398,611	\$136,409,599	+7%
Q2 Unit Sales	233	134	157	+17%
Q2 New Listings	315	369	407	+10%
Q2 Sales/Listings Ratio	74%	36%	39%	+3%
Q2 Expired Listings	6	12	26	+117%
Q2 Average Sale Price	\$786,788	\$943,288	\$868,851	-8%
YTD Sales: Under \$300K	4	0	1	+100%
YTD Sales: \$300K - \$499K	61	17	31	+82%
YTD Sales: \$500K - \$799K	188	75	93	+24%
YTD Sales: \$800K - \$999K	60	76	56	-26%
YTD Sales: \$1M - \$1.499M	56	58	42	-28%
YTD Sales: \$1.5M - \$1.999M	11	24	9	-62%
YTD Sales: \$2M+	6	9	5	-44%
YTD Average Days-On-Market	16	12	37	+208%
YTD Average Sale Price	\$793,947	\$984,657	\$848,389	-14%

NOTE: All MLS® sales data in this report comes from the Lakelands Association Of REALTORS® and refers specifically to residential sales as of July 3, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

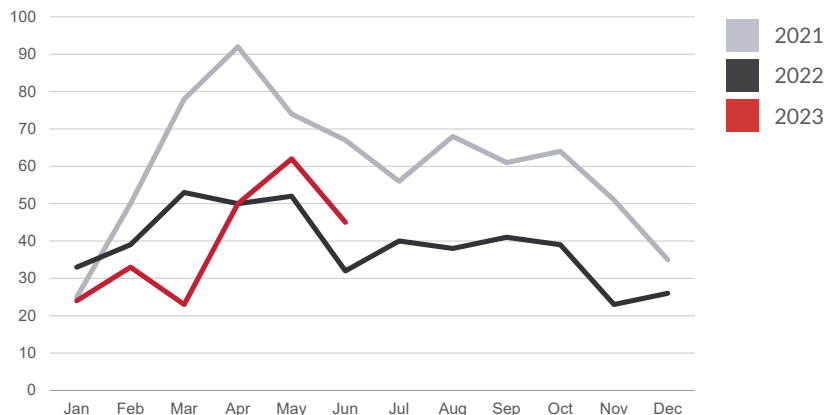
THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, the Collingwood market, after rising sharply in April and May, slowed in June. Second quarter volume of **\$136,409,599** was up **7%** from Q2-2022, and the second best ever after Q2-2021's **\$183,321,674**. Regarding year-to-date sales, Collingwood's **\$210,068,199** were down **18%** from last year's **\$255,026,048**, and down **31%** from 2021's record **\$306,463,369**. On the units side, Q2-2023's **157** were up **17%** from Q2-2022's **134**, but just the eleventh best since 2010; and 2023's year-to-date total of **237** was the fewest since 2010. Lastly, although Collingwood's year-to-date, average sale price of **\$848,398** is down **14%** from 2022, it is up **60%**, **58%** and **7%** from 2019, 2020 and 2021 respectively.

Graph 3:
Collingwood Monthly MLS® Sales
 2021 vs. 2022 vs. 2023 (Volume)



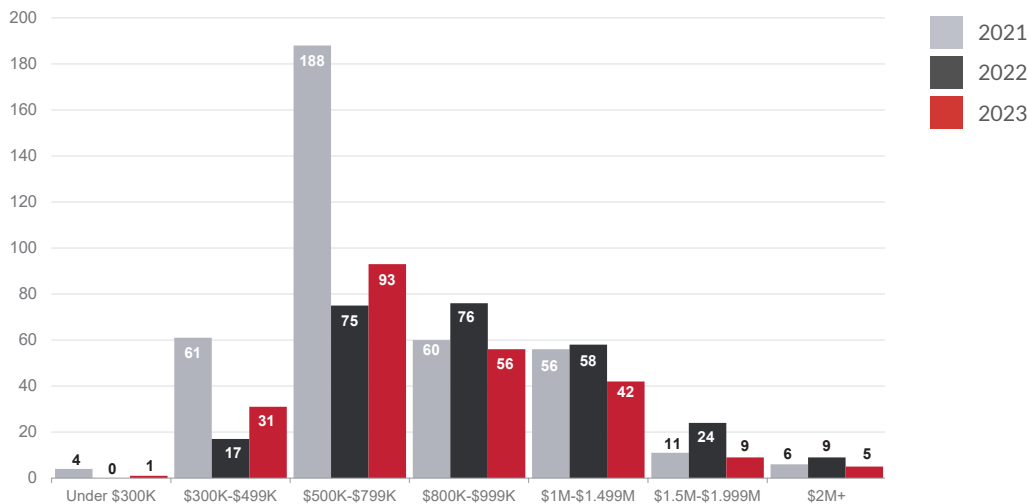
Graph 4:
Collingwood Monthly MLS® Sales
 2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales are up from 2022 in three price ranges and down in four. The Under-\$300K, \$300K-\$499K and \$500K-\$799K ranges are up **100%**, **82%** and **24%** respectively. The \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **26%**, **28%**, **62%** and **44%** respectively. More generally, the Under-\$500K bracket – which accounts for **14%** of 2023's sales – is up **88%** from a year ago. The \$500K-\$999K bracket – which accounts for **63%** of all sales – is down **1%**. And the \$1M+ bracket – which accounts for **23%** of all sales – is down **38%**.

Graph 5:
Collingwood MLS® Sales By Price
2021 vs. 2022 vs. 2023 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Collingwood MLS® Sales By Property Type
2021 vs. 2022 vs. 2023 (Dollars and Units)

2023 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$132,077,599
DOWN 22% from 2022

UNIT SALES: 141
DOWN 5% from 2022

AV. DAYS-ON-MARKET: 32
UP 20 days from 2022

AV. SALE PRICE: \$936,721
DOWN 18% from 2022

CONDOMINIUMS

DOLLAR SALES: \$28,173,600
DOWN 32% from 2022

UNIT SALES: 44
DOWN 27% from 2022

AV. DAYS-ON-MARKET: 42
UP 29 days from 2022

AV. SALE PRICE: \$640,309
DOWN 8% from 2022

TOWNHOUSES

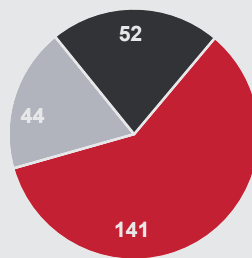
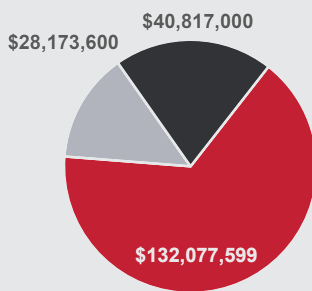
DOLLAR SALES: \$40,817,000
DOWN 27% from 2022

UNIT SALES: 52
DOWN 43% from 2022

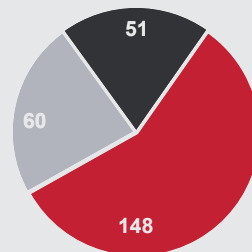
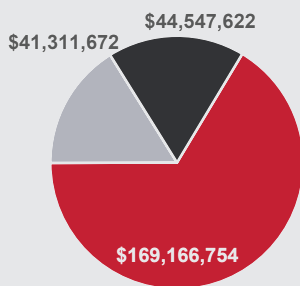
AV. DAYS-ON-MARKET: 11
UP 1 day from 2022

AV. SALE PRICE: \$784,942
DOWN 10% from 2022

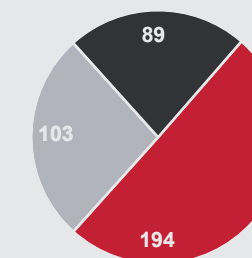
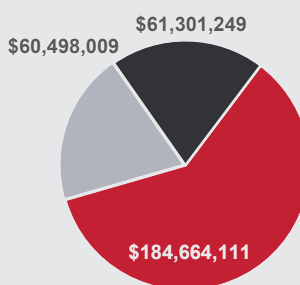
2023



2022



2021



■ Single Family ■ Condominium ■ Townhouse

COLLINGWOOD AVERAGE SALE PRICES: 2010-2023

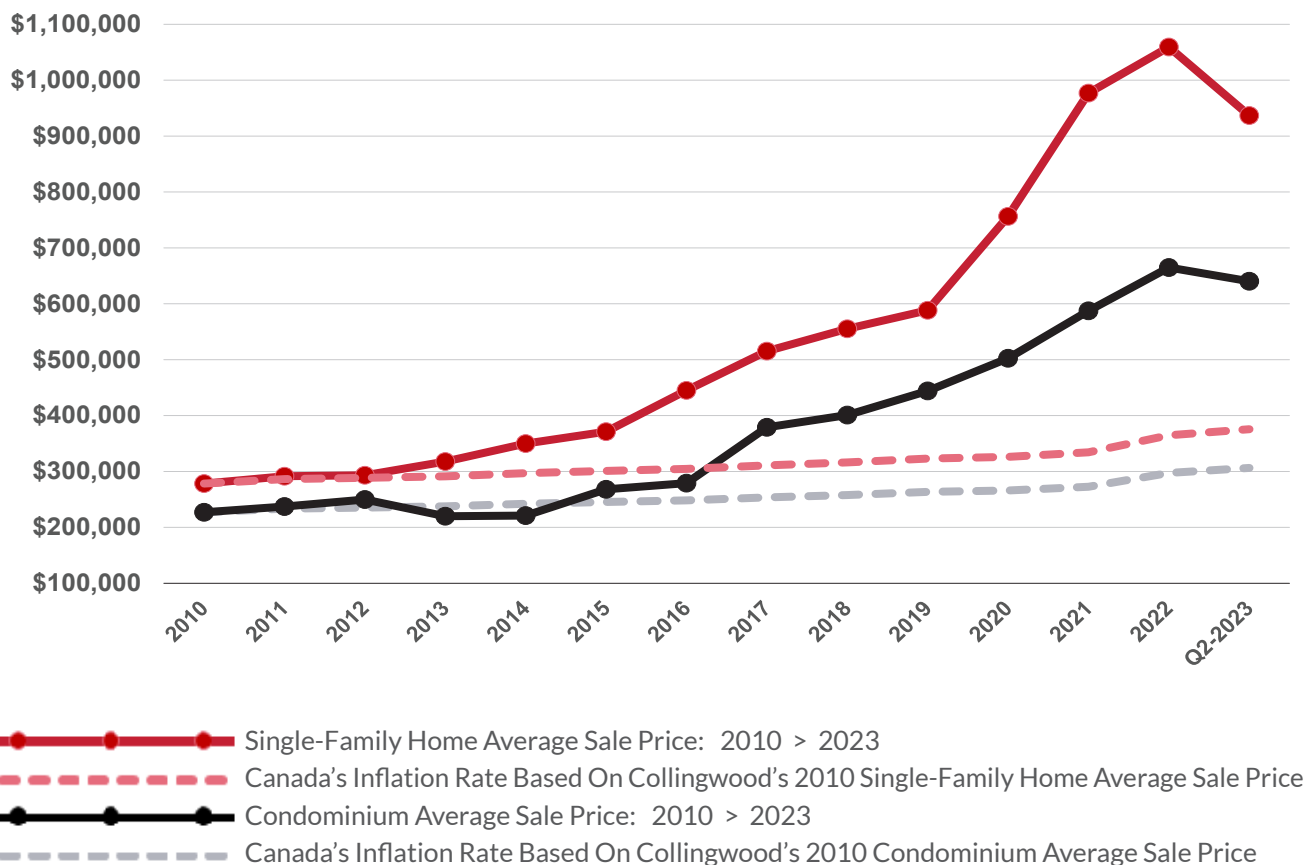
SINGLE FAMILY HOMES AND CONDOS DOWN FROM 2022, BUT UP NICELY OVERALL



The average sale price for single-family homes in June 2023 was **\$936,721**: that's down **12%** from 2022 and **4%** from 2021, but up **24%** from 2020 and **237%** from 2010. June 2023's average condo price of **\$640,309** was down **4%** from 2022, but up **9%** from 2021, **27%** from 2020 and **182%** from 2010.



From 2010-2013 the average sale price of a single-family home increased at just under Canada's inflation rate and rose to **149%** above inflation in June 2023. Condo prices were under the inflation rate until 2014 before beginning to steadily climb in 2015. In June 2023 they reached **109%** above inflation.



ROYAL LEPAGE LOCATIONS NORTH IN 2022

OUR 10TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY IN THE REGION



TWO-AND-A-HALF TIMES THE VOLUME SALES OF OUR CLOSEST REGIONAL COMPETITOR













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



NEARLY FOUR TIMES THE LUXURY HOME SALES OF OUR CLOSEST REGIONAL COMPETITOR

2022 Southern Georgian Bay Unit Sales

Royal LePage Locations North	683.5	32.5%	
RE/MAX By The Bay	273.5	13%	
Century 21 Millenium	257.5	12.3%	
RE/MAX Four Seasons	135.5	6.4%	
Chestnut Park	123	5.9%	
Royal LePage RCR	70	3.3%	
RE/MAX At Blue	60	2.9%	
Clairwood	56	2.7%	
Sotheby's	44	2.1%	
Other	399	19%	

2022 COMMUNITY 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%



PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

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330 First St.

THORN BURY

519-599-2136

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.