WATERFRONT MARKET REPORT

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

THIRD QUARTER 2023

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

OVERVIEW

THIRD QUARTER SALES AND AVERAGE SALE PRICE UP FROM A YEAR AGO

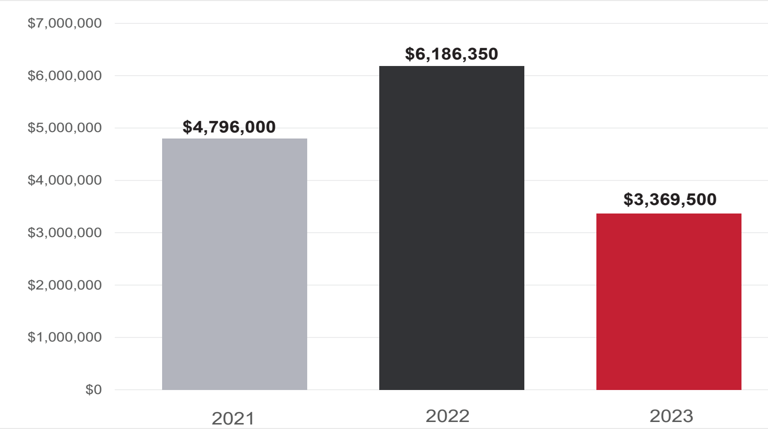
In Q3-2023 the communities of Owen Sound, Meaford, The Blue Mountains., Collingwood, Wasaga Beach and Tiny collectively saw $72,848,200 in waterfront home sales. That volume was up 88% from Q3-2022's $38,847,000, while unit sales of 46 were up 39% from Q3-2022's 33. By comparison, 2023's year-to-date volume for waterfront homes was $164,386,700, up 8% from last year's $151,878,806. As well, 2023's year-to-date unit sales of 112 were up 6% from last year's 106, while 2023's average sale price of $1,467,738 was up 2% from 2022's $1,432,819.

The biggest year-over-year volume gains went to Tiny (up 74%) and Collingwood (up 64%), with all other communities down: Owen Sound by 46%, The Blue Mountains by 38%, Meaford by 14% and Wasaga Beach by 4%. With regard to average sale prices, three communities were up and three were down. Tiny was up 51%, Meaford was up 17% and Wasaga Beach was up 2%; while Collingwood was down 4%, The Blue Mountains was down 23% and Owen Sound was down 27%.

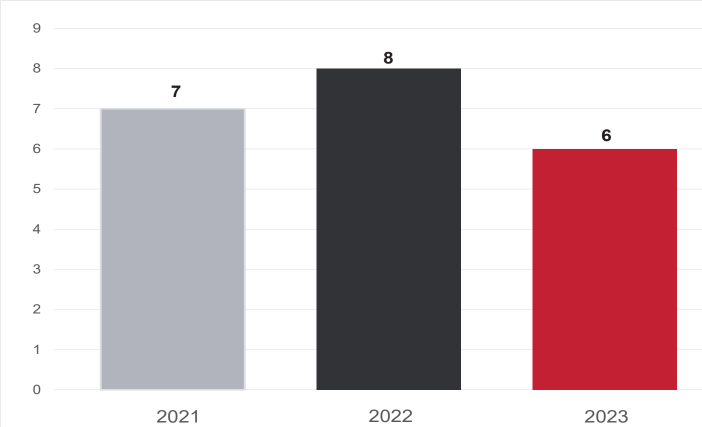
OWEN SOUND

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$4,796,000	$6,186,350	$3,369,500	-46%
YTD Unit Sales	7	8	6	-25%
YTD New Listings	11	18	11	-39%
YTD Sales/Listings Ratio	64%	44%	55%	+11%
YTD Expired Listing	0	2	2	0%
YTD Sales: Under $800K	5	6	5	-17%
YTD Sales: $800K - $999K	1	1	1	0%
YTD Sales: $1M - $1.499M	1	0	0	0%
YTD Sales: $1.5M - $1.999M	0	1	0	-100%
YTD Sales: $2M+	0	0	0	0%
YTD Close Price / Sq. Ft. Ratio	$418	$398	$344	-14%
YTD Average Days-On-Market	22	24	96	+300%
YTD Average Sale Price	$685,143	$773,294	$561,583	-27%

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



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



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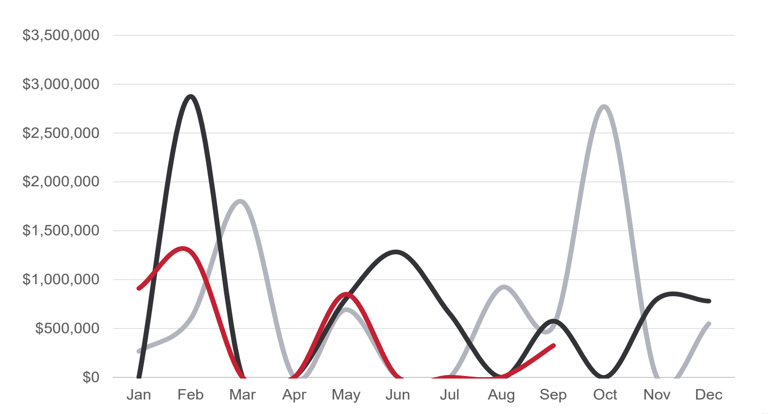
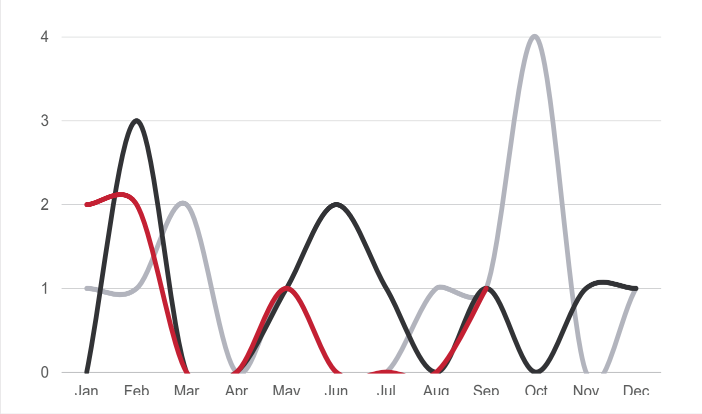
Owen Sound Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Volume)



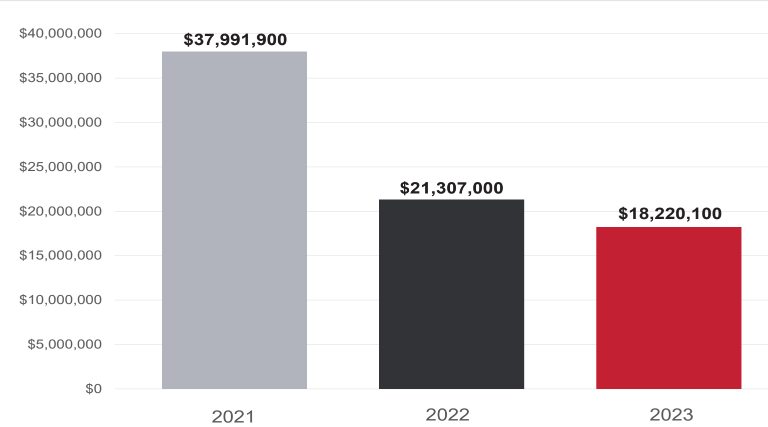
Owen Sound Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Units)



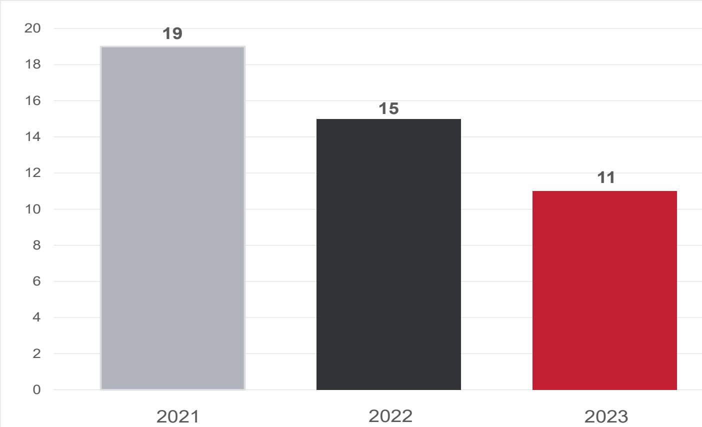
MEAFORD

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$37,991,900	$21,307,000	$18,220,100	-14%
YTD Unit Sales	19	15	11	-27%
YTD New Listings	22	25	26	+4%
YTD Sales/Listings Ratio	86%	60%	42%	-18%
YTD Expired Listings	9	21	6	-71%
YTD Sales: Under $800K	0	4	2	-50%
YTD Sales: $800K - $999K	3	2	2	0%
YTD Sales: $1M - $1.499M	4	3	1	-67%
YTD Sales: $1.5M - $1.999M	3	2	4	+100%
YTD Sales: $2M+	9	4	2	-50%
YTD Close Price / Sq. Ft. Ratio	$679	$773	$778	+1%
YTD Average Days-On-Market	18	29	51	+76%
YTD Average Sale Price	$1,999,574	$1,420,467	$1,656,373	+17%

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



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



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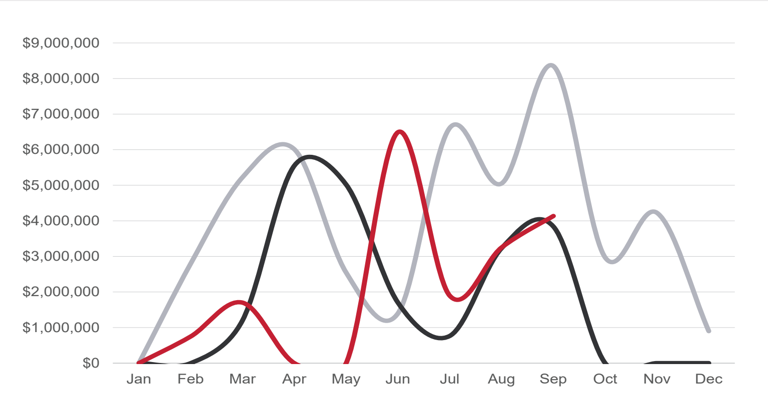
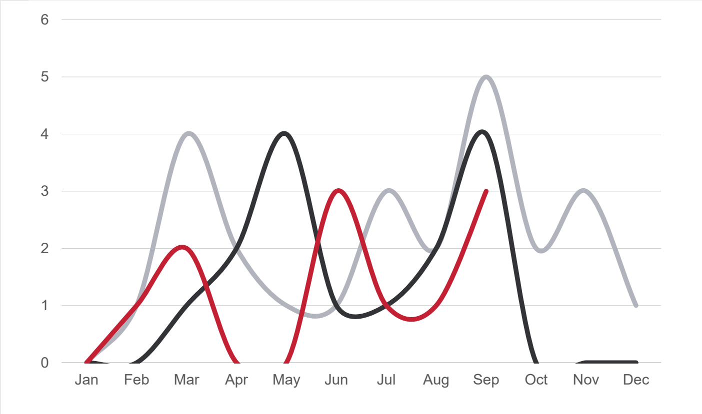
Meaford Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Volume)



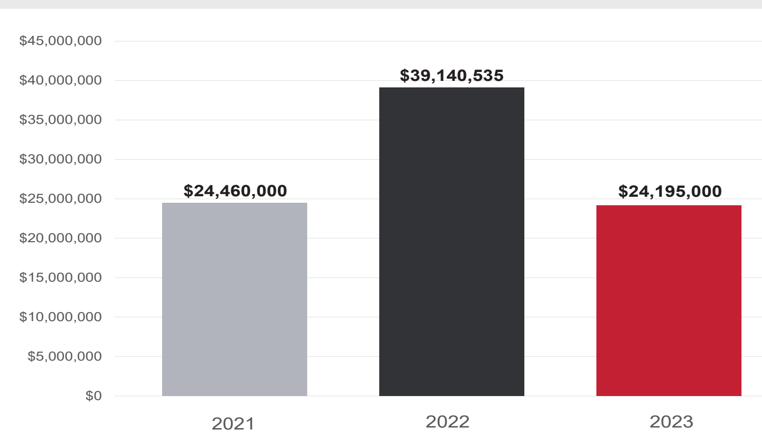
Meaford Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Units)



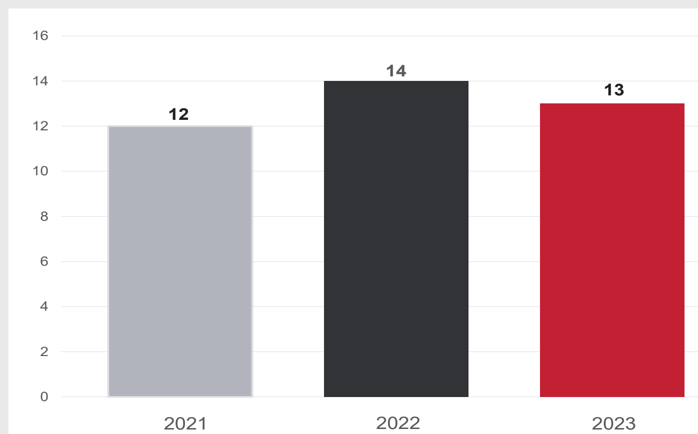
THE BLUE MTS.

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$24,460,000	$39,140,535	$24,195,000	-38%
YTD Unit Sales	12	14	13	-7%
YTD New Listings	22	22	37	+68%
YTD Sales/Listings Ratio	55%	64%	35%	-29%
YTD Expired Listings	2	0	8	+800%
YTD Sales: Under $800K	2	0	2	+200%
YTD Sales: $800K - $999K	1	2	1	-50%
YTD Sales: $1M - $1.499M	3	2	4	+100%
YTD Sales: $1.5M - $1.999M	0	2	2	0%
YTD Sales: $2M+	6	8	4	-50%
YTD Close Price / Sq. Ft. Ratio	$844	$1,235	$867	-30%
YTD Average Days-On-Market	19	31	33	+6%
YTD Average Sale Price	$2,038,333	$2,795,753	$1,861,154	-23%

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



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



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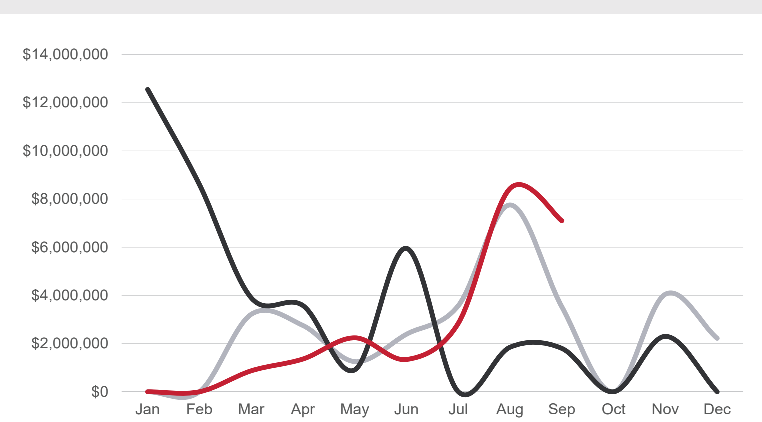
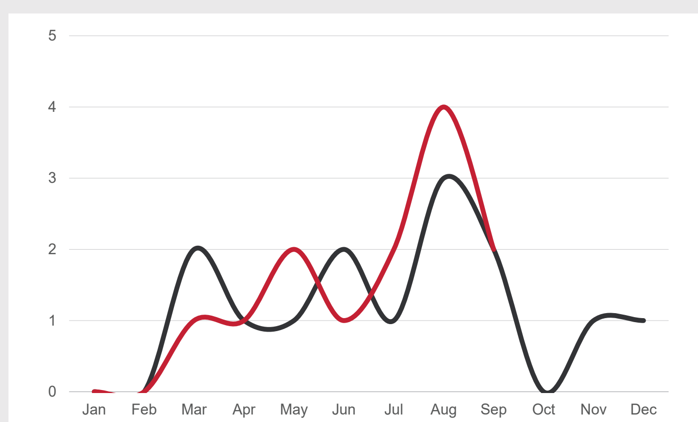
The Blue Mts. Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Volume)



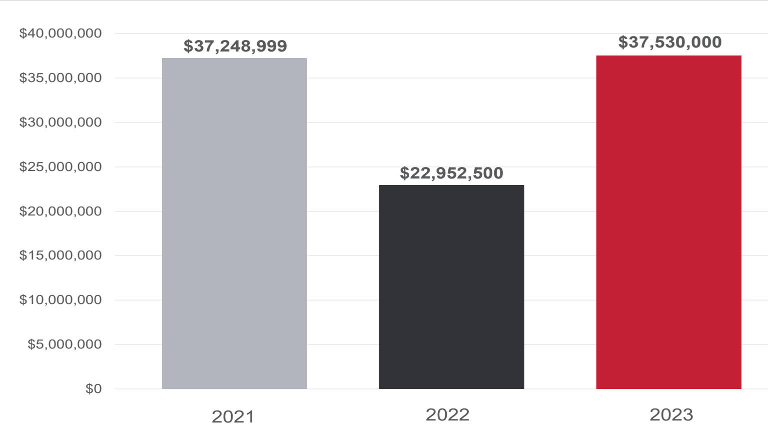
The Blue Mts. Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Units)



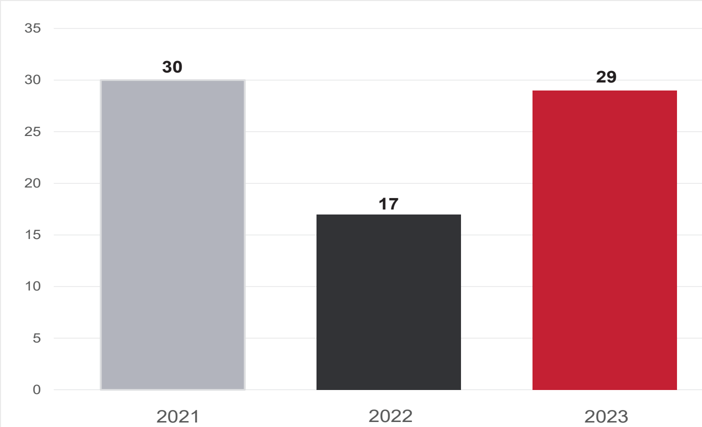
COLLINGWOOD

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$37,248,999	$22,952,500	$37,530,000	+64%
YTD Unit Sales	30	17	29	+71%
YTD New Listings	51	50	100	+100%
YTD Sales/Listings Ratio	59%	34%	29%	-5%
YTD Expired Listings	5	8	12	+50%
YTD Sales: Under $800K	9	3	6	+100%
YTD Sales: $800K - $999K	7	2	7	+250%
YTD Sales: $1M - $1.499M	6	8	10	+25%
YTD Sales: $1.5M - $1.999M	4	2	2	0%
YTD Sales: $2M+	4	2	4	+100%
YTD Close Price / Sq. Ft. Ratio	$768	$758	$650	-14%
YTD Average Days-On-Market	11	22	50	+127%
YTD Average Sale Price	$1,241,633	$1,350,147	$1,294,138	-4%

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



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



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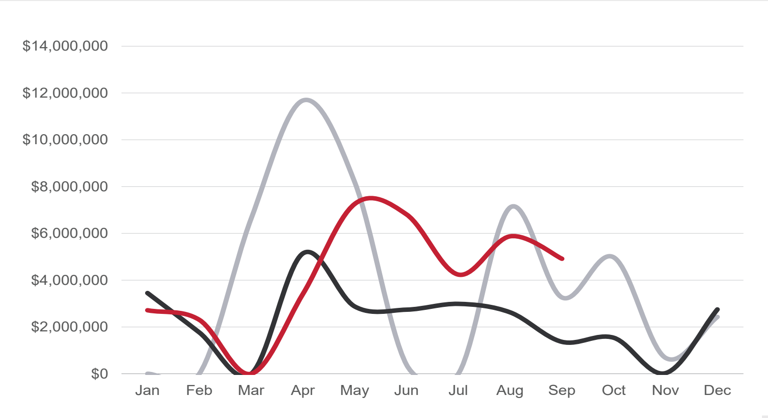
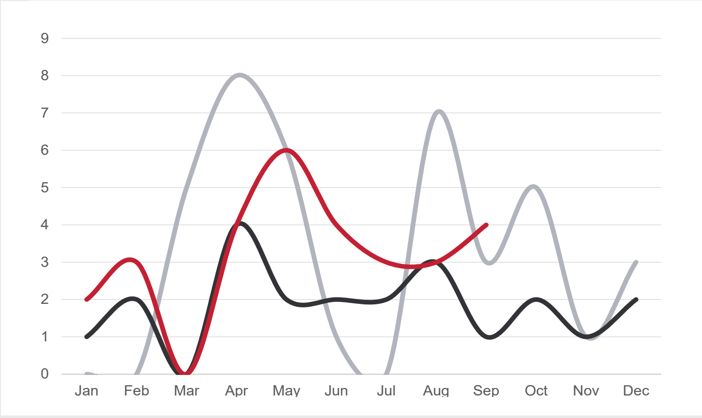
Collingwood Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Volume)



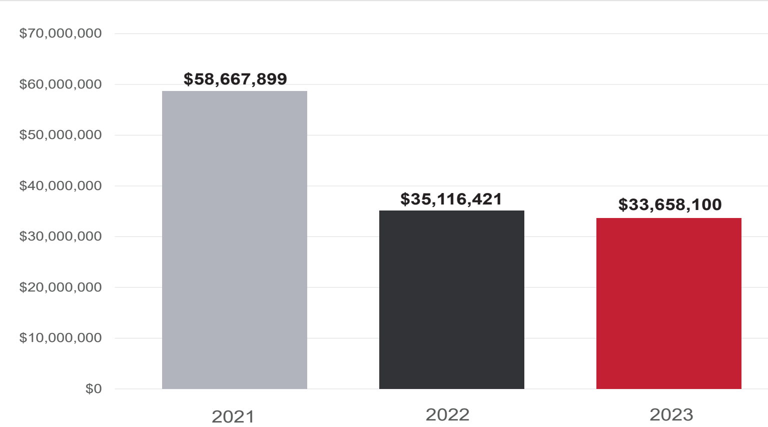
Collingwood Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Units)



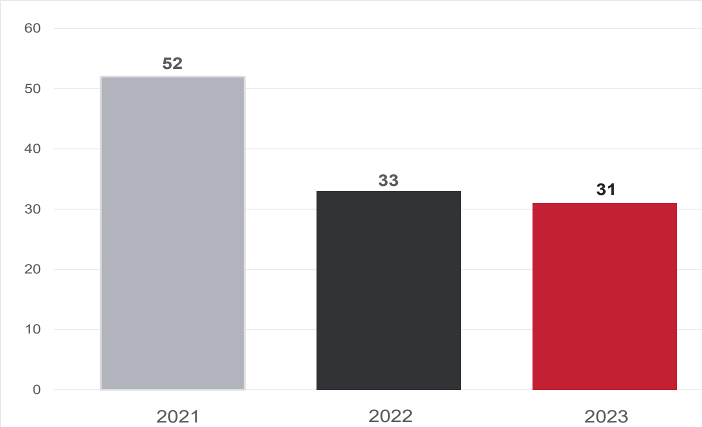
WASAGA BEACH

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$58,667,899	$35,116,421	$33,658,100	-4%
YTD Unit Sales	52	33	31	-6%
YTD New Listings	71	94	113	+20%
YTD Sales/Listings Ratio	73%	35%	27%	-8%
YTD Expired Listings	8	14	15	+7%
YTD Sales: Under $800K	17	12	12	0%
YTD Sales: $800K - $999K	5	2	5	+150%
YTD Sales: $1M - $1.499M	20	14	8	-43%
YTD Sales: $1.5M - $1.999M	6	4	3	-25%
YTD Sales: $2M+	4	1	3	+200%
YTD Close Price / Sq. Ft. Ratio	$654	$696	$595	-15%
YTD Average Days-On-Market	37	29	60	+107%
YTD Average Sale Price	$1,128,229	$1,064,134	$1,085,745	+2%

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



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



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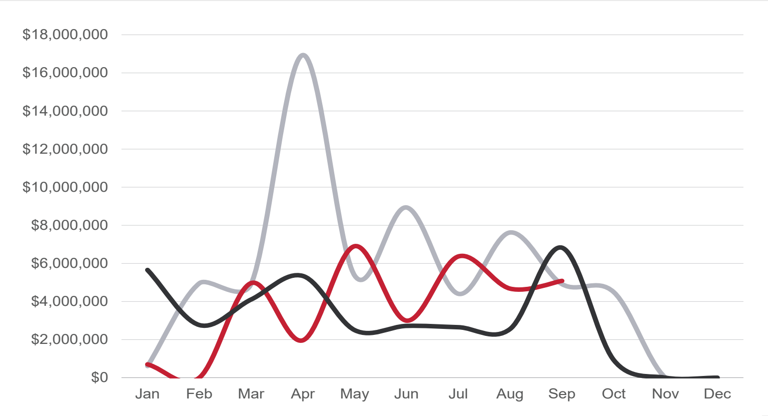
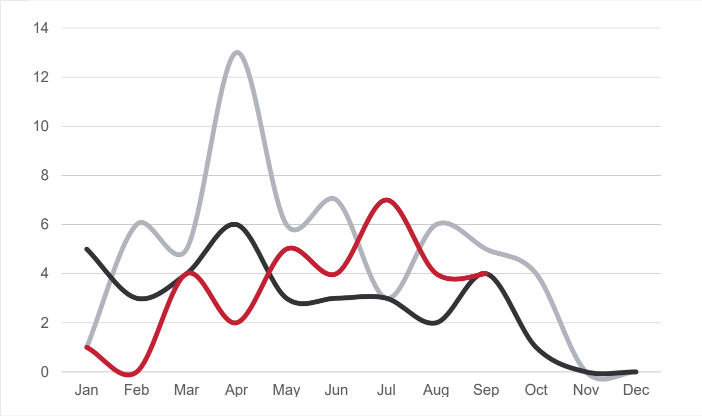
Wasaga Beach Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Volume)



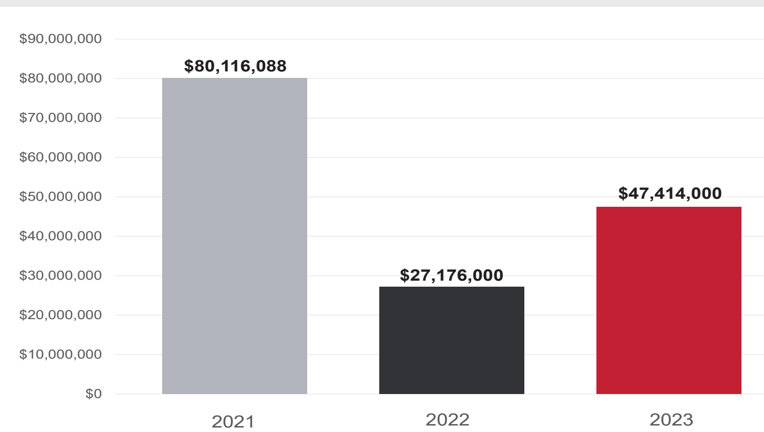
Wasaga Beach Monthly MLS® Waterfront Sales
2021 vs. 2022 vs. 2023 (Units)



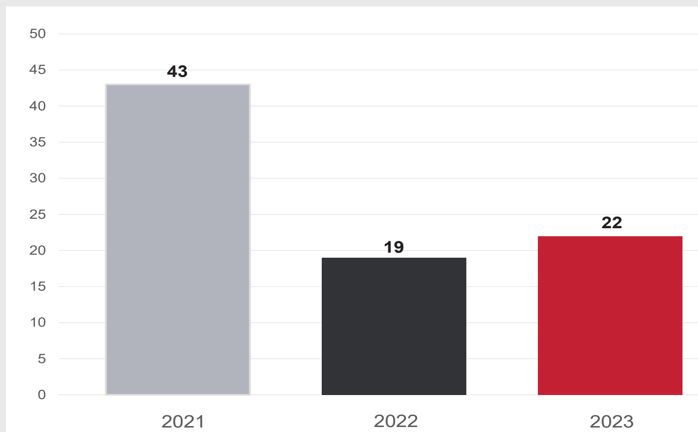
TINY TOWNSHIP

	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	$80,116,088	$27,176,000	$47,414,000	+74%
YTD Unit Sales	43	19	22	+16%
YTD New Listings	73	61	97	+59%
YTD Sales/Listings Ratio	59%	31%	23%	-8%
YTD Expired Listings	4	12	24	+100%
YTD Sales: Under $800K	2	3	1	-67%
YTD Sales: $800K - $999K	1	2	1	-50%
YTD Sales: $1M - $1.499M	9	6	5	-17%
YTD Sales: $1.5M - $1.999M	15	5	5	0%
YTD Sales: $2M+	16	3	10	+233%
YTD Close Price / Sq. Ft. Ratio	$862	$1,034	$983	-5%
YTD Average Days-On-Market	19	27	43	+59%
YTD Average Sale Price	$1,863,165	$1,430,316	$2,155,182	+51%

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



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



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Tiny Township Monthly MLS® Waterfront Sales
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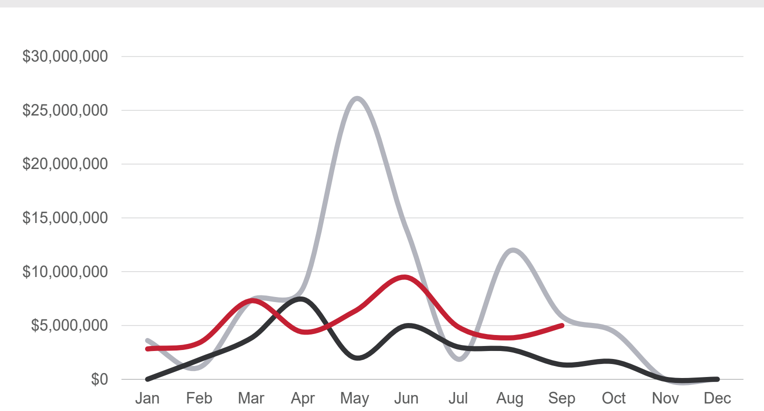

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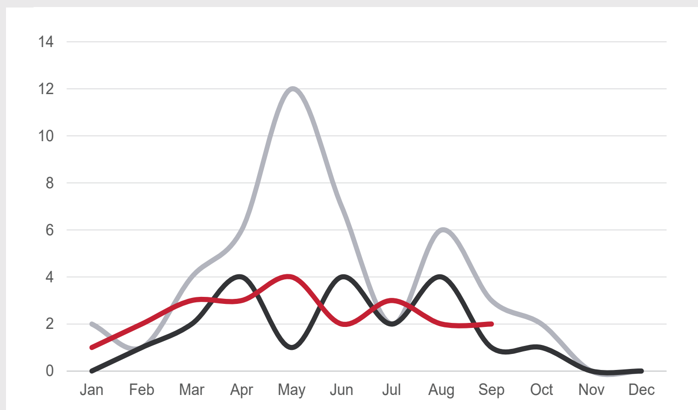

ROYAL LEPAGE | LOCATIONS NORTH BROKERAGE

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%

ROYAL LEPAGE | LOCATIONS NORTH BROKERAGE

BROKERAGE OF THE YEAR 2016 A. E. LePage AWARD ONTARIO

TOP 1% DONOR ROYAL LEPAGE SHELTER FOUNDATION

PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

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THORNBURY
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.