

MEAFORD REAL ESTATE MARKET REPORT

FIRST QUARTER 2021

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



OVERVIEW

RECORD Q1 VOLUME SALES WITH A BIG JUMP IN AVERAGE SALE PRICE



RECORD Q1 SALES VOLUME OF \$36,179,330

Up **110%** from Q1-2020's **\$17,190,277**, with units of **43** up **34%** from Q1-2020's **32**.
New listings of **56** up **12%** from a year ago, with the sales/listings ratio of **77%** up **13%**.



RECORD MARCH SALES VOLUME OF \$19,834,100

Up **99%** from March 2020's **\$9,949,600**. Units of **20** up **11%** from last March's **18**, with
new listings of **26** down **16%** and the sales/listings ratio of **77%** up **19%**.



RECORD Q1 AVERAGE SALE PRICE OF \$841,380

Up **57%** from the **\$537,196** of Q1-2020. Average days-on-market of **20** down **29** days.



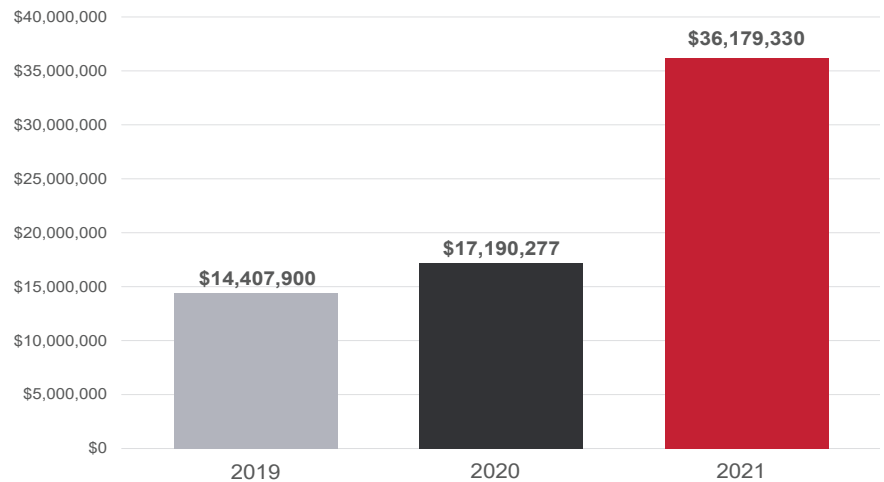
OVERVIEW (cont'd)



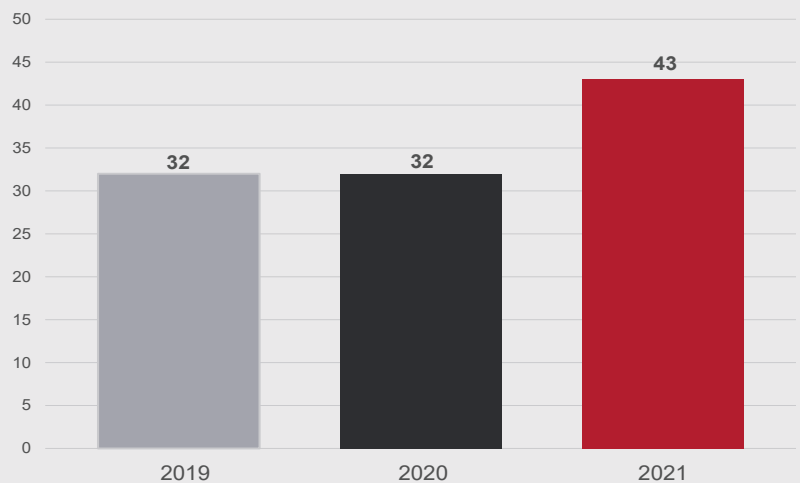
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

The Meaford market had a strong **100%** sale/list price ratio in March. Homes sold in just **16** days on average, down **25** days from one year ago. And there is now just **one month of inventory**. All that, together with March's relatively high **77%** sales/listings ratio, add up to a **sellers' market**.

Graph 1:
Meaford MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Meaford MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:

Meaford MLS® Residential Sales And Listing Summary
2019 vs. 2020 vs. 2021

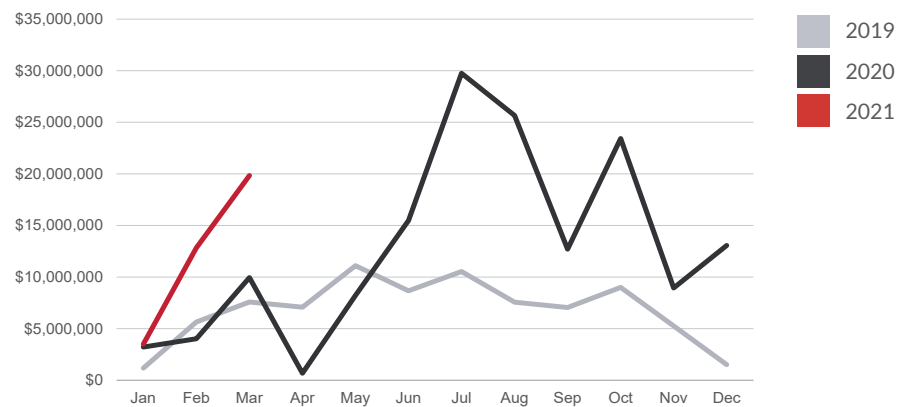
	2019	2020	2021	2020-2021
First Quarter (Q1) Volume Sales	\$14,407,900	\$17,190,277	\$36,179,330	+110%
Q1 Unit Sales	32	32	43	+34%
Q1 New Listings	48	50	56	+12%
Q1 Sales/Listings Ratio	67%	64%	77%	+13%
Q1 Expired Listings	4	8	1	-87%
Q1 Sales: Under \$300K	8	3	2	-33%
Q1 Sales: \$300K - \$499K	15	14	9	-36%
Q1 Sales: \$500K - \$799K	6	11	15	+36%
Q1 Sales: \$800K - \$999K	1	2	9	+350%
Q1 Sales: \$1M - \$1.499M	2	1	3	+200%
Q1 Sales: \$1.5M - \$1.999M	0	1	2	+100%
Q1 Sales: \$2M+	0	0	3	+300%
Q1 Average Days-On-Market	69	49	20	-59%
Q1 Average Sale Price	\$450,247	\$537,196	\$841,380	+57%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of April. 3, 2021.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

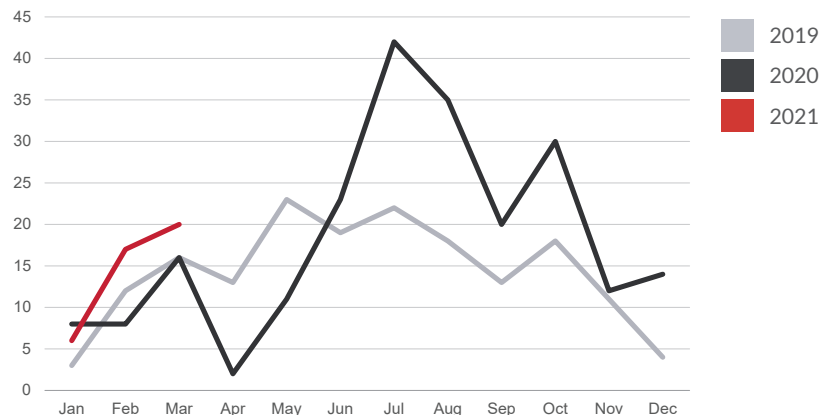
THE MARKET IN DETAIL (cont'd)

Meaford enjoyed an extraordinary first quarter. As **Graph 3** shows, Meaford's record volume sales of **\$36,179,330** were up **110%** from Q1-2020's previous record of **\$17,190,277**. Additionally, March's volume of **\$19,834,100** was Meaford's fourth best month ever, following last July, August and October. On the units side, Q1's **43** sales were up **34%** from Q1-2020's **32**, but down **4%** from Q1-2017's benchmark **45**. That said, perhaps most notable is the fact that unit sales in the \$800K+ bracket – which accounted for **40%** of Meaford's total – were up **325%** from Q1-2020. Sale prices are up similarly. Q1's average sale price of **\$841,380** is up a big **184%**, **124%**, **125%**, **87%** and **57%** from 2016-2020 respectively.

Graph 3:
Meaford Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



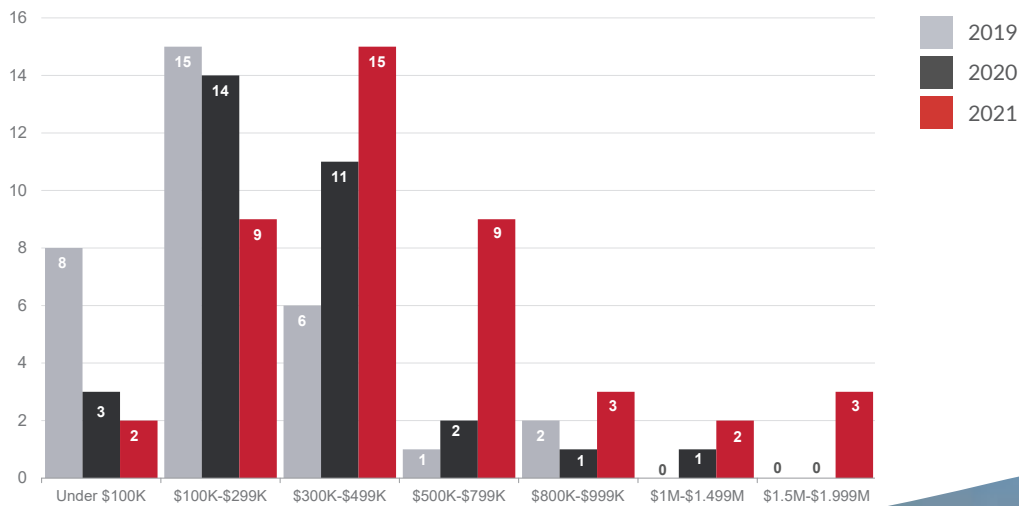
Graph 4:
Meaford Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2021 unit sales are up from Q1-2020 in five price ranges and down in two. The \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are up **36%**, **350%**, **200%**, **100%** and **300%** respectively. The Under-\$300K and \$300K-\$499K ranges are down **33%** and **36%** respectively. More generally, the Under-\$500K bracket – which accounts for **26%** of 2021's sales – is down **73%** from a year ago. The \$500K-\$999K bracket – which accounts for **55%** of all sales – is up **85%**. And the \$1M+ bracket – which accounts for **19%** of all sales – is up **300%**.

Graph 5:
Meaford MLS® Sales By Price
2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Meaford MLS® Sales By Property Type
2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$34,196,588
UP 113% from Q1-2020

UNIT SALES: 38
UP 31% from Q1-2020

AV. DAYS-ON-MARKET: 20
DOWN 30 days from Q1-2020

AV. SALE PRICE: \$899,921
UP 63% from Q1-2020

CONDOS/TOWNS

DOLLAR SALES: \$1,982,342
UP 73% from Q1-2020

UNIT SALES: 5
UP 67% from Q1-2020

AV. DAYS-ON-MARKET: 20
DOWN 11 days from Q1-2020

AV. SALE PRICE: \$396,463
UP 4% from Q1-2020

VACANT LAND

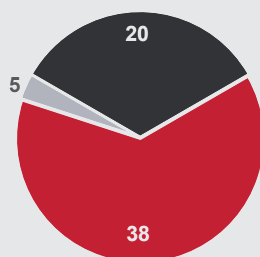
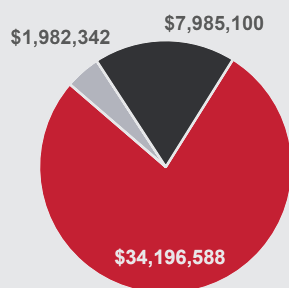
DOLLAR SALES: \$7,985,100
UP 648% from Q1-2020

UNIT SALES: 20
UP 186% from Q1-2020

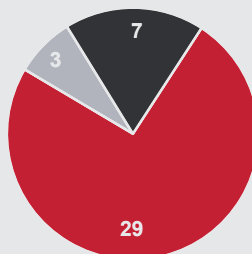
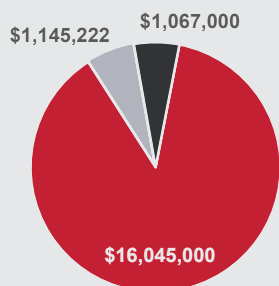
AV. DAYS-ON-MARKET: 68
DOWN 27 days from Q1-2020

AV. SALE PRICE: \$399,255
UP 162% from Q1-2020

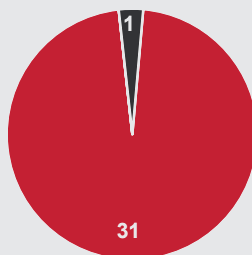
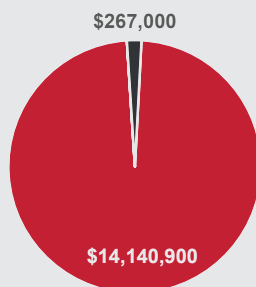
2021



2020



2019



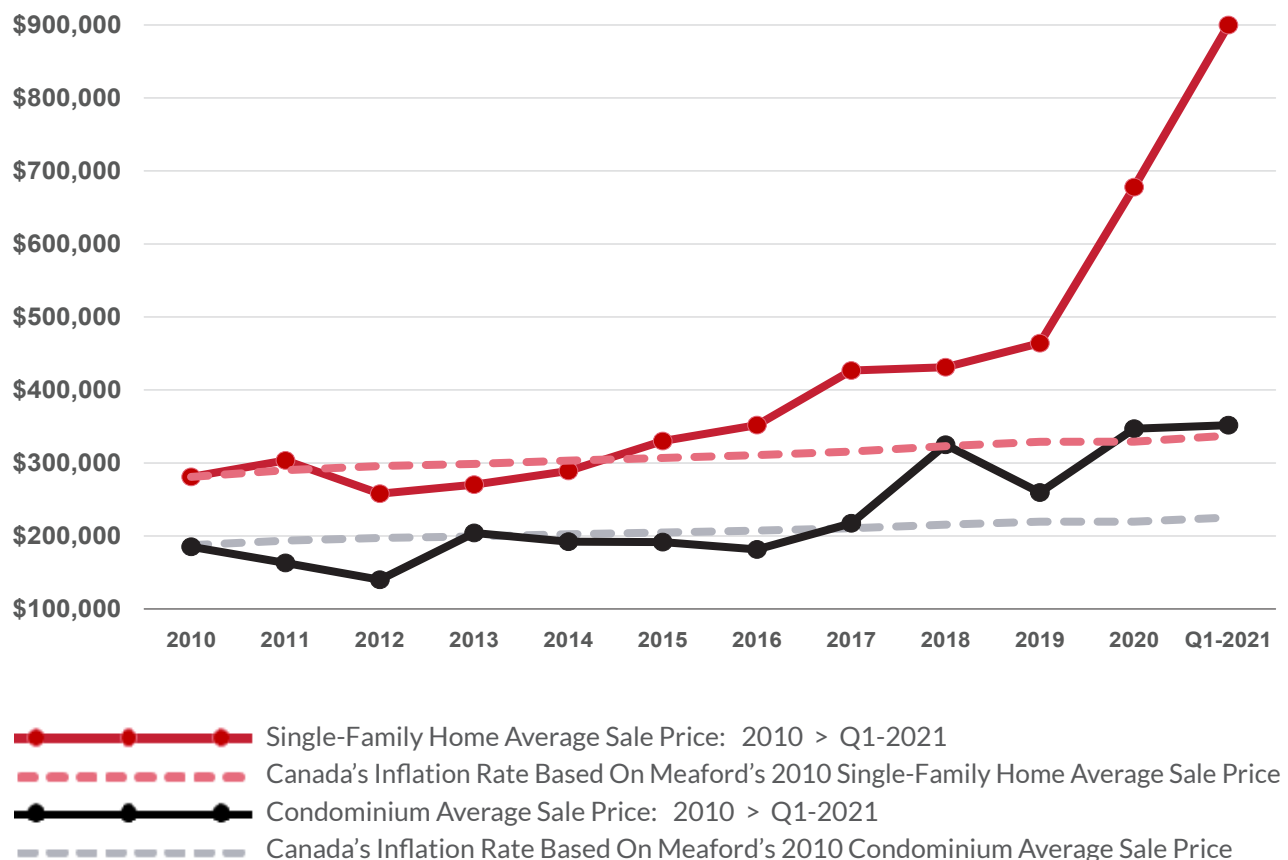
■ Single Family ■ Condo/Town ■ Vacant Land

MEAFORD AVERAGE SALE PRICES: 2010-2021

HUGE GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

↑ Meaford's average sale price for single-family homes in Q1-2021 was **\$899,921**: that's up **33%, 94%, 109%, 111%** and **220%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q1-2020's average condo price of **\$351,667** is up **1%, 36%, 9%, 62%** and **90%** from 2020, 2019, 2018, 2017 and 2010 respectively.

↑ From 2010-2014 the average sale price for single-family homes increased at just under Canada's inflation rate and then rose to **167%** above inflation by Q1-2020. Condo prices were generally under the inflation rate until 2016. They then climbed to **56%** above the inflation rate by Q1-2020.



ROYAL LEPAGE LOCATIONS NORTH IN 2020

OUR 8TH STRAIGHT RECORD-BREAKING YEAR



WE BROKE OUR OWN SOUTHERN GEORGIAN BAY
REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With \$604,080,487 – up 91% from 2019 and up over 1000% from 2011

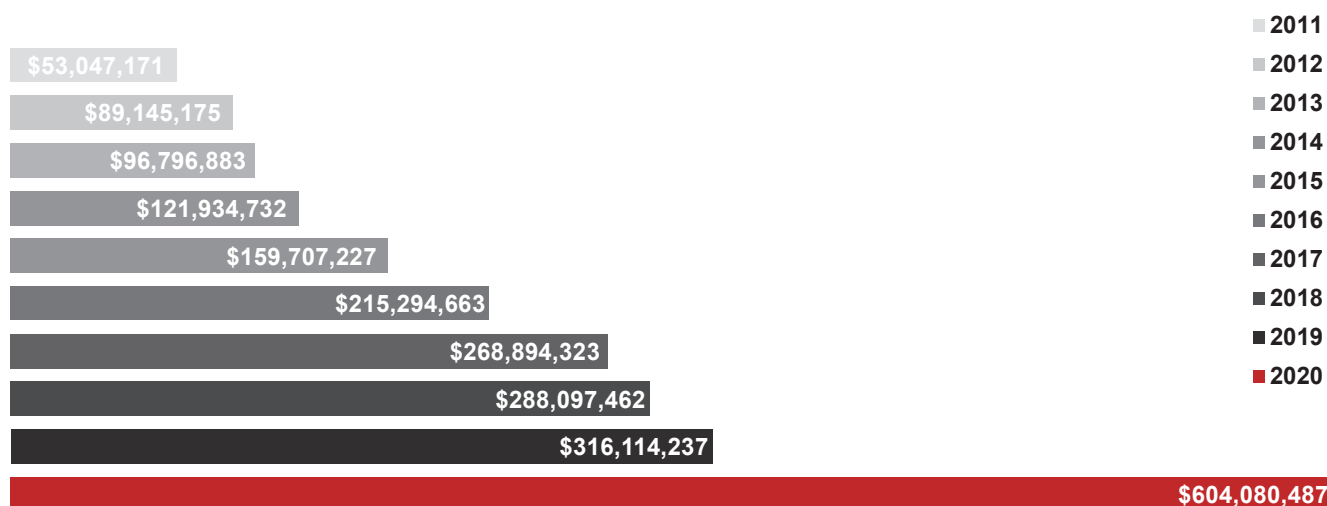


OVERALL WE HAD MORE THAN 4 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET,
WITH 4 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR











Locations North Sales Volume, 2011 - 2020













2020 UNIT SALES

* Collingwood, The Blue Mts.,
Wasaga Beach, Meaford,
Clearview, Grey Highlands
** \$1,000,000+











Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	270	42.8%	
RE/MAX Four Seasons	79.5	12.6%	
Century 21 Millenium	70	11.1%	
Chestnut Park	55	8.7%	
Clairwood	45	7.1%	
RE/MAX of Wasaga Beach	23	3.6%	
Engel & Volkers	18	2.9%	
Forest Hill	13.5	2.1%	
Sotheby's	7	1.1%	
Other	50	8%	











The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	213.5	43.4%	
RE/MAX Four Seasons	54.5	11.1%	
RE/MAX at Blue	52.5	10.7%	
Century 21 Millenium	48	9.8%	
Chestnut Park	38.5	7.8%	
Sotheby's	15	3%	
Clairwood	11	2.2%	
Forest Hill	7.5	1.5%	
Engel & Volkers	6.5	1.3%	
Other	45	9.2%	











Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	89	43.2%	
Chestnut Park	20	9.7%	
Century 21 Millenium	19	9.2%	
Royal LePage RCR	13.5	6.6%	
RE/MAX Four Seasons	12	5.8%	
ARA	9	4.4%	
Sotheby's	8	3.9%	
RE/MAX Grey Bruce	6.5	3.2%	
Sutton Sound	5	2.4%	
Other	24	11.7%	











Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	44	32.1%	
RE/MAX Four Seasons	19	13.9%	
RE/MAX of Wasaga Beach	11.5	8.4%	
Chestnut Park	10.5	7.7%	
Century 21 Millenium	8	5.8%	
Sotheby's	6	4.4%	
Forest Hill	5	3.6%	
Engel & Volkers	2.5	1.8%	
Clairwood	2.5	1.8%	
Other	25.5	18.7%	

Southern Georgian Bay Overview*

	UNITS	PERCENTAGE	
Royal LePage Locations North	790.5	36.5%	
RE/MAX of Wasaga Beach	246	11.3%	
Century 21 Millenium	232.5	10.7%	
RE/MAX Four Seasons	175.5	8.1%	
Chestnut Park	132.5	6.1%	
Clairwood	62	2.9%	
Sotheby's	41.5	1.9%	
Engel & Volkers	35.5	1.6%	
Forest Hill	29	1.3%	
Other	420	19.6%	

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE	
Royal LePage Locations North	115.5	37.9%	
RE/MAX Four Seasons	28.5	9.3%	
Chestnut Park	28	9.2%	
Sotheby's	18.5	6.1%	
Clairwood	15.5	5.1%	
Forest Hill	11.5	3.8%	
Century 21	11	3.6%	
Engel & Volkers	4	1.3%	
RE/MAX at Blue	3	1%	
Other	73.5	22.7%	

Georgian Triangle's
**MOST SUPPORTIVE
BROKERAGE**

\$825,000+

Raised for local causes &
Community Sponsorships
from 2013-2020

#1 Georgian Triangle
BROKERAGE



8

Straight Years*
Of Record Sales!

Featured Listings



27,690+

People Reached[‡]

4,333+

Clicks, Shares, Views, & Likes[‡]

Q1 BY THE
Numbers



LOCATIONS NORTH
BROKERAGE

**Region's Best
Market Intelligence**



52 Detailed **Market Reports**
Per Year FOR YOU

Annual Sales Volume
2020 Sales Up 91%
from 2019



**Almost
4 TIMES
MORE**

than our closest regional competitor[†]

#1 in regional luxury
home sales



4+
**times
more**

than our closest regional competitor[†]

Socially Connected



285,872+
Social Media Impressions

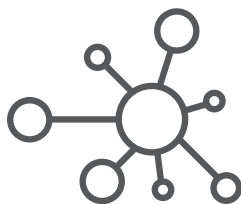
Clicks, Views, Shares,
Likes, Tweets[‡]

We average

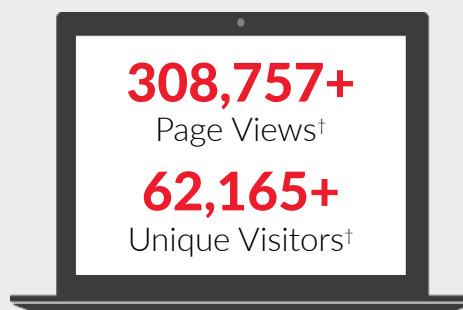
600

Buyer leads/month[§]

With over **4X** the average
industry conversion rate



LocationsNorth.com



\$36,720

Giving back and working
in our community

**Raised for Local Charities
in 2020**



\$22,500

COLLINGWOOD: 705-445-5520 | CREEMORE: 705-881-9005 | MEAFORD: 519-538-5755
THORNBURY: 519-599-2136 | WASAGA BEACH: 705-617-9969

*By MLS® dollar volume sales in each of the last 8 years. †Based on Google Analytics (January 1st, 2021 to March 31st, 2021). ‡Based on social media channels (January 1st, 2021 to March 31st, 2021). §Based on March 2021 lead volume



LOCATIONS **NORTH**
BROKERAGE

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



COLLINGWOOD

705-445-5520
330 First St.

THORNbury

519-599-2136
27 Arthur St.

CREEMORE

705-881-9005
154 Mill St.

CRAIGLEITH

705-445-7799
209820 Hwy. 26 West.

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

STAYNER

705-428-2800
7458 ON-26, #11.

WASAGA BEACH

705-617-9969
1344 Mosley St. Unit 5.