

# COLLINGWOOD REAL ESTATE MARKET REPORT

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## THIRD QUARTER 2022

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





# OVERVIEW

## VOLUME AND UNIT SALES DOWN WITH AVERAGE SALE PRICES UP



### YEAR-TO-DATE SALES VOLUME OF \$350,342,958

Down 23% from 2021's \$454,875,398, with units of 378 down 34% from last year's 571. New listings of 842 up 13%, with the sales/listings ratio of 45% down 32%.



### THIRD-QUARTER SALES VOLUME OF \$95,316,910

Down 36% from Q3-2021's \$148,412,029, with units of 119 down 36% from Q3-2021's 185. New listings of 304 up 36%, with the sales/listings ratio of 39% down 44%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$925,833

Up 16% from 2021's \$796,629. Average days-on-market of 18 up by 1 day..

# OVERVIEW (cont'd)

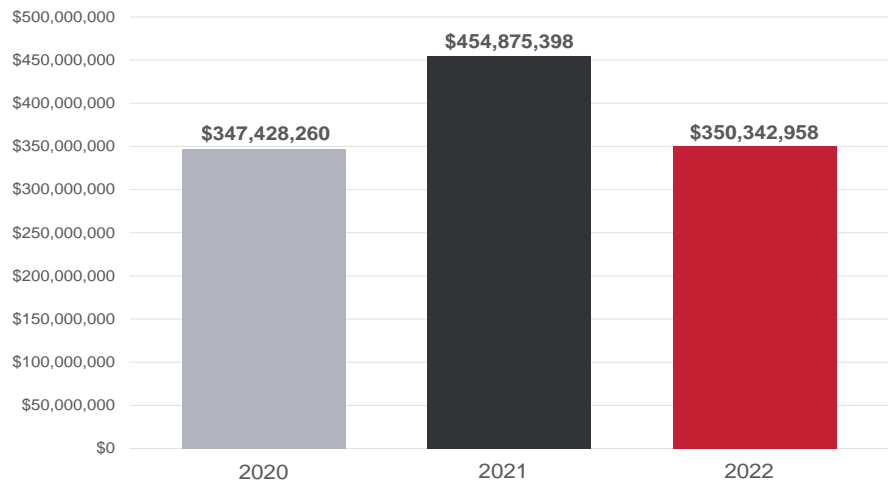


## THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

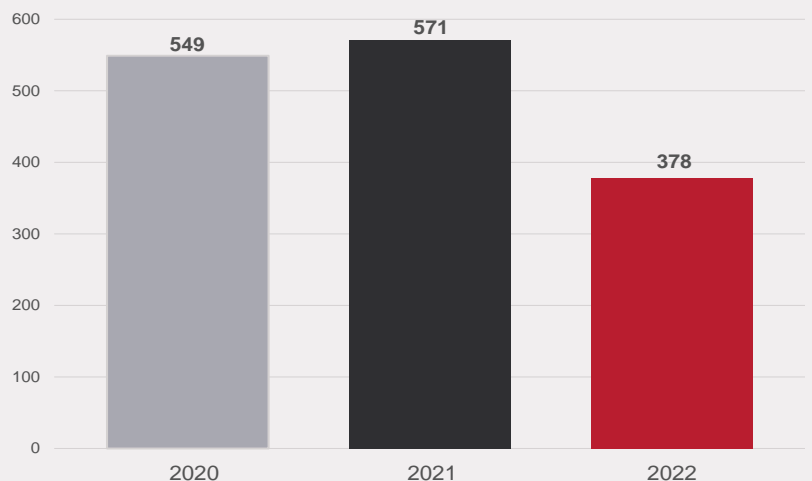
The Collingwood market had a **96.7%** sale/list price ratio and a **35%** sales/listings ratio in September. Homes sold in **16** days on average, up **2** days from a year ago. Overall, the market is transitioning towards balance.



Graph 1:  
**Collingwood MLS® Sales**  
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:  
**Collingwood MLS® Sales**  
2020 vs. 2021 vs. 2022 (Units)



# THE MARKET IN DETAIL



Table 1:

**Collingwood MLS® Residential Sales And Listing Summary**  
2020 vs. 2021 vs. 2022

|                                 | 2020          | 2021          | 2022          | 2021-2022 |
|---------------------------------|---------------|---------------|---------------|-----------|
| Year-To-Date (YTD) Volume Sales | \$347,428,260 | \$454,875,398 | \$350,342,958 | -23%      |
| YTD Unit Sales                  | 549           | 571           | 378           | -34%      |
| YTD New Listings                | 787           | 746           | 842           | +13%      |
| YTD Sales/Listings Ratio        | 70%           | 77%           | 45%           | -32%      |
| YTD Expired Listings            | 80            | 25            | 67            | +168%     |
| Third Quarter (Q3) Volume Sales | \$210,911,877 | \$148,412,029 | \$95,316,910  | -36%      |
| Q3 Unit Sales                   | 309           | 185           | 119           | -36%      |
| Q3 New Listings                 | 322           | 223           | 304           | +36%      |
| Q3 Sales/Listings Ratio         | 96%           | 83%           | 39%           | -44%      |
| Q3 Expired Listings             | 17            | 12            | 49            | +308%     |
| Q3 Average Sale Price           | \$682,563     | \$802,227     | \$800,982     | -0.2%     |
| YTD Sales: Under \$300K         | 23            | 6             | 0             | -600%     |
| YTD Sales: \$300K - \$499K      | 205           | 91            | 35            | -62%      |
| YTD Sales: \$500K - \$799K      | 213           | 262           | 124           | -54%      |
| YTD Sales: \$800K - \$999K      | 46            | 103           | 102           | -1%       |
| YTD Sales: \$1M - \$1.499M      | 45            | 82            | 79            | -4%       |
| YTD Sales: \$1.5M - \$1.999M    | 13            | 18            | 28            | +56%      |
| YTD Sales: \$2M+                | 4             | 9             | 10            | +11%      |
| YTD Average Days-On-Market      | 41            | 17            | 18            | +6%       |
| YTD Average Sale Price          | \$632,838     | \$796,629     | \$925,833     | +16%      |

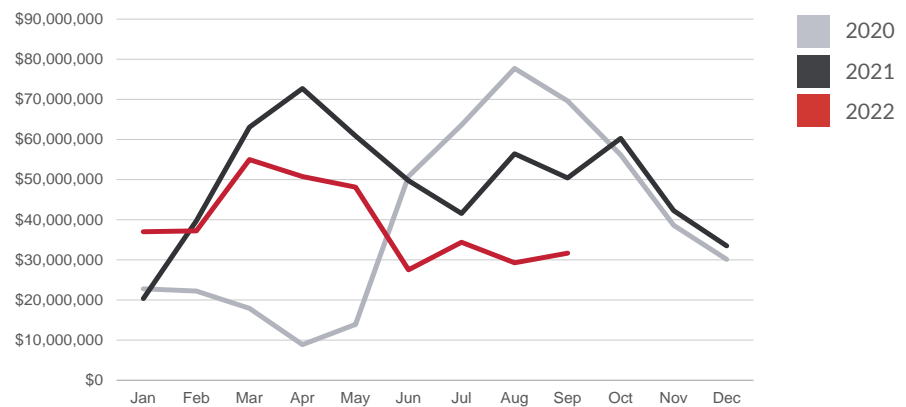
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of Oct. 3, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.



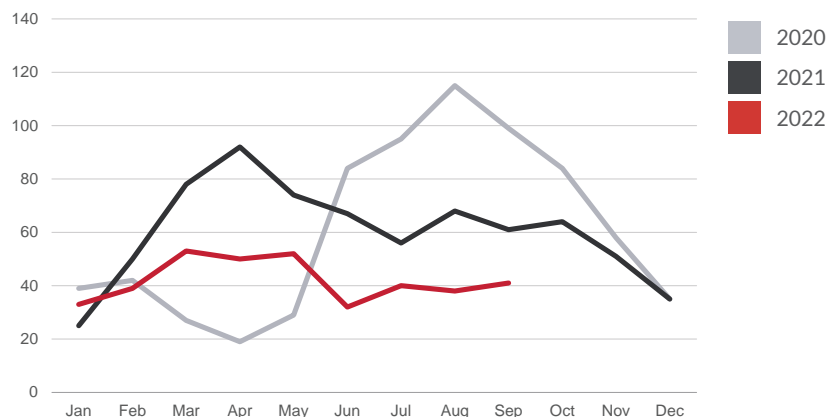
# THE MARKET IN DETAIL (cont'd)

After seeing relatively strong Q1 and Q2 volume sales, the Collingwood market slowed in Q3. Volume of **\$95,316,910** was down **36%** from Q3-2021's **\$148,412,029**, and was the lowest since 2019. Year-to-date sales of **\$350,342,958**, the second best ever, were down **23%** from last year's record **\$454,875,398**. On the units side, Q3's **119** sales were down **34%** from Q3-2021's **185**, and down **61%** from Q3-2020's high of **309**. Year-to-date sales of **378** were down **34%** from 2016's benchmark **576**, and the fewest in the last ten years. That said, 2022's year-to-date, average sale price of **\$925,833** is still doing well. Although down from January's moonshot high of **\$1,121,633**, it's up **88%, 74%, 46%** and **16%** from that of 2018, 2019, 2020 and 2021 respectively.

Graph 3:  
**Collingwood Monthly MLS® Sales**  
2020 vs. 2021 vs. 2022 (Volume)



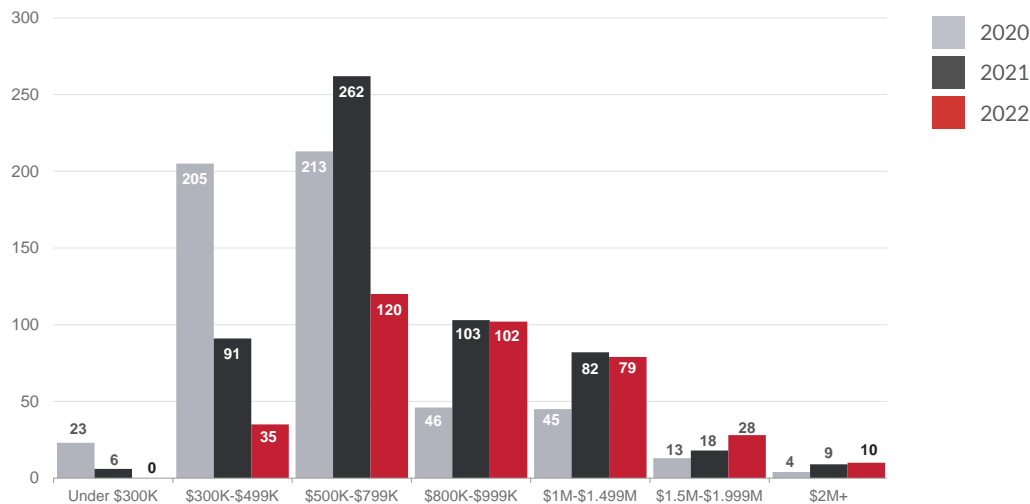
Graph 4:  
**Collingwood Monthly MLS® Sales**  
2020 vs. 2021 vs. 2022 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in two price ranges and down in five. The \$1.5M-\$1.999M and \$2M+ ranges are up **56%** and **11%** respectively. The Under-\$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K and \$1M-\$1.499M, ranges are down **600%**, **62%**, **54%**, **1%** and **4%** respectively. More generally, the Under-\$500K bracket – which accounts for **9%** of 2022's sales – is down **64%** from a year ago. The \$500K-\$999K bracket – which accounts for **59%** of all sales – is down **39%**. And the \$1M+ bracket – which accounts for **32%** of all sales – is up **7%**.

Graph 5:  
**Collingwood MLS® Sales By Price**  
2020 vs. 2021 vs. 2022 (Units)



# SALES BY PROPERTY TYPE

Graph 6:

**Collingwood MLS® Sales By Property Type**  
2020 vs. 2021 vs. 2022 (Dollars and Units)

## 2022 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$226,258,864  
DOWN 20% from 2021

**UNIT SALES:** 209  
DOWN 31% from 2021

**AV. DAYS-ON-MARKET:** 18  
UP 4 days from 2021

**AV. SALE PRICE:** \$1,082,578  
UP 15% from 2021

### CONDOMINIUMS

**DOLLAR SALES:** \$61,501,572  
DOWN 30% from 2021

**UNIT SALES:** 93  
DOWN 38% from 2021

**AV. DAYS-ON-MARKET:** 20  
DOWN 8 days from 2021

**AV. SALE PRICE:** \$661,307  
UP 13% from 2021

### TOWNHOUSES

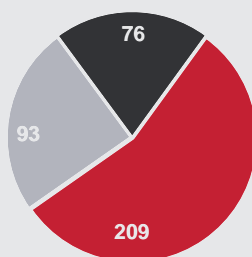
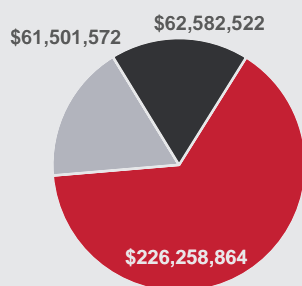
**DOLLAR SALES:** \$62,582,522  
DOWN 25% from 2021

**UNIT SALES:** 76  
DOWN 37% from 2021

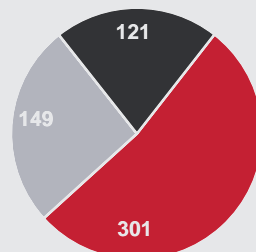
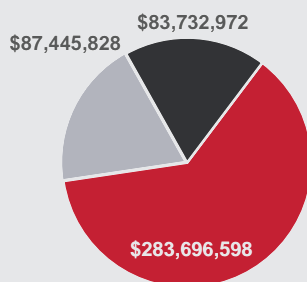
**AV. DAYS-ON-MARKET:** 17  
UP 4 days from 2021

**AV. SALE PRICE:** \$823,454  
UP 19% from 2021

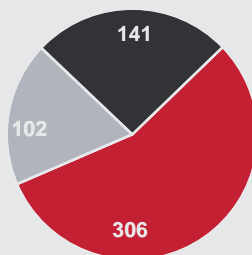
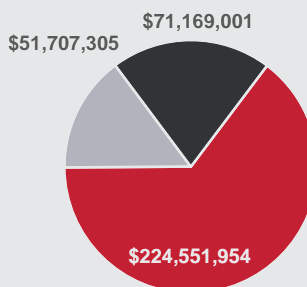
2022



2021



2020



■ Single Family ■ Condominium ■ Townhouse

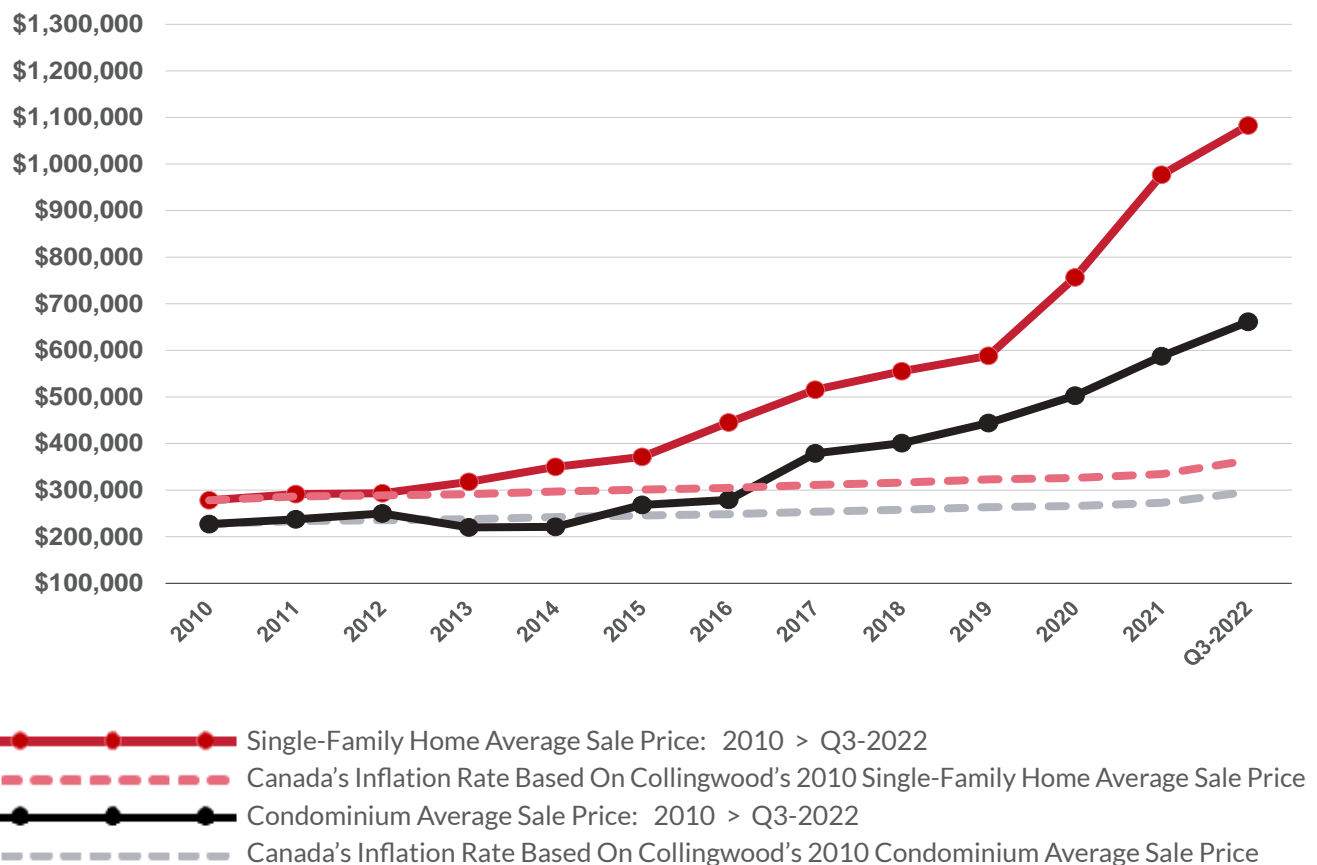


# COLLINGWOOD AVERAGE SALE PRICES: 2010-2022

## BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Collingwood's average sale price for single-family homes in Q3-2022 was **\$1,082,578**: that's up **10%, 43%, 84%, 95%** and **289%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q3-2022's average condo price of **\$661,307** is up **13%, 32%, 49%, 65%** and **191%** from 2021, 2020, 2019, 2018 and 2010 respectively.

↑ From 2010-2012 the average sale price of single-family homes increased at roughly Canada's inflation rate. From 2013 to Q3-2022 the average price rose to **198%** above inflation. The condo average price was under the inflation rate in 2014 before rising to **123%** above inflation in Q3-2022.





# ROYAL LEPAGE LOCATIONS NORTH IN 2021

## OUR 9TH STRAIGHT RECORD-BREAKING YEAR



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

With \$1,331,056,293 – up 12½ times from 2011

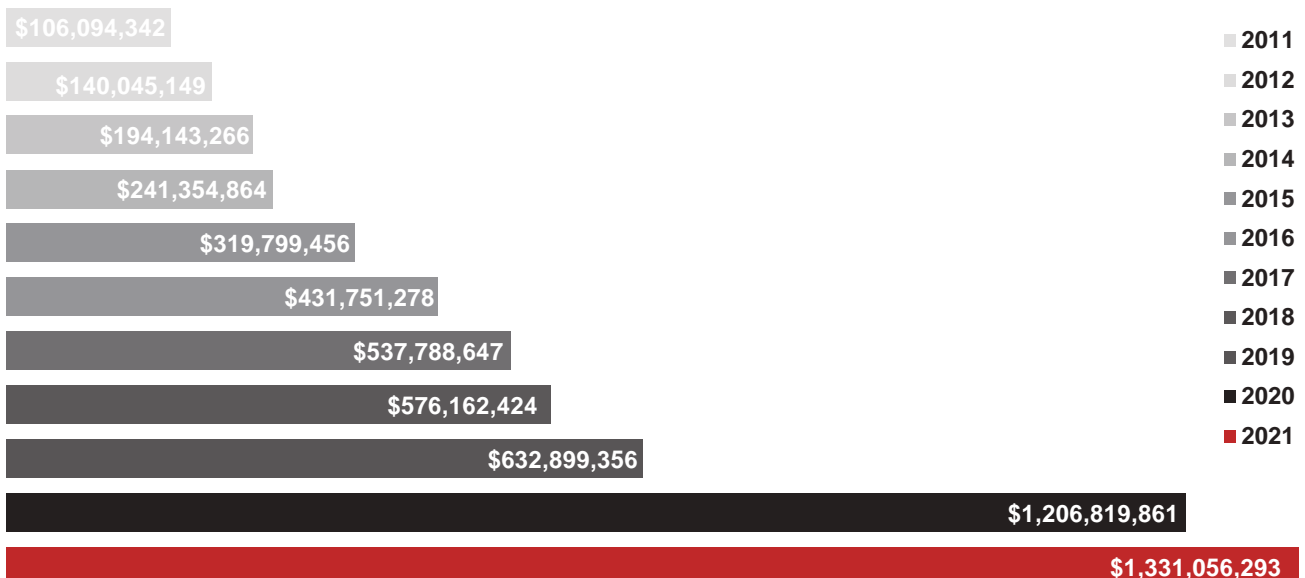


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME  
OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH  
NEARLY 3 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

### Locations North Sales Volume, 2011 - 2021



# 2021 UNIT SALES

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

## Collingwood

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 416.5 | 33.3%      |  |
| Century 21 Millenium         | 196.5 | 15.7%      |  |
| RE/MAX Four Seasons          | 132.5 | 10.6%      |  |
| Chestnut Park                | 89    | 7.1%       |  |
| Clairwood                    | 70    | 5.6%       |  |
| RE/MAX By The Bay            | 30    | 2.4%       |  |
| Royal LePage RCR             | 24    | 1.9%       |  |
| Engel & Volkers              | 23    | 1.8%       |  |
| Forest Hill                  | 21    | 1.7%       |  |
| Other                        | 246.5 | 19.9%      |  |

## The Blue Mountains

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 260.5 | 31.1%      |  |
| RE/MAX at Blue               | 111   | 13.3%      |  |
| Century 21 Millenium         | 106.5 | 12.7%      |  |
| Chestnut Park                | 68    | 8.1%       |  |
| RE/MAX Four Seasons          | 65.5  | 7.8%       |  |
| Clairwood                    | 30    | 3.6%       |  |
| Royal LePage RCR             | 22    | 2.6%       |  |
| Forest Hill                  | 19    | 2.3%       |  |
| Sotheby's                    | 19    | 2.3%       |  |
| Other                        | 136.5 | 16.2%      |  |

## Meaford

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 142   | 36.1%      |  |
| Century 21 Millenium         | 40.5  | 10.3%      |  |
| Chestnut Park                | 21    | 5.4%       |  |
| RE/MAX Four Seasons          | 20    | 5.1%       |  |
| ARA                          | 17    | 4.3%       |  |
| Royal LePage RCR             | 13    | 3.3%       |  |
| Sotheby's                    | 10    | 2.5%       |  |
| Engel & Volkers              | 9     | 2.3%       |  |
| Clairview                    | 8     | 2%         |  |
| Other                        | 112   | 28.7%      |  |

## Clearview

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 95    | 20.4%      |  |
| RE/MAX Four Seasons          | 39    | 8.4%       |  |
| RE/MAX Hallmark Chay         | 36    | 8.4%       |  |
| RE/MAX By The Bay            | 35    | 7.7%       |  |
| Keller Williams Experience   | 31.5  | 5.8%       |  |
| Century 21 Millenium         | 25    | 4.4%       |  |
| Century 21 - BJ Roth         | 22    | 3.6%       |  |
| Faris Team                   | 19    | 1.8%       |  |
| RE/MAX Hallmark              | 16    | 1.8%       |  |
| Other                        | 144   | 31.5%      |  |

## Southern Georgian Bay (West)\*

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 1156  | 27.9%      |  |
| Century 21 Millenium         | 499   | 12%        |  |
| RE/MAX By The Bay            | 373   | 9%         |  |
| RE/MAX Four Seasons          | 295   | 7.4%       |  |
| Chestnut Park                | 213   | 5.1%       |  |
| RE/MAX At Blue               | 126   | 3%         |  |
| Clairwood                    | 117   | 2.8%       |  |
| RE/MAX Hallmark Chay         | 94    | 2.3%       |  |
| Sotheby's                    | 68    | 1.6%       |  |
| Other                        | 1203  | 28.9%      |  |

## Southern Georgian Bay Luxury Homes\*\*

|                              | UNITS | PERCENTAGE |  |
|------------------------------|-------|------------|--|
| Royal LePage Locations North | 144   | 26%        |  |
| RE/MAX Four Seasons          | 54    | 9.8%       |  |
| Chestnut Park                | 37.5  | 6.8%       |  |
| Century 21 Millenium         | 35.5  | 6.4%       |  |
| RE/MAX By The Bay            | 34    | 6.2%       |  |
| Royal LePage RCR             | 28    | 5.1%       |  |
| Clairwood                    | 19.5  | 3.5%       |  |
| Sotheby's                    | 18    | 3.3%       |  |
| Forest Hill                  | 13    | 2.4%       |  |
| Other                        | 168.5 | 30.5%      |  |



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](http://www.locationsnorth.com)*

### COLLINGWOOD

705-445-5520

330 First St.

### THORN BURY

519-599-2136

27 Arthur St.

### CREEMORE

705-881-9005

154 Mill St.

### STAYNER

705-428-2800

7458 ON-26, #11.

### MEAFORD

519-538-5755

96 Sykes St.

### WASAGA BEACH

705-429-4800

1249 Mosley St.

### WASAGA BEACH

705-617-9969

1344 Mosley St. Unit 5.

