

WASAGA BEACH REAL ESTATE MARKET REPORT

THIRD QUARTER 2022

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



OVERVIEW

VOLUME AND UNIT SALES DOWN, WITH THE AVERAGE SALE PRICE UP



YEAR-TO-DATE SALES VOLUME OF \$294,990,998

Down 29% from 2021's \$415,258,672, with units of 356 down 35% from last year's 551. New listings of 823 up 19%, with the sales/listings ratio of 43% down 37%.



THIRD-QUARTER SALES VOLUME OF \$61.729,500

Down 50% from Q3-2021's \$122,298,950. Units of 80 down 50% from last year's 159, with new listings of 277 up 39% and the sales/listings ratio of 29% down 51%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$828,626

Up 10% from 2021's \$753,646. Average days-on-market of 18 up 4 days.



OVERVIEW (cont'd)

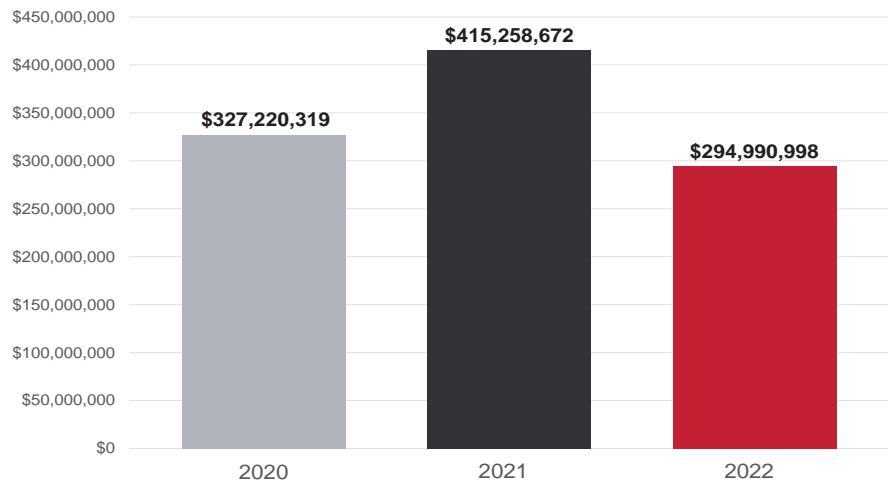


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

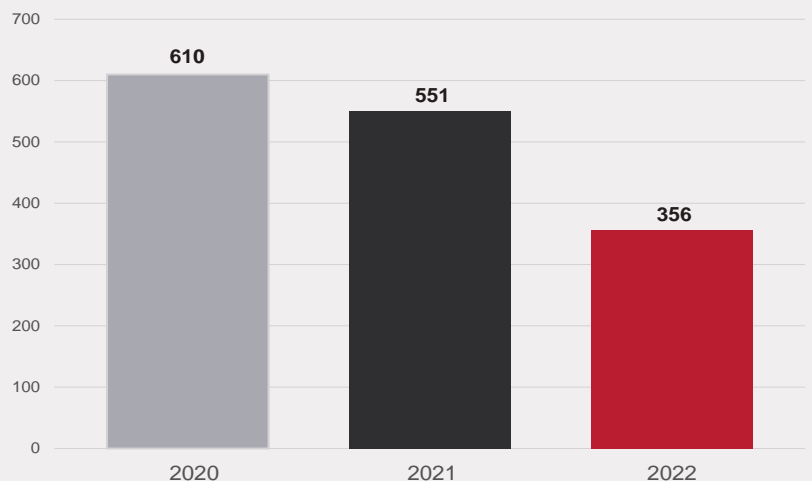
The Blue Mountains market had a **95.7%** sale/list price ratio and a **30%** sales/listings ratio in September. Homes sold in **41** days on average. Currently the market is trending towards balance.



Graph 1:
Wasaga Beach MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
Wasaga Beach MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:

Wasaga Beach MLS® Residential Sales And Listing Summary
2020 vs. 2021 vs. 2022

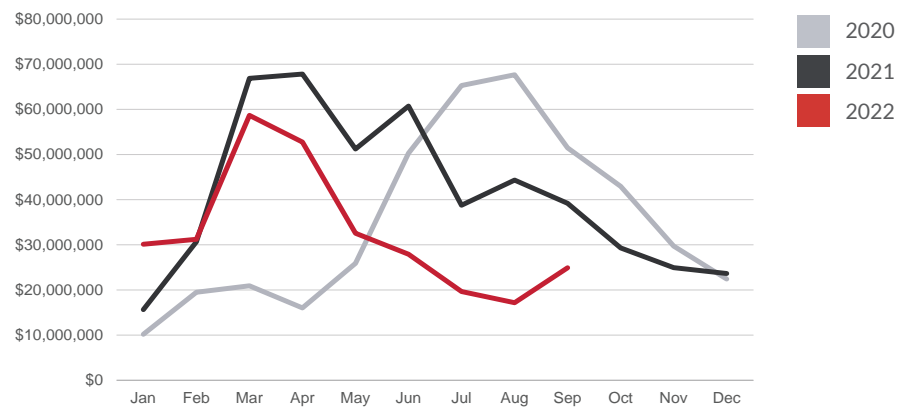
| | 2020 | 2021 | 2022 | 2021-2022 |
|---------------------------------|---------------|---------------|---------------|-----------|
| Year-To-Date (YTD) Volume Sales | \$327,220,319 | \$415,258,672 | \$294,990,998 | -29% |
| YTD Unit Sales | 610 | 551 | 356 | -35% |
| YTD New Listings | 832 | 693 | 823 | +19% |
| YTD Sales/Listings Ratio | 73% | 80% | 43% | -37% |
| YTD Expired Listings | 99 | 34 | 73 | +115% |
| Third Quarter (Q3) Volume Sales | \$184,416,038 | \$122,298,950 | \$61,729,500 | -50% |
| Q3 Unit Sales | 328 | 159 | 80 | -50% |
| Q3 New Listings | 334 | 199 | 277 | +39% |
| Q3 Sales/Listings Ratio | 98% | 80% | 29% | -51% |
| Q3 Expired Listings | 27 | 22 | 54 | +145% |
| Q3 Average Sale Price | \$562,244 | \$769,176 | \$771,616 | +0.3% |
| YTD Sales: Under \$300K | 37 | 2 | 0 | -200% |
| YTD Sales: \$300K - \$499K | 251 | 64 | 16 | -75% |
| YTD Sales: \$500K - \$799K | 280 | 317 | 158 | -50% |
| YTD Sales: \$800K - \$999K | 29 | 104 | 103 | -1% |
| YTD Sales: \$1M - \$1.499M | 10 | 50 | 72 | +44% |
| YTD Sales: \$1.5M - \$1.999M | 2 | 10 | 6 | -40% |
| YTD Sales: \$2M+ | 1 | 4 | 1 | -75% |
| YTD Average Days-On-Market | 40 | 14 | 18 | +29% |
| YTD Average Sale Price | \$536,427 | \$753,646 | \$828,626 | +10% |

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.

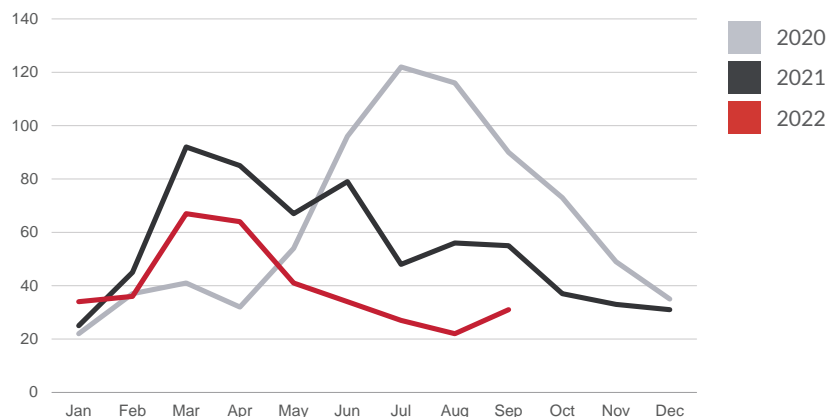
THE MARKET IN DETAIL (cont'd)

After enjoying relatively strong dollar sales from January to April, the Wasaga Beach market has fallen deeply since. Q3 volume of **\$61,729,500** was down **50%** from Q3-2021's **\$122,298,950**, and down **67%** from Q3-2020's record **\$184,416,038**. Year-to-date sales of **\$294,990,998** were the third best ever, down **29%** from last year's record **\$415,258,672**. On the units side, Q3's **80** sales were down **50%** from Q3-2021's **159**, and down **76%** from Q3-2020's all-time high of **328**. Year-to-date sales of **356** were down **35%** from last year's **551**, and down **42%** from 2020's benchmark of **610**. All that said, Wasaga Beach's year-to-date, average sale price is still doing quite well. At **\$828,626** it's up **92%, 76%, 54%** and **10%** from that of 2018, 2019, 2020 and 2021 respectively.

Graph 3:
Wasaga Beach Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 4:
Wasaga Beach Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



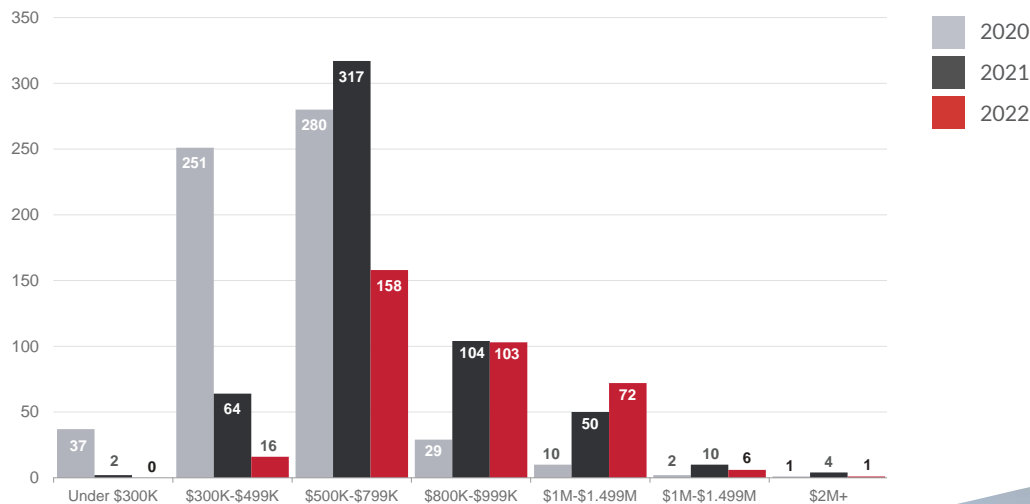
THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q3-2022 unit sales are up from Q3-2021 in one price range and down in six. The \$1M-\$1.499M range is up **44%**. The Under-\$300K, \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1.5M-\$1.999M and \$2M+ ranges are down **200%**, **75%**, **50%**, **1%**, **40%** and **75%** respectively. More generally, the Under-\$500K bracket – which accounts for **4%** of 2022's sales – is down **76%** from a year ago. The \$500K-\$999K bracket – which accounts for **74%** of all sales – is down **38%**. And the \$1M+ bracket – which accounts for **22%** of all sales – is up **23%**.

Graph 5:

Wasaga Beach MLS® Sales By Price

2020 vs. 2021 vs. 2022 (Units)



SALES BY PROPERTY TYPE

Graph 6:

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

2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$250,606,665
DOWN 33% from 2021

UNIT SALES: 293
DOWN 38% from 2021

AV. DAYS-ON-MARKET: 18
UP 2 days from 2021

AV. SALE PRICE: \$875,791
UP 12% from 2021

CONDOS/TOWNS

DOLLAR SALES: \$38,384,333
DOWN 11% from 2021

UNIT SALES: 63
DOWN 17% from 2021

AV. DAYS-ON-MARKET: 17
DOWN 2 days from 2021

AV. SALE PRICE: \$609,275
UP 8% from 2021

VACANT LAND

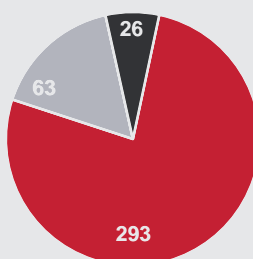
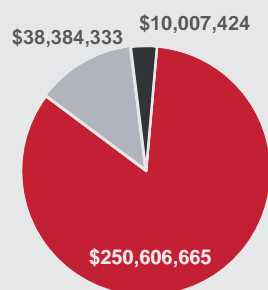
DOLLAR SALES: \$10,007,424
DOWN 34% from 2021

UNIT SALES: 26
DOWN 46% from 2021

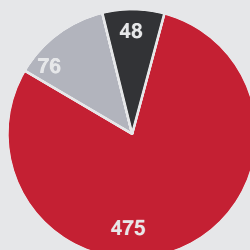
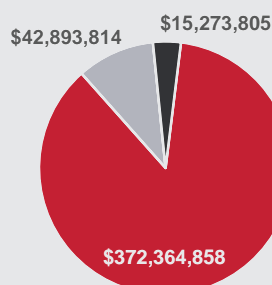
AV. DAYS-ON-MARKET: 52
UP 19 days from 2021

AV. SALE PRICE: \$384,901
UP 21% from 2021

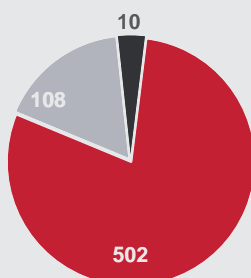
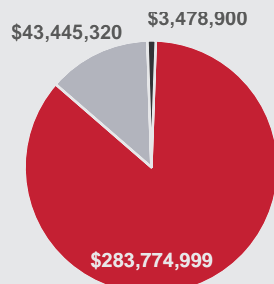
2022



2021



2020



■ Single Family ■ Condo/Town ■ Vacant Land

WASAGA BEACH AVERAGE SALE PRICES: 2010-2022

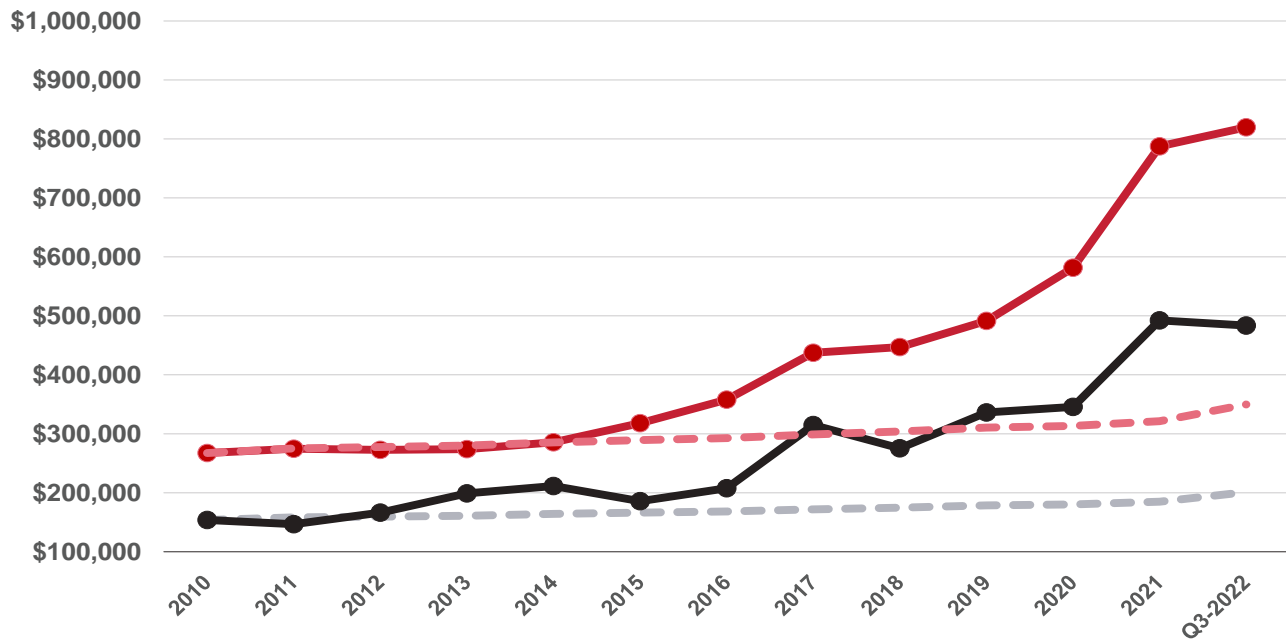
SINGLE FAMILY HOMES UP FROM 2021, CONDOS DOWN SLIGHTLY



Wasaga Beach's average sale price for single-family homes in Q3-2022 was **\$819,612**: that's up **4%, 41%, 67%, 83%** and **206%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q3-2022's average condo price of **\$483,500** was down **2%** from 2021, but up **40%, 44%, 76%** and **206%** from 2020, 2019, 2018 and 2010 respectively.



From 2010-2014 the average sale price for single-family homes increased at roughly Canada's inflation rate and then rose to **134%** over inflation in Q3-2022. Condo prices rose parallel to the rate of inflation from 2010-2012, were **23%** above inflation by 2016, and then rose to **140%** over inflation in Q3-2022.



- Single-Family Home Average Sale Price: 2010 > Q3-2022
- Canada's Inflation Rate Based On Wasaga Beach's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q3-2022
- Canada's Inflation Rate Based On Wasaga Beach's 2010 Condominium Average Sale Price

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

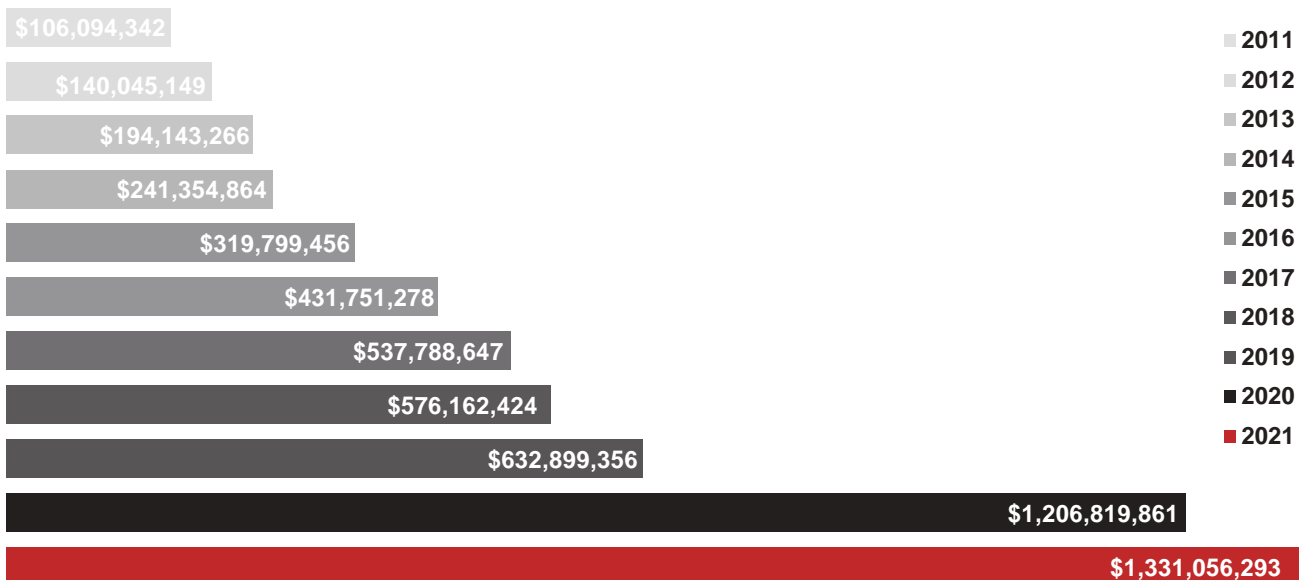


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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





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.

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.

