

# CLEARVIEW REAL ESTATE MARKET REPORT

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## FIRST QUARTER 2019

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WE'RE GRATEFUL TO HAVE BEEN CHOSEN  
ROYAL LEPAGE'S 2016  
BROKERAGE OF THE YEAR FOR ONTARIO



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# OVERVIEW

## SLOW Q1 SALES, BUT WITH AVERAGE SALES PRICE WAY UP



### Q1-2019 SALES VOLUME OF \$20,024,600

Down 18% from Q1-2018's \$24,289,500, with units of 31 down 34% from Q1-2018's 47. New listings of 78 up 16%, with the sales/listings ratio of 40% down 30%.



### MARCH SALES VOLUME OF \$10,123,000

Down 20% from March 2018's \$12,631,500. Units of 15 were down 44% from last March's 25, with new listings of 31 up 15% and the sales/listings ratio of 48% down 45%.



### RECORD Q1 AVERAGE SALE PRICE OF \$645,955

Up 25% from Q1-2018's \$516,798. Average days-on-market of 87 was up 30 days.



# OVERVIEW (cont'd)

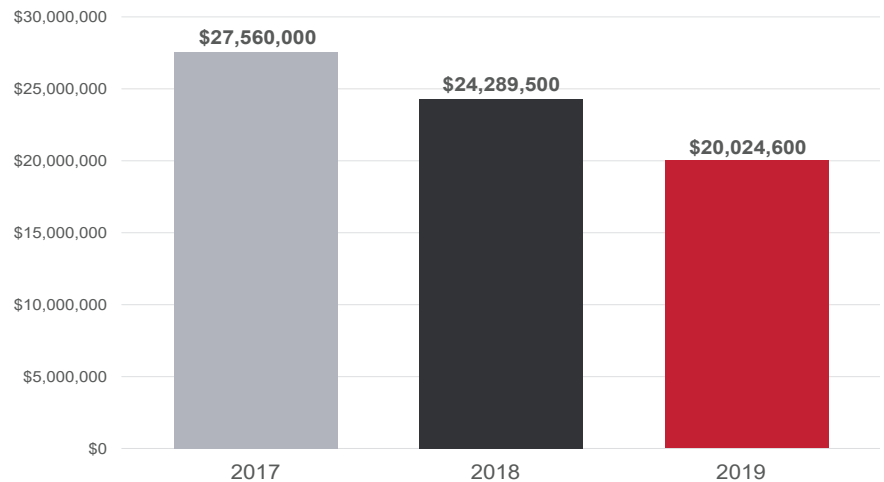


## THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

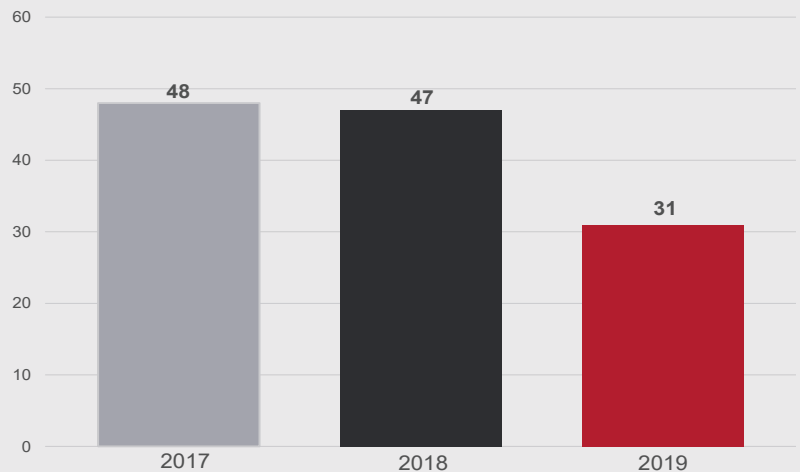
Despite a small March rebound, Clearview's sales have been slow this year. Even March's **14** sales were the fewest since 2014. The month's average days-on-market of **75** was also the highest since 2015. Given March's **48%** sales/listing ratio (and Q1's **40%** ratio), Clearview has a **buyers' market**.



Graph 1:  
**Clearview MLS® Sales**  
Q1 – 2017 vs. 2018 vs. 2019 (Volume)



Graph 2:  
**Clearview MLS® Sales**  
Q1 – 2017 vs. 2018 vs. 2019 (Units)



# THE MARKET IN DETAIL



Table 1:

## Clearview MLS® Residential Sales And Listing Summary

Q1 – 2017 vs. 2018 vs. 2019

	2017	2018	2019	2018-2019
Volume Sales	\$27,560,000	\$24,289,500	\$20,024,600	-18%
Unit Sales	48	47	31	-34%
New Listings	49	67	78	+16%
Sales/Listings Ratio	98%	70%	40%	-30%
Expired Listings	17	17	14	-18%
Sales: \$100K - \$299K	6	4	1	-75%
Sales: \$300K - \$499K	22	25	15	-40%
Sales: \$500K - \$799K	11	14	9	-36%
Sales: \$800K - \$999K	4	2	2	0%
Sales: \$1M - \$1.499M	3	2	1	-50%
Sales: \$1.5M - \$1.999M	2	0	3	+300%
Average Days-On-Market	69	67	87	+30%
Average Sale Price	\$574,167	\$516,798	\$645,955	+25%

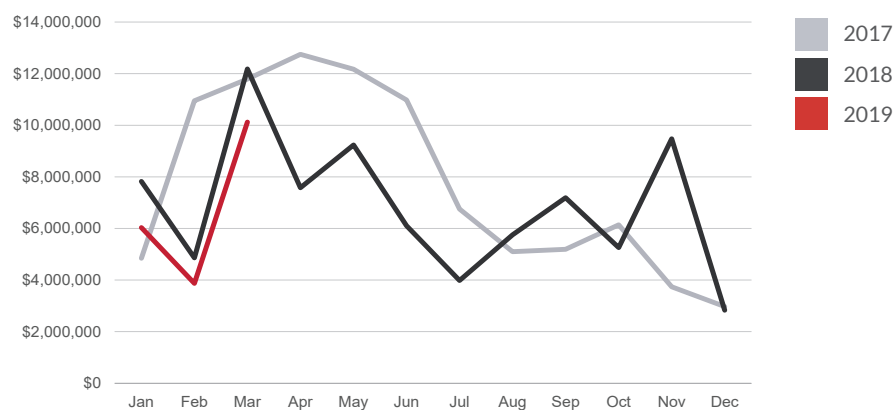
NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of April 15, 2019.



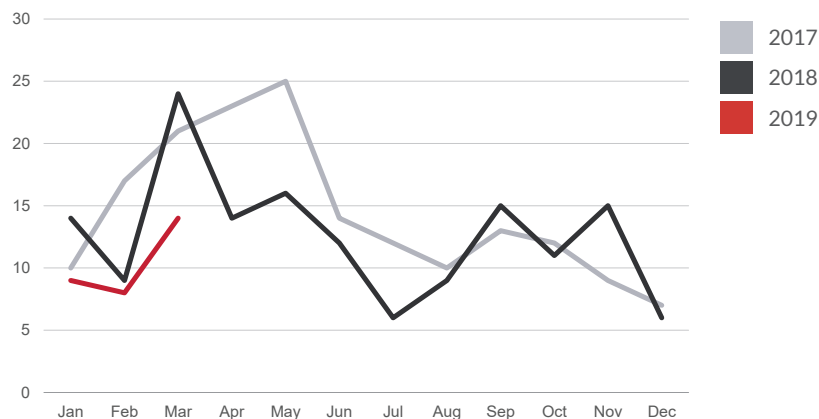
# THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, Q1-2019's sales volume has continued the up-and-down performance it had during 2018. After an average January and slow February, March saw a fairly healthy spike. However, as **Graph 4** shows that spike was not due to a unit sales increase, but to a **43%** jump in the average sale price. Moreover, that jump had more to do with specific high-end sales than with an overall market appreciation. For Q1's **31** sales were down **34%**, **35%** and **38%** from the Q1s of 2018, 2017 and 2016. That said, Clearview's great beauty and potential ensure that sales will rise again.

Graph 3:  
**Clearview Monthly MLS® Sales**  
2017 vs. 2018 vs. 2019 (Volume)



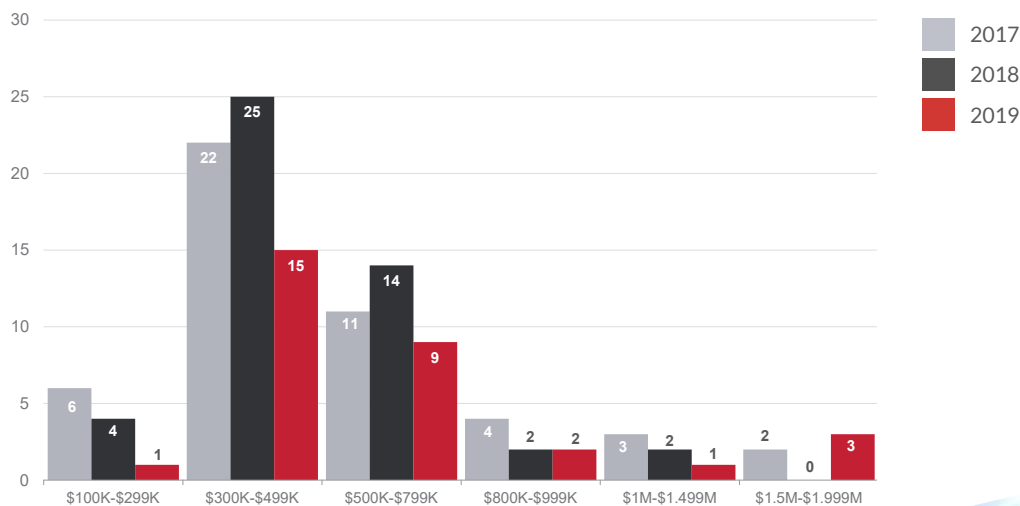
Graph 4:  
**Clearview Monthly MLS® Sales**  
2017 vs. 2018 vs. 2019 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2019's unit sales were down from Q1-2018 in four price ranges, up in one and even in one. Thus, the \$100K-\$299K, \$300K-\$499K, \$500K-\$799K and \$1M-\$1.499M ranges were down **75%**, **40%**, **36%** and **50%** from Q1-2018; the \$1.5M-\$1.999M range was up **300%**; and the \$800K-\$999K range was **even**. More generally, sales in the Under \$800K bracket – which accounted for **81%** of Clearview's sales in Q1-2019 – were down **42%** from Q1-2018, while sales in the luxury \$1M+ range were up **100%**.

Graph 5:  
**Clearview MLS® Sales By Price**  
Q1 – 2017 vs. 2018 vs. 2019 (Units)



# SALES BY PROPERTY TYPE

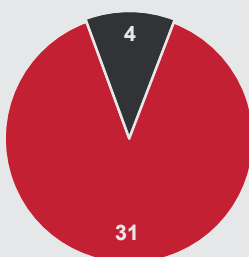
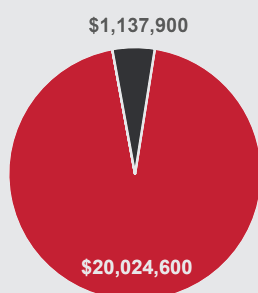
Graph 6:

**Clearview MLS® Sales By Property Type**

Q1 – 2017 vs. 2018 vs. 2019 (Dollars and Units)

## 2019 IN DETAIL

### 2019



### SINGLE-FAMILY HOMES

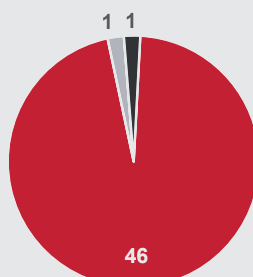
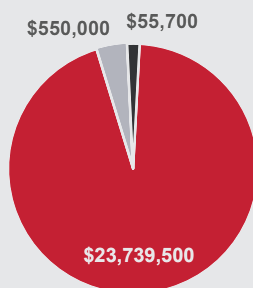
**DOLLAR SALES:** \$20,024,600  
DOWN 16% from 2018

**UNIT SALES:** 31  
DOWN 33% from 2018

**AV. DAYS-ON-MARKET:** 87  
UP 22 days from 2018

**AV. SALE PRICE:** \$645,955  
UP 25% from 2018

### 2018



### CONDOMINIUMS

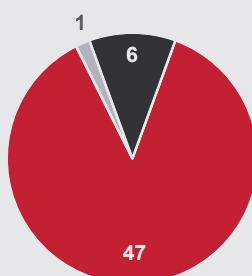
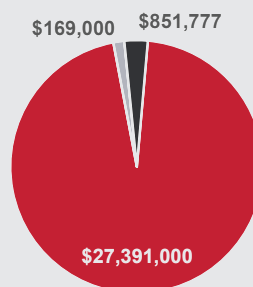
**DOLLAR SALES:** 0

**UNIT SALES:** 0

**AV. DAYS-ON-MARKET:** 0

**AV. SALE PRICE:** 0

### 2017



### VACANT LAND

**DOLLAR SALES:** \$1,137,900  
UP 1943% from 2018

**UNIT SALES:** 4  
UP 300% from 2018

**AV. DAYS-ON-MARKET:** 53  
DOWN 289 days from 2018

**AV. SALE PRICE:** \$284,475  
UP 411% from 2018

■ Single Family ■ Condominium ■ Vacant Land