

COLLINGWOOD REAL ESTATE MARKET REPORT

FIRST QUARTER 2019

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



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OVERVIEW

2ND BEST Q1 VOLUME SALES EVER, AVERAGE SALE PRICE UP



Q1-2019 SALES VOLUME OF \$54,162,836

Up 44% from Q1-2018's \$37,486,970, with units of 104 up 22% from Q1-2018's 85. New listings of 205 up 32% from a year ago, with the sales/listings ratio of 51% down 4%.



RECORD MARCH SALES VOLUME OF \$25,917,400

Up 60% from March 2018's \$16,158,700. Units of 49 were up 48% from last March's 33, with new listings of 90 up 34%, and the sales/listings ratio of 54% up 5%.



RECORD Q1 AVERAGE SALE PRICE OF \$520,797

Up 18% from the \$441,023 of Q1-2018. Average days-on-market of 51 was up by 16 days.



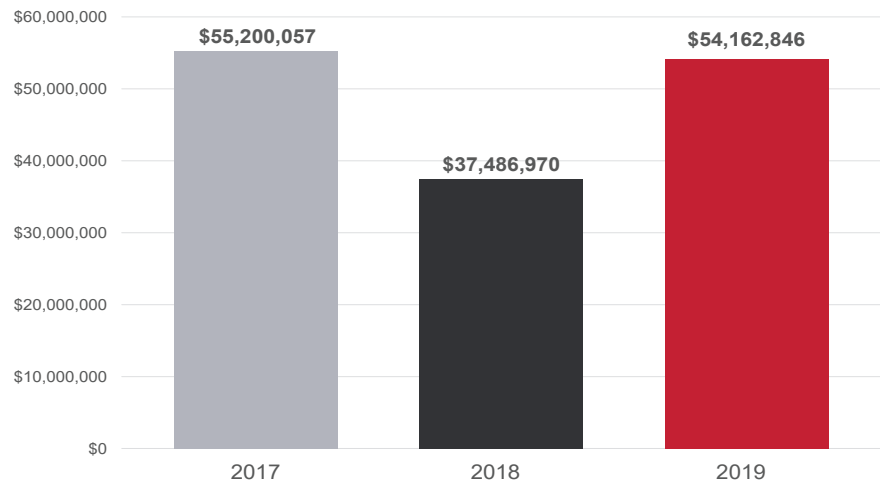
OVERVIEW (cont'd)



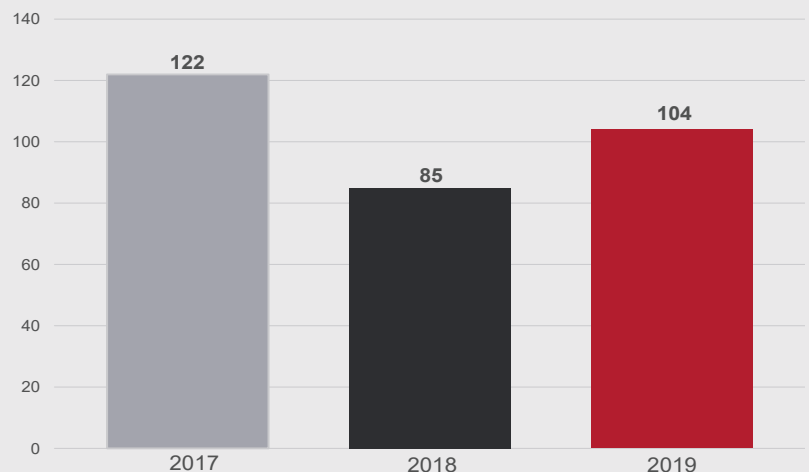
THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

March saw a record average sale price for the month, as well as record volume sales and the second best unit sales after 2017's **61**. However, new listings were the highest since 2014, and days-on-market the highest since 2015. March's **54%** sales/listings ratio means it's a **sellers' market**.

Graph 1:
Collingwood MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
Collingwood MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL



Table 1:

Collingwood MLS® Residential Sales And Listing Summary
2017 vs. 2018 vs. 2019

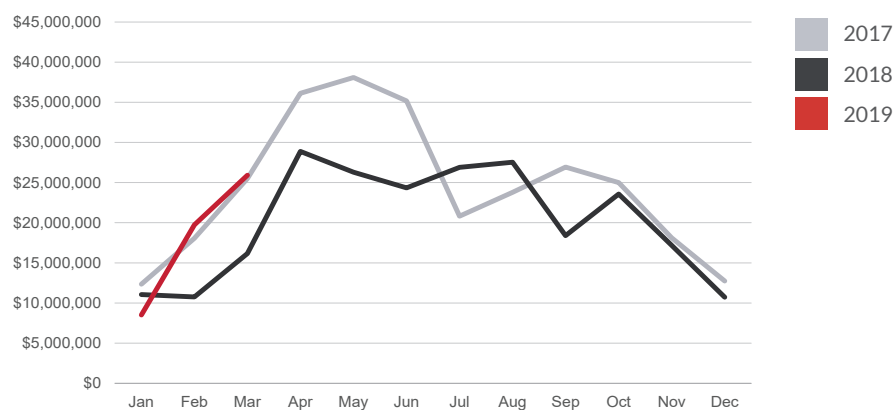
	2017	2018	2019	2018-2019
Volume Sales	\$55,200,057	\$37,486,970	\$54,162,836	+44%
Unit Sales	122	85	104	+22%
New Listings	163	155	205	+32%
Sales/Listings Ratio	75%	55%	51%	-4%
Expired Listings	9	27	52	+93%
Sales: Under \$300K	33	13	9	-31%
Sales: \$300K - \$499K	58	50	44	-12%
Sales: \$500K - \$799K	26	18	39	+117%
Sales: \$800K - \$999K	2	3	9	+200%
Sales: \$1M - \$1.499M	1	1	3	+200%
Sales: \$1.5M - \$1.999M	1	0	0	0%
Sales: \$2M+	1	0	0	0%
Average Days-On-Market	34	35	51	+46%
Average Sale Price	\$452,459	\$441,023	\$520,797	+18%

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.

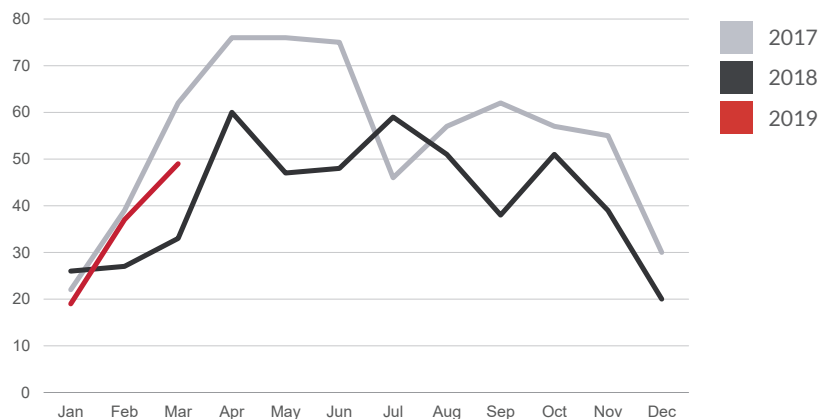
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, after a slow January, Collingwood's market saw record February and March dollar sales. However, **Graph 4** shows that those records mainly resulted from average price increases, not from increased unit sales. In fact, February's average sale price was up **34%**, **15%**, **61%**, **65%** and **94%** from that of 2018, 2017, 2016, 2015 and 2014 respectively. And March's average sale price was up **8%**, **30%**, **50%**, **78%** and **72%** from the same years. So while unit sales weren't as robust as 2016-17's records, those price increases indicate strong demand and a very healthy market.

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



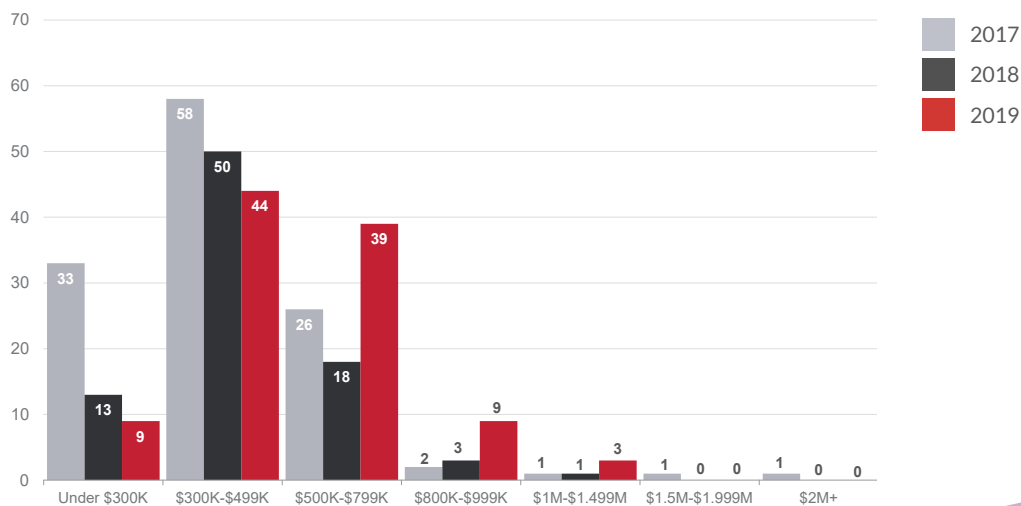
Graph 4:
Collingwood Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2019 unit sales were up from Q1-2018 in three price ranges, down in two and equal in two. Thus, the \$500K-\$799K, \$800K-\$999K and \$1M- \$1.499M ranges were up **117%**, **200%** and **200%** respectively; the Under-\$300K and \$300K-\$499K ranges were down **31%** and **12%** respectively; and the \$1.5M- \$1.999M and \$2M+ ranges were **equal** with no sales. More generally, while the Under-\$500K bracket – which accounted for **51%** of Collingwood's sales – was down **16%** from a Q1-2018, the \$500K+ bracket was up a big **132%**.

Graph 5:
Collingwood MLS® Sales By Price
2017 vs. 2018 vs. 2019 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Collingwood MLS® Sales By Property Type
2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$37,242,836
UP 50% from 2018

UNIT SALES: 66
UP 35% from 2018

AV. DAYS-ON-MARKET: 45
UP 5 days from 2018

AV. SALE PRICE: \$564,285
UP 12% from 2018

CONDOMINIUMS

DOLLAR SALES: \$16,920,000
UP 32% from 2018

UNIT SALES: 38
UP 6% from 2018

AV. DAYS-ON-MARKET: 63
UP 35 days from 2018

AV. SALE PRICE: \$445,263
UP 25% from 2018

VACANT LAND

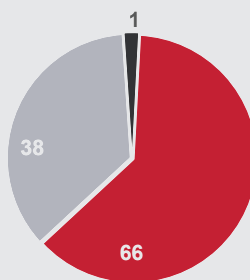
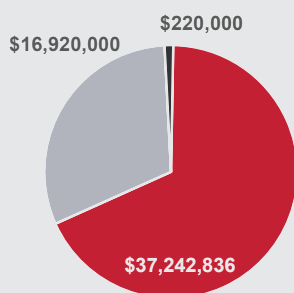
DOLLAR SALES: \$220,000
DOWN 67% from 2018

UNIT SALES: 1
DOWN 83% from 2018

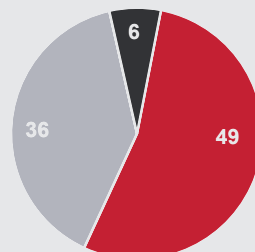
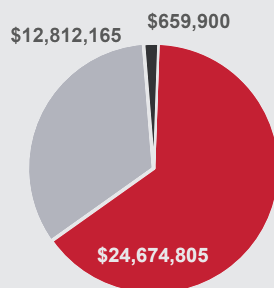
AV. DAYS-ON-MARKET: 272
UP 177 days from 2018

AV. SALE PRICE: \$220,000
UP 100% from 2018

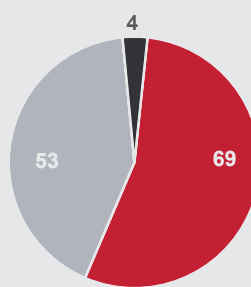
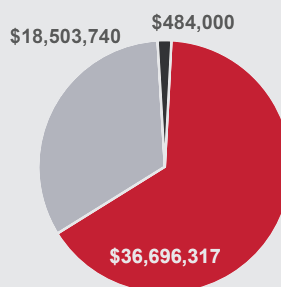
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land