

THE BLUE MOUNTAINS 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, LISTINGS DOWN, PRICES UP



Q1-2019 SALES VOLUME OF \$55,186,500

Up 6% from Q1-2018's \$51,956,637, with units of 76 down 8% from Q1-2018's 83. New listings of 114 down 22% from a year ago, with the sales/listings ratio of 67% up 10%.



MARCH SALES VOLUME OF \$16,583,900

Down 29% from March 2018's \$23,291,499. Units of 22 were down 39% from last March's 36, with new listings of 37 down 27% and the sales/listings ratio of 59% down 12%.



RECORD Q1 AVERAGE SALE PRICE OF \$726,138

Up 16% from Q1-2018's record \$625,984. Average days-on-market of 61 was up 2 days.



OVERVIEW (cont'd)

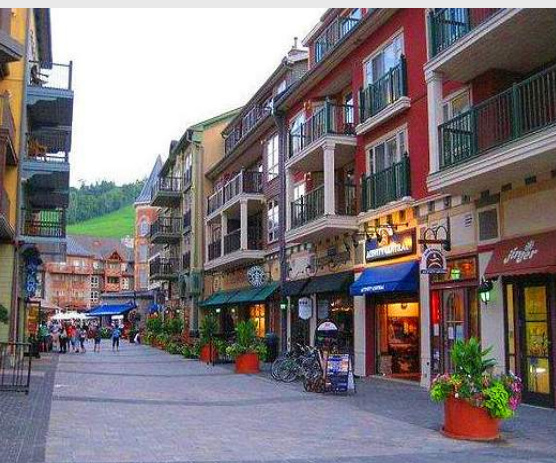
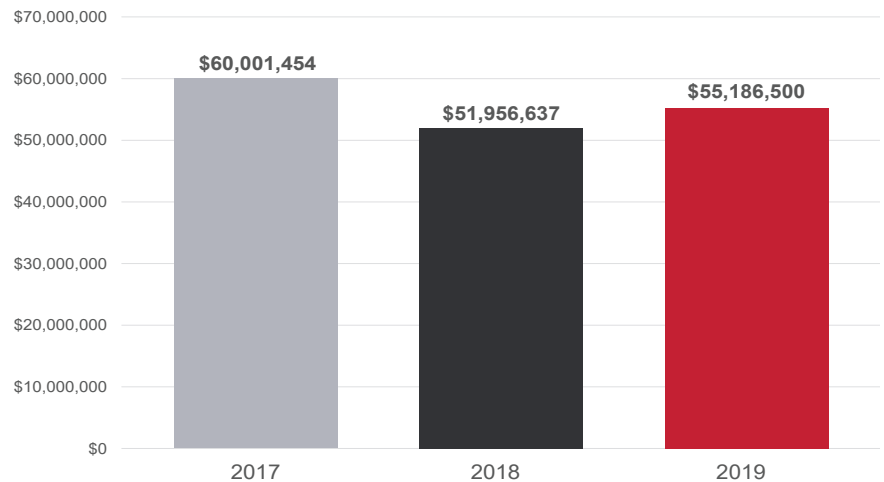


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

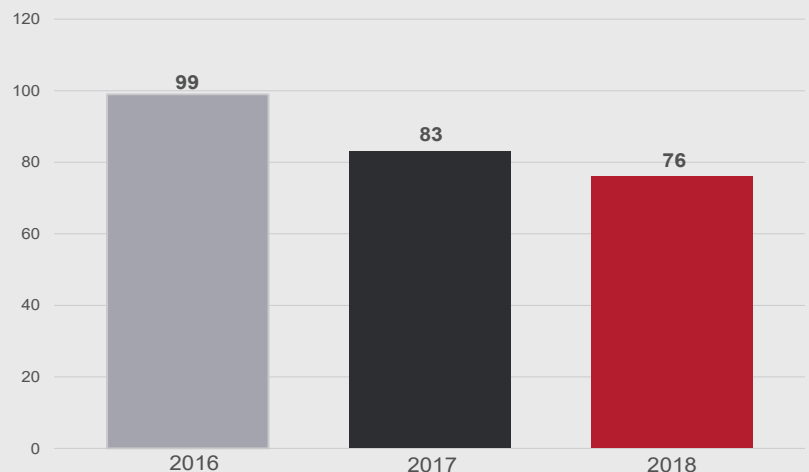
March was a slow month, with sales volume and units well down from last March, and the average sale time up **8** days. In fact, activity was slow overall, with new listings also down **27%**. Still, with the month's **59%** sales/listings ratio and average sale price up **17%**, The Blue Mts. has a **sellers' market**.



Graph 1:
The Blue Mts. MLS® Sales
Q1 – 2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
Q1 – 2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL



Table 1:
The Blue Mts. MLS® Residential Sales And Listing Summary
 Q1 – 2017 vs. 2018 vs. 2019

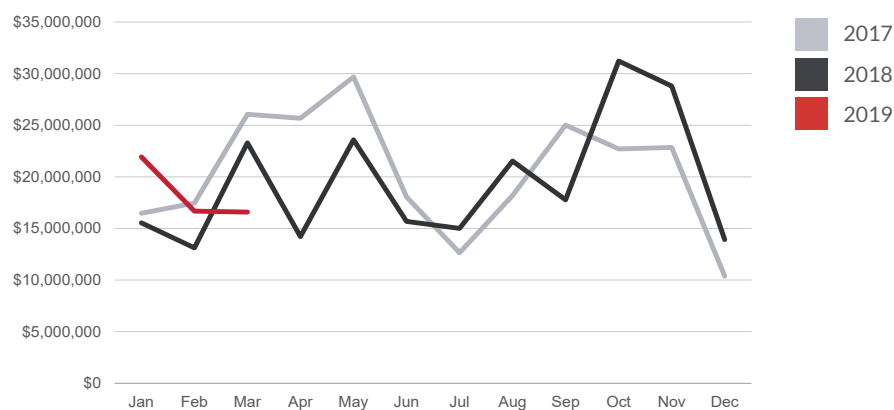
	2017	2018	2019	2018-2019
Volume Sales	\$60,001,454	\$51,956,637	\$55,186,500	+6%
Unit Sales	99	83	76	-8%
New Listings	145	146	114	-22%
Sales/Listings Ratio	68%	57%	67%	+10%
Expired Listings	25	34	31	-9%
Sales: \$100K - \$299K	19	15	13	-13%
Sales: \$300K - \$499K	31	22	16	-27%
Sales: \$500K - \$799K	27	24	24	0%
Sales: \$800K - \$999K	8	13	9	-31%
Sales: \$1M - \$1.499M	9	6	7	+17%
Sales: \$1.5M - \$1.999M	4	2	4	+100%
Sales: \$2M+	1	1	3	+200%
Average Days-On-Market	89	59	61	+3%
Average Sale Price	\$606,075	\$625,984	\$726,138	+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 April 15, 2019.

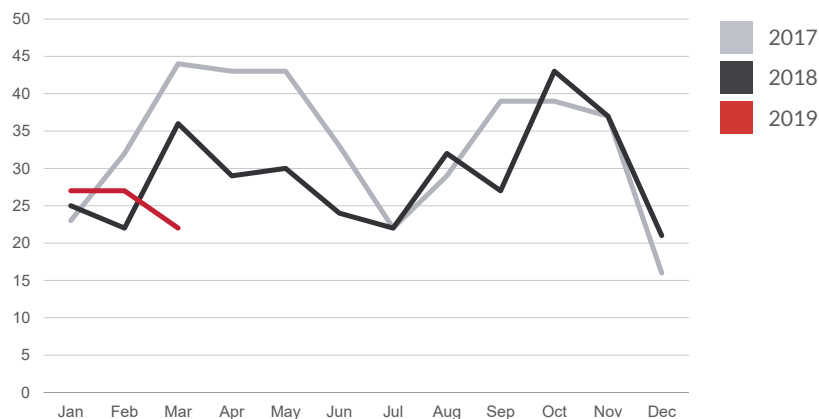
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, The Blue Mts. saw big record sales volume in January (following a huge Q4-2018), and a near record February. This was followed by a flat March, with volume well below the very strong Marchs of 2018 and 2017. On the units side, as **Graph 4** shows, January was a record month, followed by a middling February and a slow March that saw only **22** sales: down **39%** from 2018's **36**, half of 2017's **44**, and the least since 2012's **20**. However, given March's healthy **59%** sales/listings ratio, it's clear that the low sales were partly due to a listings shortage.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



Graph 4:
The Blue Mts. Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



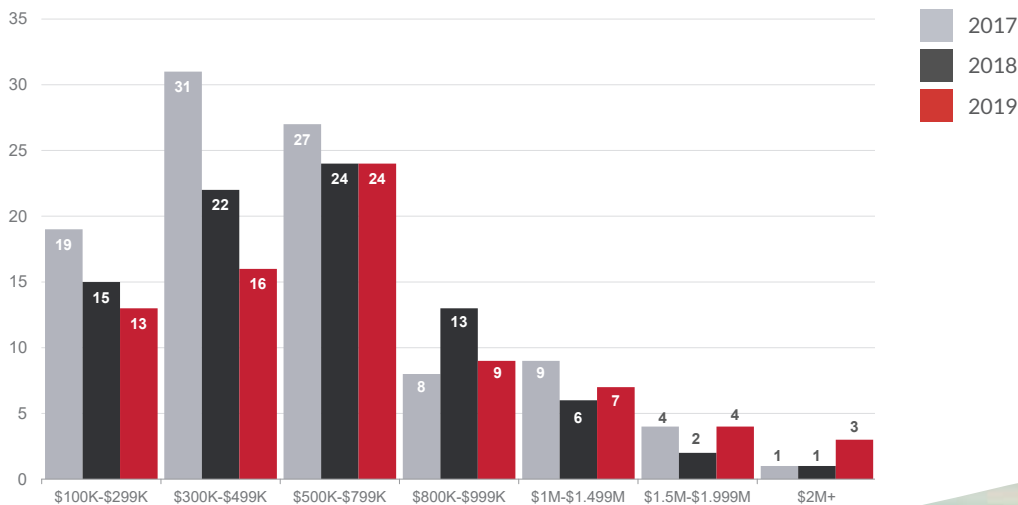
THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2019 unit sales were up from Q1-2018 in three price ranges, down in three, and even in one. And so, the \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were up **17%**, **100%** and **200%** respectively; the Under-\$300K, \$300K-\$499K, and \$800K-\$999K were down **13%**, **27%** and **31%** respectively; and the \$500K-\$799K range was **even**. More generally, the Under-\$1M bracket (where **82%** of The Blue Mts. sales were in Q1-2019) was down **16%** from Q1-2018; while the luxury \$1M+ market was up **56%**.

Graph 5:

The Blue Mts. MLS® Sales By Price

Q1 – 2017 vs. 2018 vs. 2019 (Units)



SALES BY PROPERTY TYPE

Graph 6:

The Blue Mts. MLS® Sales By Property Type

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

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$45,623,600
UP 17% from 2018

UNIT SALES: 48
UP 7% from 2018

AV. DAYS-ON-MARKET: 57
DOWN 2 days from 2018

AV. SALE PRICE: \$950,492
UP 9% from 2018

CONDOMINIUMS

DOLLAR SALES: \$9,562,900
DOWN 26% from 2018

UNIT SALES: 28
DOWN 26% from 2018

AV. DAYS-ON-MARKET: 68
UP 8 days from 2018

AV. SALE PRICE: \$341,532
UP 1% from 2018

VACANT LAND

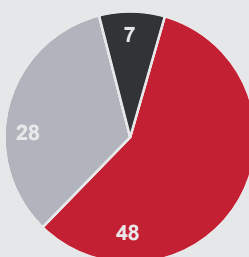
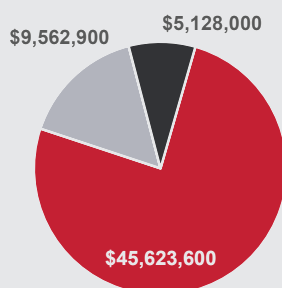
DOLLAR SALES: \$5,128,000
UP 29% from 2018

UNIT SALES: 7
DOWN 22% from 2018

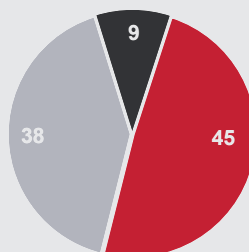
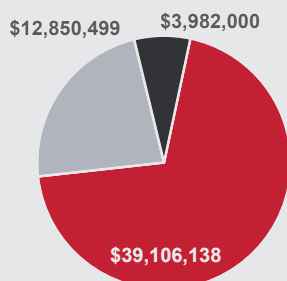
AV. DAYS-ON-MARKET: 98
DOWN 54 days from 2018

AV. SALE PRICE: \$732,571
UP 66% from 2018

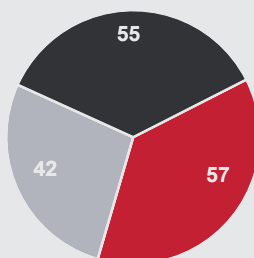
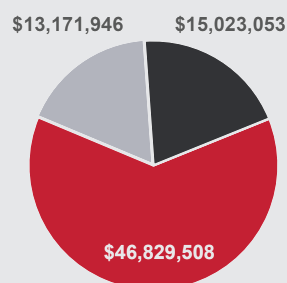
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land