

# COLLINGWOOD REAL ESTATE MARKET REPORT

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## FIRST QUARTER 2023

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



# OVERVIEW

## VOLUME, UNITS AND PRICES DOWN, WITH AVERAGE SALE TIMES UP



### FIRST-QUARTER SALES VOLUME OF \$64,658,600

Down 50% from Q1-2022's \$128,625,470, with units of 80 down 36% from Q1-2022's 125. New listings of 216 up 28% from a year ago, with the sales/listings ratio of 37% down 37%..



### MARCH SALES VOLUME OF \$16,962,300

Down 69% from March 2022's \$54,387,177. Units of 23 down 57% from last March's 53, with new listings of 85 up 16%, and the sales/listings ratio of 27% down 46%.



### FIRST-QUARTER AVERAGE SALE PRICE OF \$808,233

Down 21% from Q1-2022's \$1,029,004. Average days-on-market of 48 up by 37 days.

# OVERVIEW (cont'd)

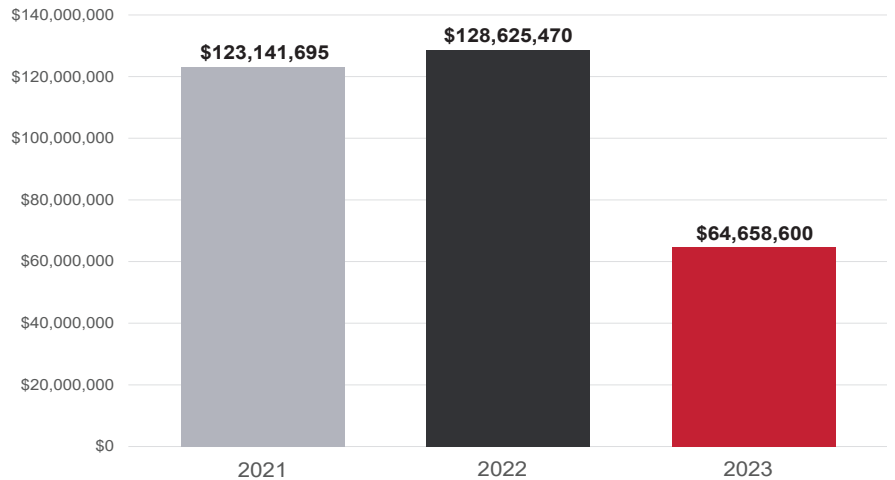


## THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

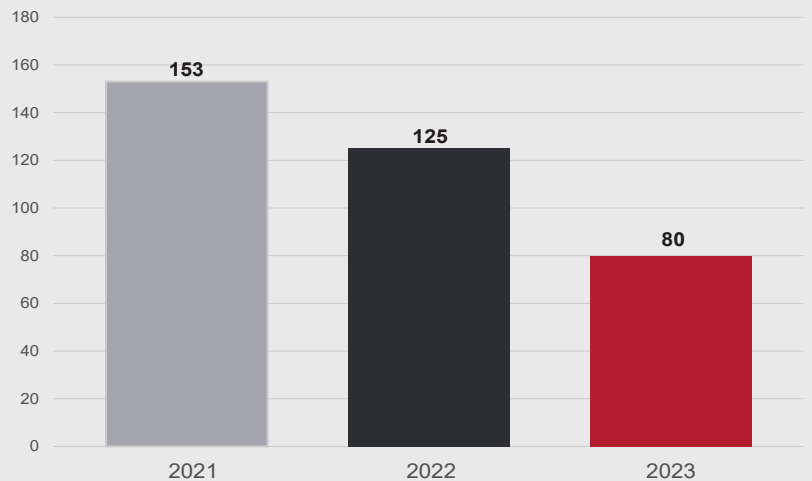
The Collingwood market had a **95.4%** sale/list price ratio in March, down from last year's **103.6%**. Homes sold in **33** days on average, up **23** days from a year ago, and there is currently **seven months** of inventory. All that, and March's **27%** sales/listings ratio – down from last March's **73%** – adds up to a buyers' market trending towards balance.



Graph 1:  
Collingwood MLS® Sales  
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:  
Collingwood MLS® Sales  
2021 vs. 2022 vs. 2023 (Units)



# THE MARKET IN DETAIL



Table 1:

## Collingwood MLS® Residential Sales And Listing Summary

First Quarter 2021 vs. 2022 vs. 2023

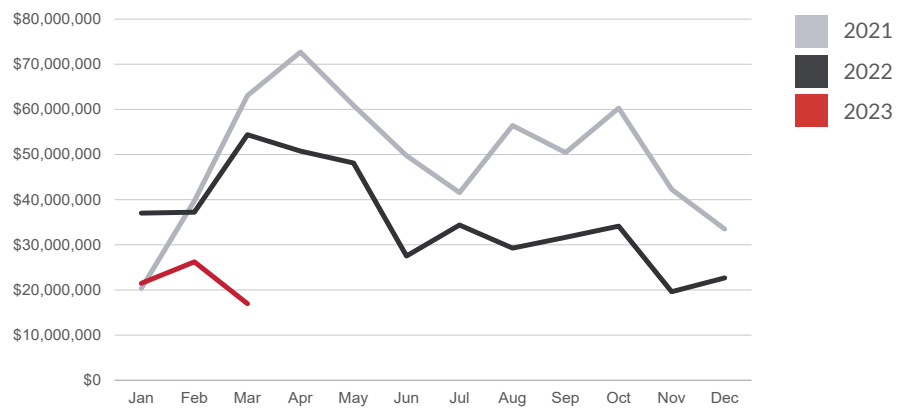
	2021	2022	2023	2022-2023
Volume Sales	\$123,141,695	\$128,625,470	\$64,658,600	-50%
Unit Sales	153	125	80	-36%
New Listings	208	169	216	+28%
Sales/Listings Ratio	74%	74%	37%	-37%
Expired Listings	7	6	38	+533%
Sales: Under \$300K	0	0	0	0%
Sales: \$300K - \$499K	22	7	15	+114%
Sales: \$500K - \$799K	77	31	36	+16%
Sales: \$800K - \$999K	25	38	16	-58%
Sales: \$1M - \$1.499M	21	30	9	-70%
Sales: \$1.5M - \$1.999M	4	14	1	-93%
Sales: \$2M+	4	5	3	-40%
Average Days-On-Market	17	11	48	+336%
Average Sale Price	\$804,848	\$1,029,004	\$808,233	-21%

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 3, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

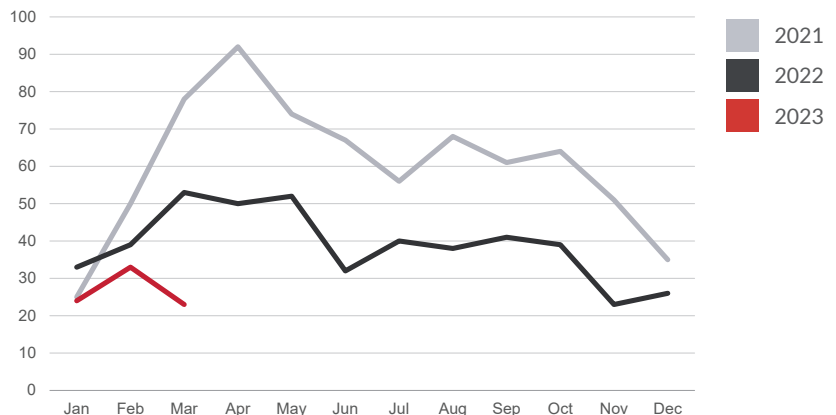
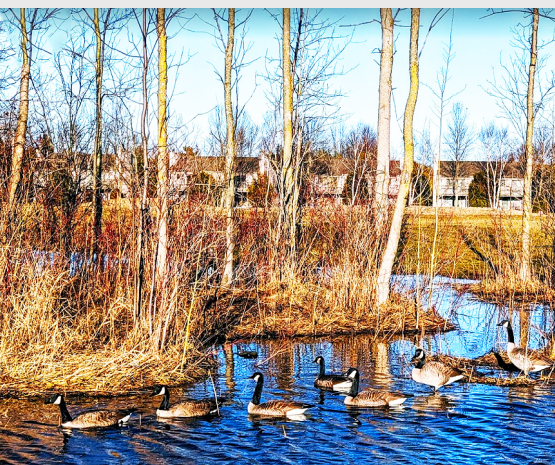
# THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, Collingwood's Q1 market has slowed considerably from the last two big Q1s. Volume of **\$64,658,600** was down **50%** from Q1-2022's record **\$128,625,470**, and the least since Q1-2020's **\$62,906,956**. Units of **80** were down **48%** from 2021's benchmark **153**, and the fewest since 2014's **79**. Additionally, Q1-2023 had a **37%** sales/listings ratio; a **96.1%** sale/list price ratio; expired listings of **38**, up **533%** from Q1-2022; an average days-on-market of **48**; and an average of **6** months of inventory. Lastly, although Collingwood's average residential sale price of **\$808,233** was down **21%** from a year ago, it was up **56%**, **39%** and **.4%** from 2019, 2020 and 2021 respectively.

Graph 3:  
**Collingwood Monthly MLS® Sales**  
2021 vs. 2022 vs. 2023 (Volume)



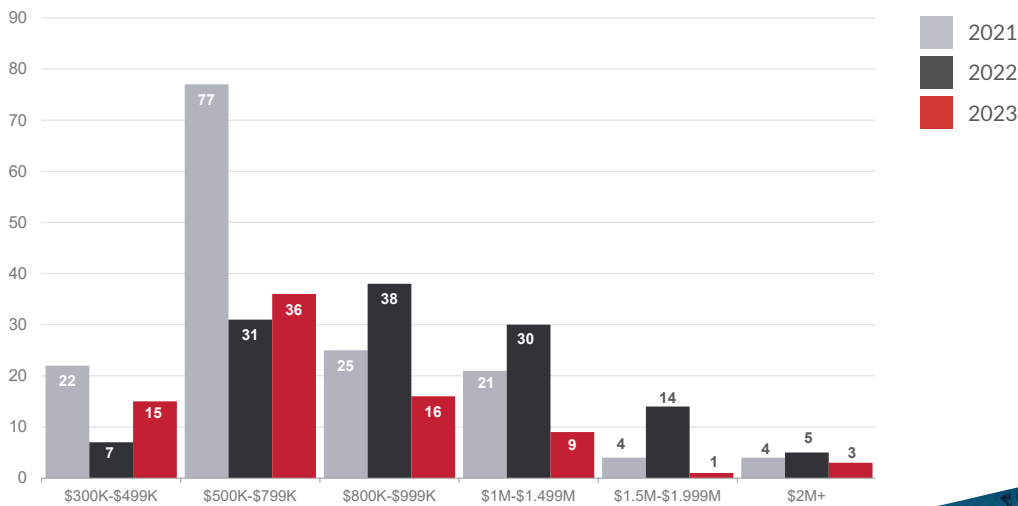
Graph 4:  
**Collingwood Monthly MLS® Sales**  
2021 vs. 2022 vs. 2023 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, Q1-2023 unit sales were up from Q1-2022 in two price ranges and down in four. The \$300K-\$499K and \$500K-\$799K ranges were up **114%** and **16%** respectively, while the \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were down **58%**, **70%**, **93%** and **40%** respectively. More generally, the Under-\$500K bracket – which accounted for **19%** of 2021's sales – was up **114%** from a year ago. The \$500K-\$999K bracket – which accounted for **65%** of all sales – was down **25%**. And the \$1M+ bracket – which accounted for **16%** of all sales – was down **73%**.

Graph 5:  
**Collingwood MLS® Sales By Price**  
2021 vs. 2022 vs. 2023 (Units)



# SALES BY PROPERTY TYPE

Graph 6:  
Collingwood MLS® Sales By Property Type  
2021 vs. 2022 vs. 2023 (Dollars and Units)

## 2023 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$44,671,300  
DOWN 54% from Q1-2022

**UNIT SALES:** 52  
DOWN 30% from Q1-2022

**AV. DAYS-ON-MARKET:** 50  
UP 38 days from Q1-2022

**AV. SALE PRICE:** \$859,063  
DOWN 29% from Q1-2022

### CONDOMINIUMS

**DOLLAR SALES:** \$7,979,400  
DOWN 71% from Q1-2022

**UNIT SALES:** 13  
DOWN 55% from Q1-2022

**AV. DAYS-ON-MARKET:** 52  
UP 41 days from Q1-2022

**AV. SALE PRICE:** \$613,800  
DOWN 12% from Q1-2022

### TOWNHOUSES

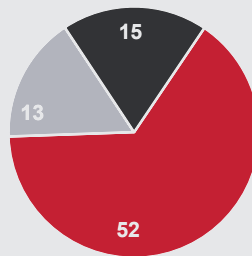
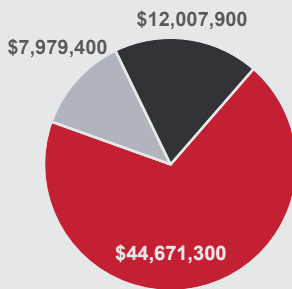
**DOLLAR SALES:** \$12,007,900  
DOWN 36% from Q1-2022

**UNIT SALES:** 15  
DOWN 32% from Q1-2022

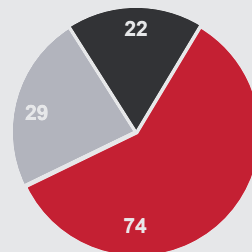
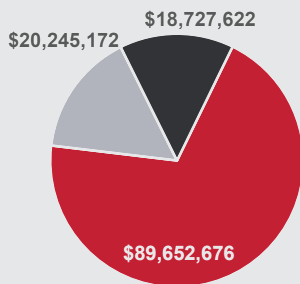
**AV. DAYS-ON-MARKET:** 39  
UP 30 days from Q1-2022

**AV. SALE PRICE:** \$800,527  
DOWN 6% from Q1-2022

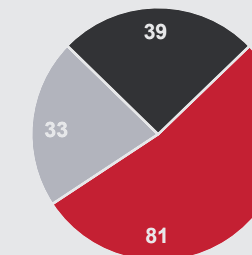
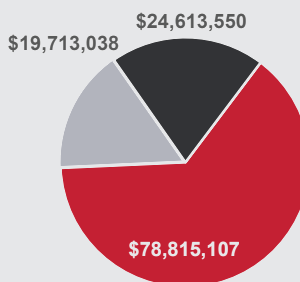
## 2023



## 2022



## 2021



■ Single Family ■ Condo/Town ■ Vacant Land

# COLLINGWOOD AVERAGE SALE PRICES: 2010-2023

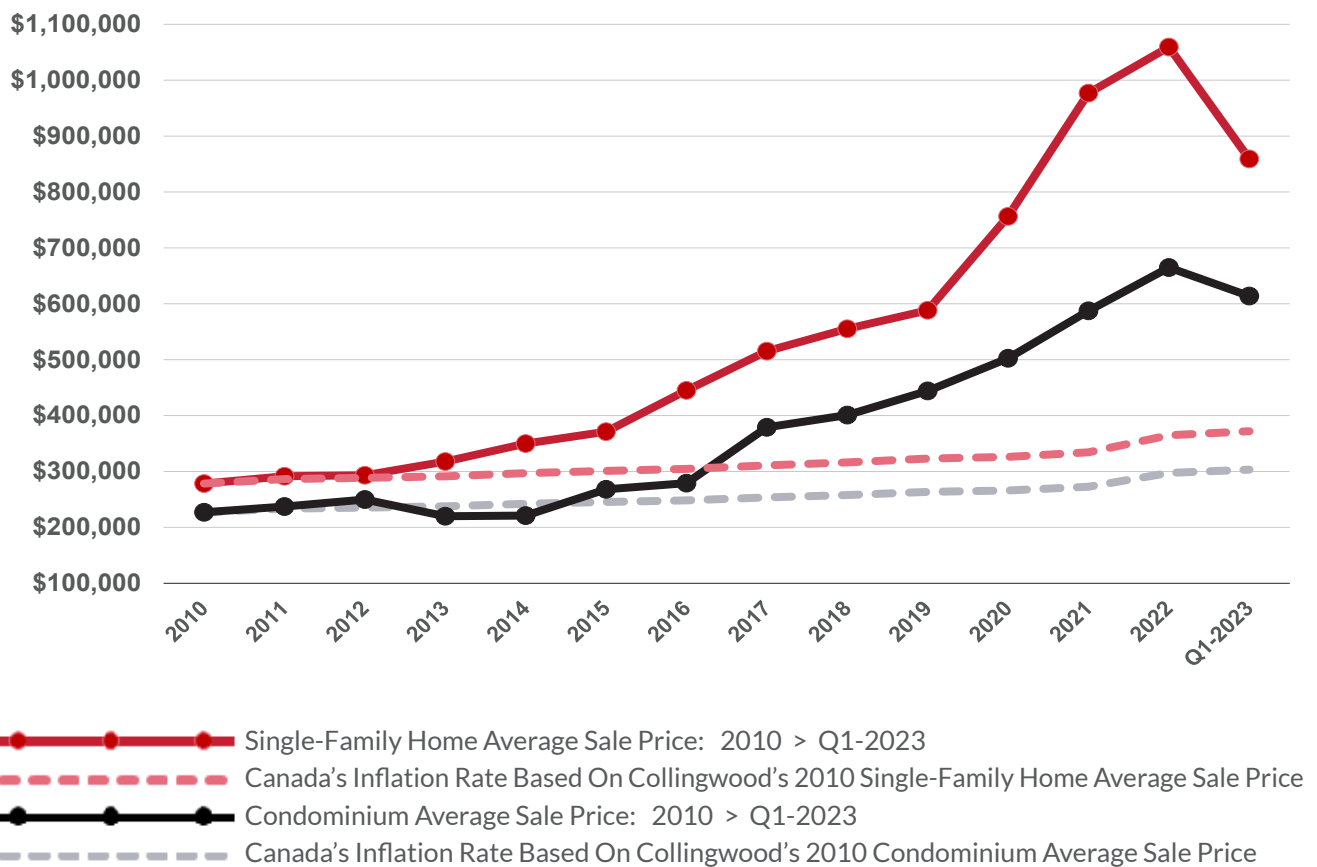
## STRONG GAINS OVERALL, BUT WITH A DECLINE IN LATE 2022 AND INTO 2023



Collingwood's average sale price for single-family homes in Q1-2023 was **\$859,063**; that's down **19%** from 2022 and **12%** from 2021, but up **14%** from 2020 and up **203%** from 2010. Q1-2023's average condo price of **\$613,800** was down **8%** from 2022, but up **5%** from 2021, **13%** from 2020 and **171%** from 2010.



From 2010-2012 the average single-family sale price increased at roughly Canada's inflation rate. From 2013-2022 the average price rose to **190%** above inflation, but dropped to **131%** in Q1-2023. The condo average price was under the inflation rate in 2014 before rising to **124%** above inflation in 2022. It then dropped to **102%** in Q1-2023.





# ROYAL LEPAGE LOCATIONS NORTH IN 2022

OUR 10TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY IN THE REGION



TWO-AND-A-HALF TIMES THE VOLUME SALES OF OUR CLOSEST REGIONAL COMPETITOR

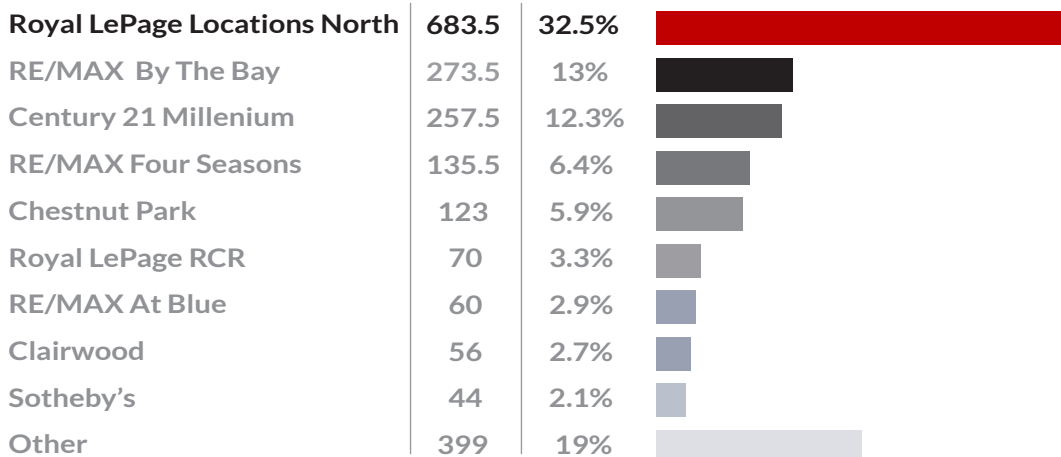


TWO-AND-A-HALF TIMES THE UNIT SALES OF OUR CLOSEST REGIONAL COMPETITOR



NEARLY FOUR TIMES THE LUXURY HOME SALES OF OUR CLOSEST REGIONAL COMPETITOR

## 2022 Southern Georgian Bay Unit Sales



# 2022 COMMUNITY SALES

\*\$1,500,000+

## Collingwood

	UNITS	PERCENTAGE
Royal LePage Locations North	265	37%
Century 21 Millenium	103	14.4%
RE/MAX Four Seasons	67.5	9.4%
Chestnut Park	42	5.9%
Clairwood	40	5.6%
Royal LePage RCR	32	4.5%
RE/MAX By The Bay	26	3.6%
Forest Hill	23	3.2%
Engel And Volkers	16	2.2%
Other	91.5	12.8%

## The Blue Mountains

	UNITS	PERCENTAGE
Royal LePage Locations North	173.5	36.6%
Century 21 Millenium	59	12.5%
RE/MAX At Blue	59	12.5%
RE/MAX Four Seasons	41	8.7%
Chestnut Park	38	8%
Royal LePage RCR	20	4.2%
Sothebys	18	3.8%
Clairwood	12	2.5%
Bosley	11	2.3%
Other	42	8.9%

## Meaford

	UNITS	PERCENTAGE
Royal LePage Locations North	73	45.3%
Chestnut Park	14	8.7%
Century 21 Millenium	14	8.7%
Sotheby's	8	5%
RE/MAX Four Seasons	8	5%
RE/MAX Hallmark	7	4.3%
Forest Hill	3	1.9%
Bosley	3	1.9%
RE/MAX By The Bay	3	1.9%
Other	28	17.4%

## Clearview

	UNITS	PERCENTAGE
Royal LePage Locations North	51	32.1%
RE/MAX By The Bay	28	17.6%
Chestnut Park	17	10.7%
Royal LePage RCR	9	5.7%
RE/MAX Four Seasons	7	4.4%
Century 21 Millenium	6.5	4.1%
Forest Hill	3	1.9%
Sotheby's	3	1.9%
Bosley	2	1.3%
Other	32.5	20%

## Grey Highlands

	UNITS	PERCENTAGE
Royal LePage Locations North	12	36.4%
Chestnut Park	7	21.2%
Century 21 Millenium	3	9.1%
Forest Hill	2	6.1%
RE/MAX Four Seasons	2	6.1%
Johnston & Daniel	1	3%
Royal LePage RCR	1	3%
Solid Rock	1	3%
Royal LePage Royal City	1	3%
Other	3	9.1%

## Southern Georgian Bay Luxury Homes\*

	UNITS	PERCENTAGE
Royal LePage Locations North	53	27%
Century 21 Millenium	14	7%
Chestnut Park	13.5	6.9%
RE/MAX Four Seasons	12	6%
Royal LePage RCR	9	4.6%
Sothebys	9	4.6%
Forest Hill	8	4.1%
RE/MAX By The Bay	8	4.1%
Engel & Volkers	5	2.6%
Other	57.5	29.6%



# PERSONAL PROFESSIONAL PROGRESSIVE

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### COLLINGWOOD

705-445-5520

330 First St.

### THORN BURY

519-599-2136

27 Arthur St.

### MEAFORD

519-538-5755

96 Sykes St.

### WASAGA BEACH

705-429-4800

1249 Mosley St.

### CREEMORE

705-881-9005

154 Mill St.