



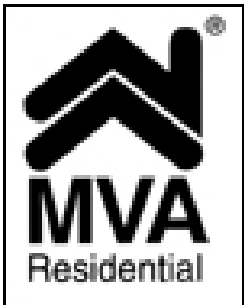
SOUTHERN GEORGIAN BAY Luxury Properties Market Report

2nd QTR 2022

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Luxury Market Overview

- For the past 2 years, luxury homes & condominium sales, those priced over \$1 million have played the dominant role in driving MLS® sales volume across the Southern Bay Region.

NOTE: Areas covered in this report are Clearview Township, Collingwood, Grey Highlands, Municipality of Meaford, the Blue Mountains and Wasaga Beach.

- MLS® sales of luxury properties in the 1st quarter of 2022 total 213 properties versus 136 in the 1st quarter 2021 an increase of 57%.
- These 213 sales totaled \$334.8 million up \$126.7 million or 61% from 2021 and almost 5 times the \$53.8 million of high end properties sold in 1st quarter of 2020 when the pandemic arrived.



Luxury Market Overview continued....

1st QTR 2022 MLS® sales in the various luxury property price segments were as follows:

- Sales priced \$1 to \$1.499 million up 64% to 138 units.
- Sales between \$1.5 to \$1.999 million up 31% to 38 units.
- Sales between \$2 to \$2.499 million up 11% to 10 units.
- Sales between \$2.5 to \$2.999 million up 242% to 41 units.
- Sales over \$3 Million totaled 11 units up from just 1 sale in the 1st quarter of 2021.



Luxury Market Overview continued....

- As of April 1, 2022 there are 128 properties listed for sale over \$1 million on the MLS® System of the Lakelands Association of REALTORS®.

NOTE: This includes Clearview Township, Collingwood, Grey Highlands, Municipality of Meaford, the Blue Mountains and Wasaga Beach.

- Based on the current rate of sales, days of inventory are as follows in the various price segments:

\$1.0 to \$1.499 million	69 days
\$1.5 to \$1,999 million	81 days
\$2.0 to \$2.499 million	120 days
\$2.5 to \$2.999 million	99 days
\$3.0 million +	330 days

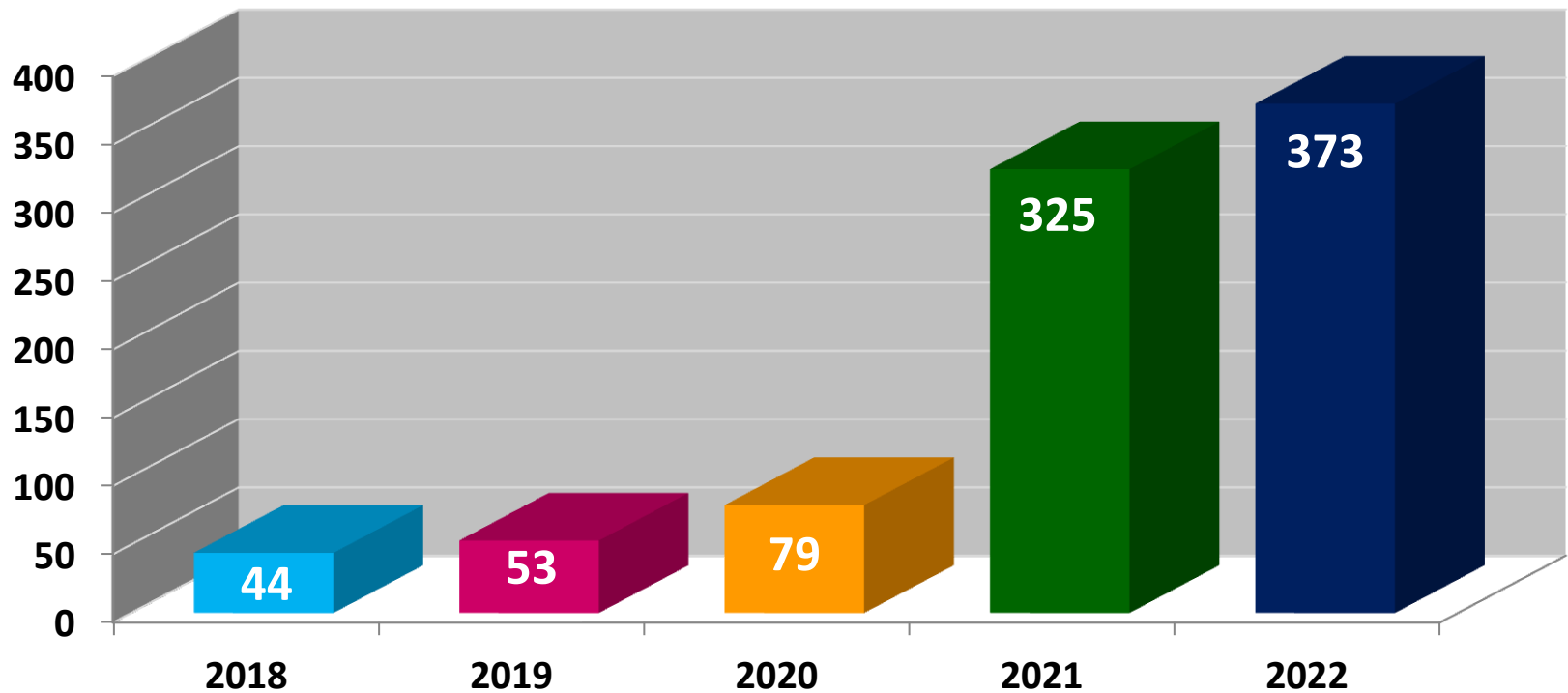


Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home Buyers with 37% of the overall market for sales over \$1 million see chart below..
- Based on all MLS® sales through the 1st quarter of 2022, the Blue Mountains has the highest “median” sale price for luxury properties sold at \$1.764 million followed by the Clearview & Collingwood at \$1.508 and \$1.355 million respectively.
- Luxury property prices and days-on-market vary greatly across our region based on factors such as location, property size, water frontage & more. **Contact Me** to learn more or to discuss your luxury home sale or purchase: rcrouch@sothebysrealty.ca

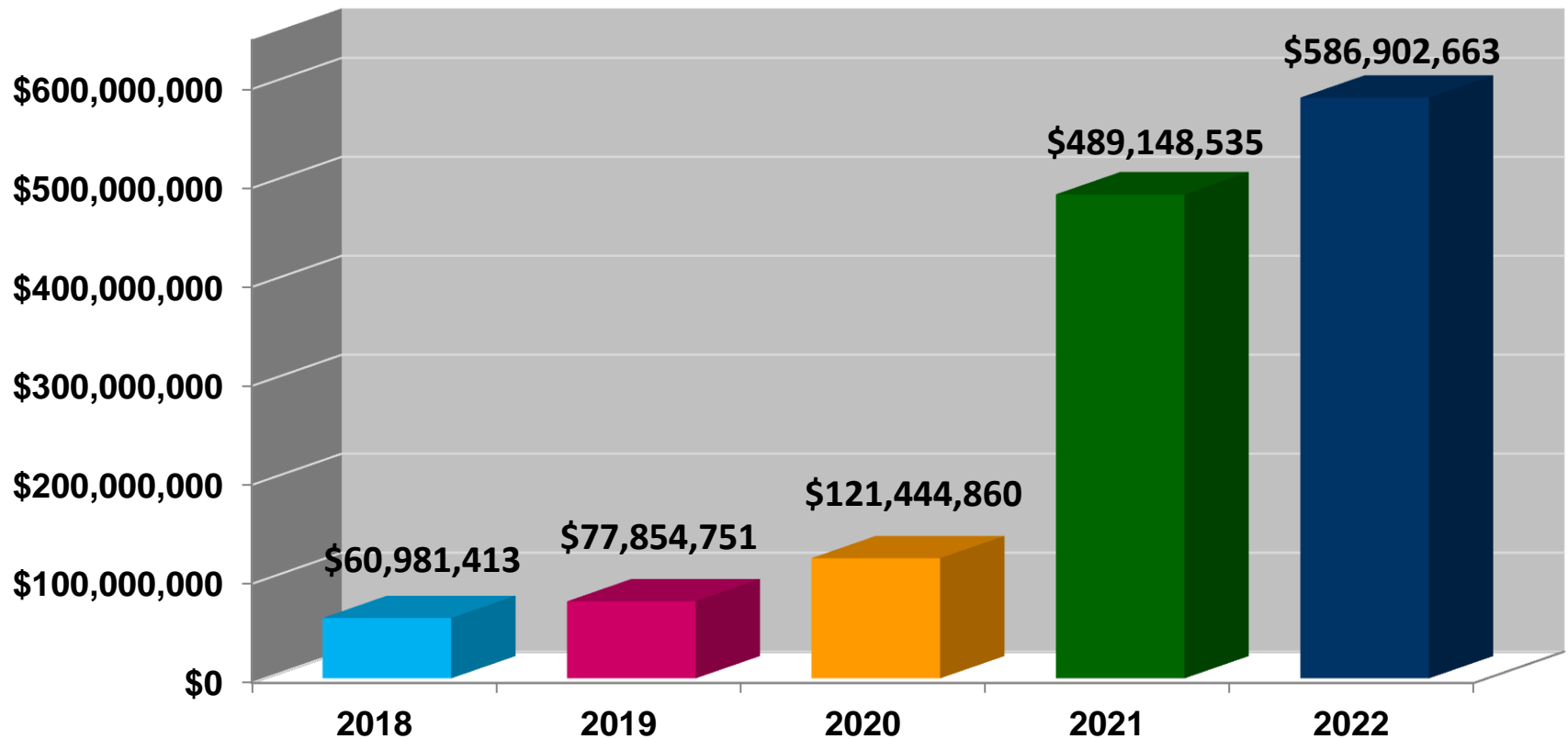


SOUTHERN GEORGIAN BAY
2nd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million
2018 to 2022
(Total Properties Sold)



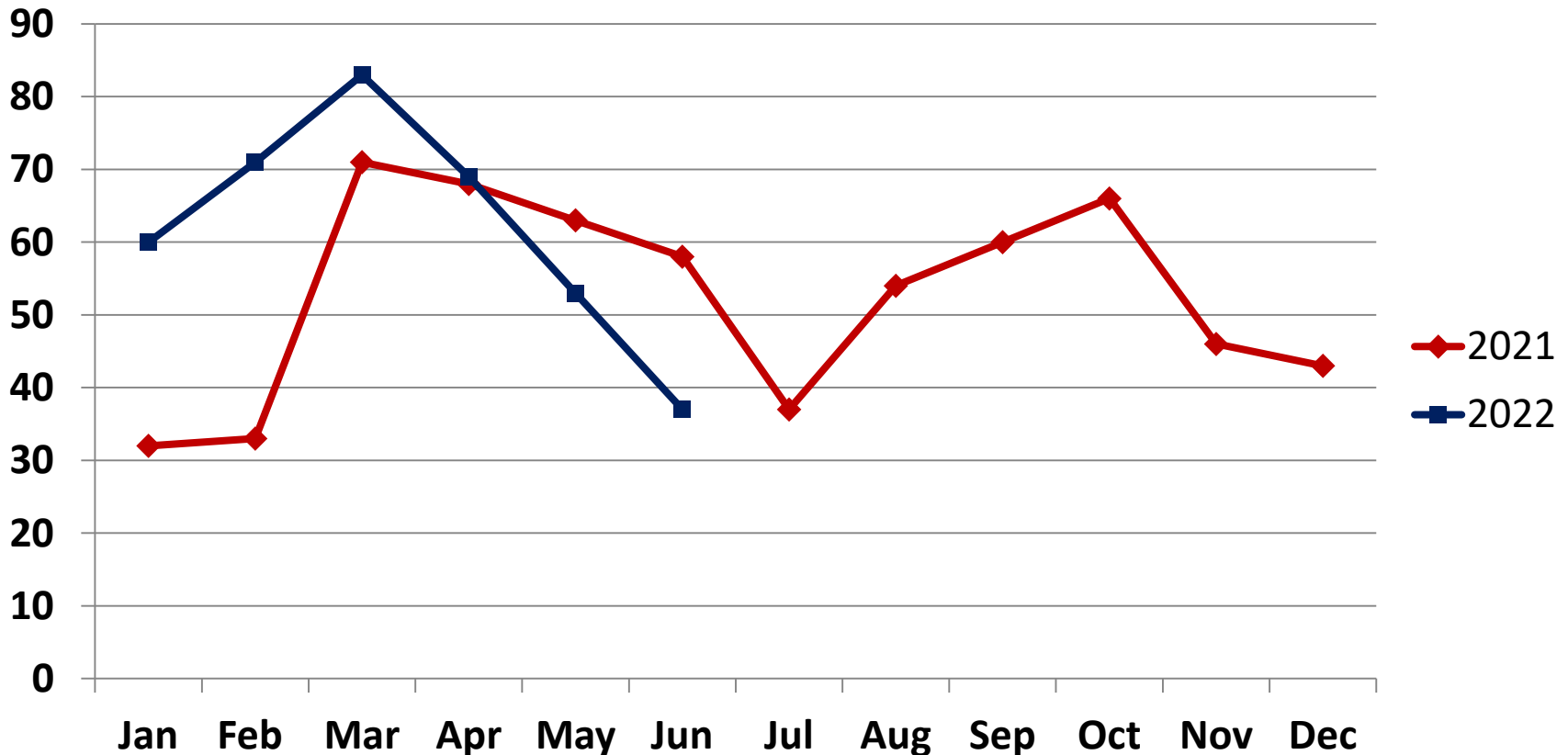


SOUTHERN GEORGIAN BAY
2nd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million
2018 to 2022
(Total Dollars Sold)



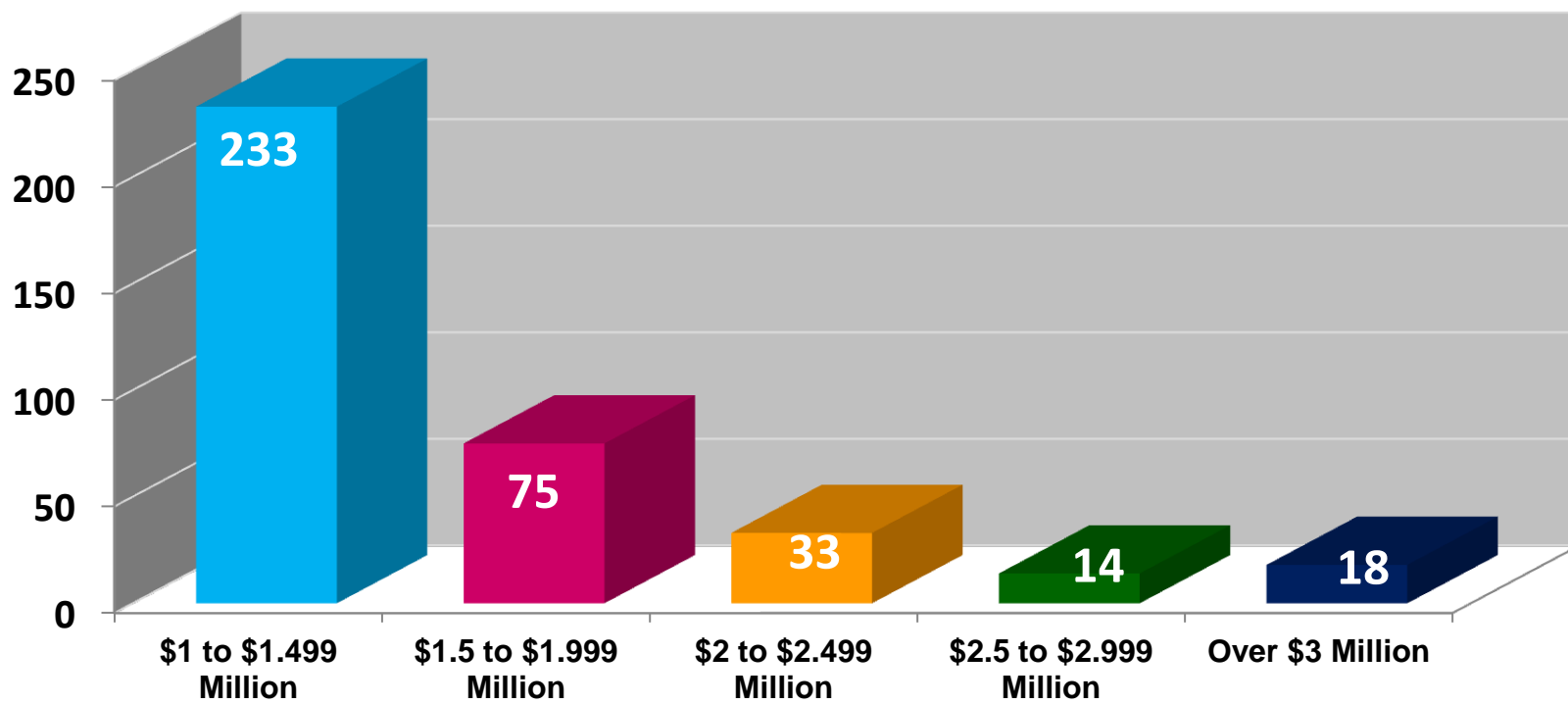


SOUTHERN GEORGIAN BAY
2nd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million
2021 vs 2022
(Units)



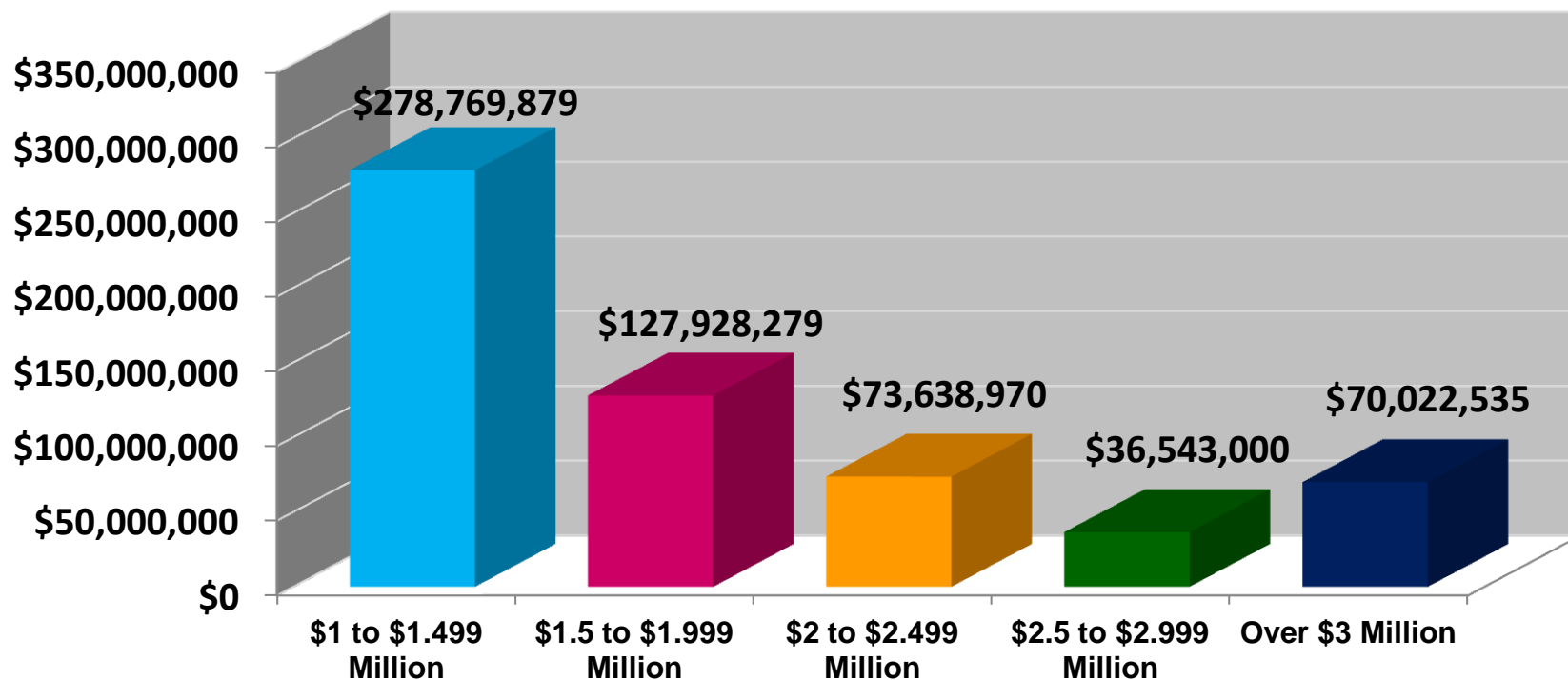


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Sales
Over \$1 Million by Price Range
(Total Properties Sold)



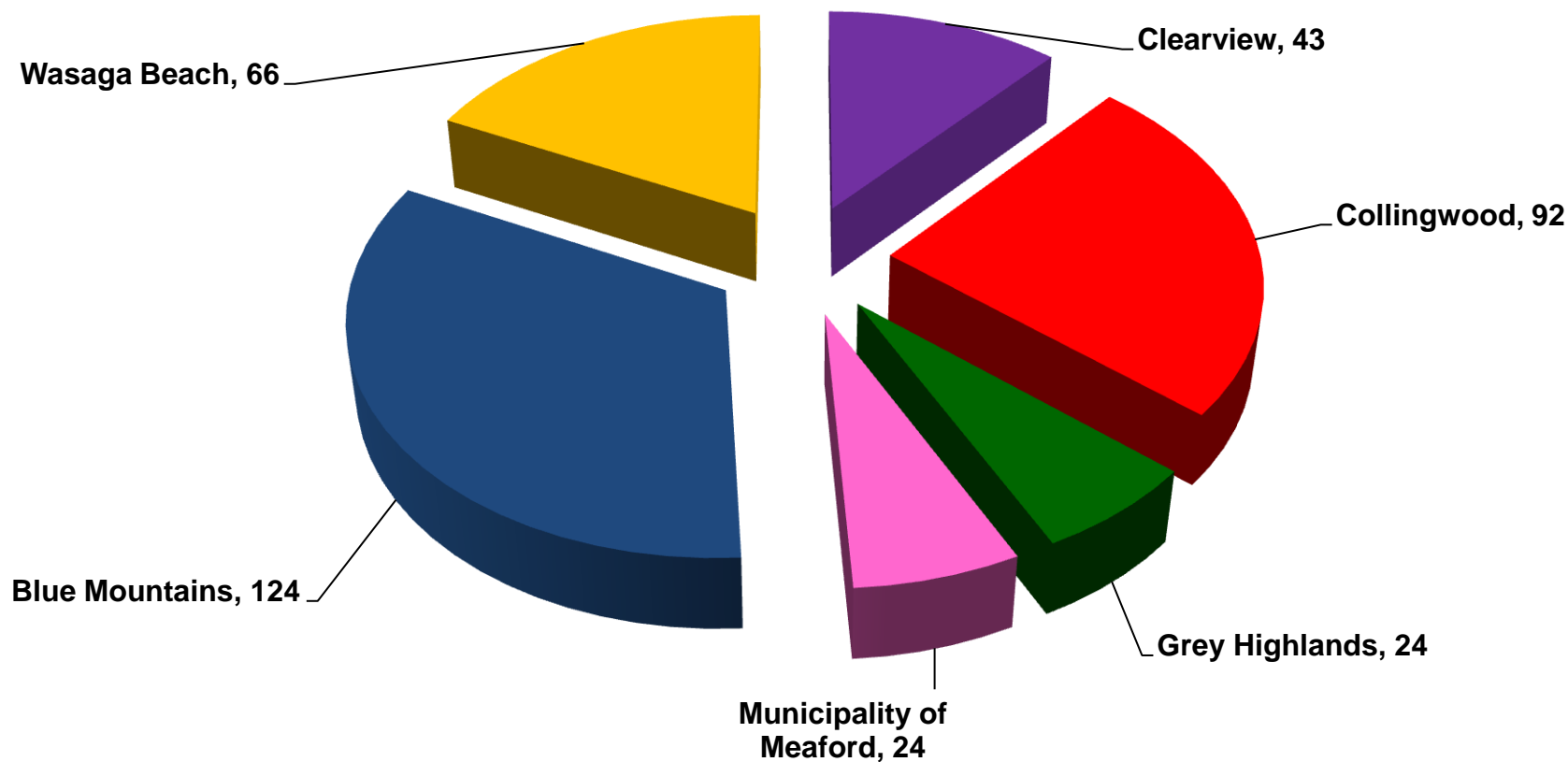


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Sales
Over \$1 Million by Price Range
(Total Dollars Sold)



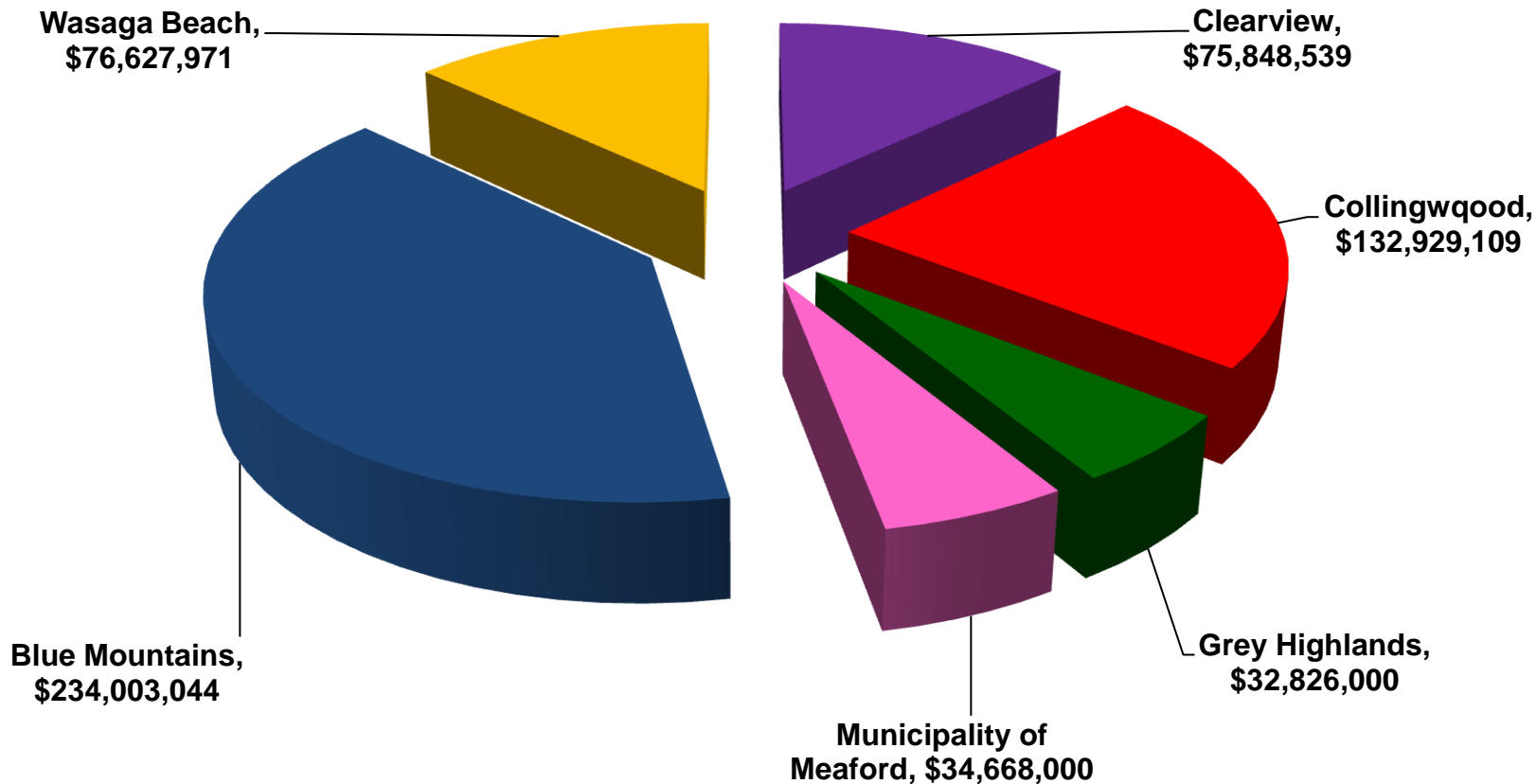


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Sales
Over \$1 Million by Area
(Total Properties Sold)



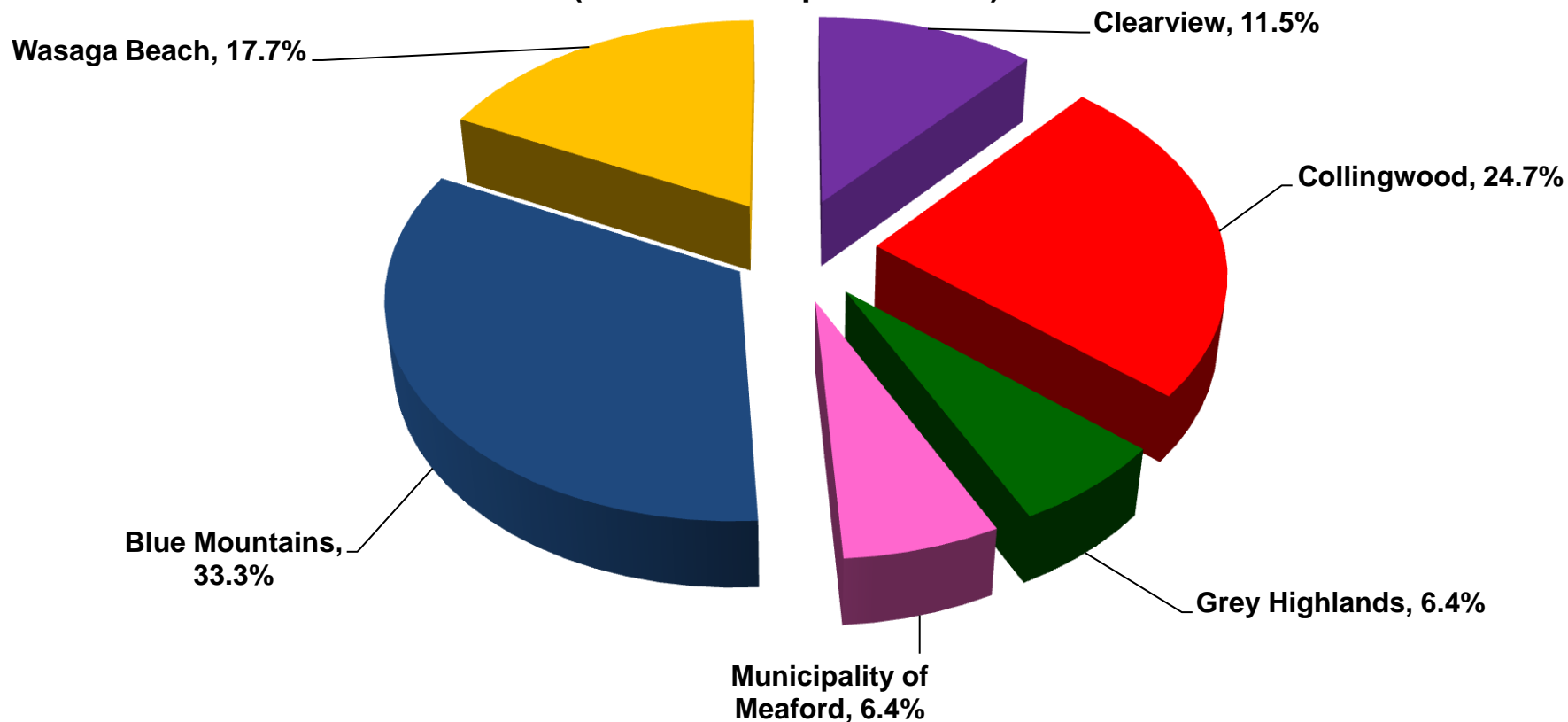


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Sales
Over \$1 Million by Area
(Total Dollars Sold)



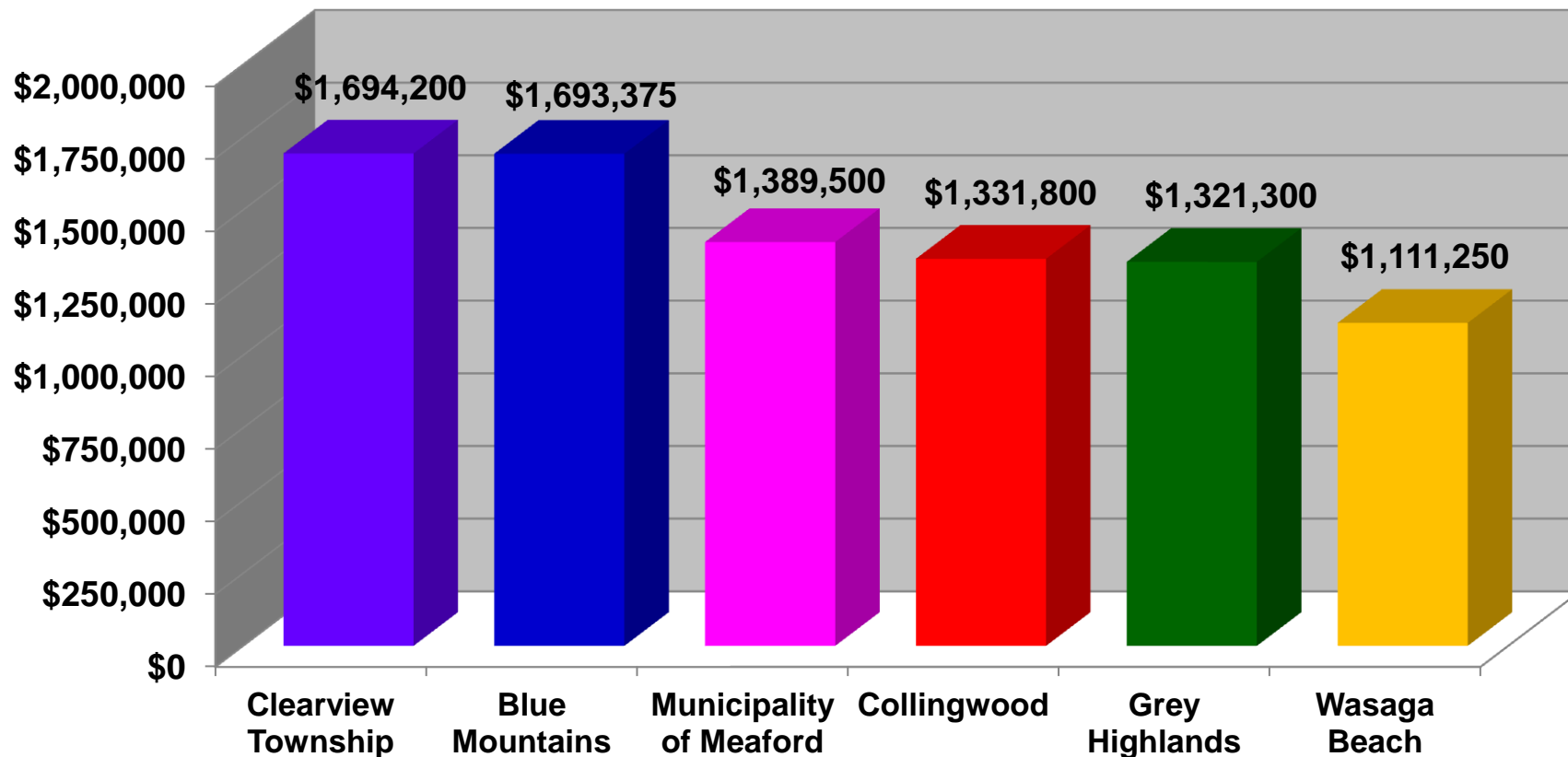


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Sales
Over \$1 Million by Area
(% of Total Properties Sold)



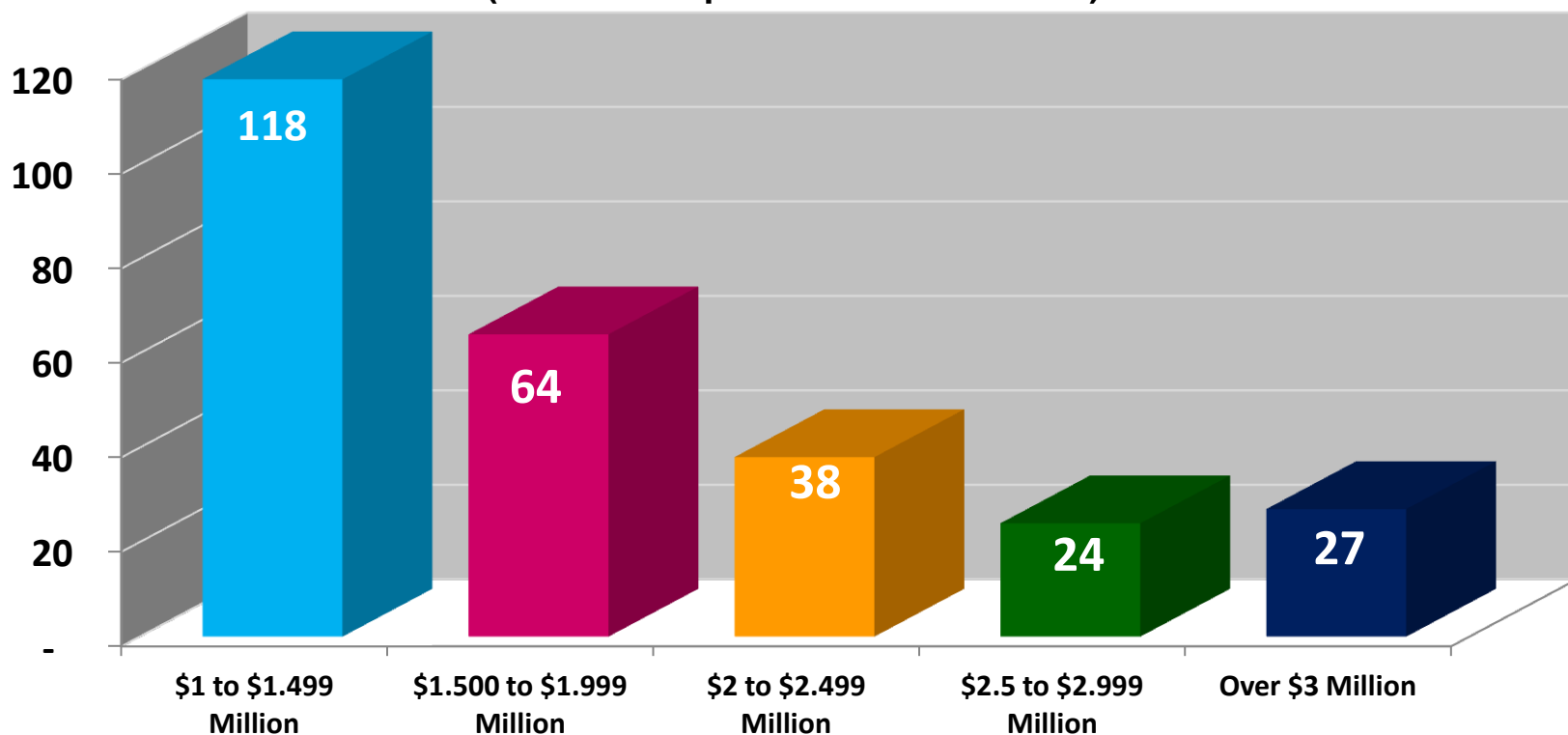


SOUTHERN GEORGIAN BAY
2nd QTR 2022 Year-To-Date Luxury Property MLS® Median Sale Prices
Over \$1 Million by Area
(Dollars rounded)



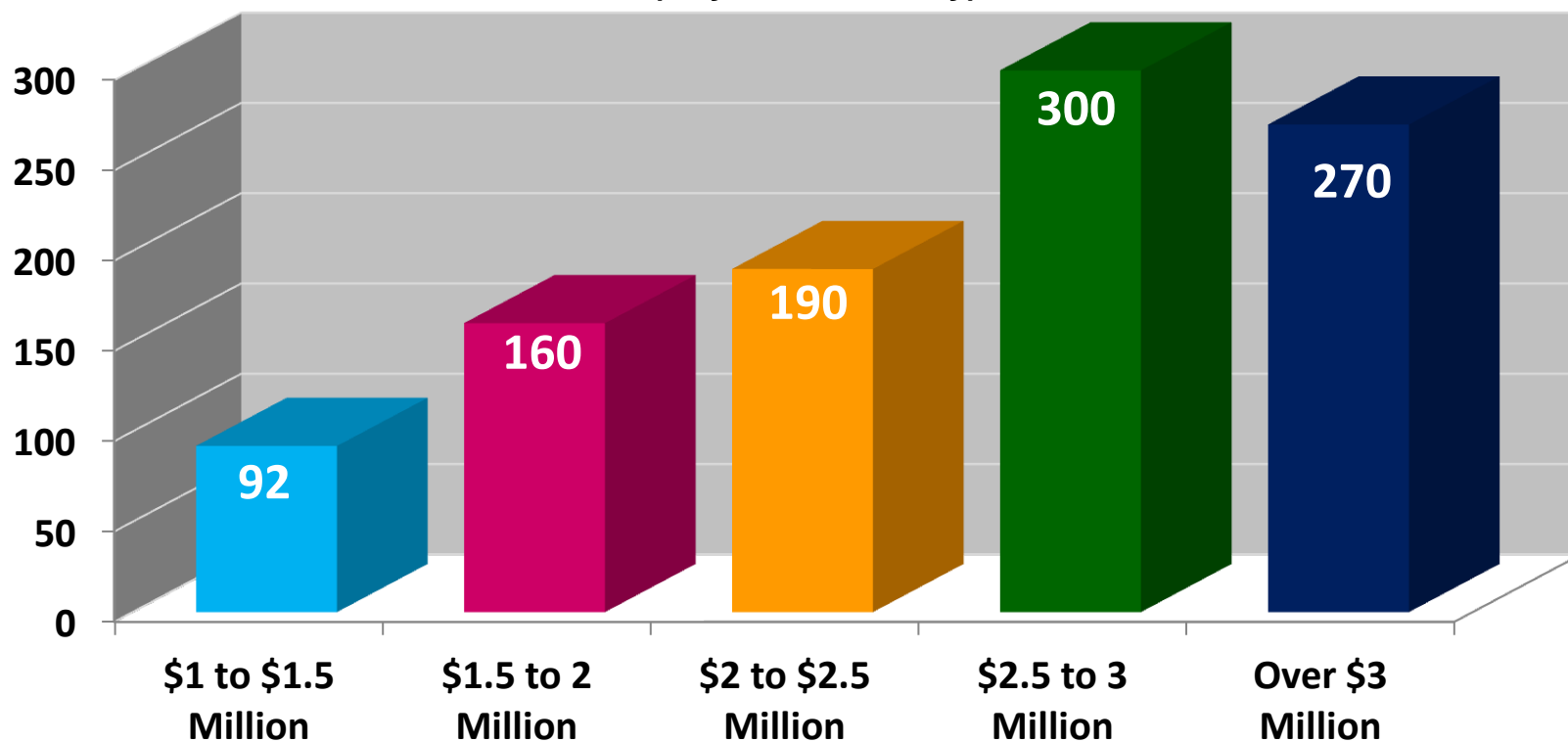


SOUTHERN GEORGIAN BAY
Luxury Properties Currently MLS® Listed as of July 20, 2022
Over \$1 Million by Price Range
(Number Properties Listed For Sale)





SOUTHERN GEORGIAN BAY
Luxury Properties Currently MLS® Listed as of July 20, 2022
Over \$1 Million by Price Range
(Days of Inventory)



Note: These are days of inventory as of April 2022 based on the rate of sale in the 1st quarter 2022.