

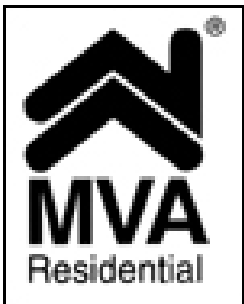


# **SOUTHERN GEORGIAN BAY Luxury Properties Market Report 3rd QTR 2022**

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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 Georgian 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 to the end of the 3<sup>rd</sup> Quarter of 451 properties are 26 fewer or 5% less than in the first 9 months of 2021.
- These 451 sales totaling \$703.7 million are down \$41.2 million or 6% from the same time last year. Much of this shortfall has taken place since March when the overall market started to decline and this trend has continued through to the end of September.



## **Luxury Market Overview continued....**

To the end of the 3<sup>rd</sup> QTR 2022 MLS® sales in the various luxury property price segments were as follows:

- Sales priced \$1 to \$1.499 million down 5% to 284 units.
- Sales between \$1.5 to \$1.999 million down 1% to 93 units.
- Sales between \$2 to \$2.499 million up 12% to 37 units.
- Sales between \$2.5 to \$2.999 million down 47% to 16 units.
- Sales over \$3 Million up 23% to 21 units.

As the market continues to contract I suspect we will see these sales numbers decrease further in the months ahead.



## **Luxury Market Overview continued....**

- As of October 17, 2022 there are 279 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	108 days
\$1.5 to \$1,999 million	210 days
\$2.0 to \$2.499 million	219 days
\$2.5 to \$2.999 million	450 days
\$3.0 million +	495 days



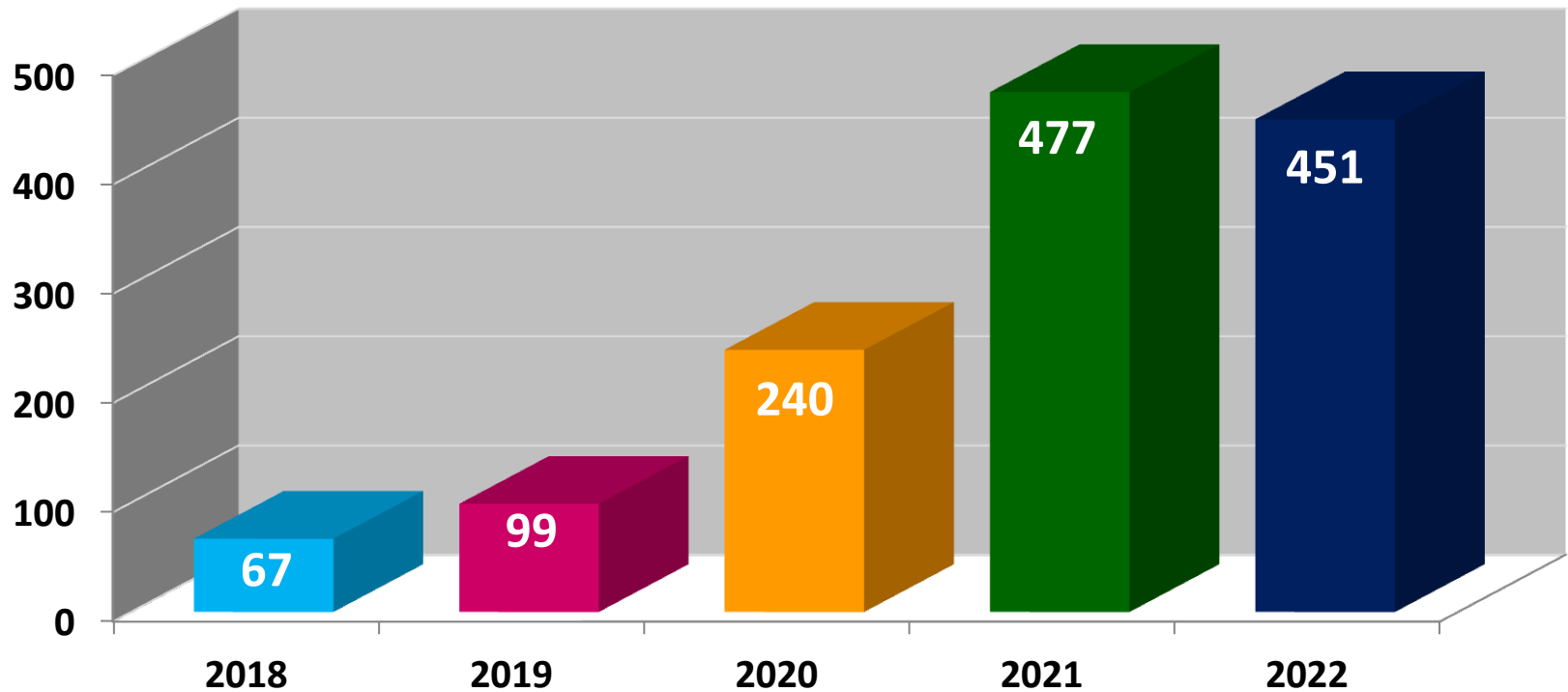


## Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home Buyers with almost 33% of the overall market for sales over \$1 million followed by Collingwood at 26%, see chart below.
- Based on all MLS® sales through the 3rd quarter of 2022, the Blue Mountains has the highest “median” sale price for luxury properties sold at \$1.659 million followed by the Clearview & Grey Highlands at \$1.554 and \$1.481 million respectively.
- Luxury property prices and days-on-market can 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](mailto:rcrouch@sothebysrealty.ca)

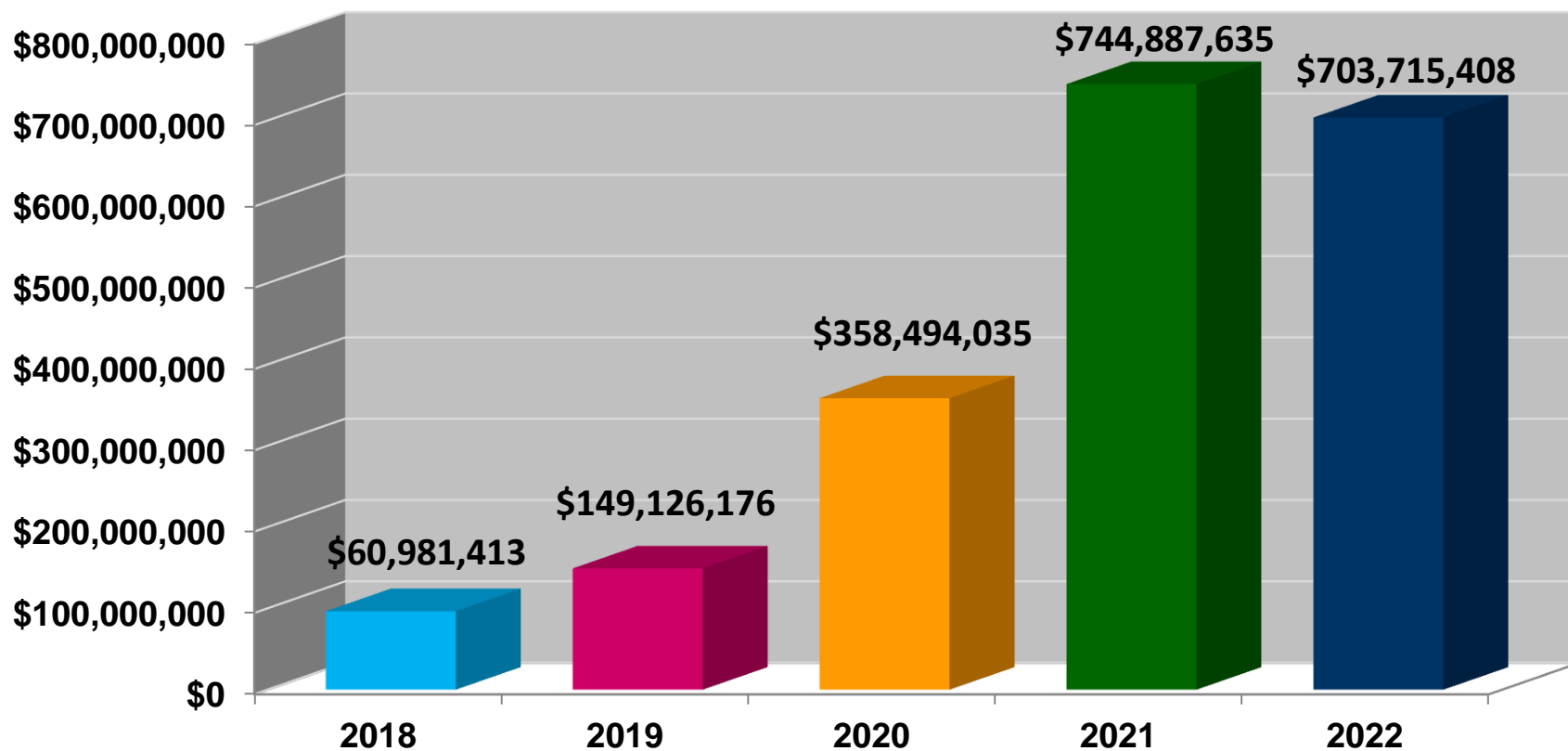


**SOUTHERN GEORGIAN BAY**  
**3rd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2018 to 2022**  
**(Total Properties Sold)**



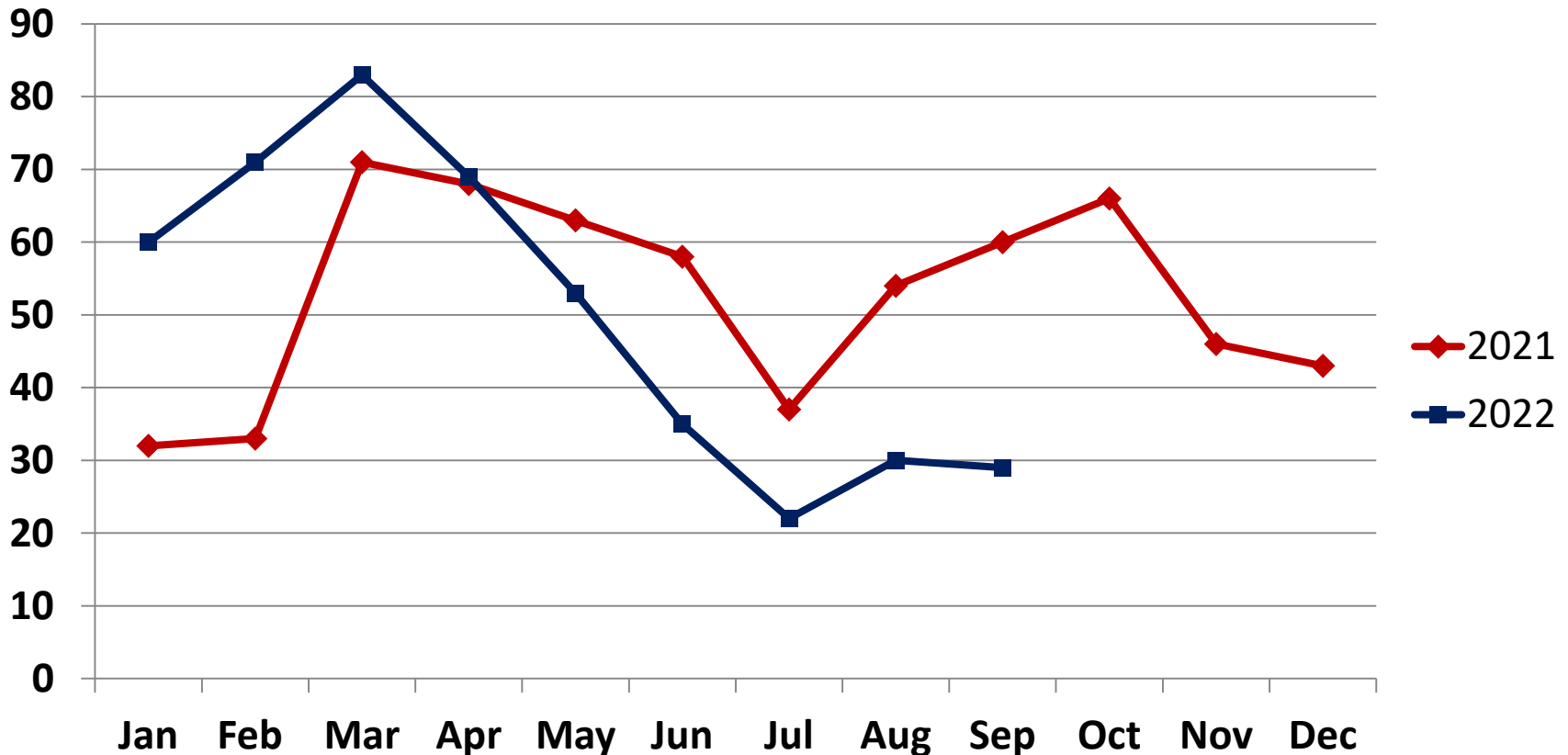


**SOUTHERN GEORGIAN BAY**  
**3rd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2018 to 2022**  
**(Total Dollars Sold)**





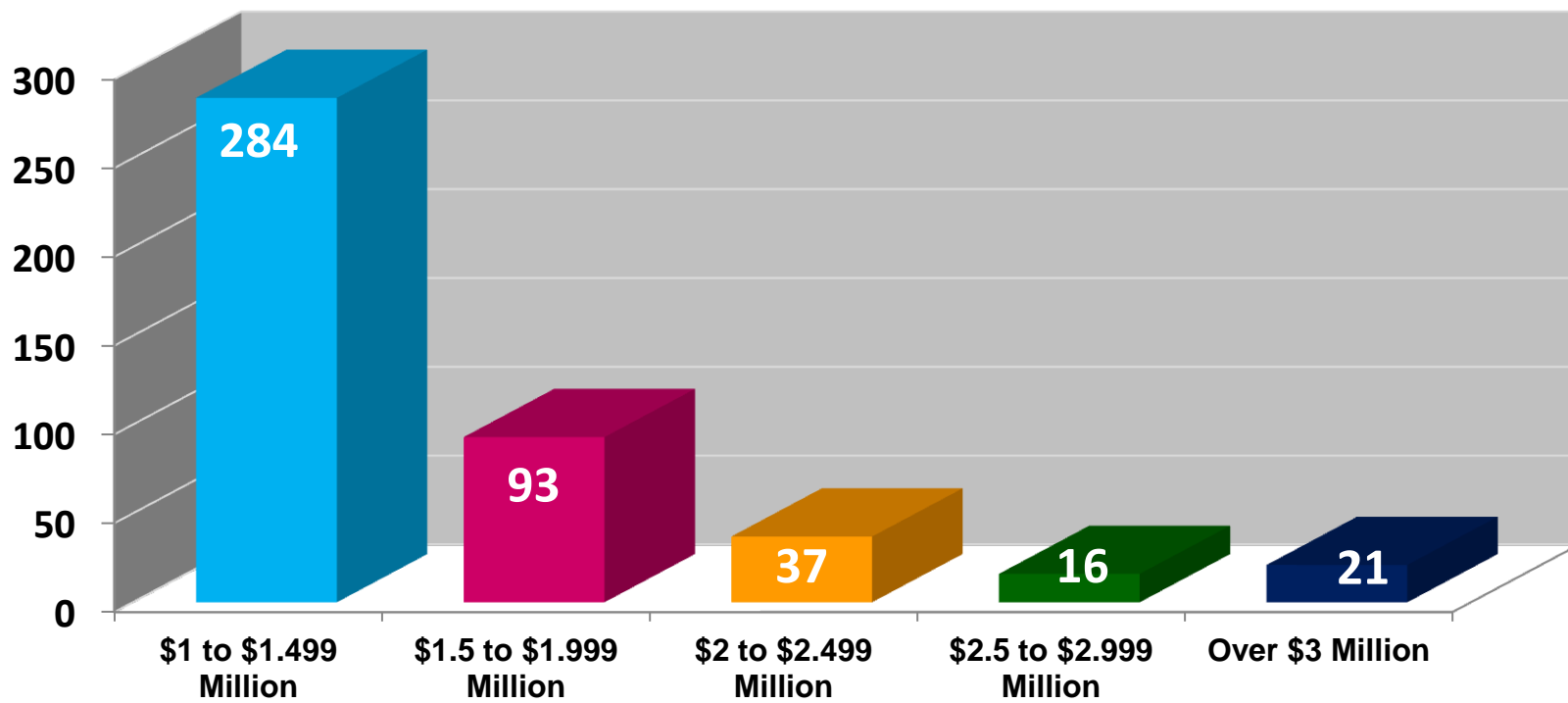
**SOUTHERN GEORGIAN BAY**  
**3rd QTR Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2021 vs 2022**  
(Units)





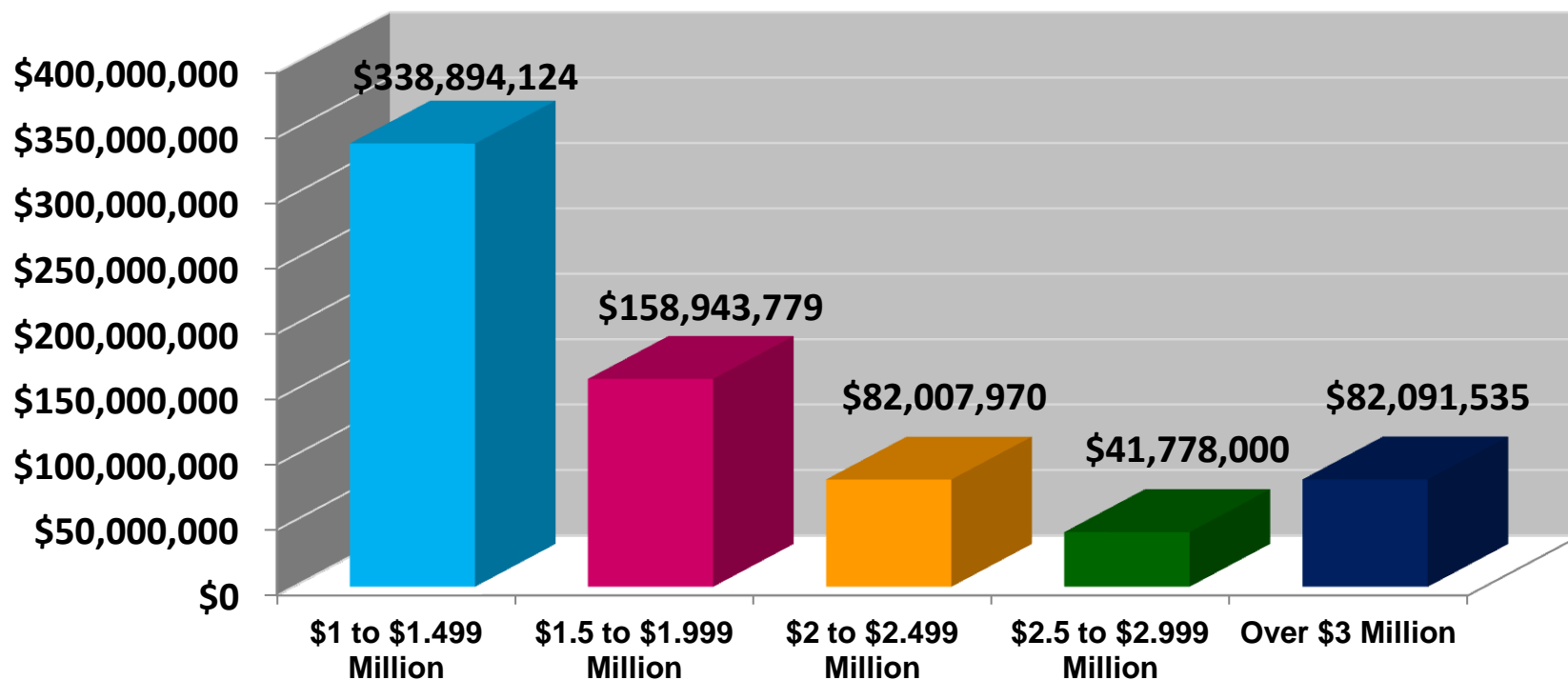


**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Price Range**  
**(Total Properties Sold)**



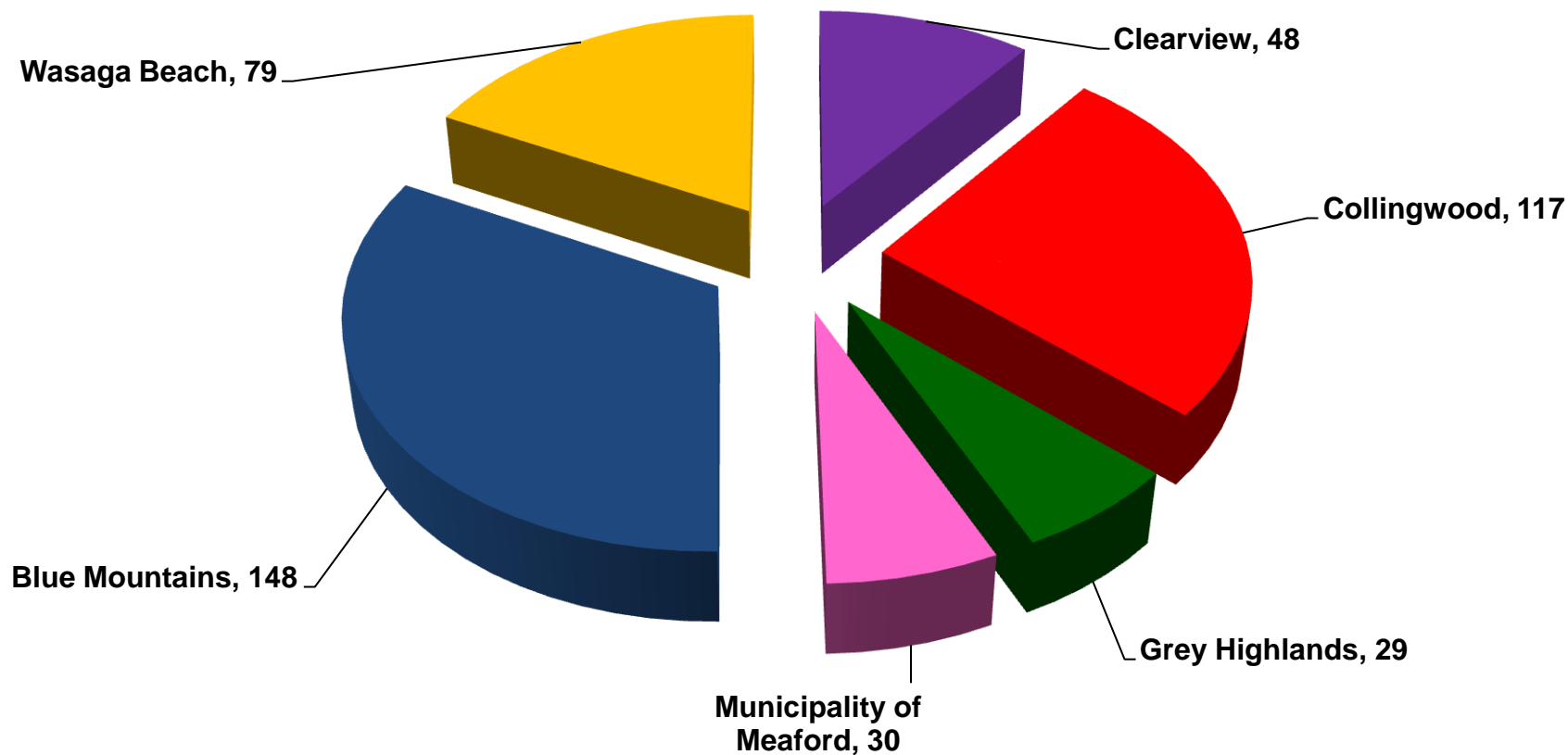


**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Price Range**  
**(Total Dollars Sold)**



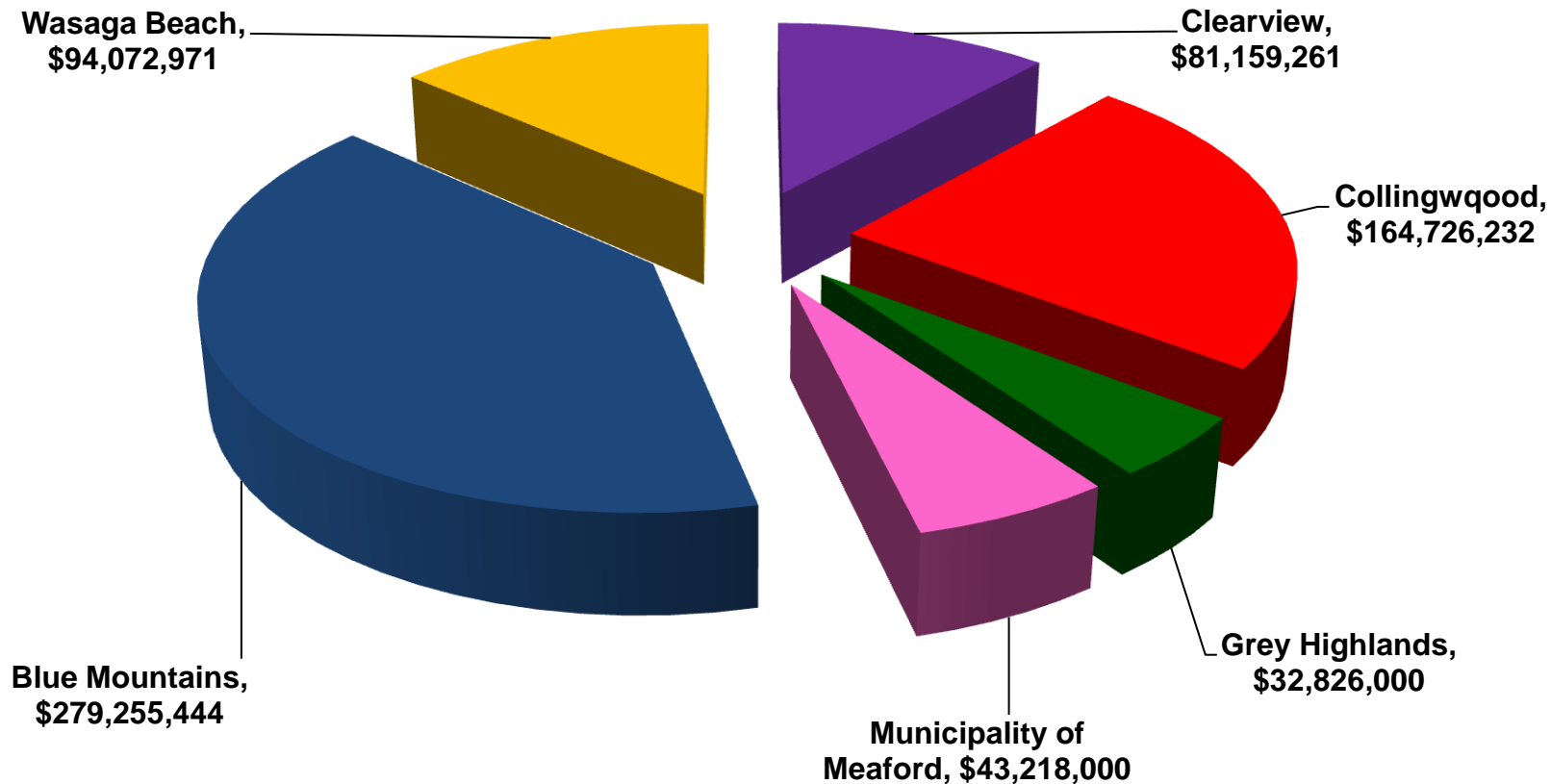


**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Properties Sold)**



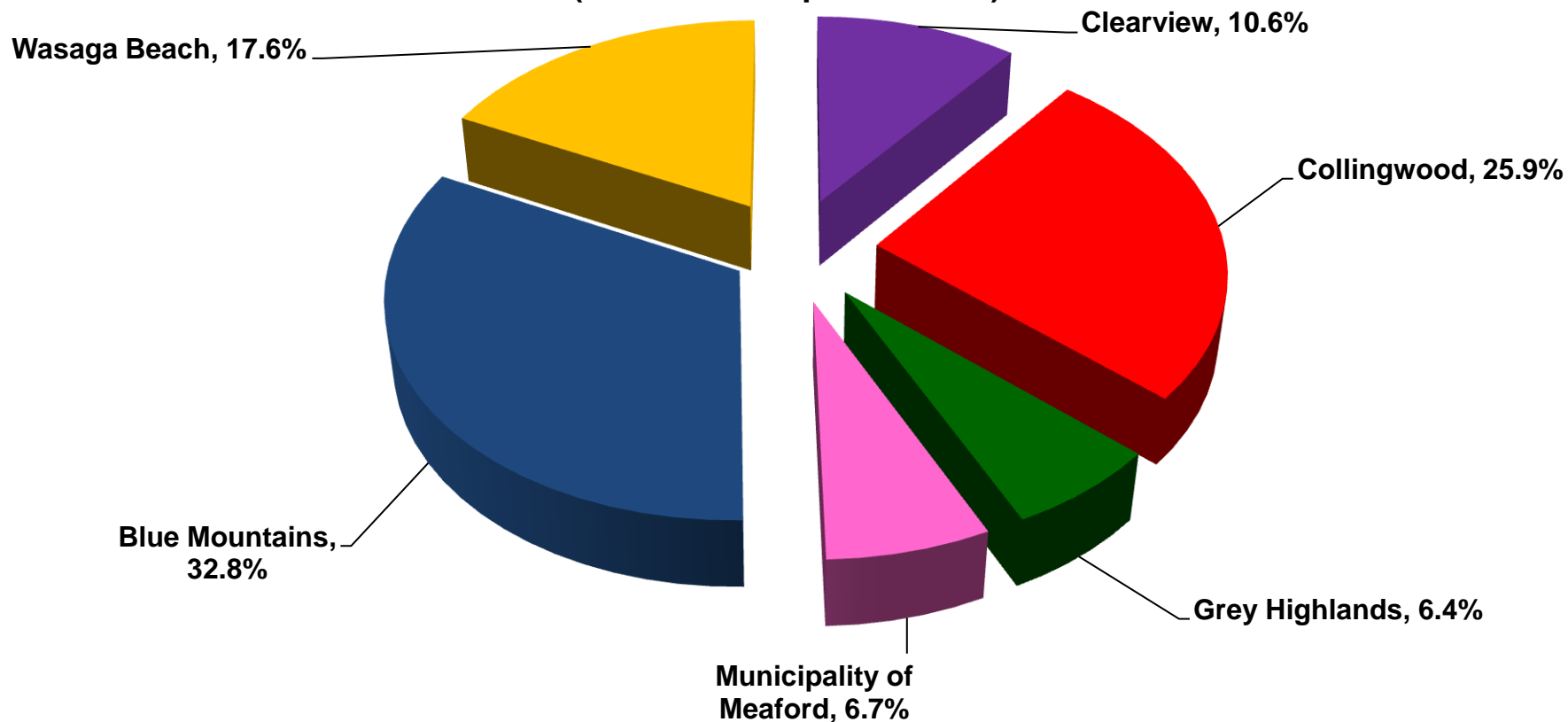


**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Dollars Sold)**





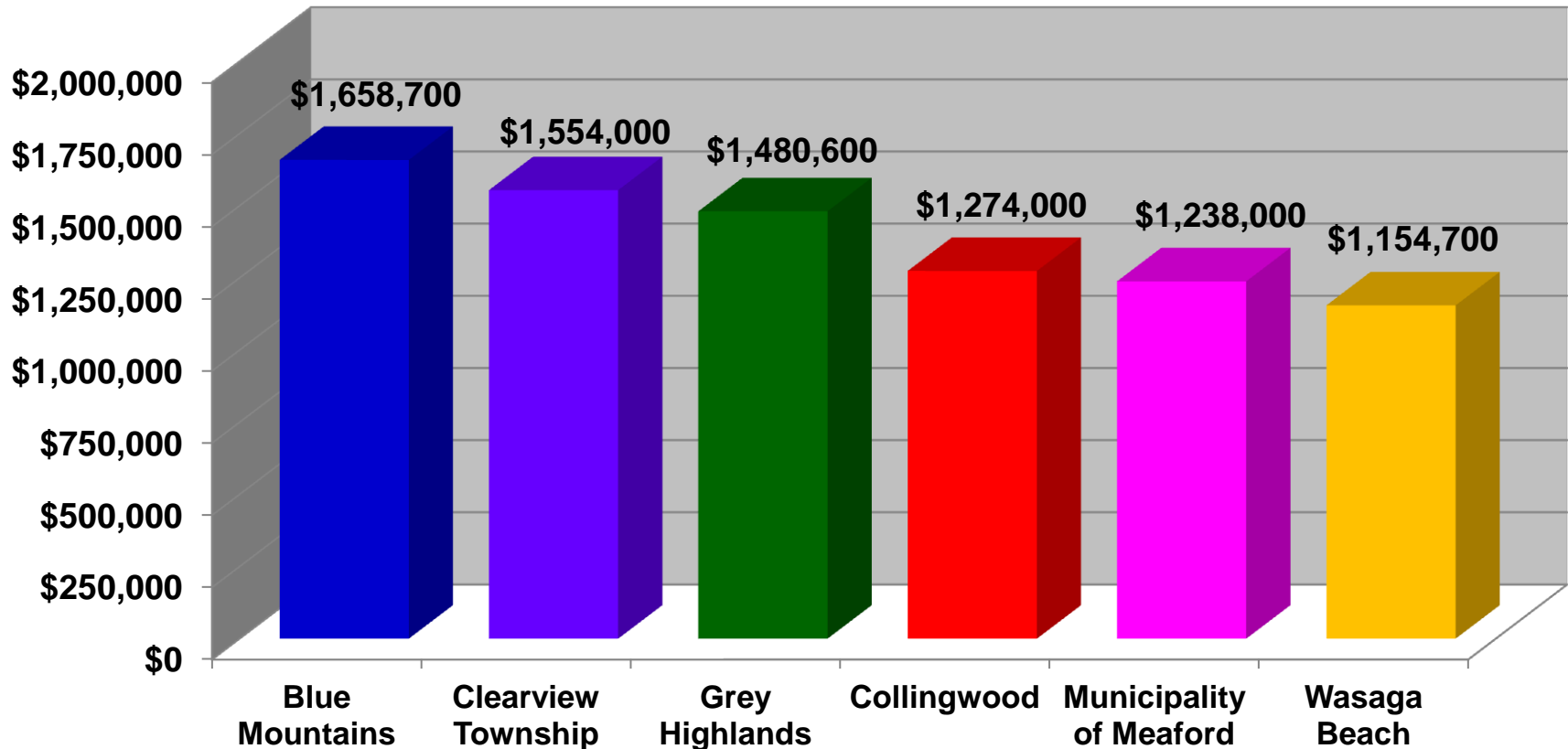
**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(% of Total Properties Sold)**





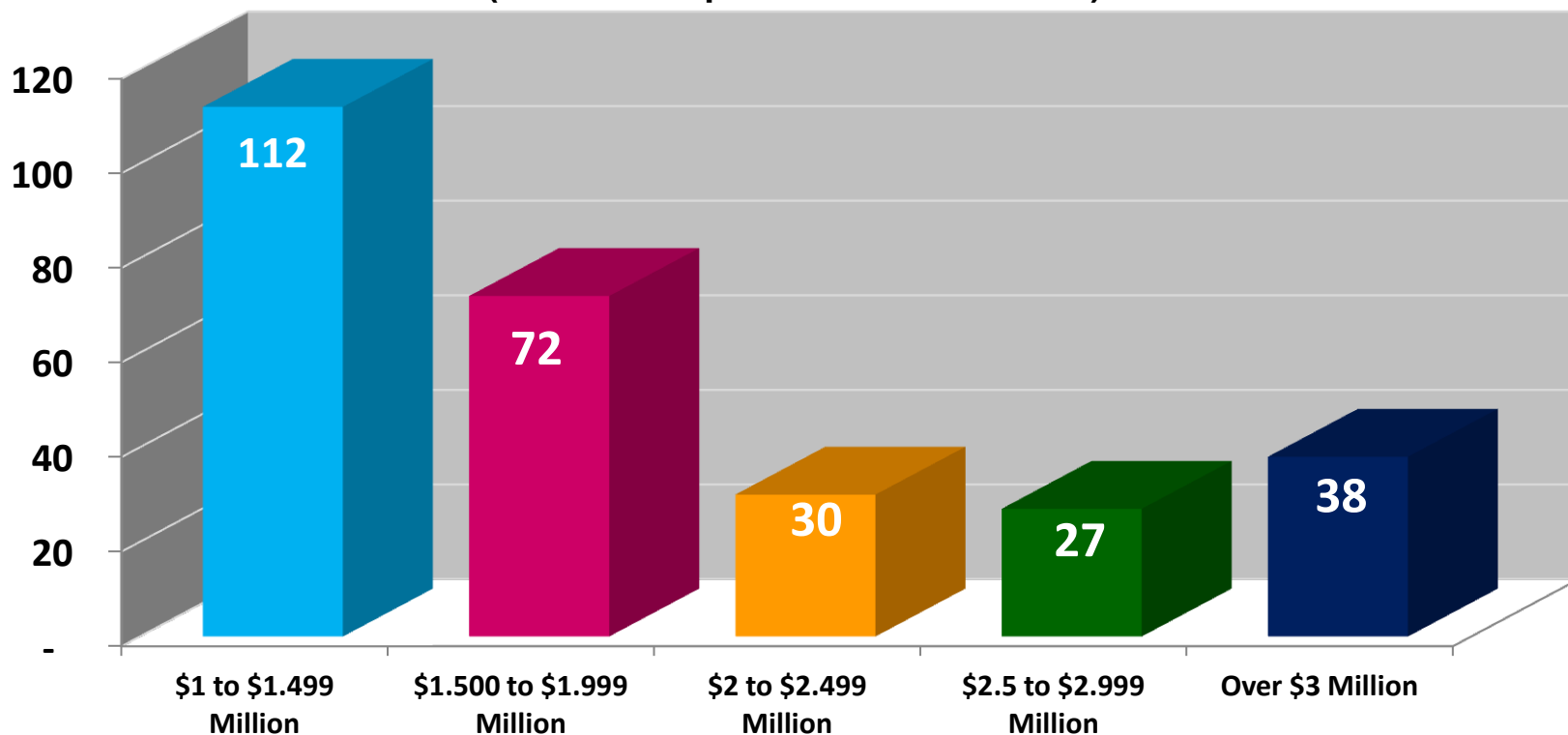


**SOUTHERN GEORGIAN BAY**  
**3rd QTR 2022 Year-To-Date Luxury Property MLS® Median Sale Prices**  
**Over \$1 Million by Area**  
**(Dollars rounded)**



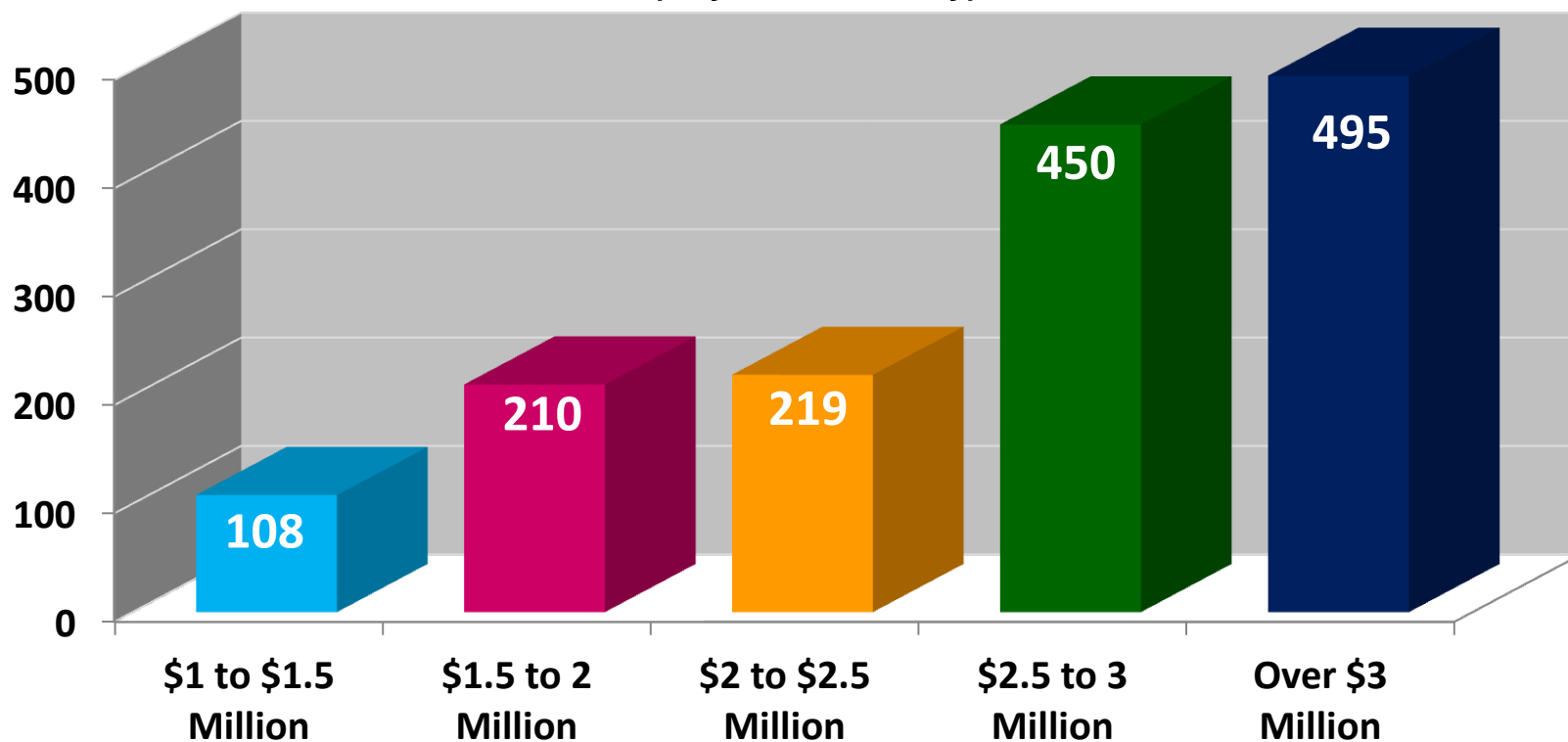


**SOUTHERN GEORGIAN BAY**  
**Luxury Properties Currently MLS® Listed as of October 17, 2022**  
**Over \$1 Million by Price Range**  
**(Number Properties Listed For Sale)**





**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 October 17, 2022 based on the rate of sales for the first 9 months of 2022.**