



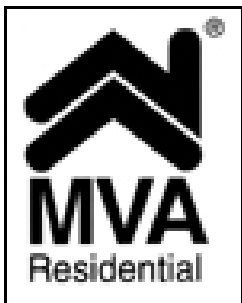
SOUTHERN GEORGIAN BAY Luxury Properties Market Report

2022 Year In Review

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Luxury Market Overview

- Through 2020 & 2021, luxury home & condominium sales, those priced over \$1 million played a dominant role in driving MLS® sales volume across the Southern Georgian Bay region. As with the market overall, that segment of the market softened in 2022.

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 2022 totaled 525 properties 106 or 17% fewer than 631 sales reported in 2021.
- These 525 sales totaled \$831.3 million, \$170.7 million also 17% less than \$1.1 billion sold in 2021. Much of this shortfall fell within the latter half of 2022 after the market started to slowdown in March.



Luxury Market Overview continued....

To the end of 2022, MLS® sales in the various luxury property price segments were as follows:

- Sales priced \$1 to \$1.499 million down 16% to 326 units.
- Sales between \$1.5 to \$1.999 million down 16% to 106 units.
- Sales between \$2 to \$2.499 million up 4% to 46 units.
- Sales between \$2.5 to \$2.999 million down 53% to 19 units.
- Sales over \$3 Million up 12% to 28 units.

As the market continued to contract, days-on-market, the time it takes to sell a home began to inch upwards.



Luxury Market Overview continued....

- As of January 3rd 2022 there are 171 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 rate of sales we saw through 2022, days of inventory are as follows in the various price segments:

| | |
|--------------------------|----------|
| \$1.0 to \$1.499 million | 85 days |
| \$1.5 to \$1,999 million | 155 days |
| \$2.0 to \$2.499 million | 138 days |
| \$2.5 to \$2.999 million | 140 days |
| \$3.0 million + | 300 days |

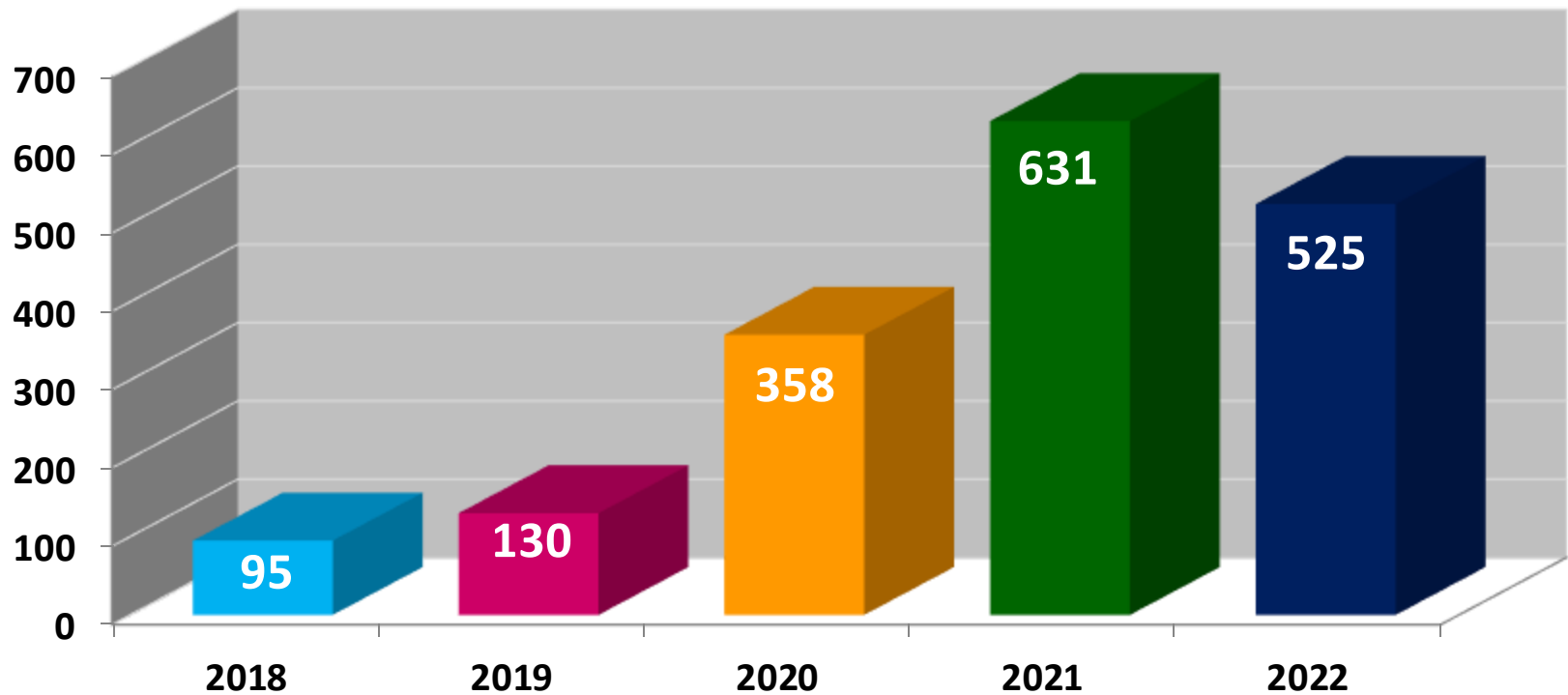


Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home Buyers with over 34% share of the overall market for sales over \$1 million followed by Collingwood at 26%, see chart below.
- Based on total MLS® sales in 2022, Grey Highlands has the highest “median” sale price for luxury properties sold at \$1.659 million followed by the Clearview & the Blue Mountains at \$1.617 & \$1.608 million respectively.
- Luxury property prices & 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

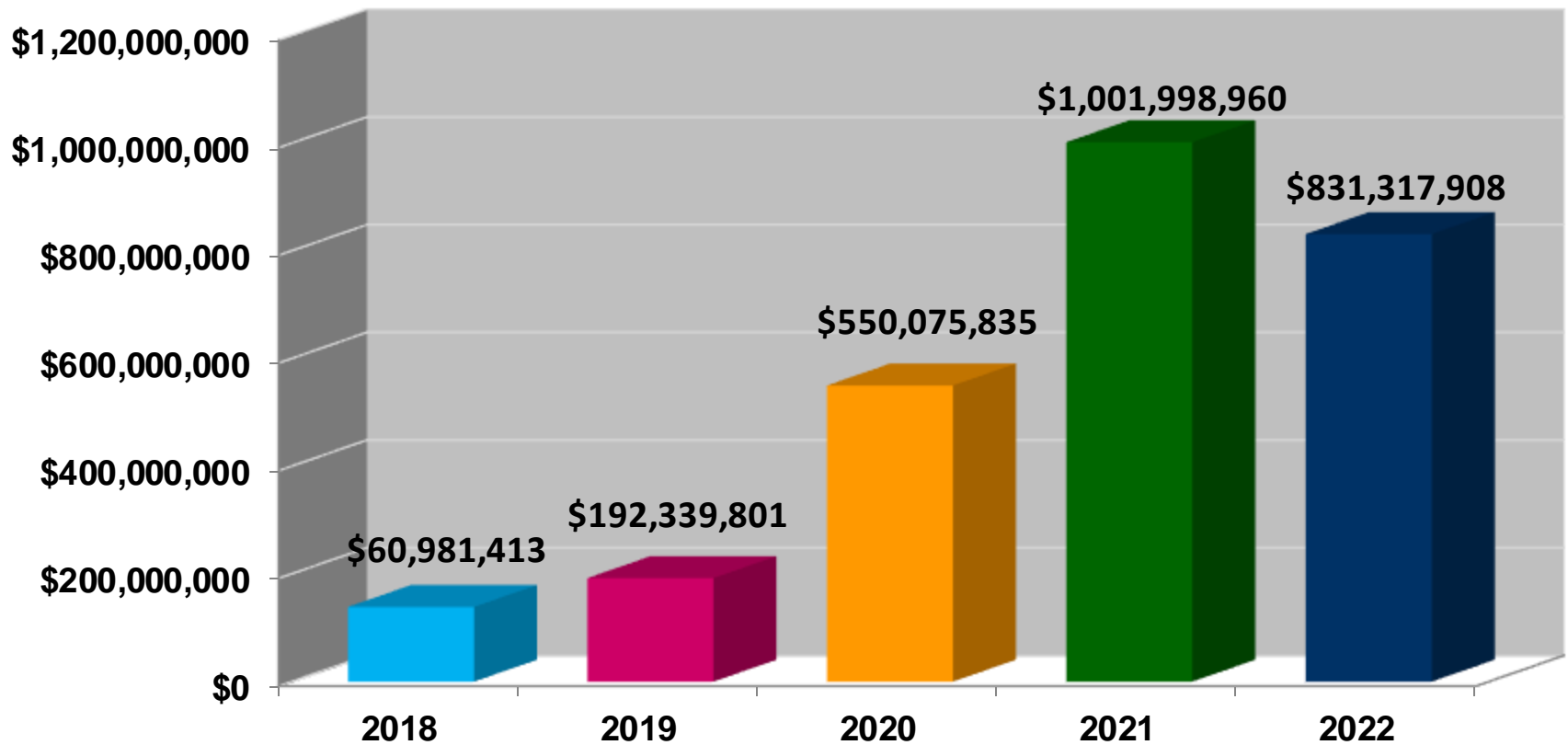


SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales Over \$1 Million
2018 to 2022
(Total Properties Sold)



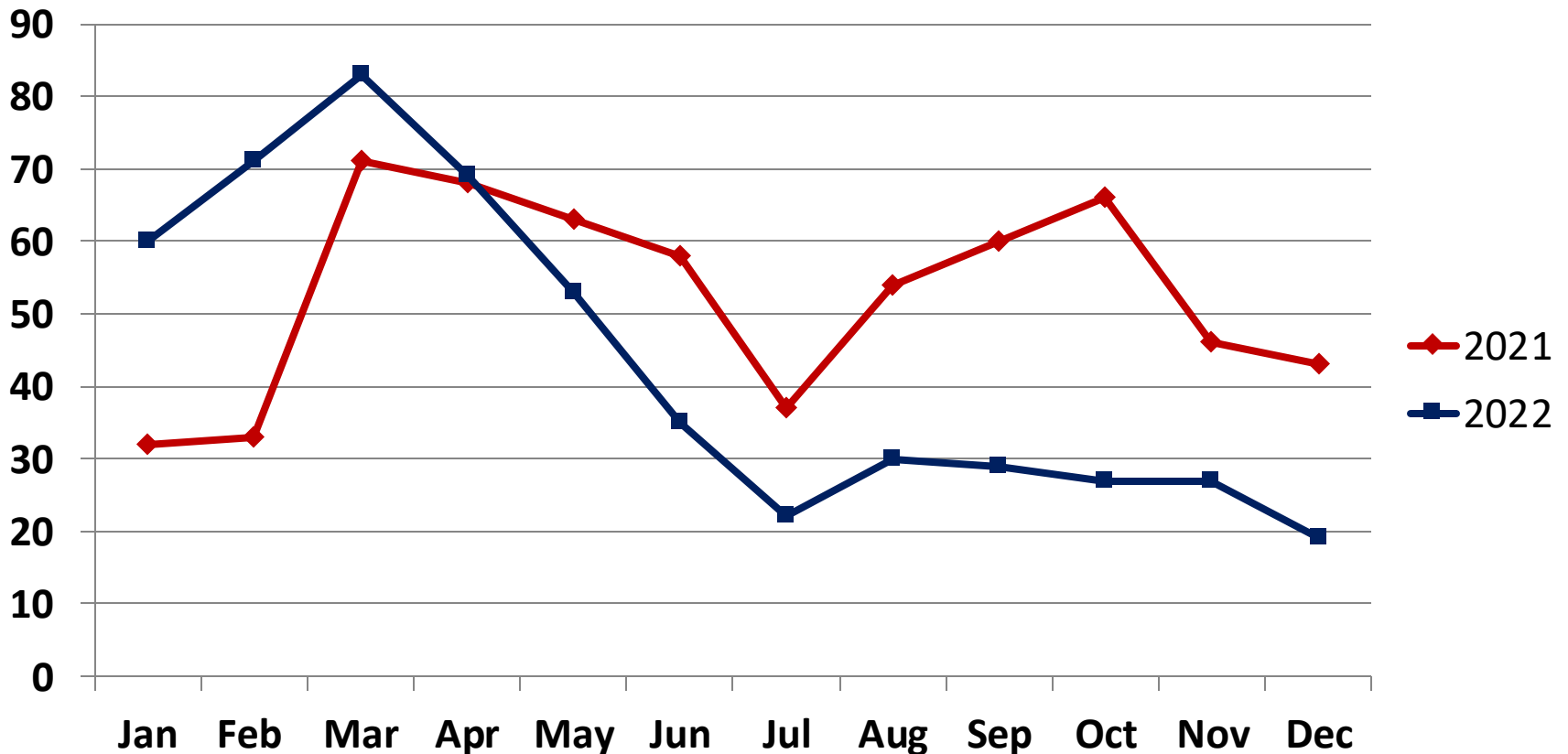


SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales Over \$1 Million
2018 to 2022
(Total Dollars Sold)



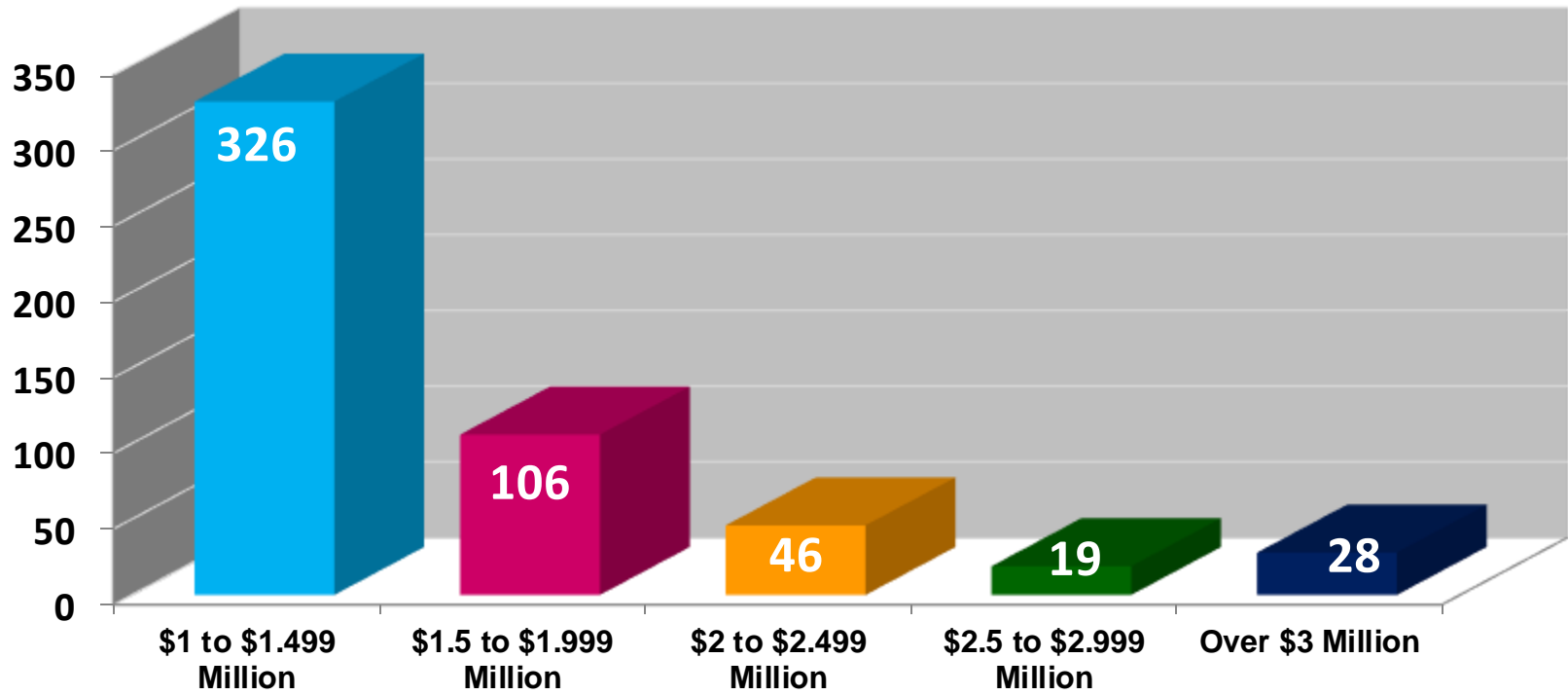


SOUTHERN GEORGIAN BAY
Luxury Property MLS® Sales Over \$1 Million by Month
2021 vs 2022
(Units)



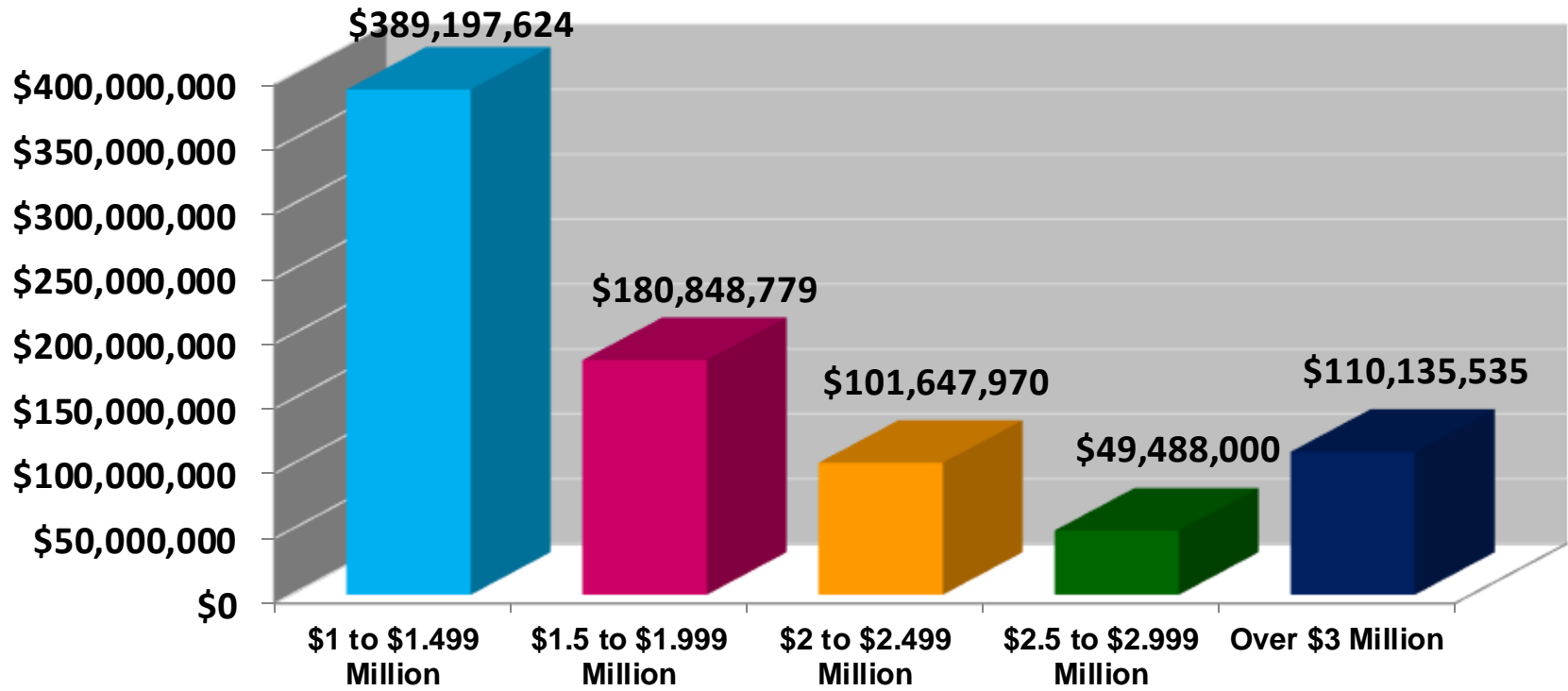


**SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales
Over \$1 Million by Price Range
(Total Properties Sold)**



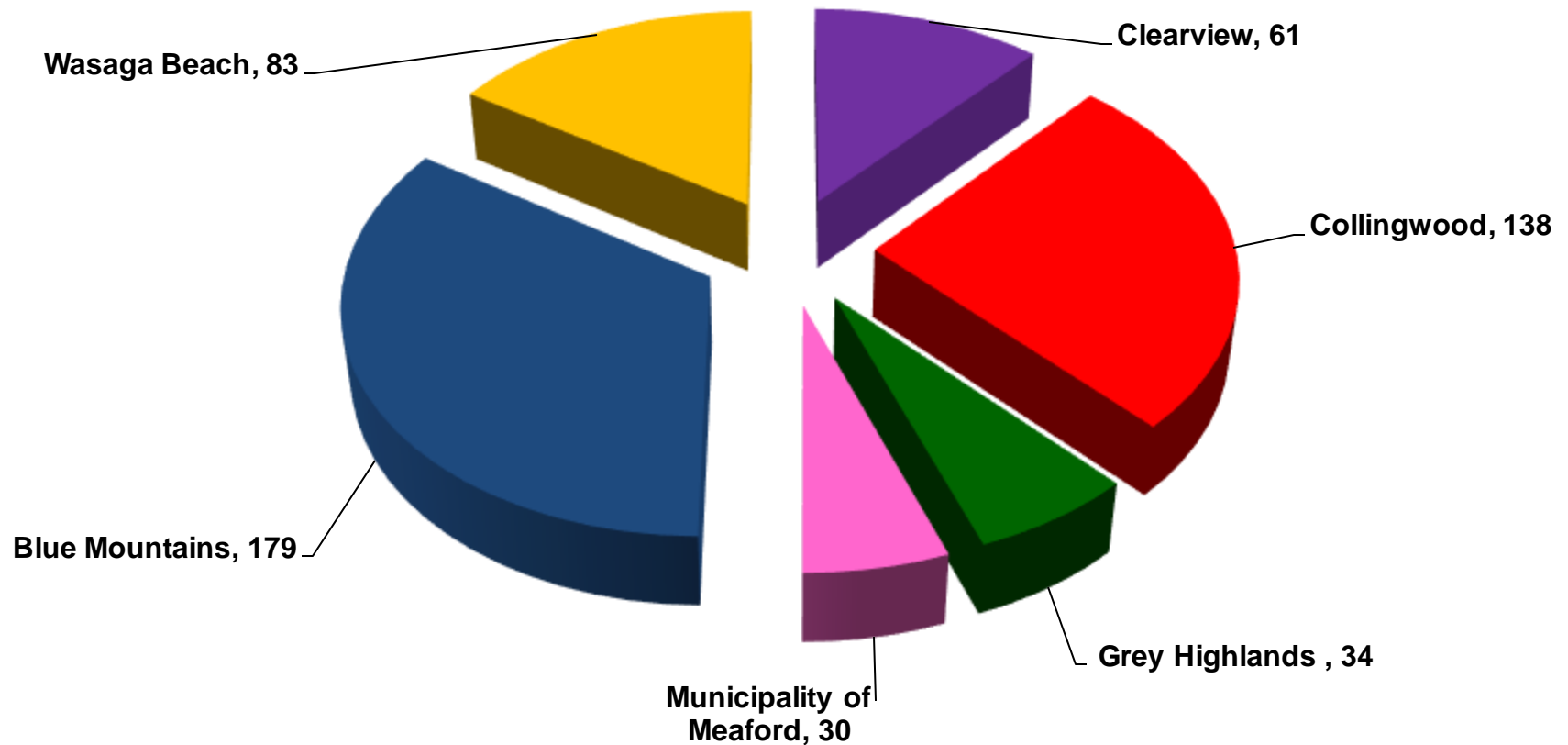


**SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales
Over \$1 Million by Price Range
(Total Dollars Sold)**



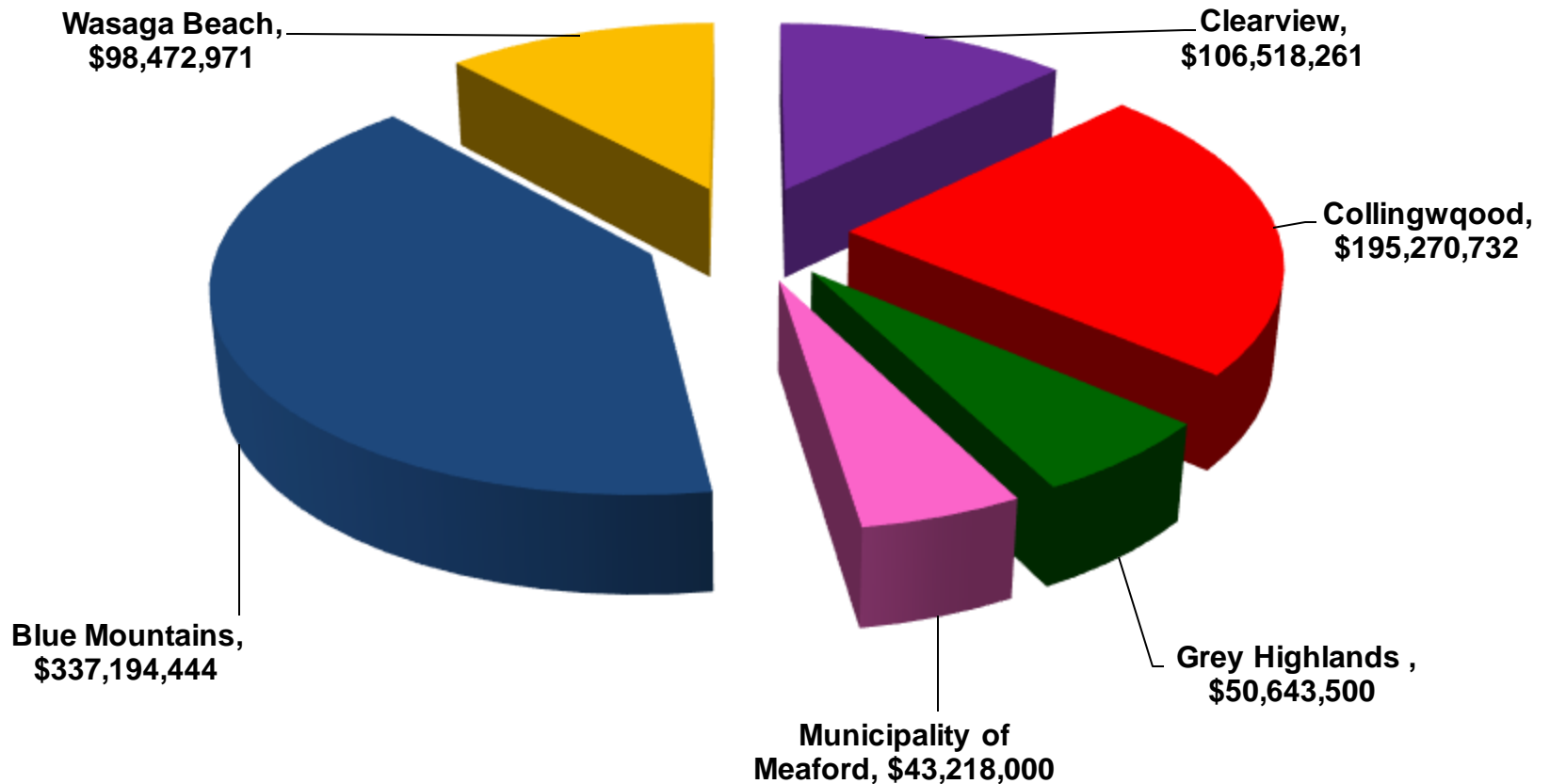


**SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales
Over \$1 Million by Area
(Total Properties Sold)**



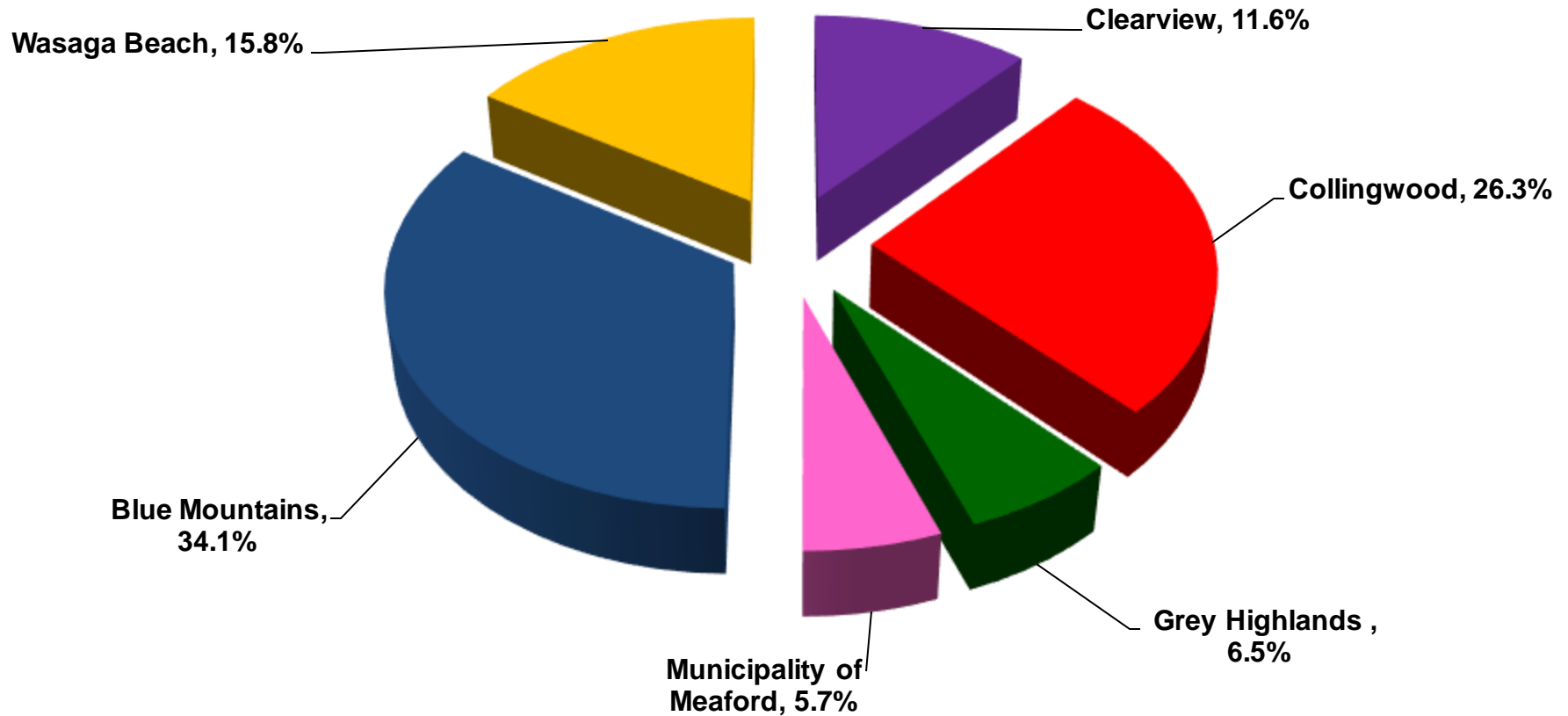


**SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales
Over \$1 Million by Area
(Total Dollars Sold)**



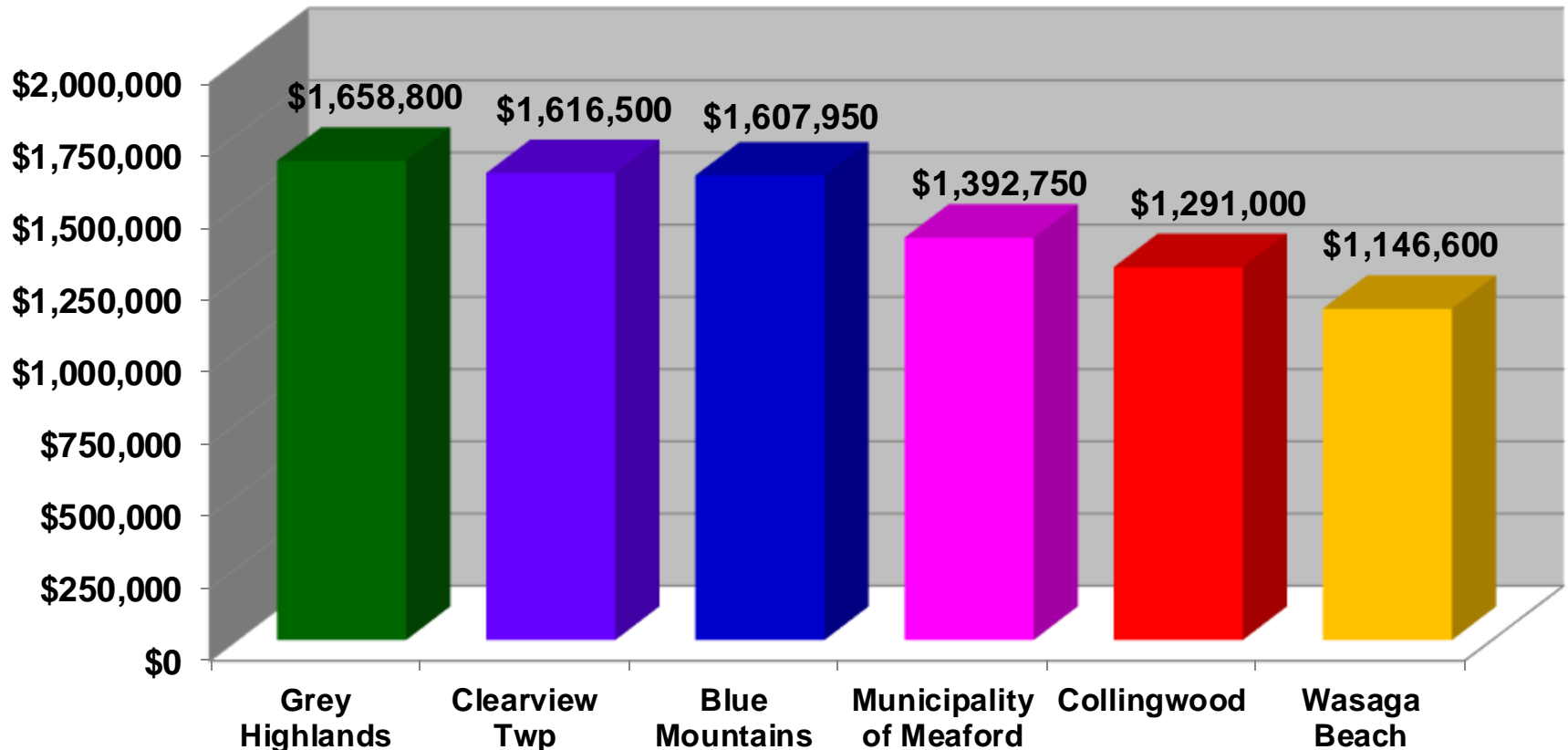


**SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Sales
Over \$1 Million by Area
(% of Total Properties Sold)**



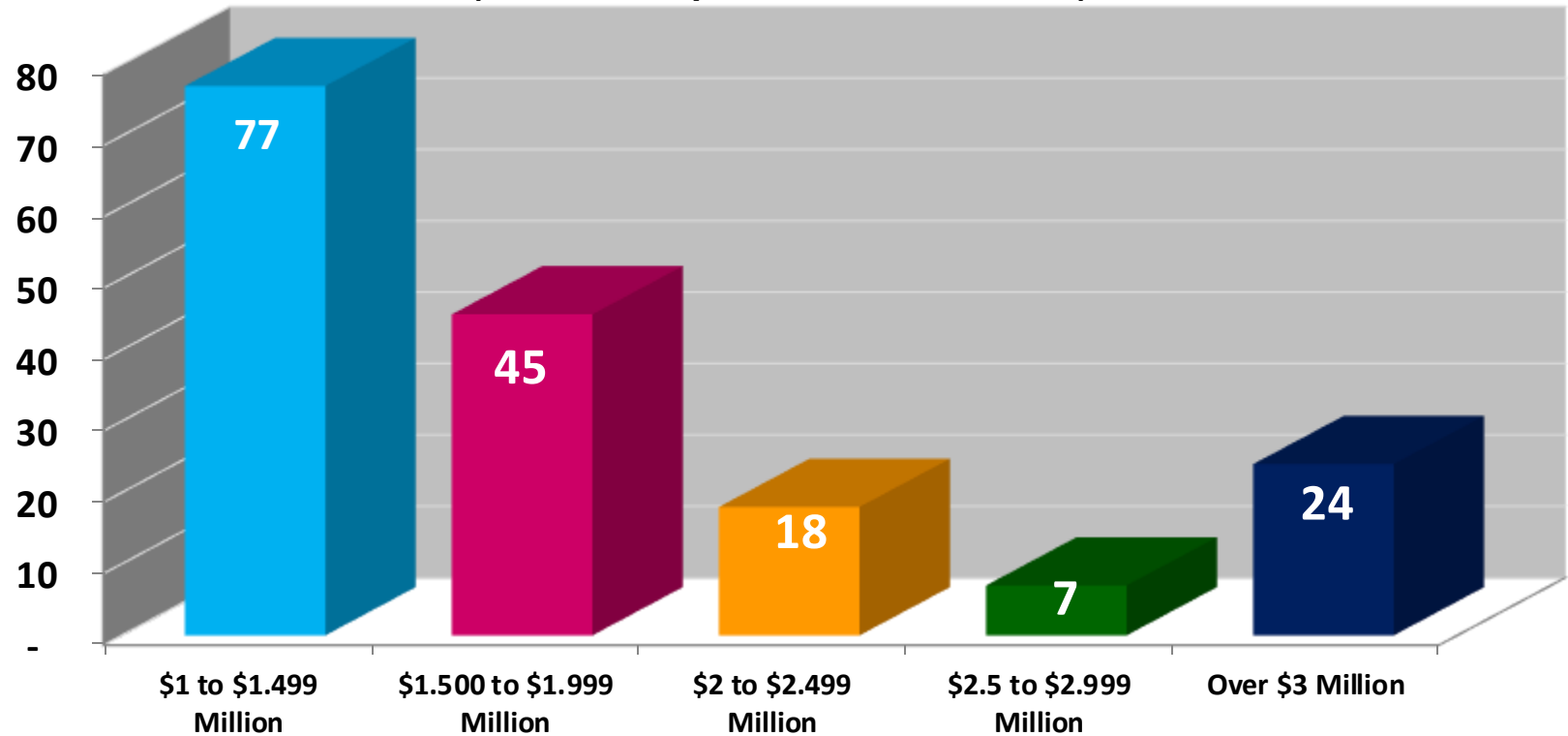


SOUTHERN GEORGIAN BAY
2022 Year End Luxury Property MLS® Median Sale Prices
Over \$1 Million by Area
(Dollars rounded)



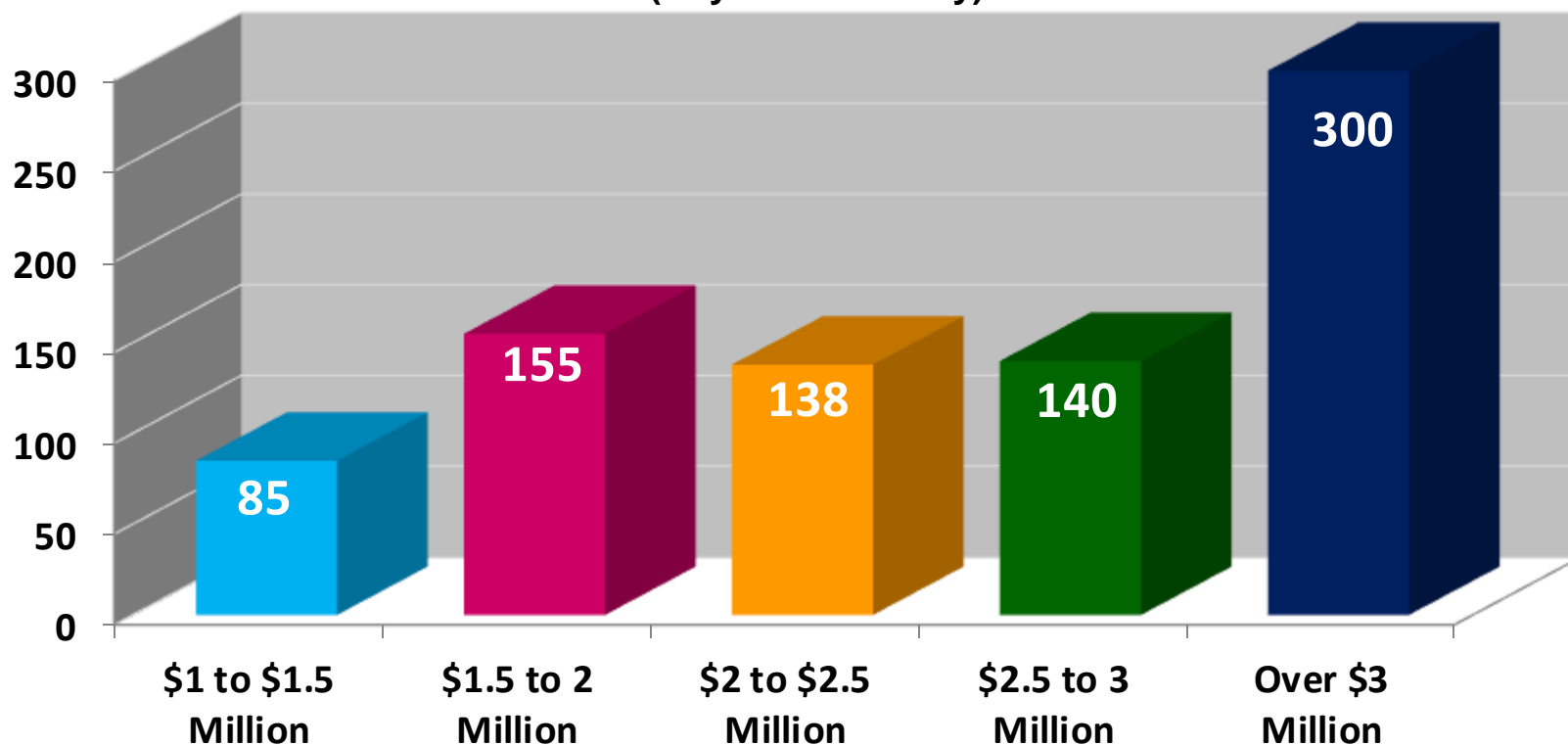


SOUTHERN GEORGIAN BAY
Luxury Properties Currently MLS® Listed as of January 3rd 2022
Over \$1 Million by Price Range
(Number Properties Listed For Sale)





SOUTHERN GEORGIAN BAY
Luxury Properties Currently MLS® Listed as of January 3rd 2023
Over \$1 Million by Price Range
(Days of Inventory)



Note: These are days of inventory as of January 3, 2023 based on the rate of sales in 2022.