2016 REAL ESTATE MARKET SNAPSHOT - YEAR IN REVIEW

For single family homes, South Georgian Bay remained a Sellers' market in 2016. Unit sales were up 15%. Our data also reports that 70% of the listings sold. The average selling price for a resale home was \$382,979 up 11% from \$342,674 in 2015. The majority of sales took place in the \$200,000 to \$350,000 price range but the \$350,000 to \$500,000 also saw a spike over 2015. The number of homes selling for over \$1,000,000 almost doubled from 48 in 2015 to 82 in 2016.

For the purposes of this report, our focus will be on the 3 key trading areas in which we have the most expertise — Blue Mountains, Collingwood and the areas of Clearview nearest to Collingwood. There were 1462 listings of which 1123 sold — a 76% sale to list ratio (compared to 61% in 2015) and the average resale price rose almost 13% from \$391,215 in 2015 to the current \$443,389.

Collingwood highlights:

• A high sale of \$2.33M for a waterfront property

on Princeton Shores and 5 other properties sold for over \$1M.

 Average resale pricing is up 19% over 2015 at \$440K.

The Blue Mountains highlights:

- The high sales were a waterfront Chateau style home at \$3.945M and a country home on 98 acres for \$3.25M.
- Average resale pricing is up over 7% at \$666K.

Clearview highlights:

- The high sale was \$2.9M a 6000 square foot home situated on 100 acres – in addition there were 5 other sales over \$2M.
- Average resale pricing is up over 34% at \$486K.

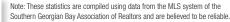
General Observations:

- All indicators tell us that the Sellers' market will continue into 2017.
- Throughout the region May to October are the highest volume sale months, January and December are the lowest.

 \bullet The average days on market for this region is 67.

We continue to see many new construction developments and planned future projects for the region – ranging from small condominiums, rental apartments, mid-size to executive townhomes and many single family homes with retirees and families in mind, and recently, an "aging in place" development just south of Cranberry.







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