THE BLUE MTS. REAL ESTATE MARKET REPORT

THIRD QUARTER 2017

WE'RE PROUD AND GRATEFUL TO HAVE BEEN CHOSEN AS
ROYAL LEPAGE'S 2016
BROKERAGE OF THE YEAR FOR ONTARIO

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Royal LePAGE - Lifetime Award of Excellence

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OVERVIEW

RECORD YEAR-TO-DATE VOLUME, A MIXED THIRD QUARTER AND BIG AVERAGE PRICE GAINS

RECORD YEAR-TO-DATE VOLUME OF $189,139,174

Up 23% from 2016's record. YTD units of 308, the second best ever, down 1% from 2016's 311. New listings of 492 down 12% from last year, with the sales/listings ratio of 63% up 7% .

THIRD-QUARTER VOLUME OF $55,846,855

Down 9% from 2016's record $61,505,287. Q3 units of 90 down 26% from 2016's 122. New listings of 161 down 14% from last year's 188, with the sales/listing ratio of 56% down 11%.

RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF $614,018

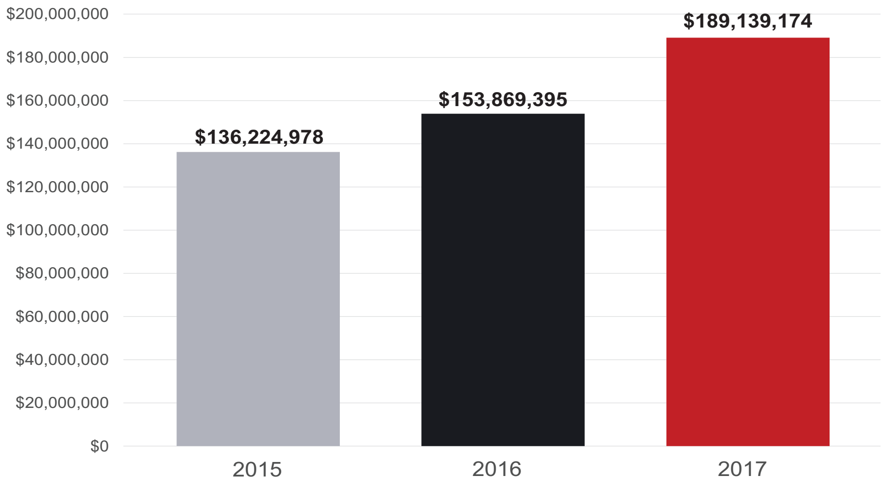
Up 24% from $494,757 of one year ago. The average days-on-market of 67 is down 18 days.

OVERVIEW (cont'd)

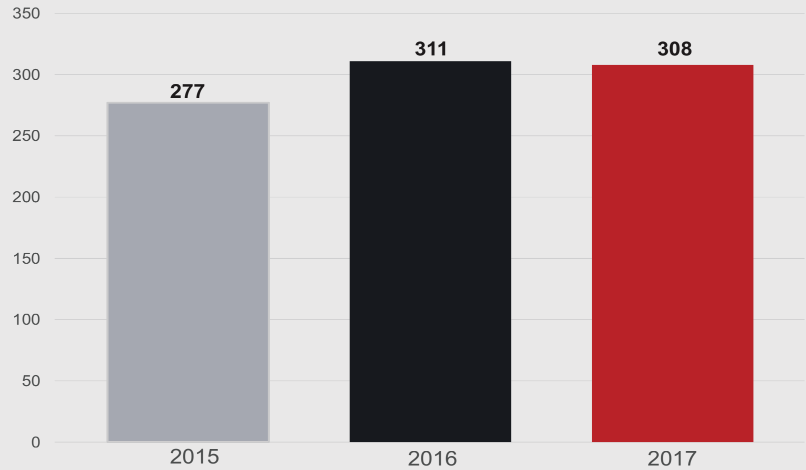
THE DEMAND FOR LISTINGS EXCEEDS THE SUPPLY

While Q3 volume and units were down from 2016's records, this was mainly due to a slow July. Sales have picked up again with a new September volume record, up 31% from 2016. That spike – along with Q3 new listings being down 14%, the YTD average days-on-market being down 18 days and the YTD average sale price up 24% – indicates that it's still a sellers' market.

Graph 1:
The Blue Mts. MLS® Sales
Jan.-Sept., 2015 vs. 2016 vs. 2017 (Volume)



Graph 2:
The Blue Mts. MLS® Sales
Jan.-Sept., 2015 vs. 2016 vs. 2017 (Units)



THE MARKET IN DETAIL

Table 1:
The Blue Mts. MLS® Sales And Listing Summary
Jan.-Sept., 2015 vs. 2016 vs. 2017

	2015	2016	2017	2016-2017
Year-to-Date (YTD) Volume Sales	$136,224,978	$153,869,395	$189,139,174	+23%
YTD Unit Sales	277	311	308	-1%
YTD New Listings	616	559	492	-12%
YTD Sales/Listings Ratio	45%	56%	63%	+7%
YTD Expired Listings	215	145	86	-41%
3rd Quarter (Q3) Volume Sales	$56,989,502	$61,505,287	$55,846,855	-9%
Q3 Unit Sales	122	122	90	-26%
Q3 New Listings	198	188	161	-14%
Q3 Sales/Listings Ratio	62%	65%	56%	-11%
Q3 Expired Listings	73	47	25	-47%
YTD Sales: Under $100K	1	1	0	-100%
YTD Sales : $100K - $299K	91	92	71	-23%
YTD Sales: $300K - $499K	84	106	89	-16%
YTD Sales: $500K - $799K	61	73	80	+10%
YTD Sales: $800K - $999K	21	19	25	+32%
YTD Sales: $1M - $1,999M	17	16	38	+138%
YTD Sales: $2M +	3	4	5	+25%
YTD Average Days-On-Market	109	85	67	-21%
YTD Average Sale Price	$491,787	$494,757	$614,018	+24%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

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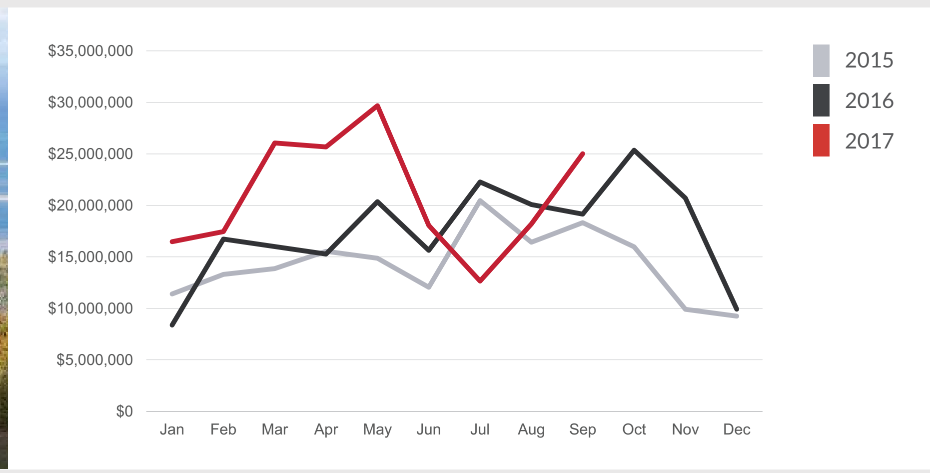
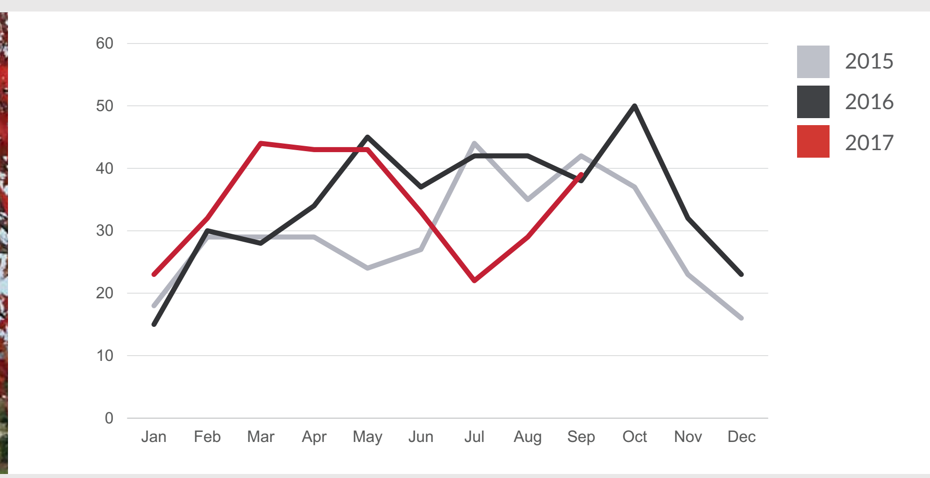
THE MARKET IN DETAIL (cont'd)

As Graph 3 shows, The Blue Mts. saw record September volume sales of $25,009,375, up 31% from 2016's prior record of $19,147,199. On the units side, Graph 4 shows that September's 39 sales were the second-best September ever, down 6% from 2015's record 42. Both August and September gave Q3 a big rebound from the steep June/July drop that was brought on by the slowing GTA market, the Bank of Canada's interest rate hike and burn-out from our region's super high-volume spring market.

Graph 3:
The Blue Mts. Monthly MLS® Sales
2015 vs. 2016 vs. 2017 (Volume)



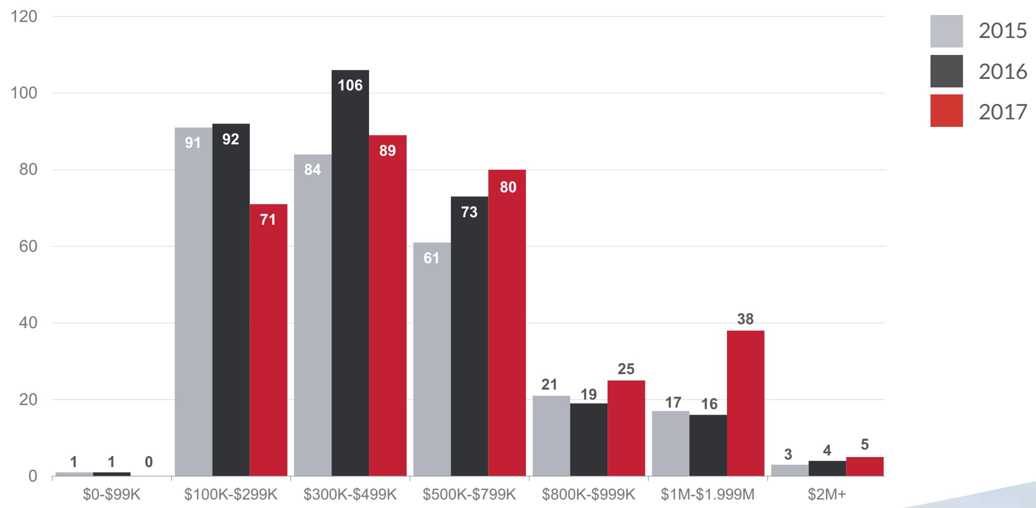
Graph 4:
The Blue Mts. Monthly MLS® Sales
2015 vs. 2016 vs. 2017 (Units)



THE MARKET IN DETAIL (cont'd)

As Graph 5 shows, 2017 unit sales are down 24% from 2016 in the high-volume $499K-and-under range, partly due to a 24% jump in the average sale price. That said, 2017 is up in every other price range. The entire $500K+ bracket is up 32% from last year, with the $500K-$799K, $800K-$999K, $1M-$1.999 and $2M+ ranges up 10%, 32%, 138% and 25% respectively.

Graph 5:
The Blue Mts. MLS® Sales By Price
Jan.-Sept., 2015 vs. 2016 vs. 2017 (Units)

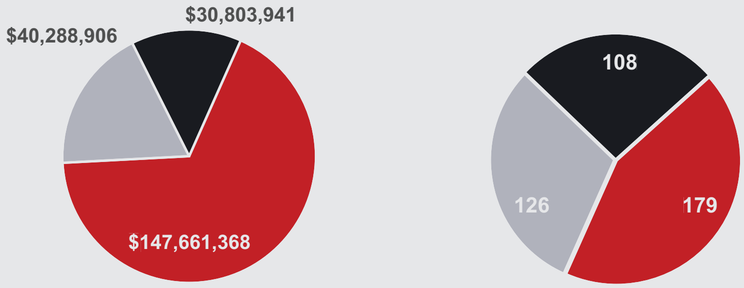


ROYAL LEPAGE | LOCATIONS NORTH BROKERAGE

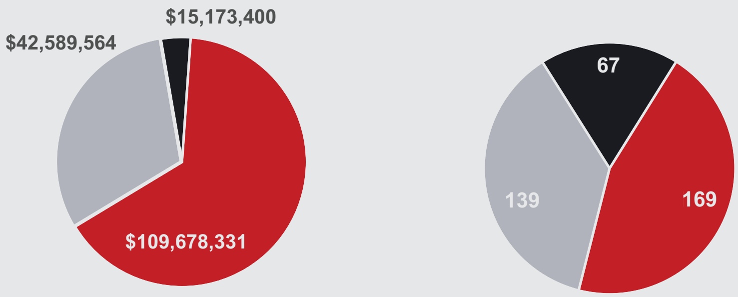
SALES BY PROPERTY TYPE

Graph 6:
The Blue Mts. MLS® Sales By Property Type
Jan.-Sept., 2015 vs. 2016 vs. 2017 (Dollars and Units)

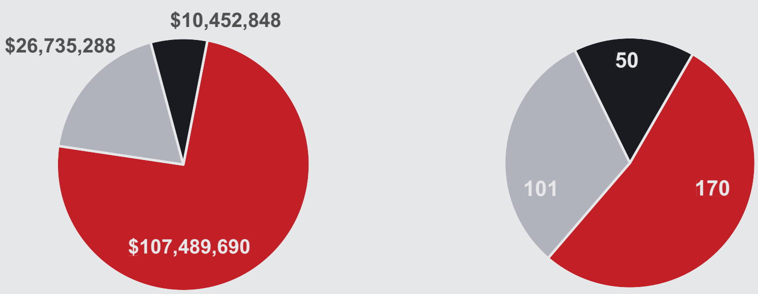
2017



2016



2015



■ Single Family ■ Condominium ■ Vacant Land

2017 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: $147,661,368
UP 35% from 2016

UNIT SALES: 179
UP 6% from 2016

AV. DAYS-ON-MARKET: 68
DOWN 5 days from 2016

AV. SALE PRICE: $824,924
UP 27% from 2016

CONDOMINIUMS

DOLLAR SALES: $40,288,906
DOWN 5% from 2016

UNIT SALES: 126
DOWN 9% from 2016

AV. DAYS-ON-MARKET: 67
DOWN 34 days from 2016

AV. SALE PRICE: $319,753
UP 4% from 2016

VACANT LAND

DOLLAR SALES: $30,803,941
UP 103% from 2016

UNIT SALES: 108
UP 61% from 2016

AV. DAYS-ON-MARKET: 292
DOWN 117 days from 2016

AV. SALE PRICE: $285,212
UP 26% from 2016

ROYAL LEPAGE LOCATIONS NORTH IN 2016

ANOTHER RECORD-BREAKING YEAR

WE BROKE OUR OWN GEORGIAN TRIANGLE RECORD FOR ANNUAL MLS SALES

With $215,294,663 – up 35% from 2015 and quadrupling our 2011 sales!

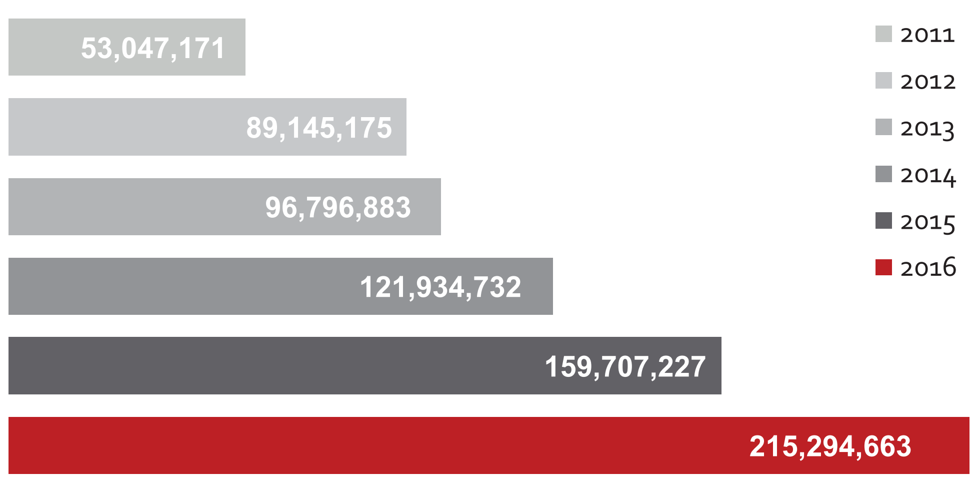
WE SOLD 61% MORE REAL ESTATE THAN OUR NEAREST COMPETITOR

WE WERE #1 IN COLLINGWOOD, THE BLUE MOUNTAINS AND MEAFORD

And jumped to #2 in Clearview and #3 in Wasaga Beach after opening offices in 2015.

AND AS OF SEPT. 30 WE'VE SOLD 102% MORE REAL ESTATE THAN OUR NEAREST COMPETITOR IN 2017!

Locations North Sales Volume, 2011 - 2016



2016 UNIT SALES

Collingwood

	UNITS*	PERCENTAGE
Royal LePage Locations North	**321**	23.5
Royal LePage Trinity	256	18.7
Re/Max Four Seasons	210	15.4
Century 21 Millenium	142	10.4
Non-SGBAR	121	8.9
Chestnut Park	90	6.6
Other	80	6.3
Clairwood	71	5.2
Re/Max Wasaga Beach	38	2.8
Sutton Group Incentive	22	1.6
Engel & Volkers	12	0.8
Sotheby's	3	0.2

The Blue Mountains

	UNITS*	PERCENTAGE
Royal LePage Locations North	**248**	26.7
Re/Max Four Seasons	110	13.3
Re/Max Blue Mtn.	84	10.1
Century 21 Millenium	83	10.0
Chestnut Park	79	9.5
Non-SGBAR	77	9.3
Royal LePage Trinity	59	7.1
Other	46	5.5
Clairwood	20	2.4
Re/Max Wasaga Beach	12	1.4
Sotheby's	12	1.4

Meaford

	UNITS*	PERCENTAGE
Royal LePage Locations North	**151**	31.6
Century 21 Millenium	56	11.7
Other	49	10.3
Re/Max Grey Bruce	44	9.2
Chestnut Park	36	7.5
Re/Max Four Seasons	34	7.1
Non-SGBAR	31	6.5
Royal LePage RCR	29	6.1
McIntee	17	3.6
Royal LePage Trinity	12	2.5
Sutton Group Sound	8	1.7
Clairwood	7	1.5
Re/Max Wasaga Beach	7	1.5
Sotheby's	4	0.8

Georgian Triangle Luxury Homes $800,000+

	UNITS*	PERCENTAGE
Royal LePage Locations North	**68**	27.9
Chestnut Park	38	15.6
Non-SGBAR	31	12.7
Re/Max Four Seasons	26	10.7
Other	22	9.0
Century 21 Millenium	14	5.7
Clairwood	14	5.7
Royal LePage Trinity	9	3.7
Sotheby's	8	3.2
Engel & Volkers	7	2.9
Re/Max Wasaga Beach	7	2.9

** 'Units' refers to the combined number of Listing and Selling Sides*

ROYAL LEPAGE | LOCATIONS NORTH BROKERAGE

BROKERAGE OF THE YEAR 2016 A. E. LePage AWARD ONTARIO

WE GIVE YOU OPTIONS

AT LOCATIONS NORTH, WE DO EVERYTHING WE CAN TO PUT YOU FIRST

– and that includes respecting your privacy. If we can ever be of help with your real estate needs, please let us know.

COLLINGWOOD OFFICE
705-445-5520
330 First St., Collingwood ON

THE BLUE MOUNTAINS OFFICE
519-599-2136
27 Arthur St., Thornbury ON

MEAFORD OFFICE
519-538-5755
96 Sykes St., Meaford, ON

WASAGA BEACH OFFICE
705-617-9969
1288 Mosley St., Unit 7 Wasaga Beach, ON

CLEARVIEW OFFICE
705-881-9005
143 Mill St., Creemore, ON