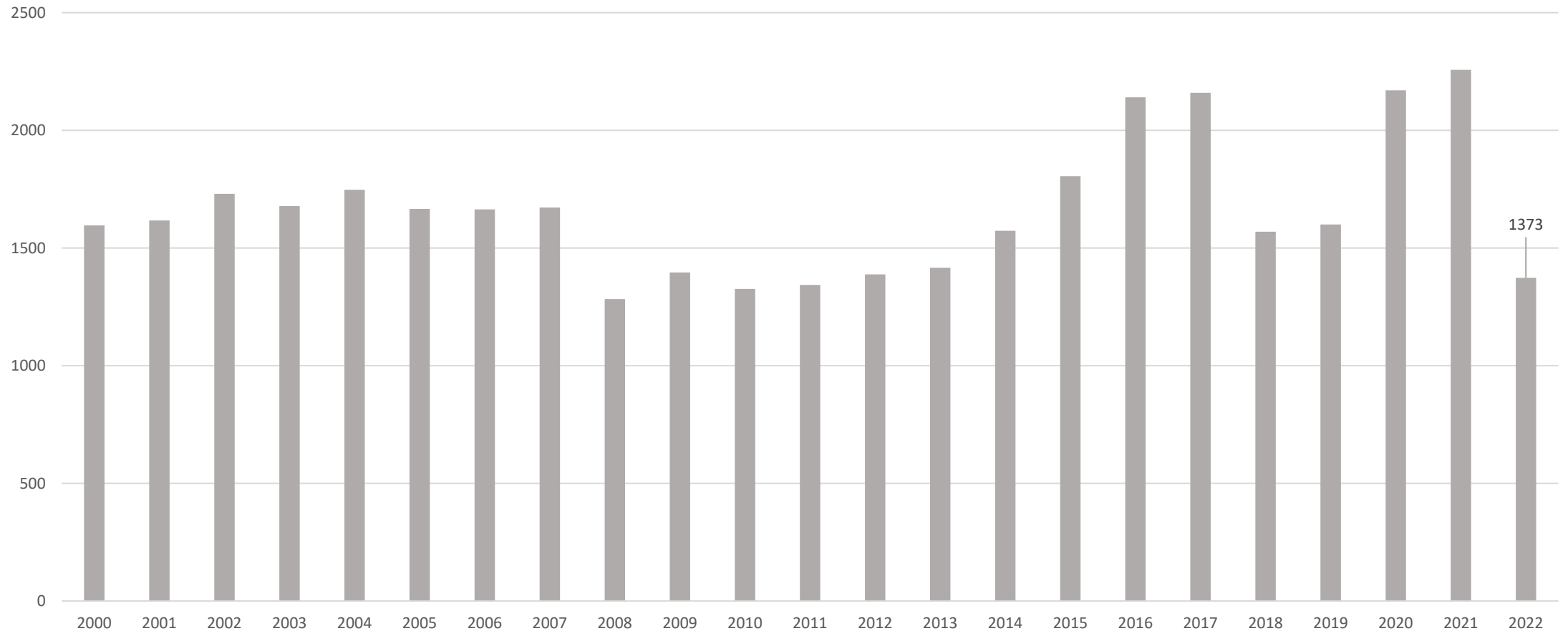


# **YEAR END 2022**

# MUSKOKA

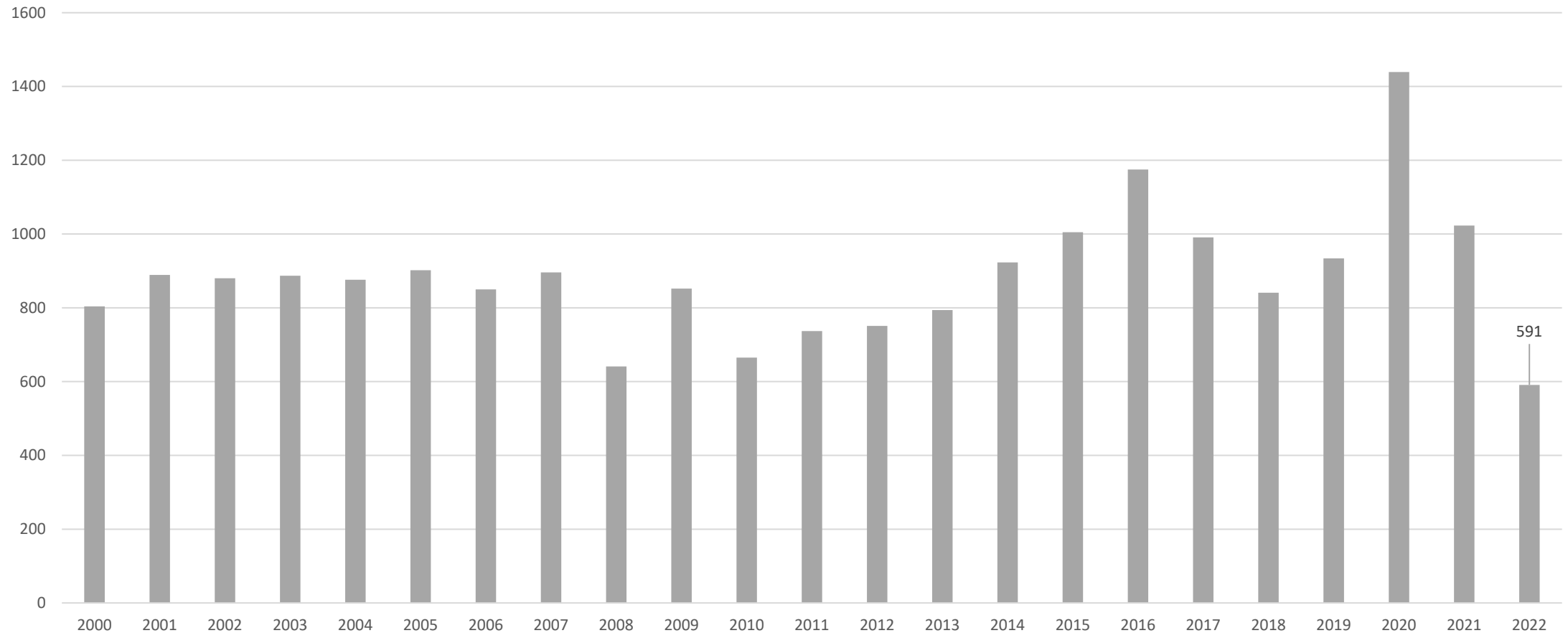
UNIT SALES – ALL TYPES. YEAR ENDING DECEMBER 31, 2022.



*The Standard of Excellence*

# MUSKOKA

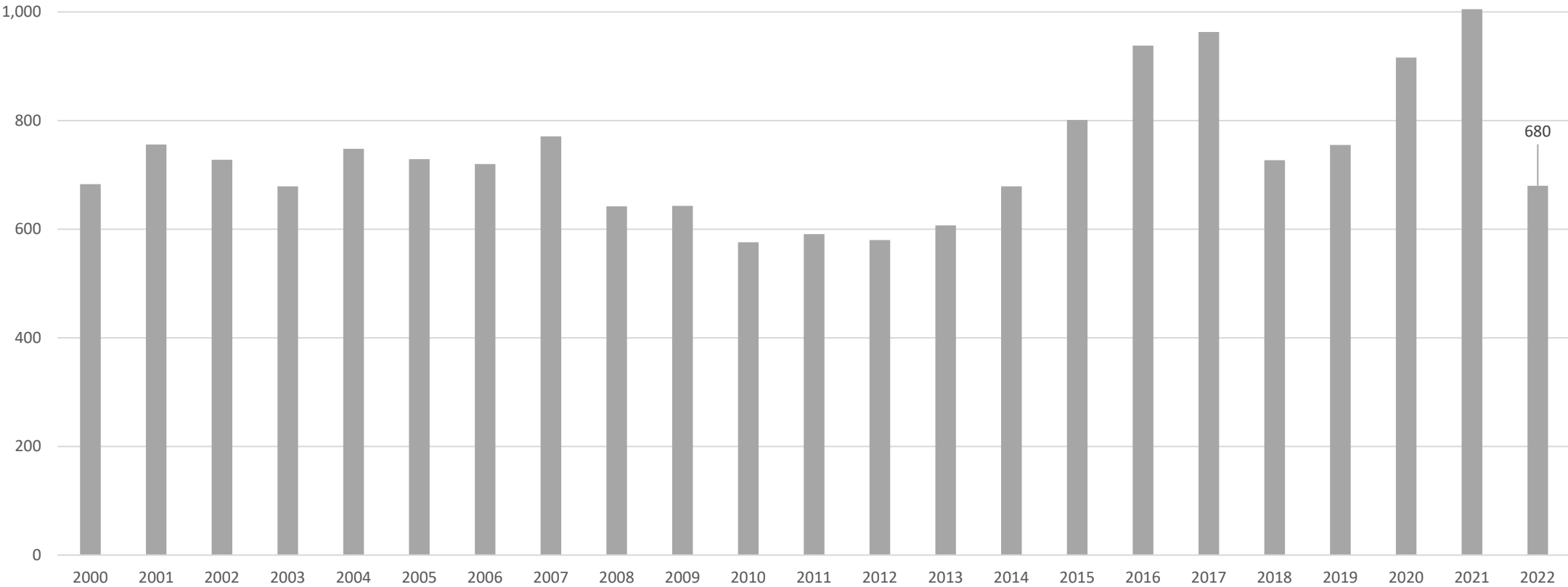
UNIT SALES – ALL TYPES, JULY 1 TO DECEMBER 31 (LAST 6 MONTHS).



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# MUSKOKA RESIDENTIAL

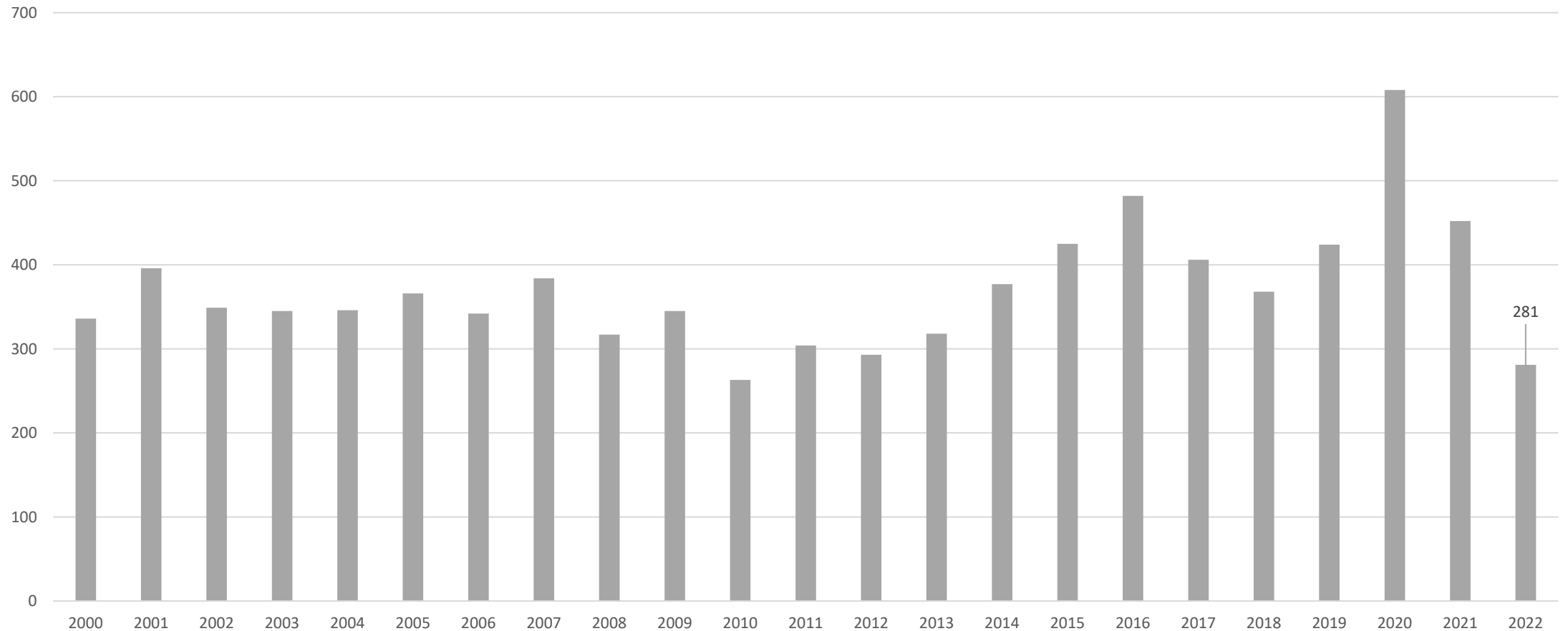
UNIT SALES. YEAR ENDING DECEMBER 31



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# MUSKOKA RESIDENTIAL

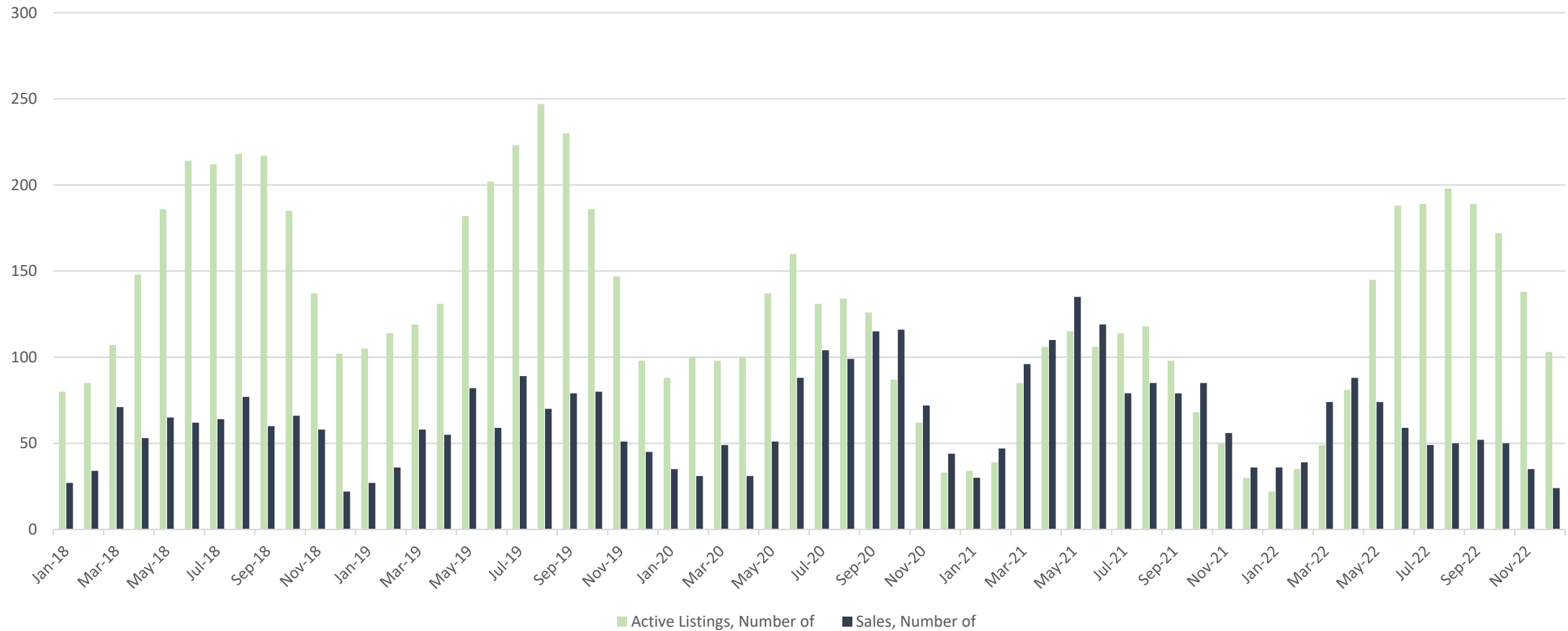
UNIT SALES. JULY 1 TO DECEMBER 31 (LAST 6 MONTHS)



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# MUSKOKA RESIDENTIAL

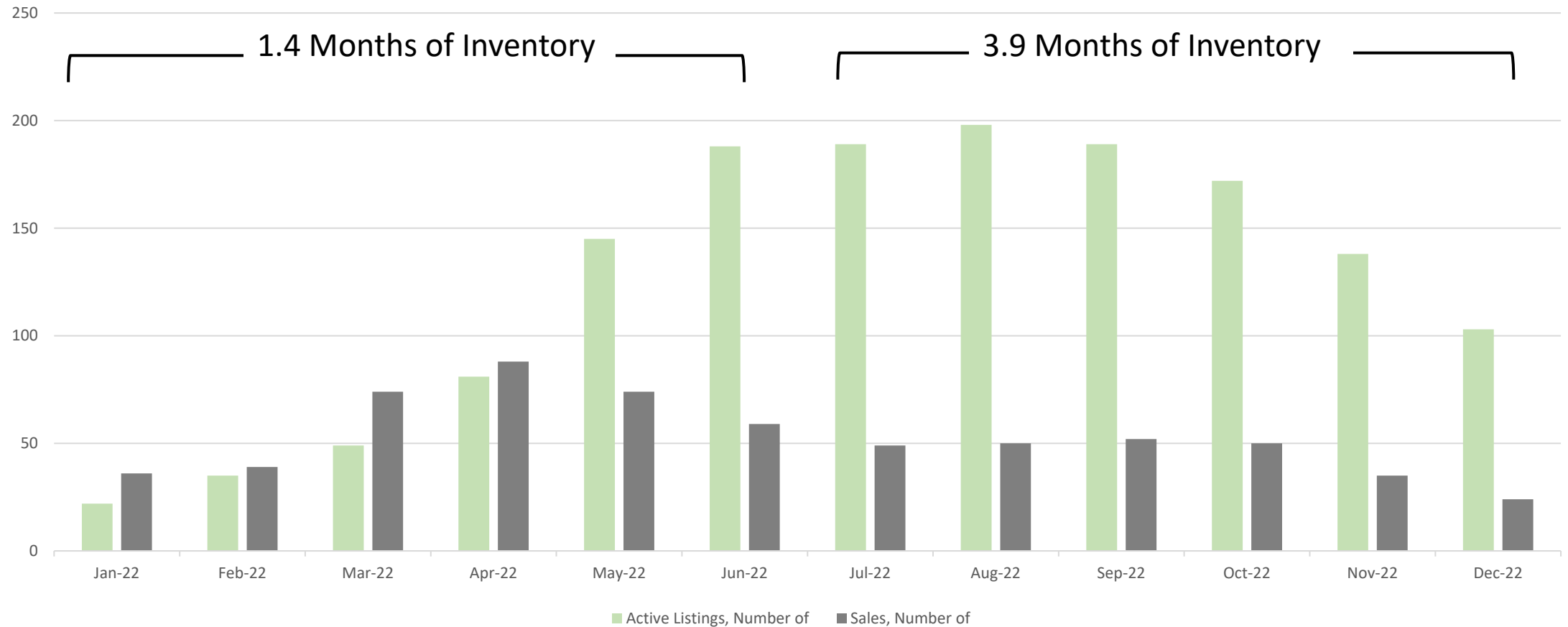
## MONTHLY ACTIVE LISTINGS AND SALES



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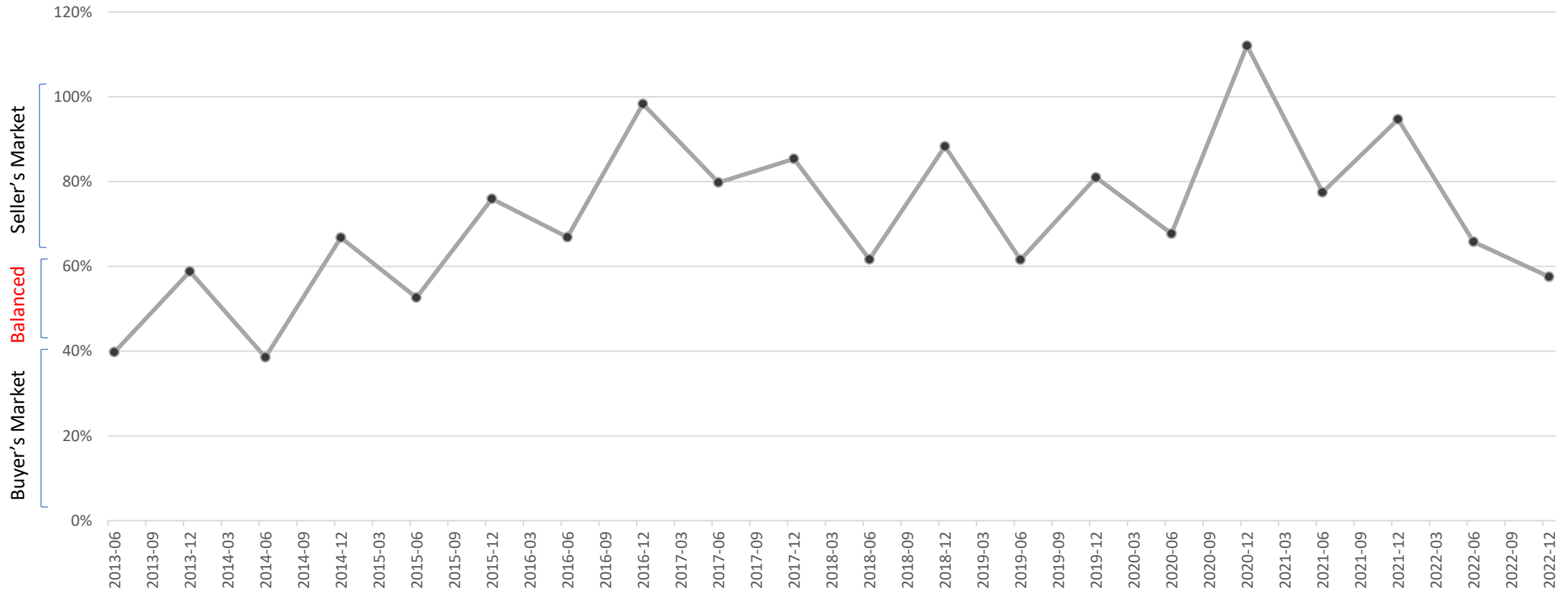
# MUSKOKA RESIDENTIAL

## MONTHLY ACTIVE LISTINGS AND SALES 2022



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# MUSKOKA RESIDENTIAL SALES TO NEW LISTING RATIO

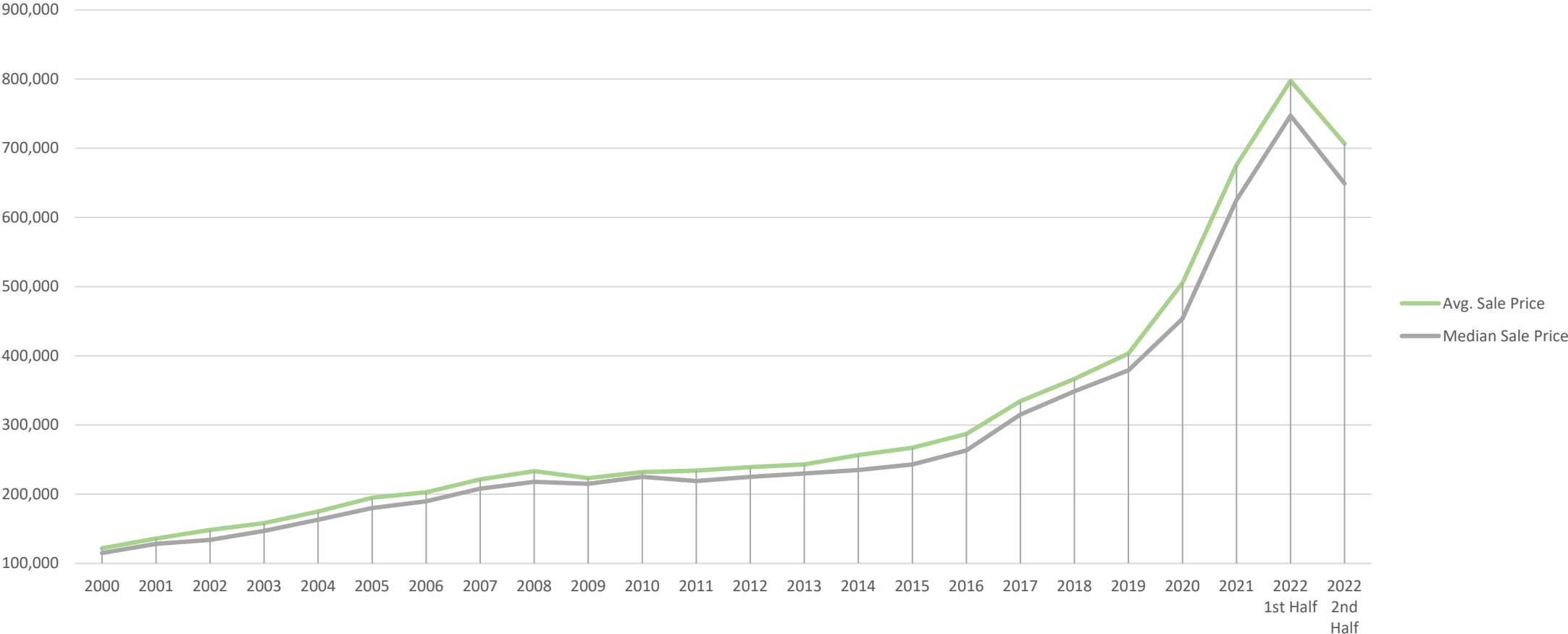


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# MUSKOKA RESIDENTIAL

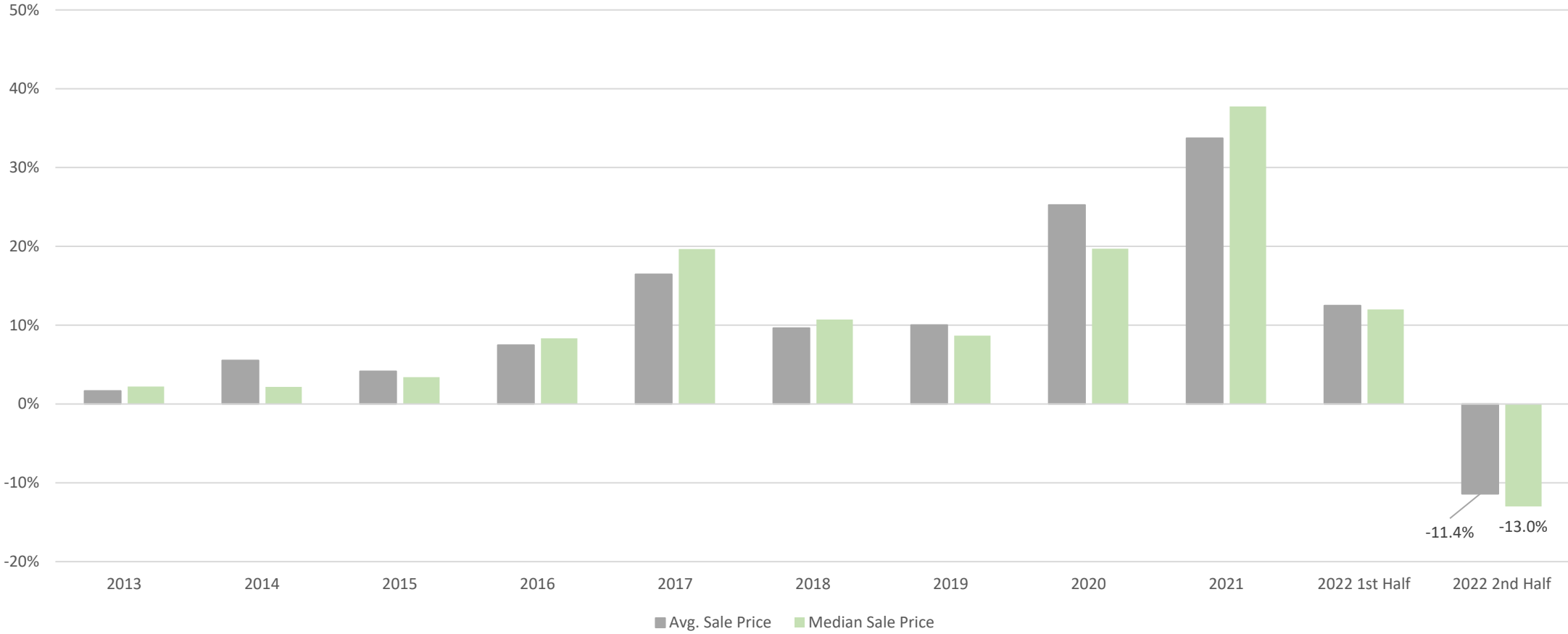
## AVERAGE AND MEDIAN PRICE. YEAR ENDING DEC 31.



*The Standard of Excellence*

# MUSKOKA RESIDENTIAL

## YR/YR % CHANGE MEDIAN AND AVERAGE



*The Standard of Excellence*

# RESIDENTIAL

		2018	2019	2020	2021	1st half 2022	2nd half 2022
Bracebridge	Average Price	375,041	404,420	484,062	650,197	797,865	669,360
	YR/YR Avg. Price Change		7.8%	19.7%	34.3%	19.1%	-16.1%
	Median Price	355,001	390,000	452,000	620,000	761,500	616,750
	YR/YR Med. Price Change		9.9%	15.9%	37.2%	21.8%	-19.0%
	Unit Sales	221	193	206	266	134	82
	% Sale Price to List Price	99.14%	98.73%	101.05%	107.34%	111.91%	96.38%
Gravenhurst	Average Price	340,015	392,836	479,169	639,917	740,852	697,958
	YR/YR Avg. Price Change		15.5%	22.0%	33.5%	13.8%	-5.8%
	Median Price	320,000	370,000	430,000	576,500	680,000	642,000
	YR/YR Med. Price Change		15.6%	16.2%	34.1%	14.3%	-5.6%
	Unit Sales	146	133	203	194	74	57
	% Sale Price to List Price	97.45%	98.45%	98.90%	106.32%	107.97%	96.66%

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# RESIDENTIAL

		2018	2019	2020	2021	1st half 2022	2 <sup>nd</sup> half 2022
Huntsville	Average Price	382,126	406,905	525,195	690,166	783,949	711,650
	YR/YR Avg. Price Change		6.5%	29.1%	31.4%	14.0%	-9.2%
	Median Price	360,698	380,000	480,000	641,000	737,500	650,000
	YR/YR Med. Price Change		5.4%	26.3%	33.5%	17.2%	-11.9%
	Unit Sales	292	349	407	407	144	112
	% Sale Price to List Price	98.66%	98.08%	99.73%	104.42%	107.29%	96.79%
Almaguin	Average Price	227,666	258,043	325,694	456,426	557,817	462,665
	YR/YR Avg. Price Change		13.3%	26.2%	40.1%	17.0%	-17.1%
	Median Price	210,000	245,000	290,000	409,000	525,000	435,000
	YR/YR Med. Price Change		16.7%	18.4%	41.0%	28.0%	-17.1%
	Unit Sales	240	209	269	379	159	139
	% Sale Price to List Price	95.31%	96.00%	98.90%	105.60%	110.48%	96.52%

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# INDEX METHOD TO PRICING

## ENTRY LEVEL HOMES 2019

Address	City	# Beds Tot	# Baths To	Above Gra	Below Gra	Sold Price	Close Date
34 EARLS Road	Huntsville	(2+0)	(1+0)	621	621	\$200,000	04/04/2019
62 WEST Road	Huntsville	(2+0)	(1+0)	750	0	\$206,000	04/01/2019
217 FRASERBURG Rd	Bracebridge	(4+0)	(2+0)	1,776	612	\$210,000	04/18/2019
119 BRUNEL Road	Huntsville	(3+0)	(2+0)	1,200	0	\$215,000	06/14/2019
18 WILMOTT Street	Huntsville	(2+0)	(1+0)	954	639	\$218,000	12/13/2019
64 EARLS Road	Huntsville	(3+0)	(1+0)	1,200	900	\$220,000	06/28/2019
30 ONTARIO Street	Bracebridge	(1+0)	(1+0)	1,238	475	\$220,000	05/24/2019
155 FARQUHAR Stre	Gravenhurst	(3+0)	(1+0)	1,231	786	\$225,000	01/08/2020
375 BROWN Street	Gravenhurst	(2+0)	(1+0)	1,034	240	\$225,000	11/29/2019
240 MUSKOKA BEAC	Gravenhurst	(3+0)	(1+0)	1,055	661	\$225,000	01/13/2020
						<b>216400</b>	

Entry-level properties saw the largest percentage increase in pricing during covid. Sales in the last half of 2022 suggest that the price floor on these types of properties will remain close to their peak pricing levels.

# INDEX METHOD TO PRICING

## ENTRY LEVEL HOMES 2021

Address	City	# Beds Tot	# Baths To	Above Gra	Below Gra	Sold Price	Close Date
30 GEORG	Huntsville	(2+0)	(1+0)	880		\$227,000	04/30/202
630 FIRST	Gravenhur	(1+0)	(1+0)	700		\$275,000	04/15/202
51 WEST S	Huntsville	(3+0)	(1+0)	1,250		\$292,500	12/02/202
580 MUSC	Gravenhur	(3+0)	(1+0)	1,300		\$299,900	01/04/202
8 WALTER	Huntsville	(2+0)	(1+0)	1,000		\$310,000	11/30/202
915 MUSK	Gravenhur	(2+0)	(1+0)	920	0	\$310,000	05/21/202
69 WEST R	Huntsville	(3+0)	(0+1)	987		\$320,000	03/31/202
16 GEORG	Huntsville	(4+0)	(1+0)	1,250		\$326,900	06/25/202
44 EDWAR	Bracebridg	(2+1)	(2+0)	955	883	\$335,000	06/01/202
6 CORA Str	Huntsville	(2+0)	(2+0)	700		\$338,000	07/29/202
						<b>303430</b>	

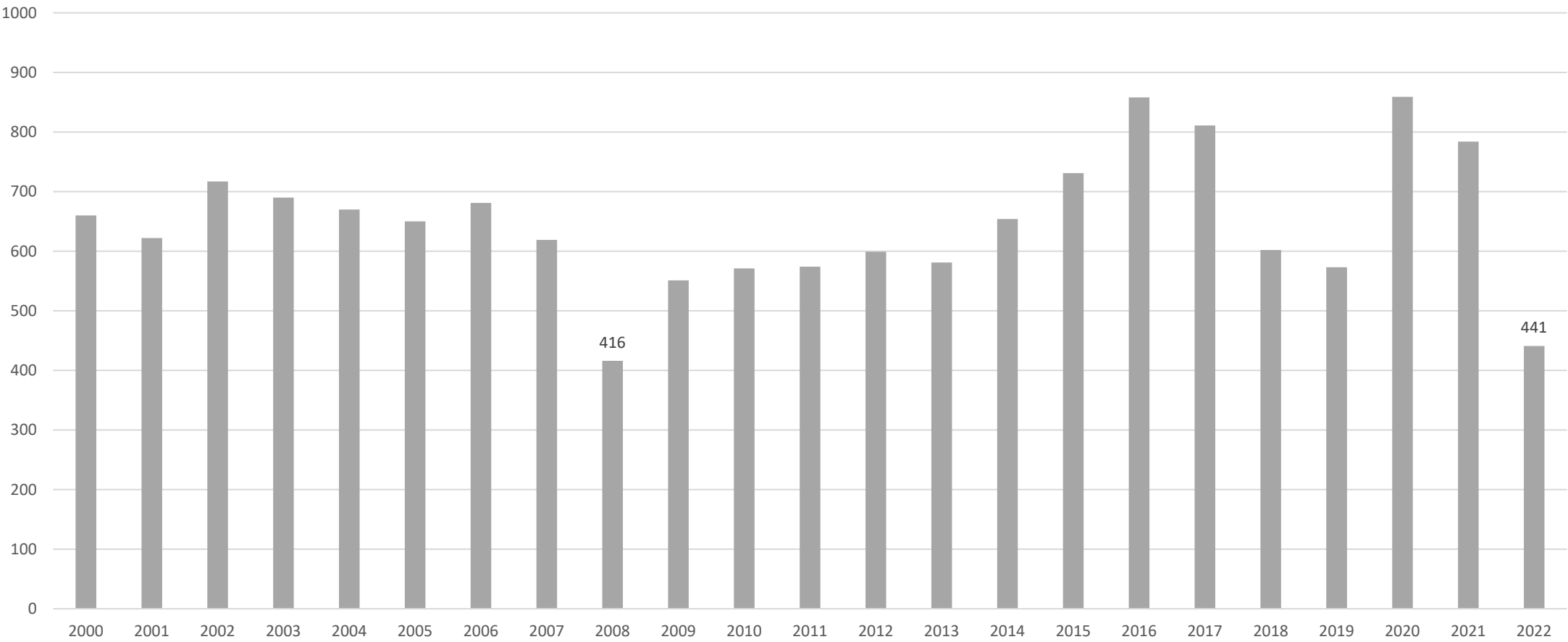
# INDEX METHOD TO PRICING

## ENTRY LEVEL HOMES 2022

Address	City	# Beds Tot	# Baths To	Above Gra	Below Gra	Sold Price	Close Date
34 EARLS F	Huntsville	(2+0)	(1+0)	621		\$330,000	12/01/202
193 WOOD	Bracebridg	(3+0)	(1+0)	999		\$333,000	06/30/202
31 YORK S	Bracebridg	(2+0)	(2+0)	658	410	\$343,000	09/09/202
7 DUFFERI	Huntsville	(3+0)	(1+0)	700	0	\$370,000	06/15/202
335 LORNI	Gravenhur	(3+0)	(1+0)	898		\$375,000	09/25/202
246 MUSK	Gravenhur	(2+0)	(1+0)	595	450	\$380,000	09/29/202
47 ELLIOT	Huntsville	(2+0)	(1+0)	764		\$415,000	08/31/202
214 TAYLC	Bracebridg	(3+0)	(2+2)	1,510	658	\$430,000	10/13/202
97 CHAFFE	Huntsville	(3+0)	(1+0)	1,200	0	\$430,000	02/23/202
120 WELLI	Bracebridg	(3+0)	(1+0)	990		\$430,889	09/09/202
						<b>383688.9</b>	

# MUSKOKA WATERFRONT

UNIT SALES. YEAR ENDING DECEMBER 31

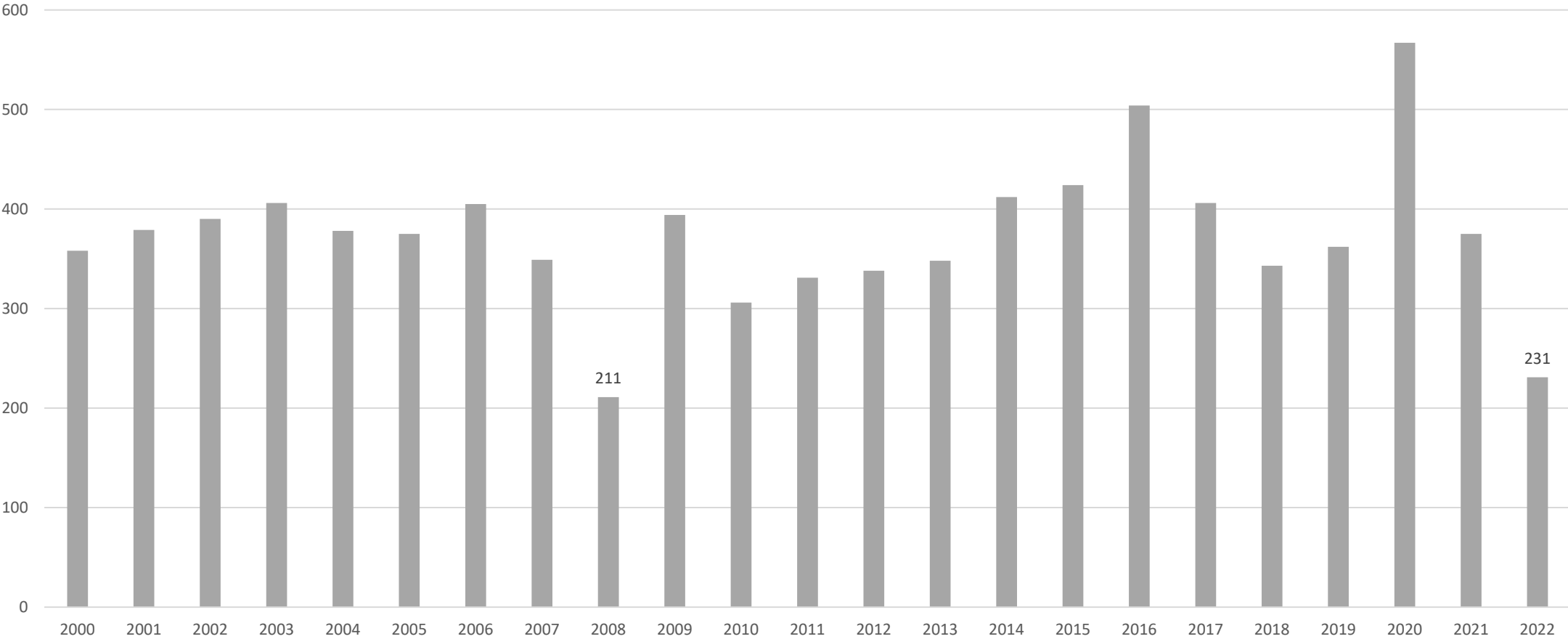


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# MUSKOKA WATERFRONT

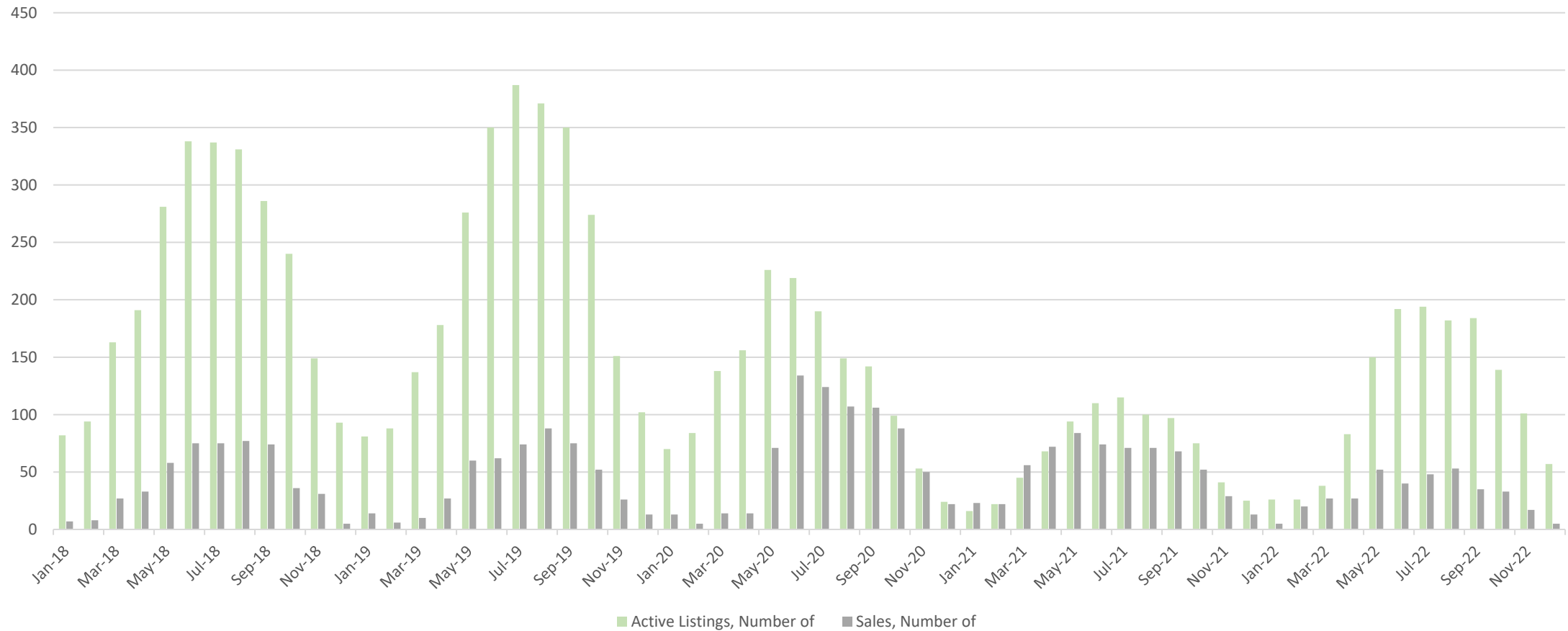
## UNIT SALES. JULY 1 TO DECEMBER 31.



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# MUSKOKA WATERFRONT

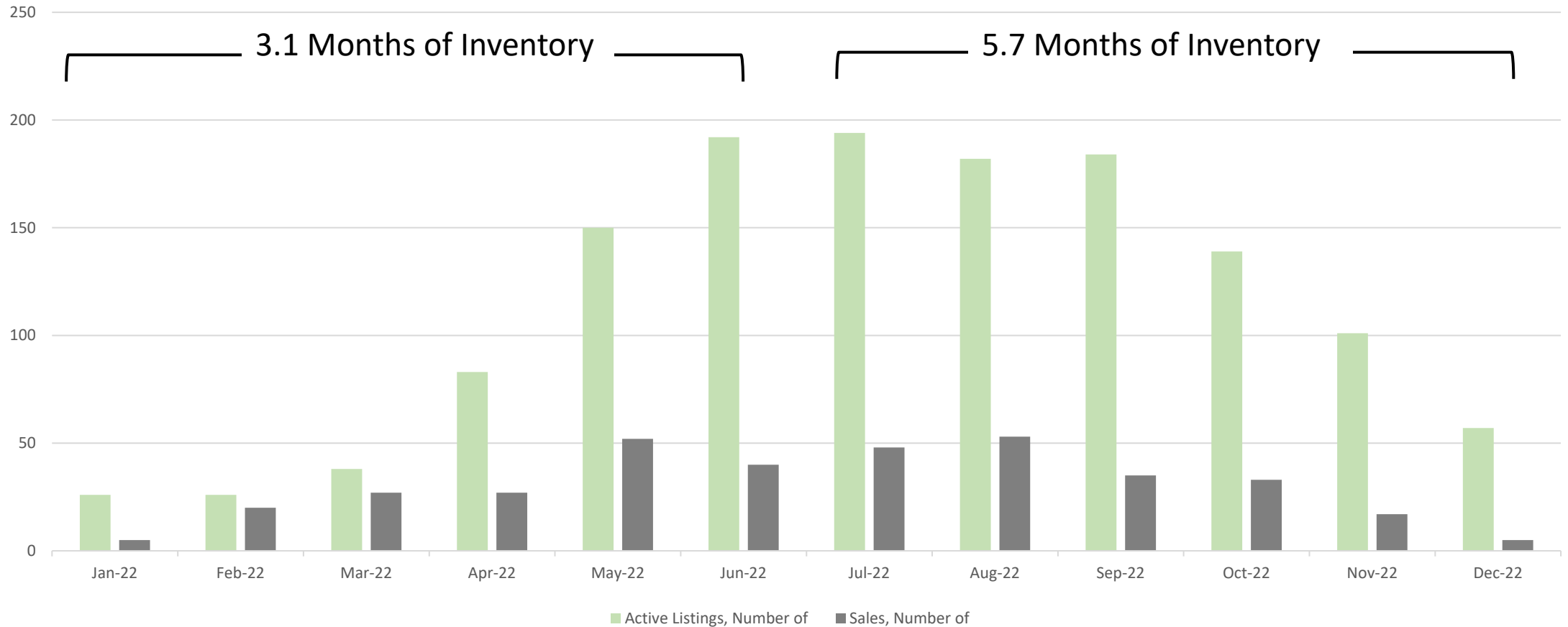
## MONTHLY ACTIVE LISTINGS AND SALES



*The Standard of Excellence*

# MUSKOKA WATERFRONT

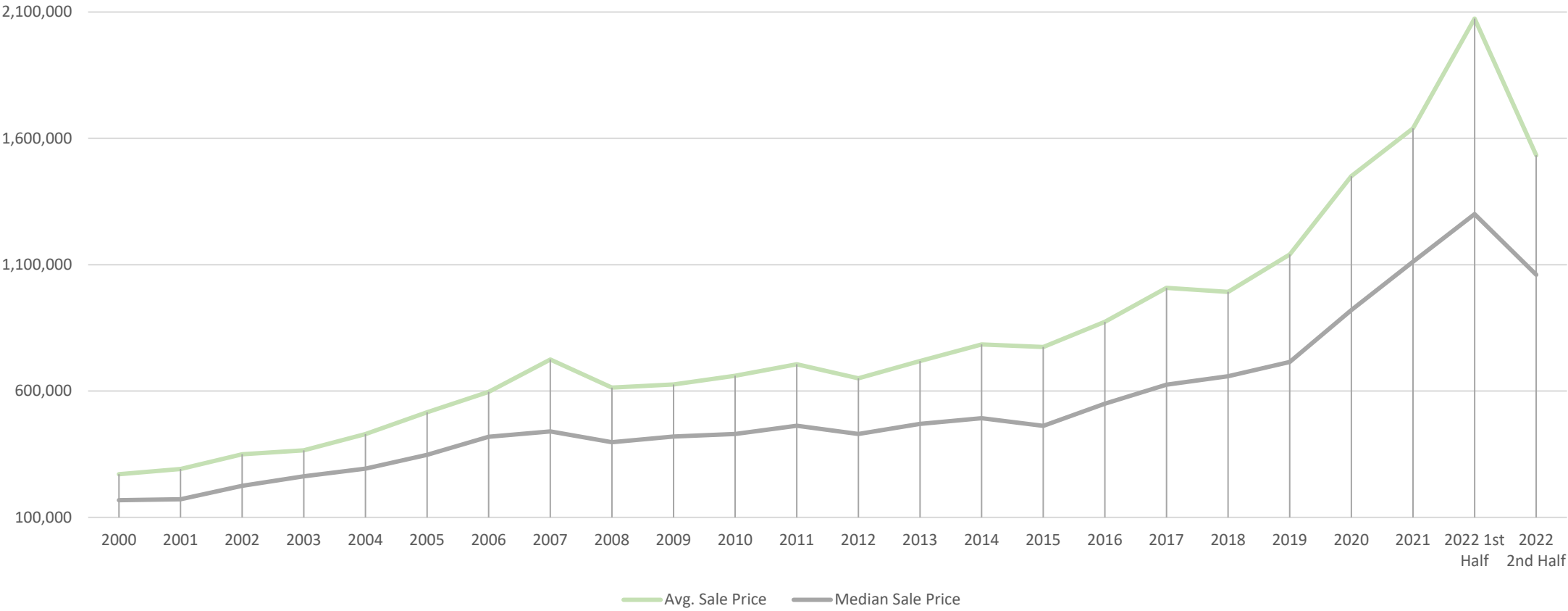
## MONTHLY ACTIVE LISTINGS AND SALES 2022



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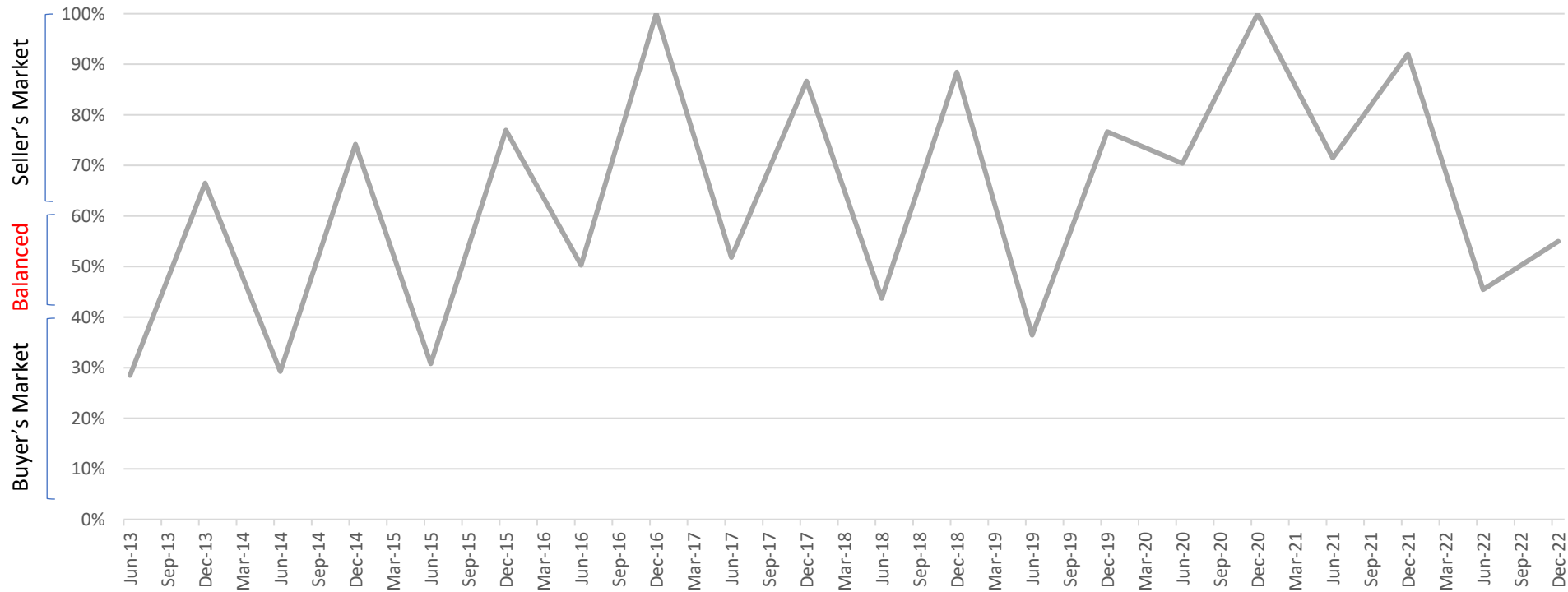
# MUSKOKA WATERFRONT

AVERAGE AND MEDIAN PRICE. YEAR ENDING DEC 31.



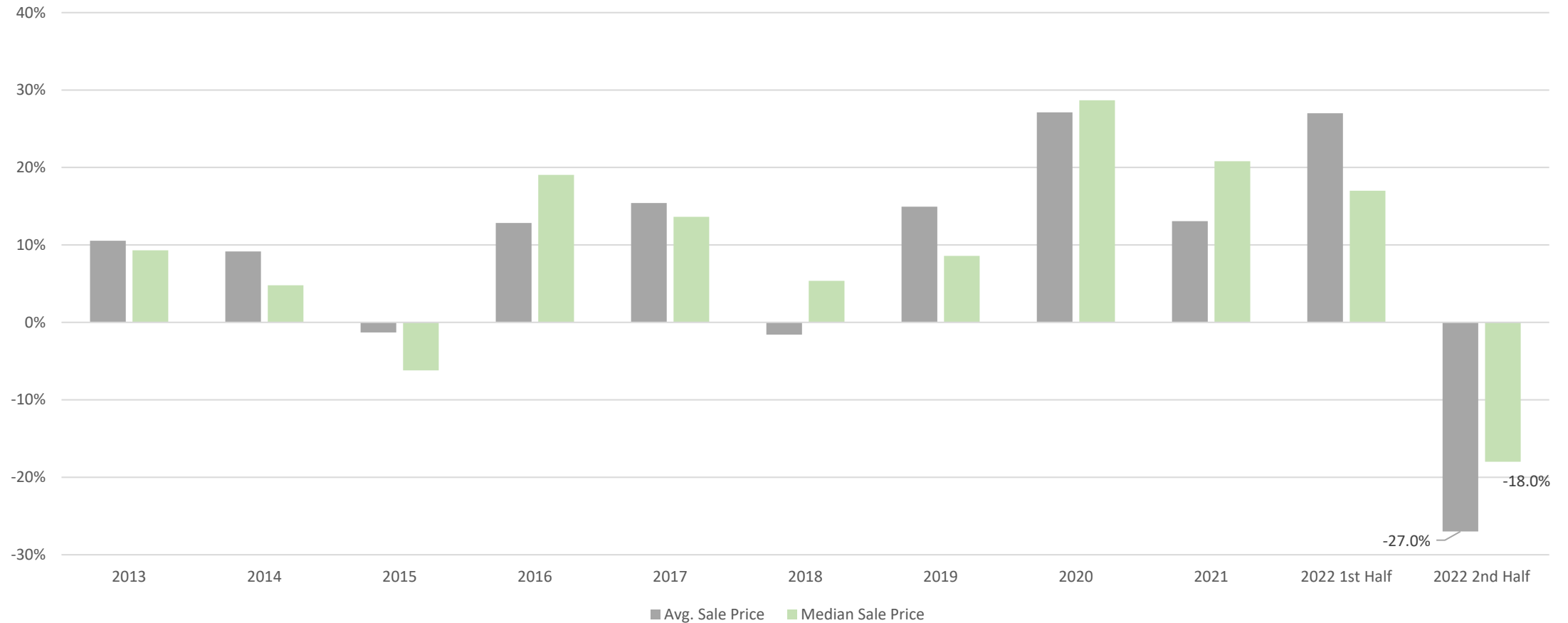
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# MUSKOKA WATERFRONT SALES TO NEW LISTING RATIO



# MUSKOKA WATERFRONT

## YR/YR % CHANGE MEDIAN AND AVERAGE



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# WATERFRONT

		2018	2019	2020	2021	1st half 2022	2nd half 2022
Almaguin	Average Price	366,706	417,502	485,746	707,389	867,854	765,992
	YR/YR Avg. Price Change		13.9%	16.3%	45.6%	23%	-12%
	Median Price	335,000	377,500	432,500	641,000	820,000	672,500
	YR/YR Med. Price Change		12.7%	14.6%	48.2%	28%	-18%
	Unit Sales	193	178	293	283	111	82
	% Sale Price to List Price	94.94%	94.92%	97.28%	103.94%	104.09%	96.37%
Huntsville/LOB	Average Price	735,518	827,866	1,064,297	1,255,143	1,519,674	1,154,266
	YR/YR Avg. Price Change		13%	29%	18%	21%	-24%
	Median Price	589,500	675,000	830,000	1,030,000	1,301,000	927,500
	YR/YR Med. Price Change		15%	23%	24%	26%	-29%
	Unit Sales	217	190	281	277	64	76
	% Sale Price to List Price	96.21%	96.24%	98.19%	106.79%	102.80%	93.00%

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# WATERFRONT

		2018	2019	2020	2021	1st half 2022	2nd half 2022
South Muskoka*	Average Price	525,424	590,071	739,065	1,008,330	1,200,109	1,076,711
	YR/YR Avg. Price Change		12.3%	25.3%	36.4%	19%	-10%
	Median Price	469,500	508,050	650,000	867,000	1,067,000	849,500
	YR/YR Med. Price Change		8.2%	27.9%	33.4%	23%	-20%
	Unit Sales	202	196	299	300	91	88
	% Sale Price to List Price	96.55%	96.70%	100.60%	108.93%	104.95%	96.33%
Rosseau, Joseph, Muskoka	Average Price	1,819,175	2,043,287	2,603,074	3,068,581	4,165,057	2,561,668
	YR/YR Avg. Price Change		12.3%	27.4%	17.9%	36%	-38%
	Median Price	1,320,001	1,425,500	1,940,000	2,249,000	3,150,000	1,790,000
	YR/YR Med. Price Change		8.0%	36.1%	15.9%	40%	-43.2%
	Unit Sales	182	186	279	207	55	67
	% Sale Price to List Price	95.87%	95.14%	97.42%	104.70%	97.79%	96.95%

\*Not including Lakes Rosseau, Joseph and Muskoka

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# ROSSEAU, JOSEPH, MUSKOKA

## SALES BY PRICE RANGE

	2017	2018	2019	2020	2021	1 <sup>st</sup> Half 2022	2 <sup>nd</sup> Half 2022
<1M	83	61	59	61	20	1	9
1M-2M	87	64	63	81	72	14	28
2M-3M	28	24	29	54	46	10	10
3M-4M	19	20	15	33	25	8	10
4M-5M	16	3	6	16	15	6	2
5M-8M	10	8	10	27	15	11	6
8M-9M	2		1	1	6	2	1
10M-20M		1	2	5	7	3	1
9M-10M	2		1		1		
	247	181	186	278	207	55	67

In the last half of 2022, the entry price points saw a significant increase in activity. Conversely, the top end of the market saw a 50% drop in sales = 38% drop in average price.

# INDEX METHOD TO PRICING ENTRY LEVEL COTTAGES 2019

Address	City	Lake	# Beds	# Baths	Above Grade	Below Grade	Sold Price	Close Date
1047 Eckford Rd	Bala	Nine Mile	3+0	1+0	667	0	325000	9/25/2019
273 Longs Lake Rd	Huntsville	Longs	3+0	1+0	840	0	330000	8/20/2019
1121 Stone Gate Lane	Bracebridge	Prospect	3+0	0	530	0	335000	7/30/2019
1125 Carlo Enterprise Rd	Utterson	Three Mile	2+0	1+0	960	0	340000	5/07/2019
1066 West Black Lake Rd	Torrance	Blace	3+0	1+0	777	0	348900	6/14/2019
1213 Peter Rd	Bracebridge	Healey	3+0	1+0	865	0	350000	10/10/2019
1400 Echo Lake Road	Baysville	Echo	5+0	1+1	1800	0	355000	9/12/2019
1038 Lawson Road	Baysville	Echo	3+0	2+0	2224	740	355000	10/08/2019
1025 Spring Lake Road	Bracebridge	Spring	3+0	1+0	928	0	360000	7/23/2019
3-1082 Cowan Park Road	Utterson	Three Mile	3+0	1+0	590	0	360000	9/06/2019
							<b>345890</b>	

# INDEX METHOD TO PRICING ENTRY LEVEL COTTAGES 2021

Address	City	Lake	# Beds	# Baths	Above Grade	Below Grade	Sold Price	Close Date
1062 Mahoney Lane	Bracebridge	Prospect	3+0	1+1	1090	0	500000	10/06/2021
3516 Muskoka Rd 117	Baysville	Grandview	2+0	2+0	1010	175	537597	9/17/2021
1326 Windermere Road	Utterson	Three Mil	3+0	1+0	935	0	550000	12/17/2021
1464 Northshore Road	Utterson	Three Mil	2+0	1+0	840	0	570000	9/30/2021
1052 Hammonds Road	Baysville	Echo	3+0	1+0	1160	0	640000	10/20/2021
1192 N. Kahshe Laken Rd	Kilworthy	Kahshe	3+0	1+0	753	0	651000	12/07/2021
1806 Windermere Road	Utterson	Three Mil	3+0	1+0	894	0	652000	11/01/2021
273 Longs Lake Road	Huntsville	Longs	3+0	1+0	840	0	660000	8/19/2021
1061 Lakeshore Dr N	Bracebridge	Leech	2+0	1+0	643	0	671061	4/30/2021
1034 Hammond Road	Baysville	Echo	2+0	1+0	930	0	681000	6/03/2021
							611265.8	

# INDEX METHOD TO PRICING ENTRY LEVEL COTTAGES 2022

Address	City	Lake	# Beds	# Baths	Above Grade	Below Grade	Sold Price	Close Date
1103-7 West Camp Lake Road	Baysville	Tasso	1+0	1+0	864	0	468900	11/15/2022
1002 Parry Sound Road	Utterson	Nutt	3+0	1+0	640	0	469900	7/20/2022
190 Mainhood Road	Utterson	Mainhood	1+0	1+0	700	0	635000	12/05/2022
1101 S Camp Lake Road	Huntsville	Camp	2+0	1+0	720	0	647500	9/21/2022
1018 James Point Road	Baysville	Ril	3+0	1+0	1308	0	650000	08-01-2022
1046 Long Line Lake Road	Dorset	Longline	2+0	1+0	670	0	670000	9/28/2022
1101 Conservation Road	Gravenhurst	Doe	2+0	1+0	558	337	700000	8/25/2022
1055 Rainbow Lane	Bracebridge	McKay	3+0	1+1	920	0	700000	6/14/2022
1099 Road 1200 Unit 2	Gravenhurst	Sparrow	5+0	2+1	1859	0	710023	9/16/2022
1005 MacArthur Pont Road	Baysville	Ril	1+0	1+0	1000	0	720000	8/30/2022
							637132.3	

# NUMBER OF BEDROOMS

## WHEN TAKING A LISTING

- Building Code of Ontario defines a bedroom by having a door and window and minimum size – approx. 70 square feet
- Closets are not required
- However, issues can occur when the Septic Use Permit does not match up with the number of bedrooms represented on the listing
- In these cases, the buyers have little recourse due to clause 26 in Agreement – “only what’s in this offer counts” unless a warranty was included
- When listing, a good practice is to obtain the septic use and either declare in the offer that the buyer accepts the discrepancy without contesting... or just advertise the number of bedrooms to match up with septic use

# **PROHIBITION ON THE PURCHASE OF RESIDENTIAL REAL ESTATE BY A NON-CANADIAN**

- Effective January 1, 2023
- Two Years
- Exemptions such as workers who have worked and filed taxes for three out of four years etc. Buildings containing more than three units.
- Only applies to regions that fall under census metropolitan area and census agglomeration
- Muskoka does not fall under this list but areas such as Orillia, Kawartha Lakes, and Midland do.
- The speculation tax of 25% is still in place across Ontario.