

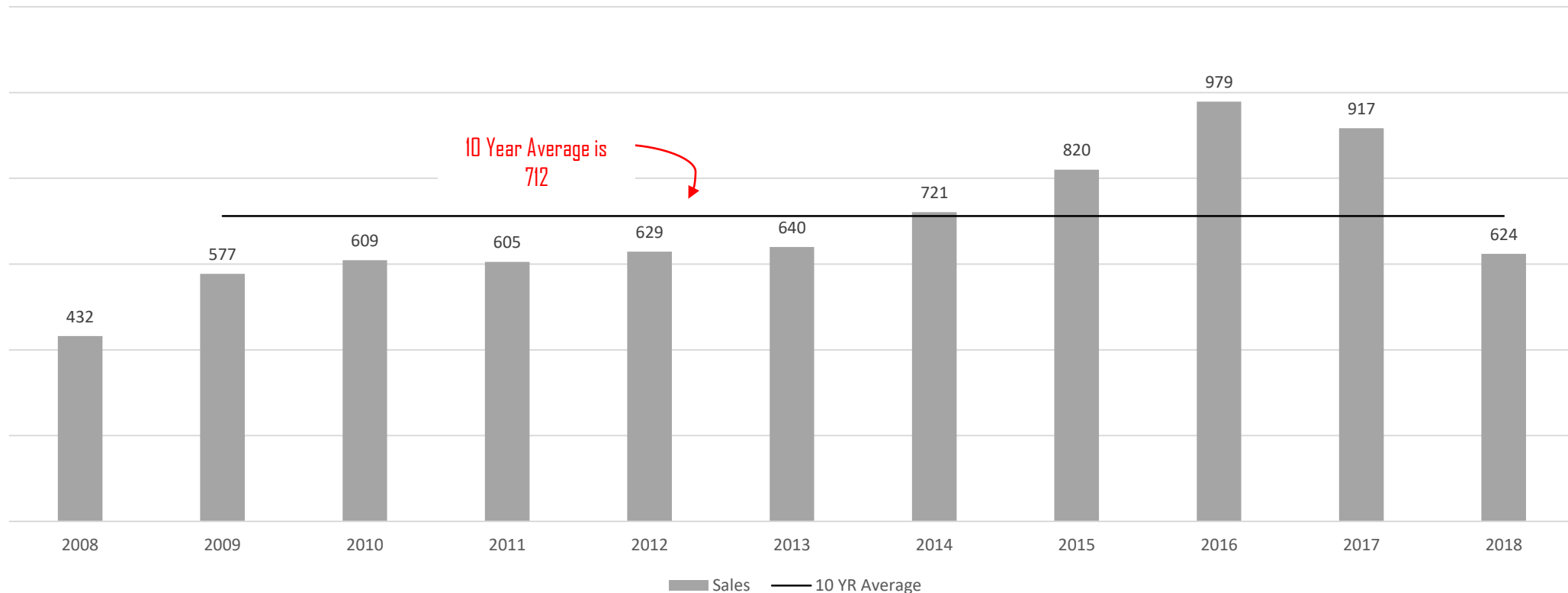
# 2018 Year End Report

Muskoka

# Waterfront Sales

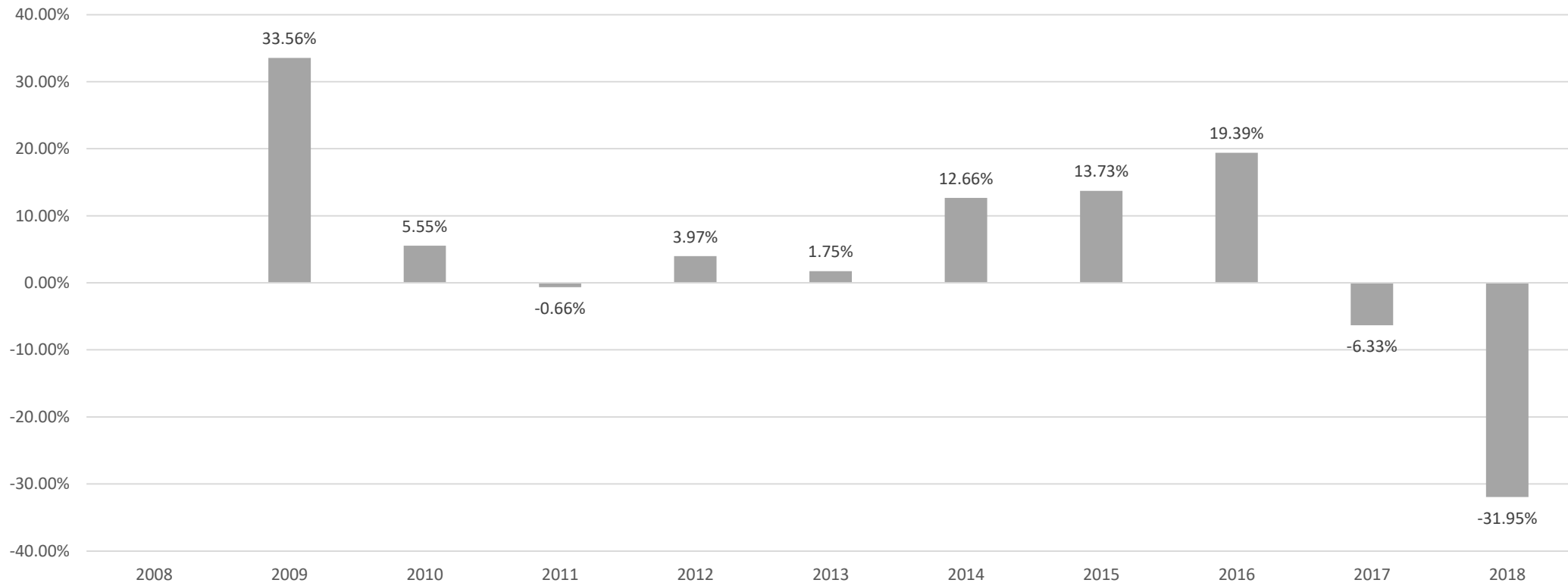
## Whole Muskoka Region

Waterfront sales across the Muskoka region were down by 32% compared to 2017, but were only 12% below the 10 year average.



# Waterfront Sales

## All Muskoka - Year over Year Percentage Change in Unit Sales



# Waterfront Sales

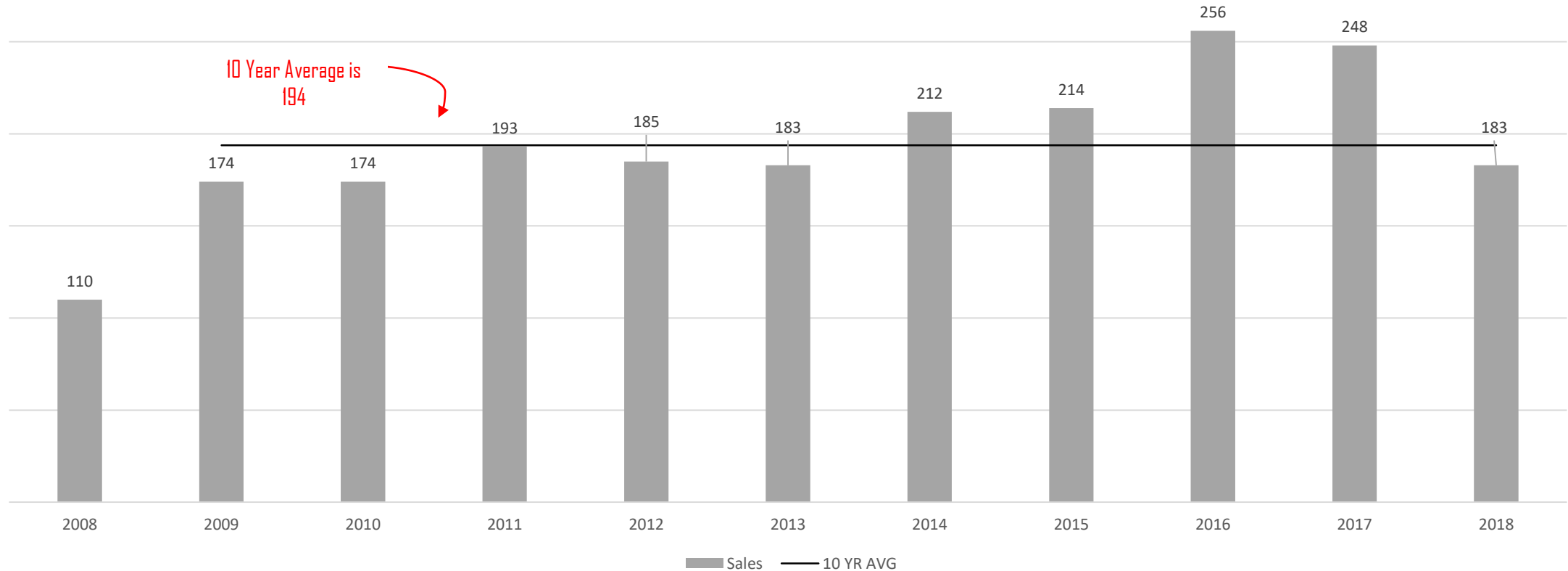
## All Muskoka - Unit Sales by Price Point

	2014	2015	2016	2017	2018
0-250k	60	76	72	62	43
250k-300k	46	40	49	26	17
300k-400k	73	90	88	73	39
400k-500k	65	73	84	66	32
500k-750k	105	100	124	141	72
750k-1M	52	58	74	72	65
1M-2M	54	76	98	116	80
2M-3M	30	26	38	31	25
3M-4M	11	8	15	21	20
4M-5M	4	4	8	16	3
5M-8M	6	5	7	10	8
8M+		2	2	4	1

# Waterfront Sales

## Lakes Joseph, Muskoka and Rosseau – Unit Sales

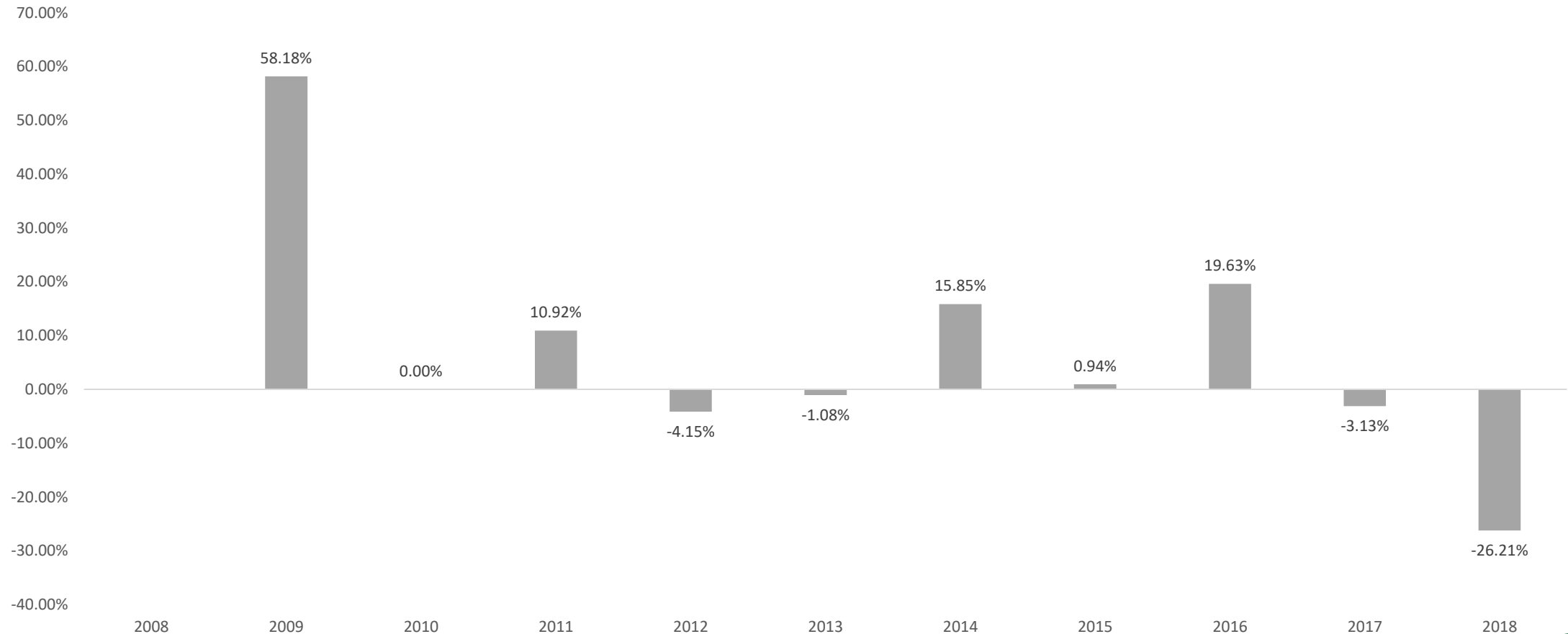
Unit sales on Lakes Joe, Rosseau, and Muskoka were down by 26% compared to 2017, but were only 5.7% below the 10 year average. The Big 3 performed better than the Muskoka region as a whole in these respects.



# Waterfront Sales

## Lakes Joseph, Muskoka and Rosseau YR/YR Percentage Change

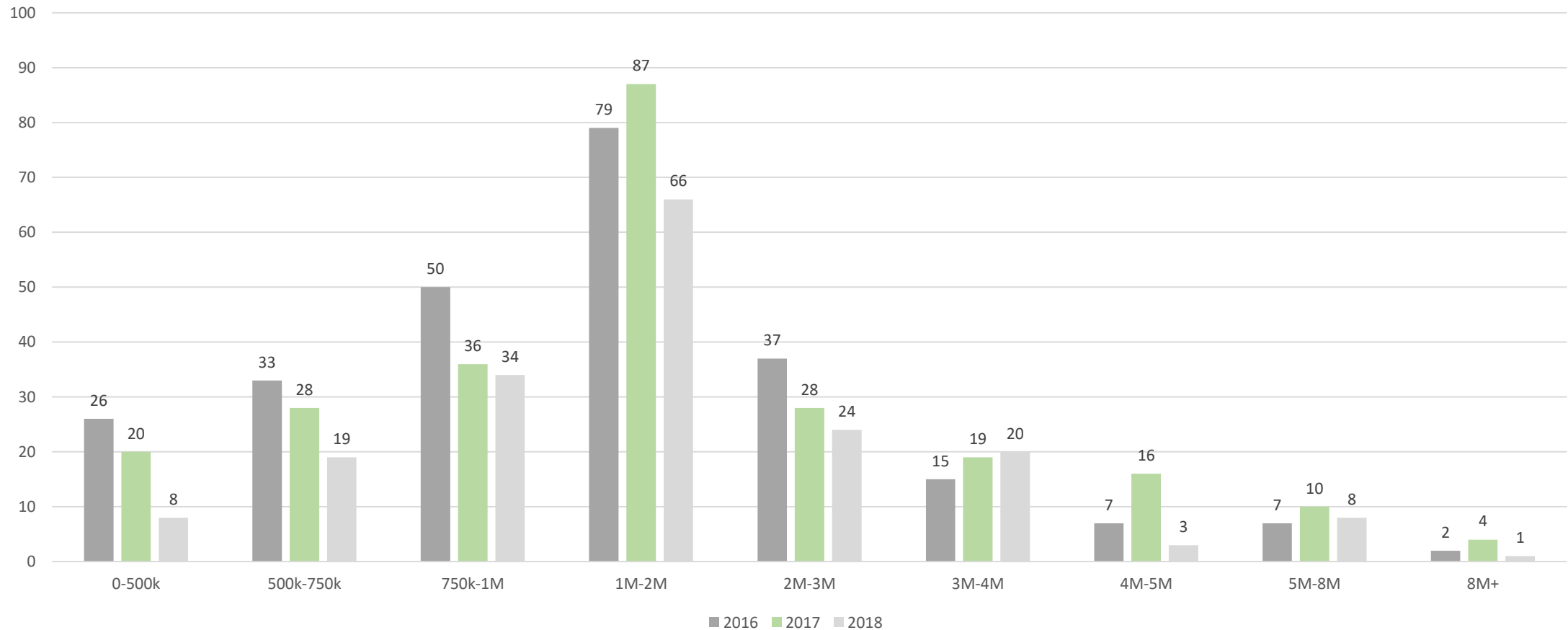
The drop in unit sales can be explained in part due to a shortage of quality properties on the market, in addition to new real estate and mortgage policies affecting GTA market conditions.



# Waterfront Sales

## Lakes Joseph, Muskoka and Rosseau – By Price Category

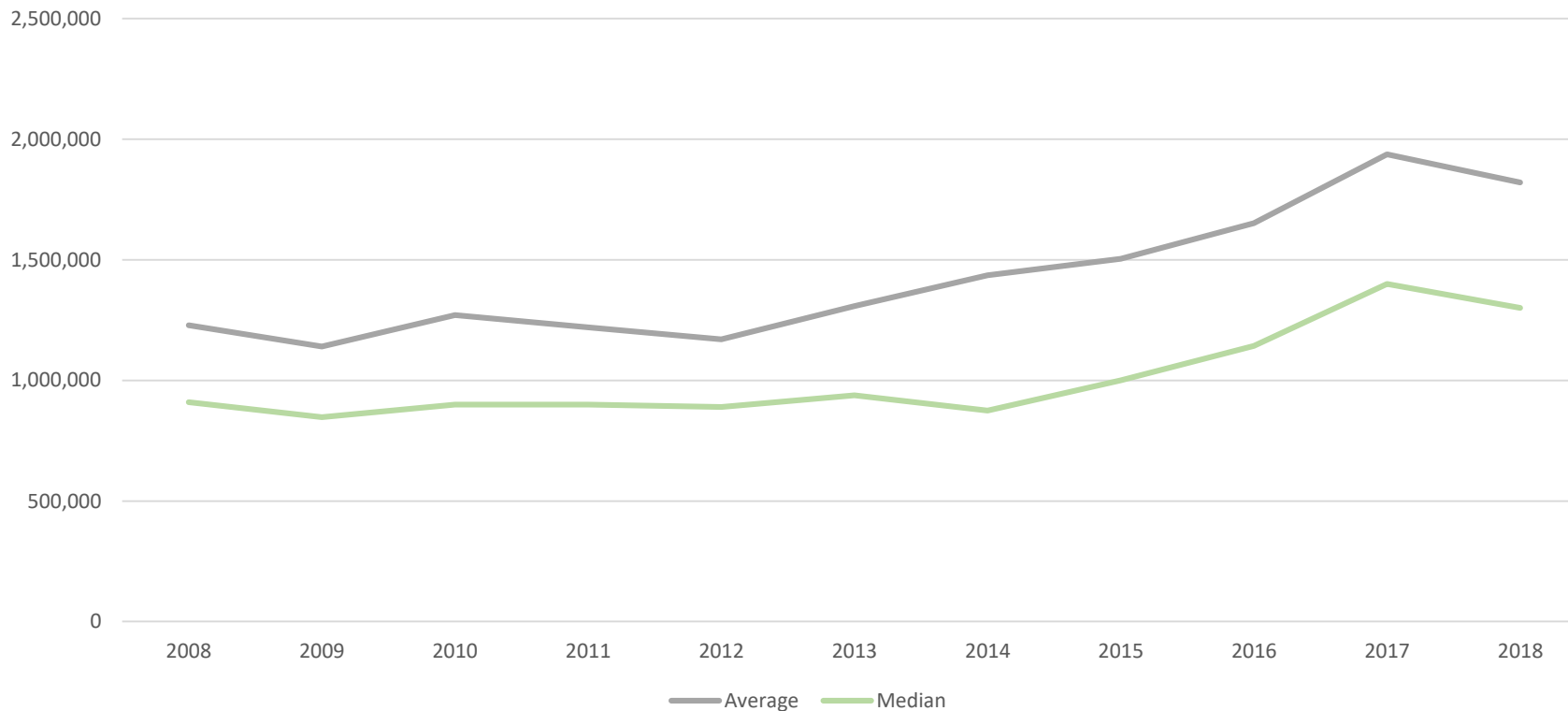
The high-end market slowed after a record year in 2017. Most notably, the number of sales over \$4 million declined by 60% year over year.



# Waterfront Sales

## Lakes Joseph, Muskoka and Rosseau – Sale Prices

Due in large part to the drop in the number of sales at the higher price points, the average sale price on the Big Three declined in 2018.



Average Price	
2017	\$1,936,452
2018	\$1,819,770
% Change	-6.03% ▼

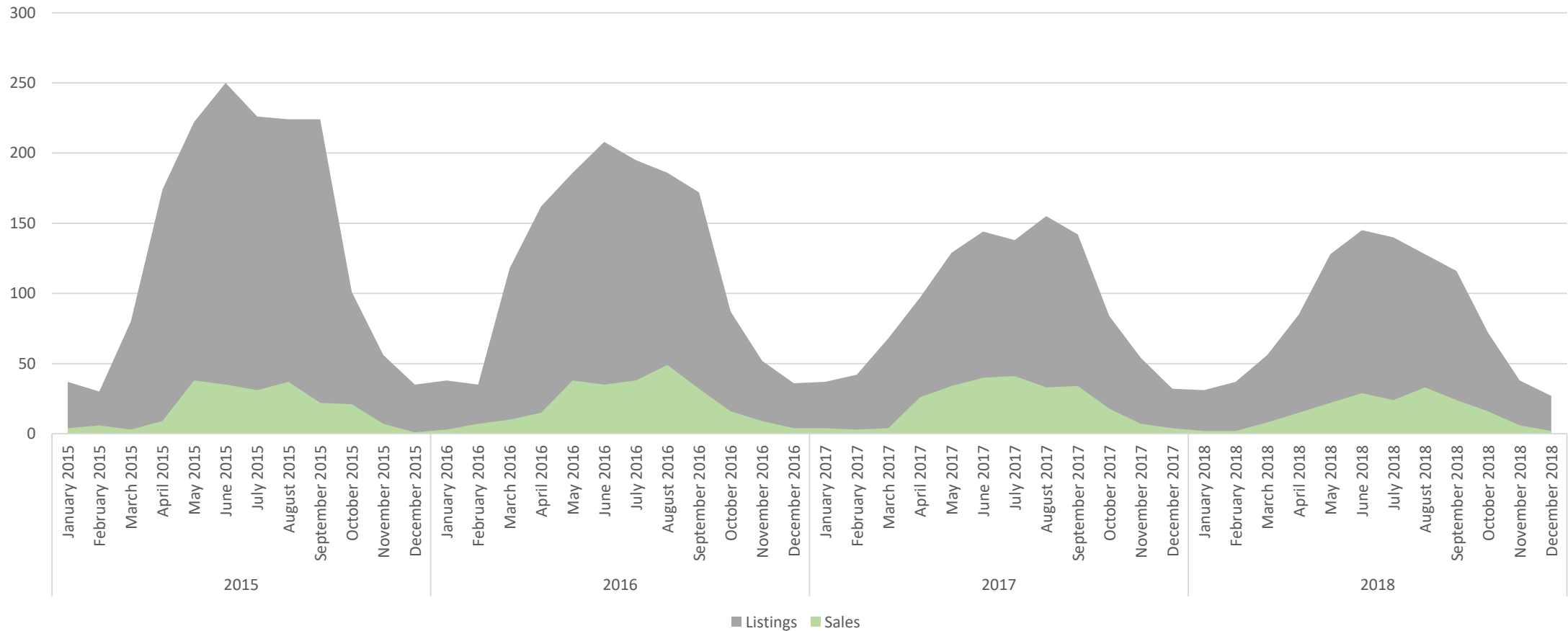
Median Price	
2017	\$1,400,000
2018	\$1,300,001
% Change	-7.14% ▼



# Waterfront Sales

## Lakes Joseph, Muskoka and Rosseau – Sales & Month End Inventory

Inventory levels remained low by historical standards. On average there were 12% fewer listings on the market at the end of each month in 2018 than in 2017.



# Waterfront Sales

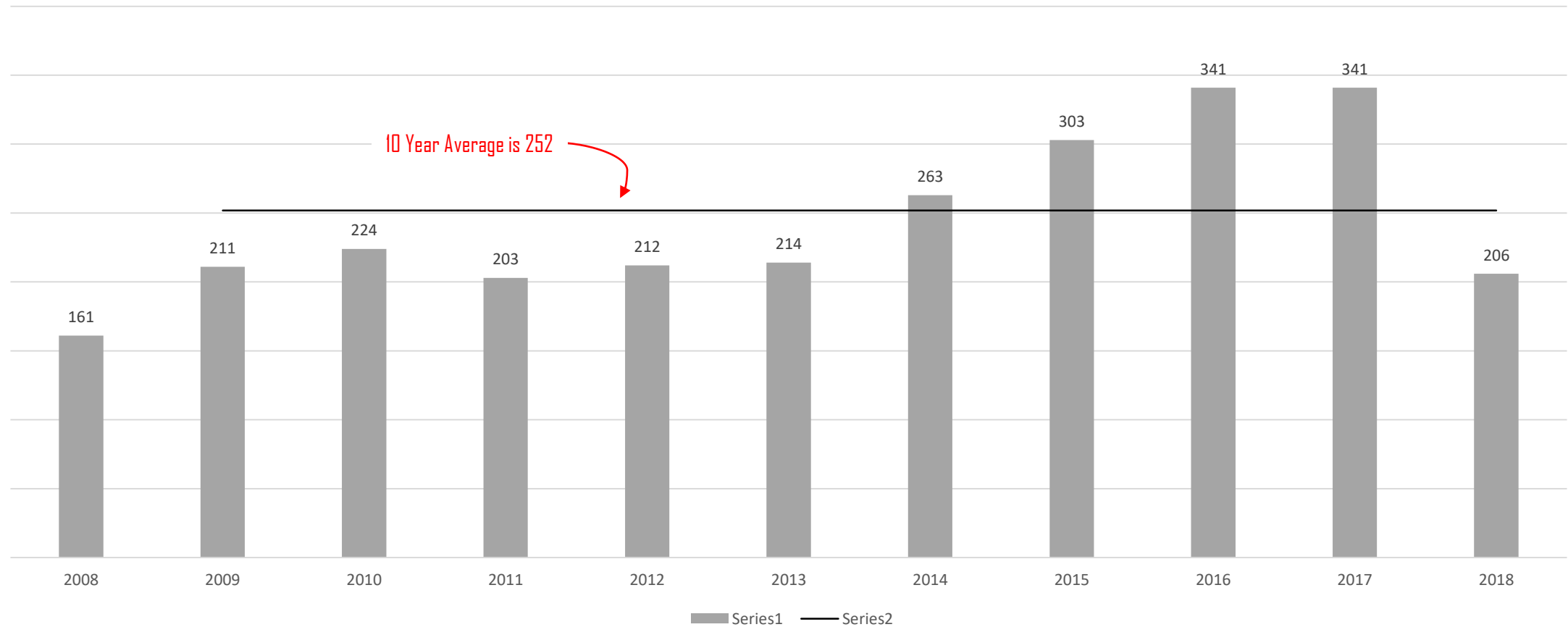
## Lakes Joseph, Muskoka and Rosseau - Summary

- The number of sales fell notably from 2017 but was not far off the ten year average.
- In 2017, a record number of high end sales inflated the average sale price. In 2018, the number of sales over \$4M dropped significantly, and with fewer than 200 sales on the Big 3 this year, this drew the average sale price down.
- The average sale price in 2018 was 6% lower than in 2017, but it was still 10% higher than the average sale price in 2016.
- The market performed better in the third and fourth quarters, particularly the high end market. 57% of sales overall, and 78% of sales over \$3 million took place in the second half of 2018.
- Although fewer sales were taking place, inventory levels remained low in 2018. With a limited number of properties to choose from, many buyers still struggled to find a property that met their needs, especially in the “entry level” and average price points. As a result, quality, well-priced properties in these price brackets sold relatively quickly.

# Waterfront Sales

## South Muskoka Small Lakes

Market trends on the small lakes were similar to those on the Big 3. Unit sales dropped more significantly by almost 40%.



# Waterfront Sales

## South Muskoka Small Lakes

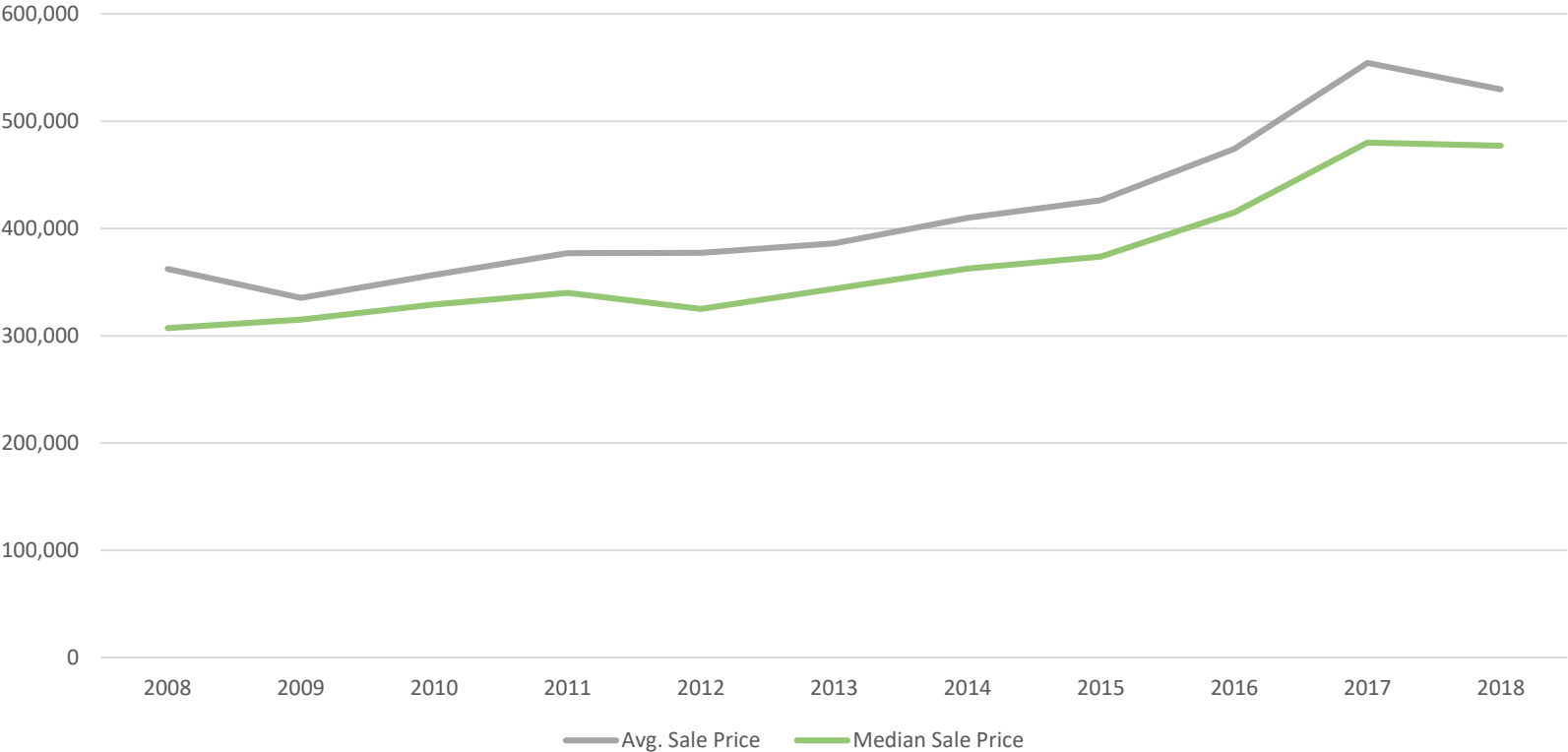
Like the big lakes, the small lakes saw a noticeable decline in sales at their higher price points, with small lake sales over \$1 million falling by 48% versus 2017.

	2014	2015	2016	2017	2018
150k & under	17	17	27	21	13
150k-200k	12	17	9	13	11
200k-250k	24	23	20	12	13
250k-300k	37	30	40	24	14
300k-400k	58	78	64	59	33
400k-500k	51	52	64	51	28
500k-750k	44	61	75	101	49
750k-1M	14	15	22	31	30
1M-2M	6	10	19	25	14
2M-3M				3	1
3M-4M				1	
4M-5M			1		

# Waterfront Sales

## South Muskoka Small Lakes

The average sale price on the small lakes dropped by just over \$25K, in part due to the drop in sales at higher price points.



Average Price	
2017	\$556,177
2018	\$529,821
% Change	-4.42% ▼

Median Price	
2017	\$480,000
2018	\$477,000
% Change	-0.63% ▼

# Waterfront Sales

## South Muskoka Small Lakes – Sales and Month End Inventory

Inventory levels on the small lakes continued to decline in 2018. A lack of properties for buyers to choose from contributed to the year over year drop in unit sales.

