

# September 21 & 22, 2021

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NORTH & SOUTH MUSKOKA



September 22, 2021

# Market Update

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FISCAL YEAR ENDING AUGUST 31  
RECREATIONAL INCLUDES VACANT LAND AND SINGLE FAMILY

September 22, 2021

# Gravenhurst Residential

|                        | FY 2017    | FY 2018    | FY 2019    | FY 2020    | FY 2021     |
|------------------------|------------|------------|------------|------------|-------------|
| Avg. Sale Price        | 331,075    | 330,669    | 374,152    | 436,301    | 574,191     |
| % Difference in Avg    |            | 0%         | 13%        | 17%        | 32%         |
| Median Sale Price      | 300,000    | 310,000    | 350,000    | 412,500    | 530,000     |
| % Difference in Median |            | 3%         | 13%        | 18%        | 28%         |
| Avg. Days              | 39         | 33         | 45         | 38         | 23          |
| Units Sold             | 200        | 146        | 131        | 160        | 219         |
| % Difference of Sales  |            | -27%       | -10%       | 22%        | 37%         |
| Volume                 | 66,214,958 | 48,277,609 | 49,013,908 | 69,808,150 | 125,747,792 |

# Huntsville Residential

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021     |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Avg. Sale Price        | 333,866     | 366,766     | 408,351     | 468,543     | 633,974     |
| % Difference in Avg    | 10%         | 11%         | 15%         | 35%         |             |
| Median Sale Price      | 320,000     | 352,500     | 380,000     | 411,000     | 600,000     |
| % Difference in Median | 10%         | 8%          | 8%          | 46%         |             |
| Avg. Days              | 38          | 51          | 53          | 49          | 24          |
| Units Sold             | 379         | 302         | 325         | 375         | 459         |
| % Difference of Sales  | -20%        | 8%          | 15%         | 22%         |             |
| Volume                 | 126,535,028 | 110,763,382 | 132,713,920 | 175,703,709 | 290,994,248 |

# Bracebridge Residential

|                        | FY 2017    | FY 2018    | FY 2019    | FY 2020    | FY 2021     |
|------------------------|------------|------------|------------|------------|-------------|
| Avg. Sale Price        | 329,703    | 368,261    | 394,272    | 446,221    | 598,950     |
| % Difference in Avg    |            | 12%        | 7%         | 13%        | 34%         |
| Median Sale Price      | 311,000    | 355,000    | 380,000    | 420,000    | 561,000     |
| % Difference in Median |            | 14%        | 7%         | 11%        | 34%         |
| Avg. Days              | 32         | 32         | 33         | 33         | 17          |
| Units Sold             | 238        | 215        | 193        | 189        | 281         |
| % Difference of Sales  |            | -10%       | -10%       | -2%        | 49%         |
| Volume                 | 78,469,402 | 79,176,151 | 76,094,566 | 84,335,697 | 168,305,000 |

# Huntsville and Lake of Bays Recreational

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021     |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Avg. Sale Price        | 650,989     | 731,408     | 801,804     | 957,070     | 1,245,979   |
| % Difference in Avg    | 12%         | 10%         | 19%         | 30%         |             |
| Median Sale Price      | 490,000     | 585,000     | 610,000     | 780,000     | 979,950     |
| % Difference in Median | 19%         | 4%          | 28%         | 26%         |             |
| Avg. Days              | 87          | 63          | 64          | 56          | 31          |
| Units Sold             | 331         | 215         | 188         | 257         | 284         |
| % Difference of Sales  | -35%        | -13%        | 37%         | 11%         |             |
| Volume                 | 215,477,294 | 157,252,808 | 150,739,173 | 245,967,077 | 353,858,137 |

# Almaguin Recreational

|                        | FY 2017    | FY 2018    | FY 2019    | FY 2020     | FY 2021     |
|------------------------|------------|------------|------------|-------------|-------------|
| Avg. Sale Price        | 296,578    | 367,750    | 402,276    | 451,768     | 613,341     |
| % Difference in Avg    |            | 24%        | 9%         | 12%         | 36%         |
| Median Sale Price      | 282,500    | 338,950    | 355,000    | 420,000     | 530,000     |
| % Difference in Median |            | 20%        | 5%         | 18%         | 26%         |
| Avg. Days              | 127        | 100        | 89         | 97          | 50          |
| Units Sold             | 336        | 206        | 179        | 239         | 315         |
| % Difference of Sales  |            | -39%       | -13%       | 34%         | 32%         |
| Volume                 | 99,650,298 | 75,756,433 | 72,007,328 | 107,972,491 | 193,202,553 |

# Muskoka Recreational

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021       |
|------------------------|-------------|-------------|-------------|-------------|---------------|
| Avg. Sale Price        | 922,127     | 1,073,111   | 1,085,291   | 1,298,618   | 1,616,628     |
| % Difference in Avg    |             | 16%         | 1%          | 20%         | 24%           |
| Median Sale Price      | 615,000     | 687,500     | 662,500     | 825,000     | 1,100,000     |
| % Difference in Median |             | 12%         | -4%         | 25%         | 33%           |
| Avg. Days              | 70          | 66          | 62          | 55          | 31            |
| Units Sold             | 893         | 634         | 569         | 738         | 883           |
| % Difference of Sales  |             | -29%        | -10%        | 30%         | 20%           |
| Volume                 | 823,459,316 | 680,352,394 | 617,530,591 | 958,380,024 | 1,427,482,897 |



# Big 3 - Recreational

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021     |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Avg. Sale Price        | 1,814,460   | 2,098,457   | 2,005,414   | 2,407,525   | 2,873,227   |
| % Difference in Avg    |             | 16%         | -4%         | 20%         | 19%         |
| Median Sale Price      | 1,385,000   | 1,550,000   | 1,497,500   | 1,675,000   | 2,300,000   |
| % Difference in Median |             | 12%         | -3%         | 12%         | 37%         |
| Avg. Days              | 59          | 69          | 77          | 67          | 39          |
| Units Sold             | 232         | 188         | 172         | 220         | 261         |
| % Difference of Sales  |             | -19%        | -9%         | 28%         | 19%         |
| Volume                 | 420,954,700 | 394,509,901 | 344,931,271 | 529,655,548 | 749,912,302 |

# South Muskoka Recreational

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021       |
|------------------------|-------------|-------------|-------------|-------------|---------------|
| Avg. Sale Price        | 1,081,819   | 1,248,448   | 1,225,174   | 1,481,108   | 1,792,362     |
| % Difference in Avg    |             | 15%         | -2%         | 21%         | 21%           |
| Median Sale Price      | 688,250     | 772,000     | 712,500     | 870,000     | 1,133,300     |
| % Difference in Median |             | 12%         | -8%         | 22%         | 30%           |
| Avg. Days              | 61          | 67          | 62          | 54          | 31            |
| Units Sold             | 562         | 419         | 381         | 481         | 599           |
| % Difference of Sales  |             | -25%        | -9%         | 26%         | 25%           |
| Volume                 | 607,982,022 | 523,099,586 | 466,791,418 | 712,412,947 | 1,073,624,760 |

# South Muskoka Small Lakes- Recreational

|                        | FY 2017     | FY 2018     | FY 2019     | FY 2020     | FY 2021     |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Avg. Sale Price        | 567,271     | 556,281     | 583,044     | 702,490     | 958,642     |
| % Difference in Avg    |             | -2%         | 5%          | 20%         | 36%         |
| Median Sale Price      | 480,000     | 485,550     | 500,000     | 607,550     | 838,000     |
| % Difference in Median |             | 1%          | 3%          | 22%         | 38%         |
| Avg. Days              | 62          | 65          | 49          | 43          | 24          |
| Units Sold             | 329         | 230         | 207         | 260         | 337         |
| % Difference of Sales  |             | -30%        | -10%        | 26%         | 30%         |
| Volume                 | 186,632,322 | 127,944,685 | 120,690,147 | 182,647,399 | 323,062,458 |