



# Residential Report

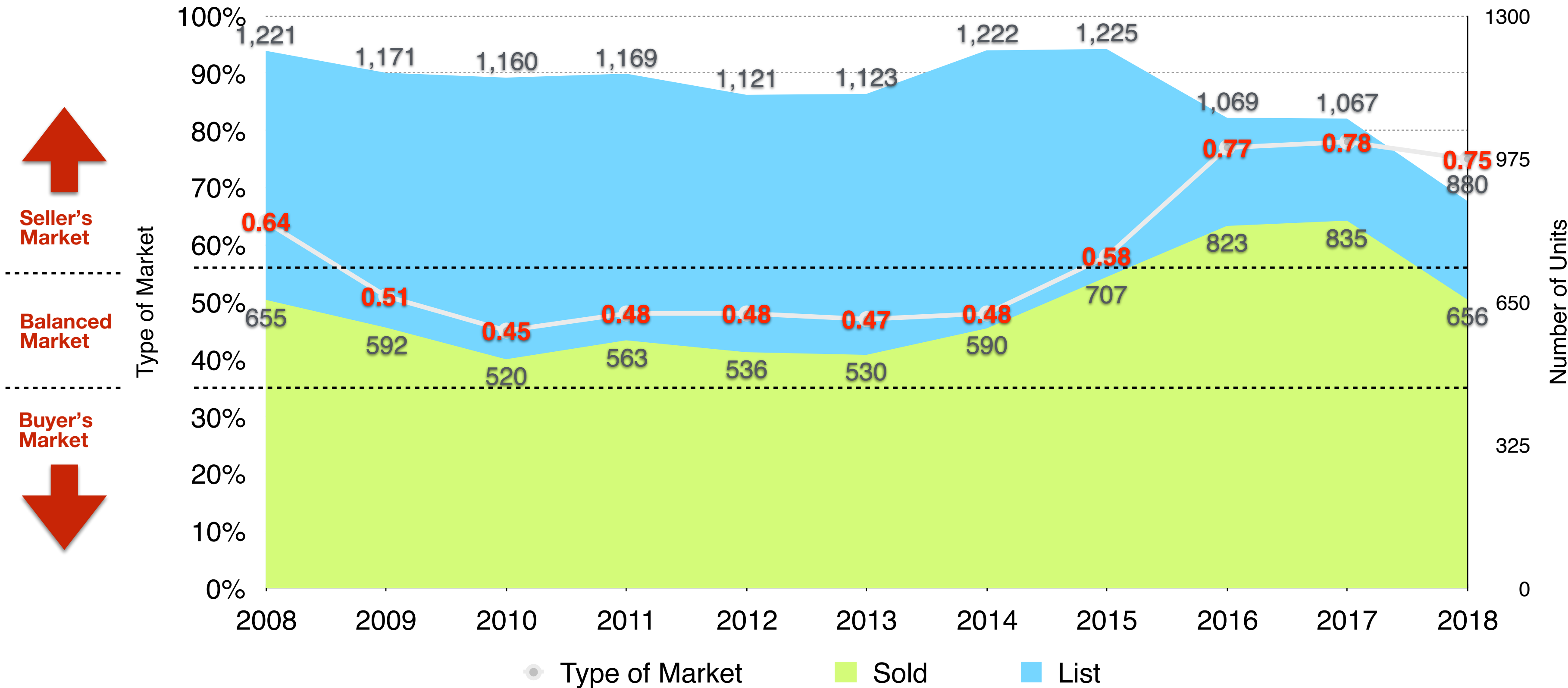
Bracebridge, Gravenhurst, Huntsville



# #Sold to #Listed Ratio

Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



2018

**Type of Market**

#Sold ÷ #Listed = Type of Market

**75% - Sellers Market**

Lowest supply of Muskoka homes in over 10 years and high demand, mostly relocation from the south. Remains a sellers market.

2017 to 2018

**Units Sold**

**Down 21.43%**

**Inventory**

**Down 17.5%**

**BUYERS MARKET (< 35%)**

The supply of homes on the market exceeds demand.

**BALANCED MARKET (35%-55%)**

The number of homes on the market is equal to the demand or number of buyers.

**SELLERS MARKET (> 55%)**

The number of buyer's wanting homes exceeds the supply or number of homes on the market.

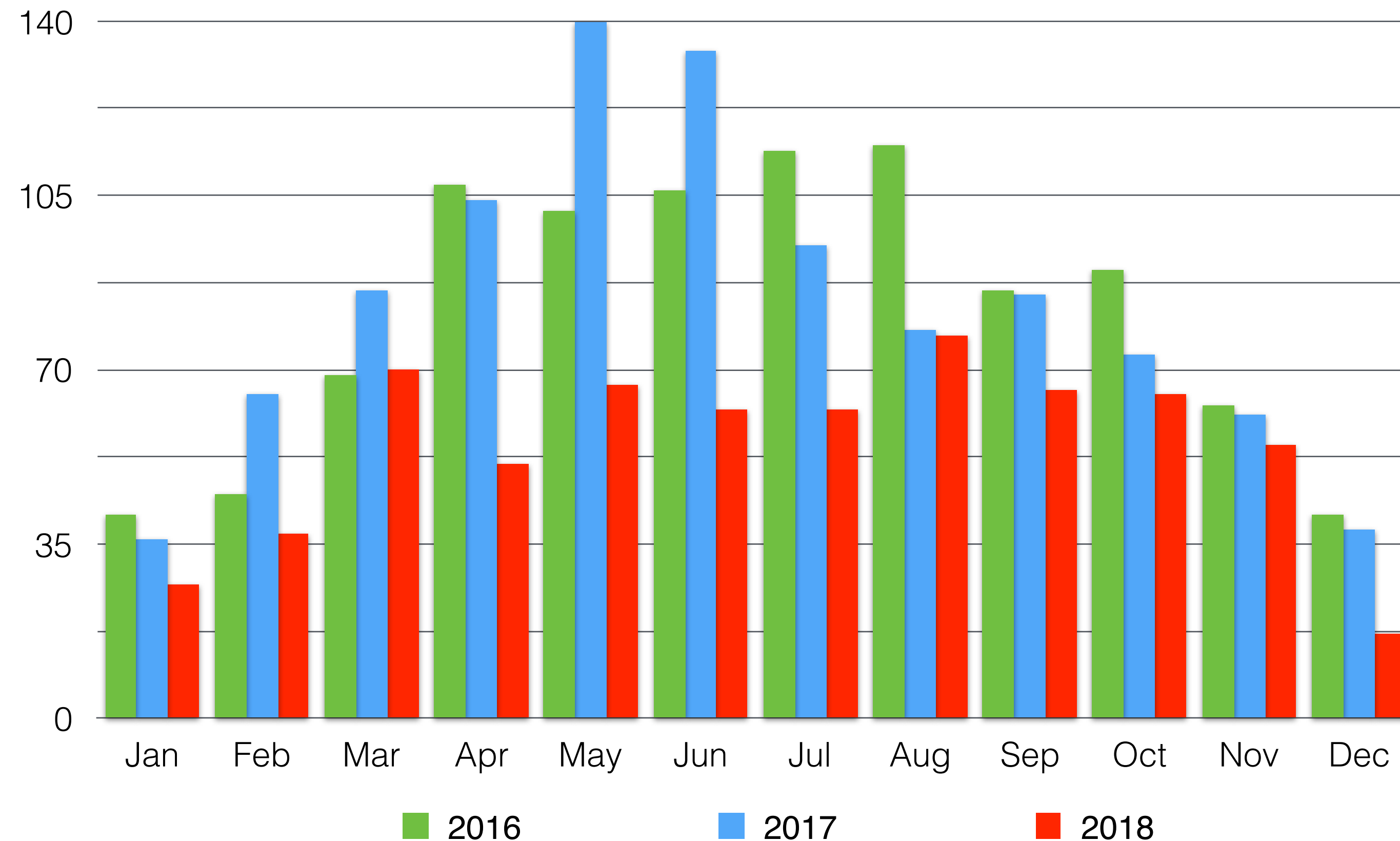
Time frame is from Jan 2008 to Dec 2018. Property Type is 'Residential'  
Transaction Sub Type is 'Single Family'. LRO/Major Area is 'District of Muskoka'  
Municipality/District is one of 'Bracebridge', 'Gravenhurst', 'Huntsville'  
Transaction Type is 'For Sale'. Waterfront is 'No'

**ABEN TEAM**  
MUSKOKA REAL ESTATE

# Unit Sales by Month

## Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



### 2018

Residential sales down over 21% year-over-year.

**Two factors to consider:** Lack of inventory (down 17.5%YOY) and buyers more cautious approach to purchasing with potential interest rate increase and current economic climate. Despite this decline in unit sales there is an out weighing demand resulting in an increase in average sale price to \$366,237, up 8.9% YOY.

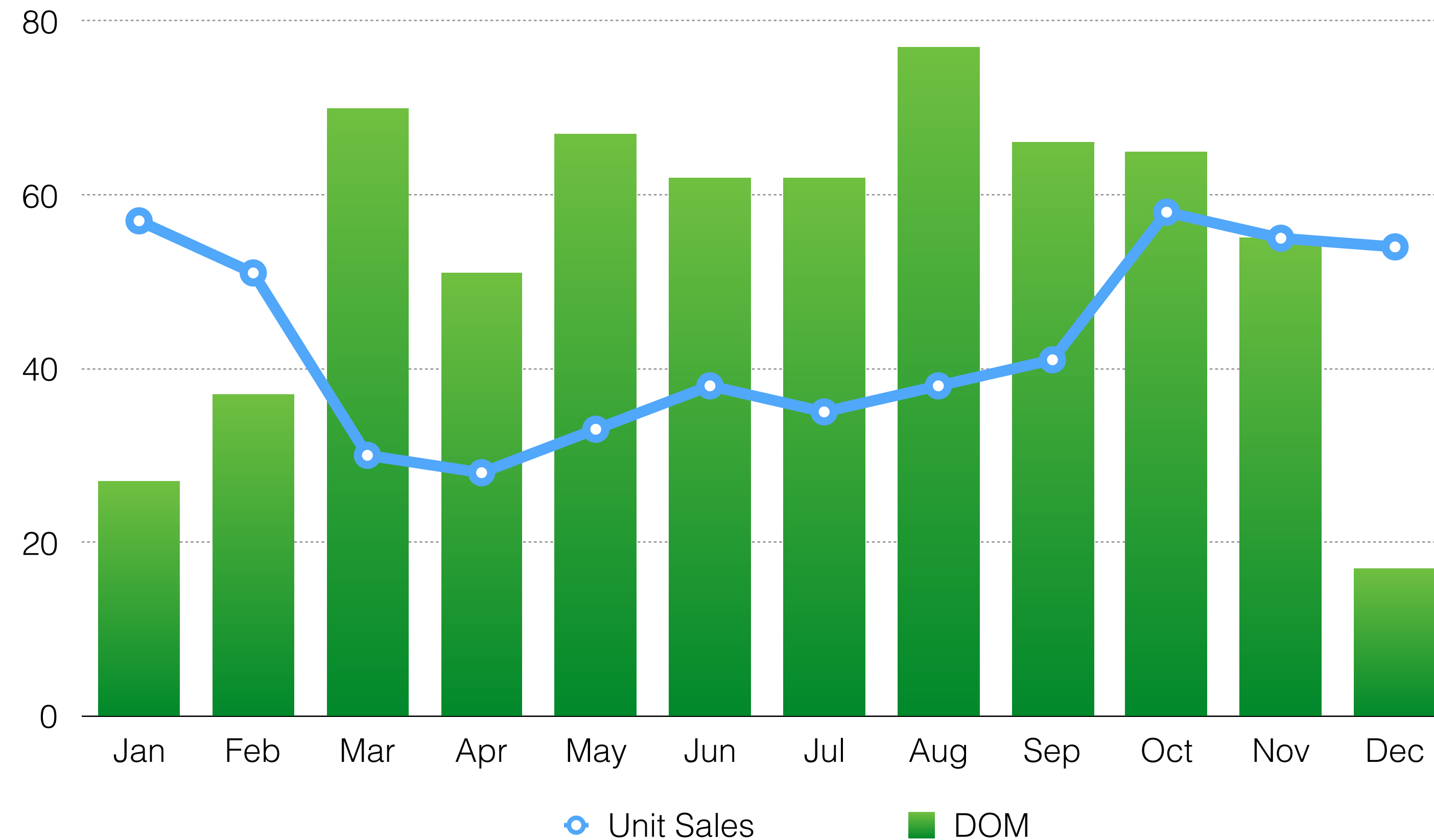
### When to list

The spring market is still the best time to list your property, but strong sales persist well into the fall. If you have the foresight, it's a good idea to get the pictures and virtual tour done late summer so that you are ready with a professional presentation of your property in the spring. Give us a call today to discuss the best strategy for your property.

# Unit Sales vs DOM

## Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



### 2018

The fewest days on market exist between March and September.

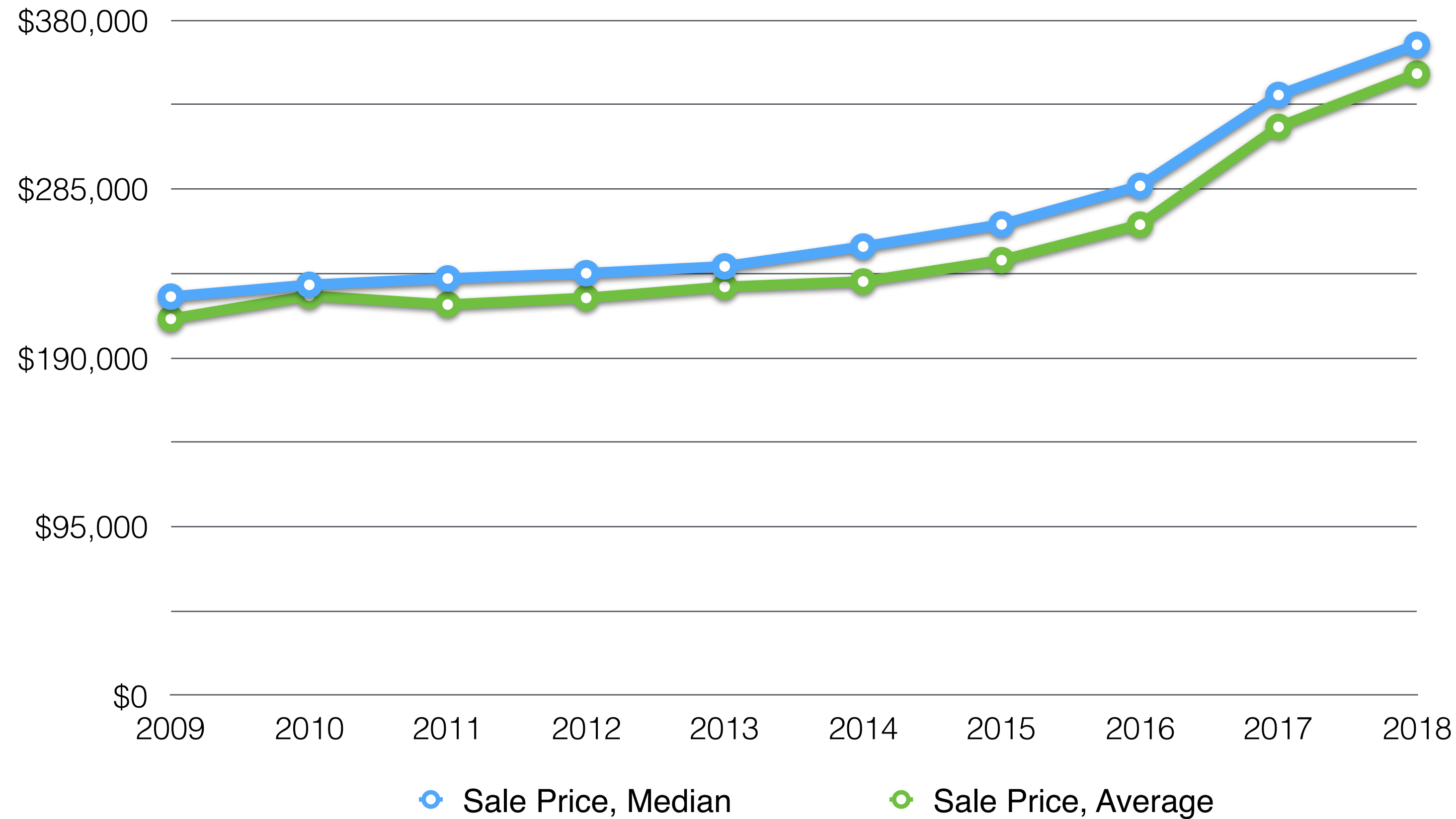
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# Average/Median Sale Price

Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



2018

**Average Sale Price**

**\$366,237**

2017 to 2018

**Percentage Increase in Average Sale Price**

**\$336,281 to \$366,237**

**Up 8.9%**

**Percentage Increase in Median Price**

**\$320,000 to \$350,000**

**Up 9.375%**

Time frame is from Jan 2009 to Dec 2018. Property Type is 'Residential'  
Transaction Sub Type is 'Single Family'. LRO/Major Area is 'District of Muskoka'  
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Results calculated from 6,300 listings

# Sold Price to List/Original Price

## Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



### 2018

The market continues to improve with fewer reductions in listing price in order to sell a residential home. Pricing your property right the first time will net you more in the end.

**Sold to List Price**

**98.5%**

**Sold to Original List Price**

**98.2%**

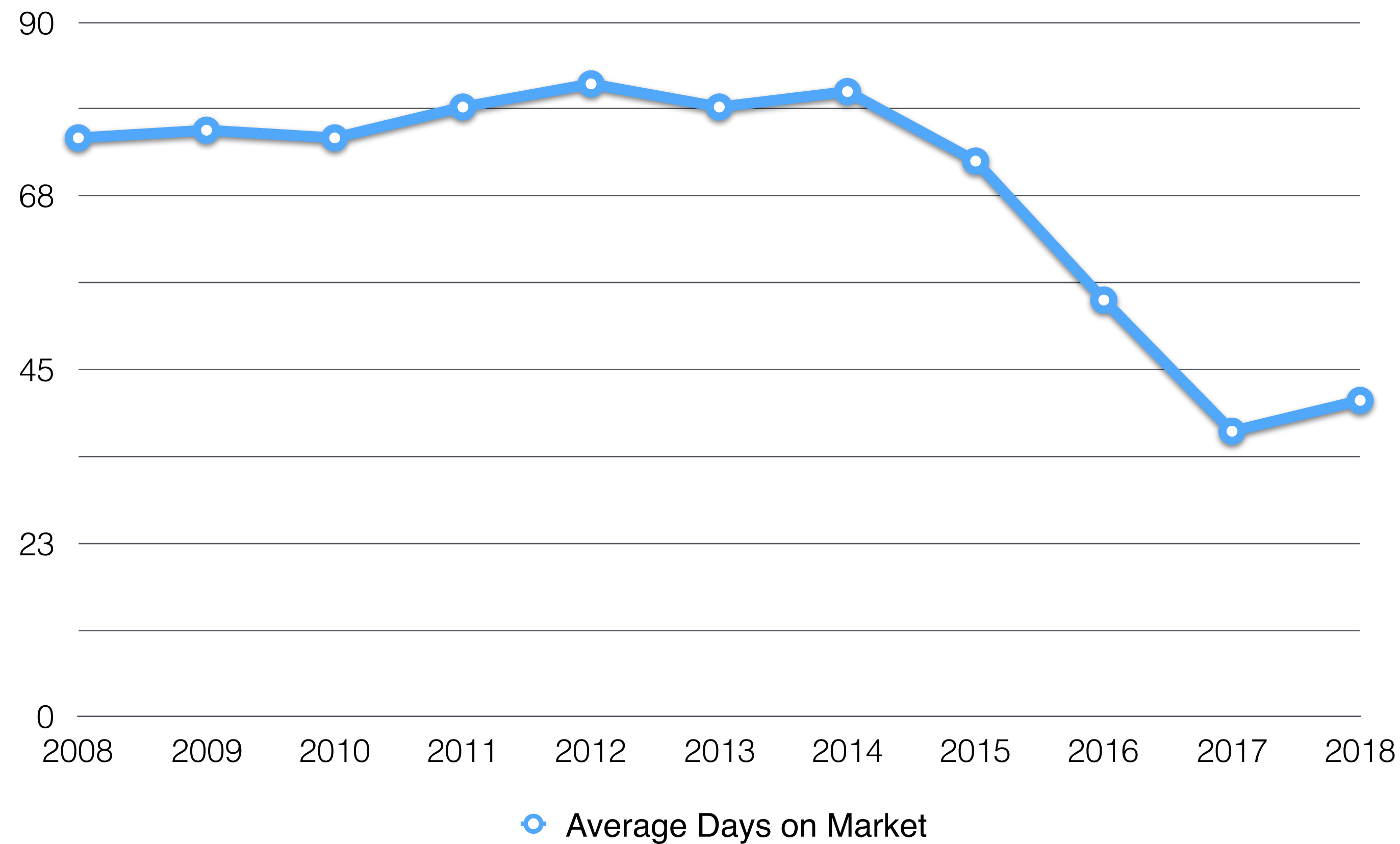
After the economic collapse in October 2008 it took some time for the market to improve and for the seller's to list their properties at a price that will sell.



# Average Days on Market

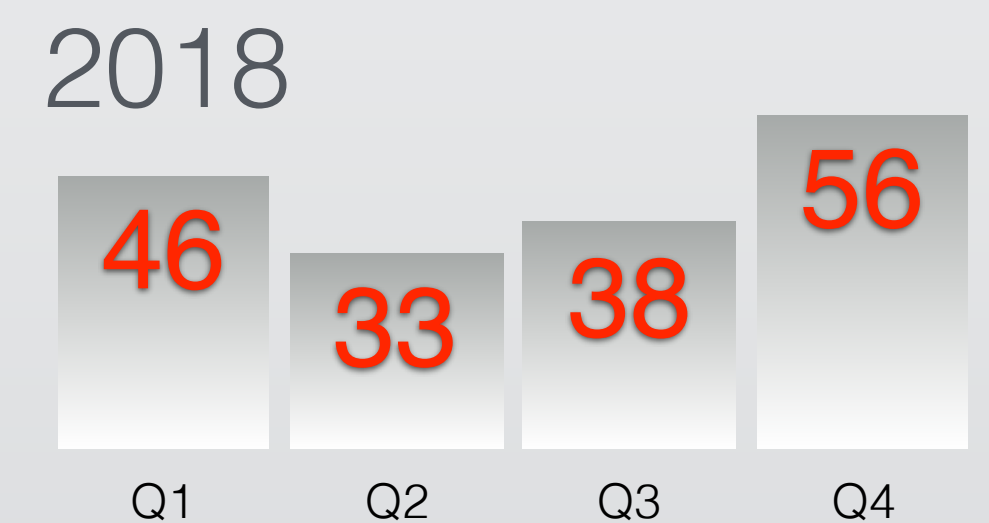
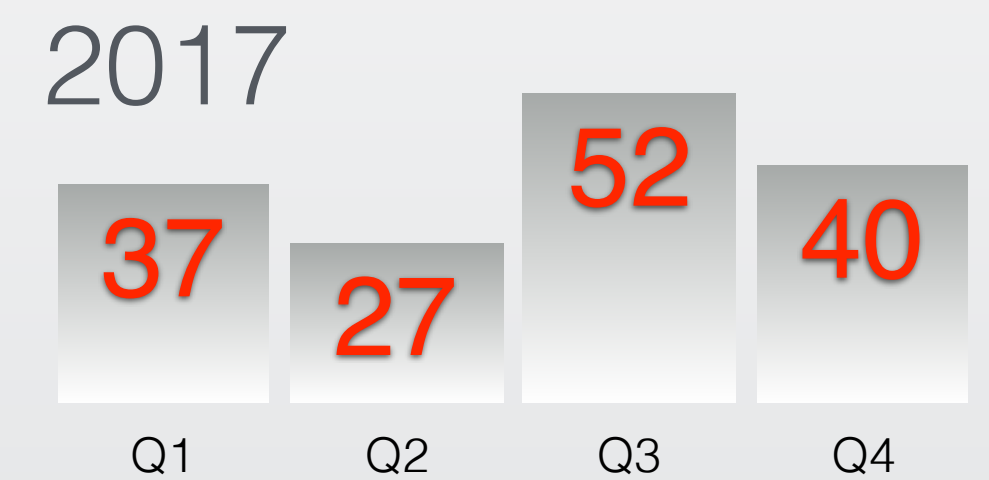
## Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



2018  
Days on Market  
**41**

Average days on market increased 10.21% from 37 days in 2017 to 41 days in 2018. Supply remains low and demand for a home in Bracebridge, Gravenhurst or Huntsville remains high keeping this number relatively unchanged.

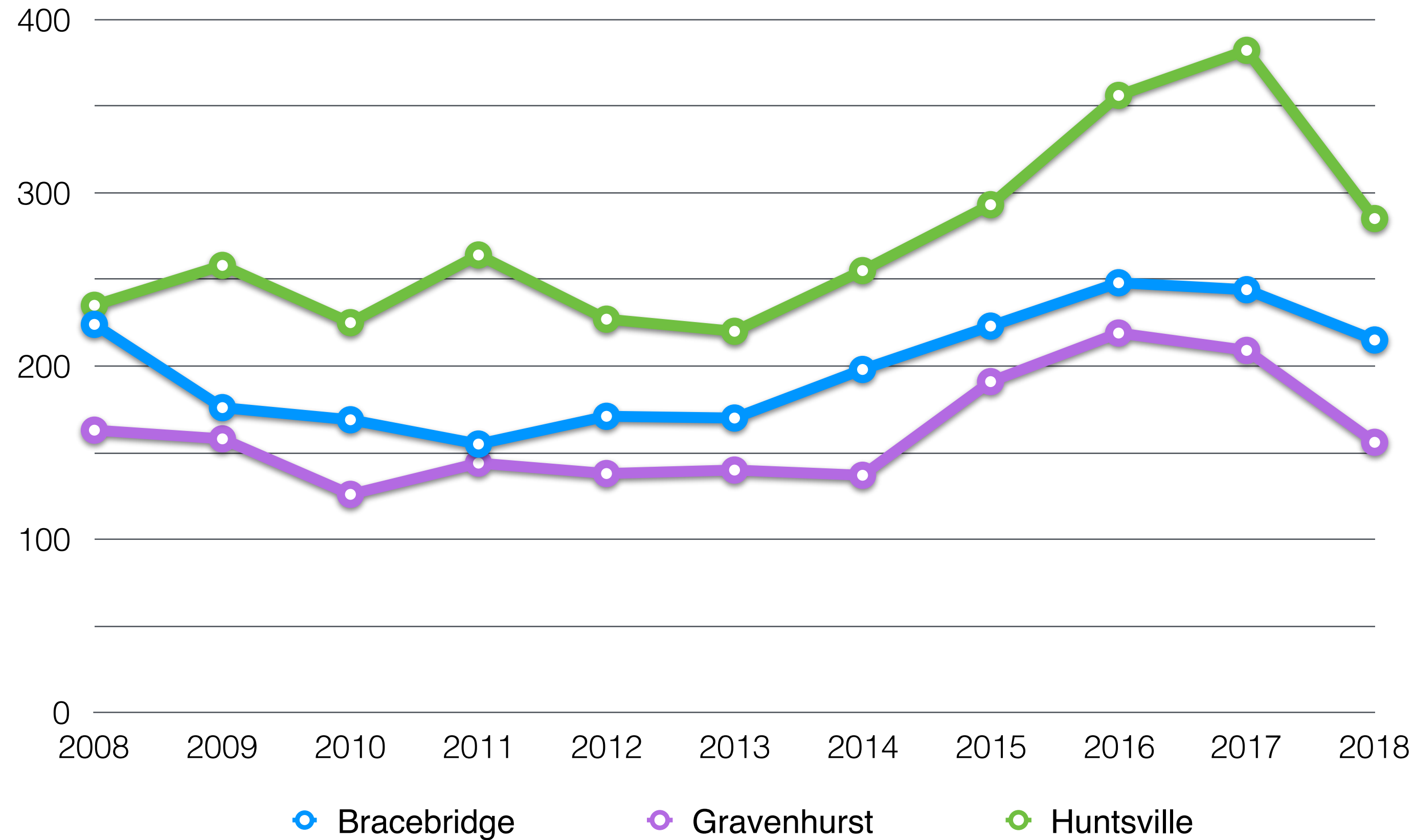


Time frame is from Jan 2008 to Dec 2017. Property Type is 'Residential'. Transaction Sub Type is 'Single Family'. LRO/Major Area is 'District of Muskoka'. Municipality/District is one of 'Bracebridge', 'Gravenhurst', 'Huntsville'. Transaction Type is 'For Sale'. Waterfront is 'No'. Results calculated from 6,318 listings

# Unit Sales by Town

Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



2018

**Bracebridge**

215 (Dn 11.9% YOY)

**Gravenhurst**

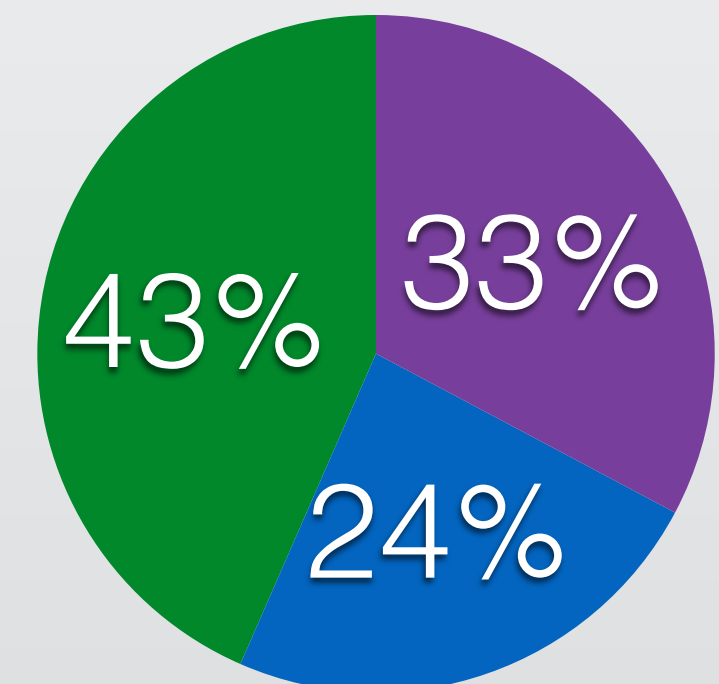
156 (Dn 25.4% YOY)

**Huntsville**

285 (Dn 25.4% YOY)

Huntsville continues to be the main destination for the residential home buyer.

**Market Share**



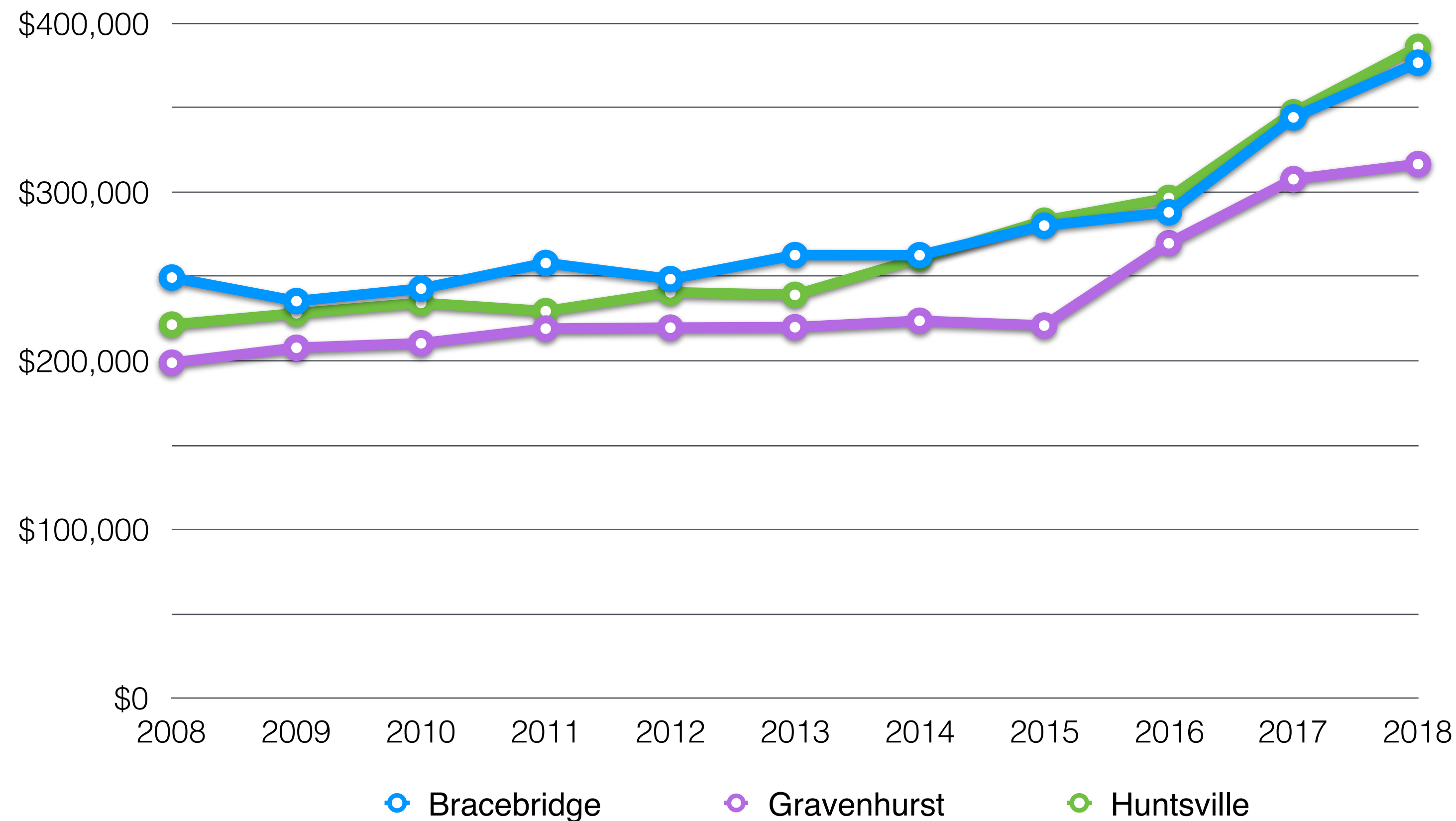
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# Average Sale Price by Town

Residential (Bracebridge, Gravenhurst, Huntsville)

Excludes cottage, vacant land, condo and commercial properties



2018  
**Bracebridge**  
**\$376,454**  
**Gravenhurst**  
**\$316,411**  
**Huntsville**  
**\$385,802**

2017 to 2018  
**Bracebridge**  
**Up 9.4%**  
**Gravenhurst**  
**Up 2.9%**  
**Huntsville**  
**Up 11.2%**

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# Unit Sales by Price Range

Residential (Bracebridge, Gravenhurst, Huntsville)

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Price Range	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
< \$200K	255	250	209	213	202	187	198	203	188	112	58
\$200K - 300K	286	259	233	242	233	230	242	285	328	259	153
\$300K - 400K	66	71	70	86	79	89	106	137	199	244	221
\$400K - 500K	15	9	13	14	18	25	37	67	67	149	119
\$500K - 600K	5	1	4	3	3	3	10	13	31	65	55
\$600K - 700K	0	2	1	1	4	2	2	4	15	17	28
\$700K - 800K	3	1	1	2	2	2	1	5	2	7	11
\$800K - 900K	0	0	1	0	2	0	1	0	1	7	3
\$900K - 1MM	0	0	0	0	0	0	0	0	1	1	1
\$1MM +	0	1	1	1	0	0	2	1	1	0	1

2018

43.1% fewer sales under \$300,000 and 62.5% more sales between \$600,000 and \$800,000.

Main factor for the increase in average sale price