



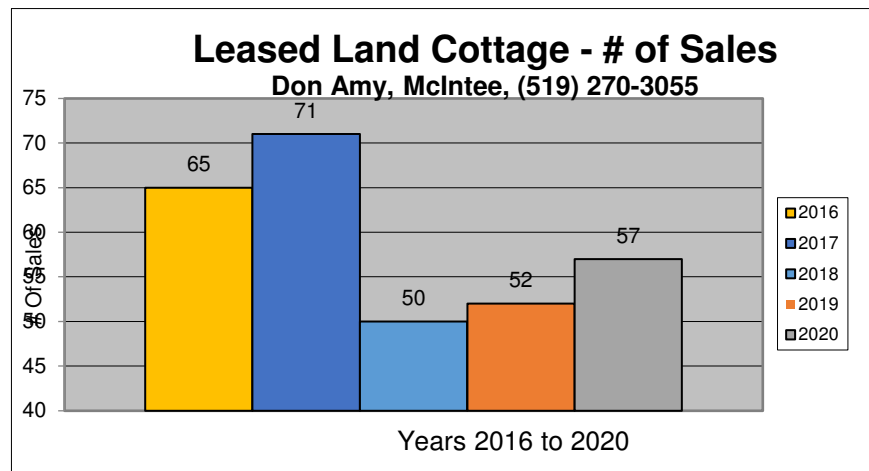
Don Amy, Sales Representative
McIntee Real Estate, Southampton
C: 519 270-3055 email: donamy@bmts.com



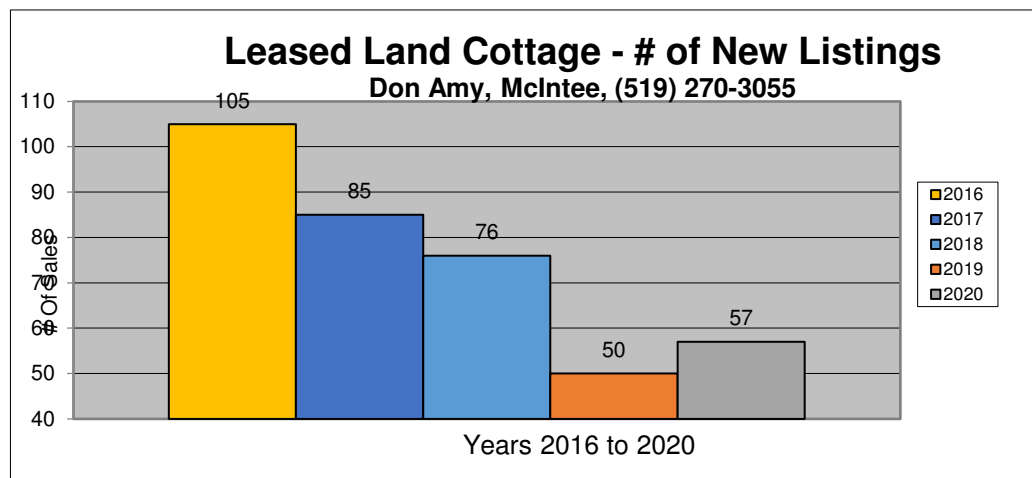
Lease Land 2020 Real Estate Review

Quick Lease Land 2020 summary: # of MLS sales **up** 10%,
avg. sale price **up** 56% to 191,332, new listings **up** 14%,
avg. days on market **down** 19% to 38 days versus 2019.

Based on MLS data, the total # of leased land cottage sales increased only 10% in 2020, selling 57 cottages versus 52 in 2019.



As indicated in the chart below the number of listings has steadily decreased in the past 5 years with only a slight increase in 2020. The demand was excellent this year and with more listings the sales would have also increase. 17% of the non waterfront cottage and 39% of the waterfront cottages sold higher than the list price.

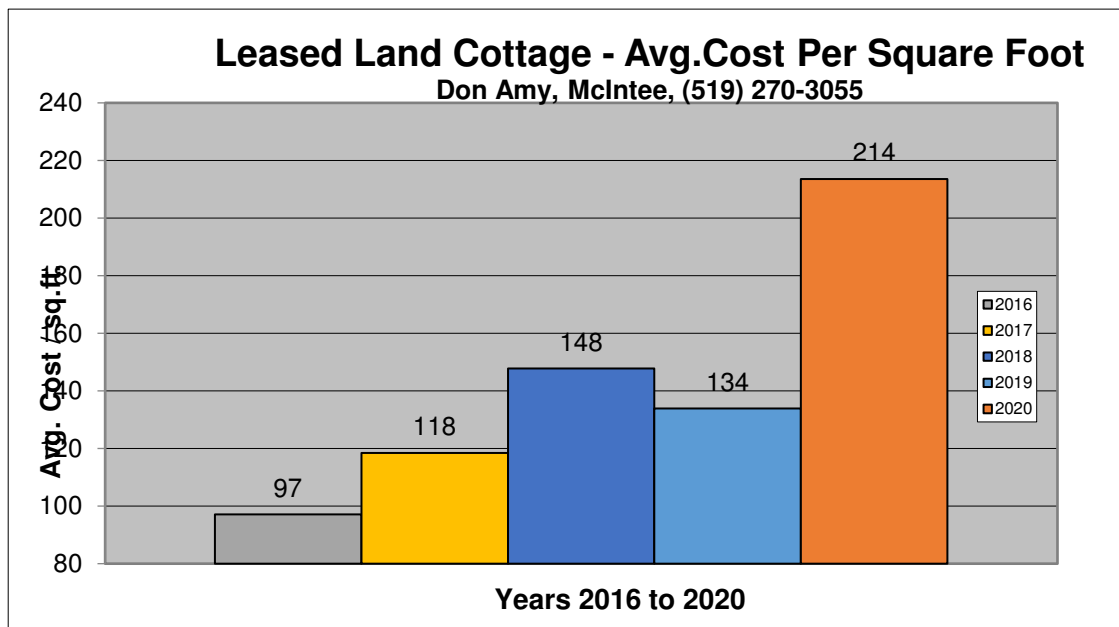
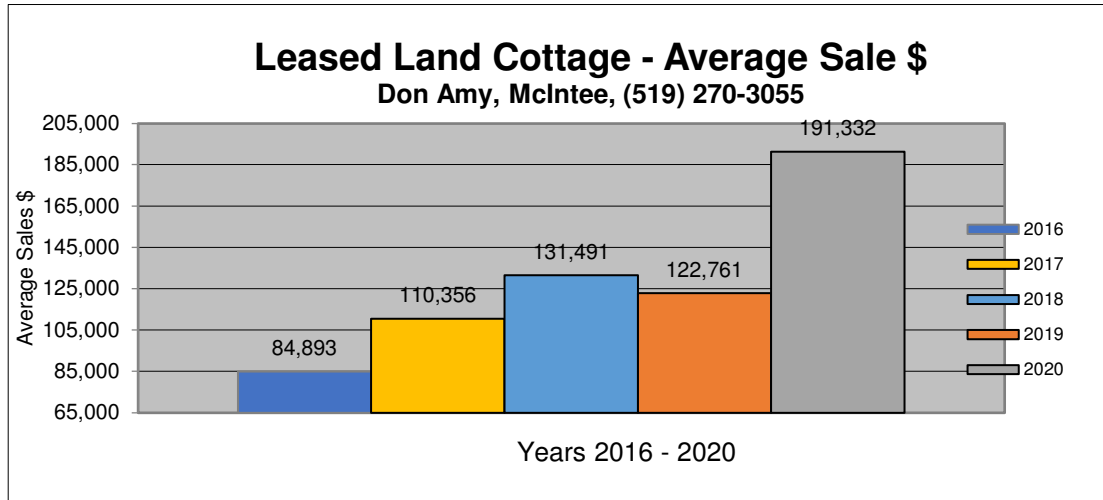




Don Amy, Sales Representative
McIntee Real Estate, Southampton
C: 519 270-3055 email: donamy@bmts.com



As the chart below indicates, the average sale price of a cottage in 2020 jumped a whopping 56% and the cost per square foot up 60% compared to 2019. Covid generated an exceptional demand for cottages throughout Ontario.





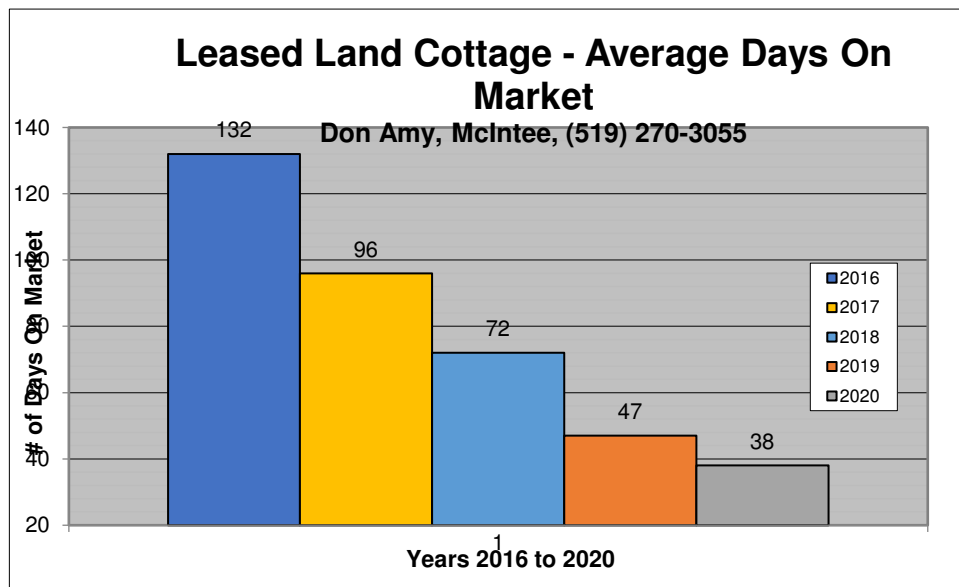
Don Amy, Sales Representative
McIntee Real Estate, Southampton
C: 519 270-3055 email: donamy@bmts.com



We can see from the chart below that most of the 2020 price increase was in waterfront cottages where the average waterfront increased by 84% versus the non waterfront increase of only 7%. Note that these are broad averages and each cottage can vary based on location, type of waterfront, privacy, upgrades etc. Also note that waterfront cottages sell almost twice as fast as non waterfront.

Waterfront Versus Non Waterfront LLC Comparison							
Year	Waterfront			Non Waterfront			
	Avg. sale	cost/sq. ft.	days on mkt	Avg. sale	cost/sq. ft.	days on mkt	Avg. sale - WF higher by
2016	105,371	121	96	66,363	77	160	63%
2017	140,654	157	66	77,386	79	95	55%
2018	167,484	196	27	100,830	109	110	58%
2019	148,863	160	56	103,619	114	41	70%
2020	274,904	290	28	110,642	130	48	40%
Average	167455	185	55	91,768	102	91	57%

Our data indicates that in 2020 the average cottage sold are in the 38 day range A significant decrease over past year and another indication of the significant demand.





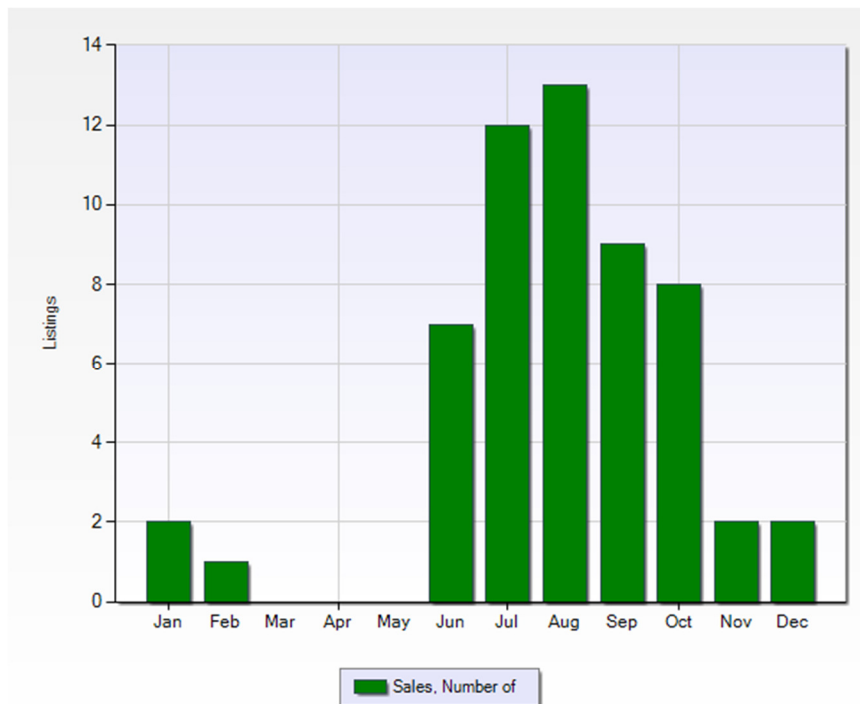
Don Amy, Sales Representative
McIntee Real Estate, Southampton
C: 519 270-3055 email: donamy@bmts.com



For Bruce Road 13 cottages the following table outlines the sales for the past five years. Demand outnumbered the available listings and average price increased 75%!

	2016	2017	2018	2019	2020	5 Yr. Avg.
# of SOLD cottages	19	25	14	16	18	18
Total Sales \$	1,982,300	3,413,300	2,223,750	2,457,000	4,835,100	2,982,890
Avg. Price of Cottage	104,332	136,532	158,839	153,562	268,617	162,114

The following table provides the # of sales by month for 2020.





Don Amy, Sales Representative
McIntee Real Estate, Southampton
C: 519 270-3055 email: donamy@bmts.com



The following table shows the profile of the number of cottages that sold in various prices ranges and indicates that almost 34% of the cottage in 2019 sold for less than \$100K while in 2020, 29% were less than \$100k. A new development this year 9% of cottages sold over 400K.

Prices Ranges For Cottage Sales				
	2019		2020	
Price	% of total	# sold	% of total	# sold
< 50K	4%	2	3%	2
51K - 75k	15%	8	14%	8
76k - 100k	15%	8	12%	7
101k - 125K	29%	15	14%	8
126k - 150K	13%	7	0%	0
151K - 175k	8%	4	11%	6
176-200	4%	2	7%	4
201-300	12%	6	23%	13
301-400	0	0	7%	4
400 plus			9%	5
total		52		57

I hope you found this 2020 cottage market review for leased land cottages informative and useful. As always, I would be happy to help you and your friends with any real estate needs.

Don Amy

Sales Representative
 Wilfred McIntee & Co Ltd
 181 High St. P.O. 1576, Southampton, ON, N0H 2L0
 Cell: 519 270-3055; Ofc: 519 797-5500; Fax: 519 797-3214
 donamy@bmts.com
 www.southamptonhomes.ca