



# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

### **2019 Year in Review**

**RICK CROUCH**

**Broker**

**MVA (Market Value Appraiser – Residential)**

**[sothebysrealty.ca](http://sothebysrealty.ca)**



## MARKET OVERVIEW

- Annual MLS® sales in 2019 totaled \$1.198 Million, up 20% from 2018, a new record for the area.
- Total 2019 MLS® unit sales of 2,243 properties were up 10% from 2018 yet remained 13% below total MLS® unit sales in 2017.
- MLS® new listings to come onto the market in 2019 totaled 3,511 properties up 11% from new listing activity in 2018.
- Despite increased listing activity, inventory was short of meeting Buyer demand in certain price ranges particularly from \$300,000 to \$500,000.



## **MARKET OVERVIEW continued....**

- Expired MLS ® listings in 2019 increased by 132 properties or 18% some of which stemmed from properties being over priced.
- Average days-on-market for properties to sell increased from 48 days in 2018 to of 54 days in 2019, an increase of 13%.
- The “average” sale price in 2019 was \$544,336, an increase of 9% from 2018. This increase was driven largely by an the increase in property sales over \$1 million which were up 40% from 2018.
- MLS® single family home sales in 2019 increased 13% in 2019 versus 2018 with 1,554 homes sold.



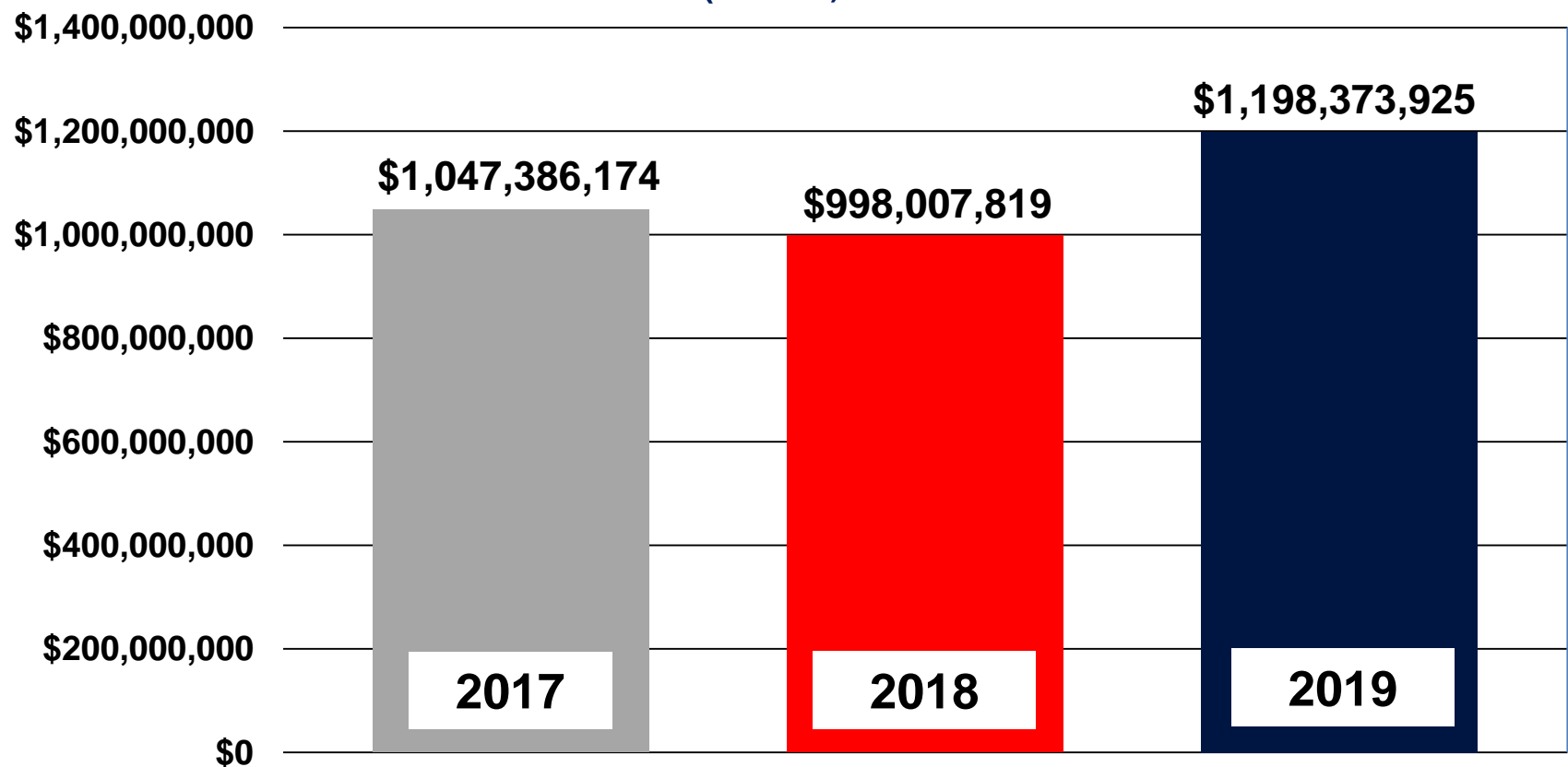
## MARKET OVERVIEW continued....

- Single family home sales in 2019 across area municipalities were as follows: Collingwood up 38%, Clearview Township up 14%, Grey Highlands up 13%, Blue Mountains up 9%, Wasaga Beach up 5%, the Municipality of Meaford was down 4%.
- MLS® condominium sales last year remained flat with 434 sales in 2019 compared to 433 sales in 2018.
- Vacant land sales during 2019 were down 21% compared to 2018 due primarily to the lack of inventory listed for sale.

**NOTE:** The statistics contained herein do not include the sale of new homes and condominiums made outside of the MLS® system by builders and or developers and their own sales staff.

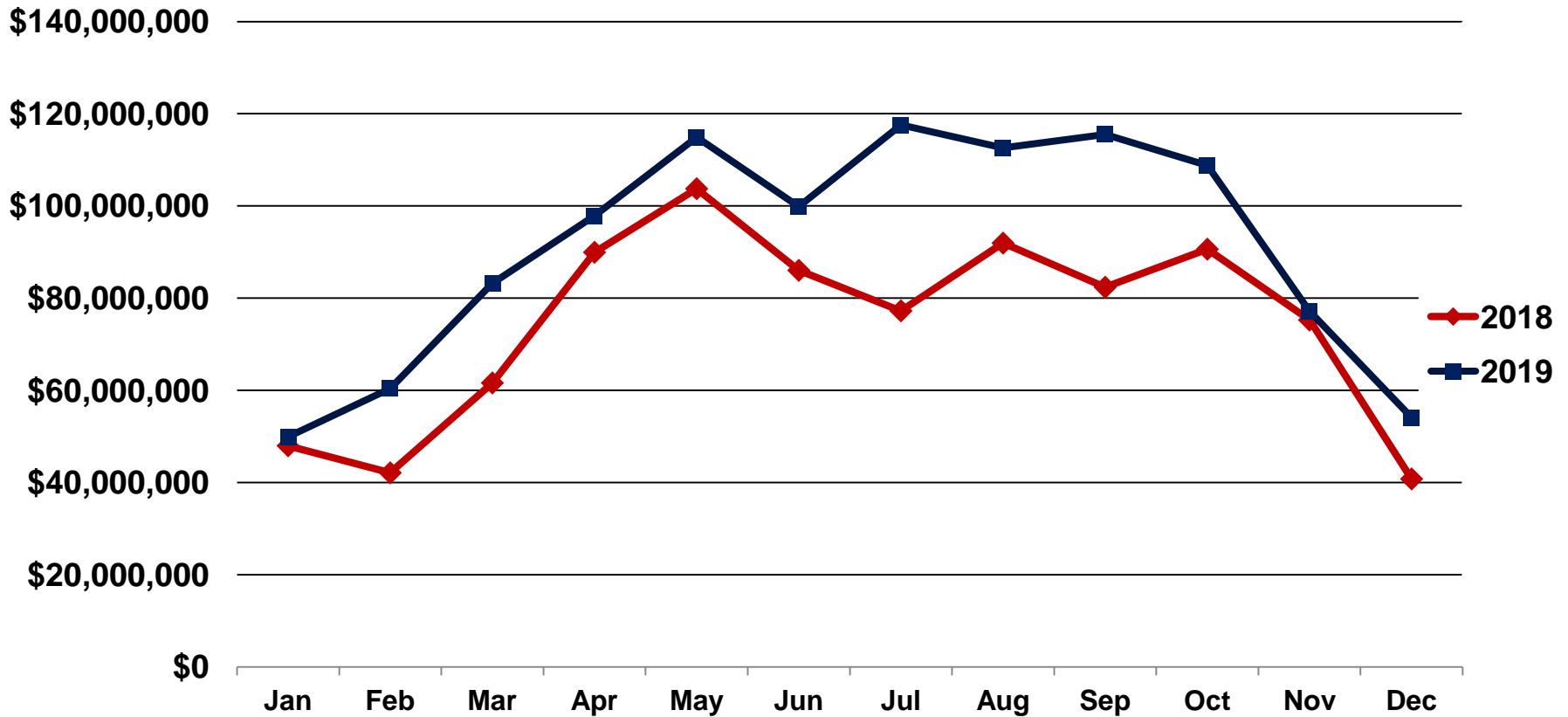


**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Sales Volume**  
**2017 versus 2018 versus 2019**  
**(Dollars)**



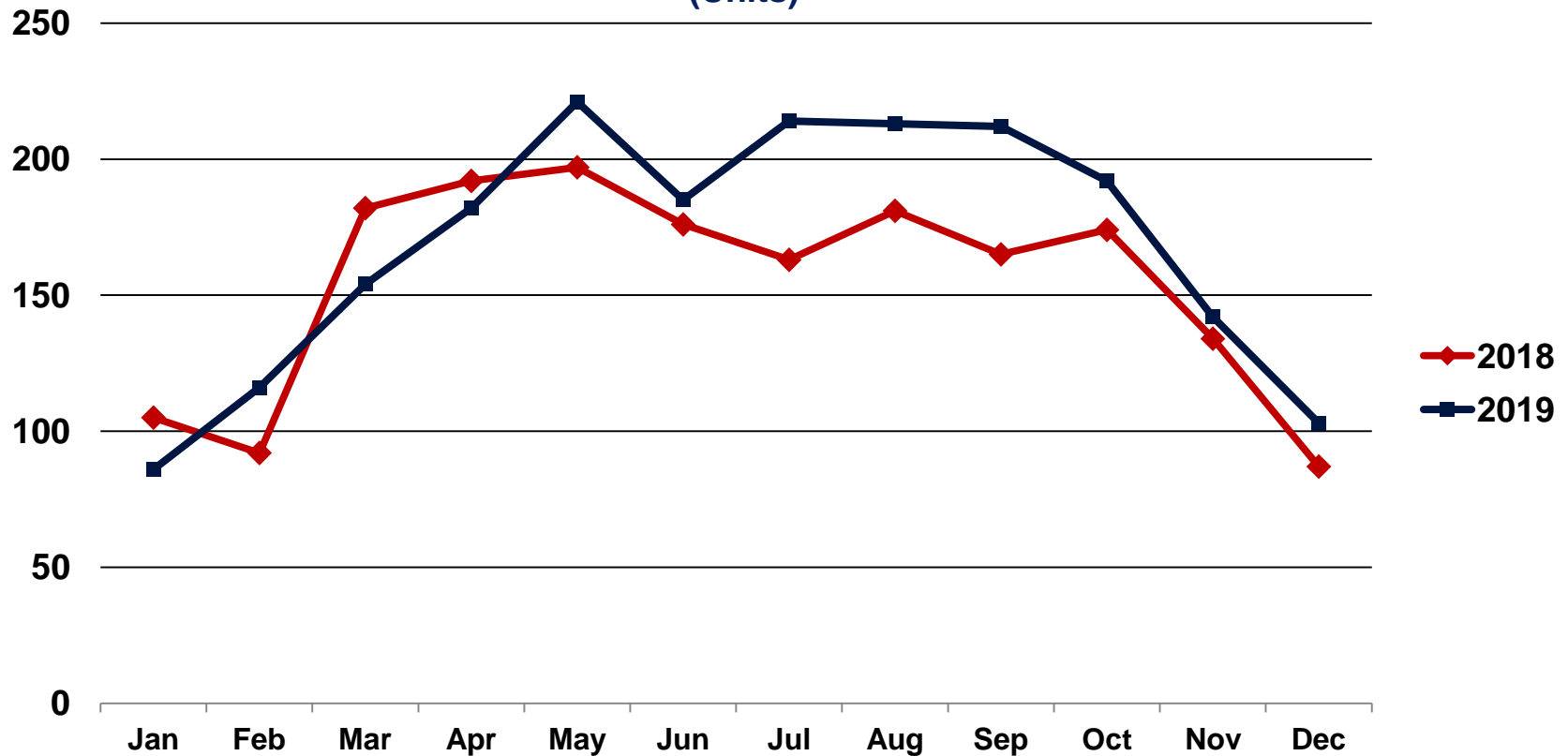


**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Sales by Month**  
**2018 versus 2019**  
(Dollars)



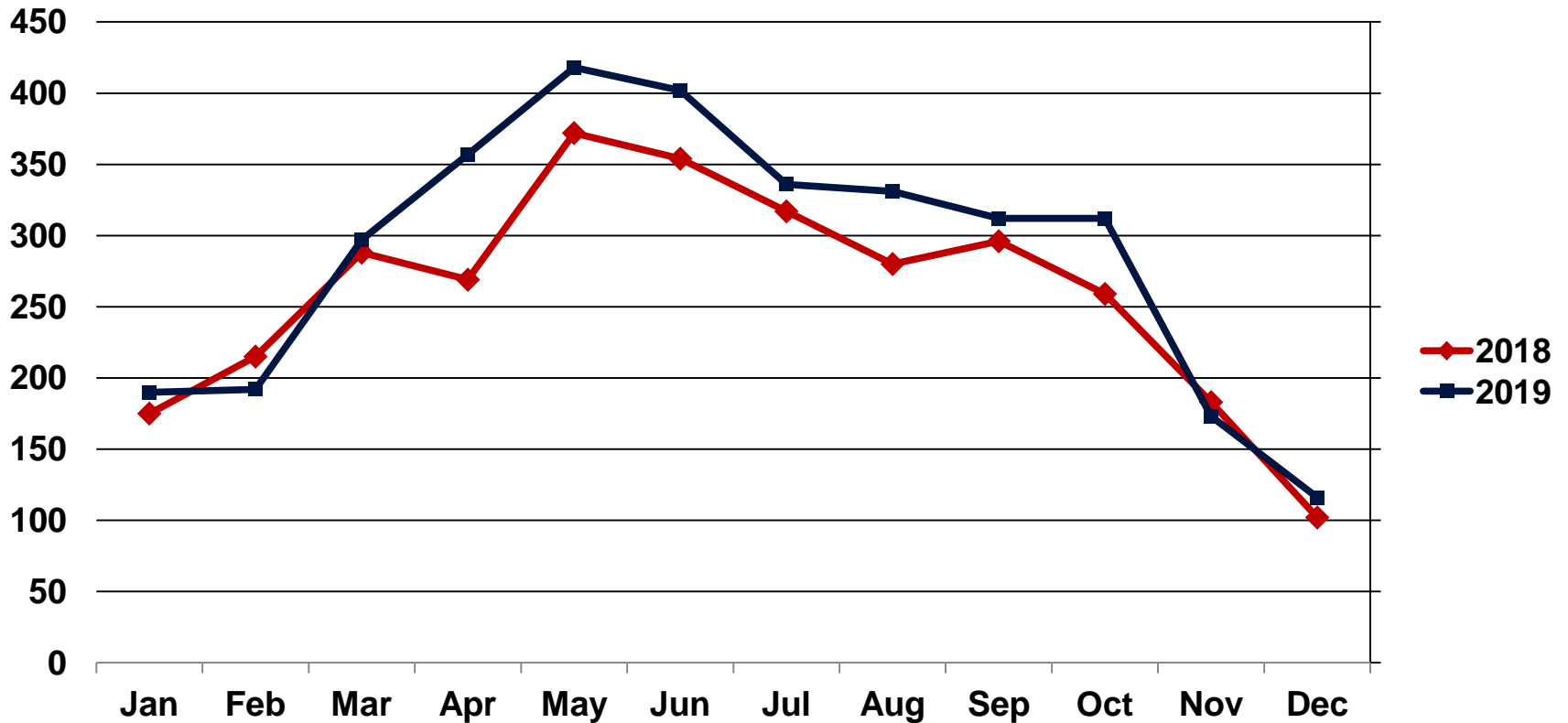


**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Sales by Month**  
**2018 versus 2019**  
**(Units)**





**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® New Listings by Month**  
**2018 versus 2019**  
**(Units)**





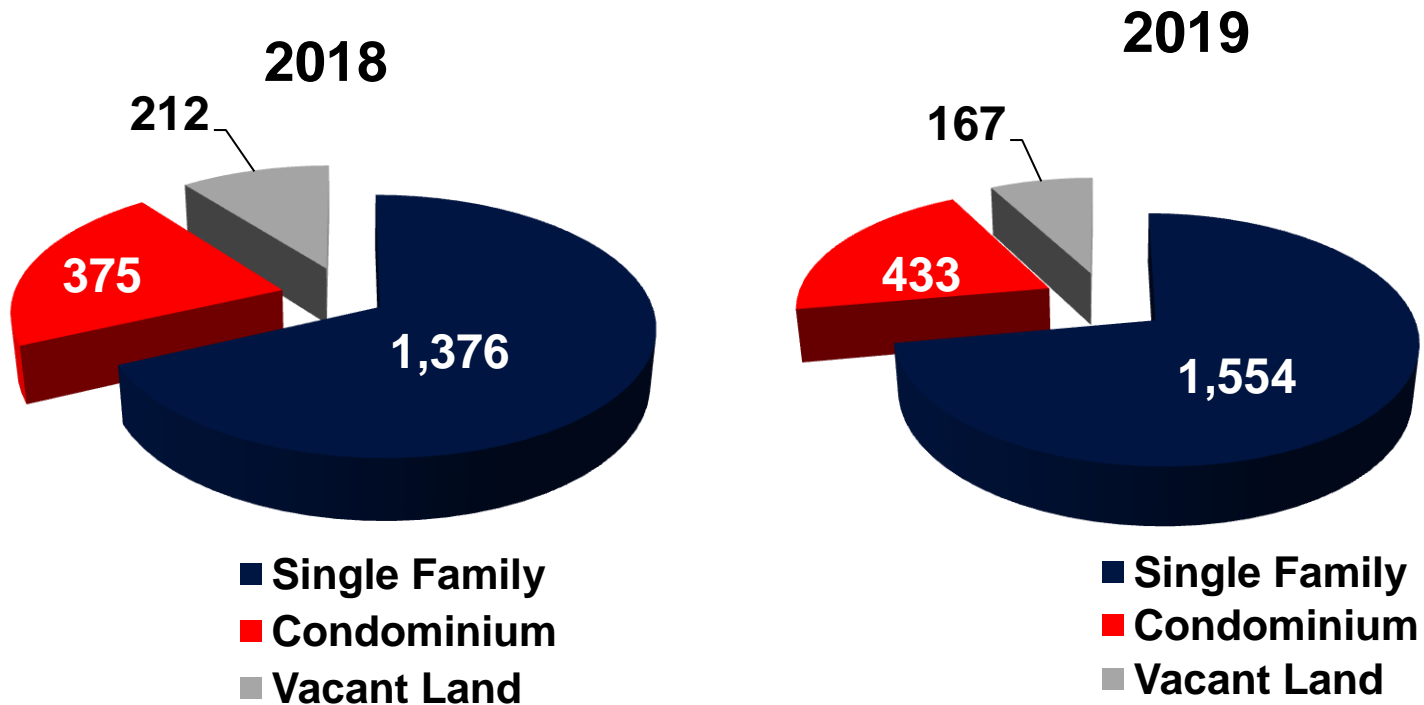


**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Sales by Price Range**  
**2018 versus 2019**  
**(Units)**

	<b>2018</b>	<b>2019</b>	<b>% Difference</b>
<b>Under \$100,000</b>	<b>9</b>	<b>6</b>	<b>- 33%</b>
<b>\$100,000 to \$299,000</b>	<b>318</b>	<b>236</b>	<b>- 26%</b>
<b>\$300,000 to \$499,999</b>	<b>860</b>	<b>891</b>	<b>4%</b>
<b>\$500,000 to \$799,999</b>	<b>465</b>	<b>635</b>	<b>37%</b>
<b>\$800,000 to \$999,999</b>	<b>95</b>	<b>120</b>	<b>27%</b>
<b>\$1 to \$1.499 Million</b>	<b>66</b>	<b>88</b>	<b>33%</b>
<b>\$1.5 to \$1.999 Million</b>	<b>14</b>	<b>30</b>	<b>114%</b>
<b>Over \$2 Million</b>	<b>14</b>	<b>11</b>	<b>- 21%</b>
<b>Total All</b>	<b>1,841</b>	<b>2,020</b>	<b>10%</b>



**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Residential Sales by Property Type**  
**2018 versus 2019**  
**(Units)**





**SOUTHERN GEORGIAN BAY**  
**Total Annual MLS® Single Family Home Sales by Area**  
**2018 versus 2019**  
**(Units)**

