



SOUTHERN GEORGIAN BAY Real Estate Market Report January 2020

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MARKET OVERVIEW

- January MLS® sales in 2020 totaled \$65.8 Million, up 18% from January of 2019.
- Total January 2020 MLS® unit sales of 94 properties were down 10% from 105 sales in January of last year.
- MLS® new listings to come onto the market in January 2020 totaled 176 properties a drop of 45 properties or 20% from 2019.
- Expired MLS ® listings in January totaled 82 properties down 6% from the 87 MLS listings that expired in January of last year. This is encouraging and we will see if this trend continues in 2020.



MARKET OVERVIEW continued....

- Overall, average days-on-market for properties to sell decreased 1 day from 60 days in January 2019 to of 59 days in January this year.
- The average list-to-sale price ratio increased slightly in January to 98.1% versus 97.4% from year ago.
- MLS® single family home sales in January totaled 68 units, up 6% from the 64 homes sold in January last year.



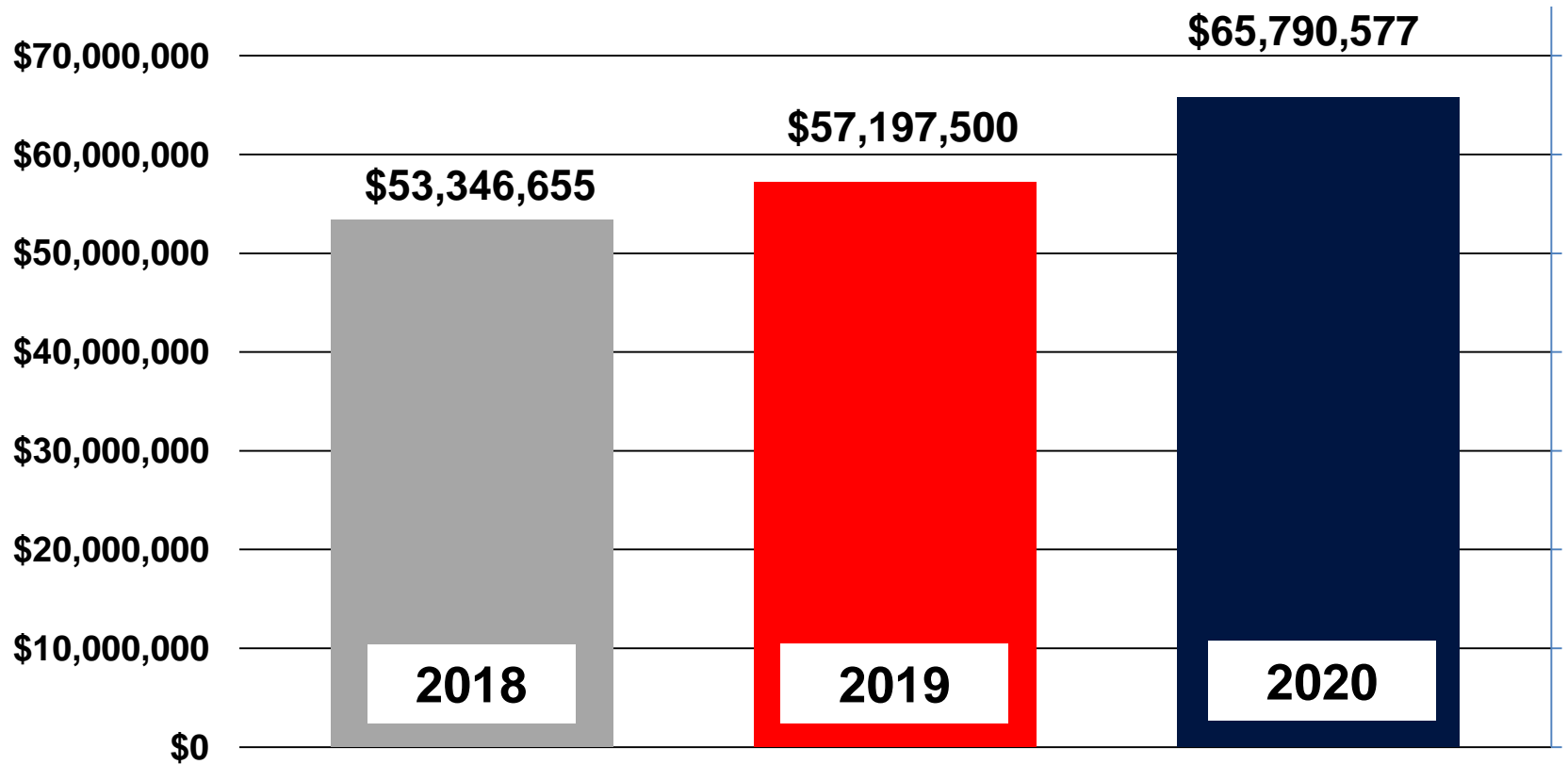
MARKET OVERVIEW continued....

- Single family home sales in January across area municipalities were as follows: Collingwood up 90%, Clearview Township down 44%, Grey Highlands up 120%, Blue Mountains down 25%, Wasaga Beach down 25%, the Municipality of Meaford was up 33%.
- MLS® condominium sales in January took a sharp jump from one year ago with 27 condo units sold this year compared to 19 units one year ago, an increase of 42%
- Vacant land sales remain weak given the lack of inventory for sale. Land sales of 10 properties is a 23% drop from January 2019.

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.

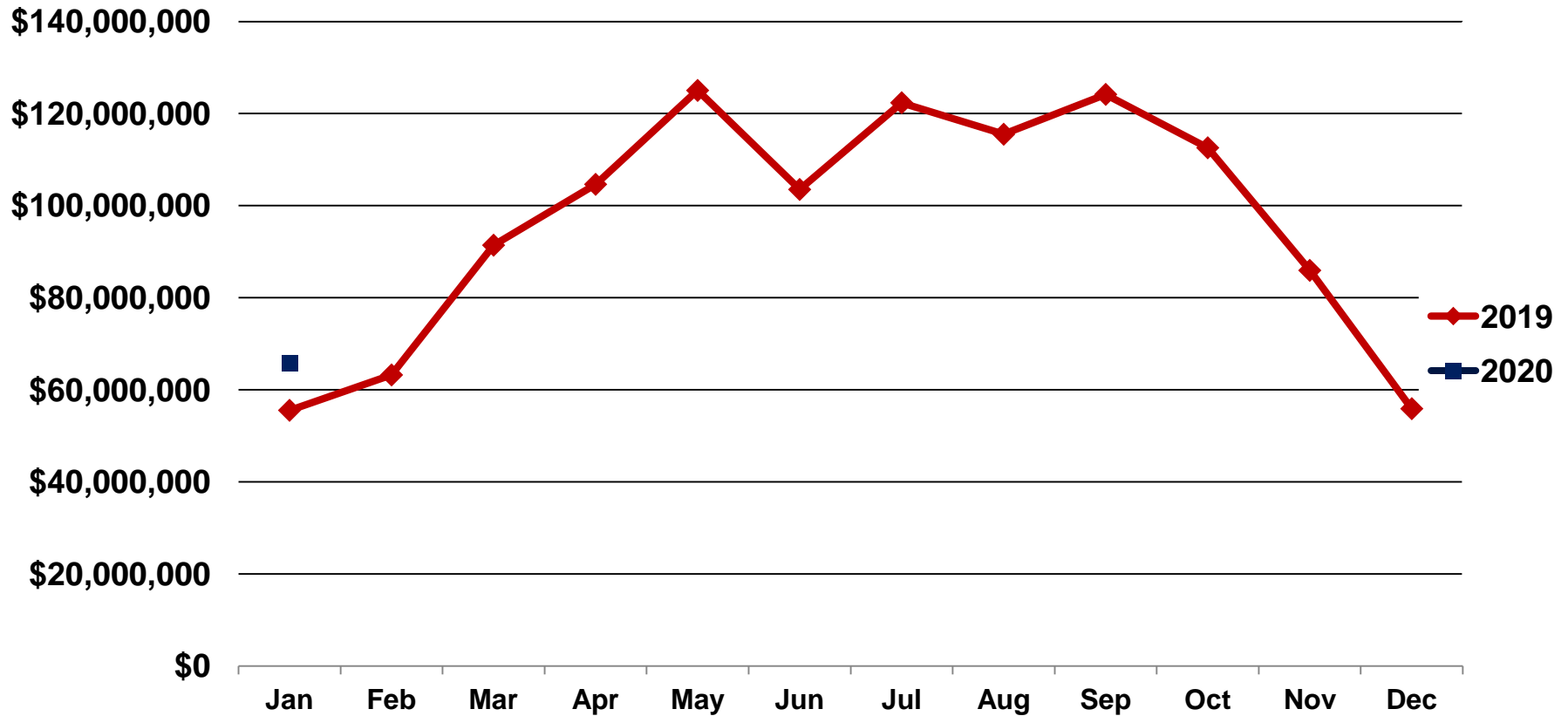


**SOUTHERN GEORGIAN BAY
Total Annual MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)**



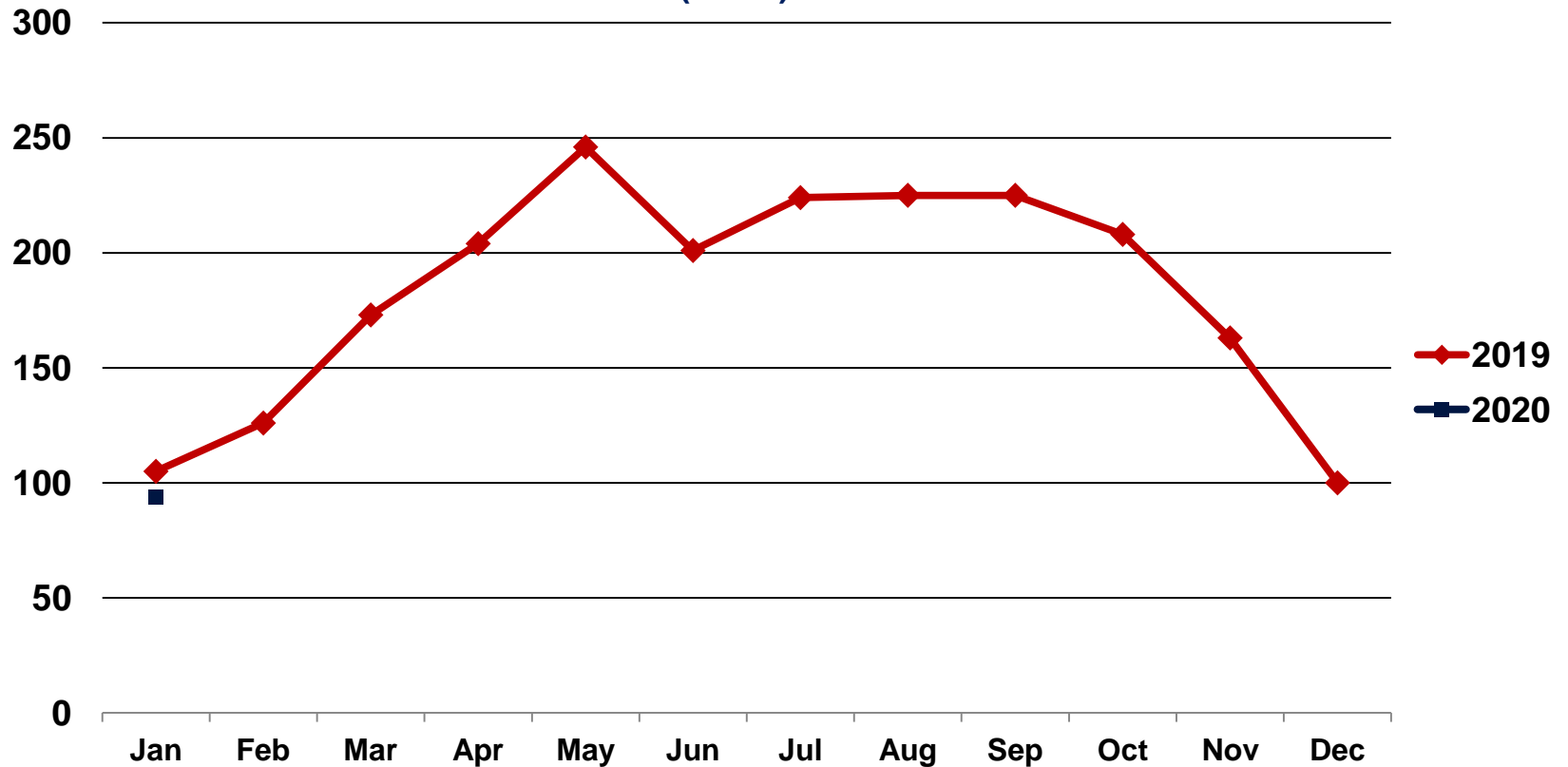


SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



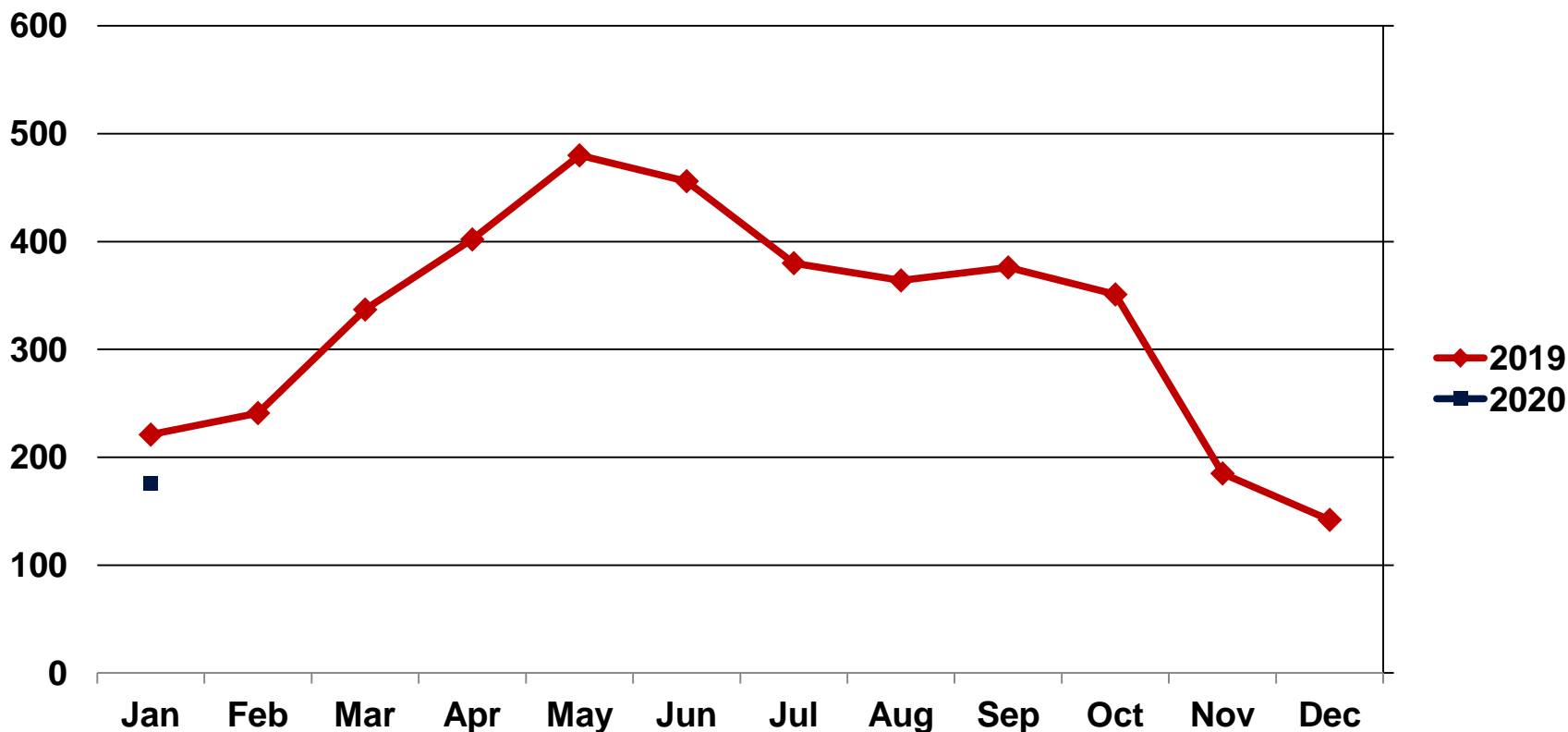


SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® New Listings by Month
2019 versus 2020
(Units)



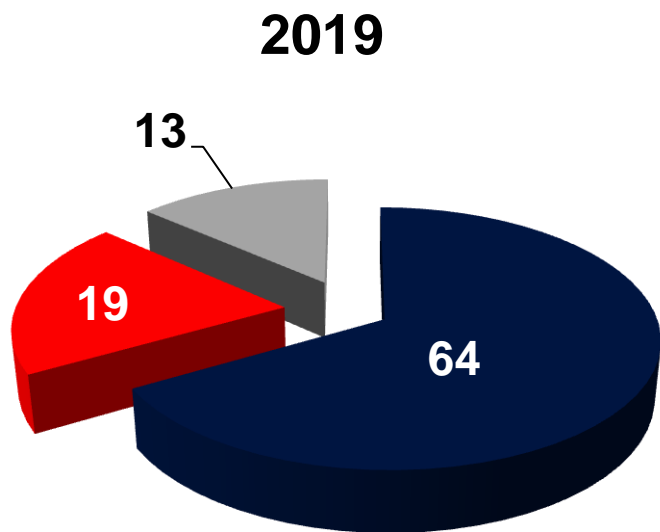


SOUTHERN GEORGIAN BAY
Total January MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

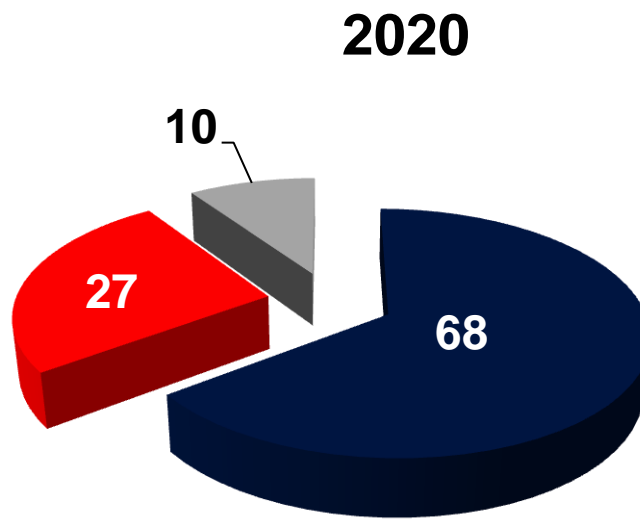
	2019	2020	% Difference
Under \$100,000	0	0	0%
\$100,000 to \$299,000	5	1	- 80%
\$300,000 to \$499,999	26	25	-.3%
\$500,000 to \$799,999	19	22	15%
\$800,000 to \$999,999	5	8	60%
\$1 to \$1.499 Million	3	6	50%
\$1.5 to \$1.999 Million	4	6	50%
Over \$2 Million	2	0	- 100%
Total All	64	68	3%



SOUTHERN GEORGIAN BAY
Total January MLS® Residential Sales by Property Type
2019 versus 2020
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® Single Family Home Sales by Area
2019 versus 2020
(Units)

