

SOUTHERN GEORGIAN BAY Real Estate Market Report

May 2020

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MARKET OVERVIEW

- While COVID 19 continues to have an impact on real estate activity across Canada, the local market is beginning to show some modest recovery. MLS® sales volume in May totalled \$80.4 million down 34% from sales of \$131.1 million in May of last year it was nonetheless much better than the 65% drop we experienced in April.
- Total MLS® sales in May of 141 units was down from 249 units sold or 43% from units sold in May 2019 yet were almost double the 78 units sold in April.
- New listings that came onto MLS® in May totaled 323 properties. This was 157 listings fewer than May 2019 but it was also 77% more than the number of new listings in April which had dropped significantly with the onset of COVID 19.



MARKET OVERVIEW continued....

- Expired MLS® listings in May totaled 73 properties, just 6 more than in April. Year-to-date expired MLS® listings continue to reflect an increase over last year totalling 367 versus 327 a year ago up 12%.
- In addition to the number of expired listings, a number of MLS® listings have been suspended, temporarily taken off the market. With the onset of the COVID-19 virus, many sellers do not want their properties being shown and or exposed to the general public. To date, 21 MLS® listings have been suspended from the system whereas this time in 2019 the number of suspended listings was “zero.”



MARKET OVERVIEW continued....

- Despite a significant drop in sales the overall MLS® list-to-sale price ratio has remained stable at just over 97%. We have yet to see any downward pressure on prices stemming from the virus & economic downturn. Homes priced accurately to current market value continue to draw buyers willing to pay close to a realistic asking price.
- Year-To-Date MLS® single family home sales in May totaled 436 units down 26% from the 590 sales last year. Condo sales have also softened from the first four months of 2020 and now total 129 units versus 157 sales last year a drop of 18%.



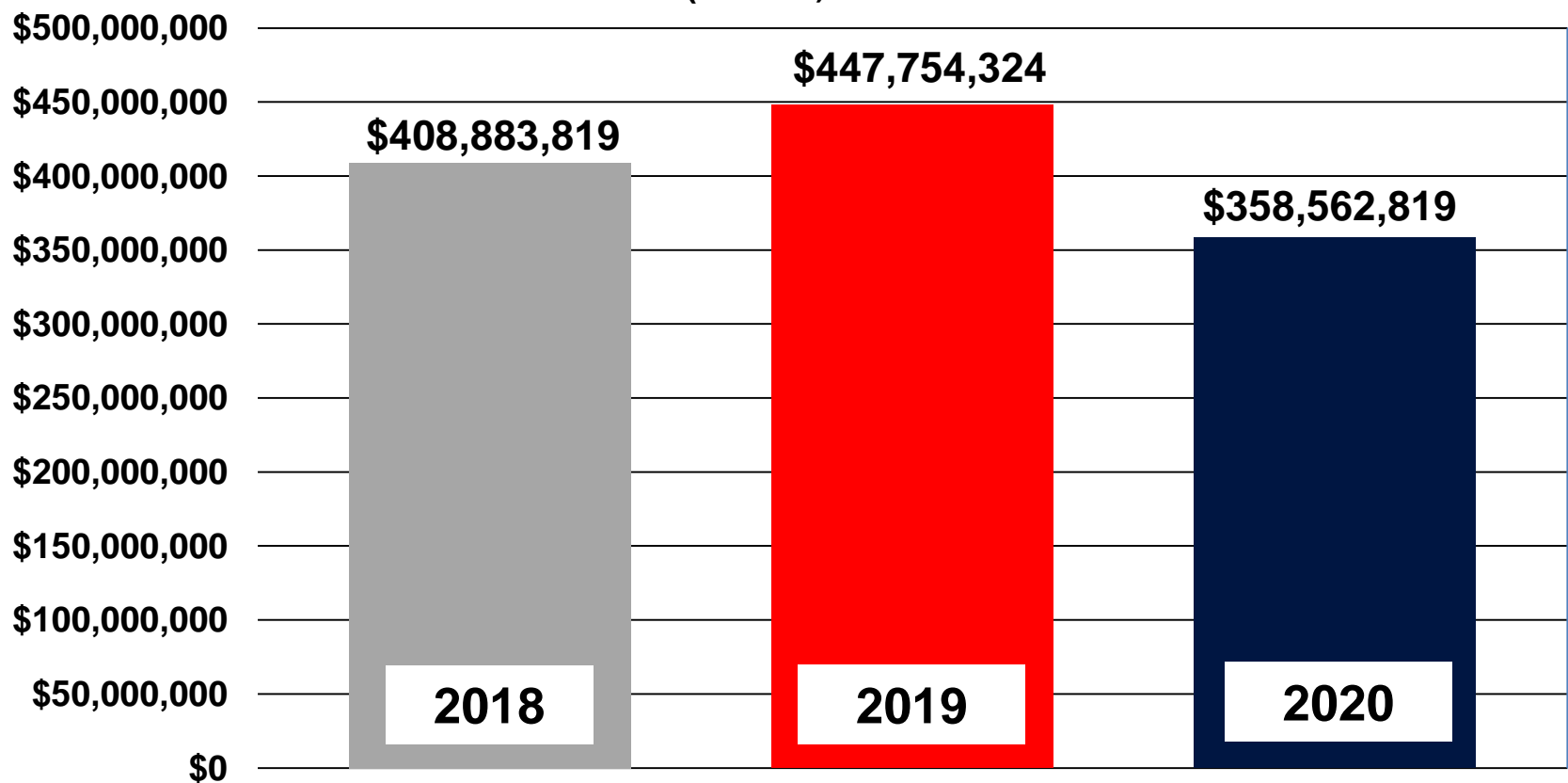
MARKET OVERVIEW continued....

- Year-to-date single family home sales in area municipalities are lagging behind 2019 as follows: Collingwood -42%%, Clearview Township -30%, Blue Mountains -32%, Wasaga Beach -15%, Municipality of Meaford -39% while sales in the Grey Highlands are 10%.
- Single family home sales continue to remain strong from \$800,000 to \$2 Million. As per the accompanying chart, year-to-date sales from \$800,000 to \$1,499,999 are equal to 2019 while sales between \$1.5 to \$2 million are up 36% Sales over \$2 Million are down by just 1 unit with 4 sales reported this year versus 5 sales during the first five months of 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.

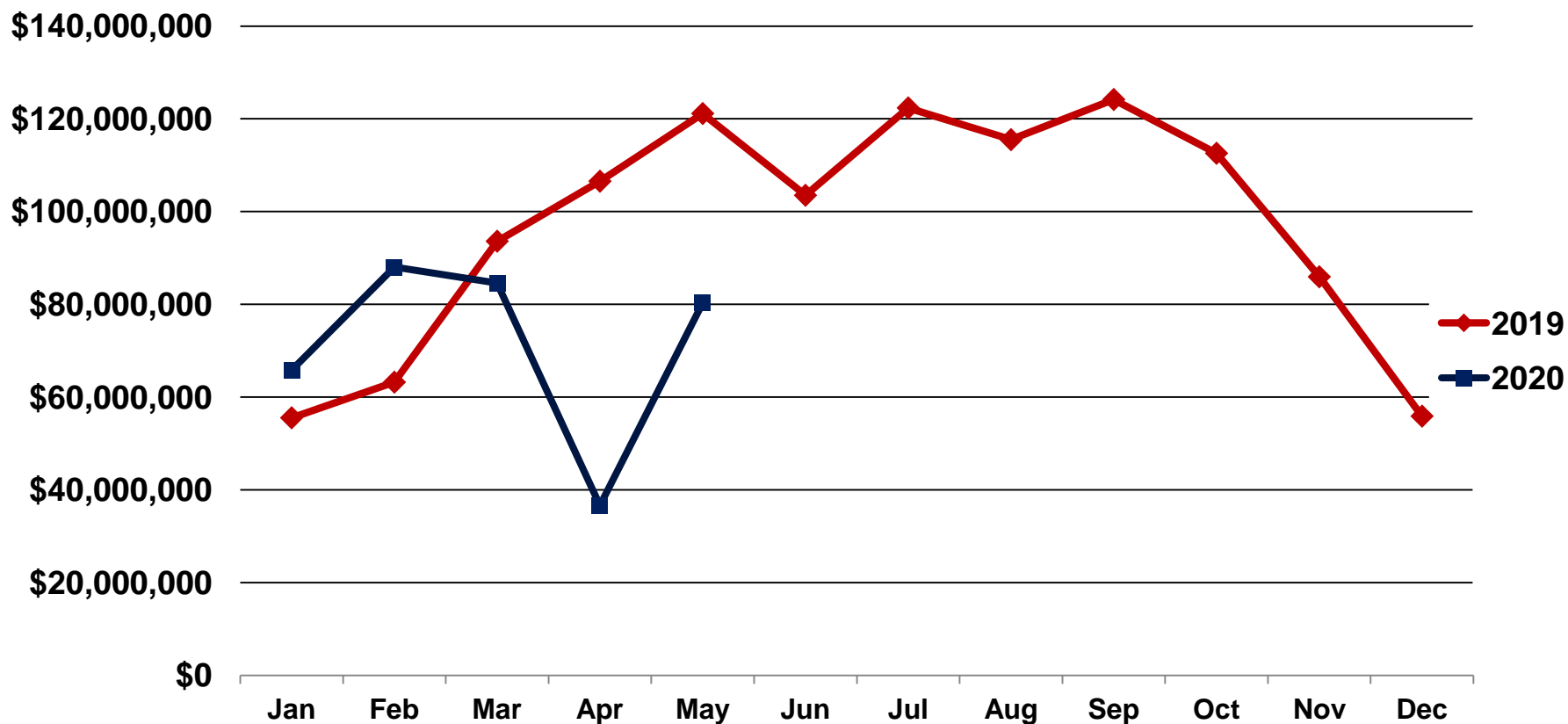


SOUTHERN GEORGIAN BAY
May Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



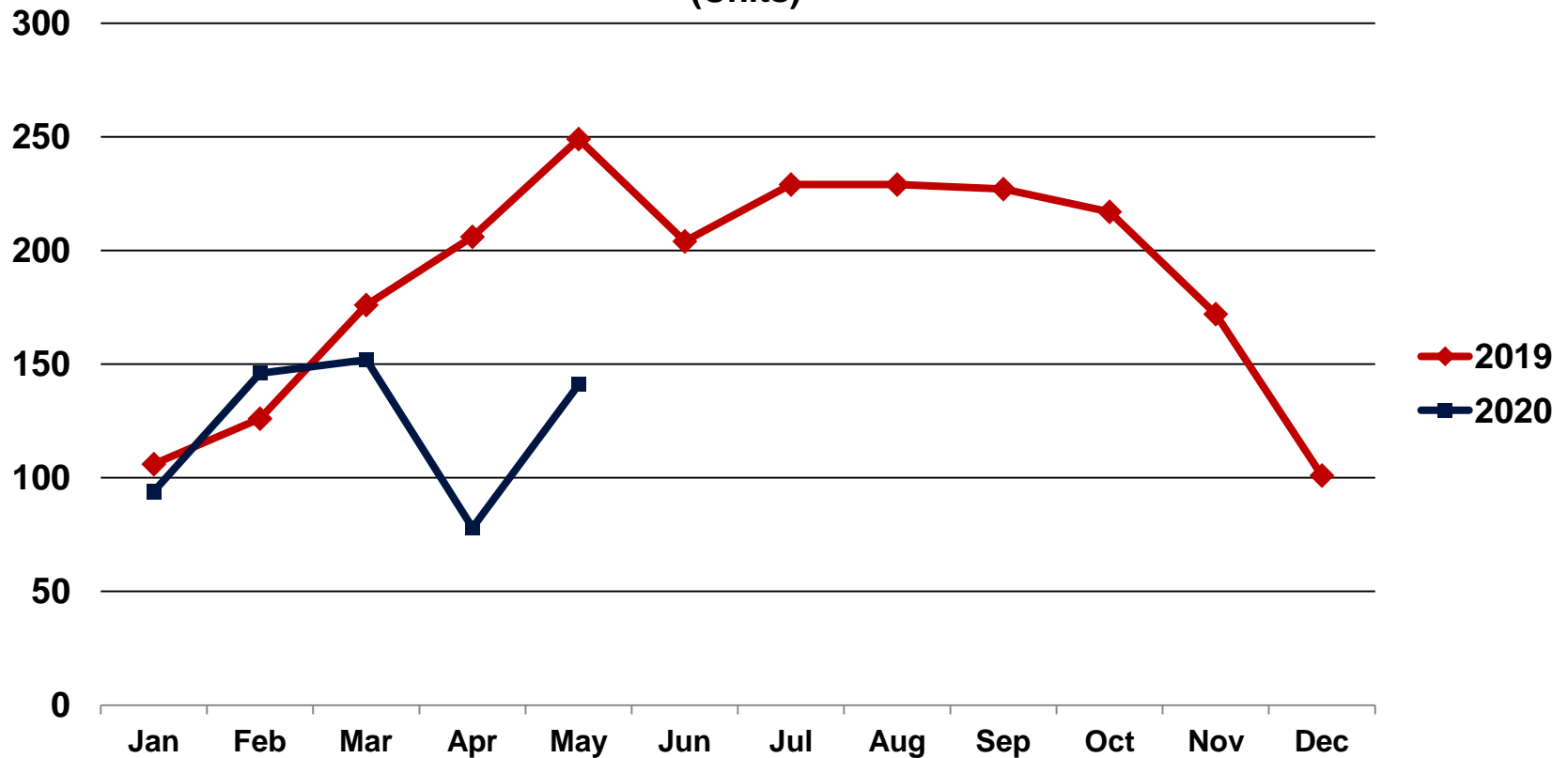


SOUTHERN GEORGIAN BAY
May Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



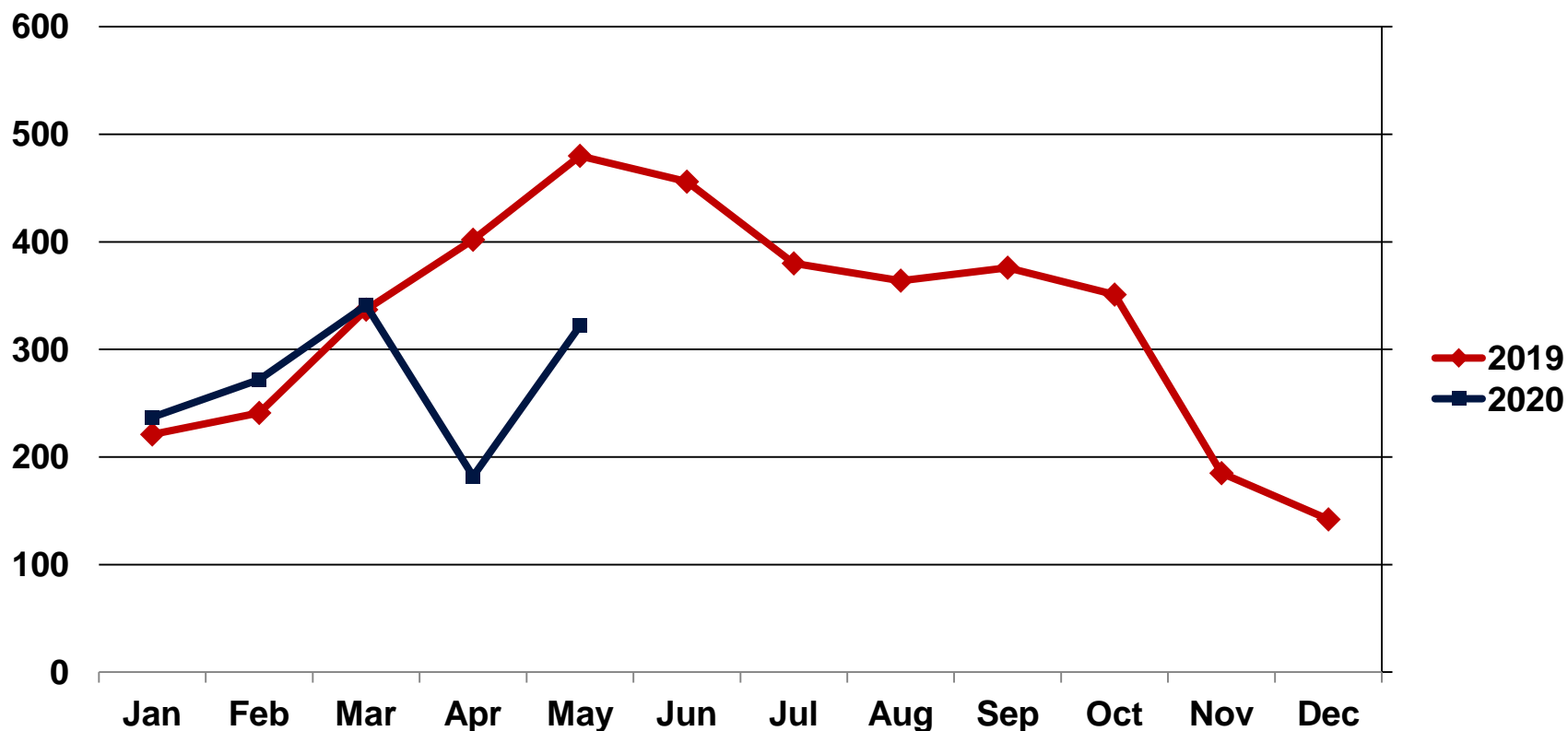


SOUTHERN GEORGIAN BAY
May Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



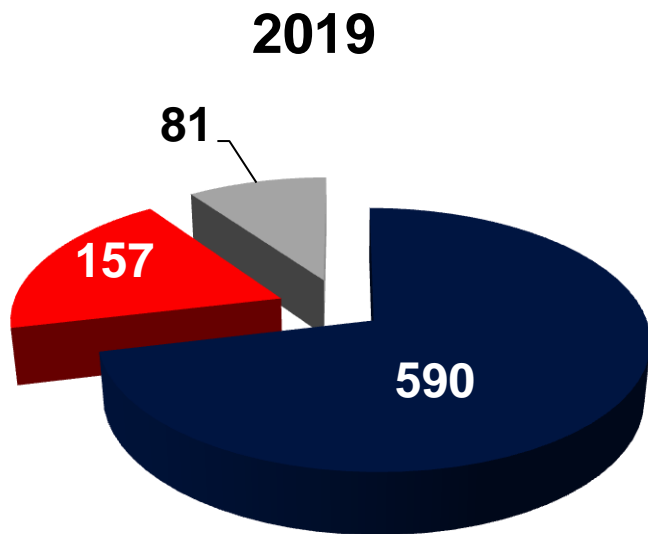


SOUTHERN GEORGIAN BAY
May MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

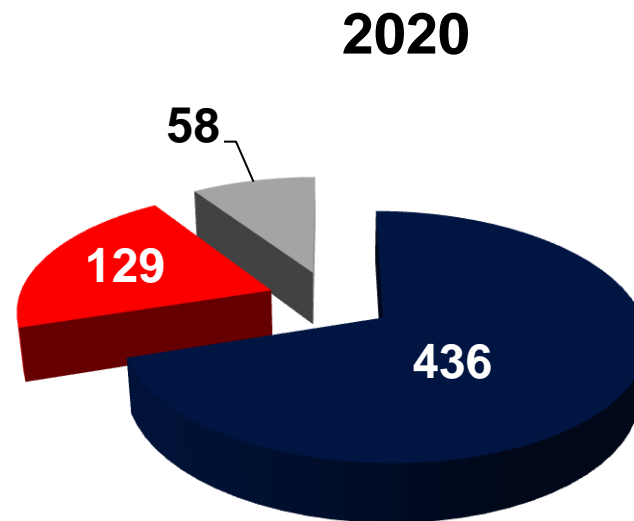
	2019	2020	% Difference
Under \$100,000	3	0	- 100%
\$100,000 to \$299,999	40	25	- 38%
\$300,000 to \$499,999	252	156	- 28%
\$500,000 to \$799,999	216	173	- 20%
\$800,000 to \$999,999	39	39	0%
\$1 to \$1.499 Million	24	24	0%
\$1.5 to \$1.999 Million	11	15	36%
Over \$2 Million	5	4	- 20%
Total All	590	436	- 26%



SOUTHERN GEORGIAN BAY
May Year-To-Date MLS® Residential Sales by Property Type
2019 versus 2020
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



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

