



SOUTHERN GEORGIAN BAY Real Estate Market Report

June 2020

RICK CROUCH

Broker

MVA (Market Value Appraiser – Residential)

rcrouch@sothebysrealty.ca



MARKET OVERVIEW

- While COVID 19 continues to have an impact on real estate activity across Canada, the local market is showing some significant improvements in both demand and sales especially in the higher price segments of the market
- Total MLS® sales in June of 295 units were up 91 units sold or 45% from the 204 units sold in June 2019. June MLS® dollar volume of \$182.4 million was up a hefty \$77.2 million or 73% from June 2019.
- Year-to-date MLS® dollar volume for our area totals \$541.5 million, down \$11.4 million (-21%) from sales of \$552.9 million in 2019. Although lagging behind last year, year-to-date MLS® dollar volume is up \$40.6 million (8%) ahead of the first six months of 2018.



MARKET OVERVIEW continued....

- New MLS® listings in June totalled 400 up from 323 in May. Sellers are adapting to the protocols of selling properties brought on by COVID 19 indicating that consumer confidence is somewhat coming back.
- Expired MLS® listings in June totaled 81 properties, 8 more than in May. Year-to-date expired MLS® listings continue to reflect an increase over last year totalling 454 versus 417 a year ago up 12%.
- We have yet to see any downward pressure on prices stemming from the pandemic & economic downturn. The year-to-date average list- to-sale price ratio is 97.7% versus 97.6% one year ago.



MARKET OVERVIEW continued....

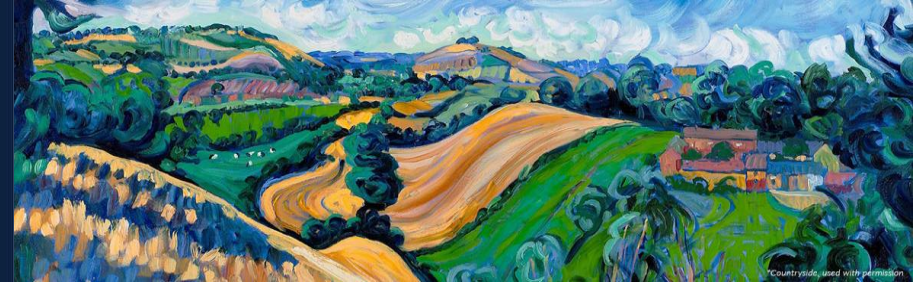
- Year-To-Date MLS® single family home sales in June totaled 662 units down 9% from the 729 sales last year.
- Condo sales have softened during the first six months of 2020 and now total 180 units versus 198 sales last year also reflecting a drop of 9% equal to single family home sales.

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.

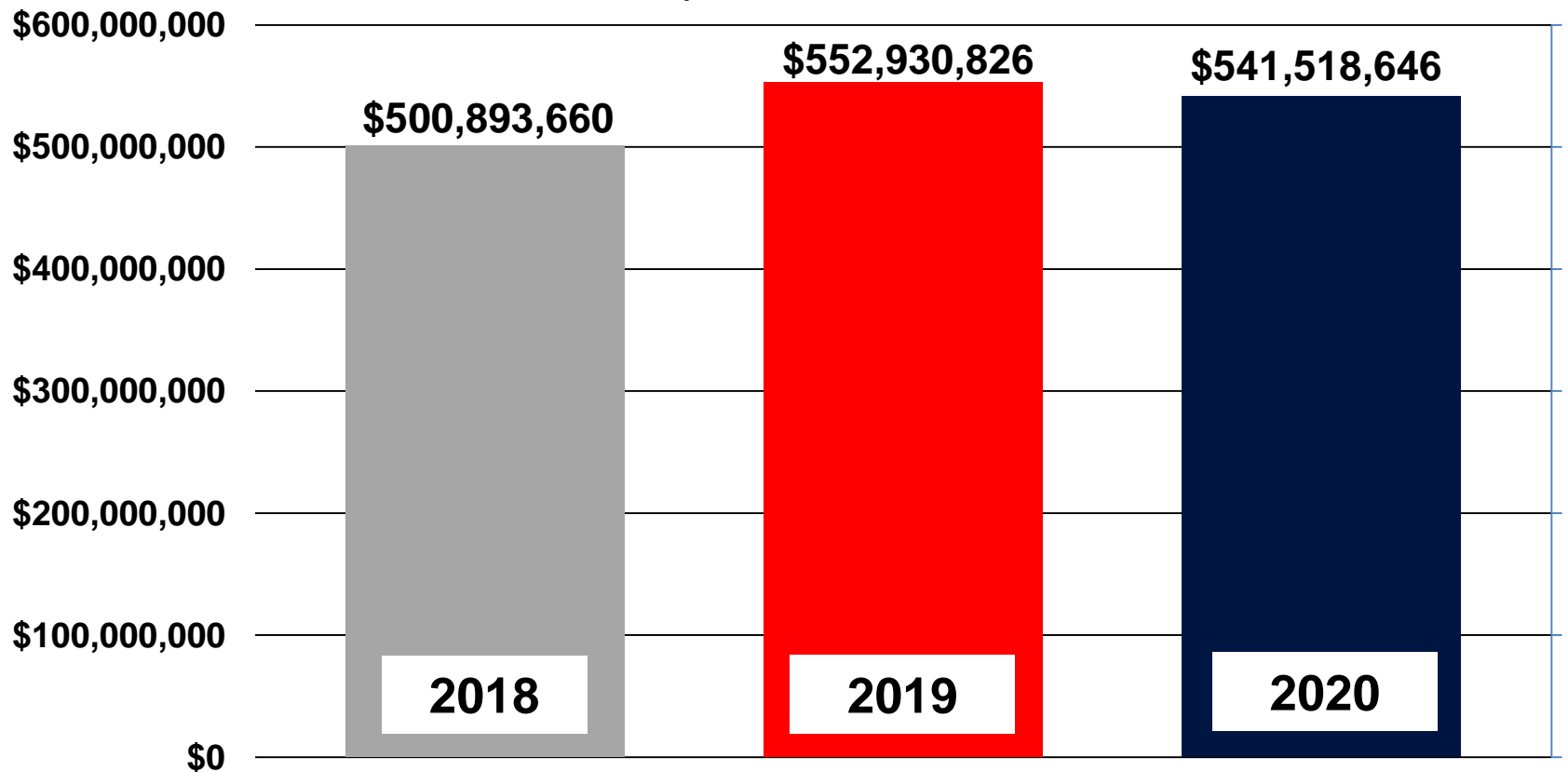


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales in many area municipalities are lagging behind 2019 as follows: Collingwood -28%, Clearview Township -13%, Blue Mountains -15%, Municipality of Meaford -26% while sales in the Grey Highlands and Wasaga Beach are up 30% and 6% respectively.
- MLS® single family home sales continue to remain the strongest between \$800,000 to \$2 Million. As per the accompanying chart, year-to-date sales from \$800,000 to \$1,499,999 are up from 23% to 32%. Sales \$1.5 to \$2 million are up 91% while sales over \$2 million are up 33% albeit for a smaller volume with 8 units sold versus 6 sales last year at this time.

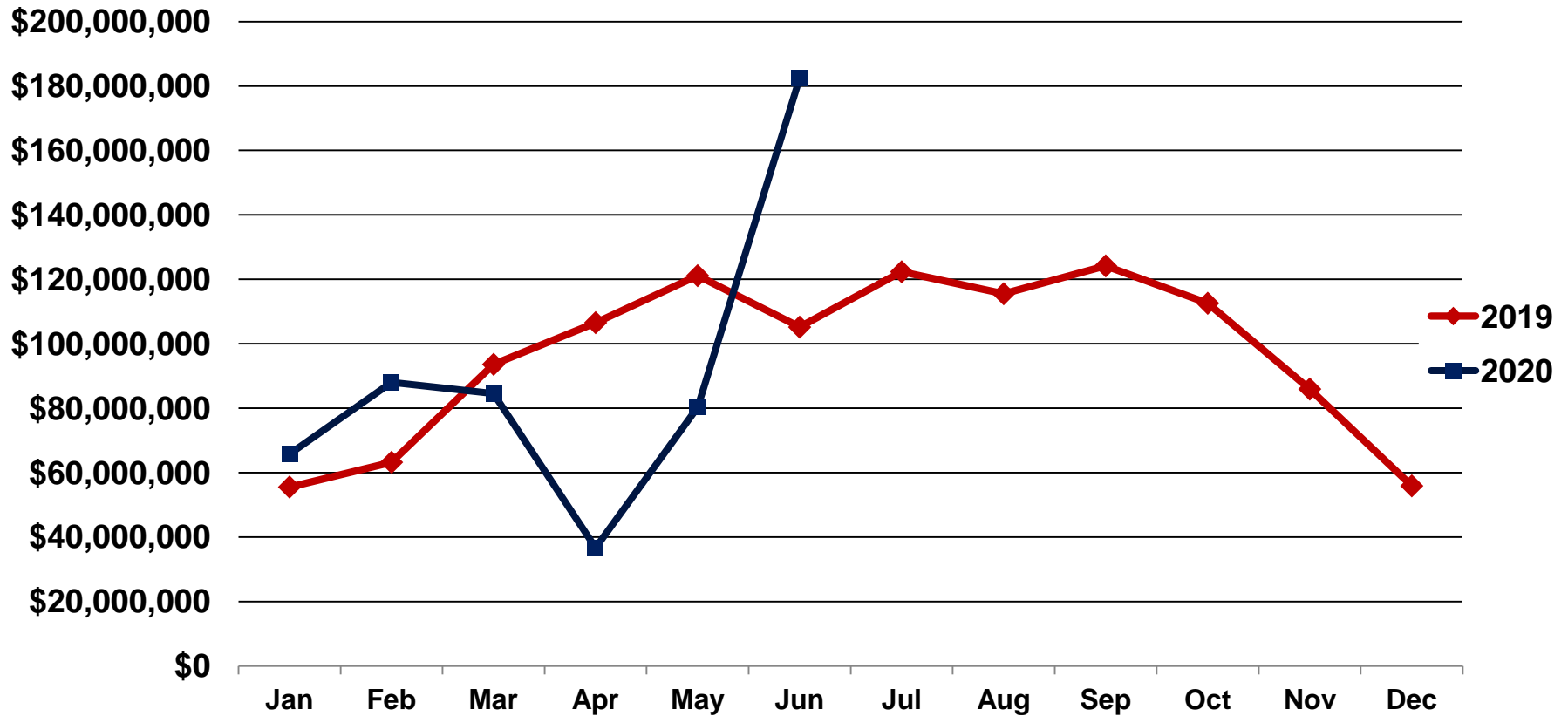


SOUTHERN GEORGIAN BAY
June Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



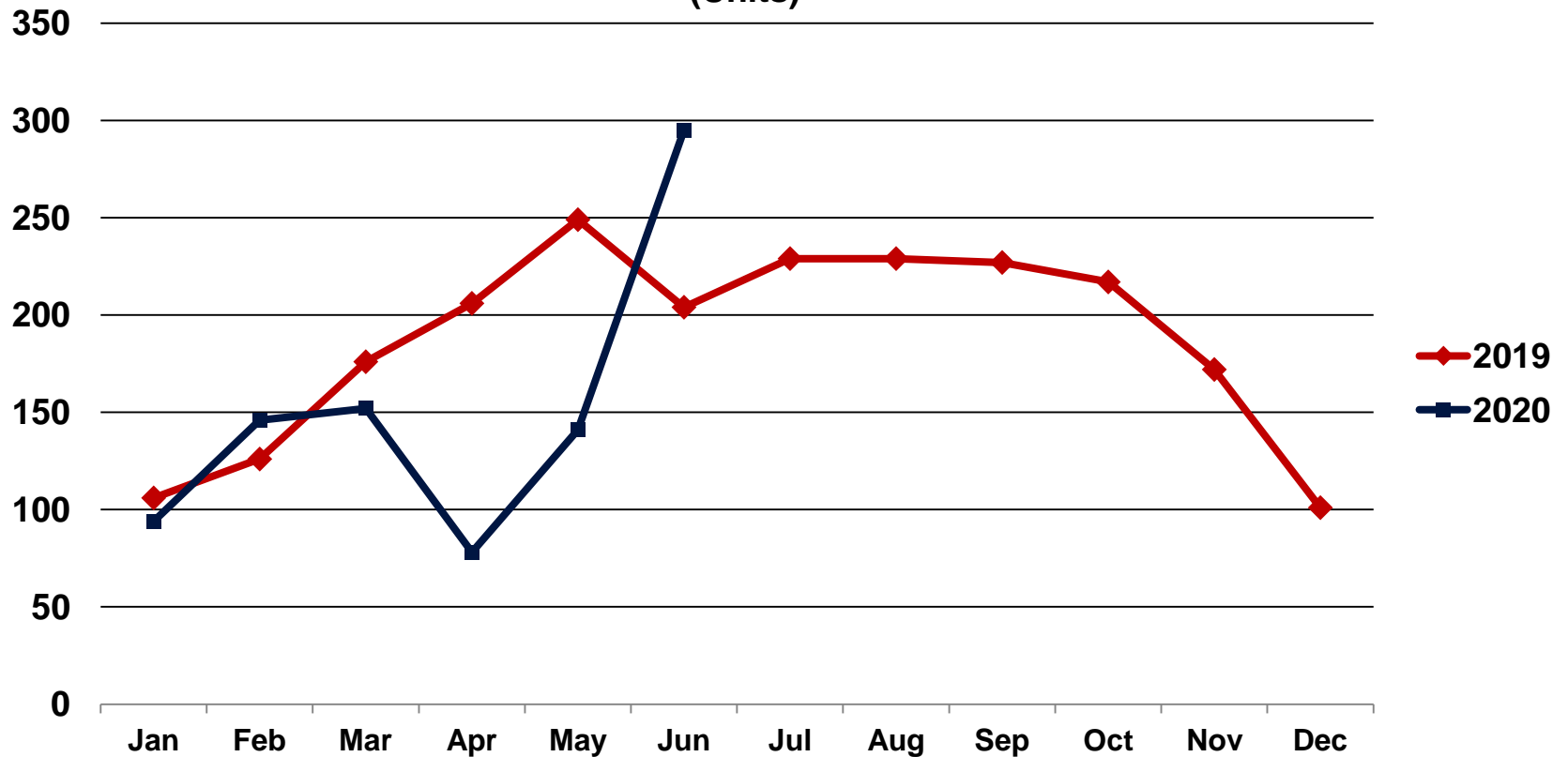


SOUTHERN GEORGIAN BAY
June Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



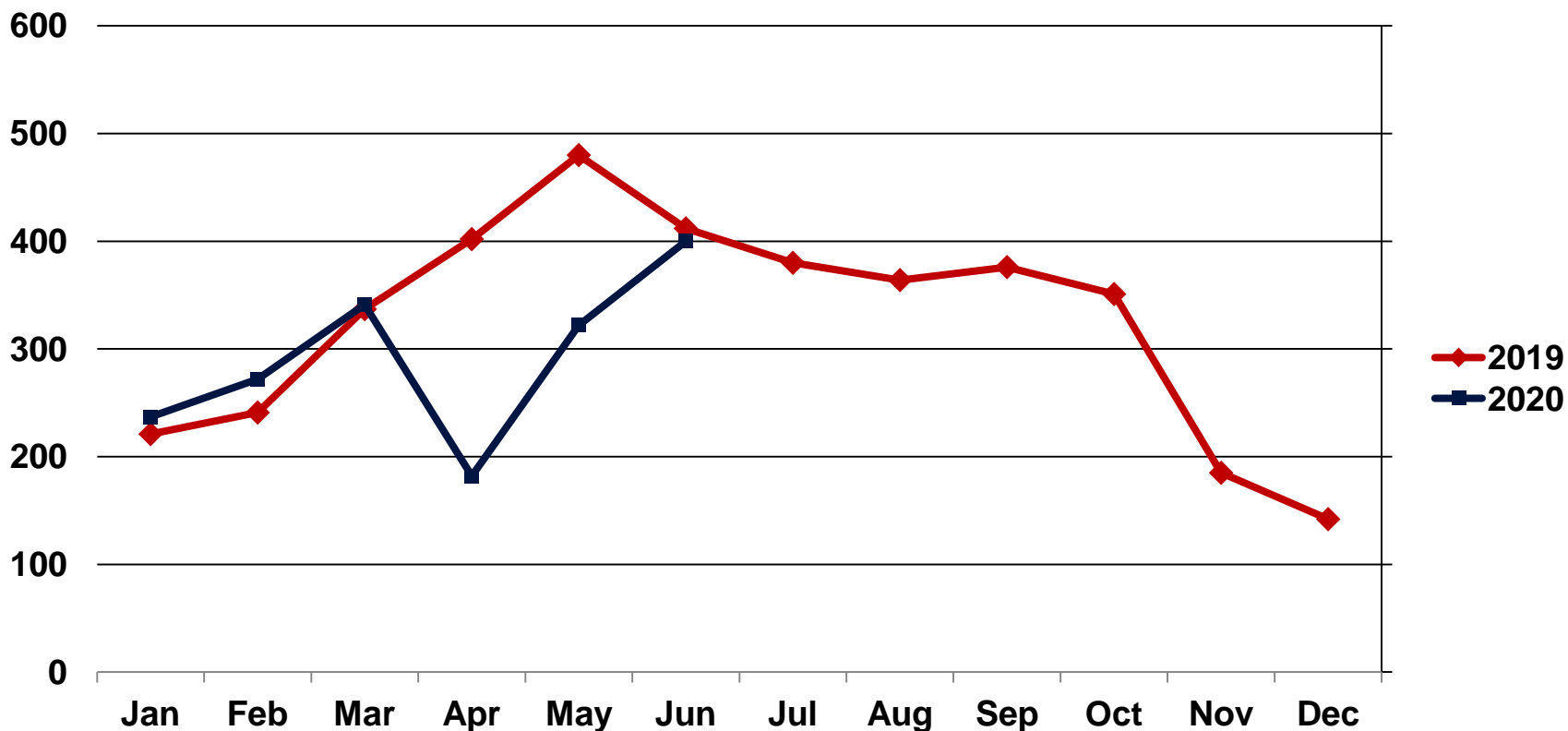


SOUTHERN GEORGIAN BAY
June Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



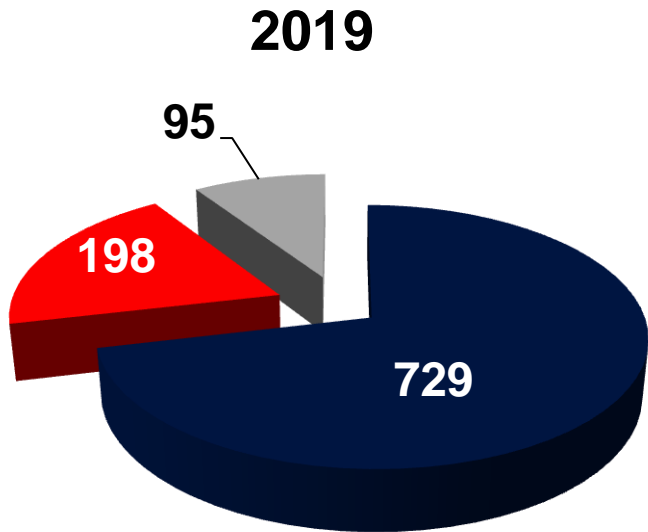


SOUTHERN GEORGIAN BAY
June MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

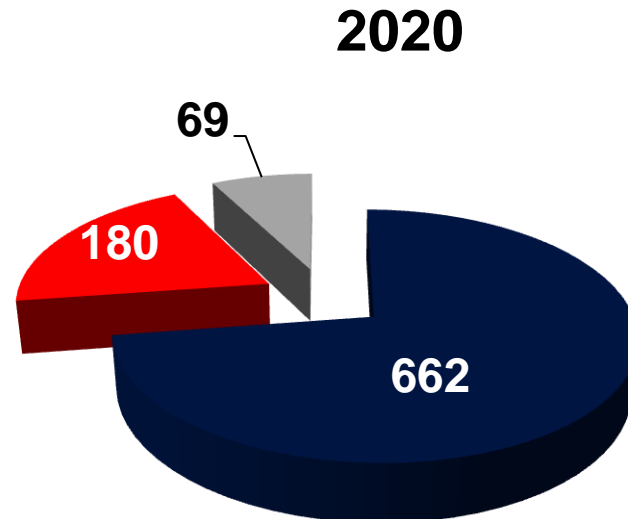
	2019	2020	% Difference
Under \$100,000	4	0	- 100%
\$100,000 to \$299,999	50	42	- 16%
\$300,000 to \$499,999	314	231	- 26%
\$500,000 to \$799,999	229	265	16%
\$800,000 to \$999,999	44	54	23%
\$1 to \$1.499 Million	31	41	32%
\$1.5 to \$1.999 Million	11	21	91%
Over \$2 Million	6	8	33%
Total All	729	662	- 9%



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

