



SOUTHERN GEORGIAN BAY Luxury Properties Market Report 2nd Quarter 2020

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Luxury Market Overview

- Luxury homes and condominiums continue to represent a significant growth aspect of the Southern Georgian Bay real estate market. For statistical purposes, we consider properties priced from \$1 million and up to represent the luxury market segment in our area.
- Sales of luxury homes priced over \$1 million in our market remain strong and have started 2020 well ahead of the start of 2019. Sales to the end of the 2nd Quarter of 2020 total 76 properties an increase of 41% over 54 MLS® sales during the same time in 2019.
- The value of these MLS® sales totalled \$116.3 million, a 47% increase over the \$34.5 Million sold during the first six months of last year



Luxury Market Overview continued....

- Sales of luxury homes in the \$1 to \$2 Million price ranges are particularly strong, sales between \$1 to \$1.5 Million total 46 units up 28% from one year ago while sales between \$1.5 to \$2 Million have posted a 83% gained with 22 properties sold in the first six months of 2020 compared to 12 sales in the same period last year.
- Sales between \$2 to \$2.5 Million are identical to last year with 3 MLS® sales in both 2019 and 2020.
- To the end of June there have been 5 MLS® sales over the \$2.5 Million threshold whereas in 2019 there were 3.

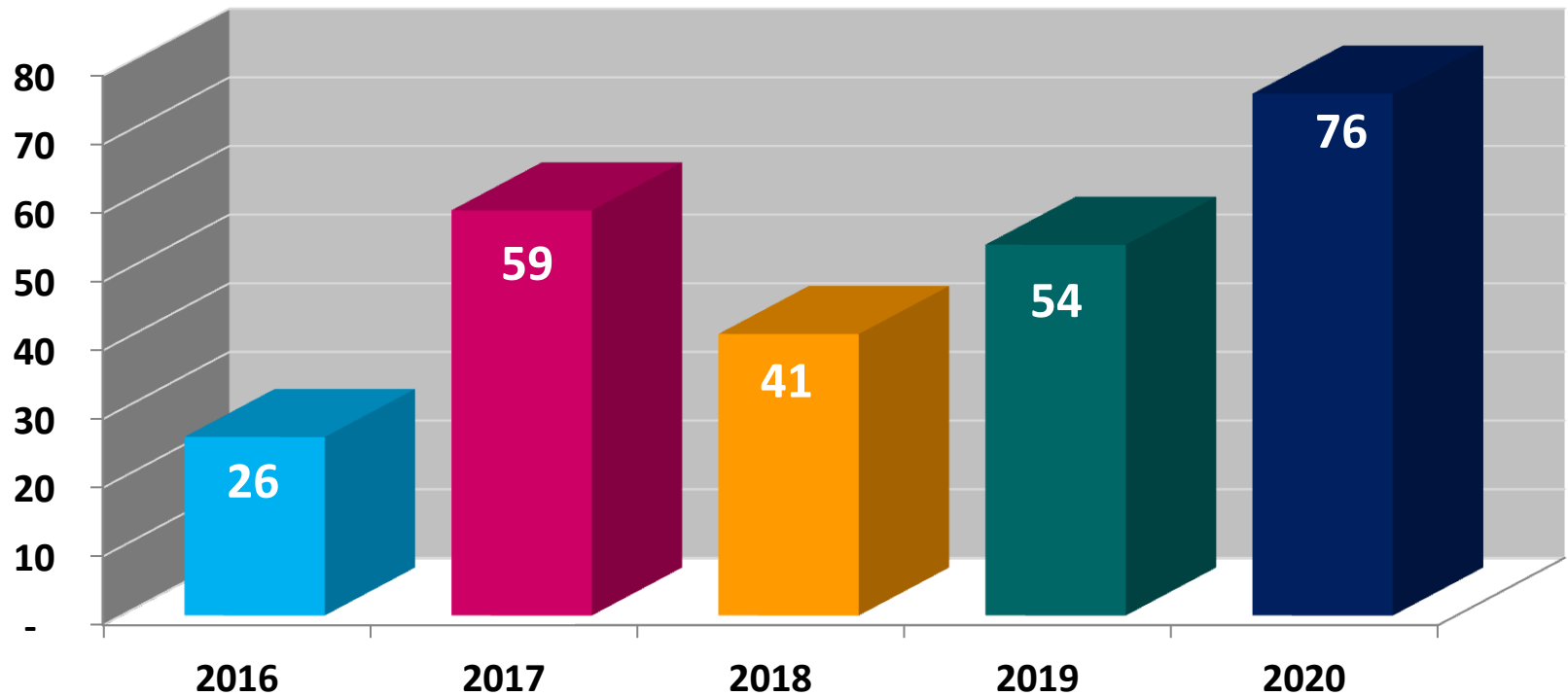


Luxury Market Overview continued....

- Currently there are 167 properties listed for sale over \$1 Million on the MLS® System of the Southern Georgian Bay Association of REALTORS®. In total this equals 13 months of inventory however this number is not universal across all price segments.
- From \$1 to \$2 million there is just under 1 year of available inventory list for sale. Between \$2 to \$2.5 million there is 38 months (over 3 years) of homes listed for sale while above \$2.5 million MLS® listed inventory for sale is 22 to 23 months or just under 2 years.
- As a “Market Value Appraiser” I can say with authority that pricing your property accurately is key when competing for a willing luxury home Buyer in these market conditions.

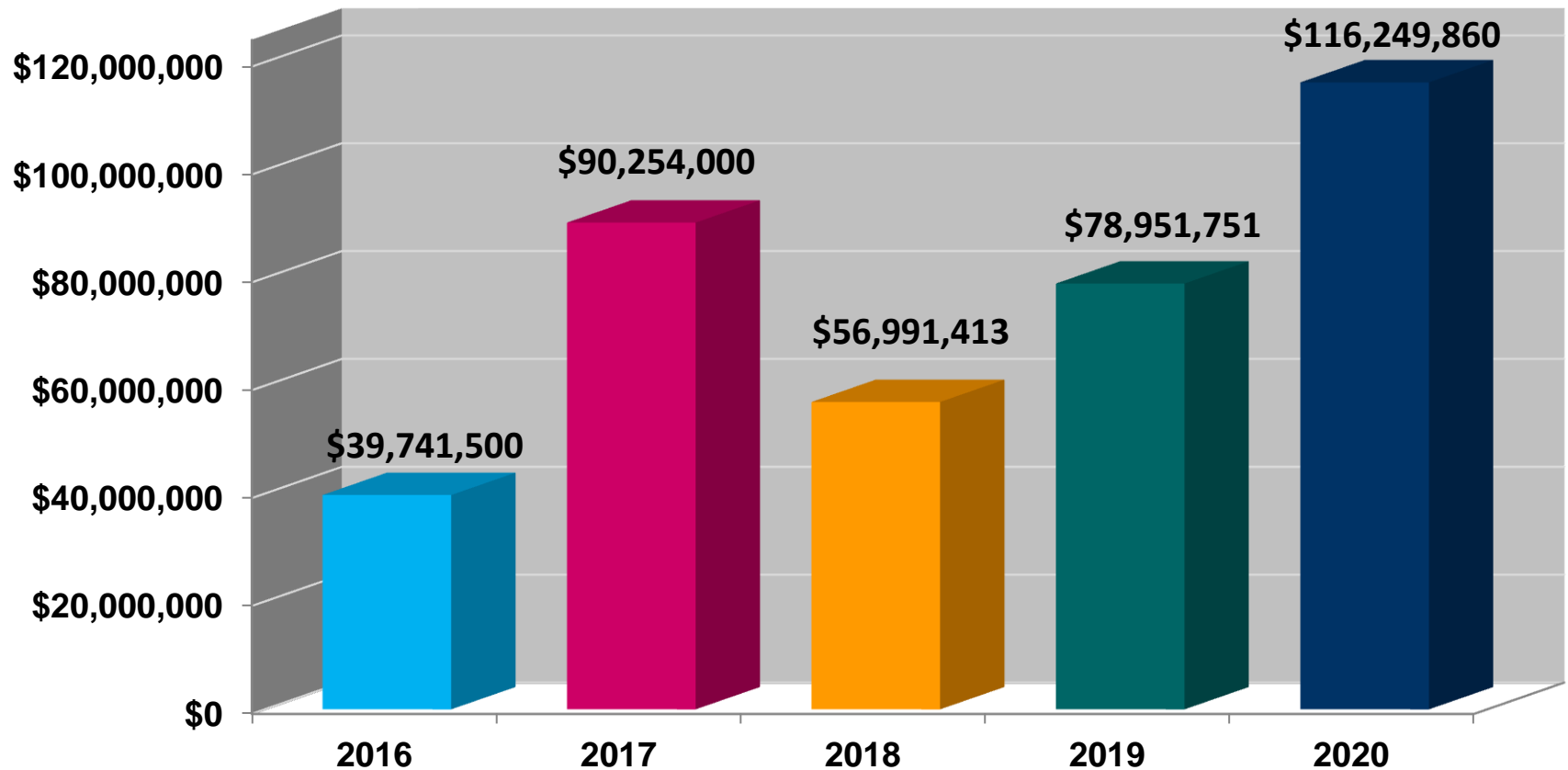


SOUTHERN GEORGIAN BAY
2nd Quarter YTD Luxury Property MLS® Sales Over \$1 Million
2016 to 2020
(Total Properties Sold)



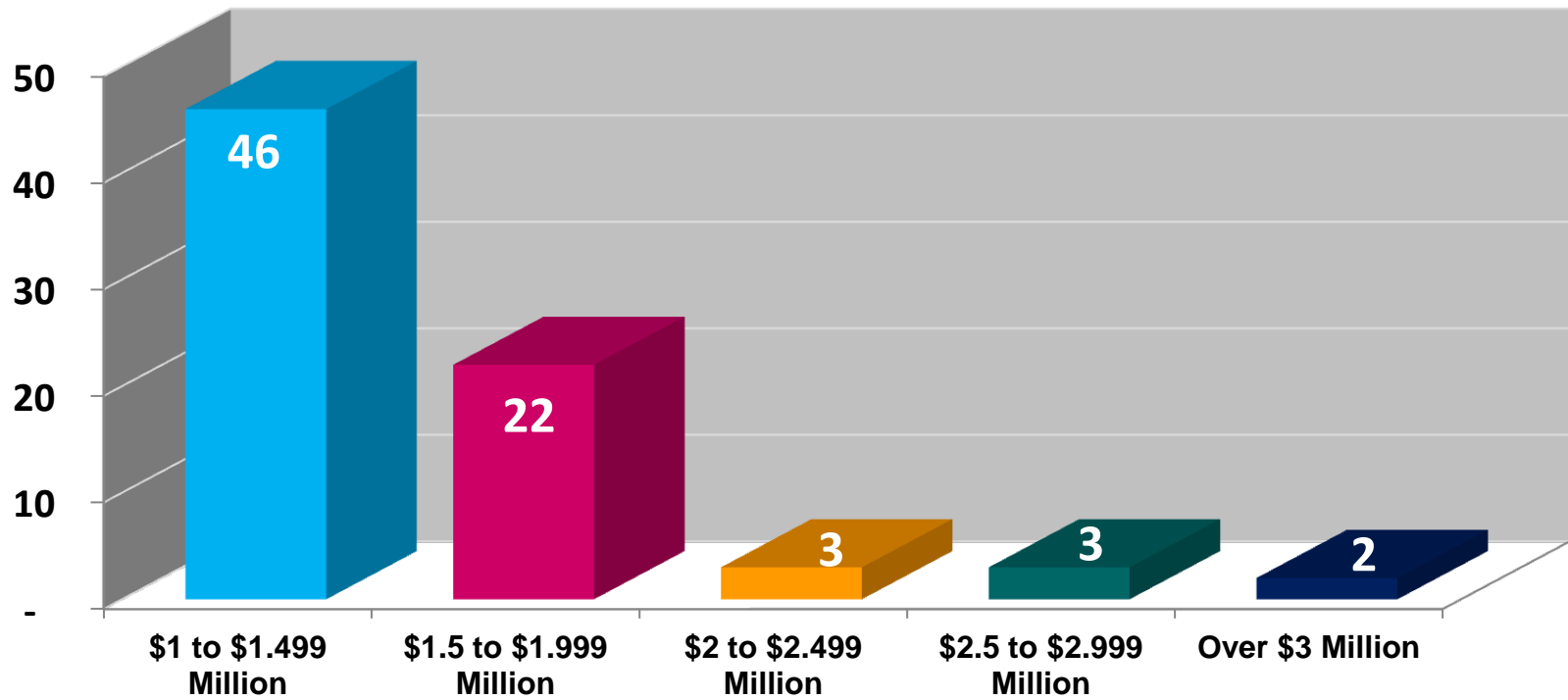


SOUTHERN GEORGIAN BAY
2nd Quarter YTD Luxury Property MLS® Sales Over \$1 Million
2016 to 2020
(In Dollars)



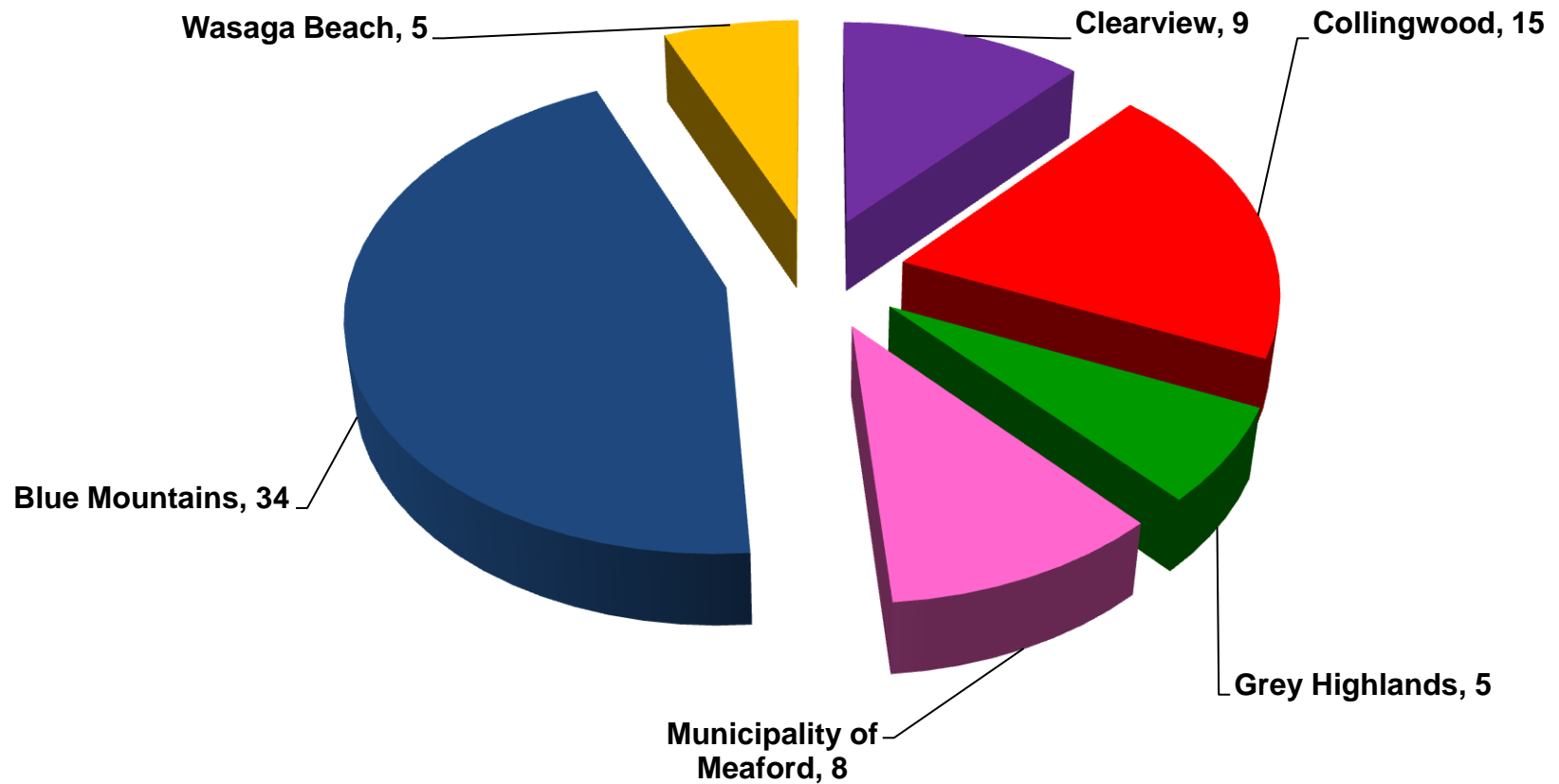


SOUTHERN GEORGIAN BAY
2nd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million
by Price Range
(Total Properties Sold)



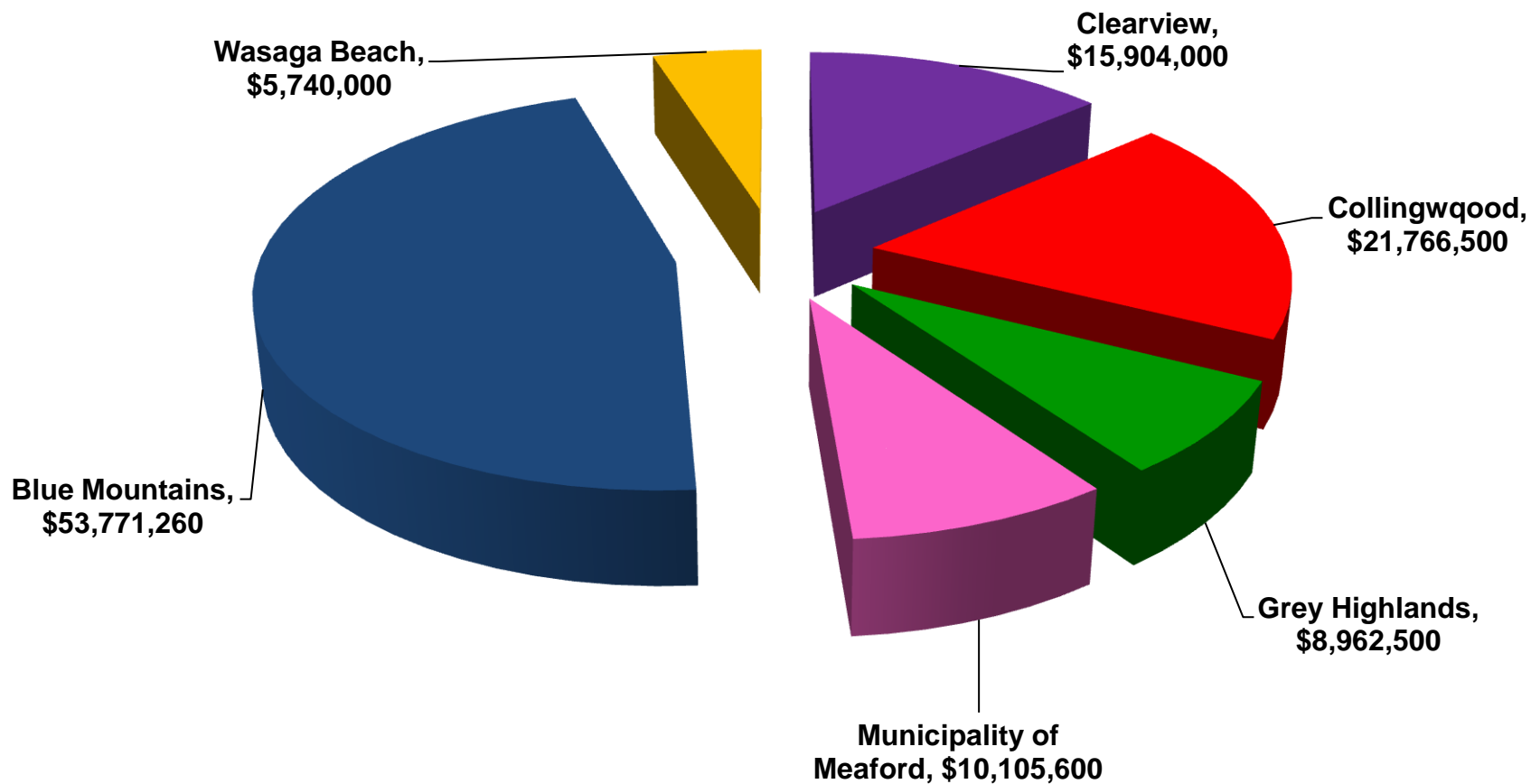


SOUTHERN GEORGIAN BAY
2nd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(Total Properties Sold)



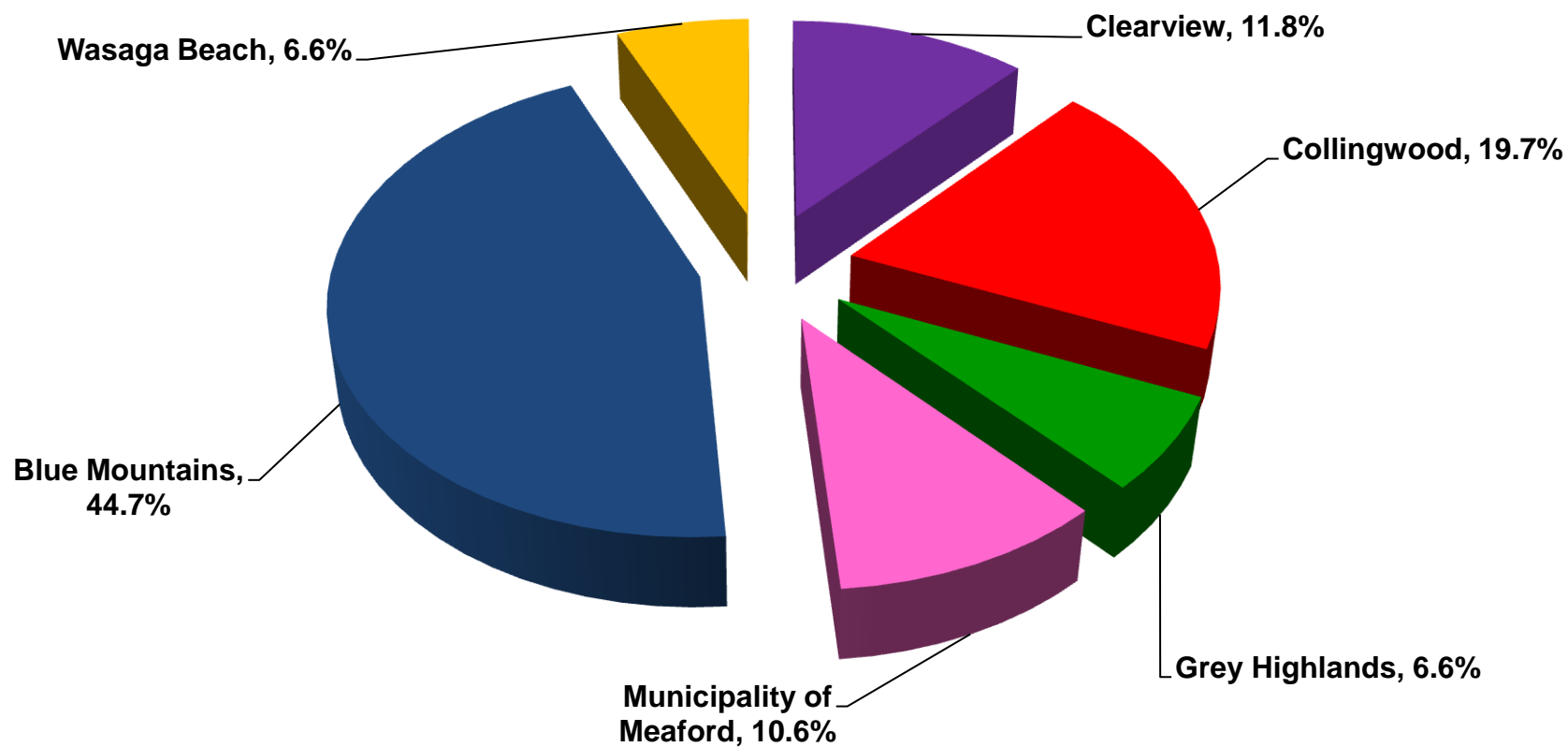


SOUTHERN GEORGIAN BAY
2nd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(Total Dollars Sold)



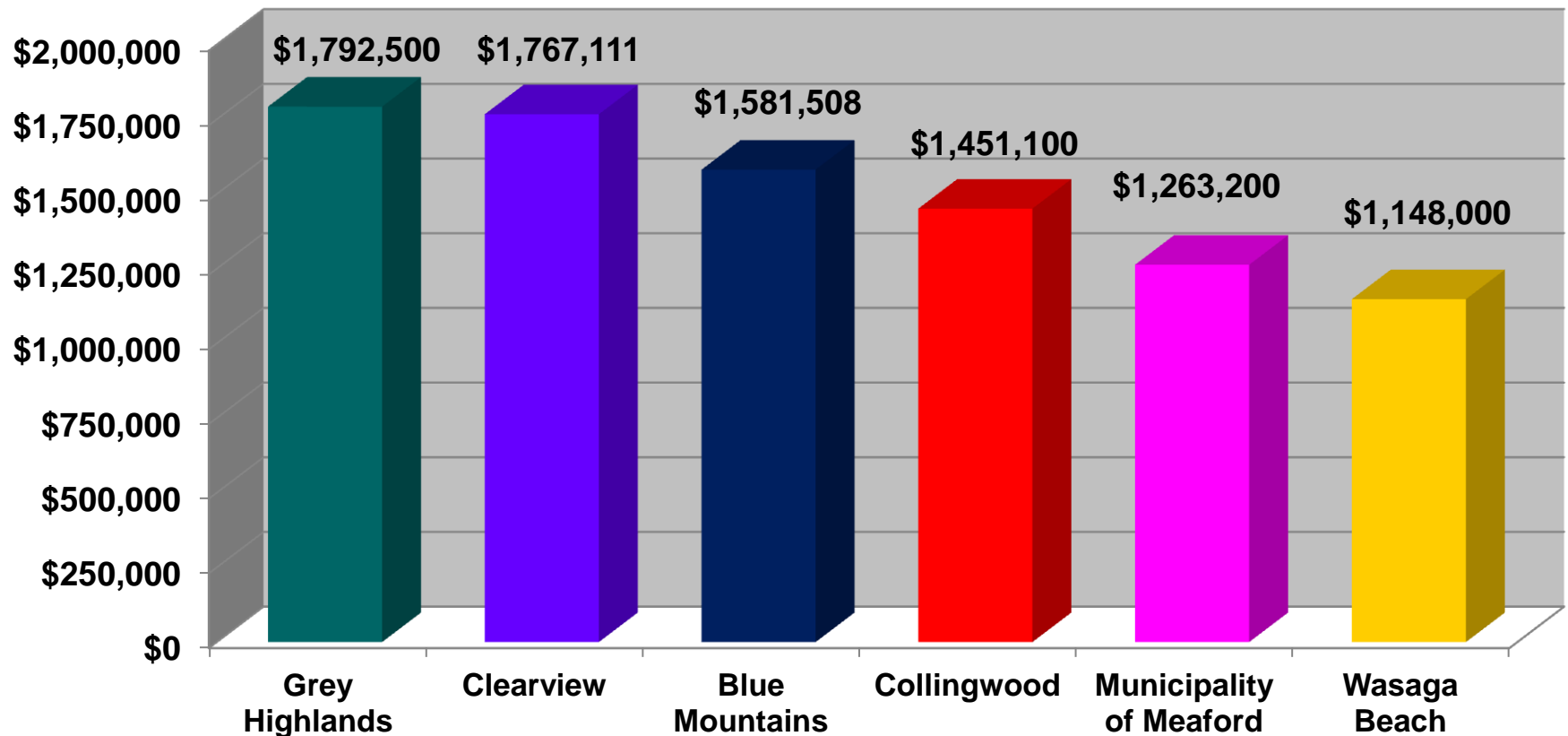


SOUTHERN GEORGIAN BAY
2nd QTR 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(% of Total Properties Sold)



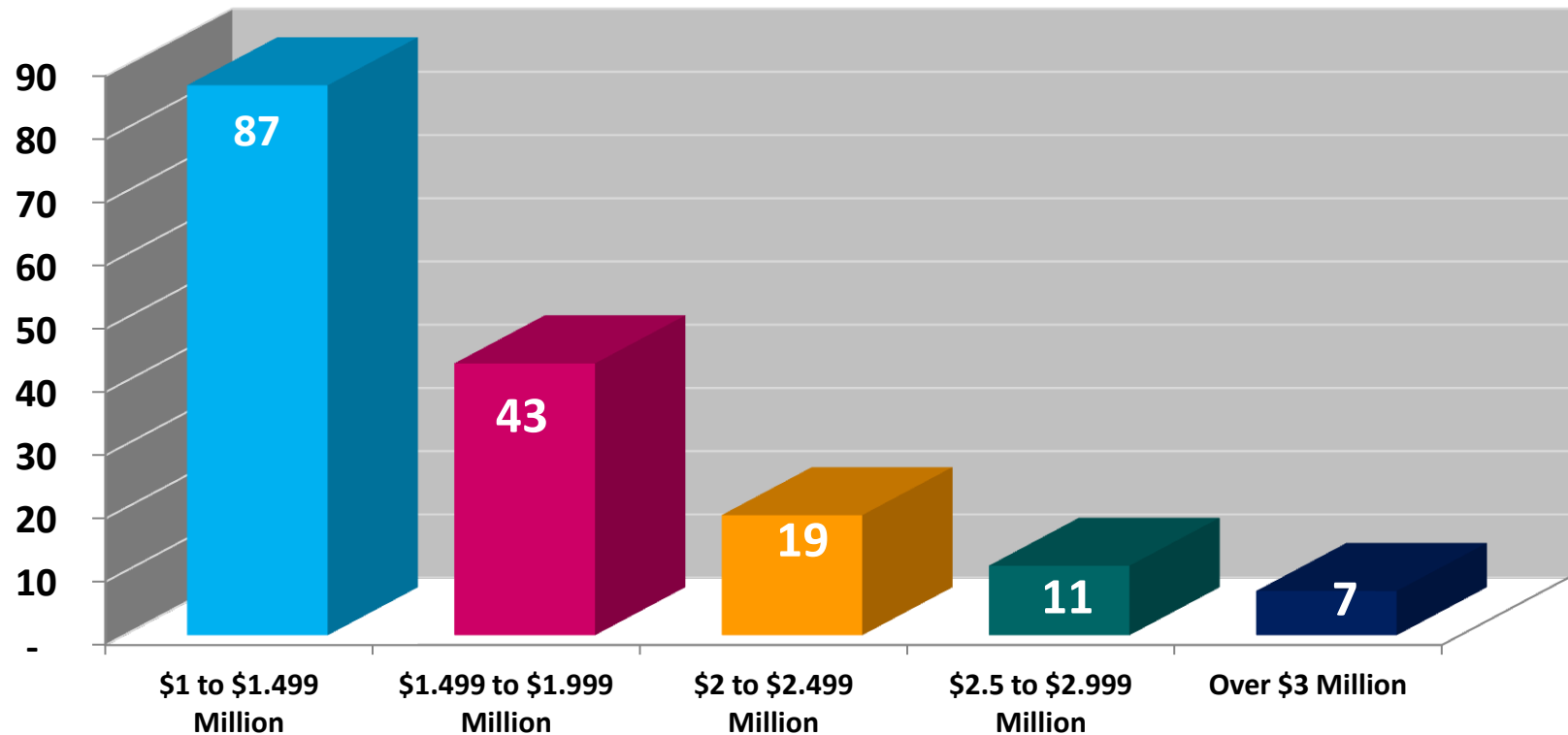


SOUTHERN GEORGIAN BAY
2nd Quarter YTD 2020 Luxury Property MLS® Average Sale Prices
Over \$1 Million by Area
(In Dollars)



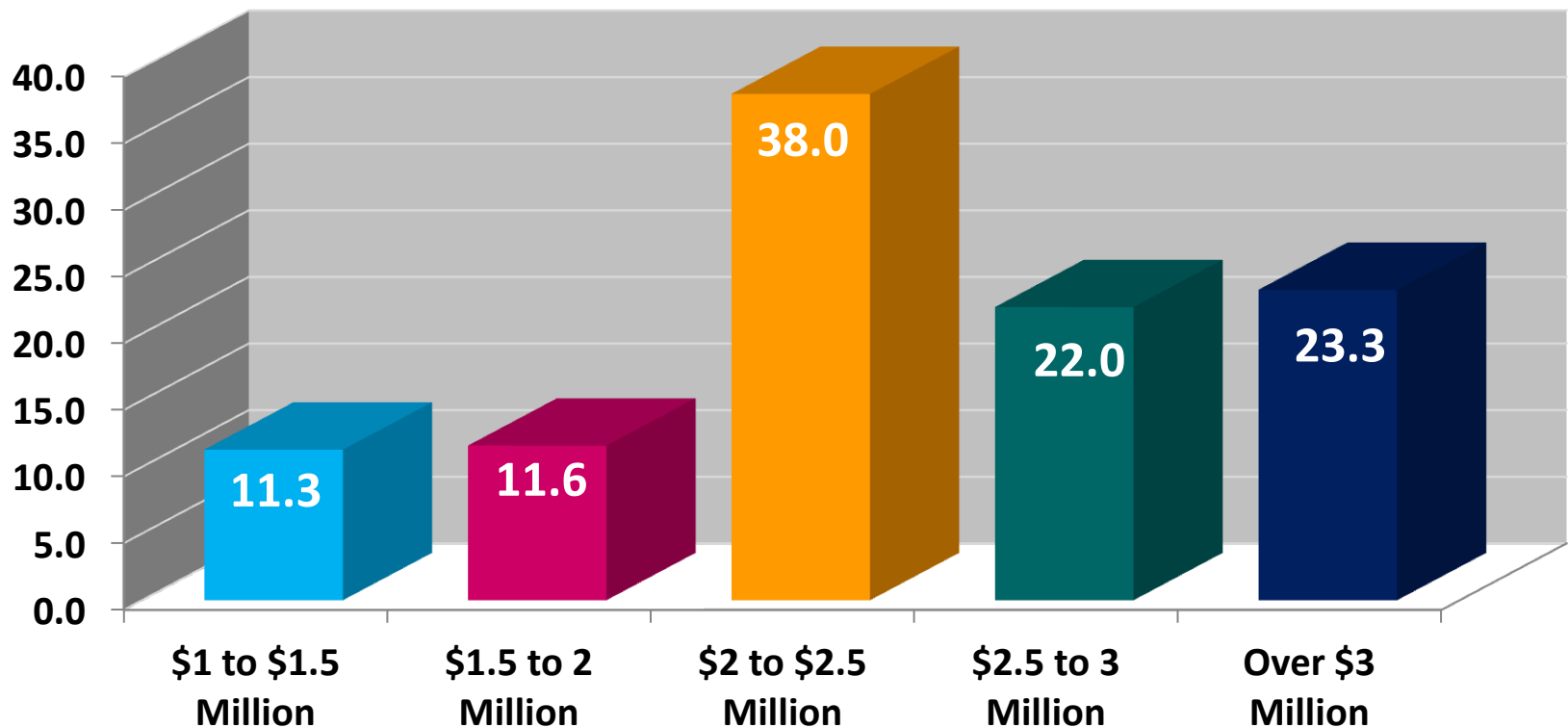


SOUTHERN GEORGIAN BAY
Total Luxury Properties Currently MLS® Listed as of June 2020
Over \$1 Million by Price Range
(Number Properties Listed For Sale)





SOUTHERN GEORGIAN BAY
Total Luxury Properties Currently MLS® Listed as of July 2020
Over \$1 Million by Price Range
(Months of Inventory)



Note: These are months of inventory as of July 2020 based on the rate of sale in 2019.