



SOUTHERN GEORGIAN BAY Real Estate Market Report

August 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 August of 386 units were up 190 units sold or 156% from the 196 units sold in August 2019. August MLS® dollar volume of \$259.7 million was up a hefty \$158.4 million or 156% from June 2019.
- Year-to-date MLS® dollar volume for our area totals \$1.012 billion, an increase of \$288 million 40% from sales of \$724 million during the first 8 months of 2019.



MARKET OVERVIEW continued....

- New MLS® listings in August totalled 363 properties up slightly from 347 last year. Most sellers are adapting to the protocols of selling properties brought on by COVID 19 while some are reluctant to have buyers entering their homes.
- Expired MLS® listings in August totaled 308 properties which is slightly less than the number of expired listings in August last year, Year-to-date expired MLS® listings reflect similar numbers to last year totalling 1,783 versus 1,802 one year ago.
- 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 August total 1,043 units up from the 872 sales last year an increase of 171 homes sold of 20%.
- MLS® Condo sales have also come back strongly since the spring and now total 324 units versus 291 sales in 2019 an increase of 11%.
- While the arrival of COVID 19 slowed the market substantially back in March, the market has bounced back substantially over the summer months and we expect this to continue into the fall.

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.

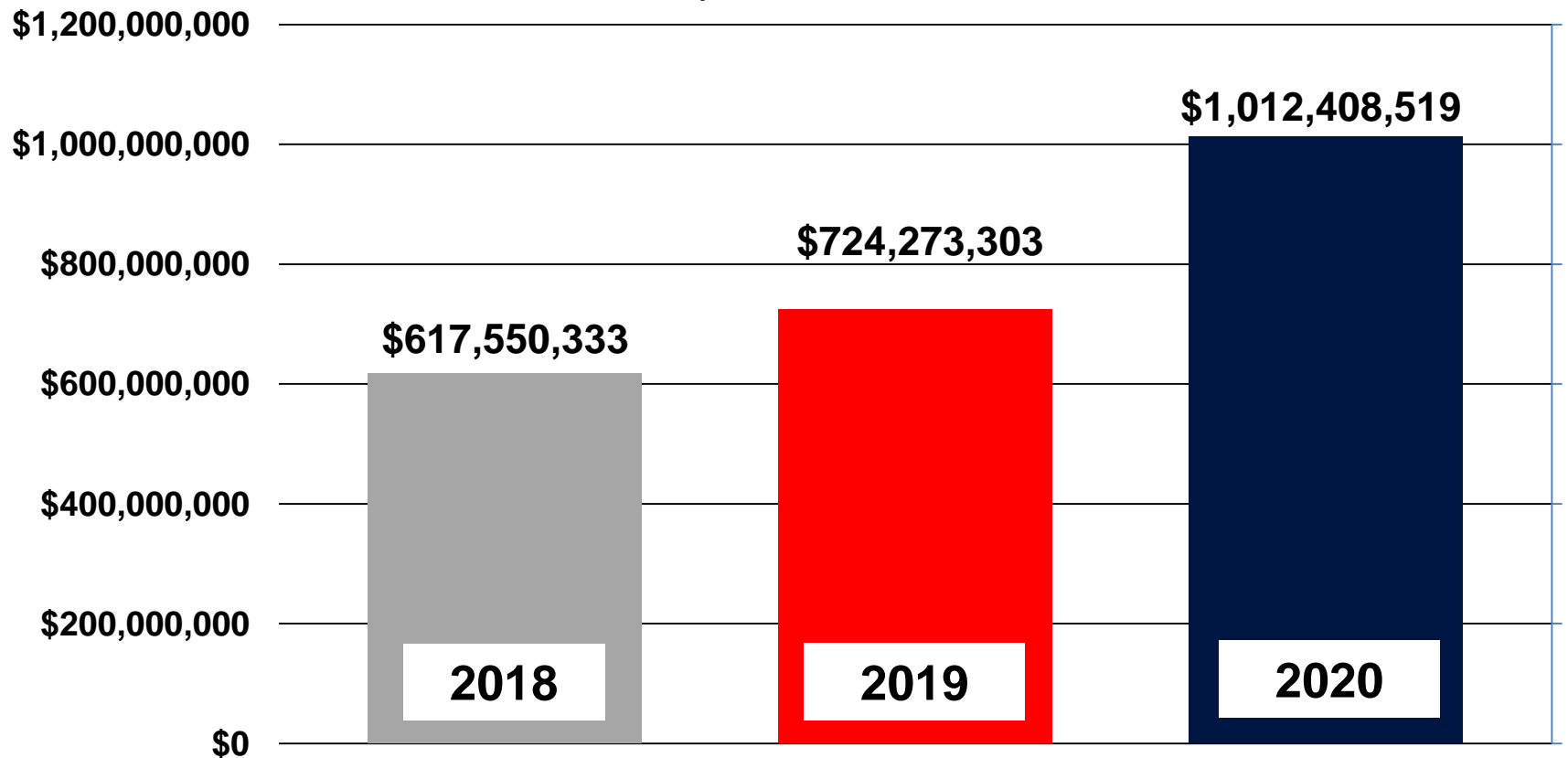


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales in many area municipalities are lagging behind 2019 as follows: Collingwood -5%, Clearview Township up 7 %, Blue Mountains up 22%, Municipality of Meaford up 33% while sales in the Grey Highlands and Wasaga Beach are up 25% and 39% 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 unit sales from \$800,000 to \$1,499,999 are up from 95% to 133%. Sales \$1.5 to \$2 million are up 147% while sales over \$2 million are up 175%.

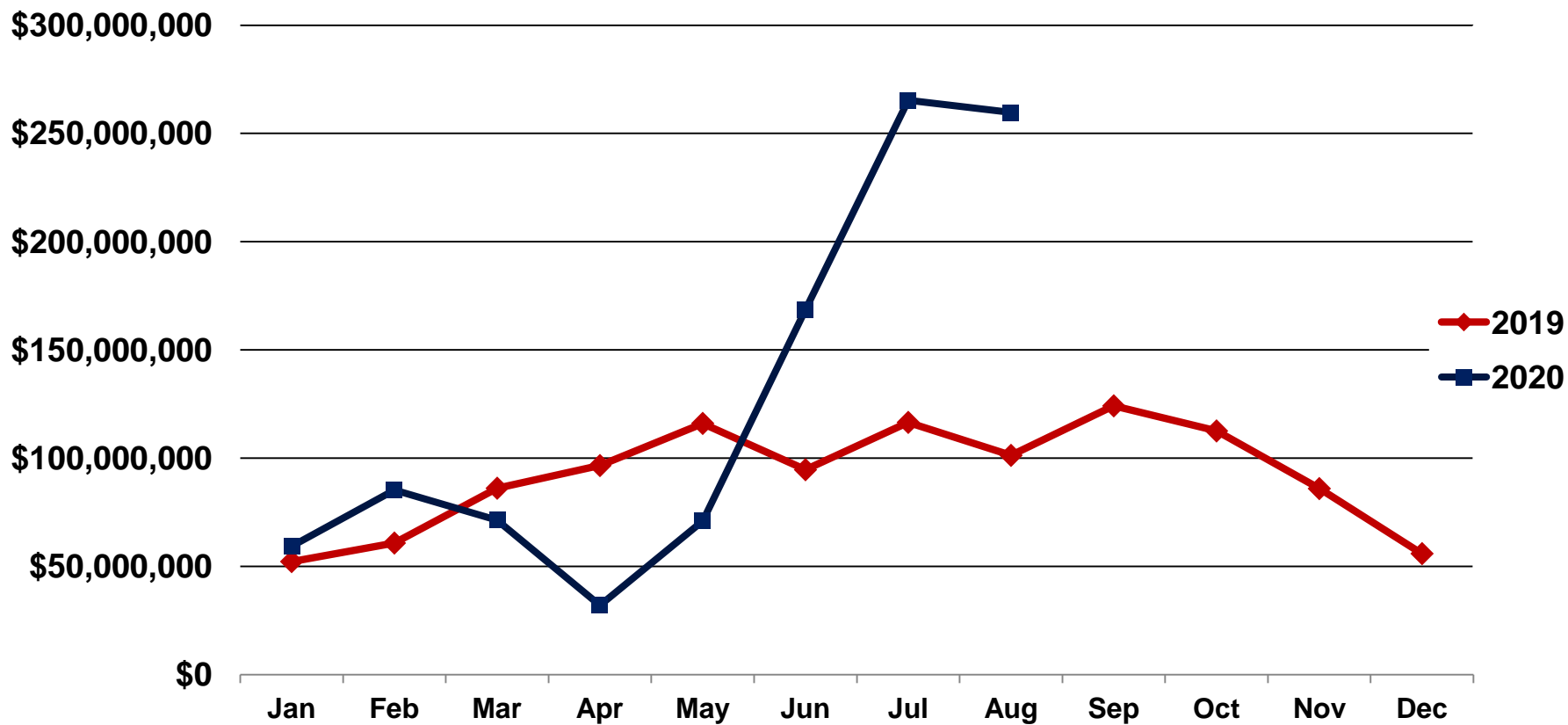


SOUTHERN GEORGIAN BAY
August Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



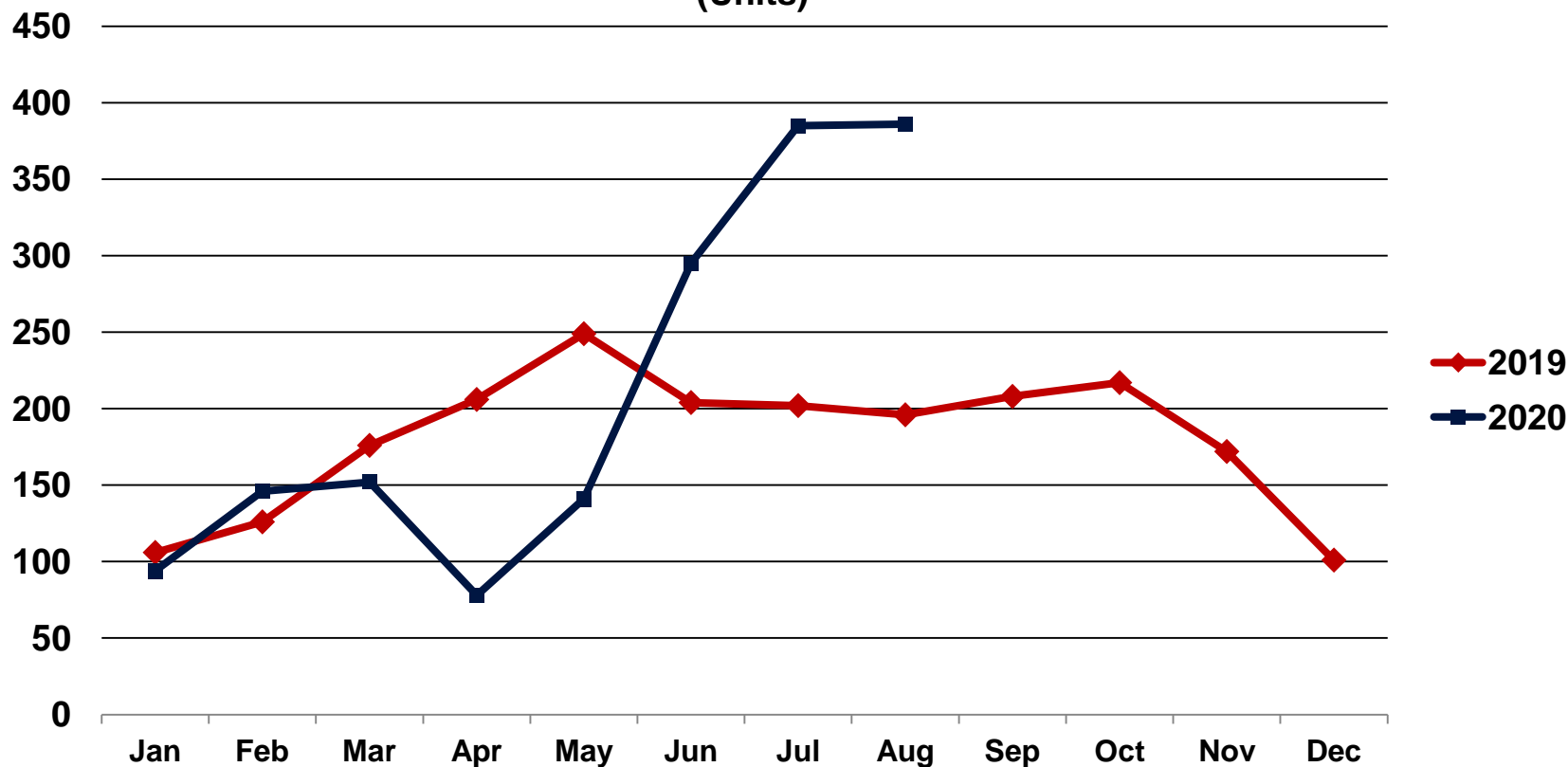


SOUTHERN GEORGIAN BAY
August Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



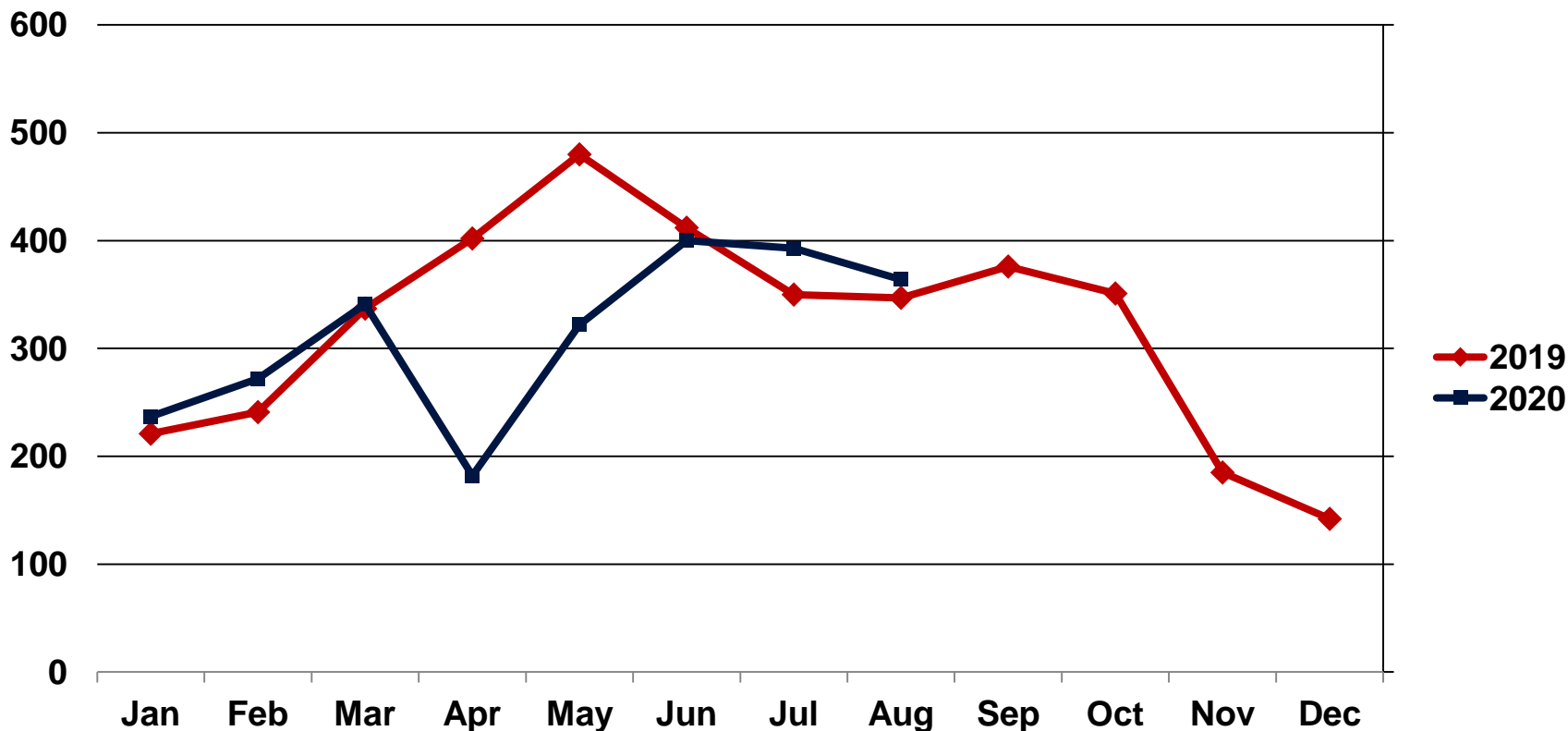


SOUTHERN GEORGIAN BAY
August Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



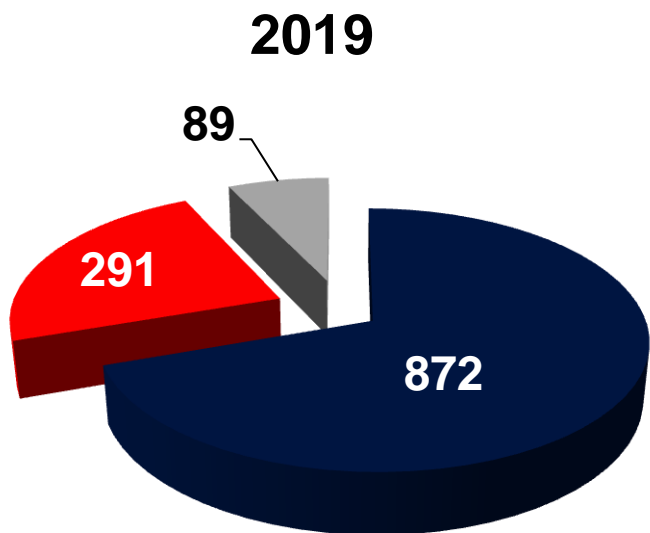


SOUTHERN GEORGIAN BAY
August MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

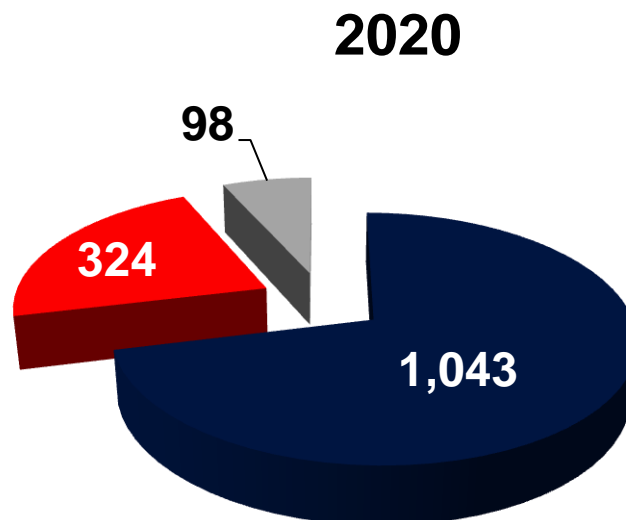
	2019	2020	% Difference
Under \$100,000	1	0	-100%
\$100,000 to \$299,999	32	9	- 72%
\$300,000 to \$499,999	383	292	- 24%
\$500,000 to \$799,999	328	458	40%
\$800,000 to \$999,999	57	111	95%
\$1 to \$1.499 Million	46	107	133%
\$1.5 to \$1.999 Million	17	42	147%
Over \$2 Million	8	22	175%
Total All	872	1,043	20%



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

