



SOUTHERN GEORGIAN BAY Real Estate Market Report

July 2020

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MARKET OVERVIEW

- While COVID 19 continues to have an impact on real estate activity across Canada, the Southern Georgian Bay market showed some amazing resilience in July
- Total MLS® sales in July of 385 units were up 183 units sold or 90% from the 202 units sold in July 2019. July MLS® dollar volume of \$265.3 million was up a hefty \$148.7 million or 128% from July 2019.
- Year-to-date MLS® dollar volume for our area totals \$752.7 million, up \$129.7 million (21%) from sales of \$623.0 million in 2019. Year-to-date MLS® dollar volume is up a healthy \$228.0 million (43%) ahead of the first six months of 2018.



MARKET OVERVIEW continued....

- New MLS® listings in July totalled 393 down from 413 in June. 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 July totaled 208 properties, 32 fewer than in June and 72 less than July 2019. Year-to-date expired MLS® listings total 1,475 just 1 more than 2019.
- We have yet to see any downward pressure on prices stemming from the pandemic or economic downturn. The year-to-date average list- to-sale price ratio is 97.9% versus 97.5% one year ago.



MARKET OVERVIEW continued....

- Year-To-Date MLS® single family home sales in July totaled 809 units or 8% from the 746 sales on the same period last year.
- The demand for condominiums have also increased in the past several weeks but still lag behind last year with 241 units sold year-to-date versus 248 sales last year.

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.

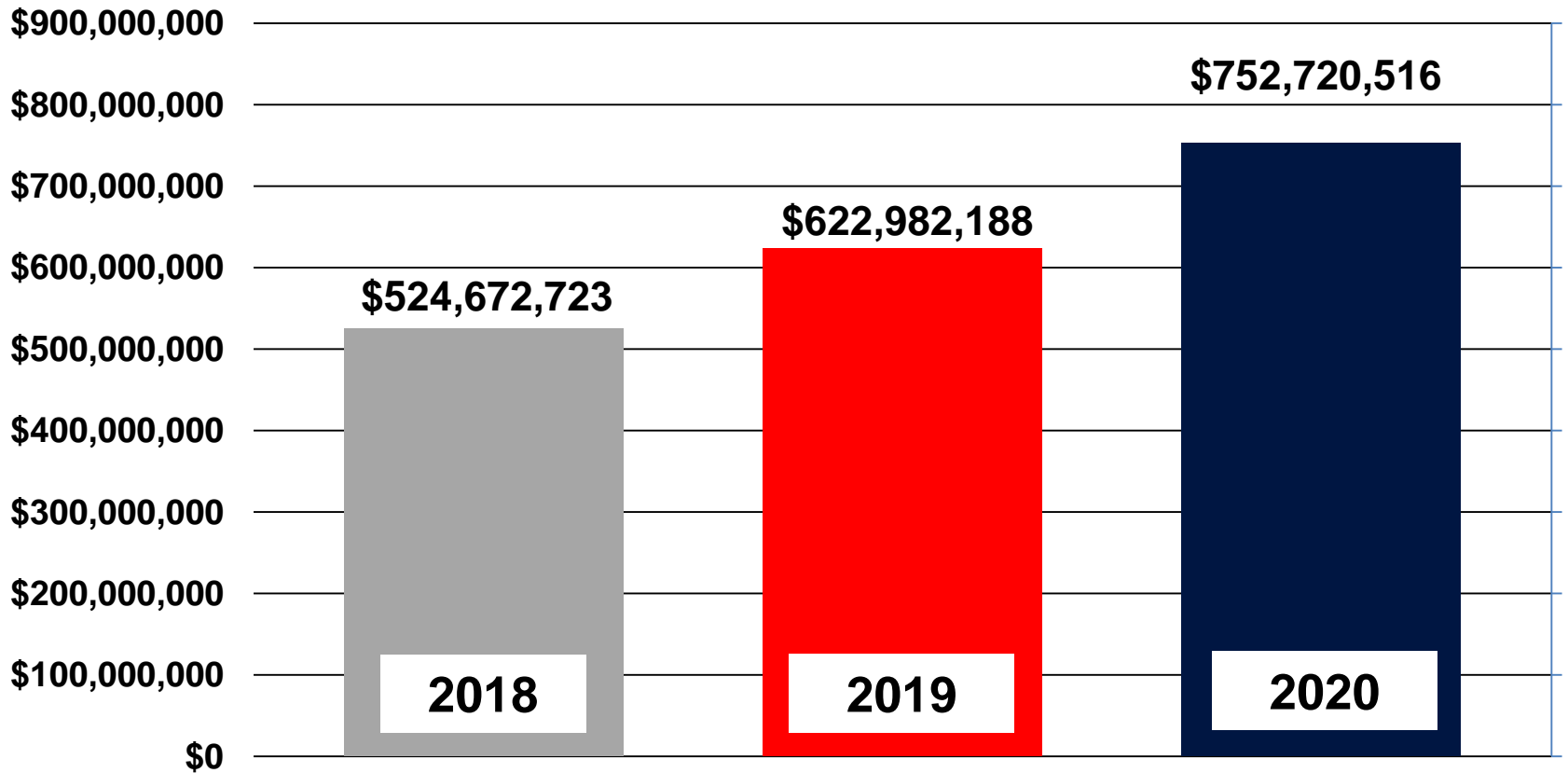


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales are catching up to 2019 and are as follows: Collingwood -15%, Clearview Township unchanged Blue Mountains up 25%, while Municipalities of Meaford and Grey Highlands are up 12% each with Wasaga Beach up a hefty 29%
- MLS® single family home sales continue to remain the strongest between \$800,000 to \$2 Million and up. As per the accompanying chart, year-to-date sales from \$800,000 to \$1,499,999 are up from 60% to 108%. Sales \$1.5 to \$2 million are up 113% while sales over \$2 million are up 157%.

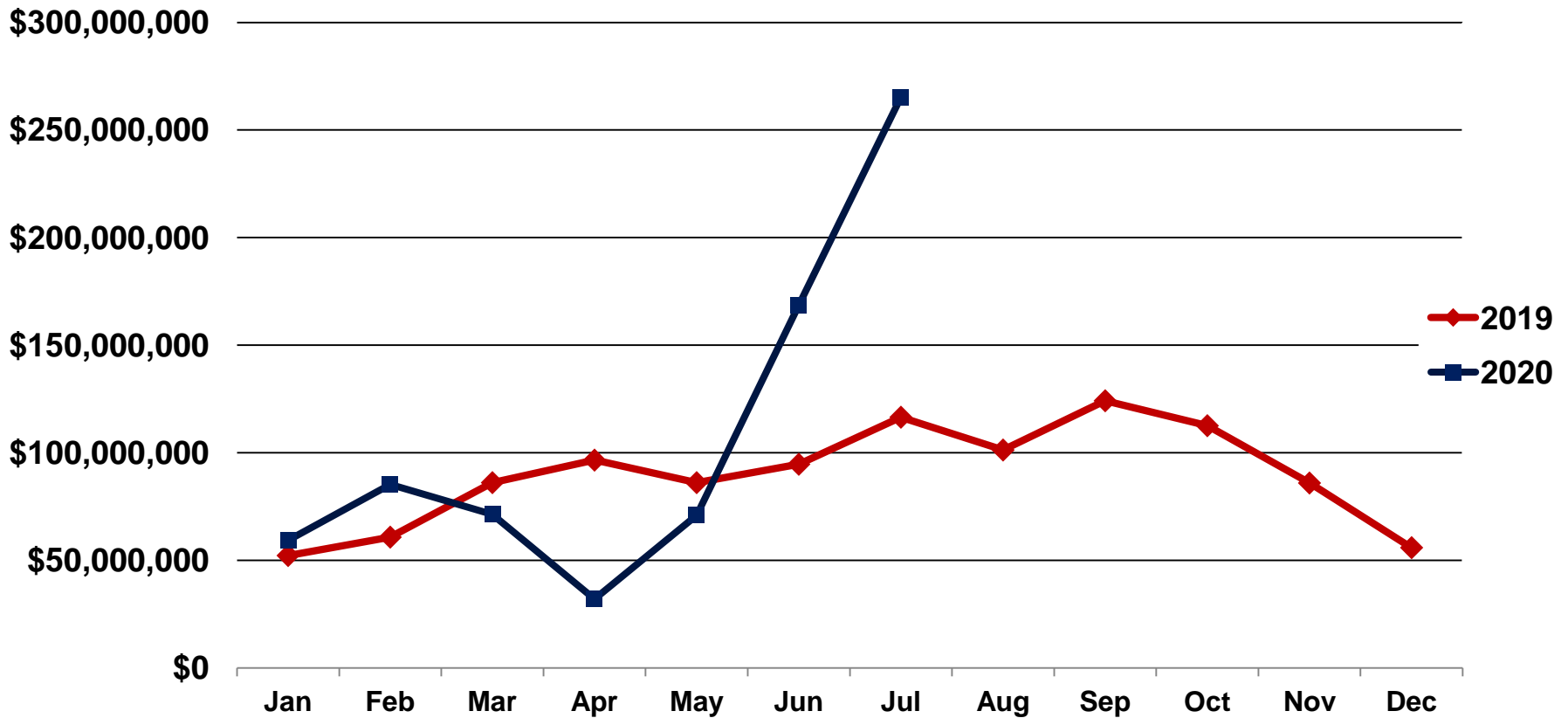


SOUTHERN GEORGIAN BAY
July Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



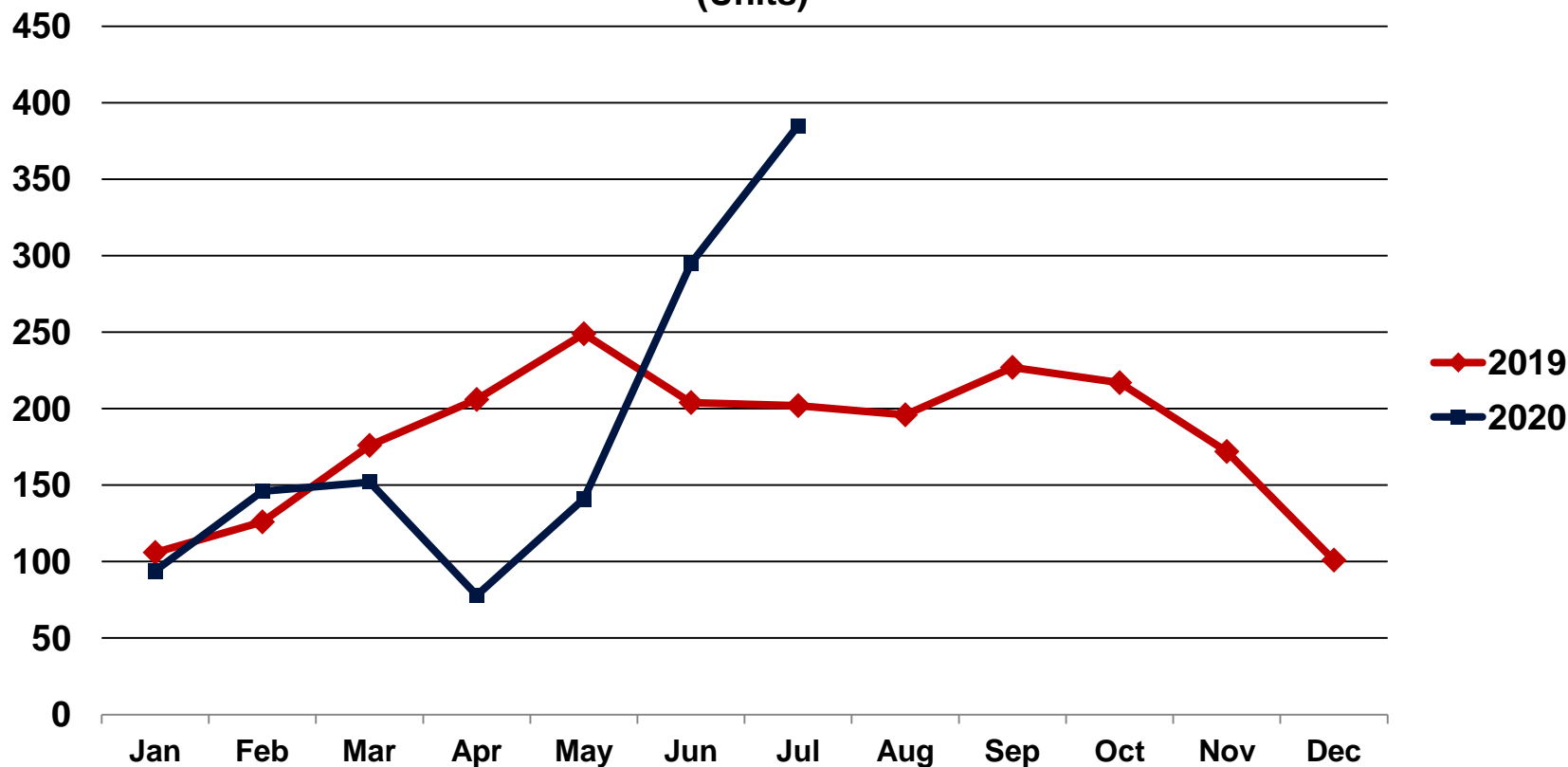


SOUTHERN GEORGIAN BAY
July Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



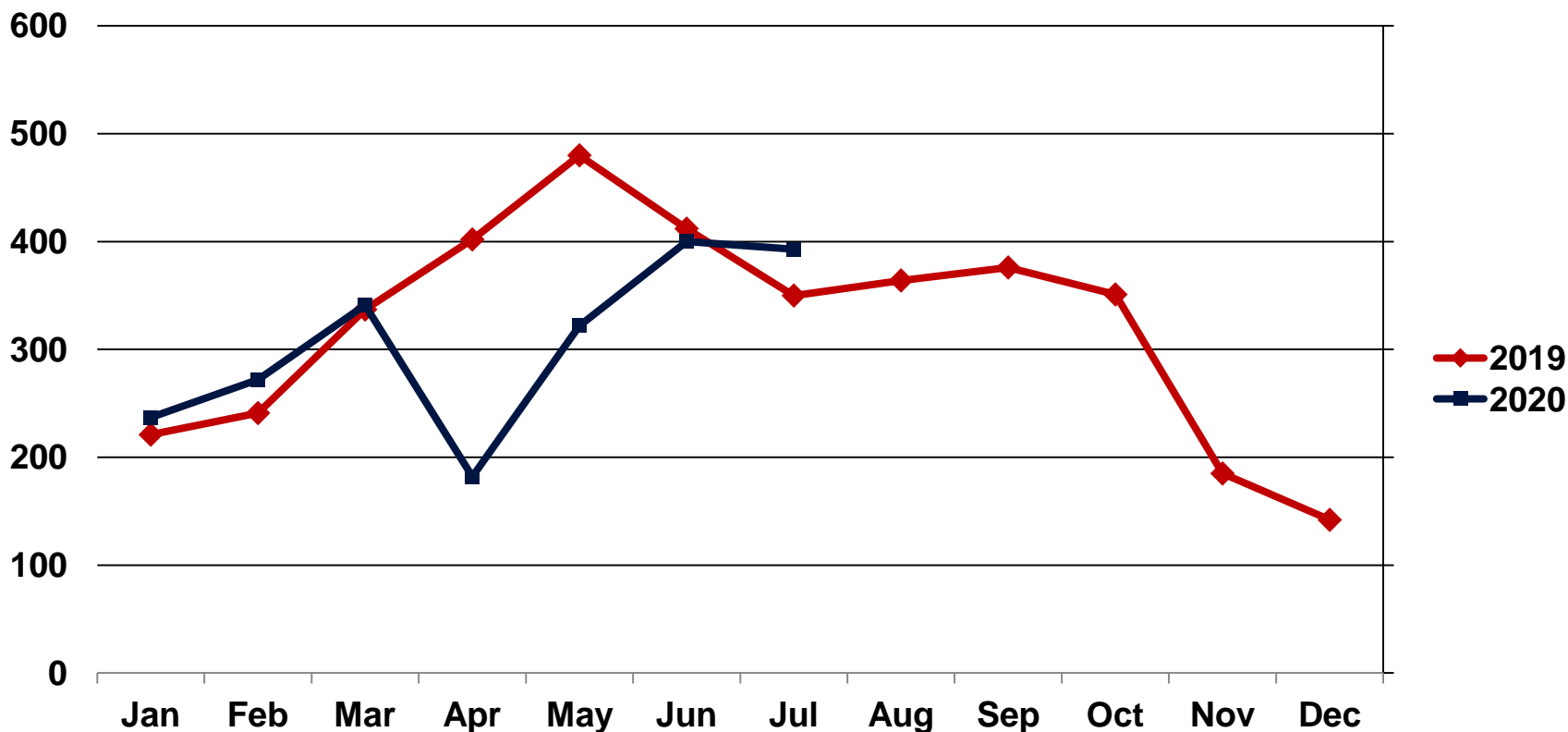


SOUTHERN GEORGIAN BAY
July Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



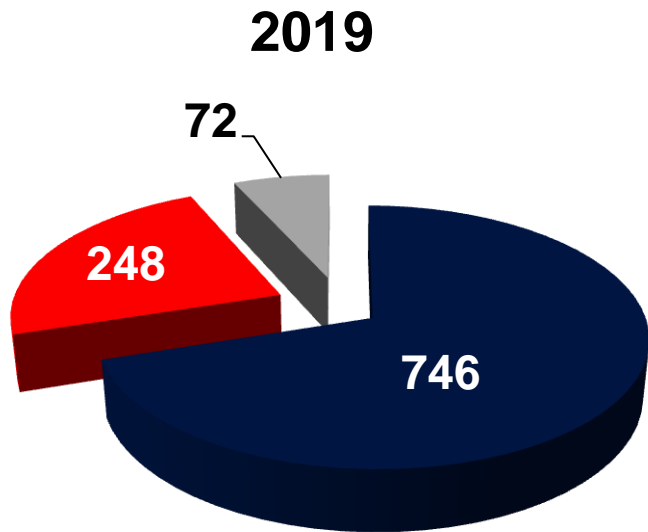


SOUTHERN GEORGIAN BAY
July MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

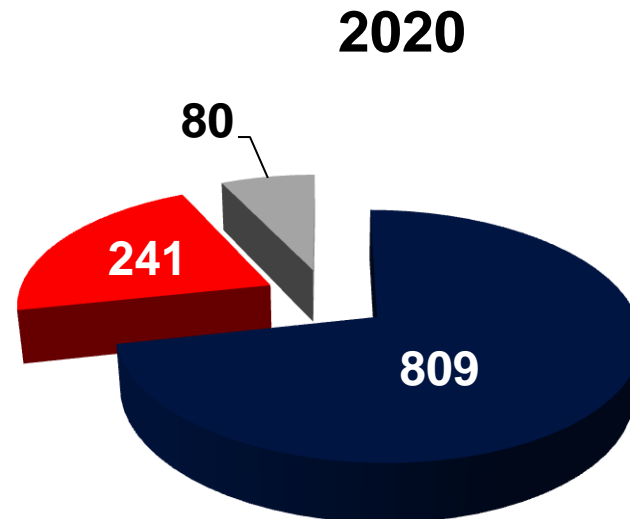
| | 2019 | 2020 | % Difference |
|---------------------------------|-------------|-------------|---------------------|
| Under \$100,000 | 1 | 0 | - 100% |
| \$100,000 to \$299,999 | 27 | 18 | - 33% |
| \$300,000 to \$499,999 | 326 | 240 | - 26% |
| \$500,000 to \$799,999 | 284 | 346 | 22% |
| \$800,000 to \$999,999 | 50 | 80 | 60% |
| \$1 to \$1.499 Million | 36 | 75 | 108% |
| \$1.5 to \$1.999 Million | 15 | 32 | 113% |
| Over \$2 Million | 7 | 18 | 157% |
| Total All | 746 | 809 | 8% |



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

