

SOUTHERN GEORGIAN BAY

Real Estate Market Report

October 2020

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MARKET OVERVIEW

- Despite COVID 19 the southern Georgian Bay real estate market is setting some new records in terms of MLS® sales volume with a heavy demand for area property.
- Total MLS® sales in October of 298 units while softer than September were up 101 units or 51% from the 197 units sold in October 2019. October MLS® dollar volume of \$215.6 million was up a hefty 108.5 million or 101% from October of last year. While up from one year ago, October sales were nonetheless 17% to 18% lower than July and August , a typical pattern heading into the final months of the year.
- October year-to-date MLS® dollar volume for the area totals \$1.433 billion, up \$486.6 million (51%) from sales of \$945.9 million in 2019.



MARKET OVERVIEW continued....

- New MLS® listings in October totalled 319 versus 257 new listings in October 2019 an increase of 24%. Sellers are adapting to the protocols of selling properties brought on by COVID 19 and many are trying to cash-in on the increased demand we are seeing.
- Expired MLS® listings in October totaled 420 properties, 10 fewer than in September and 20 less than October 2019. Year-to-date expired MLS® listings continue to reflect similar numbers to last year with 2,652 this year versus 2,645 a year ago.
- While some predicted a drop in pricing from the pandemic & economic downturn such has not been the case. The year-to-date overall MLS® list-to-sale price ratio is 99.3% versus 98.5% one year ago. Multiple offers with over list price sale prices have helped to drive this ratio higher.



MARKET OVERVIEW continued....

- Year-To-Date MLS® single family home sales in October total 1,417 units up 5% from the 1,347 homes sold last year.
- Condo sales softened during the first six months of 2020 but have rebounded nicely since the summer with 460 units sold versus 371 sales last year reflecting an increase of 24% the same as single family homes.

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.

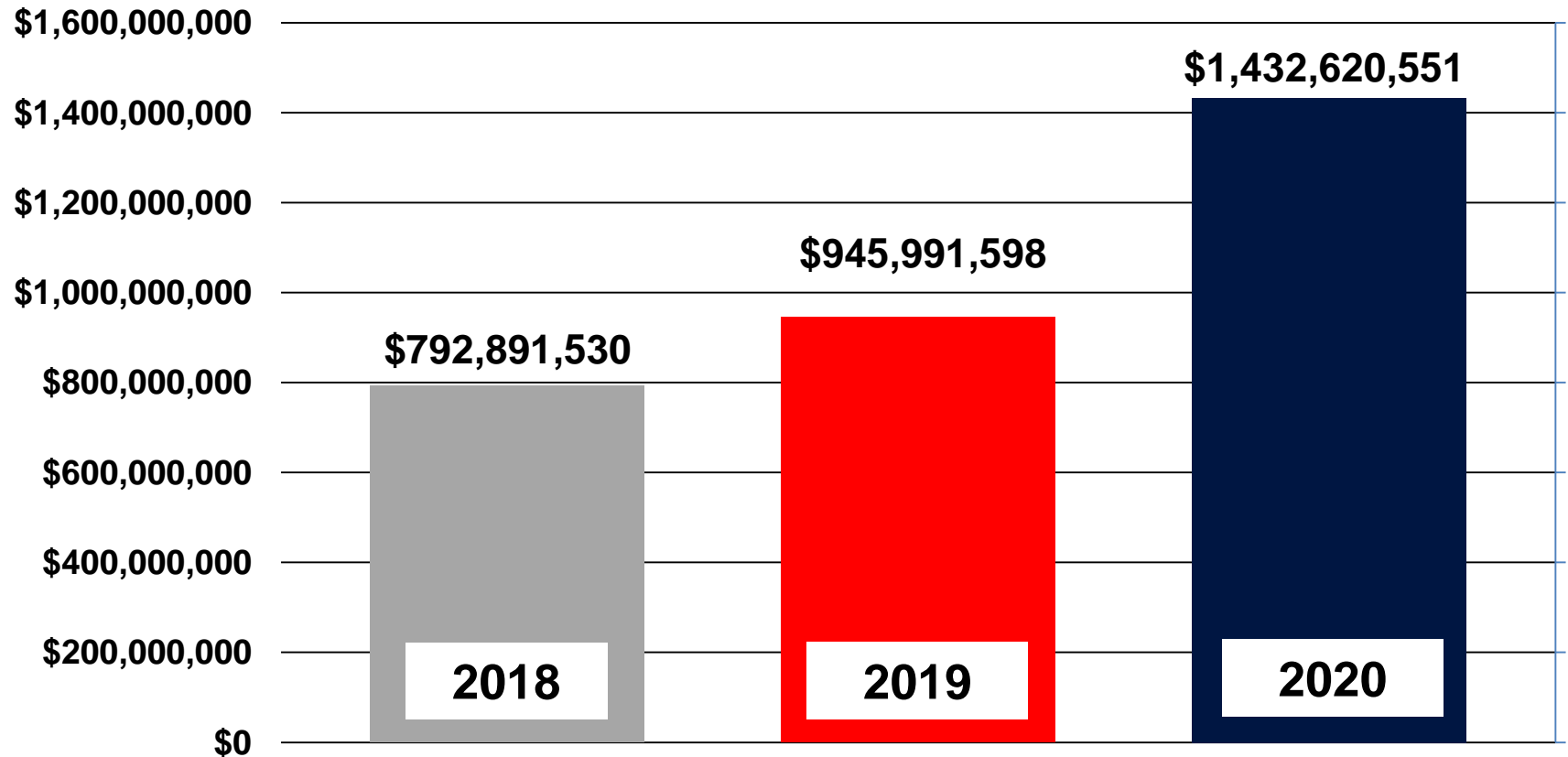


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales in many area municipalities are lagging behind 2019 as follows: Collingwood up 2%, Clearview Township up 13%, Blue Mountains up 32%, Municipality of Meaford up 38% while sales in the Grey Highlands and Wasaga Beach are up 33% and 41% 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 80% to 128%. Sales \$1.5 to \$2 million are up 122% while sales over \$2 million are up 200% albeit for a smaller volume with 36 units sold versus 12 sales last year at this time.

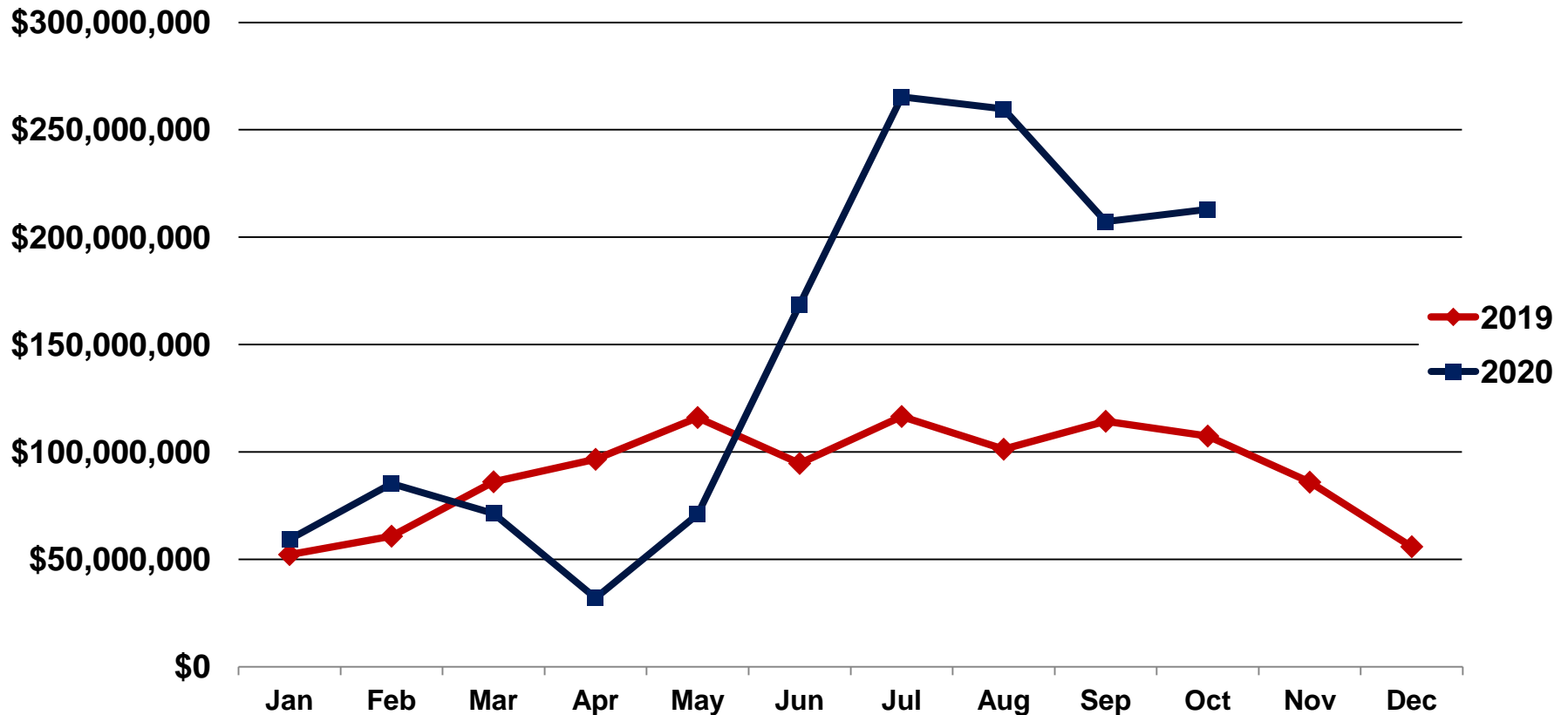


SOUTHERN GEORGIAN BAY
October Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



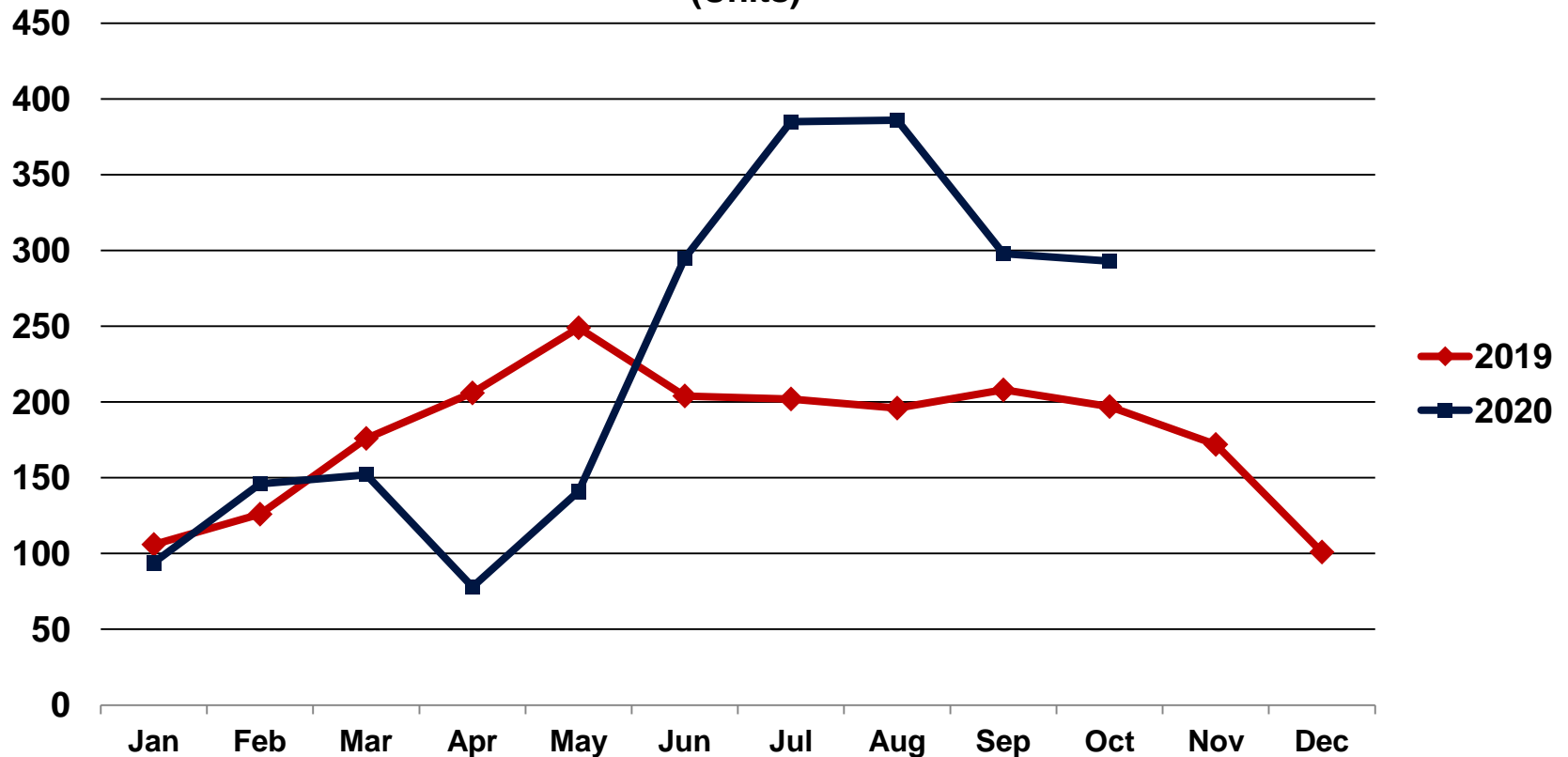


SOUTHERN GEORGIAN BAY
October Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



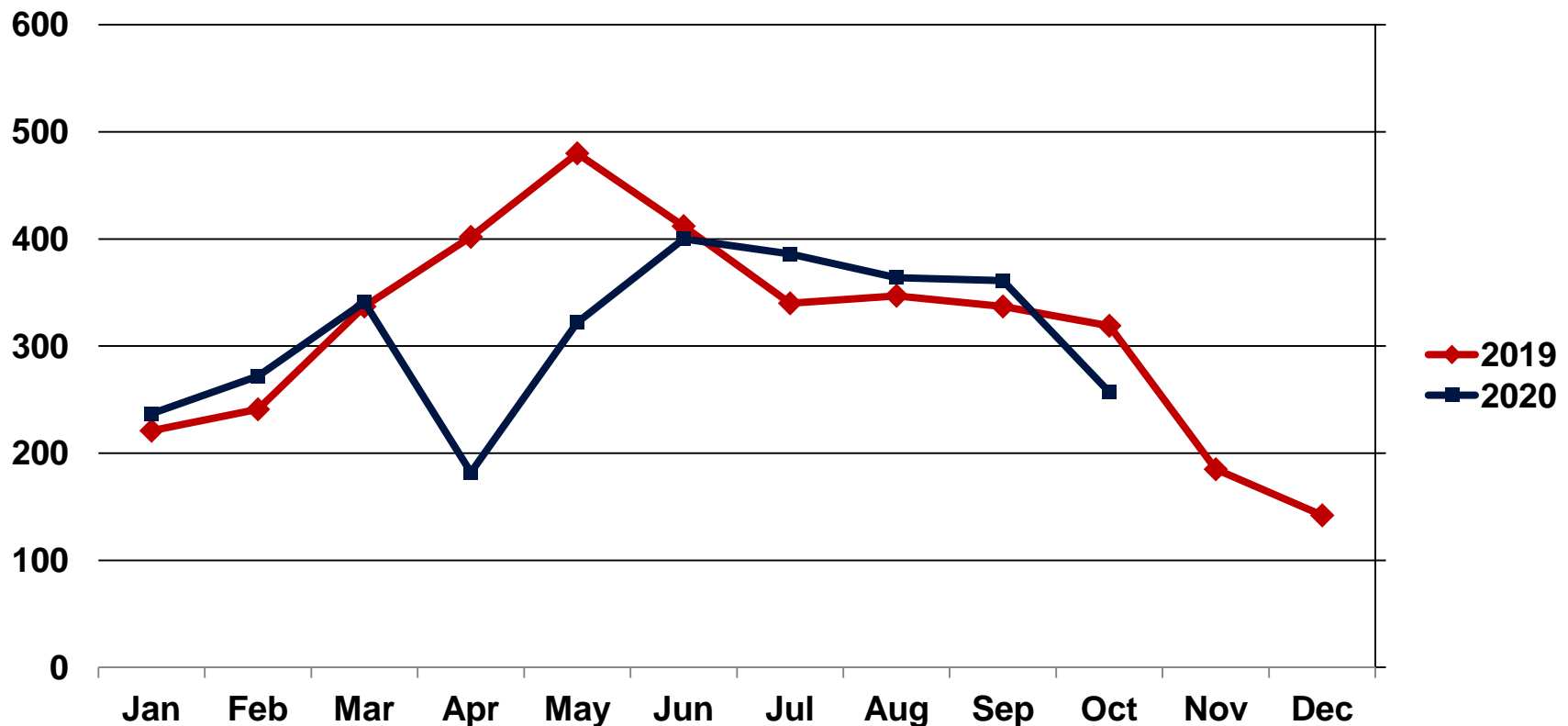


SOUTHERN GEORGIAN BAY
October Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



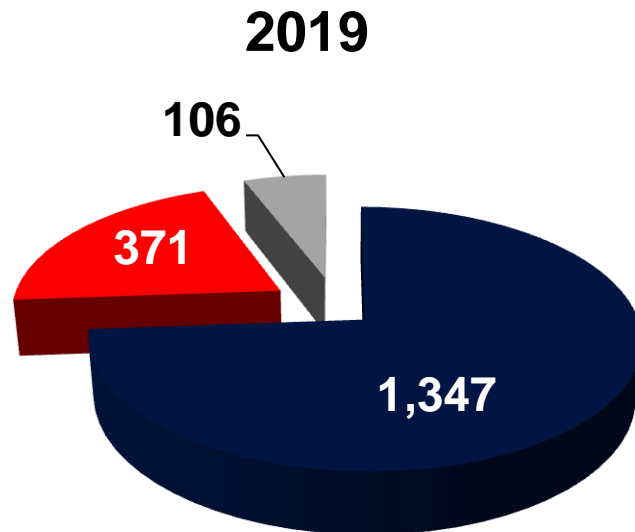


SOUTHERN GEORGIAN BAY
October MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

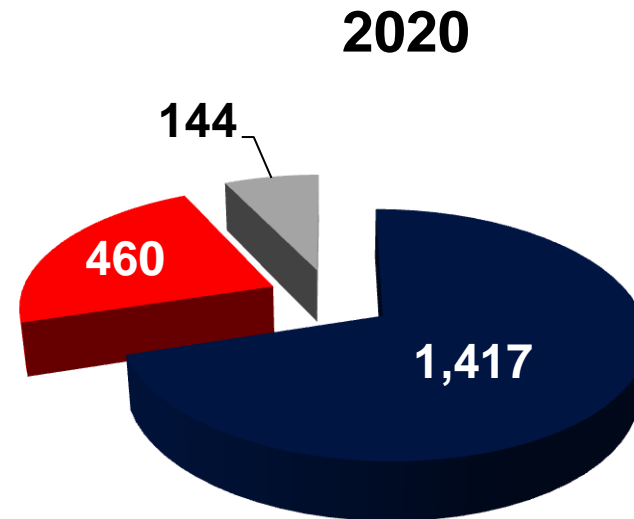
	2019	2020	% Difference
Under \$100,000	1	0	-100%
\$100,000 to \$299,999	64	21	- 67%
\$300,000 to \$499,999	576	354	- 39%
\$500,000 to \$799,999	508	627	23%
\$800,000 to \$999,999	92	166	80%
\$1 to \$1.499 Million	67	153	128%
\$1.5 to \$1.999 Million	27	60	122%
Over \$2 Million	12	36	200%
Total All	1,347	1,417	5%



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

