



SOUTHERN GEORGIAN BAY Real Estate Market Report September 2020

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MARKET OVERVIEW

- While COVID 19 continues to have an impact on real estate activity across Canada, the local market is setting some new records in terms of MLS® sales volume and over demand for area property.
- Total MLS® sales in September of 298 units while softer than in August were up 91 units or 43% from the 208 units sold in September 2019. September MLS® dollar volume of \$207.2 million was up a hefty \$93 million or 81% from September 2019. September sales however were \$52.0 million below the record MLS® sales we saw in August.
- Year-to-date MLS® dollar volume for our area totals \$1.220 billion, up \$381 million (45%) from sales of \$838.6 million in 2019 and \$518.0 million or 74% greater than the same period in 2018.



MARKET OVERVIEW continued....

- New MLS® listings in September totalled 361 from 364 in August and slightly less than in July. Sellers are adapting to the protocols of selling properties brought on by COVID 19 but listing activity overall is weakening.
- Expired MLS® listings in September totaled 422 properties, 114 (37%) more than in August. Year-to-date expired MLS® listings continue to reflect a modest decrease (1%) from last year totalling 2,205 versus 2,232 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 98.1% versus 97.6% one year ago. Multiple offers with over list price sale prices have helped to drive this.



MARKET OVERVIEW continued....

- Year-To-Date MLS® single family home sales in September total 1,234 units, 217 more sales or 21% from the 1,017 homes sold the same time last year.
- Year-to-date MLS® single family home sales in most area municipalities are running ahead of 2019 with one exception Collingwood down 4%, Clearview Township up 2%, Blue Mountains 49%, Municipality of Meaford up 32%, Grey Highlands and Wasaga Beach are up 43% and 40% respectively



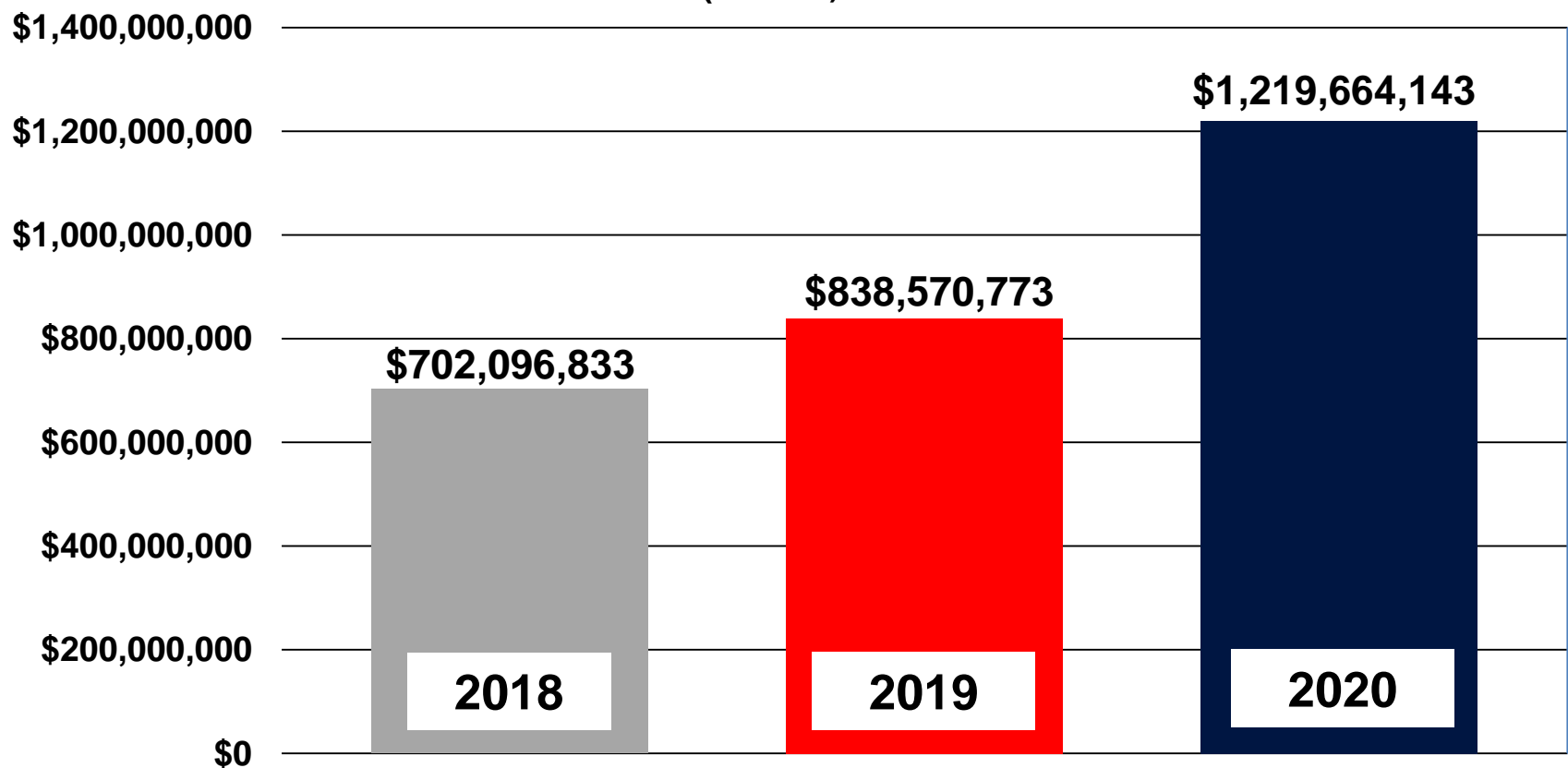
MARKET OVERVIEW continued....

- 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 110% to 163%. Sales \$1.5 to \$2 million are up 130% while sales over \$2 million are up 22% albeit for a smaller volume with 8 units sold versus 6 sales last year at this time.
- MLS® condo sales which softened back in the spring when COVID 19 hit have rebounded strongly and now total 399 units to the end of September versus 328 sales last year at this time also reflecting a 22% increase.

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.

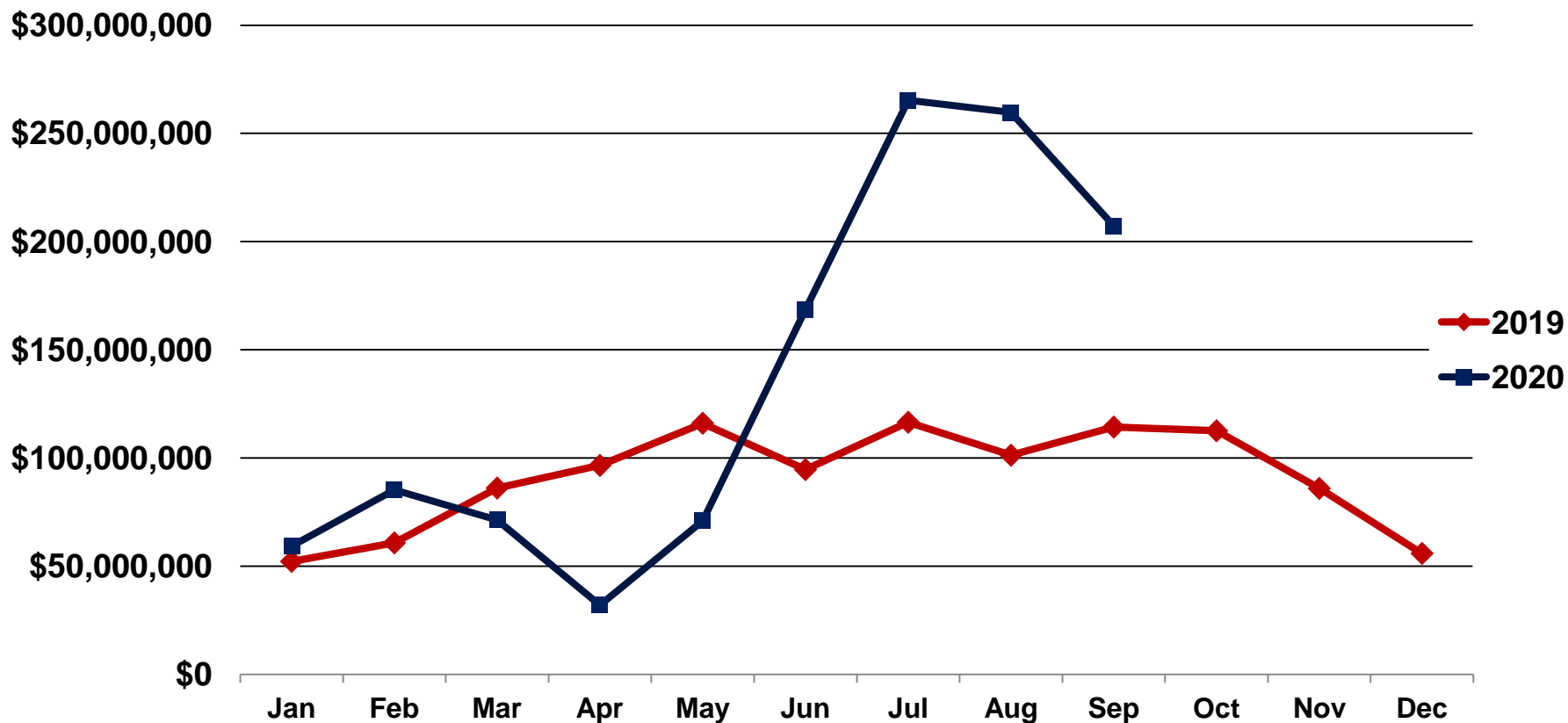


SOUTHERN GEORGIAN BAY
September Year-To-Date MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)



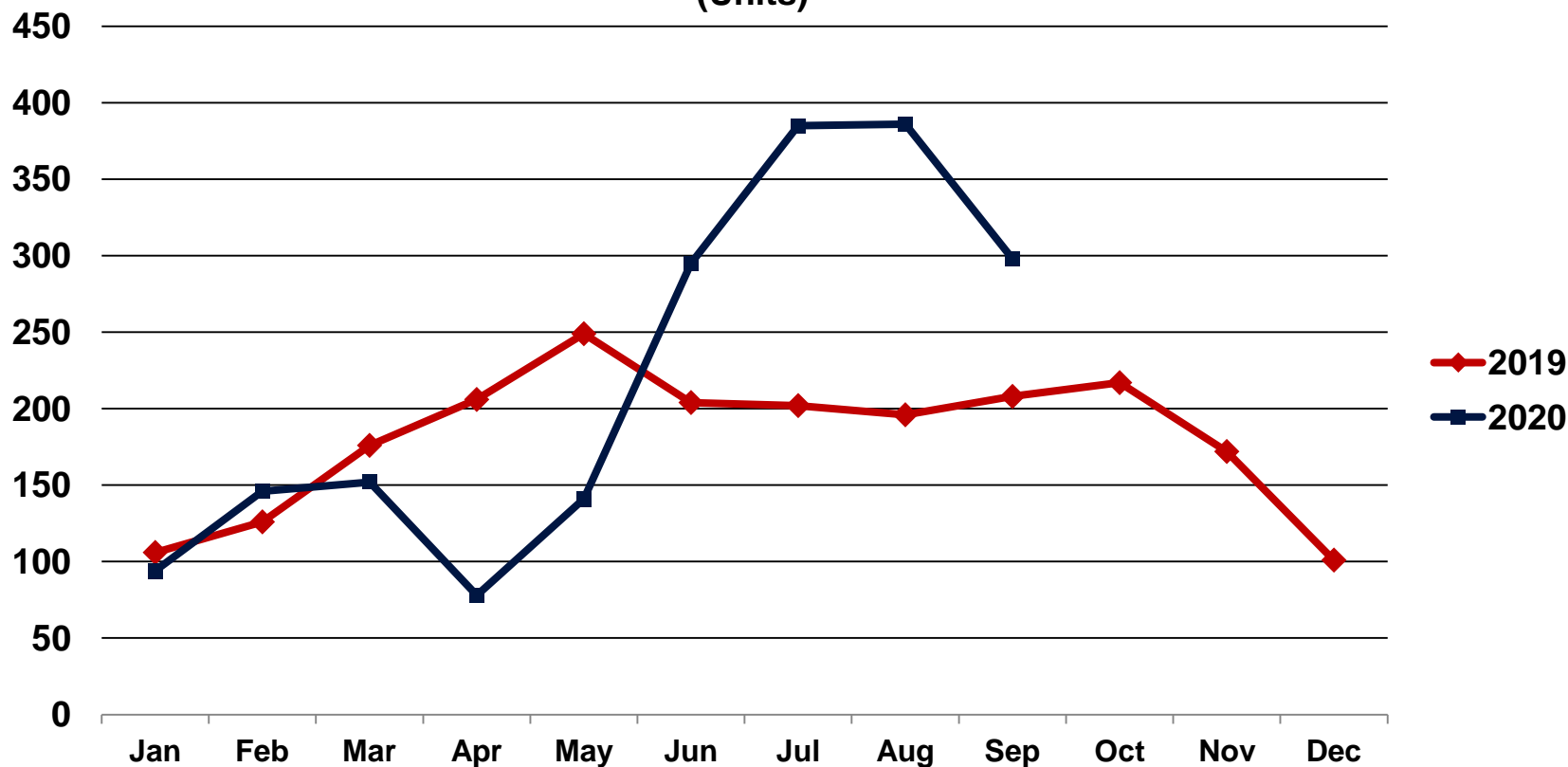


SOUTHERN GEORGIAN BAY
September Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Dollars)



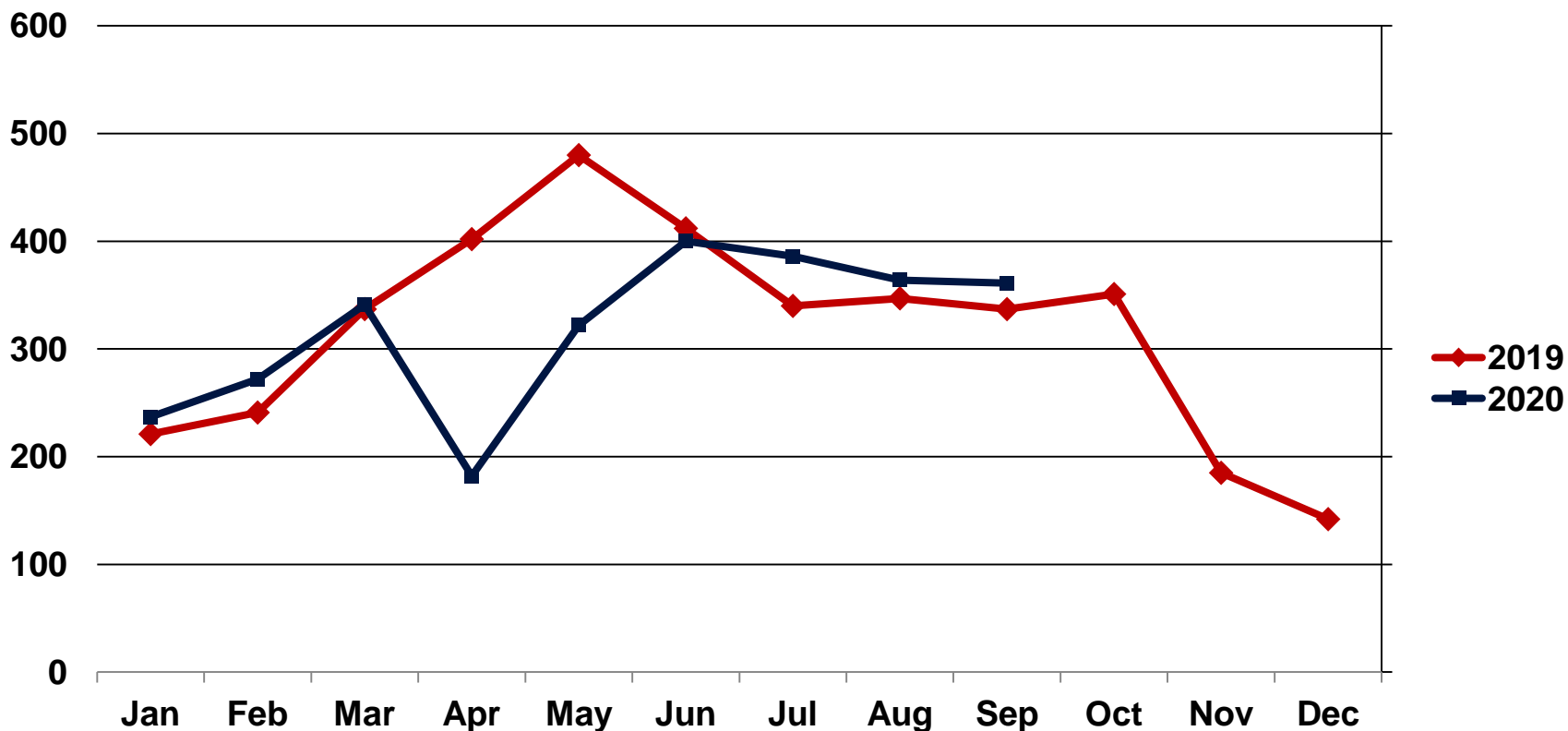


SOUTHERN GEORGIAN BAY
September Year-To-Date Total MLS® Sales by Month
2019 versus 2020
(Units)





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



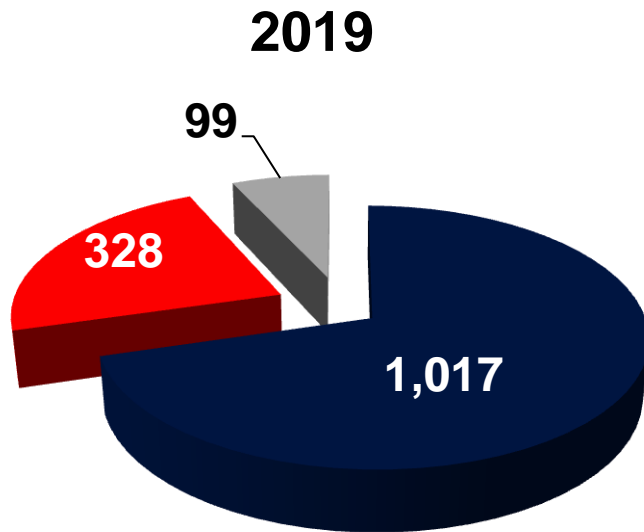


SOUTHERN GEORGIAN BAY
September MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

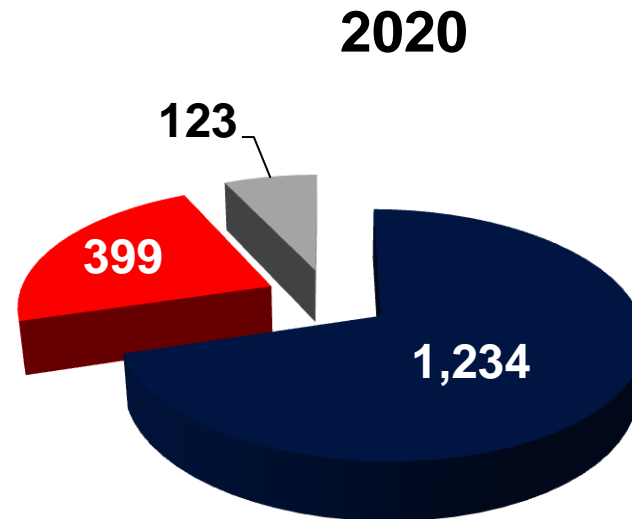
| | 2019 | 2020 | % Difference |
|---------------------------------|--------------|--------------|---------------------|
| Under \$100,000 | 1 | 0 | - 100% |
| \$100,000 to \$299,999 | 36 | 20 | - 44% |
| \$300,000 to \$499,999 | 451 | 324 | - 28% |
| \$500,000 to \$799,999 | 384 | 543 | 41% |
| \$800,000 to \$999,999 | 67 | 141 | 110% |
| \$1 to \$1.499 Million | 49 | 129 | 163% |
| \$1.5 to \$1.999 Million | 20 | 46 | 130% |
| Over \$2 Million | 9 | 31 | 222% |
| Total All | 1,017 | 1,234 | 21% |



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

