



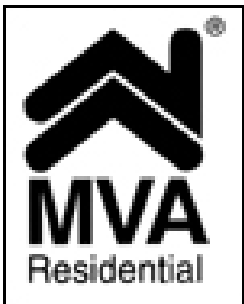
# **SOUTHERN GEORGIAN BAY Luxury Properties Market Report**

## **2<sup>nd</sup> 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 are well ahead of the start of 2019. Year-to-date (YTD) sales to the end of the 2<sup>nd</sup> Quarter of 2020 total 76 properties an increase of 41% over 54 MLS® sales during the same time in 2019.
- The value of these sales totaled \$116.3 million, a 47% increase over the \$34.5 Million sold during the first six months of last year



## Luxury Market Overview continued....

- YTD 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.
- YTD 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.

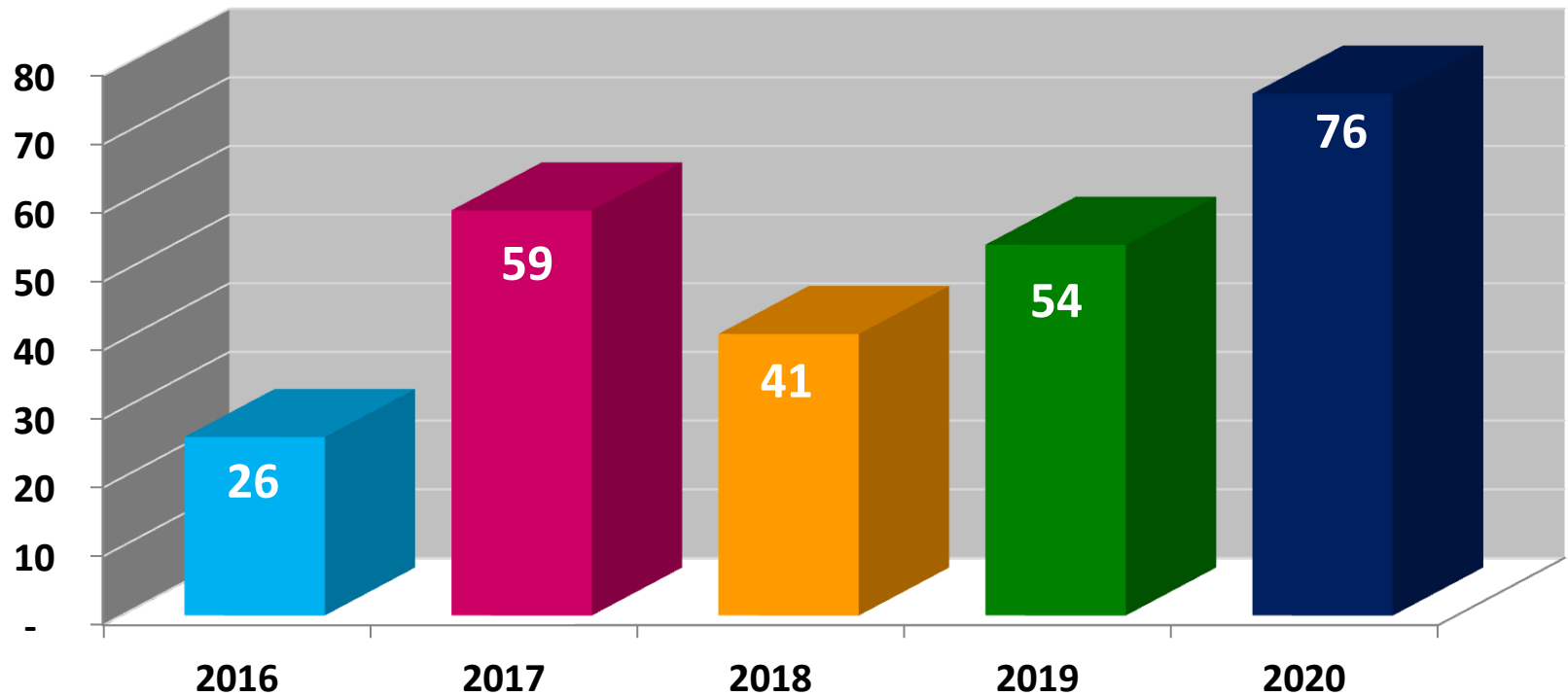


## **Luxury Market Overview continued....**

- 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.



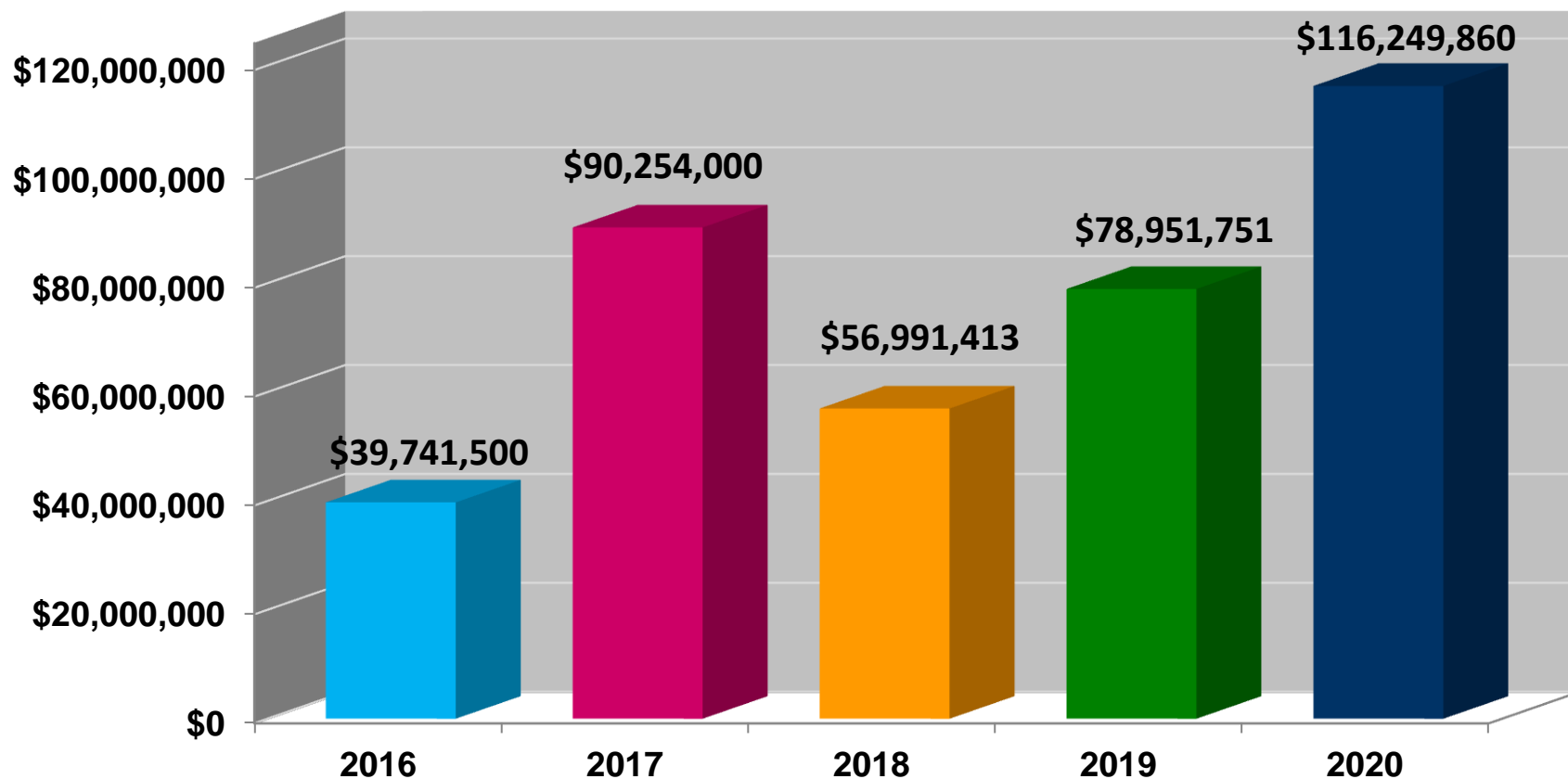
**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> Quarter YTD Luxury Property MLS® Sales Over \$1 Million**  
**2016 to 2020**  
**(Total Properties Sold)**





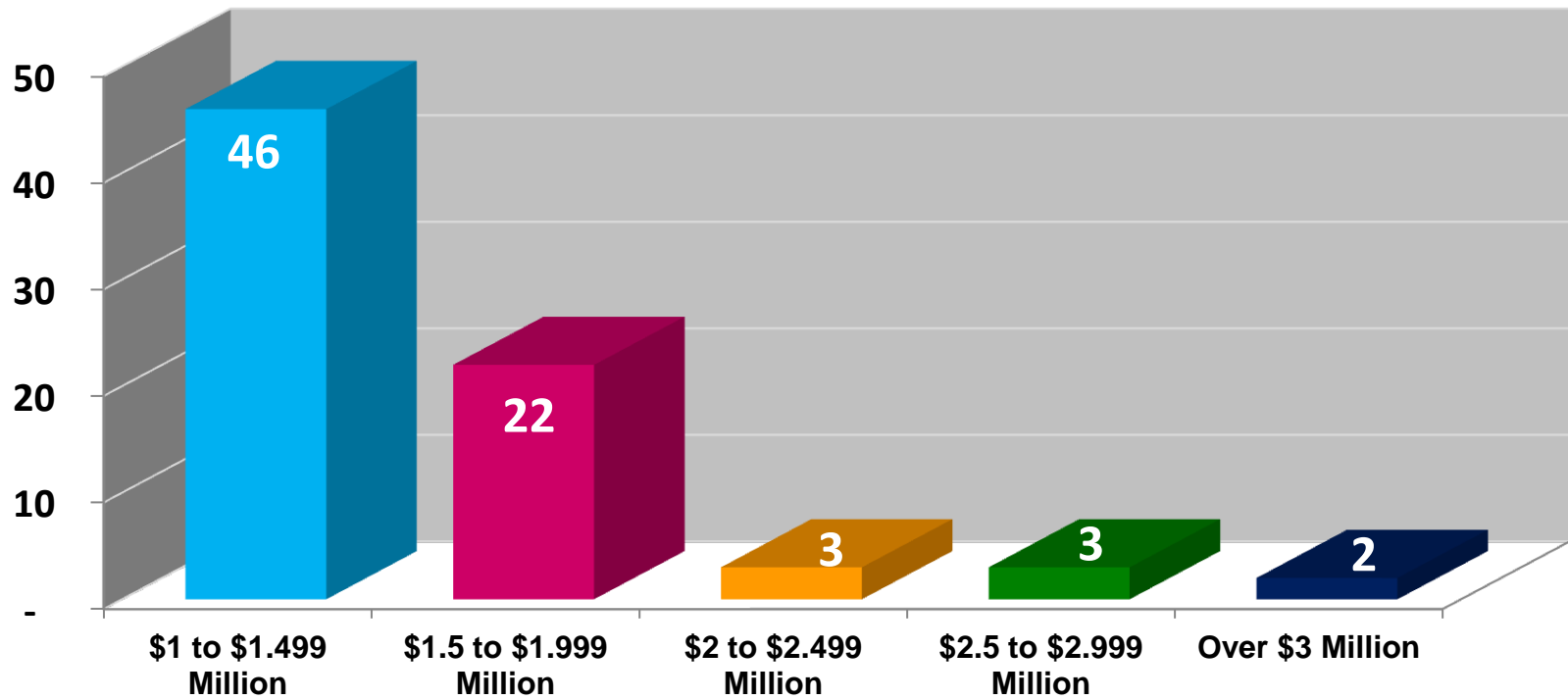


**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million**  
**2016 to 2020**  
**(In Dollars)**



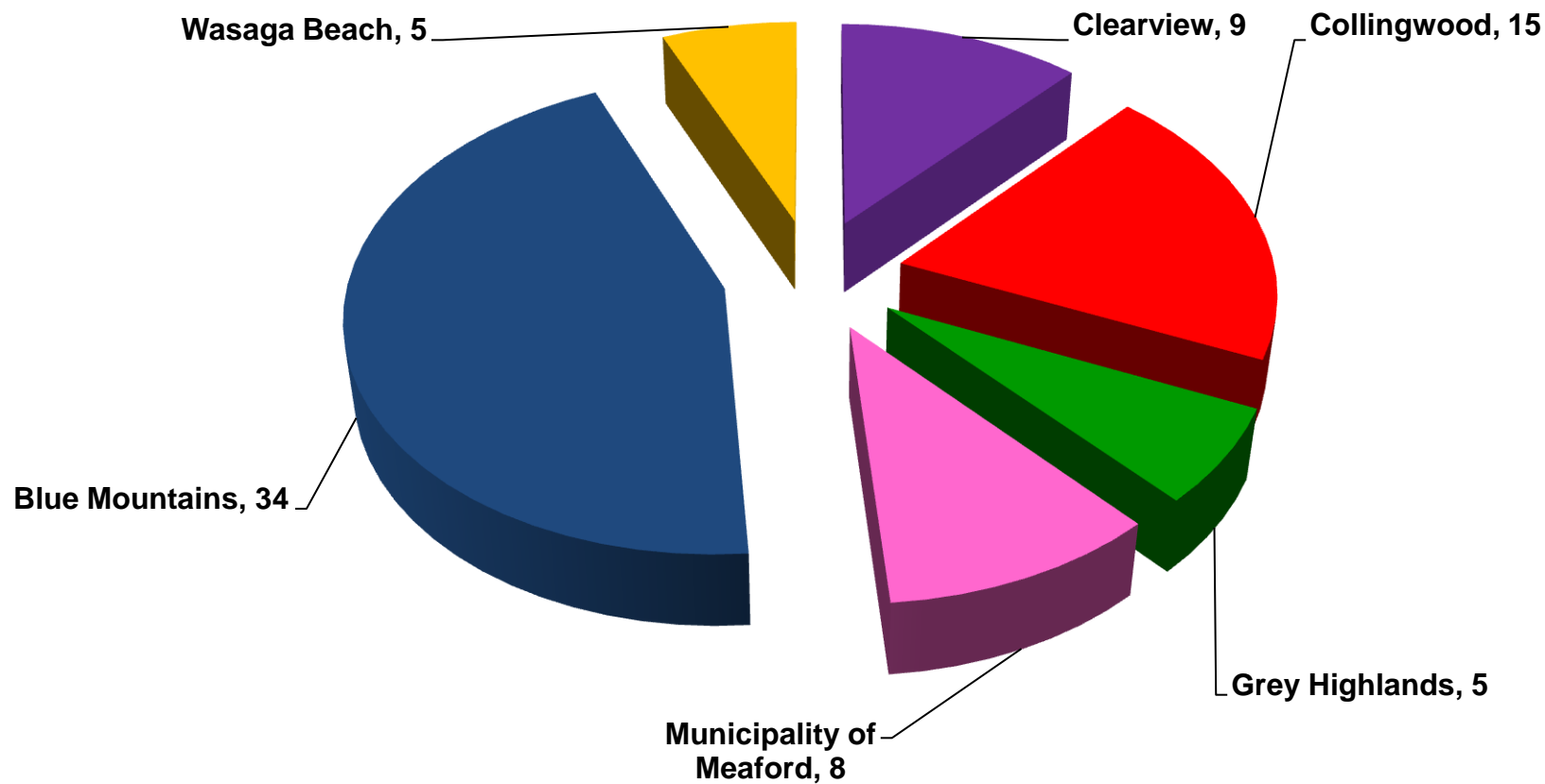


**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million**  
**by Price Range**  
**(Total Properties Sold)**





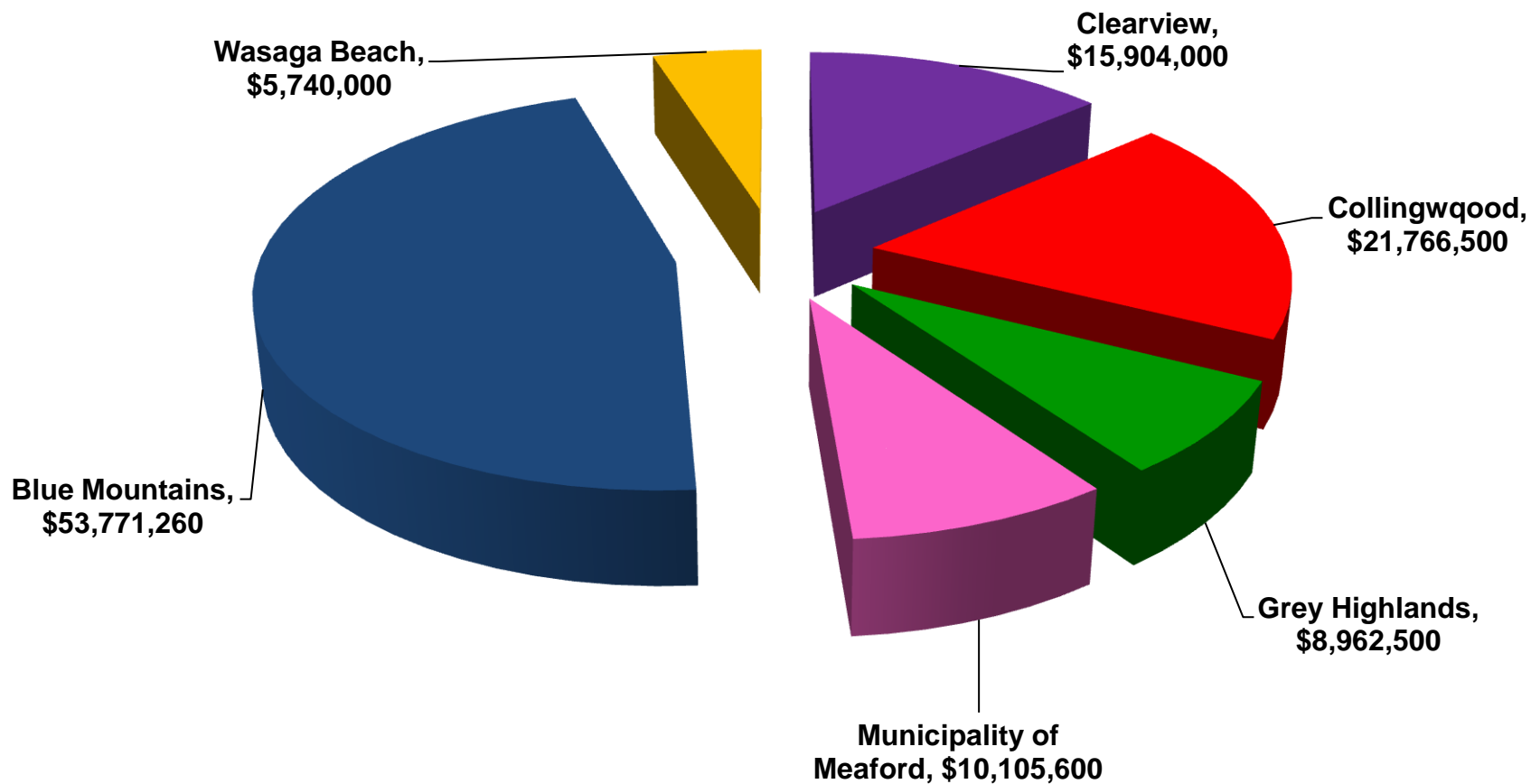
**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area**  
**(Total Properties Sold)**





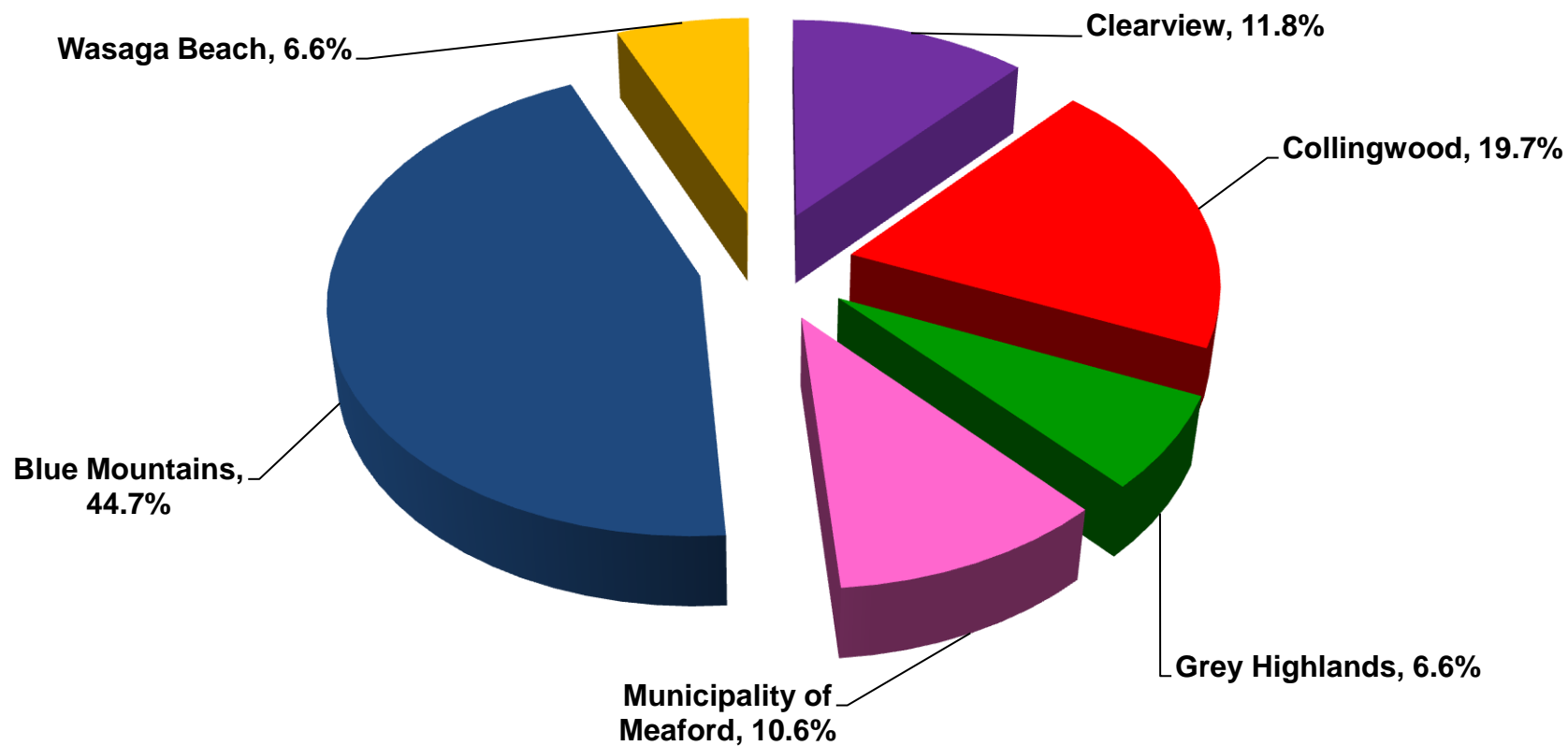


**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area**  
**(Total Dollars Sold)**



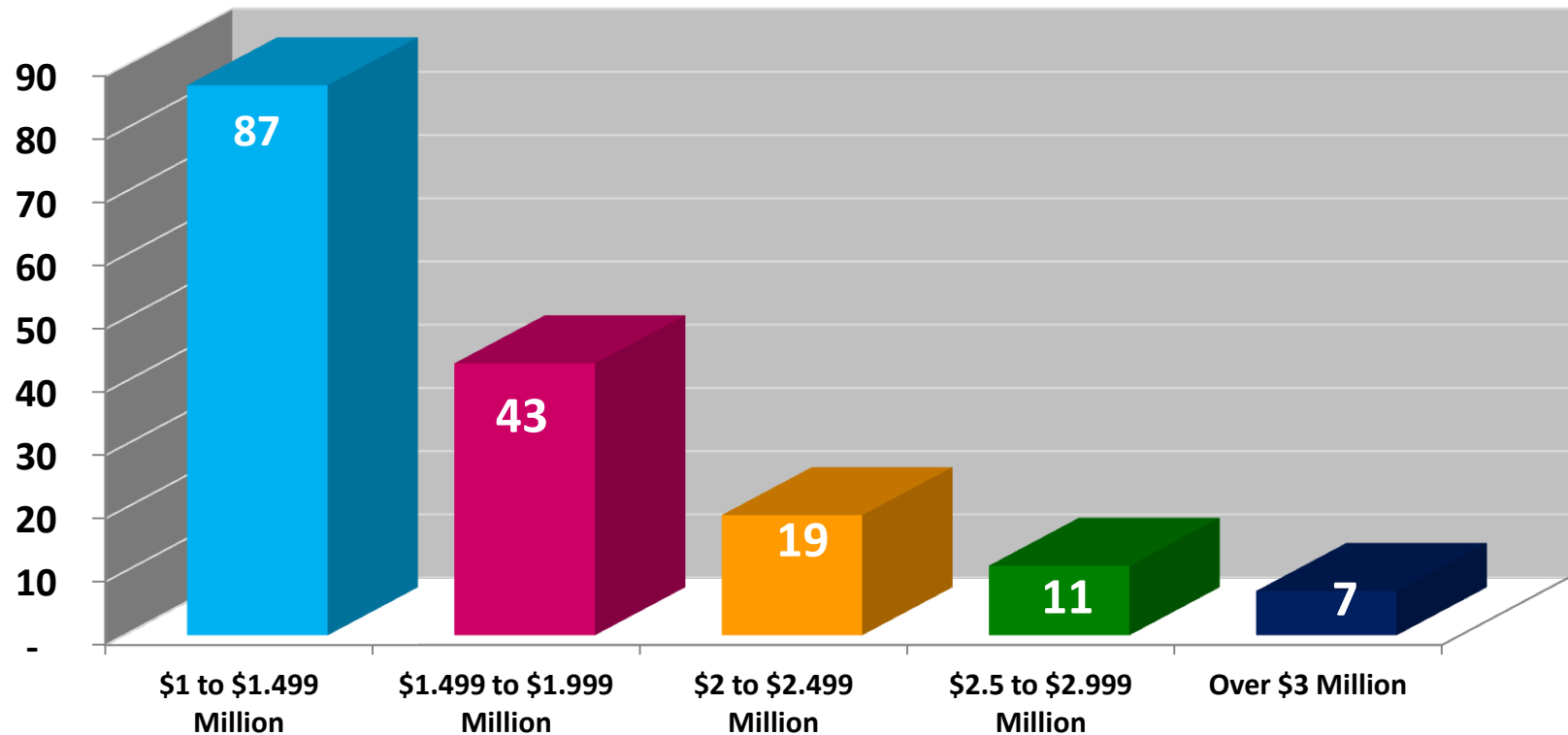


**SOUTHERN GEORGIAN BAY**  
**2<sup>nd</sup> QTR YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area**  
**(% of Total Properties Sold)**



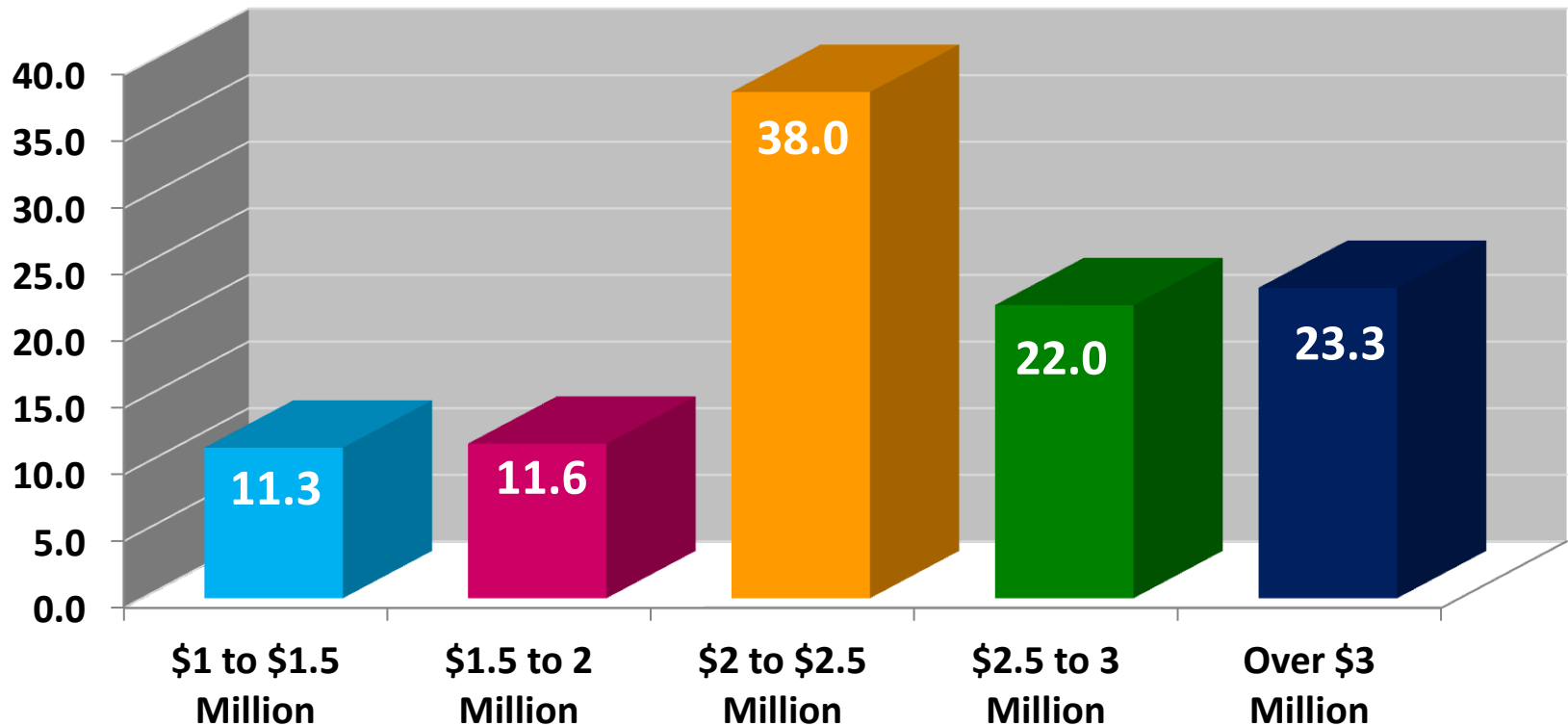


**SOUTHERN GEORGIAN BAY**  
**Total Luxury Properties Currently MLS® Listed as of July 2020**  
**Over \$1 Million by Price Range**  
**(Number Properties Listed For Sale)**





**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.**