



SOUTHERN GEORGIAN BAY Condo Communique' Market Report 3rd Quarter 2020

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Market Overview

- MLS® condominium re-sales softened in the first 6 months of 2020 largely due to COVID 19 but rebounded strongly in the 3rd Quarter.
- MLS® re-sales of condominium properties across the Southern Georgian Bay market area are up 20% in the first 9 months of 2020 with 429 sales reported versus 356 sales in the same period last year.

NOTE: This data does not include sales of new condo units made by developers which are substantial yet this has not negatively impacted the re-sale condo market.



Market Overview continued....

- YTD MLS® condo sales through the 3rd Quarter of this year total \$95.9 million an increase of \$35.6 million or 60% over the first 9 months of 2019. This sales volume is equal to almost the same level for the first 9 months of 2017.
- While MLS® sales volume has increased this year, the median MLS® condominium sale price has actually decreased from \$327,150 last year to \$308,800, a decrease of about 6%. Prices have not dropped, it's more a matter of the mix of sales have shifted with increased sales in the lower price segments of the market. I fully expect this will change during the final three months of the year and 2020 will yield a year-over year median price increase driven by demand and a shortage of units for sale.

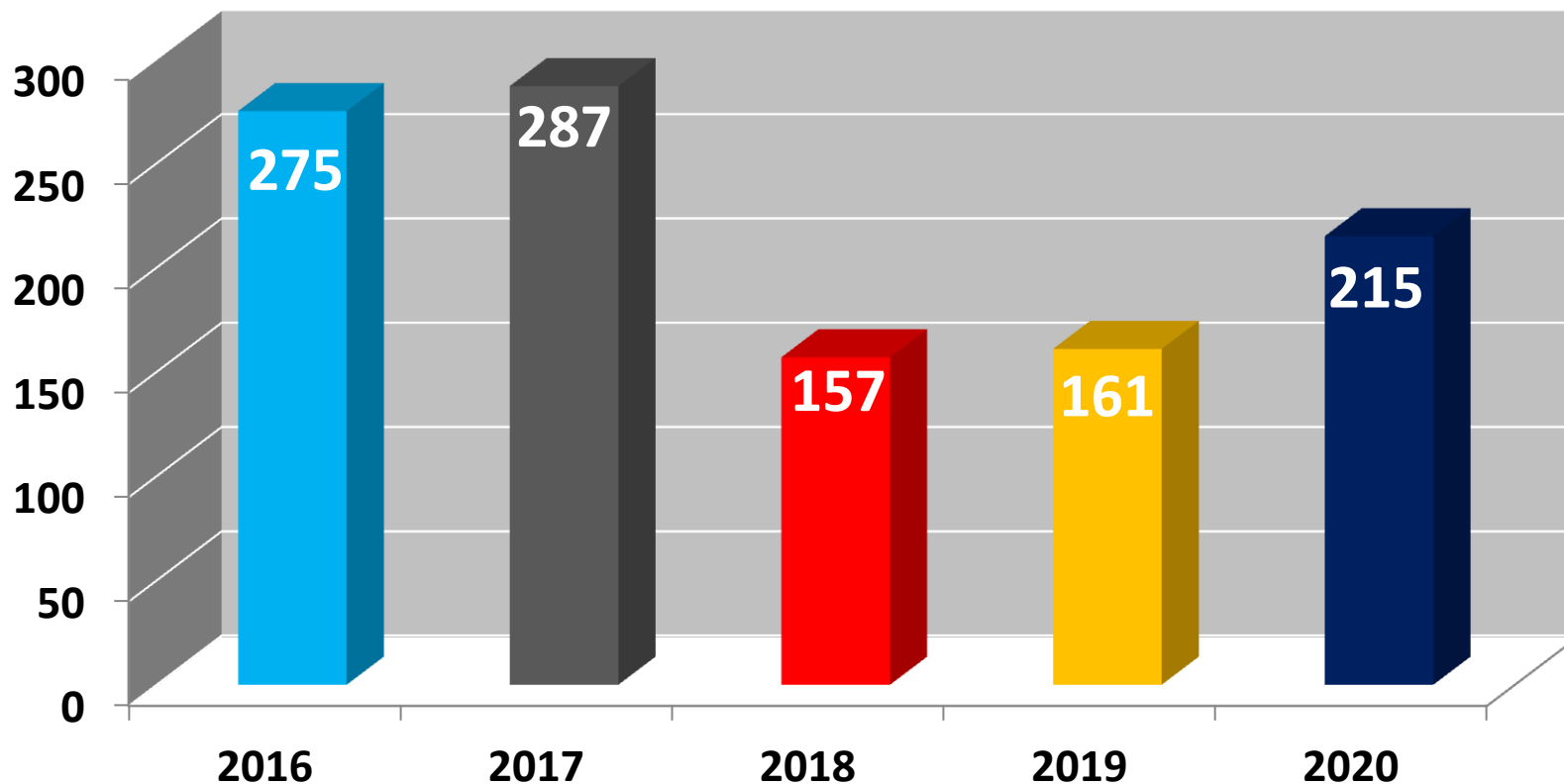


Market Overview continued....

- For the first 9 months of 2020 there have been 216 new condominium listings for sale on the local MLS® system which is just 1 more unit listed than the actual number of sales. Clearly there is an inventory shortfall which makes it seller's market. Multiple offers and properties selling for over their list price has returned.
- As we head into the final 3 months of 2020, the demand and sales activity for condominium units would appear to be on the rise. New condominium developments currently under construction or proposed will certainly impact the MLS® re-sale market especially for the older units that are dated and in need of updating.

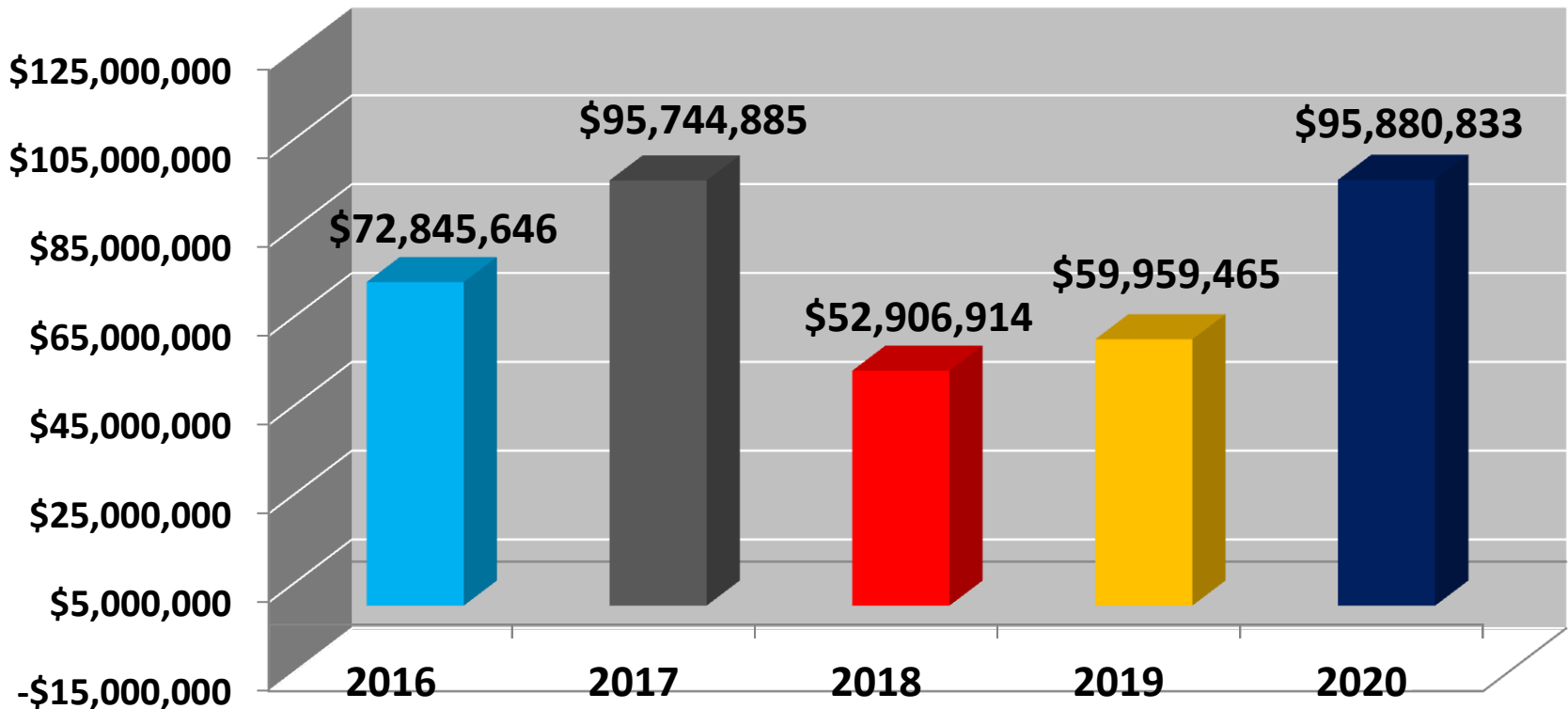


SOUTHERN GEORGIAN BAY
3rd QTR 2020 YTD MLS® Condominium Sales
2016 to 2020
(Units Sold)



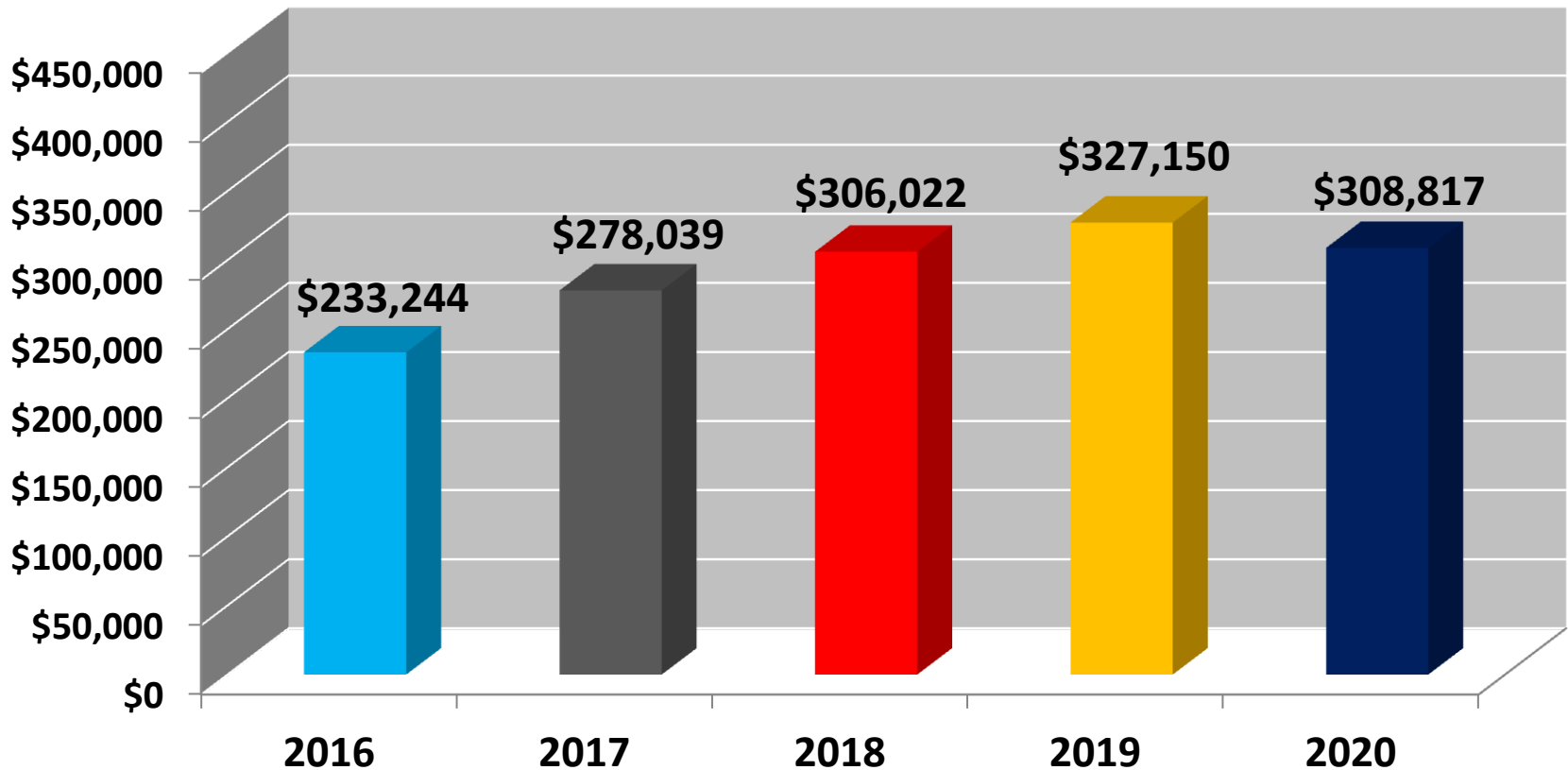


SOUTHERN GEORGIAN BAY
3rd QTR 2020 YTD MLS® Condominium Sales
2016 to 2020
(Dollars Sold)



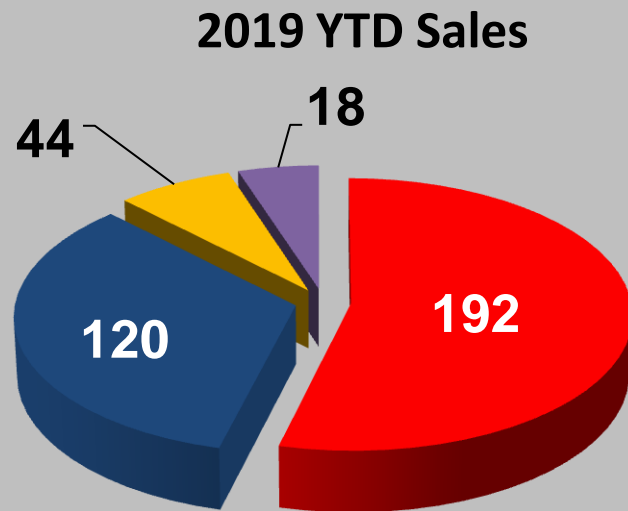


SOUTHERN GEORGIAN BAY
3rd QTR 2020 YTD MLS® Condominium Median Sale Prices
2016 to 2020
(Dollars)

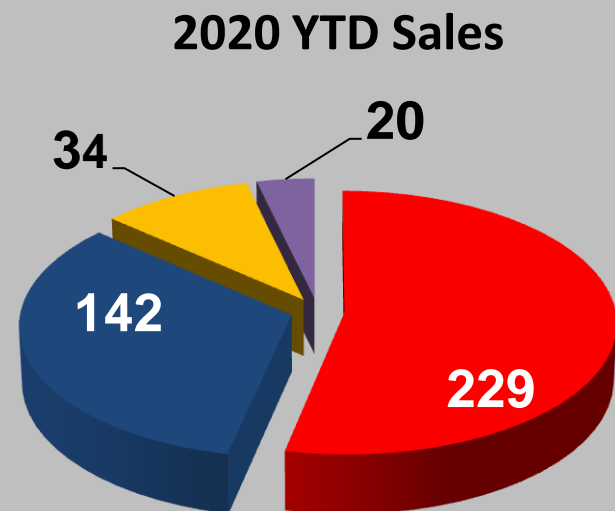




SOUTHERN GEORGIAN BAY
3rd QTR 2020 YTD MLS® Condominium Sales by Area
2019 versus 2020
(Units Sold)



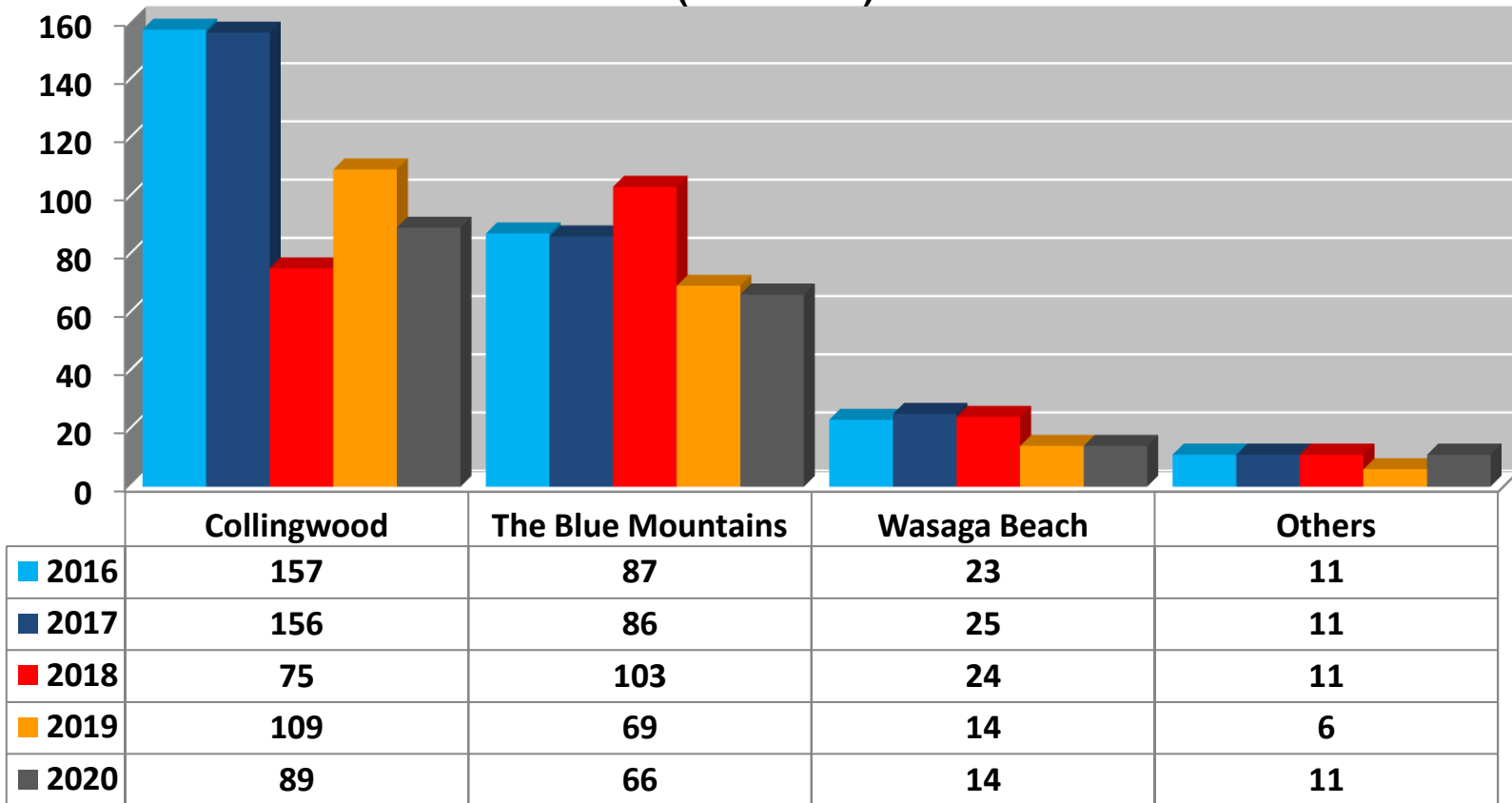
■ Collingwood
■ Blue Mountains
■ Wasaga Beach
■ Others



■ Collingwood
■ Blue Mountains
■ Wasaga Beach
■ Others



SOUTHERN GEORGIAN BAY
5 Year Annual MLS® Condominium Sales History by Area
2016 to 2020
(Units Sold)





New Condominium Projects Currently Under Construction

