

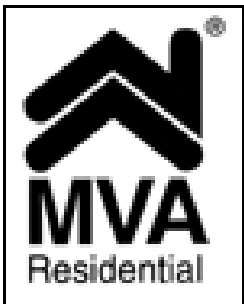


SOUTHERN GEORGIAN BAY Luxury Properties Market Report 3rd Quarter 2020

RICK CROUCH - Broker

MVA (Market Value Appraiser – Residential)

rcrouch@sothebysrealty.ca





Luxury Market Overview

- Luxury homes and condominiums continue to represent a significant and growing part 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.
- Year-to-date (YTD) sales of luxury homes priced over \$1 million through the 3rd quarter through the MLS® System of the Southern Georgian Bay Association of REALTORS® totaled 235 properties versus 95 in the first 9 months of 2019, an increase of 147%
- YTD MLS® sales total \$289.5 Million, up 102% over the \$142.9 Million sold during 2019.



Luxury Market Overview continued....

YTD MLS® sales in all luxury home price segments are as follows:

- Sales \$1 to \$1.5 Million of \$184.8 Million up 78%.
- Sales between \$1.5 to \$2 Million of \$91.4 Million were up 103%
- Sales between \$2 to \$2.5 Million of \$24 Million up 336% from just \$5.5 Million in 2019
- Sales between \$2.5 to \$3 Million totaled 9 homes up 336%
- For the full year, there were 7 MLS® sales over the \$3 Million threshold, 2 more than 2019.



Luxury Market Overview continued....

- As of this report there are 54 properties listed for sale over \$1 Million on the MLS® System of the Southern Georgian Bay Association of REALTORS®.
- From \$1 to \$2.5 million there is between 5 to 11 months of available inventory listed for sale based on the current rate of sales. From \$2.5 to over \$3 Million the amount of inventory is 17 to 20 months.
- For the balance of the year I expect inventory will decrease as listing activity slows into the holiday season. As a “Market Value Appraiser” I can say that pricing your property correctly is always important especially if inventory levels begin to increase in 2021 and buyers have ample properties to choose from.

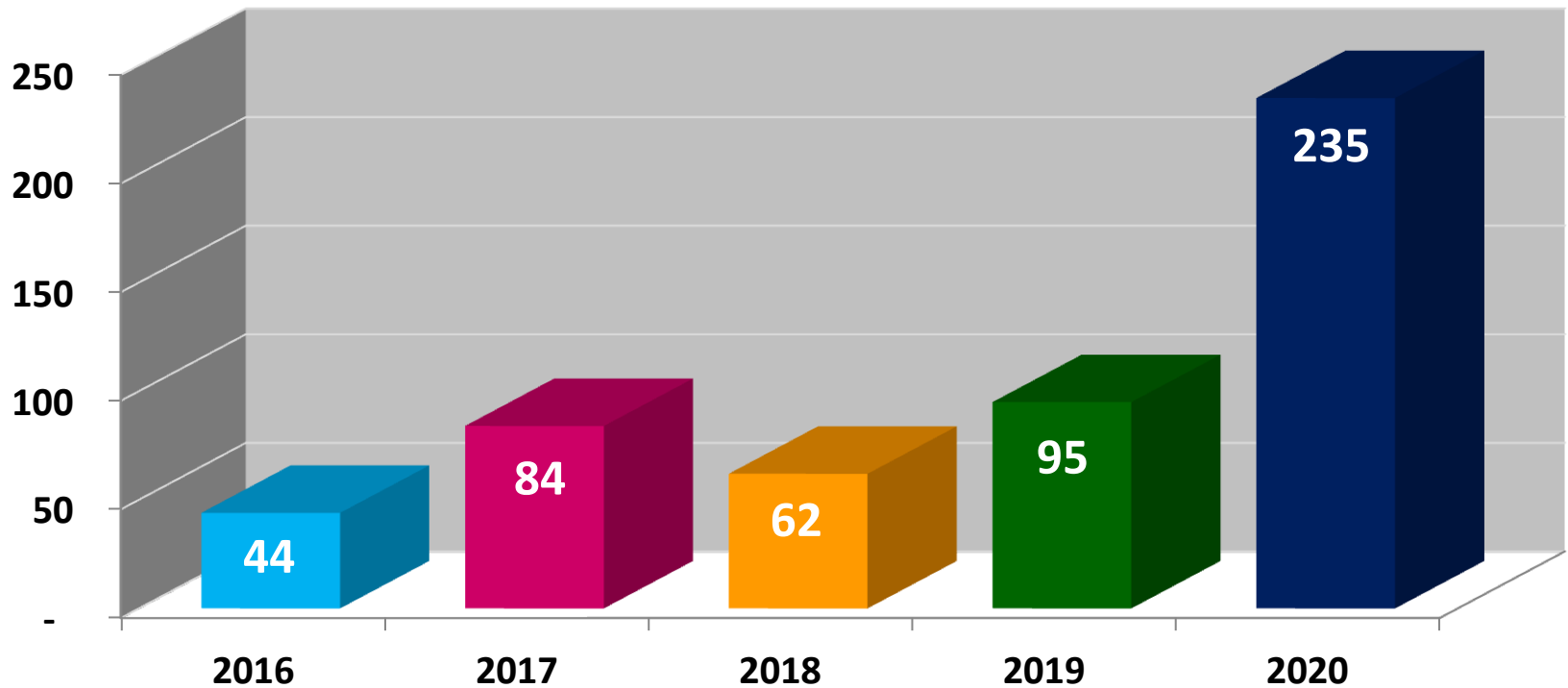


Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home buyers with over 45% of the 2020 sales above \$1 Million in that municipality.
- Based on total MLS® sales in 2020, Clearview Township has the highest “median” ie: middle-of-the-road sale price for luxury properties sold at \$1.625 Million followed by the Blue Mountains at \$1.350 Million.
- Luxury property sale prices can vary significantly from one municipality to another based on a variety of factors such as location, property size, waterfront and more. **Contact Me** to learn more: rcrouch@sothebysrealty.ca

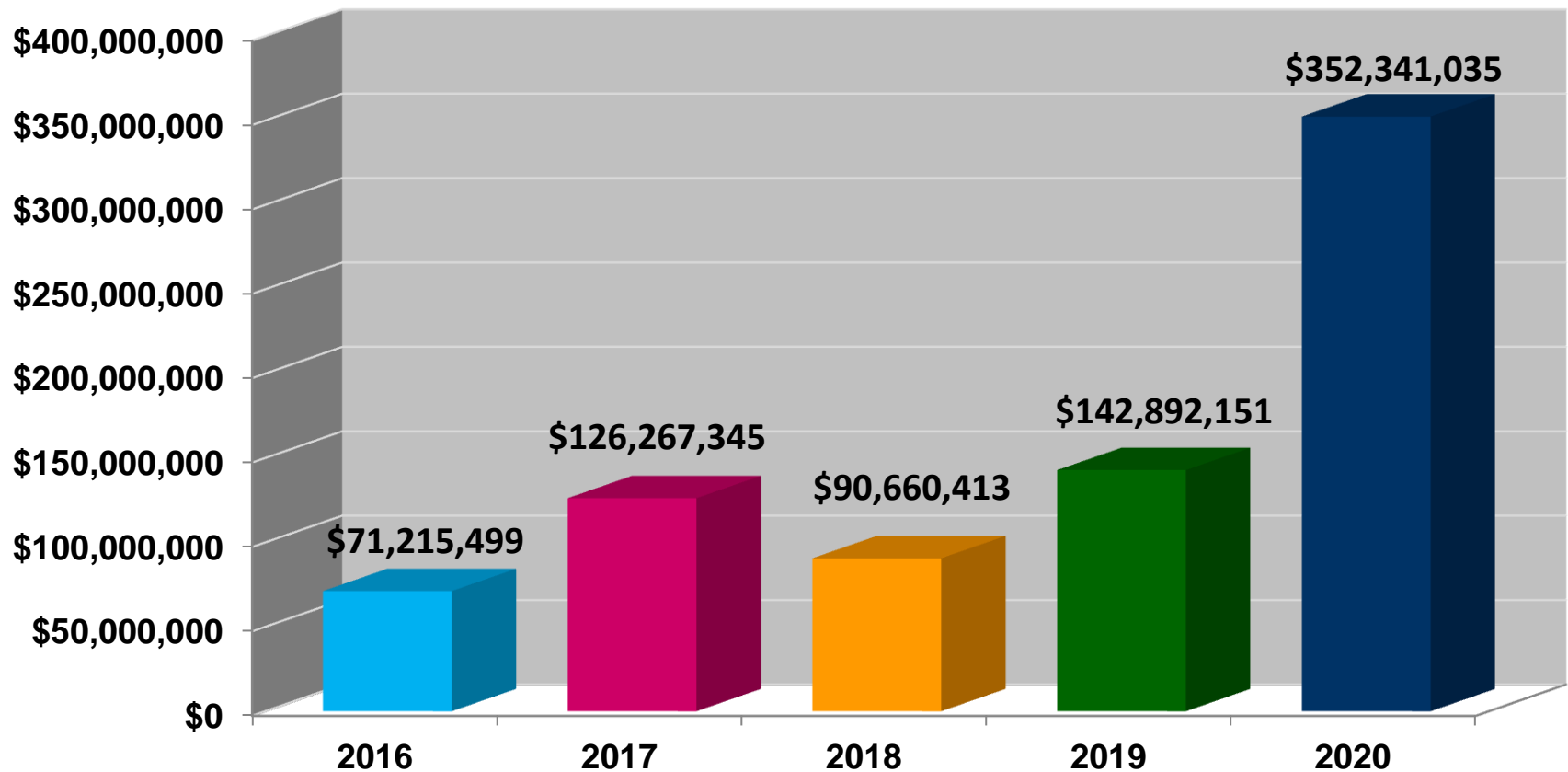


SOUTHERN GEORGIAN BAY
3rd Quarter YTD Annual Luxury Property MLS® Sales Over \$1 Million
2016 to 2020
(Total Properties Sold)



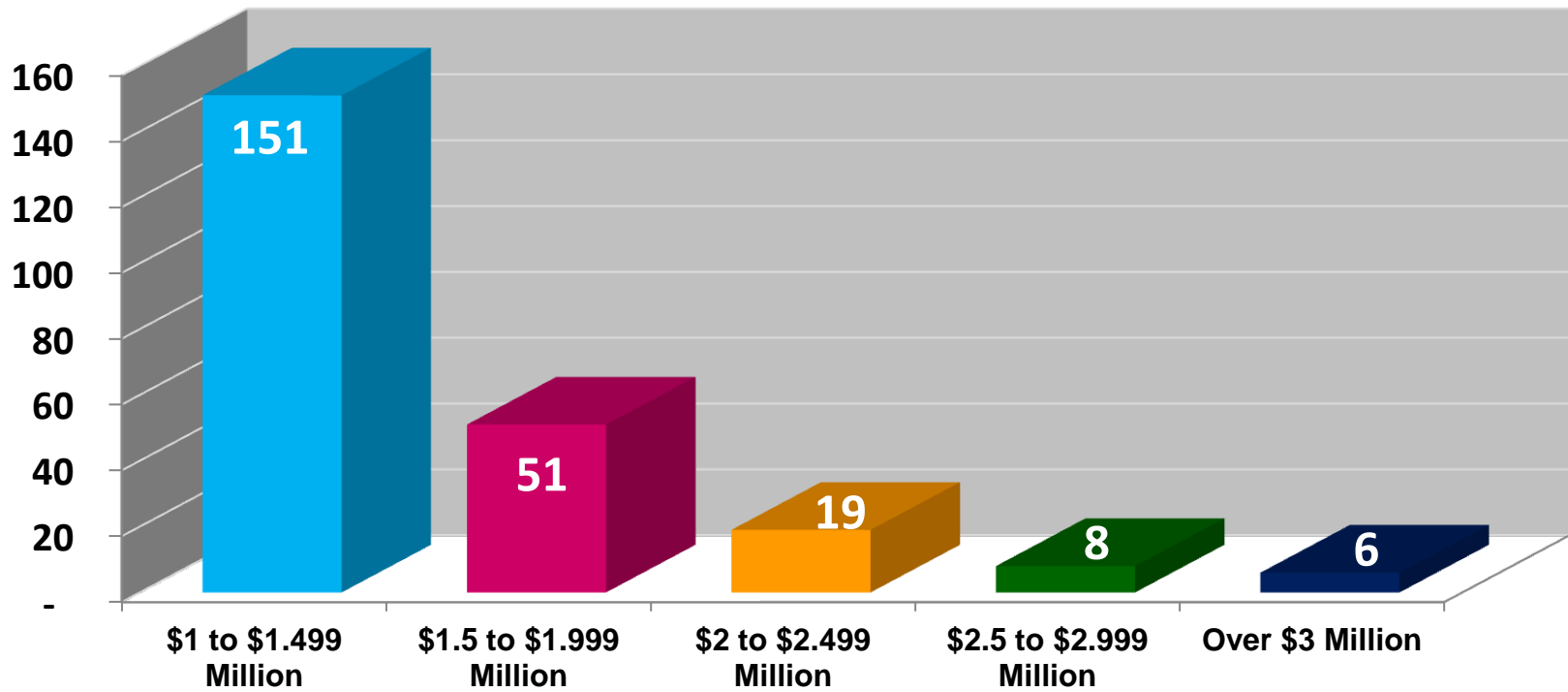


SOUTHERN GEORGIAN BAY
3rd Quarter YTD Annual Luxury Property MLS® Sales Over \$1 Million
2016 to 2020
(In Dollars)



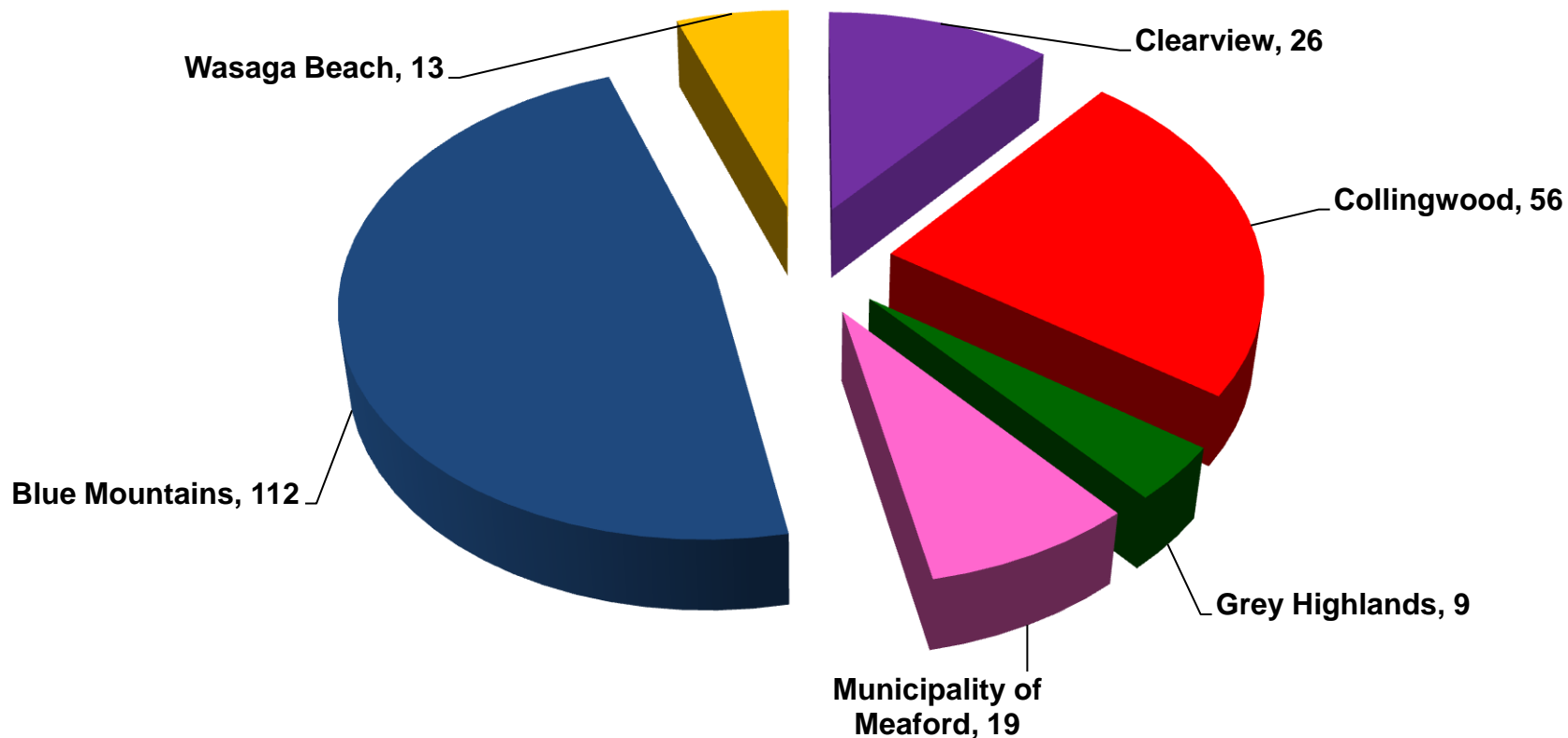


SOUTHERN GEORGIAN BAY
3rd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million
by Price Range
(Total Properties Sold)



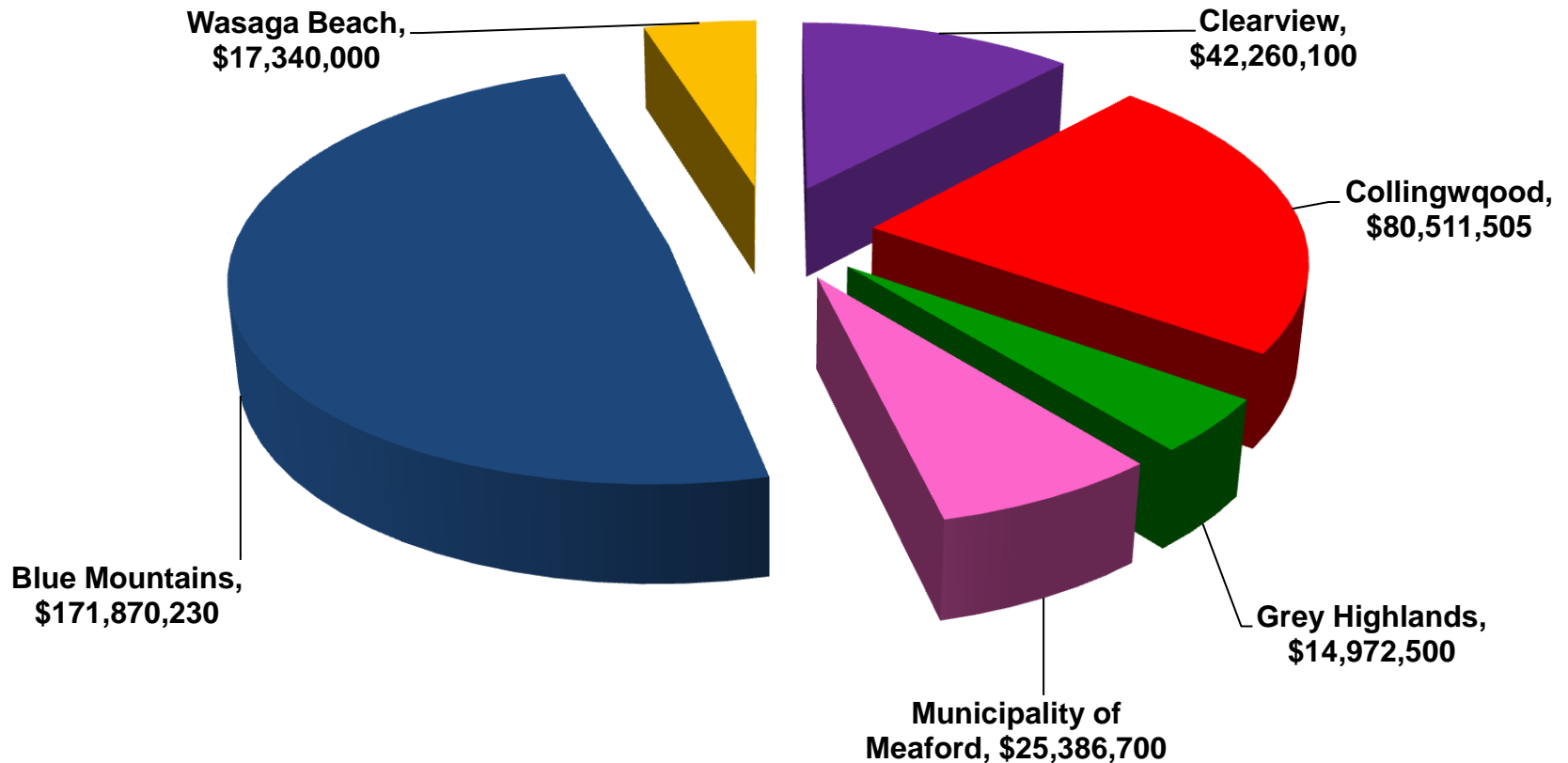


SOUTHERN GEORGIAN BAY
3rd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(Total Properties Sold)



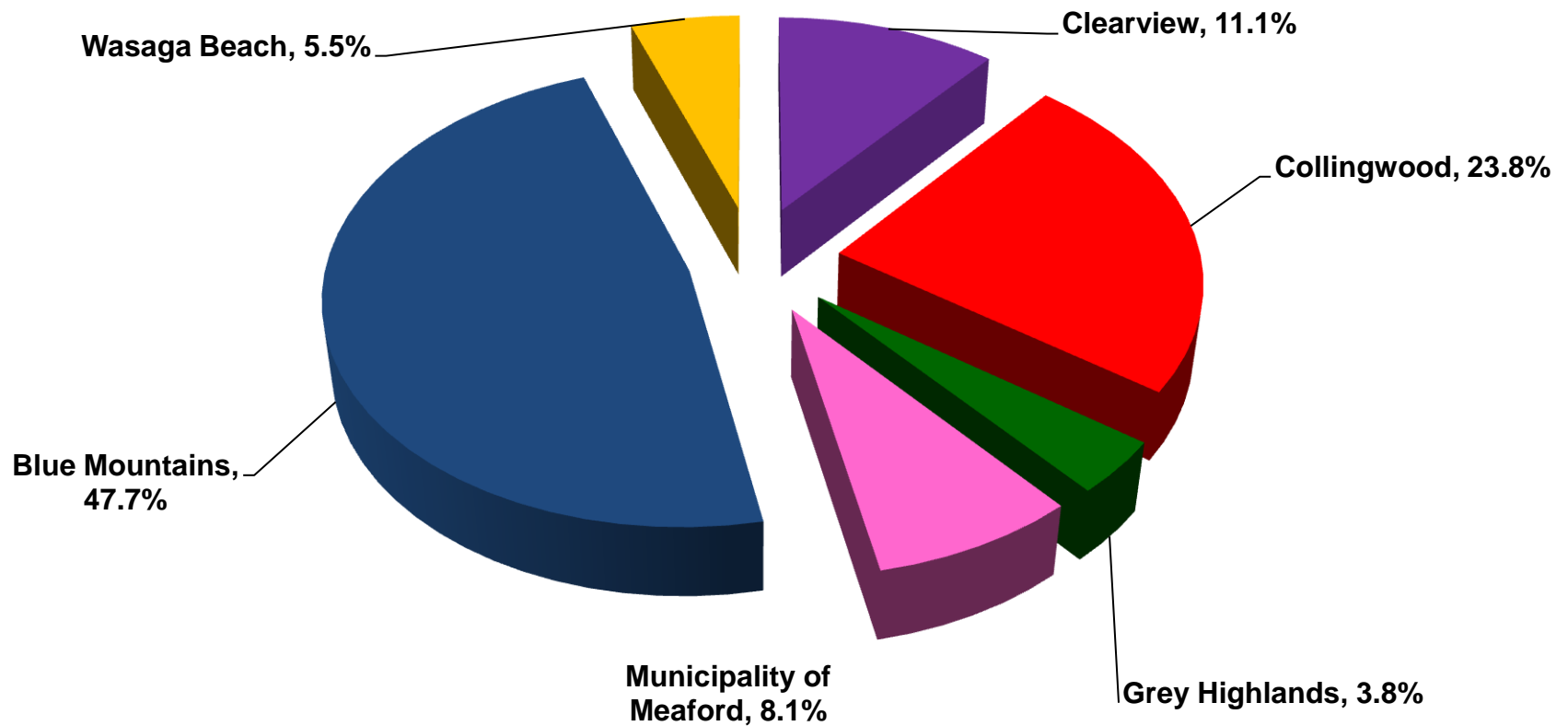


SOUTHERN GEORGIAN BAY
3rd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(Total Dollars Sold)



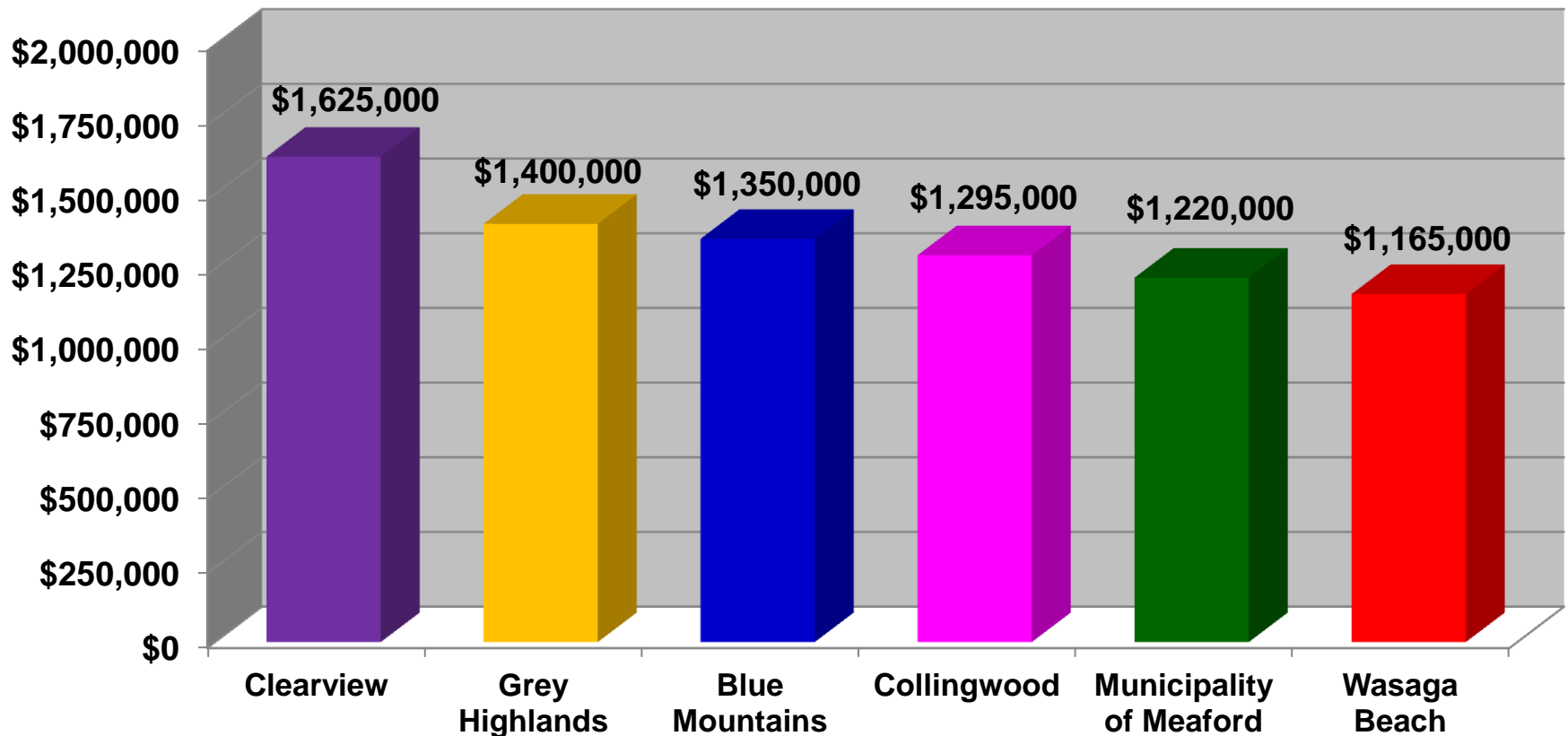


SOUTHERN GEORGIAN BAY
3rd Quarter YTD 2020 Luxury Property MLS® Sales Over \$1 Million by Area
(% of Total Properties Sold)



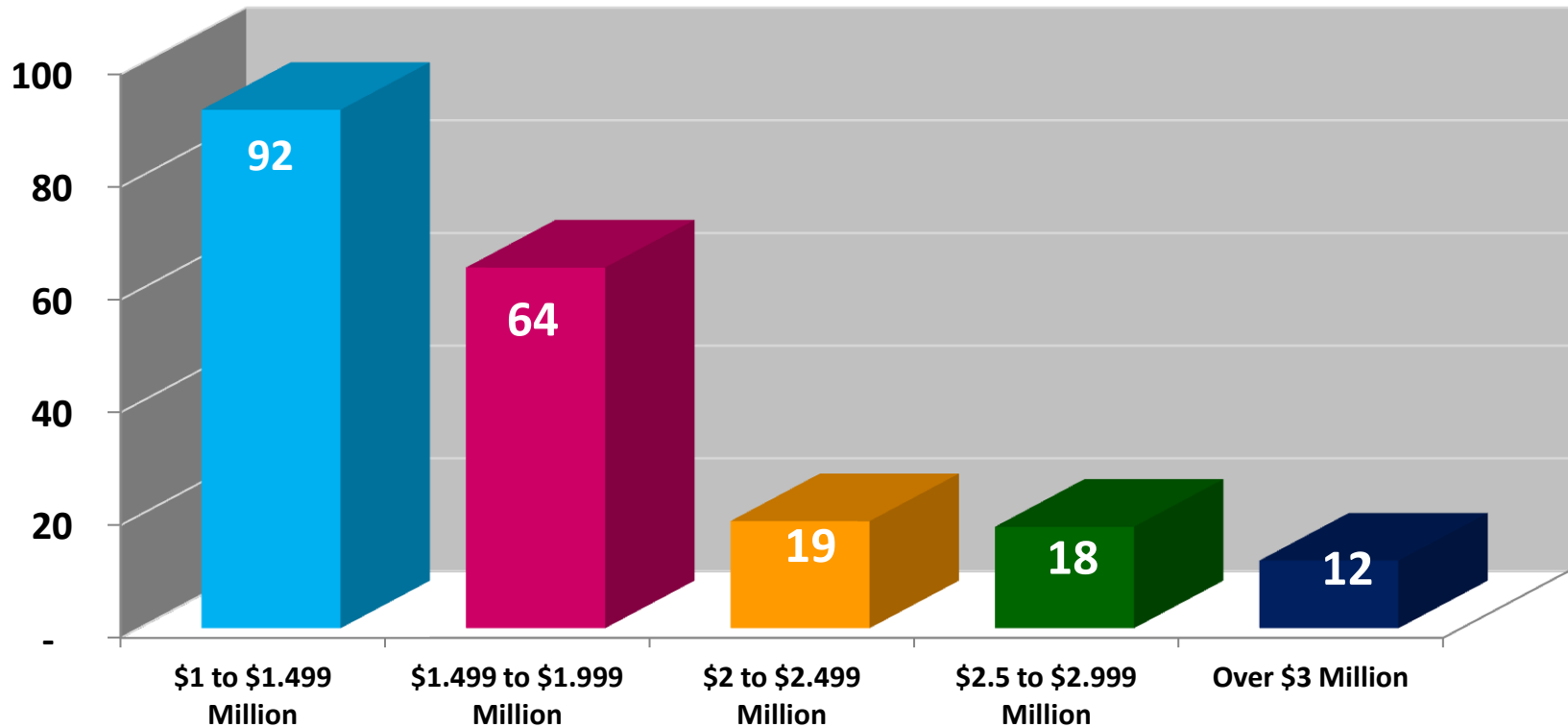


SOUTHERN GEORGIAN BAY
3rd Quarter YTD 2020 Luxury Property MLS® Median Sale Prices
Over \$1 Million by Area
(Dollars rounded)



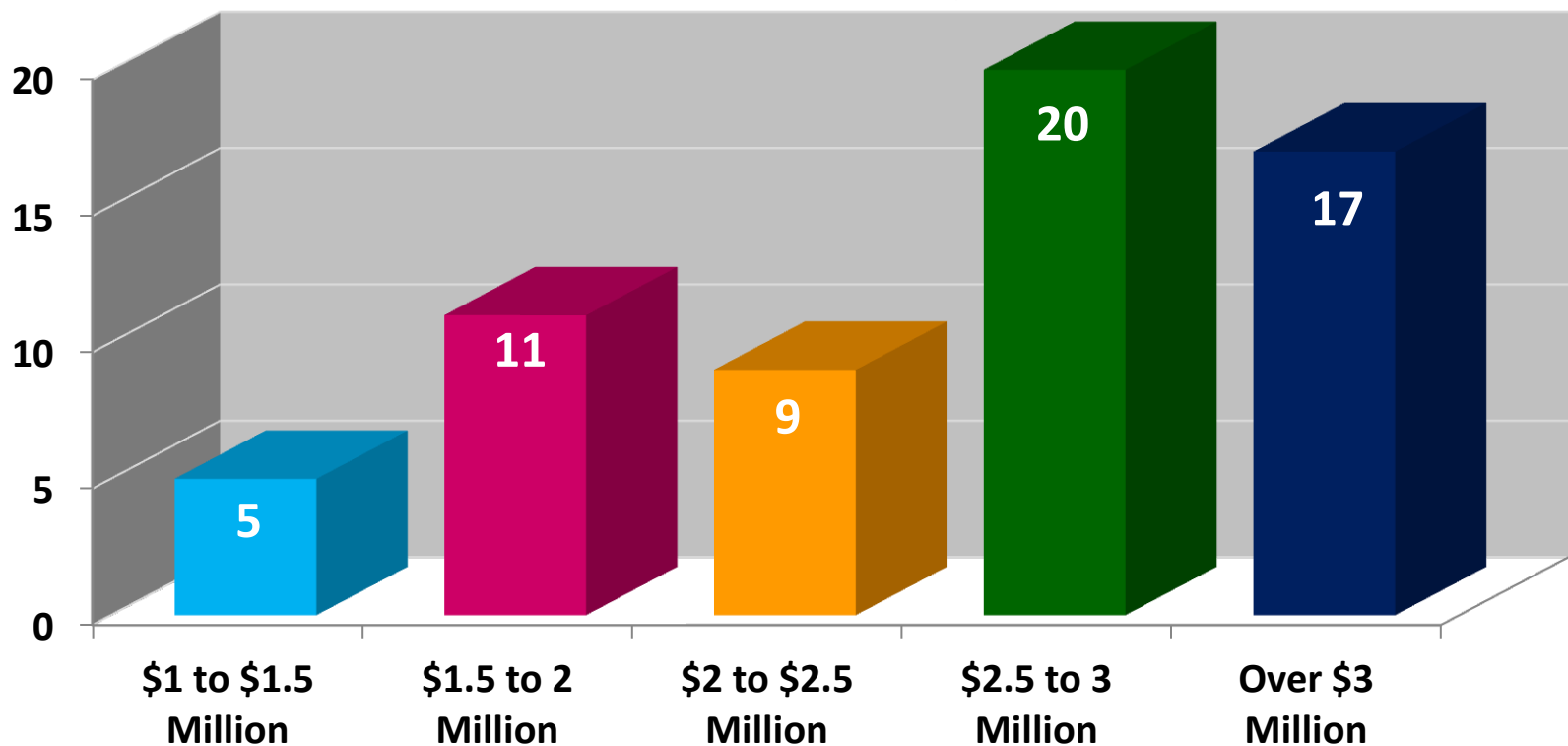


SOUTHERN GEORGIAN BAY
Total Luxury Properties Currently MLS® Listed as of September 2020
Over \$1 Million by Price Range
(Number Properties Listed For Sale)





SOUTHERN GEORGIAN BAY
Total Luxury Properties Currently MLS® Listed as of September 2020
Over \$1 Million by Price Range
(Months of Inventory)



Note: These are months of inventory as of September 2020 based on the rate of sale in 2020.