

# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

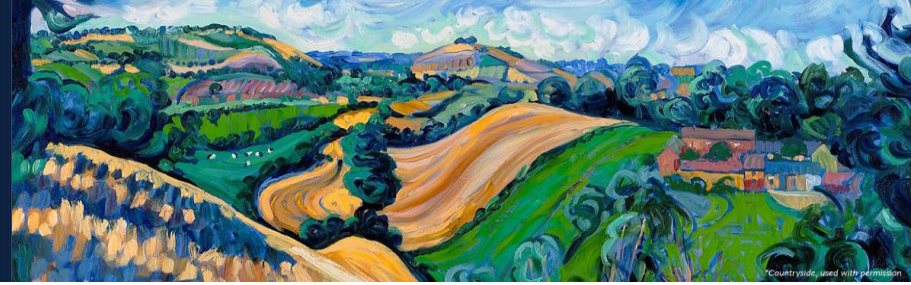
### **November 2020**

**RICK CROUCH**

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**MVA (Market Value Appraiser – Residential)**

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## MARKET OVERVIEW

- While COVID 19 continues to have an impact on real estate activity across Canada, the southern Georgian Bay area market has been setting some new records in terms of MLS® sales volume and overall demand for area properties.
- Total MLS® sales in November of 204 units were up 50 units or 32% from the 154 units sold in November 2019. November MLS® dollar volume of \$159.6 million was up over \$71.0 million or 80% from November 2019.
- Year-to-date total MLS® dollar volume for our area totals \$1.595 billion, up \$560.7 million (54%) from sales of \$1.034.6 billion in 2019 and \$724.0 million or 83%% greater than the same period in 2018.



## MARKET OVERVIEW continued....

- New MLS® listings in November totalled 216 properties up from 176 in November 2019 (21%) but 15% below October which is normal as we enter into the holiday season.
- Expired MLS® listings in November totaled 383 properties, just 4 more than last year. Year-to-date expired MLS® listings are down 500 or 14% from a year ago, 3,028 in 2020 compared to 3528 last year
- 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 November total 1,519 homes sold an increase of 282 units sold, 23% more than the 1,237 homes sold last year in the same timeframe.
- Condo sales softened during the first six months of 2020 but have come back strongly through the summer and fall with a total 520 units sold versus 402 sales last year an increase of 29%

**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 nor do they include full time or seasonal rentals.

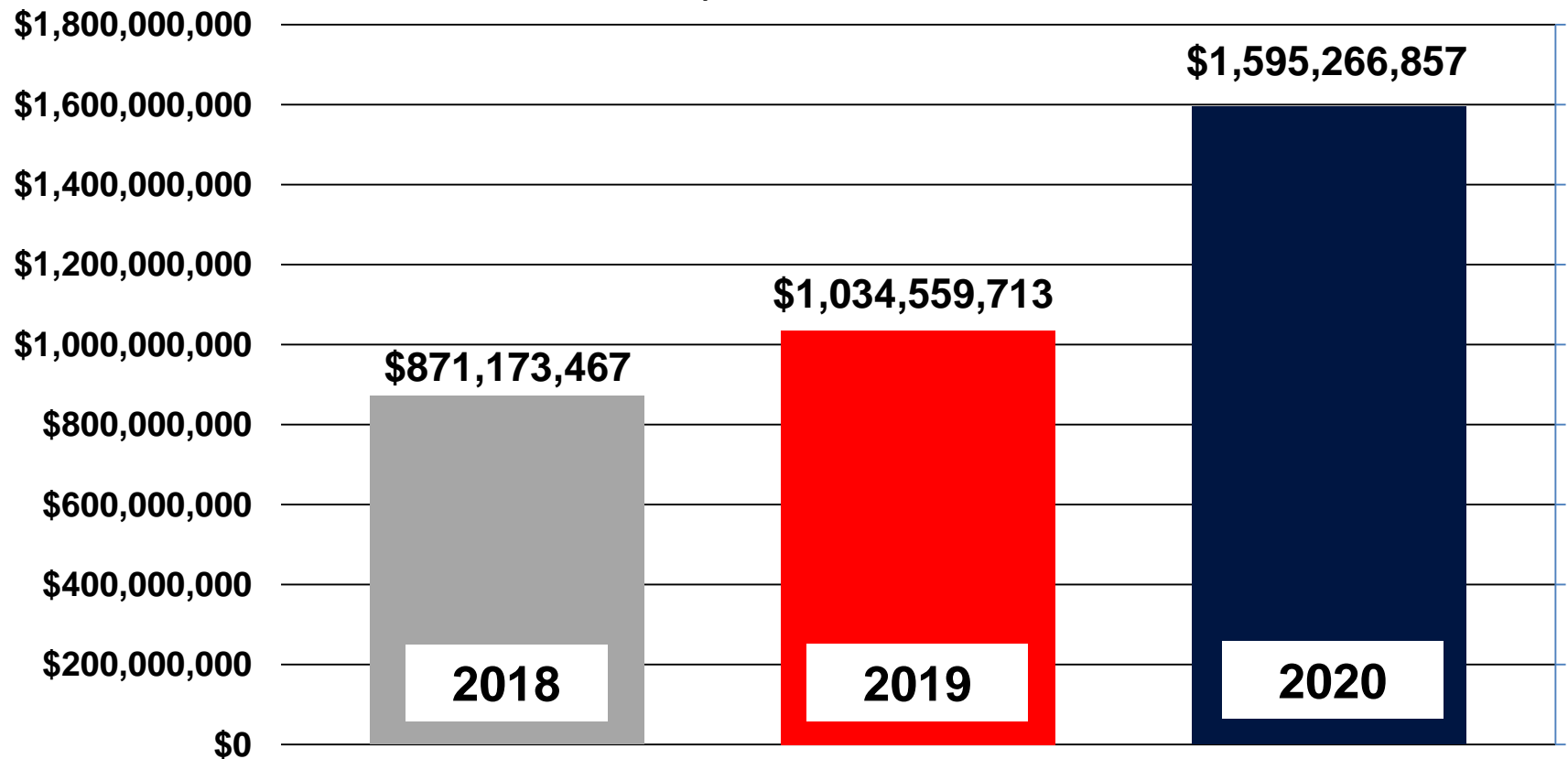


## **MARKET OVERVIEW continued....**

- Year-to-date MLS® single family home sales in many area municipalities are lagging behind 2019 as follows: Collingwood up 3%, Clearview Township up 4%, Blue Mountains up 34%, Municipality of Meaford up 32% while sales in the Grey Highlands and Wasaga Beach are up 43% and 36% 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 113% to 170%. Sales \$1.5 to \$2 million are up 187% while sales over \$2 million are up 433% .

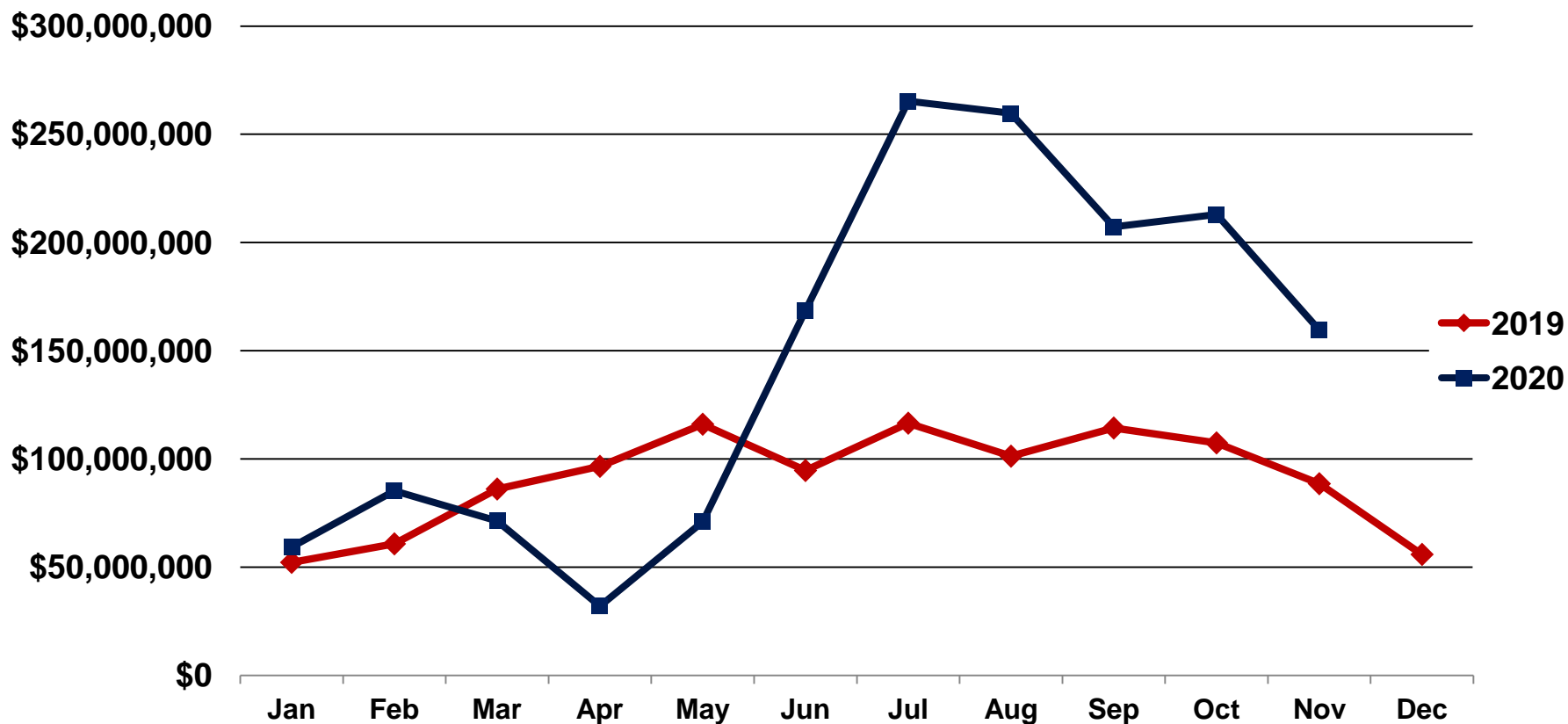


**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date MLS® Sales Volume**  
**2018 versus 2019 versus 2020**  
**(Dollars)**



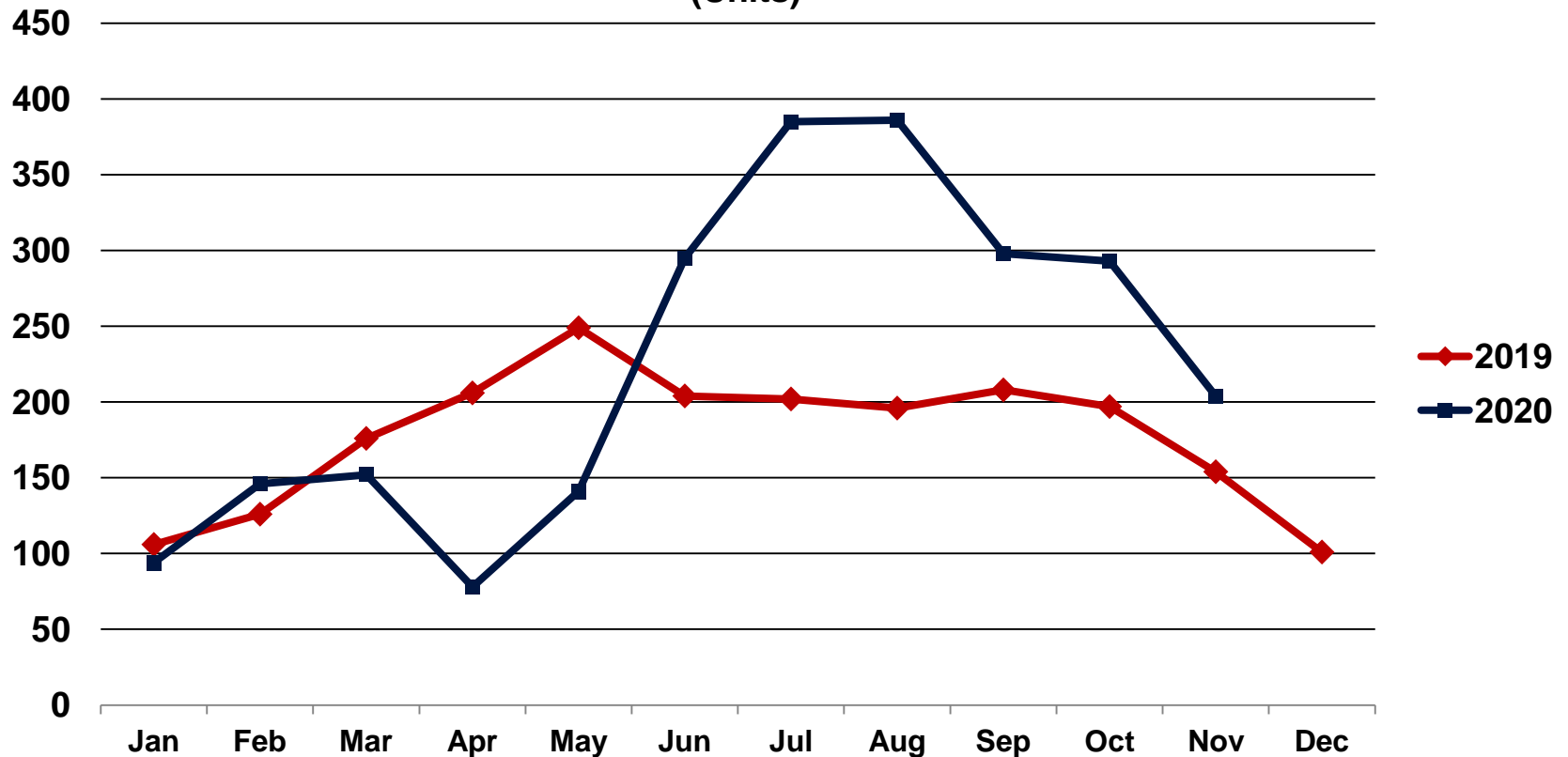


**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date Total MLS® Sales by Month**  
**2019 versus 2020**  
(Dollars)



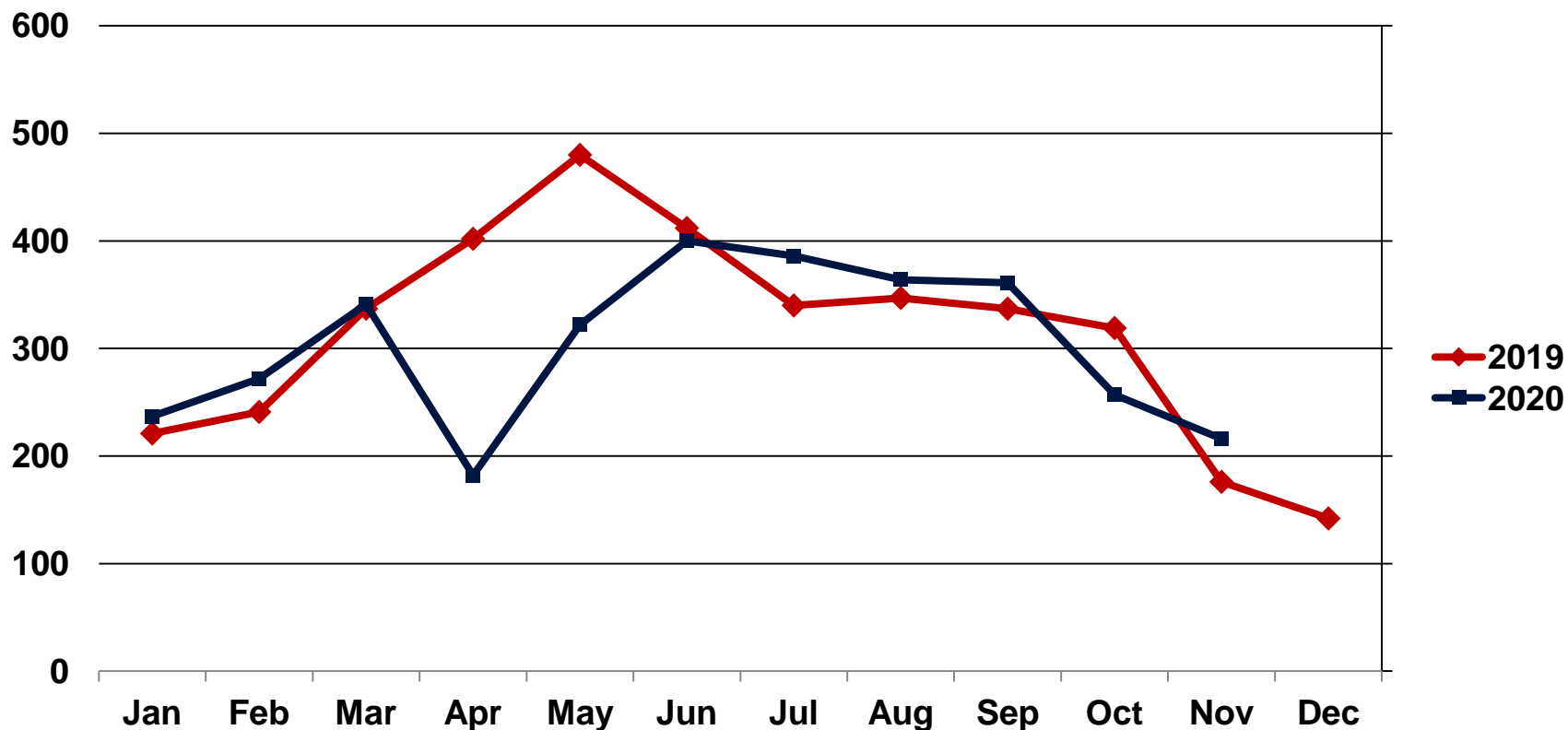


**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date Total MLS® Sales by Month**  
**2019 versus 2020**  
(Units)





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



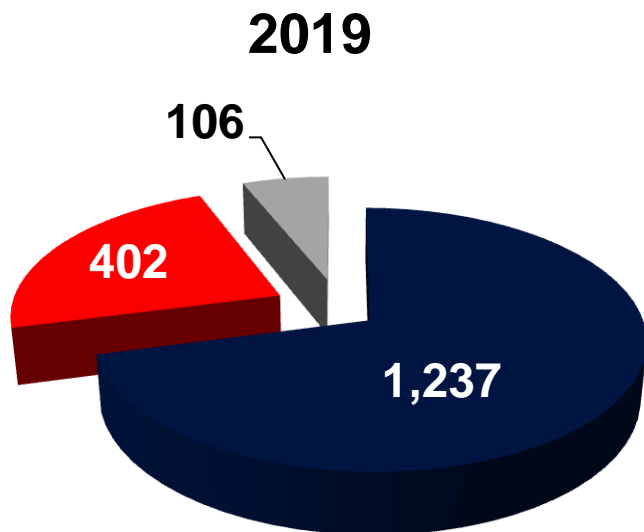


**SOUTHERN GEORGIAN BAY**  
**November MLS® Single Family Home Sales by Price Range**  
**2019 versus 2020**  
**(Units)**

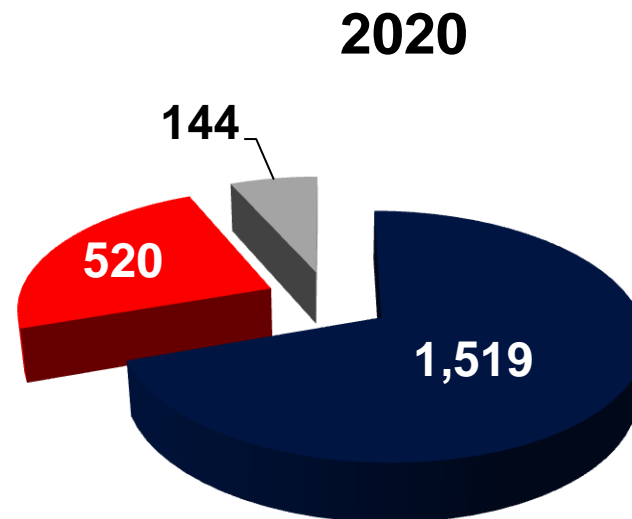
	<b>2019</b>	<b>2020</b>	<b>% Difference</b>
<b>Under \$100,000</b>	<b>1</b>	<b>0</b>	<b>- 100%</b>
<b>\$100,000 to \$299,999</b>	<b>55</b>	<b>21</b>	<b>- 62%</b>
<b>\$300,000 to \$499,999</b>	<b>528</b>	<b>369</b>	<b>- 30%</b>
<b>\$500,000 to \$799,999</b>	<b>435</b>	<b>668</b>	<b>53%</b>
<b>\$800,000 to \$999,999</b>	<b>87</b>	<b>185</b>	<b>113%</b>
<b>\$1 to \$1.499 Million</b>	<b>60</b>	<b>162</b>	<b>170%</b>
<b>\$1.5 to \$1.999 Million</b>	<b>23</b>	<b>66</b>	<b>187%</b>
<b>Over \$2 Million</b>	<b>9</b>	<b>48</b>	<b>433%</b>
<b>Total All</b>	<b>1,169</b>	<b>1,519</b>	<b>30%</b>



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

