



SOUTHERN GEORGIAN BAY

Real Estate Market Report

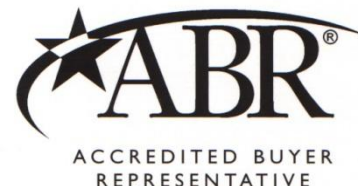
January 2021

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MARKET OVERVIEW

- Notwithstanding the stay-at-home order, real estate activity across southern Georgian Bay has gotten off to a strong start for 2021.
- Total MLS® dollar volume in January was \$129.9 million, up over \$60 million or 86% from January 2020 and \$71 million or 119% greater than in 2019.
- MLS® unit sales for January of 160 properties was 41 units or 34% higher than in January of 2020 before the pandemic hit.

NOTE: These results are based on total MLS® sales for residential and commercial properties and vacant land in Clearview, Collingwood, Grey Highlands, Municipality of Meaford, the Blue Mountains and Wasaga Beach.



MARKET OVERVIEW

- MLS® listing activity continues to remain very sluggish as it did through 2020. New MLS® listings in January totaled 181 properties compared to 262 in January of last year a decline of 31%.
- The sharp increase in MLS® sales combined with a lack of inventory clearly reflects that this is a Seller's market. The graph in this report shows that "active" MLS® listings annually has been trending downwards for the past 10 years while the number of "expired" listings per year is inching upwards.
- MLS® single family sales in January of 103 homes was a 34% increase over January last year, condo sales or 15 units were down 2 sales from last year. The closure of the ski resorts and lack of inventory no doubt contributed to weaker condo sales.



MARKET OVERVIEW continued....

- MLS® sale prices have not dropped due to the pandemic. For 2020 the annual MLS® list-to-sale price ratio ended the year at 98.1%, sales in January average 99.8% of asking with several sales well above asking driving this percentage higher.
- For 2020 the residential “median” sale price was \$613,274 up from \$516,540 or almost 19% from 2019. In January the “median” sale price was \$703,500 driven by significantly higher sales over \$500,000 and the higher 99.8% list-to-sale price ratio.
- Despite stronger sales and the higher list-to-sale price ratio, the number of “expired” MLS® listings in January rose sharply to their highest level in 6 years.



MARKET OVERVIEW continued....

- **MLS® single family home sales in January totaled 103 units an increase of 26 homes sold or 34% more than January 2020.**
- **January condo sales of 17 units were just two more than in last January, a shortage of inventory is clearly holding back sales along with the sale of new condo units under construction.**
- **Sales in both of these categories may well have been higher if not for a shortage of inventory listed for sale on the MLS® System**

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.

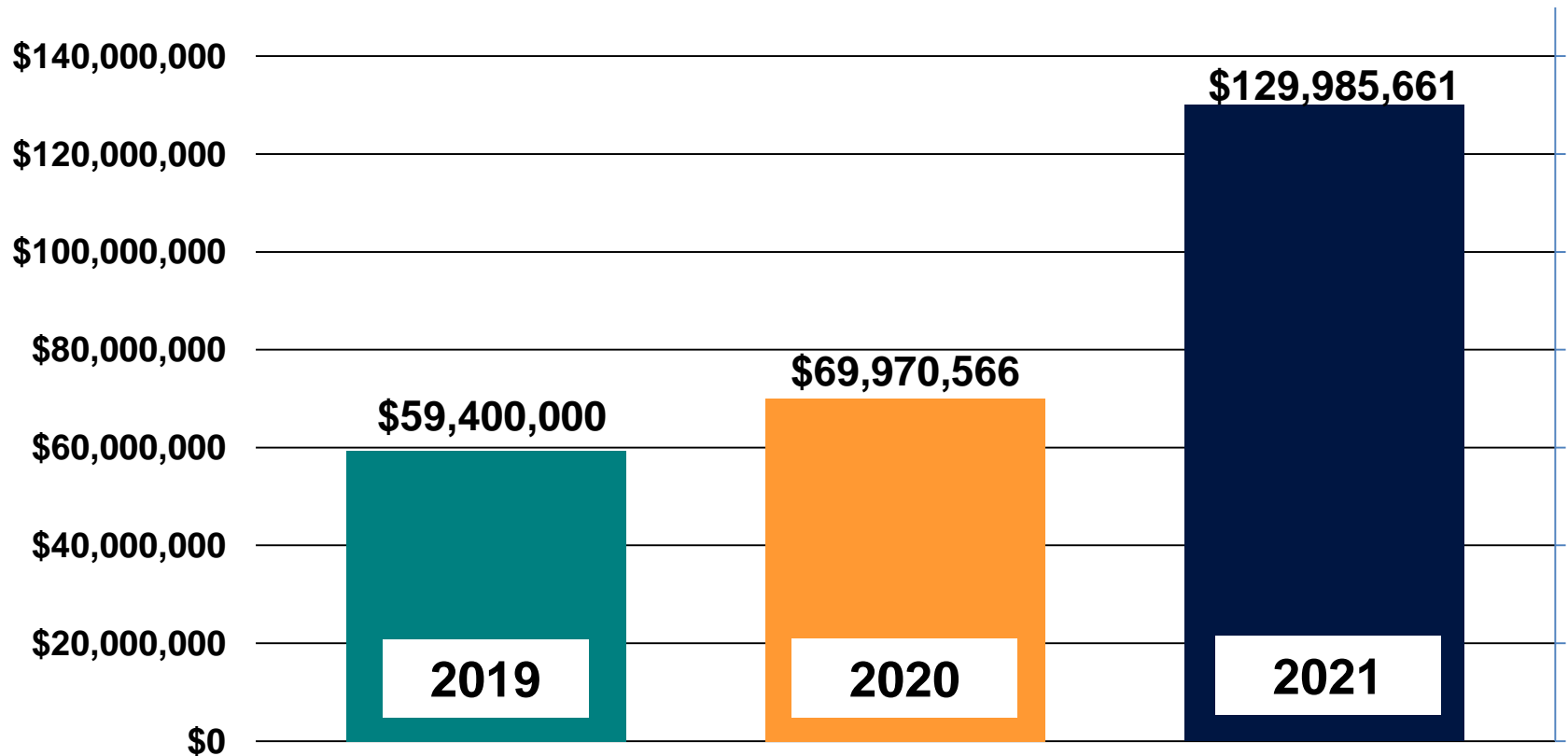


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales in most area municipalities have increased with some exceptions: Clearview Twp up 380%, Blue Mountains up 20% while sales in the Grey Highlands and Wasaga Beach were up 13% and 24% respectively. Collingwood is down 26% and single family home sales in Meaford are unchanged.
- MLS® single family home sales in January were the strongest from \$500,000 and up. As per the accompanying chart, year-to-date sales from \$500,000 to \$799,000 are up 96%, \$800,000 to \$1,499,999 are up from 50% to 250%. Sales \$1.5 to \$2 million were up 33% while sales over the \$2 million mark were up 100% from January 2020.

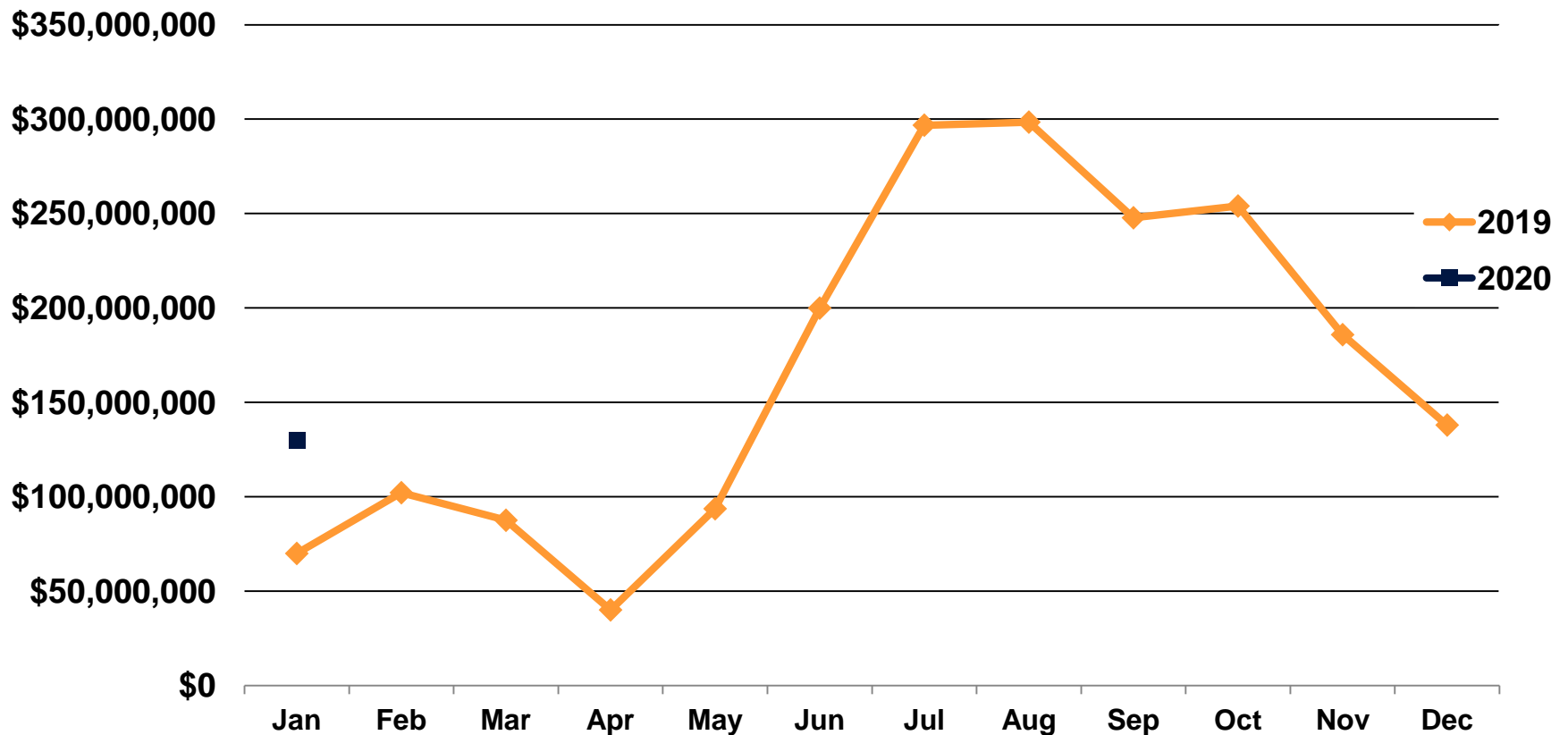


**SOUTHERN GEORGIAN BAY
2020 Year End MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)**



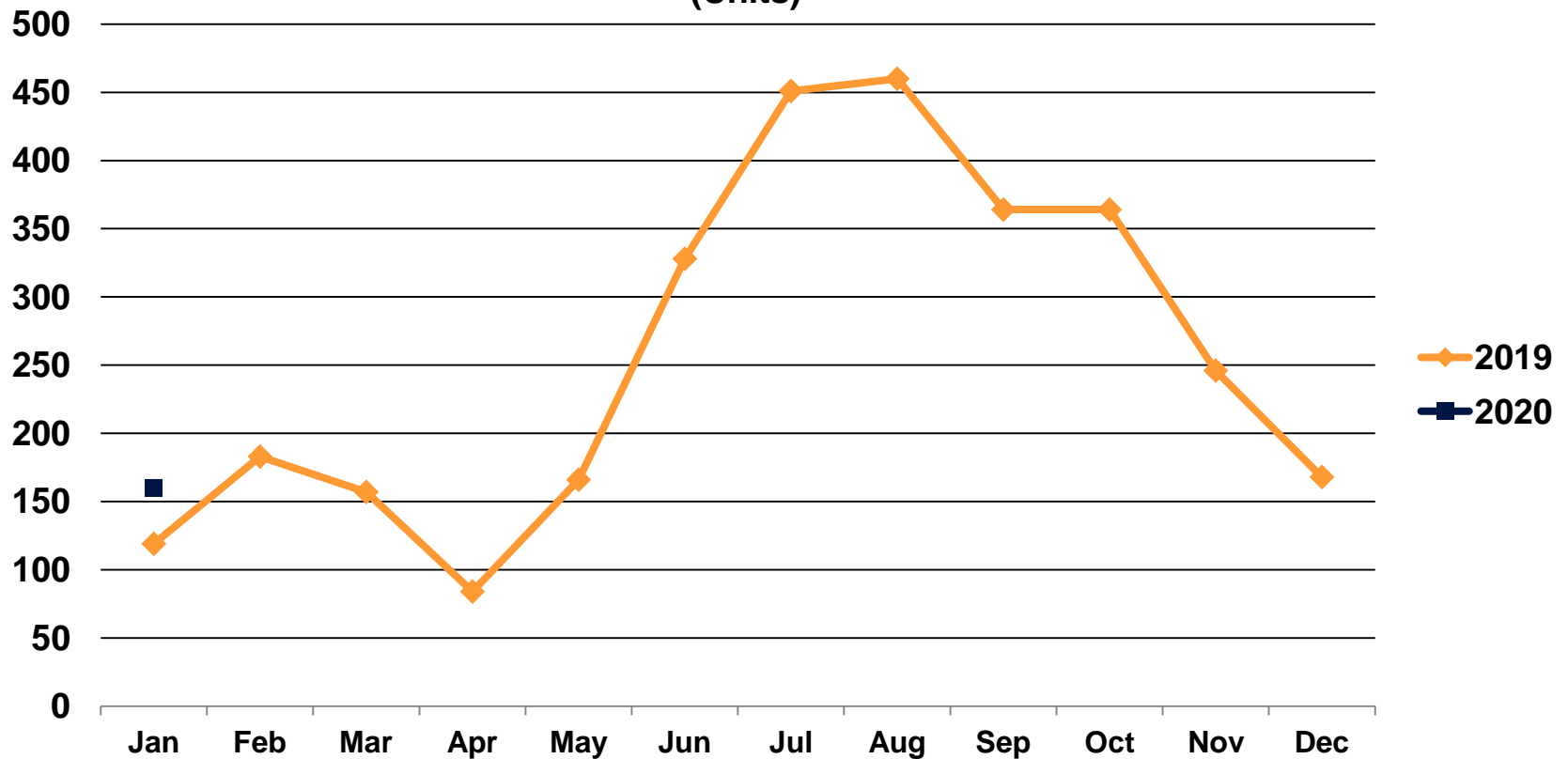


SOUTHERN GEORGIAN BAY
2021 Year End Total MLS® Sales by Month
2020 versus 2021
(Dollars)



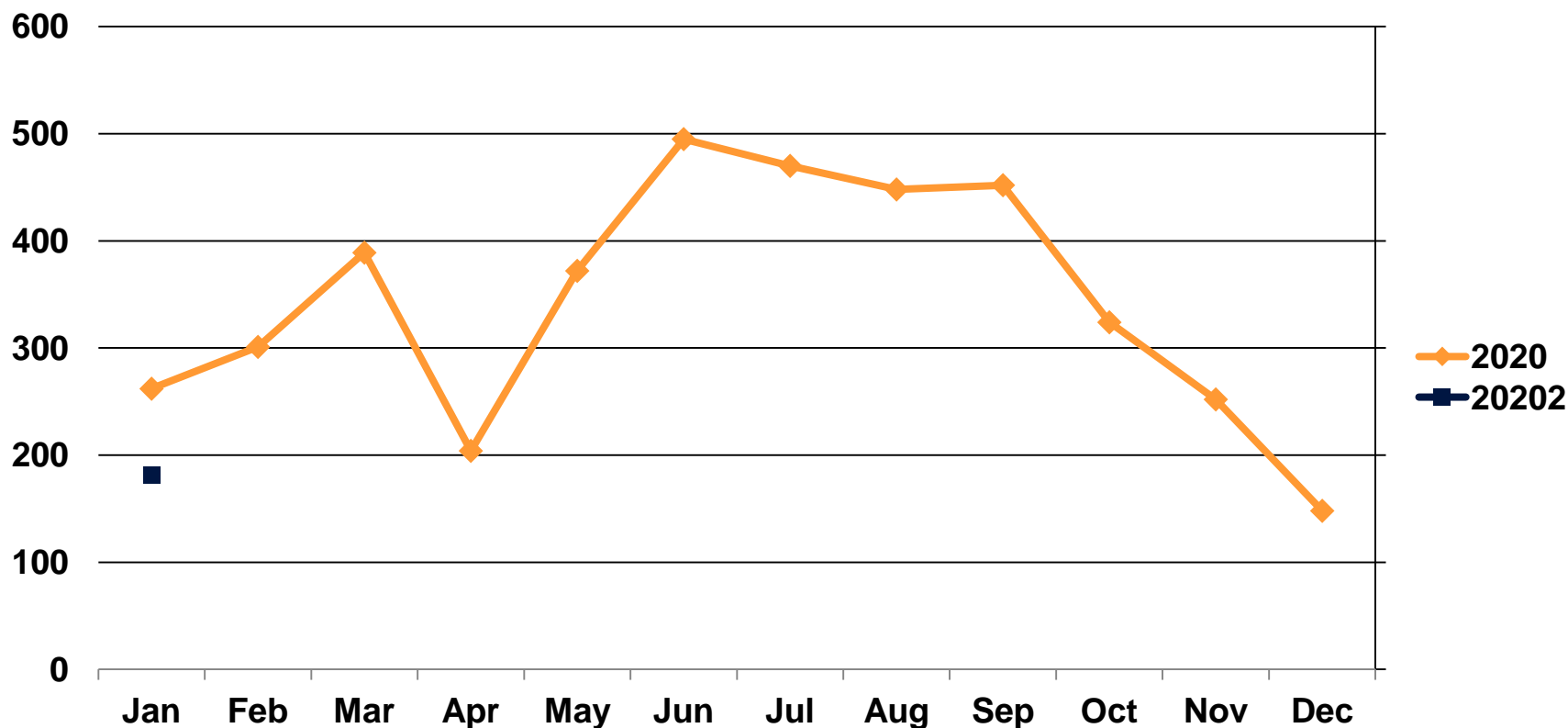


SOUTHERN GEORGIAN BAY
2021 Year End Total MLS® Sales by Month
2020 versus 2021
(Units)



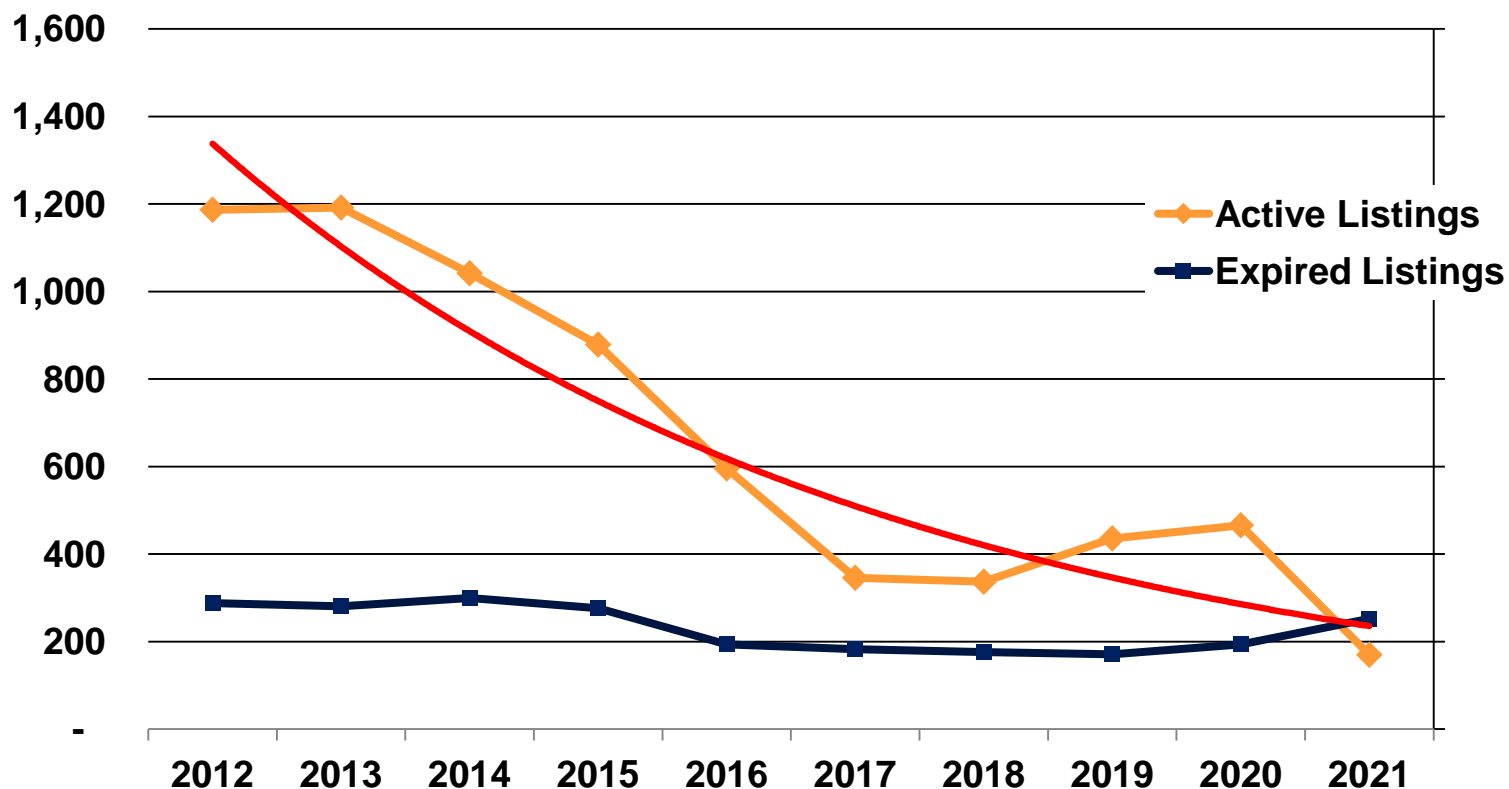


SOUTHERN GEORGIAN BAY
2021 Year End Total MLS® New Listings by Month
2020 versus 2021
(Units)



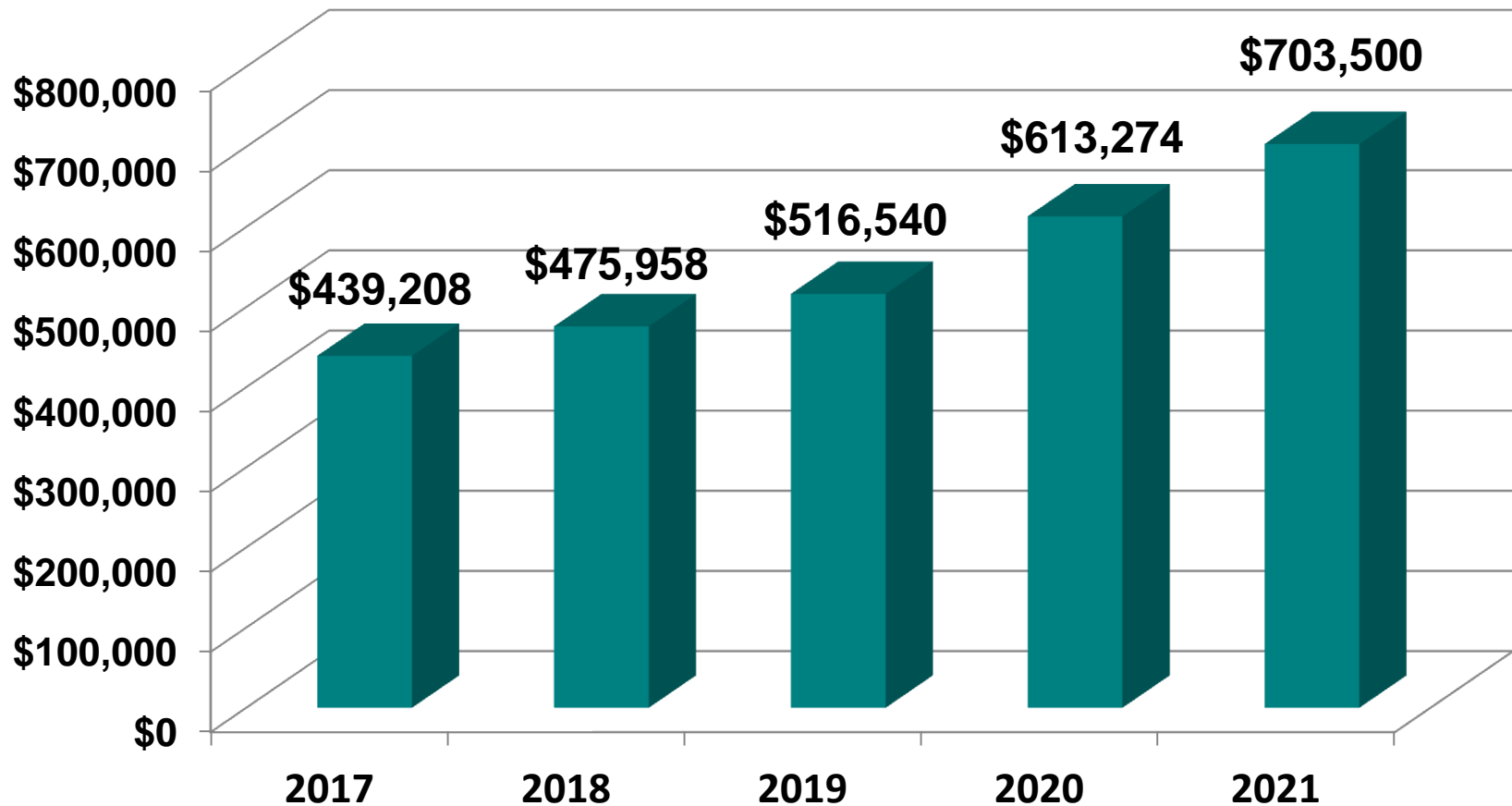


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings by Year
2012 to 2021
(Units)



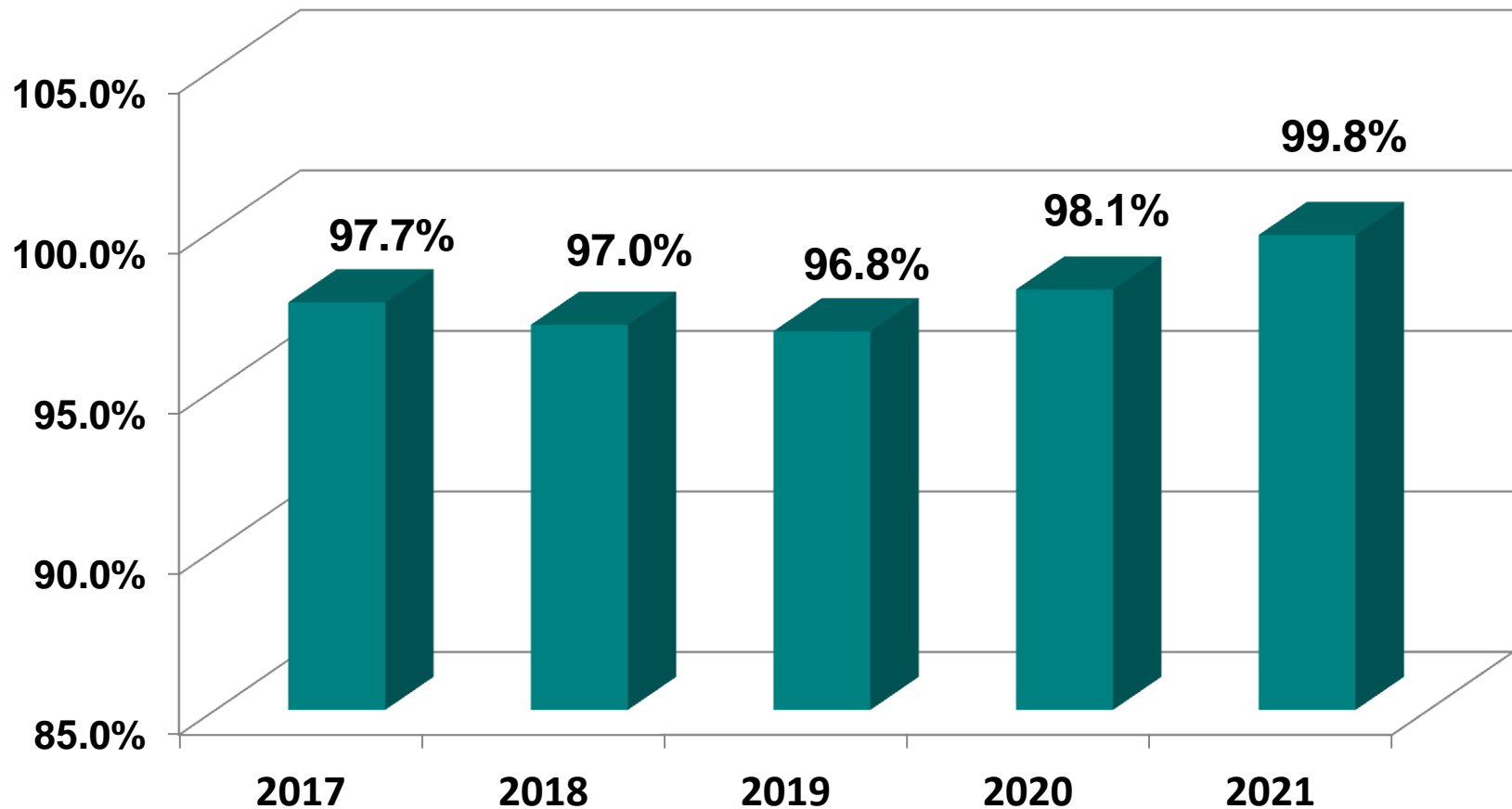


**SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
2017 to 2021**





**SOUTHERN GEORGIAN BAY
5 Year MLS® Residential List to Sale Price Ratio %
2017 to 2021**



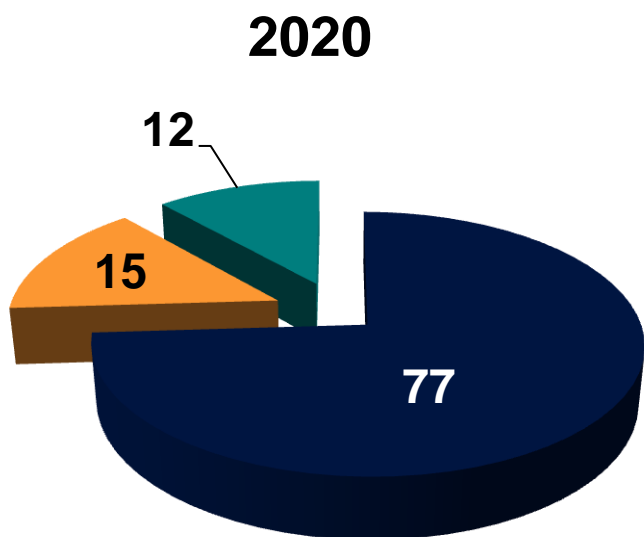


SOUTHERN GEORGIAN BAY
2021 MLS® Single Family Home Sales by Price Range
2020 versus 2021
(Units)

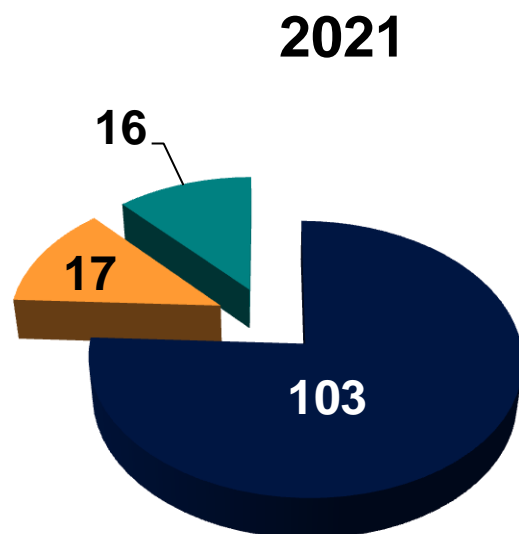
	2020	2021	% Difference
Under \$100,000	0	0	0%
\$100,000 to \$299,999	1	1	0%
\$300,000 to \$499,999	33	13	- 60%
\$500,000 to \$799,999	23	45	96%
\$800,000 to \$999,999	8	12	50%
\$1 to \$1.499 Million	6	21	250%
\$1.5 to \$1.999 Million	6	8	33%
Over \$2 Million	0	3	100%
Total All	77	103	34%



SOUTHERN GEORGIAN BAY
2021 Year End MLS® Residential Sales by Property Type
2020 versus 2021
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



SOUTHERN GEORGIAN BAY
2021 Year End Total MLS® Single Family Home Sales by Area
2020 versus 2021
(Units)

