



SOUTHERN GEORGIAN BAY Condo Communique' Market Report March 2021 Year-To-Date RICK CROUCH

Broker

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Market Overview

- MLS® condominium re-sales in the Southern Georgian Bay area continue to attract Buyers looking for a maintenance free property with which to enjoy the local recreational lifestyle.
- Year-To-Date MLS® condo re-sales for the 1st Qtr of 2021 total \$79.5 million an increase of \$38.5 million or 94% from the 1st Qtr of 2020.
- Year-To-Date MLS® sales of 142 condo units are up 46 properties, or 48% from the 96 units sold one year ago when the pandemic hit.

NOTE: This data includes the municipalities of Clearview, Collingwood, Grey Highlands, Meaford Blue Mountains, Wasaga Beach sales of new condo units made by developers which are substantial yet have not had a negative impact on the re-sale condo market.



Market Overview continued....

- The median sale price for condo units has risen steadily over the past 5 years, to the end of the 1st Qtr of 2021 the overall median price is \$545,000 compared to \$366,300 this time last year.
- The median sale price has risen steadily 2017 through 2021.. Buyers want larger units with garages, basements along with higher end finishes driving prices higher as developers respond. This has increased particularly among those purchasing a condominium for use as a full time residence.
- As of this report the highest median MLS® sales prices are in Collingwood, the Blue Mountains and Wasaga Beach all of which are over \$500,000. See chart below.



Market Overview continued....

NOTE: “Median” sale prices are not the same as “average” sale prices. The median sale price is the mid-point in pricing of all units sold year-to-date. The average sale price is determined by dividing total sales dollars by the number of units sold

- As shown on the attached chart, condominium sales are concentrated largely in Collingwood and the Blue Mountains. These two municipalities represent approximately 90% of the overall market in terms of units sold.
- As of this report there are currently 62 condominium units listed for sale on the local MLS® System. Based on the current rate of sales for the 1st Qtr of 2021 there is 39 days of inventory listed for sale.

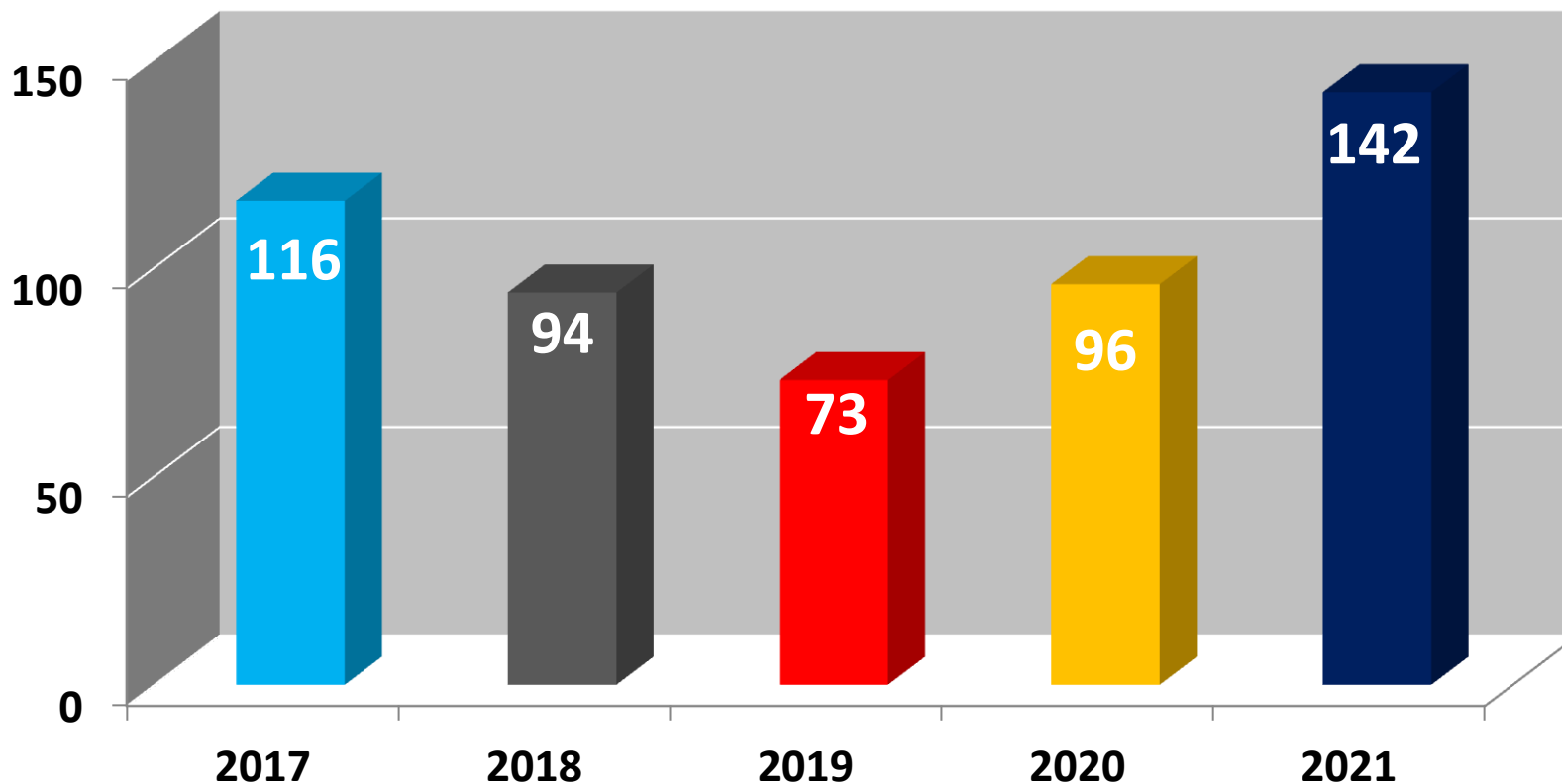


Market Overview continued....

- As we head into the second half of 2021, the demand for condominium units is not expected to diminish. New condominium developments currently under construction or proposed are in many cases close to or already **SOLD OUT**.
- The emergence of new condo units will certainly impact the MLS® re-sale demand and price for older units many of which are smaller, dated and in need of updating.
- **Contact Me** for a confidential consultation of your condominium selling or buying objectives rcrouch@sothebysrealty.ca

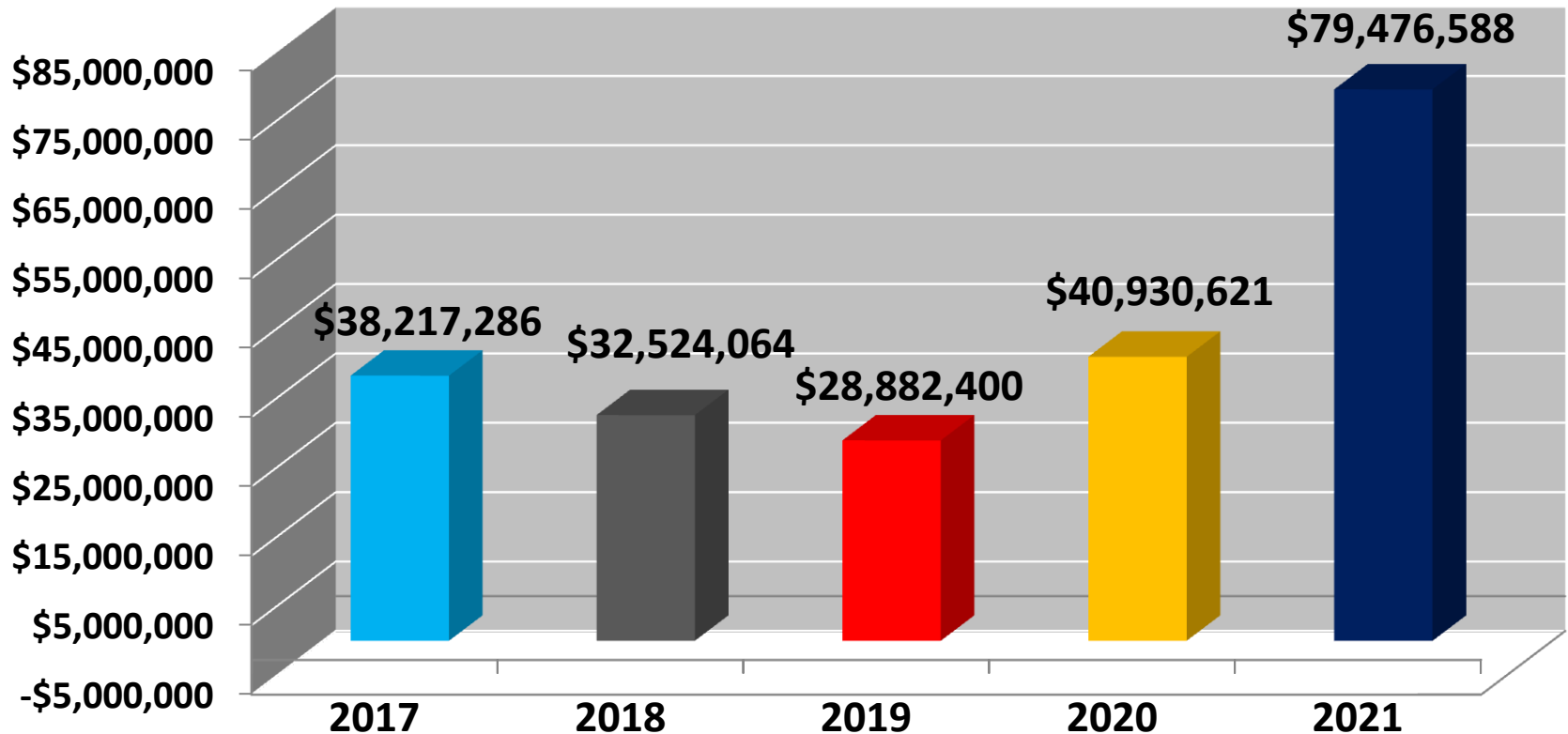


SOUTHERN GEORGIAN BAY
March Year-To-Date MLS® Condominium Sales
2017 to 2021
(Units Sold)



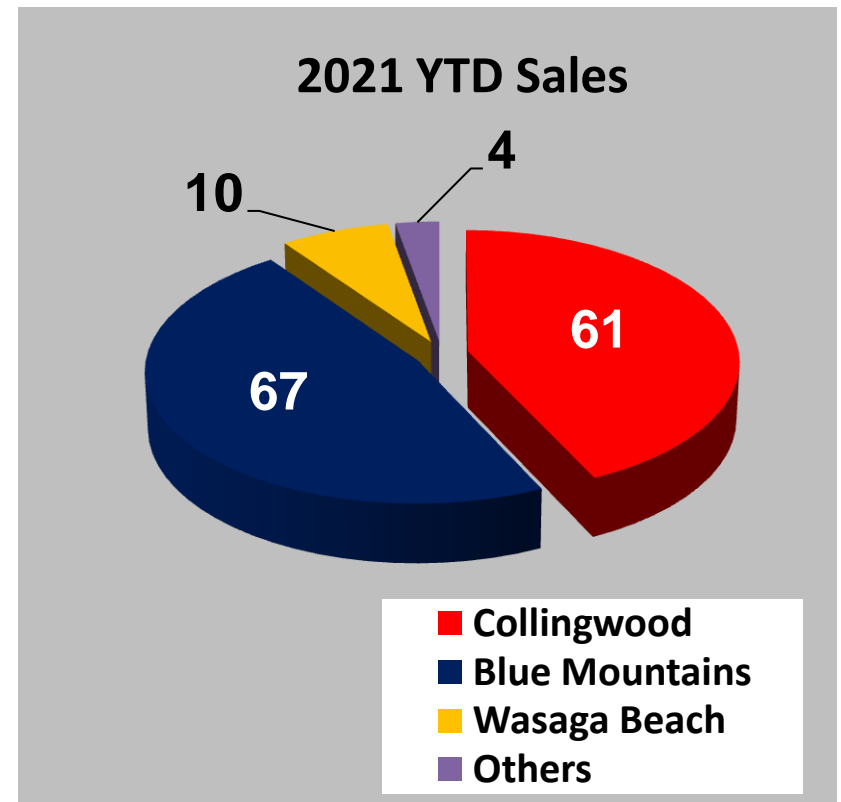
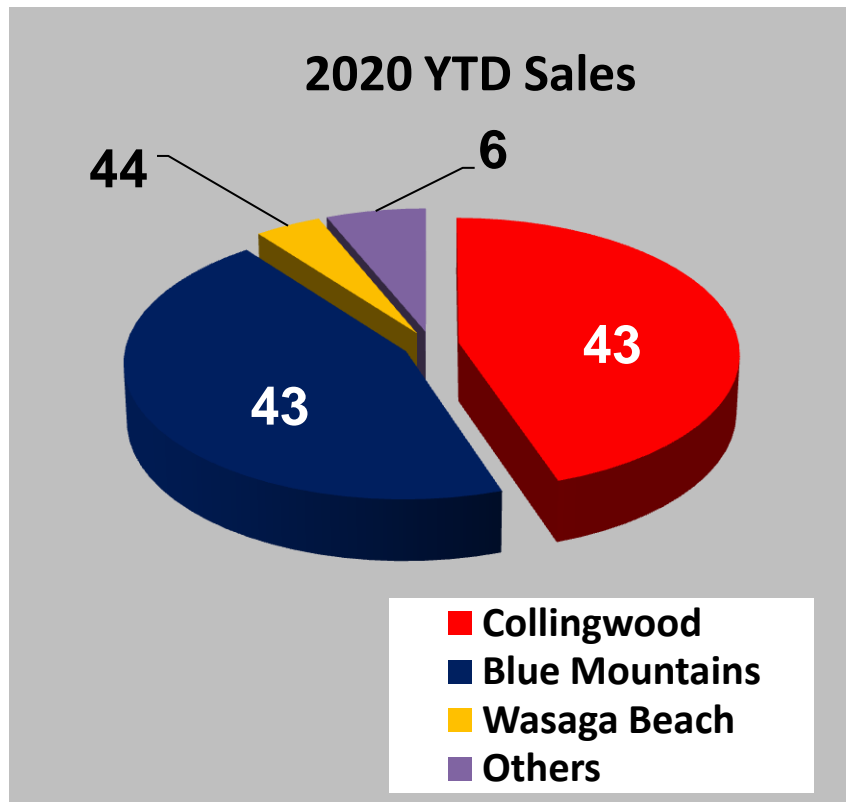


SOUTHERN GEORGIAN BAY
March Year-To-Date MLS® Condominium Sales
2017 to 2021
(Dollars Sold)



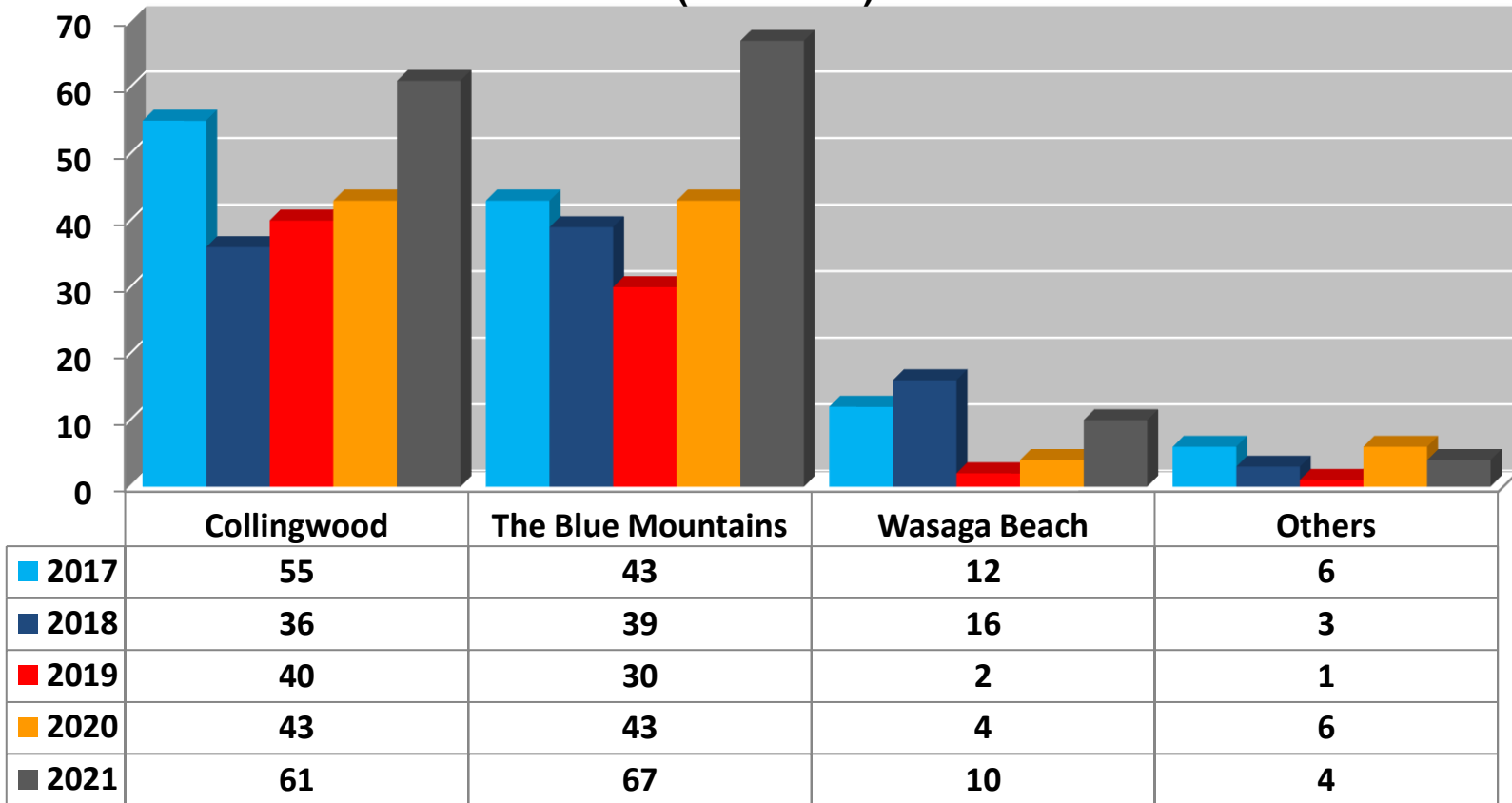


SOUTHERN GEORGIAN BAY
March Year-To-Date MLS® Condominium Sales by Area
2020 versus 2021
(Units Sold)



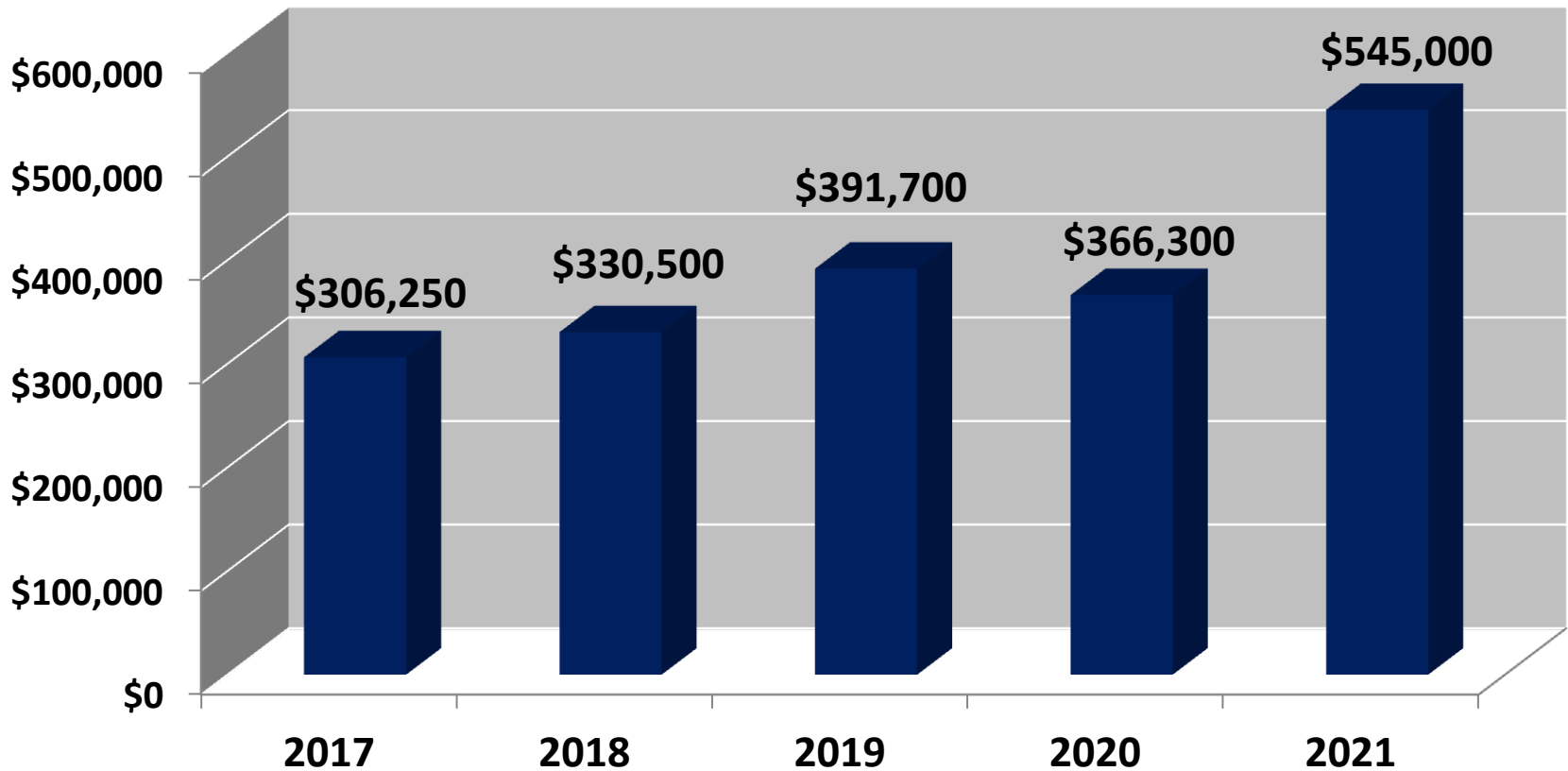


SOUTHERN GEORGIAN BAY
5 March Year-To-Date MLS® Condominium Sales History by Area
2017 to 2021
(Units Sold)



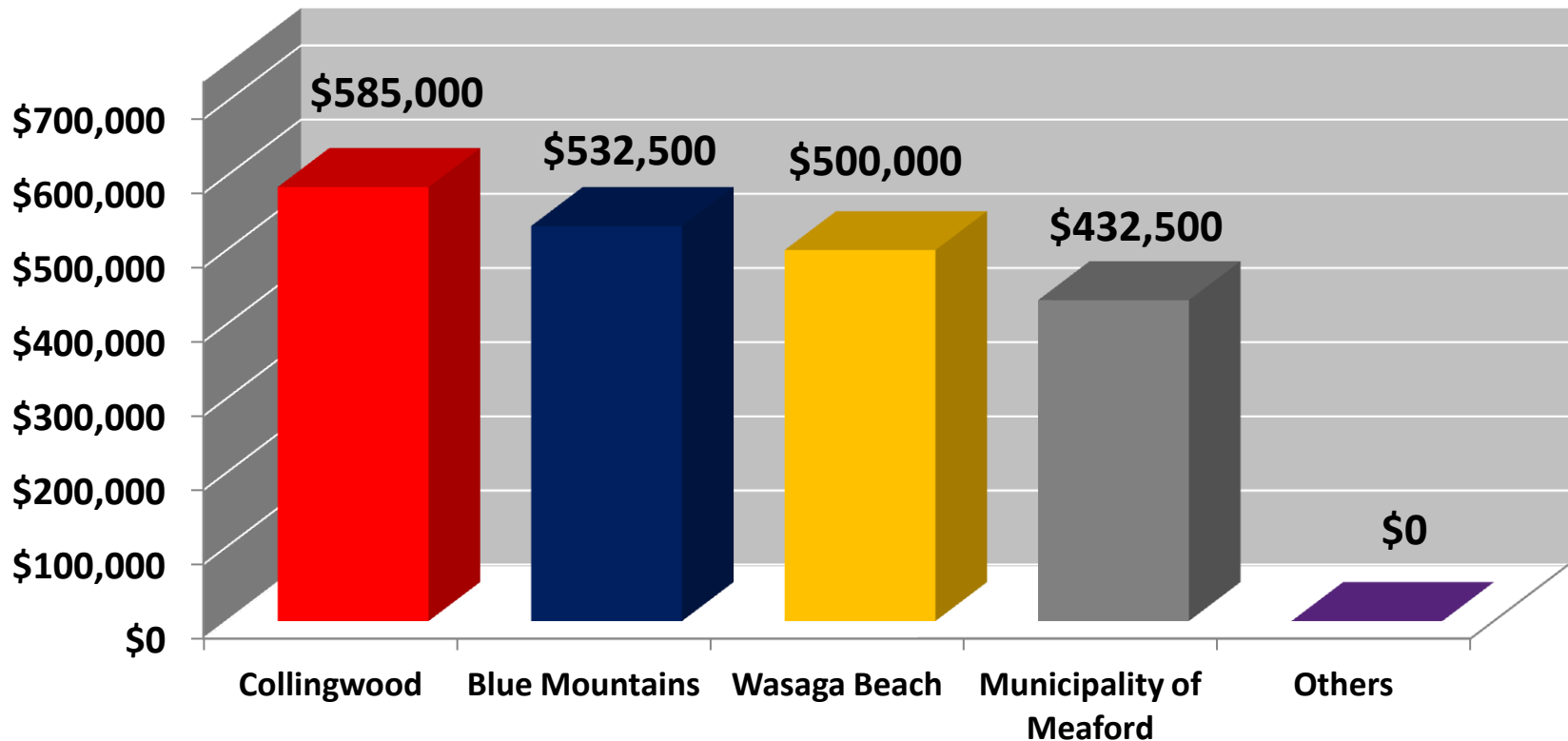


SOUTHERN GEORGIAN BAY
March Year-To-Date MLS® Condominium Median Sale Prices
2017 to 2021
(Dollars)





SOUTHERN GEORGIAN BAY
March 2021 Year-To-Date Median MLS Condo Sale Prices by Area



NOTE: As of this report there are no MLS® condominium sales in any other area municipalities other than those shown above.



Condominium Choices in Collingwood & Surrounding Areas

