



# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

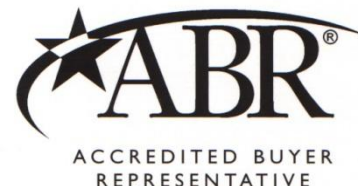
### **April 2021**

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## MARKET OVERVIEW

Real estate activity across southern Georgian Bay remains extremely robust for the first four months of 2021, the number below reflect healthy increases despite the lingering impact of COVID 19.

- Total MLS® dollar volume in April of \$291.7 million was up \$251.5 million from just over \$40.0 million in April 2020.
- MLS® unit sales for April of 355 properties was 322% higher than in April 2020 when just 84 sales were reported.
- Year-to-date MLS® sales total \$907.1 million up 202% from \$299.7 million in the first four months of 2020.

**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

- New MLS® listings in April totaled 542 properties compared to 205 in April of last year an increase of 164%.
- The increase in MLS® sales combined with a lack of inventory indicates this is still a “Seller’s” market. Listing activity is increasing which is normal in the spring. Indications are that some Sellers are also looking to sell now in the event the market cools off.
- April YTD MLS® single family sales of 660 are 98% above 332 sold last year, condo sales of 157 units are up 175% from sales of just 57 condo units one year ago.

**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....**

- MLS® sale prices have remained extremely strong defying the forecast of a downturn. The year-to-date list to sale price ratio is 102.3% for the first four months due to many properties selling for over their respective asking prices.
- The year-to-date median residential price stands at \$715,000 driven by increased sales above \$500,000 and especially from \$800,000 and up. This is up 46% from the median price \$489,000 last year.
- With stronger sales and prices “expired” MLS® listings at the end of April are 95 compares to 110 last year while current listings total 230 down from 407 last year.



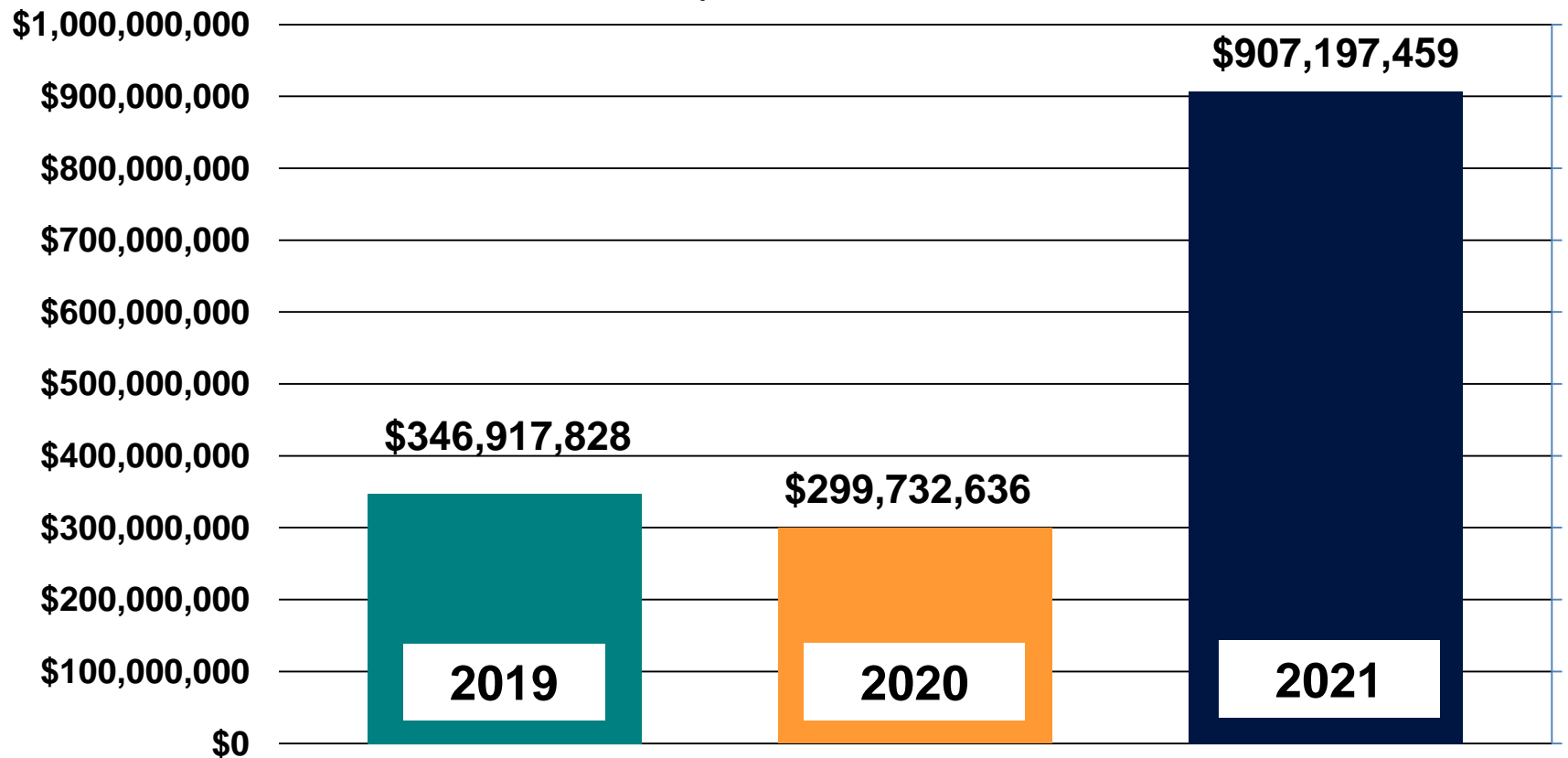


## **MARKET OVERVIEW continued....**

- Year-to-date MLS® single family home sales vary by municipality : Clearview Twp up 162%, Blue Mountains up 98% Grey Highlands up 68%, Wasaga Beach up 87%, Collingwood up 78% while home sales in Meaford up 100%.
- Year-to-date MLS® single family home sales are strongest at the upper end see chart below: \$500,000 to \$799,000 up 92%, \$800,000 to \$999,999 up 153%, \$1 to \$1,499,999 up 353%. Sales \$1.5 to \$2 million are up 131% while sales over the \$2 million mark are up 66% with 23 sales this year versus just 3 sales one year ago.

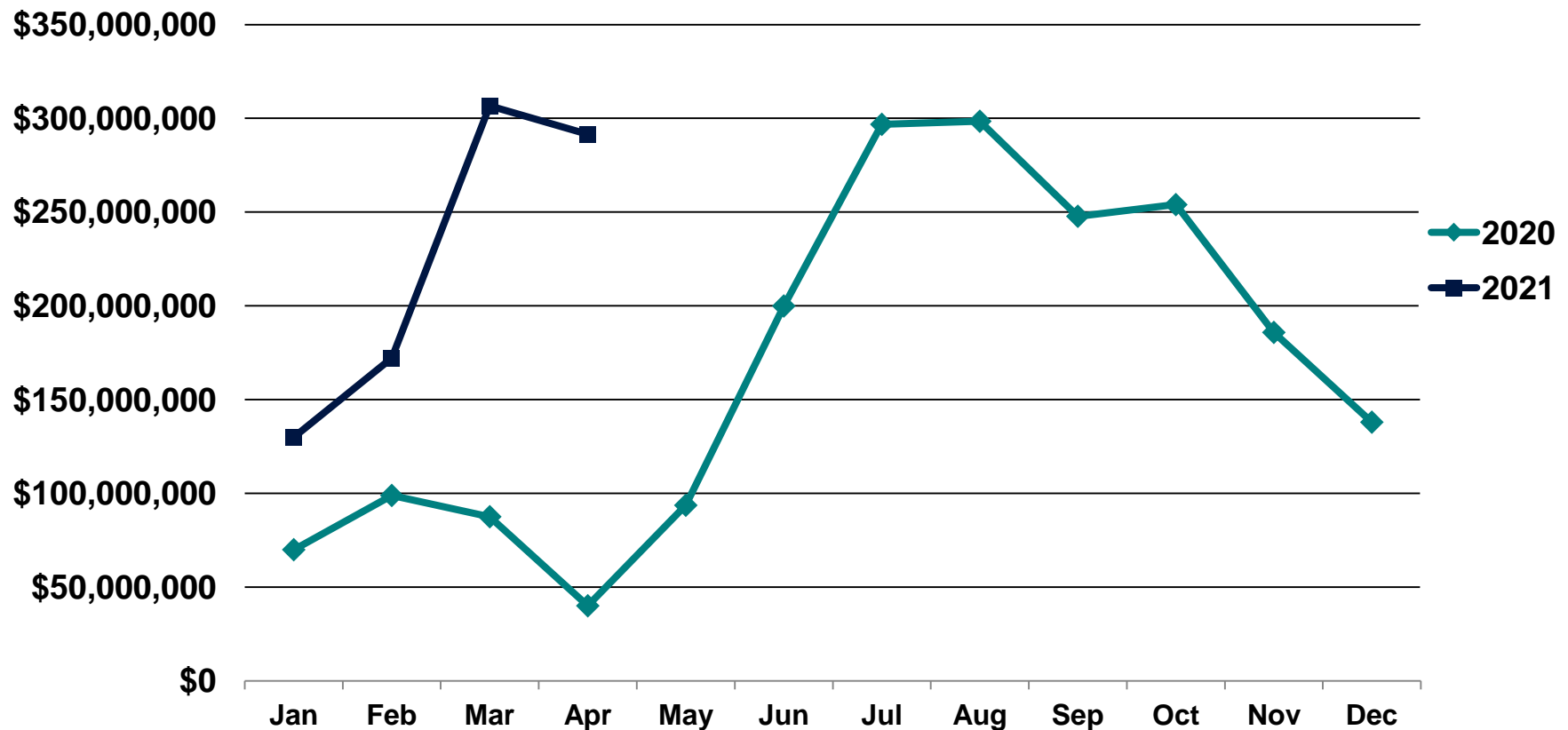


**SOUTHERN GEORGIAN BAY**  
**April Year-To- Date MLS® Sales Volume**  
**2019 versus 2020 versus 2021**  
(Dollars)



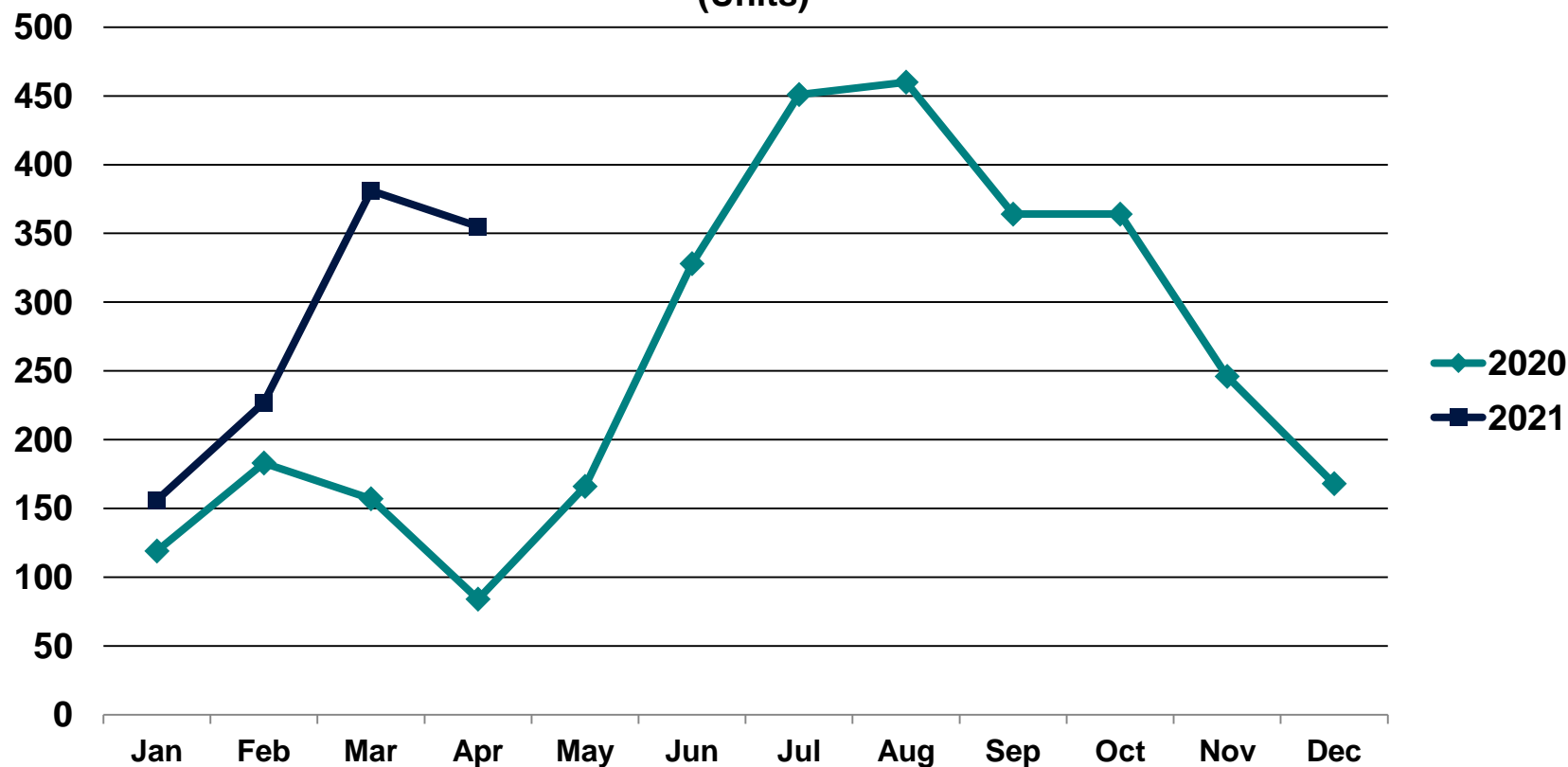


**SOUTHERN GEORGIAN BAY**  
**April 2021 Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Dollars)





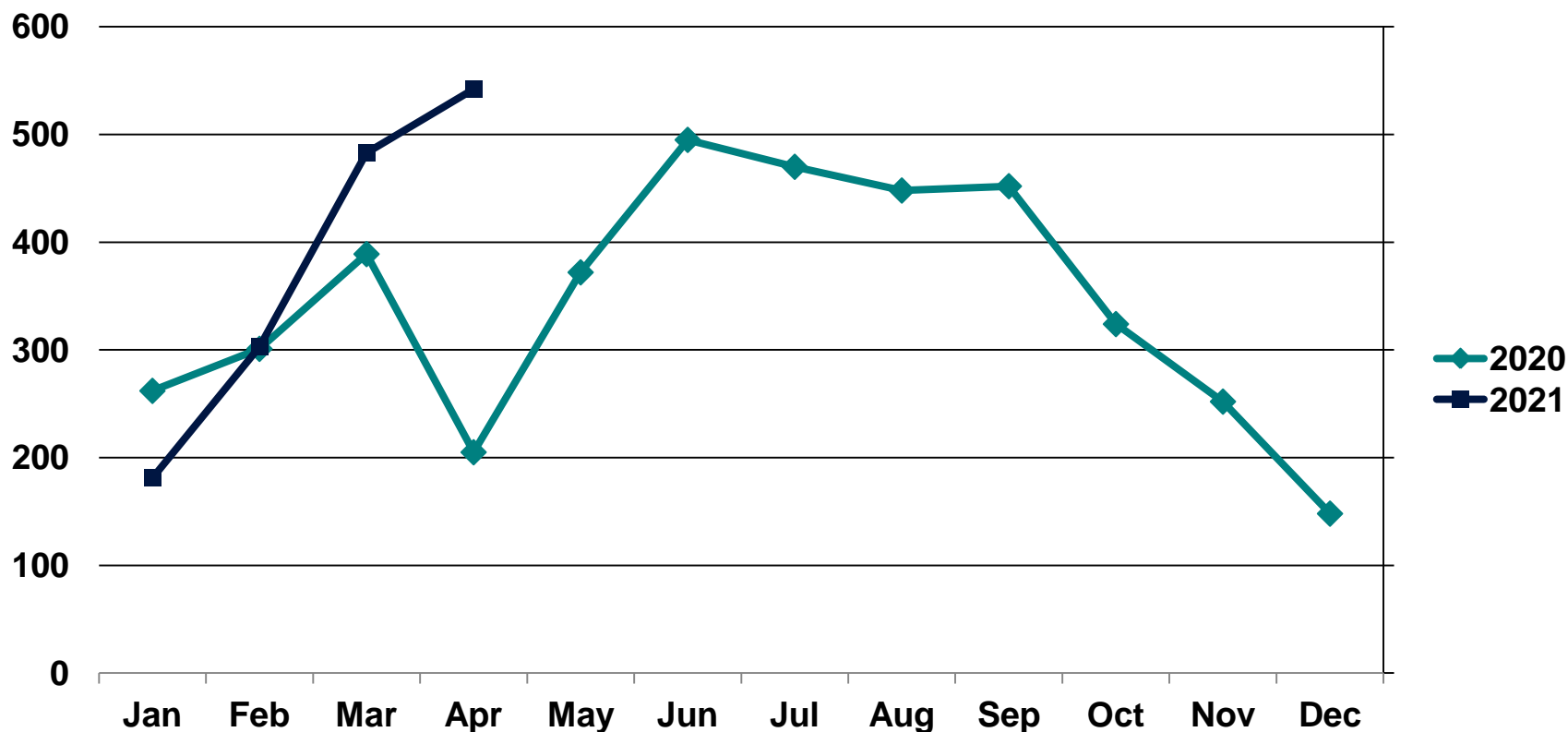
**SOUTHERN GEORGIAN BAY**  
**April 2021 Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Units)





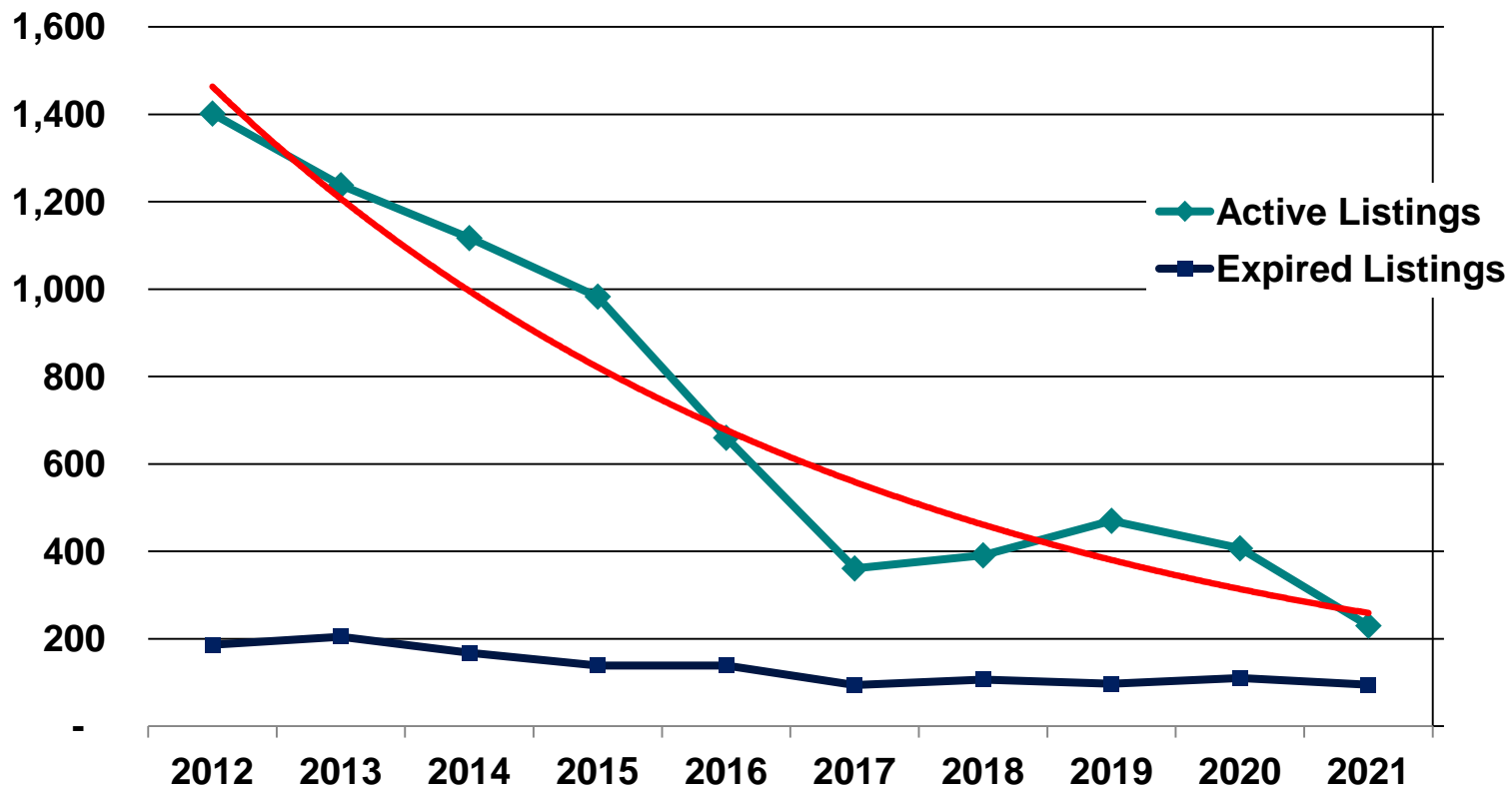


**SOUTHERN GEORGIAN BAY**  
**April 2021 Year-To-Date MLS® New Listings by Month**  
**2020 versus 2021**  
(Units)



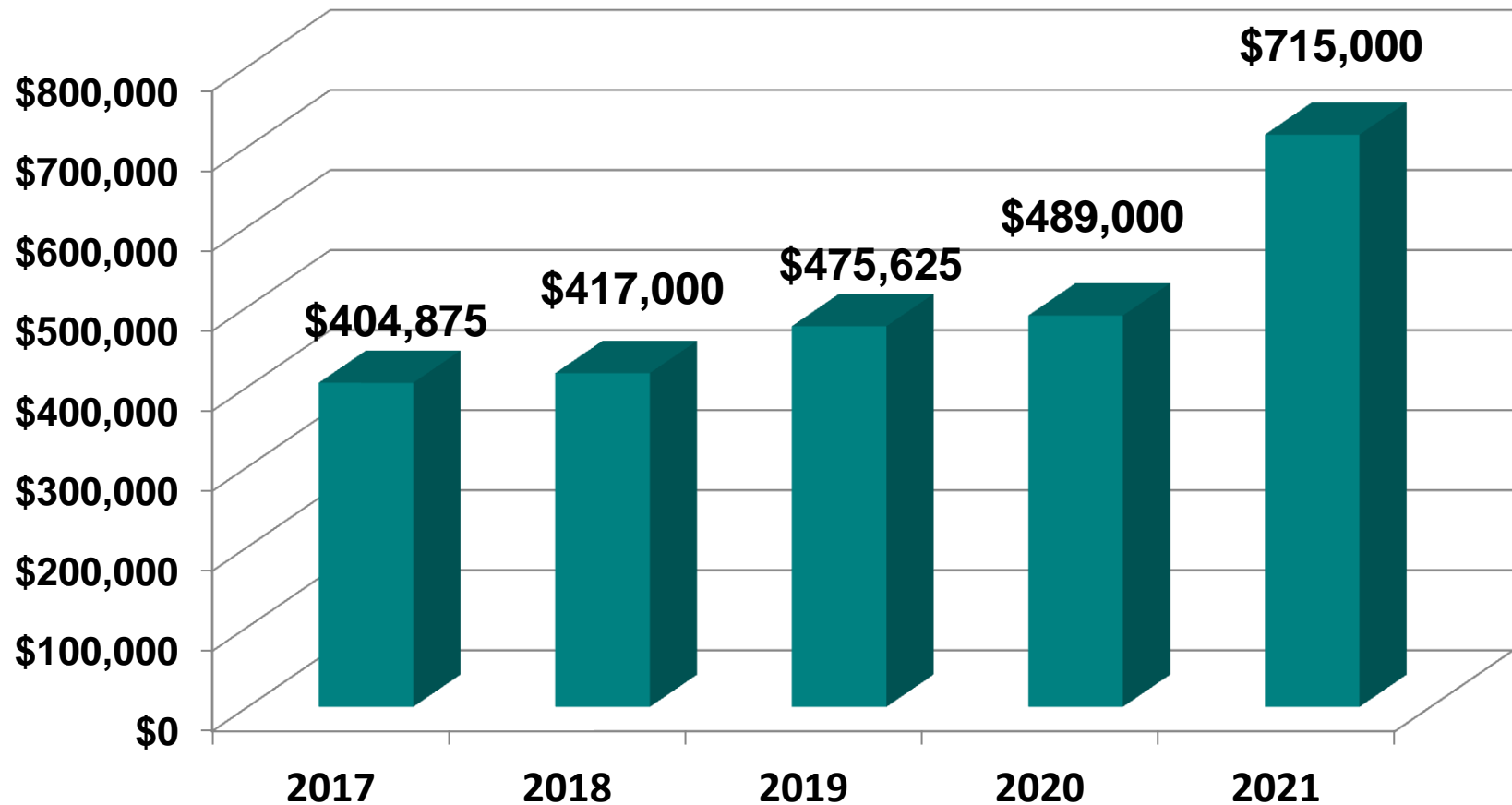


**SOUTHERN GEORGIAN BAY**  
**Active Versus Expired Listings by Year**  
**2012 to 2021 March Year-To-Date**  
(Units)



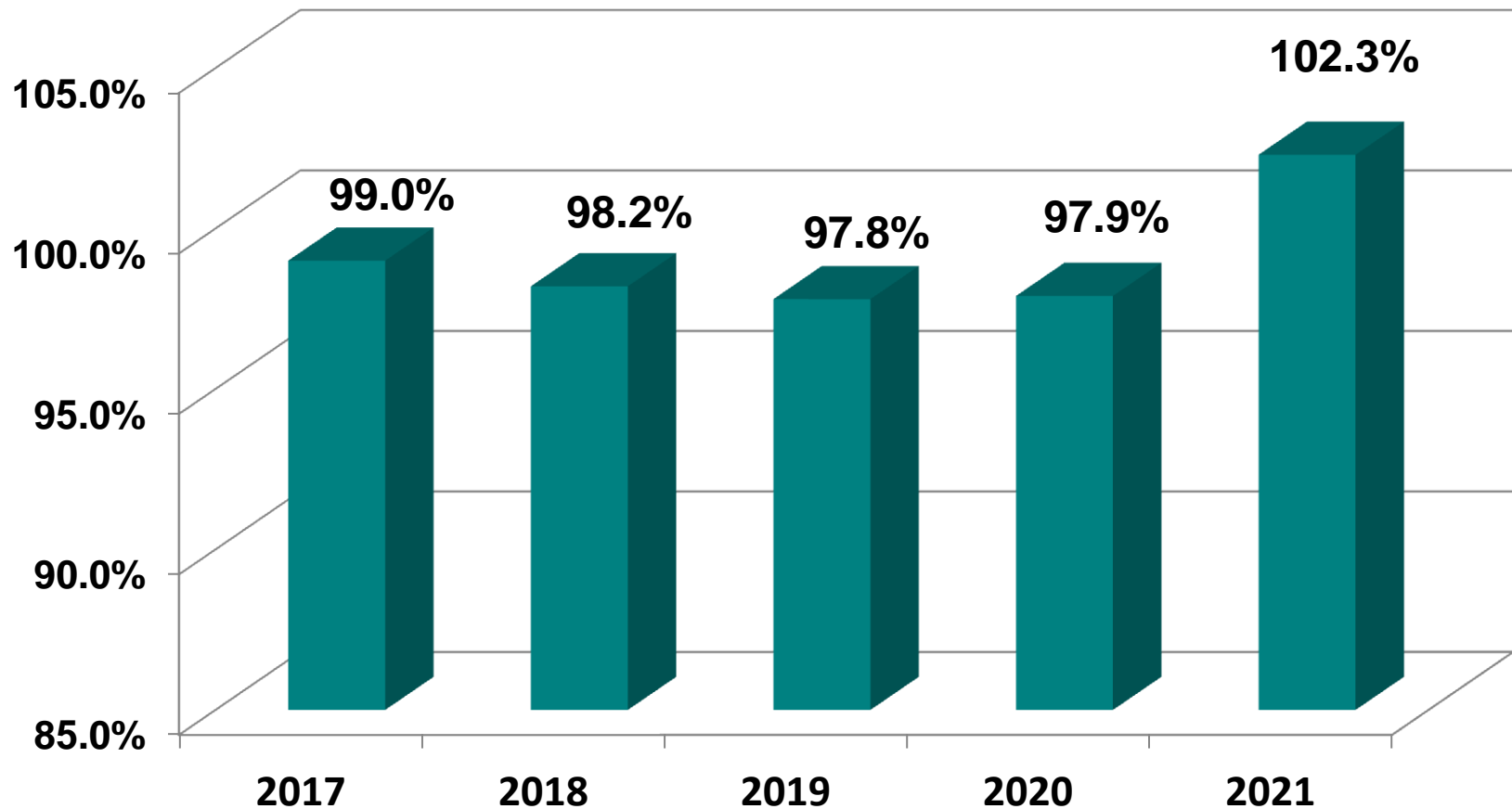


**SOUTHERN GEORGIAN BAY  
5 Year MLS® Residential Median Sale Prices  
2017 to April 2021 Year-To-Date**





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





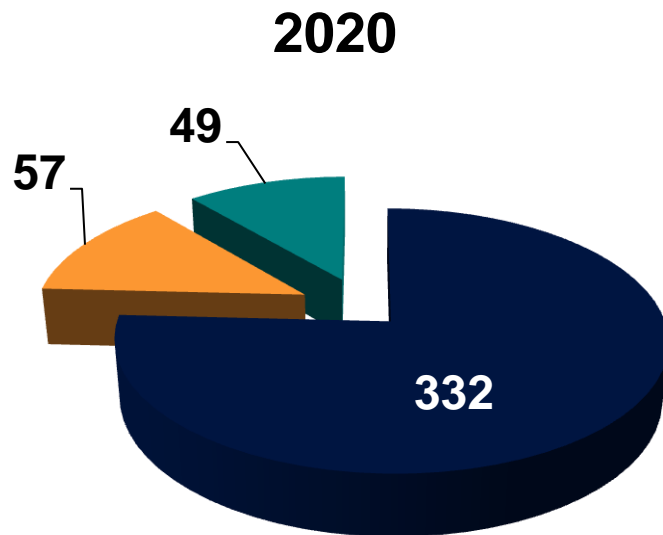
**SOUTHERN GEORGIAN BAY**  
**MLS® Single Family Home Sales by Price Range**  
**April Year-To-Date 2020 versus 2021**  
**(Units)**

	<b>2020</b>	<b>2021</b>	<b>% Difference</b>
<b>Under \$100,000</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>\$100,000 to \$299,999</b>	<b>12</b>	<b>2</b>	<b>-67%</b>
<b>\$300,000 to \$499,999</b>	<b>115</b>	<b>54</b>	<b>-53%</b>
<b>\$500,000 to \$799,999</b>	<b>130</b>	<b>270</b>	<b>108%</b>
<b>\$800,000 to \$999,999</b>	<b>41</b>	<b>137</b>	<b>234%</b>
<b>\$1 to \$1.499 Million</b>	<b>17</b>	<b>117</b>	<b>588%</b>
<b>\$1.5 to \$1.999 Million</b>	<b>14</b>	<b>49</b>	<b>250%</b>
<b>Over \$2 Million</b>	<b>3</b>	<b>31</b>	<b>933%</b>
<b>Total All</b>	<b>332</b>	<b>660</b>	<b>63%</b>

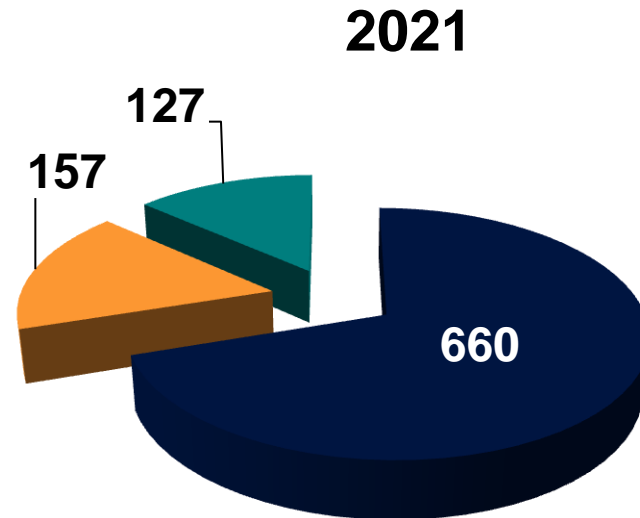




**SOUTHERN GEORGIAN BAY**  
**MLS® Residential Sales by Property Type**  
**April Year-To-Date 2020 versus 2021**  
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



**SOUTHERN GEORGIAN BAY**  
**MLS® Single Family Home Sales by Area**  
**April Year-To-Date 2020 versus 2021**  
(Units)

