



SOUTHERN GEORGIAN BAY

Real Estate Market Report

June 2021

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MARKET OVERVIEW

Real estate sales across southern Georgian Bay remain well ahead of 2020 but there are indications the market is slowing down.

- Total MLS® dollar volume in June of \$246.8 million was up \$46.6 million from June 2020 an increase of 23%.
- MLS® unit sales for June of 304 properties were 25 units fewer than June 2020, 10 fewer than in May and 51 less than in April.
- Year-to-date MLS® sales total \$1.425 billion up \$831.1 million or 149% from \$593.7 million in the first six 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

- Year-to-date new MLS® listings in June totaled 436 properties down from 990 new listings last year. Year-to-date expired MLS ® listings are up 39% as fewer Buyers seem unwilling to pay over the asking price.
- A pattern is emerging here, MLS ® dollar and unit sales both decreased in June from the levels we saw in the prior months of April and May, we are also seeing a return to price reductions.
- June YTD MLS® single family sales total 1,117 up 60% from 700 homes sold last year, condo sales of 343 units are up 80% from last year while sales of vacant land have risen 130% from 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....

- The year-to-date list to sale price ratio is 100.0% compared to 98.5% last year and down from 102% the end of May.
- The year-to-date median residential price is \$710,000 driven by increased sales above \$500,000 and especially from \$800,000 and up. This is up \$200,000 or 39% from the median price \$510,000 last year at this time. The average time-on-market is 25 days but that number appears to be trending upwards as sales activity slows.
- All of the above numbers including reduced sales activity, a drop in the list-to-sale price ratio and the re-emergence of price reductions would clearly suggest the market has turned.

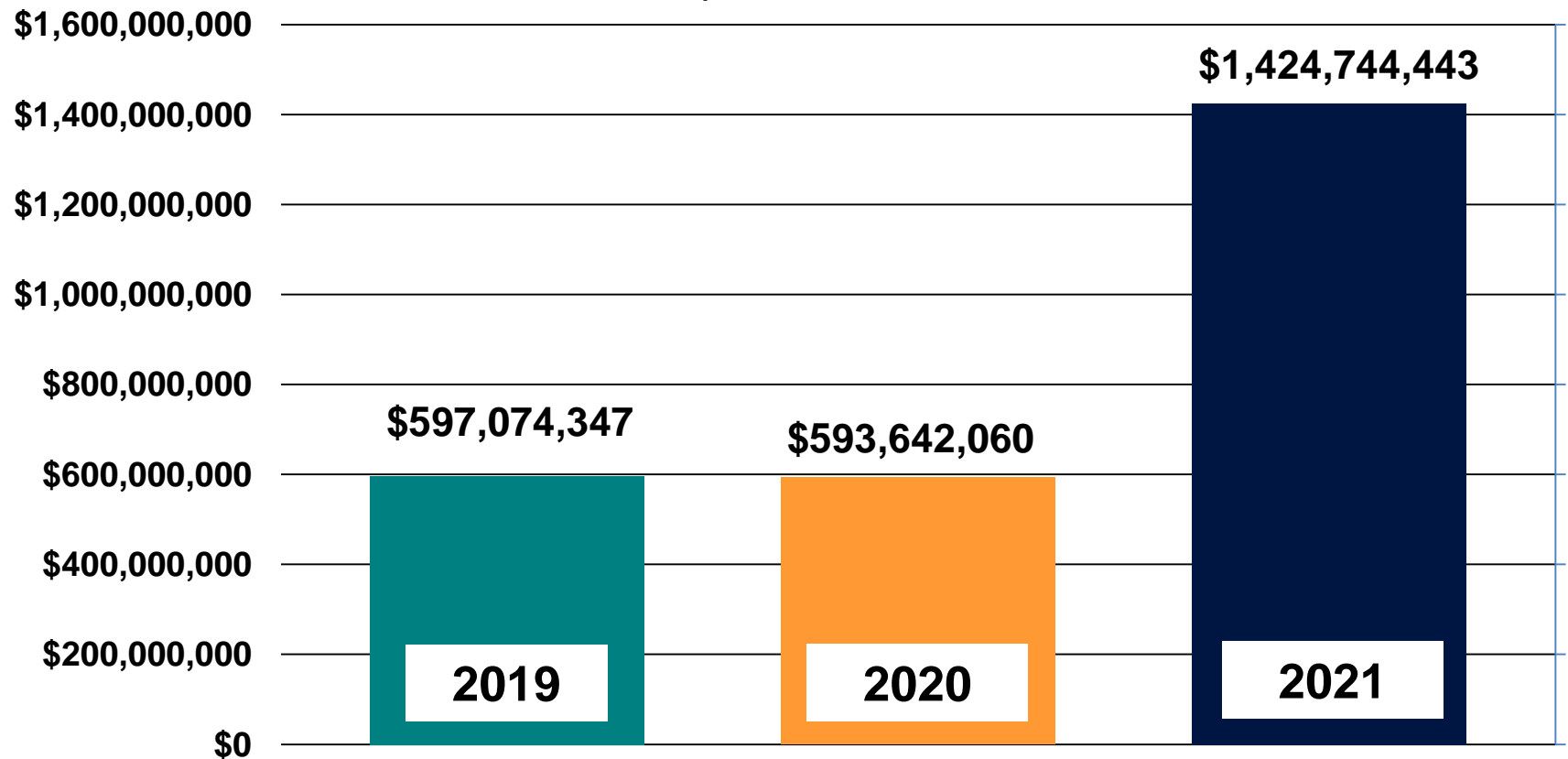


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales by municipality: Clearview Twp up 82%, Blue Mountains up 71% Grey Highlands up 49%, Wasaga Beach and Collingwood both up 51%, sales in Meaford are up 75%.
- Year-to-date MLS® single family home sales are strongest at the upper end starting from \$800,000 and above with home sales in these segments up anywhere from 233% to 378% over the prior year.
- As we head through the summer and into the fall it will be interesting to see if the downturn in real estate sales continues leading to a more balanced market for Buyers and Sellers alike.

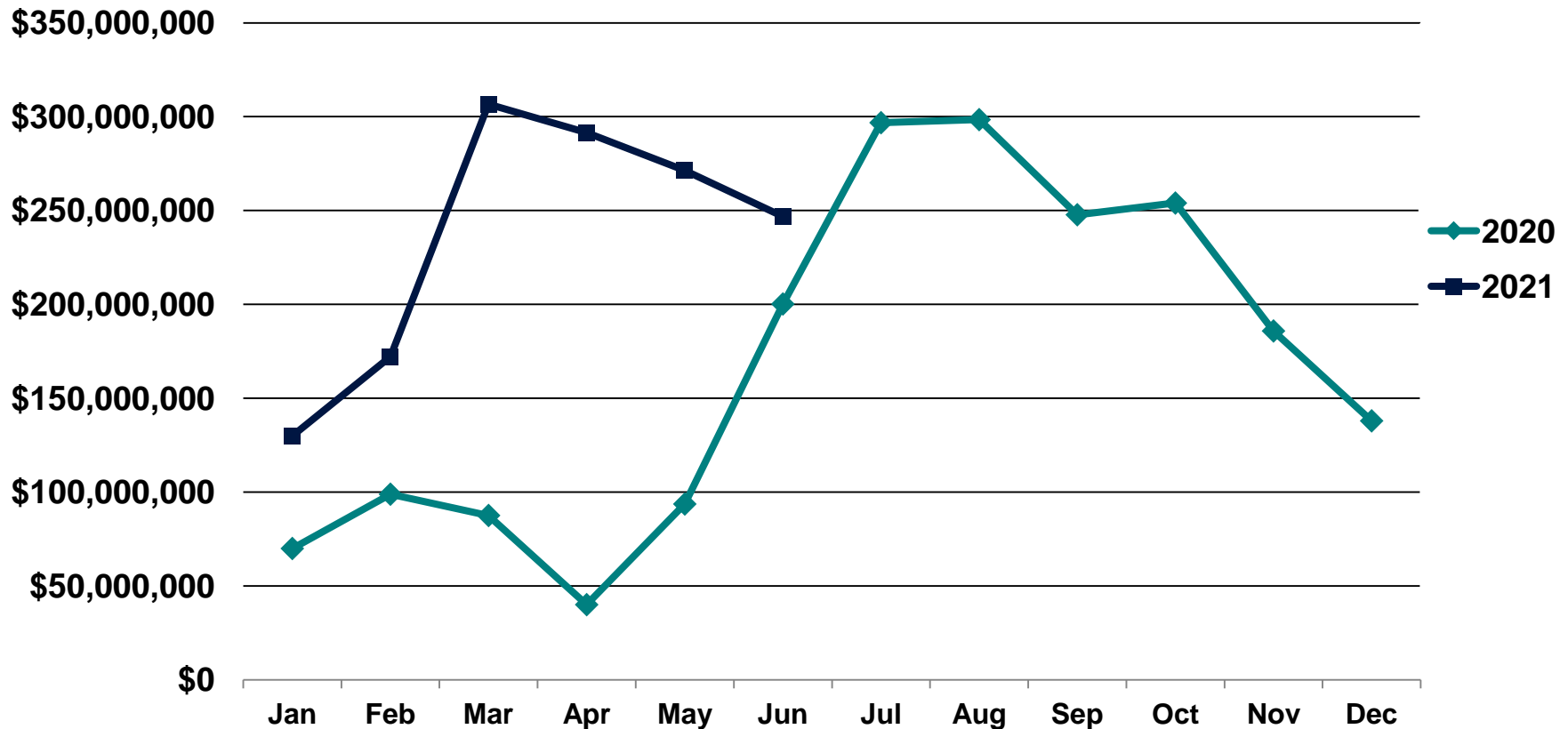


SOUTHERN GEORGIAN BAY
June Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



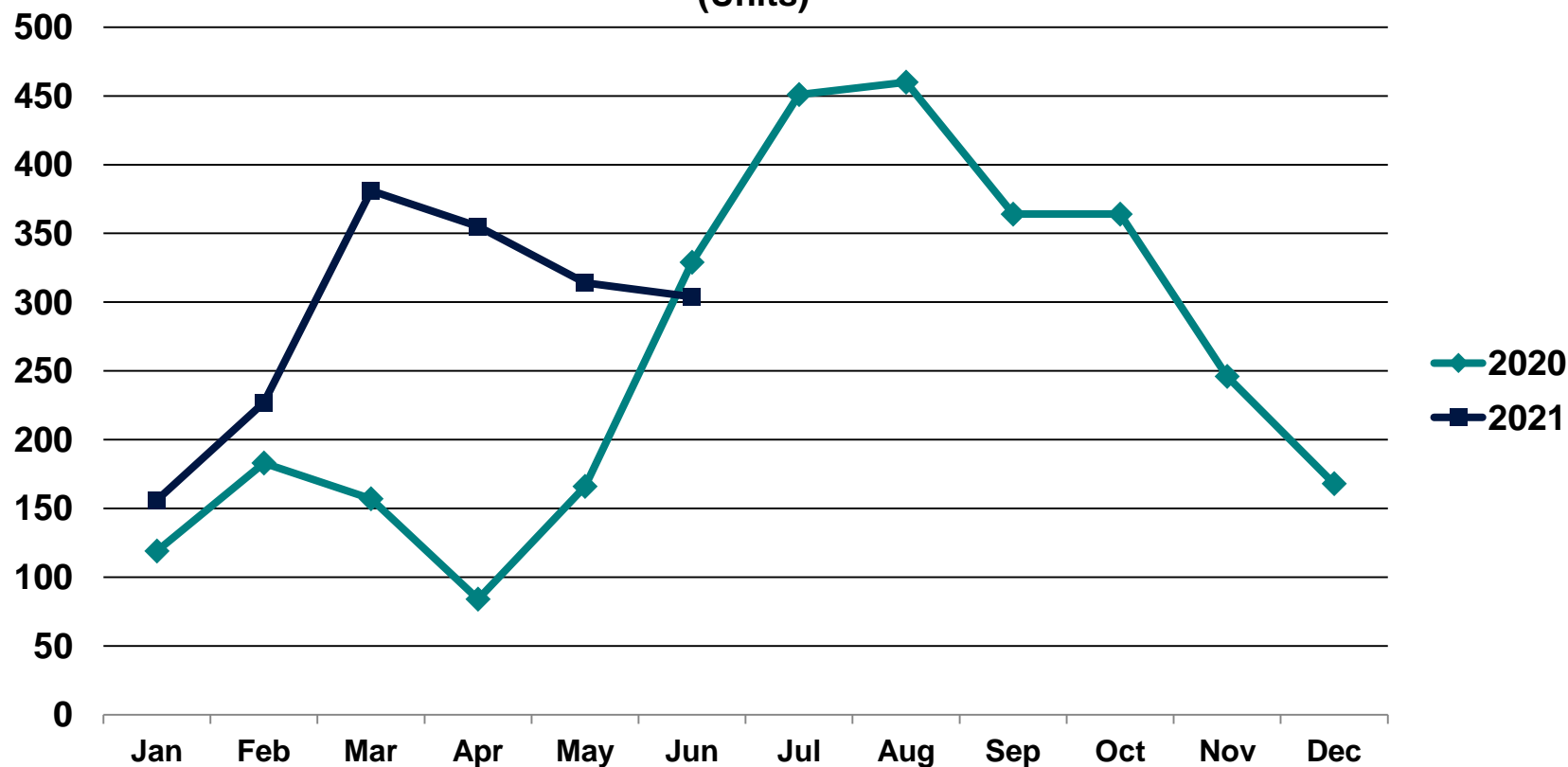


SOUTHERN GEORGIAN BAY
June Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



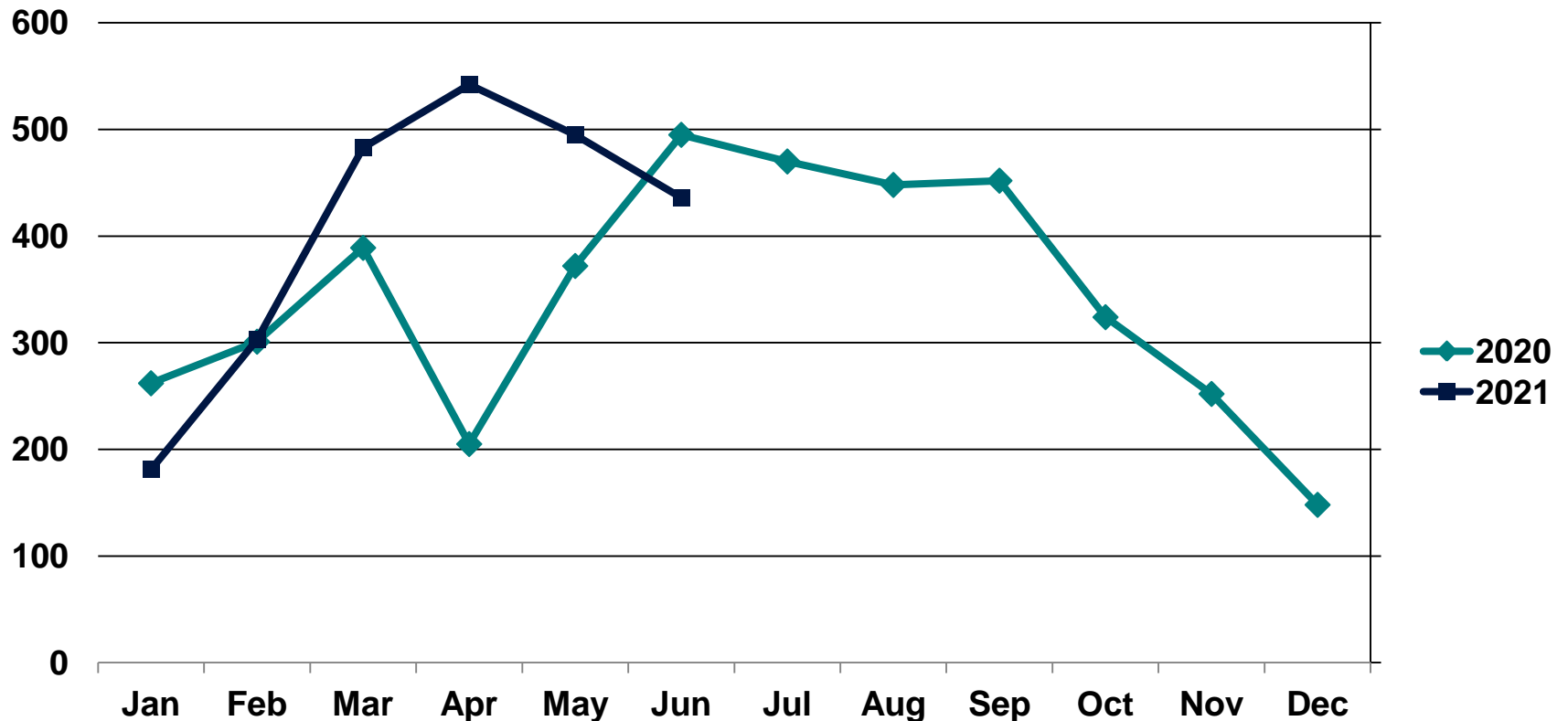


SOUTHERN GEORGIAN BAY
June Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



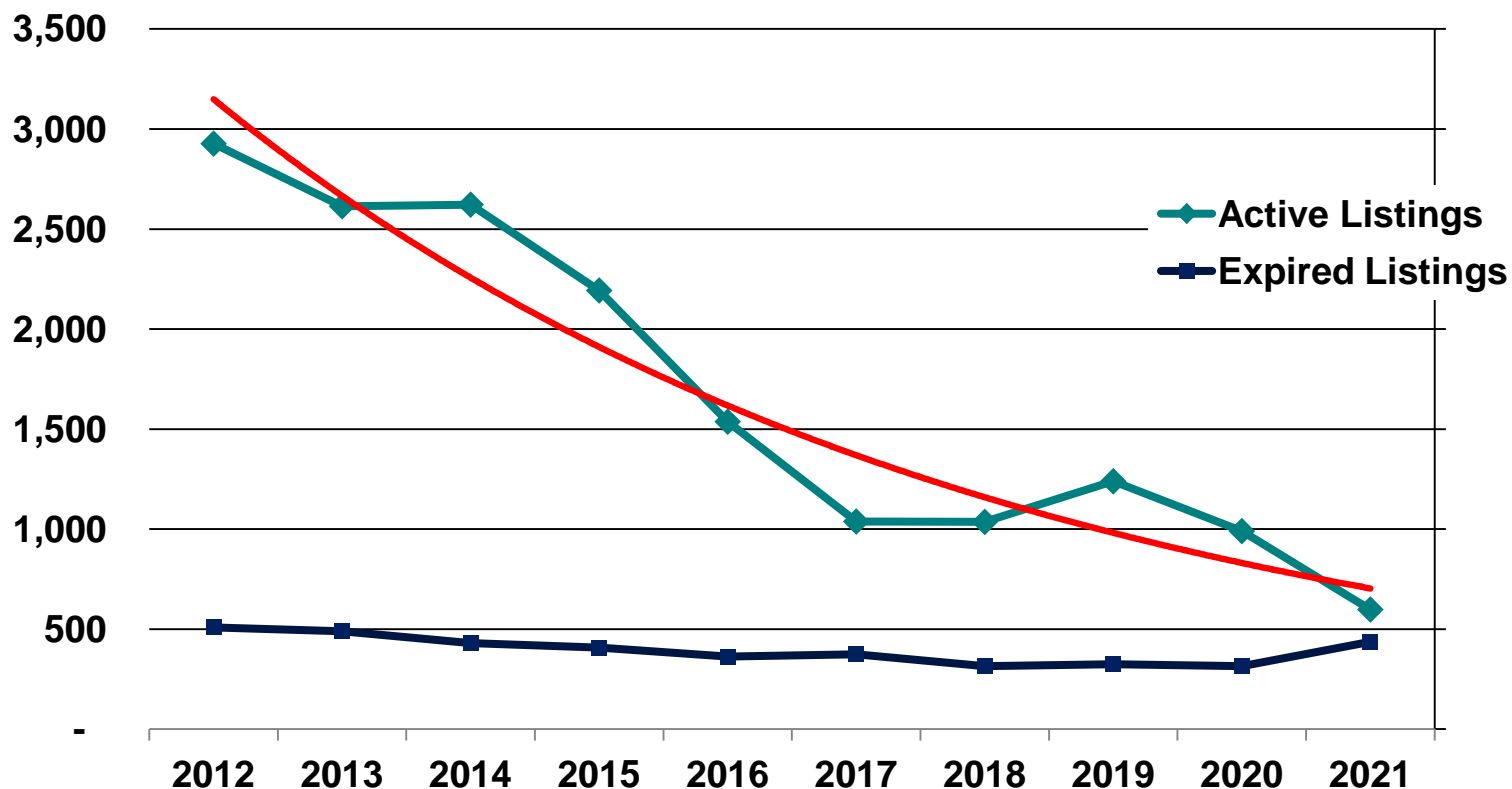


SOUTHERN GEORGIAN BAY
June Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



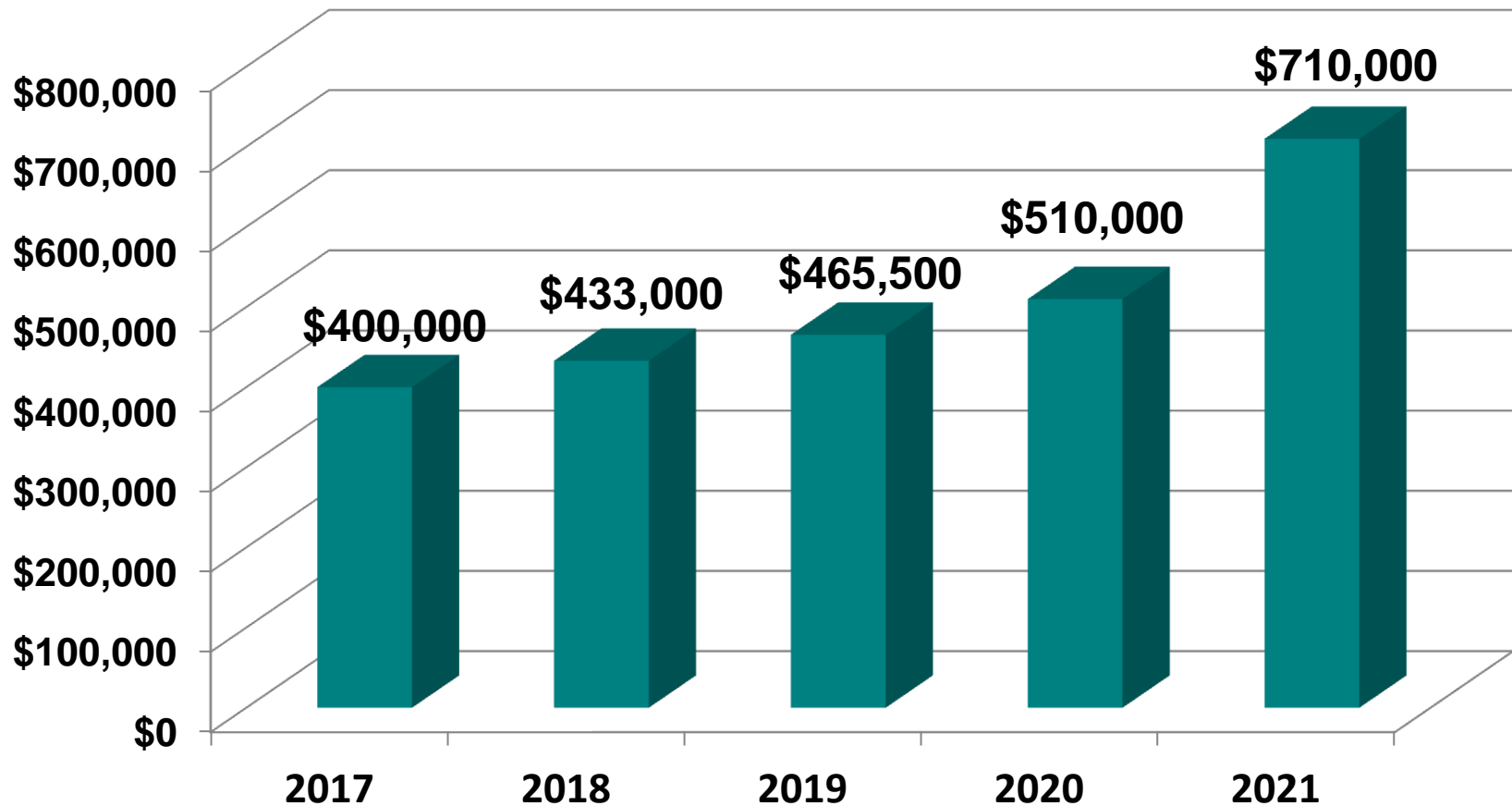


SOUTHERN GEORGIAN BAY
June Year-To-Date Active Versus Expired Listings
2012 through 2021
(Units)



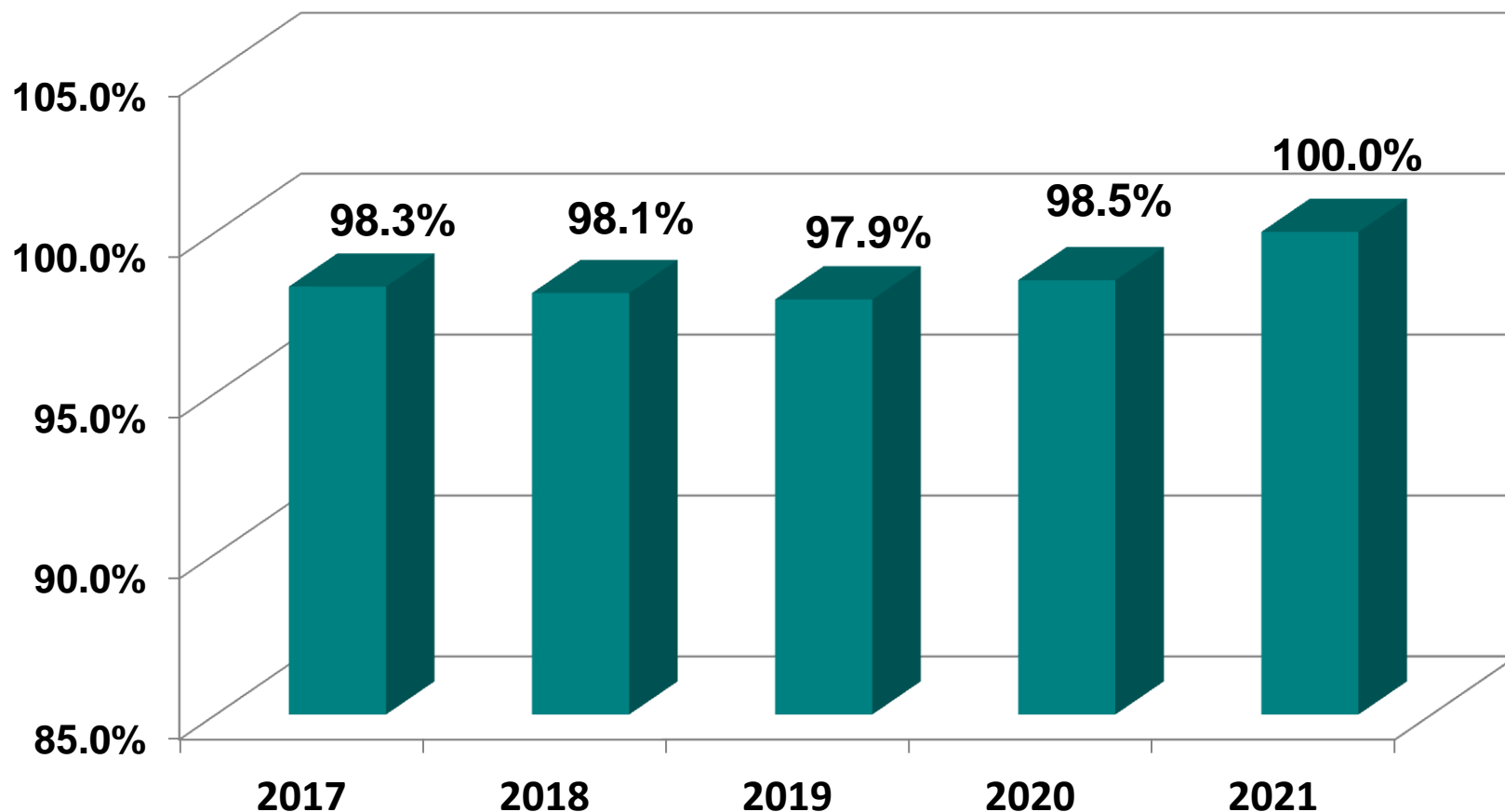


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
June Year-To-Date 2017 to 2021





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



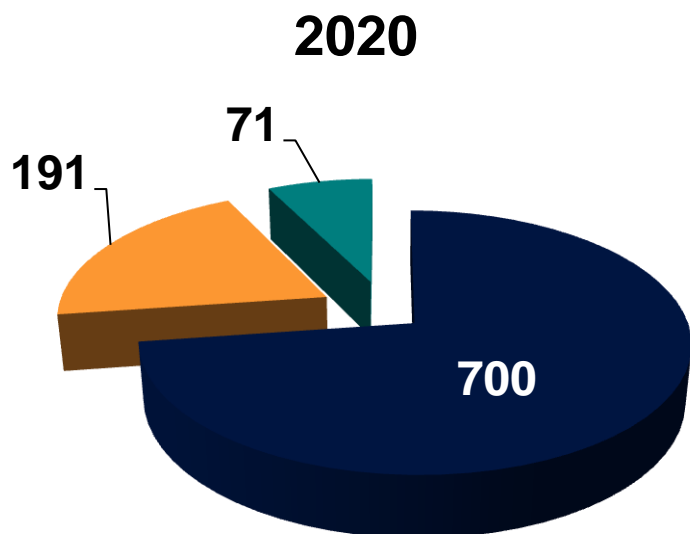


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
June Year-To-Date 2020 versus 2021
(Units)

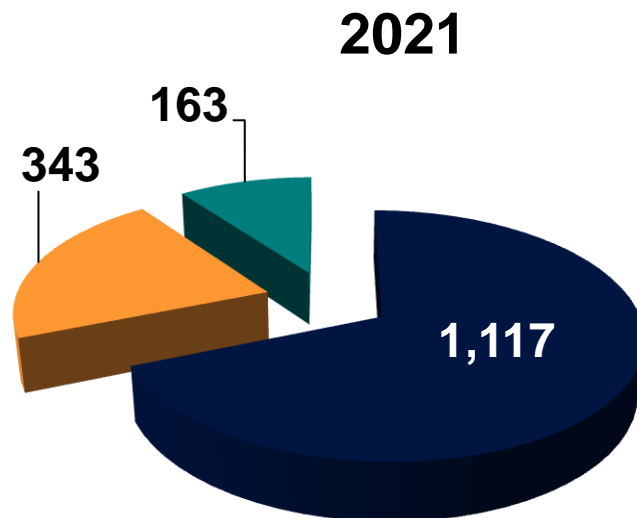
	2020	2021	% Difference
Under \$100,000	0	0	0%
\$100,000 to \$299,999	29	5	-83%
\$300,000 to \$499,999	239	92	-62%
\$500,000 to \$799,999	300	502	67%
\$800,000 to \$999,999	61	218	257%
\$1 to \$1.499 Million	41	187	356%
\$1.5 to \$1.999 Million	21	70	233%
Over \$2 Million	9	43	378%
Total All	700	1,117	60%



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

