



SOUTHERN GEORGIAN BAY

Real Estate Market Report

July 2021

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MARKET OVERVIEW

Real estate sales across southern Georgian Bay remain ahead of 2020 but the market is steadily slowing down.

- Total MLS® dollar volume in July of \$193.2.8 million was down \$103.6 million from July 2020 a decrease of 35%.
- MLS® sales in July were down 224 units or 50% with 227 fewer sales than the 451 properties sold in July 2020.
- Year-to-date MLS® sales total \$1.617 billion up \$726.8 million or 80% from \$890.5 million in the first seven months of 2020 when the pandemic effectively derailed the market.

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 July totaled 436 properties down from 470 July 2020. Year-to-date new MLS® listings are down 56% while the number of expired listings are up 15%
- A pattern is emerging here, MLS ® dollar and unit sales have been decreasing monthly since March, we are also seeing a return to price reductions in significant numbers and values.
- July YTD MLS® single family sales total 1,277 up 31% from 975 homes sold last year, condo sales of 384 units are up 45% while sales of vacant land have risen 79% 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 102.3% compared to 98.4% last year but for July only it was 98.7% compared to 103.1% in June.
- The year-to-date median residential price is \$797,000 driven by increased sales above \$500,000 and especially from \$800,000 and up.
- 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 illustrate the market has slowed.

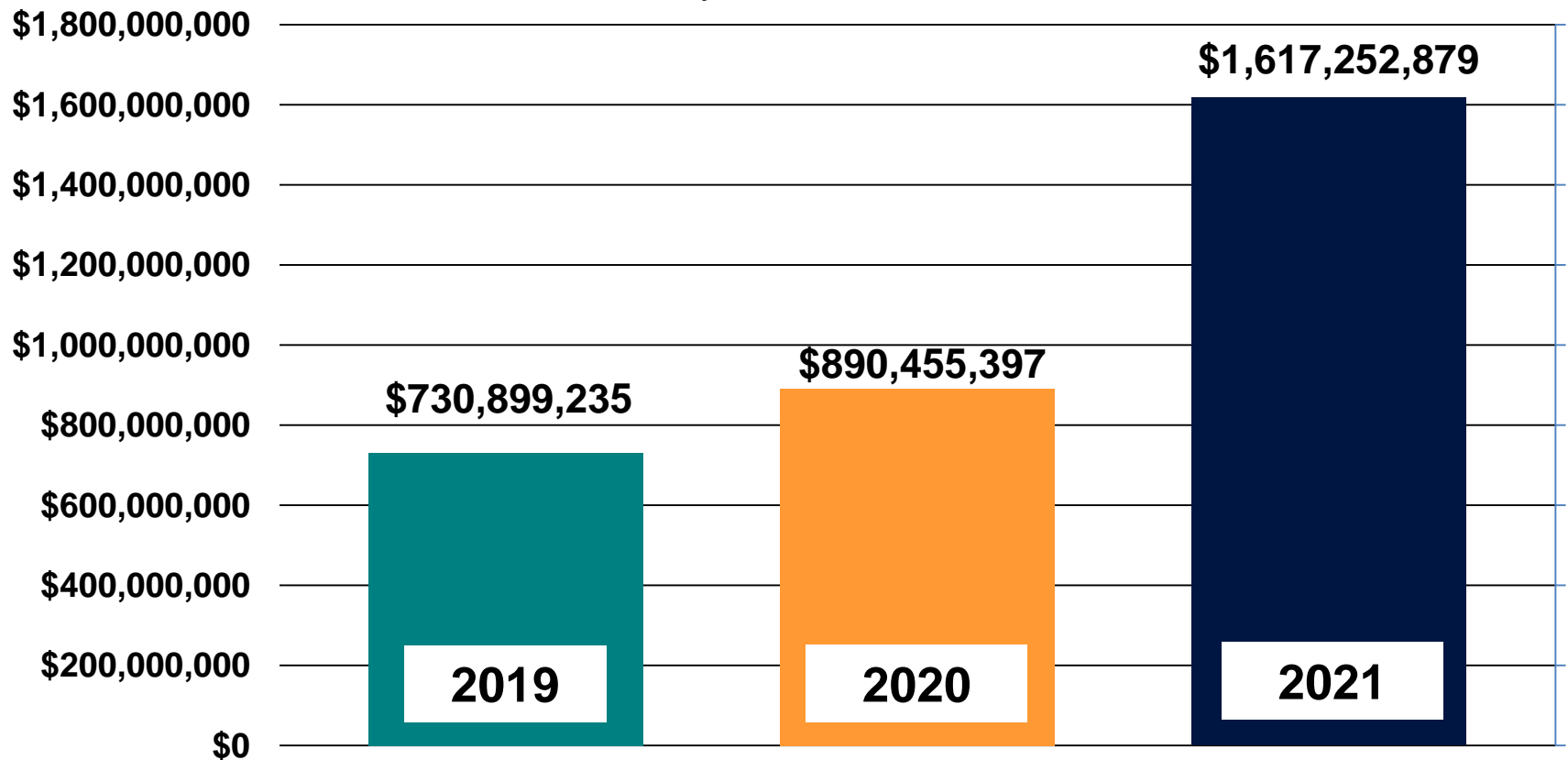


MARKET OVERVIEW continued....

- 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 at \$800,000 and above with home sales in these segments up anywhere from 173% to over 200%.
- 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.

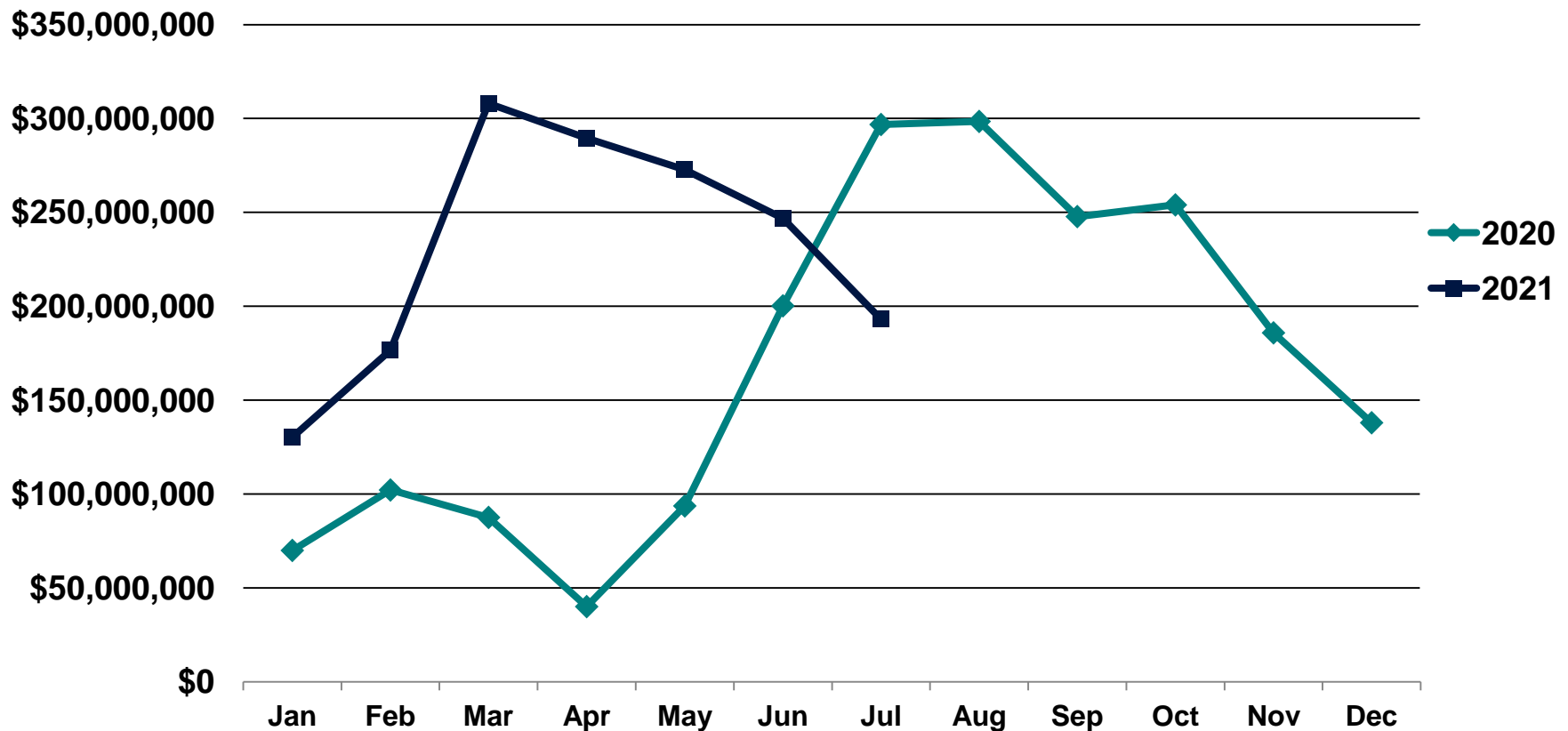


SOUTHERN GEORGIAN BAY
July Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



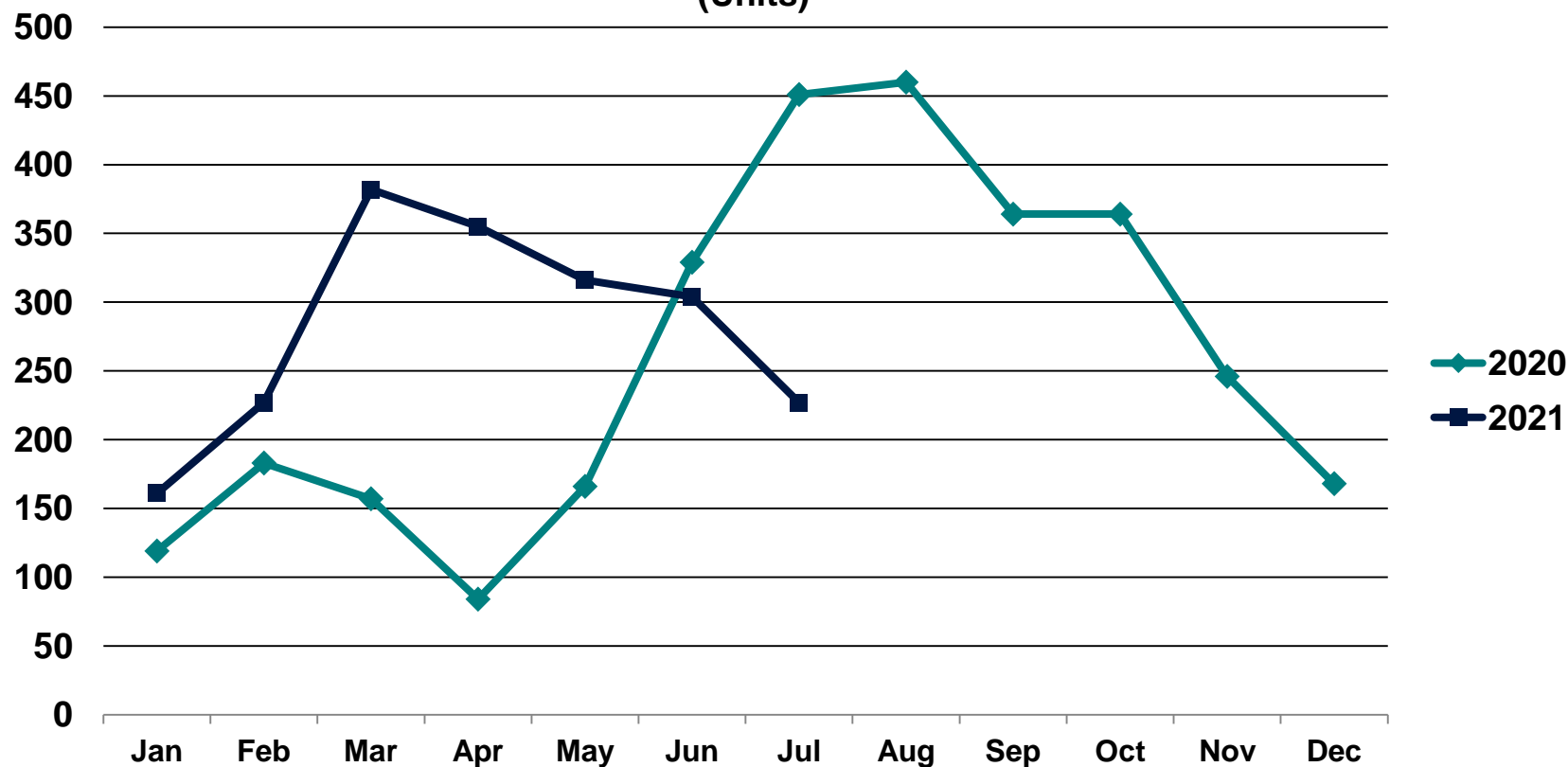


SOUTHERN GEORGIAN BAY
July Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



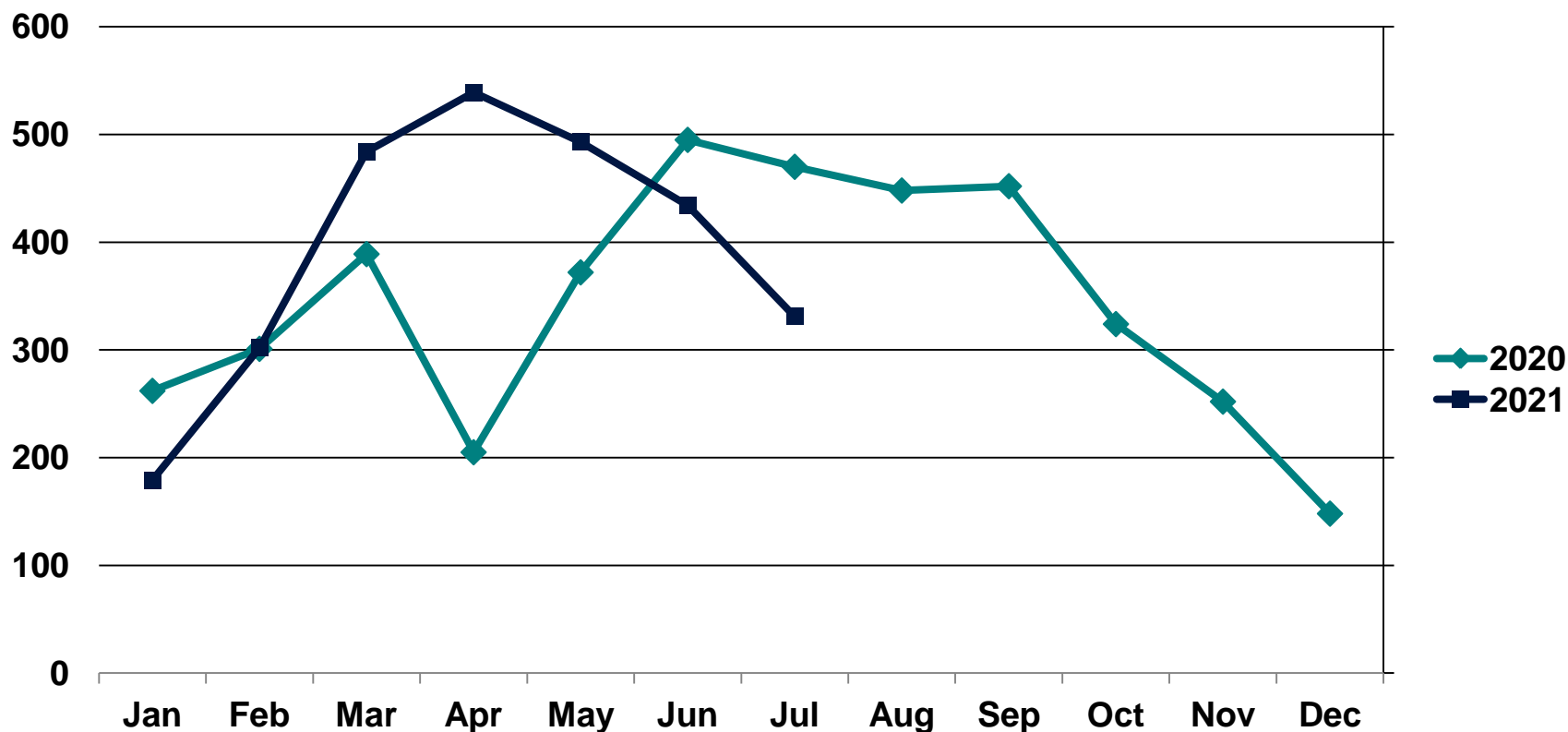


SOUTHERN GEORGIAN BAY
July Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



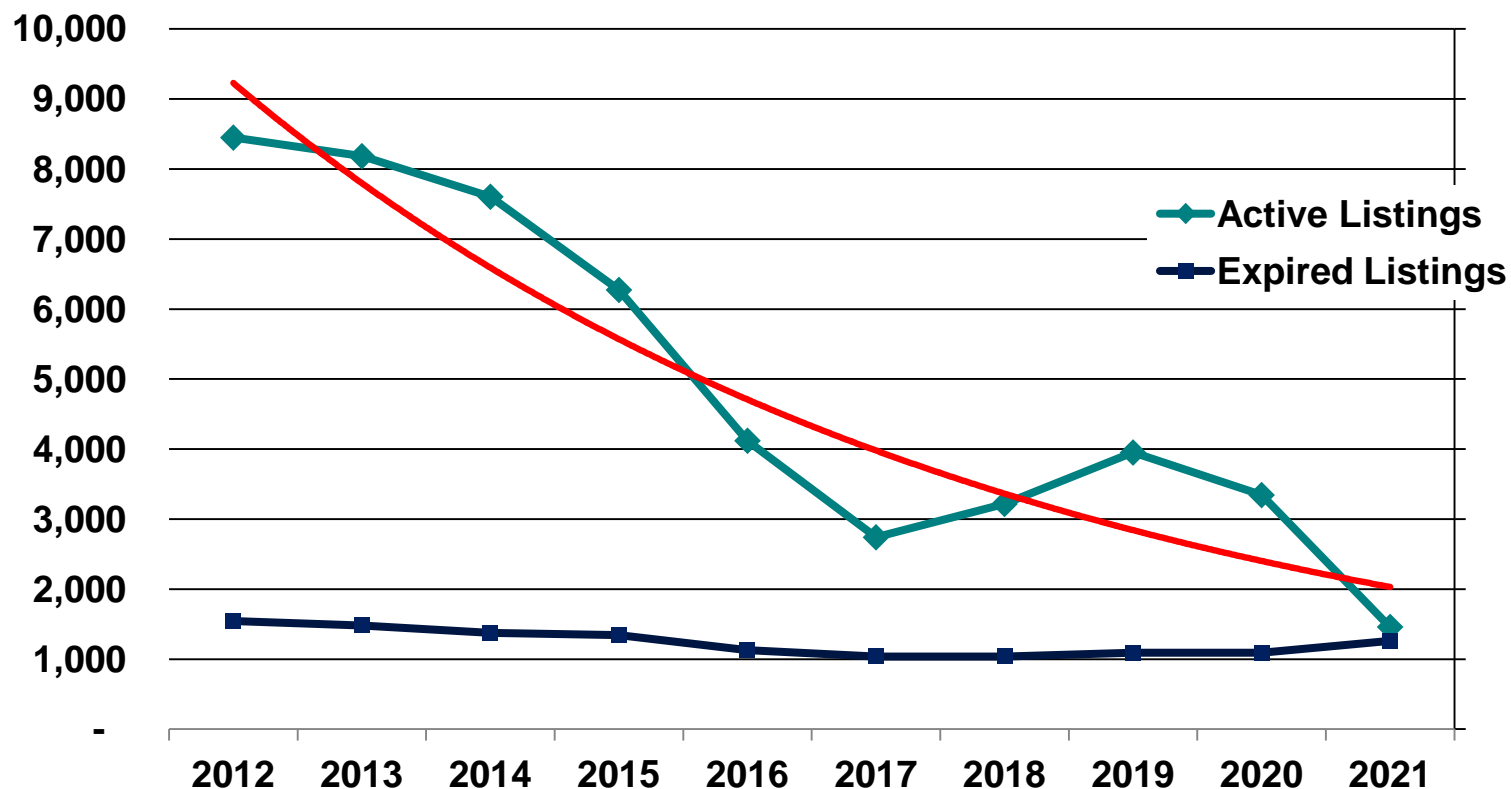


SOUTHERN GEORGIAN BAY
July Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



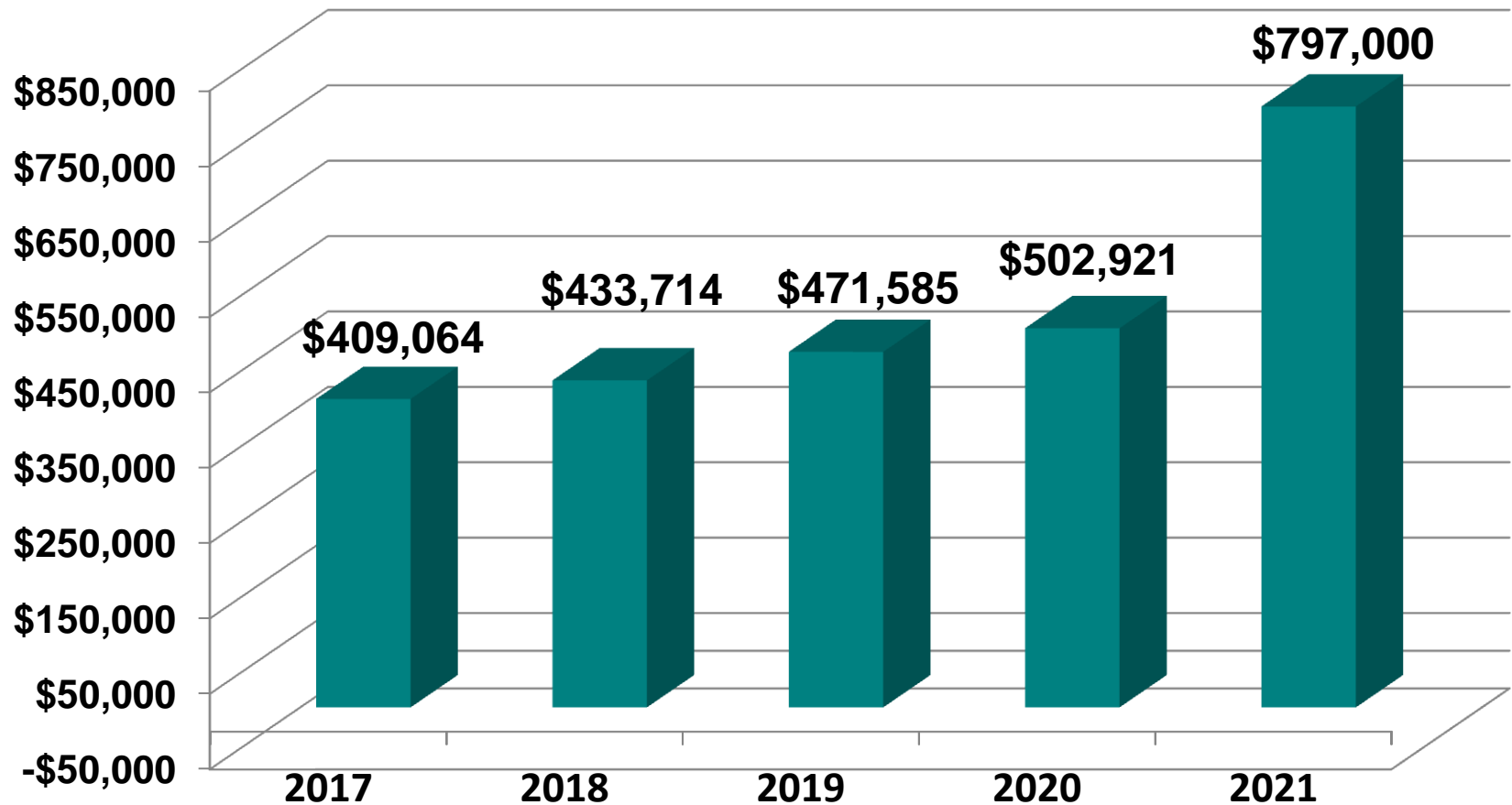


SOUTHERN GEORGIAN BAY
July Year-To-Date Active Versus Expired Listings
2012 through 2021
(Units)



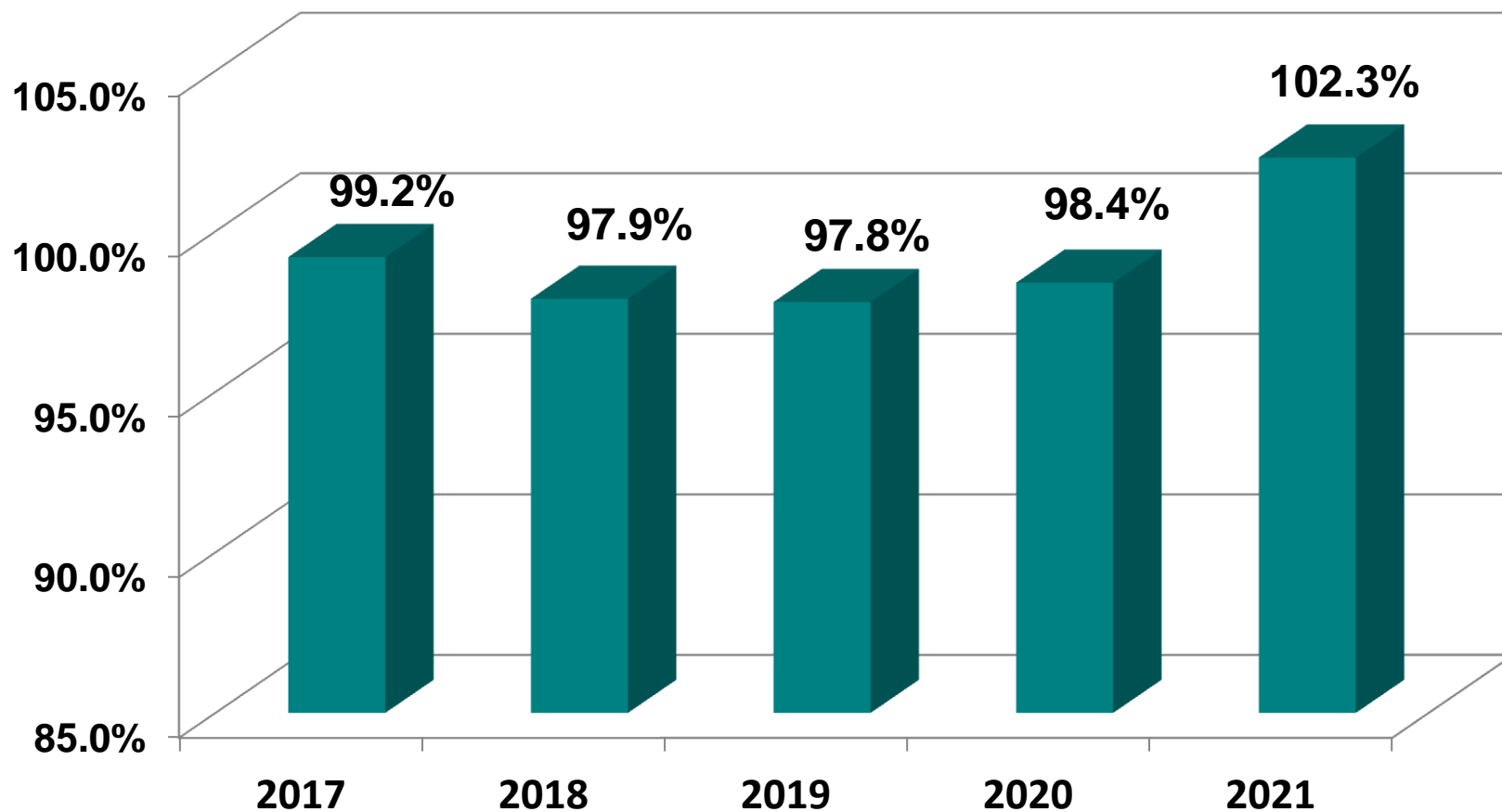


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
July Year-To-Date 2017 to 2021





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



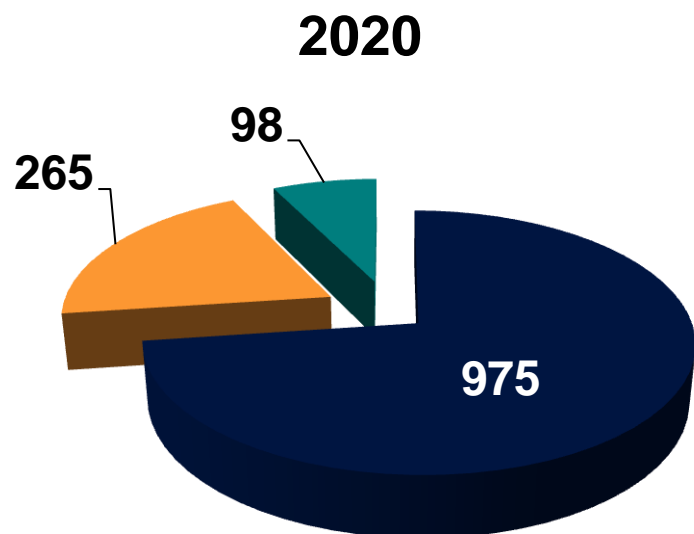


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
July Year-To-Date 2020 versus 2021
(Units)

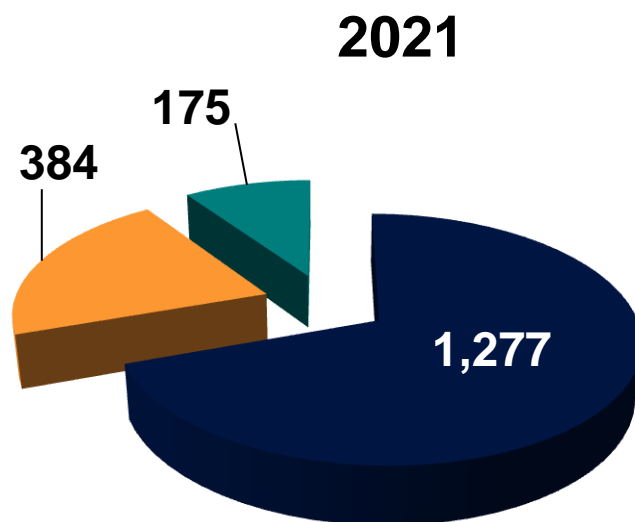
	2020	2021	% Difference
Under \$100,000	0	0	0%
\$100,000 to \$299,999	31	6	-80%
\$300,000 to \$499,999	293	111	-62%
\$500,000 to \$799,999	428	568	33%
\$800,000 to \$999,999	94	257	173%
\$1 to \$1.499 Million	76	206	171%
\$1.5 to \$1.999 Million	35	76	203%
Over \$2 Million	18	53	194%
Total All	975	1,277	31%



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

