



SOUTHERN GEORGIAN BAY

Real Estate Market Report

August 2021

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MARKET OVERVIEW

The southern Georgian Bay real estate market has clearly shifted with numerous indicators showing the market has slowed down.

- Total MLS® dollar volume in August of \$224.0 million was down 33% from \$298.4 million in sales for August 2020.
- MLS® unit sales in August were down or 44%, 260 in 2021 compared to 460 one year ago.
- Year-to-date MLS® sales total \$1.839 billion up \$650.5 million or 55% from \$1.189 billion in the first eight months of 2020 when COVID 19 brought sales activity to a halt.

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 August totaled 312 properties down from 449 August 2020. Year-to-date new MLS® listings are marginally (4%) compared to last year
- 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.
- August YTD MLS® single family sales total 1,440 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 98.1% last year. The list to sale price ratio has been declining monthly from a high of 102.7% in April to 98.5% in August.
- The year-to-date median residential price is \$707,419 driven by increased sales above \$500,000 and especially from \$800,000 and up. That number however is declining down from \$797,000 in July.
- All of the above numbers including reduced sales activity, fewer multiple offers, a drop in the list-to-sale price ratio and the re-emergence of price reductions would clearly illustrate the market has shifted.

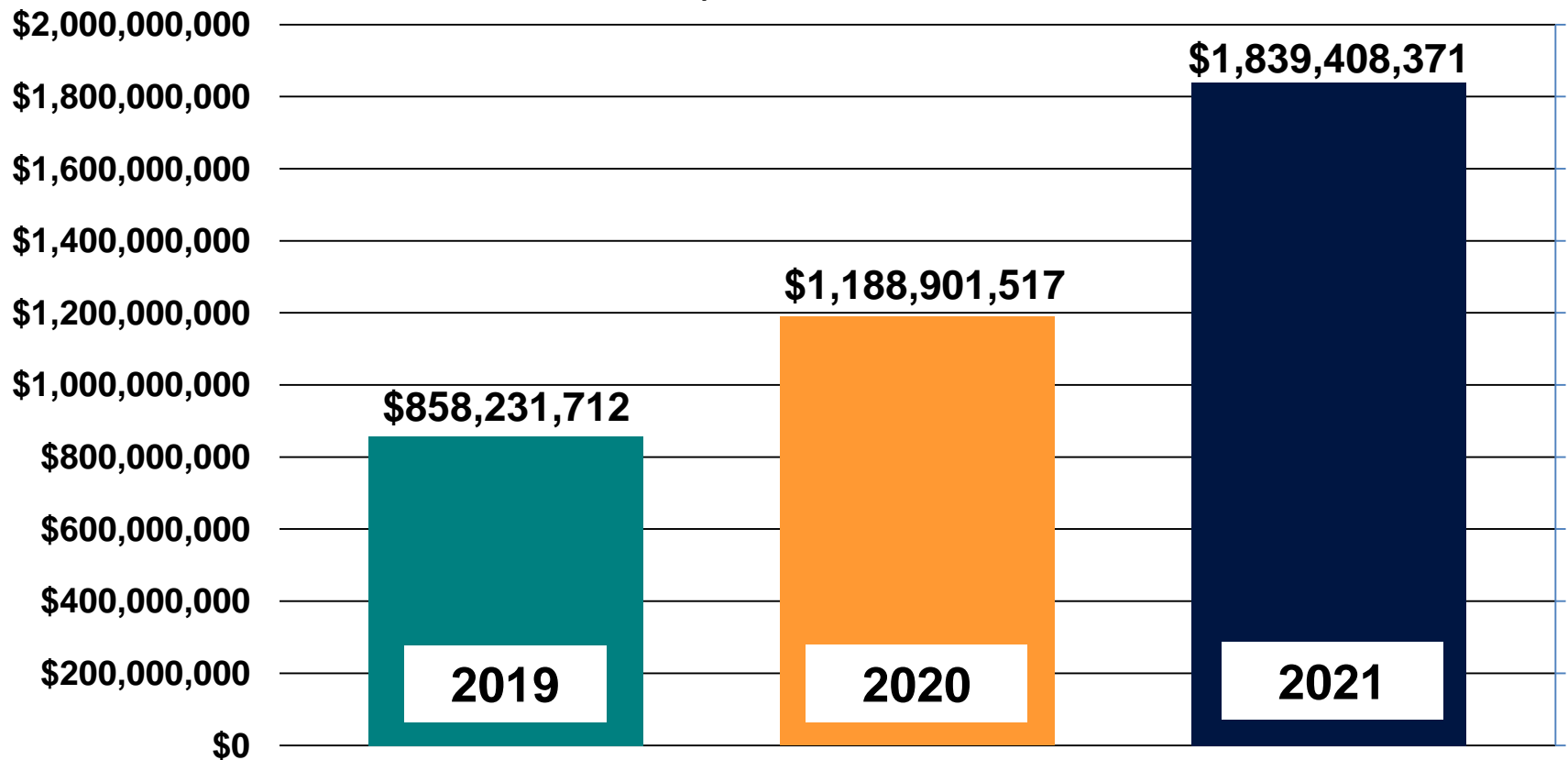


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales by municipality: Clearview Twp up 27%, Blue Mountains down 6% Grey Highlands up 31%, Wasaga Beach up 2%, Collingwood up 9%, with sales in Meaford up 6%.
- 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 90% to 175%.
- As we head into the fall I forecast we will have a strong market but real estate sales will continue the trend we are seeing resulting in a balanced market for Buyers and Sellers alike.

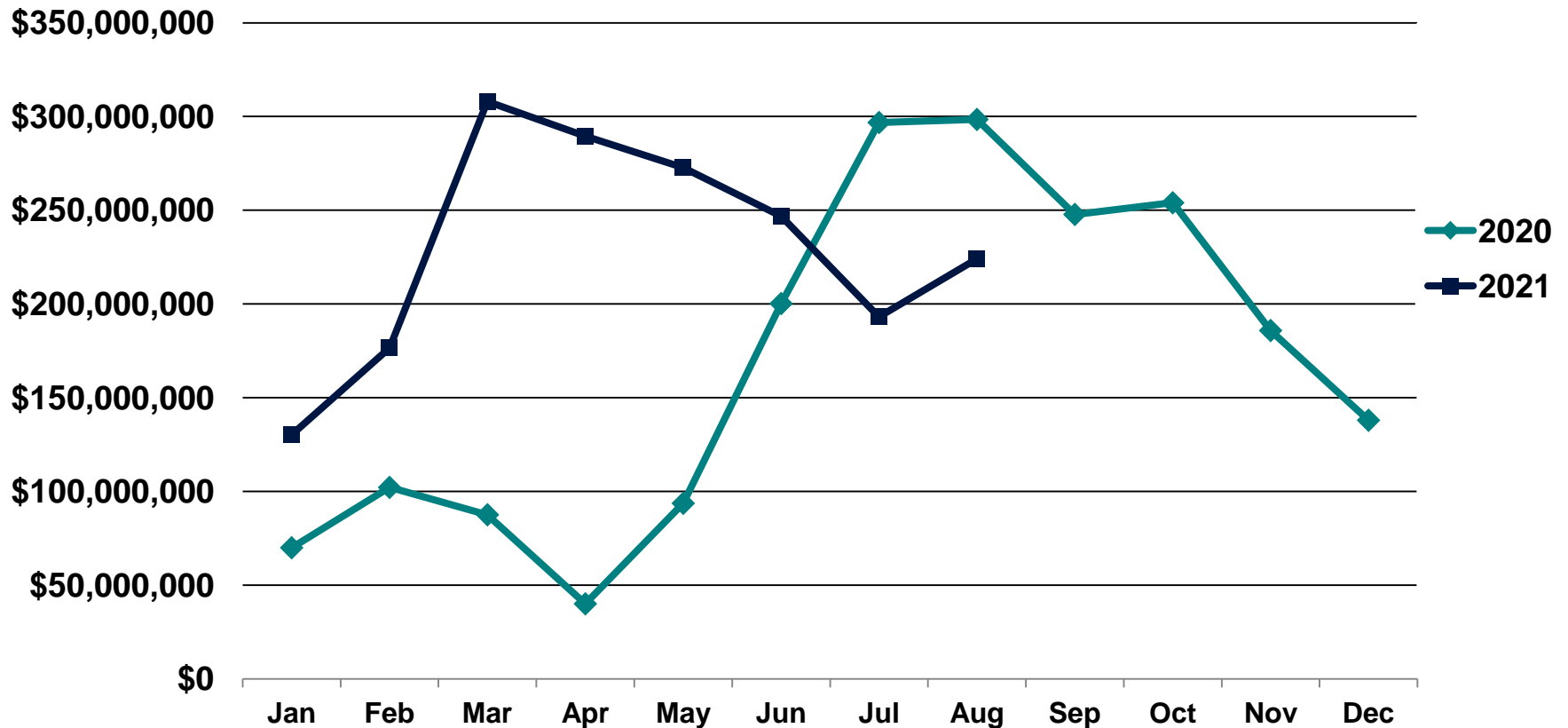


SOUTHERN GEORGIAN BAY
August Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



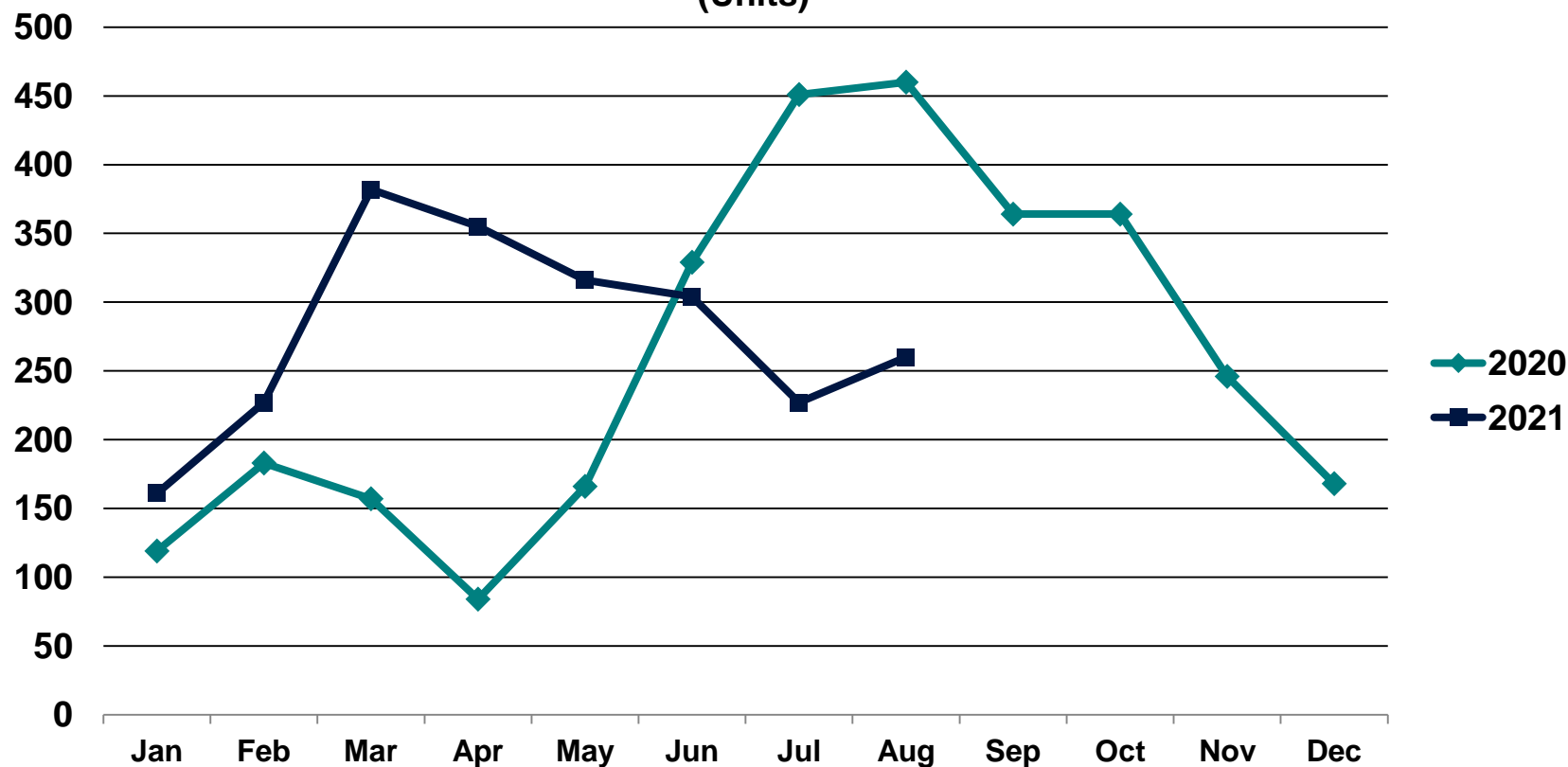


SOUTHERN GEORGIAN BAY
August Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



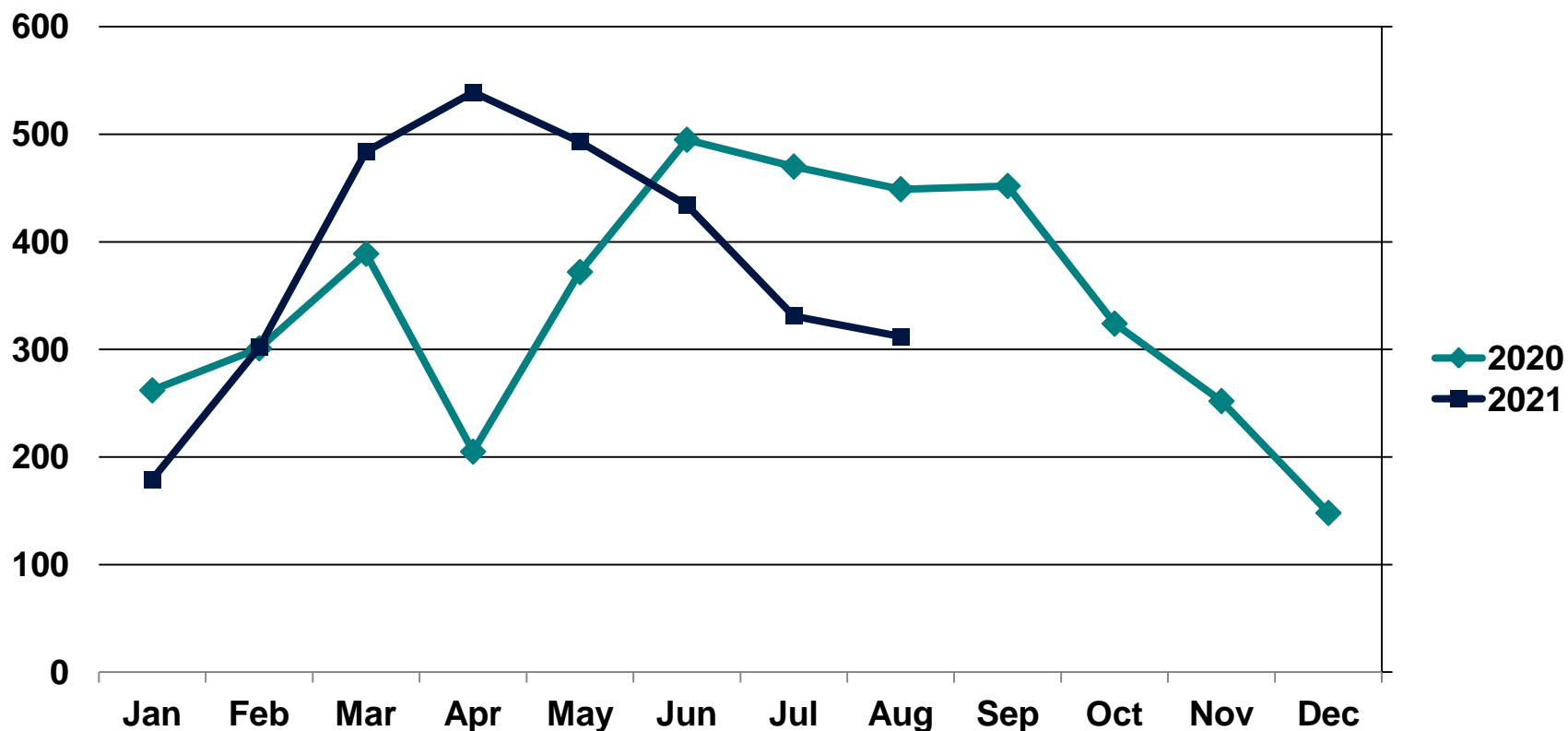


SOUTHERN GEORGIAN BAY
August Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



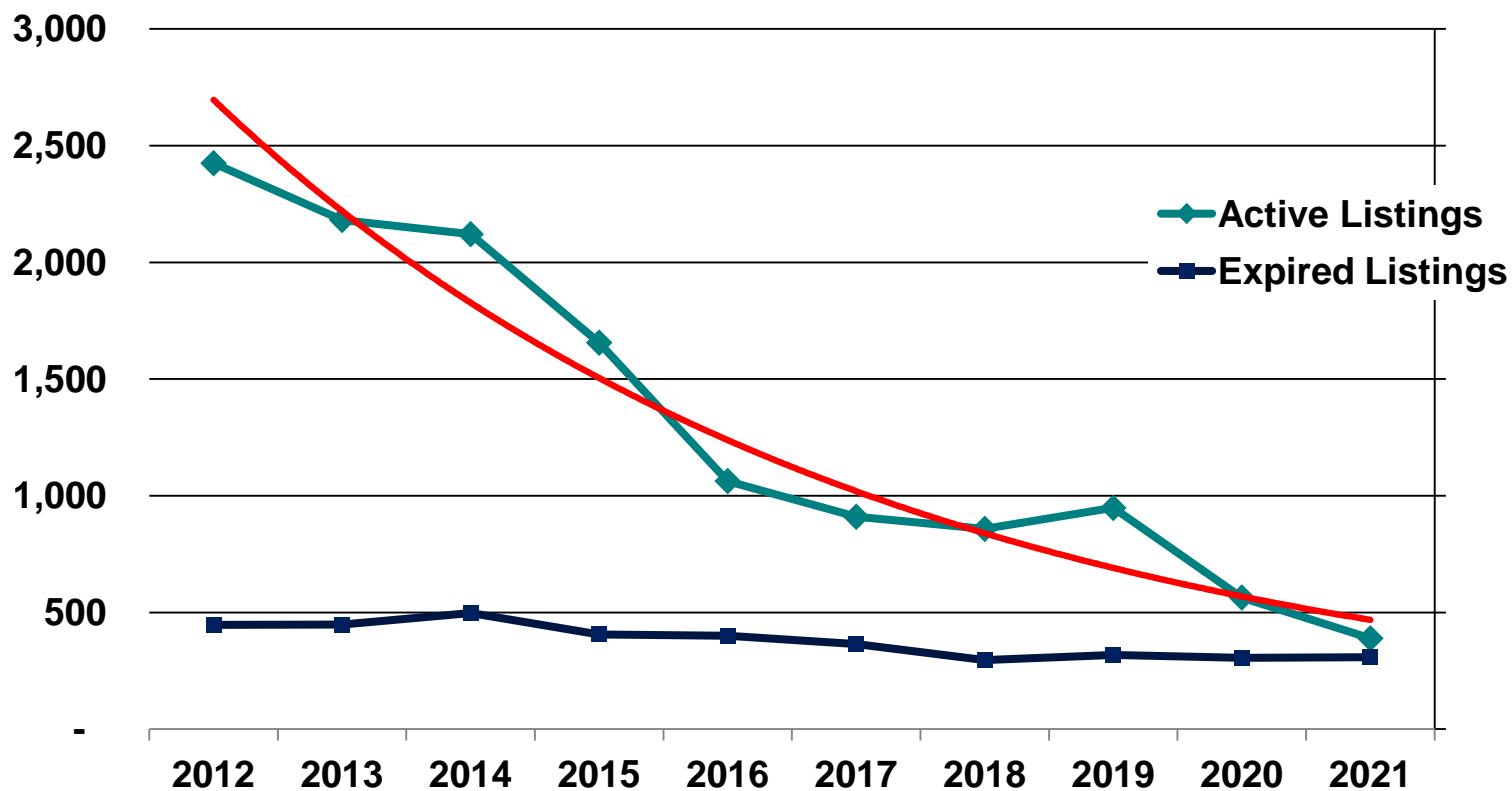


SOUTHERN GEORGIAN BAY
August Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



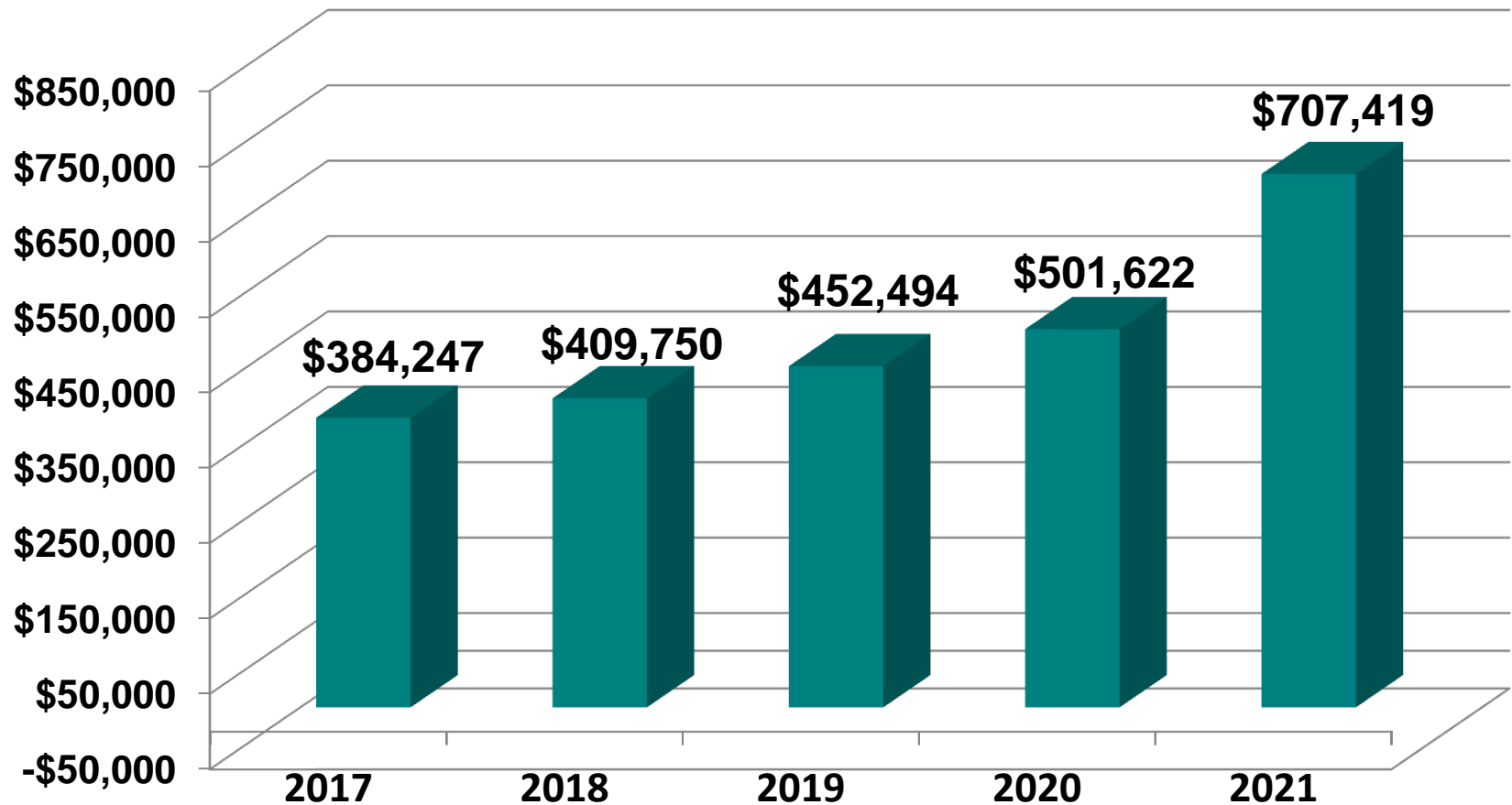


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
August 2012 through 2021
(Units)



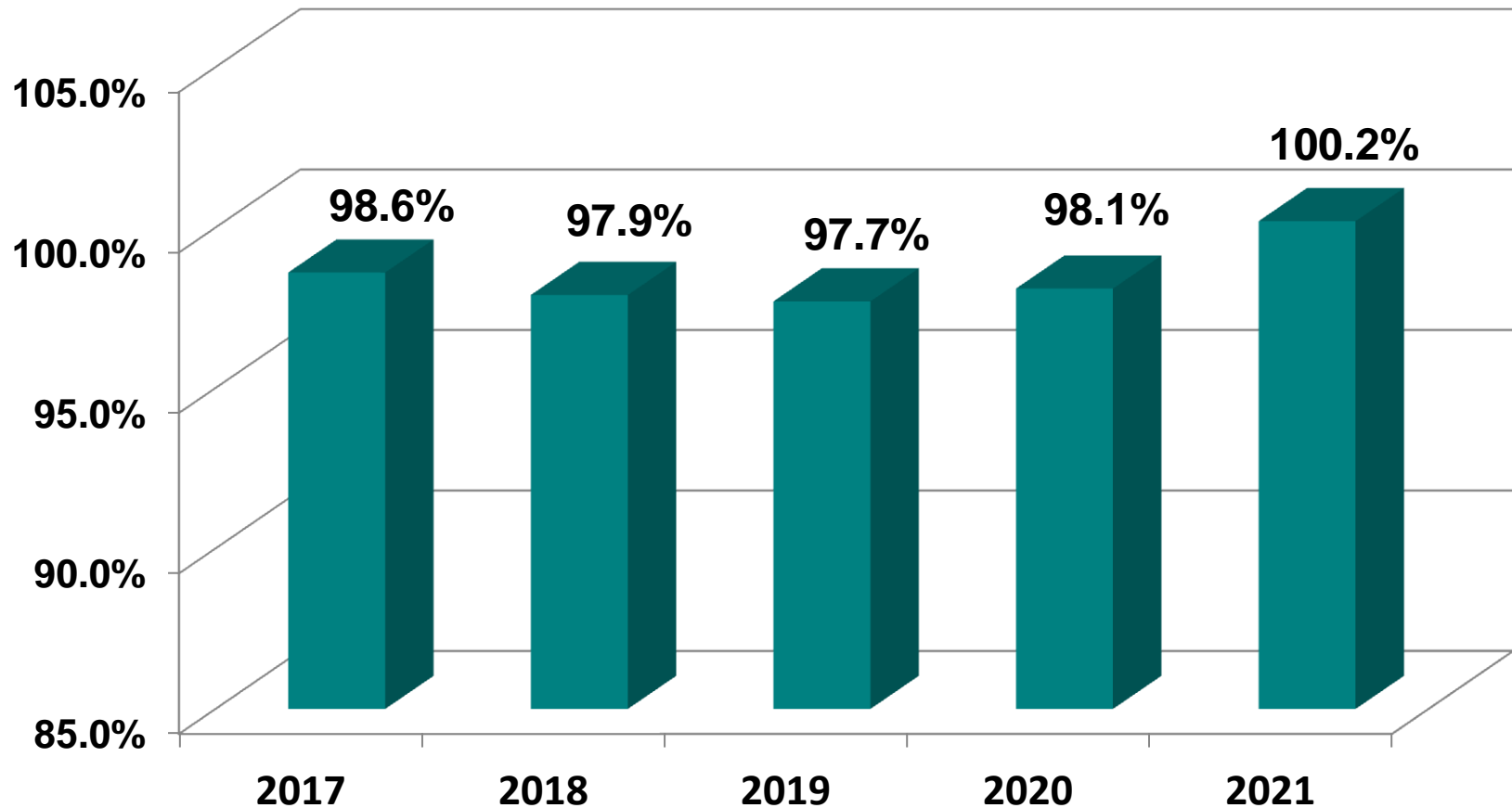


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
August Year-To-Date 2017 to 2021





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



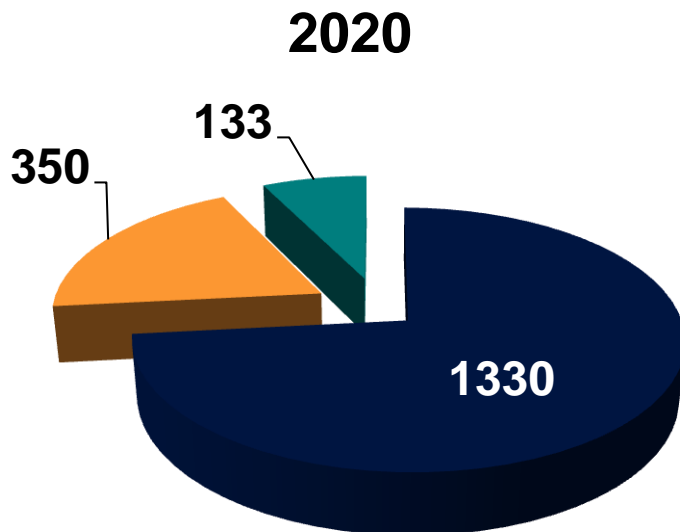


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
August Year-To-Date 2020 versus 2021
(Units)

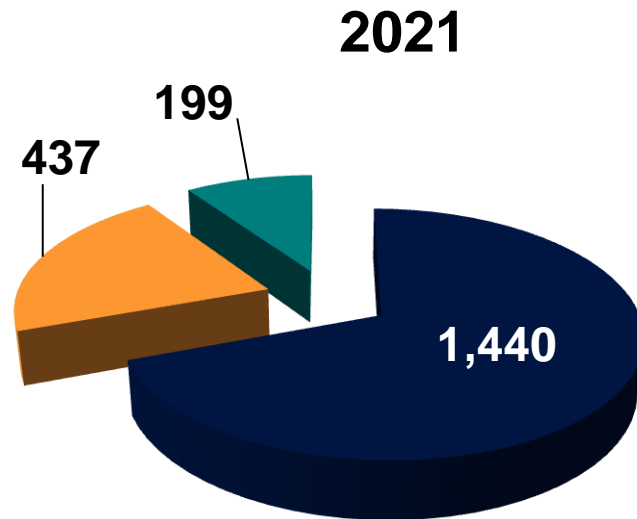
	2020	2021	% Difference
Under \$100,000	0	1	100%
\$100,000 to \$299,999	36	10	-72%
\$300,000 to \$499,999	391	123	-69%
\$500,000 to \$799,999	589	629	7%
\$800,000 to \$999,999	135	294	118%
\$1 to \$1.499 Million	110	232	111%
\$1.5 to \$1.999 Million	45	85	89%
Over \$2 Million	24	66	175%
Total All	1,330	1,440	8%



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

