



SOUTHERN GEORGIAN BAY

Real Estate Market Report

September 2021

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MARKET OVERVIEW

The southern Georgian Bay real estate market continues to slow as we appear to be headed towards more balanced conditions.

- Total MLS® dollar volume in September of \$229.4 million was down 7% from \$248.4 million in sales for September 2020. Dollar sales have spiked up slightly in August and September.
- MLS® unit sales in September were down 9%, with 333 sales in 2021 compared to 365 one year ago.
- Year-to-date MLS® sales now total \$2.069 billion up \$631.3 million or 44% from \$1.437 billion in the first nine 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 September totaled 333 properties down from 453 of 27& from last year. Year-to-date new MLS® listings are slightly ahead of 2021 with 3,407 versus 3,396 a year ago.
- MLS ® dollar and unit sales have been softening monthly July thru September, we are also seeing a return to price reductions in significant numbers and values.
- September YTD MLS® single family sales total 1,625 up 4% from 1,564 homes sold last year, condo sales of 476 units are up 36% while sales of vacant land have risen 34% from one year ago totalling 219 properties.

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 100.2% compared to 98.2% last year. The list to sale price ratio has been declining monthly from a high of 102.7% back in April.
- The year-to-date median residential price is \$710,650 driven by increased sales above \$500,000 and especially from \$800,000 and up. This number is up slightly from \$707, 419 August.
- 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.

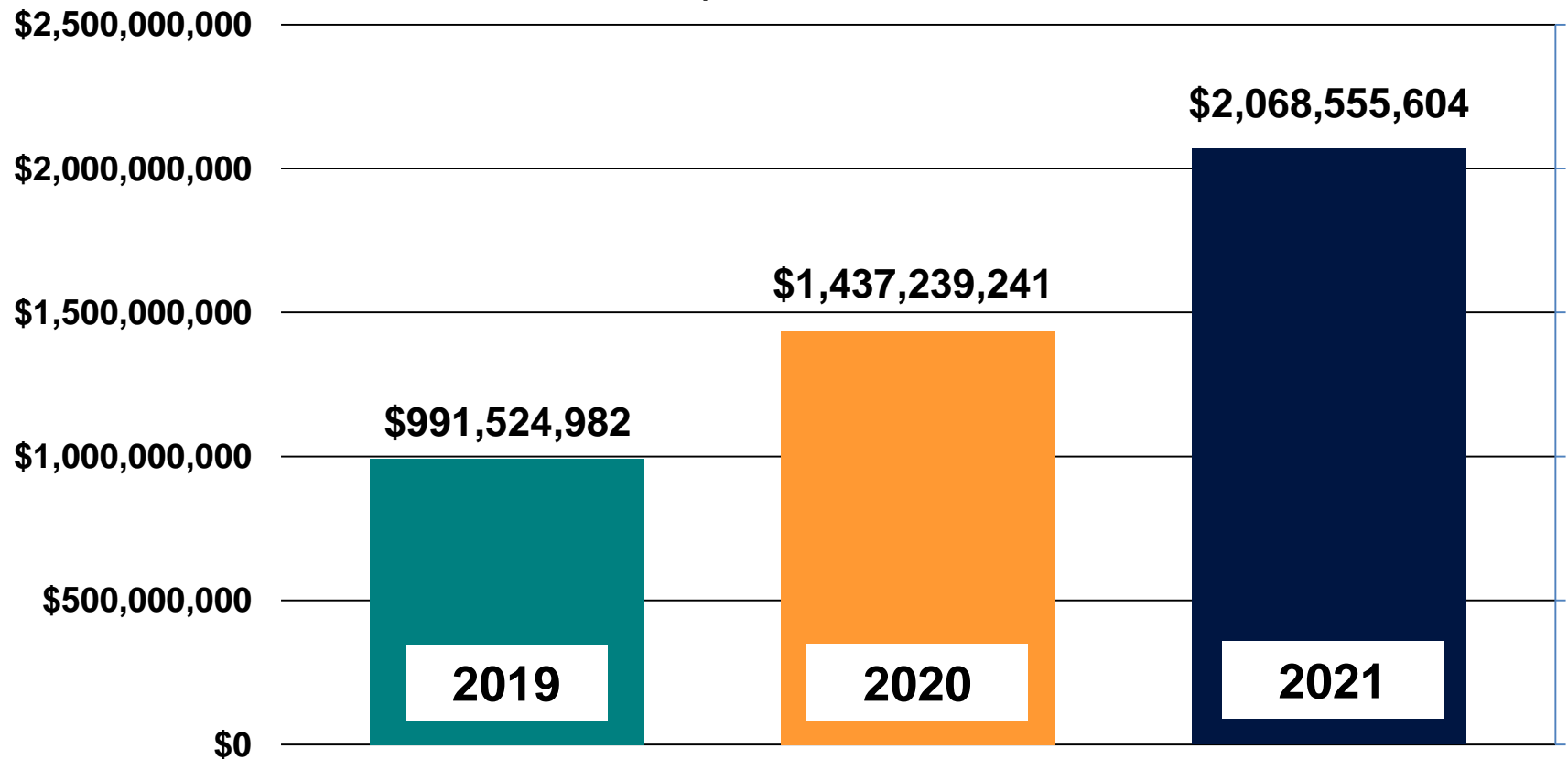


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales by municipality: Clearview Twp up 32%, Grey Highlands up 22%, Collingwood up 3%, Meaford up 9%, with Blue Mountains down 14% and Wasaga Beach down 4%,
- 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 93% to 139%.
- 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.

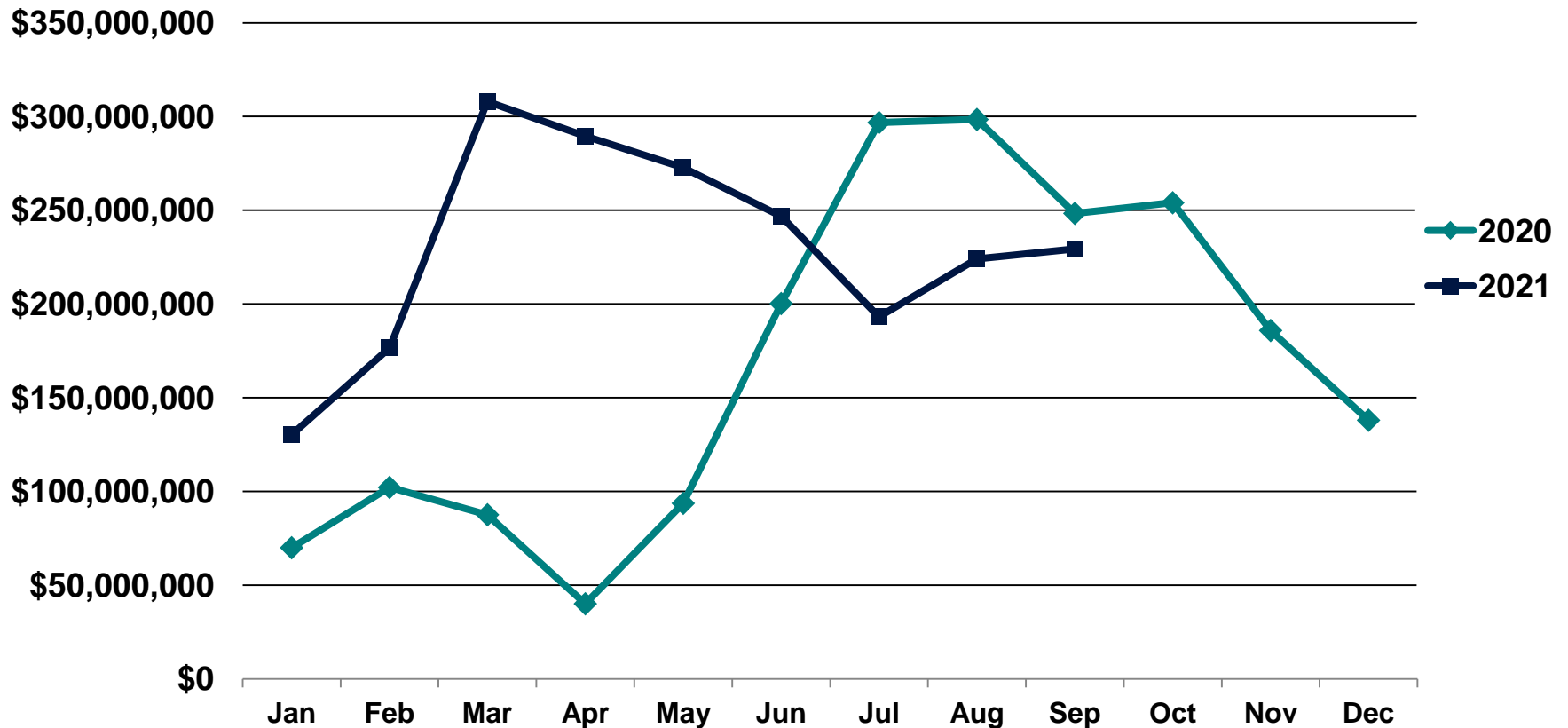


SOUTHERN GEORGIAN BAY
September Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



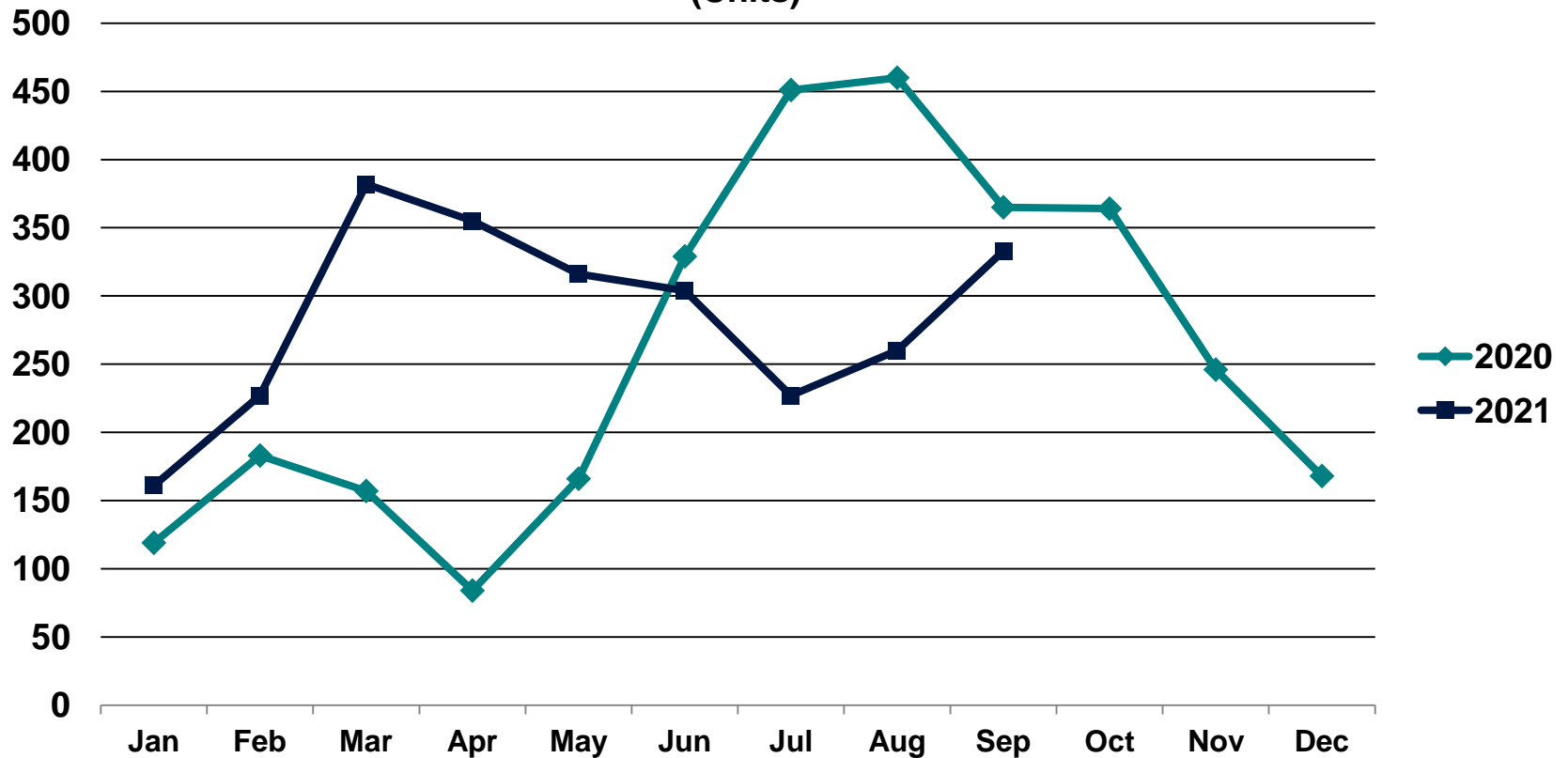


SOUTHERN GEORGIAN BAY
September Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



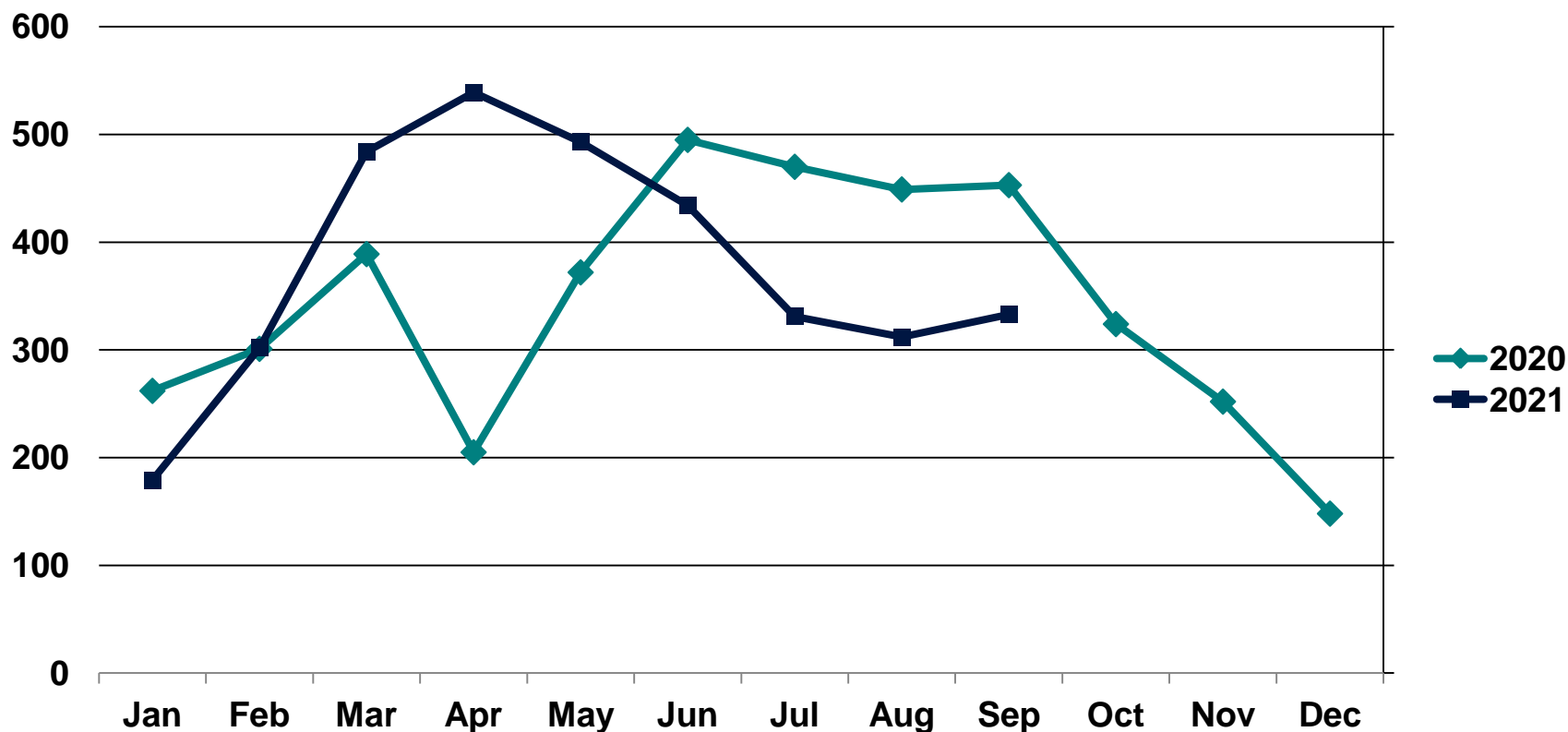


SOUTHERN GEORGIAN BAY
September Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



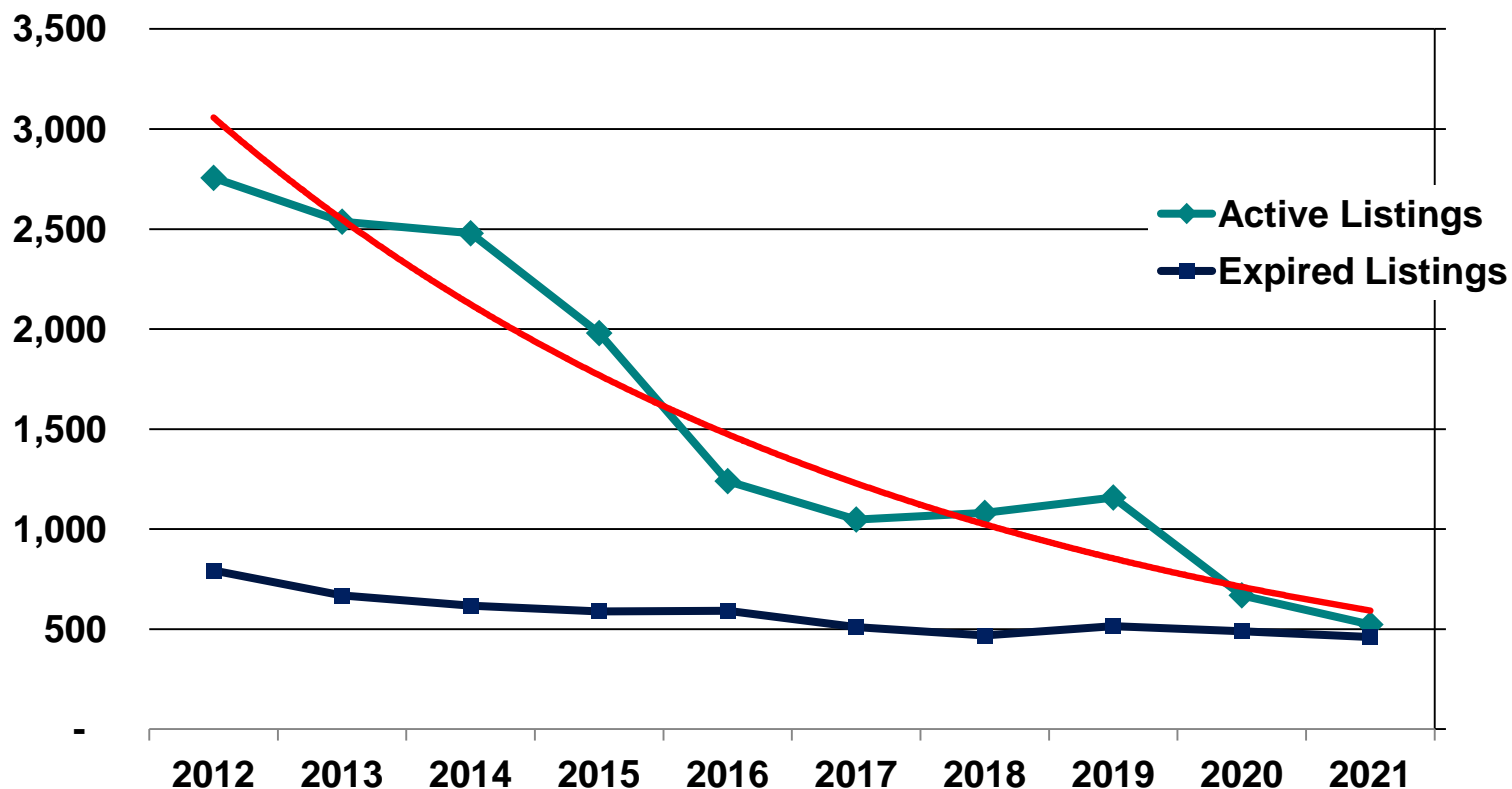


SOUTHERN GEORGIAN BAY
September Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



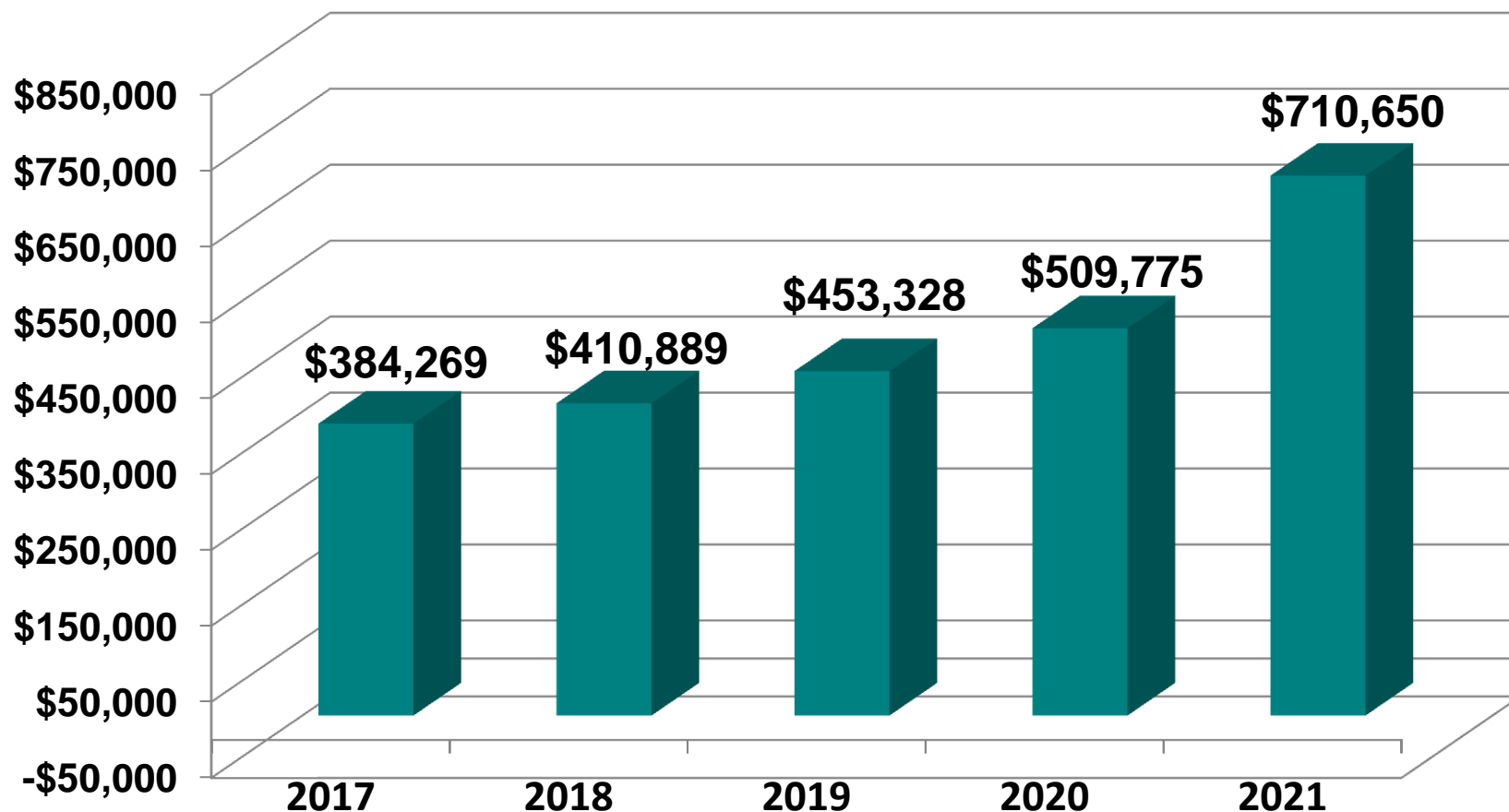


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
September 2012 through 2021
(Units)



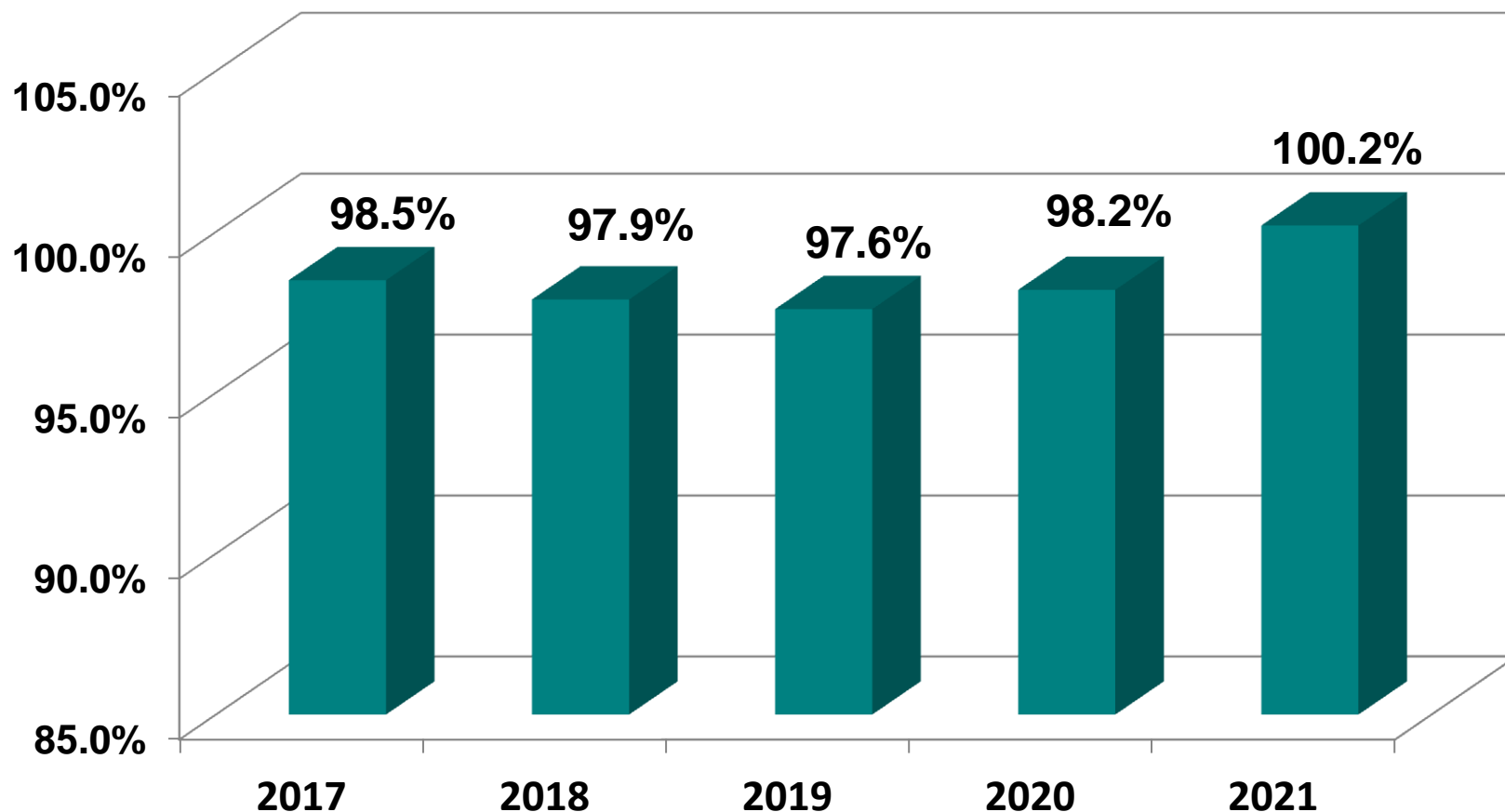


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
September Year-To-Date 2017 to 2021





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



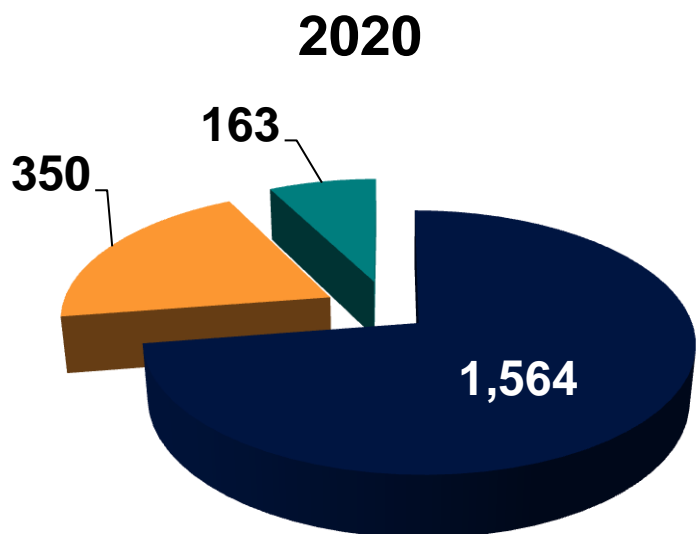


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
September Year-To-Date 2020 versus 2021
(Units)

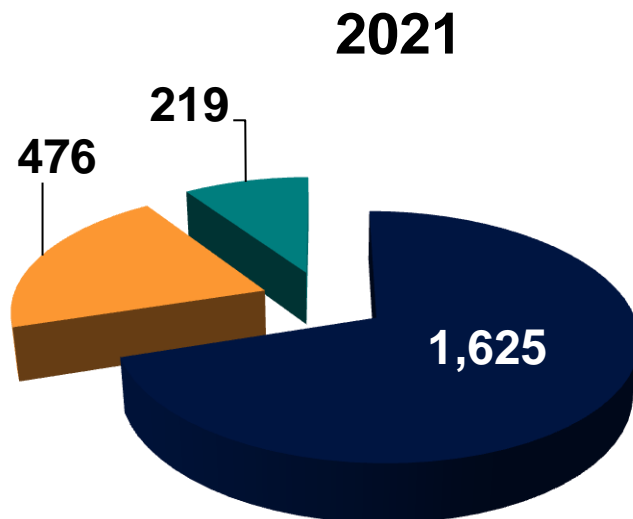
	2020	2021	% Difference
Under \$100,000	0	1	100%
\$100,000 to \$299,999	40	10	-75%
\$300,000 to \$499,999	448	137	-69%
\$500,000 to \$799,999	690	713	3%
\$800,000 to \$999,999	167	324	94%
\$1 to \$1.499 Million	137	265	93%
\$1.5 to \$1.999 Million	49	96	96%
Over \$2 Million	33	79	139%
Total All	1,564	1,625	4%



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

