



# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

### **November 2021**

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## MARKET OVERVIEW

Overall market activity in the southern Georgina Bay area continues to slow down as we approach the end of 2021

- Total MLS® dollar volume in November of \$192 million was up 3% from \$186 million in November 2020.
- MLS® unit sales in November were down 18%, with 201 sales in 2021 compared to 246 in November of last year.
- Year-to-date MLS® sales now total \$2.485 billion up \$608 million or 32% from \$1.877 billion in the first eleven 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 November totaled 414 properties down from 465 or 11% from last year. Year-to-date new MLS® listings are slightly below 2020 with 3,952 in 2021 versus 3,973 a year ago.
- MLS ® dollar and unit sales have been softening in the latter half of 2021 and we are seeing a return to price reductions in significant numbers and values as Sellers try to lure potential Buyers in a softening market.
- November YTD MLS® single family sales total 1,898 down 2% from 1,935 homes sold last year, condo sales of 576 units are up just over 1% while sales of vacant land have risen 12% from one year ago totalling 256 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 100.8% compared to 98.5% last year. The list-to-sale price ratio has been declining monthly from a high of 102.7% back in April driven by fewer multiple offers where properties typically sell for well above asking.
- The year-to-date median residential price is \$728,845 due to increased sales above \$500,000 and especially from \$800,000 and up. This number is up just over \$10,000 from \$718,419 in October.
- 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.



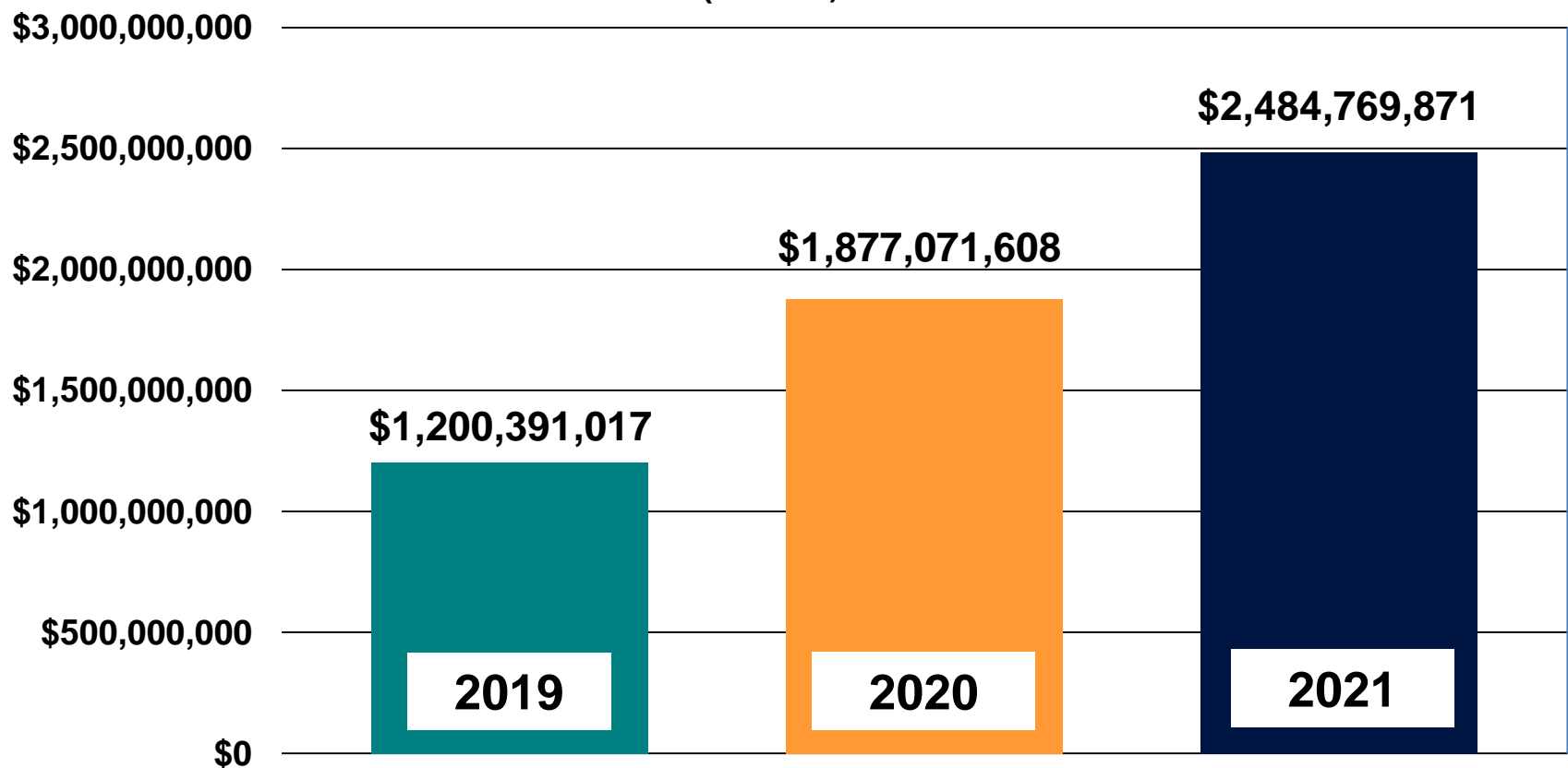


## **MARKET OVERVIEW continued....**

- Year-to-date MLS® single family home sales vary by municipality: Clearview Twp up 20%, Grey Highlands up 13%, Meaford up 6%, Blue Mountains down 18% with Collingwood & Wasaga Beach each down 9% from one year ago.
- 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 68% to 106%.
- While we still have a strong market the inventory of properties listed for sale on our MLS® System remains low, I expect this will continue through the winter months until we get closer to the spring.

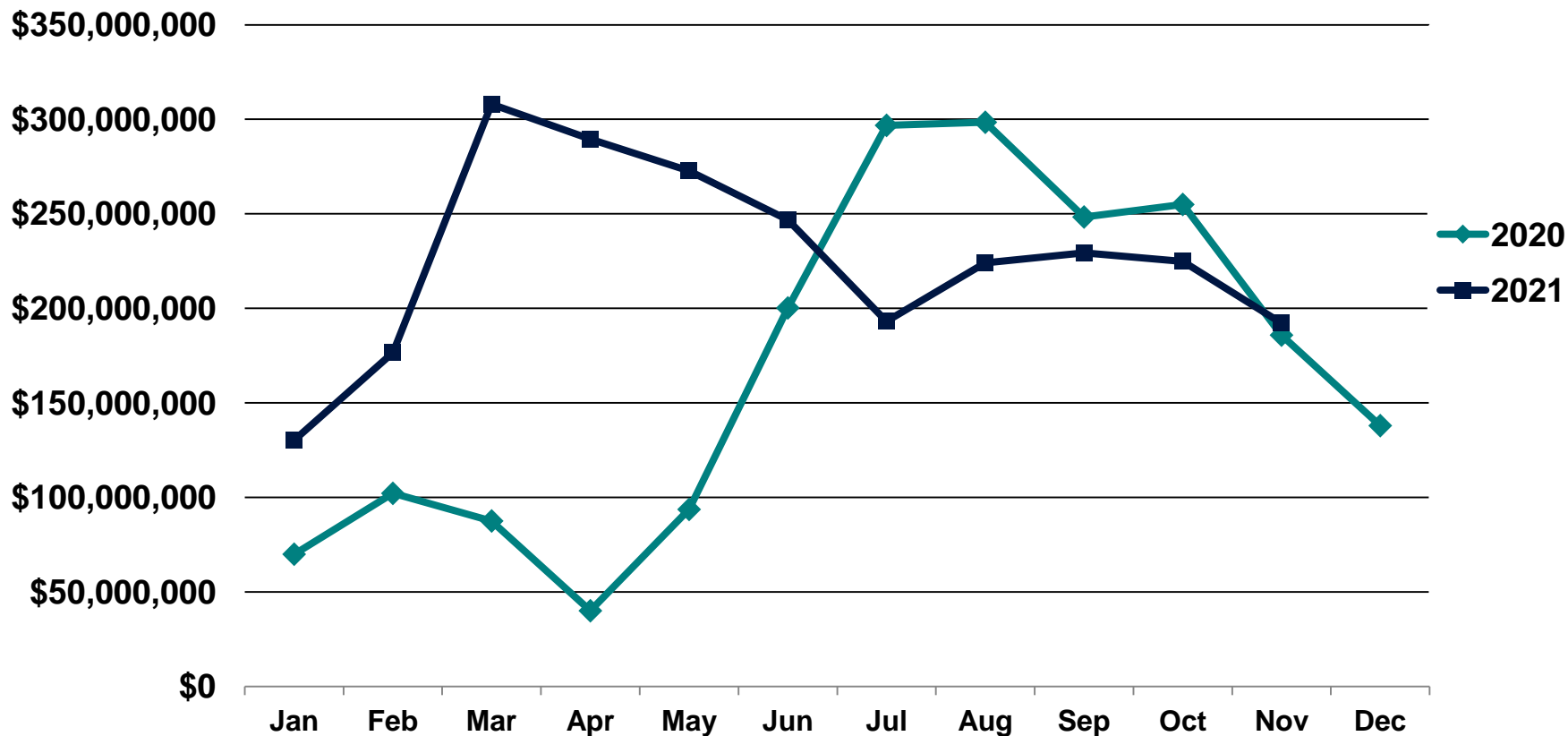


**SOUTHERN GEORGIAN BAY**  
**November Year-To- Date MLS® Sales Volume**  
**2019 versus 2020 versus 2021**  
**(Dollars)**



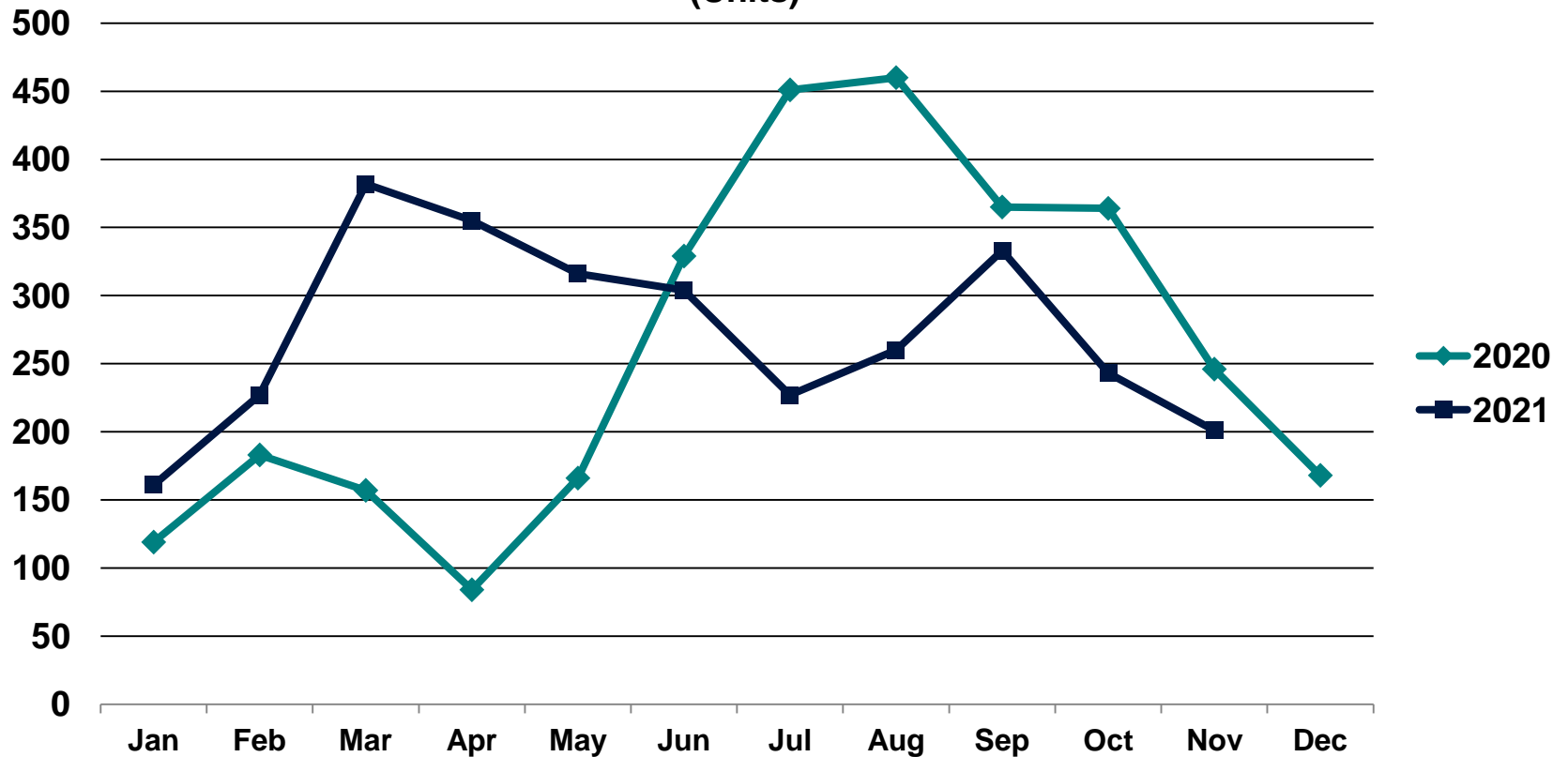


**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Dollars)





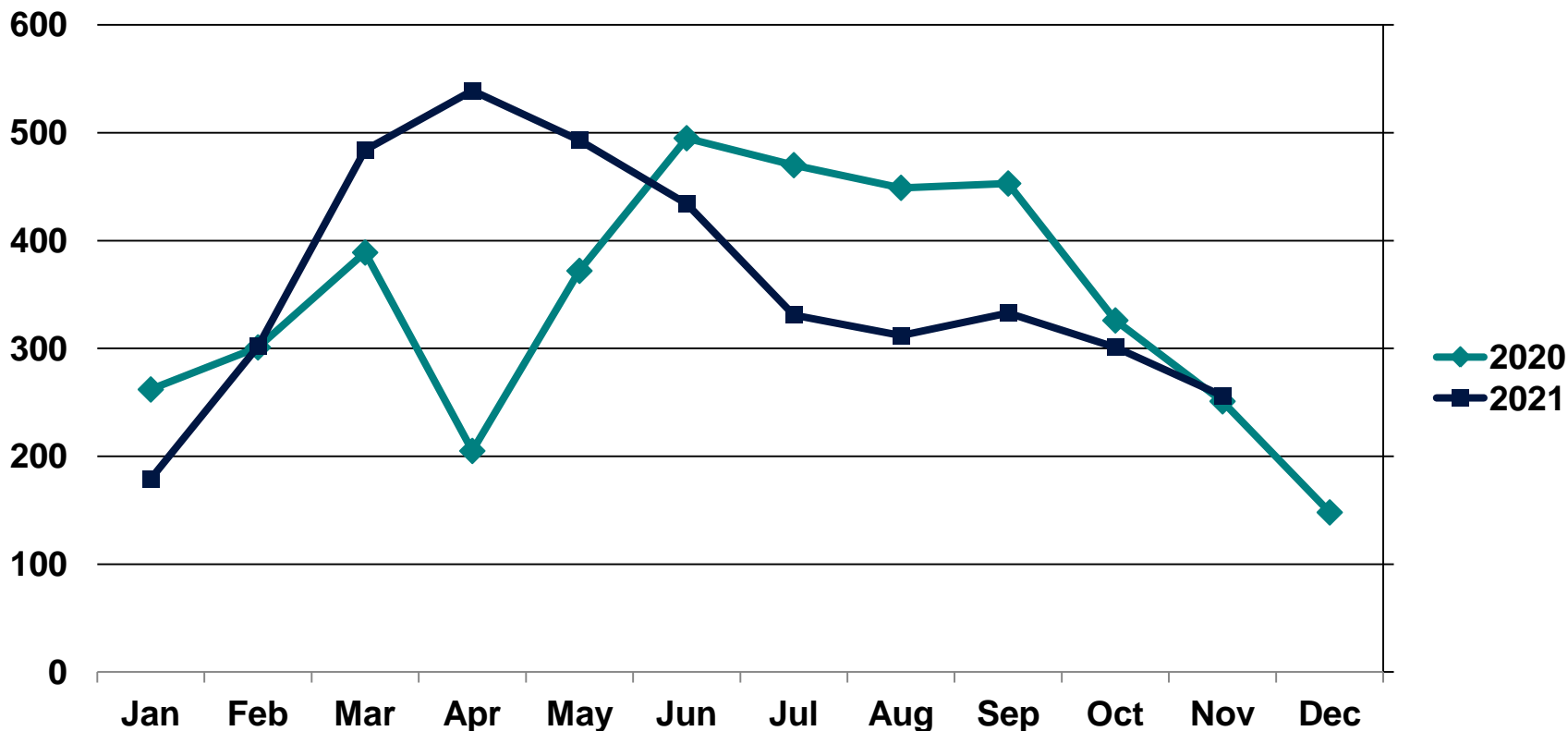
**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Units)





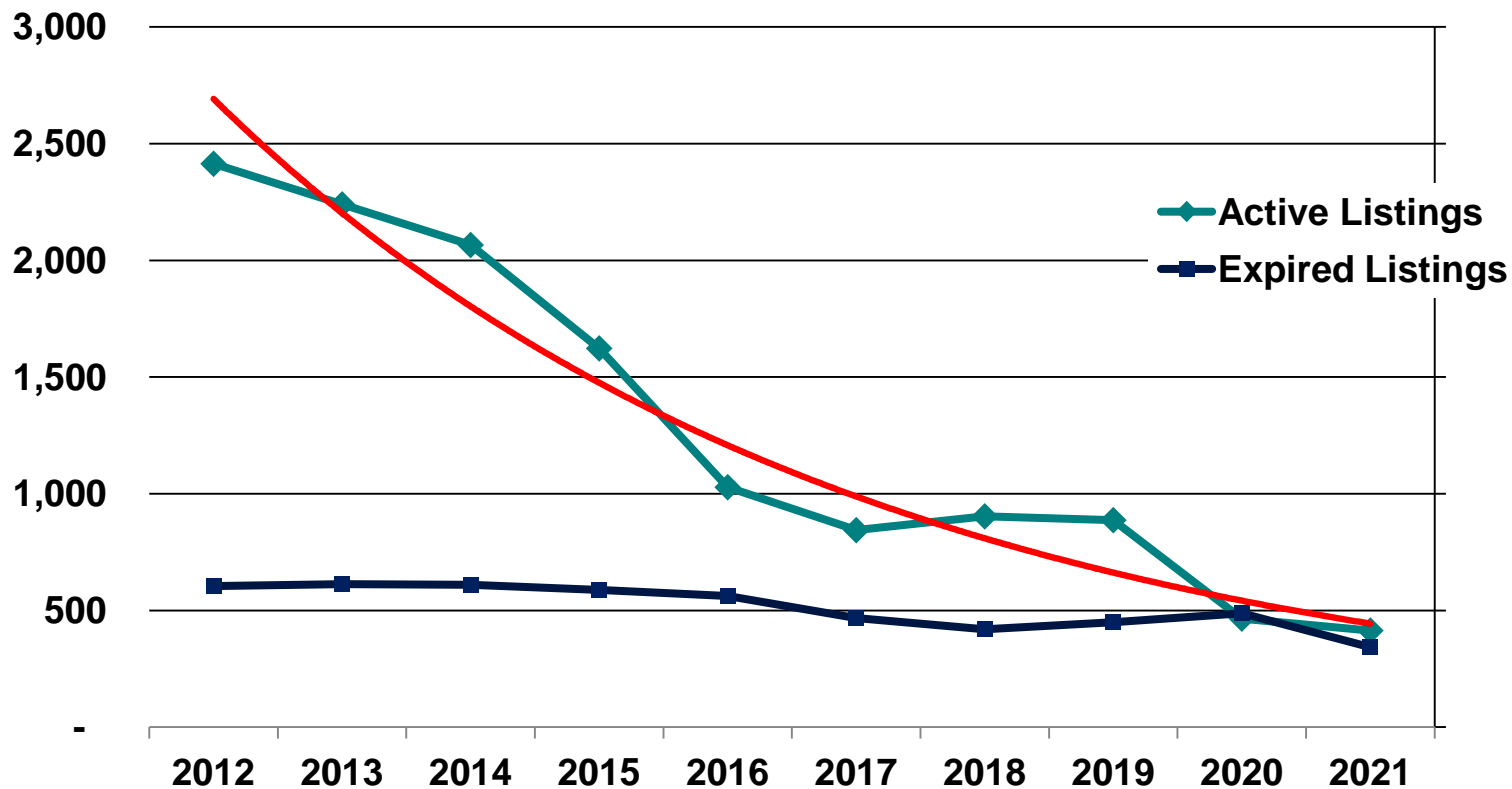


**SOUTHERN GEORGIAN BAY**  
**November Year-To-Date MLS® New Listings by Month**  
**2020 versus 2021**  
(Units)



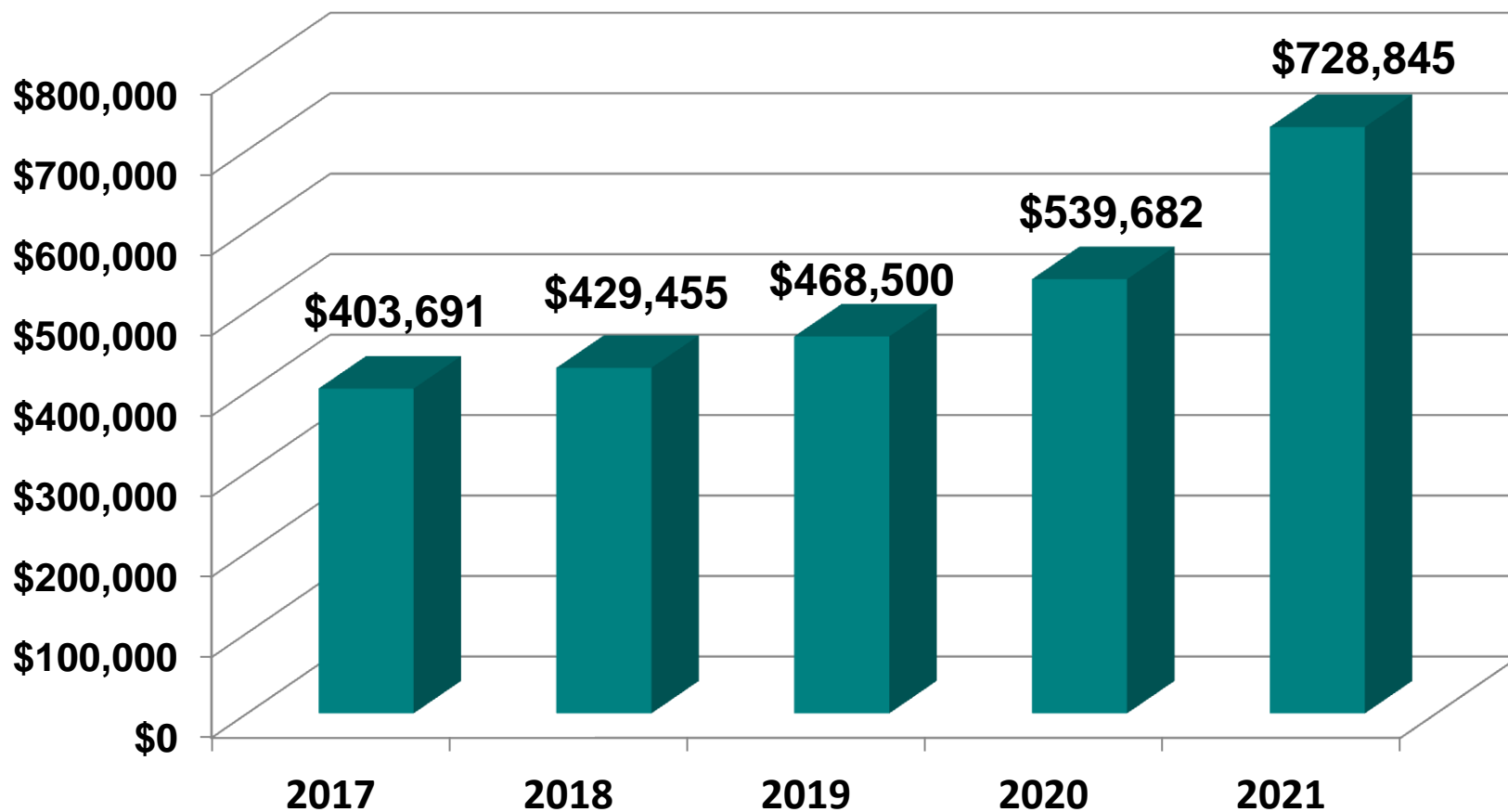


**SOUTHERN GEORGIAN BAY**  
**Active Versus Expired Listings**  
**November 2012 through 2021**  
(Units)



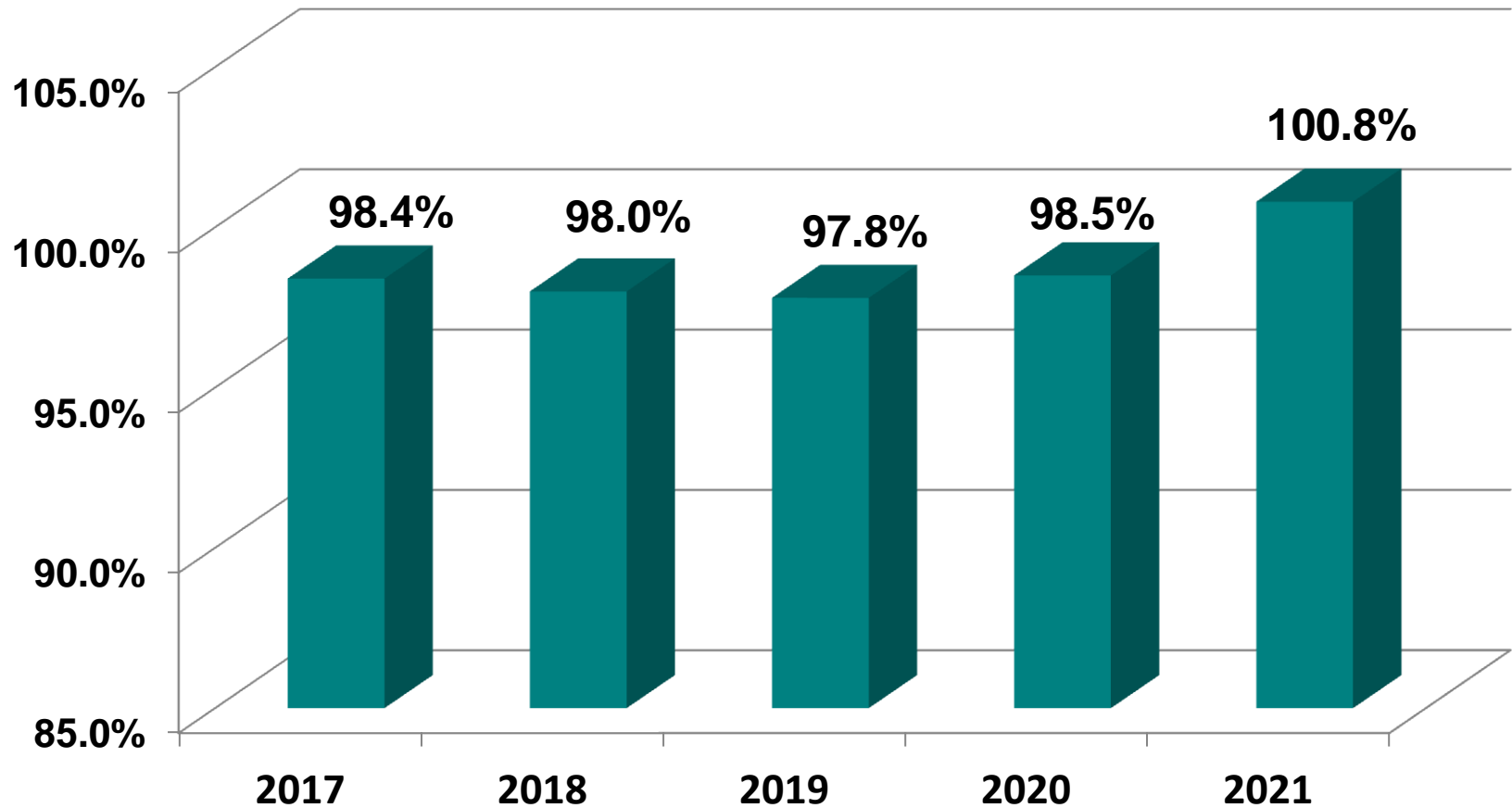


**SOUTHERN GEORGIAN BAY**  
**5 Year MLS® Residential Median Sale Prices**  
**November Year-To-Date 2017 to 2021**





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





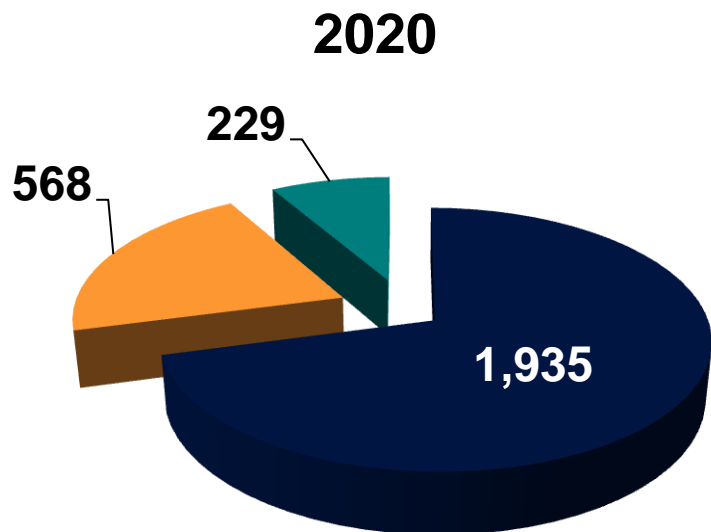
**SOUTHERN GEORGIAN BAY**  
**MLS® Single Family Home Sales by Price Range**  
**November Year-To-Date 2020 versus 2021**  
**(Units)**

	<b>2020</b>	<b>2021</b>	<b>% Difference</b>
<b>Under \$100,000</b>	<b>0</b>	<b>1</b>	<b>100%</b>
<b>\$100,000 to \$299,999</b>	<b>45</b>	<b>11</b>	<b>-76%</b>
<b>\$300,000 to \$499,999</b>	<b>513</b>	<b>162</b>	<b>-68%</b>
<b>\$500,000 to \$799,999</b>	<b>860</b>	<b>803</b>	<b>-7%</b>
<b>\$800,000 to \$999,999</b>	<b>216</b>	<b>380</b>	<b>76%</b>
<b>\$1 to \$1.499 Million</b>	<b>180</b>	<b>319</b>	<b>77%</b>
<b>\$1.5 to \$1.999 Million</b>	<b>72</b>	<b>121</b>	<b>68%</b>
<b>Over \$2 Million</b>	<b>49</b>	<b>101</b>	<b>106%</b>
<b>Total All</b>	<b>1,935</b>	<b>1,898</b>	<b>-2%</b>

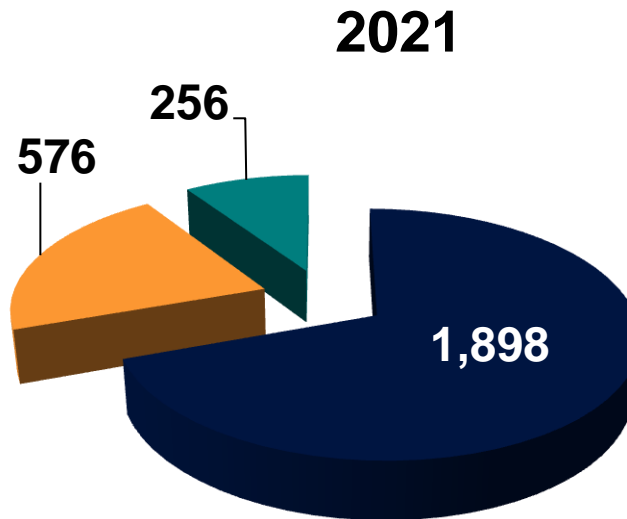




**SOUTHERN GEORGIAN BAY  
MLS® Residential Sales by Property Type  
November Year-To-Date 2020 versus 2021  
(Units)**



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



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

