



SOUTHERN GEORGIAN BAY

Real Estate Market Report

October 2021

RICK CROUCH

Broker

MVA (Market Value Appraiser – Residential)

rcrouch@sothebysrealty.ca





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 October of \$223 million was down 12% from \$254 million in sales for October 2020.
- MLS® unit sales in October were down 33%, with 243 sales in 2021 compared to 364 one year ago.
- Year-to-date MLS® sales now total \$2.294 billion up \$603 million or 33% from \$1.61 billion in the first ten 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 October totaled 301 properties down from 326 or 8% from last year. Year-to-date new MLS® listings are slightly below 2020 with 3,696 versus 3,722 last year.
- MLS ® dollar and unit sales have been softening monthly July thru October, we are also seeing a return to price reductions in significant numbers and values.
- October YTD MLS® single family sales total 1,780 down slightly from 1,799 homes sold last year, condo sales of 529 units are up 5% while sales of vacant land have risen 20% from one year ago and now total 237 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 100.1% compared to 98.3% 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 \$718,6185 driven by increased sales above \$500,000 and especially from \$800,000 and up. This number is up slightly from \$710,650 in September.
- 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.

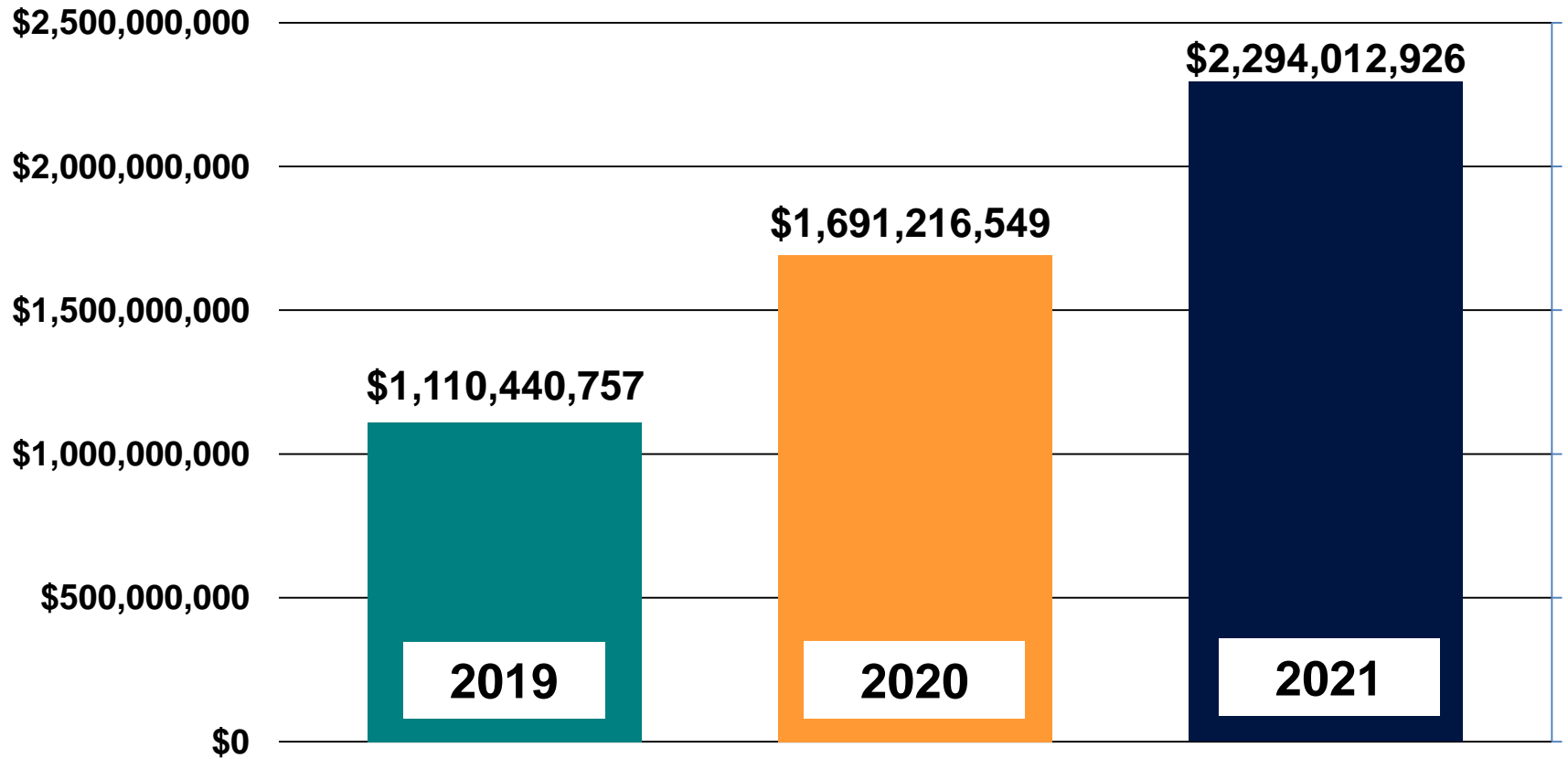


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales by municipality vary: Clearview Twp up 24%, Grey Highlands up 19%, Collingwood down .5%, Meaford up 2%, with Blue Mountains down 18% and Wasaga Beach down 9%,
- 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 74% to 143%.
- 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.

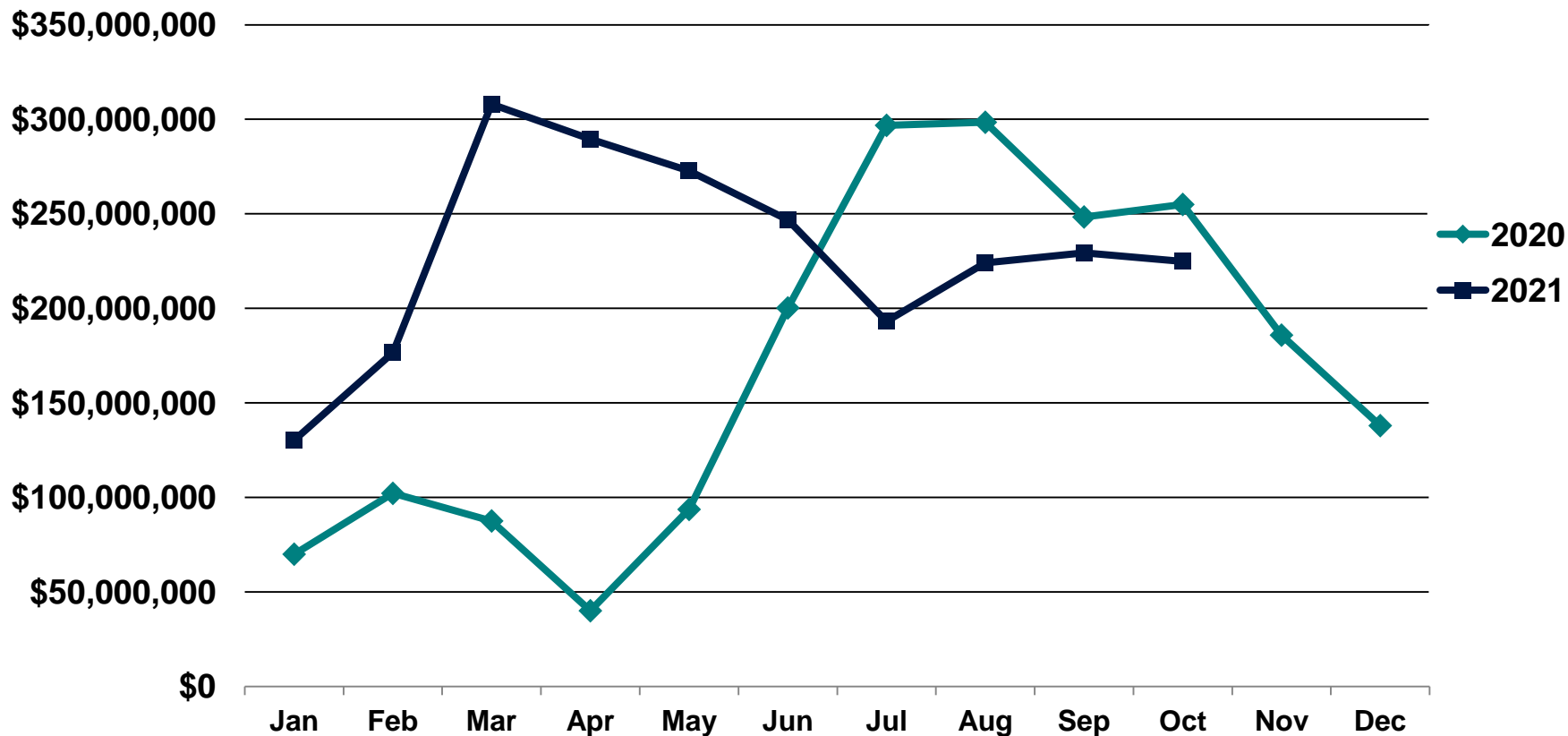


SOUTHERN GEORGIAN BAY
October Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



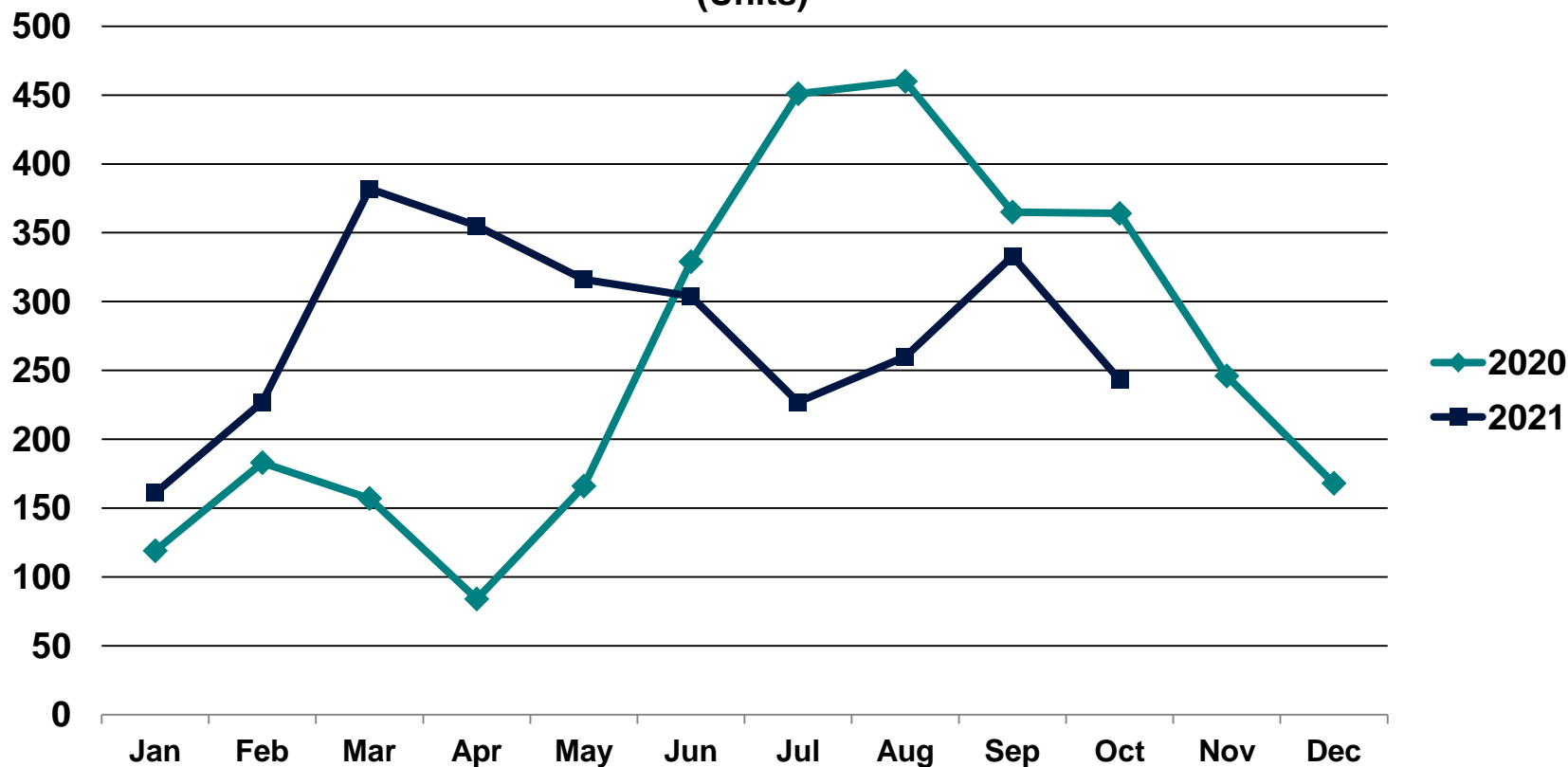


SOUTHERN GEORGIAN BAY
October Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



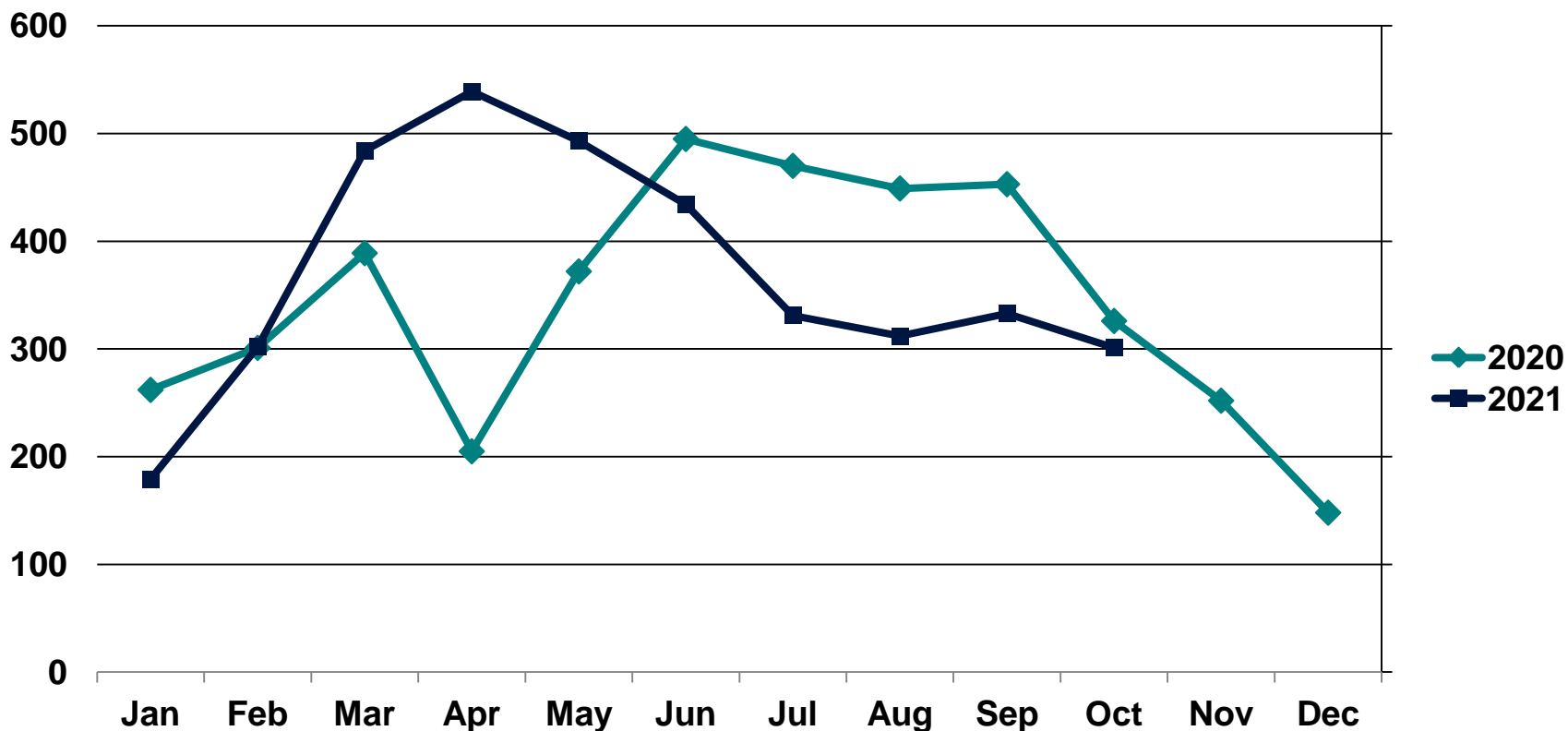


SOUTHERN GEORGIAN BAY
October Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



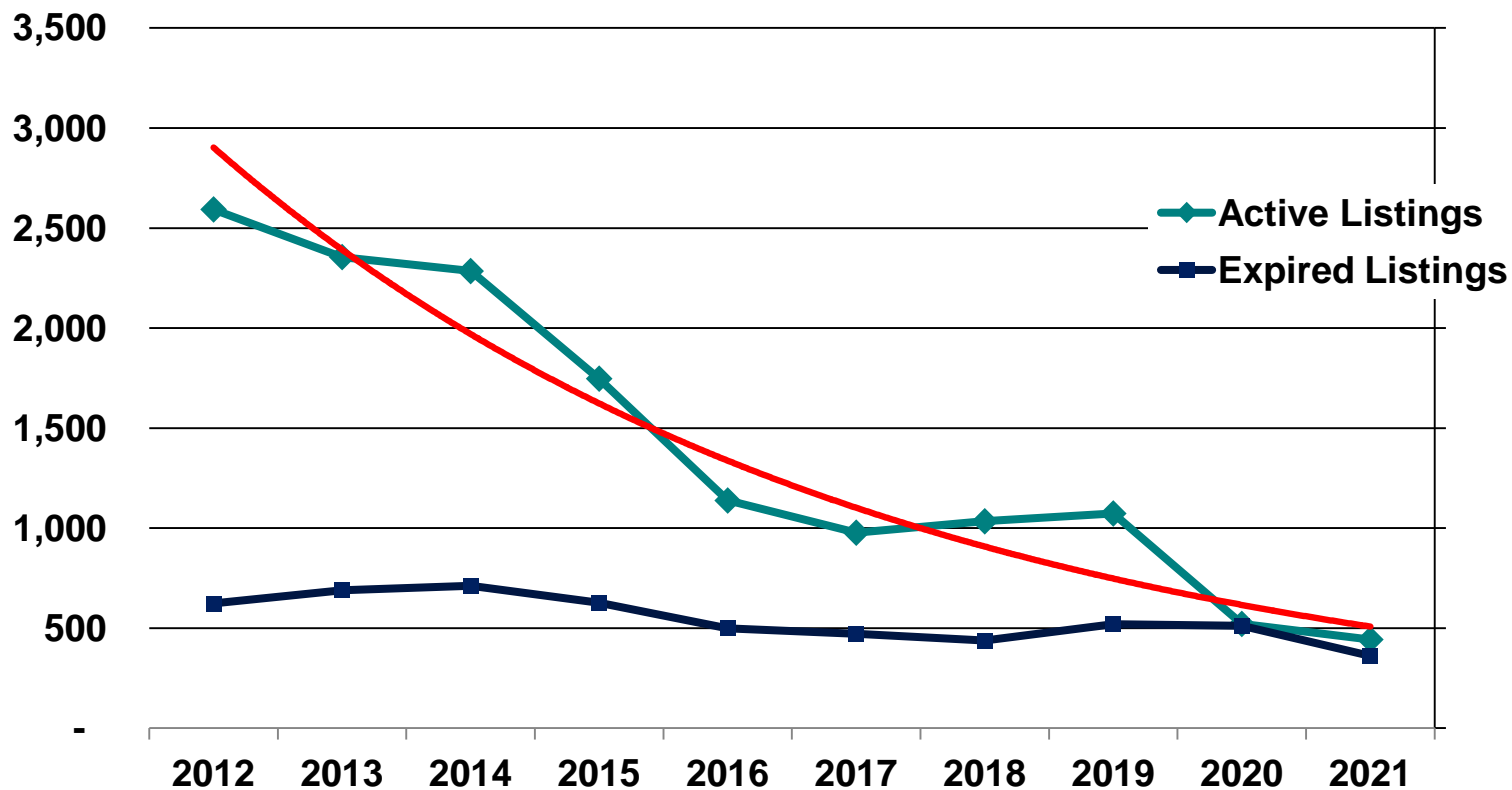


SOUTHERN GEORGIAN BAY
October Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



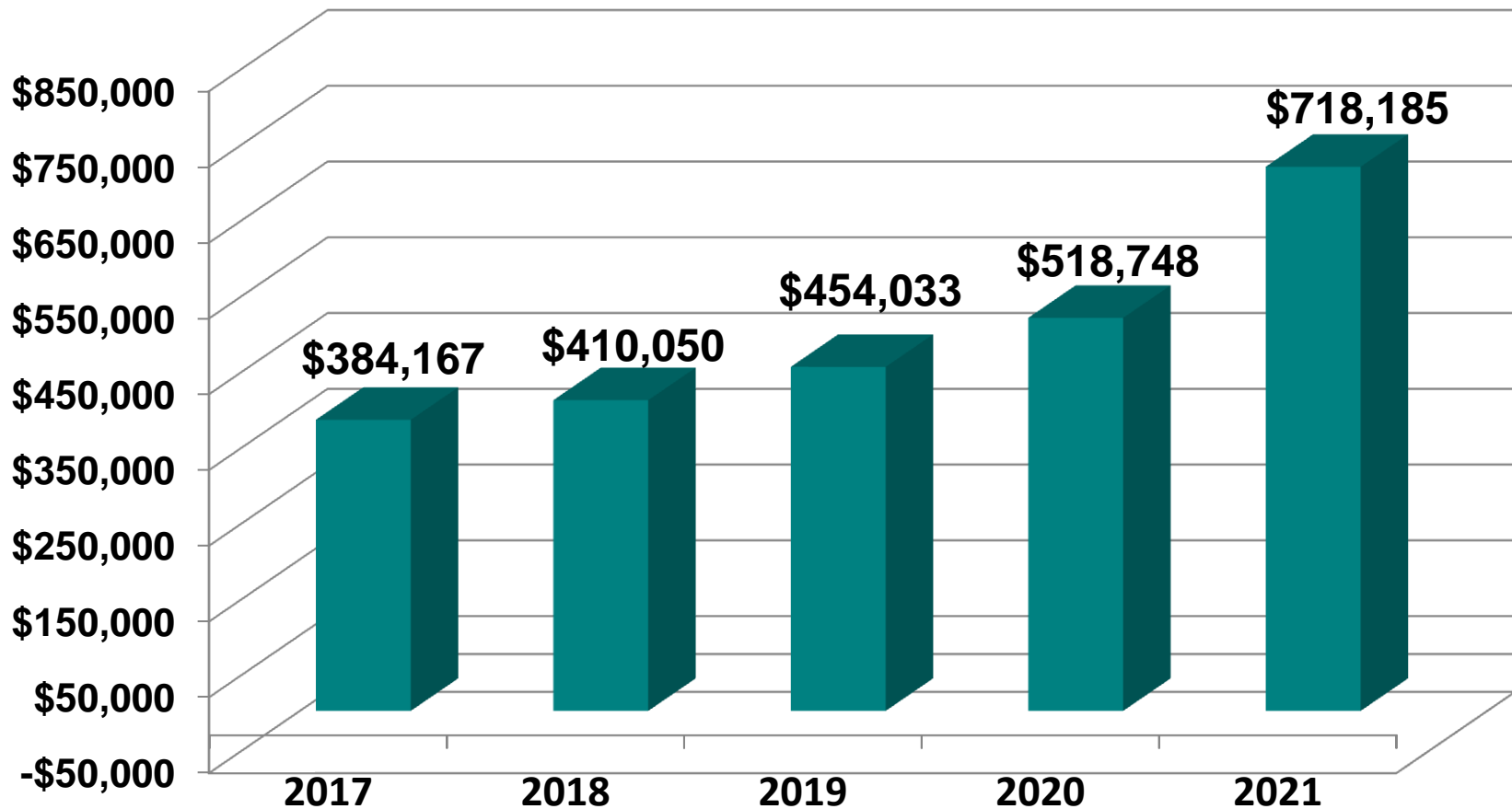


**SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
September 2012 through 2021
(Units)**



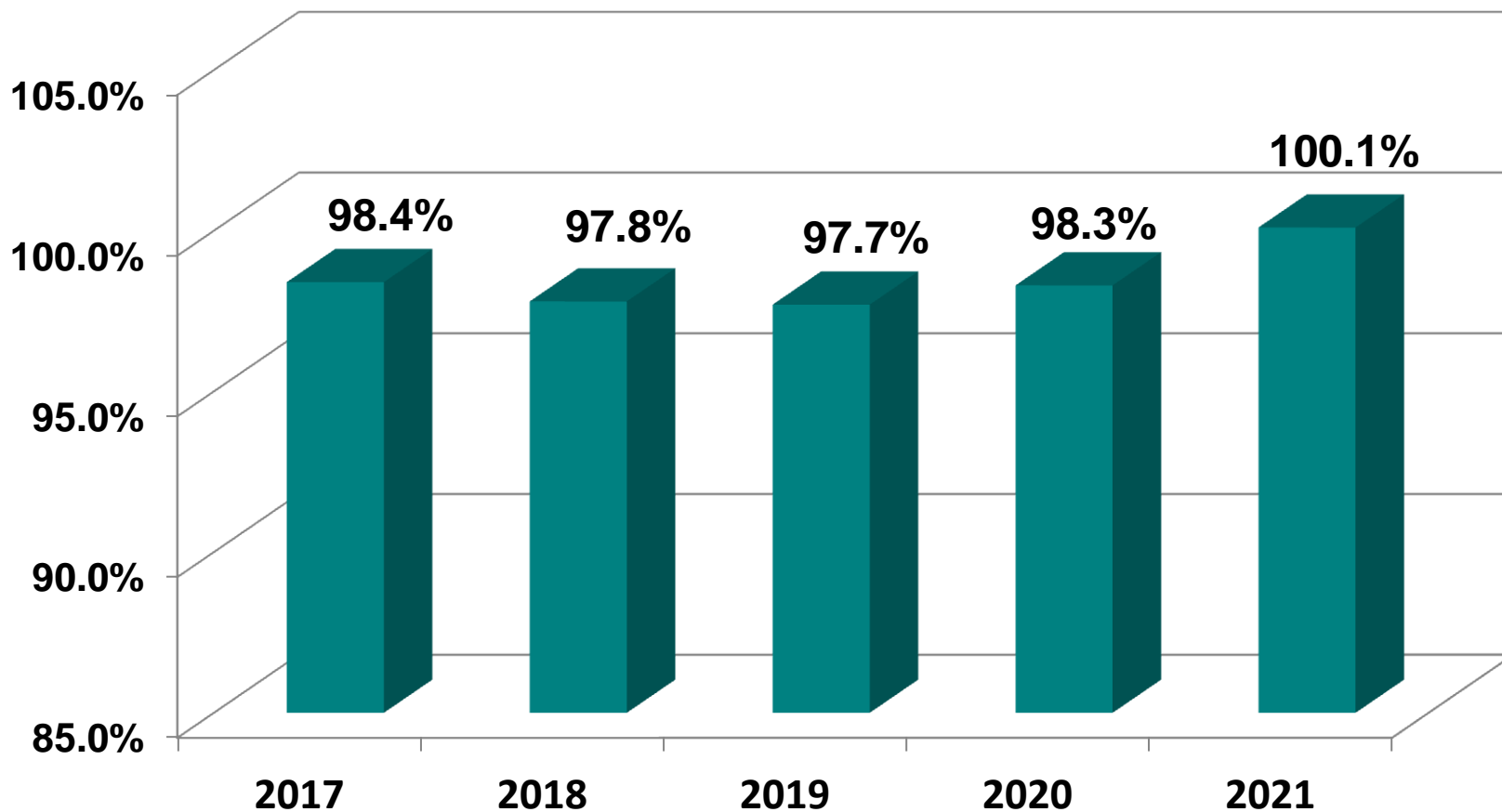


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
October Year-To-Date 2017 to 2021





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



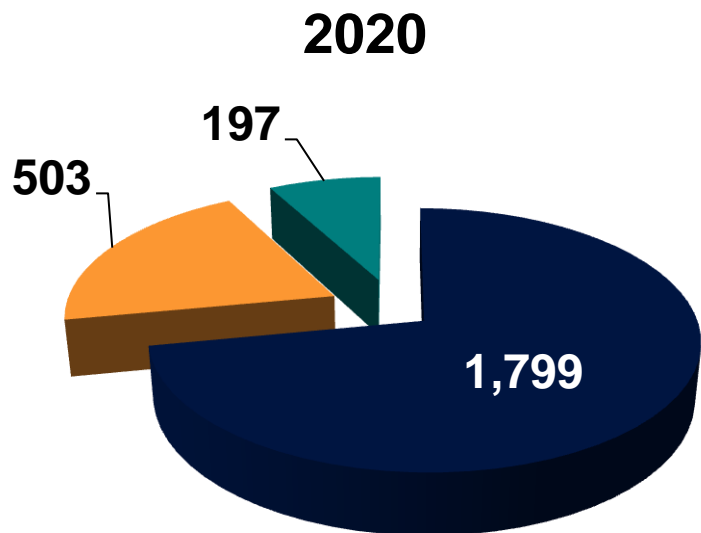


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
October Year-To-Date 2020 versus 2021
(Units)

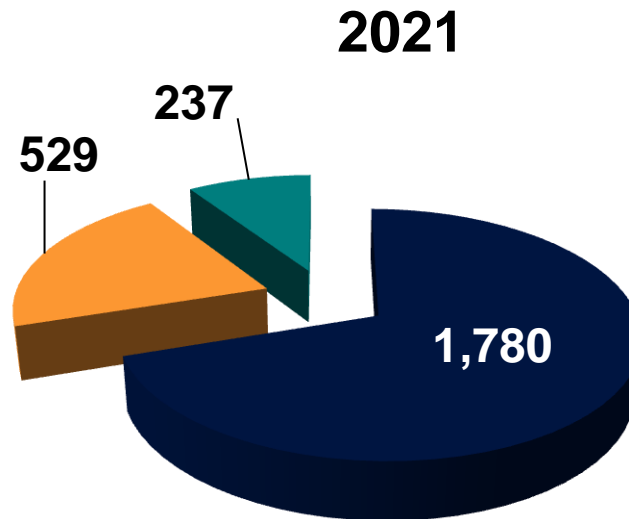
	2020	2021	% Difference
Under \$100,000	0	1	100%
\$100,000 to \$299,999	44	11	-75%
\$300,000 to \$499,999	490	146	-70%
\$500,000 to \$799,999	801	768	4%
\$800,000 to \$999,999	195	354	82%
\$1 to \$1.499 Million	168	297	77%
\$1.5 to \$1.999 Million	65	113	74%
Over \$2 Million	37	90	143%
Total All	1,799	1,780	-1%



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

