



# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

### **October 2021**

**RICK CROUCH**

Broker

MVA (Market Value Appraiser – Residential)

[rcrouch@sothebysrealty.ca](mailto: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.



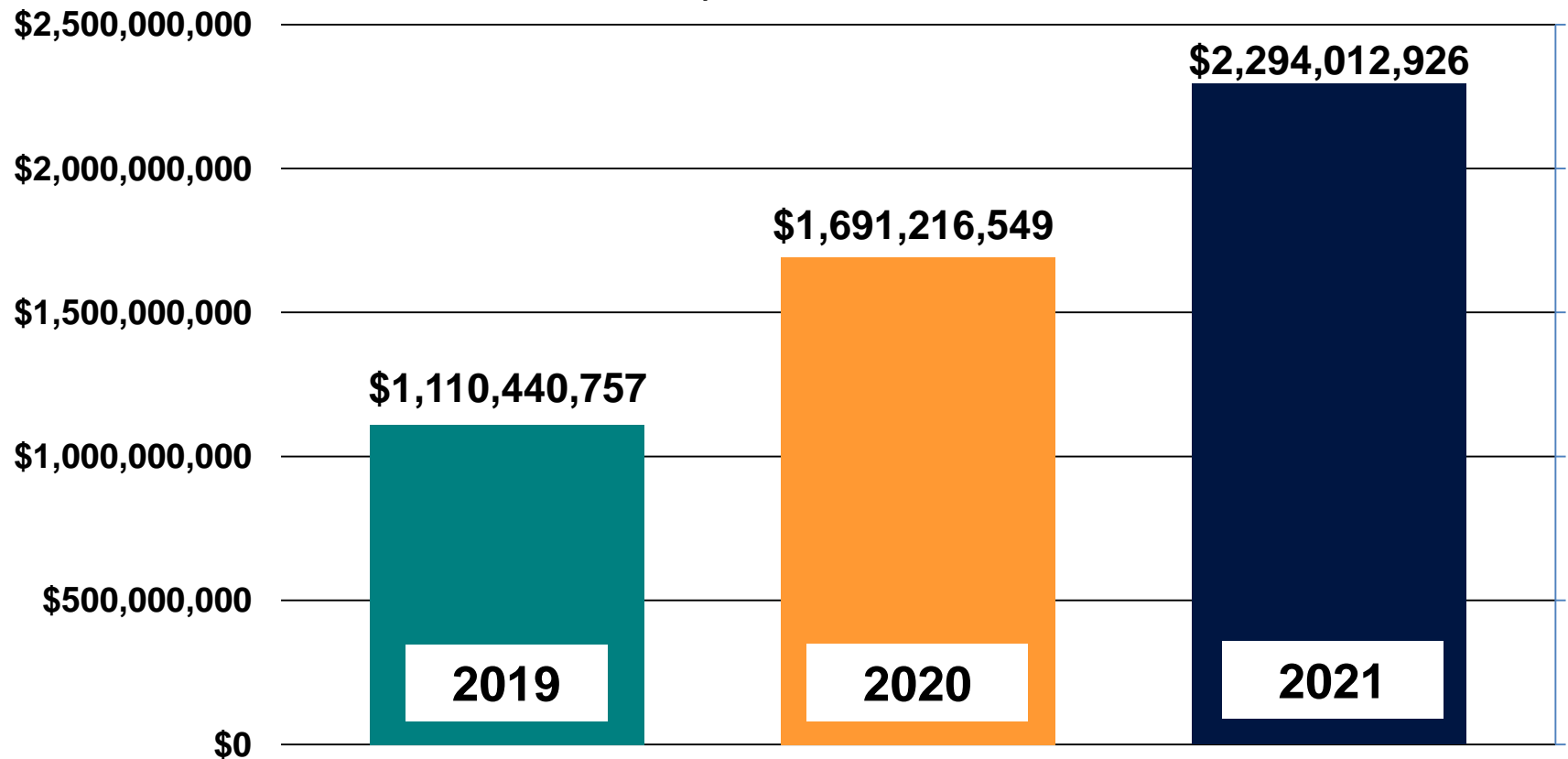


## **MARKET OVERVIEW continued....**

- 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.

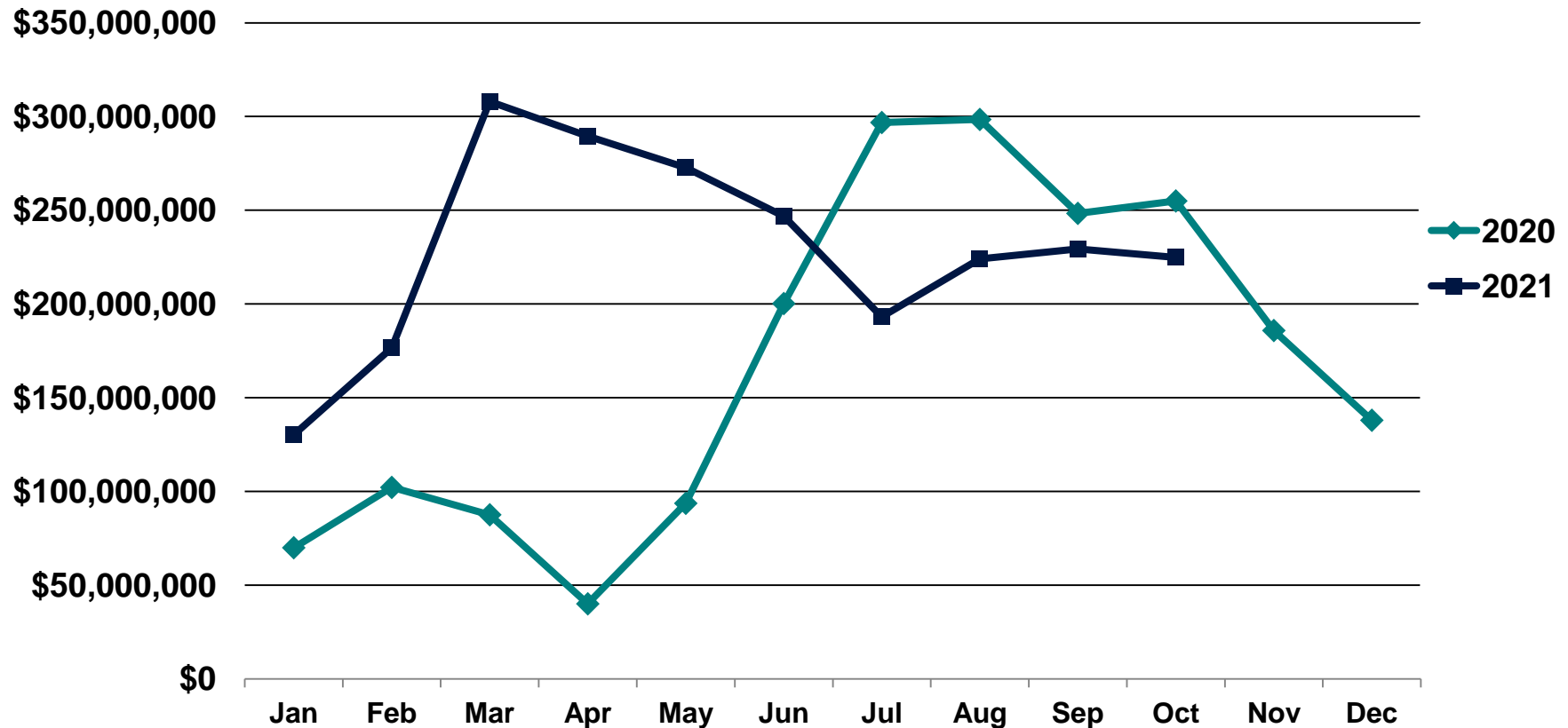


**SOUTHERN GEORGIAN BAY**  
**October Year-To- Date MLS® Sales Volume**  
**2019 versus 2020 versus 2021**  
(Dollars)



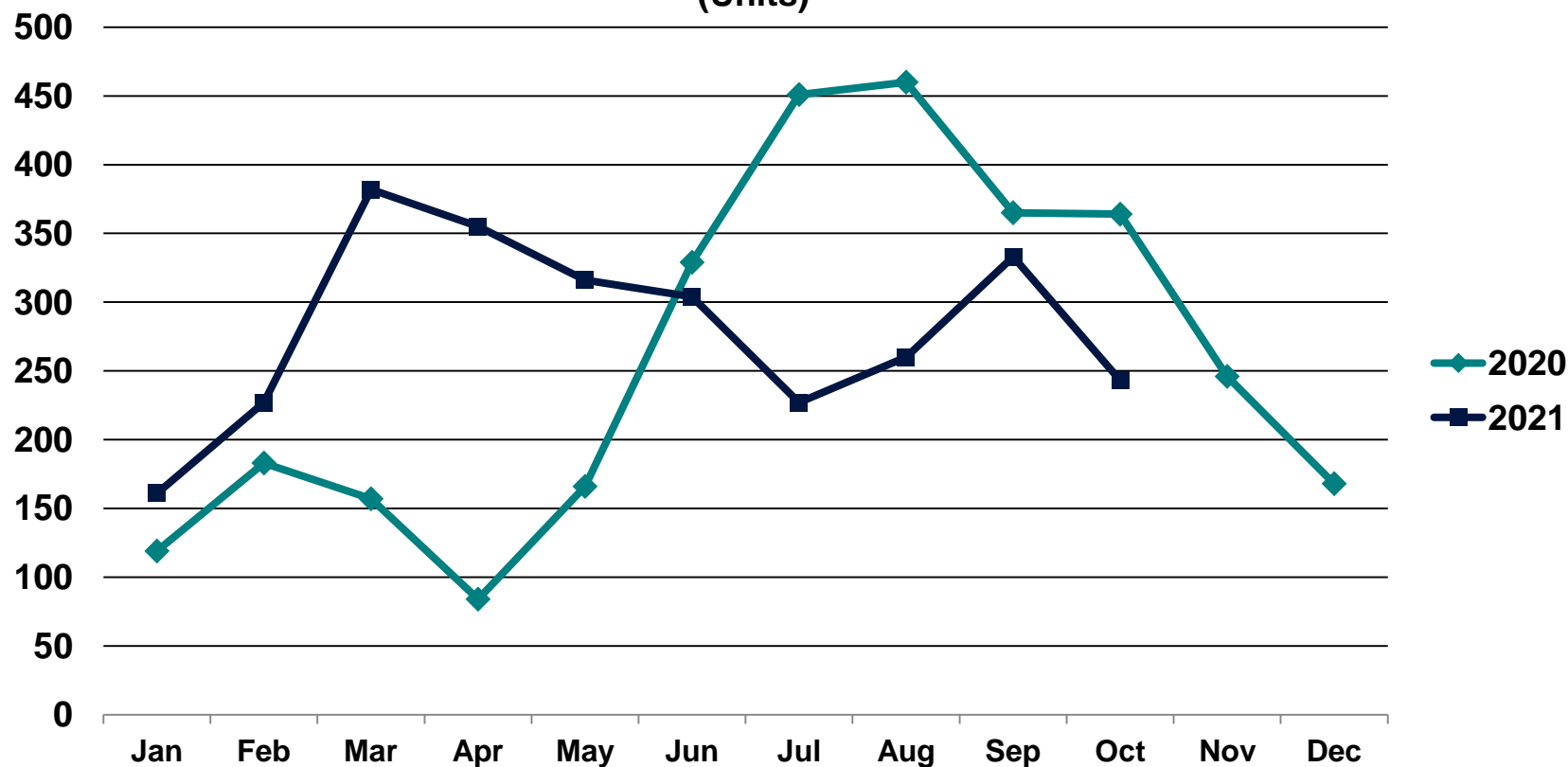


**SOUTHERN GEORGIAN BAY**  
**October Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Dollars)





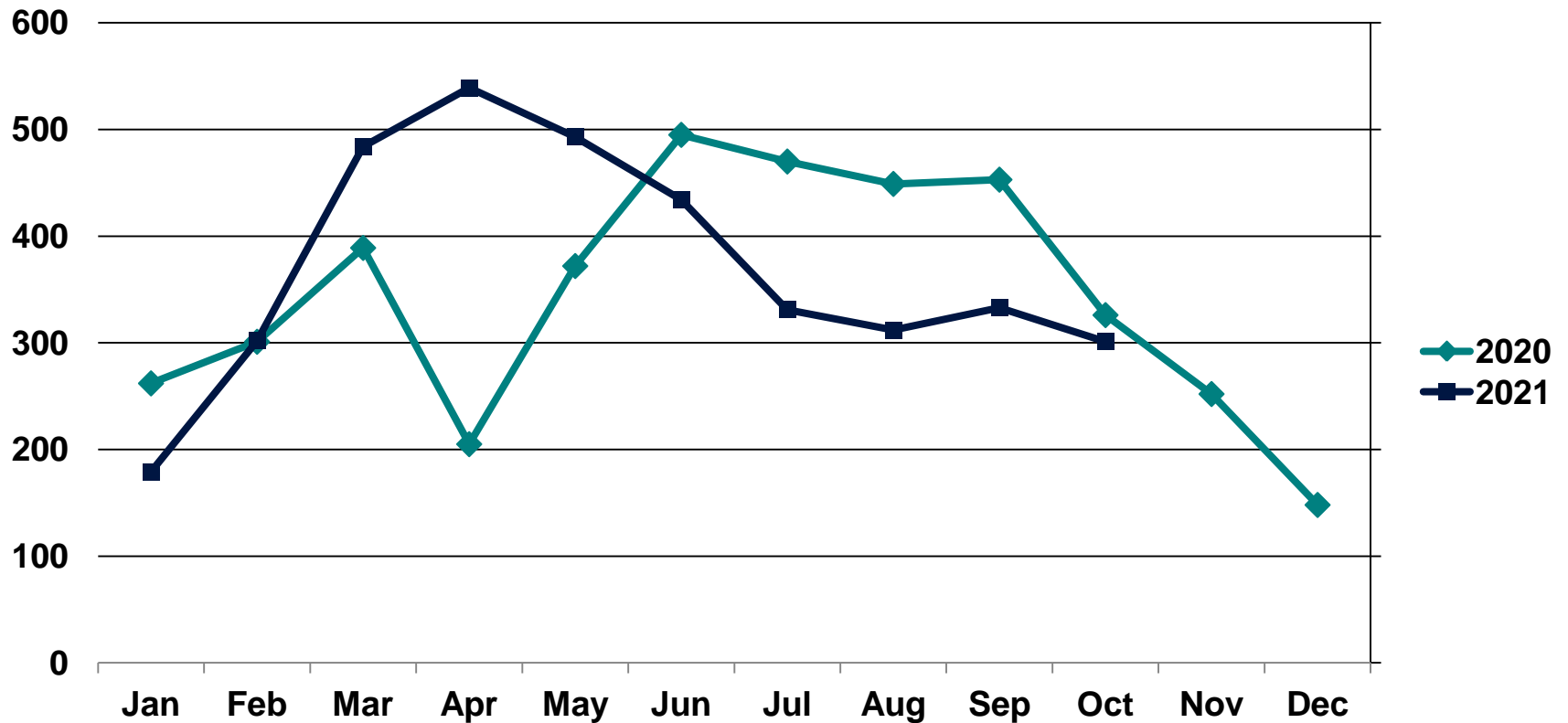
**SOUTHERN GEORGIAN BAY**  
**October Year-To-Date Total MLS® Sales by Month**  
**2020 versus 2021**  
(Units)





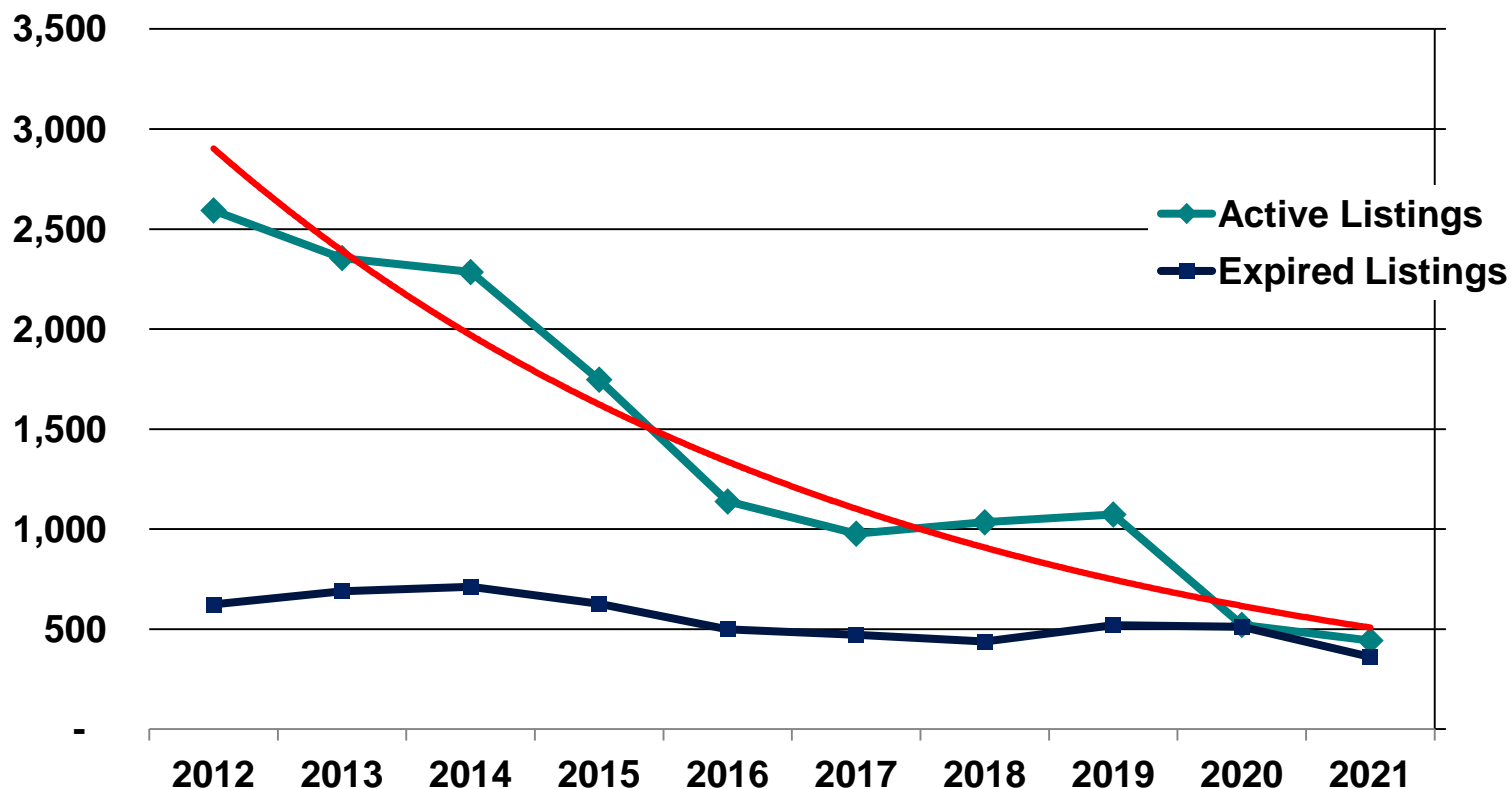


**SOUTHERN GEORGIAN BAY**  
**October Year-To-Date MLS® New Listings by Month**  
**2020 versus 2021**  
(Units)



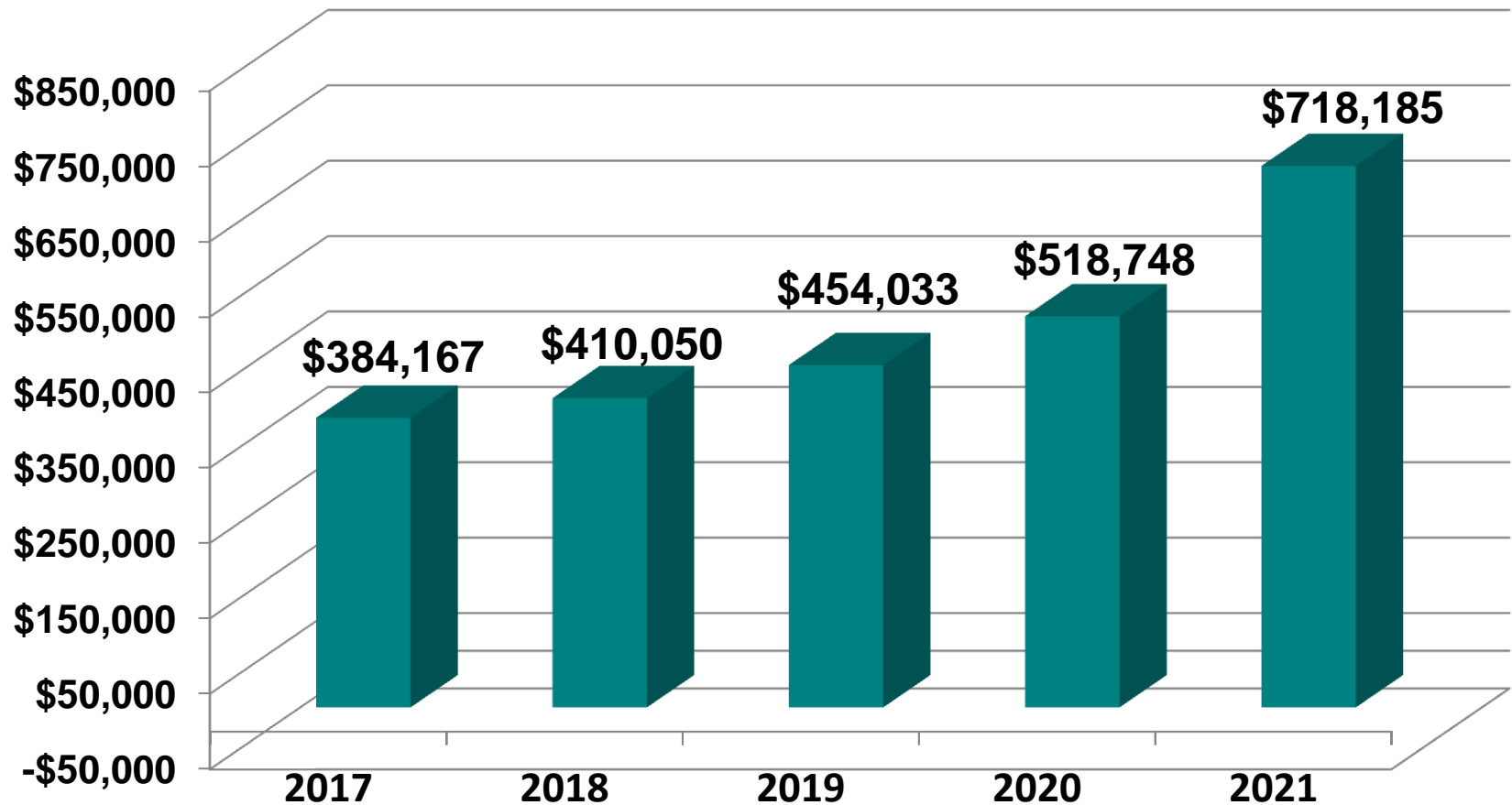


**SOUTHERN GEORGIAN BAY**  
**Active Versus Expired Listings**  
**September 2012 through 2021**  
(Units)



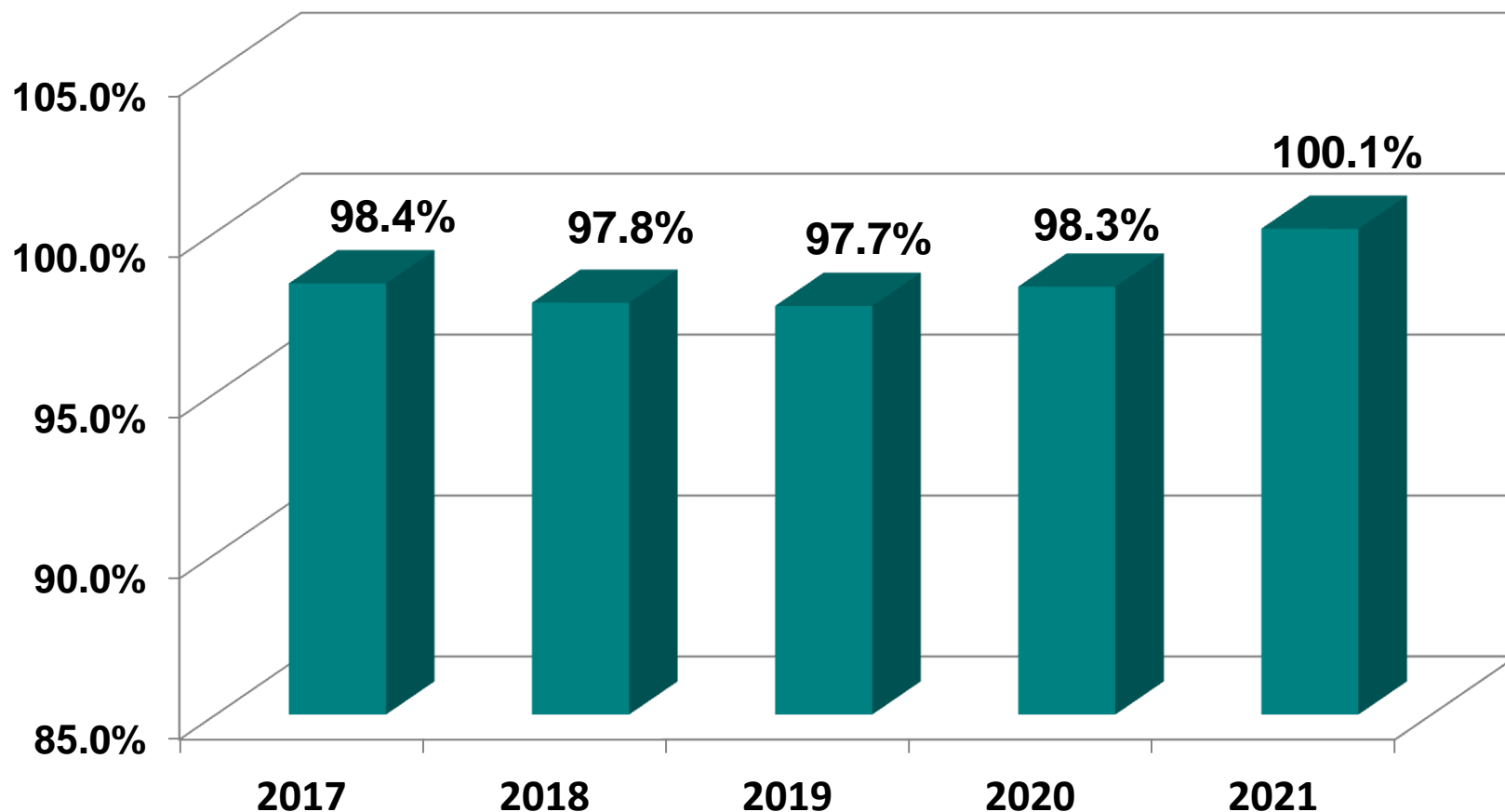


**SOUTHERN GEORGIAN BAY**  
**5 Year MLS® Residential Median Sale Prices**  
**October Year-To-Date 2017 to 2021**





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





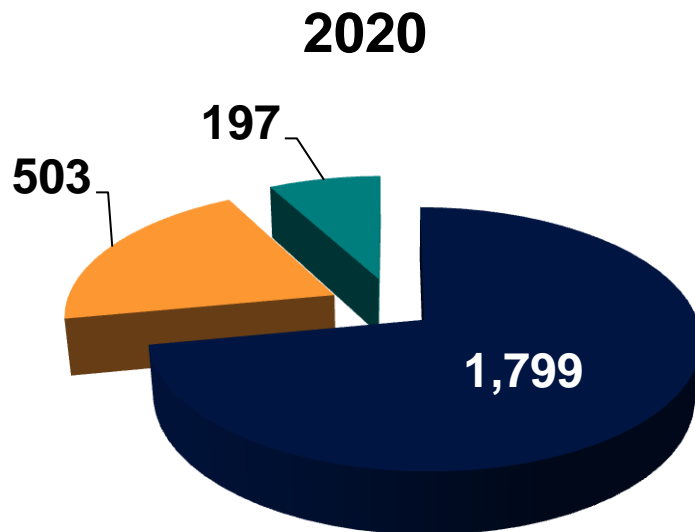
**SOUTHERN GEORGIAN BAY**  
**MLS® Single Family Home Sales by Price Range**  
**October Year-To-Date 2020 versus 2021**  
**(Units)**

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

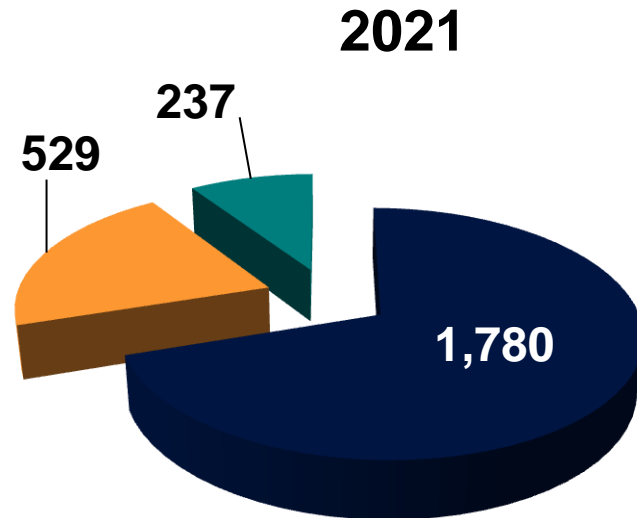




**SOUTHERN GEORGIAN BAY**  
**MLS® Residential Sales by Property Type**  
**October Year-To-Date 2020 versus 2021**  
(Units)



- 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)

