



SOUTHERN GEORGIAN BAY

Real Estate Market Report

2021 Year In Review

RICK CROUCH

Broker

MVA (Market Value Appraiser – Residential)

rcrouch@sothebysrealty.ca





MARKET OVERVIEW

Overall it was another record year for real estate sales across the southern Georgian Bay area in 2021.

- MLS® sales in December of \$153.6 Million were up 13% from one year ago while unit sales in December were up a modest 2%,
- Total MLS® dollar volume for 2021 of \$2.6 Billion was up \$623 Million or 31% from \$2.0 Billion in 2020.
- Total MLS® unit sales in 2021 of 3,092 properties were just two more than sales of 3,090 units in 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 2021 totalled 4,099 properties down 5% from 4,121 in 2020. Demand has clearly outpaced the number of properties listed for sale and this trend is expected to continue in 2022
- Year end MLS® single family sales total 1,997 down a modest 2% from 2,035 homes sold last year, condo sales of 614 units are also up 2% while sales of vacant land have risen 8 % from one year ago totalling 270 properties compared to 249 last year.
- Sales in 2021 would undoubtedly have been risen higher had there been adequate inventory to satisfy the robust demand.

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 list to sale price ratio ended 2021 at 100.4% 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 2021 year end median residential price is just under \$747,000 due to increased sales especially from \$800,000 and up. This number fluctuated monthly in 2021 from \$710,000 to a high of \$799,000 in the month of December.
- All of the above numbers including reduced unit sales activity, a slow down in multiple offers, a drop in the list-to-sale price ratio and the re-emergence of price reductions indicates a changing market.

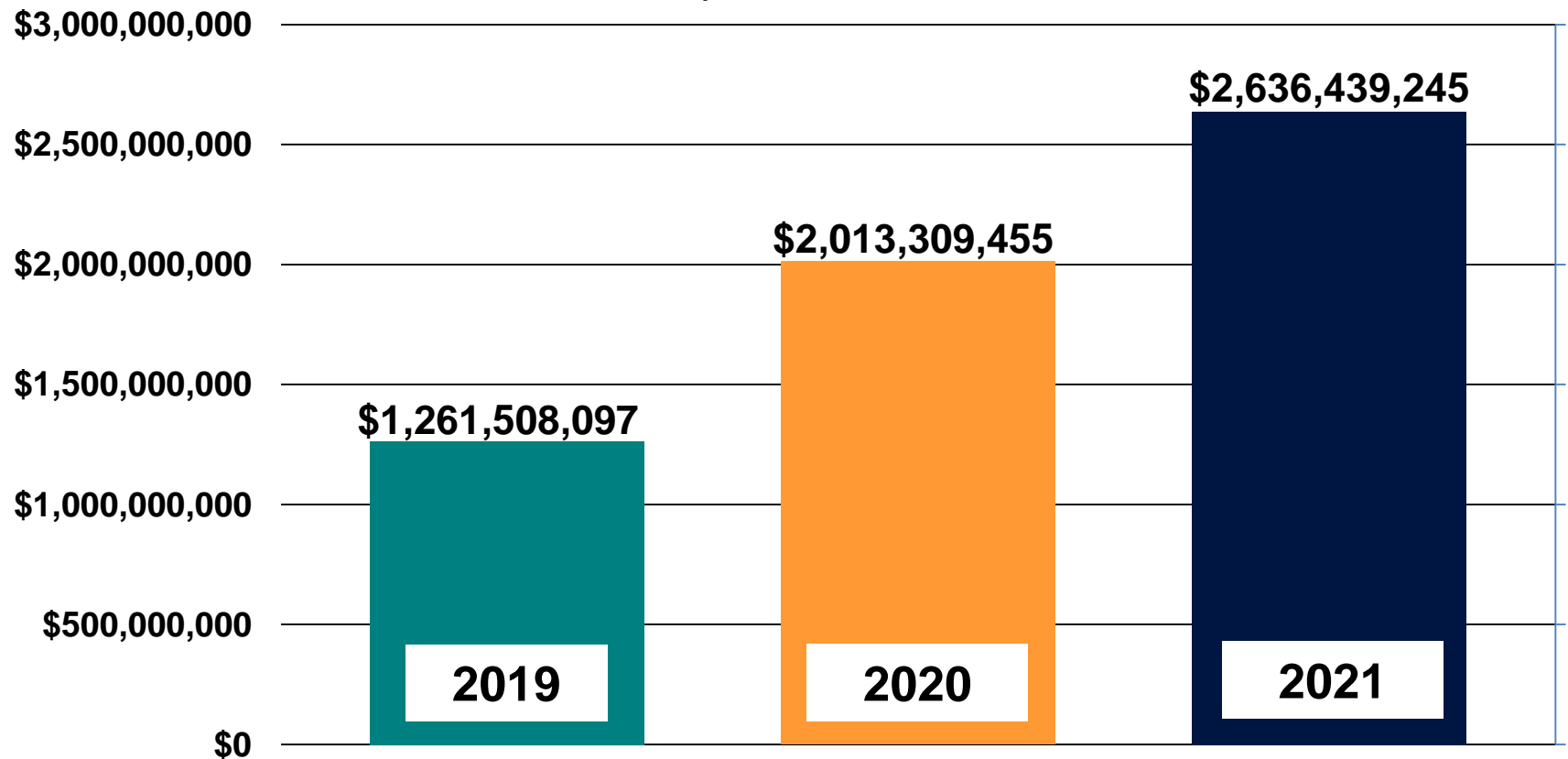


MARKET OVERVIEW continued....

- 2021 MLS® single family home sales vary by municipality: Clearview Twp up 19%, Grey Highlands up 13%, Meaford up 5%, Blue Mountains down 16% with Collingwood & Wasaga Beach down 1% and 10% respectively 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 60% to 104%.
- While we still have a strong market the inventory of properties listed for sale on our MLS® System remains low and I expect this will continue through the winter months until we get closer to the spring.

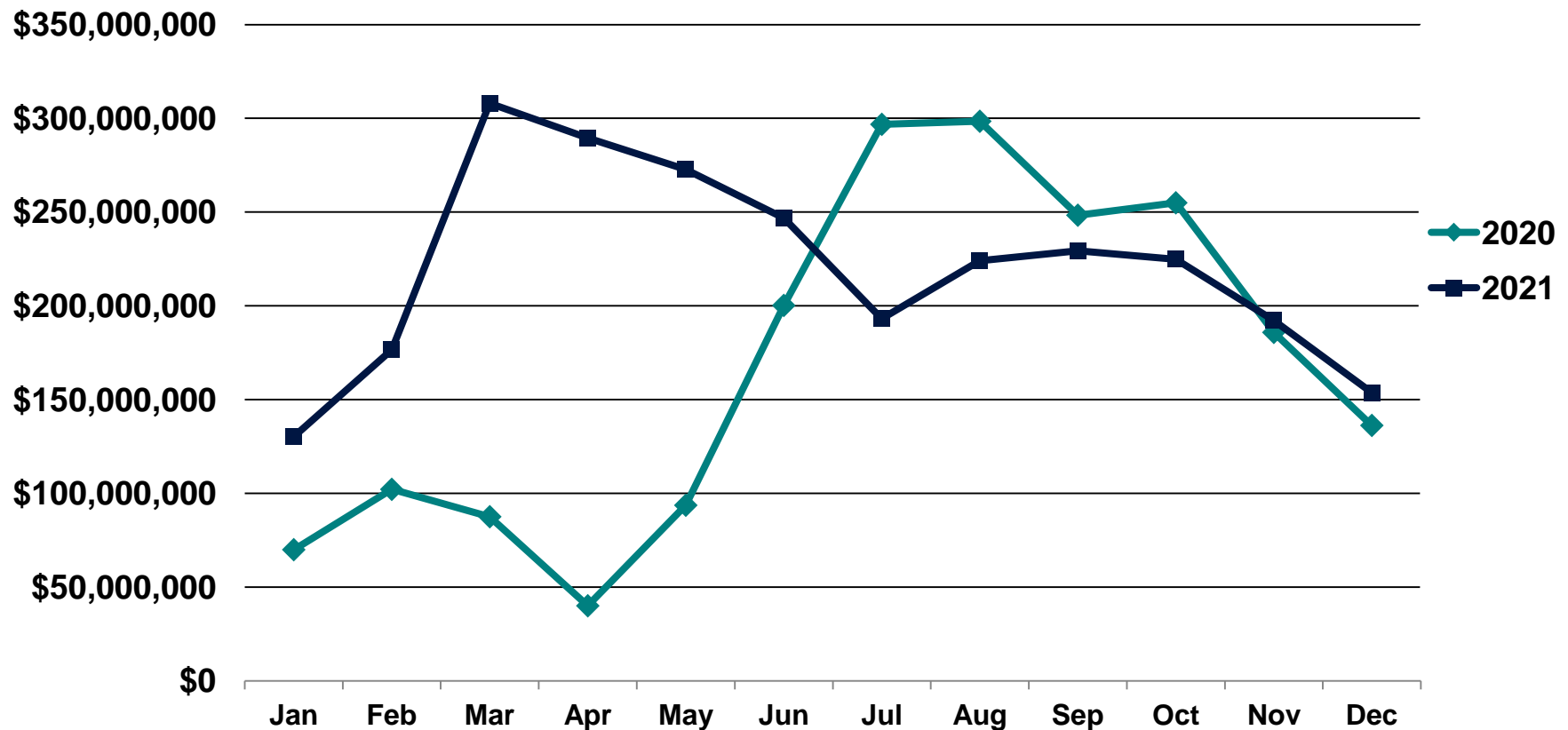


SOUTHERN GEORGIAN BAY
Year End 2021 MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



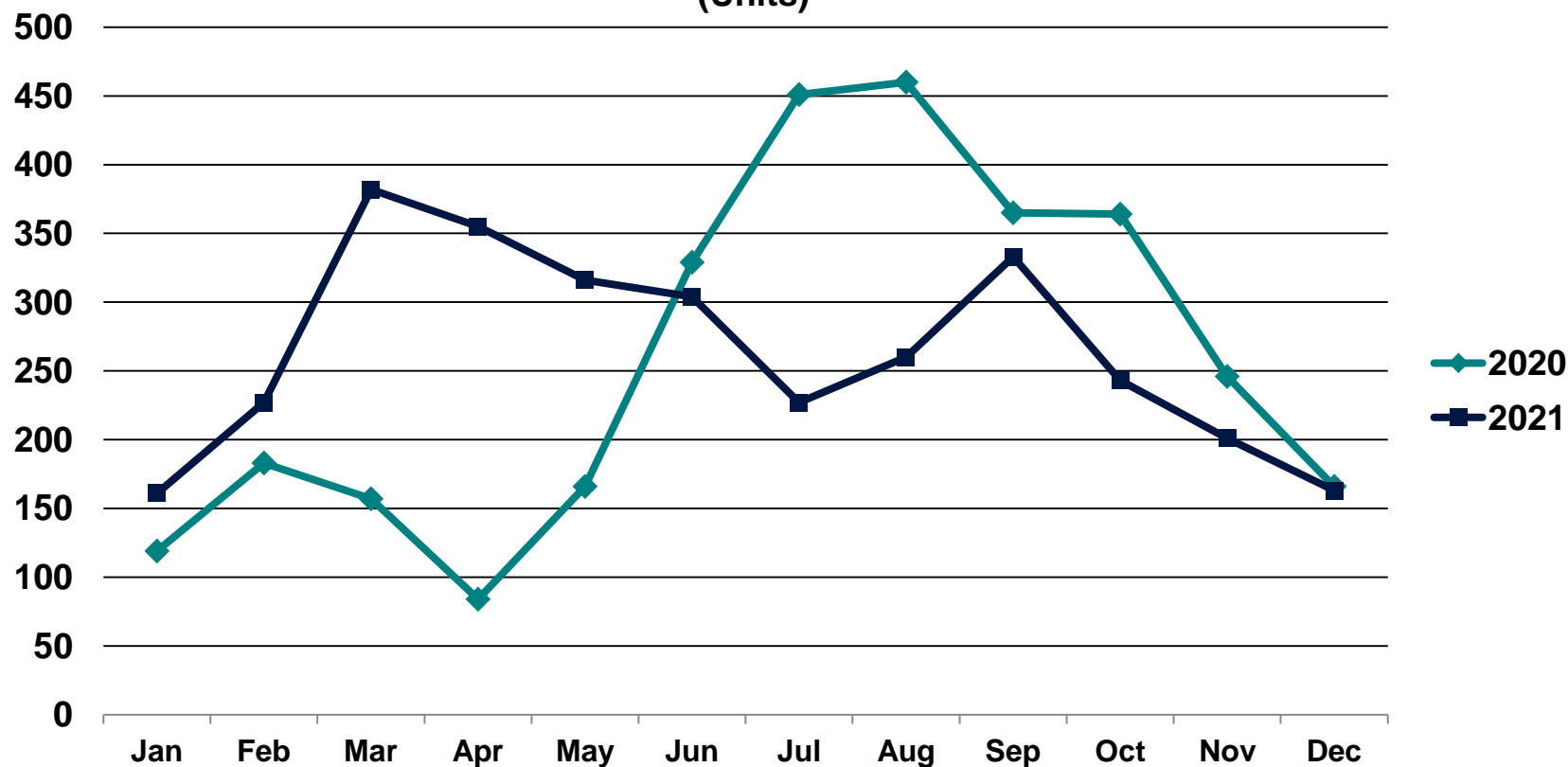


SOUTHERN GEORGIAN BAY
Year End 2021 Total MLS® Sales by Month
2020 versus 2021
(Dollars)



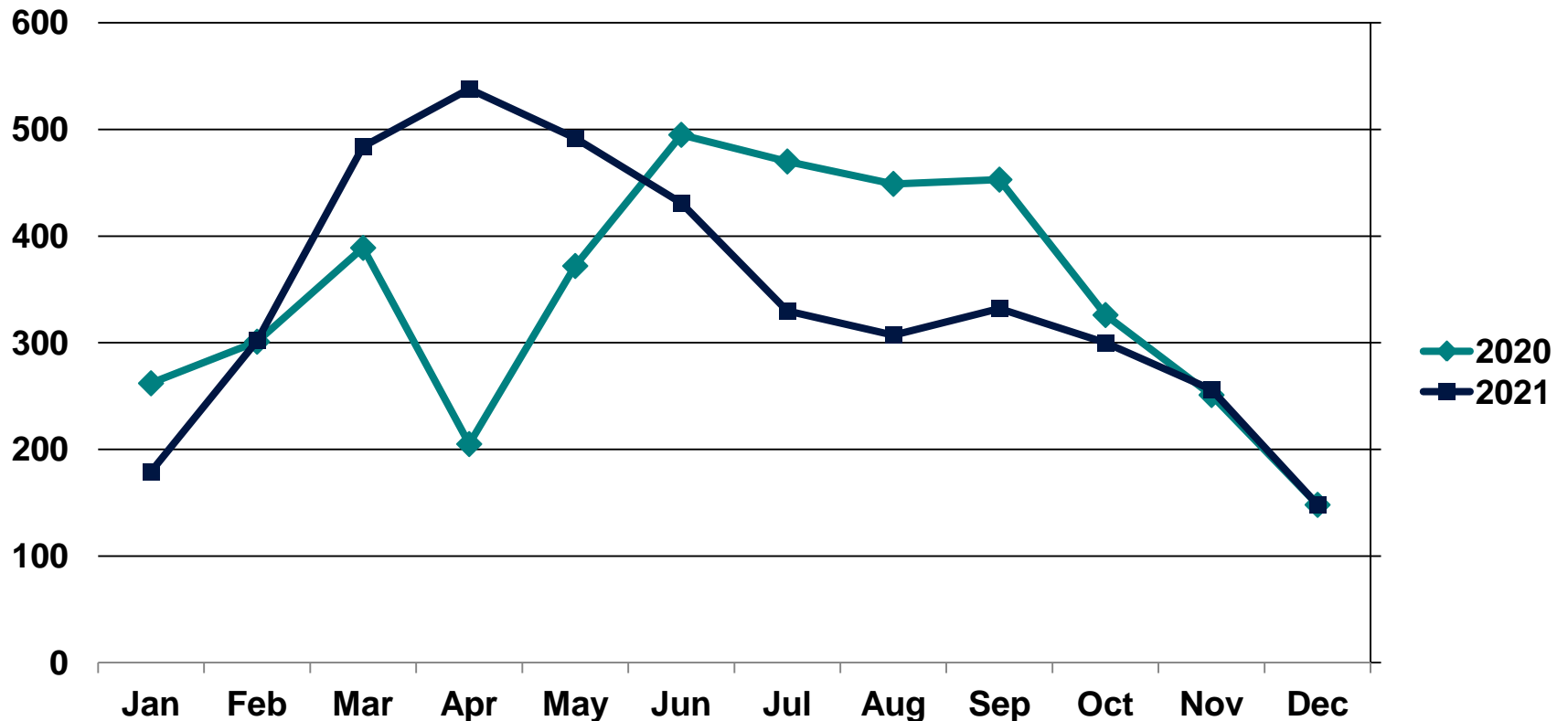


SOUTHERN GEORGIAN BAY
Year End 2021 Total MLS® Sales by Month
2020 versus 2021
(Units)



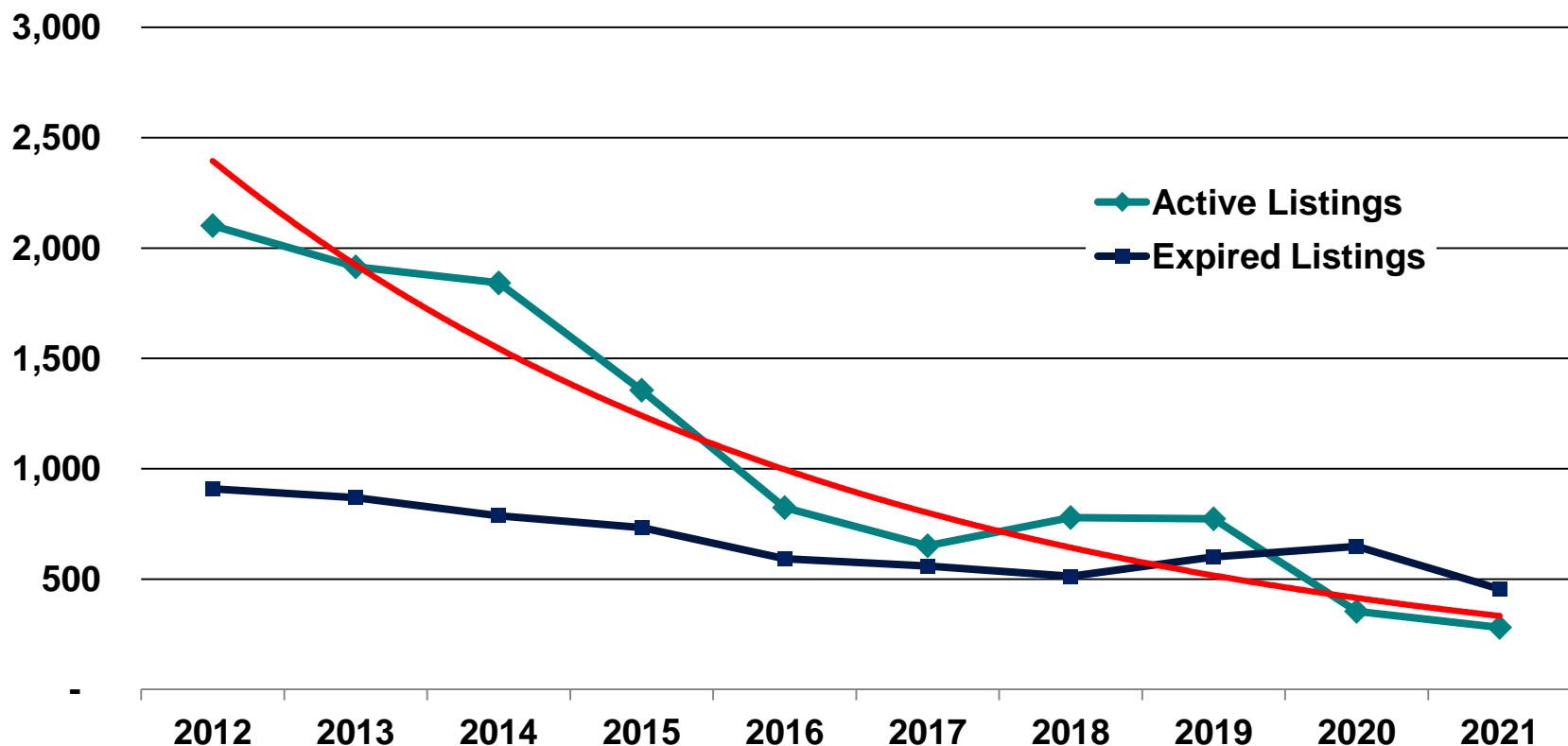


SOUTHERN GEORGIAN BAY
Year End 2021 MLS® New Listings by Month
2020 versus 2021
(Units)



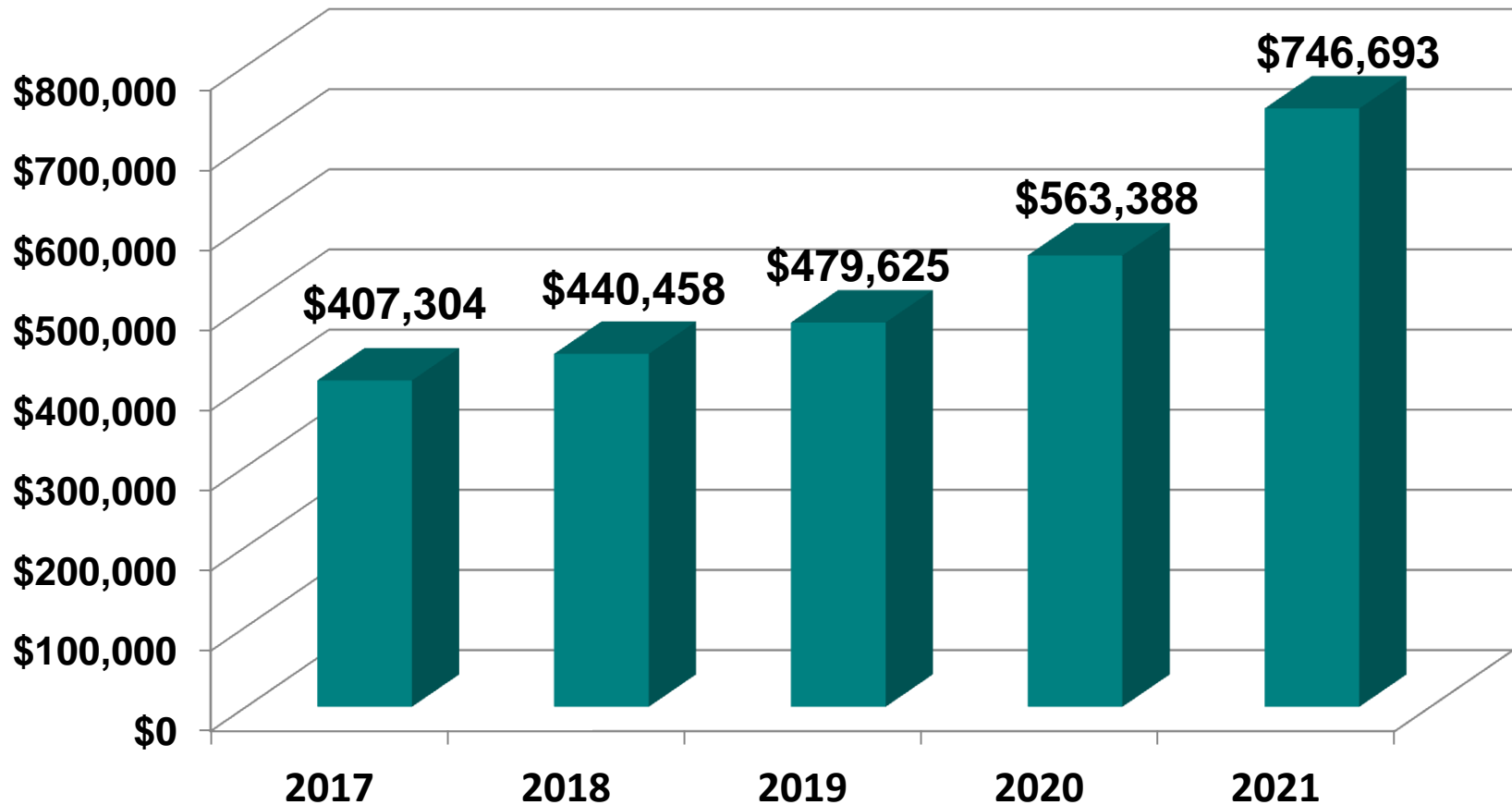


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
Year End 2012 through 2021
(Units)



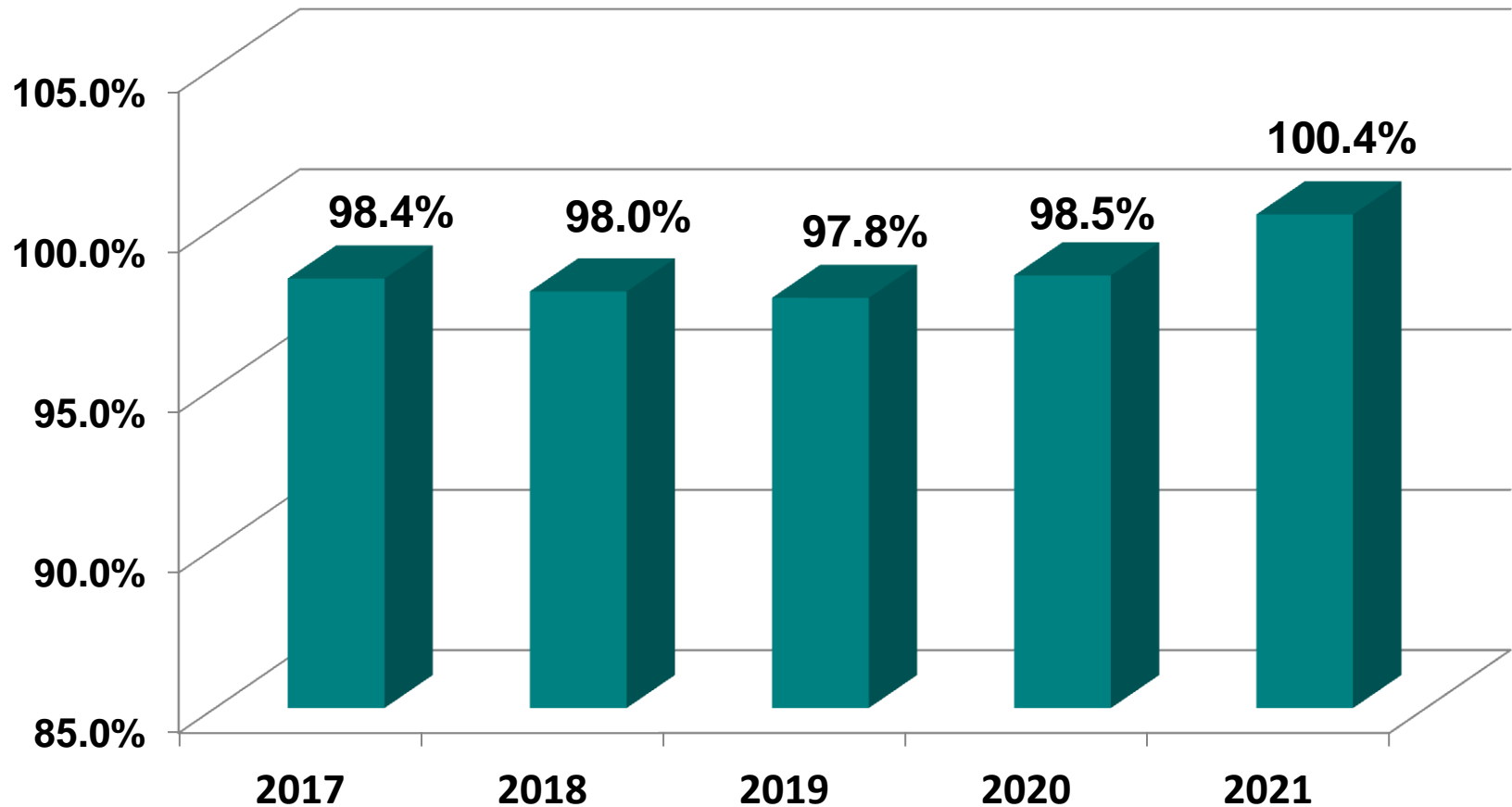


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
Year End 2017 to 2021





SOUTHERN GEORGIAN BAY
5 Year MLS® Residential List to Sale Price Ratio %
Year End 2017 to 2021



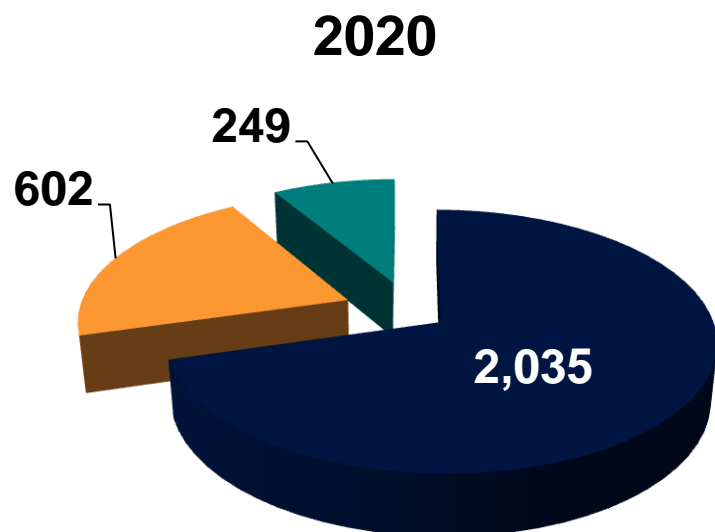


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
Year End 2020 versus 2021
(Units)

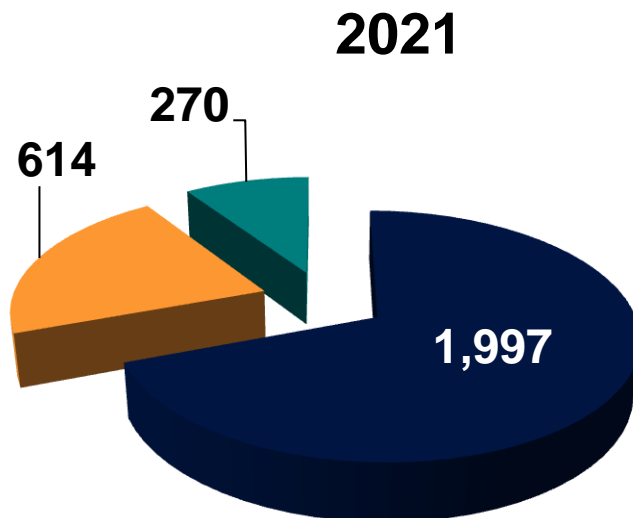
	2020	2021	% Difference
Under \$100,000	0	1	-100%
\$100,000 to \$299,999	48	11	-77%
\$300,000 to \$499,999	524	165	-69%
\$500,000 to \$799,999	904	842	-7%
\$800,000 to \$999,999	230	402	75%
\$1 to \$1.499 Million	196	339	73%
\$1.5 to \$1.999 Million	78	125	60%
Over \$2 Million	55	112	104%
Total All	2,035	1,997	-2%



SOUTHERN GEORGIAN BAY
MLS® Residential Sales by Property Type
Year End 2020 versus 2021
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Area
Year End 2020 versus 2021
(Units)

