

SOUTHERN GEORGIAN BAY

Real Estate Market Report

2020 Year In Review

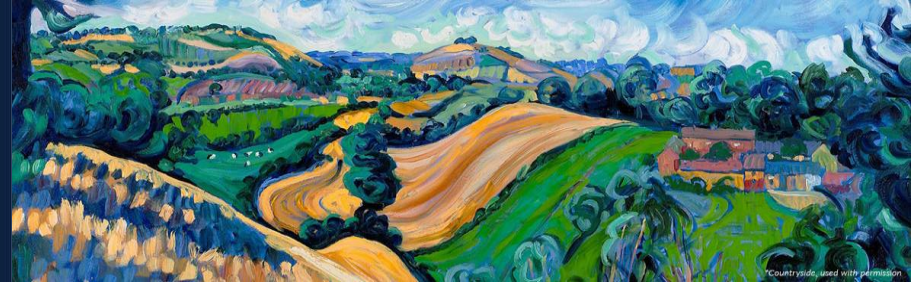
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MARKET OVERVIEW

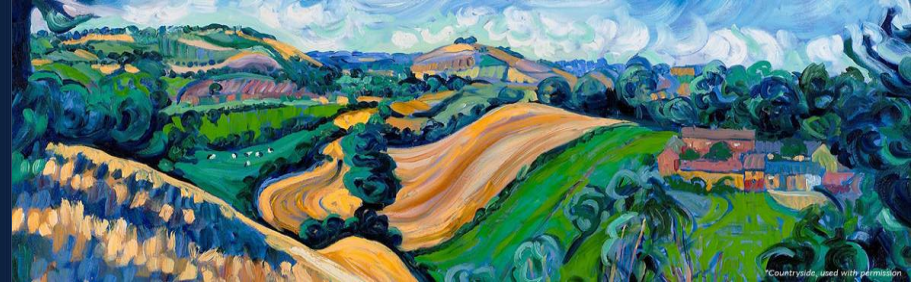
- While COVID 19 continues to adversely impact over daily lives, its effect on real estate across the southern Georgian Bay has been quite the opposite helping to set new records during 2020 in terms of MLS® sales volume and overall demand for area properties.
- Total MLS® dollar volume in 2020 totaled \$1.714.9 billion, up over \$630 million or 58% from sales of \$1.084.7 billion in 2019 and \$806 million or 88%% greater than in 2018.
- MLS® unit sales for 2020 totalled 2,606 properties, 496 or 24% higher from the 2,110 MLS® sales reported in 2019.

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

- While December is normally a slow month as we head into the holiday season, such was not the case this year. Total MLS® dollar volume for the month of December was \$119.0 million up 137% from sales of \$50.1 million in December 2019.
- MLS® unit sales in December of 134 properties were 48 units or 55% greater from the 86 properties sold in December 2019.
- New MLS® listings in December totalled 161 properties up from 148 in December 2019. For 2020, there were 4,118 new MLS® listings during the year down from 4,328 new MLS® listings in 2019. As noted on the graph below, MLS® listing activity took a sharp drop in April of this year with the onset of COVID 19. Many sellers simply chose not to list their homes or suspended their listing as they did not want people viewing their homes due to the pandemic.



MARKET OVERVIEW continued....

- For 2020 expired MLS® listings totaled 778 properties, 85 more than in all of 2019.
- While some predicted a drop in pricing from the pandemic & economic downturn such has not been the case . For 2020 the annual MLS® list-to-sale price ratio is 98.3% versus 97.6% for 2019. Multiple offers with over list price sale prices have helped to drive this increase in the list-to-sale price ratios.
- For 2020 the residential “median” sale price was \$613,274 up from \$516,540 or almost 19% from 2019. The higher list-to-sale price ratio played a part as did the significant sales increase we saw for homes price \$800,000 and higher.



MARKET OVERVIEW continued....

- For the full year, MLS® single family home sales in 2020 totaled 1,617 units an increase of 344 homes sold ,27% more than the 1,273 home sales reported in 2019.
- Condo sales which softened during the first six months of 2020 rebounded strongly through the summer and fall with total sales for 2020 of 602 units versus 453 sales in 2019 an increase of 33%.
- Sales in both of these categories may well have been higher if not for a shortage of inventory listed for sale.

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.

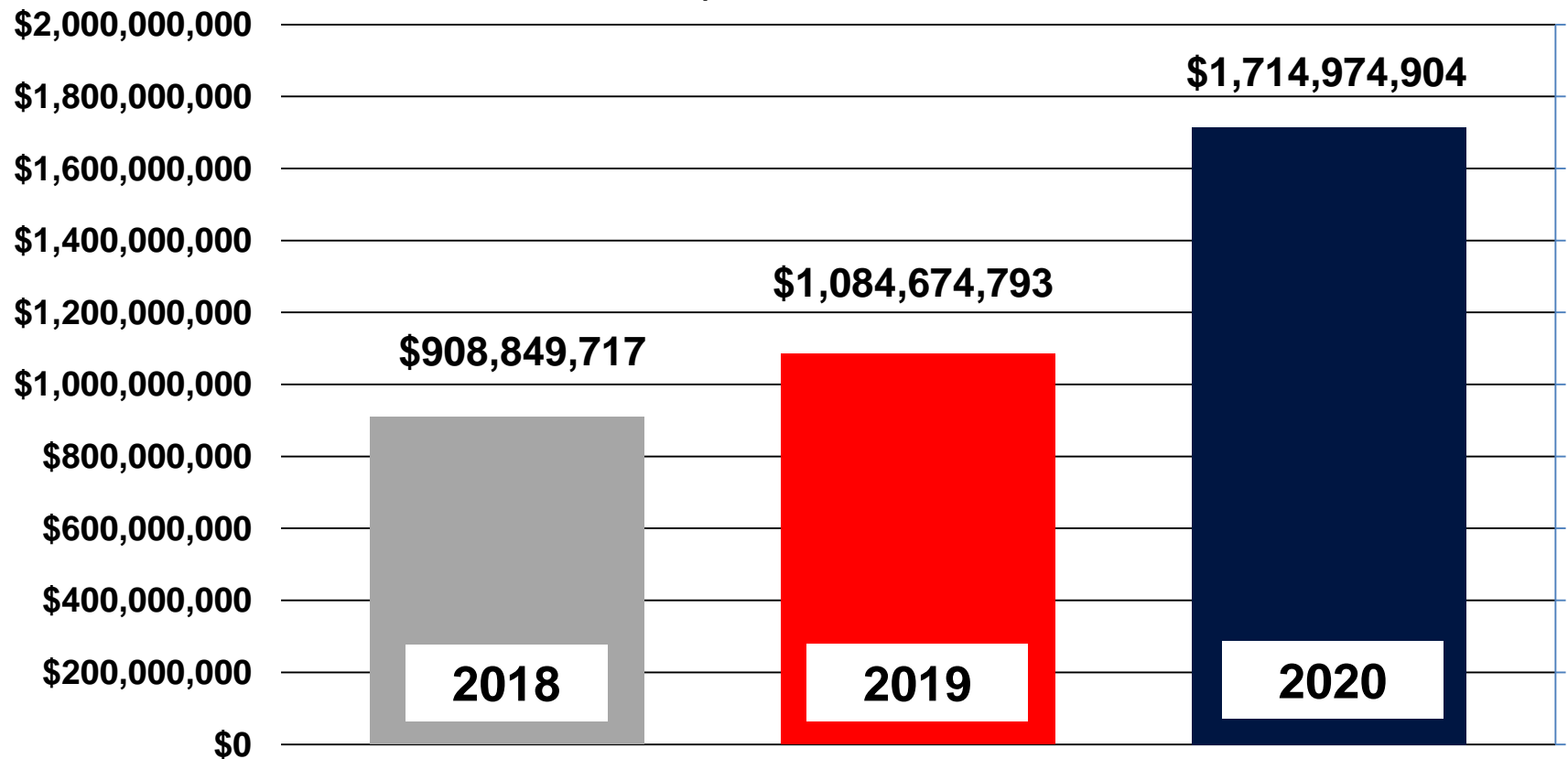


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales in area municipalities increased from 5% to 55% in 2020 as follows: Collingwood up 7%, Clearview Township up 5%, Blue Mountains up 55%, Municipality of Meaford up 23% while sales in the Grey Highlands and Wasaga Beach were up 42% and 40% respectively.
- MLS® single family home sales in 2020 were the strongest from \$800,000 and up. As per the accompanying chart, year-to-date sales from \$800,000 to \$1,499,999 are up from 116% to 163%. Sales \$1.5 to \$2 million were up 213% while sales over the \$2 million mark were up a whopping 500% over 2019.

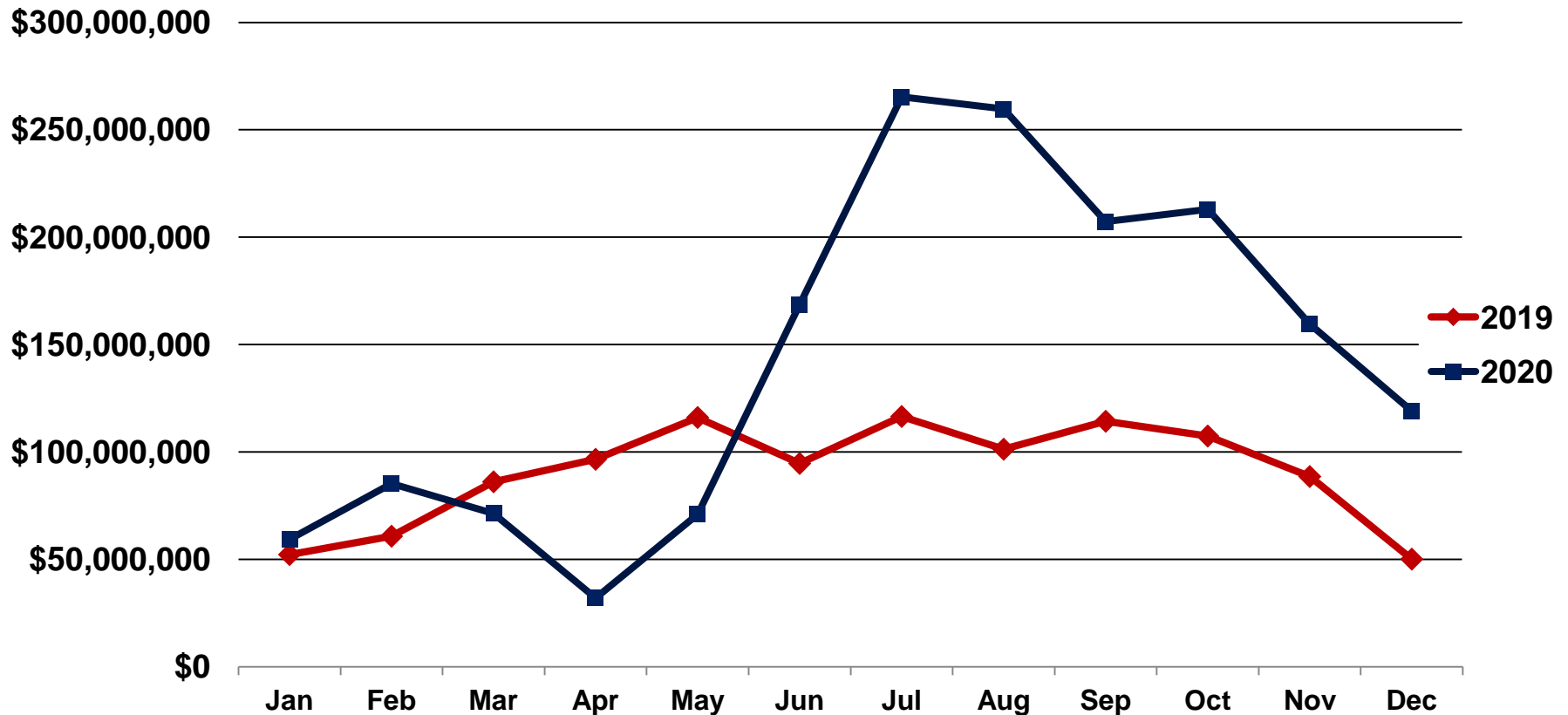


**SOUTHERN GEORGIAN BAY
2020 Year End MLS® Sales Volume
2018 versus 2019 versus 2020
(Dollars)**



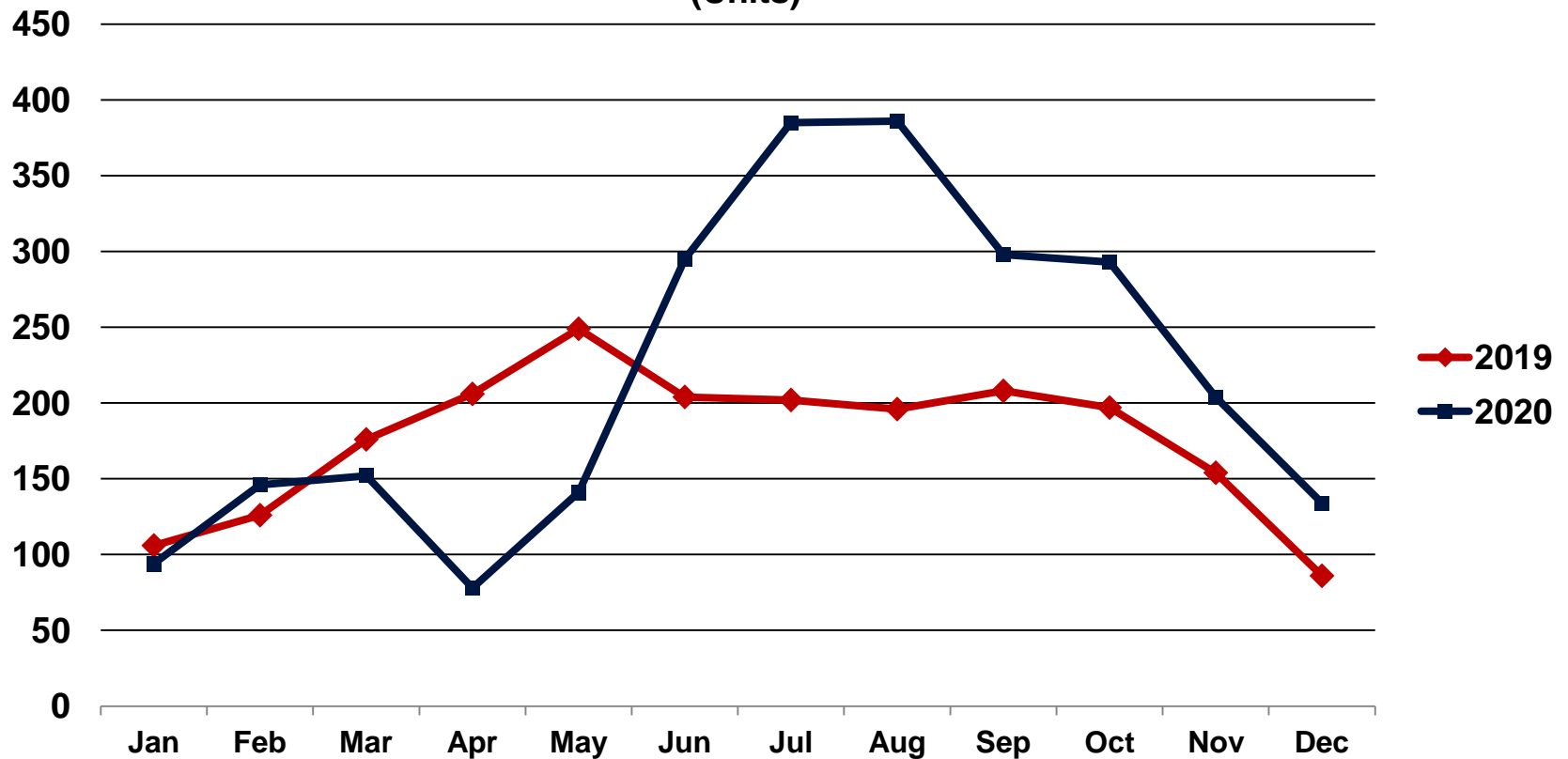


SOUTHERN GEORGIAN BAY
2020 Year End Total MLS® Sales by Month
2019 versus 2020
(Dollars)



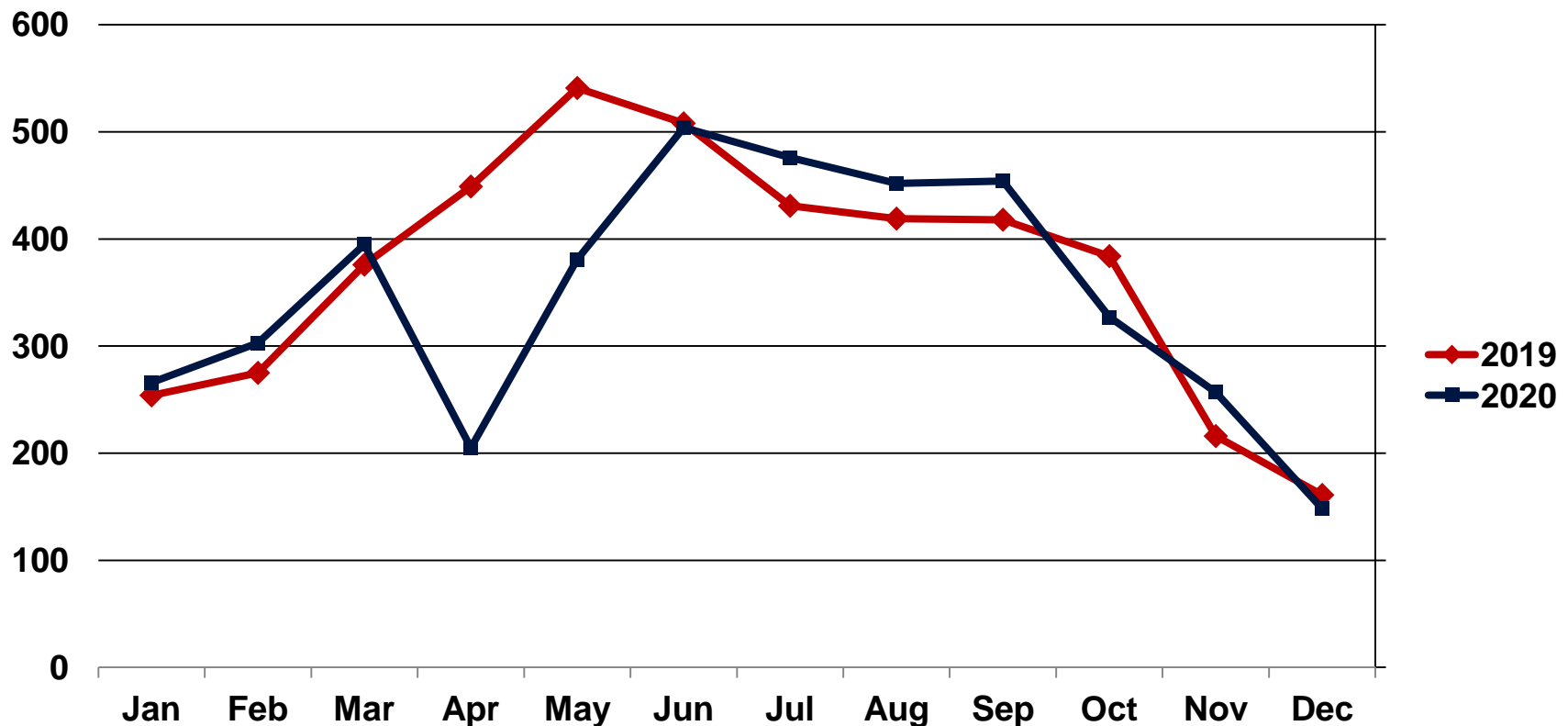


SOUTHERN GEORGIAN BAY
2020 Year End Total MLS® Sales by Month
2019 versus 2020
(Units)



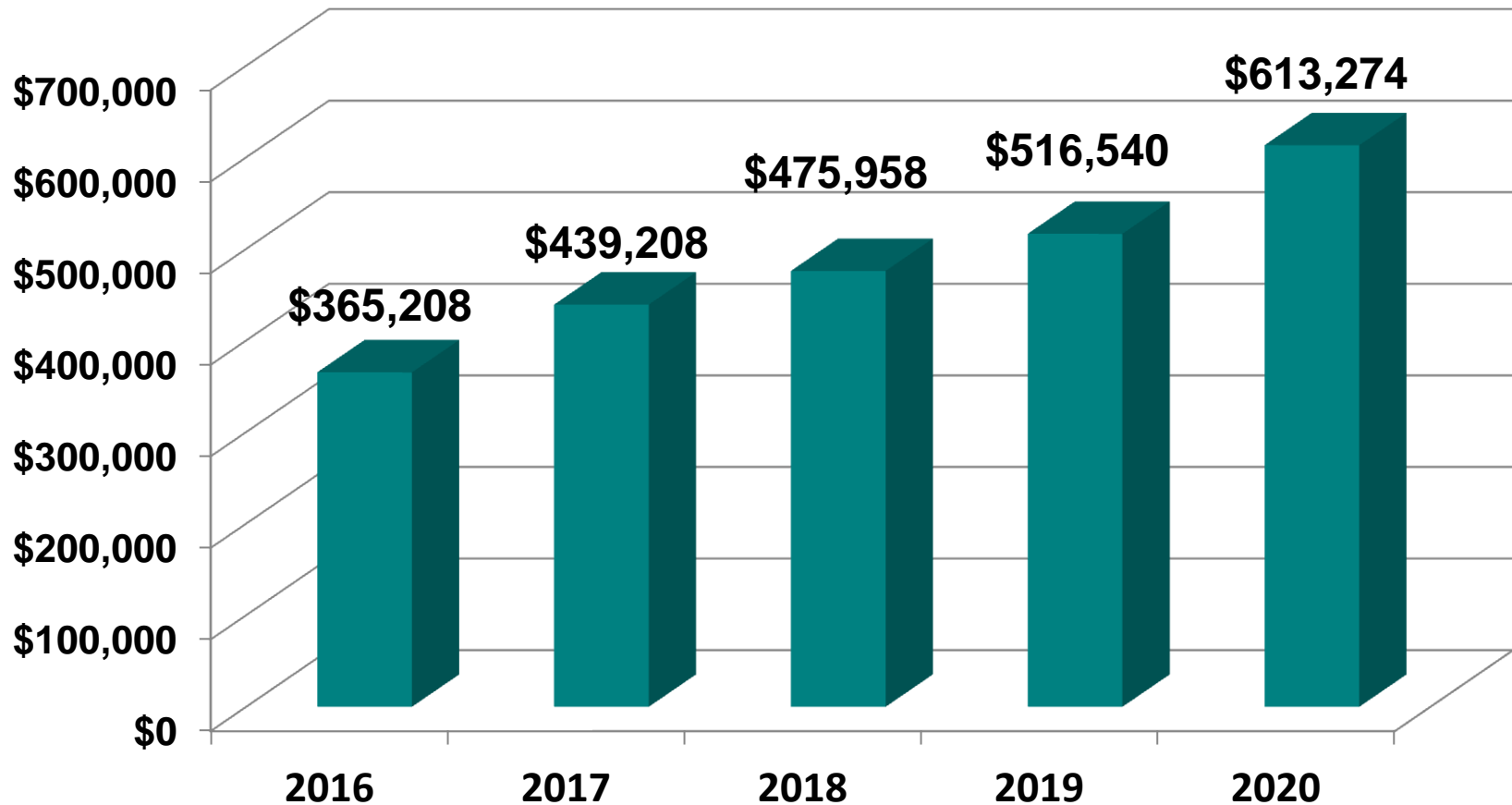


SOUTHERN GEORGIAN BAY
2020 Year End Total MLS® New Listings by Month
2019 versus 2020
(Units)





**SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
2016 to 2020**



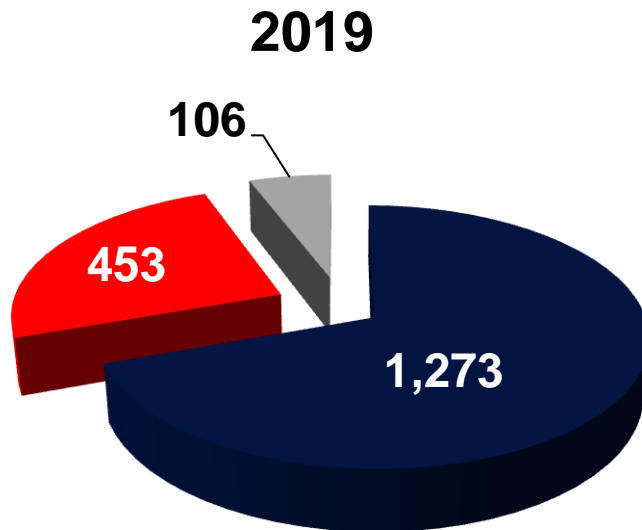


SOUTHERN GEORGIAN BAY
2020 MLS® Single Family Home Sales by Price Range
2019 versus 2020
(Units)

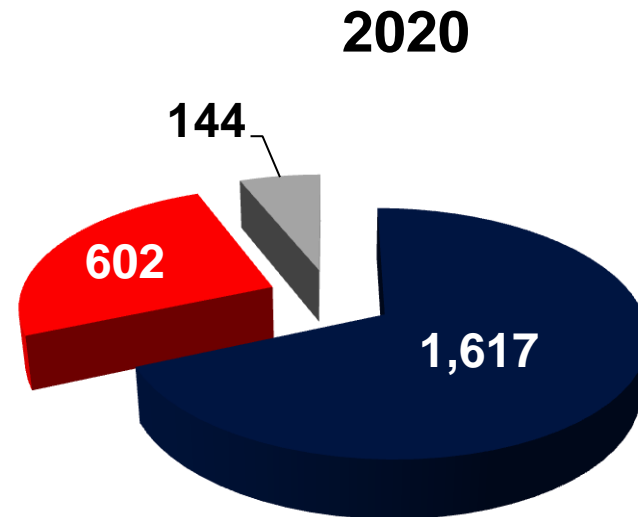
	2019	2020	% Difference
Under \$100,000	1	0	- 100%
\$100,000 to \$299,999	56	23	- 59%
\$300,000 to \$499,999	560	380	- 32%
\$500,000 to \$799,999	464	710	53%
\$800,000 to \$999,999	92	199	116%
\$1 to \$1.499 Million	68	179	163%
\$1.5 to \$1.999 Million	23	72	213%
Over \$2 Million	9	54	500%
Total All	1,273	1,617	27%



SOUTHERN GEORGIAN BAY
2020 Year End MLS® Residential Sales by Property Type
2019 versus 2020
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



SOUTHERN GEORGIAN BAY
2020 Year End Total MLS® Single Family Home Sales by Area
2019 versus 2020
(Units)

