

# **SOUTHERN GEORGIAN BAY**

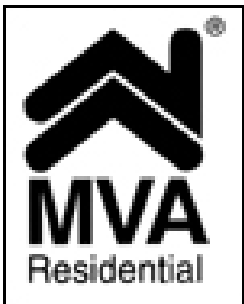
## **Luxury Properties Market Report**

### **1<sup>st</sup> Quarter 2021**

**RICK CROUCH - Broker**

**MVA (Market Value Appraiser – Residential)**

**[rcrouch@sothebysrealty.ca](mailto:rcrouch@sothebysrealty.ca)**





## Luxury Market Overview

- Luxury homes and condominium sales, those priced over \$1 million across the Southern Georgian Bay market continue to drive MLS® sales to new record levels in our region.
- MLS® sales of luxury properties in the 1<sup>st</sup> Qtr of 2021 totaled 139 properties compared to 25 in the 1<sup>st</sup> three months of 2020
- The value of these sales was \$213.7 million up by \$180.9 million or 550% from the same time last year when the pandemic hit mid March and sales essentially ground to a halt.



## **Luxury Market Overview continued....**

Sales in the luxury property lower price segments were the strongest in the 1<sup>st</sup> Quarter of the year as follows:

- Sales priced \$1 to \$1.499 million increased 400% to 85 units.
- Sales between \$1.5 to \$1.999 million increased 114% to 30 units.
- Sales between \$2 to \$2.499 Million increased 33% with 13 sales.
- In the 1<sup>st</sup> Quarter of 2020 there were no sales between \$2.5 to \$2.999 and over the \$3 million mark whereas both of those segments saw a 100% increase January through March this year with 9 and 2 properties sold respectively.



## **Luxury Market Overview continued....**

- As of this report there are 81 properties listed for sale over \$1 Million on the MLS® System of the Southern Georgian Bay Association of REALTORS®.
- Between \$1 to \$1.499 million there are just under 2 months of available inventory listed for sale. In the \$1.5 to \$3 million price segments there are 3 to 4 months of supply while over the \$3 million threshold there are 11 months of inventory. These months of inventory are based on the current rates of sale January to March 2021.
- As we head into the 2<sup>nd</sup> Quarter I suspect we will see inventory levels rise, as more properties get listed by Sellers looking to take advantage of the current hot market conditions before any possible slowdown.



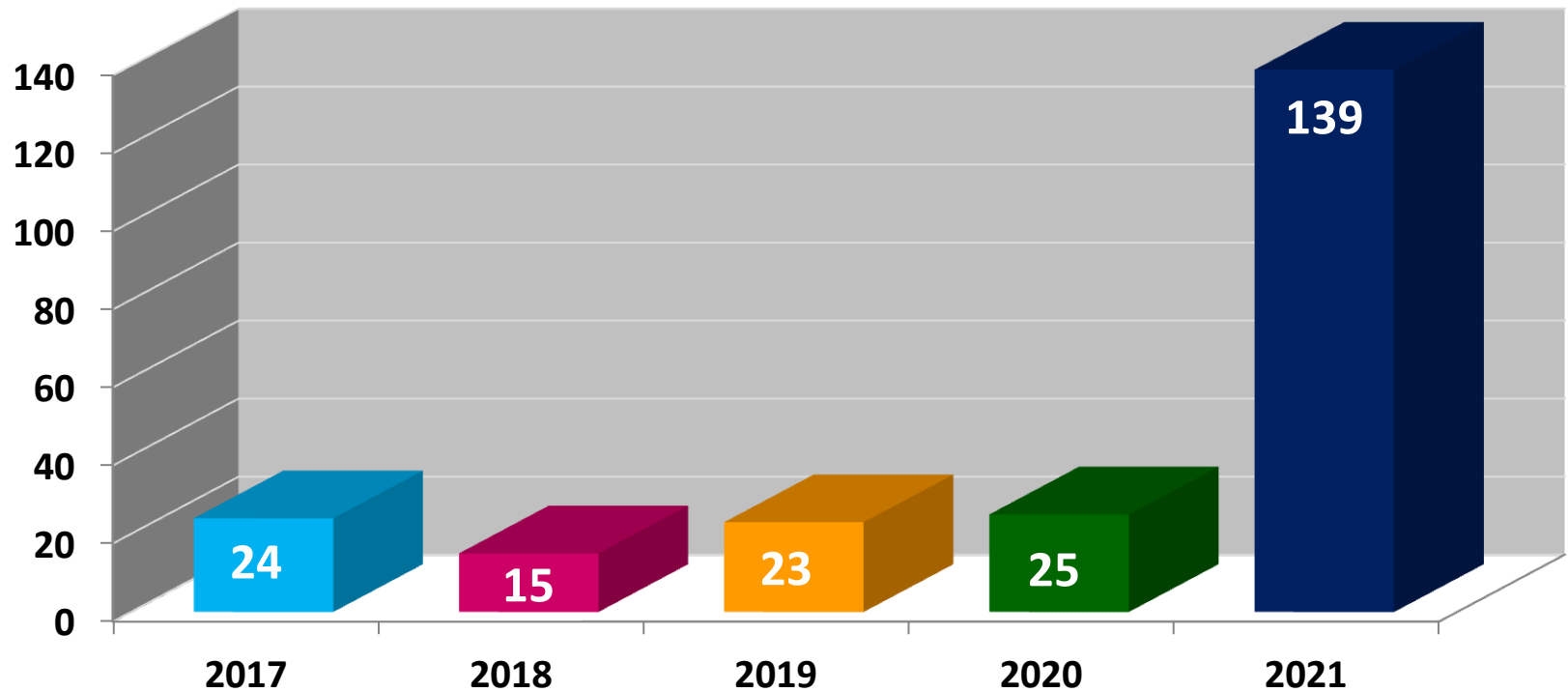


## Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home Buyers with over 41% of the overall market for sales over \$1 million followed by Collingwood, a distant second with 21%.
- Based on total MLS® sales in the 1<sup>st</sup> Quarter, the Municipality of Meaford has the highest “median” ie: middle-of-the-road sale price for luxury properties sold at \$1.858 million followed by the Blue Mountains at \$1.502 million and Clearview Township at \$1.415 million.
- Luxury property sale prices vary significantly across our region based on factors such as location, property size, waterfront and more. **Contact Me** to learn more: [rcrouch@sothebysrealty.ca](mailto:rcrouch@sothebysrealty.ca)

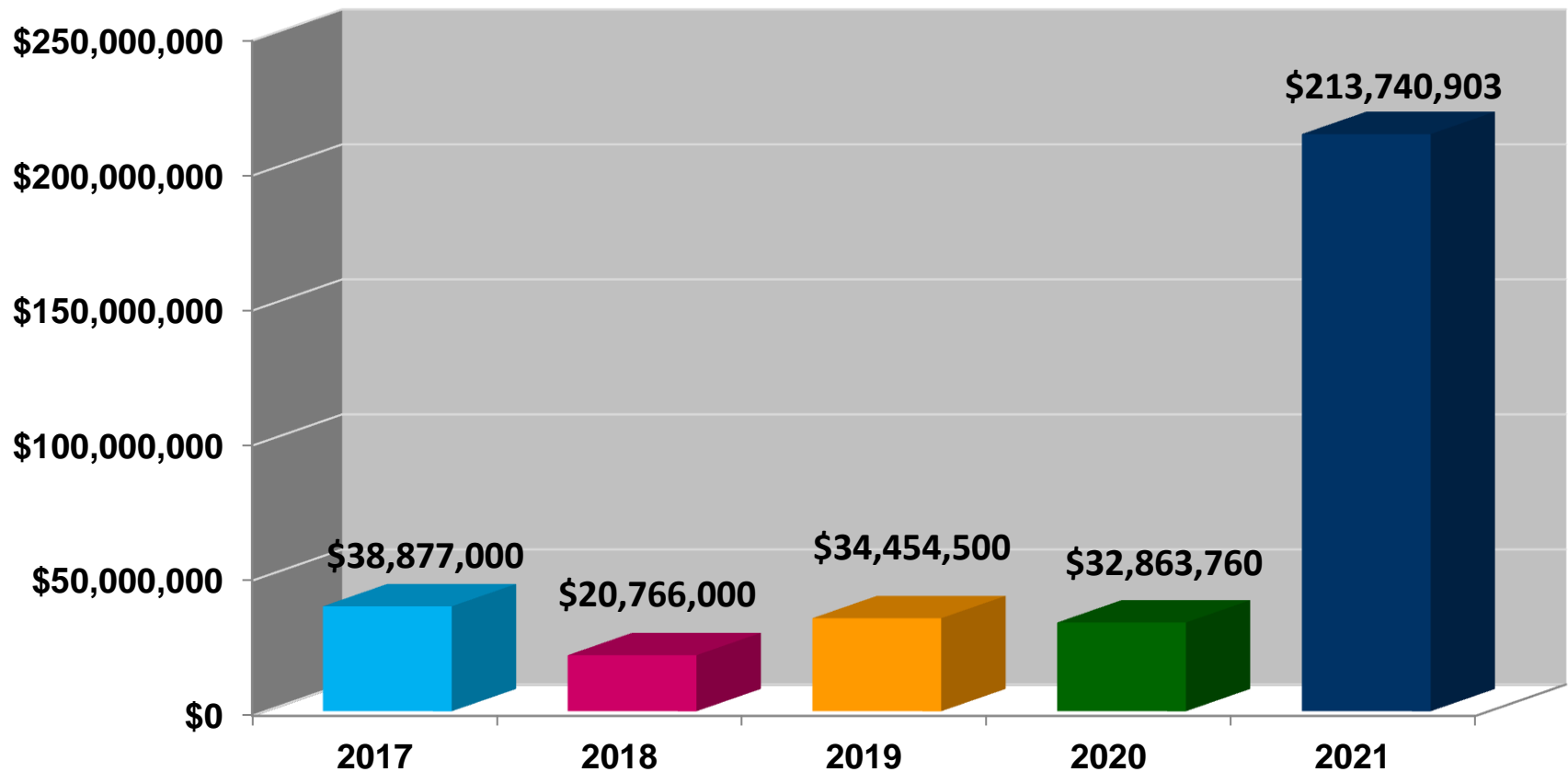


**SOUTHERN GEORGIAN BAY**  
**March Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2017 to 2021**  
**(Total Properties Sold)**



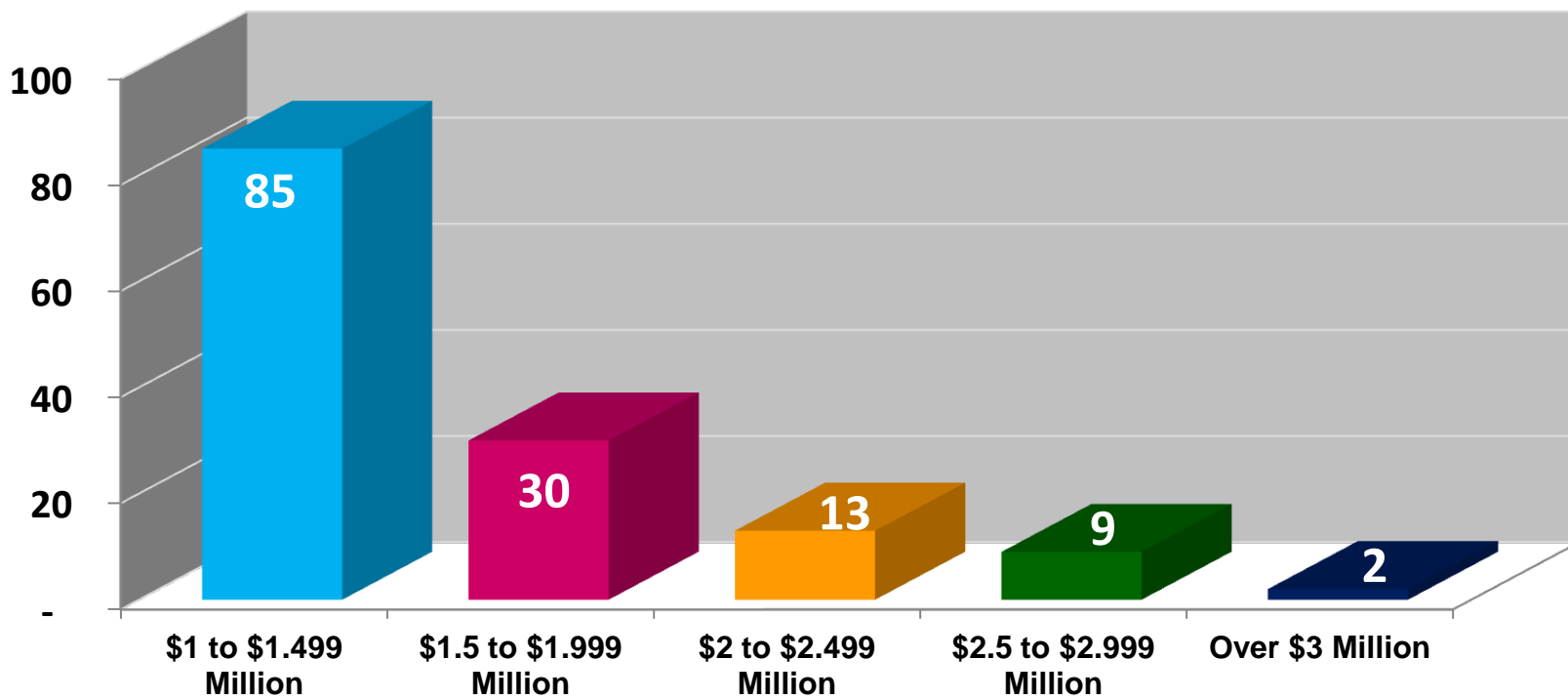


**SOUTHERN GEORGIAN BAY**  
**March Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2017 to 2021**  
**(In Dollars)**





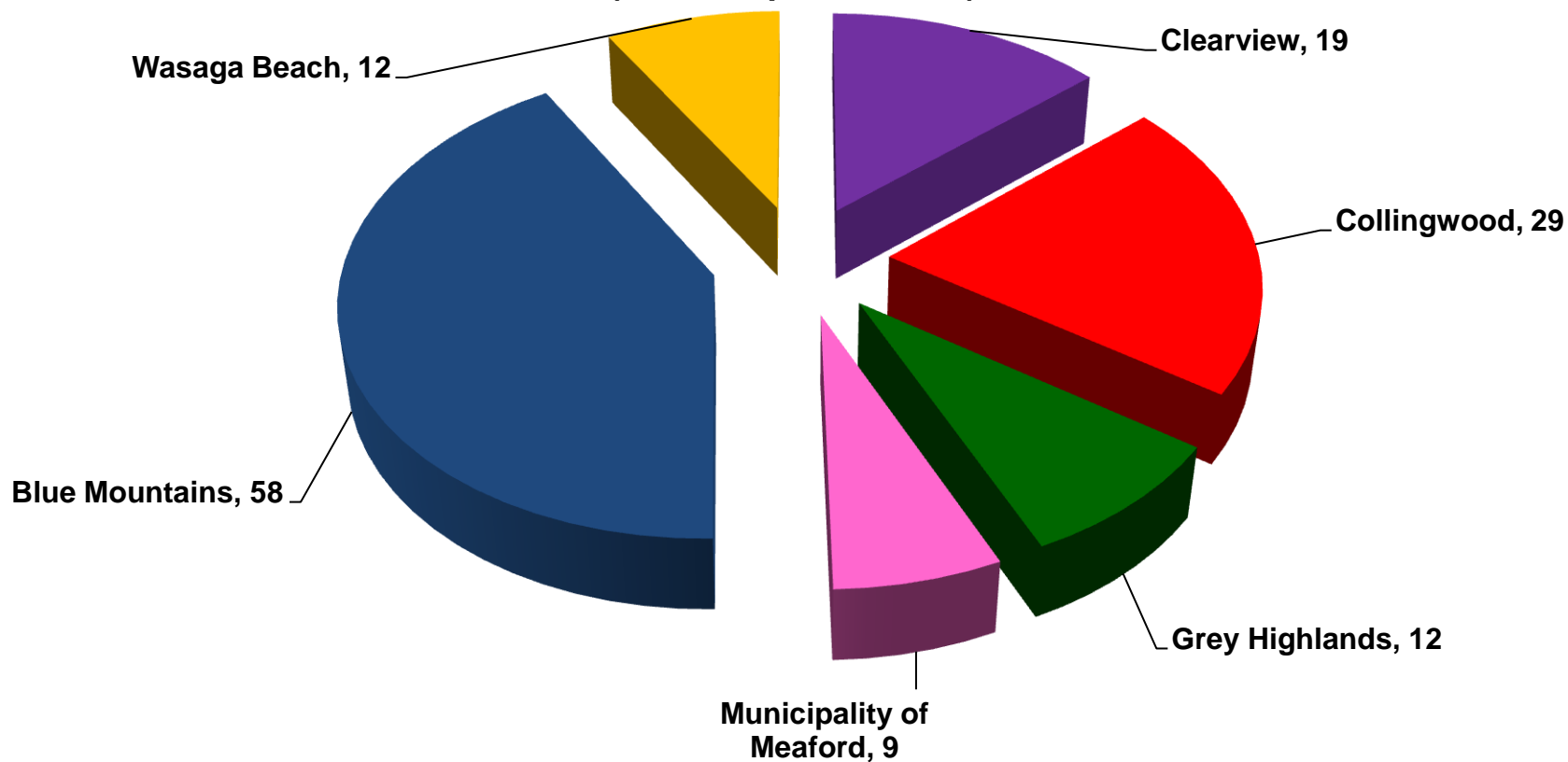
**SOUTHERN GEORGIAN BAY**  
**March 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Price Range**  
**(Total Properties Sold)**





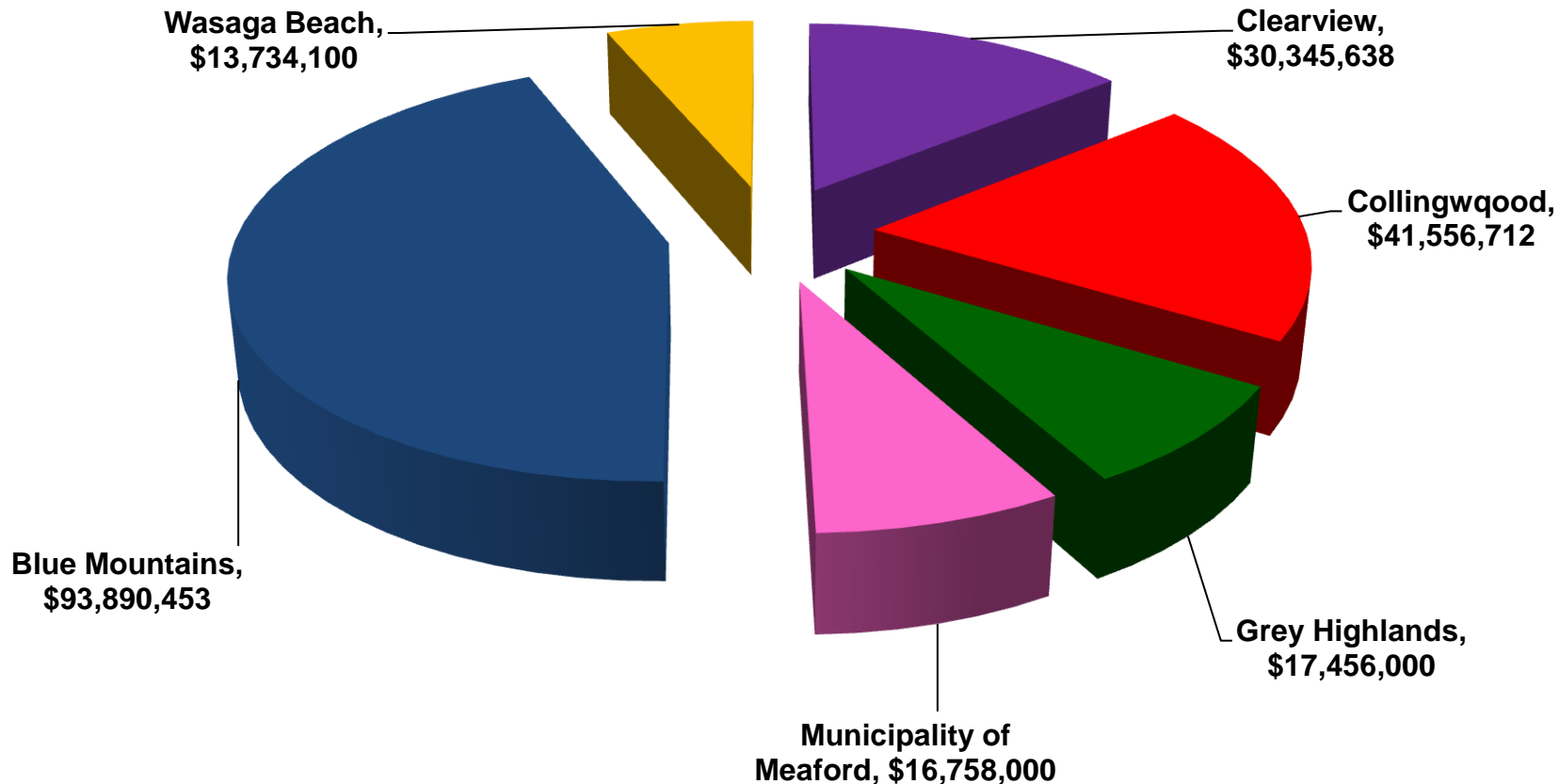


**SOUTHERN GEORGIAN BAY**  
**March 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Properties Sold)**



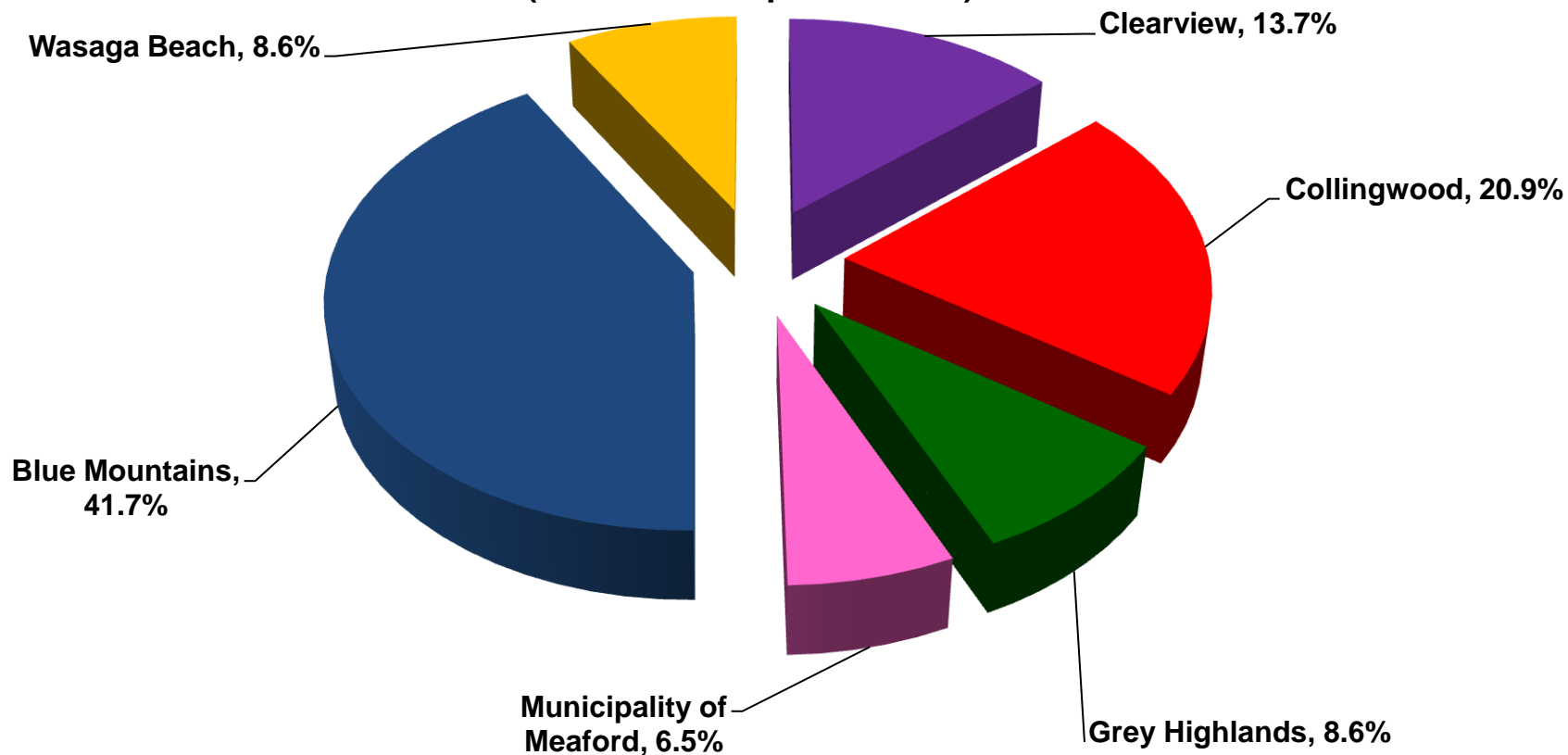


**SOUTHERN GEORGIAN BAY**  
**March 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Dollars Sold)**



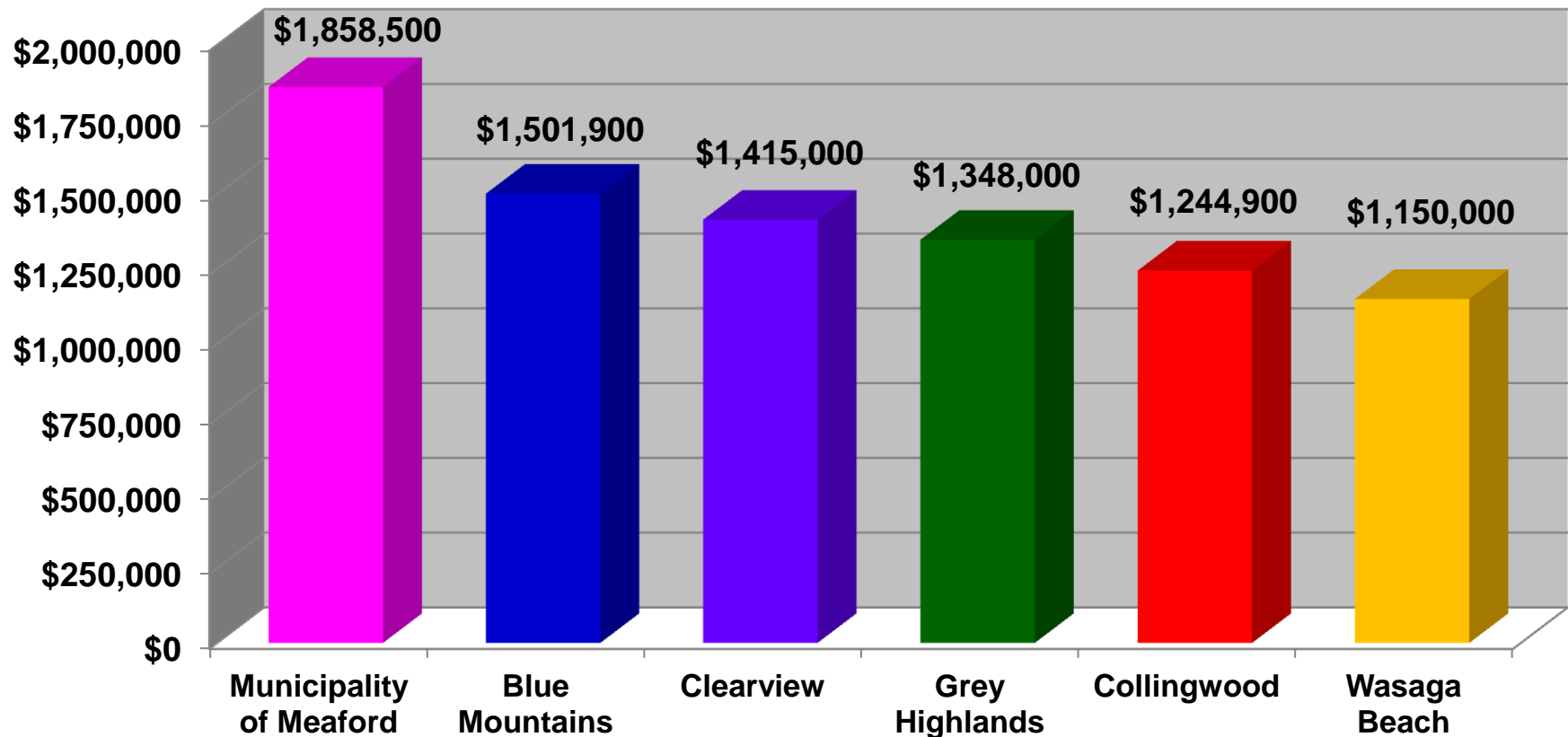


**SOUTHERN GEORGIAN BAY**  
**March 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(% of Total Properties Sold)**





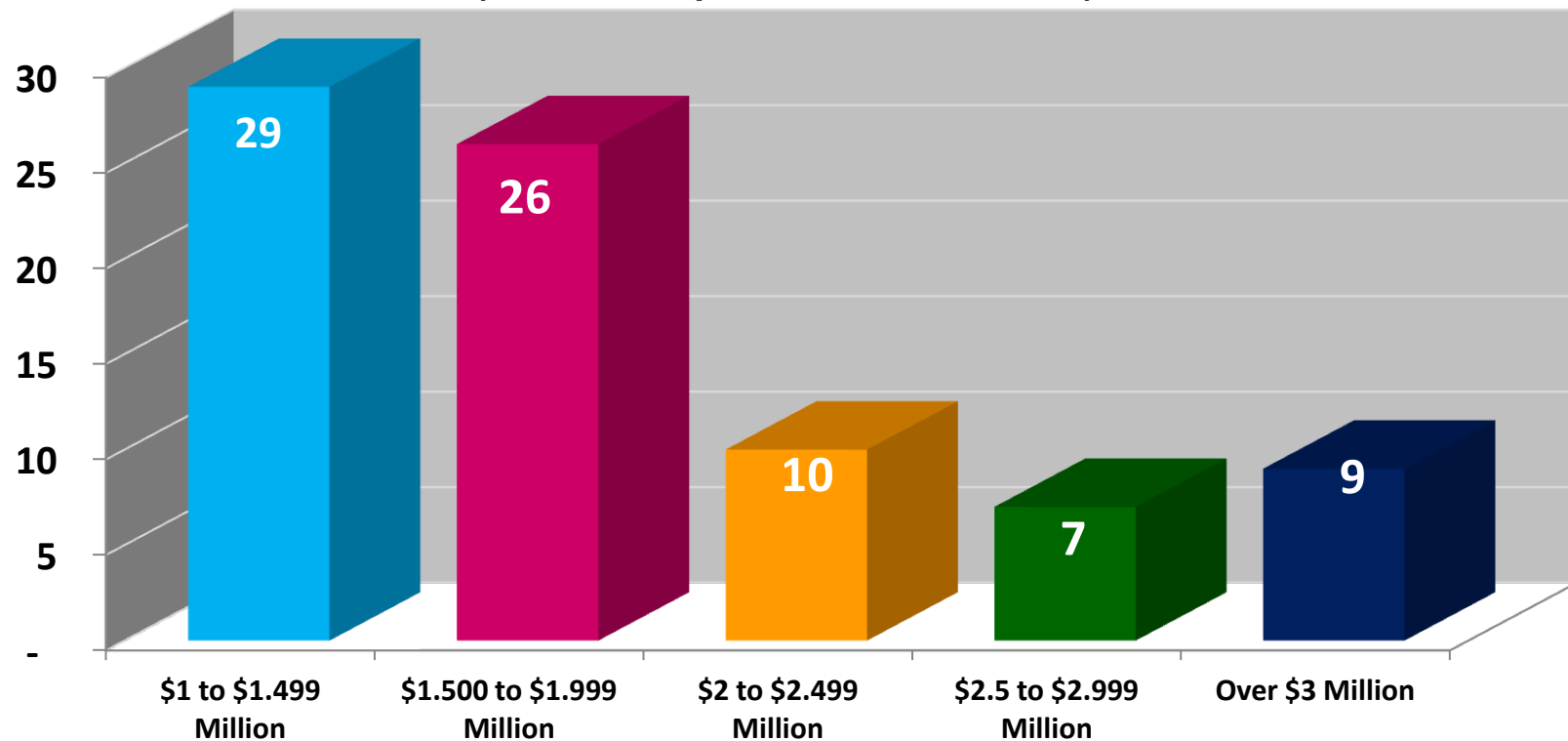
**SOUTHERN GEORGIAN BAY**  
**March 2021 Year-To-Date Luxury Property MLS® Median Sale Prices**  
**Over \$1 Million by Area**  
**(Dollars rounded)**





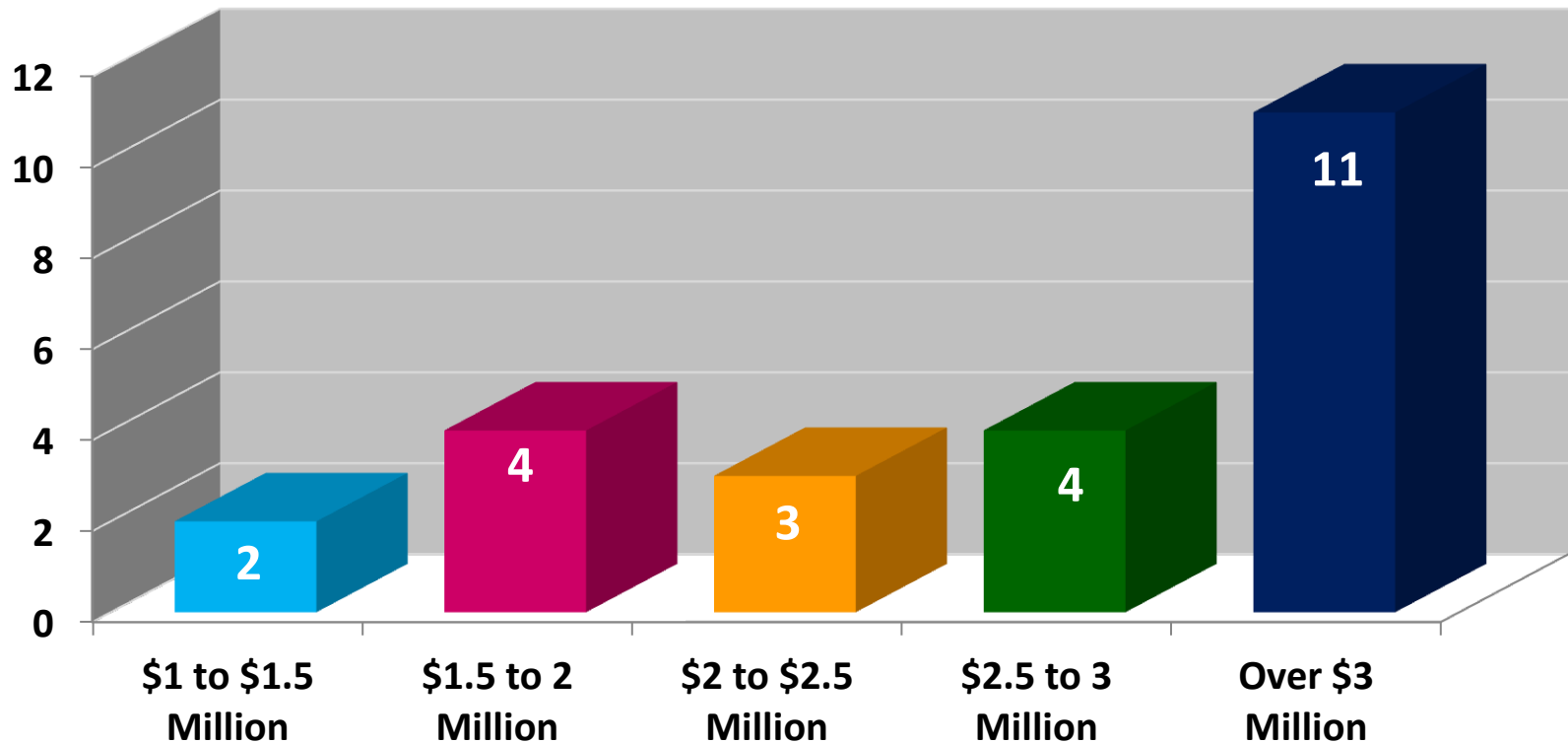


**SOUTHERN GEORGIAN BAY**  
**Total Luxury Properties Currently MLS® Listed as of April 2021**  
**Over \$1 Million by Price Range**  
**(Number Properties Listed For Sale)**





**SOUTHERN GEORGIAN BAY**  
**Total Luxury Properties Currently MLS® Listed as of April 2021**  
**Over \$1 Million by Price Range**  
**(Months of Inventory Rounded)**



Note: These are months of inventory as of January 2021 based on the rate of sale in 2020.