

# **SOUTHERN GEORGIAN BAY**

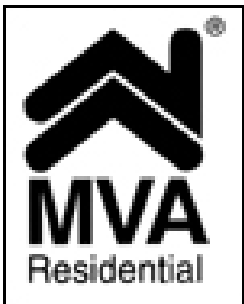
## **Luxury Properties Market Report**

### **2<sup>nd</sup> Quarter 2021**

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## Luxury Market Overview

- Luxury homes and condominium sales, those priced over \$1 million across the Southern Georgian Bay area continue to be the driving force for MLS® dollar volume in the area.

**NOTE:** Areas covered in this report are Clearview Township, Collingwood, Grey Highlands, Municipality of Meaford, the Blue Mountains and Wasaga Beach.

- MLS® sales of luxury properties to the end of the 2nd Qtr of 2021 totaled 327 properties compared to 79 in the 1<sup>st</sup> six months of 2020 an increase of 313%.
- The value of these sales was \$494.2 million up by \$373.7 million or 306% from the same six month period of 2020 when the pandemic first arrived which effectively shut the market down March through April.



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

Sales in the luxury property lower price segments to the end of the 2<sup>nd</sup> Quarter are as follows:

- Sales priced \$1 to \$1.499 million increased 363% to 213 units.
- Sales between \$1.5 to \$1.999 million increased 222 % to 71 units.
- Sales between \$2 to \$2.499 Million increased 566 % to 20 units.
- Sales between \$2.5 to \$2.999 Million increased 453% with 16 sales.
- Sales over \$3 Million of 7 properties was an increase of 250% from last year when only 2 sales were reported in this period.



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

- As of this report there are 119 properties listed for sale over \$1 Million on the MLS® System of the Southern Georgian Bay Association of REALTORS®.
- Based on the current rate of sales, days of inventory are as follows in the various price segments:

\$1.0 to \$1.499 million	39 days
\$1.5 to \$1,999 million	75 days
\$2.0 to \$2.499 million	81 days
\$2.5 to \$2.999 million	114 days
\$3.0 million +	573 days
- As we head into the 3rd Quarter I suspect we will see inventory levels and days-on-market rise as the market has clearly slowed.



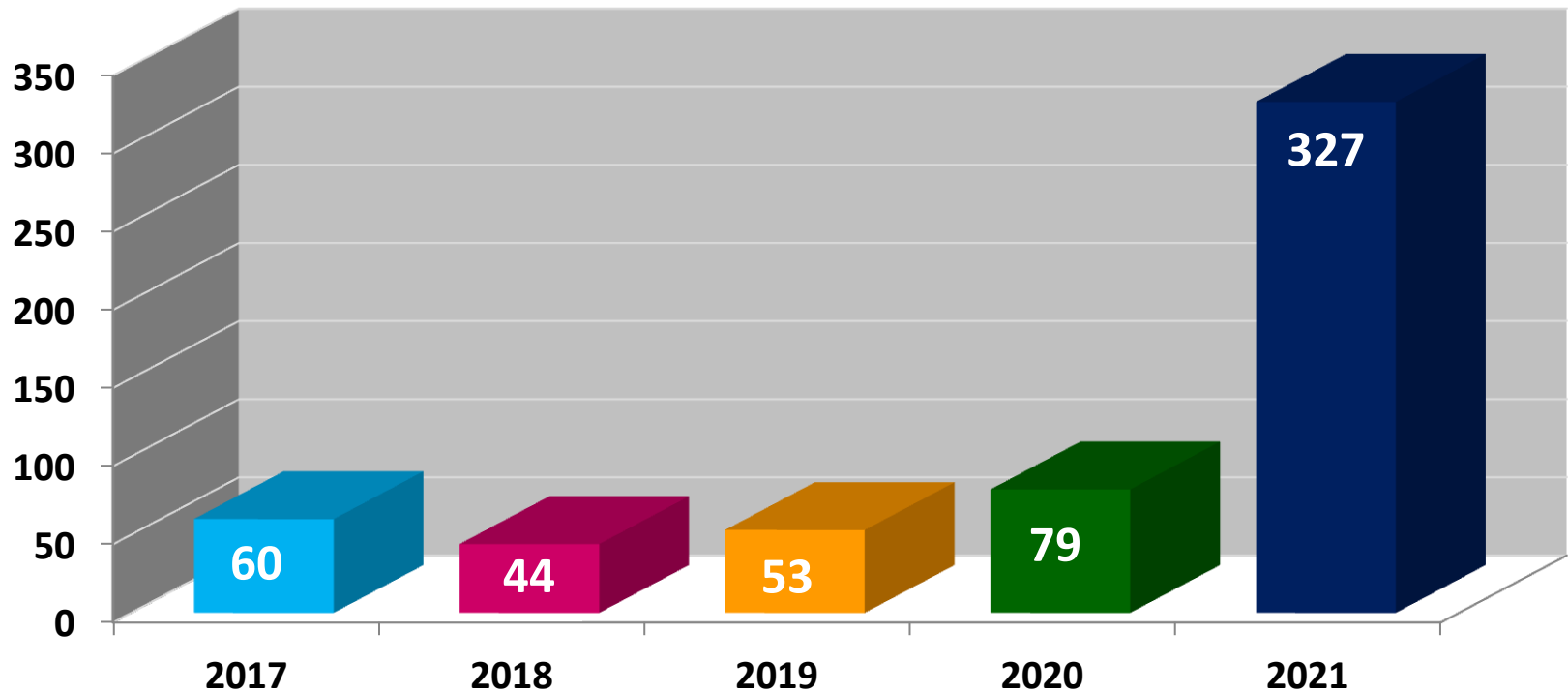


## Luxury Market Overview continued....

- The Blue Mountains remains the key location of choice for luxury home Buyers with 34% of the overall market for sales over \$1 million.
- Based on total MLS® sales through the end of June, Blue Mountains has the highest “median” sale price for luxury properties sold at \$1.441 million with the municipalities of Meaford & Clearview just slightly less.
- Specific luxury property prices vary greatly across our region based on factors such as location, property size, waterfrontage & more.  
**Contact Me** to learn more: [rcrouch@sothebysrealty.ca](mailto:rcrouch@sothebysrealty.ca)

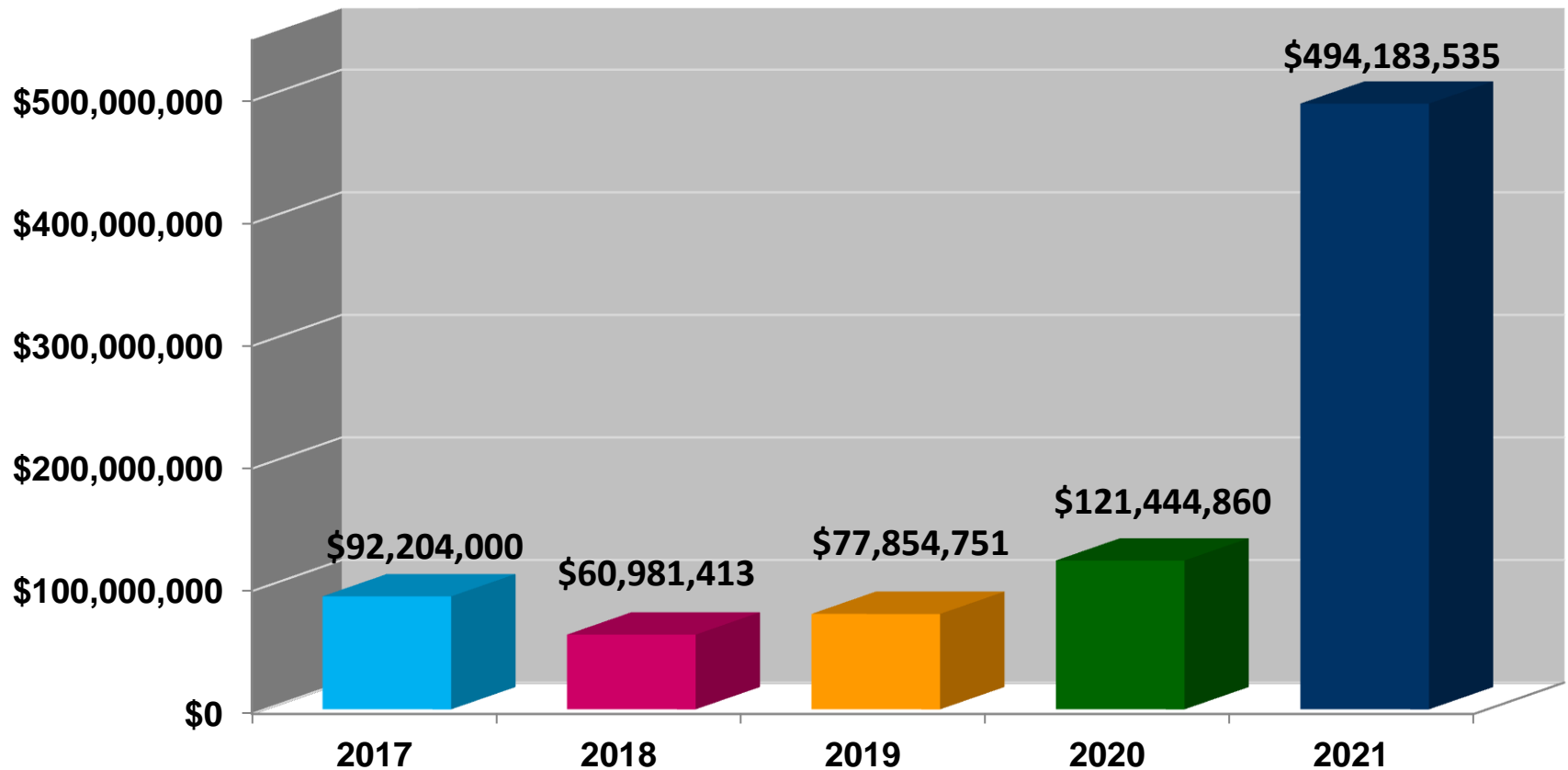


**SOUTHERN GEORGIAN BAY**  
**June Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2017 to 2021**  
**(Total Properties Sold)**



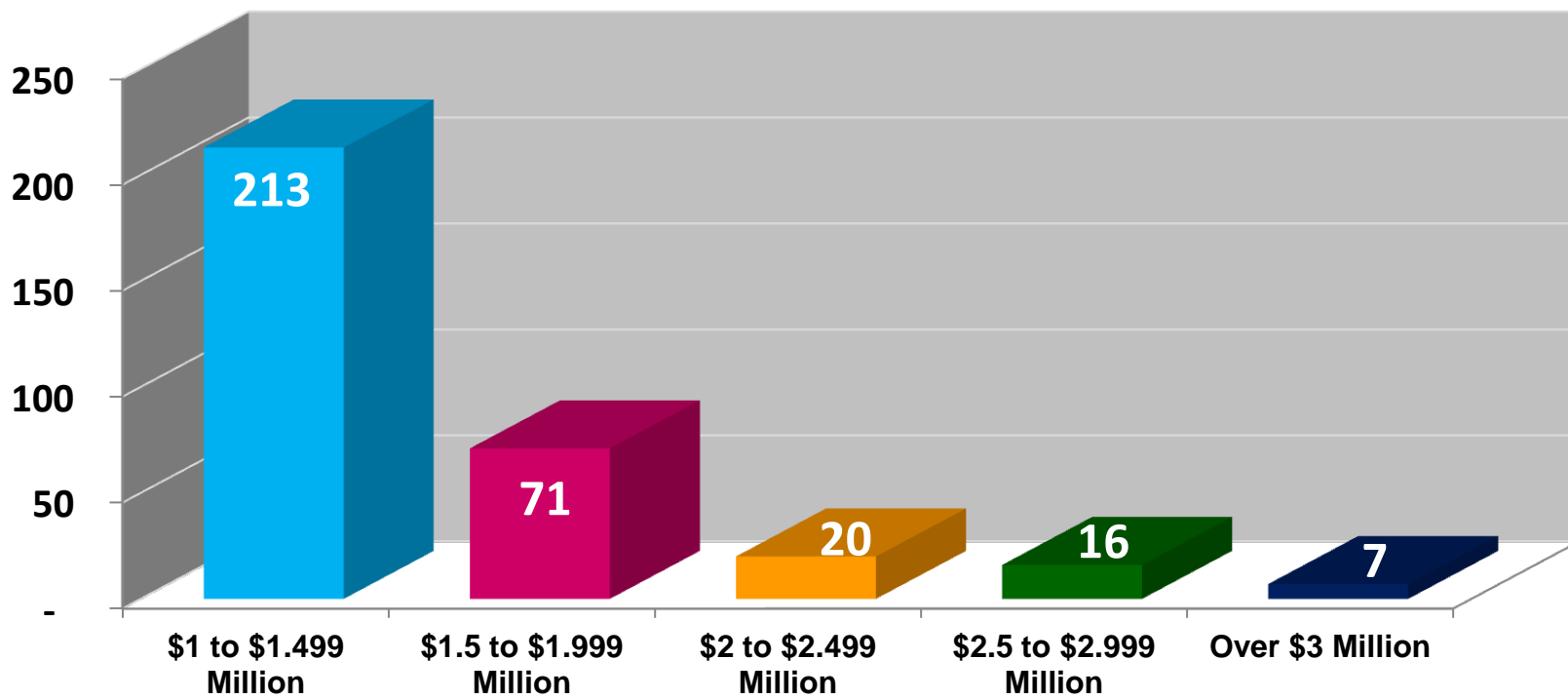


**SOUTHERN GEORGIAN BAY**  
**June Year-To-Date Luxury Property MLS® Sales Over \$1 Million**  
**2017 to 2021**  
**(In Dollars)**





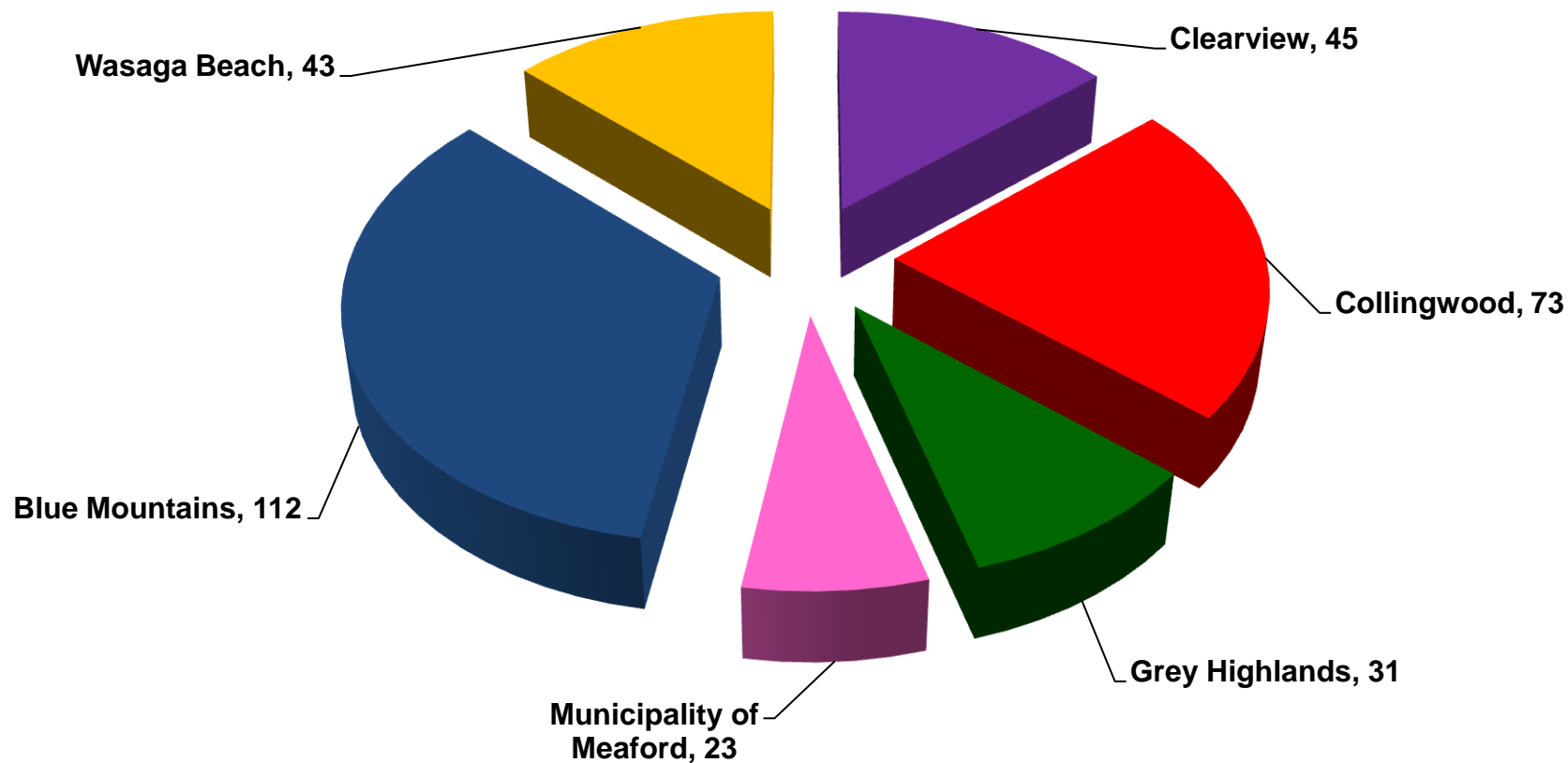
**SOUTHERN GEORGIAN BAY**  
**June 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Price Range**  
**(Total Properties Sold)**





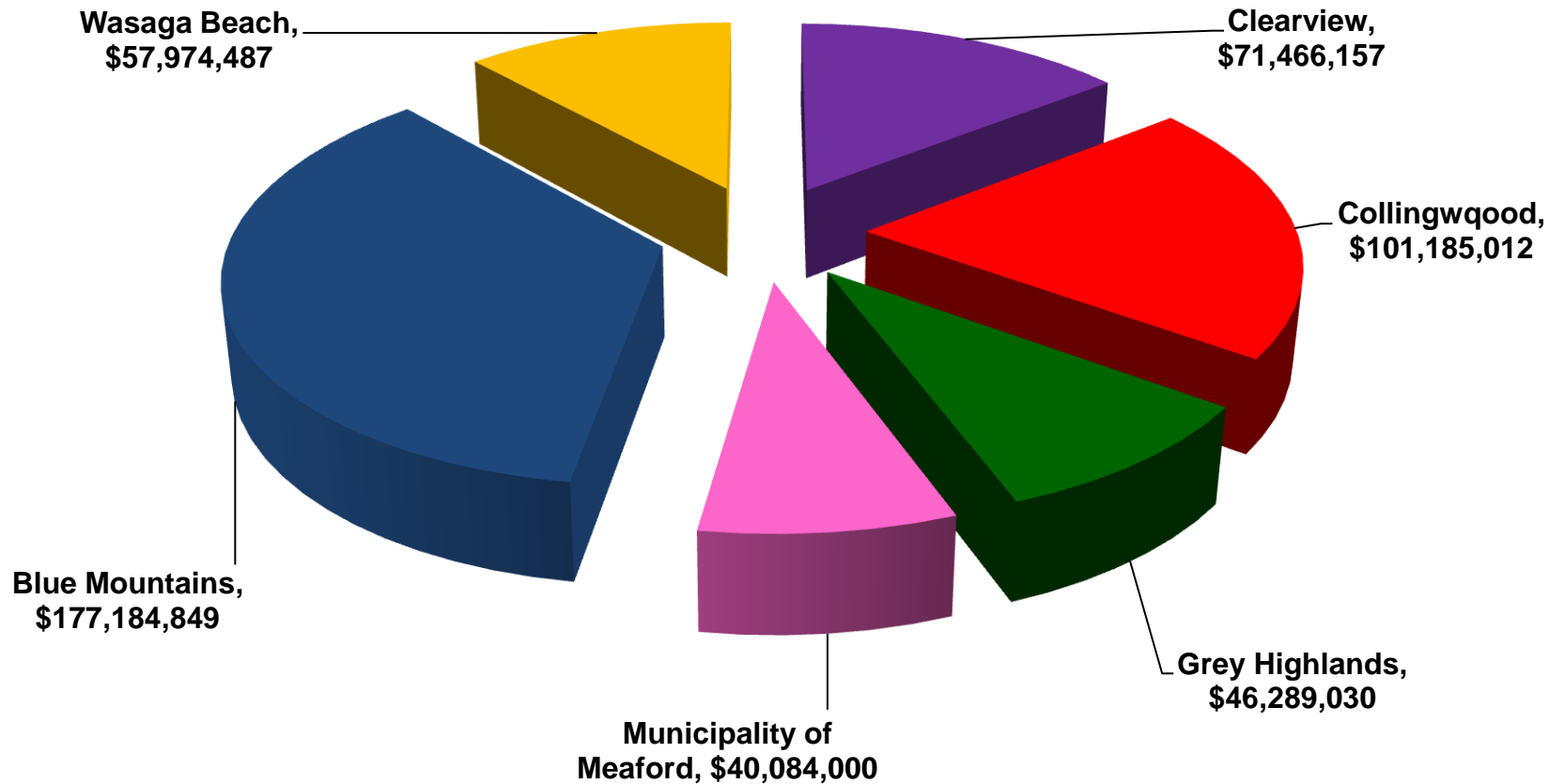


**SOUTHERN GEORGIAN BAY**  
**June 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Properties Sold)**



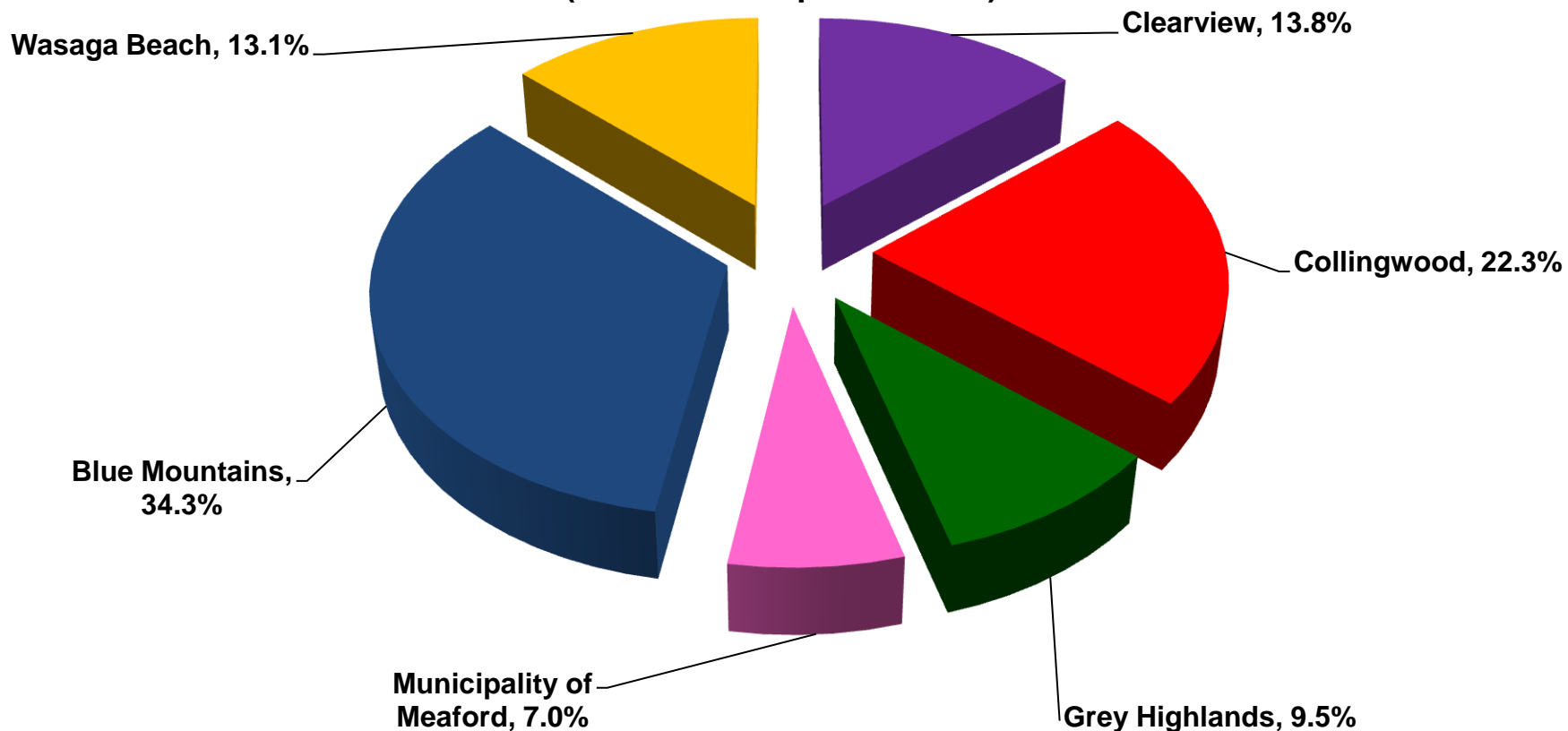


**SOUTHERN GEORGIAN BAY**  
**June 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(Total Dollars Sold)**



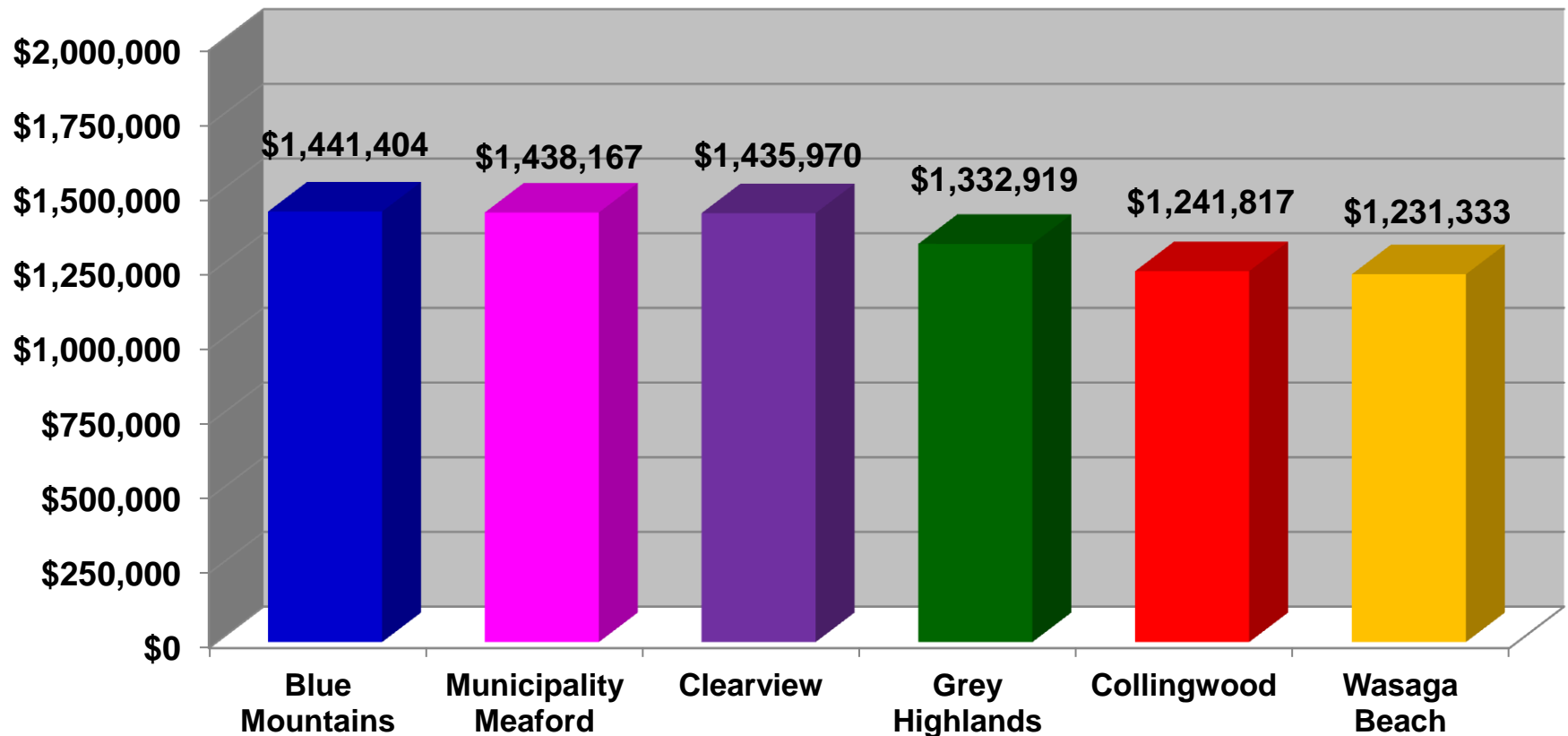


**SOUTHERN GEORGIAN BAY**  
**June 2021 Year-To-Date Luxury Property MLS® Sales**  
**Over \$1 Million by Area**  
**(% of Total Properties Sold)**





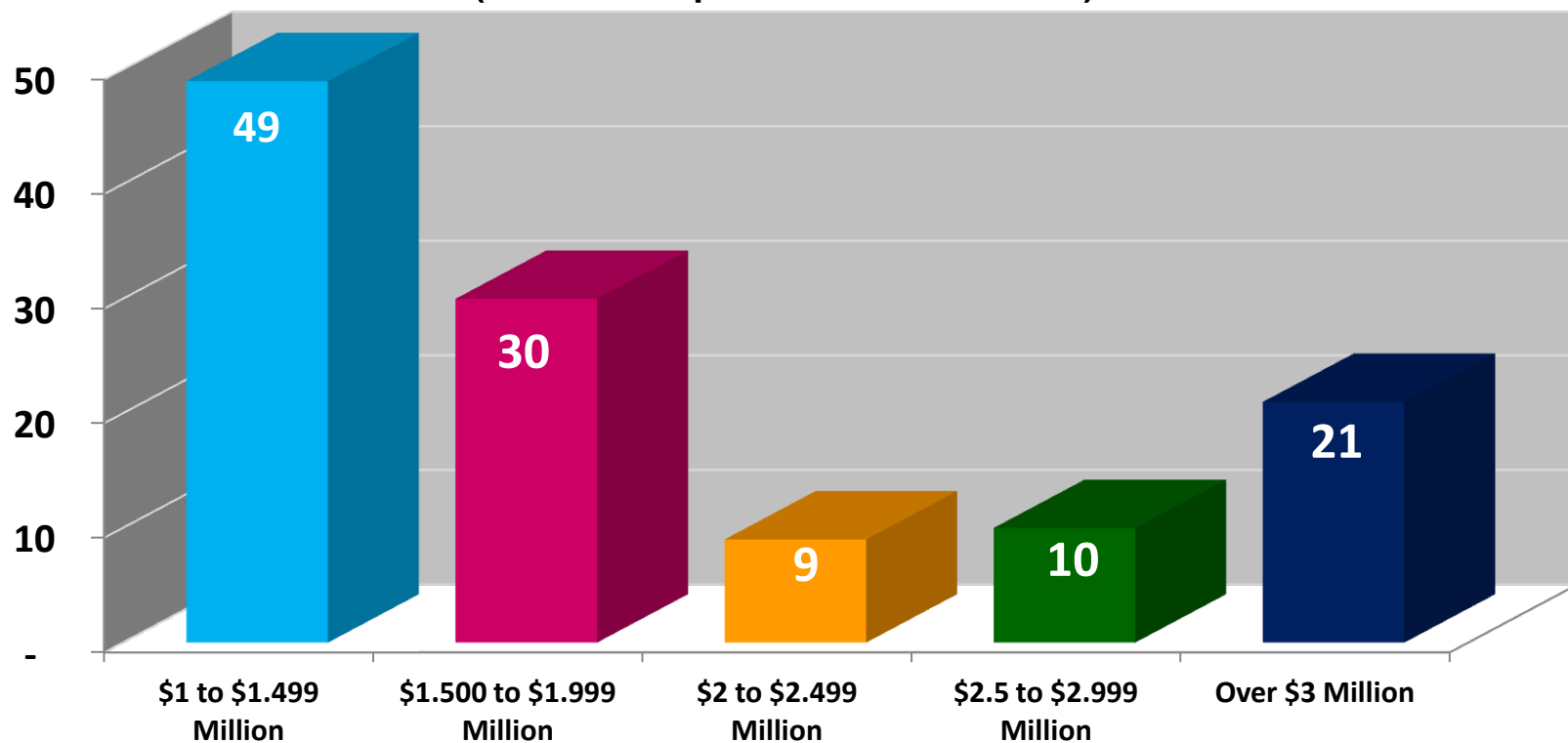
**SOUTHERN GEORGIAN BAY**  
**June 2021 Year-To-Date Luxury Property MLS® Median Sale Prices**  
**Over \$1 Million by Area**  
**(Dollars rounded)**





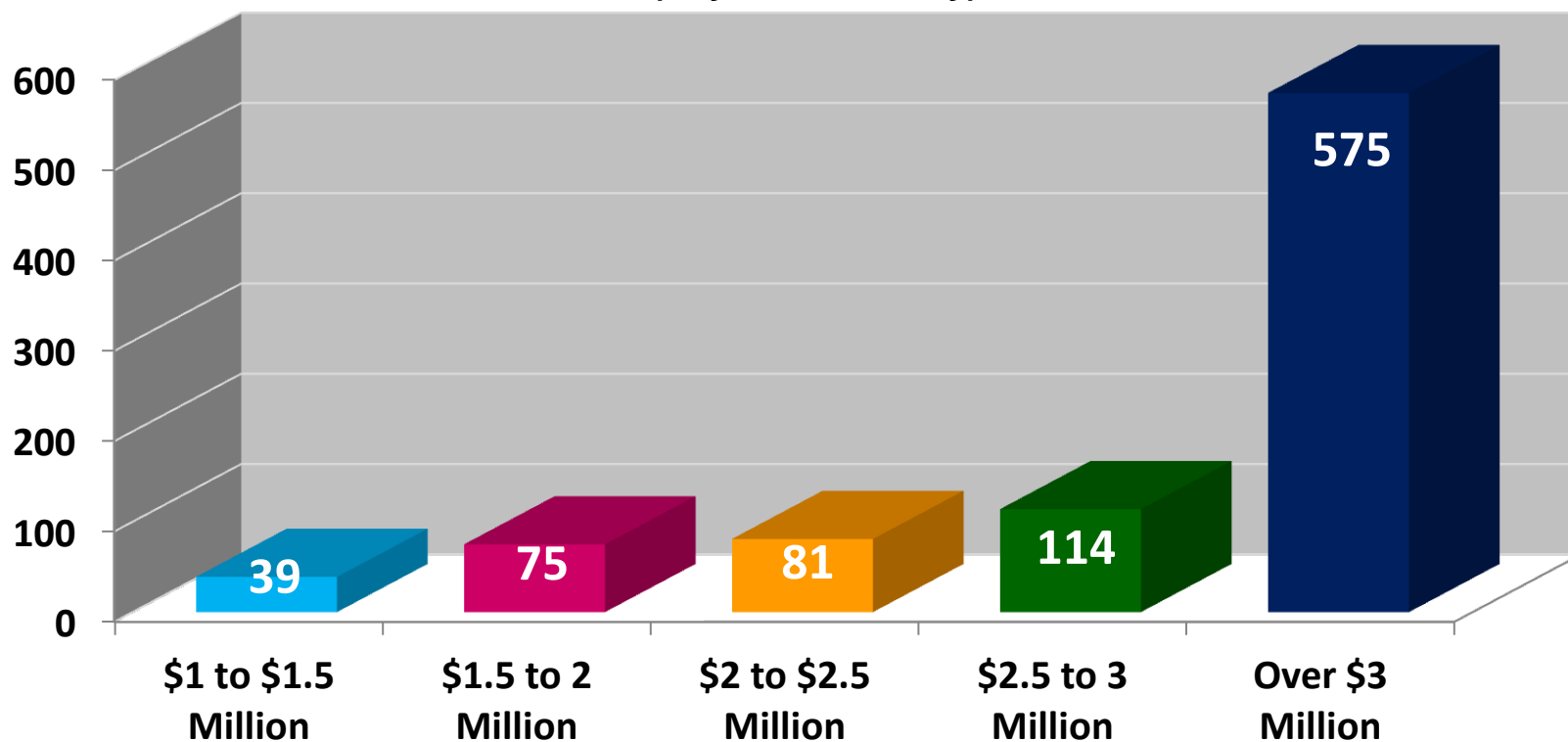


**SOUTHERN GEORGIAN BAY**  
**Total Luxury Properties Currently MLS® Listed as of July 2021**  
**Over \$1 Million by Price Range**  
**(Number Properties Listed For Sale)**





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



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