



SOUTHERN GEORGIAN BAY

Real Estate Market Report

April 2022

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MARKET OVERVIEW

With two consecutive months of declining activity, the numbers clearly indicate the real estate market has changed.

- MLS® dollar sales in April of \$231.9 million were \$56.8 million less than \$288.8 million in April 2021.
- YTD total MLS® dollar volume to the end of April is \$841.1 million down \$61.1 million (7%) from \$902.2 million in the 1st four months of 2021.
- MLS® unit sales in April of 224 properties were down 37% from 354 in April 2021, total YTD MLS® sales of 821 properties are down 27% from 1,123 last year.

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 2022 total 1,370 properties down from 1,503 or 9% from last year. New MLS® listing in April totaled 473 versus 538 in April 2021. Low inventory remains an issue in many markets across Canada and the Southern Georgina Bay region is no exception.
- MLS ® unit sales have been softening monthly with MLS ® dollar volume continuing to be boosted by robust sales in the higher end price segments of the market.
- YTD MLS® single family sales total 539 down 22% from 695 homes sold last year, condo sales of 150 units are 35% below the 1st quarter of 2021. Vacant land sales of 73 are down 40% from one year ago

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 YTD list-to-sale price ratio in April was 102.3%. The list-to-sale price ratio had been declining from a high of 102.7% back in April 2021 and I suspect this will continue as multiple offers decline.
- Year-to-date MLS® single family home sales are very strong at the upper end of the market starting at \$800,000 and above. Home sales in these segments are up substantially which has a profound impact on the median sale price and total dollar volume of sales.
- The median residential price in April was \$888,375 down from \$903,000 in March yet is 25% higher than this time in 2021. See chart below.

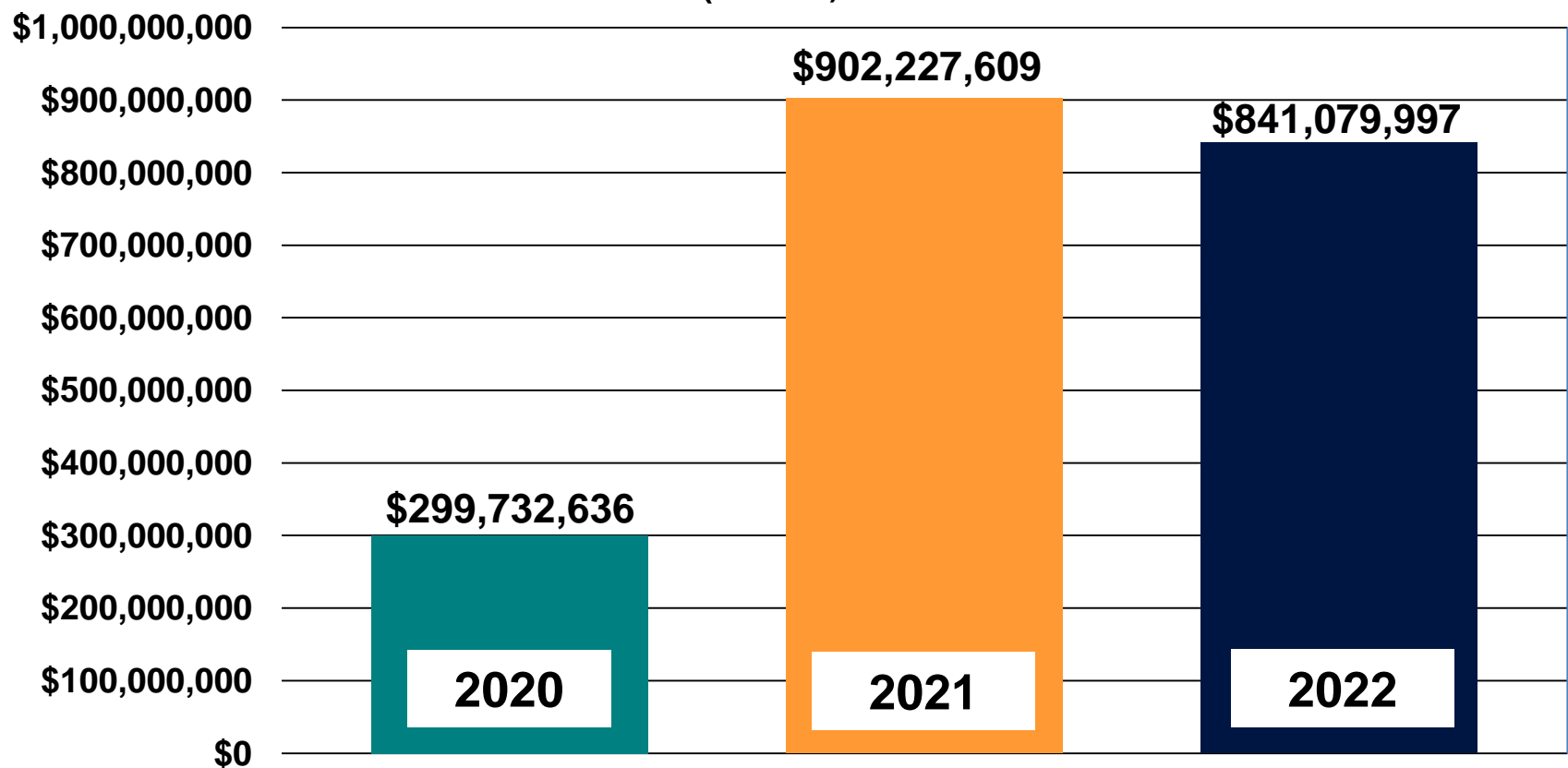


MARKET OVERVIEW continued....

- YTD MLS® single family home sales are down in every local municipality: Clearview Twp -38%, Grey Highlands -37%, Meaford -14%, Blue Mountains -4%, Collingwood -15% & Wasaga Beach -25% from one year ago.
- While real estate activity historically gains speed in the spring, this year has shown otherwise. With rising interest and inflation rates, a looming recession and a reappearance of property price reductions regularly being posted in the MLS ® System, it's no longer a "Seller's" market. This report confirms what many of us have predicted for months, the "winds of change" have arrived, contact me to learn more rcrouch@sothebysrealty.ca

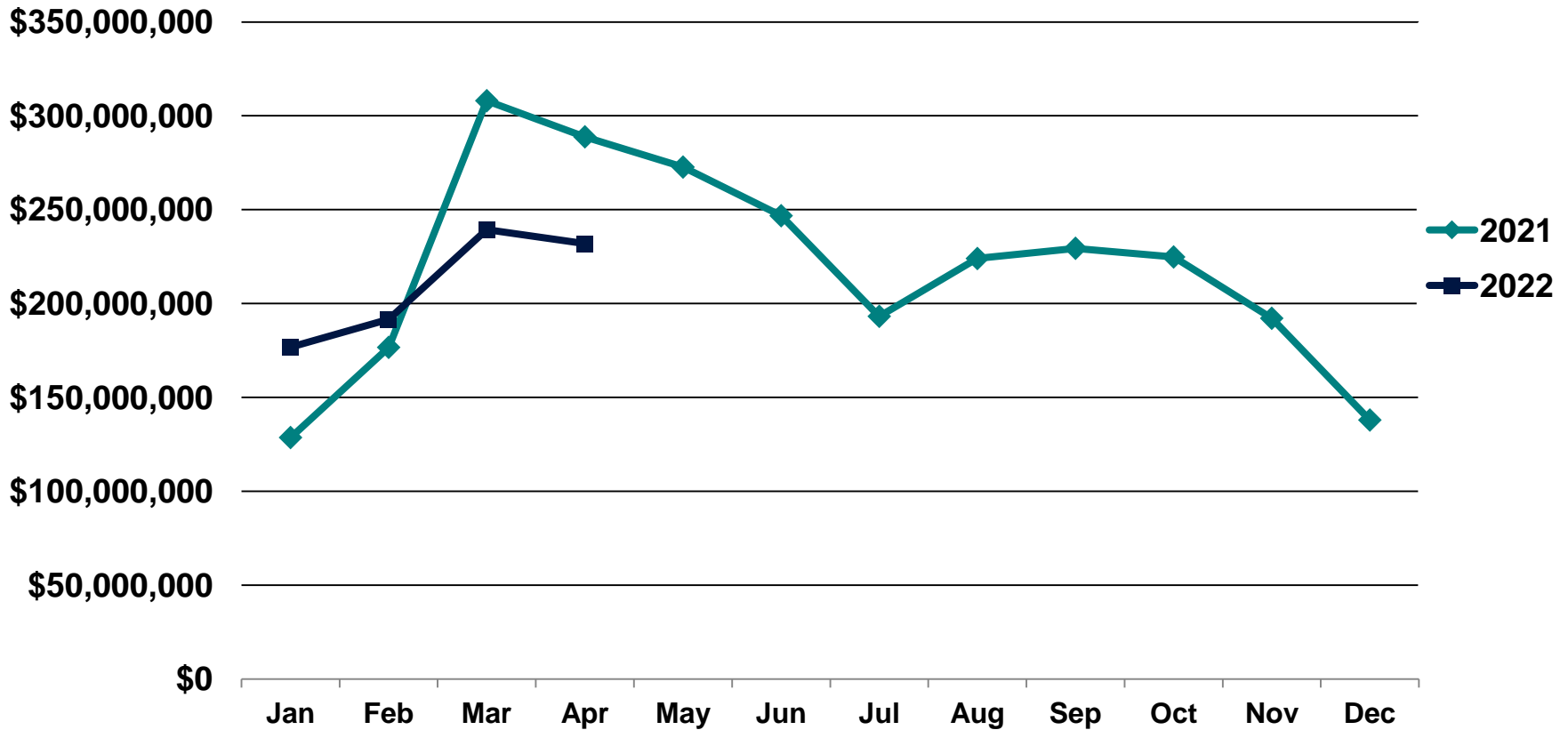


SOUTHERN GEORGIAN BAY
April Year-To- Date MLS® Sales Volume
2020 versus 2021 versus 2022
(Dollars)



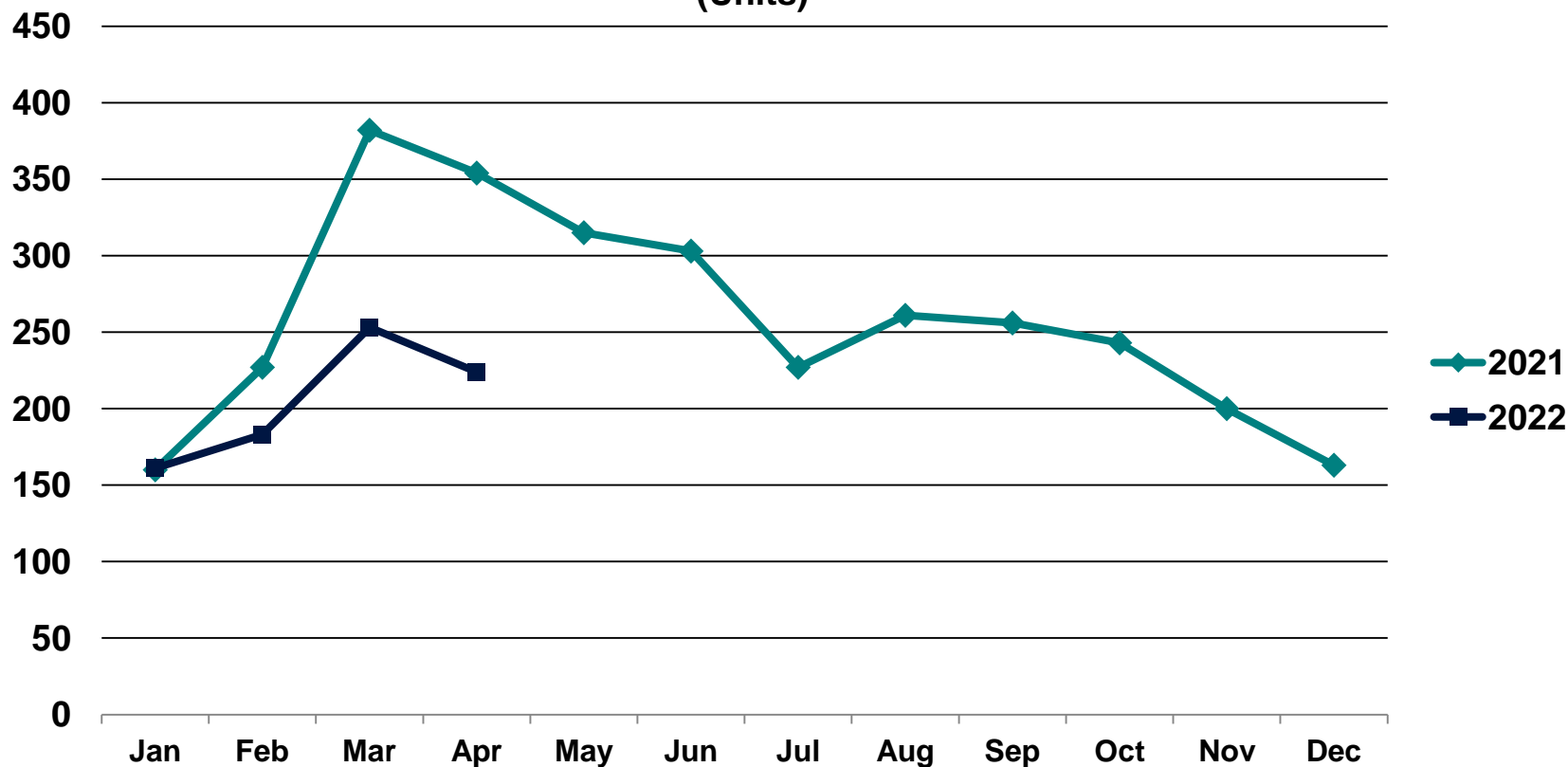


SOUTHERN GEORGIAN BAY
April Year-To-Date Total MLS® Sales by Month
2021 versus 2022
(Dollars)



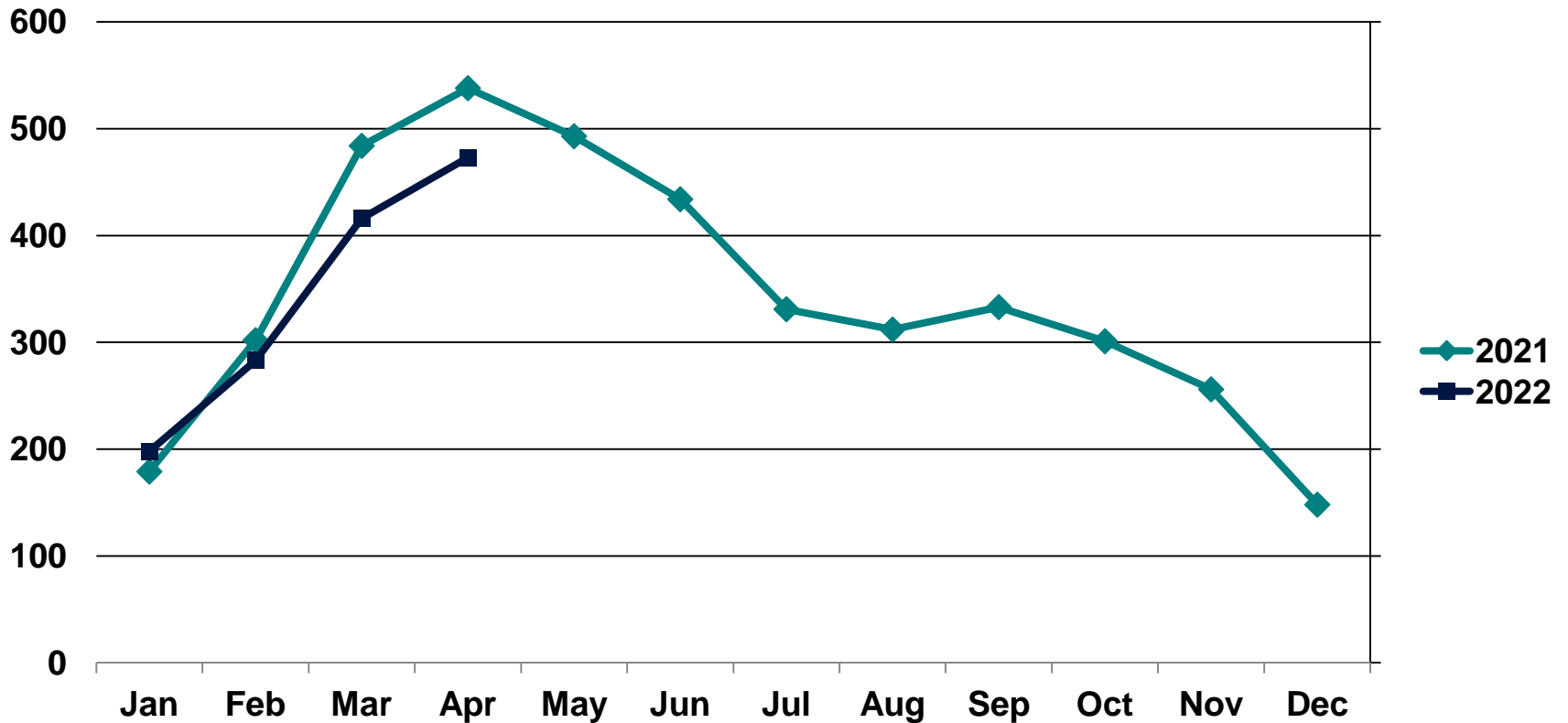


SOUTHERN GEORGIAN BAY
April Year-To-Date Total MLS® Sales by Month
2021 versus 2022
(Units)



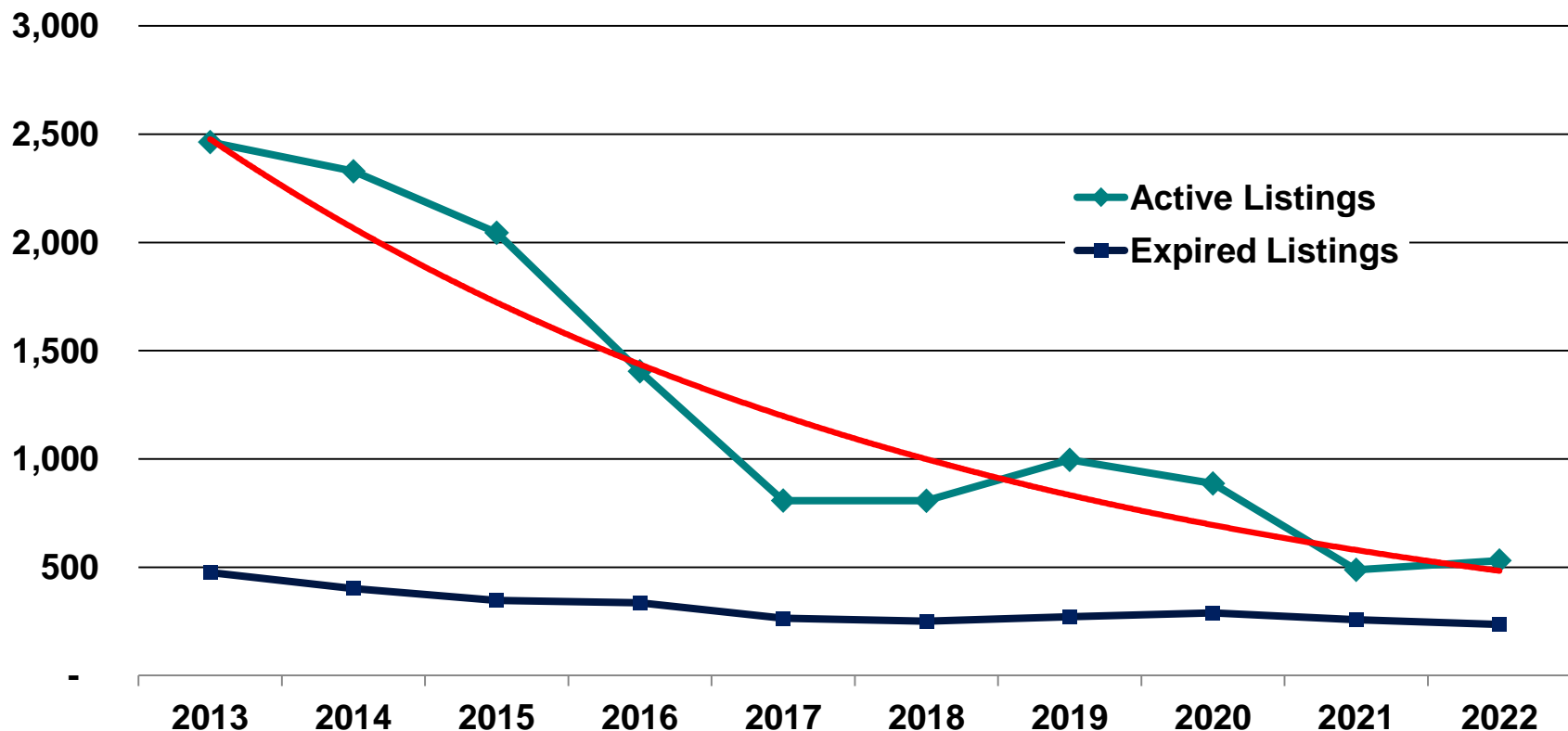


SOUTHERN GEORGIAN BAY
April Year-To-Date MLS® New Listings by Month
2021 versus 2022
(Units)



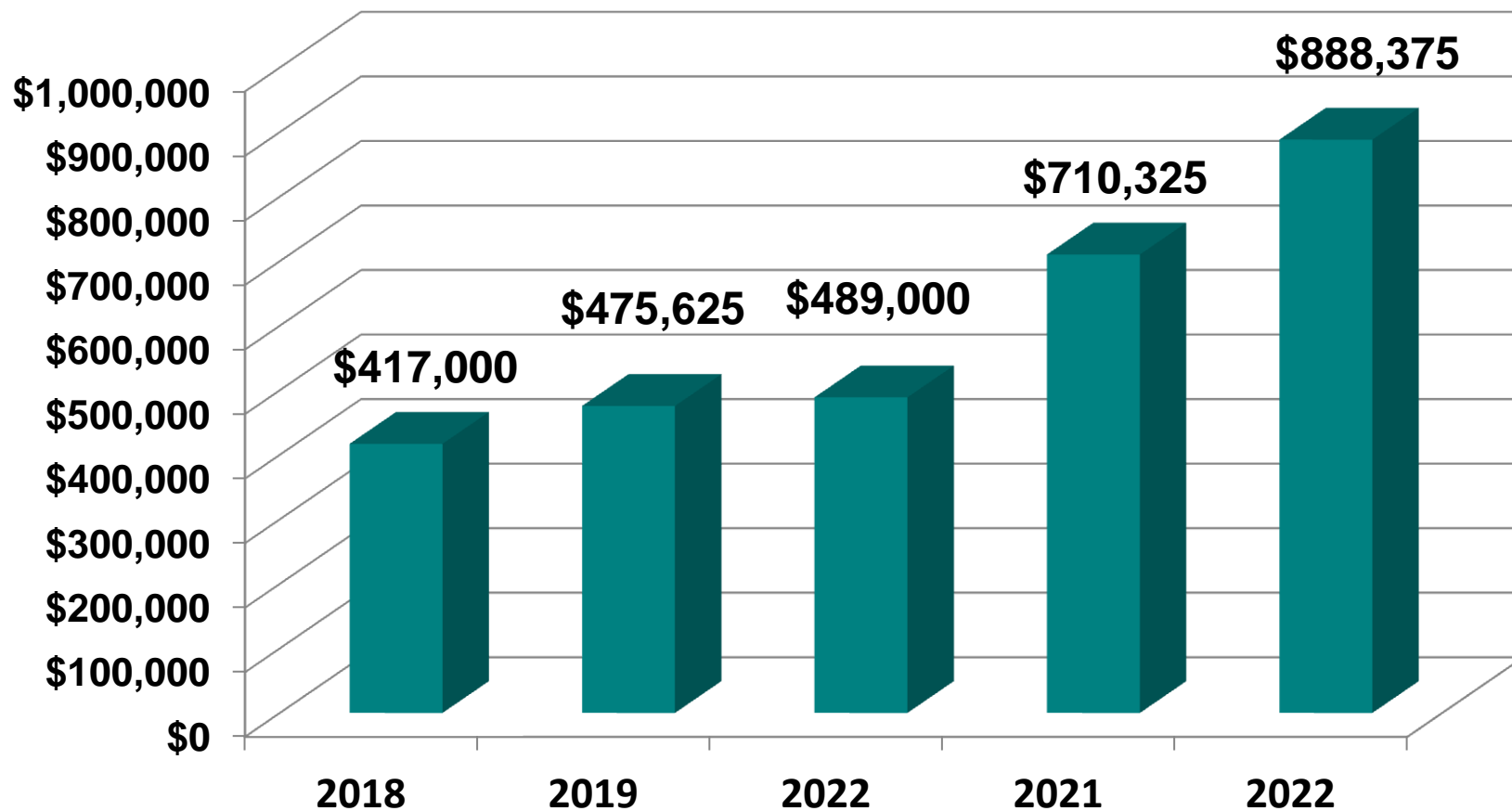


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
April 2013 through April 2022
(Units)



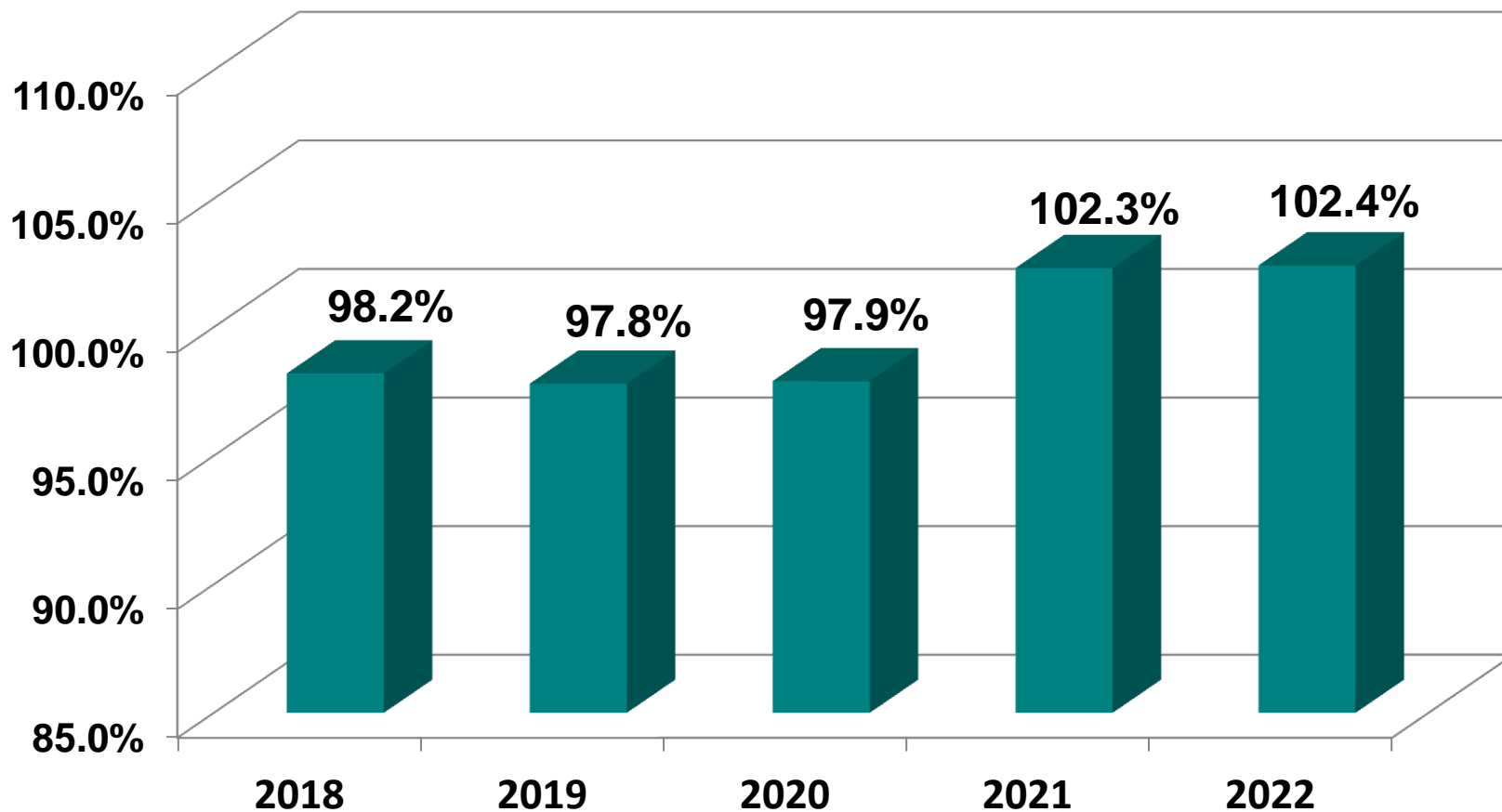


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5 Year MLS® Residential Median Sale Prices
April Year-To-Date 2018 to 2022





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5 Year MLS® Residential List to Sale Price Ratio %
April Year-To-Date 2018 to 2022



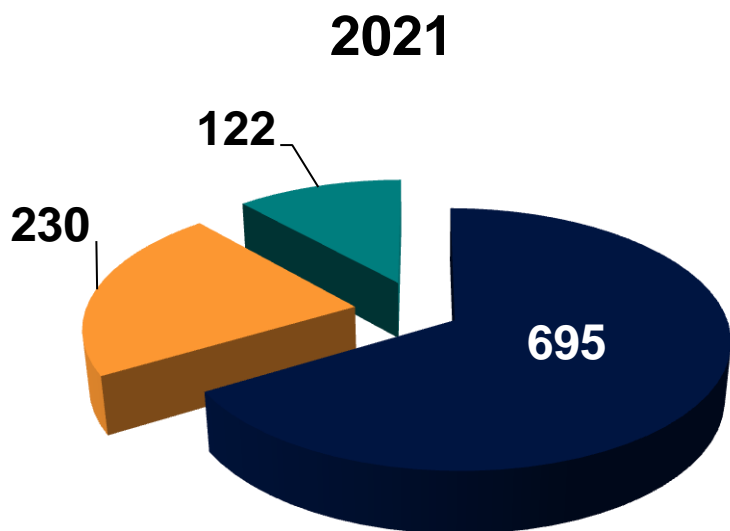


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
April Year-To-Date 2021 versus 2022
(Units)

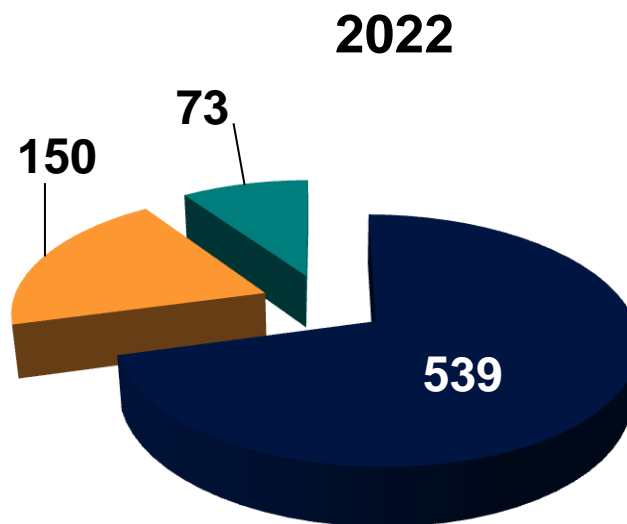
	2021	2022	% Difference
Under \$300,000	2	0	-100%
\$300,000 to \$499,999	58	12	- 79%
\$500,000 to \$799,999	303	121	- 60%
\$800,000 to \$999,999	139	153	10%
\$1 to \$1.499 Million	119	154	29%
\$1.5 to \$1.999 Million	44	49	11%
\$2.0 to \$2.499 Million	15	23	53%
\$2.5 to \$2.999 Million	12	12	0%
Over \$3.0 Million	3	15	400%
Total All	695	539	- 22%



SOUTHERN GEORGIAN BAY
MLS® Residential Sales by Property Type
April Year-To-Date 2021 versus 2022
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Area
April Year-To-Date 2021 versus 2022
(Units)

