



SOUTHERN GEORGIAN BAY

Real Estate Market Report

February 2022

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MARKET OVERVIEW

Market activity in the southern Georgina Bay area continues to remain strong overall, some segments performing better than others

- Total MLS® dollar volume in February of \$191.6 million was up 8% from \$176.6 million in February 2020.
- MLS® unit sales in February were down 19%, with 183 sales in 2022 compared to 227 in February of last year.
- Year-to-date MLS® sales to the end of February total \$368.4 million up \$63.0 million or 21% from 2021 and \$191.3 million an increase of 114% from 2020 before the pandemic slowed things down.

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 February totaled 281 properties down from 302 or 21% from last year. Low inventory remains a problem in many markets across Canada.
- MLS ® unit sales have been softening for some time while MLS ® dollar volume being boosted by robust sales in the higher end price segments of the market.
- February YTD MLS® single family sales total 225 down 6% from 239 homes sold last year, condo sales of 62 units are 17% below the first two months of 2021. Vacant land sales are down 4% with 43 sales versus 45 last year.

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 in February jumped to 103.8% compared to 100.0% January. The list-to-sale price ratio had been declining monthly from a high of 102.7% back in April 2021 driven by fewer multiple offers where properties typically sell for well above asking.
- Year-to-date MLS® single family home sales are strongest 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.
- The median residential price in February was \$918,750 up from \$870,000 in January driven by a significant number of sales during February \$1 million and higher particularly between \$2 to \$2.5 million and over \$3 million. See chart below.

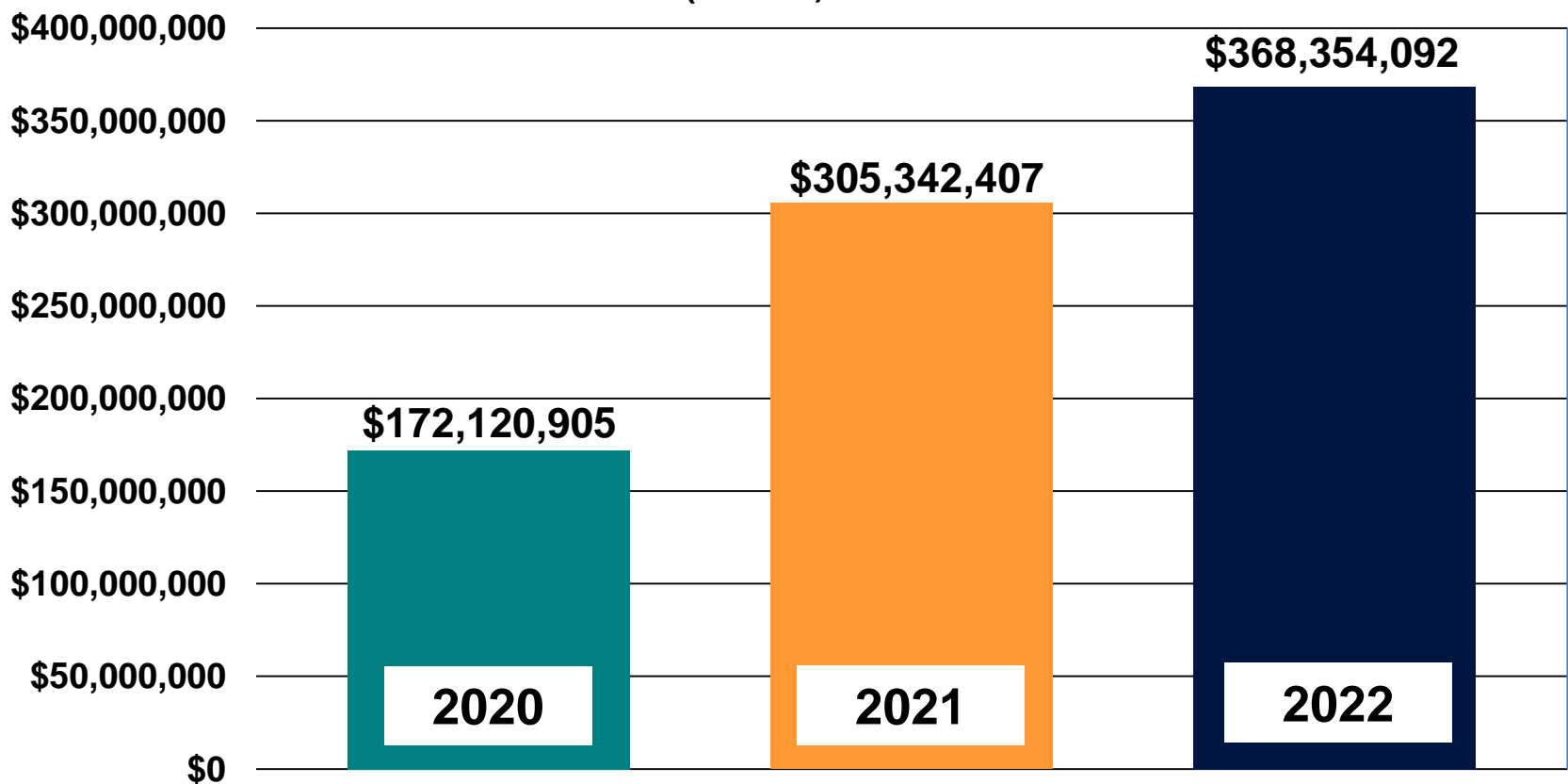


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales vary by municipality: Clearview Twp down 35%, Grey Highlands down 24%, Meaford up 5%, Blue Mountains up 19%, Collingwood is up 11% & Wasaga Beach is down 7% from one year ago.
- While we still have a strong demand for area properties overall, we need to look at the total picture realizing that there are several micro-markets where sales and listing activity can vary widely. The total inventory of properties listed for sale on our MLS® System remains low. Spring is fast approaching and while real estate listing activity historically gains speed with the better weather this year may be different based on a looming recession, inflation including rising gas prices, higher mortgage rates and the situation in Ukraine.

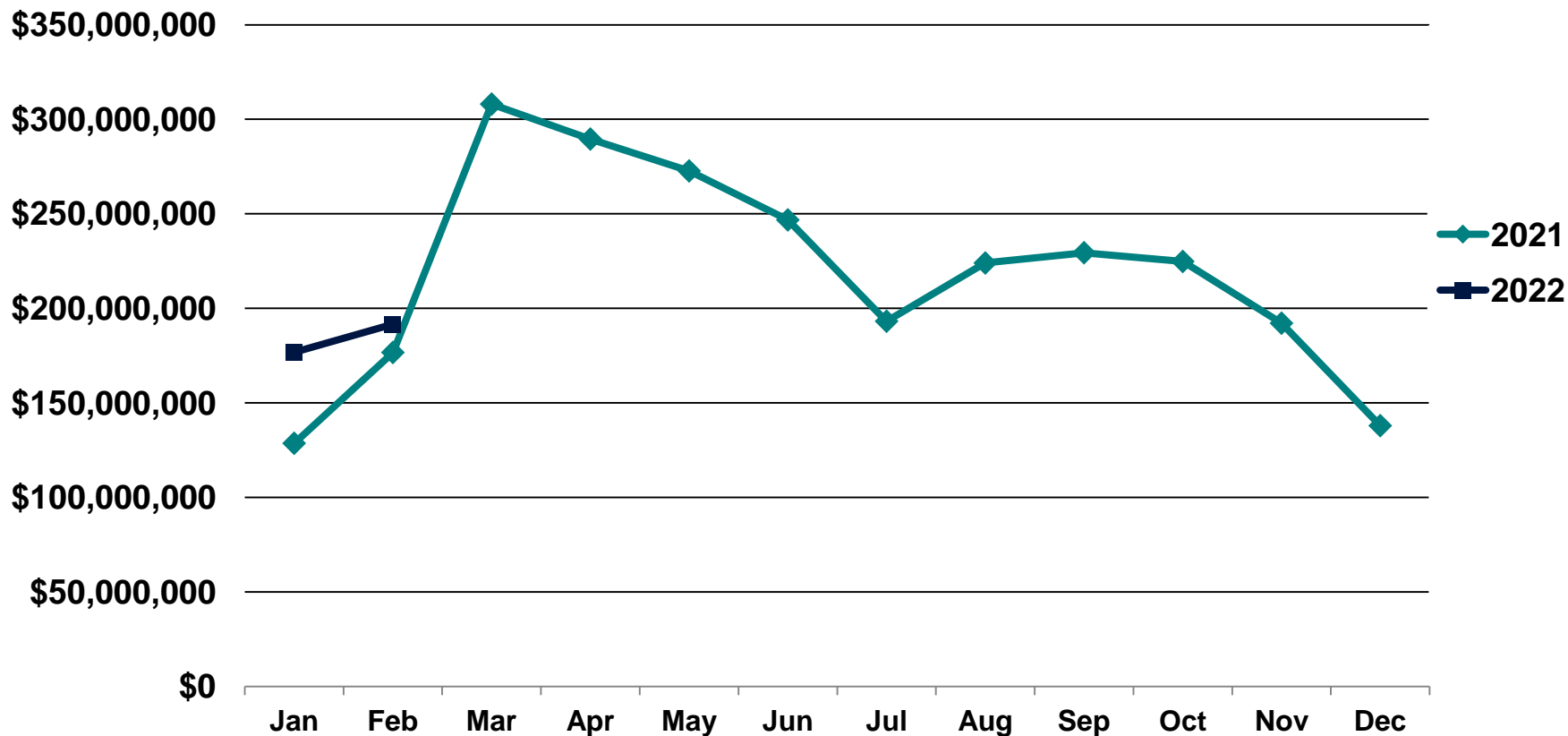


SOUTHERN GEORGIAN BAY
February Year-To- Date MLS® Sales Volume
2020 versus 2021 versus 2022
(Dollars)



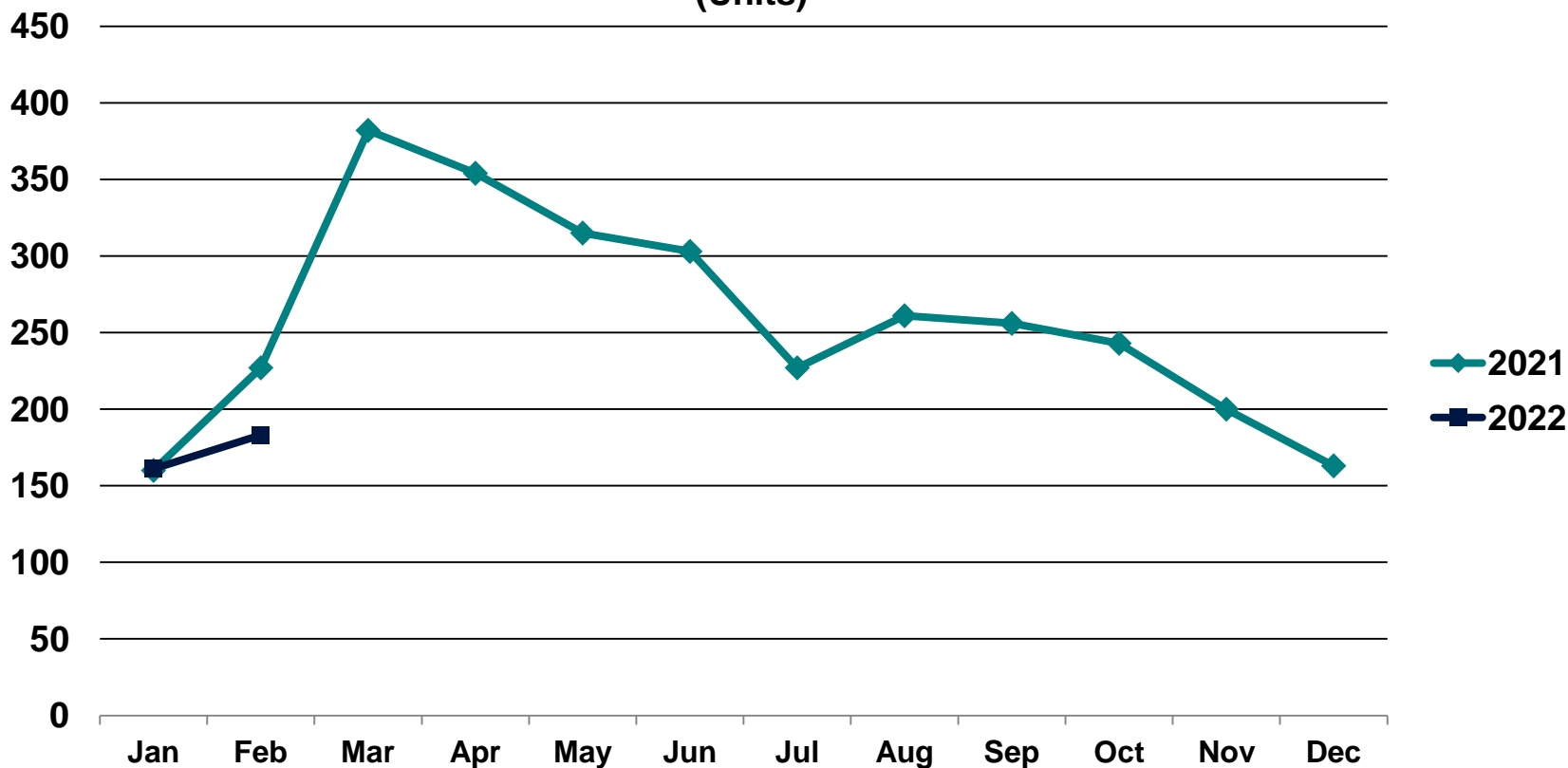


SOUTHERN GEORGIAN BAY
February Year-To-Date Total MLS® Sales by Month
2021 versus 2022
(Dollars)



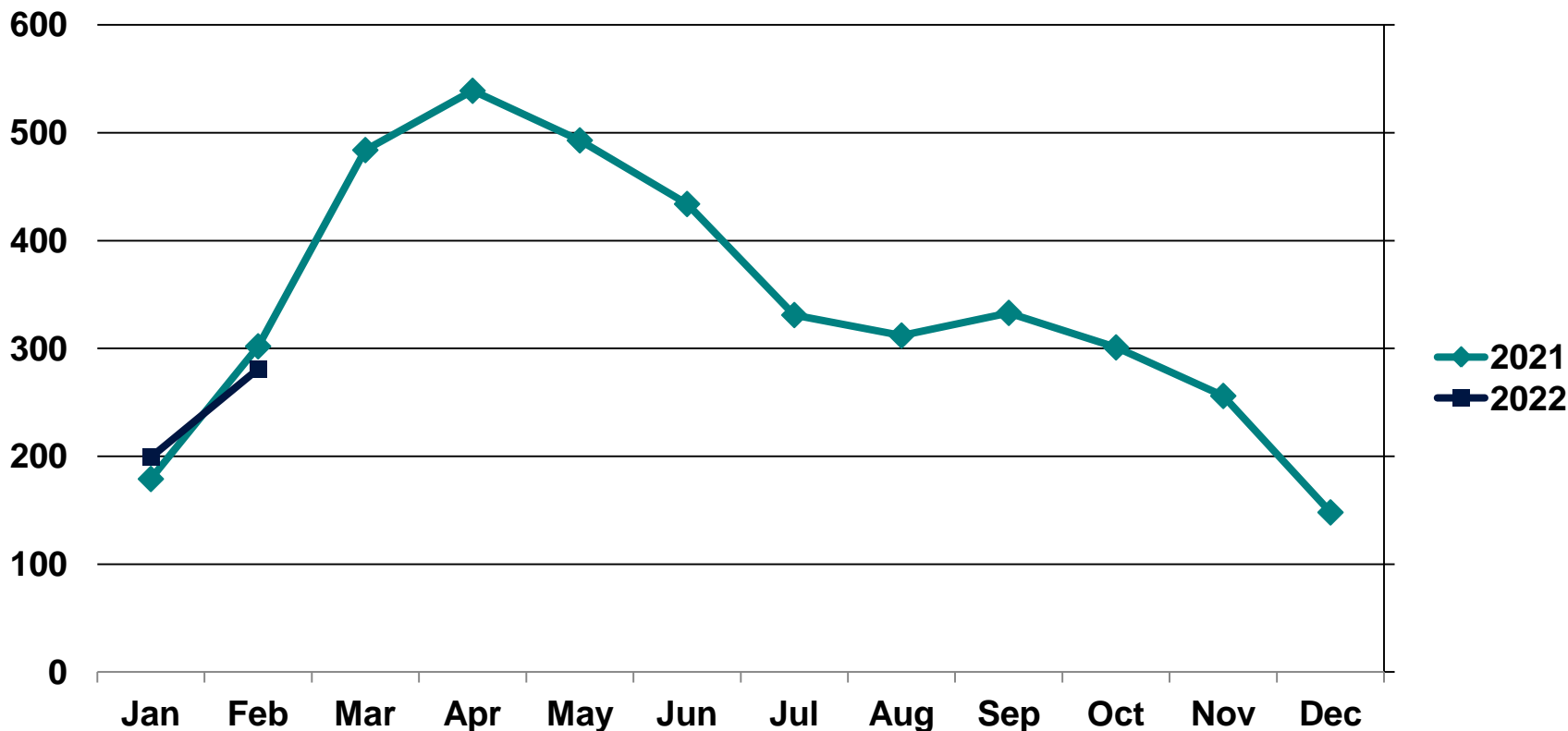


SOUTHERN GEORGIAN BAY
February Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



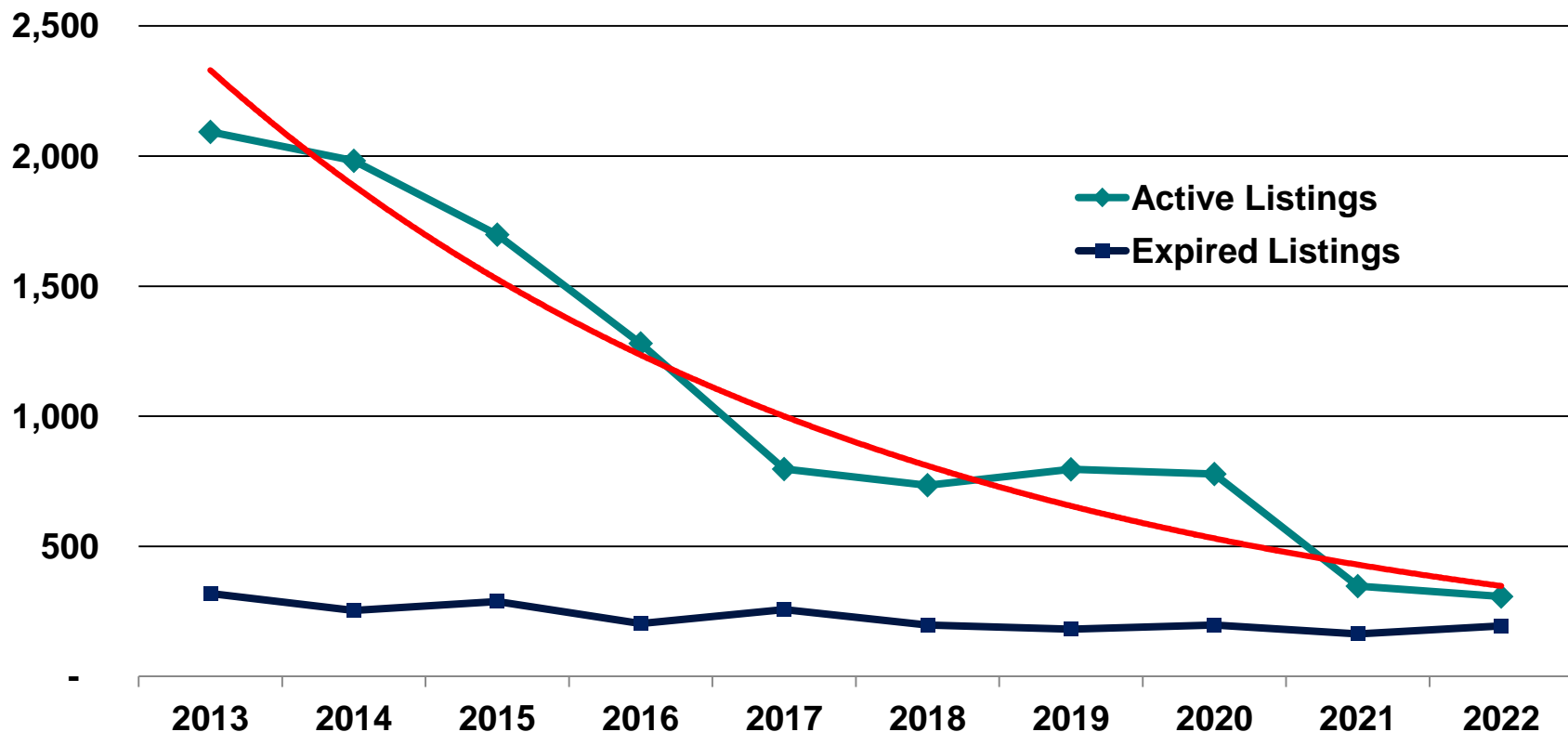


SOUTHERN GEORGIAN BAY
February Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



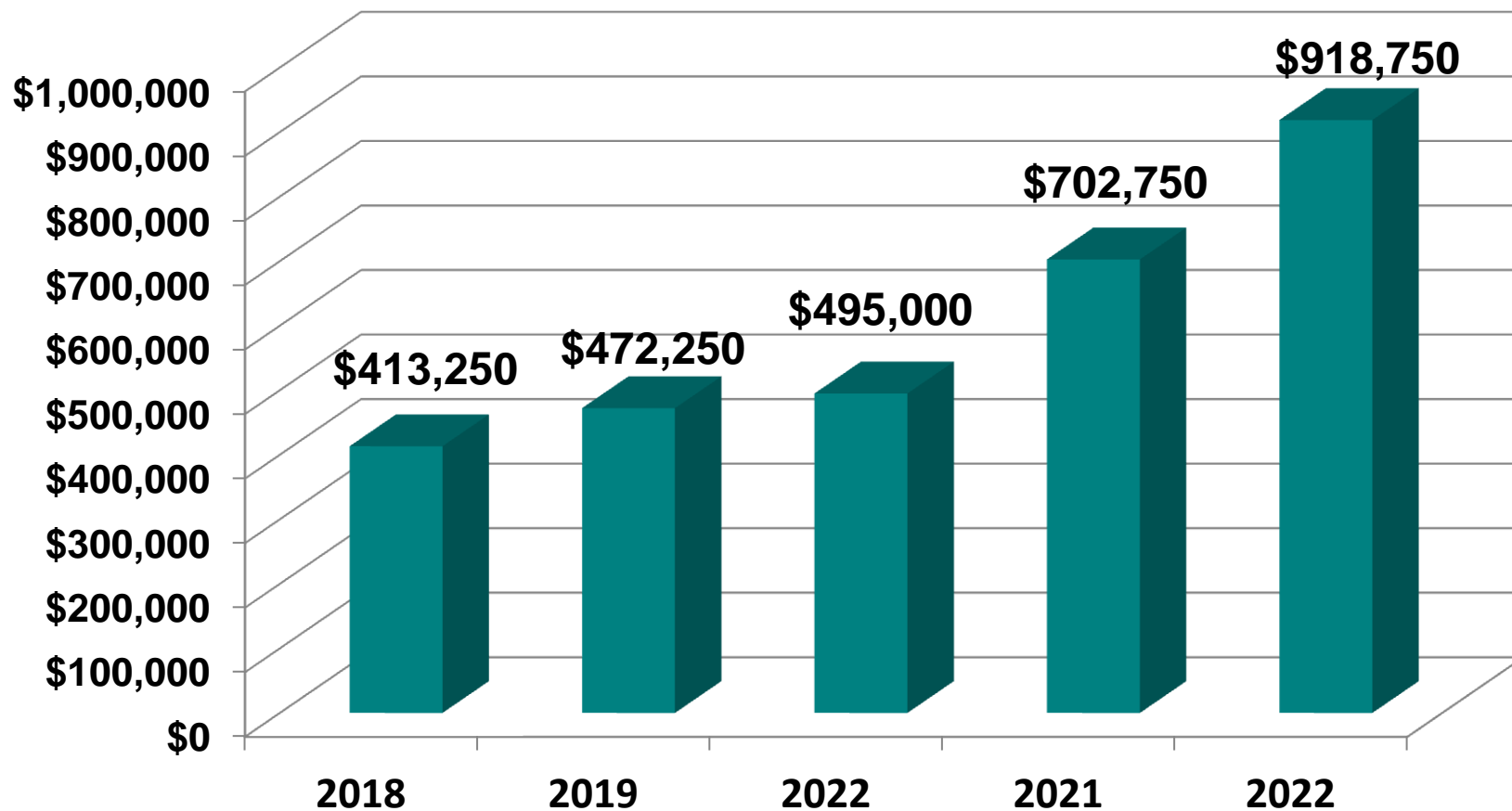


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
February 2013 through 2022
(Units)



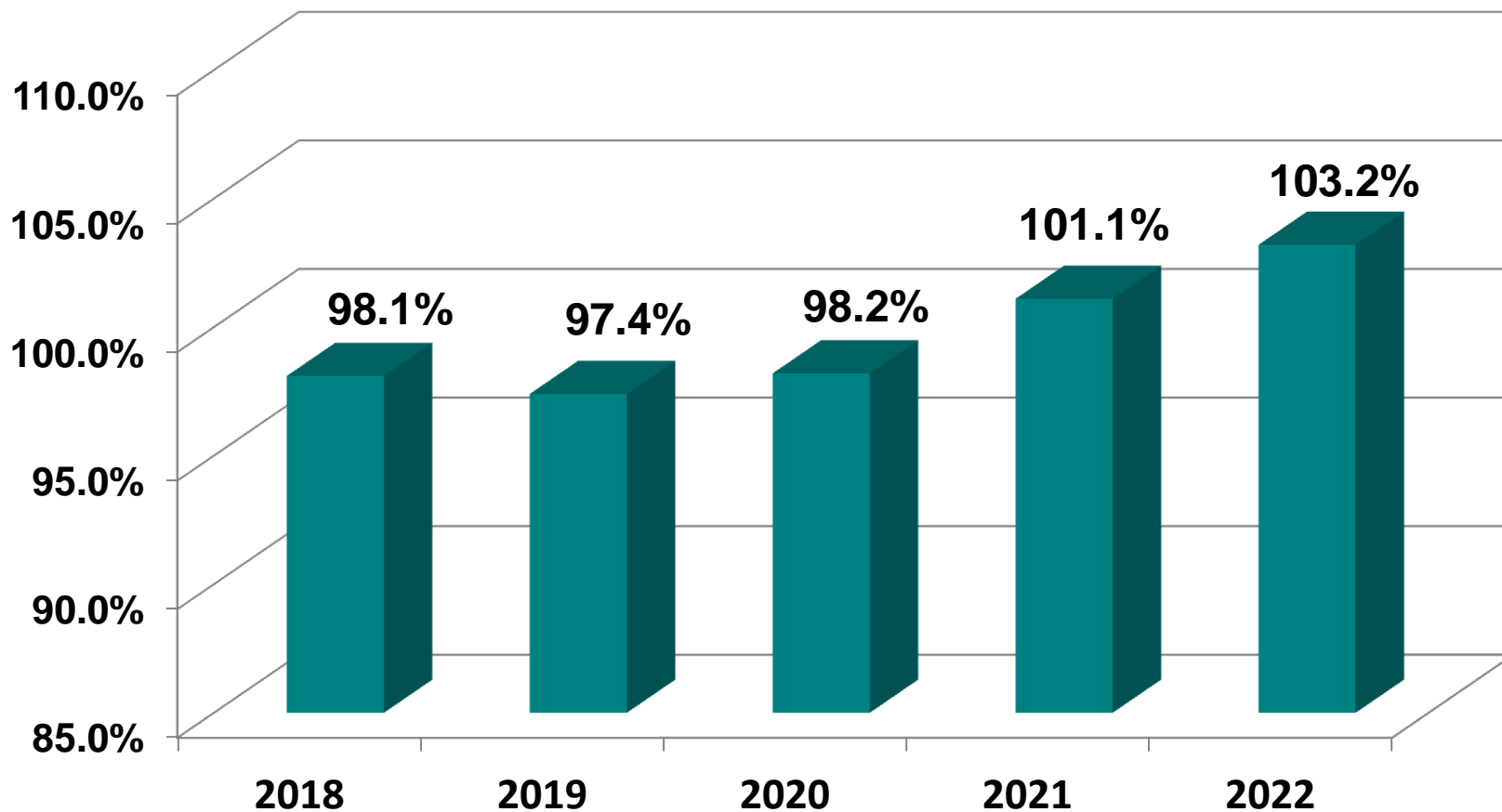


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
February Year-To-Date 2018 to 2022





SOUTHERN GEORGIAN BAY
5 Year MLS® Residential List to Sale Price Ratio %
February Year-To-Date 2018 to 2022



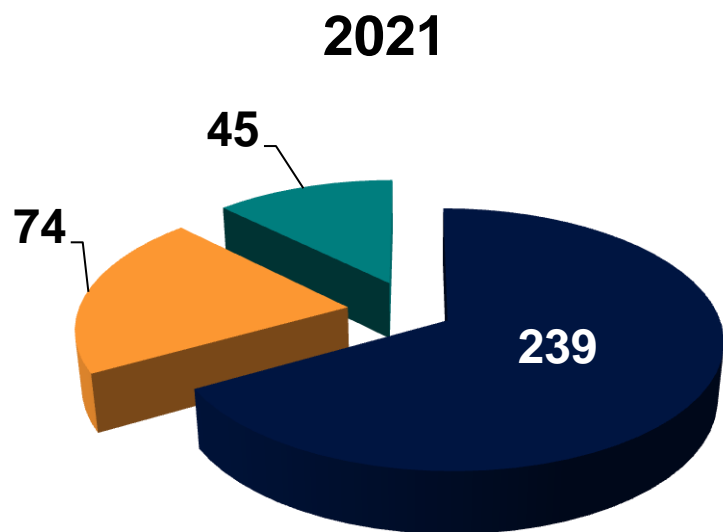


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
February Year-To-Date 2020 versus 2021
(Units)

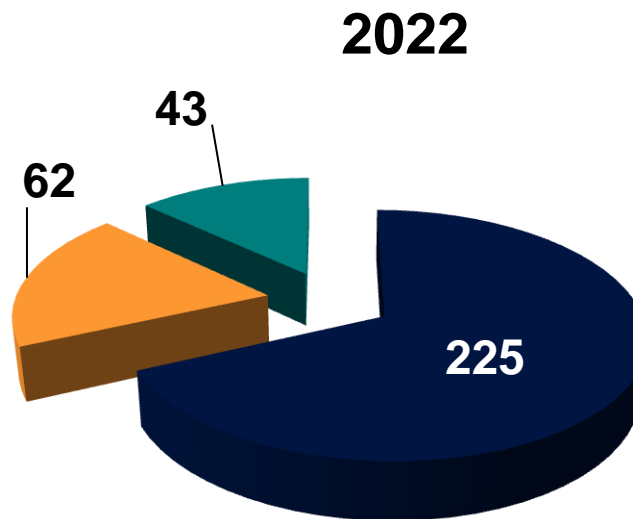
	2021	2022	% Difference
Under \$300,000	2	0	100%
\$300,000 to \$499,999	27	5	- 81%
\$500,000 to \$799,999	103	47	- 54%
\$800,000 to \$999,999	44	57	30%
\$1 to \$1.499 Million	40	64	60%
\$1.5 to \$1.999 Million	14	24	71%
\$2.0 to \$2.499 Million	4	12	200%
\$2.5 to \$2.999 Million	4	6	50%
Over \$3.0 Million	1	10	900%
Total All	239	225	- 6%



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

