



SOUTHERN GEORGIAN BAY

Real Estate Market Report

January 2022

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MARKET OVERVIEW

Overall market activity in the southern Georgina Bay area continues to remain strong as we start 2022 but a closer look at MLS® activity reflects that a change is coming.

- Total MLS® dollar volume in January of \$176.8 million was up 37% from \$128.7 million in January 2021, \$106.8 million or 153% more than January 2020 prior to the arrival of the pandemic.
- Despite the substantial change in MLS® dollar volume, unit sales in January of 163 properties were just 3 more or 2% higher than January 2021.

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 January totaled 199 properties up from 179 or 11% from January 2021.
- MLS ® dollar and unit sales did soften in the latter half of 2021 and we are seeing a return to price reductions in significant numbers and values as Sellers try to lure potential Buyers in what would appear to be a softening market.
- January MLS® single family sales total 103 up by 1 home sold last January, condo sales of 29 units are up 5 units (21%) from one year ago. Vacant land sales total 17 sales 4 less than January 2021.

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 overall MLS® list to sale price ratio is 100.0%, unchanged from January 2021. The list-to-sale price ratio has 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.
- The median residential price in January was \$870,000 up from \$703,500 last year, this increase was driven by greater sales at the upper end and in particular \$2 million and higher.
- A close look at MLS® data shows that luxury home sales, those priced \$1 million and higher are the driving force for the increase we are seeing in MLS® dollar volume. See my “**Luxury Properties Market Report**” on my website to learn more.

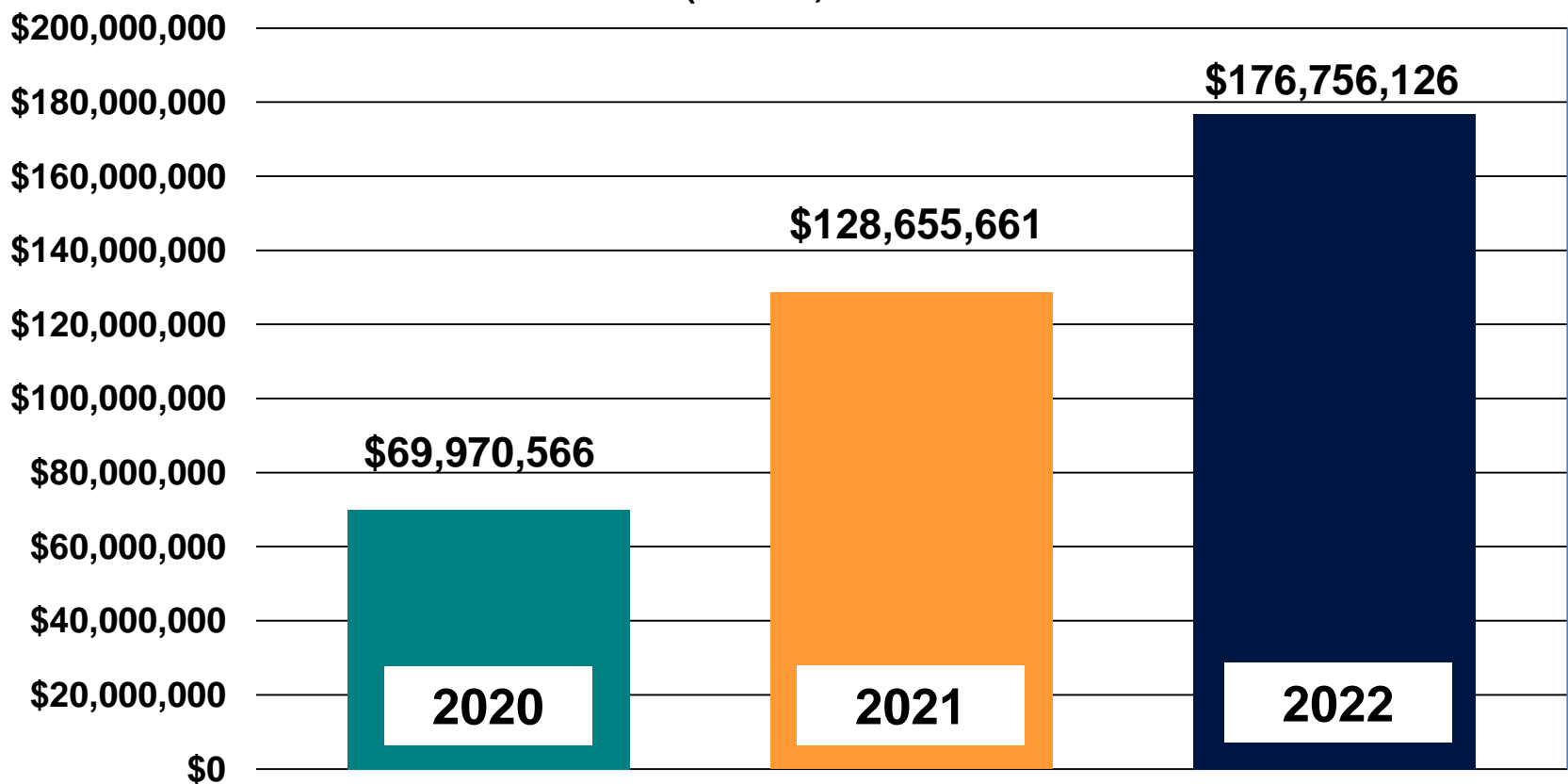


MARKET OVERVIEW continued....

- January MLS® single family home sales vary significantly by municipality: Clearview Township down 8%, Grey Highlands down 15%, Meaford up 60%, Blue Mountains up 5%, Collingwood up 35% & Wasaga Beach up 21%
- MLS® single family home sales are strongest at the upper end starting at \$800,000 and above with home sales in these segments up anywhere from 29% to 400%, see chart below.
- Overall, inventory levels of properties listed for sale on the MLS® System remain low relative to demand, most properties sell quickly and for full asking price or higher. We will see an increase in listing activity as we get closer to spring, this along with an increase in mortgage rates could drive a change in market conditions for the balance of 2022 and beyond, only time will tell.

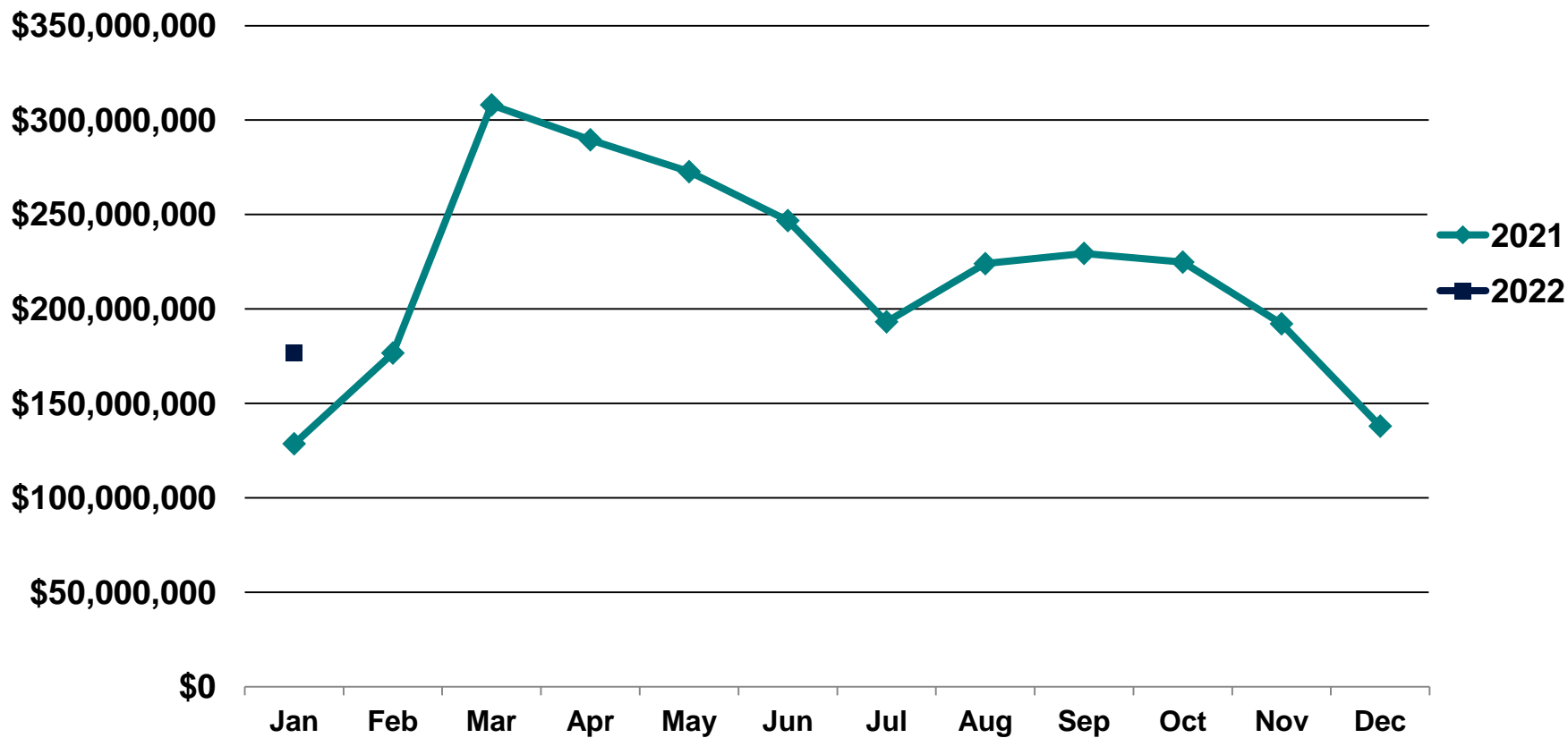


SOUTHERN GEORGIAN BAY
January Year-To- Date MLS® Sales Volume
2020 versus 2021 versus 2022
(Dollars)



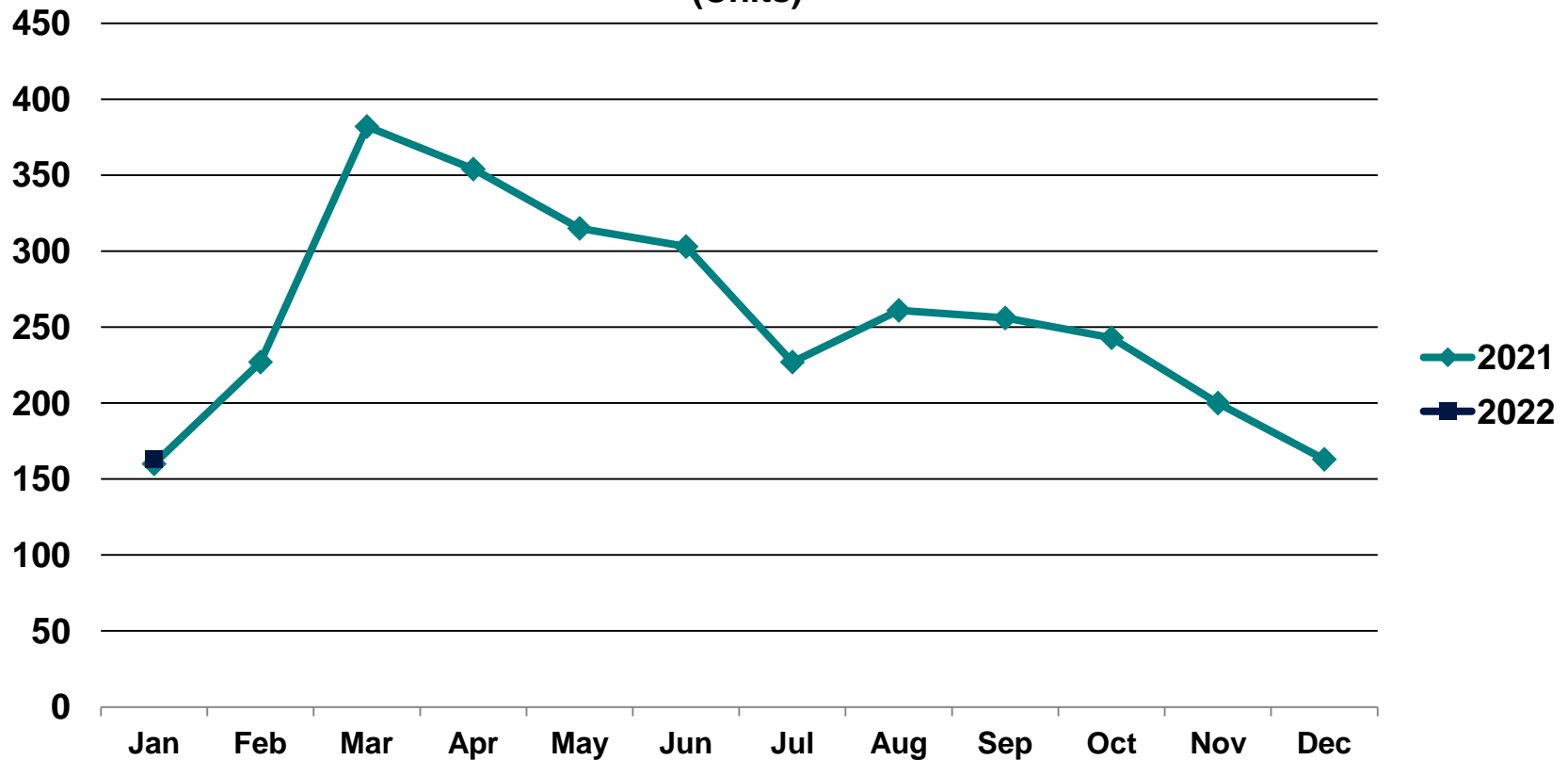


SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® Sales by Month
2021 versus 2022
(Dollars)



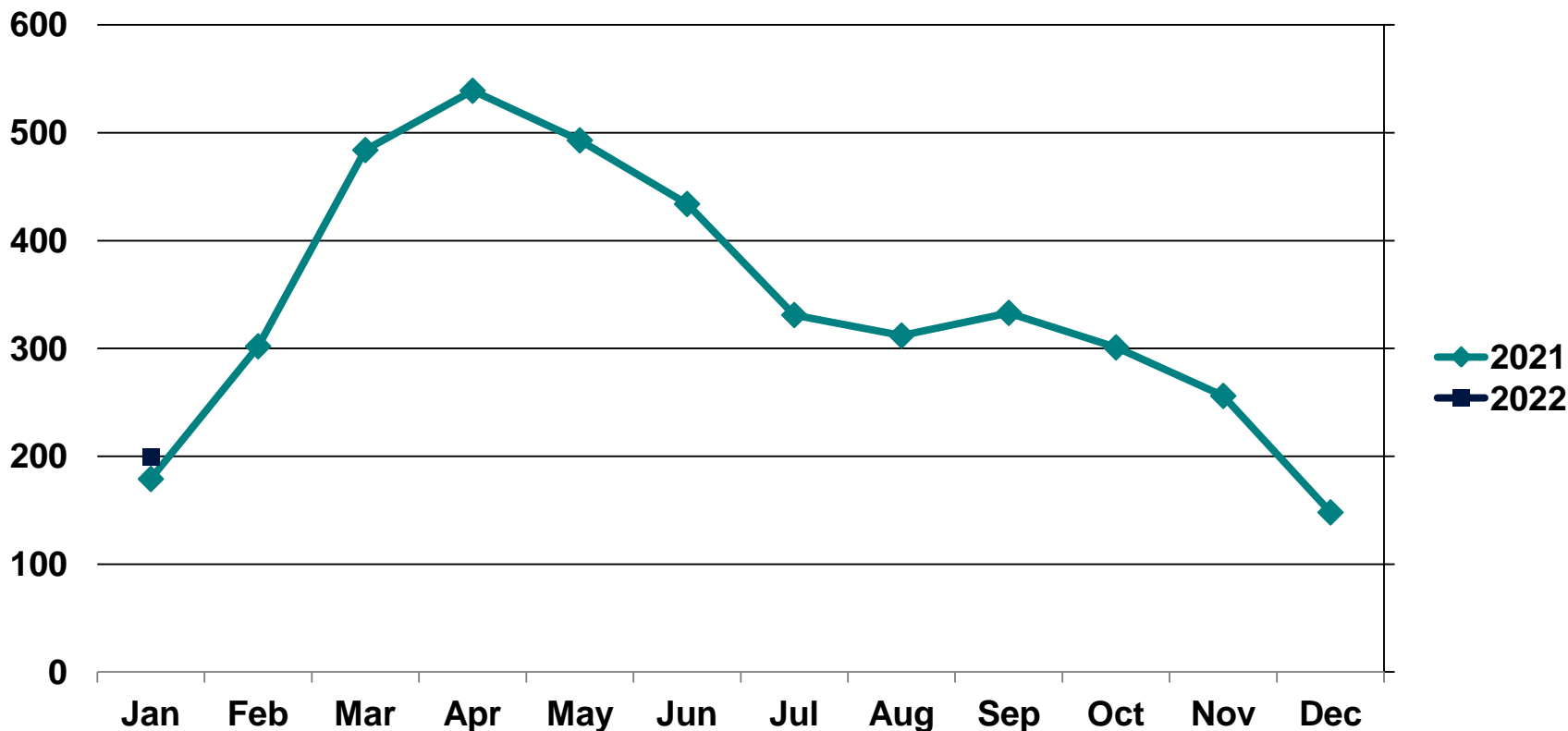


SOUTHERN GEORGIAN BAY
January Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



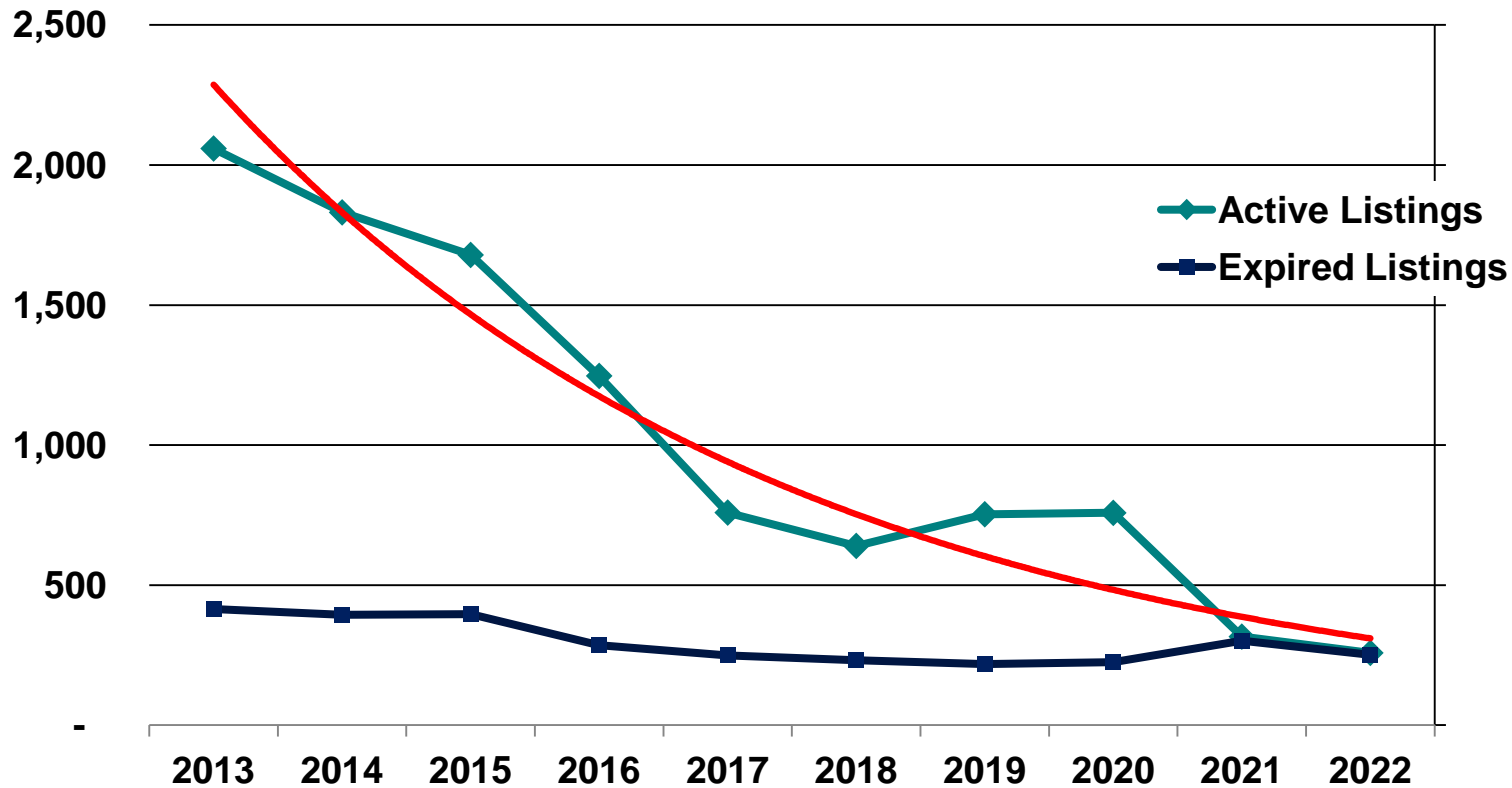


SOUTHERN GEORGIAN BAY
January Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



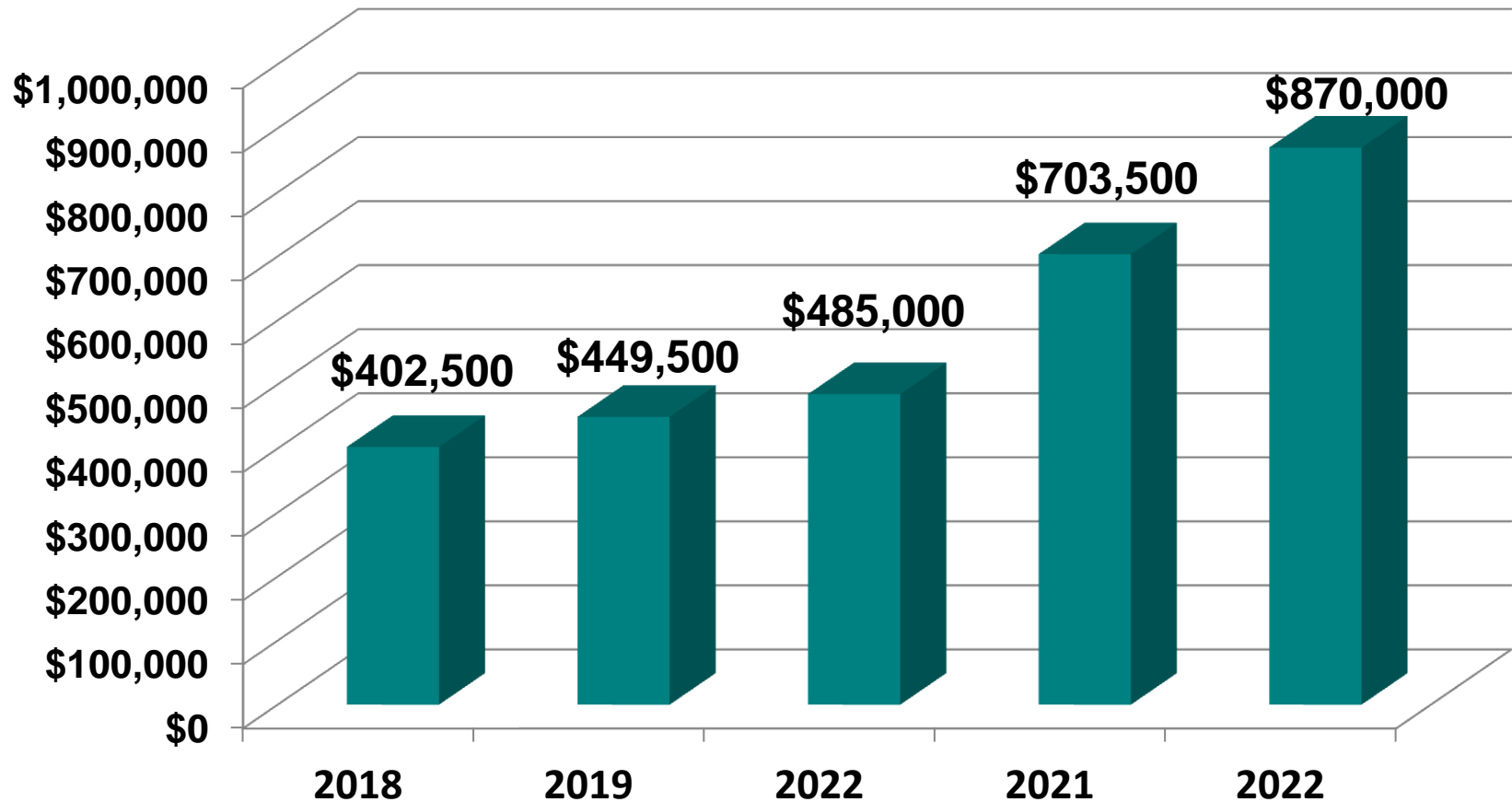


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings
January 2013 through 2022
(Units)



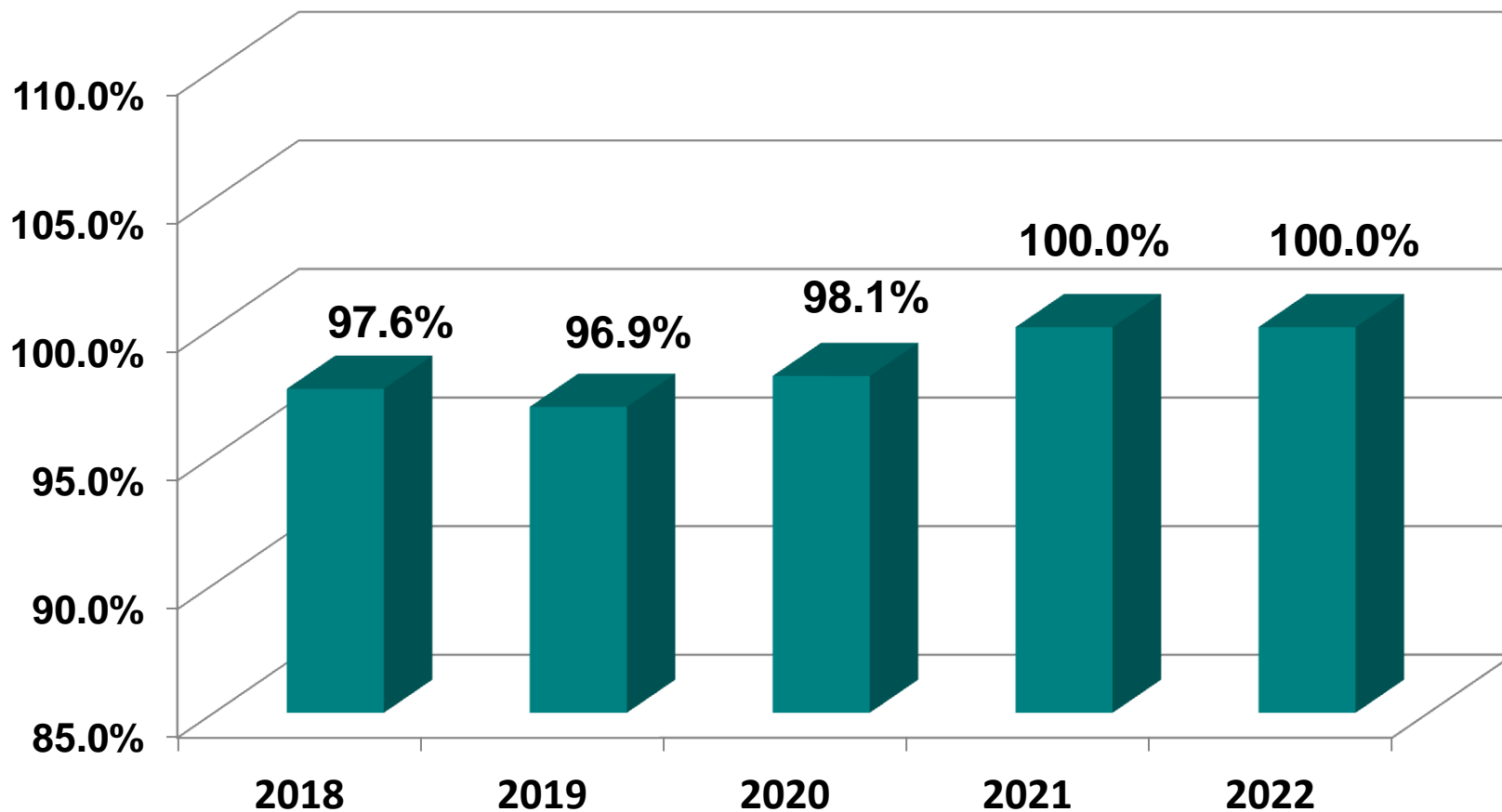


SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
January Year-To-Date 2018 to 2022





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



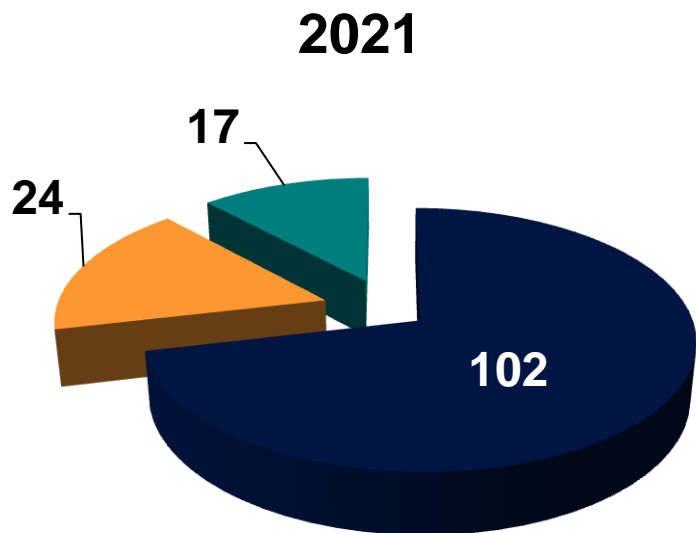


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
January Year-To-Date 2020 versus 2021
(Units)

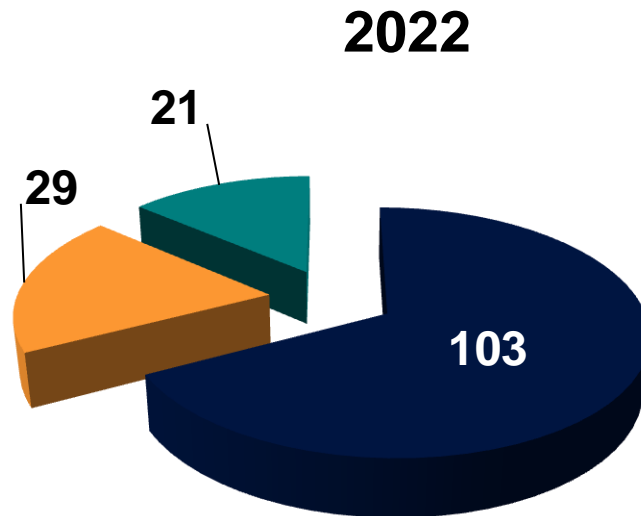
	2021	2022	% Difference
Under \$300,000	1	0	100%
\$300,000 to \$499,999	13	3	-77%
\$500,000 to \$799,999	44	25	- 43%
\$800,000 to \$999,999	13	23	77%
\$1 to \$1.499 Million	21	27	29%
\$1.5 to \$1.999 Million	7	13	86%
\$2.0 to \$2.499 Million	2	6	200%
\$2.5 to \$2.999 Million	0	1	100%
Over \$3.0 Million	1	5	400%
Total All	102	103	1%



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

