



# **SOUTHERN GEORGIAN BAY**

## **Real Estate Market Report**

### **June 2022**

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## MARKET OVERVIEW

June makes 4 consecutive months of declining real estate activity in Southern Georgian Bay and in other markets across Canada are showing a similar trend.

- MLS® dollar sales in June of \$136.0 million were \$110.0 million less than \$246.3 million in June 2021 a decrease of 45%.
- MLS® unit sales in June of 148 properties were down 51% from June 2021.
- Total MLS® dollar volume in the 2nd Quarter of \$536.8 million was \$269.0 million less than the 2<sup>nd</sup> Quarter of 2021 a decrease of 33%.
- Similarly total 2nd Quarter MLS® sales of 553 units are down 43% from the 2<sup>nd</sup> Quarter of 2021.



## MARKET OVERVIEW

- Total Year-to-date (YTD) MLS® dollar volume of \$1.146 billion is \$272 million (19%) below \$1.418 billion for the first 6 months of 2021
- YTD MLS® unit sales of 1,154 properties are down 38% from 1,741 MLS sales in the first half of 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.

- New MLS® listings in June totaled 483 versus 431 in June 2021. YTD MLS® listings total 2,383 properties 2% less from last year. Listings activity increased 2% in the 2<sup>nd</sup> Quarter alone with sellers hoping to sell before the market slows further.



## MARKET OVERVIEW

- YTD MLS® single family sales total 665 down 26% from 902 homes sold last year, condo sales of 184 units are down 36% while vacant land sales of 87 are down 42% from one year ago.
- MLS ® unit sales remain well below 2021, and while MLS ® dollar volume is also below 2021, dollar sales continuing to be driven by strong sales in the higher end price segments of the market particular single family homes.

**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.

- The median residential price in June was \$867,600 up 2% from \$850,000 in May and 21% higher than June 2021. See chart below.





## **MARKET OVERVIEW continued....**

- YTD MLS® single family home sales remain strong overall at the upper end of the market but those segments are starting to slow as well, see chart below. Home sales in these segments continue to have a profound impact on the median sale price and the total dollar volume of MLS® area sales.
- The YTD list-to-sale price ratio in June was 101.1% down from 101.9% in May. The list-to-sale price ratio had been steadily declining as the market slows with fewer sales and significantly reduced multiple offers, I fully expect and forecast this trend will continue for the balance of 2022.

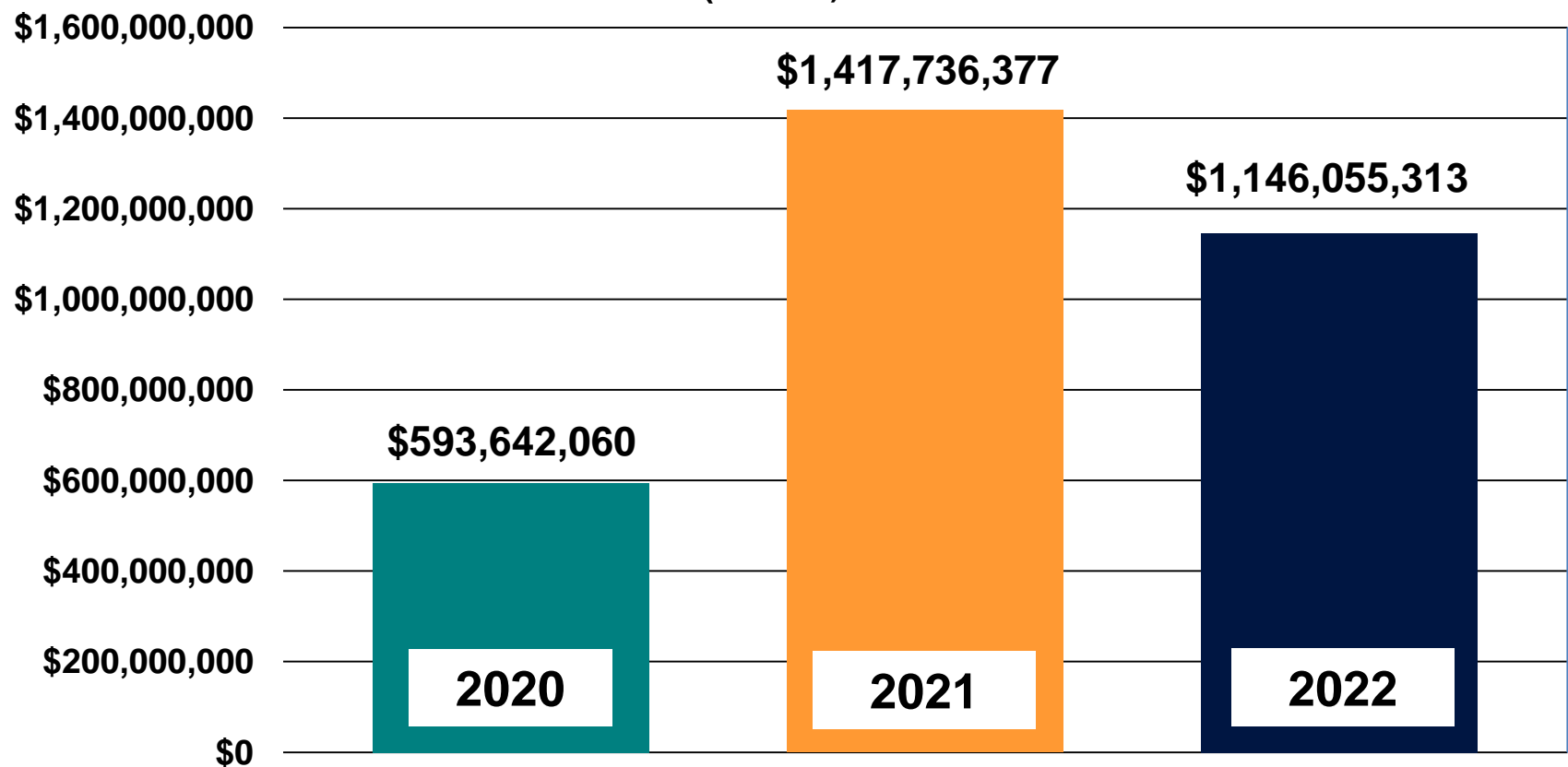


## **MARKET OVERVIEW continued....**

- YTD MLS® single family home sales are down in every local municipality: Clearview Twp -41%, Grey Highlands -43%, Meaford -28%, Blue Mountains -18%, Collingwood -23% & Wasaga Beach -35% from the first 6 months of 2021.
- While real estate activity historically gains strength in the spring, this year has shown otherwise. With rising interest & 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. Contact me for expert advice as to how you can best navigate in today's shifting market. [rcrouch@sothebysrealty.ca](mailto:rcrouch@sothebysrealty.ca)

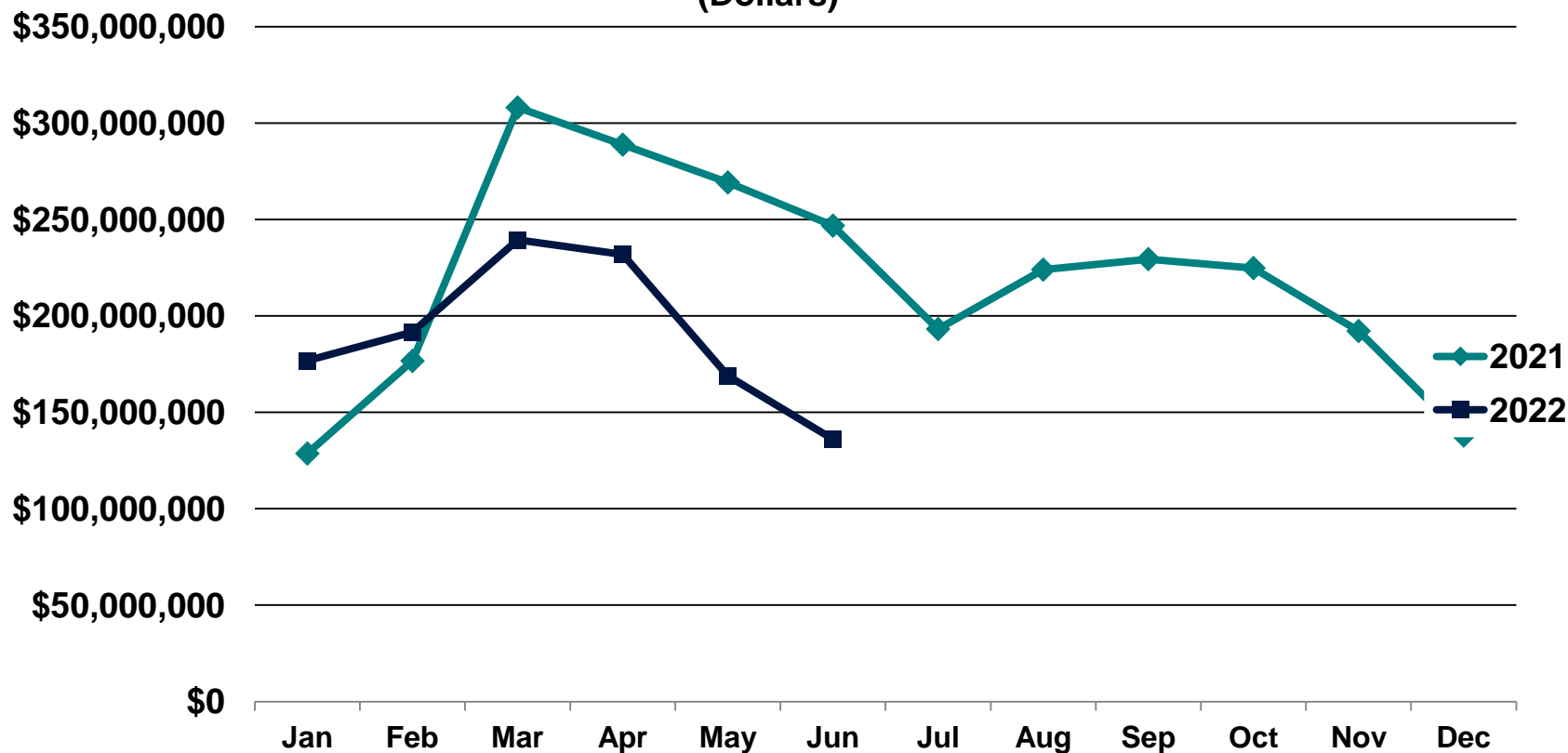


**SOUTHERN GEORGIAN BAY**  
**June Year-To- Date MLS® Sales Volume**  
**2020 versus 2021 versus 2022**  
**(Dollars)**





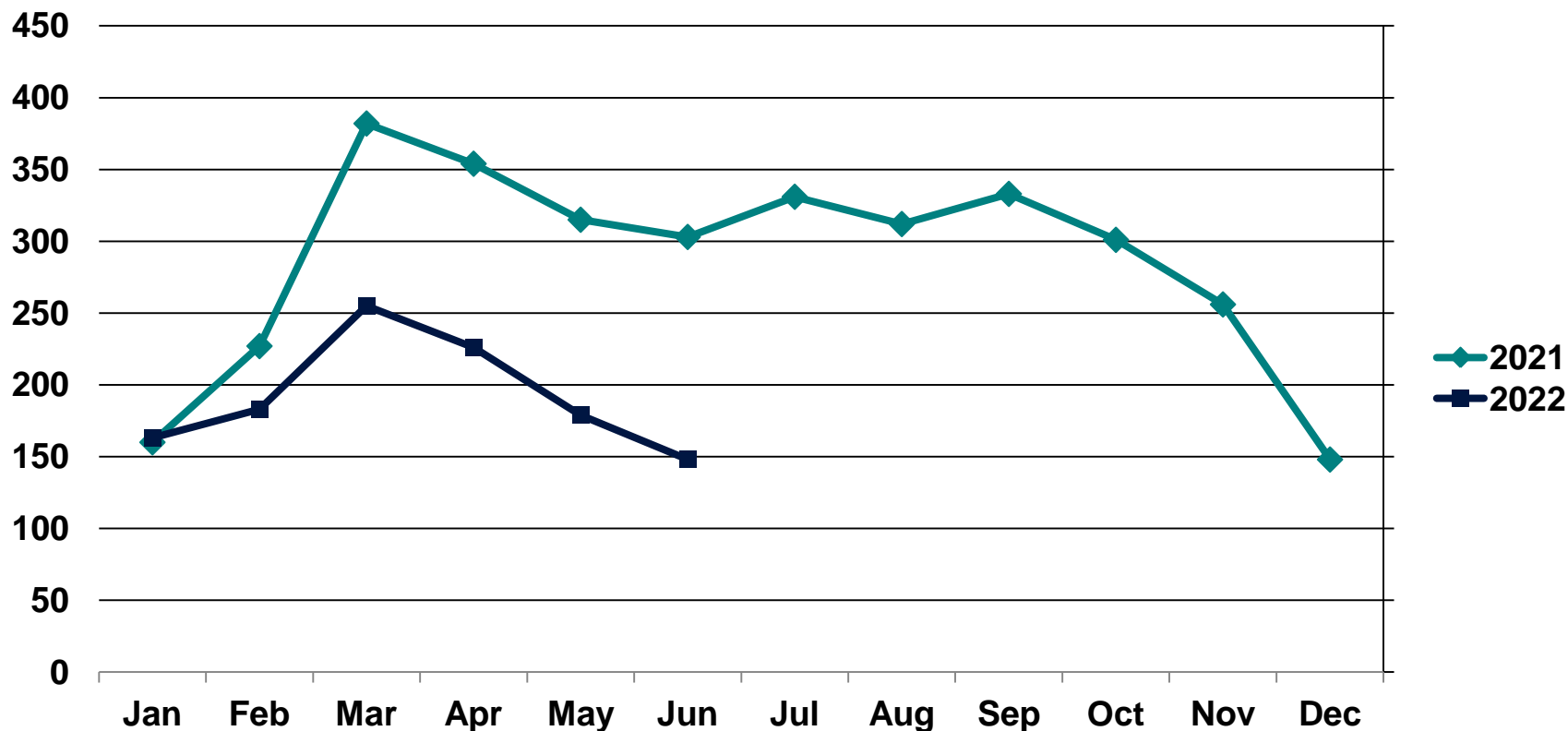
**SOUTHERN GEORGIAN BAY**  
**June Year-To-Date Total MLS® Sales by Month**  
**2021 versus 2022**  
**(Dollars)**





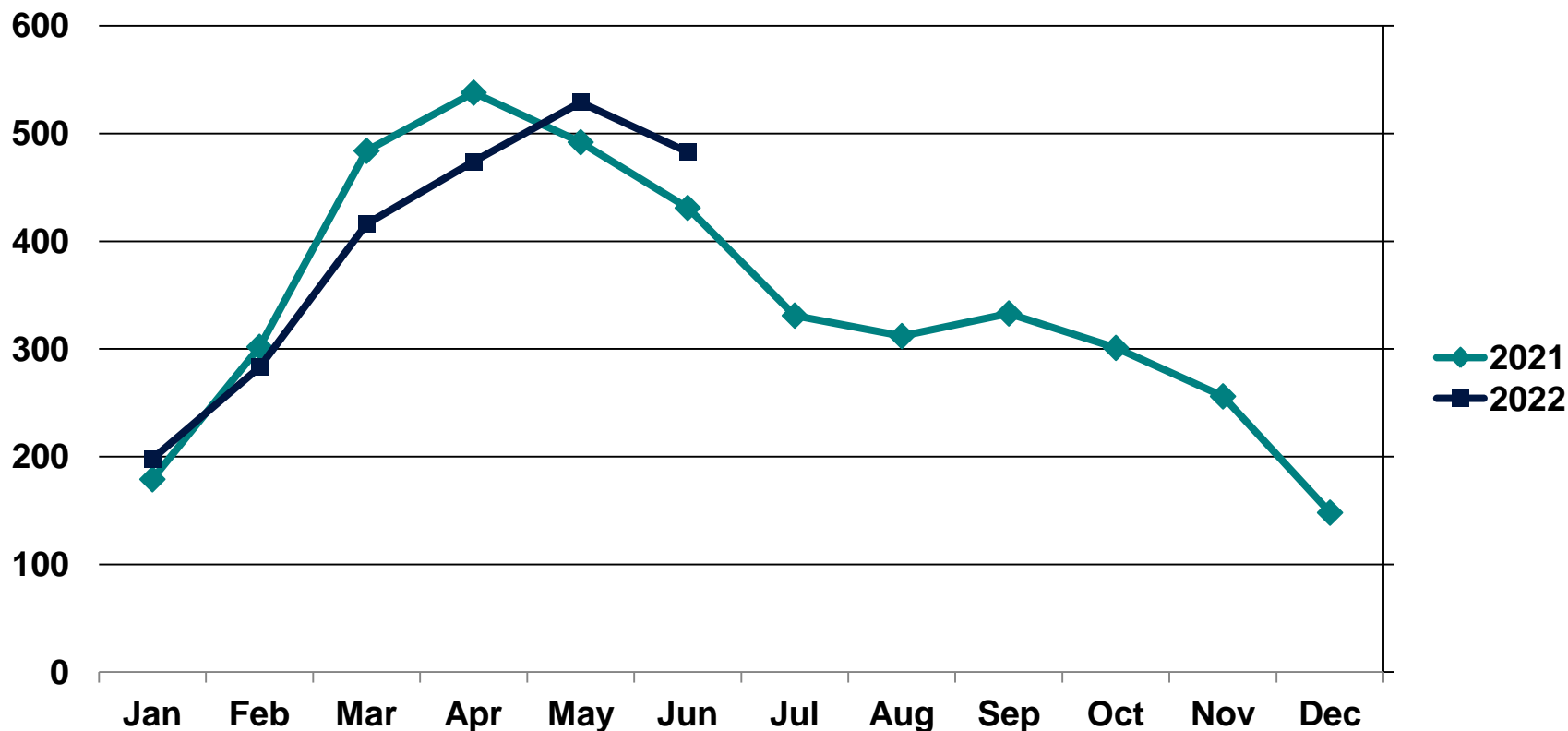


**SOUTHERN GEORGIAN BAY**  
**June Year-To-Date MLS® Sales by Month**  
**2021 versus 2022**  
(Units)



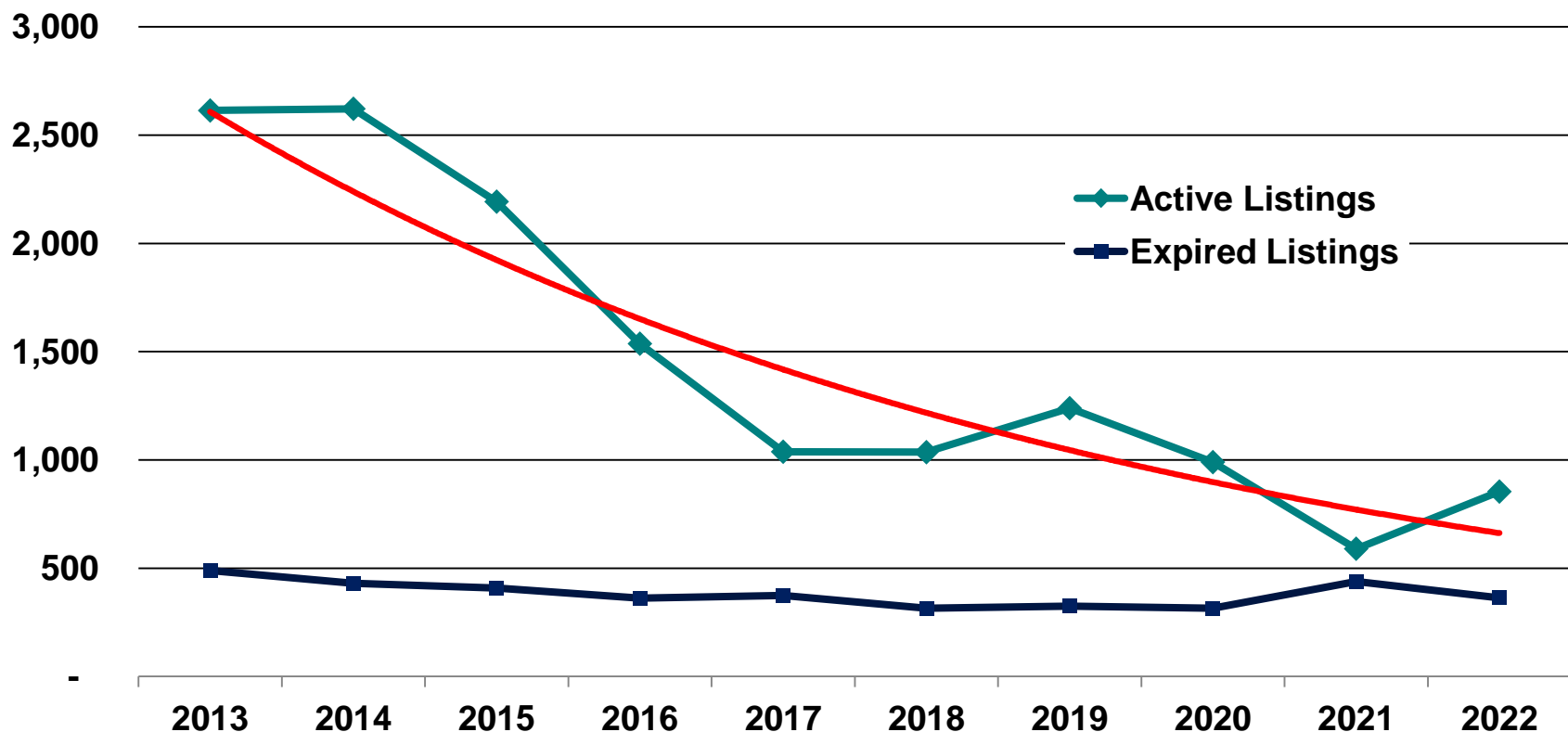


**SOUTHERN GEORGIAN BAY**  
**June Year-To-Date MLS® New Listings by Month**  
**2021 versus 2022**  
(Units)



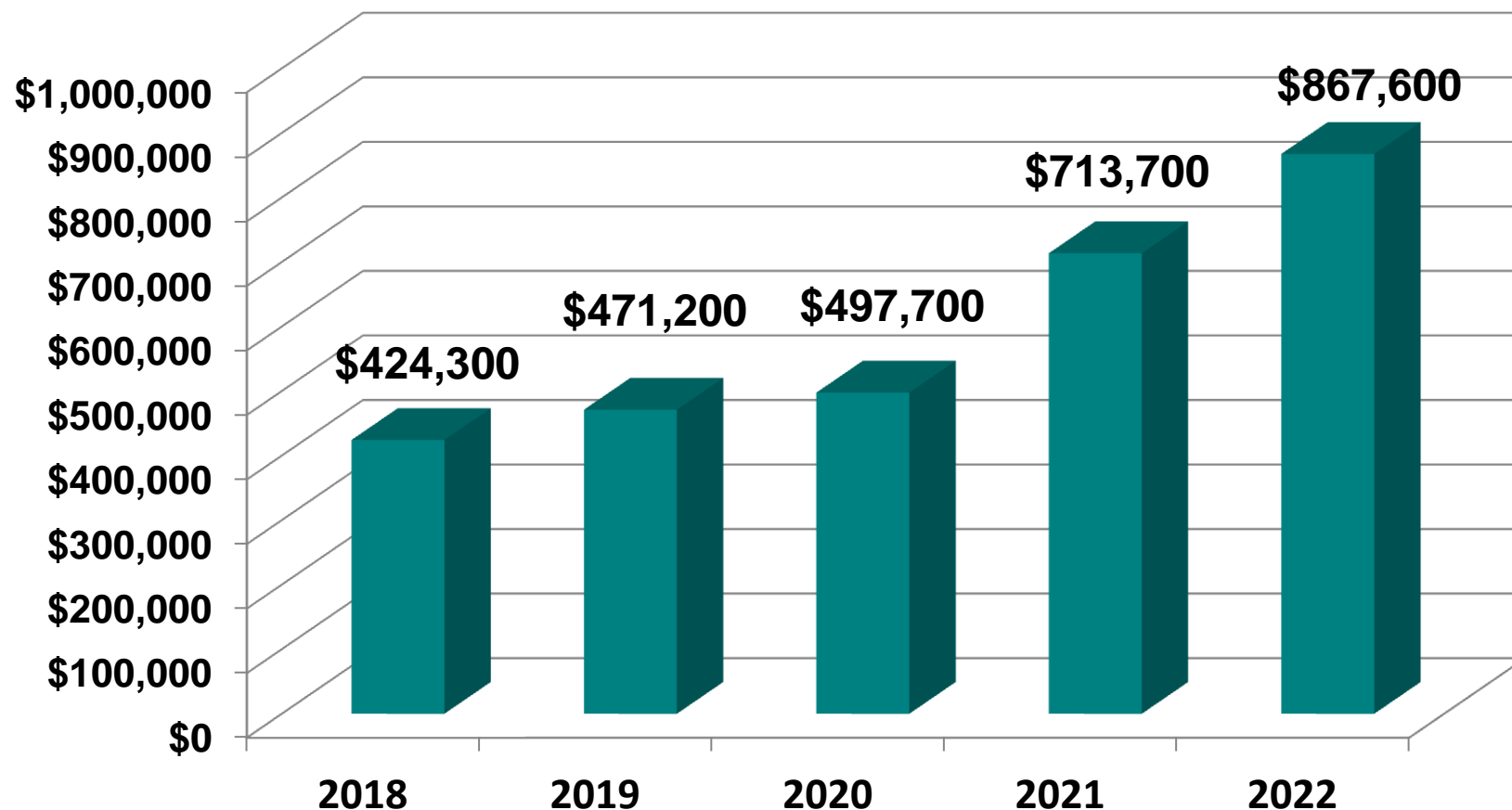


**SOUTHERN GEORGIAN BAY**  
**Active Versus Expired Listings**  
**June Year-To-Date 2013 to 2022**  
(Units)





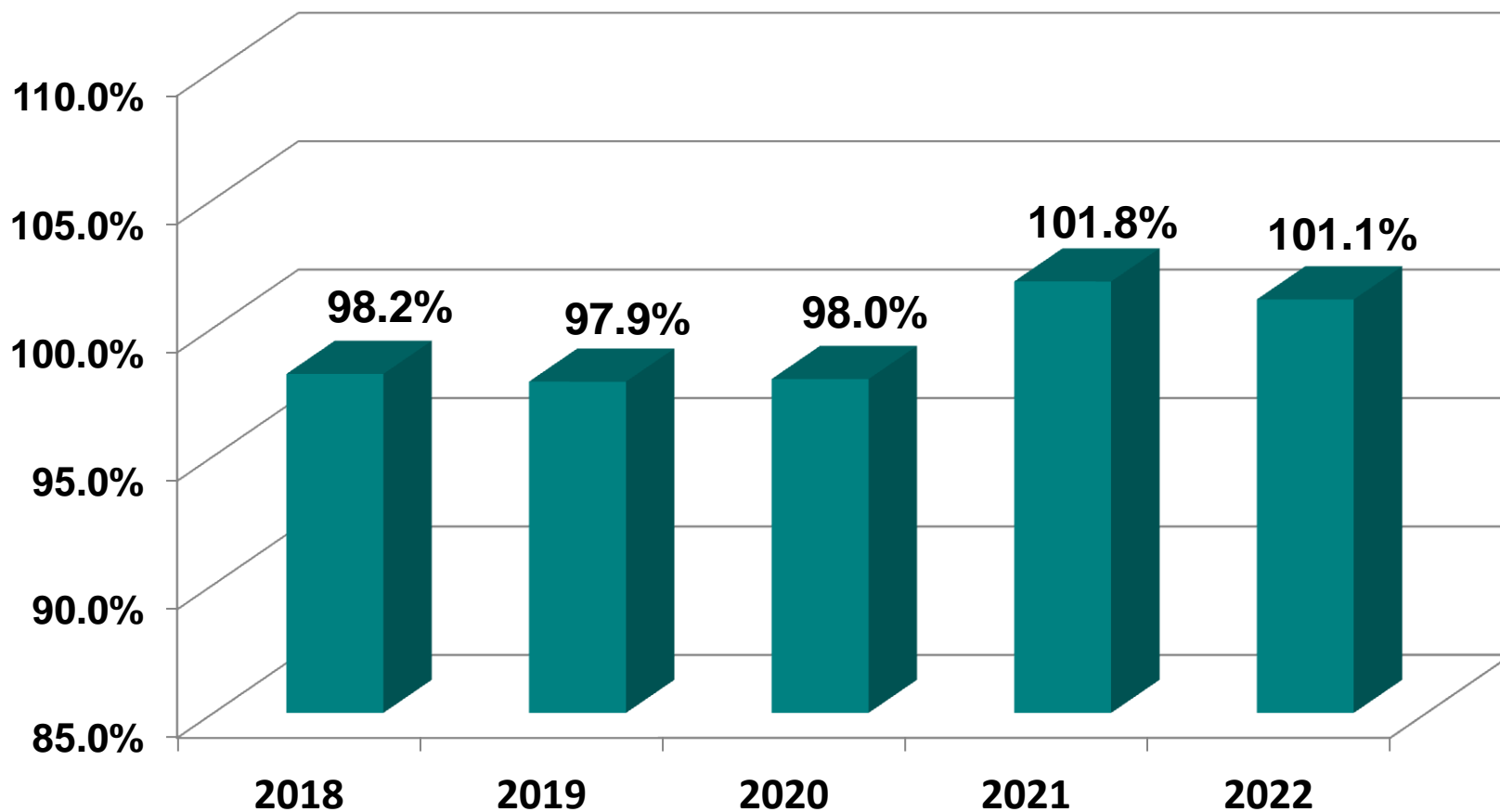
**SOUTHERN GEORGIAN BAY**  
**5 Year MLS® Residential Median Sale Prices**  
**June Year-To-Date 2018 to 2022**







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



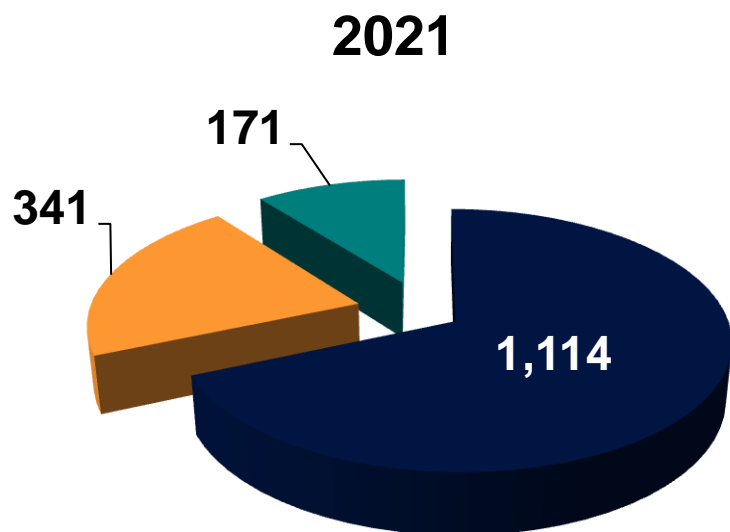


**SOUTHERN GEORGIAN BAY**  
**MLS® Single Family Home Sales by Price Range**  
**June Year-To-Date 2021 versus 2022**  
**(Units)**

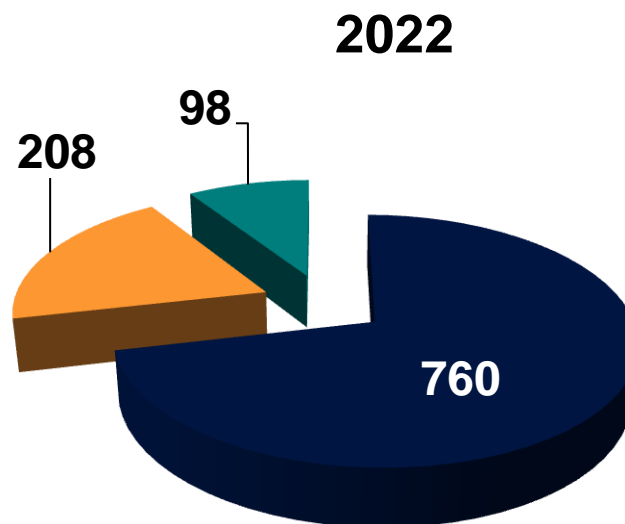
	<b>2021</b>	<b>2022</b>	<b>% Difference</b>
<b>Under \$300,000</b>	<b>5</b>	<b>0</b>	<b>-100%</b>
<b>\$300,000 to \$499,999</b>	<b>92</b>	<b>16</b>	<b>- 83%</b>
<b>\$500,000 to \$799,999</b>	<b>500</b>	<b>199</b>	<b>- 60%</b>
<b>\$800,000 to \$999,999</b>	<b>218</b>	<b>214</b>	<b>-2%</b>
<b>\$1 to \$1.499 Million</b>	<b>187</b>	<b>201</b>	<b>7%</b>
<b>\$1.5 to \$1.999 Million</b>	<b>70</b>	<b>66</b>	<b>- 6%</b>
<b>\$2.0 to \$2.499 Million</b>	<b>20</b>	<b>33</b>	<b>65%</b>
<b>\$2.5 to \$2.999 Million</b>	<b>16</b>	<b>13</b>	<b>-19%</b>
<b>Over \$3.0 Million</b>	<b>6</b>	<b>18</b>	<b>200%</b>
<b>Total All</b>	<b>1.114</b>	<b>760</b>	<b>- 32%</b>



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

