



SOUTHERN GEORGIAN BAY

Real Estate Market Report

March 2021

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MARKET OVERVIEW

Despite the ongoing impact of the pandemic, real estate activity across southern Georgian Bay remains extremely robust for the first three months of 2021.

- Total MLS® dollar volume in March of \$306.7 million was up 250% from March 2020.
- MLS® unit sales for March of 381 properties was 143% higher than in March 2020 before the pandemic hit.
- Year-to-date MLS® sales total \$613.6 million up 136% from \$259.7 million last year at this time.

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 March totaled 483 properties compared to 389 in March of last year a increase of 24%.
- The increase in MLS® sales combined with a lack of inventory indicates this is still a Seller's market. The graph in this report shows that "active" MLS® listings annually has been trending downwards for the past 10 years while the number of "expired" listings per year is inching upwards.
- Year-to-date MLS® single family sales of 478 homes is 61% above last year, condo sales of 142 units are up 284% from sales of 37 units 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....

- MLS® sale prices have remained extremely strong defying the forecast of a downturn. The year-to-date list to sale price ratio is 100.4% for the first three months stemming from many properties selling for over their respective asking prices.
- The year-to-date median residential price stands at \$697,000 driven by increased sales at the upper end. This is up from \$482,000 last year or 45%
- Despite stronger sales and prices “expired” MLS® listings continues to inch upwards with 249 expired listings year-to-date compared to 194 in 2020 an increase of 28%.

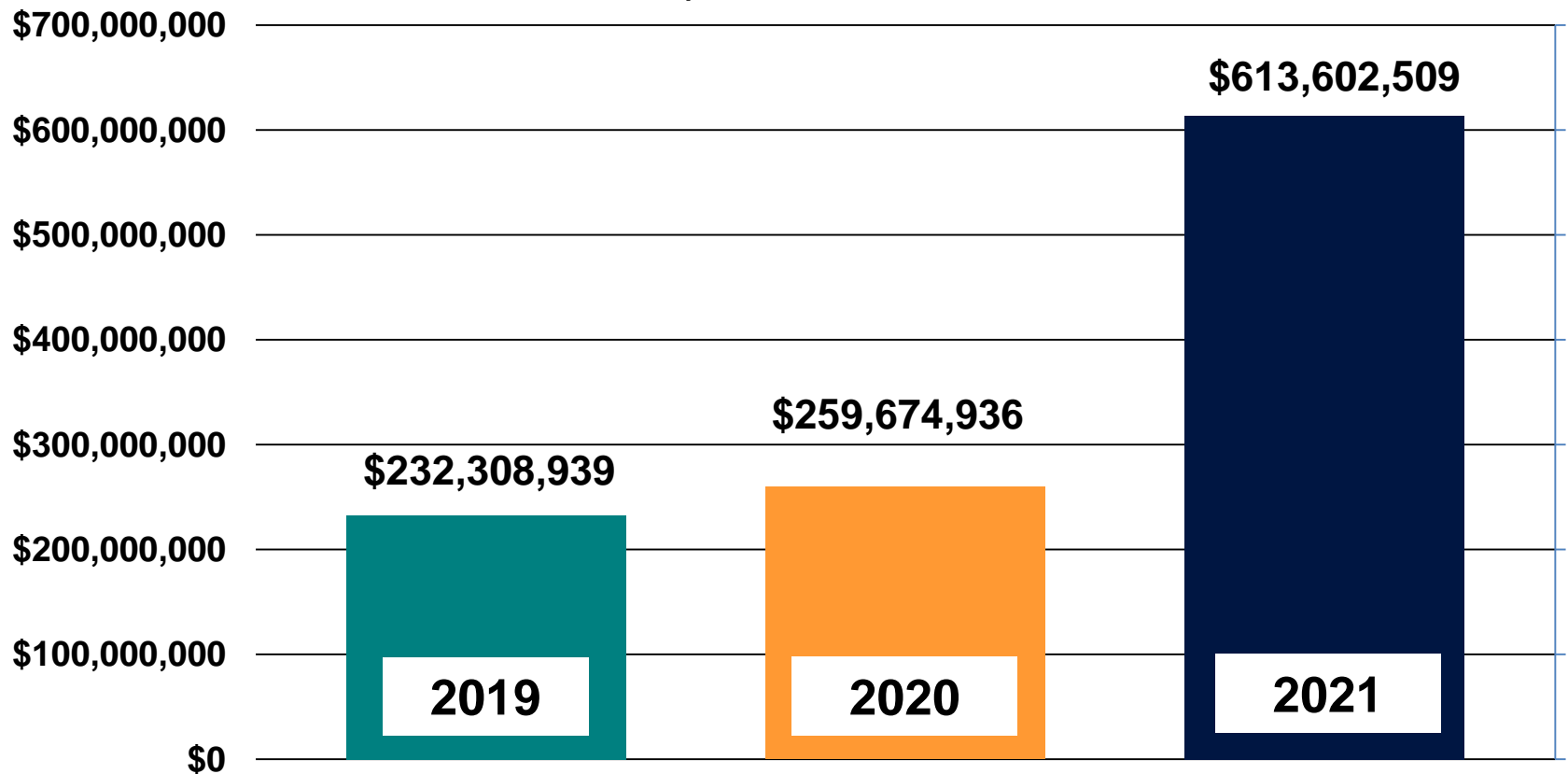


MARKET OVERVIEW continued....

- Year-to-date MLS® single family home sales vary by municipality : Clearview Twp up 243%, Blue Mountains up 70% Grey Highlands up 44%, Wasaga Beach up 63%, Collingwood up 42% while home sales in Meaford are up a more modest 20%.
- Year-to-date MLS® single family home sales are strongest at the upper end see chart below: \$500,000 to \$799,000 up 92%, \$800,000 to \$999,999 up 153%, \$1 to \$1,499,999 up 353%. Sales \$1.5 to \$2 million are up 131% while sales over the \$2 million mark are up 66% with 23 sales this year versus just 3 sales one year ago.

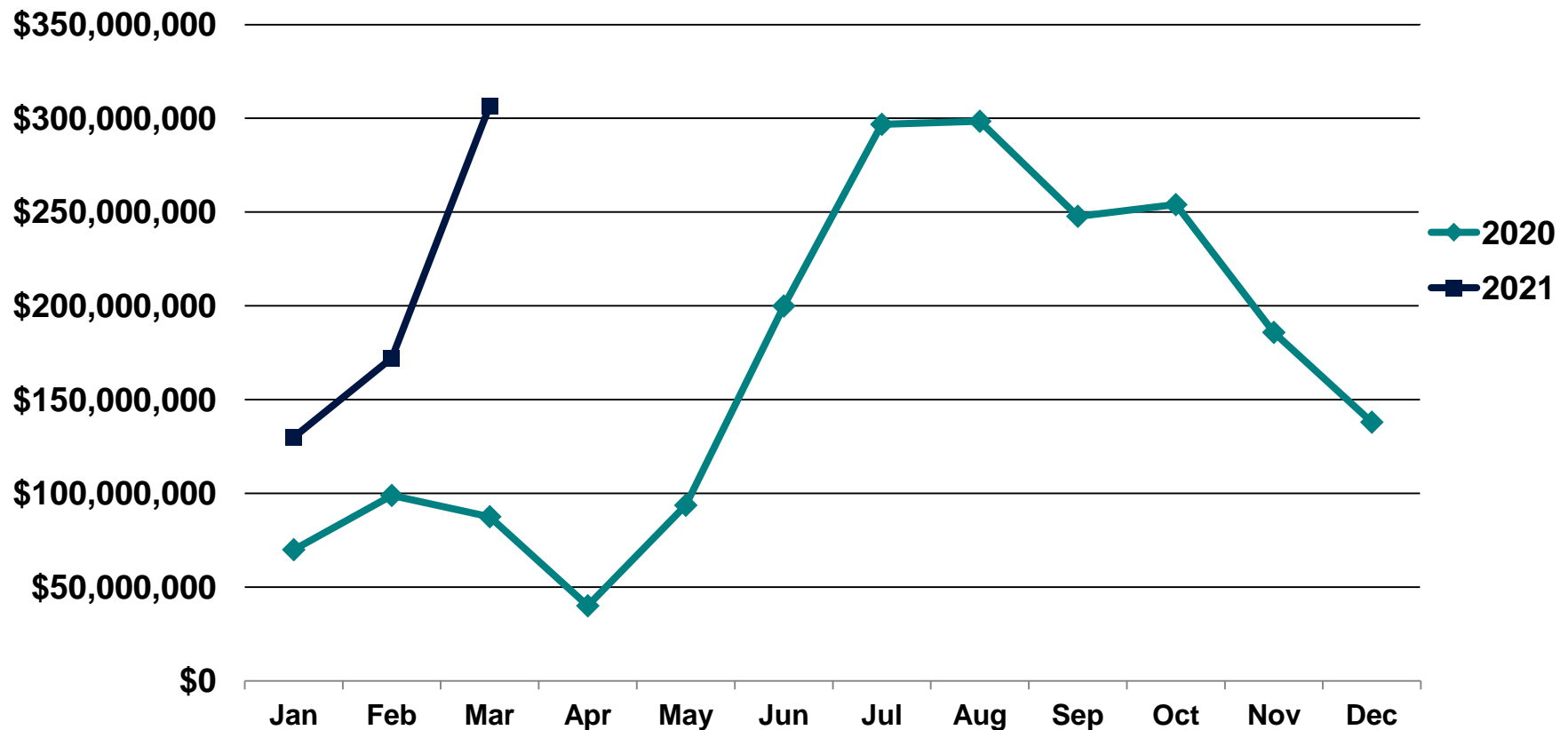


SOUTHERN GEORGIAN BAY
March Year-To- Date MLS® Sales Volume
2019 versus 2020 versus 2021
(Dollars)



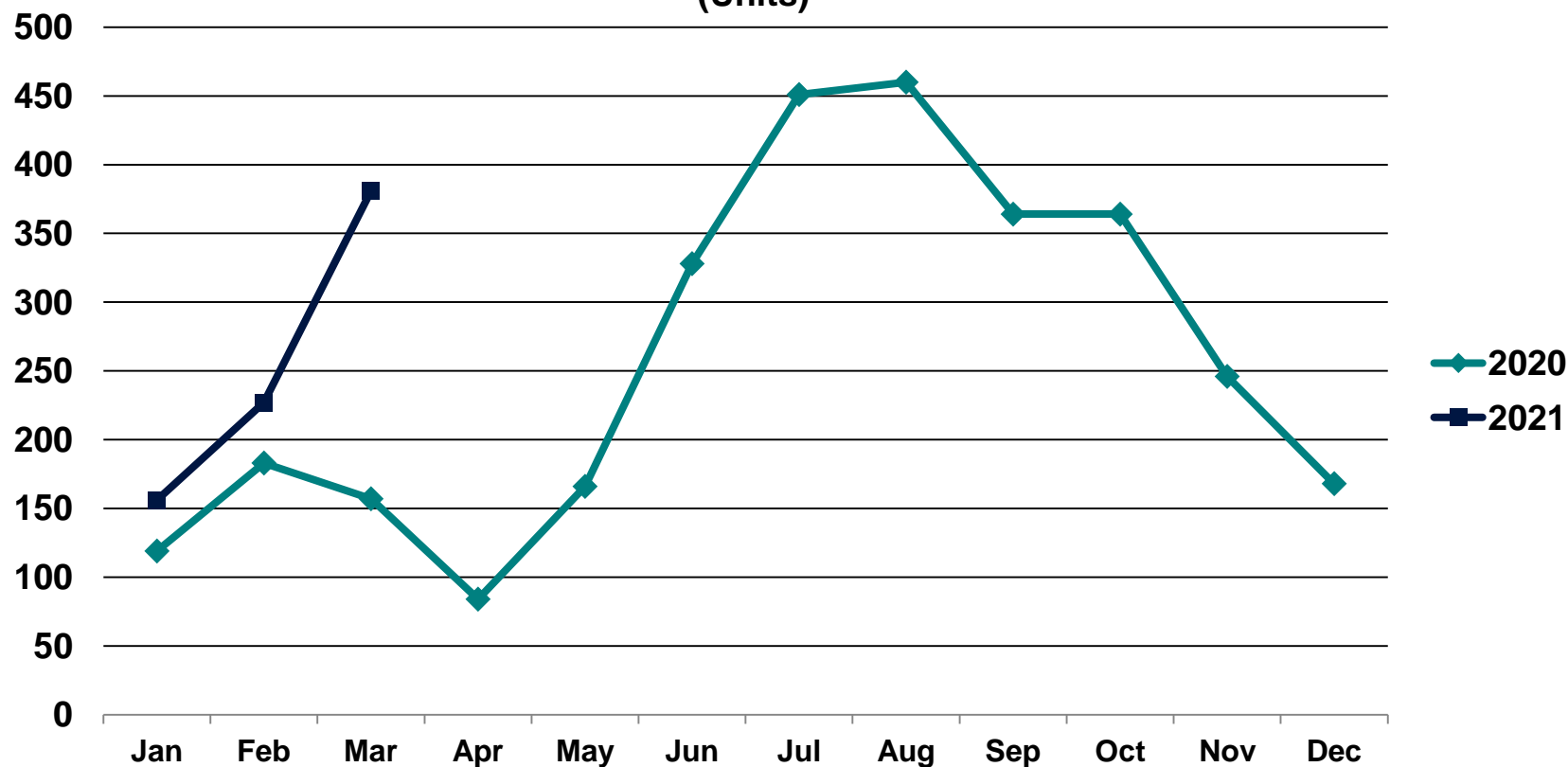


SOUTHERN GEORGIAN BAY
March 2021 Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Dollars)



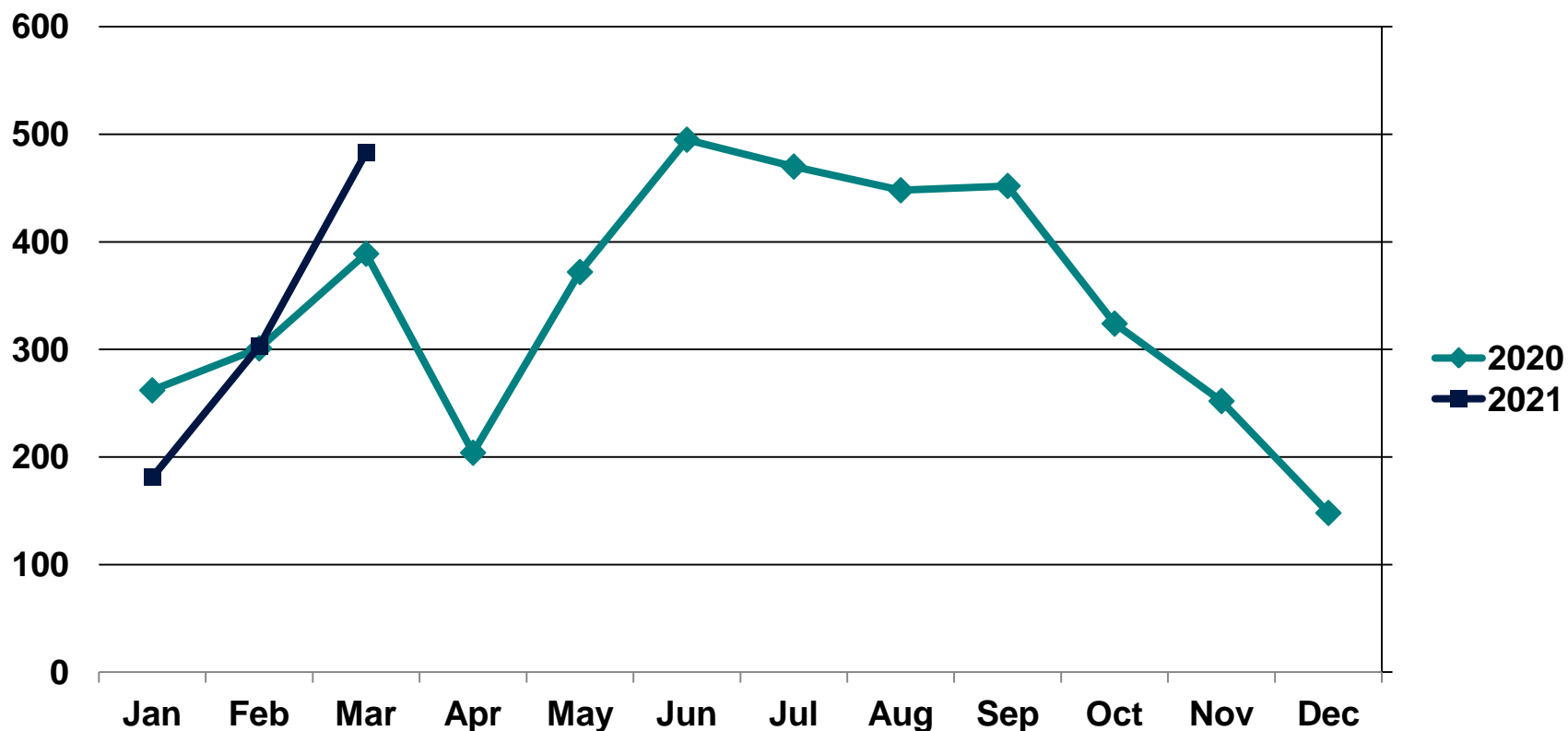


SOUTHERN GEORGIAN BAY
March 2021 Year-To-Date Total MLS® Sales by Month
2020 versus 2021
(Units)



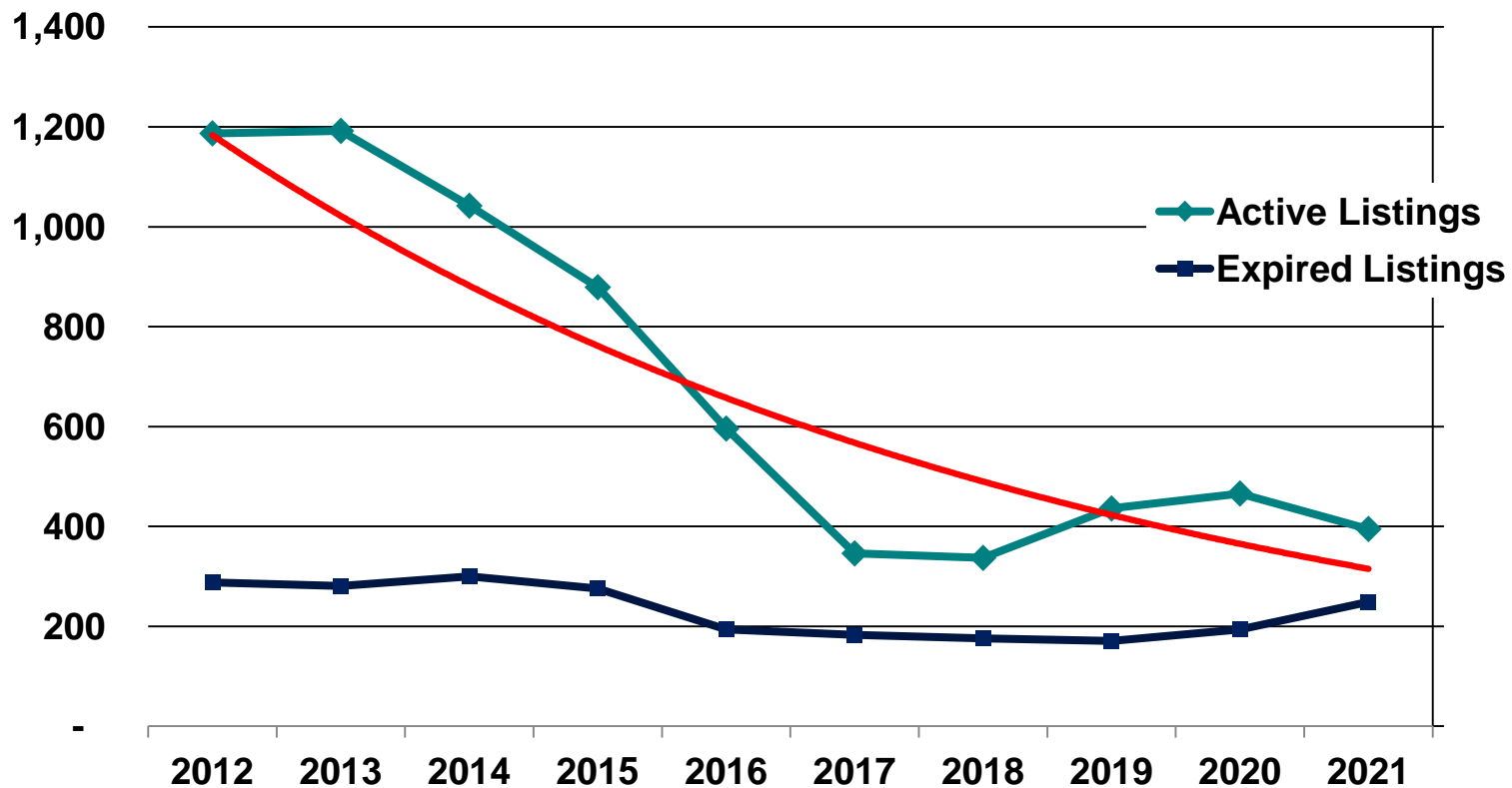


SOUTHERN GEORGIAN BAY
March 2021 Year-To-Date MLS® New Listings by Month
2020 versus 2021
(Units)



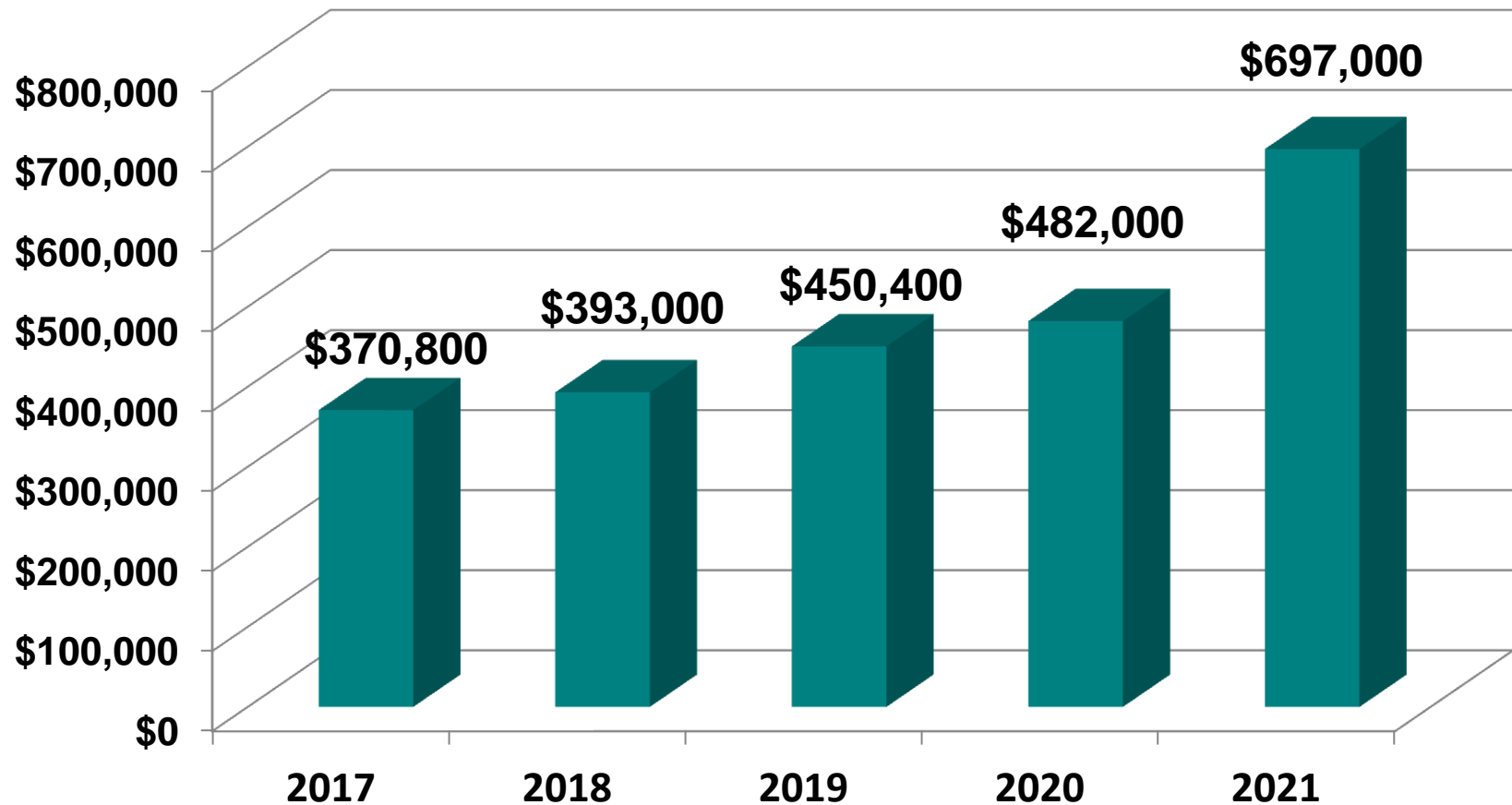


SOUTHERN GEORGIAN BAY
Active Versus Expired Listings by Year
2012 to 2021 March Year-To-Date
(Units)



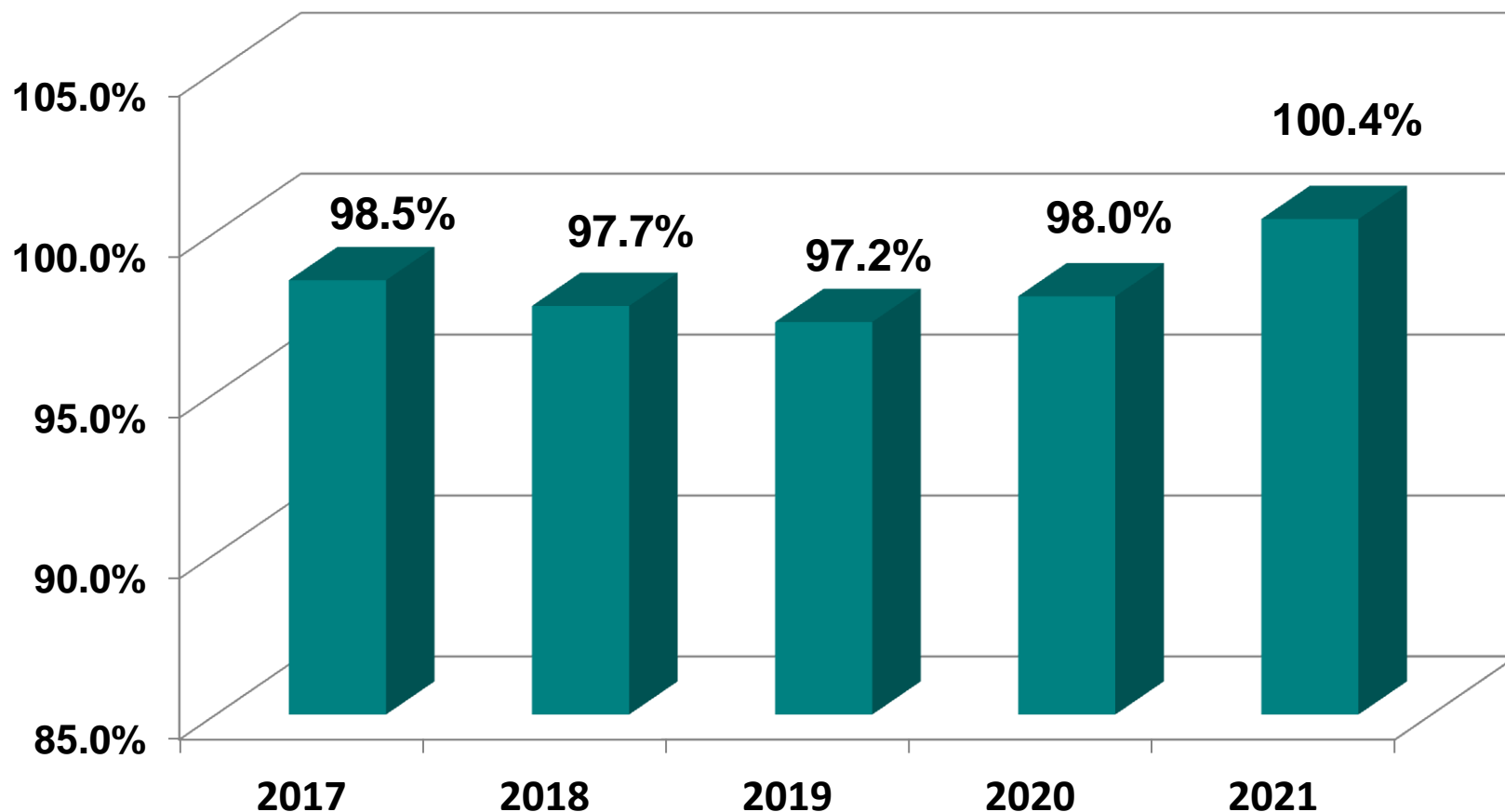


**SOUTHERN GEORGIAN BAY
5 Year MLS® Residential Median Sale Prices
2017 to March 2021 Year-To-Date**





SOUTHERN GEORGIAN BAY
5 Year MLS® Residential List to Sale Price Ratio %
2017 to March 2021 Year-To-Date



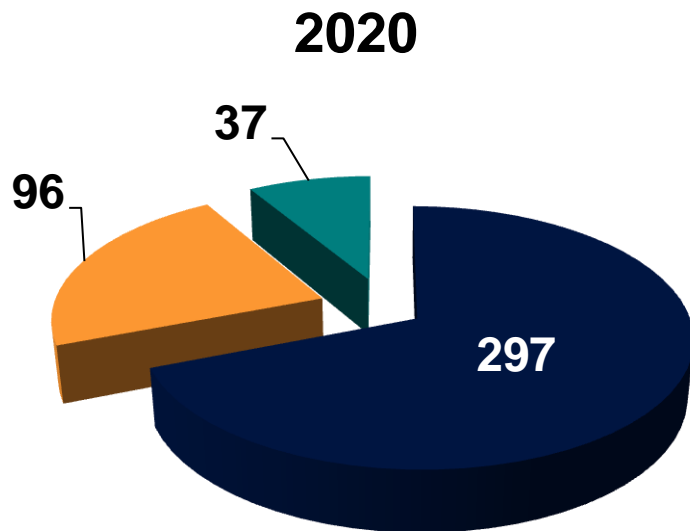


SOUTHERN GEORGIAN BAY
MLS® Single Family Home Sales by Price Range
March Year-To-Date 2020 versus 2021
(Units)

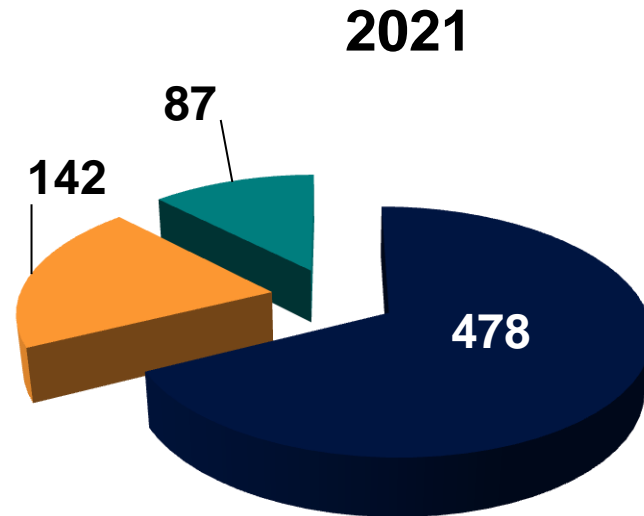
	2020	2021	% Difference
Under \$100,000	0	0	0%
\$100,000 to \$299,999	8	2	-75%
\$300,000 to \$499,999	109	41	-62%
\$500,000 to \$799,999	109	209	92%
\$800,000 to \$999,999	38	96	153%
\$1 to \$1.499 Million	17	77	353%
\$1.5 to \$1.999 Million	13	30	131%
Over \$2 Million	3	23	666%
Total All	297	478	63%



SOUTHERN GEORGIAN BAY
MLS® Residential Sales by Property Type
March Year-To-Date 2020 versus 2021
(Units)



- Single Family
- Condominium
- Vacant Land



- Single Family
- Condominium
- Vacant Land



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

