

BARRIE REAL ESTATE MARKET REPORT

2020 IN REVIEW

RECIPIENT OF ROYAL LEPAGE'S
BROKERAGE OF THE YEAR AWARD FOR ONTARIO



OVERVIEW

HUGE RECORD SALES WITH AVERAGE SALE PRICES UP, LISTINGS DOWN



RECORD ANNUAL SALES VOLUME OF \$1,707,534,706

Up 48% from 2019's \$1,155,964,407, with units of 3003 up 28% from 2019's 2339. New listings of 3805 down 5% from 2019, with the sales/listings ratio of 79% up 20%.



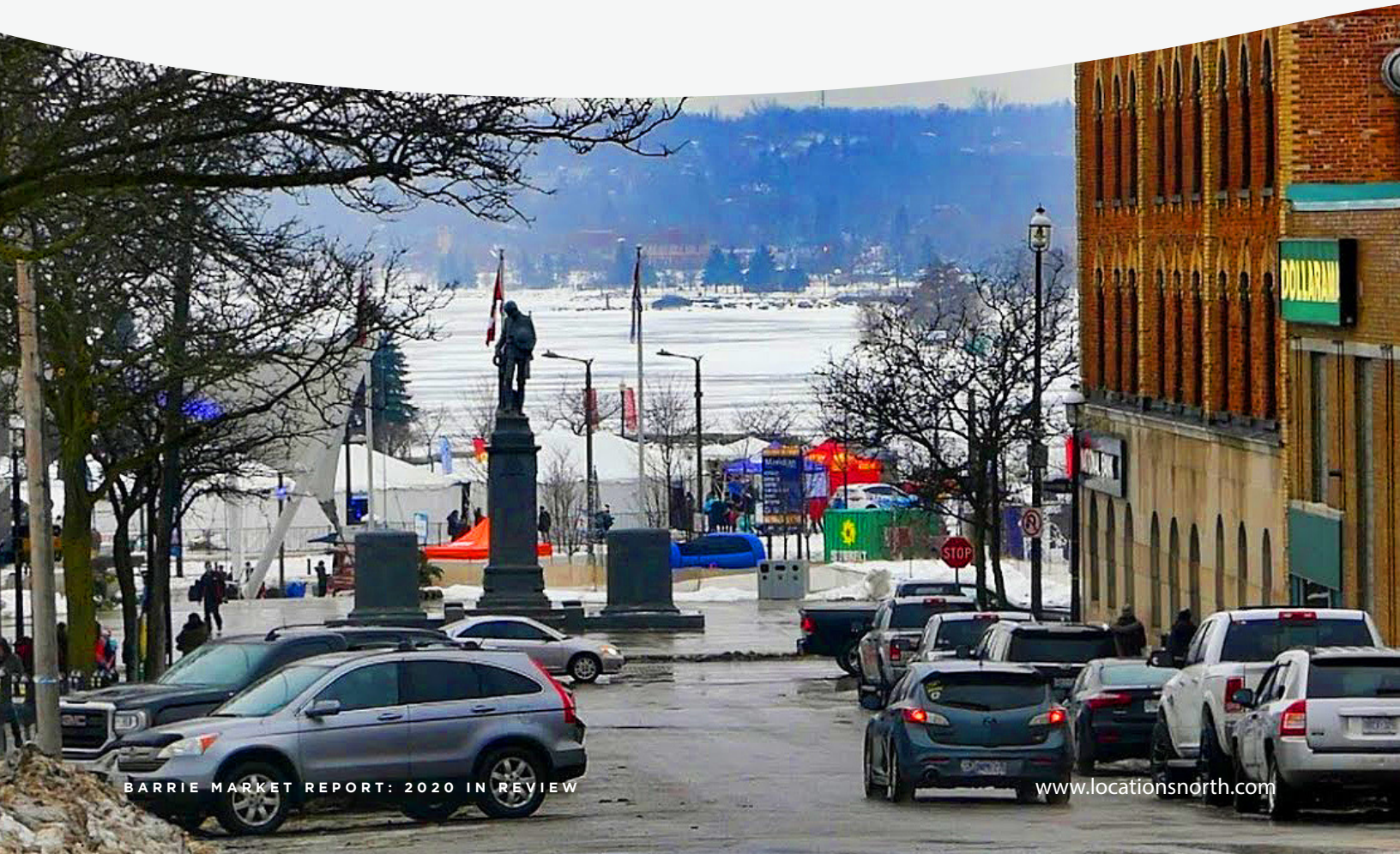
RECORD Q4 SALES VOLUME OF \$453,629,197

Up 59% from Q4-2019's \$285,707,547. Units of 736 up 28% from Q4-2019's 575, with new listings of 721 up 5% and the sales/listings ratio of 102% up 18%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$568,610

Up 15% from last year's \$492,738. Average days-on-market of 22 down 10 days.



OVERVIEW (cont'd)

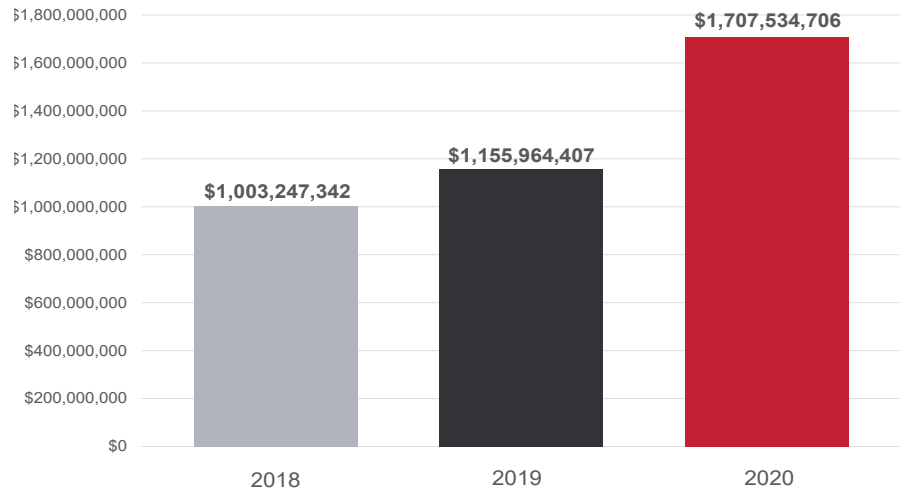


THE DEMAND FOR LISTINGS IS MUCH GREATER THAN THE SUPPLY

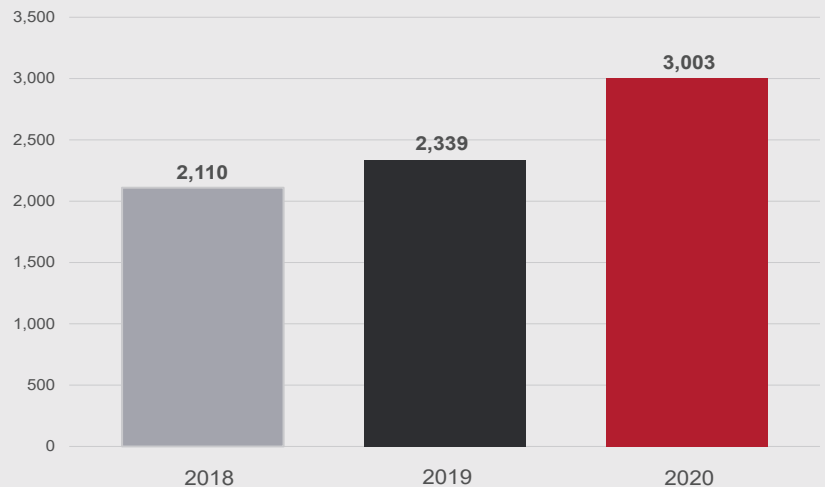
December's volume was up **87%** from 2019's record, while its **179** units were up **15%** from 2015's benchmark **156**. The month had a high **100.8%** sale/list price ratio; homes sold **12** days faster on average than December 2019; and there is now **less than one month** of inventory. All that, and December's **126%** sales/listings ratio, add up to a strong **seller's** market.



Graph 1:
Barrie MLS® Sales
2018 vs. 2019 vs. 2020 (Volume)



Graph 2:
Barrie MLS® Sales
2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL



Table 1:

Barrie MLS® Residential Sales And Listing Summary

2018 vs. 2019 vs. 2020

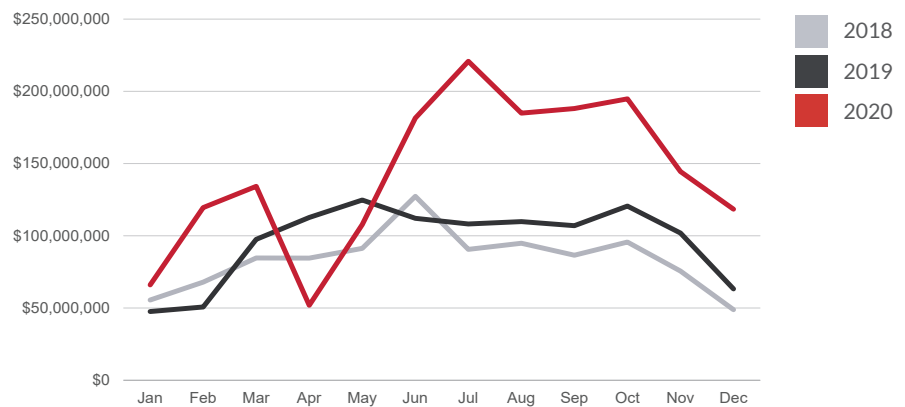
	2018	2019	2020	2019-2020
Annual Volume Sales	\$1,003,247,342	\$1,155,964,407	\$1,707,534,706	+48%
Annual Unit Sales	2110	2339	3003	+28%
Annual New Listings	4368	3989	3805	-5%
Annual Sales/Listings Ratio	48%	59%	79%	+20%
Fourth Quarter (Q4) Volume Sales	\$220,097,732	\$285,707,547	\$453,629,197	+59%
Q4 Unit Sales	470	575	736	+28%
Q4 New Listings	727	687	721	+5%
Q4 Sales/Listings Ratio	65%	84%	102%	+18%
Q4 Average Sale Price	\$468,293	\$496,883	\$616,344	+24%
December Volume Sales	\$48,865,486	\$63,247,778	\$118,440,200	+87%
December Unit Sales	104	125	179	+43%
December New Listings	115	105	142	+35%
December Sales/Listings Ratio	90%	119%	126%	+7%
December Average Sale Price	\$469,860	\$532,630	\$661,677	+24%
Annual Sales: Under \$250K	46	29	14	-52%
Annual Sales: \$250K - \$399K	543	513	342	-33%
Annual Sales: \$400K - \$549K	1039	1156	1102	-5%
Annual Sales: \$550K - \$699K	370	517	1070	+107%
Annual Sales: \$700K - \$849K	81	89	344	+287%
Annual Sales: \$850K - \$999K	16	21	92	+338%
Annual Sales: \$1M+	15	21	39	+86%
Annual Average Days-On-Market	34	32	22	-31%
Annual Average Sale Price	\$475,473	\$492,738	\$568,610	+15%

NOTE: All MLS® sales data in this report comes from the Barrie & District Association Of REALTORS® and refers specifically to residential sales as of Jan.. 3, 2021.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

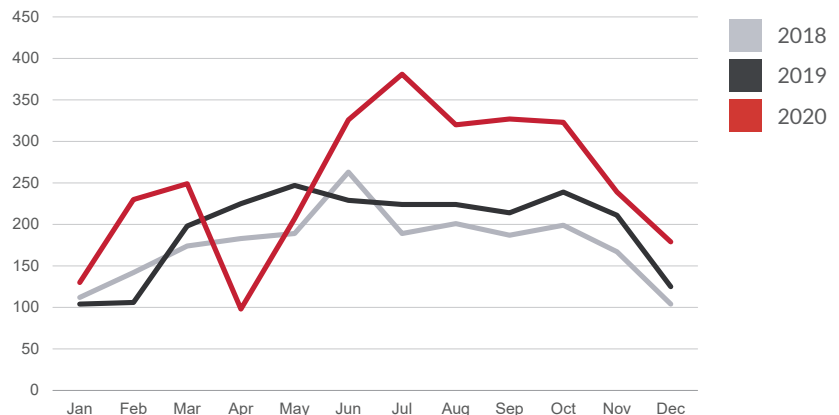
THE MARKET IN DETAIL (cont'd)

Barrie enjoyed a stratospheric year in 2020, with its highest volume ever due to *ten big record months* that generated **91%** of the year's sales. Barrie's overall total of **\$1,707,534,706** was up **24%** from 2016's previous high, on **4%** fewer listings. On the units side, Barrie's **3003** sales were the third best ever, down **10%** from 2016's benchmark **3333**. And to think that so much of this super-sales activity has occurred virtually in a global pandemic. You couldn't make this stuff up – no one would believe it. Homeowners will be happy to know that 2020's average sale price of **\$568,610** was up **64%, 37%, 15%, 20%** and **15%** from 2015-19 respectively.

Graph 3:
Barrie Monthly MLS® Sales
 2018 vs. 2019 vs. 2020 (Volume)



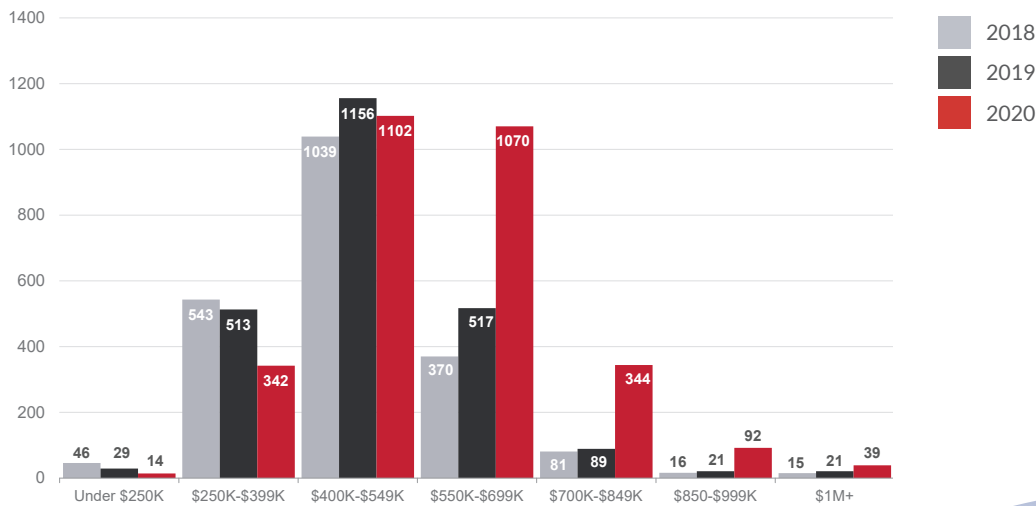
Graph 4:
Barrie Monthly MLS® Sales
 2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2020 unit sales were up from 2019 in four price ranges and down in three. The \$550K-\$699K, \$700K-\$849K, \$850-\$999K and \$1M+ ranges were up **107%**, **287%**, **338%** and **86%** respectively. The Under-\$250K, \$250K-\$399K and \$400K-\$549K ranges were down **52%**, **33%** and **5%** respectively. More generally, the Under-\$400K bracket – which accounted for **12%** of 2020's sales – was down **34%** from 2019.. The \$400K-\$699K bracket – which accounted for **72%** of all sales – was up **30%**. And the \$700K+ bracket – which accounted for **16%** of all sales – was up **263%**.

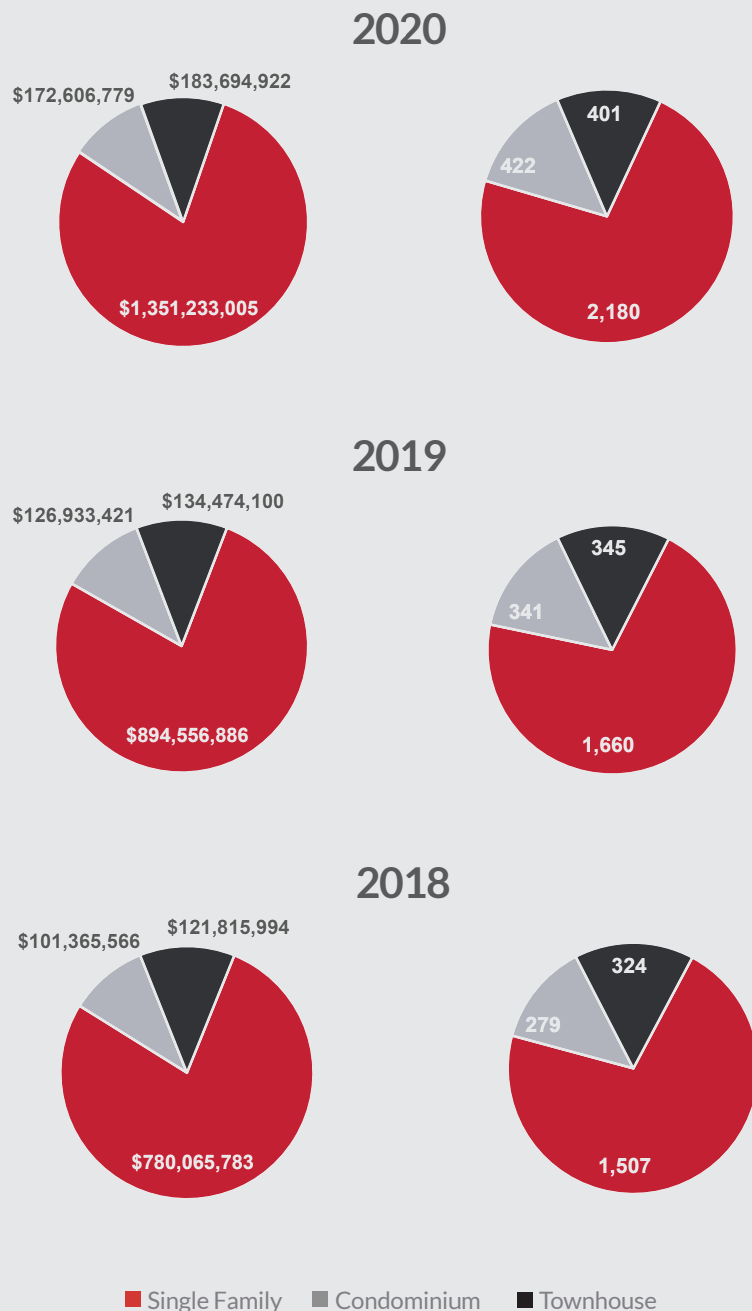
Graph 5:
Barrie MLS® Sales By Price
2018 vs. 2019 vs. 2020 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Barrie MLS® Sales By Property Type
2018 vs. 2019 vs. 2020 (Dollars and Units)

2020 IN DETAIL



SINGLE-FAMILY HOMES

DOLLAR SALES: \$1,351,233,005
UP 51% from 2019

UNIT SALES: 2180
UP 31% from 2019

AV. DAYS-ON-MARKET: 20
DOWN 11 days from 2019

AV. SALE PRICE: \$619,832
UP 15% from 2019

CONDOMINIUMS

DOLLAR SALES: \$172,606,779
UP 36% from 2019

UNIT SALES: 422
UP 24% from 2019

AV. DAYS-ON-MARKET: 34
DOWN 8 days from 2019

AV. SALE PRICE: \$409,021
UP 10% from 2019

TOWNHOUSES

DOLLAR SALES: \$183,694,922
UP 37% from 2019

UNIT SALES: 401
UP 16% from 2019

AV. DAYS-ON-MARKET: 17
DOWN 15 days from 2019

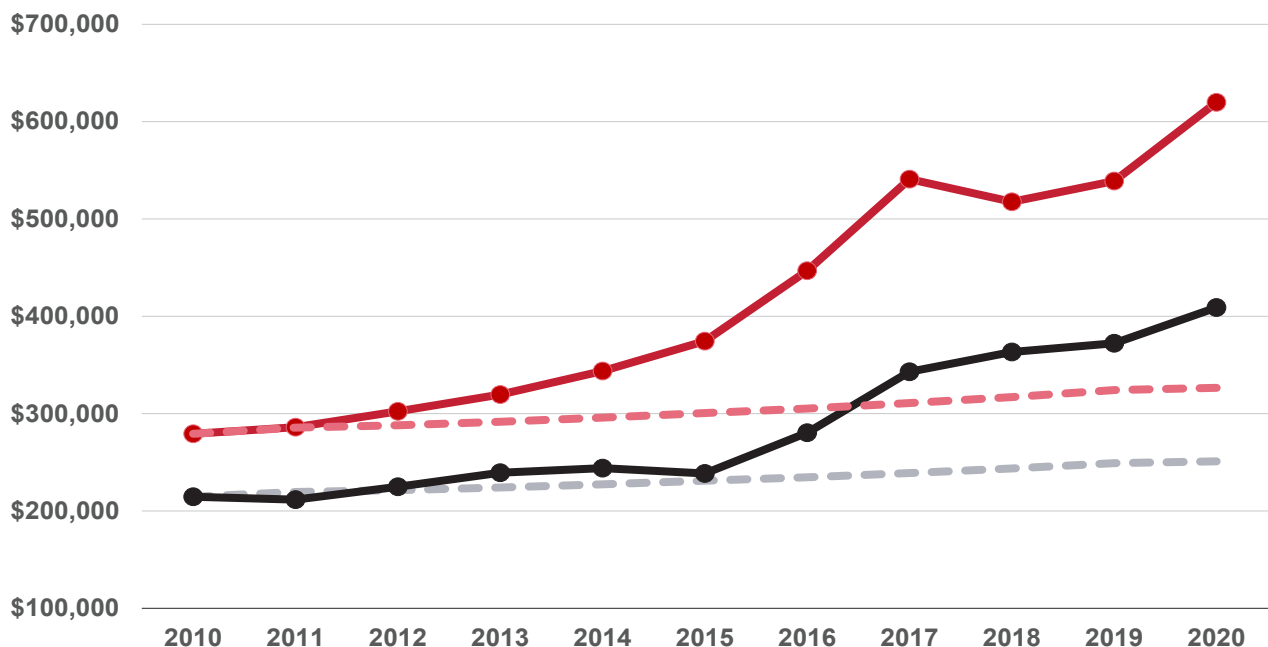
AV. SALE PRICE: \$458,092
UP 18% from 2019

BARRIE AVERAGE SALE PRICES: 2010-2020

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Barrie's average sale price for single-family homes in 2020 was **\$619,832**: that's up **15%**, **20%**, **15%**, **39%** and **122%** from 2019, 2018, 2017, 2016 and 2010 respectively. 2020's average condo price of **\$409,021** was up **10%**, **13%**, **19%**, **46%** and **91%** from 2019, 2018, 2017, 2016 and 2010 respectively.

↑ In 2010-11 Barrie's average single-family home price increased at about the inflation rate. From 2012-17 it rose to **74%** above inflation, before dipping in 2018-19 and then reaching **90%** above in 2020. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **90%** above inflation in 2020.



- Single-Family Home Average Sale Price: 2010 > 2020
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > 2020
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Condominium Average Sale Price