

BARRIE REAL ESTATE MARKET REPORT

JANUARY 2021

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



OVERVIEW

RECORD VOLUME AND UNIT SALES, WITH PRICES UP AND LISTINGS DOWN



RECORD JANUARY VOLUME OF \$108,812,631

Up **65%** from last January's \$108,812,631, with units of **158** up **9%** from January 2016's **145**.
New listings of **193** down **18%**, with the sales/listings ratio of **82%** up **26%**.



JANUARY UNIT SALES UP IN THREE PRICE SEGMENTS, DOWN IN FOUR

The \$700K-\$849K, \$850K-\$999K and \$1M+ were up **1100%**, **800%** and **700%** respectively,
while the Under-\$250K, \$250-\$399K, \$400K-\$549K and \$550-\$699K were down **100%**,
55%, **48%** and **8%** respectively.



RECORD AVERAGE SALE PRICE OF \$688,688

Up **36%** from January 2020's \$507,939, with the average days-on-market of **16** down **20** days.

OVERVIEW (cont'd)

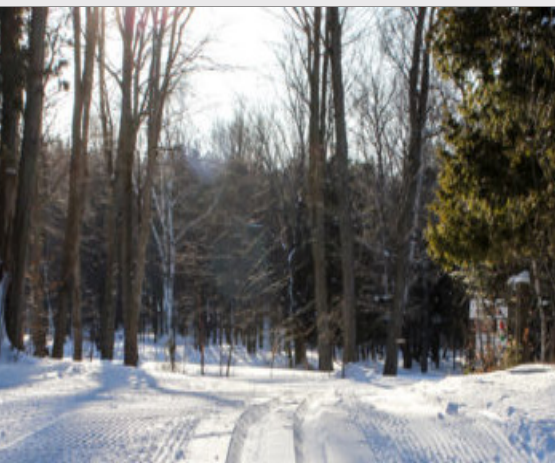
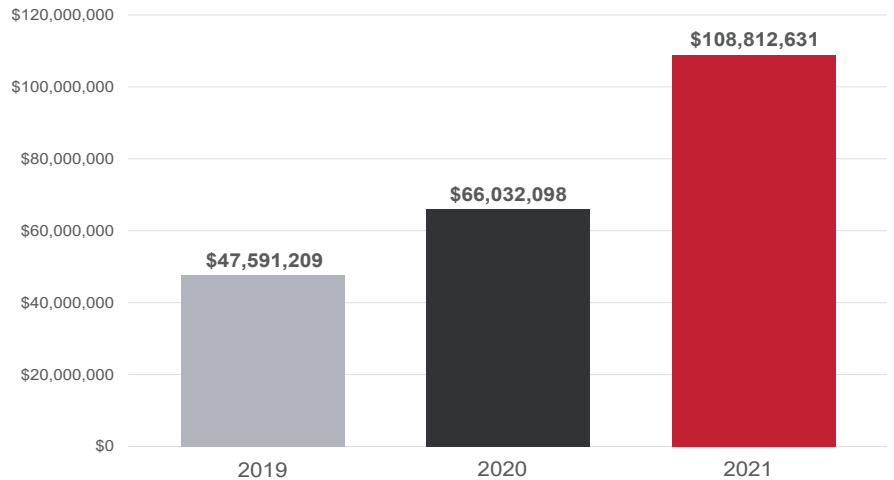


THE DEMAND FOR LISTINGS WAS LESS THAN THE SUPPLY

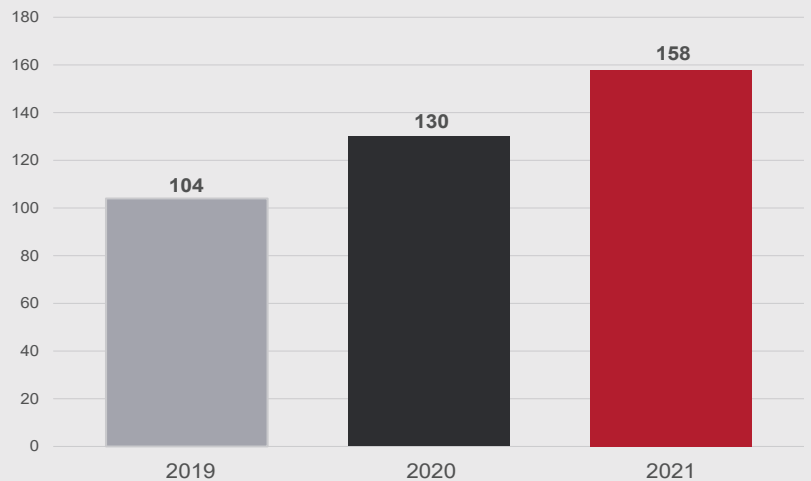
In January, homes sold in **16** days on average – **20** days faster than last January. Additionally, the month had **18%** fewer listings, a high **82%** sales/listings ratio and a huge **107%** sale/list price ratio. All that – as well as the fact that there is now just **one month** of inventory – add up to a very strong **seller's market**.



Graph 1:
Barrie MLS® Residential Sales
January 2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Barrie MLS® Residential Sales
January 2019 vs. 2020 vs. 2021 (Units)

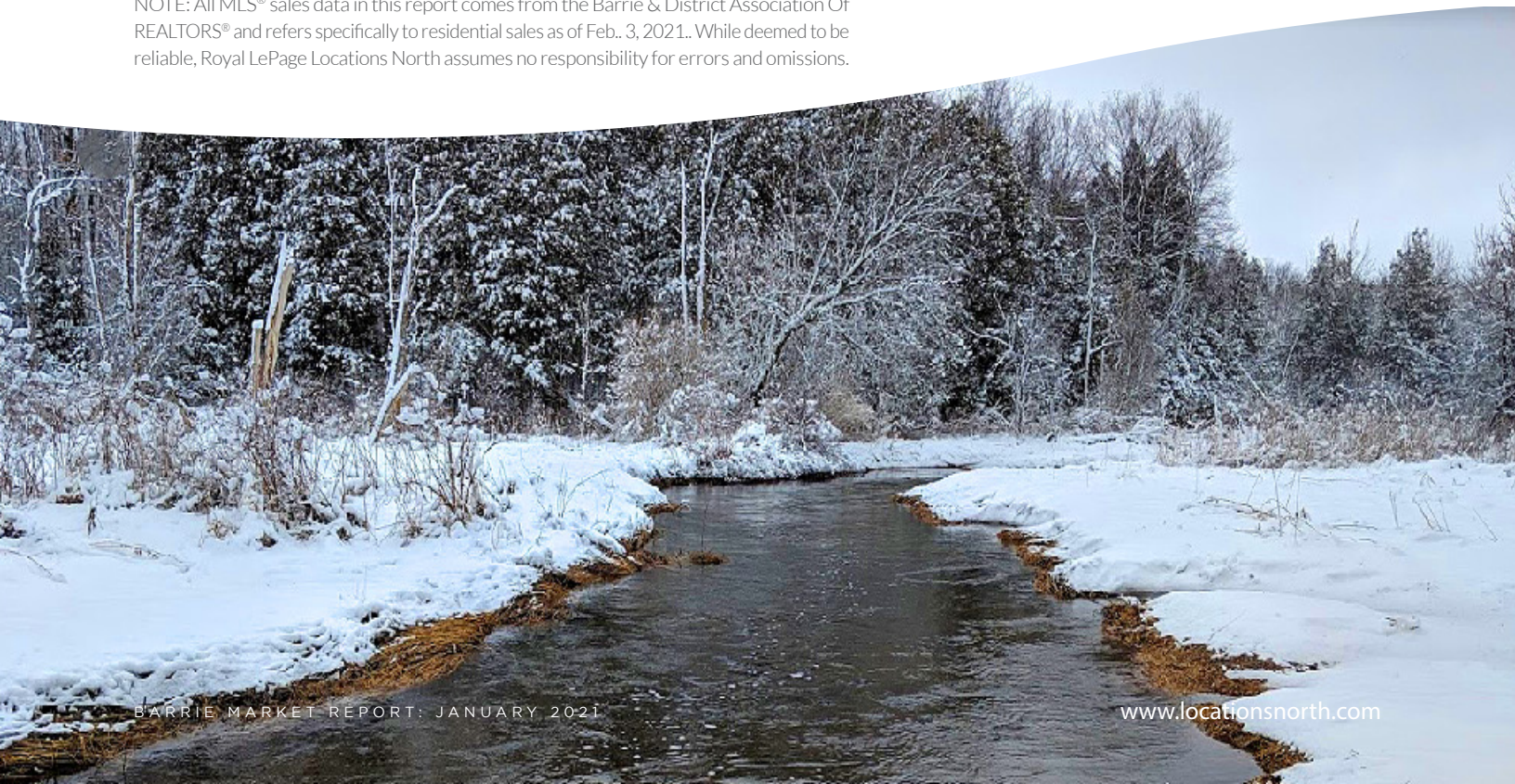


THE MARKET IN DETAIL

Table 1:
Barrie MLS® Residential Sales And Listing Summary
 January 2019 vs. 2020 vs. 2021

	2019	2020	2021	2020-2021
Volume Sales	\$47,591,209	\$66,032,098	\$108,812,631	+65%
Unit Sales	104	130	158	+22%
New Listings	237	234	193	-18%
Sales/Listings Ratio	44%	56%	82%	+26%
Expired Listings	28	22	17	-23%
Sales: Under \$250K	2	1	0	-100%
Sales: \$250K - \$399K	25	22	10	-55%
Sales: \$400K - \$549K	57	64	33	-48%
Sales: \$550K - \$699K	17	36	33	-8%
Sales: \$700K - \$849K	3	4	48	+1100%
Sales: \$850K - \$999K	0	3	27	+800%
Sales: \$1M+	0	0	7	+700%
Average Days-On-Market	40	36	16	-56%
Average Sale Price	\$457,608	\$507,939	\$688,688	+36%

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



SALES BY PROPERTY TYPE

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$85,951,632
UP 69% from 2020

UNIT SALES: 111
UP 21% from 2020

AV. DAYS-ON-MARKET: 12
DOWN 19 days from 2020

AV. SALE PRICE: \$774,339
UP 40% from 2020

CONDOMINIUMS

DOLLAR SALES: \$14,202,400
UP 65% from 2020

UNIT SALES: 31
UP 41% from 2020

AV. DAYS-ON-MARKET: 31
DOWN 31 days from 2020

AV. SALE PRICE: \$458,142
UP 17% from 2020

TOWNHOUSES

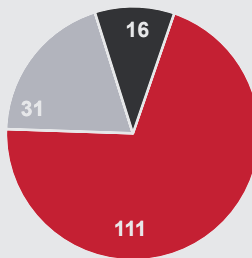
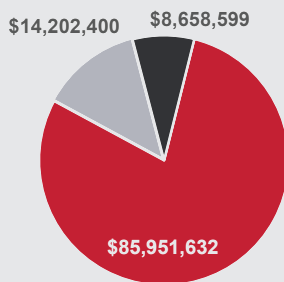
DOLLAR SALES: \$8,658,599
UP 33% from 2020

UNIT SALES: 16
EQUAL to 2020

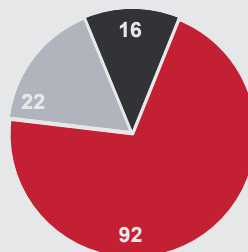
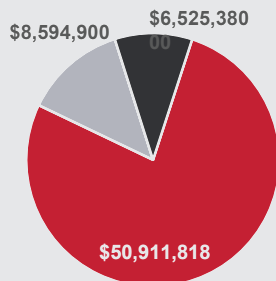
AV. DAYS-ON-MARKET: 11
DOWN 15 days from 2020

AV. SALE PRICE: \$541,162
UP 33% from 2020

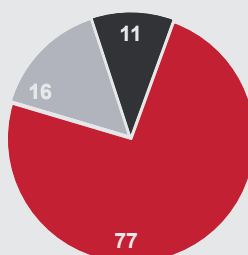
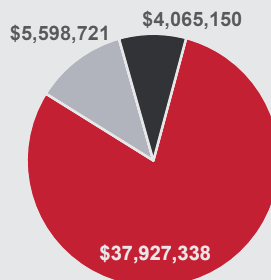
2021



2020



2019



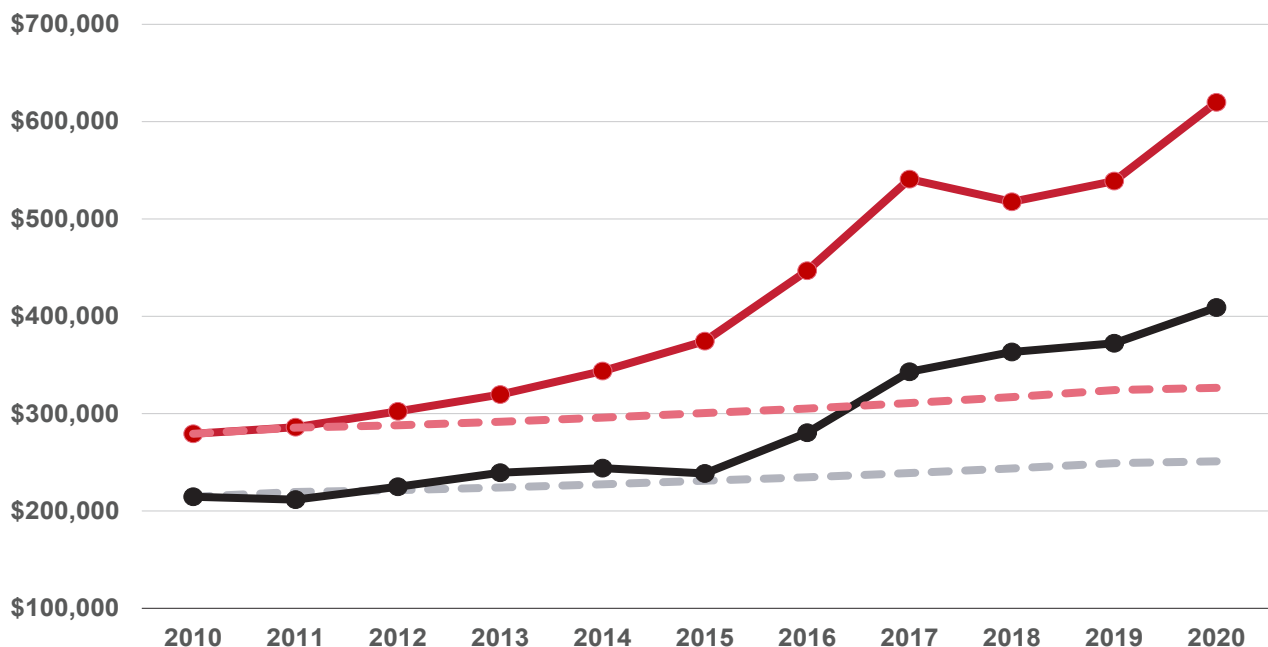
■ Single Family ■ Condominium ■ Townhouse

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