

# BARRIE REAL ESTATE MARKET REPORT

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## FEBRUARY 2021

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





# OVERVIEW

## A STRATOSPHERIC JUMP IN SALES AND AVERAGE SALE PRICES



### RECORD YEAR-TO-DATE SALES VOLUME OF \$348,085,882

Up 88% from 2020's \$185,548,477, with units of 496 up 38% from 2020's 360. New listings of 685 up 27% from one year ago, with the sales/listings ratio of 72% up 5%.



### RECORD FEBRUARY SALES VOLUME OF \$240,643,251

Up 101% from last February's \$119,516,379. Record February units of 340 up 48% from last year's 230. New listings of 491 up 61% from a year ago, with the sales/listing ratio of 69% down 6%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$701,786

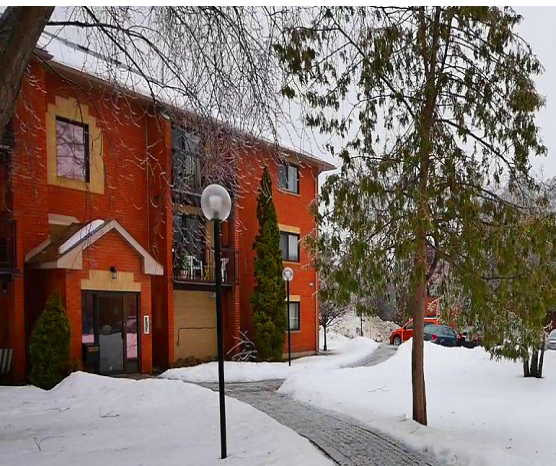
Up 36% from last year's \$515,412. Average days-on-market of 11 down 21 days.

# OVERVIEW (cont'd)

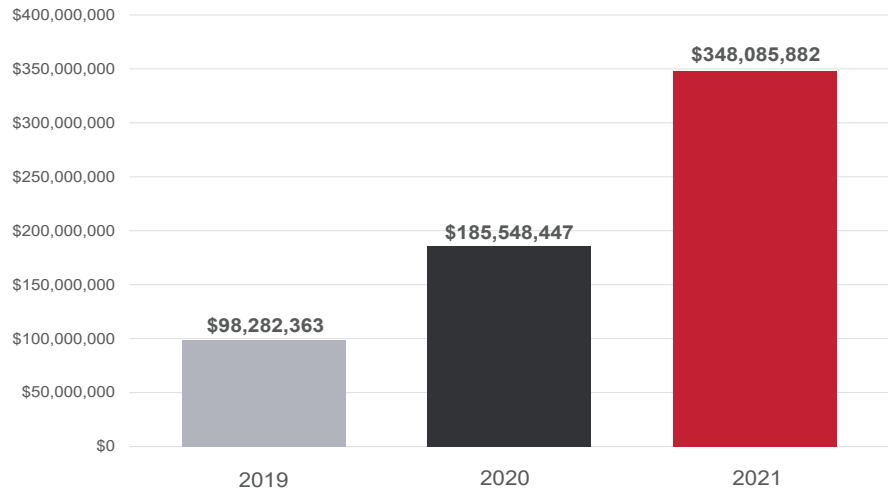


## THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

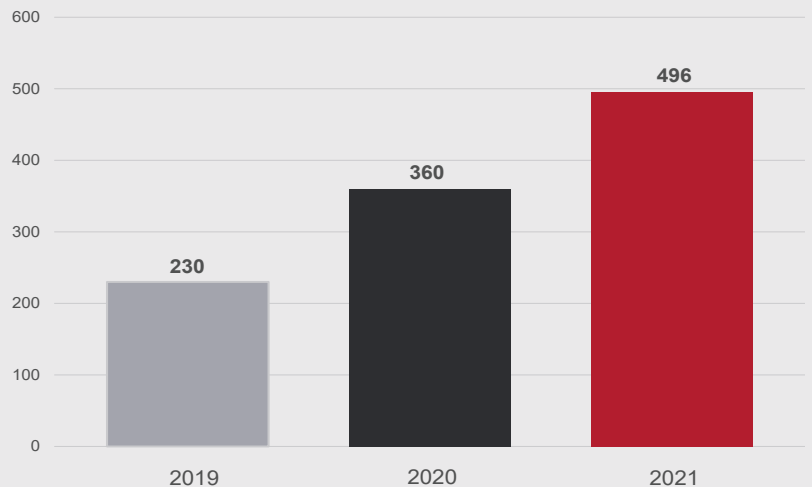
The Barrie market had a very high **111.3%** sale/list price ratio in February. Homes sold in just **8** days on average, down **17** days from a year ago. And there is now just **one month** of inventory. All that, and February's **72%** sales/listings ratio – which is relatively high for the month – add up to a strong **sellers' market**.



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



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





# THE MARKET IN DETAIL



Table 1:

**Barrie MLS® Residential Sales And Listing Summary**  
2019 vs. 2020 vs. 2021

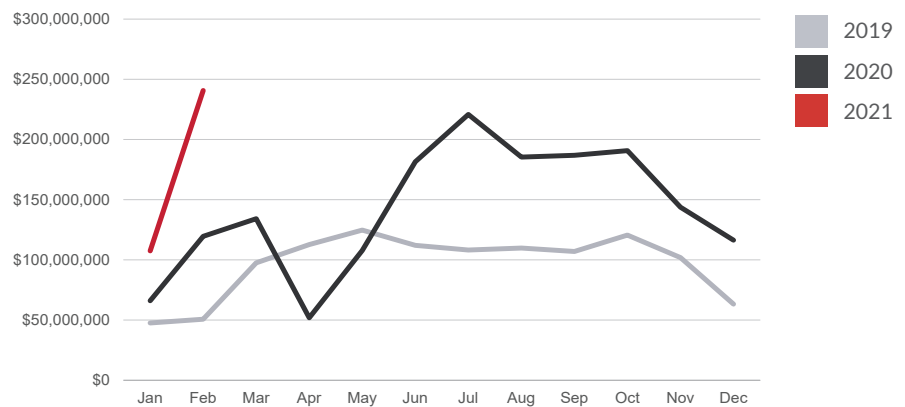
	2019	2020	2021	2020-2021
Annual Volume Sales	\$98,282,363	\$185,548,477	\$348,085,882	<b>+88%</b>
Annual Unit Sales	210	360	496	<b>+38%</b>
Annual New Listings	474	539	685	<b>+27%</b>
Annual Expired Listings	64	34	18	<b>-47%</b>
Annual Sales/Listings Ratio	44%	67%	72%	<b>+5%</b>
February Volume Sales	\$50,691,154	\$119,516,379	\$240,643,251	<b>+101%</b>
February Unit Sales	106	230	340	<b>+48%</b>
February New Listings	237	305	491	<b>+61%</b>
February Expired Listings	36	12	2	<b>-83%</b>
February Sales/Listings Ratio	45%	75%	69%	<b>-6%</b>
February Average Sale Price	\$478,218	\$519,636	\$707,774	<b>+36%</b>
Annual Sales: Under \$250K	5	1	0	<b>-100%</b>
Annual Sales: \$250K - \$399K	47	61	24	<b>-61%</b>
Annual Sales: \$400K - \$549K	114	163	70	<b>-57%</b>
Annual Sales: \$550K - \$699K	35	110	142	<b>+29%</b>
Annual Sales: \$700K - \$849K	7	19	158	<b>+732%</b>
Annual Sales: \$850K - \$999K	1	5	80	<b>+1500%</b>
Annual Sales: \$1M+	1	1	22	<b>+2100%</b>
Annual Average Days-On-Market	34	32	11	<b>-66%</b>
Annual Average Sale Price	\$468,011	\$515,412	\$701,786	<b>+36%</b>

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

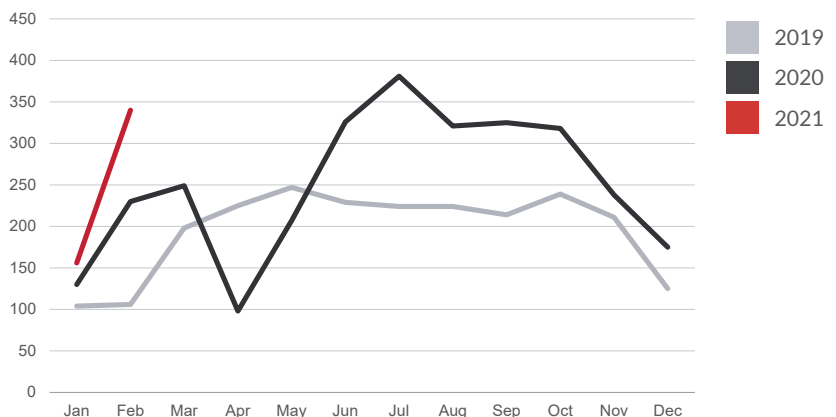
# THE MARKET IN DETAIL (cont'd)

The 2021 Barrie market has picked up where 2020 left off – *and then some!* As **Graph 3** shows, following on a big record January, February sales – usually slow – skyrocketed to a *new all-time monthly record*, up **9%** from last July's prior benchmark. On the units side, **Graph 4** shows a similar pattern. However, February's **340** sales were the *second best monthly total ever* after last July's **381**. The biggest story though is the huge shift in sales by price range. A year ago, **63%** of sales were in the Under-\$550K range and just **7%** were in the \$700K+ range. In 2021, just **19%** of sales are in the Under-\$550K range while **52%** are in the \$700K+ range. Not surprisingly, Barrie's year-to-date average sale price is doing very well. It's up **70%**, **43%**, **46%**, **50%** and **36%** from 2016-2020 respectively.

Graph 3:  
**Barrie Monthly MLS® Sales**  
 2019 vs. 2020 vs. 2021 (Volume)



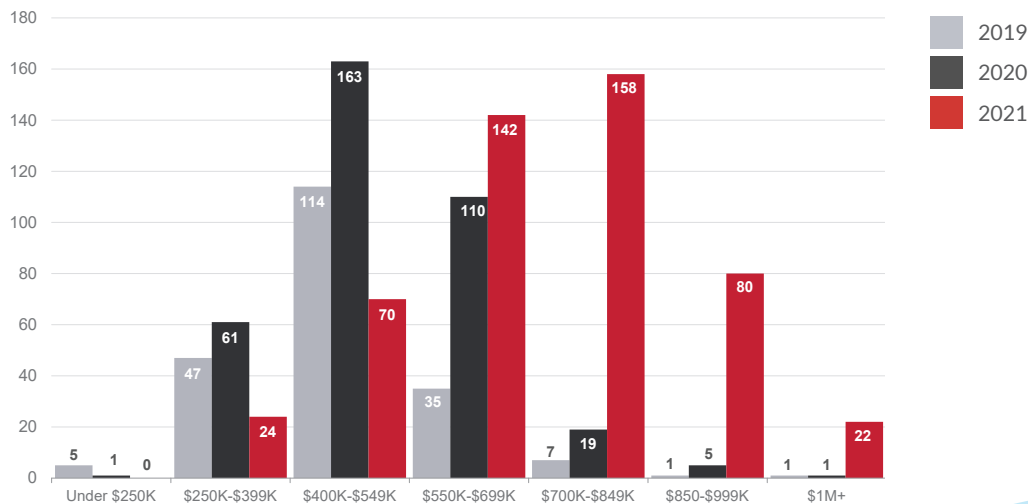
Graph 4:  
**Barrie Monthly MLS® Sales**  
 2019 vs. 2020 vs. 2021 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales are up from 2020 in four price ranges and down in three. The \$550K-\$699K, \$700K-\$849K, \$850-\$999K and \$1M+ ranges are up **29%**, **732%**, **1500%** and **2100%** respectively. The Under-\$250K, \$250K-\$399K and \$400K-\$549K ranges are down **100%**, **61%** and **57%** respectively. More generally, the Under-\$400K bracket – which accounts for **5%** of 2021's sales – is down **61%** from 2020. The \$400K-\$699K bracket – which accounts for **43%** of all sales – is down **22%**. And the \$700K+ bracket – which accounts for **52%** of all sales – is up **940%**.

Graph 5:  
**Barrie MLS® Sales By Price**  
2019 vs. 2020 vs. 2021 (Units)

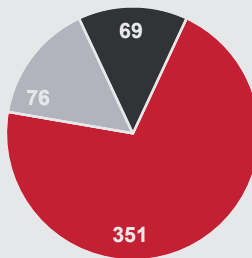
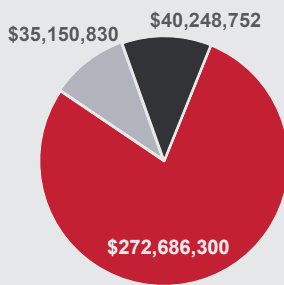


# SALES BY PROPERTY TYPE

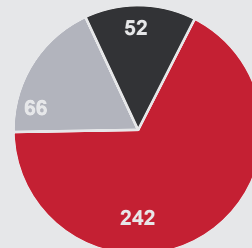
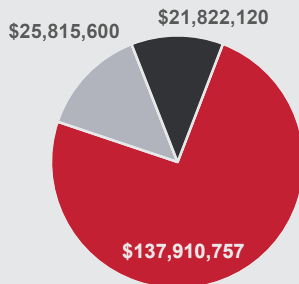
Graph 6:  
**Barrie MLS® Sales By Property Type**  
2019 vs. 2020 vs. 2021 (Dollars and Units)

## 2021 IN DETAIL

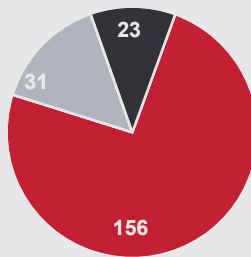
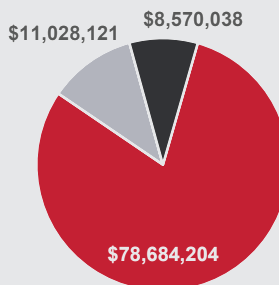
### 2021



### 2020



### 2019



■ Single Family ■ Condominium ■ Townhouse

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$272,686,300  
UP 98% from 2020

**UNIT SALES:** 351  
UP 45% from 2020

**AV. DAYS-ON-MARKET:** 8  
DOWN 18 days from 2020

**AV. SALE PRICE:** \$776,884  
UP 36% from 2020

### CONDOMINIUMS

**DOLLAR SALES:** \$35,150,830  
UP 36% from 2020

**UNIT SALES:** 76  
UP 15% from 2020

**AV. DAYS-ON-MARKET:** 25  
DOWN 22 days from 2020

**AV. SALE PRICE:** \$462,511  
UP 18% from 2020

### TOWNHOUSES

**DOLLAR SALES:** \$40,248,752  
UP 84% from 2020

**UNIT SALES:** 69  
UP 33% from 2020

**AV. DAYS-ON-MARKET:** 7  
DOWN 12 days from 2020

**AV. SALE PRICE:** \$583,315  
UP 39% from 2020

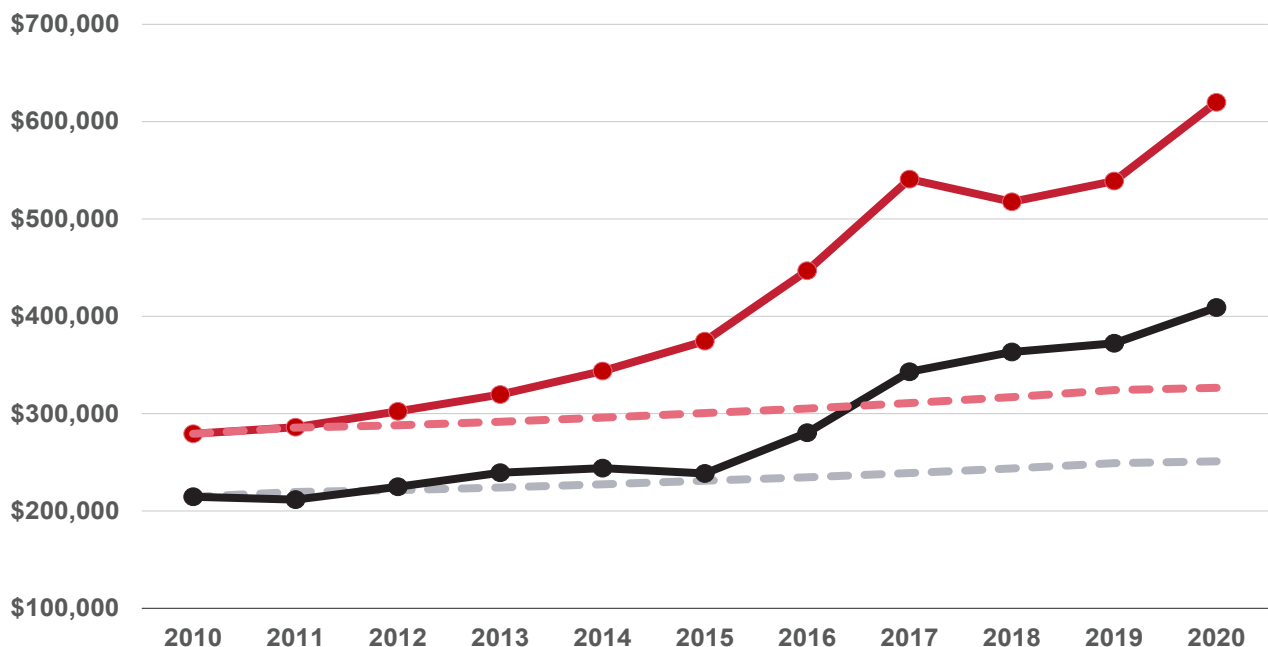


# BARRIE AVERAGE SALE PRICES: 2010-2020

## 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