

# BARRIE REAL ESTATE MARKET REPORT

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## AUGUST 2021

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



# OVERVIEW

## SECOND BEST AUGUST VOLUME EVER, WITH UNITS DOWN PARTLY DUE TO FAR FEWER LISTINGS



### RECORD YEAR-TO-DATE SALES VOLUME OF \$1,776,138,005

Up 66% from 2020's \$1,067,052,935, with units of 2448 up 26% from 2020's 1942. New listings of 3102 up 15% from one year ago, with the sales/listings ratio of 79% up 7%.



### AUGUST SALES VOLUME OF \$149,552,628

Down 19% from last August's \$185,393,031. Units of 200 down 38% from last year's 321. New listings of 233 down 39% from a year ago, with the sales/listing ratio of 86% up 3%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$725,547

Up 32% from last year's \$549,461. Average days-on-market of 10 down 14 days.

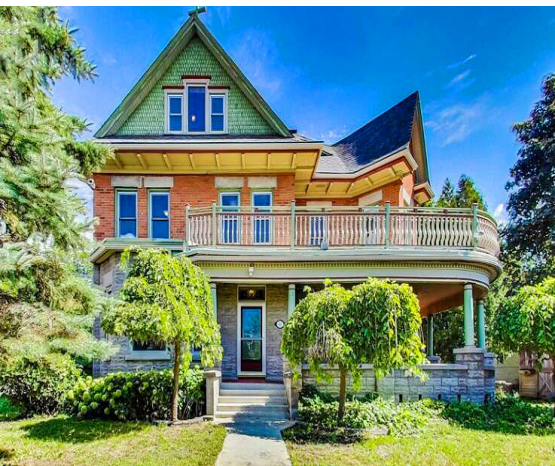


# OVERVIEW (cont'd)

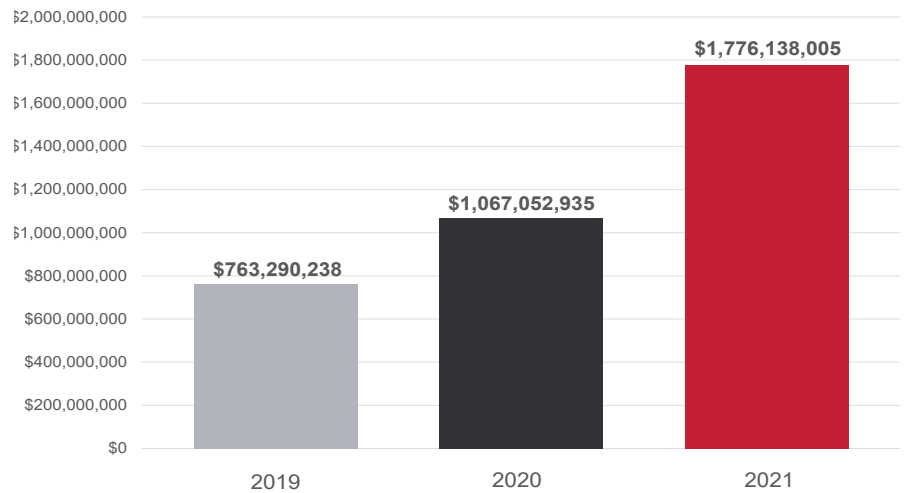


## THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

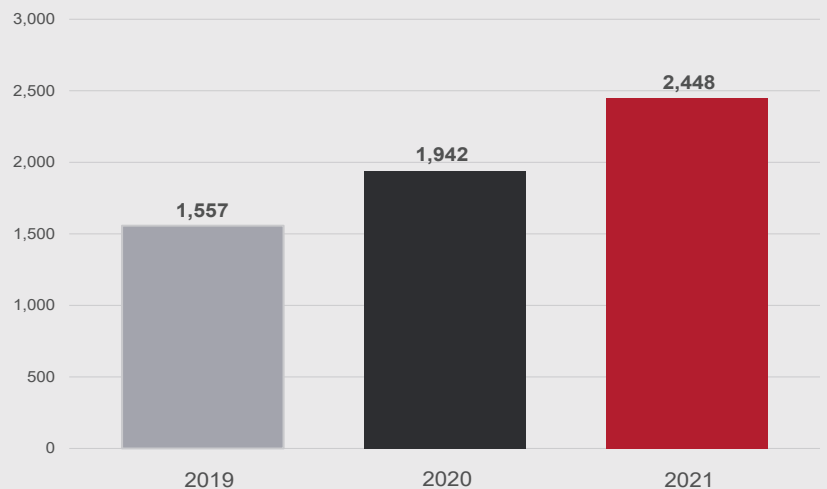
The Barrie market had a high **103.9%** sale/list price ratio in August. Homes sold in just **12** days on average, down **6** days from a year ago, and there is now just **one month** of inventory. All that, together with August's high **86%** sales/listings ratio, adds up to a strong **seller's market**.



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

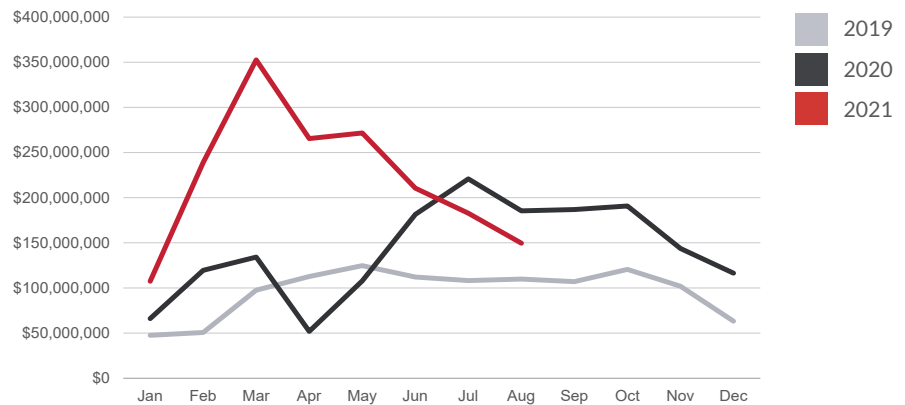
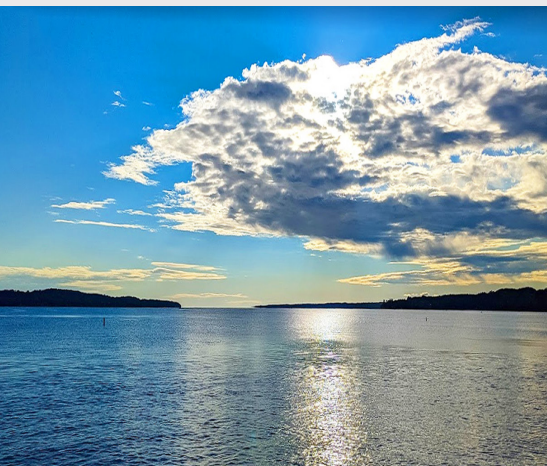
	2019	2020	2021	2020-2021
Year-To-Date (YTD) Volume Sales	\$763,290,238	\$1,067,052,935	\$1,776,138,005	<b>+66%</b>
YTD Unit Sales	1557	1942	2448	<b>+26%</b>
YTD New Listings	2923	2694	3102	<b>+15%</b>
YTD Sales/Listings Ratio	53%	72%	79%	<b>+7%</b>
YTD Expired Listings	257	116	66	<b>-34%</b>
August Volume Sales	\$109,834,505	\$185,393,031	\$149,552,628	<b>-19%</b>
August Unit Sales	224	321	200	<b>-38%</b>
August New Listings	328	385	233	<b>-39%</b>
August Sales/Listings Ratio	68%	83%	86%	<b>+3%</b>
August Expired Listings	53	7	15	<b>+114%</b>
August Average Sale Price	\$490,333	\$577,548	\$747,763	<b>+29%</b>
YTD Sales: Under \$250K	19	12	0	<b>-1200%</b>
YTD Sales: \$250K - \$399K	347	235	82	<b>-65%</b>
YTD Sales: \$400K - \$549K	771	787	305	<b>-61%</b>
YTD Sales: \$550K - \$699K	332	667	716	<b>+7%</b>
YTD Sales: \$700K - \$849K	60	189	813	<b>+330%</b>
YTD Sales: \$850K - \$999K	15	37	368	<b>+895%</b>
YTD Sales: \$1M+	13	15	163	<b>+987%</b>
YTD Average Days-On-Market	32	24	10	<b>-58%</b>
YTD Average Sale Price	\$490,231	\$549,461	\$725,547	<b>+32%</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 Sept. 3, 2021. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

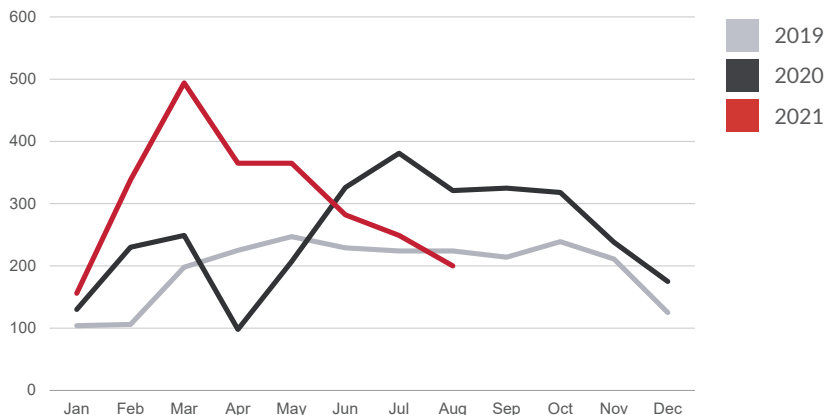
# THE MARKET IN DETAIL (cont'd)

Barrie volume and unit sales continued to fall in August from their first and second quarter heights. That said, **Graph 3** shows that August's volume of **\$149,552,628**, although down **19%** from last year's record, was still the month's second best ever. On the units side, August's **200** sales were not only down **38%** from last year's record **321**, they were the second fewest in the last decade. However, August's new listings were down **39%** and the sales/listings ratio was a high **86%**: that's **3%** greater than last year. So there is still a big demand for listings, with an average days-on-market of just **10 days**: *if you list it they will come*. Lastly, the average sale price is still doing very nicely: At **\$725,547** it's up **80%, 43%, 51%, 48%** and **32%** from 2016-2020 respectively.

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



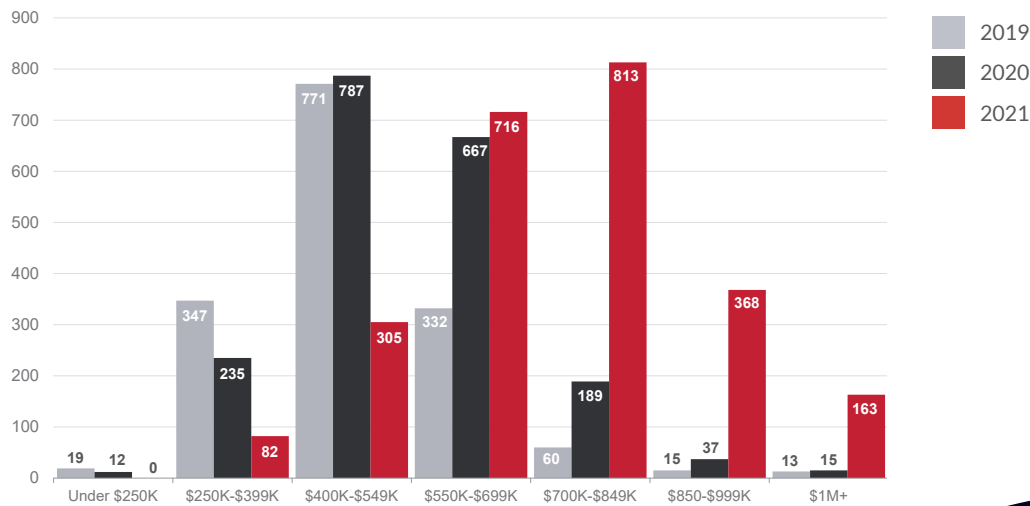
Graph 4:  
**Barrie Monthly MLS® Sales**  
 2019 vs. 2020 vs. 2021 (Units)



# 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 **7%**, **330%**, **895%** and **987%** respectively. The Under-\$250K, \$250K-\$399K and \$400K-\$549K ranges are down **1200%**, **65%** and **61%** respectively. More generally, the Under-\$400K bracket – which accounts for **3%** of 2021's sales – is down **67%** from 2020. The \$400K-\$699K bracket – which accounts for **42%** of all sales – is down **30%**. And the \$700K+ bracket – which accounts for **55%** of all sales – is up **458%**.

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

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$1,395,536,489  
UP 63% from 2020

**UNIT SALES:** 1748  
UP 21% from 2020

**AV. DAYS-ON-MARKET:** 9  
DOWN 14 days from 2020

**AV. SALE PRICE:** \$798,362  
UP 34% from 2020

### CONDOMINIUMS

**DOLLAR SALES:** \$165,677,314  
UP 60% from 2020

**UNIT SALES:** 340  
UP 31% from 2020

**AV. DAYS-ON-MARKET:** 18  
DOWN 17 days from 2020

**AV. SALE PRICE:** \$487,286  
UP 22% from 2020

### TOWNHOUSES

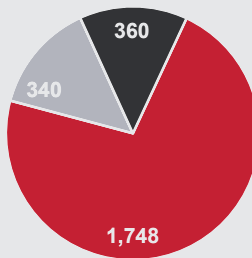
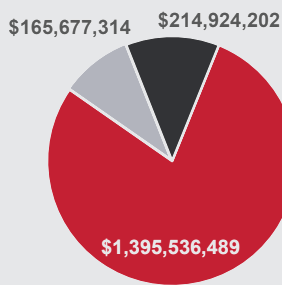
**DOLLAR SALES:** \$214,924,202  
UP 101% from 2020

**UNIT SALES:** 360  
UP 88% from 2020

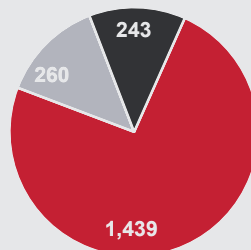
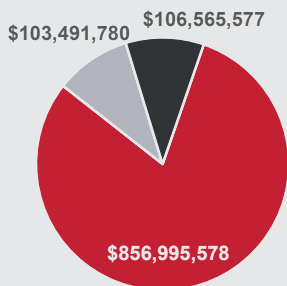
**AV. DAYS-ON-MARKET:** 8  
DOWN 9 days from 2020

**AV. SALE PRICE:** \$597,012  
UP 36% from 2020

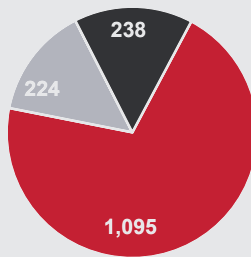
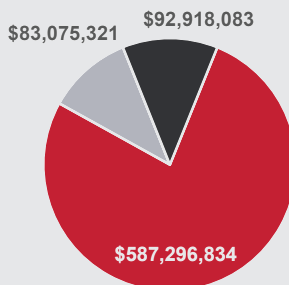
## 2021



## 2020



## 2019



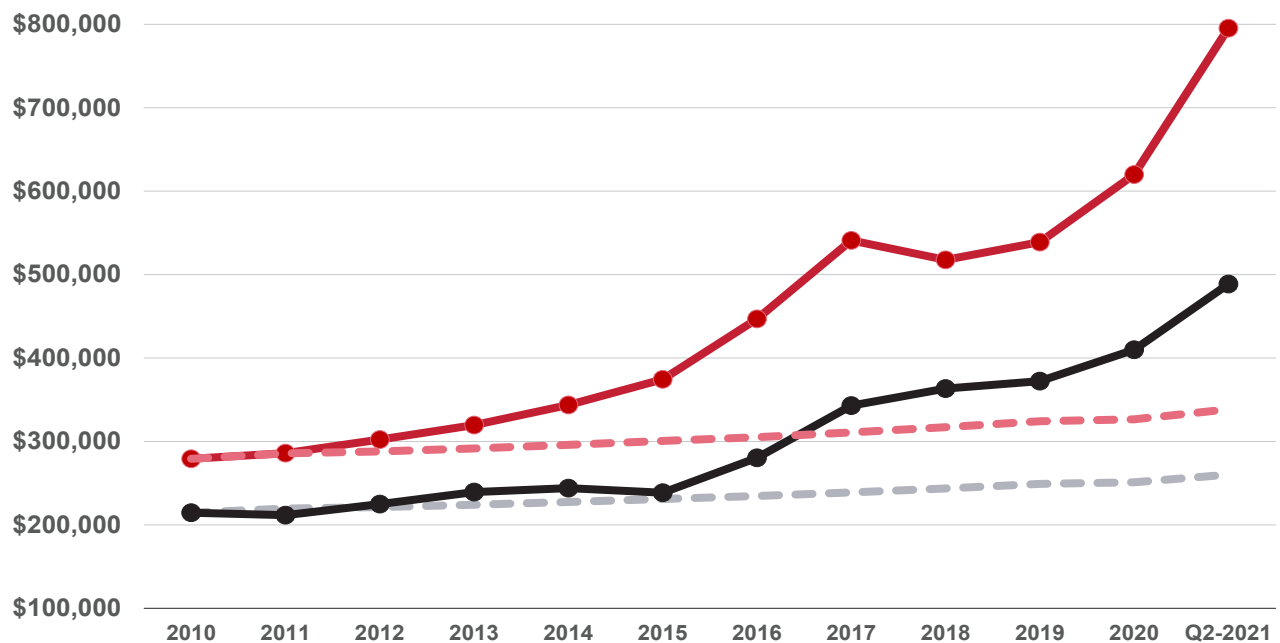
■ Single Family ■ Condominium ■ Townhouse

# BARRIE AVERAGE SALE PRICES: 2010-2021

## BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Barrie's average sale price for single-family homes in Q2-2021 was **\$795,300**: that's up **28%, 48%, 54%, 47%** and **185%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q2-2021's average condo price of **\$488,648** was up **19%, 31%, 34%, 42%** and **128%** from 2020, 2019, 2018, 2017 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 **131%** above in Q2-2021. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **88%** above inflation in Q2-2021.



- Single-Family Home Average Sale Price: 2010 > Q2-2021
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q2-2021
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Condominium Average Sale Price