

BARRIE REAL ESTATE MARKET REPORT THIRD QUARTER 2021

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



OVERVIEW

STRONG Q3 VOLUME SALES, WITH UNITS DOWN AND AVERAGE SALE PRICES WAY UP



Q3 SALES VOLUME OF \$510,594,283

Down 14% from Q3-2020's \$593,006,739, with units of 678 down 34% from Q3-2020's 1027. New listings of 786 down 34% from one year ago, with the sales/listings ratio of 86% equal.



SEPTEMBER SALES VOLUME OF \$174,732,972

Down 6% from last September's \$186,852,574, with units of 223 down 31% from last year's 325. New listings of 282 down 27% from a year ago, with the sales/listing ratio of 79% down 5%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$730,403

Up 32% from last year's \$553,112. Average days-on-market of 10 down 13 days.

OVERVIEW (cont'd)

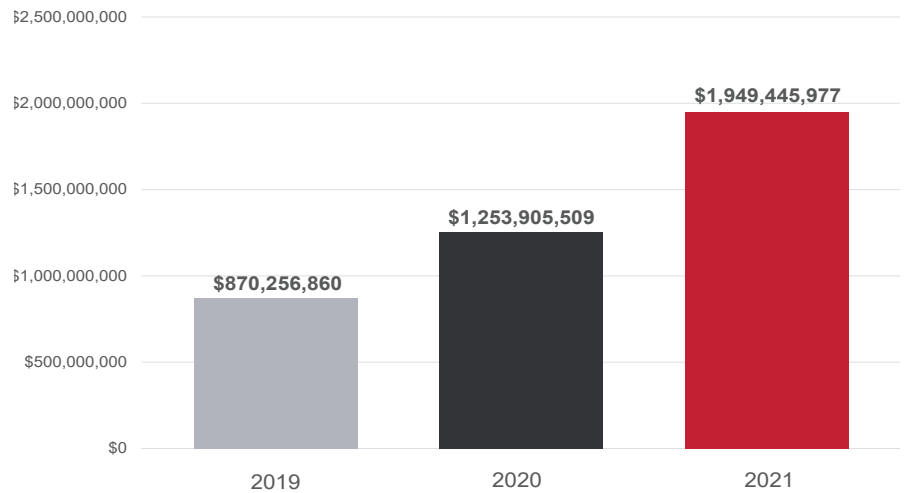


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

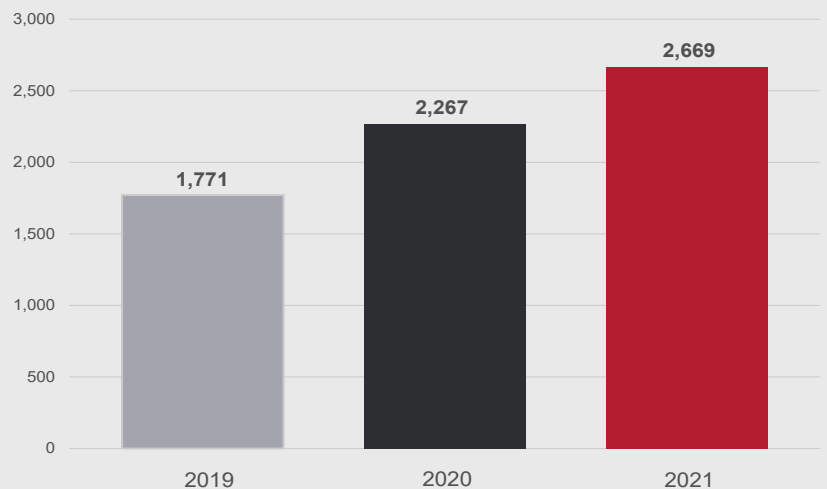
The Barrie market had a high **104.1%** sale/list price ratio in September. Homes sold in just **12** days on average, down **7** days from a year ago, and there is currently just **one month** of inventory. All that, together with September's **79%** sales/listings ratio, adds up to a strong **sellers' 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

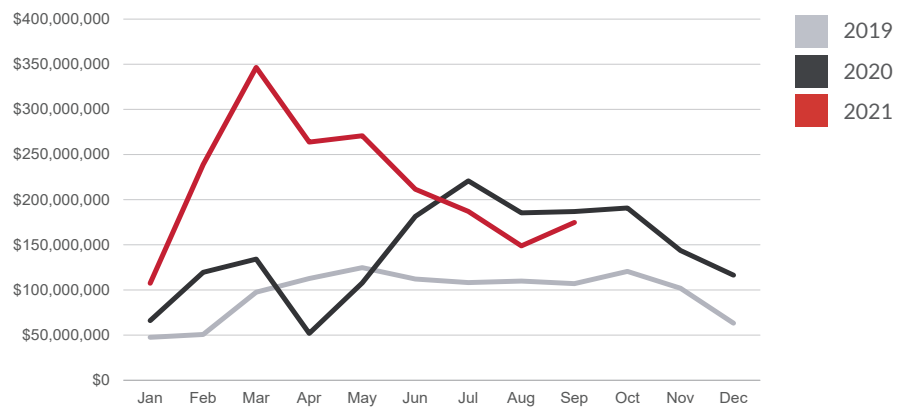
	2019	2020	2021	2020-2021
Year-To-Date (YTD) Volume Sales	\$870,256,860	\$1,253,905,509	\$1,949,445,977	+55%
YTD Unit Sales	1771	2267	2669	+18%
YTD New Listings	3302	3081	3380	+10%
YTD Sales/Listings Ratio	54%	74%	79%	+5%
YTD Expired Listings	291	136	75	-45%
Third Quarter (Q3) Volume Sales	\$324,965,273	\$593,006,739	\$510,594,283	-14%
Q3 Unit Sales	662	1027	678	-34%
Q3 New Listings	1133	1191	786	-34%
Q3 Sales/Listings Ratio	58%	86%	86%	0%
Q3 Expired Listings	133	38	33	-13%
Q3 Average Price	\$490,884	\$577,416	\$753,089	+30%
September Volume Sales	\$106,966,622	\$186,852,574	\$174,732,972	-6%
September Unit Sales	214	325	223	-31%
September New Listings	379	387	282	-27%
September Sales/Listings Ratio	56%	84%	79%	-5%
September Expired Listings	34	20	8	-60%
September Average Price	\$499,844	\$574,931	\$783,556	+36%
YTD Sales: Under \$250K	20	14	0	-1400%
YTD Sales: \$250K - \$399K	391	273	88	-68%
YTD Sales: \$400K - \$549K	878	900	334	-63%
YTD Sales: \$550K - \$699K	385	779	770	-1%
YTD Sales: \$700K - \$849K	64	240	879	+266%
YTD Sales: \$850K - \$999K	18	45	408	+807%
YTD Sales: \$1M+	15	19	190	+900%
YTD Average Days-On-Market	32	23	10	-57%
YTD Average Sale Price	\$491,393	\$553,112	\$730,403	+32%

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

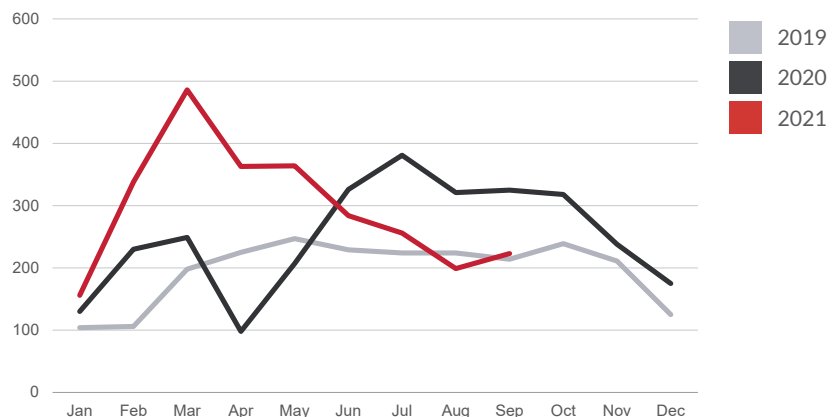
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, although the Barrie market has cooled from the unsustainable highs of Q1 and Q2, Q3's volume of **\$510,594,283** was still the second best Q3 ever (down **14%** from last year's record), as well as Barrie's fourth best quarter ever (down **46%** from Q2-2021's **\$746,054,651**). On the units side, **Graph 4** shows that Q3's **678** were down **34%** from last year's record **1027**. Also, Q3's total was just the eighth best since Q3-2010. However, Q3's listings were also down **34%** from a year ago, yielding a high **86%** sales/listings ratio; and homes sold in just **12** days on average. So the market's still hoppin' - there's just less of it. All that said, Barrie's year-to-date average sale price is doing very well. At **\$730,403** it's up **80%, 46%, 53%, 49%** and **32%** from 2016-2020 respectively.

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



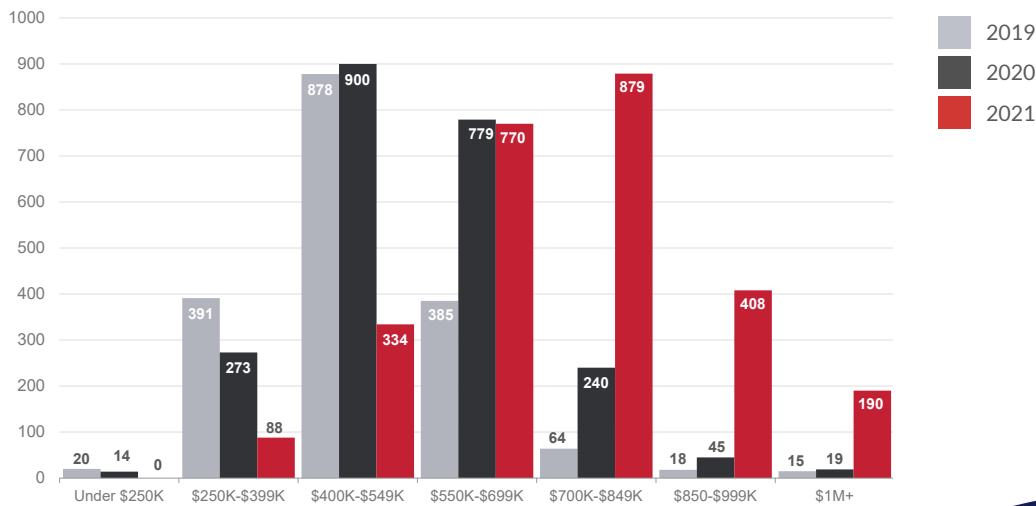
Graph 4:
Barrie Monthly MLS® Sales
 2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales are up from 2020 in three price ranges and down in four. The \$700K-\$849K, \$850-\$999K and \$1M+ ranges are up **266%**, **807%** and **900%** respectively. The Under-\$250K, \$250K-\$399K, \$400K-\$549K and \$550K-699K ranges are down **1400%**, **68%**, **63%** and **1%** respectively. More generally, the Under-\$400K bracket – which accounts for **3%** of 2021's sales – is down **69%** from 2020. The \$400K-\$699K bracket – which accounts for **42%** of all sales – is down **34%**. And the \$700K+ bracket – which accounts for **55%** of all sales – is up **386%**.

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: \$1,525,349,962
UP 53% from 2020

UNIT SALES: 1893
UP 14% from 2020

AV. DAYS-ON-MARKET: 9
DOWN 12 days from 2020

AV. SALE PRICE: \$805,650
UP 34% from 2020

CONDOMINIUMS

DOLLAR SALES: \$186,500,813
UP 50% from 2020

UNIT SALES: 380
UP 22% from 2020

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

AV. SALE PRICE: \$490,792
UP 23% from 2020

TOWNHOUSES

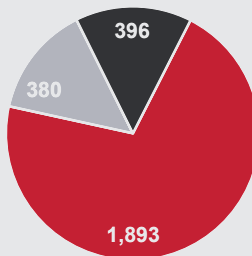
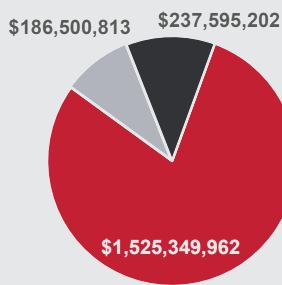
DOLLAR SALES: \$237,595,202
UP 84% from 2020

UNIT SALES: 396
UP 36% from 2020

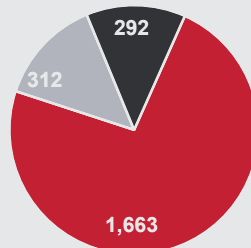
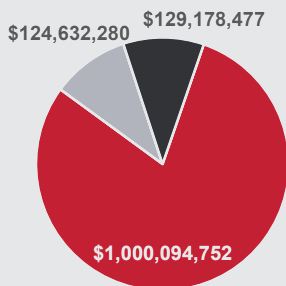
AV. DAYS-ON-MARKET: 9
DOWN 9 days from 2020

AV. SALE PRICE: \$599,988
UP 36% from 2020

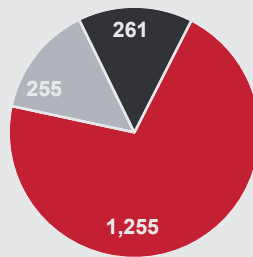
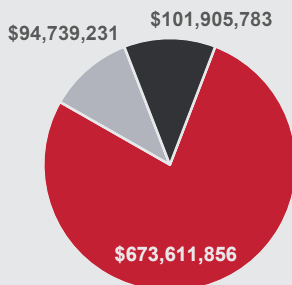
2021



2020



2019



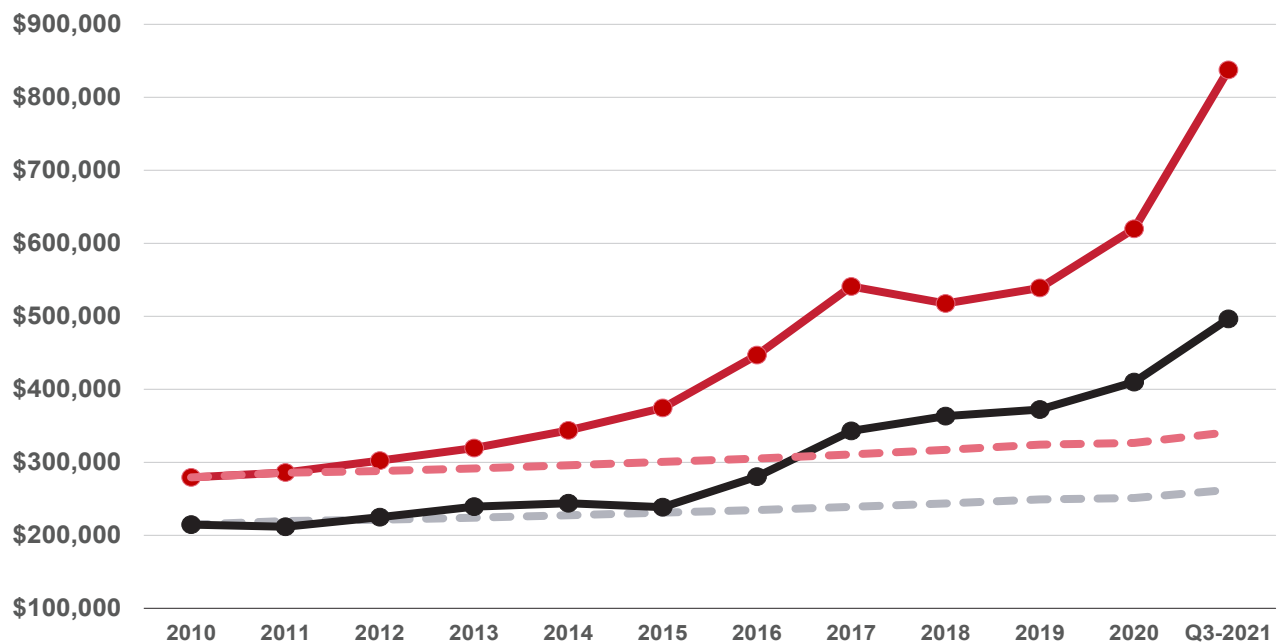
■ Single Family ■ Condominium ■ Townhouse

BARRIE AVERAGE SALE PRICES: 2010-2021

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Barrie's average sale price for single-family homes in Q3-2021 was **\$837,503**; that's up **35%, 55%, 62%, 55%** and **200%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q3-2021's average condo price of **\$496,405** was up **21%, 33%, 37%, 45%** and **131%** 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 **145%** above in Q3-2021. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **89%** above inflation in Q3-2021.



- Single-Family Home Average Sale Price: 2010 > Q3-2021
- - - Canada's Inflation Rate Based On Barrie's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q3-2021
- - - Canada's Inflation Rate Based On Barrie's 2010 Condominium Average Sale Price