

BARRIE REAL ESTATE MARKET REPORT 2021 IN REVIEW

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



OVERVIEW

BIG RECORD VOLUME AND UNITS SALES, WITH AVERAGE PRICES WAY UP



RECORD ANNUAL SALES VOLUME OF \$2,394,535,735

Up 40% from 2020's \$1,704,646,706, with units of 3219 up 7% from 2020's 3001. New listings of 3943 up 4%, with the sales/listings ratio of 82% up 3% from a year ago.



FOURTH-QUARTER SALES VOLUME OF \$442,230,258

Down 2% from Q4-2020's \$450,741,197. Units of 546 down 25% from 2020's 730. New listings of 564 down 21% from a year ago, with the sales/listing ratio of 97% down 5%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$743,876

Up 31% from the \$568,784 of one year ago. Average days-on-market of 11 down 11 days.

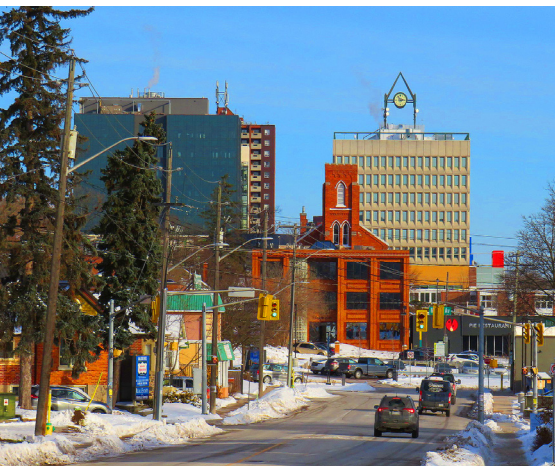


OVERVIEW (cont'd)

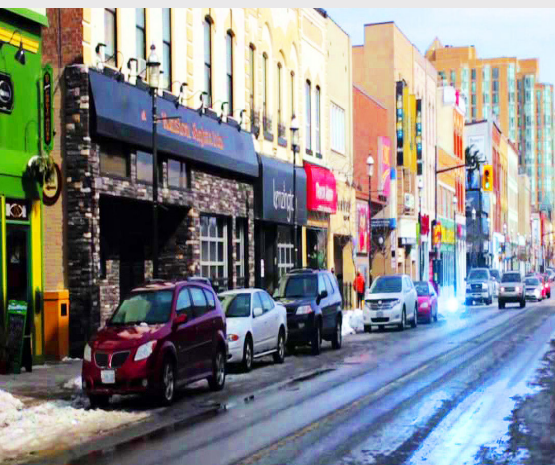
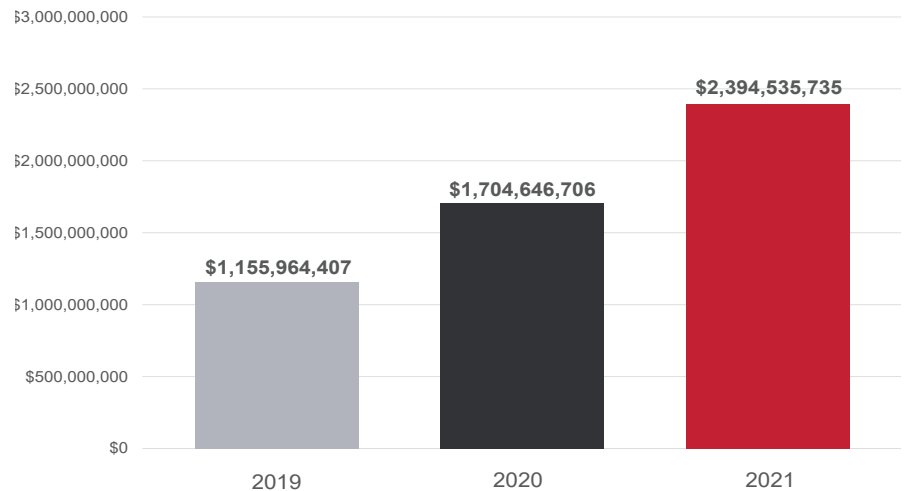


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

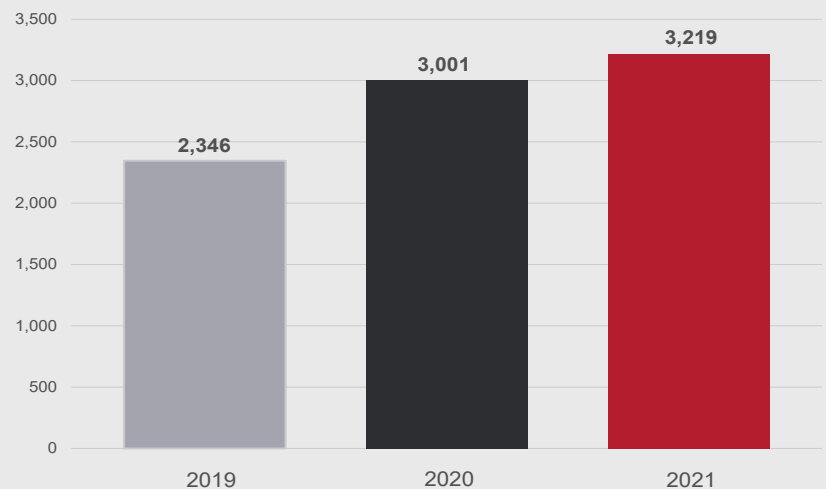
The Barrie market had a very *high* **112.8%** sale/list price ratio in December. Homes sold in just **10** days on average, down **10** days from a year ago, and there is currently **less than one month** of inventory. All that, together with December's **119%** sales/listings ratio, adds up to an **exceptionally 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

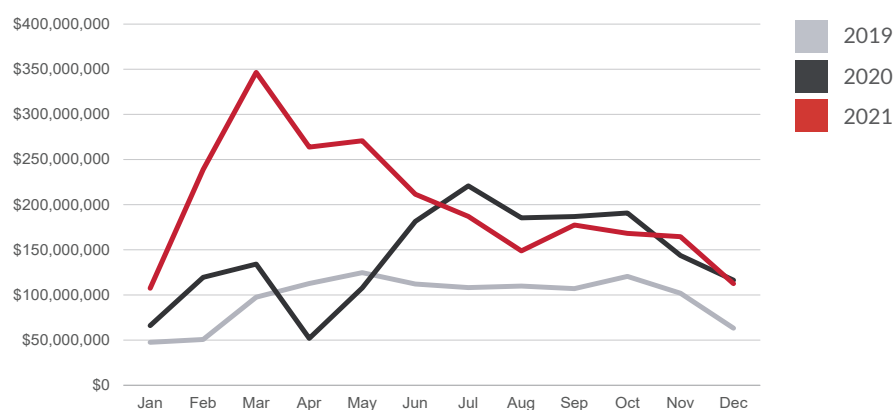
	2019	2020	2021	2020-2021
Annual Volume Sales	\$1,155,964,407	\$1,704,646,706	\$2,394,535,735	+40%
Annual Unit Sales	2346	3001	3219	+7%
Annual New Listings	3989	3798	3943	+4%
Annual Sales/Listings Ratio	59%	79%	82%	+3%
Annual Expired Listings	448	168	95	-43%
Fourth Quarter (Q4) Volume Sales	\$285,707,547	\$450,741,197	\$442,230,258	-2%
Q4 Unit Sales	575	730	546	-25%
Q4 New Listings	687	717	564	-21%
Q4 Sales/Listings Ratio	84%	102%	97%	-5%
Q4 Expired Listings	157	32	20	-37%
Q4 Average Price	\$496,883	\$617,454	\$809,946	+31%
December Volume Sales	\$63,247,778	\$115,630,200	\$110,653,440	-4%
December Unit Sales	125	174	130	-25%
December New Listings	105	140	109	-22%
December Sales/Listings Ratio	119%	124%	119%	-5%
December Expired Listings	65	11	11	0%
December Average Price	\$505,982	\$664,541	\$851,150	+28%
Annual Sales: Under \$250K	29	15	2	-87%
Annual Sales: \$250K - \$399K	513	342	95	-72%
Annual Sales: \$400K - \$549K	1156	1100	390	-65%
Annual Sales: \$550K - \$699K	517	1070	864	-19%
Annual Sales: \$700K - \$849K	89	343	1047	+205%
Annual Sales: \$850K - \$999K	21	92	540	+487%
Annual Sales: \$1M+	21	39	281	+621%
Annual Average Days-On-Market	32	22	11	-50%
Annual Average Sale Price	\$492,738	\$568,784	\$743,876	+31%

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. 2, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

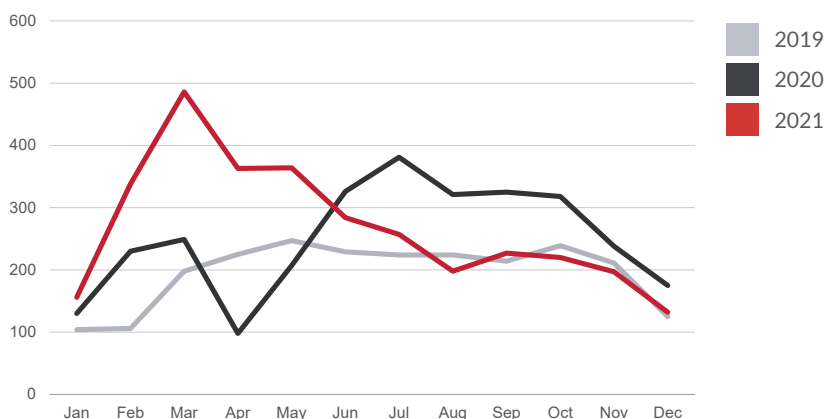
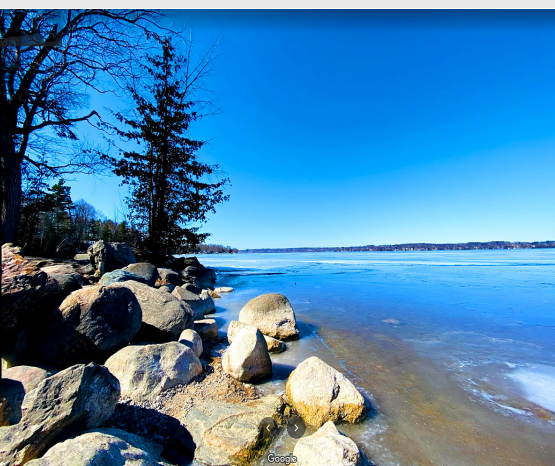
THE MARKET IN DETAIL (cont'd)

Barrie had an astounding year in 2021, and current indicators suggest that its strong market will continue into 2022. On the volume side Barrie had seven record months in 2021 and five runners-up, generating **\$2,394,535,735** in volume: up **40%** from 2020's prior record of **\$1,704,646,706** and **107%** from 2019's **\$1,155,964,407**. On the units side, Barrie saw six new benchmark months – January through May, and November – and finished the year with a record **3219** sales. That said, the market still looks very strong for sellers given December's **119%** sales/listings ratio, its **112.8%** sale/list price ratio, and its very low **10-day** average sale time. Last but not least, there is 2021's average sale price of **\$743,876**: happily, it's up **80%, 52%, 56%, 51%** and **31%** from 2016-2020 respectively.

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



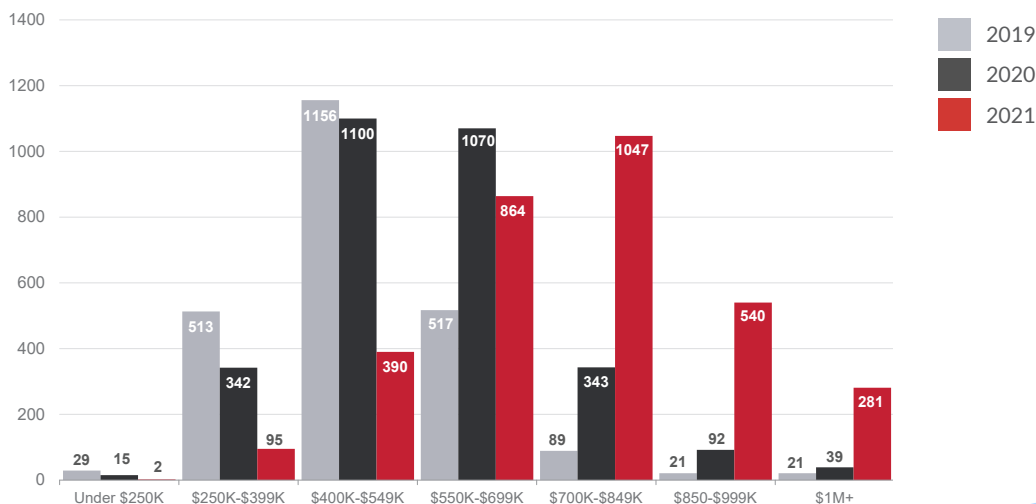
Graph 4:
Barrie Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales were up from 2020 in three price ranges and down in four. The \$700K-\$849K, \$850-\$999K and \$1M+ ranges were up **205%**, **487%** and **621%** respectively. The Under-\$250K, \$250K-\$399K, \$400K-\$549K and \$550K-\$699K ranges were down **87%**, **72%**, **65%** and **19%** respectively. More generally, the Under-\$400K bracket – which accounted for **3%** of 2021's sales – were down **73%** from 2020. The \$400K-\$699K bracket – which accounted for **39%** of all sales – was down **42%**. And the \$700K+ bracket – which accounted for **58%** of all sales – was up **294%**.

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: \$1,871,085,551
UP 39% from 2020

UNIT SALES: 2277
UP 5% from 2020

AV. DAYS-ON-MARKET: 9
DOWN 11 days from 2020

AV. SALE PRICE: \$821,372
UP 32% from 2020

CONDOMINIUMS

DOLLAR SALES: \$228,593,233
UP 32% from 2020

UNIT SALES: 463
UP 9% from 2020

AV. DAYS-ON-MARKET: 18
DOWN 16 days from 2020

AV. SALE PRICE: \$499,210
UP 22% from 2020

TOWNHOUSES

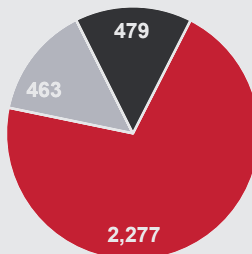
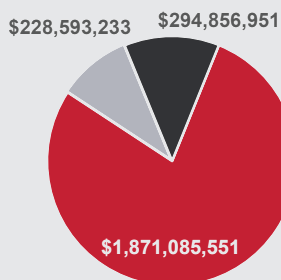
DOLLAR SALES: \$254,856,951
UP 39% from 2020

UNIT SALES: 479
UP 19% from 2020

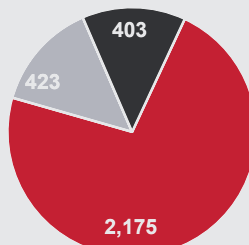
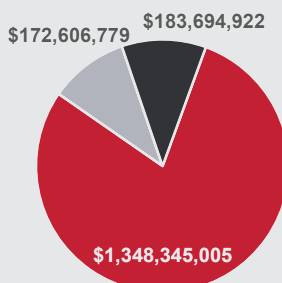
AV. DAYS-ON-MARKET: 9
DOWN 8 days from 2020

AV. SALE PRICE: \$614,285
UP 34% from 2020

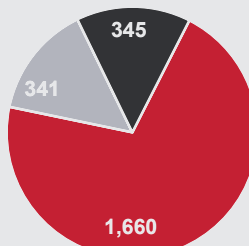
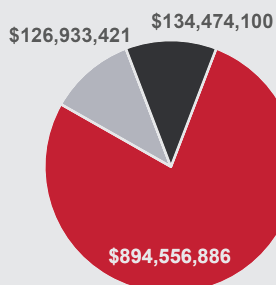
2021



2020



2019



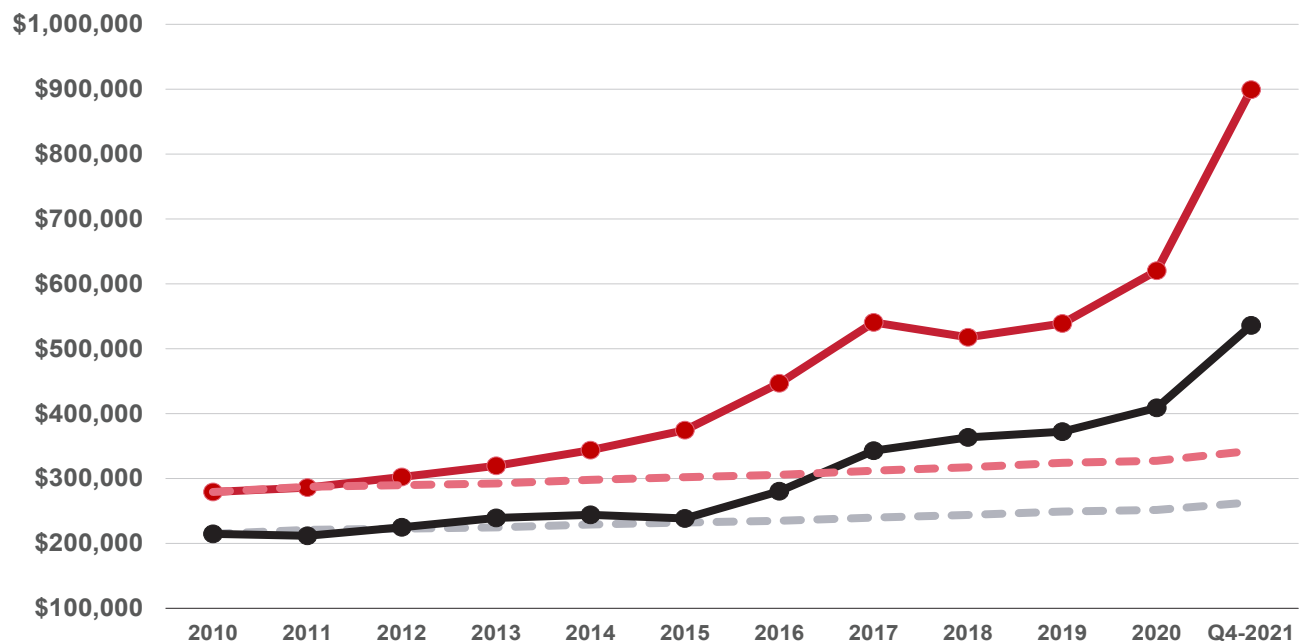
■ Single Family ■ Condominium ■ Townhouse

BARRIE AVERAGE SALE PRICES: 2010-2021

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Barrie's average sale price for single-family homes in Q4-2021 was **\$899,270**; that's up **45%, 67%, 74%, 64% and 222%** from 2020, 2019, 2018, 2017 and 2010 respectively. Q4-2021's average condo price of **\$535,993** was up **31%, 44%, 48%, 56% and 150%** 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 **162%** above in Q4-2021. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **103%** above inflation in Q3-2021.



- Single-Family Home Average Sale Price: 2010 > Q4-2021
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Single-Family Home Average Sale Price
- Condominium Average Sale Price: 2010 > Q4-2021
- - - - - Canada's Inflation Rate Based On Barrie's 2010 Condominium Average Sale Price