

# BARRIE REAL ESTATE MARKET REPORT

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## FEBRUARY 2022

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



# OVERVIEW

## RECORD FEBRUARY VOLUME, WITH FASTER SALES AND A BIG JUMP IN PRICES



### RECORD YEAR-TO-DATE SALES VOLUME OF \$385,356,075

Up 11% from 2021's \$346,345,882, with units of 404 down 18% from 2021's 494. New listings of 529 down 23% from one year ago, with the sales/listings ratio of 76% up 4%.



### RECORD FEBRUARY SALES VOLUME OF \$243,935,478

Up 2% from last February's \$238,903,251. February units of 253 down 25% from last year's 338. New listings of 332 down 32% from a year ago, with the sales/listing ratio of 76% up 7%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$953,852

Up 36% from last year's \$701,105. Average days-on-market of 7 down 4 days.



# OVERVIEW (cont'd)

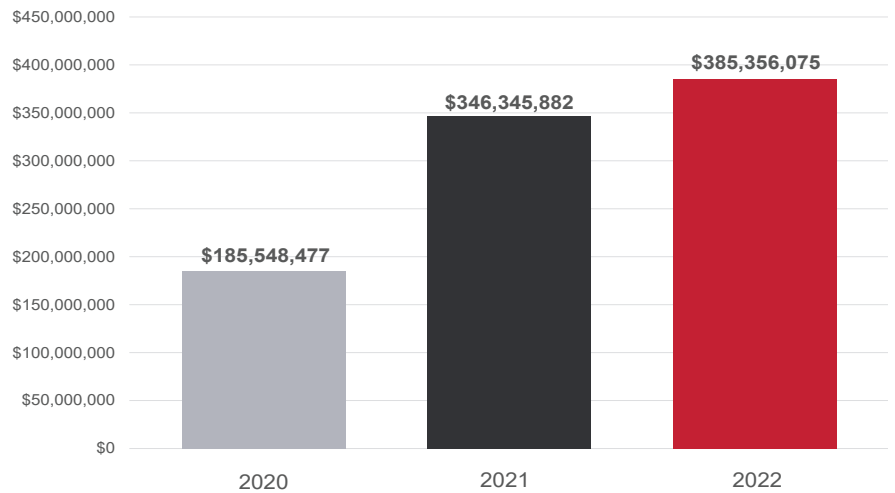


## THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

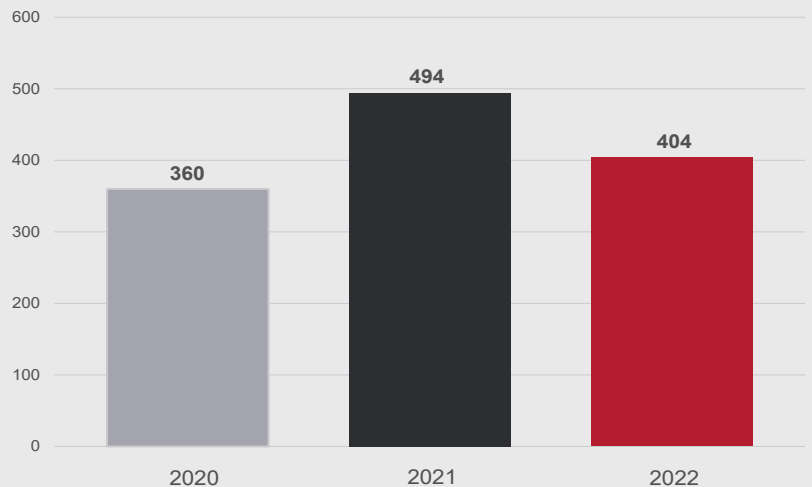
The Barrie market had a very high **119.8%** sale/list price ratio in February. Homes sold in just **7** days on average, down **4** days from a year ago, and there is now less than **one month** of inventory. All that, together with February's **76%** sales/listings ratio, adds up to a strong **seller's market**.



Graph 1:  
**Barrie MLS® Sales**  
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:  
**Barrie MLS® Sales**  
2020 vs. 2021 vs. 2022 (Units)



# THE MARKET IN DETAIL



Table 1:  
**Barrie MLS® Residential Sales And Listing Summary**  
 2020 vs. 2021 vs. 2022

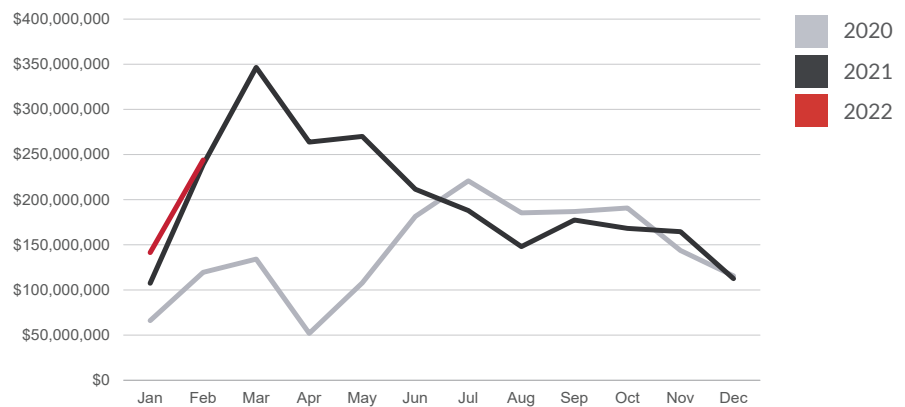
	2020	2021	2022	2021-2022
Annual Volume Sales	\$185,548,477	\$346,345,882	\$385,356,075	<b>+11%</b>
Annual Unit Sales	360	494	404	<b>-18%</b>
Annual New Listings	539	685	529	<b>-23%</b>
Annual Expired Listings	34	18	6	<b>-67%</b>
Annual Sales/Listings Ratio	67%	72%	76%	<b>+4%</b>
February Volume Sales	\$119,516,379	\$238,903,251	\$243,935,478	<b>+2%</b>
February Unit Sales	230	338	253	<b>-25%</b>
February New Listings	305	491	332	<b>-32%</b>
February Expired Listings	12	2	1	<b>-50%</b>
February Sales/Listings Ratio	75%	69%	76%	<b>+7%</b>
February Average Sale Price	\$519,636	\$706,814	\$964,172	<b>+36%</b>
Annual Sales: Under \$400K	62	24	3	<b>-87%</b>
Annual Sales: \$400K - \$549K	163	70	22	<b>-69%</b>
Annual Sales: \$550K - \$699K	110	142	40	<b>-72%</b>
Annual Sales: \$700K - \$849K	19	157	66	<b>-58%</b>
Annual Sales: \$850K - \$999K	5	79	119	<b>+51%</b>
Annual Sales: \$1M - \$1.499M	1	20	143	<b>+615%</b>
Annuals Sales: \$1.5M+	0	2	11	<b>+450%</b>
Annual Average Days-On-Market	32	11	7	<b>-36%</b>
Annual Average Sale Price	\$515,412	\$701,105	\$953,852	<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. 2, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

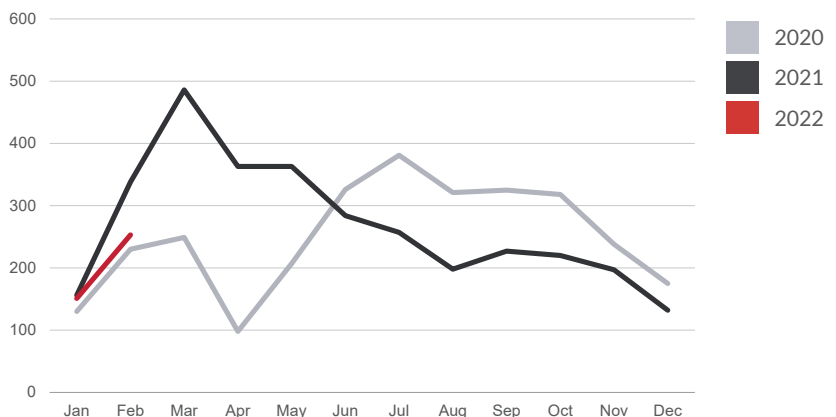
# THE MARKET IN DETAIL (cont'd)

The 2022 Barrie market is off to another momentous start with record volume sales and strong unit sales. As **Graph 3** shows, January's and February's volumes were up **32%** and **2%** respectively from 2021's former highs. Their combined total of **\$385,356,075** was up **11%** from last year, and up a big **101%** from 2017's third best total. On the units side **Graph 4** shows a record January and strong February, with total sales of **404**, the second-best ever after last year's highwater mark of **494**. Further, the market looks promising given February's **119.8%** sales/listings ratio, its **7-day** average sale time, and its less than **one month** of inventory. Lastly, the average sale price is doing *exceptionally well*. At **\$953,852** it's up **96%**, **104%**, **85%** and **36%** from 2018-2021 respectively.

Graph 3:  
**Barrie Monthly MLS® Sales**  
2020 vs. 2021 vs. 2022 (Volume)



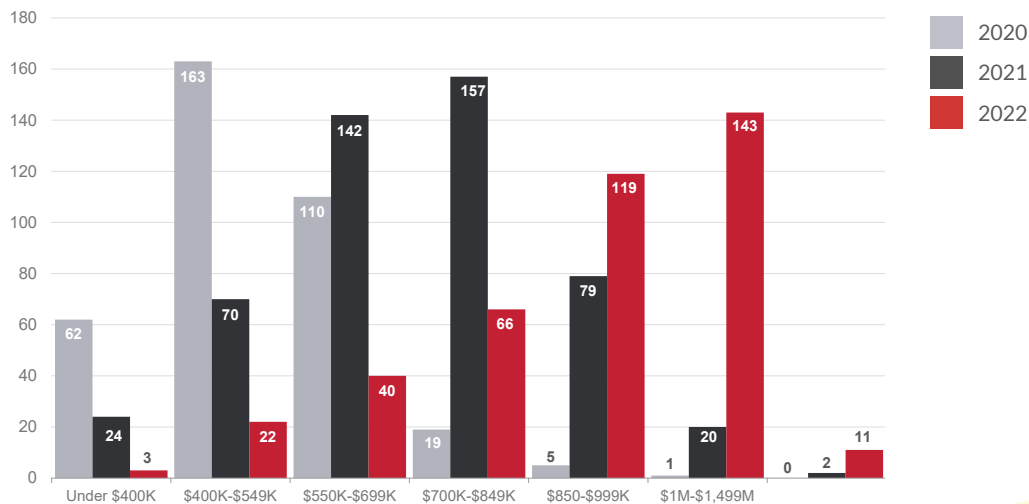
Graph 4:  
**Barrie Monthly MLS® Sales**  
2020 vs. 2021 vs. 2022 (Units)



# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in three price ranges and down in four. The \$850-\$999K, \$1M-\$1.499M and \$1.5M+ ranges are up **51%**, **615%** and **450%** respectively. The Under-\$400K, \$400K-\$549K \$550K-\$699K and \$700K-\$849K ranges are down **87%**, **69%**, **72%** and **58%** respectively. More generally, the Under-\$550K bracket – which accounts for **6%** of 2022's sales – is down **73%** from 2021. The \$550K-\$999K bracket – which accounts for **56%** of all sales – is down **40%**. And the \$1M+ bracket – which accounts for **38%** of all sales – is up **600%**.

Graph 5:  
**Barrie MLS® Sales By Price**  
2020 vs. 2021 vs. 2022 (Units)



# SALES BY PROPERTY TYPE

Graph 6:  
**Barrie MLS® Sales By Property Type**  
2020 vs. 2021 vs. 2022 (Dollars and Units)

## 2022 IN DETAIL

### SINGLE-FAMILY HOMES

**DOLLAR SALES:** \$292,050,810  
UP 8% from 2021

**UNIT SALES:** 272  
DOWN 22% from 2021

**AV. DAYS-ON-MARKET:** 7  
EQUAL to 2021

**AV. SALE PRICE:** \$1,073,716  
UP 38% from 2021

### CONDOMINIUMS

**DOLLAR SALES:** \$41,267,455  
UP 17% from 2021

**UNIT SALES:** 67  
UP 2% from 2021

**AV. DAYS-ON-MARKET:** 11  
DOWN 14 days from 2021

**AV. SALE PRICE:** \$615,932  
UP 16% from 2021

### TOWNHOUSES

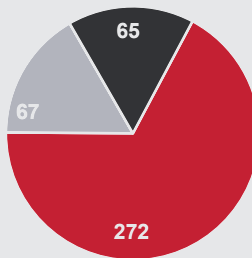
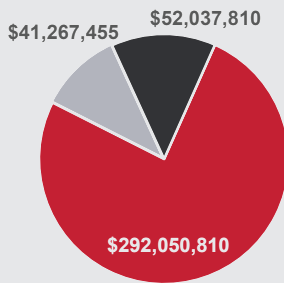
**DOLLAR SALES:** \$52,037,810  
UP 29% from 2021

**UNIT SALES:** 65  
DOWN 6% from 2021

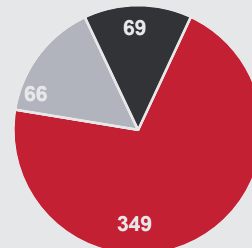
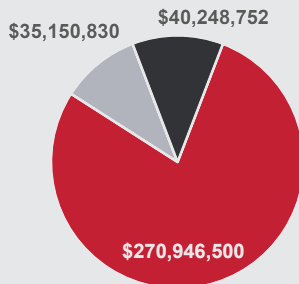
**AV. DAYS-ON-MARKET:** 7  
EQUAL to 2021

**AV. SALE PRICE:** \$800,582  
UP 37% from 2021

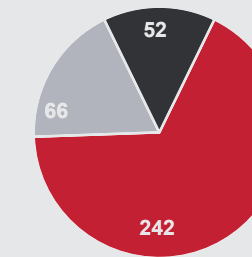
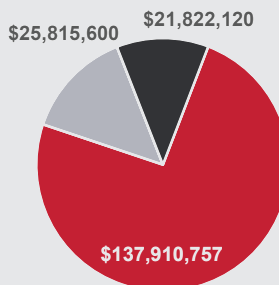
2022



2021



2020



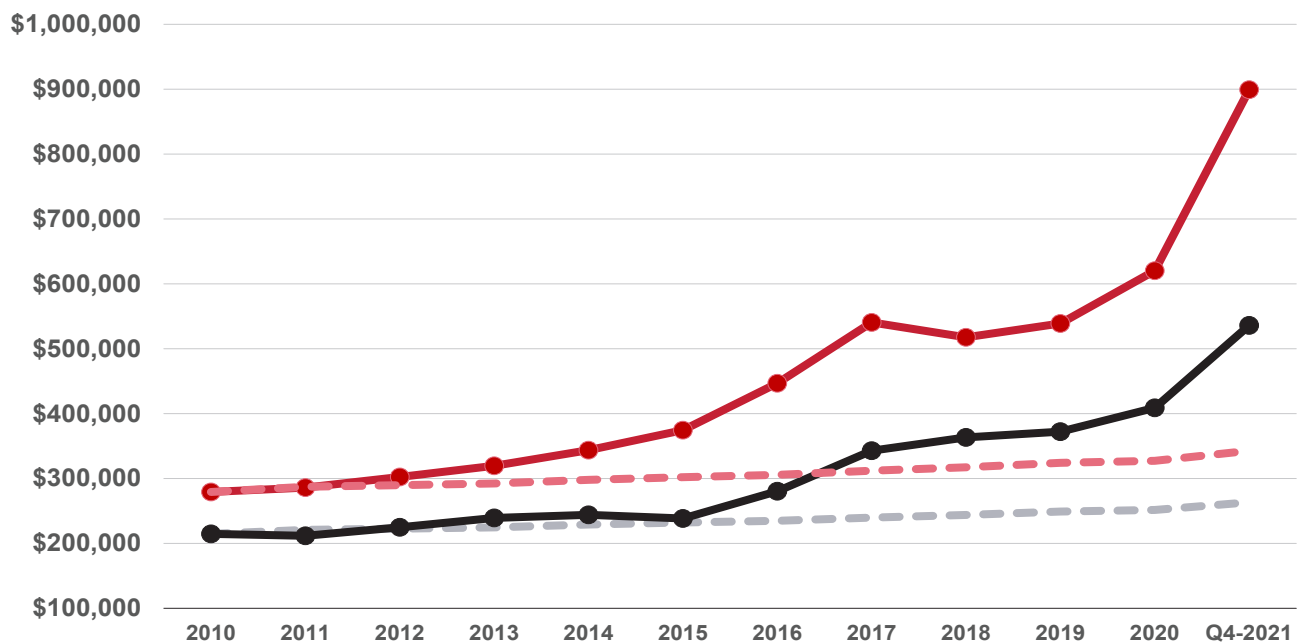
■ Single Family ■ Condominium ■ Townhouse

# 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