

BARRIE REAL ESTATE MARKET REPORT

AUGUST 2022

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



OVERVIEW

VOLUME AND UNIT SALES DOWN, WITH AVERAGE SALE PRICES UP



YEAR-TO-DATE SALES VOLUME OF \$1,311,609,745

Down 26% from 2021's \$1,774,098,005, with units of 1512 down 38% from 2021's 2445.
New listings of 3400 up 10% from one year ago, with the sales/listings ratio of 44% down 35%.



AUGUST SALES VOLUME OF \$114,336,375

Down 23% from last August's \$148,052,628. August units of 161 down 19% from last year's 198.
New listings of 330 up 43% from a year ago, with the sales/listing ratio of 49% down 37%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$867,467

Up 20% from last year's \$725,547. Average days-on-market of 13 up 4 days.



OVERVIEW (cont'd)

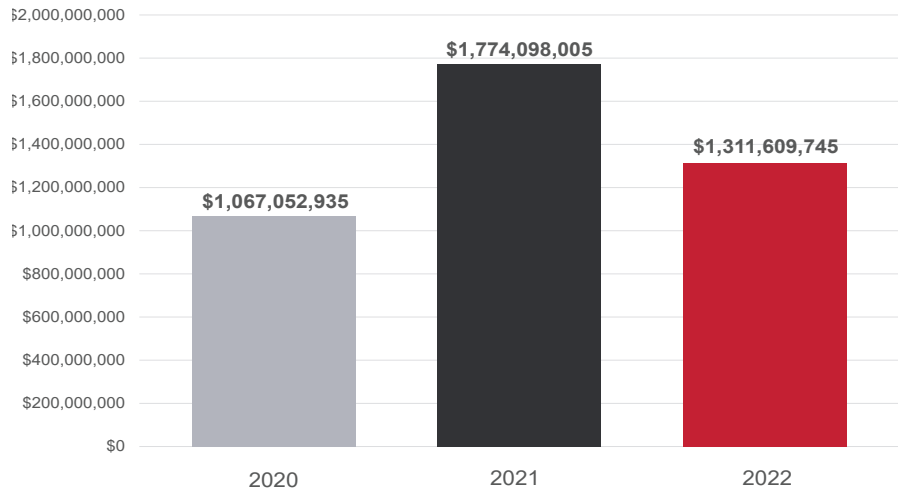


THE DEMAND FOR LISTINGS IS SLIGHTLY LESS THAN THE SUPPLY

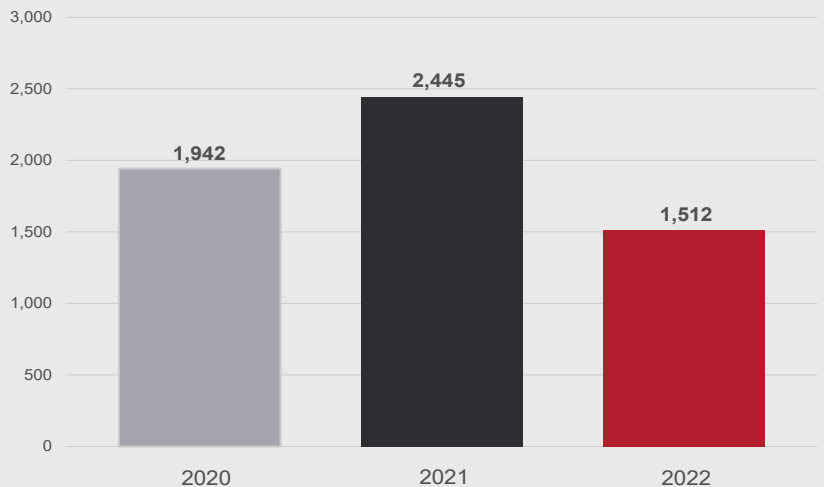
The Barrie market had a **97%** sale/list price ratio in August. Homes sold in **28** days on average, up **13** days from a year ago, and there is now **3 months** of inventory. All that, and August's **48%** sales/listings ratio add up to a market which is transitioning towards balance on a year-to-date basis.



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

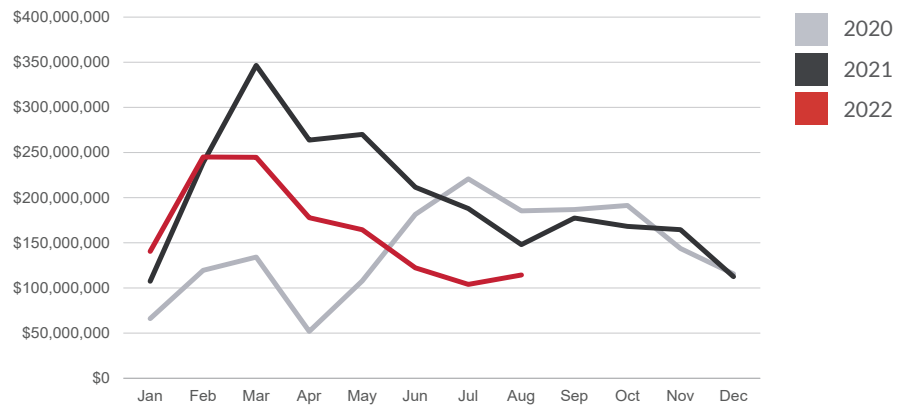
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$1,067,052,935	\$1,774,098,005	\$1,311,609,745	-26%
YTD Unit Sales	1942	2445	1512	-38%
YTD New Listings	2694	3102	3400	+10%
YTD Sales/Listings Ratio	72%	79%	44%	-35%
YTD Expired Listings	116	66	123	+86%
August Volume Sales	\$185,393,031	\$148,052,628	\$114,336,375	-23%
August Unit Sales	321	198	161	-19%
August New Listings	385	231	330	+43%
August Sales/Listings Ratio	83%	86%	49%	-37%
August Expired Listings	7	16	41	+156%
August Average Sale Price	\$577,548	\$747,741	\$710,164	-5%
YTD Sales: Under \$250K	12	0	1	+100%
YTD Sales: \$250K - \$399K	235	82	10	-88%
YTD Sales: \$400K - \$549K	787	306	99	-72%
YTD Sales: \$550K - \$699K	667	716	274	-68%
YTD Sales: \$700K - \$849K	189	809	378	-62%
YTD Sales: \$850K - \$999K	37	369	383	+4%
YTD Sales: \$1M+	15	163	367	+125%
YTD Average Days-On-Market	24	9	13	+44%
YTD Average Sale Price	\$549,461	\$725,547	\$867,467	+20%

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

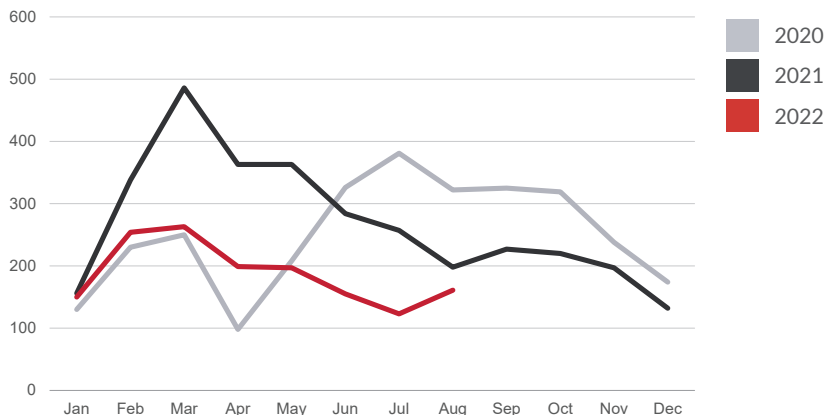
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, after four months of declining sales, the Barrie market saw a small lift in August. On the volume side, sales of **\$114,336,375** were up **11%** from July, but down **23%** from last August's **\$148,052,628**: they were the month's lowest since 2019's **\$109,834,505**. Year-to-date sales of **\$1,311,609,745** – the second best ever – were down **26%** from 2021's **\$1,774,098,005**. On the units side, August's **161** were down **19%** from last year's **198** and down **50%** from 2020's record **321**. 2022's year-to-date total of **1512** was down **38%** from 2021's record **2445**, and the fewest since 2018's **1453**. All that said, 2022's year-to-date, average sale price is still doing well overall. At **\$867,467** it's up **81%, 77%, 58%** and **20%** from that of 2018, 2019, 2020 and 2021 respectively.

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



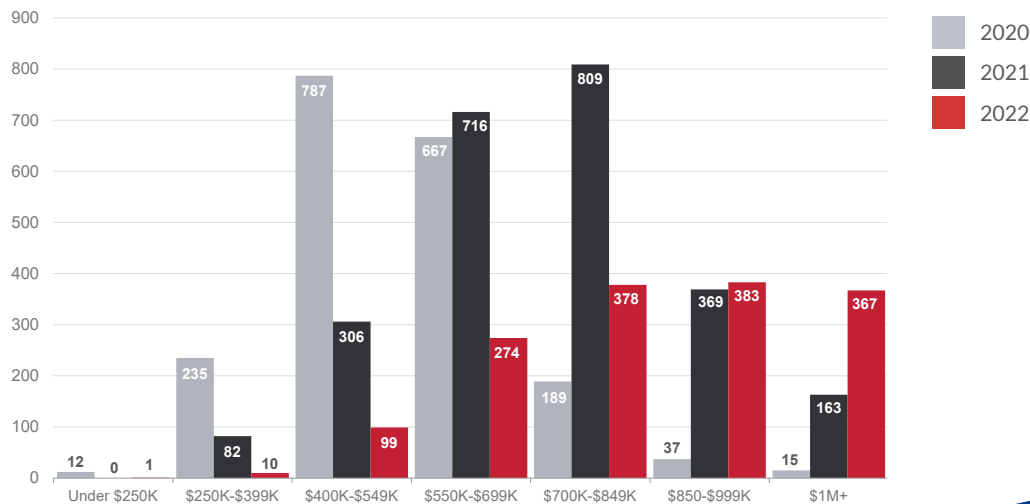
Graph 4:
Barrie Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



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 Under-\$250K, \$850-\$999K, and \$1M+ ranges are up **100%**, **4%** and **125%** respectively. The \$250K-\$399K, \$400K-\$549K, \$550K-\$699K and \$700K-\$849K are down **88%**, **72%**, **68%** and **62%** respectively. More generally, the Under-\$550K bracket - which accounts for **7%** of 2022's sales - is down **72%** from 2021. The \$550K-\$849K bracket - which accounts for **43%** of all sales - is down **57%**. And the \$850K+ bracket - which accounts for **50%** of all sales - is up **41%**.

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: \$996,364,373
DOWN 29% from 2021

UNIT SALES: 1036
DOWN 41% from 2021

AV. DAYS-ON-MARKET: 13
UP 4 days from 2021

AV. SALE PRICE: \$961,742
UP 20% from 2021

CONDOMINIUMS

DOLLAR SALES: \$148,909,032
DOWN 10% from 2021

UNIT SALES: 248
DOWN 27% from 2021

AV. DAYS-ON-MARKET: 16
DOWN 2 days from 2021

AV. SALE PRICE: \$600,440
UP 23% from 2021

TOWNHOUSES

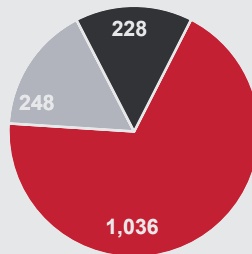
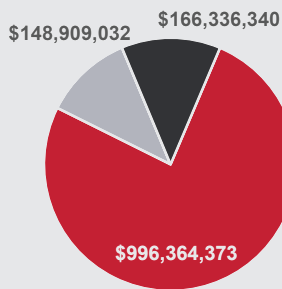
DOLLAR SALES: \$166,336,340
DOWN 22% from 2021

UNIT SALES: 228
DOWN 35% from 2021

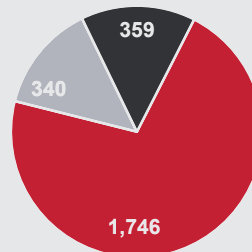
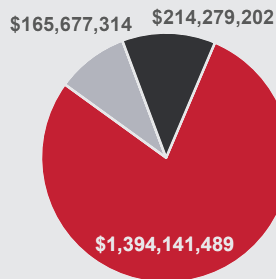
AV. DAYS-ON-MARKET: 12
UP 4 days from 2021

AV. SALE PRICE: \$729,545
UP 22% from 2021

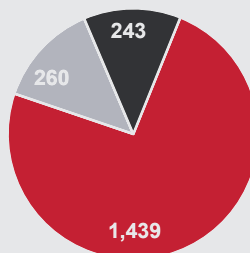
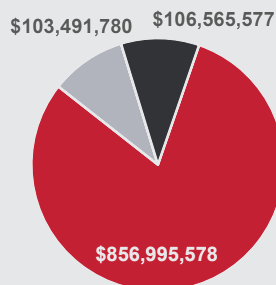
2022



2021



2020



■ Single Family ■ Condominium ■ Townhouse

BARRIE AVERAGE SALE PRICES: 2010-2022

BIG GAINS GENERALLY AND ALSO RELATIVE TO INFLATION

↑ Barrie's average sale price for single-family homes in Q2-2022 was **\$927,224**; that's up **13%, 50%, 72%, 79%** and **232%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q2-2022's average condo price of **\$608,069** was up **22%, 49%, 63%, 67%** and **183%** from 2021, 2020, 2019, 2018 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 **154%** above in Q2-2022. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **117%** above inflation in Q2-2022.

