

# **BARRIE REAL ESTATE MARKET REPORT**

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## **MAY 2022**

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



# OVERVIEW

## VOLUME AND UNITS DOWN, WITH PRICES UP FROM A YEAR AGO



### YEAR-TO-DATE SALES VOLUME OF \$974,825,725

Down 21% from 2021's \$1,226,575,230, with units of 1064 down 38% from 2021's 1706. New listings of 2160 down 2% from one year ago, with the sales/listings ratio of 49% down 28%.



### MAY SALES VOLUME OF \$164,337,026

Down 39% from last May's \$270,038,372. May units of 195 down 46% from last year's 363. New listings of 519 up 15% from a year ago, with the sales/listing ratio of 38% down 43%.



### RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$916,190

Up 27% from last year's \$719,220. Average days-on-market of 9 down one day from a year ago.



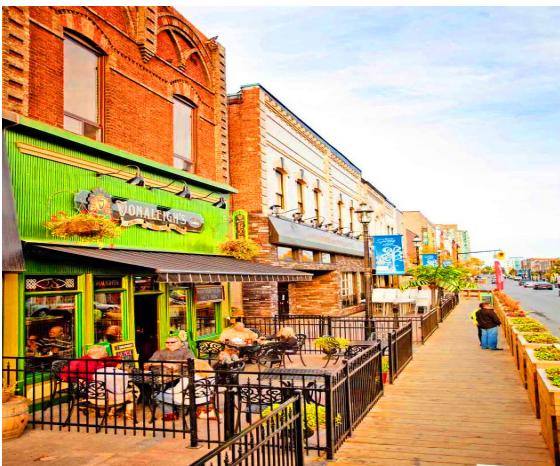
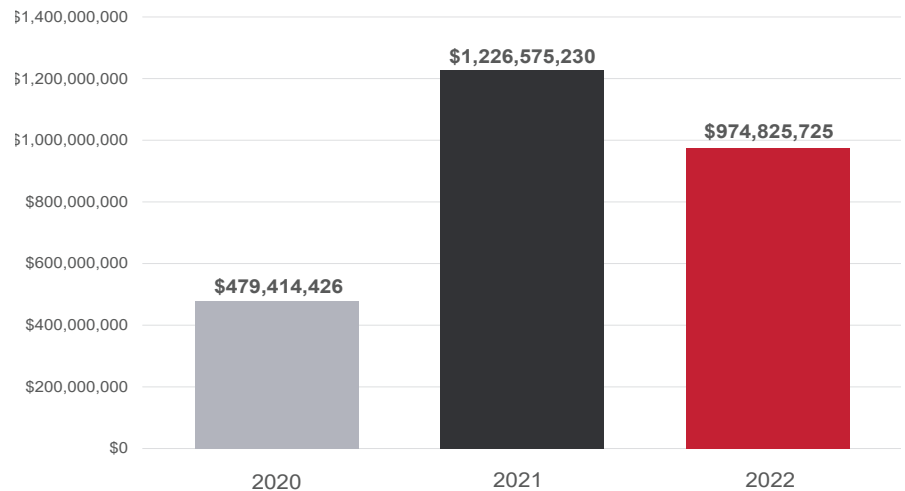
# OVERVIEW (cont'd)



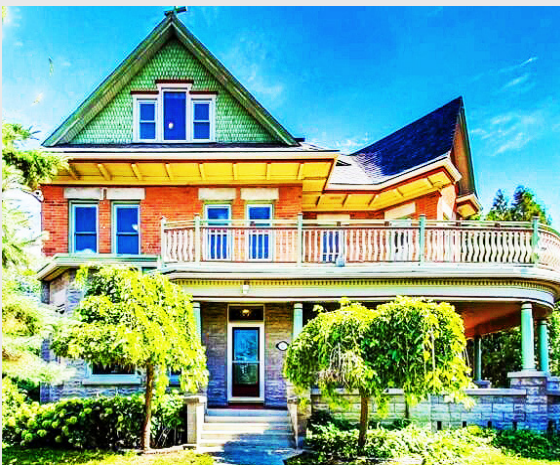
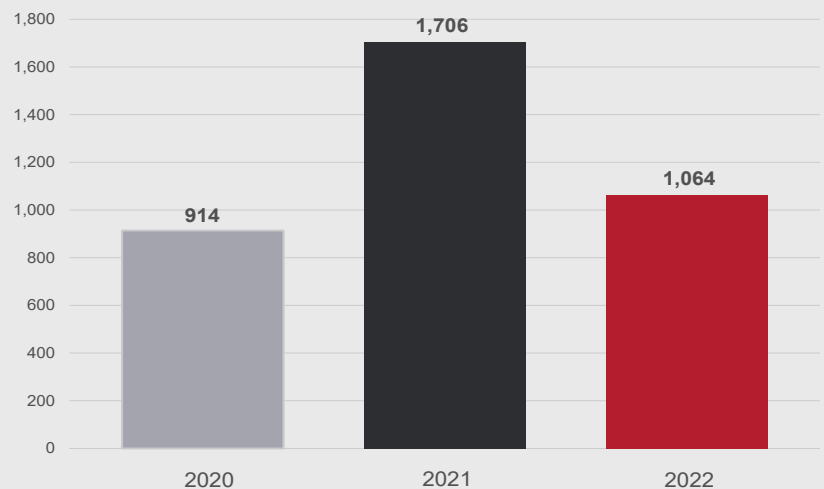
## THE DEMAND FOR LISTINGS IS CURRENTLY LESS THAN THE SUPPLY

The Barrie market had a **99.3%** sale/list price ratio in May. Homes sold in **13** days on average, up **4** days from a year ago, and there is currently **2 months** of inventory. Despite those relatively strong numbers, May's low **38%** sales/listings ratio means that it's a **buyers' 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

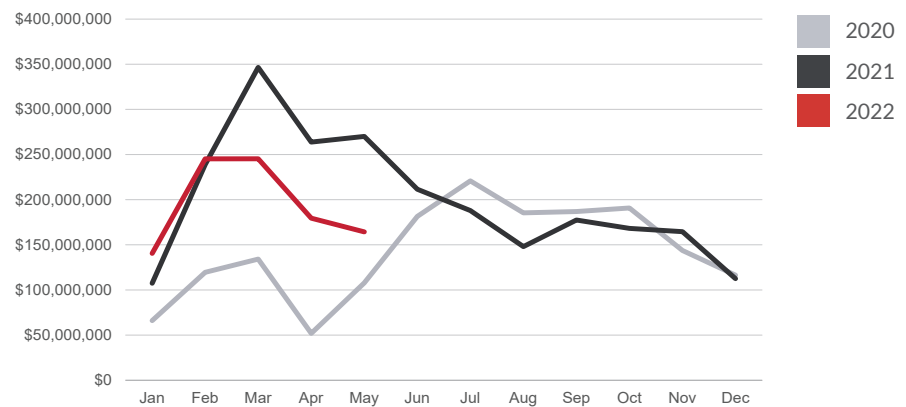
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$479,414,426	\$1,226,575,230	\$974,825,725	-21%
YTD Unit Sales	914	1706	1064	-38%
YTD New Listings	1443	2202	2160	-2%
YTD Expired Listings	72	35	23	-34%
YTD Sales/Listings Ratio	63%	77%	49%	-28%
May Volume Sales	\$107,772,795	\$270,038,372	\$164,337,026	-39%
May Unit Sales	207	363	195	-46%
May New Listings	276	450	519	+15%
May Expired Listings	17	4	7	+75%
May Sales/Listings Ratio	75%	81%	38%	-43%
May Average Sale Price	\$520,642	\$743,907	\$842,754	+13%
YTD Sales: Under \$250K	3	0	1	+100%
YTD Sales: \$250K - \$399K	127	55	4	-93%
YTD Sales: \$400K - \$549K	426	219	45	-79%
YTD Sales: \$550K - \$699K	286	522	143	-73%
YTD Sales: \$700K - \$849K	58	554	246	-56%
YTD Sales: \$850K - \$999K	10	257	299	+16%
YTD Sales: \$1M+	3	99	326	+229%
YTD Average Days-On-Market	25	10	9	-10%
YTD Average Sale Price	\$524,523	\$719,220	\$916,190	+27%

NOTE: All MLS® sales data in this report comes from the Barrie & District Association Of REALTORS® and refers specifically to residential sales as of June 2, 2022. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

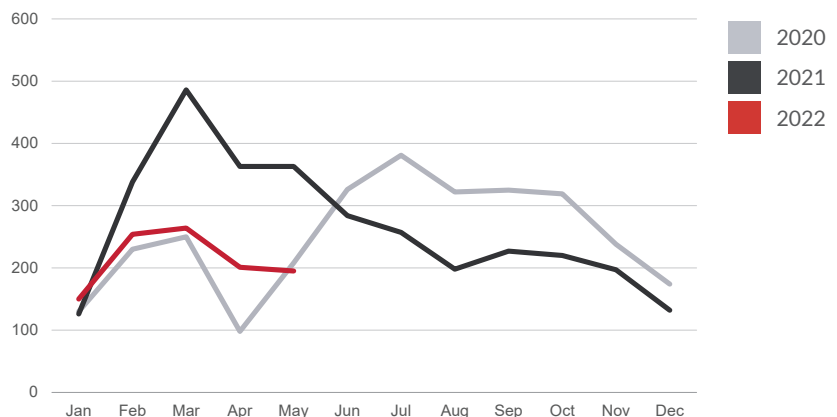
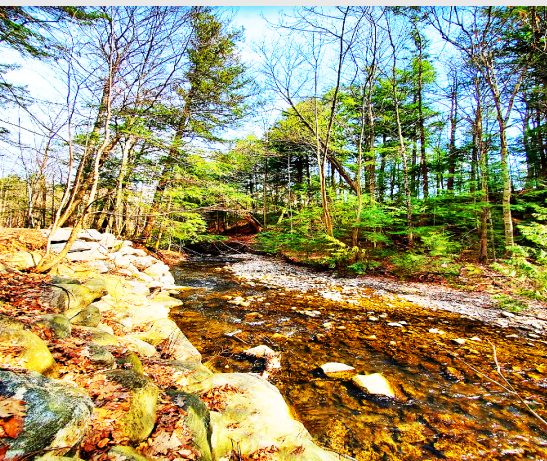
# THE MARKET IN DETAIL (cont'd)

The momentous turnaround in the Barrie market (and generally) has continued into May. Although May's volume sales of **\$164,337,026** were the month's second-best ever – mainly due to strong average price increases – they were down **39%** from last year's record **\$270,038,372**. Barrie's year-to-date volume of **\$972,825,725** – again the second-best ever – was down **21%** from last year's record **\$1,226,575,230**. On the units side, this year's **1064** were down **38%** from last year's record **1706**. They were also the second best since 2018, but just the 9th best since 2010. All that said, while May's average sale price of **\$842,754** is up **13%** from one year ago, it is down **6%** from April's **\$893,021** and **11%** from Q1's **\$944,598**.

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



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





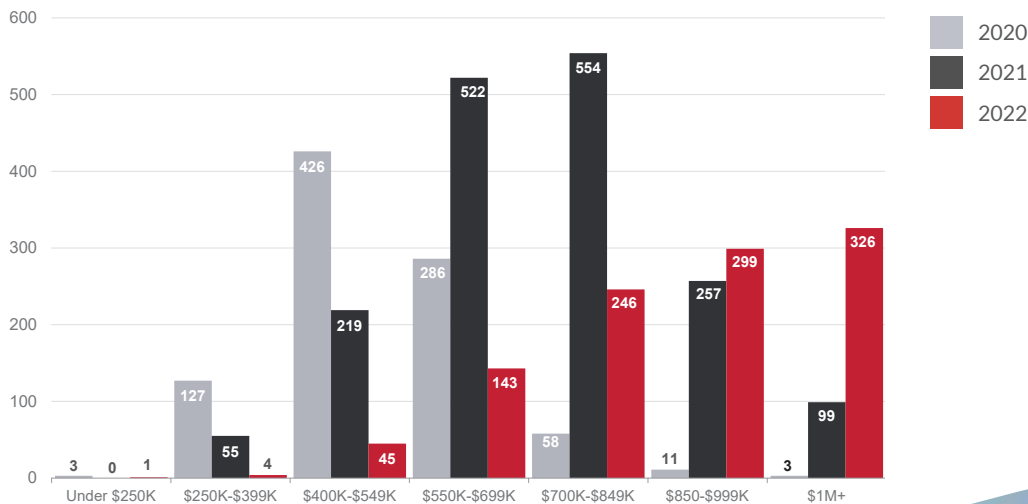
# THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in three price ranges and down in four. The Under-\$250K, \$850K-\$999K and \$1M+ ranges are up **100%**, **16%** and **229%** respectively. The \$250K-\$399K, \$400K-\$549K, \$550K-\$699K and \$700K-\$849K ranges are down **93%**, **79%**, **73%** and **56%** respectively. More generally, the Under-\$550K bracket – which accounts for **5%** of 2021's sales – is down **82%** from 2021. The \$550K-\$849K bracket – which accounts for **36%** of all sales – is down **64%**. And the \$850K+ bracket – which accounts for **59%** of all sales – is up **76%**.

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:** \$745,558,931  
DOWN 22% from 2021

**UNIT SALES:** 733  
DOWN 40% from 2021

**AV. DAYS-ON-MARKET:** 8  
EQUAL to 2021

**AV. SALE PRICE:** \$1,017,134  
UP 28% from 2021

### CONDOMINIUMS

**DOLLAR SALES:** \$106,094,354  
DOWN 6% from 2021

**UNIT SALES:** 171  
DOWN 27% from 2021

**AV. DAYS-ON-MARKET:** 12  
DOWN 6 days from 2021

**AV. SALE PRICE:** \$620,435  
UP 29% from 2021

### TOWNHOUSES

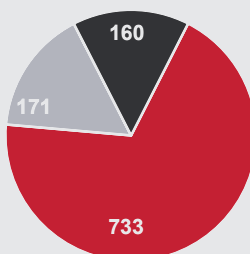
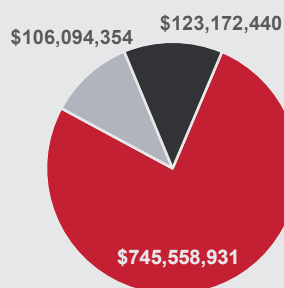
**DOLLAR SALES:** \$123,172,440  
DOWN 20% from 2021

**UNIT SALES:** 160  
DOWN 38% from 2021

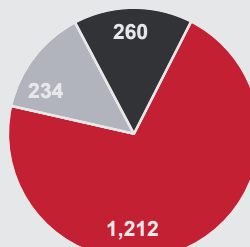
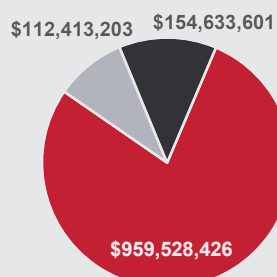
**AV. DAYS-ON-MARKET:** 9  
UP 1 day from 2021

**AV. SALE PRICE:** \$769,828  
UP 29% from 2021

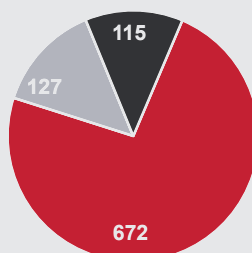
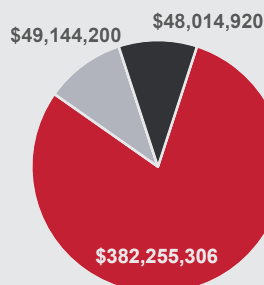
2022



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 Q1-2022 was **\$1,053,985**; that's up **28%, 70%, 96%, 104%** and **277%** from 2021, 2020, 2019, 2018 and 2010 respectively. Q1-2022's average condo price of **\$626,876** was up **26%, 53%, 68%, 73%** and **192%** 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 **197%** above in Q1-2022. The condo average sale price rose at roughly the inflation rate until 2015 before rising to **130%** above inflation in Q1-2022.

