

# Monthly Indicators



## January 2021

The new year has begun, and with it comes many people who have made buying or selling a home part of their 2021 resolutions. While ongoing unemployment claims remain elevated due to COVID-19, they are substantially lower than what they were during their peak and have had little effect on buyer demand thus far.

New Listings decreased 14.1 percent for Single Family homes and 16.0 percent for Townhouse/Condo homes. Sales increased 36.6 percent for Single Family homes and 42.9 percent for Townhouse/Condo homes. Inventory was down 69.1 percent for Single Family homes while Townhouse/Condo was down 56.3 percent.

Median Sales Price increased 40.6 percent to \$759,500 for Single Family homes and 23.6 percent to \$490,000 for Townhouse/Condo homes. Days on Market decreased 48.6 percent for Single Family homes and 54.5 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 76.5 percent for Single Family homes and 66.7 percent for Townhouse/Condo homes.

Low inventory and multiple offers on in-demand properties and market segments have continued to be common in the first month of the year, with little change expected in the coming months. While new listing activity as well as inventory for sale is likely to rise towards spring, buyer activity is expected to rise with it, limiting impact to the months supply of inventory.

## Quick Facts

**+ 38.2%**

Change in  
**Sales**  
All Properties

**+ 41.4%**

Change in  
**Median Sales Price**  
All Properties

**- 66.3%**

Change in  
**Homes for Sale**  
All Properties

This is a research tool provided by ITSO covering the Barrie & District Association of REALTORS® service area. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		333	286	- 14.1%	333	286	- 14.1%
<b>Sales</b>		161	220	+ 36.6%	161	220	+ 36.6%
<b>Days on Market Until Sale</b>		37	19	- 48.6%	37	19	- 48.6%
<b>Median Sales Price</b>		\$540,000	\$759,500	+ 40.6%	\$540,000	\$759,500	+ 40.6%
<b>Average Sales Price</b>		\$559,052	\$778,262	+ 39.2%	\$559,052	\$778,262	+ 39.2%
<b>Percent of List Price Received</b>		98.4%	107.3%	+ 9.0%	98.4%	107.3%	+ 9.0%
<b>Housing Affordability Index</b>		69	54	- 21.7%	69	54	- 21.7%
<b>Housing Value Index</b>		203	282	+ 38.9%	—	—	—
<b>Inventory of Homes for Sale</b>		460	142	- 69.1%	—	—	—
<b>Months Supply of Inventory</b>		1.7	0.4	- 76.5%	—	—	—

# Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse, Condo and Semi-Detached properties only.



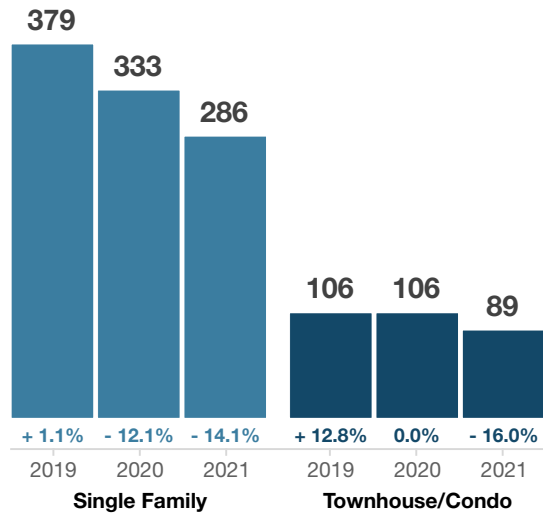
Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		106	89	- 16.0%	106	89	- 16.0%
<b>Sales</b>		56	80	+ 42.9%	56	80	+ 42.9%
<b>Days on Market Until Sale</b>		44	20	- 54.5%	44	20	- 54.5%
<b>Median Sales Price</b>		\$396,500	\$490,000	+ 23.6%	\$396,500	\$490,000	+ 23.6%
<b>Average Sales Price</b>		\$399,162	\$518,179	+ 29.8%	\$399,162	\$518,179	+ 29.8%
<b>Percent of List Price Received</b>		98.1%	106.4%	+ 8.5%	98.1%	106.4%	+ 8.5%
<b>Housing Affordability Index</b>		95	84	- 11.6%	95	84	- 11.6%
<b>Housing Value Index</b>		173	233	+ 34.7%	—	—	—
<b>Inventory of Homes for Sale</b>		128	56	- 56.3%	—	—	—
<b>Months Supply of Inventory</b>		1.5	0.5	- 66.7%	—	—	—

# New Listings

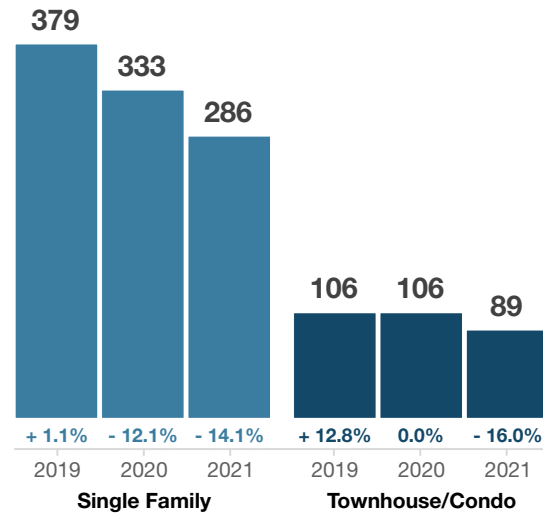
A count of the properties that have been newly listed on the market in a given month.



## January

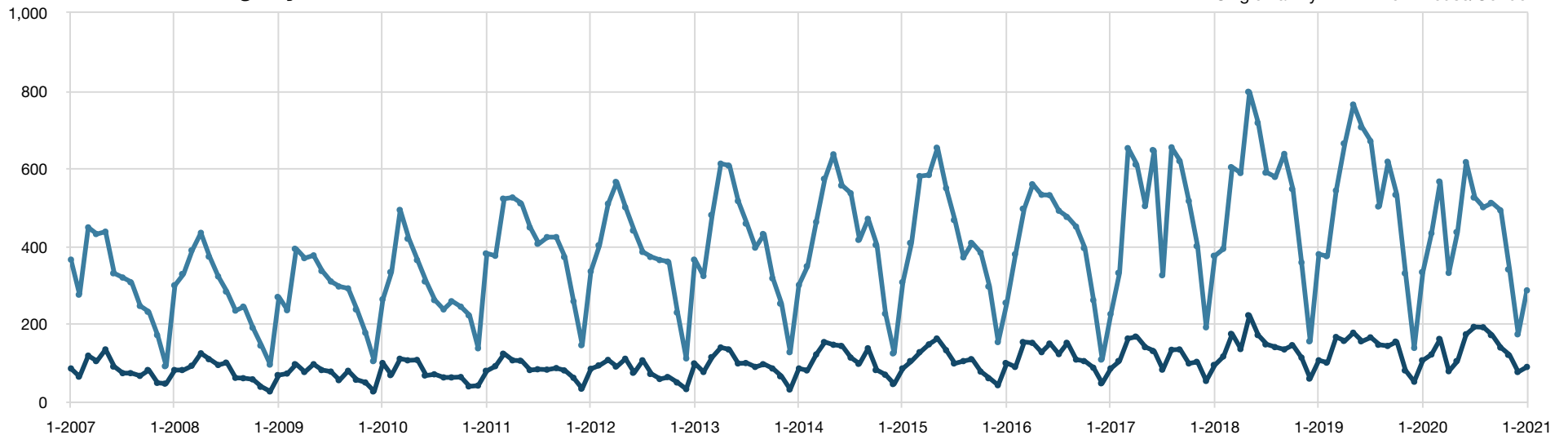


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	433	+ 15.8%	121	+ 21.0%
Mar-2020	566	+ 4.2%	161	- 3.0%
Apr-2020	331	- 50.2%	78	- 50.0%
May-2020	436	- 42.9%	104	- 41.2%
Jun-2020	616	- 12.7%	173	+ 11.6%
Jul-2020	525	- 21.6%	192	+ 16.4%
Aug-2020	500	- 0.4%	191	+ 30.8%
Sep-2020	511	- 17.2%	171	+ 19.6%
Oct-2020	492	- 7.5%	139	- 9.7%
Nov-2020	340	+ 3.0%	120	+ 50.0%
Dec-2020	173	+ 25.4%	76	+ 49.0%
<b>Jan-2021</b>	<b>286</b>	<b>- 14.1%</b>	<b>89</b>	<b>- 16.0%</b>
12-Month Avg	434	- 15.6%	135	+ 1.5%

## Historical New Listings by Month

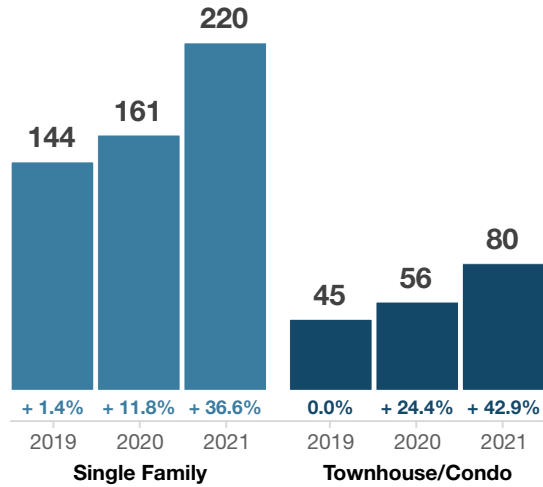


# Sales

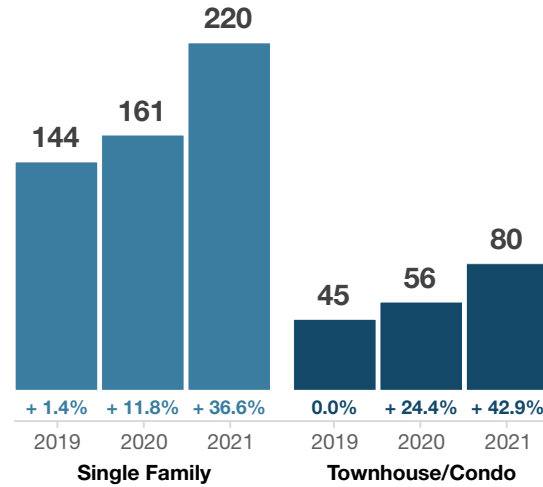
A count of the properties on which offers have been accepted in a given month.



## January

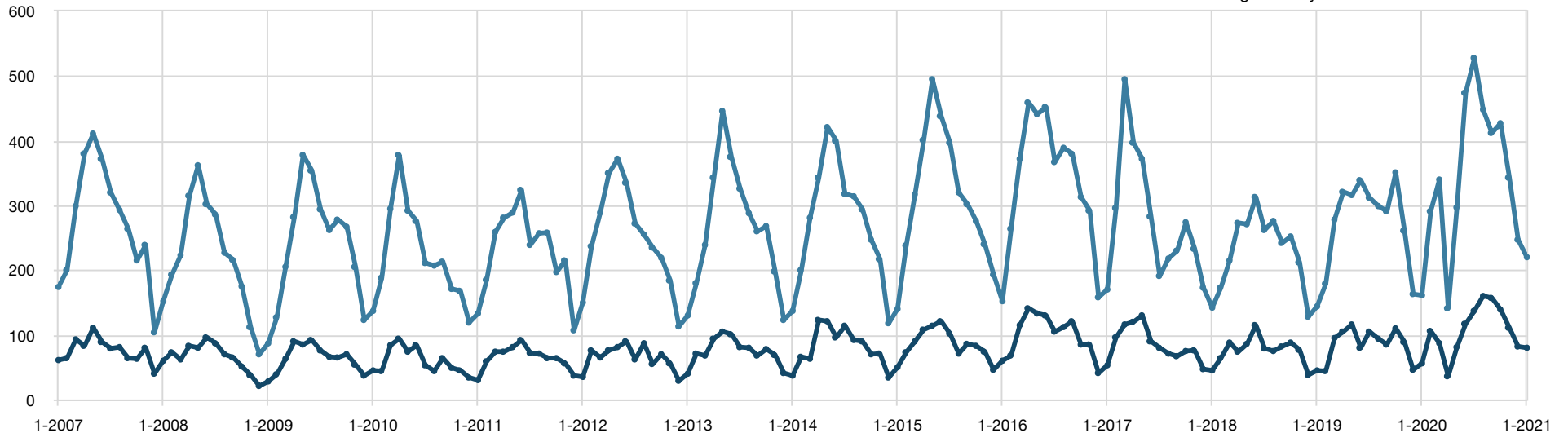


## Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	291	+ 62.6%	106	+ 140.9%
Mar-2020	340	+ 22.3%	87	- 8.4%
Apr-2020	141	- 56.1%	36	- 65.7%
May-2020	297	- 6.0%	81	- 30.2%
Jun-2020	474	+ 39.8%	117	+ 46.3%
Jul-2020	528	+ 69.2%	137	+ 30.5%
Aug-2020	448	+ 49.8%	160	+ 70.2%
Sep-2020	412	+ 41.6%	157	+ 84.7%
Oct-2020	427	+ 21.7%	139	+ 26.4%
Nov-2020	343	+ 31.4%	111	+ 24.7%
Dec-2020	247	+ 51.5%	82	+ 78.3%
<b>Jan-2021</b>	<b>220</b>	<b>+ 36.6%</b>	<b>80</b>	<b>+ 42.9%</b>
12-Month Avg	347	+ 27.1%	108	+ 27.1%

## Historical Sales by Month

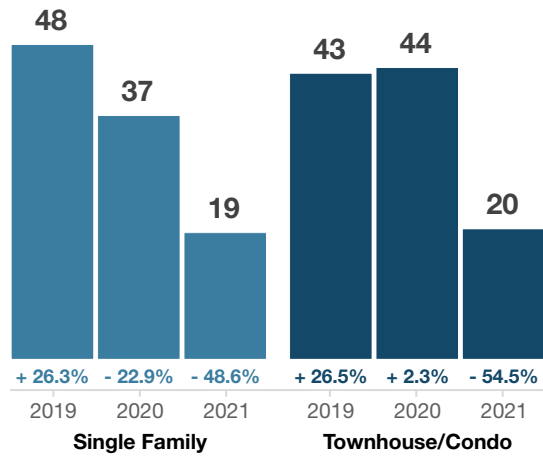


# Days on Market Until Sale

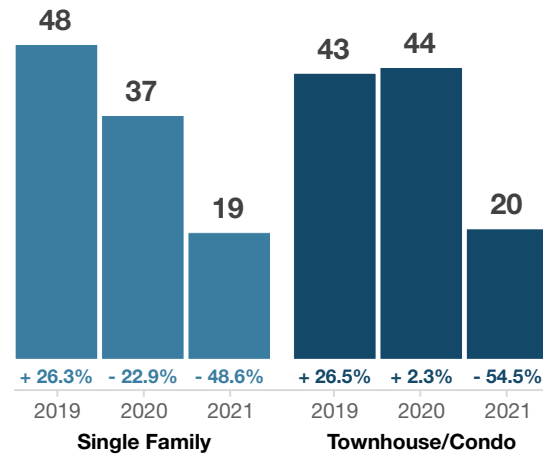
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January



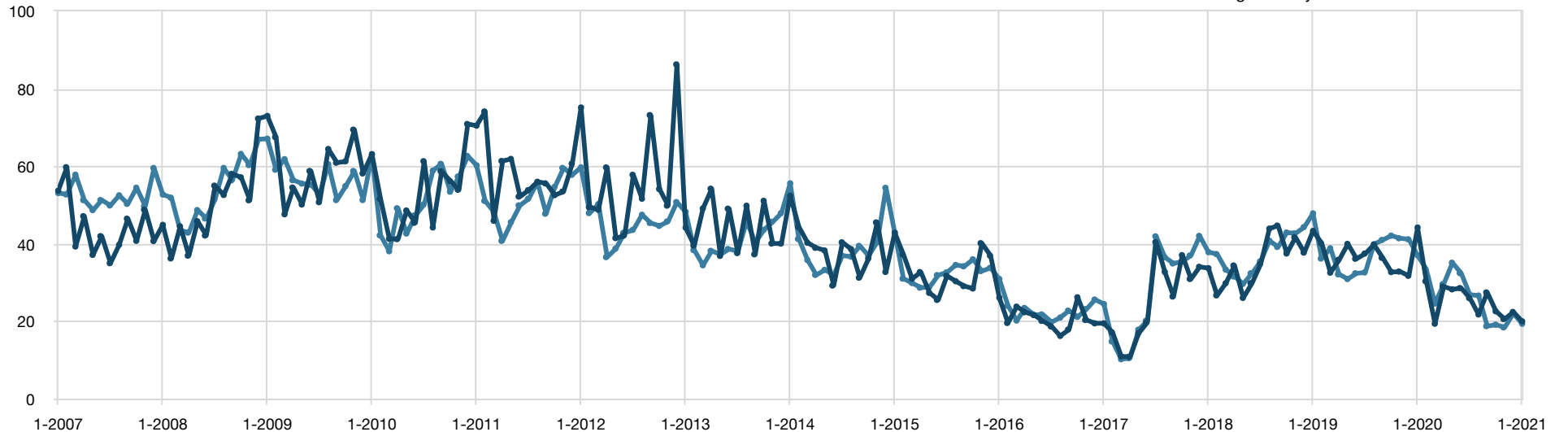
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	33	- 8.3%	30	- 25.0%
Mar-2020	25	- 35.9%	19	- 42.4%
Apr-2020	30	- 6.3%	29	- 19.4%
May-2020	35	+ 12.9%	28	- 30.0%
Jun-2020	32	0.0%	29	- 19.4%
Jul-2020	27	- 18.2%	26	- 29.7%
Aug-2020	27	- 32.5%	22	- 45.0%
Sep-2020	19	- 53.7%	27	- 25.0%
Oct-2020	19	- 54.8%	23	- 30.3%
Nov-2020	18	- 56.1%	21	- 36.4%
Dec-2020	22	- 46.3%	22	- 31.3%
<b>Jan-2021</b>	<b>19</b>	<b>- 48.6%</b>	<b>20</b>	<b>- 54.5%</b>
12-Month Avg*	25	- 31.0%	25	- 32.6%

\* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

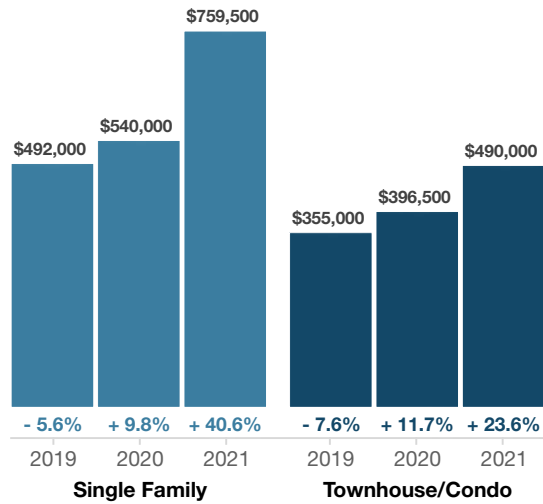


# Median Sales Price

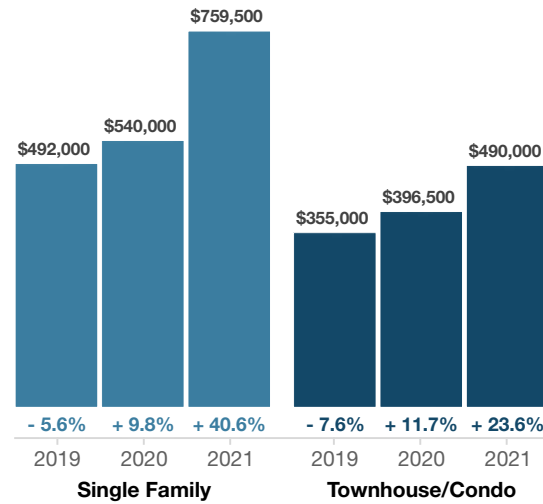
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January



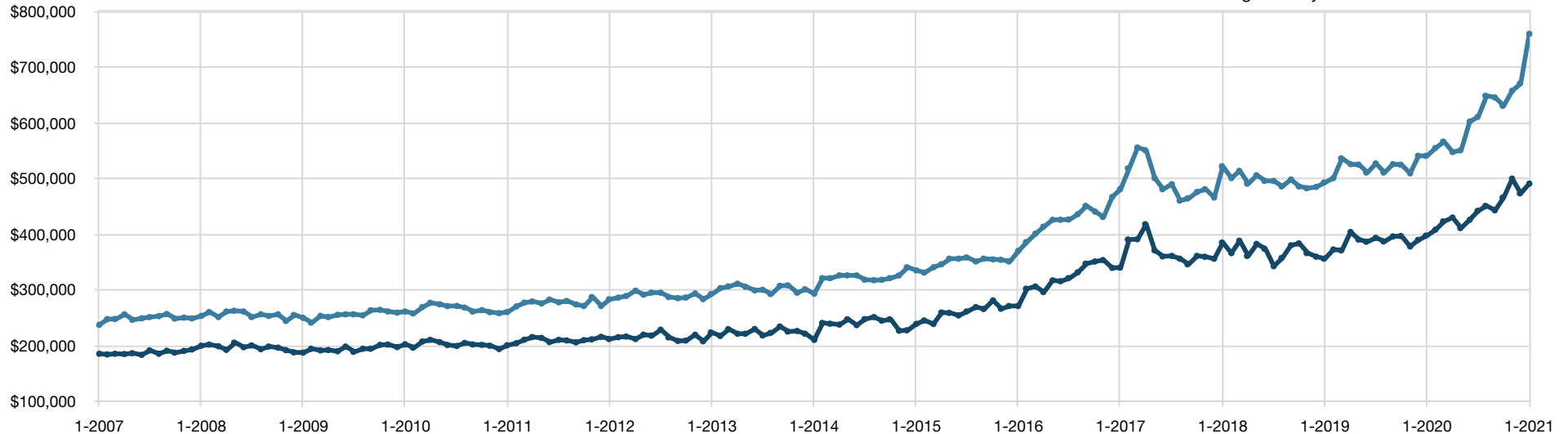
## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	\$554,000	+ 10.8%	\$407,000	+ 9.6%
Mar-2020	\$565,500	+ 5.6%	\$422,000	+ 14.1%
Apr-2020	\$546,900	+ 4.2%	\$429,000	+ 6.5%
May-2020	\$550,000	+ 4.9%	\$410,000	+ 5.3%
Jun-2020	\$601,500	+ 17.9%	\$425,000	+ 10.2%
Jul-2020	\$609,900	+ 15.9%	\$441,000	+ 12.4%
Aug-2020	\$648,000	+ 27.1%	\$449,950	+ 16.6%
Sep-2020	\$645,000	+ 22.9%	\$442,000	+ 11.9%
Oct-2020	\$630,000	+ 20.2%	\$465,000	+ 17.5%
Nov-2020	\$657,000	+ 29.2%	\$499,000	+ 32.4%
Dec-2020	\$670,000	+ 24.1%	\$472,500	+ 21.5%
<b>Jan-2021</b>	<b>\$759,500</b>	<b>+ 40.6%</b>	<b>\$490,000</b>	<b>+ 23.6%</b>
12-Month Avg*	\$615,000	+ 18.3%	\$442,000	+ 13.6%

\* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Median Sales Price by Month

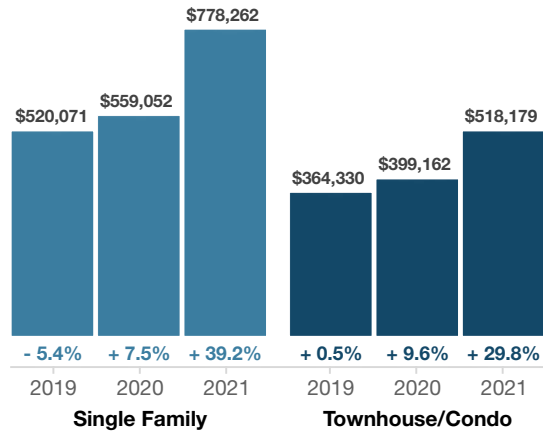


# Average Sales Price

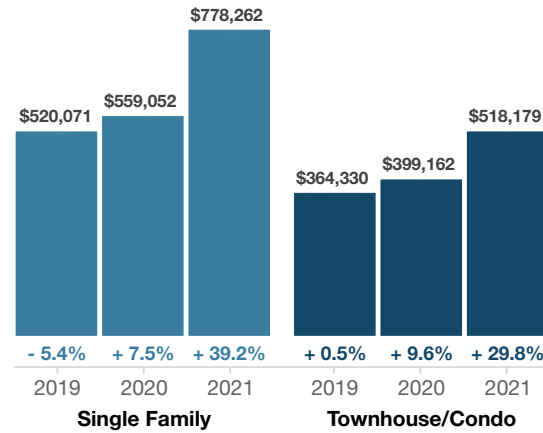
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



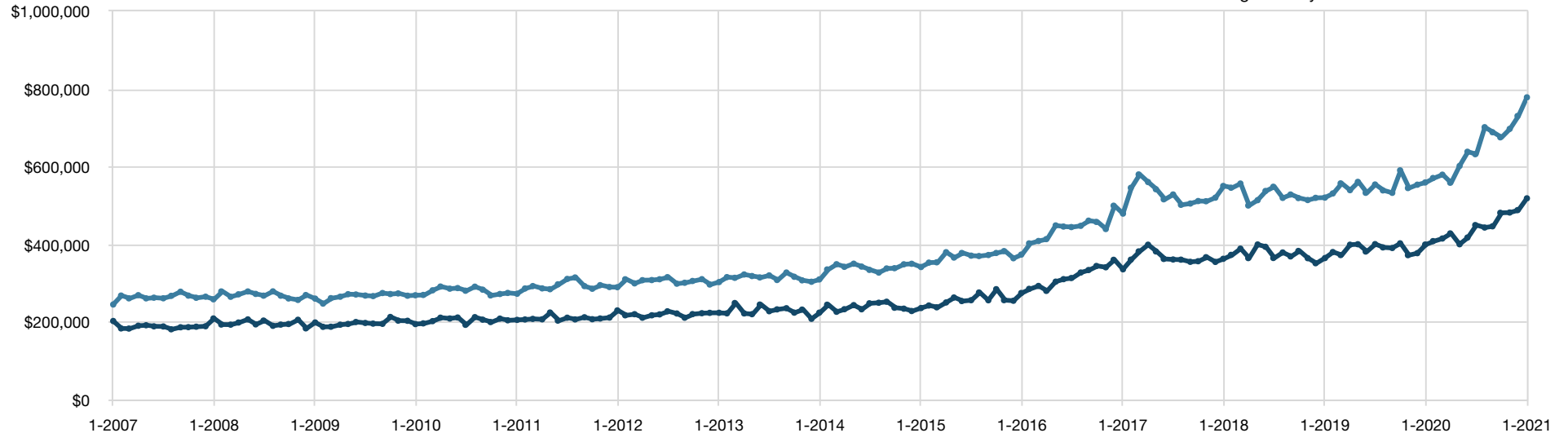
## Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	\$570,548	+ 7.5%	\$407,983	+ 7.4%
Mar-2020	\$579,133	+ 4.0%	\$414,706	+ 11.5%
Apr-2020	\$558,298	+ 3.5%	\$427,822	+ 7.3%
May-2020	\$601,635	+ 7.3%	\$399,902	- 0.0%
Jun-2020	\$638,149	+ 19.9%	\$417,171	+ 9.4%
Jul-2020	\$631,849	+ 14.1%	\$449,307	+ 12.3%
Aug-2020	\$701,413	+ 30.2%	\$442,965	+ 13.1%
Sep-2020	\$688,439	+ 29.3%	\$446,141	+ 14.3%
Oct-2020	\$675,344	+ 14.4%	\$480,935	+ 19.6%
Nov-2020	\$697,104	+ 28.0%	\$481,625	+ 29.5%
Dec-2020	\$730,233	+ 32.0%	\$487,800	+ 29.4%
<b>Jan-2021</b>	<b>\$778,262</b>	<b>+ 39.2%</b>	<b>\$518,179</b>	<b>+ 29.8%</b>
12-Month Avg*	\$655,776	+ 19.2%	\$448,698	+ 15.0%

\* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



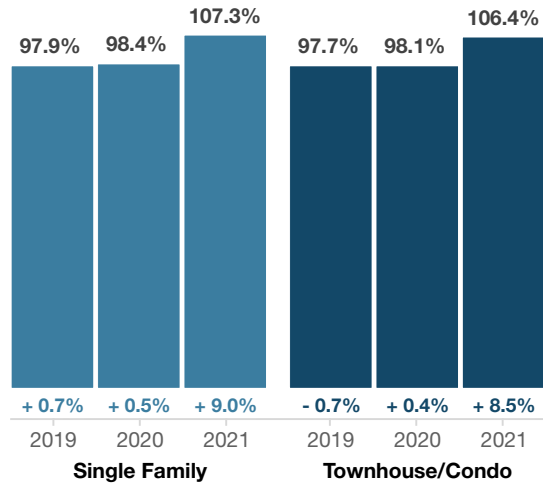


# Percent of List Price Received

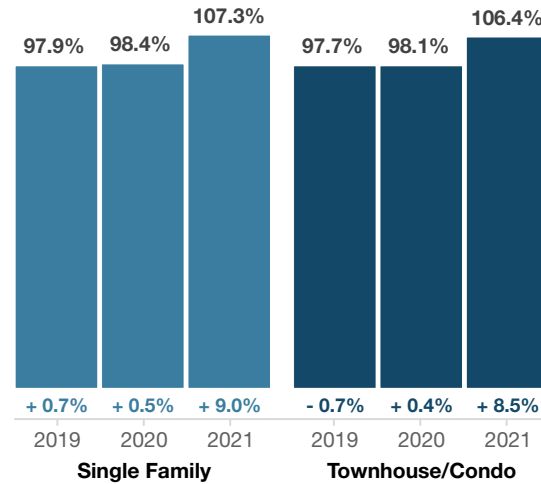
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



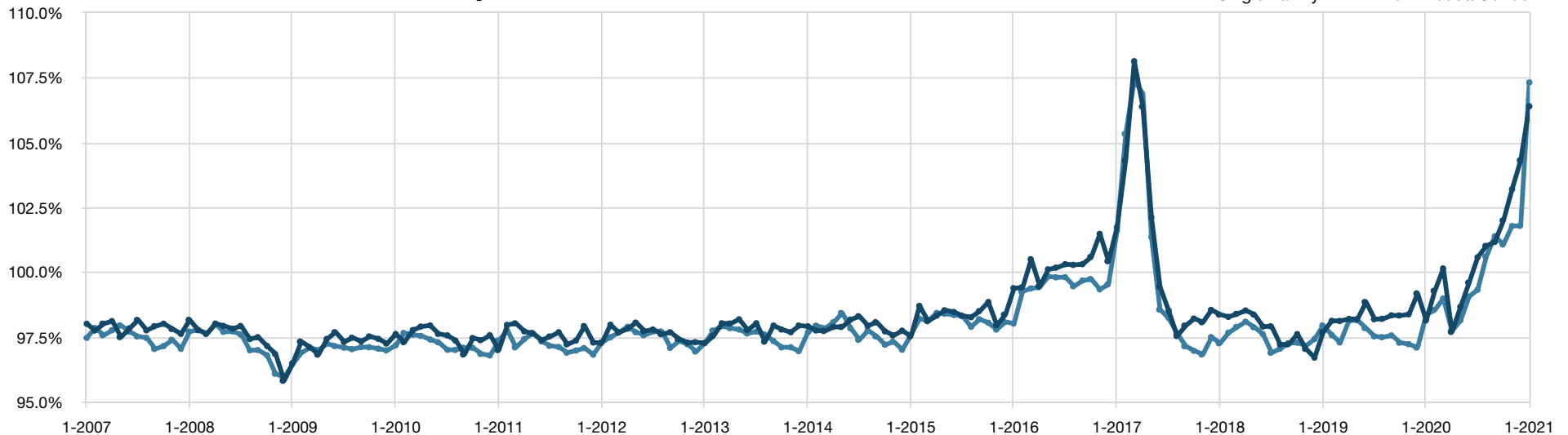
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	98.5%	+ 0.9%	99.3%	+ 1.2%
Mar-2020	99.0%	+ 1.7%	100.1%	+ 2.0%
Apr-2020	97.7%	- 0.4%	97.7%	- 0.5%
May-2020	98.1%	0.0%	98.7%	+ 0.5%
Jun-2020	99.1%	+ 1.3%	99.6%	+ 0.8%
Jul-2020	99.3%	+ 1.8%	100.6%	+ 2.4%
Aug-2020	100.6%	+ 3.2%	101.0%	+ 2.9%
Sep-2020	101.4%	+ 3.9%	101.2%	+ 3.0%
Oct-2020	101.1%	+ 3.9%	102.0%	+ 3.8%
Nov-2020	101.8%	+ 4.7%	103.2%	+ 4.9%
Dec-2020	101.8%	+ 4.8%	104.3%	+ 5.1%
<b>Jan-2021</b>	<b>107.3%</b>	<b>+ 9.0%</b>	<b>106.4%</b>	<b>+ 8.5%</b>
12-Month Avg*	100.4%	+ 2.8%	101.2%	+ 3.0%

\* Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month

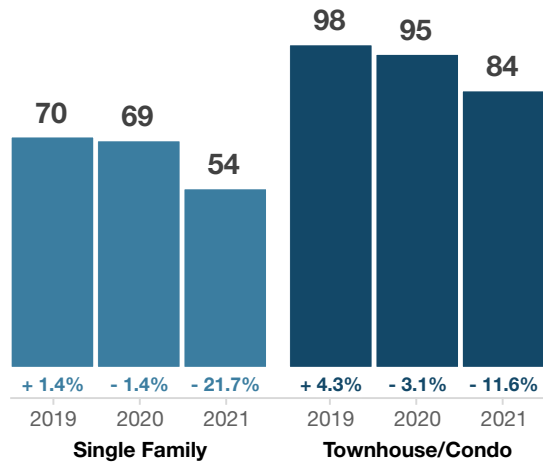


# Housing Affordability Index

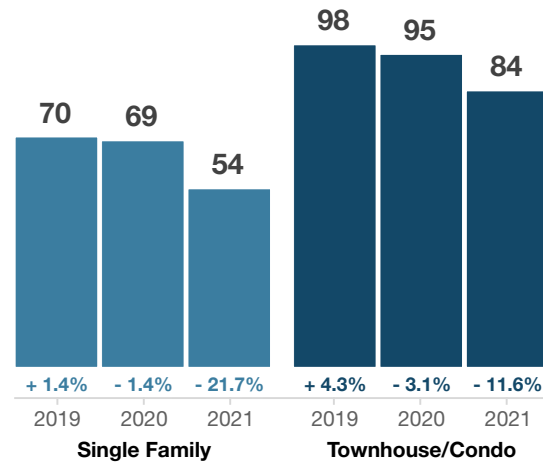


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## January



## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	69	- 1.4%	93	- 1.1%
Mar-2020	67	+ 1.5%	90	- 5.3%
Apr-2020	71	+ 4.4%	90	+ 1.1%
May-2020	71	+ 2.9%	95	+ 3.3%
Jun-2020	65	- 9.7%	92	- 4.2%
Jul-2020	65	- 7.1%	90	- 4.3%
Aug-2020	62	- 16.2%	89	- 8.2%
Sep-2020	62	- 12.7%	91	- 4.2%
Oct-2020	64	- 9.9%	87	- 7.4%
Nov-2020	62	- 15.1%	82	- 17.2%
Dec-2020	61	- 11.6%	87	- 9.4%
<b>Jan-2021</b>	<b>54</b>	<b>- 21.7%</b>	<b>84</b>	<b>- 11.6%</b>
12-Month Avg	64	- 8.6%	89	- 6.3%

## Historical Housing Affordability Index by Month

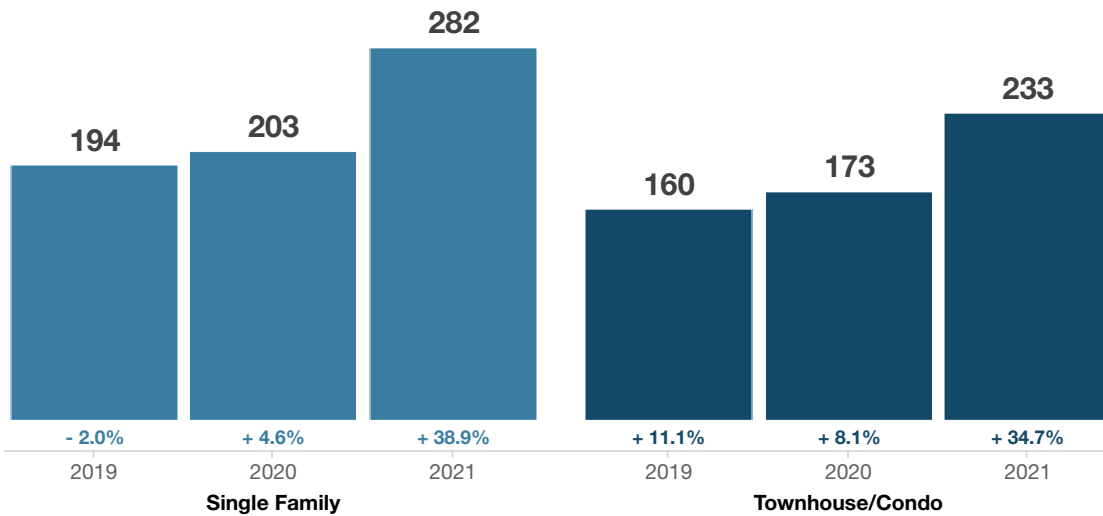


# ShowingTime Housing Value Index



The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.

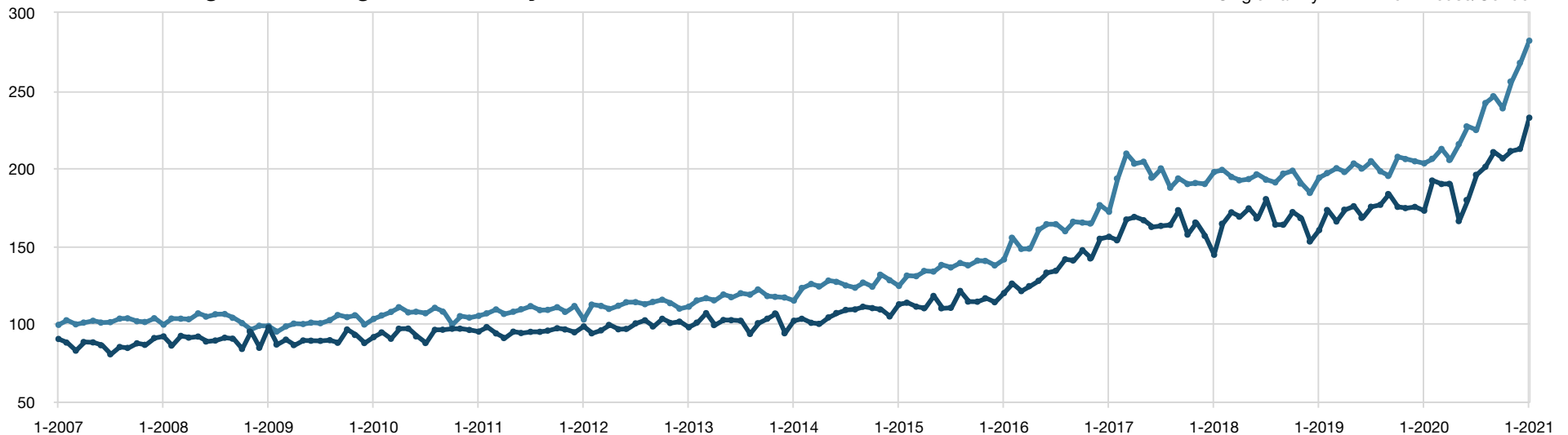
## January



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	206	+ 4.6%	192	+ 11.0%
Mar-2020	212	+ 6.0%	190	+ 14.5%
Apr-2020	205	+ 3.5%	190	+ 9.8%
May-2020	216	+ 6.4%	166	- 5.7%
Jun-2020	227	+ 13.5%	180	+ 7.1%
Jul-2020	225	+ 9.8%	196	+ 12.0%
Aug-2020	242	+ 22.2%	201	+ 13.6%
Sep-2020	246	+ 26.2%	210	+ 14.8%
Oct-2020	239	+ 15.5%	206	+ 17.7%
Nov-2020	256	+ 24.3%	211	+ 21.3%
Dec-2020	268	+ 30.7%	213	+ 21.7%
<b>Jan-2021</b>	<b>282</b>	<b>+ 38.9%</b>	<b>233</b>	<b>+ 34.7%</b>
12-Month Avg*	—	—	—	—

\* Housing Value Index for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical ShowingTime Housing Value Index by Month

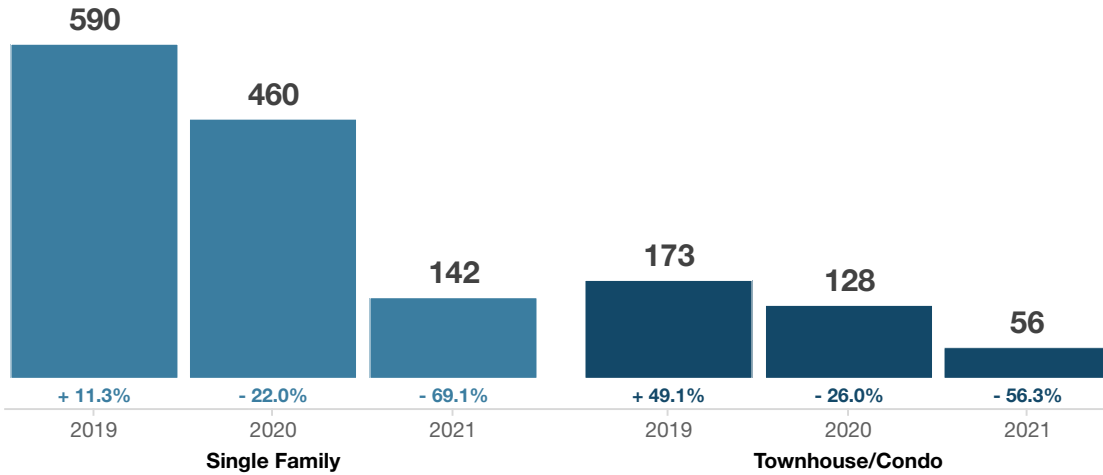


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

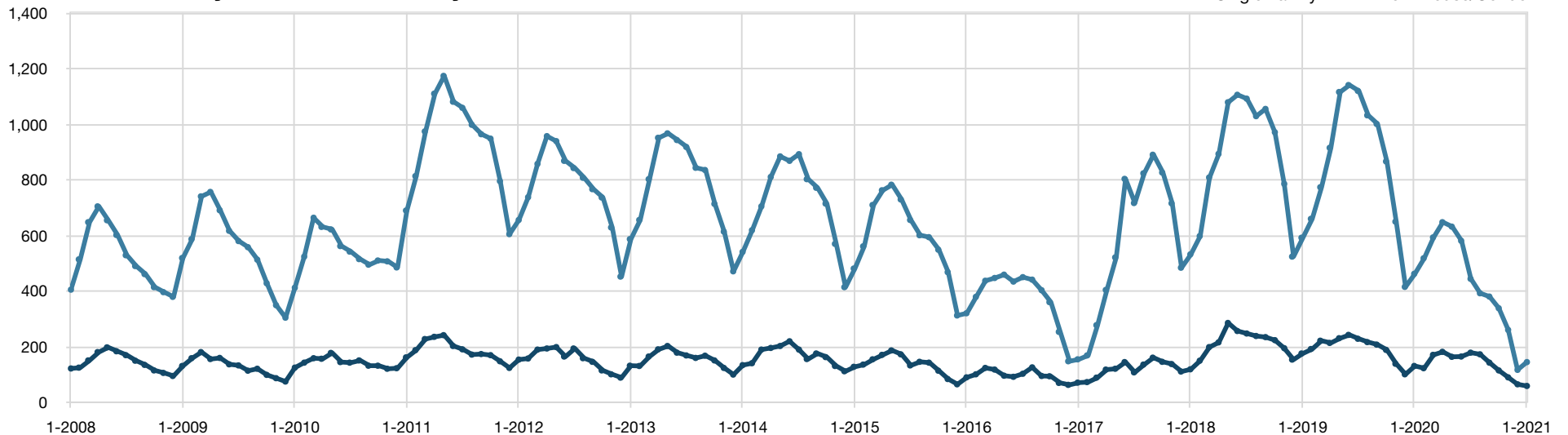


## January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	516	- 21.6%	120	- 36.5%
Mar-2020	591	- 23.4%	168	- 23.3%
Apr-2020	646	- 29.3%	179	- 15.2%
May-2020	630	- 43.5%	161	- 29.4%
Jun-2020	579	- 49.2%	162	- 32.5%
Jul-2020	442	- 60.5%	176	- 22.1%
Aug-2020	390	- 62.2%	170	- 20.6%
Sep-2020	378	- 62.2%	140	- 31.7%
Oct-2020	336	- 61.2%	112	- 39.8%
Nov-2020	258	- 60.2%	87	- 36.0%
Dec-2020	114	- 72.4%	62	- 36.7%
<b>Jan-2021</b>	<b>142</b>	<b>- 69.1%</b>	<b>56</b>	<b>- 56.3%</b>
12-Month Avg	419	- 50.4%	133	- 30.0%

## Historical Inventory of Homes for Sale by Month

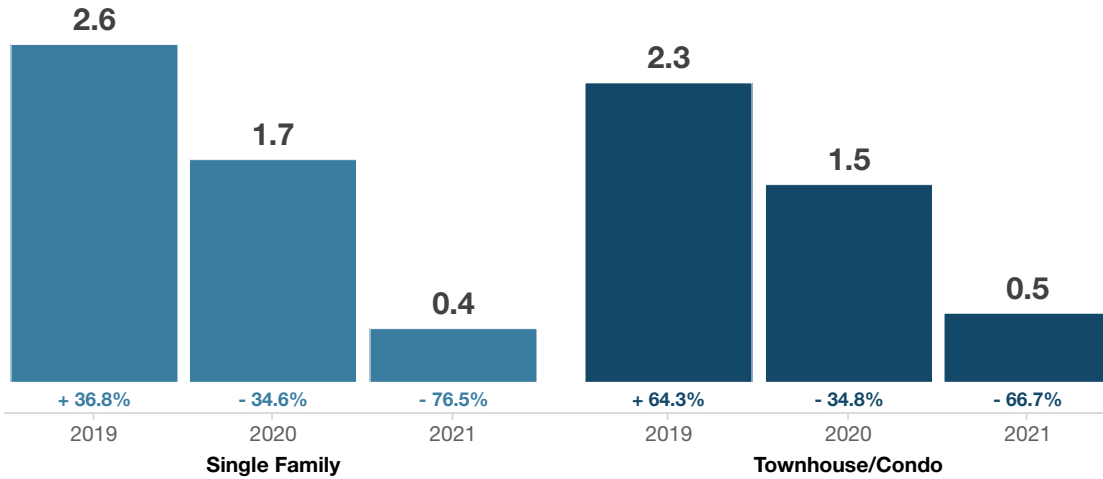


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



## January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2020	1.8	-37.9%	1.3	-48.0%
Mar-2020	2.1	-36.4%	1.9	-34.5%
Apr-2020	2.4	-36.8%	2.1	-22.2%
May-2020	2.3	-50.0%	2.0	-31.0%
Jun-2020	2.1	-54.3%	1.9	-38.7%
Jul-2020	1.5	-66.7%	2.0	-31.0%
Aug-2020	1.2	-70.7%	1.8	-33.3%
Sep-2020	1.2	-69.2%	1.4	-44.0%
Oct-2020	1.0	-69.7%	1.1	-50.0%
Nov-2020	0.8	-66.7%	0.8	-50.0%
Dec-2020	0.3	-80.0%	0.6	-50.0%
<b>Jan-2021</b>	<b>0.4</b>	<b>-76.5%</b>	<b>0.5</b>	<b>-66.7%</b>
12-Month Avg*	1.4	-57.9%	1.5	-38.9%

\* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

## Historical Months Supply of Inventory by Month



# All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		439	<b>375</b>	- 14.6%	439	<b>375</b>	- 14.6%
<b>Sales</b>		217	<b>300</b>	+ 38.2%	217	<b>300</b>	+ 38.2%
<b>Days on Market Until Sale</b>		39	<b>19</b>	- 51.3%	39	<b>19</b>	- 51.3%
<b>Median Sales Price</b>		\$493,500	<b>\$697,716</b>	+ 41.4%	\$493,500	<b>\$697,716</b>	+ 41.4%
<b>Average Sales Price</b>		\$517,790	<b>\$708,906</b>	+ 36.9%	\$517,790	<b>\$708,906</b>	+ 36.9%
<b>Percent of List Price Received</b>		98.3%	<b>107.1%</b>	+ 9.0%	98.3%	<b>107.1%</b>	+ 9.0%
<b>Housing Affordability Index</b>		76	<b>59</b>	- 22.4%	76	<b>59</b>	- 22.4%
<b>Housing Value Index</b>		195	<b>268</b>	+ 37.4%	—	—	—
<b>Inventory of Homes for Sale</b>		588	<b>198</b>	- 66.3%	—	—	—
<b>Months Supply of Inventory</b>		1.6	<b>0.4</b>	- 75.0%	—	—	—