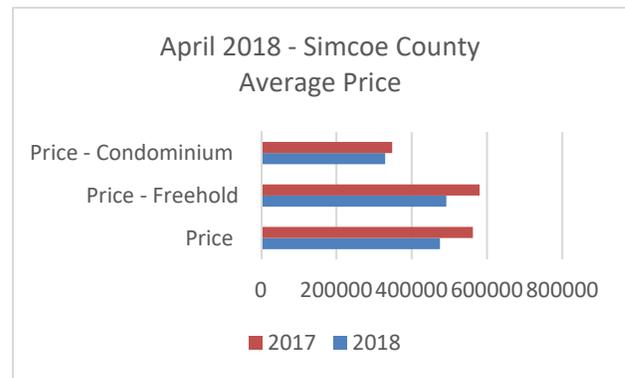
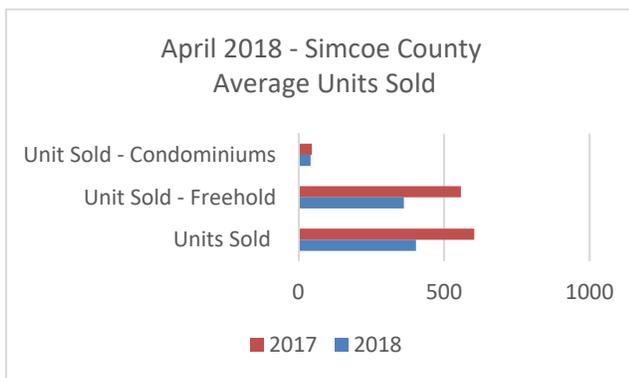


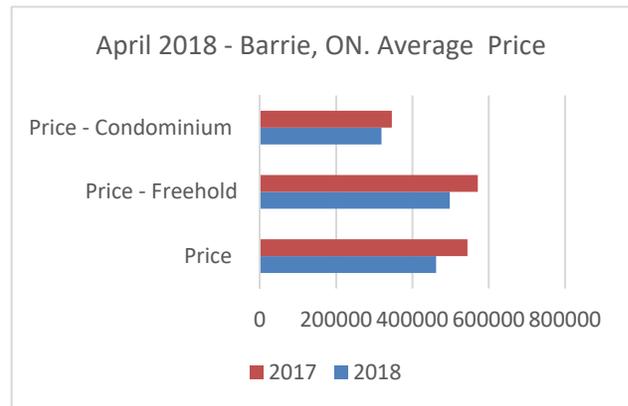
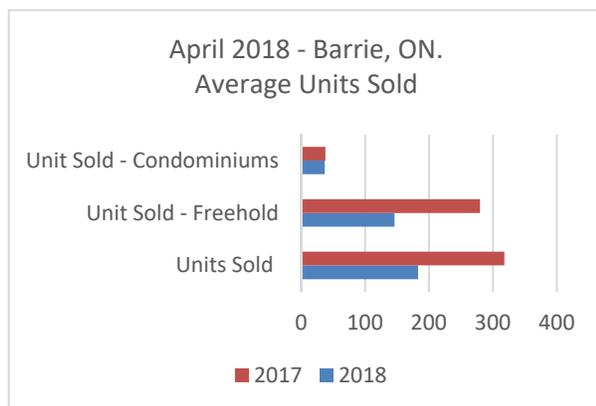
## Barrie & District Home Sales Continue to Decrease from Year Ago, but Decline is Less Severe than March

May 15, 2018 – April 2018 sales information is in, and while sales are still less than in April 2017, the decline is not as severe as it was during March.

Through the month of April, residential property sales recorded through the Matrix™ System in the Barrie & District Association of REALTORS® Inc. (BDAR) region were 404 units. This is down 33.1% from year ago. The average price of homes sold during this time was \$475,237—down 15.5% from April 2017. Simcoe County figures mirror that of Toronto's, which had a 32.1% decrease in sales and a 12.4% decline in average sale price in April 2018.



In the City of Barrie, sales came in at 183 units. This is a 42.5% decline from last April and is a larger decline than that of the whole Simcoe County (-33.1%). The average price of homes sold in the City of Barrie during April was \$461,998 and is down 15.2% from the average price from year ago. This average price decrease is in line with that of the total Simcoe County (-15.5%).



In the other parts of Simcoe County (Simcoe excl. Barrie), sales numbered 221 unit for the month of April 2018. This figure is down 22.7% from the same time last year and is less than the sales unit decline coming from total Simcoe County (-33.1%). The average price for a home in the Simcoe County excluding Barrie was \$486,119 for the month of April, which is 16.6% less than



the average price of homes in April 2017. This decline in sales price is slightly more than that of the whole Simcoe region (-15.5%).

Simcoe Excl. Barrie	2018	2017	% Change
Units Sold	221	286	-22.7
Unit Sold - Freehold	216	278	-22.3
Unit Sold - Condominiums	5	8	-37.5

Simcoe Excl. Barrie	2018	2017	% Change
Price	486119	582924	-16.6
Price - Freehold	487979	589368	-17.2
Price - Condominium	409300	359000	14.0

“Home sales in the region are stabilizing from the year prior and beginning to reflect the impact of the tougher mortgage qualification criteria that came into effect in January,” says Geoff Halford, 2018 BDAR President. “At this point, it’s likely sales will present differences from last year, though the market still demonstrates long-term growth—just at a slower rate.”

The number of homes sold in the City of Barrie constituted 45.3% of homes sold in the Simcoe County region, and the remaining Simcoe County constituted the remaining 54.7% of sales. During April 2017, the City of Barrie made up the majority of home sales with 52.6% of sales, while the remaining Simcoe County made up 47.3% of sales.

#### Year-to-date vs Same Time Year Ago

On a year-to-date basis (January 1, 2018 – April 30, 2018), residential home sales amounted to 1243 units, which is a 39.6% decline from the same time in 2017. In the first four months of 2018, the average price for sold residential units was \$498,459. This figure is 10.1% less than the average price for sold units in the first four months of 2017.

Within the City of Barrie, residential sales figures declined by 44.2% from 2017 and came in at 610 units between January 1, 2018 to April 30, 2018. This decline in sales is more than total Simcoe County (-39.6%). The average price of homes in the City of Barrie at this time was \$477,717 and is 9.6% less than the average price of homes during the same time last year. The decline in average price is about the same as the total Simcoe region (-10.1%).

In the remaining areas of Simcoe County, sales figures came in at 633 units sold, a decline of 34.3%. The decline is less than that of total Simcoe County (-39.6%). The average price of sold homes during this time for Simcoe County excluding Barrie was \$518,447. This average price is 11.3% less than that of the same time last year, and the decline in price is approximately the same as that of the whole Simcoe County (-10.1%).

In the first four months of 2018, the City of Barrie made up 45.2% of residential units sold in Simcoe County and the remaining Simcoe County made up 54.7% of sales. In the first four months of 2017, the City of Barrie constituted the majority of residential sales in Simcoe County with 52.6% of sales, and the remaining areas constituted 47.4% of sales.

*The Barrie & District Association of REALTORS® (BDAR) cautions that over a period of time the usage of average price information can be useful in establishing trends, but it does not indicate actual prices in widely divergent areas or account for price differentials between geographic areas. The prices reflected in this media release are based on residential detached homes sold via the BDAR MLS® System only.*



## *Media Release*

### **Using a Local Professional Realtor®**

*“Realtor®” is a professional designation. A Realtor® is a licensed real estate professional belonging to local, provincial and national associations. They have completed an intensive real estate program and have the skill set, expertise and experiences that you will need when buying or selling your home. Realtors® have a network of resources available at their fingertips. They understand financing and mortgage rules, insurance and liability coverage, and all the legal details involved in real estate. As a skilled negotiator, your local BDAR Realtor® will help you get the most value when buying or selling a home.*

### **About BDAR**

*The Barrie & District Association of REALTORS® (BDAR) represents almost 1,000 REALTORS® in the Barrie and Simcoe County region. BDAR provides its members leadership opportunities, professional development, and other tools and services to help them deliver a high-standard of services to their clients. BDAR is community-focused, and believes that community prosperity is largely based on shelter and home ownership. The Association has a strong focus on affordable housing and helping first-time buyers understand how to get on the housing ladder.*

### **Media Contact:**

Geoff Halford, 2018 BDAR President

Phone: (705) 790-3593

Email: [geoff@barrieandareahomes.com](mailto:geoff@barrieandareahomes.com)