

2020

EQUESTRIAN

REAL ESTATE MARKET REPORT

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AIMEE WESSON & JP GULBIS

GREATER GOLDEN HORSESHOE



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2020 EQUESTRIAN MARKET REPORT

2020: A RECORD BREAKING YEAR

2020 was a remarkable year in many ways.

The surprising and substantial growth of the residential real estate market was one of those ways.

Compared to previous years, month-over-month, appreciation rates and actual sales prices shattered records. Equestrian properties and hobby farms (with a barn) included.

Similar to other types of rural real estate, horse properties were in high demand this year.

There are a number of reasons why this was the case. Low residential inventory, low-interest rates, easy access to credit fuelled the fire for competition across the province. The existence of the pandemic, even indirectly, had a part to play in this demand as well.

For horse farms specifically in the greater golden horseshoe, average sales prices were up about 25% from last year, as were the number of sold listing.

Typically, equestrian properties are somewhat specialised in their characteristics - they take a lot of capital to build (i.e. paddocks, barns, arenas) and maintain. As such, they are often priced at a premium compared to properties without these types of improvements. It is impressive then, that the average list to sales price ratio came in at about 97% for 2020.

In this report we will touch on the factors impacting horse farm prices, combining them with historical statistics, average sales price by property type and more useful data.

For an in-depth discussion on these factors, you can also read our article on this topic directly on our website, [here](#).

2020 EQUESTRIAN MARKET REPORT

BRIEF STATISTICAL OVERVIEW

A quick note on equestrian market statistics. There can be great fluctuations in these numbers year over year depending on how many sales there are in total as well as how many very high-end horse properties sell in a given year. Not only that, there is a serious issue with realtors not correctly categorizing horse farms & equestrian facilities which can have an impact on the data. We do our best to go through all property types to collect information on equestrian properties & hobby farms (with a barn) to give you as accurate a picture as possible of the equestrian real estate market. Having said that it is best to look at these statistics with a potential of having small margins of error.

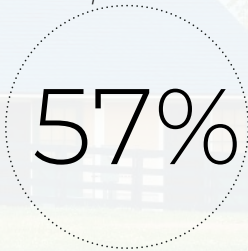
Average Days of Market



List to Sales Price Ratio



% Increase in Sold Listing
Compared to 2019



Average Appreciation Rate
From 2019 to 2020



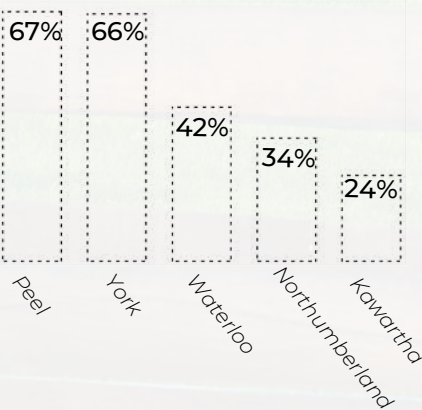
6 Year Appreciation Rate
From 2015 to 2020



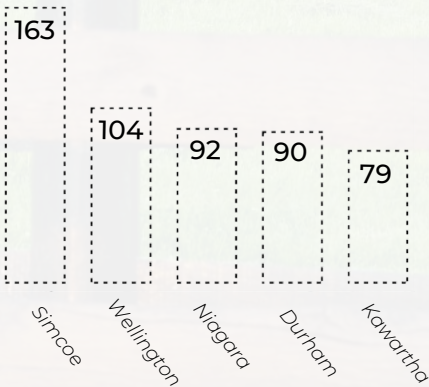
Highest Sale in 2020
Non Agric. Farm or Development Land



Largest Price Increases
From 2019 to 2020



Most Sales
Hobby & Facility



Shortest Days on Market
Average DOM - Hobby & Facility



FACTORS THAT INFLUENCED PRICE INCREASES IN HORSE PROPERTIES

TYPICAL FACTORS & COVID IMPACTS

TYPICAL FACTORS



LOW INTEREST RATES

With low interest rates the cost to borrow money to buy a horse property becomes more attractive to more people. It is common in times for low interest rates for people to be more willing to take risks on bigger purchases. These low rates are one of the reasons we are seeing increased buyer activity and competition across the residential & equestrian real estate market.



LOW INVENTORY

It was no secret that the 2020 market was heavily slanted towards sellers. By the nature of these properties being unique, there aren't too many that come on the market. And the good ones go for a premium. It is simple economics that higher demand, and limited supply equal an increase in prices. Although "horse farms" can be considered a niche product, you are still competing against those that may not have horses but are looking for a country home and a barn can provide as a useful space for storage. With a forecasted population growth for 2021 this pressure is likely to continue.



ADDED VALUE OF INFRASTRUCTURE

If the owner of a property has gone through the cost and trouble of adding infrastructure to a property (i.e. a barn, paddocks, arenas), they are going to want to recoup some of those costs when they sell. People looking for this type of infrastructure are going to pay a premium for this added value. As other residential property prices increase, properties of this type are somewhat rare and will follow suit, demanding a higher price for these value-added improvements.



LAND & LAND PRICES

Land is a finite resource - we all know this. The more we develop, slowly but surely we see less vacant land. And it isn't just in downtown or suburban areas. Farmland outside of the protected greenbelt is slowly eaten away to make way for paved roads and rows of identical homes. But even this development can't keep up with demand. As this happens prices for larger properties with excess land will continue to become more valuable over time.

EFFECTS OF COVID-19



As the government continues to print money, there is a need to keep money flowing through the economy. As a result, interest rates have been drastically lowered and stay low during this time.



Barn shutdowns caused at least a mild irritation in the horse community. These shutdowns could have had even a small impact on people wanting to be more independent and prepared for the future should this happen again. Having at least a home with a barn would have allowed people to keep their horses with them.



The ability to work from home has allowed people to look elsewhere for a home, not just in major cities. Like never before, the opportunity to buy a rural property became a real possibility for many.

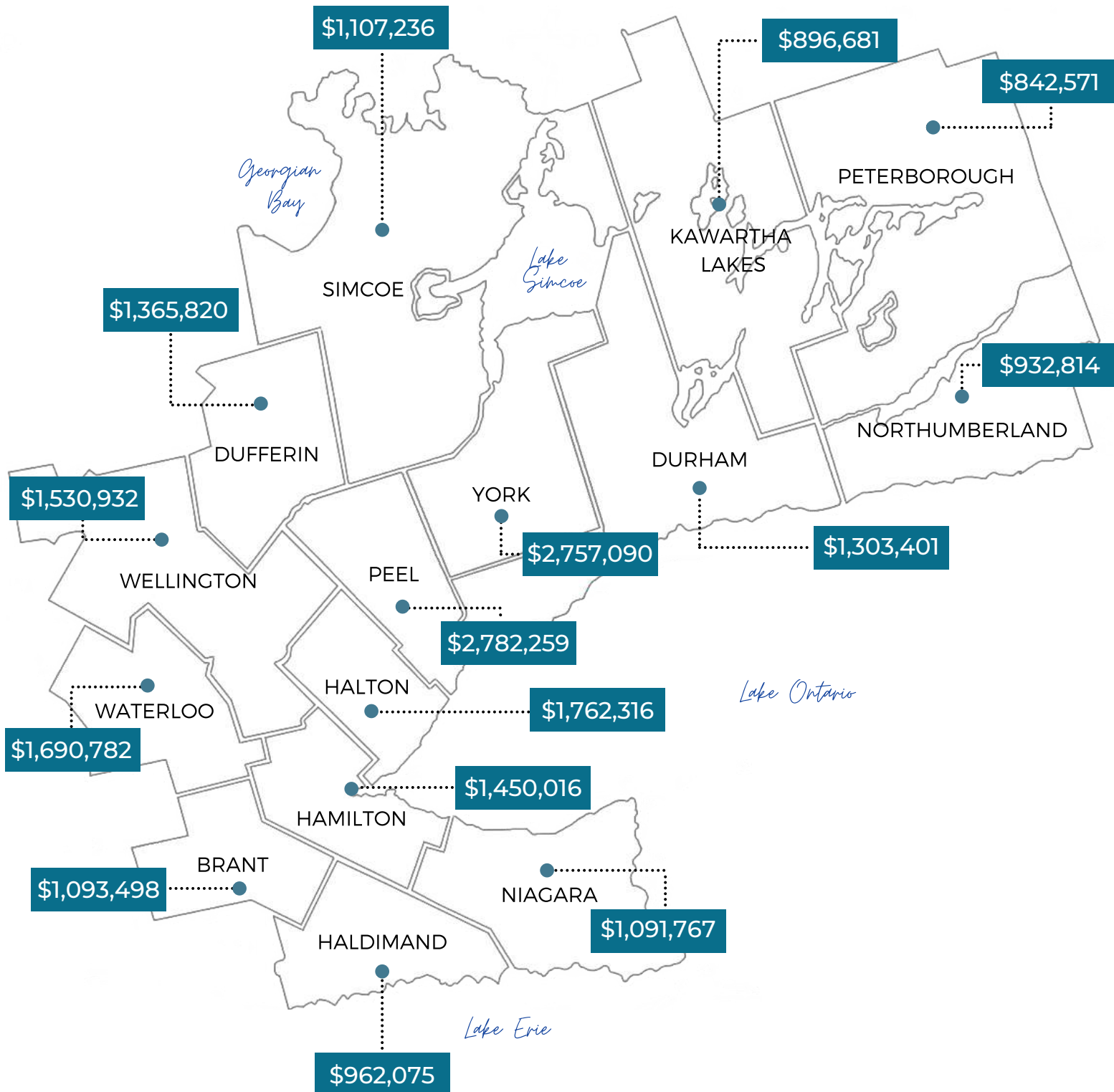


Having to stay at home had more people looking at their home as a place to recreate. Especially as it relates to buying a hobby farm. This gave people opportunities to have more space, spend time outdoors and focus on hobbies they enjoyed.

GREATER GOLDEN HORSESHOE

2020 AVERAGE HORSE PROPERTY SALES PRICES

Here are the average equestrian property and hobby sales prices for 2020.



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Team with Rock Star Real Estate, Brokerage

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YOUR JOURNEY BEGINS HERE.
LET'S WORK TOGETHER TO FIND YOUR
IDEAL HORSE PROPERTY TODAY!



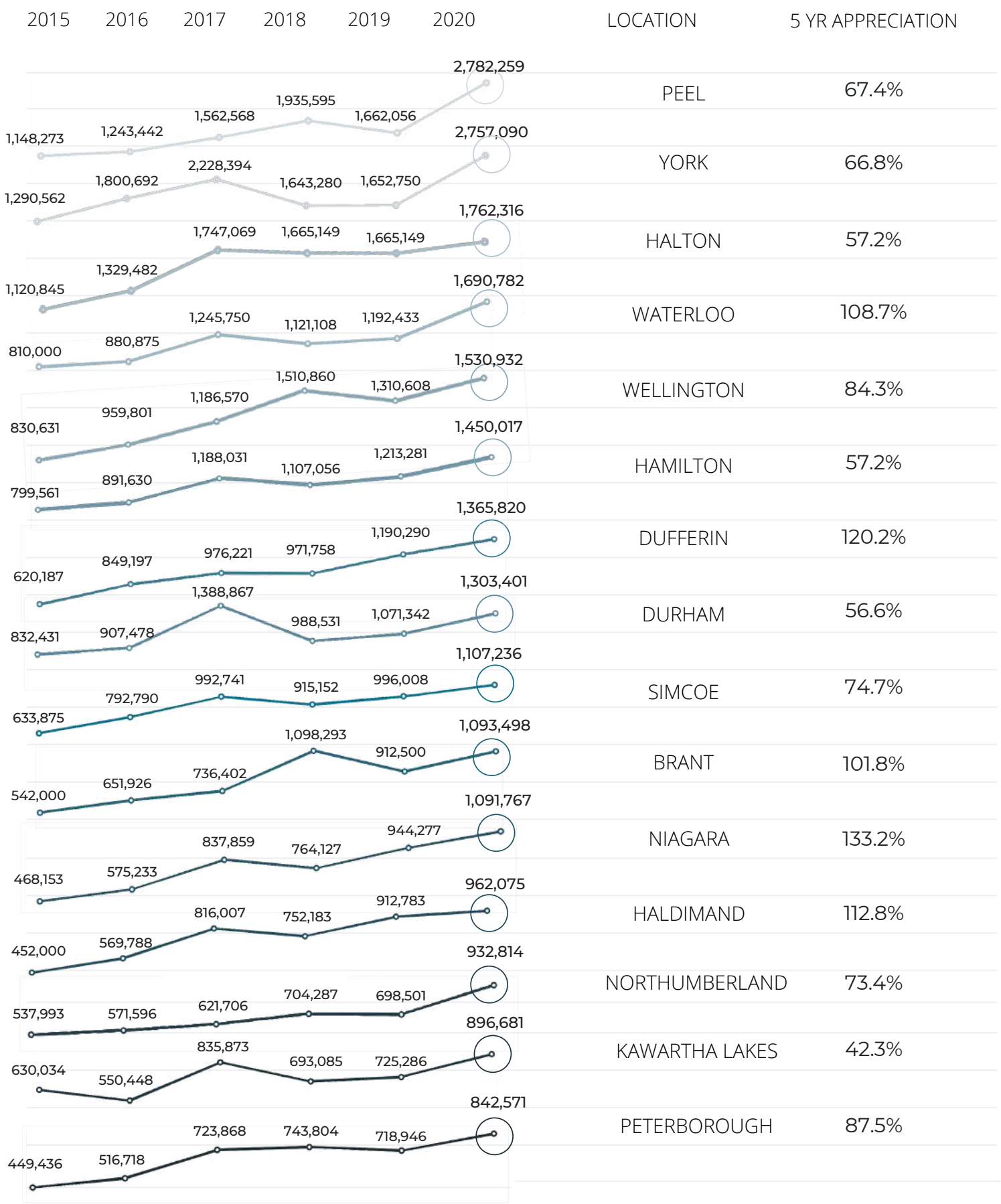
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info@landandtitle.ca

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HISTORICAL TRENDS IN THE EQUESTRIAN REAL ESTATE MARKET

A SNAPSHOT OF THE LAST 6 YEARS



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LUXURY HORSE HUBS

Peel (primarily Caledon), York and Halton are often at the head of the pack when it comes to equestrian real estate. They are horse hubs offering close proximity to all horse essentials, shows and world-class facilities. Higher priced areas like these are often susceptible to market conditions and fluctuations which is why you see frequent changes in the average sales prices from 2005 to 2020. Having said that, 2020 was an excellent year for these areas.



THE ONES TO WATCH

As horse properties become more expensive in the luxury horse hub areas, more people look outside of these regions for options. Wellington, Hamilton and Dufferin showed increased popularity, short sale times and as you can see, significant increases in average sales prices. With a strong horse community and good proximity to all essentials these places will likely continue to see growth in both popularity and prices.



SOLID PERFORMERS

Simcoe and Durham were steady climbers for horse properties and equestrian facilities this year. Durham is often a region that sees fluctuating prices because similar, to the luxury areas, prices are typically on the higher end. Simcoe on the other hand often offers a mix of expensive real estate and more affordable options at the northern end of the region. Both performed well in 2020 with the highest number of horse farm (hobby & facility) sales for this year.



OUTSIDE THE GREENBELT

Waterloo & Brant are both outside of the greenbelt. Although they do have large areas of important farmland, they see a lot of residential/suburban development. Both of these areas saw the least number of sales for hobby farms and equestrian facilities when compared to other areas. This is a likely contributor to their prices. Particularly in Waterloo. It is an area where many people want to live but horse properties are few and far between - resulting in higher prices.



UP-AND-COMERS

The areas of Niagara and Haldimand County could be considered up and comers when talking about horse farms. They do offer hobby farms but large facilities for sale are few and far between. These areas continued to see steady growth in 2020 and a good number hobby farm sales. These areas in particular will continue to see prices rising at a substantial rate as more people look for affordable hobby farms within just over an hours drive of Toronto.



COTTAGE COUNTRY

One of the most noteworthy changes in 2020 was the increase in buyer interest in homes and horse properties around cottage country areas like Kawartha Lakes, Peterborough & Northumberland. As with regular rural homes and cottages, we saw price increases as well as shortened days to sell compared to the previous year. Most sales were for hobby farms but there were a good number of facilities to sell in these areas as well.

AVERAGE SALES PRICE BY PROPERTY TYPE

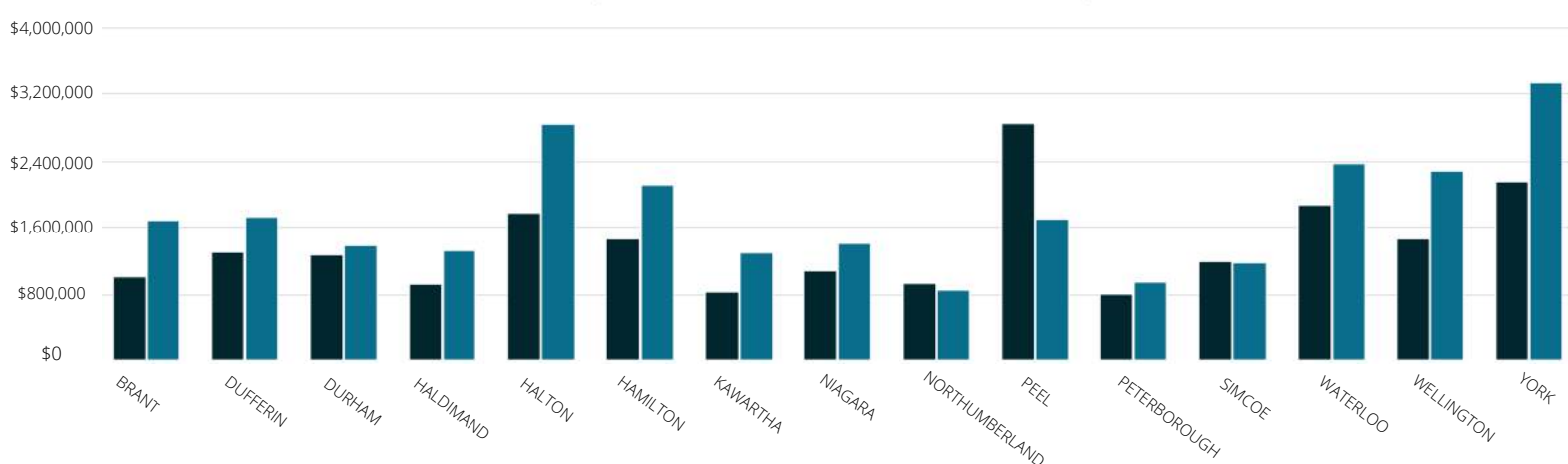
EQUESTRIAN PROPERTIES & HOBBY FARMS

HOBBY/HORSE FARMS

Properties that have a barn and possibly paddocks, some may have a small outdoor arena.

EQUESTRIAN FACILITIES

Properties that have everything a hobby farm does as well as an indoor arena and often other infrastructure.



It is important to remember that on average, there are going to be fewer equestrian facilities on the market compared to hobby/horse farms and as such, fewer sales. It is not uncommon for there to be as little as 1 sale in a single region in any given year for an equestrian facility. This means that the average sales price of equestrian facilities should be taken with a grain of salt and not as what you might expect to pay for a turn-key equestrian facility. In fact, the average price across these types of properties (horse farms & facilities) can change drastically depending on how many of these sales actually happen in any given year. As of finishing up this report in Feb 2021, the median list price for an equestrian facility in the Greater Golden Horseshoe is close to \$3.2 Million.

Region / County	Hobby/Horse Farms	Equestrian Facilities
BRANT	\$1,018,996	\$1,700,000
DUFFERIN	\$1,314,816	\$1,743,438
DURHAM	\$1,278,965	\$1,395,943
HALDIMAND	\$924,833	\$1,334,500
HALTON	\$1,783,293	\$2,850,000
HAMILTON	\$1,477,453	\$2,117,500
KAWARTHA LAKES	\$843,090	\$1,310,000
NIAGARA	\$1,086,449	\$1,423,250
NORTHUMBERLAND	\$941,005	\$855,000
PEEL	\$2,861,686	\$1,710,000
PETERBOROUGH	\$814,802	\$955,000
SIMCOE	\$1,205,386	\$1,182,366
WATERLOO	\$1,881,555	\$2,380,000
WELLINGTON	\$1,479,017	\$2,292,584
YORK	\$2,162,380	\$3,351,800

The unavoidable Disclaimer:

This report is intended to be informative as it relates to the equestrian real estate market in the Greater Golden Horseshoe. The information provided in this report has been taken from the Multiple Listing Service, Toronto Real Estate Board and the Hamilton-Burlington Real Estate Board. All of which cover the 15 regions and counties laid out in this report covering January 1, 2020 to December 31st, 2020. The statistics and information obtained from these sources is deemed to be reliable but cannot be guaranteed. It is possible that data may not reflect current market conditions at your time of reading this report since we cannot forecast with absolute certainty and cannot possibly know the future of market conditions. This report, the information contained herein, Land & Title and Land & Title's logo are all copy-written and cannot be duplicated or used in any way without written permission. Should you want to use any information in this report, contact Aimee at aimee@landandtitle.ca.

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TEAM WITH ROCK STAR REAL ESTATE

Equestrian Real Estate Guide

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By Aimee Wesson & J.P. Gulbis