

TINY TOWNSHIP REAL ESTATE MARKET REPORT

2020 IN REVIEW

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



OVERVIEW

RECORD VOLUME AND UNIT SALES, WITH THE AVERAGE SALE PRICE UP AND LISTINGS DOWN



RECORD ANNUAL SALES VOLUME OF \$188,852,434

Up 42% from 2019's \$133,068,788, with units of 297 up 22% from 2019's 244. New listings of 407 down 23% from 2019, with the sales/listings ratio of 73% up 27%.



RECORD Q4 SALES VOLUME OF \$51,850,785

Up 91% from Q4-2019's \$27,144,383. Units of 61 up 24% from Q4-2019's 49, with new listings of 53 down 21% and the sales/listings ratio of 115% up 42%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$635,867

Up 17% from 2019's \$545,364. Average days-on-market of 40 down 5 days.

OVERVIEW (cont'd)

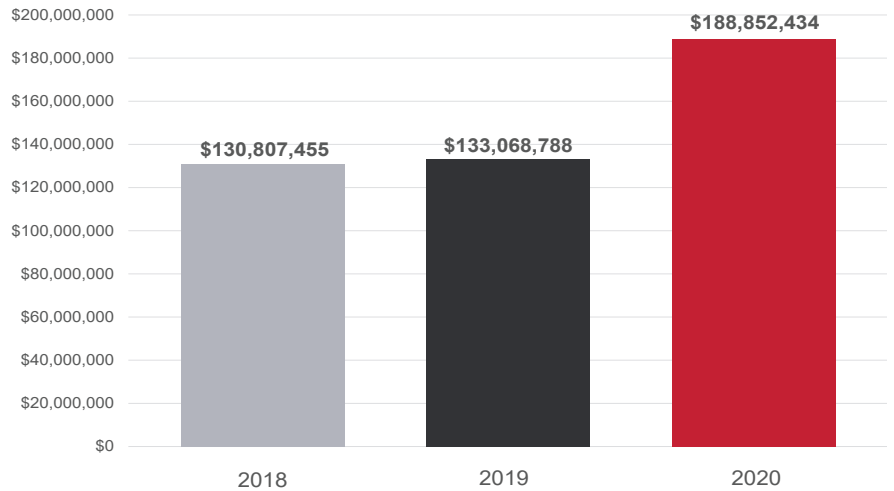


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

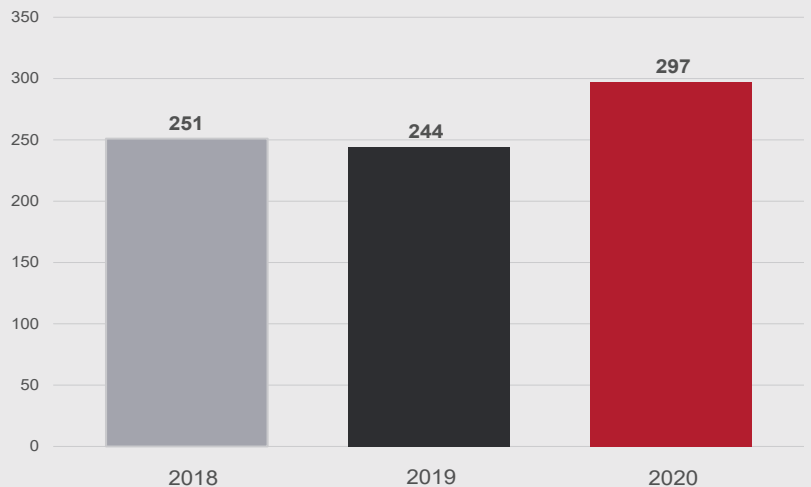
December's volume and unit sales were both down **36%** from 2019's record totals. The month had a **98.9%** sale/list price ratio, up **4.4%** from 2019. On average, homes sold in **60 days** – identical to December 2019. And there is now just **one month** of inventory. All that, and December's **175%** sales/listings ratio, add up to a strong **seller's market**.



Graph 1:
Tiny Township MLS® Sales
2018 vs. 2019 vs. 2020 (Volume)



Graph 2:
Tiny Township MLS® Sales
2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL



Table 1:
Tiny Township MLS® Residential Sales And Listing Summary
 2018 vs. 2019 vs. 2020

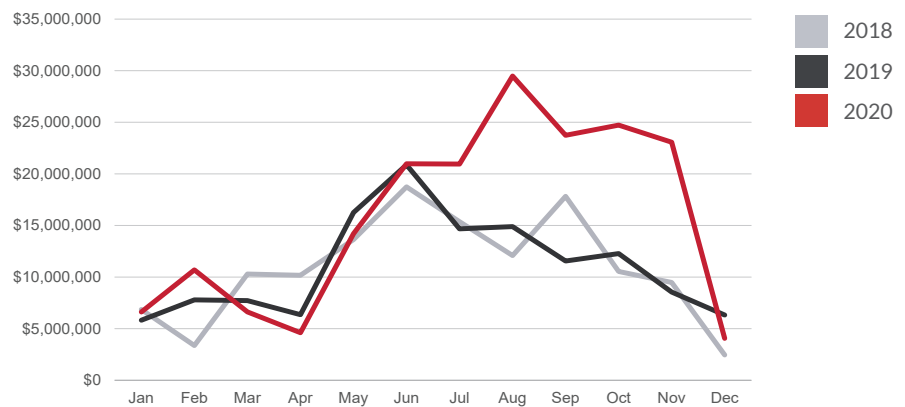
	2018	2019	2020	2019-2020
Annual Volume Sales	\$130,807,455	\$133,068,788	\$188,852,434	+42%
Annual Unit Sales	251	244	297	+22%
Annual New Listings	489	526	407	-23%
Annual Sales/Listings Ratio	51%	46%	73%	+27%
Fourth Quarter (Q4) Volume Sales	\$22,475,767	\$27,144,383	\$51,850,785	+91%
Q4 Unit Sales	49	49	61	+24%
Q4 New Listings	88	67	53	-21%
Q4 Sales/Listings Ratio	56%	73%	115%	+42%
Q4 Average Sale Price	\$458,689	\$553,967	\$773,892	+40%
December Volume Sales	\$2,454,000	\$6,321,000	\$4,059,500	-36%
December Unit Sales	6	11	7	-36%
December New Listings	11	15	4	-73%
December Sales/Listings Ratio	55%	73%	175%	+102%
December Average Sale Price	\$409,000	\$574,636	\$579,929	+1%
Annual Sales: Under \$300K	50	36	9	-75%
Annual Sales: \$300K - \$499K	103	100	128	+28%
Annual Sales: \$500K - \$799K	66	80	105	+31%
Annual Sales: \$800K - \$999K	11	14	24	+71%
Annual Sales: \$1M - \$1.499M	12	8	19	+138%
Annual Sales: \$1.5M - \$1.999M	8	4	5	+25%
Annual Sales: \$2M+	1	2	7	+250%
Annual Average Days-On-Market	46	45	40	-11%
Annual Average Sale Price	\$521,145	\$545,364	\$635,867	+17%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales as of Jan. 3, 2021.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

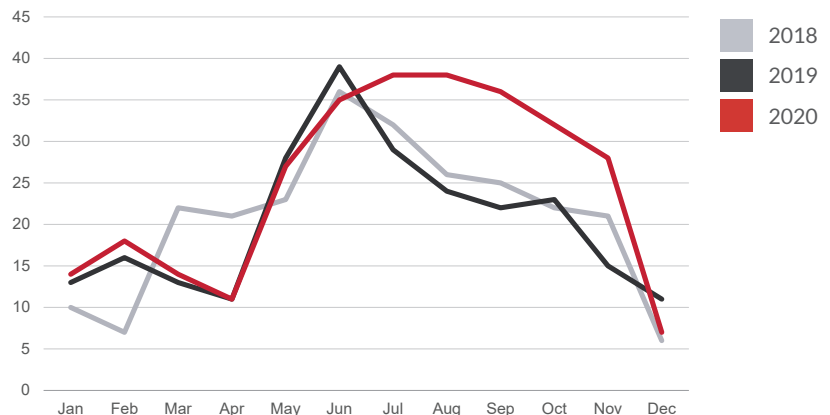
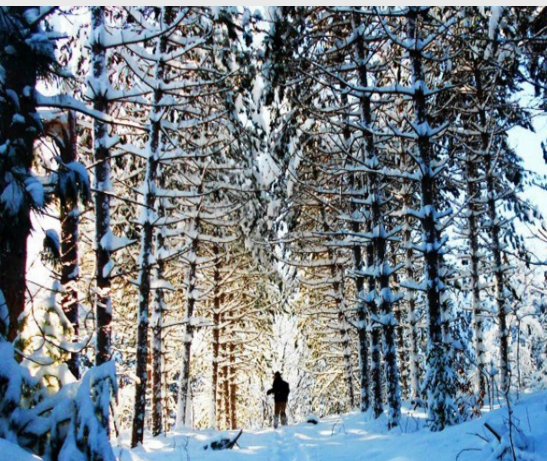
THE MARKET IN DETAIL (cont'd)

What a year! In our Q2 Report we noted how similar Tiny's 2020 and 2019 sales years were, despite the influence of COVID-19. But the similarity ended there. The 2020 market had five record months from July to November that yielded **\$121,958,446** in sales: **65%** of Tiny's 2020 total and just **8% less than 2019's former annual record**. Unit sales followed a similar pattern: five record months that gave Tiny **58%** of its **297** overall sales; and those **297** sales came on **23%** fewer listings than 2019. All things considered, homeowners will be happy that 2020's average sale price of **\$635,867** was up **79%, 74%, 43%, 22%** and **17%** from 2015-19 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
2018 vs. 2019 vs. 2020 (Volume)



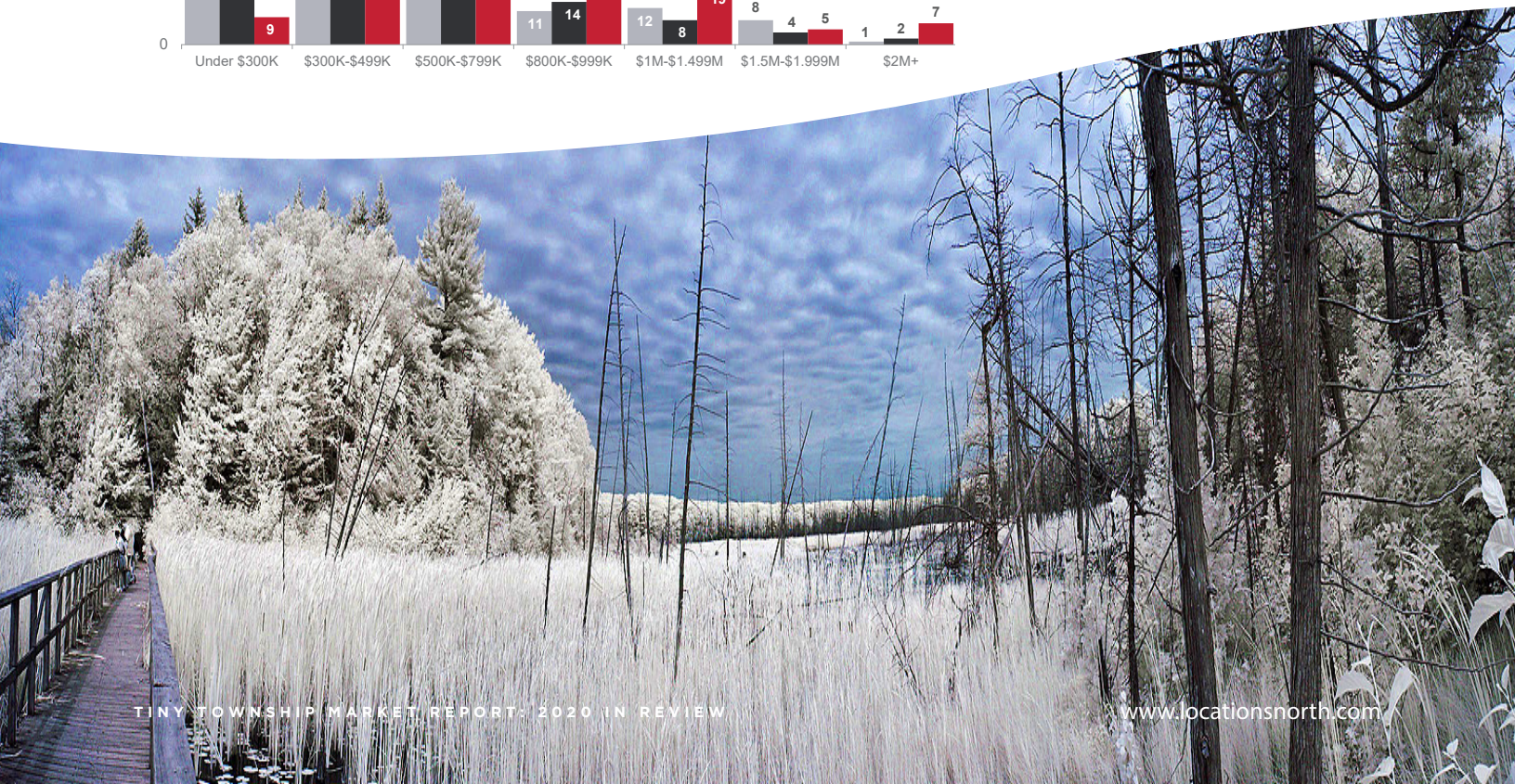
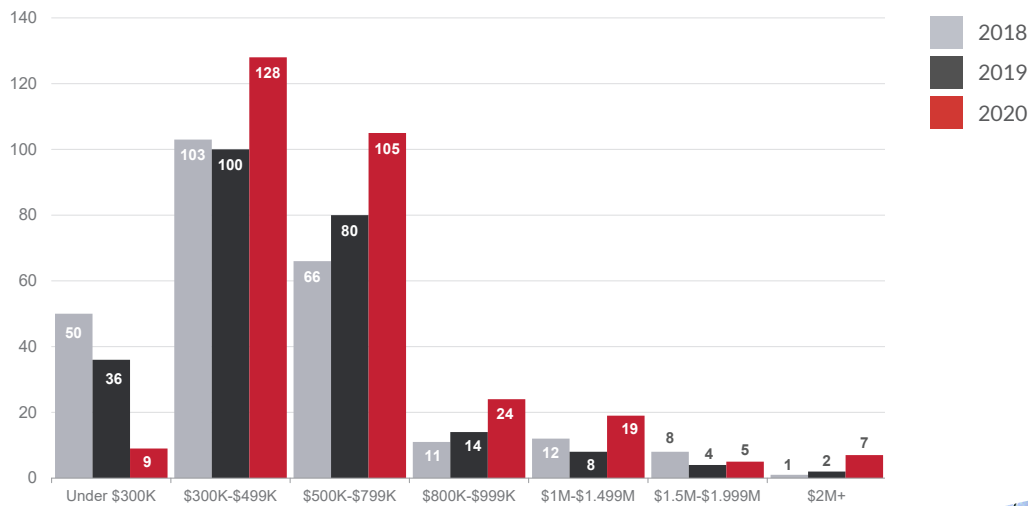
Graph 4:
Tiny Township Monthly MLS® Sales
2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2020 unit sales were up from 2019 in six price ranges and down in one. The \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were up **28%**, **31%**, **71%**, **138%**, **25%** and **250%** respectively. The Under-\$300K range was down **75%**. More generally, the Under-\$500K bracket – which accounted for **46%** of 2020's sales – was up **1%** from 2019. The \$500K-\$999K bracket – which accounted for **44%** of all sales – was up **95%**. And the \$1M+ bracket – which accounted for **10%** of all sales – was up **121%**.

Graph 5:
Tiny Township MLS® Sales By Price
2018 vs. 2019 vs. 2020 (Units)

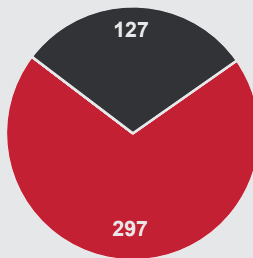
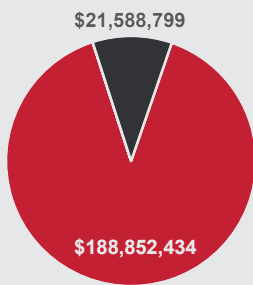


SALES BY PROPERTY TYPE

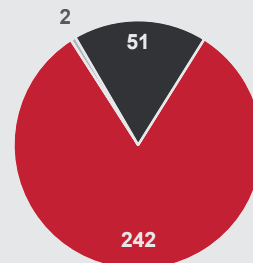
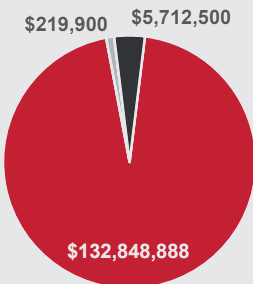
Graph 6:
Tiny Township MLS® Sales By Property Type
2018 vs. 2019 vs. 2020 (Dollars and Units)

2020 IN DETAIL

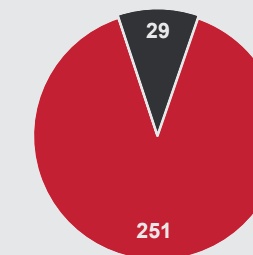
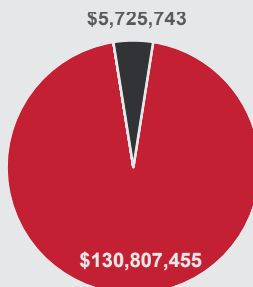
2020



2019



2018



■ Single Family ■ Condominium ■ Vacant Land

SINGLE-FAMILY HOMES

DOLLAR SALES: \$188,852,434
UP 42% from 2019

UNIT SALES: 297
UP 23% from 2019

AV. DAYS-ON-MARKET: 40
DOWN 4 days from 2019

AV. SALE PRICE: \$635,867
UP 16% from 2019

CONDOS/TOWNS

DOLLAR SALES: 0
DOWN \$219,900 from 2019

UNIT SALES: 0
DOWN 2 from 2019

AV. DAYS-ON-MARKET: 0
DOWN 89 days from 2019

AV. SALE PRICE: 0
DOWN \$109,950 from 2019

RESIDENTIAL LAND

DOLLAR SALES: \$21,588,799
UP 278% from 2019

UNIT SALES: 127
UP 149% from 2019

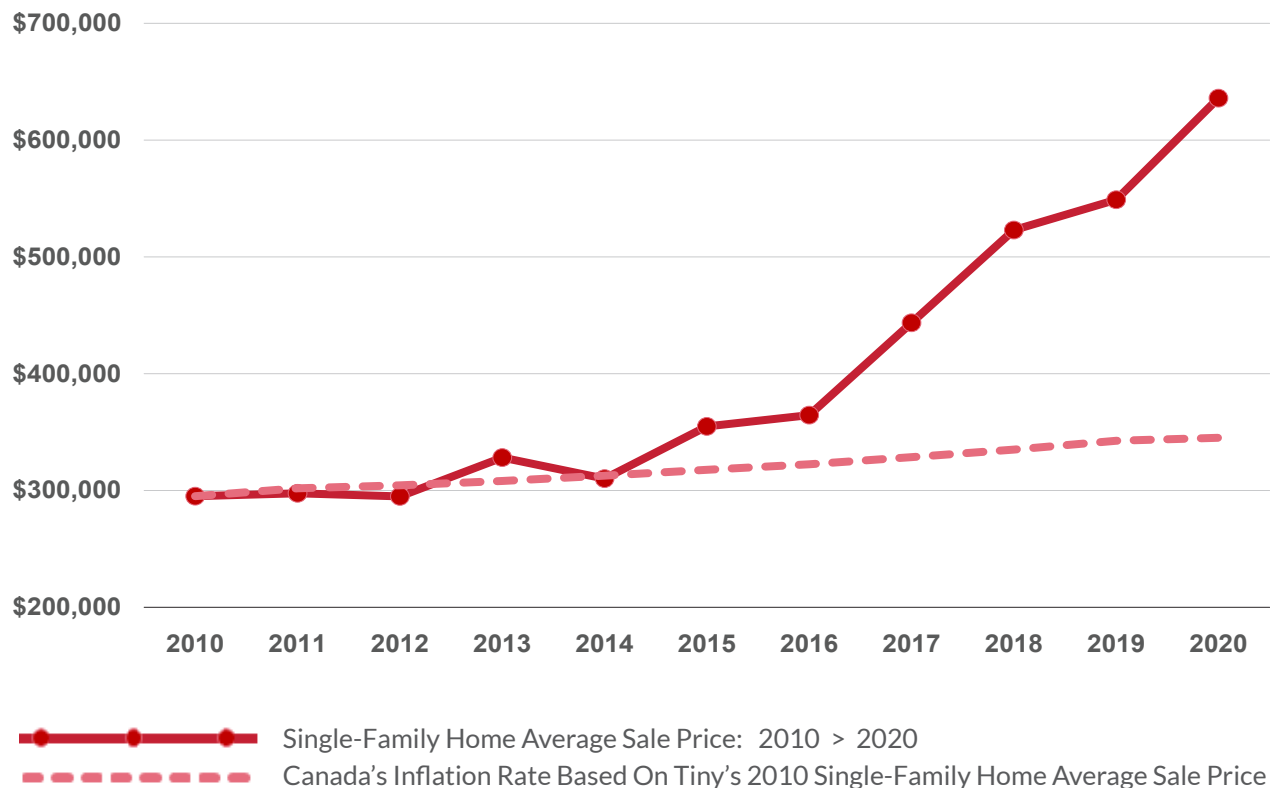
AV. DAYS-ON-MARKET: 53
DOWN 17 days from 2019

AV. SALE PRICE: \$169,991
UP 52% from 2019

TINY TOWNSHIP AVERAGE SALE PRICES: 2010-2020

HUGE GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

- ↑ Tiny's average sale price for single-family homes underwent modest increases from 2010-2014 and then began to climb rapidly in 2015. In 2020 it reached **\$635,867** – up **16%, 22%, 43%, 74%, 79%** and **115%** from 2019, 2018, 2017, 2016, 2015 and 2010 respectively.,
- ↑ From 2010 to 2014 Tiny's annual average sale price for single-family homes increased at approximately Canada's inflation rate. From 2015-2020 the average price rose **84%** above the inflation rate.



ROYAL LEPAGE LOCATIONS NORTH IN 2020

OUR 8TH STRAIGHT RECORD-BREAKING YEAR



WE BROKE OUR OWN SOUTHERN GEORGIAN BAY REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With \$604,080,487 – up 91% from 2019 and up over 1000% from 2011

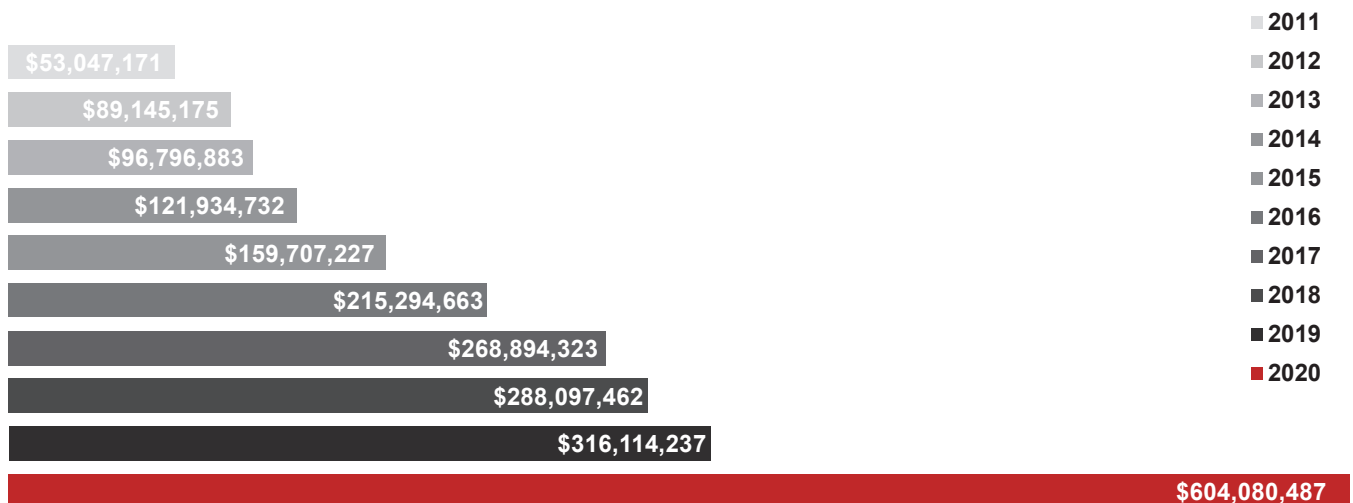


OVERALL WE HAD MORE THAN 4 TIMES THE SALES VOLUME OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH 4 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2020





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REAL ESTATE SERVICE

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THORNURRY

519-599-2136
27 Arthur St.

CREEMORE

705-881-9005
154 Mill St.

CRAIGLEITH

705-445-7799
209820 Hwy. 26 West.

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

STAYNER

705-428-2800
7458 ON-26, #11.

WASAGA BEACH

705-617-9969
1344 Mosley St. Unit 5.