

TINY TOWNSHIP REAL ESTATE MARKET REPORT

FIRST QUARTER 2022

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



OVERVIEW

VOLUME AND UNITS DOWN, WITH AVERAGE PRICES UP



Q1 SALES VOLUME OF \$54,806,902

Down 18% from Q1-2021's \$67,127,453, with units of 58 down 28% from Q1-2021's 81. New listings of 99 down 19% from a year ago, with the sales/listings ratio of 59% down 7%.



MARCH SALES VOLUME OF \$29,615,255

Down 24% from March 2021's \$38,826,045. Units of 29 down 37% from last March's 46, with new listings of 47 down 27% from one year ago, and the sales/listings ratio of 62% down 10%.



RECORD Q1 AVERAGE SALE PRICE OF \$944,947

Up 14% from the \$828,734 of Q1-2021. Average days-on-market of 15 down 2 days.



OVERVIEW (cont'd)

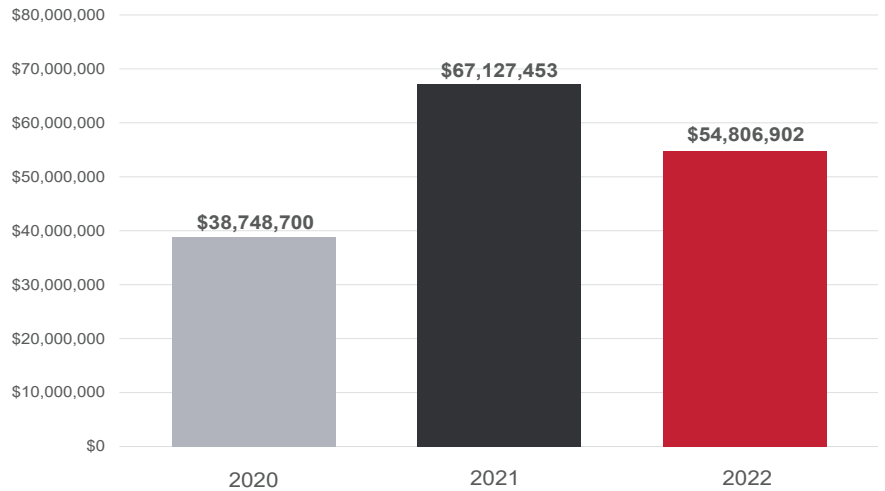


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

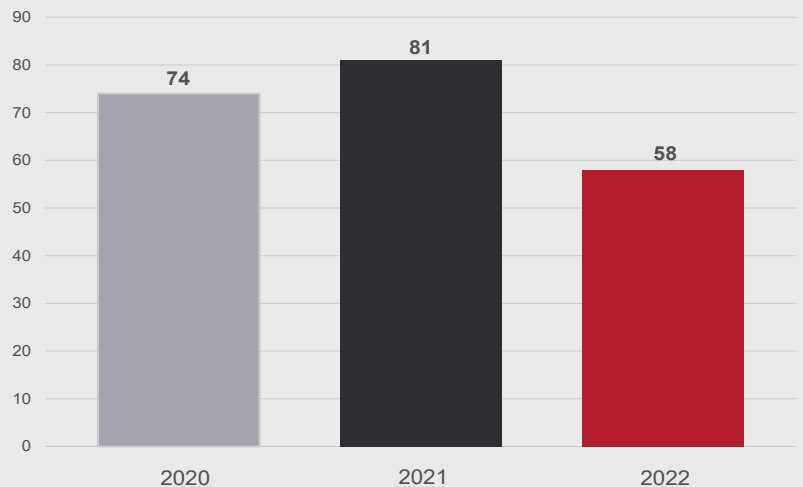
The Tiny market had a relatively high **101.3** sale/list price ratio in March. Homes sold in just **13** days on average, the same as one year ago, and there is currently just **1 month** of inventory. All that, together with March's **62%** sales/listings ratio, adds up to a **sellers' market**.



Graph 1:
Tiny Township MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



Graph 2:
Tiny Township MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL



Table 1:

Tiny Township MLS® Residential Sales And Listing Summary
2020 vs. 2021 vs. 2022

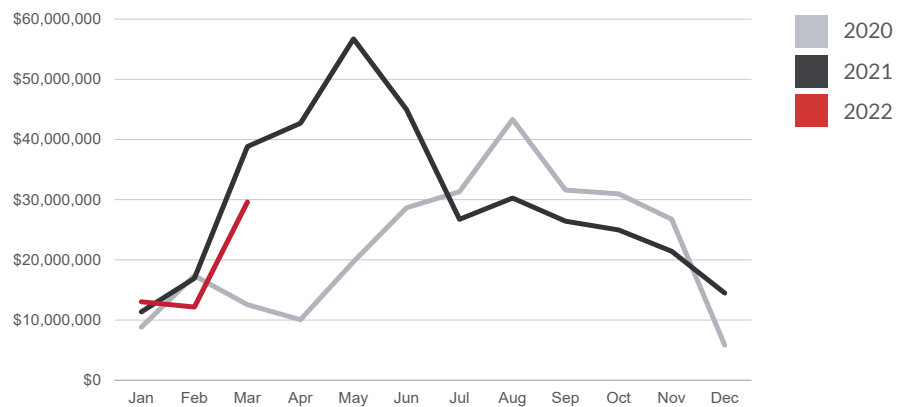
	2020	2021	2022	2021-2022
Volume Sales	\$38,748,700	\$67,127,453	\$54,806,902	-18%
Unit Sales	74	81	58	-28%
New Listings	184	122	99	-19%
Sales/Listings Ratio	40%	66%	59%	-7%
Expired Listings	50	3	1	-67%
Sales: Under \$300K	3	0	1	+100%
Sales: \$300K - \$499K	36	7	0	-700%
Sales: \$500K - \$799K	30	43	26	-40%
Sales: \$800K - \$999K	2	17	13	-24%
Sales: \$1M - \$1.499M	3	8	13	+63%
Sales: \$1.5M - \$1.999M	0	3	4	+33%
Sales: \$2M+	0	3	1	-67%
Average Days-On-Market	53	17	15	-12%
Average Sale Price	\$523,631	\$828,734	\$944,947	+14%

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 April. 3, 2022.. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

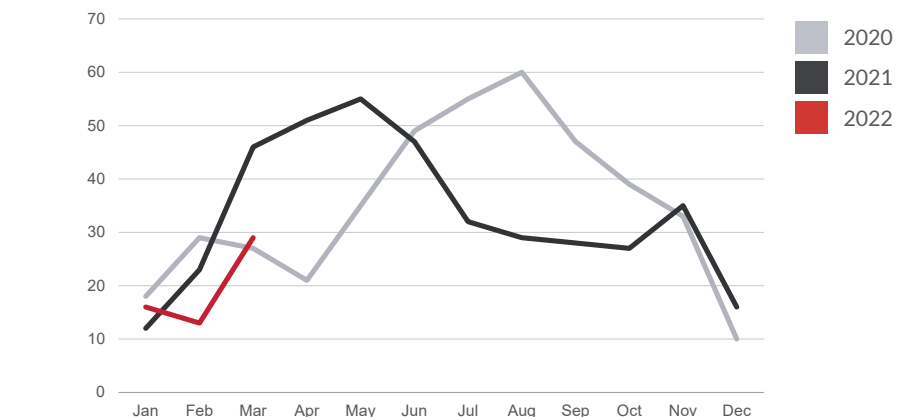
THE MARKET IN DETAIL (cont'd)

As **Graphs 3 and 4** show, the Tiny market, after enjoying extraordinary sales in 2021, has slowed down so far this year. That said, this year's volume of **\$54,806,902** – while down **18%** from Q1-2021's record **\$67,127,453** – was Tiny's second-best Q1 ever, up **41%** from Q1-2020's third-best **\$38,748,700**. On the units side, Q1's **58** were down **28%** from 2021's benchmark – and Tiny's seventh best overall. Other elements within the recent market mix include March's: relatively high **101.3%** sale/list price ratio; average sale time of just **13** days; **1 month** of inventory; and a **62%** sales/listings ratio. Lastly,, the average sale price is doing very well. At **\$944,947** it's up **108%, 85%, 78%, 80%** and **14%** from the Q1's of 2017, 2018, 2019, 2020 and 2021 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Volume)



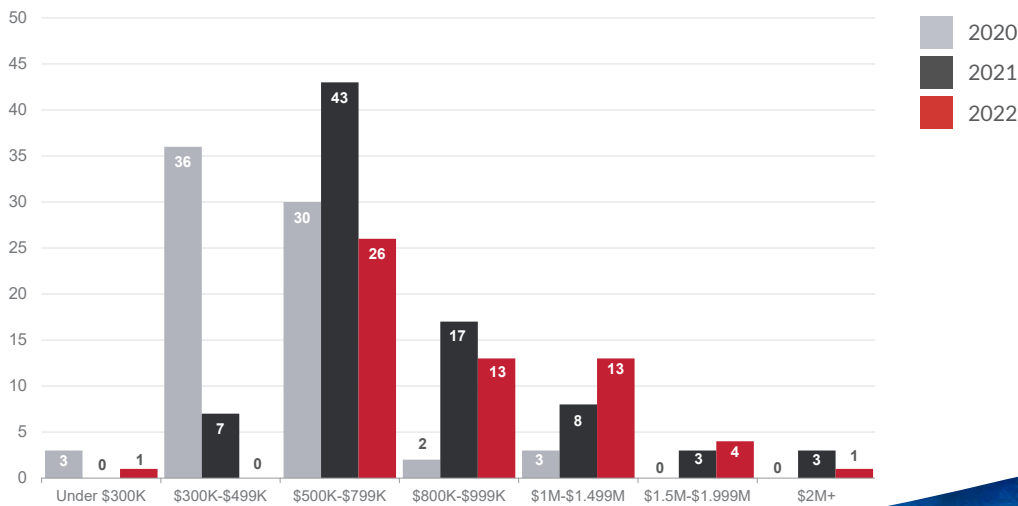
Graph 4:
Tiny Township Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

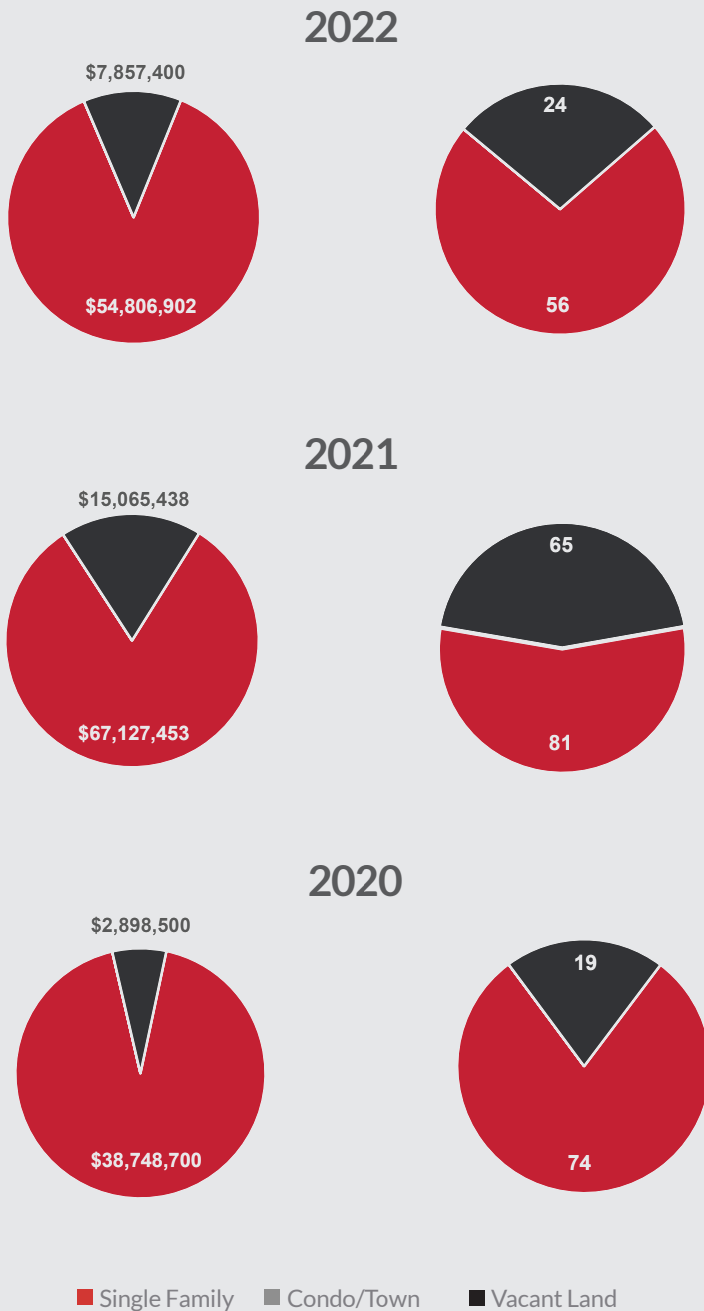
As **Graph 5** shows, Q1-2022 unit sales were up from Q1-2021 in three price ranges and down in four. The Under-\$300K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges were up **100%**, **63%** and **33%** respectively. The \$300K-\$499K, \$500K-\$799K, \$800K-\$999K and \$2M+ ranges were down **700%**, **40%**, **24%** and **67%** respectively. More generally, the Under-\$500K bracket – which accounted for **2%** of Q1-2021's sales – was down **86%** from a year ago. The \$500K-\$999K bracket – which accounted for **67%** of all sales – was down **35%**. And the \$1M+ bracket – which accounted for **31%** of all sales – was up **29%**.

Graph 5:
Tiny Township MLS® Sales By Price
2020 vs. 2021 vs. 2022 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Tiny Township MLS® Sales By Property Type
2020 vs. 2021 vs. 2022 (Dollars and Units)



2022 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$54,806,902
DOWN 18% from Q1-2021

UNIT SALES: 56
DOWN 31% from Q1-2021

AV. DAYS-ON-MARKET: 15
DOWN 2 days from Q1-2021

AV. SALE PRICE: \$944,947
UP 14% from Q1-2021

CONDOS/TOWNS

DOLLAR SALES: 0

UNIT SALES: 0

AV. DAYS-ON-MARKET: 0

AV. SALE PRICE: 0

VACANT LAND

DOLLAR SALES: \$7,857,400
DOWN 48% from Q1-2021

UNIT SALES: 24
DOWN 63% from Q1-2021

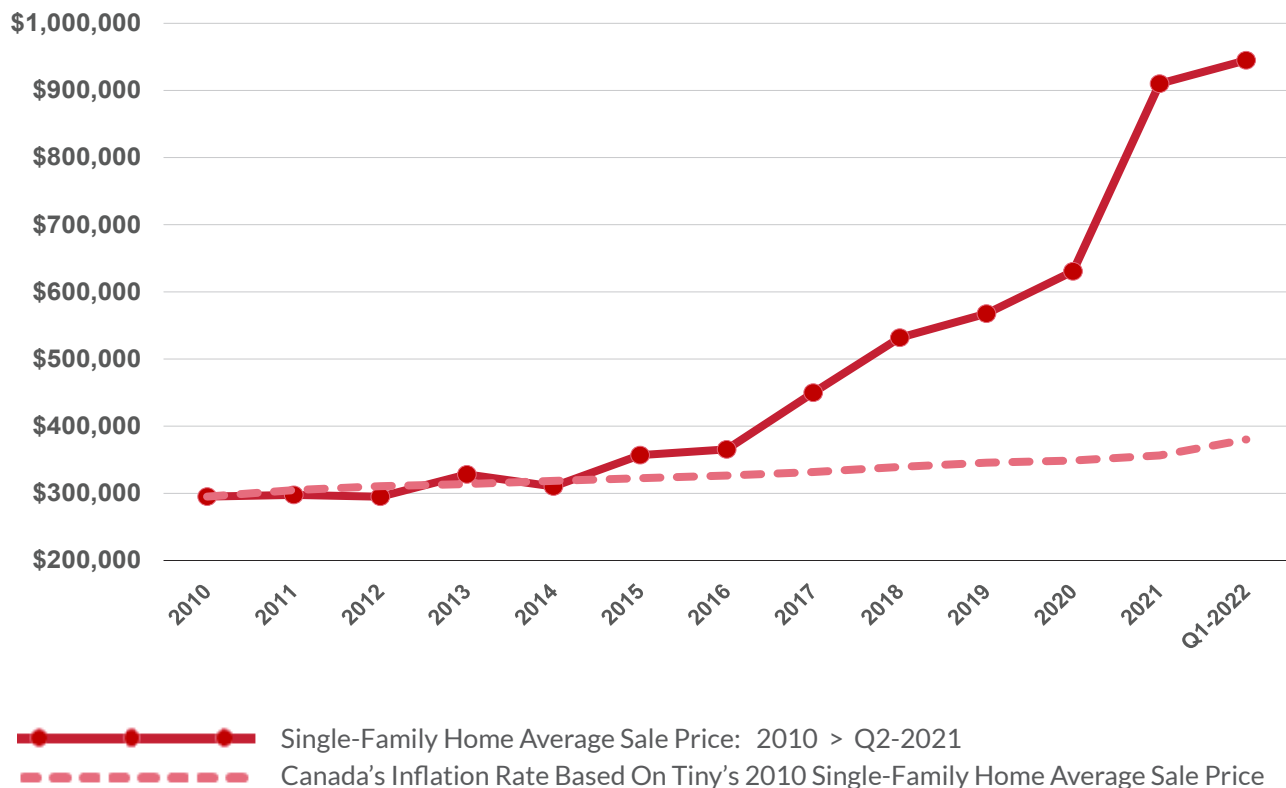
AV. DAYS-ON-MARKET: 46
UP 15 days from Q1-2021

AV. SALE PRICE: \$327,392
UP 41% from Q1-2021

TINY TOWNSHIP AVERAGE SALE PRICES: 2010-2022

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 Q1-2022 it reached **\$944,947** – up **14%**, **80%**, **78%**, **85%**, **108%** and **210%** from 2021, 2020, 2019, 2018, 2017, 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 to Q1-2022 the average price rose **149%** above the inflation rate.



ROYAL LEPAGE LOCATIONS NORTH IN 2021

OUR 9TH STRAIGHT RECORD-BREAKING YEAR



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

With \$1,331,056,293 – up 12½ times from 2011

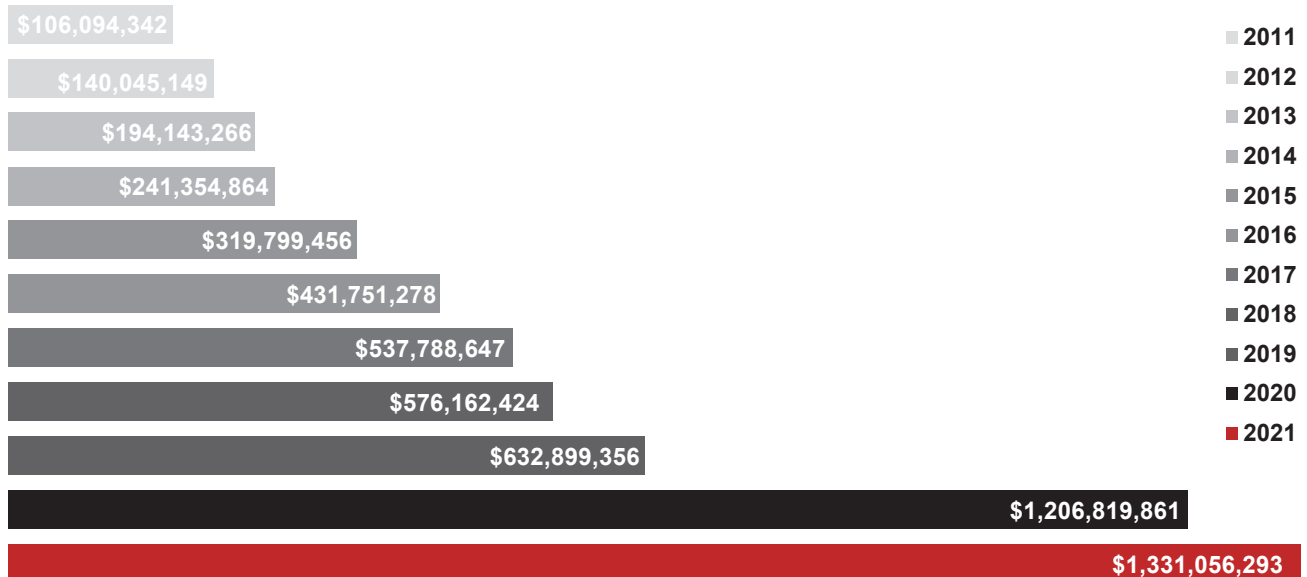


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH NEARLY 3 TIMES THE UNIT SALES OF OUR CLOSEST COMPETITOR

Locations North Sales Volume, 2011 - 2021



Georgian Triangle's
**MOST SUPPORTIVE
BROKERAGE**

\$878,700+

Raised for local causes &
Community Sponsorships
from 2013-2022

#1 Georgian Triangle
BROKERAGE



8

Straight Years*
Of Record Sales!

Featured Listings

36,239+
People Reached†

5,899+
Clicks, Shares, Views, & Likes‡

Q1 BY THE **2022**
Numbers

LOCATIONS NORTH
BROKERAGE

Region's Best
Market Intelligence



56 Detailed **Market Reports**
Per Year FOR YOU

**RECORD Q1 SALES
VOLUME OF**

With \$543,188,334



3 TIMES
MORE

than our closest regional competitor†



Award Winning Service

Socially Connected



67,766+

Social Media Impressions

Clicks, Views, Shares,
Likes, Tweets‡

We average

600

Buyer leads/month§

With over **4X** the average
industry conversion rate



LocationsNorth.com



WINTER BLAST \$5200

**Raised for Local Charities
in 2022**

COLLINGWOOD: 705-445-5520 | CREEMORE: 705-881-9005 | MEAFORD: 519-538-5755
THORNBURY: 519-599-2136 | WASAGA BEACH: 705-617-9969

†By MLS® dollar volume sales in each of the last 8 years. ‡Based on Google Analytics (January 1st, 2022 to March 31st, 2022). §Based on social media channels (January 1st, 2022 to March 31st, 2022). ¶Based on June 2020 lead volume



PERSONAL PROFESSIONAL PROGRESSIVE

REAL ESTATE SERVICE

At Locations North we do everything we can to put you first. And that includes completely respecting your privacy. If we can ever be of help with your real estate needs, please give us a call or visit our website at www.locationsnorth.com



COLLINGWOOD

705-445-5520
330 First St.

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.