

TINY TOWNSHIP REAL ESTATE MARKET REPORT

2021 IN REVIEW

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



OVERVIEW

RECORD VOLUME SALES AND HUGE AVERAGE PRICE INCREASES



RECORD ANNUAL SALES VOLUME OF \$356,170,652

Up 33% from 2020's \$266,986,767, with units of 391 down 8% from last year's 423. New listings of 552 down 10%, with the sales/listings ratio of 71% up 2%.



FOURTH QUARTER VOLUME OF \$61,239,427

Down 4% from Q4-2020's \$63,569,573. Units of 68 down 7% from last year's 82, with new listings of 74 up 10% and the sales/listings ratio of 92% down 30%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$910,923

Up 44% from last year's \$631,174. Average days-on-market of 18 down 21 days.



OVERVIEW (cont'd)

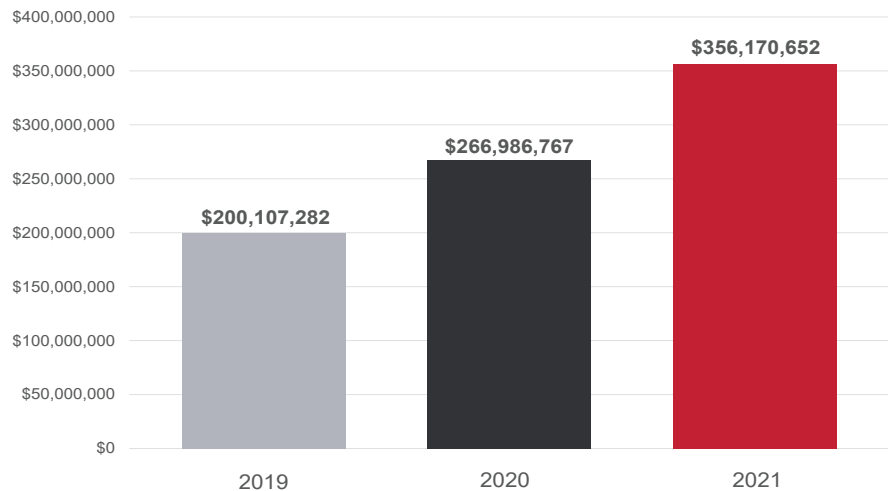


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

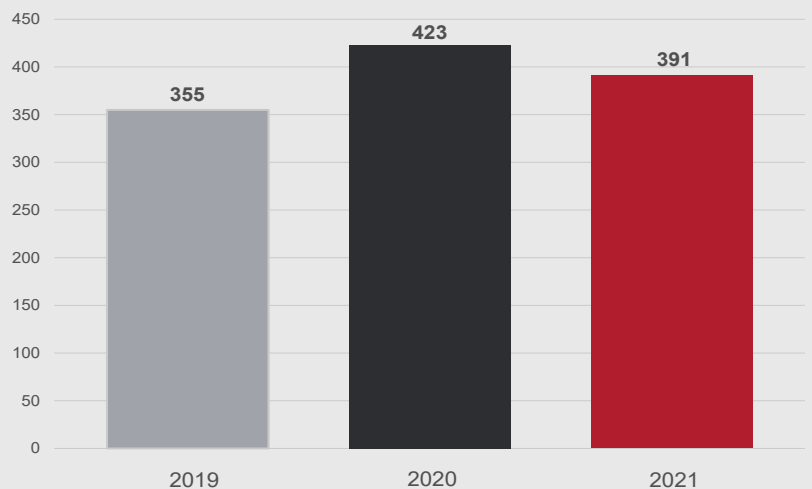
The Tiny market had a high **103.2%** sale/list price ratio in December. Homes sold in just **16** days on average, down **31** days from a year ago, and there is currently just **1 month** of inventory. All that, together with December's very high **114%** sales/listings ratio, adds up to a **strong sellers' market**.



Graph 1:
Tiny Township MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



Graph 2:
Tiny Township MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL



Table 1:

Tiny Township MLS® Residential Sales And Listing Summary
2019 vs. 2020 vs. 2021

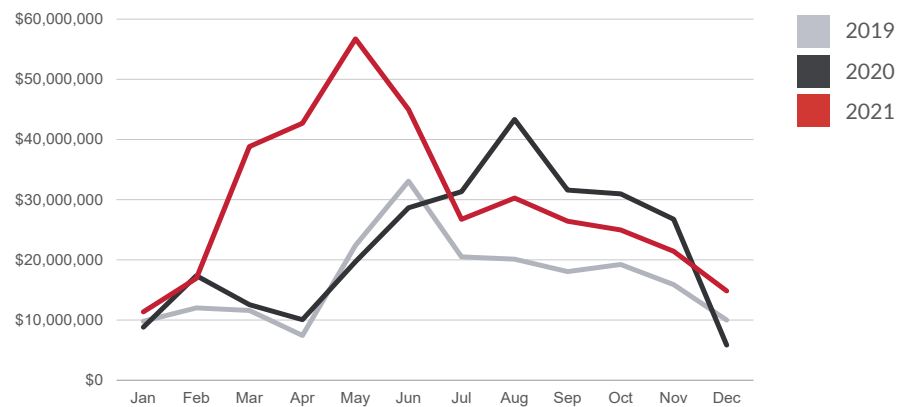
	2019	2020	2021	2020-2021
Annual Volume Sales	\$200,107,282	\$266,986,767	\$356,170,652	+33%
Annual Unit Sales	355	423	391	-8%
Annual New Listings	788	613	552	-10%
Annual Sales/Listings Ratio	45%	69%	71%	+2%
Annual Expired Listings	206	167	47	-72%
Fourth Quarter (Q4) Volume Sales	\$45,111,033	\$63,569,573	\$61,239,427	-4%
Q4 Unit Sales	78	82	68	-7%
Q4 New Listings	105	67	74	+10%
Q4 Sales/Listings Ratio	74%	122%	92%	-30%
Q4 Expired Listings	81	27	23	-15%
Q4 Average Price	\$578,347	\$775,239	\$900,580	+16%
Annual Sales: Under \$300K	46	9	0	-900%
Annual Sales: \$300K - \$499K	142	173	39	-77%
Annual Sales: \$500K - \$799K	120	162	179	+10%
Annual Sales: \$800K - \$999K	24	37	73	+97%
Annual Sales: \$1M - \$1.499M	14	27	57	+111%
Annual Sales: \$1.5M - \$1.999M	6	7	23	+229%
Annual Sales: \$2M+	3	8	20	+150%
Annual Average Days-On-Market	48	39	18	-54%
Annual Average Sale Price	\$563,682	\$631,174	\$910,923	+44%

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. 2, 2022. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

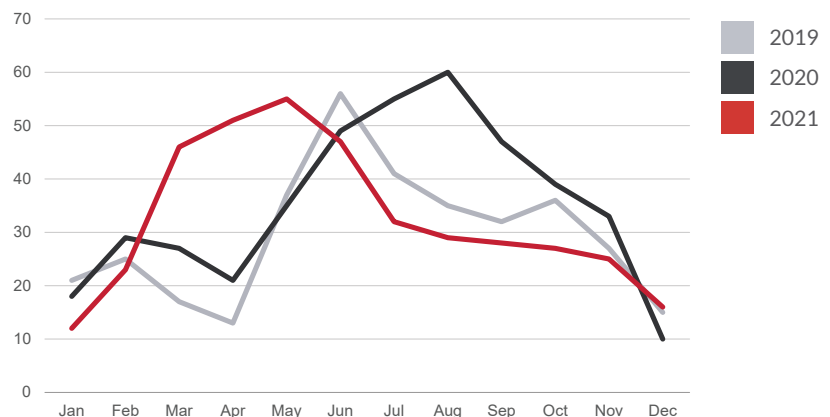
THE MARKET IN DETAIL (cont'd)

The Tiny Township market enjoyed big record sales during the first half of 2021, which then slowed considerably during the second half. On the volume side, Tiny saw six new benchmark months and six runners-up, with volume of **\$356,170,652** up **33%** from 2020's prior high and up **78%** from 2019's third best total. On the units side, 2021's **391** sales were down **8%** from 2020's **423** and down **19%** from 2016's all-time high of **443**. The reconciling factor was average sale price, with single-family homes up **44%** from last year. Additionally, December's high **103.2%** sale/list price ratio, **114%** sales/listings ratio and **one month of inventory** all point to a strong start for 2022. Lastly, 2021's average sale price did *exceptionally well*. At **\$910,923** it was up **149%**, **103%**, **71%**, **62%** and **44%** from 2016-2020 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Volume)



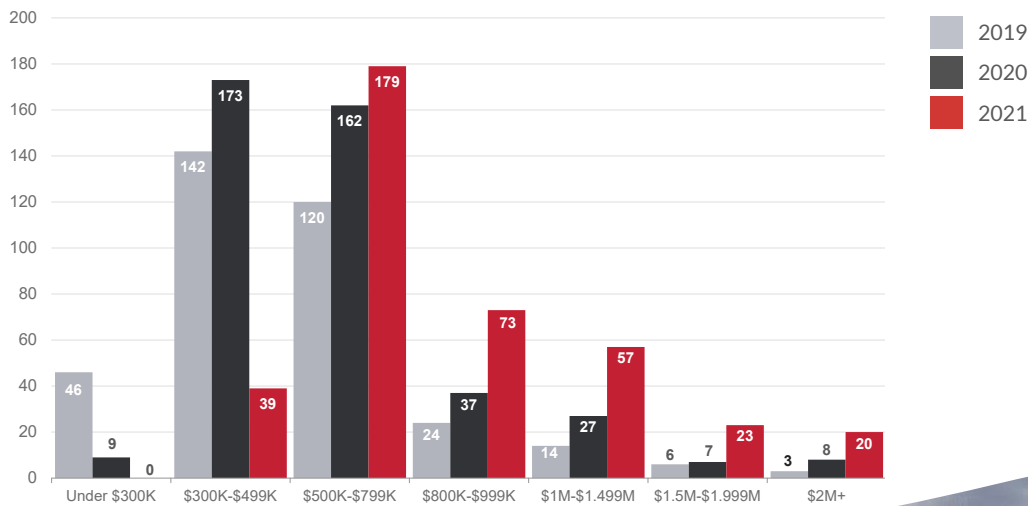
Graph 4:
Tiny Township Monthly MLS® Sales
2019 vs. 2020 vs. 2021 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2021 unit sales was up from 2020 in five price ranges and down in two. The \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges were up **10%**, **97%**, **111%**, **229%** and **150%** respectively. The Under-\$300K and \$300K-\$499K ranges were down **900%** and **77%** respectively. More generally, the Under-\$500K bracket – which accounted for **10%** of 2021's sales – was down **79%** from a year ago. The \$500K-\$999K bracket – which accounted for **64%** of all sales – was up **27%**. And the \$1M+ bracket – which accounted for **26%** of all sales – was up **138%**.

Graph 5:
Tiny Township MLS® Sales By Price
2019 vs. 2020 vs. 2021 (Units)



SALES BY PROPERTY TYPE

Graph 6:

Tiny Township MLS® Sales By Property Type
2019 vs. 2020 vs. 2021 (Dollars and Units)

2021 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$356,170,852
UP 34% from 2020

UNIT SALES: 391
DOWN 7% from 2020

AV. DAYS-ON-MARKET: 18
DOWN 21 days from 2020

AV. SALE PRICE: \$910,923
UP 44% from 2020

CONDOS/TOWNS

DOLLAR SALES: 0

UNIT SALES: 0

AV. DAYS-ON-MARKET: 0

AV. SALE PRICE: 0

VACANT LAND

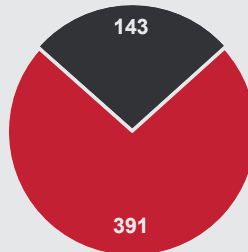
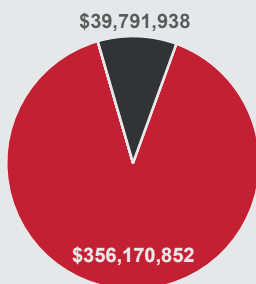
DOLLAR SALES: \$39,791,938
UP 63% from 2020

UNIT SALES: 143
DOWN 4% from 2020

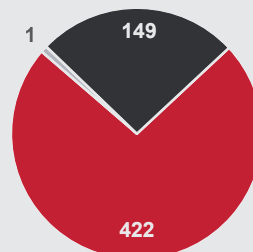
AV. DAYS-ON-MARKET: 34
DOWN 25 days from 2020

AV. SALE PRICE: \$278,265
UP 70% from 2020

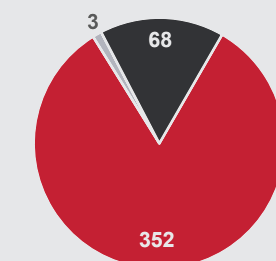
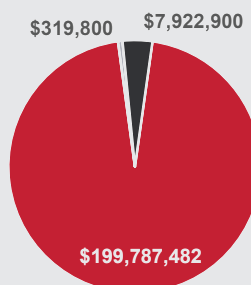
2021



2020



2019

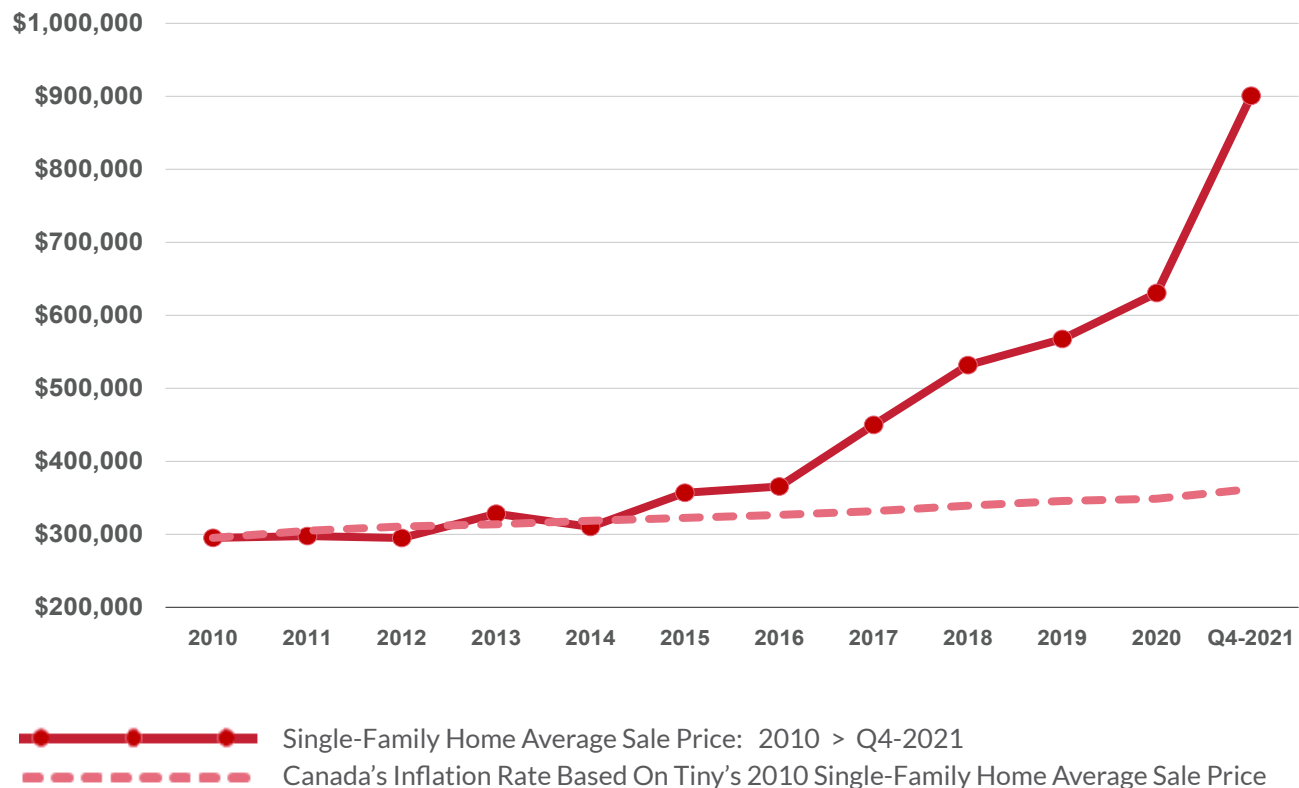


■ Single Family ■ Condo/Town ■ Vacant Land

TINY TOWNSHIP AVERAGE SALE PRICES: 2010-2021

HUGE GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

- ↑ Tiny's average sale price for single-family homes underwent modest ups and downs from 2010-2014 and then began to climb rapidly in 2015. In Q4-2021 it reached **\$900,580** — up **43%**, **59%**, **69%**, **100%**, **146%** and **205%** from 2020, 2019, 2018, 2017, 2016 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 Q4-2021 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

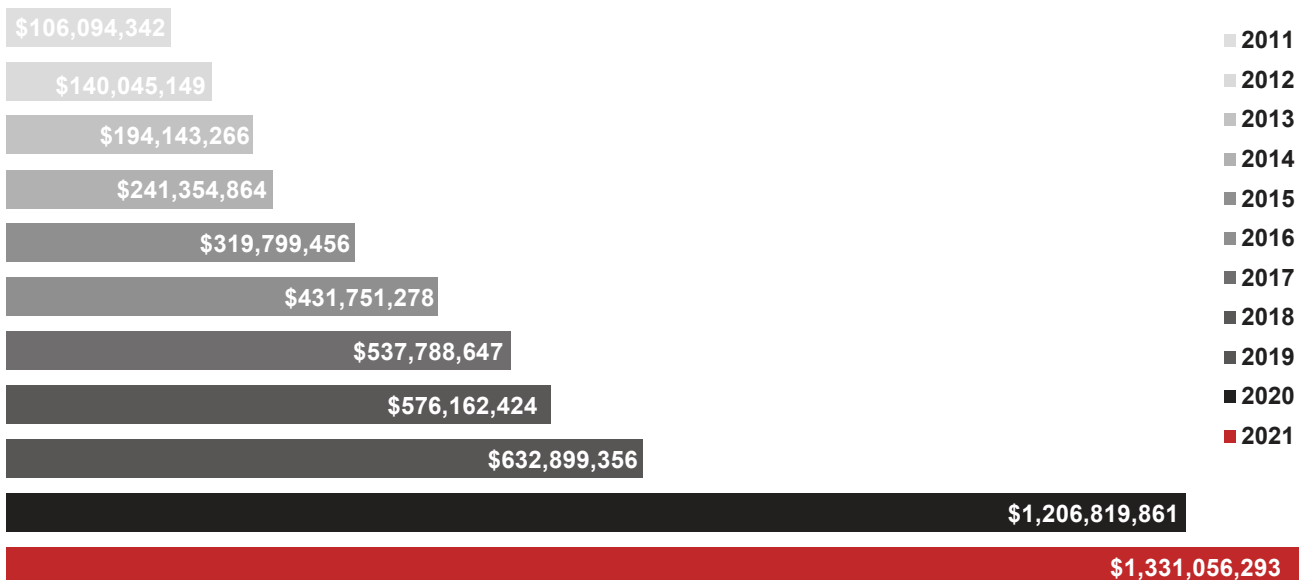


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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





LOCATIONS **NORTH**
BROKERAGE

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.

THORN BURY

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.