

TINY TOWNSHIP REAL ESTATE MARKET REPORT

SECOND QUARTER 2022

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



OVERVIEW

SLOWING VOLUME AND UNIT SALES, WITH AVERAGE SALE PRICES UP SLIGHTLY



YEAR-TO-DATE SALES VOLUME OF \$113,499,631

Down 46% from 2021's \$211,506,197, with units of 118 down 50% from last year's 234. New listings of 300 down 13%, with the sales/listings ratio of 39% down 29%.



SECOND QUARTER SALES VOLUME OF \$58,692,929

Down 59% from Q2-2021's \$144,378,744. Units of 60 down 61% from last year's 153, with new listings of 201 down 9% and the sales/listings ratio of 30% down 39%.



RECORD YEAR-TO-DATE AVERAGE SALE PRICE OF \$961,863

Up 6% from 2021's \$903,873. Average days-on-market of 16 up 2 days.

OVERVIEW (cont'd)

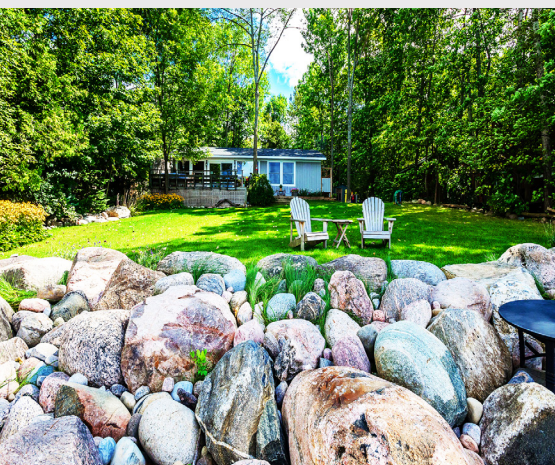
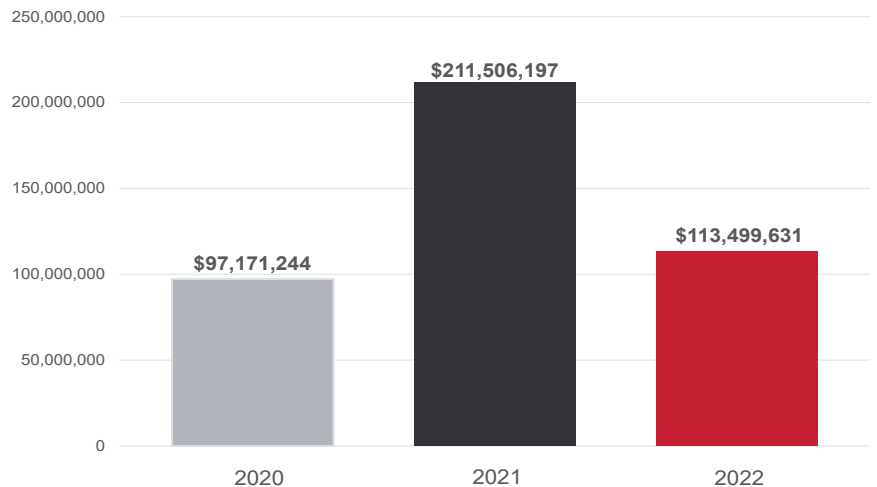


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

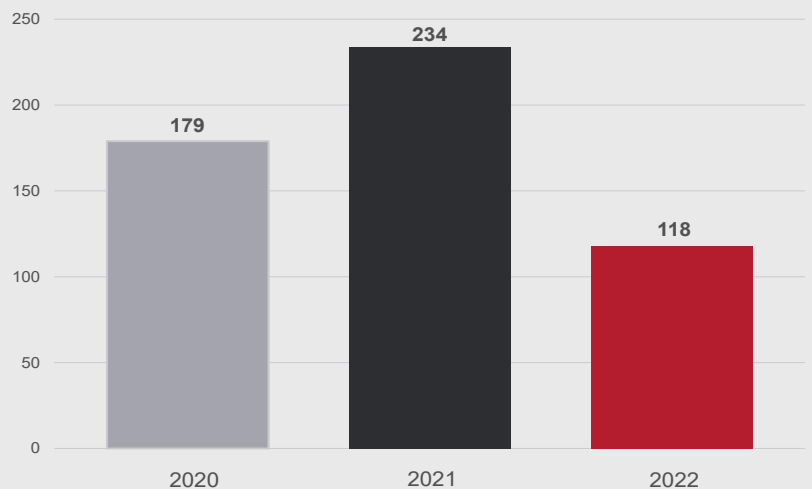
The Tiny Township market had a **98.6%** sale/list price ratio in June. Homes sold in **16** days on average, up **3** days from a year ago. Overall, the market is transitioning towards balance.



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

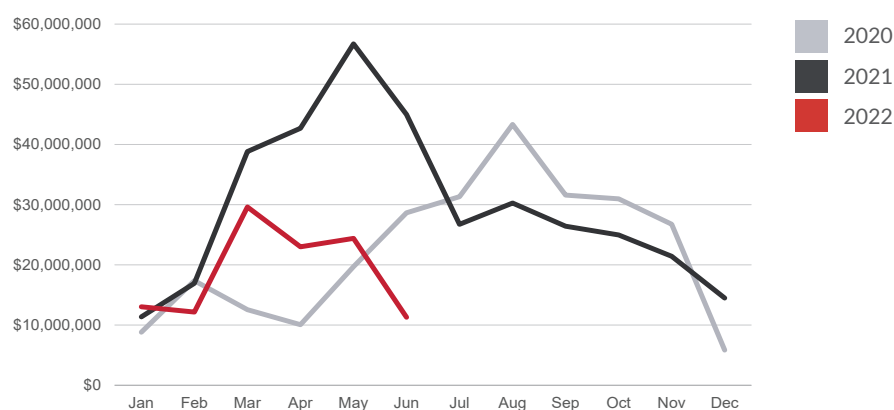
	2020	2021	2022	2021-2022
Year-To-Date (YTD) Volume Sales	\$97,171,244	\$211,506,197	\$113,499,631	-46%
YTD Unit Sales	179	234	118	-50%
YTD New Listings	369	343	300	-13%
YTD Sales/Listings Ratio	49%	68%	39%	-29%
YTD Expired Listings	80	8	10	+25%
Second Quarter (Q2) Volume Sales	\$58,422,544	\$144,378,744	\$58,692,929	-59%
Q2 Unit Sales	105	153	60	-61%
Q2 New Listings	185	222	201	-9%
Q2 Sales/Listings Ratio	57%	69%	30%	-39%
Q2 Expired Listings	37	5	8	+60%
Q2 Average Sale Price	\$556,405	\$943,652	\$978,215	+4%
YTD Sales: Under \$300K	6	0	2	+200%
YTD Sales: \$300K - \$499K	82	27	2	-93%
YTD Sales: \$500K - \$799K	73	110	51	-54%
YTD Sales: \$800K - \$999K	7	39	26	-33%
YTD Sales: \$1M - \$1.499M	18	29	27	-7%
YTD Sales: \$1.5M - \$1.999M	1	15	6	-60%
YTD Sales: \$2M+	0	14	4	-71%
YTD Average Days-On-Market	47	14	16	+14%
YTD Average Sale Price	\$542,856	\$903,873	\$961,863	+6%

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

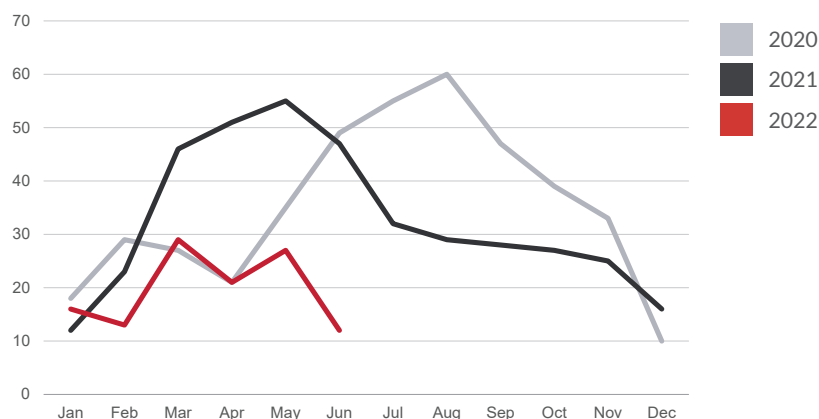
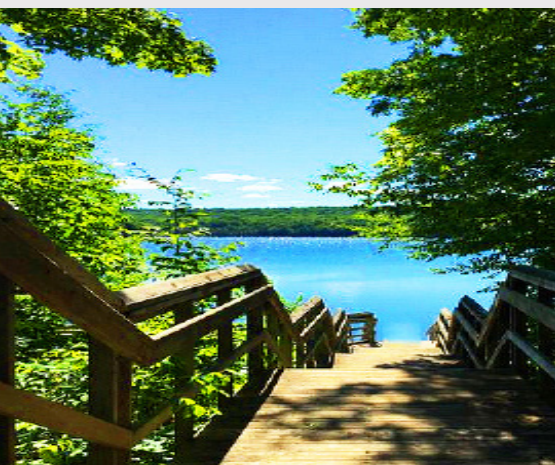
THE MARKET IN DETAIL (cont'd)

Despite being down **46%** from last year's stratospheric **\$211,506,157** in volume, Tiny Township's 2022 sales of **\$113,499,631** were its second best total ever. However, the community's Q2-2022's sales of **\$58,692,929** were down **59%** from Q2-2021's **144,378,744**, and just the fourth best ever. On the units side, Tiny's year-to-date sales of **118** were down **50%** from last year's **234** and also its fourth best ever; while Q2-2022's **60** sales were down **61%** and the fewest in the last ten years. All that said, 2022's average sale price of **\$961,863** was up **78%, 69%, 77%** and **6%** from that of 2018, 2019, 2020 and 2021 respectively

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



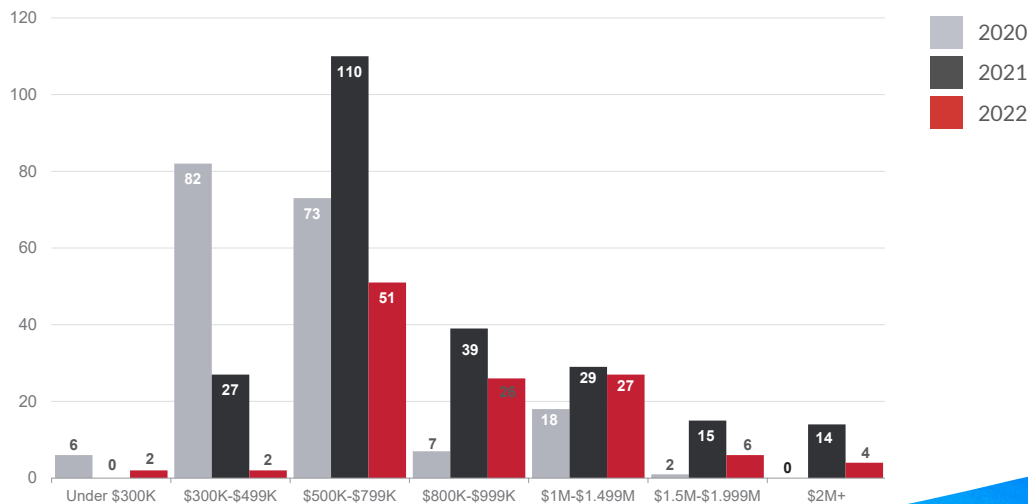
Graph 4:
Tiny Township Monthly MLS® Sales
2020 vs. 2021 vs. 2022 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2022 unit sales are up from 2021 in one price range and down in six. The Under-\$300K is up **200%**. The \$300K-\$499K, \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M, \$1.5M-\$1.999M and \$2M+ ranges are down **93%**, **54%**, **33%**, **7%**, **60%** and **71%** respectively. More generally, the Under-\$500K bracket – which accounts for **4%** of 2022's sales – is down **85%** from a year ago. The \$500K-\$999K bracket – which accounts for **65%** of all sales – is down **48%**. And the \$1M+ bracket – which accounts for **31%** of all sales – is down **36%**.

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: \$113,499,631
DOWN 46% from 2021

UNIT SALES: 118
DOWN 50% from 2021

AV. DAYS-ON-MARKET: 16
UP 2 days from 2021

AV. SALE PRICE: \$961,863
UP 6% from 2021

CONDOS/TOWNS

DOLLAR SALES: 0

UNIT SALES: 0

AV. DAYS-ON-MARKET: 0

AV. SALE PRICE: 0

RESIDENTIAL LAND

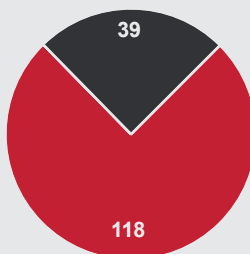
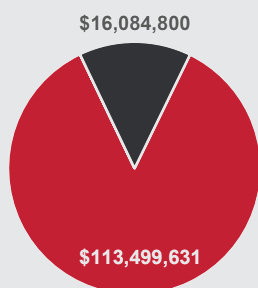
DOLLAR SALES: \$16,084,800
DOWN 41% from 2021

UNIT SALES: 39
DOWN 61% from 2021

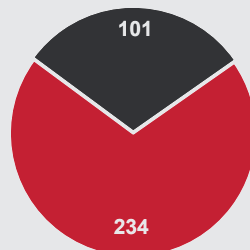
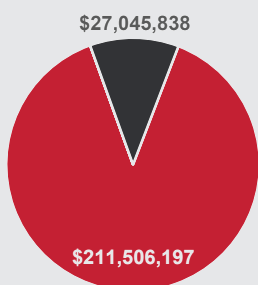
AV. DAYS-ON-MARKET: 67
UP 38 days from 2021

AV. SALE PRICE: \$412,431
UP 54% from 2021

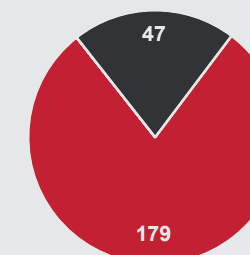
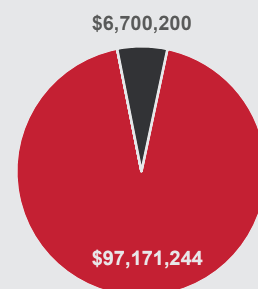
2022



2021



2020

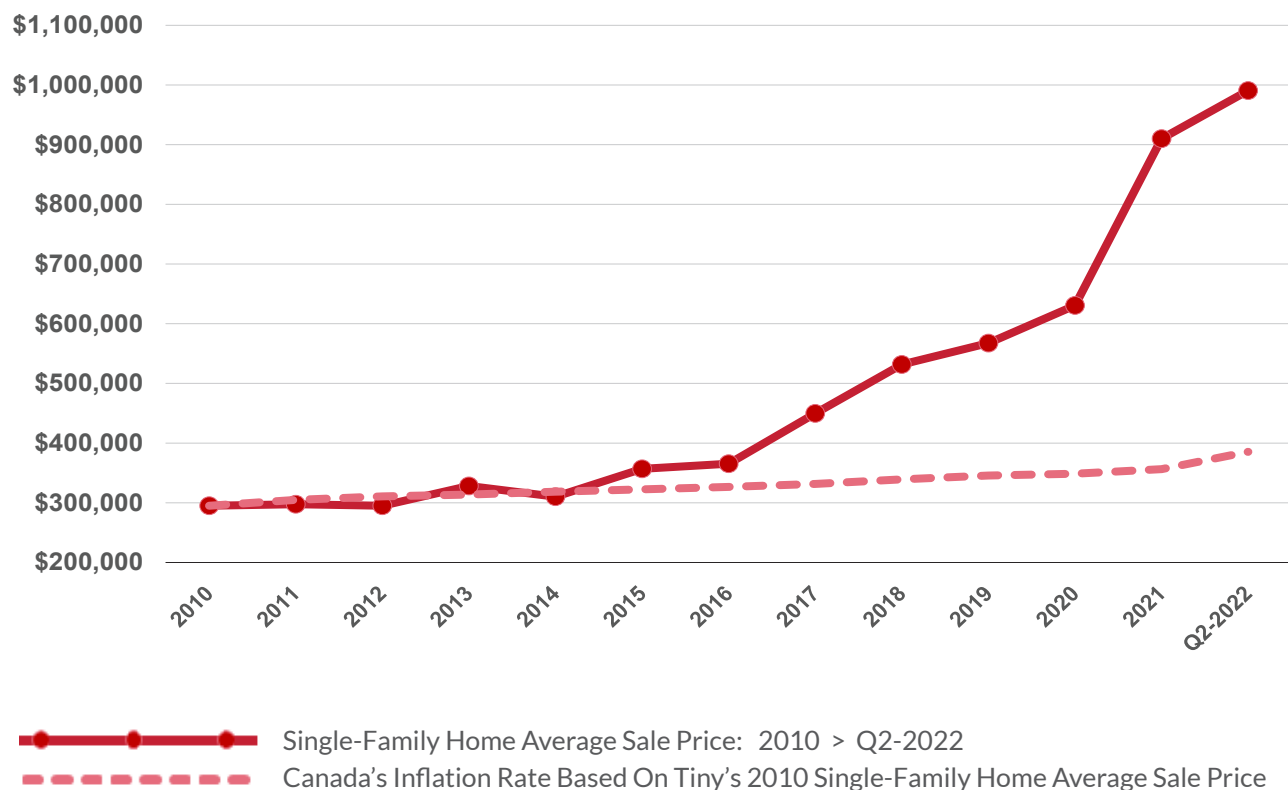


■ Single Family ■ Condo/Town ■ Residential Land

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 Q2-2022 it reached **\$990,558** – up **9%**, **57%**, **74%**, **86%** and **236%** from 2021, 2020, 2019, and 2018 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 Q2-2022 the average price rose **157%** 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

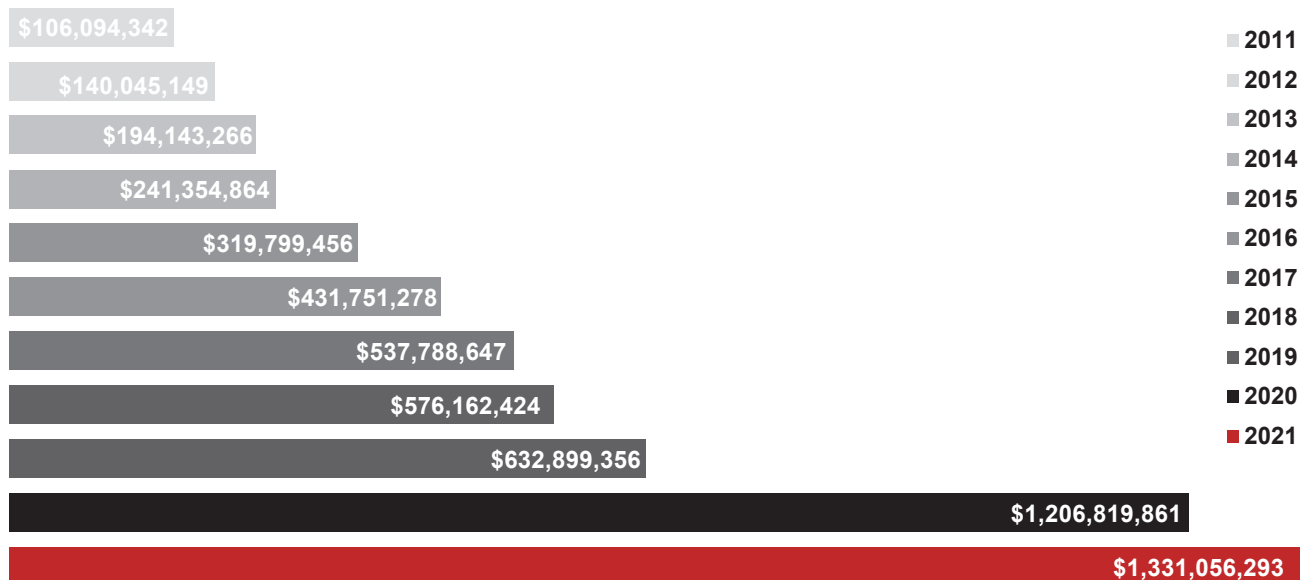


OVERALL WE HAD MORE THAN 3 TIMES THE SALES VOLUME
OF OUR CLOSEST REGIONAL COMPETITOR



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.

STAYNER

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

MEAFORD

519-538-5755
96 Sykes St.

WASAGA BEACH

705-429-4800
1249 Mosley St.

WASAGA BEACH

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

