

TINY TOWNSHIP REAL ESTATE MARKET REPORT

SECOND QUARTER 2023

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 \$95,418,700

Down 16% from 2022's \$112,929,831, with units of 97 down 17% from last year's 117. New listings of 339 up 13%, with the sales/listings ratio of 29% down 10%.



SECOND QUARTER SALES VOLUME OF \$59,869,400

Up 3% from Q2-2022's \$58,122,929. Units of 61 up 3% from last year's 59, with new listings of 204 up 1% and the sales/listings ratio of 30% up 1%.



YEAR-TO-DATE AVERAGE SALE PRICE OF \$983,698

Up 2% from 2022's \$965,212. Average days-on-market of 49 up 33 days.



OVERVIEW (cont'd)

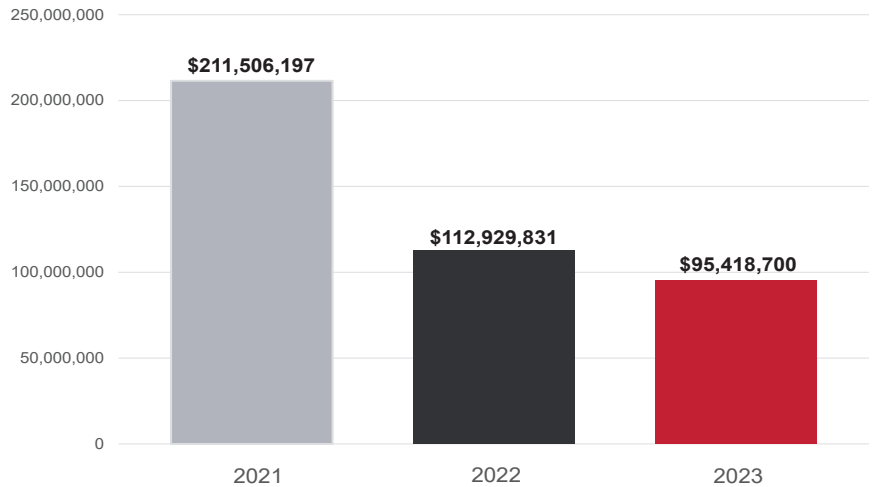


THE DEMAND FOR LISTINGS IS LESS THAN THE SUPPLY

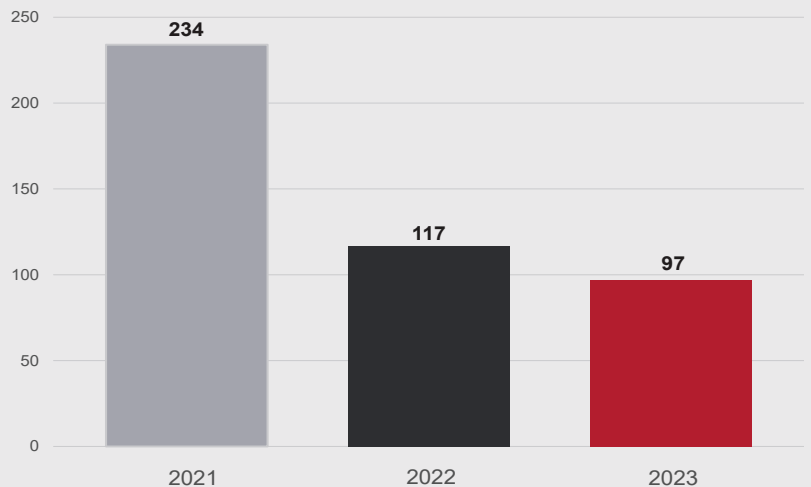
The Tiny market had a **96.6%** sale/list price ratio in June, down from May's **97.2%** and last June's **98.6%**. Homes sold in **42** days on average, up **26** days from a year ago. There is currently **8 months** of inventory. All that, and June's **24%** sales/listings ratio, adds up to a **buyers' market**.



Graph 1:
Tiny Township MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



Graph 2:
Tiny Township MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL



Table 1:

Tiny Township MLS® Residential Sales And Listing Summary
2021 vs. 2022 vs. 2023

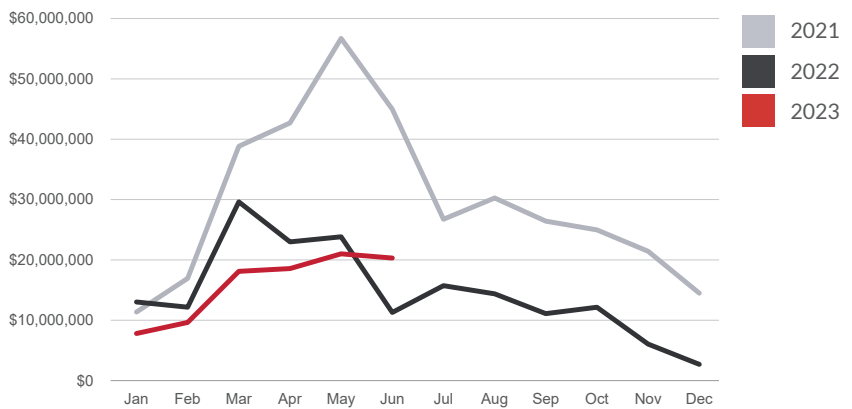
	2021	2022	2023	2022-2023
Year-To-Date (YTD) Volume Sales	\$211,506,197	\$112,929,831	\$95,418,700	-16%
YTD Unit Sales	234	117	97	-17%
YTD New Listings	343	300	339	+13%
YTD Sales/Listings Ratio	68%	39%	29%	-10%
YTD Expired Listings	8	10	61	+510%
Second Quarter (Q2) Volume Sales	\$144,378,744	\$58,122,929	\$59,869,400	+3%
Q2 Unit Sales	153	59	61	+3%
Q2 New Listings	222	201	204	+1%
Q2 Sales/Listings Ratio	69%	29%	30%	+1%
Q2 Expired Listings	5	8	29	+263%
Q2 Average Sale Price	\$943,652	\$985,134	\$981,466	-03%
YTD Sales: Under \$300K	0	2	3	+50%
YTD Sales: \$300K - \$499K	27	2	4	+100%
YTD Sales: \$500K - \$799K	110	50	45	-10%
YTD Sales: \$800K - \$999K	39	26	22	-15%
YTD Sales: \$1M - \$1.499M	29	27	14	-48%
YTD Sales: \$1.5M - \$1.999M	15	6	3	-50%
YTD Sales: \$2M+	14	4	6	+50%
YTD Average Days-On-Market	14	16	49	+206%
YTD Average Sale Price	\$903,873	\$965,212	\$983,698	+2%

NOTE: All MLS® sales data in this report comes from the Lakelands Association Of REALTORS® and refers specifically to residential sales as of July 3, 2023. While deemed to be reliable, Royal LePage Locations North assumes no responsibility for errors and omissions.

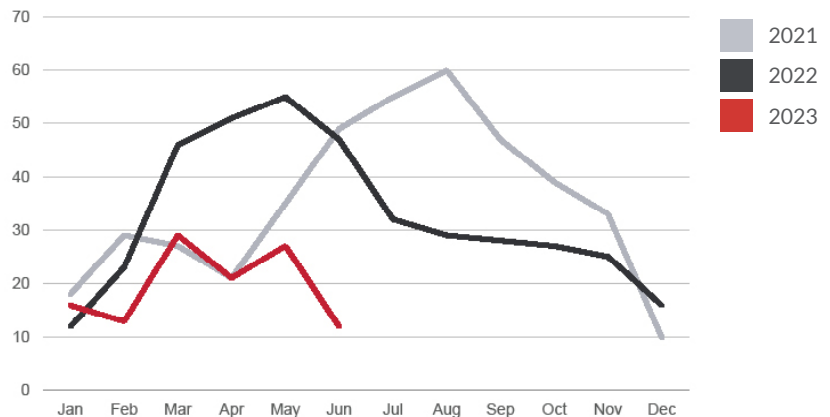
THE MARKET IN DETAIL (cont'd)

As **Graphs 3** and **4** show, the Tiny Township market has been relatively slow this year. Although second quarter volume of **\$59,869,400** was up **3%** from Q2-2022 and the second best ever, it was down **59%** from Q2-2021's record **\$144.378,744**. Regarding year-to-date sales, Tiny's **\$95,418,700** were down **16%** from 2022, down **55%** from 2021's record **\$211,506,197**, and the fifth best ever. On the units side, Q2-2023's **61** were up **3%** from Q2-2022's **59**, but down **61%** from 2021's benchmark **153**. And Tiny's year-to-date tally of **97** were down **59%** from 2021's record **234**. Lastly, although sales were down, Tiny still enjoyed a record, year-to-date sale price. At **\$983,698** it was up **2%**, **9%**, and **81%** from that of 2022, 2021 and 2020 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Volume)



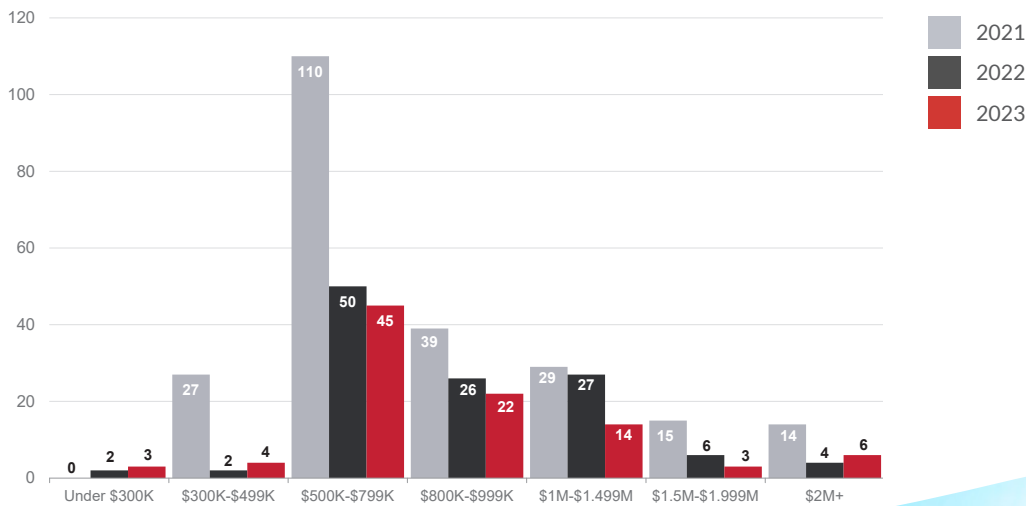
Graph 4:
Tiny Township Monthly MLS® Sales
2021 vs. 2022 vs. 2023 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2023 unit sales are up from 2022 in three price ranges and down in four. The Under-\$300K, \$300K-\$499K and \$2M+ price ranges are up **50%**, **100%** and **50%** respectively. The \$500K-\$799K, \$800K-\$999K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges are down **10%**, **15%**, **48%** and **50%** respectively. More generally, the Under-\$500K bracket – which accounts for **7%** of 2022's sales – is up **75%** from a year ago. The \$500K-\$999K bracket – which accounts for **69%** of all sales – is down **12%**. And the \$1M+ bracket – which accounts for **24%** of all sales – is down **38%**.

Graph 5:
Tiny Township MLS® Sales By Price
2021 vs. 2022 vs. 2023 (Units)

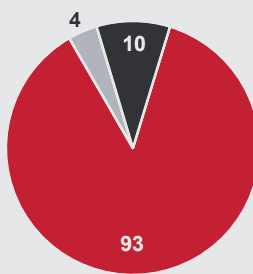
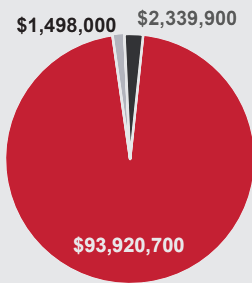


SALES BY PROPERTY TYPE

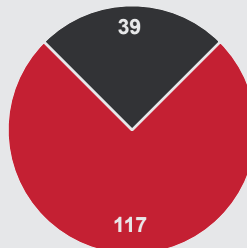
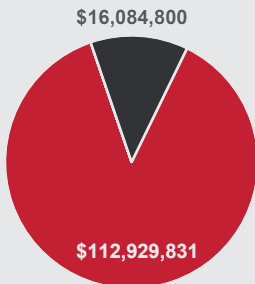
Graph 6:
Tiny Township MLS® Sales By Property Type
2021 vs. 2022 vs. 2023 (Dollars and Units)

2023 IN DETAIL

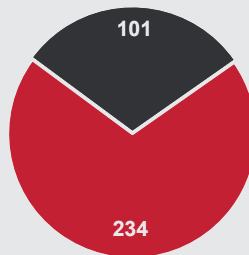
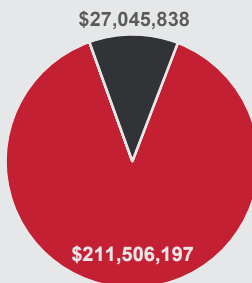
2023



2022



2021



■ Single Family ■ Condo/Town ■ Residential Land

SINGLE-FAMILY HOMES

DOLLAR SALES: \$93,920,700
DOWN 17% from 2022

UNIT SALES: 93
DOWN 21% from 2022

AV. DAYS-ON-MARKET: 46
UP 30 days from 2022

AV. SALE PRICE: \$1,009,900
UP 4% from 2022

CONDOS/TOWNS

DOLLAR SALES: \$1,498,000
UP 100% from 2022

UNIT SALES: 4
UP 100% from 2022

AV. DAYS-ON-MARKET: 121
UP 121 from 2022

AV. SALE PRICE: \$374,500
UP 100% from 2022

RESIDENTIAL LAND

DOLLAR SALES: \$2,339,900
DOWN 85% from 2022

UNIT SALES: 10
DOWN 74% from 2022

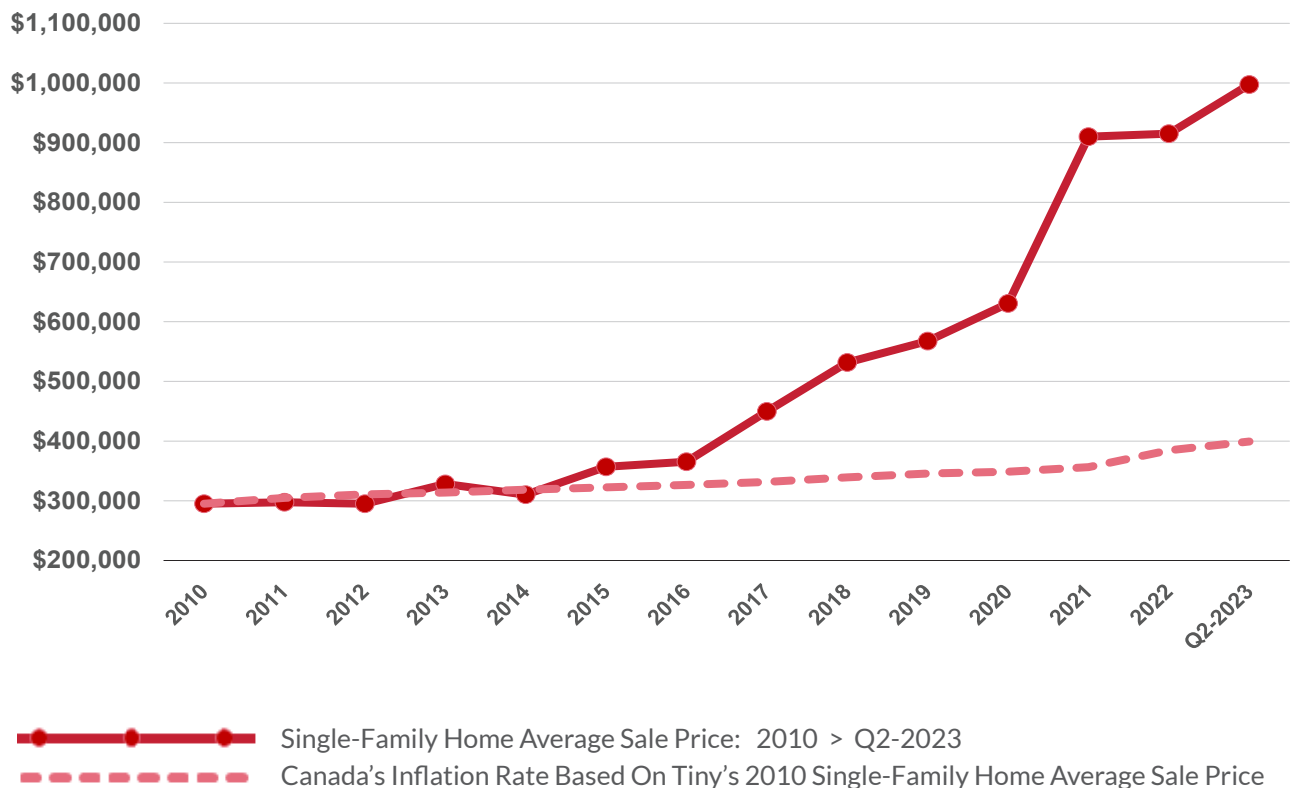
AV. DAYS-ON-MARKET: 58
DOWN 8 days from 2022

AV. SALE PRICE: \$233,990
DOWN 43% from 2022

TINY TOWNSHIP AVERAGE SALE PRICES: 2010-2023

BIG GAINS, BOTH GENERALLY AND RELATIVE TO INFLATION

- ↑ Tiny Township's average sale price for single-family homes underwent relatively modest increases from 2010 to 2016 and then began to climb rapidly in 2017. In Q2-2023 it was **\$997,397**: that's up **9%, 10%, 58%, 76%, 88%, 122%** and **238%** from 2022, 2021, 2020, 2019, 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 Q2-2023 the average price rose **155%** above the inflation rate.



ROYAL LEPAGE LOCATIONS NORTH IN 2022

OUR 10TH STRAIGHT YEAR AS THE REGION'S #1 BROKERAGE



HIGHEST AVERAGE AGENT SALES PRODUCTIVITY IN THE REGION



TWO-AND-A-HALF TIMES THE VOLUME SALES OF OUR CLOSEST REGIONAL COMPETITOR

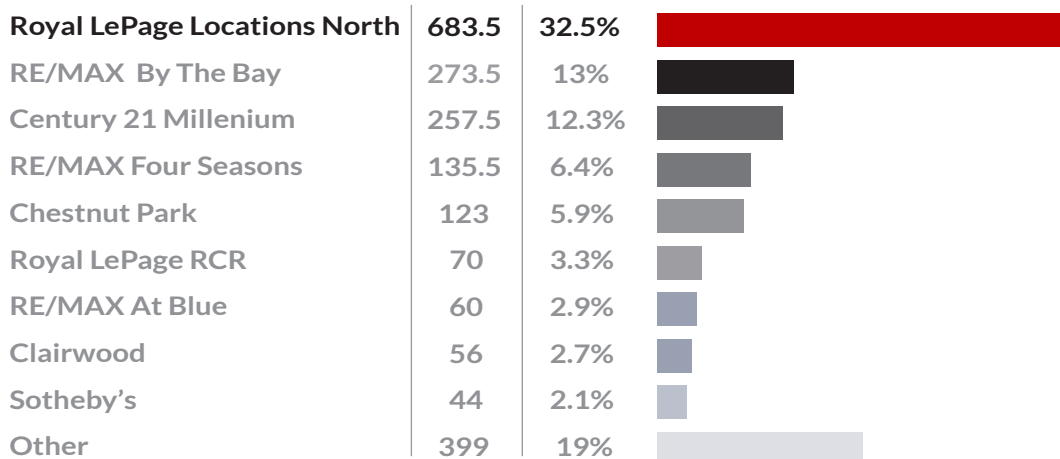


TWO-AND-A-HALF TIMES THE UNIT SALES OF OUR CLOSEST REGIONAL COMPETITOR



NEARLY FOUR TIMES THE LUXURY HOME SALES OF OUR CLOSEST REGIONAL COMPETITOR

2022 Southern Georgian Bay Unit Sales





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27 Arthur St.

MEAFORD

519-538-5755

96 Sykes St.

CREEMORE

705-881-9005

154 Mill St.

STAYNER

705-4289-2800

7458 ON-26 Unit 11.

WASAGA BEACH

705-429-4800

1249 Mosley St.