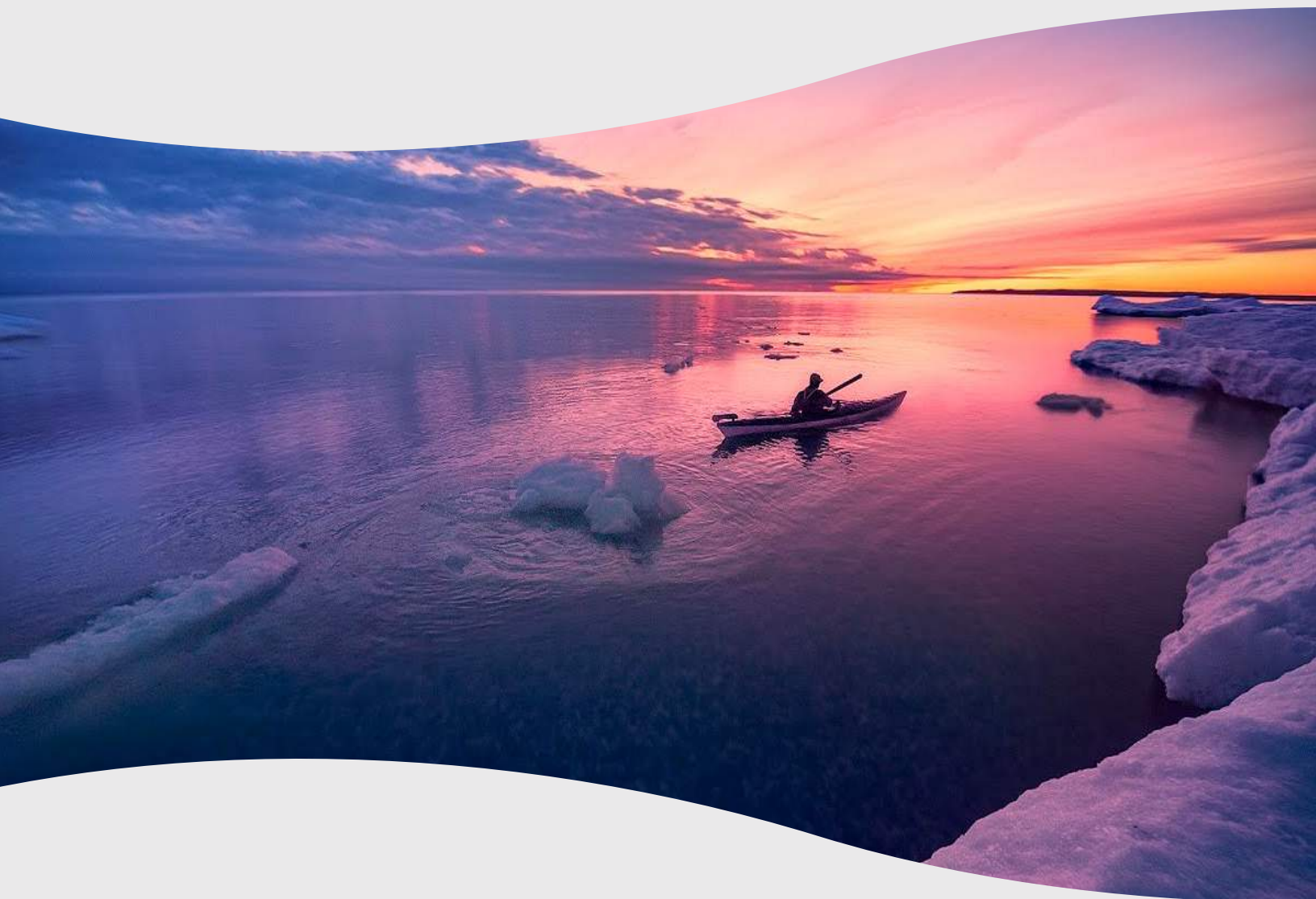


TINY TOWNSHIP REAL ESTATE MARKET REPORT

2019 IN REVIEW

WE'RE GRATEFUL TO HAVE BEEN CHOSEN
ROYAL LEPAGE'S 2016
BROKERAGE OF THE YEAR FOR ONTARIO



OVERVIEW

RECORD VOLUME SALES, AVERAGE SALE PRICE AND LISTINGS UP



RECORD ANNUAL SALES VOLUME OF \$139,651,688

Up 7% from 2018's \$130,,807,455, with units of 252 up 1 sale from 2018's 251. New listings of 539 up 10% from one year ago, with the sales/listings ratio of 47% down 4%.



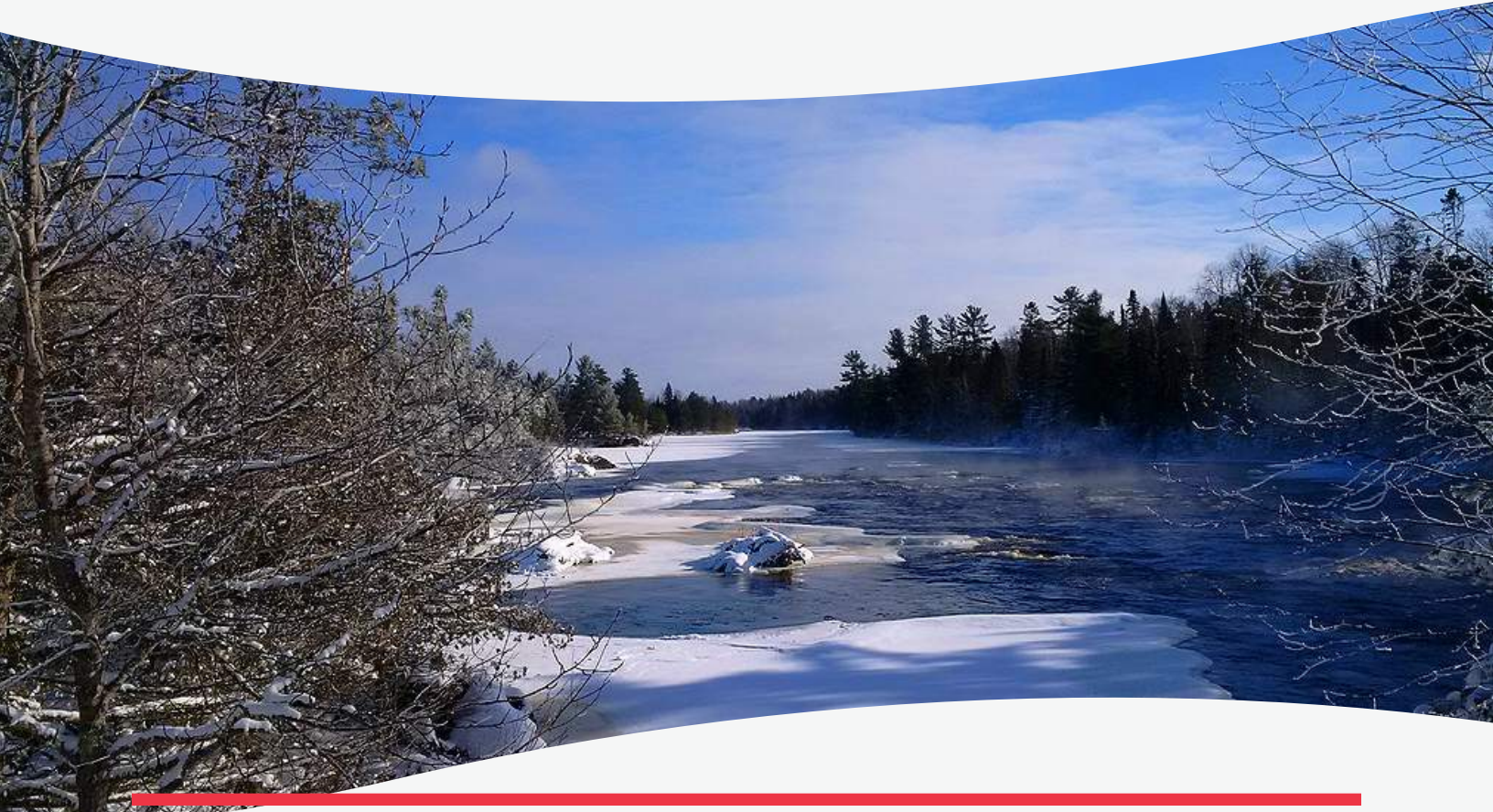
RECORD FOURTH-QUARTER SALES VOLUME OF \$30,914,383

Up 38% from Q4-2018's \$22,475,767. Units of 53 up 8% from Q4-2018's 49, with new listings of 69 down 22%, and the sales/listings ratio of 77% up 21%.



RECORD ANNUAL AVERAGE SALE PRICE OF \$554,173

Up 6% from last year's \$521,145. Average days-on-market of 45 down 1 day.

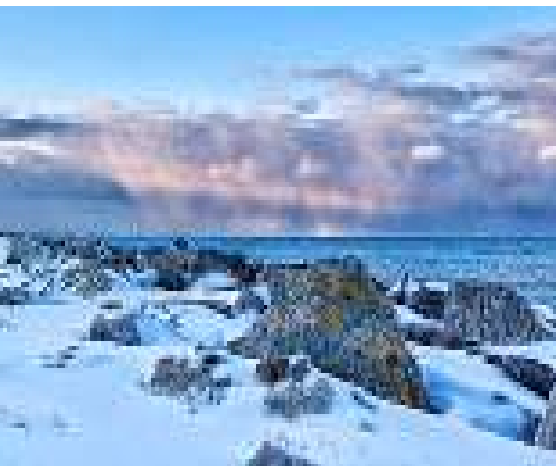


OVERVIEW (cont'd)

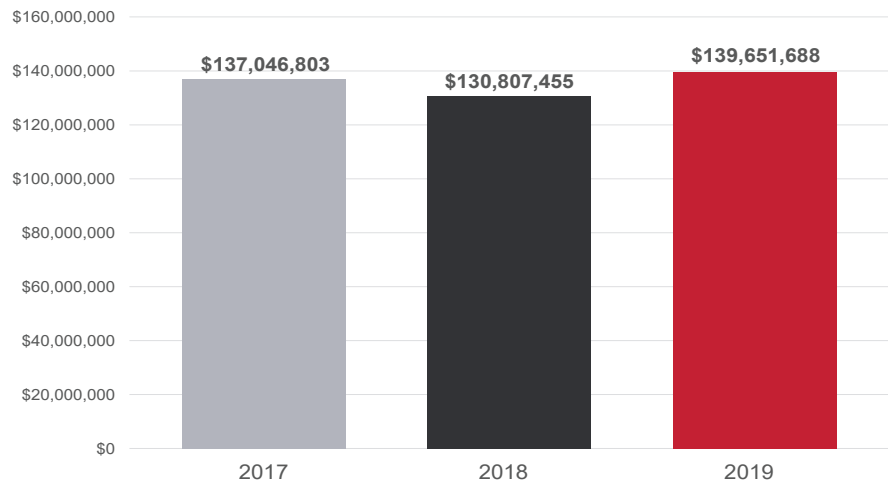


THE DEMAND FOR LISTINGS IS GREATER THAN THE SUPPLY

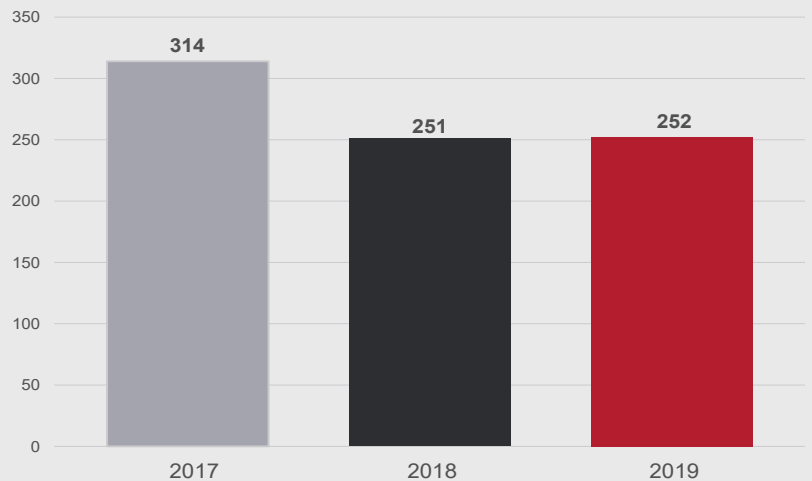
December's record volume of **\$7,596,000** was up **210%** from last December and up **88%** from the prior record. The month's **12** sales – up **100%** from last year – also set a new record, and its **80%** sales/listings ratio came despite new listings being up **36%**. So Tiny currently has a **sellers' market**.



Graph 1:
Tiny Township MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



Graph 2:
Tiny Township MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL



Table 1:

Tiny Township MLS® Residential Sales And Listing Summary
2017 vs. 2018 vs. 2019

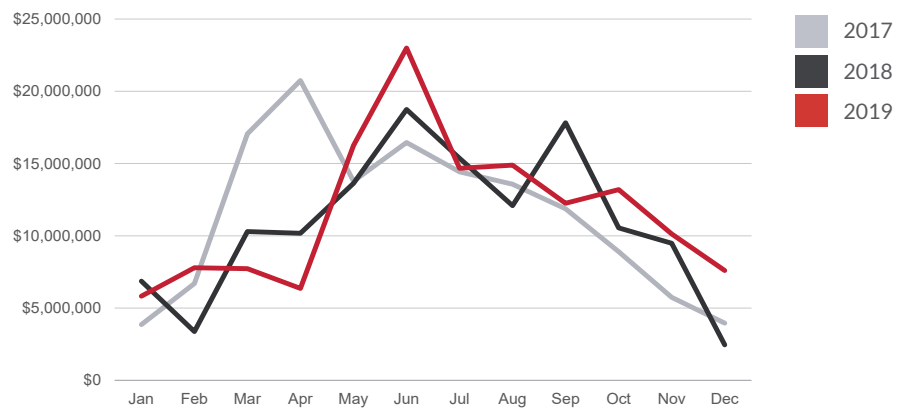
	2017	2018	2019	2018-2019
Annual Volume Sales	\$137,046,803	\$130,807,455	\$139,651,688	+7%
Annual Unit Sales	314	251	252	+4%
Annual New Listings	485	489	539	+10%
Annual Sales/Listings Ratio	65%	51%	47%	-4%
Annual Expired Listings	115	119	143	20%
Fourth Quarter (Q4) Volume Sales	\$18,597,100	\$22,475,767	\$30,914,383	+38%
Q4 Unit Sales	41	49	53	+8%
Q4 New Listings	53	88	69	-22%
Q4 Sales/Listings Ratio	77%	56%	77%	+21%
Q4 Expired Listings	52	61	57	-7%
Q4 Average Sale Price	\$453,588	\$458,689	\$583,290	+27%
December Volume Sales	\$3,955,200	\$2,454,000	\$7,596,000	+210%
December Unit Sales	7	6	12	+100%
December New Listings	9	11	15	+36%
December Sales/Listings Ratio	78%	55%	80%	+25%
December Expired Listings	17	17	11	-35%
December Average Sale Price	\$565,029	\$409,000	\$633,000	+55%
Annual Sales: Under \$300K	99	50	37	-26%
Annual Sales: \$300K - \$499K	127	103	102	-1%
Annual Sales: \$500K - \$799K	67	66	81	+23%
Annual Sales: \$800K - \$999K	14	11	15	+36%
Annual Sales: \$1M - \$1.499M	4	12	11	-8%
Annual Sales: \$1.5M - \$1.999M	2	8	4	-50%
Annual Sales: \$2M+	1	1	2	+100%
Annual Average Days-On-Market	43	46	45	-2%
Annual Average Sale Price	\$436,455	\$521,145	\$554,173	+6%

NOTE: All MLS® sales data in this report comes from the Southern Georgian Bay Association Of REALTORS® and refers specifically to residential sales.

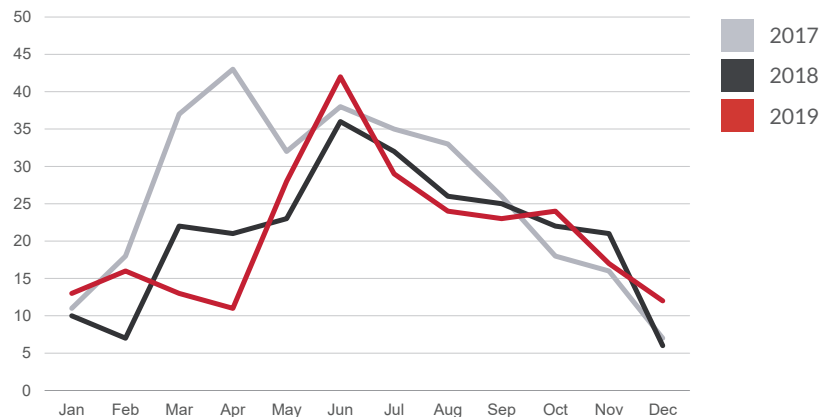
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, Tiny's volume sales, after a very slow Q1 and April, jumped to record heights in May, followed by its best month ever in June, before settling again in Q3. That was then followed by three straight record months in Q4. The result was Tiny's best year ever, up **7%** from 2018 and up **2%** from the prior record. That said, on the units side, Tiny's **252** sales in 2019 were its third-best ever, but **33%** fewer than 2016's record **375**. The good news for owners and sellers is that Tiny's average sale price is up **84%**, **56%**, **53%**, **27%** and **6%** from 2014-18 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Volume)



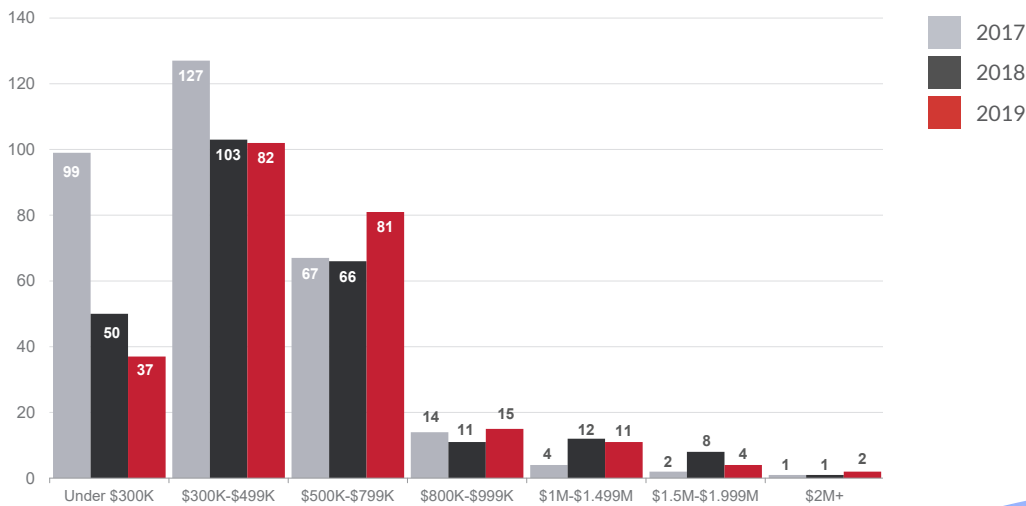
Graph 4:
Tiny Township Monthly MLS® Sales
2017 vs. 2018 vs. 2019 (Units)



THE MARKET IN DETAIL (cont'd)

As **Graph 5** shows, 2019's unit sales were up from 2018 in three price ranges and down in four. The \$500K-\$799K, \$800K-\$999K and \$2M+ ranges were up **23%**, **36%** and **100%** respectively; while the Under-\$300K, \$300K-\$499K, \$1M-\$1.499M and \$1.5M-\$1.999M ranges were down **26%**, **1%**, **8%** and **50%** respectively; More generally, sales in the Under-\$500K bracket (which accounted for **55%** of Tiny's sales in 2019) were down **9%** from a 2018; while sales in the \$500K-\$999K bracket were up **25%**; and sales in the \$1M+ bracket were down **19%**.

Graph 5:
Tiny Township MLS® Sales By Price
2017 vs. 2018 vs. 2019 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Tiny Township MLS® Sales By Property Type
2017 vs. 2018 vs. 2019 (Dollars and Units)

2019 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$139,431,788
UP 7% from 2018

UNIT SALES: 250
DOWN .4% from 2018

AV. DAYS-ON-MARKET: 41
DOWN 5 days from 2018

AV. SALE PRICE: \$550,850
UP 6% from 2018

CONDOMINIUMS

DOLLAR SALES: \$219,900
UP \$219,900 from 2018

UNIT SALES: 2
UP 2 from 2018

AV. DAYS-ON-MARKET: 94
UP 94 days from 2018

AV. SALE PRICE: \$109,950
UP \$109,950 from 2018

VACANT LAND

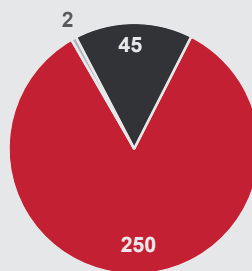
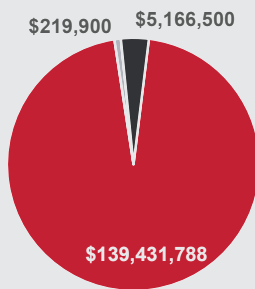
DOLLAR SALES: \$5,166,500
DOWN 10% from 2018

UNIT SALES: 45
UP 55% from 2018

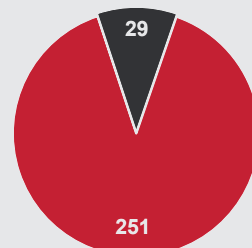
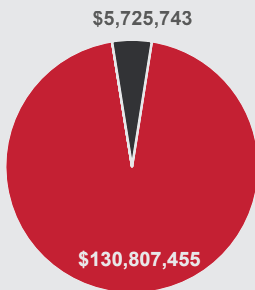
AV. DAYS-ON-MARKET: 74
UP 17 days from 2018

AV. SALE PRICE: \$114,811
DOWN 42% from 2018

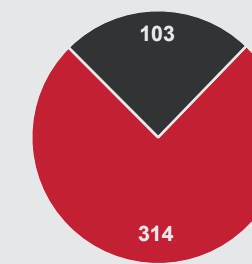
2019



2018



2017



■ Single Family ■ Condominium ■ Vacant Land

ROYAL LEPAGE LOCATIONS NORTH IN 2019

OUR 7TH STRAIGHT RECORD-BREAKING YEAR!



WE BROKE OUR OWN REGIONAL RECORD FOR ANNUAL MLS SALES VOLUME

With \$316,114,237 – up 10% from 2018 and up nearly 500% from 2011!



WE HAD NEARLY 3 TIMES THE SALES VOLUME OF OUR CLOSEST REGIONAL COMPETITOR



WE WERE #1 IN COLLINGWOOD, THE BLUE MTS., MEAFORD, AND CLEARVIEW (as well as GREY HIGHLANDS among SGBAR* brokerages)

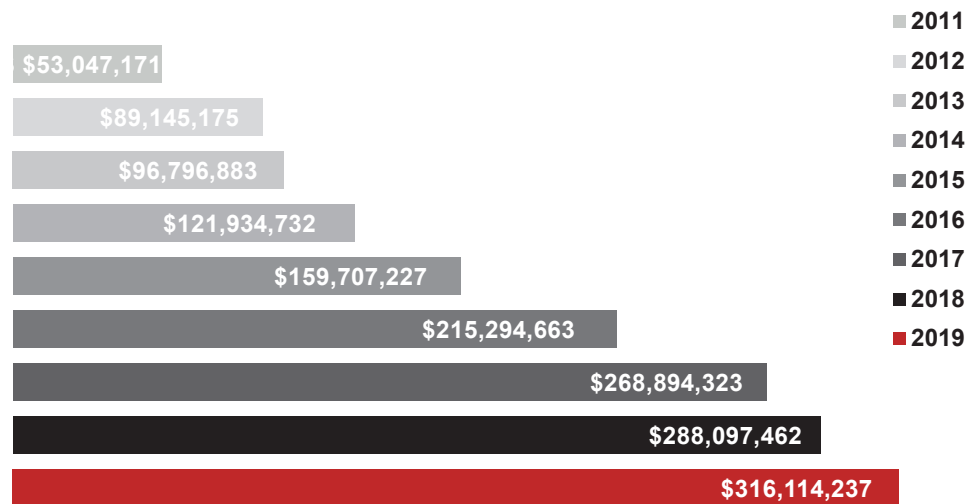
And #2 in Wasaga Beach after opening an office there in mid-2015.



WE WERE #1 IN THE REGIONAL LUXURY HOME MARKET, WITH 2¼ TIMES THE VOLUME OF OUR CLOSEST COMPETITOR



Locations North Sales Volume, 2011 - 2019



**Southern Georgian Bay Association of REALTORS®*

2019 UNIT SALES

* Collingwood, The Blue Mts., Wasaga Beach, Meaford, Clearview, Grey Highlands
 ** \$1,000,000+

Collingwood

	UNITS	PERCENTAGE	
Royal LePage Locations North	175.5	28.5%	
RE/MAX Four Seasons	82.5	13.4%	
Royal LePage Trinity	60	9.8%	
Chestnut Park	53.75	8.6%	
Century 21 Millenium	50.5	8.2%	
Clairwood	35.5	5.8%	
RE/MAX of Wasaga Beach	23.75	3.9%	
Engel & Volkers	15.5	2.5%	
Other	49.5	8.1%	
Non-MLS	67.5	11%	

The Blue Mountains

	UNITS	PERCENTAGE	
Royal LePage Locations North	122.75	35.2%	
RE/MAX at Blue	43	12.3%	
RE/MAX Four Seasons	34.75	10%	
Century 21 Millenium	30.25	8.7%	
Chestnut Park	26.75	7.7%	
Royal LePage Trinity	12	3.4%	
Clairwood	10	2.9%	
Sotheby's	6	1.7%	
Other	39	11.2%	
Non-MLS	51.75	14.8%	

Meaford

	UNITS	PERCENTAGE	
Royal LePage Locations North	57.5	35.7%	
Century 21 Millenium	16.5	10.2%	
RE/MAX Four Seasons	10.5	6.5%	
Royal LePage RCR	9	5.6%	
RE/MAX Grey Bruce	7	4.3%	
Chestnut Park	6	3.7%	
Wilfred McIntee	5.5	3.4%	
Royal LePage Trinity	2	1.2%	
Other	24.5	15.2%	
Non-MLS	13	8.1%	

Clearview

	UNITS	PERCENTAGE	
Royal LePage Locations North	24.5	16.9%	
Royal LePage Trinity	18.5	12.8%	
RE/MAX Four Seasons	17	11.7%	
RE/MAX of Wasaga Beach	10.25	7.1%	
Chestnut Park	10	6.9%	
Century 21 Millenium	5.5	3.8%	
Exit	5.5	3.8%	
Forest Hill	2.5	1.7%	
Other	21	14.5%	
Non-MLS	30.25	20.9%	

Southern Georgian Bay Overview*

	UNITS	PERCENTAGE	
Royal LePage Locations North	443.25	24.9%	
RE/MAX of Wasaga Beach	202.75	11.4%	
Royal LePage Trinity	153.75	8.6%	
RE/MAX Four Seasons	152.25	8.5%	
Century 21 Millenium	137.25	7.7%	
Chestnut Park	97.5	5.5%	
Clairwood	49	2.7%	
RE/MAX at Blue	46.5	2.6%	
Engel & Volkers	27	1.5%	
Other	473.75	26.6%	

Southern Georgian Bay Luxury Homes**

	UNITS	PERCENTAGE	
Royal LePage Locations North	44.5	33.2%	
RE/MAX Four Seasons	18.5	13.8%	
Chestnut Park	15	11.2%	
Century 21 Millenium	9.5	7.3%	
RE/MAX of Wasaga Beach	5	3.7%	
Engel & Volkers	4.5	3.4%	
Sotheby's	4.5	3.4%	
Royal LePage Trinity	3.5	2.6%	
Clairwood	3	2.2%	
Other	23	17.2%	



WE GIVE YOU OPTIONS

**AT LOCATIONS NORTH, WE DO
EVERYTHING WE CAN TO PUT YOU FIRST**

– and that includes respecting your privacy. If we can ever be of help with your real estate needs, please let us know.



COLLINGWOOD

705-445-5520

330 First Street



THE BLUE MOUNTAINS

519-599-2136

27 Arthur Street



MEAFORD

519-538-5755

96 Sykes Street



WASAGA BEACH

705-617-9969

1344 Mosley Sreet, Unit 5



CLEARVIEW

705-881-9005

143 Mill St., Creemore