

A thick, solid red line that starts at the top left and curves downwards and to the right, ending near the top right corner of the page.

TINY TOWNSHIP REAL ESTATE MARKET REPORT

FIRST QUARTER 2020

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



OVERVIEW

VOLUME, UNITS, LISTINGS AND AVERAGE PRICES UP



Q1-2020 SALES VOLUME OF \$24,710,700

Up 16% from Q1-2019's \$21,330,500, with units of 48 up 14% from Q1-2019's 42. New listings of 115 up 20% from one year ago, with the sales/listings ratio of 42% down 2%.



MARCH SALES VOLUME OF \$6,919,000

Down 10% from March 2019's \$7,720,000. Units of 15 up 15% from last March's 13, with new listings of 40 down 2% and the sales/listings ratio 38% up 7%.



Q1-2020 AVERAGE SALE PRICE OF \$514,806

Up 1% from last year's \$507,869. Average days-on-market of 59 up 4 days.



OVERVIEW (cont'd)

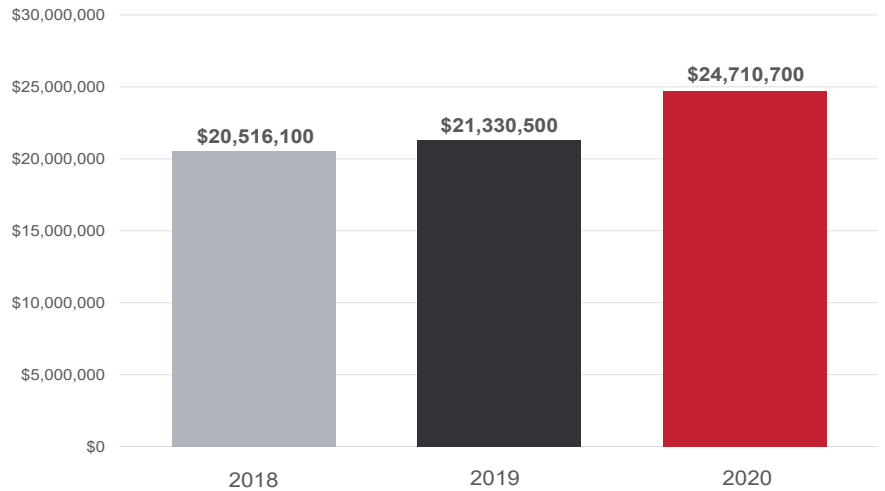


THE DEMAND FOR LISTINGS IS CURRENTLY LESS THAN THE SUPPLY

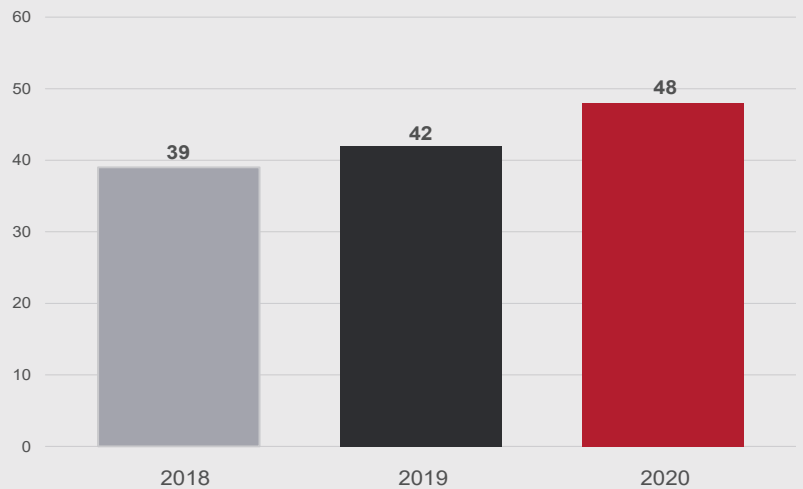
Partly due to COVID-19, March's volume sales were their lowest since 2014, and down 59% from 2017's record. March's 15 unit sales, although up from last year, were down 59% from 2017's high. That said, the 37-day average sale time was the lowest on record. March's 38% sales/listings ratio means it's a buyers' market.



Graph 1:
Tiny Township MLS® Sales
Q1 - 2018 vs. 2019 vs. 2020 (Volume)



Graph 2:
Tiny Township MLS® Sales
Q1 - 2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL



Table 1:
Tiny Township MLS® Residential Sales And Listing Summary
 Q1 – 2018 vs. 2019 vs. 2020

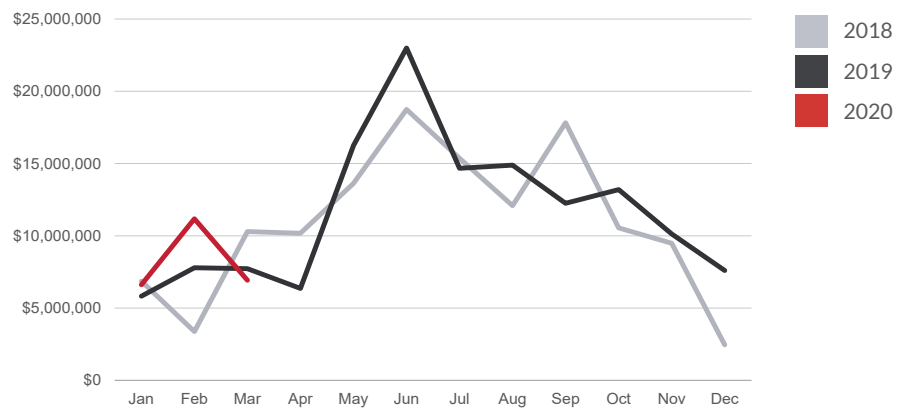
	2018	2019	2020	2019-2020
Volume Sales	\$20,516,100	\$21,330,500	\$24,710,700	+16%
Unit Sales	39	42	48	+14%
New Listings	83	96	115	+20%
Sales/Listings Ratio	47%	44%	42%	-2%
Expired Listings	16	20	30	+50%
Sales: Under \$300K	10	6	3	-50%
Sales: \$300K - \$499K	16	18	23	+28%
Sales: \$500K - \$799K	7	17	19	+12%
Sales: \$800K - \$999K	1	0	1	+100%
Sales: \$1M - \$1.499M	3	0	2	+200%
Sales: \$1.5M - \$1.999M	2	1	0	-100%
Average Days-On-Market	64	55	59	+7%
Average Sale Price	\$526,054	\$507,869	\$514,806	+1%

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

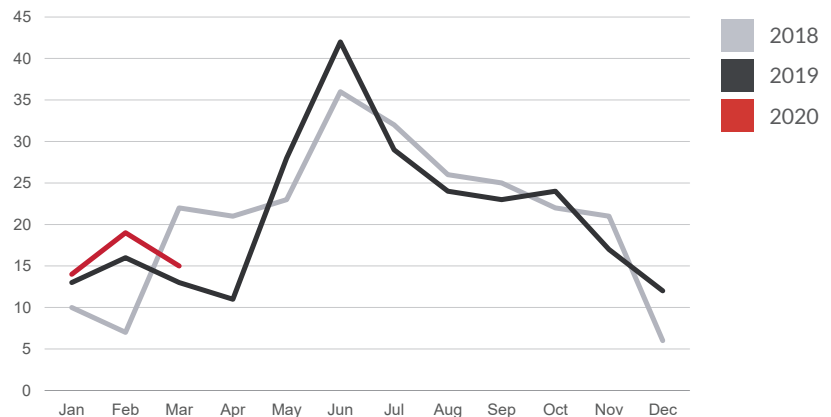
THE MARKET IN DETAIL (cont'd)

As **Graph 3** shows, January and February volume was up from the last two years, but fell in March on account of COVID-19. To put Q1 in perspective, Tiny's volume sales were the second-best ever, down **10%** from Q1-2017's high. On the units side, **Graph 4** shows a similar pattern but with a smaller February spike and a smaller March decline. Overall, Q1's **48** sales were Tiny's third-best, down **27%** from Q1-2017's **66**. That said, it must be noted that Tiny's Q1 average sale price is down **2%** from Q1-2018, although this may reflect the specific homes sold. It's up **54%** and **23%** from the Q1s of 2016-17 respectively.

Graph 3:
Tiny Township Monthly MLS® Sales
 2018 vs. 2019 vs. 2020 (Volume)



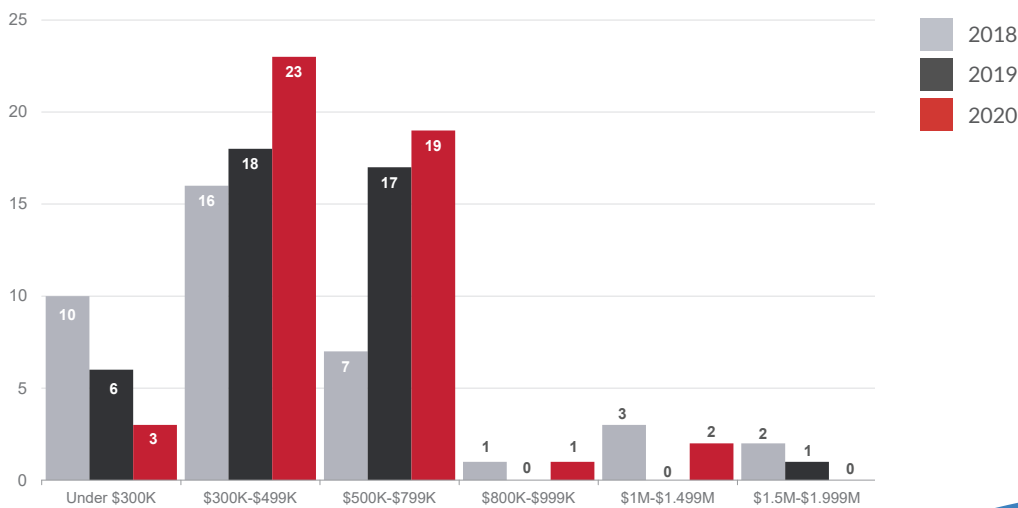
Graph 4:
Tiny Township Monthly MLS® Sales
 2018 vs. 2019 vs. 2020 (Units)



THE MARKET IN DETAIL (cont'd)

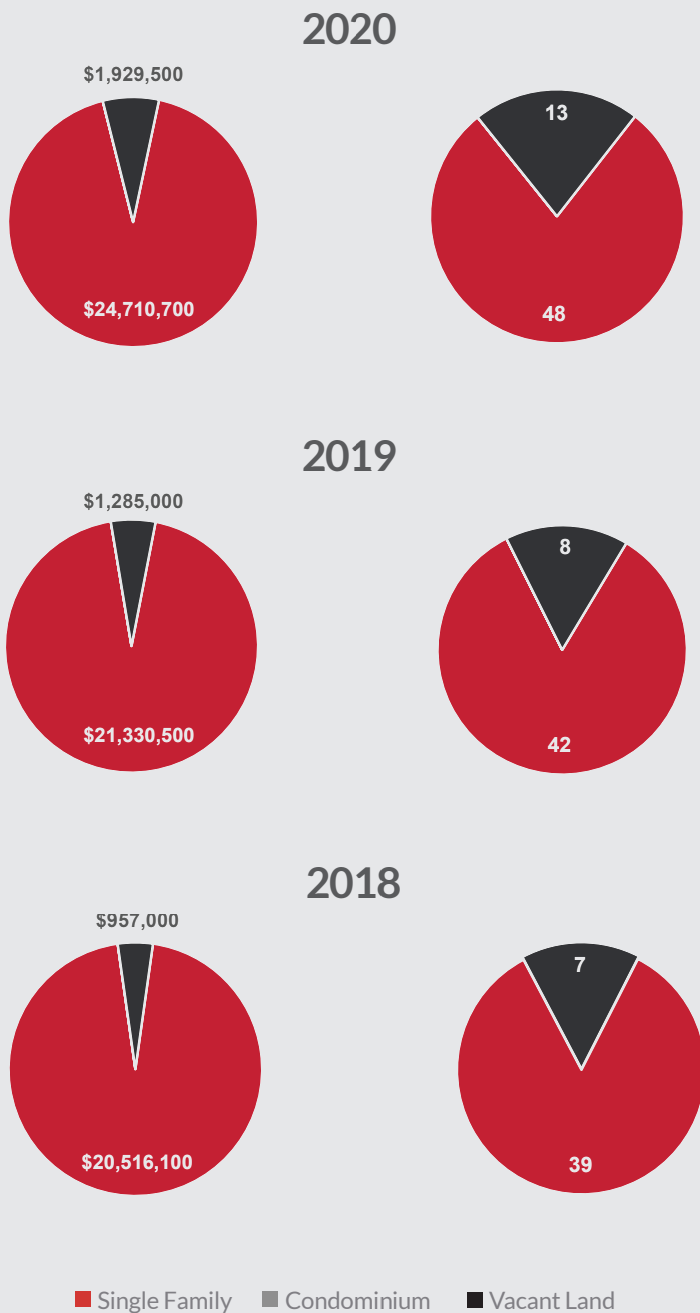
As **Graph 5** shows, Q1-2020's unit sales were up from Q1-2019 in four price ranges and down in two. The \$300K-\$499K, \$500K-\$799K, \$800K-\$999K and \$1M-\$1.499M ranges were up **28%**, **12%**, **100%** and **200%** respectively; while the Under-\$300K and \$1.5M+ ranges were down **50%** and **100%** respectively. More generally, sales in the Under-\$500K bracket - which accounted for **54%** of Tiny's sales - were up **8%** from one year ago, while sales in the \$500K-\$999K bracket were up **17%**, and sales in the \$1M+ bracket were up **100%**.

Graph 5:
Tiny Township MLS® Sales By Price
Q1 - 2018 vs. 2019 vs. 2020 (Units)



SALES BY PROPERTY TYPE

Graph 6:
Tiny Township MLS® Sales By Property Type
Q1 - 2018 vs. 2019 vs. 2020 (Dollars and Units)



2020 IN DETAIL

SINGLE-FAMILY HOMES

DOLLAR SALES: \$24,710,700
UP 16% from 2019

UNIT SALES: 48
UP 14% from 2019

AV. DAYS-ON-MARKET: 59
UP 4 days from 2019

AV. SALE PRICE: \$514,806
UP 1% from 2019

CONDOMINIUMS

DOLLAR SALES: 0
EQUAL to 2019

UNIT SALES: 0
EQUAL to 2019

AV. DAYS-ON-MARKET: 0
EQUAL to 2019

AV. SALE PRICE: 0
EQUAL to 2019

VACANT LAND

DOLLAR SALES: \$1,929,500
UP 50% from 2019

UNIT SALES: 13
UP 63% from 2019

AV. DAYS-ON-MARKET: 52
DOWN 40 days from 2019

AV. SALE PRICE: \$148,423
DOWN 8% from 2019

SOUTHERN GEORGIAN BAY'S #1 SELLING BROKERAGE

IN 2019:

- WE HAD OUR 7TH STRAIGHT RECORD YEAR FOR REGIONAL MLS SALES VOLUME**
With \$316,114,237 – up 10% from 2018 and up nearly 500% from 2011!

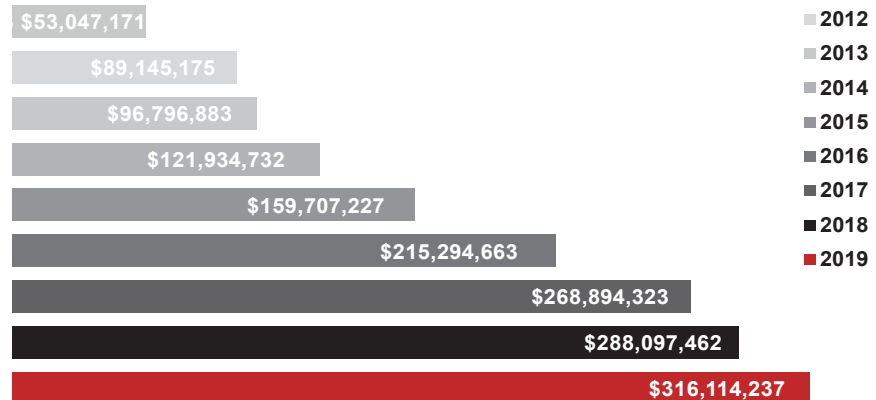
- WE HAD NEARLY 3 TIMES THE SALES VOLUME, AND MORE THAN 2 TIMES THE SALES UNITS OF OUR CLOSEST REGIONAL COMPETITOR**

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



	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%

Locations North Sales Volume, 2011 - 2019



Georgian Triangle's
**MOST SUPPORTIVE
BROKERAGE**

\$800,000+

Raised for local causes &
Community Sponsorships
from 2013-2019

#1 Georgian Triangle
BROKERAGE

8
Straight Years*
Of Record Sales!

Featured Listings

21,400+
People Reached†

6,100+
Clicks, Shares, Views, & Likes‡

Q1 BY THE
Numbers

ROYAL LEPAGE LOCATIONS **NORTH**
BROKERAGE

Region's Best
Market Intelligence



40 Detailed Market Reports
Per Year FOR YOU

Annual Sales Volume
2019 Sales Up 10%
from 2018



Almost
3 TIMES
MORE

than our closest regional competitor†



Award Winning Service

Socially Connected



92,500+

Social Media Impressions

Clicks, Views, Shares,
Likes, Tweets‡

We average

300+

Buyer leads/month§

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



LocationsNorth.com

250,400+

Page Views†

49,500+

Unique Visitors†



\$32,465

Giving back and working
in our community

Raised for Local Charities
in 2019

WINBLAST \$22,500

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



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