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WEST TINY TOWNSHIP REAL ESTATE MARKET REPORT: 2ND QUARTER 2017

We're Proud And Grateful To Have Recently Been Chosen As

ROYAL LEPAGE'S 2016 BROKERAGE OF THE YEAR For Ontario

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WEST TINY TOWNSHIP REAL ESTATE MARKET REPORT: 2ND QUARTER 2017

Overview: *Record Q2 And Year-To-Date Dollar Sales, Big Average Price Gains*

- All-time record quarterly volume of **$32,471,202**, up **4%** from Q3-2016's prior high and **19%** from Q2-2016. Units of **72** are down **6%** from a year ago, with **3%** more new listings.
- Record YTD volume of **$48,821,904** is up **19%** from 2016's previous mark, with units of **112** down **7%** from last year's record. The average sales price of **$435,910** is up **25%** from one year ago, while the average days on market of **48 is** down **more than 3 weeks.**

Table 1: West Tiny Township MLS® Sales And Listing Summary – January-June, 2015 vs 2016 vs 2017

	2015	2016	2017	2016-2017
Year-To-Date (YTD) Volume Sales	$28,962,555	$42,243,285	$48,821,904	**+16%**
YTD Unit Sales	85	121	112	**-7%**
YTD New Listings	254	206	176	**-15%**
YTD Expired Listings	61	36	13	**-64%**
YTD Sales/Listings Ratio	33%	59%	64%	**+5%**
2nd Quarter (Q2) Volume Sales	$19,116,355	$27,217,450	32,471,202	**+19%**
Q2 Unit Sales	59	77	72	**-6%**
Q2 New Listings	166	119	122	**+3%**
Q2 Expired Listings	36	20	4	**-80%**
Q2 Sales/Listings Ratio	36%	65%	59%	**-6%**
YTD Sales: Under $100K	1	0	0	**–**
YTD Sales: $100K – $299K	57	68	35	**-49%**
YTD Sales: $300K - $499K	16	33	48	**+45%**
YTD Sales: $500K - $799K	6	14	20	**+43%**
YTD Sales: $800K - $999K	4	2	4	**+100%**
YTD Sales: $1M - $1.999M	0	4	5	**+25%**
YTD Sales: $2M +	1	0	0	**–**
YTD Average Days-On-Market	74	70	48	**-31%**
YTD Average Sale Price	$340,736	$349,118	$435,910	**+25%**

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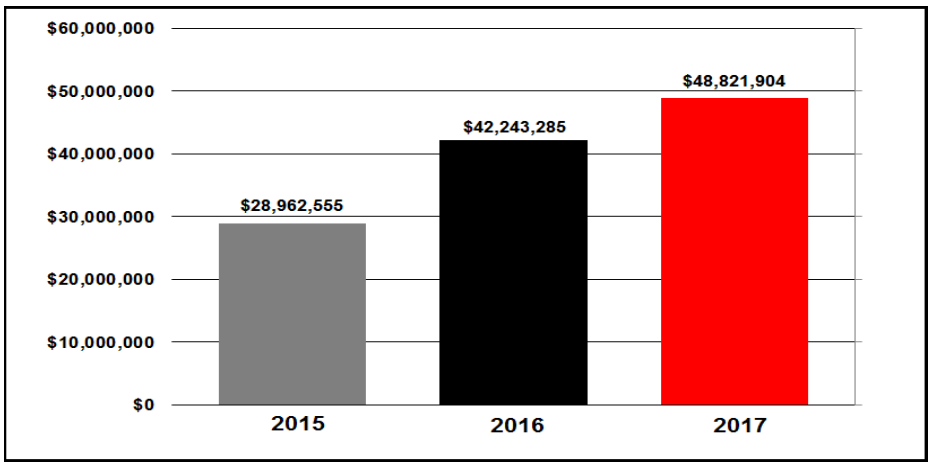
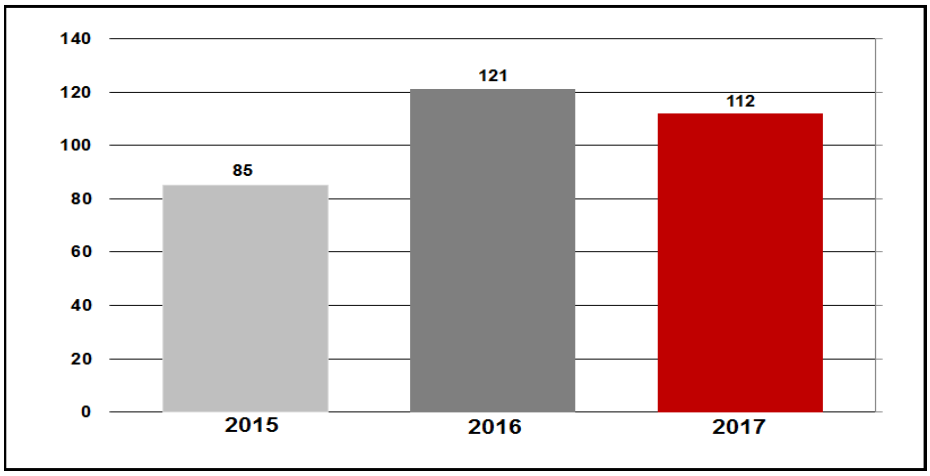
NOTE: All MLS®sales data in this report comes from the Southern Georgian Bay Association Of REALTORS®.

- 2017's record dollar and unit sales, big average price jump, shorter sale times and fewer listings all indicate that **demand for listings exceeds the supply.** As we have noted for over a year, agents say that sales would be even higher if there were more listings.

Graph 1: West Tiny Township MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Volume)

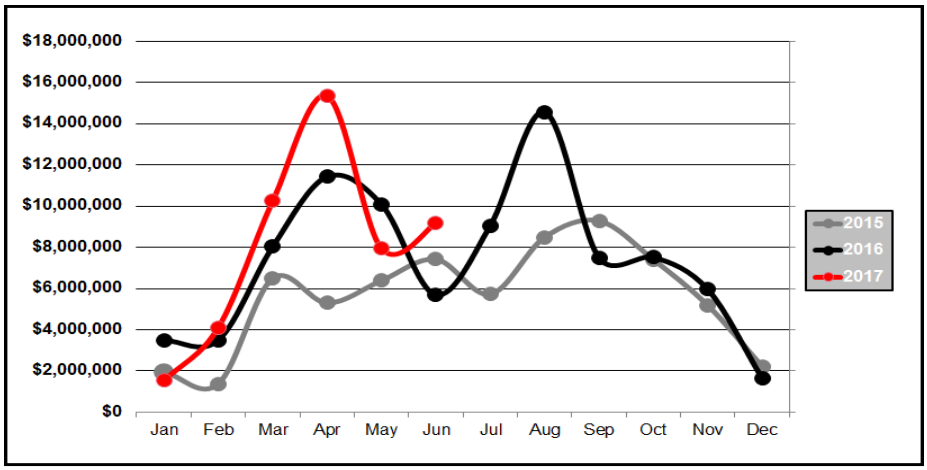


Graph 2: West Tiny Township MLS® Sales – January-June, 2015 vs 2016 vs 2017 (Units)

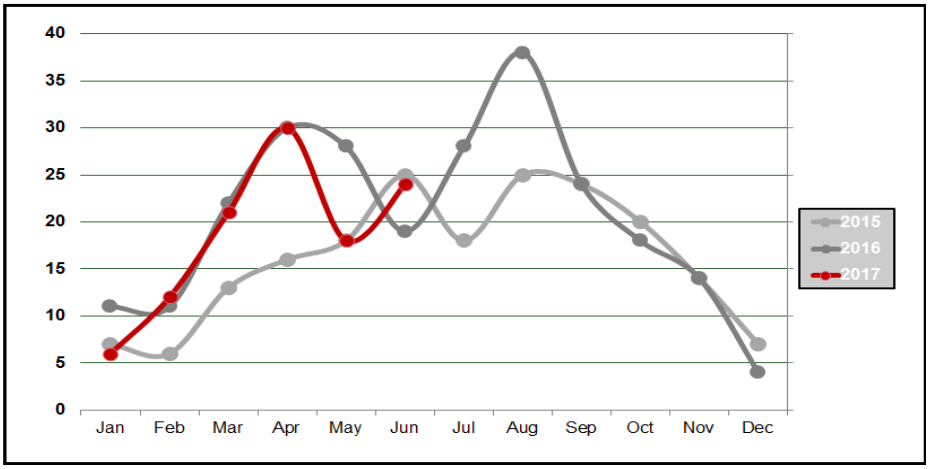


- As **Graph 3** shows, Q2-2017's record volume was mainly due to a huge April spike and a strong June. On the units side, **Graph 4** shows that while Q2-2017's sales were down **6%** from Q2-2016, it was still the second-best Q2 ever and third-best quarter all-time.

Graph 3: West Tiny Township Monthly MLS® Sales –2015 vs 2016 vs 2017 (Volume)

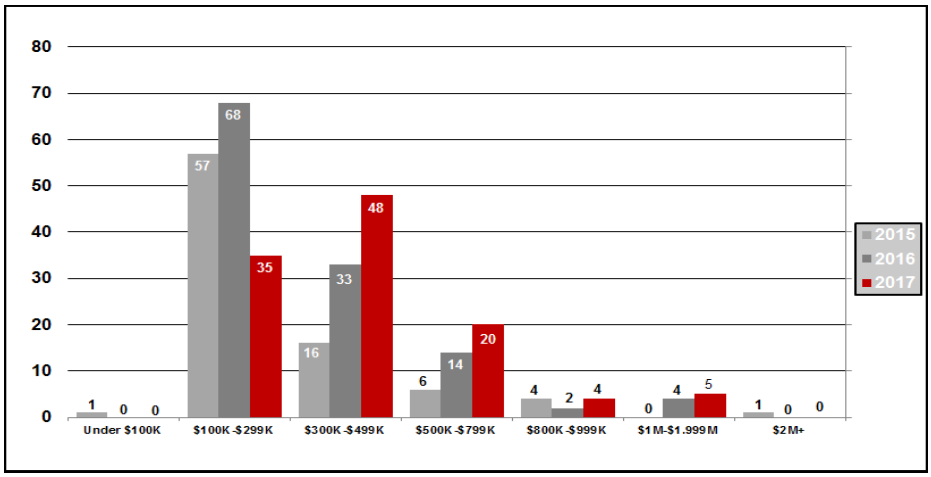


Graph 4: West Tiny Township Monthly MLS® Sales – 2015 vs 2016 vs 2017 (Units)



- As **Graph 5** shows, 2017 units – due to rising prices – are down **94%** from 2016 in the under $300K range, but up **45%** in the $300K+ range. The $300K-$499K, $500K-$799K, $800K-$999K and $1M-$1.999M ranges are up **45%**, **43%**, **100%** and **25%** respectively.

Graph 5: West Tiny Township MLS® Sales By Price – January-June, 2015 vs 2016 vs 2017 (Units)



Sales By Property Type

As **Graphs 6** and **7** show, **demand for listings exceeds supply** for both single-family homes and vacant land, though it's harder to generalize about the latter due to the many factors involved.

Single-Family Homes:

- 2017 volume of **$41,830,788** is up **16%** from 2016, units of **92** are down **12%.** Average sale price of **$454,919** is up **31%**, while average days-on-market of **48** is down **22** days.

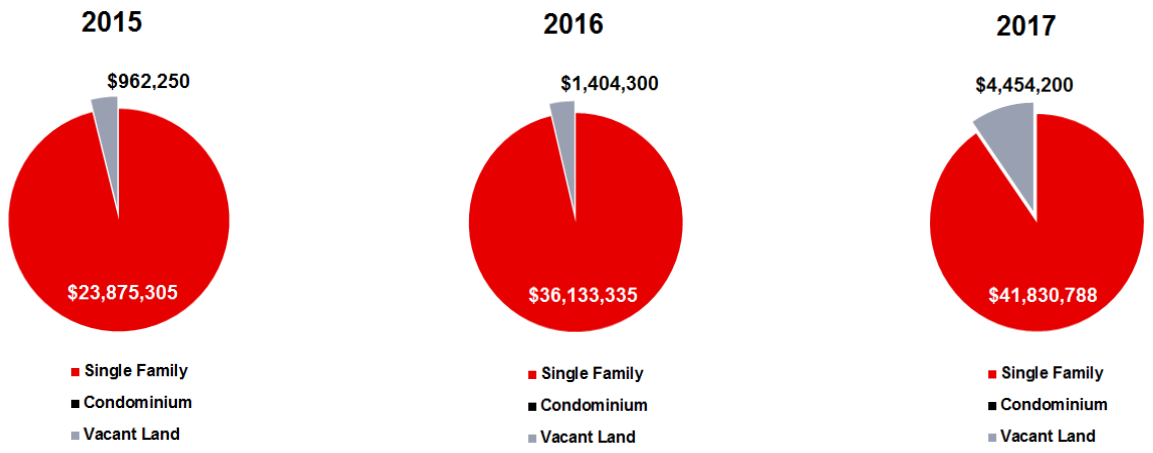
Condominiums:

- There have been no condominium sales in 2015, 2016 and 2017.

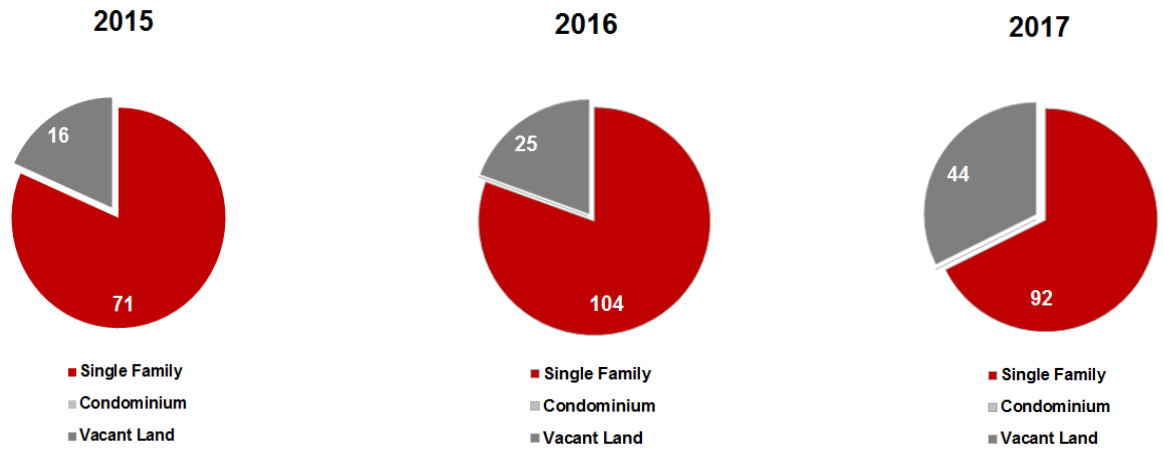
Vacant Land:

- 2017 volume of **$4,454,200** is up **217%** from 2016, units of **44** are up **76%.** Average sale price of **$101,232** is up **80%**, while average days-on-market of **69** is down **74** days.

Graph 6: West Tiny Township MLS® Sales By Type – January-June, 2015 vs 2016 vs 2017 (Dollars)



Graph 7: West Tiny Township MLS® Sales By Type – January-June, 2015 vs 2016 vs 2017 (Units)



As to whether West Tiny Township's record sales will continue throughout 2017, time will tell. Please stay tuned as we provide ***Market Reports*** *to help you make* ***better-informed decisions.***

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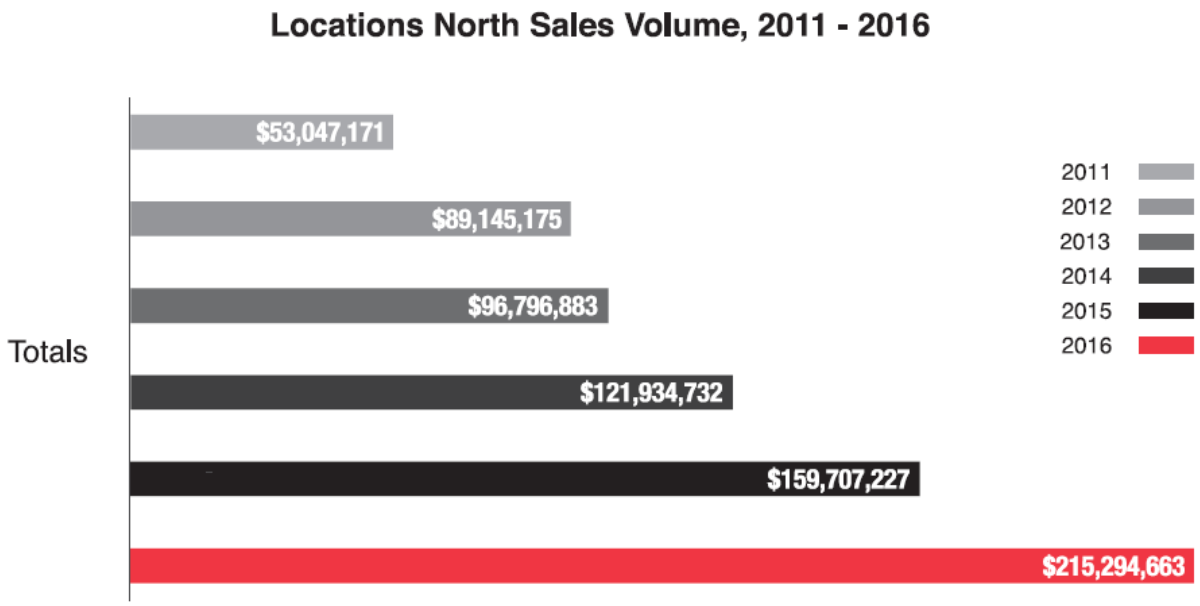
Royal LePage Locations North In 2016

2016 was **yet another record-breaking year** for Royal LePage Locations North. We:

- **Broke our own Georgian Triangle record** for annual MLS sales (set in 2015) with **$215,294,663** – up **35%** from 2015 and **more than quadrupling** our 2011 sales!
- **Sold 61% more real estate** than our nearest competitor.
- **Were #1 in** Collingwood, The Blue Mountains and Meaford. And we've already jumped to **#2 in Clearview** and **#3 in Wasaga Beach** after opening offices there in mid to late 2015.

Also, as of June 30th our sales are up 45% over 2016 and 97% more than our nearest competitor!



We couldn't have done all this without the trust that our clients have placed in us. **SO A VERY BIG THANK-YOU TO EVERYONE! We look forward to serving you when you decide to buy or sell.**

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Collingwood Unit Sales, 2016

	Units*	Percentage
Royal LePage Locations North	321	23.5
Royal LePage Trinity	256	18.7
Re/Max Four Seasons	210	15.4
Century 21 Millenium	142	10.4
Non SGBAR	121	8.9
Chestnut Park	90	6.6
Other	80	6.3
Clairwood	71	5.2
Re/Max Wasaga Beach	38	2.8
Sutton Group Incentive	22	1.6
Engel & Volkers	12	0.8
Sotheby's	3	0.2

The Blue Mountains Unit Sales, 2016

	Units*	Percentage
Royal LePage Locations North	248	26.7
Re/Max Four Seasons	110	13.3
Re/Max Blue Mtn	84	10.1
Century 21 Millenium	83	10.0
Chestnut Park	79	9.5
Non SGBAR	77	9.3
Royal LePage Trinity	59	7.1
Other	46	5.5
Clairwood	20	2.4
Re/Max Wasaga Beach	12	1.4
Sotheby's	12	1.4

Meaford Unit Sales, 2016

	Units*	Percentage
Royal LePage Locations North	151	31.6
Century 21 Millenium	56	11.7
Other	49	10.3
Re/Max Grey Bruce	44	9.2
Chestnut Park	36	7.5
Re/Max Four Seasons	34	7.1
Non SGBAR	31	6.5
RLP RCR	29	6.1
McIntee	17	3.6
Royal LePage Trinity	12	2.5
Sutton Group Sound	8	1.7
Clairwood	7	1.5
Re/Max Wasaga Beach	7	1.5
Sotheby's	4	0.8

Georgian Triangle Luxury Homes $800,000+ Unit Sales, 2016

	Units*	Percentage
Royal LePage Locations North	68	27.9
Chestnut Park	38	15.6
Non SGBAR	31	12.7
Re/Max Four Seasons	26	10.7
Other	22	9.0
Century 21 Millenium	14	5.7
Clairwood	14	5.7
Royal LePage Trinity	9	3.7
Sotheby's	8	3.2
Engel & Volkers	7	2.9
Re/Max Wasaga Beach	7	2.9

* – 'Units' refers to the combined number of Listing and Selling Sides

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We Give YOU Options

At Locations North, we do everything we can to put **YOU** first **– and that includes respecting your privacy by enabling you to choose your level of engagement**. If we can ever be of help with your real estate needs, please let us know.

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705-445-5520

Town Of Blue Mountains Office

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Meaford Office

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Clearview Office

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Creemore, ON
705-881-9005

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