



Georgian Triangle Real Estate News

Volume 8 Issue 1 - 1st Quarter 2009

by Rick Crouch & Doug Brown - Royal LePage All Real Estate Services Ltd.

1st Qtr Highlights

- ◆ Sales total \$56 million down from \$105 million in 2008
- ◆ # Unit Sales down 40%.
- ◆ # New listings down 2%
- ◆ # Expired listings up 47%
- ◆ Condo Sales decline 25% but have increased as a % of total sales.
- ◆ Overall the market has shifted from a Seller's to a Buyer's market.
- ◆ Average prices in Collingwood and Wasaga Beach have increased.

1st Qtr Unit Sales by Area

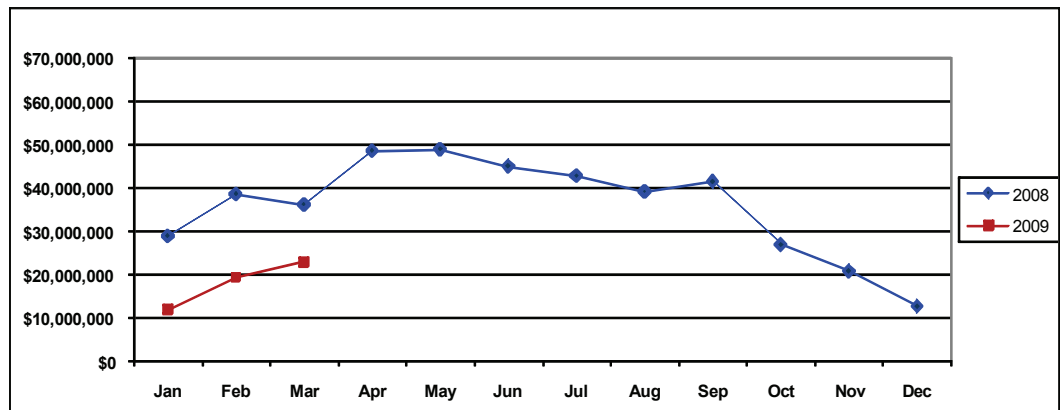
- ◆ Clearview -43%
- ◆ Collingwood -22%
- ◆ Grey Highlands -56%
- ◆ Meaford -69
- ◆ Town Blue Mountains -46%
- ◆ Wasaga Beach -48%

1st Qtr 2009 Sales Down - But Trending Upward

During the first quarter of 2009, our uncertain economy continues to result in slower sales activity across all segments of the local real estate market. Demand for area properties has certainly not diminished however as is typical in a "changing market," buyers are in a cautious mood with homes taking longer to sell. Prices thus far have remained relatively stable. As shown in the chart below, the overall "average" sale price has decreased by 9.4% but this decrease stems from the fact that higher-end property sales have continued to remain weak during the first 3 months of the year (see chart on Page 2). The absence of sales at the upper end of the market has a pronounced impact on the average sale price and decreases in the "average" price should not be misconstrued as falling prices across the entire market.

Sales in March while below the same month last year, were much stronger than the previous 5 months when compared to the same months in 2008. Typically spring is when market activity begins to increase and with low mortgage rates along with a good selection of properties on the market, now is the ideal time for Buyers to capitalize on the opportunities currently available.

Total Georgian Triangle Monthly MLS® Sales 2008 vs 2009



Sales & Average Prices by Area 2009 vs 2008

	Sales			Average Price		
	2009	2008	%+/-	2009	2008	%+/-
Clearview	18	32	-43.8%	\$251,454	\$322,599	-22.1%
Collingwood	35	45	-22.2%	\$257,711	\$246,026	4.7%
Grey Highlands	10	23	-56.5%	\$259,565	\$354,160	-26.7%
Meaford	8	26	-69.2%	\$252,529	\$256,503	-1.5%
Mulmur	0	1	-100.0%	\$385,000	\$385,000	0.0%
The Blue Mountains	19	37	-48.6%	\$436,177	\$466,248	-6.4%
Wasaga Beach	45	87	-48.3%	\$252,522	\$251,101	0.6%
TOTAL ALL	135	251	-85.9%	\$261,222	\$288,378	-9.4%

NOTE:

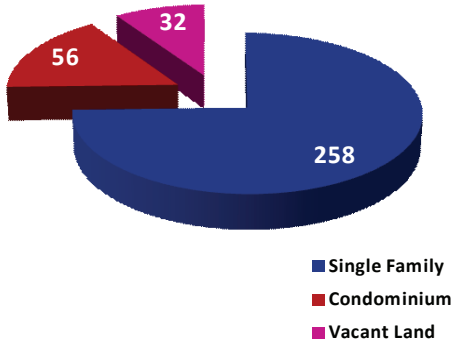
These average sale prices are based on sales reported through the MLS® system of the Georgian Triangle Real Estate Board. Average sale prices alone do not reflect the annual rate of property appreciation or depreciation which are impacted by the mix of properties sold in specific price ranges.

Unsettled by current market conditions? We have the training and knowledge required to assist Sellers in correctly pricing & marketing your property in order to get results! Buyers receive the same professional expertise and counsel with respect to establishing "fair market value" in addition to the appropriate conditions to be included with regards to submitting a credible offer to purchase, consistent with "current" market conditions.

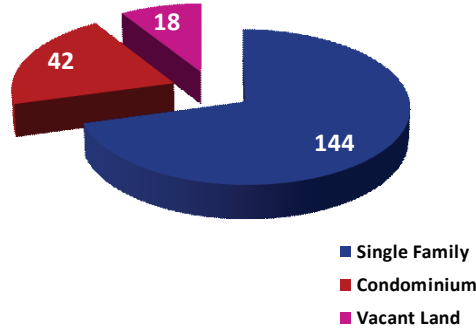


Condominium sales in the 1st Quarter represent 20% of the total residential units SOLD!

2008 Sales by Type



2009 Sales by Type



Although unit condo sales have decreased 25% in the 1st quarter of 2009 vs 2008, their sales have increased to 20% of all residential listings sold. These results do not include the sales of new condominium units that are being sold by various developers.

Higher -End Home Sales Remain Soft

Number of Units Sold by Price 2009 vs 2008

	2009	2008	%+/-
Under \$100,000	19	26	-26.9%
\$100K to \$199,999	94	120	-21.7%
\$200K to \$299,999	76	152	-50.0%
\$300K to \$399,999	26	43	-39.5%
\$400K to \$499,999	9	26	-65.4%
\$500K to \$599,999	7	9	-22.2%
\$600K to \$699,999	5	6	-16.7%
\$700K to \$799,999	1	5	-80.0%
\$800K to \$899,999	0	0	0.0%
\$900K to \$999,999	0	1	-100.0%
\$1,000K to \$1,499,999	1	4	-75.0%
Over \$1,500,000	0	2	-100.0%

FEATURE LISTING—FIRST TIME OFFERED




Exquisitely designed & constructed 4,400 sq. ft. executive home with over 115' of frontage on Georgian Bay. Beautiful finishes with reclaimed wood floors, designer kitchen & other features sure to satisfy the most discerning of tastes. Prime sand beach shoreline with deep water access, close to area ski, golf clubs & more!

MLS® 20091279 Offered at \$2,895,000

Market Outlook 2009: Housing demand to remain strong, but undermined by weak consumer confidence.

Consumer confidence continues to be barraged with negative reports by the media resulting in many potential buyers being sidelined due to insecurity about their employment. Those persons that are not unduly threatened by job loss will be able to capitalize on the improved affordability of housing in the market stemming from stable pricing and low mortgage rates. By and large the Georgian Triangle will not be so adversely affected by the economic slowdown as most of the major manufacturing jobs in the area, especially those attached to the auto sector have already left. Our market continues to be driven in large part by those persons looking to retire here and their arrival has only just begun making us somewhat insulated from factors affecting other markets across the country.

For additional market information, or to discuss your specific real estate selling or buying needs, please contact:



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For valuable real estate information or to search for area property, visit our website at:

www.propertycollingwood.com

Helping you is what we do!