

Georgian Triangle Condo Communiqué

Winter 2009 Edition



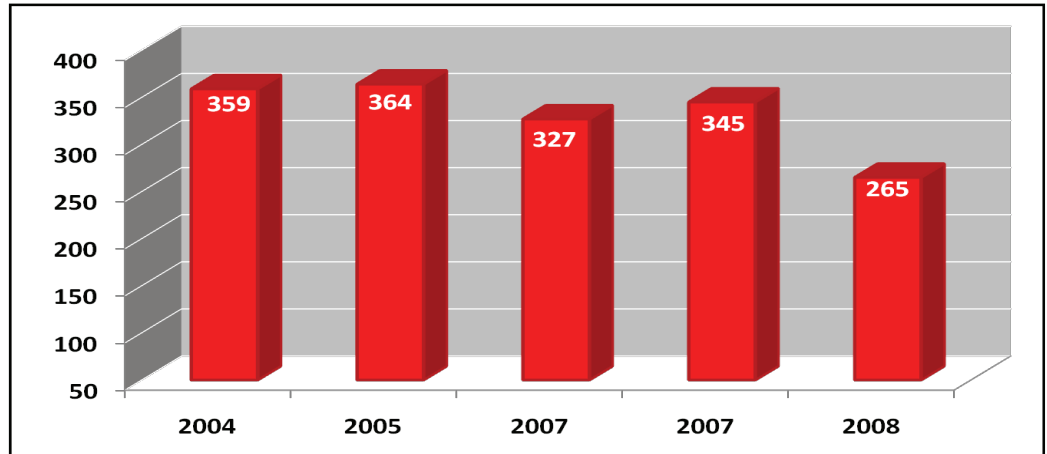
by Rick Crouch & Doug Brown - Royal LePage All Real Estate Services Ltd.

2008 Highlights

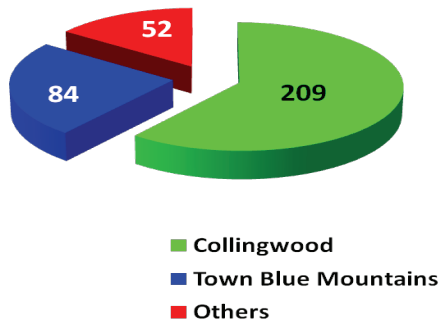
- ◆ MLS® condo re-sales total \$55 million down from
- ◆ Annual MLS® condominium sales revenue declines by 21.8% vs 2007
- ◆ MLS® Condo unit sales decline 23.2% form 2007
- ◆ Collingwood condo unit sales down 27.5% vs 2007
- ◆ Blue Mountain condo unit sales down 6.0% vs 2007

Area Condominium Sales Soften in 2008

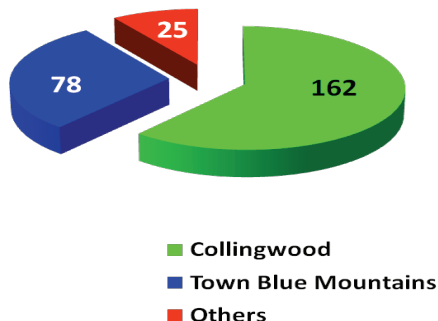
Total Georgian Triangle Condominium Sales 2004 to 2008



2007 Condominium Sales (units)



2008 Condominium Sales (units)



Condominium sales as reported through the MLS® system of the Georgian Triangle Real Estate Board totaled 265 units for 2008, a reduction of 23% from 2007. Despite this decrease within the “resale” condominium market, it must be pointed out that several new condominium developments throughout the area captured an undisclosed number of sales that are not reflected in these results. Developments such as the Shipyards, Admiral’s Collingwood, Silver Glen and Tanglewood in Collingwood plus Intrawest’s Village at Blue, Far Hills and other projects in The Blue Mountains have catered to buyers that have chosen to buy “new” versus an older resale condo property.

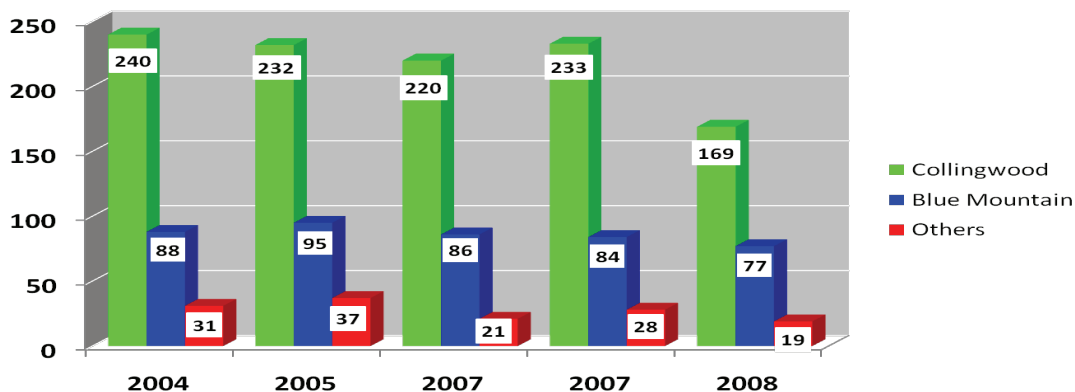
Many types of condominium units are found throughout the Georgian Triangle. Dating back to the 1980’s, Cranberry resort is perhaps the best known condo development in the area and these properties offer great value in one to four bedroom floor plans that are ideal for both recreational and full-time use. In recent years Lighthouse Point, Admiral’s Gate and others have brought to the market upscale units with designer high-end finishes in gourmet kitchens, luxurious ensuite baths and more. Developments such as Blue Shores have introduced what are referred to as “vacant land” condominiums. These developments consist of what at-first-glance appear to be single-family homes. Although the homes are freehold single-family styled residences, condominium ownership applies to the outside of the homes wherein landscaping and snow removal etc. are carried out on your behalf for a nominal monthly “condo” fee. This provides owners with the benefits of single-family home ownership without the maintenance tasks typically associated with this style of living. Other developments with a similar ownership structure are “The Orchard” and “Alpine Springs” located at the base of the Craighleith and Alpine Ski Clubs respectively. We suspect more “vacant land” condominium ownership options will appear at other new developments in the future.

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 clauses and conditions to be included with regards to submitting a credible offer to purchase, consistent with “current” market conditions.



In 2008, Condominium sales continued to represent 17% of the area's total residential units SOLD!

Condo Units Sold by Area 2004 to 2008



“..the real estate market is affected far more by demographics than it is by economics.”

David Foot author of Boom, Bust, Echo

What's in a "Condo Fee?" Most people have heard of or are familiar with the term “condo fee” but in talking with many potential condominium buyers, many are not sure what exactly that fee consists of. With typical freehold condominiums your monthly condo fee is made up of three components. First is a payment for the ongoing day-to-day maintenance to your condo unit and the common area(s) which includes but may not be limited to landscaping, snow removal, window washing, janitorial duties to clean hallways etc. Secondly your condo fee includes a monthly payment to cover the premium for the “master insurance policy” that your condominium corporation has on the entire building or project. Some condos have amenities such as swimming pools, tennis courts and other recreational features the maintenance of which is also included in the monthly condo fee when applicable. Lastly and perhaps the most important part of the monthly condo fee is a payment to your condominium corporation’s “reserve fund.” The reserve fund is money that is set aside to pay for future major repairs such as the replacement of windows, doors, roof shingles, repairs to underground parking garages etc. When the reserve fund has inadequate monies to pay for these repairs, owners are then faced with a special assessment to cover these expenses.

Looking to buy or sell a condo? As REALTORS® committed to helping our clients in making “informed” decisions. We have amassed considerable knowledge and sales data with respect to the condominium segment of the Georgian Triangle real estate market and as such we are well equipped to advise both buyers and sellers on this increasingly popular form of property ownership. Whether it is a full-time residence, a weekend retreat or to explore condominium ownership as a rental property investment, let us assist you in making the informed decision that is right for you. Contact us and we will share our expertise with you, helping to insure that your condominium ownership experience is everything you hoped it would be.

Market Outlook 2009: Housing Demand to Remain “Strong by Historical Standards”

The economic uncertainties that unfolded in the last quarter of 2008 have created more balanced conditions across most markets nationwide. Canada’s economic indicators are fundamentally strong. High employment levels, rising incomes, a continued flow of affluent immigrants entering Canada and low mortgage rates make for a healthy housing market. Many sellers have removed their homes from the market thus reducing the inventory of MLS® listed properties. This reduced listing inventory combined with a strong demand and low mortgage rates will stem any significant downward pressure on residential home prices. Royal LePage Canada predicts the average residential price may decline nationally by 3.5% in 2009. Overall, market conditions will exist that clearly favour Buyers, making this an excellent time to invest in real estate.

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



RICK CROUCH - Broker, MVA (Market Value Appraiser Residential)
 Past President, Georgian Triangle Real Estate Board
 Direct: 705-443-1037 rickcrouch@propertycollingwood.com
DOUG BROWN - Sales Representative
 Direct: 705-441-6129 dougbrown@propertycollingwood.com

Royal LePage All Real Estate Services Limited
 330 First Street, Collingwood 705-445-5520 or 877-445-5520

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

www.propertycollingwood.com

Helping you is what we do!