



Georgian Triangle Real Estate News

Volume 9 Issue 1 - 1st Quarter 2010

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1st Qtr Highlights

- ◆ Sales total \$106.7 million up 93% from \$55.3. million in 1st quarter 2009
- ◆ # of units SOLD in 1st quarter totaled 388, up 65% over 1st quarter 2009 sales of 235
- ◆ # of new listings in 1st quarter were 1,457 up 7% from 1st quarter 2009
- ◆ # of expired listings down 14% in 1st quarter 2010 to 723 vs 844 in 2009
- ◆ Overall 12 month average price for the area has increased 12.4% to \$300,518

1st Qtr Unit Sales by Area 2009 vs 2010

- ◆ Clearview up 78%
- ◆ Collingwood up 82%
- ◆ Grey Highlands up 90%
- ◆ Municipality of Meaford up 100%
- ◆ Town Blue Mountains up 105%
- ◆ Wasaga Beach up 59%

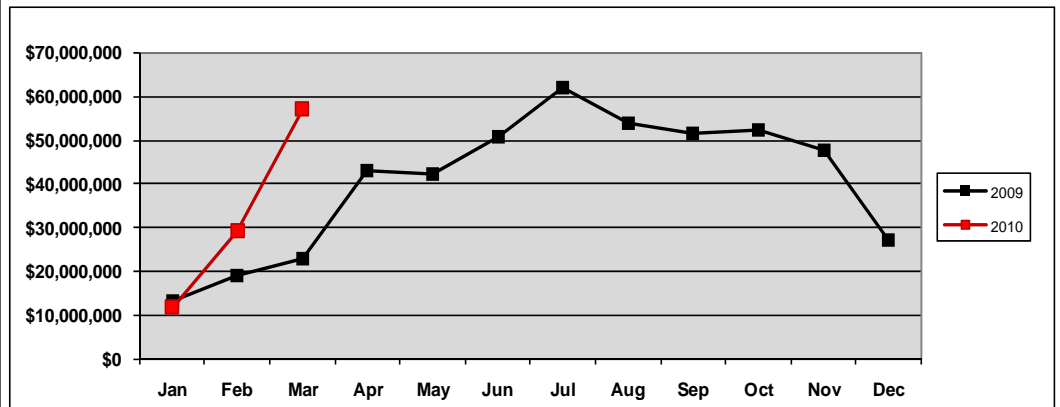
1st Quarter 2010 Sales Volume up 93%

Improved economic conditions coupled with low interest rates and strong consumer confidence boosted sales activity across the Georgian Triangle during the 1st quarter with sales volume up 93% and unit sales up 65% versus the 1st quarter of 2009. MLS® sales during the month of March totaled \$57 million with two residential sales reported each over \$2 million, a price attained on only two prior occasions within the MLS® system of the Georgian Triangle Real Estate Board. Of particular note, residential sales in the \$350K to \$499.9K range totaled 49 units up 172% from the 18 sales in the 1st quarter of 2009. See the sales by price range chart on page 2.

New listing activity increased by 7% in the first three months of 2010 with 1,457 new MLS® listings coming to market compared with 1,360 in the 1st quarter of 2009. Conversely, the number of expired listings decreased by 14% to 723 unsold properties compared to 844 expired listings during the same period last year. Both of these factors indicate a reduction in housing inventory which will result in more balanced market conditions for sellers and buyers alike.

The 12-month average residential price at the end of March stood at \$300,518 up 12.4% year-over-year largely the result of the increased sales activity at the upper end of the market.

Total Georgian Triangle Monthly MLS® Sales 2010 vs 2009



Annual Sales & Average Prices by Area 2010 vs 2009

	Sales			Average Price		
	2010	2009	%±	2010	2009	%±
Clearview	32	18	77.8%	\$256,943	\$251,621	2.1%
Collingwood	62	23	169.6%	\$260,102	\$257,961	0.8%
Grey Highlands	19	10	90.0%	\$318,504	\$259,565	22.7%
Meaford	16	8	100.0%	\$260,020	\$252,529	3.0%
The Blue Mountains	39	19	105.3%	\$453,124	\$436,177	3.9%
Wasaga Beach	70	44	59.1%	\$259,321	\$252,939	2.5%
TOTAL AREA	388	235	65.1%	\$300,518	\$267,247	12.4%

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 more by the mix of properties sold in specific price ranges.

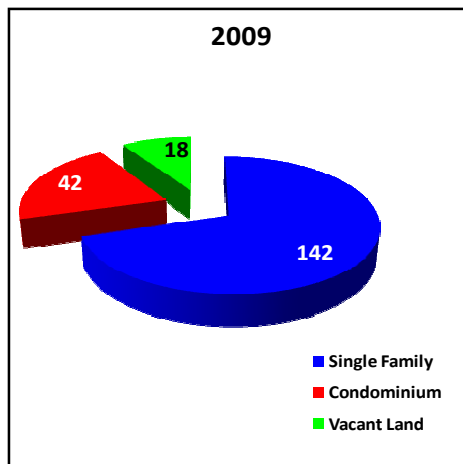
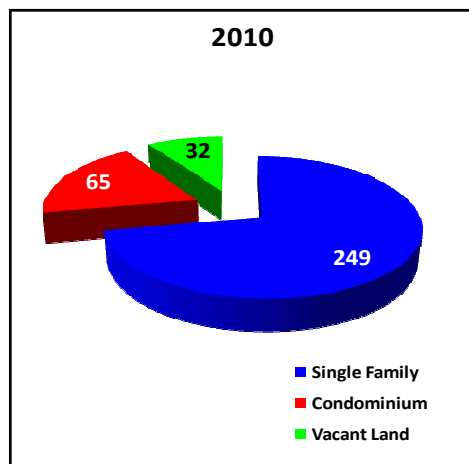
Contact us for pricing statistics specific to your property type and area.



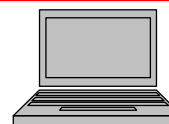
Helping YOU make informed decisions. We have the training and knowledge required to assist Sellers in correctly pricing & marketing your property in order to get results! Buyers receive the same professional expertise and counsel with respect to establishing "fair market value" in addition to the appropriate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

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1st Quarter 2010 Single Family Home Sales Increase 75% Over 2009



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Upper-End Property Sales Rebound

Number of Units Sold by Price 2010 vs 2009

	2010	2009	%+/-
Under \$100,000	28	19	47.4%
\$100K to \$199,999	106	81	30.9%
\$200K to \$299,999	130	76	71.1%
\$300K to \$399,999	76	26	192.3%
\$400K to \$499,999	21	9	133.3%
\$500K to \$599,999	11	7	57.1%
\$600K to \$699,999	8	5	60.0%
\$700K to \$799,999	4	1	300.0%
\$800K to \$899,999	1	0	100.0%
\$900K to \$999,999	1	0	100.0%
\$1,000K to \$1,499,999	0	1	-100.0%
Over \$1,500,000	2	0	100.0%

FEATURE LISTING 23 ACRE PARADISE!



This 23 acre parcel is a "Garden of Eden" nestled in the Pretty River Valley featuring 2 ponds and beautiful grounds. Spacious 3,600+ sq. ft. 3 bedroom, 3.5 bath home, detached double garage & stone bungalow ideal for studio or guest cabin. Privacy and seclusion, minutes to Collingwood. This property must be walked to be appreciated.

MLS® 20100722 Listed at \$975,000

MARKET OUTLOOK - SPRING 2010: Across Canada, the demand for housing remains strong but has decreased from the record levels posted at the end of 2009. As we head into the busy spring market, homebuyers have an abundant choice of properties to select from stemming from the fact that on a national basis, new MLS® listing activity in March was up 20% from March of 2009. Demand in some major centres such as Toronto favours the seller(s) with multiple offers and sale prices exceeding the asking price very common. To the end of March, the local market had a sales-to-listing ratio of 27% indicating that we are moving towards balanced market conditions overall, which favours neither sellers nor buyers. Heading into the second half of 2010, it is predicted the implementation of HST on July 1st will cool market activity here in Ontario. Like the current GST, HST is not applicable on resale properties. It will however increase consumer selling and buying costs with an additional tax on real estate, legal, home inspection and other fees associated with every real estate transaction. **NOTE: Please feel free to contact us for a no obligation review of how the HST may impact your particular circumstance.**



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