



Georgian Triangle Real Estate News

Volume 8 Issue 3 - 3rd Quarter 2009

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

3rd Qtr Highlights

- ◆ Sales total \$167.3 million up 28% from \$130.4 million in 3rd quarter 2008
- ◆ # Unit Sales increased 22% over 3rd quarter 2008.
- ◆ # New listings in the quarter were virtually unchanged over 2008.
- ◆ # Expired listings up 17%
- ◆ Unit condo sales have increased over 9% year-to-date and represent 19% of residential properties sold.
- ◆ Overall average price for the area has increased .3% to \$281,607

3rd Qtr Total Unit Sales by Area 2008 vs 2009

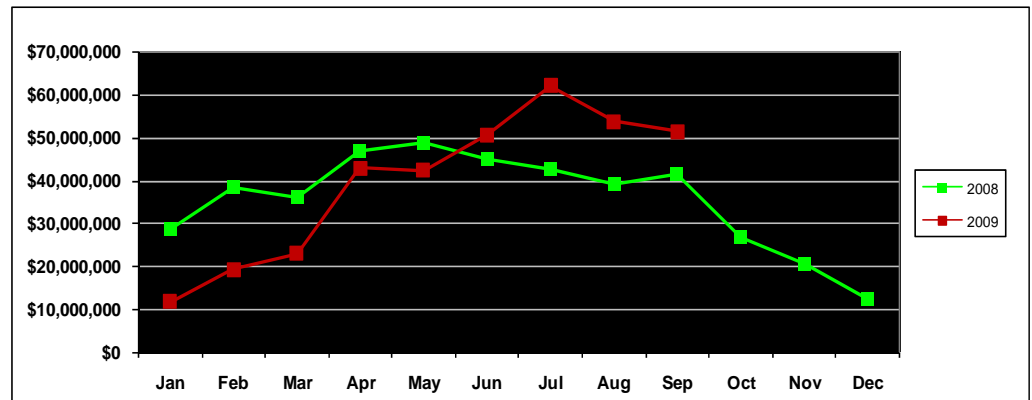
- ◆ Clearview down 3.8%
- ◆ Collingwood down 3.8%
- ◆ Grey Highlands down 12.4%
- ◆ Meaford down 33.5%
- ◆ Town Blue Mountains down 3.4%
- ◆ Wasaga Beach

3rd Quarter 2009 Sales Jump 28% over 2008

Despite lingering doubts as to whether Canada has emerged from the current economic recession, residential housing has needless-to-say roared back with much greater strength than anyone expected. National consumer confidence continued to improve in the 3rd quarter with September marking the 7th consecutive month where consumer confidence rose well above the levels of the 3rd quarter in 2008. The sharp rise in confidence resulted from an increase in sentiment regarding households budgetary outlook and job growth prospects which positively affected consumers attitudes towards major purchases including real estate.

Sales as reported through the MLS® system of the Georgian Triangle Real Estate Board during the 3rd quarter saw unit residential sales increases of 16%, 27% and 30% in June, July and August respectively. After a year-to-date decline in revenue at the end of the 1st quarter of 47%, sales in the 2nd and 3rd quarters have reduced the year-to-date shortfall to a mere 5%. With strong sales forecasted through the remaining 3 months of the year, we fully anticipate that total sales in the Georgian Triangle for 2009 will exceed the \$438 million in property sold during 2008.

Total Georgian Triangle Monthly MLS® Sales 2008 vs 2009



Single Family Home Sales & Average Prices by Area September Year-To-Date 2009 vs 2008

	Sales			Average Price		
	2009	2008	%+/-	2009	2008	%+/-
Clearview	119	122	-2.5%	\$242,862	\$298,378	-18.6%
Collingwood	210	215	-2.3%	\$248,493	\$267,450	-7.1%
Grey Highlands	56	62	-9.7%	\$299,169	\$307,785	-2.8%
Municipality Meaford	83	120	-30.8%	\$269,089	\$250,249	7.5%
Mulmur	1	2	-50.0%	\$700,000	\$358,333	-95.3%
Town Blue Mountains	117	112	4.5%	\$458,415	\$463,575	-1.1%
Wasaga Beach	280	317	-11.7%	\$247,707	\$253,741	-2.4%
TOTAL AREA	866	950	-9.7%	\$281,607	\$280,253	0.5%

NOTE:

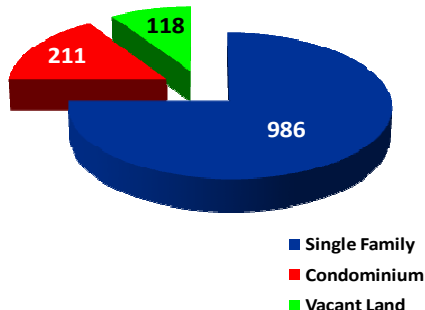
These average sale prices are based on sales reported through the MLS® system of the Georgian Triangle Real Estate Board. Average sale prices alone do not reflect the annual rate of property appreciation or depreciation which are impacted by the mix of properties sold in specific price ranges. Contact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

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.

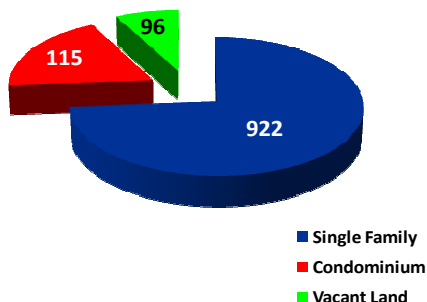


Condominium sales in the first half of 2009 represent 16% of the total residential units SOLD.

2008 Sales by Type



2009 Sales by Type



MLS® residential units sales were very strong through the 3rd quarter. While higher-end home sales have improved dramatically in recent months, 84% of the residential units sold year-to-date are still under \$350,000.

Unit condo sales have increased 9% in the first 9 months of 2009 and now represent 19% of all residential units sold.

Higher-End Home Sales Regain Momentum

Number of Units Sold by Price 2009 vs 2008

	2009	2008	%+/-
Under \$100,000	100	97	3.1%
\$100K to \$199,999	436	460	-5.2%
\$200K to \$299,999	521	555	-6.1%
\$300K to \$399,999	181	182	-0.5%
\$400K to \$499,999	67	77	-13.0%
\$500K to \$599,999	29	40	-27.5%
\$600K to \$699,999	26	24	8.3%
\$700K to \$799,999	9	7	28.6%
\$800K to \$899,999	6	5	0.0%
\$900K to \$999,999	5	4	25.0%
\$1,000K to \$1,499,999	10	6	66.7%
Over \$1,500,000	2	5	-60.0%

FEATURE LISTING—THORNBURY EXECUTIVE HOME



Exquisitely finished 2,300+ sq. ft. executive home on a quiet cul-de-sac location. Open concept main floor with hand rubbed maple floors, beamed ceiling, mahogany kitchen with granite & marble counters & much more. Beautifully crafted throughout, a pleasure to show.

MLS® 20093785 Offered at \$629,000

Market Outlook 2009: Housing demand to remain strong & mortgage rates low. Now is the time to buy!

The national real estate market has weathered the current economic slowdown remarkably well. The Bank of Canada has committed to hold interest rates steady until the 2nd quarter of 2010 and this combined with a high level of consumer confidence is expected to create a strong demand for housing through the 4th quarter of 2009 and well in to 2010. In Ontario, the forthcoming blending of the provincial sales tax with the federal goods and services tax (HST) may very well advance buyers real estate purchasing plans into the first half of 2010 as Buyers may elect to buy before the tax change takes effect later in 2010. Residential housing inventory has dropped in recent months and this combined with strong sales activity has created stability with respect to prices. The perception amongst consumers and even with some REALTORS® is that prices across the Georgian Triangle have declined unilaterally across all market segments. This is not the case and both Buyers and Sellers are urged to obtain qualified advice from a knowledgeable REALTOR® about local market conditions before making any decisions.



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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!