



Georgian Triangle Real Estate News

Volume 9 Issue 3 - 3rd Quarter 2010

Published by: the "Real Value Team" - Royal LePage All Real Estate Services Ltd.

3rd Qtr Highlights

- ◆ Sales total \$149.1 million down 10.9% from \$167.4 million in 3rd quarter 2009
- ◆ # of units SOLD in 3rd quarter totaled 532, down 14.7% over 3rd quarter 2009 sales of 624
- ◆ # of new listings in 3rd quarter were 1,557 up 1.3% from 3rd quarter 2009
- ◆ # of expired listings in 3rd quarter 2010 were 866 vs 746 in 2009 an increase of 16.0%
- ◆ The 12 month average price for the area has increased 11.1% to \$313,723

Sept YTD Unit Sales by Area 2010 vs 2009

- ◆ Clearview up 3.4%
- ◆ Collingwood up 6.2%
- ◆ Grey Highlands up 41.1%
- ◆ Municipality of Meaford up 19.3%
- ◆ Town Blue Mountains down .9%
- ◆ Wasaga Beach up 5.4%

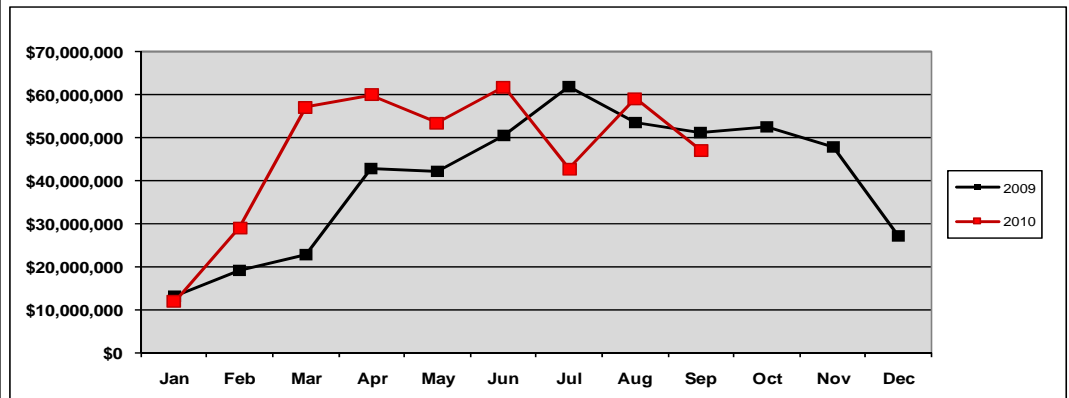
Upper End Homes Sales Continue to Drive Our Market!

During the 3rd quarter, real estate sales across the Georgian Triangle softened, impacted in part by increases in mortgage lending rates as well as the implementation of the Harmonized Sales Tax (HST). Sales revenue reported through the MLS® system of the Georgian Triangle Real Estate Board for the quarter totaled \$149.1 million, representing a decrease of 10.9% from the 3rd quarter of 2009. Individual MLS® unit sales decreased 14.7% with 532 properties sold in the 3rd quarter of 2010 versus 624 sales in the same period last year.

As we saw in the previous quarter, we continue to see significant strength at the upper end of the market. 3rd quarter sales between \$500,000 to \$999,000 increased 9.8% with 45 properties selling this year as compared to 41 in the 3rd quarter of 2009. On a year-to-date basis, sales in this price range are up 60.0% with 120 sales reported as compared to 75 last year. Similarly, sales over \$1 million during the 3rd quarter were also up 60% with 8 sales reported. Year-to-date a total of 23 properties valued at over \$1 million have been reported as sold compared to 12 last year, an increase of 91.7%.

NOTE: All of these statistics are based on sales reported through the MLS® system of the Georgian Triangle Real Estate Board.

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.

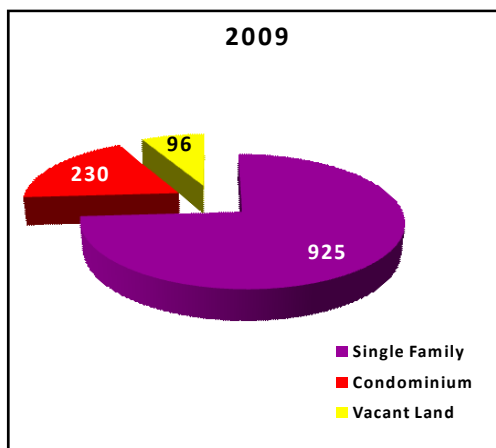
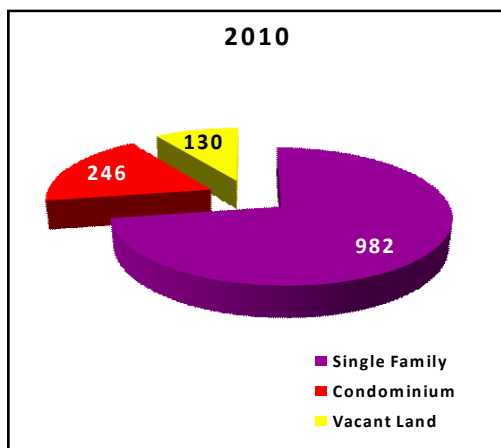
Contact us for pricing statistics specific to your property type and area.



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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Year-to-Date 2010 Condominium Sales Are up 43% Over 2009



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Upper-End Properties Fuel Sales Growth

Number of Units Sold by Price 2010 vs 2009

	2010	2009	%+/-
Under \$100,000	101	100	1.0%
\$100K to \$199,999	439	434	1.2%
\$200K to \$299,999	512	521	-1.7%
\$300K to \$399,999	239	181	32.0%
\$400K to \$499,999	82	67	22.4%
\$500K to \$599,999	50	29	72.4%
\$600K to \$699,999	34	26	30.8%
\$700K to \$799,999	24	9	166.7%
\$800K to \$899,999	6	6	100.0%
\$900K to \$999,999	6	5	100.0%
\$1,000K to \$1,499,999	16	10	60.0%
Over \$1,500,000	7	2	100.0%

2 BEDROOM + DEN CONDO at RIVERWALK!



The designer inspired 2 bedroom plus den condominium at Riverwalk in Thornbury offers the lifestyle and location you are looking for. A short walk to downtown Thornbury and just steps to the marina, this unit offers 1,280 square feet of thoughtful living space with excellent finishes. Contact us for your personal viewing today.

MLS® 20103738 Listed at \$345,000

MARKET OUTLOOK - FALL 2010: We are continuing to see the market reached more balanced conditions which neither favour buyers or sellers. The inventory of properties for sale as reflected by the number of new listings coming onto the market is more in line with demand thus serving to keeping prices steady. On a national basis, the average residential house price is remaining on par to where it was this time last year at just over \$331,000. Locally, the average price is receiving upward pressure from the significantly higher sales activity we are seeing with upper-end properties.

According to the Conference Board of Canada's index of consumer confidence, consumer sentiment lost some ground in the 2nd quarter after having increased in the first quarter which is no doubt at least partly responsible for the slowdown we experienced in 3rd sales activity. The decrease in confidence reflects weaker outlooks for household budgets and employment, and less enthusiasm about making major purchases which will not doubt carry on through the balance of this year. Overall we can expect to see modest sales activity through the balance of 2010 with stable prices and a good supply of properties to choose from.

NOTE: Contact us for a no obligation review of how market conditions may impact your particular real estate plans.



RICK CROUCH - Broker, MVA (Market Value Appraiser Residential)

Past President (2008) Georgian Triangle Real Estate Board
Direct: 705-443-1037 rickcrouch@propertycollingwood.com

DOUG BROWN - Sales Representative

Direct: 705-441-6129 douglasbrown@royallepage.ca



Royal LePage All Real Estate Services Limited, Brokerage (Independently Owned & Operated)
330 First Street, Collingwood 705-445-5520 or 877-445-5520

www.propertycollingwood.com