



Georgian Triangle Real Estate News

Volume 8 Issue 4 - 4th Quarter 2009

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

4th Qtr Highlights

- ◆ Sales total \$127.5 million up 101% from \$63.4. million in 4th quarter 2008
- ◆ # of units SOLD in 4th quarter totaled 469, up 82% over 4th quarter 2008 sales of 258
- ◆ # of new listings in 4th quarter were 1,091 down 11% from 3rd quarter 2008
- ◆ # Expired listings decreased by 14% in 4th quarter 2009 vs 2008
- ◆ Overall 12 month average price for the area has increased 2.4% to \$285,785

4th Qtr Unit Sales by Area 2008 vs 2009

- ◆ Clearview up 27%
- ◆ Collingwood up 56%
- ◆ Grey Highlands up 8%
- ◆ Municipality of Meaford up 87%
- ◆ Town Blue Mountains up 144%
- ◆ Wasaga Beach up 118%

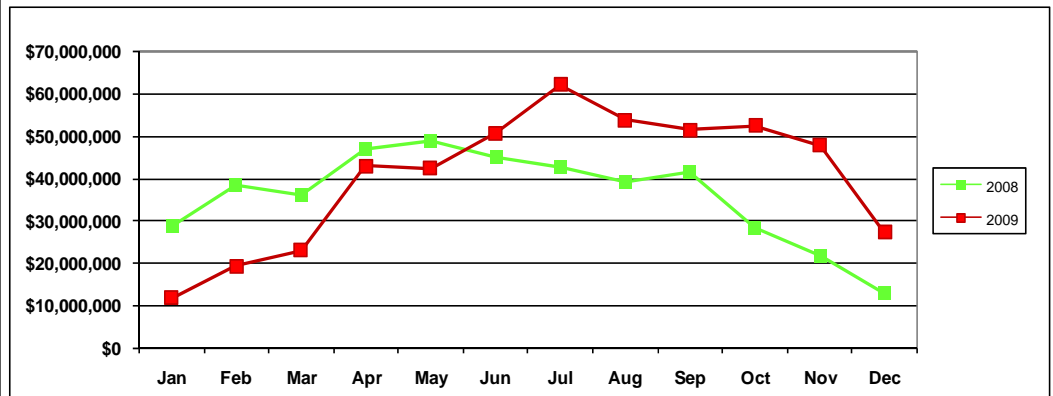
4th Quarter 2009 More Than Double 4th Quarter 2008

The 4th quarter of 2009 brought with it very robust sales activity throughout the southern Georgian Bay area. Sales revenue in the 4th quarter more than doubled from \$63.3 million in 2008 to \$127.5 million in 2009. Unit sales showed similar results with 469 properties sold in the last 3 months of 2009 versus 258 in the 3rd quarter of 2008, an increase of 82%.

Annual sales for 2009 as reported through the MLS® system of the Georgian Triangle Real Estate Board totaled \$484.7 million, an increase of 10% over 2008. Of particular note was the resurgence of upper-end property sales during the second half of the year which saw annual unit sales from \$800,000 to \$1 million up 36% and sales over \$1 million as well up in excess of 36%. New listing activity for the year decreased slightly (2%) resulting in a more balanced supply of properties relative to sales. As a result, pricing throughout the year was relatively stable with the 12 month average price across the overall market increasing 2.4% to \$285,785.

Overall there is still an abundance of properties on the market. Buyers continue to remain somewhat cautious with their buying decisions and there is no willingness by them to over-pay!

Total Georgian Triangle Monthly MLS® Sales 2008 vs 2009



Annual Sales & Average Prices by Area 2009 vs 2008

	Sales			Average Price		
	2009	2008	%+/-	2009	2008	%+/-
Clearview	147	166	-11.4%	\$251,213	\$276,751	-9.2%
Collingwood	262	250	4.8%	\$254,646	\$256,270	-0.6%
Grey Highlands	71	75	-5.3%	\$312,454	\$271,501	15.1%
Meaford	112	135	-17.0%	\$261,769	\$242,799	7.8%
The Blue Mountains	165	131	26.0%	\$453,258	\$444,290	2.0%
Wasaga Beach	369	361	2.2%	\$255,557	\$252,332	1.3%
TOTAL AREA	1,126	1,118	0.7%	\$285,785	\$278,974	2.4%

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.

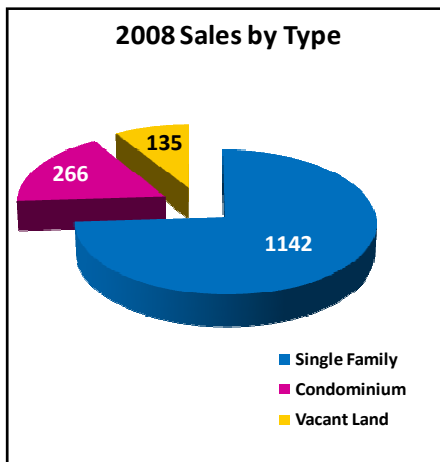
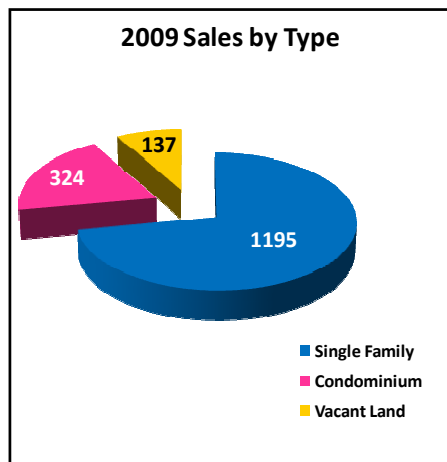
Contact us for pricing statistics specific to your property type and area.



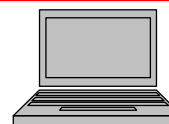
Helping YOU make informed decisions. We have the training and knowledge required to assist Sellers in correctly pricing & marketing your property in order to get results! Buyers receive the same professional expertise and counsel with respect to establishing "fair market value" in addition to the appropriate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

Stay informed! Subscribe Online for this Newsletter at www.propertycollingwood.com

Condominium Unit Sales Increased by 22% in 2009



STAY INFORMED with "Automatic" Updates



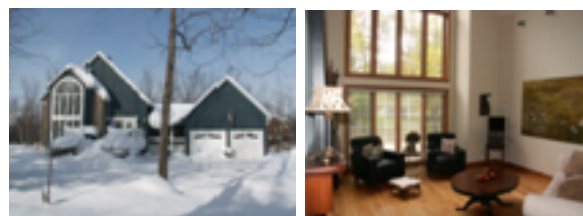
Subscribe to this NEWSLETTER at www.propertycollingwood.com

Upper-End Property Sales Strong in 2009

Number of Units Sold by Price 2009 vs 2008

	2009	2008	%+/-
Under \$100,000	127	113	12.4%
\$100K to \$199,999	575	559	2.9%
\$200K to \$299,999	684	637	7.4%
\$300K to \$399,999	248	211	17.5%
\$400K to \$499,999	98	93	5.4%
\$500K to \$599,999	49	48	2.1%
\$600K to \$699,999	31	28	10.7%
\$700K to \$799,999	15	9	66.7%
\$800K to \$899,999	8	6	33.3%
\$900K to \$999,999	7	5	40.0%
\$1,000K to \$1,499,999	12	6	100.0%
Over \$1,500,000	3	5	-40.0%

FEATURE LISTING—CLOSE to all SKI AREAS



Beautifully maintained 4 bedroom, 3.5 bath chalet/home in Collingwoodlands. Open concept floor plan with vaulted ceiling, floor-to-ceiling "palladium" window & hardwood floors. Fully finished lower level, perfect for the larger family either as a weekend retreat or a full-time residence. A pleasure to show.

Market Outlook 2009: Given the unexpected rally and strength of the real estate market across Canada in 2009, the Canadian Real Estate Association issued a revised forecast for 2010. Although 2010 is expected to fall short of the record sales levels achieved in 2007, the outlook for 2010 is much more optimistic than is was in late 2008 or early 2009. Residential sales in Ontario are forecasted to reach 200,400 units in 2010, an increase of 4.5%, average prices are forecasted to rise 3.5%.

Given the strength of the local market experienced in the latter half of 2009 we can expect similar if not better results than the rest of the province. A growing segment of our market is being driven by those looking to retire in the southern Georgian Bay area, attracted by both the lifestyle and may amenities the region has to offer. As quoted by noted author David Foot in his book Boom, Bust, Echo, "real estate is affected far more by demographics than it is by economics."

For additional market information, or to discuss your specific real estate selling or buying needs, Contact Us!



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 dougbrown@propertycollingwood.com

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

www.propertycollingwood.com

Helping you is what we do!