

Georgian Triangle Condo Communiqué

Winter 2011 Edition



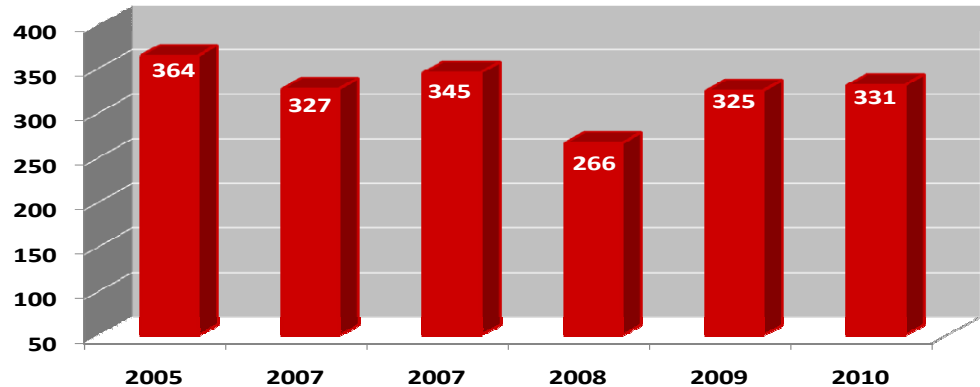
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2010 Highlights

- ◆ Total MLS® condo sales in 2010, totaled 331 units up 2% from 325 sold in 2009.
- ◆ Total 2010 MLS® condo sales revenue was \$75.8 million up 7% from 2009 sales of \$70.6 million.
- ◆ Collingwood MLS® condo sales in 2010 totaled 198 units versus 202 sold in 2009
- ◆ Blue Mountain MLS® condo sales in 2010 totaled 109 units versus 103 sold in 2009.

2010 Condo Re-Sales Consistent with Prior Year

Total Georgian Triangle MLS® Condominium Sales 2005 to 2010



NOTE: These results do not include sales of new condo units made by developers such as Intrawest, the Shipyards and others. The table below reflects year over year sales activity at some of the major condo developments throughout the area for 2010 versus 2009. Contact me for sales and pricing information on specific developments not shown in the chart below.

2010 Condominium Sales (units)



■ Collingwood
■ Town Blue Mountains
■ Others

2009 Condominium Sales (units)



■ Collingwood
■ Town Blue Mountains
■ Others

MLS® Georgian Triangle Condominium Sales 2009 vs 2010 By Development

	Sold 2010	Sold 2009	Diff	% +/-	Average Price 2010	Average Price 2009	% +/-
Applejack	10	10	0	0.0%	\$195,590	\$179,750	8.8%
Cachet Crossing	2	2	0	0.0%	\$235,000	\$245,000	-4.1%
Chateau Ridge	2	4	-2	-50.0%	\$175,000	\$252,500	-30.7%
Cranberry	97	86	11	12.8%	\$186,444	\$179,135	4.1%
Dockside Village	2	4	-2	-50.0%	\$255,250	\$252,500	1.1%
Grand Georgian	8	11	-3	-27.3%	\$201,438	\$202,182	-0.4%
Heritage Corners	6	14	-8	-57.1%	\$280,483	\$200,536	39.9%
Lighthouse Point	28	38	-10	-26.3%	\$348,955	\$267,391	30.5%
Mosaic	3	0	3	N/A	\$203,333	N/A	N/A
Mountain Springs Lodge	17	14	3	21.4%	\$116,282	\$114,850	1.2%
Mountain Walk	1	6	-5	-83.3%	\$260,000	\$256,925	1.2%
Rankins Landing	5	3	2	66.7%	\$165,400	\$183,083	-9.7%
Rivergrass	5	6	-1	-16.7%	\$373,000	\$315,833	18.1%
Ruperts Landing	14	11	3	27.3%	\$199,664	\$213,309	-6.4%
Seasons at Blue	6	6	0	0.0%	\$183,933	\$241,316	-23.8%
Sierra Lane	2	1	1	100.0%	\$324,500	\$265,612	22.2%
Sierra Woodlands	2	4	-2	-50.0%	\$428,750	\$450,500	-4.8%
Summit Green	4	0	4	100.0%	\$291,000	N/A	N/A
Sunset Cove	7	13	-6	-46.2%	\$411,133	\$230,730	78.2%
Weider Lodge	2	1	1	100.0%	\$307,475	\$189,000	62.7%
Westin Trillium House	5	2	3	150.0%	\$323,800	\$237,500	36.3%
Wintergreen	2	4	-2	-50.0%	\$271,250	\$207,500	30.7%
Woods at Applejack	2	0	2	100.0%	\$339,500	N/A	N/A

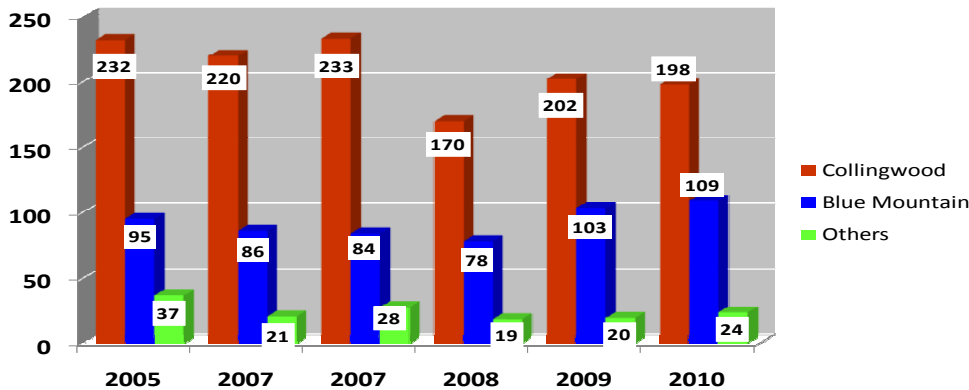


Unsettled by current market conditions? I have the training and knowledge required to assist Sellers in correctly pricing & marketing your property in order to get results! Buyers receive the same professional expertise and counsel with respect to establishing "fair market value" in addition to the appropriate clauses and conditions to be included with regards to submitting a credible offer to purchase a condominium property consistent with "current" market conditions.

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Condominium sales in 2010 equaled 21% of the total residential dwellings SOLD.

Condominium Units Sold by Area 2005 to 2010



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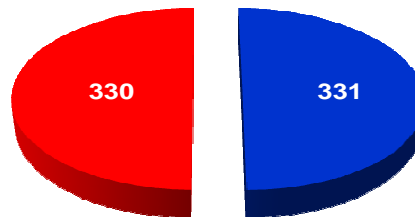
Market Overview: As with the overall real estate market in general, condominium sales in 2010 started the year off on a strong note then weakened somewhat in the second half of the year. Unit sales reported through the MLS® system of the Georgian Triangle Real Estate Board during the past 6 years have averaged 325 condo properties sold on an annual basis and 2010 was no exception with 331 units getting SOLD. Regardless of the number of new condos built by developers such as Intrawest and others, condominium re-sales have for the most part have remained very consistent year-to-year with 2008 being the one exception due to the economic slowdown.

Increasingly, we have become a desirable area for those looking to acquire recreational property to enjoy year round. Many buyers start with a modest two or 3 bedroom condominium unit then move up to something more substantial. Developers are responding to increased demand from retirees with projects such as The Shipyards, Admiral's Gate and 11 Bay Street in Thornbury. Each of these condominium projects consist of units with garages and higher end finishes with prices ranges from approximately \$500,000 and up.

One segment of the condo market that has weakened in recent years are the hotel condominiums located in the Blue Mountain Village. Having been sold originally on the concept they would generate income from the rental program while also appreciating in value, sellers are now finding the opposite has happened with some units selling for 30% and more below their original selling prices.

Market Outlook 2011: Relative to sales activity, there currently exists a one year inventory of MLS® listed condominium properties on the market. This translates into a balanced market favouring neither buyers nor sellers. Buyers have a good selection of properties to choose from and prices remain stable. Inventory levels do however vary greatly from one condominium development to another. Whether buying or selling, please **contact me** for specific pricing and listing details for the condominium project that applies to and or interests you.

There currently exists a 1 year inventory of condominium properties listed for sale on the MLS® system of the Georgian Triangle Real Estate Board.



- Number of Condos Sold in 2010
- Number of Condos Currently Listed For Sale - January 2011



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