

GEORGIAN TRIANGLE REAL ESTATE NEWS

A Newsletter by Rick Crouch – Royal LePage All Real Estate Services Ltd.



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Year-end Report 2006

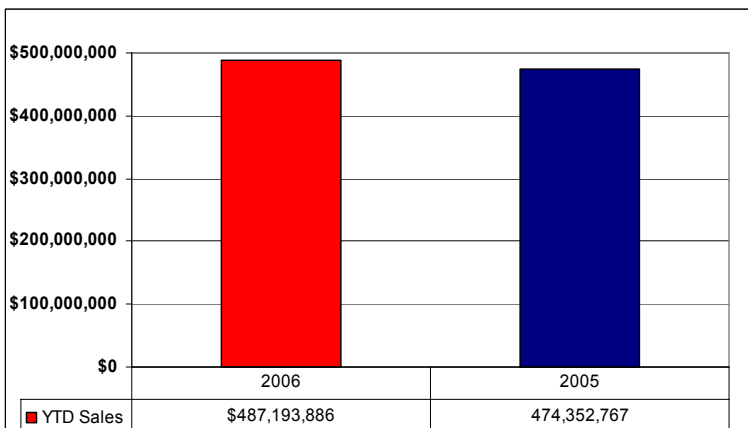
Despite a major slow down in the U.S. real estate market as well as some markets across Canada, real estate activity throughout the Georgian Triangle remained strong during 2006. For the 12 months ending December 31st, total unit sales are down 7.3% from 2005. Total sales in terms of dollars however, have increased by 2.7% stemming from a significant increase in higher-end property sales particularly those priced above \$750,000. New listings that came onto the market in 2006 increased significantly over 2005 with the number of new properties offered for sale up 7.5% from 2005. More significantly, expired listings were up 21% for the year from 2005 suggesting that many properties are not being realistically priced to meet current market conditions. Through the end of December there have been 5,019 new listings and a total of 1,968 sales. This means that roughly 1 out of every 2.5 homes listed in 2006 (38%) actually sold. With a large number of resale properties on the market and a significant number of new residential developments coming on stream, resale properties **must** be properly evaluated and priced to current market conditions in order to attract buyer interest and offers to purchase. Overall 2006 MLS® sales and listing results for the Georgian Triangle Real Estate Board are summarized in the chart below.

2006 Georgian Triangle Residential Property Market Analysis

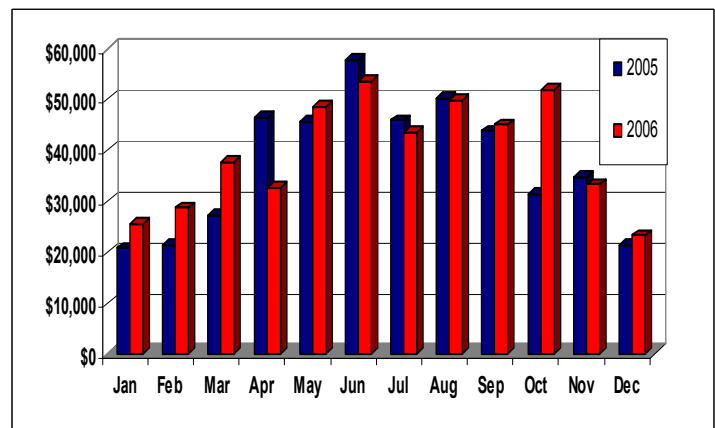
	December 2006 YTD	December 2005 YTD	%+/-
Total # of New Residential Listings (units)	5,019	4,636	8.3%
Total # of Expired Residential Listings (units)	2,412	2,001	20.5%
Total # of Residential Sales (units)	1,968	2,124	- 7.3%
Total Sales Volume	\$487,193,886	\$474,352,767	2.7%
Residential Property Sales above \$350K (units)	343	270	27.0%
Residential Property Sales above \$500K (units)	131	101	29.7%
Residential Property Sales from \$500K to \$749,999(units)	83	71	16.9%
Residential Property Sales from \$750K to \$999,999K (units)	28	17	64.7%
Residential Property Sales from \$1.0 Million+	20	13	53.8%
Average Residential Price	\$270,164	\$243,360	11.0%

Total Georgian Triangle Real Estate Sales Residential Sales By Month

2005 vs 2006 December Year-To-Date Sales (Millions)



2005 vs 2006 December YTD Sales by Month (Millions)



Residential Property Listing & Sales Activity By Area in Units

	<u>Listings</u>			<u>Sales</u>		
	2006	2005	%+/-	2006	2005	%+/-
Cleaview	390	352	10.7%	152	152	0.0%
Collingwood	528	528	0.0%	268	313	-14.4%
Grey Highlands	196	195	.5%	76	74	2.7%
Meaford	295	269	9.6%	135	145	-6.9%
Town Blue Mountains	431	367	17.4%	164	138	18.8%
Wasaga Beach	962	912	1.4%	409	433	-5.5%

Georgian Triangle 12 Month Average Residential Property Price Comparison

	2006	2005	%+/-
Clearview	\$297,888	\$240,726	23.7%
Collingwood	\$233,528	\$219,566	6.4%
Grey Highlands	\$278,195	\$232,313	19.8%
Meaford	\$246,499	\$219,423	12.3%
Town Blue Mountains	\$405,909	\$407,088	-0.3%
Wasaga Beach	\$229,488	\$213,812	7.3%

“SOLD”



Blue Mountain Chalet

MARKET FORECAST

The Canadian Real Estate Association's latest forecast indicates that the average residential price for a home in Canada will increase by 11.4% in 2006 followed by a 6.0% increase in 2007. Weaker U.S. economic growth is in fact expected to have a positive affect on the Canadian real estate market as it will slow Canadian growth thus keeping interest and mortgage rates low. This combined with high employment rates, strong consumer confidence and rising income levels will continue to make for a continued strong demand for housing across Canada.

SUMMARY COMMENTS

As Collingwood continues to experience an ongoing decline of industrial jobs, the demand for area real estate continues to be driven more and more by the recreational and retirement segments of the market. The migration of retirees into the area has only started and this trend is expected to be a major factor in driving the demand for area real estate well into the future. The proliferation of new single family and condominium developments throughout the area would indicate that developers share this optimism and they are offering products that reflect the demands of this sizeable and affluent demographic group. Larger square footages with open concept floor plans to facilitate entertaining family and friends and main floor master suites have become the preferred choice of today's aging buyers. This along with quality finishes such as hardwood floors, custom kitchen/baths with granite counters and extras such as home office areas and media rooms all set in a relaxed atmosphere of natural wood finishes is the order of the day. As quoted by David Foot author of the book Boom, Bust & Echo, "*demographics has a far greater impact on real estate than economics.*" Nowhere is this more apparent than throughout the Georgian Triangle. As of this writing, winter has been late arriving yet as the demand for area real estate becomes less dependent on the ski industry with more emphasis on the four season recreational amenities available, we anticipate another strong year of sales of both new and resale properties throughout the Georgian Triangle in 2007.

“ARE YOU THINKING of SELLING YOUR HOME?”

The number of new listings year-to-date throughout the Georgian Triangle in 2006 were up over 8% and expired listings increased by 20% suggesting that many properties are “over-priced.” If you are contemplating selling a property in today's market, listing with a REALTOR® that accurately values your home is of paramount importance. As a Market Value Appraiser (MVA) I have the training and the knowledge required to correctly price your home. Visit my website at www.propertycollingwood.com or better yet call me and I think you will agree, I am committed to being a REALTOR® that offers the knowledge, skills and service to get the task of selling your home done, beyond your expectations.

Note: Statistical information contained in this newsletter is compiled from data provided by the Georgian Triangle Real Estate Board, the Canadian Real Estate Association and Royal LePage Real Estate Services.

For additional market information, or to discuss your real estate needs, please contact the writer. Comments always welcomed!

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