

GEORGIAN TRIANGLE REAL ESTATE NEWS

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



- Volume 6 - Issue 4

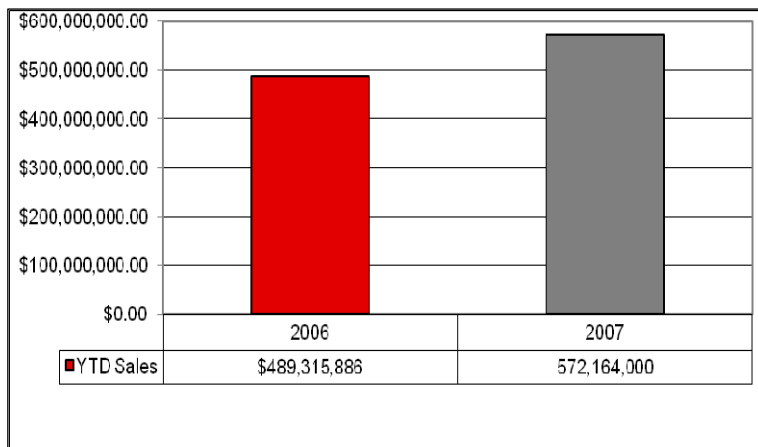
Year End 2007

As in most major markets across Canada, real estate sales in the Georgian Triangle for 2007 were much higher than originally forecasted. Sales reported through the MLS® system of the Georgian Triangle Real Estate Board exceeded \$572 million, an increase of \$83 million or 17% over 2006. Virtually every municipality in the region enjoyed an increase in sales activity with the biggest unit sales gains being recorded in the municipalities of Grey Highlands, Meaford and Wasaga Beach all of which saw their individual residential unit sales increase from 20% to 30%. These MLS® sales were further complimented by significant sales in the many new housing developments throughout the area whose sales are not included in results shown below. Despite speculation stemming from the real estate melt-down in the U.S. combined with further job losses in Collingwood, the demand for area real estate shows no sign of abating any time soon, fueled largely by those moving to the area for retirement purposes. The following is a summary of the key MLS® sales and listing statistics for the year. Most notably, the number of “expired” listings decreased sharply in 2007 from the prior year as sellers began to soften their unrealistic pricing expectations resulting in increased unit sales during this past year.

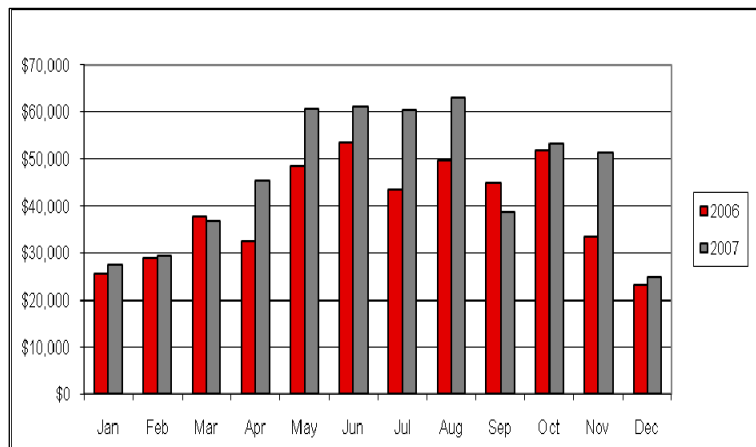
2007 Georgian Triangle Residential Property Market Analysis

	<u>December 2007 YTD</u>	<u>December 2006 YTD</u>	<u>%+/-</u>
Total # of New Residential Listings (units)	5,415	5,049	7.2%
Total # of Expired Residential Listings (units)	2,448	2,393	2.3%
Total # of Residential Sales (units)	2,181	1,974	10.4%
Total Sales Volume	\$572,164,000	\$489,315,886	16.9%
Residential Property Sales above \$350K (units)	393	345	13.9%
Residential Property Sales above \$500K (units)	161	133	21.0%
Residential Property Sales from \$500K to \$749,999(units)	108	84	28.6%
Residential Property Sales from \$750K to \$999,999K (units)	30	29	3.4%
Residential Property Sales from \$1.0 Million+	23	20	15.0%
Average Residential Price	\$288,918	\$270,546	6.8%

Total Georgian Triangle Real Estate Sales Residential Sales By Month



2006 vs 2007 December Year-To-Date Total Sales



2006 vs 2007 December YTD Sales by Month (Millions)

December Year-to-date Residential Property Listing & Sales Activity By Area in Units

	<u>Listings</u>			<u>Sales</u>		
	<u>2007</u>	<u>2006</u>	<u>%+/-</u>	<u>2007</u>	<u>2006</u>	<u>%+/-</u>
Cleaview	398	391	1.8%	166	153	8.5%
Collingwood	563	529	6.4%	281	269	4.5%
Grey Highlands	229	198	15.6%	99	76	30.3%
Meaford	243	254	- 4.3%	165	136	21.3%
Town Blue Mountains	399	347	15.0%	171	165	3.6%
Wasaga Beach	769	789	- 2.5%	494	409	20.8%

Georgian Triangle 12 Month Average Residential Property Price Comparison

“FOR SALE”



	<u>2007</u>	<u>2006</u>	<u>%+/-</u>
Clearview	\$311,442	\$297,183	4.8%
Collingwood	\$244,873	\$233,682	4.8%
Grey Highlands	\$358,644	\$278,195	28.9%
Meaford	\$257,714	\$245,091	5.2%
Town Blue Mountains	\$460,840	\$408,394	12.8%
Wasaga Beach	\$248,392	\$229,488	8.2%

Note: Average prices in the above municipalities have increased significantly largely the result of increased sales of higher priced properties overall.

Quality Tri-Plex \$792,000
MLS # 20074890

MARKET FORECAST

In a December 17th media release Royal LePage Canada released their annual market forecast for 2008. Generally speaking, the strong real estate market of 2007 is expected to carry over into 2008 albeit at a more moderate pace with growth and price increases in the low single digit range. The current overall strength of the Canadian economy is built on strong economic fundamentals including low unemployment, a high degree of consumer confidence thanks in part to the strength of the Canadian dollar, modest inflation and reasonably low lending rates. These economic conditions will continue to drive the demand for residential real estate throughout the coming year although a 4.0% reduction in unit sales is forecasted for the year with total sales in Canada expected to fall slightly below 501,000 units. Residential housing prices are forecasted to rise by a more modest rate of 3.5% nationally which is expected to reduce the bidding wars that have characterized many urban markets across Canada in recent years. It is predicted that 2008 will see an abundance of first-time buyers enter the housing market stemming from stable mortgage rates and longer amortization periods thus resulting in highly affordable monthly mortgage payments.

SUMMARY COMMENTS

Demand for area real estate continues to be driven by recreational and retirement demographics. This trend is only in its infancy and places our area in a unique niche keeping us somewhat insulated from factors that may affect the real estate market overall in other parts of the country. A significant economic downturn in Canada is nowhere on the visible horizon and we expect the next several years will continue to reflect strong sales throughout the area. As the U.S. seemingly slips closer towards a recession this will impact Canada overall which may slow economic growth and the general pace of real estate activity in general. New housing developments in the Georgian Triangle have put pressure on the resale market and pricing has softened reflecting the fact that there are many resale listings on the market, new home options are plentiful and buyers have lots of choice. Consequently if a property is not realistically priced offering fair market value it will be rebuffed by potential buyers. Collingwood and the Town of the Blue Mountains saw modest increases in resale market activity in 2007 with annual unit sales up 4.5% and 3.6% respectively. Strength continues to be exhibited at the upper end of the market with 23 sales over \$1 million reported for the year versus 20 during 2006. Resale condominium sales have been consistent with prior years with 316 units sold between Collingwood and the Town of the Blue Mountains in 2007 compared to a total of 306 in 2006. As with single family homes, many new condominium developments offer buyers an attractive alternative to resale units putting some downward pressure on resale condo prices.

“ARE YOU THINKING of SELLING or BUYING AREA PROPERTY?”

As a Broker and Market Value Appraiser (MVA) I have the training and knowledge required to correctly price and market your property in order to get results. Visit my website at www.propertycollingwood.com or my blog at www.propertycollingwood.blogspot.com and see why I am committed to being the REALTOR® that whether selling or buying, offers the knowledge, skills and service to get the task done in a manner that will exceed your expectations. Helping you is what I do.

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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