

# Real Estate In Collingwood & The Blue Mountains

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## WINTER 2010

It is hard to believe that the year end results could be so positive after such a slow start during the first two quarters of 2009. The snow has arrived, the mountain is busy and Collingwood is hopping. The drive in and out from Blue Mountain over the holiday period was interesting for many motorists, especially following the lines marking lanes in the round about!! Despite roads being closed, high winds and great new snow everyday there is a real buzz about getting out there and enjoying the winter season!!

### Notable Sales

There were two residential sales over \$1,000,000 in the fourth quarter. Oak Court was a beautifully built home that had been for sale for 365 days. The seller was able to get 87% of the original asking price. At a price of \$336 per square foot the buyer saw what he wanted in a location he was willing to pay for!! The other sale was a Wasaga Beach waterfront home. Interesting to note that three of the four parties involved (both listings and one of the purchasers) had engaged Royal LePage All Real Estate Services to act on their behalf.

The highest priced condo to sell was at Blue Shores. The unit sold for \$580,000. This is a community that has a recreation centre, docking facilities and potential to be a gated community on the water. There were 82 Condo Sales in Collingwood and Town of the Blue Mountains with 18 units selling over the \$300,000 price.

### MLS Statistics

Fourth quarter sales results for 2009 were (\$127,503,080) more than double the same time of 2008 (\$63,367,365). The number of transactions for 2009 was 469. The total for 2008 was 258 which is a good indicator that our market is healthy and well priced homes are selling. We ended up merely 15% below 2007's record sales revenue of \$571,338,700. There is great inventory available and if a seller is motivated to sell they must have the best priced home on the market. There was a 6% increase in expired listings (3,112 homes did not find a buyer) which is a good indicator of a buyer's market. There continues to be a steady stream of power of sale listings.

### Cocktail Trivia

**You burn more calories sleeping than watching TV so go to bed early and catch up on sleep missed during the party season as part of your new year's resolution to loose weight!!**

## What's New?

There are several new businesses ready to serve you in Collingwood. Madison is a fashion store and Perfect Images a tattoo and piercing studio. Both on First Street, Hurontario Street has Ransom an art gallery, Bull Frog Vintage Clothing, and Eclektica Gallery on Second Street.

Go to my website [www.CollingwoodHomes.ca](http://www.CollingwoodHomes.ca) to see many of the new links. You get the weather, all the ski clubs and golf courses as well as Grey and Simcoe County and the Town Web sites. I have added the many government sites solar power, land transfer tax and many others.

## New Developments

The Town of Collingwood has 67 projects at various stages of development with 4,063 units between industrial, commercial and residential. There are great lists and maps available on the "new developments" at the local town web site which you can get to through CollingwoodHomes.ca. Mountain Trails which has 136 potential units (Brandy Lane at Highway 26 and Cranberry Trail East) have spruced up their sales centre and added a sign saying that they have listened to the consumer. They are not currently open for business at the site but are available through their web page. If you have interest in a particular new development please let me know and I will give you any information I have on hand.

## Perceptions & Observations

There are good deals to be found in the market and we had more than 125 sales in the \$500,000 plus market. Canadians are a cautious group, our well managed and regulated banks have allowed us to bounce back in a shorter period of time than our neighbours to the south. Real Estate prices are stable. We continue to see young ski families buying a ski home and then staying on for the other seasons. The fit and active retirees claim they have never been so busy and love moving to a smaller town with great city like amenities. Summer season rentals continue to grow as more and more families get into biking and hiking and golf in the Georgian Triangle.

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