

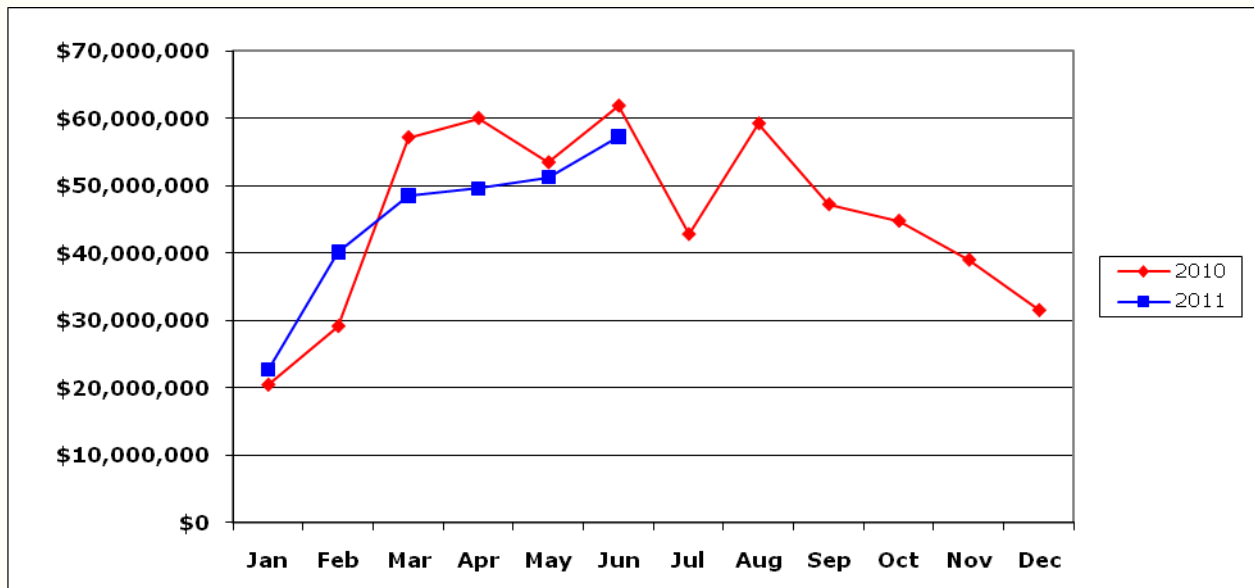


**Georgian Triangle Real Estate Board  
MLS® Listing & Sales Market Snapshot  
June 2011 YTD**

	YTD 2011	YTD 2010	% +/-
YTD Unit Sales	893	985	-9.3%
YTD Listings	3,456	3,531	-2.1%
YTD \$ Volume	\$268,066,859	\$281,255,054	-4.7%
# Sales to \$249,999	449	520	-13.7%
\$250,000 to \$499,999	359	375	-4.3%
\$500,000 to \$999,999	68	75	-9.3%
\$1.0 Million +	17	15	13.3%

**Georgian Triangle Real Estate Board  
MLS® Listing & Sales Market Snapshot  
Q2 2011 vs Q2 2010**

	Q2 2011	Q2 2010	% +/-
Q2 Unit Sales	548	598	-8.4%
Q2 Listings	1,961	2,004	-2.1%
Q2 \$ Volume	\$158,028,350	\$174,989,104	-9.7%
# Sales to \$249,999	262	318	-17.6%
\$250,000 to \$499,999	244	217	12.4%
\$500,000 to \$999,999	35	50	-30.0%
\$1.0 Million +	7	13	-46.2%



**Note:** The above statistical results are from the MLS® system of the Georgian Triangle Real Estate Board.

## Area Real Estate Activity Experienced Modest Decrease in Second Quarter

Compared to unusually strong sales in the second quarter of 2010 which were bolstered by anticipated higher interest rates and consumer fears about the arrival of HST on July 1<sup>st</sup> of last year, MLS® unit sales activity reported through the Georgian Triangle Real Estate Board (which includes the municipalities of Collingwood, Wasaga Beach, Clearview, Blue Mountains, Grey Highlands and Meaford) softened in the second quarter of 2011 with 548 properties changing hands this year versus 598 in the second quarter of 2010, a decrease of 8.4%. The second quarter exhibited sluggish sales activity throughout most segments of the region, with sales volume of \$158,028,350 down 9.7% over that of \$174,989,104 in the second quarter of 2010.

With the exception of the \$250,000 to \$499,999 price range which saw increased unit sales of 12.4% in the second quarter, all other price ranges reflected weaker second quarter sales than 2010.

The number of new MLS® listings during the second quarter of 2011 totals 1,961 units, down 2.1% from the 2,004 properties listed in the second quarter of 2010. Of note, 1,263 listings expired in the second quarter of 2011, down 5.7% from the 1,339 expired listings in the second quarter of 2010 reflecting more balanced market conditions.

June 2011 year-to-date unit sales total 893, versus 985 year-to-date for 2010, representing a 9.3% decrease. Year-to-date 2011 Volume of \$268,066,859 reflects a 4.7% decrease over YTD 2010 volume of \$281,255,054. As shown in the chart above, YTD sales in every price range under \$1 Million experienced softening sales figures, while the \$1 Million plus price range showed a 13.3% increase in number of sales.

While market conditions are expected to remain stable in the third quarter, current statistics indicate that less than 1 in every 3 houses listed actually sell. Those sellers, who are contemplating listing their property in the months ahead, are encouraged to consult a local REALTOR® to obtain a qualified evaluation of their home. Doing so will ensure their property is IN the market, not just ON the market.

For more in depth analysis of a specific municipality, contact your Local REALTOR® of the Georgian Triangle Real Estate Board.

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