

Real Estate in Collingwood & the Town of the Blue Mountains

Formerly Facts, Fiction & Rumours

Spring 2005

We have redone our web page to make it easier to find information. We have links to ski shops and ski clubs, golf clubs, surrounding towns and the weather forecast. Please visit www.collingwoodhomes.ca.

Intrawest

Intrawest's newest Building "Mosaic" was released on Sat April 23rd. As of this writing we don't know how many units where sold. The 1st phase will have 81 units and the 2nd phase will have 79 units. Rivergrass, townhouses along the 18th fairway, still have 12 units available. Two new stores opened this winter The Blue Moose, a hamburger house and L-Occitane en Provence, a personal bath product store. ITW had a great ski/snowboard season the village rocked every day and night throughout the winter. They also set records exceeding guest visitations at Tremblant!

Collingwood Waterfront – The Shipyards

The Shipyards project is proceeding with its OPA through the town. They have redesigned some of the units and I urge you to visit their sales office to see them. People have asked me when construction will start and I haven't got an answer at this time.

MLS Sales – Jan. 1, 2005 to March 31st, 2005 (source: Georgian Triangle RE Board)

Sales are for the first quarter of 2005. Single Family Units Only

Town of the Blue Mountains

- Unit sales - 27 – down 34%
- Prices – Average - \$459,415 – up 33%

Clearview

- Unit Sales – 33 - even
- Prices – Average - \$220,591 – down 3%

Town of Collingwood

- Unit sales - 69 – up 11%
- Prices - Average - \$207,390 – up 3%

Be careful when looking at these numbers as this is only comparing the 1st quarter of 2005 against last year. Also in the Town of the Blue Mountains we are now seeing newer homes (less than 8 yrs old) trading hands and their prices are much higher than the older chalet/homes that traded several years ago. In Wasaga Beach unit sales were 81 units down 10% but the average value was up 15%. Also not included in these statistics are the newer sub divisions that are getting move up housing of 1st and 2nd time buyers. These numbers are significant. See Perception/Observation section of this letter.

Notable Sales

The market this winter was very "quiet" from previous years. Of note there were only 15 sales over \$500,000 & 2 of these were just over \$1M. Some interesting sales in the Nipissing Ridge area. A log house with a great view, 2766 sf, 5 bed, and 3 baths sold for \$785,000. A 3 bed, 3 bath house of 2688 sf, that had been on the mkt a long time finally sold for \$637,000. A house on Arrowhead Rd. 3 beds, 2 baths with about 3950 sf on 1.9 acres sold for \$725,000. Two houses have sold in the Historic Snowbridge area \$615,000 & \$675,000. A remodeled 2768 sq. ft. house, near Skis Please with 5 beds and 3 baths sold for \$546,000. Of interest there was only one condo sale in Lighthouse in this quarter!

Golf, Golf, Golf

The Georgian Bay GC clubhouse is finished and will be open in early May for the start of the season. All I can say is that it is better than spectacular. Go to www.georgianbayclub.com to see the course and additional information or call Dawn at 519-599-9949. *Batteaux Creek* is open for the season and the improvements from year to year are very notable. This year is no exception. The Raven Golf Club at *Lora Bay GC*, which is west of Thornbury, will be ready for play in 2006. They released in the winter additional lots and to date their sales have been strong. Also they have a very good package on the homes and villas. Call Helen Kimble at 519-599-1900. Go to www.lorabay.com.

Osler Brook GC will have the front 9 open in July and the back 9 the following year. Go to www.oslerbrook.com for more details. Mad River GC has their new clubhouse under construction and it's scheduled to be completed in August.

Cocktail Party Trivia

Do you know what the first item they auctioned off on eBay was? A PEZ dispenser. If you can remember them your as old as I am!

Condominiums These sales are Jan 1, 2005 to March 31, 2005.

Location	Ask	Sold	Size	Bed/Bath	Date Sold
Cranberry	\$219,900	\$215,000	1400	3/2	21/Feb/05
The Links (Cranb)	\$312,990	\$312,990	1035	3/2.1	06/Jan/05
Ruperts Landing	\$199,900	\$187,500	1479	3/2	17/Jan/05
Cachet Crossing	No Sales				
Chateau Ridge	\$286,000	\$275,000	1333	2/2	18/Feb/05
Wintergreen	No Sales				
Sierra Lanes	No Sales				
Lighthouse	\$369,000	\$345,000	1406	2/3	31/Jan/05
Apple Jack	\$169,000	\$158,000	1625	4/2	14/Jan/05
Rankins Landing	\$169,000	\$160,000	1350	4/2	02/Mar/05
Summit Green	No Sales				
Mountain Walk	No Sales				
Historic Snowbridge	\$469,900	\$469,900	1745	4/3	06/Jan/05
Heritage Corners	\$219,900	\$205,000	1254	3/2.1	18/Feb/05

Condo sales in the Town of the Blue Mtns were down 38% with 13 units and the average price was up 2% at \$231,146. In Collingwood the unit sales were up 33% with 48 units sold and the average price was down 1% to \$180,788. In the Village at Blue Mountain there are about 20/25% of the existing units for sale either listed in the MLS system or exclusively? Plus there are some soft listings available. This appears to be normal for this marketplace. There are a large number of "new" condo sales not reflected in our MLS numbers.

What's New?

A new furniture store beside Eastside Mario's on First St called Muskoka Living. A new butcher store opposite Loblaws called Blue Ridge Meats. Casey's in the RIOCAN plaza has opened with one of their new concepts. Finally a Tim Horton's in Thornbury! Wal-Mart has got their approvals to go ahead with a store for 2006. A new restaurant called Café Chartreuse on the corner of Hurontario and 2nd.

New Developments

In addition to all the new developments near Camperdown Rd that will be coming to the market this year there are several new developments slated for the Mountain Rd area. Georgian Meadows is now starting Phase 3 of their development. This is well ahead of schedule.

Perception/Observation

The winter market was slow compared to previous years and the higher end buyers never seemed to materialize in early February as they usually do. Enquiries did not lead to showings or result in sales. This is the Real Estate market! The market is healthy and it is more of a buyer's market at the moment. New developments are eating into the resale market and cannot be noted in the stats we quote. The newer product, such as Georgian Meadows is attracting 1st and 2nd time buyers and new employees to the area as they are building what the market wants. Open concept, higher ceilings, bright/fun kitchens, etc. Hence the older chalet/homes are taking longer to sell. These older homes have to have good locations and be priced "properly" to sell! I know I'm repeating myself again but to sell your house it has to be priced properly and it should sell in the first 30+ days. There is an old expression in this business "Your 1st offer is your best offer." In the higher end and country properties the buyers, in some cases the realtors, are trying to "push the envelope" for higher prices. However the buyers are very sophisticated and knowledgeable and they are being patient and waiting their time. One of the toughest jobs we as realtors have to do is to justify to buyers that the value is there. If we can't do this we can't get an offer or a sale. Lot sales are still strong as the buyers are not going to settle for 2nd best and they will buy the right lot in a good location and build their dream home. Case in point is 2 resales that happened this quarter of over a million dollars. Both houses were well located to ski clubs and were virtually new and what most quality buyers are looking for.

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