

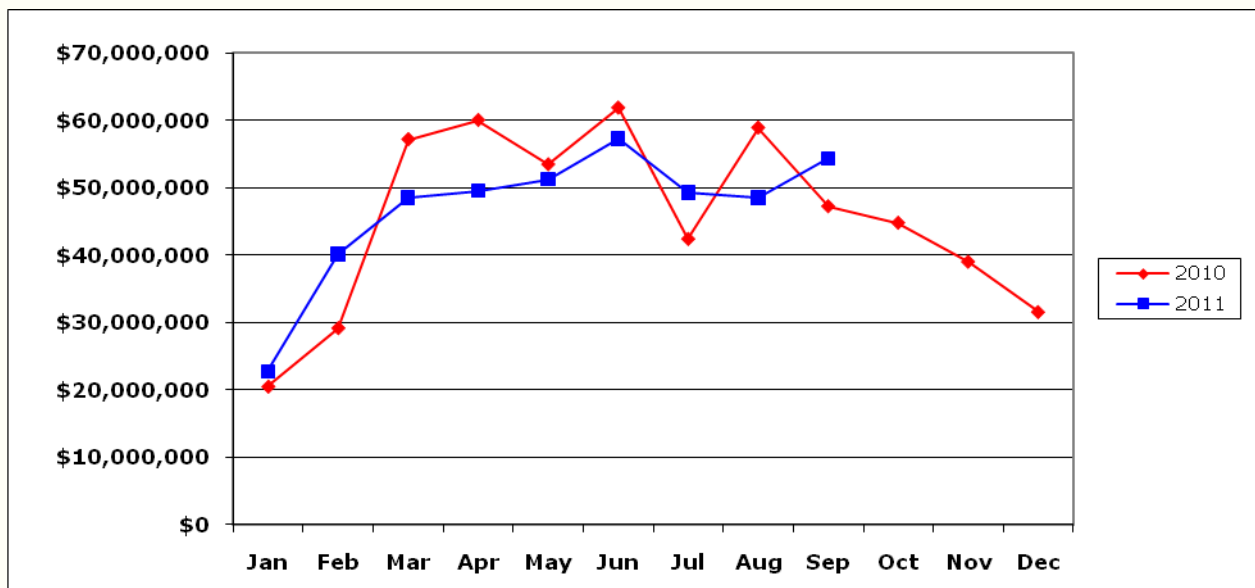


**Georgian Triangle Association of REALTORS®
MLS® Listing & Sales Market Snapshot
September 2011 YTD**

	YTD 2011	YTD 2010	% +/-
YTD Unit Sales	1,415	1,513	-6.5%
YTD Listings	5,253	5,127	2.5%
YTD \$ Volume	\$418,954,498	\$429,641,706	-2.5%
# Sales to \$249,999	727	805	-9.7%
\$250,000 to \$499,999	551	565	-2.5%
\$500,000 to \$999,999	113	120	-5.8%
\$1.0 Million +	24	23	4.3%

**Georgian Triangle Association of REALTORS®
MLS® Listing & Sales Market Snapshot
Q3 2011 vs Q3 2010**

	Q3 2011	Q3 2010	% +/-
Q3 Unit Sales	526	528	-0.4%
Q3 Listings	1,799	1,596	12.7%
Q3 \$ Volume	\$152,095,968	\$148,386,652	2.5%
# Sales to \$249,999	281	285	-1.4%
\$250,000 to \$499,999	192	190	1.1%
\$500,000 to \$999,999	46	45	2.2%
\$1.0 Million +	7	8	-12.5%



Note: The above statistical results are from the MLS® system of the Georgian Triangle Association of REALTORS®.

Area Real Estate Activity Stable in Third Quarter

Compared to somewhat erratic sales activity in the third quarter of 2010, which was affected by consumer fears about the arrival of HST on July 1st 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) was for the most part on par with the third quarter of 2011 with 526 properties changing hands this year versus 528 in the third quarter of 2010, a decrease of a negligible 0.4%. Overall, the third quarter sales volume of \$152,095,968 was up 2.5% over that of \$148,386,652 in the third quarter of 2010.

The 281 sales in the under \$249,999 price range in the third quarter of 2011 reflected a 1.4% decrease from the 285 sales in the third quarter 2010; while in the \$250,000 - \$499,999 range, 192 sales in the third quarter 2011 represented a 1.1% increase over the 190 sales in the third quarter of 2010. In the \$500,000 - \$999,999 price range, 46 sales in the third quarter of 2011 versus 45 sales in the third quarter of 2010 represented a 2.2% increase. Although sales in the \$1,000,000 plus price range in the third quarter reflect a 12.5% decrease, it's a difference of one sale - 7 sales in the third quarter 2011 versus 8 sales in the third quarter of 2010.

The number of new MLS® listings during the third quarter of 2011 totals 1,799 units, up a notable 12.7% from the 1,596 properties listed in the third quarter of 2010. Year-to-date listings total 5,253 units versus 5,127, year-to-date for the same period last year. Year-to-date expired listings total 2,142 for 2011, versus 2,195 in the same period last year, down a modest 2.4%.

September 2011 year-to-date unit sales total 1,415, versus 1,513 year-to-date for 2010, representing a 6.5% decrease. Year-to-date 2011 Volume of \$418,954,498 reflects a 2.5% decrease compared to YTD 2010 volume of \$429,641,706. As shown in the chart above, YTD sales in every price range under \$1 Million experienced softer sales figures, while the \$1 Million plus price range showed a 4.3% increase in number of sales.

While market conditions are expected to remain stable in the fourth quarter, current statistics indicate that only 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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