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Ken Mashinter
(broker)

5 Year Market Report Plus “SAVE YOUR MONEY”

This past year, I sold several properties under their 2008 Assessed Values (as per MPAC) and I noticed that several other properties listed by my fellow associates have also been listed, and sold under their Jan.1st, 2008 MPAC assessed values. One of my listings sold below what the seller paid for it in 2005 and this made me wonder what the end of the year would be like in relation to 2005 values. I have compiled those statistics on the opposite side of this page. To make the playing field equal all searches for properties with dwellings was restricted to three bedroom bungalows on a year round road – either municipally or privately maintained. It must be kept in mind that these statistics rely heavily on the number of sales and if sales are low in one area with higher priced properties, then this of course will effect the overall average as does number of sales with lower priced properties in relation to the same period for the comparable year..

It is now history that we Ontarians will be facing a harmonized sales tax come July. This increased tax will be applied to real estate commissions as well as to legal fees, home insurance, heating costs and pretty much everything else. We are still awaiting the rules in relation to this, but I would assume that any contracts entered under the original GST would be grandfathered. If you are thinking of selling it could be advantageous to get it on the market early and hopefully have a fairly quick closing prior to the implementation of the HST in July. This would save you the additional tax on the legal fees as well as other incidentals to closing. Assuming a sale of \$400,000, this could possibly translate into a tax savings of approximately \$1,800.00 to \$2,000.00 (dependant upon selling and legal fees etc). Why not put this money into your pocket instead the governments? We are hoping that the harmonization of the taxes will not be a detriment to buyers, but we still have to wait that one out.

We did have a slow down in the marketplace this past year, but it was not as bad as we had anticipated and some buyers got some good deals from some realistic sellers.

I am actively looking for properties to sell this coming year. If you are contemplating selling your property I would be pleased to discuss this with you. The market is stabilizing and the fear of recession appears to be over with as buyers are showing an interest again, although they are being careful.

Please fell free to call me at my residence. 705-636-0168, office 705-789-1737 ext 226, or by email to sunsets@waterfrontmuskoka.com if you would like to discuss either selling your property or purchasing. Please keep in mind that all of my market reports are also online at www.waterfrontmuskoka.com/newsletters/newsletters.htm .

Till Next Time

Ken Mashinter (Broker)

Ken Mashinter



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**Market Report - Sales for 2005 compared to 2009
 (restricted to 3 bedroom bungalows with year round access)**

Geographic Area	2009			2005			Avg. \$ - Percent Change		
	Avg.\$	Avg \$	Avg\$	Avg\$	Avg\$	Avg\$	Wtrfnt.Res	Wtrfnt-Rec	Non Wfrt-Res
	Wtrfnt.Res	Wtrfnt-Rec	Non Wfrt-Res	Wtrfnt.Res	Wtrfnt-Rec	Non Wfrt-Res			
Gravenhurst	\$473,167	\$459,762	\$220,781	\$235,000	\$402,167	\$188,578	101.3477%	14.3212%	17.0768%
Bracebridge	\$235,625	\$292,206	\$235,752	\$215,150	\$241,780	\$214,244	9.5166%	20.8562%	10.0390%
Muskoka Lakes	\$321,667	\$523,896	\$219,723	\$524,333	\$448,660	\$178,069	-38.6522%	16.7690%	23.3921%
Huntsville	\$350,200	\$381,200	\$226,737	\$370,667	\$337,000	\$203,532	-5.5217%	13.1157%	11.4012%
Lake of Bays	No Sales	\$479,344	\$225,042	\$394,500	\$457,789	\$157,713		4.7085%	42.6908%
Kearney/Perry/Armour/ McMurrich/Monteith/Emsdale Ryerson/ B.Falls/ Novar	\$342,813	\$331,200	\$173,944	\$294,333	\$271,833	\$156,758	16.4711%	21.8395%	10.9634%

Market Report - Vacant Lot Sales - 2005 compared to 2009 - with year round access

Geographic Area	2009		2005		Avg. \$ Percent Change	
	Avg.\$	Avg \$	Avg\$	Avg\$	Waterfront	Non Waterfront
	Waterfront	Non-Waterfront	Waterfront	Non-Waterfront		
Gravenhurst	\$263,333	\$69,800	\$211,571	\$38,231	24.4655%	82.5744%
Bracebridge	\$76,060	\$41,318	\$60,414	\$42,932	25.8980%	-3.7594%
Muskoka Lakes	\$564,361	\$55,443	\$662,842	\$34,605	-14.8574%	60.2167%
Huntsville	\$107,455	\$65,149	\$134,669	\$41,657	-20.2081%	56.3939%
Lake of Bays	\$373,763	\$42,667	\$273,350	\$39,090	36.7342%	9.1507%
Kearney/Perry/Armour /McMurrich/Monteith/Emsdale Ryerson/ B Falls/ Novar	\$154,838	\$27,117	\$118,040	\$37,700	31.1742%	-28.0716%

NOTE: Information provided from the Muskoka/Haliburton Association of Realtors - mls system. This information is provided for interest sake only and neither the Muskoka/Haliburton Association of Realtors, Ken Mashinter (Broker), or HomeLife/Muskoka Real Estate Ltd. (brokerage) accepts any responsibility for any inaccuracies contained herein. Information provided is not to be used for an individual property evaluation. If you wish a property evaluation, please contact Ken Mashinter (broker) at 705-789-1737 ext 226 or by email: sunsets@waterfrontmuskoka.com. Number of sales and price of a small number of sales will have an effect the results as does topography and location of property sold (riverfront, back lot with deeded access to the lake), type - size and quality of building(s), etc, etc. - all have an impact on the statistics. Information is subject to individual Realtors® and how they submit their listings to the Board..

THIS REPORT IS NOT INTENDED TO SOILICIT PROPERTIES ALREADY LISTED FOR SALE!

Codes: Wtrfnt.Res = Waterfront Residential; Wtrfnt-Rec = Waterfront Cottages; Non Wfrt-Res = Residential not on water;