

Waterfront Sales by 1/4 - report created October 4th, 2002

This Report has been compiled to establish which 3 month period of the year - if any - can result in the highest price for your property. The stats have been completed for a full 3 year period to see what the trend has been. As you study the report you will see that it may be difficult to establish as each district has different findings. To find out - overall what the trend is the entire chart has been grouped, then broken down to both cottage and residential waterfront sales for each quarter and reported at the bottom. This chart is for interest sake only and may not hold true for your specific property as each property value comes down to a willing buyer and a willing seller at any given time. I hope you enjoy these statistics, as I enjoyed researching them for you.

Information has been obtained from the MLS system of the Muskoka/Haliburton Association of Realtors for the period of Jan 1/99 to Dec. 31.2001

3 month period	1999				2000				2001				
	Cottage		Residential W/F		Cottage		Residential W/F		Cottage		Residential W/F		
	# Sold	Avg Price	# Sold	Avg Price	# Sold	Avg Price	# Sold	Avg Price	# Sold	Avg Price	# Sold	Avg Price	
Gravenhurst	Jan-Mar31	15	\$143,326	1	\$90,000	9	\$187,455	0	\$0	3	\$117,333	0	\$0
	Apr-Jun30	37	\$215,175	4	\$177,625	17	\$186,441	3	\$164,333	18	\$277,166	1	\$410,000
	July-Sept30	31	\$199,754	0	\$0	26	\$244,038	2	\$152,500	34	\$254,176	1	\$160,000
	Oct-Dec31	16	\$210,743	0	\$0	15	\$220,700	0	\$0	12	\$304,041	1	\$265,000
Bracebridge	Jan-Mar31	4	\$111,125	5	\$161,200	3	\$89,766	2	\$99,750	4	\$154,100	6	\$170,041
	Apr-Jun30	26	\$162,826	14	\$137,785	18	\$154,555	8	\$151,812	14	\$208,821	8	\$116,312
	July-Sept30	19	\$242,836	8	\$176,687	24	\$142,112	8	\$186,112	23	\$192,152	12	\$196,283
	Oct-Dec31	11	\$215,445	8	\$118,012	12	\$170,750	4	\$147,250	6	\$114,750	8	\$195,187
Muskoka Lakes	Jan-Mar31	10	\$439,200	1	\$128,000	11	\$399,636	1	\$166,500	5	\$468,800	1	\$181,000
	Apr-Jun30	75	\$379,538	4	\$245,500	62	\$487,057	2	\$750,000	55	\$477,269	0	\$0
	July-Sept30	69	\$380,285	2	\$751,647	64	\$484,640	0	\$0	66	\$649,705	3	\$154,133
	Oct-Dec31	25	\$331,870	1	\$282,000	26	\$680,111	0	\$0	29	\$445,534	2	\$245,500
Huntsville	Jan-Mar31	8	\$151,375	7	\$207,128	15	\$220,766	7	\$217,142	4	\$122,500	7	\$248,214
	Apr-Jun30	15	\$153,900	18	\$184,527	21	\$210,542	19	\$262,684	13	\$204,615	20	\$273,270
	July-Sept30	15	\$138,100	21	\$209,430	16	\$177,381	13	\$269,884	18	\$243,583	16	\$287,025
	Oct-Dec31	8	\$284,250	6	\$278,916	9	\$215,611	12	\$221,658	3	\$148,333	4	\$243,375
Lake of Bays	Jan-Mar31	11	\$199,318	1	\$710,000	17	\$165,782	5	\$294,700	8	\$185,962	0	\$0
	Apr-Jun30	59	\$176,908	3	\$156,833	41	\$210,389	11	\$293,404	44	\$213,111	7	\$277,577
	July-Sept30	61	\$242,242	11	\$255,272	42	\$201,057	3	\$521,666	55	\$256,029	7	\$324,342
	Oct-Dec31	24	\$151,725	2	\$305,000	15	\$168,100	4	\$239,500	22	\$278,340	3	\$238,333
Almaguin (East Parry Sound)	Jan-Mar31	10	\$83,840	6	\$101,250	12	\$100,075	6	\$140,000	9	\$110,822	3	\$150,000
	Apr-Jun30	20	\$88,725	12	\$142,625	34	\$97,655	10	\$129,750	23	\$95,586	12	\$154,325
	July-Sept30	51	\$93,045	14	\$119,514	48	\$110,133	17	\$162,852	54	\$110,793	16	\$159,681
	Oct-Dec31	18	\$105,425	6	\$147,633	18	\$81,494	6	\$178,333	21	\$133,185	10	\$178,500

Page Two of Two
So what does it all Mean?

3 year weighted averages		Cottage	Residential W/F
Gravenhurst	Jan-Mar31	\$155,148	\$90,000
	Apr-Jun30	\$223,888	\$201,687
	July-Sept30	\$232,740	\$155,000
	Oct-Dec31	\$240,253	\$265,000

Bracebridge	Jan-Mar31	\$120,927	\$155,827
	Apr-Jun30	\$171,361	\$135,799
	July-Sept30	\$188,546	\$187,778
	Oct-Dec31	\$176,117	\$154,730

Muskoka Lakes	Jan-Mar31	\$428,154	\$158,500
	Apr-Jun30	\$442,254	\$413,667
	July-Sept30	\$503,202	\$393,139
	Oct-Dec31	\$486,252	\$257,667

		Cottage	Residential W/F
Huntsville	Jan-Mar31	\$185,648	\$224,161
	Apr-Jun30	\$191,630	\$241,717
	July-Sept30	\$189,675	\$249,978
	Oct-Dec31	\$232,975	\$241,222

Lake of Bays	Jan-Mar31	\$180,514	\$363,917
	Apr-Jun30	\$197,503	\$268,618
	July-Sept30	\$236,093	\$316,352
	Oct-Dec31	\$201,416	\$253,667

Almaguin	Jan-Mar31	\$97,958	\$126,500
	Apr-Jun30	\$94,718	\$142,968
	July-Sept30	\$104,670	\$148,863
	Oct-Dec31	\$108,095	\$170,036

Combined, weighted averages for all areas			Cottages	Residential W/F
	Jan-Mar31		\$197,461	\$192,875
	Apr-Jun30		\$263,674	\$208,008
	July-Sept30		\$274,262	\$219,658
	Oct-Dec31		\$267,054	\$200,822

Conclusion: Based on the information provided, when averaged out. The best prices appear to be obtained during the 1/4 of July 1st to Sept. 30th, and followed closely by October 1st to December 31st for cottage sales and the 2nd quarter for residential. Listing in the Fall, after the summer, is still an opportunity for those selling their property. Why? LESS COMPETITION FOR YOU! While everyone else wishing to sell is waiting for spring and those properties that did not sell are removed from the market by their owners, you can BEAT them by listing in the fall, and SELL your property.