

2010 MUSKOKA WATERFRONT Market Summary

Muskoka-Haliburton (MHAR) Board Results

In 2010, 758 waterfront properties sold against 825 in 2009 - down 8%

The average sale was \$422,721 against \$487,200 of last year - off 13%

Total Waterfront dollar volume was up 5% from last year

More than 50% of the waterfront business of MHAR was in the Township of Muskoka Lakes

The Township of Muskoka Lakes (TML)

The TML market achieved 212 waterfront properties sold in 2010 with a value of \$216 million vs 230 properties in 2009 with a total value of \$204 million.

The Big 3 lakes (Joseph, Rosseau, Muskoka) represent 75% of the TML market.

The number of sales on the Big 3 dropped from 174 in 2009 to 160 in 2010.

Selling price averaged about 95% of the last asking price.

Average Days on Market (DOM) on the Big 3 ranges from 60-70. On the smaller lakes and island property DOM was about 100.

In 2010 the average sale value on the Big 3 was \$1,317,829 vs \$1.14 million in 2009. This change is only an indicator of a different mix of properties sold. It does not mean that prices were up.

In 2010, negotiations at all levels were tough. The Buyers worked hard and bargained strongly.

Big 3 average dollars per foot frontage sold was \$5119, down 1% from \$5168 in 2009. Over the past 7 years this number changed from \$3,697 in 2004 to peak at \$5,661 in 2008 and has declined since then.

Since 2000, the Dow Jones Industrial Average increased by 7.7% to the end of the decade. Values in Muskoka have more than doubled in the same time period.

if you have questions about activity on your lake, we can provide real estate data for every lake in Muskoka-Haliburton. Please contact us.

