



2024
APRIL
THE BLUE
MOUNTAINS
Real Estate Market Report

OVERVIEW

BUYERS MARKET

The Blue Mountains real estate market favors buyers this month, even though unit sales and sales volume have declined compared to the previous year. While the median sale price has increased, the average sales price is lower than it was last year. This unique combination of factors offers buyers a compelling opportunity to navigate the market with potential advantages.



April year-over-year sales volume of \$10,856,900

Down 48.53% from 2023's \$21,093,000 with unit sales of 7 down 46.15% from last April's 13. New listings of 112 are up 49.33% from a year ago, with the sales/listing ratio of 6.25% down 11.08%.



Year-to-date sales volume of \$57,870,328

Down 19.45% from 2023's \$71,848,000 with unit sales of 38 down 5% from 2023's 40. New listings of 325 are up 40.69% from a year ago, with the sales/listing ratio of 11.69% down 5.62%.



Year-to-date average sale price of \$1,087,500

Down from \$1,173,113 one year ago with median sale price of \$995,500 up from \$956,875 one year ago. Average days-on-market of 64 is up 10.75 days from last year.

APRIL NUMBERS

Median Sale Price

\$965,000

-11.87%

Average Sale Price

\$1,064,078

-10.36%

Sales Volume

\$10,856,900

-48.53%

Unit Sales

7

-46.15%

New Listings

112

+49.33%

Expired Listings

16

Unit Sales/Listings Ratio

6.25%

-11.08%

*Year-over-year comparison
(April 2024 vs. April 2023)*

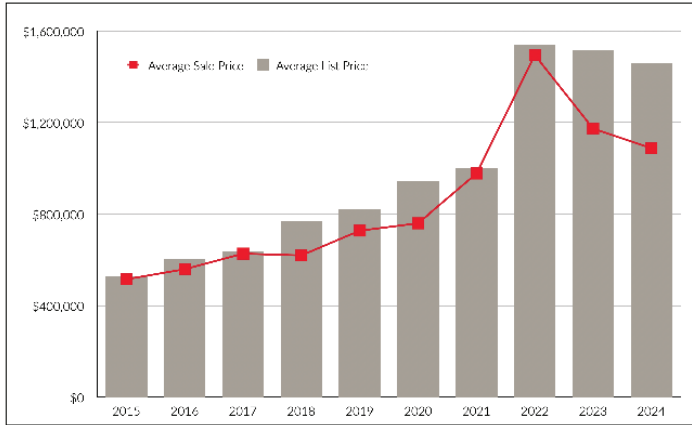


THE MARKET IN DETAIL

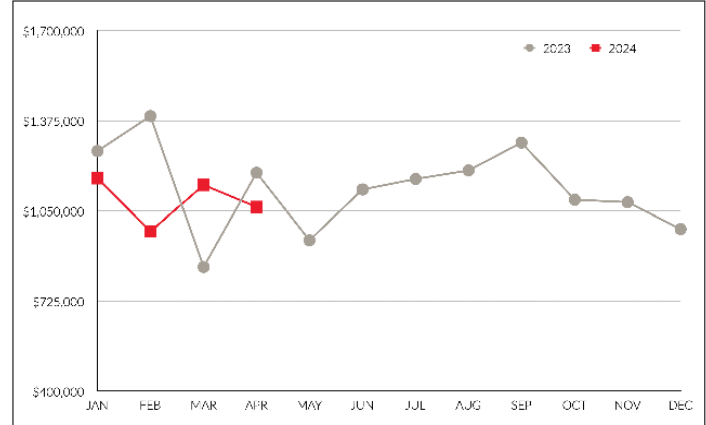
| | 2022 | 2023 | 2024 | 2023-2024 |
|-------------------------------------|---------------|--------------|--------------|-----------|
| YTD Volume Sales | \$152,754,505 | \$71,848,000 | \$57,870,328 | -19.45% |
| YTD Unit Sales | 78 | 40 | 38 | -5% |
| YTD New Listings | 143 | 231 | 325 | +40.69% |
| YDT Sales/Listings Ratio | 54.55% | 17.32% | 11.69% | -5.62% |
| YTD Expired Listings | 6 | 54 | 88 | +62.96% |
| Monthly Volume Sales | \$42,132,100 | \$12,545,000 | \$19,216,000 | +53.18% |
| Monthly Unit Sales | 25 | 7 | 12 | +71.43% |
| Monthly New Listings | 58 | 62 | 84 | +35.48% |
| Monthly Sales/Listings Ratio | 43.10% | 17.33% | 6.25% | -11.08% |
| Monthly Expired Listings | 1 | 10 | 25 | +150% |
| YTD Sales: \$0-\$199K | 0 | 0 | 0 | |
| YTD Sales: \$200k-349K | 10 | 9 | 1 | -88.89% |
| YTD Sales: \$350K-\$549K | 10 | 14 | 10 | -28.57% |
| YTD Sales: \$550K-\$749K | 15 | 14 | 15 | 7.14% |
| YTD Sales: \$750K-\$999K | 20 | 7 | 12 | 71.43% |
| YTD Sales: \$1M+ | 103 | 40 | 38 | -5.00% |
| YTD Average Days-On-Market | 29.00 | 53.25 | 64.00 | +20.19% |
| YTD Average Sale Price | \$1,494,513 | \$1,173,113 | \$1,087,500 | -7.3% |
| YTD Median Sale Price | \$1,250,000 | \$956,875 | \$995,500 | +4.04% |

The Blue Mountains MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

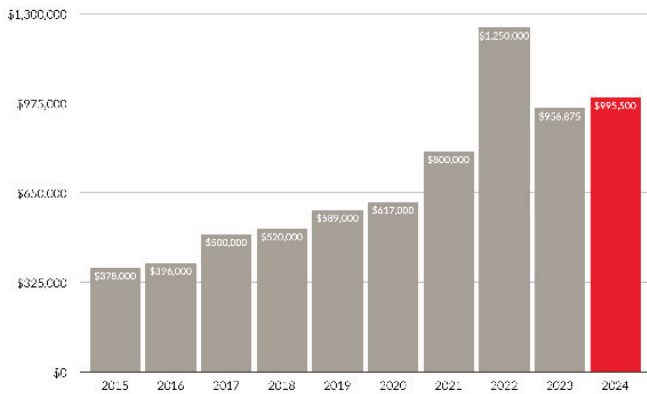


Year-Over-Year

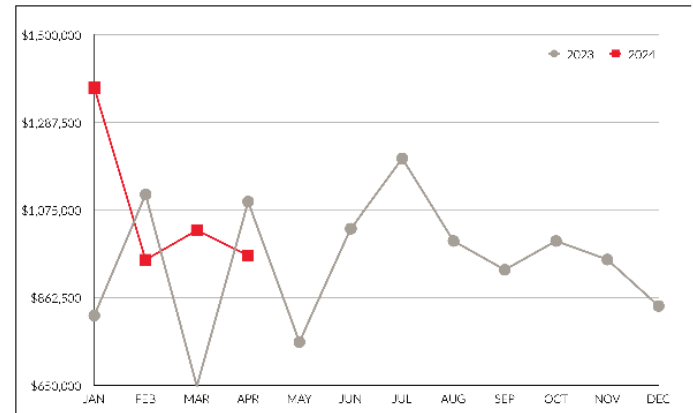


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



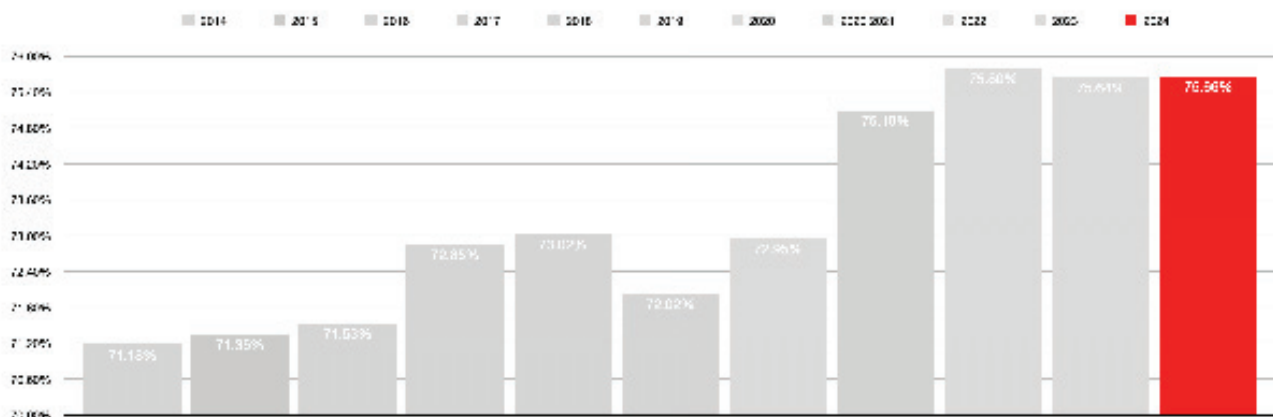
Year-Over-Year



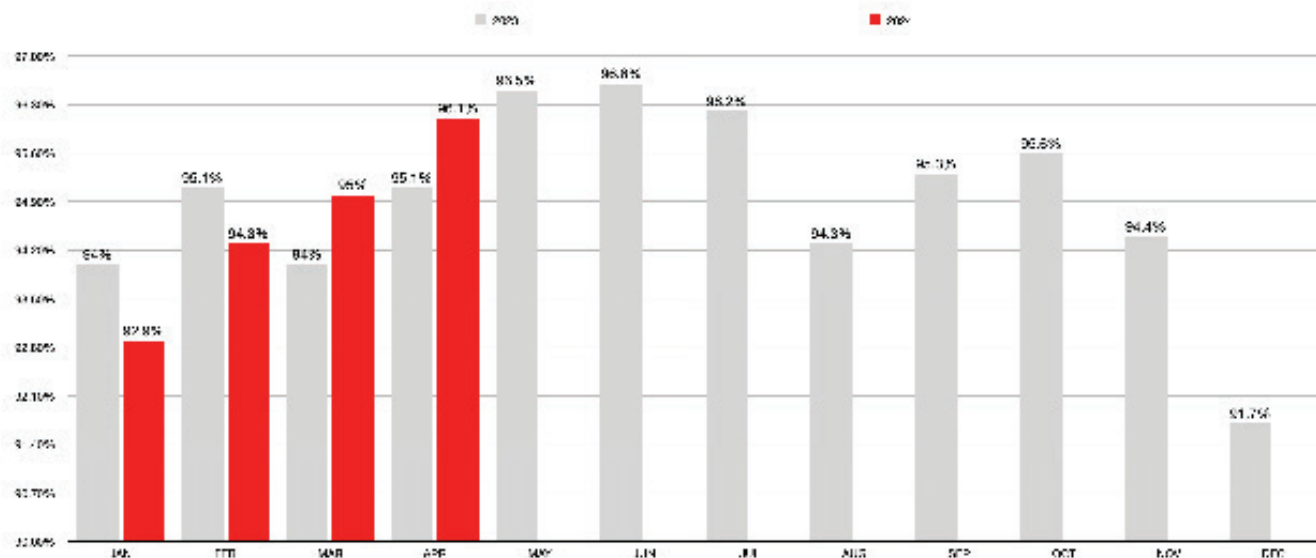
Month-Over-Month 2023 vs. 2024

* Median sale price is based on residential sales (including freehold and condominiums).

SALE PRICE VS. LIST PRICE RATIO

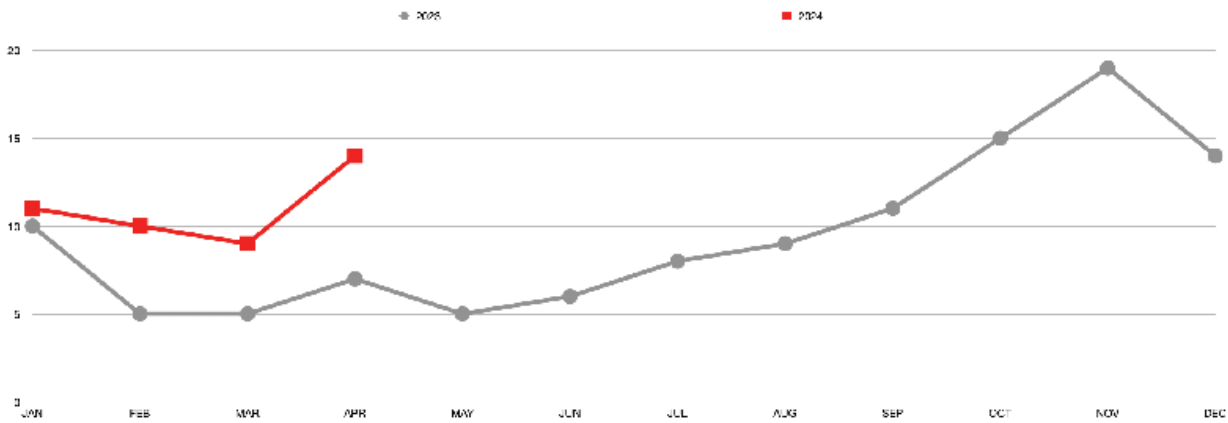


Year-Over-Year

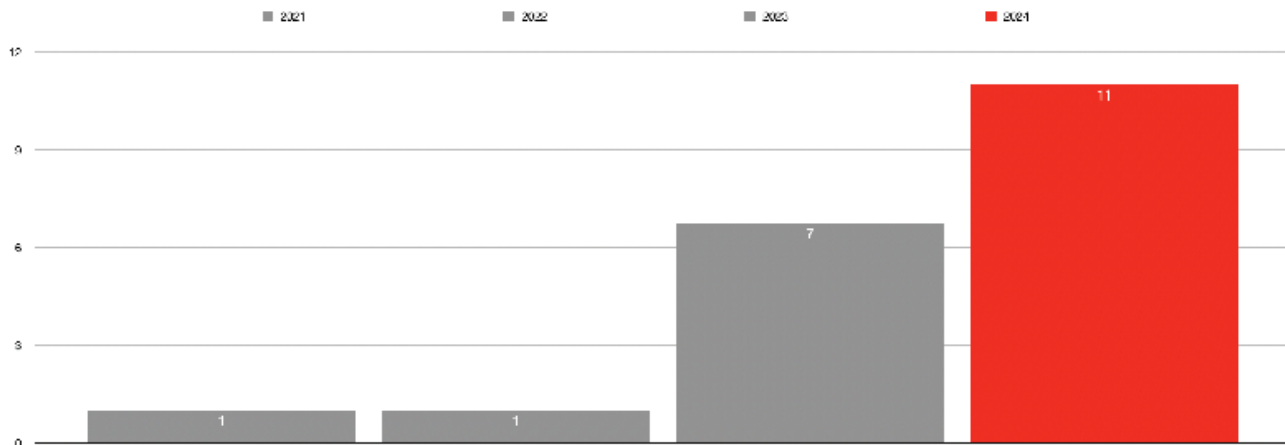


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

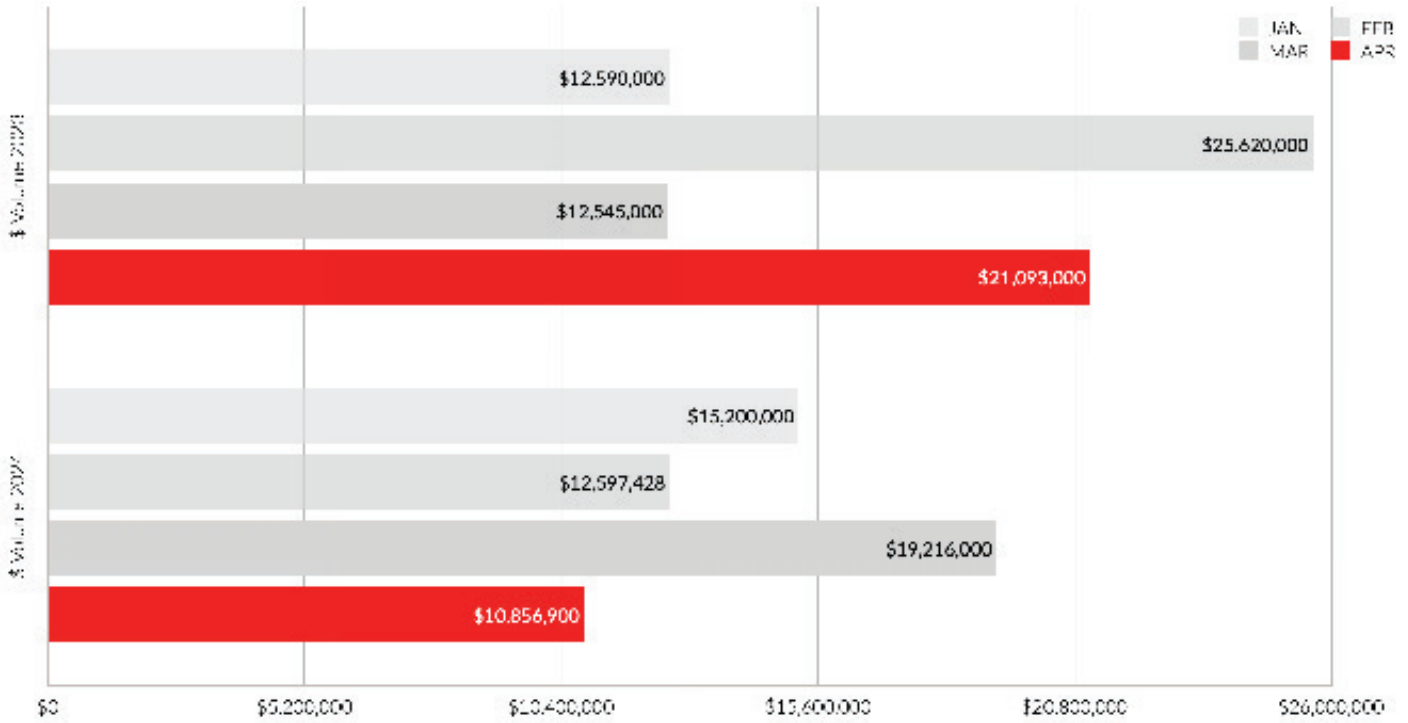


Month-Over-Month 2023 vs. 2024



Year-Over-Year

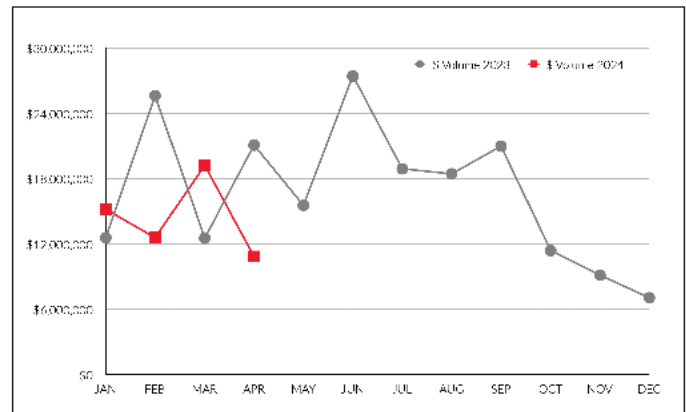
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

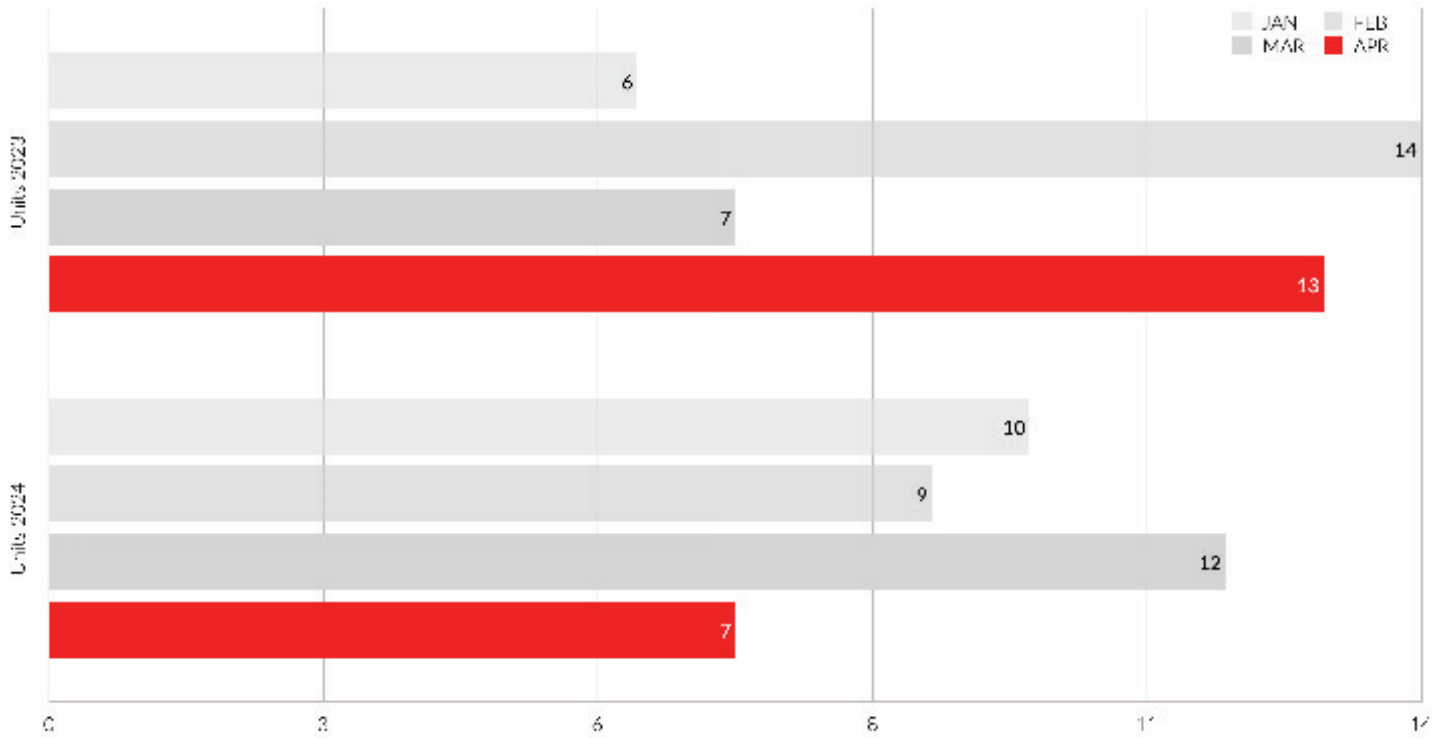


Yearly Totals 2023 vs. 2024

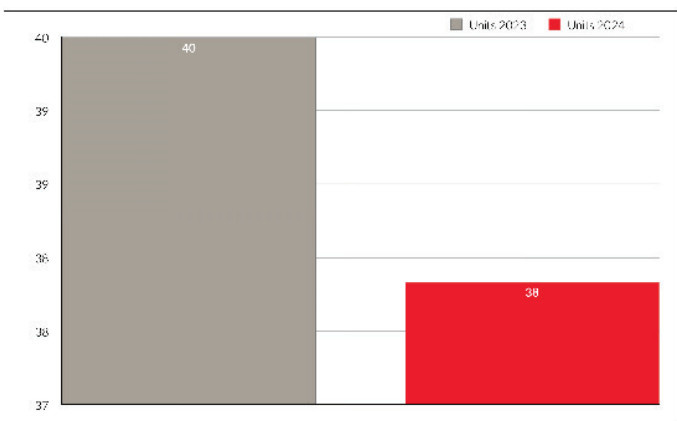


Month vs. Month 2023 vs. 2024

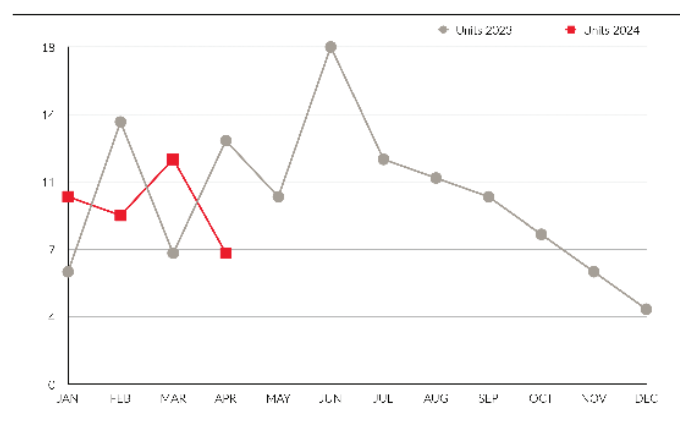
UNIT SALES



Monthly Comparison 2023 vs. 2024

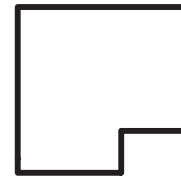

















Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|--------------------------|---|--|---|
| YTD Sales Volume |  \$63,601,828 -8.55% |  \$17,008,000 -23.81% |  \$82,824,828 -13.42% |
| YTD Unit Sales |  50 +16.28% |  23 -42.5% |  76 -9.52% |
| April Average Sale Price |  \$1,187,762 -11.23% |  \$739,478 +32.51% |  \$1,064,078 -10.36% |
| April Sales Volume |  \$21,539,500 +28.42% |  \$5,896,500 -15.48% |  \$27,436,000 +15.52% |
| April Unit Sales |  18 +50% |  6 -62.5% |  24 -14.29% |



Year-Over-Year Comparison (2024 vs. 2023)

OUR LOCATIONS

THE BLUE MOUNTAINS

705-445-5520
330 First St, The Blue Mountains

CREEMORE

705-881-9005
154 Mill St, Unit B, Creemore

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

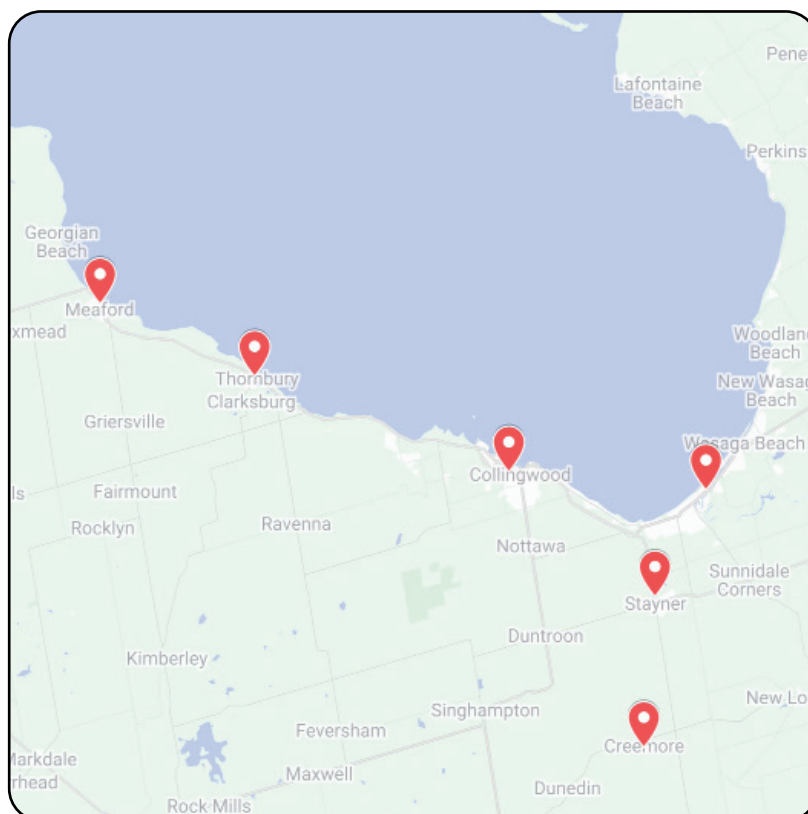
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

705-428-2800
7458 ON-26 Unit 11, Stayner



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