



2024

**MAY**

**SOUTHERN**

**GEORGIAN BAY**

Real Estate Market Report

# OVERVIEW

## BUYERS MARKET

The **Southern Georgian Bay** real estate market still leans towards buyers this month, despite a decrease in both unit sales and sales volume. Interestingly, while the average sale price has dropped, median sale prices remain higher than last year, indicating that the market still sees transactions in the mid to upper price ranges. This dynamic suggests buyers have the upper hand, with opportunities to negotiate better deals.



### May year-over-year sales volume of \$164,150,569

Down 6.67% from 2023's \$175,886,842 with unit sales of 195 down 13.72% from last May's 226. New listings of 724 are up 20.47% from a year ago, with the sales/listing ratio of 26.93% down 10.67%.



### Year-to-date sales volume of \$603,281,498

Down 3.25% from 2023's \$623,529,044 with unit sales of 761 down 4.28% from 2023's 795. New listings of 2,601 are up 22.75% from a year ago, with the sales/listing ratio of 29.26% down 8.26%.



### Year-to-date average sale price of \$785,304

Down from \$788,756 one year ago with median sale price of \$725,000 up from \$715,000 one year ago. Average days-on-market of 52.2 is up 4.2 days from last year.

## MAY NUMBERS

Median Sale Price

**\$735,000**

+1.38%

Average Sale Price

**\$841,798**

+8.16%

Sales Volume

**\$164,150,569**

-6.67%

Unit Sales

**195**

-13.72%

New Listings

**724**

+20.47%

Expired Listings

**269**

+10.7%

Unit Sales/Listings Ratio

**26.93%**

-10.67%

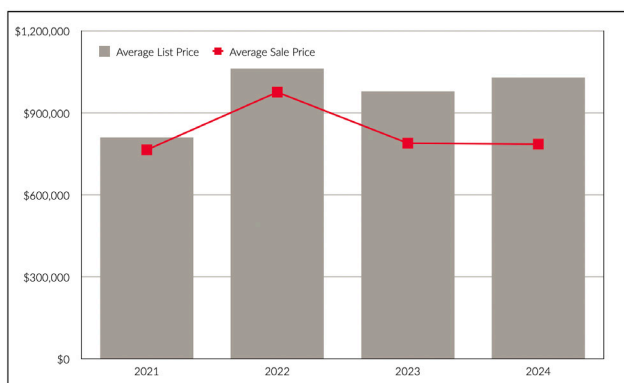
*Year-over-year comparison  
(May 2024 vs. May 2023)*

# THE MARKET IN DETAIL

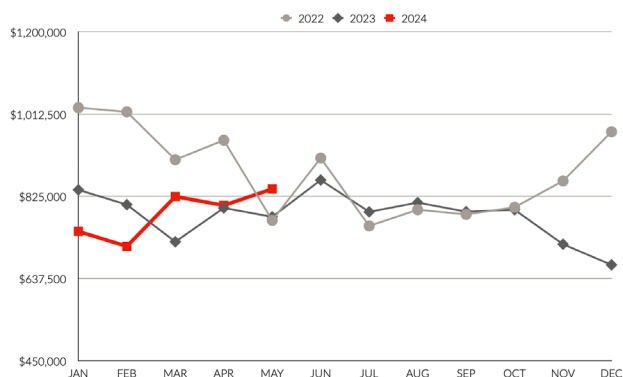
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$1,001,646,694	\$623,529,044	\$603,281,498	-3.25%
<b>YTD Unit Sales</b>	1,054	795	761	-4.28%
<b>YTD New Listings</b>	2,069	2,119	2,601	+22.75%
<b>YTD Sales/Listings Ratio</b>	50.94%	37.52%	29.26%	-8.26%
<b>YTD Expired Listings</b>	1,111	1,474	1,770	+20.08%
<b>Monthly Volume Sales</b>	\$170,083,677	\$175,886,842	\$164,150,569	-6.67%
<b>Monthly Unit Sales</b>	195	226	195	-13.72%
<b>Monthly New Listings</b>	581	601	724	+20.47%
<b>Monthly Sales/Listings Ratio</b>	33.56%	37.60%	26.93%	-10.67%
<b>Monthly Expired Listings</b>	109	243	269	+10.7%
<b>Monthly Average Sale Price</b>	\$972,224	\$778,260	\$841,798	+8.16%
<b>YTD Sales: \$0-\$199K</b>	14	6	14	+133.33%
<b>YTD Sales: \$200k-349K</b>	44	64	32	-50%
<b>YTD Sales: \$350K-\$549K</b>	158	173	183	+5.78%
<b>YTD Sales: \$550K-\$749K</b>	228	243	207	-14.81%
<b>YTD Sales: \$750K-\$999K</b>	279	167	160	-4.19%
<b>YTD Sales: \$1M+</b>	331	142	153	+7.75%
<b>YTD Average Days-On-Market</b>	20.00	48.00	52.20	+8.75%
<b>YTD Average Sale Price</b>	\$975,681	\$788,756	\$785,304	-0.44%
<b>YTD Median Sale Price</b>	\$825,000	\$715,000	\$725,000	+1.4%

Southern Georgian Bay MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

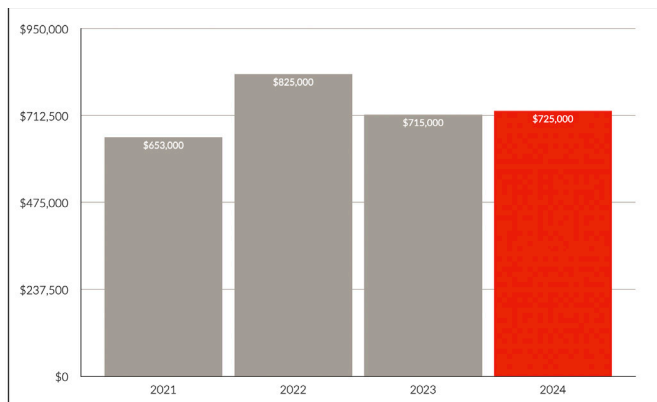


Year-Over-Year

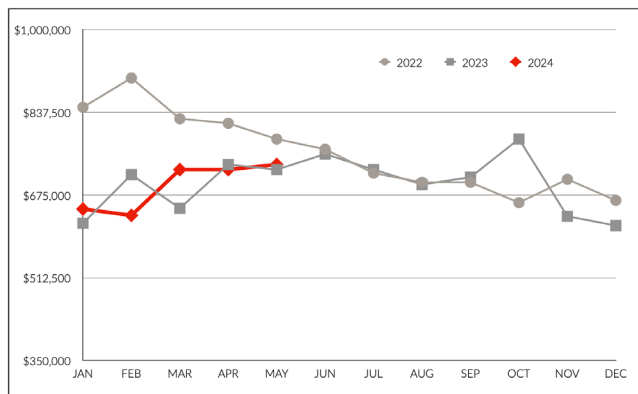


Month-Over-Month 2022 vs. 2023 vs. 2024

# MEDIAN SALE PRICE



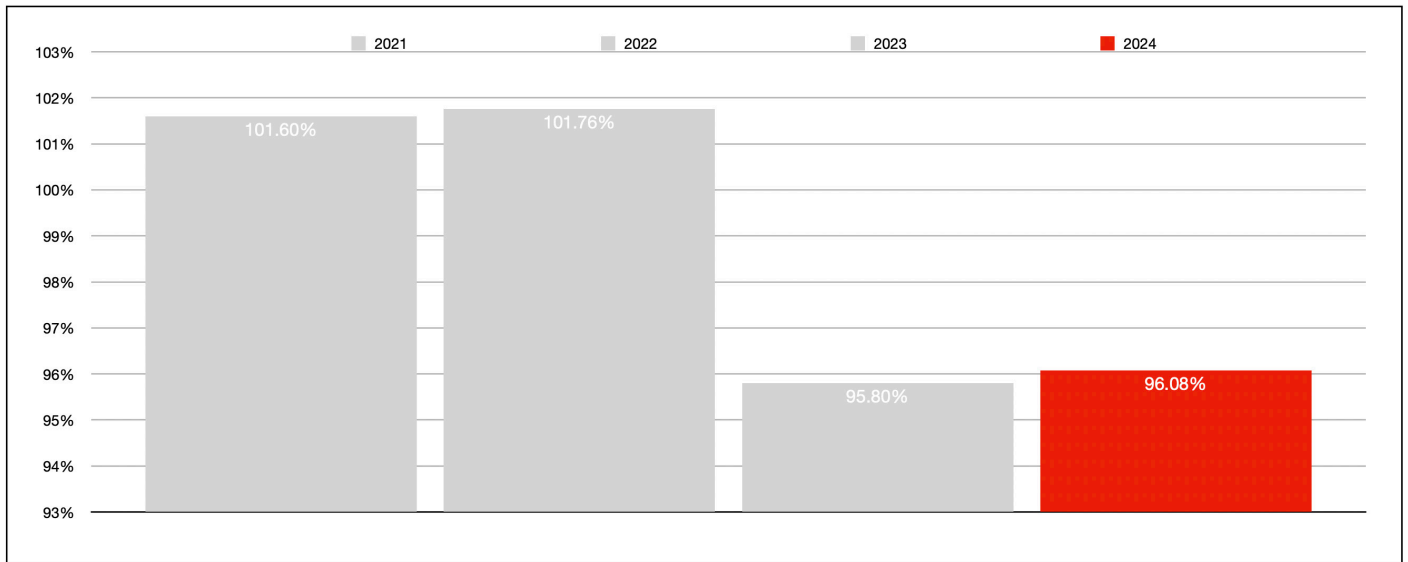
Year-Over-Year



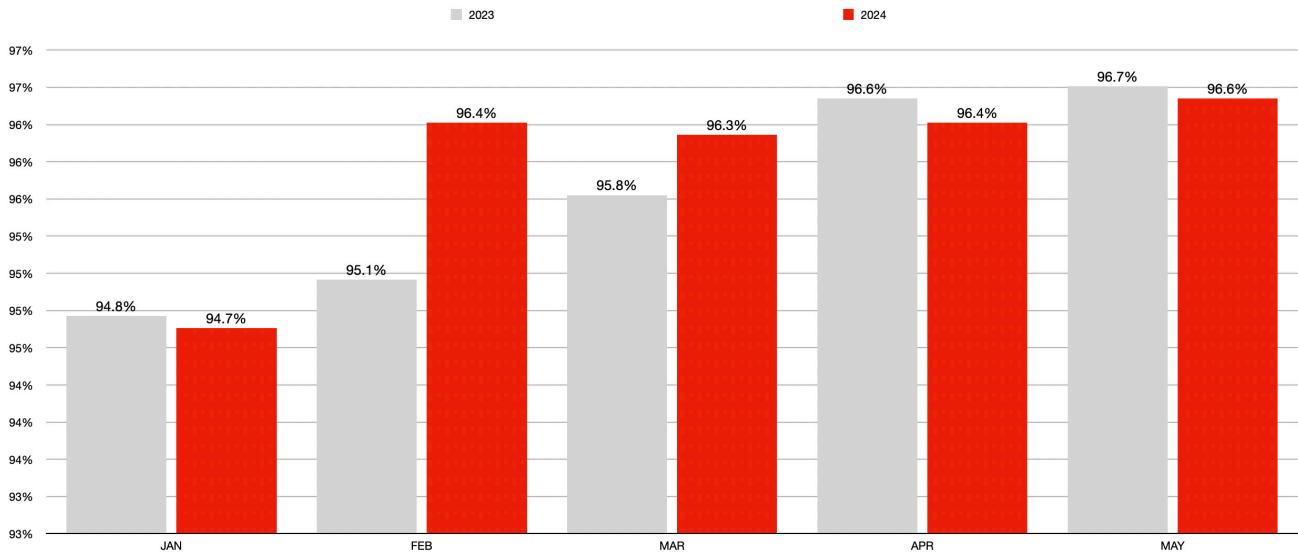
Month-Over-Month 2022 vs. 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

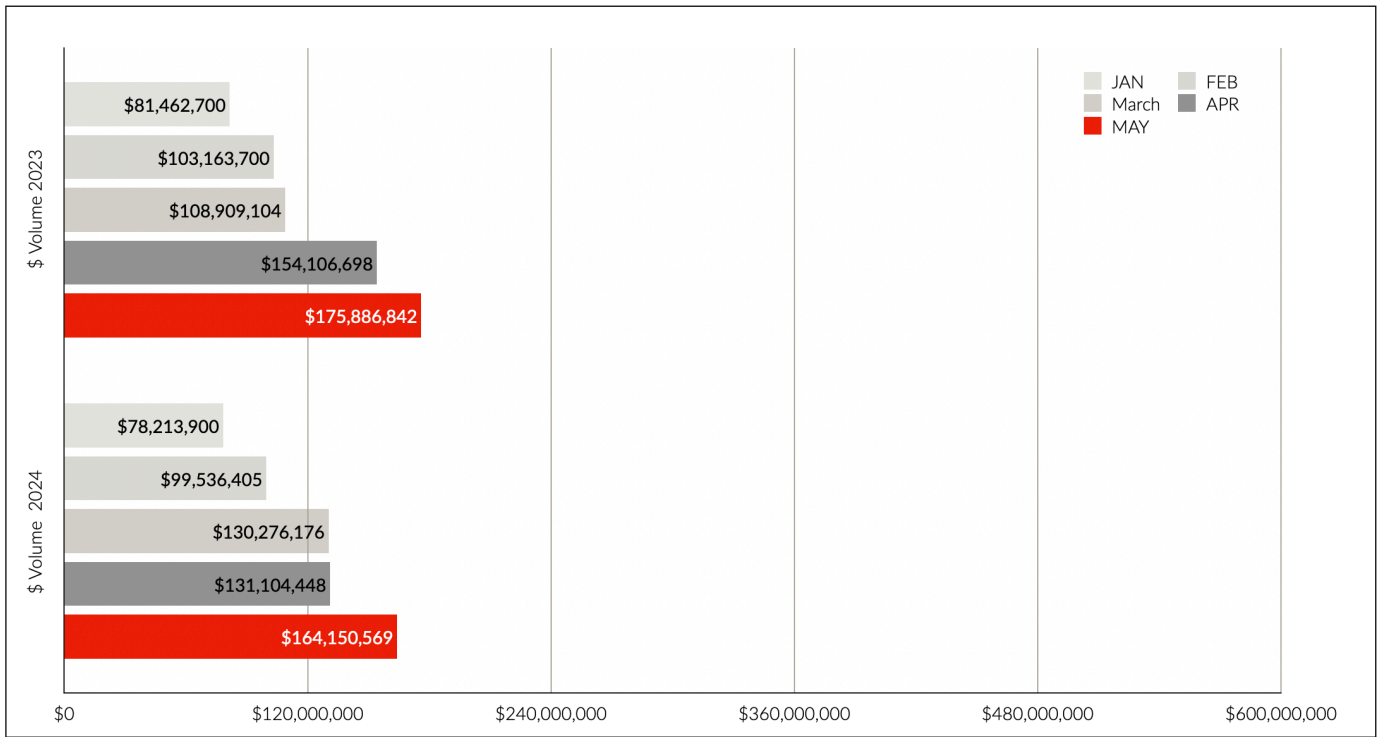


## Year-Over-Year

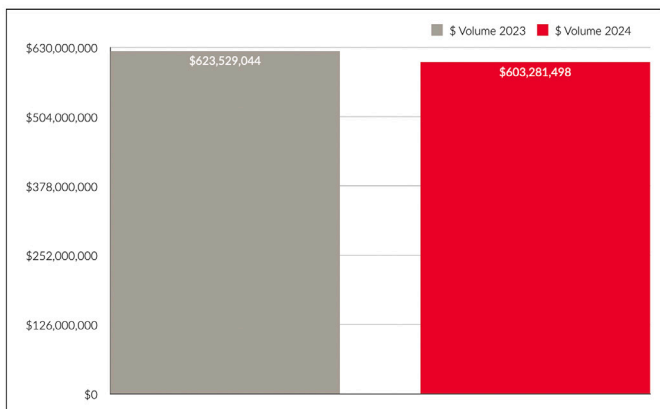


## Month-Over-Month 2023 vs. 2024

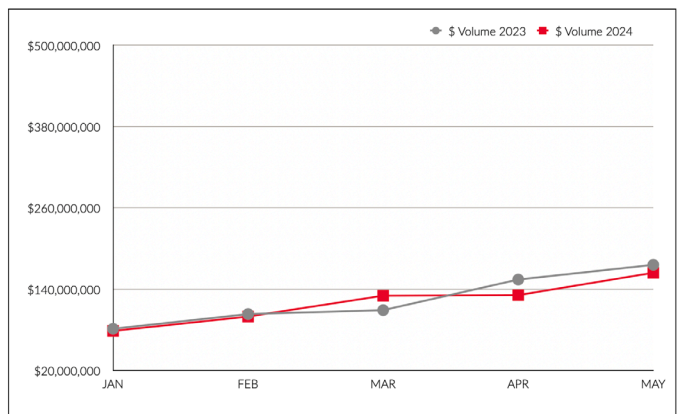
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

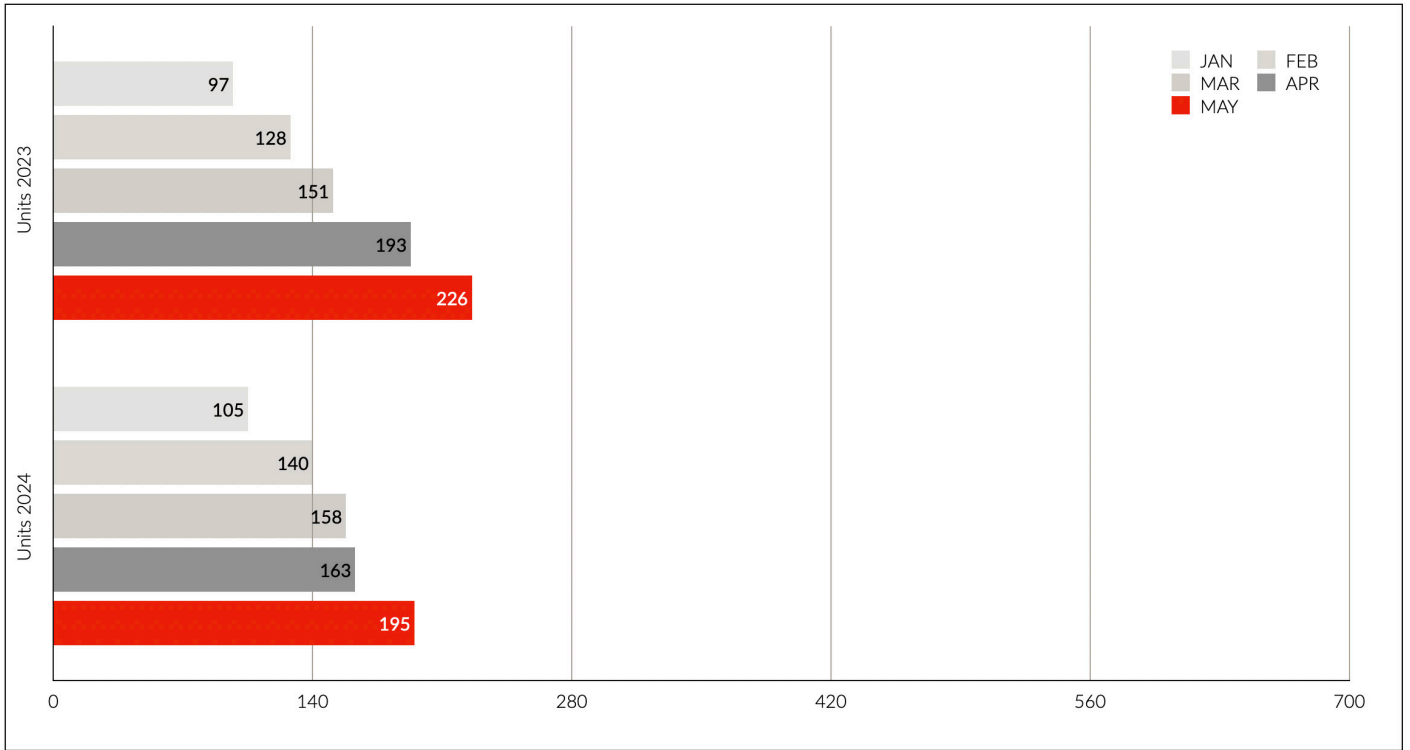


Yearly Totals 2023 vs. 2024

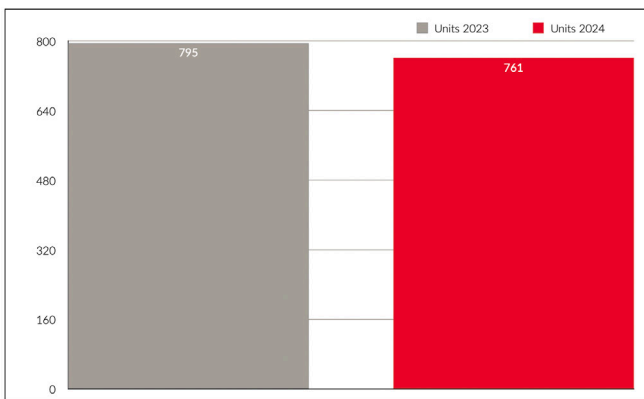


Month vs. Month 2023 vs. 2024

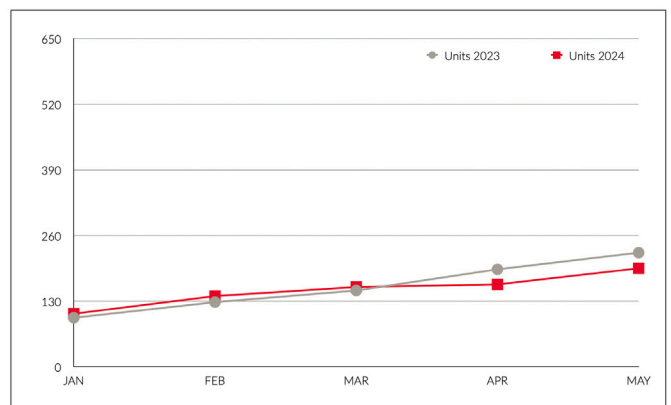
# UNIT SALES



Monthly Comparison 2023 vs. 2024

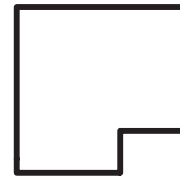


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$492,342,201 -0.78%	↓ \$71,492,600 -23.05%	↑ \$17,632,097 +82.67%
YTD Unit Sales	↓ 572 -0.52%	↓ 110 -27.63%	↑ 33 +73.68%
YTD Average Sale Price	↓ \$860,738 -0.26%	↑ \$649,933 +6.33%	↑ \$534,305.97 +5.17%
May Sales Volume	↓ \$135,817,869 -1.02%	↓ \$17,183,000 -43.37%	↑ \$3,805,000 +119.31%
May Unit Sales	↓ 146 -9.32%	↓ 28 -36.36%	↑ 5 +25%



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



# OUR LOCATIONS

## COLLINGWOOD

705-445-5520  
330 First St, Collingwood

## CREEMORE

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

## MEAFORD

519-538-5755  
96 Sykes St N, Meaford

## THORNBURY

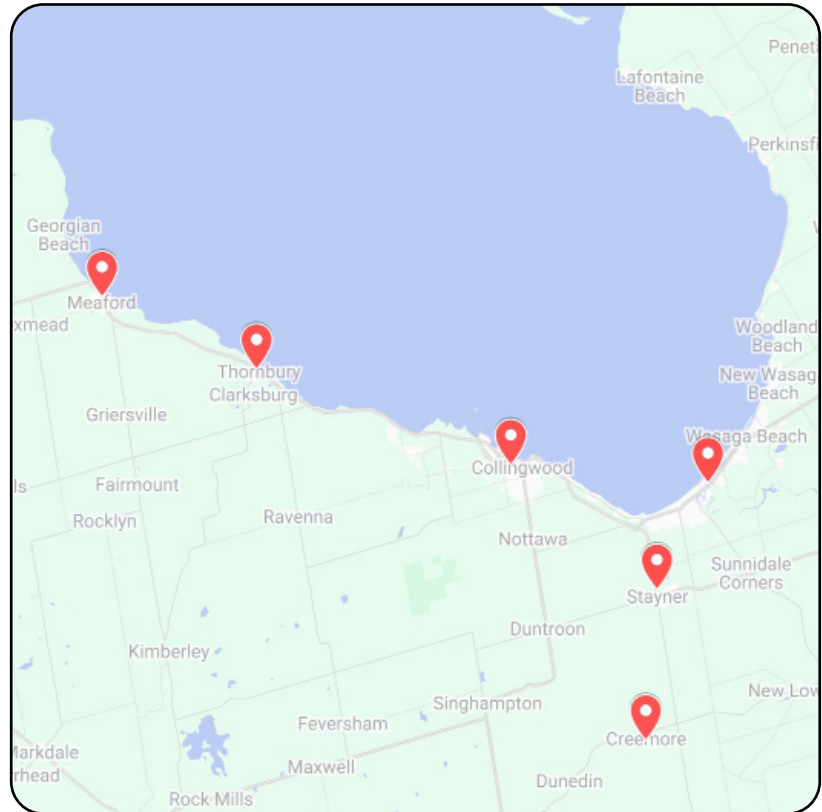
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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