



2024  
**SEPTEMBER**  
**GREY HIGHLANDS**  
Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

# OVERVIEW

## SELLER'S MARKET

The [Grey Highlands](#) real estate market is a seller's market this month, despite an increase in both sales volume and unit sales. The median sale price has decreased, while the average sale price has risen slightly compared to the previous year. This combination of factors provides sellers with an advantage, while buyers may still find opportunities in certain price ranges.



### September year-over-year sales volume of \$23,232,900

Up 738.77% from 2023's \$2,770,000 with unit sales of 31 up from last September's 4. New listings of 38 are up 11.76% from a year ago, with the sales/listing ratio of 81.58% up 593.42%.



### Year-to-date sales volume of \$109,225,615

Up 50.59% from 2023's \$72,530,235 with unit sales of 129 up 41.76% from 2023's 91. New listings of 333 are up 29.57% from a year ago, with the sales/listing ratio of 38.74% up 9.41%.



### Year-to-date average sale price of \$882,279

Up 10.98% from \$794,998 one year ago with median sale price of \$640,015 down from \$676,500 one year ago. The average days-on-market is 73.33 is up 12.55 days from last year.

## SEPTEMBER NUMBERS

Median Sale Price

**\$650,000**

-12.16%

Average Sale Price

**\$749,448**

+8.22%

Sales Volume

**\$23,232,900**

+738.73%

Unit Sales

**31**

+675%

New Listings

**38**

+11.76%

Expired Listings

**18**

+260%

Unit Sales/Listings Ratio

**81.58%**

593.42%

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

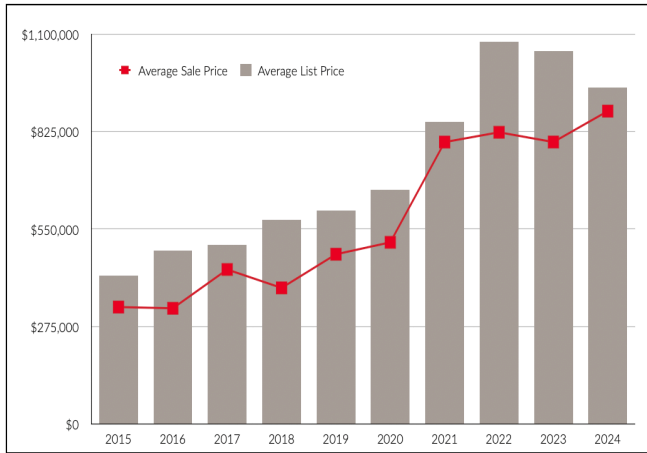


# THE MARKET IN DETAIL

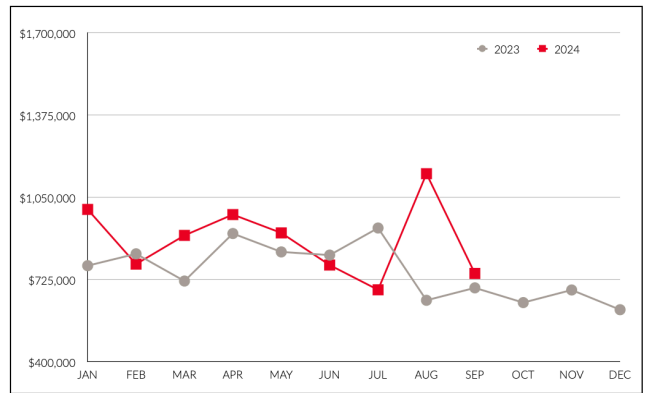
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$115,002,459	\$72,530,235	\$109,225,615	+50.59%
<b>YTD Unit Sales</b>	126	87	98	+12.64%
<b>YTD New Listings</b>	309	257	333	+29.57%
<b>YTD Sales/Listings Ratio</b>	40.78%	33.85%	29.43%	-13.06%
<b>YTD Expired Listings</b>	16	33	90	2
<b>Monthly Volume Sales</b>	\$14,081,000	\$2,770,000	\$23,232,900	+738.73%
<b>Monthly Unit Sales</b>	13	4	31	+675%
<b>Monthly New Listings</b>	32	34	38	+11.76%
<b>Monthly Sales/Listings Ratio</b>	40.63%	11.76%	81.58%	+593.42%
<b>Monthly Expired Listings</b>	1	5	18	+260%
<b>Monthly Average Sale Price</b>	\$1,083,154	\$692,500	\$749,448	+8.22%
<b>YTD Sales: \$0-\$199K</b>	8	4	8	+100%
<b>YTD Sales: \$200k-349K</b>	13	2	3	+50%
<b>YTD Sales: \$350K-\$549K</b>	29	25	28	12.00%
<b>YTD Sales: \$550K-\$749K</b>	0	0	2	200%
<b>YTD Sales: \$750K-\$999K</b>	23	15	30	100.00%
<b>YTD Sales: \$1M+</b>	37	19	22	15.79%
<b>YTD Sales: \$2M+</b>	39	20	19	-5.00%
<b>YTD Average Days-On-Market</b>	33.89	60.78	73.33	+20.66%
<b>YTD Average Sale Price</b>	\$822,582	\$794,998	\$882,279	+10.98%
<b>YTD Median Sale Price</b>	\$732,500	\$676,500	\$640,015	-5.39%

Grey Highlands MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

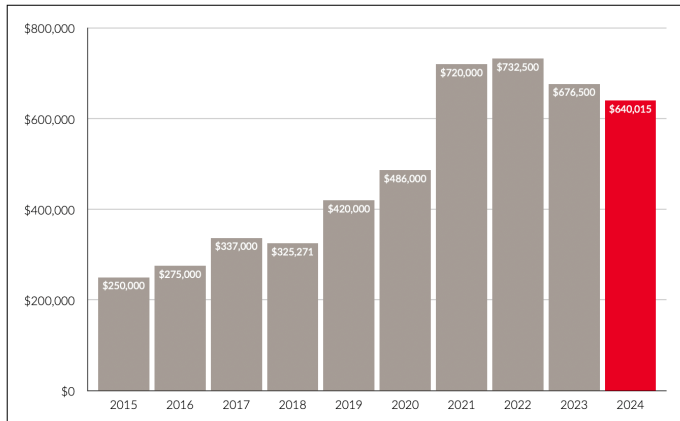


Year-Over-Year

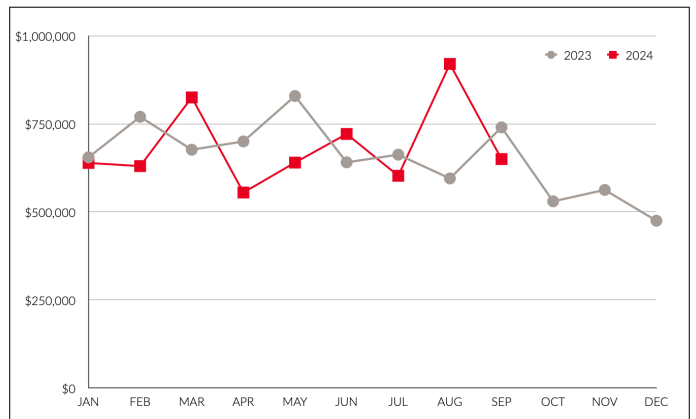


Month-Over-Month 2023 vs. 2024

# MEDIAN SALE PRICE



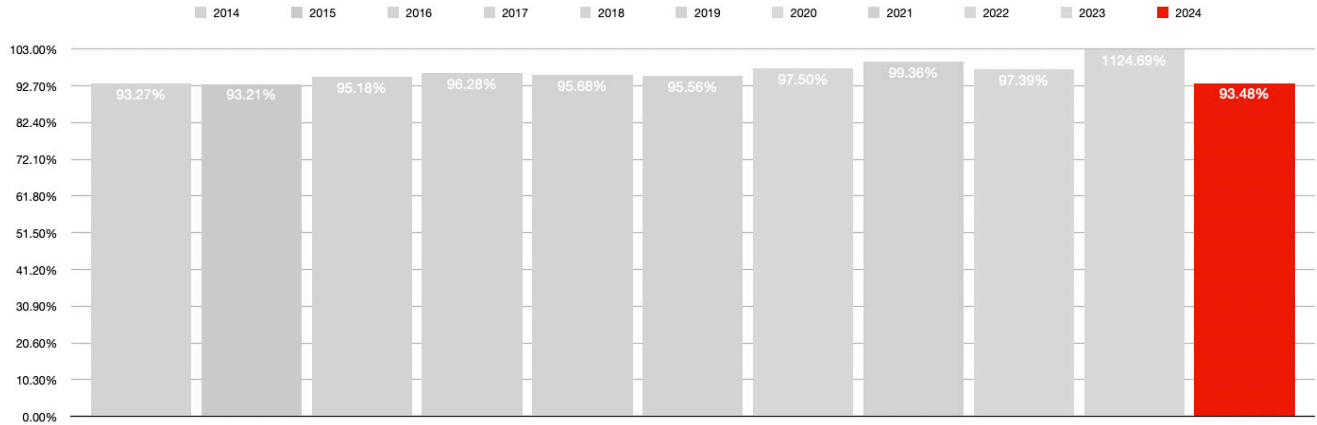
Year-Over-Year



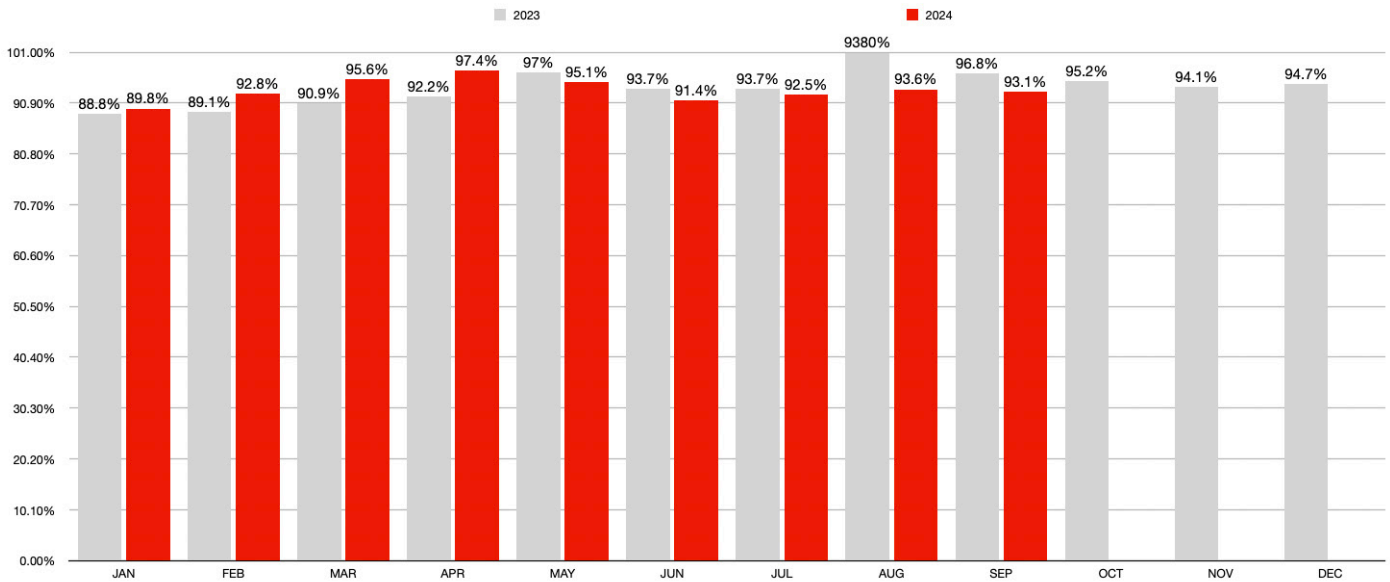
Month-Over-Month 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

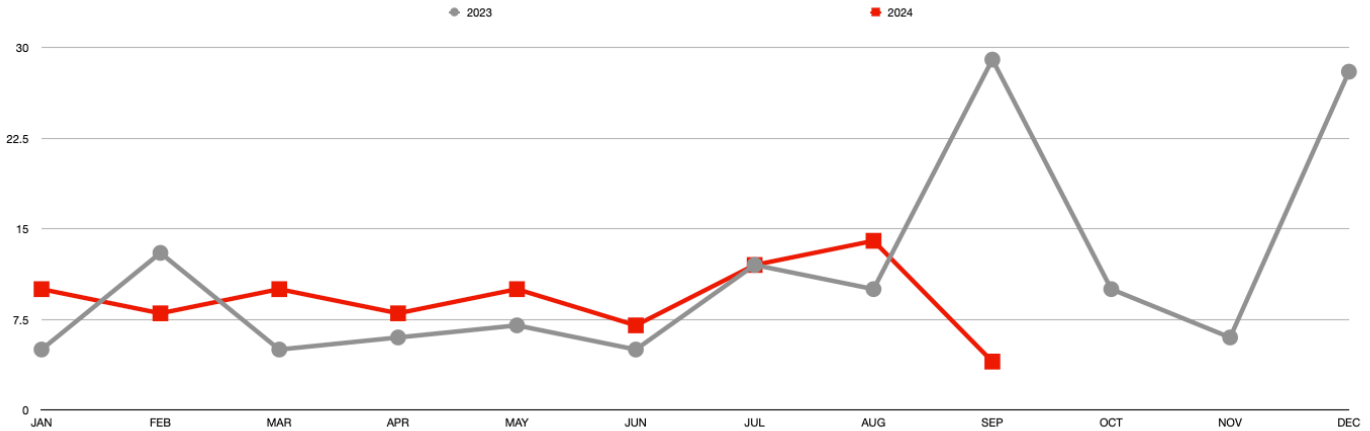


## Year-Over-Year

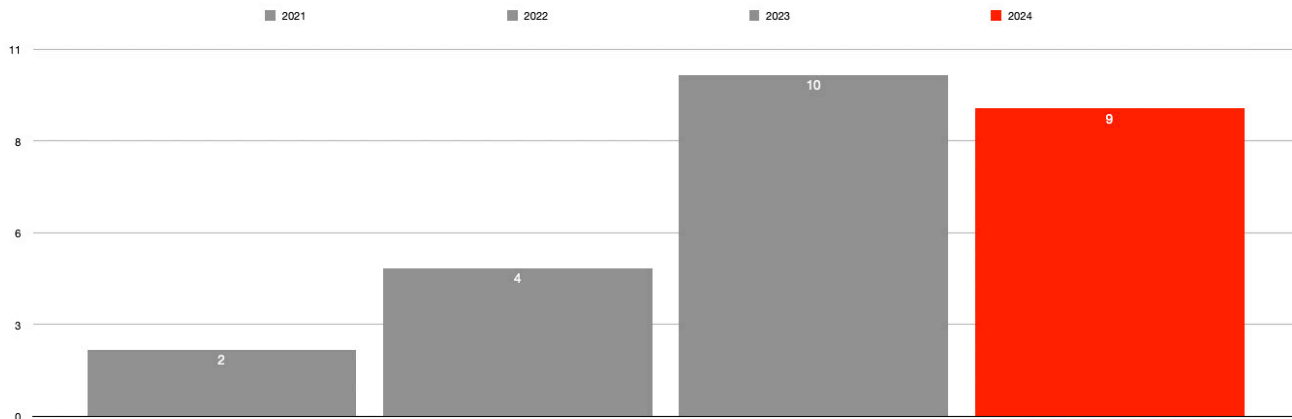


## Month-Over-Month 2023 vs. 2024

# MONTHS OF INVENTORY

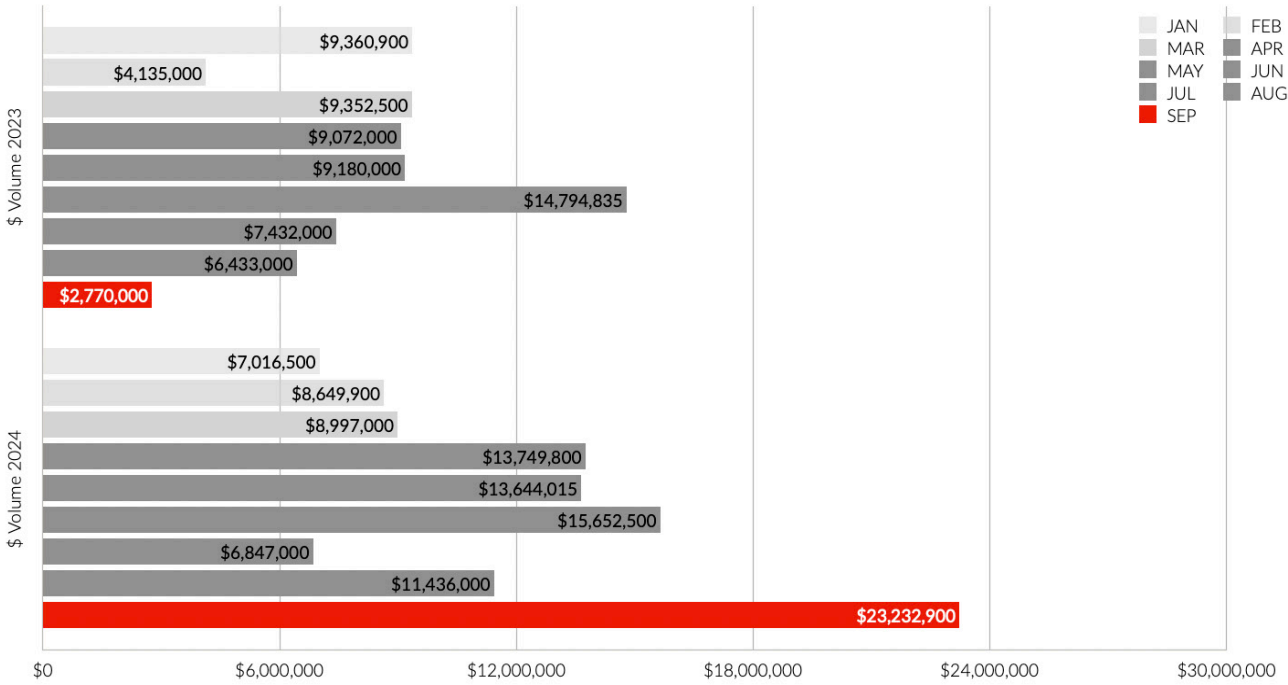


## Month-Over-Month 2023 vs. 2024

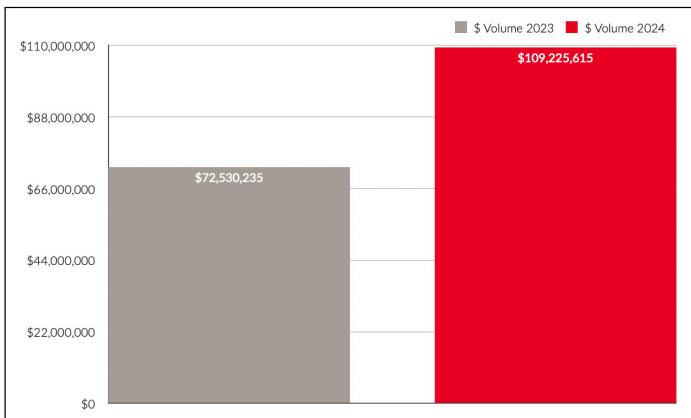


## Year-Over-Year

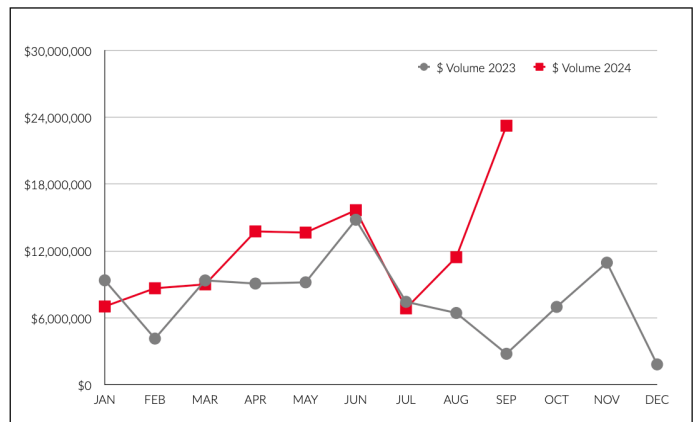
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

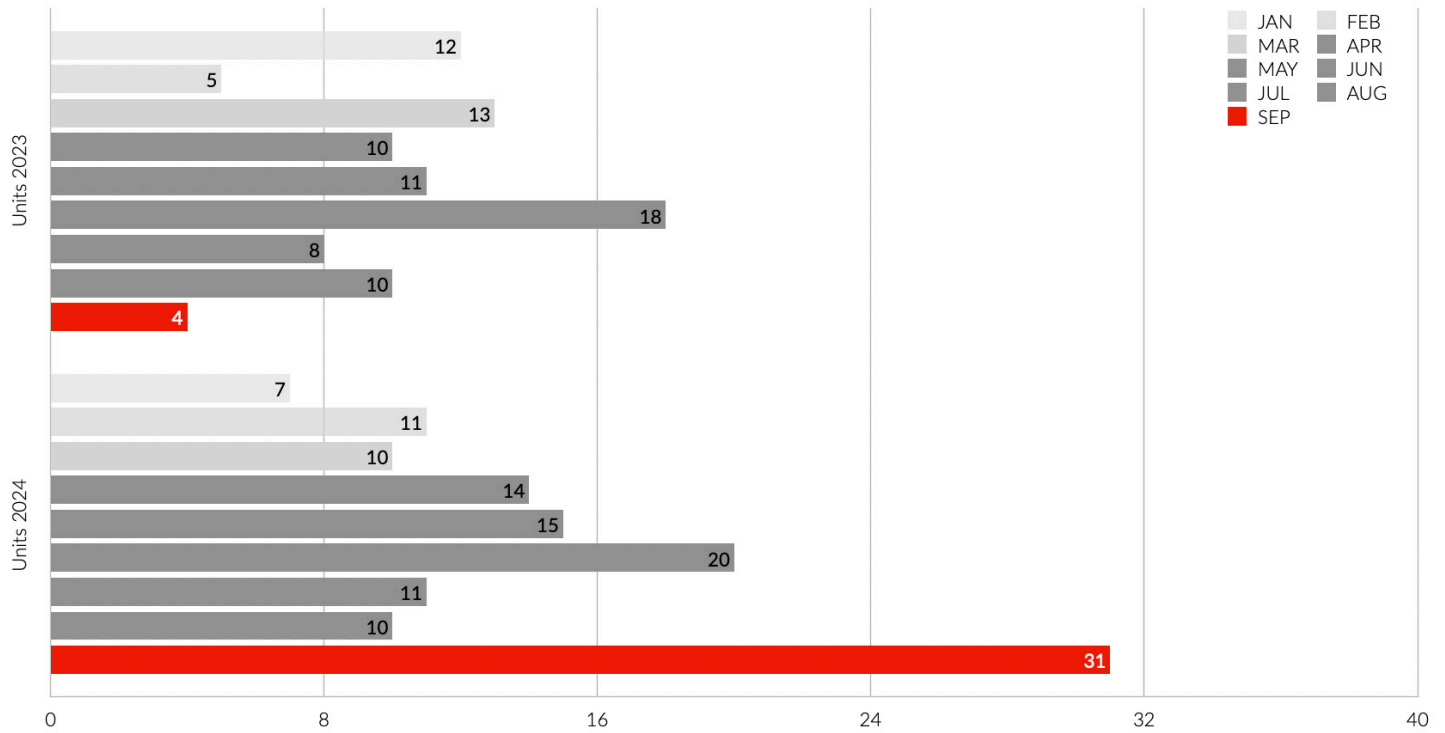


Yearly Totals 2023 vs. 2024

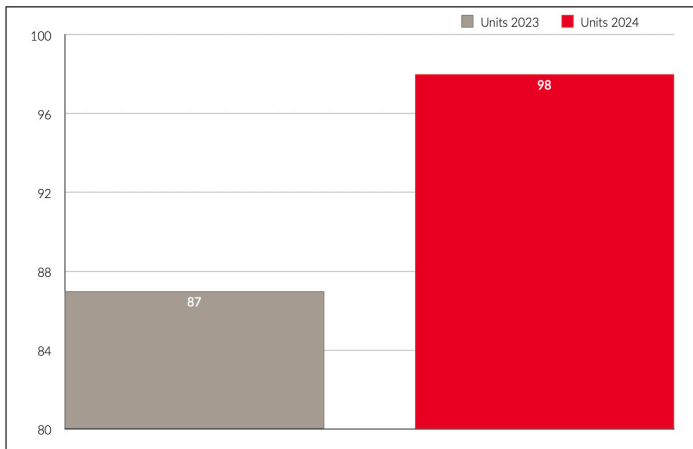


Month vs. Month 2023 vs. 2024

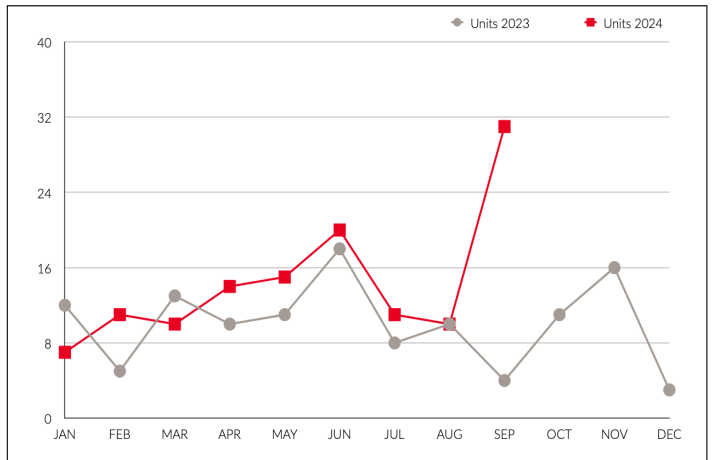
# UNIT SALES



Monthly Comparison 2023 vs. 2024



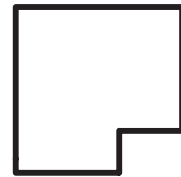
Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$99,941,215 +45.15%	0 No Change	\$7,734,400 +110.29%
YTD Unit Sales	110 +34.15%	0 No Change	24 +166.67%
YTD Average Sale Price	\$908,557 +8.21%	0 No Change	\$322,267 -21.14%
Sep Sales Volume	\$21,557,900 +729.15%	0 No Change	\$125,000 -26.47%
Sep Unit Sales	29 +866.67%	0 No Change	5 +400%



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

# OUR LOCATIONS

## COLLINGWOOD

705-445-5520  
112 Hurontario St, Collingwood

## CREEMORE

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

## GREY HIGHLANDS

519-538-5755  
96 Sykes St N, Grey Highlands

## THORNBURY

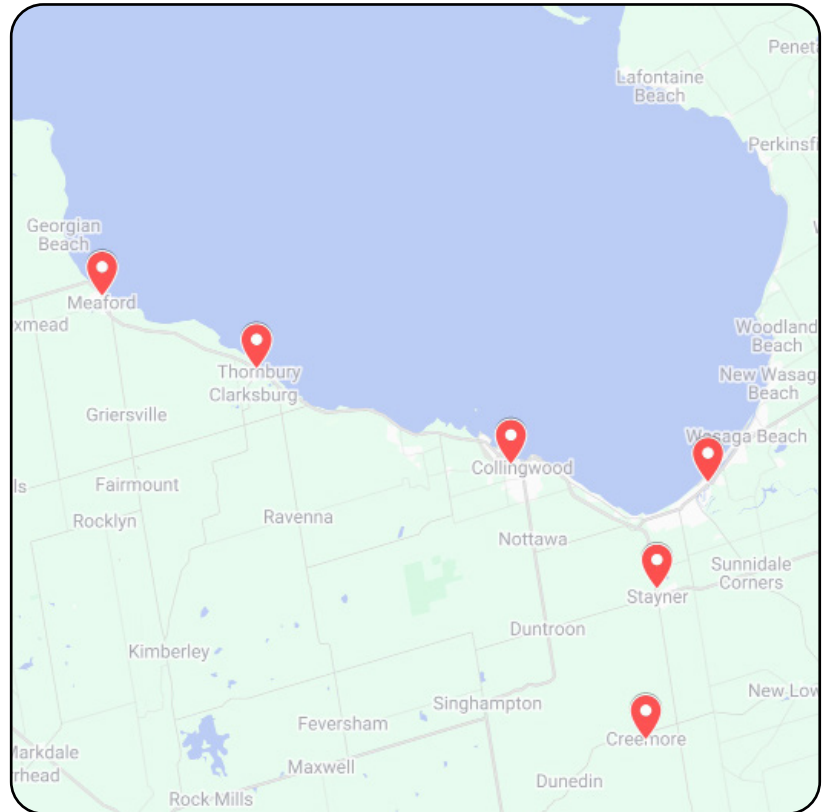
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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