



2024

OCTOBER

GREY HIGHLANDS

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

OVERVIEW

BUYER'S MARKET

The [Grey Highlands](#) real estate market is a buyer'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 buyers with more options at varied price points, allowing for potential value in a competitive market.



October year-over-year sales volume of \$19,535,500

Up 180% from 2023's \$6,976,900 with unit sales of 14 up from last October's 11. New listings of 37 are up 23.33% from a year ago, with the sales/listing ratio of 37.84% up 3.19%.



Year-to-date sales volume of \$128,761,115

Up 61.95% from 2023's \$79,507,135 with unit sales of 143 up 40.2% from 2023's 102. New listings of 370 are up 28.92% from a year ago, with the sales/listing ratio of 38.65% up 8.75%.



Year-to-date average sale price of \$933,591

Up 19.86% from \$778,924 one year ago with median sale price of \$645,008 down from \$669,500 one year ago. The average days-on-market is 70.40 is up 8 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$1,296,250

+144.58%

Average Sale Price

\$1,395,393

+120%

Sales Volume

\$19,535,500

+180%

Unit Sales

14

+27.27%

New Listings

37

+23.33%

Expired Listings

19

+850%

Unit Sales/Listings Ratio

37.84%

3.19%

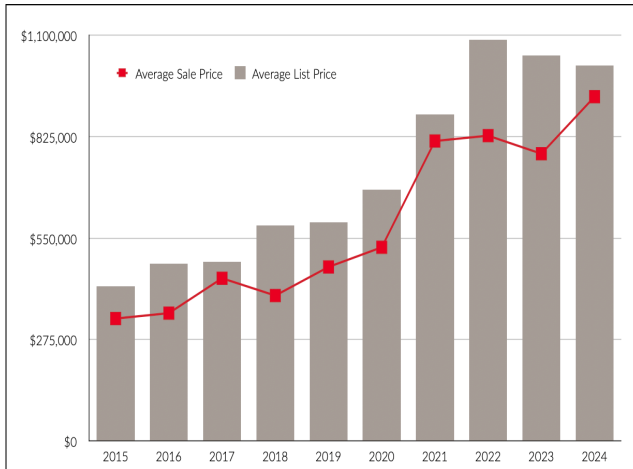
*Year-over-year comparison
(October 2024 vs. October 2023)*

THE MARKET IN DETAIL

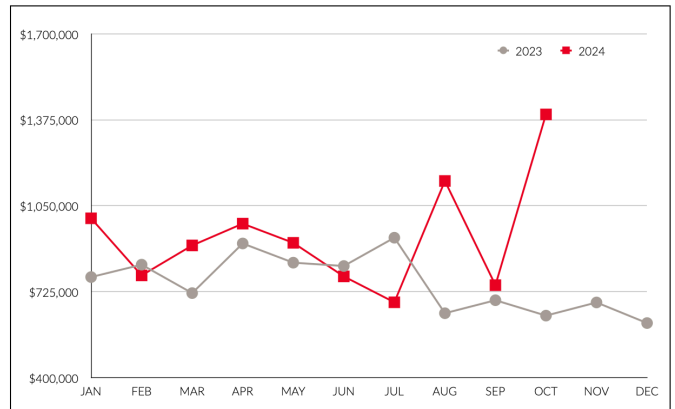
	2022	2023	2024	2023-2024
YTD Volume Sales	\$124,638,459	\$79,507,135	\$128,761,115	+61.95%
YTD Unit Sales	150	102	143	+40.2%
YTD New Listings	341	287	370	+28.92%
YTD Sales/Listings Ratio	48.54%	39.69%	42.94%	+8.2%
YTD Expired Listings	25	35	109	+211.43%
Monthly Volume Sales	\$9,636,000	\$6,976,900	\$19,535,500	+180%
Monthly Unit Sales	11	11	14	+27.27%
Monthly New Listings	32	30	37	+23.33%
Monthly Sales/Listings Ratio	34.38%	36.67%	37.84%	+3.19%
Monthly Expired Listings	9	2	19	+850%
Monthly Average Sale Price	\$876,000	\$634,264	\$1,395,393	+120%
YTD Sales: \$0-\$199K	8	4	8	+100%
YTD Sales: \$200k-349K	15	2	5	+150%
YTD Sales: \$350K-\$549K	31	31	28	-9.68%
YTD Sales: \$550K-\$749K	0	0	2	200%
YTD Sales: \$750K-\$999K	25	18	31	72.22%
YTD Sales: \$1M+	41	20	31	55.00%
YTD Sales: \$2M+	43	21	22	4.76%
YTD Average Days-On-Market	35.00	62.40	70.40	+12.82%
YTD Average Sale Price	\$827,924	\$778,924	\$933,591	+19.86%
YTD Median Sale Price	\$733,750	\$669,500	\$645,008	-3.66%

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

AVERAGE SALE PRICE

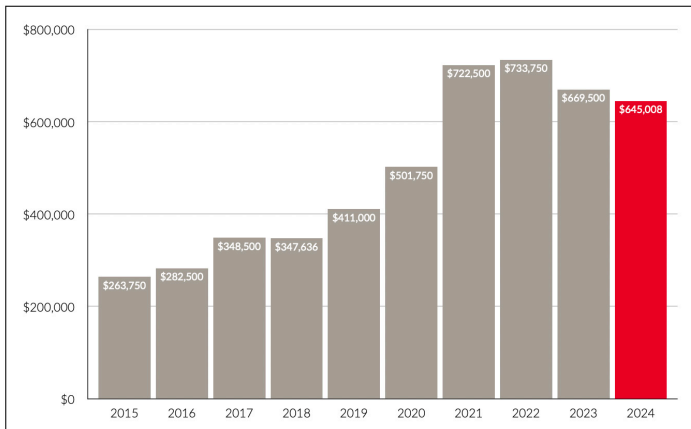


Year-Over-Year

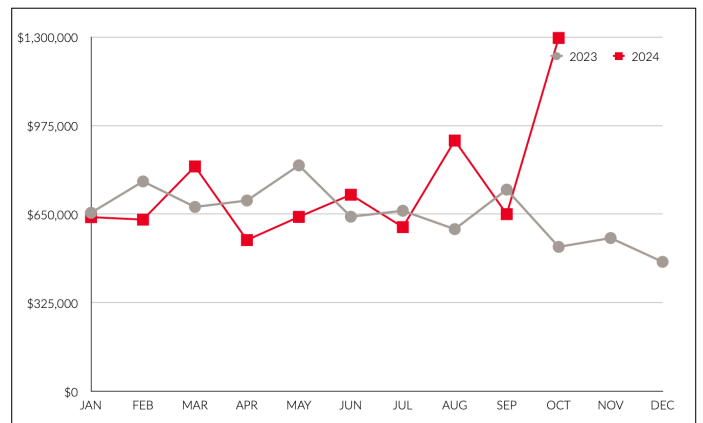


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



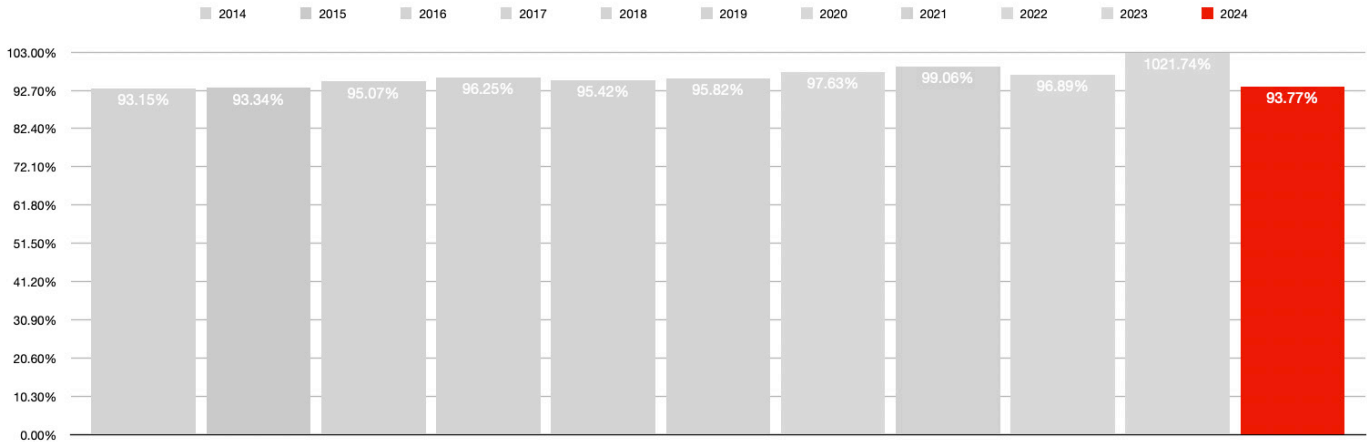
Year-Over-Year



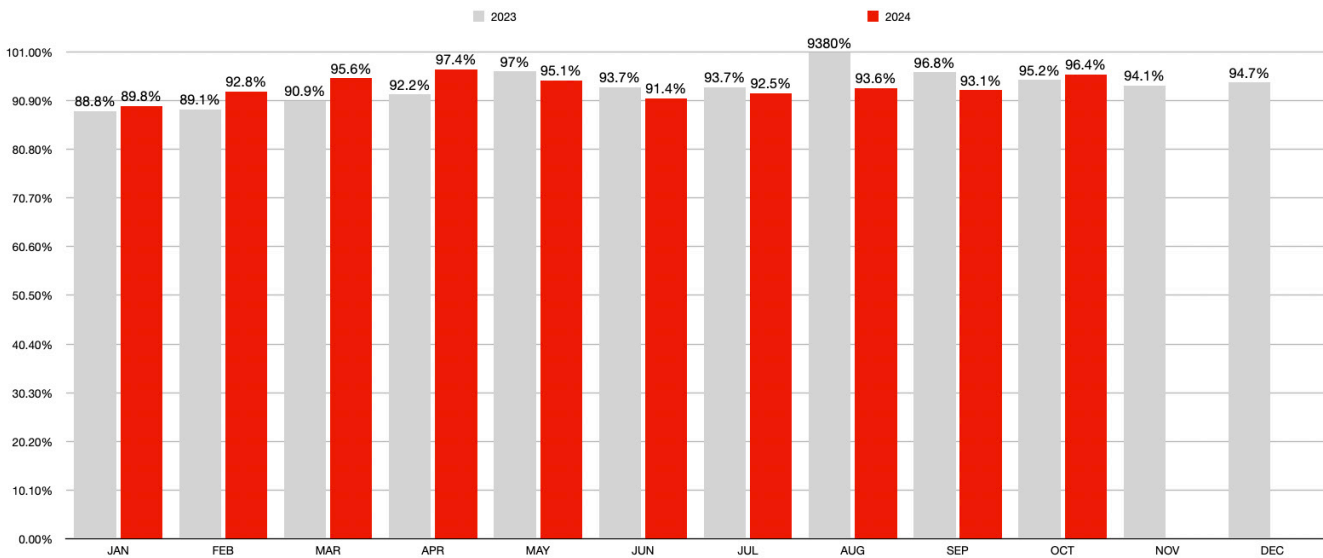
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

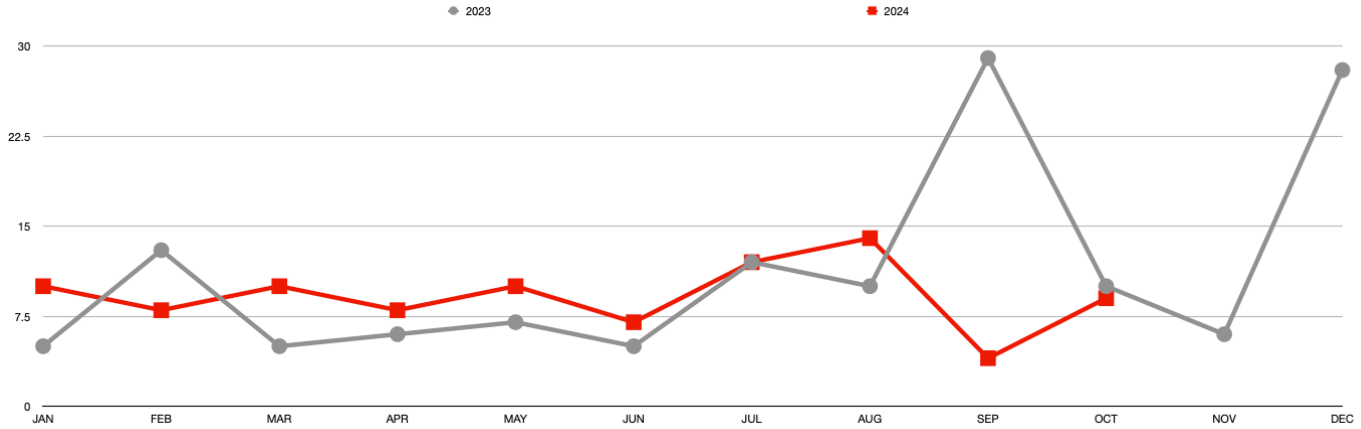


Year-Over-Year

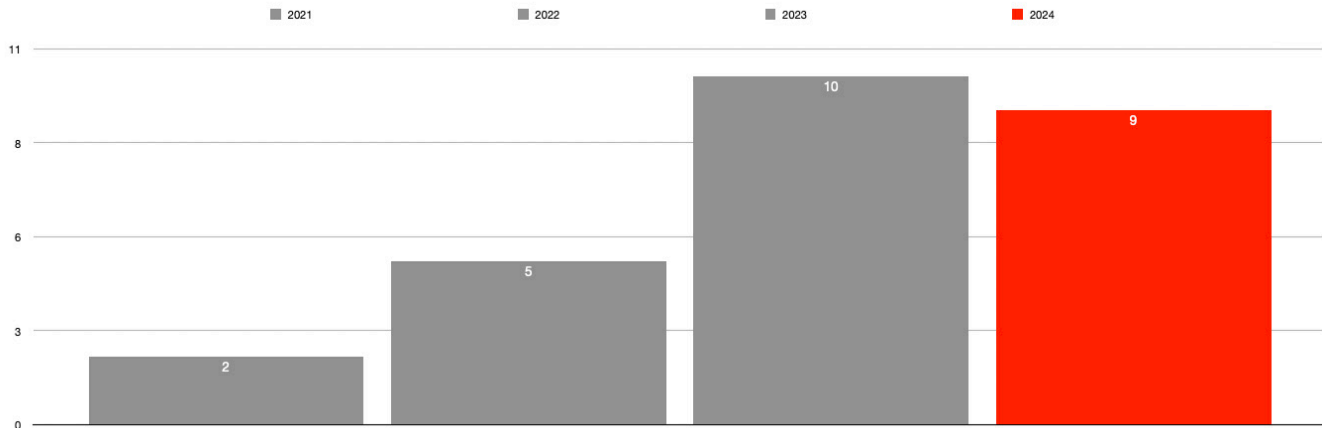


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

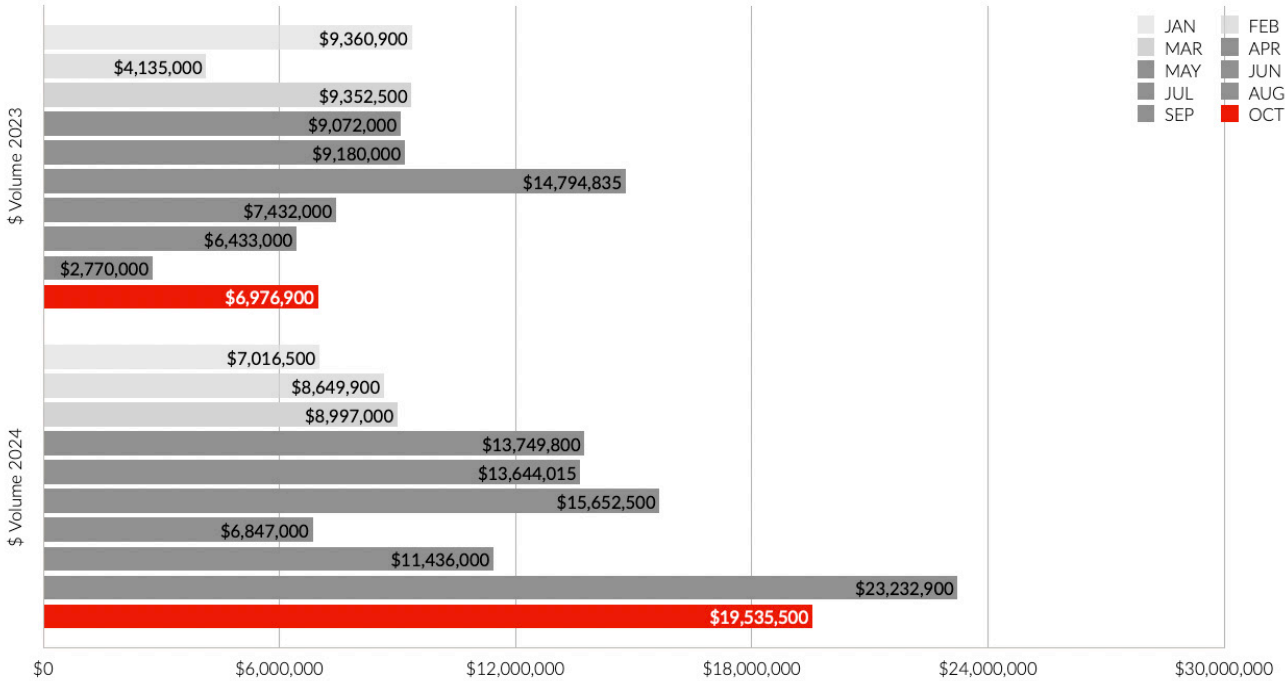


Month-Over-Month 2023 vs. 2024

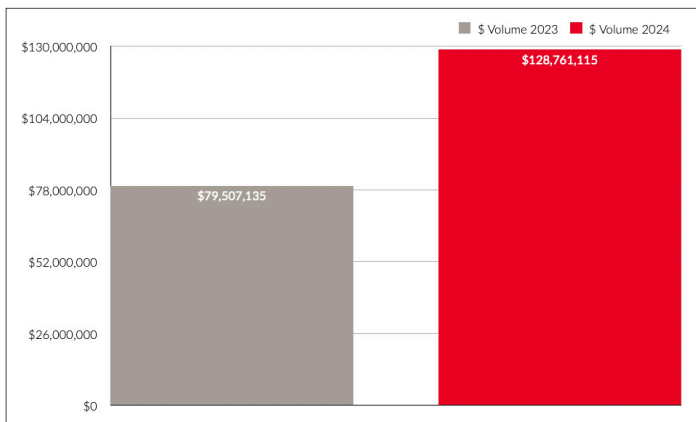


Year-Over-Year

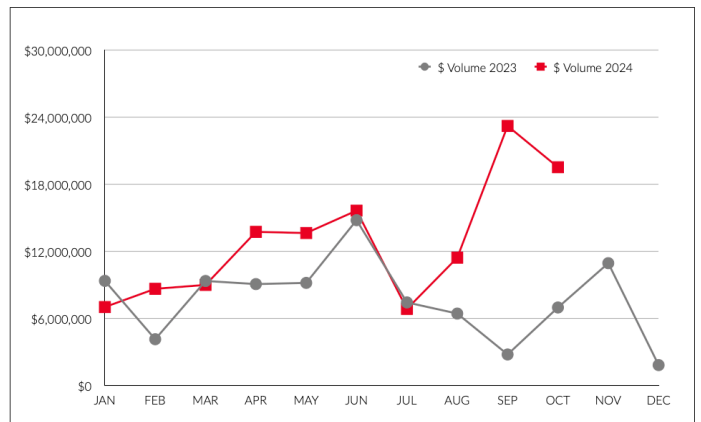
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

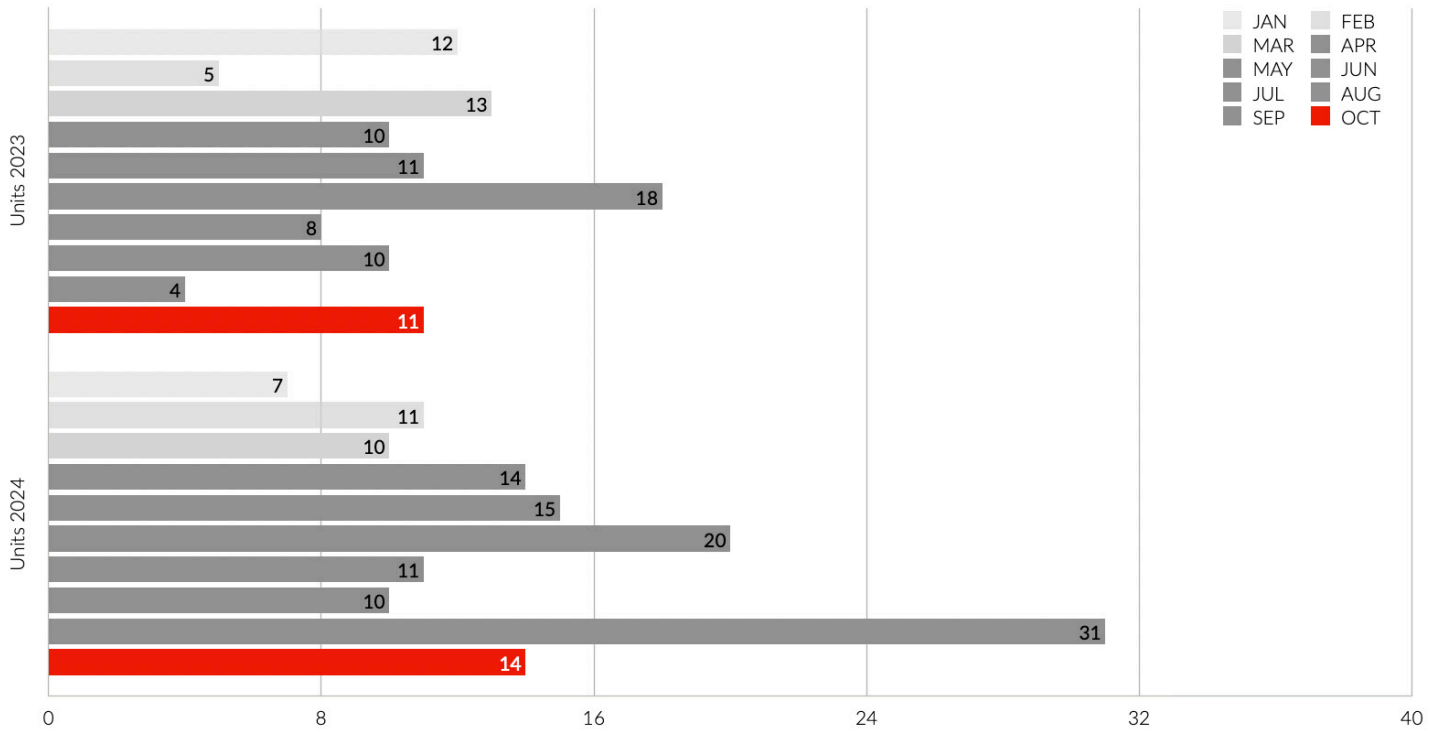


Yearly Totals 2023 vs. 2024

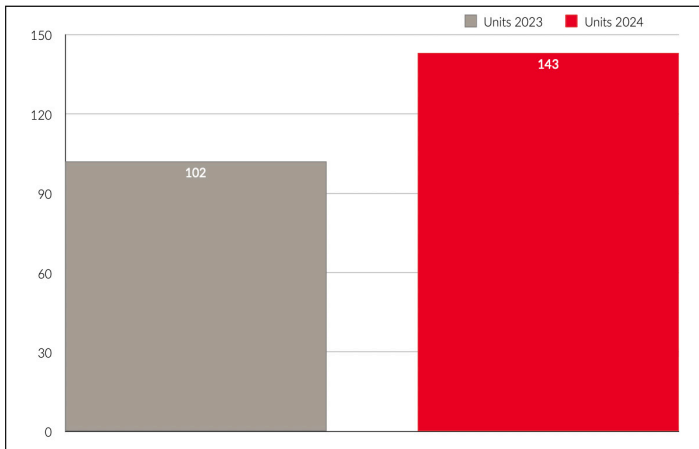


Month vs. Month 2023 vs. 2024

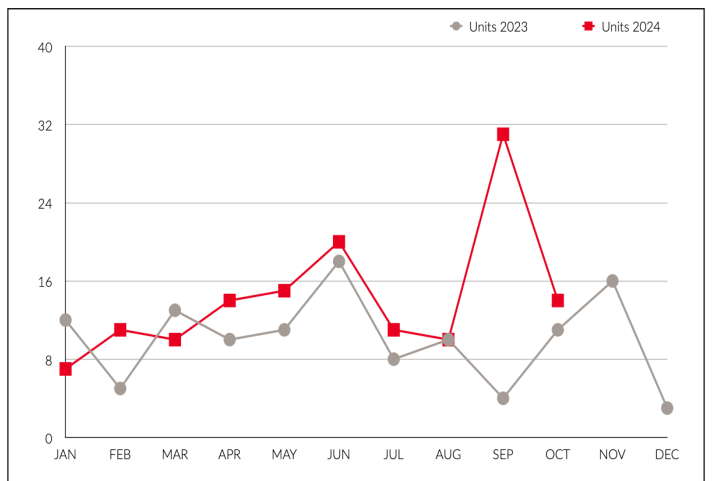
UNIT SALES



Monthly Comparison 2023 vs. 2024

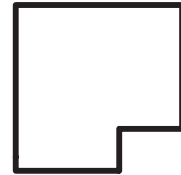


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$118,911,715 +57.88%	 0 No Change	 \$8,299,400 +98.17%
YTD Unit Sales	 122 +32.61%	 0 No Change	 17 +88.89%
YTD Average Sale Price	 \$974,686 +19.05%	 0 No Change	 \$488,200 +4.91%
Oct Sales Volume	 \$18,970,500 +193.35%	 0 No Change	 \$565,000 +10.78%
Oct Unit Sales	 12 +20%	 0 No Change	 2 +100%

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

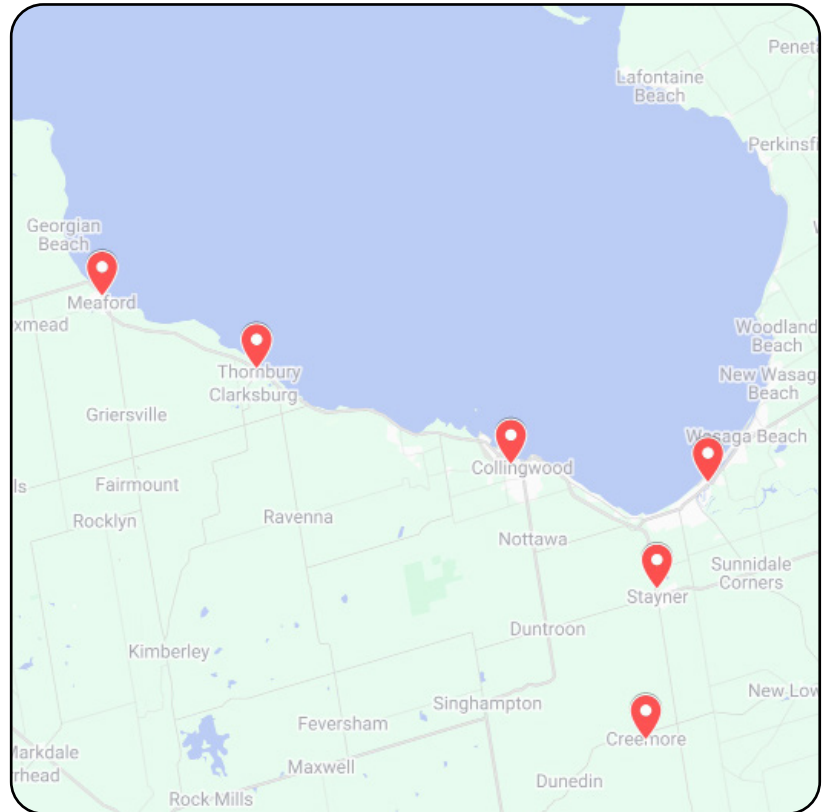
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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