



2025

JANUARY

THE BLUE MOUNTAINS

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

OVERVIEW

BUYER'S MARKET

The Blue Mountains real estate market real estate market saw shifting trends in January, reflecting a transition into a buyer's market. The median sale price dipped slightly by 0.45% to \$720,750, while the average sale price declined by 0.62% to \$756,323. Sales volume fell by 11.3%, with unit sales down 10.75% to 332 properties. Meanwhile, new listings surged by 27.23%, increasing inventory and providing more options for buyers. With expired listings up 34.29% and the unit sales-to-listings ratio declining to 36.44%, market conditions now favour buyers.



January year-over-year sales volume of \$22,326,000

Up 8.26% from 2024's \$20,623,000 with unit sales of 22 up 37.50% from last January's 16. New listings of 53 are up by 51.43%, with the sales/listing ratio of 25% down by 26.39%.



Year-to-date sales volume of \$22,326,000

Up 8.26% from 2024's \$20,623,000 with unit sales of 261 down 2.61% from 2024's 268. New listings of 1,109 are up 17.85% from a year ago, with the sales/listing ratio of 25% down 26.39%.



Year-to-date average sale price of \$1,175,053

Up from \$1,145,722 one year ago with median sale price of \$930,000 up from \$1,245,750 one year ago. Average days-on-market of 79 up 11 days from last year.

JANUARY NUMBERS

Median Sale Price
\$930,000
-25.35%

Average Sale Price
\$1,175,053
+2.56%

Sales Volume
\$22,326,000
+8.26%

Unit Sales
19
+37.5%

New Listings
53
+51.43%

Expired Listings
44
+76%

Unit Sales/Listings Ratio
25%
-26.39%

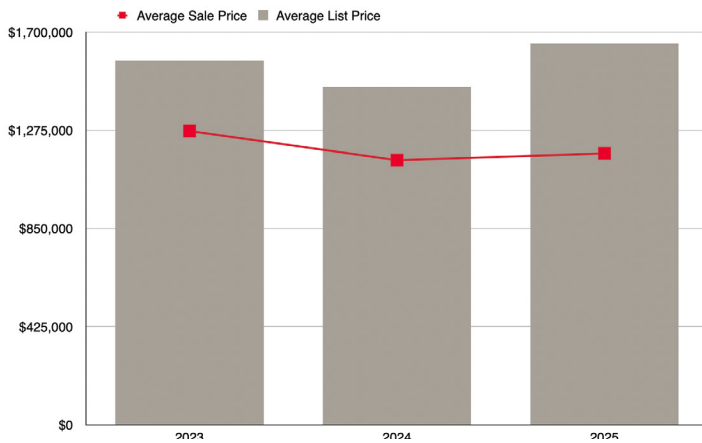
Year-over-year comparison
(January 2025 vs. January 2024)

THE MARKET IN DETAIL

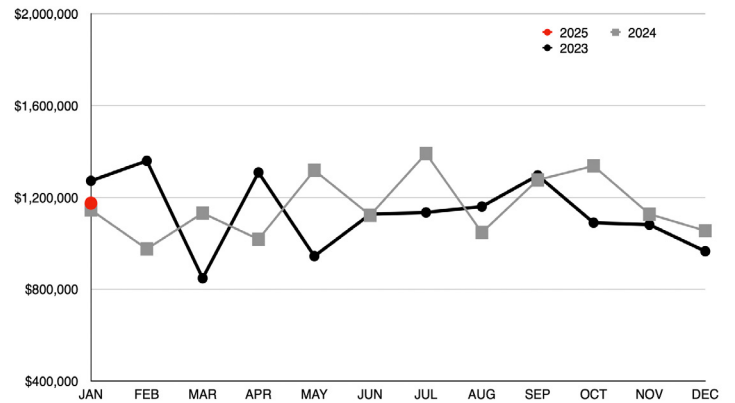
	2023	2024	2025	2024-2025
YTD Volume Sales	\$16,537,500	\$20,623,000	\$22,326,000	+8.26%
YTD Unit Sales	13	18	19	+5.56%
YTD New Listings	54	53	76	+43.4%
YTD Sales/Listings Ratio	24.07%	33.96%	25.00%	-26.39%
YTD Expired Listings	18	33	36	+9.09%
Monthly Volume Sales	\$16,537,500	\$20,623,000	\$22,326,000	+8.26%
Monthly Unit Sales	13	18	19	+5.56%
Monthly New Listings	54	53	76	+43.4%
Monthly Sales/Listings Ratio	24.07%	33.96%	25.00%	-26.39%
Monthly Expired Listings	18	33	36	+9.09%
Monthly Average Sale Price	\$1,272,115	\$1,145,722	\$1,175,053	+2.56%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	0	0	No Change
YTD Sales: \$350K-\$549K	3	3	1	-66.67%
YTD Sales: \$550K-\$749K	2	2	2	No Change
YTD Sales: \$750K-\$999K	0	2	8	+300%
YTD Sales: \$1M+	6	11	6	-45.45%
YTD Sales: \$2M+	7	11	2	-81.82%
YTD Average Days-On-Market	53.00	68.00	79.00	+16.18%
YTD Average Sale Price	\$1,272,115	\$1,145,722	\$1,175,053	+2.56%
YTD Median Sale Price	\$1,050,000	\$1,245,750	\$930,000	-25.35%

The Blue Mountains MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

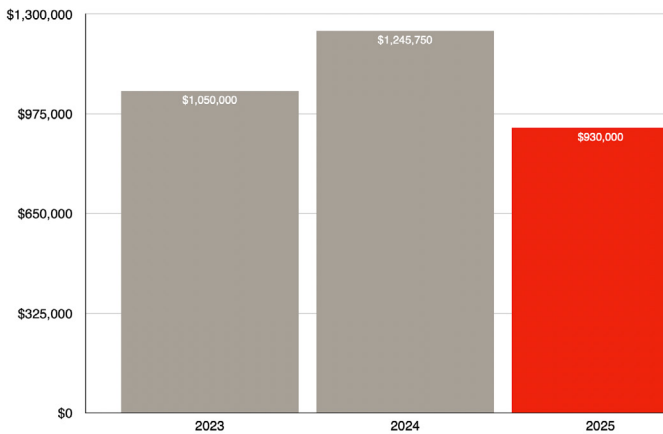


Year-Over-Year

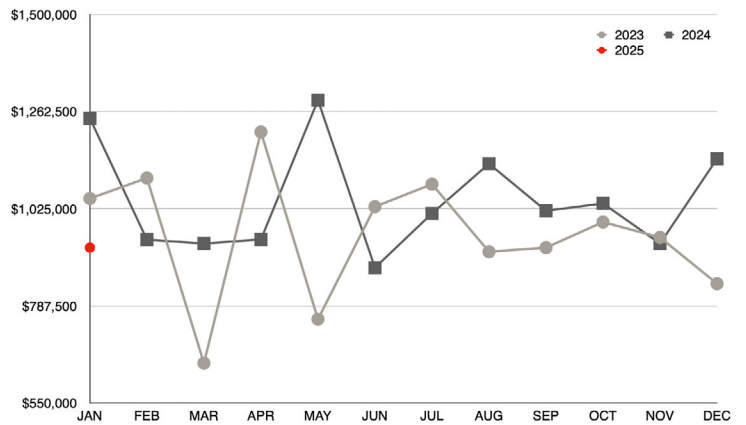


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



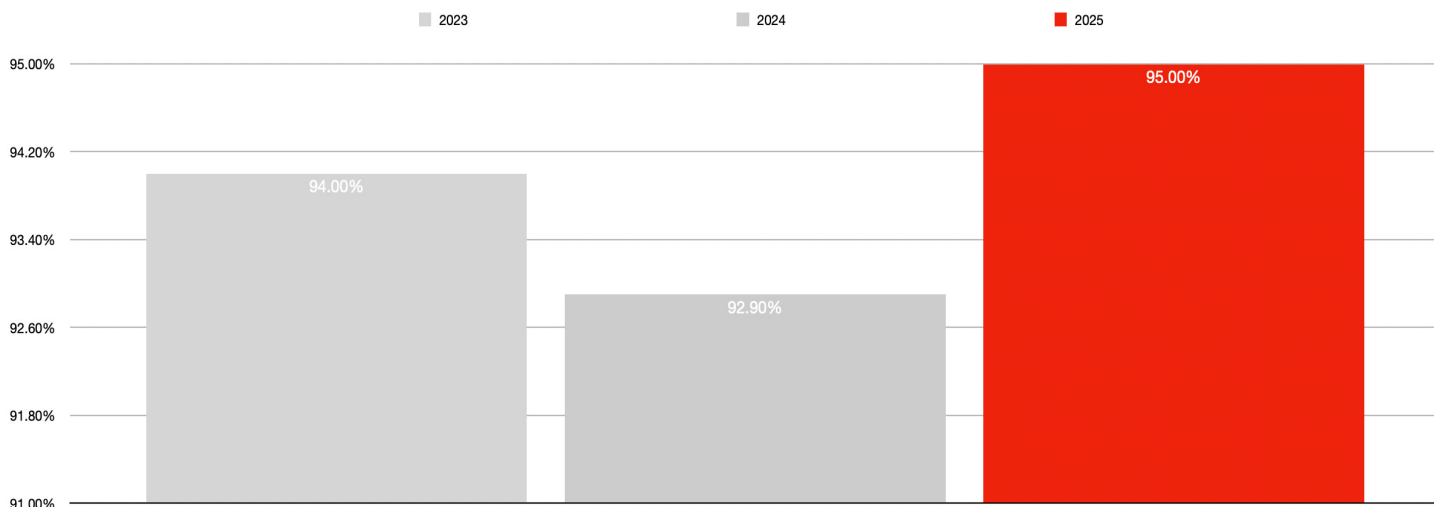
Year-Over-Year



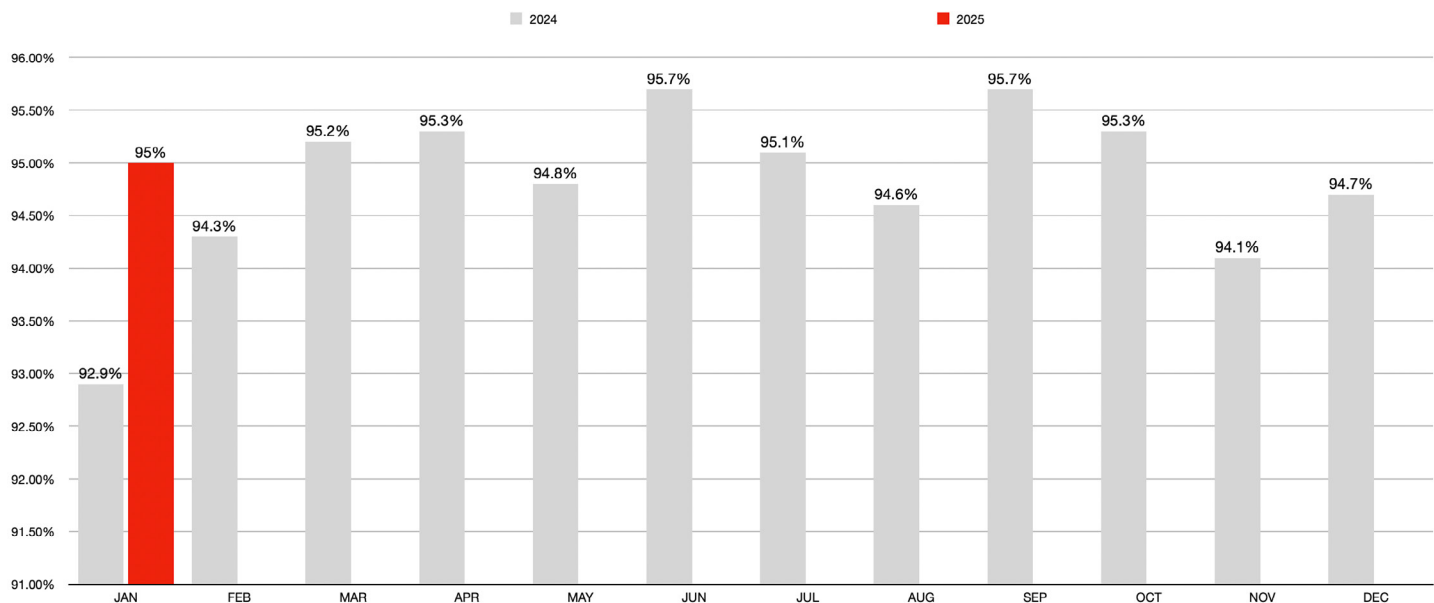
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

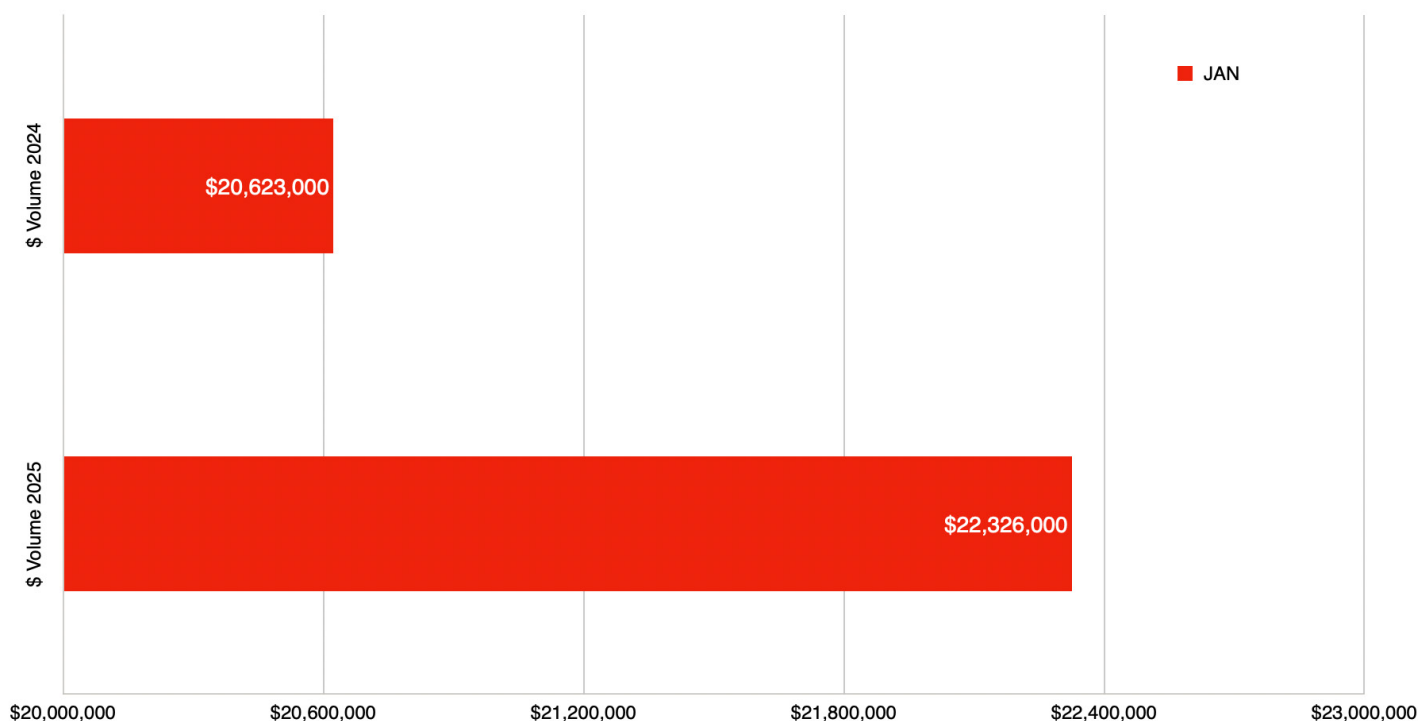


Year-Over-Year

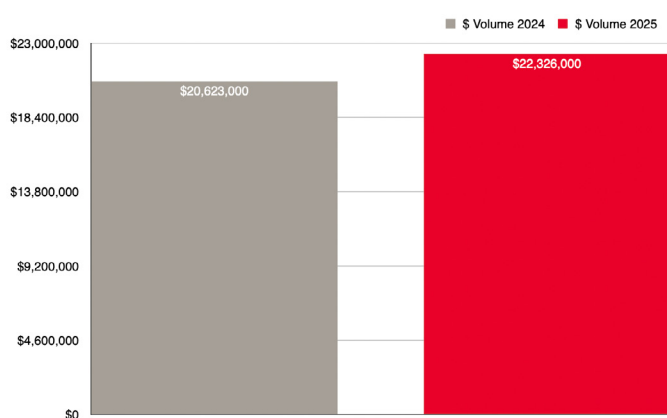


Month-Over-Month 2024 vs. 2025

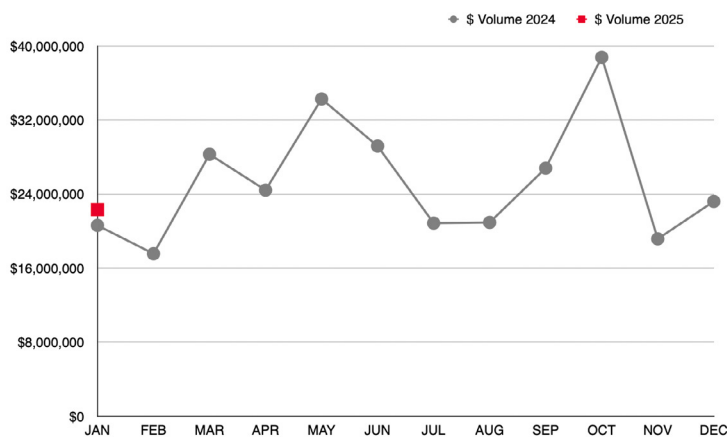
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

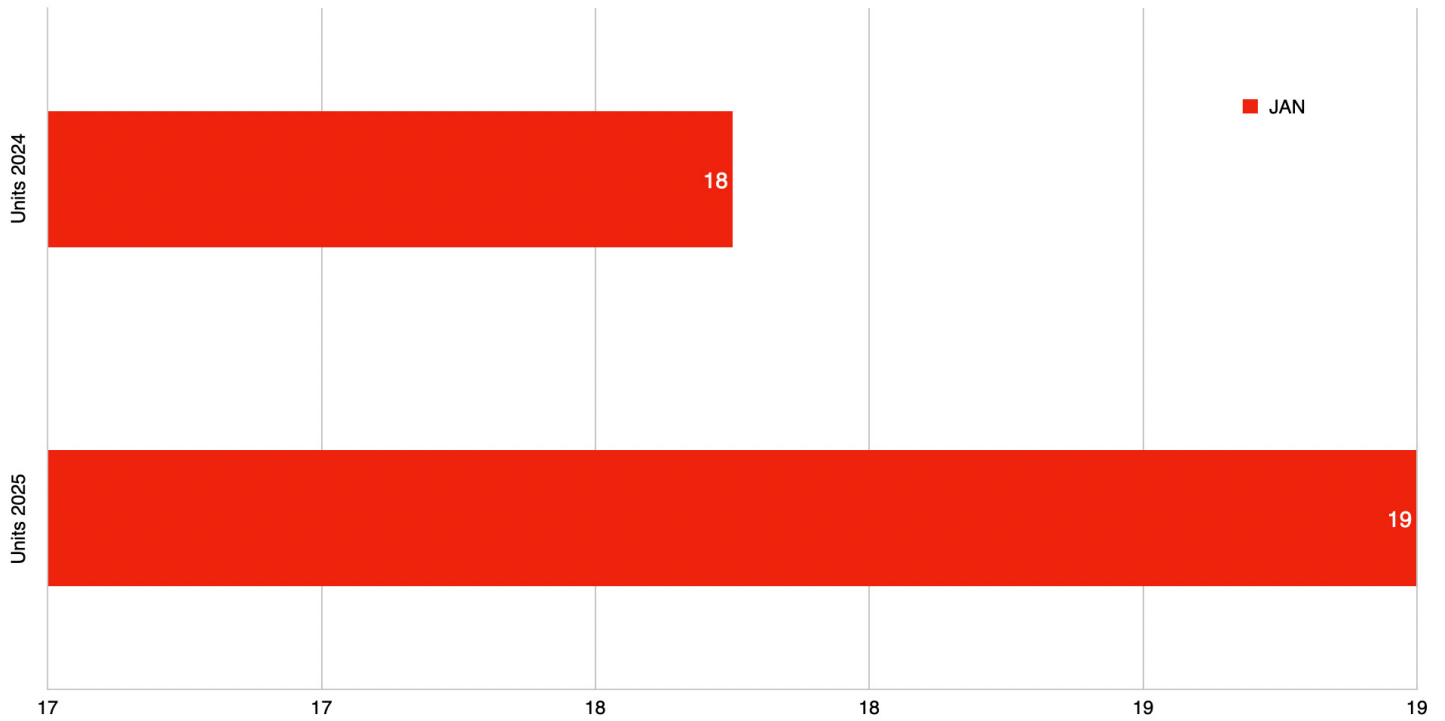


Yearly Totals 2024 vs. 2025

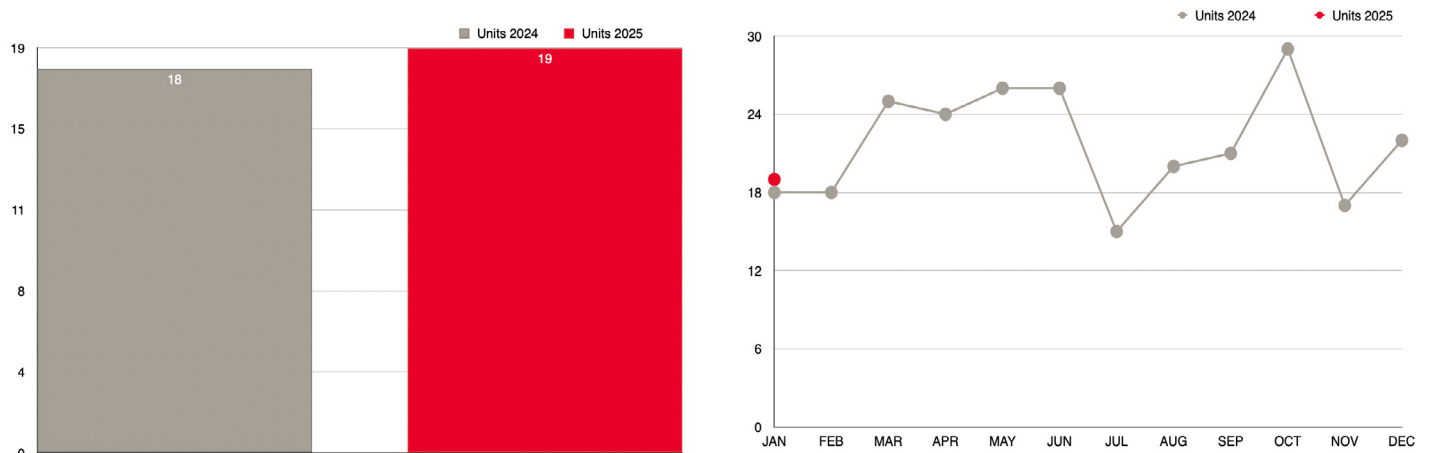


Month vs. Month 2024 vs. 2025

UNIT SALES



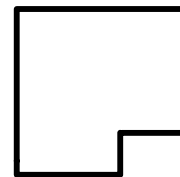
Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$20,326,000 +25.51%	\$2,000,000 -19.29%	\$1,426,000 -26.87%
YTD Unit Sales	16 +45.45%	3 -40%	2 No Change
YTD Average Sale Price	\$1,270,375 -13.71%	\$666,667 +34.52%	\$713,000 -26.87%
January Sales Volume	\$20,326,000 +25.51%	\$2,000,000 -19.29%	\$1,426,000 -26.87%
January Unit Sales	16 +45.45%	3 -40%	2 No Change



Year-Over-Year Comparison (2025 vs. 2024)

OUR LOCATIONS

COLLINGWOOD

705-445-5520
112 Hurontario St, Collingwood

CREEMORE

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

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

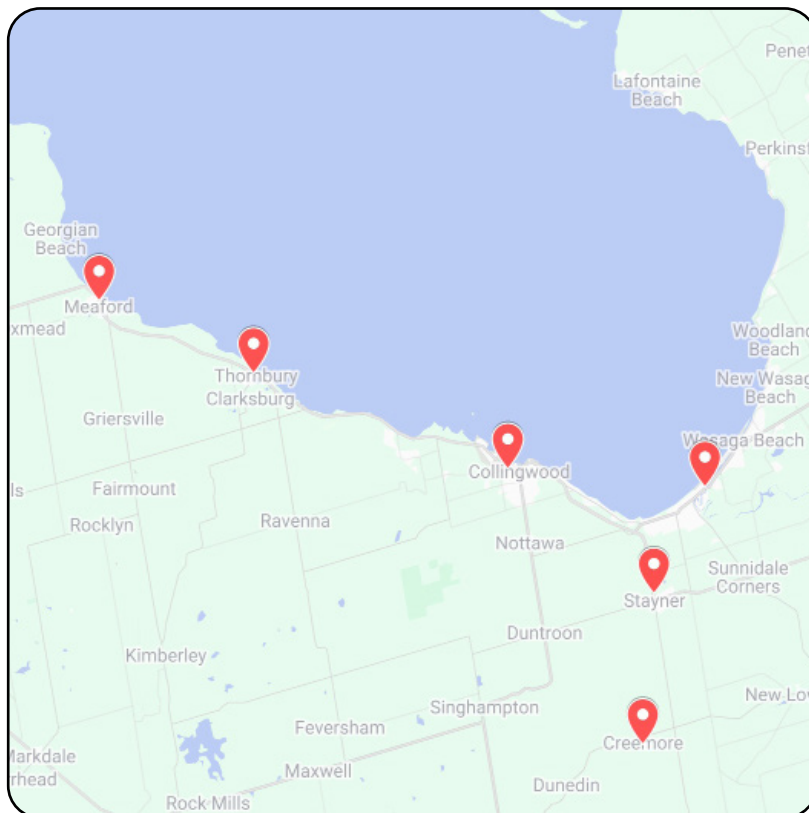
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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