



# 2025

# FEBRUARY

## THE BLUE MOUNTAINS

## Real Estate Market Report



Disclaimer:

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

# OVERVIEW

## BUYER'S MARKET

The Blue Mountains real estate market real estate market saw notable shifts in February, continuing to favour buyers. The median sale price declined by 16.59% to \$792,000, while the average sale price fell by 8.79% to \$889,955. Despite this, sales volume increased by 11.48%, driven by a 22.22% rise in unit sales to 22 transactions. Meanwhile, new listings dipped by 5.49%, while expired listings doubled, reflecting a slowdown in completed sales. With the unit sales-to-listings ratio at 25.58%, market conditions indicate a more competitive environment for sellers.



### February year-over-year sales volume of \$19,579,000

Up 11.48% from 2024's \$17,562,428 with unit sales of 22 up 22.22% from last February's 16. New listings of 86 are down by 5.49%, with the sales/listing ratio of 25.58% up by 29.33%.



### Year-to-date sales volume of \$41,905,000

Up 9.74% from 2024's \$38,185,428 with unit sales of 41 up 13.89% from 2024's 36. New listings of 162 are up 12.5% from a year ago, with the sales/listing ratio of 25.31% up 1.23%.



### Year-to-date average sale price of \$1,032,504

Down from \$1,060,706 one year ago with median sale price of \$861,000 down from \$1,097,625 one year ago. Average days-on-market of 76.5 up 6 days from last year.

## FEBRUARY NUMBERS

Median Sale Price  
**\$792,000**  
 -16.59%

Average Sale Price  
**\$889,955**  
 -8.79%

Sales Volume  
**\$19,579,000**  
 +11.48%

Unit Sales  
**22**  
 +22.22%

New Listings  
**86**  
 -5.49%

Expired Listings  
**28**  
 +100%

Unit Sales/Listings Ratio  
**25.58%**  
 +29.33%

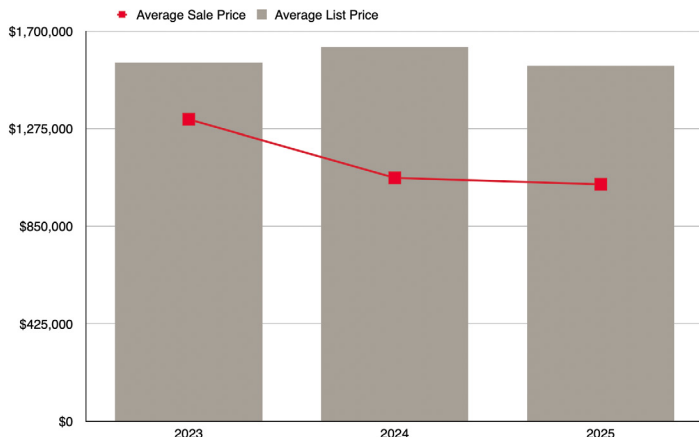
*Year-over-year comparison  
 (February 2025 vs. February 2024)*

# THE MARKET IN DETAIL

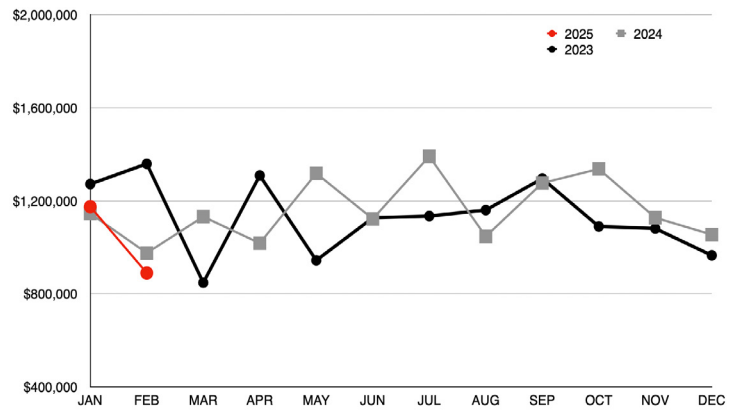
	2023	2024	2025	2024-2025
YTD Volume Sales	\$16,537,500	\$20,623,000	\$22,326,000	+8.26%
YTD Unit Sales	13	18	19	+5.56%
YTD New Listings	54	53	76	+43.4%
YTD Sales/Listings Ratio	34.62%	25.00%	25.31%	+1.23%
YTD Expired Listings	27	47	64	+36.17%
Monthly Volume Sales	\$31,264,000	\$17,562,428	\$19,579,000	+11.48%
Monthly Unit Sales	23	18	22	+22.22%
Monthly New Listings	50	91	86	-5.49%
Monthly Sales/Listings Ratio	46.00%	19.78%	25.58%	+29.33%
Monthly Expired Listings	9	14	28	+100%
Monthly Average Sale Price	\$1,359,304	\$975,690	\$889,955	-8.79%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	1	0	0	No Change
YTD Sales: \$350K-\$549K	5	7	6	-14.29%
YTD Sales: \$550K-\$749K	7	6	7	+16.67%
YTD Sales: \$750K-\$999K	2	3	13	+333.33%
YTD Sales: \$1M+	15	20	12	-40%
YTD Sales: \$2M+	21	20	3	-85%
YTD Average Days-On-Market	48.50	70.50	76.50	+8.51%
YTD Average Sale Price	\$1,315,710	\$1,060,706	\$1,032,504	-2.66%
YTD Median Sale Price	\$1,075,000	\$1,097,625	\$861,000	-21.56%

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

# AVERAGE SALE PRICE

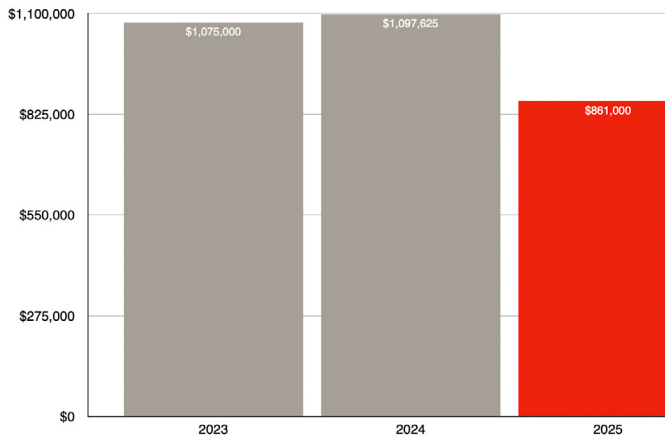


Year-Over-Year

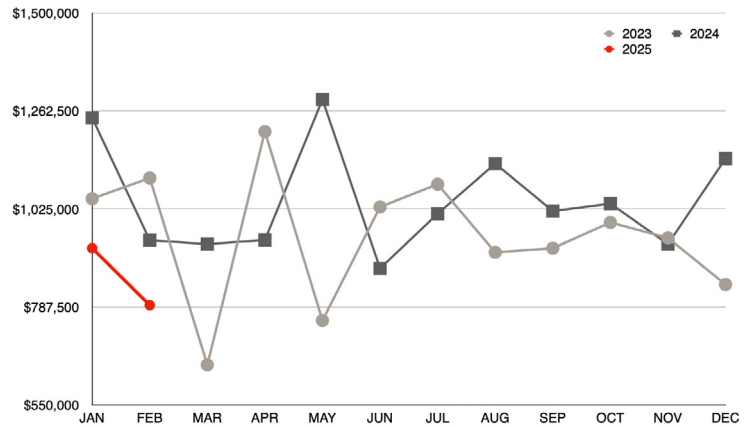


Month-Over-Month 2023 vs. 2024 vs. 2025

# MEDIAN SALE PRICE



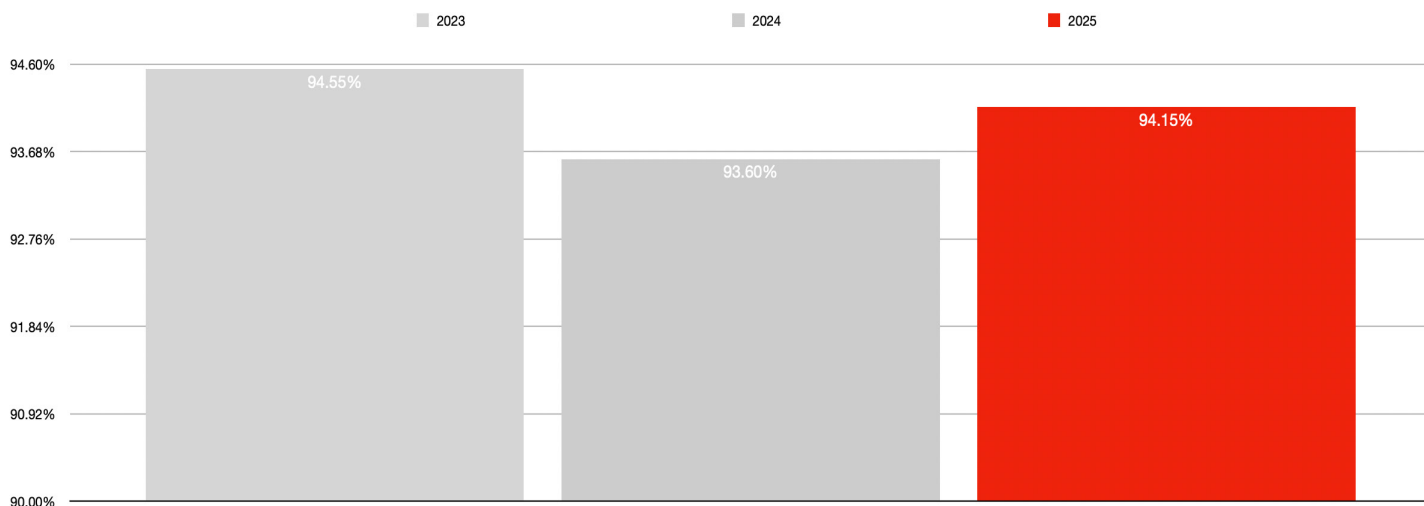
Year-Over-Year



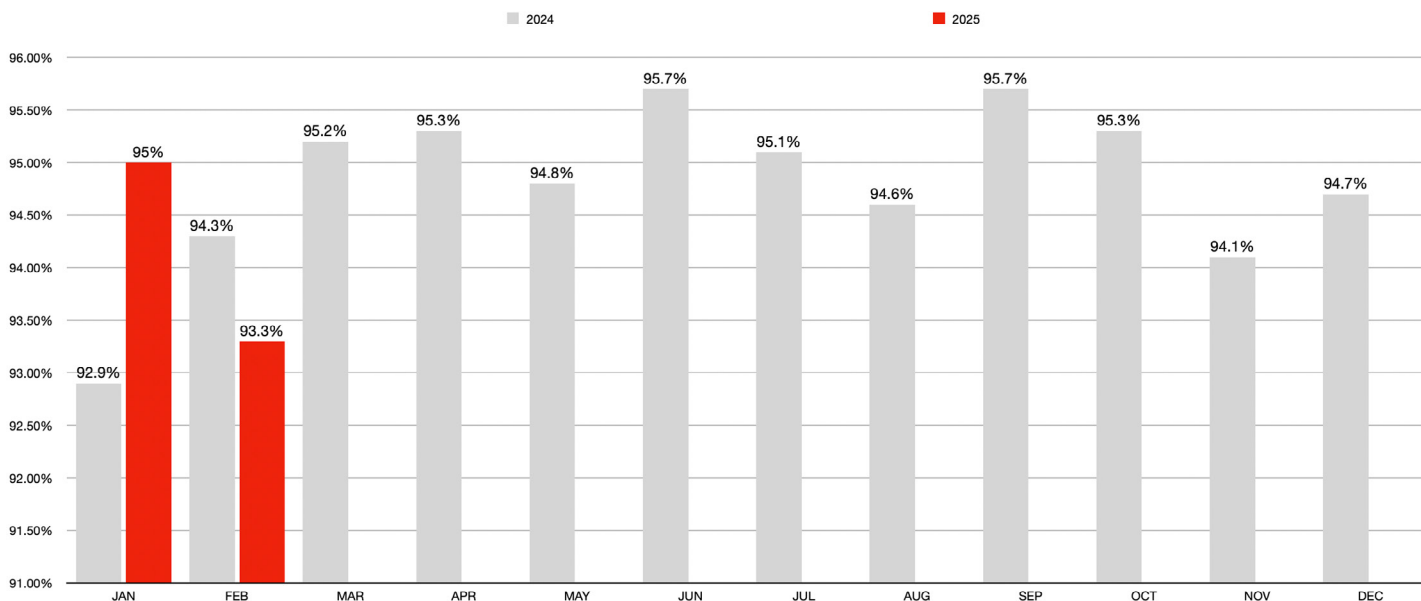
Month-Over-Month 2023 vs. 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

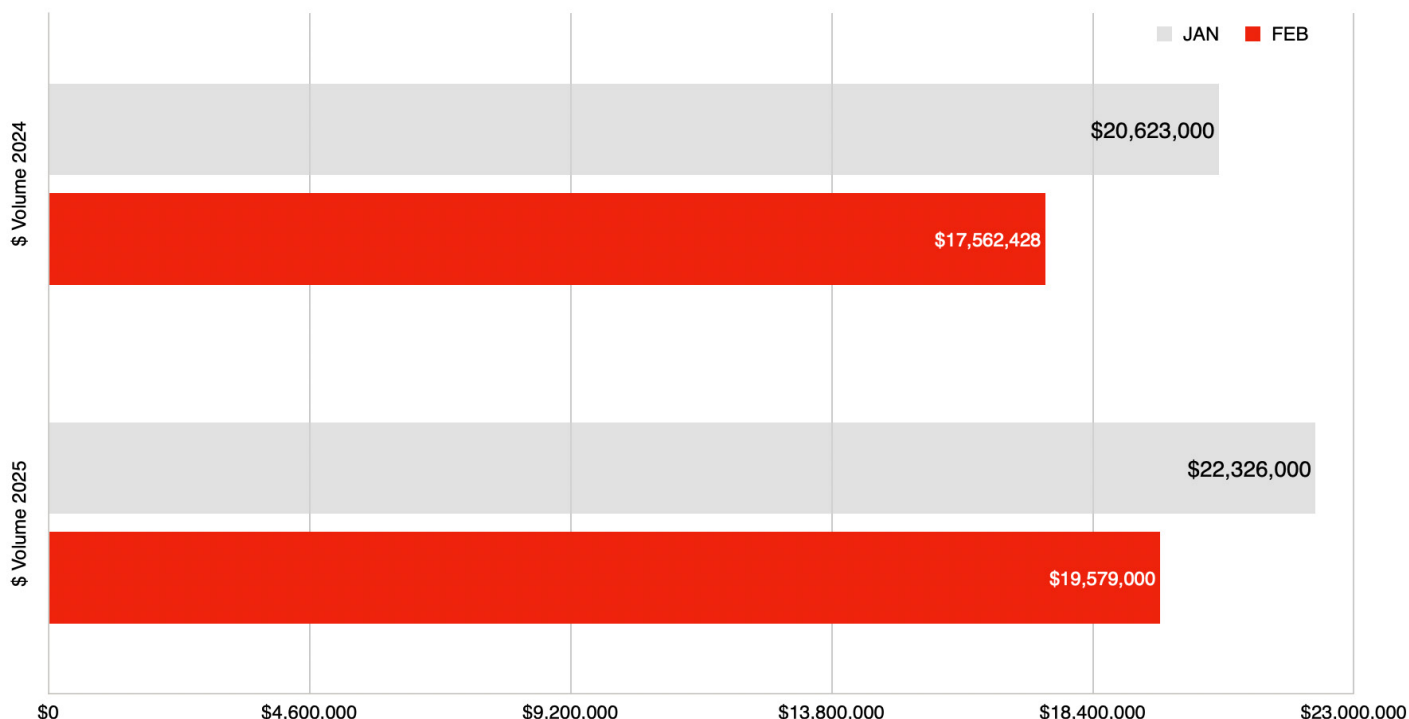


## Year-Over-Year

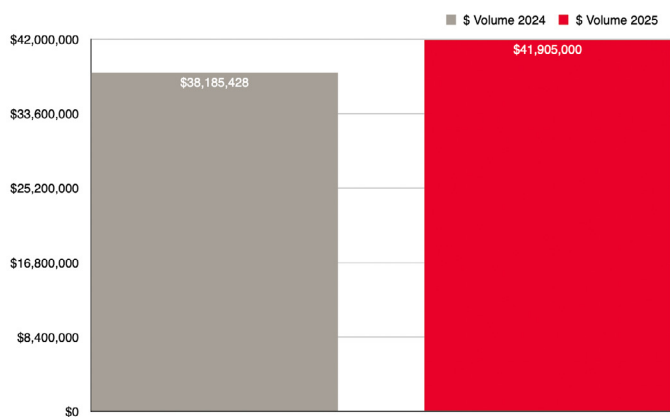


## Month-Over-Month 2024 vs. 2025

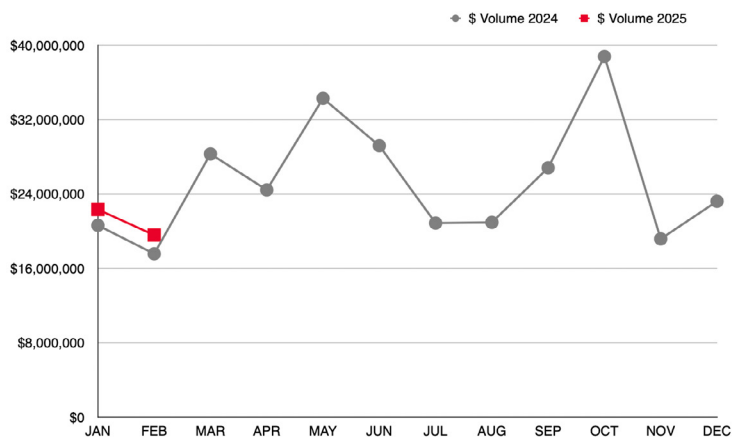
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

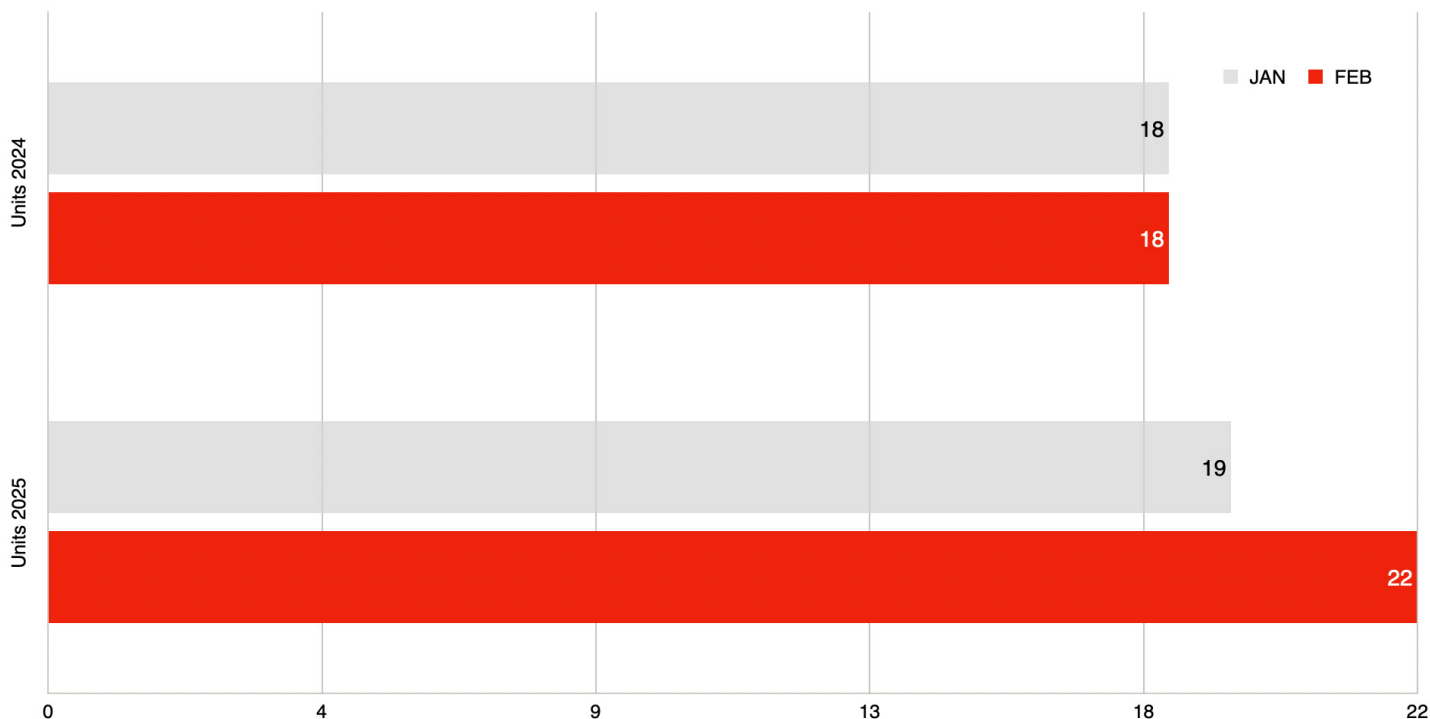


## Yearly Totals 2024 vs. 2025

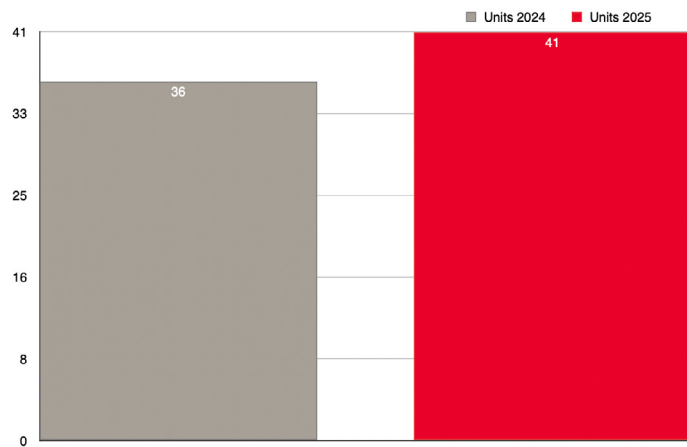


## Month vs. Month 2024 vs. 2025

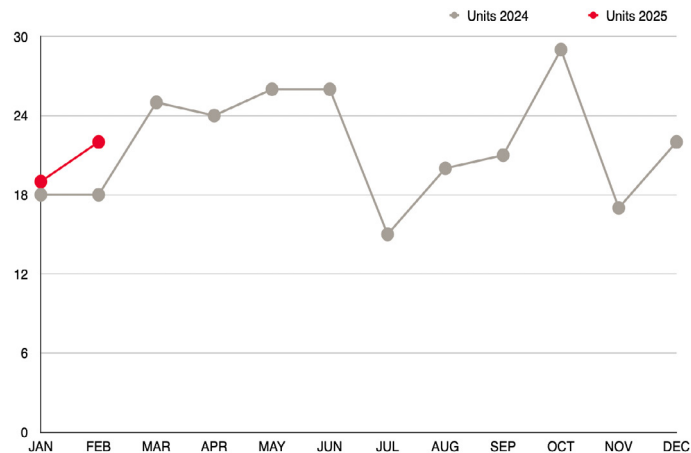
# UNIT SALES



Monthly Comparison 2024 vs. 2025

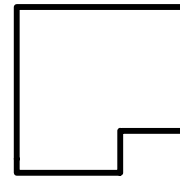


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$34,555,000 +29.8%	\$7,350,000 -8.23%	\$2,171,000 +11.33%
YTD Unit Sales	28 +47.37%	13 No Change	3 +50%
YTD Average Sale Price	\$1,234,107 -11.92%	\$565,385 -8.23%	\$723,667 -25.78%
February Sales Volume	\$14,229,000 +36.47%	\$5,350,000 -3.27%	\$745,000 Up from \$0
February Unit Sales	12 +50%	10 +25%	1 Up from 0



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

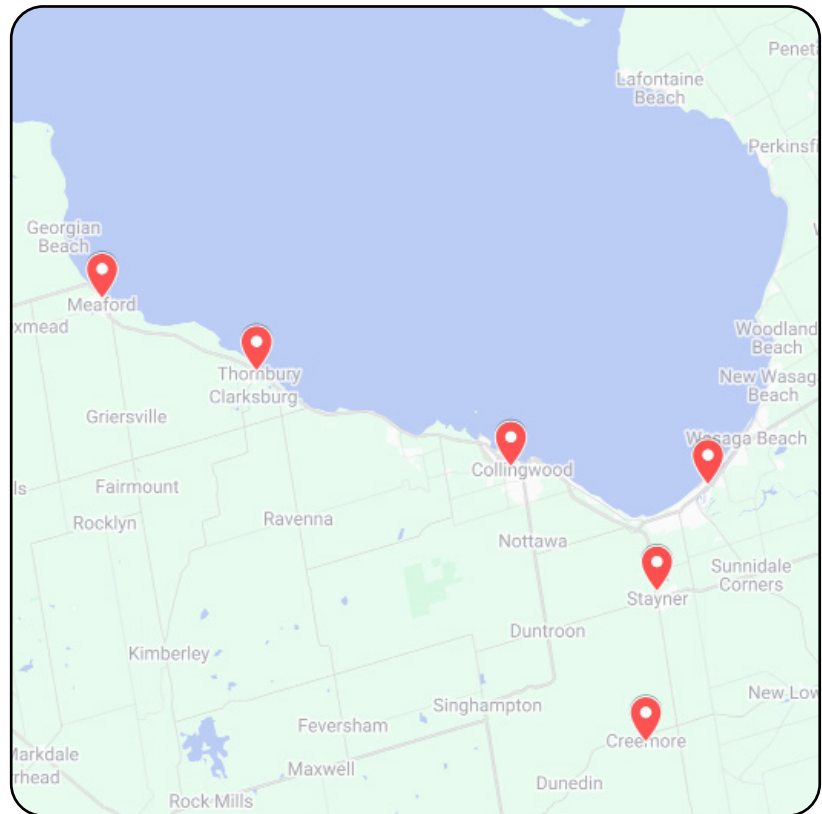
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



/RoyalLePageLocationsNorth

/CollingwoodRealEstate

/LocationsNorth

Helping You Is What We Do.

Find more Real Estate Market Reports for Southern Georgian Bay at:

[locationsnorth.com/market-update/](https://locationsnorth.com/market-update/)