



# 2025

# FEBRUARY

# COLLINGWOOD

## Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

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 [Collingwood](#) real estate market remained a buyer's market this February but showed signs of moving toward more balanced conditions. The median sale price dropped by 25.49% to \$707,500, while the average sale price held steady, declining just 0.05% to \$736,682. Sales volume fell by 21.47%, with unit sales down 21.43% to 33 transactions. New listings declined by 10.2%, while expired listings dropped by 17.24%, slightly tightening inventory. With the unit sales-to-listings ratio at 37.50%, the market still favours buyers but is gradually inching toward a more balanced state.



### February year-over-year sales volume of \$24,310,500

Down 21.47% from 2024's \$30,955,400 with unit sales of 33 down 21.43% from last February's 42. New listings of 88 are down 10.2% from a year ago, with the sales/listing ratio of 37.50% down 12.50%.



### Year-to-date sales volume of \$53,000,775

Up 15.1% from 2024's \$46,045,800 with unit sales of 67 up 6.35% from 2024's 63. New listings of 196 are up 8.89% from a year ago, with the sales/listing ratio of 34.18% down 2.33%.



### Year-to-date average sale price of \$790,257

Up from \$727,812 one year ago with median sale price of \$664,250 down from \$1,097,625 one year ago. Average days-on-market of 65 is up 12 days from last year.

## FEBRUARY NUMBERS

Median Sale Price

**\$707,500**

-25.49%

Average Sale Price

**\$736,682**

-0.05%

Sales Volume

**\$24,310,500**

-21.47%

Unit Sales

**33**

-21.43%

New Listings

**88**

-10.2%

Expired Listings

**24**

-17.24%

Unit Sales/Listings Ratio

**37.50%**

-12.50%

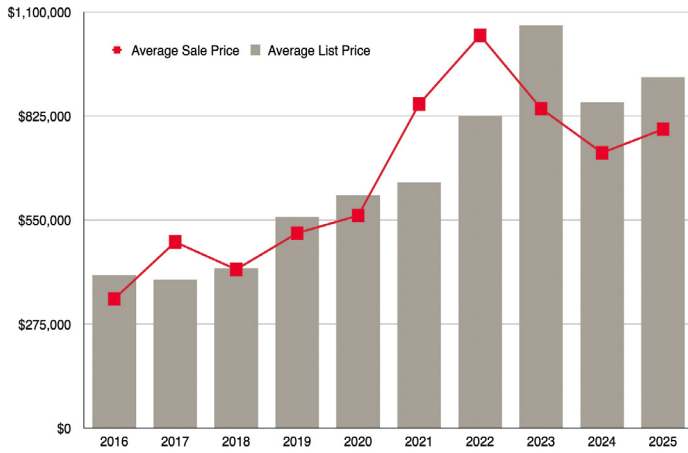
*Year-over-year comparison  
(February 2025 vs. February 2024)*

# THE MARKET IN DETAIL

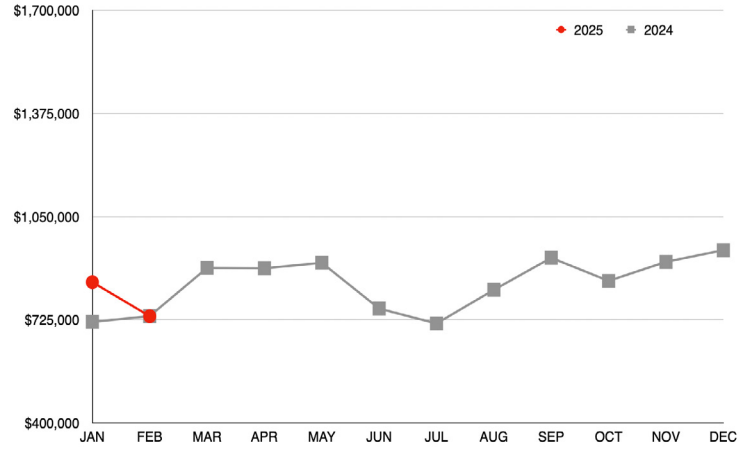
|                              | 2023         | 2024         | 2025         | 2024-2025 |
|------------------------------|--------------|--------------|--------------|-----------|
| YTD Volume Sales             | \$47,696,300 | \$46,045,800 | \$53,000,775 | +15.1%    |
| YTD Unit Sales               | 57           | 63           | 67           | +6.35%    |
| YTD New Listings             | 135          | 180          | 196          | +8.89%    |
| YTD Sales/Listings Ratio     | 42.22%       | 35.00%       | 34.18%       | -2.33%    |
| YTD Expired Listings         | 23           | 52           | 57           | +9.62%    |
| Monthly Volume Sales         | \$26,228,000 | \$30,955,400 | \$24,310,500 | -21.47%   |
| Monthly Unit Sales           | 33           | 42           | 33           | -21.43%   |
| Monthly New Listings         | 58           | 98           | 88           | -10.2%    |
| Monthly Sales/Listings Ratio | 56.90%       | 42.86%       | 37.50%       | -12.5%    |
| Monthly Expired Listings     | 9            | 29           | 24           | -17.24%   |
| Monthly Average Sale Price   | \$794,788    | \$737,033    | \$736,682    | -0.05%    |
| YTD Sales: \$0-\$199K        | 0            | 0            | 0            | No Change |
| YTD Sales: \$200k-349K       | 1            | 0            | 5            | Up 5      |
| YTD Sales: \$350K-\$549K     | 9            | 13           | 19           | +46.15%   |
| YTD Sales: \$550K-\$749K     | 18           | 23           | 20           | -13.04%   |
| YTD Sales: \$750K-\$999K     | 20           | 19           | 11           | -42.11%   |
| YTD Sales: \$1M-\$2M         | 6            | 8            | 10           | +25%      |
| YTD Sales: \$2M+             | 9            | 8            | 3            | -62.5%    |
| YTD Average Days-On-Market   | 55.50        | 55.50        | 65.00        | +17.12%   |
| YTD Average Sale Price       | \$844,651    | \$727,812    | \$790,257    | +8.58%    |
| YTD Median Sale Price        | \$1,075,000  | \$1,097,625  | \$664,250    | -39.48%   |

**Collingwood MLS Sales and Listing Summary**  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

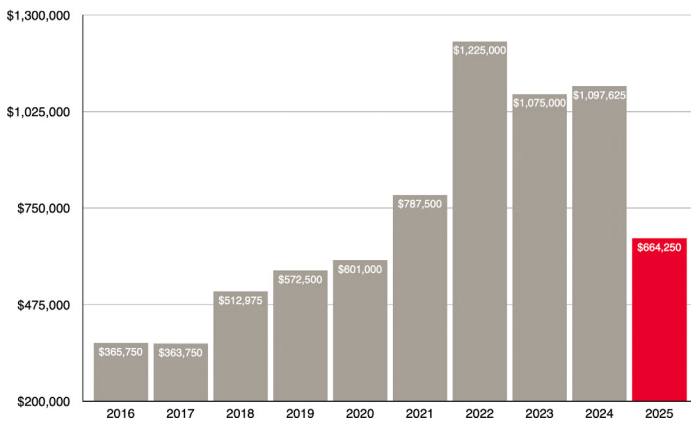


Year-Over-Year

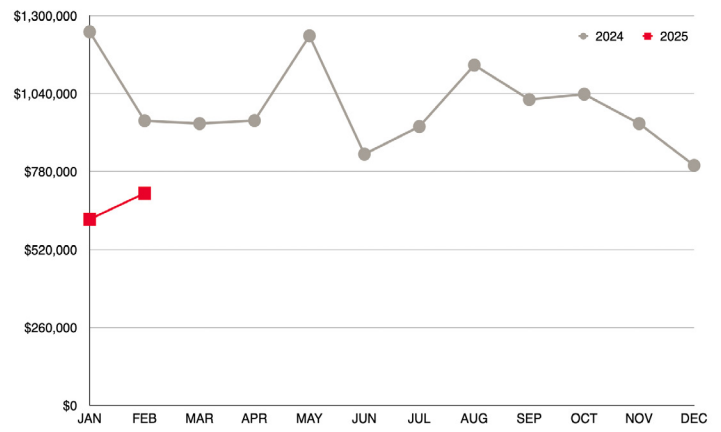


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



Year-Over-Year

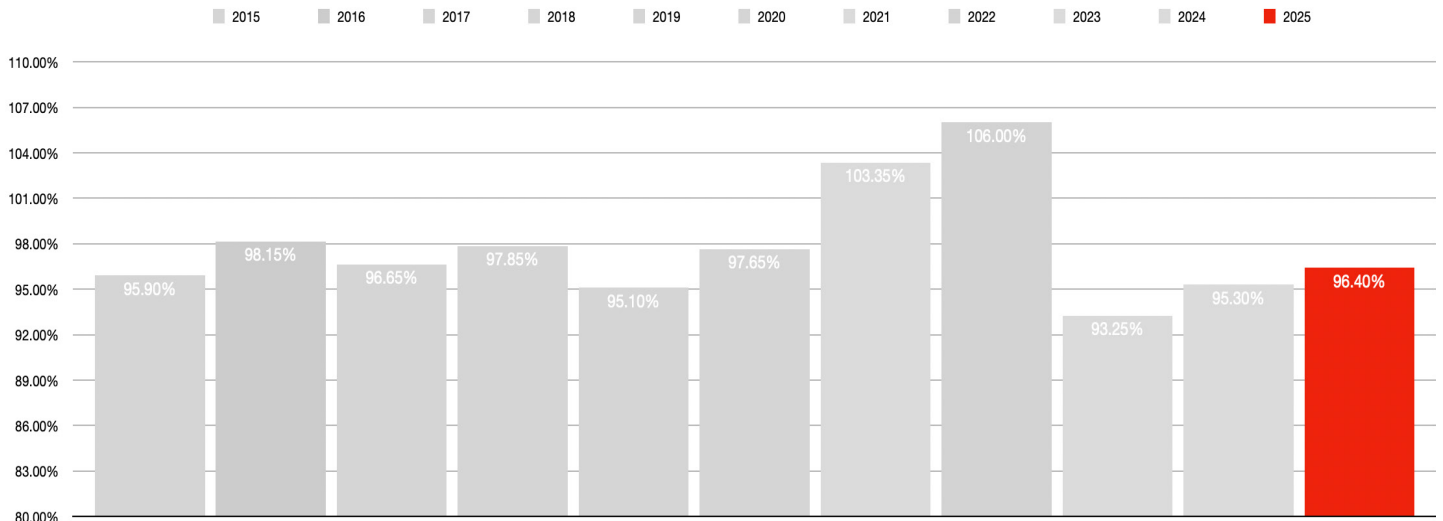


Month-Over-Month 2024 vs. 2025

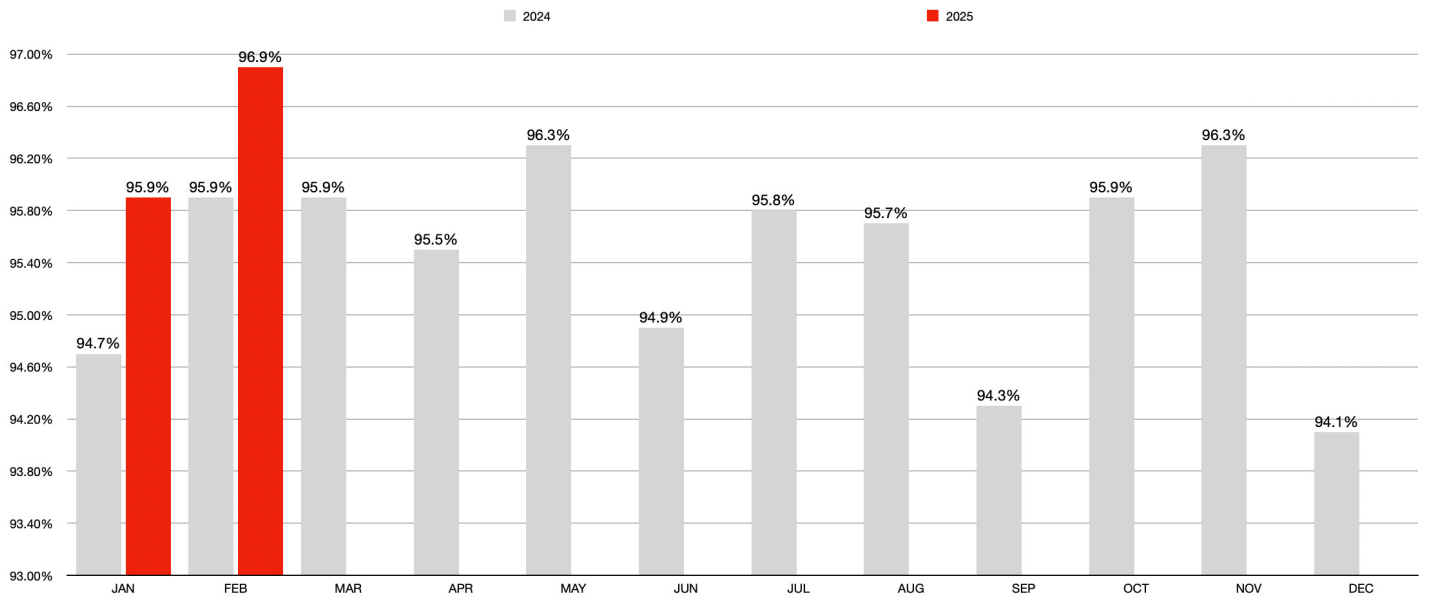
\* Median sale price is based on residential sales (including freehold and condominiums).



# SALE PRICE VS. LIST PRICE RATIO

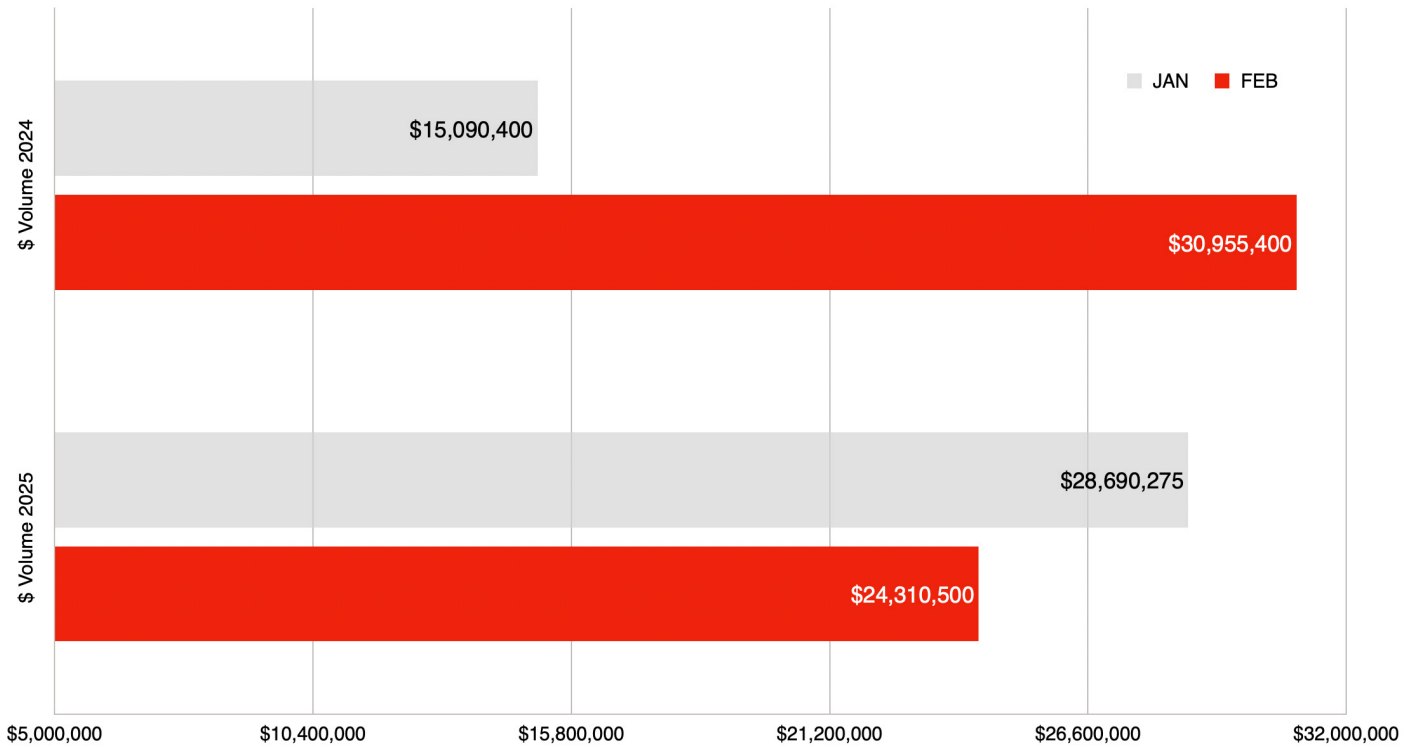


## Year-Over-Year

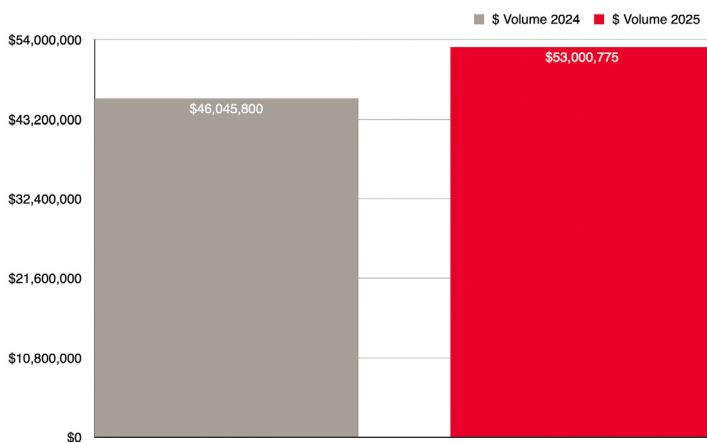


## Month-Over-Month 2024 vs. 2025

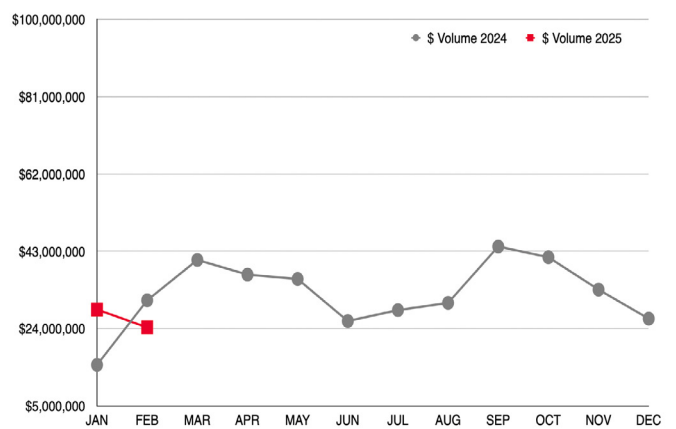
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

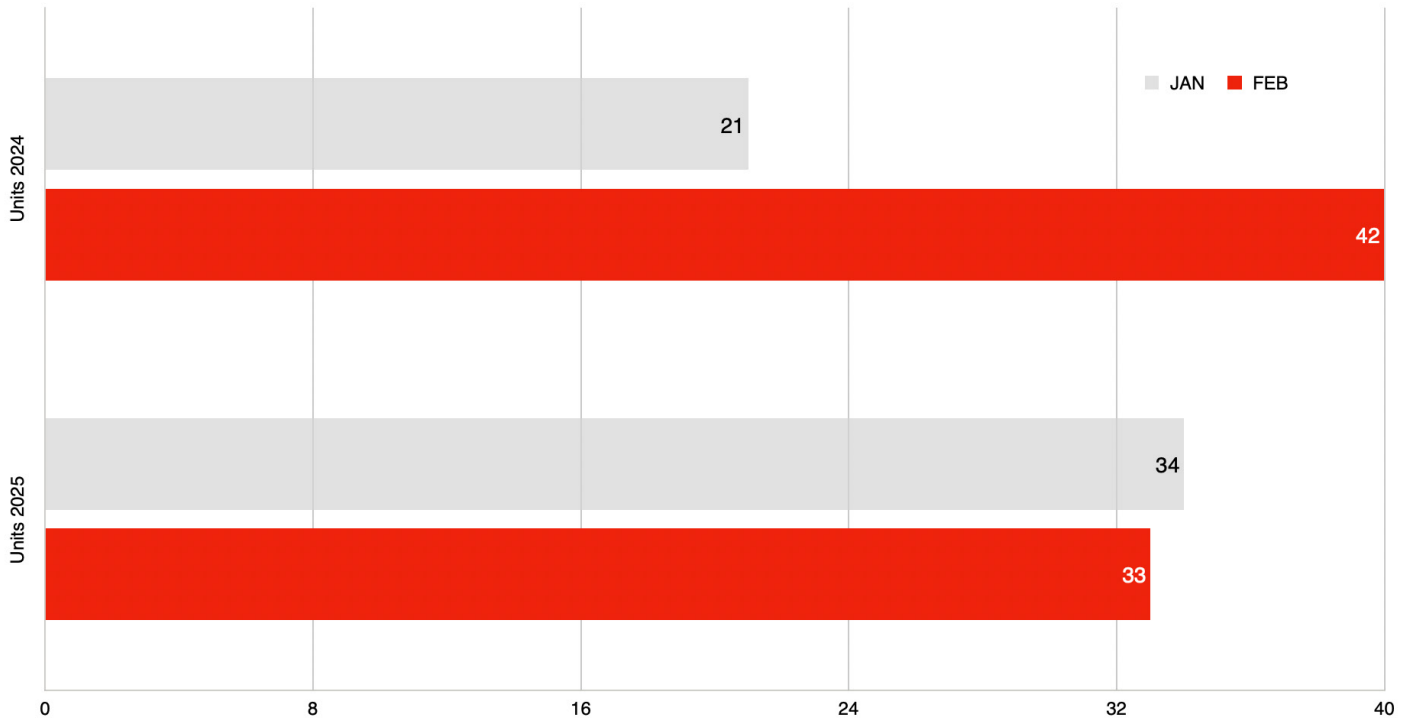


Yearly Totals 2024 vs. 2025

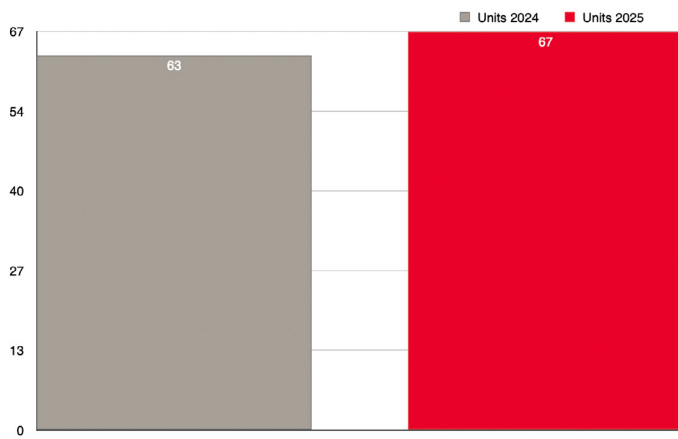


Month vs. Month 2024 vs. 2025

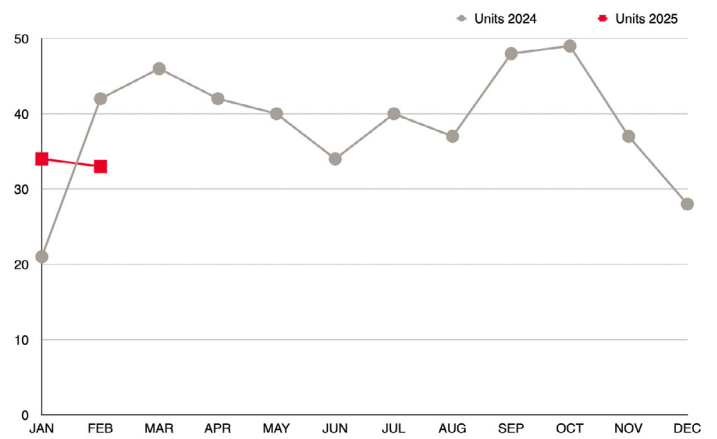
# UNIT SALES



Monthly Comparison 2024 vs. 2025

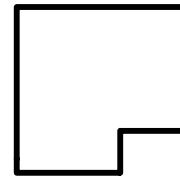


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



|                        | FREEHOLD                | CONDOMINIUM             | VACANT LAND                |
|------------------------|-------------------------|-------------------------|----------------------------|
| YTD Sales Volume       | \$34,162,775<br>-2.05%  | \$18,838,000<br>+68.67% | \$2,000,000<br>Up from \$0 |
| YTD Unit Sales         | 35<br>-22.22%           | 32<br>+77.78%           | 1<br>Up from 0             |
| YTD Average Sale Price | \$976,079<br>+25.94%    | \$588,688<br>-5.12%     | \$2,000,000<br>Up from \$0 |
| February Sales Volume  | \$14,443,400<br>-37.07% | \$9,867,100<br>+23.28%  | \$0<br>No Change           |
| February Unit Sales    | 17<br>-41.38%           | 16<br>+23.08%           | 0<br>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

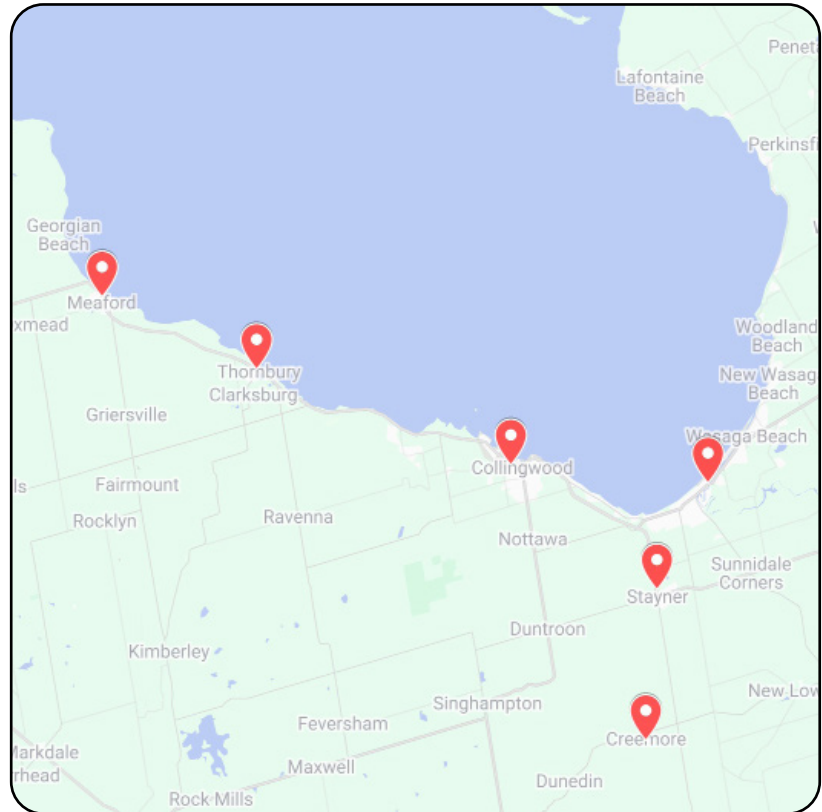
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH


705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

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



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