



2025

MARCH

COLLINGWOOD

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 real estate market in [Collingwood](#) for March 2025 continued to reflect a buyer's market, with notable year-over-year shifts. The median sale price decreased by 37.35%, dropping to \$588,900, while the average sale price also saw a decline of 29.06%. Sales volume plummeted by 73.78%, amounting to just \$10,718,400, and unit sales dropped by 63.04%. New listings, increased by 28.97%, reaching 138, while expired listings rose by 10%. The unit sales-to-listings ratio stood at 12.32%, down 71.35%, further emphasizing the market's shift towards favouring buyers.



March year-over-year sales volume of \$10,718,400

Down 73.78% from 2024's \$40,882,280 with unit sales of 17 down 63.04% from last March's 46. New listings of 138 are up 28.97% from a year ago, with the sales/listing ratio of 12.32% down 71.35%.



Year-to-date sales volume of \$63,719,175

Down 26.7% from 2024's \$86,928,080 with unit sales of 84 down 22.94% from 2024's 109. New listings of 334 are up 16.38% from a year ago, with the sales/listing ratio of 25.15% down 33.78%.



Year-to-date average sale price of \$737,003

Up from \$781,456 one year ago with median sale price of \$621,000 down from \$949,500 one year ago. Average days-on-market of 60 is up 12 days from last year.

MARCH NUMBERS

Median Sale Price

\$588,900

-37.35%

Average Sale Price

\$630,494

-29.06%

Sales Volume

\$10,718,400

-73.78%

Unit Sales

17

-63.04%

New Listings

138

+28.97%

Expired Listings

22

+10%

Unit Sales/Listings Ratio

12.32%

-71.35%

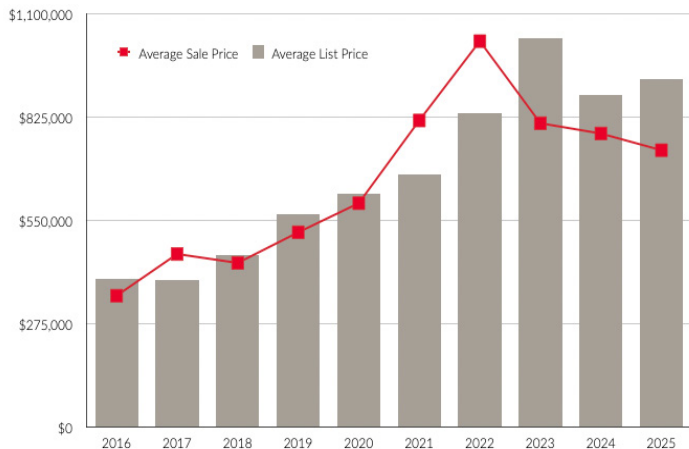
*Year-over-year comparison
(March 2025 vs. March 2024)*

THE MARKET IN DETAIL

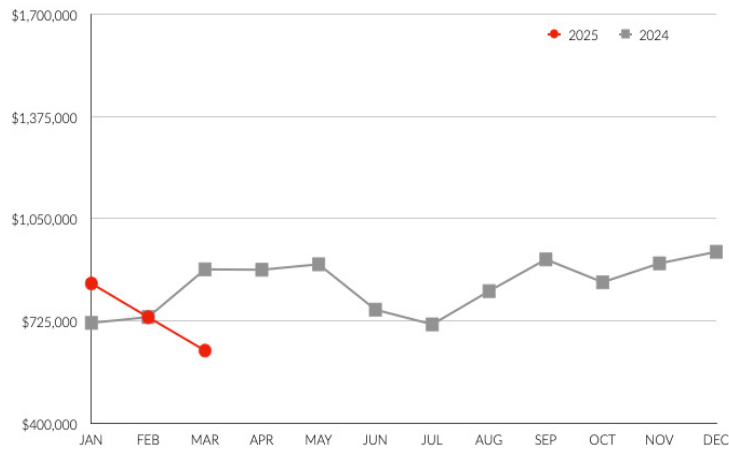
	2023	2024	2025	2024-2025
YTD Volume Sales	\$64,658,600	\$86,928,080	\$63,719,175	-26.7%
YTD Unit Sales	80	109	84	-22.94%
YTD New Listings	224	287	334	+16.38%
YTD Sales/Listings Ratio	35.71%	37.98%	25.15%	-33.78%
YTD Expired Listings	38	72	79	+9.72%
Monthly Volume Sales	\$16,962,300	\$40,882,280	\$10,718,400	-73.78%
Monthly Unit Sales	23	46	17	-63.04%
Monthly New Listings	89	107	138	+28.97%
Monthly Sales/Listings Ratio	25.84%	42.99%	12.32%	-71.35%
Monthly Expired Listings	15	20	22	+10%
Monthly Average Sale Price	\$737,491	\$888,745	\$630,494	-29.06%
YTD Sales: \$0-\$199K	0	1	1	No Change
YTD Sales: \$200k-349K	1	1	6	+500%
YTD Sales: \$350K-\$549K	17	20	24	+20%
YTD Sales: \$550K-\$749K	25	35	24	-31.43%
YTD Sales: \$750K-\$999K	24	28	15	-46.43%
YTD Sales: \$1M-\$2M	10	24	12	-50%
YTD Sales: \$2M+	13	24	3	-87.5%
YTD Average Days-On-Market	48.00	48.00	60.67	+26.39%
YTD Average Sale Price	\$808,931	\$781,456	\$737,003	-5.69%
YTD Median Sale Price	\$1,050,000	\$949,500	\$621,000	-34.6%

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

AVERAGE SALE PRICE

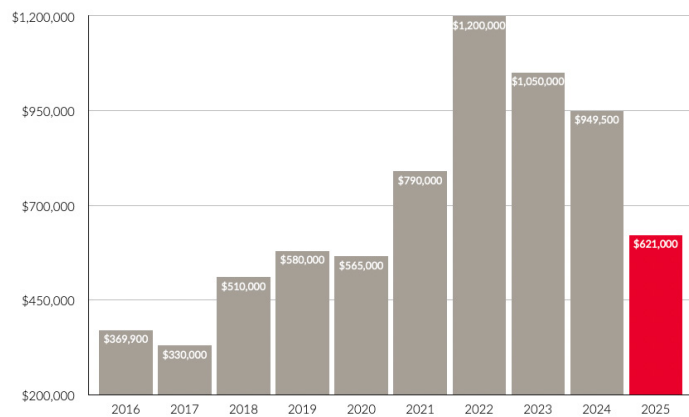


Year-Over-Year

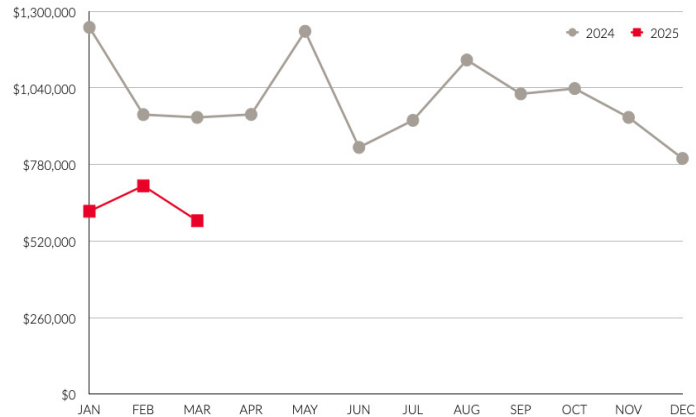


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



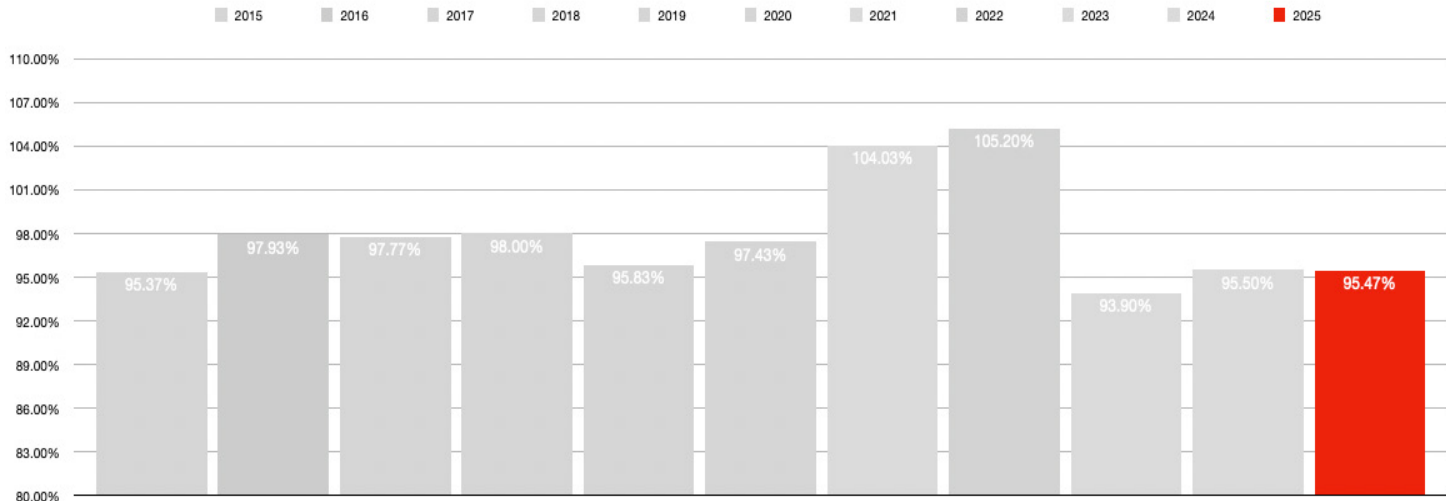
Year-Over-Year



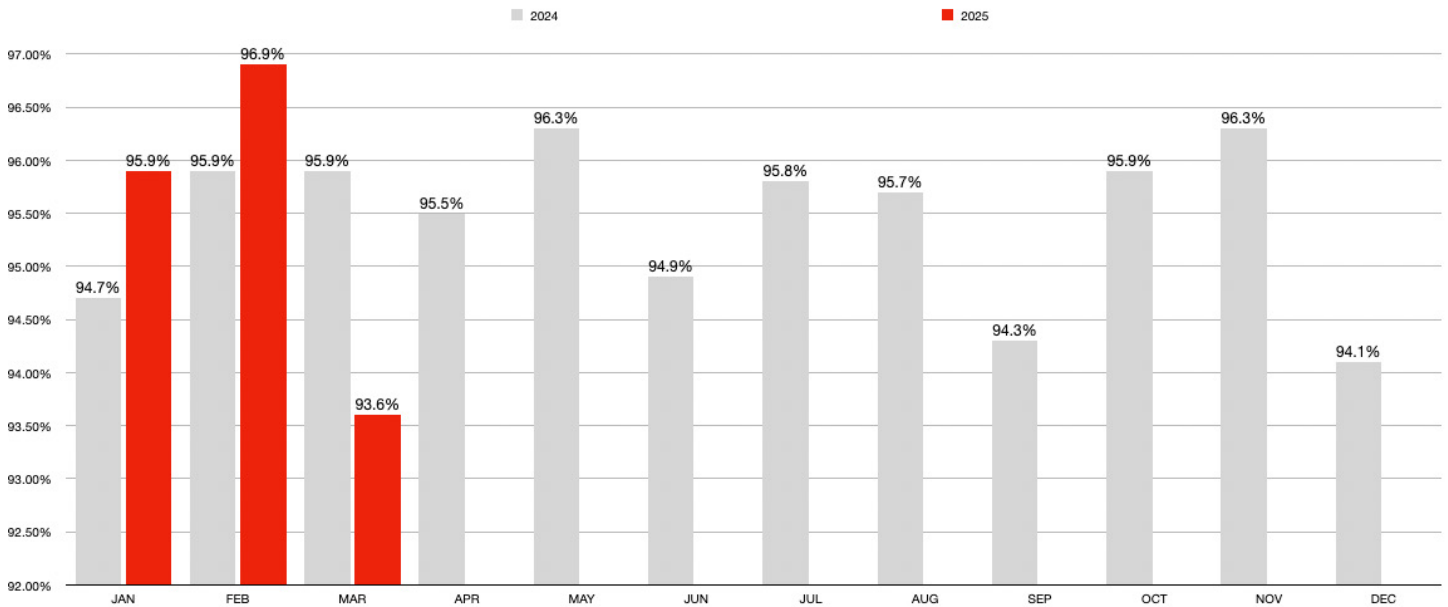
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

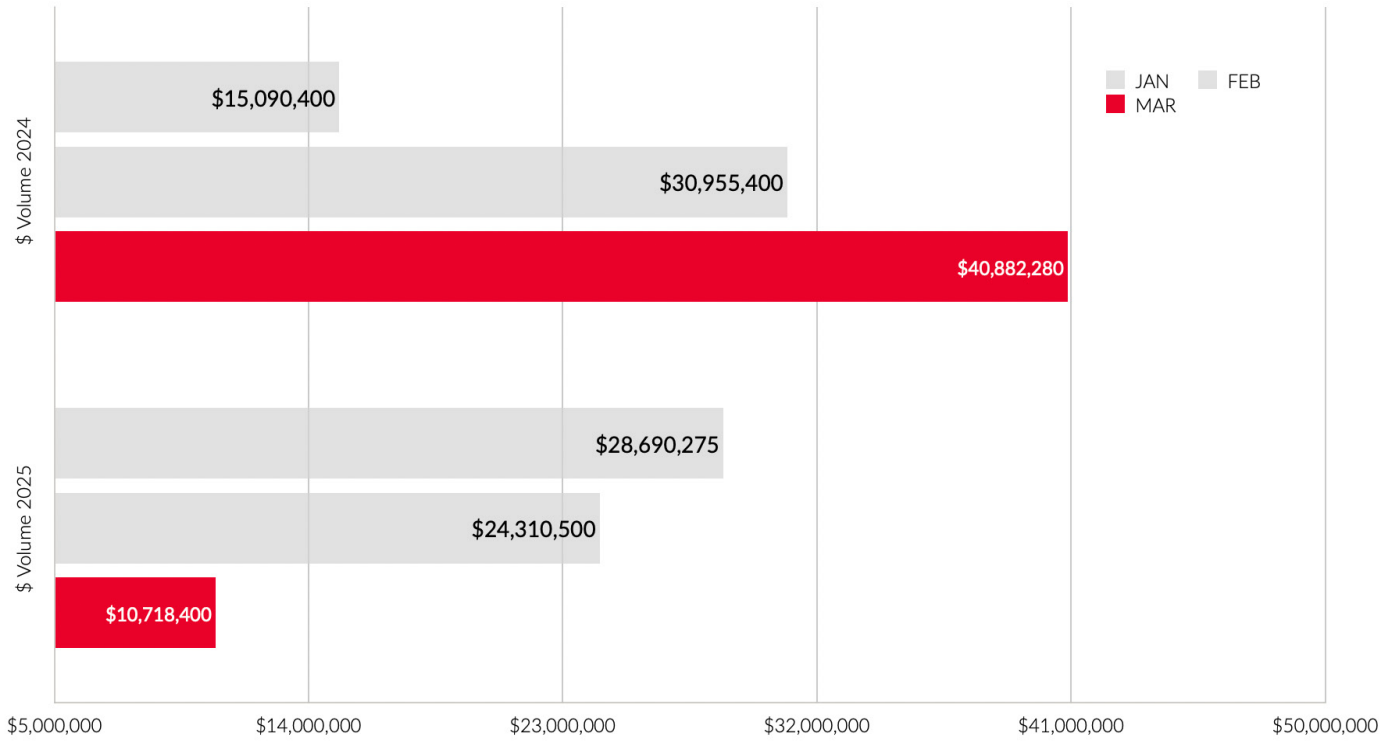


Year-Over-Year

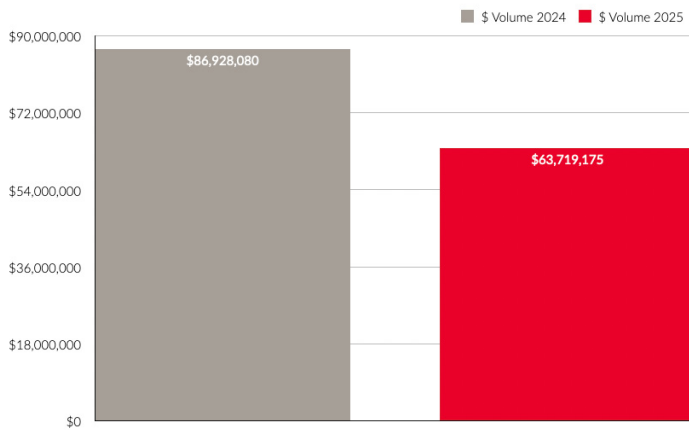


Month-Over-Month 2024 vs. 2025

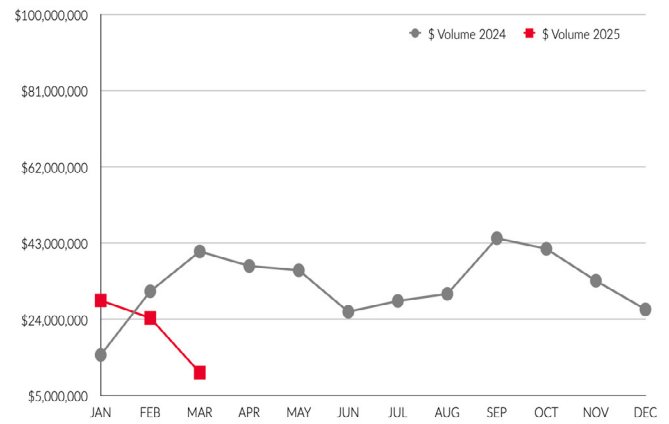
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

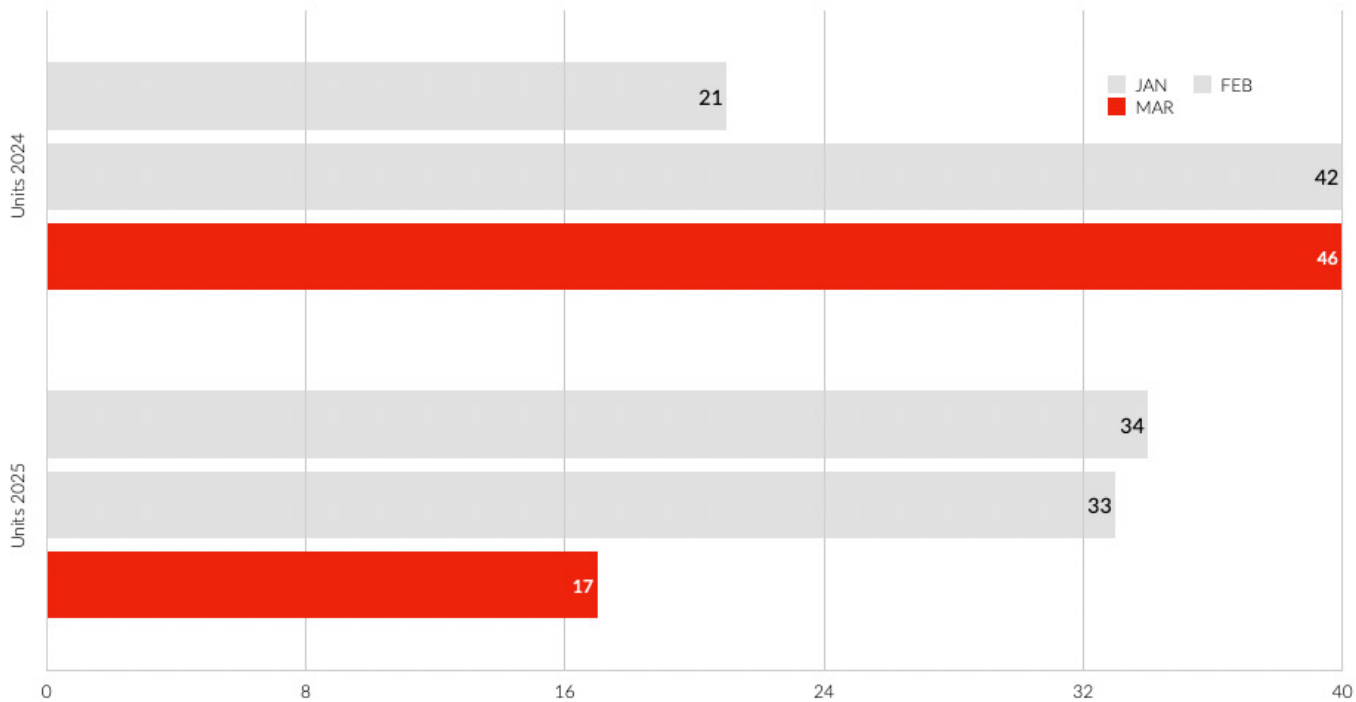


Yearly Totals 2024 vs. 2025

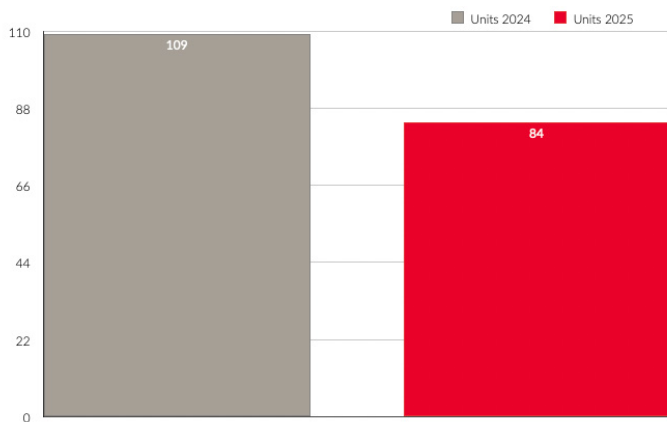


Month vs. Month 2024 vs. 2025

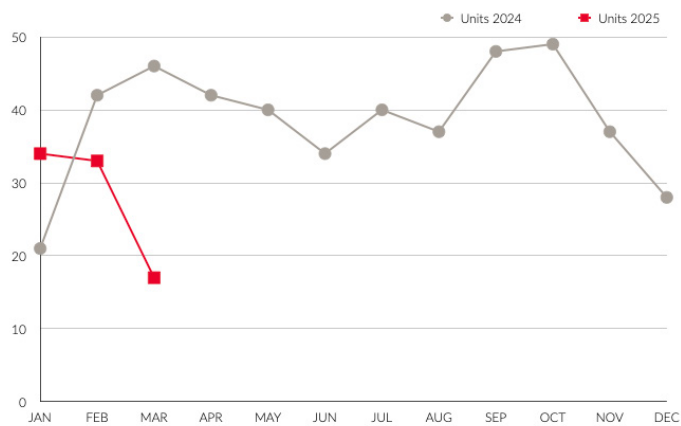
UNIT SALES



Monthly Comparison 2024 vs. 2025

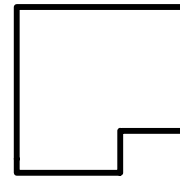


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$39,367,775 -38.41%	\$24,351,400 +8.57%	\$2,000,000 +243.35%
YTD Unit Sales	41 -43.84%	43 +26.47%	1 -50%
YTD Average Sale Price	\$960,190 +9.67%	\$566,312 -14.15%	\$2,000,000 +586.7%
March Sales Volume	\$5,205,000 -82.08%	\$5,513,400 -51.04%	\$0 -100%
March Unit Sales	6 -78.57%	11 -31.25%	0 -100%



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

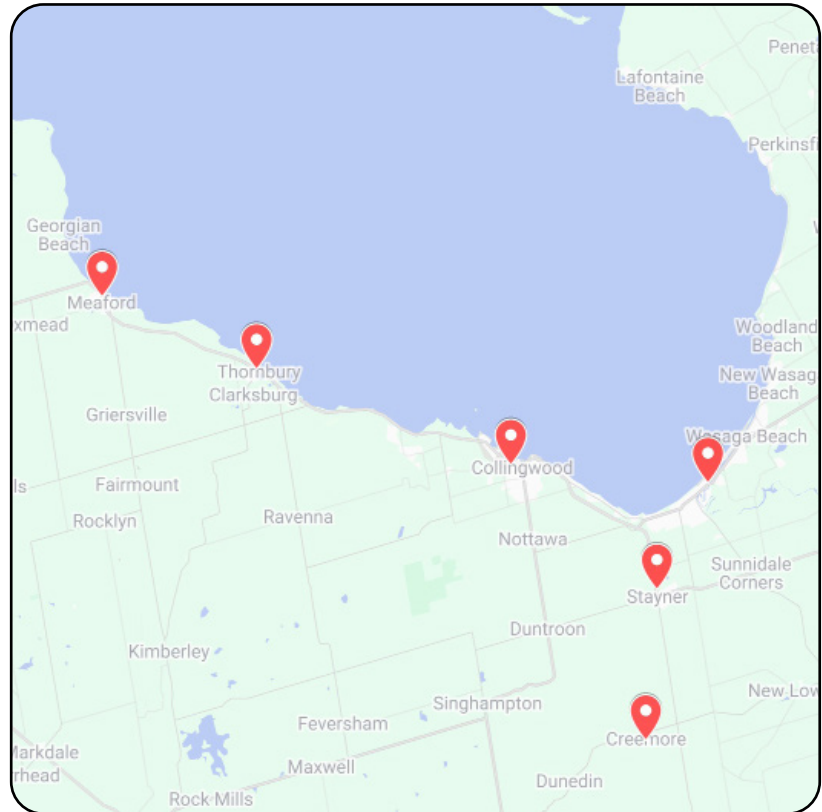
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach


STAYNER

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



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