



2025

MARCH

GREY HIGHLANDS

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 [Grey Highlands](#) real estate market remained firmly in buyers' territory this March, with notable declines across most key metrics. The median sale price dropped by 19.47% to \$664,400, while the average sale price fell by 21.63% to \$705,133. Sales volume decreased significantly by 52.98%, driven by a 40% drop in unit sales. At the same time, new listings were cut in half, and expired listings surged by 160%, pointing to slower turnover. With a unit sales-to-listings ratio of 31.58%, the market continues to favour buyers, with inventory lingering longer and homes taking more time to sell.

March year-over-year sales volume of \$4,230,800

Down 52.98% from 2024's \$8,997,000 with unit sales of 6 down 40% from last March. New listings of 19 are down 50% from a year ago, with the sales/listing ratio of 31.58% up 20%.

Year-to-date sales volume of \$18,462,800

Down 25.14% from 2024's \$24,663,400 with unit sales of 21 down 25% in comparison to 2024. New listings of 60 are down 30.23% from a year ago, with the sales/listing ratio of 35% up 7.50%.

Year-to-date average sale price of \$872,473

Down 2.64% from \$896,137 one year ago with median sale price of \$800,000 up from \$639,000 one year ago. The average days-on-market is 83 is down 16 days from last year.

MARCH NUMBERS

Median Sale Price
\$664,400
-19.47%

Average Sale Price
\$705,133
-21.63%

Sales Volume
\$4,230,800
-52.98%

Unit Sales
6
-40%

New Listings
19
-50%

Expired Listings
13
+160%

Unit Sales/Listings Ratio
31.58%
+20%

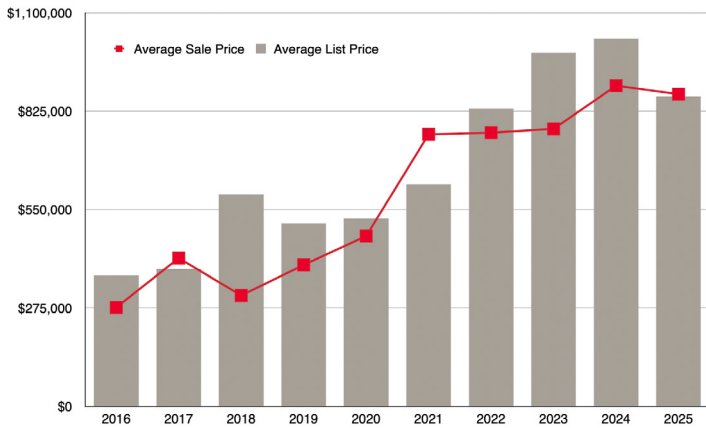
*Year-over-year comparison
(March 2025 vs. March 2024)*

THE MARKET IN DETAIL

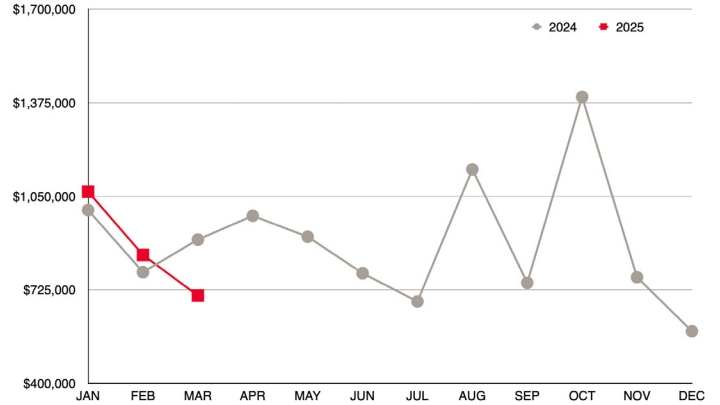
	2023	2024	2025	2024-2025
YTD Volume Sales	\$22,848,400	\$24,663,400	\$18,462,800	-25.14%
YTD Unit Sales	30	28	21	-25%
YTD New Listings	60	86	60	-30.23%
YTD Sales/Listings Ratio	50.00%	32.56%	35.00%	+7.5%
YTD Expired Listings	11	14	28	+100%
Monthly Volume Sales	\$9,352,500	\$8,997,000	\$4,230,800	-52.98%
Monthly Unit Sales	13	10	6	-40%
Monthly New Listings	17	38	19	-50%
Monthly Sales/Listings Ratio	76.47%	26.32%	31.58%	+20%
Monthly Expired Listings	5	5	13	+160%
Monthly Average Sale Price	\$719,423	\$899,700	\$705,133	-21.63%
YTD Sales: \$0-\$199K	1	2	0	-100%
YTD Sales: \$200k-349K	2	2	1	-50%
YTD Sales: \$350K-\$549K	6	5	3	-40.00%
YTD Sales: \$550K-\$749K	0	0	3	200%
YTD Sales: \$750K-\$999K	5	7	8	14.29%
YTD Sales: \$1M-\$2M	8	7	6	-14.29%
YTD Sales: \$2M+	8	8	0	-100.00%
YTD Average Days-On-Market	71.33	99.33	83.00	-16.44%
YTD Average Sale Price	\$775,499	\$896,137	\$872,473	-2.64%
YTD Median Sale Price	\$676,500	\$639,000	\$800,000	+25.2%

Grey Highlands MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

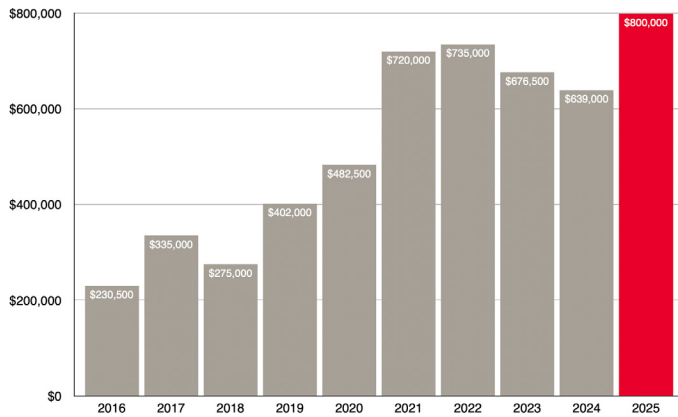


Year-Over-Year

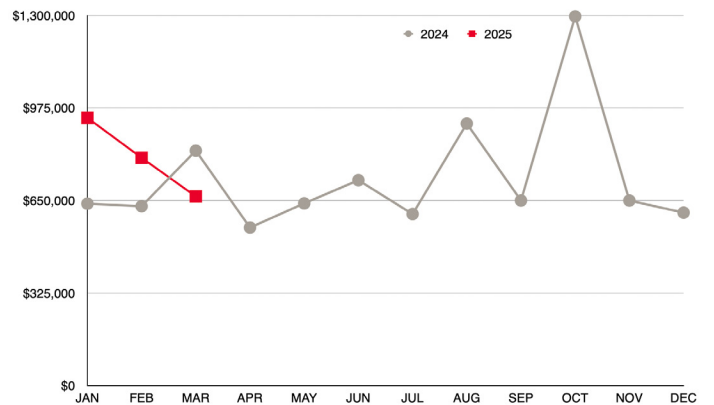


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



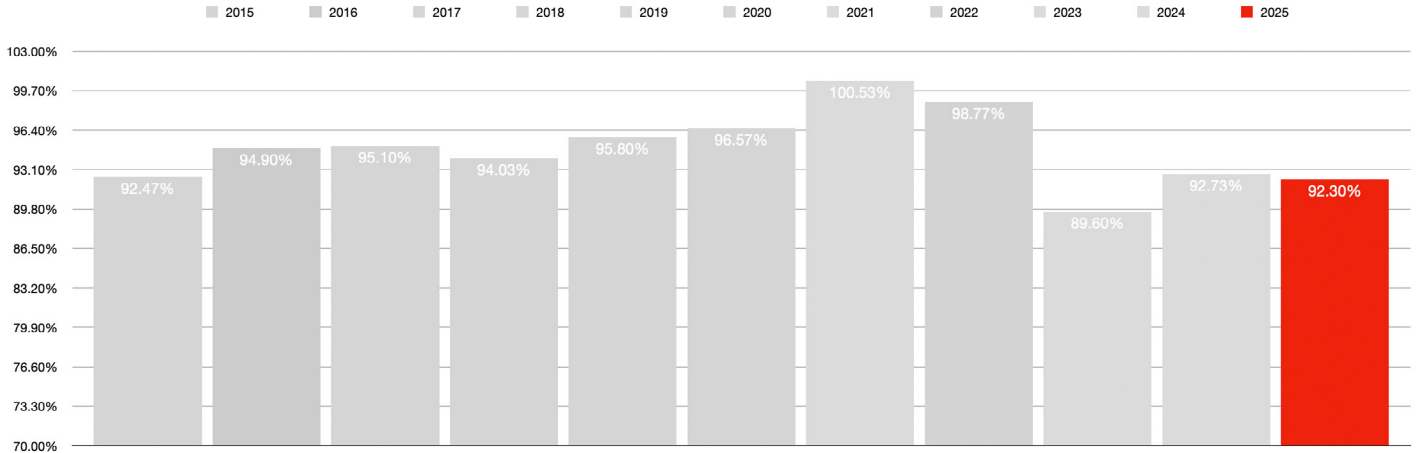
Year-Over-Year



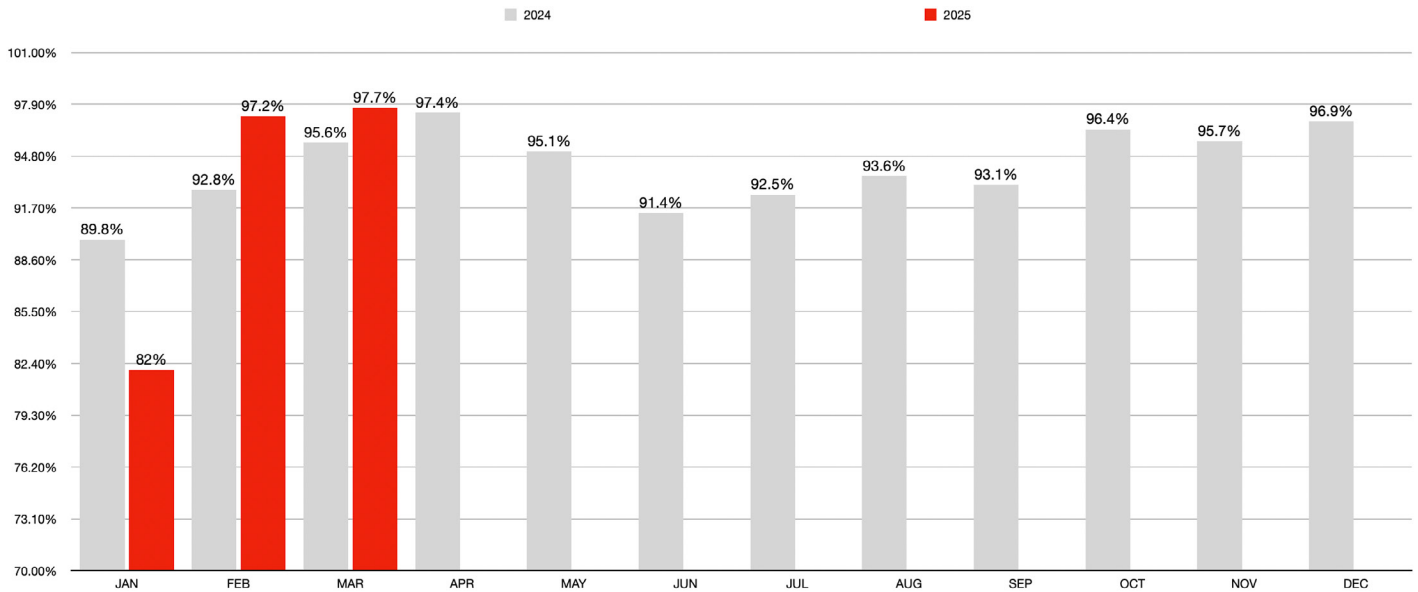
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

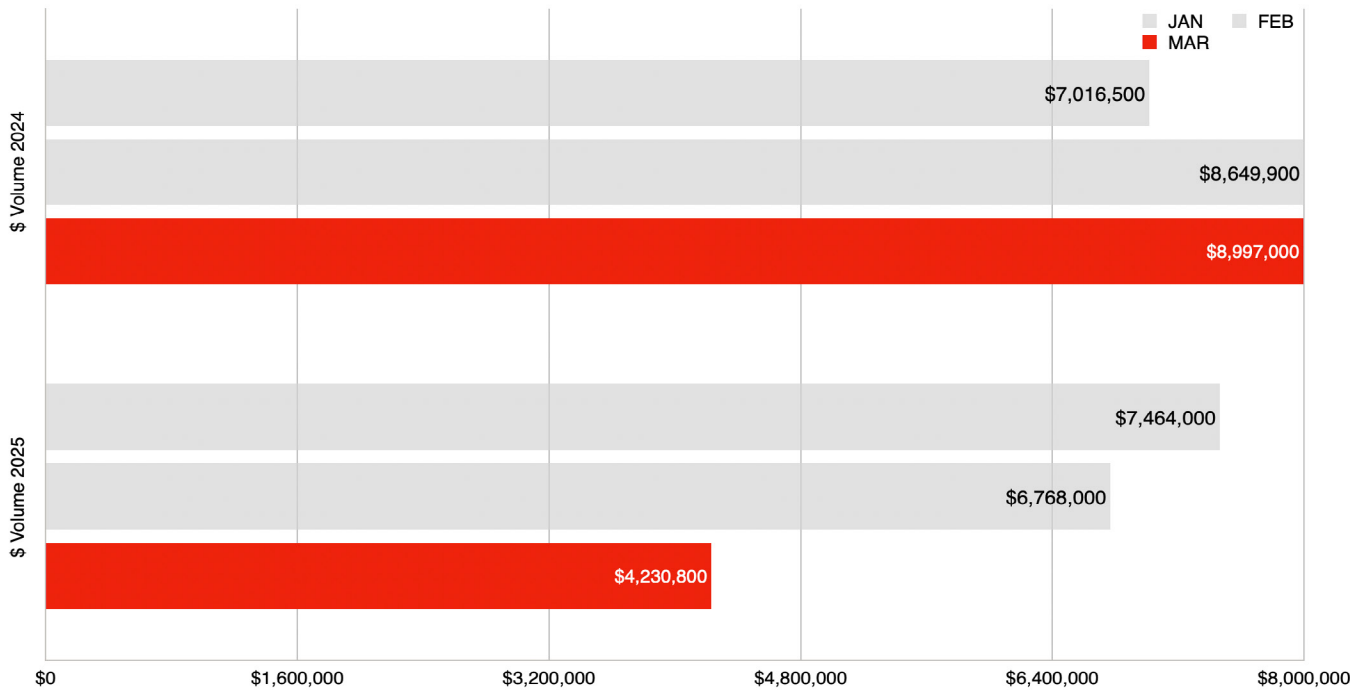


Year-Over-Year

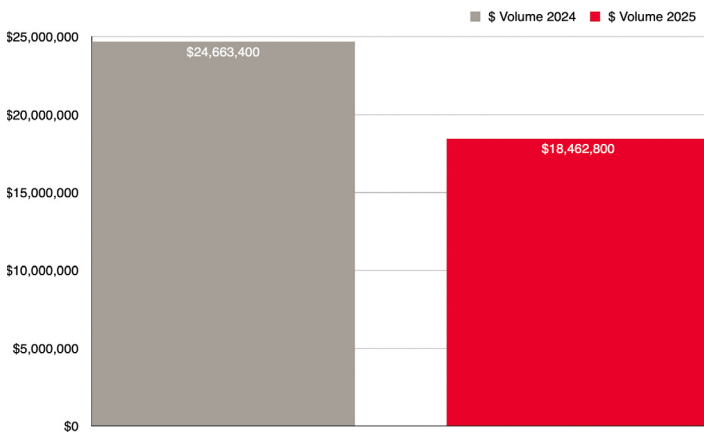


Month-Over-Month 2024 vs. 2025

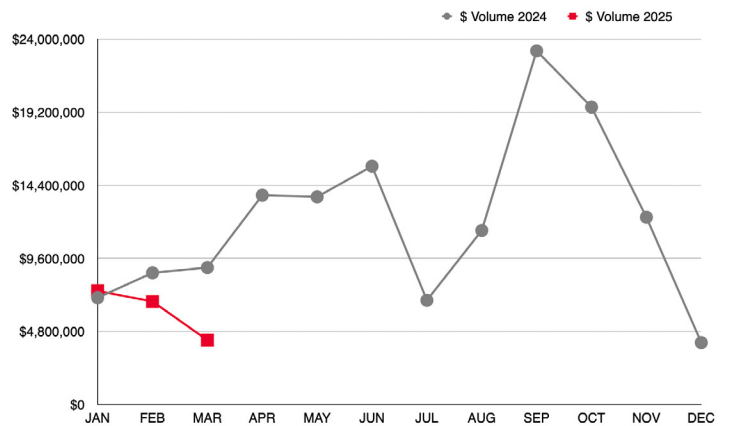
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

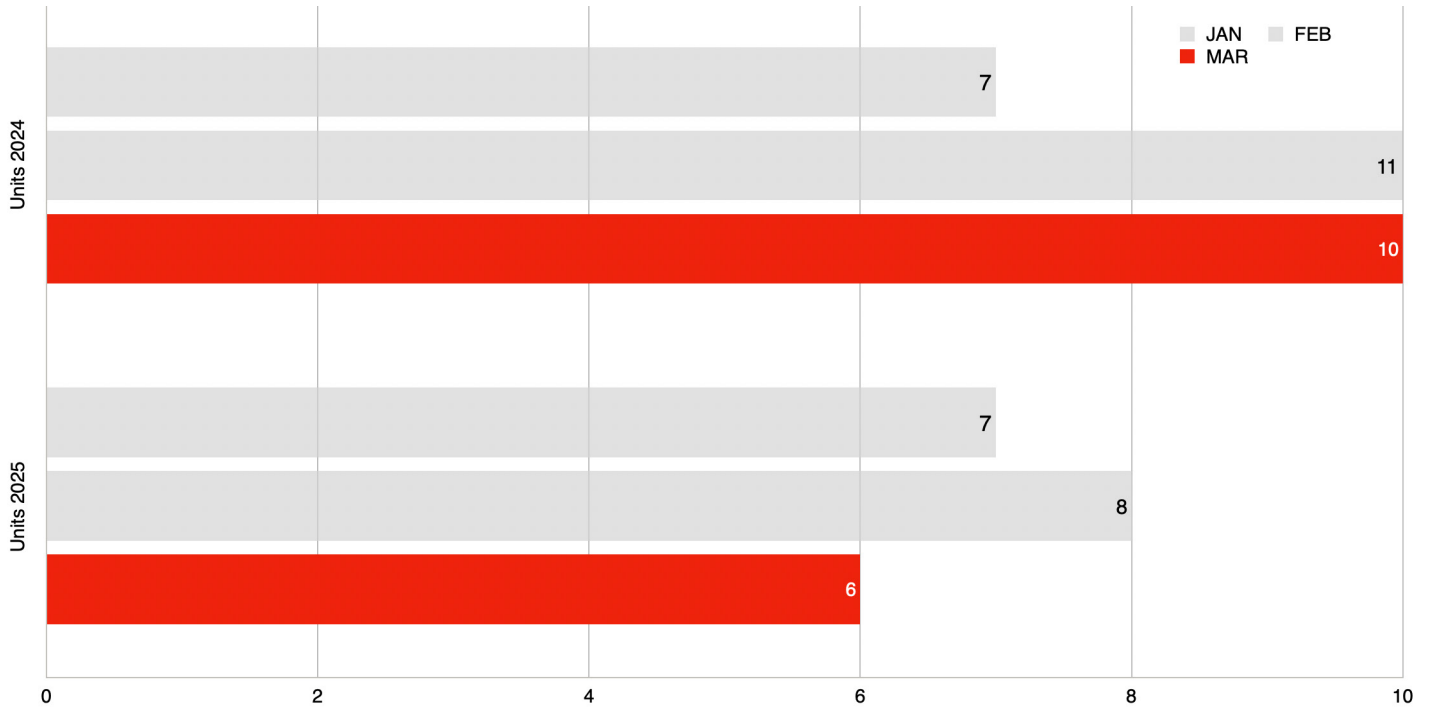


Yearly Totals 2024 vs. 2025

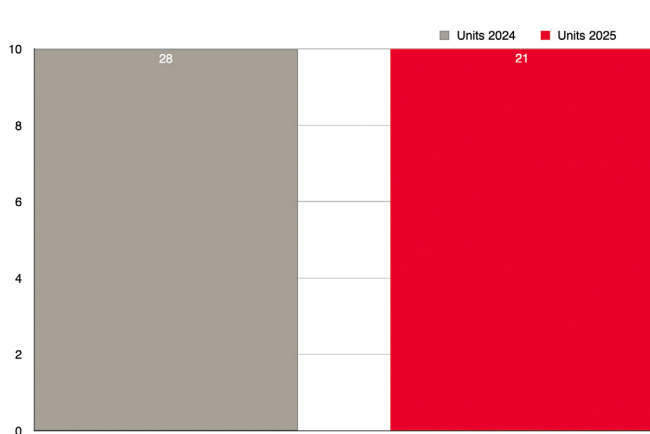


Month vs. Month 2024 vs. 2025

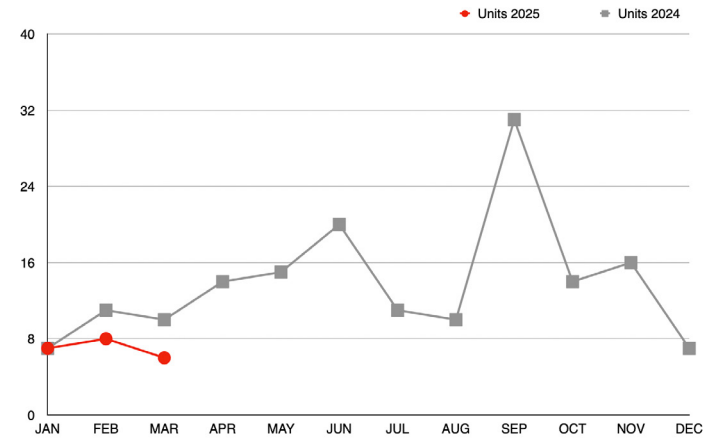
UNIT SALES



Monthly Comparison 2024 vs. 2025

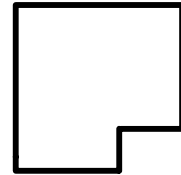


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$18,462,800 -20.7%	\$0 No Change	\$312,000 -77.39%
YTD Unit Sales	21 -8.7%	0 No Change	1 -80%
YTD Average Sale Price	\$879,181 -13.15%	\$0 No Change	\$312,000 +13.05%
March Sales Volume	\$4,230,800 -51.91%	\$0 No Change	\$312,000 +56%
March Unit Sales	6 -33.33%	0 No Change	1 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

GREY HIGHLANDS

519-538-5755
96 Sykes St N, Grey Highlands

THORNBURY

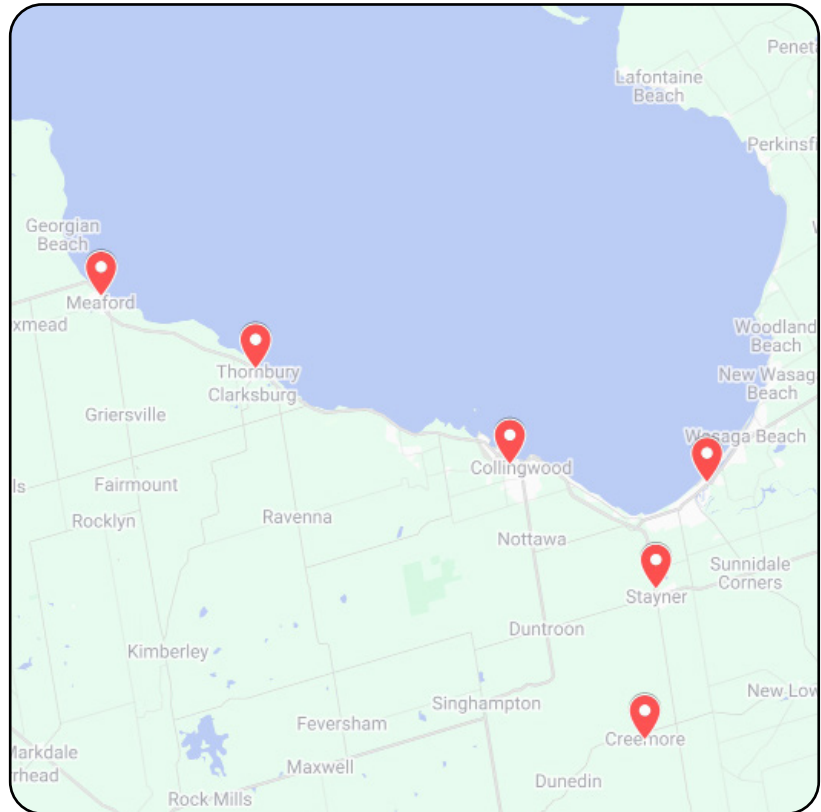
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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