



# 2025

# MARCH

## SOUTHERN

## GEORGIAN BAY

## 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 [Southern Georgian Bay](#) remained a buyer's market this March, though there were some shifts in activity. The median sale price increased by 2.41% to \$742,500, while the average sale price saw a notable rise of 19.74%, reaching \$987,257. Sales volume fell by 22.7%, with unit sales down 34.81%. New listings rose by 14.94%, totaling 623, while expired listings decreased sharply by 45.11%. With the unit sales-to-listings ratio at 16.53%, the market still favors buyers.

### March year-over-year sales volume of \$100,700,188



Down 22.7% from 2024's \$130,276,176 with unit sales of 103 down 34.81% from last March's 158. New listings of 623 are up 14.94% from a year ago, with the sales/listing ratio of 16.53% down 43.29%.

### Year-to-date sales volume of \$298,481,433



Down 3.1% from 2024's \$308,026,481 with unit sales of 339 down 15.88% from 2024's 403. New listings of 1,491 are up 17.03% from a year ago, with the sales/listing ratio of 16.53% down 43.29%.

### Year-to-date average sale price of \$888,685



Up from \$760,134 one year ago with median sale price of \$735,000 up from \$647,500 one year ago. Average days-on-market of 65 is up 9 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$742,500**

+2.41%

Average Sale Price

**\$987,257**

+19.74%

Sales Volume

**\$100,700,188**

-22.7%

Unit Sales

**103**

-34.81%

New Listings

**623**

+14.94%

Expired Listings

**146**

-45.11%

Unit Sales/Listings Ratio

**16.53%**

-43.29%

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

# THE MARKET IN DETAIL

	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$293,535,504	\$308,026,481	\$298,481,433	-3.1%
<b>YTD Unit Sales</b>	376	403	339	-15.88%
<b>YTD New Listings</b>	1,029	1,274	1,491	+17.03%
<b>YTD Sales/Listings Ratio</b>	36.54%	31.63%	22.74%	-28.12%
<b>YTD Expired Listings</b>	731	882	436	-50.57%
<b>Monthly Volume Sales</b>	\$108,909,104	\$130,276,176	\$100,700,188	-22.7%
<b>Monthly Unit Sales</b>	151	158	103	-34.81%
<b>Monthly New Listings</b>	423	542	623	+14.94%
<b>Monthly Sales/Listings Ratio</b>	35.70%	29.15%	16.53%	-43.29%
<b>Monthly Expired Listings</b>	235	266	146	-45.11%
<b>Monthly Average Sale Price</b>	\$721,252	\$824,533	\$987,257	+19.74%
<b>YTD Sales: \$0-\$199K</b>	3	8	4	-50%
<b>YTD Sales: \$200k-349K</b>	35	21	14	-33.33%
<b>YTD Sales: \$350K-\$549K</b>	100	104	60	-42.31%
<b>YTD Sales: \$550K-\$749K</b>	106	117	101	-13.68%
<b>YTD Sales: \$750K-\$999K</b>	73	77	75	-2.6%
<b>YTD Sales: \$1M+</b>	45	69	75	+8.7%
<b>YTD Sales: \$2M+</b>	14	8	11	+37.5%
<b>YTD Average Days-On-Market</b>	52.67	56.00	65.00	+16.07%
<b>YTD Average Sale Price</b>	\$789,013	\$760,134	\$888,685	+16.91%
<b>YTD Median Sale Price</b>	\$649,000	\$647,500	\$735,000	+13.51%

Southern Georgian Bay MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

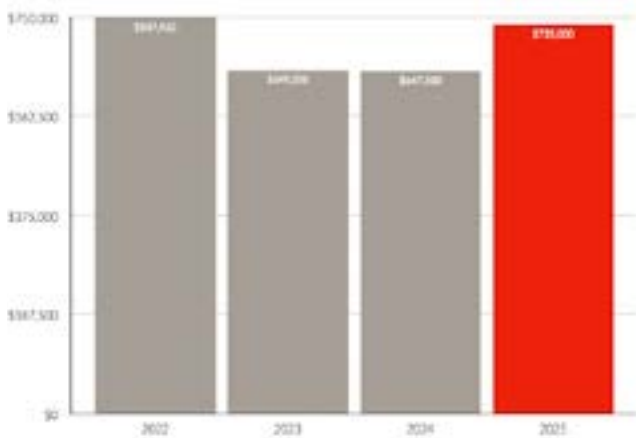


Year-Over-Year

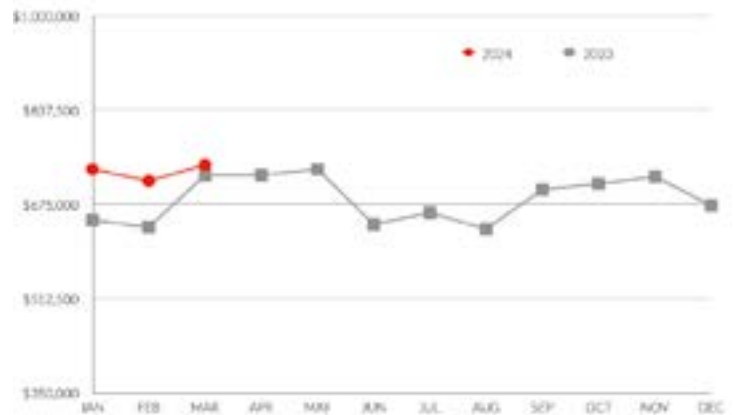


Month-Over-Month 2023 vs. 2024 vs. 2025

# MEDIAN SALE PRICE



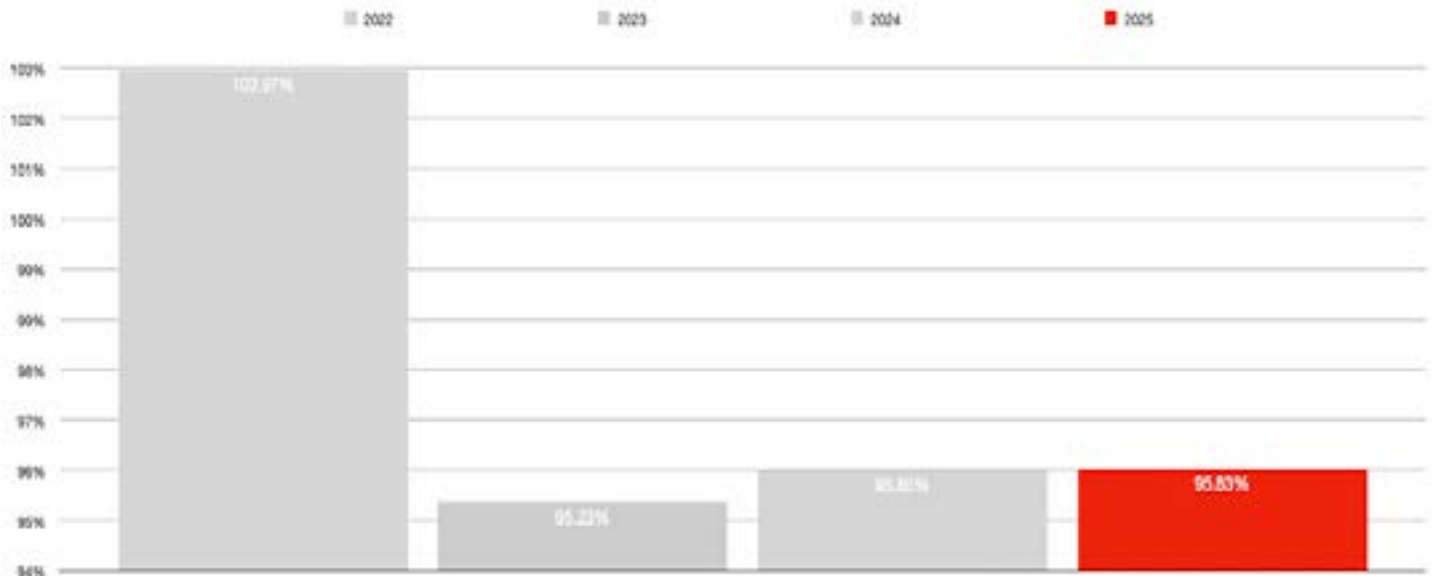
Year-Over-Year



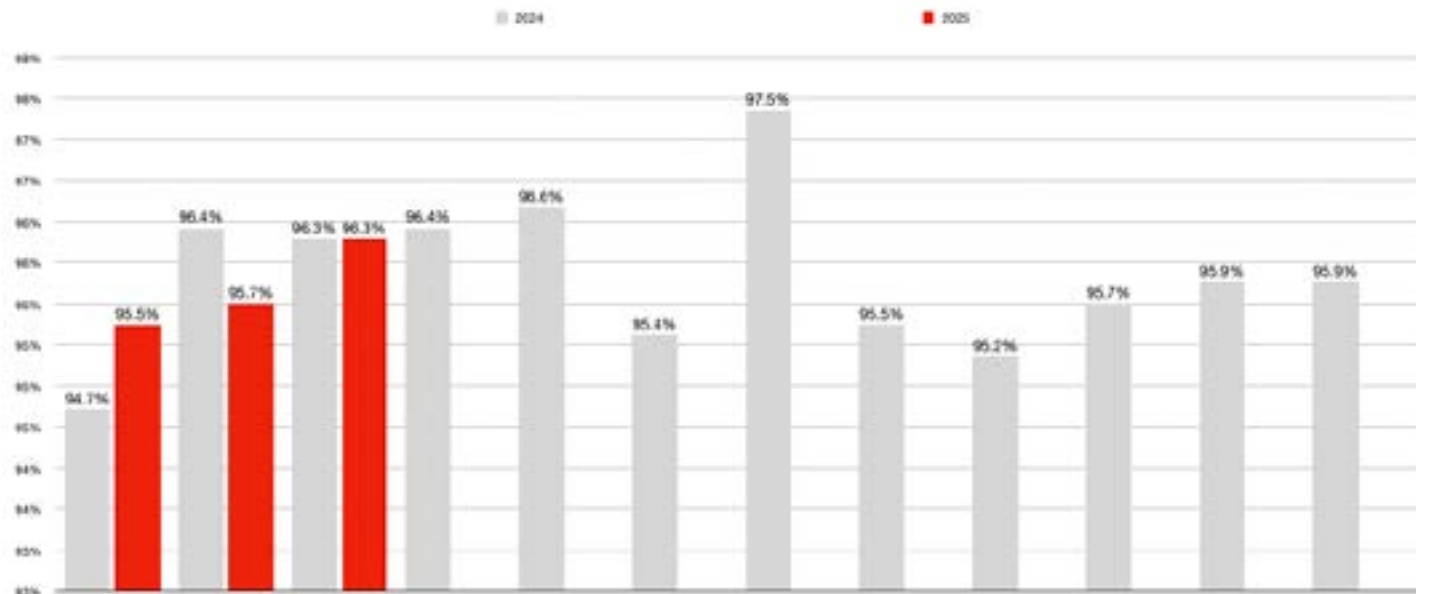
Month-Over-Month 2023 vs. 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

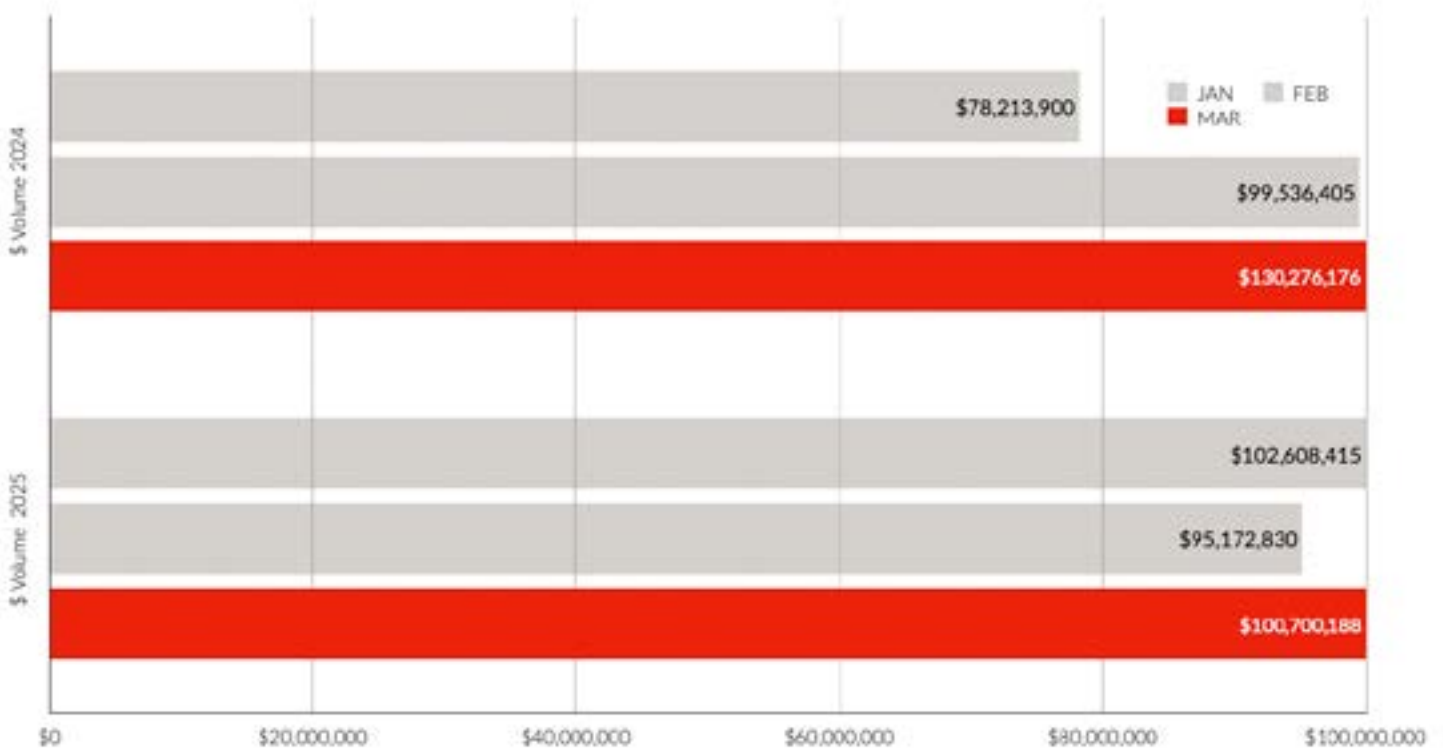


Year-Over-Year

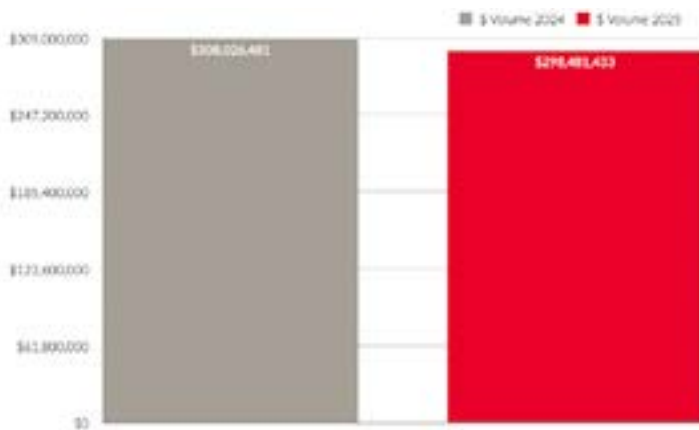


Month-Over-Month 2024 vs. 2025

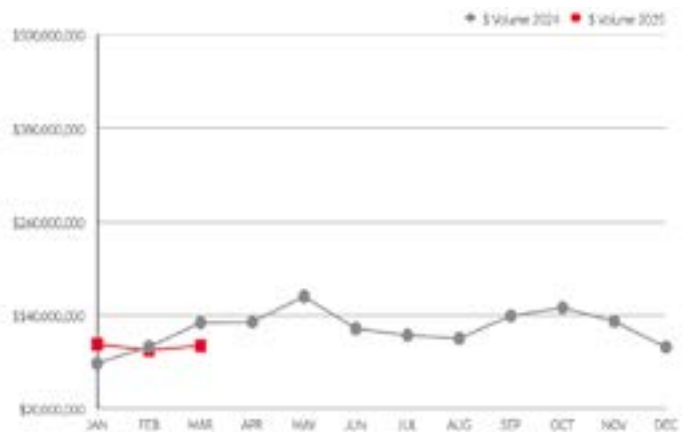
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

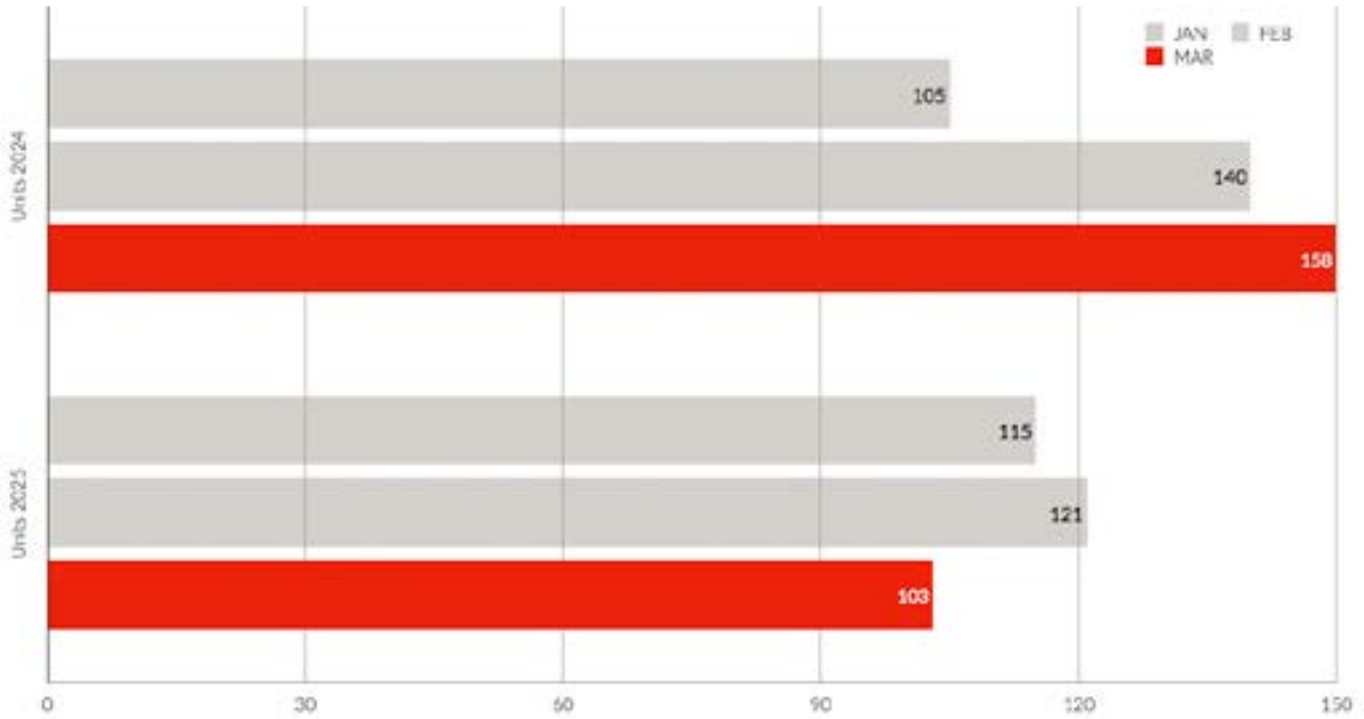


Yearly Totals 2024 vs. 2025

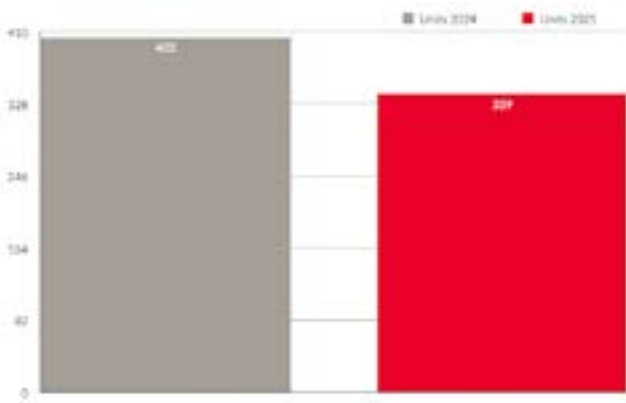


Month vs. Month 2024 vs. 2025

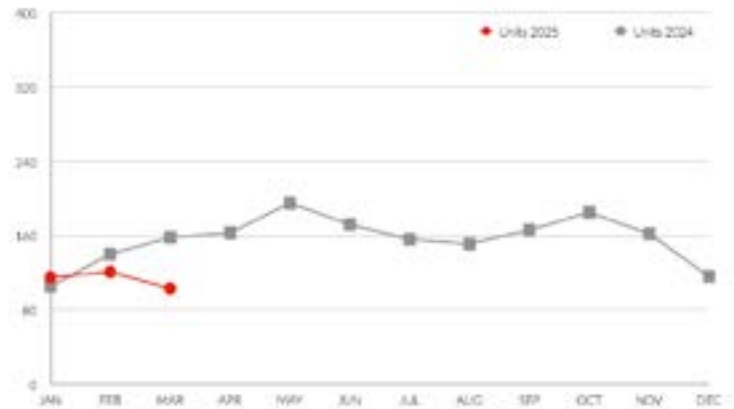
# UNIT SALES



Monthly Comparison 2024 vs. 2025

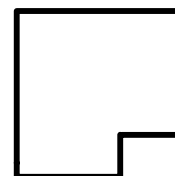

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 \$255,400,033 +3.43%	 \$43,081,400 +5.01%	 \$10,032,000 +3.25%
YTD Unit Sales	 265 -11.07%	 74 +13.85%	 15 -25%
YTD Average Sale Price	 \$963,774 +16.31%	 \$582,181 -7.76%	 \$668,800.00 +37.67%
March Sales Volume	 \$86,603,788 -16.37%	 \$14,096,400 -24.26%	 \$3,224,000 -38.27%
March Unit Sales	 79 -31.3%	 24 -7.69%	 4 -63.64%

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

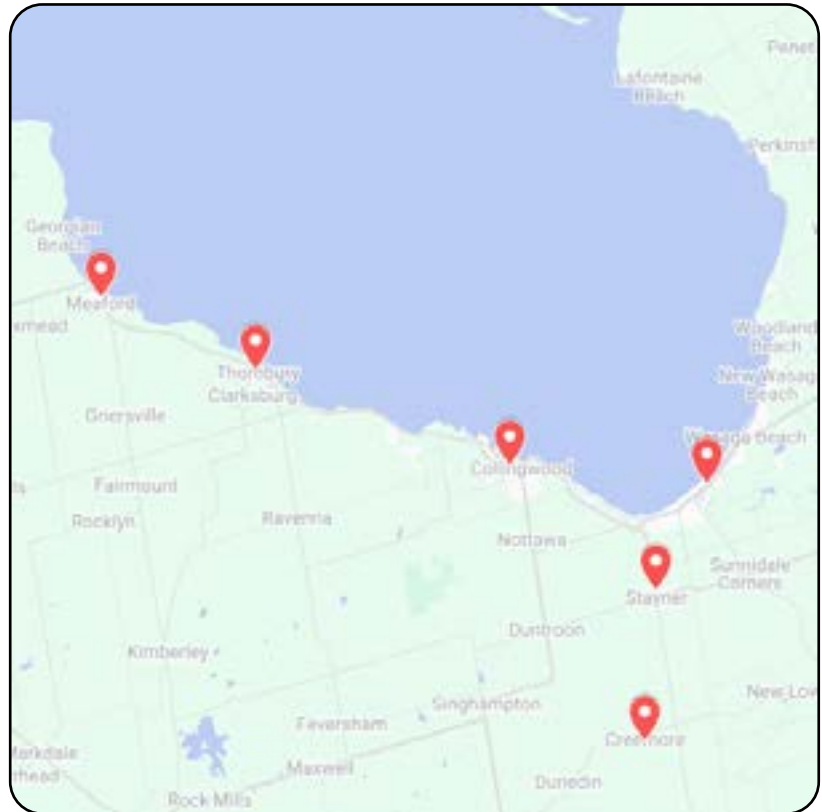
519-599-2136  
27 Arthur St W, Thornbury

## 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/)