



2025

APRIL

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 in April 2025 continued to favour buyers, with several key year-over-year indicators pointing to a slower pace of sales but increasing price pressure. While the median sale price rose by 14.73% to \$1,089,950, the average sale price surged by 31.02% to \$1,333,661, indicating strong demand for higher-end properties. Sales volume declined by 1.73% to \$24,005,900, and unit sales dropped sharply by 25%, with only 18 properties sold. New listings were slightly down by 2.46% to 119, yet expired listings more than doubled, rising 106.25% to 33 – suggesting an increase in unsold inventory. The unit sales-to-listings ratio fell to 15.13%, a 23.11% decrease, reinforcing ongoing buyer leverage and a cooling pace in the market despite the upward price movement.



April year-over-year sales volume of \$24,005,900

Down 1.73% from 2024's \$24,429,400 with unit sales of 18 down 25% from last April's 24. New listings of 119 are down by 2.46%, with the sales/listing ratio of 15.13% down by 23.11%.



Year-to-date sales volume of \$91,819,187

Up 1% from 2024's \$90,913,328 with unit sales of 81 down 4.71% from 2024's 85. New listings of 378 are up 1.34% from a year ago, with the sales/listing ratio of 21.43% down 5.97%.



Year-to-date average sale price of \$1,158,622

Up from \$1,067,811 one year ago with median sale price of \$1,009,975 up from \$949,750 one year ago. Average days-on-market of 80 up 13 days from last year.

APRIL NUMBERS

Median Sale Price

\$1,089,950

+14.73%

Average Sale Price

\$1,333,661

+31.02

Sales Volume

\$24,005,900

-1.73%

Unit Sales

18

-25%

New Listings

119

-2.46%

Expired Listings

33

+106.25%

Unit Sales/Listings Ratio

15.13%

-23.11%

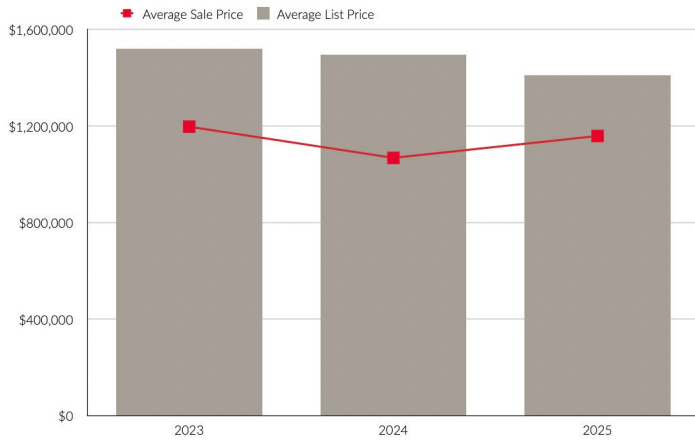
*Year-over-year comparison
(April 2025 vs. April 2024)*

THE MARKET IN DETAIL

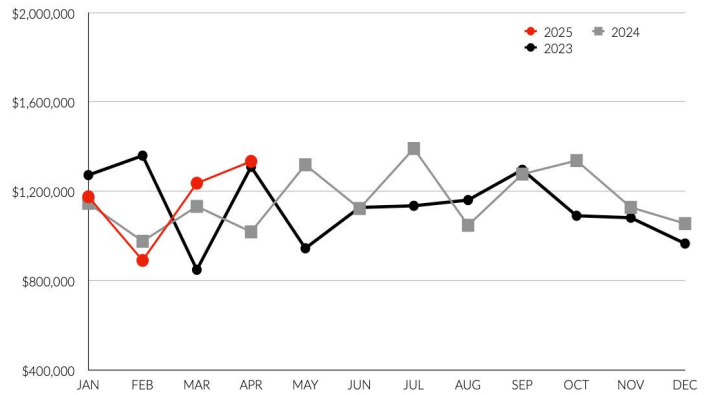
	2023	2024	2025	2024-2025
YTD Volume Sales	\$16,537,500	\$20,623,000	\$21,201,000	+2.8%
YTD Unit Sales	13	18	18	No Change
YTD New Listings	54	53	76	+43.4%
YTD Sales/Listings Ratio	35.34%	22.79%	21.43%	-5.97%
YTD Expired Listings	54	88	139	+57.95%
Monthly Volume Sales	\$31,415,900	\$24,429,400	\$24,005,900	-1.73%
Monthly Unit Sales	24	24	18	-25%
Monthly New Listings	78	122	119	-2.46%
Monthly Sales/Listings Ratio	30.77%	19.67%	15.13%	-23.11%
Monthly Expired Listings	17	16	33	+106.25%
Monthly Average Sale Price	\$1,308,996	\$1,017,892	\$1,333,661	+31.02%
YTD Sales: \$0-\$199K	0	0	0	
YTD Sales: \$200k-349K	9	1	3	+200%
YTD Sales: \$350K-\$549K	14	11	12	+9.09%
YTD Sales: \$550K-\$749K	11	15	11	-26.67%
YTD Sales: \$750K-\$999K	7	18	18	No Change
YTD Sales: \$1M+	32	38	29	-23.68%
YTD Sales: \$2M+	43	40	9	-77.5%
YTD Average Days-On-Market	52.50	66.50	80.00	+20.3%
YTD Average Sale Price	\$1,197,153	\$1,067,811	\$1,158,622	+8.5%
YTD Median Sale Price	\$1,075,000	\$949,750	\$1,009,975	+6.34%

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

AVERAGE SALE PRICE

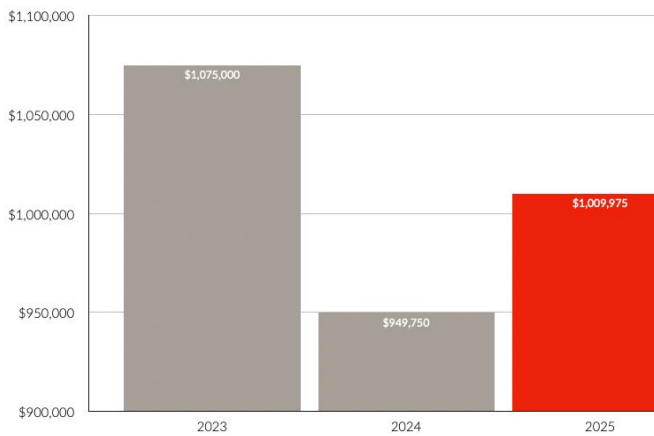


Year-Over-Year

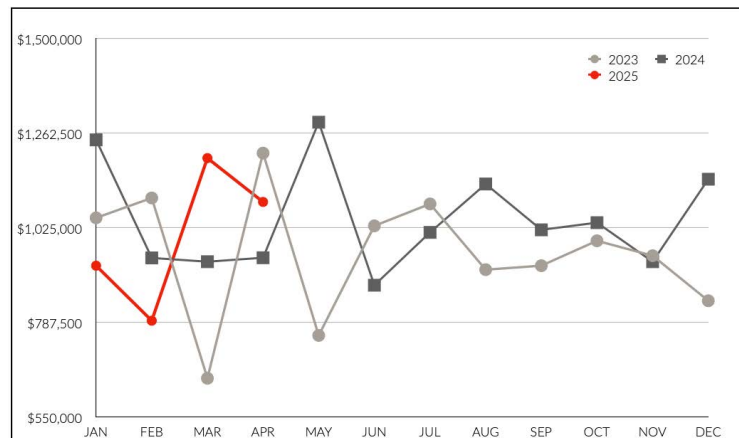


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



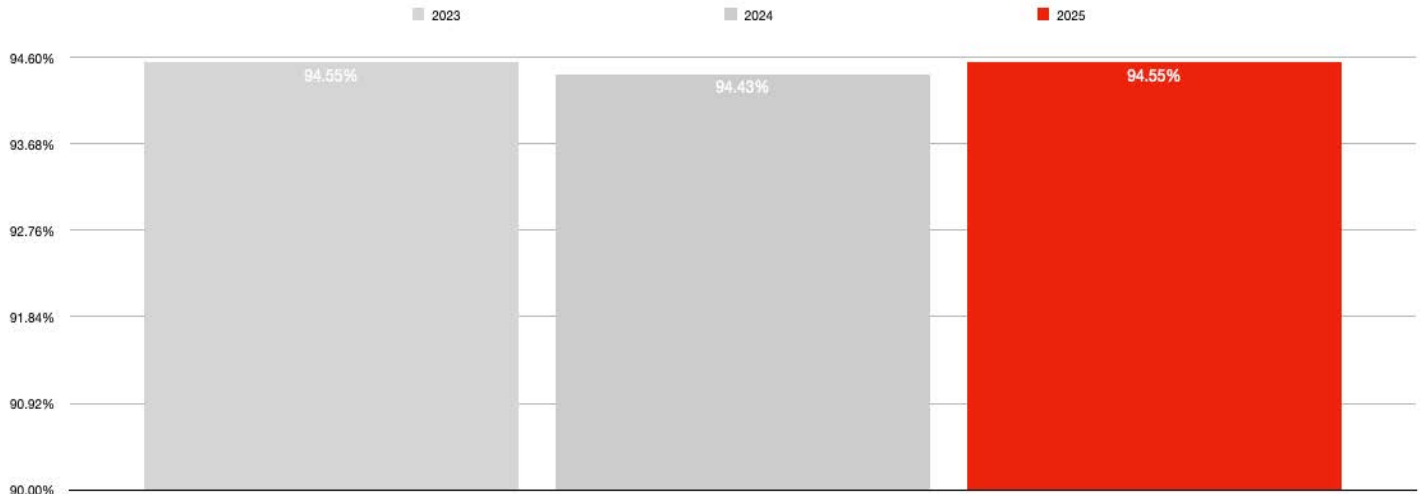
Year-Over-Year



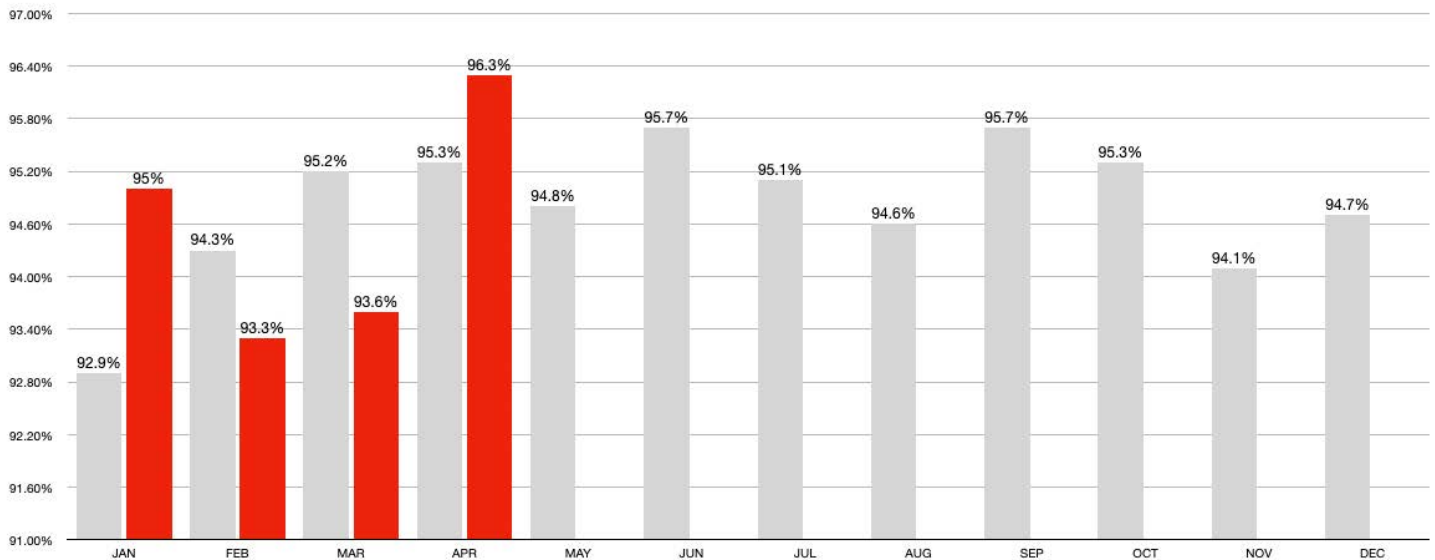
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

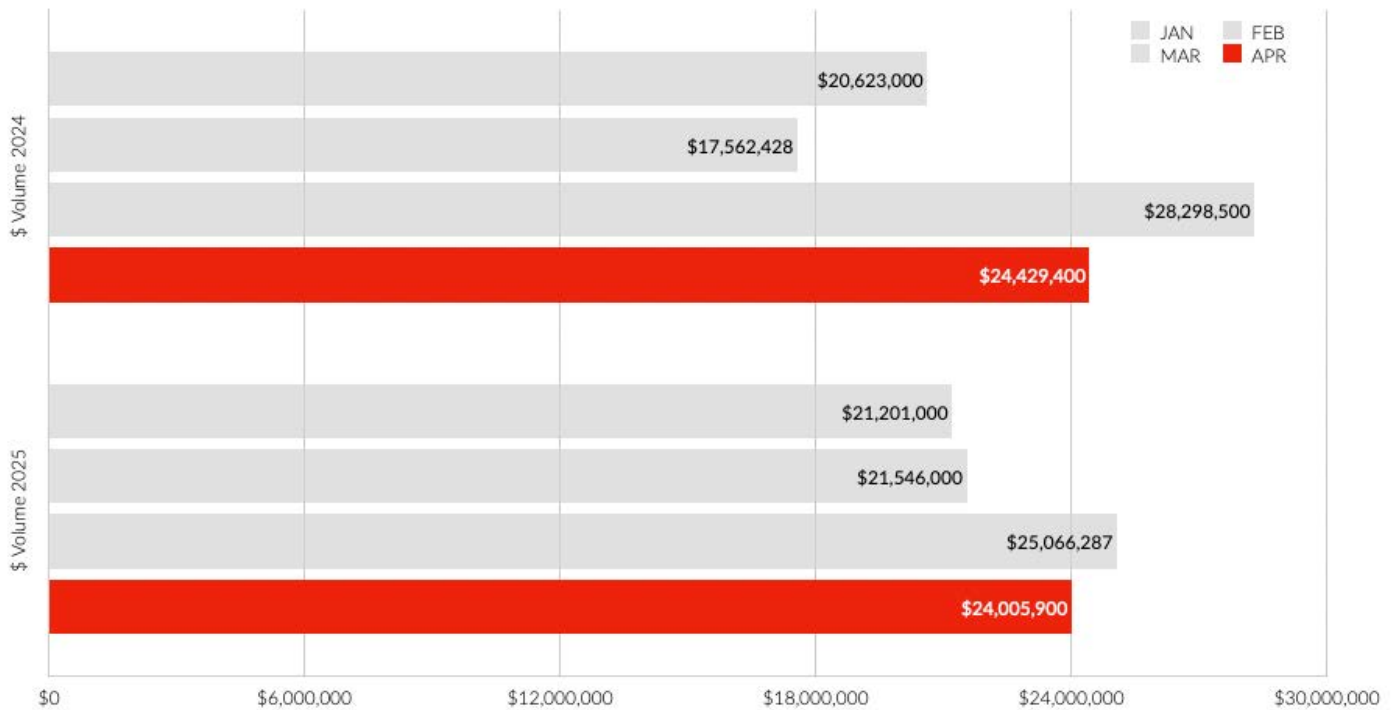


Year-Over-Year

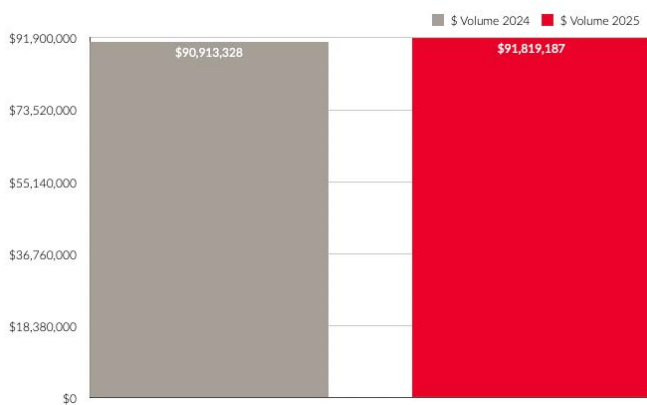


Month-Over-Month 2024 vs. 2025

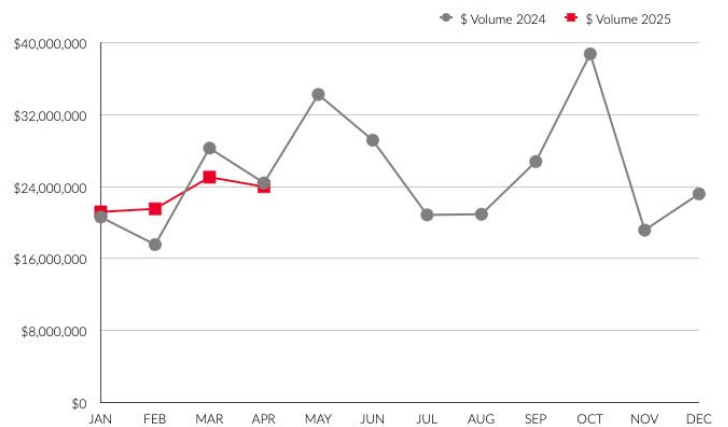
DOLLAR VOLUME SALES



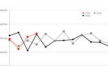
Monthly Comparison 2024 vs. 2025



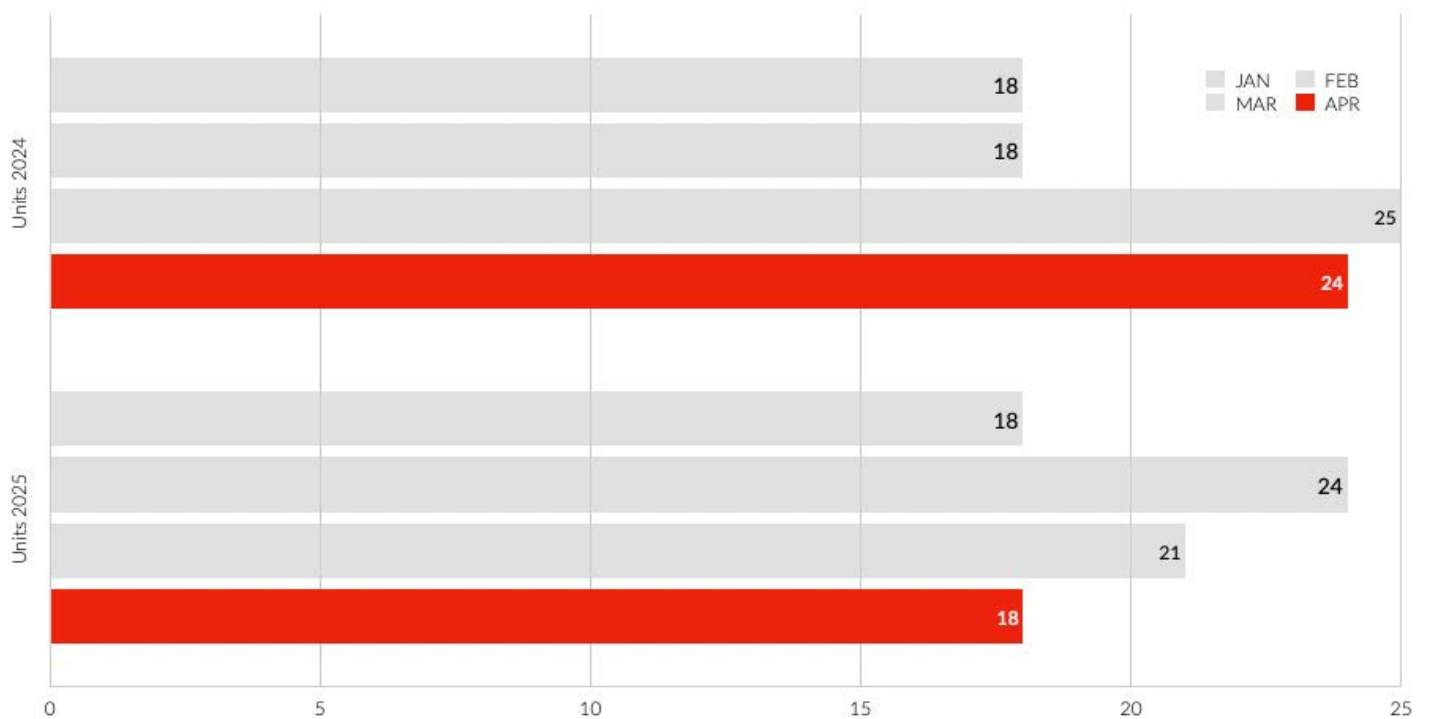
Yearly Totals 2024 vs. 2025



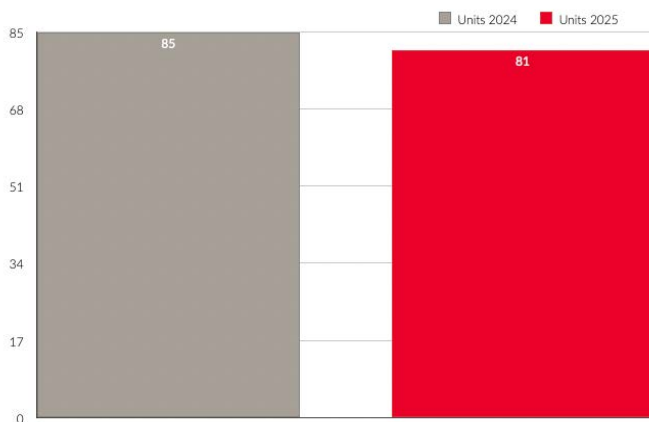
Month vs. Month 2024 vs. 2025



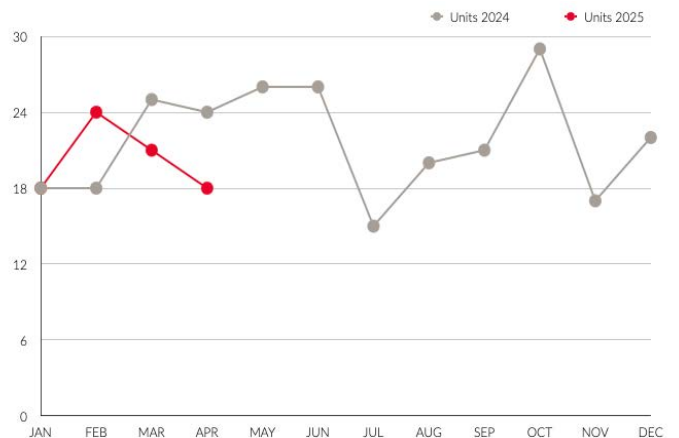
UNIT SALES



Monthly Comparison 2024 vs. 2025

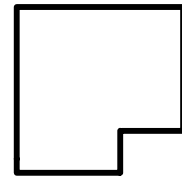


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$75,176,987 +13.82%	\$16,642,200 -2.15%	\$2,171,000 -61.5%
YTD Unit Sales	53 +1.92%	28 +21.74%	3 -57.14%
YTD Average Sale Price	\$1,418,434 +11.67%	\$594,364 -19.62%	\$723,667 -10.16%
April Sales Volume	\$21,341,100 +19.28%	\$2,664,800 -14.11%	\$0 -100%
April Unit Sales	13 -13.33%	5 +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

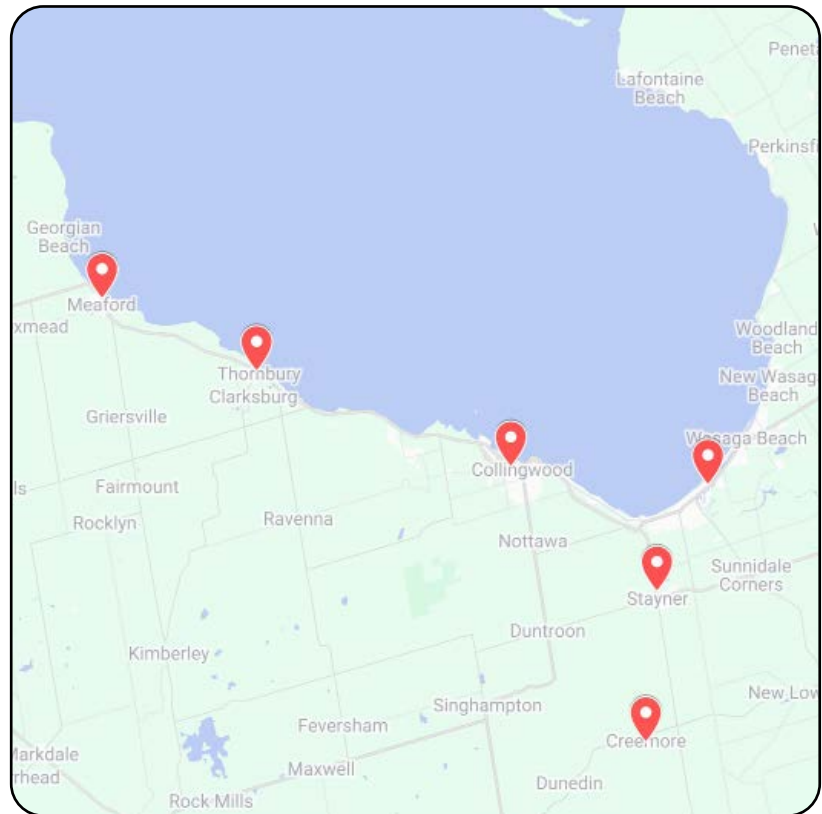
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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