



2025

MAY

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 in May 2025 remained strongly in buyers' hands, as nearly every key indicator reflected a cooling trend. The median sale price fell 21.88% year-over-year to \$500,000, while the average sale price dropped 20.89% to \$719,545—highlighting ongoing price pressure across the board. Total sales volume declined 41.99% to \$7,915,000, with unit sales down 26.67% to just 11 transactions. New listings decreased by 10.77% to 58, and expired listings also dipped 14.29% to 6. The unit sales-to-listings ratio fell to 18.97%, down 17.97% from last May, confirming that the pace of absorption remains weak. Despite the drop in inventory, elevated buyer leverage and softer prices continue to reinforce a clear buyer's market.

May year-over-year sales volume of \$7,915,000

Down 41.99% from 2024's 13,644,015 with unit sales of 11 down 26.67% from last May. New listings of 58 are down 10.77% from a year ago, with the sales/listing ratio of 18.97% down by 17.97%.

Year-to-date sales volume of \$33,439,700

Down 35.76% from 2024's \$52,057,215 with unit sales of 43 down 24.56% in comparison to 2024. New listings of 163 are down 14.66% from a year ago, with the sales/listing ratio of 26.38% down by 11.6%.

Year-to-date average sale price of \$790,631

Down 13.69% from \$916,028 one year ago with median sale price of \$664,400 up from \$639,000 one year ago. The average days-on-market is 83, down 4 days from last year.

MAY NUMBERS

Median Sale Price

\$500,000

-21.88%

Average Sale Price

\$719,545

-20.89%

Sales Volume

\$7,915,000

-41.99%

Unit Sales

11

-26.67%

New Listings

58

-10.77%

Expired Listings

6

-14.29%

Unit Sales/Listings Ratio

18.97%

-17.97%

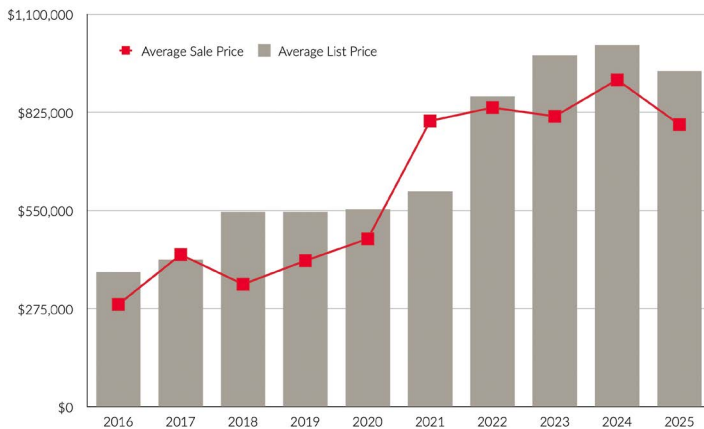
*Year-over-year comparison
(May 2025 vs. May 2024)*

THE MARKET IN DETAIL

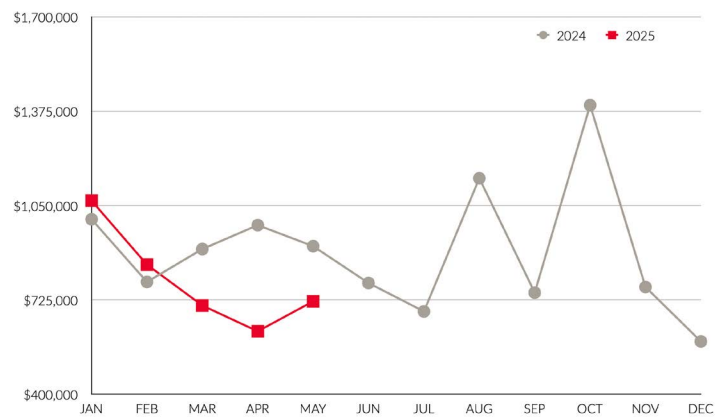
	2023	2024	2025	2024-2025
YTD Volume Sales	\$41,100,400	\$52,057,215	\$33,439,700	-35.76%
YTD Unit Sales	51	57	43	-24.56%
YTD New Listings	123	191	163	-14.66%
YTD Sales/Listings Ratio	41.46%	29.84%	26.38%	-11.6%
YTD Expired Listings	18	26	49	+88.46%
Monthly Volume Sales	\$9,180,000	\$13,644,015	\$7,915,000	-41.99%
Monthly Unit Sales	11	15	11	-26.67%
Monthly New Listings	36	65	58	-10.77%
Monthly Sales/Listings Ratio	30.56%	23.08%	18.97%	-17.82%
Monthly Expired Listings	3	7	6	-14.29%
Monthly Average Sale Price	\$834,545	\$909,601	\$719,545	-20.89%
YTD Sales: \$0-\$199K	1	2	1	-50%
YTD Sales: \$200k-349K	2	3	4	+33.33%
YTD Sales: \$350K-\$549K	11	11	4	-63.64%
YTD Sales: \$550K-\$749K	0	0	4	200%
YTD Sales: \$750K-\$999K	6	8	12	50.00%
YTD Sales: \$1M-\$2M	12	8	7	-12.50%
YTD Sales: \$2M+	12	11	0	-100.00%
YTD Average Days-On-Market	61.20	86.80	83.00	-4.38%
YTD Average Sale Price	\$813,649	\$916,028	\$790,631	-13.69%
YTD Median Sale Price	\$700,000	\$639,000	\$664,400	+3.97%

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

AVERAGE SALE PRICE

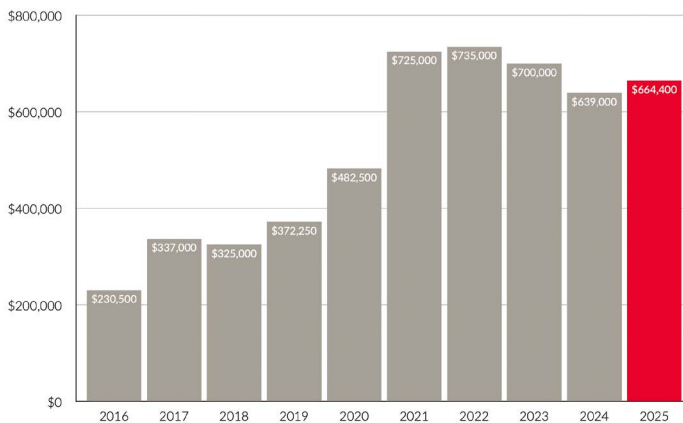


Year-Over-Year

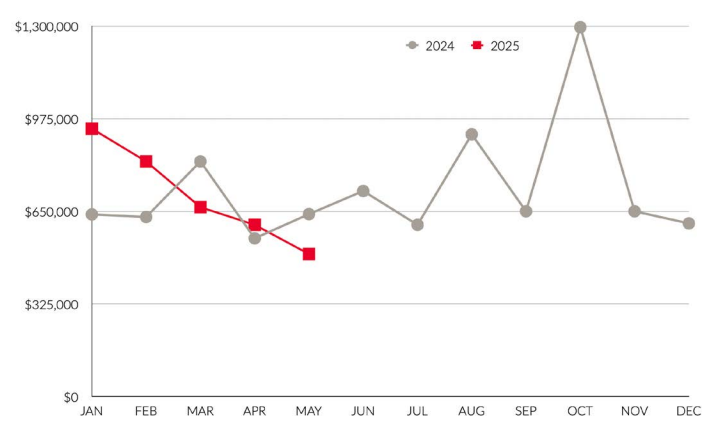


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



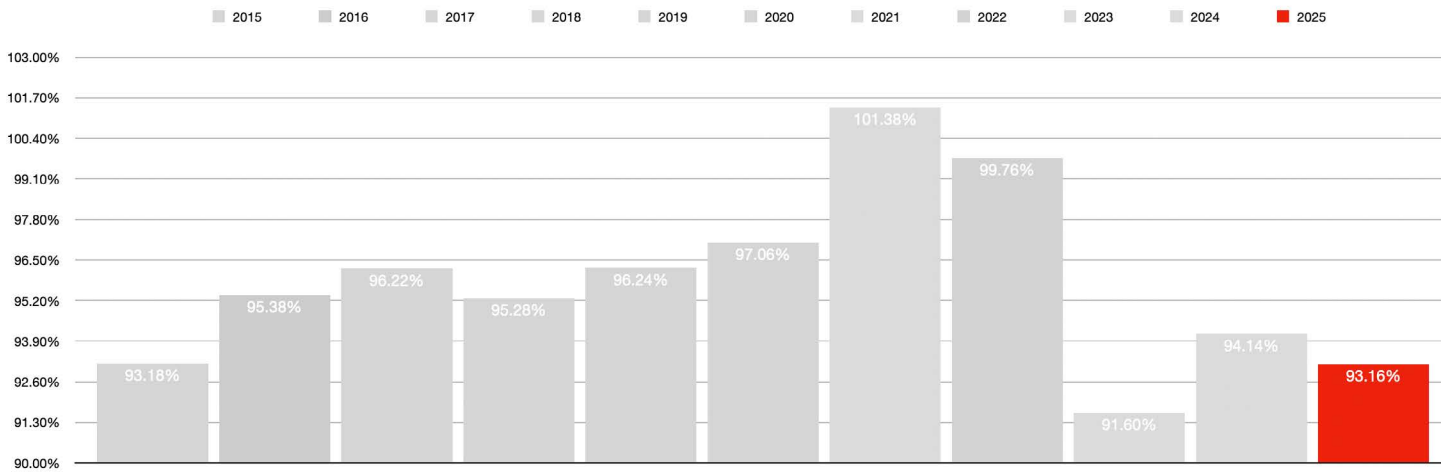
Year-Over-Year



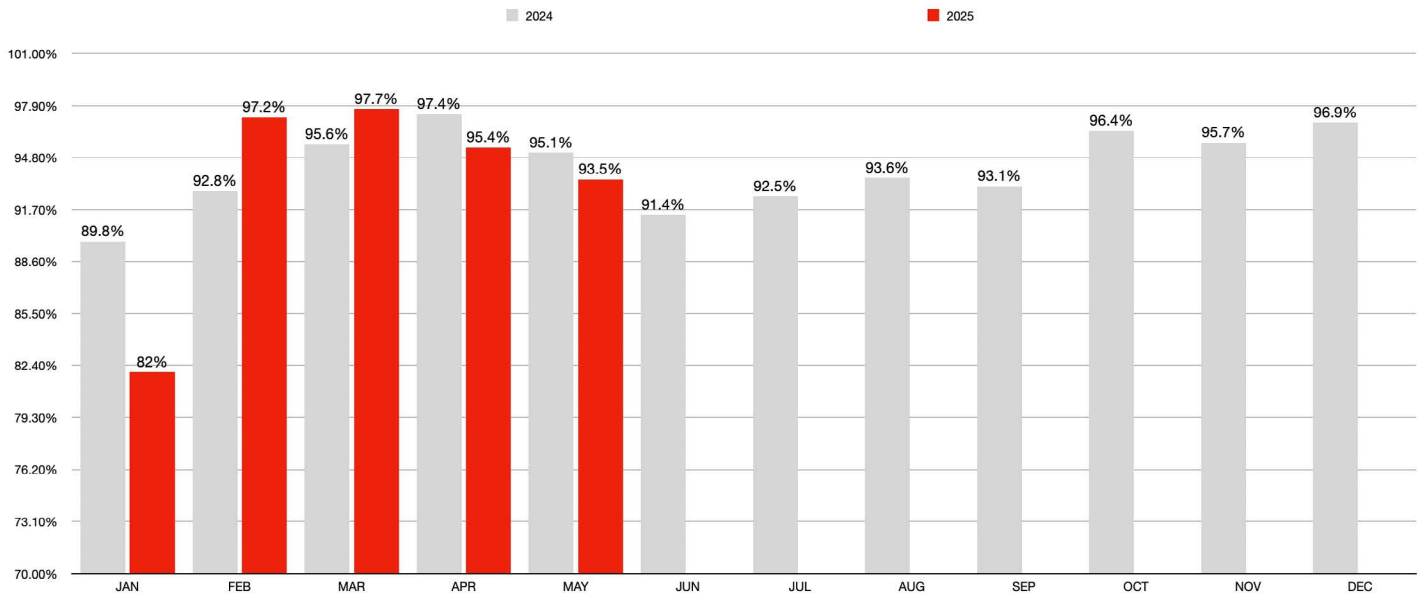
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

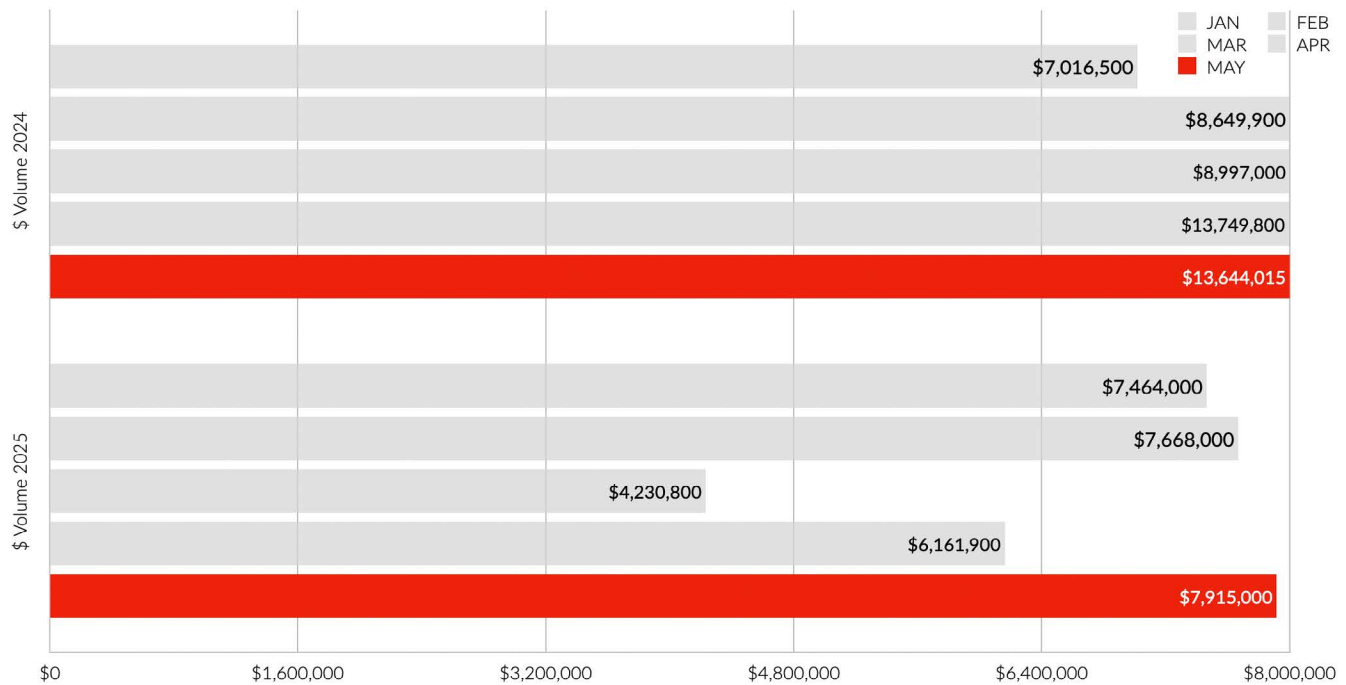


Year-Over-Year

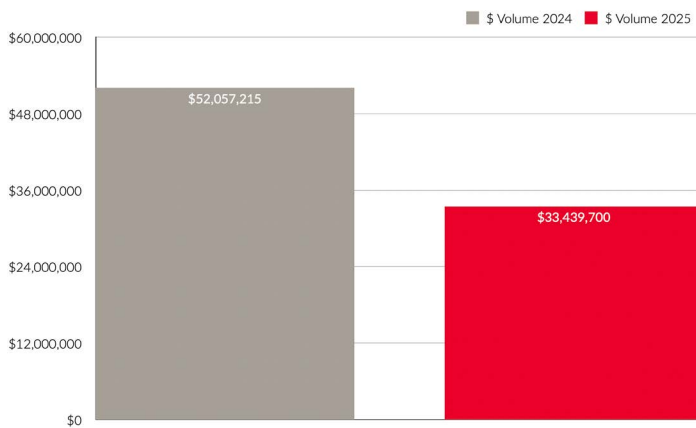


Month-Over-Month 2024 vs. 2025

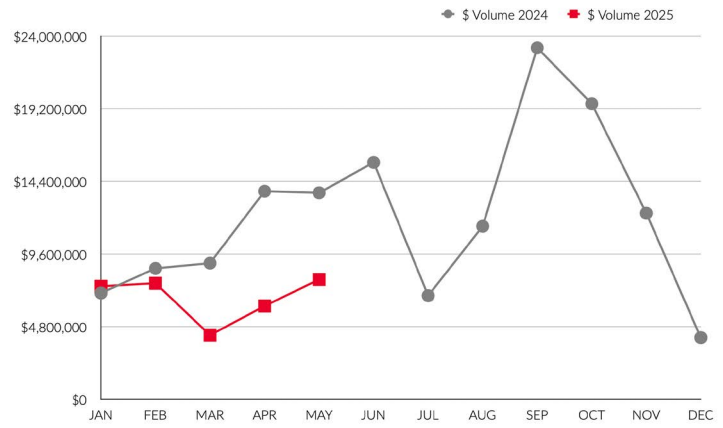
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

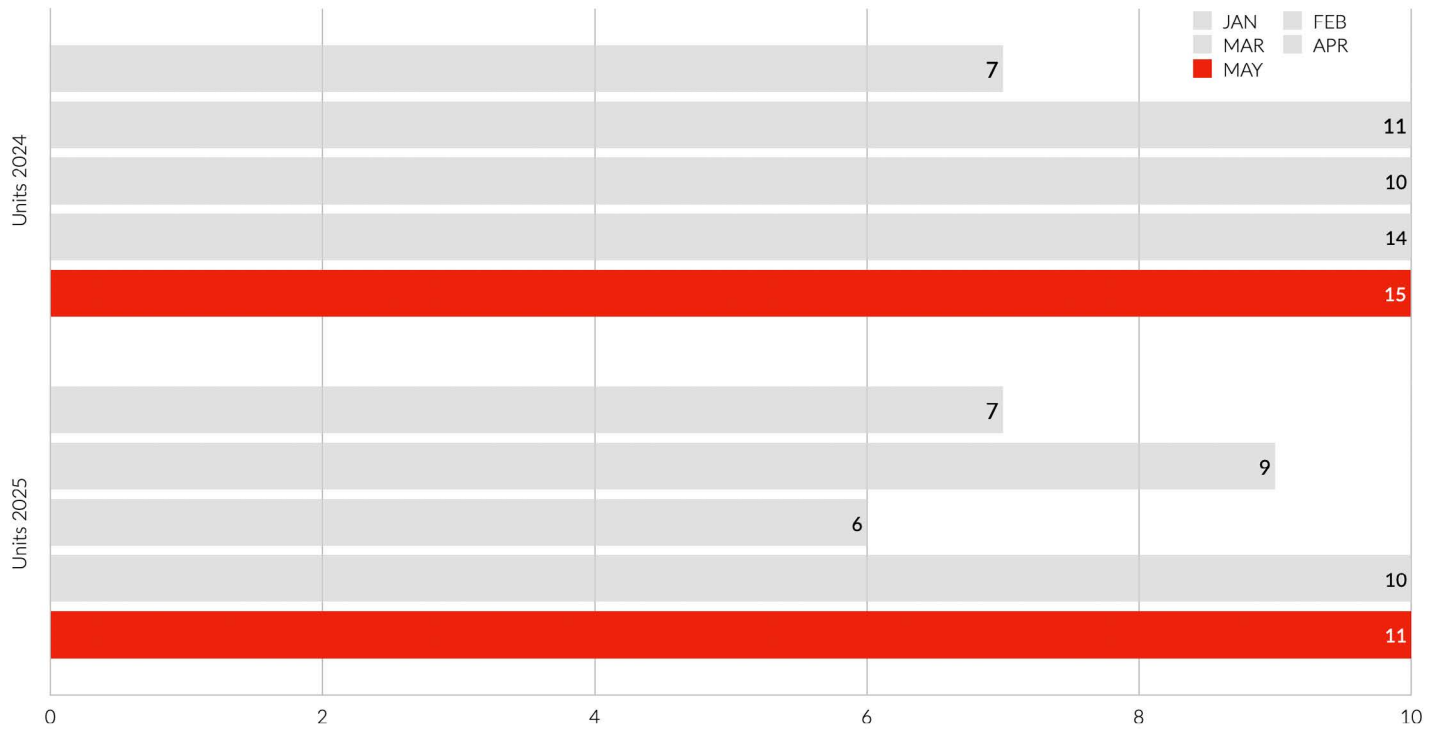


Yearly Totals 2024 vs. 2025

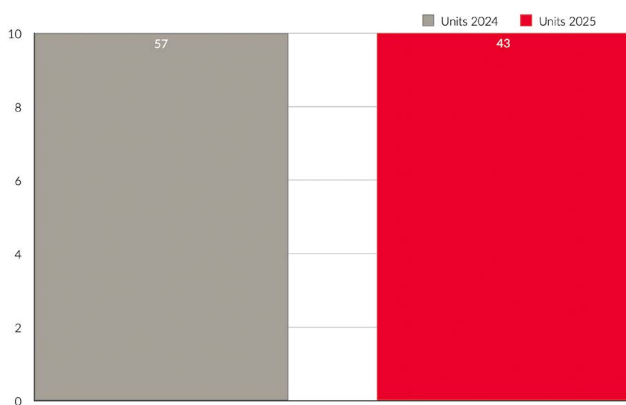


Month vs. Month 2024 vs. 2025

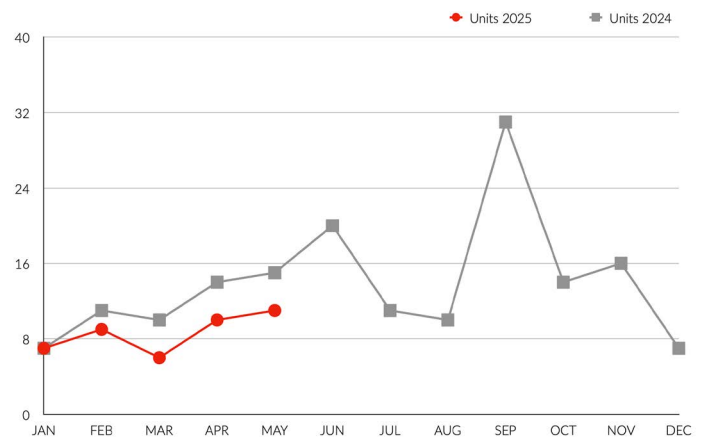
UNIT SALES



Monthly Comparison 2024 vs. 2025

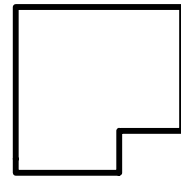

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$33,439,700 -31.09%	 \$0 No change	 \$1,872,000 -46.97%
YTD Unit Sales	 43 -10.42%	 0 No change	 6 -33.33%
YTD Average Sale Price	 \$777,667 -23.08%	 \$0 No change	 \$312,000 -20.45%
May Sales Volume	 \$7,915,000 -32.37%	 \$0 No change	 \$900,000 -53.61%
May Unit Sales	 11 -8.33%	 0 No change	 2 -33.33%

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

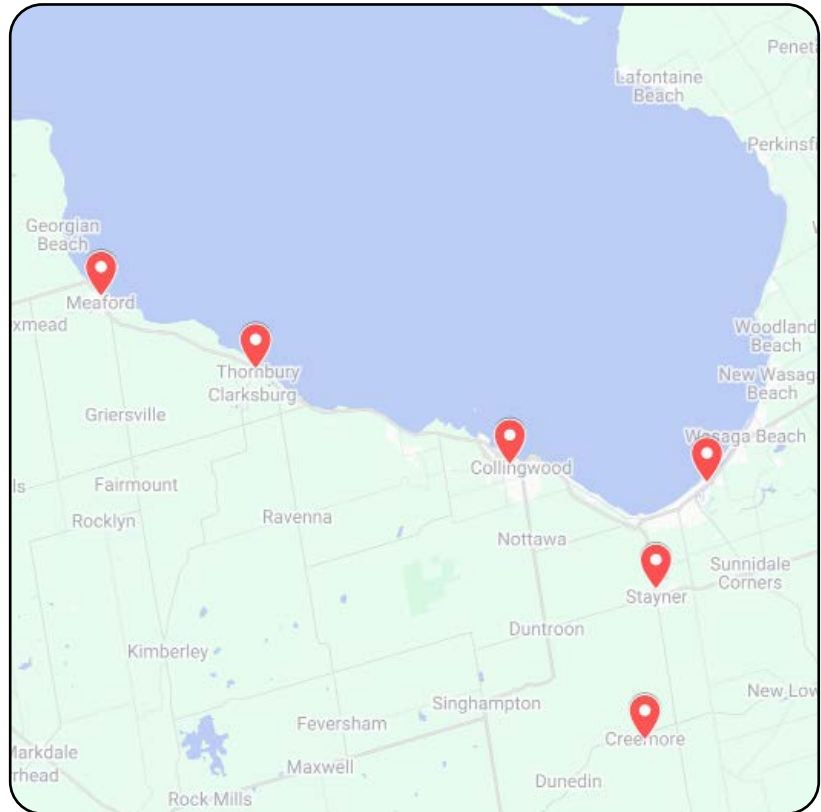
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach


STAYNER

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



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