



2025

OCTOBER

THE BLUE MOUNTAINS

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

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 softened this October, with price declines but stronger sales activity. The median sale price fell 13.78% year-over-year to \$895,000, while the average sale price decreased 10.2% to \$1,200,712, pointing to increased mid-range buying. Sales volume rose 5.28% to \$40.8 million, supported by a 17.24% increase in unit sales to 34 properties. New listings climbed 23.58% to 131, while expired listings dropped 32.08% to 36. The sales-to-new listings ratio edged down 5.13% to 25.95%, keeping conditions tilted toward buyers despite stronger fall market activity. Overall, increased inventory and steady demand suggest buyers have greater negotiating power heading into the winter months.



October year-over-year sales volume of \$40,824,217

Up +5.28% from 2024's \$38,776,480 with unit sales of 34 up +17.24% from last October's 29. New listings of 131 are up by +23.58%, with the sales/listing ratio of 25.95% down by -5.13%.



Year-to-date sales volume of \$293,286,104

Up +12.04% from 2024's \$261,764,033 with unit sales of 256 up +15.32% from 2024's 222. New listings of 1,092 are up +11.77% from a year ago, with the sales/listing ratio of 23.44% up 3.17%.



Year-to-date average sale price of \$1,154,692

Down from \$1,176,382 one year ago with median sale price of \$940,000 down from \$1,016,750 one year ago. Average days-on-market of 67 is up 4 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$895,000

-13.78%

Average Sale Price

\$1,200,712

-10.2%

Sales Volume

\$40,824,217

+5.28%

Unit Sales

34

+17.24%

New Listings

131

+23.58%

Expired Listings

36

-32.08%

Unit Sales/Listings Ratio

25.95%

-5.13%

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

THE MARKET IN DETAIL

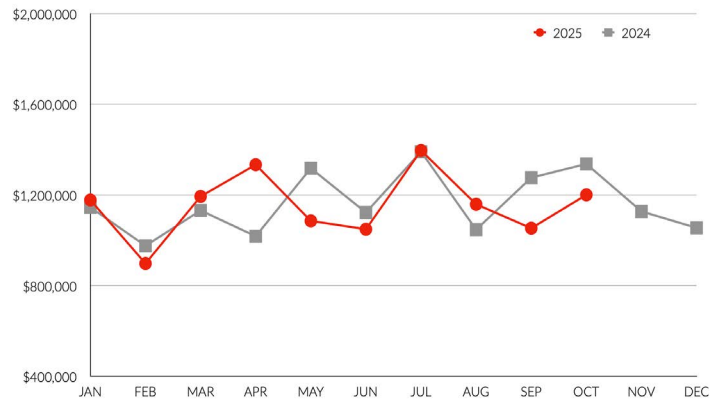
	2023	2024	2025	2024-2025
YTD Volume Sales	\$272,458,000	\$261,764,033	\$293,286,104	+12.04%
YTD Unit Sales	240	222	256	+15.32%
YTD New Listings	830	977	1,092	+11.77%
YTD Sales/Listings Ratio	28.92%	22.72%	23.44%	+3.17%
YTD Expired Listings	152	329	370	+12.46%
Monthly Volume Sales	\$17,439,400	\$38,776,480	\$40,824,217	+5.28%
Monthly Unit Sales	16	29	34	+17.24%
Monthly New Listings	96	106	131	+23.58%
Monthly Sales/Listings Ratio	16.67%	27.36%	25.95%	-5.13%
Monthly Expired Listings	27	53	36	-32.08%
Monthly Average Sale Price	\$1,089,963	\$1,337,120	\$1,200,712	-10.2%
YTD Sales: \$0-\$199K	1	0	1	Up from 0
YTD Sales: \$200k-349K	13	8	9	+12.5%
YTD Sales: \$350K-\$549K	32	20	33	+65%
YTD Sales: \$550K-\$749K	29	33	40	+21.21%
YTD Sales: \$750K-\$999K	40	51	53	+3.92%
YTD Sales: \$1M+	96	104	96	-7.69%
YTD Sales: \$2M+	27	30	25	-16.67%
YTD Average Days-On-Market	48.10	63.40	66.60	+5.05%
YTD Average Sale Price	\$1,154,058	\$1,176,382	\$1,154,692	-1.84%
YTD Median Sale Price	\$1,011,250	\$1,016,750	\$940,000	-7.55%

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

AVERAGE SALE PRICE

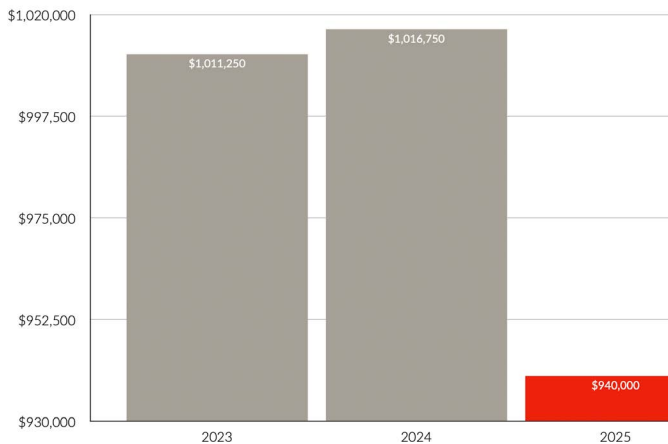


Year-Over-Year

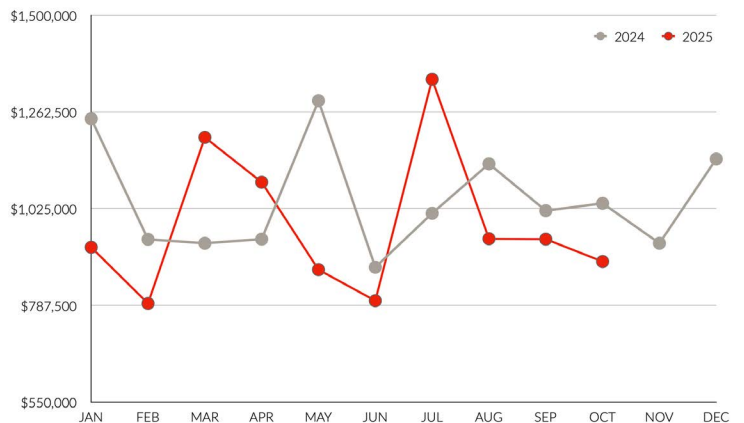


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



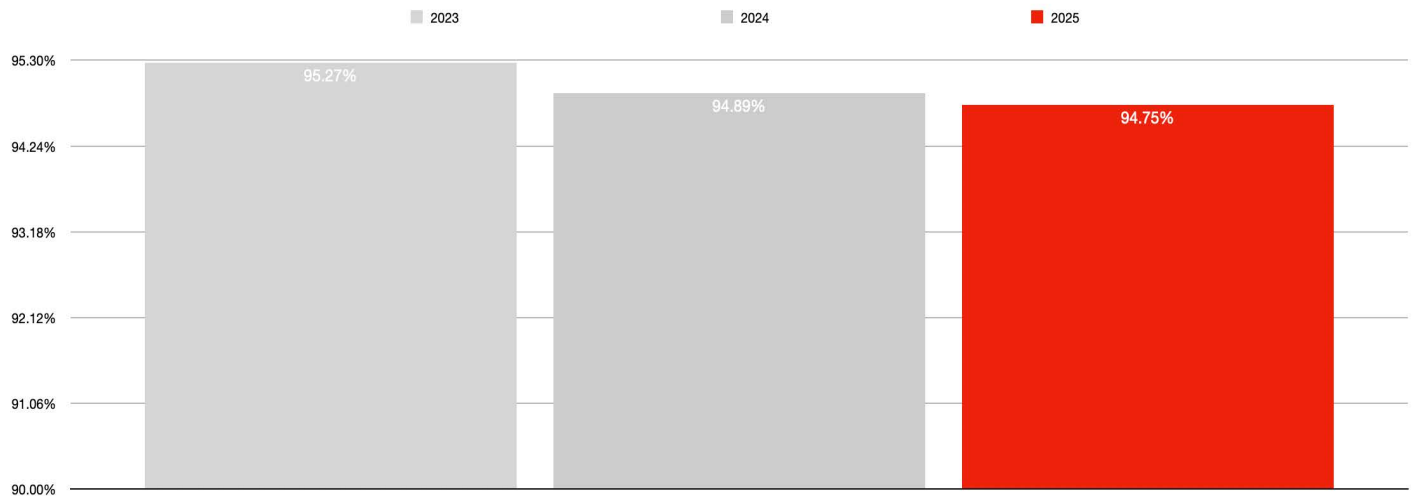
Year-Over-Year



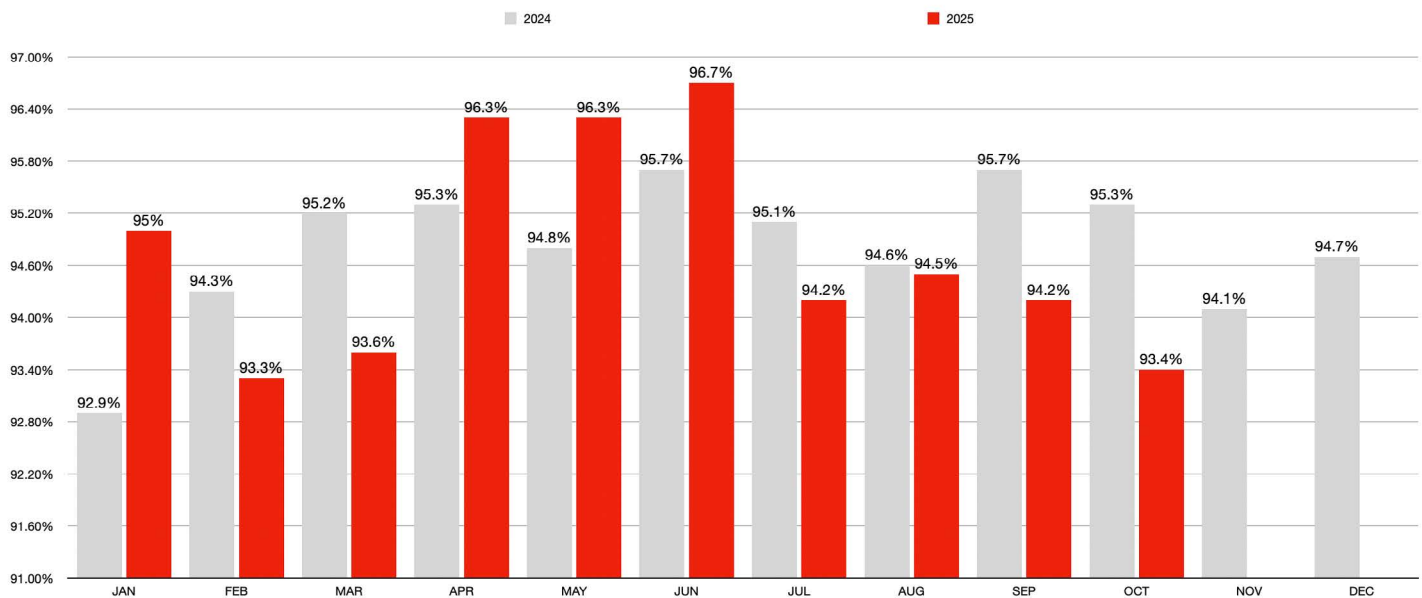
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

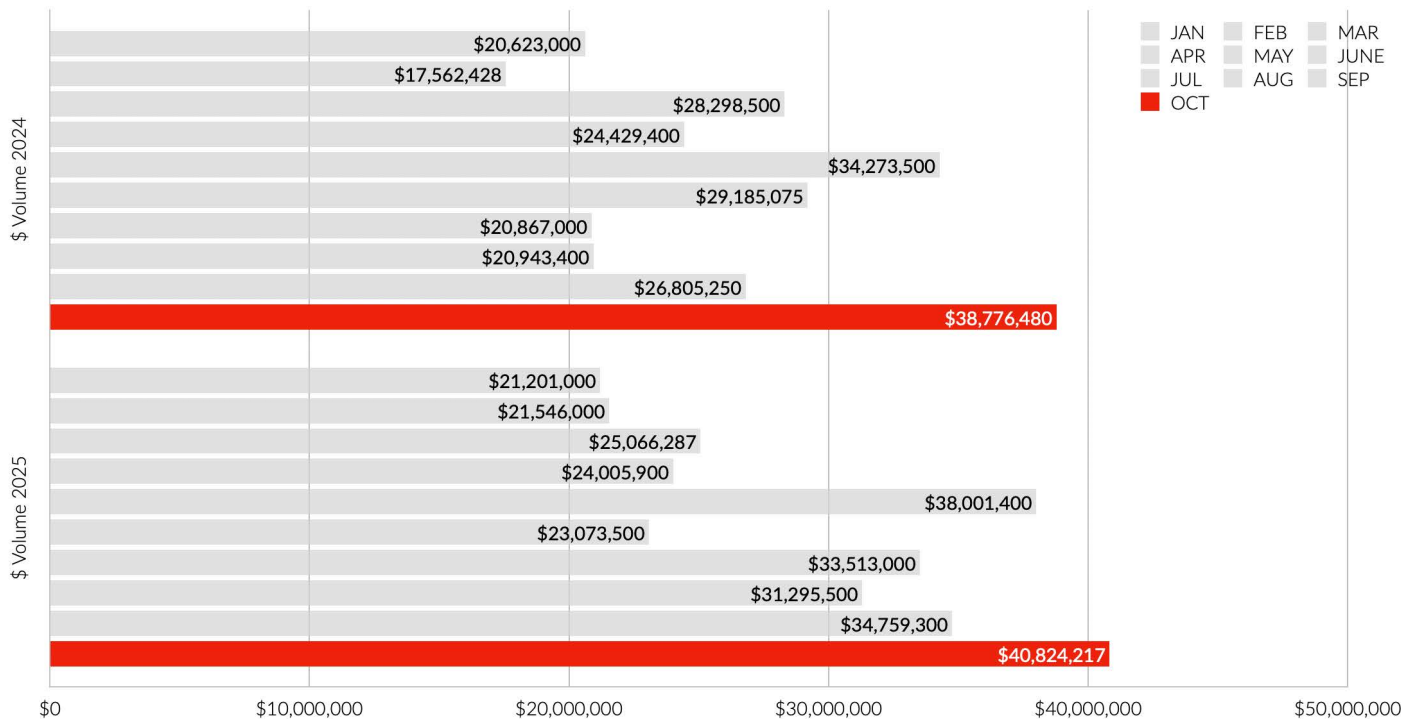


Year-Over-Year

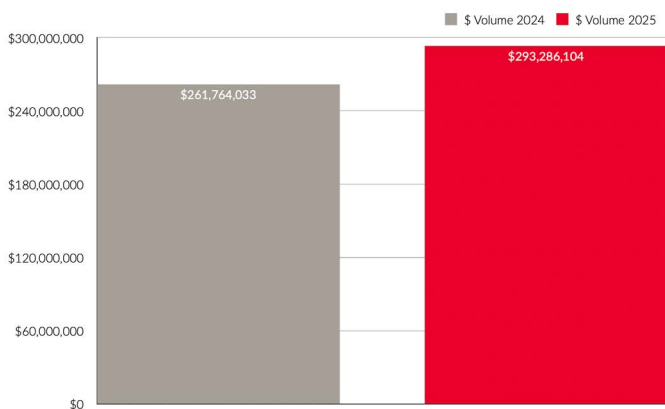


Month-Over-Month 2024 vs. 2025

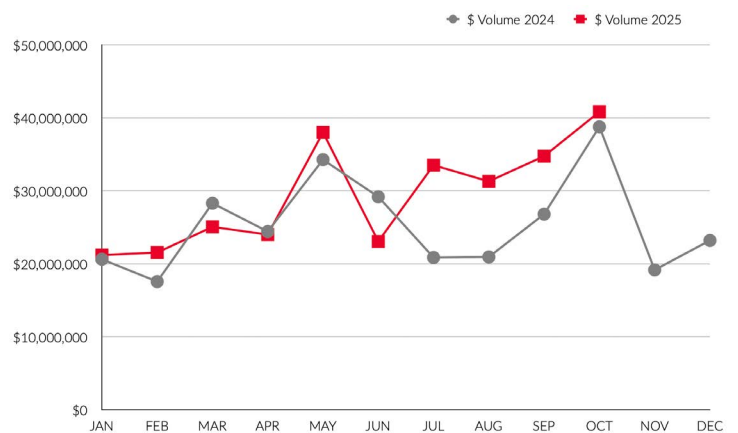
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

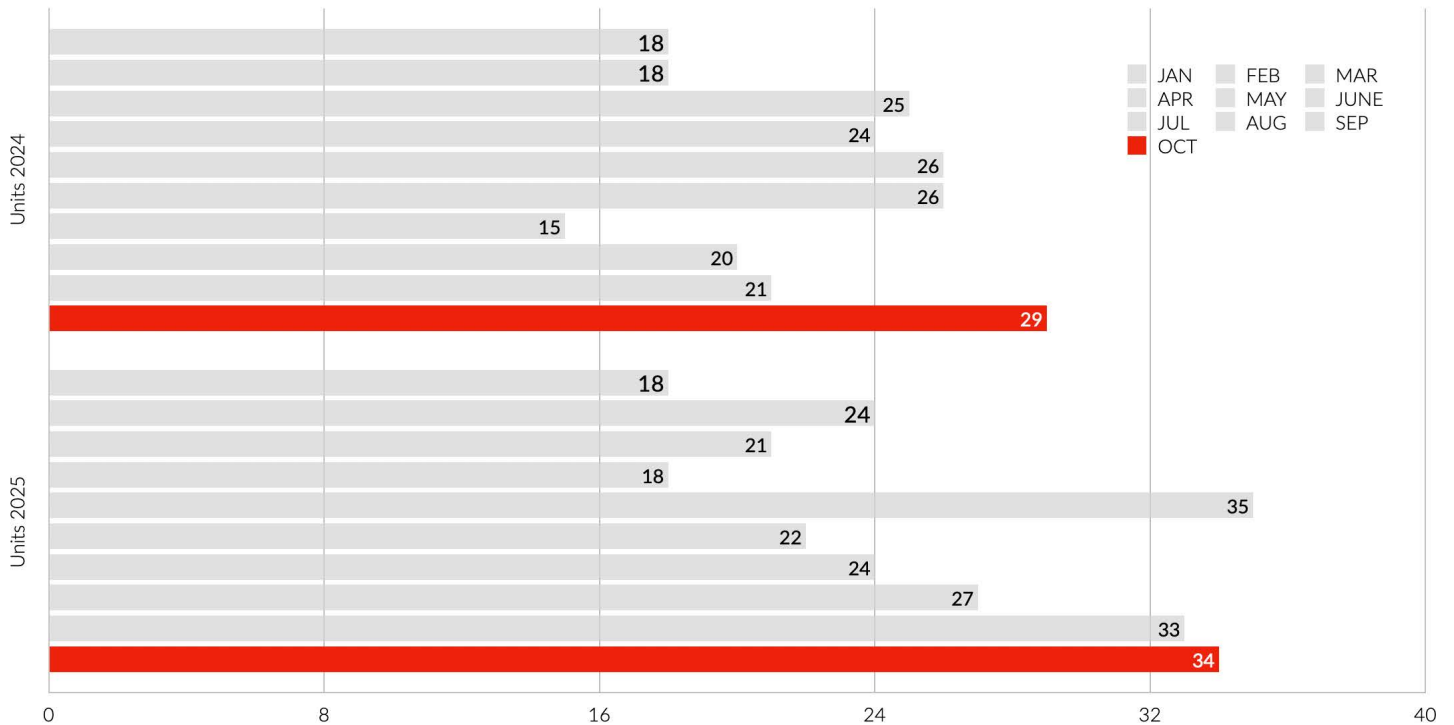


Yearly Totals 2024 vs. 2025

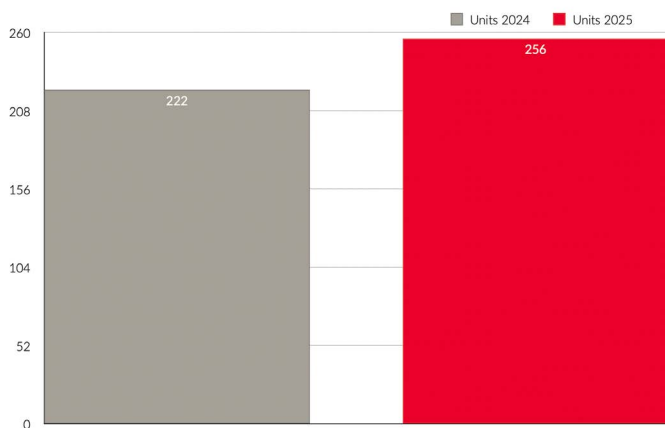


Month vs. Month 2024 vs. 2025

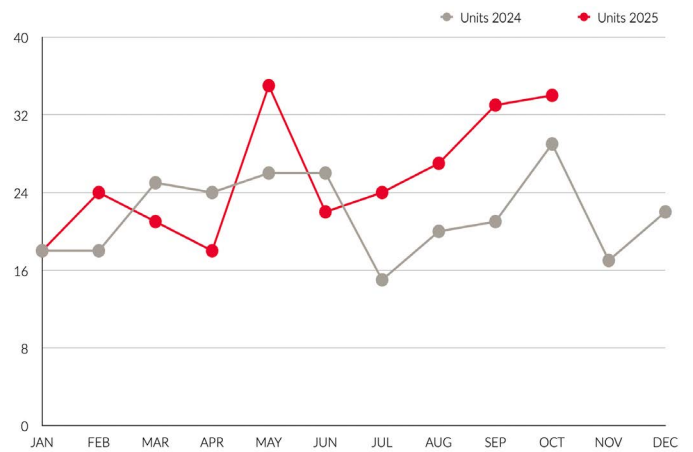
UNIT SALES



Monthly Comparison 2024 vs. 2025

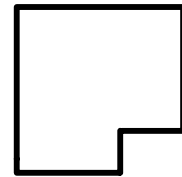


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$238,640,404 +18.57%	 \$54,645,700 +44.56%	 \$7,836,000 -44.68%
YTD Unit Sales	 172 +21.13%	 84 +42.37%	 10 -33.33%
YTD Average Sale Price	 \$1,387,444 -2.11%	 \$650,544 +1.53%	 \$783,600 -17.03%
October Sales Volume	 \$37,116,717 +20.92%	 \$3,707,500 -39.02%	 \$1,775,000 -11.25%
October Unit Sales	 28 +47.37%	 6 -25%	 3 +50%



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

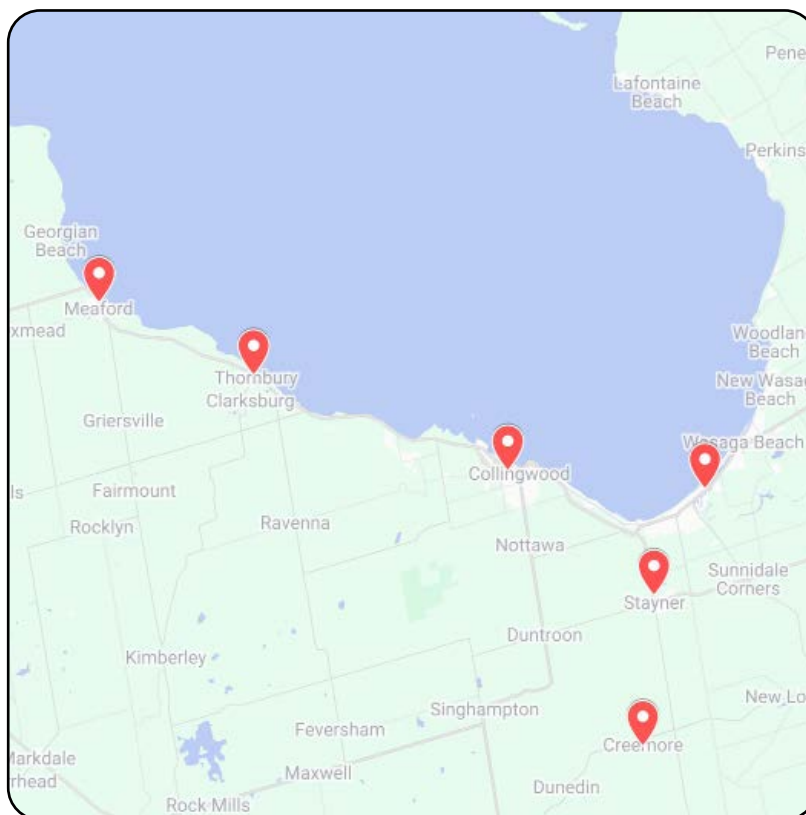
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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