



2025

OCTOBER

COLLINGWOOD

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 Collingwood real estate market remained in buyer's-market territory this October, as prices continued to moderate while sales held steady. The median sale price fell 31.6% year-over-year to \$710,000, and the average sale price declined 7.56% to \$783,758, signalling reduced upper-end activity. Sales volume edged down 4.17% to \$39.8 million, with 49 properties sold—unchanged from last year. New listings decreased 10.87% to 123, while expired listings eased 6.67% to 42. The sales-to-new listings ratio improved 12.2% to 39.84%, suggesting a slightly more balanced pace of activity, though overall conditions continue to favour buyers heading into the winter season.



October year-over-year sales volume of \$39,812,100

Down -4.17% from 2024's \$41,544,155 with unit sales of 49 the same as last years October. New listings of 123 are down -10.87% from a year ago, with the sales/listing ratio of 39.84% up 12.20%.



Year-to-date sales volume of \$357,246,603

Up +7.97% from 2024's \$330,863,403 with unit sales of 459 up +15.04% from 2024's 399. New listings of 1,418 are up +15.47% from a year ago, with the sales/listing ratio of 32.37% down -0.38%.



Year-to-date average sale price of \$768,797

Down from \$819,906 one year ago with median sale price of \$683,750 down from \$985,000 one year ago. Average days-on-market of 57 is up 5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$710,000

-31.6%

Average Sale Price

\$783,758

-7.56%

Sales Volume

\$39,812,100

-4.17%

Unit Sales

49

0%

New Listings

123

-10.87%

Expired Listings

42

-6.67%

Unit Sales/Listings Ratio

39.84%

+12.20%

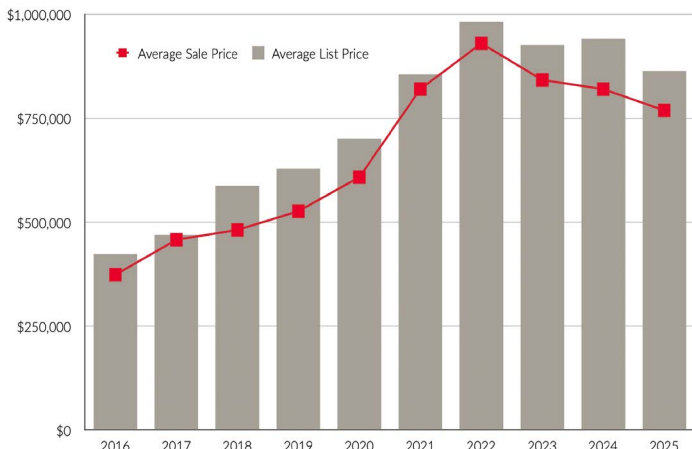
*Year-over-year comparison
(October 2025 vs. October 2024)*

THE MARKET IN DETAIL

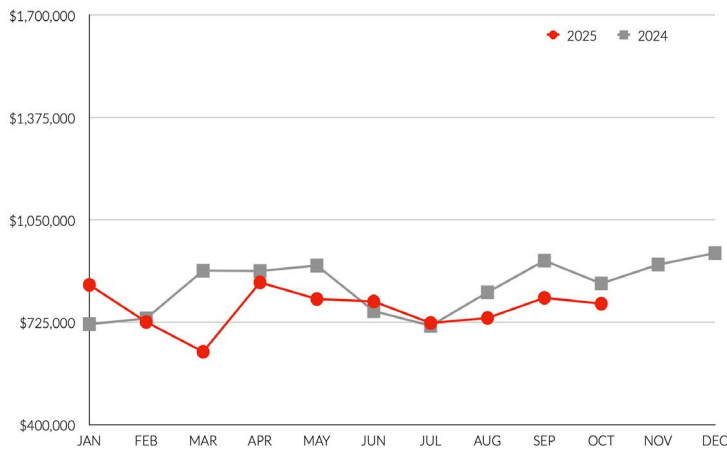
	2023	2024	2025	2024-2025
YTD Volume Sales	\$349,814,102	\$330,863,403	\$357,246,603	+7.97%
YTD Unit Sales	413	399	459	+15.04%
YTD New Listings	1,171	1,228	1,418	+15.47%
YTD Sales/Listings Ratio	35.27%	32.49%	32.37%	-0.38%
YTD Expired Listings	152	330	298	-9.7%
Monthly Volume Sales	\$39,444,000	\$41,544,155	\$39,812,100	-4.17%
Monthly Unit Sales	46	49	49	No Change
Monthly New Listings	142	138	123	-10.87%
Monthly Sales/Listings Ratio	32.39%	35.51%	39.84%	+12.2%
Monthly Expired Listings	21	45	42	-6.67%
Monthly Average Sale Price	\$857,478	\$847,840	\$783,758	-7.56%
YTD Sales: \$0-\$199K	2	3	5	+66.67%
YTD Sales: \$200k-349K	9	5	16	+220%
YTD Sales: \$350K-\$549K	74	83	114	+37.35%
YTD Sales: \$550K-\$749K	109	123	130	+5.69%
YTD Sales: \$750K-\$999K	115	91	110	+20.88%
YTD Sales: \$1M-\$2M	113	94	73	-22.34%
YTD Sales: \$2M+	13	12	12	No Change
YTD Average Days-On-Market	41.30	41.30	56.50	+36.8%
YTD Average Sale Price	\$841,979	\$819,906	\$768,797	-6.23%
YTD Median Sale Price	\$1,011,250	\$985,000	\$683,750	-30.58%

Collingwood MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

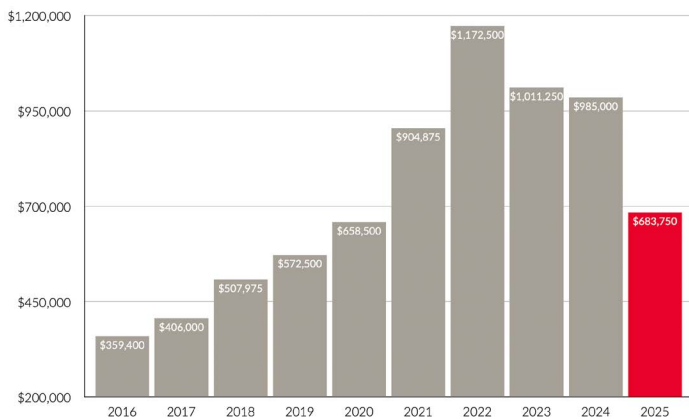


Year-Over-Year

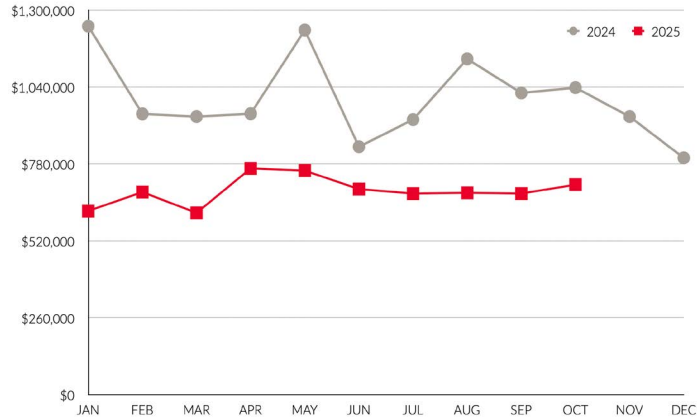


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



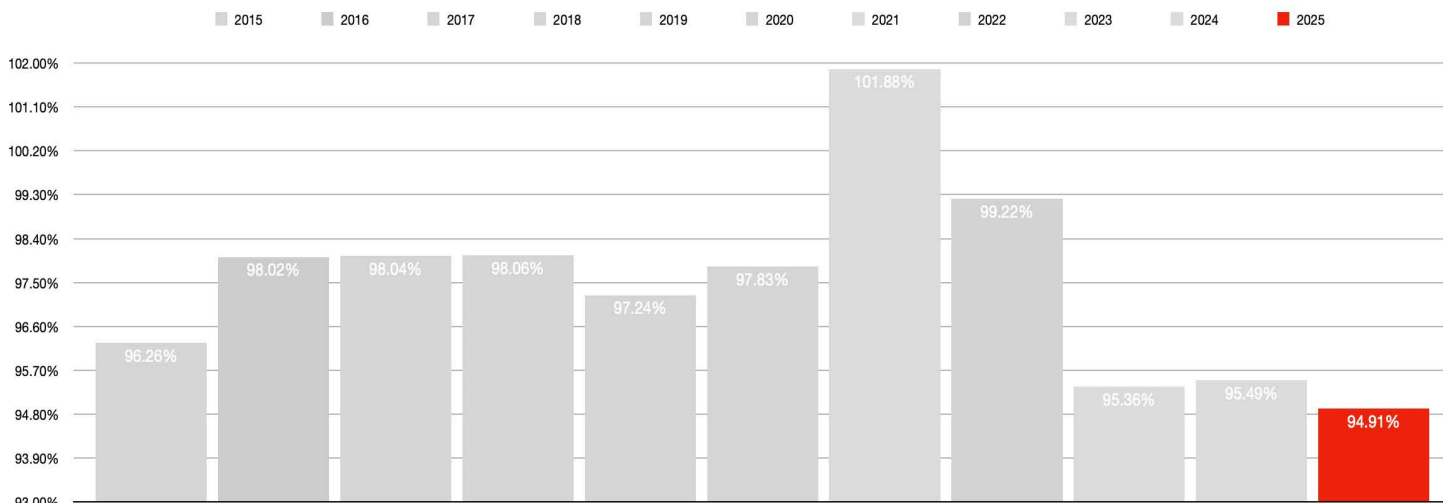
Year-Over-Year



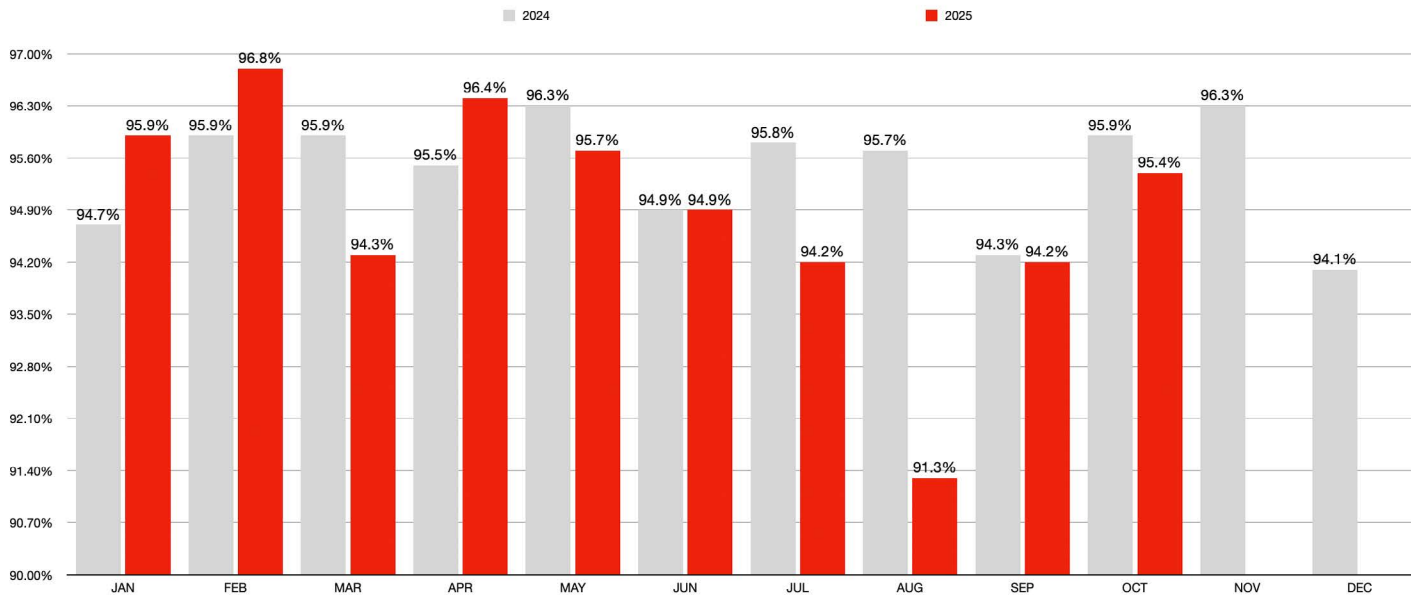
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

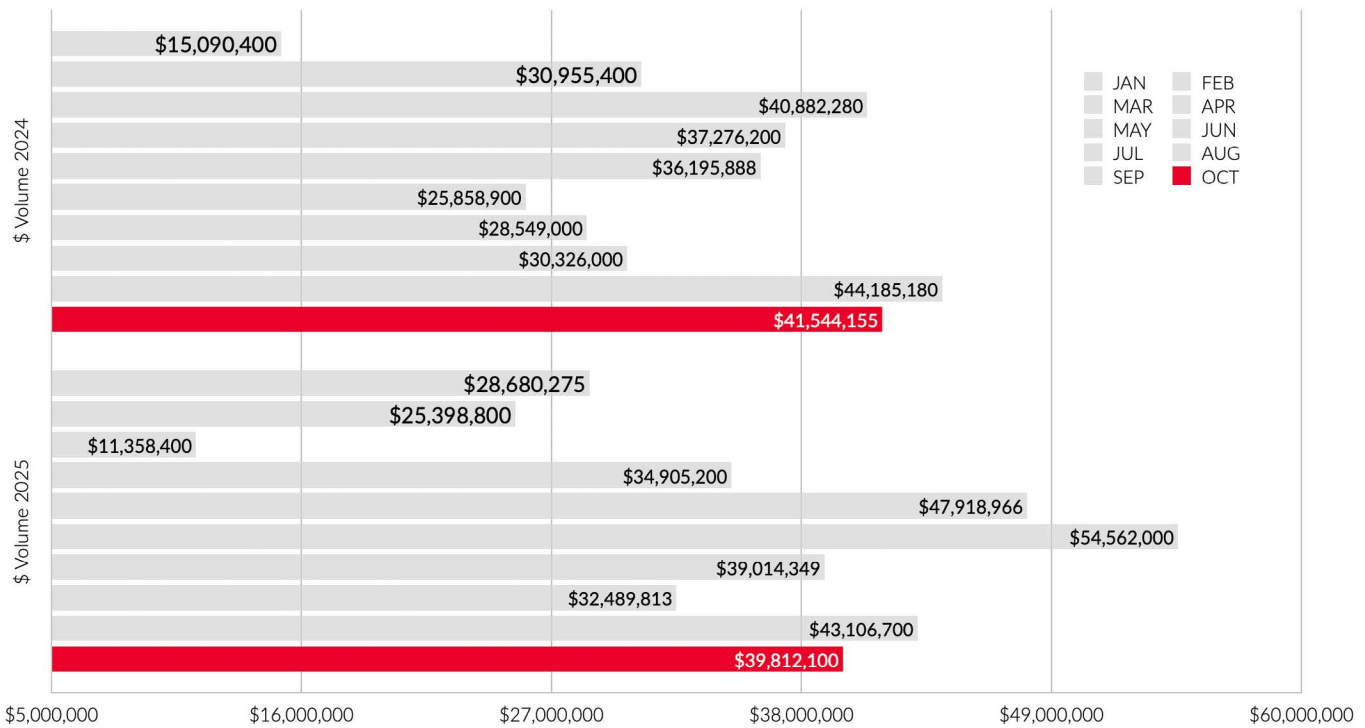


Year-Over-Year

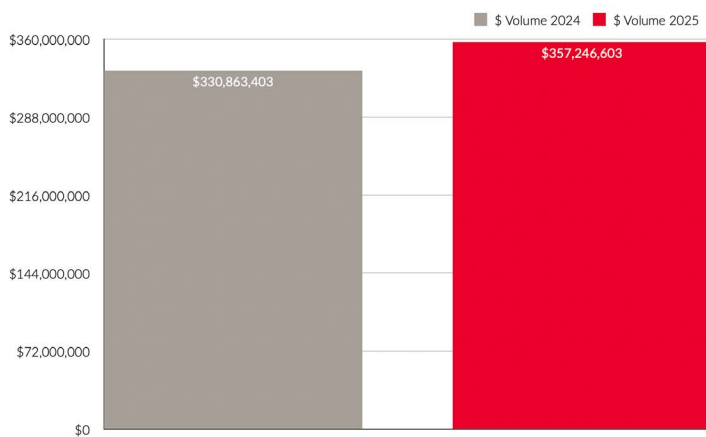


Month-Over-Month 2024 vs. 2025

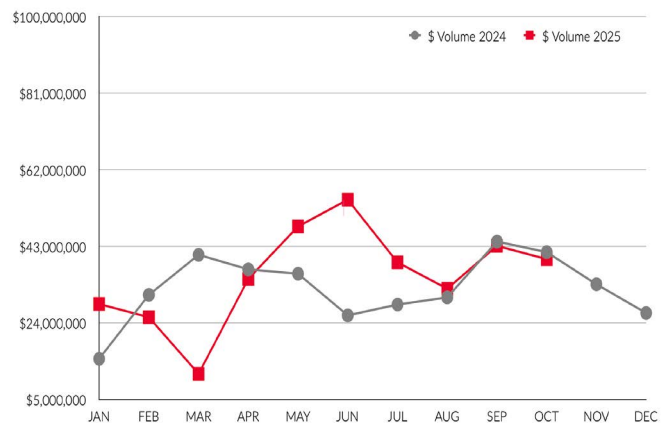
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

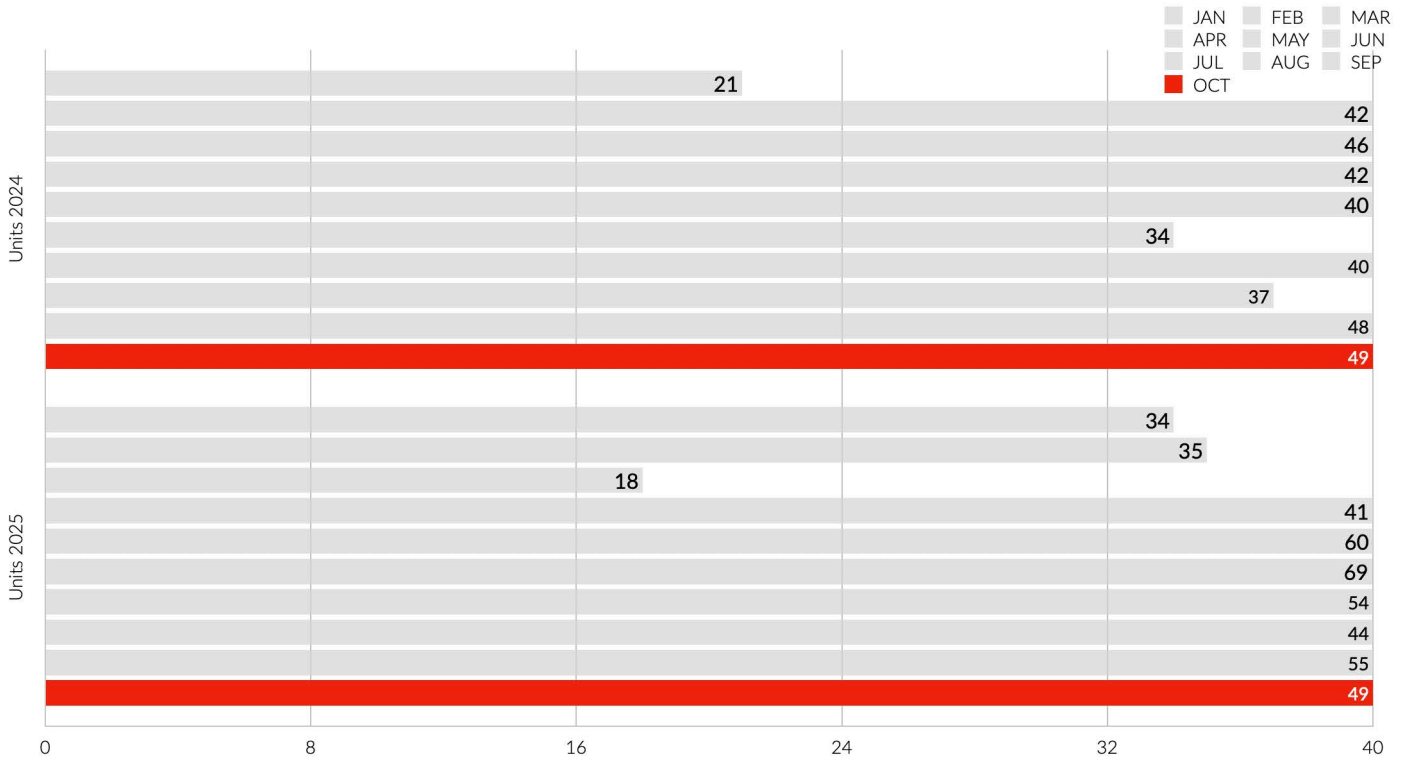


Yearly Totals 2024 vs. 2025

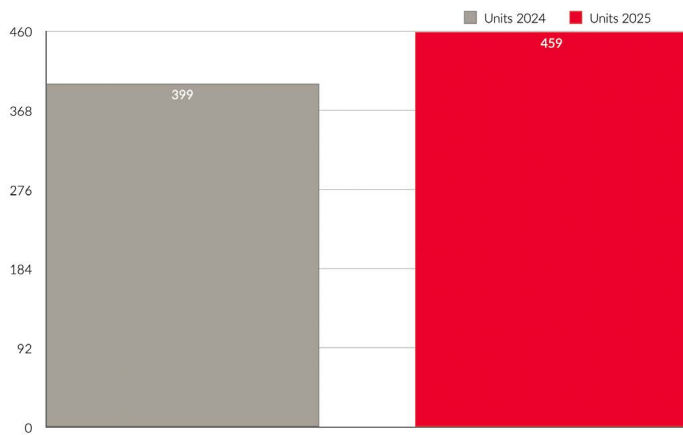


Month vs. Month 2024 vs. 2025

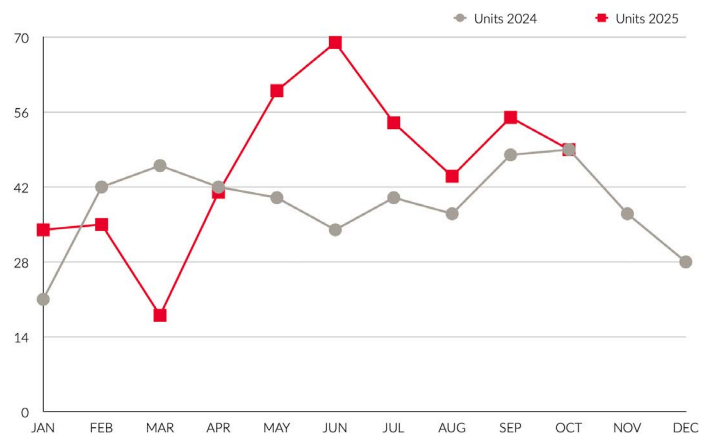
UNIT SALES



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	\$253,737,304 +4.39%	\$103,509,299 +21.61%	\$2,980,000 +96.38%
YTD Unit Sales	284 +7.17%	175 +36.72%	4 -33.33%
YTD Average Sale Price	\$893,441 -2.59%	\$591,482 -11.05%	\$745,000 +194.56%
October Sales Volume	\$31,299,200 -7.79%	\$8,512,900 +11.99%	\$0 No Change
October Unit Sales	35 -10.26%	14 +40%	0 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

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

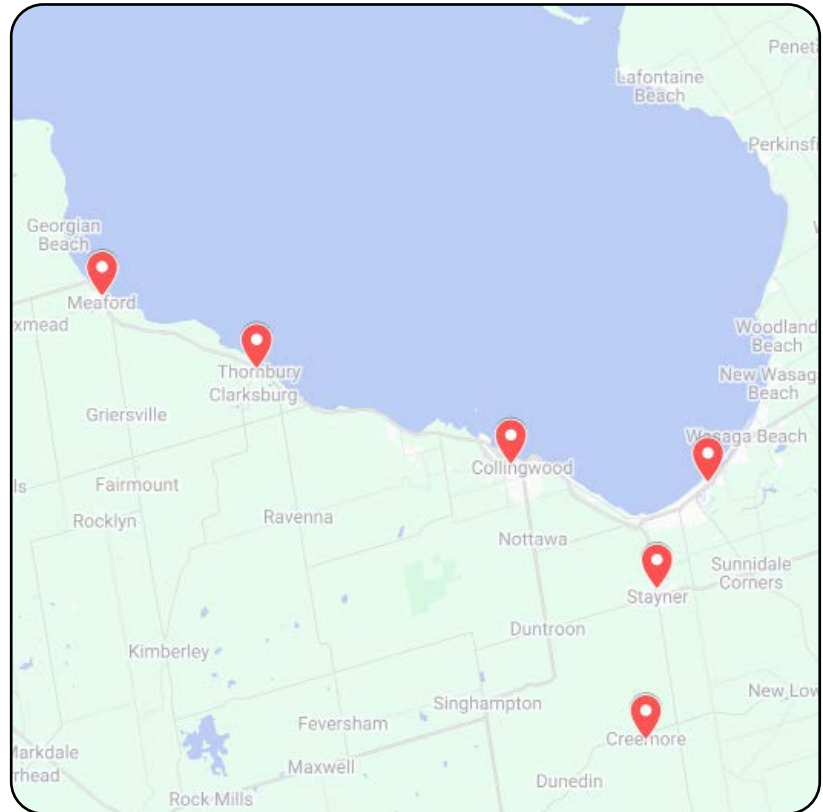
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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