



2025

OCTOBER

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 softened this October, with notable price declines but a stronger pace of sales. The median sale price fell 36.93% year-over-year to \$817,500, while the average sale price dropped 38.17% to \$862,722, reflecting fewer high-end transactions. Sales volume declined 20.51% to \$15.5 million, though unit sales increased 28.57% to 18 properties. New listings slipped 8.11% to 34, and expired listings held steady at 19. The sales-to-new listings ratio jumped 39.92% to 52.94%, showing improved absorption but maintaining overall buyer's-market conditions. While demand strengthened slightly, ample inventory continues to offer buyers increased flexibility and negotiating power.



October year-over-year sales volume of \$15,529,000

Down -20.51% from 2024's \$19,535,500 with unit sales of 18 up +28.57% from last October's 14. New listings of 34 are down -8.11% from a year ago, with the sales/listing ratio of 52.94% up 39.92%.



Year-to-date sales volume of \$110,552,500

Down -14.14% from 2024's \$128,761,115 with unit sales of 136 down -4.9% in comparison to 2024. New listings of 392 are up +5.95% from a year ago, with the sales/listing ratio of 34.69% down by -10.23%.



Year-to-date average sale price of \$812,959

Down -12.92% from \$933,591 one year ago with median sale price of \$667,700 up from \$645,008 one year ago. The average days-on-market is 69, down 1 day from last year.

OCTOBER NUMBERS

Median Sale Price

\$817,500

-36.93%

Average Sale Price

\$862,722

-38.17%

Sales Volume

\$15,529,000

-20.51%

Unit Sales

18

+28.57%

New Listings

34

-8.11%

Expired Listings

19

0%

Unit Sales/Listings Ratio

52.94%

+39.92%

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

THE MARKET IN DETAIL

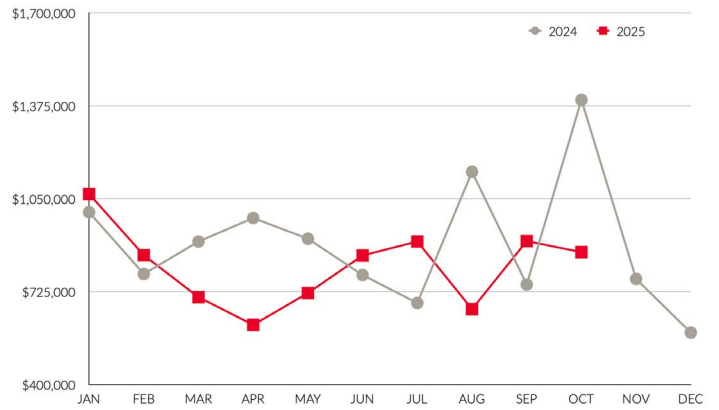
	2023	2024	2025	2024-2025
YTD Volume Sales	\$79,507,135	\$128,761,115	\$110,552,500	-14.14%
YTD Unit Sales	102	143	136	-4.9%
YTD New Listings	287	370	392	+5.95%
YTD Sales/Listings Ratio	35.54%	38.65%	34.69%	-10.23%
YTD Expired Listings	35	109	104	-4.59%
Monthly Volume Sales	\$6,976,900	\$19,535,500	\$15,529,000	-20.51%
Monthly Unit Sales	11	14	18	+28.57%
Monthly New Listings	30	37	34	-8.11%
Monthly Sales/Listings Ratio	36.67%	37.84%	52.94%	+39.92%
Monthly Expired Listings	2	19	19	No Change
Monthly Average Sale Price	\$634,264	\$1,395,393	\$862,722	-38.17%
YTD Sales: \$0-\$199K	4	8	3	-62.5%
YTD Sales: \$200k-349K	2	5	10	+100%
YTD Sales: \$350K-\$549K	31	28	29	3.57%
YTD Sales: \$550K-\$749K	0	2	32	200%
YTD Sales: \$750K-\$999K	18	31	35	12.90%
YTD Sales: \$1M-\$2M	18	30	21	-30.00%
YTD Sales: \$2M+	3	9	7	-22.22%
YTD Average Days-On-Market	62.40	70.40	69.20	-1.7%
YTD Average Sale Price	\$778,924	\$933,591	\$812,959	-12.92%
YTD Median Sale Price	\$669,500	\$645,008	\$667,700	+3.52%

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

AVERAGE SALE PRICE

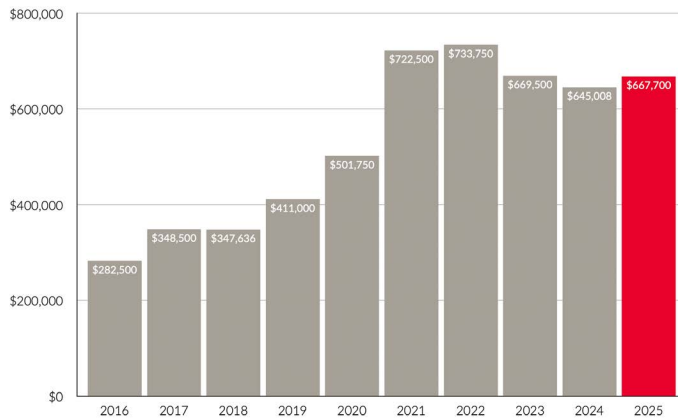


Year-Over-Year

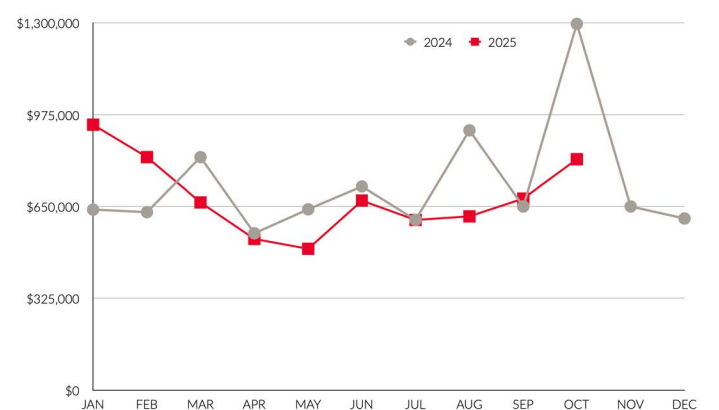


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



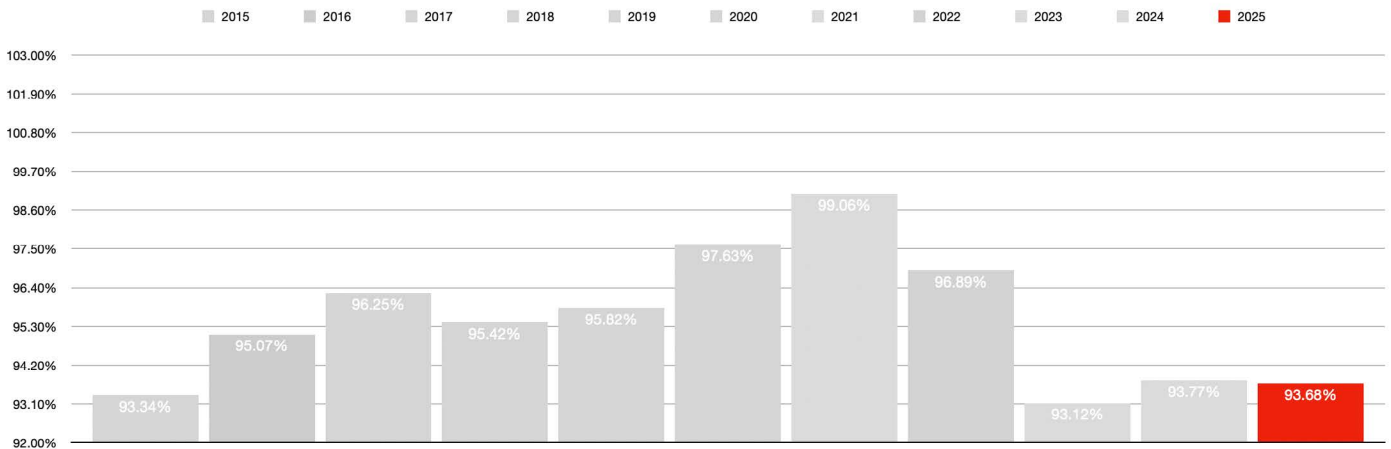
Year-Over-Year



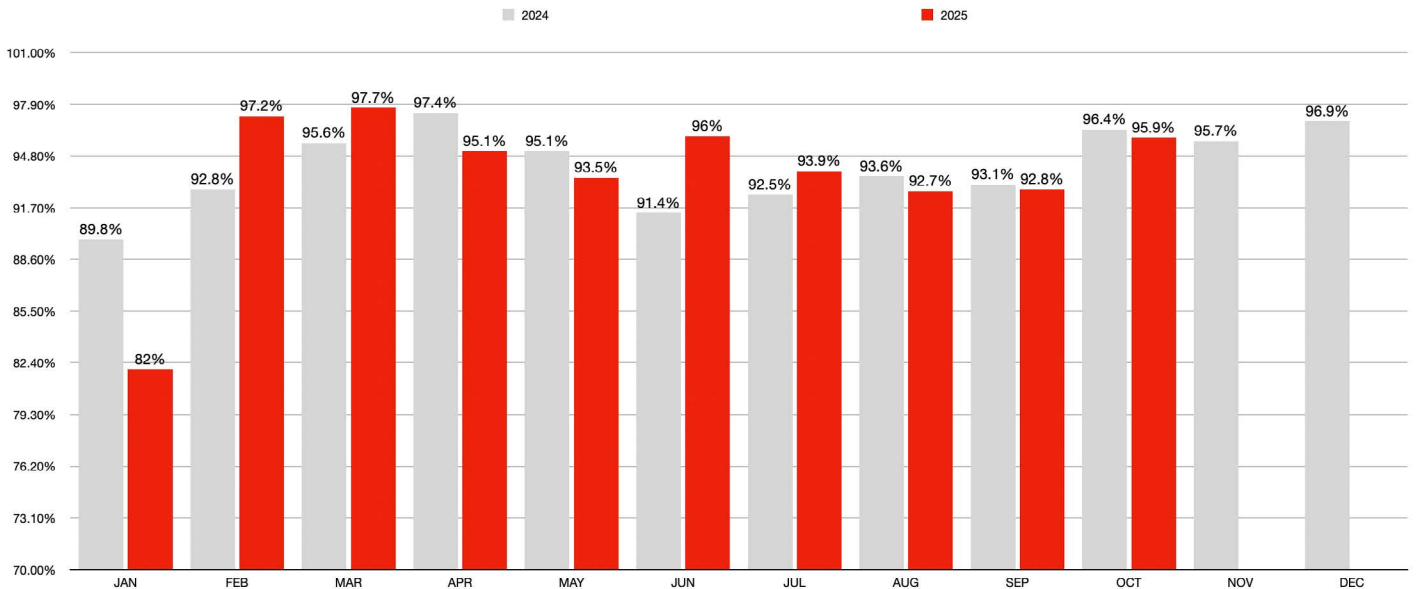
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

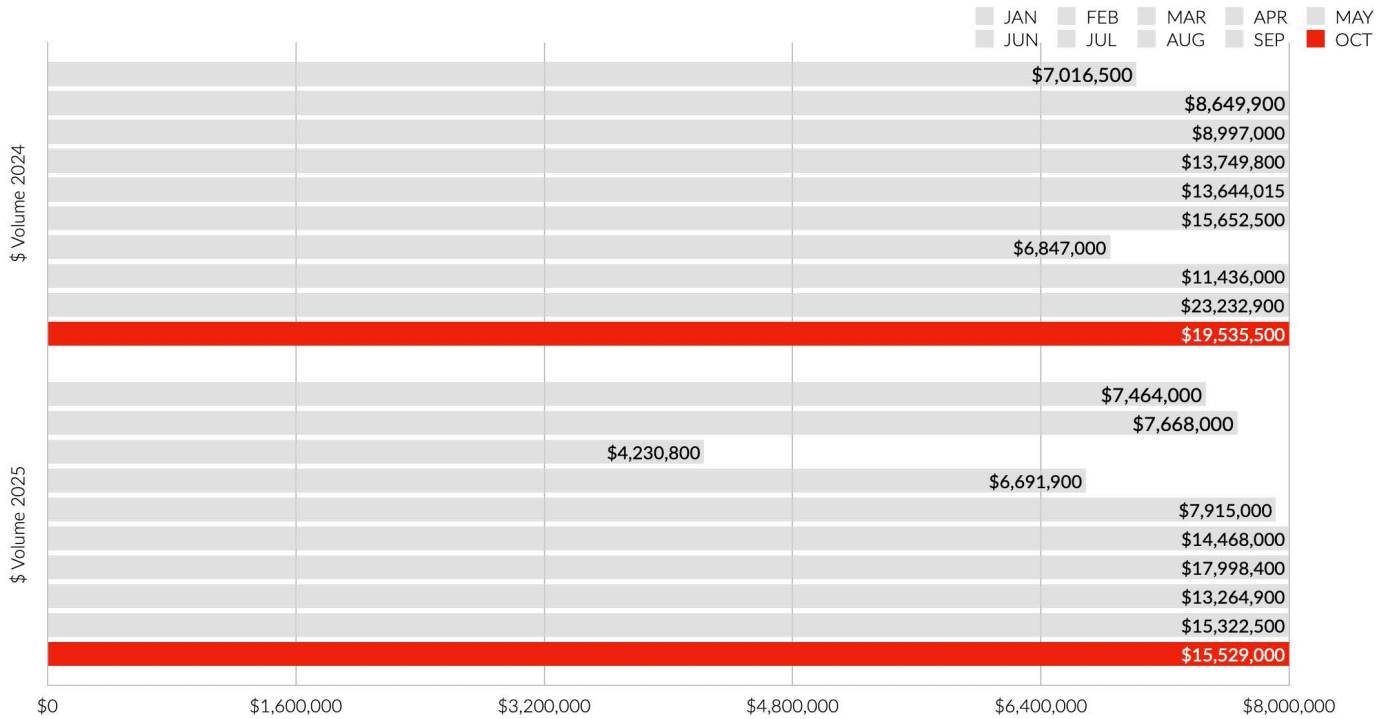


Year-Over-Year



Month-Over-Month 2024 vs. 2025

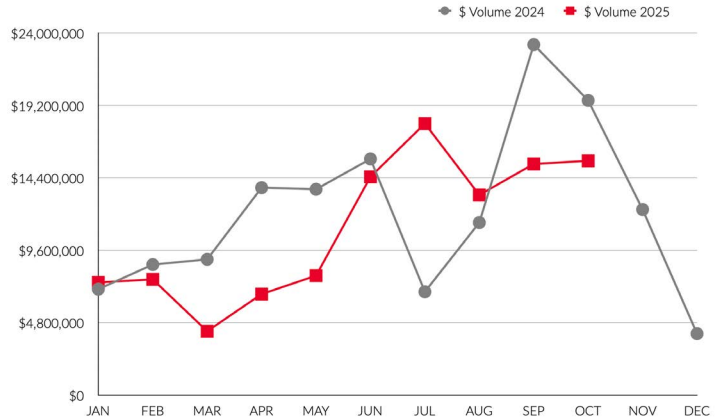
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

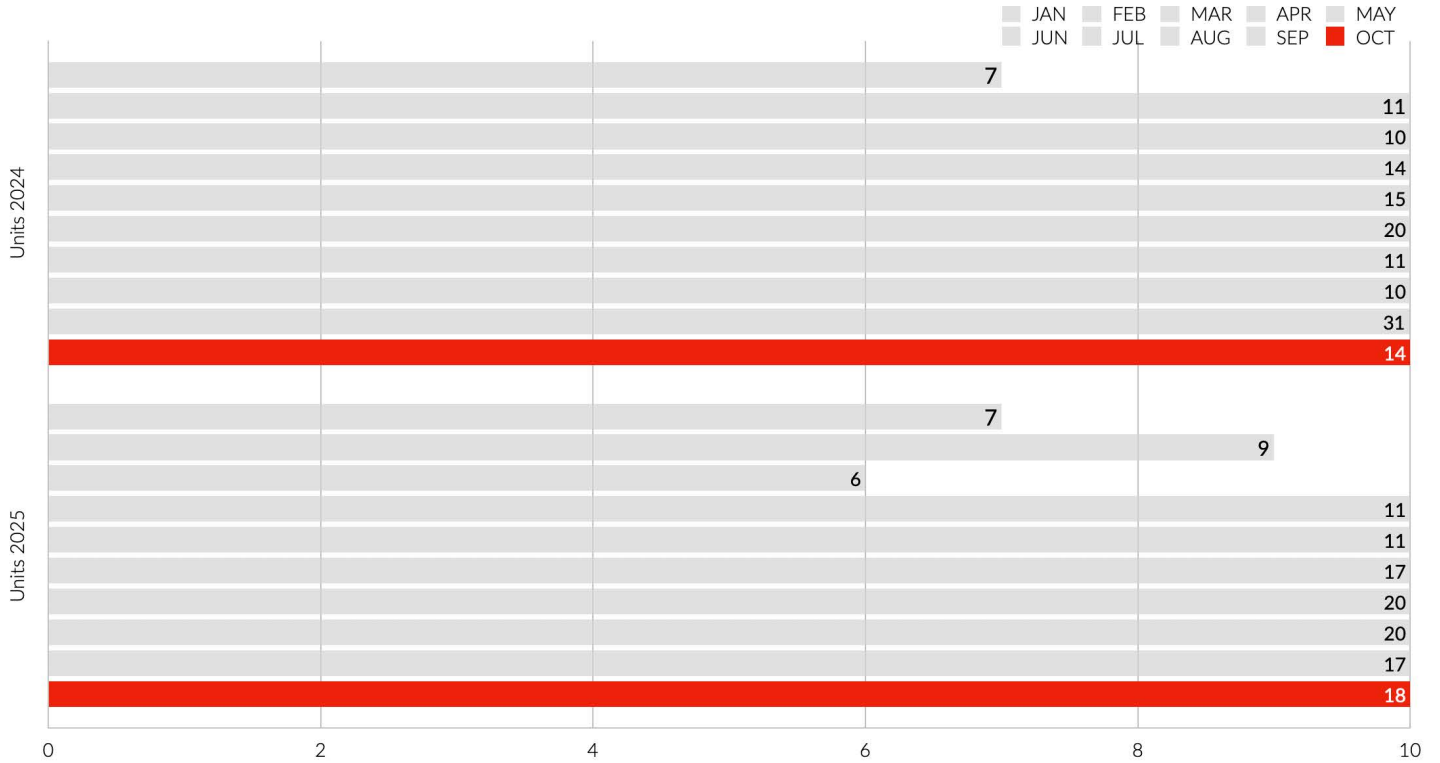


Yearly Totals 2024 vs. 2025

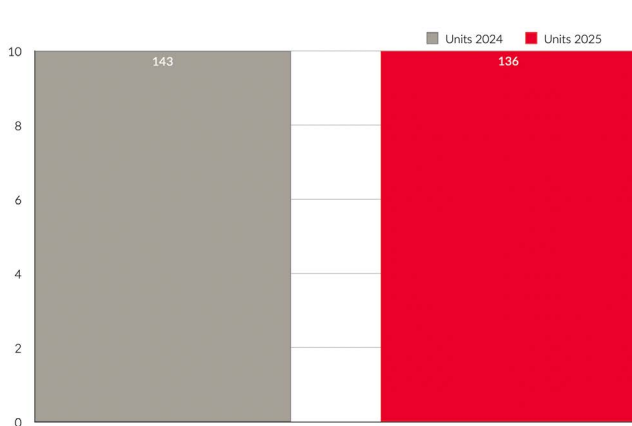


Month vs. Month 2024 vs. 2025

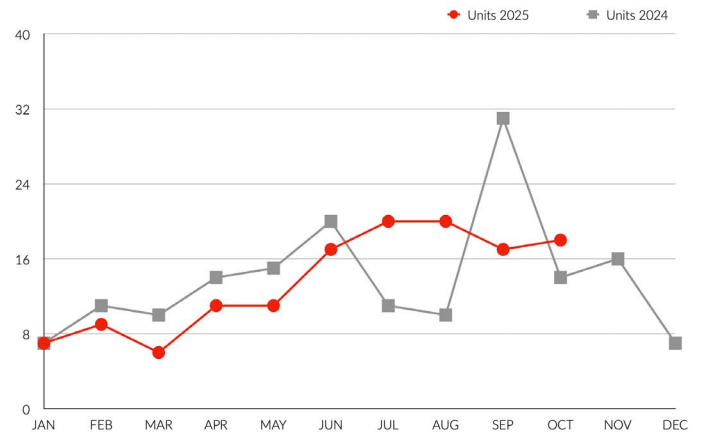
UNIT SALES



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	\$110,552,500 -7.03%	\$0 No Change	\$8,742,000 +5.33%
YTD Unit Sales	136 +11.48%	0 No Change	17 -10.53%
YTD Average Sale Price	\$812,886 -16.6%	\$0 No Change	\$514,235 +17.73%
October Sales Volume	\$15,529,000 -18.14%	\$0 No Change	\$1,510,000 +167.26%
October Unit Sales	18 +50%	0 No Change	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

GREY HIGHLANDS

519-538-5755
96 Sykes St N, Grey Highlands

THORNBURY

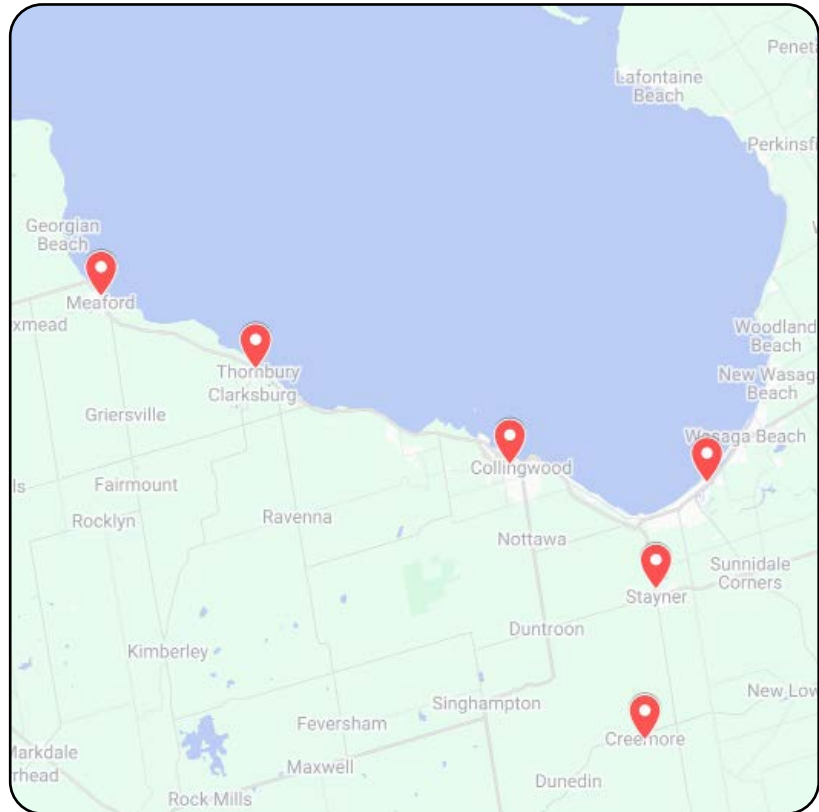
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



/RoyalLePageLocationsNorth

/RlpLocationsNorth

/LocationsNorth

Helping You Is What We Do.

Find more Real Estate Market Reports for Southern Georgian Bay at:

locationsnorth.com/market-update/