



# 2025

# OCTOBER

## SOUTHERN

## GEORGIAN BAY

## 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 [Southern Georgian Bay](#) real estate market maintained steady buyer's-market conditions this October, with stronger sales activity and stable pricing. The median sale price edged down 0.7% year-over-year to \$705,000, while the average sale price rose 3.43% to \$836,622, suggesting consistent demand across mid-range properties. Sales volume increased 22.82% to \$183.8 million, supported by an 18.92% rise in unit sales to 220 properties. New listings climbed 19.04% to 644, while expired listings dropped sharply by 55% to 243, indicating more effective pricing and faster turnover. The sales-to-new listings ratio held relatively steady at 34.16%, down just 0.1% from last year, reinforcing that while activity has improved, conditions remain firmly in favour of buyers.



### October year-over-year sales volume of \$183,783,602

Up +22.82% from 2024's \$149,638,619 with unit sales of 220 up +18.92% from last October's 185. New listings of 644 are up +19.04% from a year ago, with the sales/listing ratio of 34.16% down -0.10%.



### Year-to-date sales volume of \$1,585,585,085

Up +27.92% from 2024's \$1,239,532,008 with unit sales of 1898 up +19.3% from 2024's 1591. New listings of 6,877 are up +28.61% from a year ago, with the sales/listing ratio of 27.60% down -7.25%.



### Year-to-date average sale price of \$842,348

Up from \$776,108 one year ago with median sale price of \$717,250 up from \$680,000 one year ago. Average days-on-market of 58 is up 5 days from last year.

## OCTOBER NUMBERS

Median Sale Price

**\$705,000**

-0.7%

Average Sale Price

**\$836,622**

+3.43%

Sales Volume

**\$183,783,602**

+22.82%

Unit Sales

**220**

+18.92%

New Listings

**644**

+19.04%

Expired Listings

**243**

-55%

Unit Sales/Listings Ratio

**34.16%**

-0.10%

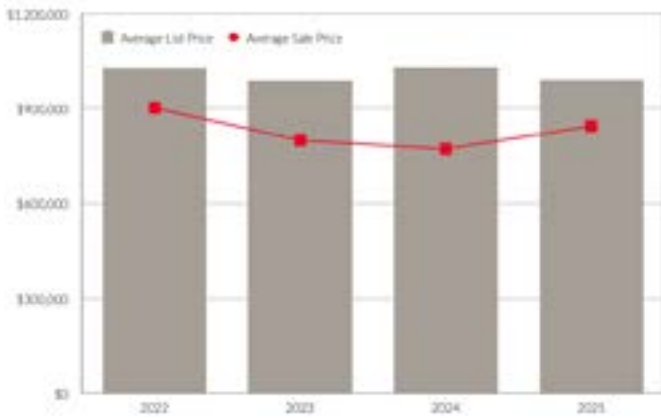
*Year-over-year comparison  
(October 2025 vs. October 2024)*

# THE MARKET IN DETAIL

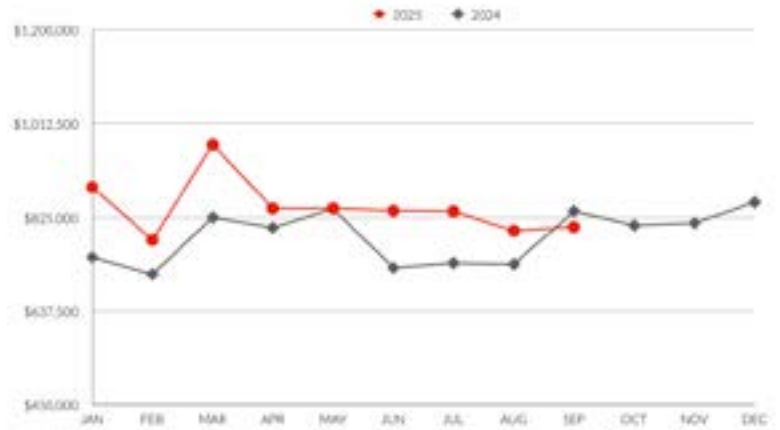
	2023	2024	2025	2024 - 2025
<b>YTD Volume Sales</b>	\$1,363,931,886	\$1,239,532,008	\$1,585,585,085	+27.92%
<b>YTD Unit Sales</b>	1,706	1,591	1,898	+19.3%
<b>YTD New Listings</b>	4,902	5,347	6,877	+28.61%
<b>YTD Sales/Listings Ratio</b>	34.80%	29.76%	27.60%	-7.25%
<b>YTD Expired Listings</b>	3,335	3,492	1,710	-51.03%
<b>Monthly Volume Sales</b>	\$115,186,199	\$149,638,619	\$183,783,602	+22.82%
<b>Monthly Unit Sales</b>	145	185	220	+18.92%
<b>Monthly New Listings</b>	518	541	644	+19.04%
<b>Monthly Sales/Listings Ratio</b>	27.99%	34.20%	34.16%	-0.1%
<b>Monthly Expired Listings</b>	503	540	243	-55%
<b>Monthly Average Sale Price</b>	\$794,388	\$808,857	\$836,622	+3.43%
<b>YTD Sales: \$0-\$199K</b>	31	31	56	+80.65%
<b>YTD Sales: \$200k-349K</b>	105	93	77	-17.2%
<b>YTD Sales: \$350K-\$549K</b>	374	395	362	-8.35%
<b>YTD Sales: \$550K-\$749K</b>	476	443	538	+21.44%
<b>YTD Sales: \$750K-\$999K</b>	380	320	443	+38.44%
<b>YTD Sales: \$1M+</b>	394	370	356	-3.78%
<b>YTD Sales: \$2M+</b>	75	78	70	-10.26%
<b>YTD Average Days-On-Market</b>	45.4	52.9	58.1	+9.83%
<b>YTD Average Sale Price</b>	\$799,057	\$776,108	\$842,348	+8.53%
<b>YTD Median Sale Price</b>	\$720,000	\$680,000	\$717,250	+5.48%

Southern Georgian Bay MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

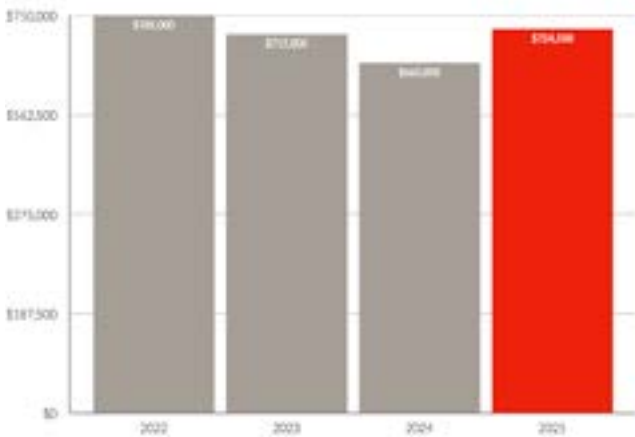


Year-Over-Year

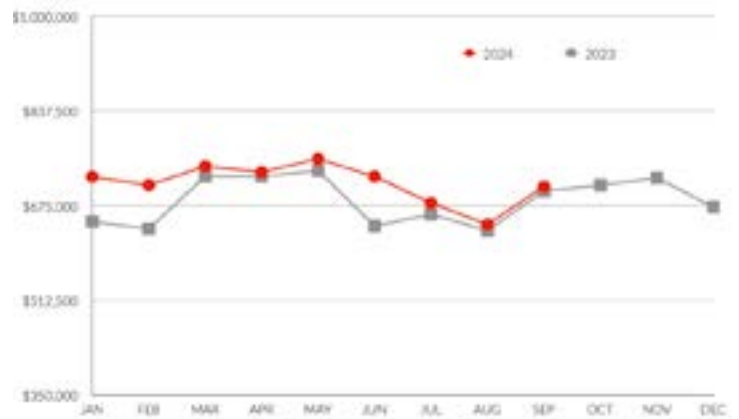


Month-Over-Month 2023 vs. 2024 vs. 2025

# MEDIAN SALE PRICE



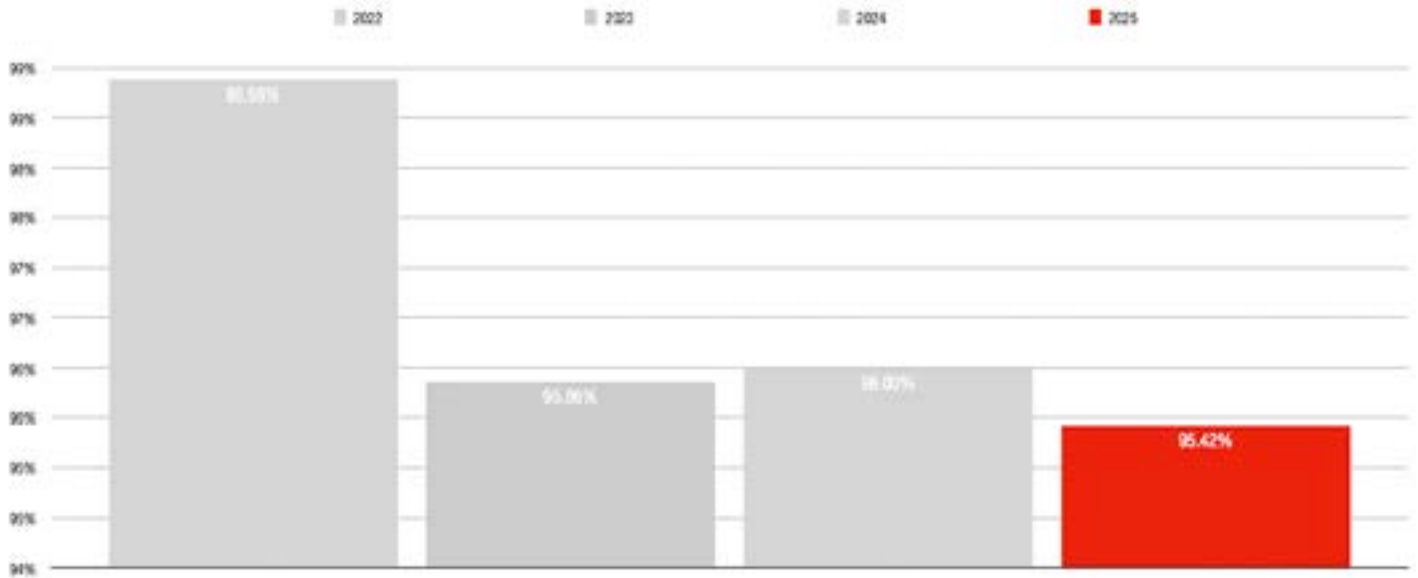
Year-Over-Year



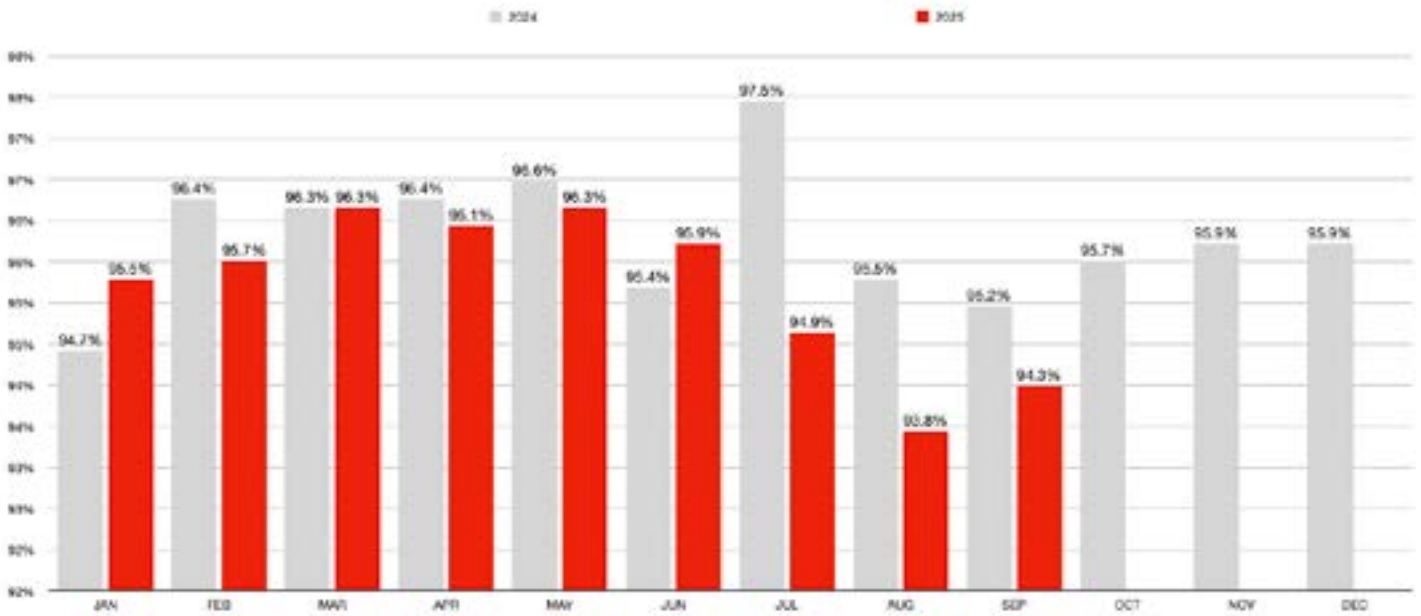
Month-Over-Month 2023 vs. 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO



## Year-Over-Year

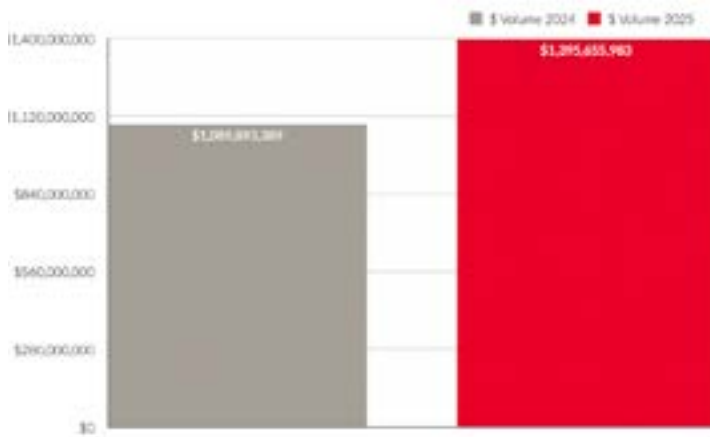


## Month-Over-Month 2024 vs. 2025

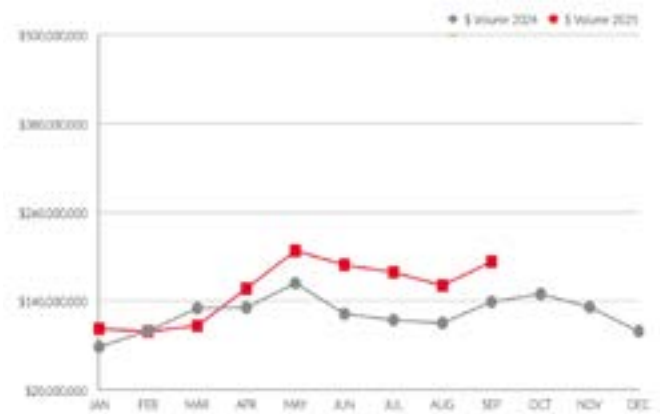
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

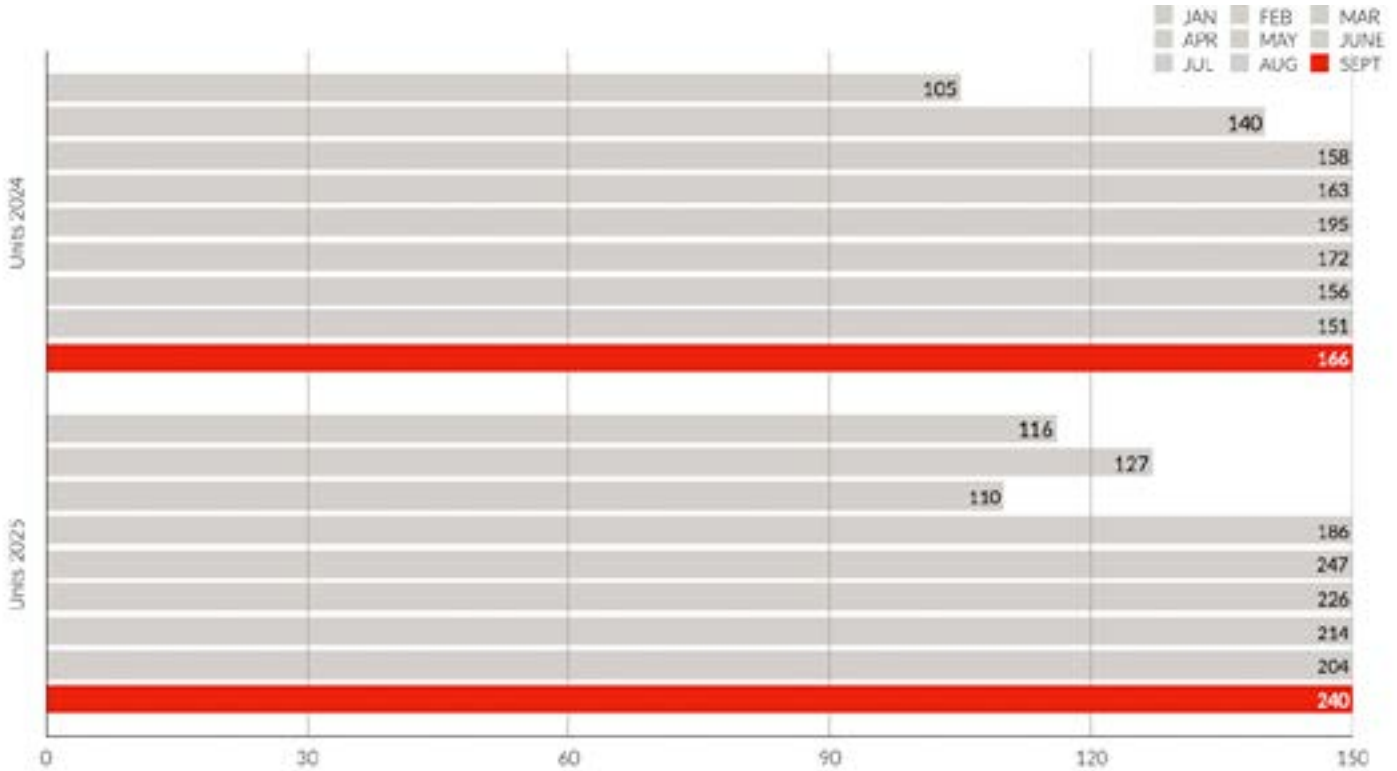


Yearly Totals 2024 vs. 2025

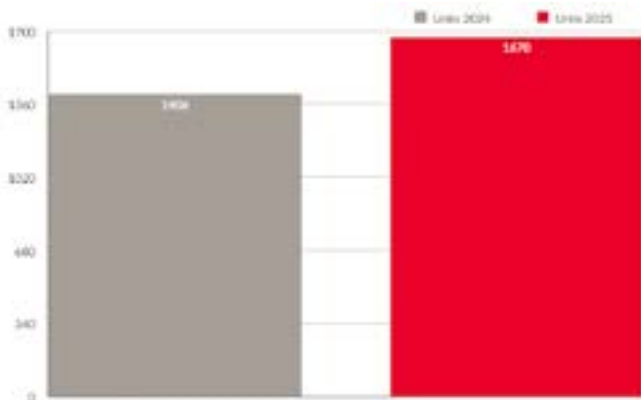


Month vs. Month 2024 vs. 2025

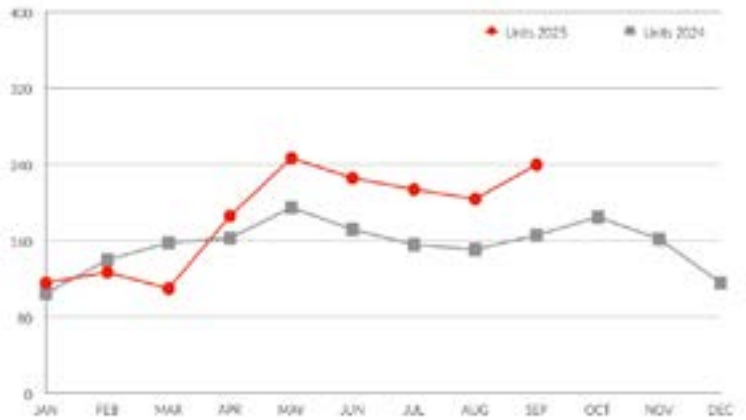
# UNIT SALES



Monthly Comparison 2024 vs. 2025

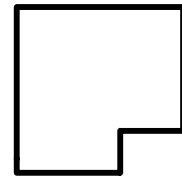


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$1,402,098,187 +38.13%	\$183,486,898 +19.5%	\$44,416,500 +41.2%
YTD Unit Sales	1586 +33.39%	312 +29.46%	99 +54.69%
YTD Average Sale Price	\$884,047 +3.56%	\$588,099 -7.69%	\$448,651.52 -8.72%
October Sales Volume	\$168,593,202 +34.54%	\$15,190,400 -9.17%	\$6,316,000 +130.51%
October Unit Sales	194 +32.88%	26 +13.04%	13 +160%

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

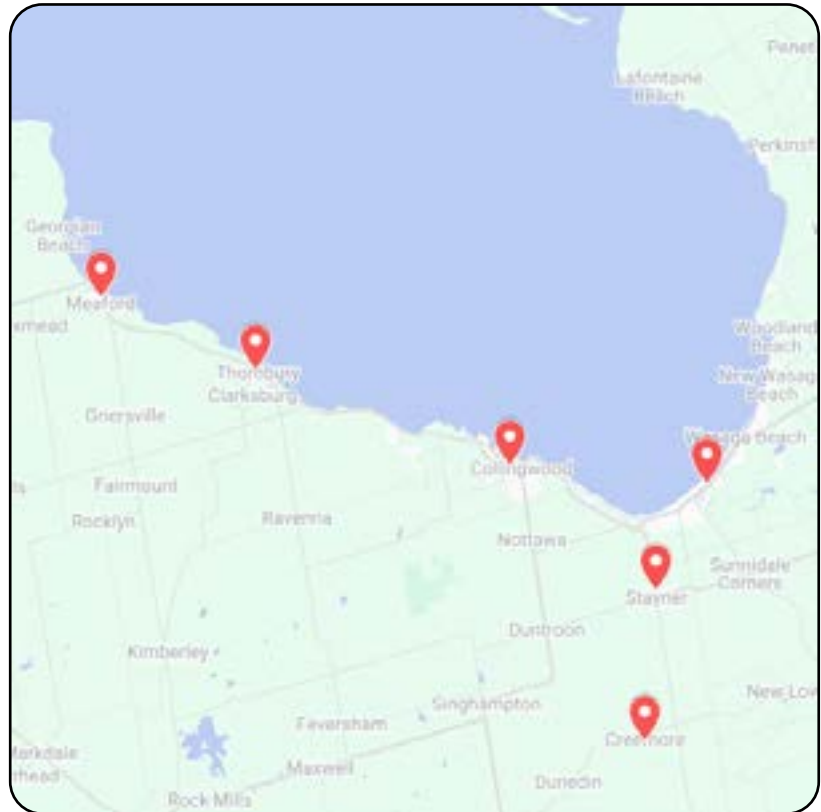
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

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



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