



2026

JANUARY

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

BUYERS MARKET

The [Grey Highlands](#) real estate market shifted firmly into buyer's market territory this January, with softer pricing and increased inventory shaping overall conditions. The median sale price declined 39.79% to \$566,000, while the average sale price fell 45.18% to \$584,500, reflecting notable adjustments across price points. Sales volume dropped 53.01%, and unit sales eased 14.29% to 6 transactions year-over-year. Meanwhile, new listings surged 80%, significantly expanding available inventory, while expired listings remained unchanged. With the unit sales-to-listings ratio falling to 22.22%, buyers now have greater selection and stronger negotiating leverage in the current market environment.

January year-over-year sales volume of \$3,507,000
 Down -53.01% from 2025's \$7,464,000 with unit sales of 6 down 1 from last January. New listings of 27 are up +80% from a year ago, with the sales/listing ratio of 22.22% down -52.38%.

Year-to-date sales volume of \$3,507,000
 Down -53.01% from 2025's \$7,464,000 with unit sales of 6 down 1 from 2025. New listings of 27 are up +80% from a year ago, with the sales/listing ratio of 22.22% down -52.38%.

Year-to-date average sale price of \$584,500
 Down -45.18% from \$1,066,286 one year ago with median sale price of \$566,000 down from \$940,000 one year ago. The average days-on-market is 93 is down 10 days from last year.

JANUARY NUMBERS

Median Sale Price
\$566,000
 -39.79%

Average Sale Price
\$584,500
 -45.18%

Sales Volume
\$3,507,000
 -53.01%

Unit Sales
6
 -14.29%

New Listings
27
 +80%

Expired Listings
7
 No Change

Unit Sales/Listings Ratio
22.22%
 -52.38%

*Year-over-year comparison
 (January 2026 vs. January 2025)*

THE MARKET IN DETAIL

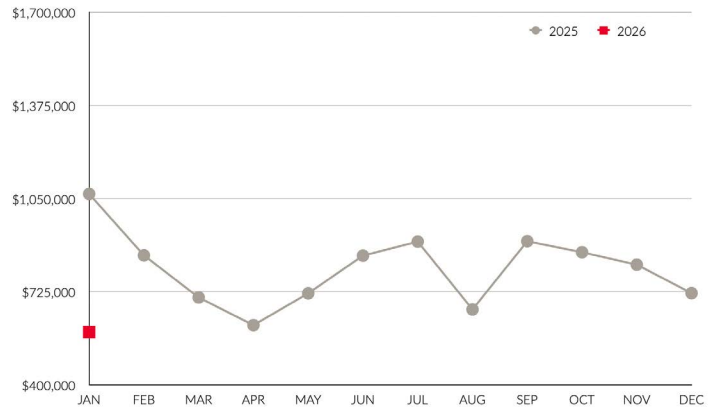
	2024	2025	2026	2025-2026
YTD Volume Sales	\$7,016,500	\$7,464,000	\$3,507,000	-53.01%
YTD Unit Sales	7	7	6	-14.29%
YTD New Listings	16	15	27	+80%
YTD Sales/Listings Ratio	43.75%	46.67%	22.22%	-52.38%
YTD Expired Listings	7	7	7	No Change
Monthly Volume Sales	\$7,016,500	\$7,464,000	\$3,507,000	-53.01%
Monthly Unit Sales	7	7	6	-14.29%
Monthly New Listings	16	15	27	+80%
Monthly Sales/Listings Ratio	43.75%	46.67%	22.22%	-52.38%
Monthly Expired Listings	7	7	7	No Change
Monthly Average Sale Price	\$1,002,357	\$1,066,286	\$584,500	-45.18%
YTD Sales: \$0-\$199K	1	0	1	+100%
YTD Sales: \$200k-349K	0	0	0	No Change
YTD Sales: \$350K-\$549K	1	0	1	+100%
YTD Sales: \$550K-\$749K	0	2	2	No Change
YTD Sales: \$750K-\$999K	1	2	1	-50%
YTD Sales: \$1M-\$2M	3	3	1	-66.67%
YTD Sales: \$2M+	1	0	0	No Change
YTD Average Days-On-Market	168.00	103.00	93.00	-9.71%
YTD Average Sale Price	\$1,002,357	\$1,066,286	\$584,500	-45.18%
YTD Median Sale Price	\$639,000	\$940,000	\$566,000	-39.79%

Grey Highlands MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

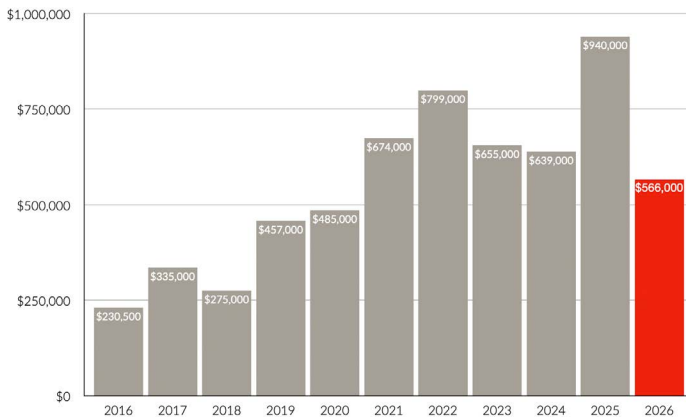


Year-Over-Year

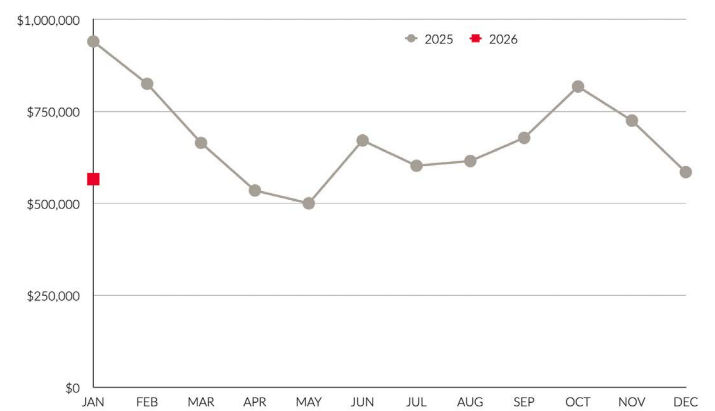


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



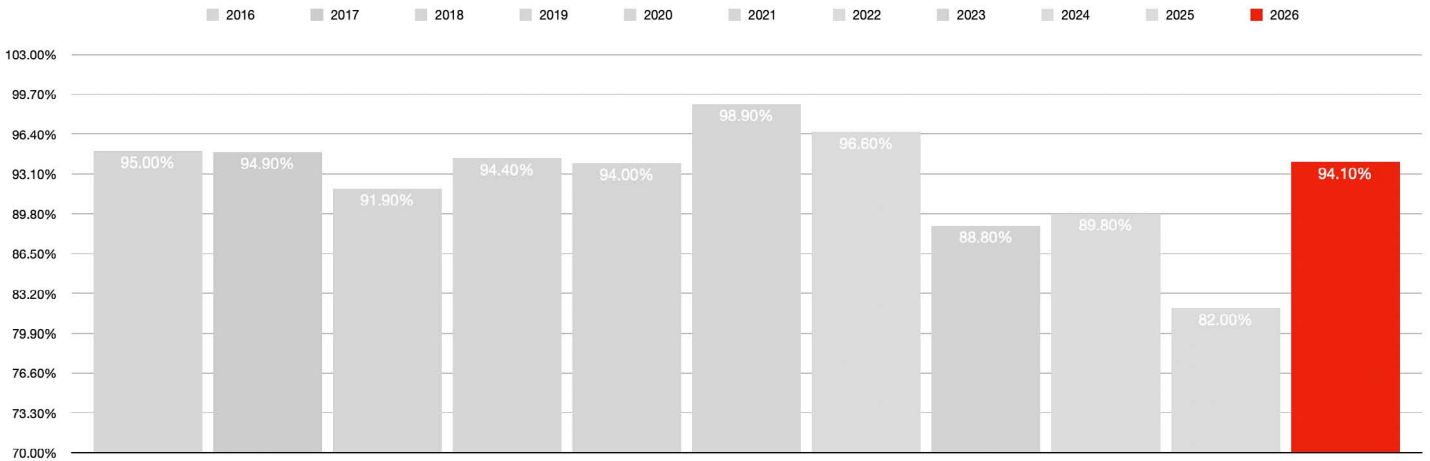
Year-Over-Year



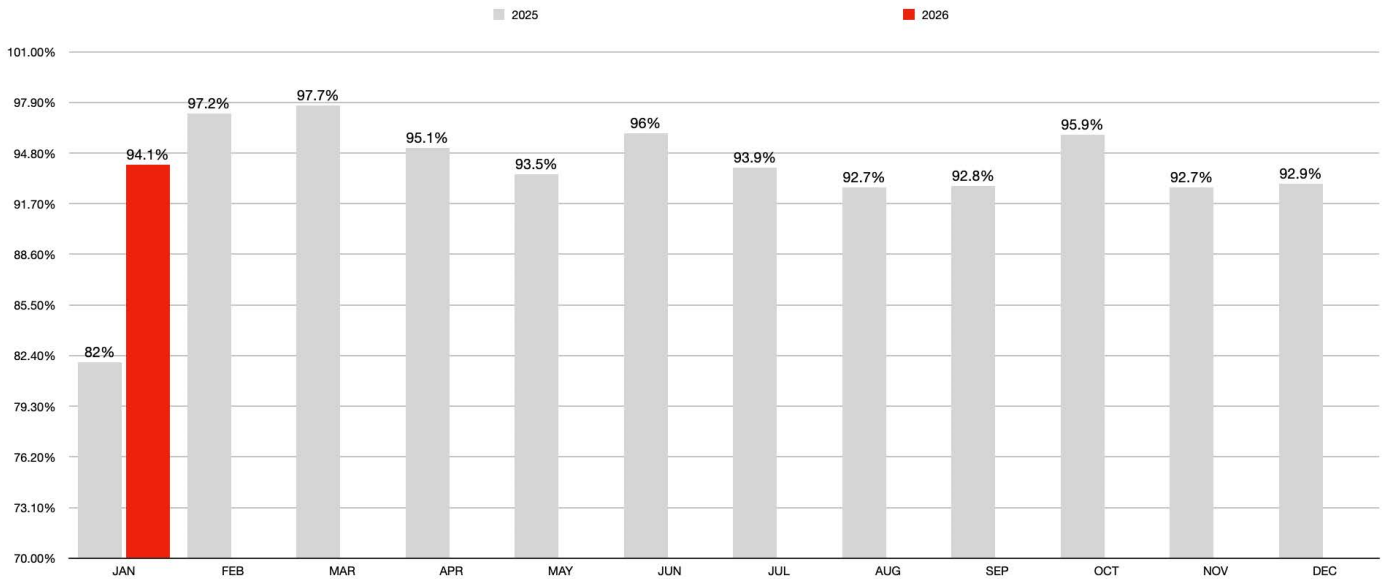
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

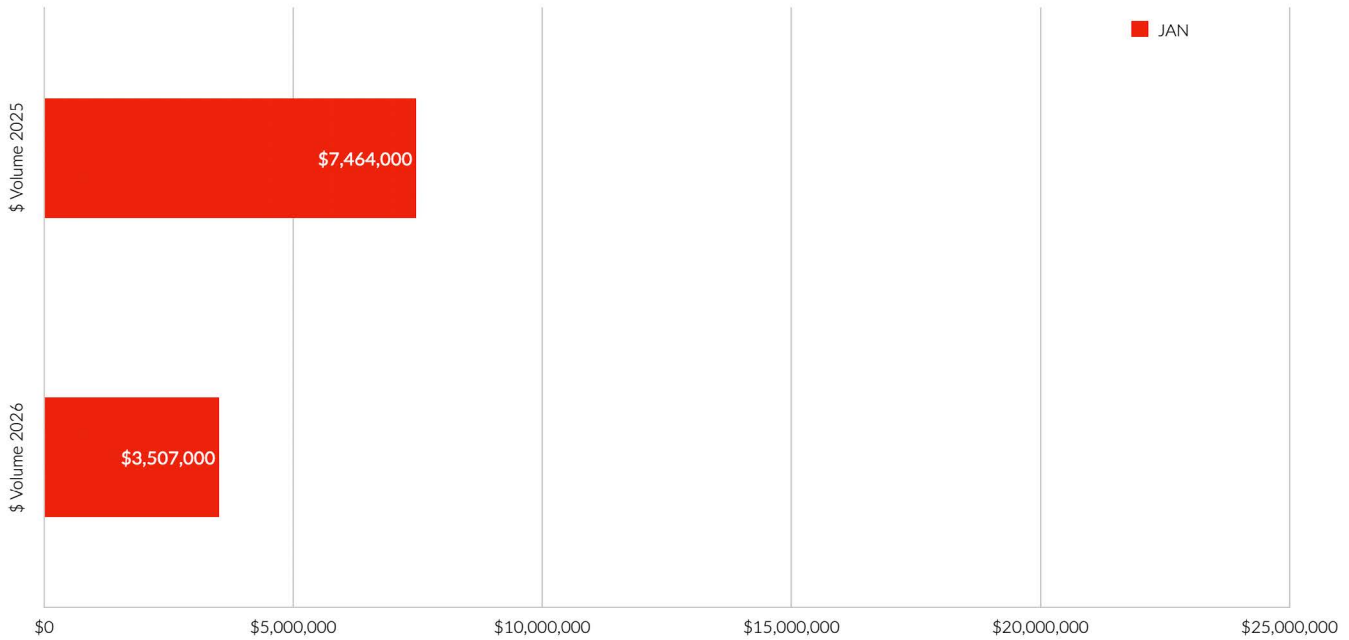


Year-Over-Year

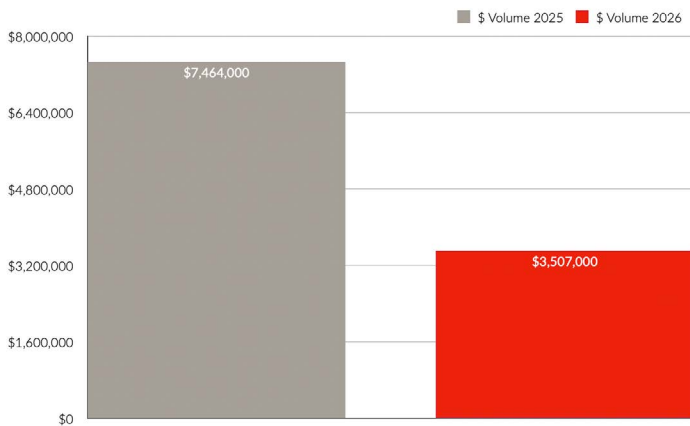


Month-Over-Month 2025 vs. 2026

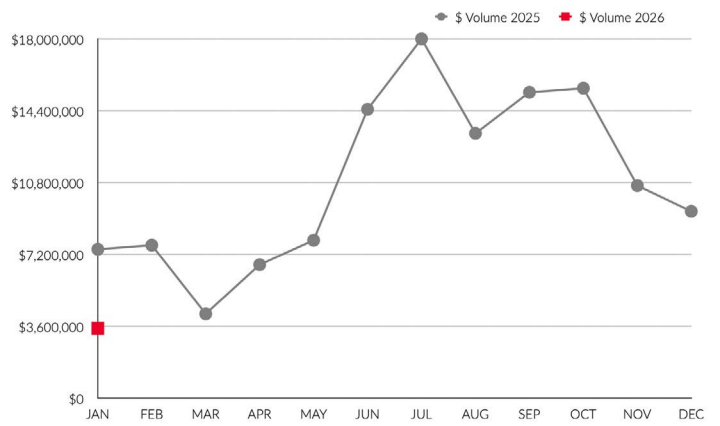
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

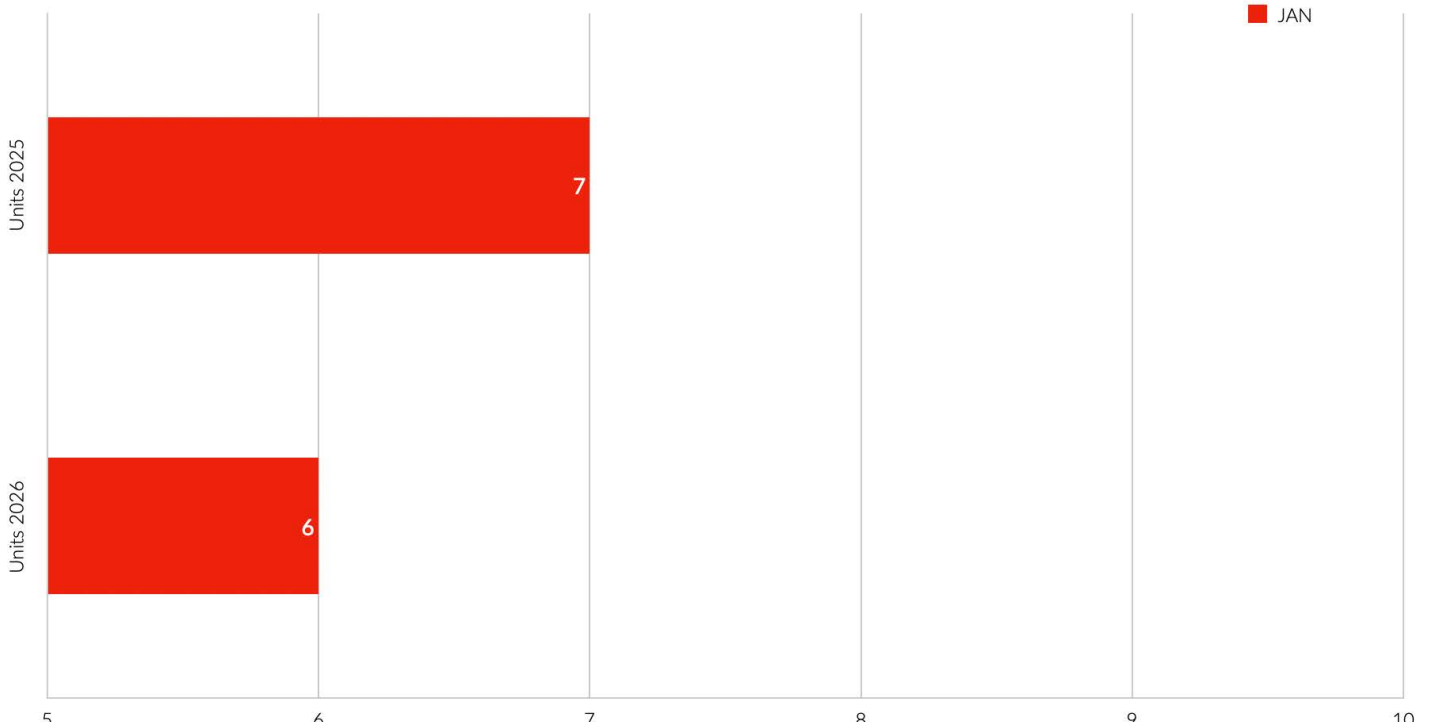


Yearly Totals 2025 vs. 2026

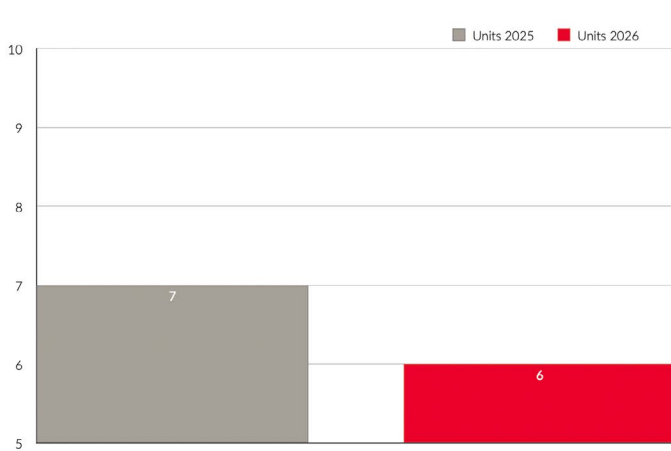


Month vs. Month 2025 vs. 2026

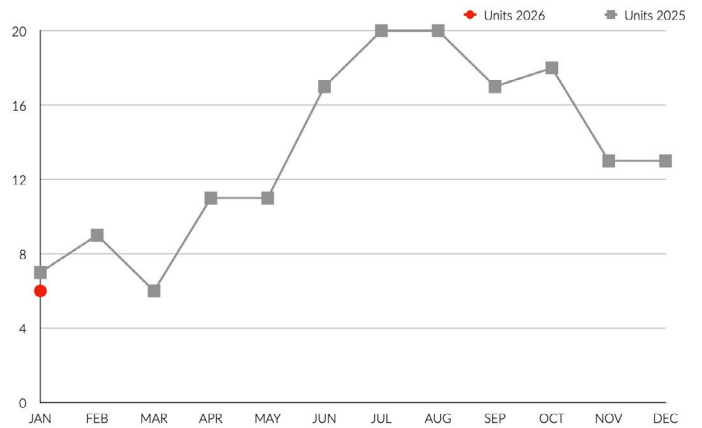
UNIT SALES



Monthly Comparison 2025 vs. 2026



Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$3,507,000 -53.01%	\$0 No Change	\$150,000 Up from 0
YTD Unit Sales	6 -14.29%	0 No Change	1 Up from 0
YTD Average Sale Price	\$584,500 -45.18%	\$0 No Change	\$150,000 Up from 0
January Sales Volume	\$3,507,000 -53.01%	\$0 No Change	\$150,000 Up from 0
January Unit Sales	6 -14.29%	0 No Change	1 Up from 0

Year-Over-Year Comparison (2026 vs. 2025)

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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