



2026

SEPTEMBER

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 remained in buyer's market territory this September, with sales activity and pricing declining year-over-year while expired listing activity increased. The median sale price decreased 5.24% to \$642,500, while the average sale price fell 20.31% to \$718,263. Sales volume declined 25% to \$11,492,200, alongside a 5.88% decrease in unit sales to 16 transactions. New listings declined 6.12% to 46 properties, while expired listings increased 40% to 21. The monthly unit sales-to-listings ratio edged up slightly to 34.78%; however, the year-to-date ratio remained at 28.98%, keeping Grey Highlands firmly in buyer's market territory.



September year-over-year sales volume of \$11,492,200

Down 25% from 2025's \$15,322,500, with unit sales of 16 down 5.88% from last September's 17. New listings of 46 are down 6.12% from 49 a year ago, while the monthly sales/listings ratio of 34.78% is up 0.26% from 34.69%.



Year-to-date sales volume of \$80,301,203

Down 15.49% from 2025's \$95,023,500, with unit sales of 111 down 5.93% from 2025's 118. New listings of 383 are up 6.98% from 358 a year ago, while the year-to-date sales/listings ratio of 28.98% is down 12.07% from 32.96%.



Year-to-date average sale price of \$698,705

Down 13.47% from \$807,430 one year ago, with the median sale price of \$635,000 down 4.43% from \$664,400. Average days on market of 74.44 is up 5.51% from 70.56 days last year, indicating homes are taking somewhat longer to sell amid softer year-to-date pricing.

SEPTEMBER NUMBERS

Median Sale Price

\$642,500

-5.24%

Average Sale Price

\$718,263

-20.31%

Sales Volume

\$11,492,200

-25%

Unit Sales

16

-5.88%

New Listings

46

-6.12%

Expired Listings

21

+40%

Unit Sales/Listings Ratio

34.78%

+0.26%

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



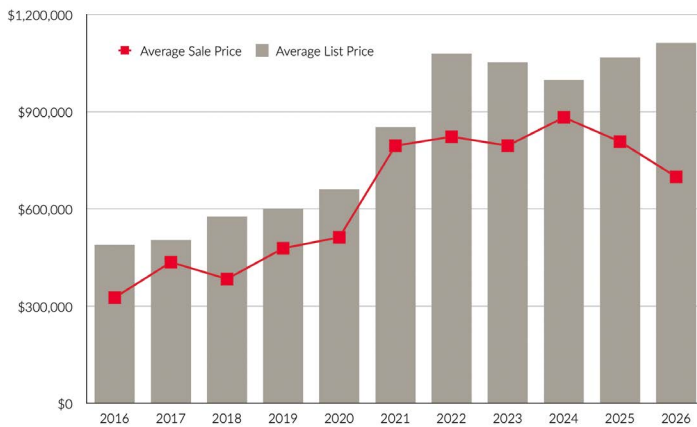


THE MARKET IN DETAIL

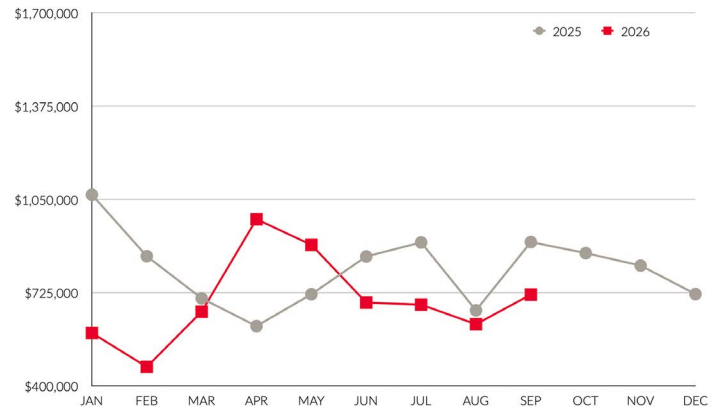
	2024	2025	2026	2025-2026
YTD Volume Sales	\$109,225,615	\$95,023,500	\$80,301,203	-15.49%
YTD Unit Sales	129	118	111	-5.93%
YTD New Listings	333	358	383	+6.98%
YTD Sales/Listings Ratio	38.74%	32.96%	28.98%	-12.07%
YTD Expired Listings	90	85	94	+10.59%
Monthly Volume Sales	\$23,232,900	\$15,322,500	\$11,492,200	-25%
Monthly Unit Sales	31	17	16	-5.88%
Monthly New Listings	38	49	46	-6.12%
Monthly Sales/Listings Ratio	81.58%	34.69%	34.78%	+0.26%
Monthly Expired Listings	18	15	21	+40%
Monthly Average Sale Price	\$749,448	\$901,324	\$718,263	-20.31%
YTD Sales: \$0-\$199K	8	3	4	+33.33%
YTD Sales: \$200k-349K	3	8	11	+37.5%
YTD Sales: \$350K-\$549K	28	28	29	+3.57%
YTD Sales: \$550K-\$749K	2	27	34	+25.93%
YTD Sales: \$750K-\$999K	30	29	13	-55.17%
YTD Sales: \$1M-\$2M	24	18	17	-5.56%
YTD Sales: \$2M+	6	6	4	-33.33%
YTD Average Days-On-Market	73.33	70.56	74.44	+5.51%
YTD Average Sale Price	\$882,279	\$807,430	\$698,705	-13.47%
YTD Median Sale Price	\$640,015	\$664,400	\$635,000	-4.43%

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

AVERAGE SALE PRICE

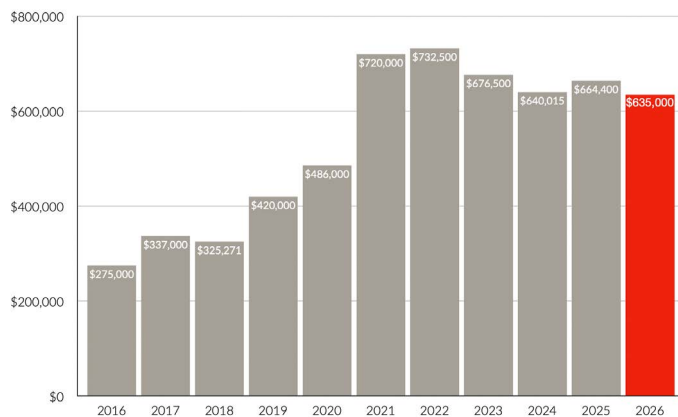


Year-Over-Year

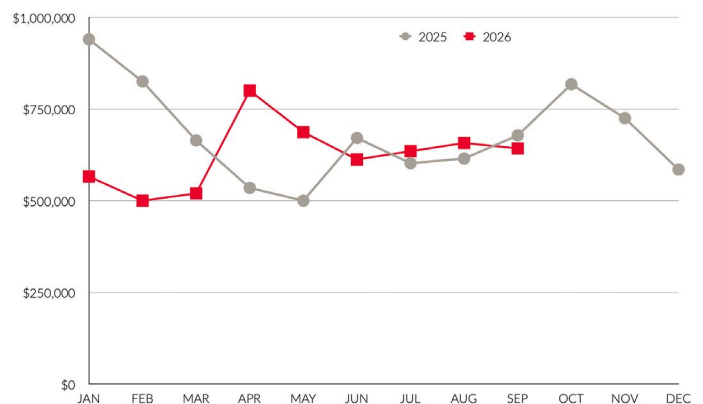


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



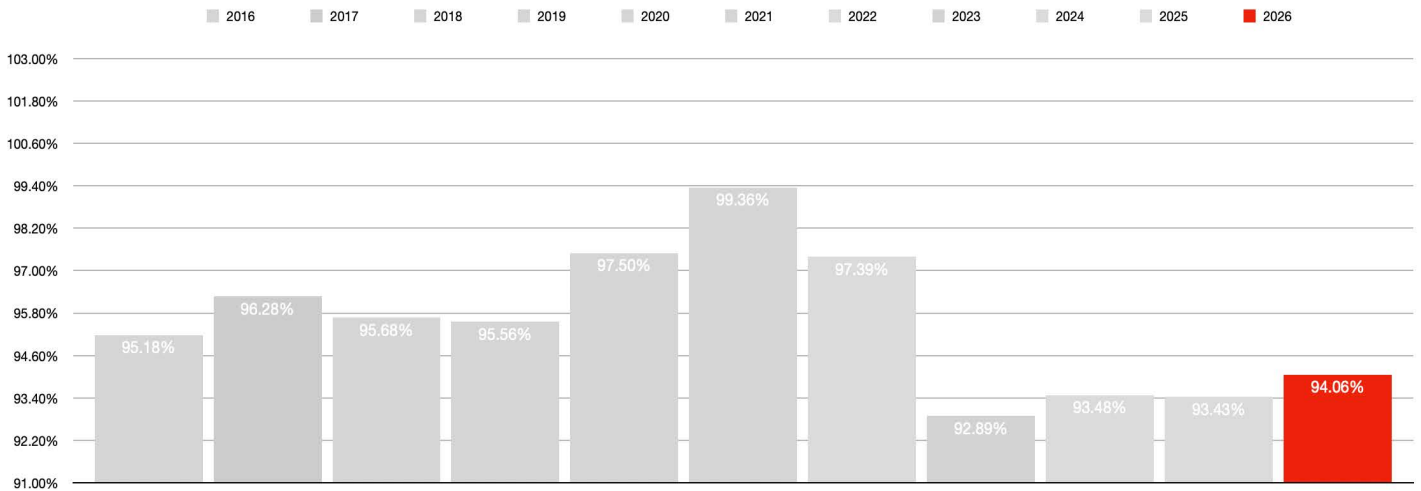
Year-Over-Year



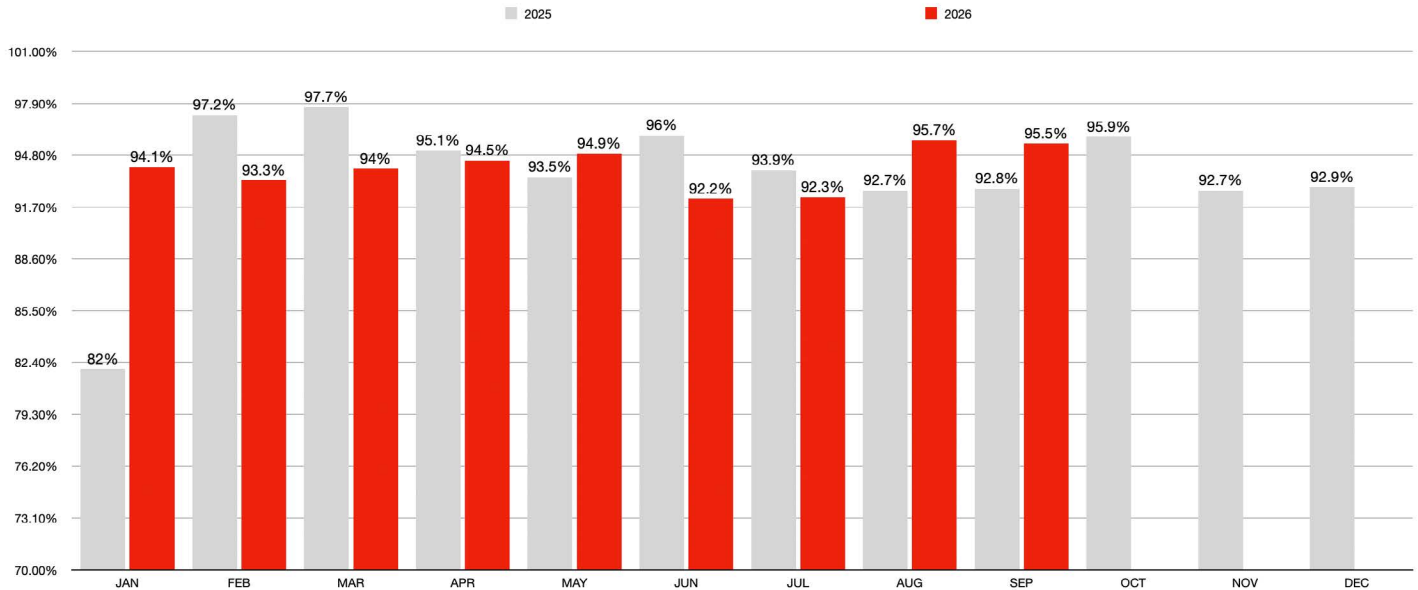
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

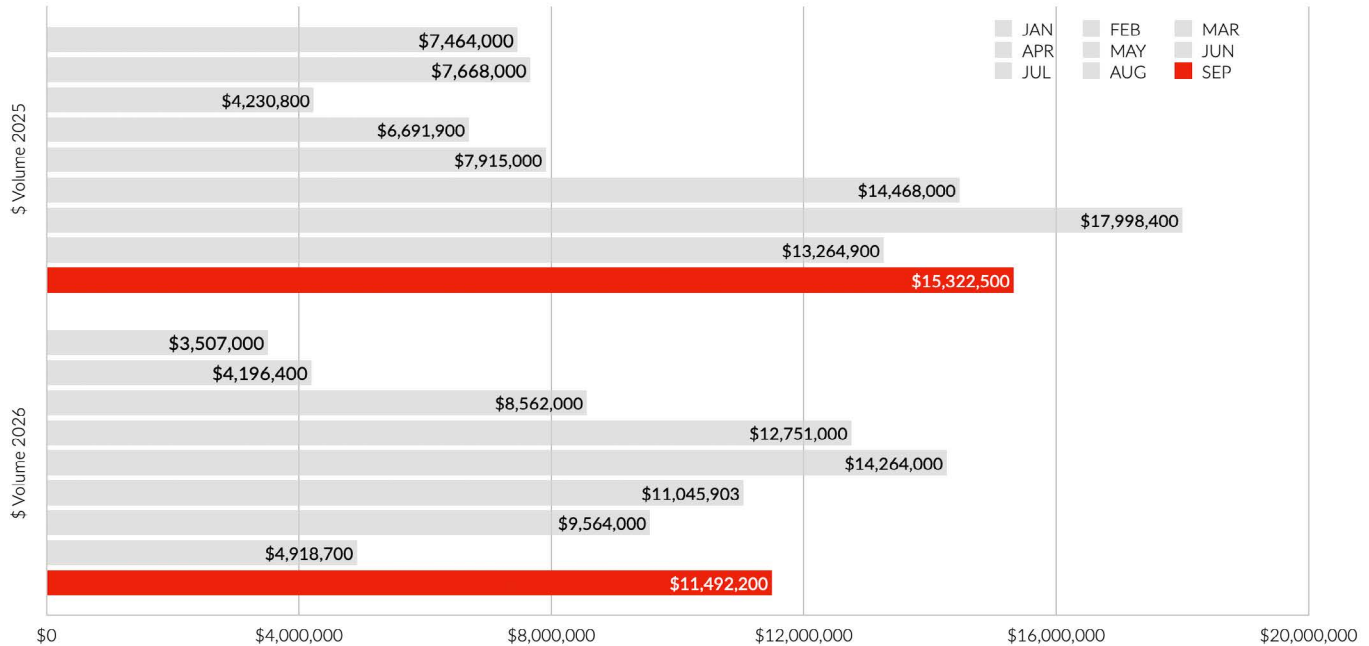


Year-Over-Year

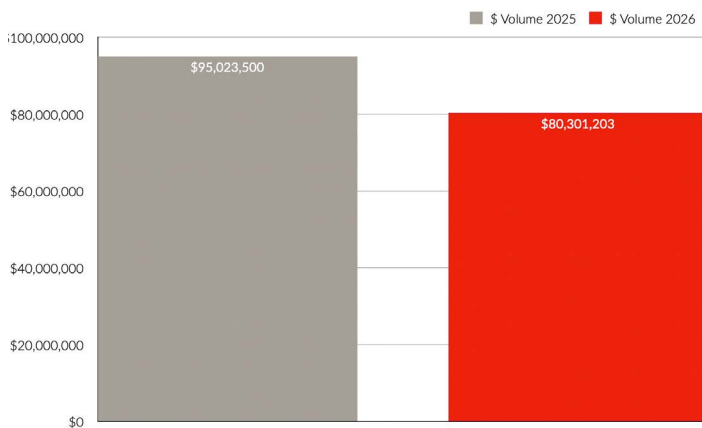


Month-Over-Month 2025 vs. 2026

DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

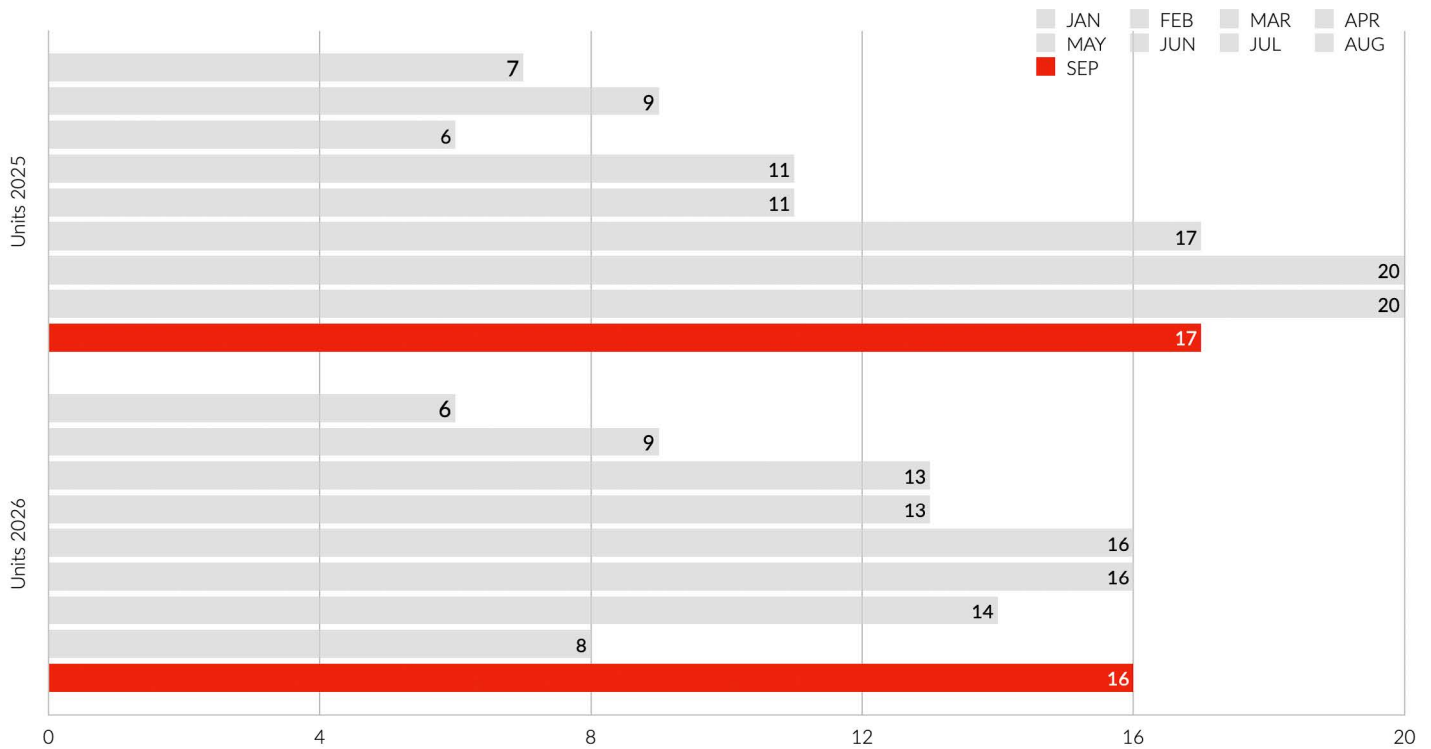


YTD Totals 2025 vs. 2026

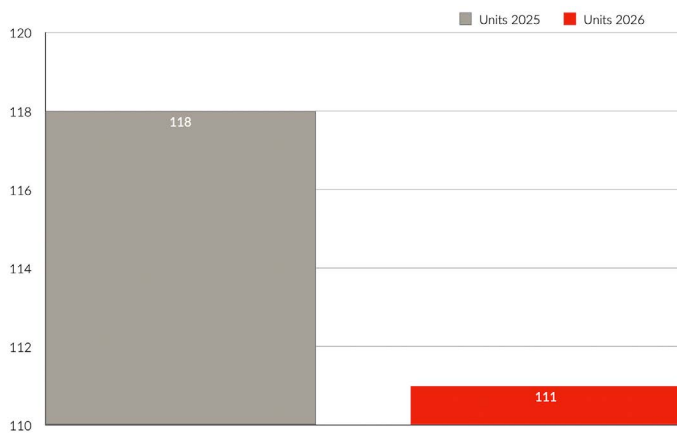


Month vs. Month 2025 vs. 2026

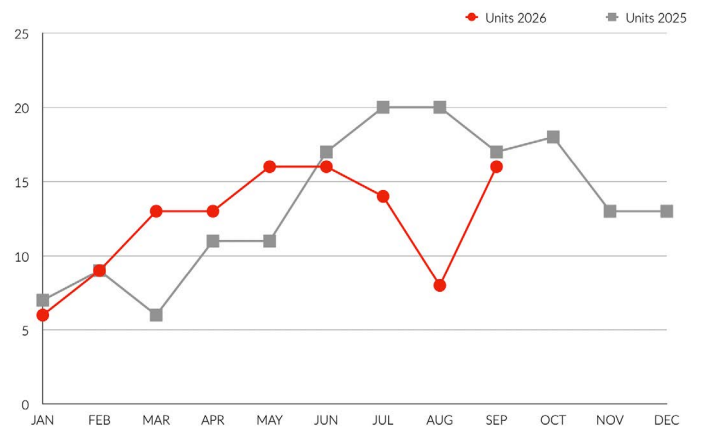
UNIT SALES



Monthly Comparison 2025 vs. 2026

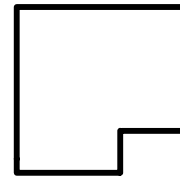


YTD Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$80,301,203 -15.49%	 \$0 No Change	 \$4,951,500 -31.53%
YTD Unit Sales	 111 -5.93%	 0 No Change	 15 +7.14%
YTD Average Sale Price	 \$723,434 -10.16%	 \$0 No Change	 \$330,100 -36.1%
September Sales Volume	 \$11,492,200 -25%	 \$0 No Change	 \$867,000 +622.5%
September Unit Sales	 16 -5.88%	 0 No Change	 2 +100%

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

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

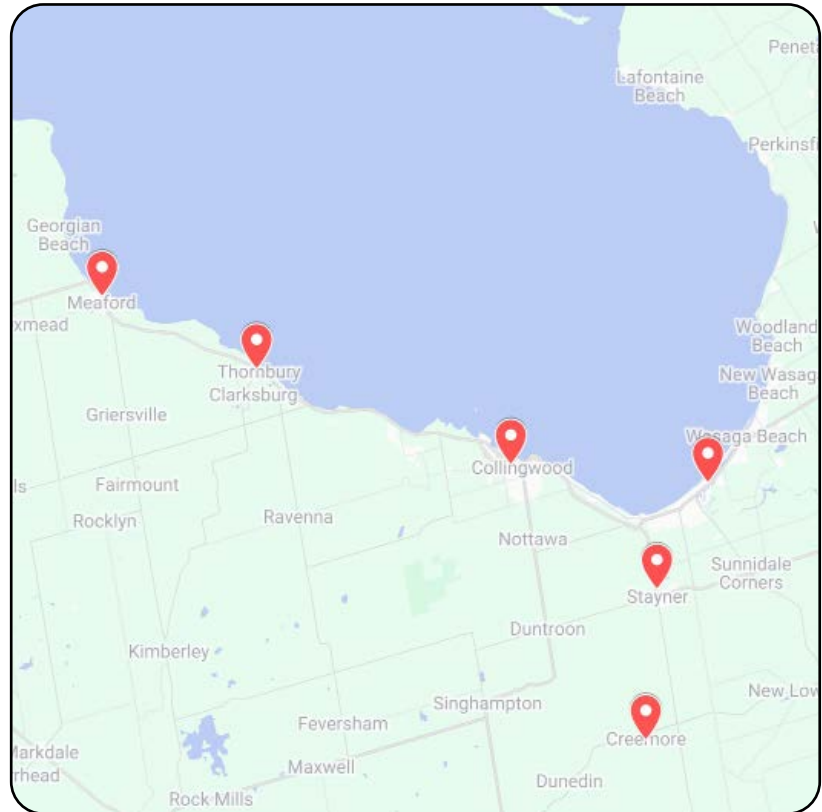
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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