

2026

OCTOBER

COLLINGWOOD

Real Estate Market Report

ROYAL LEPAGE® 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

In Collingwood, October brought softer sales activity year-over-year, while average pricing increased and new listing activity remained unchanged. The median sale price decreased 8.1% to $652,500, while the average sale price rose 9.6% to $858,973. Sales volume declined 13.7% to $34,358,900, alongside an 18.37% decrease in unit sales to 40 transactions. New listings remained unchanged at 123 properties, while expired listings declined 21.43% to 33. The monthly unit sales-to-listings ratio decreased to 32.52%, while the year-to-date ratio stood at 32.22%, keeping Collingwood firmly in buyer's market territory overall.

October year-over-year sales volume of $34,358,900

Down 13.7% from 2025's $39,812,100, with unit sales of 40 down 18.37% from last October's 49. New listings remained unchanged at 123, while the monthly sales/listings ratio of 32.52% is down 18.37% from 39.84%.

Year-to-date sales volume of $339,901,897

Down 4.86% from 2025's $357,246,603, with unit sales of 425 down 7.41% from 2025's 459. New listings of 1,319 are down 6.98% from 1,418 a year ago, while the year-to-date sales/listings ratio of 32.22% is down 0.46% from 32.37%.

Year-to-date average sale price of $793,578

Up 3.22% from $768,797 one year ago, while the median sale price of $656,250 is down 4.02% from $683,750. Average days on market of 53.50 is down 5.31% from 56.50 days last year, indicating homes are selling somewhat more quickly despite softer year-to-date median pricing.

OCTOBER NUMBERS

Median Sale Price
$652,500
-8.1%

Average Sale Price
$858,973
+9.6%

Sales Volume
$34,358,900
-13.7%

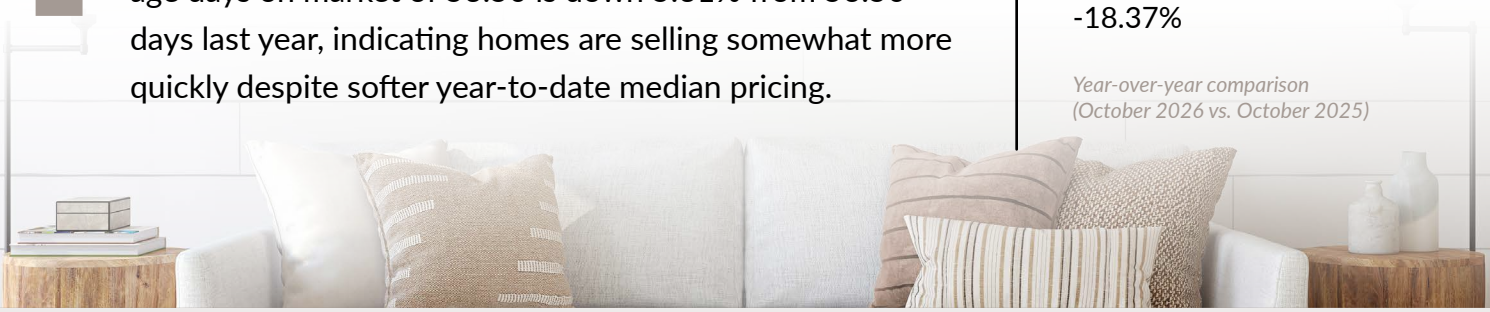
Unit Sales
40
-18.37%

New Listings
123
No Change

Expired Listings
33
-21.43%

Unit Sales/Listings Ratio
32.52%
-18.37%

Year-over-year comparison (October 2026 vs. October 2025)



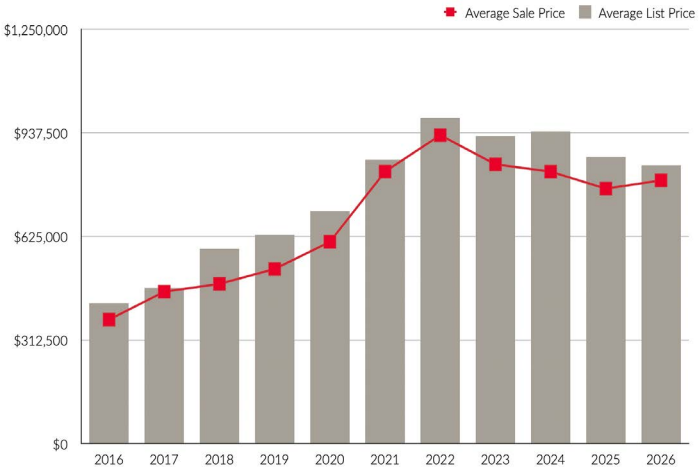
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THE MARKET IN **DETAIL**

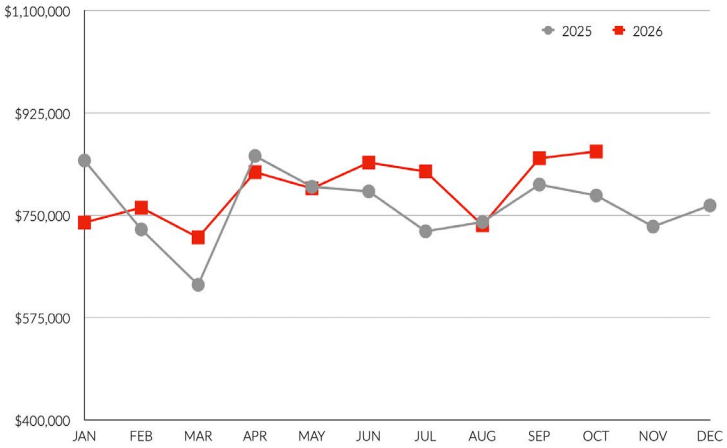
	2024	2025	2026	2025-2026
YTD Volume Sales	$330,863,403	$357,246,603	$339,901,897	-4.86%
YTD Unit Sales	399	459	425	-7.41%
YTD New Listings	1,228	1,418	1,319	-6.98%
YTD Sales/Listings Ratio	32.49%	32.37%	32.22%	-0.46%
YTD Expired Listings	330	298	266	-10.74%
Monthly Volume Sales	$41,544,155	$39,812,100	$34,358,900	-13.7%
Monthly Unit Sales	49	49	40	-18.37%
Monthly New Listings	138	123	123	No Change
Monthly Sales/Listings Ratio	35.51%	39.84%	32.52%	-18.37%
Monthly Expired Listings	45	42	33	-21.43%
Monthly Average Sale Price	$847,840	$783,758	$858,973	+9.6%
YTD Sales: $0-$199K	3	5	2	-60%
YTD Sales: $200k-349K	5	16	26	+62.5%
YTD Sales: $350K-$549K	83	114	105	-7.89%
YTD Sales: $550K-$749K	123	130	121	-6.92%
YTD Sales: $750K-$999K	91	110	76	-30.91%
YTD Sales: $1M-$2M	94	73	81	+10.96%
YTD Sales: $2M+	12	12	14	+16.67%
YTD Average Days-On-Market	52.00	56.50	53.50	-5.31%
YTD Average Sale Price	$819,906	$768,797	$793,578	+3.22%
YTD Median Sale Price	$985,000	$683,750	$656,250	-4.02%

Collingwood MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

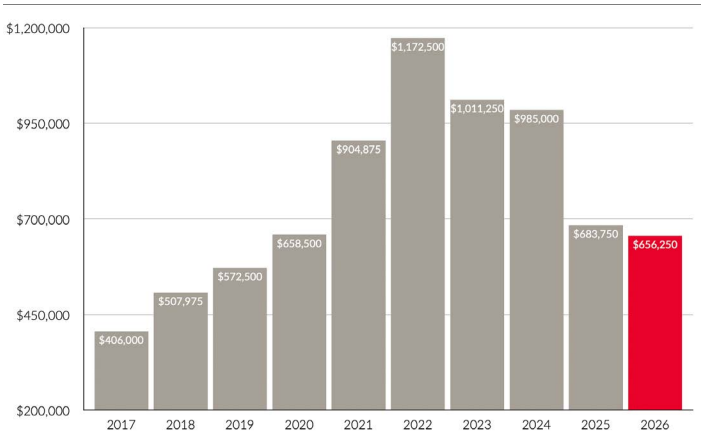


Year-Over-Year

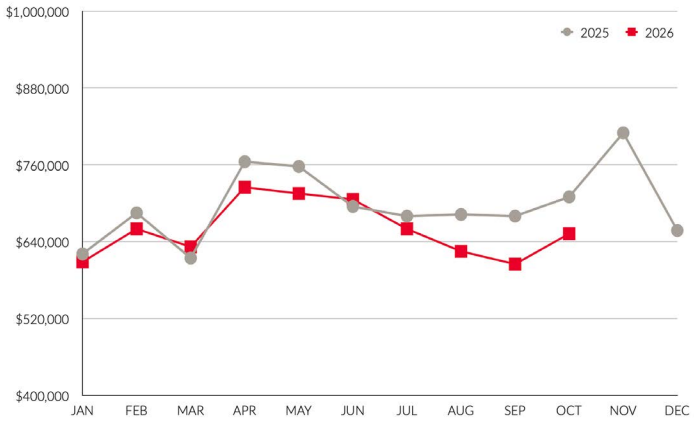


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



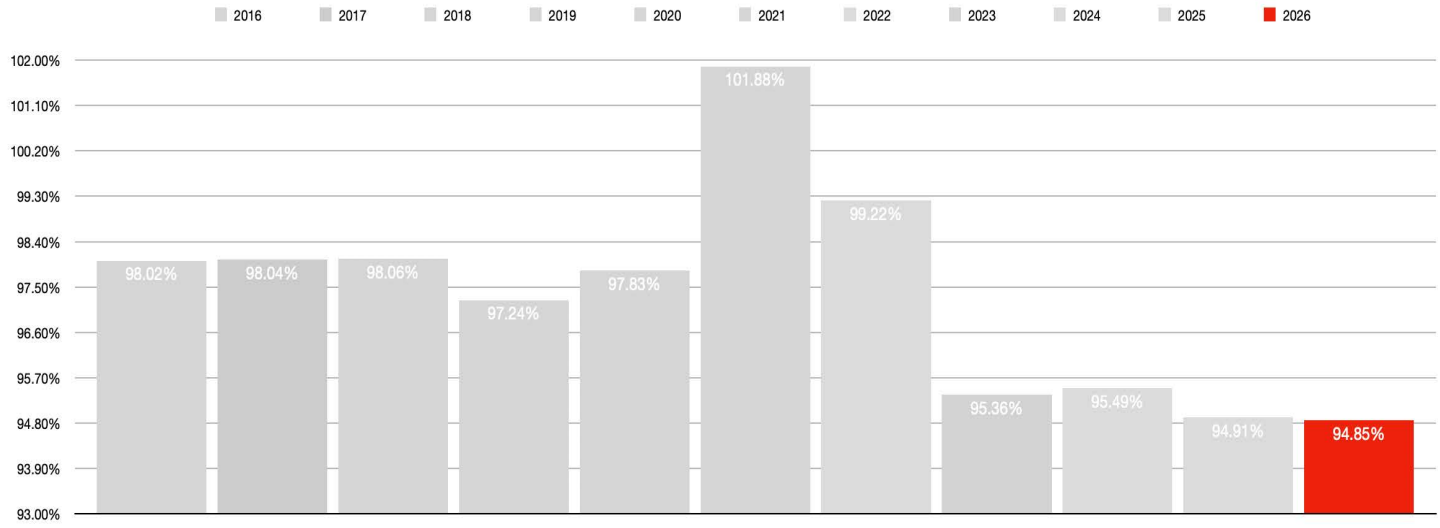
Year-Over-Year



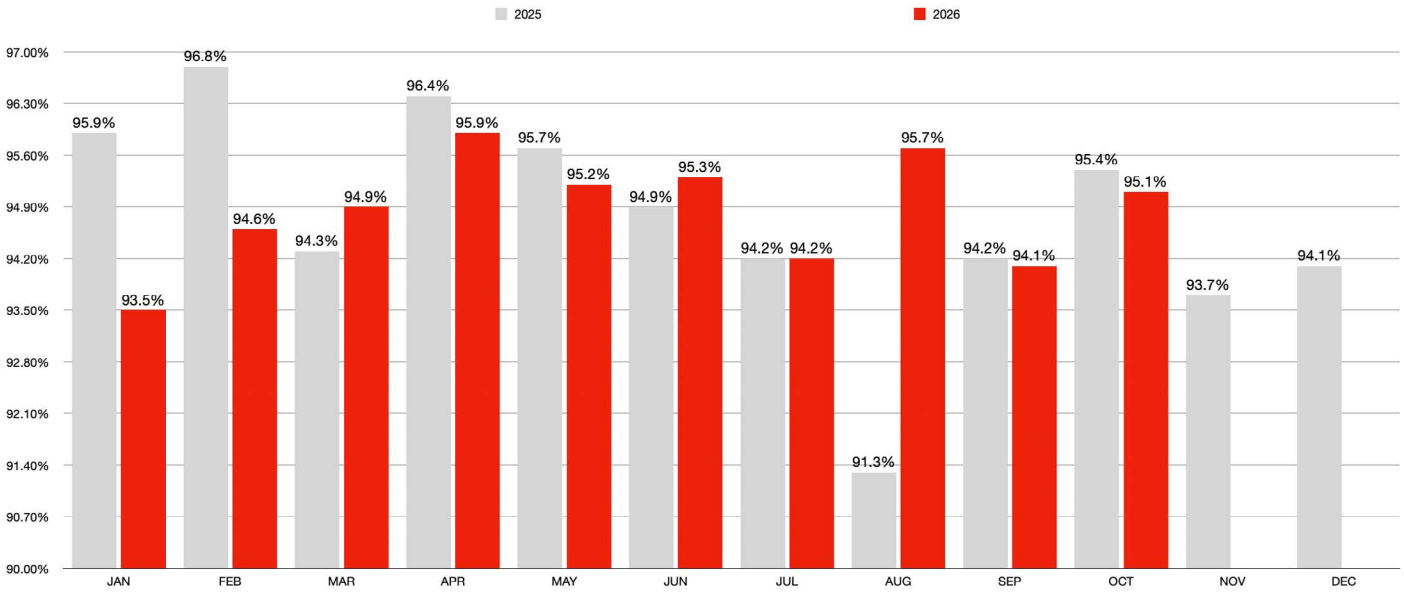
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

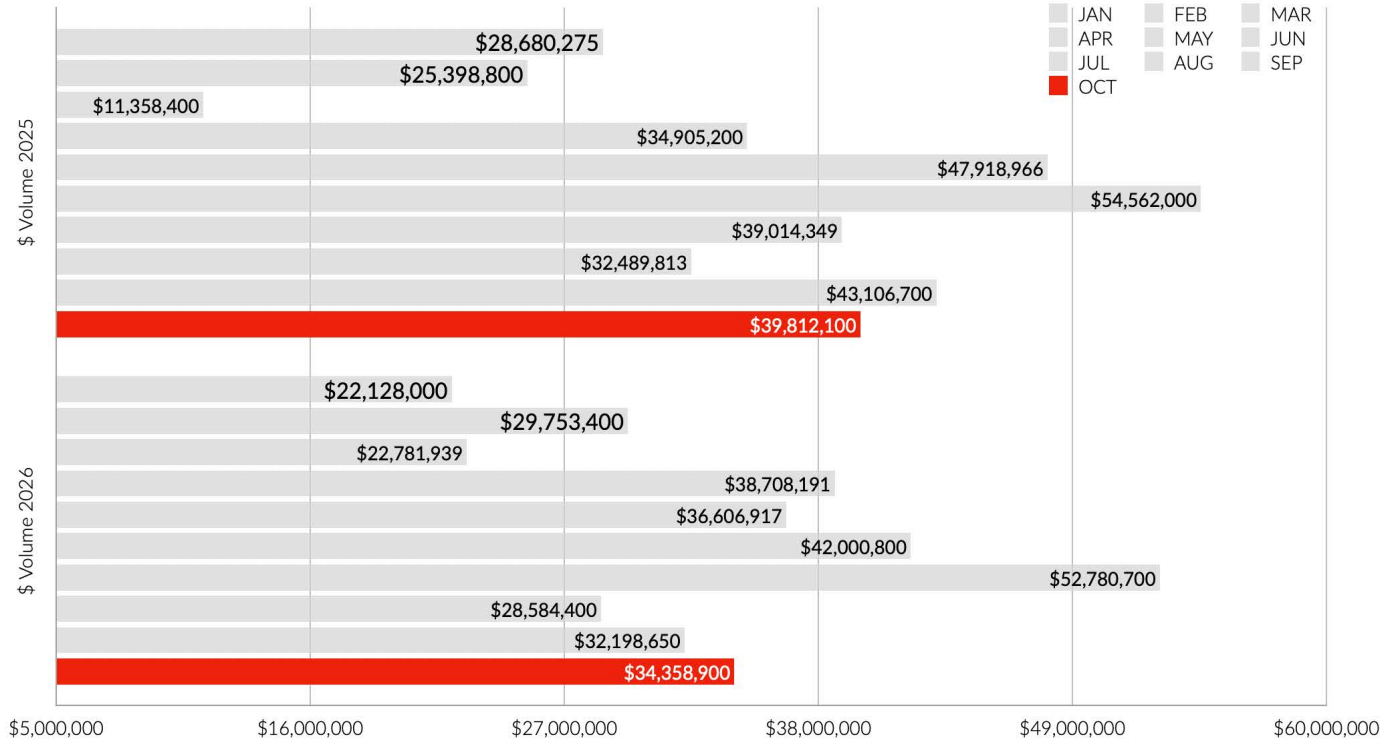


Year-Over-Year

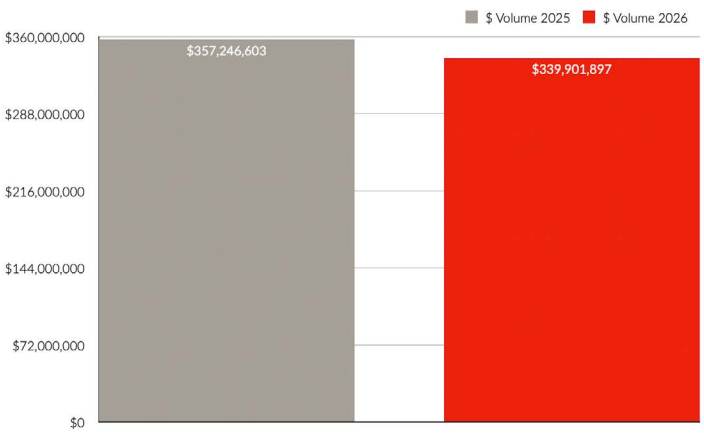


Month-Over-Month 2025 vs. 2026

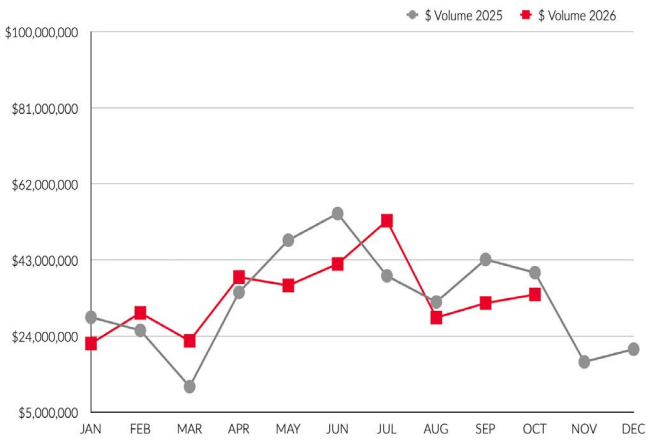
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

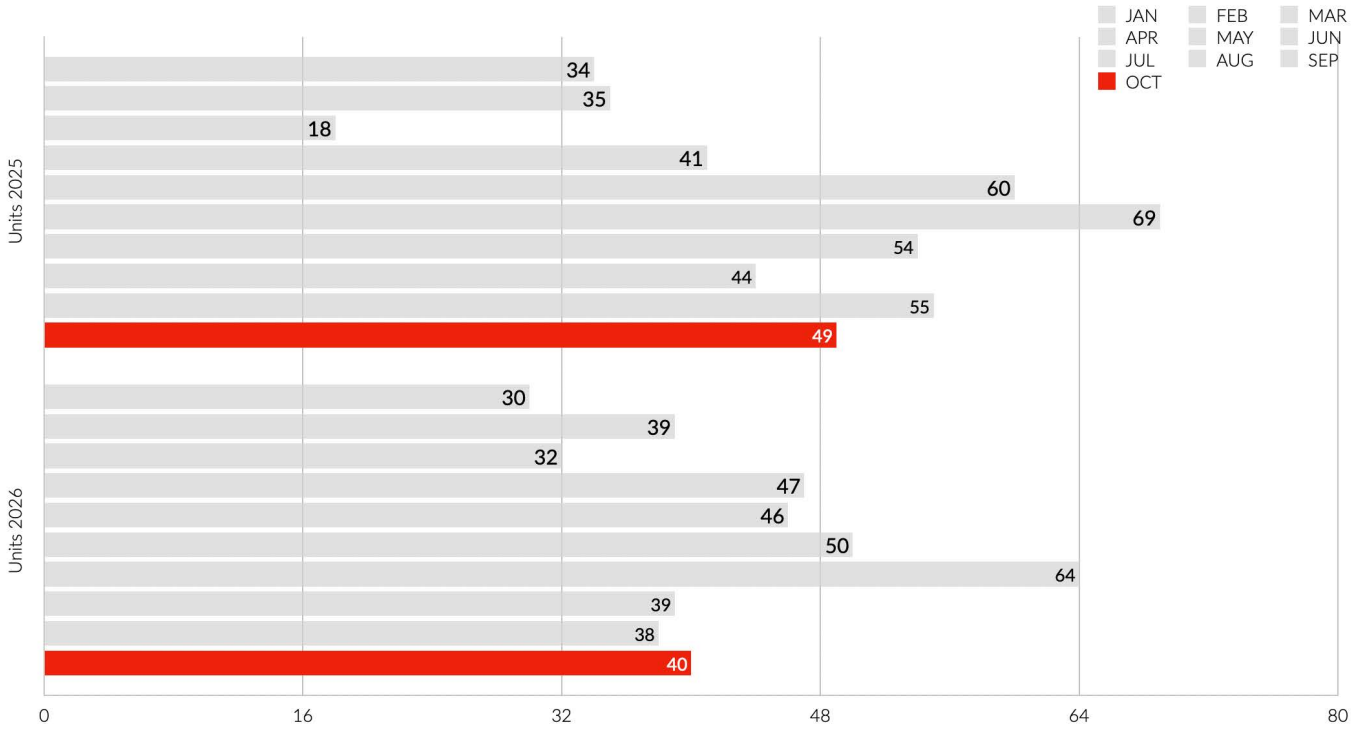


YTD Totals 2025 vs. 2026

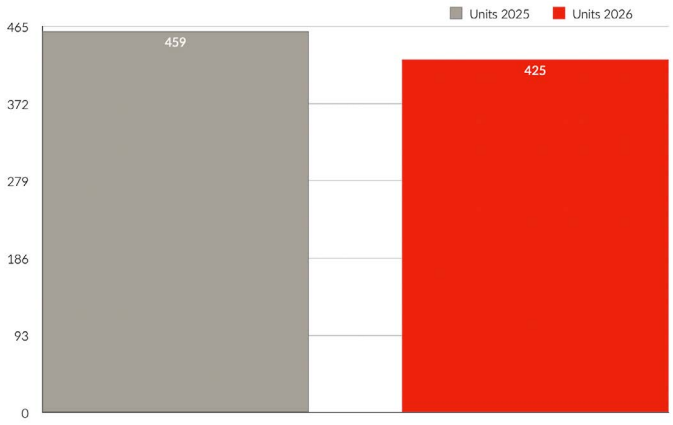


Month vs. Month 2025 vs. 2026

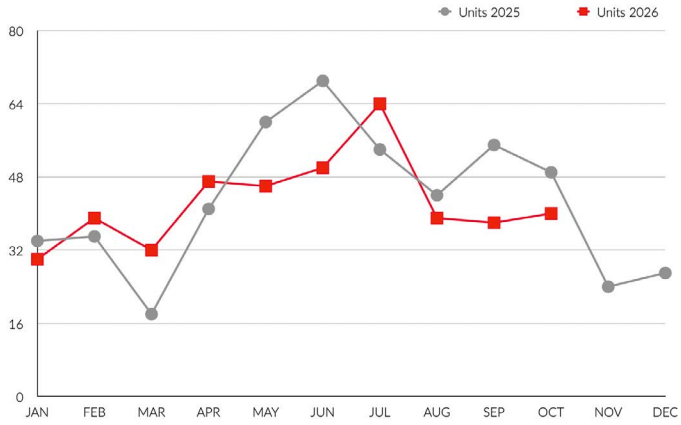
UNIT SALES



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	$239,585,348 -5.58%	$100,316,549 -3.08%	$775,000 -73.99%
YTD Unit Sales	257 -9.51%	168 -4%	1 -75%
YTD Average Sale Price	$932,239 +4.34%	$597,122 +0.95%	$775,000 +4.03%
October Sales Volume	$28,755,900 -8.13%	$5,603,000 -34.18%	$0 No Change
October Unit Sales	28 -20%	12 -14.29%	0 No Change

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



OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

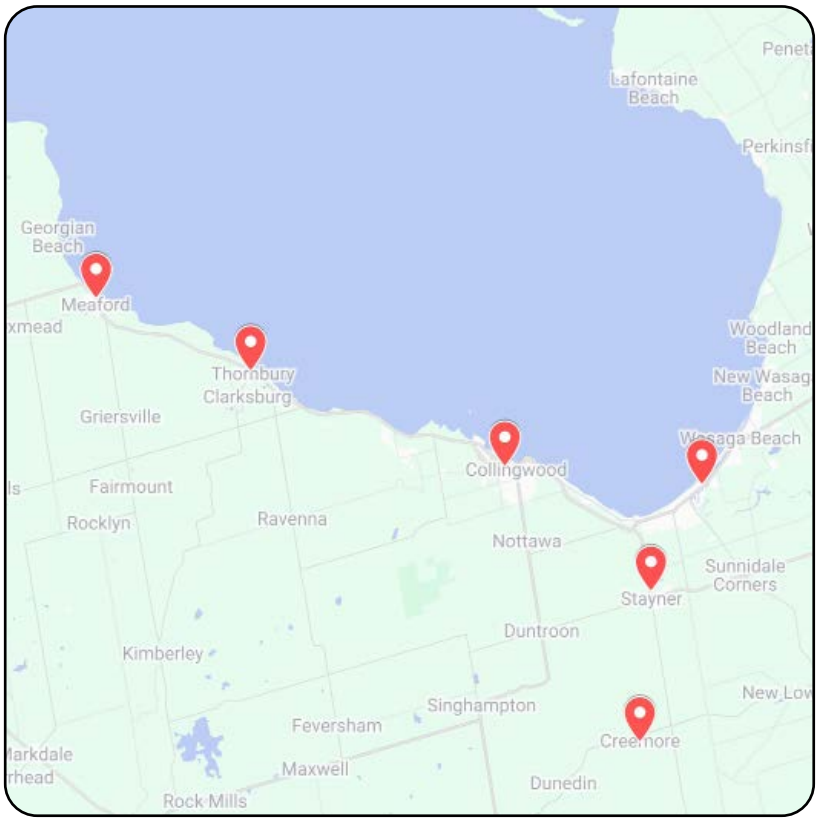
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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