

2026
OCTOBER
GREY HIGHLANDS
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

The Grey Highlands real estate market remained in buyer's market territory this October, with sales activity and pricing declining year-over-year while listing activity increased. The median sale price decreased 20.49% to $650,000, while the average sale price fell 7.19% to $800,735. Sales volume declined 12.34% to $13,612,500, alongside a 5.56% decrease in unit sales to 17 transactions. New listings increased 8.82% to 37 properties, while expired listings rose 5.26% to 20. The monthly unit sales-to-listings ratio decreased to 45.95%; however, the year-to-date ratio remained at 30.48%, keeping Grey Highlands firmly in buyer's market territory overall.

October year-over-year sales volume of $13,612,500

Down 12.34% from 2025's $15,529,000, with unit sales of 17 down 5.56% from last October's 18. New listings of 37 are up 8.82% from 34 a year ago, while the monthly sales/listings ratio of 45.95% is down 13.21% from 52.94%.

Year-to-date sales volume of $93,913,703

Down 15.05% from 2025's $110,552,500, with unit sales of 128 down 5.88% from 2025's 136. New listings of 420 are up 7.14% from 392 a year ago, while the year-to-date sales/listings ratio of 30.48% is down 12.16% from 34.69%.

Year-to-date average sale price of $708,908

Down 12.8% from $812,959 one year ago, with the median sale price of $638,750 down 4.34% from $667,700. Average days on market of 76.50 is up 10.55% from 69.20 days last year, indicating homes are taking somewhat longer to sell amid softer year-to-date pricing.

OCTOBER NUMBERS

Median Sale Price
$650,000
-20.49%

Average Sale Price
$800,735
-7.19%

Sales Volume
$13,612,500
-12.34%

Unit Sales
17
-5.56%

New Listings
37
+8.82%

Expired Listings
20
+5.26%

Unit Sales/Listings Ratio
45.95%
-13.21%

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



ROYAL LEPAGE® LOCATIONS NORTH BROKERAGE

THE MARKET IN **DETAIL**

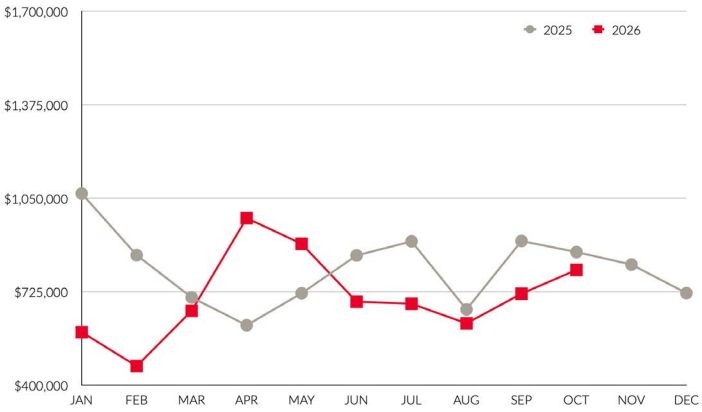
	2024	2025	2026	2025-2026
YTD Volume Sales	$128,761,115	$110,552,500	$93,913,703	-15.05%
YTD Unit Sales	143	136	128	-5.88%
YTD New Listings	370	392	420	+7.14%
YTD Sales/Listings Ratio	38.65%	34.69%	30.48%	-12.16%
YTD Expired Listings	109	104	114	+9.62%
Monthly Volume Sales	$19,535,500	$15,529,000	$13,612,500	-12.34%
Monthly Unit Sales	14	18	17	-5.56%
Monthly New Listings	37	34	37	+8.82%
Monthly Sales/Listings Ratio	37.84%	52.94%	45.95%	-13.21%
Monthly Expired Listings	19	19	20	+5.26%
Monthly Average Sale Price	$1,395,393	$862,722	$800,735	-7.19%
YTD Sales: $0-$199K	8	3	5	+66.67%
YTD Sales: $200k-349K	5	10	13	+30%
YTD Sales: $350K-$549K	28	29	33	+13.79%
YTD Sales: $550K-$749K	2	32	36	+12.5%
YTD Sales: $750K-$999K	31	35	16	-54.29%
YTD Sales: $1M-$2M	30	21	21	No Change
YTD Sales: $2M+	9	7	5	-28.57%
YTD Average Days-On-Market	70.40	69.20	76.50	+10.55%
YTD Average Sale Price	$933,591	$812,959	$708,908	-12.8%
YTD Median Sale Price	$645,008	$667,700	$638,750	-4.34%

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

AVERAGE SALE PRICE

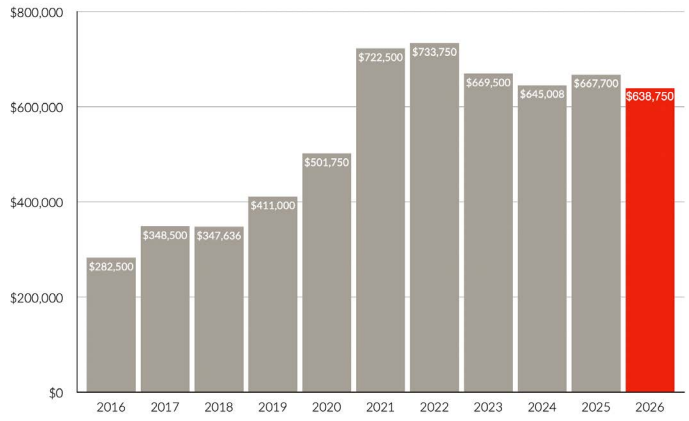


Year-Over-Year

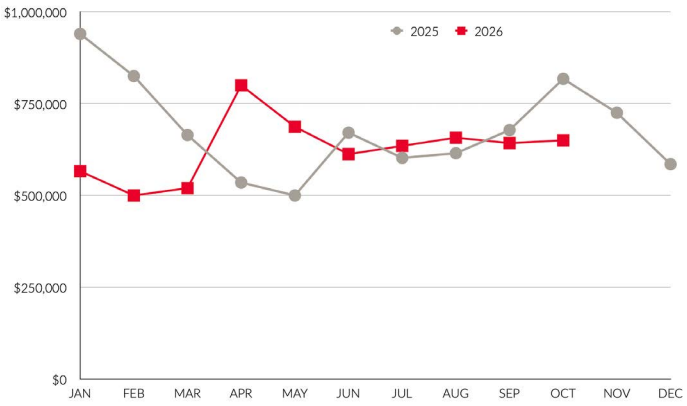


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



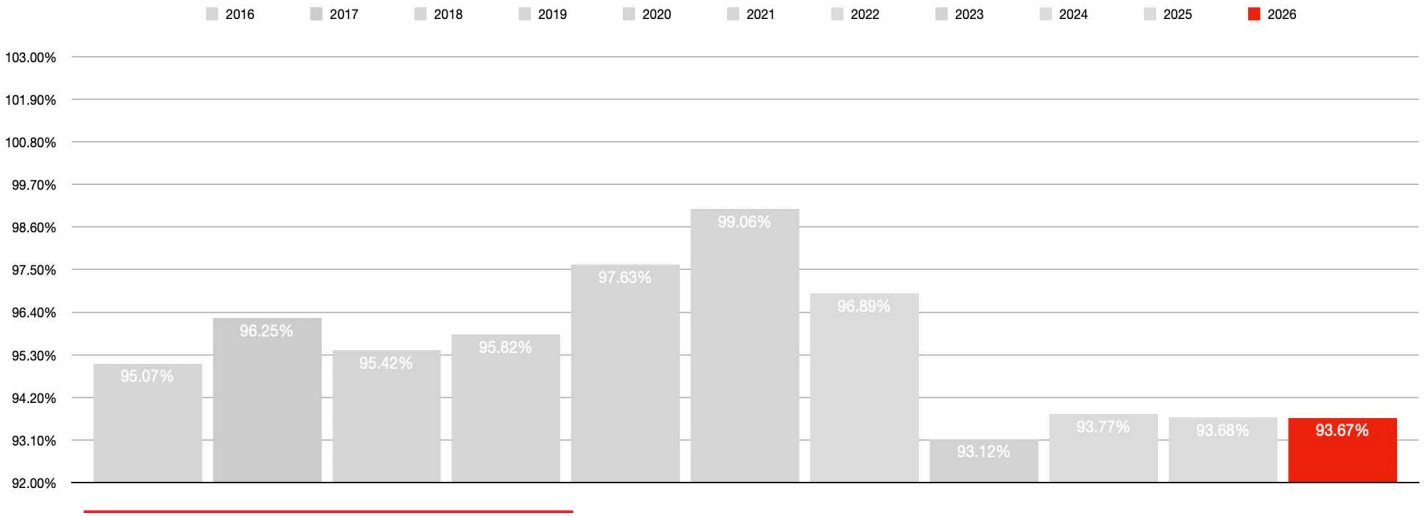
Year-Over-Year



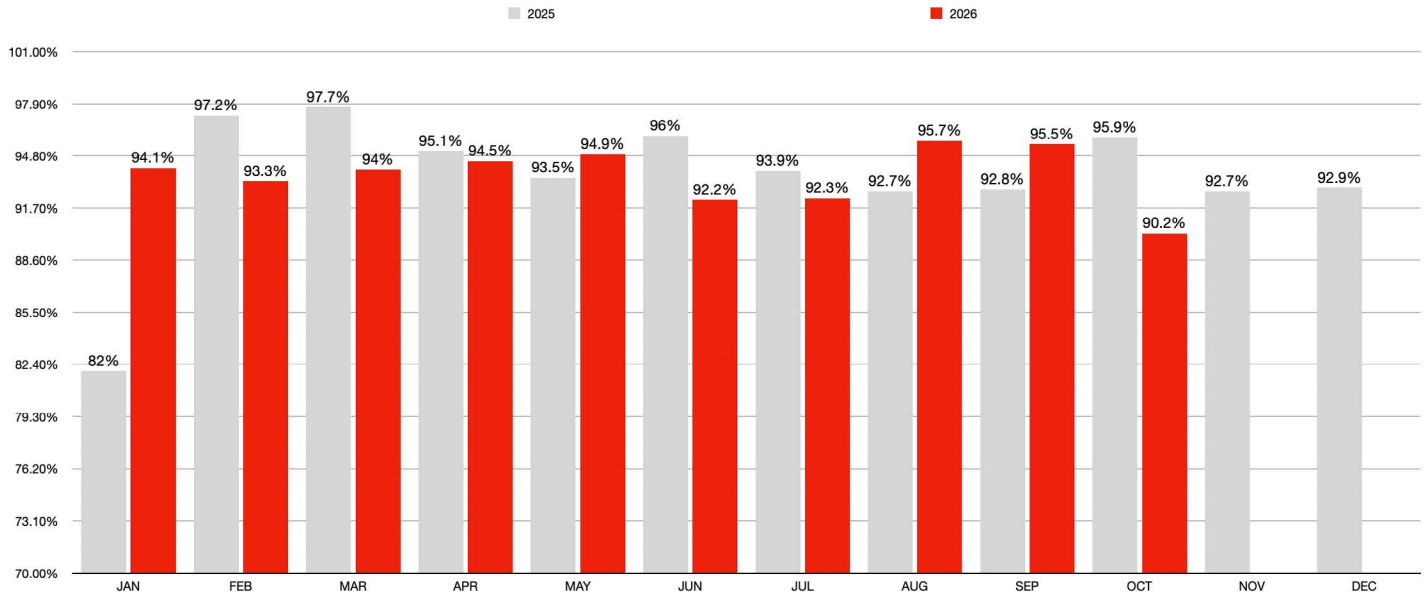
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. **LIST PRICE** RATIO

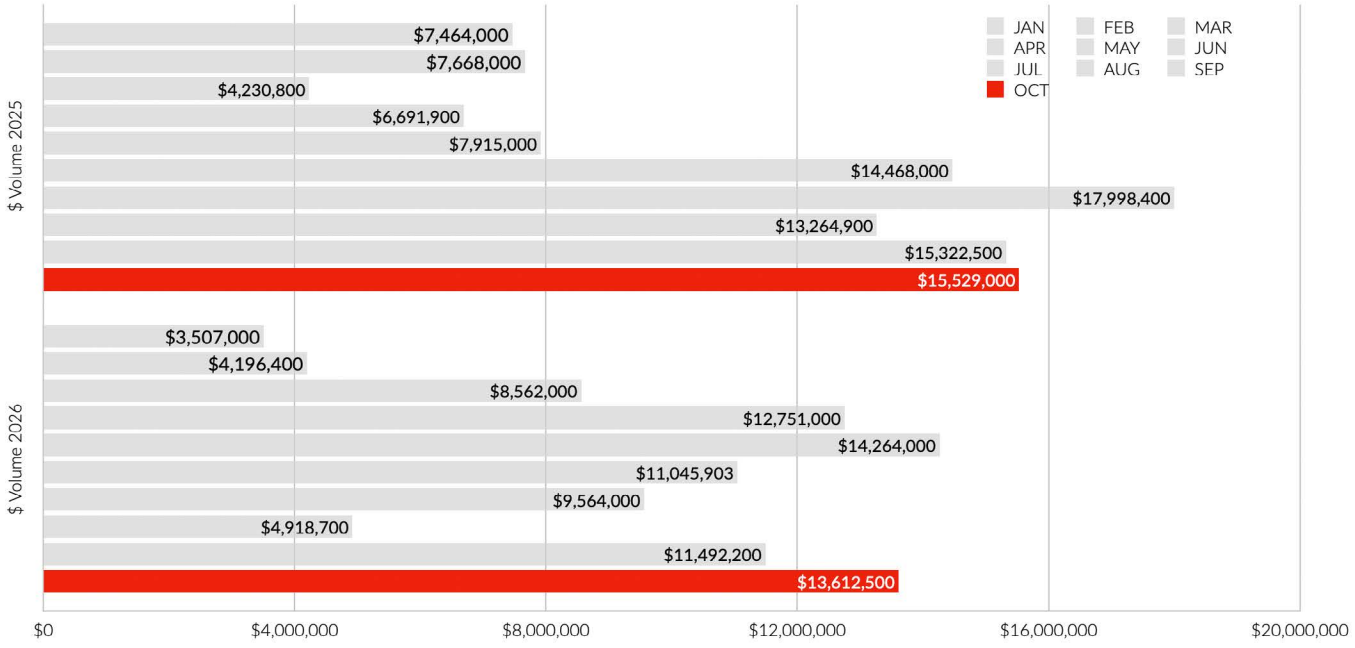


Year-Over-Year

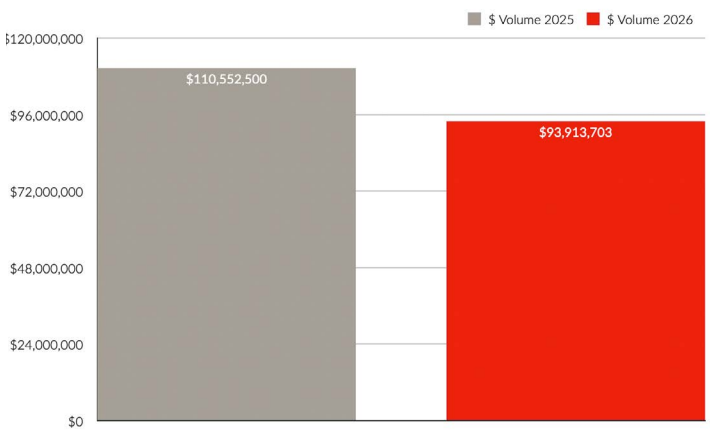


Month-Over-Month 2025 vs. 2026

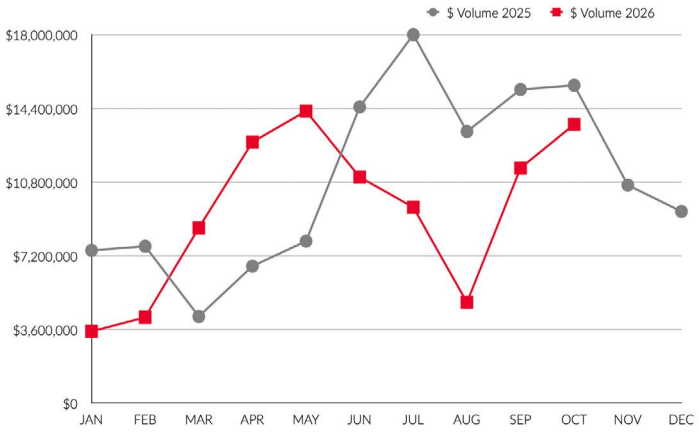
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

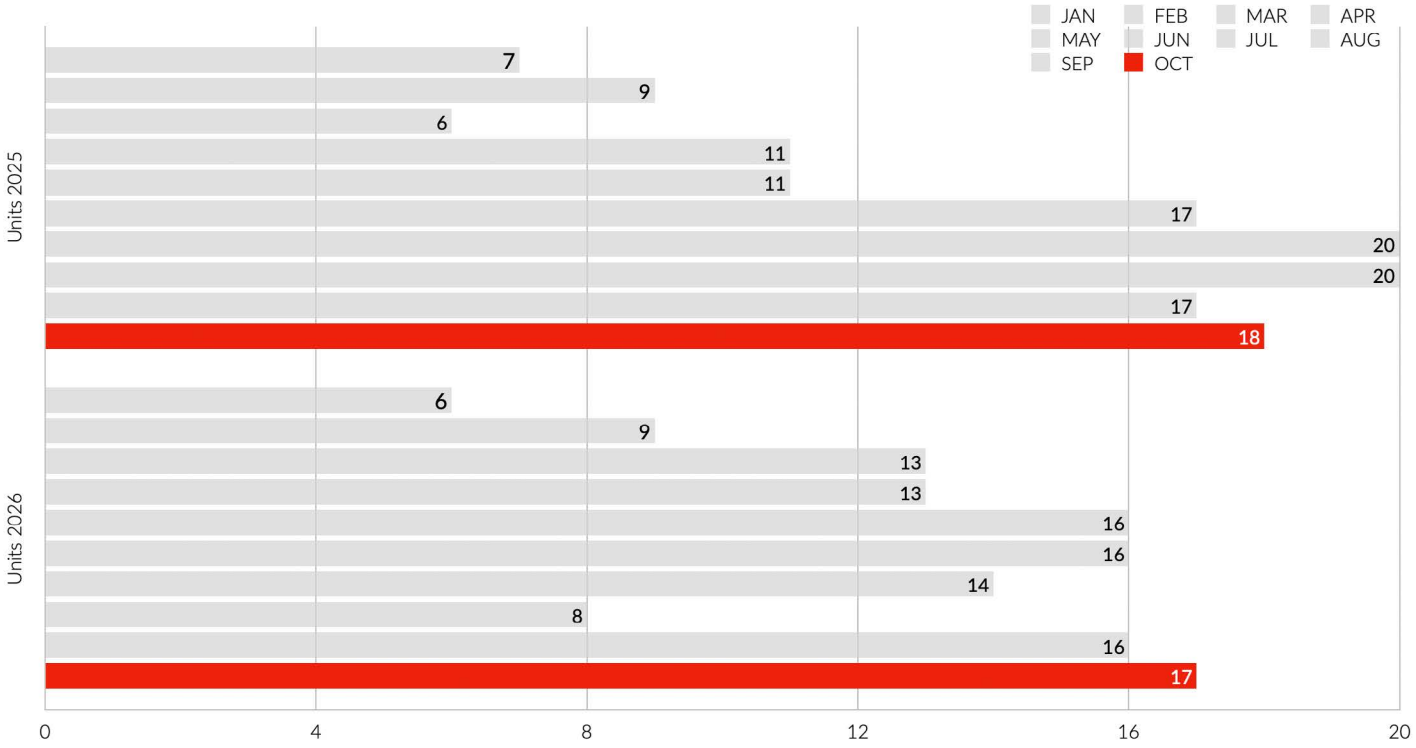


YTD Totals 2025 vs. 2026

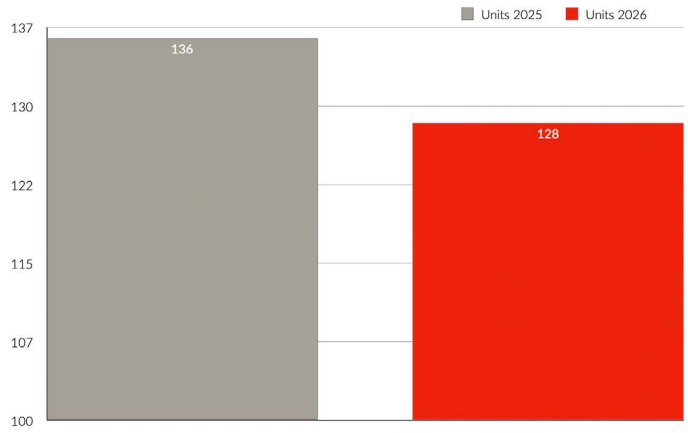


Month vs. Month 2025 vs. 2026

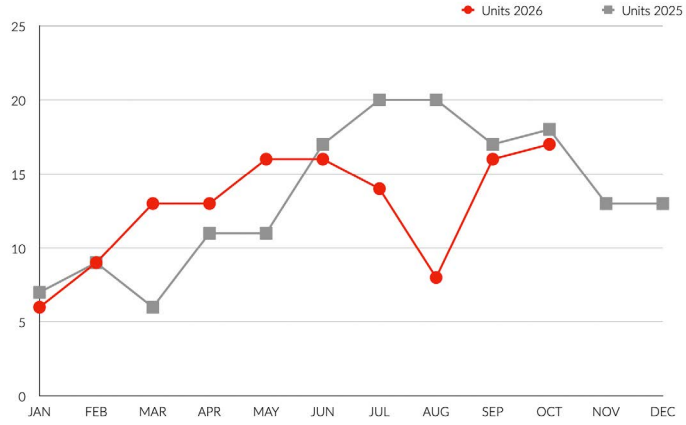
UNIT SALES



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	$93,913,703 -15.05%	$0 No Change	$7,181,500 -17.85%
YTD Unit Sales	128 -5.88%	0 No Change	19 +11.76%
YTD Average Sale Price	$733,701 -9.74%	$0 No Change	$377,974 -26.5%
October Sales Volume	$13,612,500 -12.34%	$0 No Change	$2,230,000 +47.68%
October Unit Sales	17 -5.56%	0 No Change	4 +33.33%



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

OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

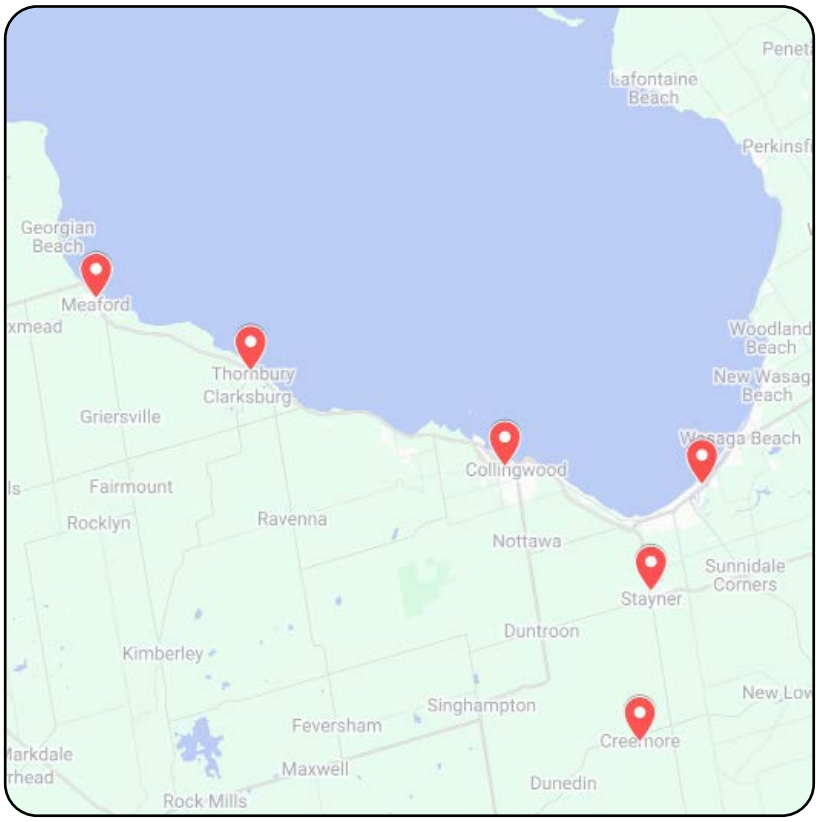
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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