

2026

OCTOBER

SOUTHERN GEORGIAN BAY

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 Southern Georgian Bay real estate market remained in buyer's market territory this October, with sales activity and pricing declining year-over-year while new listing activity edged lower and expired listings increased. The median sale price decreased 10.64% to $630,000, while the average sale price fell 7.96% to $770,021. Sales volume declined 15.78% to $154,774,218, alongside an 8.64% decrease in unit sales to 201 transactions. New listings declined 1.4% to 635 properties, while expired listings increased 7.41% to 261. The monthly unit sales-to-listings ratio decreased to 24.57%, while the year-to-date ratio stood at 28.00%, keeping Southern Georgian Bay firmly in buyer's market territory overall.

October year-over-year sales volume of $154,774,218

Down 15.78% from 2025's $183,783,602, with unit sales of 201 down 8.64% from last October's 220. New listings of 635 are down 1.4% from 644 a year ago, while the monthly sales/listings ratio of 24.57% is down 20.83% from last year.

Year-to-date sales volume of $1,533,641,778

Down 3.28% from 2025's $1,585,585,085, despite unit sales of 1,982 being up 4.43% from 2025's 1,898. New listings of 7,079 are up 2.94% from 6,877 a year ago, while the year-to-date sales/listings ratio of 28.00% is up 1.45% from 27.60%.

Year-to-date average sale price of $776,928

Down 7.77% from $842,348 one year ago, with the median sale price of $631,250 down 11.99% from $717,250. Average days on market of 57.50 is down 1.03% from 58.10 days last year, indicating selling time remained essentially stable despite softer year-to-date pricing.

OCTOBER NUMBERS

Median Sale Price
$630,000
-10.64%

Average Sale Price
$770,021
-7.96%

Sales Volume
$154,774,218
-15.78%

Unit Sales
201
-8.64%

New Listings
635
-1.4%

Expired Listings
261
+7.41%

Unit Sales/Listings Ratio
24.57%
-20.83%

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



THE MARKET IN **DETAIL**

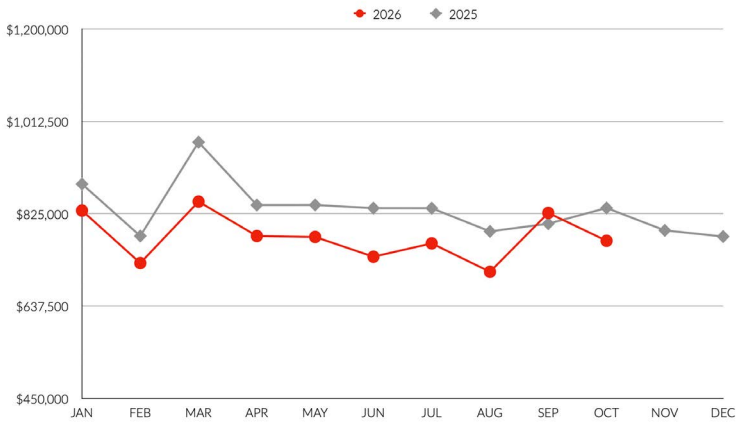
	2024	2025	2026	2025-2026
YTD Volume Sales	$1,239,532,008	$1,585,585,085	$1,533,641,778	-3.28%
YTD Unit Sales	1,591	1,898	1,982	+4.43%
YTD New Listings	5,347	6,877	7,079	+2.94%
YTD Sales/Listings Ratio	29.76%	27.60%	28.00%	+1.45%
YTD Expired Listings	3,492	1,710	1,742	+1.87%
Monthly Volume Sales	$149,638,619	$183,783,602	$154,774,218	-15.78%
Monthly Unit Sales	185	220	201	-8.64%
Monthly New Listings	541	644	635	-1.4%
Monthly Sales/Listings Ratio	26.48%	31.04%	24.57%	-20.83%
Monthly Expired Listings	540	243	261	+7.41%
Monthly Average Sale Price	$808,857	$836,622	$770,021	-7.96%
YTD Sales: $0-$199K	31	56	40	-28.57%
YTD Sales: $200k-349K	93	77	141	+83.12%
YTD Sales: $350K-$549K	395	362	519	+43.37%
YTD Sales: $550K-$749K	443	540	578	+7.04%
YTD Sales: $750K-$999K	320	443	349	-21.22%
YTD Sales: $1M+	370	356	279	-21.63%
YTD Sales: $2M+	78	70	80	+14.29%
YTD Average Days-On-Market	52.90	58.10	57.50	-1.03%
YTD Average Sale Price	$776,108	$842,348	$776,928	-7.77%
YTD Median Sale Price	$680,000	$717,250	$631,250	-11.99%

Southern Georgian Bay MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

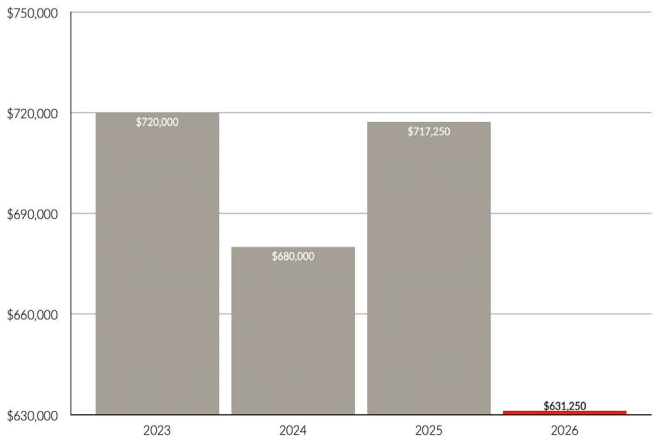


Year-Over-Year

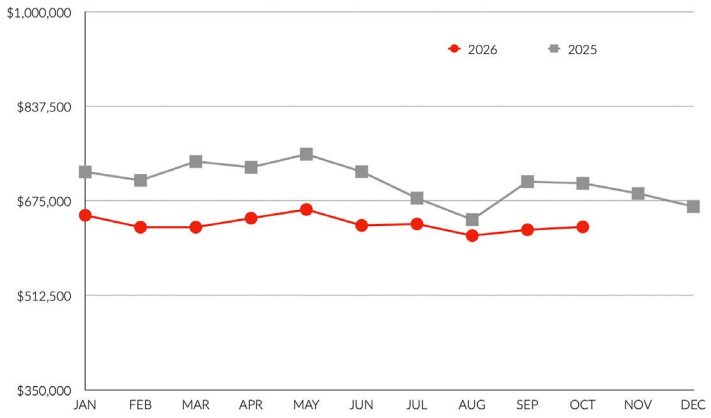


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



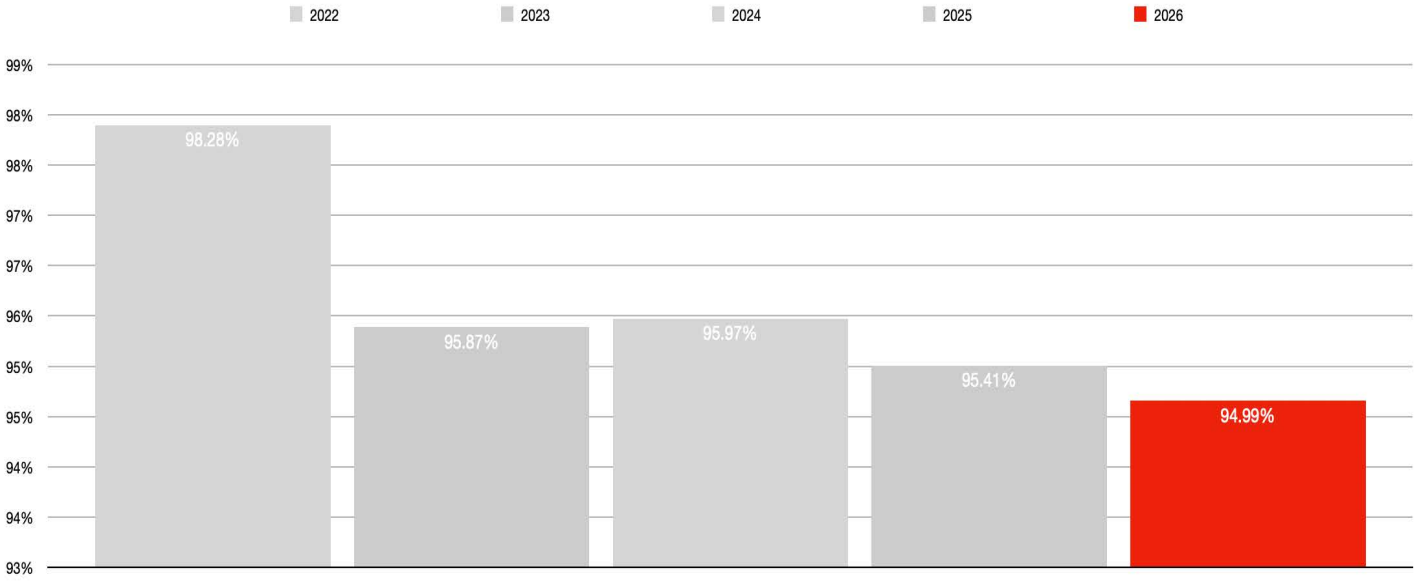
Year-Over-Year



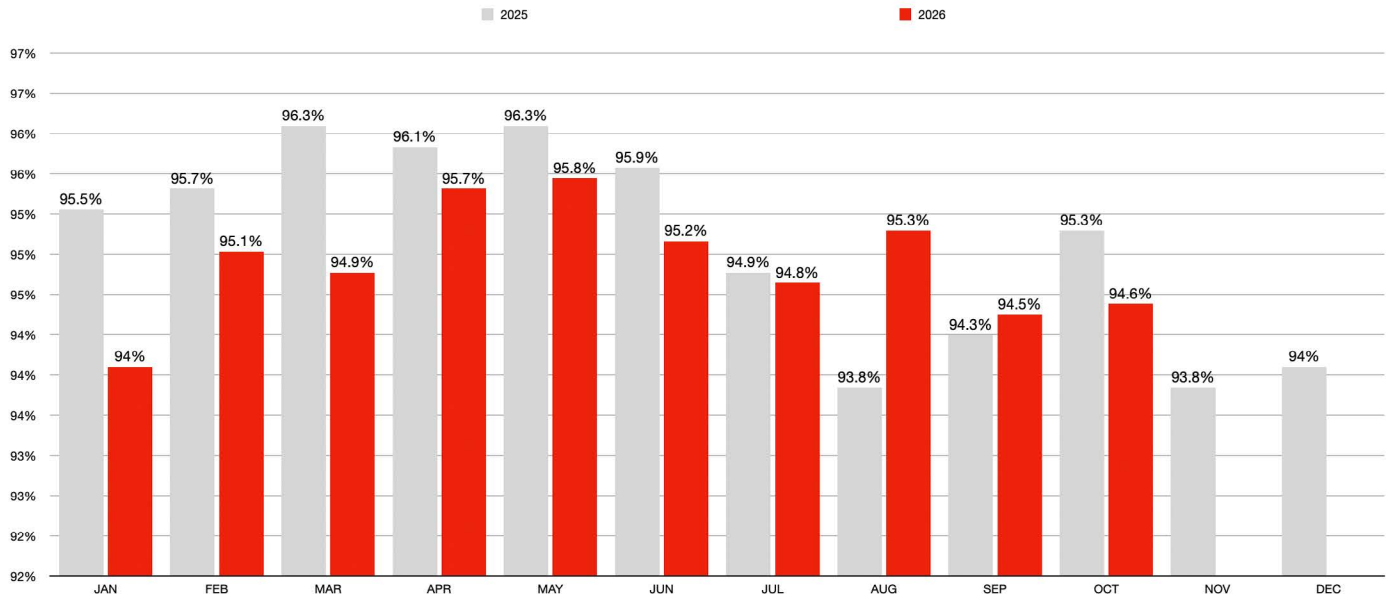
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

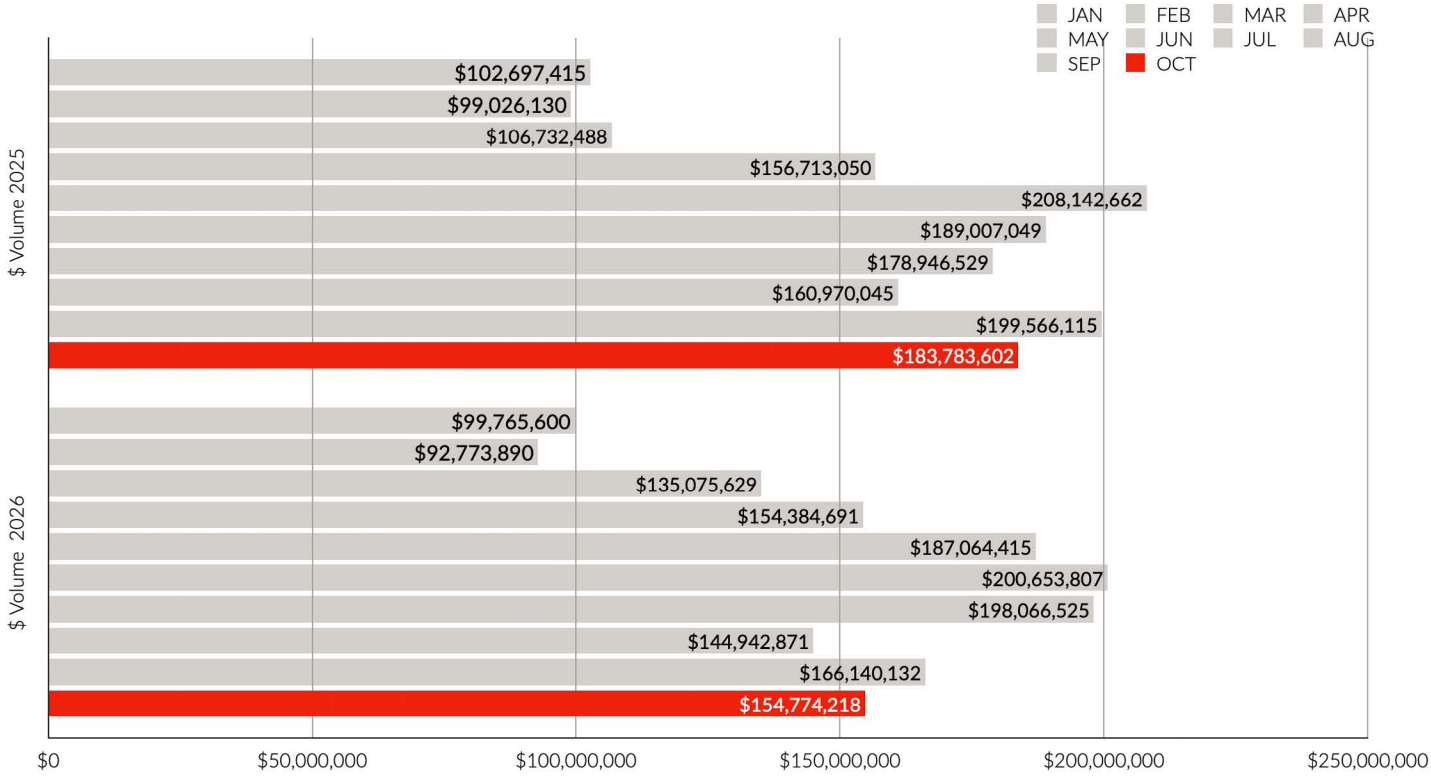


Year-Over-Year

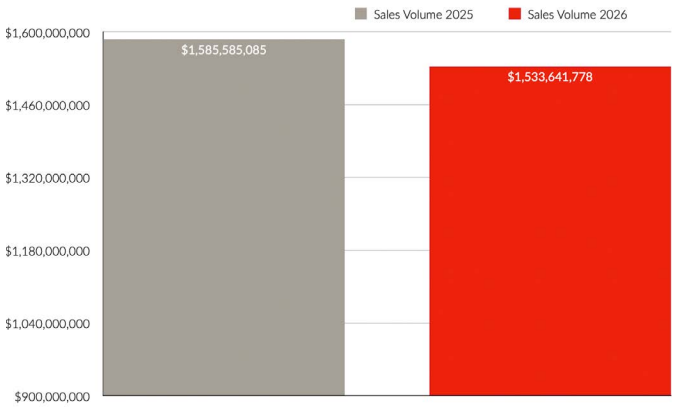


Month-Over-Month 2025 vs. 2026

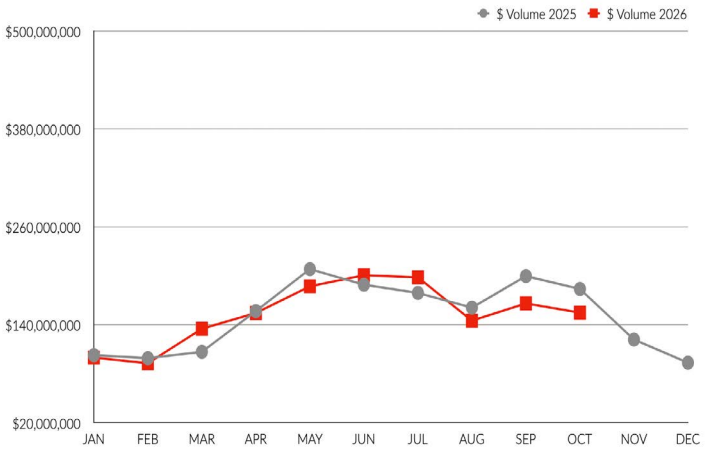
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

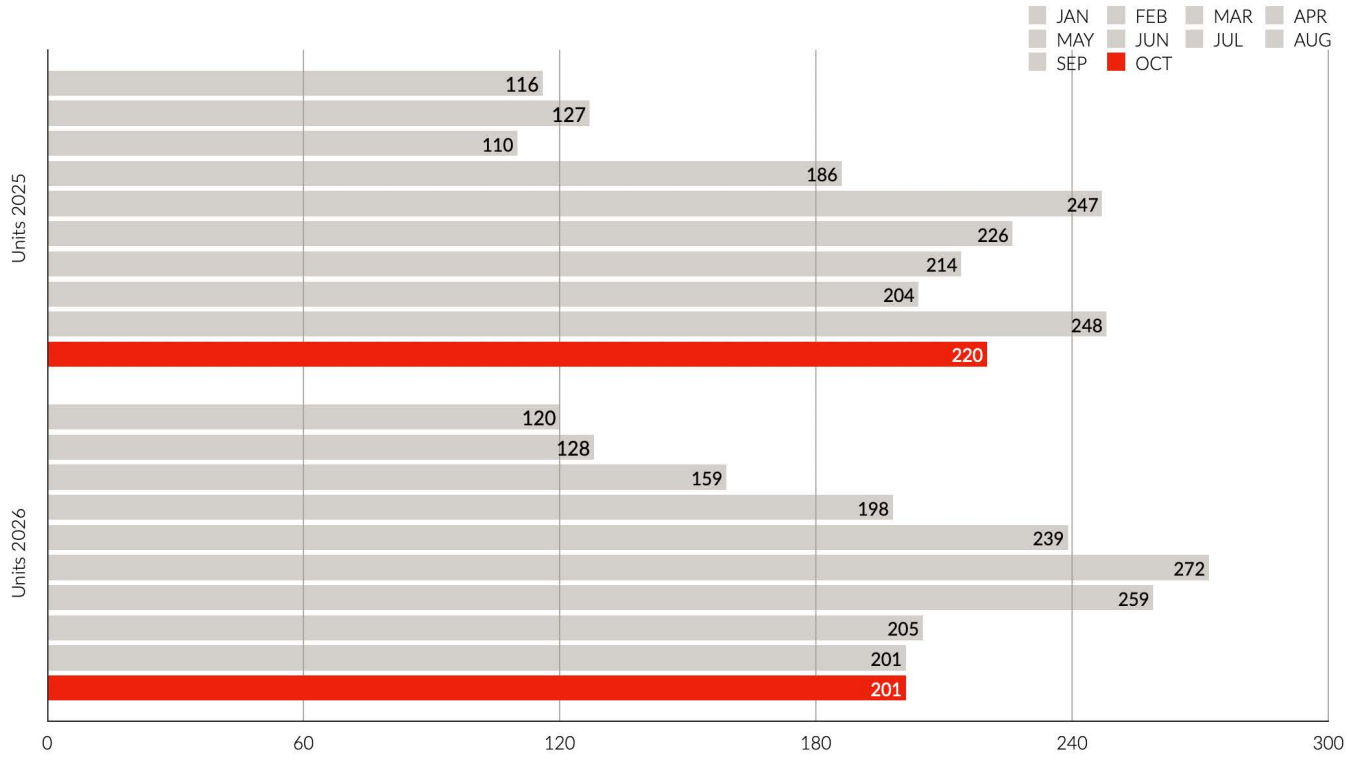


YTD Totals 2025 vs. 2026

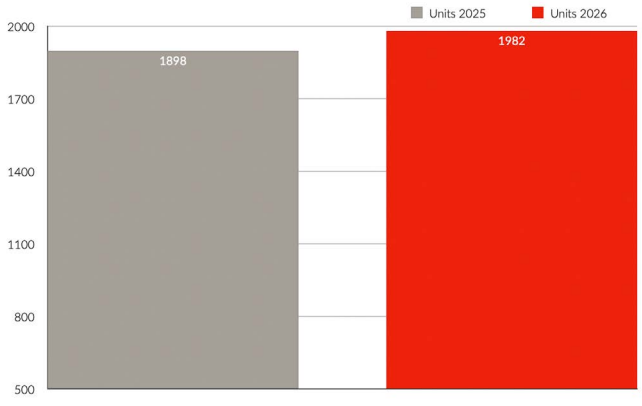


Month vs. Month 2025 vs. 2026

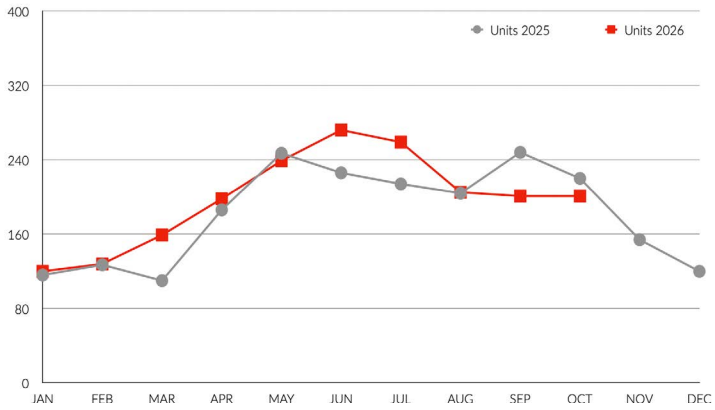
UNIT SALES



Monthly Comparison 2025 vs. 2026



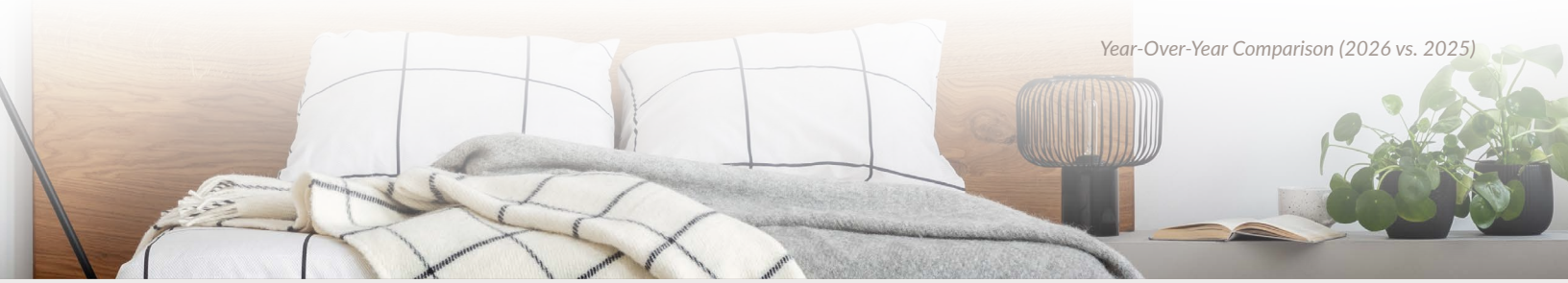
YTD Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$1,368,395,680 -2.4%	$165,246,099 -9.94%	$29,933,612 -32.61%
YTD Unit Sales	1686 +6.31%	296 -5.13%	74 -25.25%
YTD Average Sale Price	$811,623 +3.56%	$558,264 -5.07%	$404,508.27 -9.84%
October Sales Volume	$145,578,218 -13.65%	$9,196,000 -39.46%	$3,559,000 -43.65%
October Unit Sales	179 -7.73%	22 -15.38%	10 -23.08%



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

OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

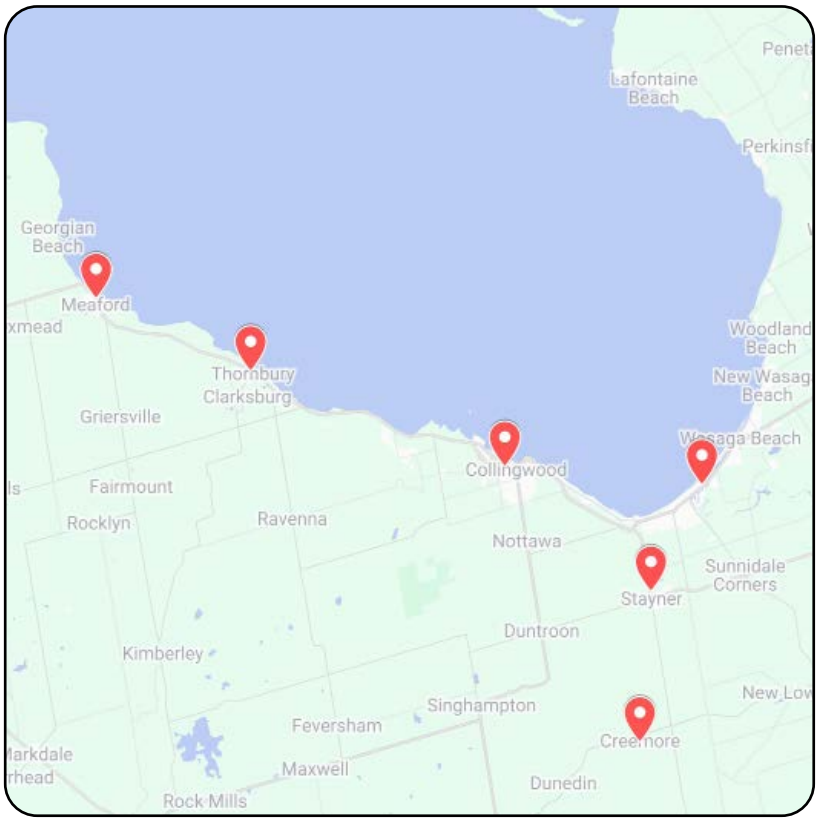
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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