



2024

APRIL

SOUTHERN

GEORGIAN BAY

Real Estate Market Report

OVERVIEW

BUYERS MARKET

The Southern Georgian Bay real estate market still leans towards buyers this month, despite observing a decrease in both unit sales and sales volume. Both average and median sale prices remain higher than last year, offering buyers a chance to navigate a market with higher prices but less competition.



April year-over-year sales volume of \$122,512,448

Down 15.47% from 2023's \$144,936,698 with unit sales of 151 down 17.49% from last April's 183. New listings of 538 are up 23.11% from a year ago, with the sales/listing ratio of 28.07% down 4.43%.



Year-to-date sales volume of \$416,682,832

Down 1.05% from 2023's \$421,098,302 with unit sales of 529 down 2.76% from 2023's 544. New listings of 1,638 are up 20.89% from a year ago, with the sales/listing ratio of 32.30% down 7.85%.



Year-to-date average sale price of \$783,652

Up from \$773,760 one year ago with median sale price of \$690,000 up from \$688,500 one year ago. Average days-on-market of 52.75 is down 1 day from last year.

APRIL NUMBERS

Median Sale Price

\$725,000

-1.36%

Average Sale Price

\$811,341

+2.44%

Sales Volume

\$122,512,448

-15.47%

Unit Sales

151

-17.49%

New Listings

538

+23.11%

Expired Listings

274

+26.85%

Unit Sales/Listings Ratio

28.07%

-4.43%

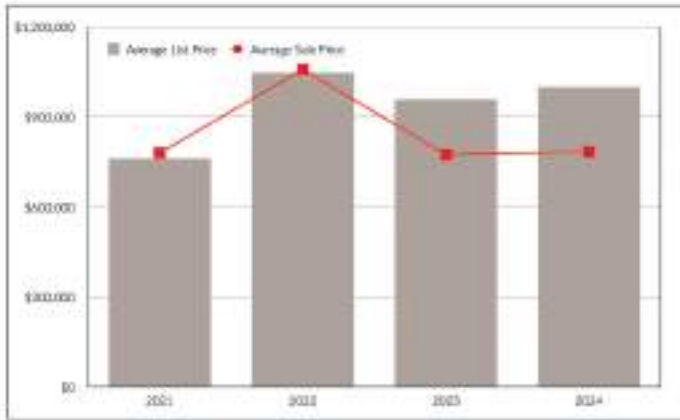
*Year-over-year comparison
(April 2024 vs. April 2023)*

THE MARKET IN DETAIL

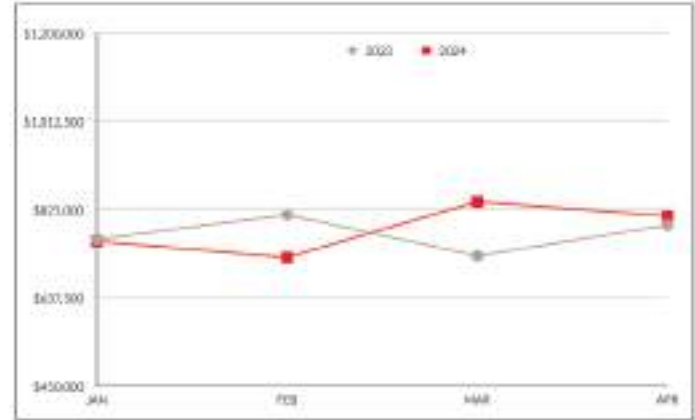
	2022	2023	2024	2022-2023
YTD Volume Sales	\$102,930,984	\$154,363,452	\$421,098,302	+172.8%
YTD Unit Sales	132	146	544	+272.6%
YTD New Listings	165	198	1,355	+584.34%
YDT Sales/Listings Ratio	80.00%	73.74%	40.15%	-33.59%
YTD Expired Listings	1002	1231	1501	+21.93%
Monthly Volume Sales	\$164,312,020	\$101,740,903	\$78,060,350	-23.28%
Monthly Unit Sales	187	109	108	-0.92%
Monthly New Listings	238	274	369	+34.67%
Monthly Sales/Listings Ratio	80.00%	73.74%	32.50%	-41.24%
Monthly Expired Listings	208	216	274	+26.85%
YTD Sales: \$0-\$199K	3	2	4	100.00%
YTD Sales: \$200k-349K	25	42	22	-47.62%
YTD Sales: \$350K-\$549K	101	131	131	0.00%
YTD Sales: \$550K-\$749K	159	162	159	-1.85%
YTD Sales: \$750K-\$999K	217	115	108	-6.09%
YTD Sales: \$1M+	226	92	105	14.13%
YTD Average Days-On-Market	28.00	24.00	53.75	+123.96%
YTD Average Sale Price	\$779,780	\$1,057,284	\$773,760	-26.82%
YTD Median Sale Price	\$650,000	\$850,000	\$688,500	-19%

Southern Georgian Bay MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

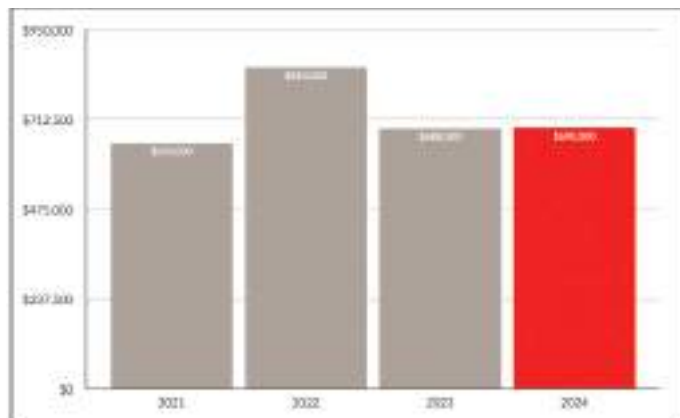


Year-Over-Year

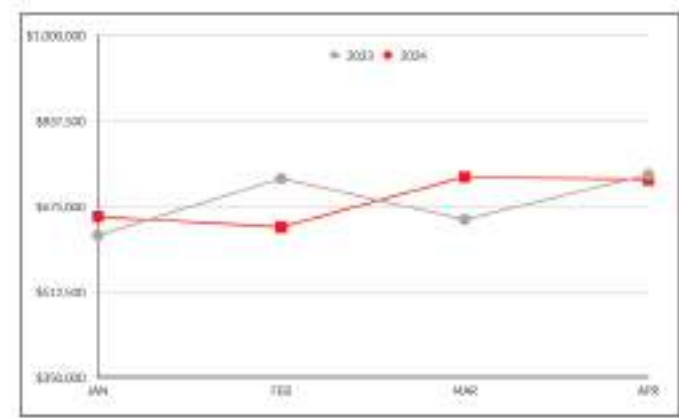


Month-Over-Month 2022 vs. 2023

MEDIAN SALE PRICE



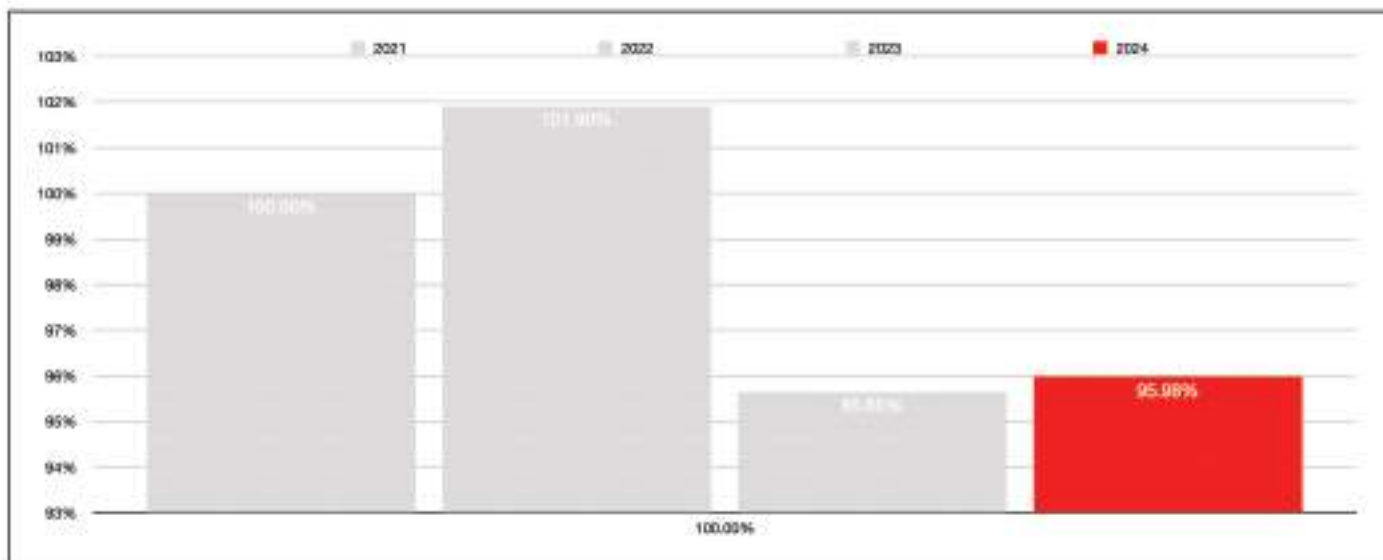
Year-Over-Year



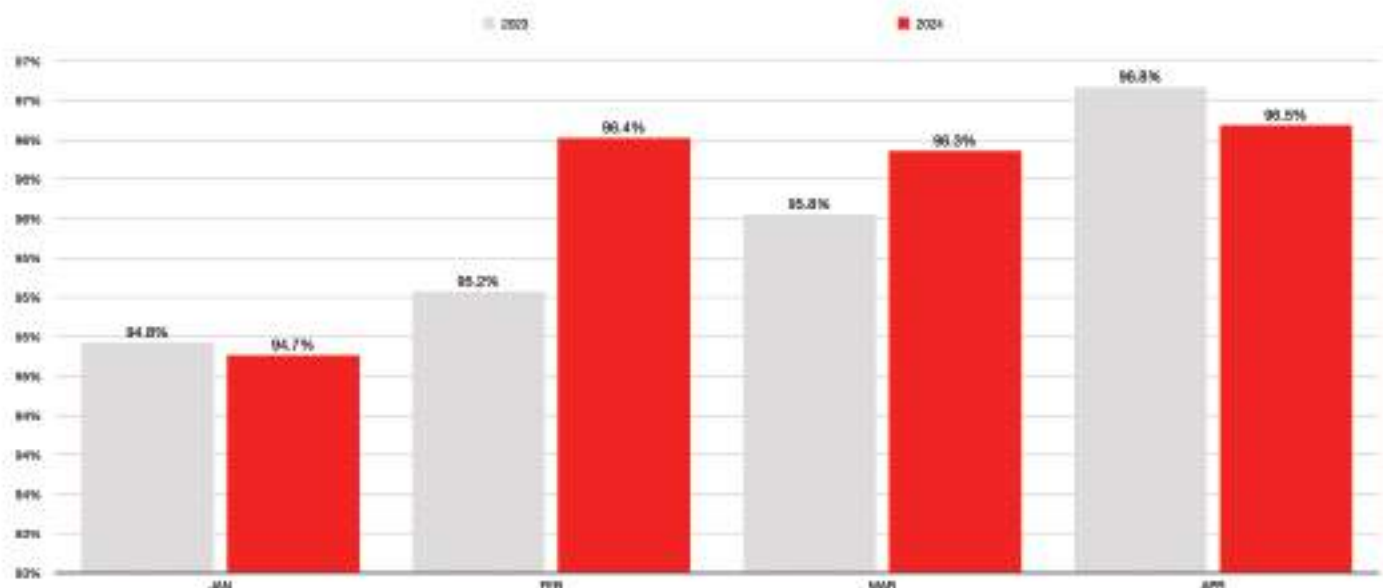
Month-Over-Month 2022 vs. 2023

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

SALE PRICE VS. LIST PRICE RATIO

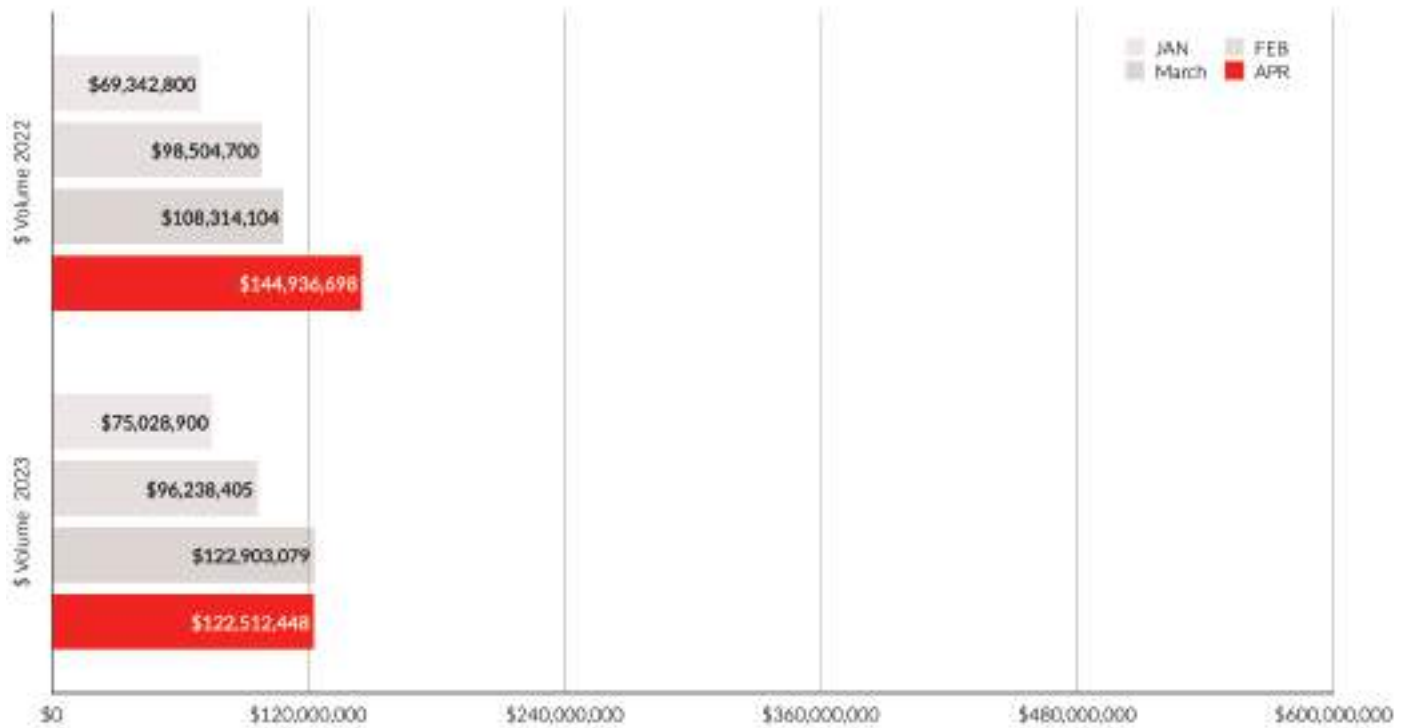


Year-Over-Year

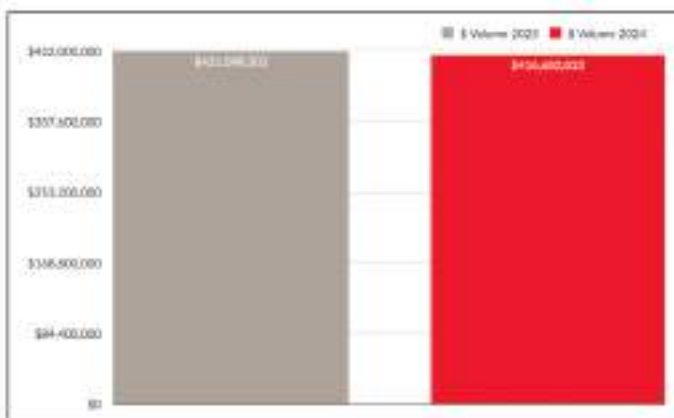


Month-Over-Month 2023 vs. 2024

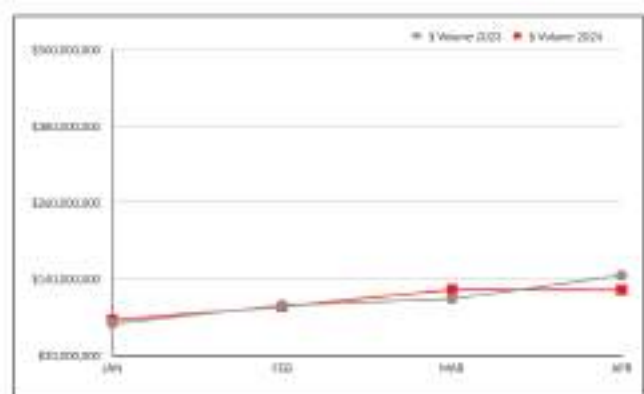
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

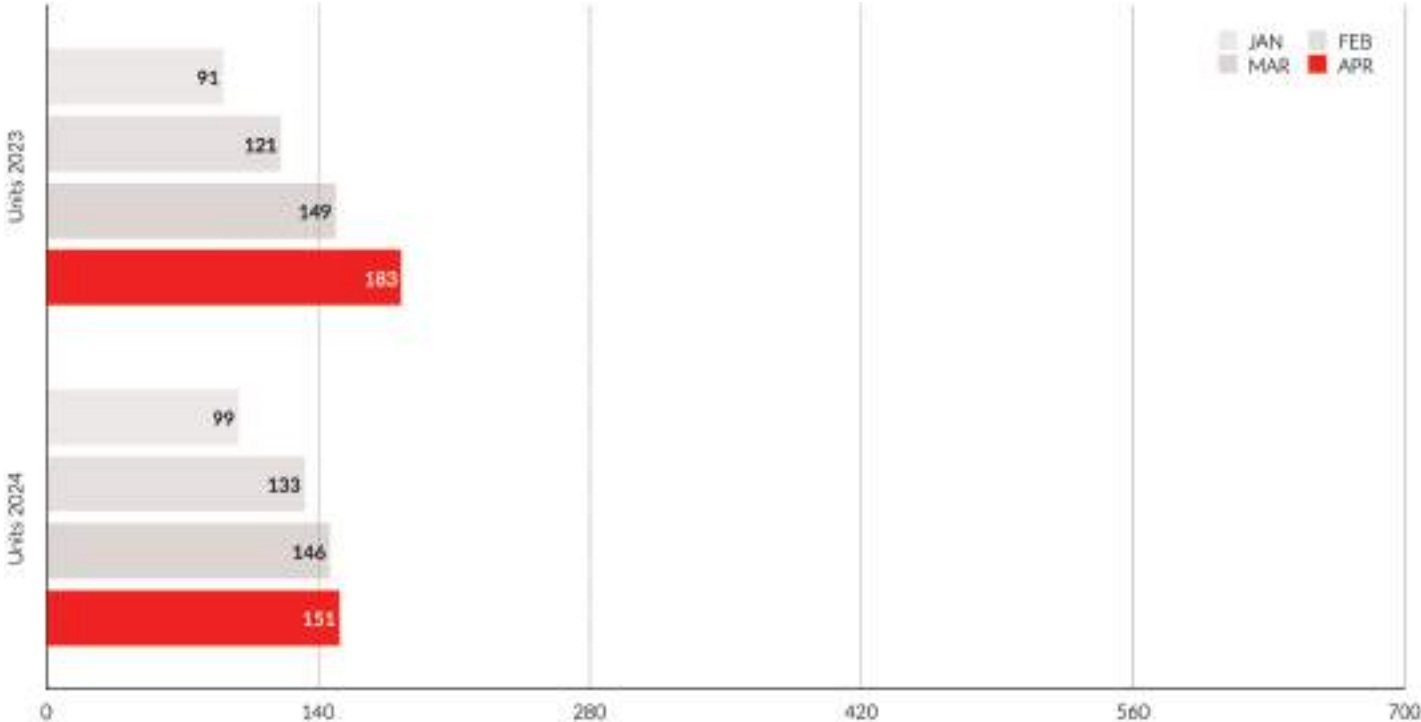


Yearly Totals 2023 vs. 2024

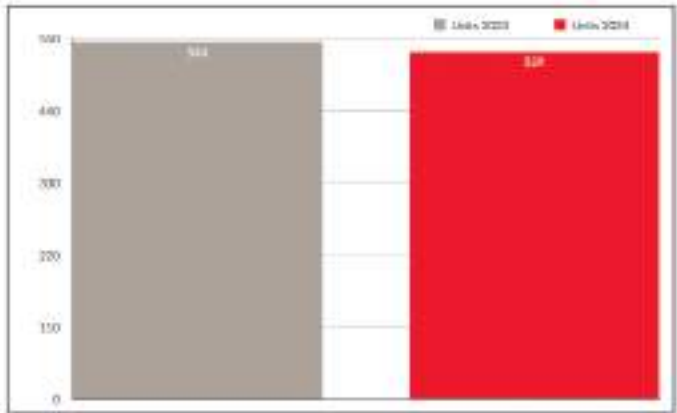


Month vs. Month 2023 vs. 2024

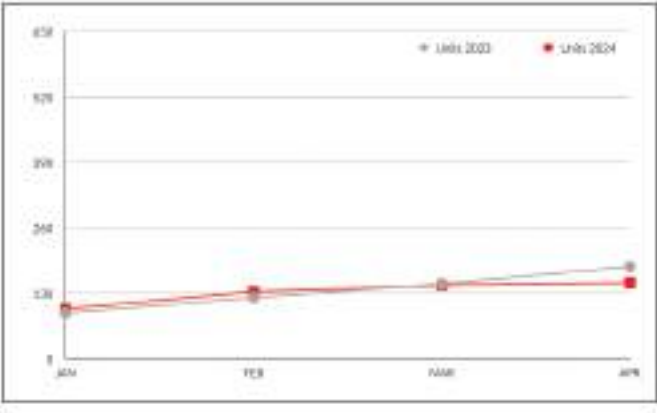
UNIT SALES



Monthly Comparison 2023 vs. 2024

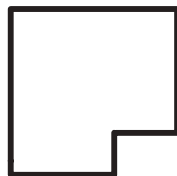


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ \$340,386,802 +2.21%	↓ \$62,567,700 -13.2%	↑ \$7,917,400 +74.64%
YTD Unit Sales	↑ 403 +3.47%	↓ 108 -24.07%	↑ 15 +86.67%
YTD Average Sale Price	↓ \$844,742 -29.24%	↑ \$621,527 +25.72%	↑ \$477,916.67 +7.52%
April Sales Volume	↓ \$59,395,850 -36.33%	↑ \$16,910,500 +165.39%	↓ \$450,000 -84.29%
April Unit Sales	↑ 113 +21.51%	↑ 30 +172.73%	↓ 2 -66.67%



Year-Over-Year Comparison (2024 vs. 2023)

OUR LOCATIONS

COLLINGWOOD

705-445-5520
330 First 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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