



2024 MAY SOUTHERN GEORGIAN BAY Real Estate Market Report

OVERVIEW

BUYERS MARKET

The **Southern Georgian Bay** real estate market still leans towards buyers this month, despite a decrease in both unit sales and sales volume. Interestingly, while the average sale price has dropped, median sale prices remain higher than last year, indicating that the market still sees transactions in the mid to upper price ranges. This dynamic suggests buyers have the upper hand, with opportunities to negotiate better deals.



May year-over-year sales volume of \$164,150,569

Down 6.67% from 2023's \$175,886,842 with unit sales of 195 down 13.72% from last May's 226. New listings of 724 are up 20.47% from a year ago, with the sales/listing ratio of 26.93% down 10.67%.



Year-to-date sales volume of \$603,281,498

Down 3.25% from 2023's \$623,529,044 with unit sales of 761 down 4.28% from 2023's 795. New listings of 2,601 are up 22.75% from a year ago, with the sales/listing ratio of 29.26% down 8.26%.



Year-to-date average sale price of \$785,304

Down from \$788,756 one year ago with median sale price of \$725,000 up from \$715,000 one year ago. Average days-on-market of 52.2 is up 4.2 days from last year.

MAY NUMBERS

Median Sale Price

\$735,000

+1.38%

Average Sale Price

\$841,798

+8.16%

Sales Volume

\$164,150,569

-6.67%

Unit Sales

195

-13.72%

New Listings

724

+20.47%

Expired Listings

269

+10.7%

Unit Sales/Listings Ratio

26.93%

-10.67%

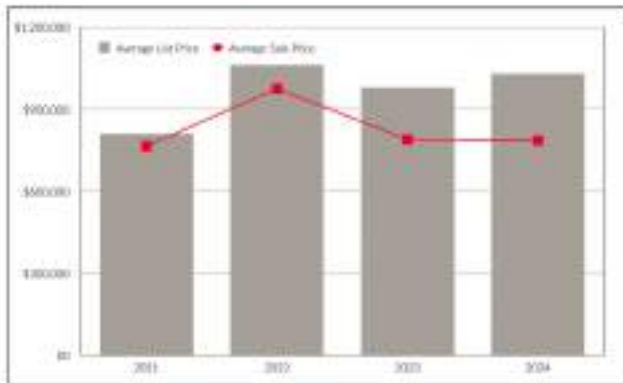
*Year-over-year comparison
(May 2024 vs. May 2023)*

THE MARKET IN DETAIL

	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,001,646,694	\$623,529,044	\$603,281,498	-3.25%
YTD Unit Sales	1,054	795	761	-4.28%
YTD New Listings	2,069	2,119	2,601	+22.75%
YTD Sales/Listings Ratio	50.94%	37.52%	29.26%	-8.26%
YTD Expired Listings	1,111	1,474	1,770	+20.08%
Monthly Volume Sales	\$170,083,677	\$175,886,842	\$164,150,569	-6.67%
Monthly Unit Sales	195	226	195	-13.72%
Monthly New Listings	581	601	724	+20.47%
Monthly Sales/Listings Ratio	33.56%	37.60%	26.93%	-10.67%
Monthly Expired Listings	109	243	269	+10.7%
Monthly Average Sale Price	\$972,224	\$778,260	\$841,798	+8.16%
YTD Sales: \$0-\$199K	14	6	14	+133.33%
YTD Sales: \$200k-349K	44	64	32	-50%
YTD Sales: \$350K-\$549K	158	173	183	+5.78%
YTD Sales: \$550K-\$749K	228	243	207	-14.81%
YTD Sales: \$750K-\$999K	279	167	160	-4.19%
YTD Sales: \$1M+	331	142	153	+7.75%
YTD Average Days-On-Market	20.00	48.00	52.20	+8.75%
YTD Average Sale Price	\$975,681	\$788,756	\$785,304	-0.44%
YTD Median Sale Price	\$825,000	\$715,000	\$725,000	+1.4%

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

AVERAGE SALE PRICE

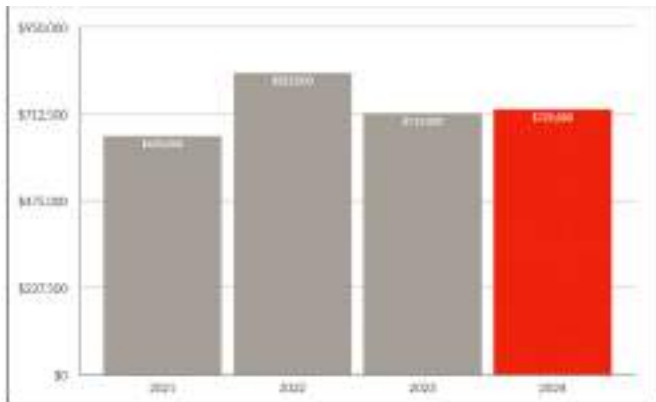


Year-Over-Year

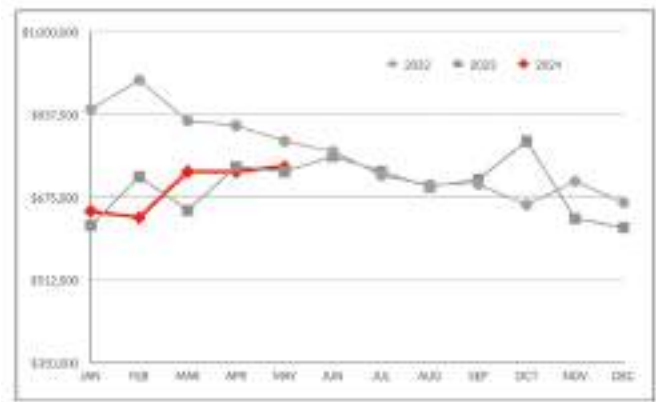


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



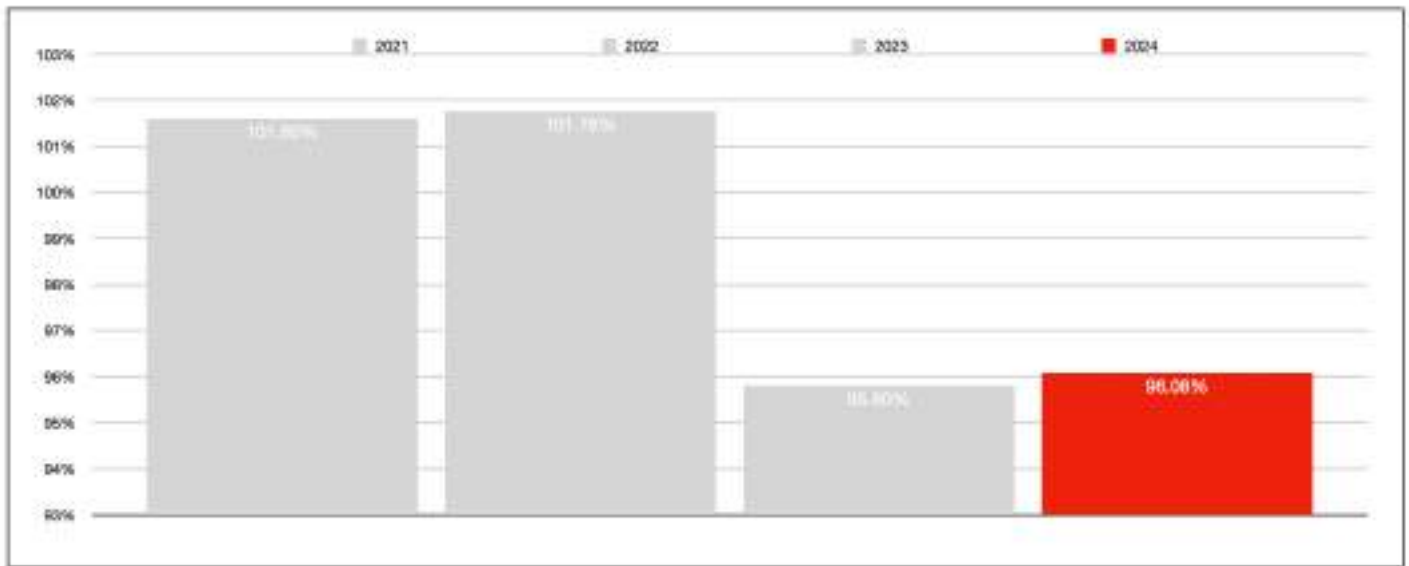
Year-Over-Year



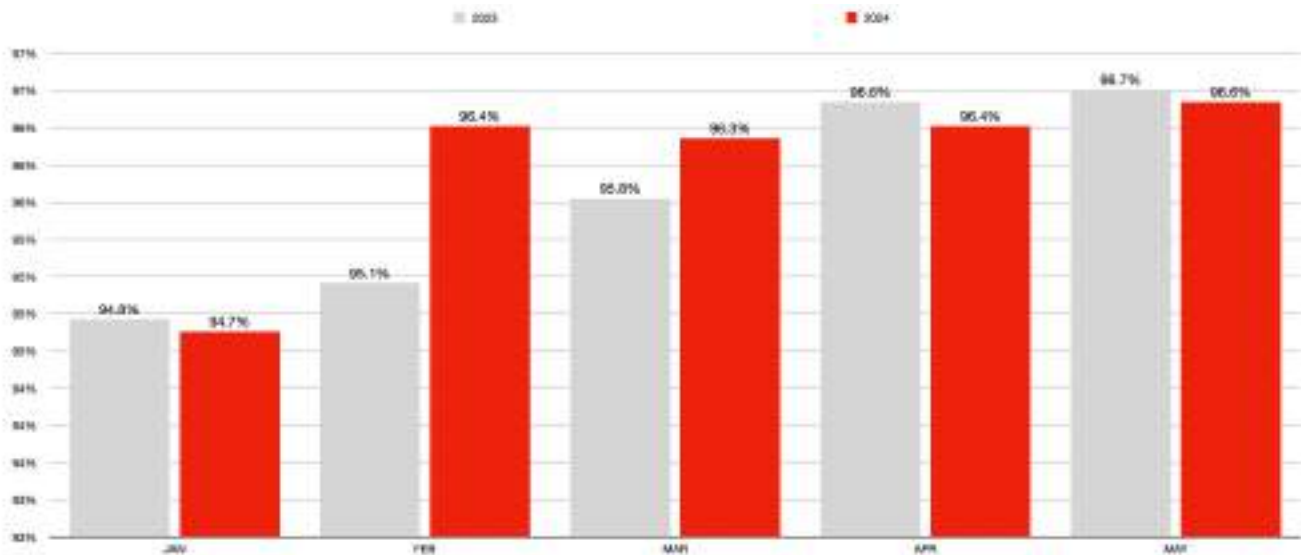
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

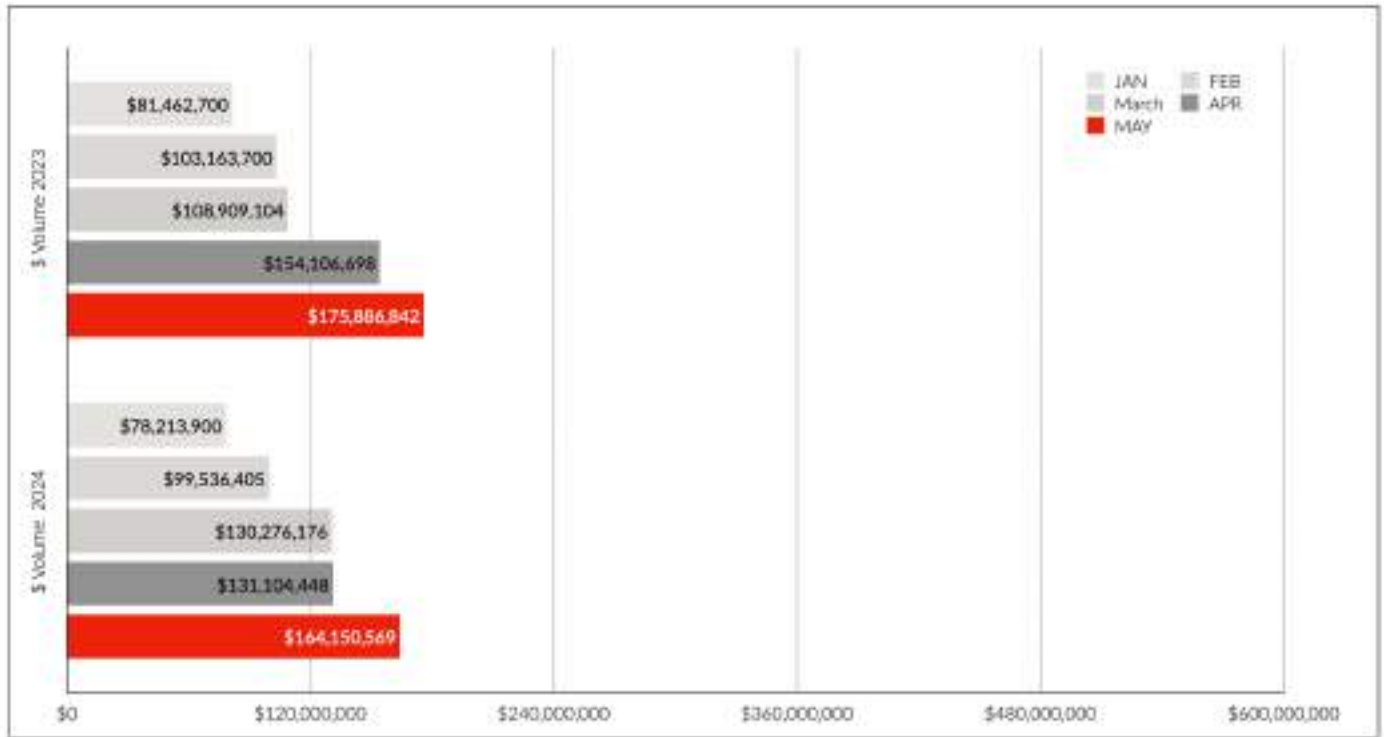


Year-Over-Year

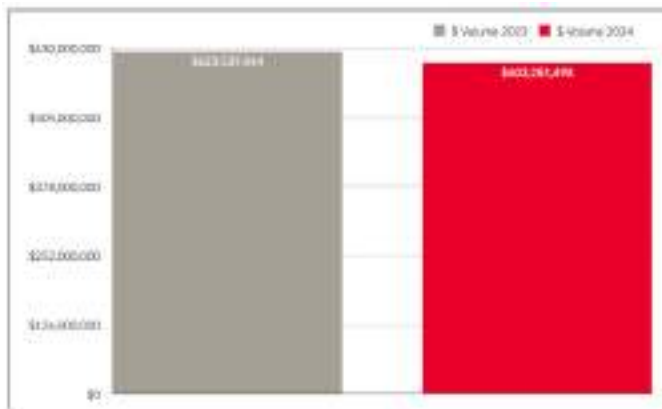


Month-Over-Month 2023 vs. 2024

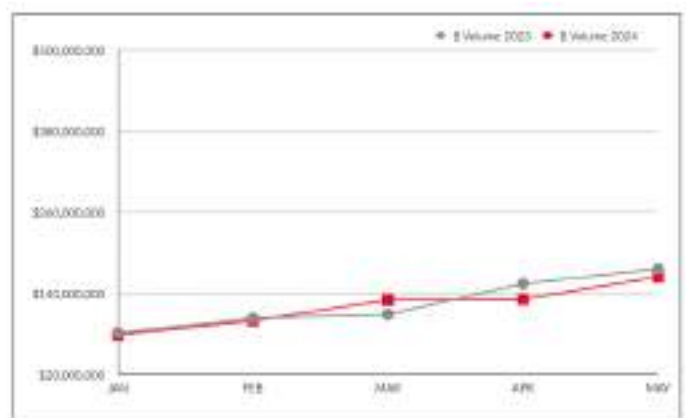
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

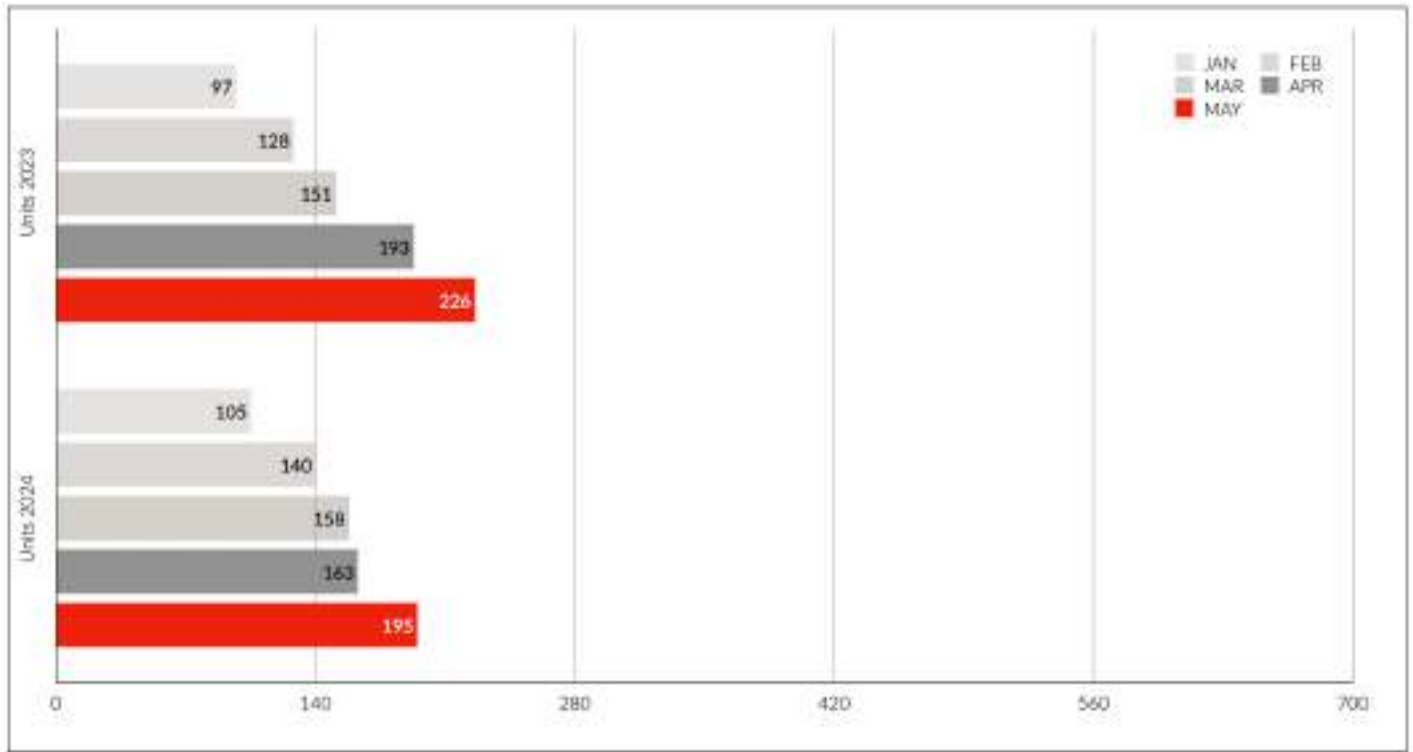


Yearly Totals 2023 vs. 2024

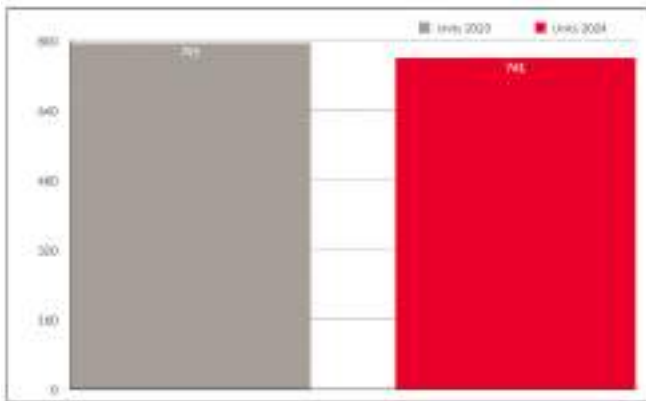


Month vs. Month 2023 vs. 2024

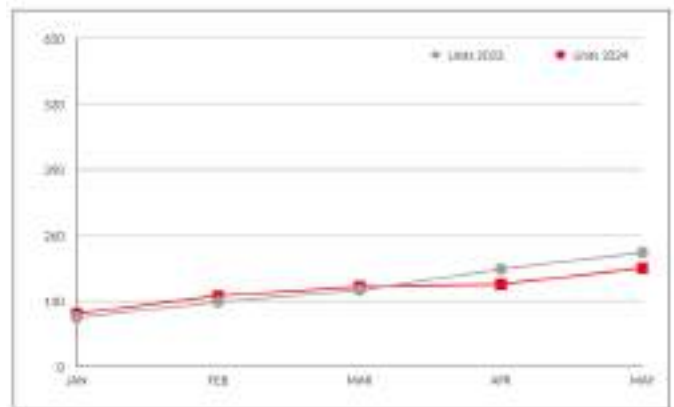
UNIT SALES



Monthly Comparison 2023 vs. 2024

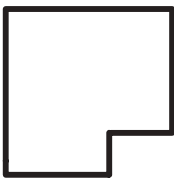


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↓ \$492,342,201 -0.78%	↓ \$71,492,600 -23.05%	↑ \$17,632,097 +82.67%
YTD Unit Sales	↓ 572 -0.52%	↓ 110 -27.63%	↑ 33 +73.68%
YTD Average Sale Price	↓ \$860,738 -0.26%	↑ \$649,933 +6.33%	↑ \$534,305.97 +5.17%
May Sales Volume	↓ \$135,817,869 -1.02%	↓ \$17,183,000 -43.37%	↑ \$3,805,000 +119.31%
May Unit Sales	↓ 146 -9.32%	↓ 28 -36.36%	↑ 5 +25%



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

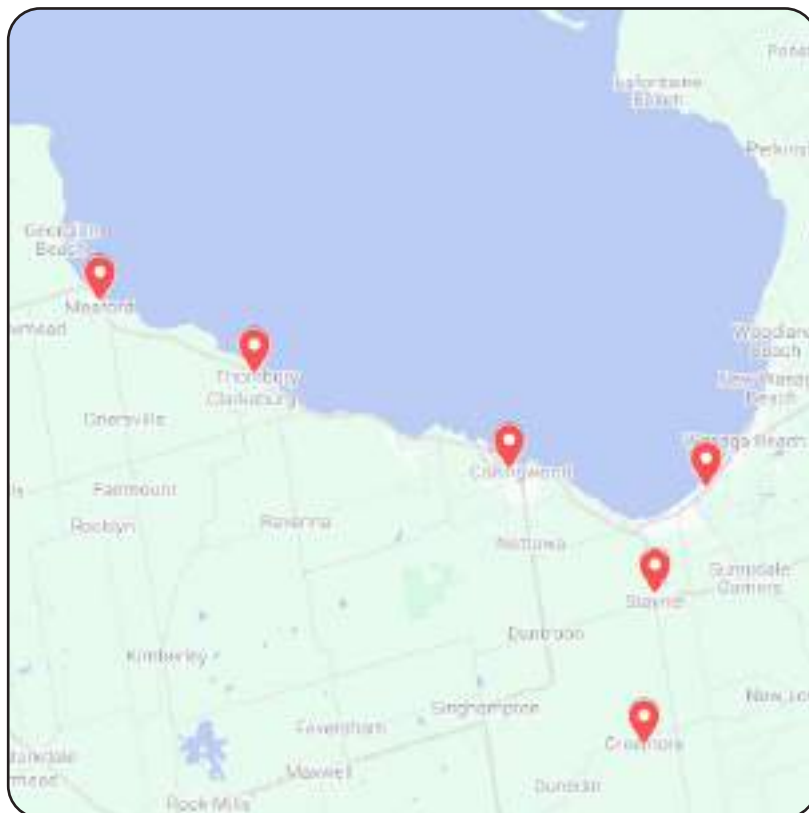
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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