



2024

AUGUST

SOUTHERN

GEORGIAN BAY

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE



OVERVIEW

BUYERS MARKET

The Southern Georgian Bay real estate market still favors buyers this month, with both unit sales and sales volume having decreased compared to last year. The median and average sale prices have dropped as well. This trend provides buyers with more opportunities to find favorable deals and negotiate better prices.

August year-over-year sales volume of \$110,410,537

Down 19.41% from 2023's \$136,997,390 with unit sales of 151 down 10.65% from last August's 169. New listings of 506 are up 1.81% from a year ago, with the sales/listing ratio of 29.84% down 12.24%.

Year-to-date sales volume of \$950,939,460

Down 14.43% from 2023's \$1,111,275,838 with unit sales of 1,240 down 10.6% from 2023's 1,387. New listings of 4,179 are up 11.32% from a year ago, with the sales/listing ratio of 29.67% down 19.69%.

Year-to-date average sale price of \$764,394

Down from \$800,765 one year ago with median sale price of \$653,750 down from \$720,000 one year ago. Average days-on-market of 51.75 is up 5.37 days from last year.

AUGUST NUMBERS

Median Sale Price

\$632,000
-9.16%

Average Sale Price

\$731,196
-9.8%

Sales Volume

\$110,410,537
-19.41%

Unit Sales

151
-10.65%

New Listings

506
+1.81%

Expired Listings

430
-0.92%

Unit Sales/Listings Ratio

29.84%
-12.24%

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

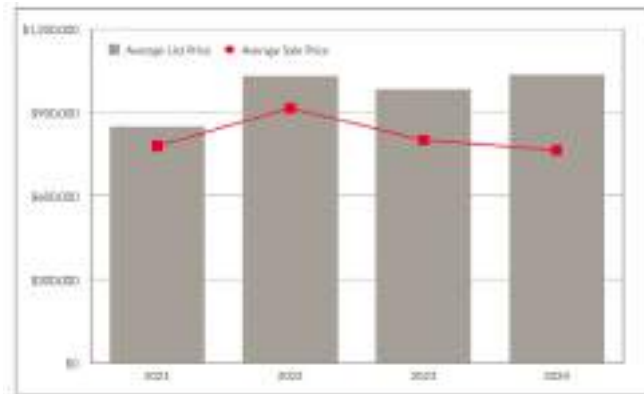


THE MARKET IN DETAIL

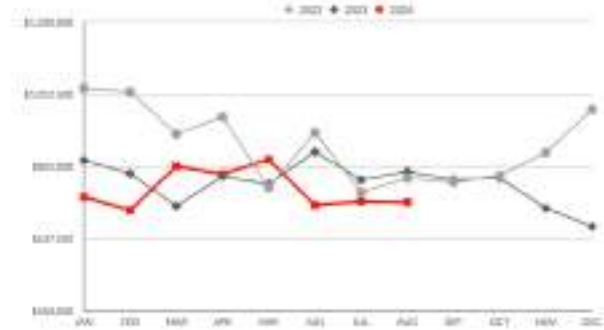
	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,234,287,207	\$1,111,275,838	\$950,939,460	-14.43%
YTD Unit Sales	1,333	1,387	1,240	-10.6%
YTD New Listings	3,470	3,754	4,179	+11.32%
YTD Sales/Listings Ratio	38.41%	36.95%	29.67%	-19.69%
YTD Expired Listings	2,045	2,321	2,427	+4.57%
Monthly Volume Sales	\$110,505,000	\$136,997,390	\$110,410,537	-19.41%
Monthly Unit Sales	141	169	151	-10.65%
Monthly New Listings	403	497	506	+1.81%
Monthly Sales/Listings Ratio	34.99%	34.00%	29.84%	-12.24%
Monthly Expired Listings	448	434	430	-0.92%
Monthly Average Sale Price	\$783,723	\$810,635	\$731,196	-9.8%
YTD Sales: \$0-\$199K	24	22	24	+9.09%
YTD Sales: \$200k-349K	61	88	66	-25%
YTD Sales: \$350K-\$549K	246	294	327	+11.22%
YTD Sales: \$550K-\$749K	341	412	342	-16.99%
YTD Sales: \$750K-\$999K	384	303	244	-19.47%
YTD Sales: \$1M+	345	227	197	-13.22%
YTD Sales: \$2M+	74	41	37	-9.76%
YTD Average Days-On-Market	21.00	46.38	51.75	+11.59%
YTD Average Sale Price	\$915,284	\$800,765	\$764,394	-4.54%
YTD Median Sale Price	\$800,500	\$720,000	\$653,750	-9.2%

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

AVERAGE SALE PRICE

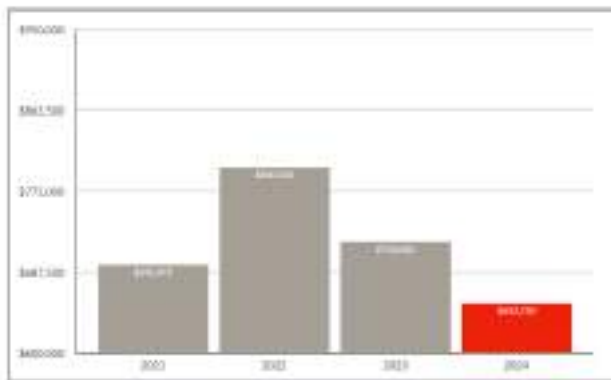


Year-Over-Year

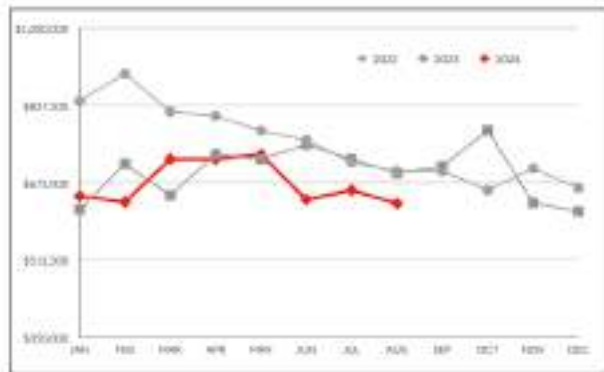


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



Year-Over-Year



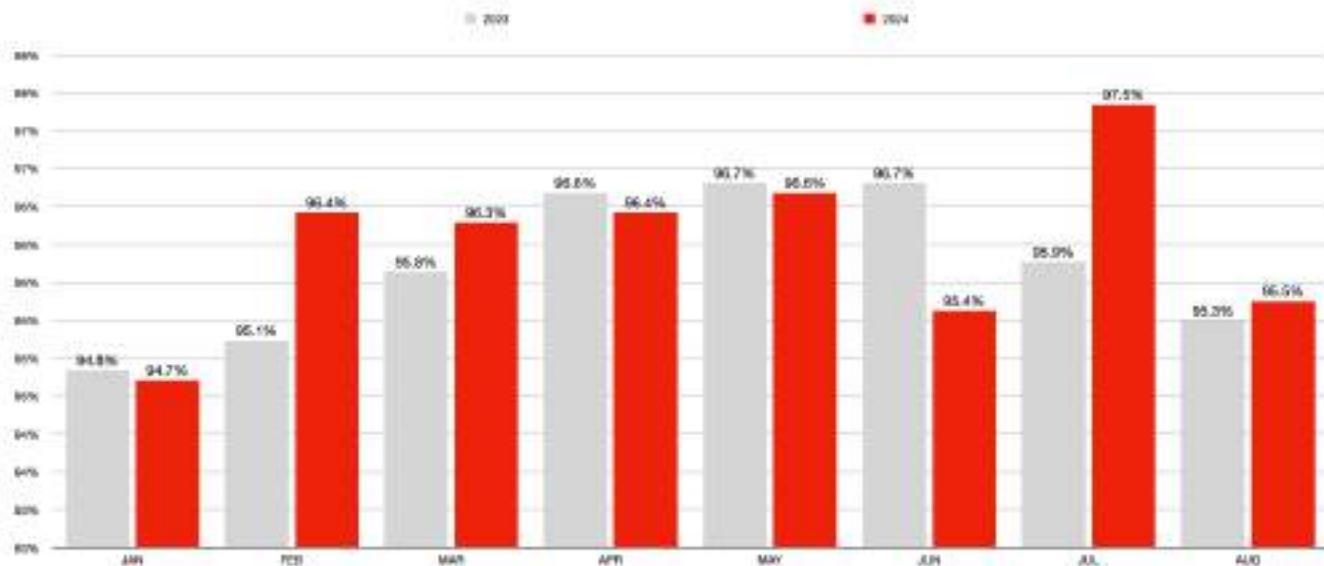
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

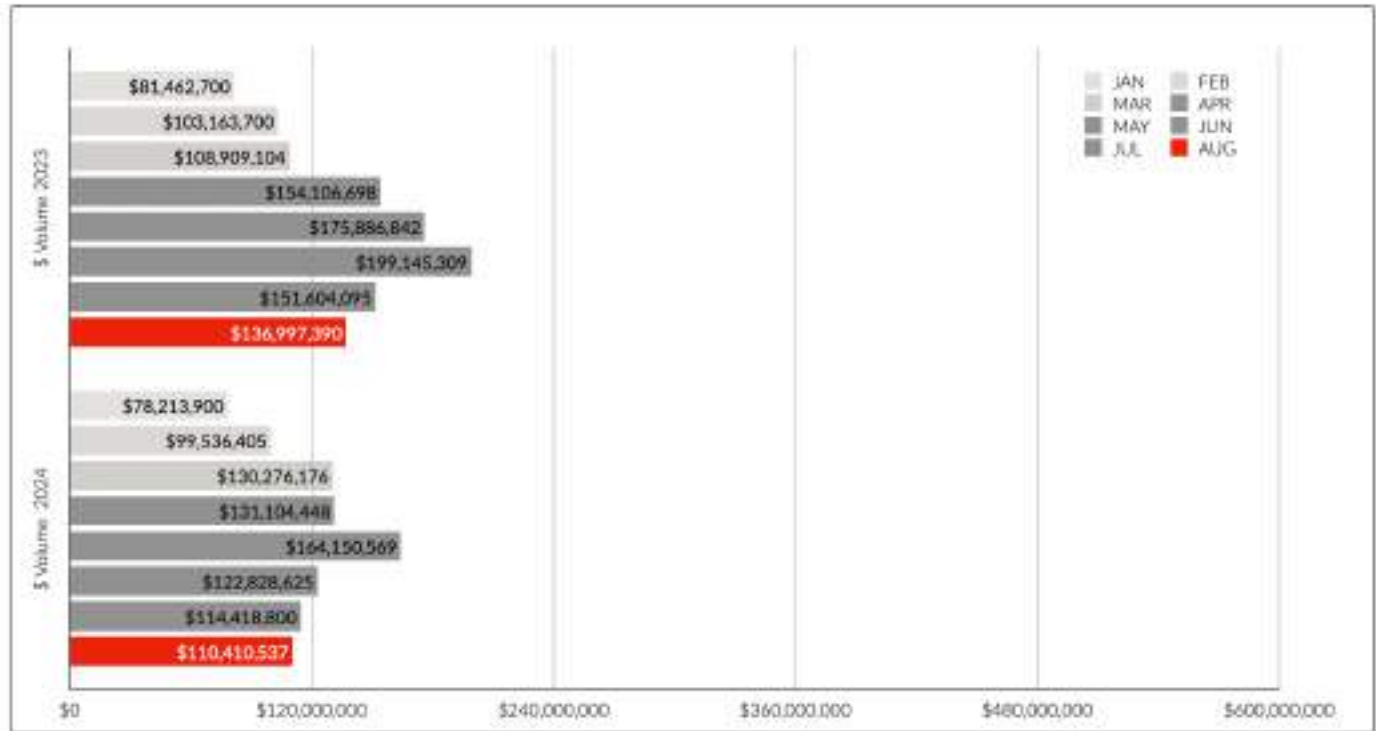


Year-Over-Year

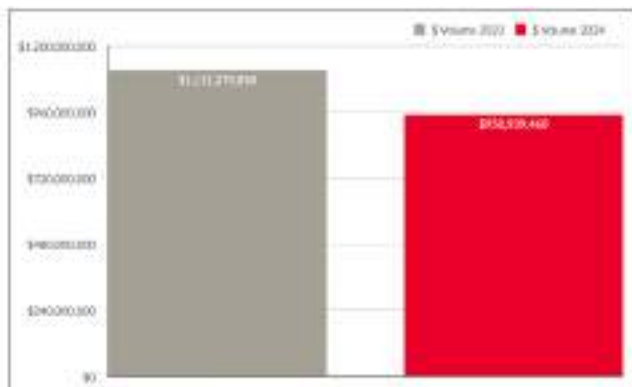


Month-Over-Month 2023 vs. 2024

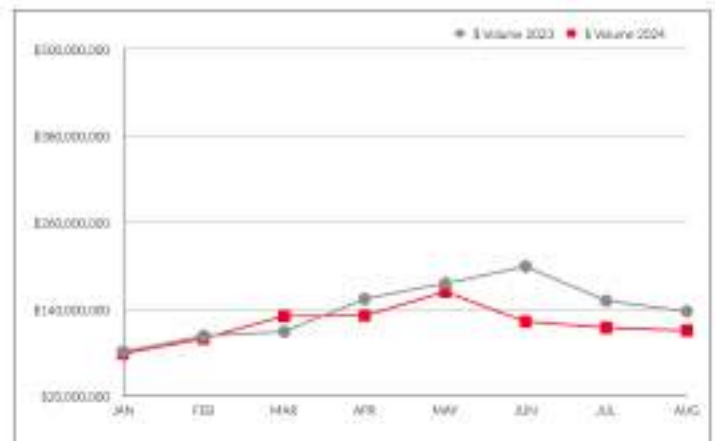
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

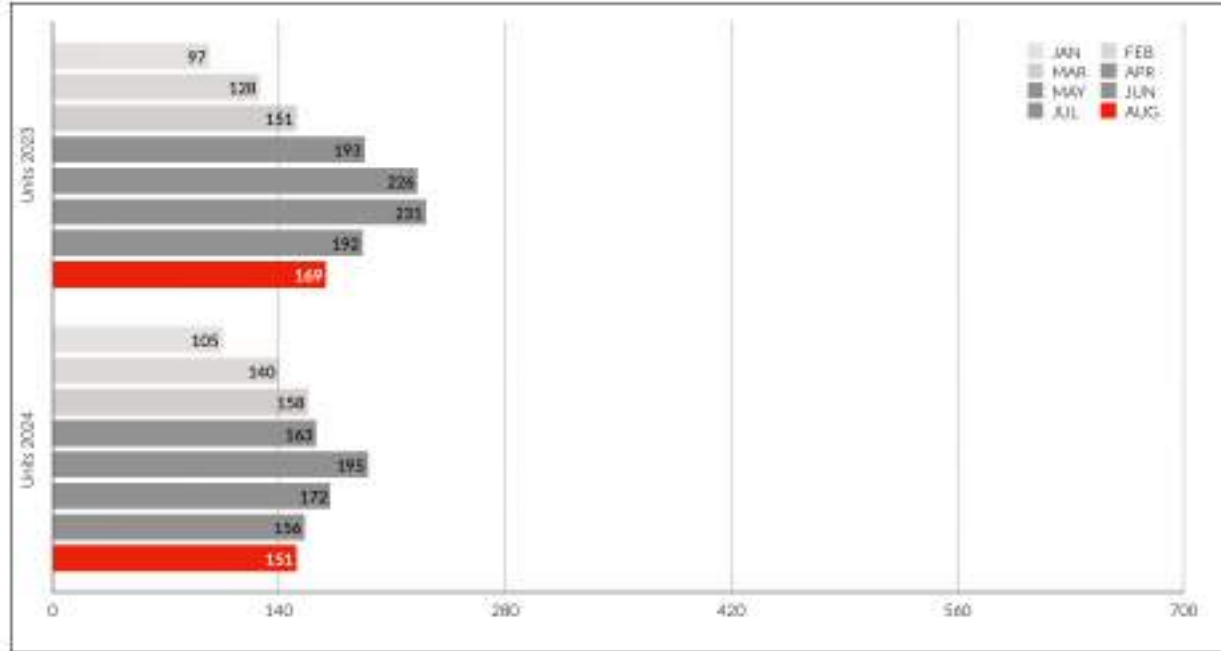


Yearly Totals 2023 vs. 2024

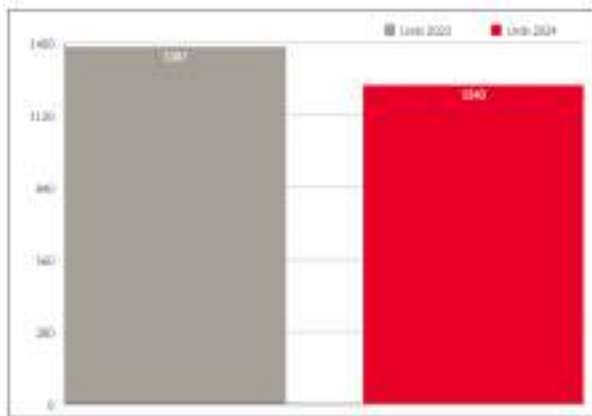


Month vs. Month 2023 vs. 2024

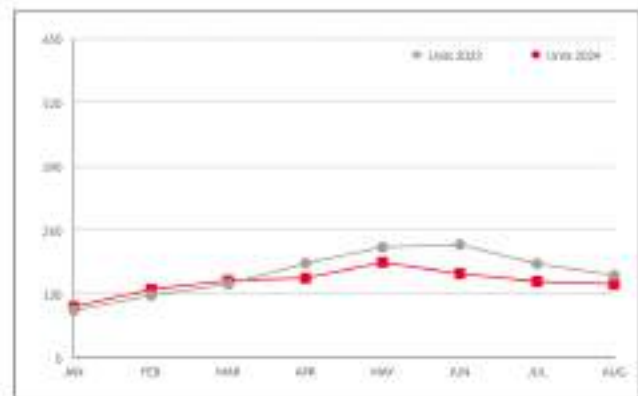
UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

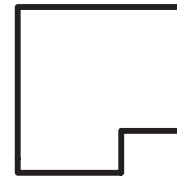
SALES BY TYPE



FREEHOLD



CONDOMINIUM



VACANT LAND

YTD Sales Volume	 \$770,726,963 -12.58%	 \$121,868,100 -27.15%	 \$26,708,997 +26.72%
YTD Unit Sales	 917 -7.93%	 194 -23.62%	 53 +12.77%
YTD Average Sale Price	 \$840,487 -5.05%	 \$628,186 -4.62%	 \$503,943.34 +12.37%
August Sales Volume	 \$87,247,937 -17.45%	 \$17,147,700 -17.78%	 \$2,854,400 -44.7%
August Unit Sales	 113 +0.89%	 25 -19.35%	 5 -61.54%





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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