



2024

SEPTEMBER

SOUTHERN

GEORGIAN BAY

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

OVERVIEW

BUYERS MARKET

[The Southern Georgian Bay](#) real estate market continues to favor buyers this month, with unit sales decreasing and sales volume increasing compared to last year. Both the median and average sale prices have dropped as well. This trend provides buyers with more leverage and the opportunity to negotiate better deals on properties.



September year-over-year sales volume of \$138,953,929

Up 1.08% from 2023's \$137,469,849 with unit sales of 166 down 4.6% from last September's 174. New listings of 627 are down 0.48% from a year ago, with the sales/listing ratio of 26.48% down 4.14%.



Year-to-date sales volume of \$1,089,893,389

Down 12.72% from 2023's \$1,248,745,687 with unit sales of 1,406 down 9.93% from 2023's 1,561. New listings of 4,806 are up 9.63% from a year ago, with the sales/listing ratio of 29.26% down 17.84%.



Year-to-date average sale price of \$772,469

Down from \$799,575 one year ago with median sale price of \$660,000 down from \$715,000 one year ago. Average days-on-market of 52.78 is up 6.56 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$700,000

-1.41%

Average Sale Price

\$837,072

+5.95%

Sales Volume

\$138,953,929

+1.08%

Unit Sales

166

-4.6%

New Listings

627

-0.48%

Expired Listings

525

+2.74%

Unit Sales/Listings Ratio

26.48%

-4.14%

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

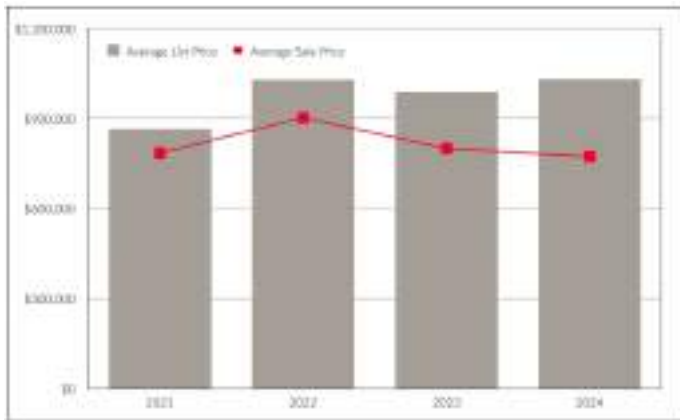


THE MARKET IN DETAIL

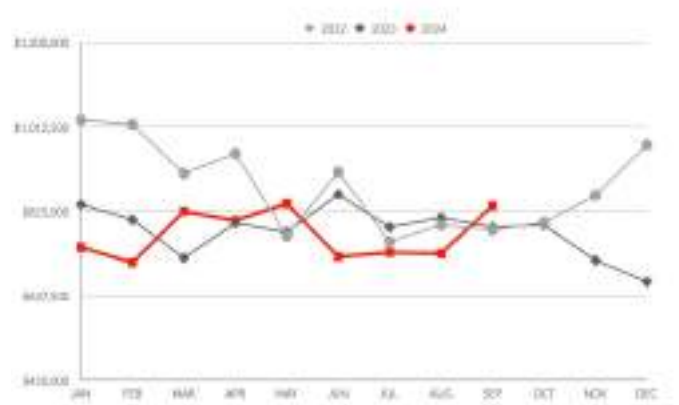
	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,462,374,016	\$1,248,745,687	\$1,089,893,389	-12.72%
YTD Unit Sales	1,622	1,561	1,406	-9.93%
YTD New Listings	3,989	4,384	4,806	+9.63%
YTD Sales/Listings Ratio	40.66%	35.61%	29.26%	-17.84%
YTD Expired Listings	2,487	2,832	2,952	+4.24%
Monthly Volume Sales	\$117,581,809	\$137,469,849	\$138,953,929	+1.08%
Monthly Unit Sales	148	174	166	-4.6%
Monthly New Listings	519	630	627	-0.48%
Monthly Sales/Listings Ratio	28.52%	27.62%	26.48%	-4.14%
Monthly Expired Listings	442	511	525	+2.74%
Monthly Average Sale Price	\$794,472	\$790,057	\$837,072	+5.95%
YTD Sales: \$0-\$199K	26	29	29	No Change
YTD Sales: \$200k-349K	70	96	79	-17.71%
YTD Sales: \$350K-\$549K	287	343	356	+3.79%
YTD Sales: \$550K-\$749K	379	449	394	-12.25%
YTD Sales: \$750K-\$999K	410	339	279	-17.7%
YTD Sales: \$1M+	373	260	220	-15.38%
YTD Sales: \$2M+	79	45	69	+53.33%
YTD Average Days-On-Market	22.44	46.22	52.78	+14.18%
YTD Average Sale Price	\$901,860	\$799,575	\$772,469	-3.39%
YTD Median Sale Price	\$785,000	\$715,000	\$660,000	-7.69%

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

AVERAGE SALE PRICE

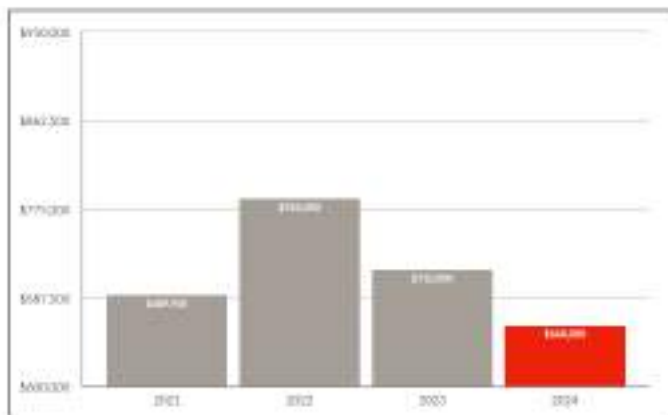


Year-Over-Year

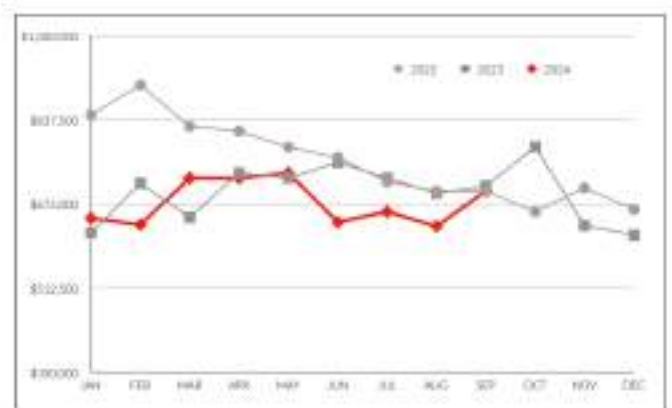


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



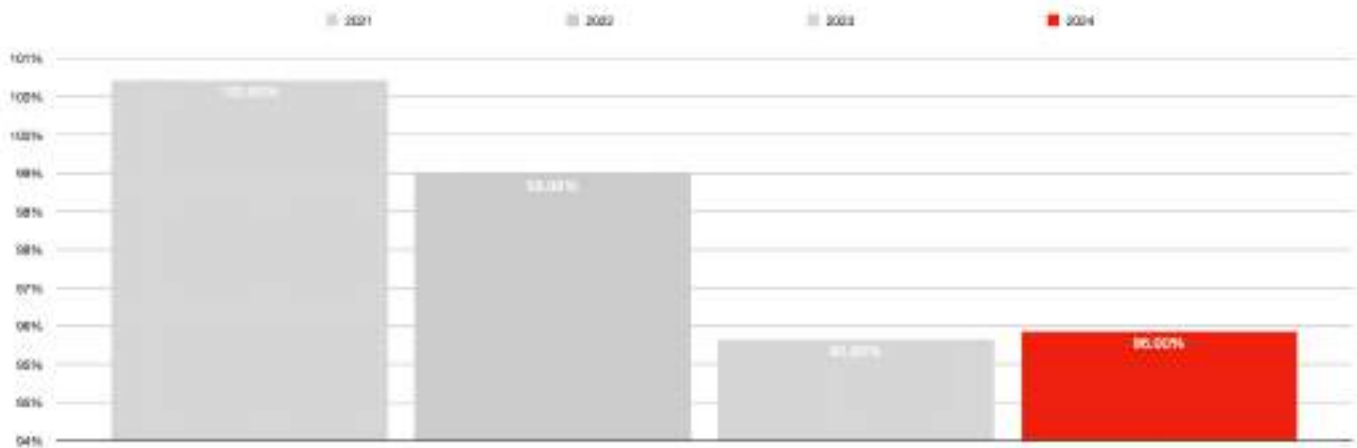
Year-Over-Year



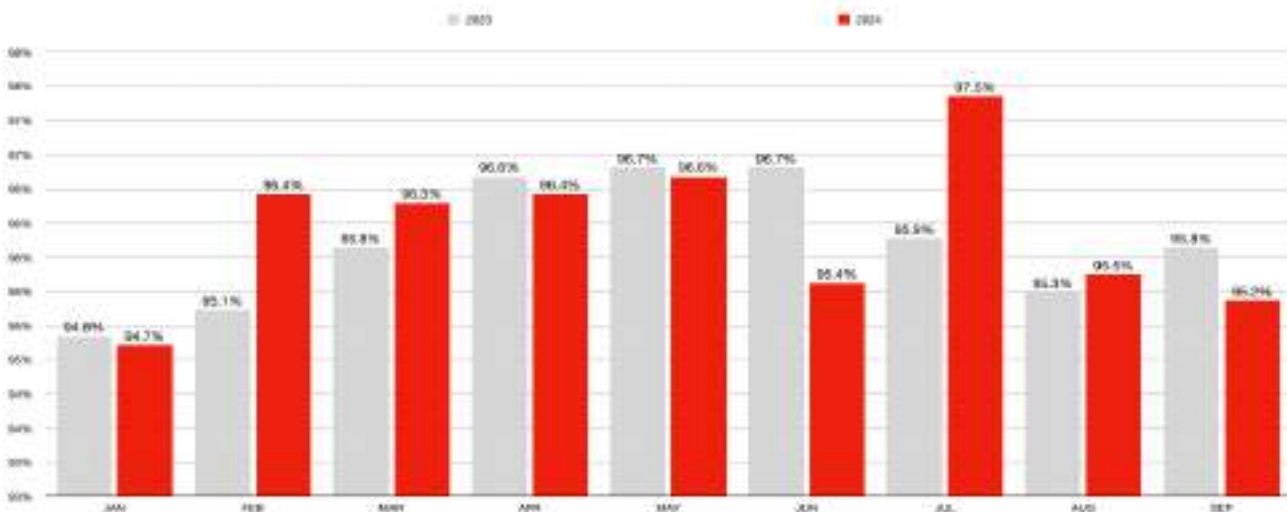
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

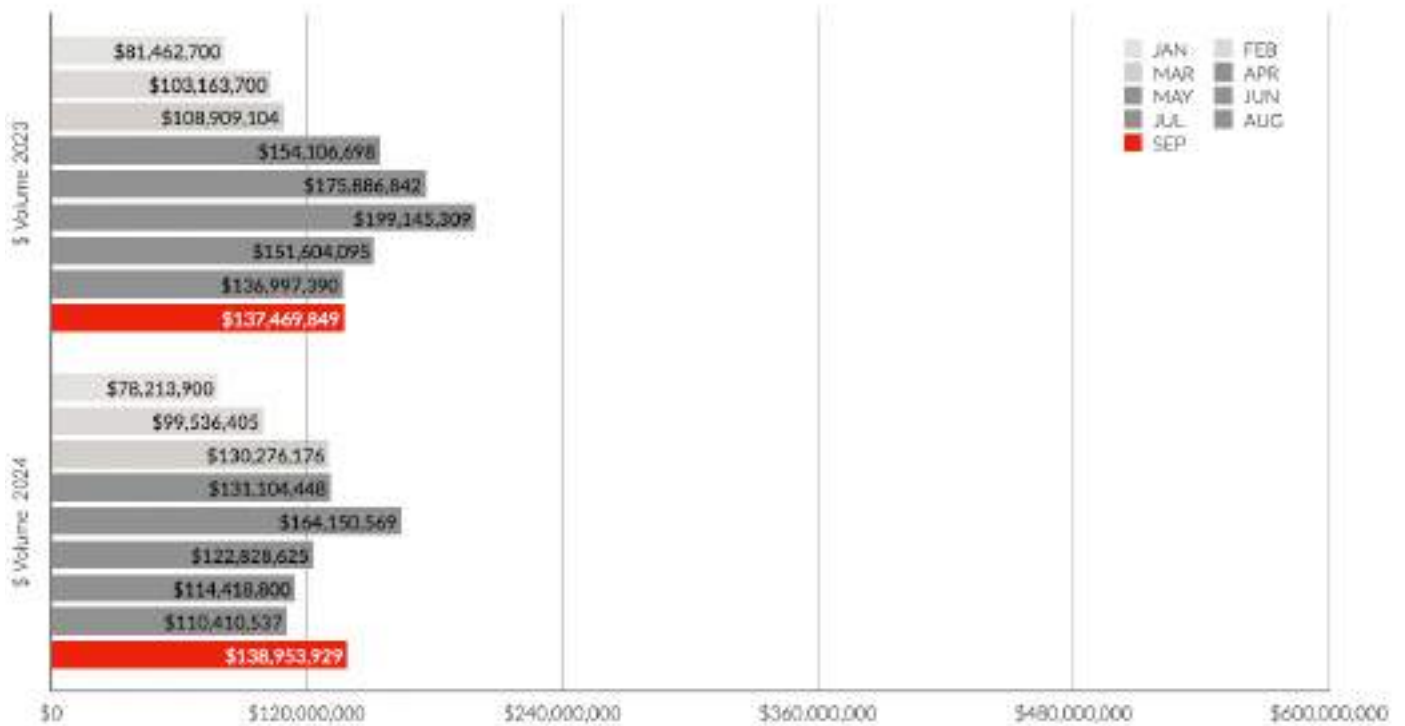


Year-Over-Year

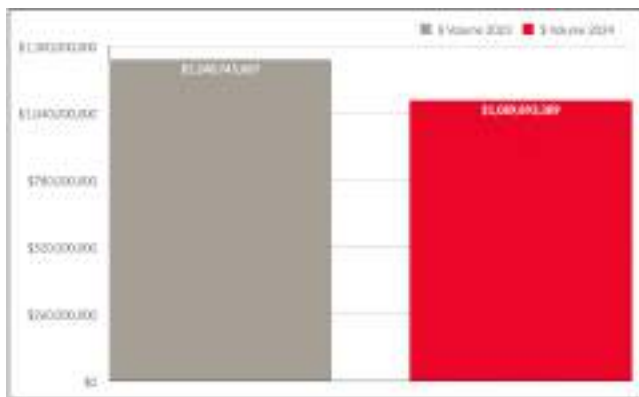


Month-Over-Month 2023 vs. 2024

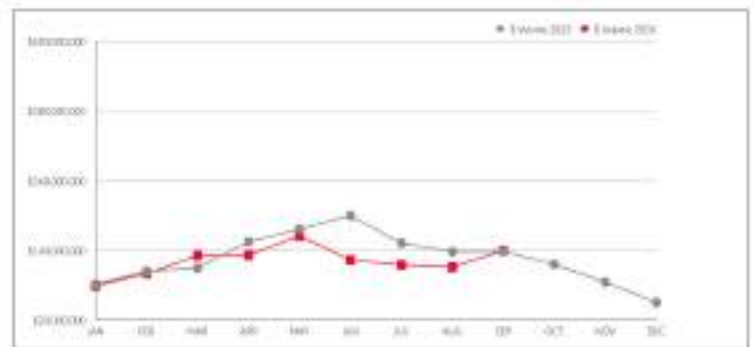
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

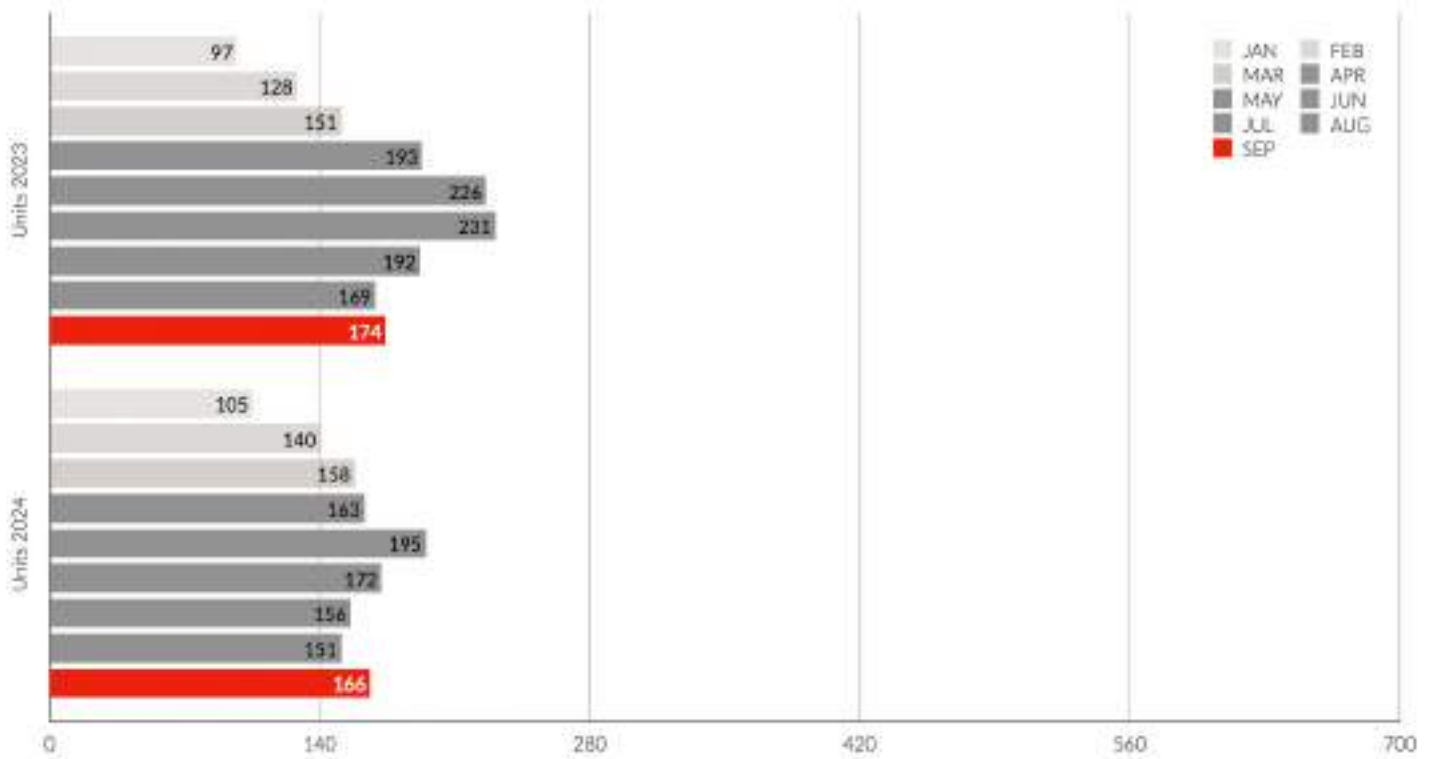


Yearly Totals 2023 vs. 2024

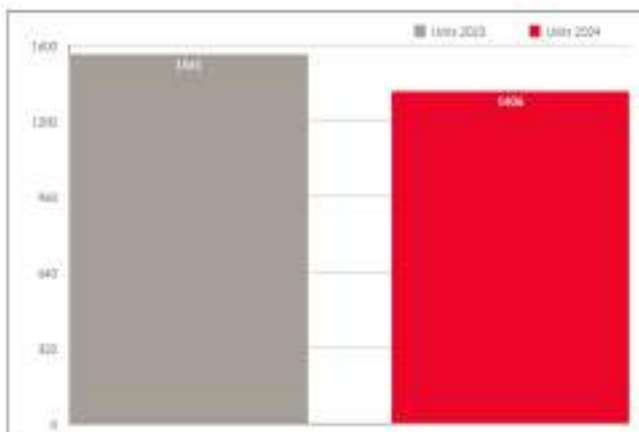


Month vs. Month 2023 vs. 2024

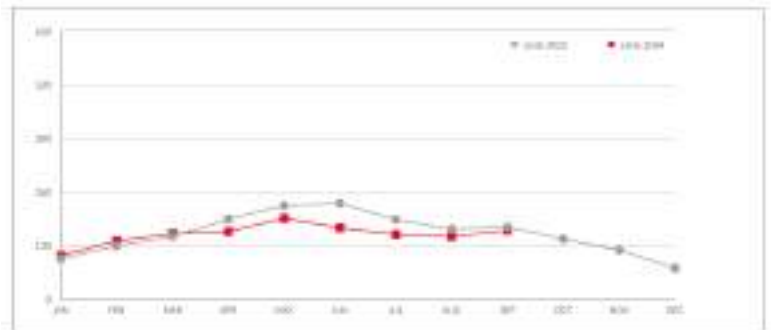
UNIT SALES



Monthly Comparison 2023 vs. 2024

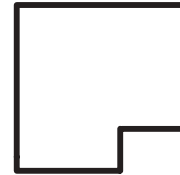


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$889,724,362 -9.98%	 \$136,816,930 -27.39%	 \$28,717,197 +18.92%
YTD Unit Sales	 1043 -6.12%	 218 -24.57%	 59 +9.26%
YTD Average Sale Price	 \$853,043 -4.11%	 \$627,601 -3.75%	 \$486,732.15 +8.84%
Sep Sales Volume	 \$118,997,399 +11.48%	 \$14,948,830 -29.31%	 \$2,008,200 -34.63%
Sep Unit Sales	 126 +9.57%	 24 -31.43%	 6 -14.29%

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

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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