



2024

DECEMBER

SOUTHERN

GEORGIAN BAY

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

OVERVIEW

BALANCED MARKET

The [Southern Georgian Bay](#) real estate market is balanced this month, showing strong growth in both unit sales and sales volume compared to last year. The median sale price increased by 9.35% to \$672,500, while the average sale price rose by 27.84% to \$854,791, reflecting heightened buyer activity. With a unit sales-to-listings ratio of 50.22%, the market offers opportunities for both buyers and sellers to negotiate favorable outcomes.



December year-over-year sales volume of \$99,155,777

Up 100.39% from 2023's \$49,480,800 with unit sales of 116 up 56.76% from last December's 74. New listings of 231 are up 4.05% from a year ago, with the sales/listing ratio of 50.22% up 50.65%.



Year-to-date sales volume of \$1,470,486,330

Down 1.83% from 2023's \$1,497,865,636 with unit sales of 1,869 down 1.53% from 2023's 1,898. New listings of 5,967 are up 8% from a year ago, with the sales/listing ratio of 31.32% down 8.82%.



Year-to-date average sale price of \$785,787

Up from \$781,244 one year ago with median sale price of \$686,250 down from \$712,500 one year ago. Average days-on-market of 55.33 is up 9.16 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$672,500

+9.35%

Average Sale Price

\$854,791

+27.84%

Sales Volume

\$99,155,777

+100.39%

Unit Sales

116

+56.76%

New Listings

231

+4.05%

Expired Listings

347

-42.17%

Unit Sales/Listings Ratio

50.22%

+50.65%

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

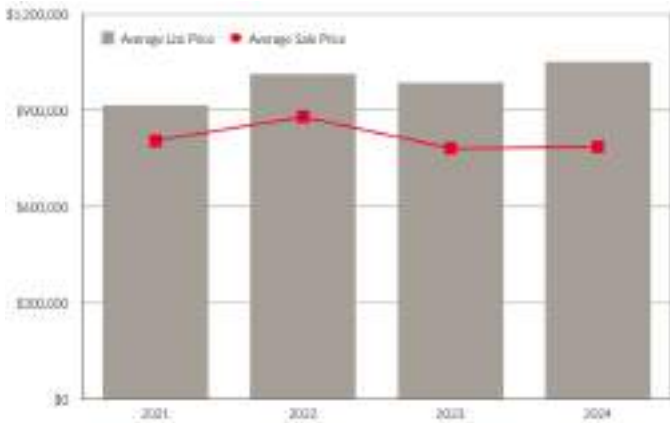


THE MARKET IN DETAIL

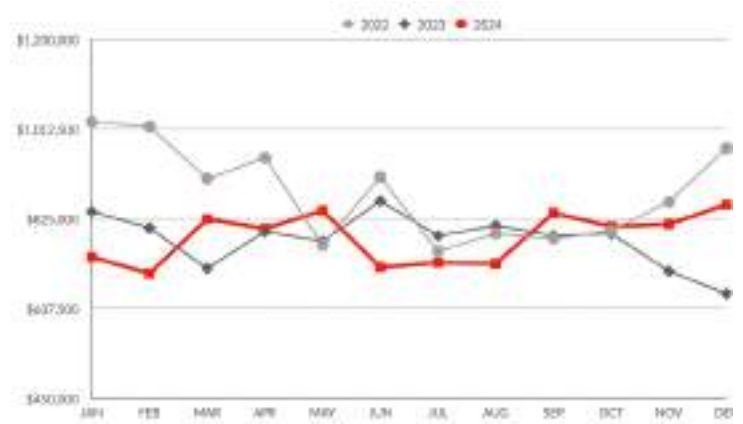
	2022	2023	2024	2023-2024
YTD Volume Sales	\$1,762,022,877	\$1,497,865,636	\$1,470,486,330	-1.83%
YTD Unit Sales	1,992	1,898	1,869	-1.53%
YTD New Listings	4,864	5,525	5,967	+8%
YTD Sales/Listings Ratio	40.95%	34.35%	31.32%	-8.82%
YTD Expired Listings	3,688	4,380	4,216	-3.74%
Monthly Volume Sales	\$77,787,845	\$49,480,800	\$99,155,777	+100.39%
Monthly Unit Sales	101	74	116	+56.76%
Monthly New Listings	158	222	231	+4.05%
Monthly Sales/Listings Ratio	63.92%	33.33%	50.22%	+50.65%
Monthly Expired Listings	484	600	199	-66.83%
Monthly Average Sale Price	\$770,177	\$668,659	\$854,791	+27.84%
YTD Sales: \$0-\$199K	36	34	34	No Change
YTD Sales: \$200k-349K	93	125	110	-12%
YTD Sales: \$350K-\$549K	360	423	450	+6.38%
YTD Sales: \$550K-\$749K	506	533	522	-2.06%
YTD Sales: \$750K-\$999K	477	415	381	-8.19%
YTD Sales: \$1M+	425	318	309	-2.83%
YTD Sales: \$2M+	97	50	119	+138%
YTD Average Days-On-Market	23.92	46.17	55.33	+19.86%
YTD Average Sale Price	\$879,715	\$781,244	\$785,787	+0.58%
YTD Median Sale Price	\$741,500	\$712,500	\$686,250	-3.68%

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

AVERAGE SALE PRICE

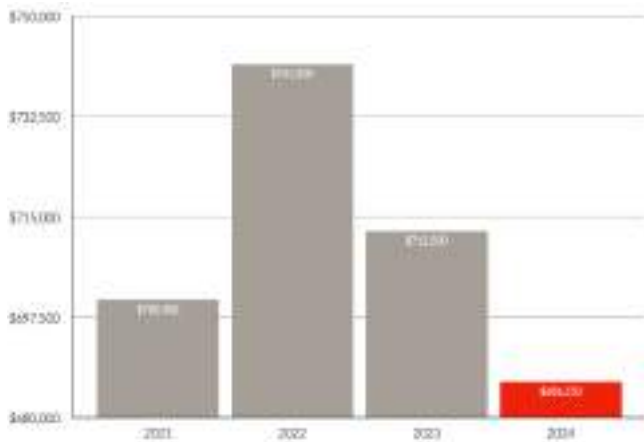


Year-Over-Year

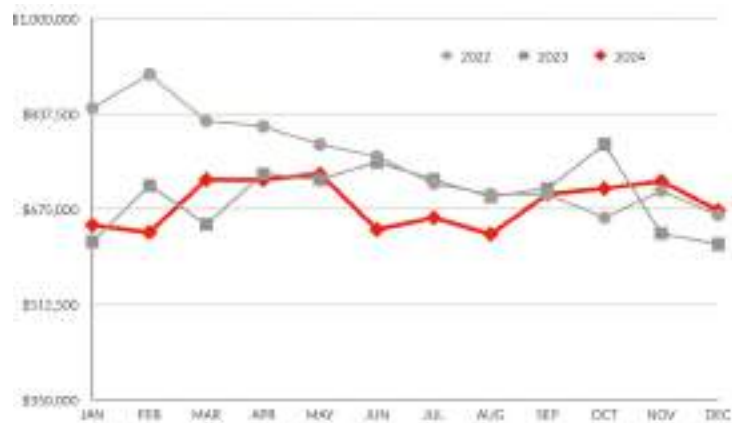


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



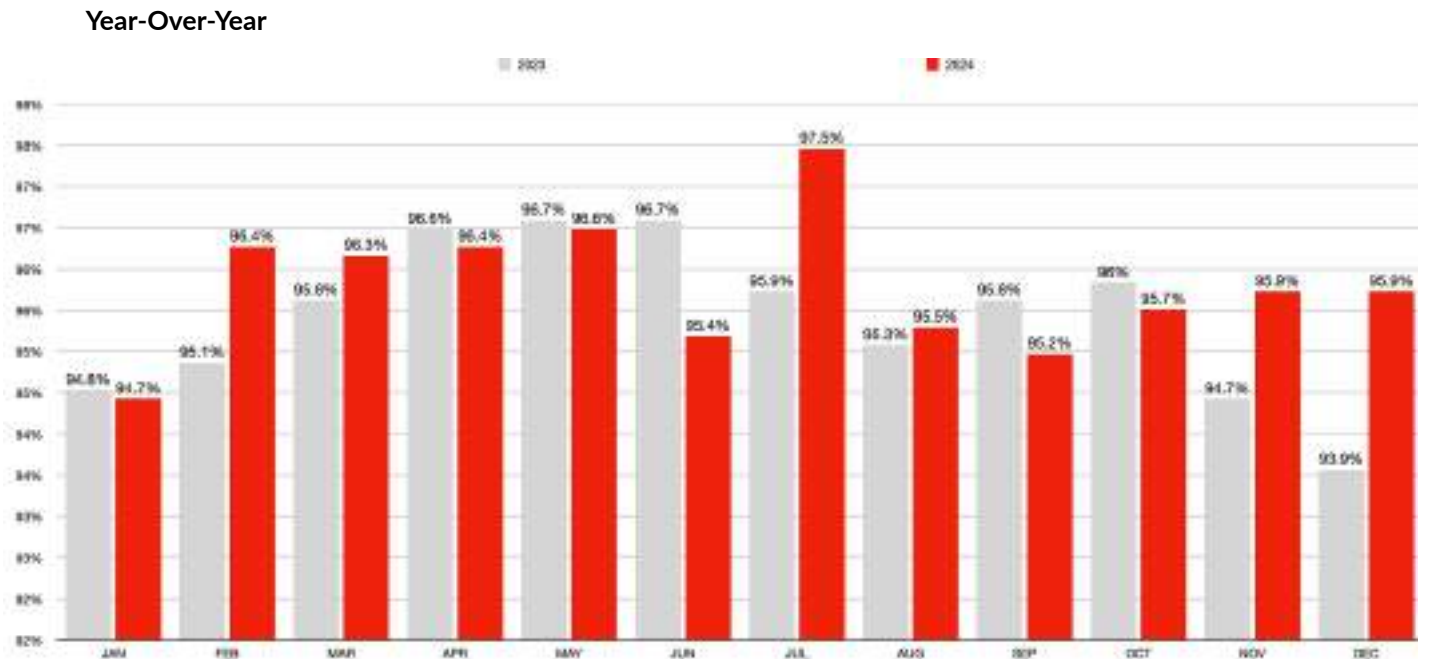
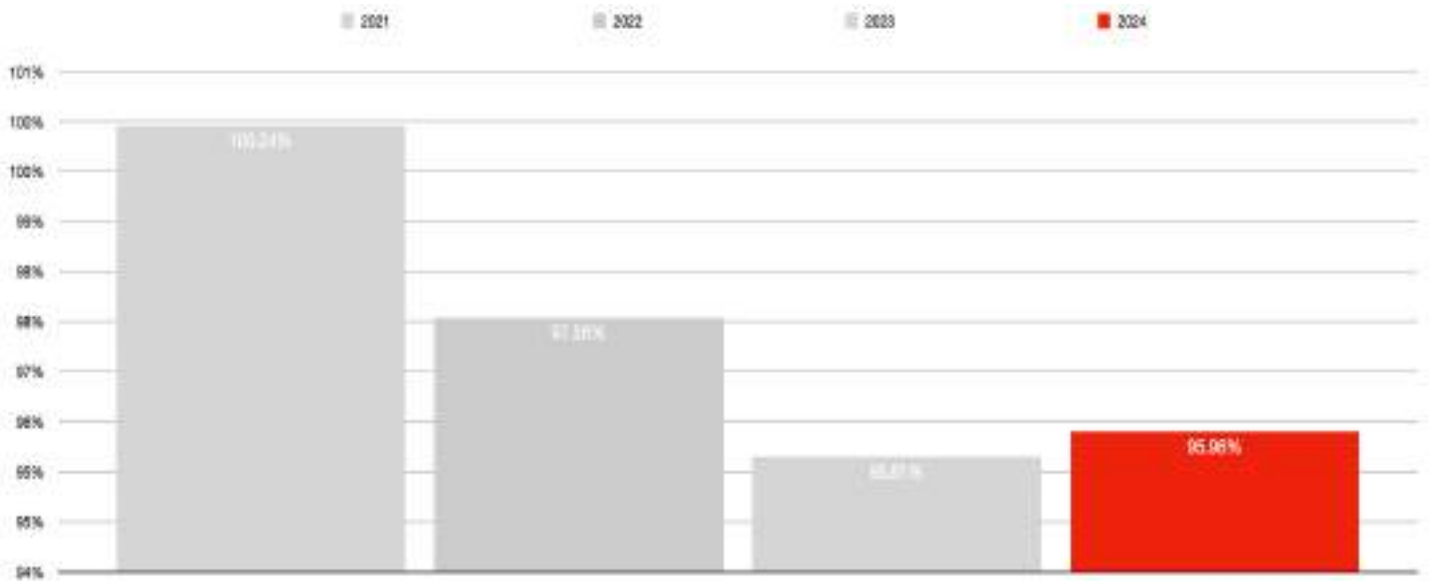
Year-Over-Year



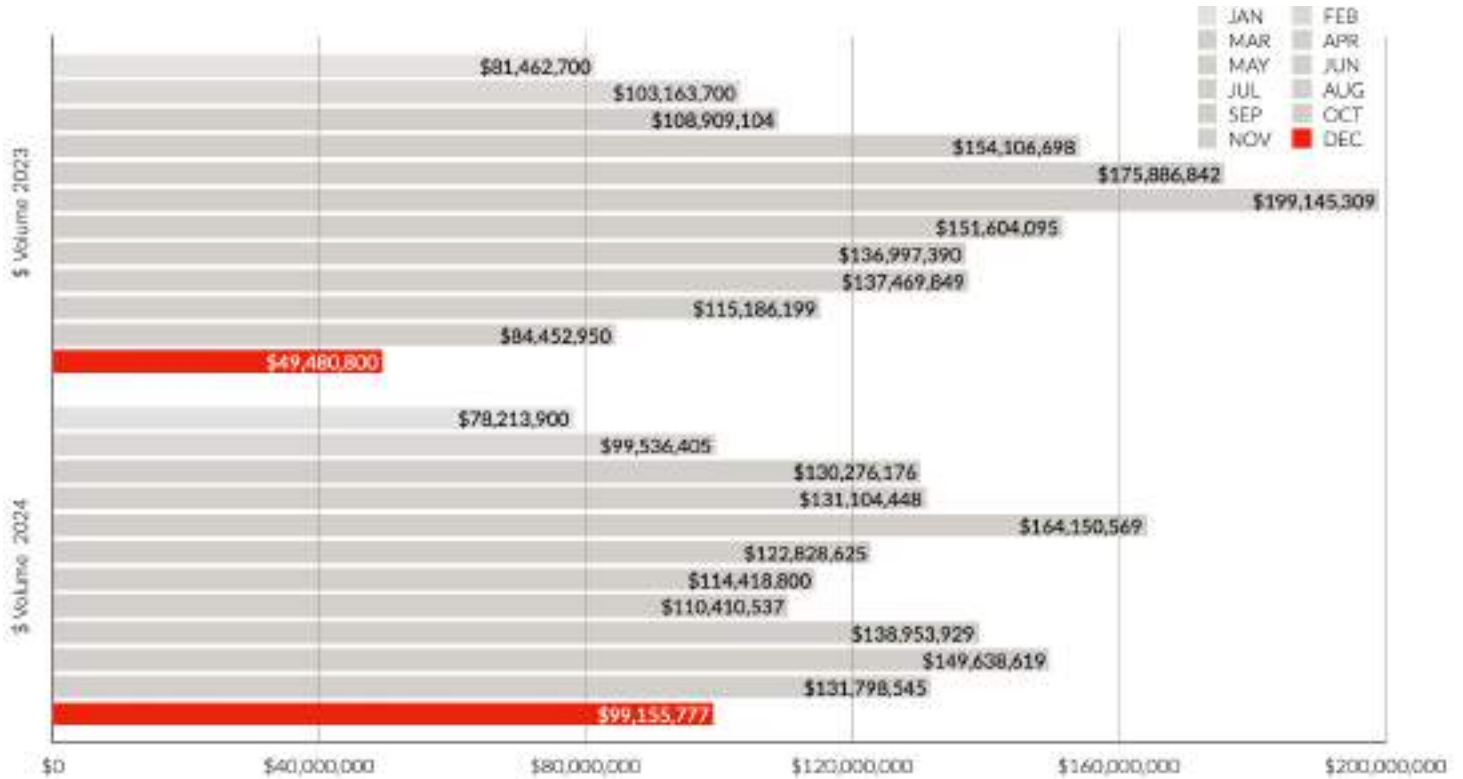
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO



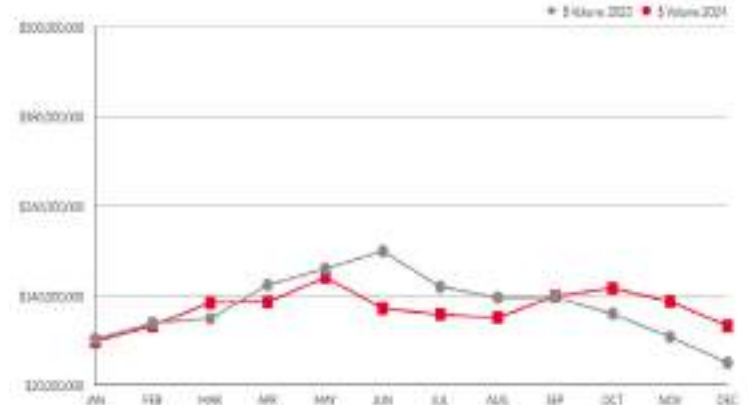
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

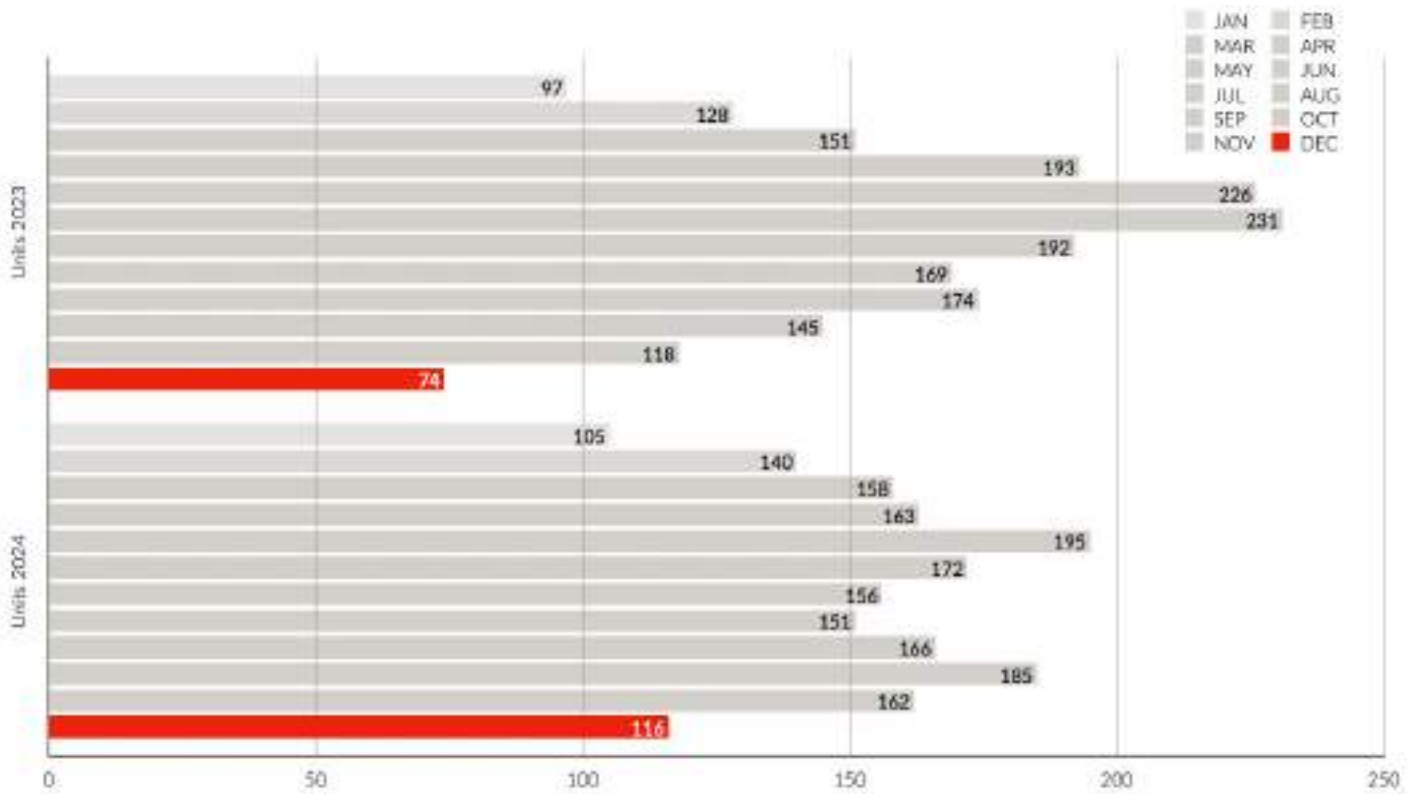


Yearly Totals 2023 vs. 2024

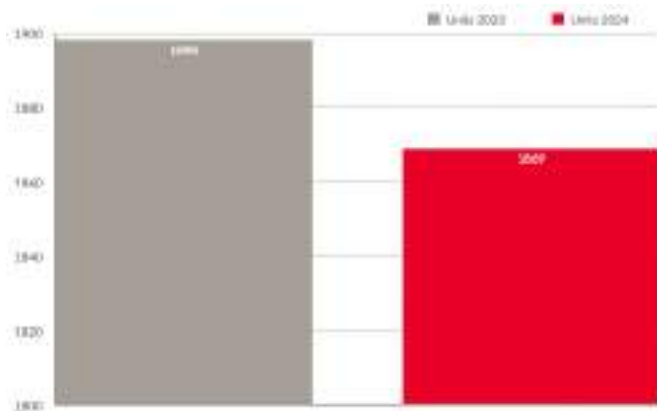


Month vs. Month 2023 vs. 2024

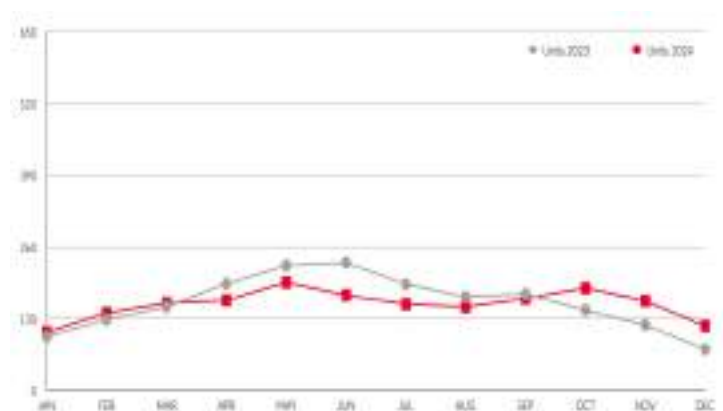
UNIT SALES



Monthly Comparison 2023 vs. 2024

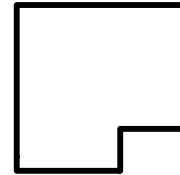


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,211,715,149 +2.45%	 \$181,904,184 -21.31%	 \$37,584,197 +27.23%
YTD Unit Sales	 1409 +3.68%	 285 -20.61%	 77 +14.93%
YTD Average Sale Price	 \$859,982 -1.19%	 \$638,260 -0.88%	 \$488,106.45 +10.71%
December Sales Volume	 \$88,983,778 +151.02%	 \$10,171,999 +0.68%	 \$3,727,000 +51.26%
December Unit Sales	 98 +92.16%	 18 +12.5%	 7 +75%

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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