2025
FEBRUARY
SOUTHERN GEORGIAN BAY
Real Estate Market Report

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

OVERVIEW

BUYER'S MARKET

The Southern Georgian Bay real estate market remained in a buyer's market this February, despite rising home prices. The median sale price increased by 12.58% to $714,900, while the average sale price rose by 10.63% to $786,552. However, sales volume declined by 4.38%, with unit sales down 13.57% to 121 transactions. New listings increased by 9%, expanding inventory, while expired listings dropped by 54.24%. With the unit sales-to-listings ratio at 27.75%, market conditions continue to favour buyers.

February year-over-year sales volume of $95,172,830

Down 4.38% from 2024's $99,536,405 with unit sales of 121 down 13.57% from last February's 140. New listings of 436 are up 9% from a year ago, with the sales/listing ratio of 27.75% down 20.71%.

Year-to-date sales volume of $197,781,245

Up 11.27% from 2024's $177,750,305 with unit sales of 236 down 3.67% from 2024's 245. New listings of 868 are up 18.58% from a year ago, with the sales/listing ratio of 27.19% down 18.77%.

Year-to-date average sale price of $839,400

Up from $727,934 one year ago with median sale price of $724,950 up from $641,250 one year ago. Average days-on-market of 66.5 is up 12 days from last year.

FEBRUARY NUMBERS

Median Sale Price
$714,900
+12.58%

Average Sale Price
$786,552
+10.63%

Sales Volume
$95,172,830
-4.38%

Unit Sales
121
-13.57%

New Listings
436
+9%

Expired Listings
124
-54.24%

Unit Sales/Listings Ratio
27.75%
-20.71%

Year-over-year comparison (February 2025 vs. February 2024)

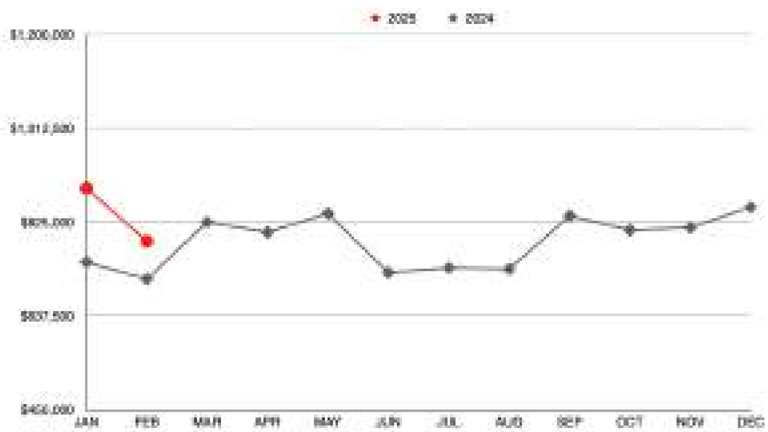
THE MARKET IN DETAIL

	2023	2024	2025	2024-2025
YTD Volume Sales	$184,626,400	$177,750,305	$197,781,245	+11.27%
YTD Unit Sales	225	245	236	-3.67%
YTD New Listings	606	732	868	+18.58%
YDT Sales/Listings Ratio	37.13%	33.47%	27.19%	-18.77%
YTD Expired Listings	496	616	290	-52.92%
Monthly Volume Sales	$103,163,700	$99,536,405	$95,172,830	-4.38%
Monthly Unit Sales	128	140	121	-13.57%
Monthly New Listings	292	400	436	+9%
Monthly Sales/Listings Ratio	43.84%	35.00%	27.75%	-20.71%
Monthly Expired Listings	212	271	124	-54.24%
Monthly Average Sale Price	$805,966	$710,974	$786,552	+10.63%
YTD Sales: $0-$199K	2	5	2	-60%
YTD Sales: $200k-349K	22	9	11	+22.22%
YTD Sales: $350K-$549K	52	71	41	-42.25%
YTD Sales: $550K-$749K	61	74	72	-2.7%
YTD Sales: $750K-$999K	48	46	57	+23.91%
YTD Sales: $1M+	30	37	47	+27.03%
YTD Sales: $2M+	10	4	7	+75%
YTD Average Days-On-Market	57.50	54.50	66.50	+22.02%
YTD Average Sale Price	$822,894	$727,934	$839,400	+15.31%
YTD Median Sale Price	$667,250	$641,250	$724,950	+13.05%

Southern Georgian Bay MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

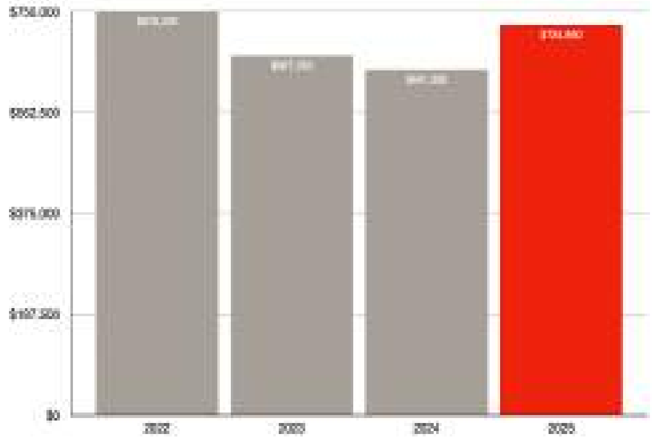
AVERAGE SALE PRICE

Year-Over-Year

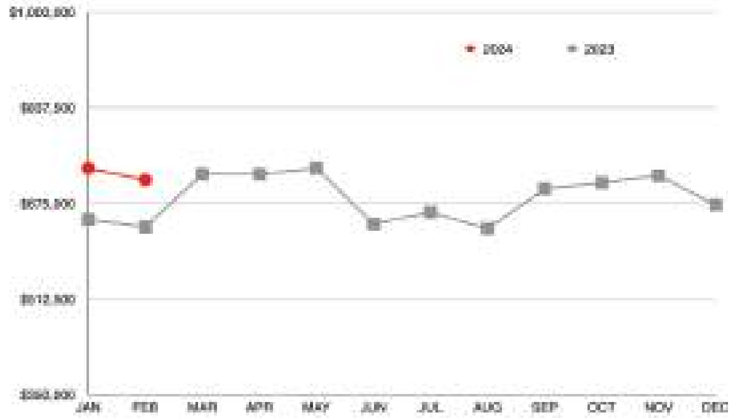


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



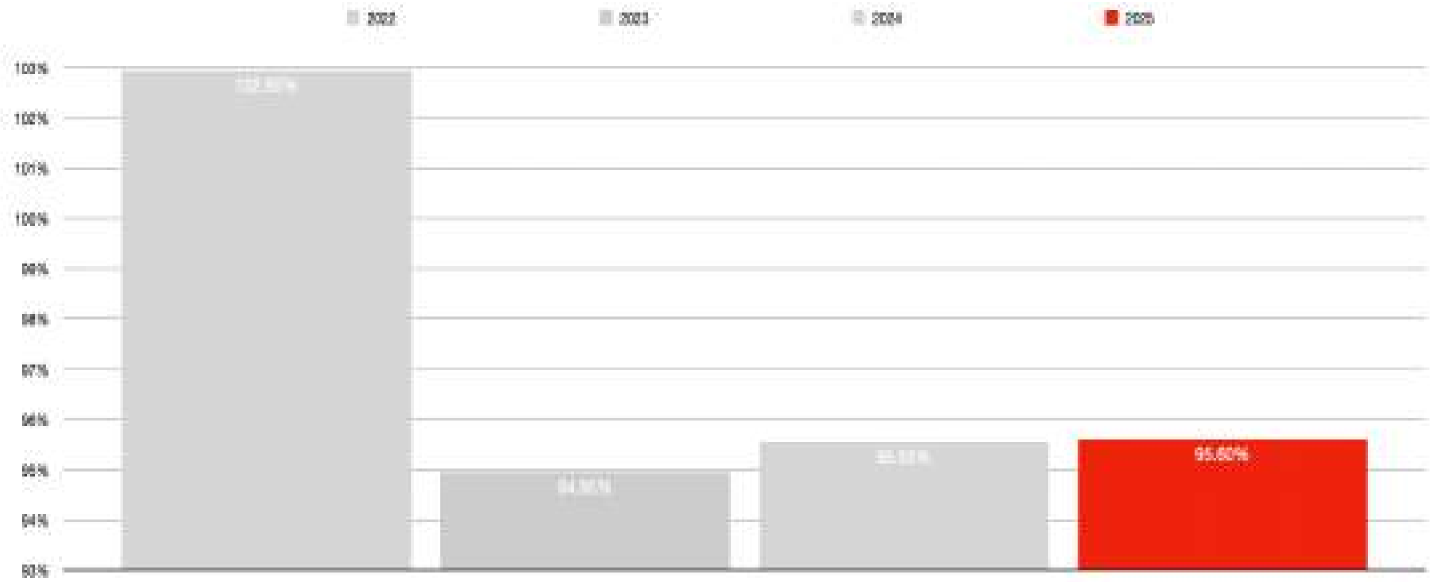
Year-Over-Year



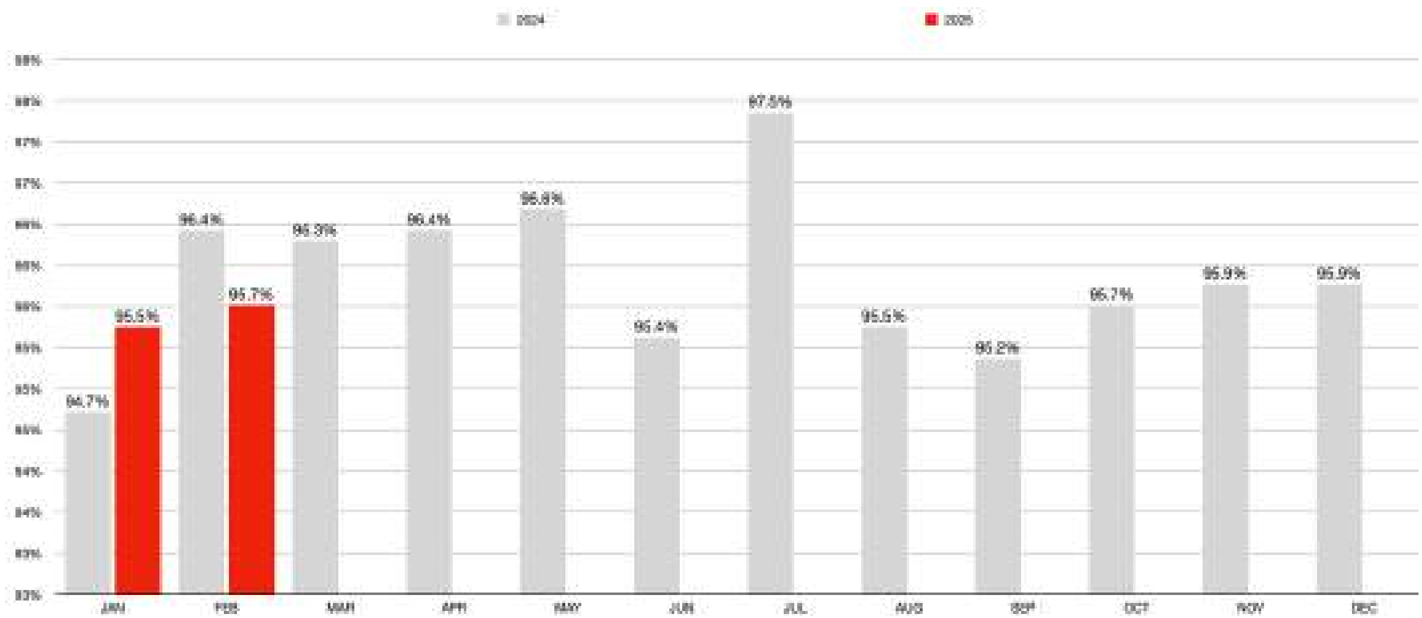
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

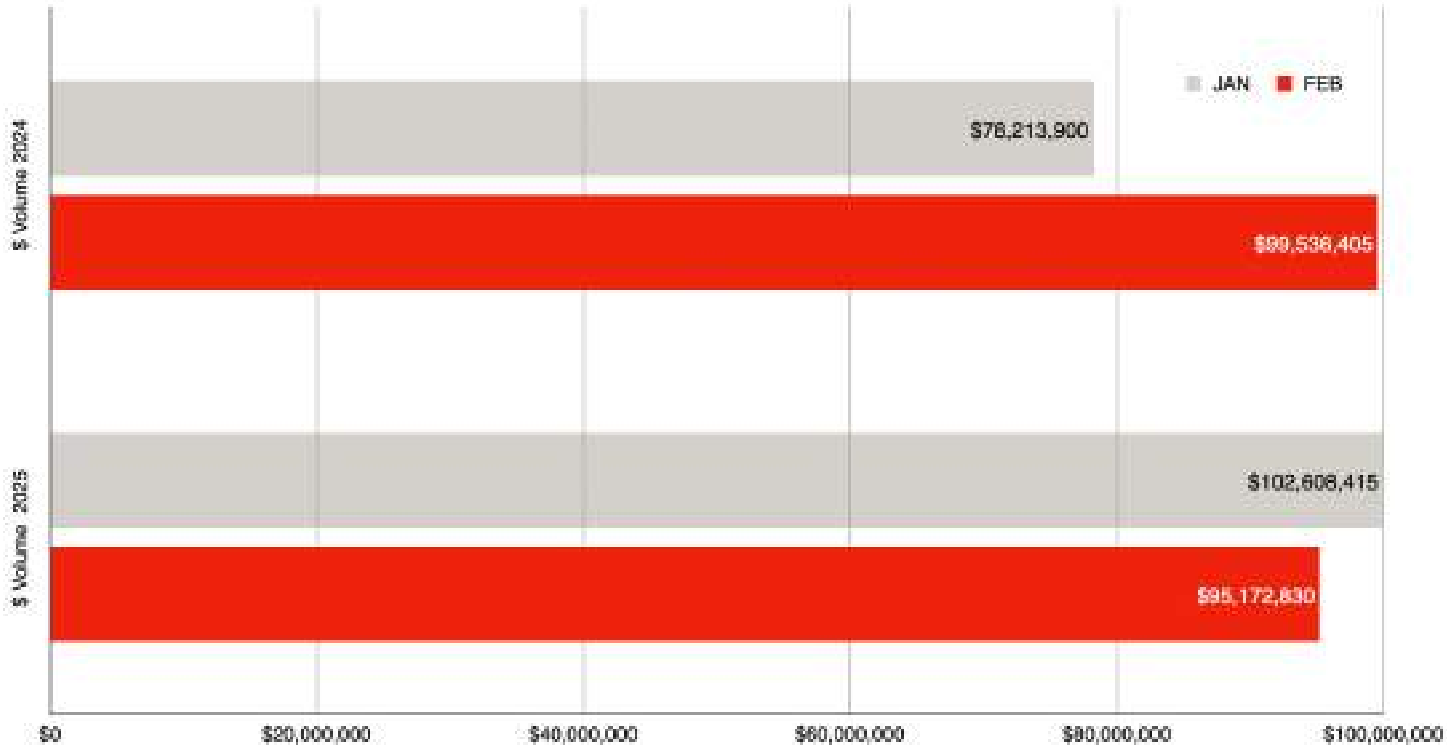


Year-Over-Year

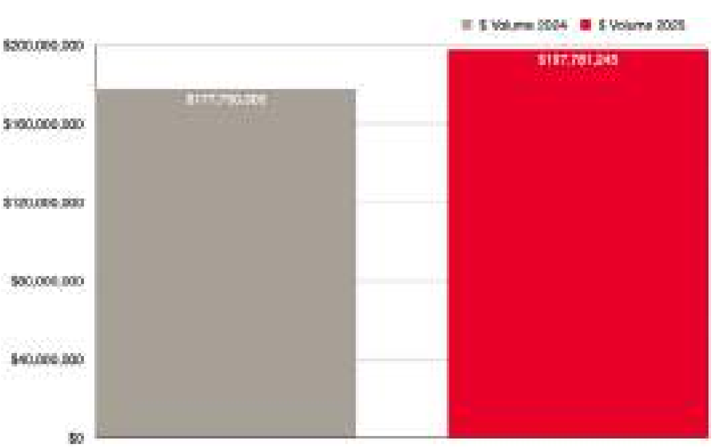


Month-Over-Month 2024 vs. 2025

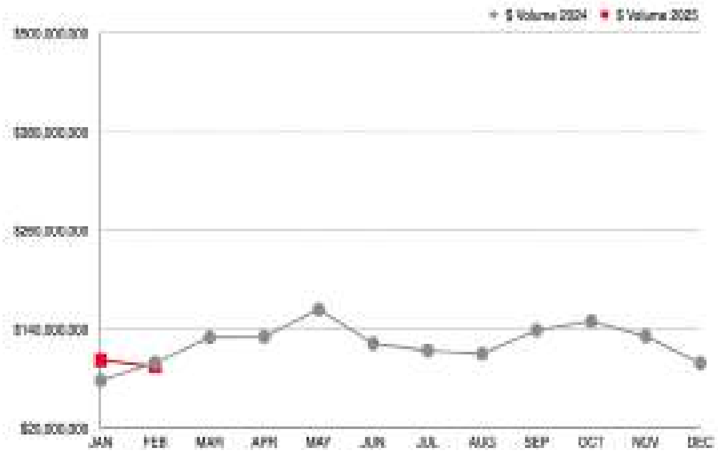
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

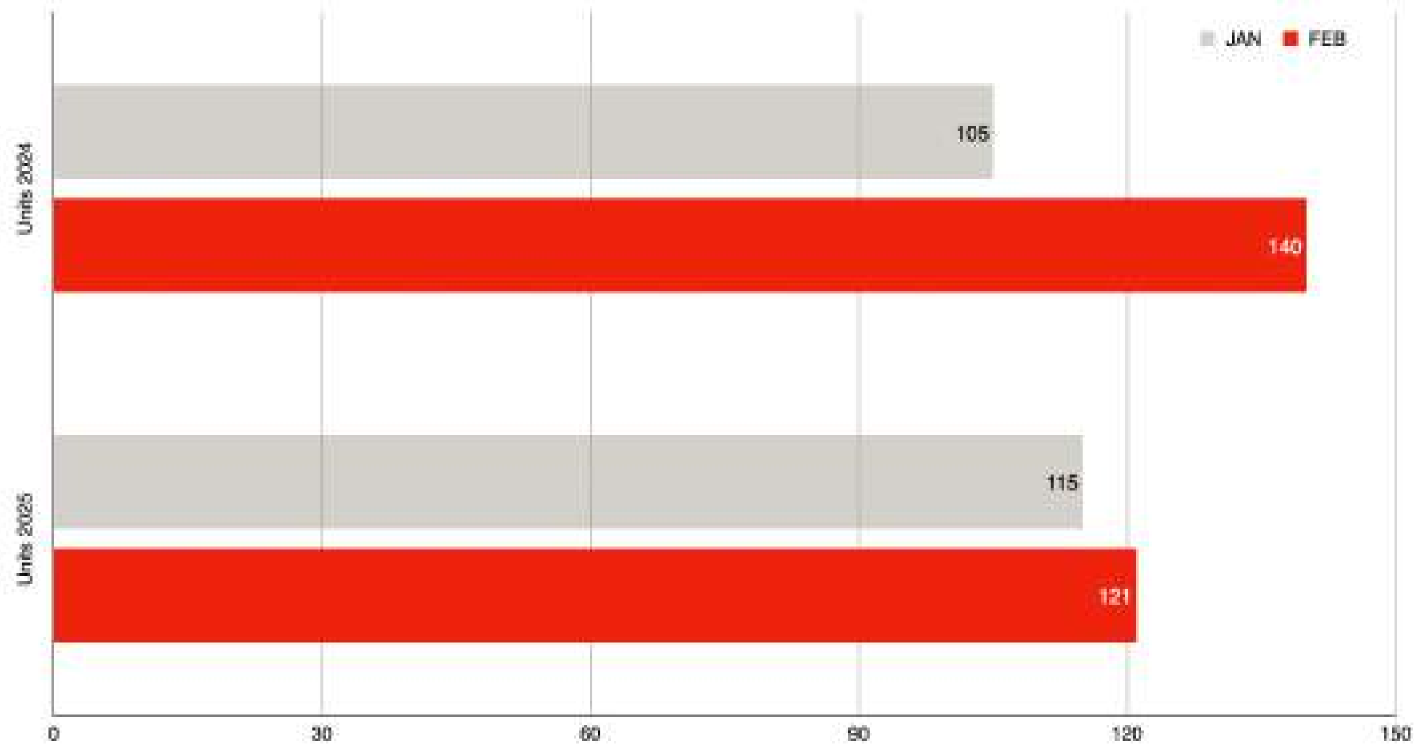


Yearly Totals 2024 vs. 2025

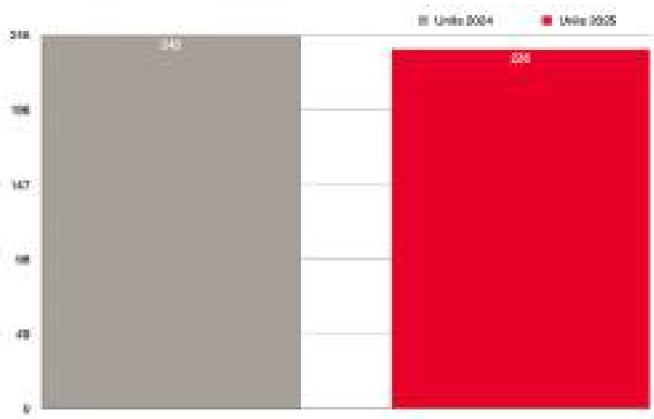


Month vs. Month 2024 vs. 2025

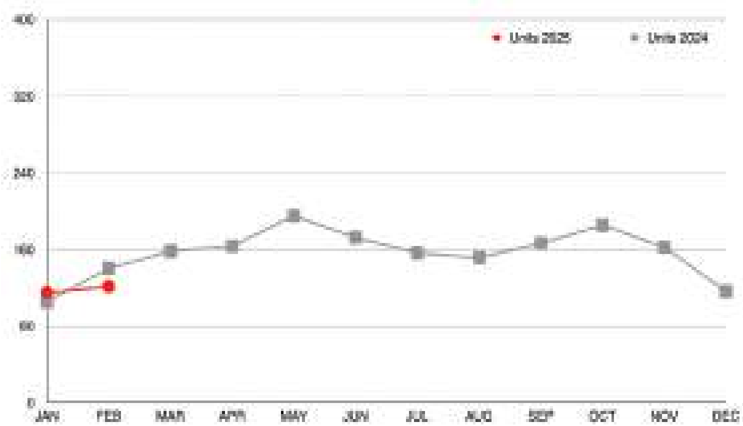
UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ $168,796,245 +17.73%	↑ $28,985,000 +29.32%	↑ $6,808,000 +51.52%
YTD Unit Sales	↑ 186 +1.64%	↑ 50 +28.21%	↑ 11 +22.22%
YTD Average Sale Price	↑ $907,507 +15.83%	↑ $579,700 +0.87%	↑ $618,909.09 +23.97%
February Sales Volume	↑ $79,460,730 +1.77%	↑ $15,712,100 +6.91%	↑ $2,662,000 +11.94%
February Unit Sales	↓ 94 -8.74%	↑ 27 +12.5%	6 No Change

Year-Over-Year Comparison (2025 vs. 2024)

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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