2025

APRIL

SOUTHERN GEORGIAN BAY

Real Estate Market Report

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

Disclaimer:
Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

OVERVIEW

BUYER'S MARKET

The Southern Georgian Bay real estate market in April 2025 remained firmly in buyer's market territory, even as overall activity increased. The median sale price rose 3.45% year-over-year to $750,000, while the average sale price climbed 5.13% to $845,618. Sales volume also grew by 15.45%, reaching $151,365,550, supported by a 9.82% rise in unit sales to 179 properties. New listings surged 26.87% to 765, yet expired listings dropped significantly by 50.73%, indicating stronger engagement from buyers and sellers alike. However, the unit sales-to-listings ratio declined to 23.40%, down 13.44% from a year ago—underscoring that rising inventory is still outpacing demand and keeping conditions favorable for buyers.

April year-over-year sales volume of $151,365,550

Up 15.45% from 2024's $131,104,448 with unit sales of 179 up 9.82% from last April's 163. New listings of 765 are up 26.87% from a year ago, with the sales/listing ratio of 23.40% down 13.44%.

Year-to-date sales volume of $449,846,983

Up 2.44% from 2024's $439,130,929 with unit sales of 518 down 8.48% from 2024's 566. New listings of 2,256 are up 20.19% from a year ago, with the sales/listing ratio of 22.96% down 23.86%.

Year-to-date average sale price of $877,919

Up from $771,181 one year ago with median sale price of $738,750 up from $686,250 one year ago. Average days-on-market of 62 is up 9 days from last year.

APRIL NUMBERS

Median Sale Price
$750,000
+3.45%

Average Sale Price
$845,618
+5.13%

Sales Volume
$151,365,550
+15.45%

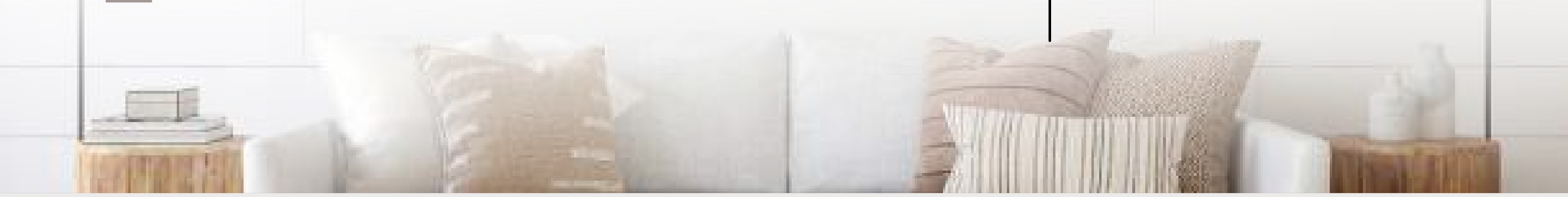
Unit Sales
179
+9.82

New Listings
765
+26.87%

Expired Listings
135
-50.73%

Unit Sales/Listings Ratio
23.40%
-13.44%

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

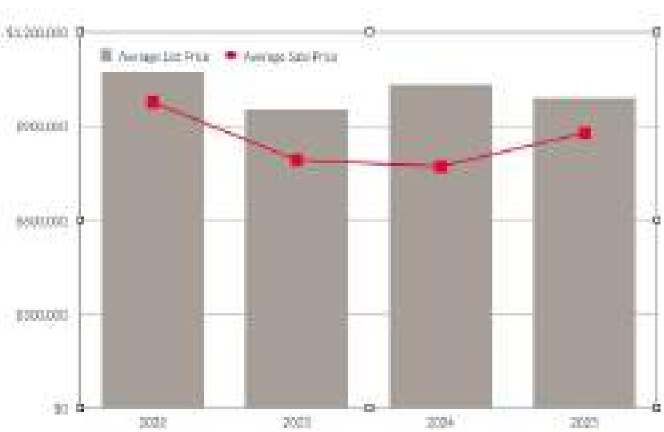


THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$447,642,202	$439,130,929	$449,846,983	+2.44%
YTD Unit Sales	569	566	518	-8.48%
YTD New Listings	1,518	1,877	2,256	+20.19%
YDT Sales/Listings Ratio	37.48%	30.15%	22.96%	-23.86%
YTD Expired Listings	947	1,156	571	-50.61%
Monthly Volume Sales	$154,106,698	$131,104,448	$151,365,550	+15.45%
Monthly Unit Sales	193	163	179	+9.82%
Monthly New Listings	489	603	765	+26.87%
Monthly Sales/Listings Ratio	39.47%	27.03%	23.40%	-13.44%
Monthly Expired Listings	216	274	135	-50.73%
Monthly Average Sale Price	$798,480	$804,322	$845,618	+5.13%
YTD Sales: $0-$199K	5	12	10	-16.67%
YTD Sales: $200k-349K	47	26	22	-15.38%
YTD Sales: $350K-$549K	137	139	86	-38.13%
YTD Sales: $550K-$749K	166	161	150	-6.83%
YTD Sales: $750K-$999K	115	118	126	+6.78%
YTD Sales: $1M+	82	96	108	+12.5%
YTD Sales: $2M+	17	14	18	+28.57%
YTD Average Days-On-Market	50.50	53.25	62.50	+17.37%
YTD Average Sale Price	$791,380	$771,181	$877,919	+13.84%
YTD Median Sale Price	$682,000	$686,250	$738,750	+7.65%

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

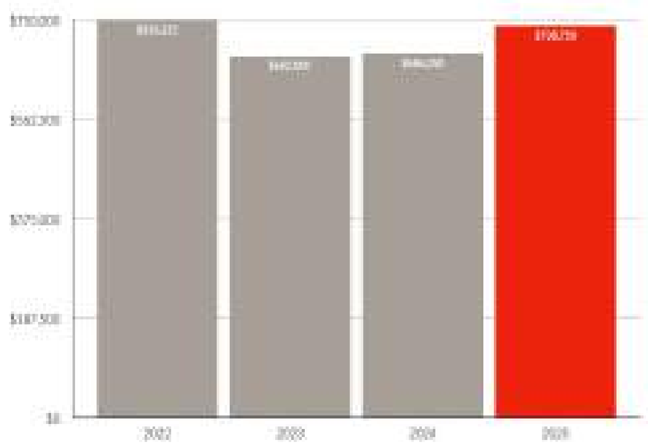
AVERAGE SALE PRICE



Year-Over-Year

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

MEDIAN SALE PRICE

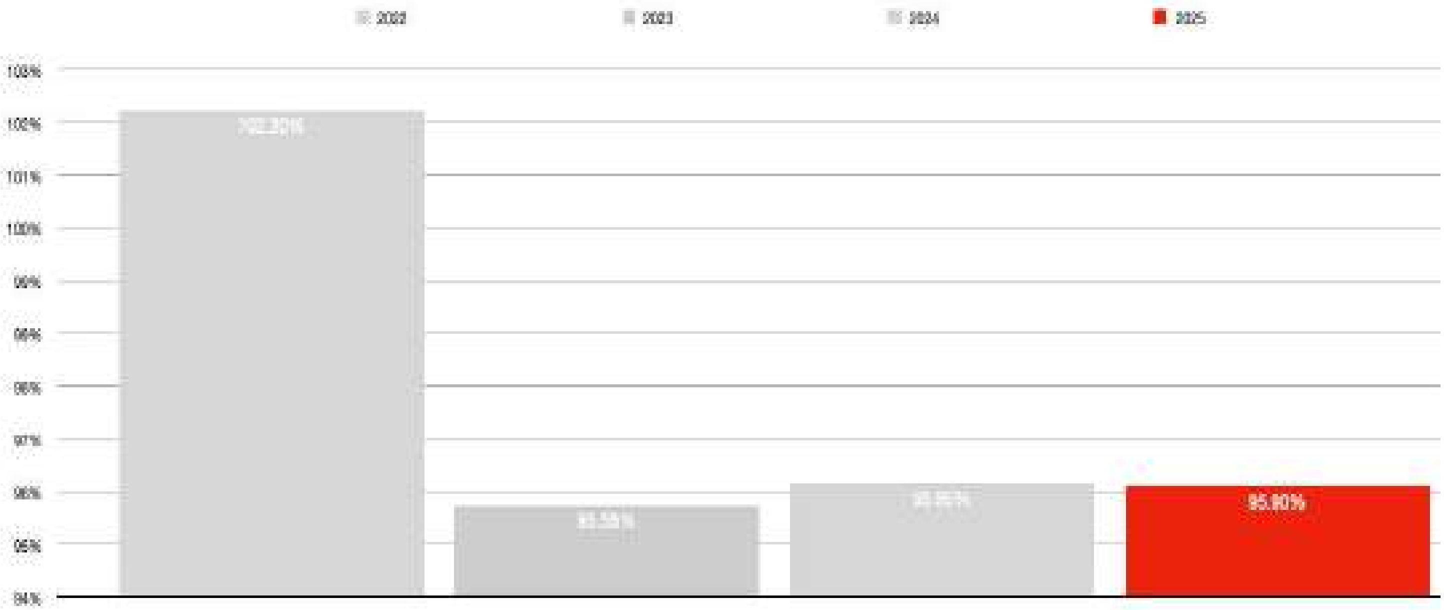


Year-Over-Year

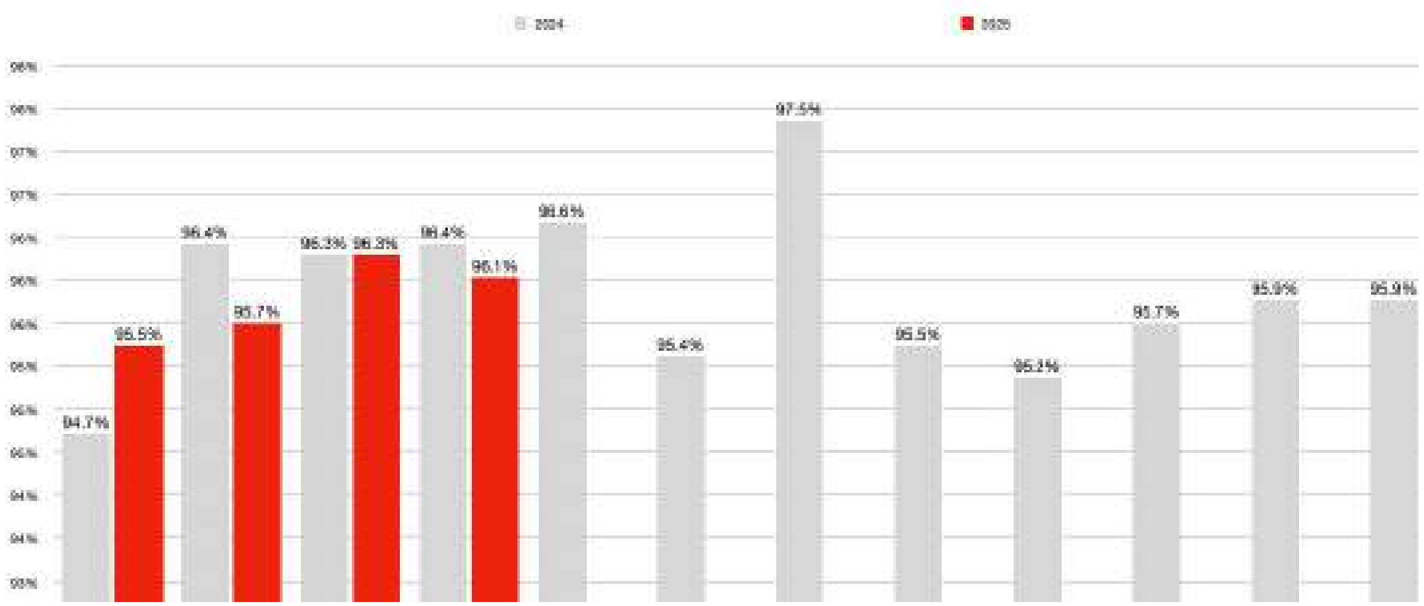
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

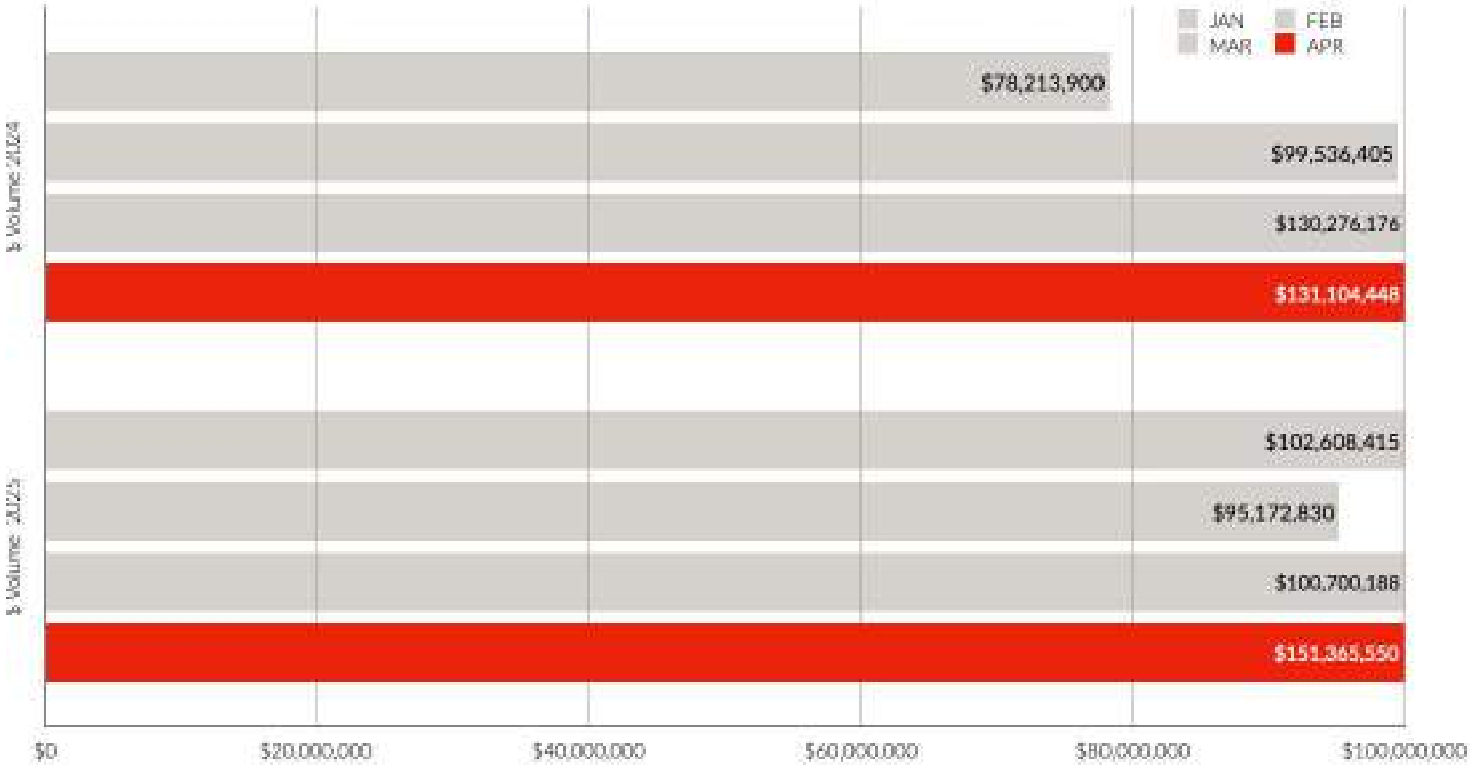


Year-Over-Year

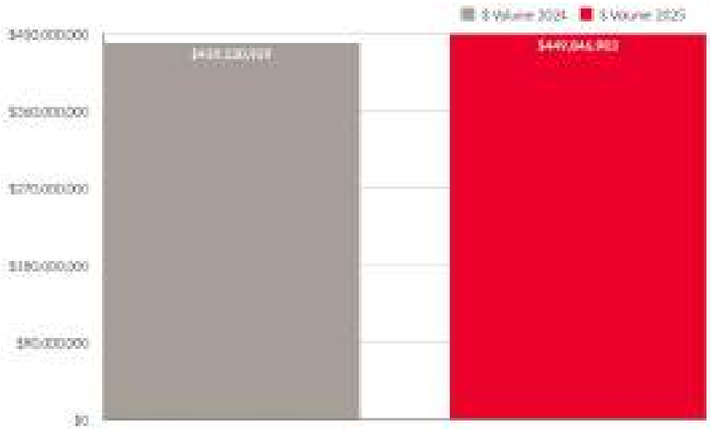


Month-Over-Month 2024 vs. 2025

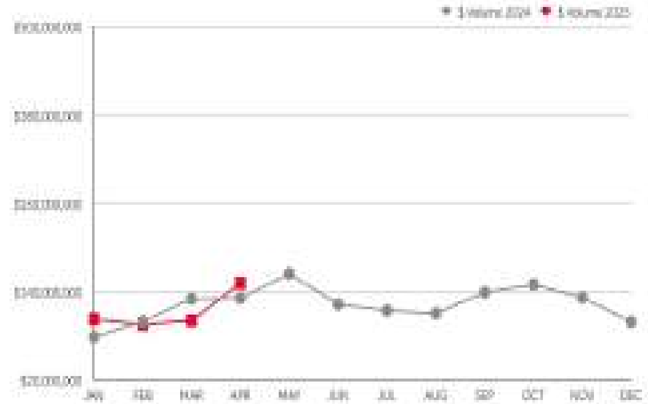
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

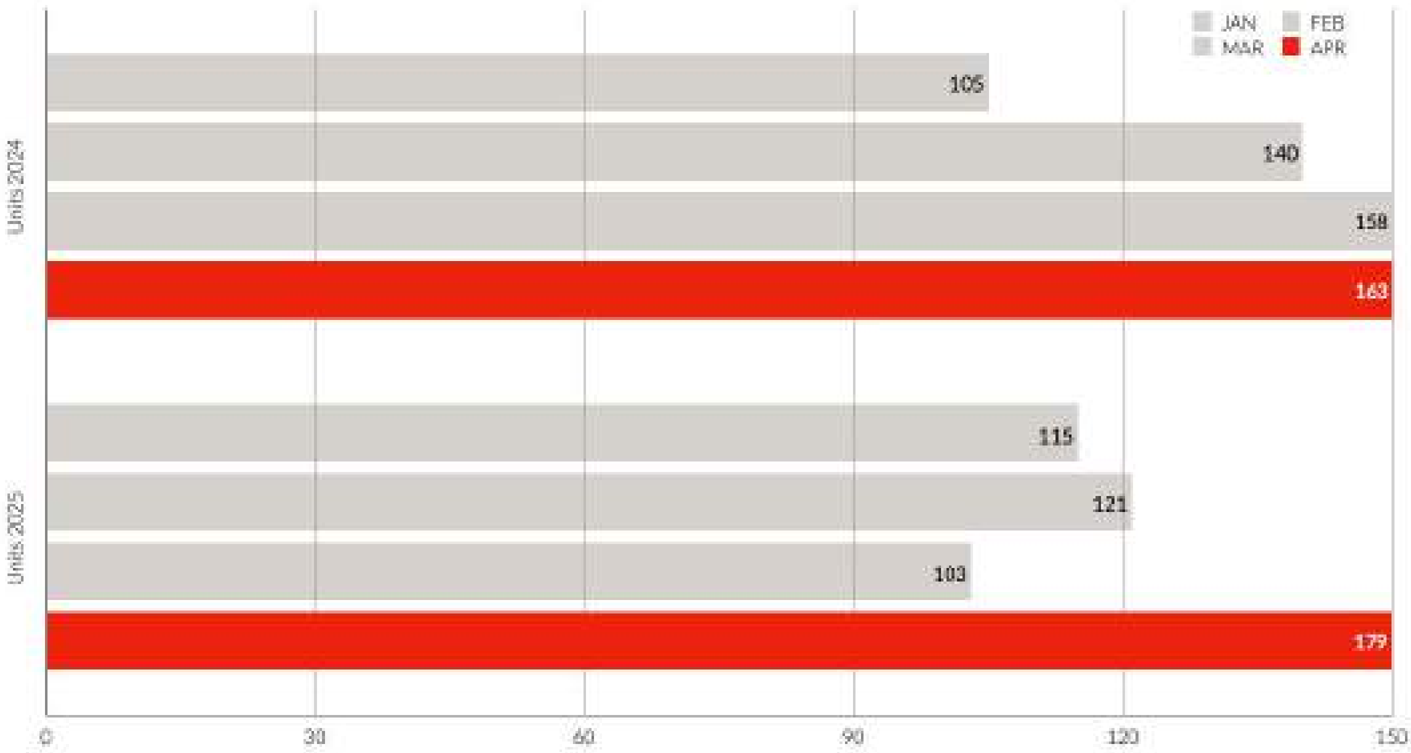


Yearly Totals 2024 vs. 2025

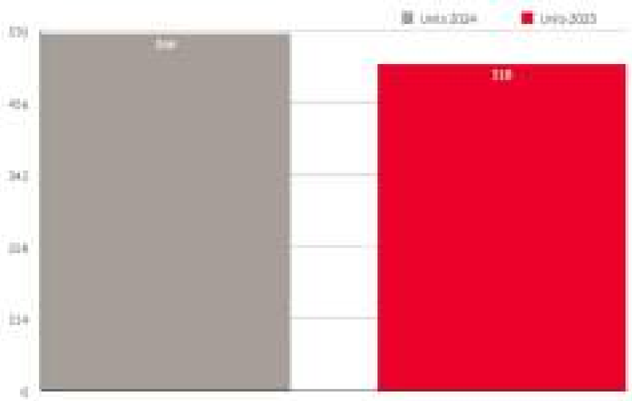


Month vs. Month 2024 vs. 2025

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	$395,381,283 +10.9%	$54,465,700 +0.29%	$12,998,000 -6%
YTD Unit Sales	425 -0.23%	93 +13.41%	27 -3.57%
YTD Average Sale Price	$930,309 +11.16%	$585,653 -11.57%	$481,407.41 -2.51%
April Sales Volume	$139,981,250 +27.74%	$11,384,300 -14.3%	$2,966,000 -27.85%
April Unit Sales	160 +25%	19 +11.76%	12 +50%

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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