



2025 OCTOBER SOUTHERN GEORGIAN BAY Real Estate Market Report



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 maintained steady buyer's-market conditions this October, with stronger sales activity and stable pricing. The median sale price edged down 0.7% year-over-year to \$705,000, while the average sale price rose 3.43% to \$836,622, suggesting consistent demand across mid-range properties. Sales volume increased 22.82% to \$183.8 million, supported by an 18.92% rise in unit sales to 220 properties. New listings climbed 19.04% to 644, while expired listings dropped sharply by 55% to 243, indicating more effective pricing and faster turnover. The sales-to-new listings ratio held relatively steady at 34.16%, down just 0.1% from last year, reinforcing that while activity has improved, conditions remain firmly in favour of buyers.



October year-over-year sales volume of \$183,783,602

Up +22.82% from 2024's \$149,638,619 with unit sales of 220 up +18.92% from last October's 185. New listings of 644 are up +19.04% from a year ago, with the sales/listing ratio of 34.16% down -0.10%.



Year-to-date sales volume of \$1,585,585,085

Up +27.92% from 2024's \$1,239,532,008 with unit sales of 1898 up +19.3% from 2024's 1591. New listings of 6,877 are up +28.61% from a year ago, with the sales/listing ratio of 27.60% down -7.25%.



Year-to-date average sale price of \$842,348

Up from \$776,108 one year ago with median sale price of \$717,250 up from \$680,000 one year ago. Average days-on-market of 58 is up 5 days from last year.

OCTOBER NUMBERS

Median Sale Price

\$705,000

-0.7%

Average Sale Price

\$836,622

+3.43%

Sales Volume

\$183,783,602

+22.82%

Unit Sales

220

+18.92%

New Listings

644

+19.04%

Expired Listings

243

-55%

Unit Sales/Listings Ratio

34.16%

-0.10%

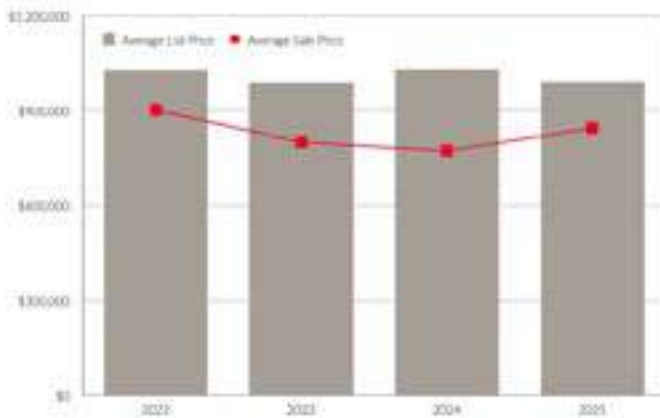
*Year-over-year comparison
(October 2025 vs. October 2024)*

THE MARKET IN DETAIL

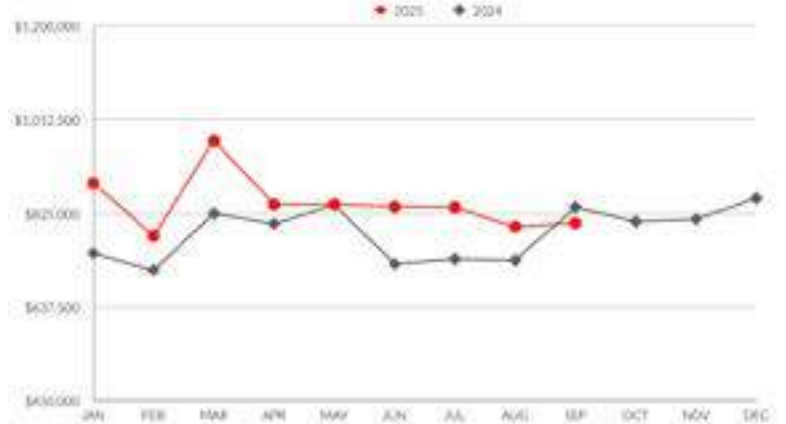
	2023	2024	2025	2024 - 2025
YTD Volume Sales	\$1,363,931,886	\$1,239,532,008	\$1,585,585,085	+27.92%
YTD Unit Sales	1,706	1,591	1,898	+19.3%
YTD New Listings	4,902	5,347	6,877	+28.61%
YTD Sales/Listings Ratio	34.80%	29.76%	27.60%	-7.25%
YTD Expired Listings	3,335	3,492	1,710	-51.03%
Monthly Volume Sales	\$115,186,199	\$149,638,619	\$183,783,602	+22.82%
Monthly Unit Sales	145	185	220	+18.92%
Monthly New Listings	518	541	644	+19.04%
Monthly Sales/Listings Ratio	27.99%	34.20%	34.16%	-0.1%
Monthly Expired Listings	503	540	243	-55%
Monthly Average Sale Price	\$794,388	\$808,857	\$836,622	+3.43%
YTD Sales: \$0-\$199K	31	31	56	+80.65%
YTD Sales: \$200k-349K	105	93	77	-17.2%
YTD Sales: \$350K-\$549K	374	395	362	-8.35%
YTD Sales: \$550K-\$749K	476	443	538	+21.44%
YTD Sales: \$750K-\$999K	380	320	443	+38.44%
YTD Sales: \$1M+	394	370	356	-3.78%
YTD Sales: \$2M+	75	78	70	-10.26%
YTD Average Days-On-Market	45.4	52.9	58.1	+9.83%
YTD Average Sale Price	\$799,057	\$776,108	\$842,348	+8.53%
YTD Median Sale Price	\$720,000	\$680,000	\$717,250	+5.48%

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

AVERAGE SALE PRICE

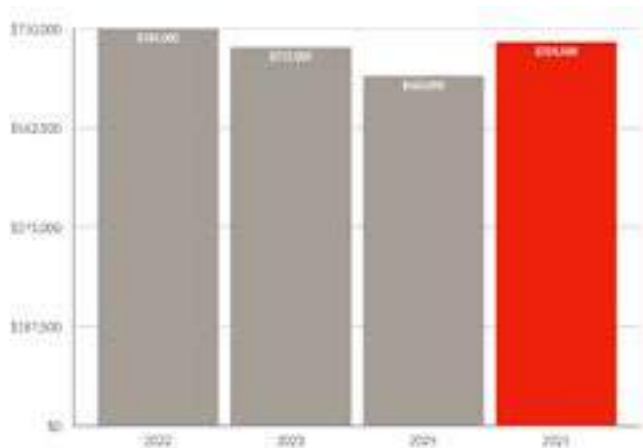


Year-Over-Year

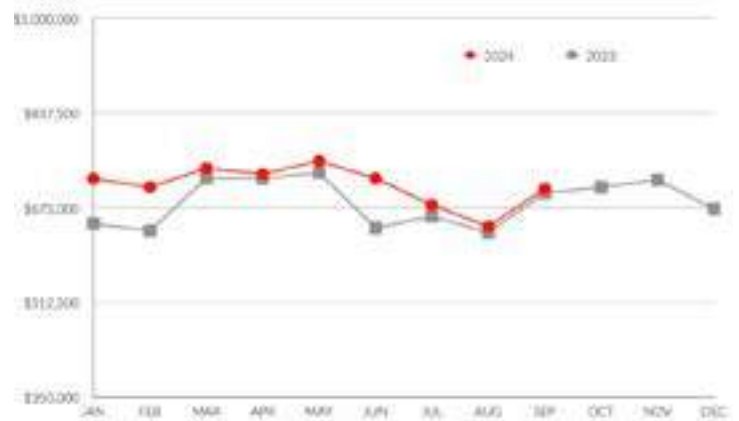


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



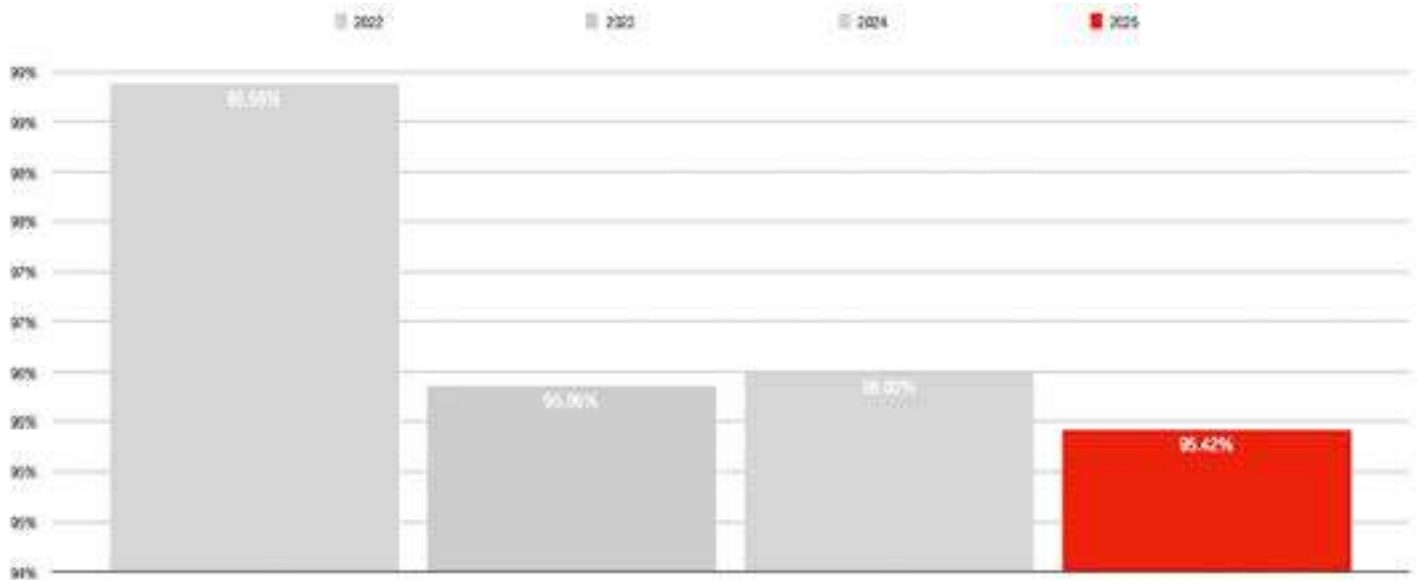
Year-Over-Year



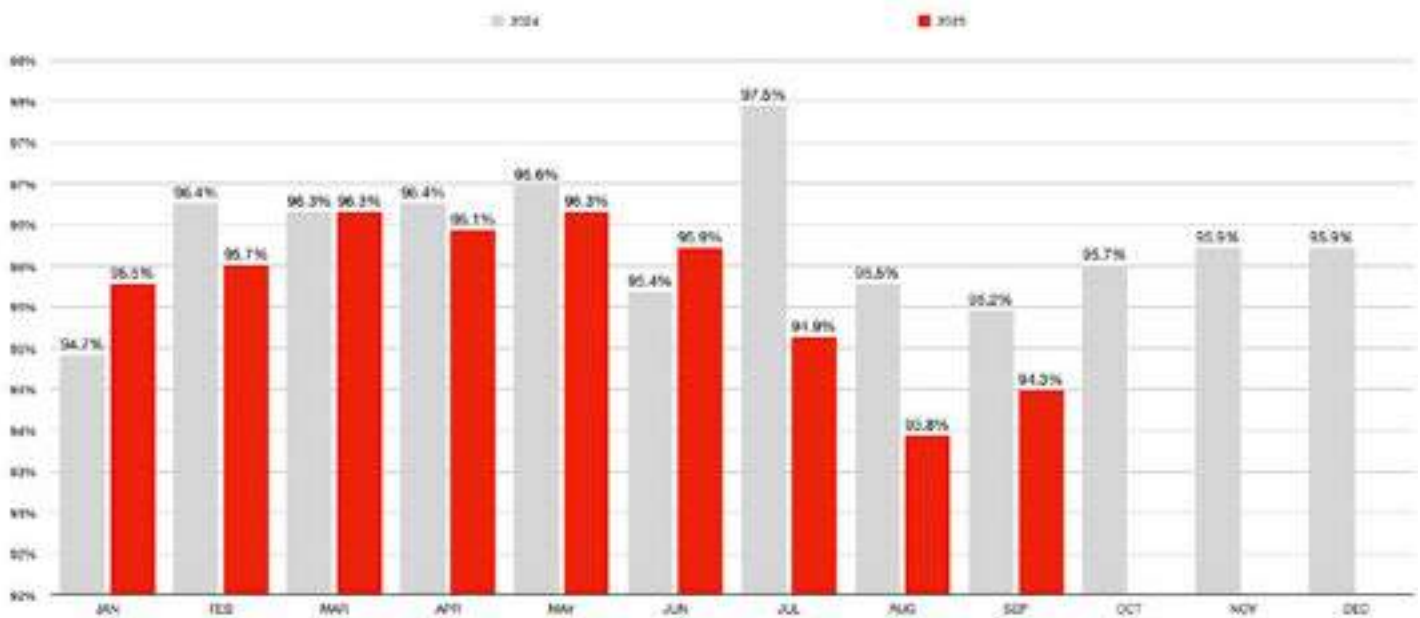
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO



Year-Over-Year

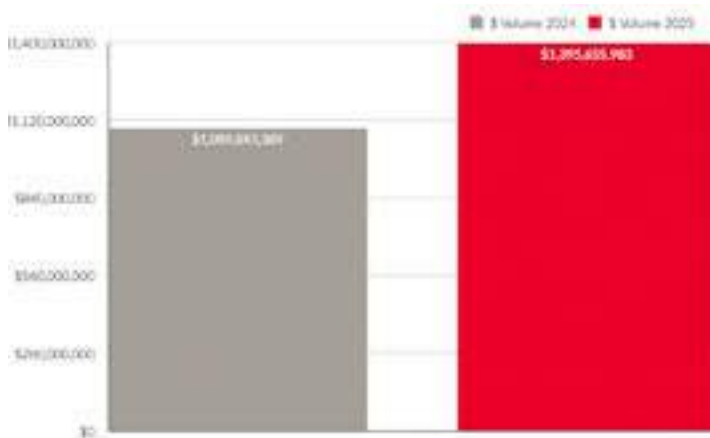


Month-Over-Month 2024 vs. 2025

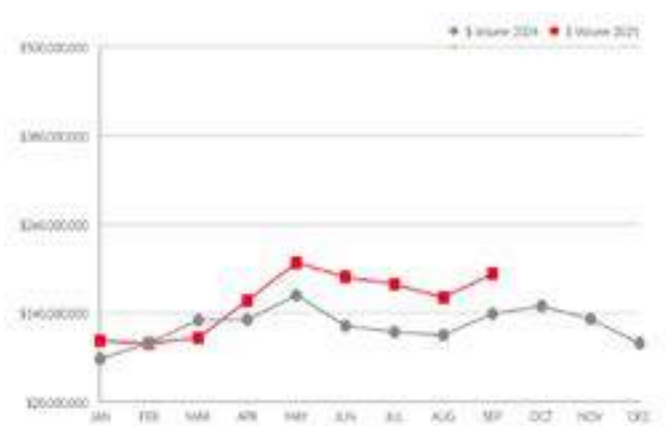
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

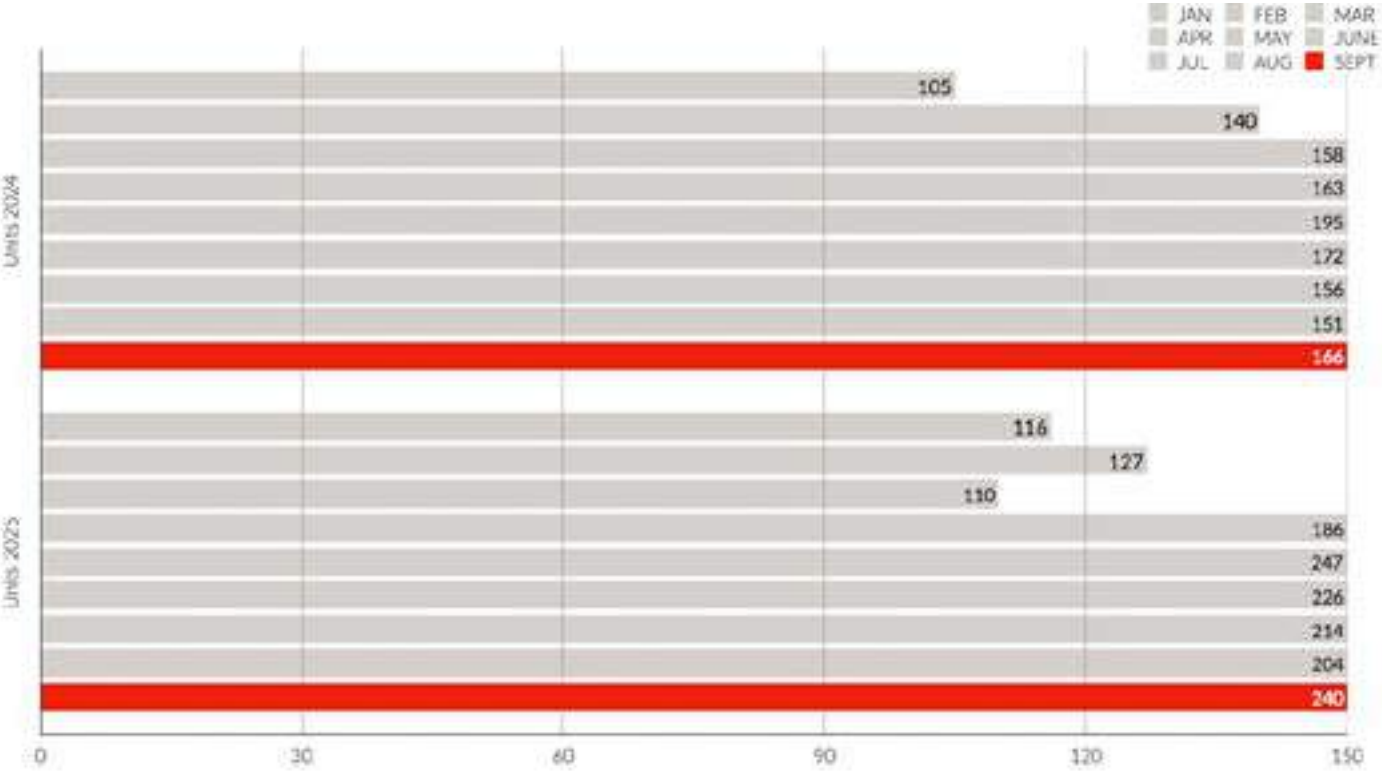


Yearly Totals 2024 vs. 2025

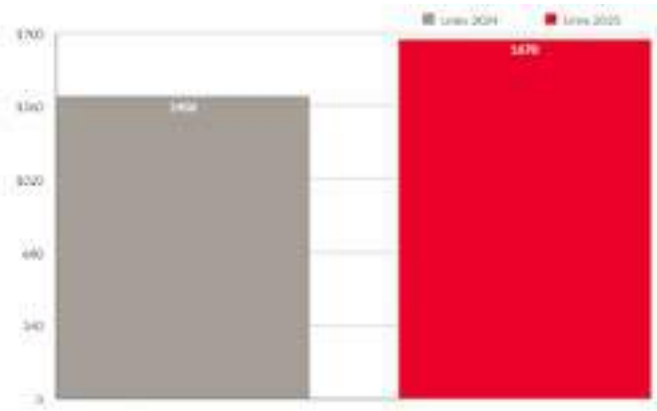


Month vs. Month 2024 vs. 2025

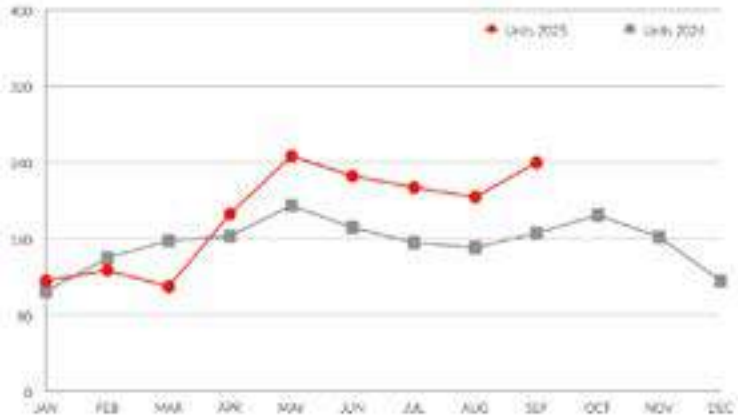
UNIT SALES



Monthly Comparison 2024 vs. 2025

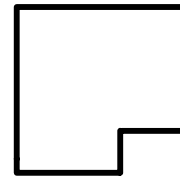


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,402,098,187 +38.13%	 \$183,486,898 +19.5%	 \$44,416,500 +41.2%
YTD Unit Sales	 1586 +33.39%	 312 +29.46%	 99 +54.69%
YTD Average Sale Price	 \$884,047 +3.56%	 \$588,099 -7.69%	 \$448,651.52 -8.72%
October Sales Volume	 \$168,593,202 +34.54%	 \$15,190,400 -9.17%	 \$6,316,000 +130.51%
October Unit Sales	 194 +32.88%	 26 +13.04%	 13 +160%

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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