2025

NOVEMBER

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 continued to favour buyers this November, as softer pricing and steadier sales activity shaped market conditions. The median sale price declined 4.84% year-over-year to $687,500, while the average sale price eased 2.76% to $791,117, reflecting a shift toward more budget-conscious transactions. Sales volume decreased 7.56% to $121.83 million, in line with a 4.94% drop in unit sales to 154 properties. Inventory rose meaningfully, with new listings up 10.8% to 431, while expired listings fell sharply by 61.14% to 204, suggesting sellers are adjusting expectations to meet current demand. Despite more active turnover, the sales-to-new listings ratio slipped to 35.73%—down 14.20% year-over-year—maintaining clear buyer's-market conditions heading into the winter season.

November year-over-year sales volume of $121,832,010

Down -7.56% from 2024's $131,798,545 with unit sales of 154 down -4.94% from last November's 162. New listings of 431 are up +10.8% from a year ago, with the sales/listing ratio of 35.73% down -14.20%.

Year-to-date sales volume of $1,707,417,095

Up +24.51% from 2024's $1,371,330,553 with unit sales of 2052 up +17.06% from 2024's 1753. New listings of 7,308 are up +27.41% from a year ago, with the sales/ listing ratio of 28.08% down -8.12%.

Year-to-date average sale price of $837,691

Up from $779,514 one year ago with median sale price of $710,000 up from $700,000 one year ago. Average days-on-market of 59 is up 6 days from last year.

NOVEMBER NUMBERS

Median Sale Price
$687,500
-4.84%

Average Sale Price
$791,117
-2.76%

Sales Volume
$121,832,010
-7.56%

Unit Sales
154
-4.94%

New Listings
431
+10.8%

Expired Listings
204
-61.14%

Unit Sales/Listings Ratio
35.73%
-14.20%

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

THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$1,448,384,836	$1,371,330,553	$1,707,417,095	+24.51%
YTD Unit Sales	1,824	1,753	2,052	+17.06%
YTD New Listings	5,303	5,736	7,308	+27.41%
YTD Sales/Listings Ratio	34.40%	30.56%	28.08%	-8.12%
YTD Expired Listings	3,780	4,017	1,914	-52.35%
Monthly Volume Sales	$84,452,950	$131,798,545	$121,832,010	-7.56%
Monthly Unit Sales	118	162	154	-4.94%
Monthly New Listings	401	389	431	+10.8%
Monthly Sales/Listings Ratio	29.43%	41.65%	35.73%	-14.2%
Monthly Expired Listings	445	525	204	-61.14%
Monthly Average Sale Price	$715,703	$813,571	$791,117	-2.76%
YTD Sales: $0-$199K	33	31	60	+93.55%
YTD Sales: $200k-349K	115	103	90	-12.62%
YTD Sales: $350K-$549K	405	429	382	-10.96%
YTD Sales: $550K-$749K	511	489	593	+21.27%
YTD Sales: $750K-$999K	399	359	474	+32.03%
YTD Sales: $1M+	421	408	385	-5.64%
YTD Sales: $2M+	79	92	74	-19.57%
YTD Average Days-On-Market	45.36	53.27	58.91	+10.58%
YTD Average Sale Price	$791,479	$779,514	$837,691	+7.46%
YTD Median Sale Price	$715,000	$700,000	$710,000	+1.43%

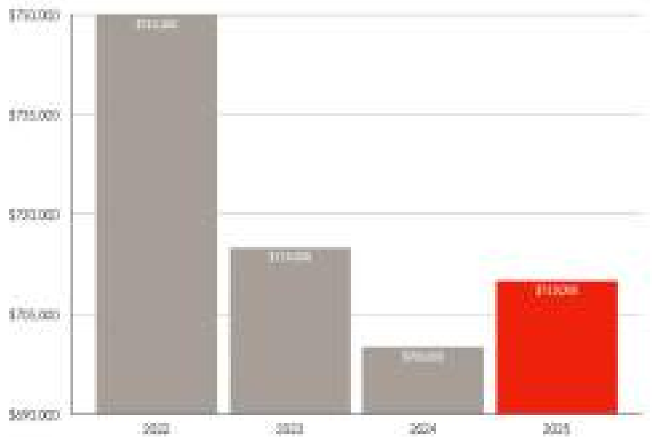
Southern Georgian Bay MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

Year-Over-Year

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

MEDIAN SALE PRICE

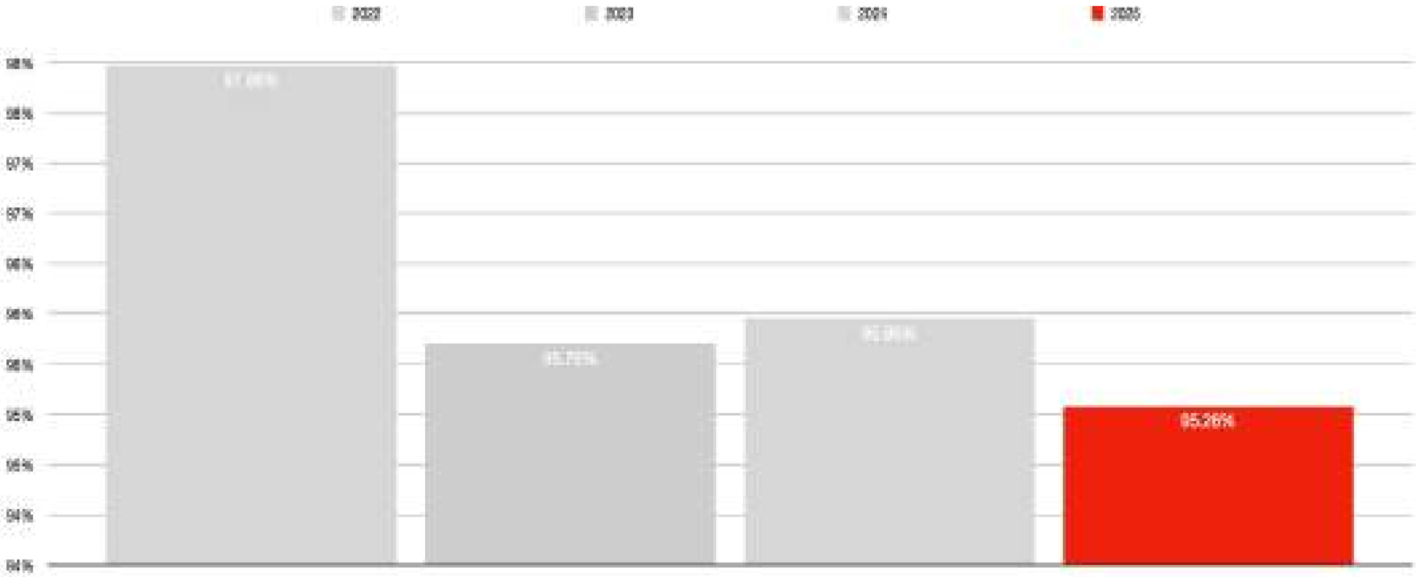


Year-Over-Year

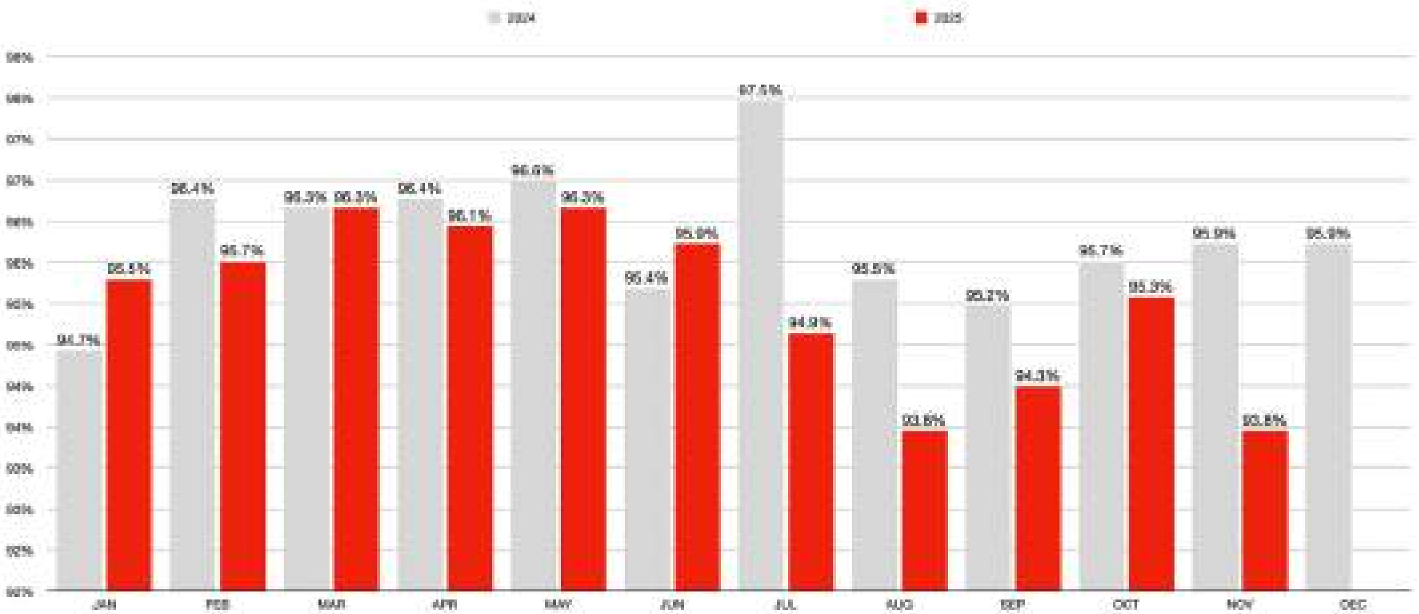
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. **LIST PRICE** RATIO



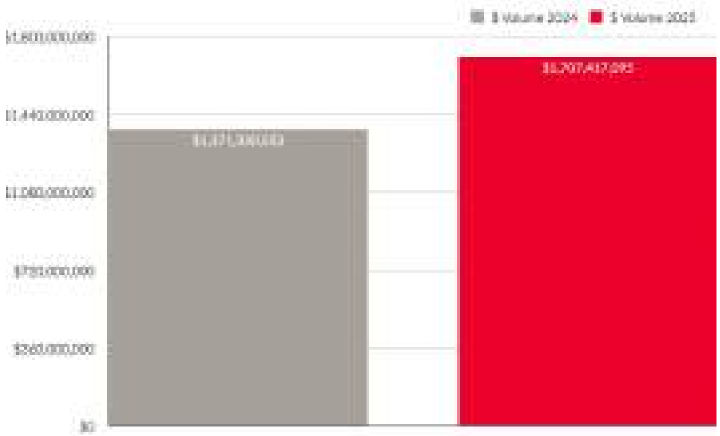
Year-Over-Year



Month-Over-Month 2024 vs. 2025

DOLLAR VOLUME SALES

Monthly Comparison 2024 vs. 2025

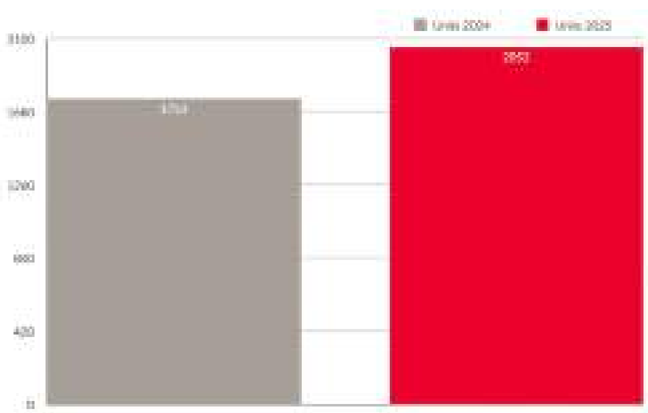


Yearly Totals 2024 vs. 2025

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	$1,506,829,697 +34.21%	$200,587,398 +16.8%	$46,553,500 +37.5%
YTD Unit Sales	1713 +30.66%	339 +26.97%	104 +48.57%
YTD Average Sale Price	$879,644 +2.71%	$591,703 -8.01%	$447,629.81 -7.45%
November Sales Volume	$104,731,510 -2.75%	$17,100,500 -6%	$2,137,000 -10.96%
November Unit Sales	127 +4.1%	27 +3.85%	5 -16.67%

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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