2026

MARCH

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 remained firmly in buyer's market territory this March, despite a notable increase in overall sales activity. The median sale price declined 15.22% to $629,500, while the average sale price fell 12.45% to $849,532, reflecting continued downward pressure on home values. At the same time, sales volume rose 26.56% to $135,075,629, supported by a significant 44.55% increase in unit sales to 159 transactions, suggesting buyers are re-engaging with the market. New listings dipped slightly by 2.88% to 606, while expired listings decreased 9.59%, indicating some tightening in inventory levels. However, with the unit sales-to-listings ratio at 26.24%, conditions continue to favour buyers, who are benefiting from ample choice, increased negotiating power, and more favourable pricing opportunities across the region.

March year-over-year sales volume of $135,075,629

Up +26.56% from 2025's $106,732,488 with unit sales of 159 up +44.55% from last March's 110. New listings of 606 are down -2.88% from a year ago, with the sales/listing ratio of 26.24% up 48.84%.

Year-to-date sales volume of $327,611,119

Up +6.21% from 2025's $308,456,033 with unit sales of 407 up +15.3% from 2025's 353. New listings of 1,524 are up +1.8% from a year ago, with the sales/listing ratio of 26.71% up +13.25%.

Year-to-date average sale price of $801,892

Down from $878,450 one year ago with median sale price of $629,500 down from $724,500 one year ago. Average days-on-market of 66 is the same as last year's March.

MARCH NUMBERS

Median Sale Price
$629,500
-15.22%

Average Sale Price
$849,532
-12.45%

Sales Volume
$135,075,629
+26.56%

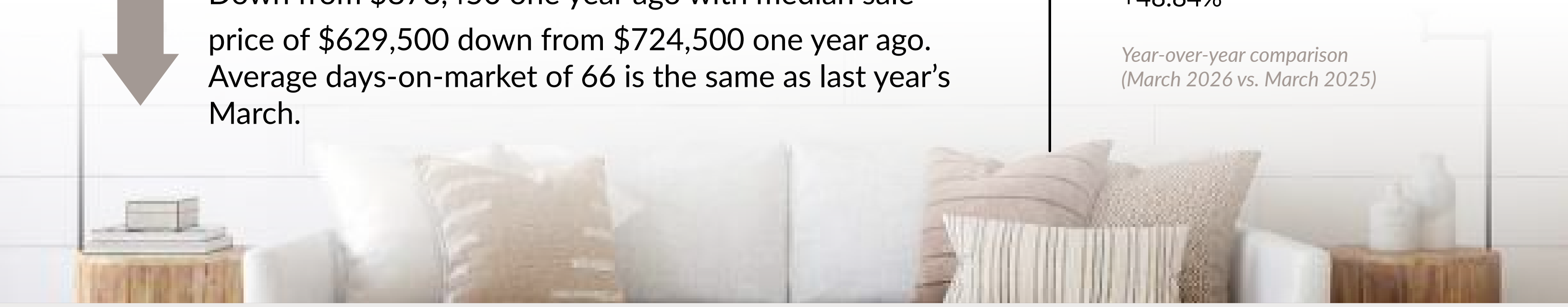
Unit Sales
159
+44.55%

New Listings
606
-2.88%

Expired Listings
132
-9.59%

Unit Sales/Listings Ratio
26.24%
+48.84%

Year-over-year comparison (March 2026 vs. March 2025)



THE MARKET IN **DETAIL**

	2024	2025	2026	2025-2026
YTD Volume Sales	$308,026,481	$308,456,033	$327,611,119	+6.21%
YTD Unit Sales	403	353	407	+15.3%
YTD New Listings	1,274	1,497	1,524	+1.8%
YTD Sales/Listings Ratio	31.63%	23.58%	26.71%	+13.25%
YTD Expired Listings	882	436	410	-5.96%
Monthly Volume Sales	$130,276,176	$106,732,488	$135,075,629	+26.56%
Monthly Unit Sales	158	110	159	+44.55%
Monthly New Listings	542	624	606	-2.88%
Monthly Sales/Listings Ratio	29.15%	17.63%	26.24%	+48.84%
Monthly Expired Listings	266	146	132	-9.59%
Monthly Average Sale Price	$824,533	$970,295	$849,532	-12.45%
YTD Sales: $0-$199K	8	4	7	+75%
YTD Sales: $200k-349K	21	17	33	+94.12%
YTD Sales: $350K-$549K	104	64	109	+70.31%
YTD Sales: $550K-$749K	117	106	113	+6.6%
YTD Sales: $750K-$999K	77	77	68	-11.69%
YTD Sales: $1M+	91	76	59	-22.37%
YTD Sales: $2M+	14	10	21	+110%
YTD Average Days-On-Market	56.00	66.00	66.33	+0.51%
YTD Average Sale Price	$760,134	$878,450	$801,892	-8.72%
YTD Median Sale Price	$647,500	$724,500	$629,500	-13.11%

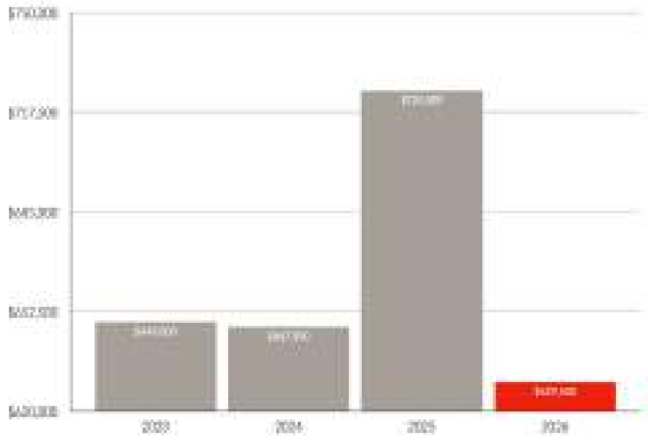
Southern Georgian Bay MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

Year-Over-Year

Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE

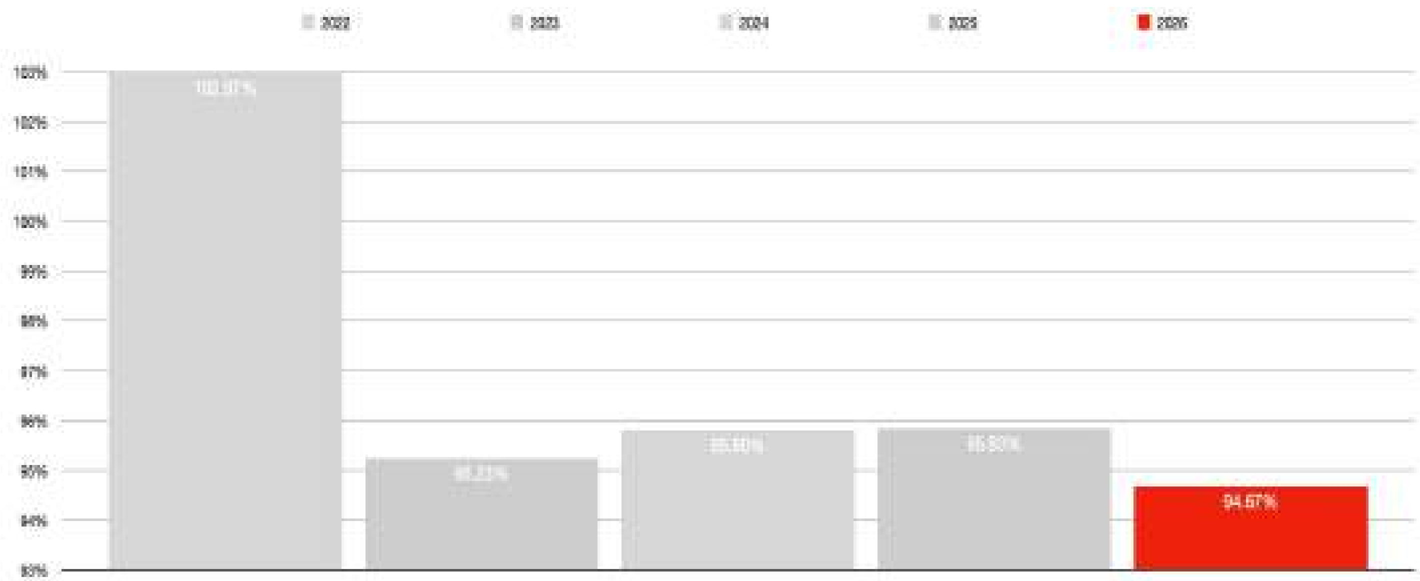


Year-Over-Year

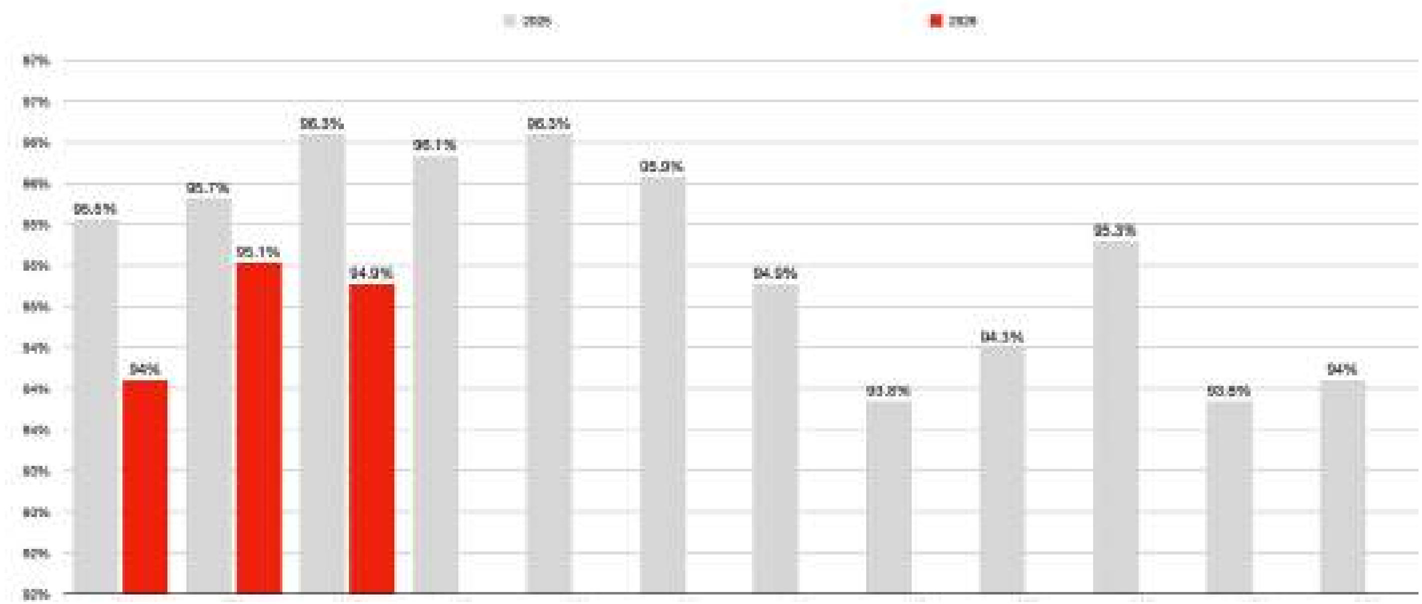
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

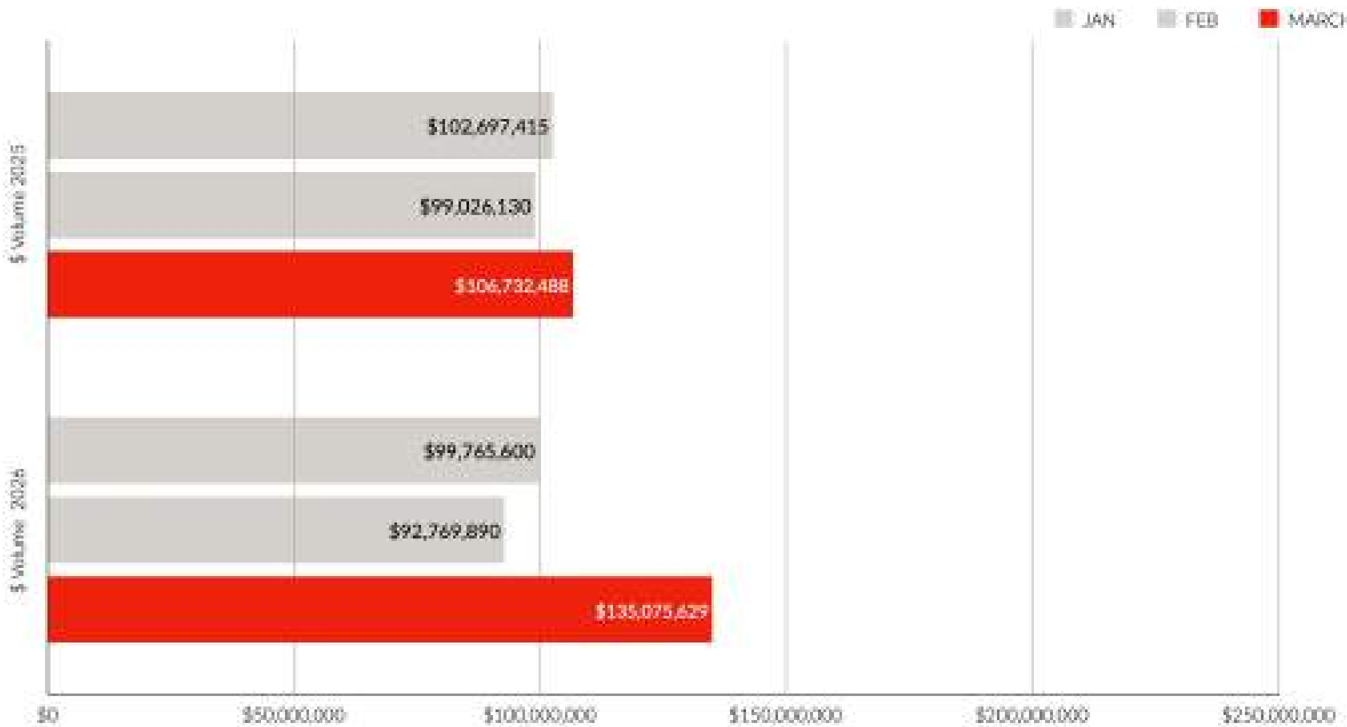


Year-Over-Year

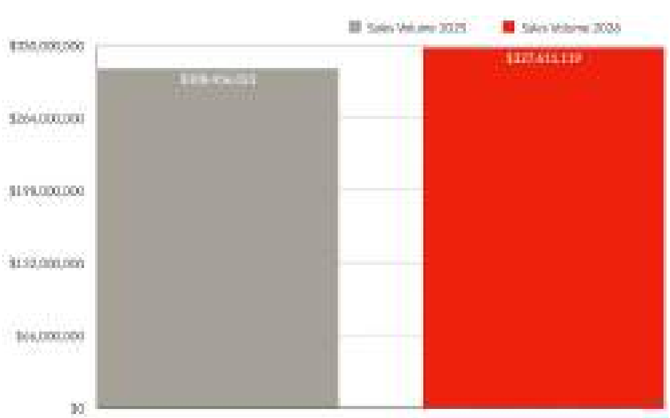


Month-Over-Month 2025 vs. 2026

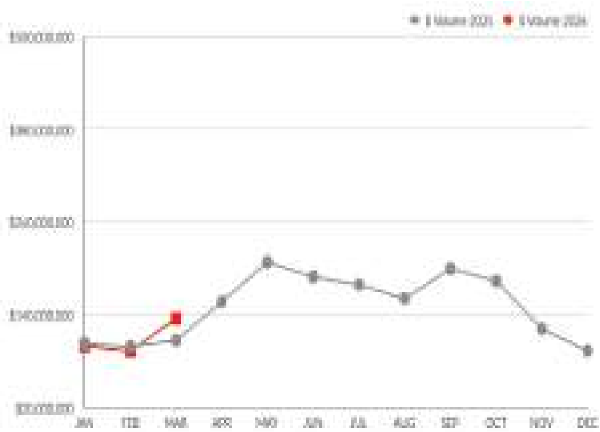
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

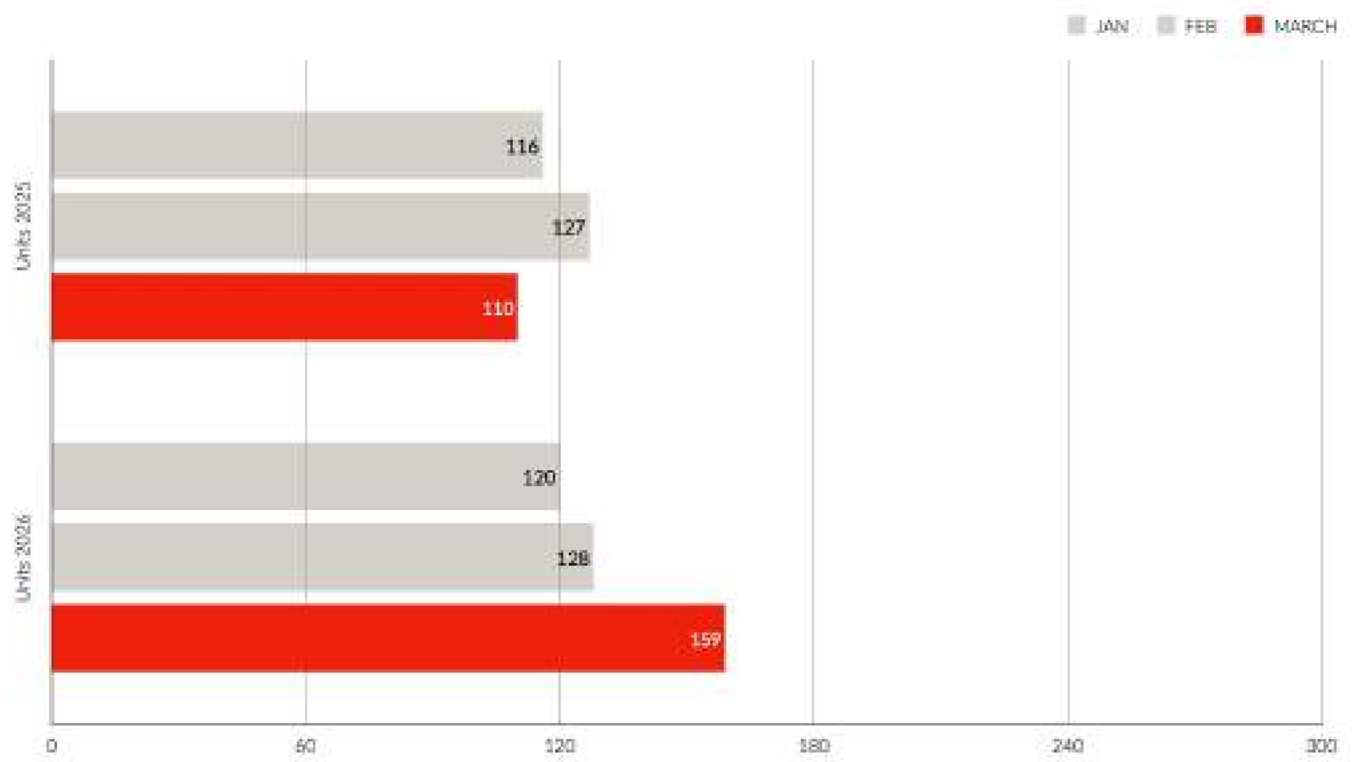


YTD Totals 2025 vs. 2026

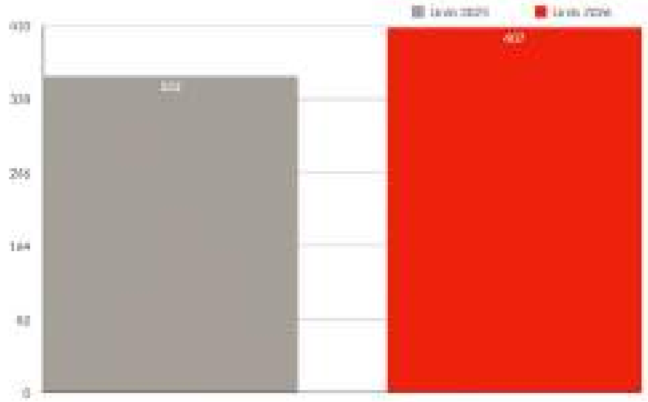


Month vs. Month 2025 vs. 2026

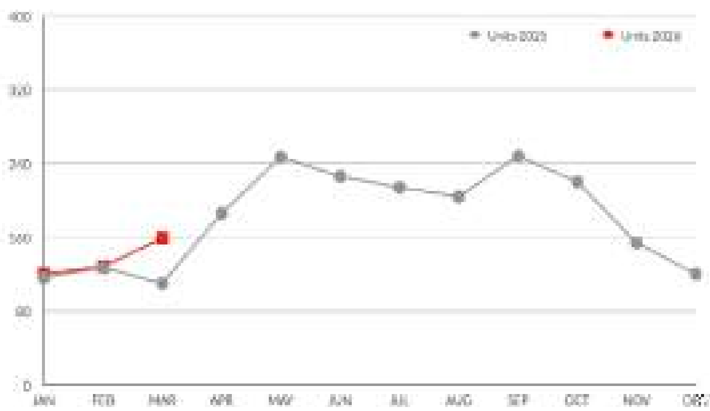
UNIT SALES



Monthly Comparison 2025 vs. 2026



YTD Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	$277,869,780 +5.51%	$49,741,339 +10.3%	$6,494,500 -35.26%
YTD Unit Sales	317 +15.69%	90 +13.92%	14 -6.67%
YTD Average Sale Price	$876,561 +15.99%	$552,682 -3.18%	$463,892.86 -30.64%
March Sales Volume	$120,067,390 +30.1%	$15,008,239 +3.89%	$2,613,000 -18.95%
March Unit Sales	128 +50.59%	31 +24%	7 +75%

Year-Over-Year Comparison (2026 vs. 2025)

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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