



# 2025

# DECEMBER

## THE BLUE MOUNTAINS

## Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

PAUL  
AVERY  
REAL ESTATE  
COLLINGWOOD - GEORGIAN BAY

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 Blue Mountains real estate market experienced a slower December, with softer pricing and reduced sales activity compared to last year, reinforcing buyer-friendly conditions. The median sale price declined 32% year-over-year to \$780,000, while the average sale price fell 14.09% to \$906,281. Sales volume dropped 37.52% to \$14.5 million, supported by a 27.27% decrease in unit sales to 16 properties. New listings edged up slightly by 1.89% to 54, while expired listings rose sharply by 72.73% to 76, highlighting increased challenges for sellers. With a sales-to-new listings ratio of just 29.63%, the market remains firmly in buyer territory as we head into the new year.



**December year-over-year sales volume of \$14,500,500**

Down -37.52% from 2024's \$23,208,000 with unit sales of 16 down -27.27% from last December's 22. New listings of 54 are up +1.89% from last year, with the sales/listing ratio of 29.63% down by -28.62%.



**Year-to-date sales volume of \$342,840,604**

Up +12.72% from 2024's \$304,140,023 with unit sales of 302 up +15.71% from 2024's 261. New listings of 1,225 are up +10.46% from a year ago, with the sales/listing ratio of 24.65% up 4.75%.



**Year-to-date average sale price of \$1,135,139**

Down from \$1,162,188 one year ago with median sale price of \$940,000 down from \$1,016,750 one year ago. Average days-on-market of 68 is up 3 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$780,000**

-32%

Average Sale Price

**\$906,281**

-14.09%

Sales Volume

**\$14,500,500**

-37.52%

Unit Sales

**16**

-27.27%

New Listings

**54**

+1.89%

Expired Listings

**76**

+72.73%

Unit Sales/Listings Ratio

**29.63%**

-28.62%

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

# THE MARKET IN DETAIL

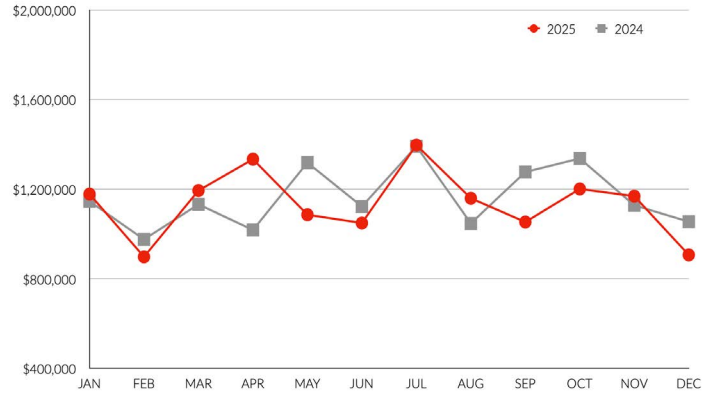
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$300,880,400	\$304,140,023	\$342,840,604	+12.72%
<b>YTD Unit Sales</b>	268	261	302	+15.71%
<b>YTD New Listings</b>	941	1,109	1,225	+10.46%
<b>YTD Sales/Listings Ratio</b>	28.48%	23.53%	24.65%	+4.75%
<b>YTD Expired Listings</b>	200	428	480	+12.15%
<b>Monthly Volume Sales</b>	\$15,448,500	\$23,208,000	\$14,500,500	-37.52%
<b>Monthly Unit Sales</b>	16	22	16	-27.27%
<b>Monthly New Listings</b>	35	53	54	+1.89%
<b>Monthly Sales/Listings Ratio</b>	45.71%	41.51%	29.63%	-28.62%
<b>Monthly Expired Listings</b>	25	44	76	+72.73%
<b>Monthly Average Sale Price</b>	\$965,531	\$1,054,909	\$906,281	-14.09%
<b>YTD Sales: \$0-\$199K</b>	1	0	1	+100%
<b>YTD Sales: \$200k-349K</b>	14	10	12	+20%
<b>YTD Sales: \$350K-\$549K</b>	36	23	37	+60.87%
<b>YTD Sales: \$550K-\$749K</b>	34	39	48	+23.08%
<b>YTD Sales: \$750K-\$999K</b>	48	58	63	+8.62%
<b>YTD Sales: \$1M+</b>	105	122	114	-6.56%
<b>YTD Sales: \$2M+</b>	29	34	28	-17.65%
<b>YTD Average Days-On-Market</b>	51.08	64.67	68.33	+5.67%
<b>YTD Average Sale Price</b>	\$1,132,273	\$1,162,188	\$1,135,139	-2.33%
<b>YTD Median Sale Price</b>	\$973,750	\$1,016,750	\$940,000	-7.55%

The Blue Mountains MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

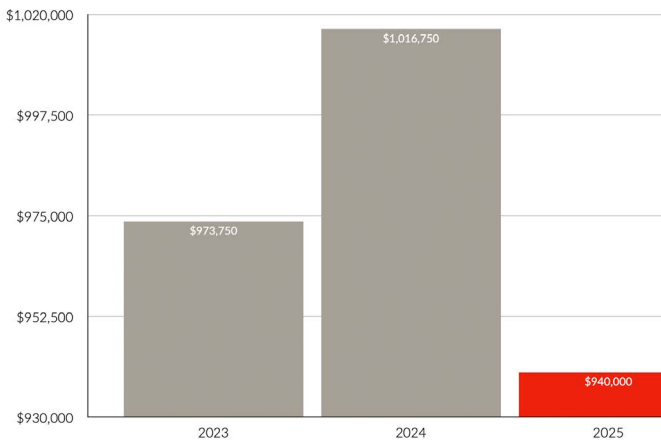


Year-Over-Year

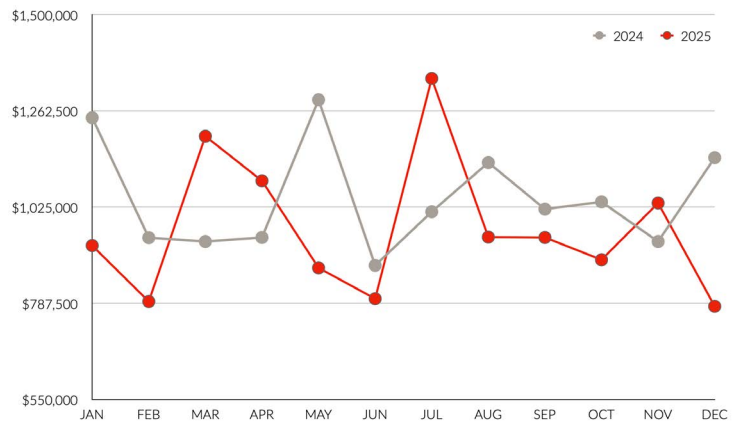


Month-Over-Month 2023 vs. 2024 vs. 2025

# MEDIAN SALE PRICE



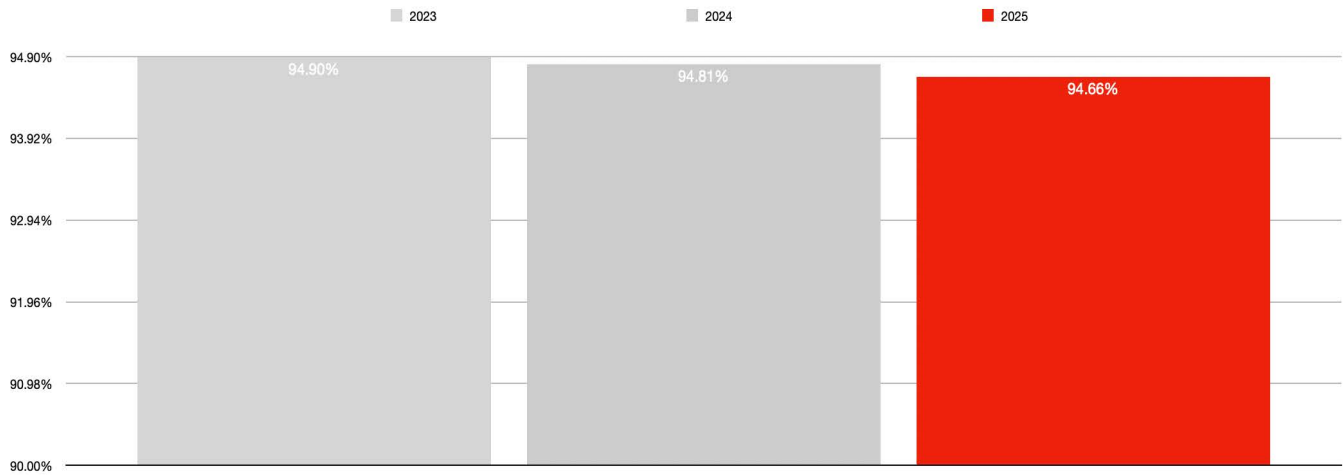
Year-Over-Year



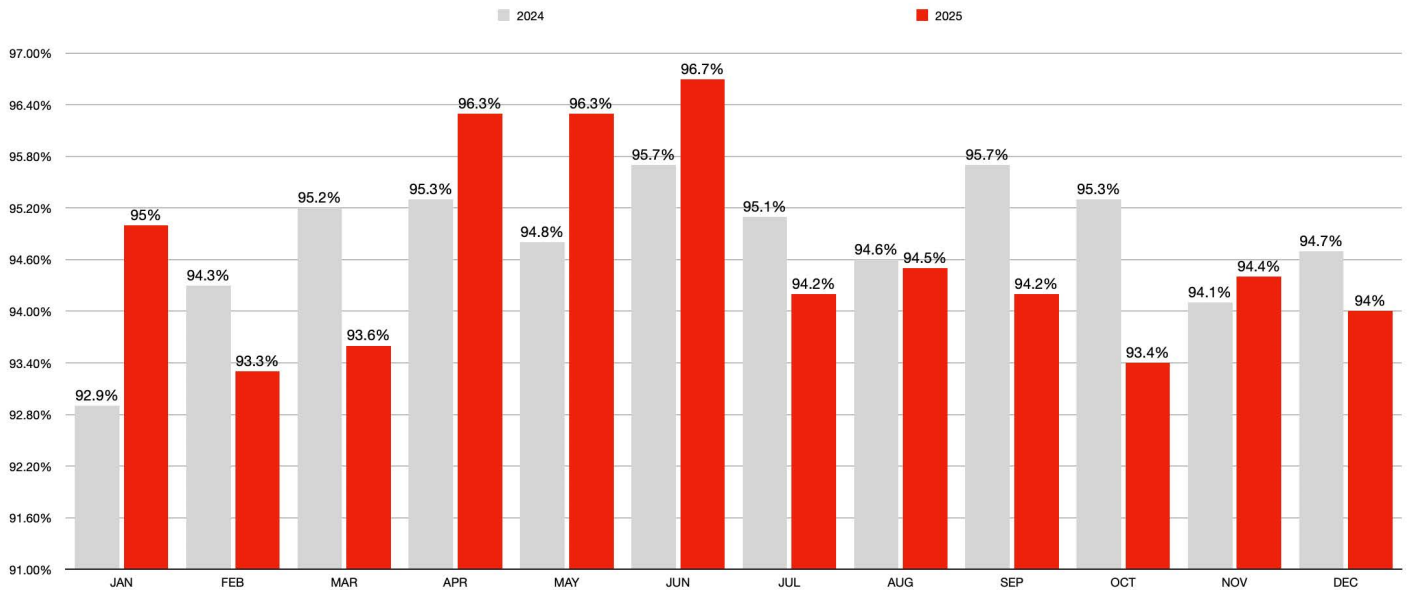
Month-Over-Month 2023 vs. 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

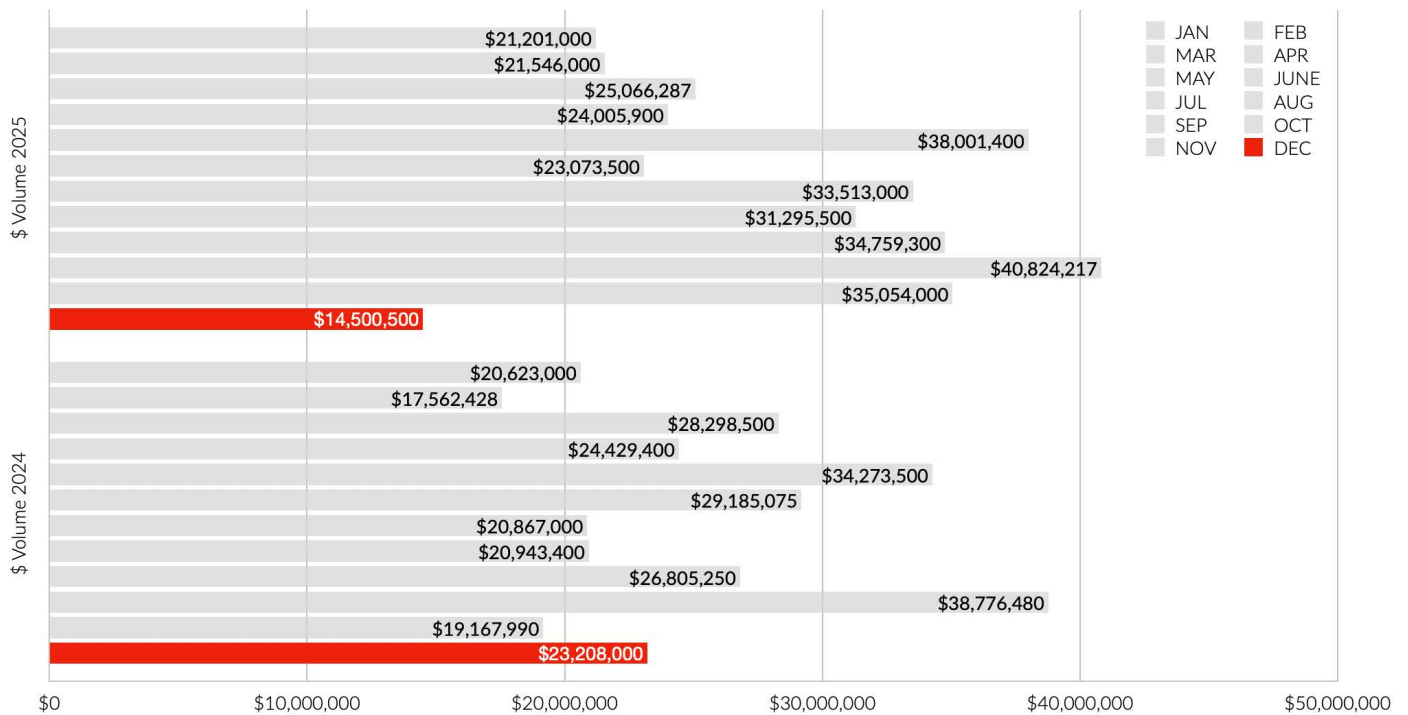


## Year-Over-Year

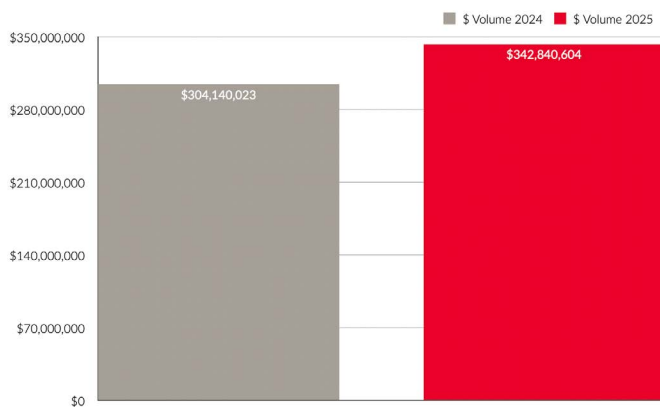


## Month-Over-Month 2024 vs. 2025

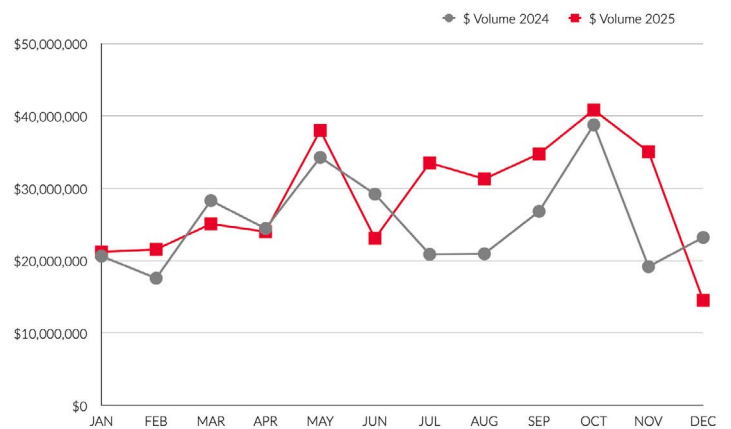
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

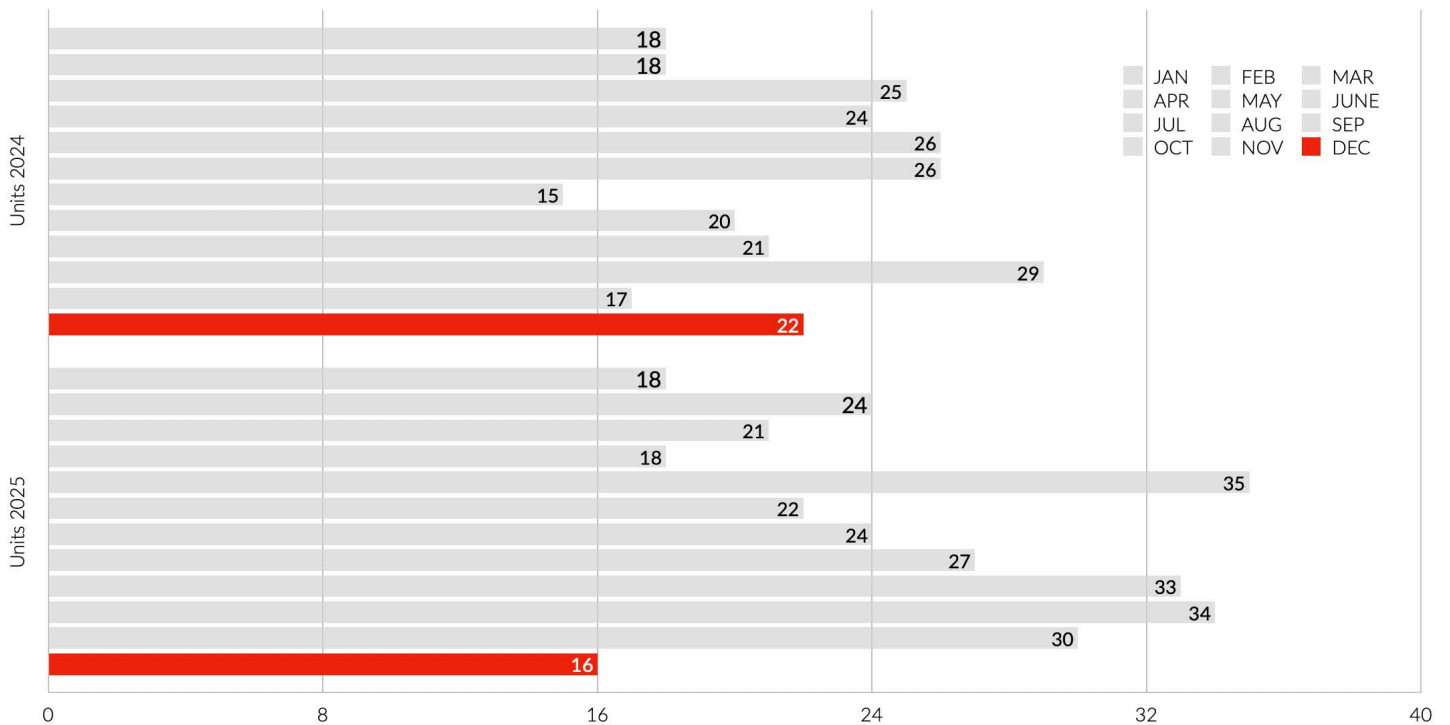


Yearly Totals 2024 vs. 2025

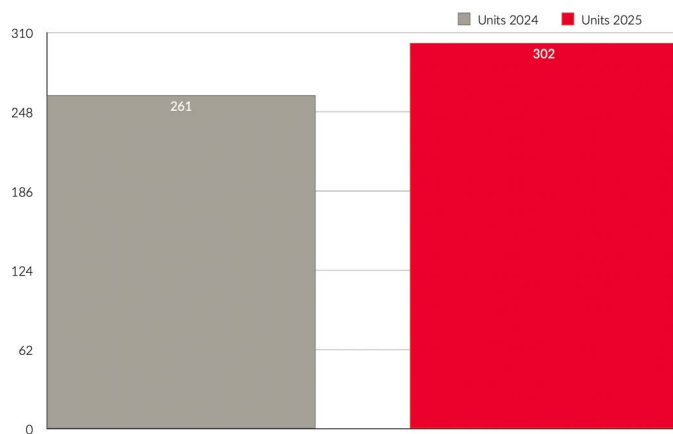


Month vs. Month 2024 vs. 2025

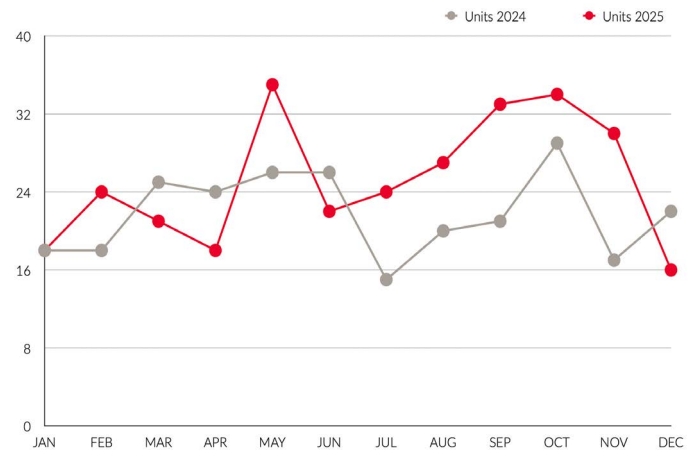
# UNIT SALES



Monthly Comparison 2024 vs. 2025

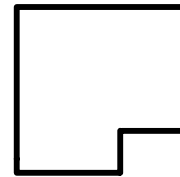


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$275,002,404 +17.98%	\$67,838,200 +40.31%	\$8,791,000 -37.94%
YTD Unit Sales	200 +20.48%	102 +37.84%	11 -26.67%
YTD Average Sale Price	\$1,375,012 -2.08%	\$665,080 +1.79%	\$799,182 -15.38%
December Sales Volume	\$10,743,000 -45.59%	\$3,757,500 +8.44%	\$0 No change
December Unit Sales	10 -37.5%	6 No Change	0 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

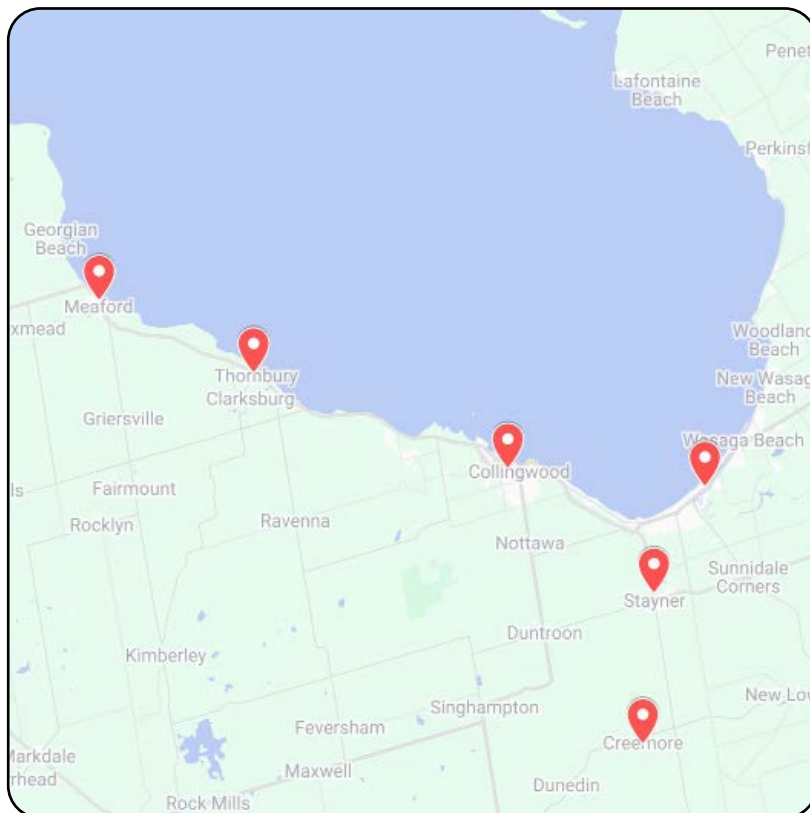
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

705-428-2800  
7458 ON-26 Unit 11, Stayner



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