



# 2026

# MARCH

## 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 remained in buyer's market territory this March, with mixed trends across pricing and activity year-over-year. The median sale price declined 15% to \$1,020,000, while the average sale price increased 16.82% to \$1,394,381, reflecting variability across property types and price points. Sales volume rose 50.19% to \$37,648,300, supported by a 28.57% increase in unit sales to 27 transactions. New listings edged down 2.06% to 95, while expired listings dropped significantly by 40.48%, modestly tightening supply. With the unit sales-to-listings ratio at 28.42%, conditions continue to favour buyers, who benefit from ongoing selection and negotiating flexibility despite improved sales activity.



### March year-over-year sales volume of \$37,648,300

Up +50.19% from 2025's \$25,066,287 with unit sales of 27 up +28.57% from last March's 21. New listings of 95 are down by -2.06%, with the sales/listing ratio of 28.42% up by 31.28%.



### Year-to-date sales volume of \$86,354,300

Up +27.34% from 2025's \$67,813,287 with unit sales of 69 up +9.52% from 2025's 63. New listings of 251 are down -3.46% from a year ago, with the sales/listing ratio of 27.49% up by 13.45%.



### Year-to-date average sale price of \$1,212,923

Up from \$1,089,739 one year ago with median sale price of \$837,500 down from \$930,000 one year ago. Average days-on-market of 68 down 11 days from last year.

## MARCH NUMBERS

Median Sale Price  
**\$1,020,000**  
-15%

Average Sale Price  
**\$1,394,381**  
+16.82%

Sales Volume  
**\$37,648,300**  
+50.19%

Unit Sales  
**27**  
+28.57%

New Listings  
**95**  
-2.06%

Expired Listings  
**25**  
-40.48%

Unit Sales/Listings Ratio  
**28.42%**  
+31.28%

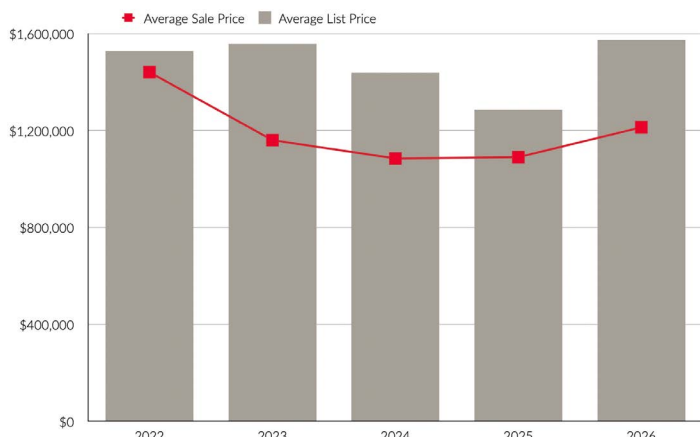
*Year-over-year comparison  
(March 2026 vs. March 2025)*

# THE MARKET IN DETAIL

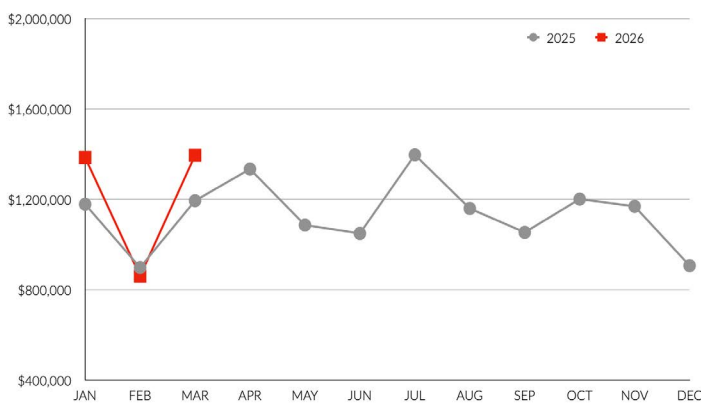
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$66,483,928	\$67,813,287	\$86,354,300	+27.34%
<b>YTD Unit Sales</b>	61	63	69	+9.52%
<b>YTD New Listings</b>	251	260	251	-3.46%
<b>YTD Sales/Listings Ratio</b>	24.30%	24.23%	27.49%	+13.45%
<b>YTD Expired Listings</b>	72	106	70	-33.96%
<b>Monthly Volume Sales</b>	\$28,298,500	\$25,066,287	\$37,648,300	+50.19%
<b>Monthly Unit Sales</b>	25	21	27	+28.57%
<b>Monthly New Listings</b>	107	97	95	-2.06%
<b>Monthly Sales/Listings Ratio</b>	23.36%	21.65%	28.42%	+31.28%
<b>Monthly Expired Listings</b>	25	42	25	-40.48%
<b>Monthly Average Sale Price</b>	\$1,131,940	\$1,193,633	\$1,394,381	+16.82%
<b>YTD Sales: \$0-\$199K</b>	0	0	0	No Change
<b>YTD Sales: \$200k-349K</b>	1	2	4	+100%
<b>YTD Sales: \$350K-\$549K</b>	10	9	14	+55.56%
<b>YTD Sales: \$550K-\$749K</b>	9	10	8	-20%
<b>YTD Sales: \$750K-\$999K</b>	9	14	14	No Change
<b>YTD Sales: \$1M+</b>	34	23	17	-26.09%
<b>YTD Sales: \$2M+</b>	4	5	14	+180%
<b>YTD Average Days-On-Market</b>	65.67	79.00	67.67	-14.35%
<b>YTD Average Sale Price</b>	\$1,084,451	\$1,089,739	\$1,212,923	+11.3%
<b>YTD Median Sale Price</b>	\$949,500	\$930,000	\$837,500	-9.95%

The Blue Mountains MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

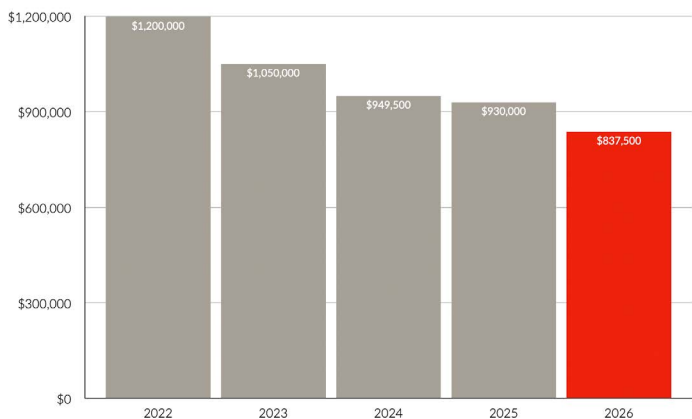


Year-Over-Year

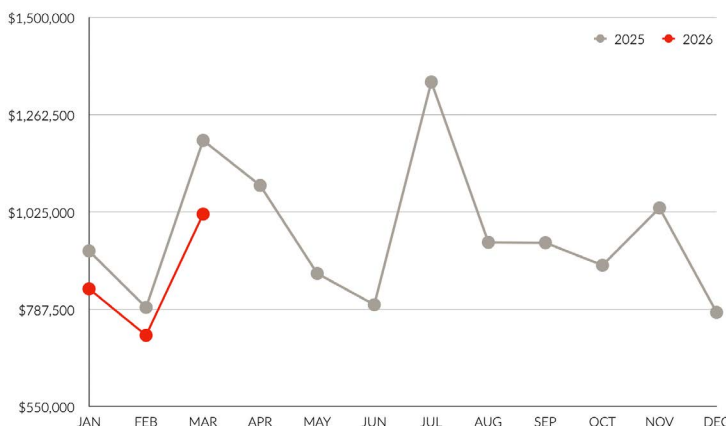


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



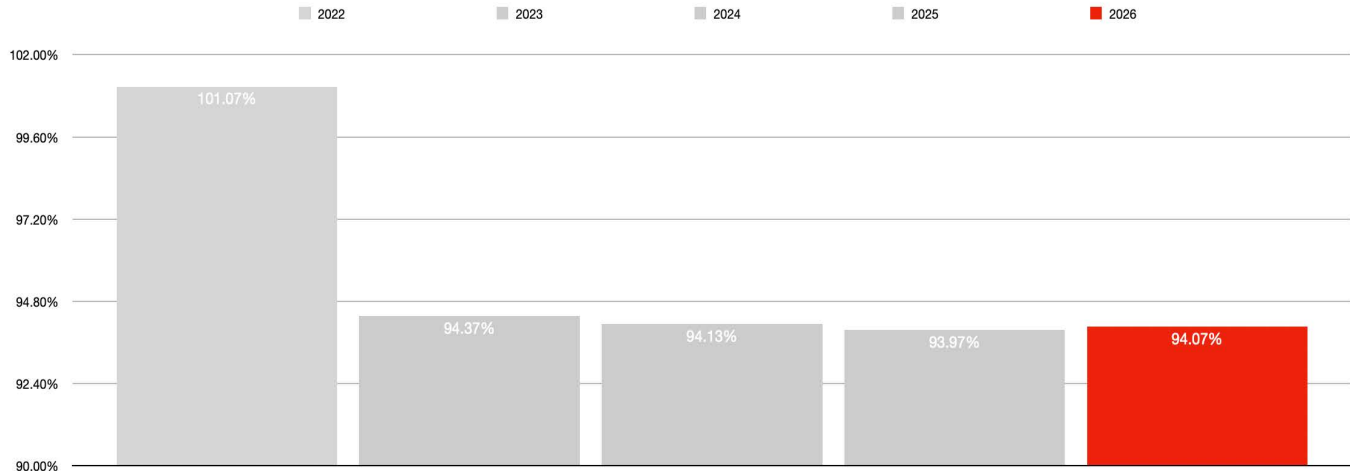
Year-Over-Year



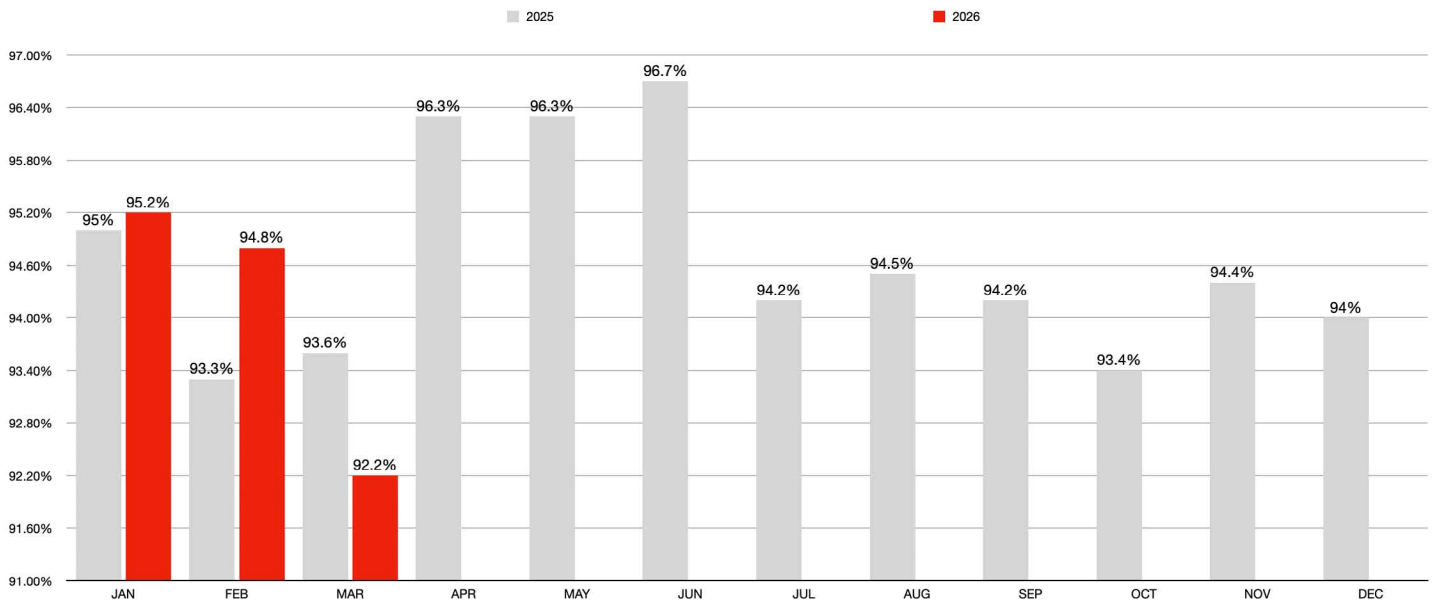
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

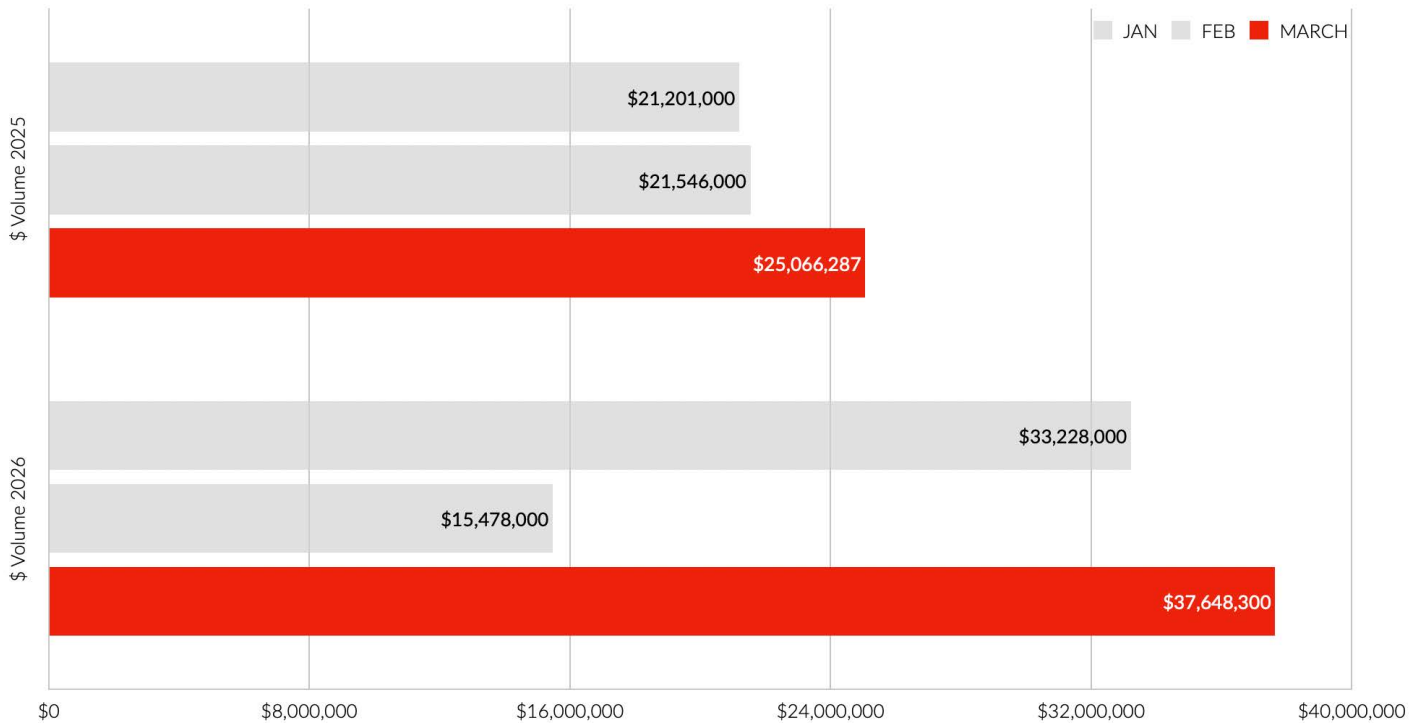


## Year-Over-Year

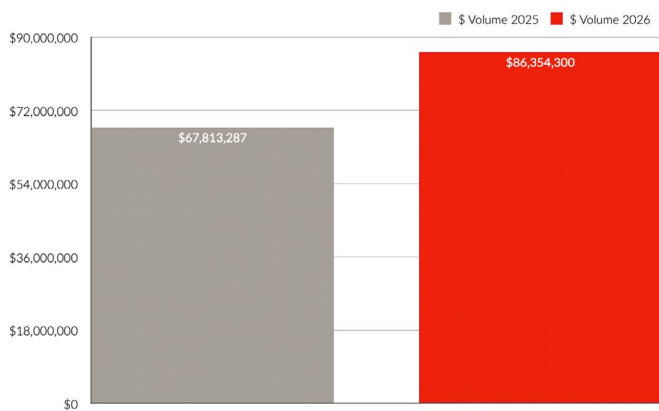


## Month-Over-Month 2025 vs. 2026

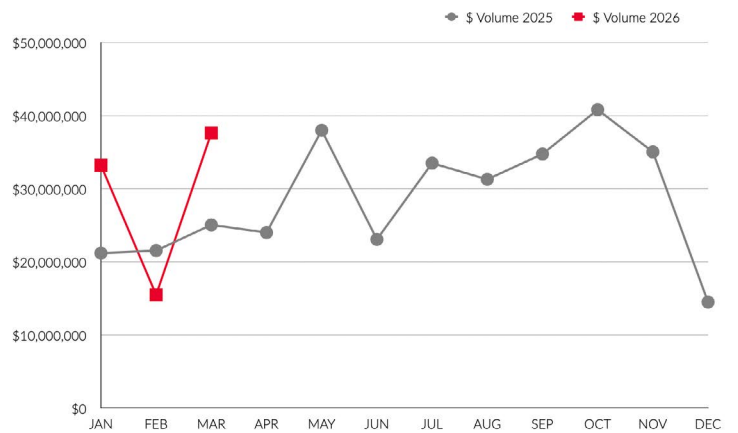
# DOLLAR VOLUME SALES



## Monthly Comparison 2025 vs. 2026

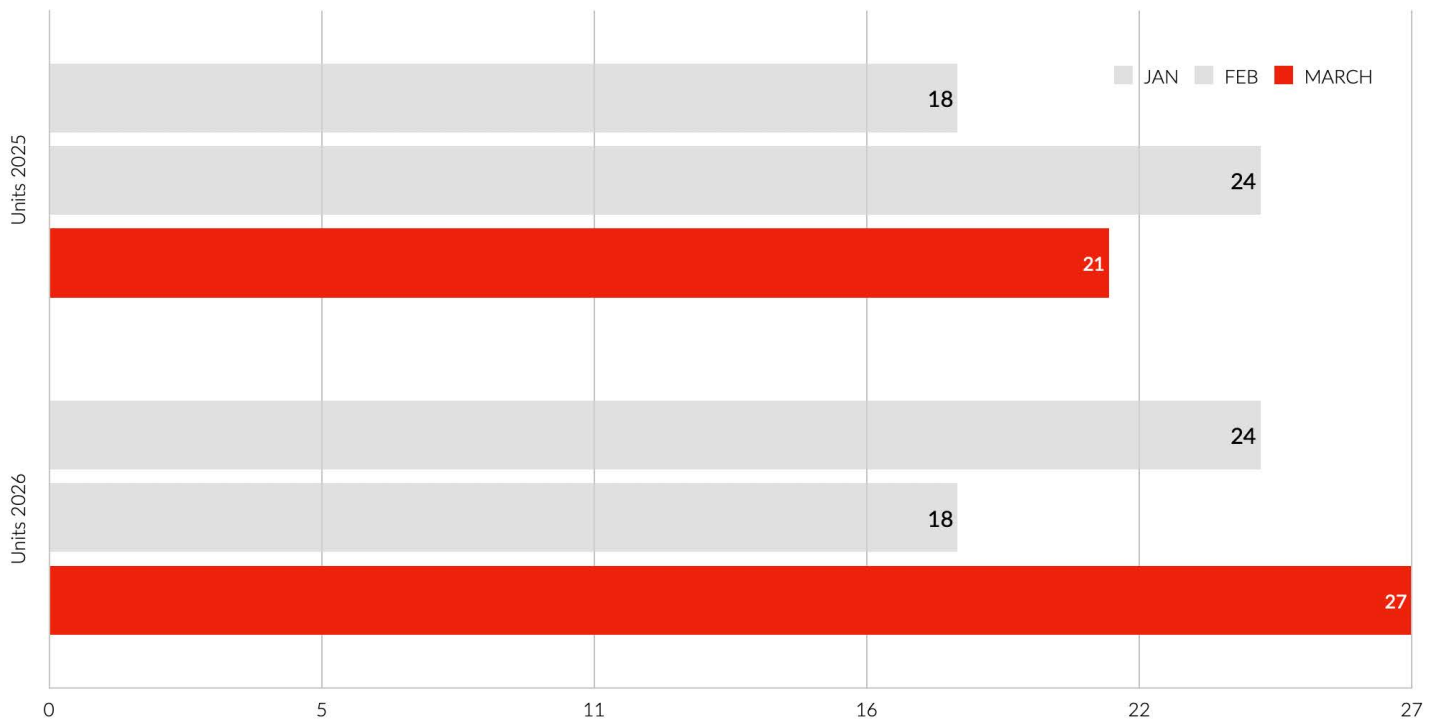


## Yearly Totals 2025 vs. 2026

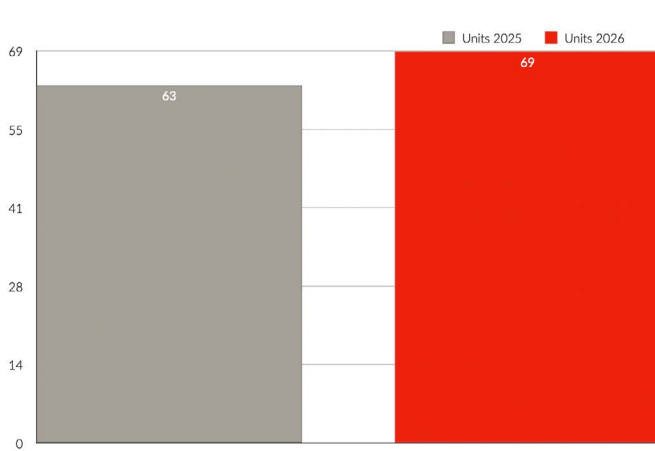


## Month vs. Month 2025 vs. 2026

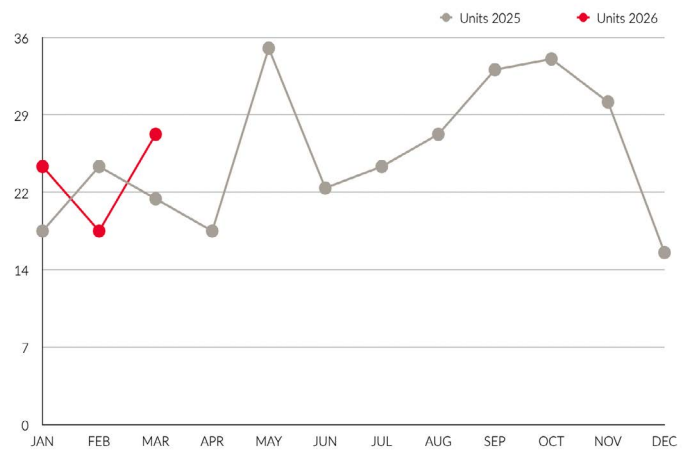
# UNIT SALES



Monthly Comparison 2025 vs. 2026

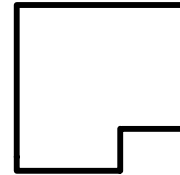


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$69,704,500</b> +29.48%	 <b>\$16,649,800</b> +19.12%	 <b>\$1,560,000</b> -28.14%
YTD Unit Sales	 <b>38</b> -5%	 <b>31</b> +34.78%	 <b>2</b> -33.33%
YTD Average Sale Price	 <b>\$1,834,329</b> +36.29%	 <b>\$537,090</b> -11.62%	 <b>\$780,000</b> +7.78%
March Sales Volume	 <b>\$32,192,500</b> +71.96%	 <b>\$5,455,800</b> -14.02%	 <b>\$0</b> No Change
March Unit Sales	 <b>17</b> +41.67%	 <b>10</b> +11.11%	 <b>0</b> No Change



*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

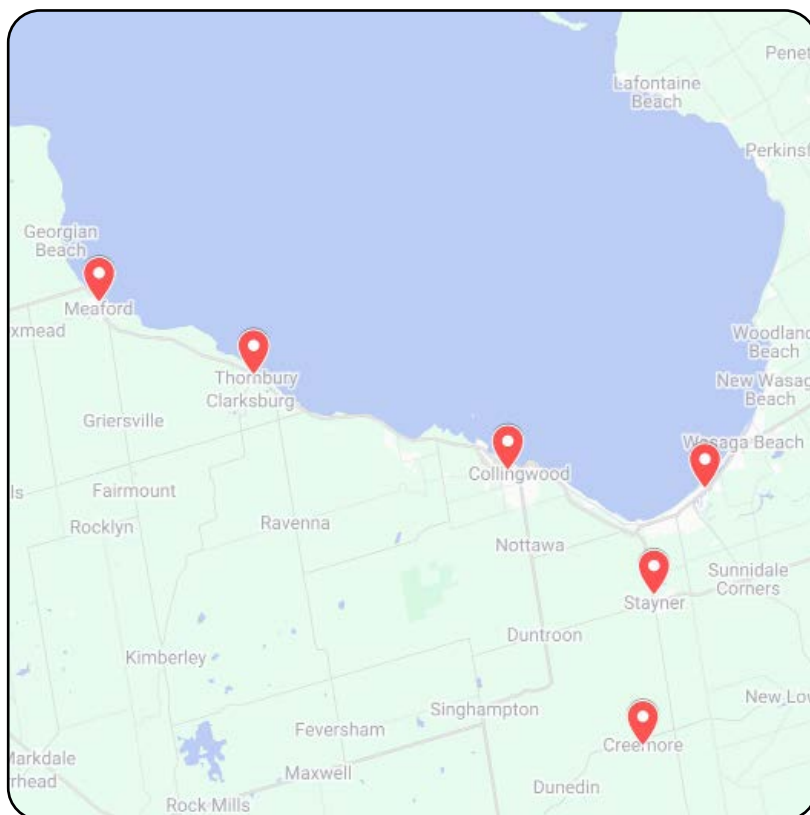
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

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



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