



2025

NOVEMBER

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 showed renewed strength this November, with rising prices and strong buyer activity, yet conditions still favor buyers. The median sale price increased 10.11% year-over-year to \$1,035,000, while the average sale price rose 3.63% to \$1,168,467. Sales volume surged 82.88% to \$35.05 million, supported by a +76.47% increase in unit sales to 30 properties. Inventory levels remained steady with 79 new listings, and expired listings declined 38.18% to 34, indicating improved market efficiency. Despite the momentum, the 37.97% sales-to-new listings ratio keeps the market in buyer-friendly territory as we move into the winter season.



November year-over-year sales volume of \$35,054,000

Up +82.88% from 2024's \$19,167,990 with unit sales of 30 up +76.47% from last November's 17. New listings of 79 are the same as last year, with the sales/listing ratio of 37.97% up by 76.47%.



Year-to-date sales volume of \$328,340,104

Up +16.88% from 2024's \$280,932,023 with unit sales of 286 up +19.67% from 2024's 239. New listings of 1,171 are up +10.89% from a year ago, with the sales/listing ratio of 24.42% up 7.91%.



Year-to-date average sale price of \$1,155,944

Down from \$1,171,941 one year ago with median sale price of \$950,000 down from \$1,013,500 one year ago. Average days-on-market of 66 is up 3 days from last year.

NOVEMBER NUMBERS

Median Sale Price
\$1,035,000
+10.11%

Average Sale Price
\$1,168,467
+3.63%

Sales Volume
\$35,054,000
+82.88%

Unit Sales
30
+76.47%

New Listings
79
No Change

Expired Listings
34
-38.18%

Unit Sales/Listings Ratio
37.97%
+76.47%

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

THE MARKET IN DETAIL

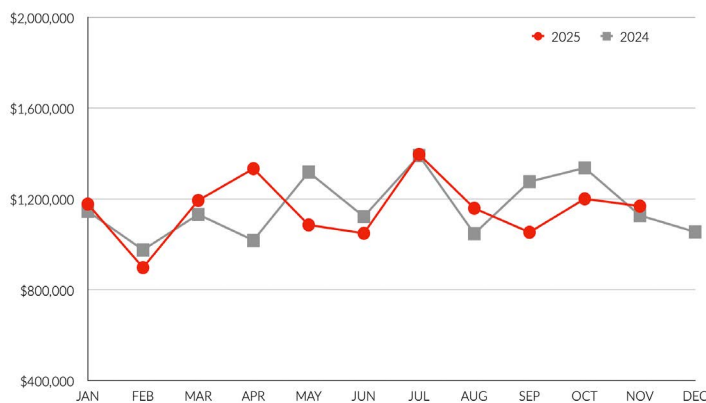
| | 2023 | 2024 | 2025 | 2024-2025 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| YTD Volume Sales | \$285,431,900 | \$280,932,023 | \$328,340,104 | +16.88% |
| YTD Unit Sales | 252 | 239 | 286 | +19.67% |
| YTD New Listings | 906 | 1,056 | 1,171 | +10.89% |
| YTD Sales/Listings Ratio | 27.81% | 22.63% | 24.42% | +7.91% |
| YTD Expired Listings | 175 | 384 | 404 | +5.21% |
| Monthly Volume Sales | \$12,973,900 | \$19,167,990 | \$35,054,000 | +82.88% |
| Monthly Unit Sales | 12 | 17 | 30 | +76.47% |
| Monthly New Listings | 76 | 79 | 79 | No Change |
| Monthly Sales/Listings Ratio | 15.79% | 21.52% | 37.97% | +76.47% |
| Monthly Expired Listings | 23 | 55 | 34 | -38.18% |
| Monthly Average Sale Price | \$1,081,158 | \$1,127,529 | \$1,168,467 | +3.63% |
| YTD Sales: \$0-\$199K | 1 | 0 | 1 | +100% |
| YTD Sales: \$200k-349K | 13 | 8 | 11 | +37.5% |
| YTD Sales: \$350K-\$549K | 34 | 23 | 35 | +52.17% |
| YTD Sales: \$550K-\$749K | 32 | 35 | 44 | +25.71% |
| YTD Sales: \$750K-\$999K | 41 | 55 | 60 | +9.09% |
| YTD Sales: \$1M+ | 101 | 111 | 108 | -2.7% |
| YTD Sales: \$2M+ | 28 | 33 | 28 | -15.15% |
| YTD Average Days-On-Market | 48.82 | 63.45 | 66.27 | +4.44% |
| YTD Average Sale Price | \$1,147,431 | \$1,171,941 | \$1,155,944 | -1.36% |
| YTD Median Sale Price | \$992,500 | \$1,013,500 | \$950,000 | -6.27% |

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

AVERAGE SALE PRICE

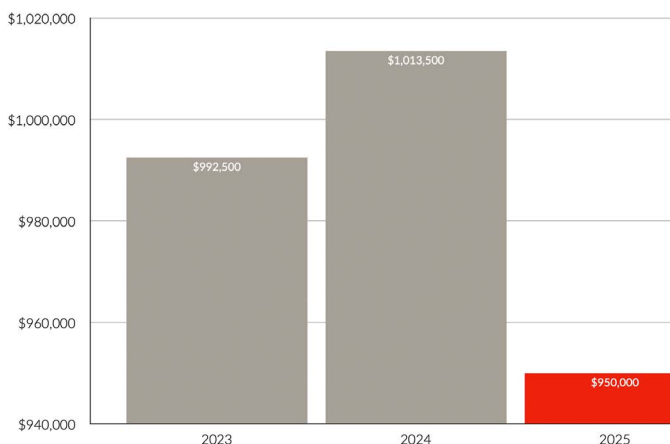


Year-Over-Year

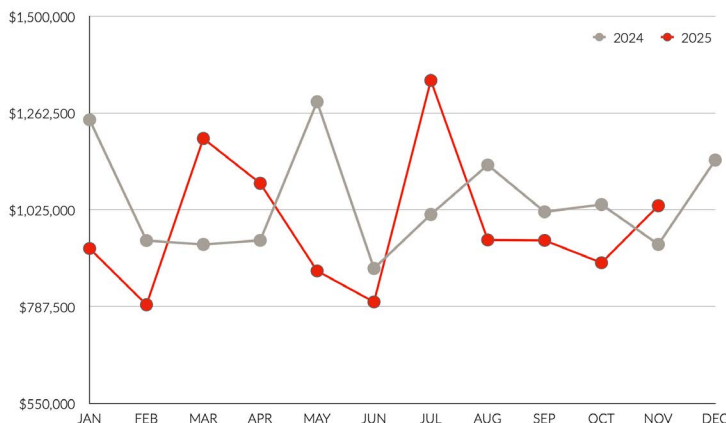


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



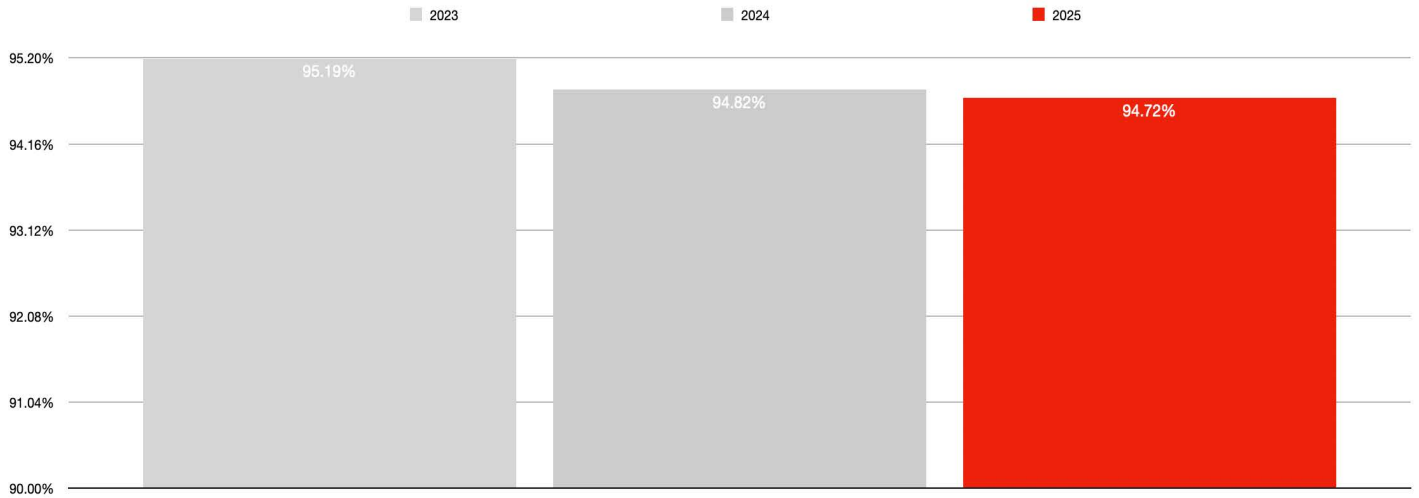
Year-Over-Year



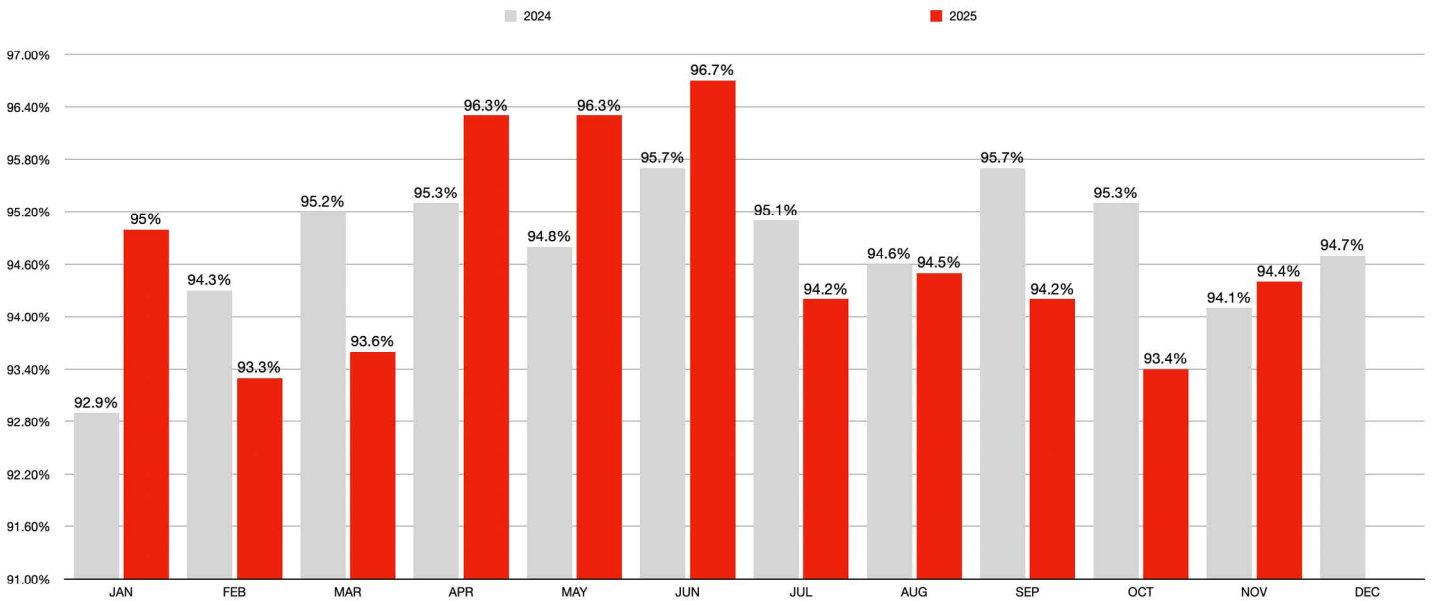
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

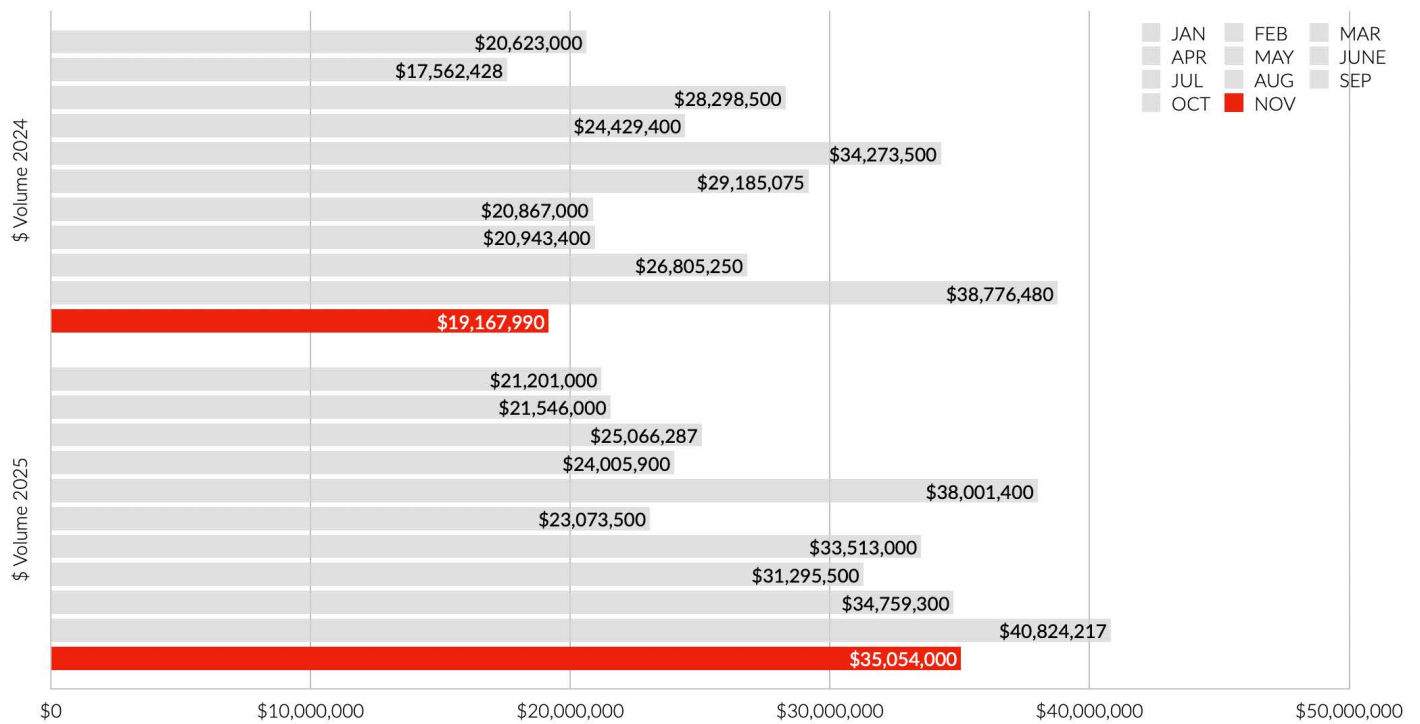


Year-Over-Year

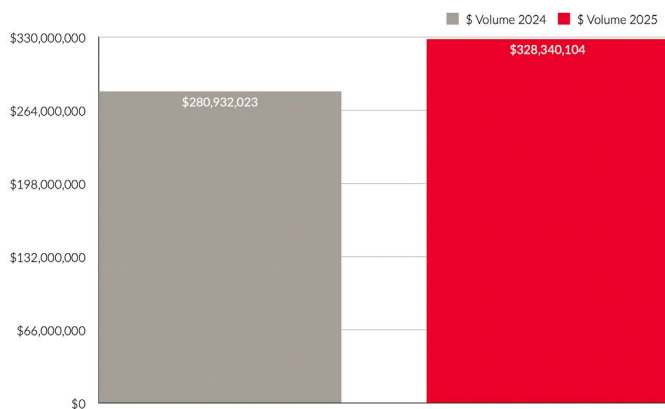


Month-Over-Month 2024 vs. 2025

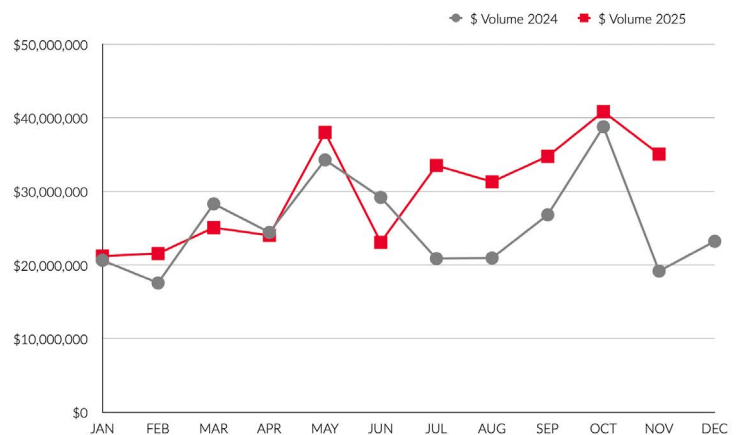
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

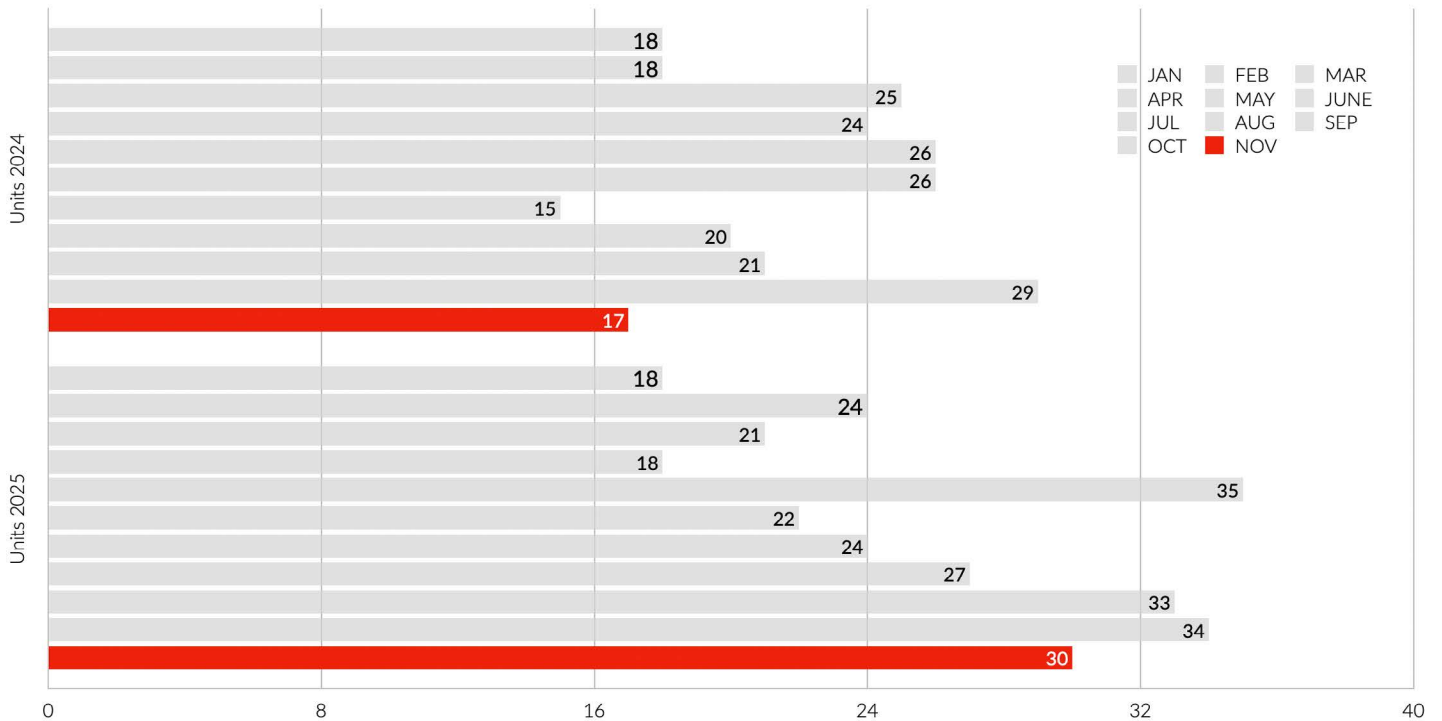


Yearly Totals 2024 vs. 2025

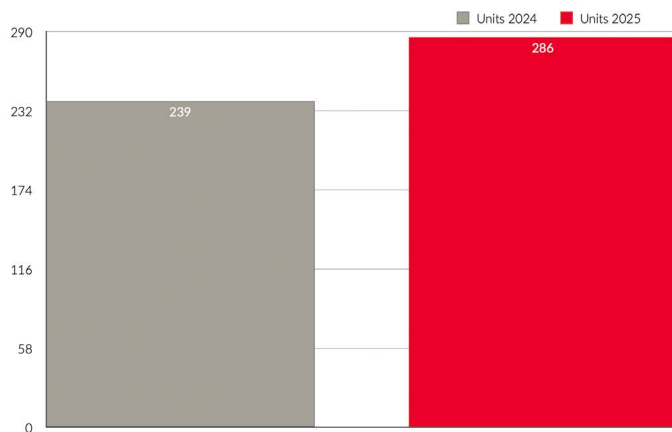


Month vs. Month 2024 vs. 2025

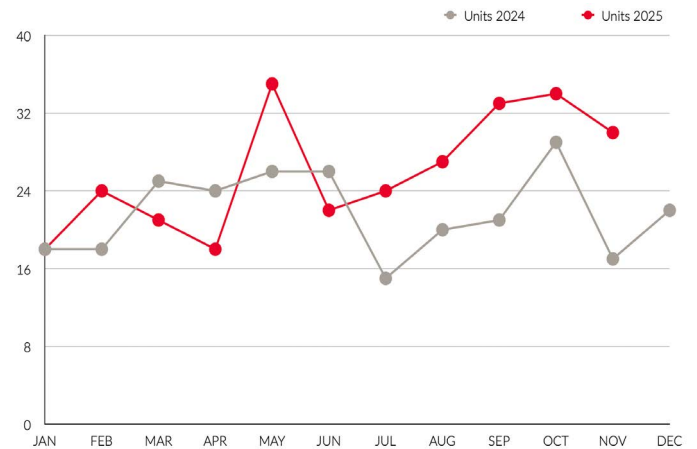
UNIT SALES



Monthly Comparison 2024 vs. 2025

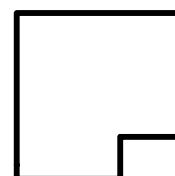


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|------------------------------|-----------------------------|------------------------------|
| YTD Sales Volume | \$264,259,404 +23.86% | \$64,080,700 +42.77% | \$8,791,000 -37.94% |
| YTD Unit Sales | 190 +26.67% | 96 +41.18% | 11 -26.67% |
| YTD Average Sale Price | \$1,390,839 -2.21% | \$667,507 +1.13% | \$799,182 -15.38% |
| November Sales Volume | \$25,619,000 +111.99% | \$9,435,000 +33.21% | \$955,000 Up from \$0 |
| November Unit Sales | 18 +125% | 12 +33.33% | 1 Up from 0 |

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

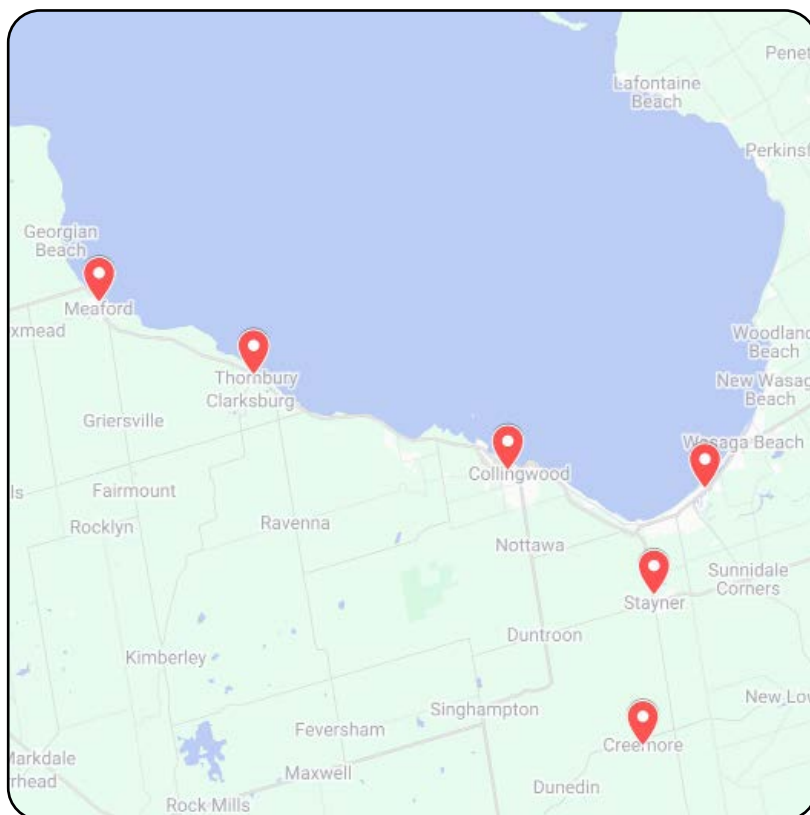
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach


STAYNER

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



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