



# 2025

# DECEMBER

# COLLINGWOOD

## 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 Collingwood real estate market experienced softer conditions this December, with declining prices and slower overall activity compared to last year, continuing to favour buyers. The median sale price fell 17.86% year-over-year to \$657,500, while the average sale price dropped 18.84% to \$766,663, pointing to a shift toward more value-driven transactions. Sales volume decreased 21.74% to \$20.7 million, even as unit sales edged down just 3.57% to 27 properties. New listings rose slightly by 4.08% to 51, while expired listings more than doubled, increasing 103.13% to 65, highlighting growing challenges for sellers. With a sales-to-new listings ratio of 52.94%, down 7.35% from last year, the market remains firmly in buyer territory as we move into the winter season.



December year-over-year sales volume of **\$20,699,900**

Down -21.74% from 2024's \$26,448,898 with unit sales of 27 down -3.57%. New listings of 51 are up +4.08% from a year ago, with the sales/listing ratio of 52.94% down -7.35%.



Year-to-date sales volume of **\$395,480,003**

Up +1.17% from 2024's \$390,901,901 with unit sales of 510 up +9.91% from 2024's 464. New listings of 1,564 are up +14.83% from a year ago, with the sales/listing ratio of 32.61% down -4.28%.



Year-to-date average sale price of **\$765,433**

Down from \$837,624 one year ago with median sale price of \$683,750 down from \$949,750 one year ago. Average days-on-market of 59 is up 6 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$657,500**

-17.86%

Average Sale Price

**\$766,663**

-18.84%

Sales Volume

**\$20,699,900**

-21.74%

Unit Sales

**27**

-3.57%

New Listings

**51**

+4.08%

Expired Listings

**65**

+103.13%

Unit Sales/Listings Ratio

**52.94%**

-7.35%

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

# THE MARKET IN DETAIL

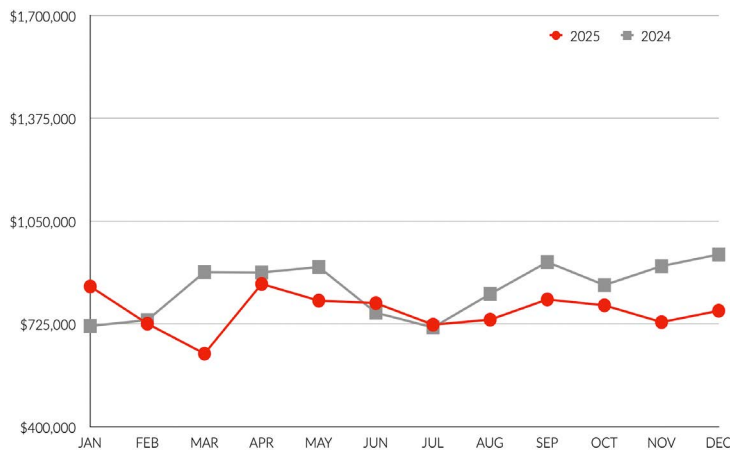
|                                     | 2023          | 2024          | 2025          | 2024-2025 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>             | \$391,725,952 | \$390,901,901 | \$395,480,003 | +1.17%    |
| <b>YTD Unit Sales</b>               | 472           | 464           | 510           | +9.91%    |
| <b>YTD New Listings</b>             | 1,324         | 1,362         | 1,564         | +14.83%   |
| <b>YTD Sales/Listings Ratio</b>     | 35.65%        | 34.07%        | 32.61%        | -4.28%    |
| <b>YTD Expired Listings</b>         | 225           | 424           | 389           | -8.25%    |
| <b>Monthly Volume Sales</b>         | \$16,115,800  | \$26,448,898  | \$20,699,900  | -21.74%   |
| <b>Monthly Unit Sales</b>           | 23            | 28            | 27            | -3.57%    |
| <b>Monthly New Listings</b>         | 47            | 49            | 51            | +4.08%    |
| <b>Monthly Sales/Listings Ratio</b> | 48.94%        | 57.14%        | 52.94%        | -7.35%    |
| <b>Monthly Expired Listings</b>     | 47            | 32            | 65            | +103.13%  |
| <b>Monthly Average Sale Price</b>   | \$700,687     | \$944,604     | \$766,663     | -18.84%   |
| <b>YTD Sales: \$0-\$199K</b>        | 2             | 3             | 6             | +100%     |
| <b>YTD Sales: \$200k-349K</b>       | 11            | 7             | 17            | +142.86%  |
| <b>YTD Sales: \$350K-\$549K</b>     | 93            | 96            | 123           | +28.13%   |
| <b>YTD Sales: \$550K-\$749K</b>     | 126           | 138           | 146           | +5.8%     |
| <b>YTD Sales: \$750K-\$999K</b>     | 128           | 109           | 127           | +16.51%   |
| <b>YTD Sales: \$1M-\$2M</b>         | 123           | 114           | 79            | -30.7%    |
| <b>YTD Sales: \$2M+</b>             | 13            | 15            | 13            | -13.33%   |
| <b>YTD Average Days-On-Market</b>   | 41.58         | 41.58         | 58.75         | +41.28%   |
| <b>YTD Average Sale Price</b>       | \$819,753     | \$837,624     | \$765,433     | -8.62%    |
| <b>YTD Median Sale Price</b>        | \$973,750     | \$949,750     | \$683,750     | -28.01%   |

Collingwood MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

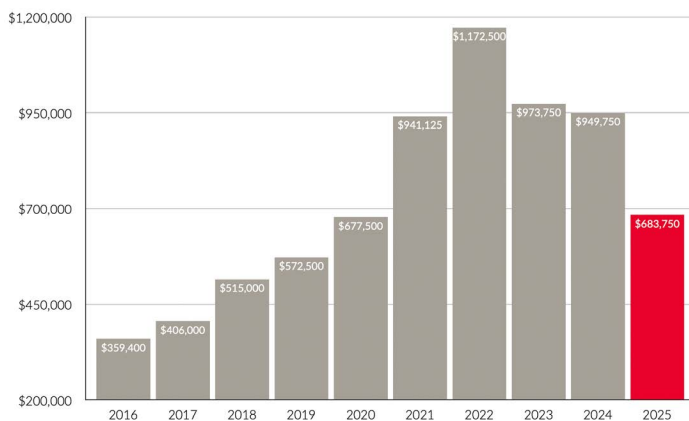


Year-Over-Year

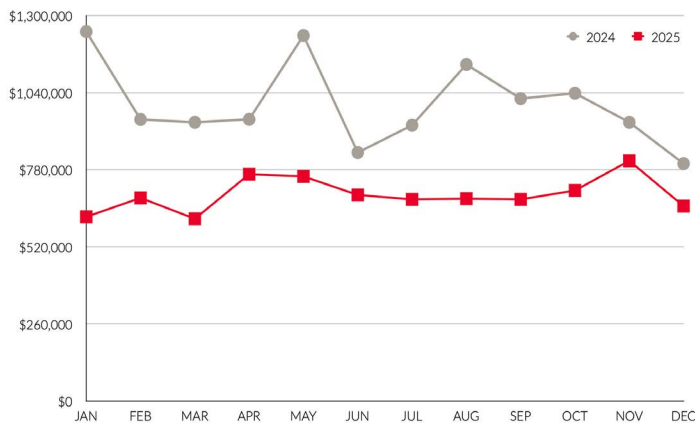


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



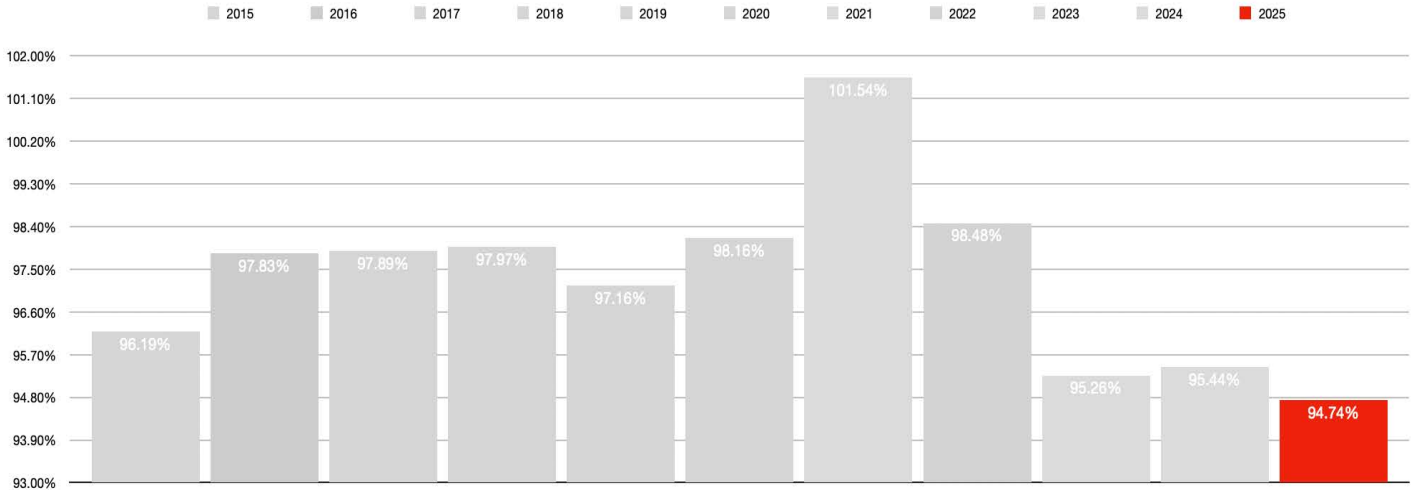
Year-Over-Year



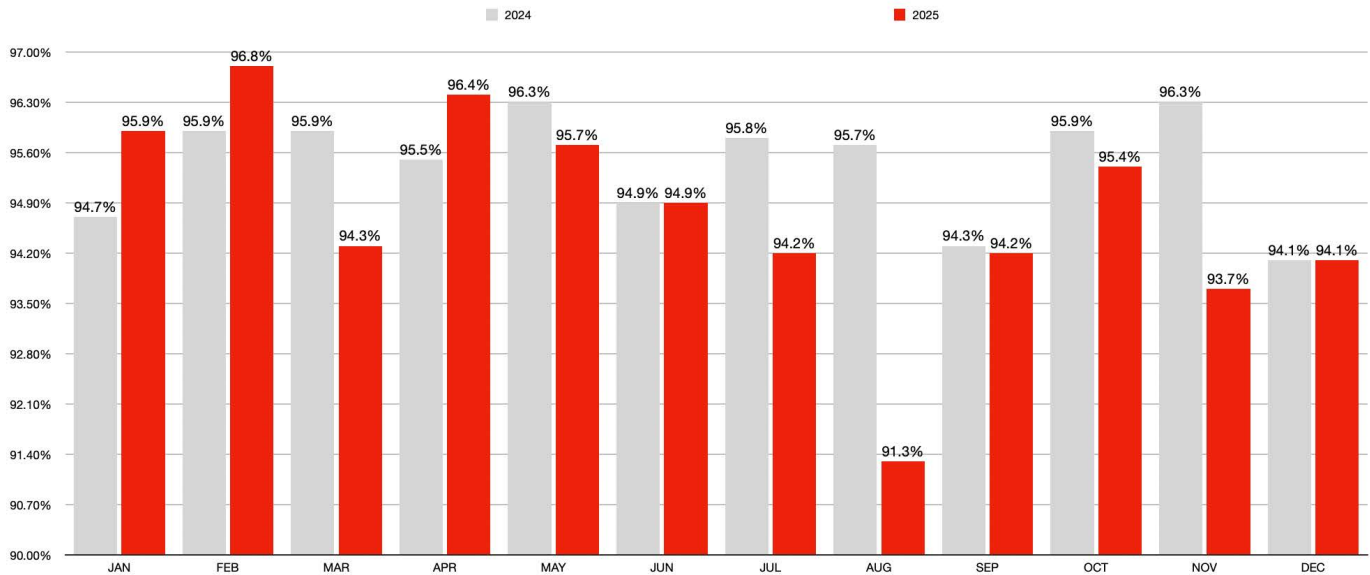
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

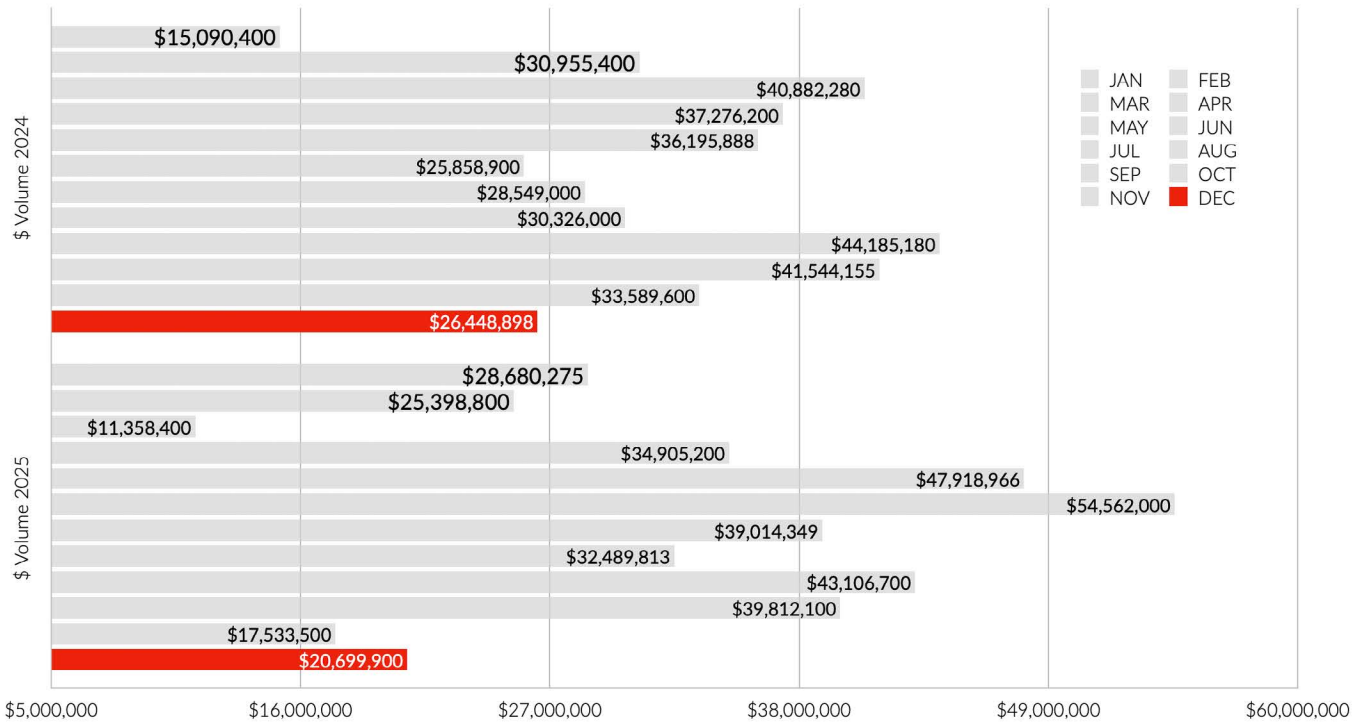


## Year-Over-Year

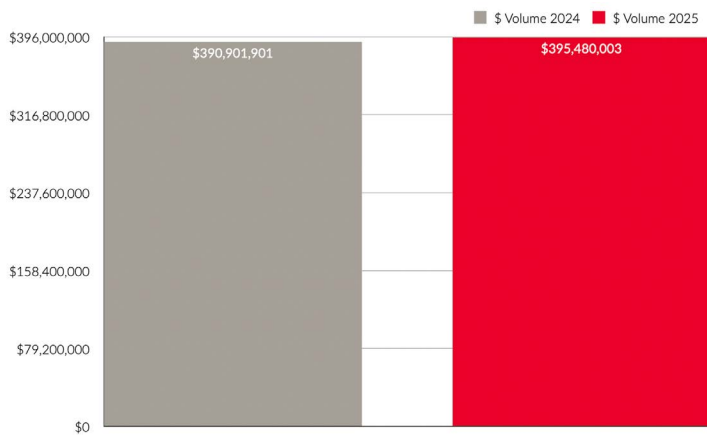


## Month-Over-Month 2024 vs. 2025

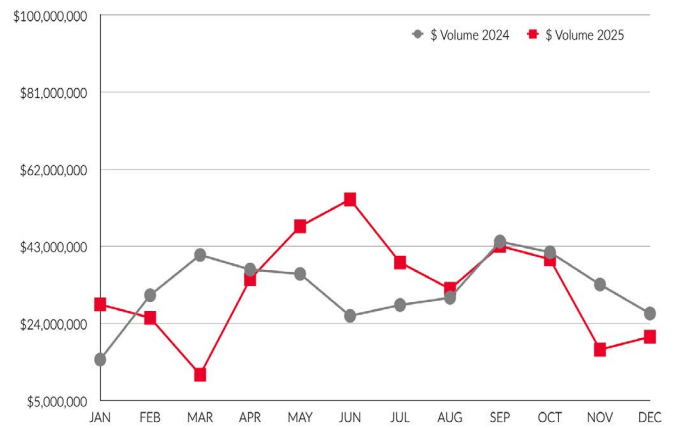
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

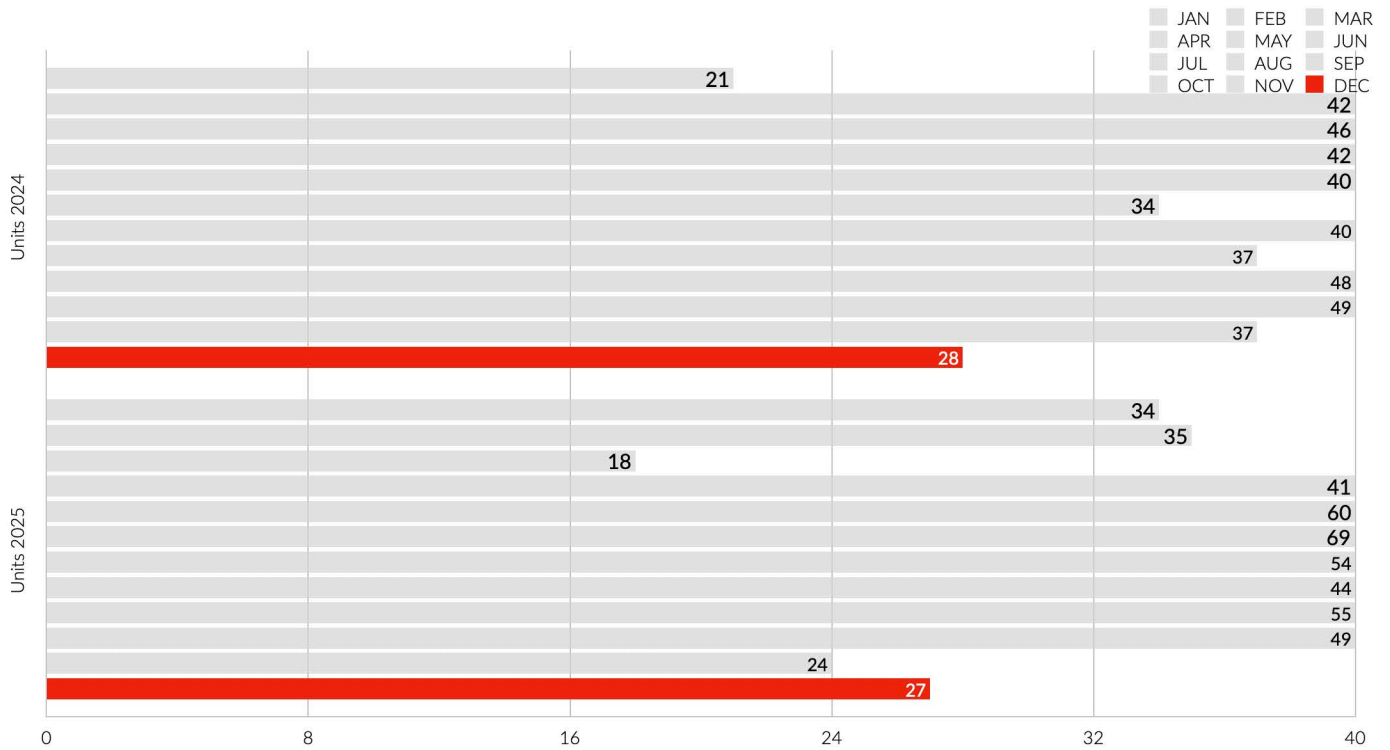


## Yearly Totals 2024 vs. 2025

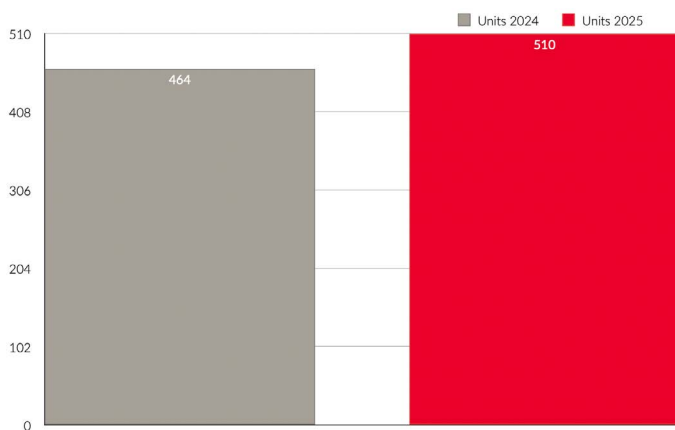


## Month vs. Month 2024 vs. 2025

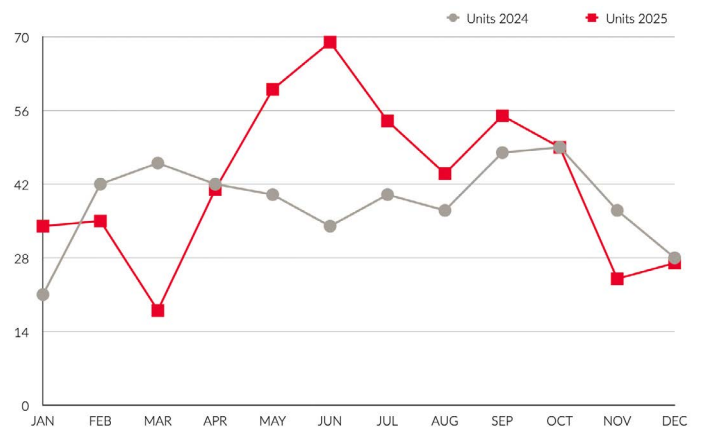
# UNIT SALES



Monthly Comparison 2024 vs. 2025

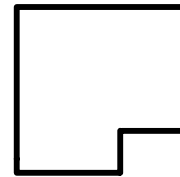


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



|                        | <b>FREEHOLD</b>             | <b>CONDOMINIUM</b>           | <b>VACANT LAND</b>           |
|------------------------|-----------------------------|------------------------------|------------------------------|
| YTD Sales Volume       | <br>\$280,554,804<br>-3.57% | <br>\$114,925,199<br>+18.74% | <br>\$3,479,000<br>+72.44%   |
| YTD Unit Sales         | <br>315<br>+1.29%           | <br>195<br>+33.56%           | <br>5<br>-28.57%             |
| YTD Average Sale Price | <br>\$890,650<br>-4.79%     | <br>\$589,360<br>-11.09%     | <br>\$695,800<br>+141.42%    |
| December Sales Volume  | <br>\$14,687,500<br>-35.83% | <br>\$6,012,400<br>+68.79%   | <br>\$499,000<br>Up from \$0 |
| December Unit Sales    | <br>17<br>-19.05%           | <br>10<br>+42.86%            | <br>1<br>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

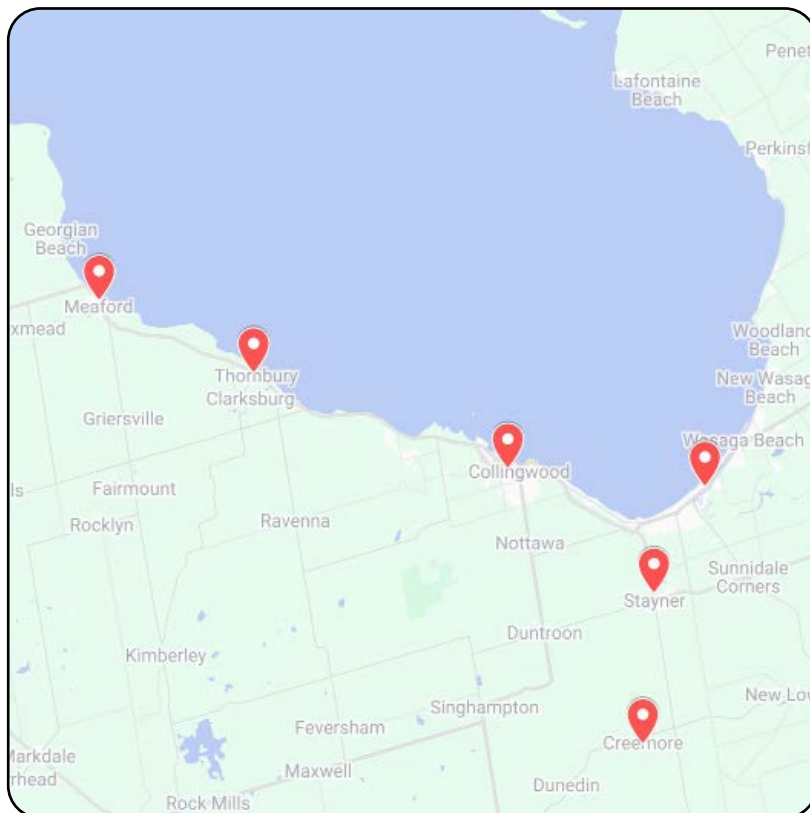
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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