



2026

MARCH

COLLINGWOOD

Real Estate Market Report



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 remained in buyer's market territory this March, with activity strengthening significantly year-over-year. The median sale price increased 2.86% to \$632,000, while the average sale price rose 12.82% to \$711,936, reflecting upward movement across price points. Sales volume surged 100.57% to \$22,781,939, supported by a 77.78% increase in unit sales to 32 transactions. Meanwhile, new listings declined 20.71% to 111, and expired listings fell 4.55%, indicating a modest tightening in supply. With the unit sales-to-listings ratio at 28.83%, conditions continue to favour buyers, who still benefit from ample choice and negotiating flexibility despite improved market activity.



March year-over-year sales volume of \$22,781,939

Up +100.57% from 2025's \$11,358,400 with unit sales of 32 up +77.78% from last March's 18. New listings of 111 are down -20.71% from a year ago, with the sales/listing ratio of 28.83% up 124.22%.



Year-to-date sales volume of \$74,663,339

Up +14.1% from 2025's \$65,437,475 with unit sales of 101 up +16.09% from 2025's 87. New listings of 297 are down -11.61% from a year ago, with the sales/listing ratio of 28.83% up 124.22%.



Year-to-date average sale price of \$737,481

Up from \$733,413 one year ago with median sale price of \$632,000 up from \$621,000 one year ago. Average days-on-market of 62 is up 1 day from last year.

MARCH NUMBERS

Median Sale Price

\$632,000

+2.86%

Average Sale Price

\$711,936

+12.82%

Sales Volume

\$22,781,939

+100.57%

Unit Sales

32

+77.78%

New Listings

111

-20.71%

Expired Listings

21

-4.55%

Unit Sales/Listings Ratio

28.83%

+124.22%

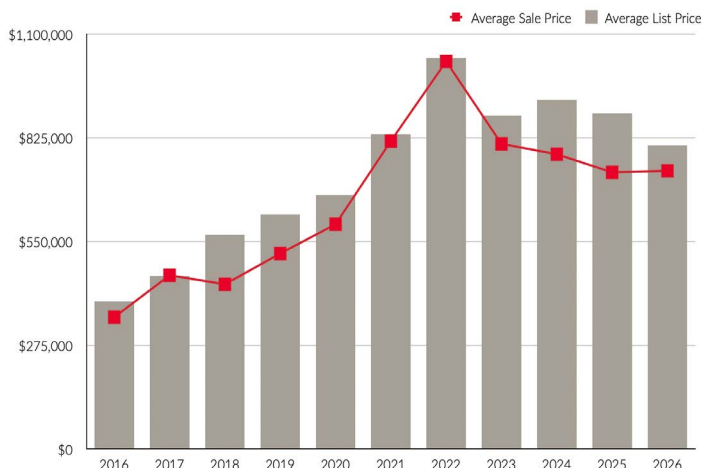
*Year-over-year comparison
(March 2026 vs. March 2025)*

THE MARKET IN DETAIL

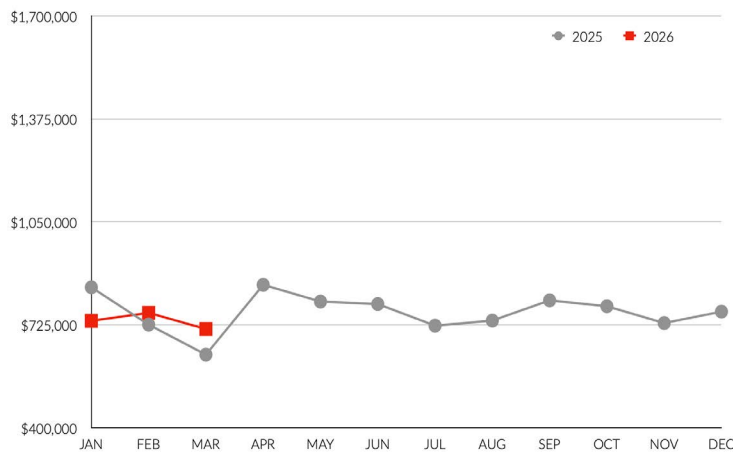
	2024	2025	2026	2025-2026
YTD Volume Sales	\$86,928,080	\$65,437,475	\$74,663,339	+14.1%
YTD Unit Sales	109	87	101	+16.09%
YTD New Listings	287	336	297	-11.61%
YTD Sales/Listings Ratio	37.98%	25.89%	34.01%	+31.34%
YTD Expired Listings	72	79	67	-15.19%
Monthly Volume Sales	\$40,882,280	\$11,358,400	\$22,781,939	+100.57%
Monthly Unit Sales	46	18	32	+77.78%
Monthly New Listings	107	140	111	-20.71%
Monthly Sales/Listings Ratio	42.99%	12.86%	28.83%	+124.22%
Monthly Expired Listings	20	22	21	-4.55%
Monthly Average Sale Price	\$888,745	\$631,022	\$711,936	+12.82%
YTD Sales: \$0-\$199K	1	1	1	No Change
YTD Sales: \$200k-349K	1	6	7	+16.67%
YTD Sales: \$350K-\$549K	20	25	29	+16%
YTD Sales: \$550K-\$749K	35	26	27	+3.85%
YTD Sales: \$750K-\$999K	28	15	15	No Change
YTD Sales: \$1M-\$2M	22	12	22	+83.33%
YTD Sales: \$2M+	2	3	0	-100%
YTD Average Days-On-Market	54.00	60.67	61.67	+1.65%
YTD Average Sale Price	\$781,456	\$733,413	\$737,481	+0.55%
YTD Median Sale Price	\$949,500	\$621,000	\$632,000	+1.77%

Collingwood MLS Sales and Listing Summary
2024 vs. 2025 vs. 2026

AVERAGE SALE PRICE

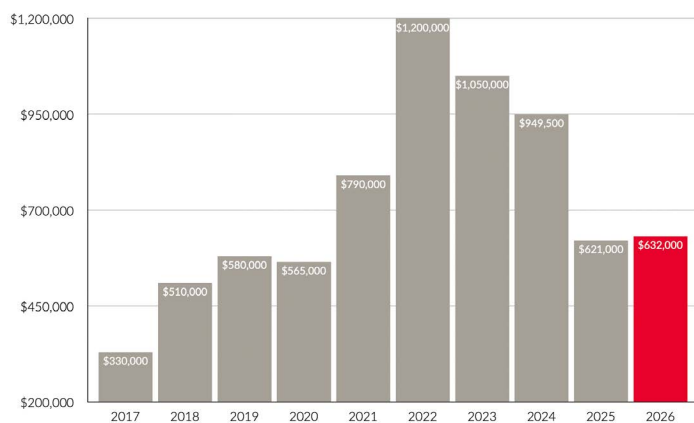


Year-Over-Year

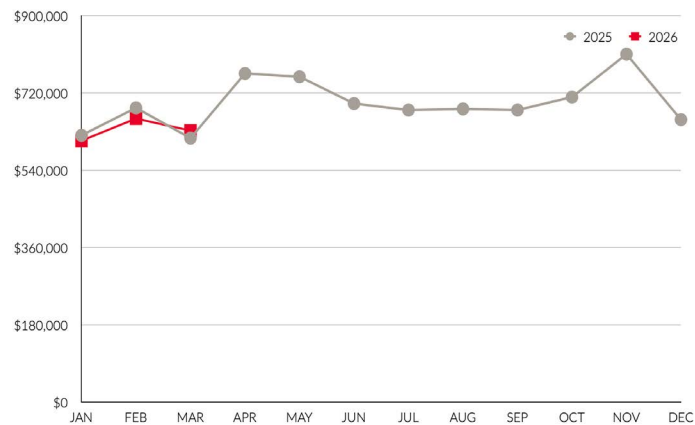


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



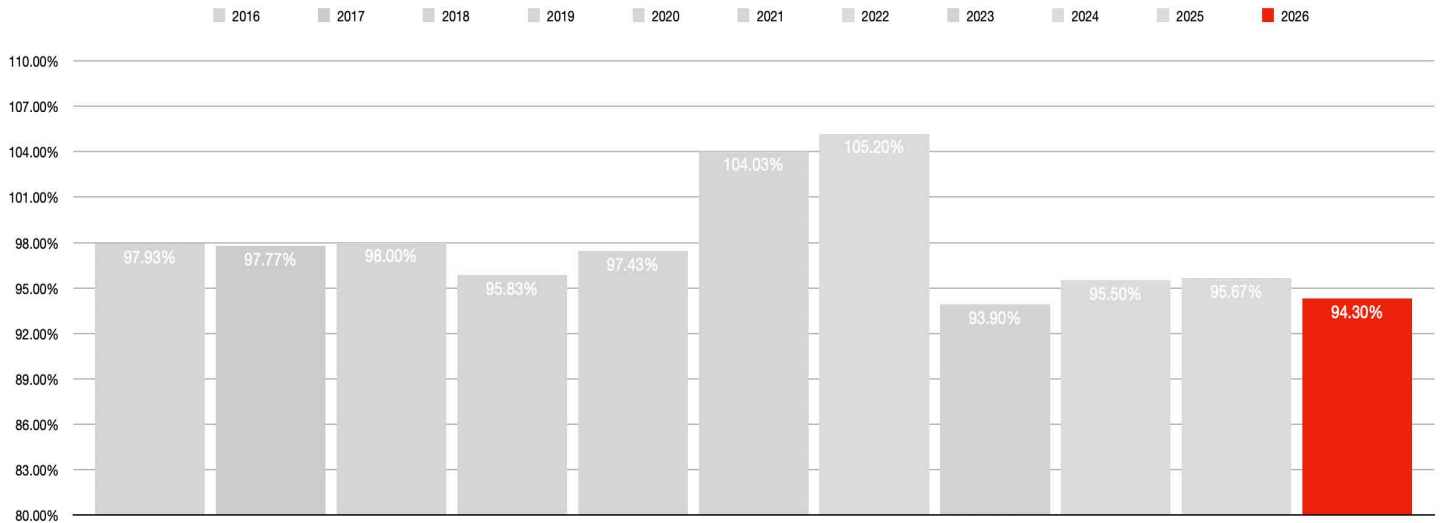
Year-Over-Year



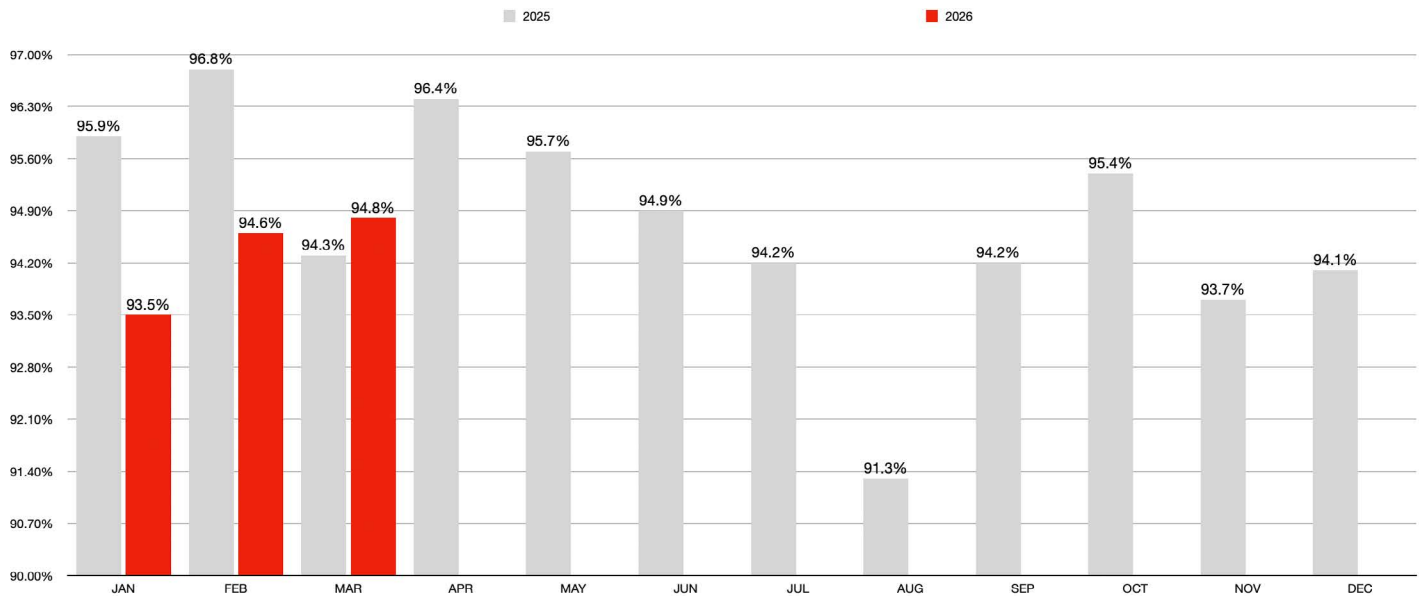
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

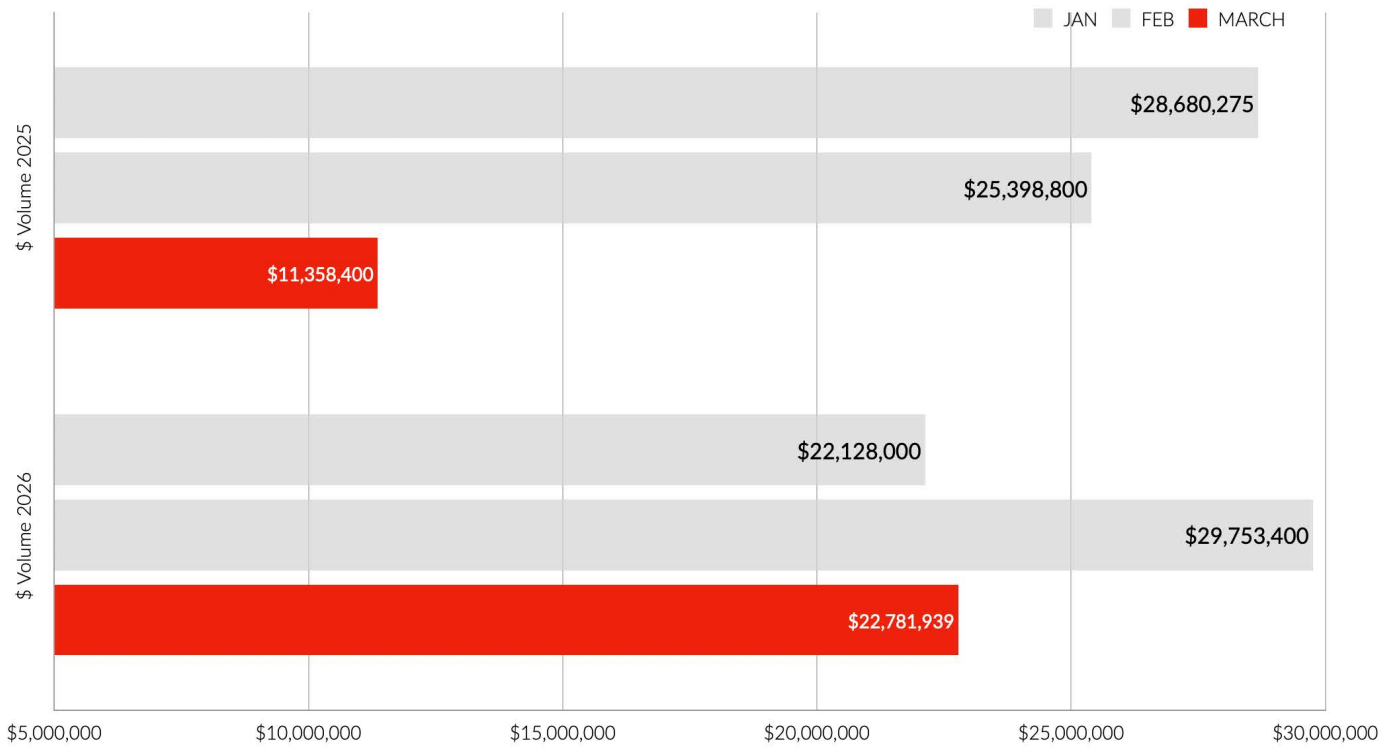


Year-Over-Year

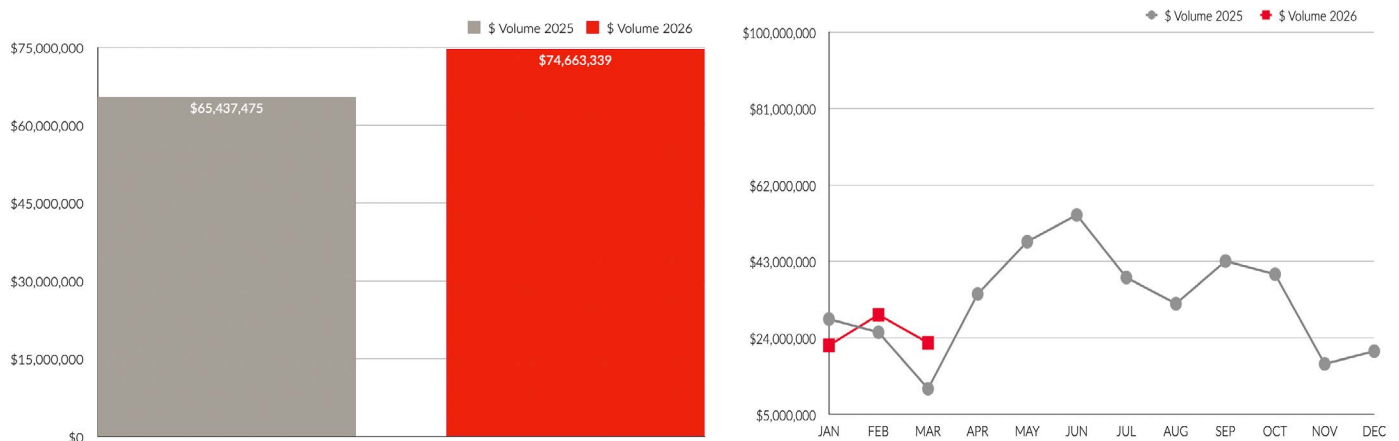


Month-Over-Month 2025 vs. 2026

DOLLAR VOLUME SALES



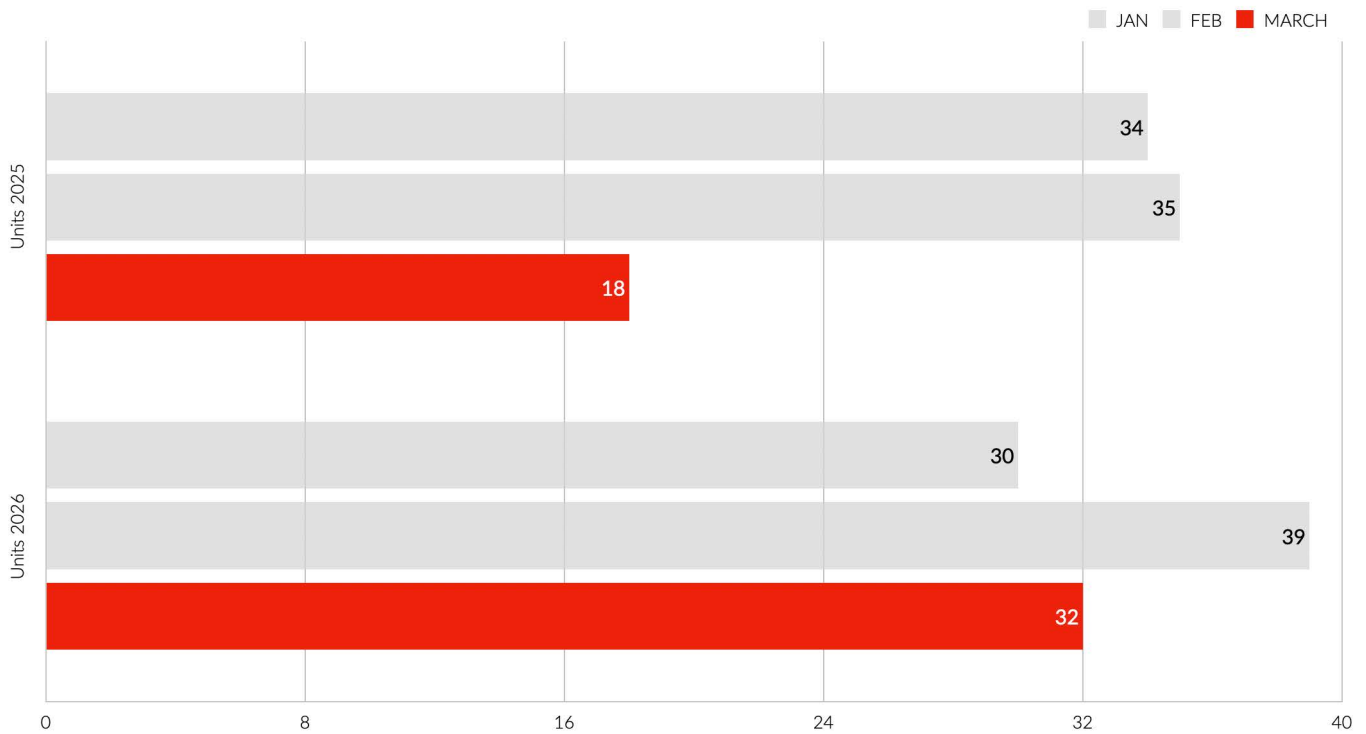
Monthly Comparison 2025 vs. 2026



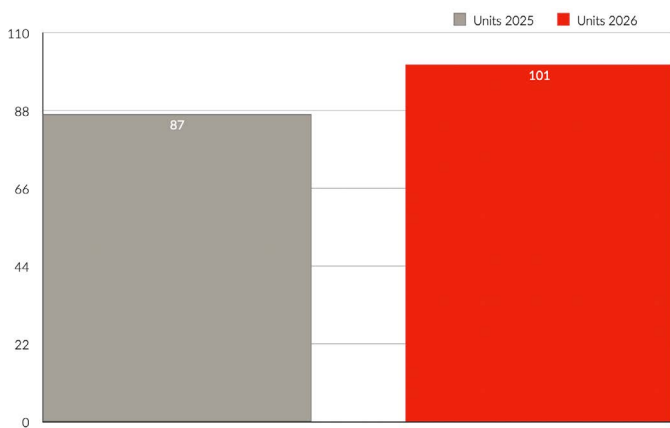
YTD Totals 2025 vs. 2026

Month vs. Month 2025 vs. 2026

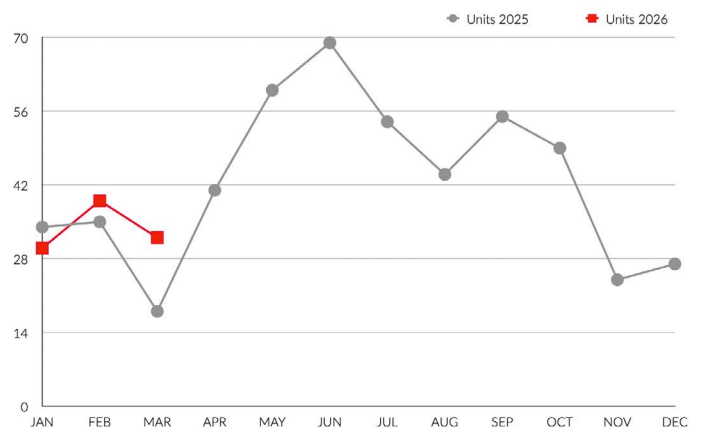
UNIT SALES



Monthly Comparison 2025 vs. 2026

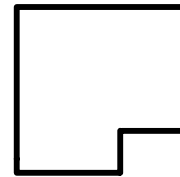


YTD Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$46,409,800 +14.12%	\$28,253,539 +14.06%	\$0 -100%
YTD Unit Sales	54 +25.58%	47 +6.82%	0 -100%
YTD Average Sale Price	\$859,441 -9.12%	\$601,139 +6.78%	\$0 -100%
March Sales Volume	\$15,620,500 +167.25%	\$7,161,439 +29.89%	\$0 No Change
March Unit Sales	17 +142.86%	15 +36.36%	0 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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