



2025

NOVEMBER

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 softened this November, with lower prices and reduced sales activity contributing to continued buyer-friendly conditions. The median sale price declined 13.83% year-over-year to \$810,000, while the average sale price dipped 7.56% to \$783,758, reflecting a shift away from higher-end transactions. Sales volume fell 47.8% to \$17.53 million as unit sales dropped 35.14% to 24 properties. Inventory increased modestly, with new listings rising 11.76% to 95, while expired listings declined sharply by 58.06% to 26, suggesting sellers are adapting to market expectations. Despite the added supply, the sales-to-new listings ratio slid to 25.26%—down 41.96% year-over-year—reinforcing that Collingwood remains firmly in a buyer's market as winter approaches.



November year-over-year sales volume of **\$17,533,500**

Down -47.8% from 2024's \$33,589,600 with unit sales of 24 down -35.14%. New listings of 95 are up +11.76% from a year ago, with the sales/listing ratio of 25.26% down -41.96%.



Year-to-date sales volume of **\$374,780,103**

Up +2.83% from 2024's \$364,453,003 with unit sales of 483 up +10.78% from 2024's 436. New listings of 1,513 are up +15.23% from a year ago, with the sales/listing ratio of 31.92% down -3.86%.



Year-to-date average sale price of **\$765,321**

Down from \$827,899 one year ago with median sale price of \$685,000 down from \$950,000 one year ago. Average days-on-market of 58 is up 6 days from last year.

NOVEMBER NUMBERS

Median Sale Price

\$810,000

-13.83%

Average Sale Price

\$783,758

-7.56%

Sales Volume

\$17,533,500

-47.8%

Unit Sales

24

-35.14%

New Listings

95

+11.76%

Expired Listings

26

-58.06%

Unit Sales/Listings Ratio

25.26%

-41.96%

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

THE MARKET IN DETAIL

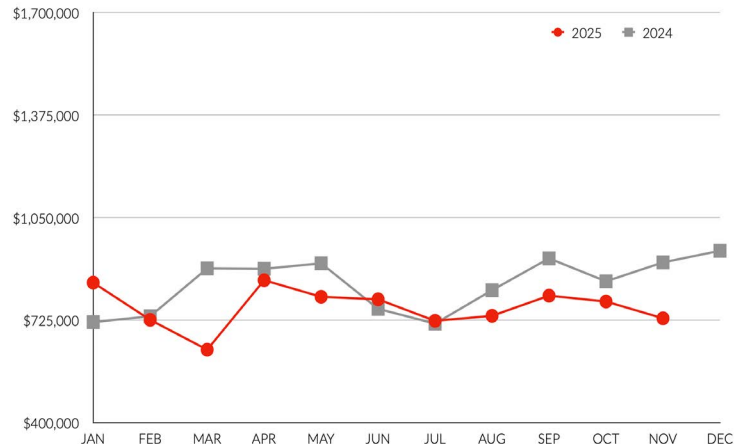
	2023	2024	2025	2024-2025
YTD Volume Sales	\$375,610,152	\$364,453,003	\$374,780,103	+2.83%
YTD Unit Sales	449	436	483	+10.78%
YTD New Listings	1,277	1,313	1,513	+15.23%
YTD Sales/Listings Ratio	35.16%	33.21%	31.92%	-3.86%
YTD Expired Listings	178	392	324	-17.35%
Monthly Volume Sales	\$25,796,050	\$33,589,600	\$17,533,500	-47.8%
Monthly Unit Sales	36	37	24	-35.14%
Monthly New Listings	106	85	95	+11.76%
Monthly Sales/Listings Ratio	33.96%	43.53%	25.26%	-41.96%
Monthly Expired Listings	26	62	26	-58.06%
Monthly Average Sale Price	\$716,557	\$907,827	\$730,563	-19.53%
YTD Sales: \$0-\$199K	2	3	6	+100%
YTD Sales: \$200k-349K	10	6	17	+183.33%
YTD Sales: \$350K-\$549K	85	90	116	+28.89%
YTD Sales: \$550K-\$749K	119	132	137	+3.79%
YTD Sales: \$750K-\$999K	124	98	120	+22.45%
YTD Sales: \$1M-\$2M	120	109	76	-30.28%
YTD Sales: \$2M+	13	14	12	-14.29%
YTD Average Days-On-Market	41.45	41.45	57.73	+39.25%
YTD Average Sale Price	\$830,577	\$827,899	\$765,321	-7.56%
YTD Median Sale Price	\$992,500	\$950,000	\$685,000	-27.89%

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

AVERAGE SALE PRICE

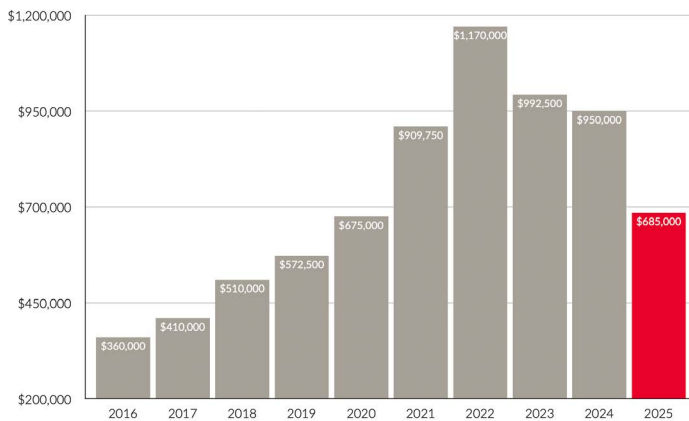


Year-Over-Year

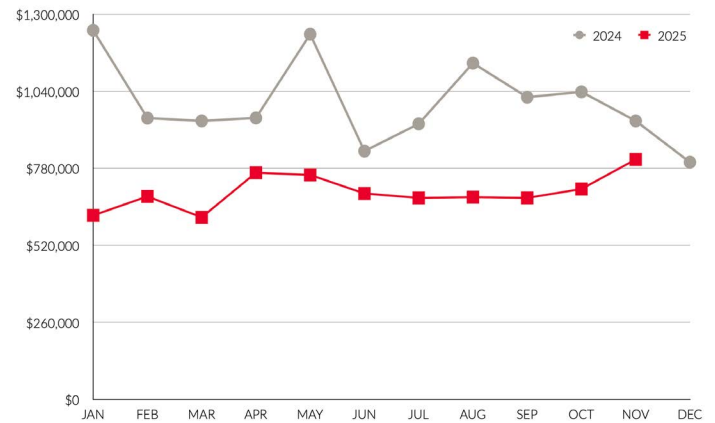


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



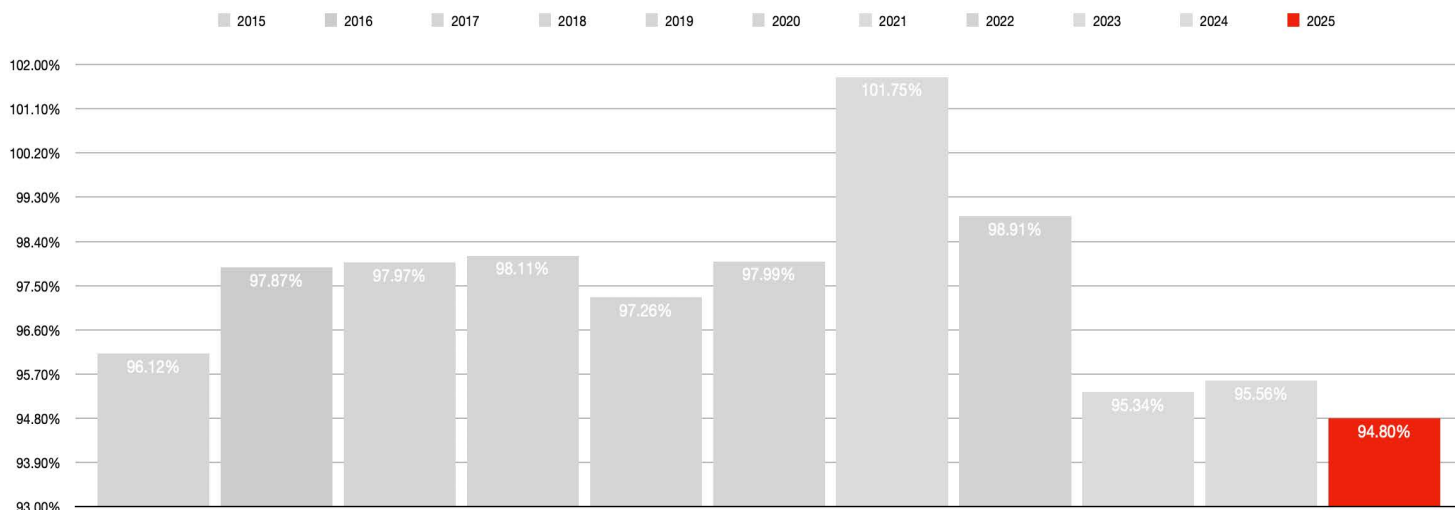
Year-Over-Year



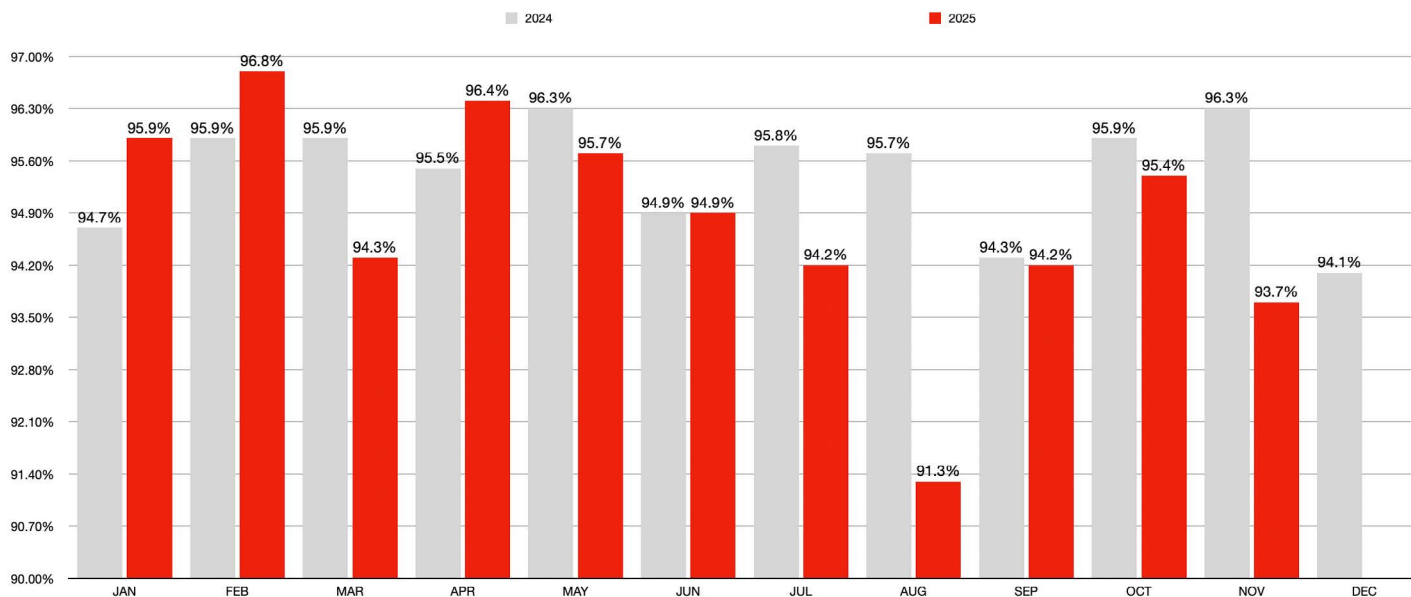
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

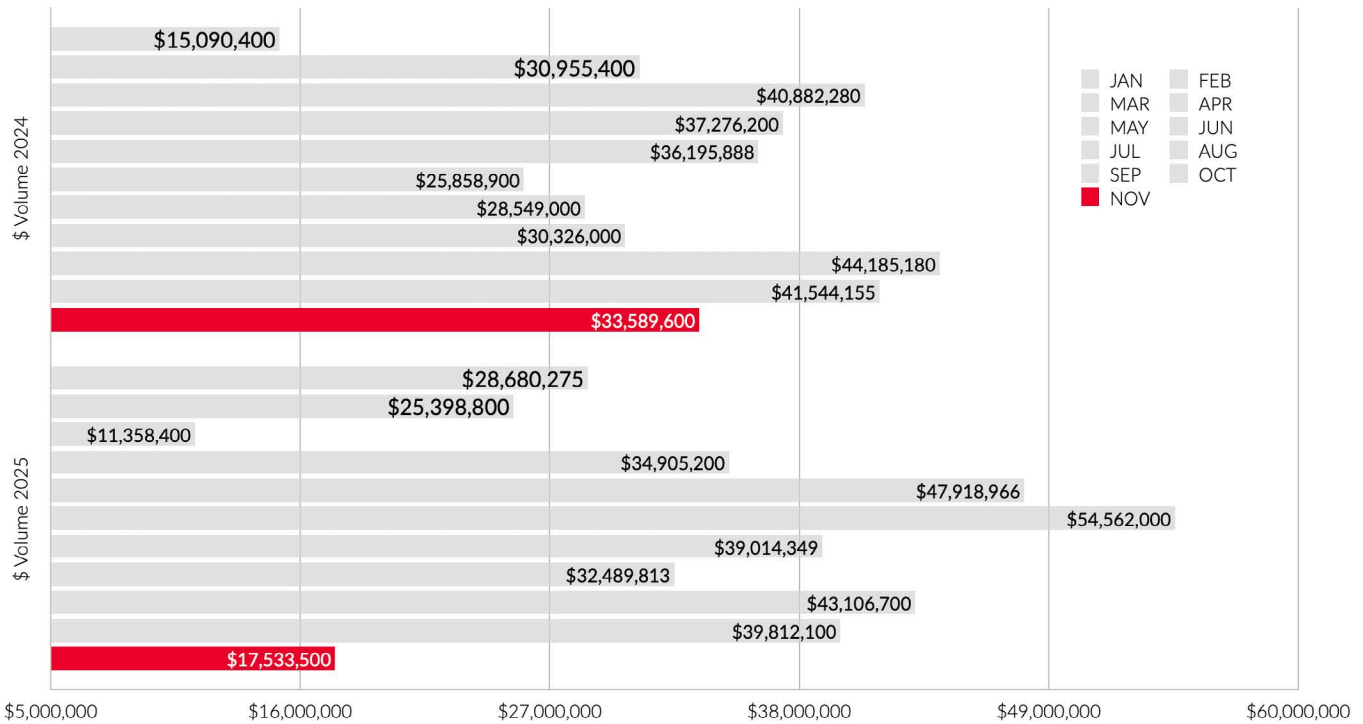


Year-Over-Year



Month-Over-Month 2024 vs. 2025

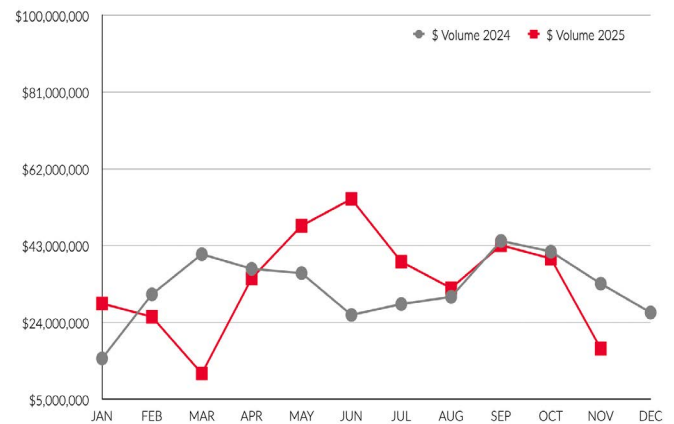
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

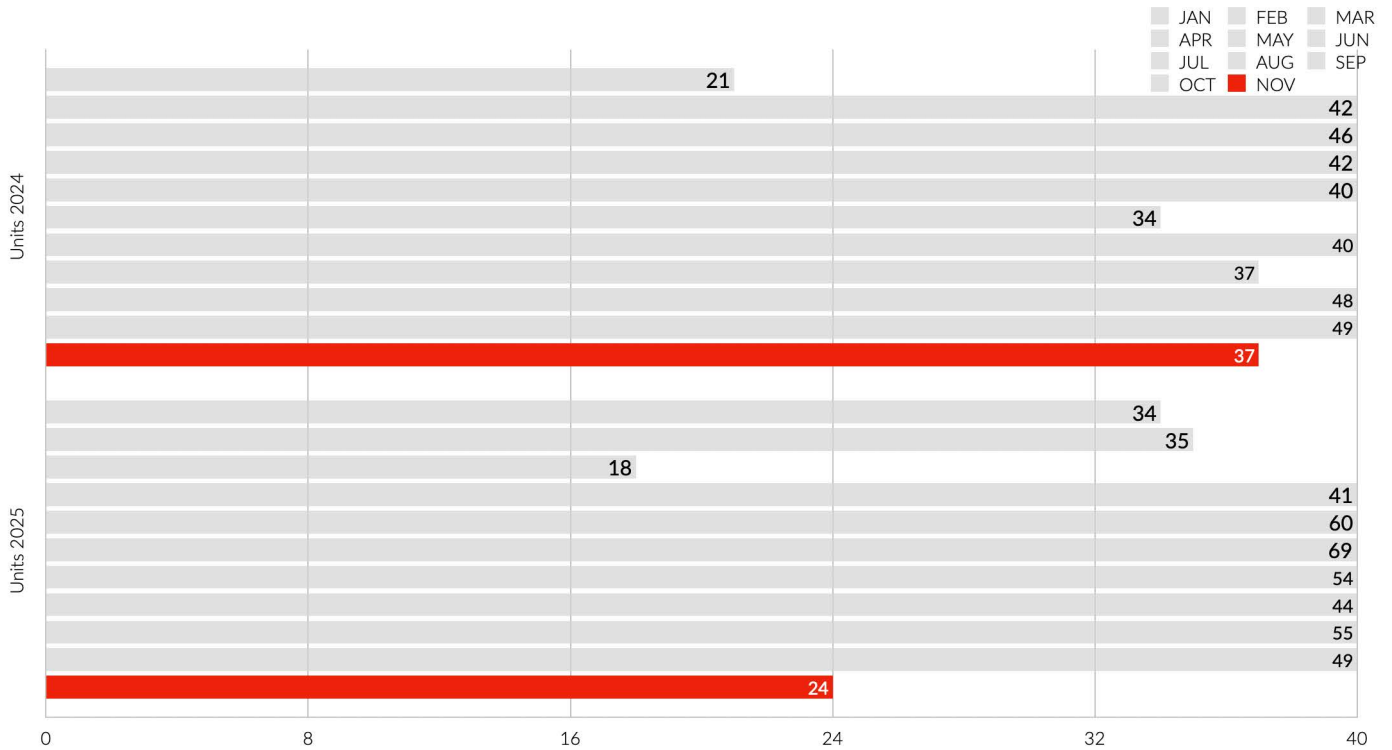


Yearly Totals 2024 vs. 2025

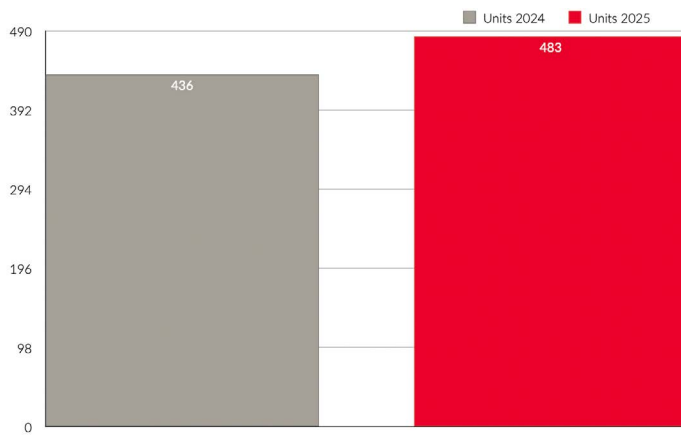


Month vs. Month 2024 vs. 2025

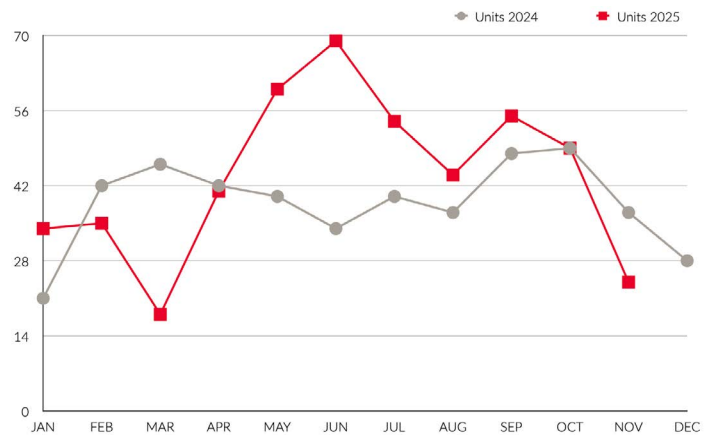
UNIT SALES



Monthly Comparison 2024 vs. 2025

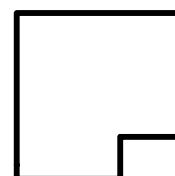


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$265,867,304 -0.81%	\$108,912,799 +16.83%	\$2,980,000 +47.71%
YTD Unit Sales	298 +2.76%	185 +33.09%	4 -42.86%
YTD Average Sale Price	\$892,172 -3.48%	\$588,718 -12.22%	\$745,000 +158.49%
November Sales Volume	\$12,130,000 -51.45%	\$5,403,500 -33.35%	\$0 -100%
November Unit Sales	14 -44%	10 -9.09%	0 -100%

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

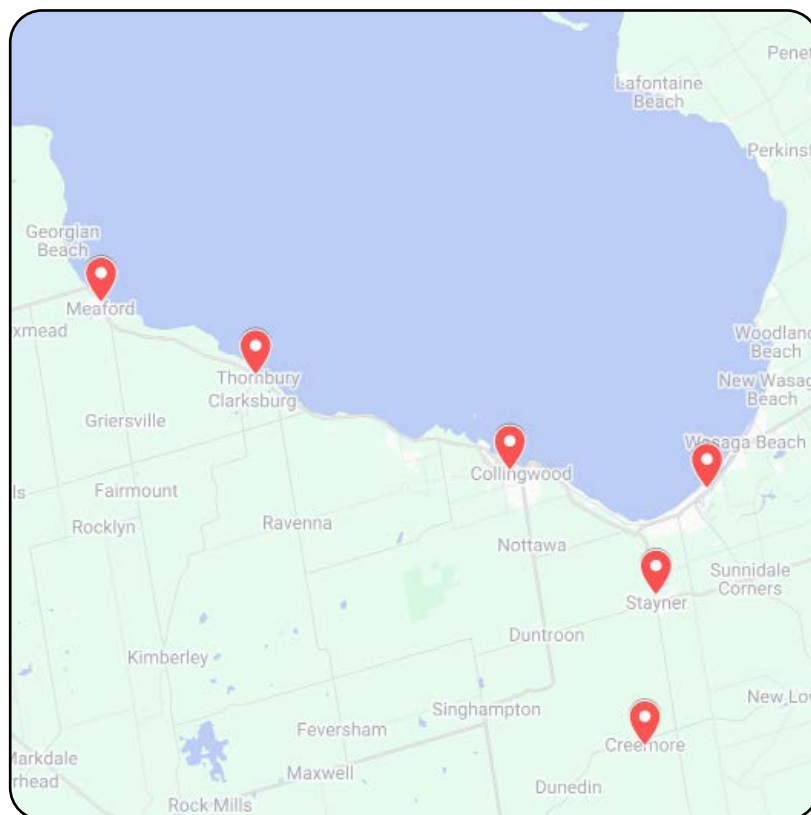
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach


STAYNER

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



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