



# 2025

# DECEMBER

# GREY HIGHLANDS

## 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 **Grey Highlands** real estate market saw a notable year-over-year increase in activity this December, with strong gains in sales despite mixed pricing trends, while overall conditions continued to favour buyers. The median sale price edged down 3.7% to \$585,000, while the average sale price jumped 23.89% to \$720,138, reflecting a small number of higher-value transactions influencing results. Sales volume surged 130.08% to \$9.36 million, supported by an 85.71% increase in unit sales to 13 properties. Supply tightened, with new listings down 26.09% to 17, while expired listings rose slightly by 9.09% to 24, suggesting ongoing challenges for sellers. Although the sales-to-new listings ratio climbed to 76.47% year-over-year, buyer-friendly conditions remain in place as the market heads toward the winter season.

### December year-over-year sales volume of \$9,361,800



Up +130.08% from 2024's \$4,069,000 with unit sales of 13 up +85.71% from last December's 7. New listings of 17 are down -26.09% from a year ago, with the sales/listing ratio of 76.47% up 151.26%.

### Year-to-date sales volume of \$130,565,700



Down -10.04% from 2024's \$145,131,115 with unit sales of 162 down -2.41% in comparison to 2024's 166. New listings of 440 are up +7.06% from a year ago, with the sales/listing ratio of 36.82% down by -8.84%.

### Year-to-date average sale price of \$805,755



Down -9.52% from \$890,501 one year ago with median sale price of \$667,700 up from \$645,008 one year ago. The average days-on-market is 72, which is down 6 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$585,000**

-3.7%

Average Sale Price

**\$720,138**

+23.89%

Sales Volume

**\$9,361,800**

+130.08%

Unit Sales

**13**

+85.71%

New Listings

**17**

-26.09%

Expired Listings

**24**

+9.09%

Unit Sales/Listings Ratio

**76.47%**

+151.26%

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

# THE MARKET IN DETAIL

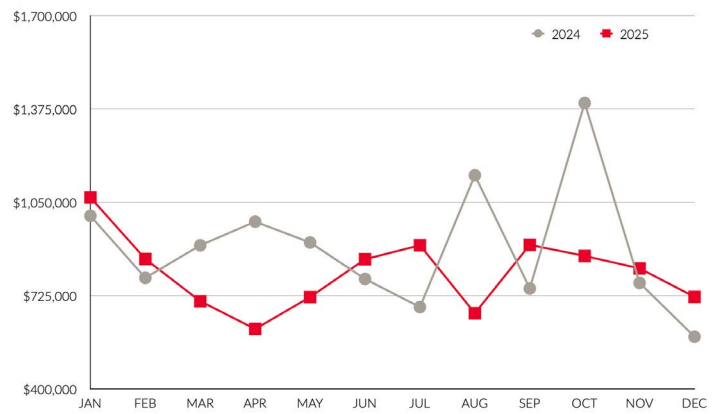
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$92,271,135	\$145,131,115	\$130,565,700	-10.04%
<b>YTD Unit Sales</b>	121	166	162	-2.41%
<b>YTD New Listings</b>	323	411	440	+7.06%
<b>YTD Sales/Listings Ratio</b>	37.46%	40.39%	36.82%	-8.84%
<b>YTD Expired Listings</b>	60	149	139	-6.71%
<b>Monthly Volume Sales</b>	\$1,818,500	\$4,069,000	\$9,361,800	+130.08%
<b>Monthly Unit Sales</b>	3	7	13	+85.71%
<b>Monthly New Listings</b>	15	23	17	-26.09%
<b>Monthly Sales/Listings Ratio</b>	20.00%	30.43%	76.47%	+151.26%
<b>Monthly Expired Listings</b>	14	22	24	+9.09%
<b>Monthly Average Sale Price</b>	\$606,167	\$581,286	\$720,138	+23.89%
<b>YTD Sales: \$0-\$199K</b>	5	8	5	-37.5%
<b>YTD Sales: \$200k-349K</b>	3	6	10	+66.67%
<b>YTD Sales: \$350K-\$549K</b>	34	36	37	2.78%
<b>YTD Sales: \$550K-\$749K</b>	0	4	41	200%
<b>YTD Sales: \$750K-\$999K</b>	22	37	36	-2.70%
<b>YTD Sales: \$1M-\$2M</b>	22	33	25	-24.24%
<b>YTD Sales: \$2M+</b>	5	10	9	-10.00%
<b>YTD Average Days-On-Market</b>	61.08	78.00	72.08	-7.59%
<b>YTD Average Sale Price</b>	\$756,625	\$890,501	\$805,755	-9.52%
<b>YTD Median Sale Price</b>	\$658,750	\$645,008	\$667,700	+3.52%

Grey Highlands MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

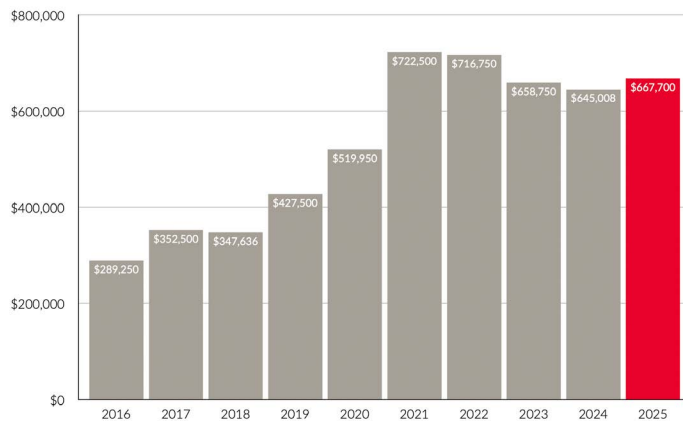


Year-Over-Year

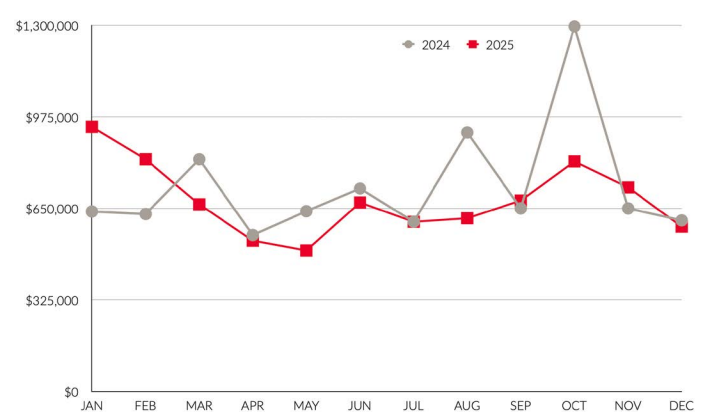


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



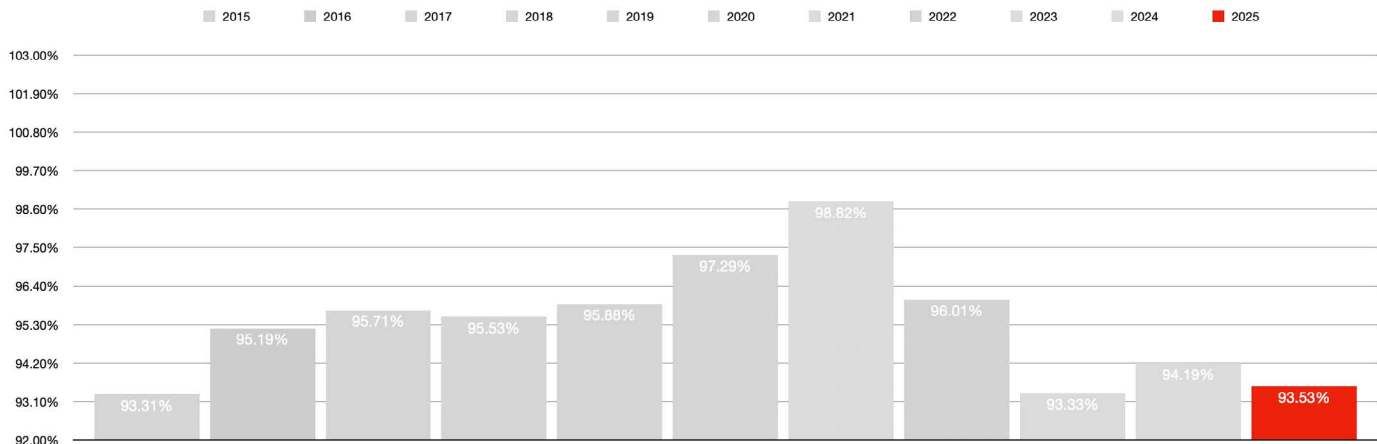
Year-Over-Year



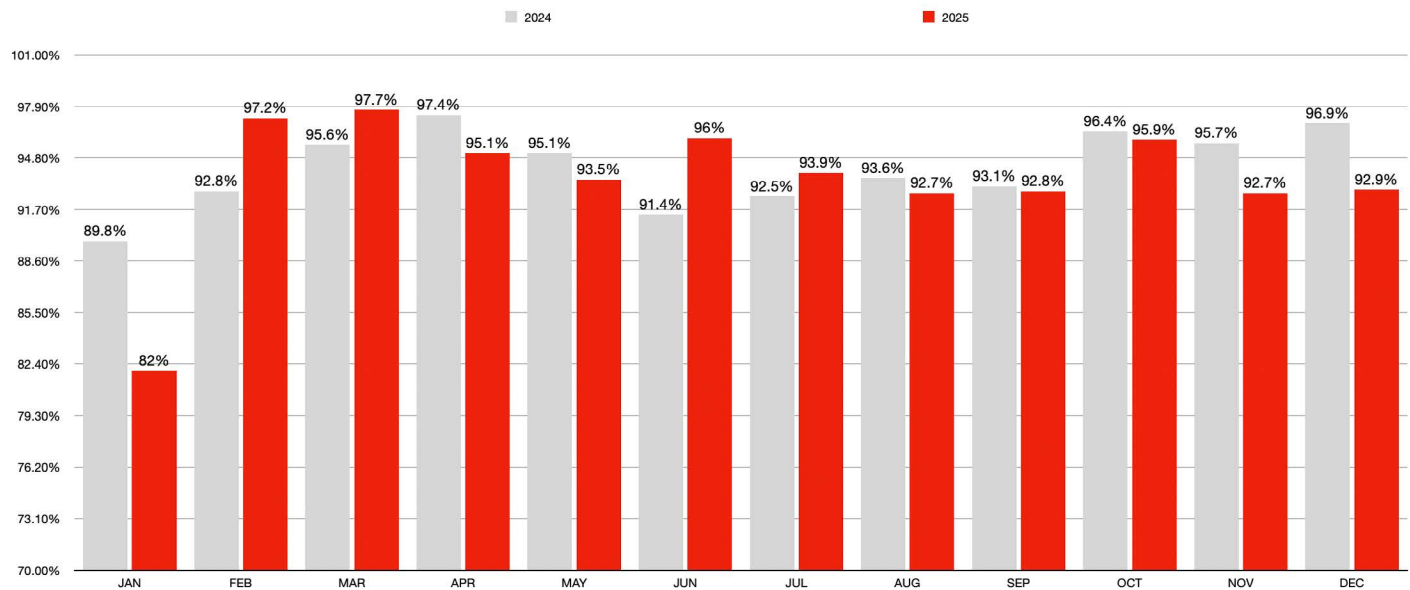
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

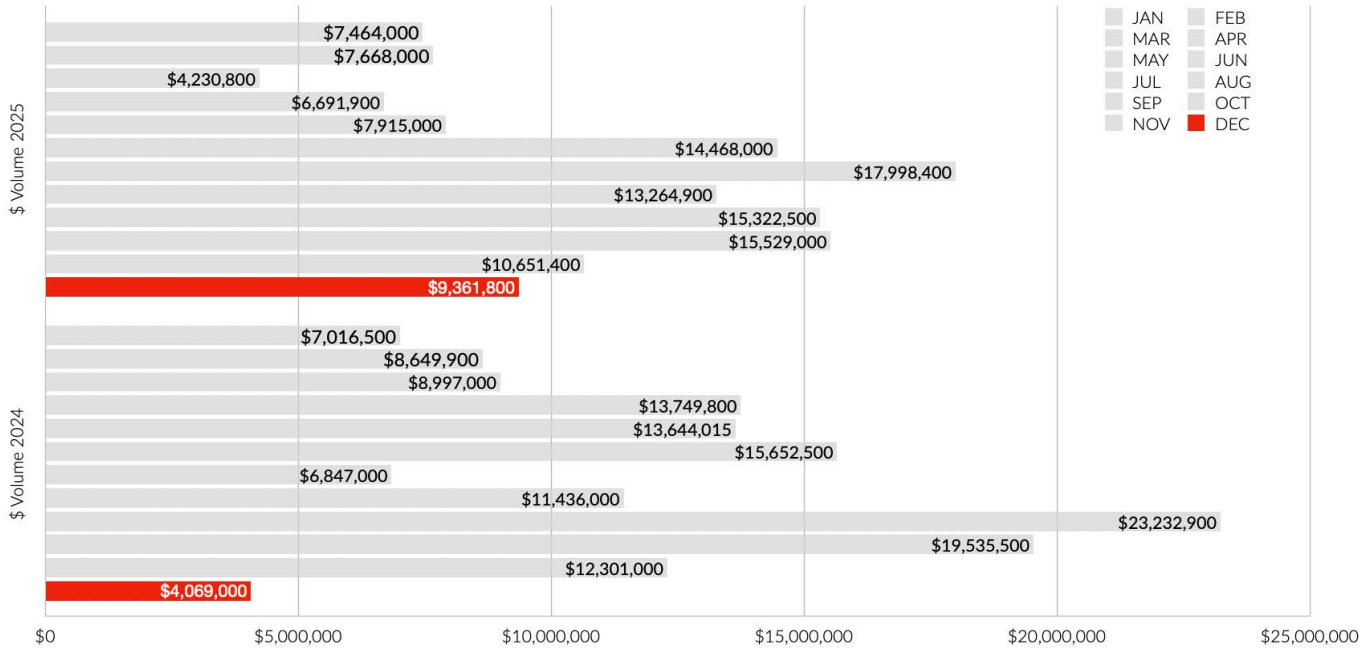


## Year-Over-Year

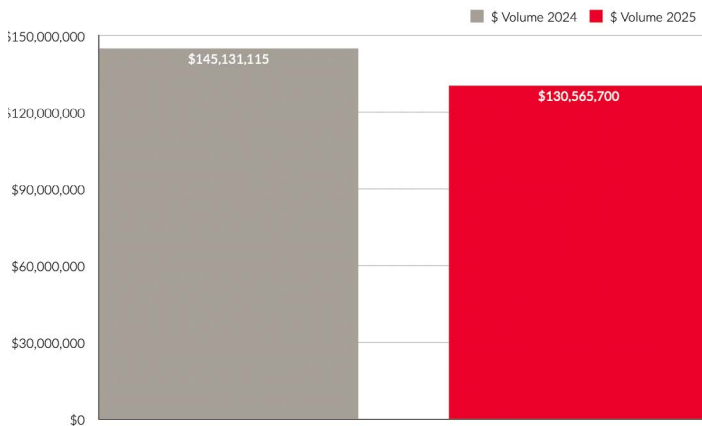


## Month-Over-Month 2024 vs. 2025

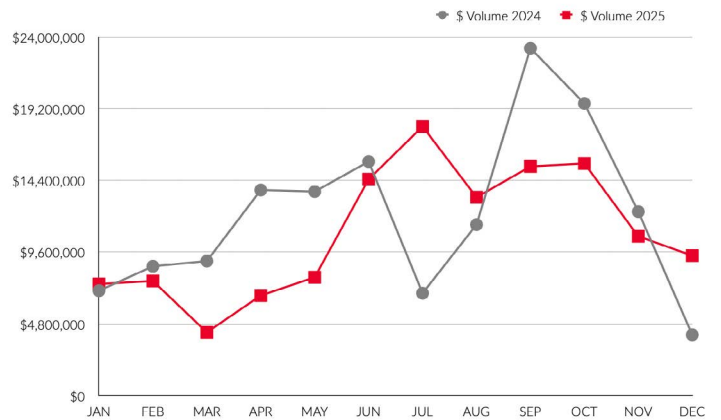
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

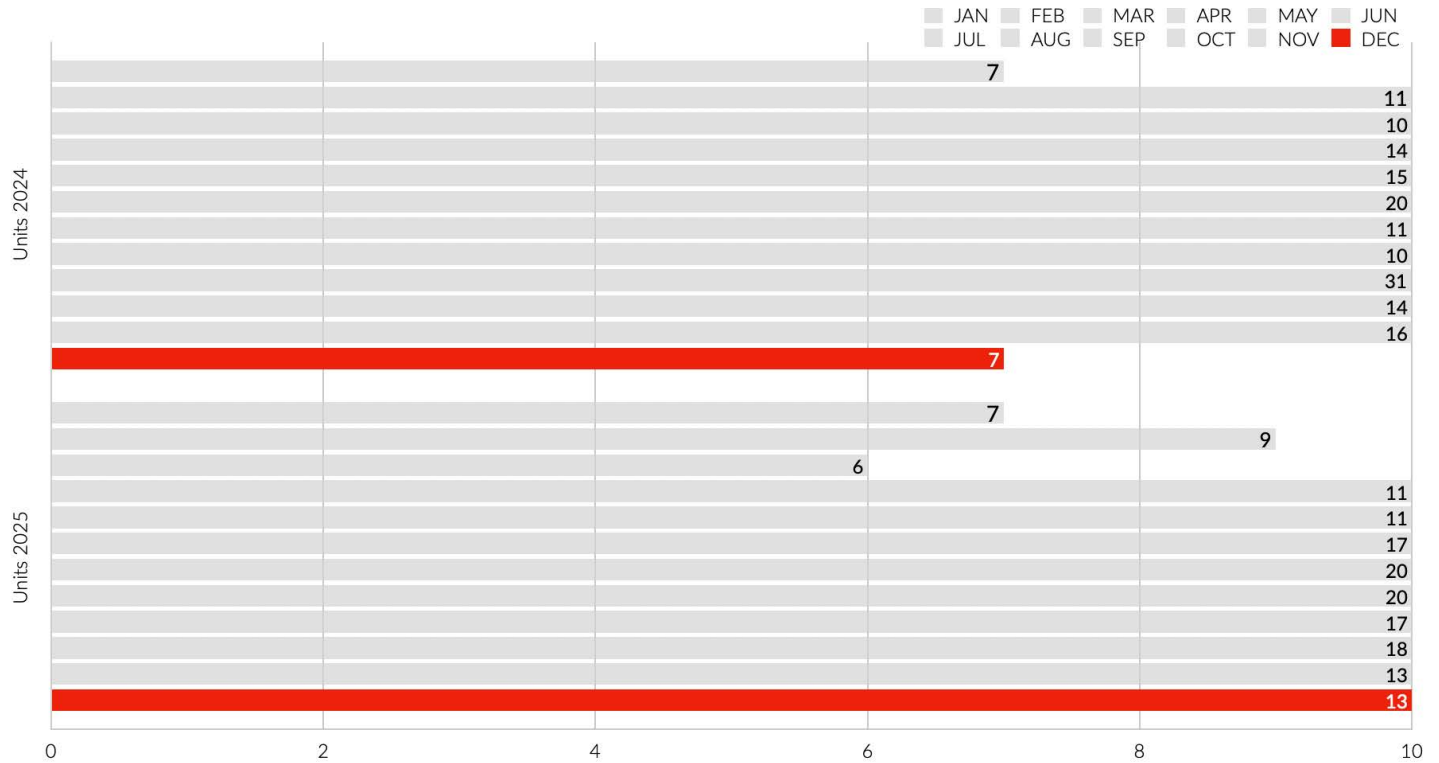


## Yearly Totals 2024 vs. 2025

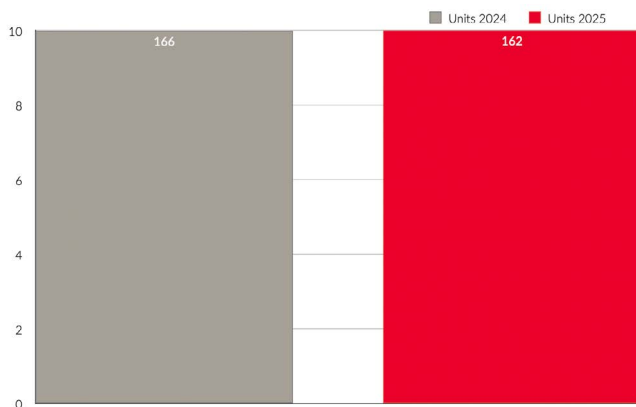


## Month vs. Month 2024 vs. 2025

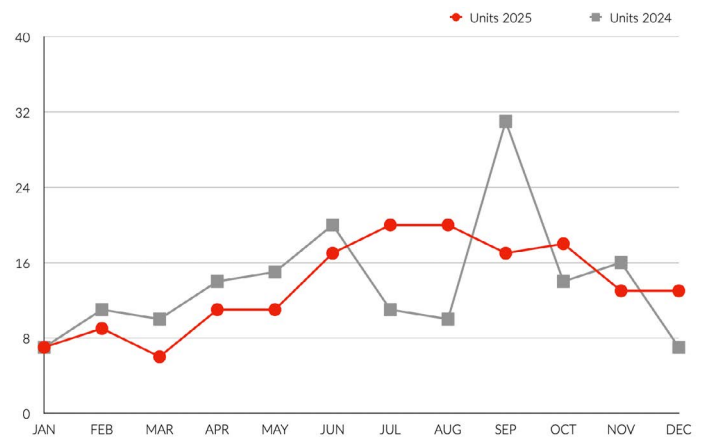
# UNIT SALES



Monthly Comparison 2024 vs. 2025

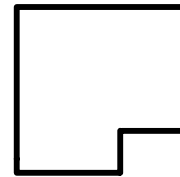

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 <b>\$130,565,700</b> -2.81%	 <b>\$0</b> No Change	 <b>\$9,484,000</b> -5.43%
YTD Unit Sales	 <b>162</b> +13.29%	 <b>0</b> No Change	 <b>20</b> -13.04%
YTD Average Sale Price	 <b>\$805,961</b> -14.21%	 <b>\$0</b> No Change	 <b>\$474,200</b> +8.76%
December Sales Volume	 <b>\$9,361,800</b> +130.08%	 <b>\$0</b> No Change	 <b>\$232,000</b> -70.41%
December Unit Sales	 <b>13</b> +85.71%	 <b>0</b> No Change	 <b>2</b> No Change

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

## GREY HIGHLANDS

519-538-5755  
96 Sykes St N, Grey Highlands

## THORNBURY

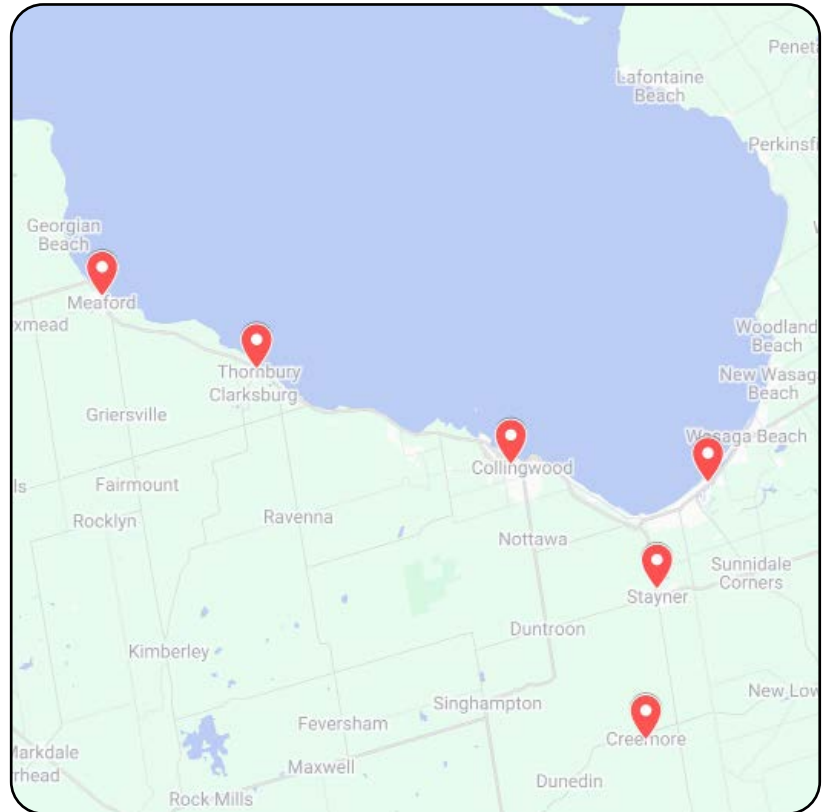
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

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



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