



# 2026

# MARCH

# 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

## BUYERS MARKET

The [Grey Highlands](#) real estate market remained in buyer's market territory this March, with softer pricing but a notable increase in sales activity year-over-year. The median sale price declined 21.73% to \$520,000, while the average sale price fell 6.60% to \$658,615, reflecting continued downward pressure on values. Despite this, sales activity surged, with sales volume rising 102.37% to \$8,562,000 and unit sales increasing 116.67% to 13 transactions. At the same time, new listings jumped 89.47%, adding to overall inventory, while expired listings held steady. With the unit sales-to-listings ratio at 36.11%, market conditions continue to favour buyers, who benefit from increased selection and ongoing negotiating leverage.

**↑ March year-over-year sales volume of \$8,562,000**  
Up +102.37% from 2025's \$4,230,800 with unit sales of 13 up +116.67% from last March. New listings of 36 are up +89.47% from last year, with the sales/listing ratio of 36.11% up 14.35% from last March.

**↓ Year-to-date sales volume of \$16,265,400**  
Down -16% from 2025's \$19,362,800 with unit sales of 28 up from last year's 22. New listings of 90 are up +47.54% from a year ago, with the sales/listing ratio of 31.11% down -13.74%.

**↓ Year-to-date average sale price of \$569,794**  
Down -34.84% from \$874,473 one year ago with median sale price of \$520,000 down from \$825,000 one year ago. The average days-on-market of 101 is up 21 days from last year.

## MARCH NUMBERS

Median Sale Price  
**\$520,000**  
-21.73%

Average Sale Price  
**\$658,615**  
-6.6%

Sales Volume  
**\$8,562,000**  
+102.37%

Unit Sales  
**13**  
+116.67%

New Listings  
**36**  
+89.47%

Expired Listings  
**13**  
No Change

Unit Sales/Listings Ratio  
**36.11%**  
+14.35%

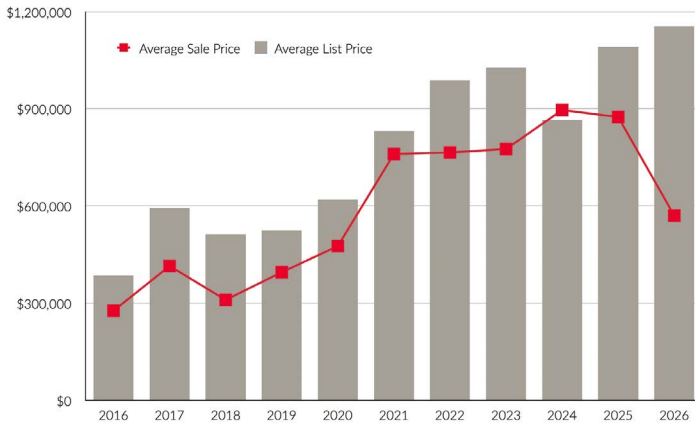
*Year-over-year comparison  
(March 2026 vs. March 2025)*

# THE MARKET IN DETAIL

	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$24,663,400	\$19,362,800	\$16,265,400	-16%
<b>YTD Unit Sales</b>	28	22	28	+27.27%
<b>YTD New Listings</b>	86	61	90	+47.54%
<b>YTD Sales/Listings Ratio</b>	32.56%	36.07%	31.11%	-13.74%
<b>YTD Expired Listings</b>	14	28	30	+7.14%
<b>Monthly Volume Sales</b>	\$8,997,000	\$4,230,800	\$8,562,000	+102.37%
<b>Monthly Unit Sales</b>	10	6	13	+116.67%
<b>Monthly New Listings</b>	38	19	36	+89.47%
<b>Monthly Sales/Listings Ratio</b>	26.32%	31.58%	36.11%	+14.35%
<b>Monthly Expired Listings</b>	5	13	13	No Change
<b>Monthly Average Sale Price</b>	\$899,700	\$705,133	\$658,615	-6.6%
<b>YTD Sales: \$0-\$199K</b>	2	0	2	+200%
<b>YTD Sales: \$200k-349K</b>	2	1	4	+300%
<b>YTD Sales: \$350K-\$549K</b>	5	3	10	+233.33%
<b>YTD Sales: \$550K-\$749K</b>	0	3	7	+133.33%
<b>YTD Sales: \$750K-\$999K</b>	7	9	2	-77.78%
<b>YTD Sales: \$1M-\$2M</b>	10	6	3	-50%
<b>YTD Sales: \$2M+</b>	1	0	1	+100%
<b>YTD Average Days-On-Market</b>	99.33	80.33	101.00	+25.73%
<b>YTD Average Sale Price</b>	\$896,137	\$874,473	\$569,794	-34.84%
<b>YTD Median Sale Price</b>	\$639,000	\$825,000	\$520,000	-36.97%

Grey Highlands MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

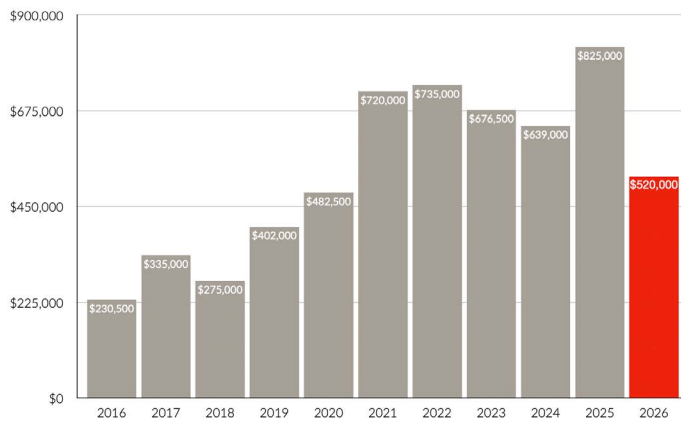


Year-Over-Year

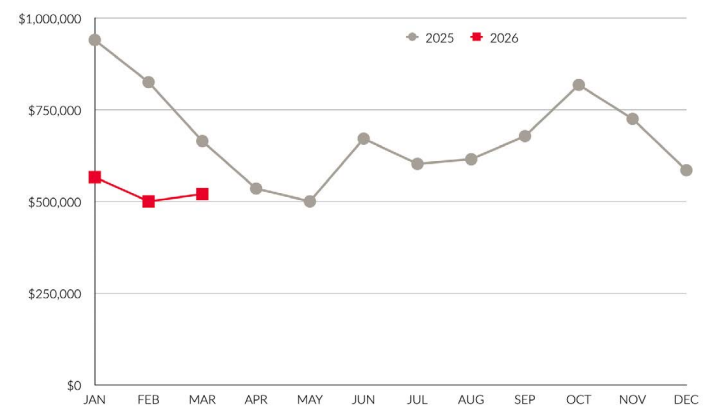


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



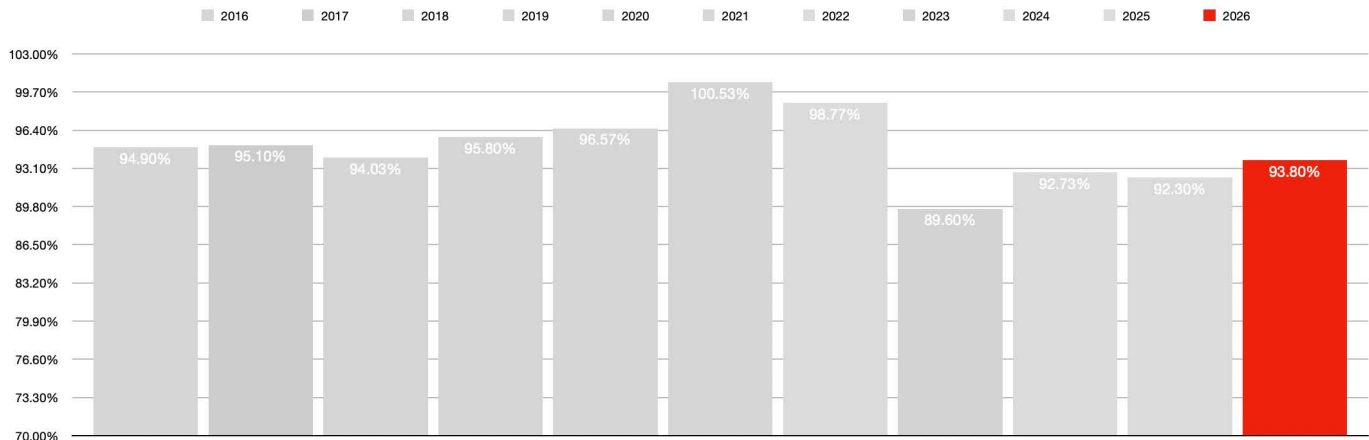
Year-Over-Year



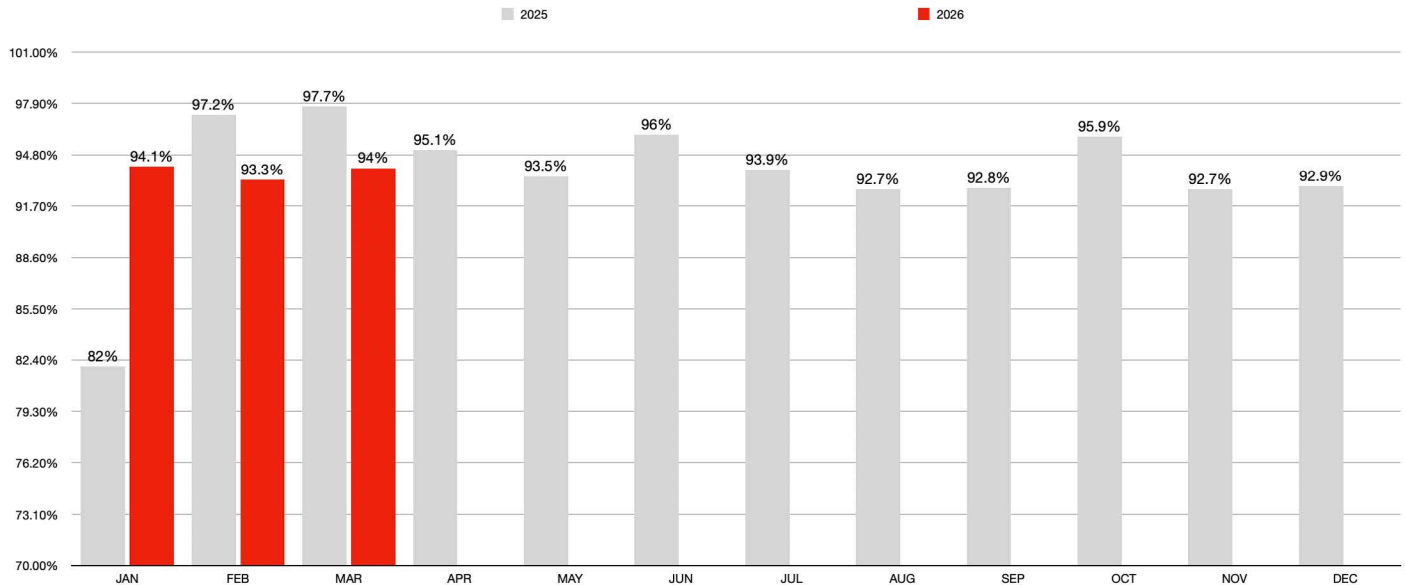
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO



## Year-Over-Year

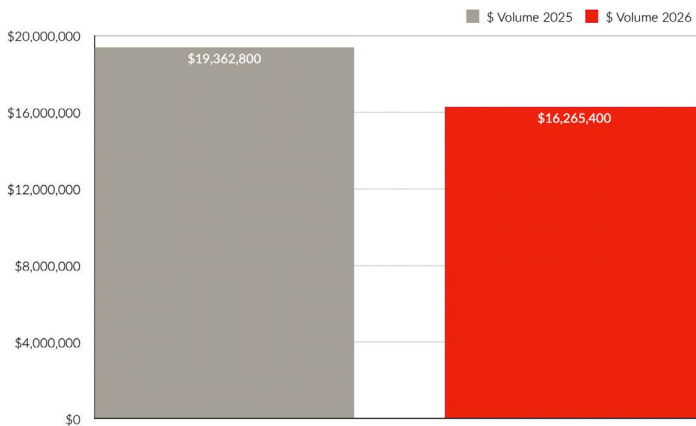


## Month-Over-Month 2025 vs. 2026

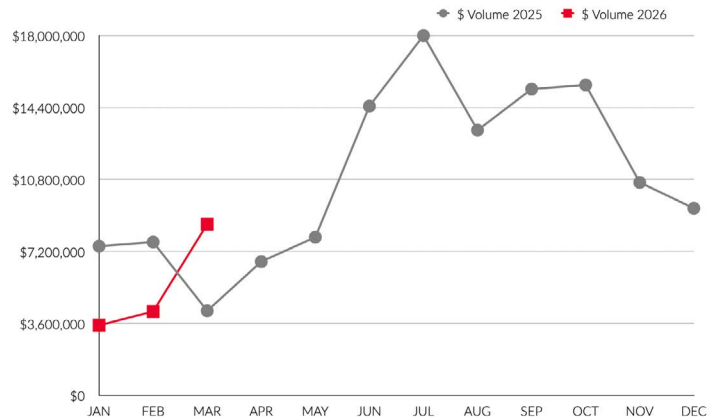
# DOLLAR VOLUME SALES



## Monthly Comparison 2025 vs. 2026

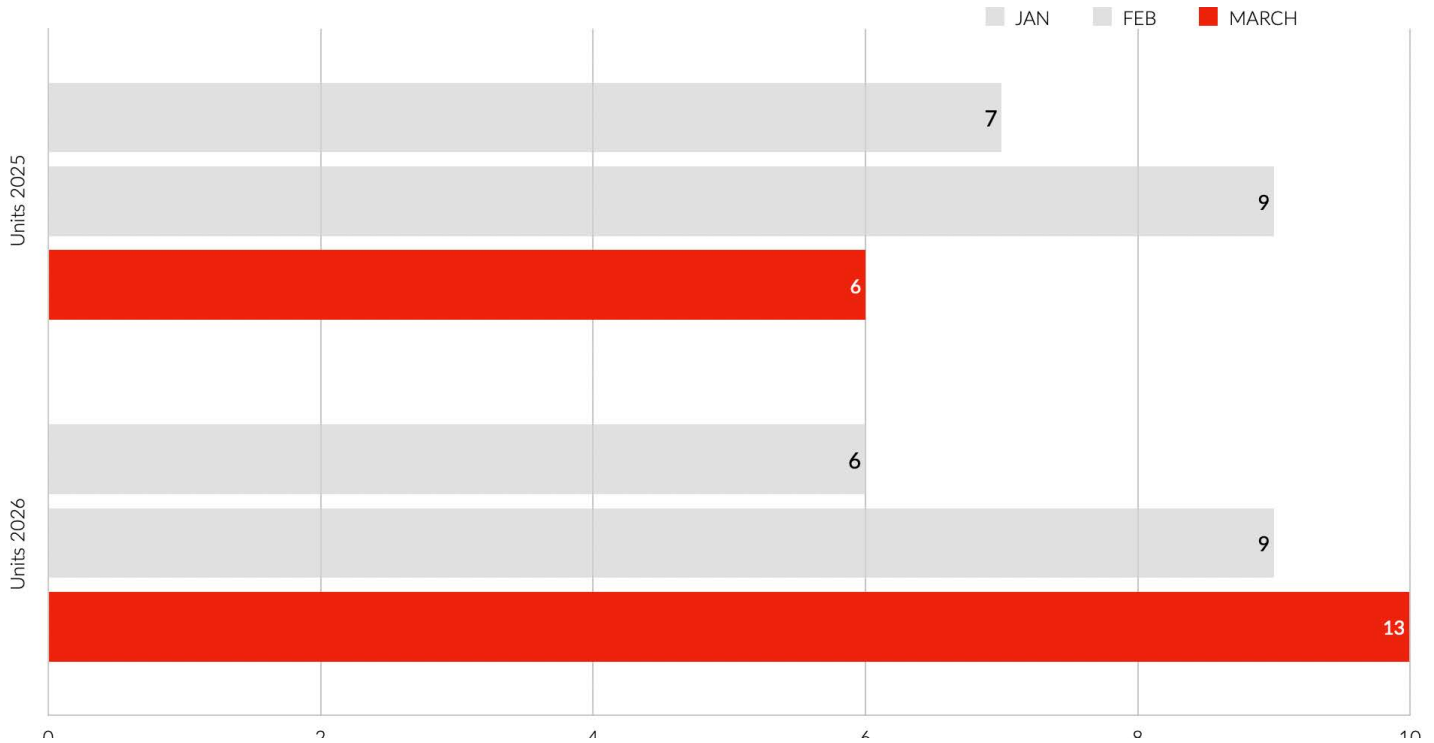


## Yearly Totals 2025 vs. 2026

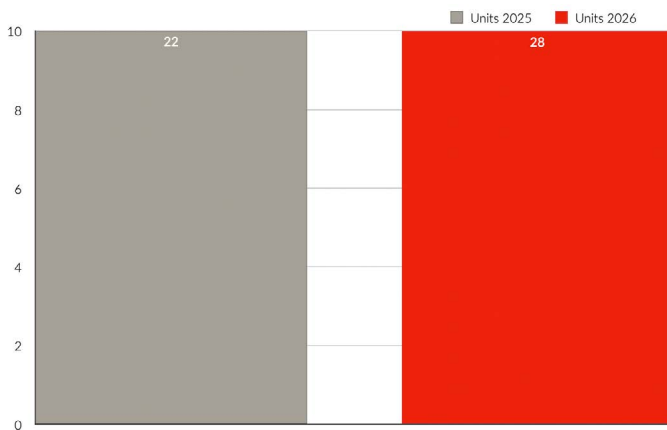


## Month vs. Month 2025 vs. 2026

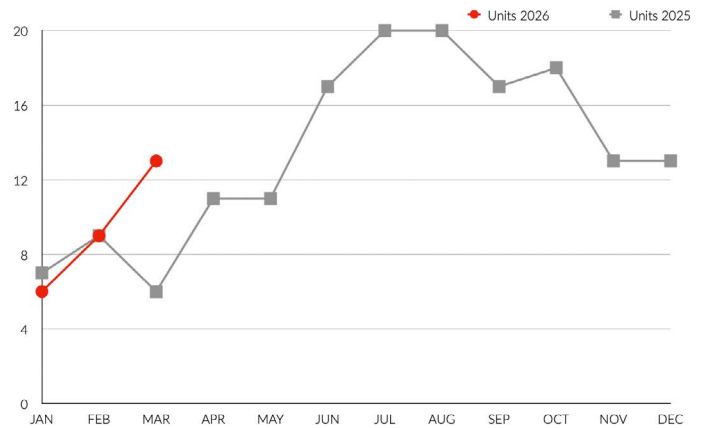
# UNIT SALES



Monthly Comparison 2025 vs. 2026

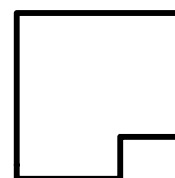


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 \$16,265,400 -16%	 \$0 No Change	 \$2,624,500 +741.19%
YTD Unit Sales	 28 +27.27%	 \$0 No Change	 7 +600%
YTD Average Sale Price	 \$580,907 -34%	 \$0 No Change	 \$374,929 +20.17%
March Sales Volume	 \$8,562,000 +102.37%	 \$0 No Change	 \$1,718,000 +450.64%
March Unit Sales	 13 +116.67%	 \$0 No Change	 4 +300%

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

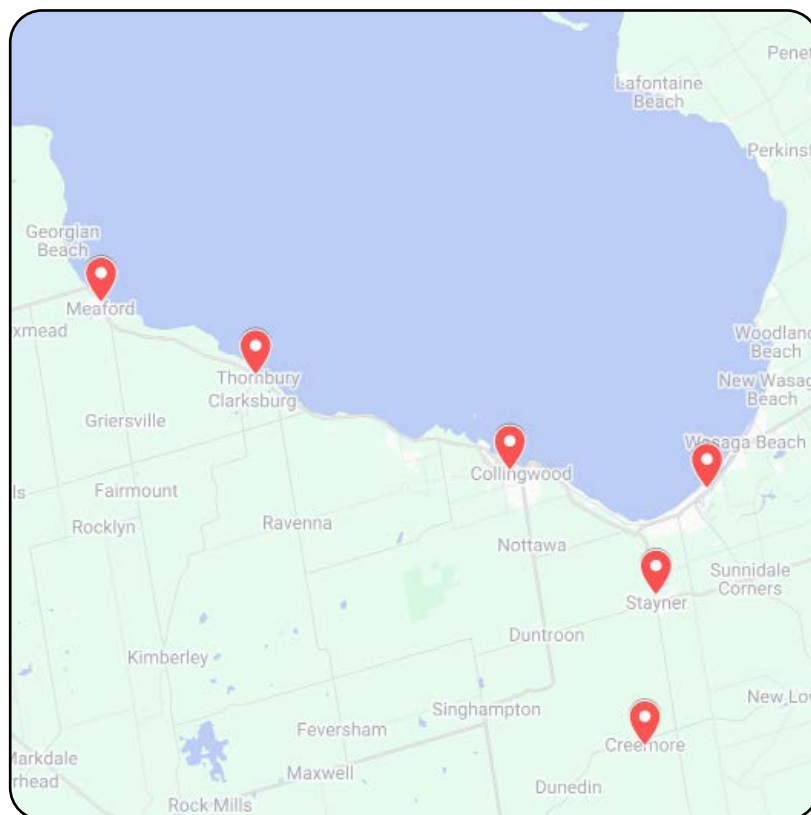
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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