



2026

**APRIL**

**OWEN SOUND**

Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

PAUL  
AVERY  
REAL ESTATE  
COLLINGWOOD - GEORGIAN BAY

# OVERVIEW

## BALANCED MARKET

In [Owen Sound](#), the real estate market shifted into balanced market territory this April, with sales activity softening significantly year-over-year despite mixed pricing trends. The median sale price increased 9.76% to \$506,250, while the average sale price dipped 2.89% to \$501,351, suggesting some variation across price points. Sales volume declined 44.51% to \$8,021,610, alongside a 42.86% decrease in unit sales to 16 transactions, indicating notably softer buyer activity. New listings edged down 5% to 57, while expired listings fell 25% to 3. With the YTD unit sales-to-listings ratio at 46.62%, conditions reflect a more balanced market, offering opportunities for both buyers and sellers depending on pricing, property type, and local demand.

## APRIL NUMBERS

Median Sale Price  
**\$506,250**  
+9.76%

Average Sale Price  
**\$501,351**  
-2.89%

Sales Volume  
**\$8,021,610**  
-44.51%

Unit Sales  
**16**  
-42.86%

New Listings  
**57**  
-5%

Expired Listings  
**3**  
-25%

Unit Sales/Listings Ratio  
**28.07%**  
-39.85%

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



### April year-over-year sales volume of \$8,021,610

Down -44.51% from 2025's \$14,455,711 with unit sales of 16 down from last April's 28. New listings of 57 are down -5% from a year ago, with the sales/listing ratio of 28.07% down -39.85%.



### Year-to-date sales volume of \$32,583,010

Down -21.42% from 2025's \$41,463,283 with unit sales of 69 down -16.87% from 2025's 83. New listings of 148 are down -16.38% from a year ago, with the sales/listing ratio of 46.62% down -0.58%.



### Year-to-date average sale price of \$468,886

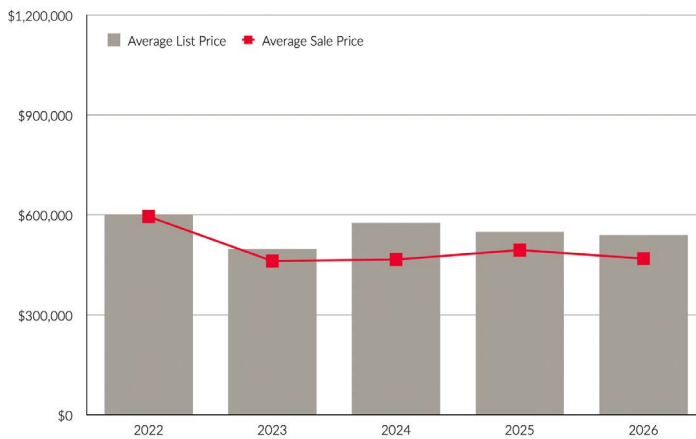
Down -5.17% from \$494,432 one year ago with median sale price of \$454,750 down from \$463,100 one year ago. Average days-on-market of 59 is down 6 days from last year.

# THE MARKET IN DETAIL

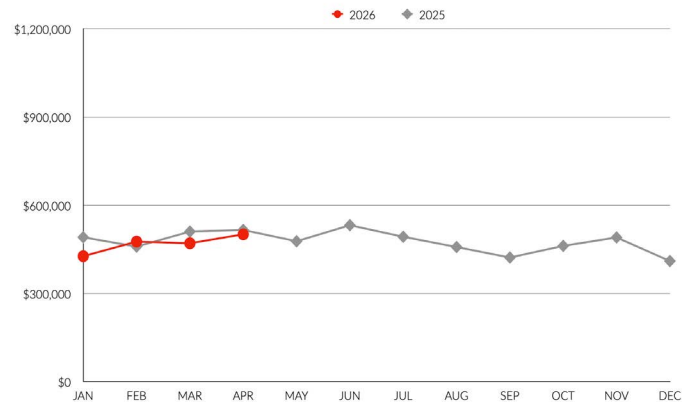
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$46,042,700	\$41,463,283	\$32,583,010	-21.42%
<b>YTD Unit Sales</b>	98	83	69	-16.87%
<b>YTD New Listings</b>	185	177	148	-16.38%
<b>YTD Sales/Listings Ratio</b>	52.97%	46.89%	46.62%	-0.58%
<b>YTD Expired Listings</b>	26	24	29	+20.83%
<b>Monthly Volume Sales</b>	\$14,872,900	\$14,455,711	\$8,021,610	-44.51%
<b>Monthly Unit Sales</b>	30	28	16	-42.86%
<b>Monthly New Listings</b>	45	60	57	-5%
<b>Monthly Sales/Listings Ratio</b>	66.67%	46.67%	28.07%	-39.85%
<b>Monthly Expired Listings</b>	5	4	3	-25%
<b>Monthly Average Sale Price</b>	\$495,763	\$516,275	\$501,351	-2.89%
<b>YTD Sales: \$0-\$199K</b>	3	1	1	No Change
<b>YTD Sales: \$200k-349K</b>	12	14	14	No Change
<b>YTD Sales: \$350K-\$549K</b>	63	39	33	-15.38%
<b>YTD Sales: \$550K-\$749K</b>	15	20	16	-20%
<b>YTD Sales: \$750K-\$999K</b>	5	8	5	-37.5%
<b>YTD Sales: \$1M+</b>	0	1	0	-100%
<b>YTD Sales: \$2M+</b>	0	0	0	No Change
<b>YTD Average Days-On-Market</b>	52.50	65.00	59.25	-8.85%
<b>YTD Average Sale Price</b>	\$465,982	\$494,432	\$468,886	-5.17%
<b>YTD Median Sale Price</b>	\$452,500	\$463,100	\$454,750	-1.8%

Owen Sound MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

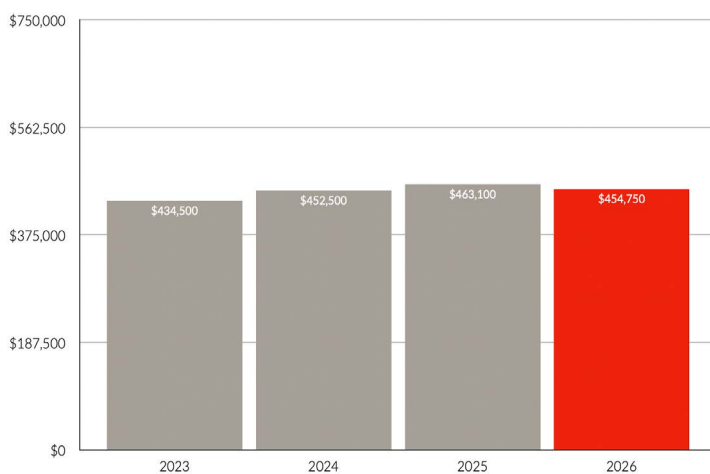


Year-Over-Year

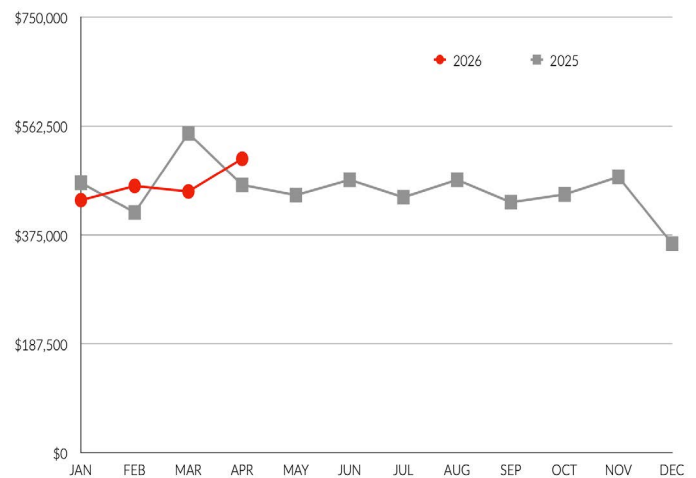


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



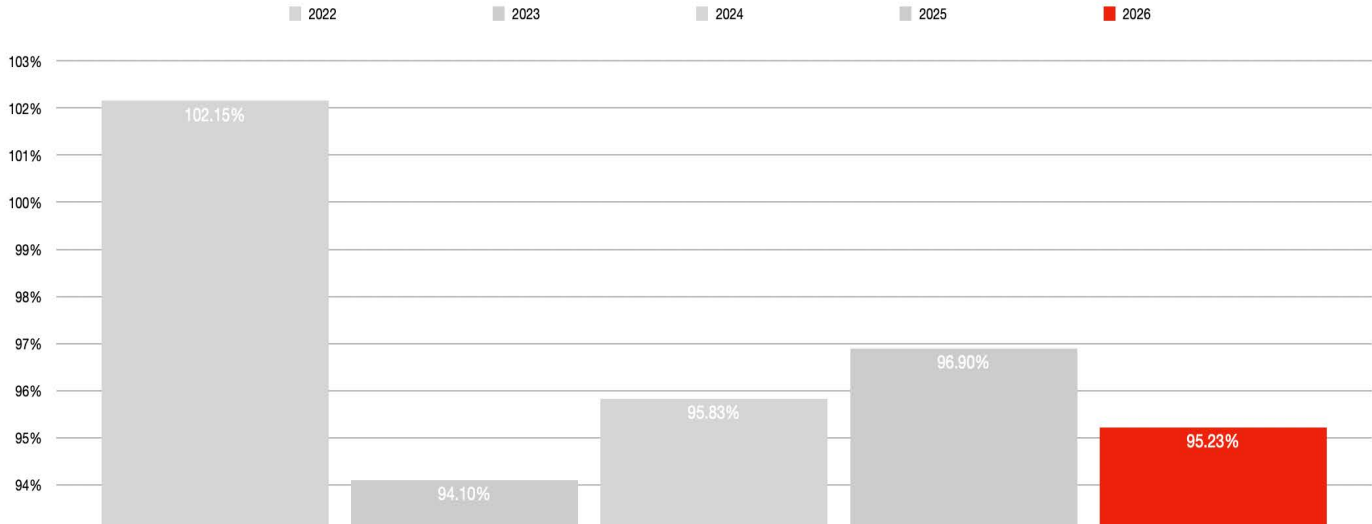
Year-Over-Year



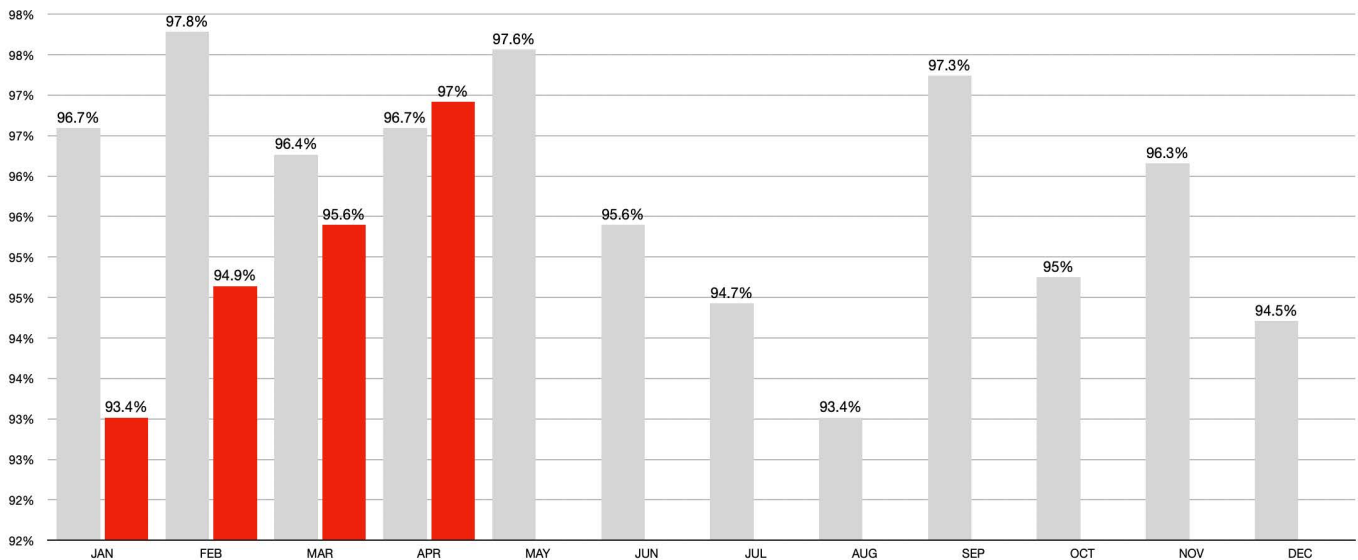
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

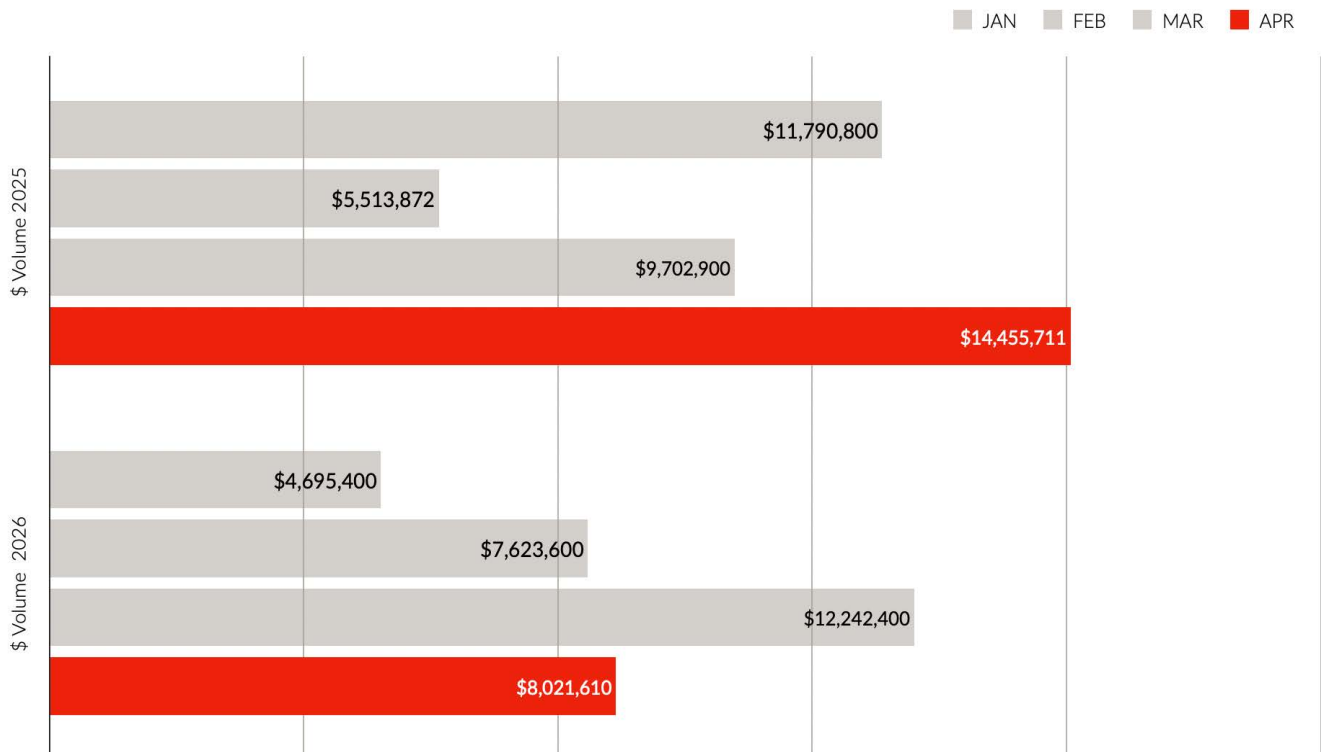


## Year-Over-Year

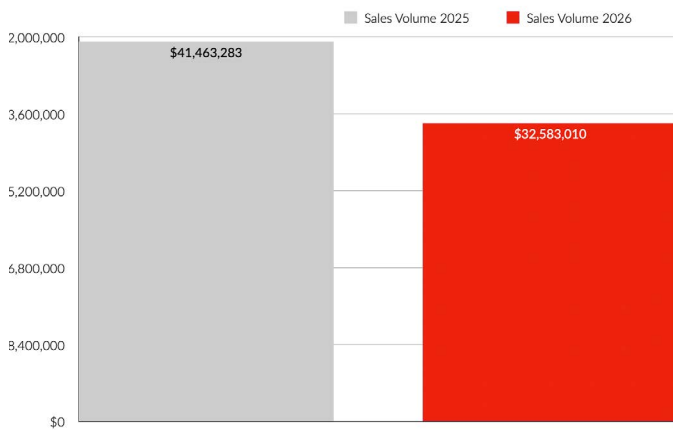


## Month-Over-Month 2025 vs. 2026

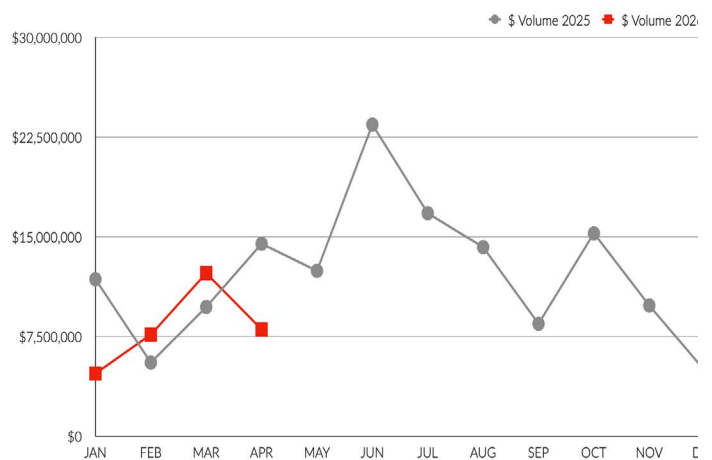
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

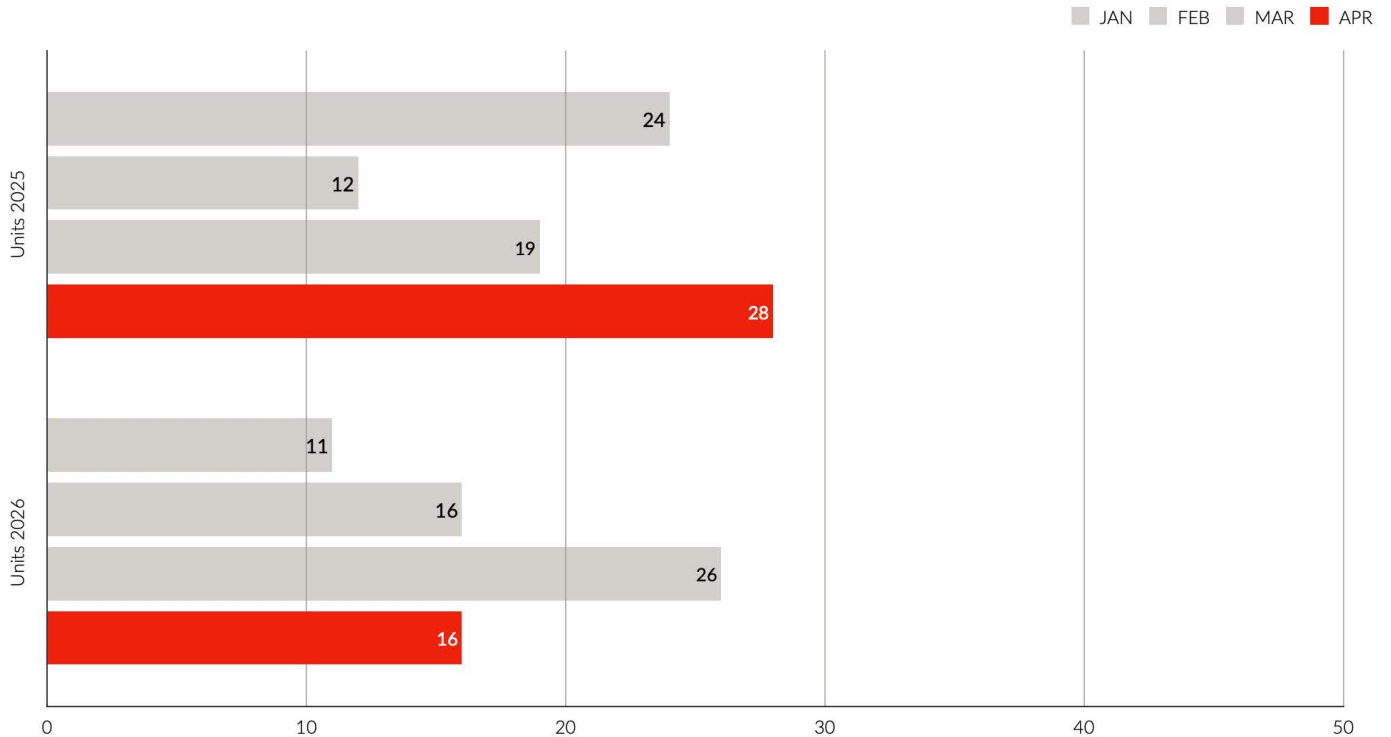


Yearly Totals 2025 vs. 2026

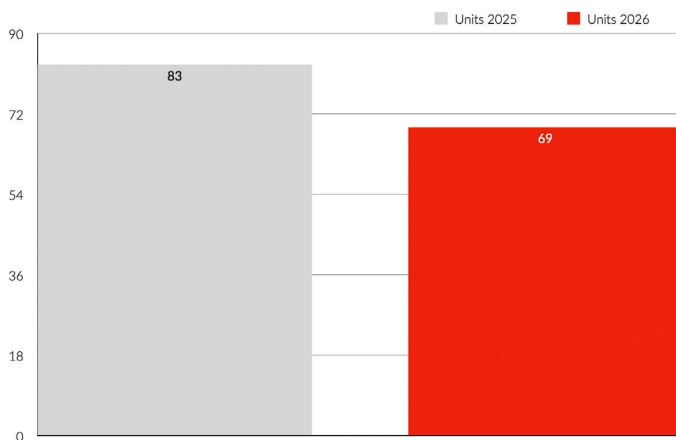


Month vs. Month 2025 vs. 2026

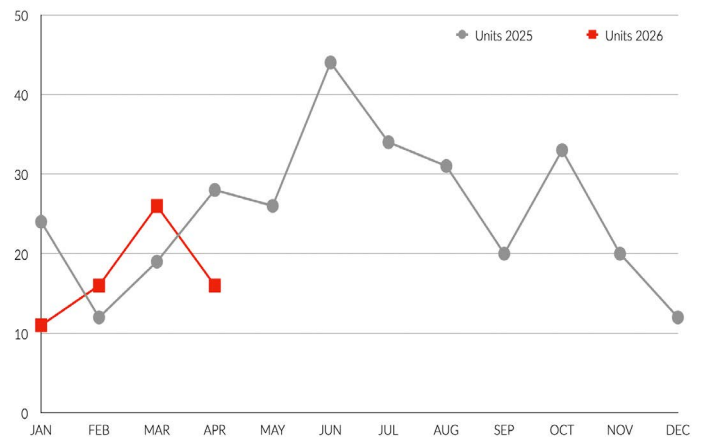
# UNIT SALES



Monthly Comparison 2025 vs. 2026

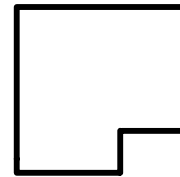


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$30,012,010 -15.91%	\$2,567,000 -55.52%	\$0 No Change
YTD Unit Sales	62 -7.46%	7 -56.25%	0 No Change
YTD Average Sale Price	\$484,065 +12.15%	\$366,714 +1.66%	\$0 No Change
April Sales Volume	\$8,021,610 -36.94%	\$0 -100%	\$0 No Change
April Unit Sales	16 -30.43%	0 -100%	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

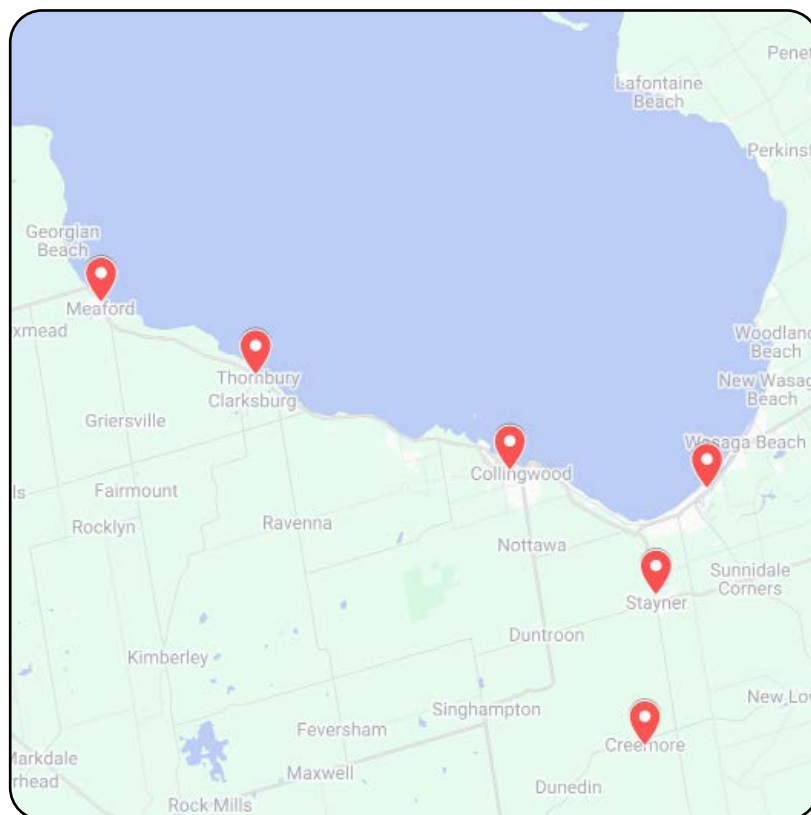
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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