



2026

MARCH

OWEN SOUND

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

PAUL
AVERY
REAL ESTATE
COLLINGWOOD - GEORGIAN BAY

OVERVIEW

SELLER'S MARKET

In Owen Sound, the real estate market shifted into seller's market territory this March, driven by tightening inventory and a notable increase in sales activity year-over-year. The median sale price declined 18.18% to \$450,000, while the average sale price dipped 7.80% to \$470,862, reflecting some downward pressure on pricing despite stronger demand. Sales activity increased significantly, with sales volume rising 26.17% to \$12,242,400 and unit sales climbing 36.84% to 26 transactions. At the same time, new listings dropped sharply by 38.60%, contributing to constrained supply, while expired listings rose 66.67%, indicating some properties are still missing the mark on pricing or positioning. With the unit sales-to-listings ratio reaching 74.29%, market conditions now favour sellers, with limited inventory creating increased competition among buyers.



March year-over-year sales volume of \$12,242,400

Up +26.17% from 2025's \$9,702,900 with unit sales of 26 up from last March's 19. New listings of 35 are down -38.6% from a year ago, with the sales/listing ratio of 74.29% up 122.86%.



Year-to-date sales volume of \$24,557,400

Down -9.07% from 2025's \$27,007,572 with unit sales of 53 down -3.64% from 2025's 55. New listings of 90 are down -23.08% from a year ago, with the sales/listing ratio of 58.89% up 25.27%.



Year-to-date average sale price of \$457,981

Down -5.99% from \$487,150 one year ago with median sale price of \$450,000 down from \$464,950 one year ago. Average days-on-market of 60 is down 13 days from last year.

MARCH NUMBERS

Median Sale Price

\$450,000

-18.18%

Average Sale Price

\$470,862

-7.8%

Sales Volume

\$12,242,400

+26.17%

Unit Sales

26

+36.84%

New Listings

35

-38.6%

Expired Listings

5

+66.67%

Unit Sales/Listings Ratio

74.29%

+122.86%

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

THE MARKET IN DETAIL

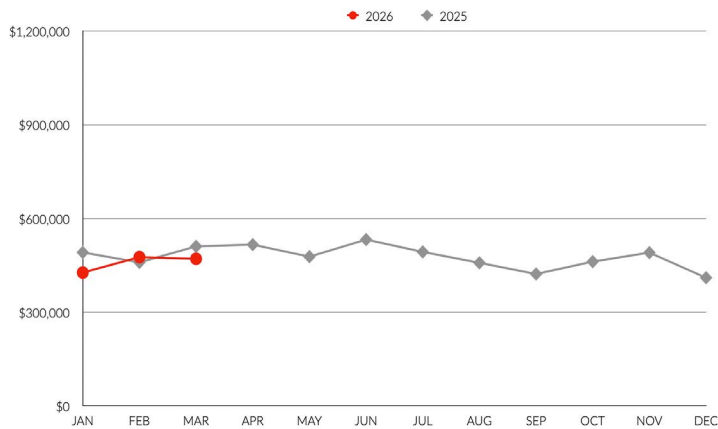
	2024	2025	2026	2025-2026
YTD Volume Sales	\$31,169,800	\$27,007,572	\$24,557,400	-9.07%
YTD Unit Sales	68	55	53	-3.64%
YTD New Listings	140	117	90	-23.08%
YTD Sales/Listings Ratio	48.57%	47.01%	58.89%	+25.27%
YTD Expired Listings	21	20	25	+25%
Monthly Volume Sales	\$11,145,000	\$9,702,900	\$12,242,400	+26.17%
Monthly Unit Sales	24	19	26	+36.84%
Monthly New Listings	56	57	35	-38.6%
Monthly Sales/Listings Ratio	42.86%	33.33%	74.29%	+122.86%
Monthly Expired Listings	8	3	5	+66.67%
Monthly Average Sale Price	\$464,375	\$510,679	\$470,862	-7.8%
YTD Sales: \$0-\$199K	2	1	1	No Change
YTD Sales: \$200k-349K	9	10	13	+30%
YTD Sales: \$350K-\$549K	47	23	24	+4.35%
YTD Sales: \$550K-\$749K	7	16	11	-31.25%
YTD Sales: \$750K-\$999K	3	5	4	-20%
YTD Sales: \$1M+	0	0	0	No Change
YTD Sales: \$2M+	0	0	0	No Change
YTD Average Days-On-Market	54.67	73.00	60.00	-17.81%
YTD Average Sale Price	\$456,055	\$487,150	\$457,981	-5.99%
YTD Median Sale Price	\$435,000	\$464,950	\$450,000	-3.22%

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

AVERAGE SALE PRICE

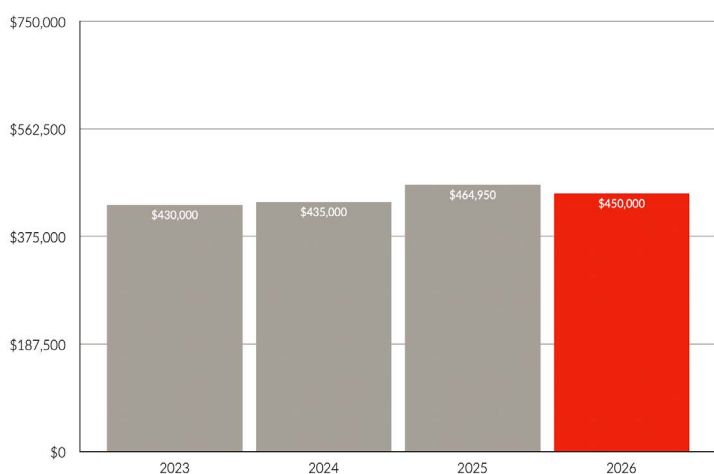


Year-Over-Year

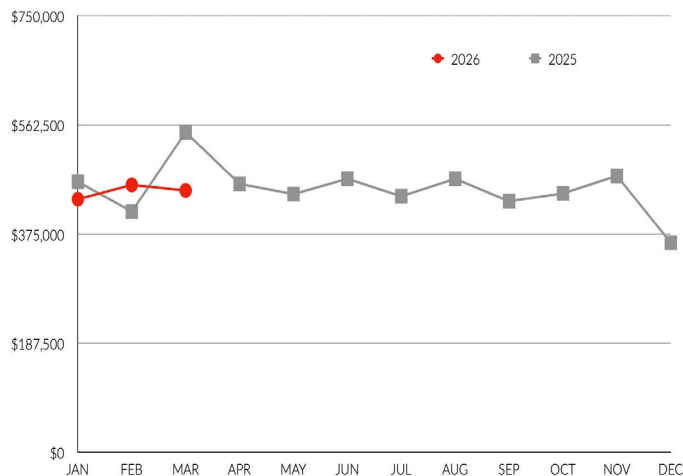


Month-Over-Month 2025 vs. 2026

MEDIAN SALE PRICE



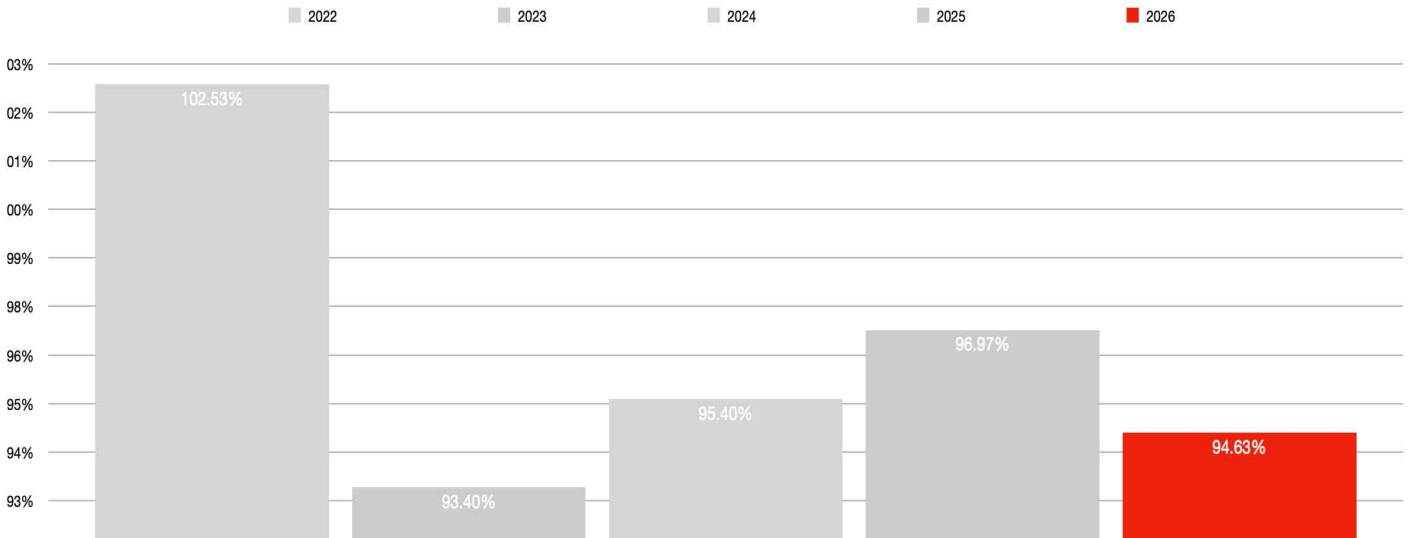
Year-Over-Year



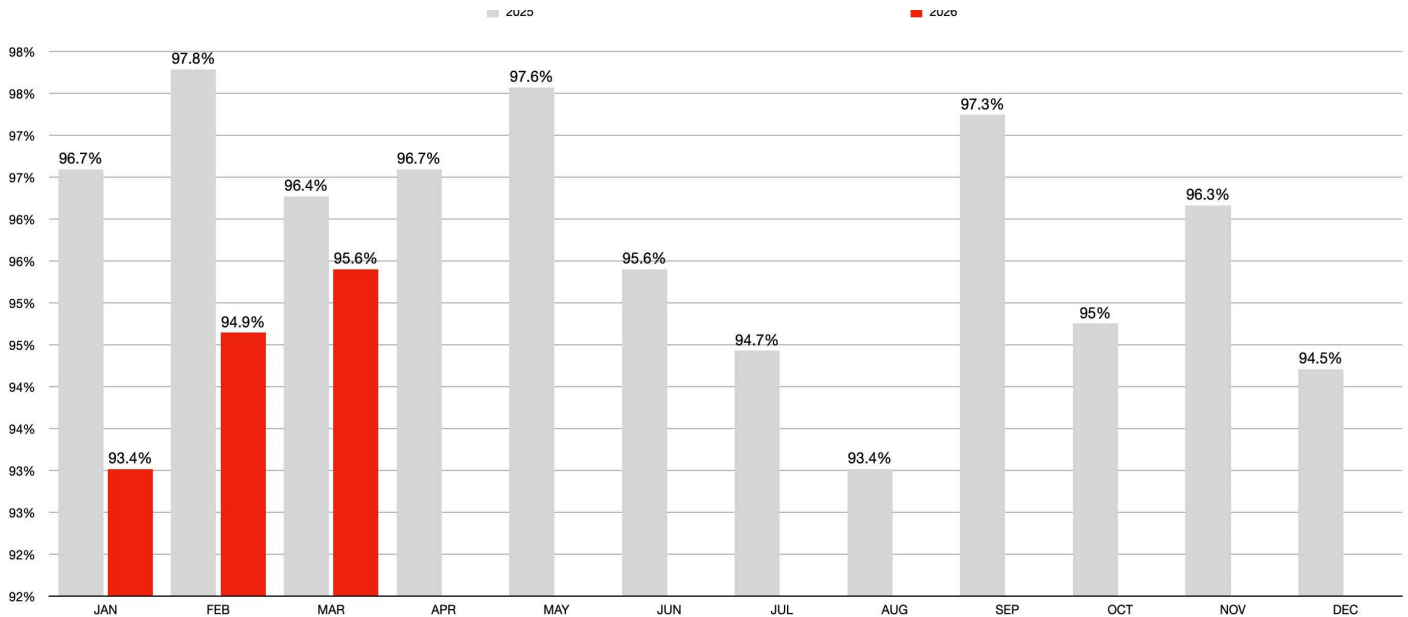
Month-Over-Month 2025 vs. 2026

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

SALE PRICE VS. LIST PRICE RATIO

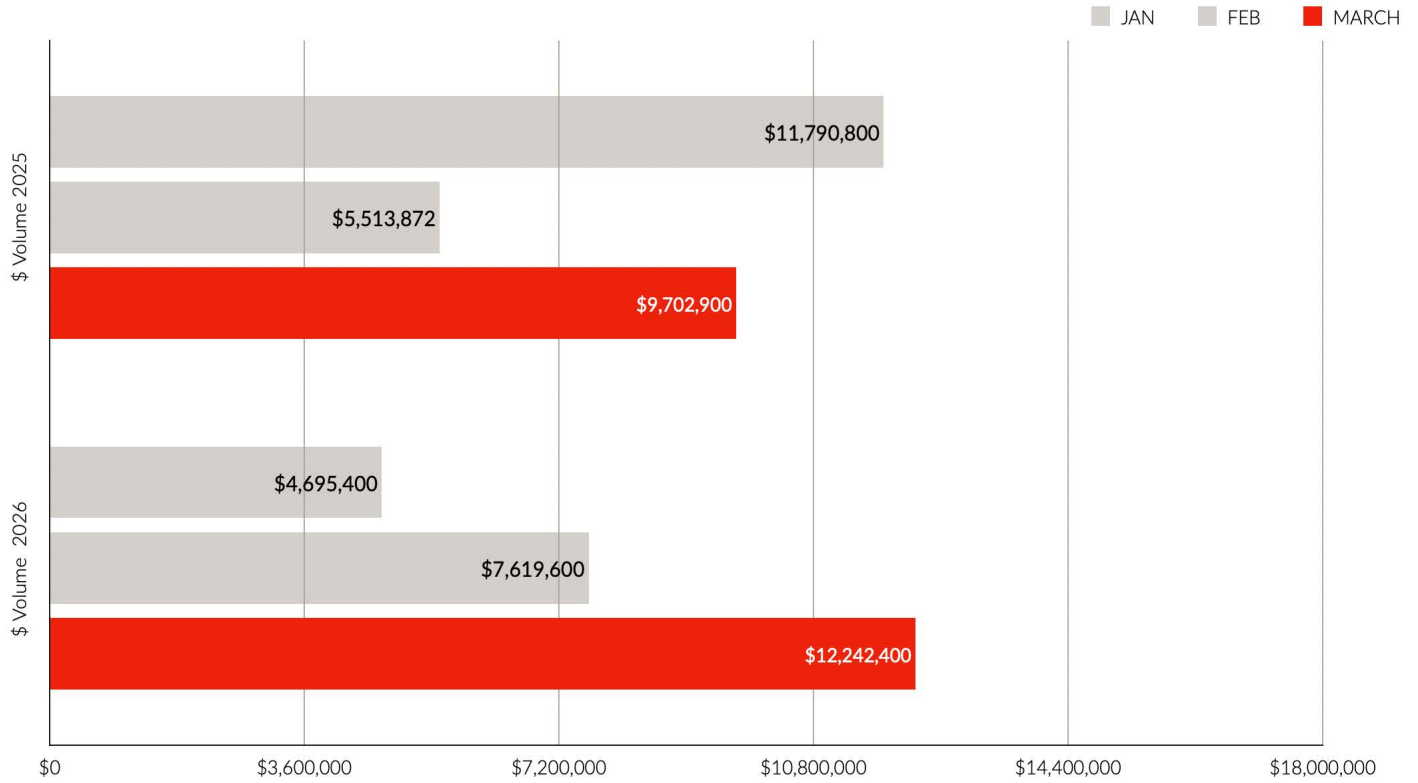


Year-Over-Year

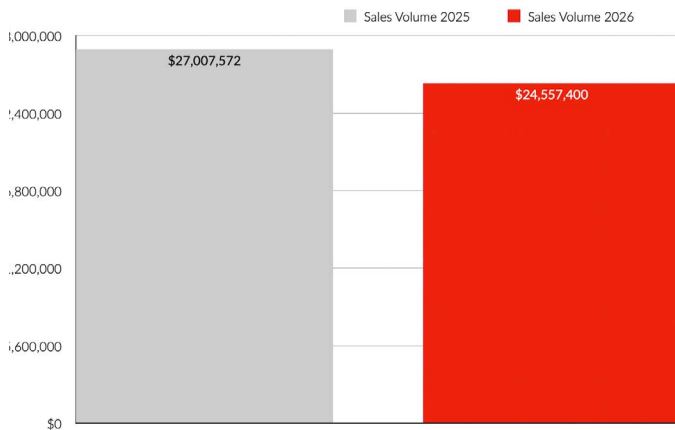


Month-Over-Month 2025 vs. 2026

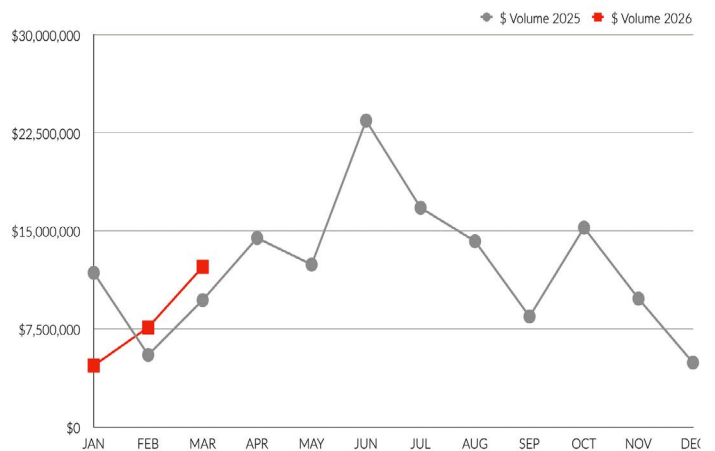
DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

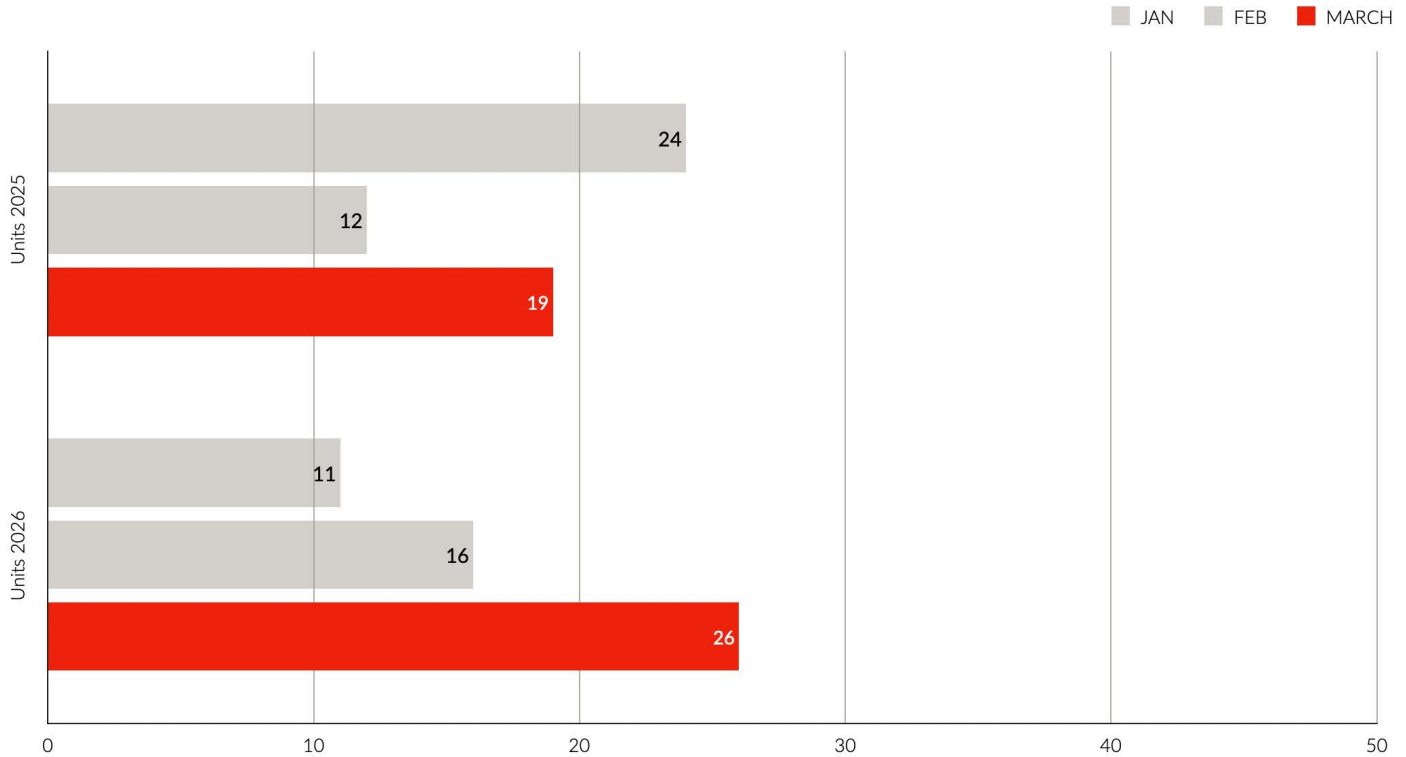


Yearly Totals 2025 vs. 2026

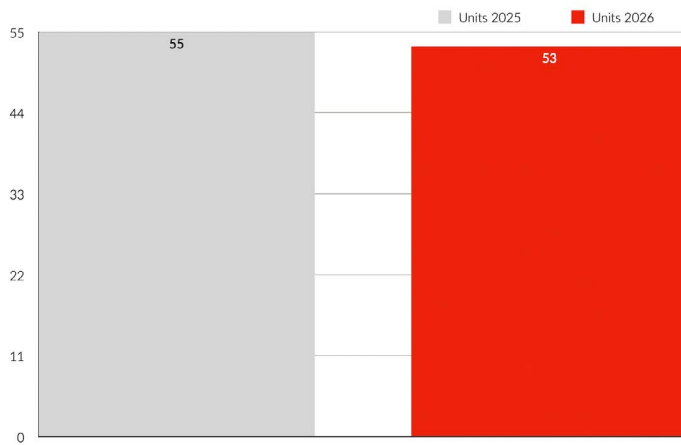


Month vs. Month 2025 vs. 2026

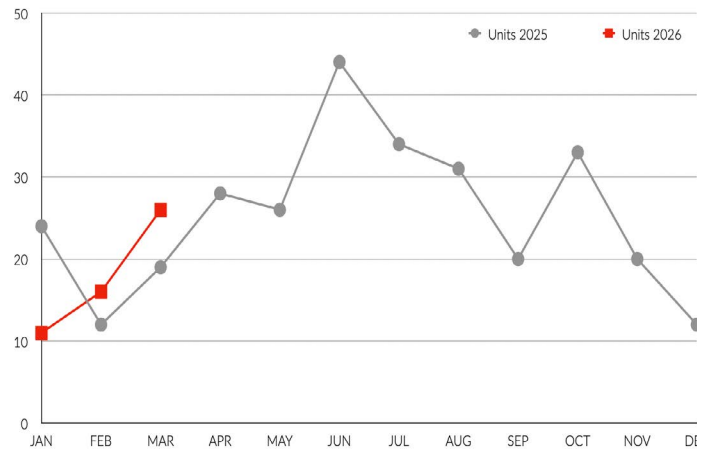
UNIT SALES



Monthly Comparison 2025 vs. 2026

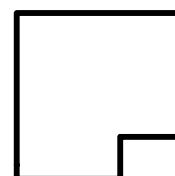

















Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$21,990,400 -4.27%	 \$2,567,000 -36.4%	 \$0 No Change
YTD Unit Sales	 46 +4.55%	 7 -36.36%	 0 No Change
YTD Average Sale Price	 \$478,052 +12.29%	 \$366,714 -0.06%	 \$0 No Change
March Sales Volume	 \$11,127,400 +18.82%	 \$1,115,000 +229.88%	 \$0 No Change
March Unit Sales	 23 +27.78%	 3 +200%	 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

OWEN SOUND

519-538-5755
96 Sykes St N, Owen Sound

THORNBURY

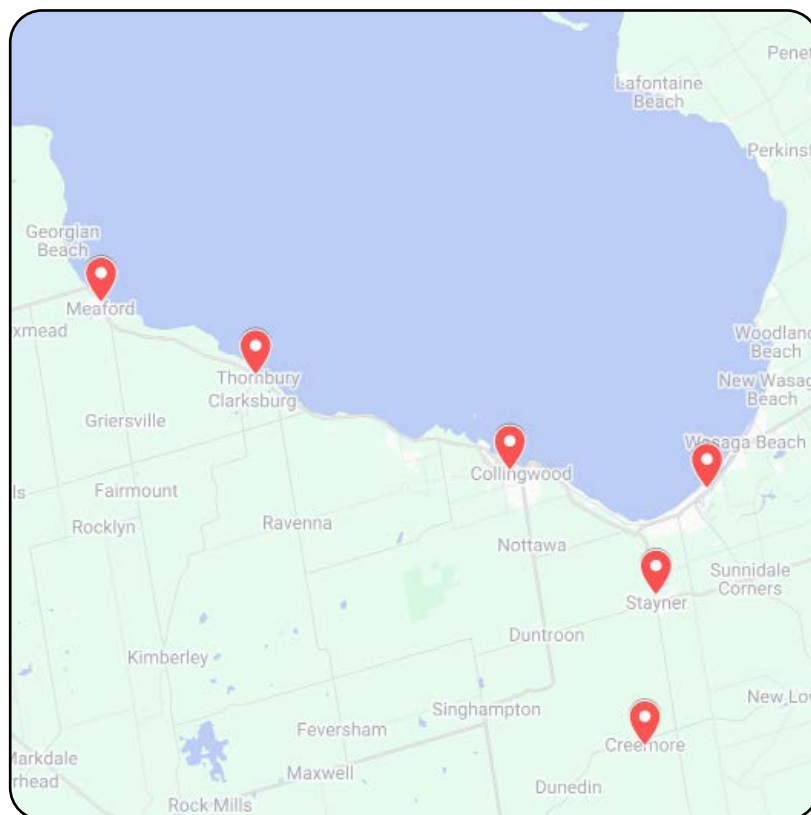
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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