



# 2026

# MARCH

# SIMCOE COUNTY

## Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

PAUL  
AVERY  
REAL ESTATE  
COLLINGWOOD - GEORGIAN BAY

# OVERVIEW

## BUYER'S MARKET

In [Simcoe County](#), the real estate market continued to lean firmly in buyer's market territory, with softer pricing and mixed activity levels year-over-year. The median sale price declined 7.86% to \$645,000, while the average sale price saw a more significant drop of 24.01% to \$711,356, highlighting ongoing downward pressure on values. Sales volume remained relatively stable, dipping just 1.32% to \$61,887,929, while unit sales increased 29.85% to 87 transactions, suggesting improved buyer engagement compared to last year. New listings decreased 12.02% to 410, and expired listings held steady, indicating some tightening in available inventory. However, with the unit sales-to-listings ratio at 21.22%, market conditions continue to favour buyers, who are benefiting from increased choice, greater negotiating leverage, and more attractive pricing opportunities.



### March year-over-year sales volume of \$61,887,929

Down -1.32% from 2025's \$62,718,801 with unit sales of 87 up from last March's 67. New listings of 410 are down -12.02% from a year ago, with the sales/listing ratio of 21.22% up 47.59%.



### Year-to-date sales volume of \$176,234,519

Down -10.17% from 2025's \$196,197,106 with unit sales of 240 up +0.84% from 2025's 238. New listings of 1,006 are down -6.77% from a year ago, with the sales/listing ratio of 23.86% up 8.16%.



### Year-to-date average sale price of \$735,250

Down -11.72% from \$832,871 one year ago with median sale price of \$647,250 down from \$685,000 one year ago. Average days-on-market of 60 is down 3 days from last year.

## MARCH NUMBERS

Median Sale Price

**\$645,000**

-7.86%

Average Sale Price

**\$711,356**

-24.01%

Sales Volume

**\$61,887,929**

-1.32%

Unit Sales

**87**

+29.85%

New Listings

**410**

-12.02%

Expired Listings

**78**

No Change

Unit Sales/Listings Ratio

**21.22%**

+47.59%

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

# THE MARKET IN DETAIL

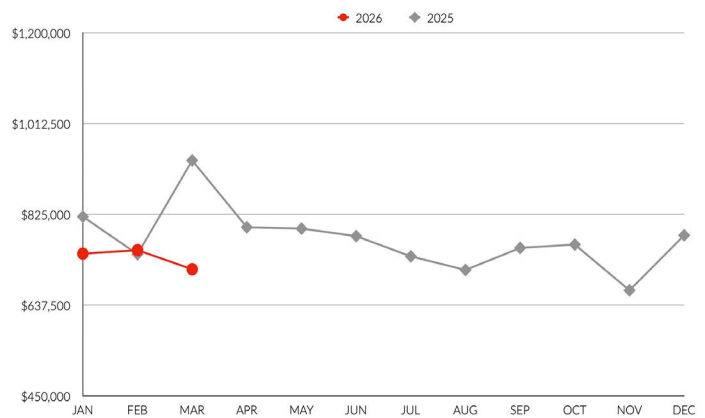
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$337,773,620	\$196,197,106	\$176,234,519	-10.17%
<b>YTD Unit Sales</b>	430	238	240	+0.84%
<b>YTD New Listings</b>	1,339	1,079	1,006	-6.77%
<b>YTD Sales/Listings Ratio</b>	32.11%	22.06%	23.86%	+8.16%
<b>YTD Expired Listings</b>	319	267	271	+1.5%
<b>Monthly Volume Sales</b>	\$145,124,296	\$62,718,801	\$61,887,929	-1.32%
<b>Monthly Unit Sales</b>	165	67	87	+29.85%
<b>Monthly New Listings</b>	549	466	410	-12.02%
<b>Monthly Sales/Listings Ratio</b>	30.05%	14.38%	21.22%	+47.59%
<b>Monthly Expired Listings</b>	80	78	78	No Change
<b>Monthly Average Sale Price</b>	\$879,541	\$936,102	\$711,356	-24.01%
<b>YTD Sales: \$0-\$199K</b>	11	4	4	No Change
<b>YTD Sales: \$200k-349K</b>	11	11	12	+9.09%
<b>YTD Sales: \$350K-\$549K</b>	80	50	60	+20%
<b>YTD Sales: \$550K-\$749K</b>	147	79	77	-2.53%
<b>YTD Sales: \$750K-\$999K</b>	107	52	47	-9.62%
<b>YTD Sales: \$1M+</b>	64	38	36	-5.26%
<b>YTD Sales: \$2M+</b>	10	5	4	-20%
<b>YTD Average Days-On-Market</b>	54.67	62.67	60.33	-3.72%
<b>YTD Average Sale Price</b>	\$775,982	\$832,871	\$735,250	-11.72%
<b>YTD Median Sale Price</b>	\$660,000	\$685,000	\$647,250	-5.51%

Simcoe County MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

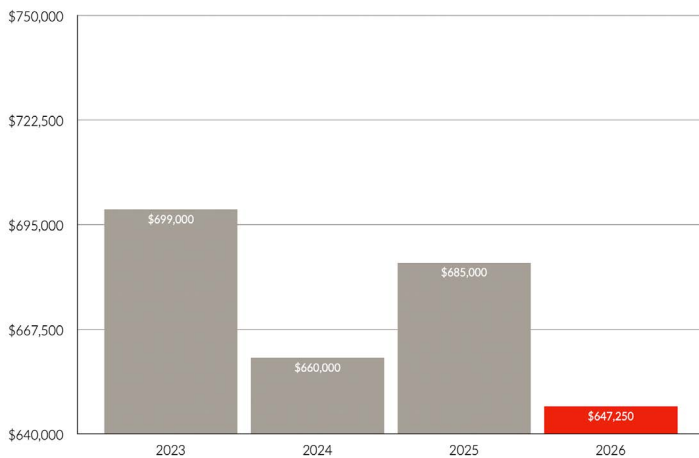


Year-Over-Year

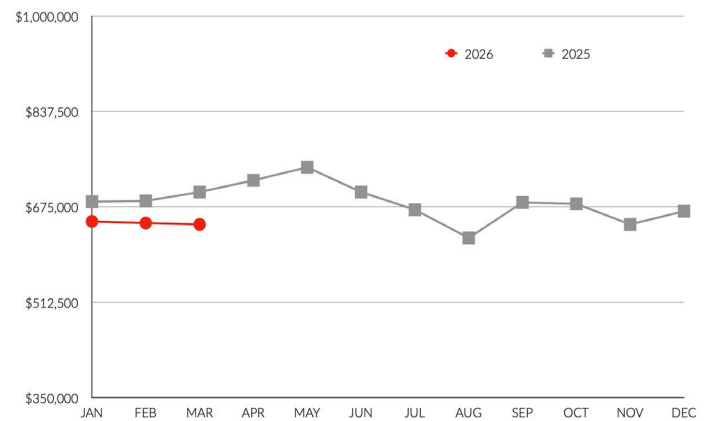


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



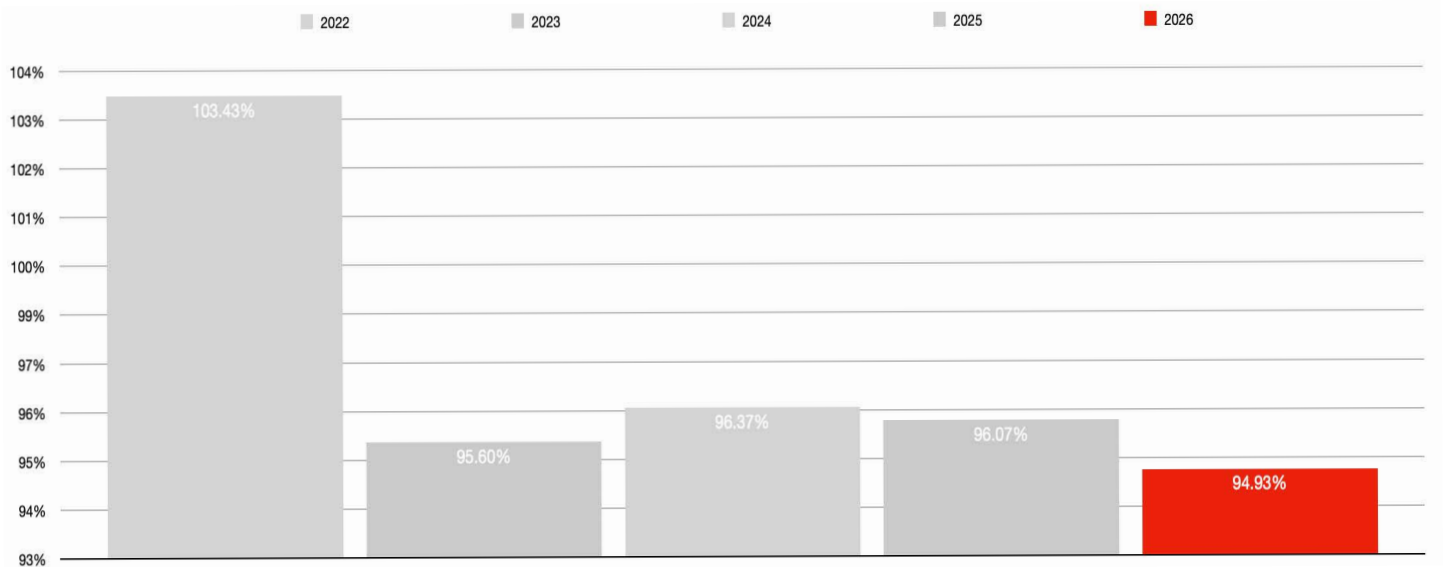
Year-Over-Year



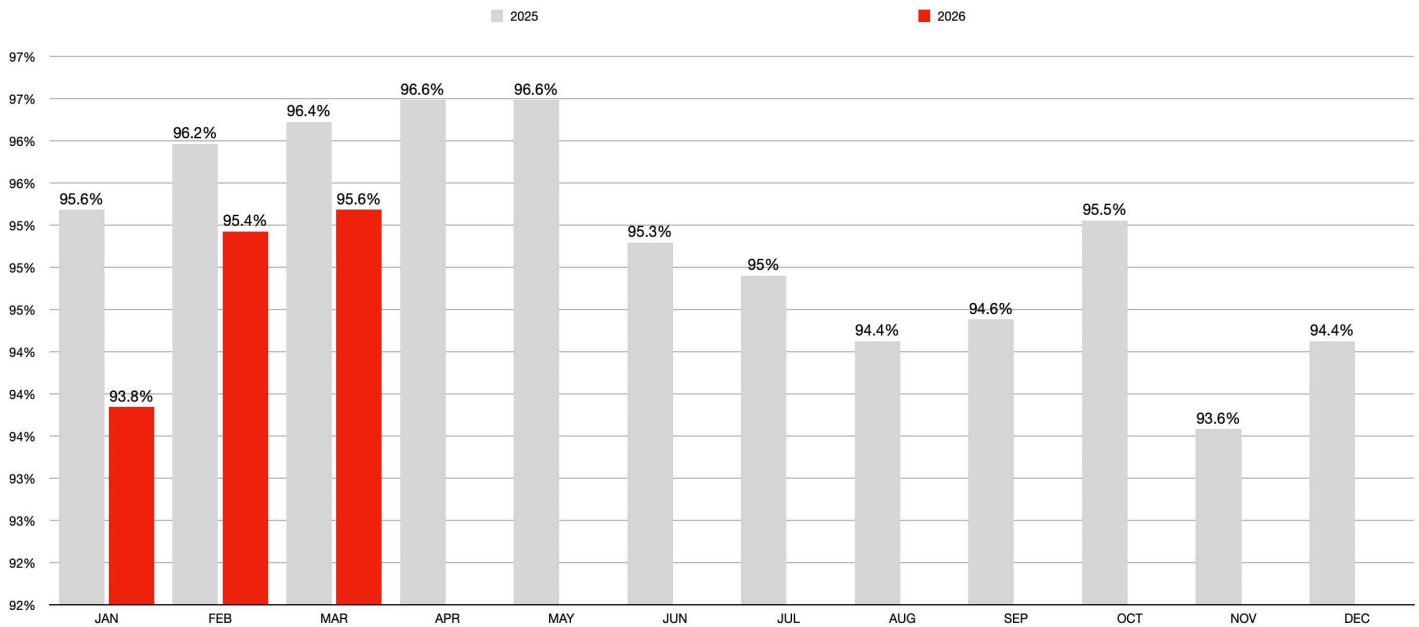
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

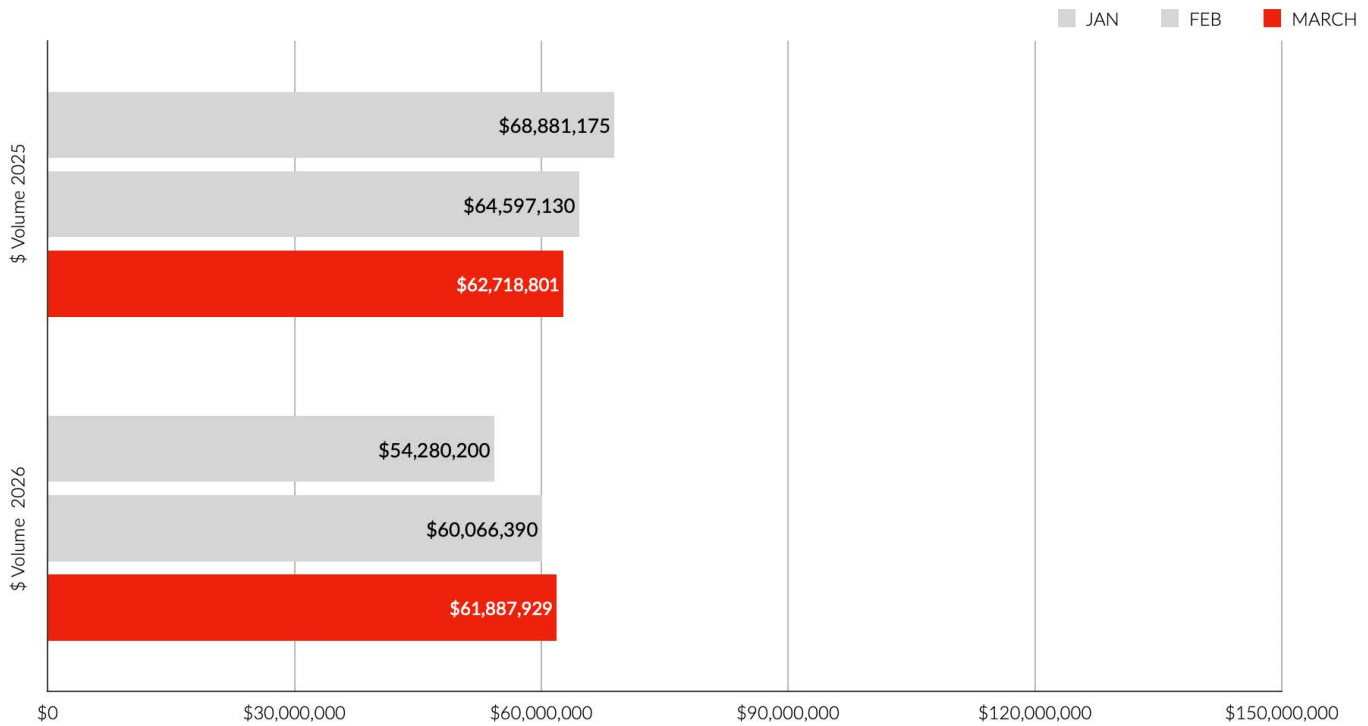


## Year-Over-Year

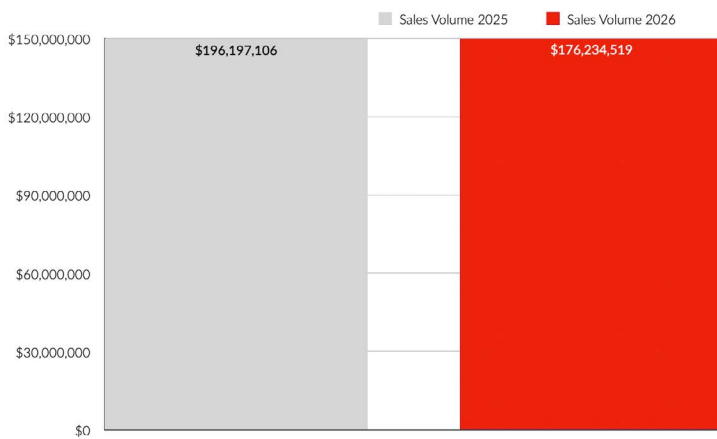


## Month-Over-Month 2025 vs. 2026

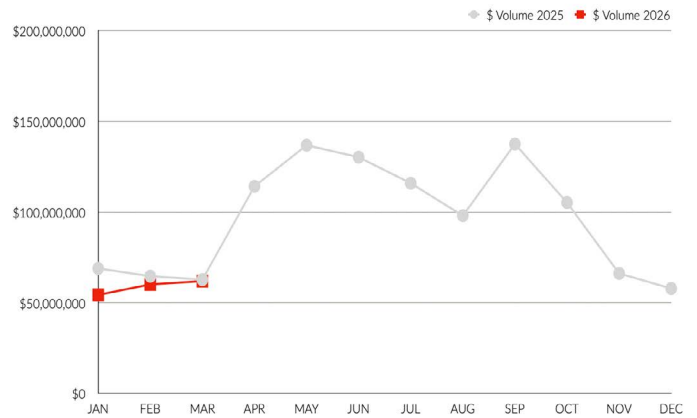
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

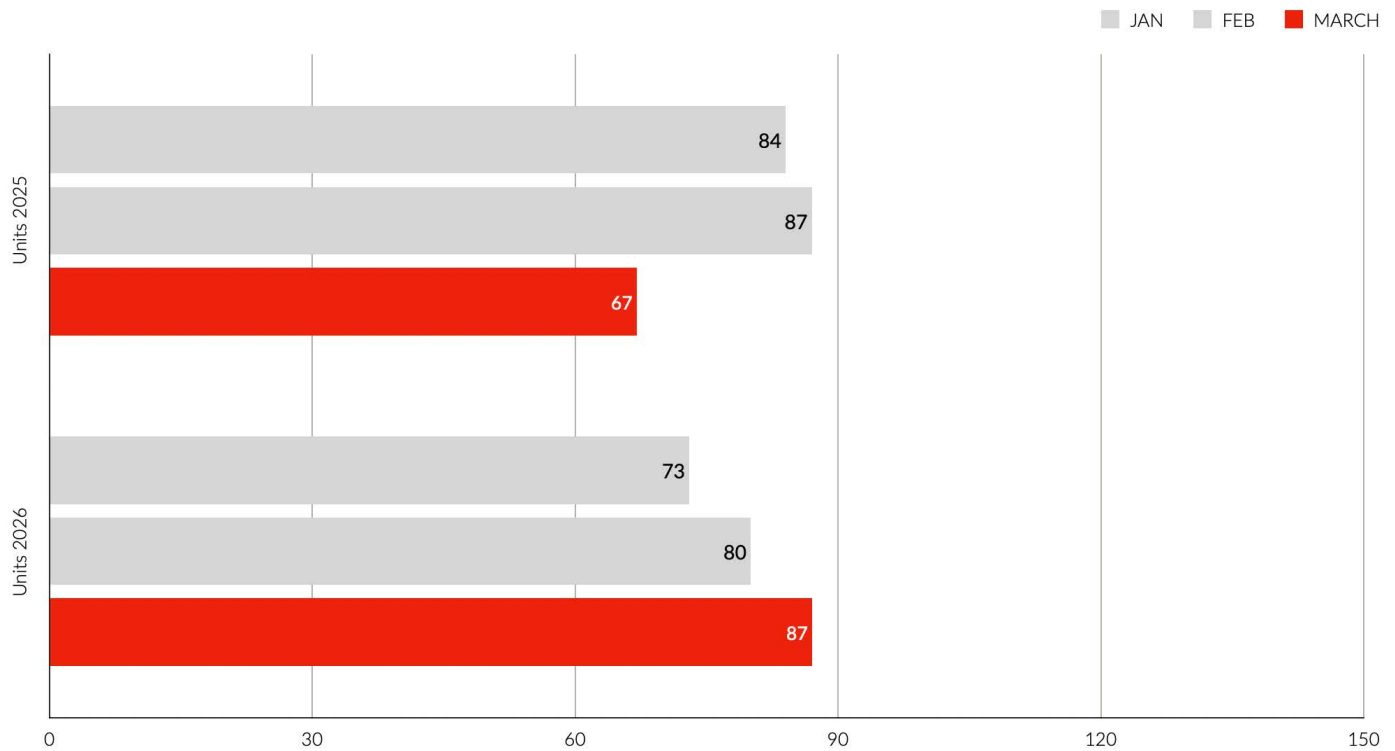


Yearly Totals 2025 vs. 2026

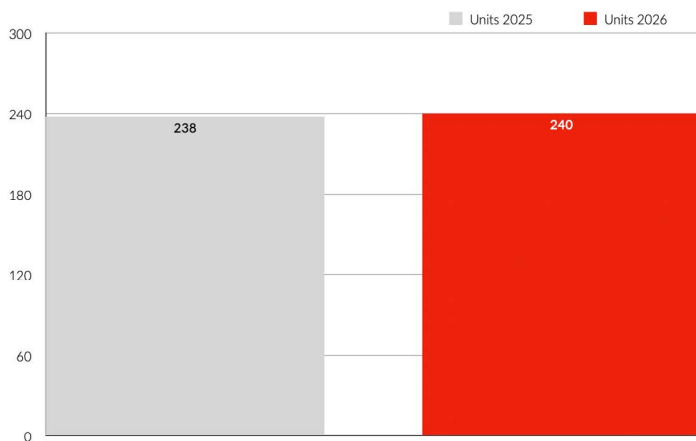


Month vs. Month 2025 vs. 2026

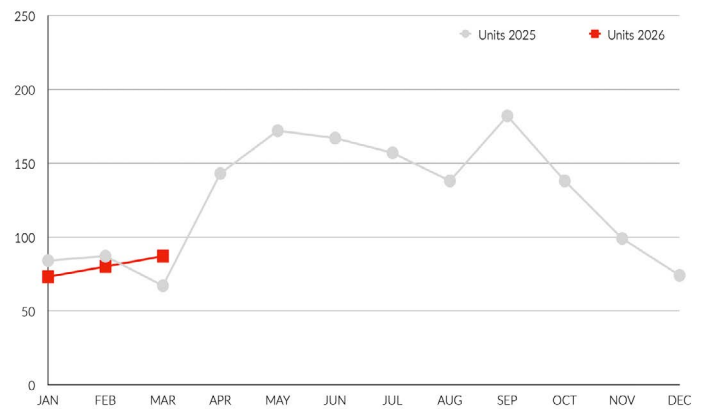
# UNIT SALES



Monthly Comparison 2025 vs. 2026

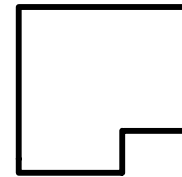


Yearly Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$145,709,980 -13.12%	 \$30,524,539 +7.18%	 \$2,310,000 -56.89%
YTD Unit Sales	 188 +0.53%	 52 +1.96%	 5 -44.44%
YTD Average Sale Price	 \$775,053 +10.9%	 \$587,010 +5.12%	 \$462,000.00 -22.41%
March Sales Volume	 \$53,450,490 -4.9%	 \$8,437,439 +29.49%	 \$895,000 -11.56%
March Unit Sales	 69 +27.78%	 18 +38.46%	 3 +50%

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

## GREY HIGHLANDS

519-538-5755  
96 Sykes St N, Simcoe County

## THORNBURY

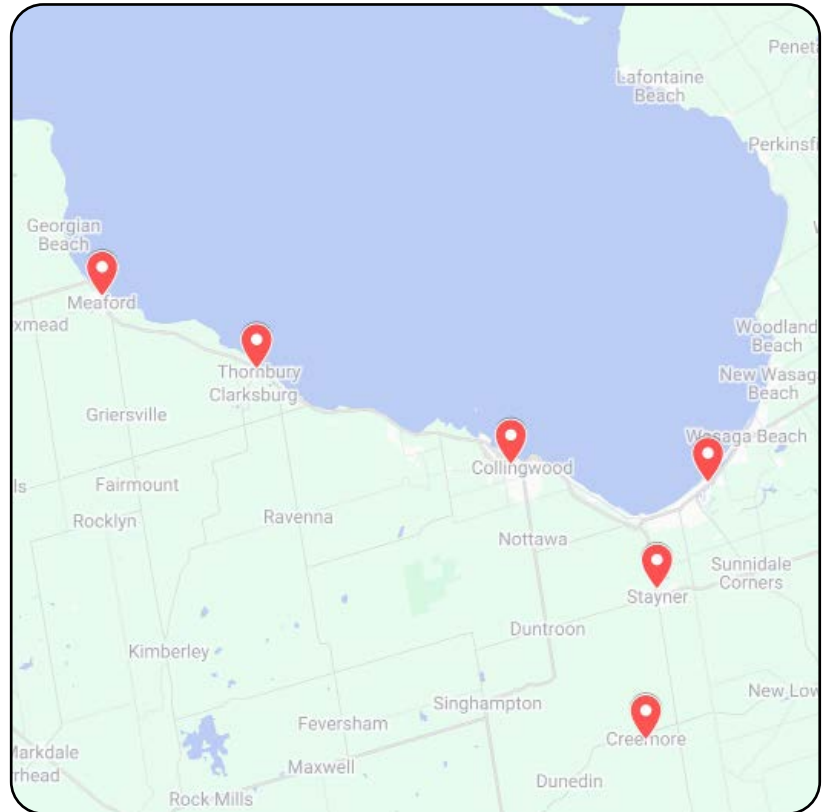
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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