



# 2026

# APRIL

## SOUTHERN

## GEORGIAN BAY

## Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

PAUL  
AVERY  
REAL ESTATE  
COLLINGWOOD - GEORGIAN BAY

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 Southern Georgian Bay real estate market remained firmly in buyer's market territory this April, with softer pricing year-over-year despite an increase in unit sales. The median sale price declined 11.95% to \$645,000, while the average sale price fell 7.46% to \$779,721, reflecting continued downward pressure on home values. Sales volume edged down 1.49% to \$154,384,691, even as unit sales increased 6.45% to 198 transactions, suggesting buyers are still active but transacting at lower price points overall. New listings rose 6.91% to 820, while expired listings increased slightly by 1.48% to 137. With the unit sales-to-listings ratio at 24.15%, conditions continue to favour buyers, offering ample selection, negotiating flexibility, and more favourable pricing opportunities across the region.

### April year-over-year sales volume of \$154,384,691



Down -1.49% from 2025's \$156,713,050 with unit sales of 198 up +6.45% from last April's 186. New listings of 820 are up +6.91% from a year ago, with the sales/listing ratio of 24.15% down -0.43%.

### Year-to-date sales volume of \$481,999,810



Up +3.62% from 2025's \$465,169,083 with unit sales of 605 up +12.24% from 2025's 539. New listings of 2,351 are up +3.84% from a year ago, with the sales/listing ratio of 25.73% up 8.09%.

### Year-to-date average sale price of \$796,350



Down from \$869,474 one year ago with median sale price of \$637,250 down from \$728,500 one year ago. Average days-on-market of 64 remain unchanged from last year.

## APRIL NUMBERS

Median Sale Price

**\$645,000**

-11.95%

Average Sale Price

**\$779,721**

-7.46%

Sales Volume

**\$154,384,691**

-1.49%

Unit Sales

**198**

+6.45%

New Listings

**820**

+6.91%

Expired Listings

**137**

+1.48%

Unit Sales/Listings Ratio

**24.15%**

-0.43%

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

# THE MARKET IN DETAIL

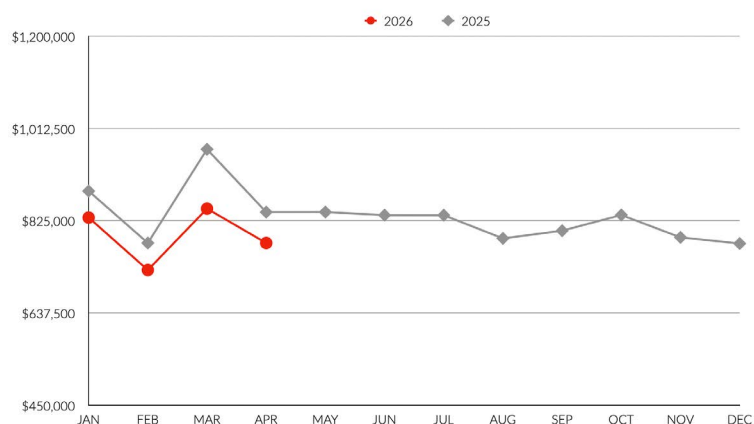
	2024	2025	2026	2025-2026
<b>YTD Volume Sales</b>	\$439,130,929	\$465,169,083	\$481,999,810	+3.62%
<b>YTD Unit Sales</b>	566	539	605	+12.24%
<b>YTD New Listings</b>	1,877	2,264	2,351	+3.84%
<b>YTD Sales/Listings Ratio</b>	30.15%	23.81%	25.73%	+8.09%
<b>YTD Expired Listings</b>	1,156	571	576	+0.88%
<b>Monthly Volume Sales</b>	\$131,104,448	\$156,713,050	\$154,384,691	-1.49%
<b>Monthly Unit Sales</b>	163	186	198	+6.45%
<b>Monthly New Listings</b>	603	767	820	+6.91%
<b>Monthly Sales/Listings Ratio</b>	27.03%	24.25%	24.15%	-0.43%
<b>Monthly Expired Listings</b>	274	135	137	+1.48%
<b>Monthly Average Sale Price</b>	\$804,322	\$842,543	\$779,721	-7.46%
<b>YTD Sales: \$0-\$199K</b>	12	10	11	+10%
<b>YTD Sales: \$200k-349K</b>	26	25	43	+72%
<b>YTD Sales: \$350K-\$549K</b>	139	92	154	+67.39%
<b>YTD Sales: \$550K-\$749K</b>	161	158	176	+11.39%
<b>YTD Sales: \$750K-\$999K</b>	118	128	108	-15.63%
<b>YTD Sales: \$1M+</b>	126	111	86	-22.52%
<b>YTD Sales: \$2M+</b>	27	17	30	+76.47%
<b>YTD Average Days-On-Market</b>	53.25	63.75	63.50	-0.39%
<b>YTD Average Sale Price</b>	\$771,181	\$869,474	\$796,350	-8.41%
<b>YTD Median Sale Price</b>	\$686,250	\$728,500	\$637,250	-12.53%

Southern Georgian Bay MLS Sales and Listing Summary  
2024 vs. 2025 vs. 2026

# AVERAGE SALE PRICE

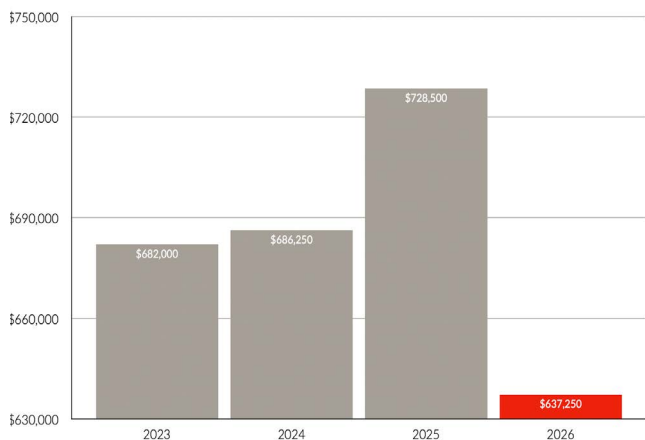


Year-Over-Year

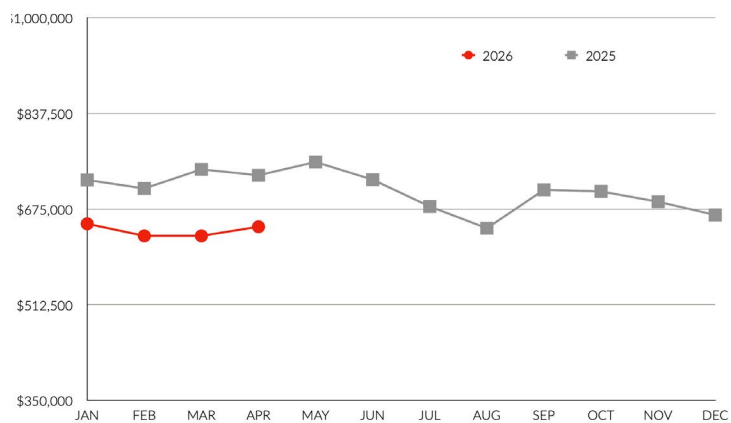


Month-Over-Month 2025 vs. 2026

# MEDIAN SALE PRICE



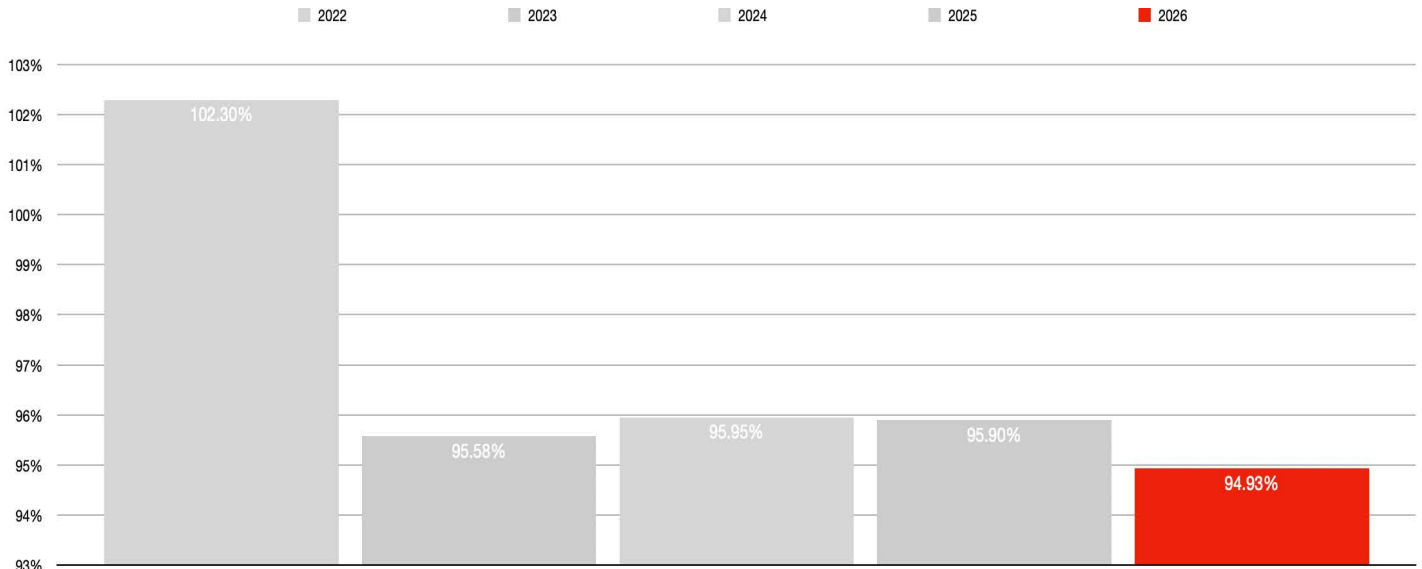
Year-Over-Year



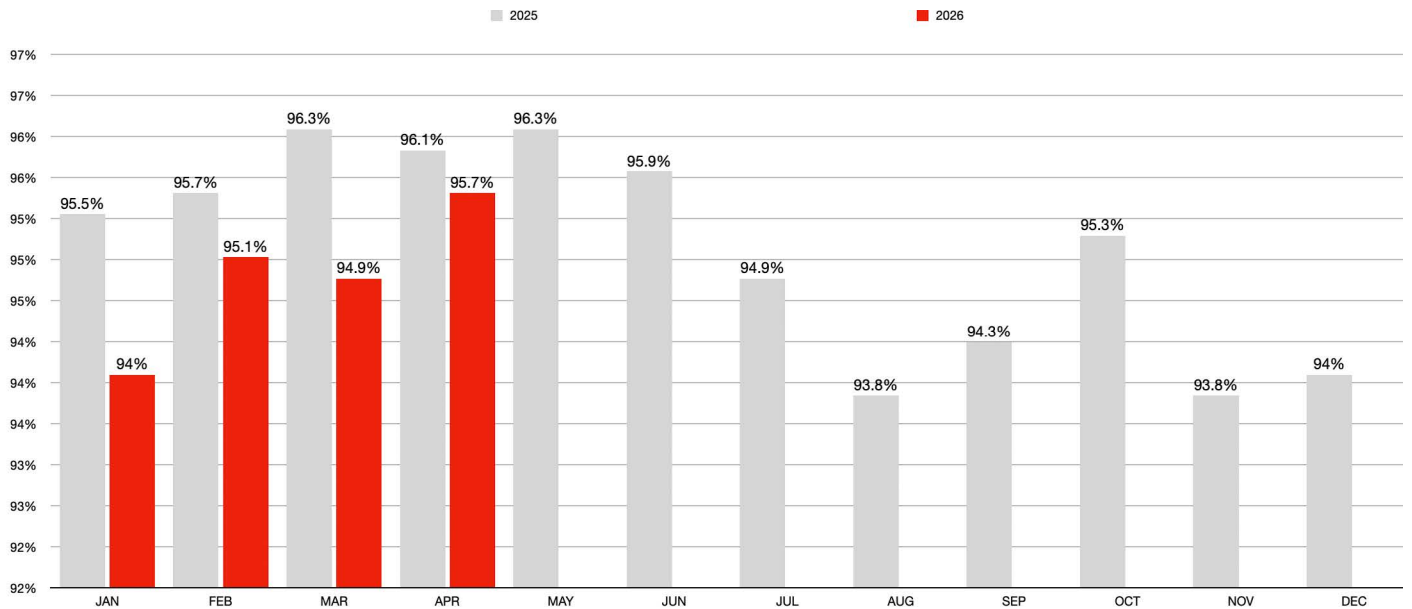
Month-Over-Month 2025 vs. 2026

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

# SALE PRICE VS. LIST PRICE RATIO

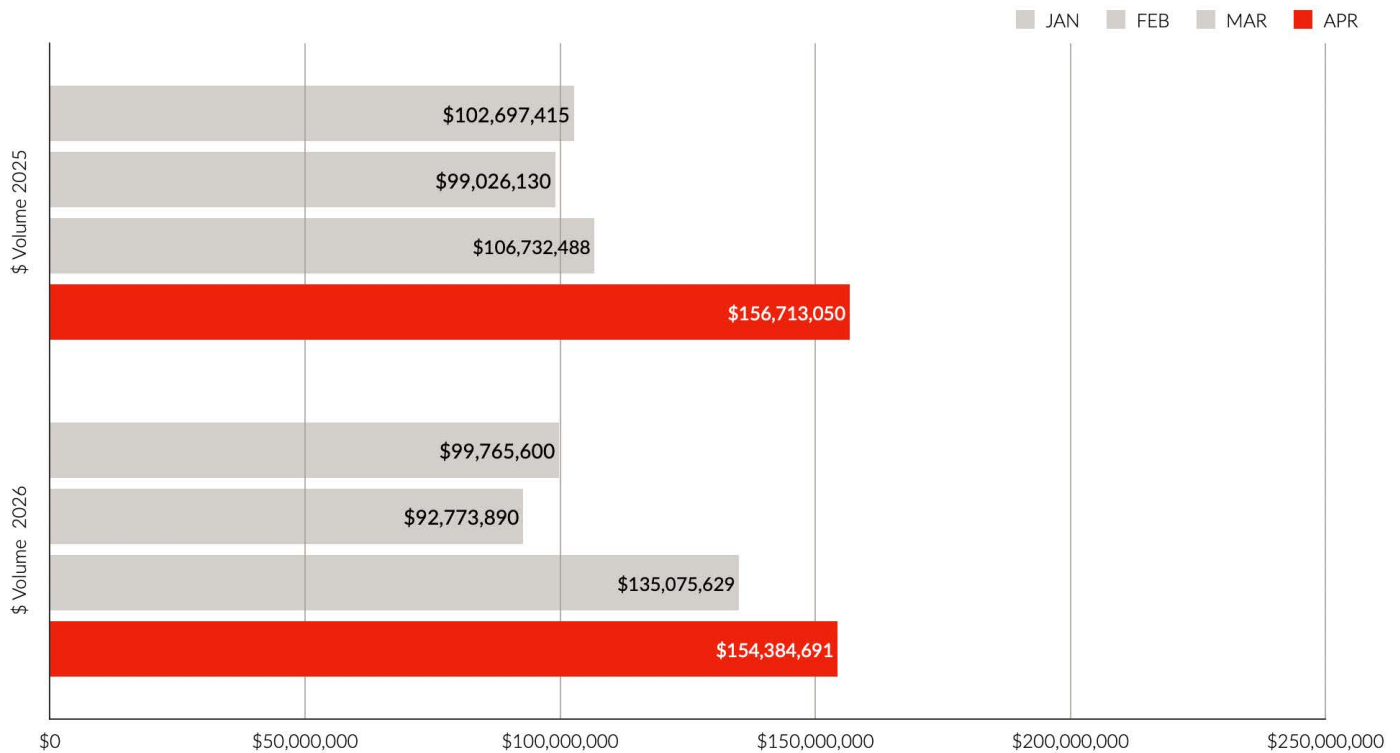


## Year-Over-Year

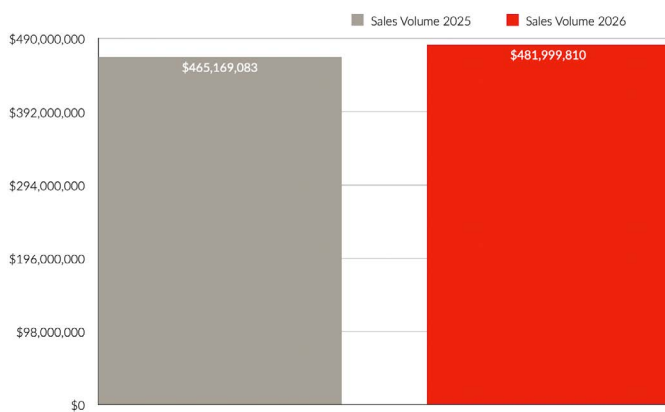


## Month-Over-Month 2025 vs. 2026

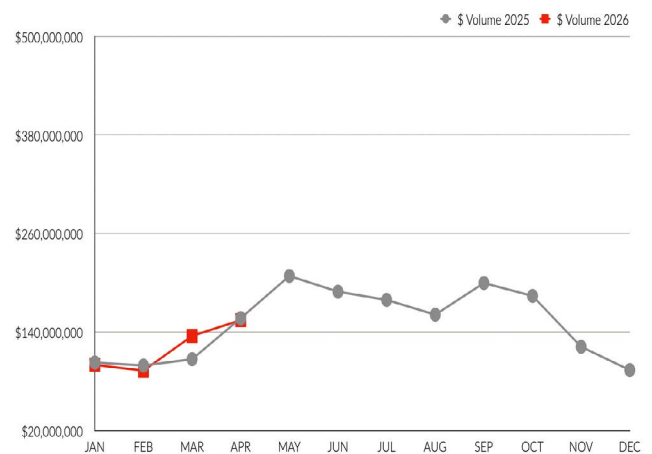
# DOLLAR VOLUME SALES



Monthly Comparison 2025 vs. 2026

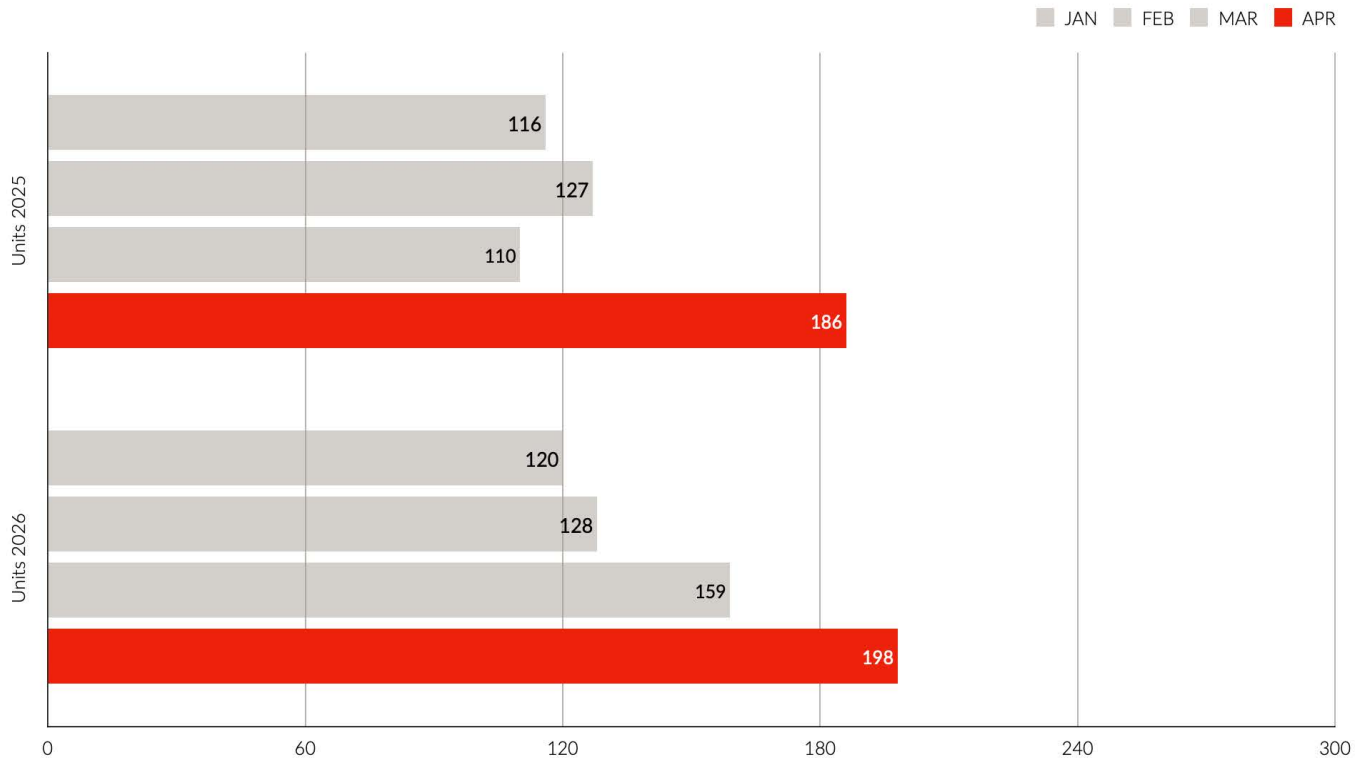


YTD Totals 2025 vs. 2026

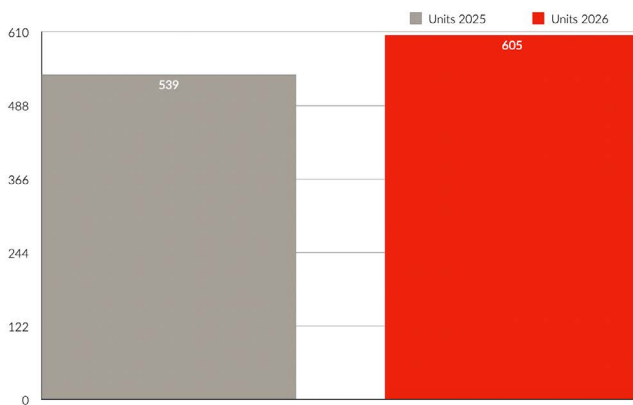


Month vs. Month 2025 vs. 2026

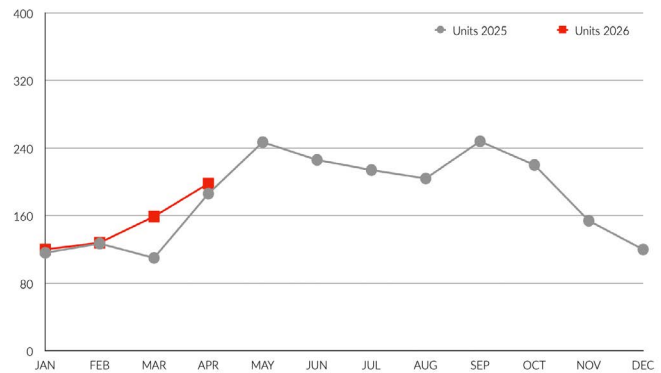
# UNIT SALES



Monthly Comparison 2025 vs. 2026

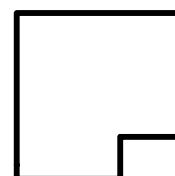


YTD Totals 2025 vs. 2026



Month vs. Month 2025 vs. 2026

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$412,563,030 +1.23%	\$69,436,781 +20.49%	\$7,293,500 -43.89%
YTD Unit Sales	486 +10.71%	119 +19%	17 -37.04%
YTD Average Sale Price	\$848,895 +10.92%	\$583,502 +1.25%	\$429,029.41 -10.88%
April Sales Volume	\$134,689,250 -6.58%	\$19,695,442 +57.13%	\$799,000 -73.06%
April Unit Sales	169 +2.42%	29 +38.1%	3 -75%

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

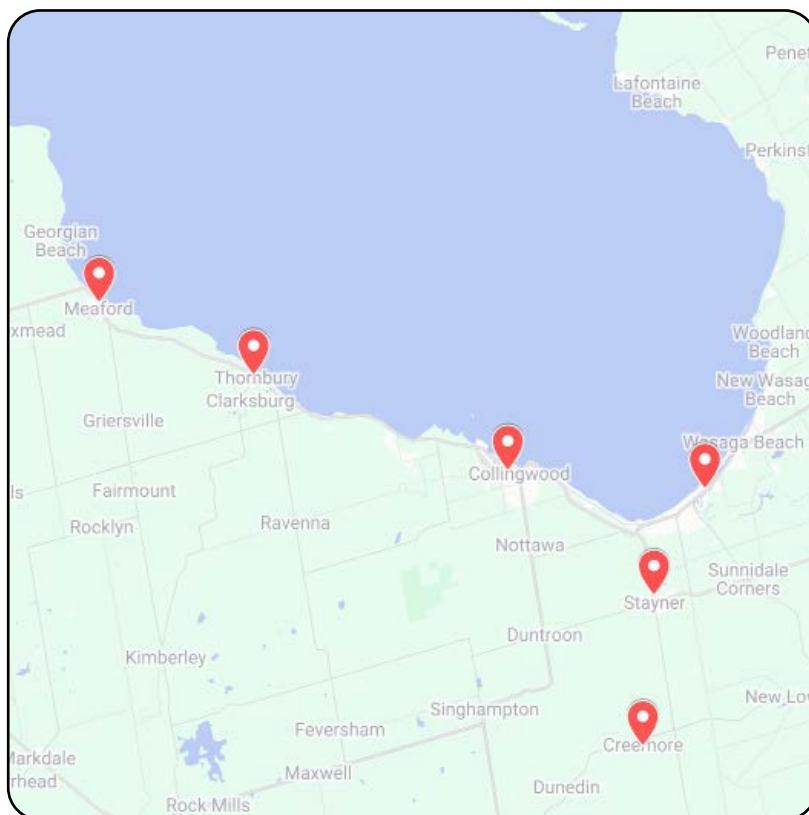
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach


## STAYNER

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



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