



# 2025

# NOVEMBER

## SOUTHERN

## GEORGIAN BAY

## 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

## BUYER'S MARKET

The Southern Georgian Bay real estate market continued to favour buyers this November, as softer pricing and steadier sales activity shaped market conditions. The median sale price declined 4.84% year-over-year to \$687,500, while the average sale price eased 2.76% to \$791,117, reflecting a shift toward more budget-conscious transactions. Sales volume decreased 7.56% to \$121.83 million, in line with a 4.94% drop in unit sales to 154 properties. Inventory rose meaningfully, with new listings up 10.8% to 431, while expired listings fell sharply by 61.14% to 204, suggesting sellers are adjusting expectations to meet current demand. Despite more active turnover, the sales-to-new listings ratio slipped to 35.73%—down 14.20% year-over-year—maintaining clear buyer's-market conditions heading into the winter season.

November year-over-year sales volume of \$121,832,010



Down -7.56% from 2024's \$131,798,545 with unit sales of 154 down -4.94% from last November's 162. New listings of 431 are up +10.8% from a year ago, with the sales/listing ratio of 35.73% down -14.20%.

Year-to-date sales volume of \$1,707,417,095



Up +24.51% from 2024's \$1,371,330,553 with unit sales of 2052 up +17.06% from 2024's 1753. New listings of 7,308 are up +27.41% from a year ago, with the sales/listing ratio of 28.08% down -8.12%.

Year-to-date average sale price of \$837,691



Up from \$779,514 one year ago with median sale price of \$710,000 up from \$700,000 one year ago. Average days-on-market of 59 is up 6 days from last year.

## NOVEMBER NUMBERS

Median Sale Price

**\$687,500**

-4.84%

Average Sale Price

**\$791,117**

-2.76%

Sales Volume

**\$121,832,010**

-7.56%

Unit Sales

**154**

-4.94%

New Listings

**431**

+10.8%

Expired Listings

**204**

-61.14%

Unit Sales/Listings Ratio

**35.73%**

-14.20%

*Year-over-year comparison  
(November 2025 vs. November 2024)*

# THE MARKET IN DETAIL

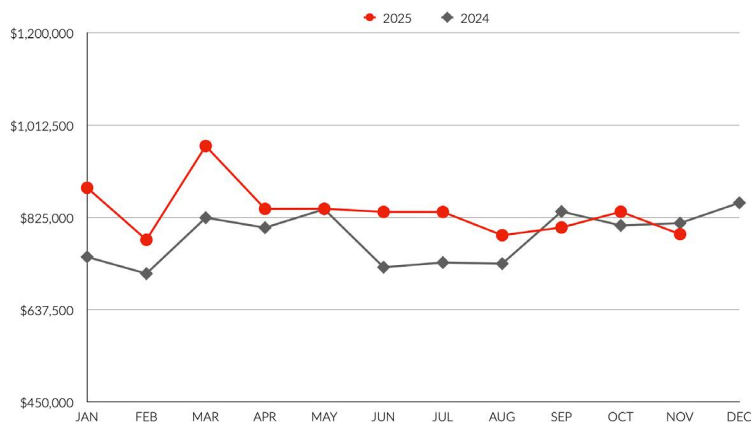
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$1,448,384,836	\$1,371,330,553	\$1,707,417,095	+24.51%
<b>YTD Unit Sales</b>	1,824	1,753	2,052	+17.06%
<b>YTD New Listings</b>	5,303	5,736	7,308	+27.41%
<b>YTD Sales/Listings Ratio</b>	34.40%	30.56%	28.08%	-8.12%
<b>YTD Expired Listings</b>	3,780	4,017	1,914	-52.35%
<b>Monthly Volume Sales</b>	\$84,452,950	\$131,798,545	\$121,832,010	-7.56%
<b>Monthly Unit Sales</b>	118	162	154	-4.94%
<b>Monthly New Listings</b>	401	389	431	+10.8%
<b>Monthly Sales/Listings Ratio</b>	29.43%	41.65%	35.73%	-14.2%
<b>Monthly Expired Listings</b>	445	525	204	-61.14%
<b>Monthly Average Sale Price</b>	\$715,703	\$813,571	\$791,117	-2.76%
<b>YTD Sales: \$0-\$199K</b>	33	31	60	+93.55%
<b>YTD Sales: \$200k-349K</b>	115	103	90	-12.62%
<b>YTD Sales: \$350K-\$549K</b>	405	429	382	-10.96%
<b>YTD Sales: \$550K-\$749K</b>	511	489	593	+21.27%
<b>YTD Sales: \$750K-\$999K</b>	399	359	474	+32.03%
<b>YTD Sales: \$1M+</b>	421	408	385	-5.64%
<b>YTD Sales: \$2M+</b>	79	92	74	-19.57%
<b>YTD Average Days-On-Market</b>	45.36	53.27	58.91	+10.58%
<b>YTD Average Sale Price</b>	\$791,479	\$779,514	\$837,691	+7.46%
<b>YTD Median Sale Price</b>	\$715,000	\$700,000	\$710,000	+1.43%

Southern Georgian Bay MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE

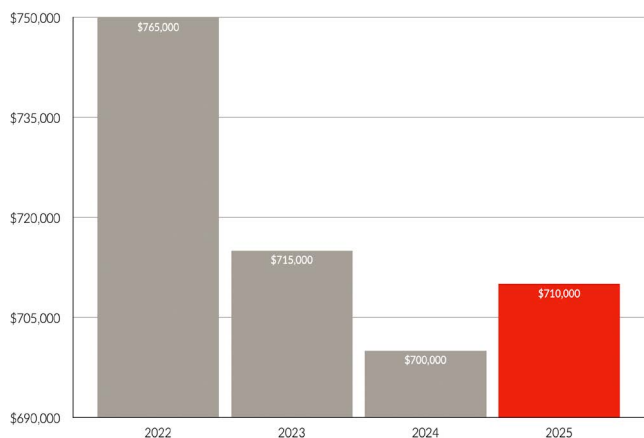


Year-Over-Year

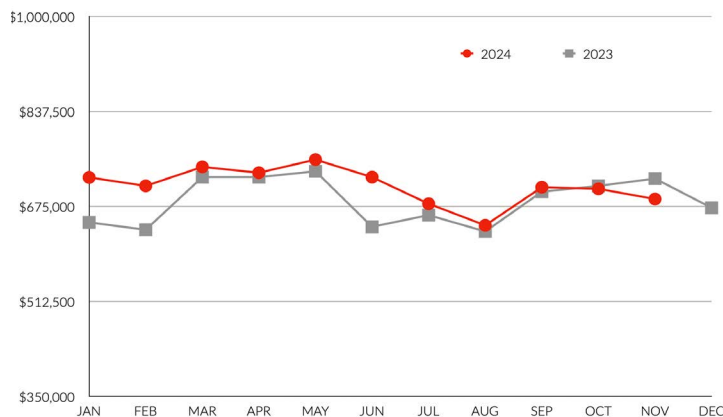


Month-Over-Month 2023 vs. 2024 vs. 2025

# MEDIAN SALE PRICE



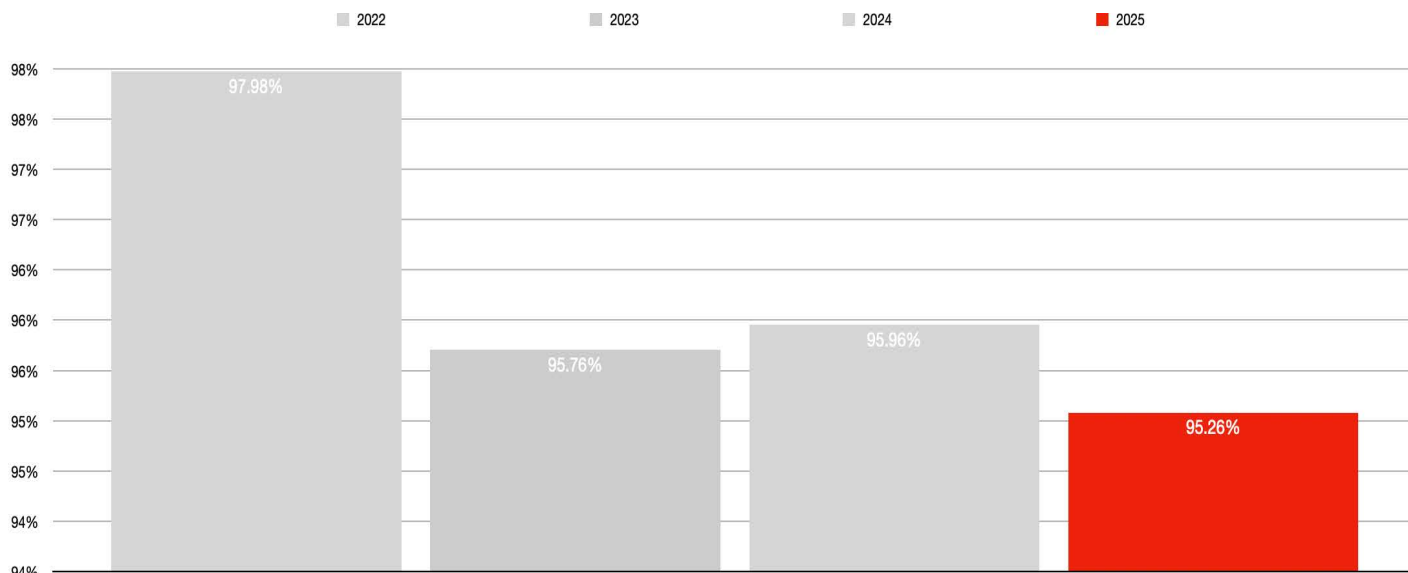
Year-Over-Year



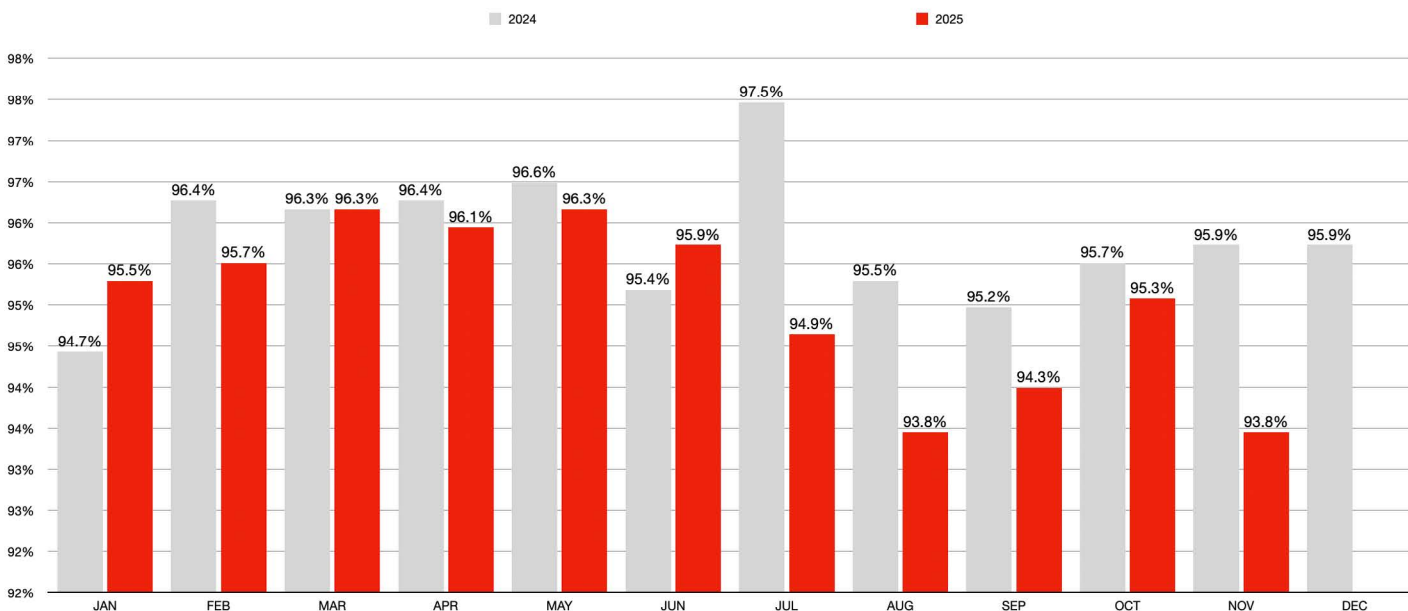
Month-Over-Month 2023 vs. 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO



## Year-Over-Year

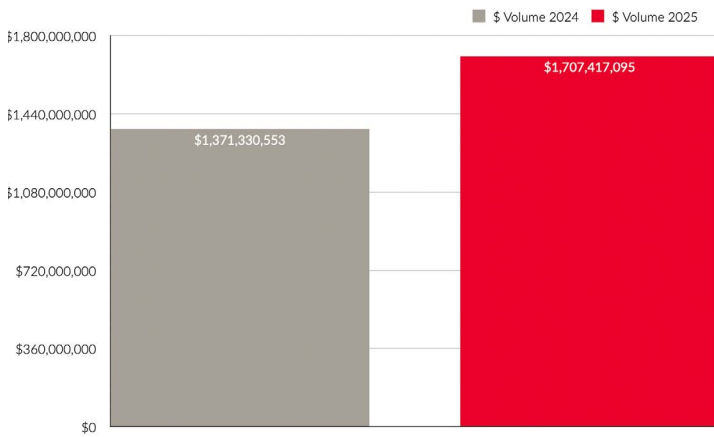


## Month-Over-Month 2024 vs. 2025

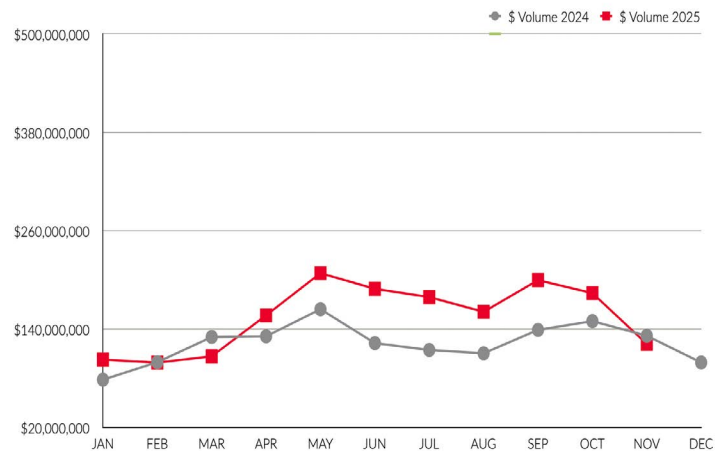
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

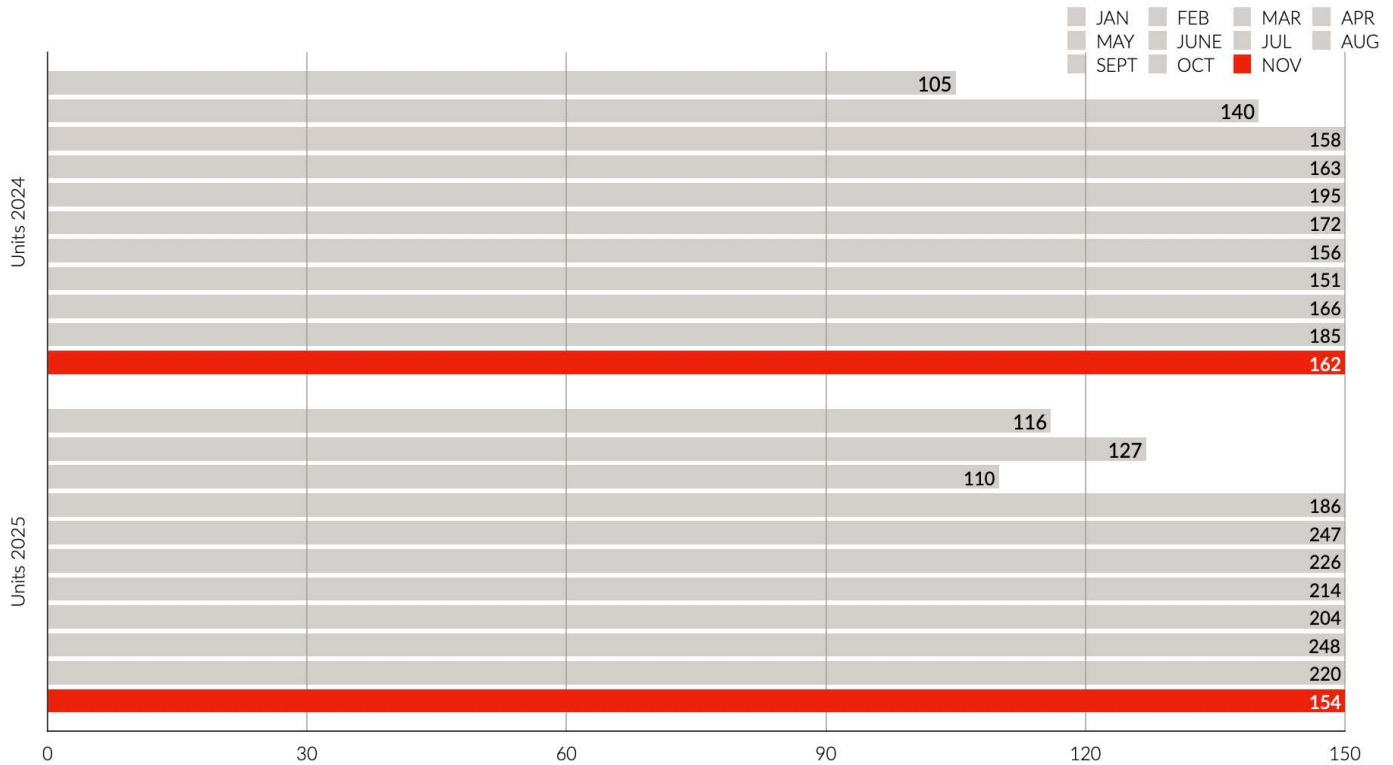


Yearly Totals 2024 vs. 2025

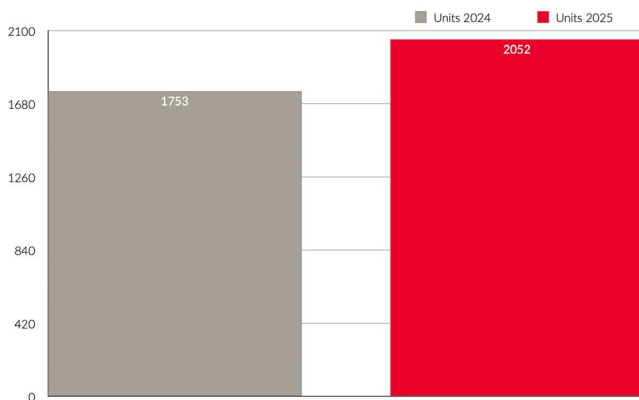


Month vs. Month 2024 vs. 2025

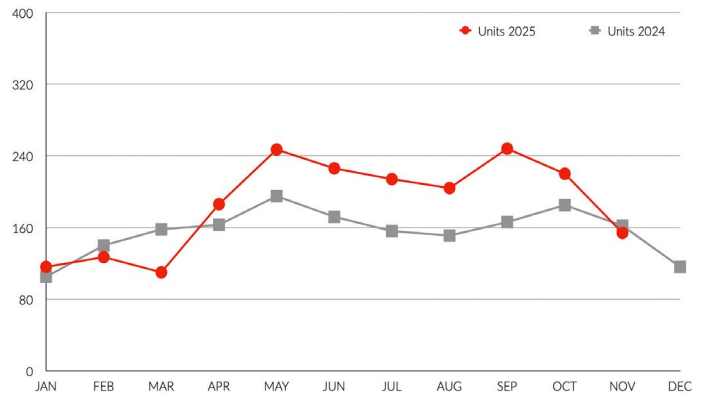
# UNIT SALES



Monthly Comparison 2024 vs. 2025

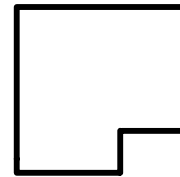


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$1,506,829,697 +34.21%	\$200,587,398 +16.8%	\$46,553,500 +37.5%
YTD Unit Sales	1713 +30.66%	339 +26.97%	104 +48.57%
YTD Average Sale Price	\$879,644 +2.71%	\$591,703 -8.01%	\$447,629.81 -7.45%
November Sales Volume	\$104,731,510 -2.75%	\$17,100,500 -6%	\$2,137,000 -10.96%
November Unit Sales	127 +4.1%	27 +3.85%	5 -16.67%

Year-Over-Year Comparison (2025 vs. 2024)

# 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

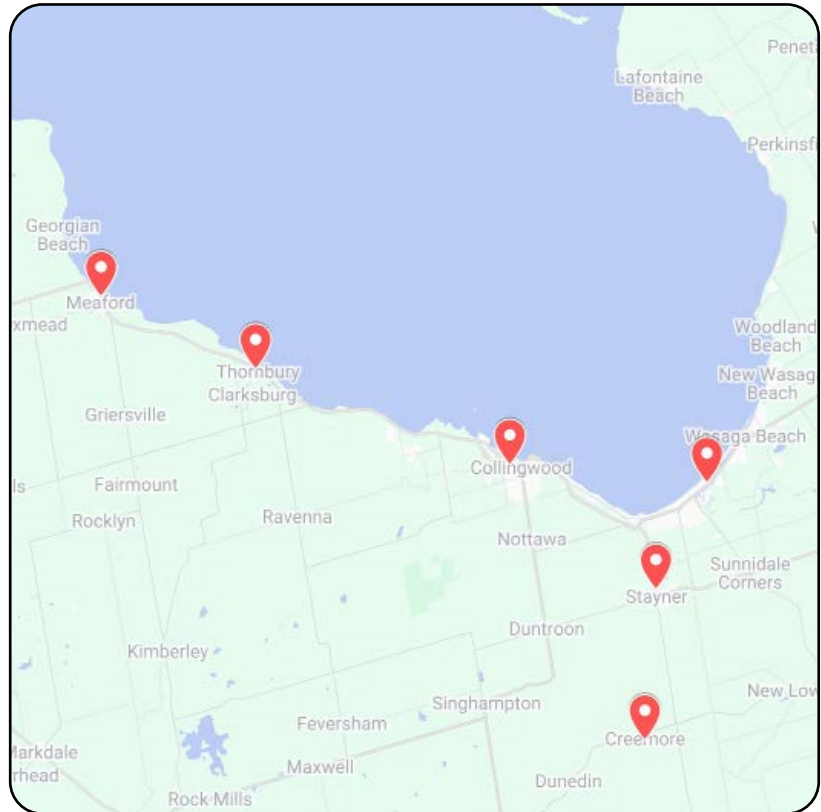
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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