



2024
APRIL

COLLINGWOOD

Real Estate Market Report

OVERVIEW

BUYERS MARKET

The Collingwood real estate is a buyers market this month with an increase in unit sales and sales volume. Average and median sale prices are lower than they were this time last year, offering potential buyers an advantageous position in negotiations.



April year-over-year sales volume of \$36,906,200

Down 9.36% from 2023's \$40,717,499 with unit sales of 40 down 20% from last April's 23. New listings of 127 are up 16.51% from a year ago, with the sales/listing ratio of 31.50% down 11.10%.



Year-to-date sales volume of \$122,331,780

Up 16.09% from 2023's \$105,376,099 with unit sales of 146 up 12.31% from 2023's 130. New listings of 396 are up 34.69% from a year ago, with the sales/listing ratio of 36.87% down 7.35%.



Year-to-date average sale price of \$765,271

Down from \$810,286 one year ago with median sale price of \$752,500 down from \$956,875 one year ago. Average days-on-market of 50 is up 5.5 days from last year.

APRIL NUMBERS

Median Sale Price

\$795,000

-27.4%

Average Sale Price

\$685,043

-15.88%

Sales Volume

\$36,906,200

-9.36%

Unit Sales

40

-20%

New Listings

127

+16.51%

Expired Listings

20

+150%

Unit Sales/Listings Ratio

31.50%

-11.10%

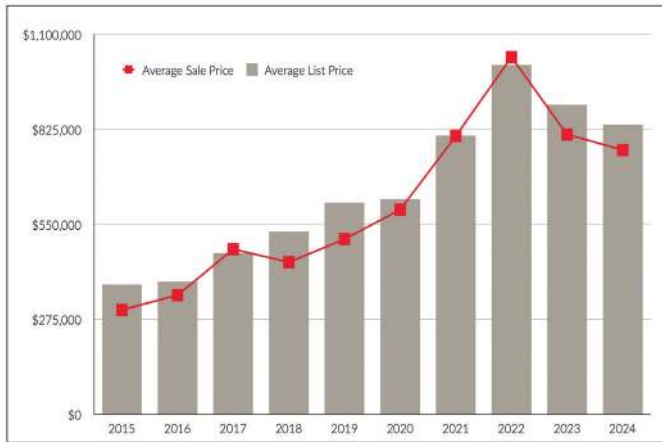
*Year-over-year comparison
(April 2024 vs. April 2023)*

THE MARKET IN DETAIL

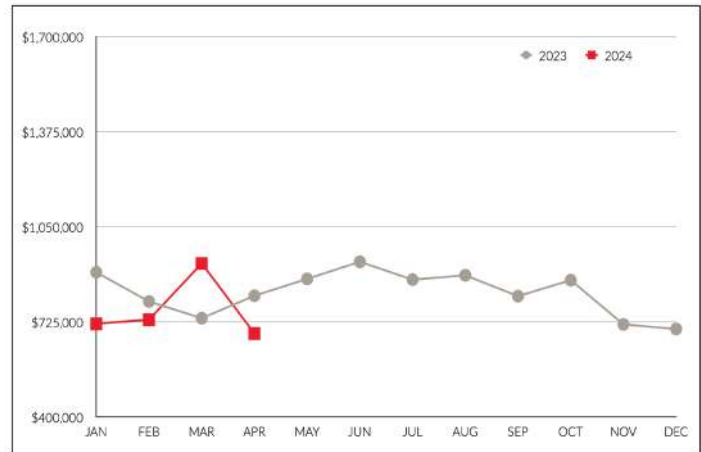
	2022	2023	2024	2023-2024
YTD Volume Sales	\$128,625,470	\$105,376,099	\$122,331,780	+16.09%
YTD Unit Sales	125	130	146	+12.31%
YTD New Listings	168	294	396	+34.69%
YDT Sales/Listings Ratio	74.40%	44.22%	36.87%	-7.35%
YTD Expired Listings	6	46	92	+100%
Monthly Volume Sales	\$54,387,177	\$16,962,300	\$40,299,780	+137.58%
Monthly Unit Sales	53	23	44	+91.3%
Monthly New Listings	73	54	99	+83.33%
Monthly Sales/Listings Ratio	72.60%	42.59%	31.50%	-11.1%
Monthly Expired Listings	1	15	20	+33.33%
YTD Sales: \$0-\$199K	0	0	0	No Change
YTD Sales: \$200k-349K	2	4	1	-75.00%
YTD Sales: \$350K-\$549K	19	25	26	+4.00%
YTD Sales: \$550K-\$749K	31	36	44	+22.22%
YTD Sales: \$750K-\$999K	56	41	38	-7.32%
YTD Sales: \$1M+	67	24	37	+54.17%
YTD Average Days-On-Market	10.00	33.00	56.00	+69.7%
YTD Average Sale Price	\$1,034,093	\$810,286	\$765,271	-5.56%
YTD Median Sale Price	\$1,250,000	\$956,875	\$752,500	-21.36%

Collingwood MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

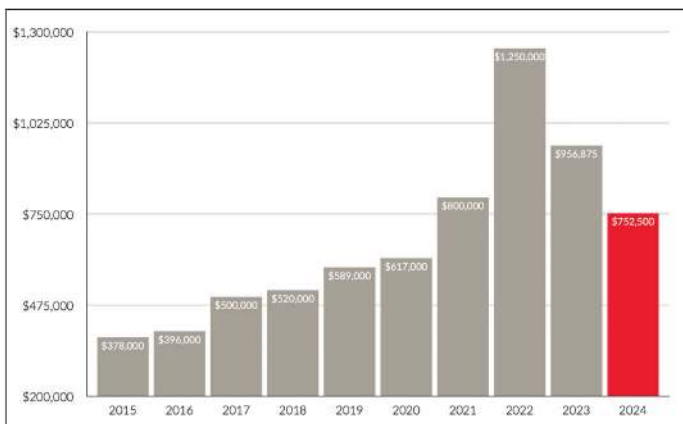


Year-Over-Year

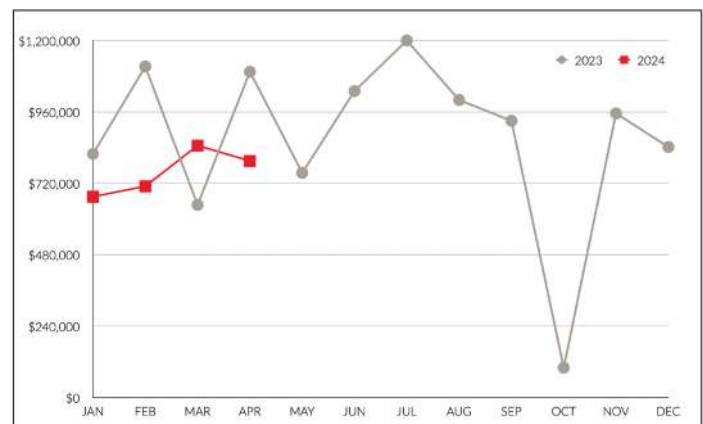


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



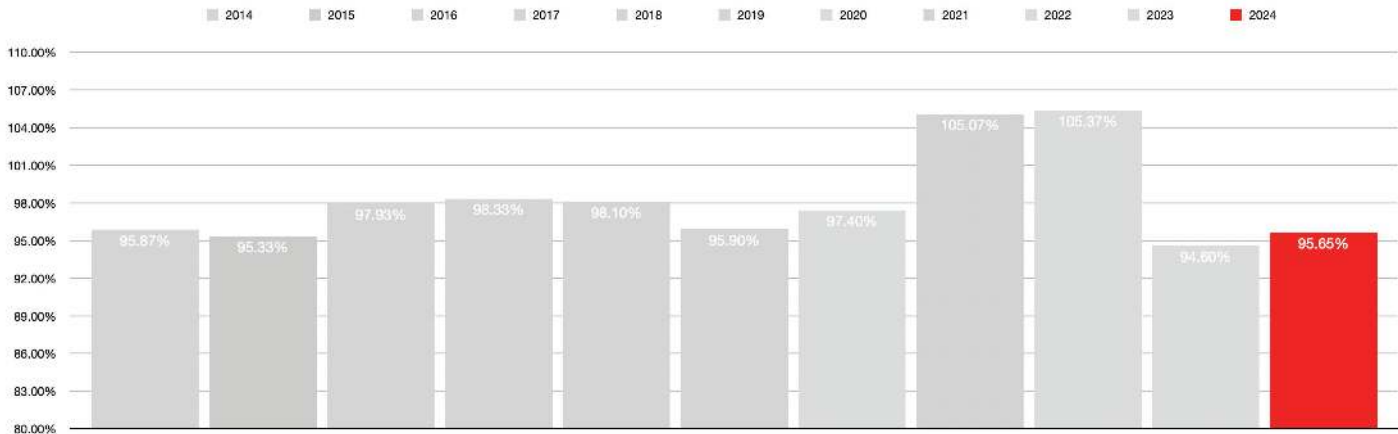
Year-Over-Year



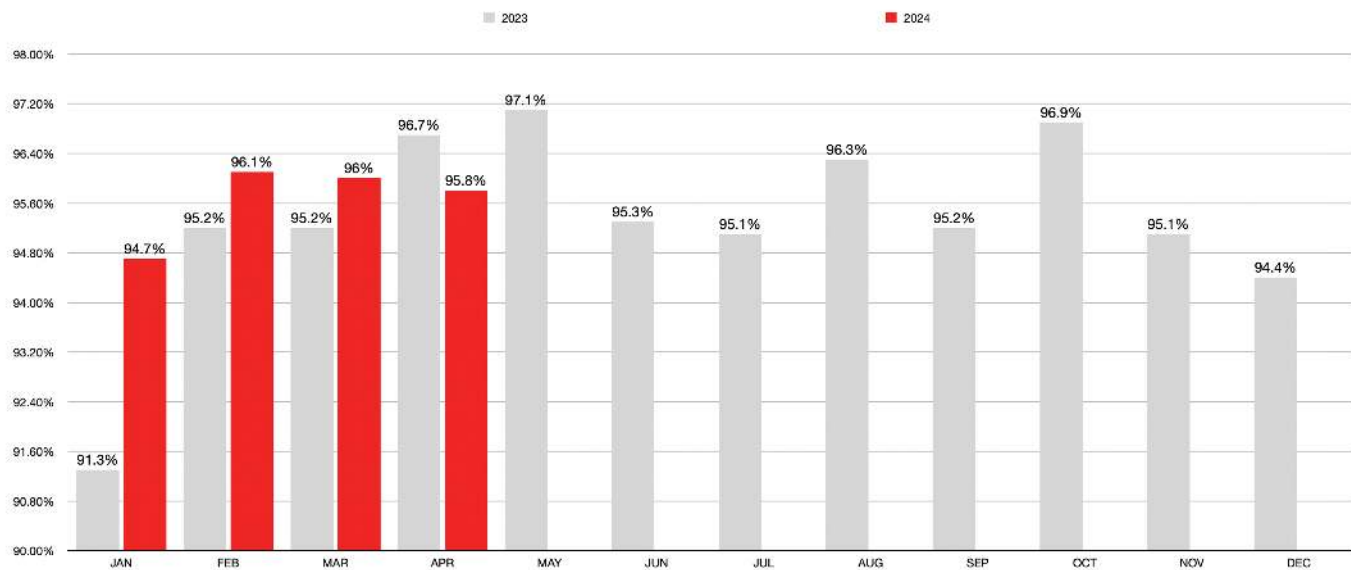
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

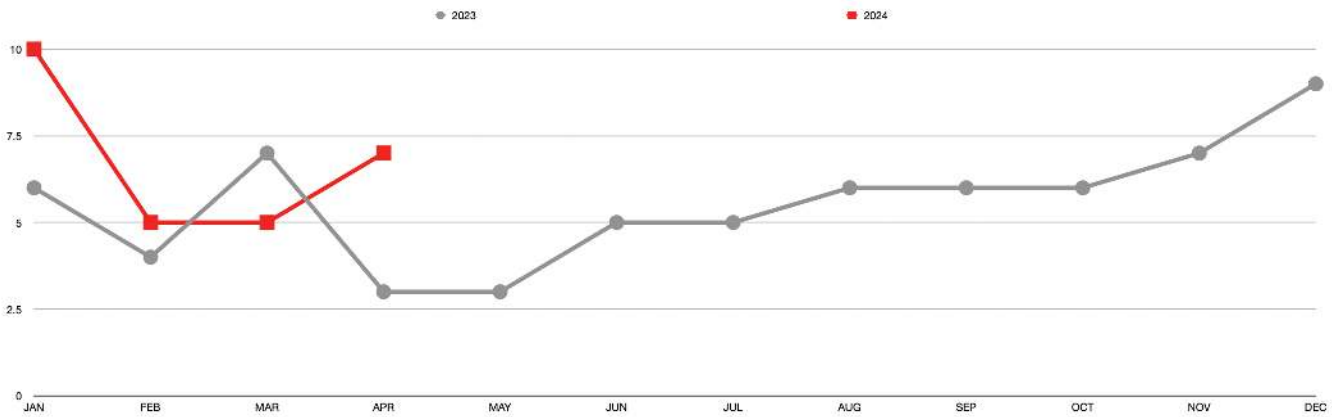


Year-Over-Year



Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

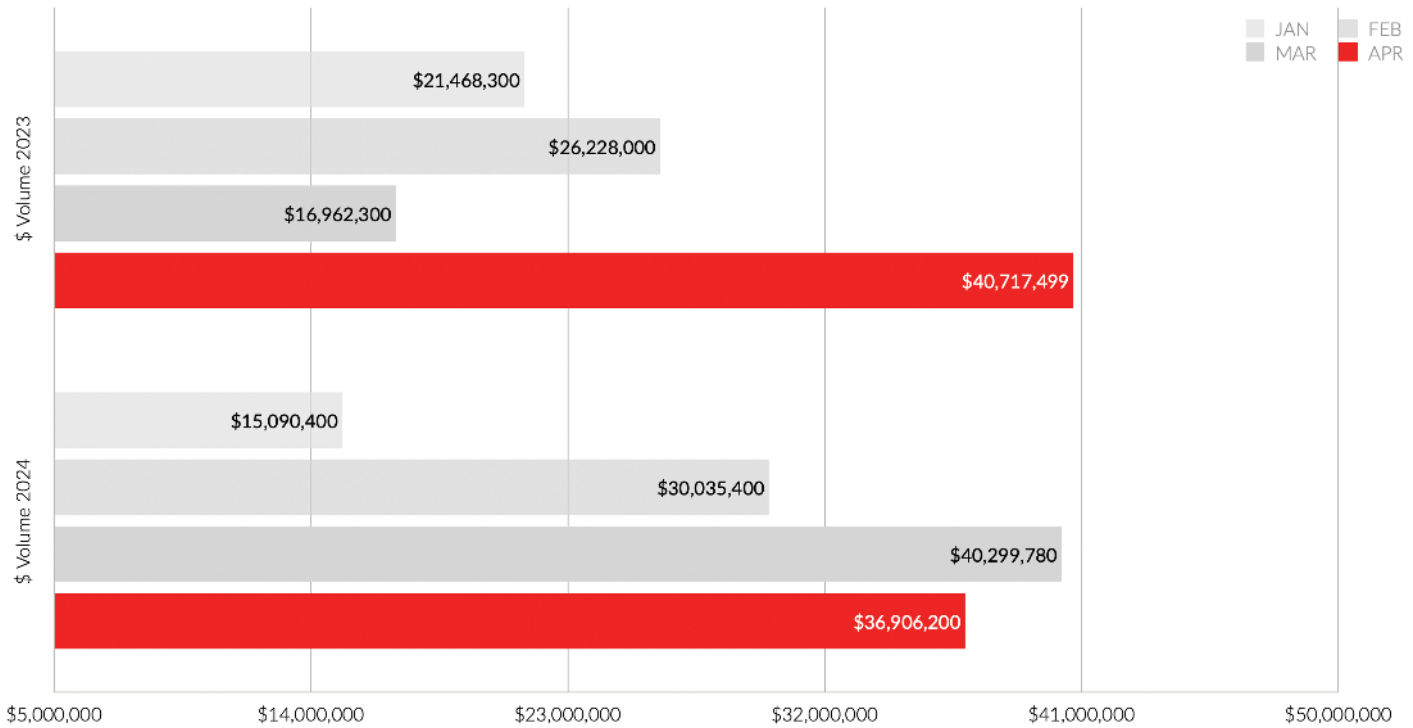


Month-Over-Month 2023 vs. 2024

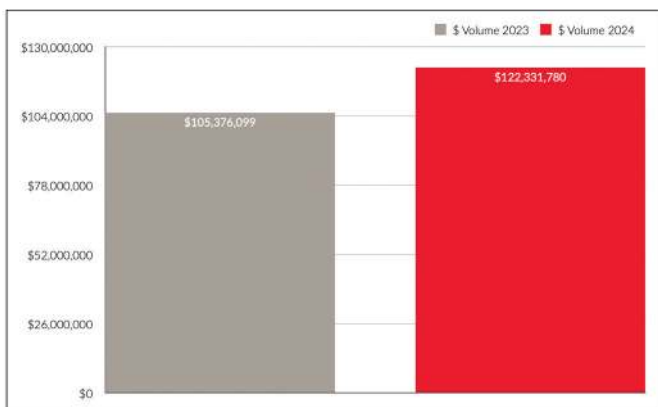


Year-Over-Year

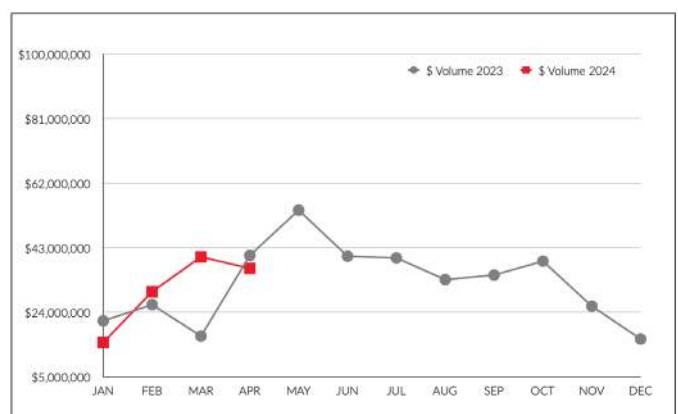
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

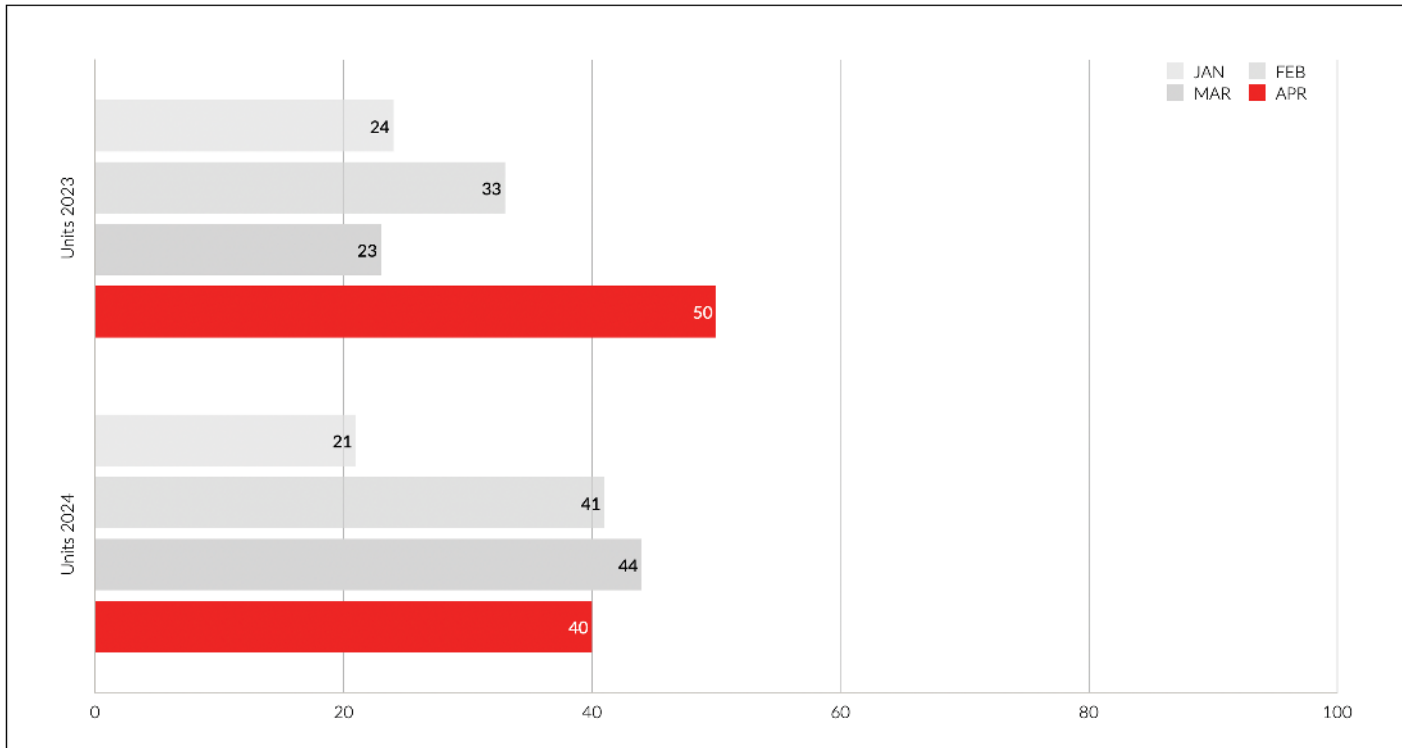


Yearly Totals 2023 vs. 2024

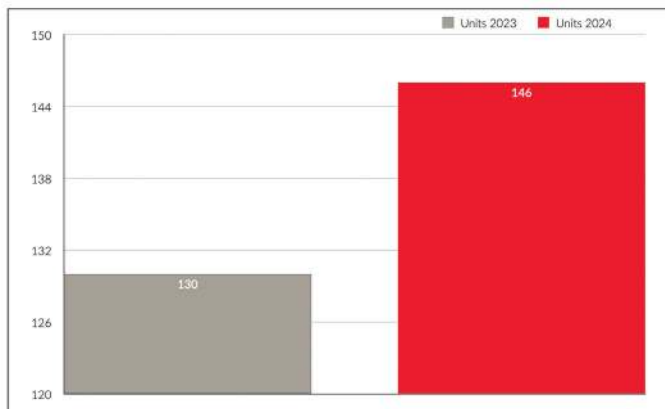


Month vs. Month 2023 vs. 2024

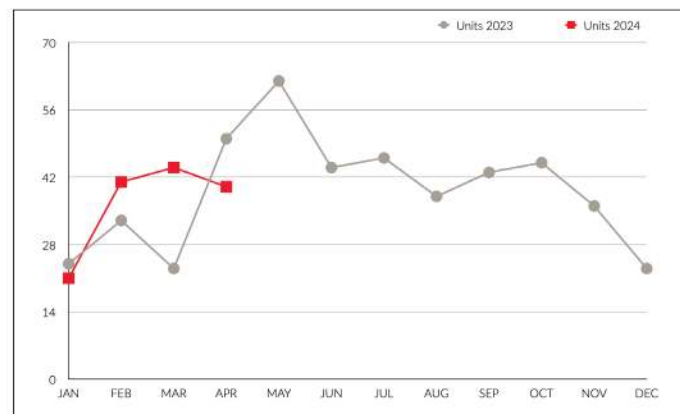
UNIT SALES



Monthly Comparison 2023 vs. 2024

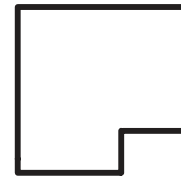


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	↑ \$89,720,980 +20.06%	↑ \$32,610,800 +52.95%	↑ \$762,500 +593.18%
YTD Unit Sales	↑ 99 +16.47%	↑ 47 +17.5%	↑ 3 +200%
April Average Sale Price	↑ \$989,804 +5.18%	↑ \$783,192 +34.03%	↑ \$110,000 +63.64%
April Sales Volume	↑ \$29,038,880 +122.45%	↑ \$11,260,900 +61.41%	↑ \$180,000 +63.64%
April Unit Sales	↑ 28 +86.67%	↓ 16 No Change	↓ 1 No Change



Year-Over-Year Comparison (2024 vs. 2023)

OUR LOCATIONS

COLLINGWOOD

705-445-5520
330 First 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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