



2024
MAY

GREY HIGHLANDS

Real Estate Market Report

OVERVIEW

BUYERS MARKET

In Grey Highlands, the real estate market currently favors buyers, despite an increase in both unit sales and sales volume. The median sale price has decreased, while average sales prices have risen compared to the previous year. This indicates a trend where higher-end properties are selling more frequently, skewing the average price upward. Buyers can find opportunities in more affordable properties, while sellers of high-end homes may benefit from the current market dynamics.

May year-over-year sales volume of \$13,644,015

Up 48.63% from 2023’s \$9,180,000 with unit sales of 15 up 36.36% from last May’s 11. New listings of 65 are up 80.56% from a year ago, with the sales/listing ratio of 23.08% down 7.48%.

Year-to-date sales volume of \$52,057,215

Up 26.66% from 2023’s \$41,100,400 with unit sales of 57 up 11.76% from 2023’s 51. New listings of 191 are up 55.28% from a year ago, with the sales/listing ratio of 29.84% down 11.62%.

Year-to-date average sale price of \$916,028

Up 12.58% from \$813,649 one year ago with median sale price of \$639,000 down from \$700,000 one year ago. The average days-on-market is 86.8 is down 25.6 days from last year.

MAY NUMBERS

Median Sale Price
\$640,015
 -22.8%

Average Sale Price
\$909,601
 +8.99%

Sales Volume
\$13,644,015
 +48.63%

Unit Sales
15
 +36.36%

New Listings
65
 +80.56%

Expired Listings
34
 +1033.33%

Unit Sales/Listings Ratio
23.08%
 -7.48%

Year-over-year comparison
 (May 2024 vs. May 2023)

THE MARKET IN DETAIL

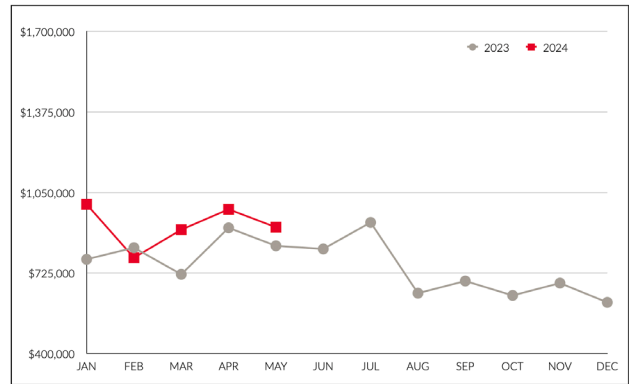
| | 2022 | 2023 | 2024 | 2023-2024 |
|------------------------------|--------------|--------------|--------------|------------|
| YTD Volume Sales | \$64,694,959 | \$41,100,400 | \$52,057,215 | +26.66% |
| YTD Unit Sales | 78 | 51 | 57 | +11.76% |
| YTD New Listings | 157 | 123 | 191 | +55.28% |
| YTD Sales/Listings Ratio | 49.68% | 41.46% | 29.84% | -11.62% |
| YTD Expired Listings | 5 | 18 | 112 | +522.22% |
| Monthly Volume Sales | \$15,042,000 | \$9,180,000 | \$13,644,015 | +48.63% |
| Monthly Unit Sales | 14 | 11 | 15 | +36.36% |
| Monthly New Listings | 49 | 36 | 65 | +80.56% |
| Monthly Sales/Listings Ratio | 28.57% | 30.56% | 23.08% | -7.48% |
| Monthly Expired Listings | 3 | 3 | 34 | +1,033.33% |
| YTD Sales: \$0-\$199K | 2 | 1 | 3 | 200.00% |
| YTD Sales: \$200k-349K | 8 | 2 | 4 | 100.00% |
| YTD Sales: \$350K-\$549K | 13 | 11 | 14 | 27.27% |
| YTD Sales: \$550K-\$749K | 0 | 0 | 2 | 200% |
| YTD Sales: \$750K-\$999K | 15 | 10 | 12 | 20.00% |
| YTD Sales: \$1M+ | 22 | 14 | 13 | -7.14% |
| YTD Average Days-On-Market | 33.20 | 61.20 | 86.80 | +41.83% |
| YTD Average Sale Price | \$764,886 | \$813,649 | \$916,028 | +12.58% |
| YTD Median Sale Price | \$735,000 | \$700,000 | \$639,000 | -8.71% |

Grey Highlands MLS Sales and Listing Summary
2022 vs. 2023 vs. 2024

AVERAGE SALE PRICE

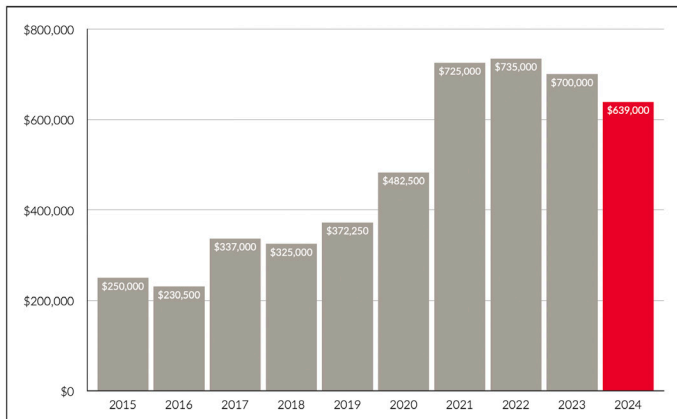


Year-Over-Year

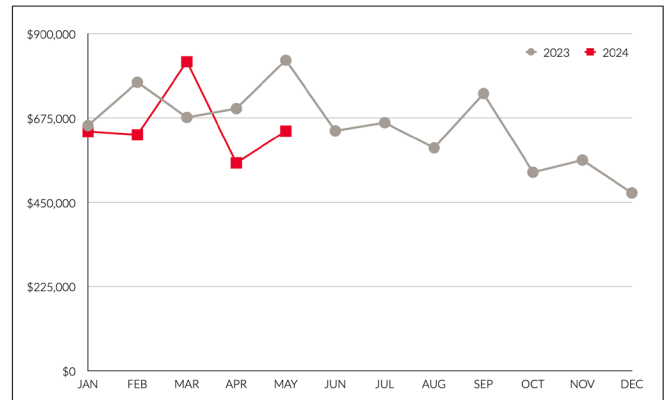


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



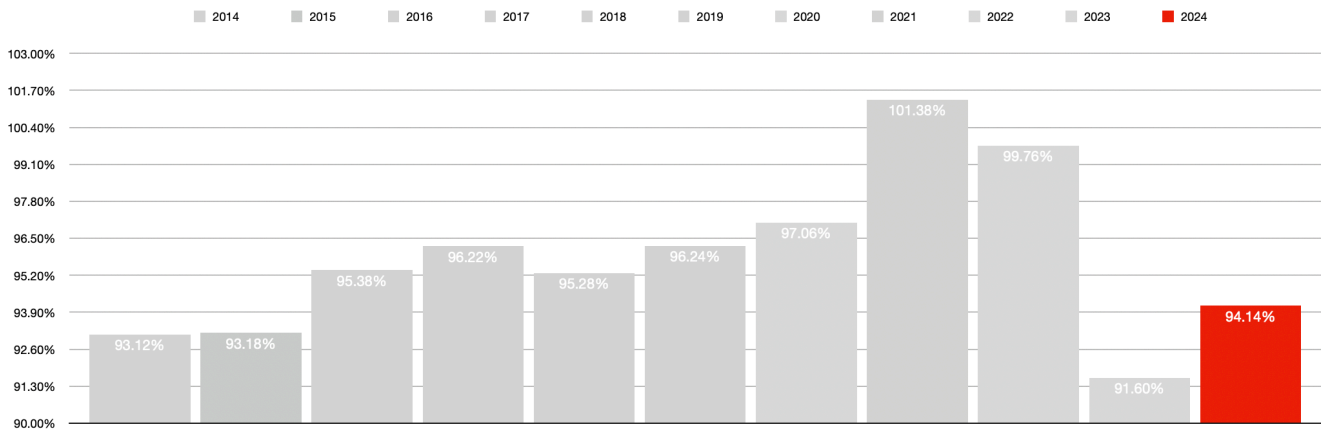
Year-Over-Year



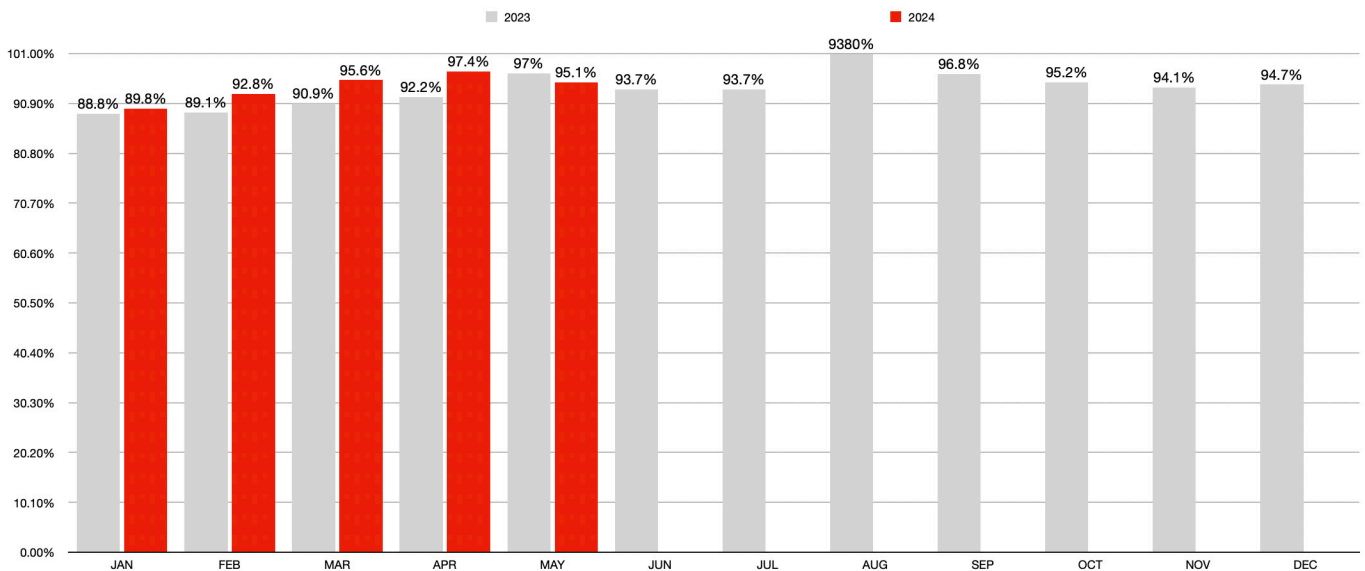
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

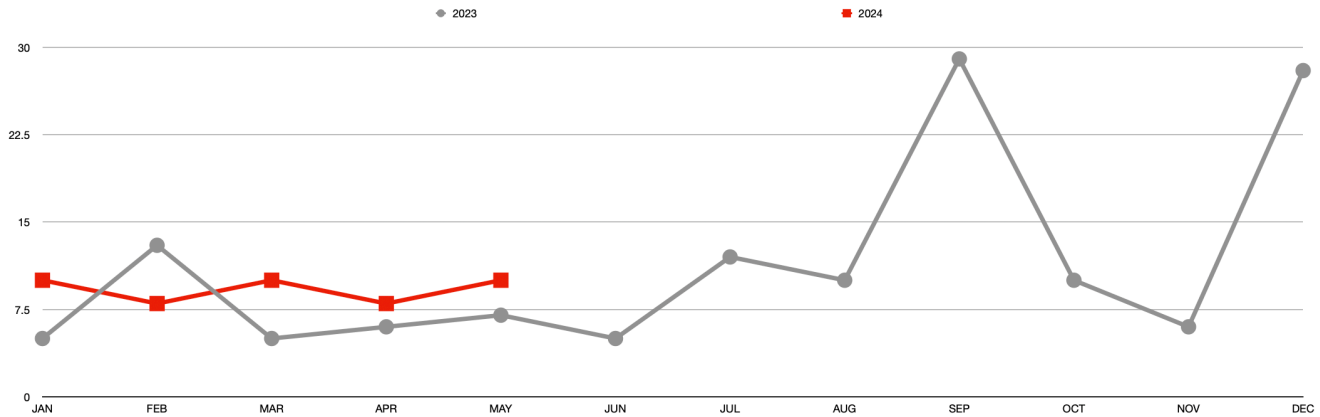


Year-Over-Year

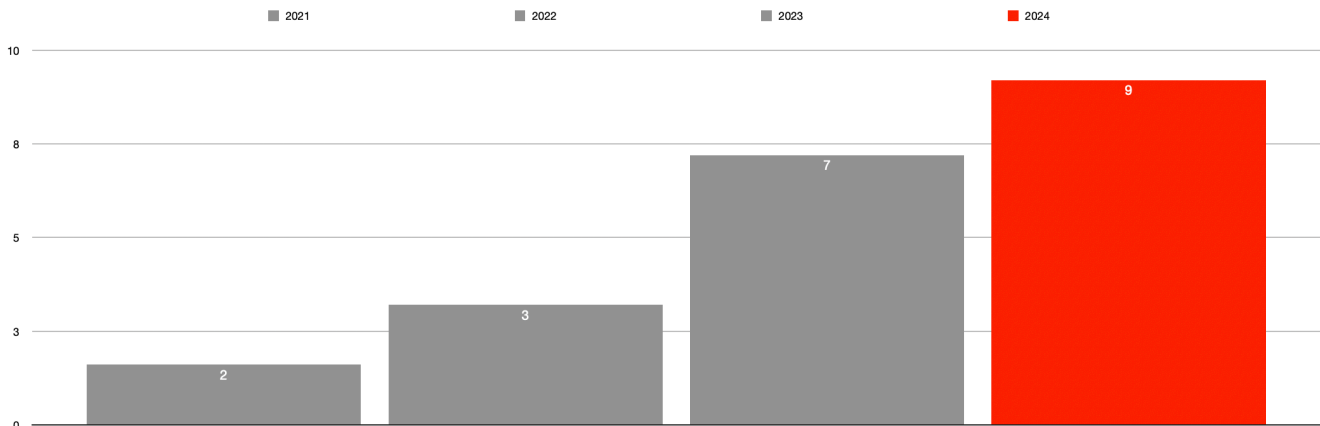


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

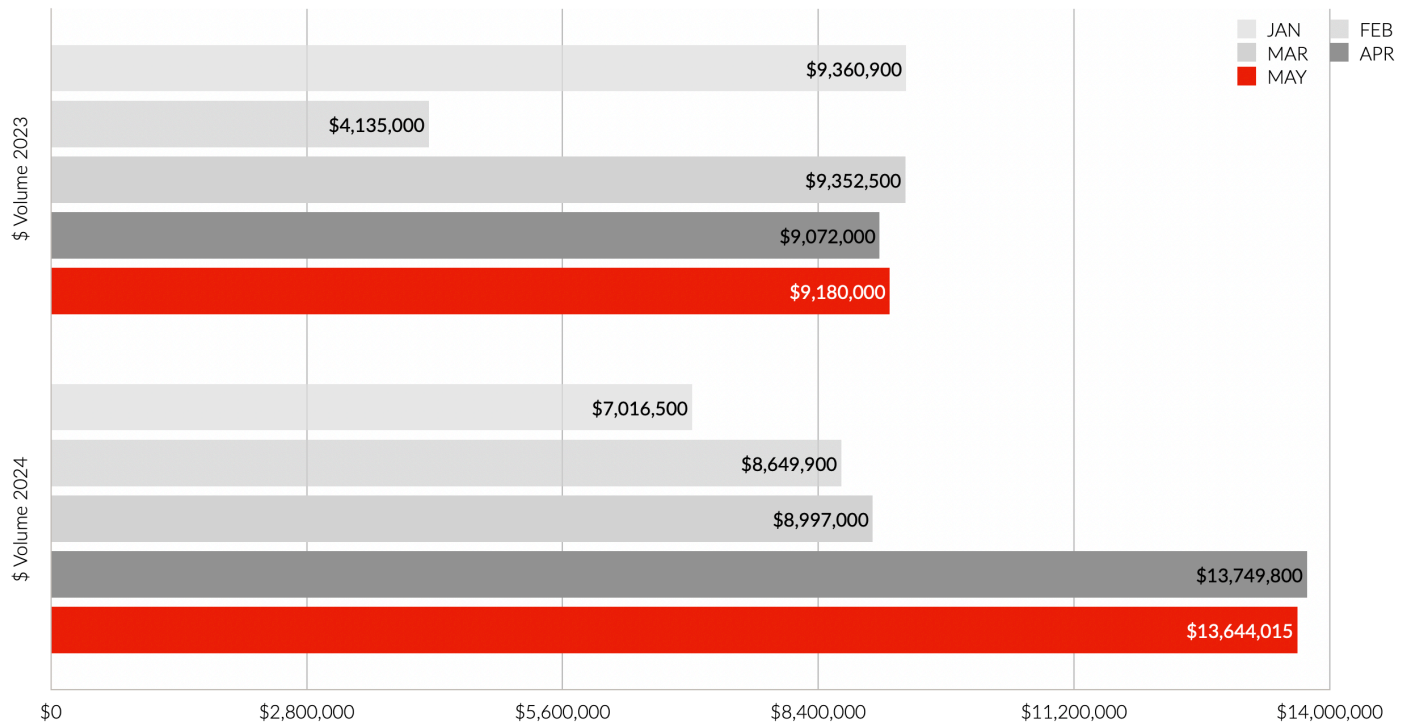


Month-Over-Month 2023 vs. 2024

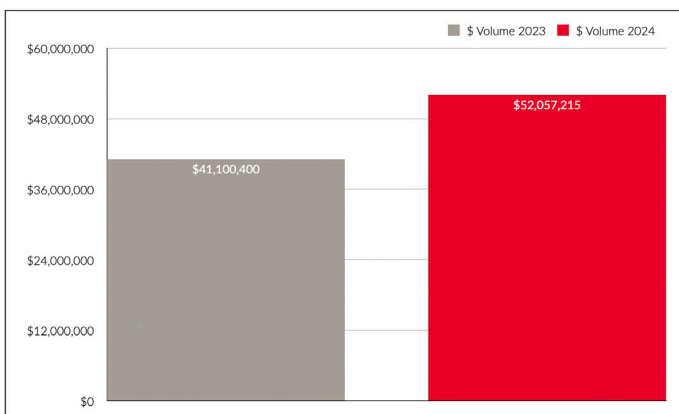


Year-Over-Year

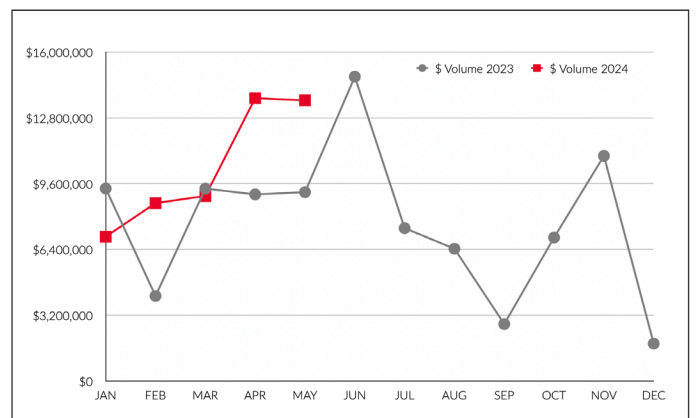
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

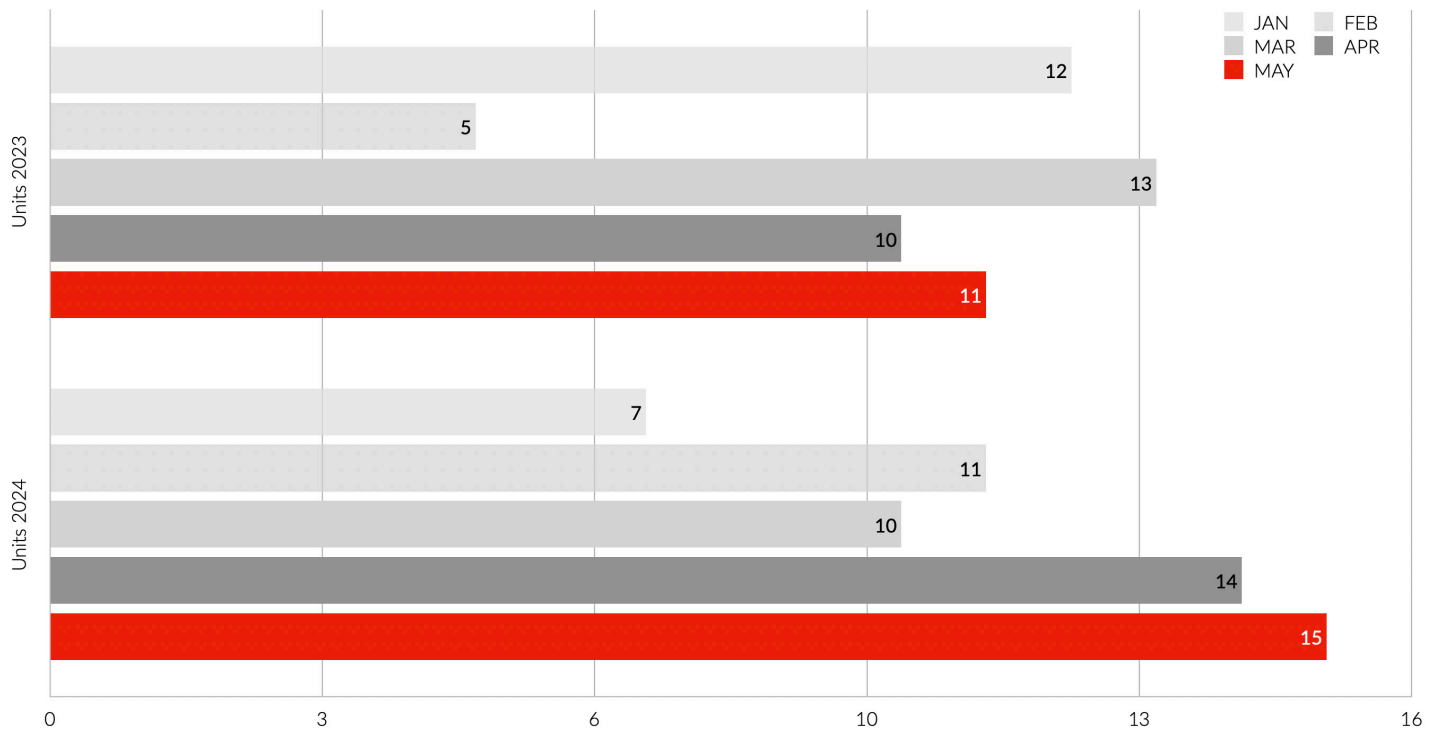


Yearly Totals 2023 vs. 2024

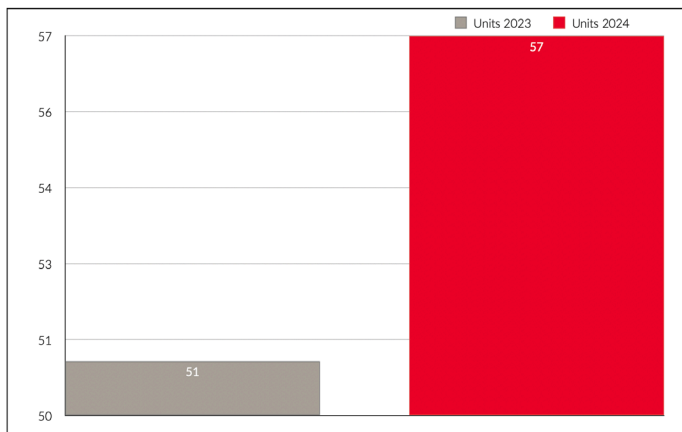


Month vs. Month 2023 vs. 2024

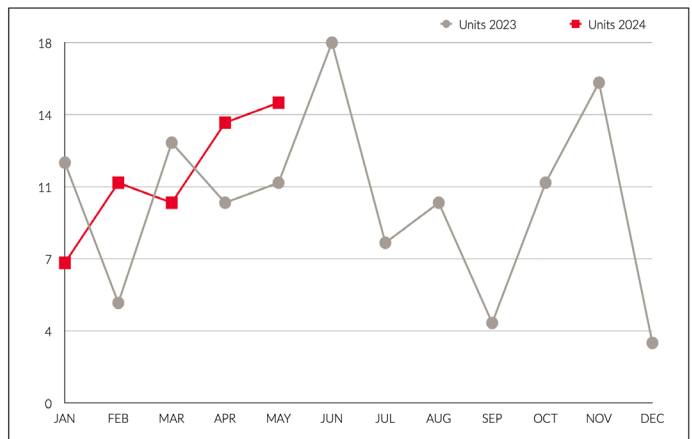
UNIT SALES



Monthly Comparison 2023 vs. 2024

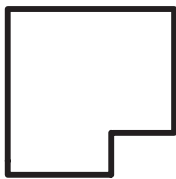


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



| | FREEHOLD | CONDOMINIUM | VACANT LAND |
|------------------------|--|---|--|
| YTD Sales Volume | <div> <div></div> <div> <div></div> <div>\$48,527,315</div> <div>+24.38%</div> </div> </div> | <div> <div></div> <div>No Change</div> </div> | <div> <div></div> <div> <div></div> <div>\$3,529,900</div> <div>+69.3%</div> </div> </div> |
| YTD Unit Sales | <div> <div></div> <div>48</div> <div>+2.13%</div> </div> | <div> <div></div> <div>No Change</div> </div> | <div> <div></div> <div>9</div> <div>+125%</div> </div> |
| YTD Average Sale Price | <div> <div></div> <div>\$1,010,986</div> <div>+21.79%</div> </div> | <div> <div></div> <div>No Change</div> </div> | <div> <div></div> <div>\$392,211</div> <div>-24.76%</div> </div> |
| May Sales Volume | <div> <div></div> <div>\$11,704,015</div> <div>+48.53%</div> </div> | <div> <div></div> <div>No Change</div> </div> | <div> <div></div> <div>\$1,940,000</div> <div>+49.23%</div> </div> |
| May Unit Sales | <div> <div></div> <div>12</div> <div>+20%</div> </div> | <div> <div></div> <div>No Change</div> </div> | <div> <div></div> <div>3</div> <div>+200%</div> </div> |



OUR LOCATIONS

GREY HIGHLANDS

705-445-5520
330 First St, Grey Highlands

CREEMORE

705-881-9005
154 Mill St, Unit B, Creemore

GREY HIGHLANDS

519-538-5755
96 Sykes St N, Grey Highlands

THORNBURY

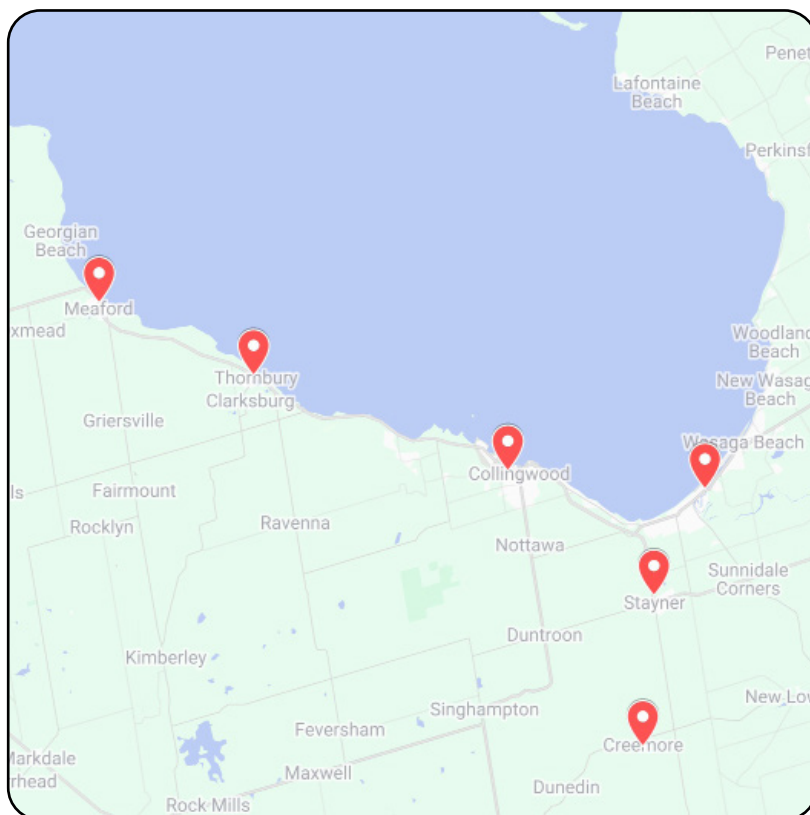
519-599-2136
27 Arthur St W, Thornbury

GREY HIGHLANDS

705-429-4800
1249 Mosley St, Grey Highlands


STAYNER

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



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