

2024 JUNE JUNE THE BLUE MOUNTAINS Real Estate Market Report



OVERVIEW

BUYERS MARKET

The Blue Mountains real estate market remains a buyer's market this month, marked by a decrease in both unit sales and sales volume. The median sale price is down 14.47%, and the average sale price has dropped 0.41% compared to this time last year. This trend provides buyers with more leverage and the potential for better deals



June year-over-year sales volume of \$29,185,075

Down 19.08% from 2023's \$36,066,700 with unit sales of 26 down 18.75 from last June's 32. New listings of 93 are down 13.08% from a year ago, with the sales/listing ratio of 27.96% down 6.52%.

Year-to-date sales volume of \$154,371,903

Down 8.79% from 2023's \$169,246,600 with unit sales of 599 up 29.65% from 2023's 152. New listings of 599 are up 29.65% from a year ago, with the sales/listing ratio of 22.87% down 30.48%.

Year-to-date average sale price of \$1,118,660

Down from \$1,143,309 one year ago with median sale price of \$949,750 down from \$1,040,000 one year ago. Average days-on-market of 60.67 is up 13.84 days from last year.

JUNE NUMBERS

Median Sale Price **\$881,000** -14.47%

Average Sale Price **\$1,122,503** -0.41%

Sales Volume **\$29,185,075** -19.08%

Unit Sales **26**

-18.75%

New Listings

93 -13.08%

Expired Listings

23 +64.29%

Unit Sales/Listings Ratio **27.96%** -6.52%

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





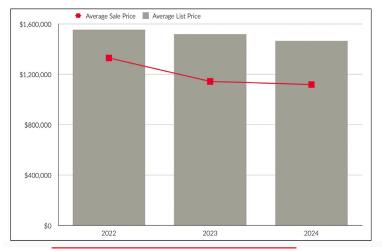
THE MARKET IN **DETAIL**

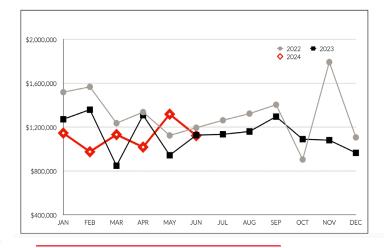
YTD Volume Sales \$294,641,025 \$169,246,600 \$154,371,903 -8.79% YTD Unit Sales 217 152 137 -9.87% YTD New Listings 406 462 599 +29.65% YDT Sales/Listings Ratio 53.45% 32.90% 22.87% -10.03% YTD Expired Listings 13 81 129 +59.26% Monthly Volume Sales \$31,063,378 \$36,066,700 \$29,185,075 -19.08% Monthly Unit Sales 26 32 26 -13.08% Monthly New Listings 59 107 93 -13.08% Monthly Sales/Listings Ratio 44.07% 29.91% 27.96% -1.95% Monthly Average Sale Price \$1,194,745 \$1,127,084 \$1,122,503 -22.24% YTD Sales: \$206K-349K 11 0 0 No Change YTD Sales: \$205K-\$749K 20 22 15 -31.82% YTD Sales: \$250K-\$749K 22 18 27 50.00% YTD Sales: \$750K-\$999K 35 1		2022	2023	2024	2023-2024
YTD New Listings406462599+29.65%YDT Sales/Listings Ratio53.45%32.90%2.87%1.003%YTD Expired Listings1381129+59.26%Monthly Volume Sales53.1063.378\$36,066,700\$29,185,0751.90.8%Monthly Unit Sales26322618.75%Monthly New Listing591079313.08%Monthly Sales/Listings Ratio44.07%29.91%27.96%1.95%Monthly Expired Listing51423+64.29%Monthly Average Sale Price\$1,194,745\$1,127,084\$1,122,503-22.24%Monthly Average Sale Price11024-80.00%YTD Sales: \$200k-349K11024-80.00%YTD Sales: \$200k-349K202215-31.82%YTD Sales: \$250K-\$749K202115-31.82%YTD Sales: \$250K-\$749K221821-31.82%YTD Sales: \$250K-\$749K221821-31.82%YTD Sales: \$250K-\$749K221821-31.82%YTD Sales: \$250K-\$749K2215-31.82%YTD Sales: \$250K-\$749K2216-31.82%YTD Sales: \$250K-\$749K2216-31.82%YTD Sales: \$250K-\$749K231753-34.5%YTD Sales: \$250K-\$749K2355-34.5%YTD Sales: \$250K-\$749K29.6754.68-34.5%YTD Sales: \$250K-\$749K29.6754.68	YTD Volume Sales	\$294,641,025	\$169,246,600	\$154,371,903	-8.79%
YDT Sales/Listings Ratio53.45%32.90%22.87%-10.03%YTD Expired Listings1381129+59.26%Monthly Volume Sales\$31,063,378\$36,066,700\$29,185,075-19.08%Monthly Unit Sales263226-18.75%Monthly New Listings5910793-13.08%Monthly Sales/Listings Ratio44.07%29.91%27.96%-1.95%Monthly Expired Listings51423+64.29%Monthly Expired Listings51423-22.24%Monthly Expired Listings51423-22.24%Monthly Expired Listings51423-22.24%Monthly Expired Listings51423-22.24%Monthly Expired Listings11102-80.00%YTD Sales: \$200k-349K11102-80.00%YTD Sales: \$200k-349K22182750.00%YTD Sales: \$550K-\$749K22182750.00%YTD Sales: \$750K-\$749K22182750.00%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$20th1287165-8.45%YTD Sales: \$20th29.6746.8360.67+29.54%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,600>2.16%	YTD Unit Sales	217	152	137	-9.87%
YTD Expired Listings1381129+59.26%Monthly Volume Sales\$31,063,378\$36,066,700\$29,185,075-19.08%Monthly Unit Sales263226-18.75%Monthly New Listings5910793-13.08%Monthly Sales/Listings Ratio44.07%29.91%27.96%-1.95%Monthly Expired Listings51423+64.29%Monthly Average Sale Price\$1,194,745\$1,127,084\$1,122,503-22.24%YTD Sales: \$0%+394K100No ChangeYTD Sales: \$200k-349K11102-80.00%YTD Sales: \$200k-349K202215-31.82%YTD Sales: \$550K-\$749K202115-31.82%YTD Sales: \$750K-\$999K35192847.37%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$20h-Market29.6746.8360.67+29.54%YTD Average Days-On-Market29.6746.8360.67+29.54%	YTD New Listings	406	462	599	+29.65%
Monthly Volume Sales \$31,063,378 \$36,066,700 \$29,185,075 -19,08% Monthly Unit Sales 26 32 26 -18,75% Monthly New Listings 59 107 93 -13,08% Monthly Sales/Listings Ratio 44.07% 29,91% 27,96% -19,5% Monthly Expired Listings 5 14 23 +64.29% Monthly Average Sale Price \$1,194,745 \$1,127,084 \$1,122,503 -22.24% Monthly Sales: \$0\$\$199K 1 0 0 No Change YTD Sales: \$200k-349K 11 10 2 -80.00% YTD Sales: \$350K-\$549K 20 22 15 -31.82% YTD Sales: \$200k-349K 12 20 28 47.37% YTD Sales: \$20k-\$749K 22 18 27 50.00% YTD Sales: \$1M-\$2M 87 55 54 -1.82% YTD Sales: \$1M-\$2M 87 55 54 -1.82% YTD Sales: \$2M+ 128 71 65 8.45% </th <th>YDT Sales/Listings Ratio</th> <th>53.45%</th> <th>32.90%</th> <th>22.87%</th> <th>-10.03%</th>	YDT Sales/Listings Ratio	53.45%	32.90%	22.87%	-10.03%
Monthly Unit Sales263226-18.75%Monthly New Listings5910793-13.08%Monthly Sales/Listings Ratio44.07%29.91%27.96%-1.95%Monthly Expired Listings51423-64.29%Monthly Average Sale Price\$1,194,745\$1,127,084\$1,122,503-22.24%Monthly Average Sale Price1100No ChangeYTD Sales: \$00K-349K11102-80.00%YTD Sales: \$200K-349K202215-31.82%YTD Sales: \$250K-\$749K202215-31.82%YTD Sales: \$750K-\$99FK35192847.37%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$1M-\$2M1287165-8.45%YTD Sales: \$20M-29.6746.8360.67+29.54%	YTD Expired Listings	13	81	129	+59.26%
Monthly New Listings5910793-13.08%Monthly Sales/Listings Ratio44.07%29.91%27.96%-1.95%Monthly Expired Listings51423+64.29%Monthly Average Sale Price\$1,194,745\$1,127,084\$1,122,503-22.24%YTD Sales: \$0.054.349K100No ChangeYTD Sales: \$200k-349K11012-80.00%YTD Sales: \$350K-\$749K202215-31.82%YTD Sales: \$350K-\$749K20211550.00%YTD Sales: \$750K-\$979K35192847.37%YTD Sales: \$11M-\$2M875554-1.82%YTD Sales: \$20h29.6746.8360.67+29.54%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,660\$2.16%	Monthly Volume Sales	\$31,063,378	\$36,066,700	\$29,185,075	-19.08%
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Monthly Expired Listings 5 14 23 +64.29% Monthly Average Sale Price \$1,194,745 \$1,127,084 \$1,122,503 -22.24% YTD Sales: \$0-\$199K 1 0 0 No Change YTD Sales: \$200k-349K 11 10 2 -80.00% YTD Sales: \$200k-349K 20 22 15 -31.82% YTD Sales: \$350K-\$749K 20 22 15 -31.82% YTD Sales: \$550K-\$749K 22 18 27 50.00% YTD Sales: \$750K-\$799K 35 19 28 47.37% YTD Sales: \$1M-\$2M 87 55 54 -1.82% YTD Sales: \$1M-\$2M 87 55 54 -1.82% YTD Sales: \$2M+ 128 71 65 8.45% YTD Average Days-On-Market 29.67 46.83 60.67 +29.54% YTD Average Sale Price \$1,329,610 \$1,143,309 \$1,118,660 -2.16%	Monthly New Listings	59	107	93	-13.08%
Monthly Average Sale Price\$1,194,745\$1,127,084\$1,122,503-22.24%YTD Sales: \$0-\$199K100No ChangeYTD Sales: \$200k-349K11102-80.00%YTD Sales: \$350K-\$549K202215-31.82%YTD Sales: \$550K-\$749K22182750.00%YTD Sales: \$750K-\$999K35192847.37%YTD Sales: \$750K-\$999K875554-1.82%YTD Sales: \$2M+1287165-8.45%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,660-2.16%	Monthly Sales/Listings Ratio	44.07%	29.91%	27.96%	-1.95%
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YTD Sales: \$200k-349K11102-80.00%YTD Sales: \$350K-\$549K202215-31.82%YTD Sales: \$550K-\$749K22182750.00%YTD Sales: \$750K-\$999K35192847.37%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$1M-\$2M1287165-8.45%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,660-2.16%	Monthly Average Sale Price	\$1,194,745	\$1,127,084	\$1,122,503	-22.24%
YTD Sales: \$350K-\$549K202215-31.82%YTD Sales: \$550K-\$749K22182750.00%YTD Sales: \$750K-\$999K35192847.37%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$2M+1287165-8.45%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,660-2.16%	YTD Sales: \$0-\$199K	1	0	0	No Change
YTD Sales: \$550K-\$749K22182750.00%YTD Sales: \$750K-\$999K35192847.37%YTD Sales: \$1M-\$2M875554-1.82%YTD Sales: \$2M+1287165-8.45%YTD Average Days-On-Market29.6746.8360.67+29.54%YTD Average Sale Price\$1,329,610\$1,143,309\$1,118,660-2.16%	YTD Sales: \$200k-349K	11	10	2	-80.00%
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YTD Average Days-On-Market 29.67 46.83 60.67 +29.54% YTD Average Sale Price \$1,329,610 \$1,143,309 \$1,118,660 -2.16%	YTD Sales: \$1M-\$2M	87	55	54	-1.82%
YTD Average Sale Price \$1,329,610 \$1,143,309 \$1,118,660 -2.16%	YTD Sales: \$2M+	128	71	65	-8.45%
	YTD Average Days-On-Market	29.67	46.83	60.67	+29.54%
YTD Median Sale Price \$1,187,500 \$1,040,000 \$949,750 -8.68%	YTD Average Sale Price	\$1,329,610	\$1,143,309	\$1,118,660	-2.16%
	YTD Median Sale Price	\$1,187,500	\$1,040,000	\$949,750	-8.68%

The Blue Mountains MLS Sales and Listing Summary 2022 vs. 2023 vs. 2024



AVERAGE SALE PRICE

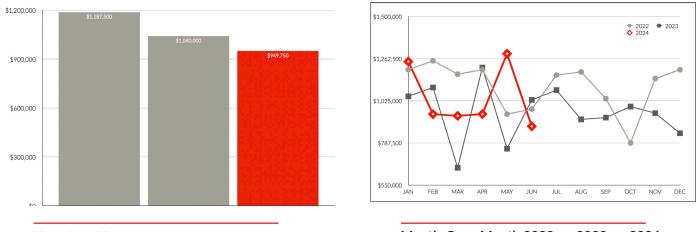




Year-Over-Year

Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



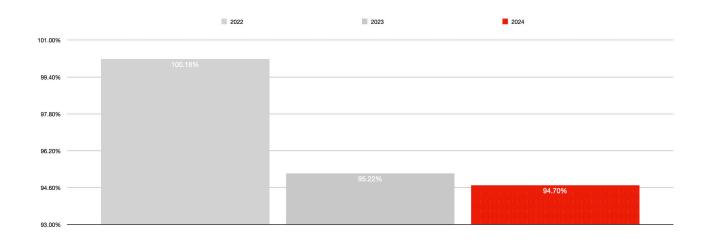
Year-Over-Year

Month-Over-Month 2022 vs. 2023 vs. 2024

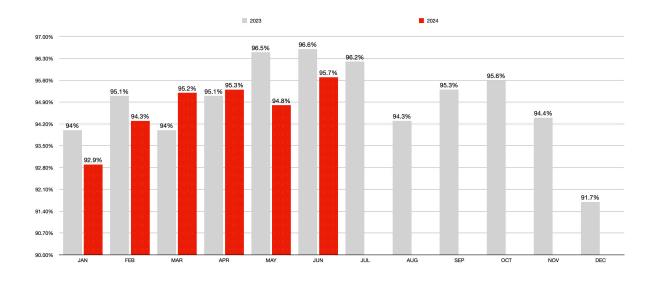
* Median sale price is based on residential sales (including freehold and condominiums).



SALE PRICE VS. LIST PRICE RATIO



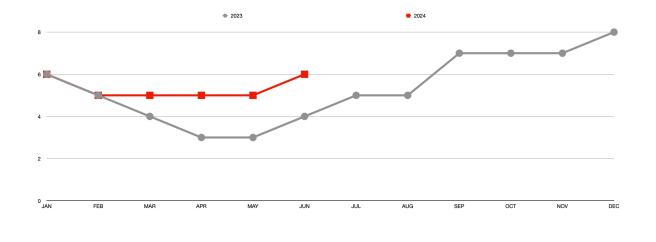
Year-Over-Year



Month-Over-Month 2023 vs. 2024



MONTHS OF INVENTORY

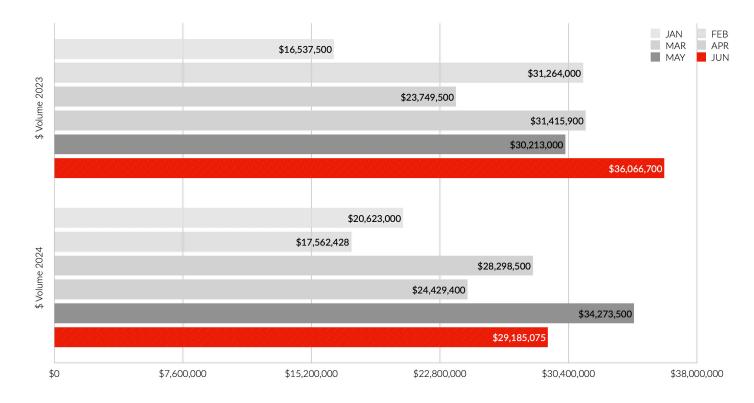


Month-Over-Month 2023 vs. 2024





DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

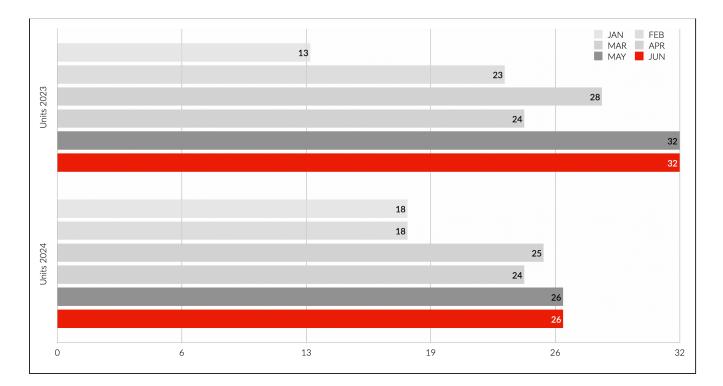


Yearly Totals 2023 vs. 2024

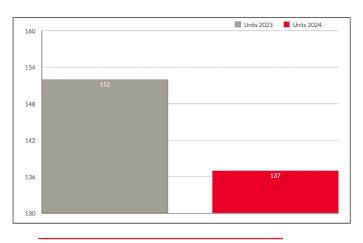
Month vs. Month 2023 vs. 2024



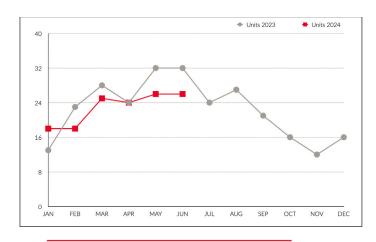
UNIT SALES



Monthly Comparison 2023 vs. 2024



Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024



SALES BY **TYPE**

	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD	\$116,043,503	\$26,136,000	\$8,768,500
Sales Volume	+3.03%	-41.9%	+338.43%
YTD	87	36	9
Unit Sales	+16%	-49.3%	+350%
YTD	\$1,333,833	\$726,000	\$974,278
Average Sale Price	-11.18%	+14.59%	-2.57%
June	\$21,810,175	\$4,395,000	\$2,380,000
Sales Volume	-7.5%	-63.23%	+100%
June	18	6	1
Unit Sales	+12.5%	-60%	+100%



JUNE 2024 THE BLUE MOUNTAINS REAL ESTATE MARKET REPORT | UNLOCK YOUR FUTURE AT LOCATIONSNORTH.COM



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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