



# 2024

# **JUNE**

# **SOUTHERN**

# **GEORGIAN BAY**

## Real Estate Market Report



LOCATIONS **NORTH**  
BROKERAGE

# OVERVIEW

## BUYERS MARKET

The Southern Georgian Bay real estate market still leans towards buyers this month, with both unit sales and sales volume having decreased in comparison to last year. The median and average sale prices have dropped as well. This trend provides buyers with a unique opportunity to engage in a market with lower prices and reduced competition.



### June year-over-year sales volume of \$122,828,625

Down 38.32% from 2023's \$199,145,309 with unit sales of 169 down 26.84% from last June's 231. New listings of 550 are down 17.17% from a year ago, with the sales/listing ratio of 30.73% down 11.68%.



### Year-to-date sales volume of \$726,110,123

Down 11.74% from 2023's \$822,674,353 with unit sales of 930 down 9.36% from 2023's 1026. New listings of 3151 are up 13.22% from a year ago, with the sales/listing ratio of 29.51% down 19.94%.



### Year-to-date average sale price of \$775,084

Down from \$800,980 one year ago with median sale price of \$686,250 down from \$720,000 one year ago. Average days-on-market of 50.83 is up 5 days from last year.

## JUNE NUMBERS

Median Sale Price

**\$640,000**

-15.29%

Average Sale Price

**\$723,980**

-16.02%

Sales Volume

**\$122,828,625**

-38.32%

Unit Sales

**169**

-26.84%

New Listings

**550**

-17.17%

Expired Listings

**270**

-22.41%

Unit Sales/Listings Ratio

**30.73%**

-11.68%

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

# THE MARKET IN DETAIL

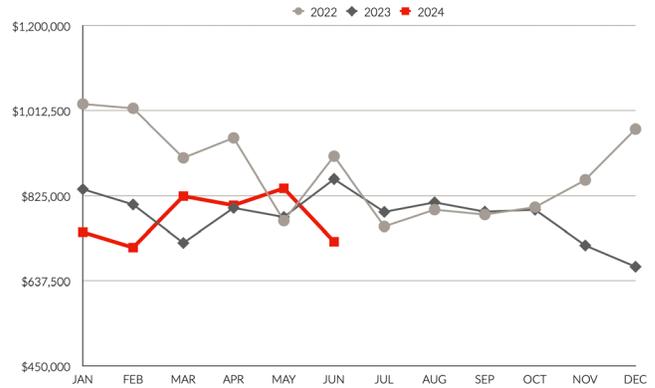
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$1,136,680,884	\$822,674,353	\$726,110,123	-11.74%
<b>YTD Unit Sales</b>	1,211	1,026	930	-9.36%
<b>YTD New Listings</b>	2,595	2,783	3,151	+13.22%
<b>YTD Sales/Listings Ratio</b>	46.67%	36.87%	29.51%	-7.35%
<b>YTD Expired Listings</b>	1,204	1,538	1,695	+10.21%
<b>Monthly Volume Sales</b>	\$135,034,190	\$199,145,309	\$122,828,625	-38.32%
<b>Monthly Unit Sales</b>	157	231	169	-26.84%
<b>Monthly New Listings</b>	526	664	550	-17.17%
<b>Monthly Sales/Listings Ratio</b>	29.85%	34.79%	30.73%	-4.06%
<b>Monthly Expired Listings</b>	323	348	270	-22.41%
<b>Monthly Average Sale Price</b>	\$860,090	\$862,101	\$723,980	-16.02%
<b>YTD Sales: \$0-\$199K</b>	19	7	19	+171.43%
<b>YTD Sales: \$200k-349K</b>	51	72	44	-38.89%
<b>YTD Sales: \$350K-\$549K</b>	184	220	238	+8.18%
<b>YTD Sales: \$550K-\$749K</b>	271	307	260	-15.31%
<b>YTD Sales: \$750K-\$999K</b>	321	228	184	-19.3%
<b>YTD Sales: \$1M-\$2M</b>	298	163	157	-3.68%
<b>YTD Sales: \$2M+</b>	68	29	27	-6.9%
<b>YTD Average Days-On-Market</b>	20.50	45.83	50.83	+10.91%
<b>YTD Average Sale Price</b>	\$956,416	\$800,980	\$775,084	-3.23%
<b>YTD Median Sale Price</b>	\$820,500	\$720,000	\$686,250	-4.69%

Southern Georgian Bay MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

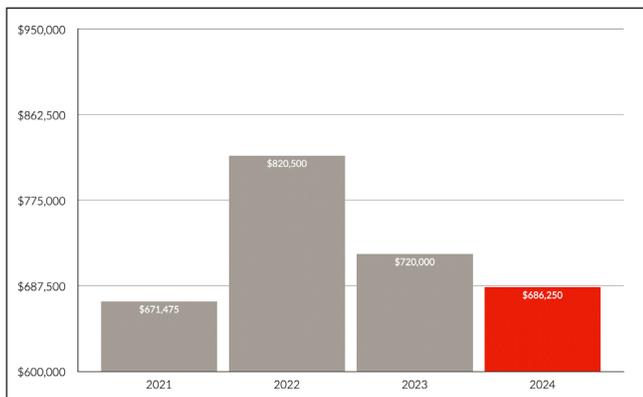


Year-Over-Year

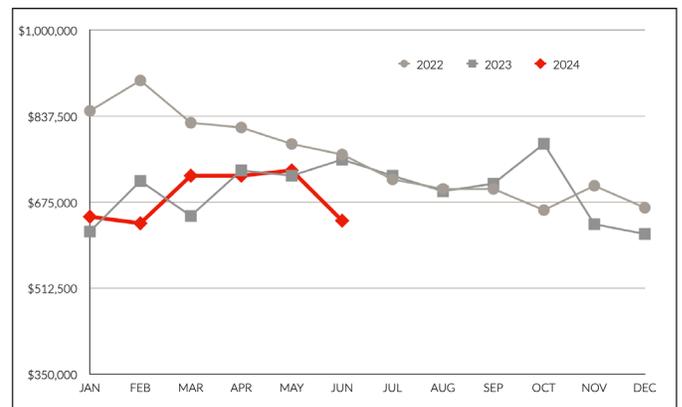


Month-Over-Month 2022 vs. 2023 vs. 2024

# MEDIAN SALE PRICE



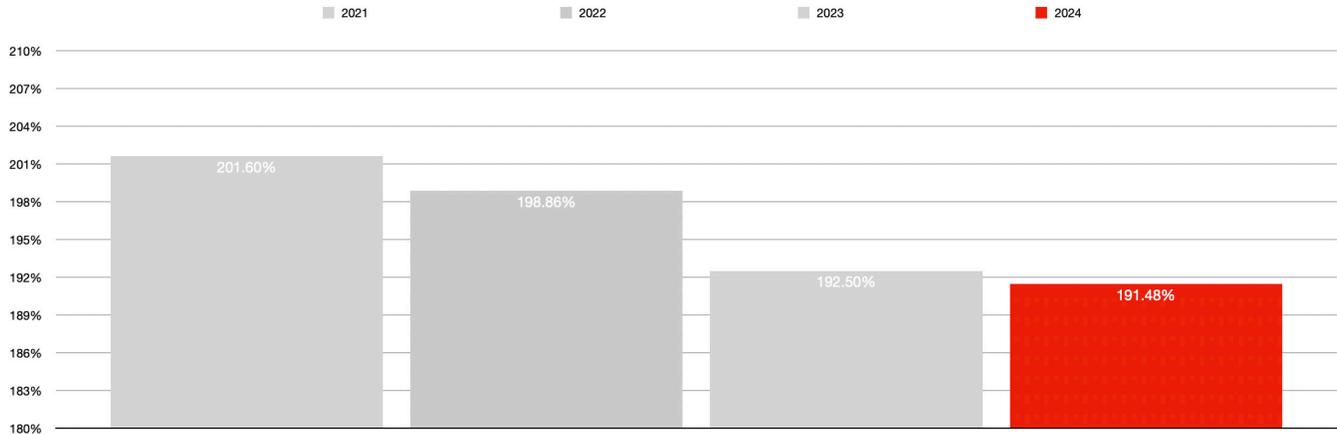
Year-Over-Year



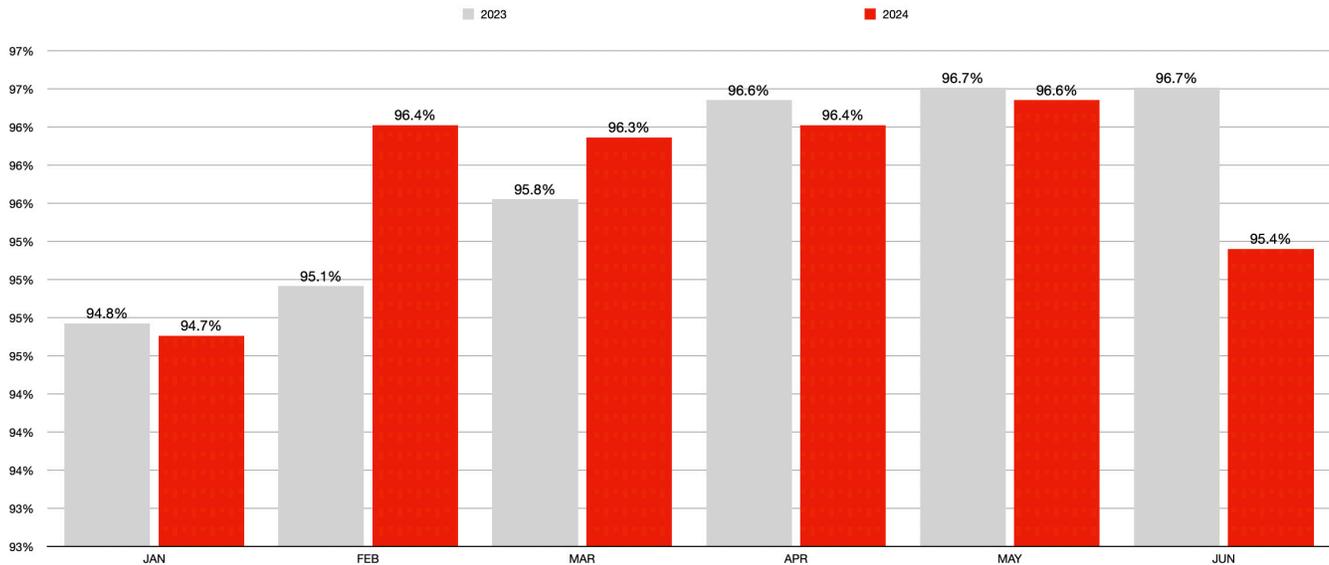
Month-Over-Month 2022 vs. 2023 vs. 2024

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

# SALE PRICE VS. LIST PRICE RATIO

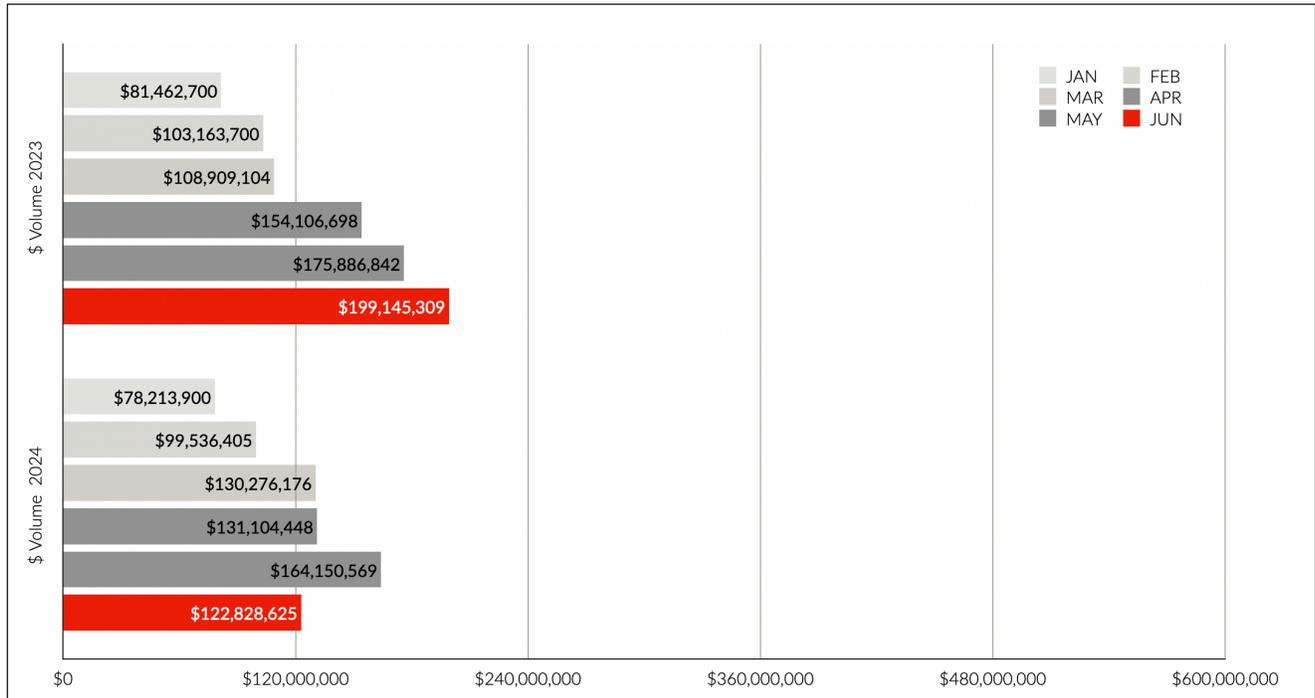


## Year-Over-Year

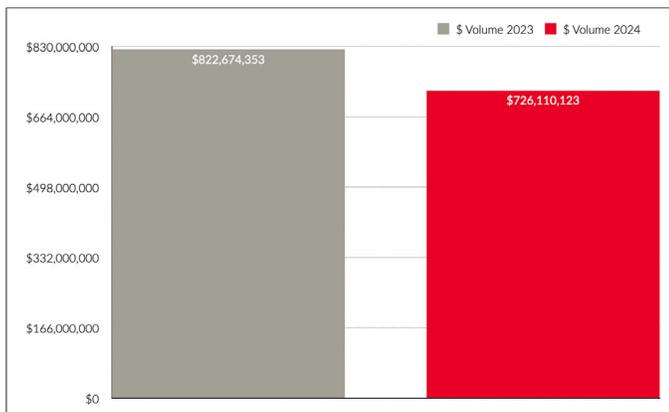


## Month-Over-Month 2023 vs. 2024

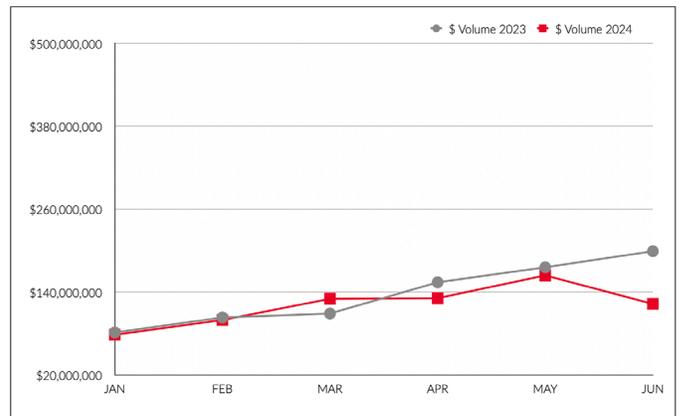
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

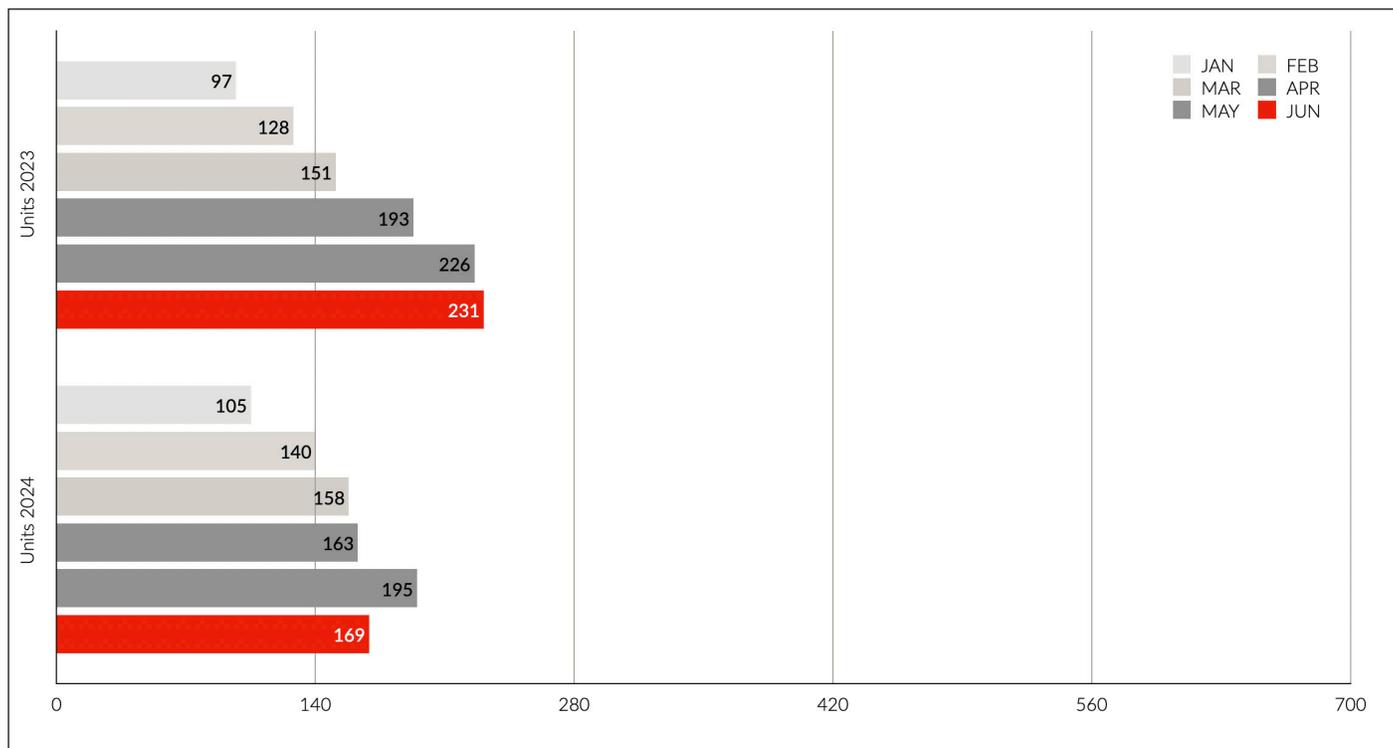


Yearly Totals 2023 vs. 2024

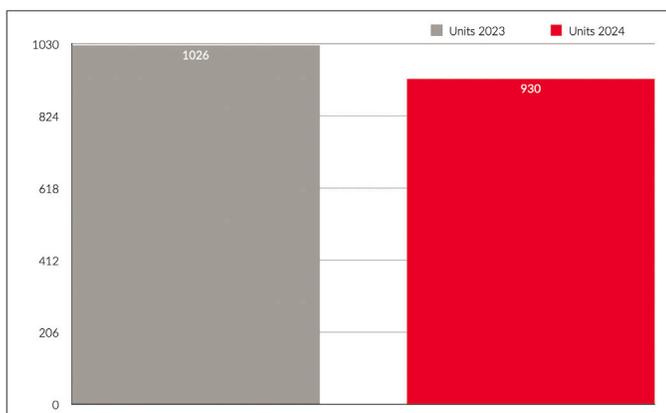


Month vs. Month 2023 vs. 2024

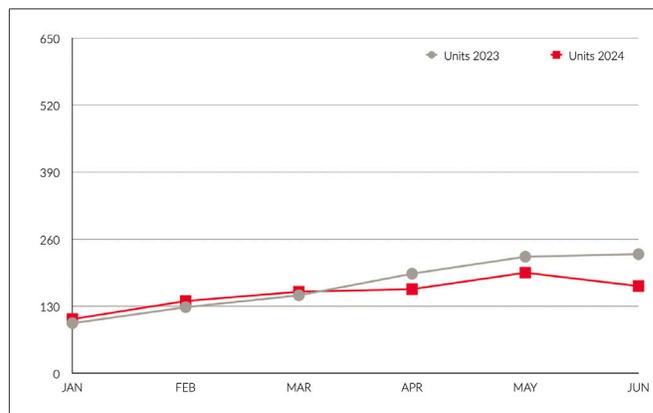
# UNIT SALES



Monthly Comparison 2023 vs. 2024

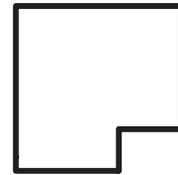


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	\$590,864,026 -9.71%	\$86,659,500 -29.64%	\$21,719,597 +58.04%
YTD Unit Sales	692 -7.49%	137 -27.13%	43 +65.38%
YTD Average Sale Price	\$853,850 -2.4%	\$632,551 -3.44%	\$505,106.91 -4.44%
June Sales Volume	\$98,521,825 -37.72%	\$15,166,900 -49.87%	\$4,087,500 -0.08%
June Unit Sales	120 -30.64%	27 -25%	10 +42.86%



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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