



2024

JULY

**THE BLUE
MOUNTAINS**

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

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, while the average sale price has increased compared to this time last year. This trend provides buyers with a unique opportunity to find favorable deals despite the mixed pricing dynamics.



July year-over-year sales volume of \$20,867,000

Down 23.37% from 2023's \$27,230,000 with unit sales of 15 down 37.5 from last July's 24. New listings of 87 are up 20.83% from a year ago, with the sales/listing ratio of 17.24% down 48.28%.



Year-to-date sales volume of \$175,238,903

Down 10.81% from 2023's \$196,476,600 with unit sales of 152 down 13.64% from 2023's 176. New listings of 686 are up 28.46% from a year ago, with the sales/listing ratio of 22.16% down 32.77%.



Year-to-date average sale price of \$1,157,585

Up from \$1,142,062 one year ago with median sale price of \$950,000 down from \$1,050,000 one year ago. Average days-on-market of 60.86 is up 13.29 days from last year.

JULY NUMBERS

Median Sale Price

\$1,013,500

-6.59%

Average Sale Price

\$1,391,133

+22.61%

Sales Volume

\$20,867,000

-23.37%

Unit Sales

15

-37.5%

New Listings

87

+20.83%

Expired Listings

45

+221.43%

Unit Sales/Listings Ratio

17.24%

-48.28%

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

THE MARKET IN DETAIL

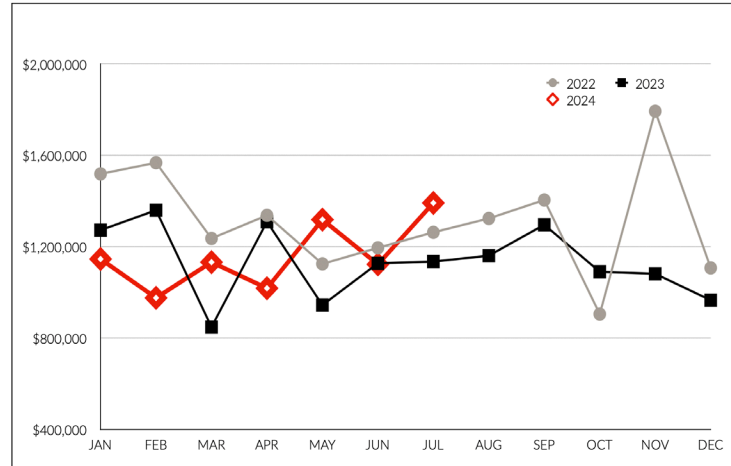
	2022	2023	2024	2023-2024
YTD Volume Sales	\$312,318,525	\$196,476,600	\$175,238,903	-10.81%
YTD Unit Sales	231	176	152	-13.64%
YTD New Listings	470	534	686	+28.46%
YDT Sales/Listings Ratio	49.15%	32.96%	22.16%	-10.8%
YTD Expired Listings	25	95	174	+83.16%
Monthly Volume Sales	\$17,677,500	\$27,230,000	\$20,867,000	-23.37%
Monthly Unit Sales	14	24	15	-37.5%
Monthly New Listings	64	72	87	+20.83%
Monthly Sales/Listings Ratio	21.88%	33.33%	17.24%	-16.09%
Monthly Expired Listings	12	14	45	+221.43%
Monthly Average Sale Price	\$1,262,679	\$1,134,583	\$1,391,133	-22.24%
YTD Sales: \$0-\$199K	1	0	0	No change
YTD Sales: \$200k-349K	12	10	4	-60.00%
YTD Sales: \$350K-\$549K	22	25	16	-36.00%
YTD Sales: \$550K-\$749K	22	21	27	28.57%
YTD Sales: \$750K-\$999K	38	25	33	32.00%
YTD Sales: \$1M+	94	65	57	-12.31%
YTD Sales: \$2M+	136	83	72	-13.25%
YTD Average Days-On-Market	28.57	47.57	60.86	+27.93%
YTD Average Sale Price	\$1,320,049	\$1,142,062	\$1,157,585	+1.36%
YTD Median Sale Price	\$1,175,000	\$1,050,000	\$950,000	-9.52%

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

AVERAGE SALE PRICE

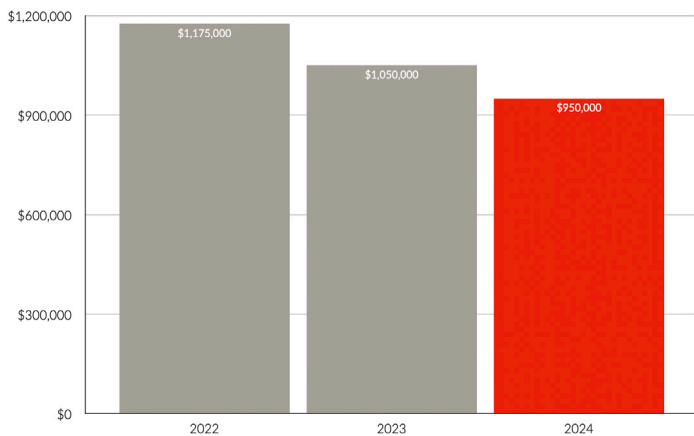


Year-Over-Year

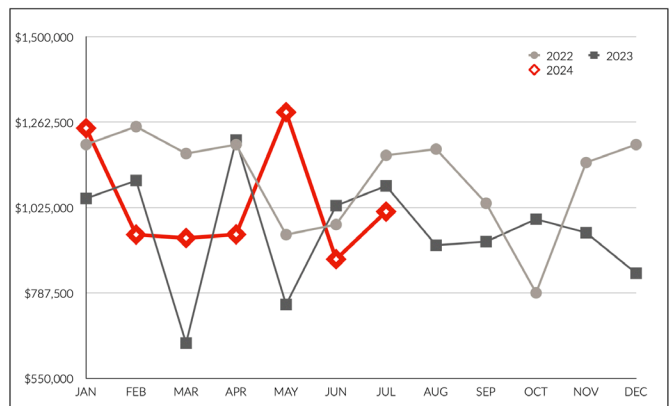


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



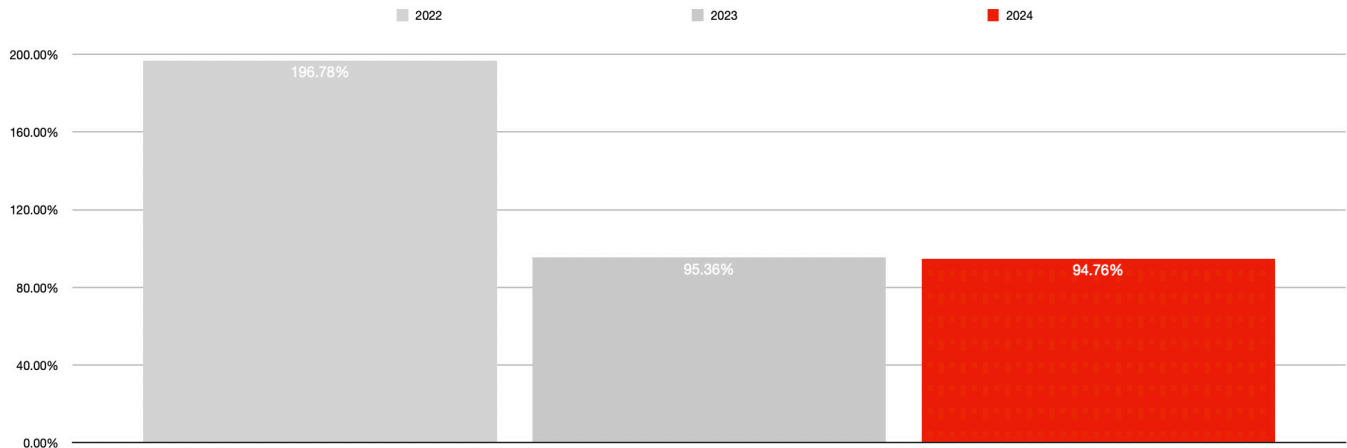
Year-Over-Year



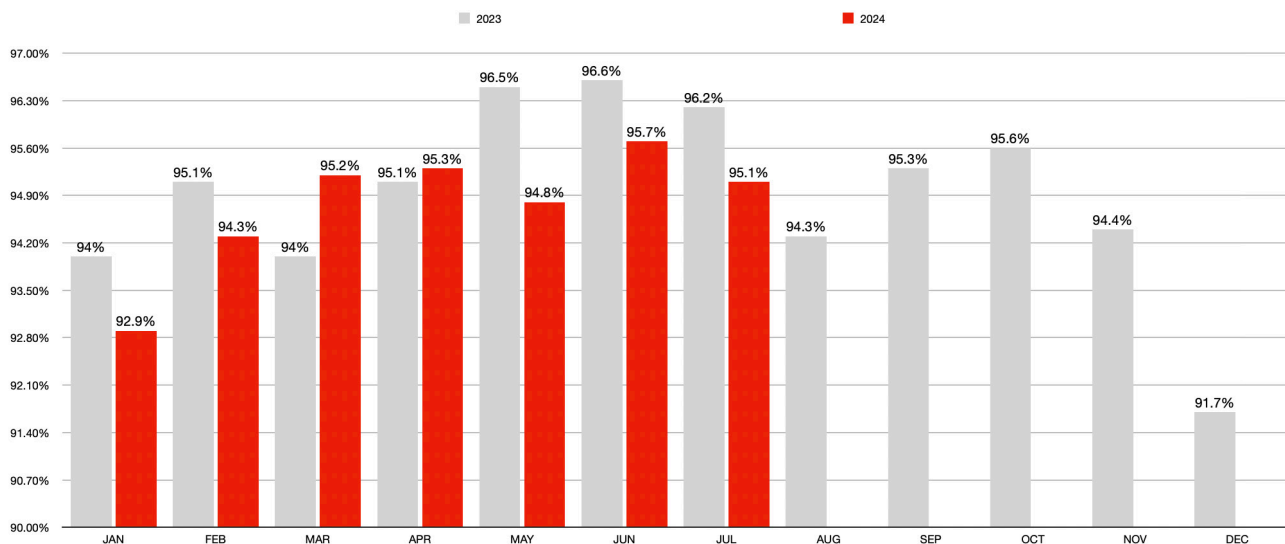
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

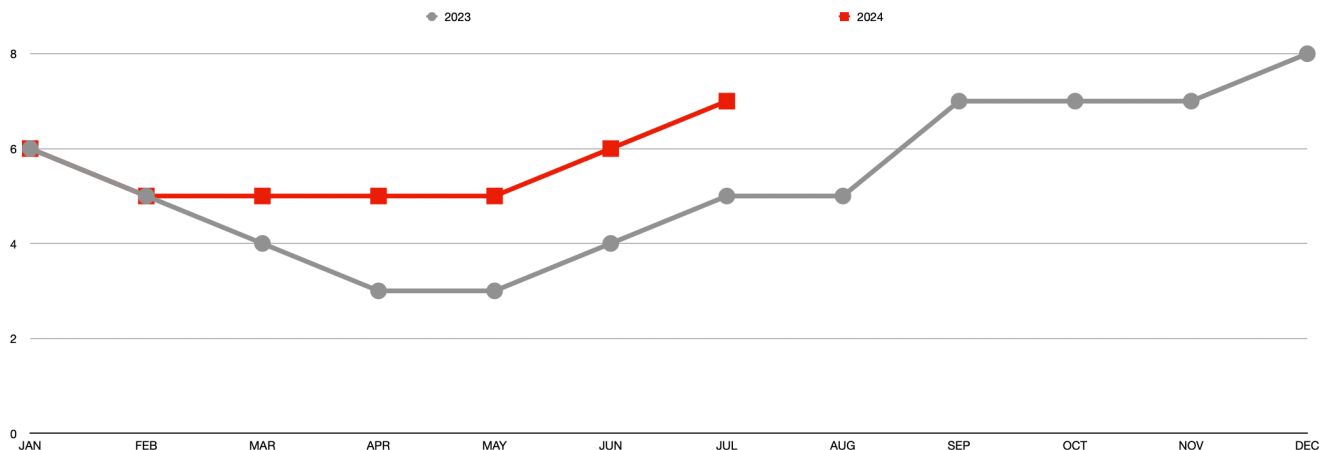


Year-Over-Year

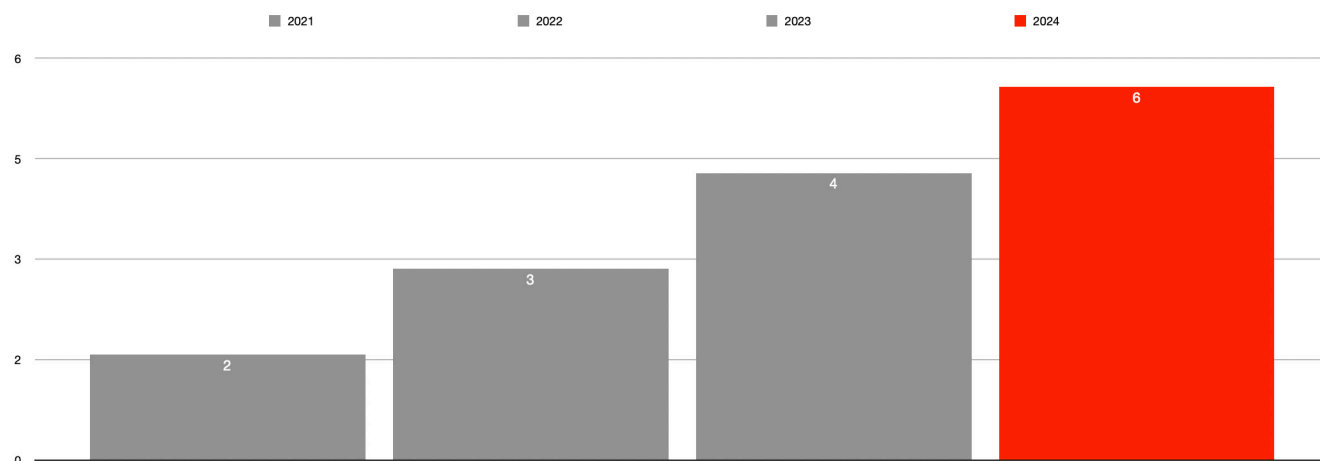


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

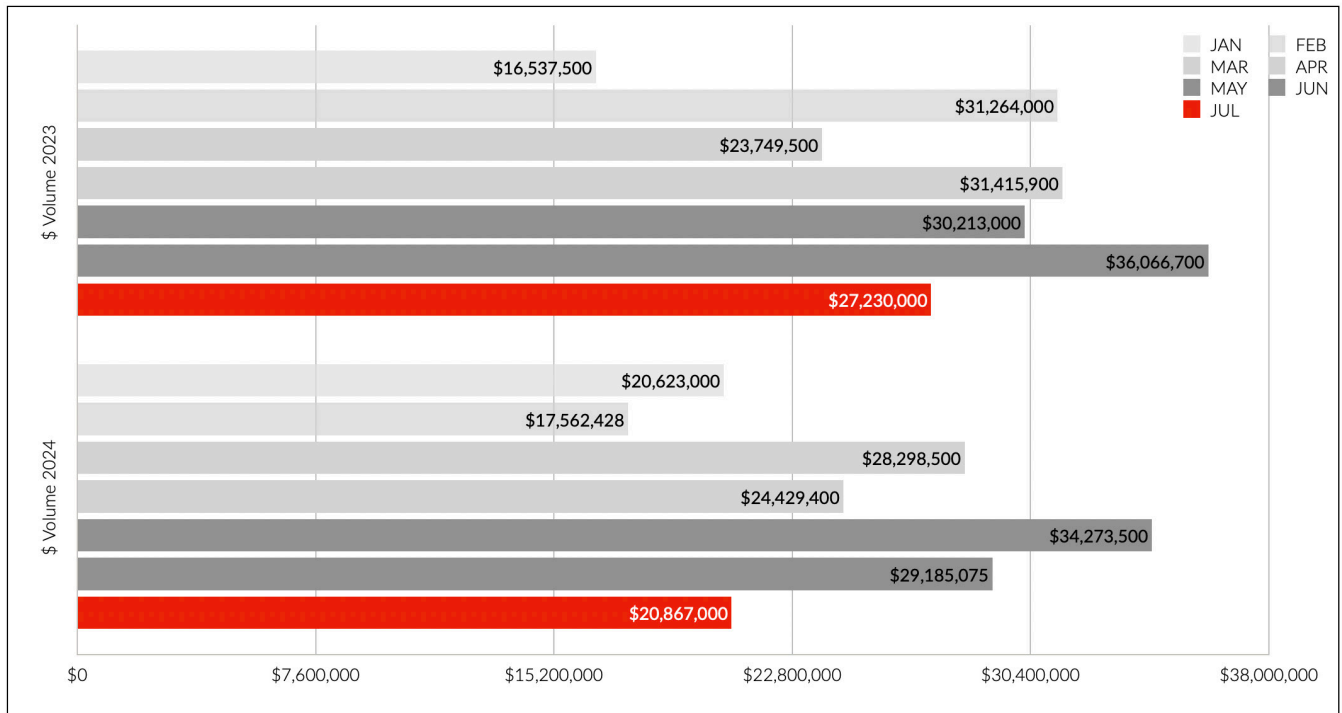


Month-Over-Month 2023 vs. 2024

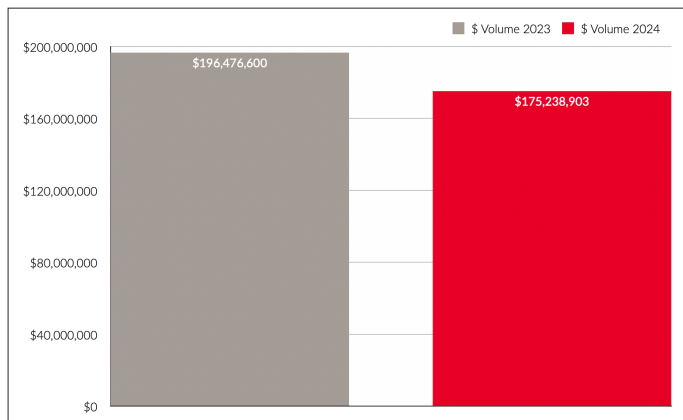


Year-Over-Year

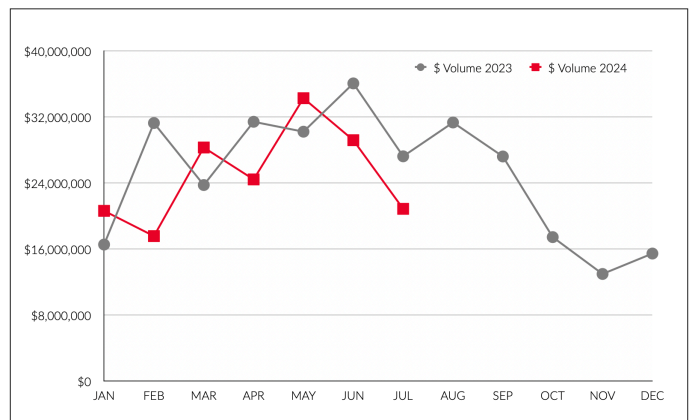
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

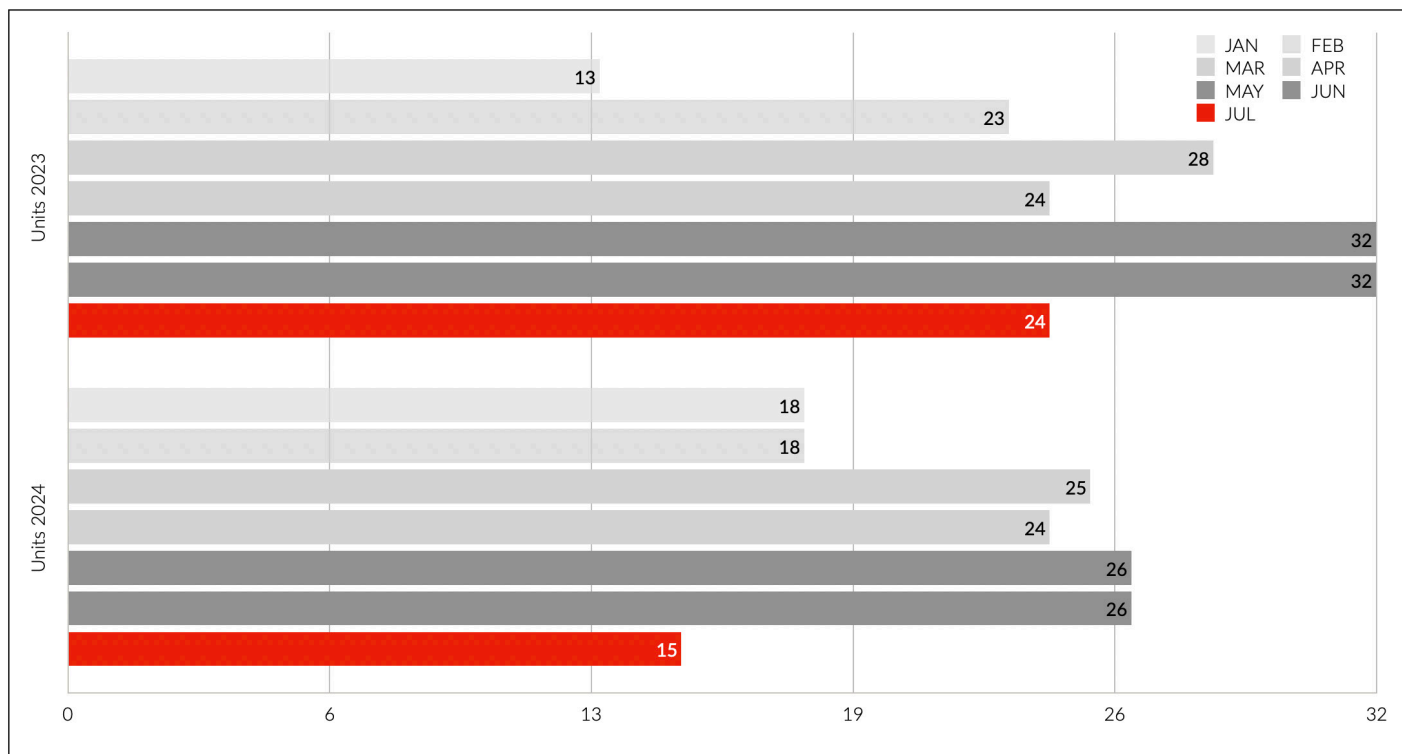


Yearly Totals 2023 vs. 2024

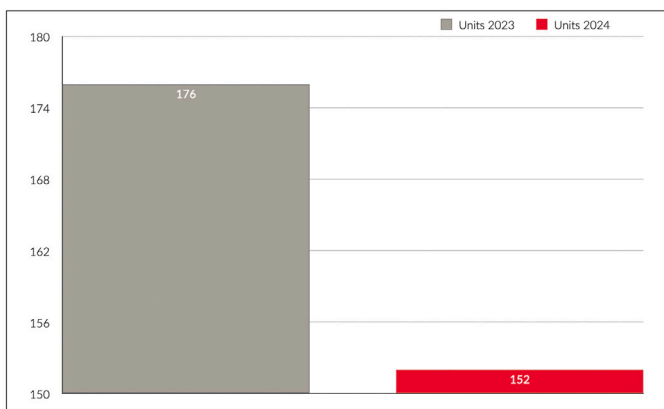


Month vs. Month 2023 vs. 2024

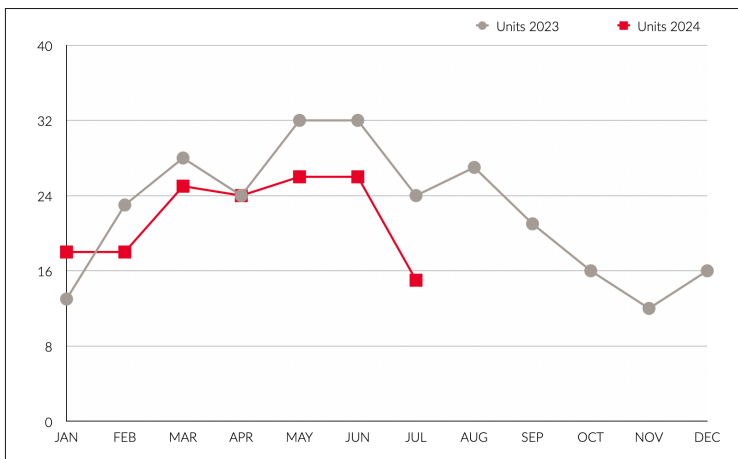
UNIT SALES



Monthly Comparison 2023 vs. 2024

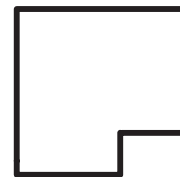


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$134,235,503 +1.01%	\$28,052,000 -45.54%	\$8,768,500 +338.43%
YTD Unit Sales	97 +8.99%	40 -50%	9 +200%
YTD Average Sale Price	\$1,383,871 -7.32%	\$701,300 +8.92%	\$974,278 +46.14%
July Sales Volume	\$18,192,000 -10.21%	\$1,916,000 -70.65%	\$0 -100%
July Unit Sales	10 -28.57%	4 -55.56%	0 -100%



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

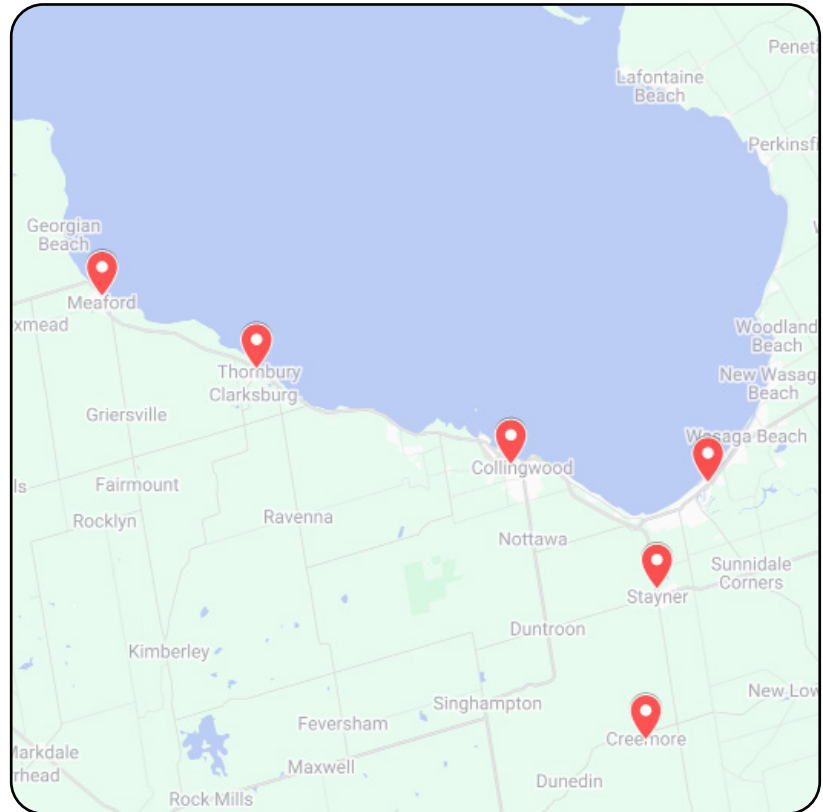
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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