



2024
JULY

GREY HIGHLANDS

Real Estate Market Report



LOCATIONS **NORTH**
BROKERAGE

OVERVIEW

BALANCED MARKET

In Grey Highlands, the real estate market is a buyer's market, despite an increase in unit sales and a decrease in sales volume. The median sale price has decreased, while the average sale price has increased slightly compared to the previous year. This combination of factors provides buyers with a diverse range of opportunities in the current market.



July year-over-year sales volume of \$6,847,000

Down 7.87% from 2023's \$7,432,000 with unit sales of 10 up 25% from last July's 8. New listings of 27 are down 12.9% from a year ago, with the sales/listing ratio of 37.04% up 43.52%.



Year-to-date sales volume of \$74,556,715

Up 17.73% from 2023's \$63,327,235 with unit sales of 87 up 12.99% from 2023's 77. New listings of 260 are up 33.33% from a year ago, with the sales/listing ratio of 33.46% down 15.26%.



Year-to-date average sale price of \$863,924

Up 3.92% from \$831,311 one year ago with median sale price of \$639,000 down from \$676,500 one year ago. The average days-on-market is 78.71 is up 22.57 days from last year.

JULY NUMBERS

Median Sale Price

\$602,500

-9.06%

Average Sale Price

\$684,700

-26.3%

Sales Volume

\$6,847,000

+5.8%

Unit Sales

10

25%

New Listings

27

-12.9%

Expired Listings

12

+300%

Unit Sales/Listings Ratio

37.04%

+43.52%

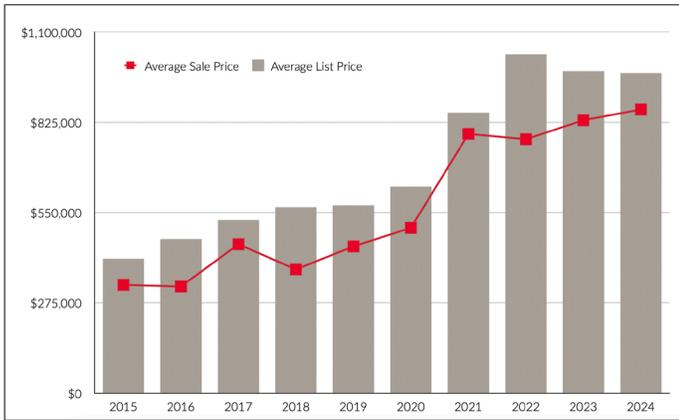
*Year-over-year comparison
(July 2024 vs. July 2023)*

THE MARKET IN DETAIL

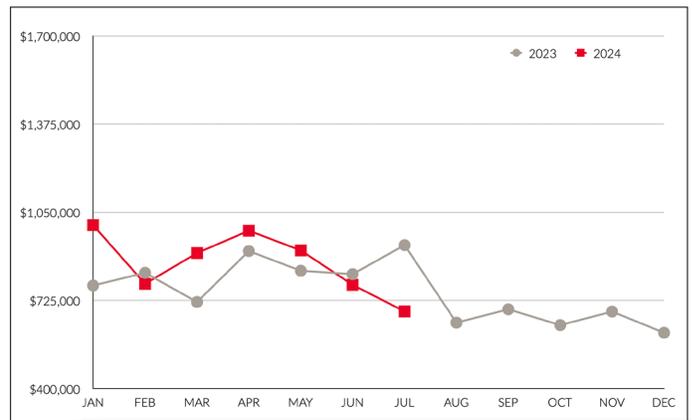
	2022	2023	2024	2023-2024
YTD Volume Sales	\$81,884,459	\$63,327,235	\$74,556,715	+17.73%
YTD Unit Sales	105	77	87	+12.99%
YTD New Listings	240	195	260	+33.33%
YTD Sales/Listings Ratio	43.75%	39.49%	33.46%	-6.03%
YTD Expired Listings	11	25	55	+120%
Monthly Volume Sales	\$5,201,000	\$7,432,000	\$6,847,000	-7.87%
Monthly Unit Sales	11	8	10	+25%
Monthly New Listings	40	31	27	-12.9%
Monthly Sales/Listings Ratio	27.50%	25.81%	37.04%	+11.23%
Monthly Expired Listings	3	3	12	+300%
Monthly Average Sale Price	\$472,818	\$929,000	\$684,700	-26.3%
YTD Sales: \$0-\$199K	7	3	6	100.00%
YTD Sales: \$200k-349K	12	2	3	50.00%
YTD Sales: \$350K-\$549K	19	17	17	0.00%
YTD Sales: \$550K-\$749K	0	0	2	200%
YTD Sales: \$750K-\$999K	19	14	18	28.57%
YTD Sales: \$1M+	28	17	14	-17.65%
YTD Sales: \$2M+	29	18	18	0.00%
YTD Average Days-On-Market	32.14	56.14	78.71	+40.2%
YTD Average Sale Price	\$773,366	\$831,311	\$863,924	+3.92%
YTD Median Sale Price	\$735,000	\$676,500	\$639,000	-5.54%

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

AVERAGE SALE PRICE

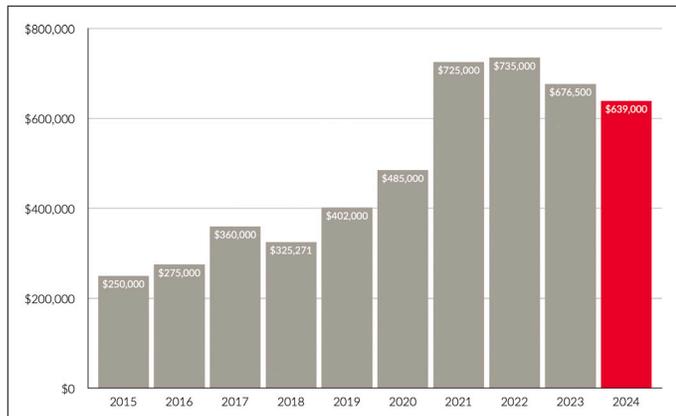


Year-Over-Year

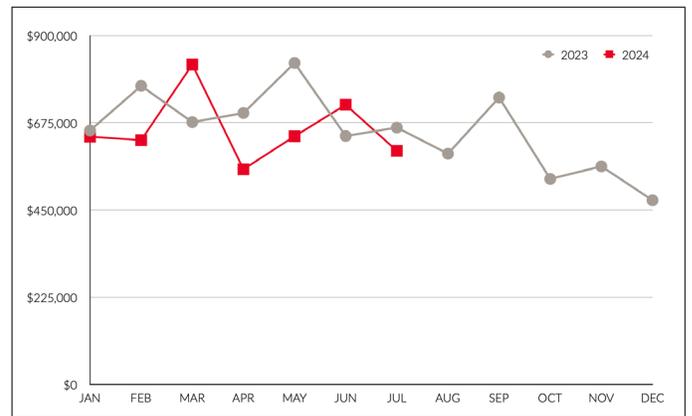


Month-Over-Month 2023 vs. 2024

MEDIAN SALE PRICE



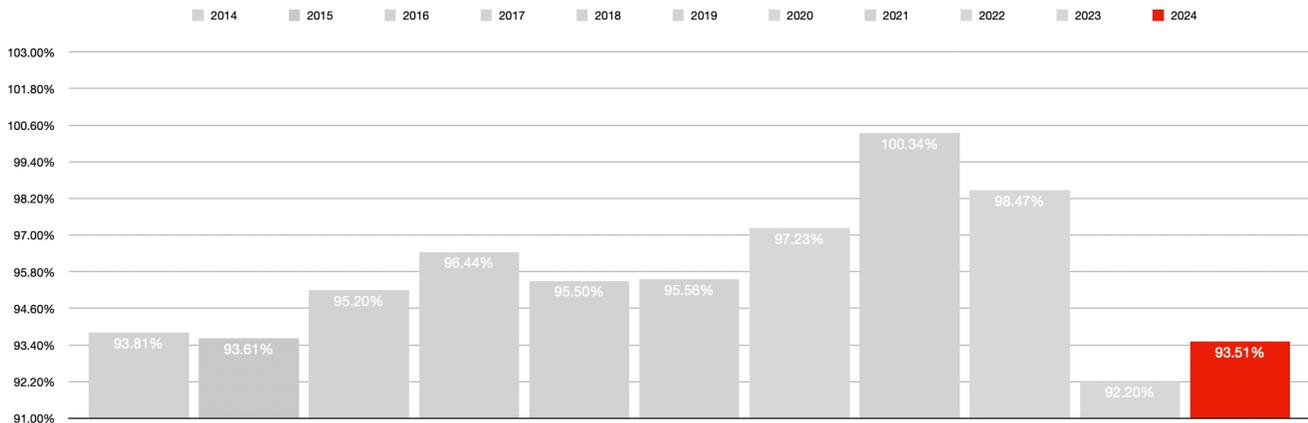
Year-Over-Year



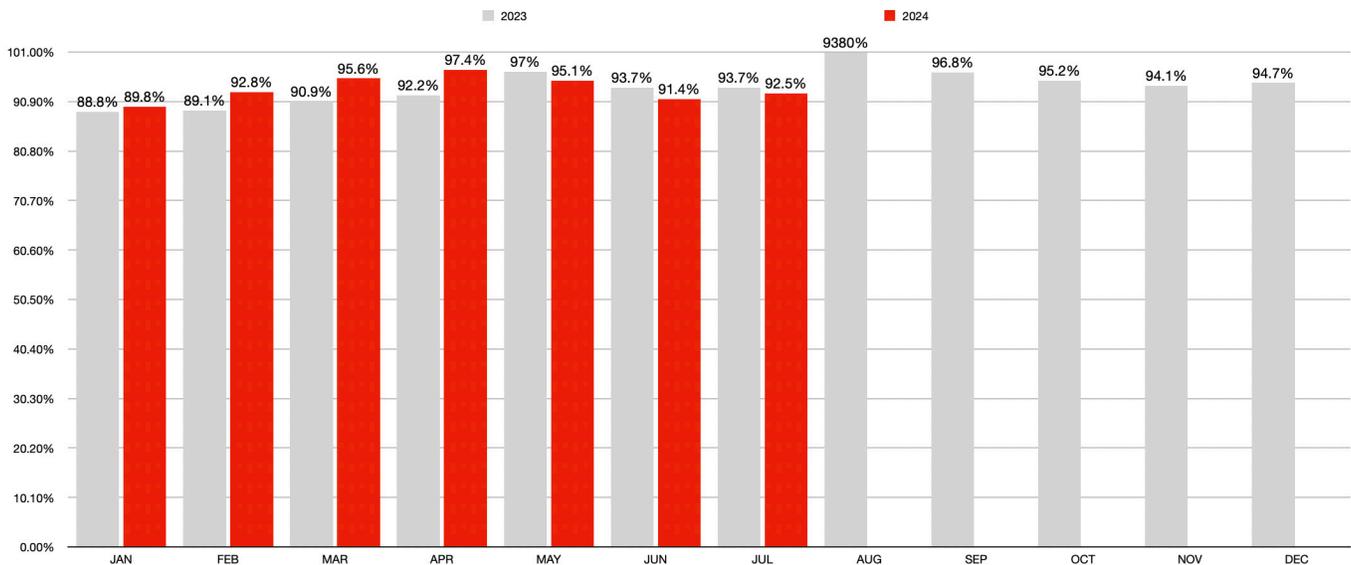
Month-Over-Month 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

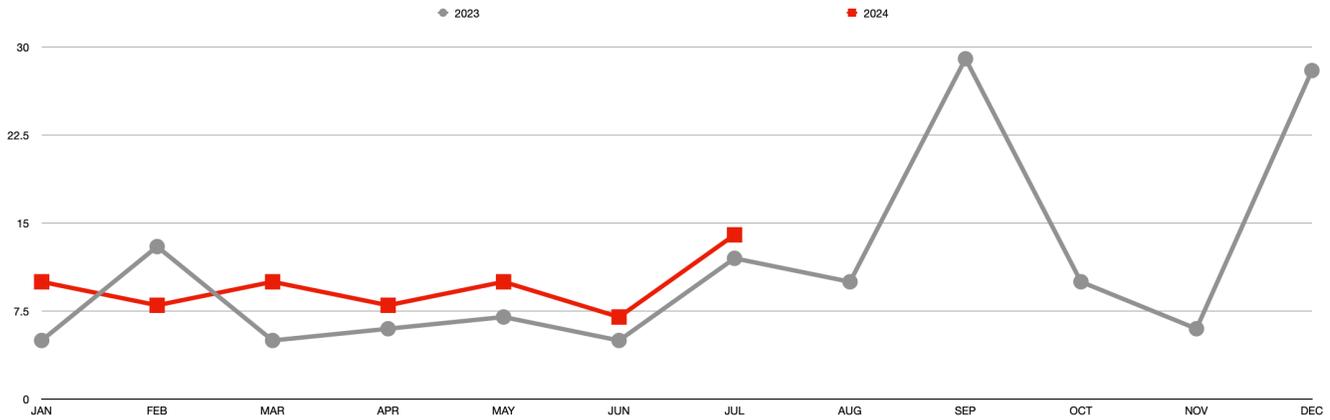


Year-Over-Year

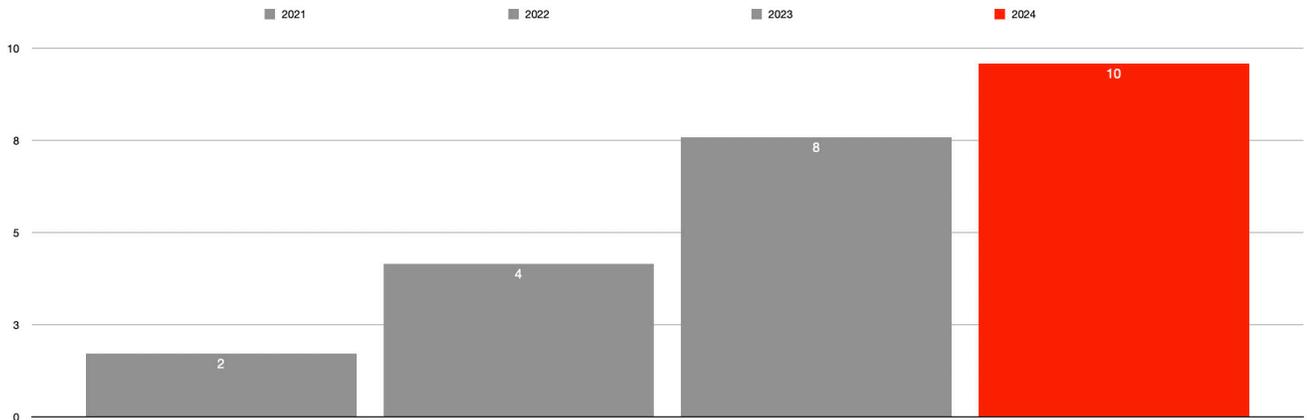


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

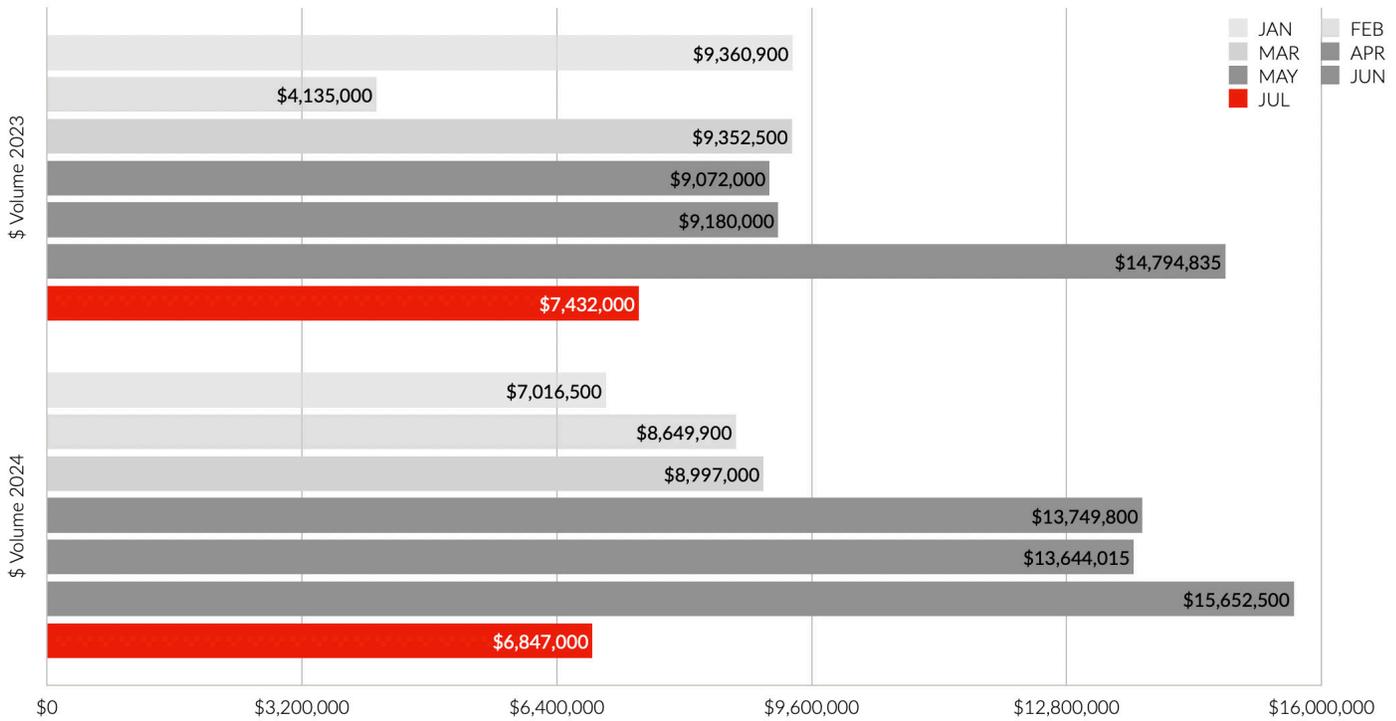


Month-Over-Month 2023 vs. 2024

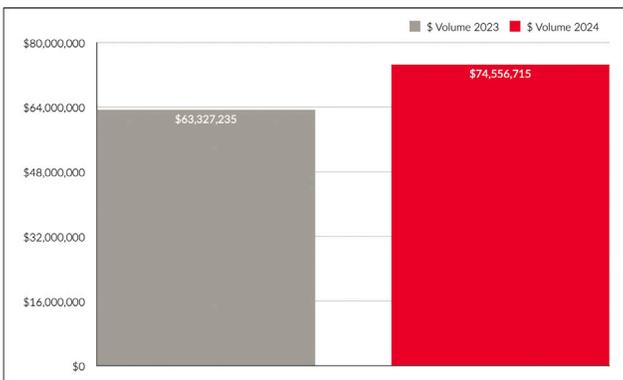


Year-Over-Year

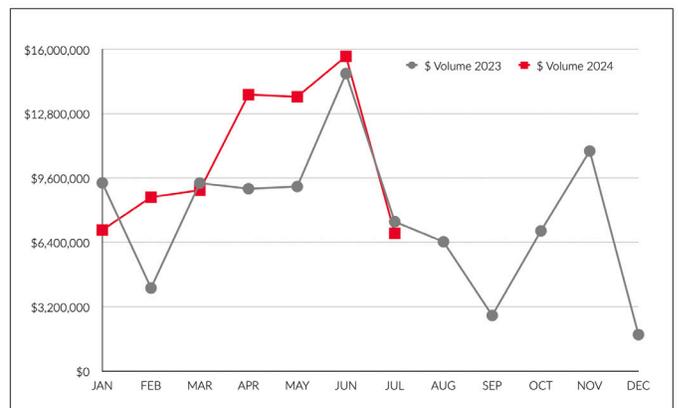
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

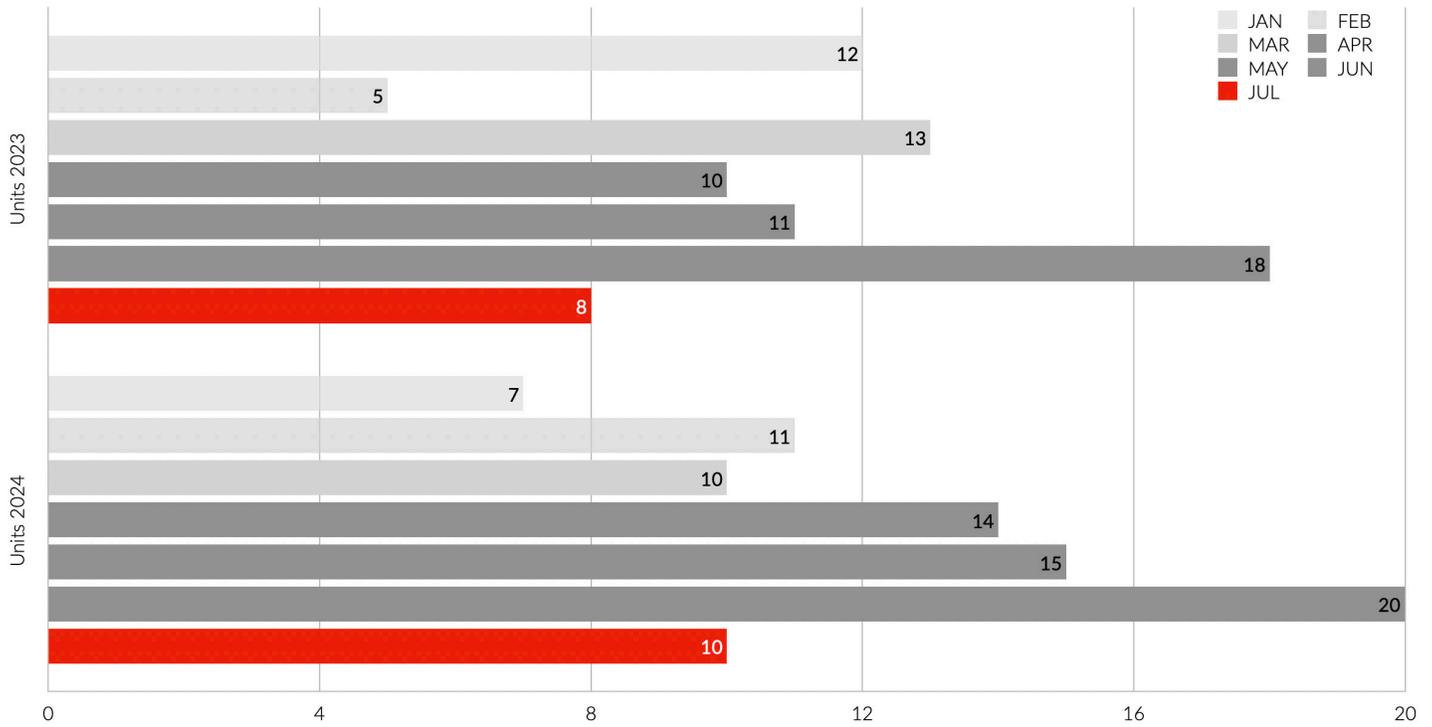


Yearly Totals 2023 vs. 2024

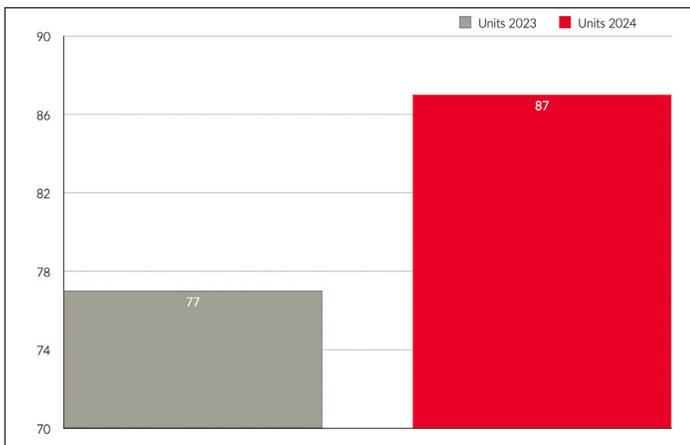


Month vs. Month 2023 vs. 2024

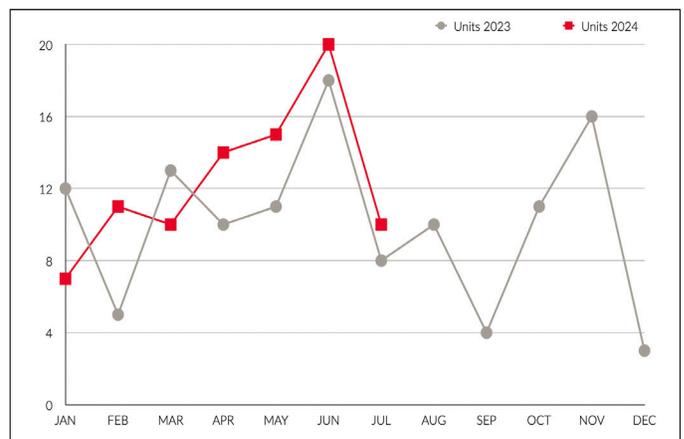
UNIT SALES



Monthly Comparison 2023 vs. 2024

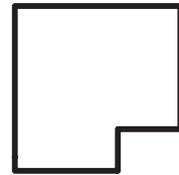


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$68,897,315 +14.46%	0 No Change	\$5,659,400 +80.52%
YTD Unit Sales	72 +2.86%	0 No Change	15 +114.29%
YTD Average Sale Price	\$956,907 +11.28%	0 No Change	\$377,293 -15.76%
July Sales Volume	\$6,510,000 -2.57%	0 No Change	\$337,000 -55.07%
July Unit Sales	8 +14.29%	0 No Change	2 +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

GREY HIGHLANDS

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

THORNBURY

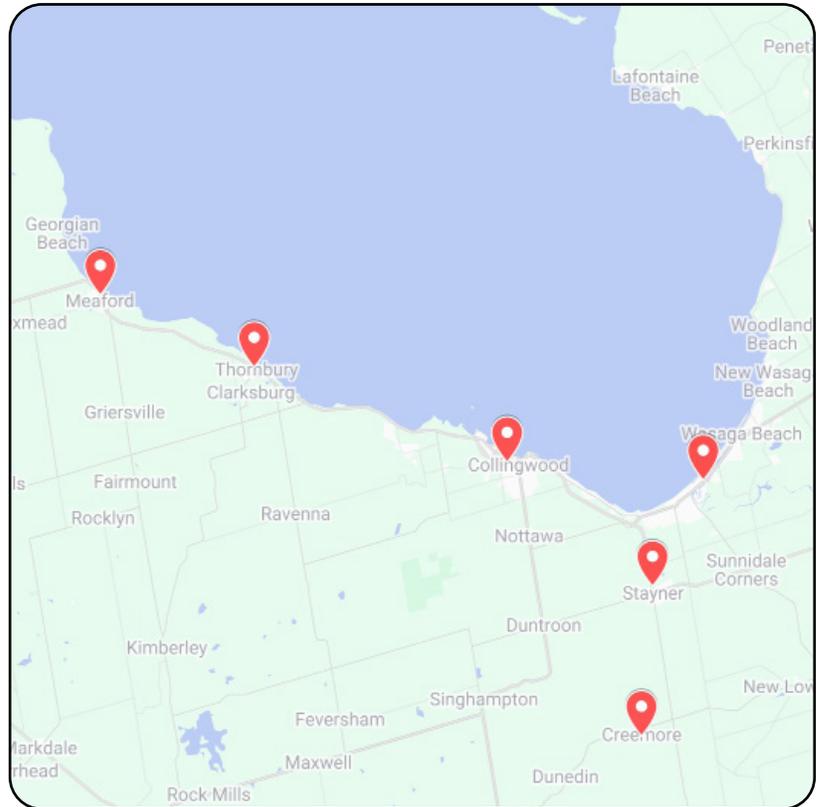
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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