



2024

SEPTEMBER

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 sales volume, while unit sales have remained the same as last September. Both the median and average sale prices have dropped compared to this time last year. This trend provides buyers with more leverage and opportunities to negotiate favorable deals in the current market.



September year-over-year sales volume of \$26,805,250

Down 1.5% from 2023's \$27,212,500 with unit sales of 21 same as last September's 21. New listings of 103 are down 11.9% from a year ago, with the sales/listing ratio of 20.39% up 13.59%.



Year-to-date sales volume of \$196,182,303

Down 13.88% from 2023's \$227,806,100 with unit sales of 193 down 13.84% from 2023's 224. New listings of 871 are up 18.66% from a year ago, with the sales/listing ratio of 22.16% down 27.39%.



Year-to-date average sale price of \$1,158,522

Down from \$1,161,180 one year ago with median sale price of \$1,013,500 down from \$1,030,000 one year ago. Average days-on-market of 63.11 is up 15.44 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$1,020,000

+9.68%

Average Sale Price

\$1,276,440

-1.5%

Sales Volume

\$26,805,250

-1.5%

Unit Sales

21

No Change

New Listings

103

-11.97%

Expired Listings

58

+286.67%

Unit Sales/Listings Ratio

20.39%

+13.59%

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

THE MARKET IN DETAIL

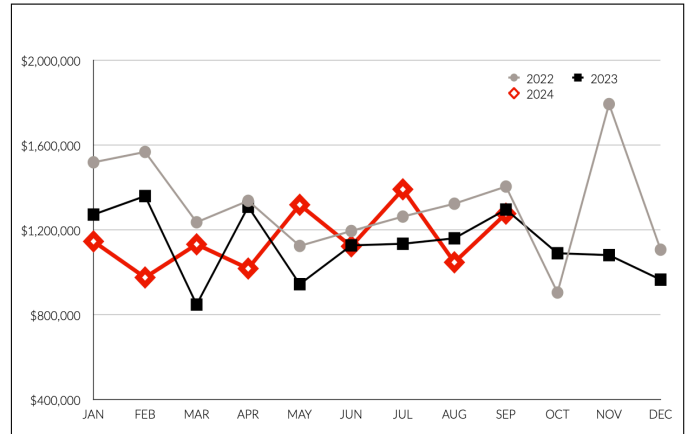
	2022	2023	2024	2023-2024
YTD Volume Sales	\$355,956,825	\$255,018,600	\$222,987,553	t-12.56%
YTD Unit Sales	263	224	193	-13.84%
YTD New Listings	613	734	871	+18.66%
YTD Sales/Listings Ratio	42.90%	30.52%	22.16%	-27.39%
YTD Expired Listings	49	125	276	+120.8%
Monthly Volume Sales	\$22,465,500	\$27,212,500	\$26,805,250	-1.5%
Monthly Unit Sales	16	21	21	No Change
Monthly New Listings	88	117	103	-11.97%
Monthly Sales/Listings Ratio	18.18%	17.95%	20.39%	+13.59%
Monthly Expired Listings	14	15	58	+286.67%
Monthly Average Sale Price	\$1,404,094	\$1,295,833	\$1,276,440	-1.5%
YTD Sales: \$0-\$199K	1	1	0	-100%
YTD Sales: \$200k-349K	15	12	5	-58.33%
YTD Sales: \$350K-\$549K	25	32	19	-40.63%
YTD Sales: \$550K-\$749K	24	27	31	+14.81%
YTD Sales: \$750K-\$999K	43	35	44	+25.71%
YTD Sales: \$1M+	108	81	76	-6.17%
YTD Sales: \$2M+	155	105	75	-28.57%
YTD Average Days-On-Market	33.67	47.67	63.11	+32.4%
YTD Average Sale Price	\$1,329,748	\$1,161,180	\$1,158,522	-0.23%
YTD Median Sale Price	\$1,175,000	\$1,030,000	\$1,013,500	-1.6%

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

AVERAGE SALE PRICE

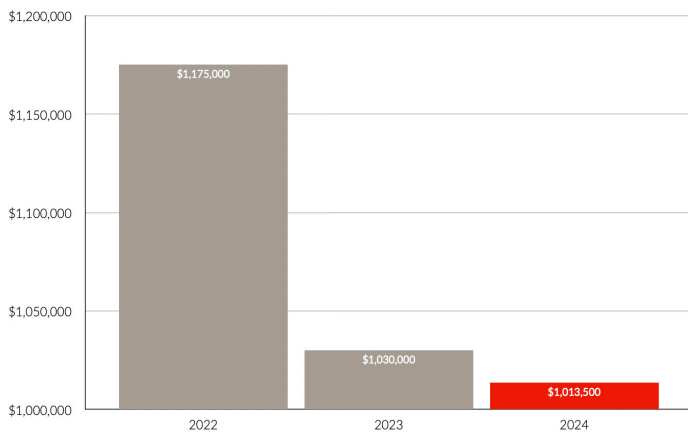


Year-Over-Year

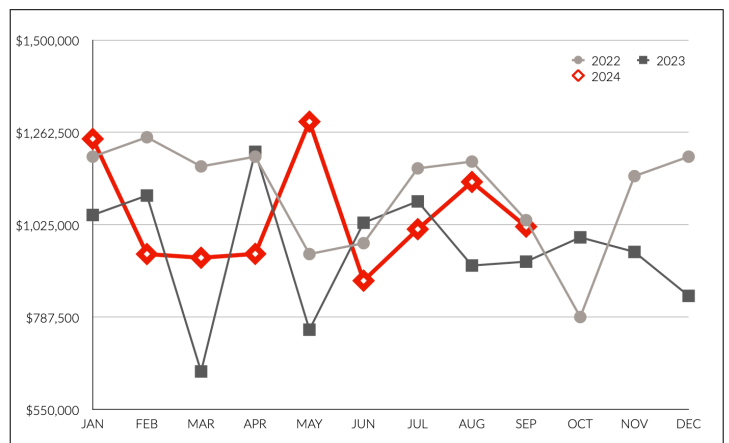


Month-Over-Month 2022 vs. 2023 vs. 2024

MEDIAN SALE PRICE



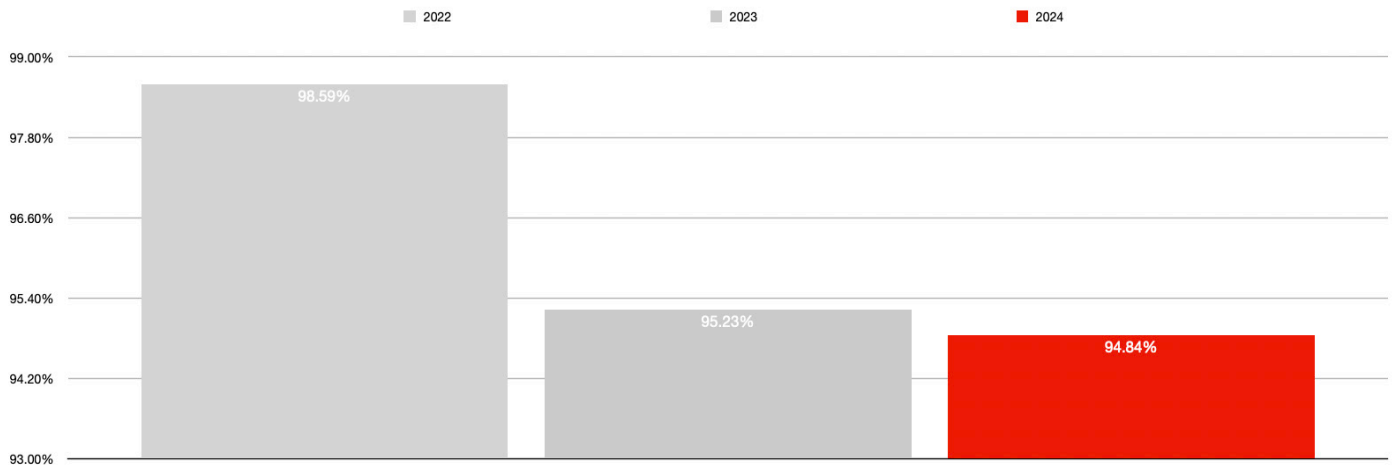
Year-Over-Year



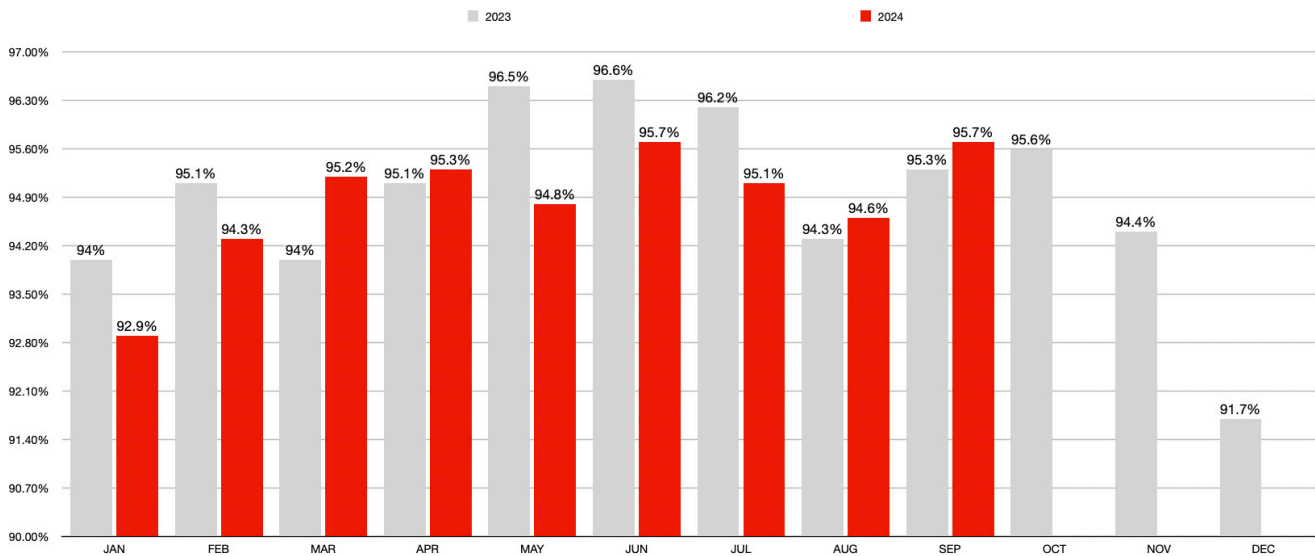
Month-Over-Month 2022 vs. 2023 vs. 2024

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

SALE PRICE VS. LIST PRICE RATIO

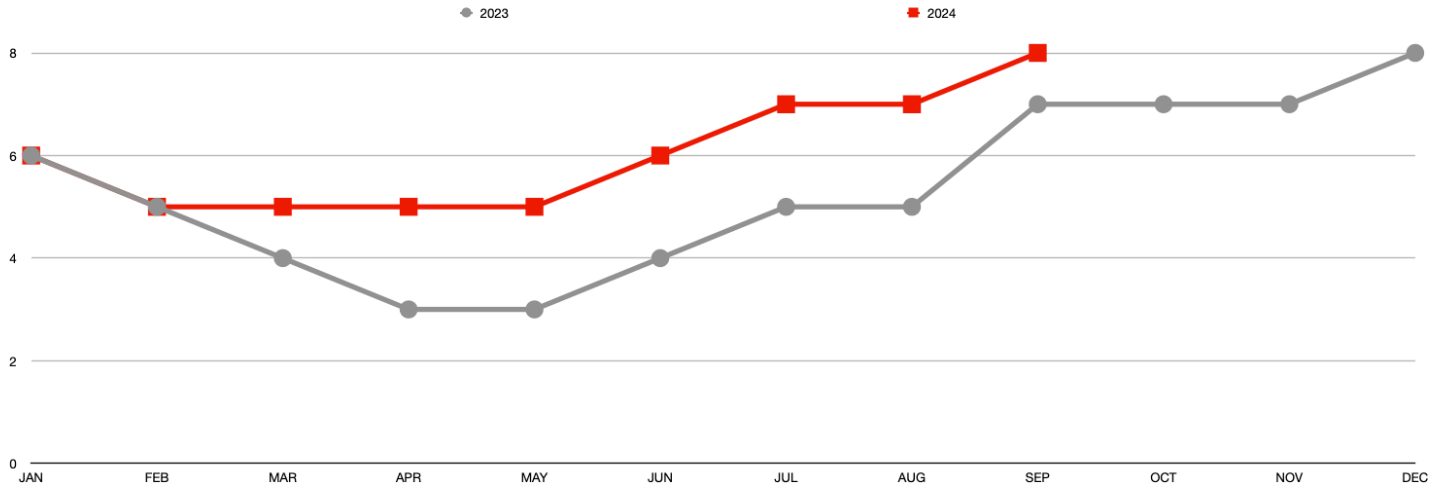


Year-Over-Year

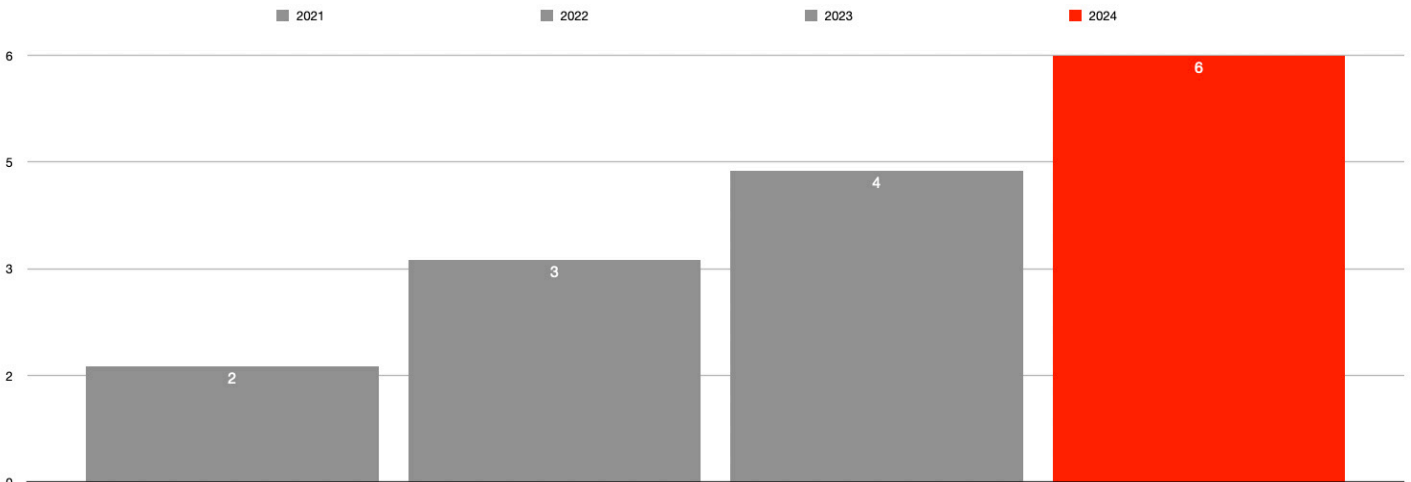


Month-Over-Month 2023 vs. 2024

MONTHS OF INVENTORY

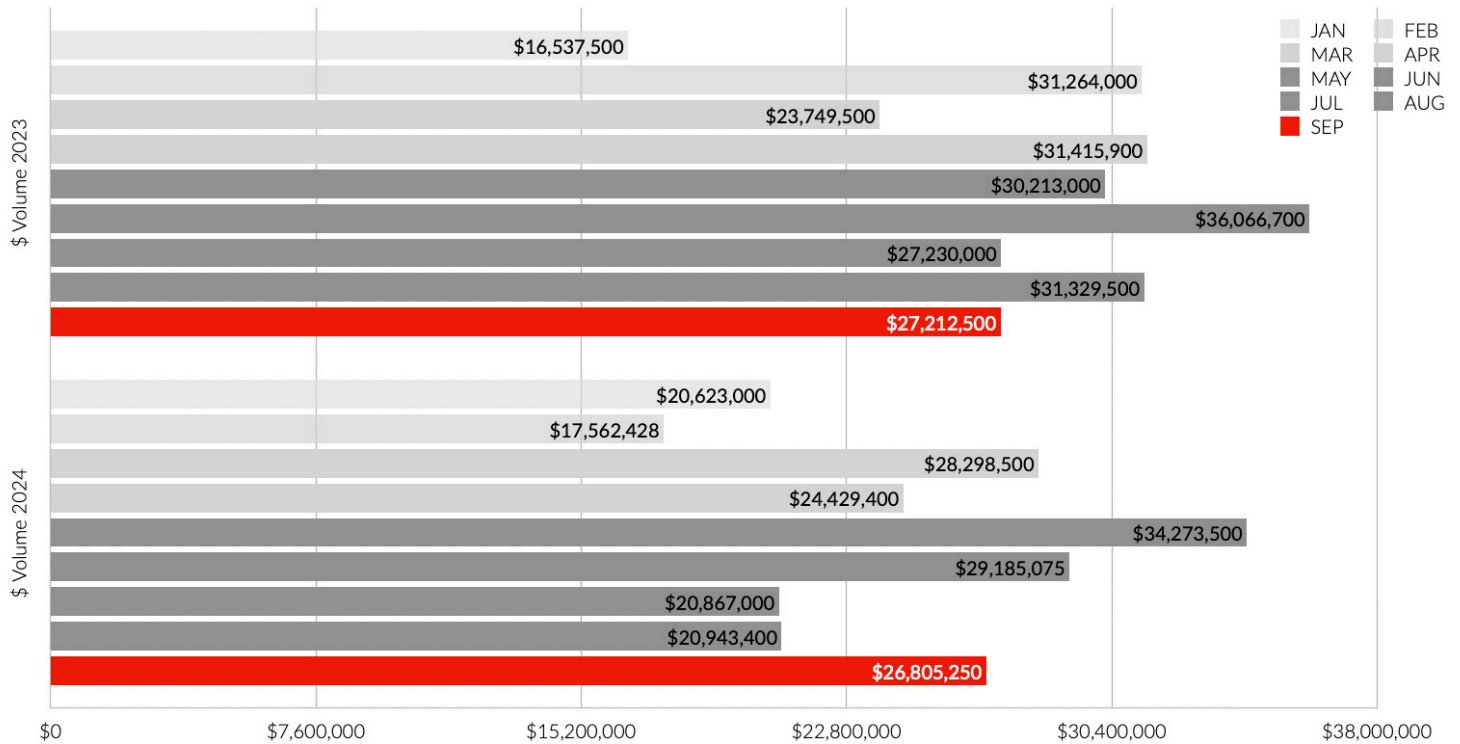


Month-Over-Month 2023 vs. 2024

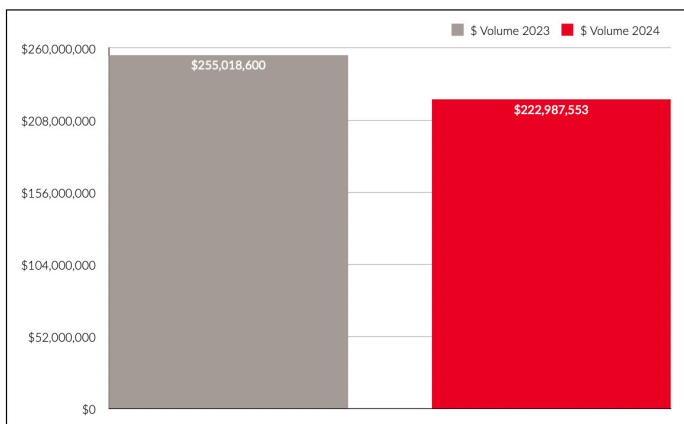


Year-Over-Year

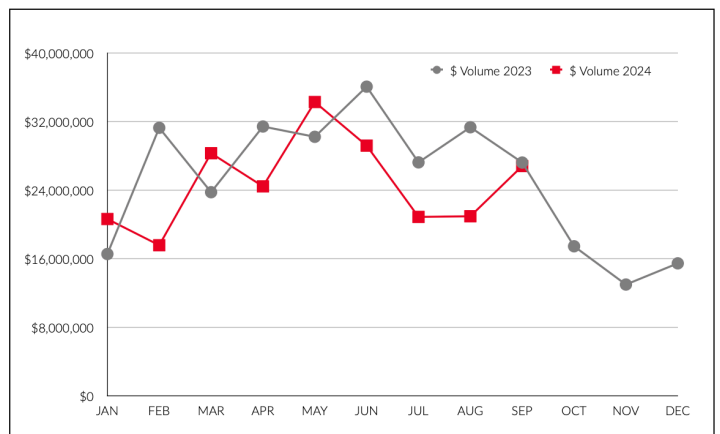
DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

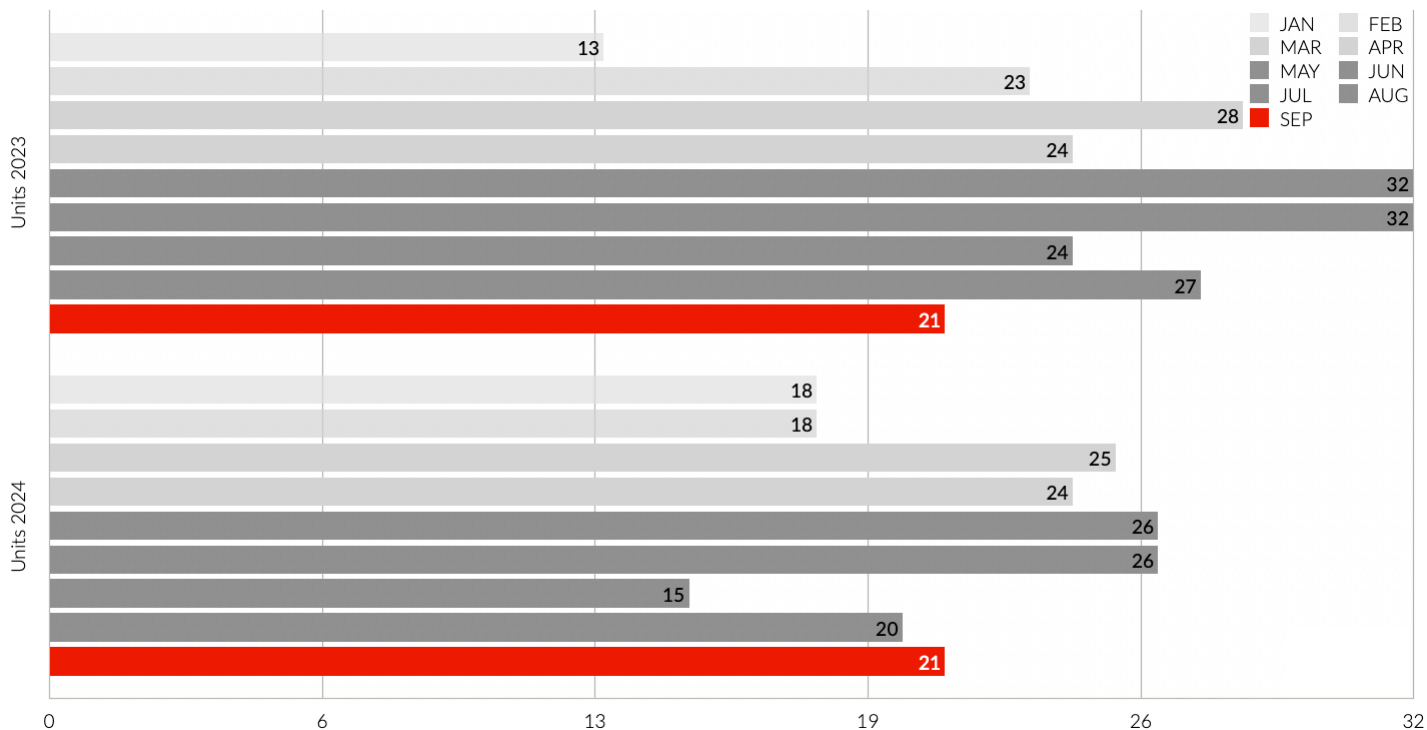


Yearly Totals 2023 vs. 2024

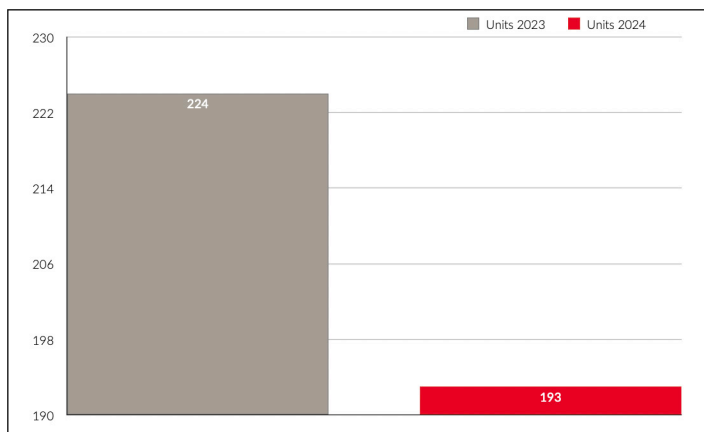


Month vs. Month 2023 vs. 2024

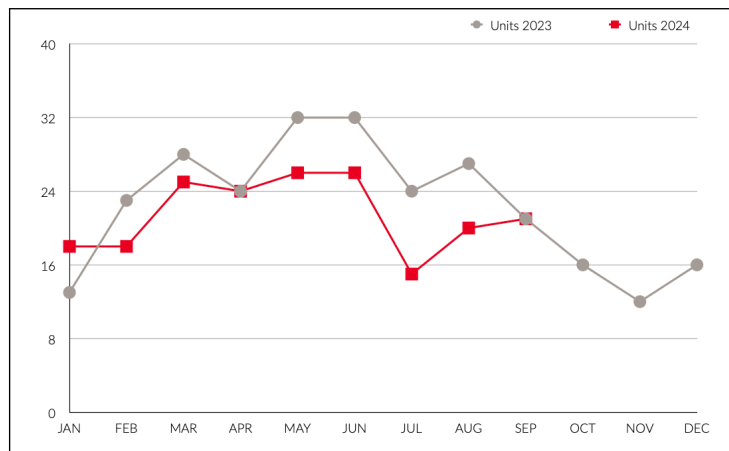
UNIT SALES



Monthly Comparison 2023 vs. 2024

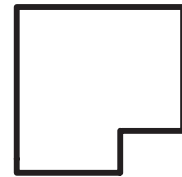


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	\$170,566,503 -2.8%	\$31,722,150 -49.19%	\$12,166,000 +170.06%
YTD Unit Sales	123 +7.89%	51 -47.96%	13 +85.71%
YTD Average Sale Price	\$1,386,720 -9.91%	\$622,003 -2.37%	\$935,846 +45.41%
Sep Sales Volume	\$22,765,000 +1.77%	\$3,180,250 -34.33%	\$860,000 +100%
Sep Unit Sales	15 +25%	5 -44.44%	1 +100%



Year-Over-Year Comparison (2024 vs. 2023)

OUR LOCATIONS

COLLINGWOOD

705-445-5520
112 Hurontario St, Collingwood

CREEMORE

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

MEAFORD

519-538-5755
96 Sykes St N, Meaford

THORNBURY

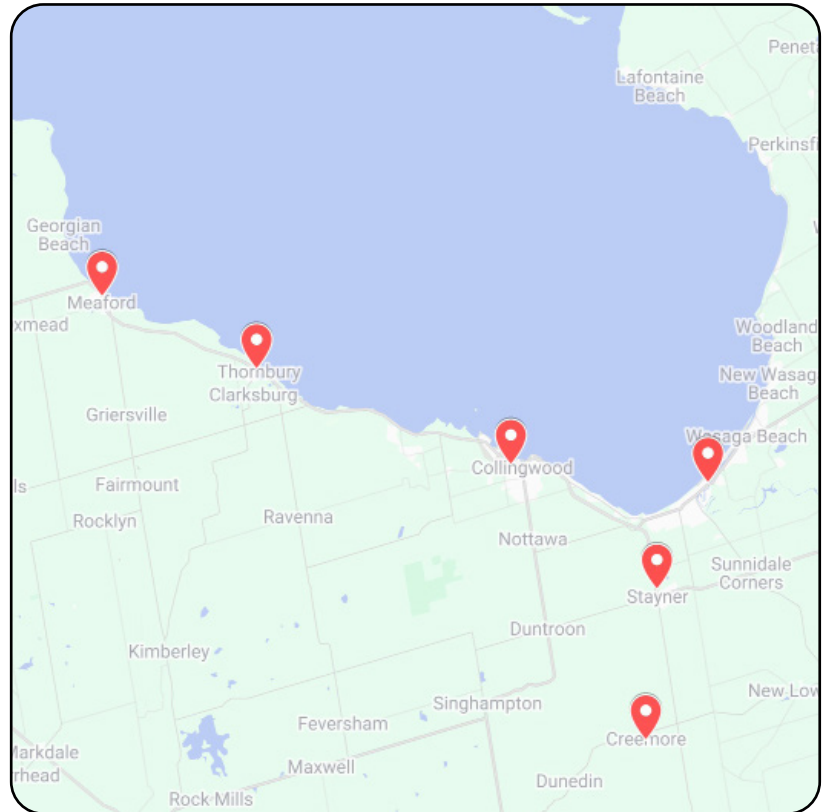
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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