



# 2025

# NOVEMBER

# COLLINGWOOD

## Real Estate Market Report



LOCATIONS  **NORTH**  
BROKERAGE

### Disclaimer:

Please note that we have recently transitioned to a new board and reporting system. While we strive to ensure that the information provided in this market report is as accurate and up-to-date as possible, there may be occasional discrepancies or errors in the data.

# OVERVIEW

## BUYER'S MARKET

The Collingwood real estate market softened this November, with lower prices and reduced sales activity contributing to continued buyer-friendly conditions. The median sale price declined 13.83% year-over-year to \$810,000, while the average sale price dipped 7.56% to \$783,758, reflecting a shift away from higher-end transactions. Sales volume fell 47.8% to \$17.53 million as unit sales dropped 35.14% to 24 properties. Inventory increased modestly, with new listings rising 11.76% to 95, while expired listings declined sharply by 58.06% to 26, suggesting sellers are adapting to market expectations. Despite the added supply, the sales-to-new listings ratio slid to 25.26%—down 41.96% year-over-year—reinforcing that Collingwood remains firmly in a buyer's market as winter approaches.



**November year-over-year sales volume of \$17,533,500**

Down -47.8% from 2024's \$33,589,600 with unit sales of 24 down -35.14%. New listings of 95 are up +11.76% from a year ago, with the sales/listing ratio of 25.26% down -41.96%.



**Year-to-date sales volume of \$374,780,103**

Up +2.83% from 2024's \$364,453,003 with unit sales of 483 up +10.78% from 2024's 436. New listings of 1,513 are up +15.23% from a year ago, with the sales/listing ratio of 31.92% down -3.86%.



**Year-to-date average sale price of \$765,321**

Down from \$827,899 one year ago with median sale price of \$685,000 down from \$950,000 one year ago. Average days-on-market of 58 is up 6 days from last year.



## NOVEMBER NUMBERS

Median Sale Price

**\$810,000**

-13.83%

Average Sale Price

**\$783,758**

-7.56%

Sales Volume

**\$17,533,500**

-47.8%

Unit Sales

**24**

-35.14%

New Listings

**95**

+11.76%

Expired Listings

**26**

-58.06%

Unit Sales/Listings Ratio

**25.26%**

-41.96%

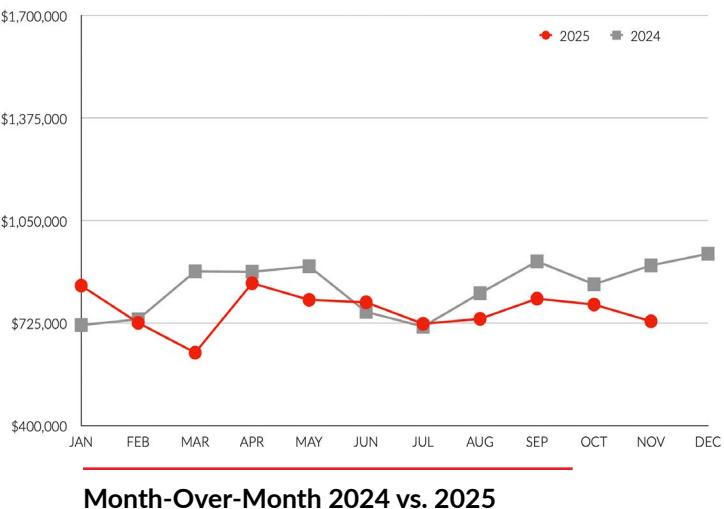
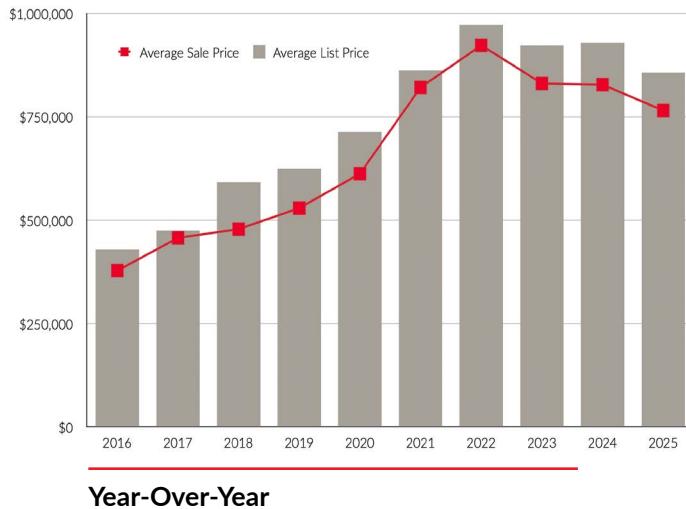
*Year-over-year comparison  
(November 2025 vs. November 2024)*

# THE MARKET IN DETAIL

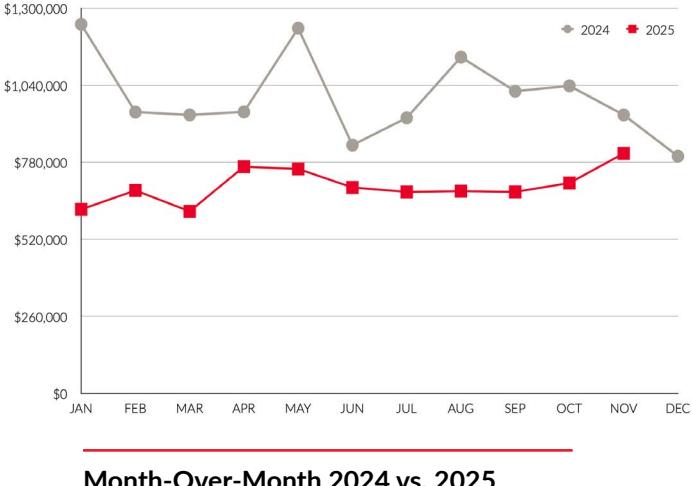
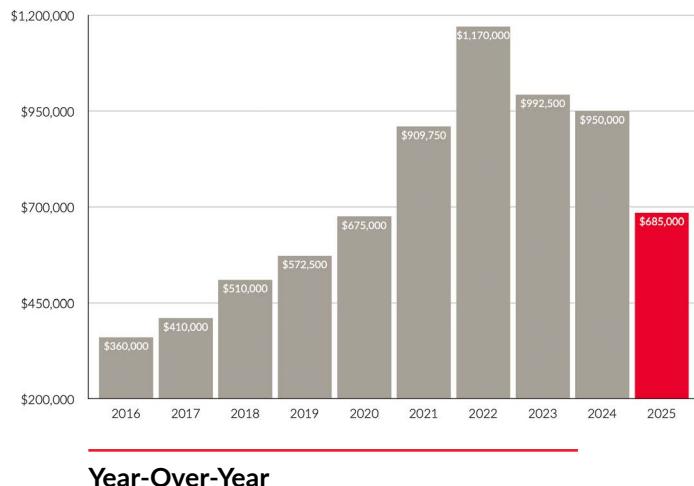
	2023	2024	2025	2024-2025
<b>YTD Volume Sales</b>	\$375,610,152	\$364,453,003	\$374,780,103	+2.83%
<b>YTD Unit Sales</b>	449	436	483	+10.78%
<b>YTD New Listings</b>	1,277	1,313	1,513	+15.23%
<b>YTD Sales/Listings Ratio</b>	35.16%	33.21%	31.92%	-3.86%
<b>YTD Expired Listings</b>	178	392	324	-17.35%
<b>Monthly Volume Sales</b>	\$25,796,050	\$33,589,600	\$17,533,500	-47.8%
<b>Monthly Unit Sales</b>	36	37	24	-35.14%
<b>Monthly New Listings</b>	106	85	95	+11.76%
<b>Monthly Sales/Listings Ratio</b>	33.96%	43.53%	25.26%	-41.96%
<b>Monthly Expired Listings</b>	26	62	26	-58.06%
<b>Monthly Average Sale Price</b>	\$716,557	\$907,827	\$730,563	-19.53%
<b>YTD Sales: \$0-\$199K</b>	2	3	6	+100%
<b>YTD Sales: \$200k-349K</b>	10	6	17	+183.33%
<b>YTD Sales: \$350K-\$549K</b>	85	90	116	+28.89%
<b>YTD Sales: \$550K-\$749K</b>	119	132	137	+3.79%
<b>YTD Sales: \$750K-\$999K</b>	124	98	120	+22.45%
<b>YTD Sales: \$1M-\$2M</b>	120	109	76	-30.28%
<b>YTD Sales: \$2M+</b>	13	14	12	-14.29%
<b>YTD Average Days-On-Market</b>	41.45	41.45	57.73	+39.25%
<b>YTD Average Sale Price</b>	\$830,577	\$827,899	\$765,321	-7.56%
<b>YTD Median Sale Price</b>	\$992,500	\$950,000	\$685,000	-27.89%

Collingwood MLS Sales and Listing Summary  
2023 vs. 2024 vs. 2025

# AVERAGE SALE PRICE



# MEDIAN SALE PRICE

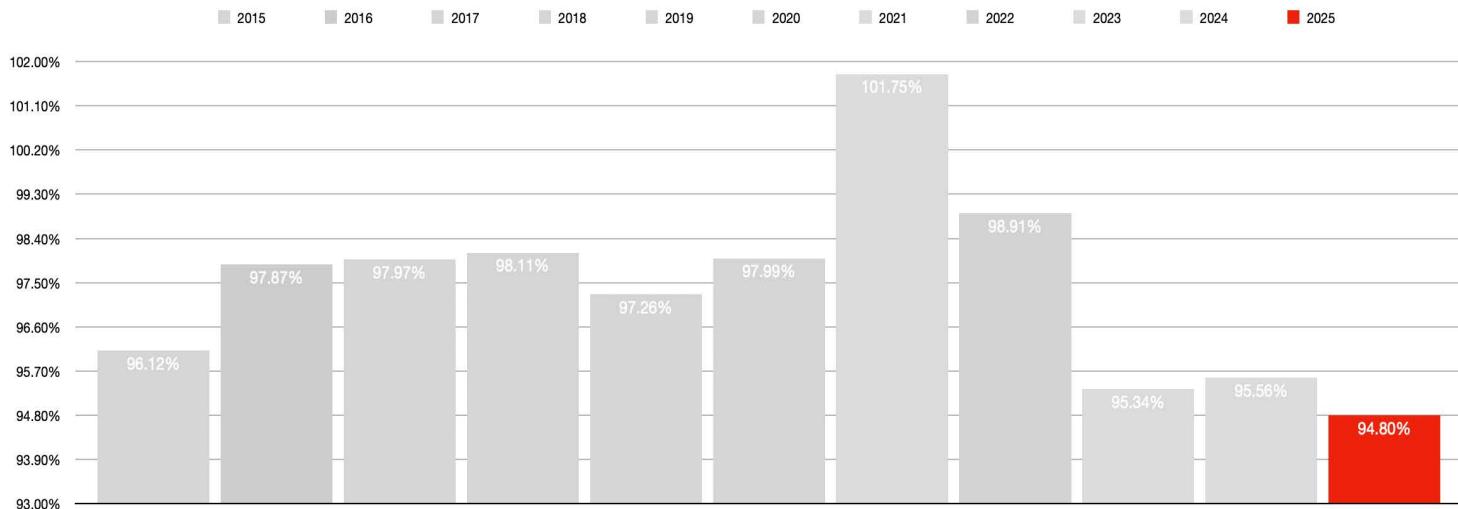


Year-Over-Year

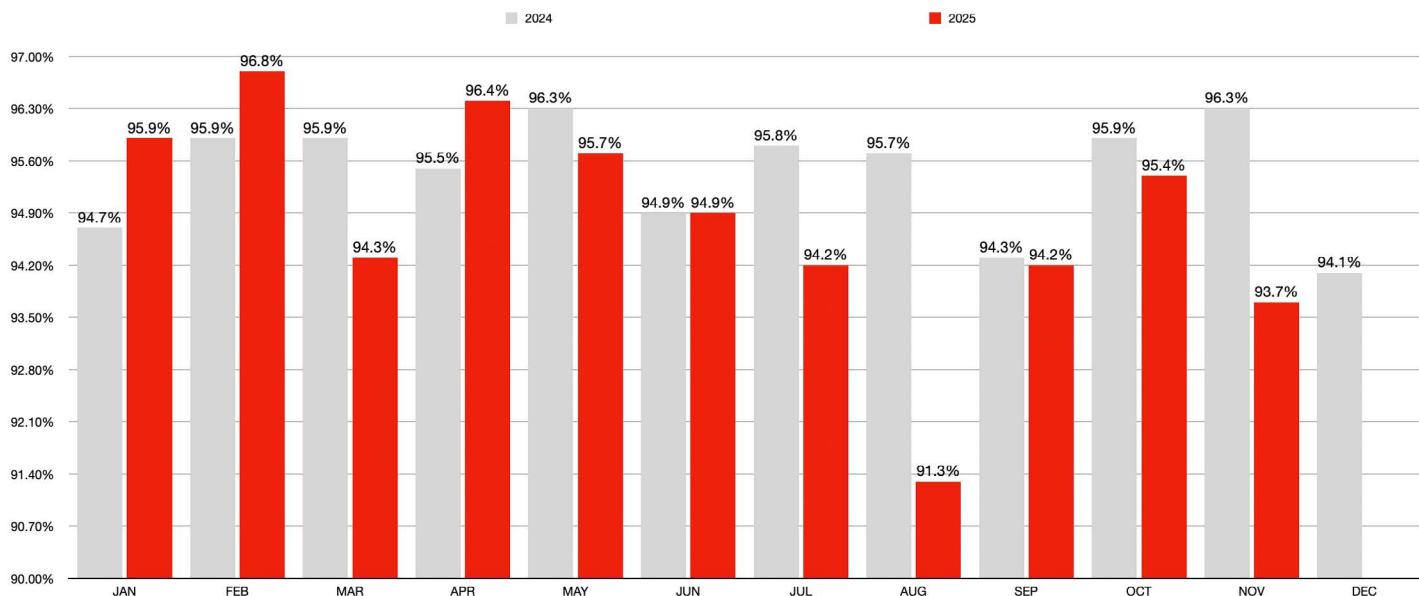
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

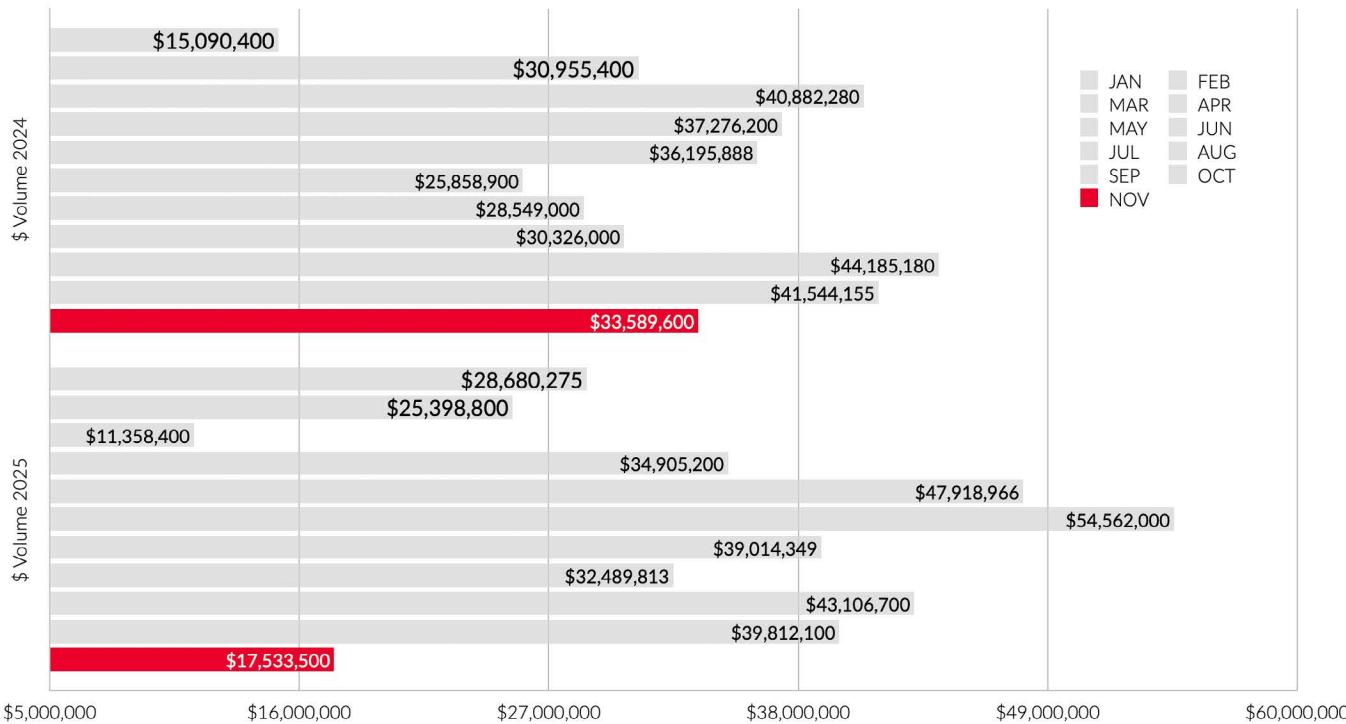


## Year-Over-Year



## Month-Over-Month 2024 vs. 2025

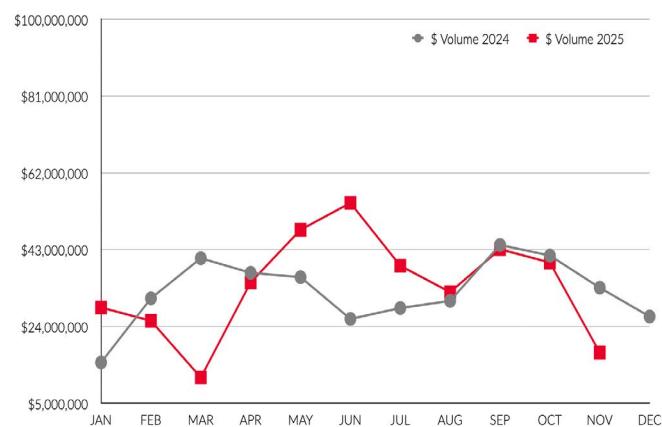
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

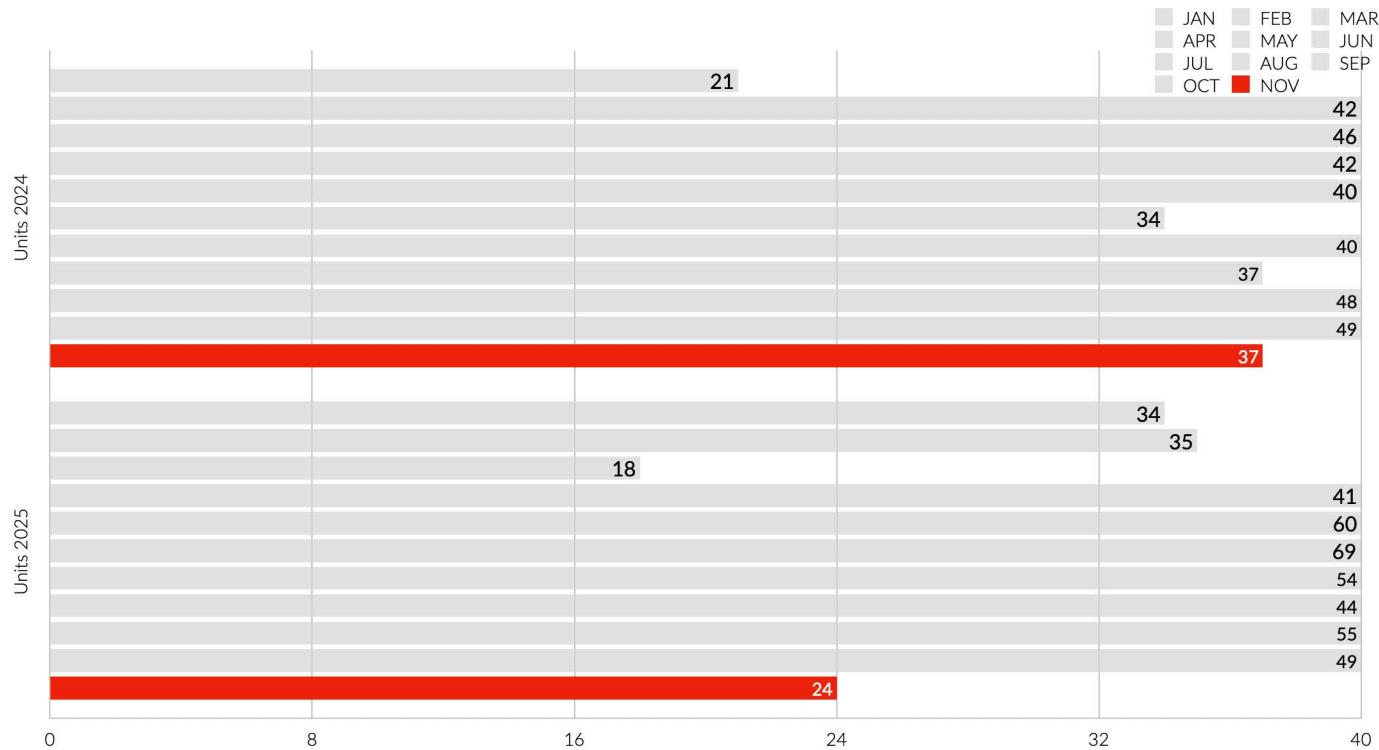


Yearly Totals 2024 vs. 2025

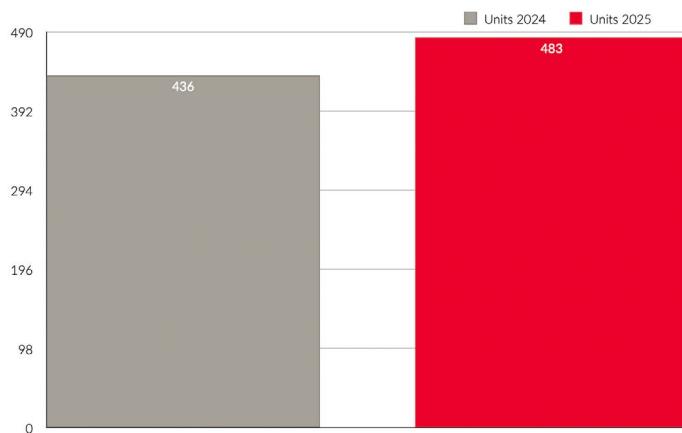


Month vs. Month 2024 vs. 2025

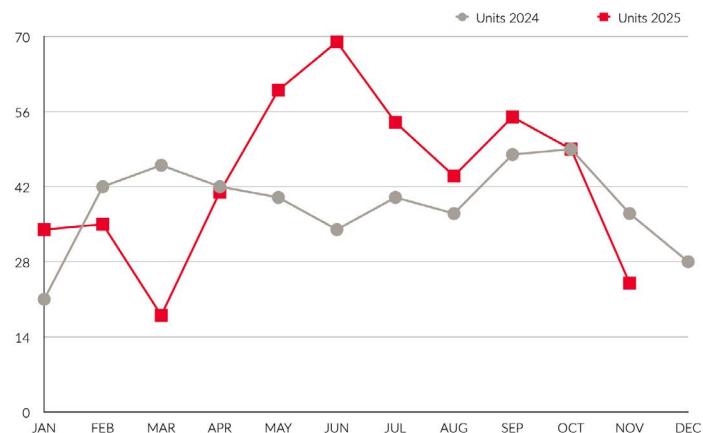
# UNIT SALES



Monthly Comparison 2024 vs. 2025

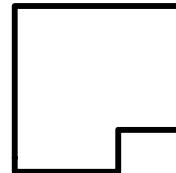


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	<span style="color: red;">↓</span> <b>\$265,867,304</b> -0.81%	<span style="color: green;">↑</span> <b>\$108,912,799</b> +16.83%	<span style="color: green;">↑</span> <b>\$2,980,000</b> +47.71%
YTD Unit Sales	<span style="color: green;">↑</span> <b>298</b> +2.76%	<span style="color: green;">↑</span> <b>185</b> +33.09%	<span style="color: red;">↓</span> <b>4</b> -42.86%
YTD Average Sale Price	<span style="color: red;">↓</span> <b>\$892,172</b> -3.48%	<span style="color: red;">↓</span> <b>\$588,718</b> -12.22%	<span style="color: green;">↑</span> <b>\$745,000</b> +158.49%
November Sales Volume	<span style="color: red;">↓</span> <b>\$12,130,000</b> -51.45%	<span style="color: red;">↓</span> <b>\$5,403,500</b> -33.35%	<span style="color: red;">↓</span> <b>\$0</b> -100%
November Unit Sales	<span style="color: red;">↓</span> <b>14</b> -44%	<span style="color: red;">↓</span> <b>10</b> -9.09%	<span style="color: red;">↓</span> <b>0</b> -100%

Year-Over-Year Comparison (2025 vs. 2024)

# OUR LOCATIONS

## COLLINGWOOD

705-445-5520  
112 Hurontario St, Collingwood

## CREEMORE

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

## MEAFTORD

519-538-5755  
96 Sykes St N, Meaford

## THORNBURY

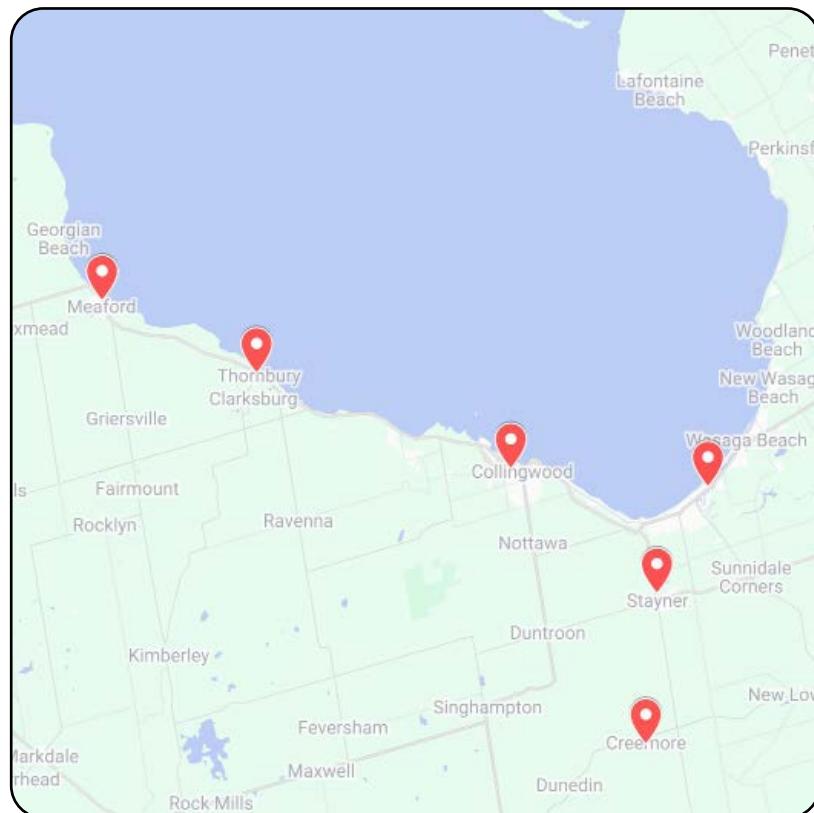
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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