



# 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

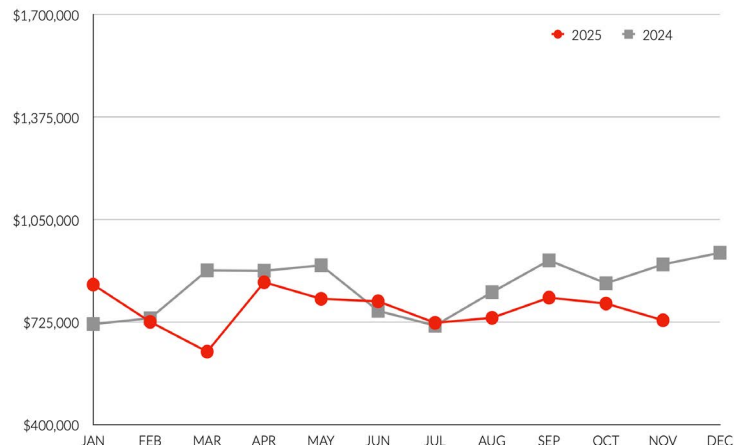
	2023	2024	2025	2024-2025
YTD Volume Sales	\$375,610,152	\$364,453,003	\$374,780,103	+2.83%
YTD Unit Sales	449	436	483	+10.78%
YTD New Listings	1,277	1,313	1,513	+15.23%
YTD Sales/Listings Ratio	35.16%	33.21%	31.92%	-3.86%
YTD Expired Listings	178	392	324	-17.35%
Monthly Volume Sales	\$25,796,050	\$33,589,600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

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

# AVERAGE SALE PRICE

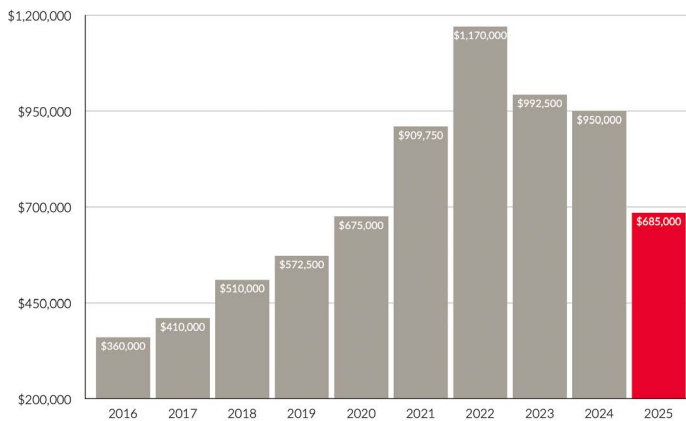


Year-Over-Year

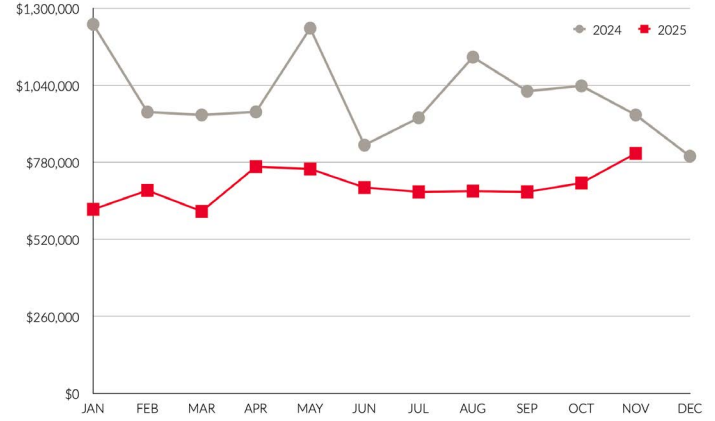


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



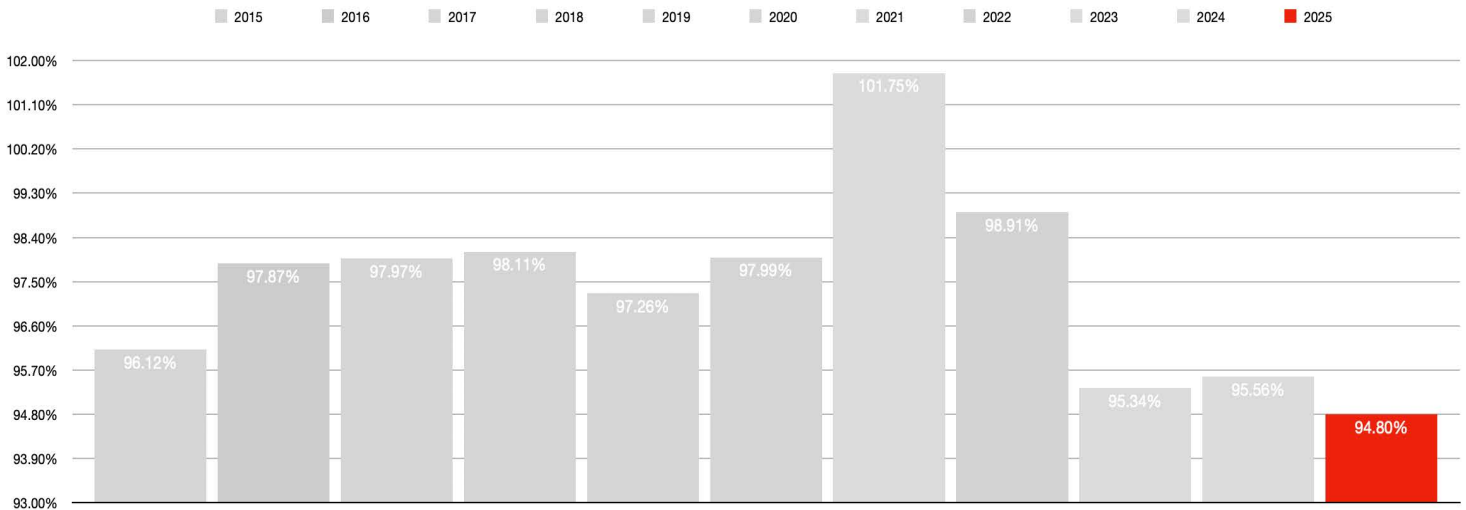
Year-Over-Year



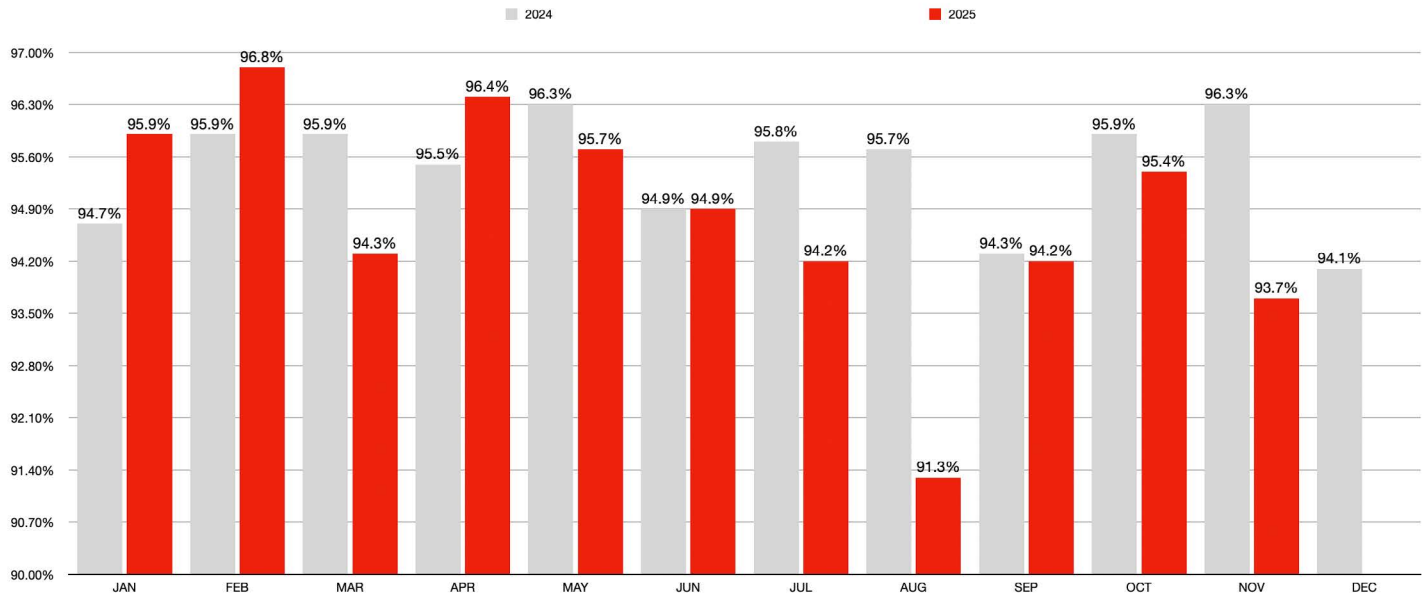
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

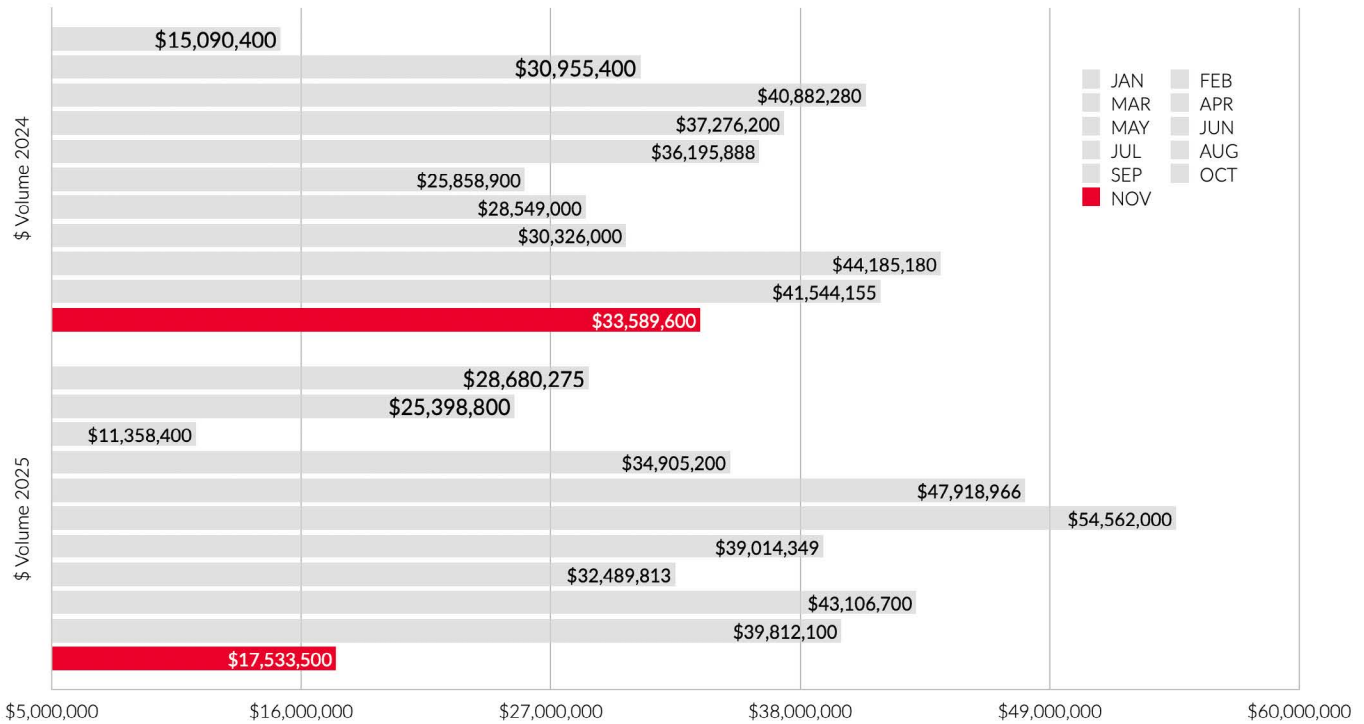


## Year-Over-Year

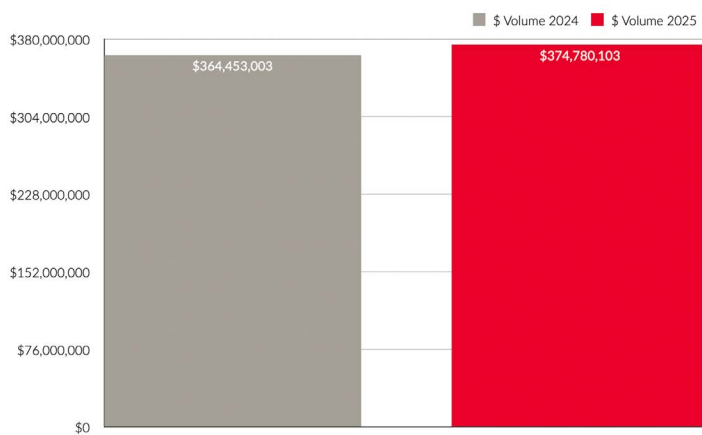


## Month-Over-Month 2024 vs. 2025

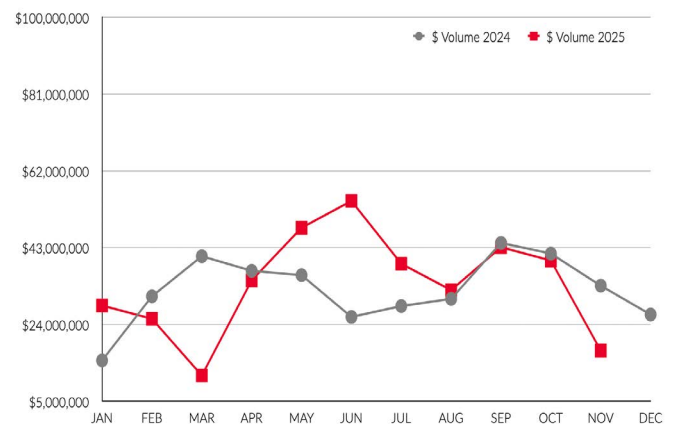
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

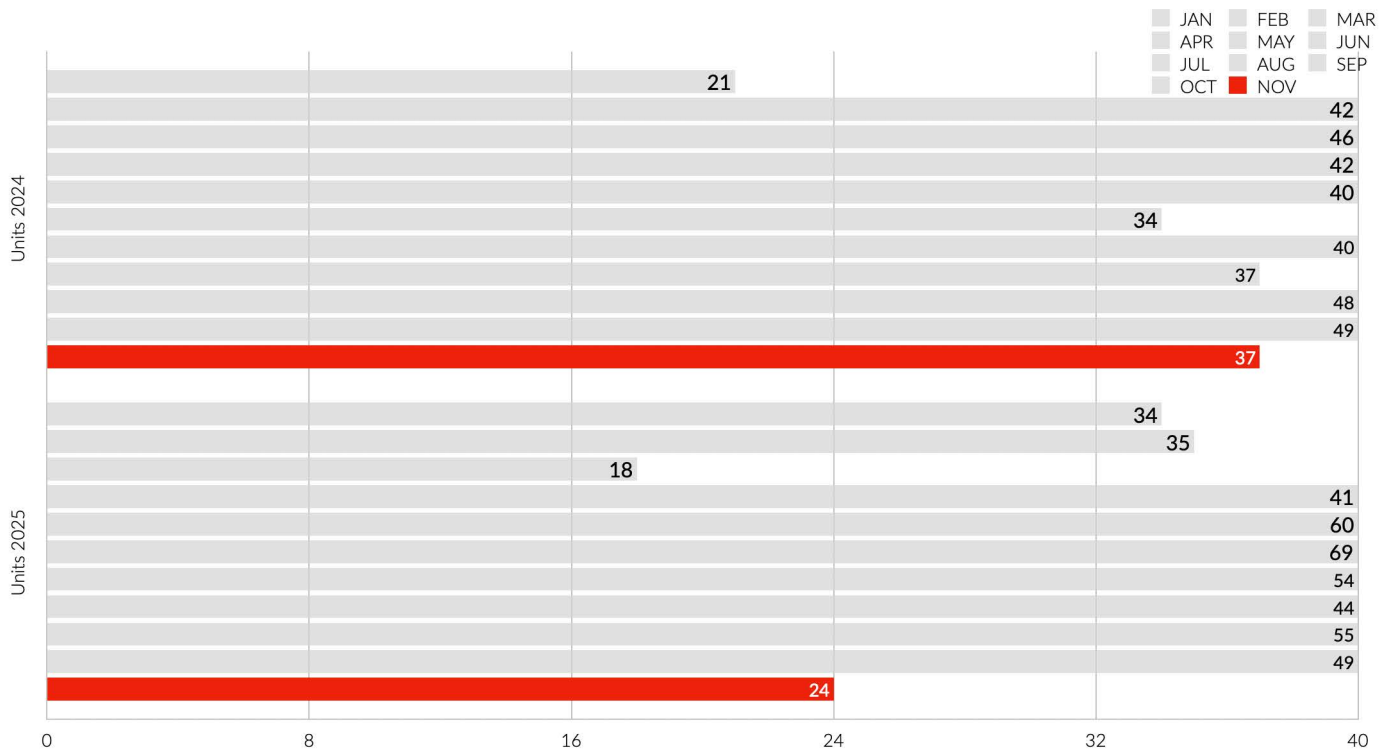


Yearly Totals 2024 vs. 2025

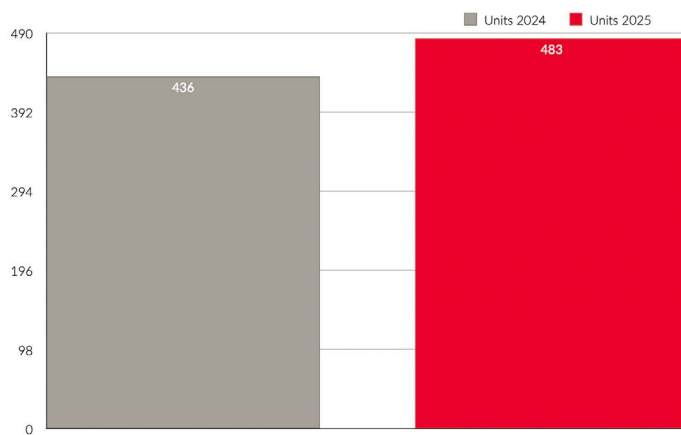


Month vs. Month 2024 vs. 2025

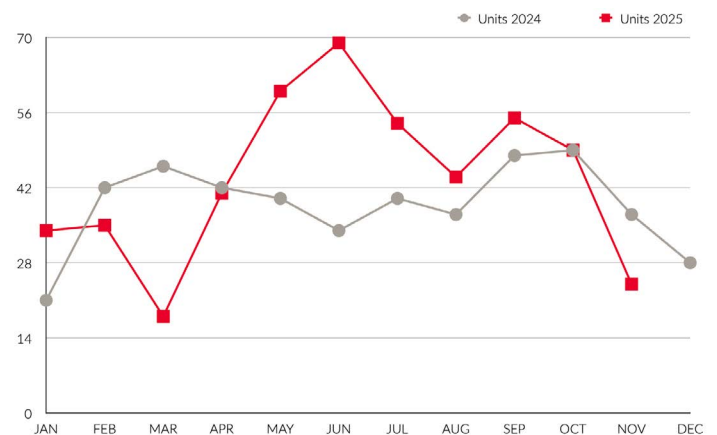
# UNIT SALES



Monthly Comparison 2024 vs. 2025



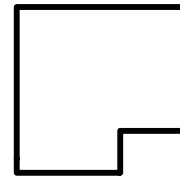
Yearly Totals 2024 vs. 2025


















Month vs. Month 2024 vs. 2025



# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$265,867,304 -0.81%	 \$108,912,799 +16.83%	 \$2,980,000 +47.71%
YTD Unit Sales	 298 +2.76%	 185 +33.09%	 4 -42.86%
YTD Average Sale Price	 \$892,172 -3.48%	 \$588,718 -12.22%	 \$745,000 +158.49%
November Sales Volume	 \$12,130,000 -51.45%	 \$5,403,500 -33.35%	 \$0 -100%
November Unit Sales	 14 -44%	 10 -9.09%	 0 -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

## MEAFORD

519-538-5755  
96 Sykes St N, Meaford

## THORNBURY

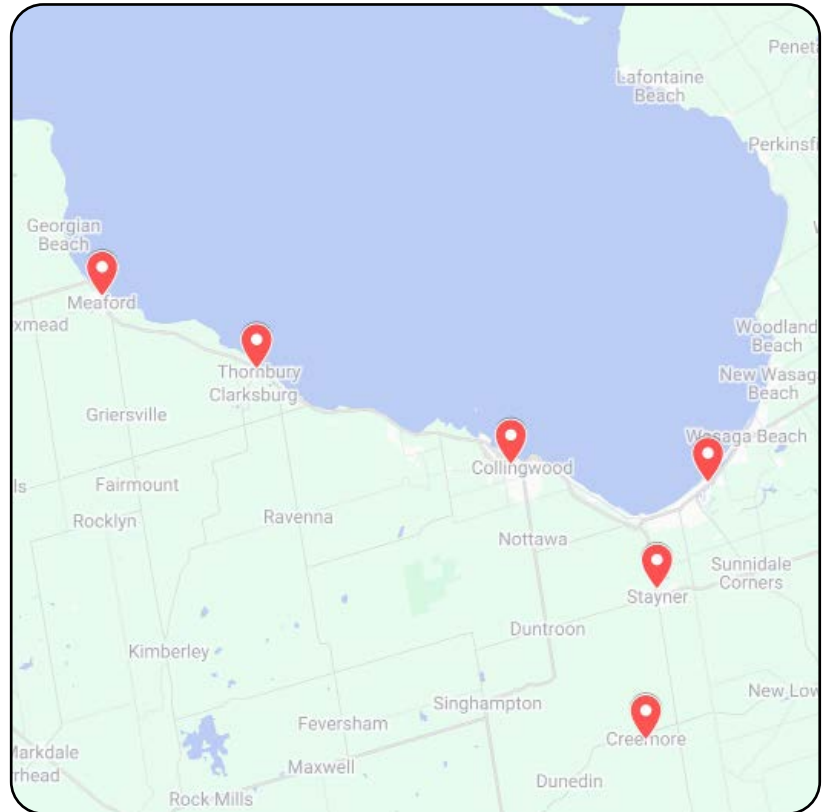
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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