



2025

NOVEMBER

GREY HIGHLANDS

Real Estate Market Report



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 [Grey Highlands](#) real estate market saw mixed conditions this November, with rising prices but softer overall sales momentum. The median sale price increased 11.54% year-over-year to \$725,000, while the average sale price rose 6.57% to \$819,338, indicating continued strength in mid-range purchasing. However, sales volume declined 13.41% to \$10.65 million as unit sales fell 18.75% to 13 properties. Supply expanded significantly, with new listings up 72.22% to 31, while expired listings dropped 38.89% to 11, suggesting sellers are better aligned with market expectations. Even with moderate pricing gains, the sales-to-new listings ratio slipped to 41.94%, down 52.82% year-over-year, keeping conditions firmly in buyer's-market territory heading into the winter season.



November year-over-year sales volume of \$10,651,400

Down -13.41% from 2024's \$12,301,000 with unit sales of 13 down -18.75% from last November's 16. New listings of 31 are up +72.22% from a year ago, with the sales/listing ratio of 41.94% down -52.82%.



Year-to-date sales volume of \$121,203,900

Down -14.08% from 2024's \$141,062,115 with unit sales of 149 down -6.29% in comparison to 2024. New listings of 423 are up +9.02% from a year ago, with the sales/listing ratio of 35.22% down by -14.04%.



Year-to-date average sale price of \$813,539

Down -11.44% from \$918,611 one year ago with median sale price of \$671,000 up from \$650,000 one year ago. The average days-on-market is 71, which is the same as November of last year.

NOVEMBER NUMBERS

Median Sale Price

\$725,000

+11.54%

Average Sale Price

\$819,338

+6.57%

Sales Volume

\$10,651,400

-13.41%

Unit Sales

13

-18.75%

New Listings

31

+72.22%

Expired Listings

11

-38.89%

Unit Sales/Listings Ratio

41.94%

-52.82%

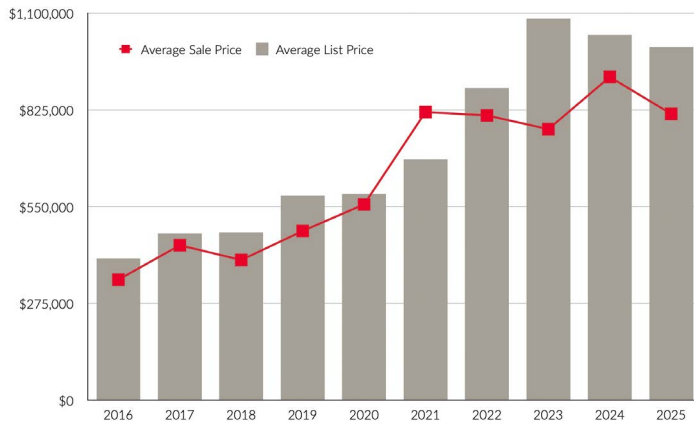
*Year-over-year comparison
(November 2025 vs. November 2024)*

THE MARKET IN DETAIL

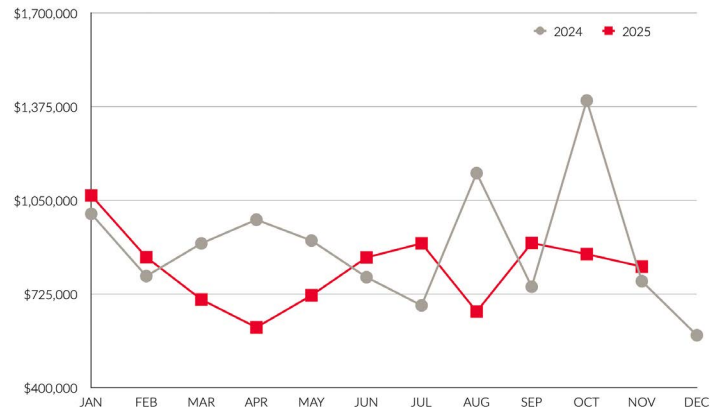
	2023	2024	2025	2024-2025
YTD Volume Sales	\$90,452,635	\$141,062,115	\$121,203,900	-14.08%
YTD Unit Sales	118	159	149	-6.29%
YTD New Listings	308	388	423	+9.02%
YTD Sales/Listings Ratio	38.31%	40.98%	35.22%	-14.04%
YTD Expired Listings	46	127	115	-9.45%
Monthly Volume Sales	\$10,945,500	\$12,301,000	\$10,651,400	-13.41%
Monthly Unit Sales	16	16	13	-18.75%
Monthly New Listings	21	18	31	+72.22%
Monthly Sales/Listings Ratio	76.19%	88.89%	41.94%	-52.82%
Monthly Expired Listings	11	18	11	-38.89%
Monthly Average Sale Price	\$684,094	\$768,813	\$819,338	+6.57%
YTD Sales: \$0-\$199K	5	8	3	-62.5%
YTD Sales: \$200k-349K	3	6	10	+66.67%
YTD Sales: \$350K-\$549K	32	33	33	0.00%
YTD Sales: \$550K-\$749K	0	2	37	200%
YTD Sales: \$750K-\$999K	21	35	36	2.86%
YTD Sales: \$1M-\$2M	22	33	23	-30.30%
YTD Sales: \$2M+	3	10	8	-20.00%
YTD Average Days-On-Market	62.45	71.00	70.64	-0.51%
YTD Average Sale Price	\$770,303	\$918,611	\$813,539	-11.44%
YTD Median Sale Price	\$662,500	\$650,000	\$671,000	+3.23%

Grey Highlands MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

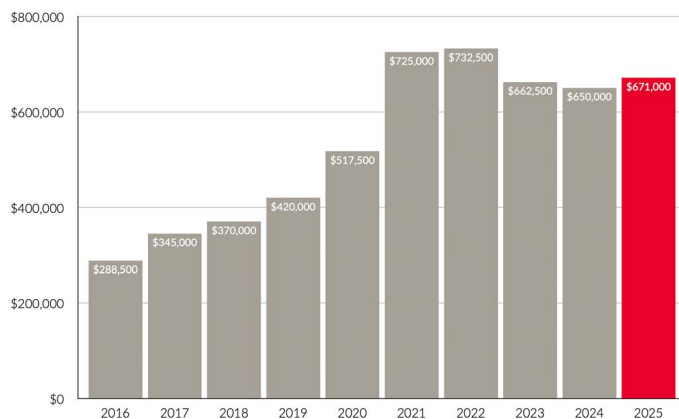


Year-Over-Year

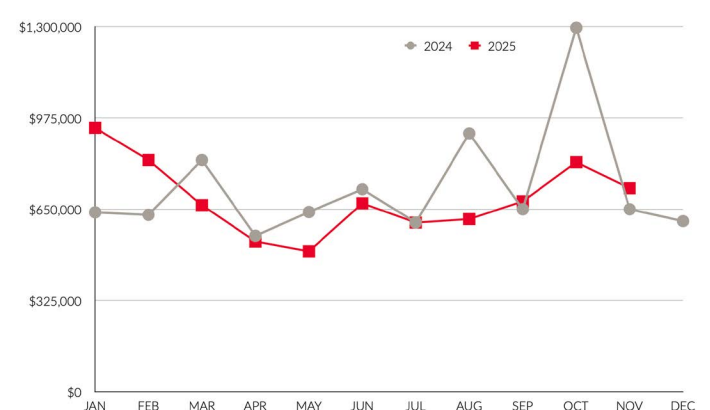


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



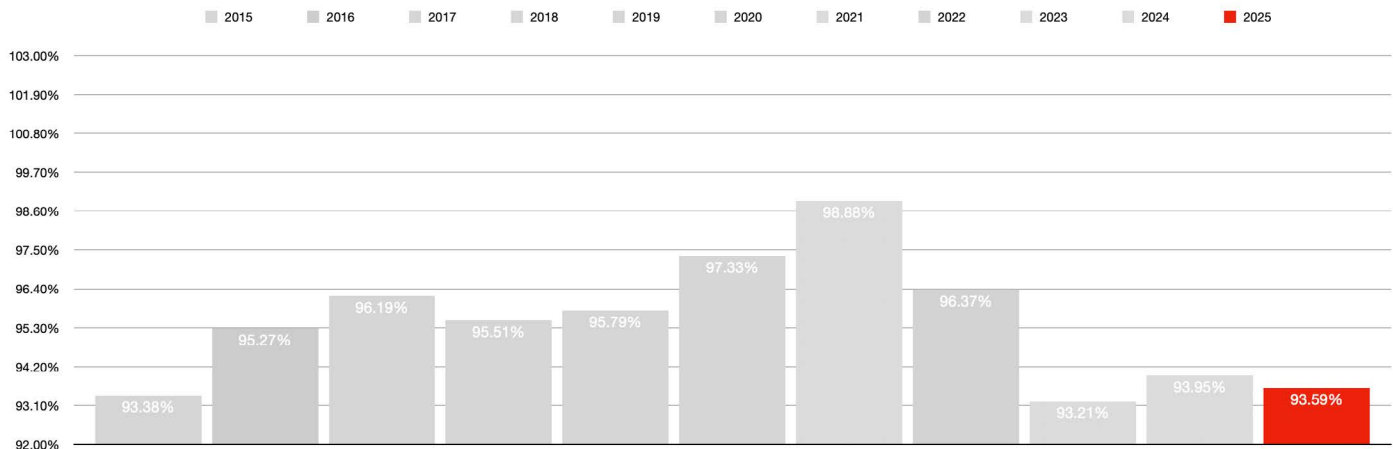
Year-Over-Year



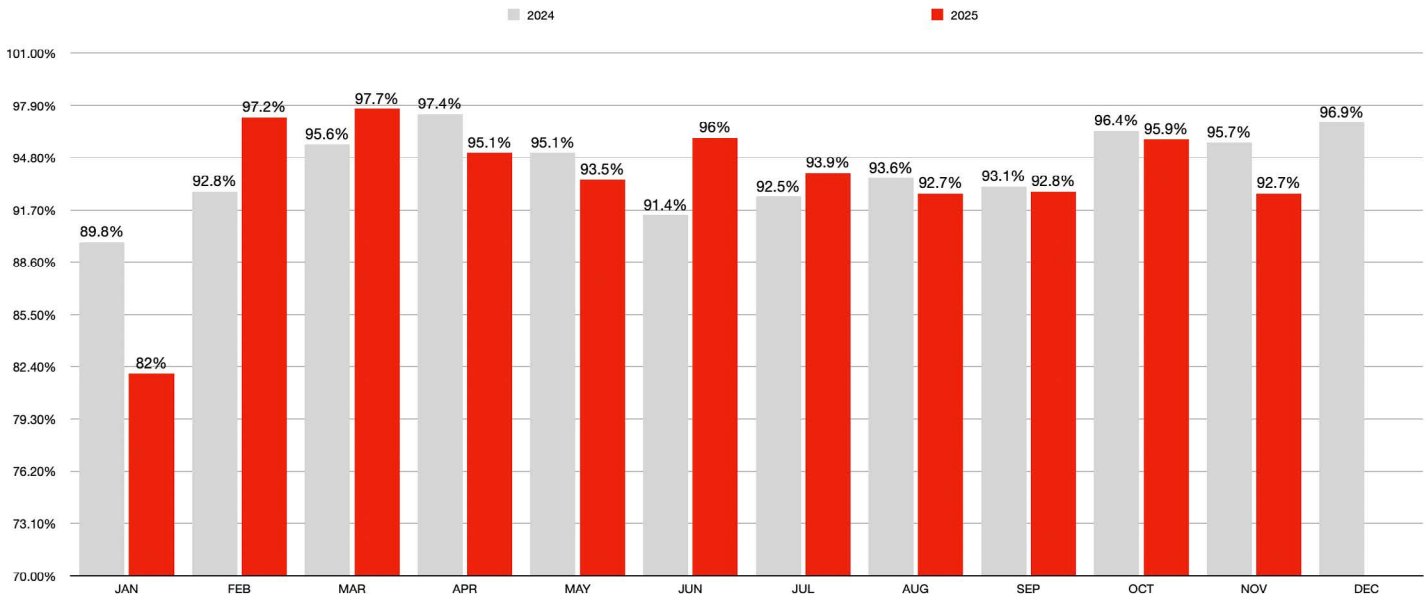
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

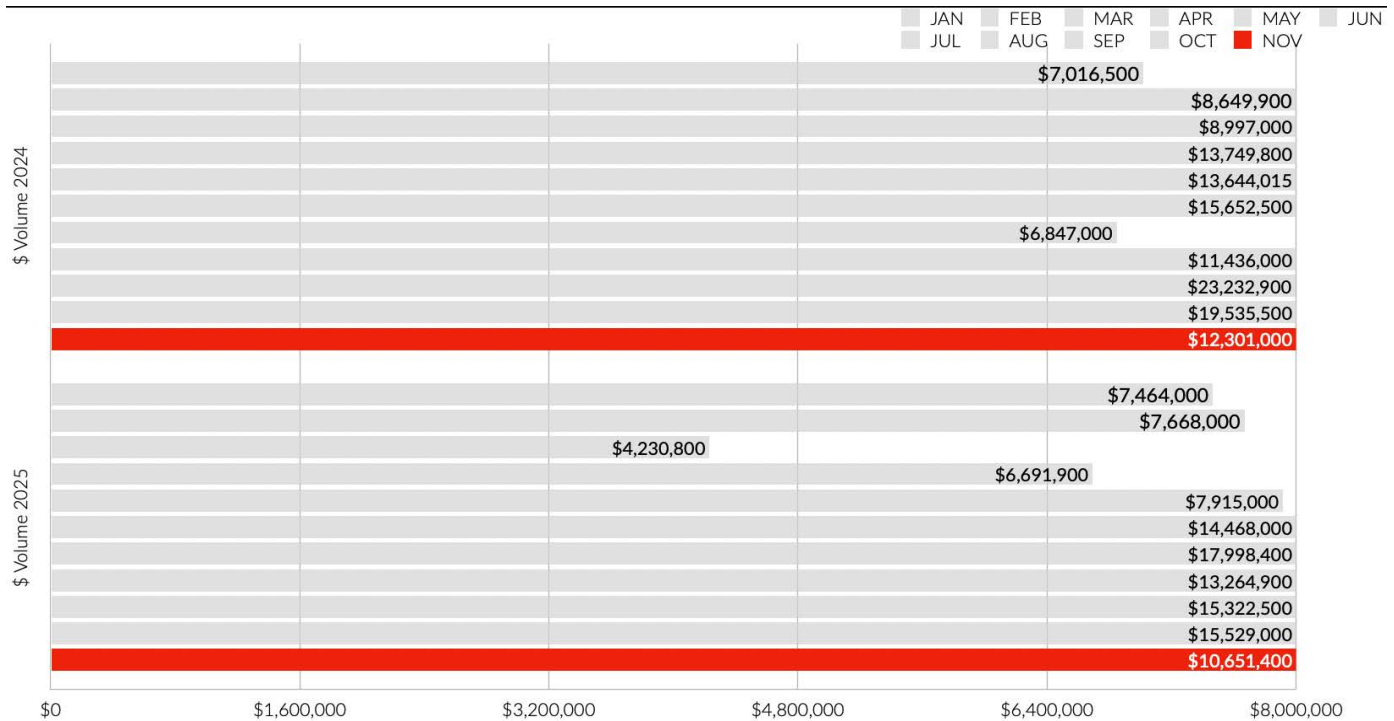


Year-Over-Year

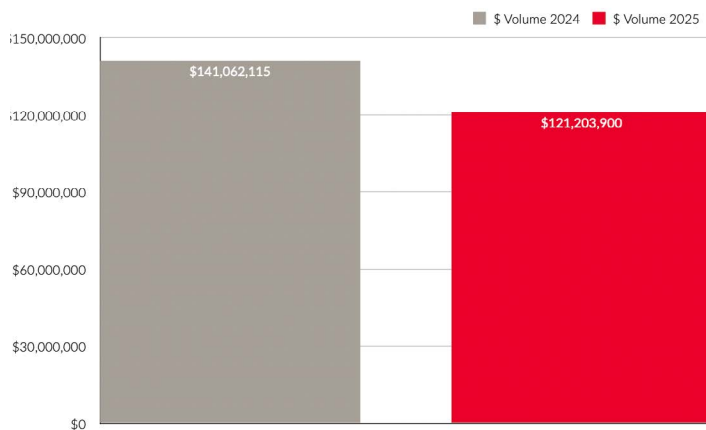


Month-Over-Month 2024 vs. 2025

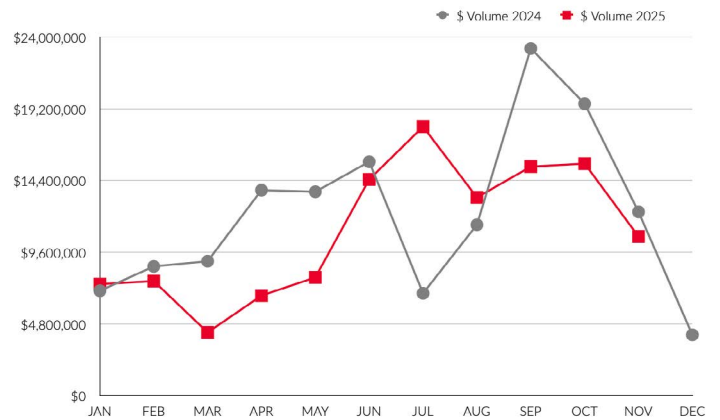
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

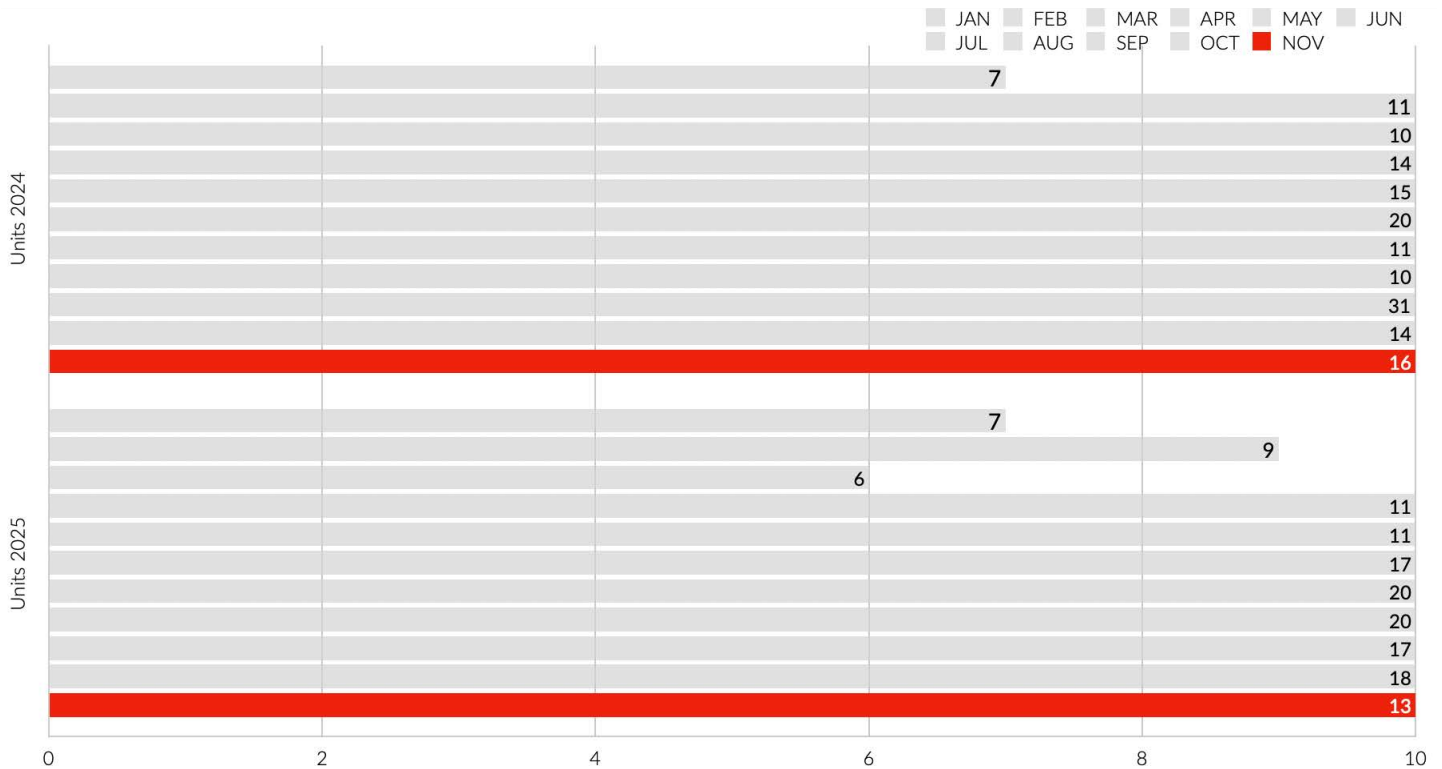


Yearly Totals 2024 vs. 2025

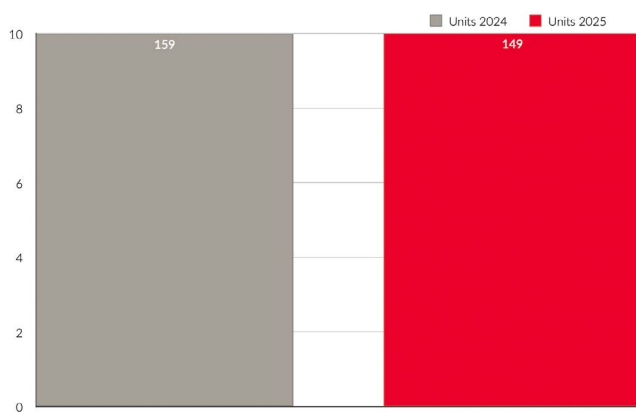


Month vs. Month 2024 vs. 2025

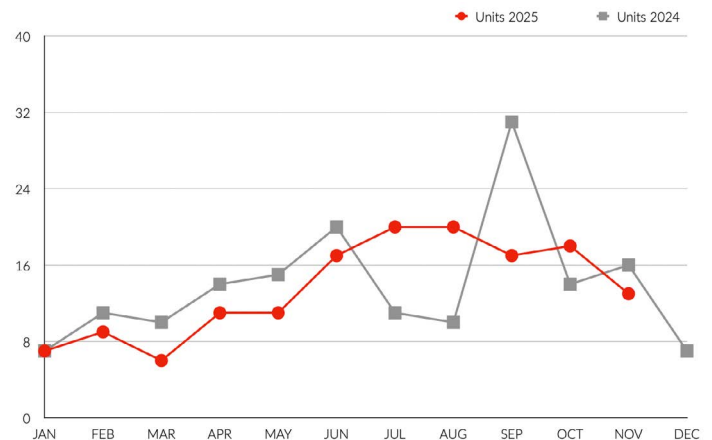
UNIT SALES



Monthly Comparison 2024 vs. 2025

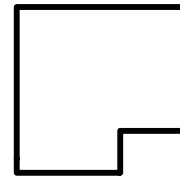

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$121,203,900 -6.96%	 \$0 No change	 \$9,252,000 +0.08%
YTD Unit Sales	 149 +9.56%	 0 No change	 18 -14.29%
YTD Average Sale Price	 \$813,449 -15.08%	 \$0 No change	 \$514,000 +16.76%
November Sales Volume	 \$10,651,400 -6.2%	 \$0 No change	 \$510,000 -46.03%
November Unit Sales	 13 -7.14%	 0 No change	 1 -50%



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

GREY HIGHLANDS

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

THORNBURY

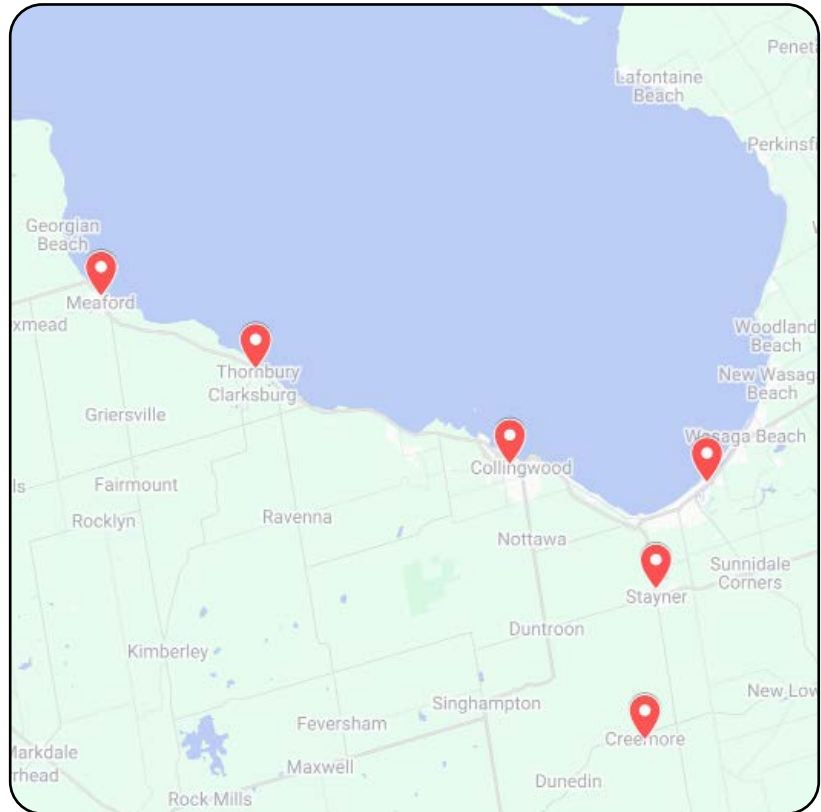
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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