



2025 DECEMBER

THE BLUE MOUNTAINS

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 Blue Mountains real estate market experienced a slower December, with softer pricing and reduced sales activity compared to last year, reinforcing buyer-friendly conditions. The median sale price declined 32% year-over-year to \$780,000, while the average sale price fell 14.09% to \$906,281. Sales volume dropped 37.52% to \$14.5 million, supported by a 27.27% decrease in unit sales to 16 properties. New listings edged up slightly by 1.89% to 54, while expired listings rose sharply by 72.73% to 76, highlighting increased challenges for sellers. With a sales-to-new listings ratio of just 29.63%, the market remains firmly in buyer territory as we head into the new year.



December year-over-year sales volume of \$14,500,500

Down -37.52% from 2024's \$23,208,000 with unit sales of 16 down -27.27% from last December's 22. New listings of 54 are up +1.89% from last year, with the sales/listing ratio of 29.63% down by -28.62%.



Year-to-date sales volume of \$351,631,604

Up +10.47% from 2024's \$318,306,023 with unit sales of 302 up +15.71% from 2024's 261. New listings of 1,225 are up +10.46% from a year ago, with the sales/listing ratio of 24.65% up 4.75%.



Year-to-date average sale price of \$1,135,139

Down from \$1,162,188 one year ago with median sale price of \$940,000 down from \$1,016,750 one year ago. Average days-on-market of 68 is up 3 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$780,000

-32%

Average Sale Price

\$906,281

-14.09%

Sales Volume

\$14,500,500

-37.52%

Unit Sales

16

-27.27%

New Listings

54

+1.89%

Expired Listings

76

+72.73%

Unit Sales/Listings Ratio

29.63%

-28.62%

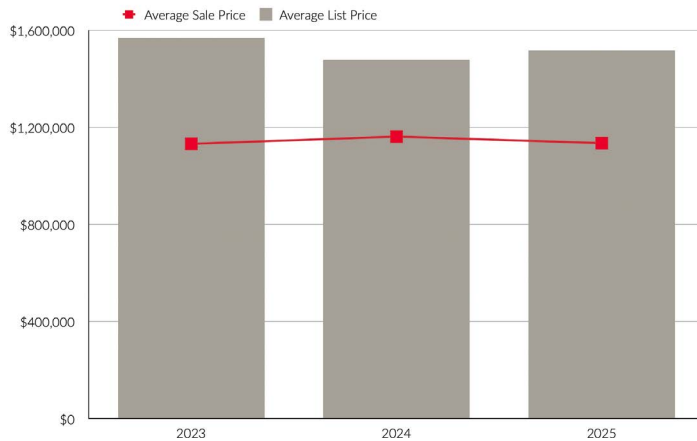
*Year-over-year comparison
(December 2025 vs. December 2024)*

THE MARKET IN DETAIL

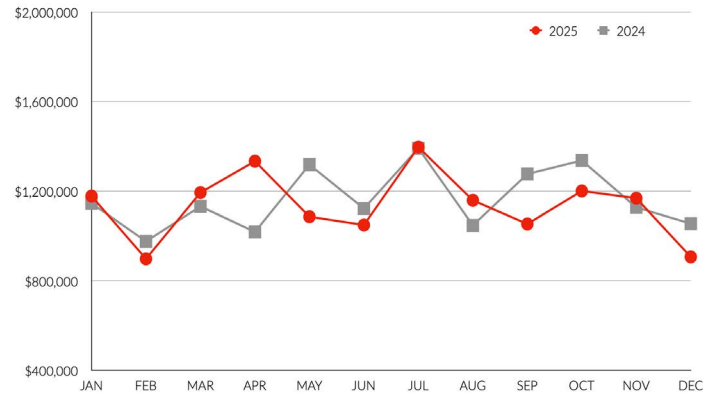
	2023	2024	2025	2024-2025
YTD Volume Sales	\$307,048,400	\$318,306,023	\$351,631,604	+10.47%
YTD Unit Sales	268	261	302	+15.71%
YTD New Listings	941	1,109	1,225	+10.46%
YTD Sales/Listings Ratio	28.48%	23.53%	24.65%	+4.75%
YTD Expired Listings	200	428	480	+12.15%
Monthly Volume Sales	\$15,448,500	\$23,208,000	\$14,500,500	-37.52%
Monthly Unit Sales	16	22	16	-27.27%
Monthly New Listings	35	53	54	+1.89%
Monthly Sales/Listings Ratio	45.71%	41.51%	29.63%	-28.62%
Monthly Expired Listings	25	44	76	+72.73%
Monthly Average Sale Price	\$965,531	\$1,054,909	\$906,281	-14.09%
YTD Sales: \$0-\$199K	1	0	1	+100%
YTD Sales: \$200k-349K	14	10	12	+20%
YTD Sales: \$350K-\$549K	36	23	37	+60.87%
YTD Sales: \$550K-\$749K	34	39	48	+23.08%
YTD Sales: \$750K-\$999K	48	58	63	+8.62%
YTD Sales: \$1M+	105	122	114	-6.56%
YTD Sales: \$2M+	29	34	28	-17.65%
YTD Average Days-On-Market	51.08	64.67	68.33	+5.67%
YTD Average Sale Price	\$1,132,273	\$1,162,188	\$1,135,139	-2.33%
YTD Median Sale Price	\$973,750	\$1,016,750	\$940,000	-7.55%

The Blue Mountains MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

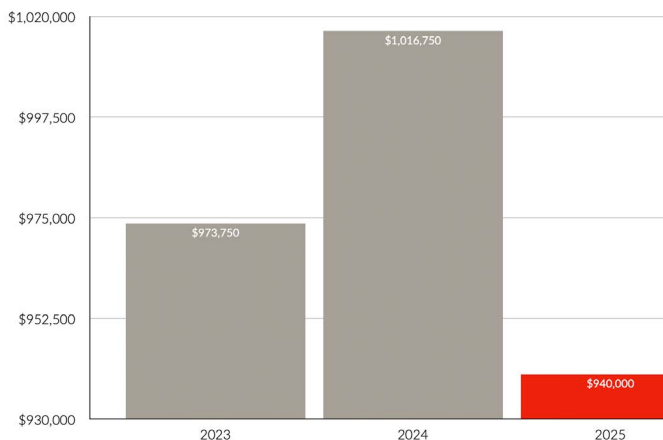


Year-Over-Year

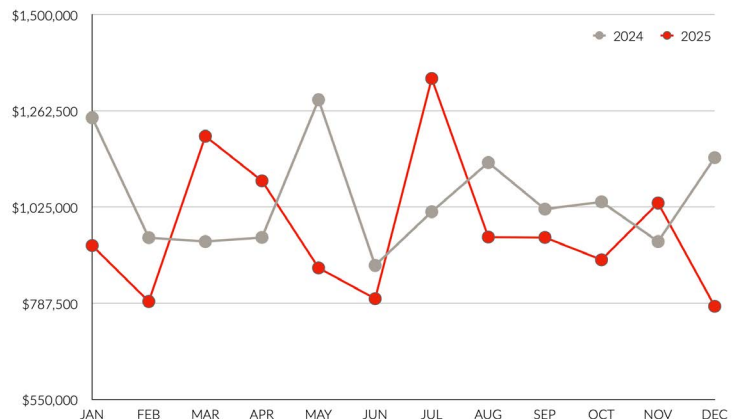


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



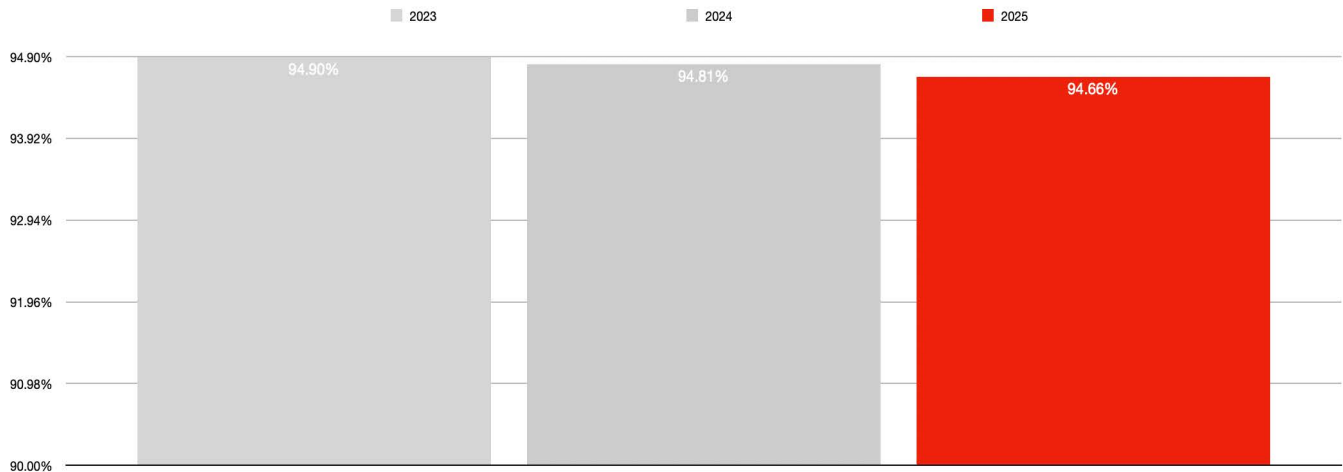
Year-Over-Year



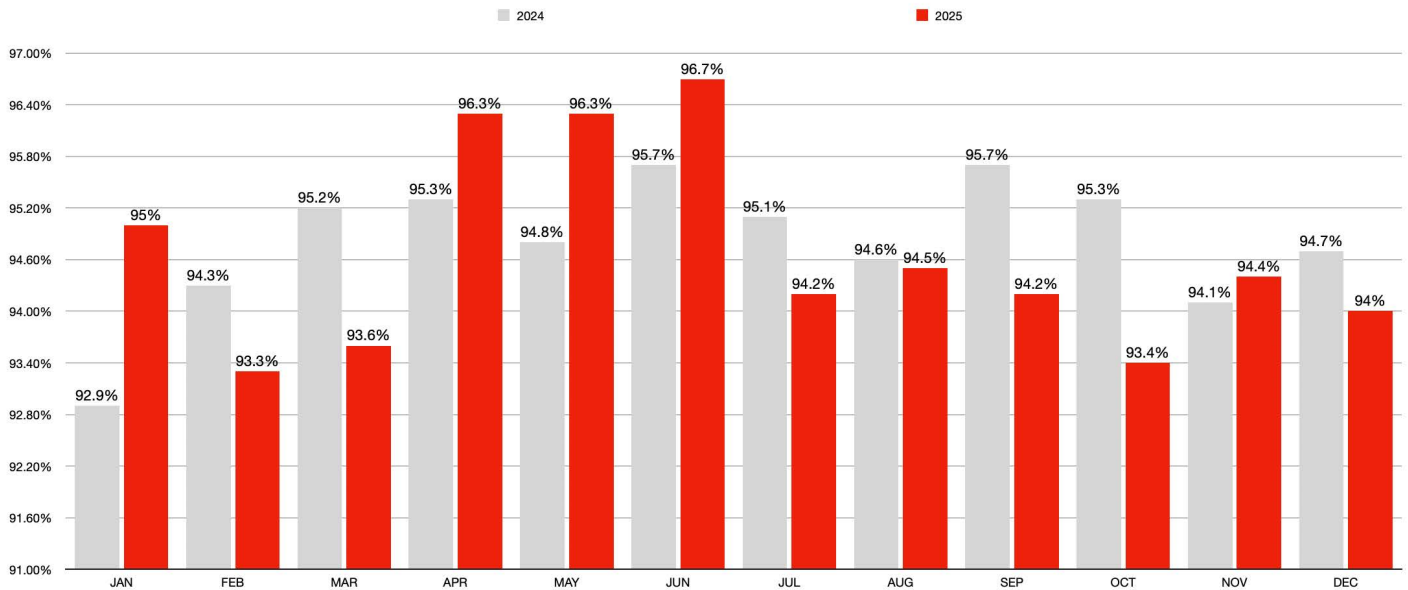
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

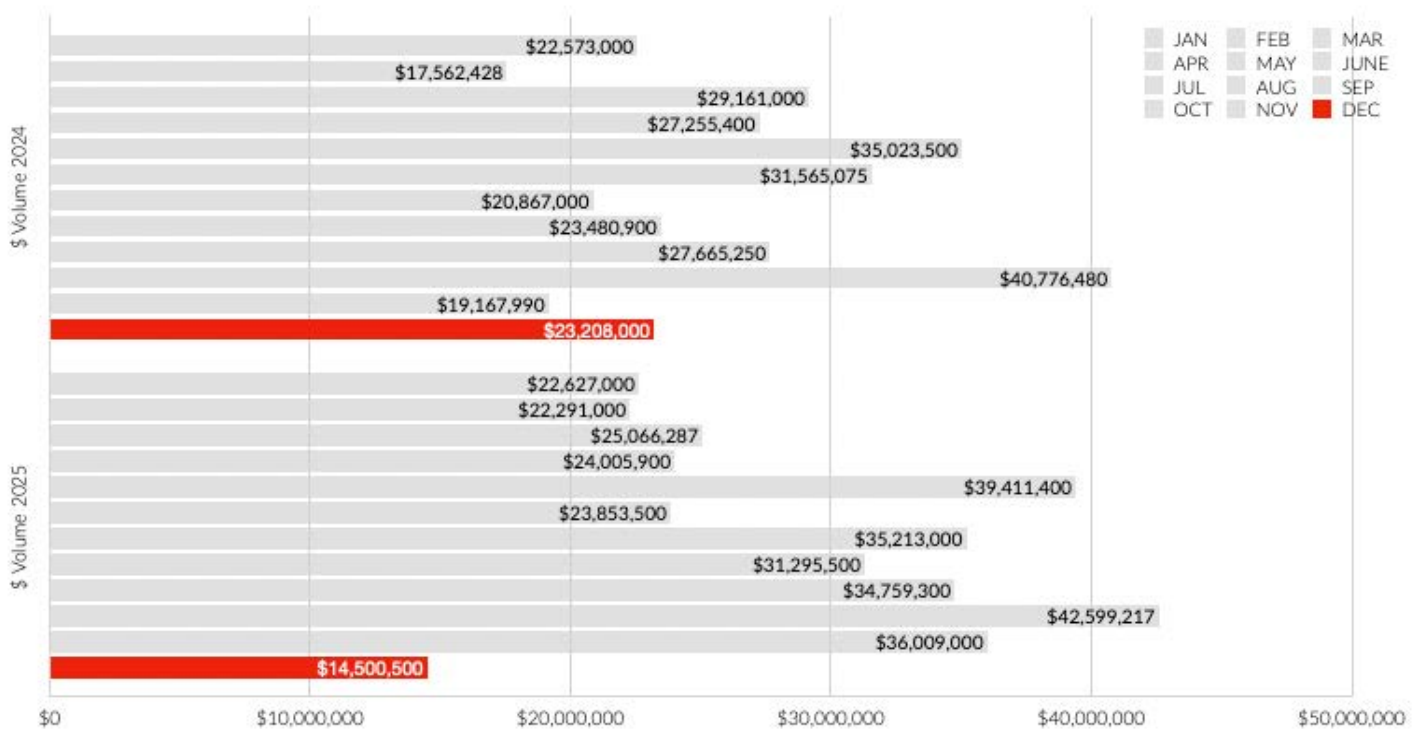


Year-Over-Year

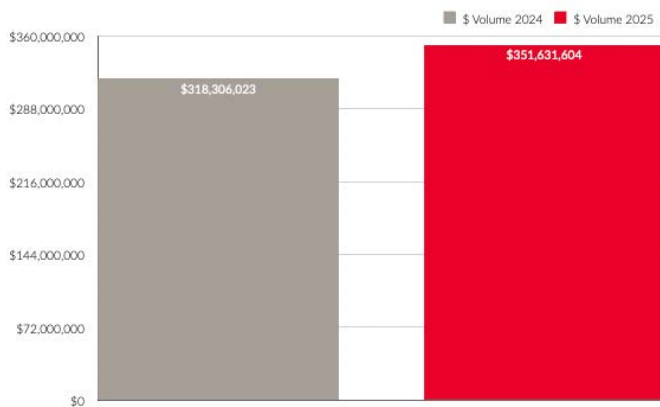


Month-Over-Month 2024 vs. 2025

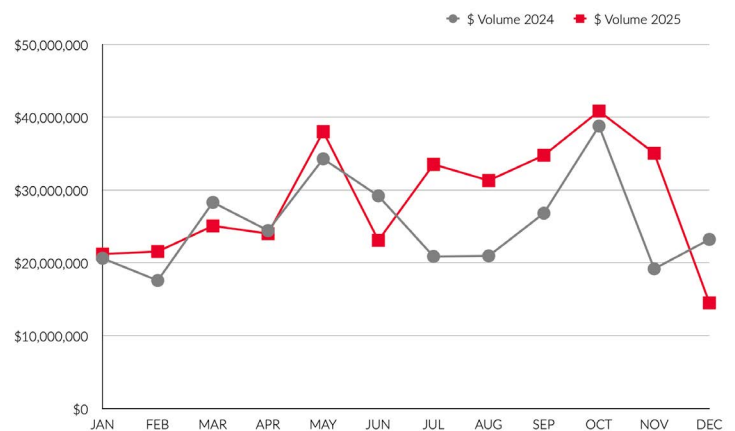
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

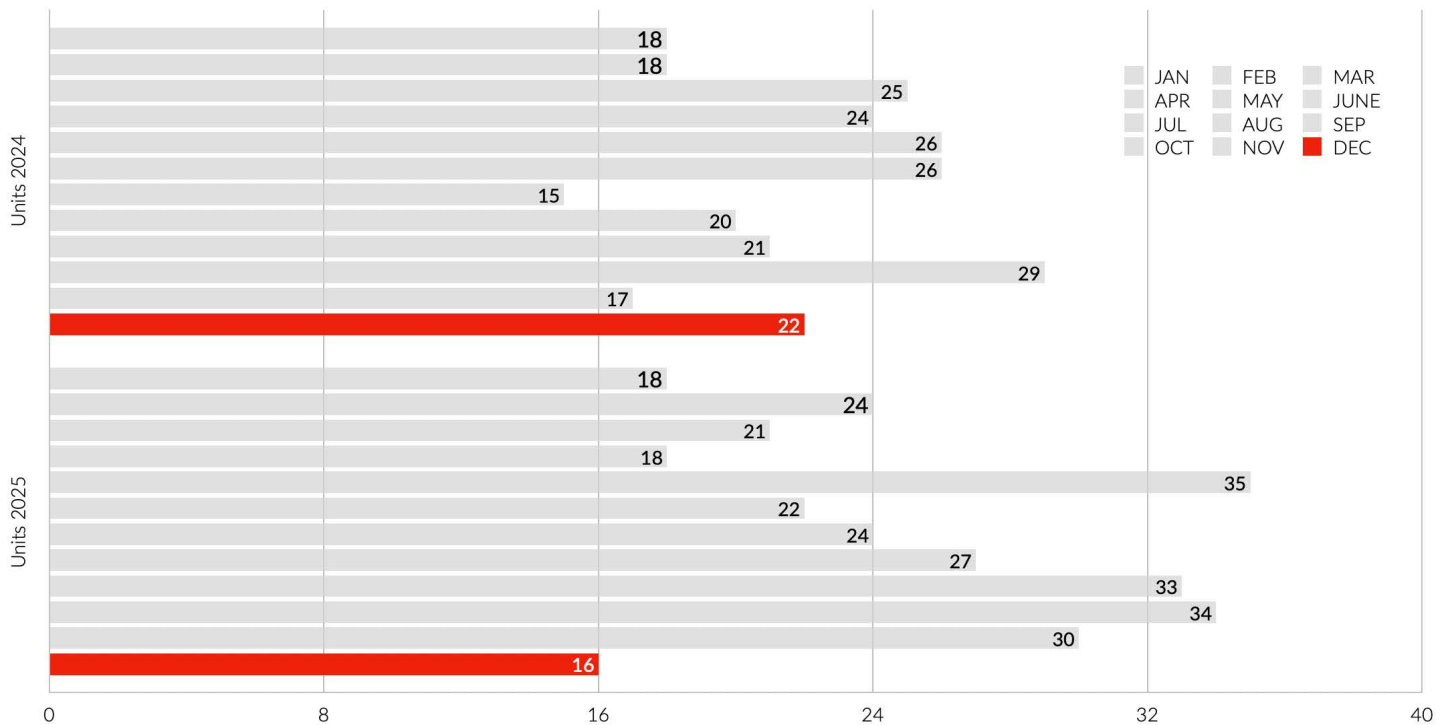


Yearly Totals 2024 vs. 2025

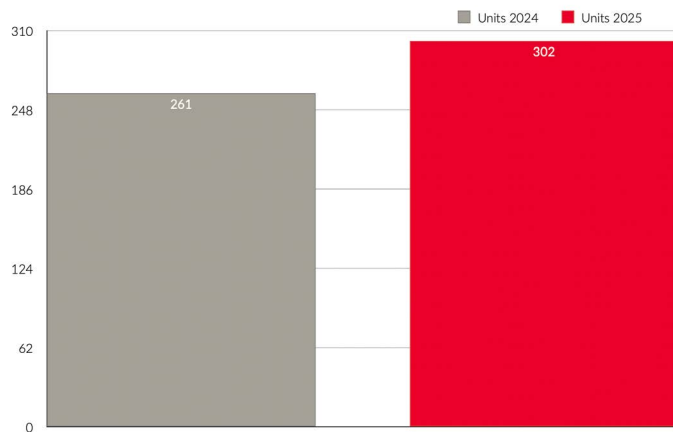


Month vs. Month 2024 vs. 2025

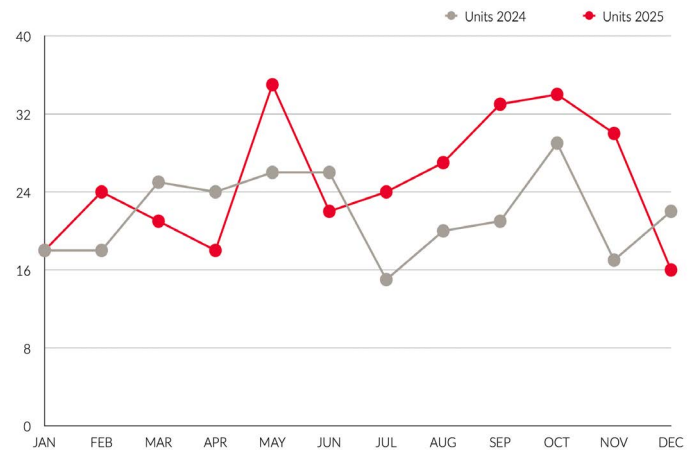
UNIT SALES



Monthly Comparison 2024 vs. 2025

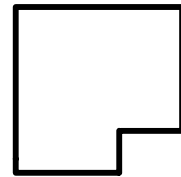

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$275,002,404 +17.98%	 \$67,838,200 +40.31%	 \$8,791,000 -37.94%
YTD Unit Sales	 200 +20.48%	 102 +37.84%	 11 -26.67%
YTD Average Sale Price	 \$1,375,012 -2.08%	 \$665,080 +1.79%	 \$799,182 -15.38%
December Sales Volume	 \$10,743,000 -45.59%	 \$3,757,500 +8.44%	 \$0 No change
December Unit Sales	 10 -37.5%	 6 No Change	 0 No change

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

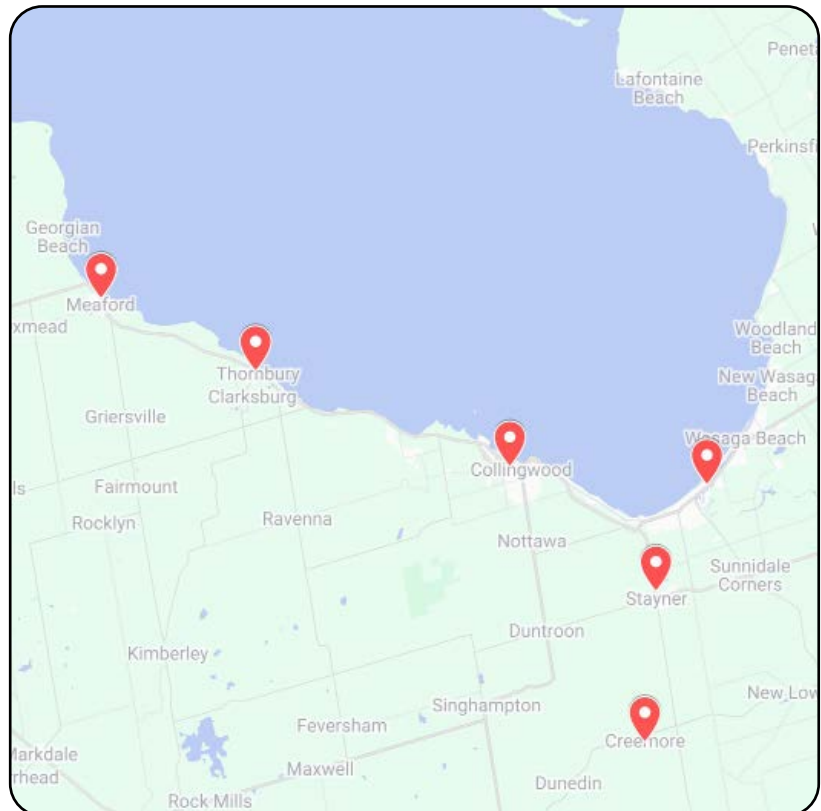
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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