



2025

DECEMBER

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 experienced softer conditions this December, with declining prices and slower overall activity compared to last year, continuing to favour buyers. The median sale price fell 17.86% year-over-year to \$657,500, while the average sale price dropped 18.84% to \$766,663, pointing to a shift toward more value-driven transactions. Sales volume decreased 21.74% to \$20.7 million, even as unit sales edged down just 3.57% to 27 properties. New listings rose slightly by 4.08% to 51, while expired listings more than doubled, increasing 103.13% to 65, highlighting growing challenges for sellers. With a sales-to-new listings ratio of 52.94%, down 7.35% from last year, the market remains firmly in buyer territory as we move into the winter season.



December year-over-year sales volume of \$20,699,900

Down -21.74% from 2024's \$26,448,898 with unit sales of 27 down -3.57%. New listings of 51 are up +4.08% from a year ago, with the sales/listing ratio of 52.94% down -7.35%.



Year-to-date sales volume of \$395,480,003

Up +1.17% from 2024's \$390,901,901 with unit sales of 510 up +9.91% from 2024's 464. New listings of 1,564 are up +14.83% from a year ago, with the sales/listing ratio of 32.61% down -4.28%.



Year-to-date average sale price of \$765,433

Down from \$837,624 one year ago with median sale price of \$683,750 down from \$949,750 one year ago. Average days-on-market of 59 is up 6 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$657,500

-17.86%

Average Sale Price

\$766,663

-18.84%

Sales Volume

\$20,699,900

-21.74%

Unit Sales

27

-3.57%

New Listings

51

+4.08%

Expired Listings

65

+103.13%

Unit Sales/Listings Ratio

52.94%

-7.35%

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

THE MARKET IN DETAIL

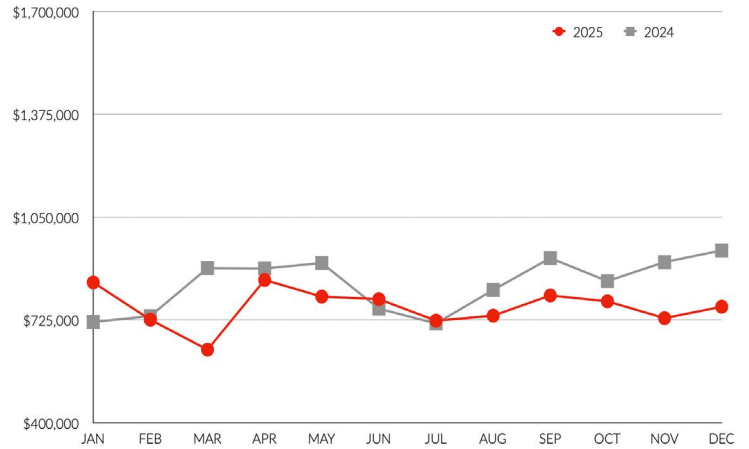
	2023	2024	2025	2024-2025
YTD Volume Sales	\$391,725,952	\$390,901,901	\$395,480,003	+1.17%
YTD Unit Sales	472	464	510	+9.91%
YTD New Listings	1,324	1,362	1,564	+14.83%
YTD Sales/Listings Ratio	35.65%	34.07%	32.61%	-4.28%
YTD Expired Listings	225	424	389	-8.25%
Monthly Volume Sales	\$16,115,800	\$26,448,898	\$20,699,900	-21.74%
Monthly Unit Sales	23	28	27	-3.57%
Monthly New Listings	47	49	51	+4.08%
Monthly Sales/Listings Ratio	48.94%	57.14%	52.94%	-7.35%
Monthly Expired Listings	47	32	65	+103.13%
Monthly Average Sale Price	\$700,687	\$944,604	\$766,663	-18.84%
YTD Sales: \$0-\$199K	2	3	6	+100%
YTD Sales: \$200k-349K	11	7	17	+142.86%
YTD Sales: \$350K-\$549K	93	96	123	+28.13%
YTD Sales: \$550K-\$749K	126	138	146	+5.8%
YTD Sales: \$750K-\$999K	128	109	127	+16.51%
YTD Sales: \$1M-\$2M	123	114	79	-30.7%
YTD Sales: \$2M+	13	15	13	-13.33%
YTD Average Days-On-Market	41.58	41.58	58.75	+41.28%
YTD Average Sale Price	\$819,753	\$837,624	\$765,433	-8.62%
YTD Median Sale Price	\$973,750	\$949,750	\$683,750	-28.01%

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

AVERAGE SALE PRICE

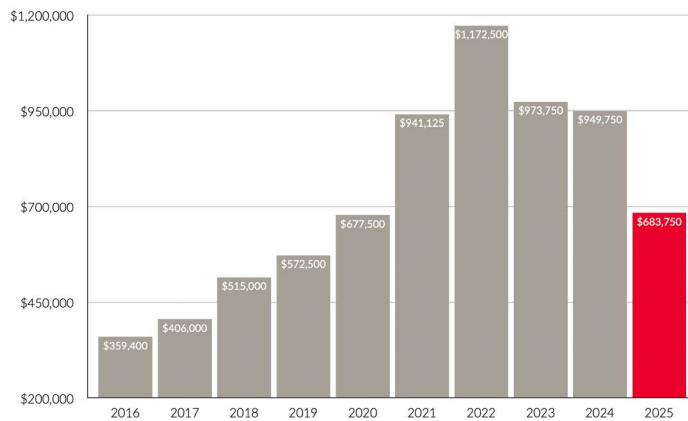


Year-Over-Year

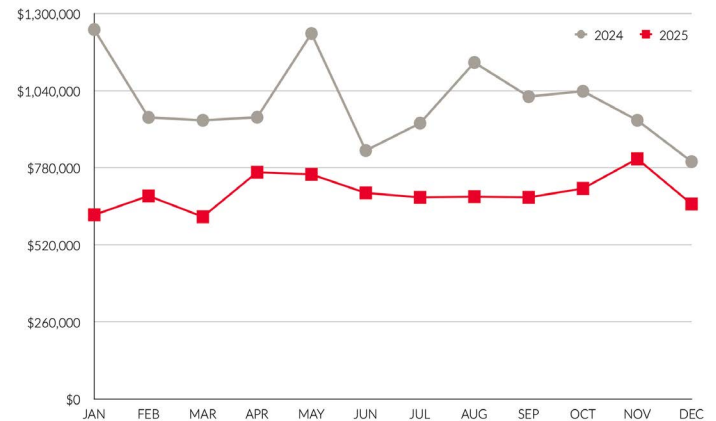


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



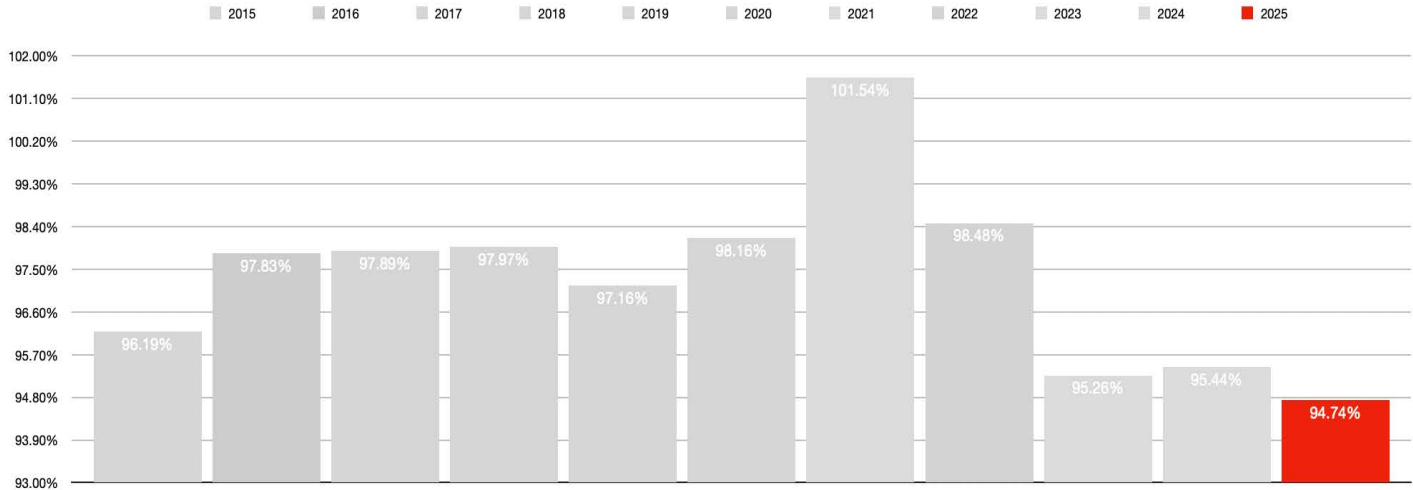
Year-Over-Year



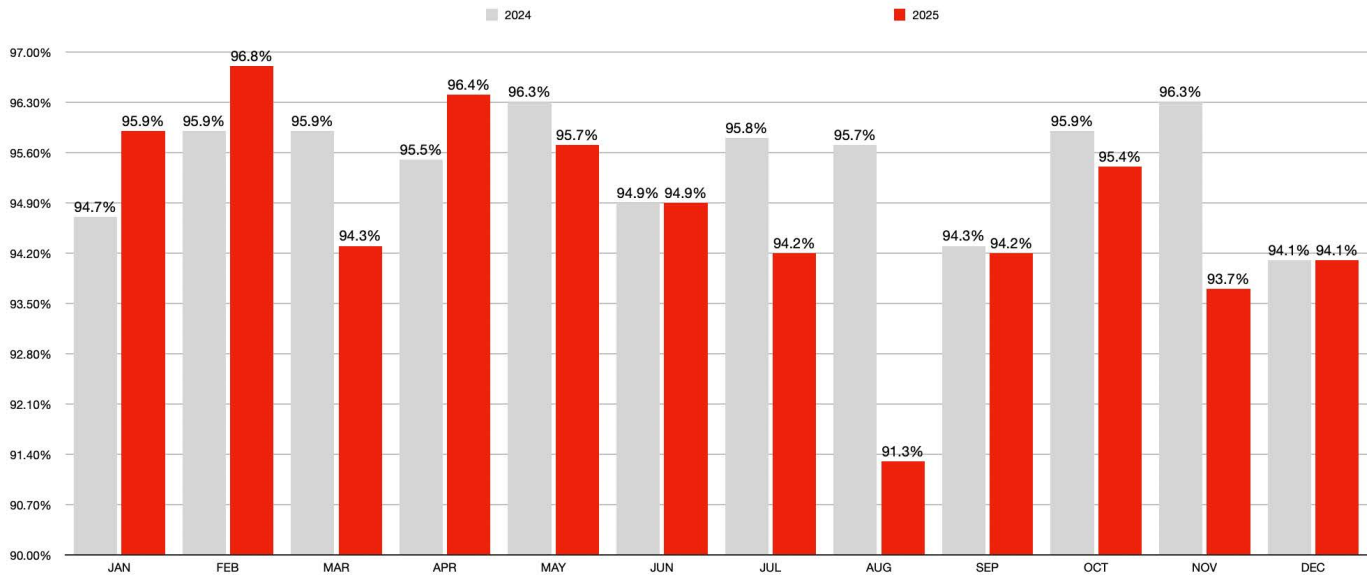
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

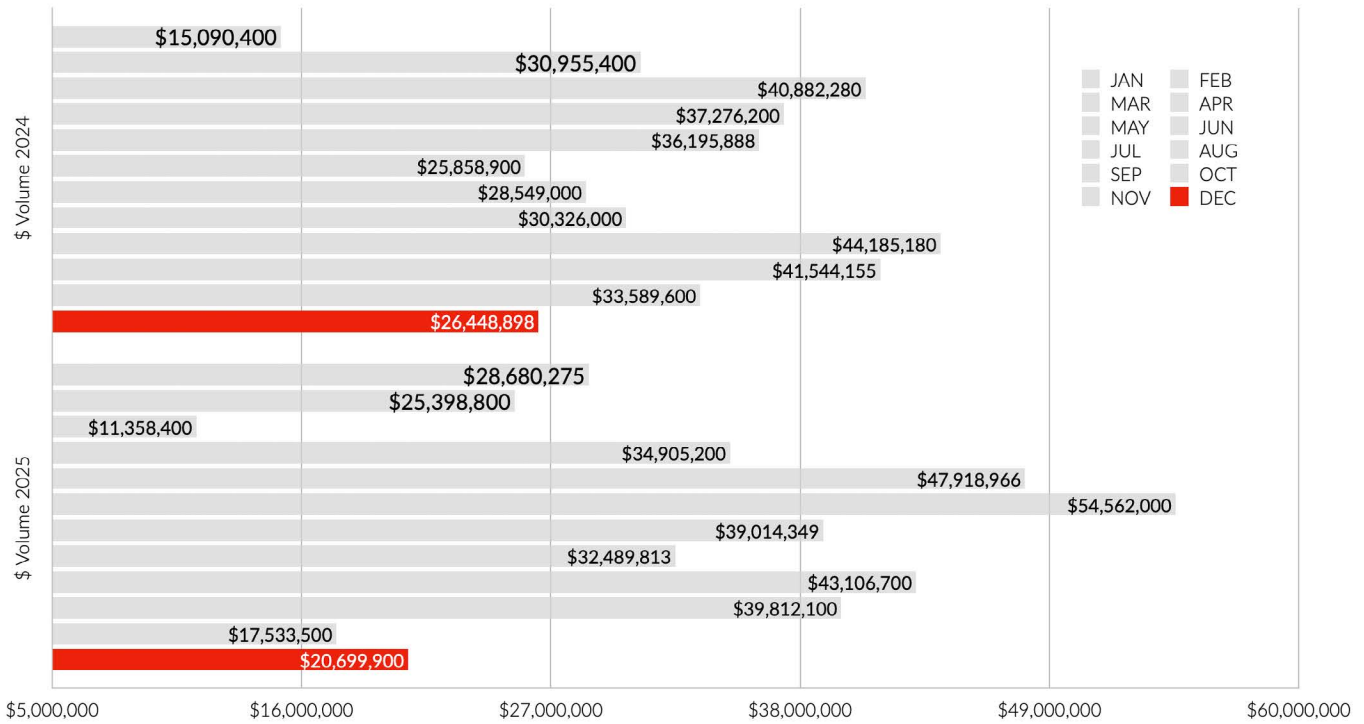


Year-Over-Year



Month-Over-Month 2024 vs. 2025

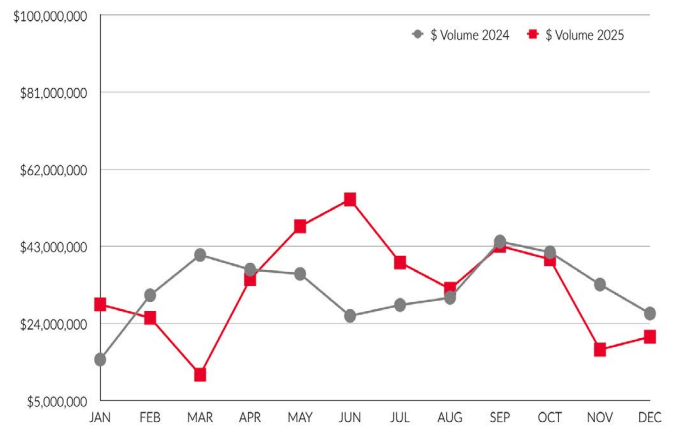
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

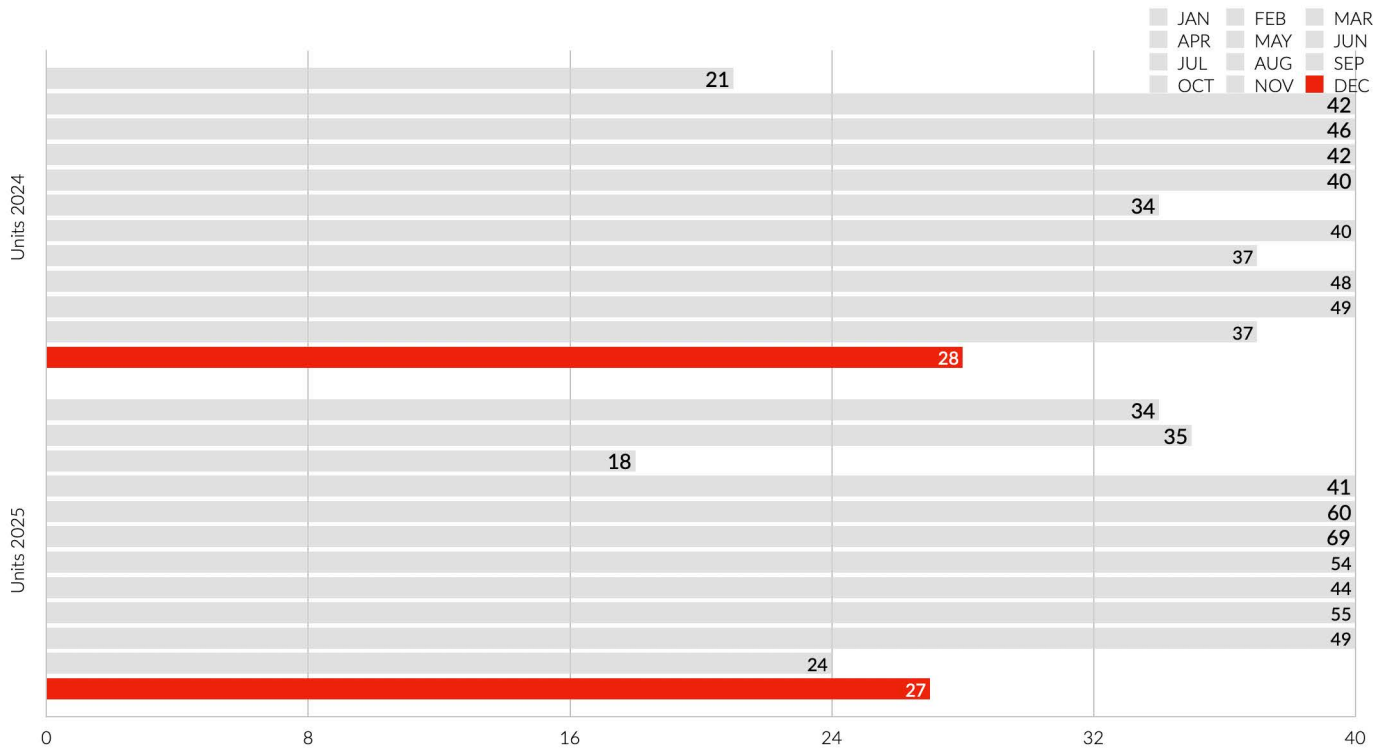


Yearly Totals 2024 vs. 2025

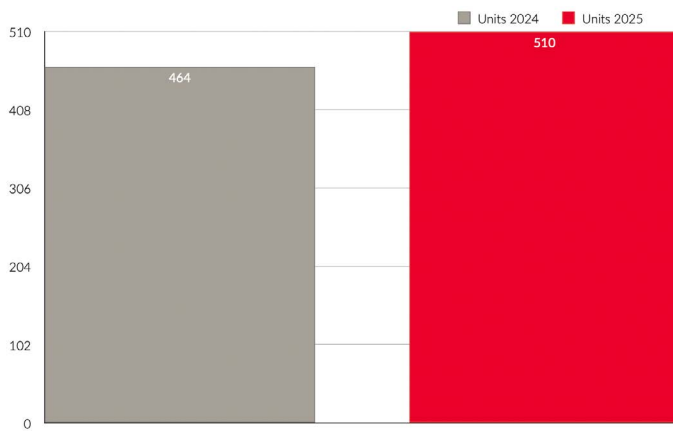


Month vs. Month 2024 vs. 2025

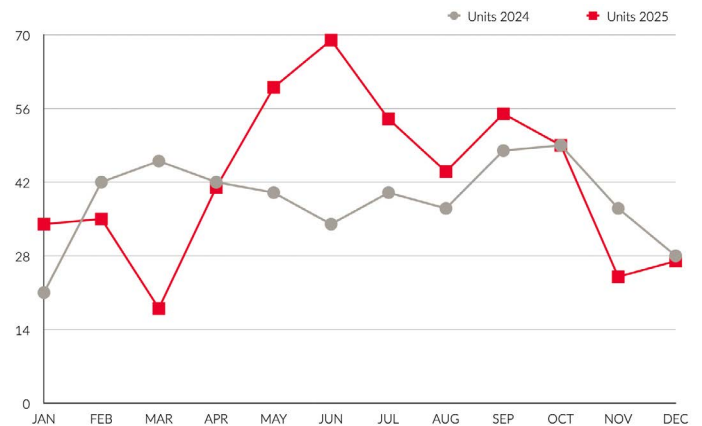
UNIT SALES



Monthly Comparison 2024 vs. 2025

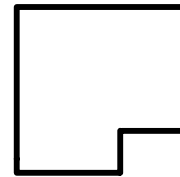

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$280,554,804 -3.57%	 \$114,925,199 +18.74%	 \$3,479,000 +72.44%
YTD Unit Sales	 315 +1.29%	 195 +33.56%	 5 -28.57%
YTD Average Sale Price	 \$890,650 -4.79%	 \$589,360 -11.09%	 \$695,800 +141.42%
December Sales Volume	 \$14,687,500 -35.83%	 \$6,012,400 +68.79%	 \$499,000 Up from \$0
December Unit Sales	 17 -19.05%	 10 +42.86%	 1 Up from 0

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

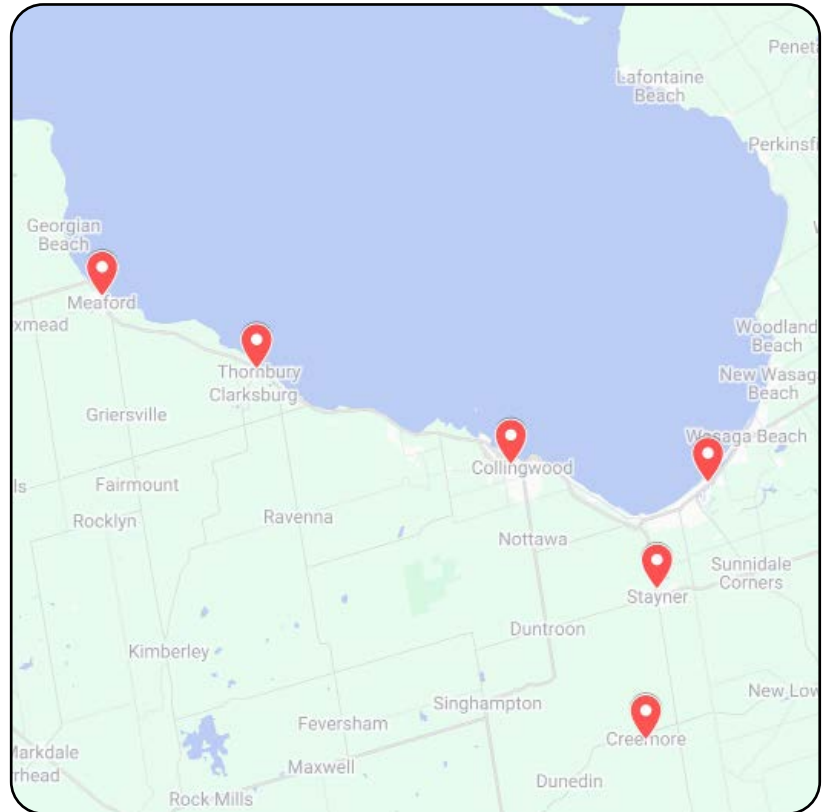
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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