



# 2025 DECEMBER 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 a notable year-over-year increase in activity this December, with strong gains in sales despite mixed pricing trends, while overall conditions continued to favour buyers. The median sale price edged down 3.7% to \$585,000, while the average sale price jumped 23.89% to \$720,138, reflecting a small number of higher-value transactions influencing results. Sales volume surged 130.08% to \$9.36 million, supported by an 85.71% increase in unit sales to 13 properties. Supply tightened, with new listings down 26.09% to 17, while expired listings rose slightly by 9.09% to 24, suggesting ongoing challenges for sellers. Although the sales-to-new listings ratio climbed to 76.47% year-over-year, buyer-friendly conditions remain in place as the market heads toward the winter season.

### December year-over-year sales volume of \$9,361,800



Up +130.08% from 2024's \$4,069,000 with unit sales of 13 up +85.71% from last December's 7. New listings of 17 are down -26.09% from a year ago, with the sales/listing ratio of 76.47% up 151.26%.

### Year-to-date sales volume of \$140,049,700



Down -9.74% from 2024's \$155,159,515 with unit sales of 162 down -2.41% in comparison to 2024's 166. New listings of 440 are up +7.06% from a year ago, with the sales/listing ratio of 36.82% down by -8.84%.

### Year-to-date average sale price of \$805,755



Down -9.52% from \$890,501 one year ago with median sale price of \$667,700 up from \$645,008 one year ago. The average days-on-market is 72, which is down 6 days from last year.

## DECEMBER NUMBERS

Median Sale Price

**\$585,000**

-3.7%

Average Sale Price

**\$720,138**

+23.89%

Sales Volume

**\$9,361,800**

+130.08%

Unit Sales

**13**

+85.71%

New Listings

**17**

-26.09%

Expired Listings

**24**

+9.09%

Unit Sales/Listings Ratio

**76.47%**

+151.26%

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

# THE MARKET IN DETAIL

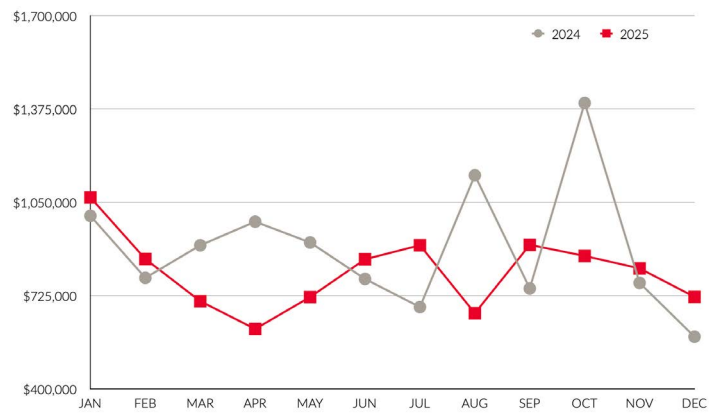
	2023	2024	2025	2024-2025
YTD Volume Sales	\$98,126,635	\$155,159,515	\$140,049,700	-9.74%
YTD Unit Sales	121	166	162	-2.41%
YTD New Listings	323	411	440	+7.06%
YTD Sales/Listings Ratio	37.46%	40.39%	36.82%	-8.84%
YTD Expired Listings	60	149	139	-6.71%
Monthly Volume Sales	\$1,818,500	\$4,069,000	\$9,361,800	+130.08%
Monthly Unit Sales	3	7	13	+85.71%
Monthly New Listings	15	23	17	-26.09%
Monthly Sales/Listings Ratio	20.00%	30.43%	76.47%	+151.26%
Monthly Expired Listings	14	22	24	+9.09%
Monthly Average Sale Price	\$606,167	\$581,286	\$720,138	+23.89%
YTD Sales: \$0-\$199K	5	8	5	-37.5%
YTD Sales: \$200k-349K	3	6	10	+66.67%
YTD Sales: \$350K-\$549K	34	36	37	2.78%
YTD Sales: \$550K-\$749K	0	4	41	200%
YTD Sales: \$750K-\$999K	22	37	36	-2.70%
YTD Sales: \$1M-\$2M	22	33	25	-24.24%
YTD Sales: \$2M+	5	10	9	-10.00%
YTD Average Days-On-Market	61.08	78.00	72.08	-7.59%
YTD Average Sale Price	\$756,625	\$890,501	\$805,755	-9.52%
YTD Median Sale Price	\$658,750	\$645,008	\$667,700	+3.52%

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

# AVERAGE SALE PRICE

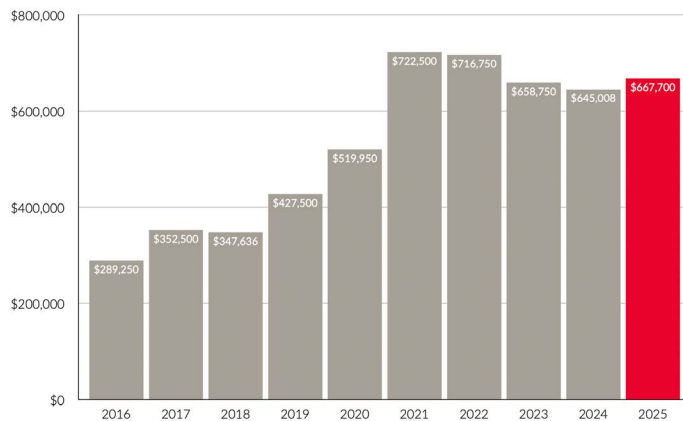


Year-Over-Year

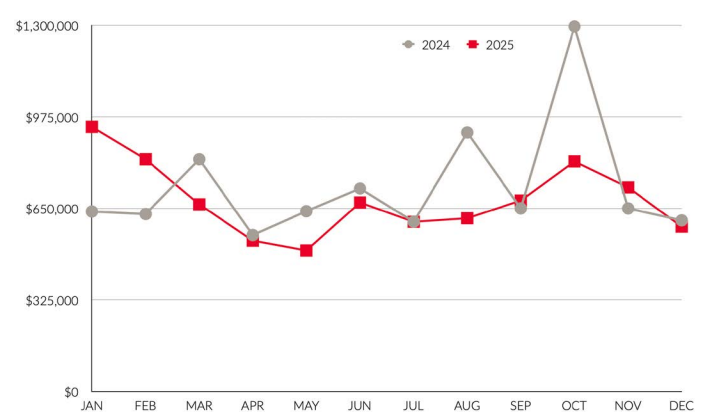


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



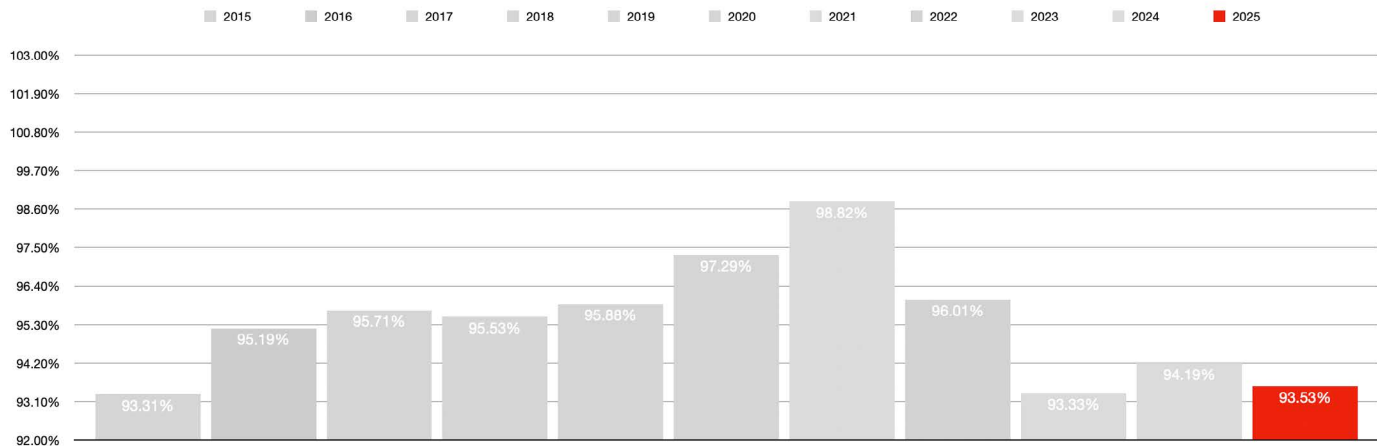
Year-Over-Year



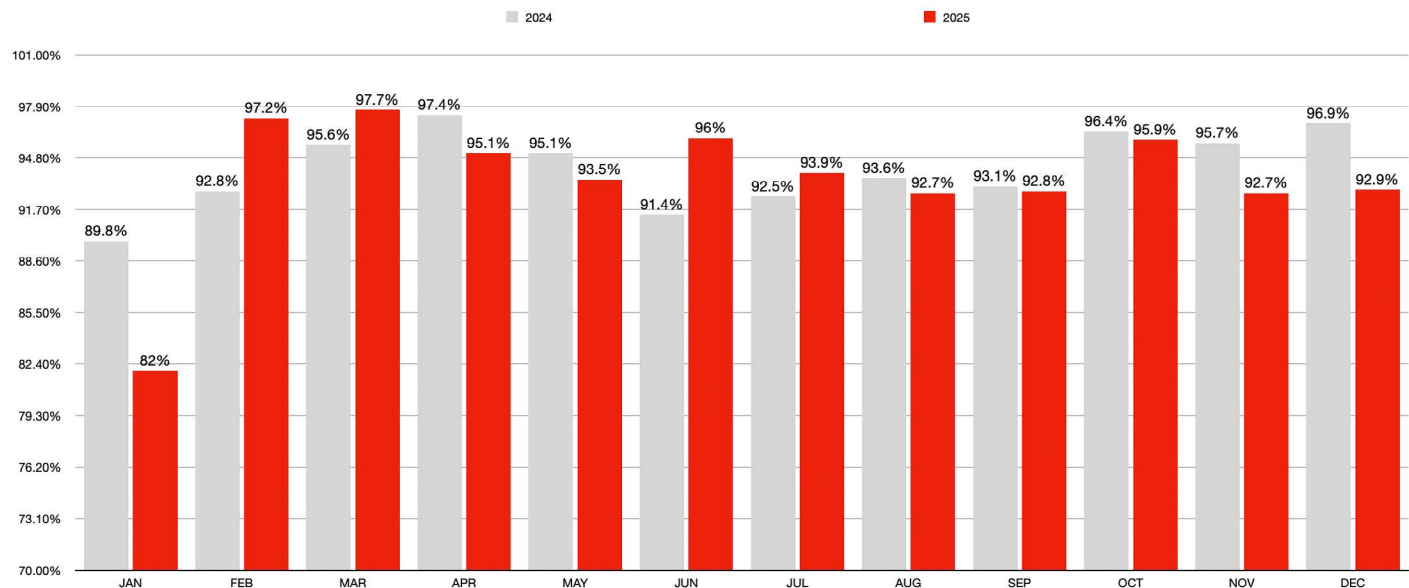
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO



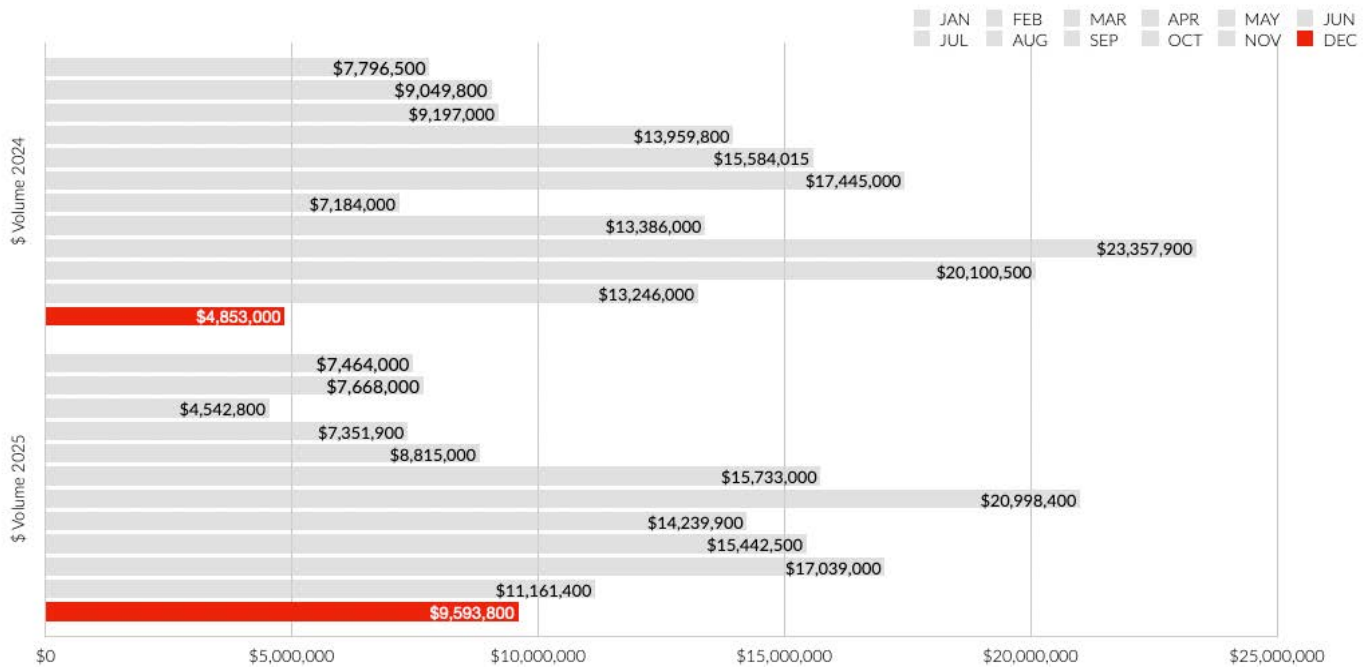
## Year-Over-Year



## Month-Over-Month 2024 vs. 2025



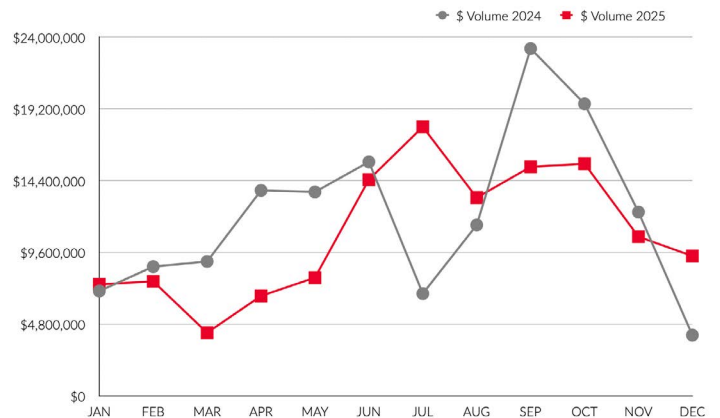
# DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

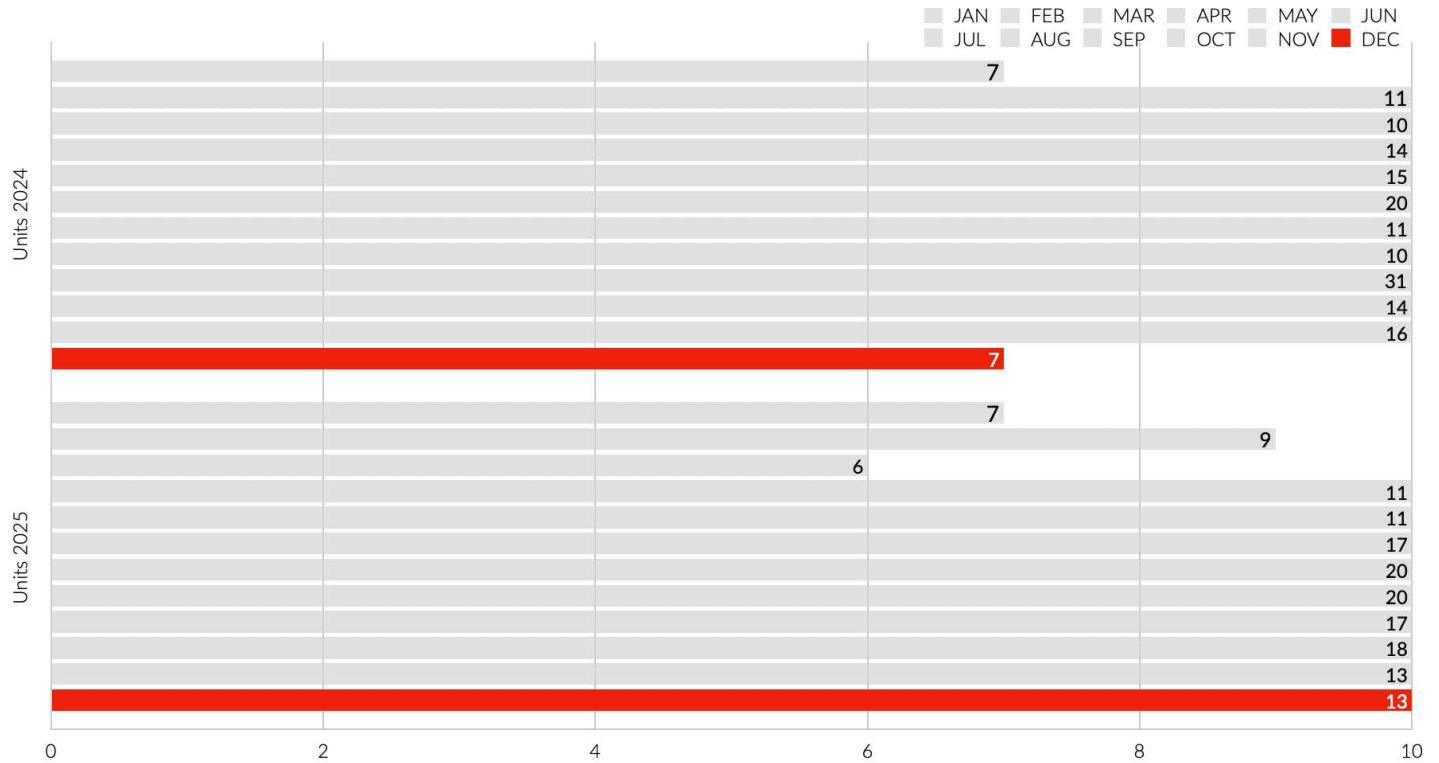


Yearly Totals 2024 vs. 2025

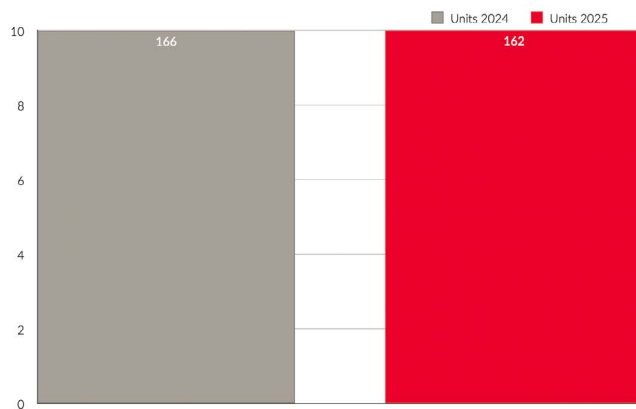


Month vs. Month 2024 vs. 2025

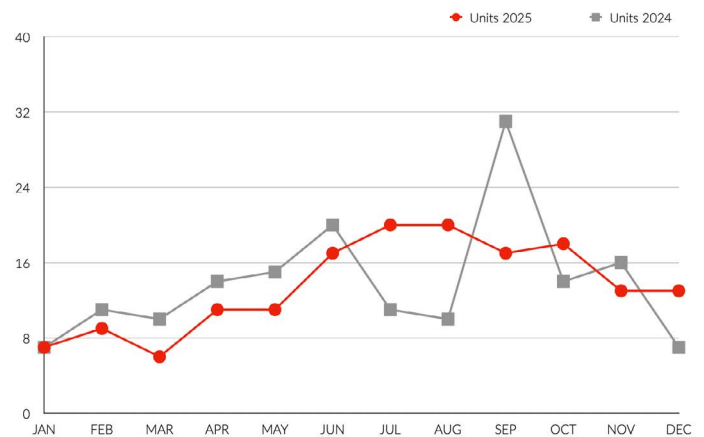
# UNIT SALES



## Monthly Comparison 2024 vs. 2025

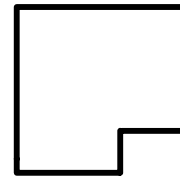

















## Yearly Totals 2024 vs. 2025



## Month vs. Month 2024 vs. 2025

# SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$130,565,700 -2.81%	 \$0 No Change	 \$9,484,000 -5.43%
YTD Unit Sales	 162 +13.29%	 0 No Change	 20 -13.04%
YTD Average Sale Price	 \$805,961 -14.21%	 \$0 No Change	 \$474,200 +8.76%
December Sales Volume	 \$9,361,800 +130.08%	 \$0 No Change	 \$232,000 -70.41%
December Unit Sales	 13 +85.71%	 0 No Change	 2 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

## GREY HIGHLANDS

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

## THORNBURY

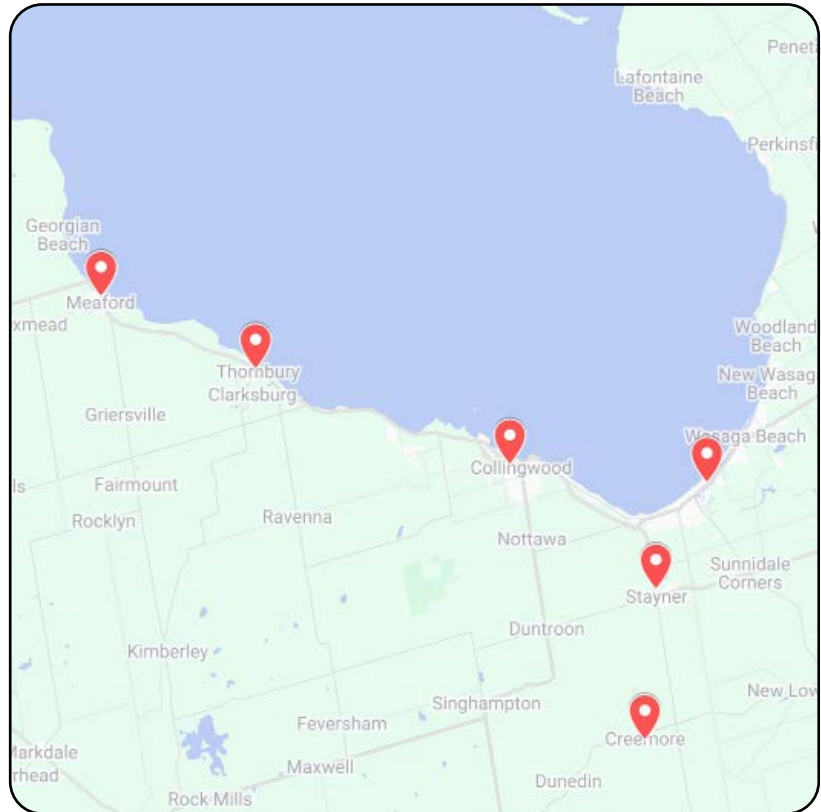
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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