



2025

DECEMBER

SOUTHERN

GEORGIAN BAY

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 [Southern Georgian Bay](#) real estate market continued to favour buyers this December, with modest price softening and steady sales activity shaping overall conditions. The median sale price edged down 1.12% year-over-year to \$665,000, while the average sale price declined 8.91% to \$778,624, pointing to a shift toward more value-focused transactions. Sales volume dipped 6.58% to \$96 million, despite a 3.45% increase in unit sales to 120 properties, suggesting continued demand at lower price points. Inventory levels remained elevated, with new listings up slightly by 1.3% to 234, while expired listings fell 13.54% to 300, indicating sellers are adjusting expectations in response to market conditions. With a sales-to-new listings ratio of 51.28%, up marginally from last year, buyer-friendly conditions remain firmly in place as the market heads into the winter season.

December year-over-year sales volume of \$96,117,889



Down -6.58% from 2024's \$1,508,070,527 with unit sales of 120 up +3.45% from last December's 116. New listings of 234 are up +1.3% from a year ago, with the sales/listing ratio of 51.28% up 2.12%.

Year-to-date sales volume of \$1,850,088,484



Up +22.68% from 2024's \$1,508,070,527 with unit sales of 2172 up +16.21% from 2024's 1869. New listings of 7,542 are up +26.4% from a year ago, with the sales/listing ratio of 28.80% down -8.06%.

Year-to-date average sale price of \$832,769



Up from \$785,787 one year ago with median sale price of \$708,875 up from \$686,250 one year ago. Average days-on-market of 60 is up 5 days from last year.

DECEMBER NUMBERS

Median Sale Price

\$665,000

-1.12%

Average Sale Price

\$778,624

-8.91%

Sales Volume

\$96,117,889

-6.58%

Unit Sales

120

+3.45%

New Listings

234

+1.3%

Expired Listings

300

-13.54%

Unit Sales/Listings Ratio

51.28%

+2.12%

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

THE MARKET IN DETAIL

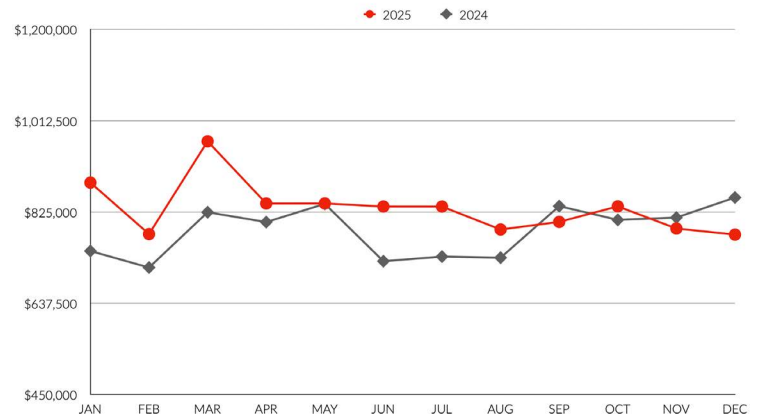
	2023	2024	2025	2024-2025
YTD Volume Sales	\$1,527,405,736	\$1,508,070,527	\$1,850,088,484	+22.68%
YTD Unit Sales	1,898	1,869	2,172	+16.21%
YTD New Listings	5,525	5,967	7,542	+26.4%
YTD Sales/Listings Ratio	34.35%	31.32%	28.80%	-8.06%
YTD Expired Listings	4,380	4,364	2,214	-49.27%
Monthly Volume Sales	\$49,480,800	\$102,882,777	\$96,117,889	-6.58%
Monthly Unit Sales	74	116	120	+3.45%
Monthly New Listings	222	231	234	+1.3%
Monthly Sales/Listings Ratio	33.33%	50.22%	51.28%	+2.12%
Monthly Expired Listings	600	347	300	-13.54%
Monthly Average Sale Price	\$668,659	\$854,791	\$778,624	-8.91%
YTD Sales: \$0-\$199K	34	34	65	+91.18%
YTD Sales: \$200k-349K	125	110	94	-14.55%
YTD Sales: \$350K-\$549K	423	450	413	-8.22%
YTD Sales: \$550K-\$749K	533	522	625	+19.73%
YTD Sales: \$750K-\$999K	415	381	498	+30.71%
YTD Sales: \$1M+	429	433	405	-6.47%
YTD Sales: \$2M+	82	97	78	-19.59%
YTD Average Days-On-Market	46.17	55.33	60.33	+9.04%
YTD Average Sale Price	\$781,244	\$785,787	\$832,769	+5.98%
YTD Median Sale Price	\$712,500	\$686,250	\$708,875	+3.3%

Southern Georgian Bay MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

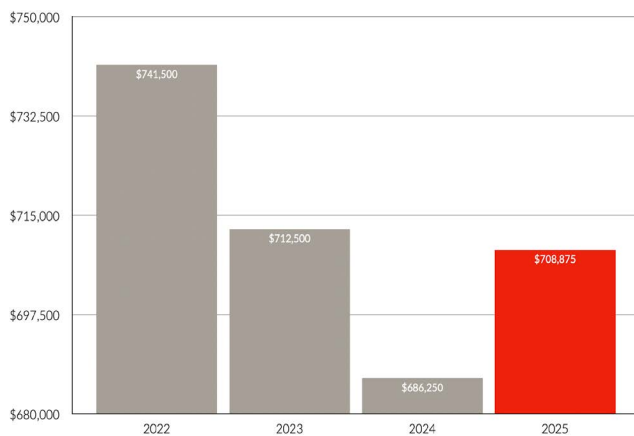


Year-Over-Year

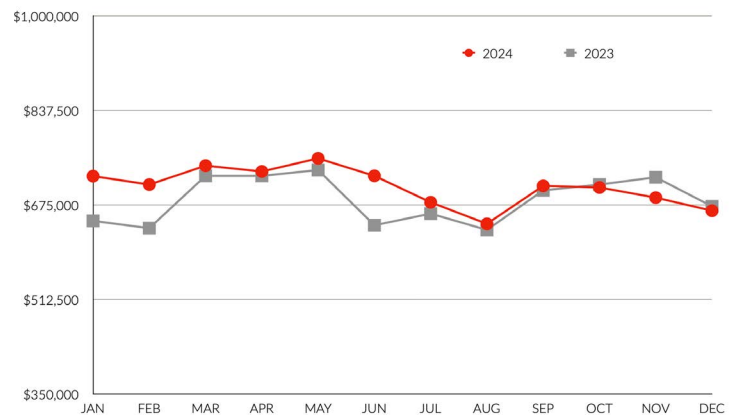


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



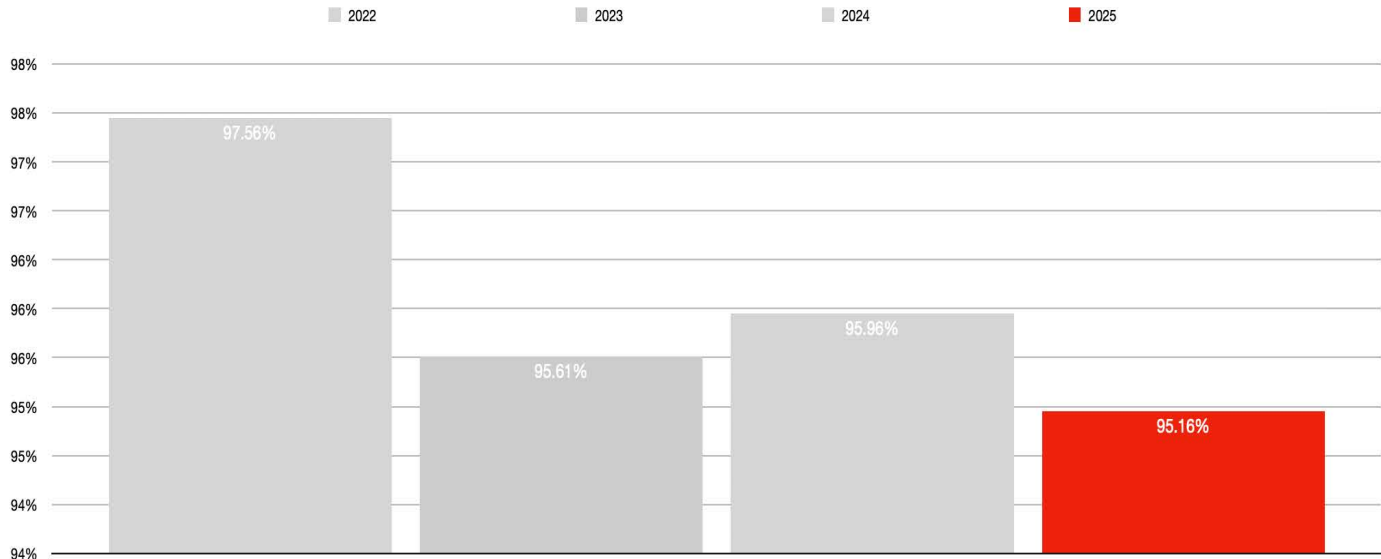
Year-Over-Year



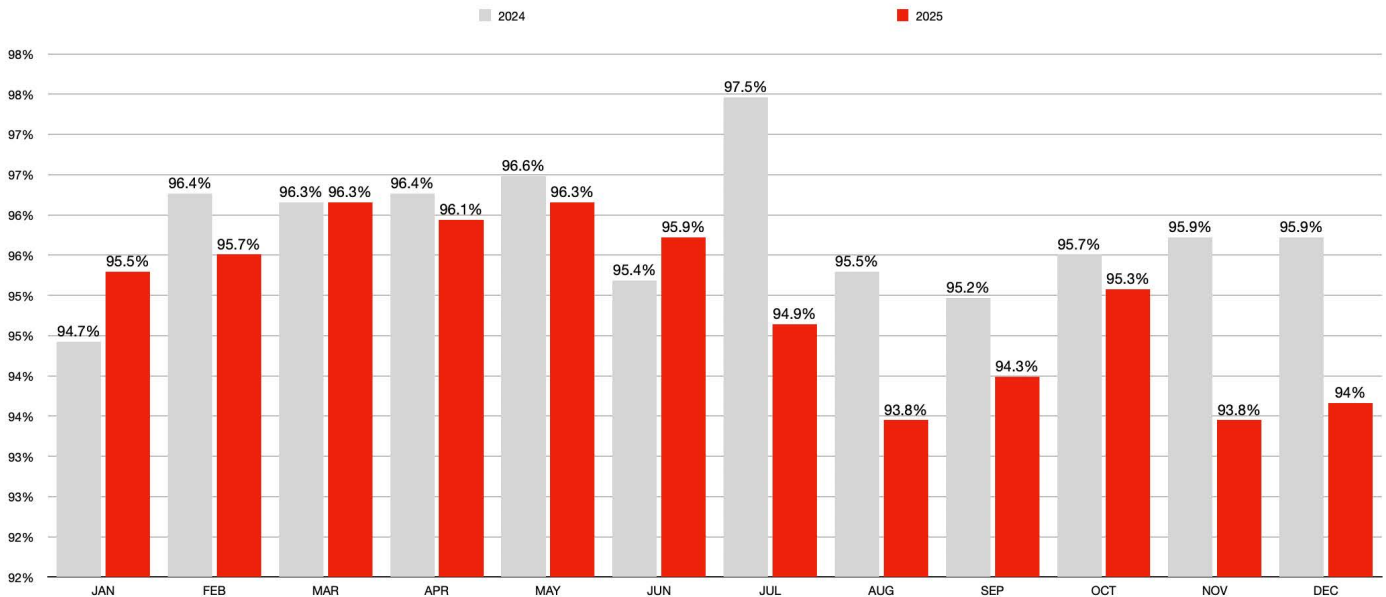
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

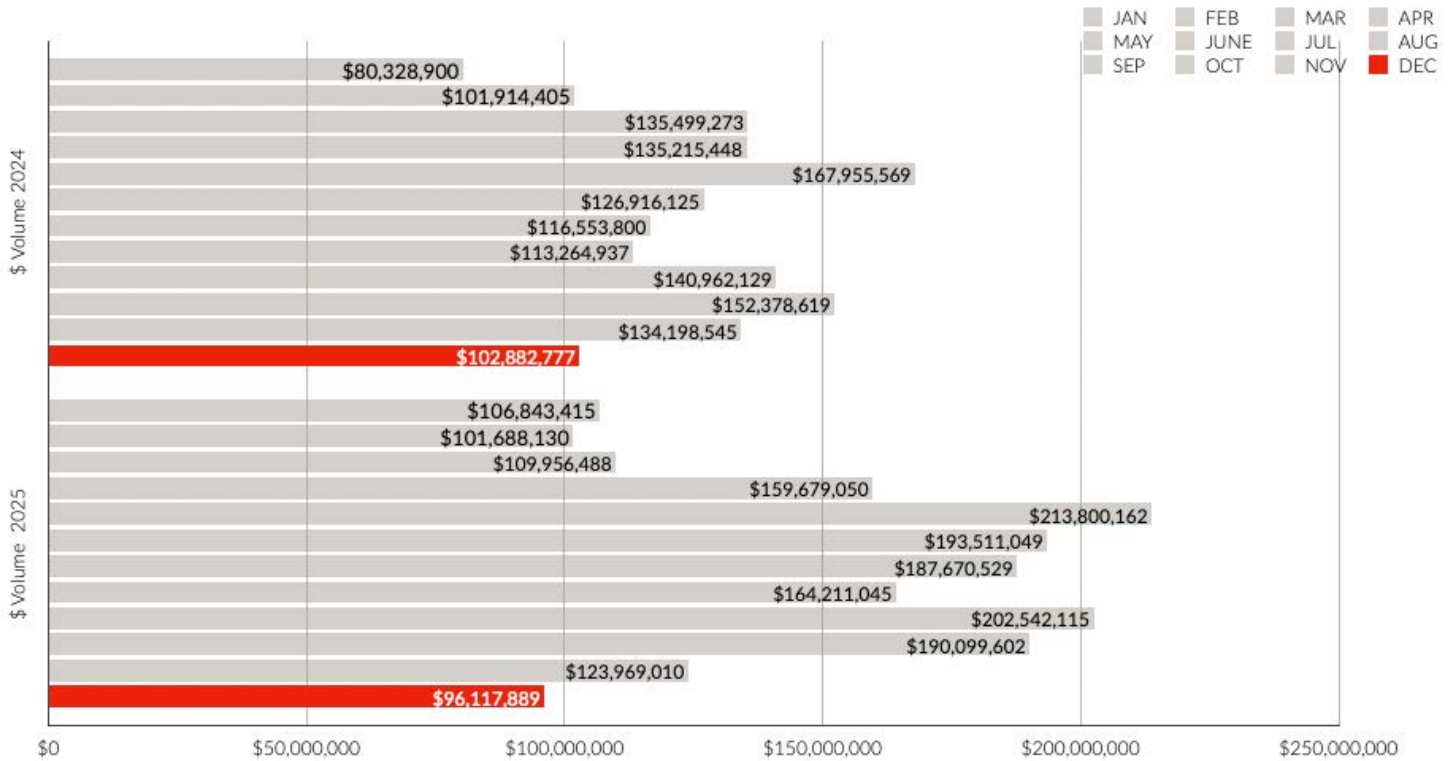


Year-Over-Year

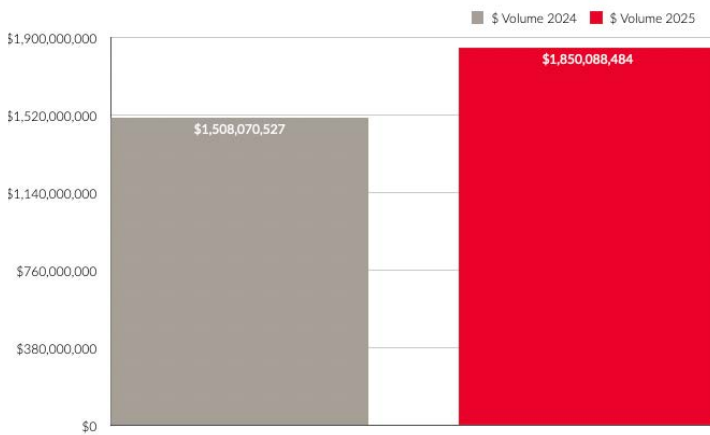


Month-Over-Month 2024 vs. 2025

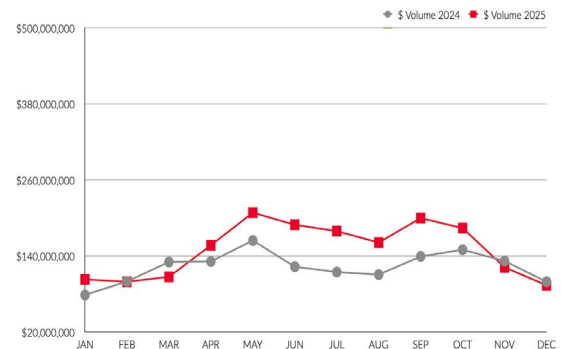
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

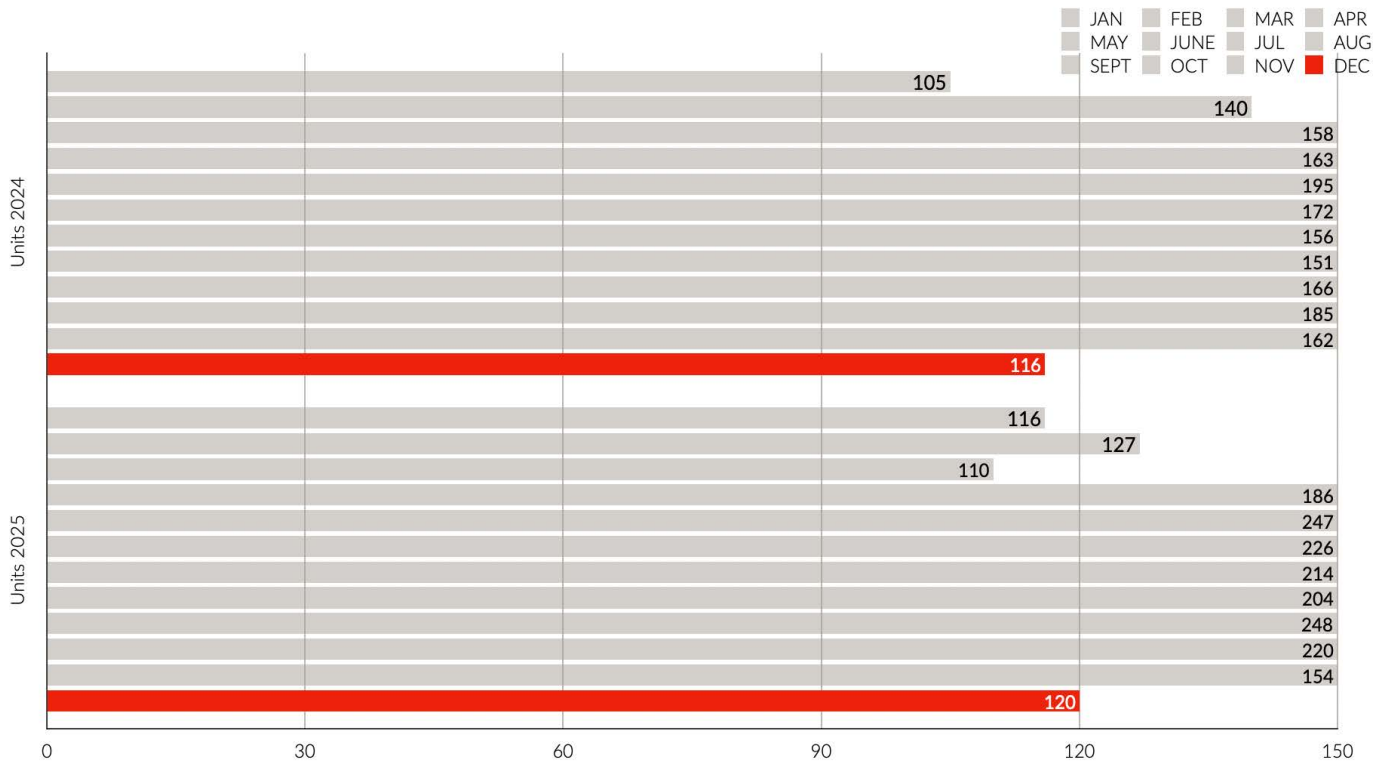


Yearly Totals 2024 vs. 2025

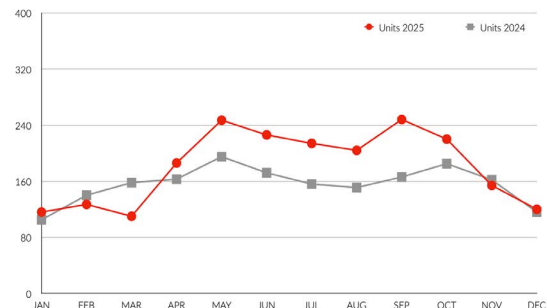
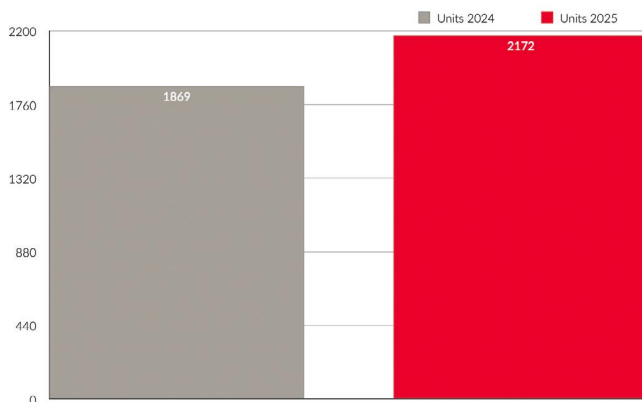


Month vs. Month 2024 vs. 2025

UNIT SALES



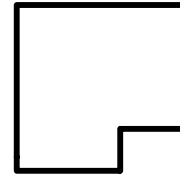
Monthly Comparison 2024 vs. 2025


















Yearly Totals 2024 vs. 2025

Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$1,589,564,786 +31.18%	 \$211,287,198 +16.15%	 \$49,236,500 +31%
YTD Unit Sales	 1815 +28.81%	 357 +25.26%	 111 +44.16%
YTD Average Sale Price	 \$875,793 +1.84%	 \$591,841 -7.27%	 \$443,572.07 -9.12%
December Sales Volume	 \$82,735,089 -7.02%	 \$10,699,800 +5.19%	 \$2,683,000 -28.01%
December Unit Sales	 102 +4.08%	 18 No Change	 7 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

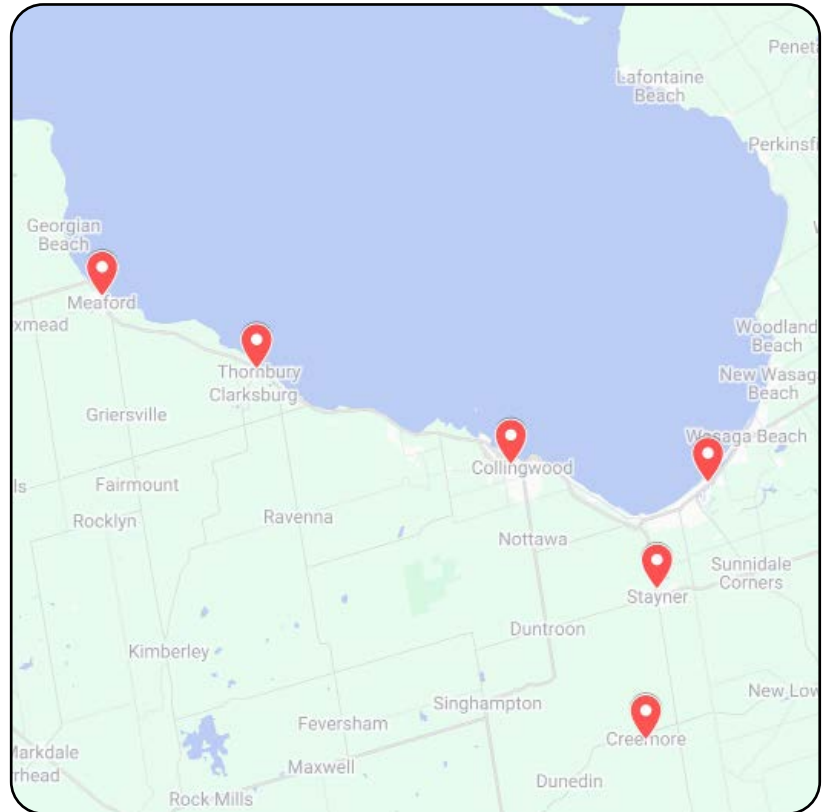
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach


STAYNER

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



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