



2024  
**APRIL**  
**SOUTHERN**  
**GEORGIAN BAY**  
Real Estate Market Report

# OVERVIEW

## BUYERS MARKET

The **Southern Georgian Bay real estate market** still leans towards buyers this month, despite observing a decrease in both unit sales and sales volume. Both average and median sale prices remain higher than last year, offering buyers a chance to navigate a market with higher prices but less competition.



### April year-over-year sales volume of \$131,104,448

Down 14.93% from 2023's \$154,106,698 with unit sales of 163 down 15.54% from last April's 193. New listings of 603 are up 23.31% from a year ago, with the sales/listing ratio of 27.03% down 3.86%.



### Year-to-date sales volume of \$439,130,929

Down 1.9% from 2023's \$447,642,202 with unit sales of 566 down 0.53% from 2023's 569. New listings of 1877 are up 23.65% from a year ago, with the sales/listing ratio of 30.15% down 7.33%.



### Year-to-date average sale price of \$771,181

Down from \$791,380 one year ago with median sale price of \$686,250 up from \$682,000 one year ago. Average days-on-market of 53.25 is down 3 days from last year.

## APRIL NUMBERS

Median Sale Price

**\$725,000**

-1.36%

Average Sale Price

**\$804,322**

+0.73%

Sales Volume

**\$131,104,448**

-114.93%

Unit Sales

**163**

-15.54%

New Listings

**603**

+23.31%

Expired Listings

**274**

+26.85%

Unit Sales/Listings Ratio

**27.03%**

-3.86%

*Year-over-year comparison  
(April 2024 vs. April 2023)*

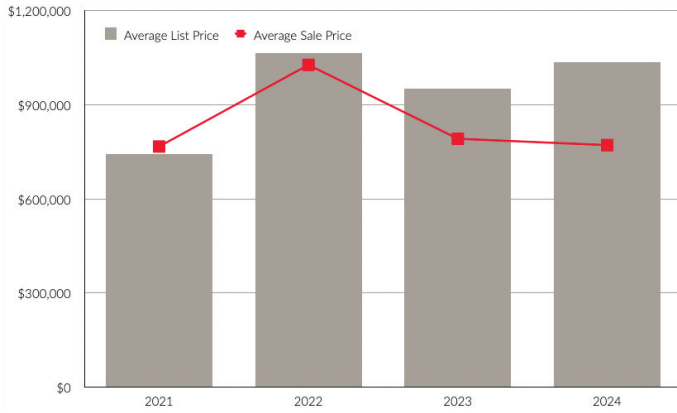


# THE MARKET IN DETAIL

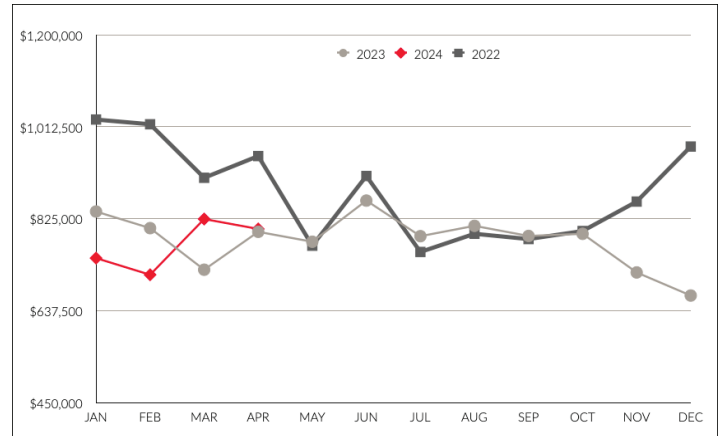
	2022	2023	2024	2023-2024
<b>YTD Volume Sales</b>	\$831,563,017	\$447,642,202	\$439,130,929	-1.9%
<b>YTD Unit Sales</b>	859	569	566	-0.53%
<b>YTD New Listings</b>	1,488	1,518	1,877	+23.65%
<b>YDT Sales/Listings Ratio</b>	57.73%	37.48%	30.15%	-7.33%
<b>YTD Expired Listings</b>	1,002	1,231	1,501	+21.93%
<b>Monthly Volume Sales</b>	\$232,488,806	\$154,106,698	\$131,104,448	-14.93%
<b>Monthly Unit Sales</b>	244	193	163	-15.54%
<b>Monthly New Listings</b>	520	489	603	+23.31%
<b>Monthly Sales/Listings Ratio</b>	71.37%	30.89%	27.03%	-3.86%
<b>Monthly Expired Listings</b>	208	216	274	+26.85%
<b>Monthly Average Sale Price</b>	\$952,823	\$798,480	\$804,322	+0.73%
<b>YTD Sales: \$0-\$199K</b>	13	5	12	140.00%
<b>YTD Sales: \$200k-349K</b>	39	47	26	-44.68%
<b>YTD Sales: \$350K-\$549K</b>	122	137	139	1.46%
<b>YTD Sales: \$550K-\$749K</b>	177	166	162	-2.41%
<b>YTD Sales: \$750K-\$999K</b>	224	115	118	2.61%
<b>YTD Sales: \$1M+</b>	284	99	109	10.10%
<b>YTD Average Days-On-Market</b>	30.00	50.50	53.25	+5.45%
<b>YTD Average Sale Price</b>	\$1,027,224	\$791,380	\$771,181	-2.55%
<b>YTD Median Sale Price</b>	\$847,450	\$682,000	\$686,250	+0.62%

Southern Georgian Bay MLS Sales and Listing Summary  
2022 vs. 2023 vs. 2024

# AVERAGE SALE PRICE

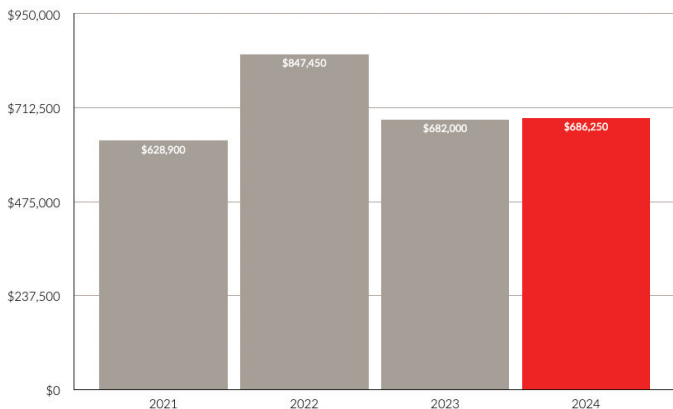


Year-Over-Year

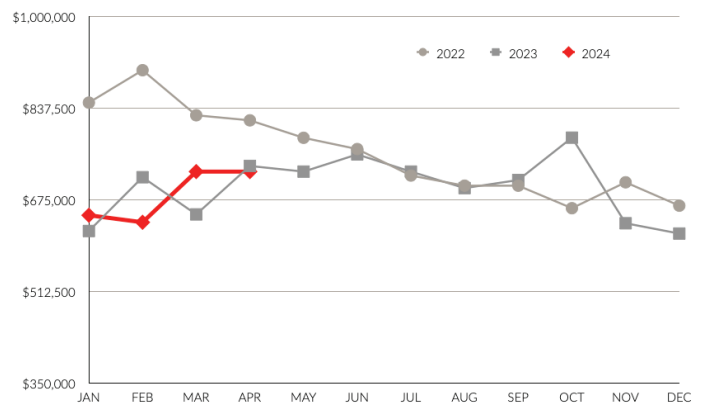


Month-Over-Month 2022 vs. 2023

# MEDIAN SALE PRICE



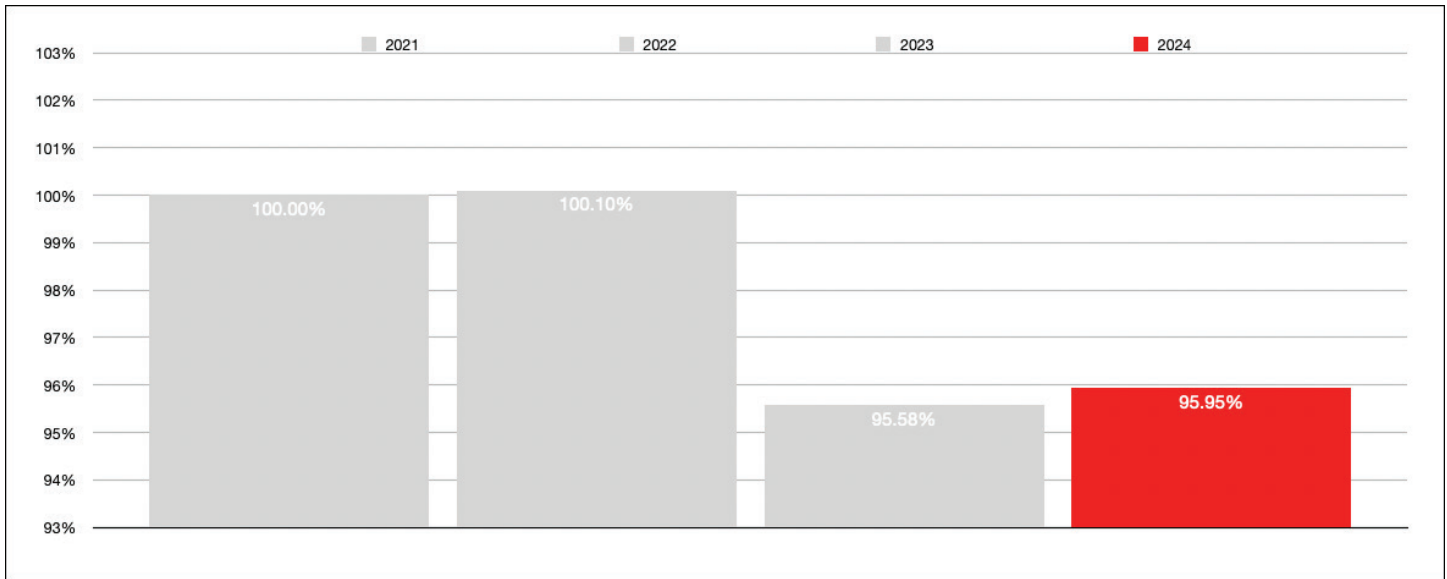
Year-Over-Year



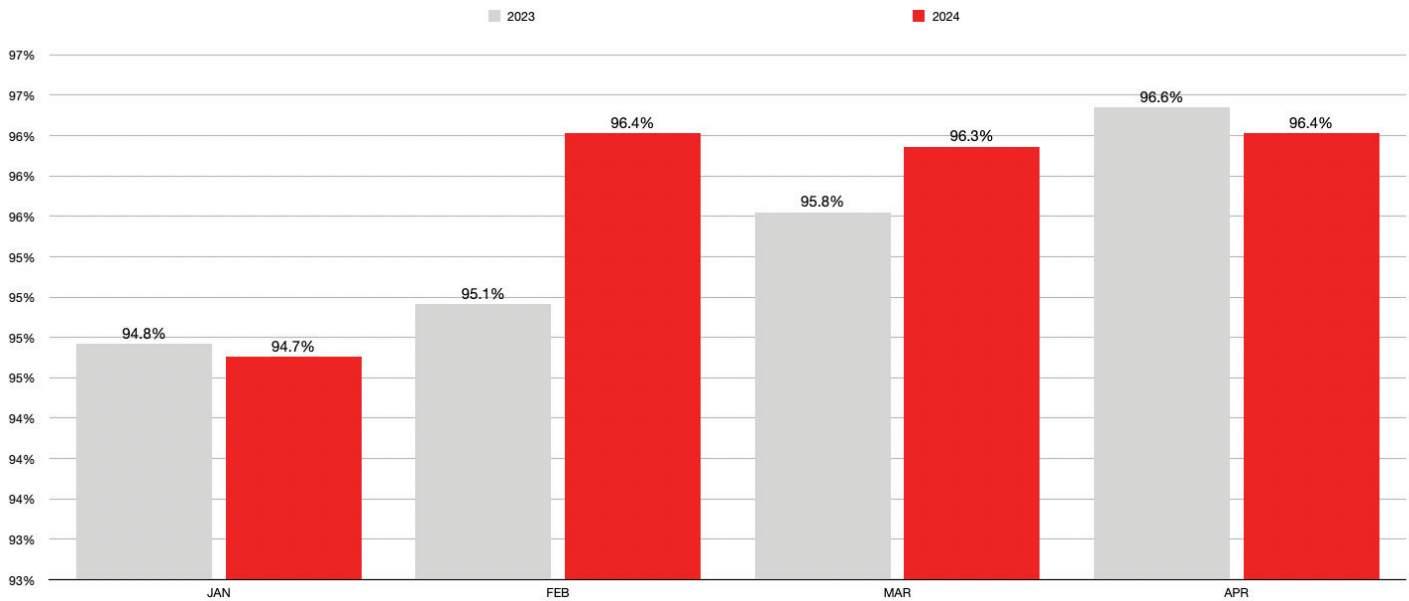
Month-Over-Month 2022 vs. 2023

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

# SALE PRICE VS. LIST PRICE RATIO

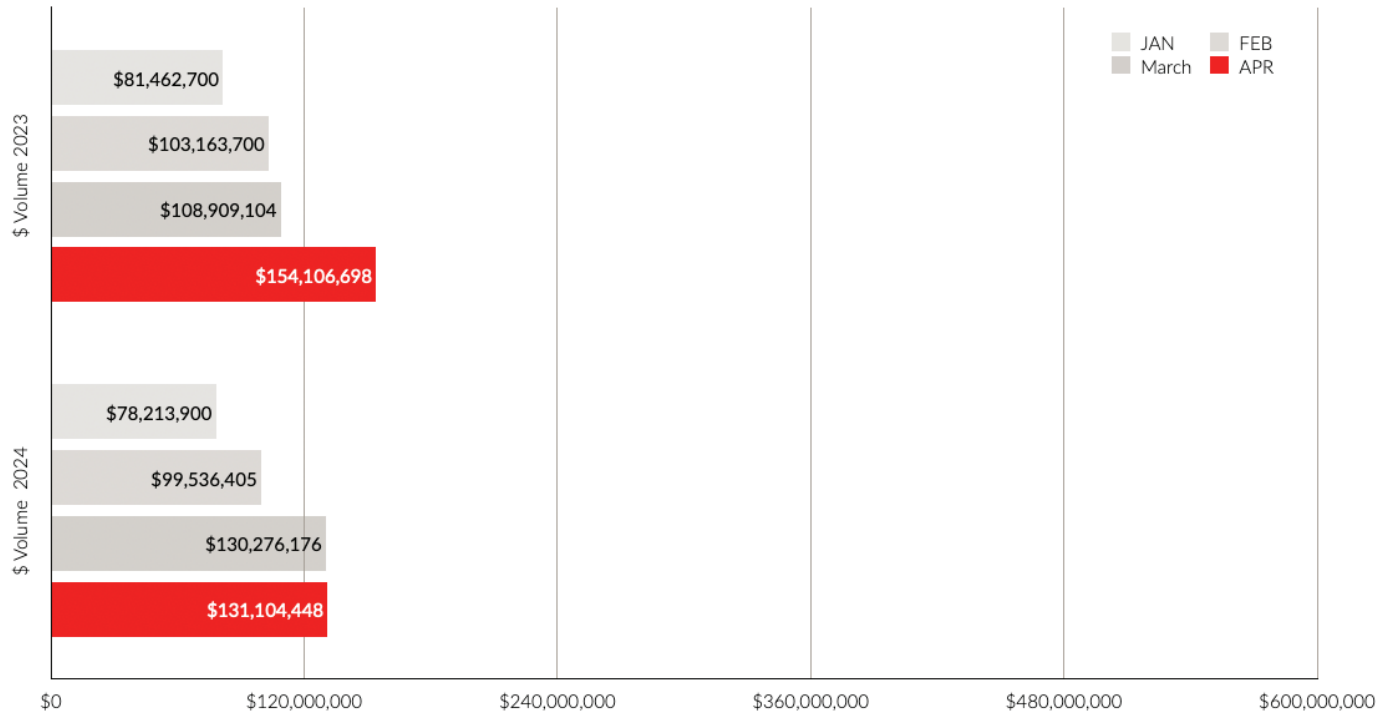


## Year-Over-Year

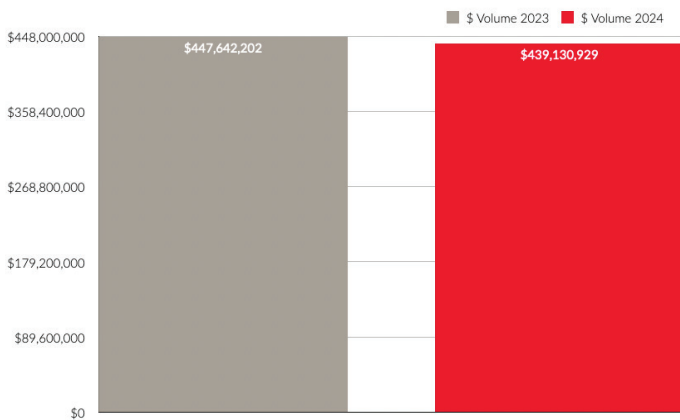


## Month-Over-Month 2023 vs. 2024

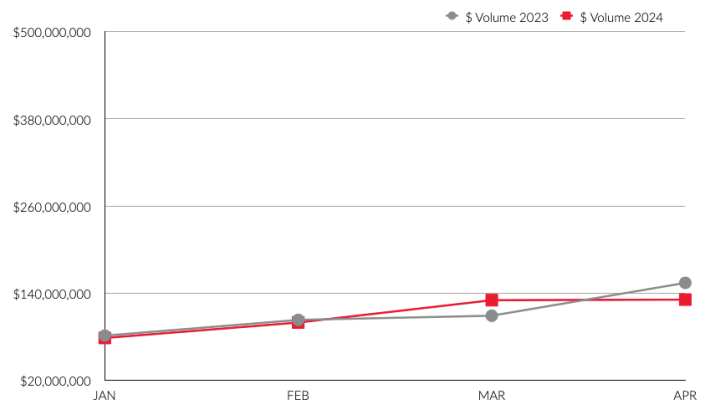
# DOLLAR VOLUME SALES



Monthly Comparison 2023 vs. 2024

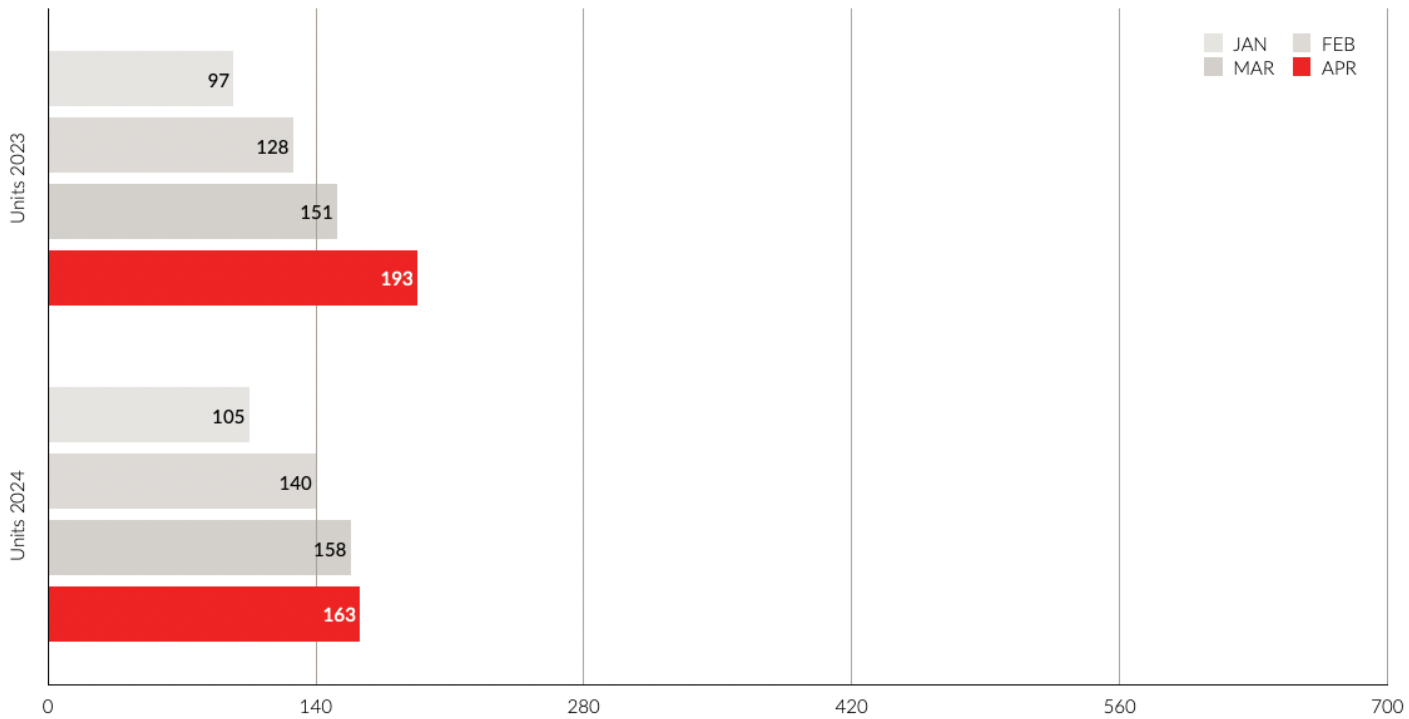


Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

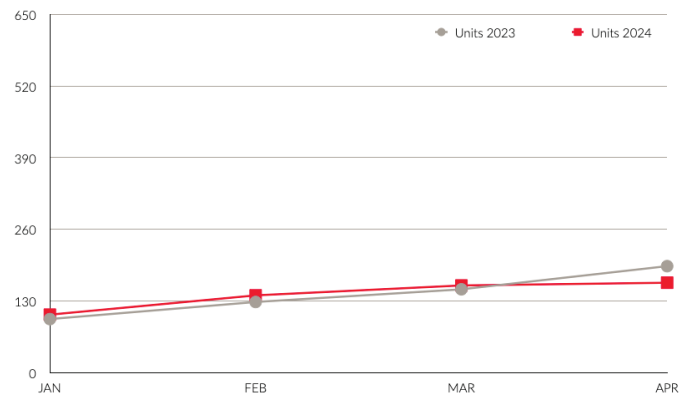
# UNIT SALES



Monthly Comparison 2023 vs. 2024

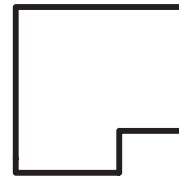

















Yearly Totals 2023 vs. 2024



Month vs. Month 2023 vs. 2024

# SALES BY TYPE



	<b>FREEHOLD</b>	<b>CONDOMINIUM</b>	<b>VACANT LAND</b>
YTD Sales Volume	 \$356,524,332 -0.69%	 \$54,309,600 -13.2%	 \$13,827,097 +74.64%
YTD Unit Sales	 426 +2.9%	 82 -24.07%	 28 +86.67%
YTD Average Sale Price	 \$856,130 -0.41%	 \$781,412 +25.72%	 \$513,875.00 +7.52%
April Sales Volume	 \$109,584,648 -31.52%	 \$13,284,000 +165.39%	 \$4,111,000 -84.29%
April Unit Sales	 128 -3.16%	 17 +172.73%	 8 -66.67%



Year-Over-Year Comparison (2024 vs. 2023)



# OUR LOCATIONS

## **COLLINGWOOD**

705-445-5520  
330 First St, Collingwood

## **CREEMORE**

705-881-9005  
154 Mill St, Unit B, Creemore

## **MEAFORD**

519-538-5755  
96 Sykes St N, Meaford

## **THORNBURY**

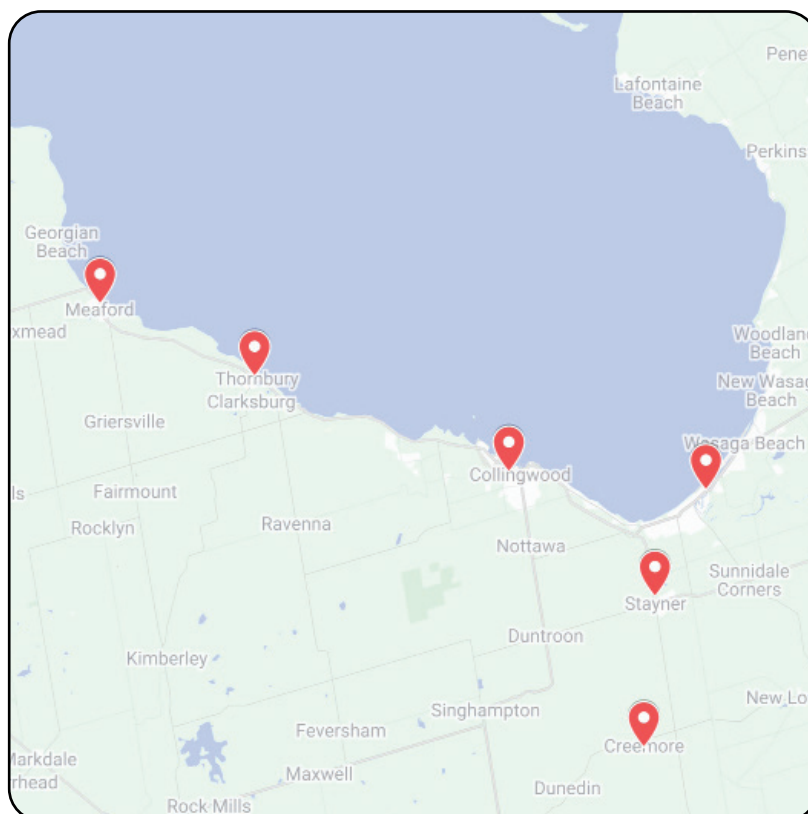
519-599-2136  
27 Arthur St W, Thornbury

## **WASAGA BEACH**

705-429-4800  
1249 Mosley St, Wasaga Beach


## **STAYNER**

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



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