



2025

MARCH

SOUTHERN

GEORGIAN BAY

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 [Southern Georgian Bay](#) remained a buyer's market this March, though there were some shifts in activity. The median sale price increased by 2.41% to \$742,500, while the average sale price saw a notable rise of 19.74%, reaching \$987,257. Sales volume fell by 22.7%, with unit sales down 34.81%. New listings rose by 14.94%, totaling 623, while expired listings decreased sharply by 45.11%. With the unit sales-to-listings ratio at 16.53%, the market still favors buyers.

March year-over-year sales volume of \$100,700,188



Down 22.7% from 2024's \$130,276,176 with unit sales of 103 down 34.81% from last March's 158. New listings of 623 are up 14.94% from a year ago, with the sales/listing ratio of 16.53% down 43.29%.

Year-to-date sales volume of \$298,481,433



Down 3.1% from 2024's \$308,026,481 with unit sales of 339 down 15.88% from 2024's 403. New listings of 1,491 are up 17.03% from a year ago, with the sales/listing ratio of 16.53% down 43.29%.

Year-to-date average sale price of \$888,685



Up from \$760,134 one year ago with median sale price of \$735,000 up from \$647,500 one year ago. Average days-on-market of 65 is up 9 days from last year.

MARCH NUMBERS

Median Sale Price

\$742,500

+2.41%

Average Sale Price

\$987,257

+19.74%

Sales Volume

\$100,700,188

-22.7%

Unit Sales

103

-34.81%

New Listings

623

+14.94%

Expired Listings

146

-45.11%

Unit Sales/Listings Ratio

16.53%

-43.29%

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

THE MARKET IN DETAIL

	2023	2024	2025	2024-2025
YTD Volume Sales	\$293,535,504	\$308,026,481	\$298,481,433	-3.1%
YTD Unit Sales	376	403	339	-15.88%
YTD New Listings	1,029	1,274	1,491	+17.03%
YTD Sales/Listings Ratio	36.54%	31.63%	22.74%	-28.12%
YTD Expired Listings	731	882	436	-50.57%
Monthly Volume Sales	\$108,909,104	\$130,276,176	\$100,700,188	-22.7%
Monthly Unit Sales	151	158	103	-34.81%
Monthly New Listings	423	542	623	+14.94%
Monthly Sales/Listings Ratio	35.70%	29.15%	16.53%	-43.29%
Monthly Expired Listings	235	266	146	-45.11%
Monthly Average Sale Price	\$721,252	\$824,533	\$987,257	+19.74%
YTD Sales: \$0-\$199K	3	8	4	-50%
YTD Sales: \$200k-349K	35	21	14	-33.33%
YTD Sales: \$350K-\$549K	100	104	60	-42.31%
YTD Sales: \$550K-\$749K	106	117	101	-13.68%
YTD Sales: \$750K-\$999K	73	77	75	-2.6%
YTD Sales: \$1M+	45	69	75	+8.7%
YTD Sales: \$2M+	14	8	11	+37.5%
YTD Average Days-On-Market	52.67	56.00	65.00	+16.07%
YTD Average Sale Price	\$789,013	\$760,134	\$888,685	+16.91%
YTD Median Sale Price	\$649,000	\$647,500	\$735,000	+13.51%

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

AVERAGE SALE PRICE

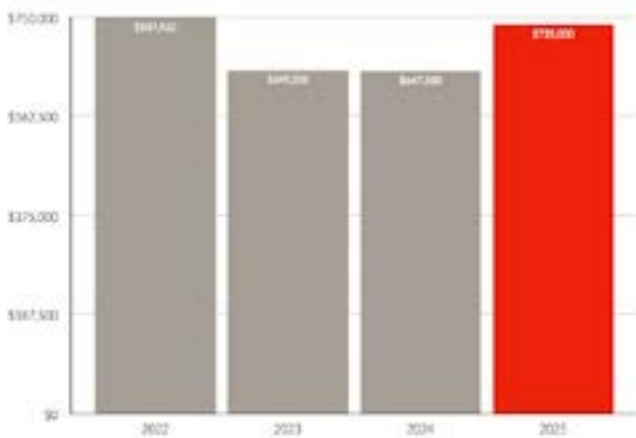


Year-Over-Year

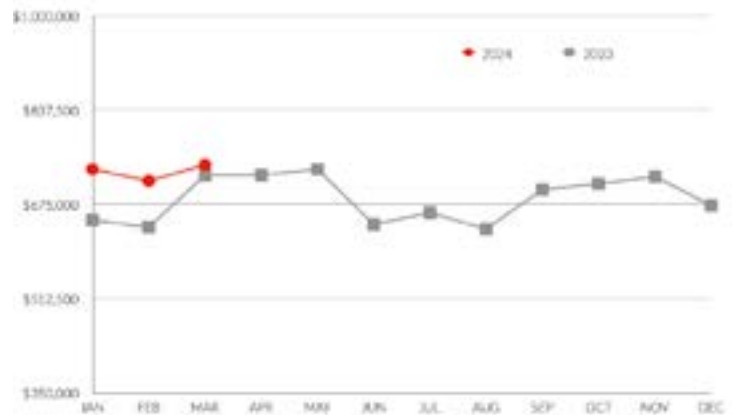


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



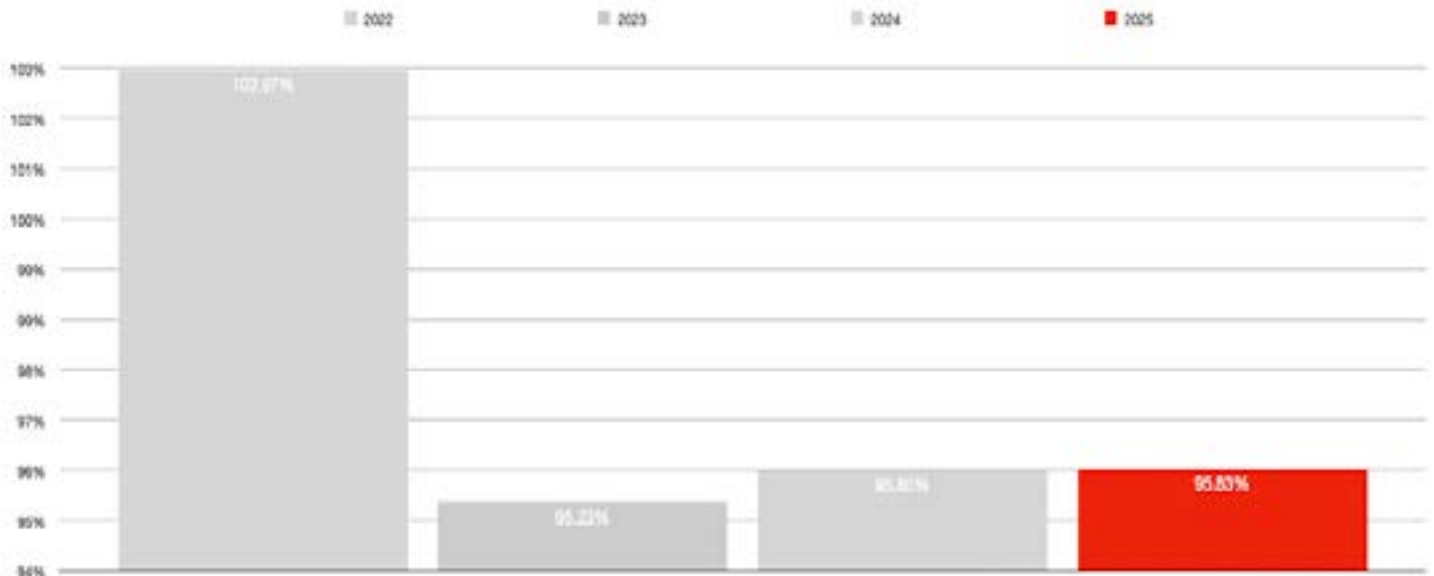
Year-Over-Year



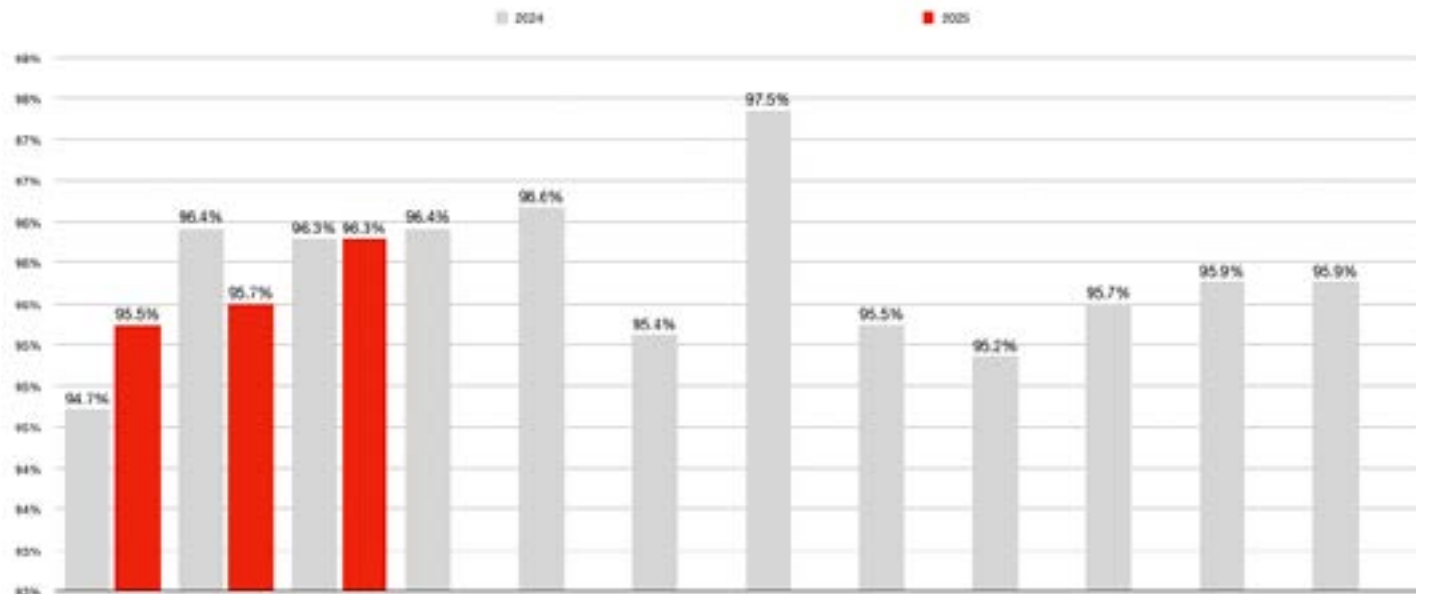
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

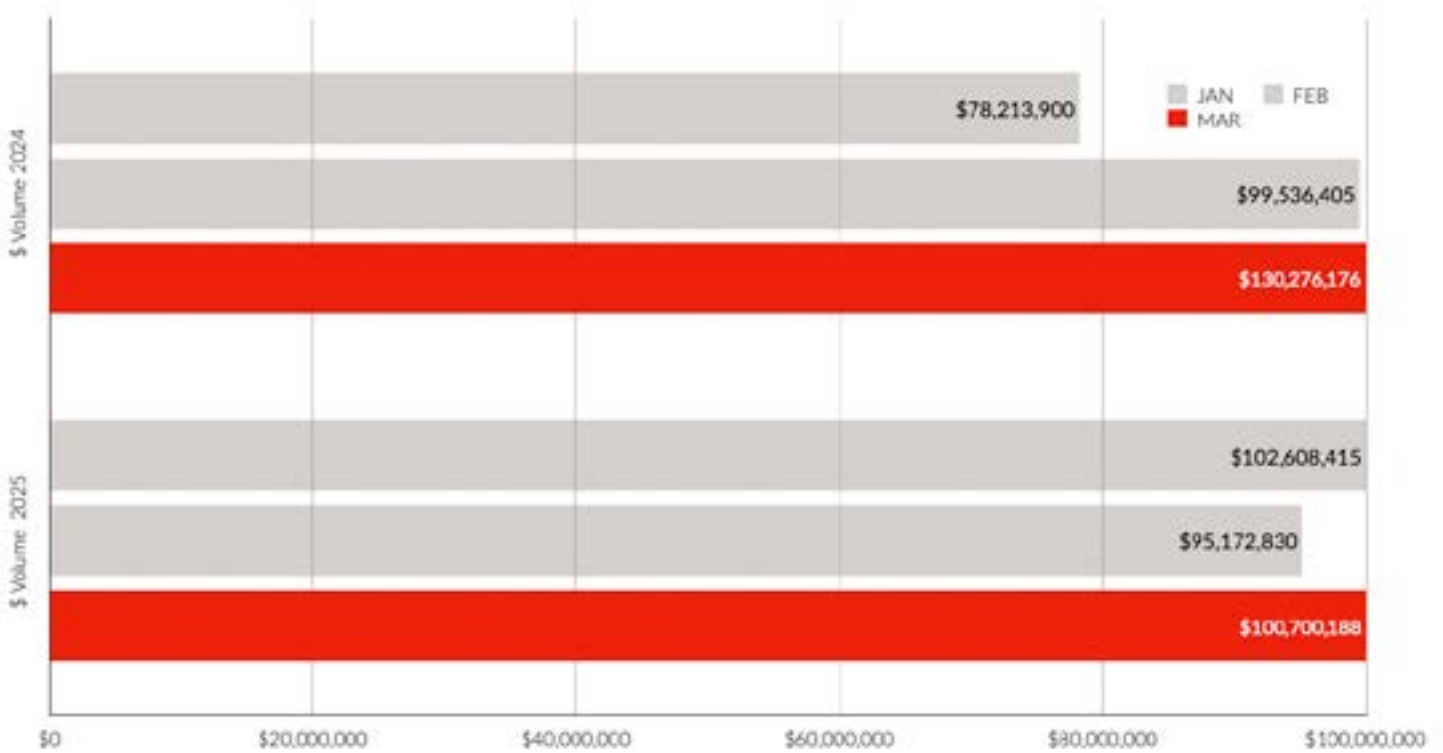


Year-Over-Year

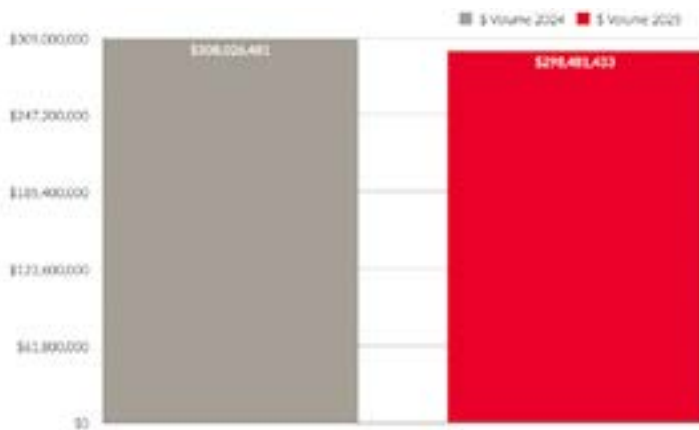


Month-Over-Month 2024 vs. 2025

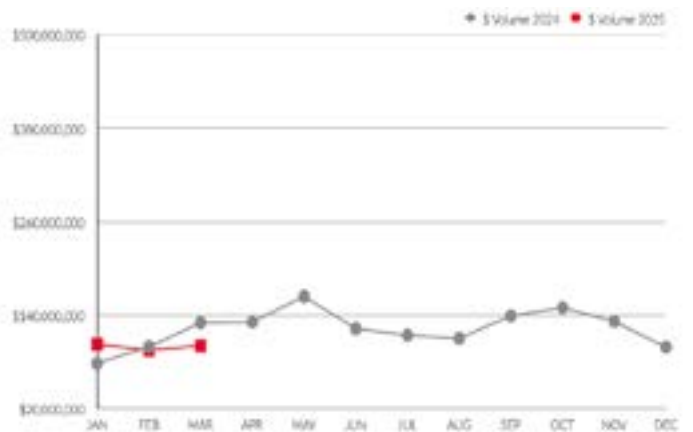
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

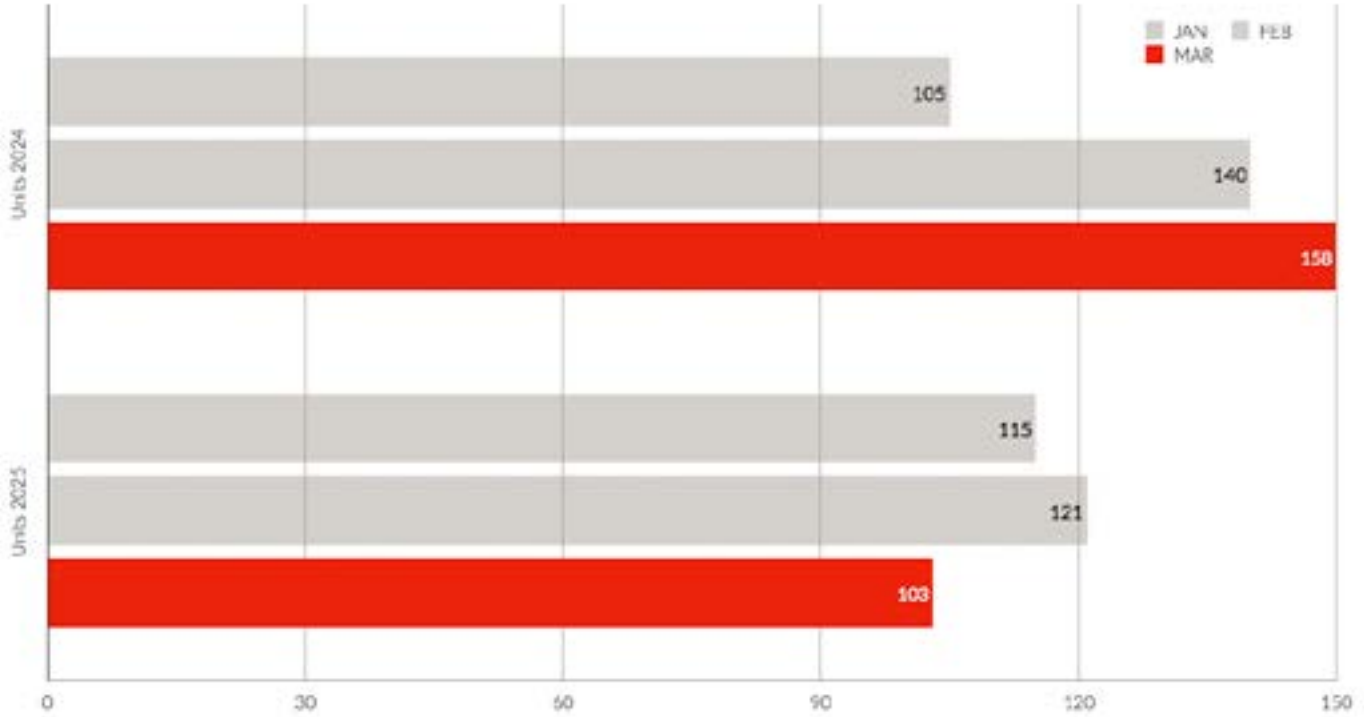


Yearly Totals 2024 vs. 2025

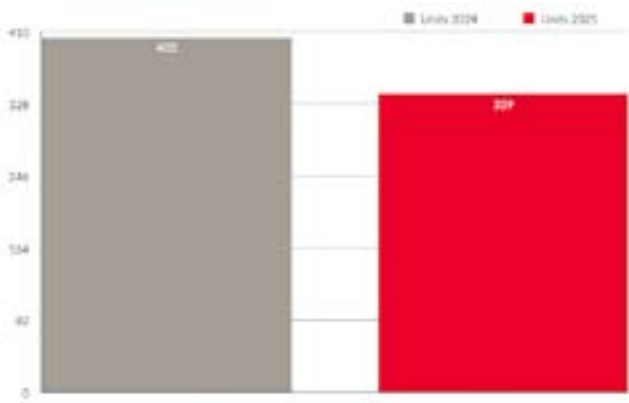


Month vs. Month 2024 vs. 2025

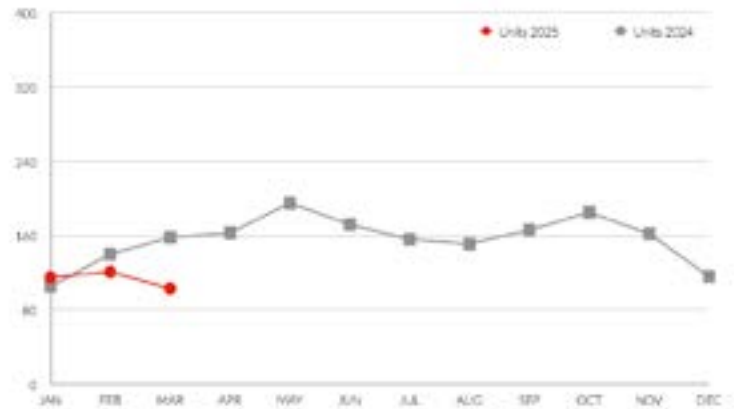
UNIT SALES



Monthly Comparison 2024 vs. 2025

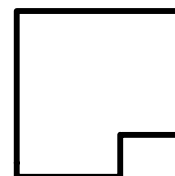

















Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$255,400,033 +3.43%	 \$43,081,400 +5.01%	 \$10,032,000 +3.25%
YTD Unit Sales	 265 -11.07%	 74 +13.85%	 15 -25%
YTD Average Sale Price	 \$963,774 +16.31%	 \$582,181 -7.76%	 \$668,800.00 +37.67%
March Sales Volume	 \$86,603,788 -16.37%	 \$14,096,400 -24.26%	 \$3,224,000 -38.27%
March Unit Sales	 79 -31.3%	 24 -7.69%	 4 -63.64%

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

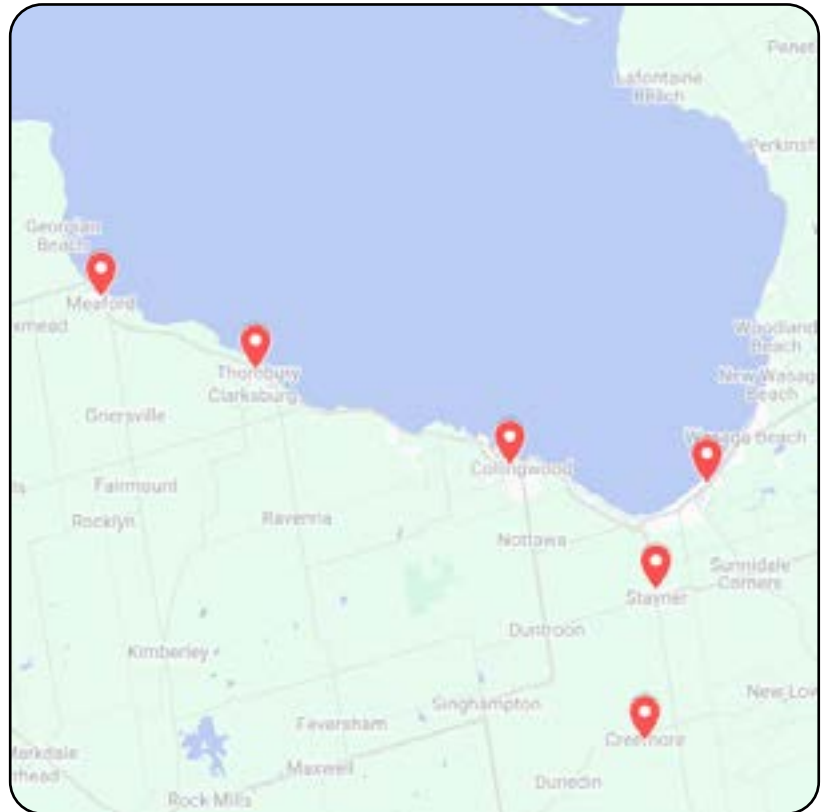
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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