2025
JULY
COLLINGWOOD
Real Estate Market Report

OVERVIEW

BUYER'S MARKET

The Collingwood real estate market remained firmly in buyer's market territory this July, though increased activity and stronger absorption rates point to early signs of shifting momentum. The median sale price dropped 26.89% year-over-year to $679,900, while the average sale price saw a modest increase of 1.34% to $723,290. Sales volume rose 34.28% to $38.3 million, driven by a 32.5% boost in unit sales to 53 properties. New listings were up 8.4% to 129, and expired listings fell sharply by 44.19% to 24. The unit sales-to-new listings ratio climbed to 41.09%—a 22.23% increase from July 2024—indicating more market activity, but not enough to tip conditions away from favouring buyers.

July year-over-year sales volume of $38,334,349

Up +34.28% from 2024's $28,549,000 with unit sales of 53 up +32.5% from last July's 40. New listings of 129 are up 8.4% from a year ago, with the sales/listing ratio of 41.09% up 22.23%.

Year-to-date sales volume of $239,872,990

Up +11.67% from 2024's $214,808,068 with unit sales of 309 up +16.6% from 2024's 265. New listings of 999 are up +21.09% from a year ago, with the sales/listing ratio of 30.93% down -3.71%.

Year-to-date average sale price of $765,287

Down from $801,582 one year ago with median sale price of $685,000 down from $949,500 one year ago. Average days-on-market of 57 is up 6 days from last year.

JULY NUMBERS

Median Sale Price
$679,900
-26.89%

Average Sale Price
$723,290
+1.34%

Sales Volume
$38,334,349
+34.28%

Unit Sales
53
+32.5%

New Listings
129
+8.4%

Expired Listings
24
-44.19%

Unit Sales/Listings Ratio
41.09%
+22.23%

Year-over-year comparison (July 2025 vs. July 2024)

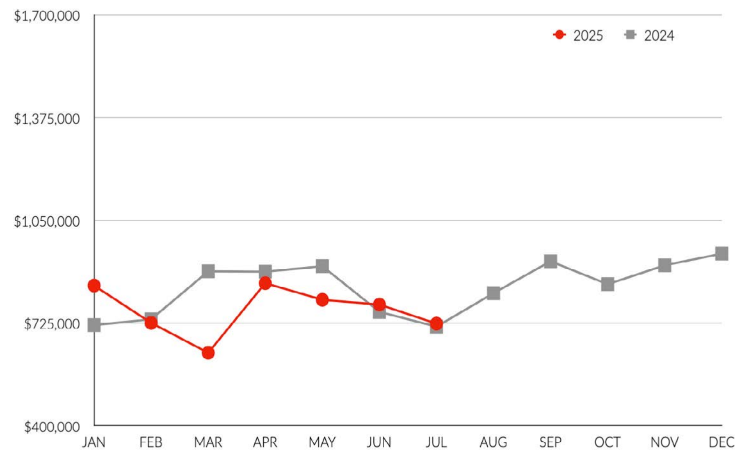
THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$241,767,187	$214,808,068	$239,872,990	+11.67%
YTD Unit Sales	285	265	309	+16.6%
YTD New Listings	764	825	999	+21.09%
YTD Sales/Listings Ratio	37.30%	32.12%	30.93%	-3.71%
YTD Expired Listings	82	179	183	+2.23%
Monthly Volume Sales	$39,989,988	$28,549,000	$38,334,349	+34.28%
Monthly Unit Sales	46	40	53	+32.5%
Monthly New Listings	113	119	129	+8.4%
Monthly Sales/Listings Ratio	40.71%	33.61%	41.09%	+22.23%
Monthly Expired Listings	17	43	24	-44.19%
Monthly Average Sale Price	$869,348	$713,725	$723,290	+1.34%
YTD Sales: $0-$199K	1	3	2	-33.33%
YTD Sales: $200k-349K	7	3	12	+300%
YTD Sales: $350K-$549K	50	60	77	+28.33%
YTD Sales: $550K-$749K	68	76	91	+19.74%
YTD Sales: $750K-$999K	89	60	73	+21.67%
YTD Sales: $1M-$2M	64	58	47	-18.97%
YTD Sales: $2M+	70	55	8	-85.45%
YTD Average Days-On-Market	39.57	39.57	57.29	+44.77%
YTD Average Sale Price	$840,948	$801,582	$765,287	-4.53%
YTD Median Sale Price	$1,050,000	$949,500	$685,000	-27.86%

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

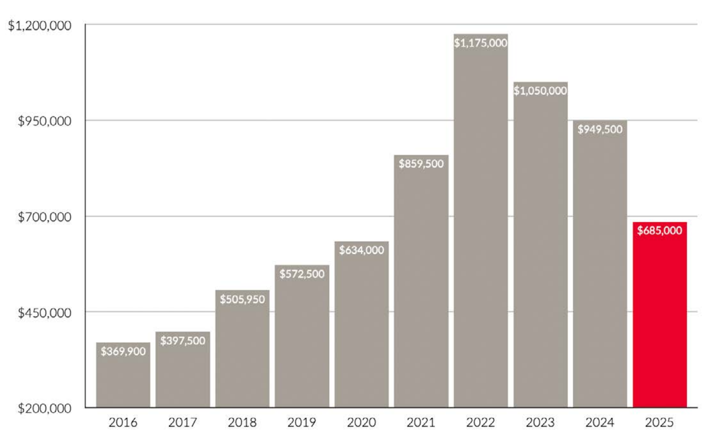
AVERAGE SALE PRICE

Year-Over-Year

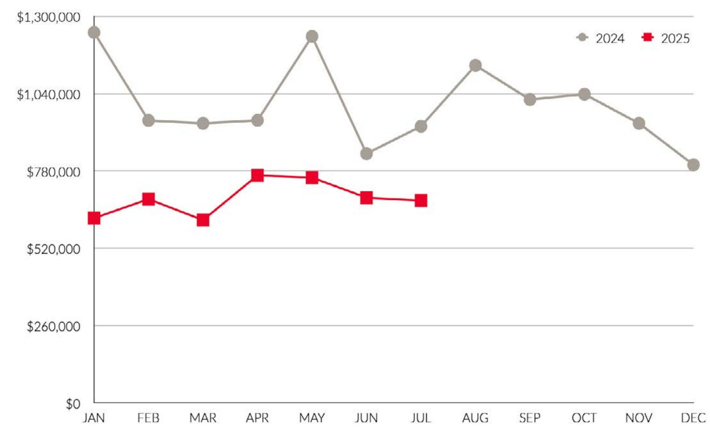


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



Year-Over-Year

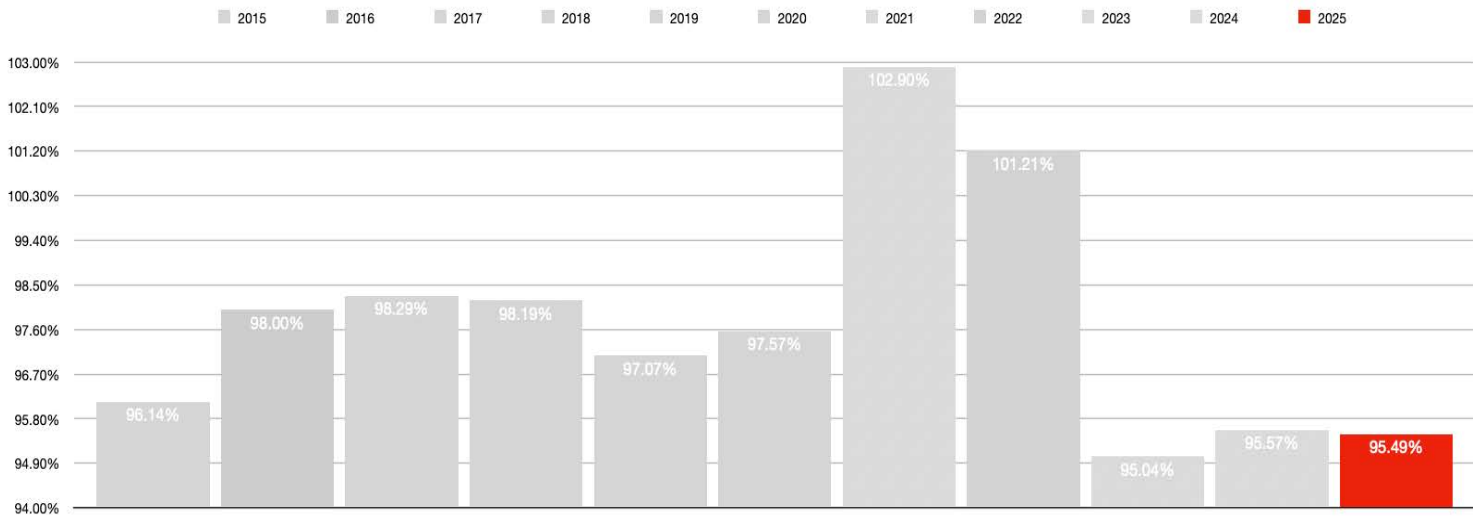


Month-Over-Month 2024 vs. 2025

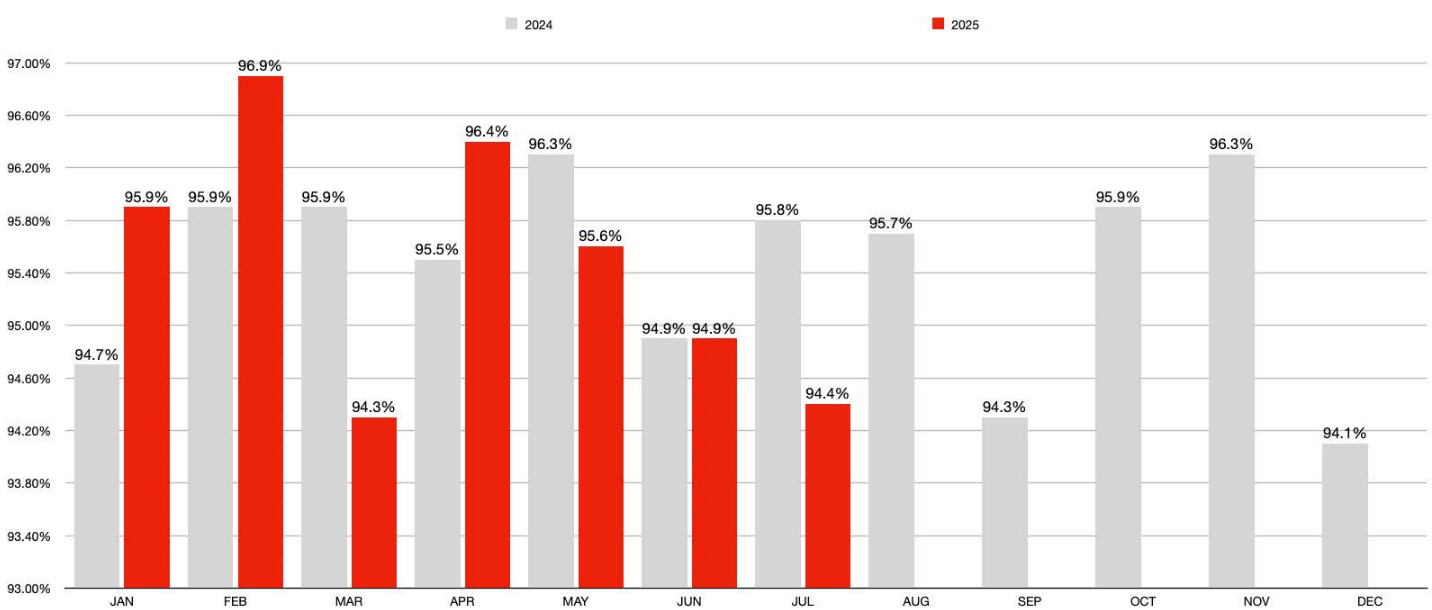
** Median sale price is based on residential sales (including freehold and condominiums).*

ROYAL LEPAGE® | LOCATIONS NORTH BROKERAGE

SALE PRICE VS. **LIST PRICE** RATIO

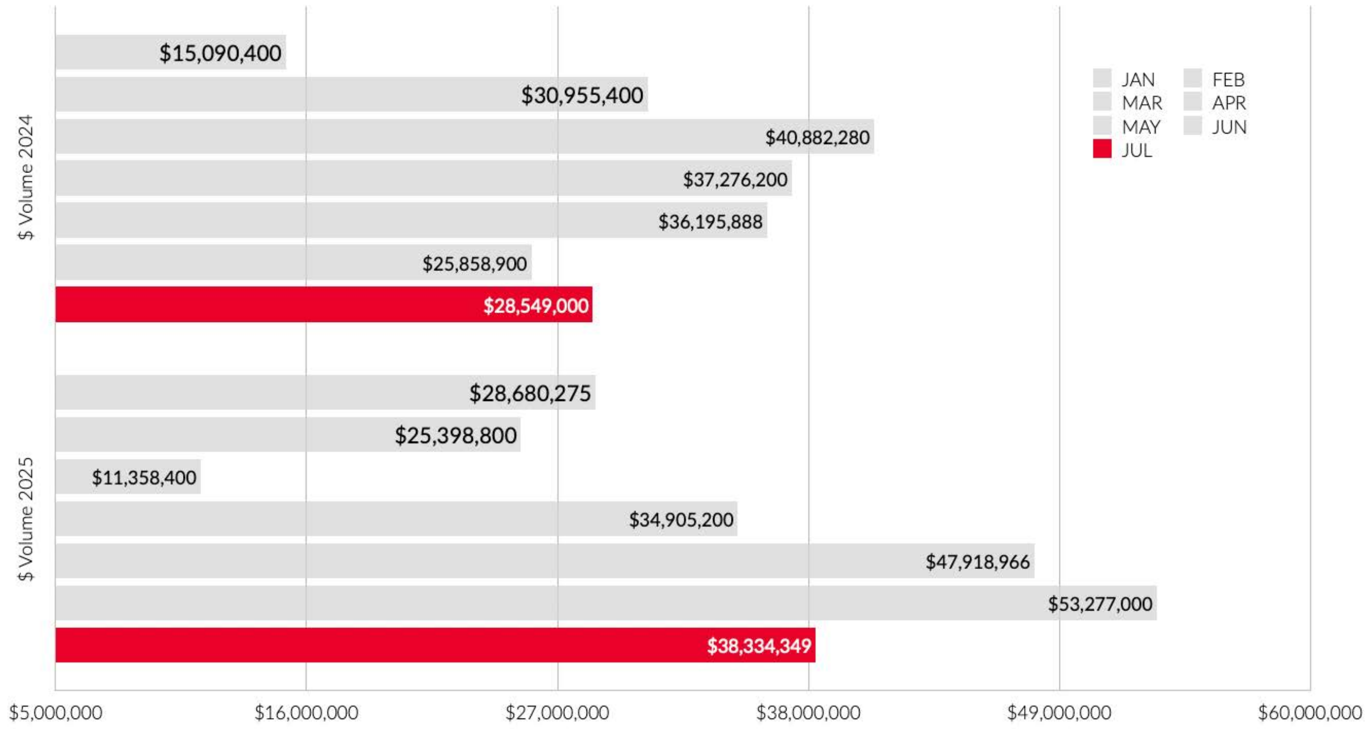


Year-Over-Year

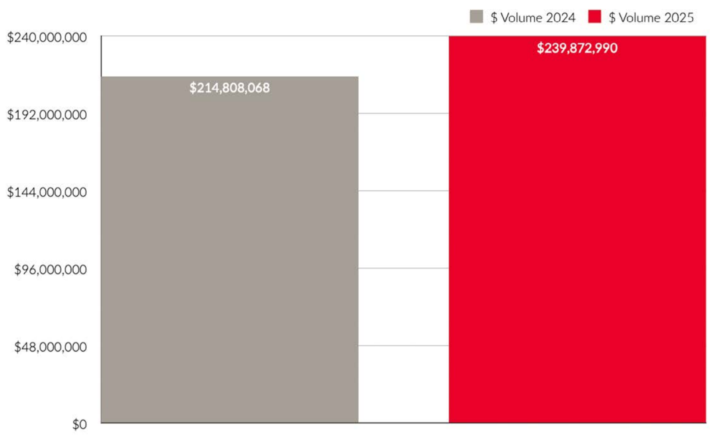


Month-Over-Month 2024 vs. 2025

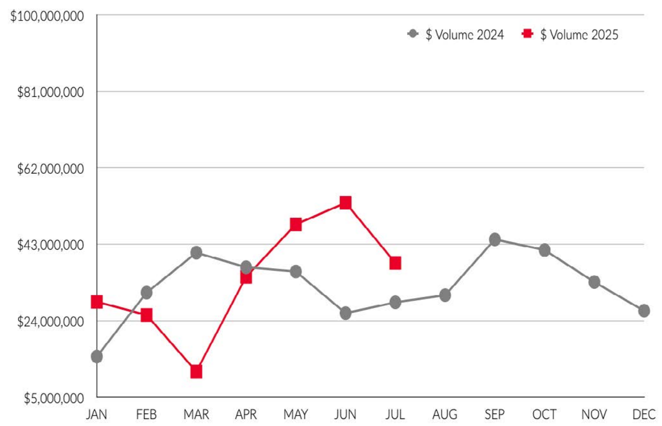
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

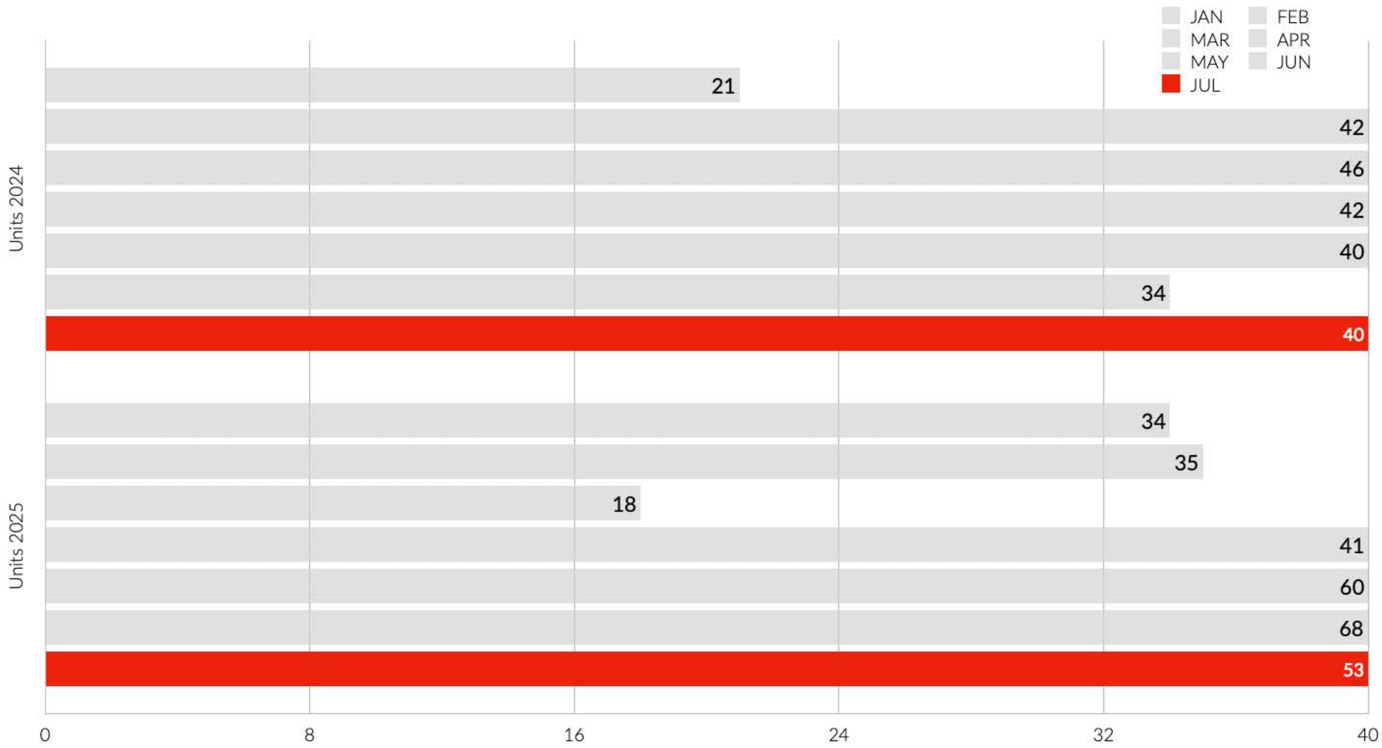


Yearly Totals 2024 vs. 2025

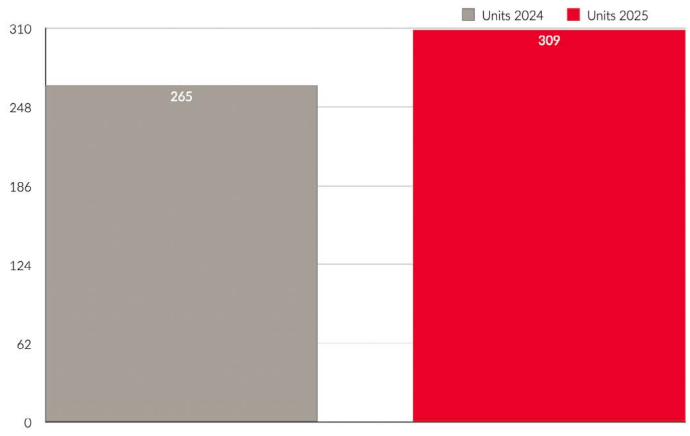


Month vs. Month 2024 vs. 2025

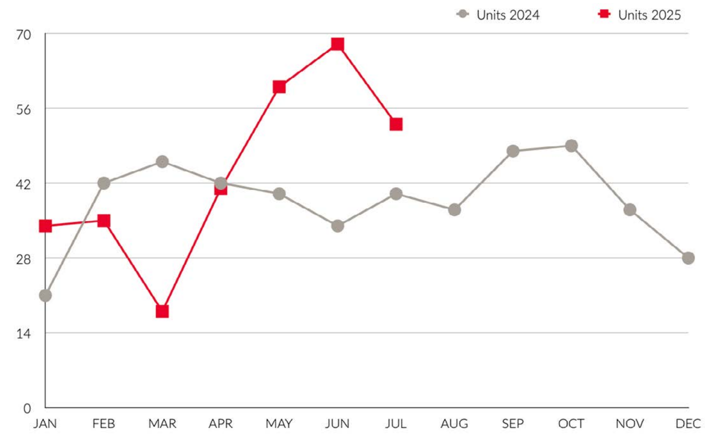
UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

ROYAL LEPAGE® LOCATIONS NORTH BROKERAGE

SALES BY **TYPE**

	FREEHOLD	**CONDOMINIUM**	**VACANT LAND**
YTD Sales Volume	$168,680,891 +10.71%	$71,192,099 +17.17%	$2,980,000 +120.33%
YTD Unit Sales	187 +12.65%	122 +31.18%	4 -20%
YTD Average Sale Price	$902,037 -1.73%	$583,542 -10.68%	$745,000 +175.42%
July Sales Volume	$26,857,850 +60.92%	$11,476,499 +3.12%	$0 -100%
July Unit Sales	33 +57.14%	20 +17.65%	0 -100%

Year-Over-Year Comparison (2025 vs. 2024)

OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

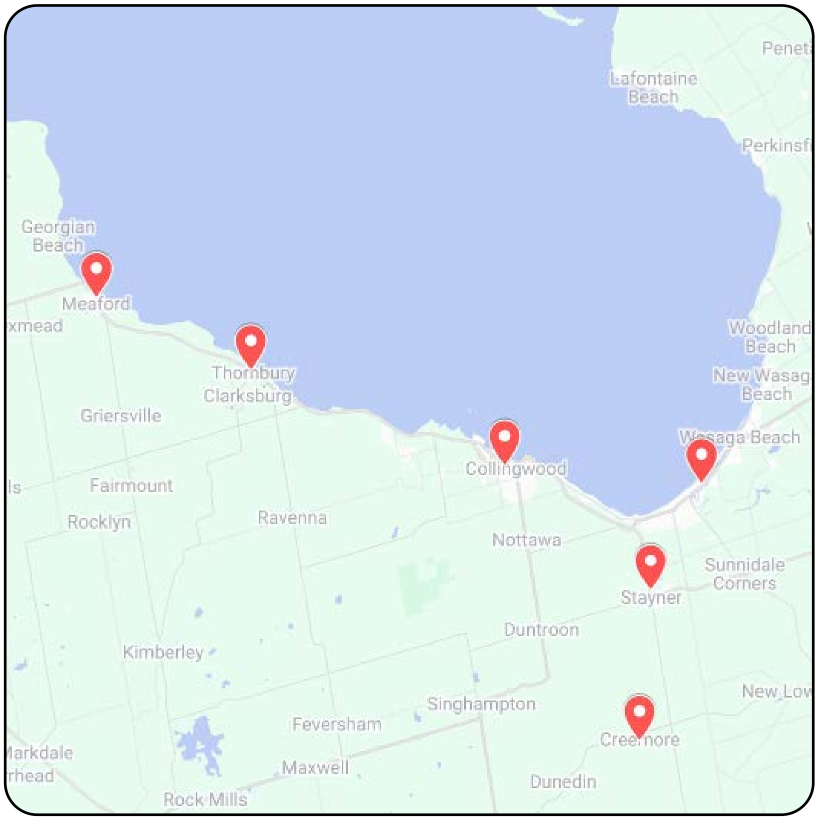
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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