



# 2025

# AUGUST

# COLLINGWOOD

## 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 Collingwood real estate market remained tilted in favour of buyers this August, though improving activity and stronger absorption hint at early momentum shifts. The median sale price declined 41.41% year-over-year to \$665,000, while the average sale price eased 9.8% to \$739,298. Sales volume edged up 4.83% to \$31.8 million, supported by a 16.22% rise in unit sales to 43 properties. New listings dipped 2.65% to 110, while expired listings fell 17.78% to 37, reflecting healthier listing turnover. The sales-to-new listings ratio strengthened to 39.09%—up 19.39% from August 2024—signaling increased buyer activity, though conditions remain buyer-friendly overall.



### August year-over-year sales volume of \$31,789,813

Up +4.83% from 2024's \$30,326,000 with unit sales of 43 up +16.22% from last August's 37. New listings of 110 are down -2.65% from a year ago, with the sales/listing ratio of 39.09% up 19.39%.



### Year-to-date sales volume of \$271,662,803

Up +10.82% from 2024's \$245,134,068 with unit sales of 352 up +16.56% from 2024's 302. New listings of 1,109 are up +18.23% from a year ago, with the sales/listing ratio of 31.74% down 1.42%.



### Year-to-date average sale price of \$762,039

Down from \$803,837 one year ago with median sale price of \$682,450 down from \$949,750 one year ago. Average days-on-market of 58 is up 7 days from last year.

## AUGUST NUMBERS

Median Sale Price

**\$665,000**

-41.41%

Average Sale Price

**\$739,298**

-9.8%

Sales Volume

**\$31,789,813**

+4.83%

Unit Sales

**43**

+16.22%

New Listings

**110**

-2.65%

Expired Listings

**37**

-17.78%

Unit Sales/Listings Ratio

**39.09%**

+19.39%

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

# THE MARKET IN DETAIL

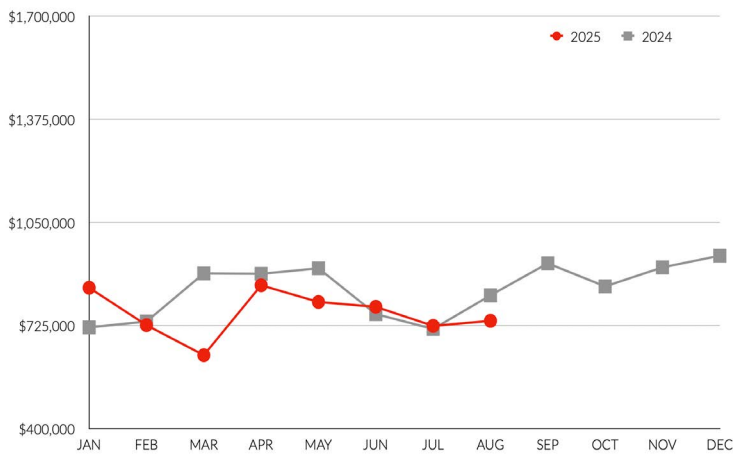
|                                     | 2023          | 2024          | 2025          | 2024-2025 |
|-------------------------------------|---------------|---------------|---------------|-----------|
| <b>YTD Volume Sales</b>             | \$275,414,702 | \$245,134,068 | \$271,662,803 | +10.82%   |
| <b>YTD Unit Sales</b>               | 324           | 302           | 352           | +16.56%   |
| <b>YTD New Listings</b>             | 869           | 938           | 1,109         | +18.23%   |
| <b>YTD Sales/Listings Ratio</b>     | 37.28%        | 32.20%        | 31.74%        | -1.42%    |
| <b>YTD Expired Listings</b>         | 105           | 224           | 220           | -1.79%    |
| <b>Monthly Volume Sales</b>         | \$33,647,515  | \$30,326,000  | \$31,789,813  | +4.83%    |
| <b>Monthly Unit Sales</b>           | 39            | 37            | 43            | +16.22%   |
| <b>Monthly New Listings</b>         | 105           | 113           | 110           | -2.65%    |
| <b>Monthly Sales/Listings Ratio</b> | 37.14%        | 32.74%        | 39.09%        | +19.39%   |
| <b>Monthly Expired Listings</b>     | 23            | 45            | 37            | -17.78%   |
| <b>Monthly Average Sale Price</b>   | \$862,757     | \$819,622     | \$739,298     | -9.8%     |
| <b>YTD Sales: \$0-\$199K</b>        | 2             | 3             | 5             | +66.67%   |
| <b>YTD Sales: \$200k-349K</b>       | 7             | 3             | 14            | +366.67%  |
| <b>YTD Sales: \$350K-\$549K</b>     | 56            | 71            | 88            | +23.94%   |
| <b>YTD Sales: \$550K-\$749K</b>     | 84            | 85            | 98            | +15.29%   |
| <b>YTD Sales: \$750K-\$999K</b>     | 96            | 69            | 85            | +23.19%   |
| <b>YTD Sales: \$1M-\$2M</b>         | 72            | 64            | 54            | -15.63%   |
| <b>YTD Sales: \$2M+</b>             | 79            | 57            | 9             | -84.21%   |
| <b>YTD Average Days-On-Market</b>   | 41.75         | 41.75         | 58.25         | +39.52%   |
| <b>YTD Average Sale Price</b>       | \$843,674     | \$803,837     | \$762,039     | -5.2%     |
| <b>YTD Median Sale Price</b>        | \$1,040,000   | \$949,750     | \$682,450     | -28.14%   |

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

# AVERAGE SALE PRICE

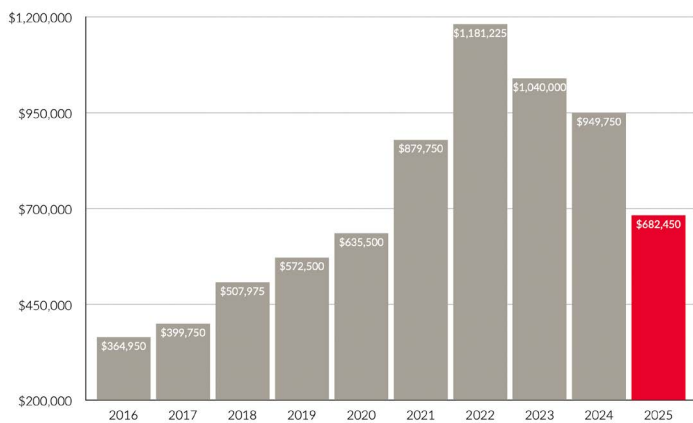


Year-Over-Year

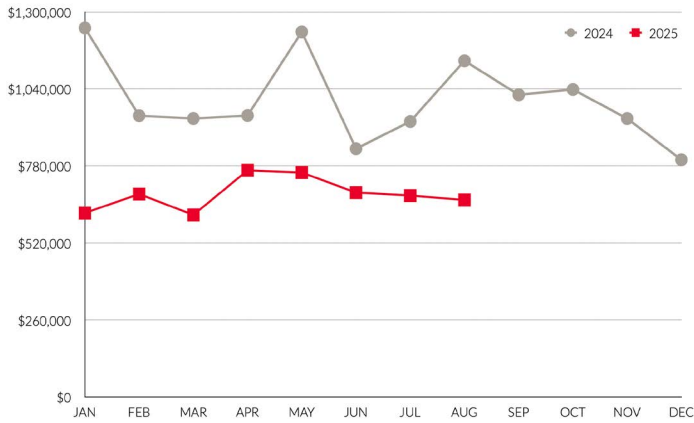


Month-Over-Month 2024 vs. 2025

# MEDIAN SALE PRICE



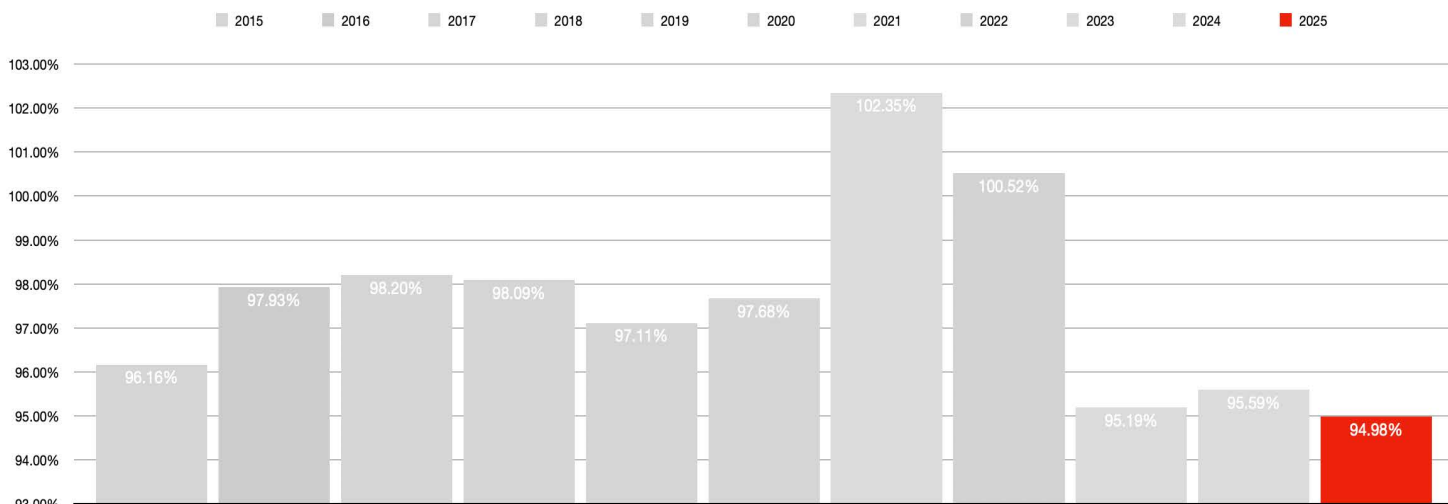
Year-Over-Year



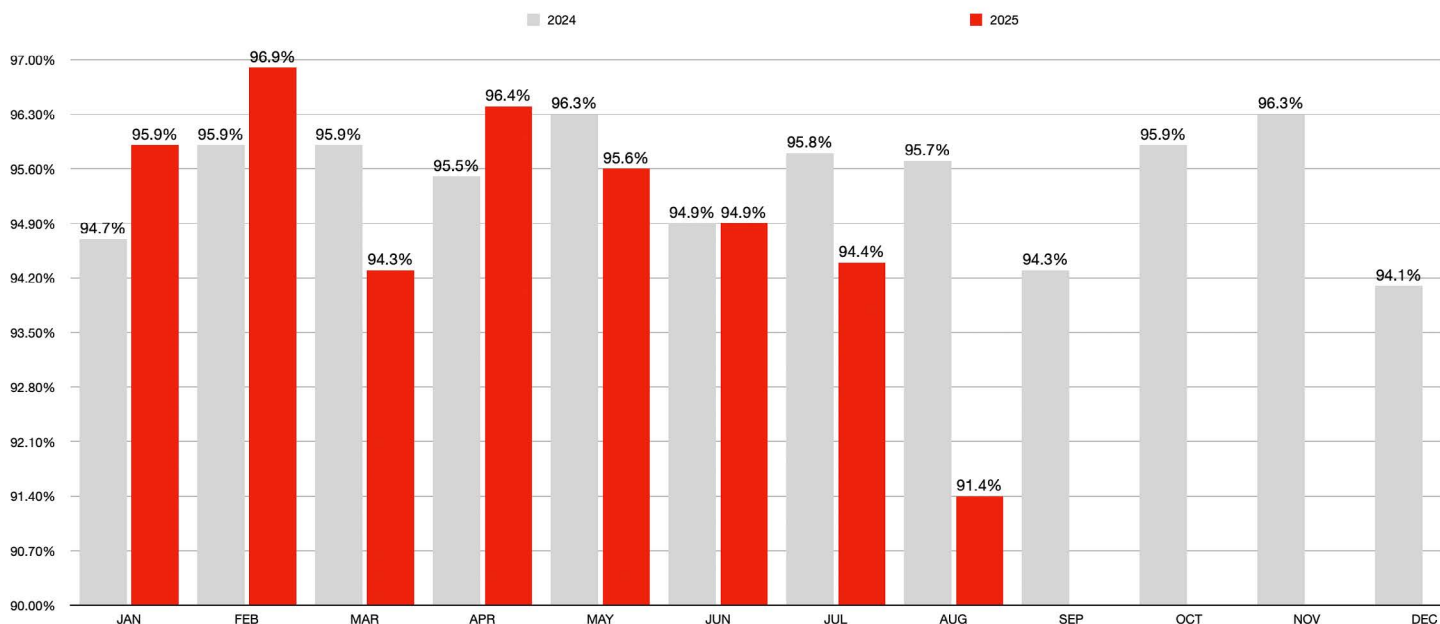
Month-Over-Month 2024 vs. 2025

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

# SALE PRICE VS. LIST PRICE RATIO

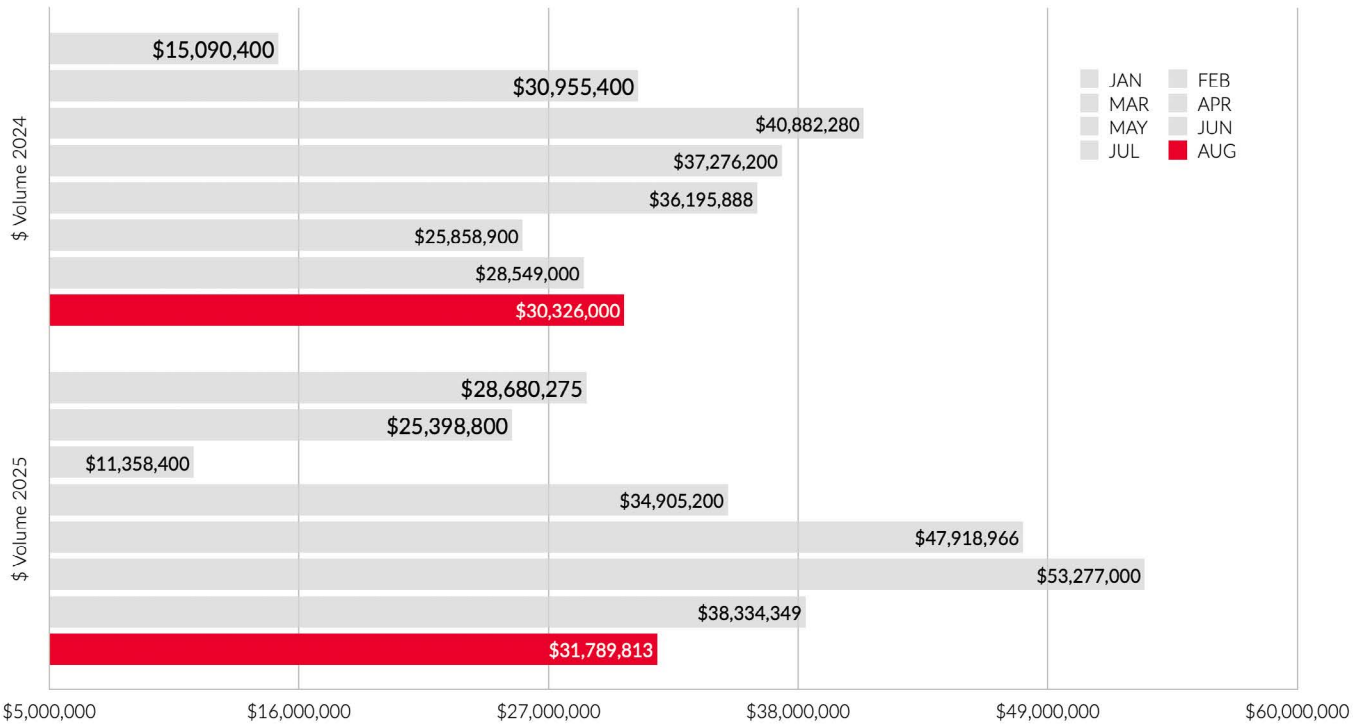


## Year-Over-Year

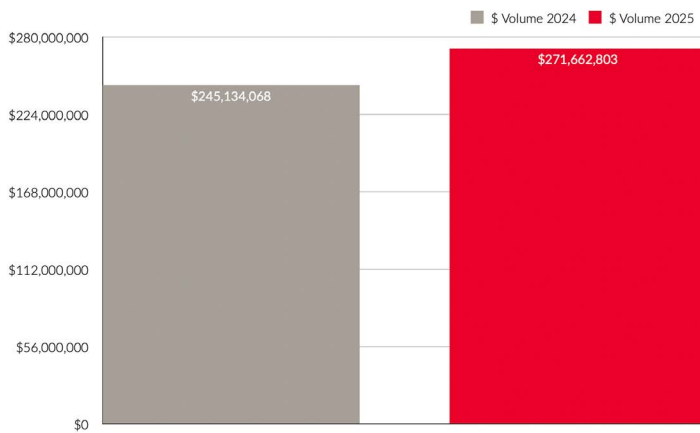


## Month-Over-Month 2024 vs. 2025

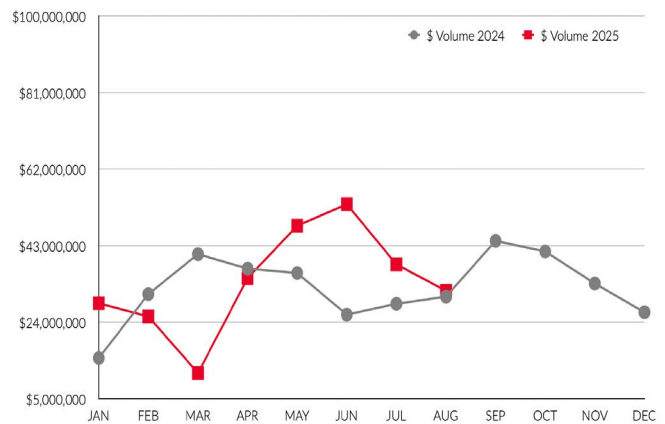
# DOLLAR VOLUME SALES



## Monthly Comparison 2024 vs. 2025

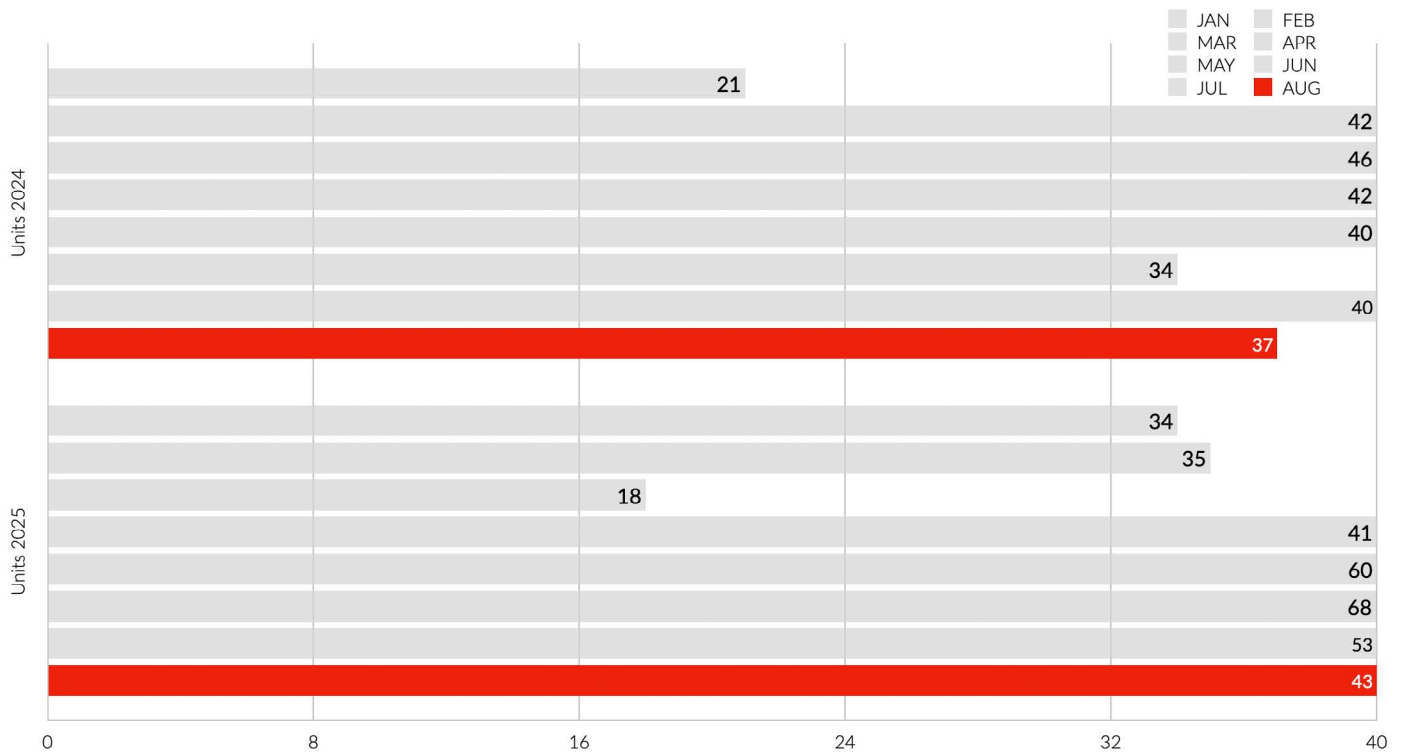


## Yearly Totals 2024 vs. 2025

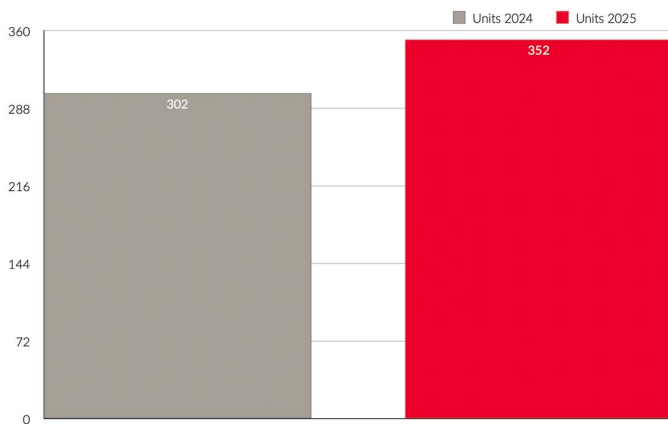


## Month vs. Month 2024 vs. 2025

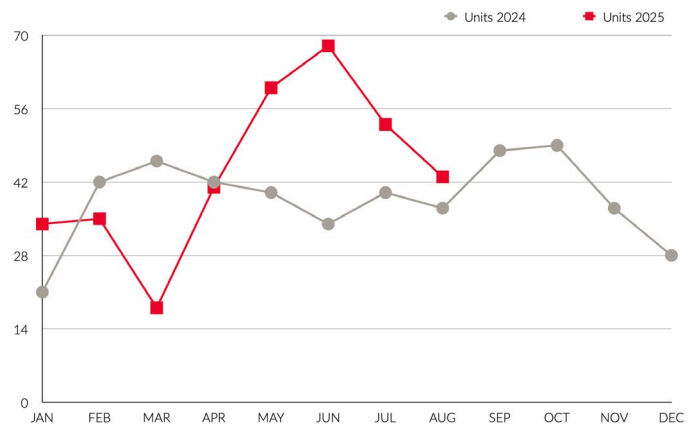
# UNIT SALES



Monthly Comparison 2024 vs. 2025

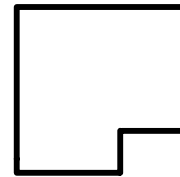


Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

# SALES BY TYPE



|                        | <b>FREEHOLD</b>         | <b>CONDOMINIUM</b>      | <b>VACANT LAND</b>      |
|------------------------|-------------------------|-------------------------|-------------------------|
| YTD Sales Volume       | \$189,364,604<br>+9.32% | \$82,298,199<br>+18.86% | \$2,980,000<br>+120.33% |
| YTD Unit Sales         | 210<br>+10.53%          | 142<br>+33.96%          | 4<br>-20%               |
| YTD Average Sale Price | \$901,736<br>-1.09%     | \$579,565<br>-11.27%    | \$745,000<br>+175.42%   |
| August Sales Volume    | \$20,683,713<br>-0.78%  | \$11,106,100<br>+30.97% | \$0<br>No change        |
| August Unit Sales      | 23<br>-4.17%            | 20<br>+53.85%           | 0<br>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

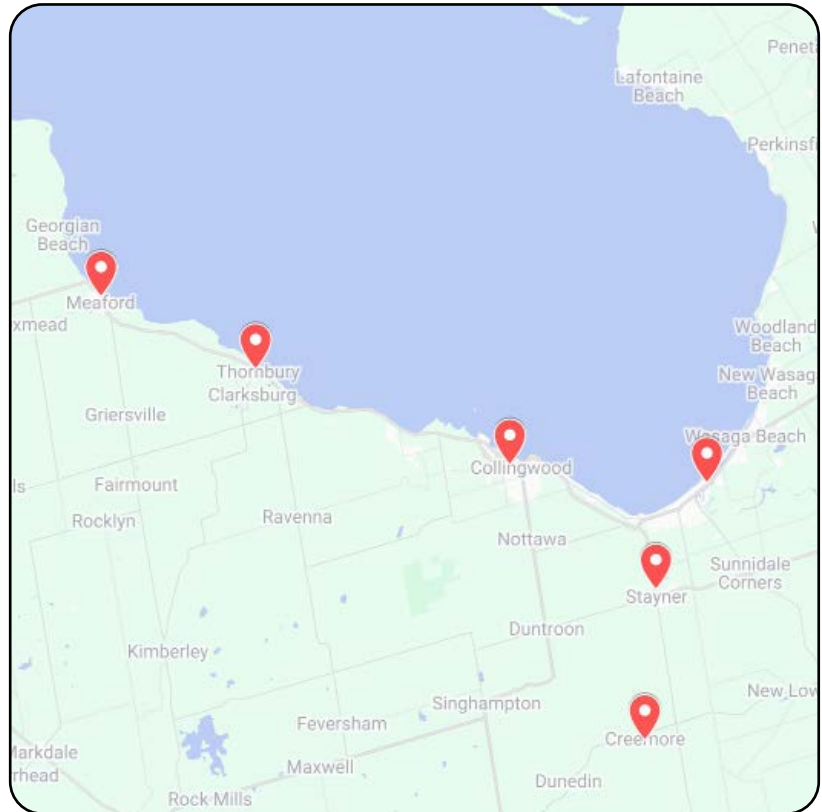
519-599-2136  
27 Arthur St W, Thornbury

## WASAGA BEACH

705-429-4800  
1249 Mosley St, Wasaga Beach

## STAYNER

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



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