



2025

SEPTEMBER

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 continued to lean in favour of buyers this September, with softer prices offset by modestly stronger sales activity. The median sale price declined 32.75% year-over-year to \$686,000, while the average sale price fell 12.84% to \$802,331, reflecting less activity at the higher end of the market. Total sales volume slipped 5.58% to \$41.7 million, though unit sales rose 8.33% to 52 properties. New listings climbed 21.71% to 185, while expired listings dropped 40.98% to 36, pointing to improved listing success. The sales-to-new listings ratio eased to 28.11%, down 10.99% from September 2024, underscoring that market conditions remain firmly buyer-leaning despite incremental gains in sales.



September year-over-year sales volume of \$41,721,200

Down -5.58% from 2024's \$44,185,180 with unit sales of 52 up +8.33% from last September's 48. New listings of 185 are up +21.71% from a year ago, with the sales/listing ratio of 28.11% down -10.99%.



Year-to-date sales volume of \$316,049,003

Up +9.24% from 2024's \$289,319,248 with unit sales of 407 up +16.29% from 2024's 350. New listings of 1,295 are up +18.81% from a year ago, with the sales/listing ratio of 31.43% down -2.12%.



Year-to-date average sale price of \$767,135

Down from \$816,802 one year ago with median sale price of \$685,000 down from \$950,000 one year ago. Average days-on-market of 58 is up 6 days from last year.

SEPTEMBER NUMBERS

Median Sale Price

\$686,000

-32.75%

Average Sale Price

\$802,331

-12.84%

Sales Volume

\$41,721,200

-5.58%

Unit Sales

52

+8.33%

New Listings

185

+21.71%

Expired Listings

36

-40.98%

Unit Sales/Listings Ratio

28.11%

-10.99%

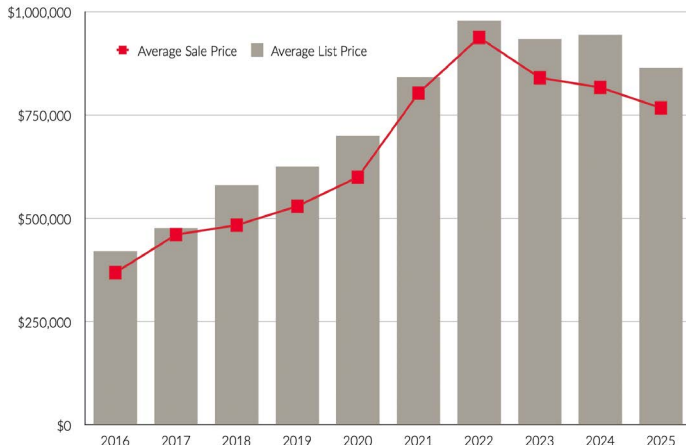
*Year-over-year comparison
(September 2025 vs. September 2024)*

THE MARKET IN DETAIL

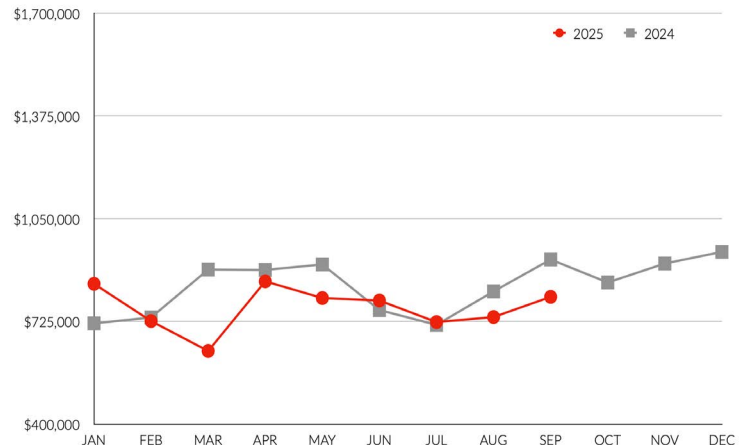
	2023	2024	2025	2024-2025
YTD Volume Sales	\$310,370,102	\$289,319,248	\$316,049,003	+9.24%
YTD Unit Sales	367	350	407	+16.29%
YTD New Listings	1,029	1,090	1,295	+18.81%
YTD Sales/Listings Ratio	35.67%	32.11%	31.43%	-2.12%
YTD Expired Listings	131	285	256	-10.18%
Monthly Volume Sales	\$34,955,400	\$44,185,180	\$41,721,200	-5.58%
Monthly Unit Sales	43	48	52	+8.33%
Monthly New Listings	160	152	185	+21.71%
Monthly Sales/Listings Ratio	26.88%	31.58%	28.11%	-10.99%
Monthly Expired Listings	26	61	36	-40.98%
Monthly Average Sale Price	\$812,916	\$920,525	\$802,331	-12.84%
YTD Sales: \$0-\$199K	2	3	5	+66.67%
YTD Sales: \$200k-349K	8	5	15	+200%
YTD Sales: \$350K-\$549K	67	77	102	+32.47%
YTD Sales: \$550K-\$749K	97	102	113	+10.78%
YTD Sales: \$750K-\$999K	102	79	100	+26.58%
YTD Sales: \$1M-\$2M	83	74	62	-16.22%
YTD Sales: \$2M+	91	60	11	-81.67%
YTD Average Days-On-Market	43.00	43.00	57.78	+34.37%
YTD Average Sale Price	\$840,257	\$816,802	\$767,135	-6.08%
YTD Median Sale Price	\$1,030,000	\$950,000	\$685,000	-27.89%

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

AVERAGE SALE PRICE

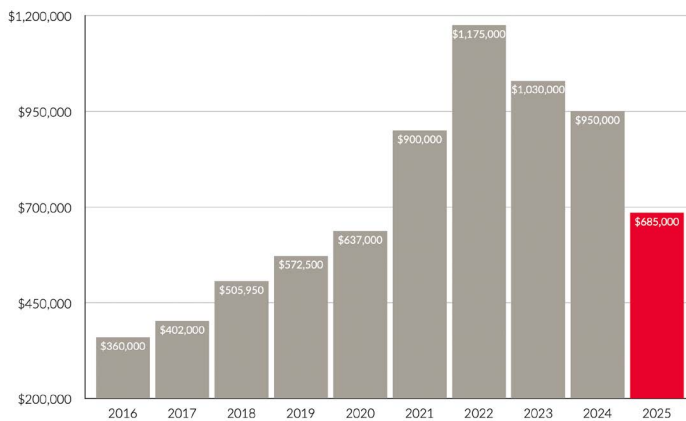


Year-Over-Year

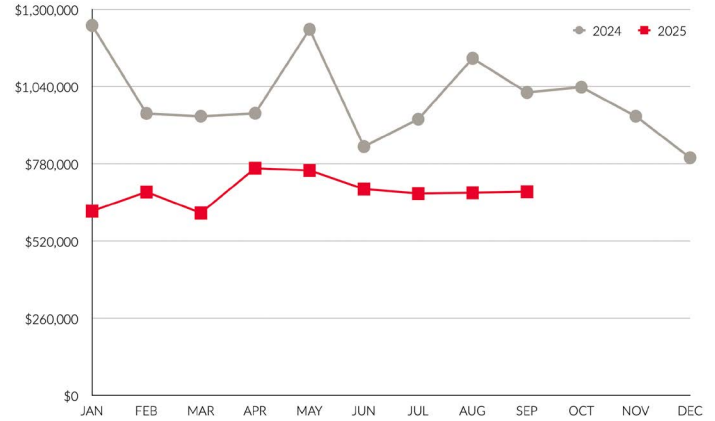


Month-Over-Month 2024 vs. 2025

MEDIAN SALE PRICE



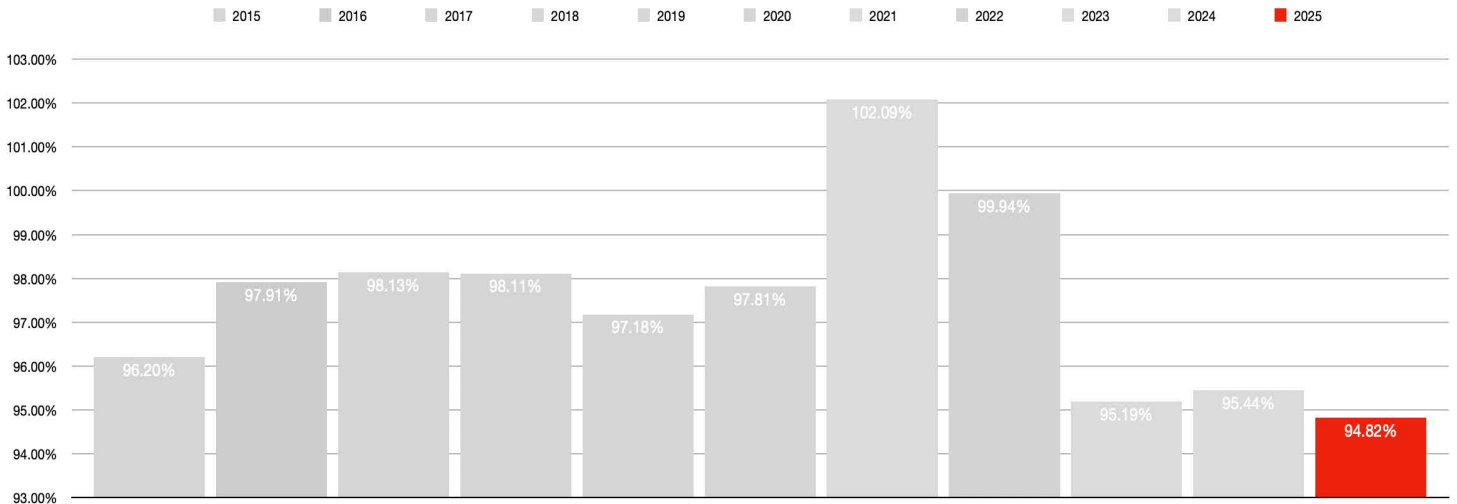
Year-Over-Year



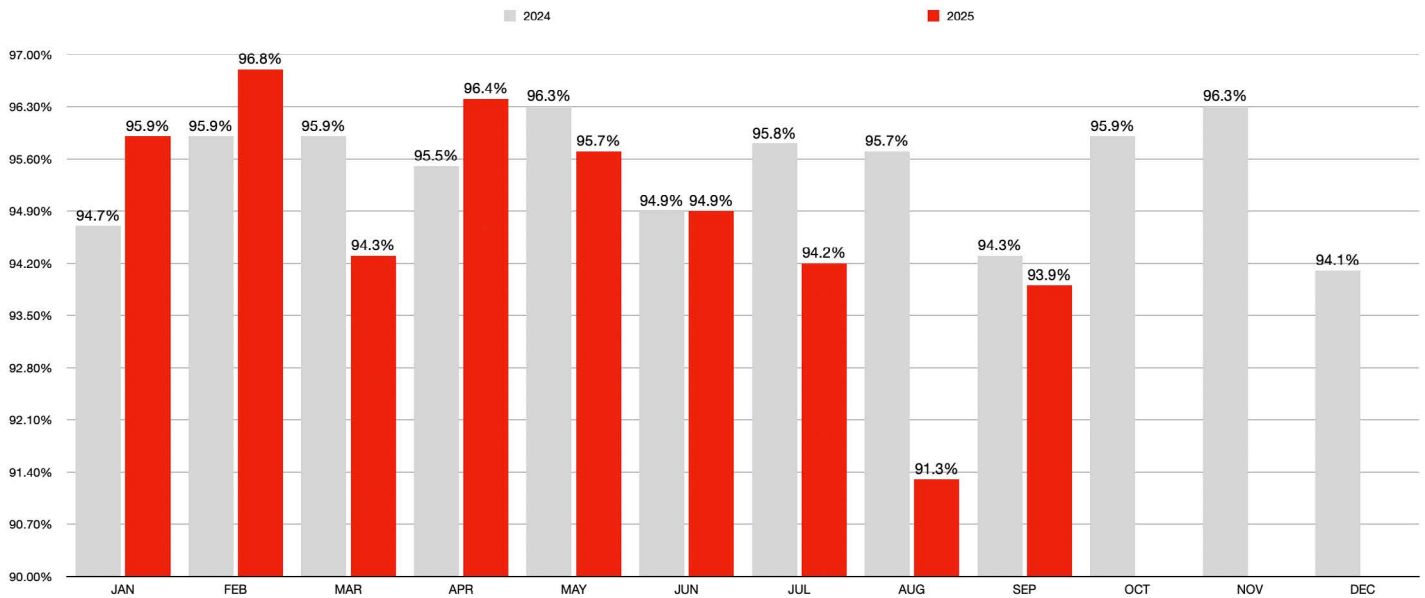
Month-Over-Month 2024 vs. 2025

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

SALE PRICE VS. LIST PRICE RATIO

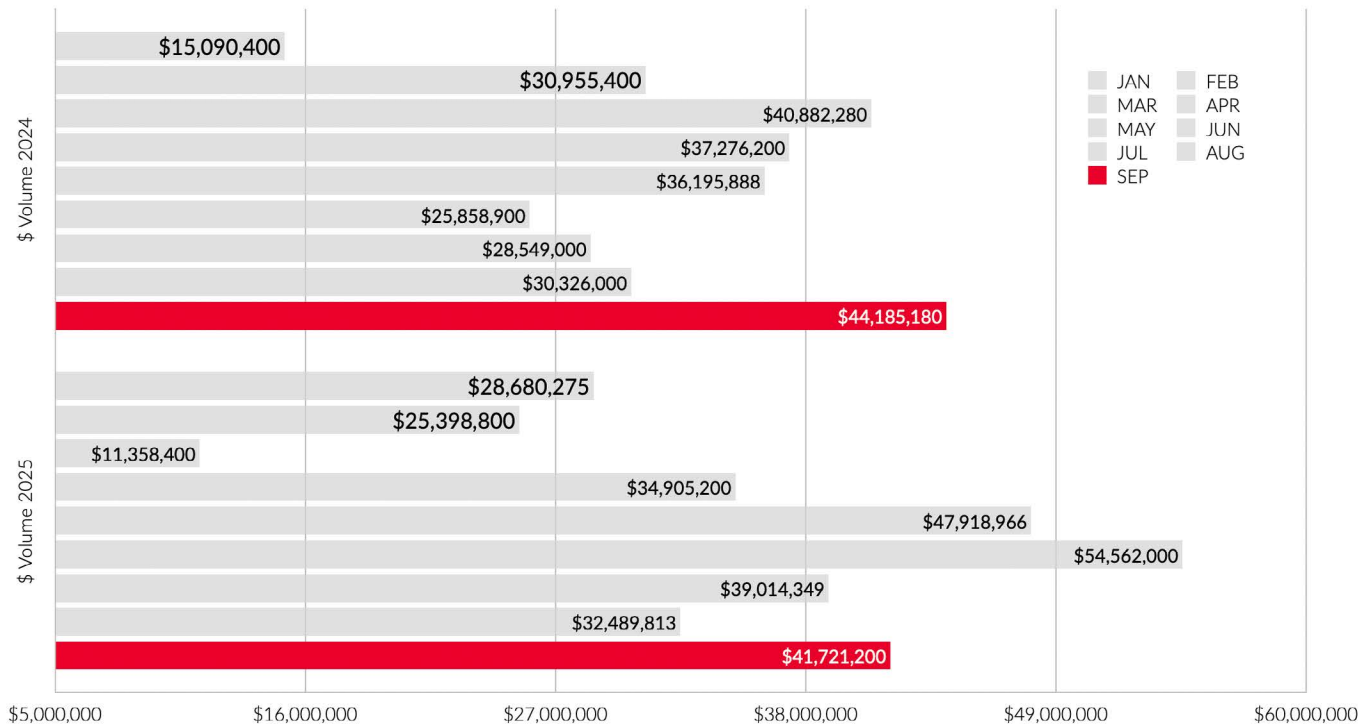


Year-Over-Year

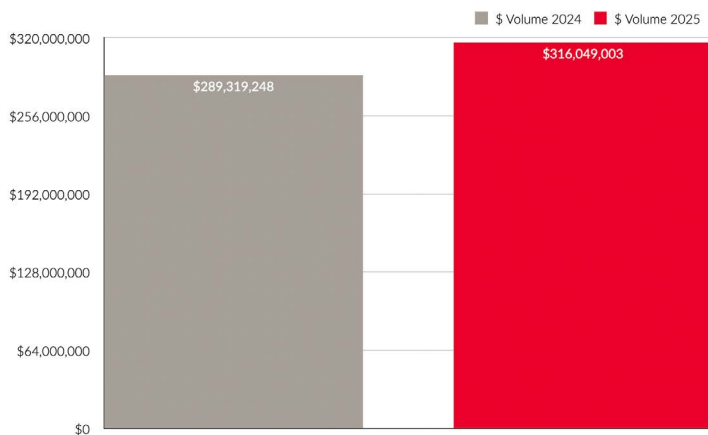


Month-Over-Month 2024 vs. 2025

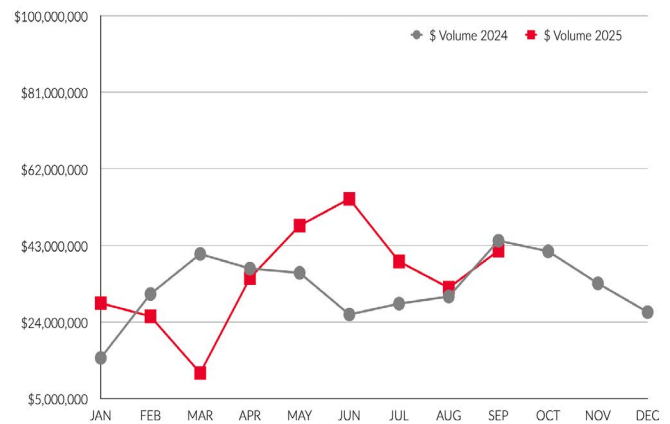
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

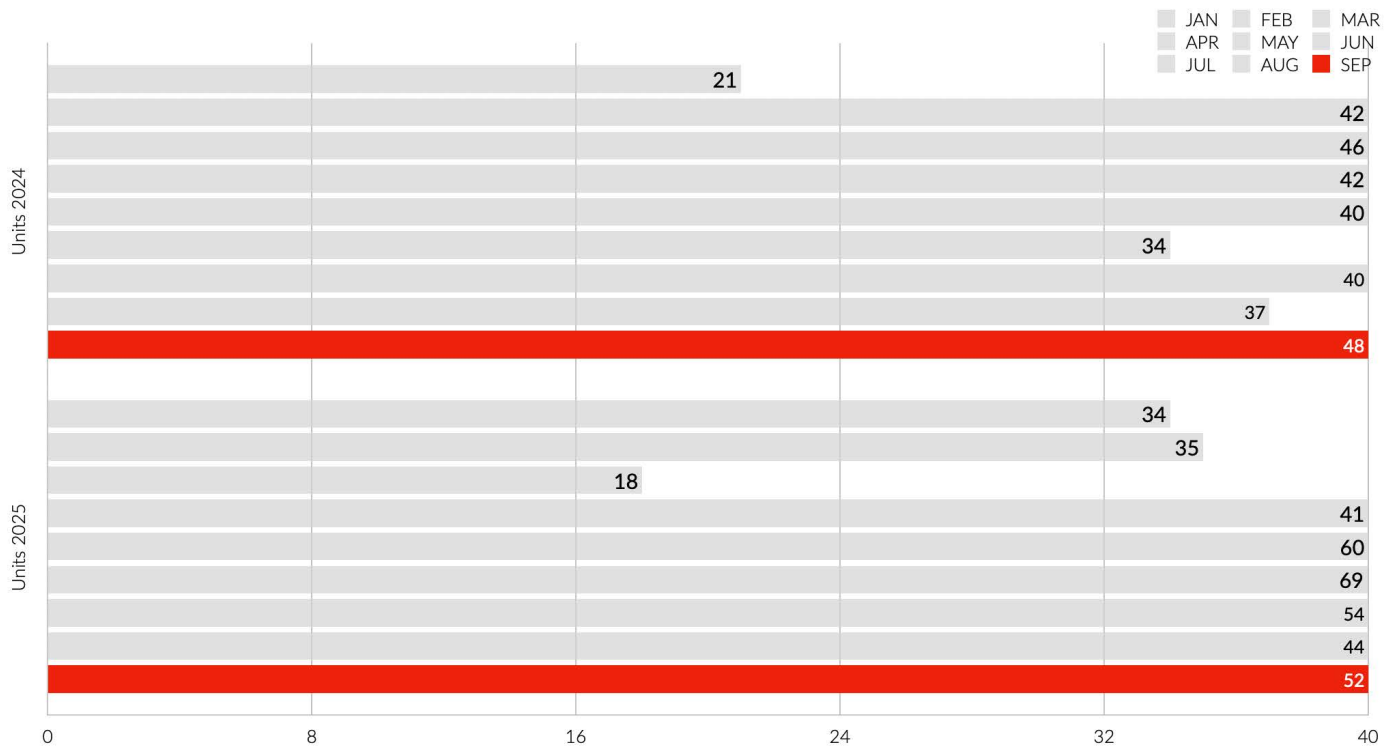


Yearly Totals 2024 vs. 2025

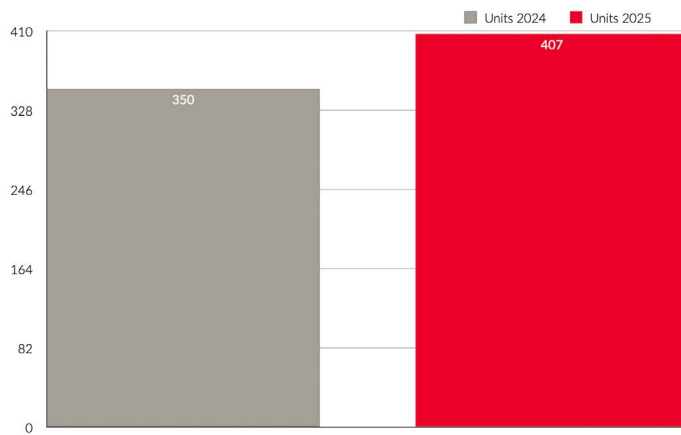


Month vs. Month 2024 vs. 2025

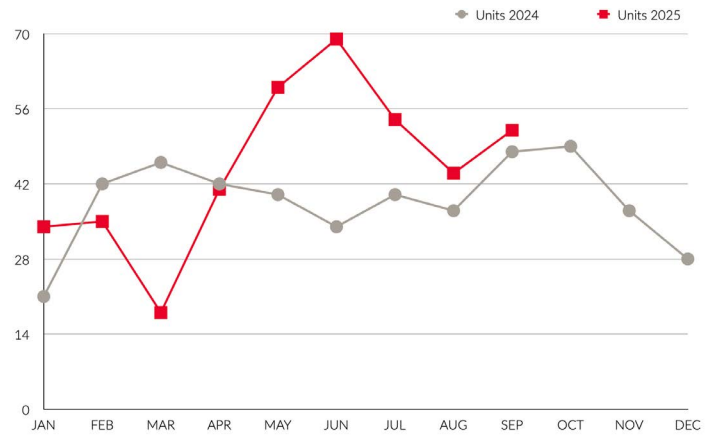
UNIT SALES



Monthly Comparison 2024 vs. 2025



Yearly Totals 2024 vs. 2025



Month vs. Month 2024 vs. 2025

SALES BY TYPE



	FREEHOLD	CONDOMINIUM	VACANT LAND
YTD Sales Volume	 \$221,833,104 +6.08%	 \$94,180,899 +21.5%	 \$2,980,000 +96.38%
YTD Unit Sales	 245 +8.41%	 159 +34.75%	 4 -33.33%
YTD Average Sale Price	 \$905,441 -2.15%	 \$592,333 -9.83%	 \$745,000 +194.56%
September Sales Volume	 \$29,838,500 -16.91%	 \$11,882,700 +43.61%	 \$0 -100%
September Unit Sales	 35 -2.78%	 17 +41.67%	 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

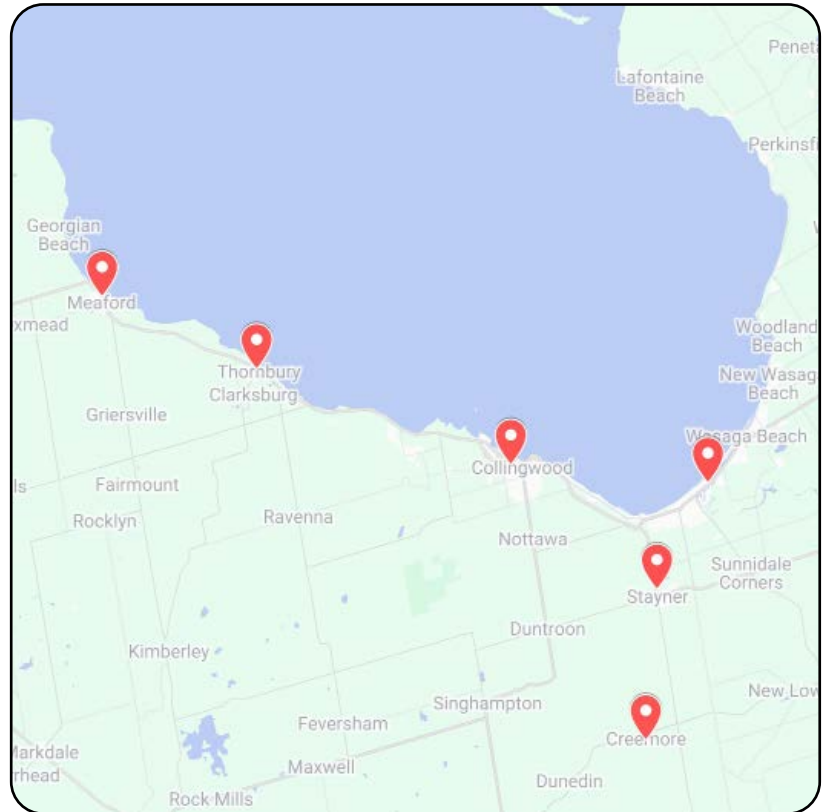
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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