2025

AUGUST

THE BLUE MOUNTAINS

Real Estate Market Report

ROYAL LEPAGE 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 Blue Mountains real estate market showed renewed strength this August, with gains across nearly every major indicator. The median sale price eased 16.12% year-over-year to $952,000, while the average sale price climbed 13.62% to $1,189,827—highlighting activity at the higher end of the market. Sales volume surged 47.71% to $30.9 million, supported by a 30% increase in unit sales to 26 properties. New listings edged up 3.66% to 85, while expired listings declined 29.55% to 31, reflecting improved market engagement. The sales-to-new listings ratio rose sharply to 30.59%, up 25.41% from August 2024. Despite stronger buyer activity, inventory levels remain elevated, keeping conditions favourable for those looking to purchase.

August year-over-year sales volume of $30,935,500

Up +47.71% from 2024's $20,943,400 with unit sales of 26 up +30% from last August's 20. New listings of 85 are up by +3.66%, with the sales/listing ratio of 30.59% up by 25.41%.

Year-to-date sales volume of $214,727,587

Up +9.45% from 2024's $196,182,303 with unit sales of 187 up +8.72% from 2024's 172. New listings of 841 are up +9.51% from a year ago, with the sales/listing ratio of 22.24% down -0.72%.

Year-to-date average sale price of $1,160,687

Up from $1,143,783 one year ago with median sale price of $941,000 down from $981,750 one year ago. Average days-on-market of 64 is on par with last year.

AUGUST NUMBERS

Median Sale Price
$952,000
-16.12%

Average Sale Price
$1,189,827
+13.62%

Sales Volume
$30,935,500
+47.71%

Unit Sales
26
+30%

New Listings
85
+3.66%

Expired Listings
31
-29.55%

Unit Sales/Listings Ratio
30.59%
+25.41%

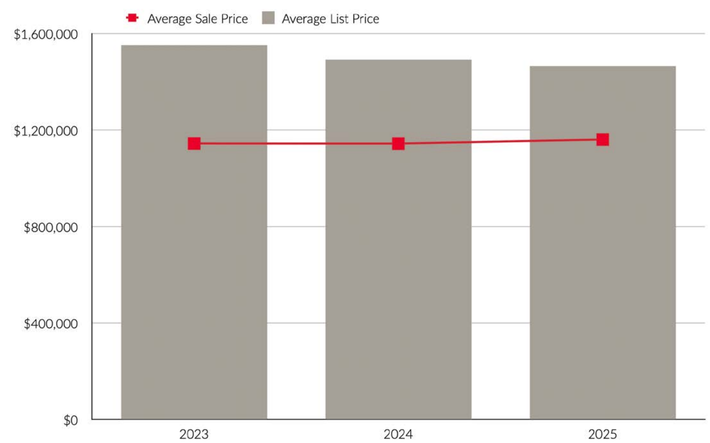
Year-over-year comparison (August 2025 vs. August 2024)

THE MARKET IN **DETAIL**

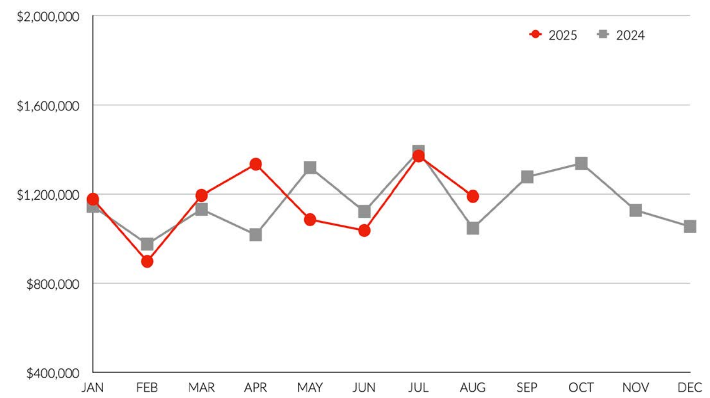
	2023	2024	2025	2024-2025
YTD Volume Sales	$227,806,100	$196,182,303	$214,727,587	+9.45%
YTD Unit Sales	203	172	187	+8.72%
YTD New Listings	617	768	841	+9.51%
YTD Sales/Listings Ratio	32.90%	22.40%	22.24%	-0.72%
YTD Expired Listings	110	218	276	+26.61%
Monthly Volume Sales	$31,329,500	$20,943,400	$30,935,500	+47.71%
Monthly Unit Sales	27	20	26	+30%
Monthly New Listings	83	82	85	+3.66%
Monthly Sales/Listings Ratio	32.53%	24.39%	30.59%	+25.41%
Monthly Expired Listings	15	44	31	-29.55%
Monthly Average Sale Price	$1,160,352	$1,047,170	$1,189,827	+13.62%
YTD Sales: $0-$199K	0	0	0	No change
YTD Sales: $200k-349K	11	5	6	+20%
YTD Sales: $350K-$549K	29	17	25	+47.06%
YTD Sales: $550K-$749K	24	28	31	+10.71%
YTD Sales: $750K-$999K	32	39	37	-5.13%
YTD Sales: $1M+	73	68	69	+1.47%
YTD Sales: $2M+	95	72	20	-72.22%
YTD Average Days-On-Market	48.88	63.75	63.63	-0.2%
YTD Average Sale Price	$1,144,348	$1,143,783	$1,160,687	+1.48%
YTD Median Sale Price	$1,040,000	$981,750	$941,000	-4.15%

The Blue Mountains MLS Sales and Listing Summary
2023 vs. 2024 vs. 2025

AVERAGE SALE PRICE

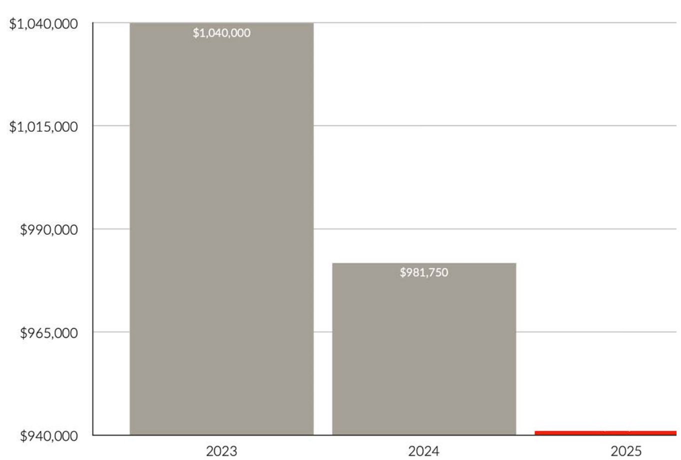


Year-Over-Year

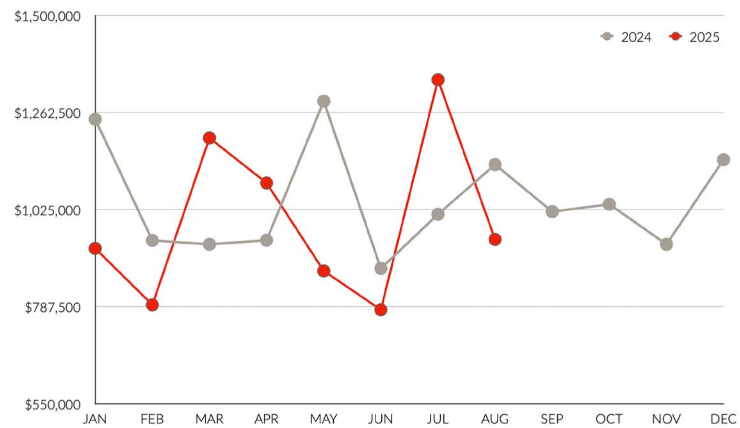


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



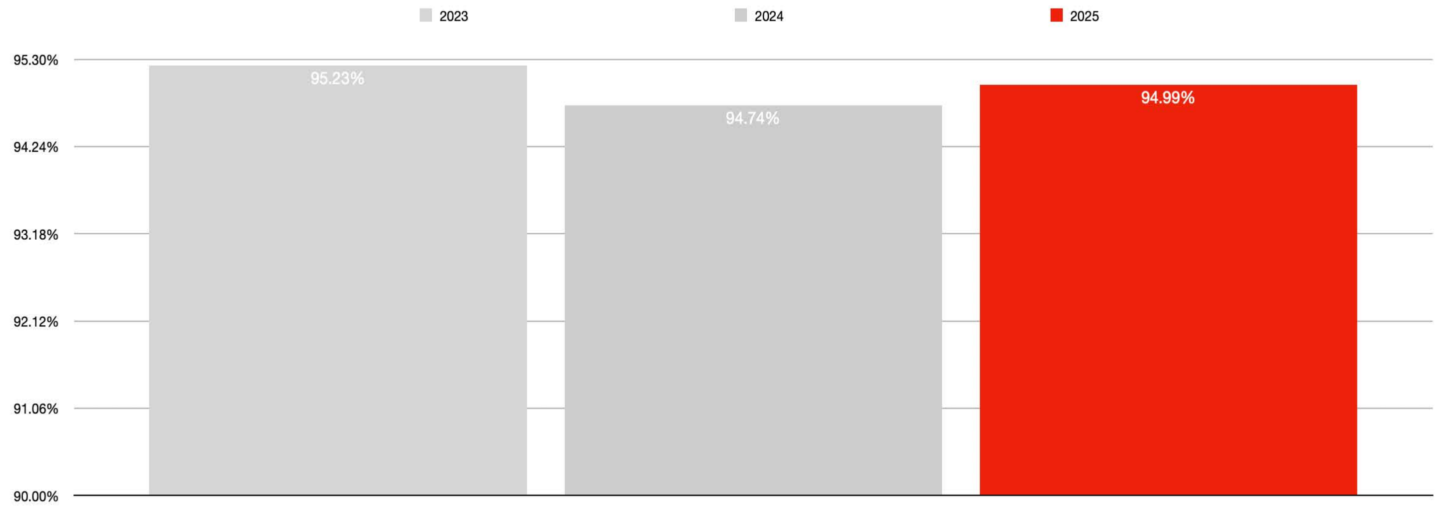
Year-Over-Year



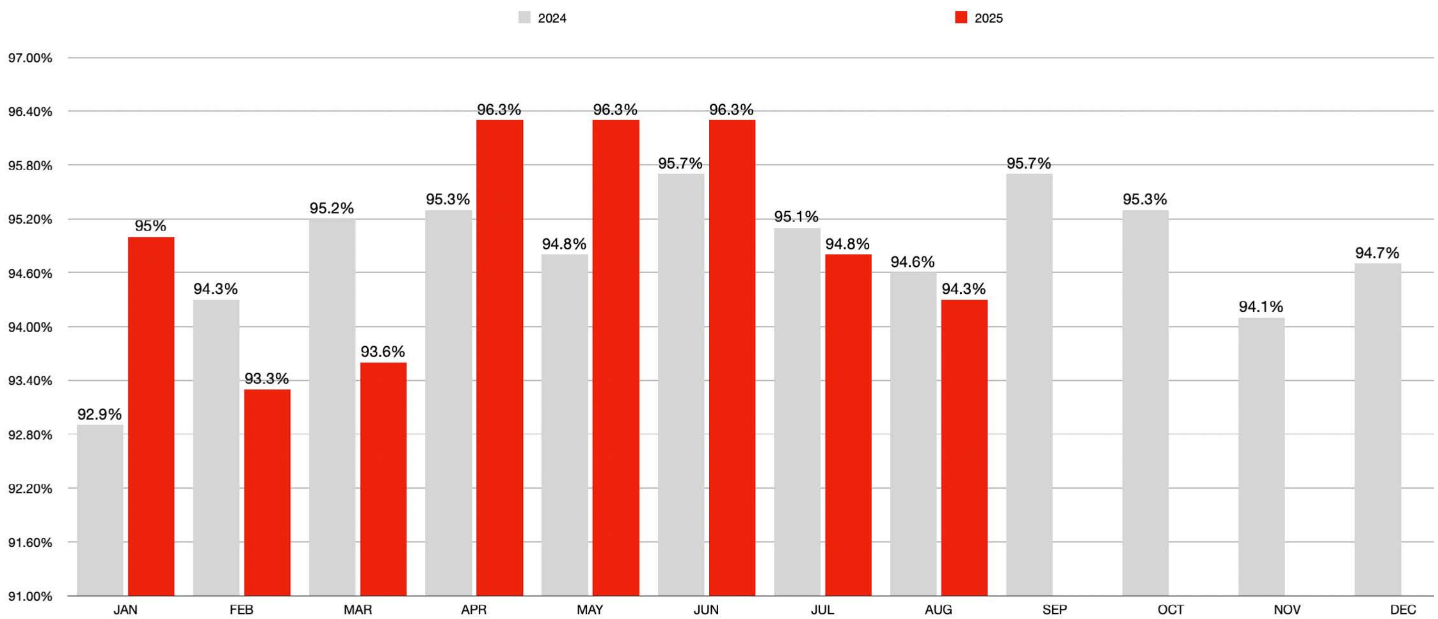
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. **LIST PRICE** RATIO

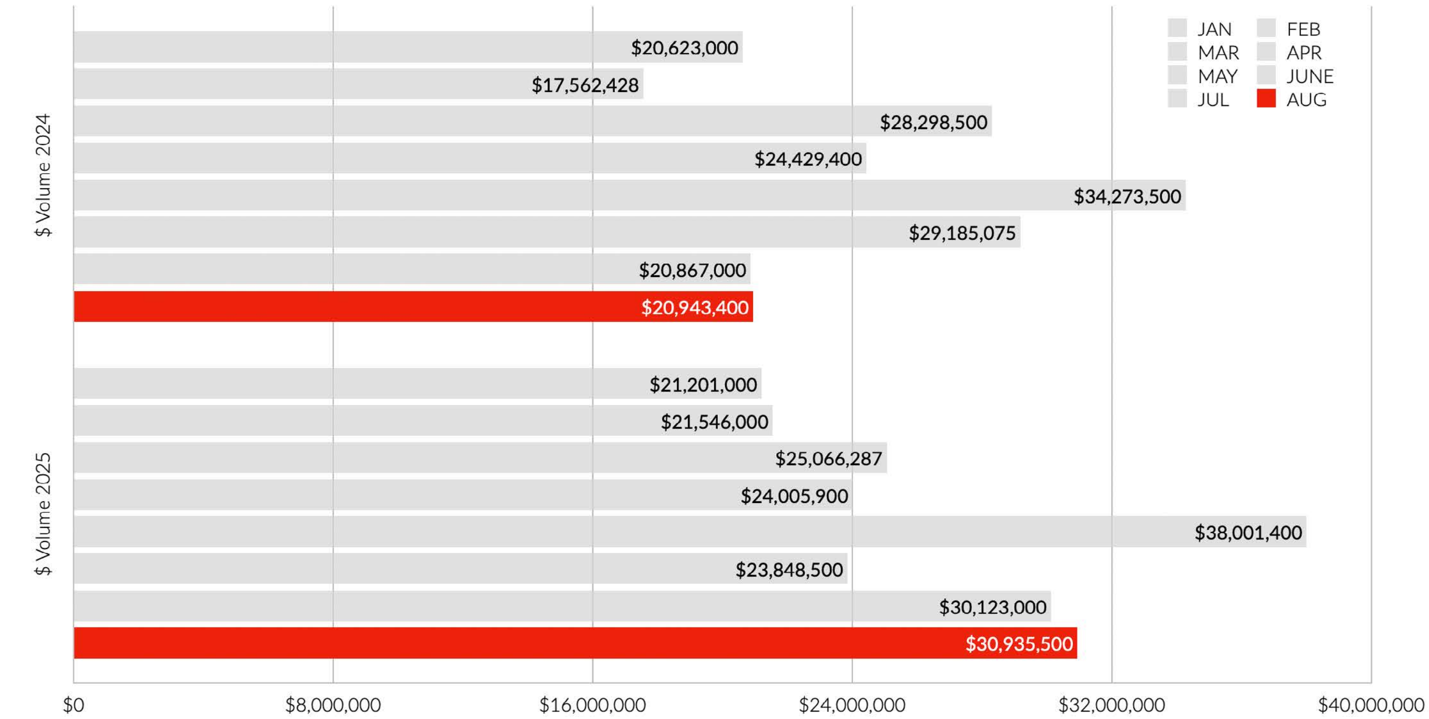


Year-Over-Year

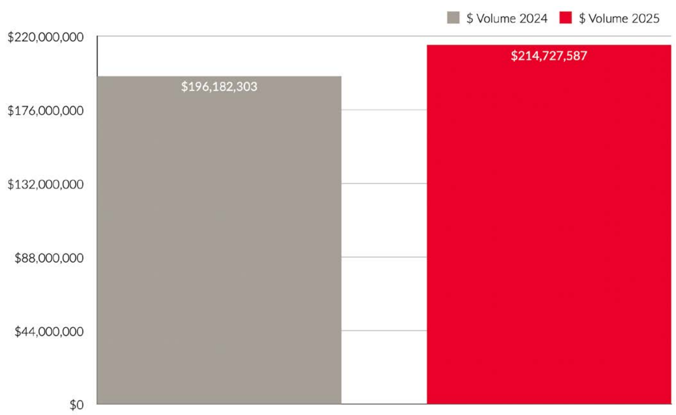


Month-Over-Month 2024 vs. 2025

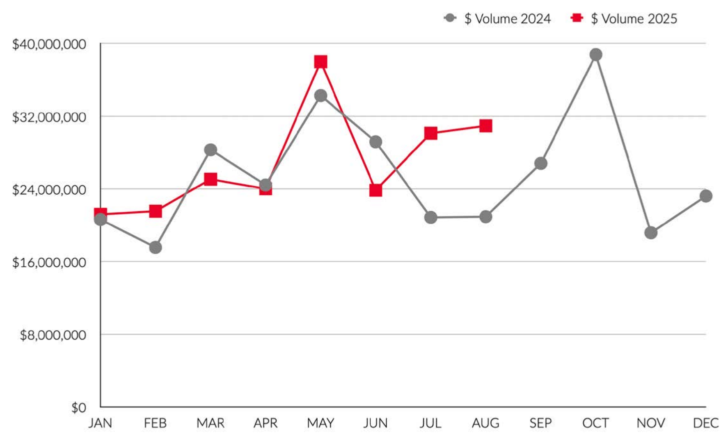
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

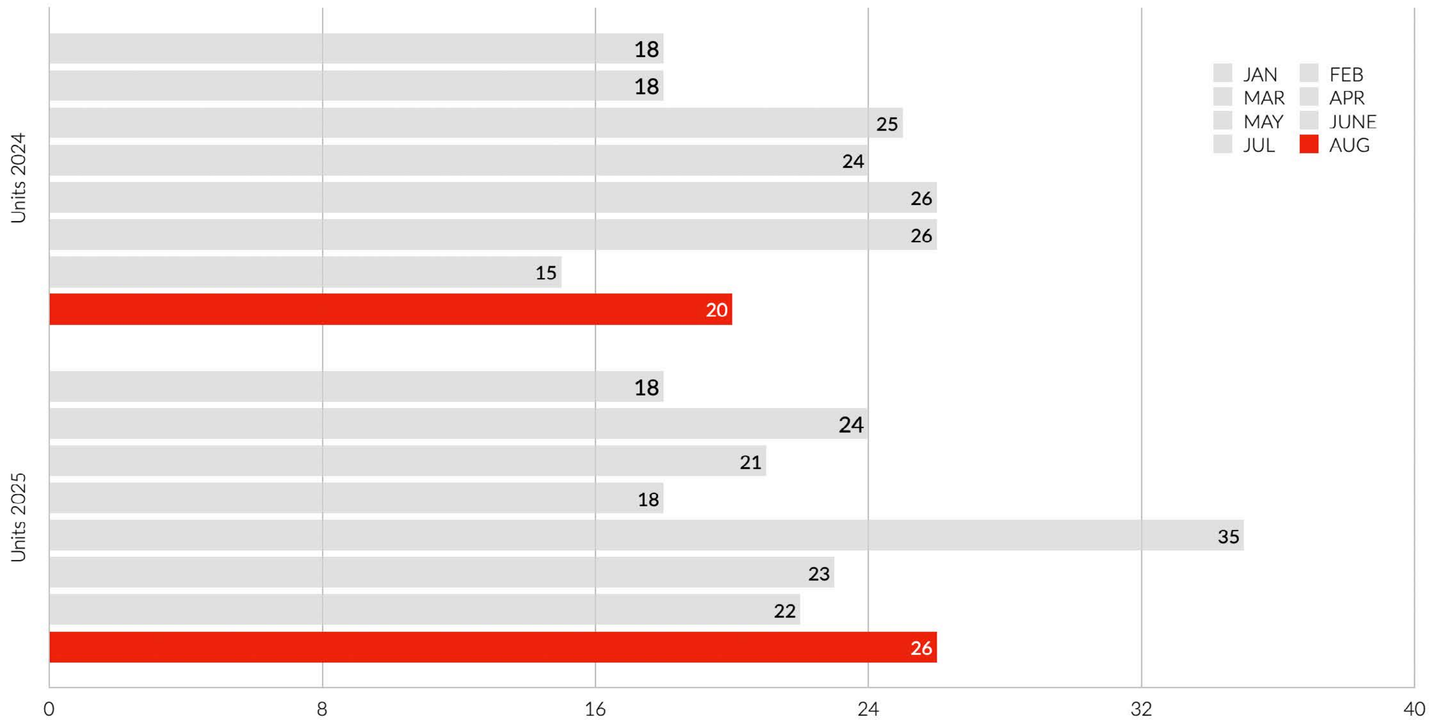


Yearly Totals 2024 vs. 2025

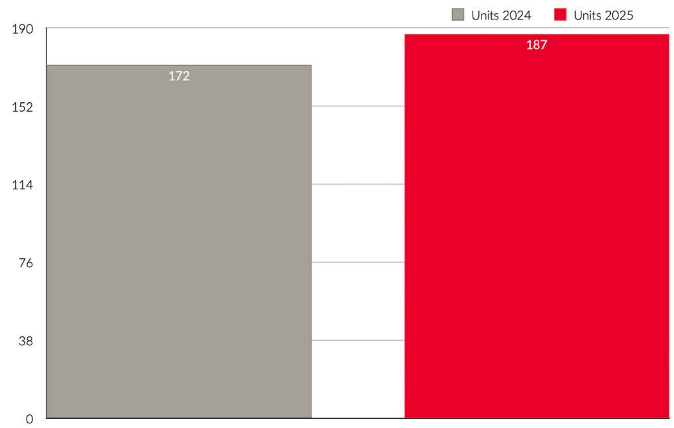


Month vs. Month 2024 vs. 2025

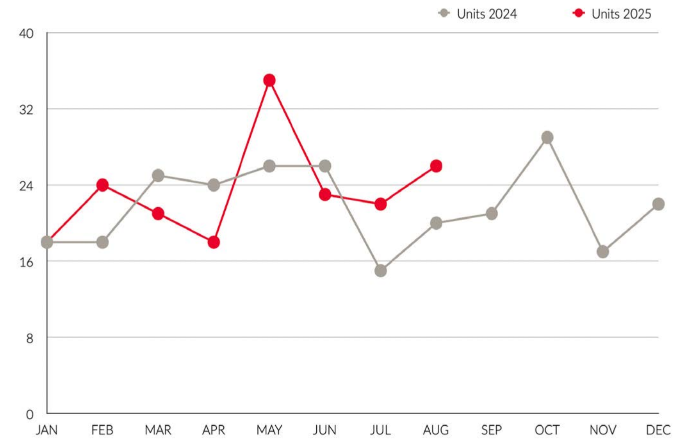
UNIT SALES



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	↑ $170,712,887 +15.5%	↑ $44,014,700 +54.21%	↓ $6,061,000 -46.39%
YTD Unit Sales	↑ 120 +11.11%	↑ 67 +45.65%	↓ 7 -41.67%
YTD Average Sale Price	↑ $1,422,607 +3.95%	↑ $656,936 +5.88%	↓ $865,857 -8.1%
August Sales Volume	↑ $25,289,500 +86.42%	↑ $5,646,000 +1,052.48%	↓ $0 -100%
August Unit Sales	↑ 16 +45.45%	↑ 10 +66.67%	↓ 0 -100%

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

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OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

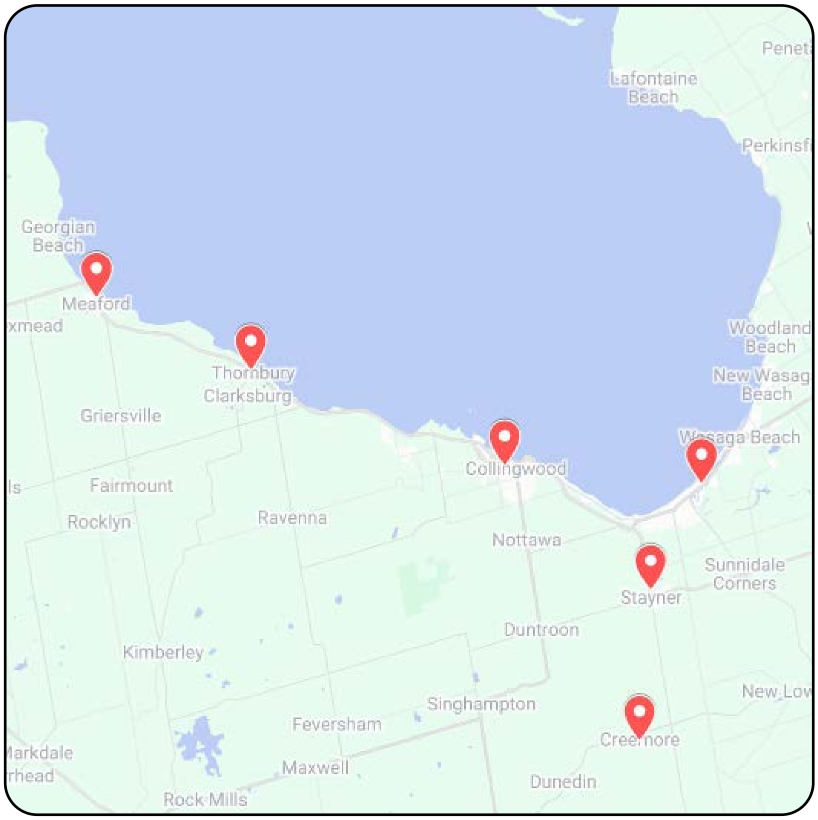
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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