2025

JULY

THE BLUE MOUNTAINS

Real Estate Market Report

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

OVERVIEW

BUYER'S MARKET

The Blue Mountains real estate market remained in buyer's market territory this July, even as activity gained momentum across several key indicators. The median sale price jumped 32.46% year-over-year to $1,342,500, while the average sale price dipped slightly by 1.51% to $1,370,143—pointing to variability at the top end of the market. Sales volume rose 44.36% to $30.1 million, supported by a 46.67% increase in unit sales to 22 properties. New listings were up 11.49% to 97, while expired listings fell 20% to 36, reflecting stronger listing engagement. The sales-to-new listings ratio climbed to 22.68%, up 31.55% from July 2024, but with inventory still outpacing sales, conditions continue to favour buyers navigating a more selective and negotiable market.

July year-over-year sales volume of $30,123,000

Up 44.36% from 2024's $20,867,000 with unit sales of 22 up +46.67% from last July's 15. New listings of 97 are up by +11.49%, with the sales/listing ratio of 21.30% down by -3.89%.

Year-to-date sales volume of $183,792,087

Up 4.88% from 2024's $175,238,903 with unit sales of 161 up 5.92% from 2024's 152. New listings of 756 are up 10.2% from a year ago, with the sales/listing ratio of 21.30% down -3.89%.

Year-to-date average sale price of $1,156,524

Down from $1,157,585 one year ago with median sale price of $930,000 down from $950,000 one year ago. Average days-on-market of 64 up 3 days from last year.

JULY NUMBERS

Median Sale Price
$1,342,500
+32.46%

Average Sale Price
$1,370,143
-1.51%

Sales Volume
$30,123,000
+44.36%

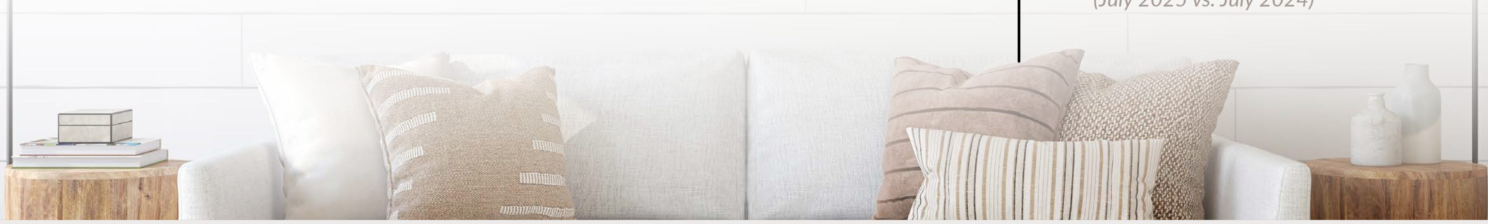
Unit Sales
22
+46.67%

New Listings
97
+11.49%

Expired Listings
36
-20%

Unit Sales/Listings Ratio
22.68%
+31.55%

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



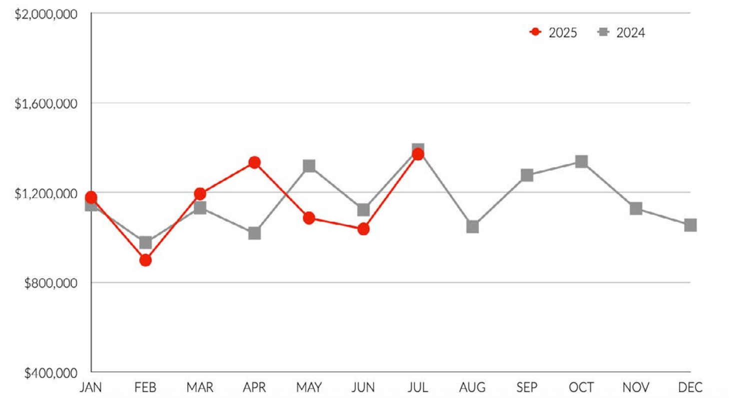
THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$16,537,500	$20,623,000	$21,201,000	+2.8%
YTD Unit Sales	13	18	18	No Change
YTD New Listings	54	53	76	+43.4%
YTD Sales/Listings Ratio	32.96%	22.16%	21.30%	-3.89%
YTD Expired Listings	95	174	245	+40.8%
Monthly Volume Sales	$27,230,000	$20,867,000	$30,123,000	+44.36%
Monthly Unit Sales	24	15	22	+46.67%
Monthly New Listings	72	87	97	+11.49%
Monthly Sales/Listings Ratio	33.33%	17.24%	22.68%	+31.55%
Monthly Expired Listings	14	45	36	-20%
Monthly Average Sale Price	$1,134,583	$1,391,133	$1,370,143	-1.51%
YTD Sales: $0-$199K	0	0	0	
YTD Sales: $200k-349K	10	4	5	+25%
YTD Sales: $350K-$549K	25	16	21	+31.25%
YTD Sales: $550K-$749K	21	27	26	-3.7%
YTD Sales: $750K-$999K	25	33	33	No Change
YTD Sales: $1M+	65	57	60	+5.26%
YTD Sales: $2M+	83	72	17	-76.39%
YTD Average Days-On-Market	47.57	60.86	64.14	+5.4%
YTD Average Sale Price	$1,142,062	$1,157,585	$1,156,524	-0.09%
YTD Median Sale Price	$1,050,000	$950,000	$930,000	-2.11%

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

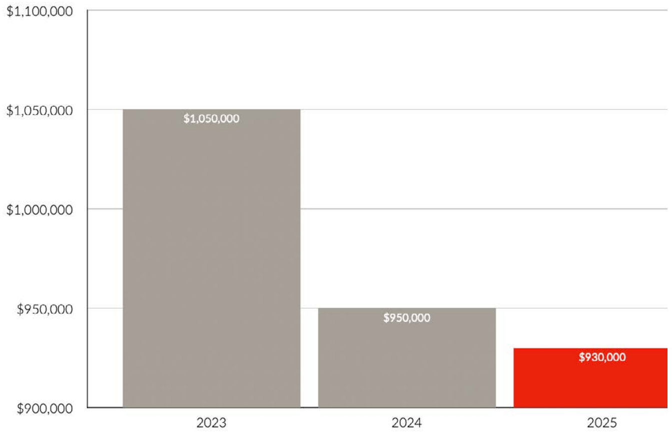
AVERAGE SALE PRICE

Year-Over-Year

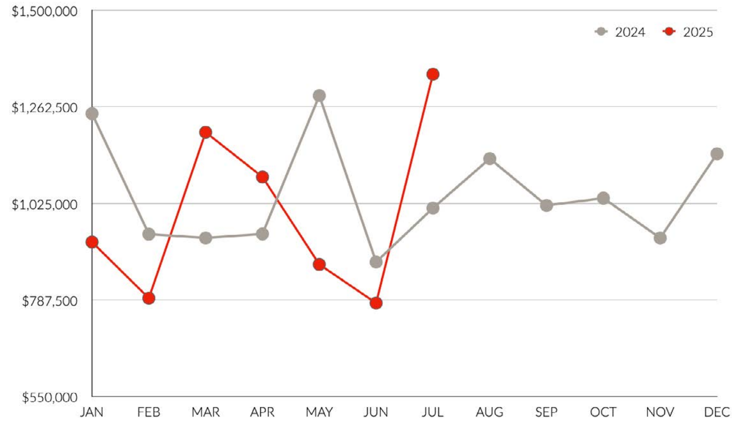


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



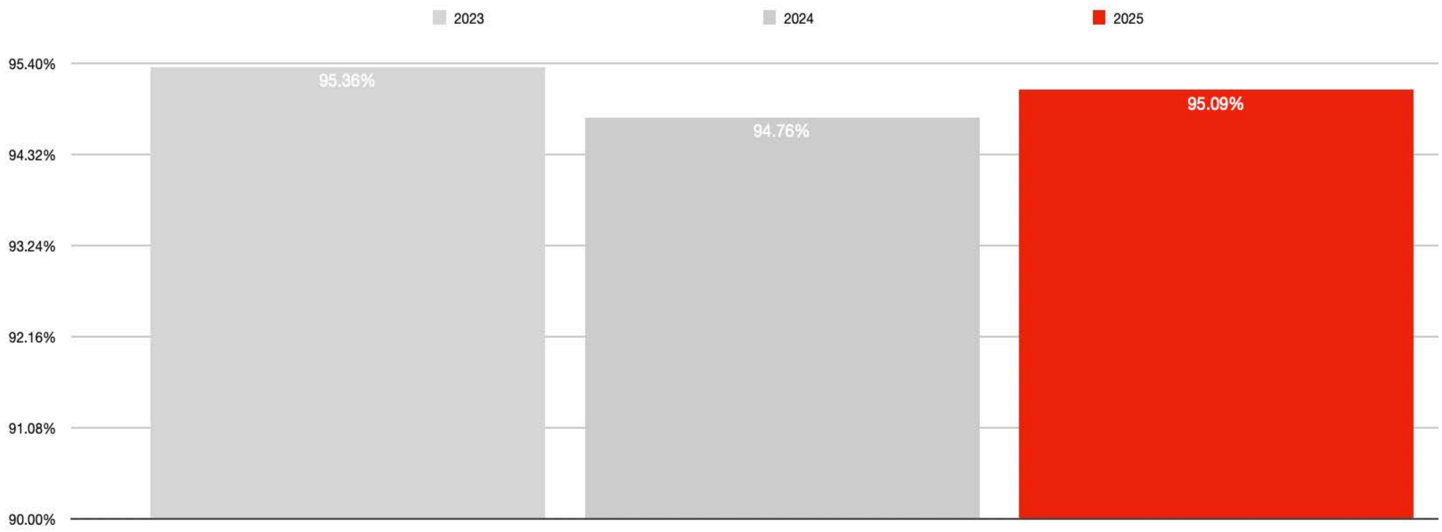
Year-Over-Year



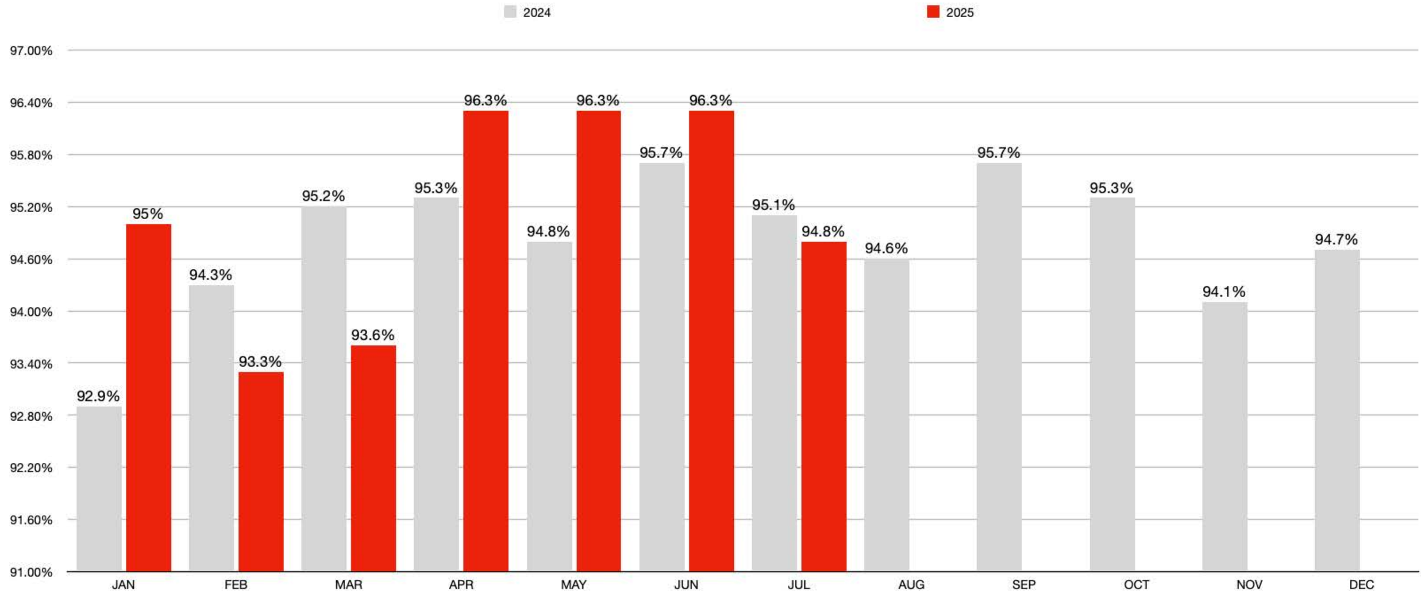
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. **LIST PRICE** RATIO

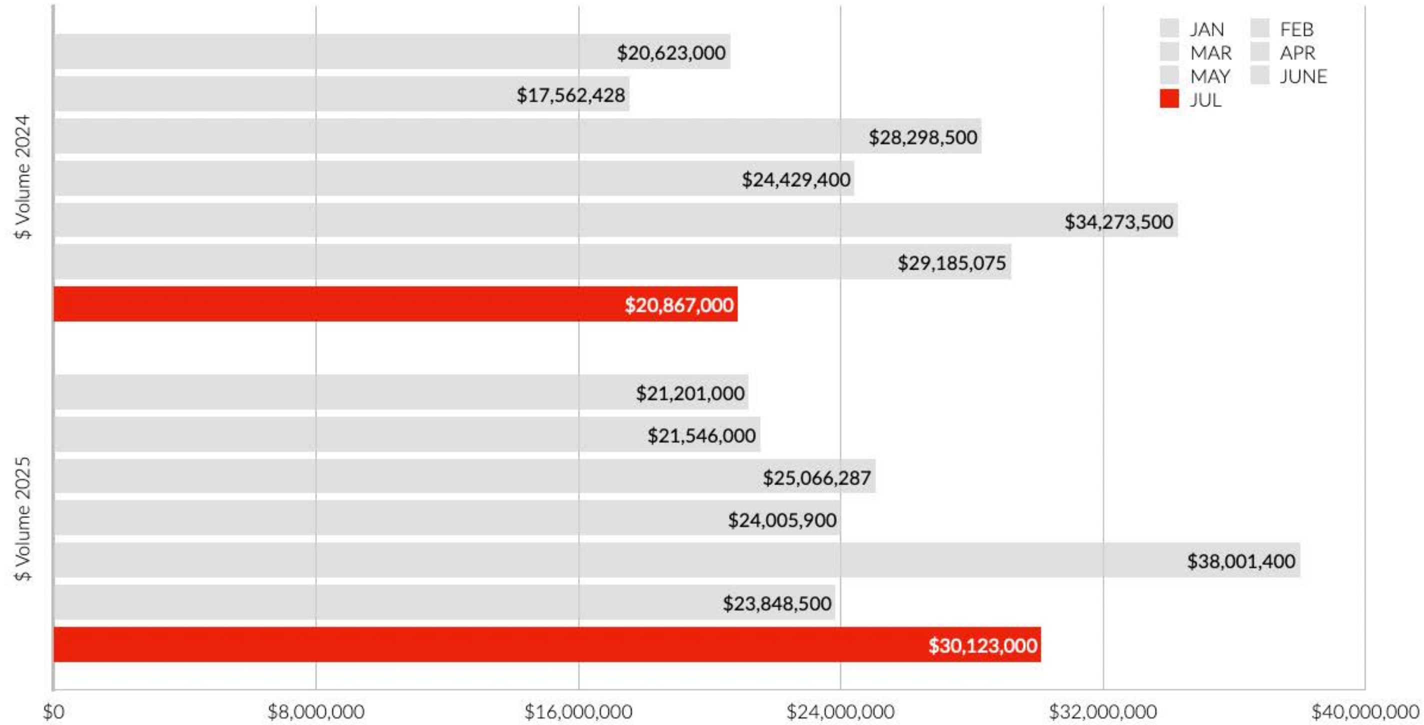


Year-Over-Year

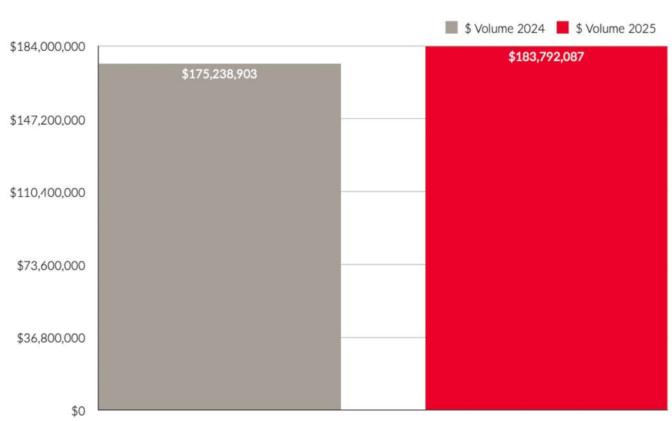


Month-Over-Month 2024 vs. 2025

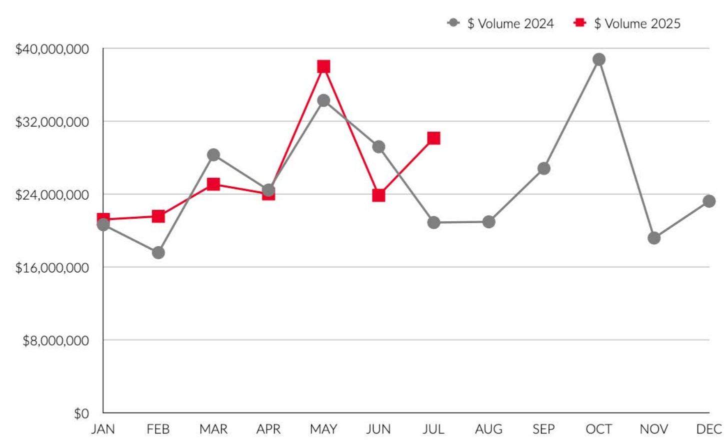
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

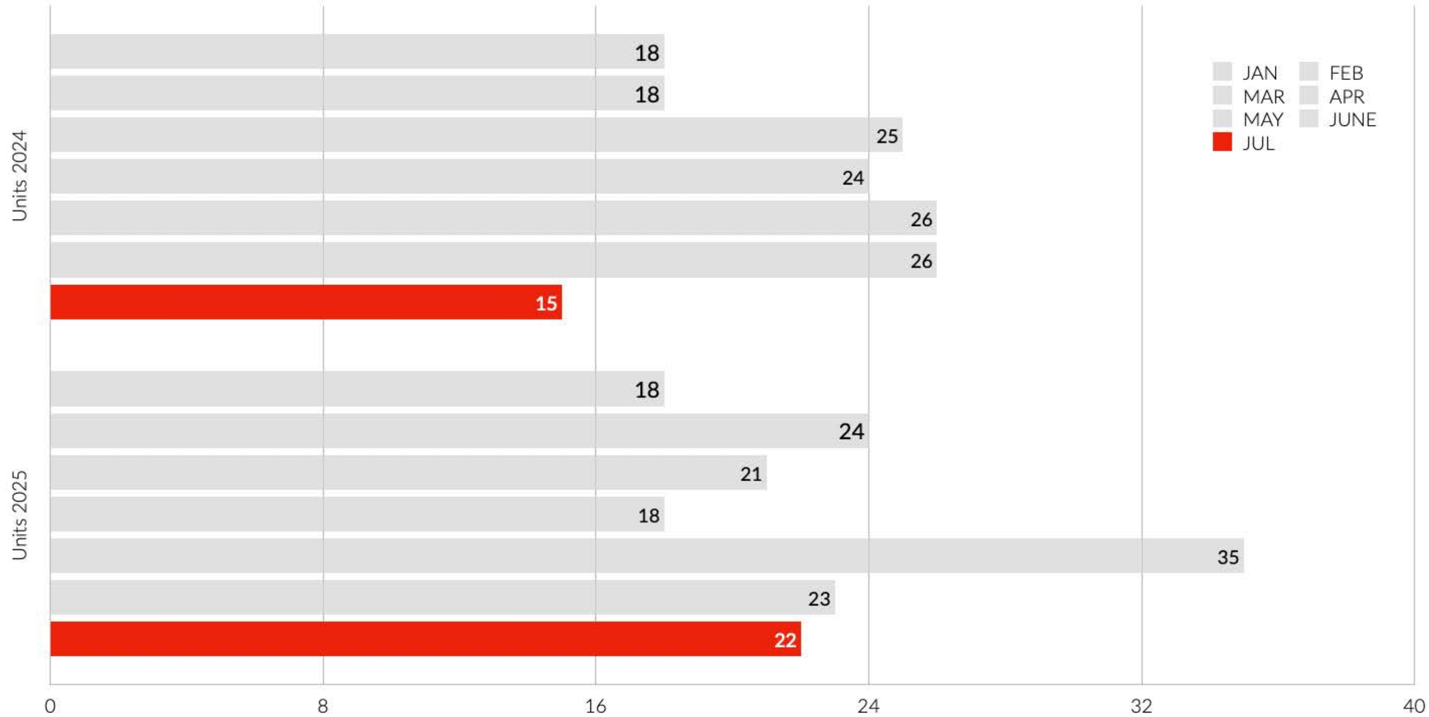


Yearly Totals 2024 vs. 2025

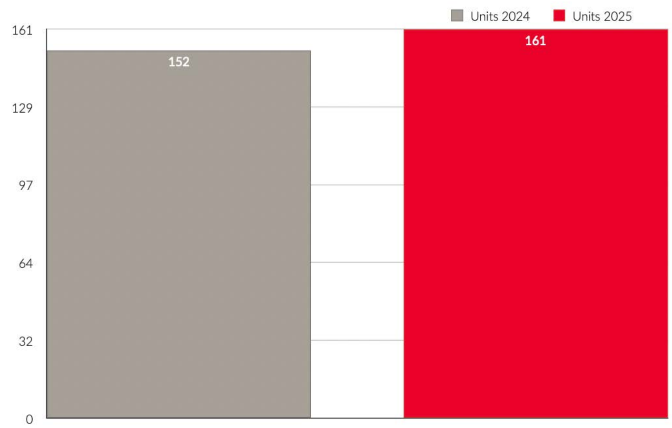


Month vs. Month 2024 vs. 2025

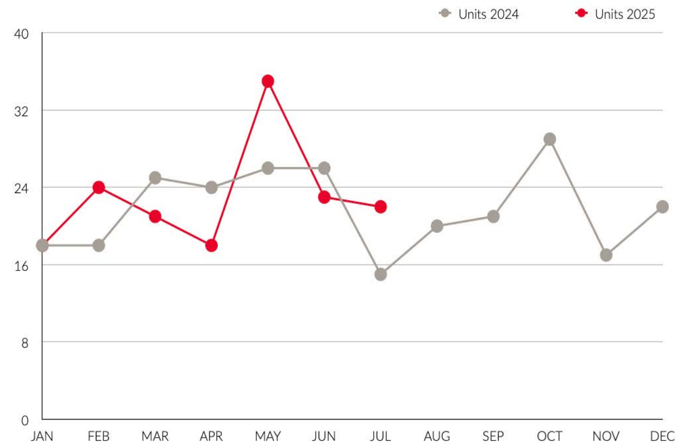
UNIT SALES



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	$145,423,387 +8.33%	$38,368,700 +36.78%	$6,061,000 -30.88%
YTD Unit Sales	104 +7.22%	57 +42.5%	7 -22.22%
YTD Average Sale Price	$1,398,302 +1.04%	$673,135 -4.02%	$865,857 -11.13%
July Sales Volume	$24,756,000 +36.08%	$5,367,000 +180.11%	$1,700,000 -100%
July Unit Sales	16 +60%	6 +50%	1 No change

ROYAL LEPAGE LOCATIONS NORTH BROKERAGE

OUR LOCATIONS

COLLINGWOOD
705-445-5520
112 Hurontario St, Collingwood

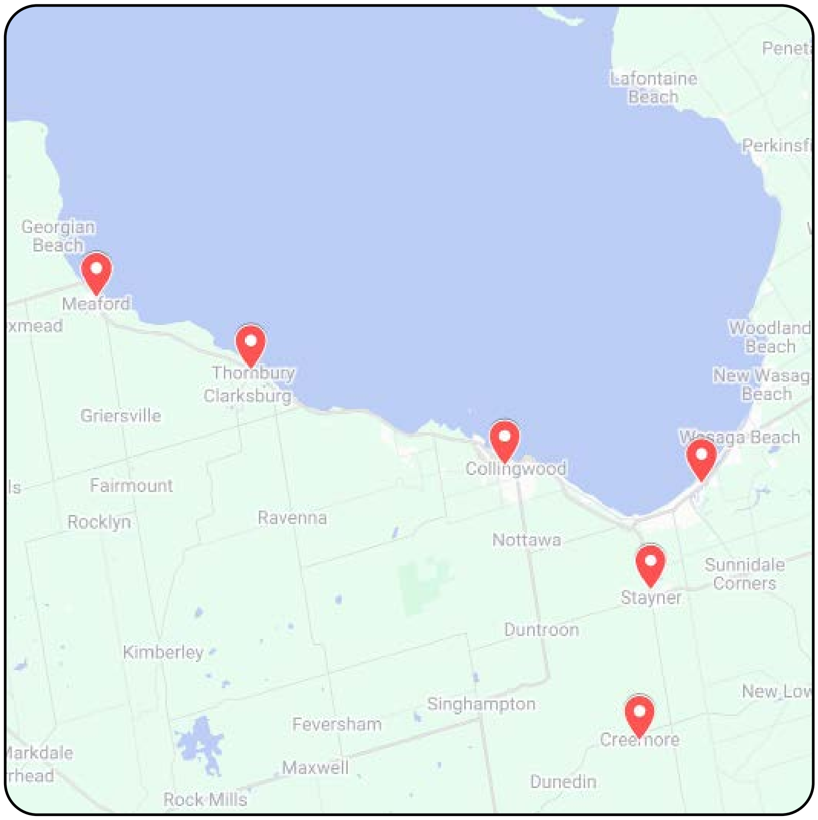
CREEMORE
705-881-9005
154 Mill St, Unit B, Creemore

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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