2025

SEPTEMBER

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 gained traction this September, with improvements across most indicators. The median sale price rose 2.94% year-over-year to $1,050,000, while the average sale price declined 16.56% to $1,065,106, reflecting more mid-range activity compared to last year. Sales volume advanced 23.18% to $33.0 million, supported by a 47.62% increase in unit sales to 31 properties. New listings climbed 16.5% to 120, while expired listings held steady at 58. The sales-to-new listings ratio strengthened to 25.83%, up 26.71% from September 2024. Despite higher buyer activity, inventory levels remain elevated, keeping conditions favourable for those looking to purchase in The Blue Mountains.

September year-over-year sales volume of $33,018,300

Up +23.18% from 2024's $26,805,250 with unit sales of 31 up +47.62% from last September's 21. New listings of 120 are up by +16.5%, with the sales/listing ratio of 25.83% up by 26.71%.

Year-to-date sales volume of $250,720,887

Up +12.44% from 2024's $222,987,553 with unit sales of 220 up +13.99% from 2024's 193. New listings of 961 are up +10.33% from a year ago, with the sales/listing ratio of 22.89% up 3.31%.

Year-to-date average sale price of $1,150,889

Down from $1,158,522 one year ago with median sale price of $951,000 down from $1,013,500 one year ago. Average days-on-market of 66 is up 3 days from last year.

SEPTEMBER NUMBERS

Median Sale Price
$1,050,000
+2.94%

Average Sale Price
$1,065,106
-16.56%

Sales Volume
$33,018,300
+23.18%

Unit Sales
31
+47.62%

New Listings
120
+16.5%

Expired Listings
58
0%

Unit Sales/Listings Ratio
25.83%
+26.71%

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

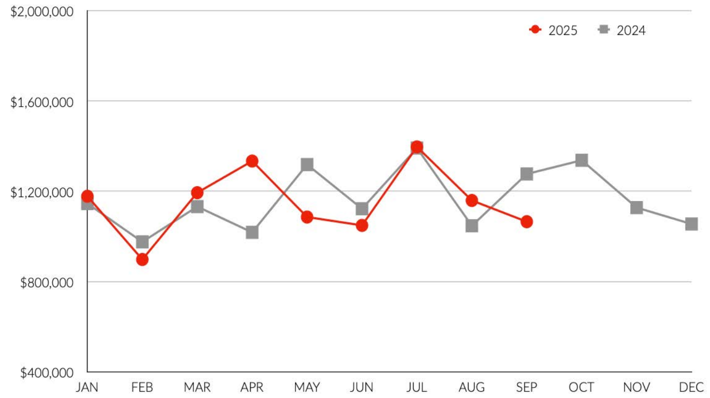
THE MARKET IN **DETAIL**

	2023	2024	2025	2024-2025
YTD Volume Sales	$255,018,600	$222,987,553	$250,720,887	+12.44%
YTD Unit Sales	224	193	220	+13.99%
YTD New Listings	734	871	961	+10.33%
YTD Sales/Listings Ratio	30.52%	22.16%	22.89%	+3.31%
YTD Expired Listings	125	276	334	+21.01%
Monthly Volume Sales	$27,212,500	$26,805,250	$33,018,300	+23.18%
Monthly Unit Sales	21	21	31	+47.62%
Monthly New Listings	117	103	120	+16.5%
Monthly Sales/Listings Ratio	17.95%	20.39%	25.83%	+26.71%
Monthly Expired Listings	15	58	58	No Change
Monthly Average Sale Price	$1,295,833	$1,276,440	$1,065,106	-16.56%
YTD Sales: $0-$199K	1	0	1	+100%
YTD Sales: $200k-349K	12	5	7	+40%
YTD Sales: $350K-$549K	32	19	30	+57.89%
YTD Sales: $550K-$749K	27	31	34	+9.68%
YTD Sales: $750K-$999K	35	44	42	-4.55%
YTD Sales: $1M+	81	76	86	+13.16%
YTD Sales: $2M+	105	75	21	-72%
YTD Average Days-On-Market	47.67	63.11	66.22	+4.93%
YTD Average Sale Price	$1,161,180	$1,158,522	$1,150,889	-0.66%
YTD Median Sale Price	$1,030,000	$1,013,500	$951,000	-6.17%

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

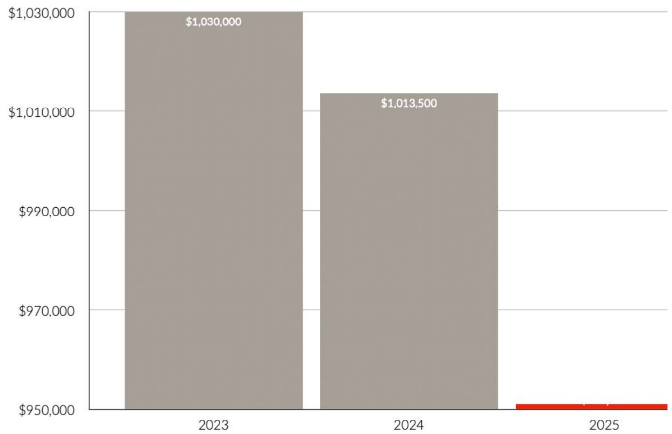
AVERAGE SALE PRICE

Year-Over-Year

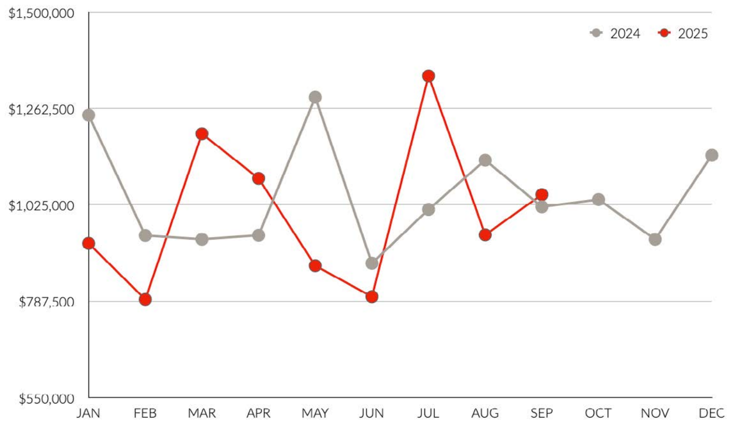


Month-Over-Month 2023 vs. 2024 vs. 2025

MEDIAN SALE PRICE



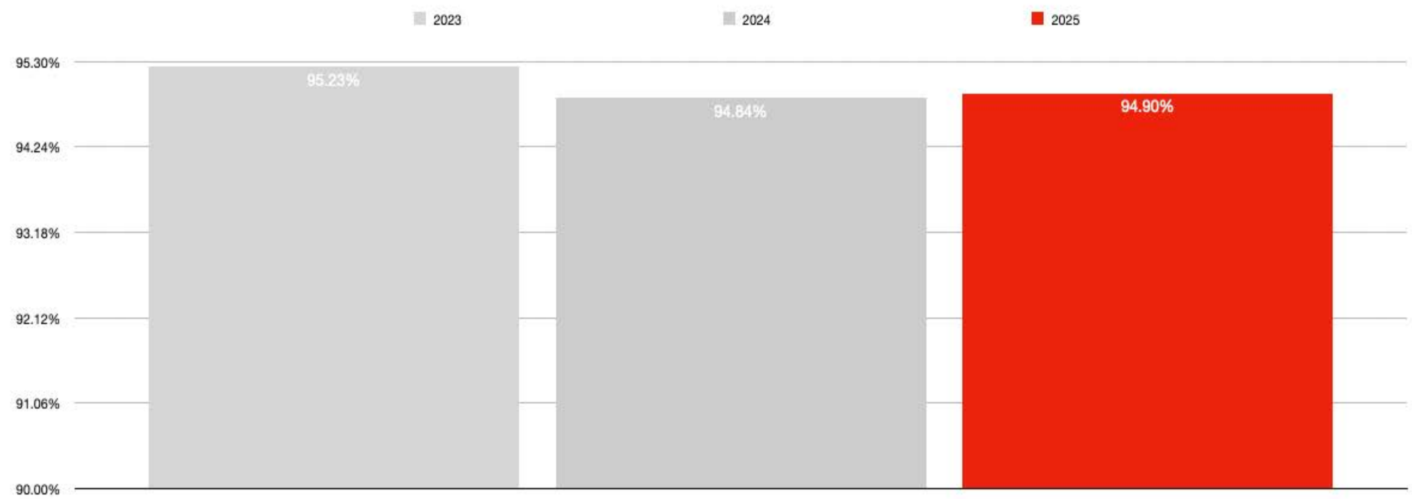
Year-Over-Year



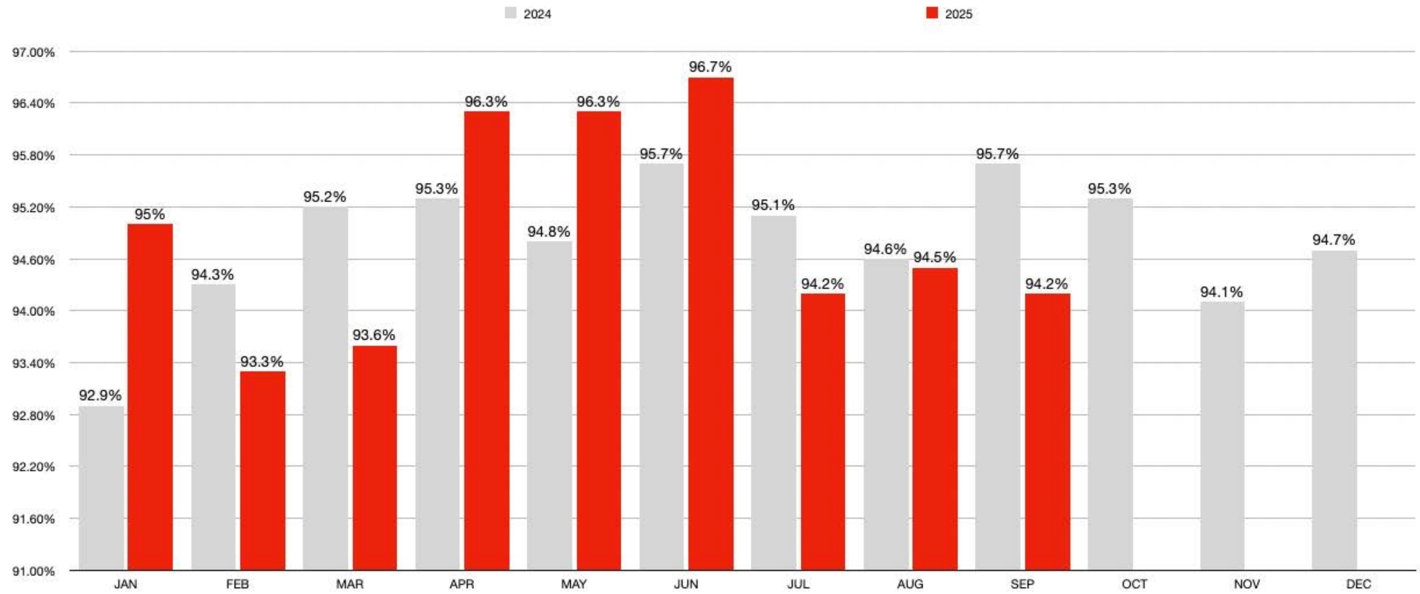
Month-Over-Month 2023 vs. 2024 vs. 2025

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

SALE PRICE VS. **LIST PRICE** RATIO

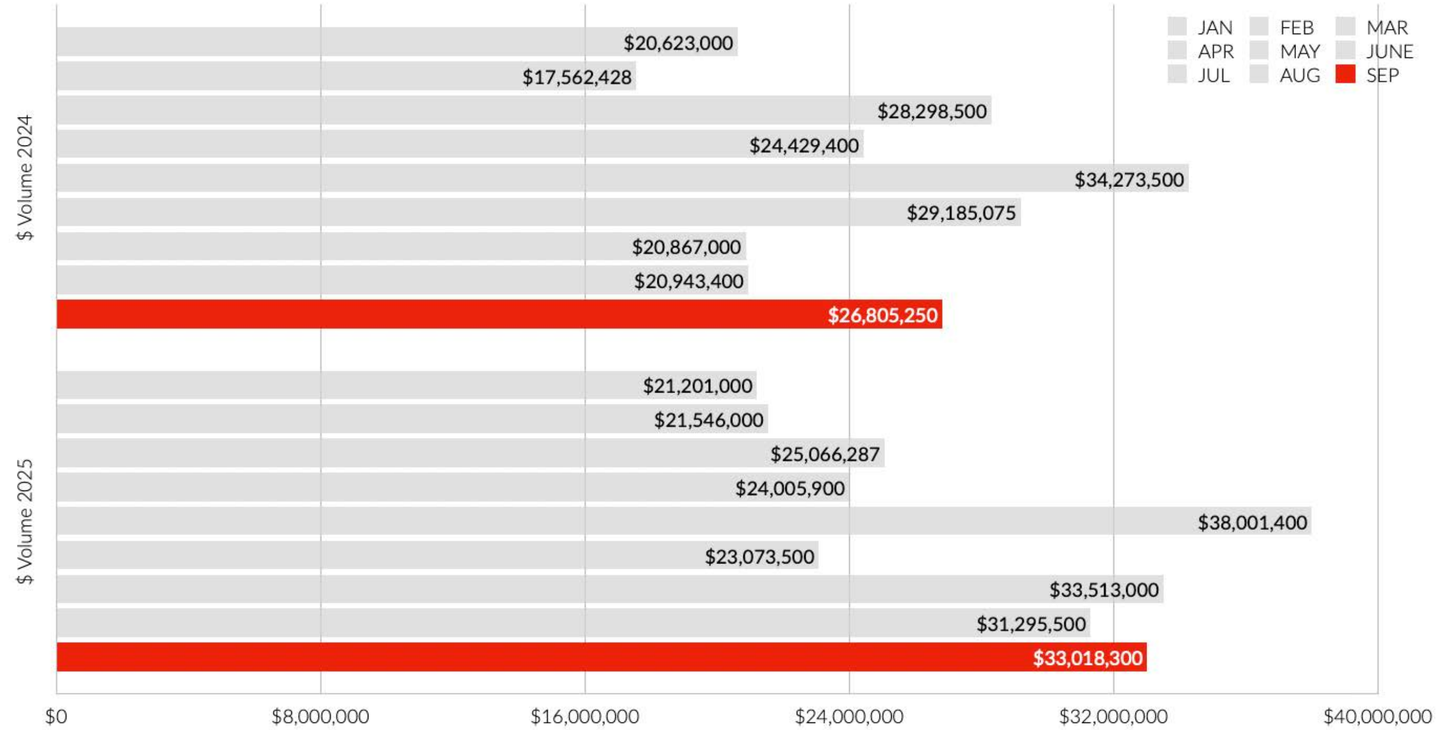


Year-Over-Year

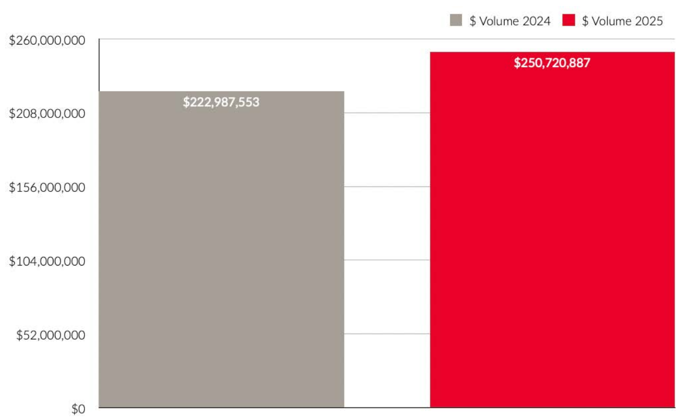


Month-Over-Month 2024 vs. 2025

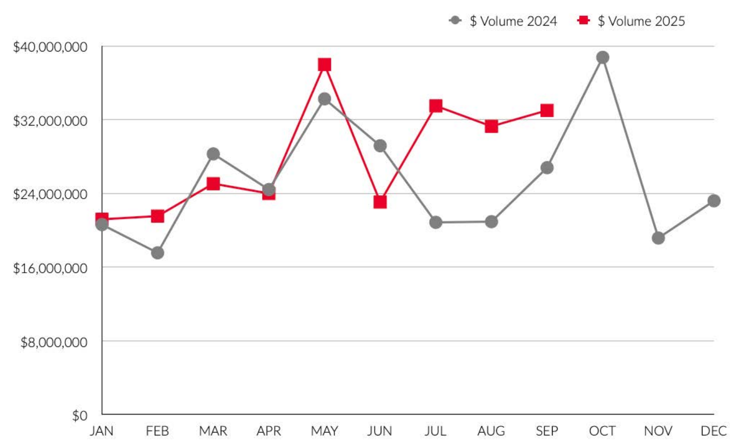
DOLLAR VOLUME SALES



Monthly Comparison 2024 vs. 2025

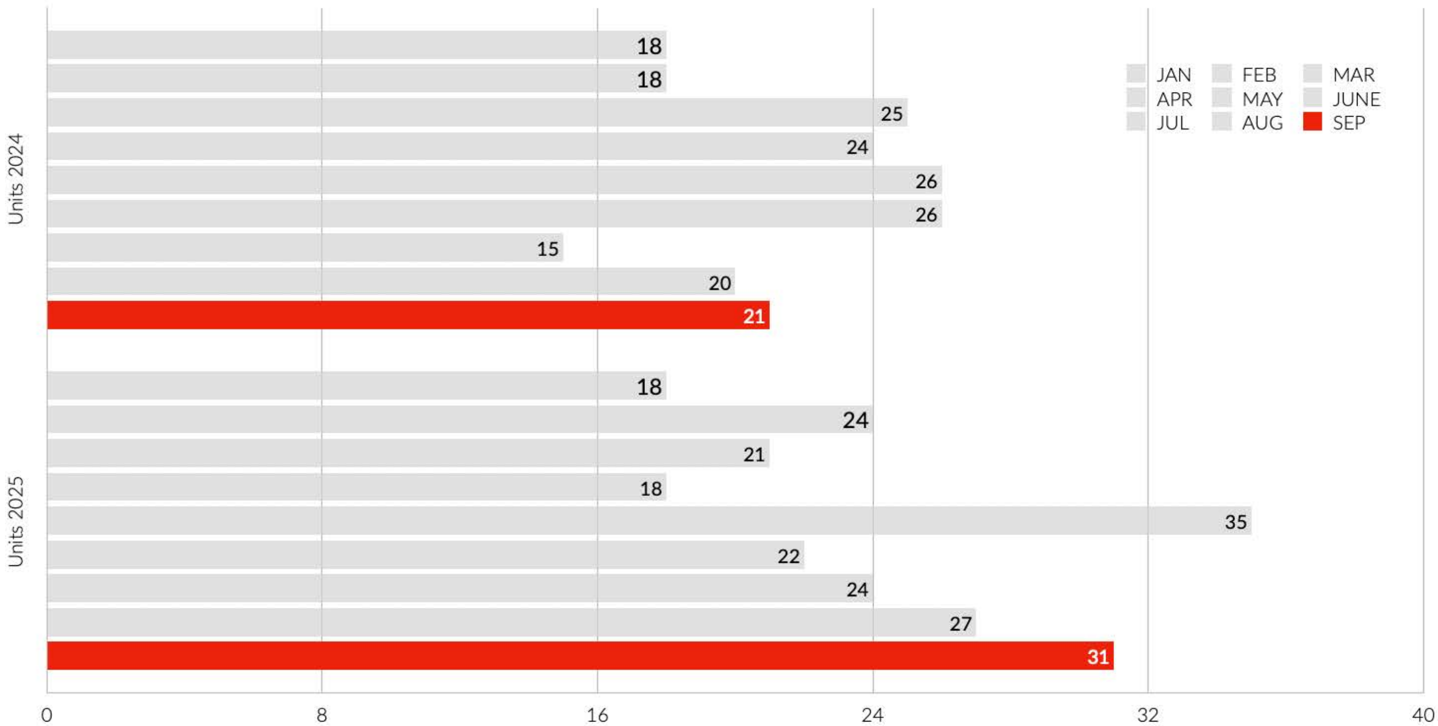


Yearly Totals 2024 vs. 2025

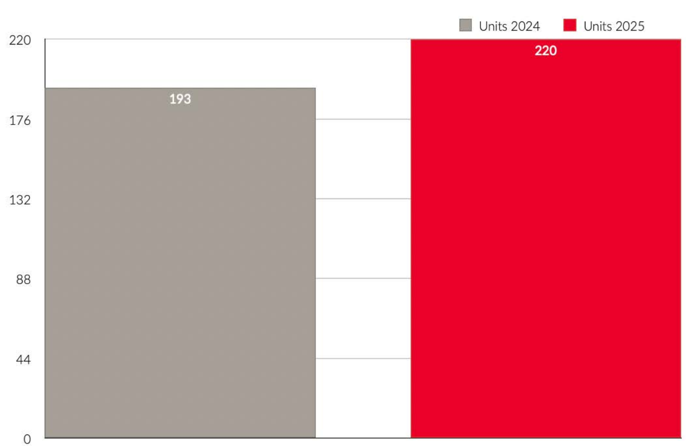


Month vs. Month 2024 vs. 2025

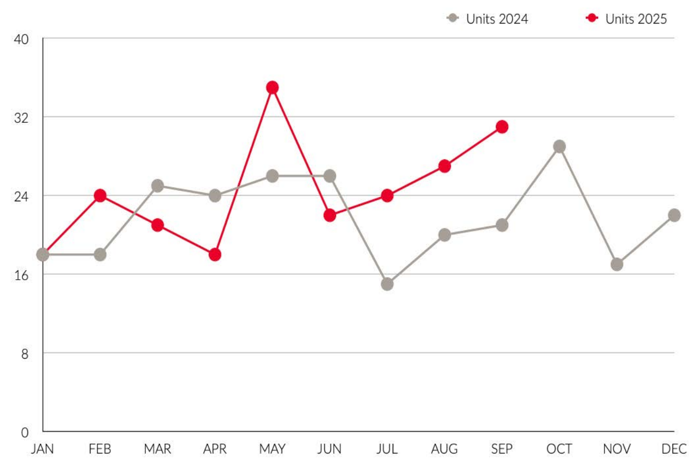
UNIT SALES



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	$199,782,687 +17.13%	$50,938,200 +60.58%	$6,061,000 -50.18%
YTD Unit Sales	142 +15.45%	78 +52.94%	7 -46.15%
YTD Average Sale Price	$1,406,920 +1.46%	$653,054 +4.99%	$865,857 -7.48%
September Sales Volume	$26,454,800 +16.21%	$6,563,500 +106.38%	$0 -100%
September Unit Sales	21 +40%	10 +100%	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

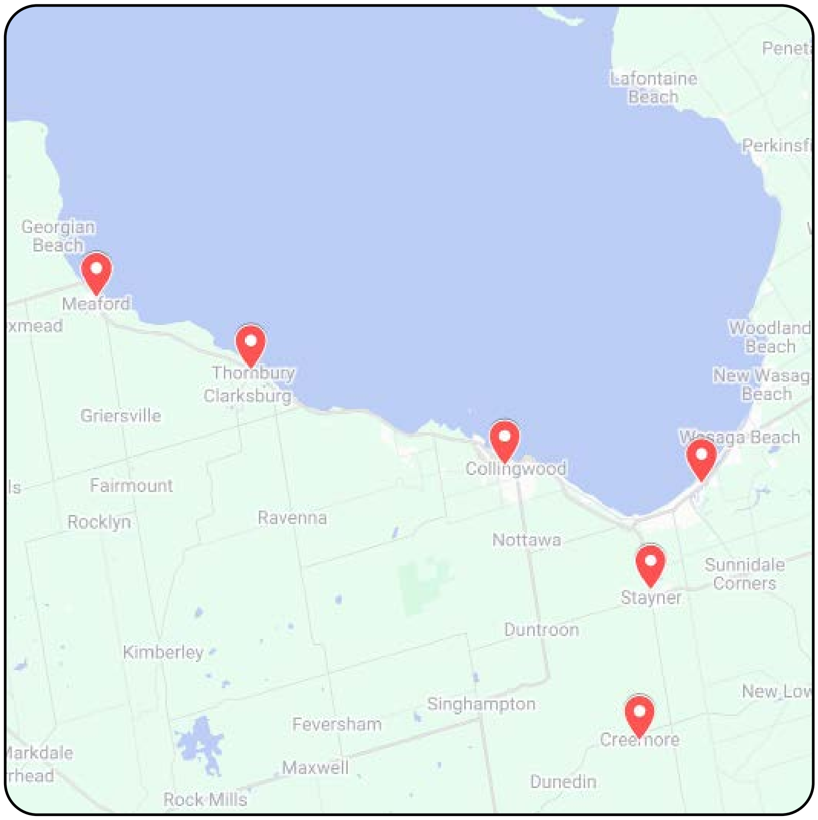
519-599-2136
27 Arthur St W, Thornbury

WASAGA BEACH

705-429-4800
1249 Mosley St, Wasaga Beach

STAYNER

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



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