

Collingwood Real Estate Agent, Sees Stability in the Market After a Rollercoaster Market

Collingwood real estate shows stability after volatility. Benchmark price up 0.15%, Condos up +4.65% and a balanced market with 7.3 months inventory.

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After months of market volatility, Collingwood's real estate landscape is showing signs of stabilization, creating balanced opportunities for both buyers and sellers in the popular Georgian Bay region. According to Jill Does, a local real estate agent in Collingwood

<https://www.myrealestateteam.net/collingwood/real-estate-agents-on/> , we are finally seeing some stability after a turbulent period. The latest market data, Collingwood's benchmark price

reached \$681,500 in July, representing a modest 0.15% increase from the previous month. This measured growth signals a return to more predictable market conditions after the dramatic swings that characterized the real estate sector over the past two years. The condominium market emerged as a standout performer, with benchmark prices climbing 4.65% to \$552,900, while detached homes maintained an average price of \$835,844. Townhomes showed steady growth with a benchmark of \$538,000, up 0.91% from June.

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It's good to see an even playing field for both buyers and sellers after a turbulent real estate market that was difficult for both," said Jill Does, a Collingwood real estate agent with Royal LePage."

Jill Does

Market Conditions Favor Strategic Participants

Current market indicators reveal a balanced environment with 7.3 months of inventory available and properties spending a median of 41 days on market. This represents a significant shift from the extreme seller's market conditions that dominated the region in recent years.

Key Market Metrics:



Houses: Average sale price of \$835,844 with 175 active listings and 5.3 months of inventory
Condos: Strong performance with average sale price of \$609,767, featuring the lowest inventory at 6.1 months
Townhomes: Average sale price of \$510,000 with 325 active listings and 5.7 months of inventory
The waterfront segment continues to command premium pricing, though inventory levels have increased to 12.6 months. Inland properties show stronger sales velocity with 6.8 months of inventory and an average price of \$750,351.

Strategic Opportunities for Market Participants

For buyers, the current market presents an opportunity to enter with greater selection and negotiating power. The sales-to-new-listings ratio of 46.5% indicates a more buyer-friendly environment compared to the frenzied competition of previous years.

Sellers benefit from continued strong pricing, particularly in the condominium sector, but success increasingly depends on strategic positioning. Properties that achieve sale-to-list price ratios above 95% demonstrate the importance of accurate pricing and professional presentation.

Looking Forward

The stabilization comes at a time when interest rate conditions remain relatively steady, providing predictability for financing decisions. Market participants who approach transactions strategically—whether buying or selling—are finding success in this more balanced environment.

The shift represents a welcome change from the extreme market conditions that made real estate transactions challenging for both buyers and sellers. With inventory levels providing reasonable selection and pricing showing stability rather than volatility, the Collingwood market appears positioned for sustainable growth.

About:

My Real Estate Team was founded by Jill Does, a seasoned real estate professional. A [Collingwood real estate agent with Royal LePage](#) who began her career with Trinity Realty in 2007. Originally operating as Coldwell Banker with two office locations, the brokerage evolved into Royal LePage Trinity Realty Brokerage in 2010, expanding to four offices throughout the region.

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