

Cornerstone Association of REALTORS® - Simcoe and District Market MLS® Statistical Report

The statistics provided in this report are based on information from the ITSO MLS® System. Multiple MLS® Systems operate within Ontario, and while none can be guaranteed to include every property listed or sold within a given area, they effectively illustrate market trends.

MLS® home sales up for the fourth consecutive month but demand remains subdued

The number of homes sold in Simcoe & District via the MLS® System of the Cornerstone Association of REALTORS® (Cornerstone) totaled 90 units in April 2025. This was down sharply by 25.6% from April 2024.

Home sales were 18.5% below the five-year average and 15.4% below the 10-year average for the month of April.

On a year-to-date basis, home sales totaled 275 units over the first four months of the year. This was a decrease of 17.2% from the same period in 2024.

"Sales slowed compared to last April's total while new listings, though also down year over year, remained robust, outpacing sales by nearly 2.5 to 1. As a result, inventory climbed for the fourth consecutive month, hitting its highest monthly total since September 2024 and significantly surpassing typical seasonal levels," said Drew Hemsley, Cornerstone spokesperson for the Simcoe and District market area. "Despite this surge in listings, benchmark prices remained steady, virtually unchanged from last month and April 2024. With market conditions increasingly favouring buyers, now is the perfect time to connect with your local REALTOR® to help navigate the current opportunities."

The MLS® Home Price Index (HPI) tracks price trends far more accurately than is possible using average or median price measures. The overall MLS® HPI composite benchmark price was \$563,900 in April 2025, a slight reduction of 0.1% compared to April 2024.

The benchmark price for single-family homes was \$564,500, unchanged on a year-over-year basis in April. By comparison, the benchmark price for townhouse/row units was \$512,700, a decline of 6.1% compared to a year earlier.

The average price of homes sold in April 2025 was \$617,955, a moderate decrease of 5.5% from April 2024.

Cornerstone Association of REALTORS® - Simcoe and District Market MLS® Statistical Report

The more comprehensive year-to-date average price was \$619,305, decreasing by 2.8% from the first four months of 2024.

The dollar value of all home sales in April 2025 was \$55.6 million, a sharp decrease of 29.7% from the same month in 2024.

The number of new listings fell by 11.6% from April 2024. There were 220 new residential listings in April 2025.

New listings were 8.6% above the five-year average and 29.7% above the 10-year average for the month of April.

Active residential listings numbered 490 units on the market at the end of April, an increase of 14.2% from the end of April 2024. Active listings haven't been this high in the month of April in a decade.

Active listings were 66.8% above the five-year average and 77.9% above the 10-year average for the month of April.

Months of inventory numbered 5.4 at the end of April 2025, up from the 3.5 months recorded at the end of April 2024 and above the long-run average of 2.8 months for this time of year. The number of months of inventory is the number of months it would take to sell current inventories at the current rate of sales activity.

Cornerstone Association of REALTORS® is a brand-new, novel association formed on July 1, 2024. Representing REALTORS® serving in the markets of Mississauga, Burlington, Hamilton, Waterloo Region, Niagara North, Haldimand County, Norfolk County and surrounding areas, it is Ontario's second-largest real estate board comprised of nearly 9,000 REALTORS®.

The trademarks REALTOR®, REALTORS®, and the REALTOR® logo are controlled by The Canadian Real Estate Association (CREA) and identify real estate professionals who are members of CREA. The trademarks MLS®, Multiple Listing Service® and the associated logos are owned by The Canadian Real Estate Association and identify the quality of services provided by real estate professionals who are members of CREA. Used under license. More information at [cornerstone.inc](https://www.cornerstone.inc).

| Seasonally Adjusted ¹ | | Percentage change compared to | | | | | |
|----------------------------------|-----------|-------------------------------|---------------|--------------|---------------|---------------|--------------|
| | | 1 month ago | 2 months ago | 3 months ago | 4 months ago | 5 months ago | 6 months ago |
| | | March 2025 | February 2025 | January 2025 | December 2024 | November 2024 | October 2024 |
| Sales Activity | 68 | 23.6 | 0.0 | -10.5 | -29.9 | -8.1 | -23.6 |
| Average Price | \$625,074 | -0.1 | 2.6 | -4.4 | -0.5 | -6.6 | -1.3 |
| Dollar Volume* | \$42.5 | 23.5 | 2.6 | -14.4 | -30.3 | -14.2 | -24.6 |
| New Listings | 175 | -15.9 | 4.2 | 0.0 | 8.0 | 0.0 | 3.6 |
| Active Listings | 450 | -4.7 | 5.6 | 2.3 | 3.7 | 1.6 | 8.2 |

| Actual ² | | Percentage change compared to | | | | | |
|---------------------|-----------|-------------------------------|-------------|-------------|-------------|-------------|--------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | April 2024 | April 2023 | April 2022 | April 2020 | April 2018 | April 2015 |
| Sales Activity | 90 | -25.6 | -10.0 | -15.9 | 83.7 | -10.0 | -29.1 |
| Average Price | \$617,955 | -5.5 | -4.3 | -13.3 | 29.3 | 73.1 | 154.1 |
| Dollar Volume* | \$55.6 | -29.7 | -13.8 | -27.1 | 137.5 | 55.8 | 80.1 |
| New Listings | 220 | -11.6 | 26.4 | 20.9 | 205.6 | 65.4 | 6.3 |
| Active Listings | 490 | 14.2 | 61.2 | 271.2 | 112.1 | 133.3 | -6.1 |

| Year-to-date ³ | | Percentage change compared to | | | | | |
|---------------------------|-----------|-------------------------------|----------------|----------------|----------------|----------------|----------------|
| | | 1 year ago | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
| | | April 2024 YTD | April 2023 YTD | April 2022 YTD | April 2020 YTD | April 2018 YTD | April 2015 YTD |
| Sales Activity | 275 | -17.2 | -10.4 | -34.2 | 5.0 | -2.1 | -14.1 |
| Average Price | \$619,305 | -2.8 | -4.0 | -16.6 | 38.7 | 70.4 | 156.7 |
| Dollar Volume* | \$170.3 | -19.5 | -14.0 | -45.1 | 45.6 | 66.8 | 120.6 |
| New Listings | 750 | 2.7 | 21.8 | 31.3 | 68.9 | 83.8 | 17.0 |
| Active Listings** | 424 | 18.8 | 46.7 | 356.2 | 98.5 | 135.0 | -7.1 |

| Market Balance ⁴ | | Compared to | | | | | |
|-----------------------------|------|-------------|--------------|--------------|------------|-------------|-------------|
| | | 1 month ago | 3 months ago | 6 months ago | 1 year ago | 2 years ago | 5 years ago |
| | | March 2025 | January 2025 | October 2024 | April 2024 | April 2023 | April 2020 |
| Sales to New Listings Ratio | 38.9 | 26.4 | 43.4 | 52.7 | 45.7 | 51.3 | 85.7 |
| Months of Inventory | 6.6 | 8.6 | 5.8 | 4.7 | 4.2 | 3.9 | 6.1 |

¹ Seasonal adjustment removes normal seasonal variations, enabling analysis of monthly changes and fundamental trends in the data.

² Actual (not seasonally adjusted) data as processed through the MLS® System of the Cornerstone Association of REALTORS® - Simcoe and District M.

³ Sum of actual data from January to present month of any given year.

⁴ Seasonally adjusted; sales to new listings ratio=sales/new listings*100; months of inventory=active listings at the end of the month/sales for the month.

* In millions of dollars.

** The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

Housing Market Update for April 2025*

*Based on residential data from the Cornerstone Association of REALTORS® - Simcoe and District Market MLS® System.

All percentage changes are year-over-year comparisons.



Home sales down 25.6%

Home sales numbered 90 units in April 2025, down 25.6% compared to the 121 units sold in April 2024.



Market balance

At the end of April 2025, the market was balanced but tilted in favour of buyers.



New listings down 11.6%

There were 220 new listings added in April 2025, down 11.6% compared to the 249 listings added in April 2024.



Benchmark price unchanged

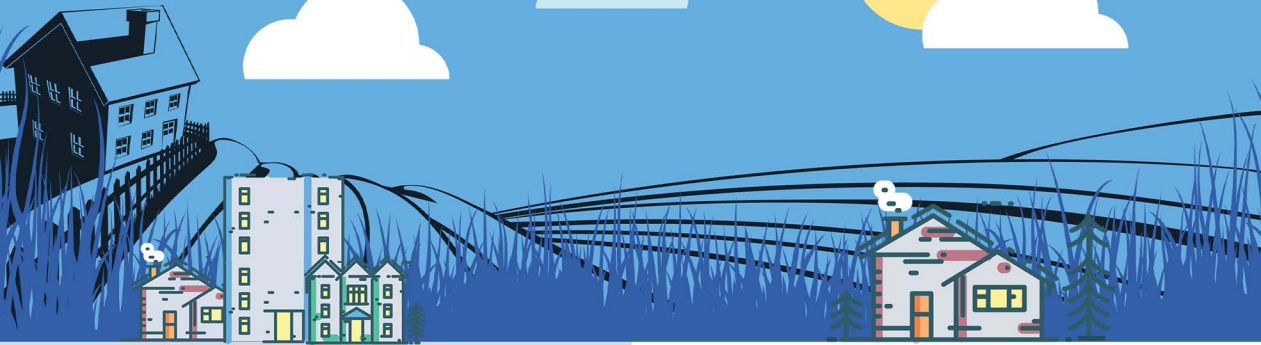
The benchmark price was \$563,900 in April 2025, unchanged compared to the same month last year.

Cornerstone Association of REALTORS® - Simcoe & District

Housing Market Update by Property Type for April 2025*

*Based on residential MLS® System data from Cornerstone Association of REALTORS® - Simcoe & District jurisdictional boundaries.

All percentage changes are year-over-year comparisons.



SINGLE FAMILY

Units Sold

78

-22.0%



Benchmark Price

\$564,500

0.0%



TOWNHOUSE

Units Sold

3

-72.7%



Benchmark Price

\$512,700

-6.1%

