

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

MLS® home sales align with historical average for January

The number of homes sold in Simcoe & District via the MLS® System of the Cornerstone Association of REALTORS® (Cornerstone) totaled 57 units in January 2025. This was a small reduction of 1.7% (one sale) from January 2024.

Home sales were 2.4% below the five-year average and 2.6% below the 10-year average for the month of January.

"MLS® home sales slipped from their January 2024 total but still tallied right around what we would expect in a typical January. The real headline? New listings doubled from December totals, injecting fresh supply. By month's end, available inventory sat well above the long-term averages, yet market conditions remained balanced, favouring neither buyers nor sellers," said Drew Hemsley, Cornerstone spokesperson for the Simcoe and District market area. "The MLS® HPI Composite Benchmark Price was down year over year, with all major categories falling since last January. Until recently it looked like there was very little that could get in the way of a robust spring market in 2025. Now with a looming trade war with our neighbour to the south all bets are off as the fallout could be severe, dampening confidence and potentially putting home buying decisions on ice."

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 \$541,100 in January 2025, a minor decrease of 1.9% compared to January 2024.

The benchmark price for single-family homes was \$541,300, a small reduction of 1.9% on a year-over-year basis in January. By comparison, the benchmark price for townhouse/row units was \$520,200, falling by 2.2% compared to a year earlier.

The average price of homes sold in January 2025 was \$646,899, a gain of 6.3% from January 2024.

The dollar value of all home sales in January 2025 was \$36.9 million, an increase of 4.5% from the same month in 2024.

The number of new listings saw a slight gain of 0.7% (one listing) from January 2024. There were 153 new residential listings in January 2025. This was the largest number of new listings added in the month of January in more than a decade.

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New listings were 29.4% above the five-year average and 47.4% above the 10-year average for the month of January.

Active residential listings numbered 378 units on the market at the end of January, increasing by 15.2% from the end of January 2024. Active listings haven't been this high in the month of January in a decade.

Active listings were 69.1% above the five-year average and 68.4% above the 10-year average for the month of January.

Months of inventory numbered 6.6 at the end of January 2025, up from the 5.7 months recorded at the end of January 2024 and above the long-run average of 3.9 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®.

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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
		December 2024	November 2024	October 2024	September 2024	August 2024	July 2024
Sales Activity	85	-13.3	10.4	-5.6	4.9	11.8	4.9
Average Price	\$621,223	0.8	-8.4	-2.9	-8.7	-1.7	-3.0
Dollar Volume*	\$52.8	-12.5	1.1	-8.3	-4.1	9.9	1.8
New Listings	172	0.6	-6.5	-3.4	-6.5	-9.5	0.0
Active Listings	465	1.3	0.0	7.4	1.8	2.0	3.6

Actual ²		Percentage change compared to					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		January 2024	January 2023	January 2022	January 2020	January 2018	January 2015
Sales Activity	57	-1.7	1.8	-12.3	0.0	21.3	29.5
Average Price	\$646,899	6.3	1.8	-9.2	43.4	66.3	193.9
Dollar Volume*	\$36.9	4.5	3.7	-20.4	43.4	101.7	280.7
New Listings	153	0.7	10.1	73.9	45.7	98.7	26.4
Active Listings	378	15.2	38.0	472.7	95.9	134.8	-7.6

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
		January 2024 YTD	January 2023 YTD	January 2022 YTD	January 2020 YTD	January 2018 YTD	January 2015 YTD
Sales Activity	57	-1.7	1.8	-12.3	0.0	21.3	29.5
Average Price	\$646,899	6.3	1.8	-9.2	43.4	66.3	193.9
Dollar Volume*	\$36.9	4.5	3.7	-20.4	43.4	101.7	280.7
New Listings	153	0.7	10.1	73.9	45.7	98.7	26.4
Active Listings**	378	15.2	38.0	472.7	95.9	134.8	-7.6

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		December 2024	October 2024	July 2024	January 2024	January 2023	January 2020
Sales to New Listings Ratio	49.4	57.3	50.6	47.1	49.1	49.4	62.9
Months of Inventory	5.5	4.7	4.8	5.5	4.7	4.1	2.8

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 January 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 1.7%

Home sales numbered 57 units in January 2025, down 1.7% compared to the 58 units sold in January 2024.



Market balance

At the end of January 2025, the market was well balanced, favouring neither buyers nor sellers.



New listings unchanged

There were 153 new listings added in January 2025, unchanged from the same month last year.



Benchmark price down 1.9%

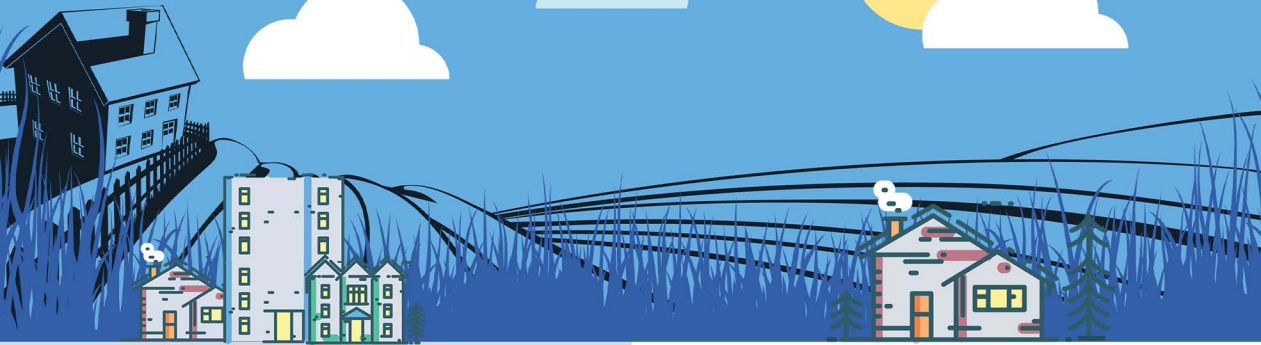
The benchmark price was \$541,100 in January 2025, down 1.9% from \$551,400 in January 2024.

Cornerstone Association of REALTORS® - Simcoe & District

Housing Market Update by Property Type for January 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

48

-7.7%



Benchmark Price

\$541,300

-1.9%



TOWNHOUSE

Units Sold

5

25.0%



Benchmark Price

\$520,200

-2.2%

