

# **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 remain steady in July**

The number of homes sold in Simcoe & District via the MLS® System of the Cornerstone Association of REALTORS® (Cornerstone) totaled 103 units in July 2025. This was up modestly by 3% (three sales) from July 2024.

Home sales were 5.1% above the five-year average and 9.8% below the 10-year average for the month of July.

On a year-to-date basis, home sales totaled 591 units over the first seven months of the year. This was a decrease of 4.5% from the same period in 2024.

"The number of MLS® listed homes sold in July pushed back above the 100 mark, slightly higher than the five-year average and a positive sign of steady demand. Like many markets across Southern Ontario, new listings saw a notable year-over-year jump, with July's total coming in well above the seasonal norm," said Drew Hemsley, Cornerstone spokesperson for the Simcoe and District market area. "Overall inventory held steady from June and continues to trend higher than what's typical for this time of year, giving buyers more choice and flexibility. While the MLS® HPI composite benchmark price dipped slightly from July 2024, it remains up compared to the end of last year. Market conditions continue to lean in favour of buyers as they have through most of 2025."

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 \$550,000 in July 2025, falling by 3.2% compared to July 2024.

The benchmark price for single-family homes was \$550,400, a modest decline of 3.2% on a year-over-year basis in July. By comparison, the benchmark price for townhouse/row units was \$518,600, down by 6.1% compared to a year earlier.

The average price of homes sold in July 2025 was \$621,772, a small reduction of 2.3% from July 2024.

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The more comprehensive year-to-date average price was \$627,365, decreasing by 1.7% from the first seven months of 2024.

The dollar value of all home sales in July 2025 was \$64 million, up only 0.6% from the same month in 2024.

The number of new listings was up by 23.4% from July 2024. There were 248 new residential listings in July 2025. This was also the largest number of new listings added in the month of July in history.

New listings were 26% above the five-year average and 43% above the 10-year average for the month of July.

Active residential listings numbered 592 units on the market at the end of July, an increase of 10% from the end of July 2024. Active listings haven't been this high in the month of July in a decade.

Active listings were 49.6% above the five-year average and 75.2% above the 10-year average for the month of July.

Months of inventory numbered 5.7 at the end of July 2025, up from the 5.4 months recorded at the end of July 2024 and above the long-run average of 3.3 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 was formed on July 1, 2024, to better serve and represent REALTORS® in the markets of Mississauga, Burlington, Hamilton, Waterloo Region, Niagara North, Haldimand County, Norfolk County, and surrounding areas. With over 8,000 members, Cornerstone is Ontario's second-largest REALTOR® association. Our mission is to lead with purpose, advocate boldly and create positive change for the success of our members. Cornerstone's vision is to redefine the future of real estate through innovation and collaboration. More information at [cornerstone.inc](https://www.cornerstone.inc).

| Seasonally Adjusted <sup>1</sup> |           | Percentage change compared to |              |              |              |               |              |
|----------------------------------|-----------|-------------------------------|--------------|--------------|--------------|---------------|--------------|
|                                  |           | 1 month ago                   | 2 months ago | 3 months ago | 4 months ago | 5 months ago  | 6 months ago |
|                                  |           | June 2025                     | May 2025     | April 2025   | March 2025   | February 2025 | January 2025 |
| Sales Activity                   | 80        | 15.9                          | 2.6          | 14.3         | 50.9         | 11.1          | 3.9          |
| Average Price                    | \$625,741 | 1.1                           | -3.2         | 0.5          | 1.5          | 1.8           | -2.8         |
| Dollar Volume*                   | \$50.1    | 17.2                          | -0.7         | 14.9         | 53.2         | 13.1          | 0.9          |
| New Listings                     | 204       | 4.1                           | -6.4         | 10.3         | -3.8         | 17.2          | 12.7         |
| Active Listings                  | 470       | -1.1                          | -0.4         | 0.9          | -2.9         | 8.3           | 4.4          |

| Actual <sup>2</sup> |           | Percentage change compared to |             |             |             |             |              |
|---------------------|-----------|-------------------------------|-------------|-------------|-------------|-------------|--------------|
|                     |           | 1 year ago                    | 2 years ago | 3 years ago | 5 years ago | 7 years ago | 10 years ago |
|                     |           | July 2024                     | July 2023   | July 2022   | July 2020   | July 2018   | July 2015    |
| Sales Activity      | 103       | 3.0                           | 5.1         | 63.5        | -49.3       | -4.6        | -16.3        |
| Average Price       | \$621,772 | -2.3                          | 0.5         | -9.3        | 24.1        | 69.9        | 142.8        |
| Dollar Volume*      | \$64.0    | 0.6                           | 5.6         | 48.2        | -37.0       | 62.0        | 103.3        |
| New Listings        | 248       | 23.4                          | 27.2        | 42.5        | 53.1        | 61.0        | 51.2         |
| Active Listings     | 592       | 10.0                          | 70.6        | 69.6        | 221.7       | 112.9       | -3.0         |

| Year-to-date <sup>3</sup> |           | Percentage change compared to |               |               |               |               |               |
|---------------------------|-----------|-------------------------------|---------------|---------------|---------------|---------------|---------------|
|                           |           | 1 year ago                    | 2 years ago   | 3 years ago   | 5 years ago   | 7 years ago   | 10 years ago  |
|                           |           | July 2024 YTD                 | July 2023 YTD | July 2022 YTD | July 2020 YTD | July 2018 YTD | July 2015 YTD |
| Sales Activity            | 591       | -4.5                          | -6.3          | -12.4         | -11.0         | -5.9          | -14.1         |
| Average Price             | \$627,365 | -1.7                          | -1.6          | -15.2         | 32.9          | 71.6          | 152.6         |
| Dollar Volume*            | \$370.8   | -6.1                          | -7.8          | -25.8         | 18.3          | 61.5          | 117.0         |
| New Listings              | 1,573     | 9.8                           | 25.0          | 27.0          | 69.0          | 69.5          | 27.0          |
| Active Listings**         | 497       | 17.3                          | 61.0          | 176.0         | 126.6         | 129.0         | -5.4          |

| Market Balance <sup>4</sup> |      | Compared to |              |              |            |             |             |
|-----------------------------|------|-------------|--------------|--------------|------------|-------------|-------------|
|                             |      | 1 month ago | 3 months ago | 6 months ago | 1 year ago | 2 years ago | 5 years ago |
|                             |      | June 2025   | April 2025   | January 2025 | July 2024  | July 2023   | July 2020   |
| Sales to New Listings Ratio | 39.2 | 35.2        | 37.8         | 42.5         | 48.2       | 46.7        | 127.1       |
| Months of Inventory         | 5.9  | 6.9         | 6.7          | 5.8          | 5.4        | 3.5         | 0.9         |

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

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

<sup>3</sup> Sum of actual data from January to present month of any given year.

<sup>4</sup> 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 July 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 up 3.0%

Home sales numbered 103 units in July 2025, up 3.0% compared to the 100 units sold in July 2024.



### Market balance

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



### New listings up 23.4%

There were 248 new listings added in July 2025, up 23.4% compared to the 201 listings added in July 2024.



### Benchmark price down 3.2%

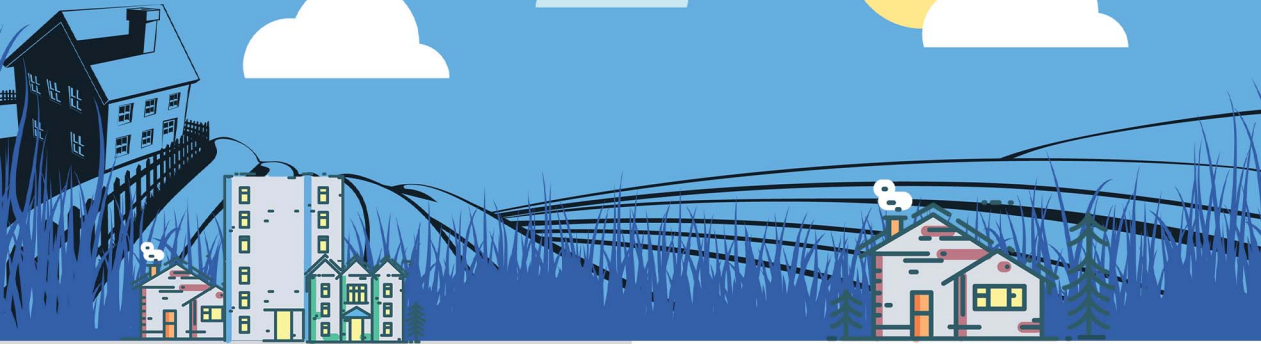
The benchmark price was \$550,000 in July 2025, down 3.2% from \$568,400 in July 2024.

# Cornerstone Association of REALTORS® - Simcoe & District

## Housing Market Update by Property Type for July 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

94

10.6%



Benchmark Price

\$550,400

-3.2%



### TOWNHOUSE

Units Sold

6

-50.0%



Benchmark Price

\$518,600

-6.1%

