

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 decline as tariff uncertainty strengthens, supply levels continue to rise

The number of homes sold in Simcoe & District via the MLS® System of the Cornerstone Association of REALTORS® (Cornerstone) totaled 70 units in March 2025. This was a sharp decrease of 21.3% from March 2024.

Home sales were 32.8% below the five-year average and 28.9% below the 10-year average for the month of March.

On a year-to-date basis, home sales totaled 187 units over the first three months of the year. This was down sharply by 11.4% from the same period in 2024.

"While home sales reached their lowest March level in over a decade, new listings soared to a new March record as sellers remain more motivated than ever to move their properties," said Drew Hemsley, Cornerstone spokesperson for the Simcoe and District market area. "Canada escaped additional tariffs under the most recent U.S. Administration announcements, with the focus remaining on steel, aluminum, and the recently implemented auto imports. This might reassure consumers who anticipated more severe actions, but lingering uncertainty in the market may prompt buyers to act cautiously."

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 \$560,500 in March 2025, essentially unchanged, up just 0.3% compared to March 2024.

The benchmark price for single-family homes was \$561,000, a slight gain of 0.3% on a year-over-year basis in March. By comparison, the benchmark price for townhouse/row units was \$515,400, falling by 4.6% compared to a year earlier.

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

The average price of homes sold in March 2025 was \$624,205, a decrease of 7.5% from March 2024.

The more comprehensive year-to-date average price was \$620,804, a small reduction of 1.1% from the first three months of 2024.

The dollar value of all home sales in March 2025 was \$43.7 million, a substantial decline of 27.2% from the same month in 2024.

The number of new listings saw a gain of 19.1% from March 2024. There were 231 new residential listings in March 2025. This was also the largest number of new listings added in the month of March in history.

New listings were 25.3% above the five-year average and 38.8% above the 10-year average for the month of March.

Active residential listings numbered 458 units on the market at the end of March, up by 26.5% from the end of March 2024. Active listings haven't been this high in the month of March in a decade.

Active listings were 76.6% above the five-year average and 80.7% above the 10-year average for the month of March.

Months of inventory numbered 6.5 at the end of March 2025, up from the 4.1 months recorded at the end of March 2024 and above the long-run average of 2.9 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® - Simcoe and District Market MLS® Statistical Report

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
		February 2025	January 2025	December 2024	November 2024	October 2024	September 2024
Sales Activity	56	-20.0	-26.3	-41.7	-24.3	-37.1	-29.1
Average Price	\$625,635	2.2	-6.0	1.1	-7.4	-0.9	-8.1
Dollar Volume*	\$35.0	-18.2	-30.7	-41.0	-29.9	-37.7	-34.8
New Listings	208	22.4	18.2	27.6	18.2	23.8	17.5
Active Listings	478	10.4	6.5	8.9	7.4	15.5	8.9

Actual ²		Percentage change compared to					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		March 2024	March 2023	March 2022	March 2020	March 2018	March 2015
Sales Activity	70	-21.3	-24.7	-52.1	-14.6	-13.6	-22.2
Average Price	\$624,205	-7.5	-4.5	-20.8	34.3	73.1	143.9
Dollar Volume*	\$43.7	-27.2	-28.2	-62.0	14.6	49.6	89.7
New Listings	231	19.1	39.2	33.5	56.1	86.3	24.2
Active Listings	458	26.5	49.7	397.8	94.9	137.3	-5.6

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
		March 2024 YTD	March 2023 YTD	March 2022 YTD	March 2020 YTD	March 2018 YTD	March 2015 YTD
Sales Activity	187	-11.4	-9.7	-39.9	-12.2	3.3	-3.1
Average Price	\$620,804	-1.1	-3.8	-17.5	41.3	69.1	158.7
Dollar Volume*	\$116.1	-12.3	-13.1	-50.4	24.1	74.7	150.6
New Listings	530	10.2	19.9	36.2	42.5	92.7	22.1
Active Listings**	400	20.0	40.7	400.0	92.3	134.4	-8.0

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		February 2025	December 2024	September 2024	March 2024	March 2023	March 2020
Sales to New Listings Ratio	26.9	41.2	58.9	44.6	42.8	54.5	56.7
Months of Inventory	8.5	6.2	4.6	5.6	5.0	4.3	3.5

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 March 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 21.3%

Home sales numbered 70 units in March 2025, down 21.3% compared to the 89 units sold in March 2024.



Market balance

At the end of March 2025, the market balance was in buyers market territory.



New listings up 19.1%

There were 231 new listings added in March 2025, up 19.1% compared to the 194 listings added in March 2024.



Benchmark price unchanged

The benchmark price was \$560,500 in March 2025, unchanged compared to the same month last year.

Cornerstone Association of REALTORS® - Simcoe & District

Housing Market Update by Property Type for March 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

59

-27.2%



Benchmark Price

\$561,000

0.3%



TOWNHOUSE

Units Sold

7

16.7%



Benchmark Price

\$515,400

-4.6%

