

Monthly Indicators

Norfolk County



January 2026

Canadian home sales declined 2.7% from the previous month, according to the Canadian Real Estate Association (CREA), with the drop linked to slowdowns in Montreal, Vancouver, Edmonton, and Calgary. Sales were down 4.5% year-over-year on a non-seasonally adjusted basis. Despite these declines, however, demand remains strong, and with interest rates holding steady, the spring market could be more active.

New Listings increased 2.5 percent for Single Family homes and 80.0 percent for Townhouse/Condo homes. Sales decreased 35.3 percent for Single Family homes and 42.9 percent for Townhouse/Condo homes. Inventory increased 11.2 percent for Single Family homes and 1.7 percent for Townhouse/Condo homes.

Median Sales Price decreased 14.3 percent to \$510,000 for Single Family homes and 25.0 percent to \$502,500 for Townhouse/Condo homes. Days on Market decreased 4.2 percent for Single Family homes, but increased 79.0 percent for Townhouse/Condo homes. Months Supply of Inventory increased 30.6 percent for Single Family homes and 28.3 percent for Townhouse/Condo homes.

Nationally, new listings fell 2% from the previous month, marking the fourth consecutive monthly decline, according to CREA. Heading into January, there were 133,495 properties listed for sale on Canadian MLS Systems, a 7.4% increase from the same period last year, representing a 4.5-month supply at the current sales pace. The National Composite MLS Home Price Index dipped 0.3% month-over-month, with most of the decline driven by markets in the Greater Golden Horseshoe region.

Quick Facts

- 36.2%

Change in
Sales
All Properties

- 15.0%

Change in
Median Sales Price
All Properties

+ 9.5%

Change in
Homes for Sale
All Properties

This is a research tool provided by ITSO, covering the Simcoe and District Real Estate Board service area. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse/Condo Market Overview	3
New Listings	4
Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Housing Affordability Index	10
ShowingTime Housing Value Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Residential Properties Market Overview	14



Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Norfolk County

Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		121	124	+ 2.5%	121	124	+ 2.5%
Sales		51	33	- 35.3%	51	33	- 35.3%
Days on Market Until Sale		72	69	- 4.2%	72	69	- 4.2%
Median Sales Price		\$595,000	\$510,000	- 14.3%	\$595,000	\$510,000	- 14.3%
Average Sales Price		\$661,421	\$608,703	- 8.0%	\$661,421	\$608,703	- 8.0%
Percent of List Price Received		97.7%	95.8%	- 1.9%	97.7%	95.8%	- 1.9%
Housing Affordability Index		69	86	+ 24.6%	69	86	+ 24.6%
Housing Value Index		143	154	+ 7.7%	—	—	—
Inventory of Homes for Sale		267	297	+ 11.2%	—	—	—
Months Supply of Inventory		3.6	4.7	+ 30.6%	—	—	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse, Condo and Semi-Detached properties only.



Norfolk County

Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		15	27	+ 80.0%	15	27	+ 80.0%
Sales		7	4	- 42.9%	7	4	- 42.9%
Days on Market Until Sale		62	111	+ 79.0%	62	111	+ 79.0%
Median Sales Price		\$670,000	\$502,500	- 25.0%	\$670,000	\$502,500	- 25.0%
Average Sales Price		\$653,625	\$487,500	- 25.4%	\$653,625	\$487,500	- 25.4%
Percent of List Price Received		97.3%	95.7%	- 1.6%	97.3%	95.7%	- 1.6%
Housing Affordability Index		61	87	+ 42.6%	61	87	+ 42.6%
Housing Value Index		138	125	- 9.4%	—	—	—
Inventory of Homes for Sale		60	61	+ 1.7%	—	—	—
Months Supply of Inventory		5.3	6.8	+ 28.3%	—	—	—

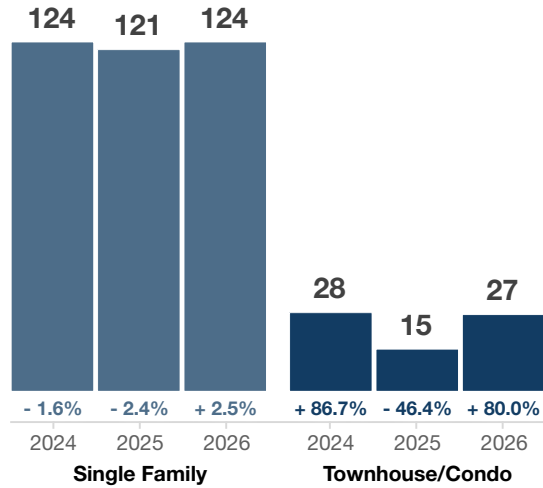
New Listings

A count of the properties that have been newly listed on the market in a given month.

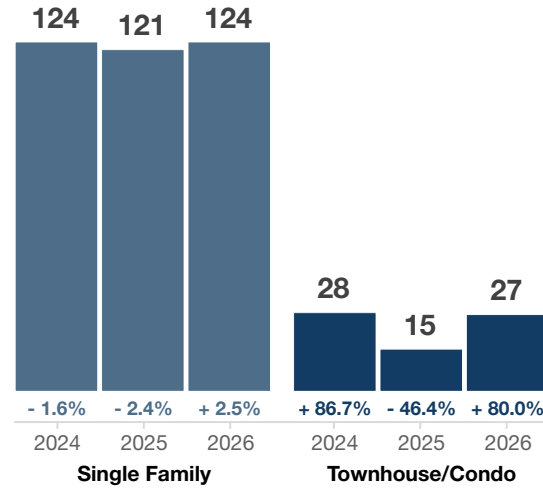


Norfolk County

January

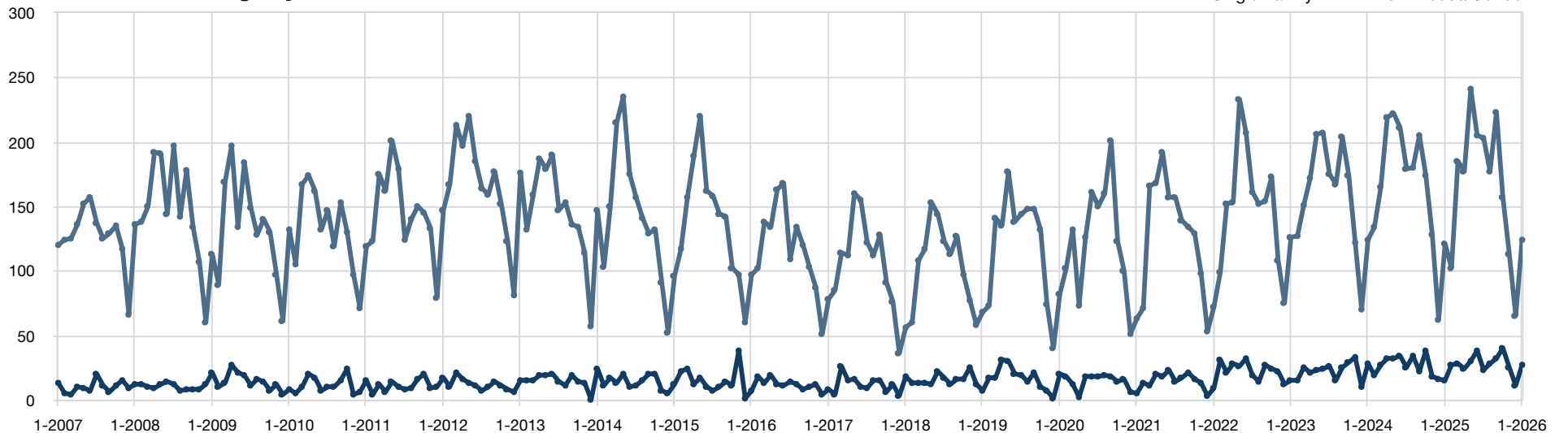


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	102	- 23.9%	27	+ 42.1%
Mar-2025	185	+ 12.1%	28	+ 3.7%
Apr-2025	177	- 19.2%	24	- 25.0%
May-2025	241	+ 8.6%	30	- 6.3%
Jun-2025	205	- 2.8%	38	+ 11.8%
Jul-2025	203	+ 13.4%	23	- 8.0%
Aug-2025	177	- 1.7%	28	- 17.6%
Sep-2025	223	+ 8.8%	32	+ 45.5%
Oct-2025	157	- 9.8%	40	+ 5.3%
Nov-2025	113	- 11.7%	25	+ 38.9%
Dec-2025	65	+ 4.8%	11	- 31.3%
Jan-2026	124	+ 2.5%	27	+ 80.0%
12-Month Avg	164	- 1.8%	28	+ 7.7%

Historical New Listings by Month



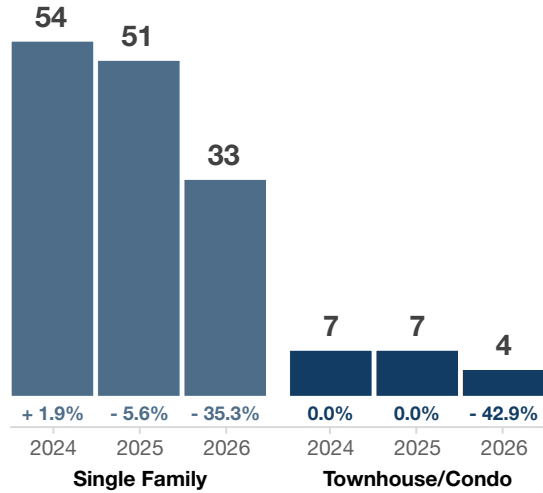
Sales

A count of the properties on which offers have been accepted in a given month.

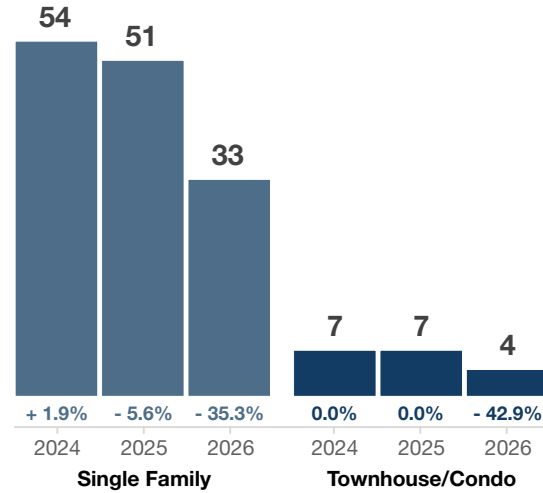


Norfolk County

January

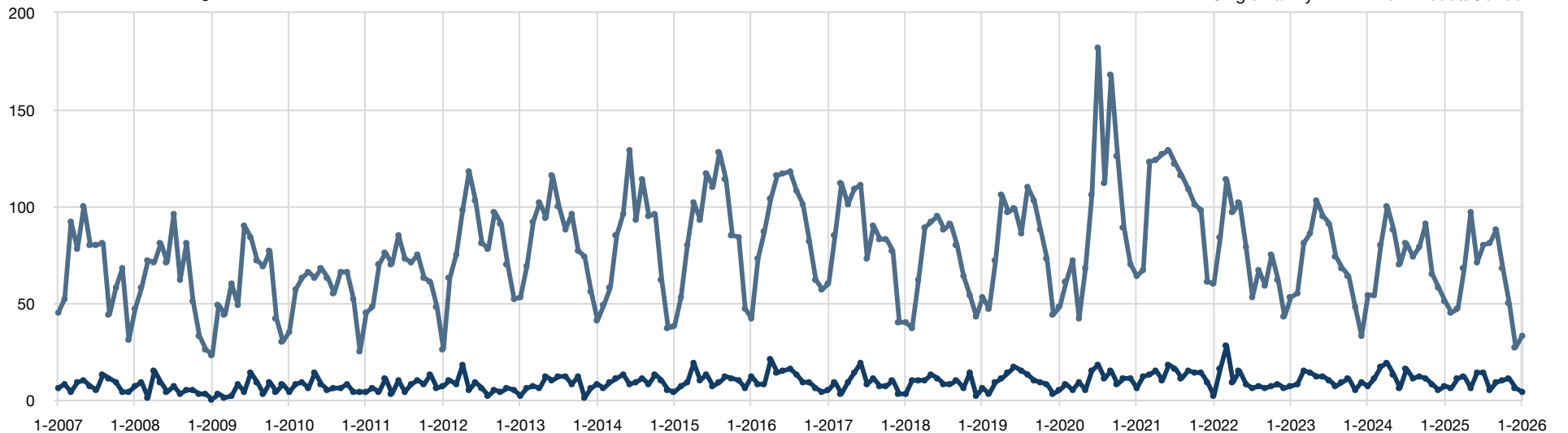


Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	45	- 16.7%	6	- 45.5%
Mar-2025	47	- 41.3%	11	- 35.3%
Apr-2025	68	- 32.0%	12	- 36.8%
May-2025	97	+ 10.2%	6	- 53.8%
Jun-2025	71	+ 1.4%	14	+ 133.3%
Jul-2025	80	- 1.2%	14	- 12.5%
Aug-2025	81	+ 9.5%	5	- 54.5%
Sep-2025	88	+ 11.4%	9	- 25.0%
Oct-2025	68	- 25.3%	10	- 9.1%
Nov-2025	50	- 23.1%	11	+ 37.5%
Dec-2025	27	- 53.4%	6	+ 20.0%
Jan-2026	33	- 35.3%	4	- 42.9%
12-Month Avg	63	- 14.9%	9	- 18.2%

Historical Sales by Month



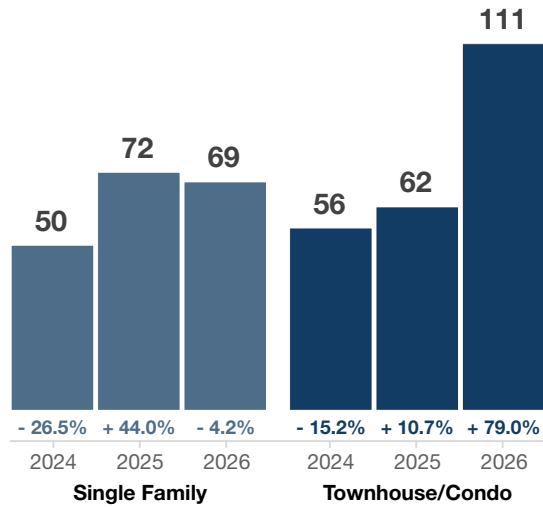
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

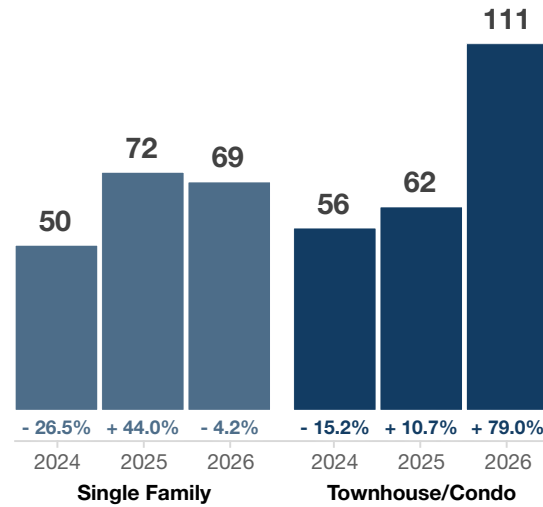


Norfolk County

January



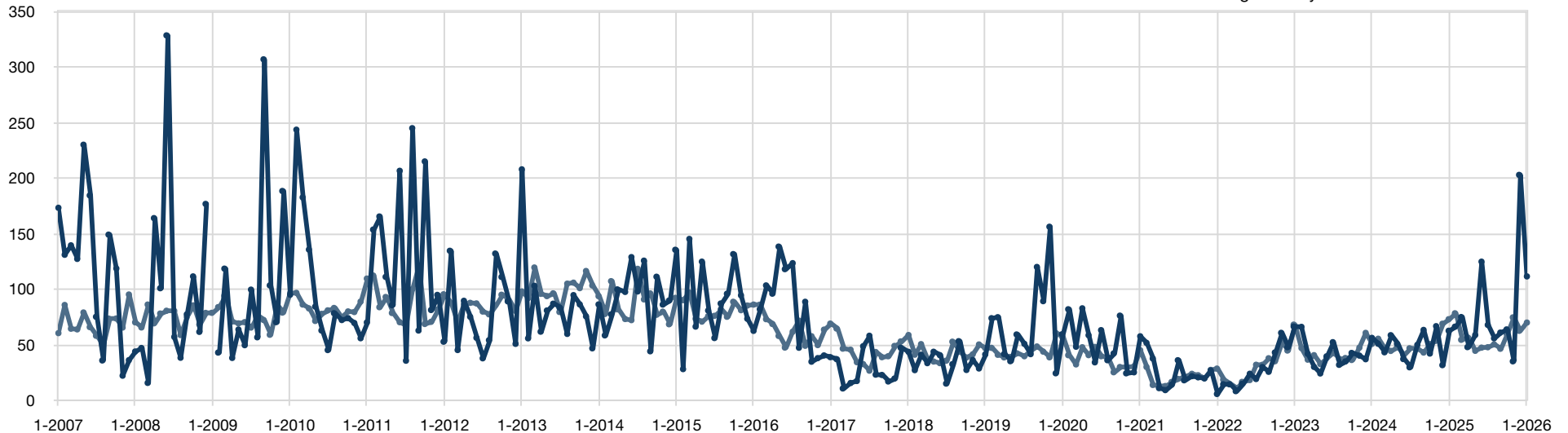
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	78	+ 41.8%	66	+ 32.0%
Mar-2025	54	+ 17.4%	74	+ 72.1%
Apr-2025	56	+ 27.3%	47	- 19.0%
May-2025	44	- 6.4%	58	+ 16.0%
Jun-2025	47	+ 17.5%	124	+ 235.1%
Jul-2025	47	+ 2.2%	67	+ 131.0%
Aug-2025	50	+ 8.7%	55	+ 12.2%
Sep-2025	46	+ 9.5%	60	- 4.8%
Oct-2025	59	+ 18.0%	63	+ 53.7%
Nov-2025	74	+ 39.6%	34	- 48.5%
Dec-2025	62	- 8.8%	203	+ 554.8%
Jan-2026	69	- 4.2%	111	+ 79.0%
12-Month Avg*	54	+ 9.6%	77	+ 58.7%

* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



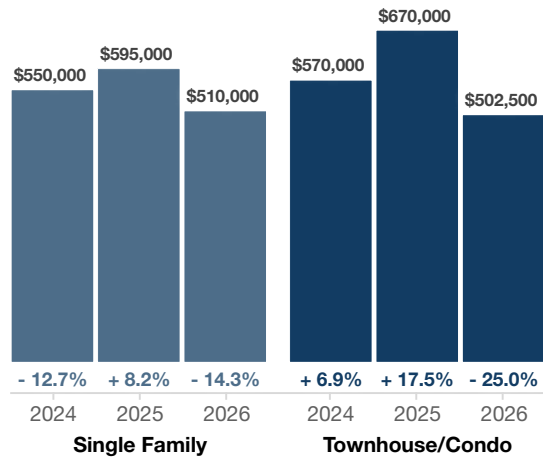
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

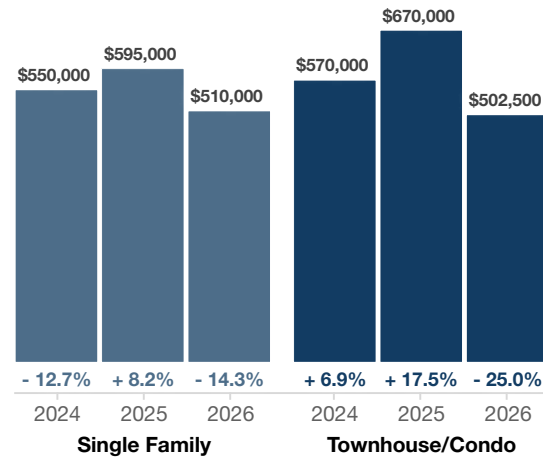


Norfolk County

January



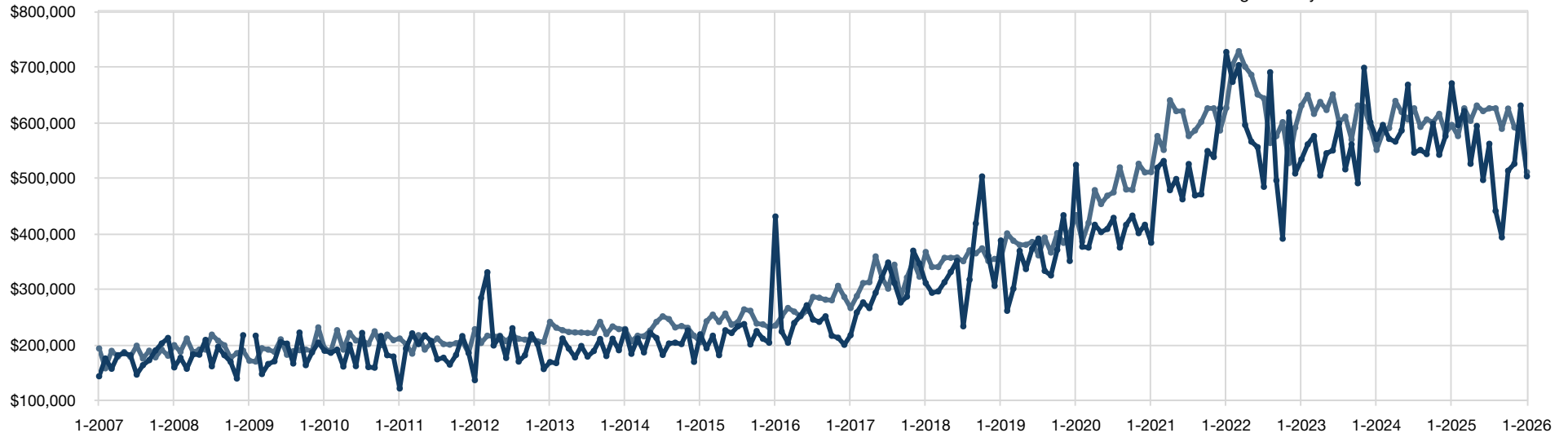
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$575,000	- 1.1%	\$594,750	- 0.0%
Mar-2025	\$625,000	+ 6.0%	\$620,000	+ 8.8%
Apr-2025	\$602,500	- 5.6%	\$525,000	- 7.1%
May-2025	\$630,000	+ 1.9%	\$593,188	+ 1.4%
Jun-2025	\$620,000	+ 2.5%	\$495,750	- 25.7%
Jul-2025	\$625,000	0.0%	\$561,000	+ 2.9%
Aug-2025	\$625,000	+ 5.7%	\$440,000	- 20.0%
Sep-2025	\$588,000	- 2.8%	\$392,500	- 27.6%
Oct-2025	\$624,500	+ 4.1%	\$512,500	- 14.2%
Nov-2025	\$590,750	- 3.9%	\$525,000	- 3.0%
Dec-2025	\$582,000	+ 0.3%	\$630,000	+ 9.6%
Jan-2026	\$510,000	- 14.3%	\$502,500	- 25.0%
12-Month Avg*	\$605,500	+ 0.9%	\$530,000	- 8.4%

* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Median Sales Price by Month



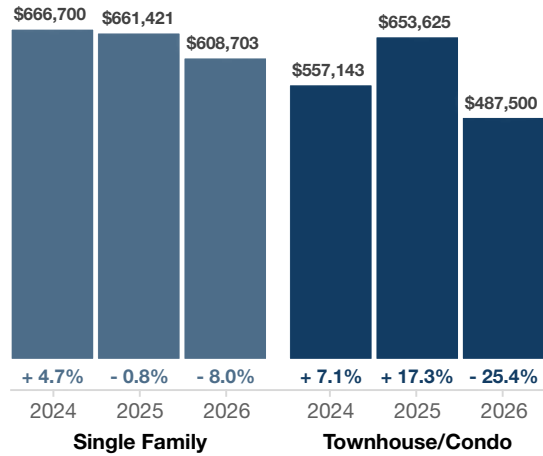
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

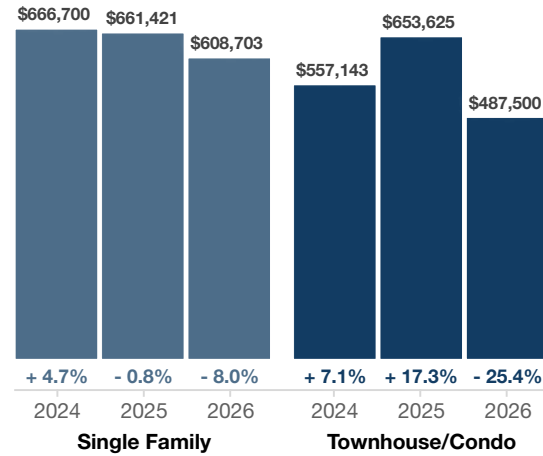


Norfolk County

January



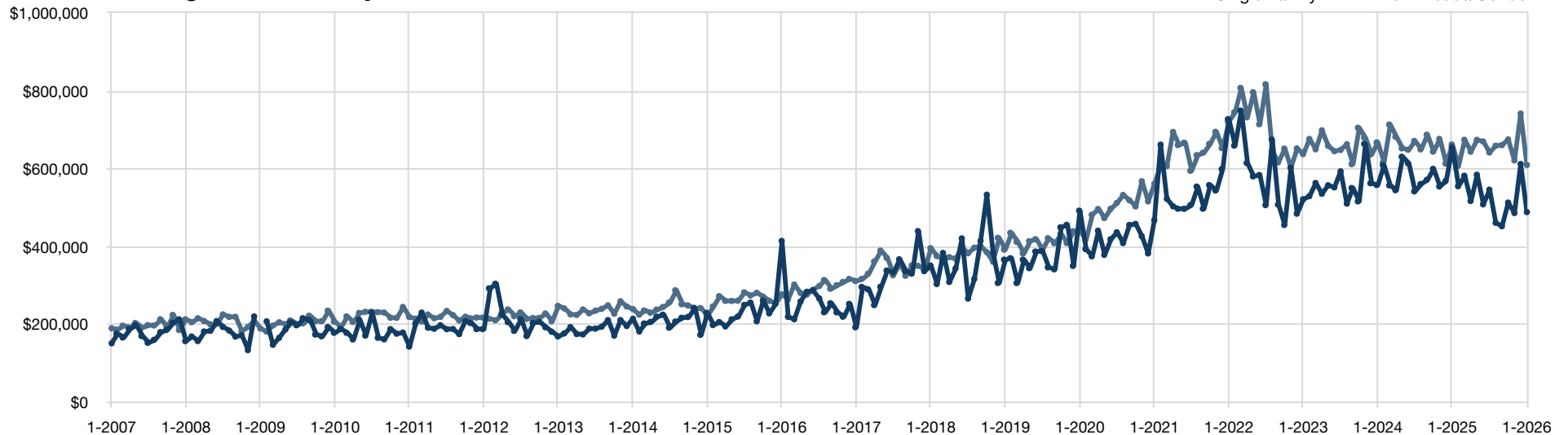
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	\$606,573	- 1.4%	\$554,083	- 8.9%
Mar-2025	\$673,556	- 5.5%	\$581,028	+ 4.4%
Apr-2025	\$642,852	- 5.6%	\$516,048	- 5.1%
May-2025	\$673,296	+ 3.4%	\$583,563	- 7.4%
Jun-2025	\$669,096	+ 3.3%	\$507,414	- 17.2%
Jul-2025	\$640,761	- 4.4%	\$545,116	+ 0.8%
Aug-2025	\$658,137	+ 1.4%	\$460,000	- 17.8%
Sep-2025	\$659,769	- 3.9%	\$451,056	- 20.9%
Oct-2025	\$674,491	+ 4.9%	\$511,890	- 14.5%
Nov-2025	\$620,306	- 8.2%	\$484,909	- 12.4%
Dec-2025	\$741,037	+ 21.0%	\$611,100	+ 7.7%
Jan-2026	\$608,703	- 8.0%	\$487,500	- 25.4%
12-Month Avg*	\$655,740	- 0.8%	\$523,835	- 9.2%

* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Average Sales Price by Month



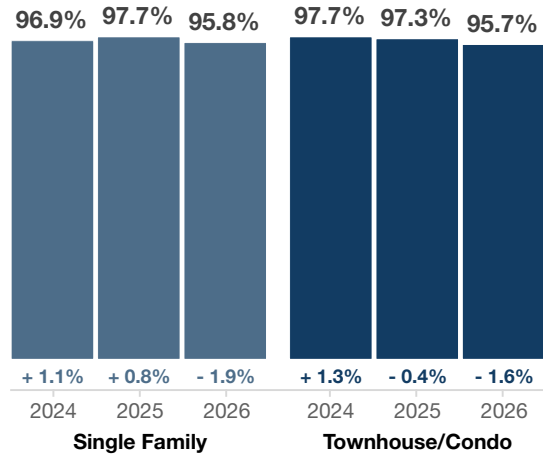
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

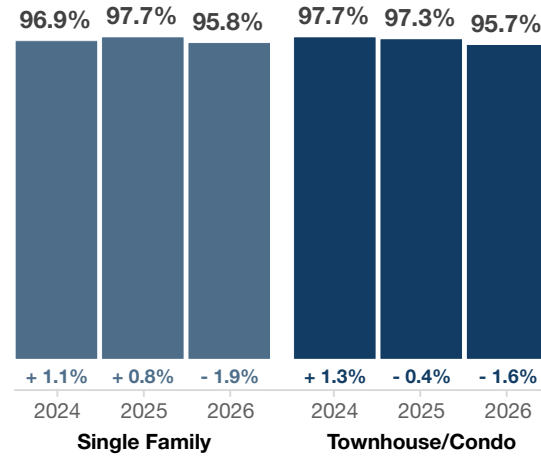


Norfolk County

January



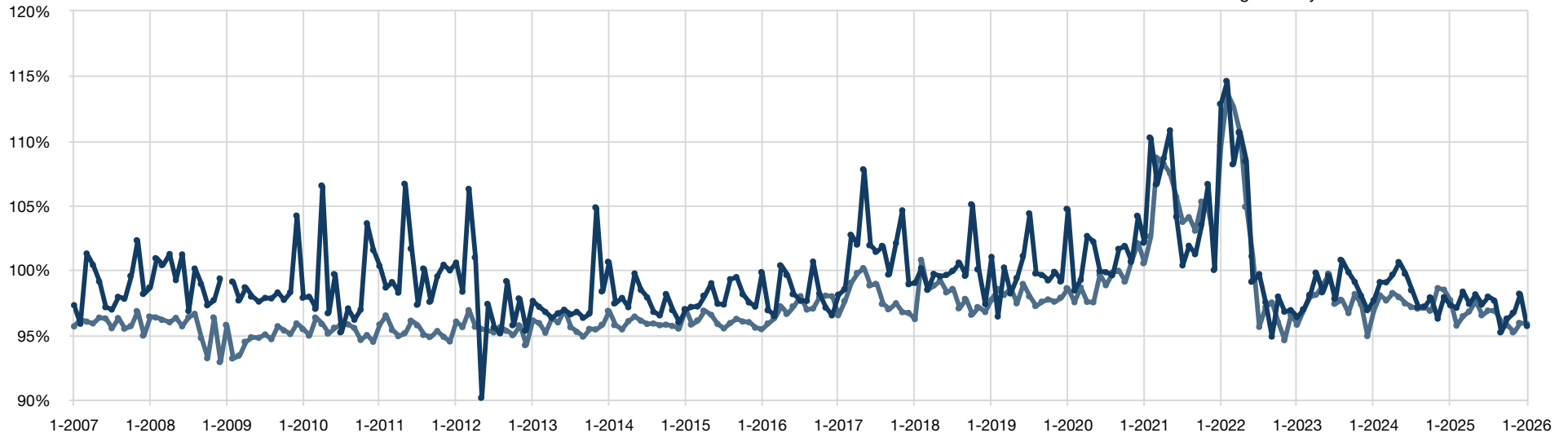
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	95.7%	-2.4%	97.1%	-2.0%
Mar-2025	96.4%	-1.3%	98.3%	-0.8%
Apr-2025	96.8%	-1.4%	97.4%	-2.2%
May-2025	97.6%	-0.3%	98.1%	-2.5%
Jun-2025	96.5%	-0.9%	97.3%	-2.4%
Jul-2025	96.9%	-0.2%	98.0%	-0.4%
Aug-2025	96.9%	-0.1%	97.6%	+0.5%
Sep-2025	96.0%	-1.1%	95.2%	-2.1%
Oct-2025	95.7%	-1.2%	96.3%	-1.6%
Nov-2025	95.2%	-3.4%	96.7%	+0.4%
Dec-2025	95.9%	-2.6%	98.2%	+0.3%
Jan-2026	95.8%	-1.9%	95.7%	-1.6%
12-Month Avg*	96.4%	-1.2%	97.2%	-1.3%

* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



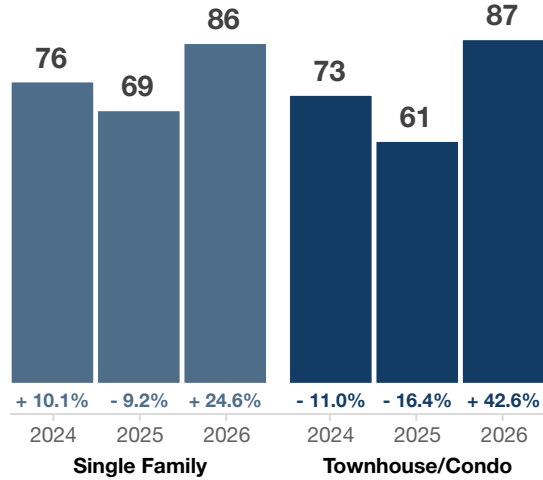
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

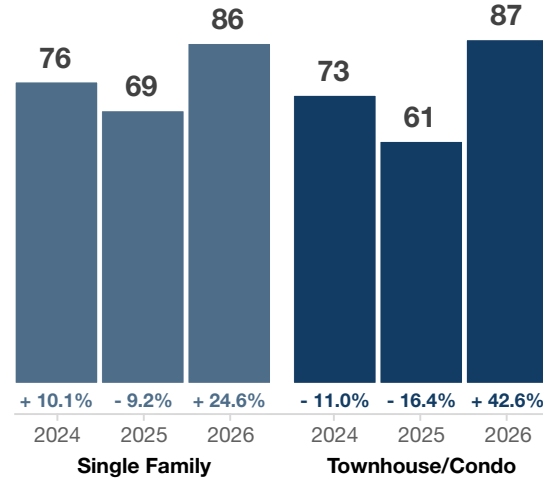


Norfolk County

January

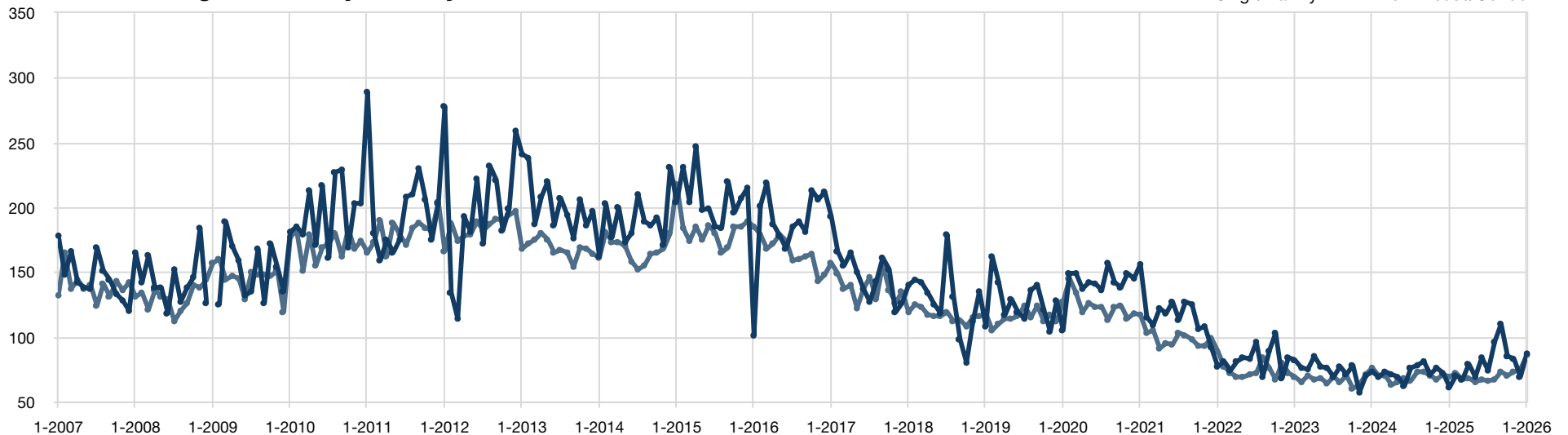


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	72	+ 2.9%	70	+ 1.4%
Mar-2025	67	- 4.3%	67	- 8.2%
Apr-2025	68	+ 7.9%	79	+ 11.3%
May-2025	65	0.0%	69	0.0%
Jun-2025	67	- 1.5%	84	+ 35.5%
Jul-2025	66	0.0%	74	- 2.6%
Aug-2025	67	- 8.2%	96	+ 23.1%
Sep-2025	73	0.0%	110	+ 35.8%
Oct-2025	70	0.0%	85	+ 19.7%
Nov-2025	73	+ 9.0%	83	+ 9.2%
Dec-2025	75	+ 5.6%	69	- 4.2%
Jan-2026	86	+ 24.6%	87	+ 42.6%
12-Month Avg	71	+ 2.9%	81	+ 12.5%

Historical Housing Affordability Index by Month



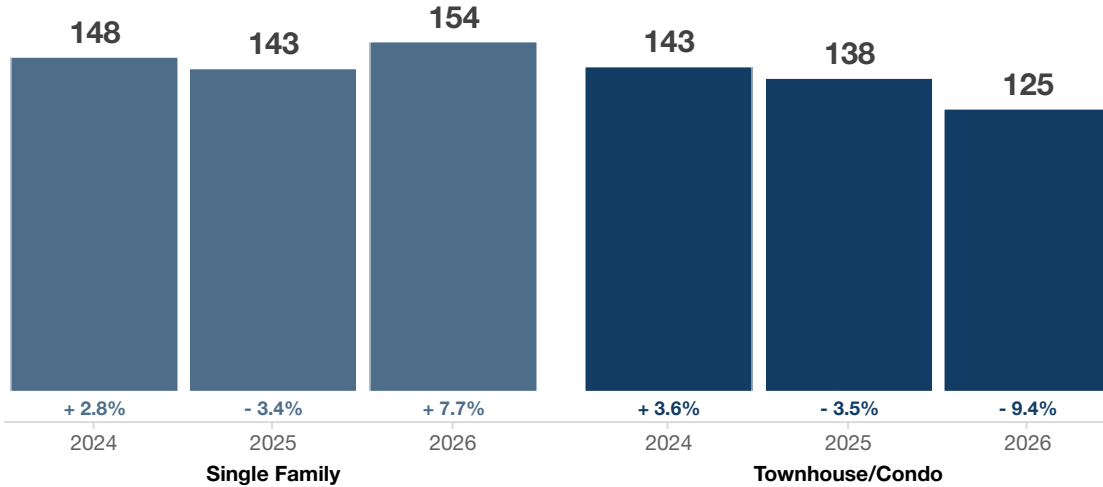
ShowingTime Housing Value Index

The value index employs a multi-variate, linear regression methodology to determine specific weights that adjust for both seasonality and segment bias to arrive at a real, constant-quality view of home values. The index is set to the median sales price in January 2008.



Norfolk County

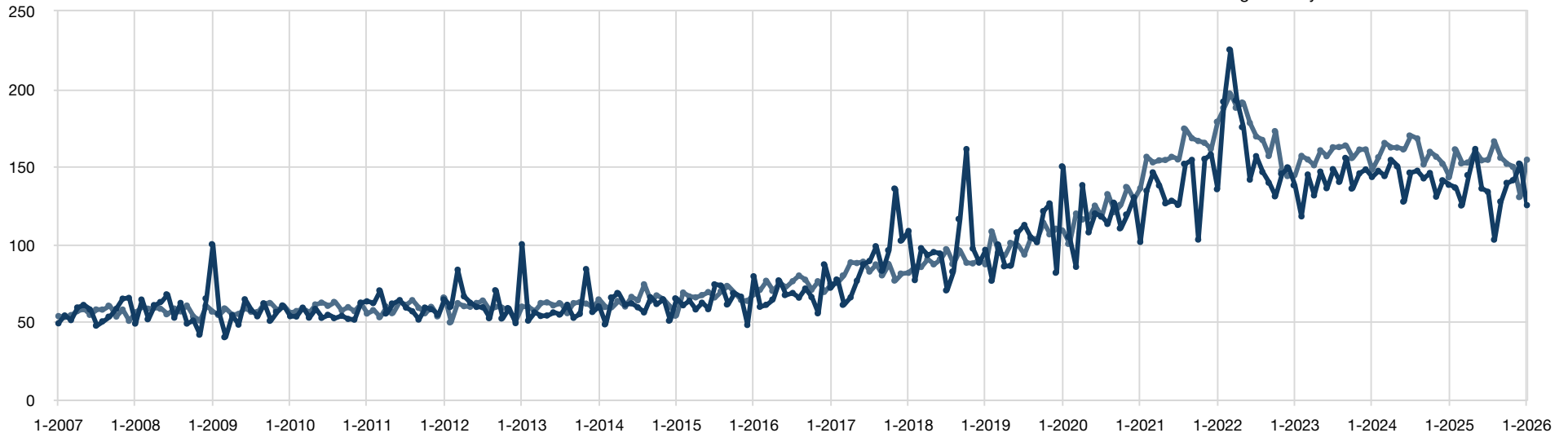
January



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	161	+ 3.2%	136	- 7.5%
Mar-2025	152	- 7.9%	125	- 13.2%
Apr-2025	153	- 5.6%	145	- 5.8%
May-2025	160	- 1.2%	161	+ 7.3%
Jun-2025	154	- 4.3%	136	+ 7.1%
Jul-2025	154	- 9.4%	134	- 8.2%
Aug-2025	166	- 1.2%	103	- 29.9%
Sep-2025	156	+ 3.3%	127	- 10.6%
Oct-2025	152	- 5.0%	139	- 4.8%
Nov-2025	150	- 3.8%	141	+ 7.6%
Dec-2025	130	- 14.5%	152	+ 7.8%
Jan-2026	154	+ 7.7%	125	- 9.4%
12-Month Avg*	—	—	—	—

* Housing Value Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical ShowingTime Housing Value Index by Month



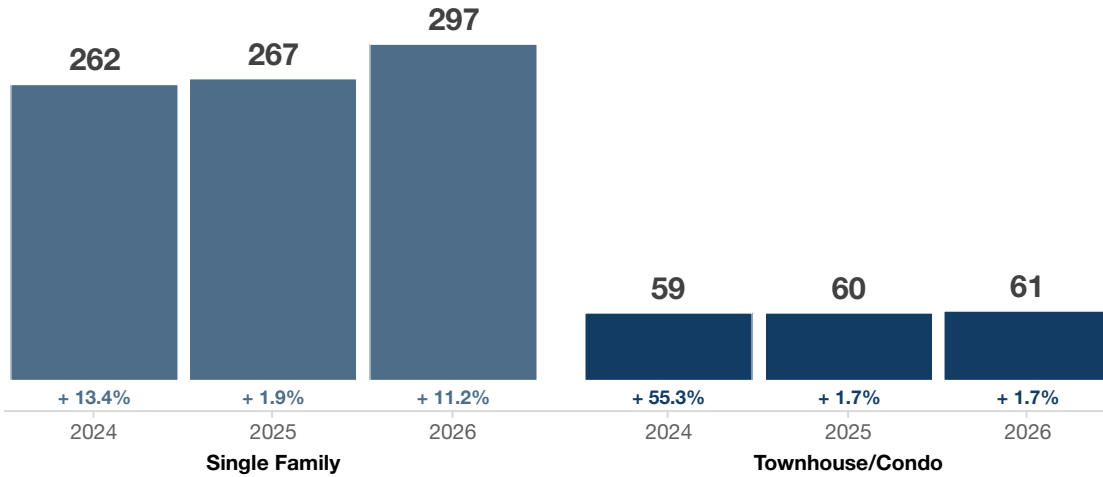
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



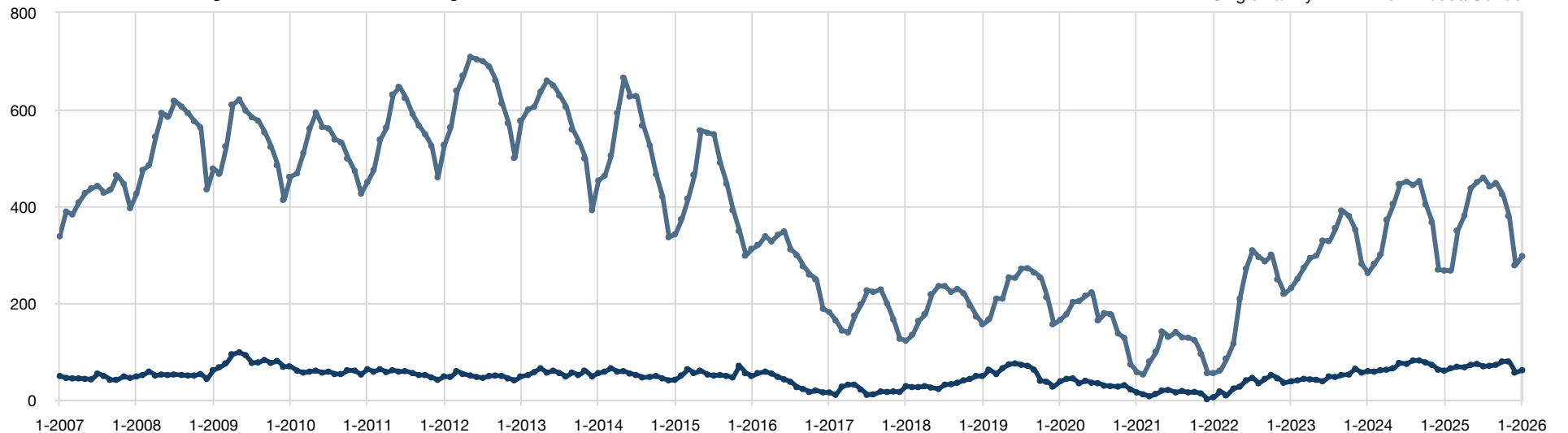
Norfolk County

January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	267	- 5.0%	65	+ 12.1%
Mar-2025	350	+ 16.7%	68	+ 11.5%
Apr-2025	381	+ 2.4%	67	+ 8.1%
May-2025	437	+ 7.9%	72	+ 10.8%
Jun-2025	450	+ 0.9%	74	- 2.6%
Jul-2025	459	+ 1.8%	69	- 6.8%
Aug-2025	441	- 0.7%	70	- 13.6%
Sep-2025	448	- 0.9%	72	- 11.1%
Oct-2025	425	+ 5.2%	79	+ 2.6%
Nov-2025	380	+ 3.5%	79	+ 9.7%
Dec-2025	278	+ 3.3%	56	- 9.7%
Jan-2026	297	+ 11.2%	61	+ 1.7%
12-Month Avg	384	+ 3.2%	69	0.0%

Historical Inventory of Homes for Sale by Month



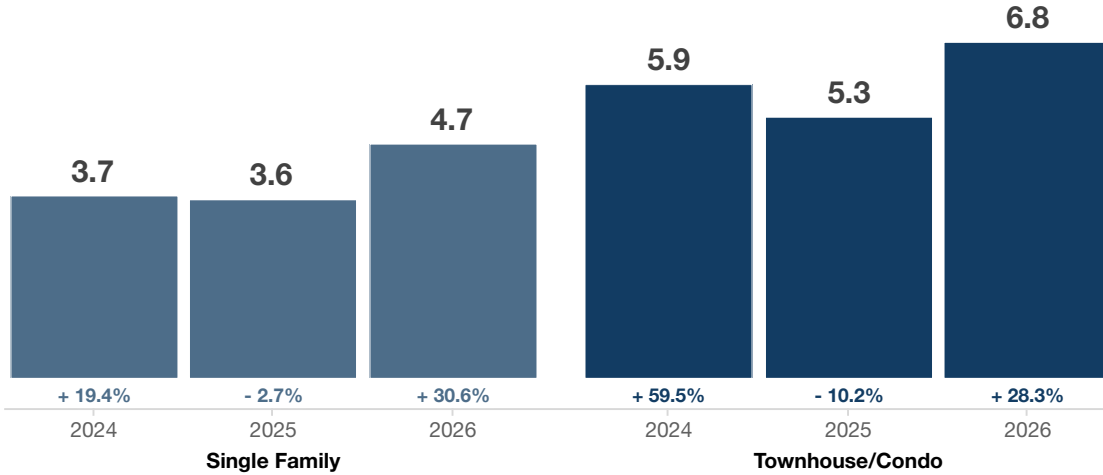
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly closed sales from the last 12 months.



Norfolk County

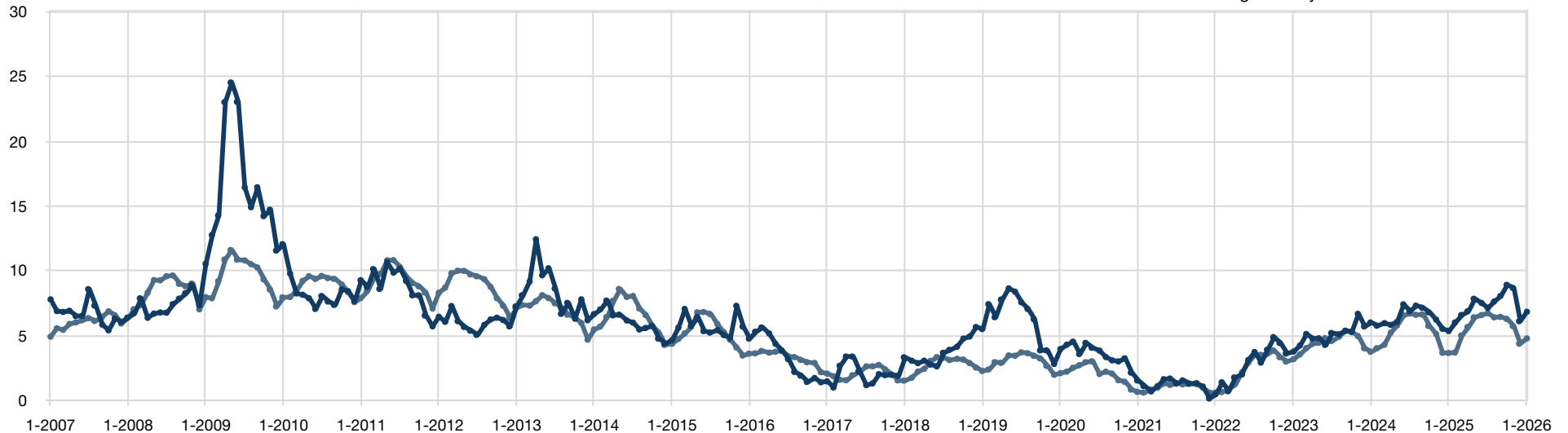
January



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Feb-2025	3.6	- 10.0%	6.0	+ 5.3%
Mar-2025	4.9	+ 16.7%	6.5	+ 10.2%
Apr-2025	5.6	+ 7.7%	6.8	+ 17.2%
May-2025	6.3	+ 10.5%	7.8	+ 30.0%
Jun-2025	6.5	0.0%	7.5	+ 1.4%
Jul-2025	6.7	+ 1.5%	7.1	+ 4.4%
Aug-2025	6.4	- 1.5%	7.6	+ 4.1%
Sep-2025	6.4	- 3.0%	8.0	+ 12.7%
Oct-2025	6.2	+ 8.8%	8.9	+ 32.8%
Nov-2025	5.7	+ 11.8%	8.6	+ 38.7%
Dec-2025	4.3	+ 19.4%	6.1	+ 10.9%
Jan-2026	4.7	+ 30.6%	6.8	+ 28.3%
12-Month Avg*	5.6	+ 6.4%	7.3	+ 15.8%

* Months Supply for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Norfolk County

Key Metrics	Historical Sparkbars	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		136	151	+ 11.0%	136	151	+ 11.0%
Sales		58	37	- 36.2%	58	37	- 36.2%
Days on Market Until Sale		71	74	+ 4.2%	71	74	+ 4.2%
Median Sales Price		\$600,000	\$510,000	- 15.0%	\$600,000	\$510,000	- 15.0%
Average Sales Price		\$660,480	\$595,600	- 9.8%	\$660,480	\$595,600	- 9.8%
Percent of List Price Received		97.6%	95.8%	- 1.8%	97.6%	95.8%	- 1.8%
Housing Affordability Index		68	86	+ 26.5%	68	86	+ 26.5%
Housing Value Index		143	151	+ 5.6%	—	—	—
Inventory of Homes for Sale		327	358	+ 9.5%	—	—	—
Months Supply of Inventory		3.8	5.0	+ 31.6%	—	—	—