

# Monthly Indicators

## Norfolk County



### March 2026

Canadian home sales slipped 1.3% month-over-month and 8.1% year-over-year, according to the Canadian Real Estate Association (CREA). Sales activity was slower in Ontario and British Columbia, while other regions, including parts of Alberta and Quebec, are showing early signs of moderation as well, RBC Assistant Chief Economist Robert Hogue said.

New Listings increased 5.4 percent for Single Family homes and 39.3 percent for Townhouse/Condo homes. Sales increased 27.7 percent for Single Family homes but decreased 18.2 percent for Townhouse/Condo homes. Inventory increased 0.3 percent for Single Family homes and 7.4 percent for Townhouse/Condo homes.

Median Sales Price decreased 6.4 percent to \$585,090 for Single Family homes and 5.6 percent to \$585,000 for Townhouse/Condo homes. Days on Market increased 13.0 percent for Single Family homes but decreased 54.1 percent for Townhouse/Condo homes. Months Supply of Inventory increased 12.2 percent for Single Family homes and 23.1 percent for Townhouse/Condo homes.

The MLS® Home Price Index (HPI) dipped 0.6% month-over-month and was down 4.8% year-over-year on a non-seasonally adjusted basis, CREA reports. New listings also fell 3.9% from the previous month, leaving 151,850 properties listed on all Canadian MLS systems heading into March. This represents a five-month supply at the current sales pace.

### Quick Facts

**+ 19.0%**

Change in  
**Sales**  
All Properties

**- 6.4%**

Change in  
**Median Sales Price**  
All Properties

**+ 1.4%**

Change in  
**Homes for Sale**  
All Properties

This is a research tool provided by ITSO, covering Norfolk County. 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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		185	195	+ 5.4%	408	434	+ 6.4%
<b>Sales</b>		47	60	+ 27.7%	143	133	- 7.0%
<b>Days on Market Until Sale</b>		54	61	+ 13.0%	68	68	0.0%
<b>Median Sales Price</b>		\$625,000	\$585,090	- 6.4%	\$600,000	\$575,000	- 4.2%
<b>Average Sales Price</b>		\$673,556	\$642,463	- 4.6%	\$648,150	\$658,340	+ 1.6%
<b>Percent of List Price Received</b>		96.4%	96.0%	- 0.4%	96.7%	96.3%	- 0.4%
<b>Housing Affordability Index</b>		67	73	+ 9.0%	70	74	+ 5.7%
<b>Housing Value Index</b>		152	146	- 3.9%	—	—	—
<b>Inventory of Homes for Sale</b>		350	351	+ 0.3%	—	—	—
<b>Months Supply of Inventory</b>		4.9	5.5	+ 12.2%	—	—	—

# 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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		28	39	+ 39.3%	70	88	+ 25.7%
<b>Sales</b>		11	9	- 18.2%	24	22	- 8.3%
<b>Days on Market Until Sale</b>		74	34	- 54.1%	69	65	- 5.8%
<b>Median Sales Price</b>		\$620,000	\$585,000	- 5.6%	\$617,250	\$515,000	- 16.6%
<b>Average Sales Price</b>		\$581,028	\$569,333	- 2.0%	\$595,466	\$525,636	- 11.7%
<b>Percent of List Price Received</b>		98.3%	98.6%	+ 0.3%	97.7%	97.5%	- 0.2%
<b>Housing Affordability Index</b>		67	73	+ 9.0%	68	83	+ 22.1%
<b>Housing Value Index</b>		125	124	- 0.8%	—	—	—
<b>Inventory of Homes for Sale</b>		68	73	+ 7.4%	—	—	—
<b>Months Supply of Inventory</b>		6.5	8.0	+ 23.1%	—	—	—

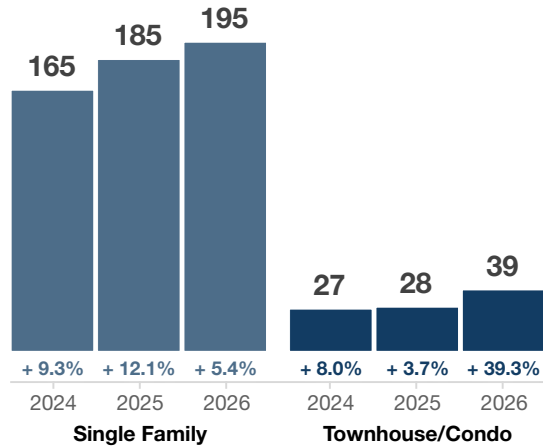
# New Listings

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

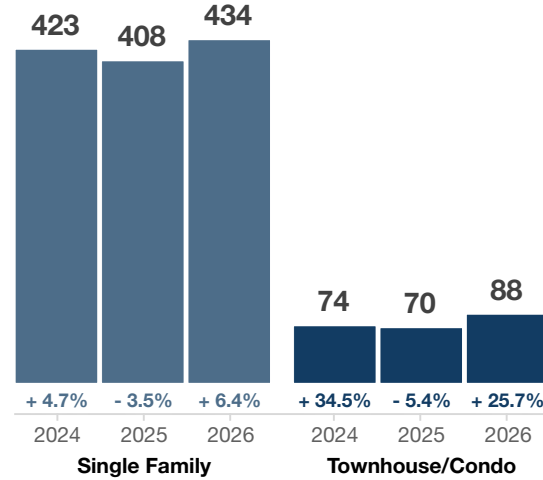


## Norfolk County

### March

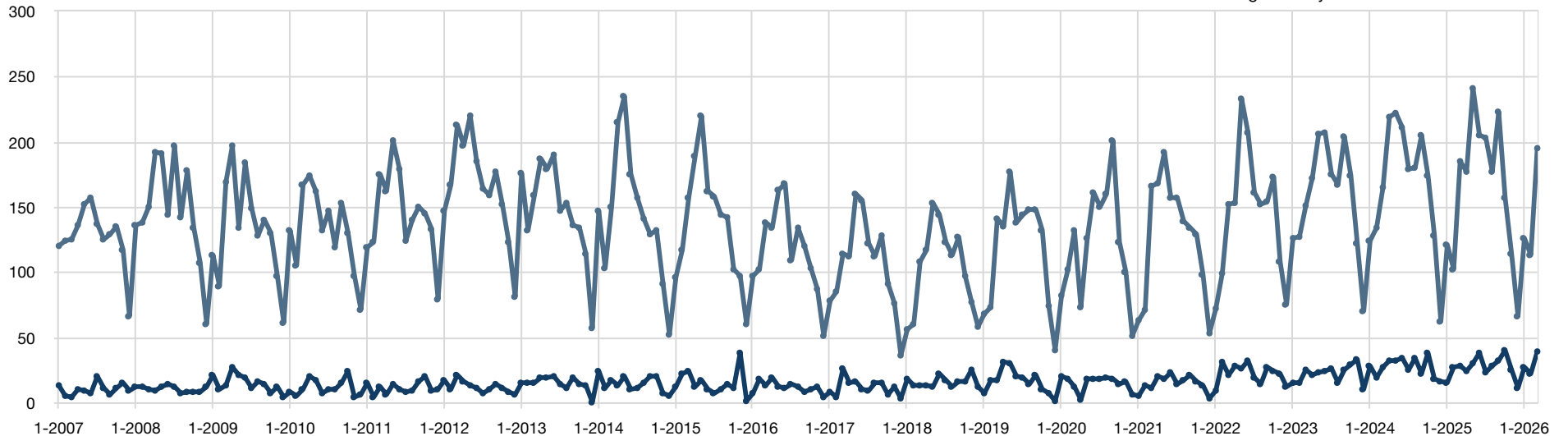


### Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	114	- 10.9%	25	+ 38.9%
Dec-2025	66	+ 6.5%	11	- 31.3%
Jan-2026	126	+ 4.1%	27	+ 80.0%
Feb-2026	113	+ 10.8%	22	- 18.5%
<b>Mar-2026</b>	<b>195</b>	<b>+ 5.4%</b>	<b>39</b>	<b>+ 39.3%</b>
12-Month Avg	166	0.0%	28	+ 3.7%

### Historical New Listings by Month



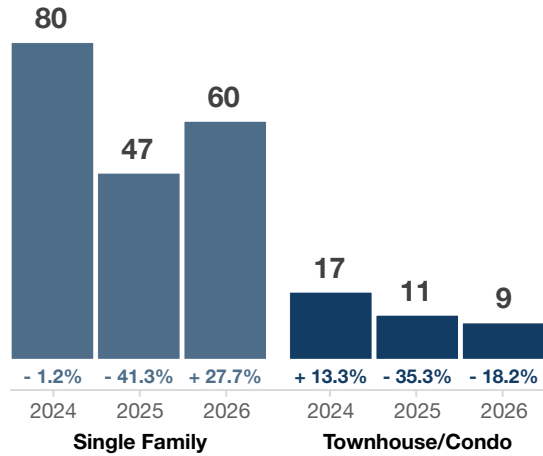
# Sales

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

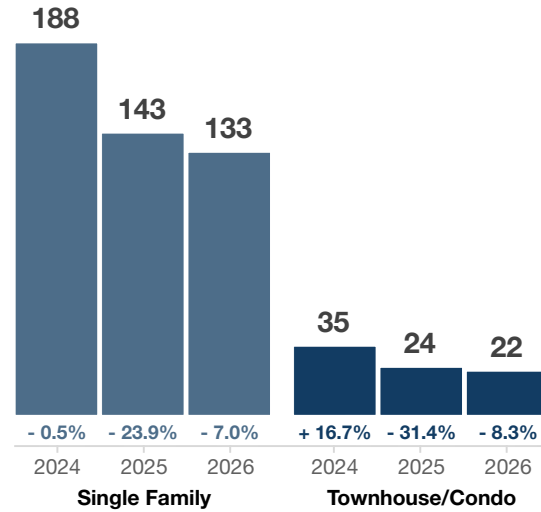


## Norfolk County

### March

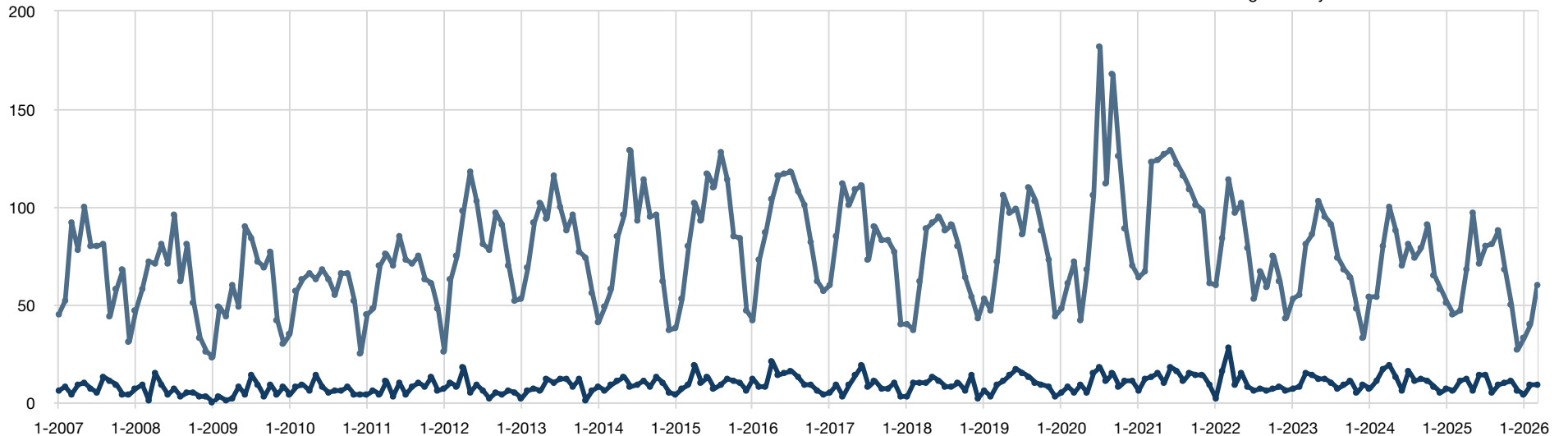


### Year to Date



Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	40	- 11.1%	9	+ 50.0%
<b>Mar-2026</b>	<b>60</b>	<b>+ 27.7%</b>	<b>9</b>	<b>- 18.2%</b>
12-Month Avg	64	- 9.9%	9	- 10.0%

### Historical Sales by Month



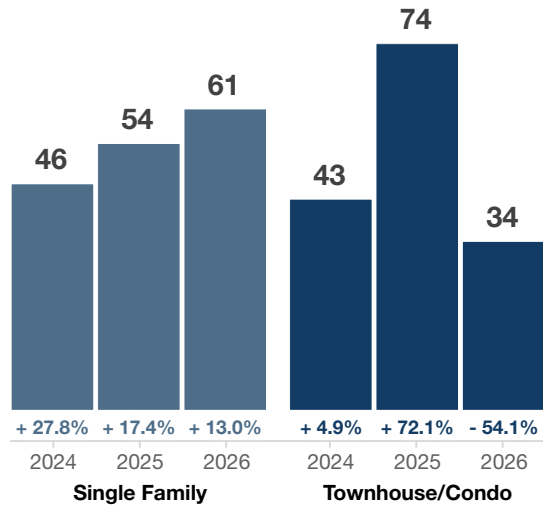
# Days on Market Until Sale

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

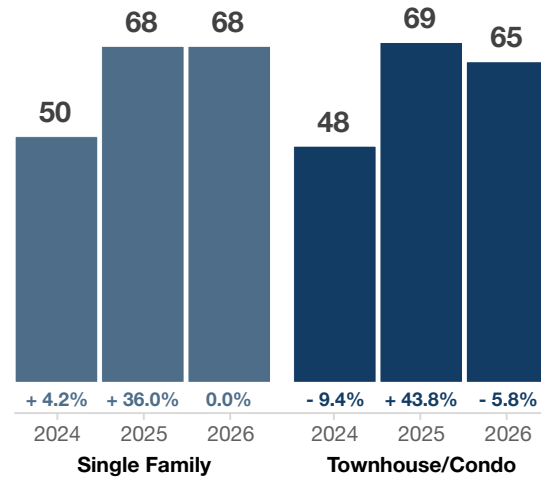


Norfolk County

## March



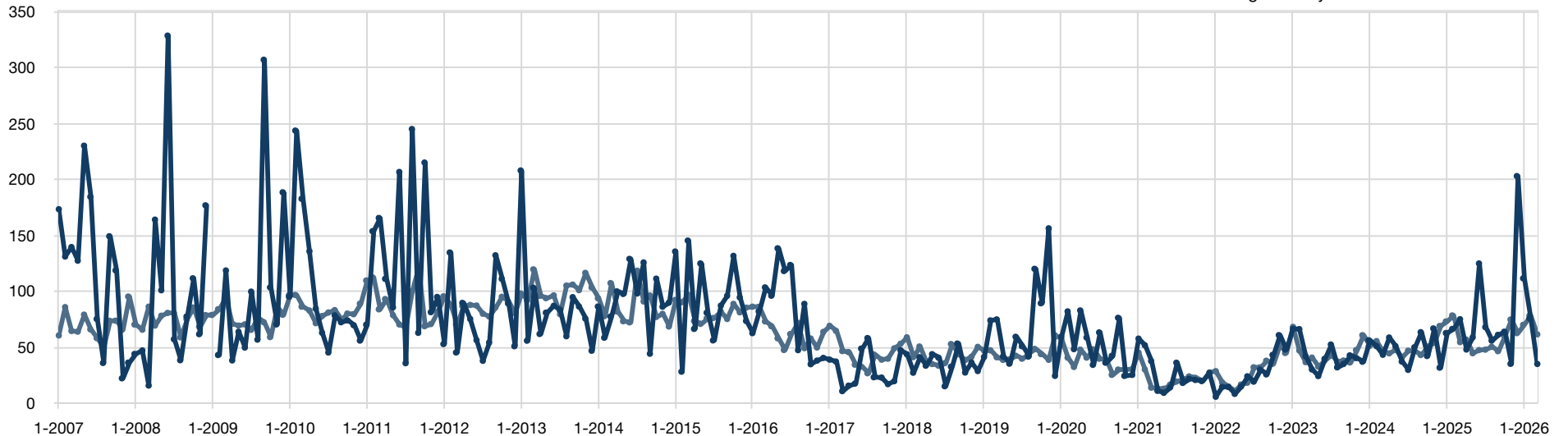
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	78	0.0%	75	+ 13.6%
<b>Mar-2026</b>	<b>61</b>	<b>+ 13.0%</b>	<b>34</b>	<b>- 54.1%</b>
12-Month Avg*	55	+ 6.6%	74	+ 42.0%

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

## Historical Days on Market Until Sale by Month



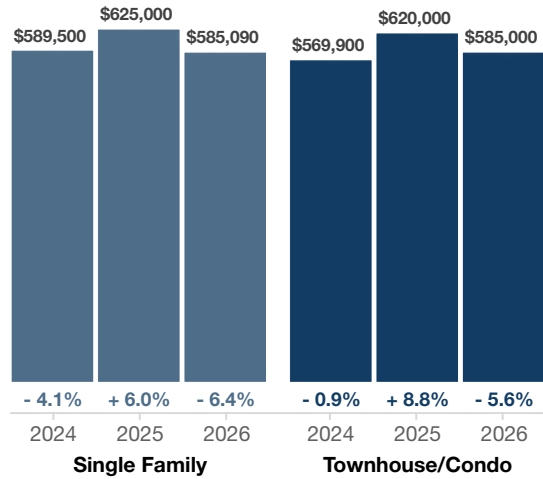
# Median Sales Price

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

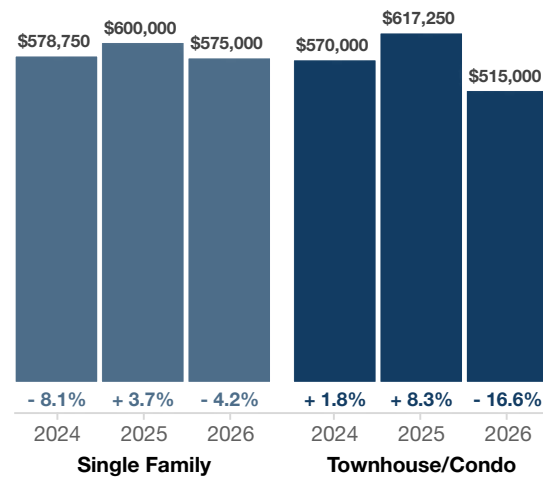


## Norfolk County

### March



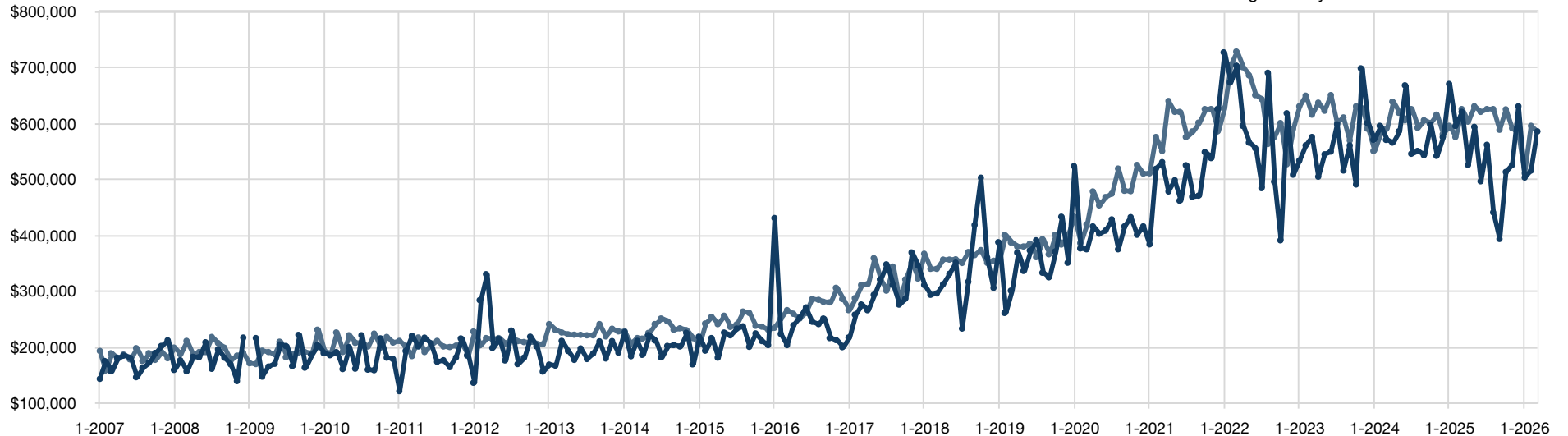
### Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	\$595,000	+ 3.5%	\$515,000	- 13.4%
<b>Mar-2026</b>	<b>\$585,090</b>	<b>- 6.4%</b>	<b>\$585,000</b>	<b>- 5.6%</b>
12-Month Avg*	\$600,400	- 0.8%	\$525,000	- 9.5%

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

### Historical Median Sales Price by Month



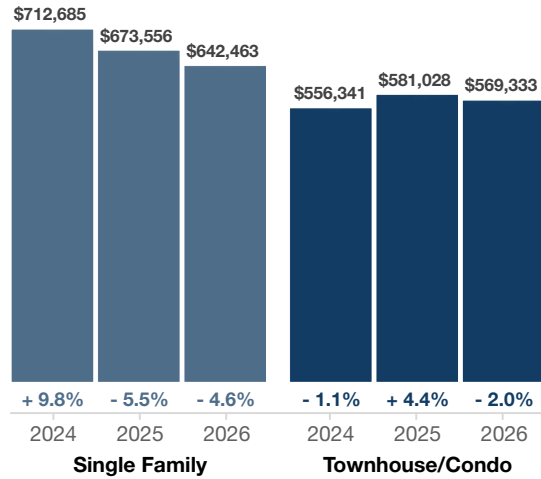
# Average Sales Price

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

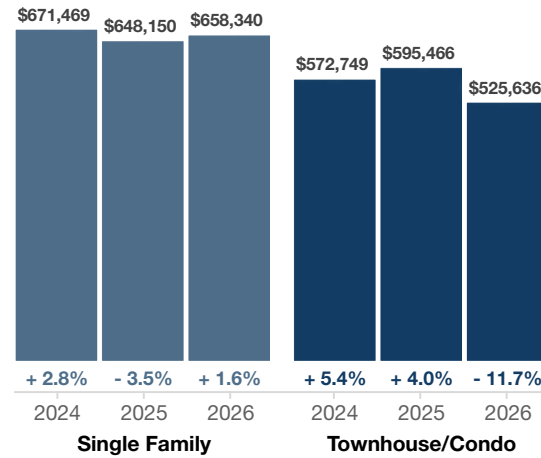


## Norfolk County

### March



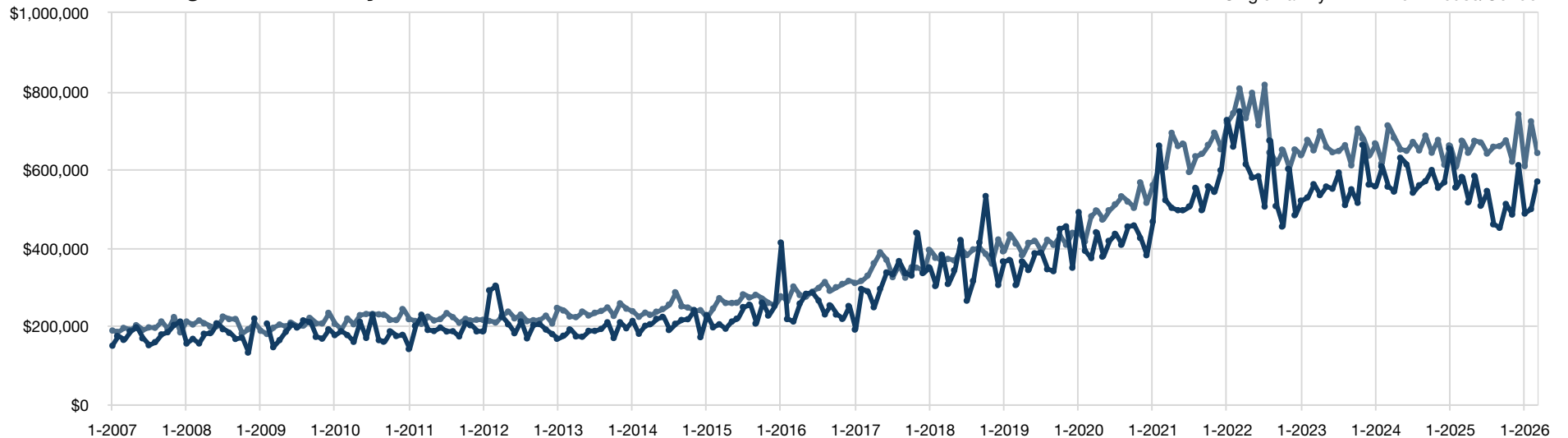
### Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	\$723,108	+ 19.2%	\$498,889	- 10.0%
<b>Mar-2026</b>	<b>\$642,463</b>	<b>- 4.6%</b>	<b>\$569,333</b>	<b>- 2.0%</b>
12-Month Avg*	\$660,036	+ 0.4%	\$518,095	- 10.0%

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

### Historical Average Sales Price by Month



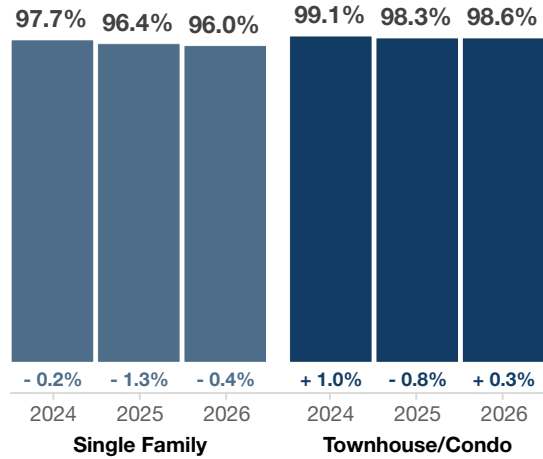
# Percent of List Price Received

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.

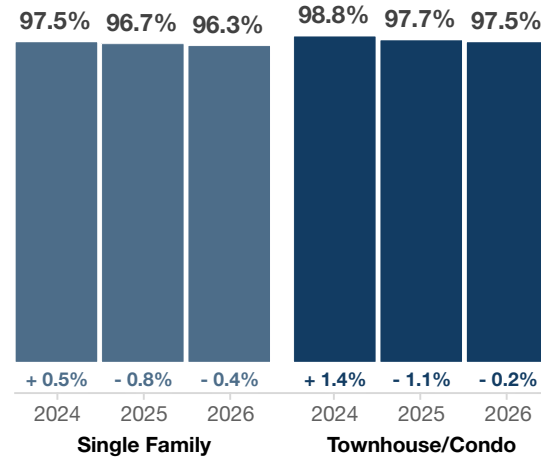


Norfolk County

## March



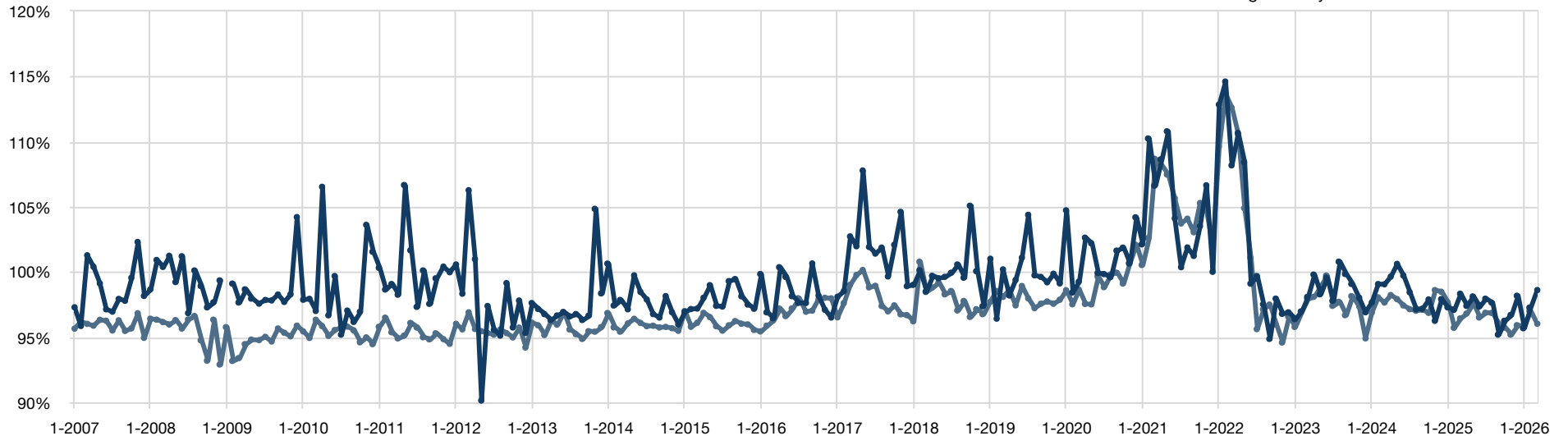
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	97.0%	+ 1.4%	97.3%	+ 0.2%
<b>Mar-2026</b>	<b>96.0%</b>	<b>- 0.4%</b>	<b>98.6%</b>	<b>+ 0.3%</b>
12-Month Avg*	96.5%	- 1.0%	97.2%	- 1.1%

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

## Historical Percent of List Price Received by Month



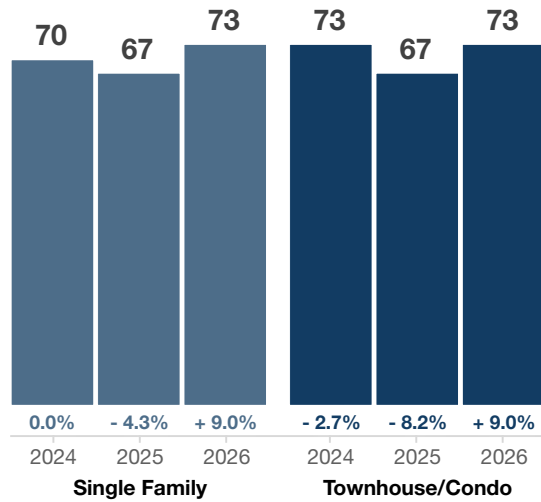
# Housing Affordability Index

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.

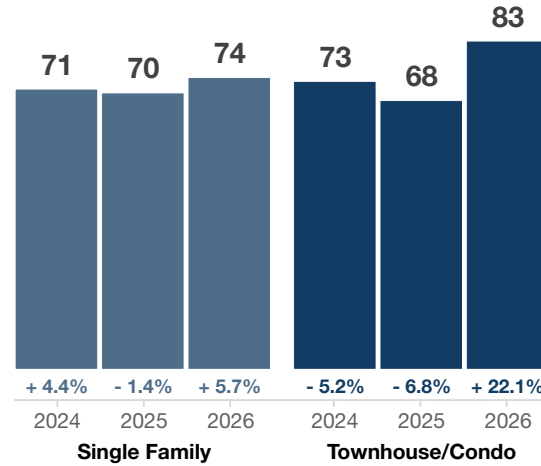


Norfolk County

## March

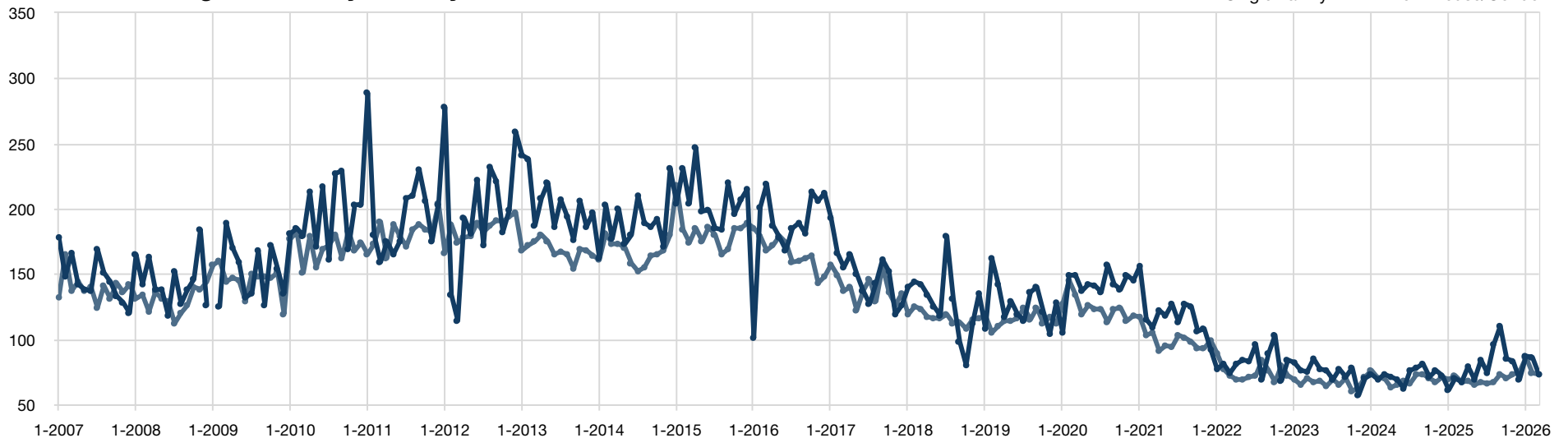


## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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%
Feb-2026	74	+ 2.8%	86	+ 22.9%
<b>Mar-2026</b>	<b>73</b>	<b>+ 9.0%</b>	<b>73</b>	<b>+ 9.0%</b>
12-Month Avg	71	+ 2.9%	83	+ 16.9%

## Historical Housing Affordability Index by Month



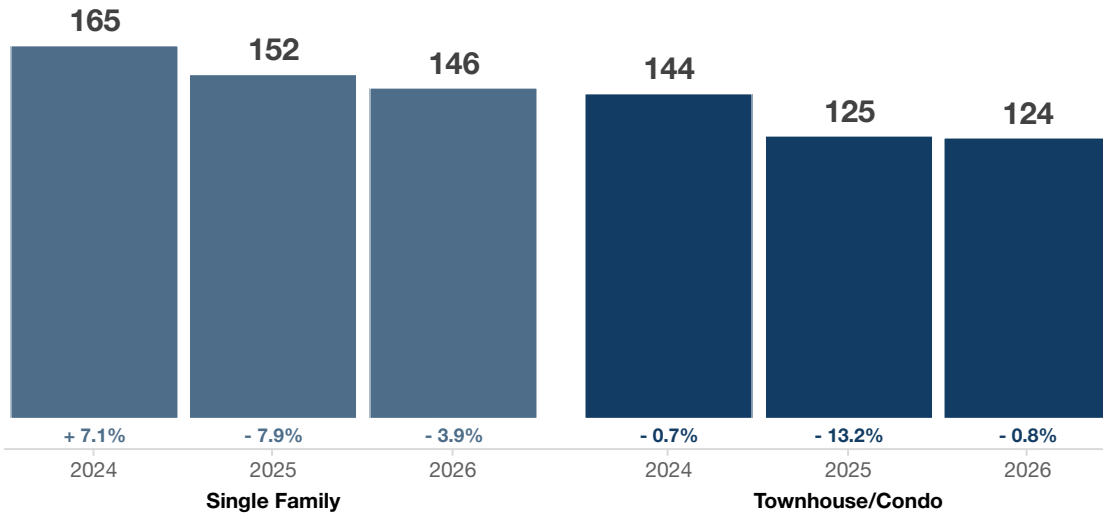
# ShowingTime Housing Value Index

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

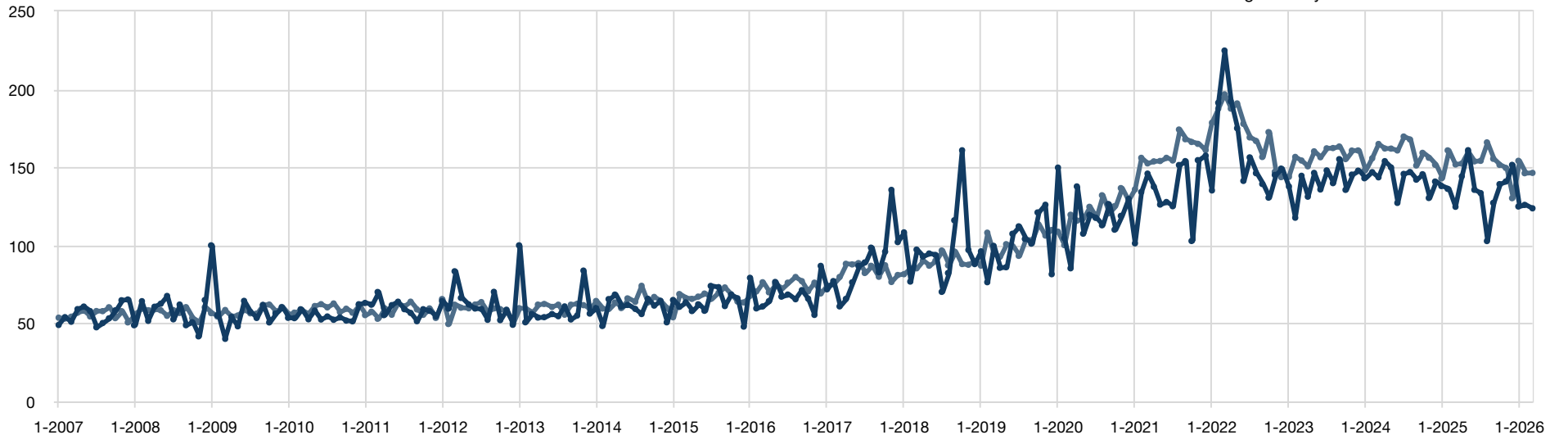
## March



Housing Value Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Apr-2025	152	- 6.2%	144	- 6.5%
May-2025	160	- 1.2%	161	+ 7.3%
Jun-2025	154	- 4.3%	136	+ 7.1%
Jul-2025	154	- 9.4%	133	- 8.9%
Aug-2025	166	- 1.2%	103	- 29.9%
Sep-2025	155	+ 2.6%	127	- 10.6%
Oct-2025	152	- 4.4%	139	- 4.8%
Nov-2025	150	- 3.8%	141	+ 8.5%
Dec-2025	130	- 14.5%	152	+ 7.8%
Jan-2026	154	+ 7.7%	125	- 9.4%
Feb-2026	146	- 9.3%	126	- 7.4%
<b>Mar-2026</b>	<b>146</b>	<b>- 3.9%</b>	<b>124</b>	<b>- 0.8%</b>
12-Month Avg*	—	—	—	—

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

## Historical ShowingTime Housing Value Index by Month



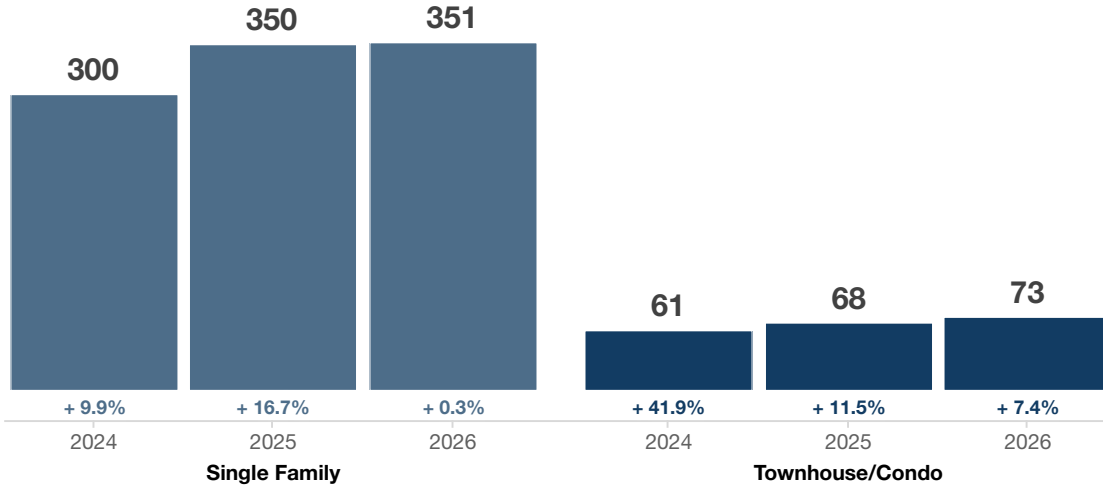
# Inventory of Homes for Sale

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



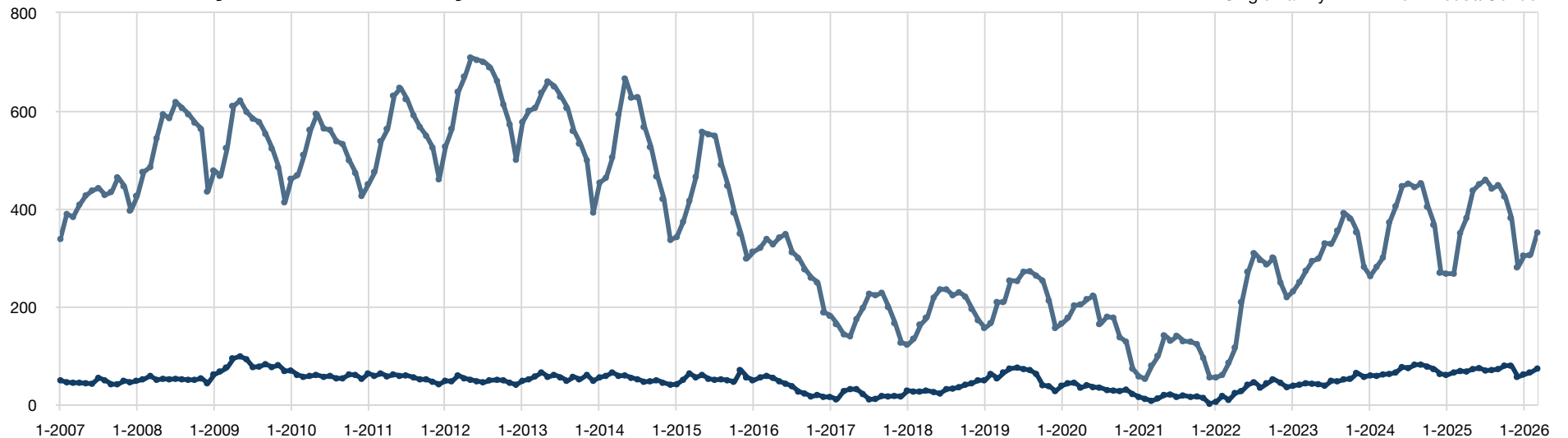
## Norfolk County

### March



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	381	+ 3.8%	79	+ 9.7%
Dec-2025	280	+ 4.1%	56	- 9.7%
Jan-2026	304	+ 13.9%	61	+ 1.7%
Feb-2026	305	+ 14.2%	65	0.0%
<b>Mar-2026</b>	<b>351</b>	<b>+ 0.3%</b>	<b>73</b>	<b>+ 7.4%</b>
12-Month Avg	389	+ 3.7%	70	0.0%

### Historical Inventory of Homes for Sale by Month



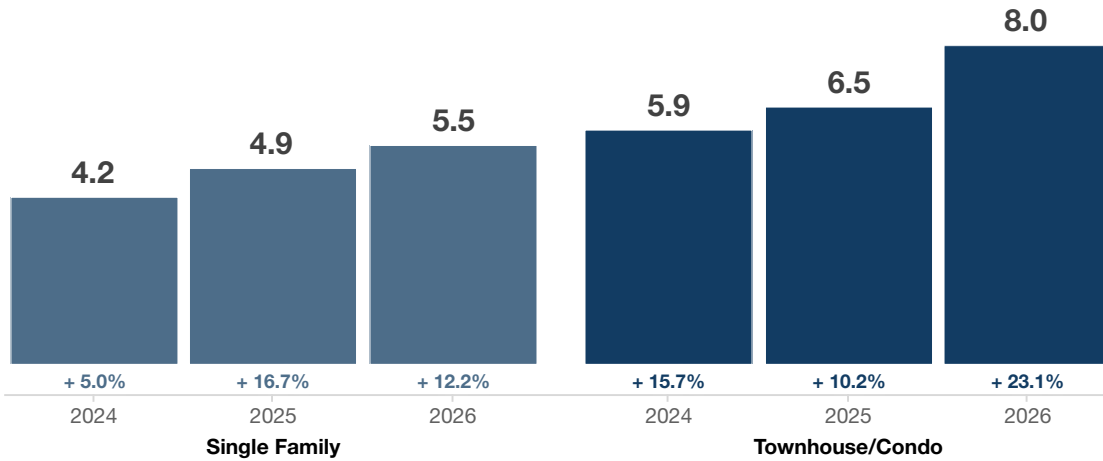
# Months Supply of Inventory

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

## March



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
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	4.8	+ 33.3%	6.8	+ 28.3%
Feb-2026	4.9	+ 36.1%	7.0	+ 16.7%
<b>Mar-2026</b>	<b>5.5</b>	<b>+ 12.2%</b>	<b>8.0</b>	<b>+ 23.1%</b>
12-Month Avg*	5.8	+ 8.9%	7.5	+ 17.8%

\* Months Supply for all properties from April 2025 through March 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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
<b>New Listings</b>		213	<b>234</b>	+ 9.9%	478	<b>522</b>	+ 9.2%
<b>Sales</b>		58	<b>69</b>	+ 19.0%	167	<b>155</b>	- 7.2%
<b>Days on Market Until Sale</b>		58	<b>57</b>	- 1.7%	68	<b>68</b>	0.0%
<b>Median Sales Price</b>		\$625,000	<b>\$585,000</b>	- 6.4%	\$600,000	<b>\$570,000</b>	- 5.0%
<b>Average Sales Price</b>		\$656,008	<b>\$632,924</b>	- 3.5%	\$640,578	<b>\$639,505</b>	- 0.2%
<b>Percent of List Price Received</b>		96.8%	<b>96.4%</b>	- 0.4%	96.8%	<b>96.5%</b>	- 0.3%
<b>Housing Affordability Index</b>		67	<b>73</b>	+ 9.0%	70	<b>75</b>	+ 7.1%
<b>Housing Value Index</b>		146	<b>143</b>	- 2.1%	—	—	—
<b>Inventory of Homes for Sale</b>		418	<b>424</b>	+ 1.4%	—	—	—
<b>Months Supply of Inventory</b>		5.1	<b>5.8</b>	+ 13.7%	—	—	—