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.

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

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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Cornerstone Association of REALTORS® - Simcoe and District Market Residential Market Activity and MLS® Home Price Index Report
January 2025





MLS® Residential Market Activity

Cornerstone Association of REALTORS®

		Compared to ⁸					
Actual	January 2025	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%
Dollar Volume	\$36,873,267	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%
Sales to New Listings Ratio 1	37.3	38.2	40.3	73.9	54.3	61.0	36.4
Months of Inventory ²	6.6	5.7	4.9	1.0	3.4	3.4	9.3
Average Price	\$646,899	6.3%	1.8%	-9.2%	43.4%	66.3%	193.9%
Median Price	\$600,000	12.1%	-2.7%	-5.9%	37.0%	64.4%	182.7%
Sale to List Price Ratio ³	97.4	96.9	96.5	109.8	98.9	97.3	96.6
Median Days on Market	49.0	51.0	45.5	8.0	42.0	42.0	87.0

Source: Canadian MLS® Systems, CREA

Sales / new listings * 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

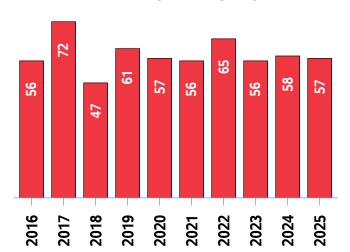
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

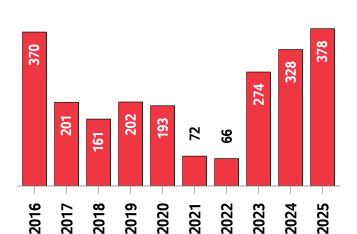


MLS® Residential Market Activity

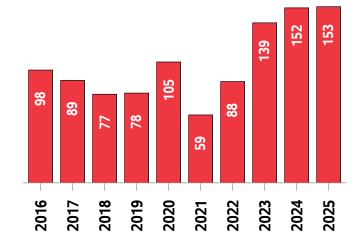
Sales Activity (January only)



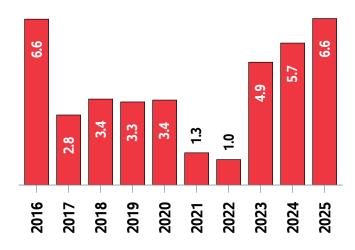
Active Listings (January only)



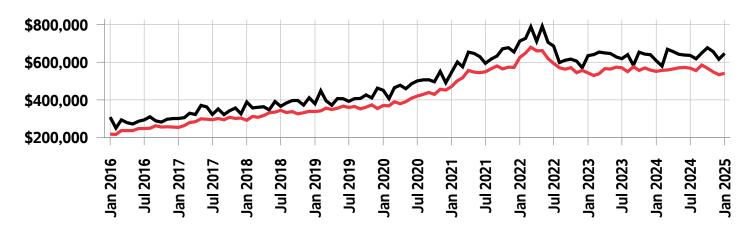
New Listings (January only)



Months of Inventory (January only)



MLS® HPI Composite Benchmark Price and Average Price







MLS® Single Family Market Activity

		Compared to ⁸					
Actual	January 2025	January 2024	January 2023	January 2022	January 2020	January 2018	January 2015
Sales Activity	48	-7.7%	2.1%	-17.2%	-9.4%	17.1%	26.3%
Dollar Volume	\$32,291,767	0.2%	3.1%	-23.9%	35.5%	99.3%	278.0%
New Listings	134	3.9%	7.2%	94.2%	59.5%	109.4%	30.1%
Active Listings	316	19.2%	31.7%	485.2%	103.9%	129.0%	-11.2%
Sales to New Listings Ratio 1	35.8	40.3	37.6	84.1	63.1	64.1	36.9
Months of Inventory ²	6.6	5.1	5.1	0.9	2.9	3.4	9.4
Average Price	\$672,745	8.5%	1.0%	-8.0%	49.6%	70.2%	199.2%
Median Price	\$600,000	9.1%	-9.8%	-7.0%	37.0%	60.0%	177.5%
Sale to List Price Ratio ³	97.8	96.9	96.8	109.0	98.3	97.1	96.7
Median Days on Market	48.5	51.0	42.0	8.0	42.0	34.0	84.0

Source: Canadian MLS® Systems, CREA

Sales / new listings * 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

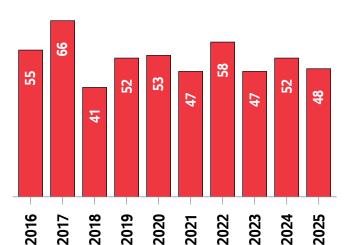
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

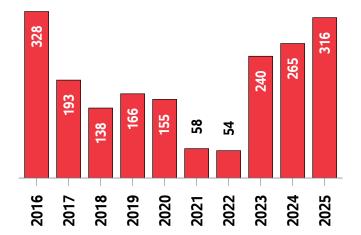


MLS® Single Family Market Activity

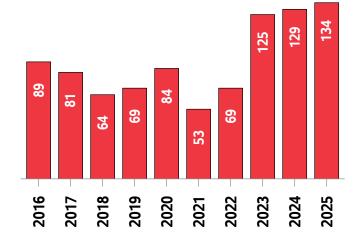
Sales Activity (January only)



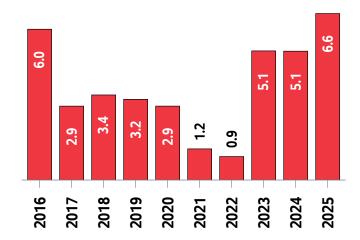
Active Listings (January only)



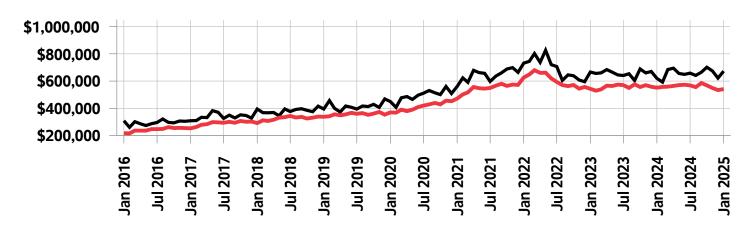
New Listings (January only)



Months of Inventory (January only)



MLS® HPI Single Family Benchmark Price and Average Price





MLS® Townhouse Market Activity

Cornerstone Association of REALTORS®

		Compared to ⁸					
Actual	January 2025	January 2024	January 2023	January 2022	January 2020	January 2018	January 2015
Sales Activity	5	25.0%	0.0%	25.0%	150.0%	-16.7%	66.7%
Dollar Volume	\$3,139,000	45.3%	21.8%	23.9%	389.8%	51.2%	366.1%
New Listings	9	-30.8%	80.0%	0.0%	12.5%	-25.0%	-25.0%
Active Listings	22	-18.5%	22.2%	450.0%	57.1%	69.2%	-26.7%
Sales to New Listings Ratio 1	55.6	30.8	100.0	44.4	25.0	50.0	25.0
Months of Inventory ²	4.4	6.8	3.6	1.0	7.0	2.2	10.0
Average Price	\$627,800	16.3%	21.8%	-0.9%	95.9%	81.5%	179.6%
Median Price	\$670,000	34.7%	32.7%	0.5%	109.1%	98.3%	197.8%
Sale to List Price Ratio ³	97.6	97.5	96.4	125.8	102.1	99.0	98.5
Median Days on Market	78.0	24.5	71.0	9.5	26.0	56.0	137.0

Source: Canadian MLS® Systems, CREA

Sales / new listings * 100; compared to levels from previous periods.
 Active listings at month end / monthly sales; compared to levels from previous periods.

³ Sale price / list price * 100; average for all homes sold in the current month.

⁴ 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.

⁵ Sum of sales from January to current month / sum of new listings from January to current month.

⁶ The year-to-date months of inventory figure is calculated as average active listings from January to current month / average sales from January to current month.

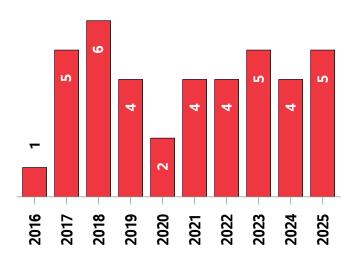
⁷ Sale price / list price * 100; average for all homes sold so far this year.

⁸ Sales to new listings ratio, months of inventory, sale to list price ratio, and days on market shown as levels; all others calculated as percentage changes.

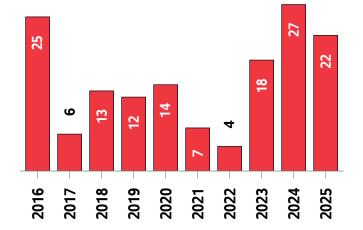


MLS® Townhouse Market Activity

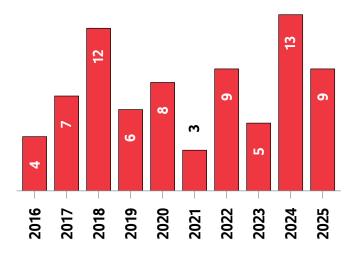
Sales Activity (January only)



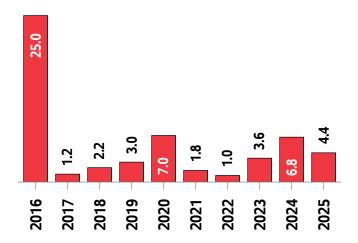
Active Listings (January only)



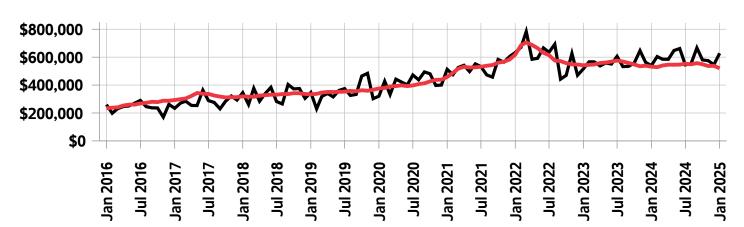
New Listings (January only)



Months of Inventory (January only)



MLS® HPI Townhouse Benchmark Price and Average Price

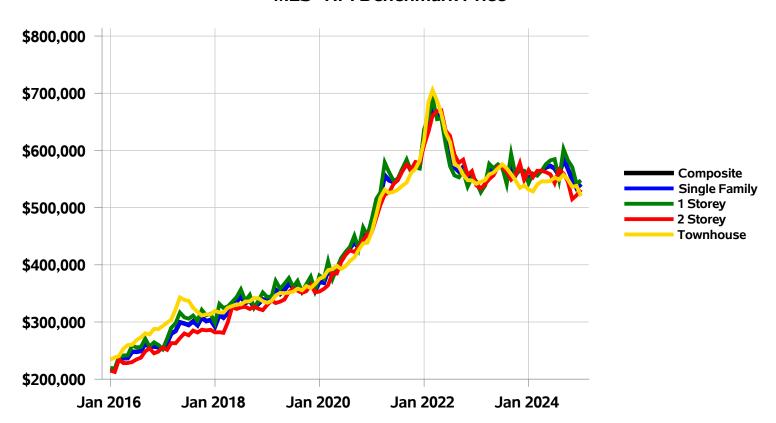




MLS® HPI Benchmark Price

MLS® Home Price Index Benchmark Price							
			percentage change vs.				
Benchmark Type:	January 2025	1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$541,100	1.3	-4.8	-4.8	-1.9	-13.5	46.1
Single Family	\$541,300	1.4	-4.8	-4.8	-1.8	-13.5	46.2
One Storey	\$547,700	1.1	-6.1	-6.3	0.9	-14.0	43.6
Two Storey	\$531,400	1.9	-2.6	-2.1	-6.1	-12.8	50.4
Townhouse	\$520,200	-3.3	-5.3	-5.8	-2.2	-15.8	38.5

MLS® HPI Benchmark Price





MLS® HPI Benchmark Descriptions



Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1350
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Single Family 🏫 🛍

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1354
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	8514
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers



MLS® HPI Benchmark Descriptions

1 Storey 🏤

Features	Value
Above Ground Bedrooms	2
Age Category	51 to 99
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1238
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	8040
Number of Fireplaces	0
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

2 Storey 🏦

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1602
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	9240
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers



MLS® HPI Benchmark Descriptions

Townhouse

Features	Value
Above Ground Bedrooms	2
Age Category	0 to 5
Attached Specification	Row
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1128
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

Cornerstone Association of REALTORS®

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.







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.



For more information visit www.creastats.crea.ca/board/SIMC

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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

Jnits Sold	Benchmark Price
48	\$541,300
-7.7%	-1.9%
0	0

TOWNHOUSE

IOVVI	MIOOSE
Units Sold	Benchmark Price
5	\$520,200
25.0%	-2.2%
0	U



Market balance

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







Benchmark price down 1.9%

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

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