

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 up for the fourth consecutive month but demand remains subdued

The number of homes sold in Simcoe & District via the MLS® System of the Cornerstone Association of REALTORS® (Cornerstone) totaled 90 units in April 2025. This was down sharply by 25.6% from April 2024.

Home sales were 18.5% below the five-year average and 15.4% below the 10-year average for the month of April.

On a year-to-date basis, home sales totaled 275 units over the first four months of the year. This was a decrease of 17.2% from the same period in 2024.

"Sales slowed compared to last April's total while new listings, though also down year over year, remained robust, outpacing sales by nearly 2.5 to 1. As a result, inventory climbed for the fourth consecutive month, hitting its highest monthly total since September 2024 and significantly surpassing typical seasonal levels," said Drew Hemsley, Cornerstone spokesperson for the Simcoe and District market area. "Despite this surge in listings, benchmark prices remained steady, virtually unchanged from last month and April 2024. With market conditions increasingly favouring buyers, now is the perfect time to connect with your local REALTOR® to help navigate the current opportunities."

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 \$563,900 in April 2025, a slight reduction of 0.1% compared to April 2024.

The benchmark price for single-family homes was \$564,500, unchanged on a year-over-year basis in April. By comparison, the benchmark price for townhouse/row units was \$512,700, a decline of 6.1% compared to a year earlier.

The average price of homes sold in April 2025 was \$617,955, a moderate decrease of 5.5% from April 2024.

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The more comprehensive year-to-date average price was \$619,305, decreasing by 2.8% from the first four months of 2024.

The dollar value of all home sales in April 2025 was \$55.6 million, a sharp decrease of 29.7% from the same month in 2024.

The number of new listings fell by 11.6% from April 2024. There were 220 new residential listings in April 2025.

New listings were 8.6% above the five-year average and 29.7% above the 10-year average for the month of April.

Active residential listings numbered 490 units on the market at the end of April, an increase of 14.2% from the end of April 2024. Active listings haven't been this high in the month of April in a decade.

Active listings were 66.8% above the five-year average and 77.9% above the 10-year average for the month of April.

Months of inventory numbered 5.4 at the end of April 2025, up from the 3.5 months recorded at the end of April 2024 and above the long-run average of 2.8 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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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
		March 2025	February 2025	January 2025	December 2024	November 2024	October 2024
Sales Activity	68	23.6	0.0	-10.5	-29.9	-8.1	-23.6
Average Price	\$625,074	-0.1	2.6	-4.4	-0.5	-6.6	-1.3
Dollar Volume*	\$42.5	23.5	2.6	-14.4	-30.3	-14.2	-24.6
New Listings	175	-15.9	4.2	0.0	8.0	0.0	3.6
Active Listings	450	-4.7	5.6	2.3	3.7	1.6	8.2

Actual ²		Percentage change compared to					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	90	-25.6	-10.0	-15.9	83.7	-10.0	-29.1
Average Price	\$617,955	-5.5	-4.3	-13.3	29.3	73.1	154.1
Dollar Volume*	\$55.6	-29.7	-13.8	-27.1	137.5	55.8	80.1
New Listings	220	-11.6	26.4	20.9	205.6	65.4	6.3
Active Listings	490	14.2	61.2	271.2	112.1	133.3	-6.1

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
		April 2024 YTD	April 2023 YTD	April 2022 YTD	April 2020 YTD	April 2018 YTD	April 2015 YTD
Sales Activity	275	-17.2	-10.4	-34.2	5.0	-2.1	-14.1
Average Price	\$619,305	-2.8	-4.0	-16.6	38.7	70.4	156.7
Dollar Volume*	\$170.3	-19.5	-14.0	-45.1	45.6	66.8	120.6
New Listings	750	2.7	21.8	31.3	68.9	83.8	17.0
Active Listings**	424	18.8	46.7	356.2	98.5	135.0	-7.1

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		March 2025	January 2025	October 2024	April 2024	April 2023	April 2020
Sales to New Listings Ratio	38.9	26.4	43.4	52.7	45.7	51.3	85.7
Months of Inventory	6.6	8.6	5.8	4.7	4.2	3.9	6.1

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.



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



Prepared for the Cornerstone Association of REALTORS® - Simcoe and District Market by the Canadian Real Estate Association. All present and historical information contained within this report is based on the full set of data from the ITSO MLS® System collected on the first calendar day of the month, and cannot be directly compared to previous reports due to possible revisions in the data. 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.

Actual	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	90	-25.6%	-10.0%	-15.9%	83.7%	-10.0%	-29.1%
Dollar Volume	\$55,615,974	-29.7%	-13.8%	-27.1%	137.5%	55.8%	80.1%
New Listings	220	-11.6%	26.4%	20.9%	205.6%	65.4%	6.3%
Active Listings	490	14.2%	61.2%	271.2%	112.1%	133.3%	-6.1%
Sales to New Listings Ratio ¹	40.9	48.6	57.5	58.8	68.1	75.2	61.4
Months of Inventory ²	5.4	3.5	3.0	1.2	4.7	2.1	4.1
Average Price	\$617,955	-5.5%	-4.3%	-13.3%	29.3%	73.1%	154.1%
Median Price	\$589,000	-5.8%	-2.6%	-14.6%	26.7%	67.0%	156.1%
Sale to List Price Ratio ³	97.2	97.1	98.5	111.8	98.4	99.1	97.2
Median Days on Market	34.5	28.0	28.0	7.0	33.0	16.0	40.0

Year-to-Date	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	275	-17.2%	-10.4%	-34.2%	5.0%	-2.1%	-14.1%
Dollar Volume	\$170,308,873	-19.5%	-14.0%	-45.1%	45.6%	66.8%	120.6%
New Listings	750	2.7%	21.8%	31.3%	68.9%	83.8%	17.0%
Active Listings ⁴	424	18.8%	46.7%	356.2%	98.5%	135.0%	-7.1%
Sales to New Listings Ratio ⁵	36.7	45.5	49.8	73.2	59.0	68.9	49.9
Months of Inventory ⁶	6.2	4.3	3.8	0.9	3.3	2.6	5.7
Average Price	\$619,305	-2.8%	-4.0%	-16.6%	38.7%	70.4%	156.7%
Median Price	\$600,000	1.8%	-1.6%	-14.3%	44.6%	71.4%	160.9%
Sale to List Price Ratio ⁷	97.0	97.3	97.5	112.4	98.5	99.0	96.4
Median Days on Market	35.0	31.0	29.0	7.0	20.0	19.0	54.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² 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.

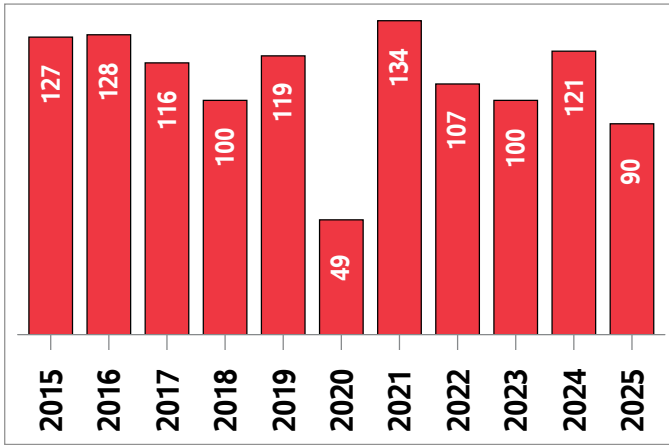
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

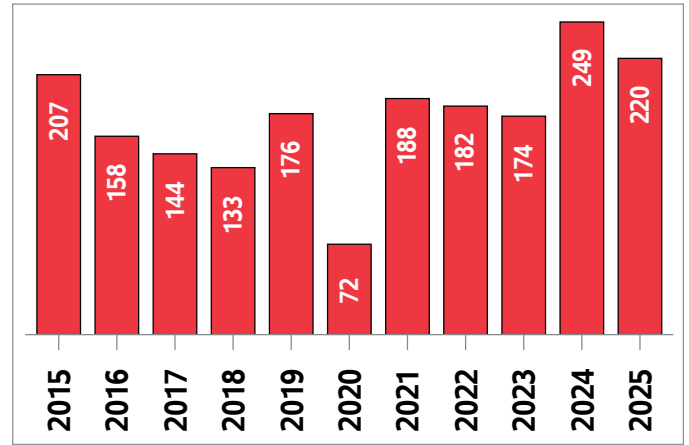
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

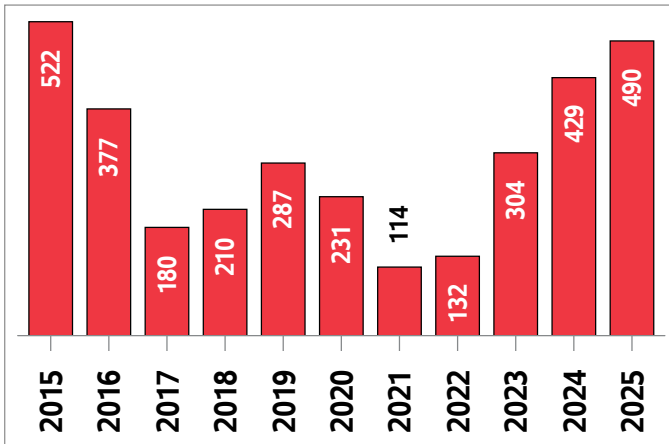
Sales Activity (April only)



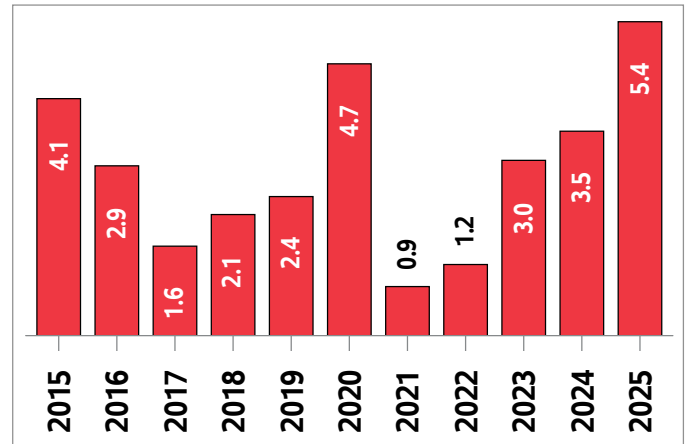
New Listings (April only)



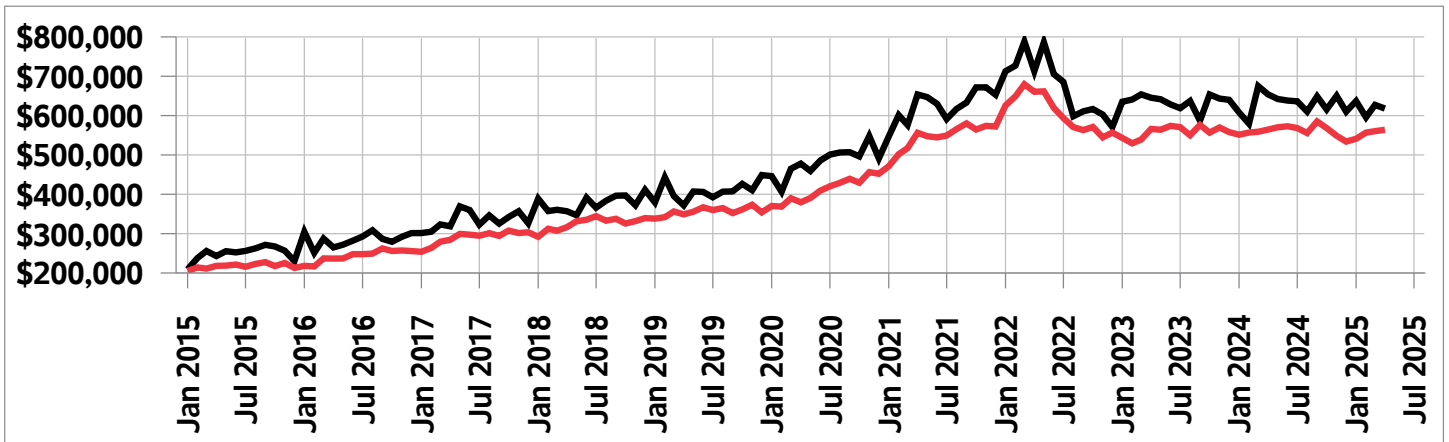
Active Listings (April only)



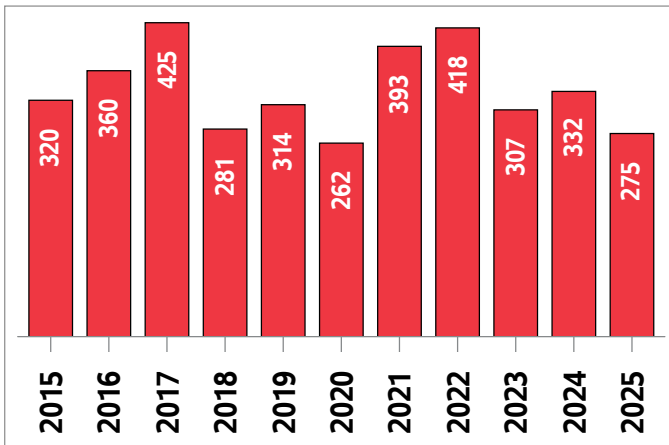
Months of Inventory (April only)



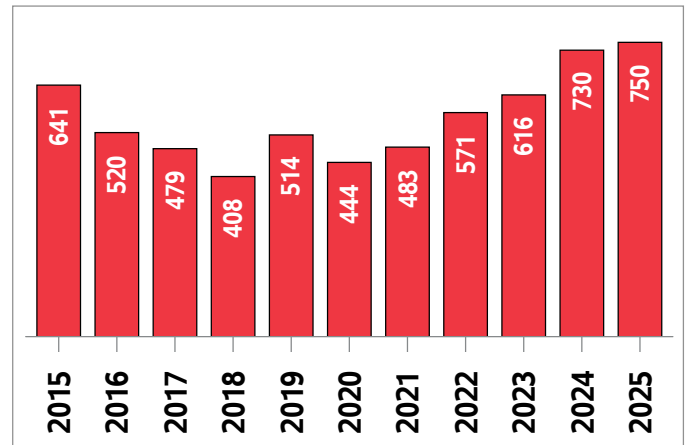
MLS® HPI Composite Benchmark Price and Average Price



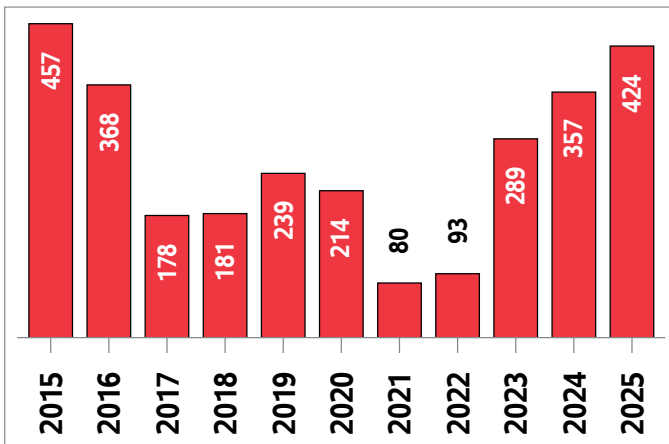
Sales Activity
(April Year-to-Date)



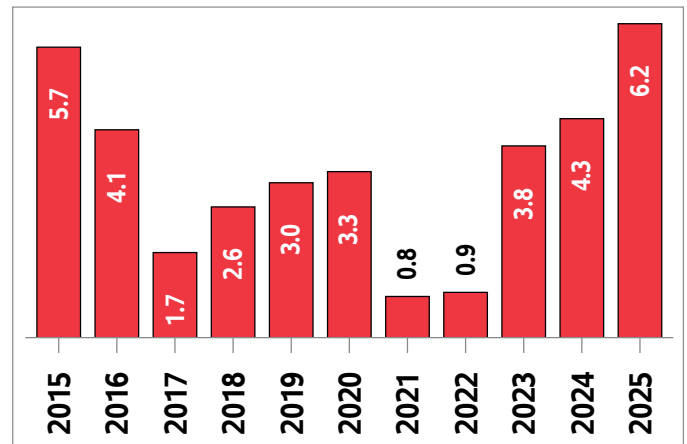
New Listings
(April Year-to-Date)



Active Listings ¹
(April Year-to-Date)



Months of Inventory ²
(April Year-to-Date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

Actual	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	78	-22.0%	-7.1%	-16.1%	95.0%	-16.1%	-29.7%
Dollar Volume	\$50,590,674	-26.9%	-11.4%	-26.1%	159.9%	50.1%	81.0%
New Listings	201	-6.1%	31.4%	35.8%	191.3%	64.8%	2.6%
Active Listings	423	19.5%	57.2%	295.3%	110.4%	129.9%	-9.6%
Sales to New Listings Ratio ¹	38.8	46.7	54.9	62.8	58.0	76.2	56.6
Months of Inventory ²	5.4	3.5	3.2	1.2	5.0	2.0	4.2
Average Price	\$648,598	-6.3%	-4.6%	-11.8%	33.3%	79.0%	157.6%
Median Price	\$616,000	-9.2%	-3.2%	-13.8%	29.0%	73.3%	162.7%
Sale to List Price Ratio ³	97.2	97.4	98.6	112.8	97.5	99.1	97.1
Median Days on Market	34.5	31.0	29.0	7.0	27.0	15.0	35.0

Year-to-Date	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	234	-17.6%	-14.0%	-34.3%	-0.8%	-7.1%	-18.2%
Dollar Volume	\$150,328,173	-19.9%	-17.1%	-44.3%	40.9%	61.1%	112.7%
New Listings	663	5.2%	19.9%	41.7%	66.6%	82.6%	14.1%
Active Listings ⁴	359	23.2%	40.9%	372.4%	102.8%	129.4%	-10.0%
Sales to New Listings Ratio ⁵	35.3	45.1	49.2	76.1	59.3	69.4	49.2
Months of Inventory ⁶	6.1	4.1	3.7	0.9	3.0	2.5	5.6
Average Price	\$642,428	-2.8%	-3.6%	-15.3%	42.1%	73.5%	159.9%
Median Price	\$605,000	0.8%	-4.0%	-15.4%	44.0%	70.3%	157.4%
Sale to List Price Ratio ⁷	97.2	97.5	97.6	113.2	98.2	98.9	96.3
Median Days on Market	33.0	30.5	29.0	7.0	19.5	17.0	47.5

¹ Sales / new listings * 100; compared to levels from previous periods.

² 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.

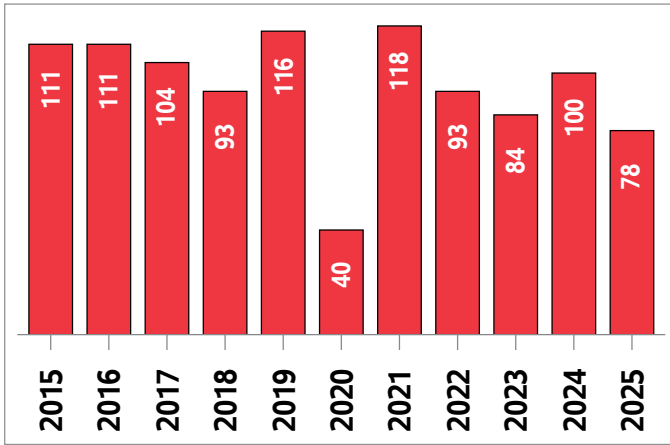
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

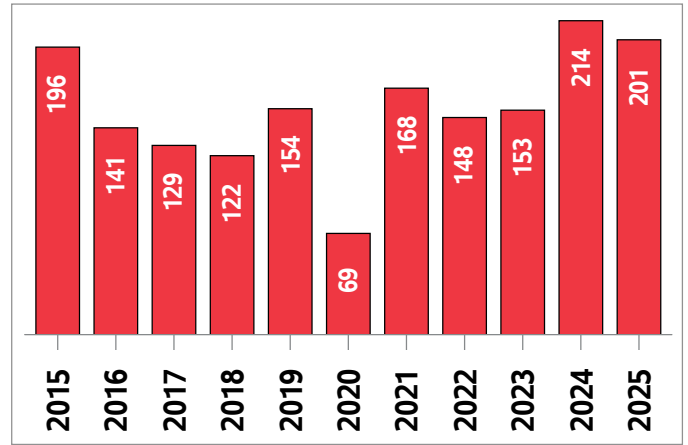
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

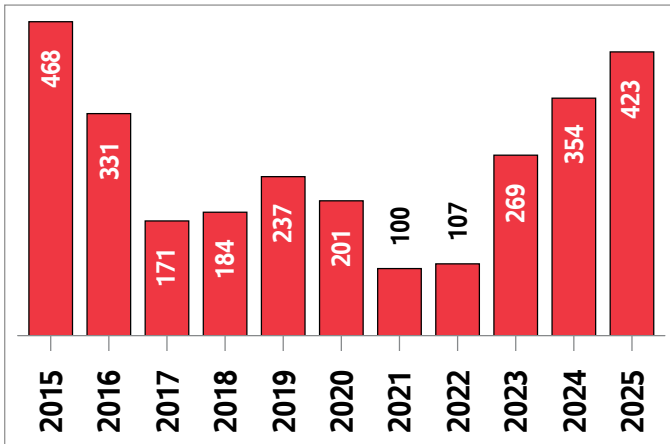
Sales Activity (April only)



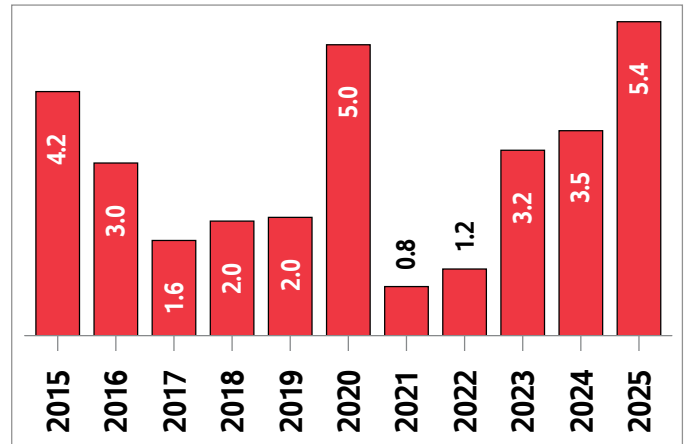
New Listings (April only)



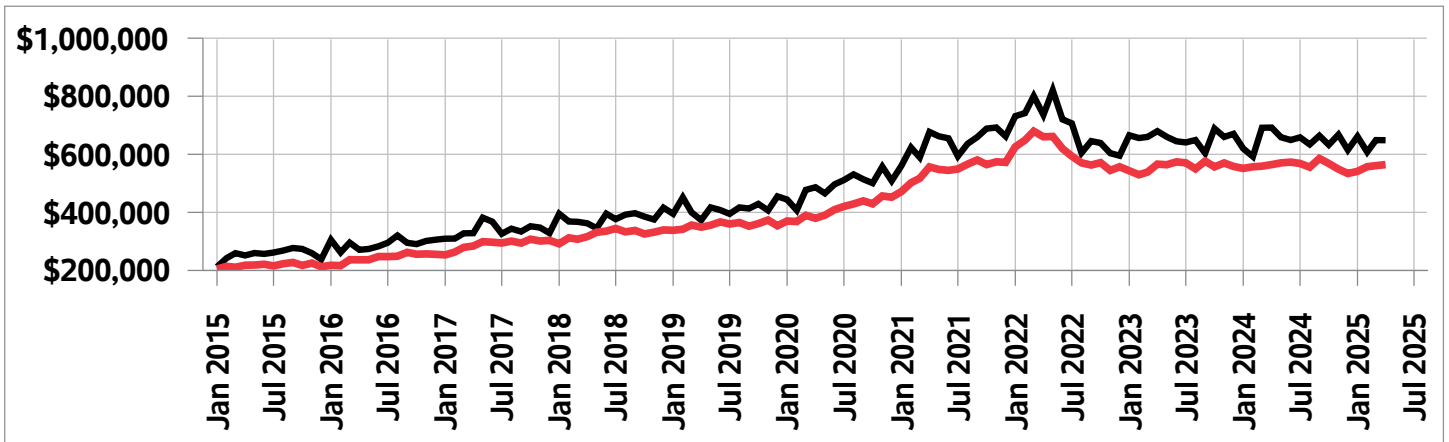
Active Listings (April only)



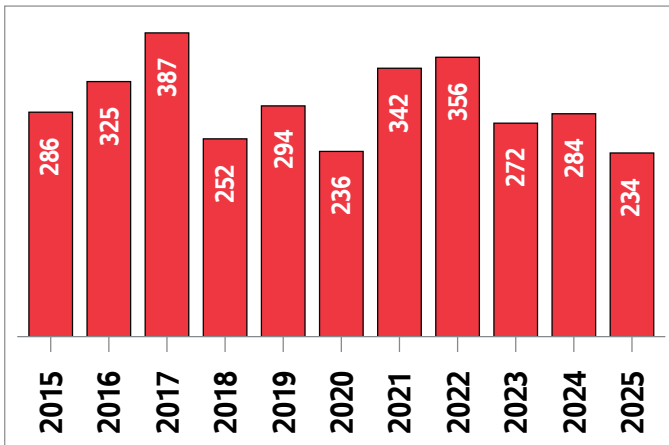
Months of Inventory (April only)



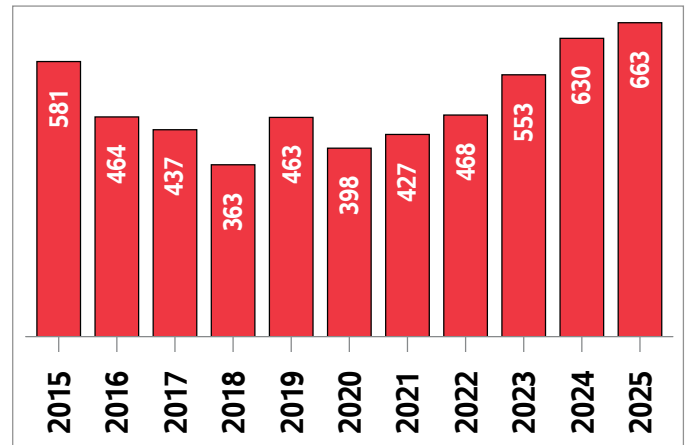
MLS® HPI Single Family Benchmark Price and Average Price



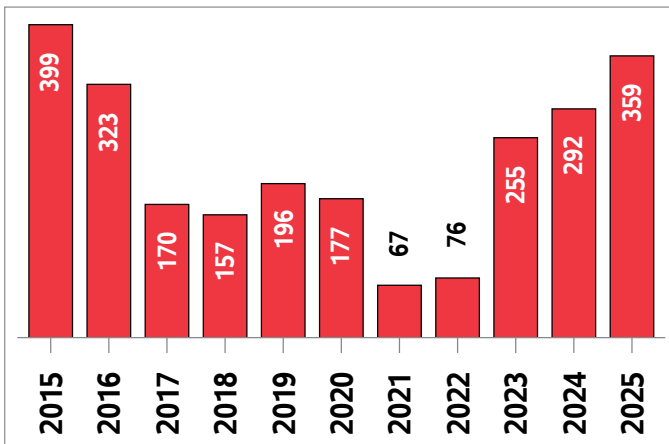
Sales Activity
(April Year-to-Date)



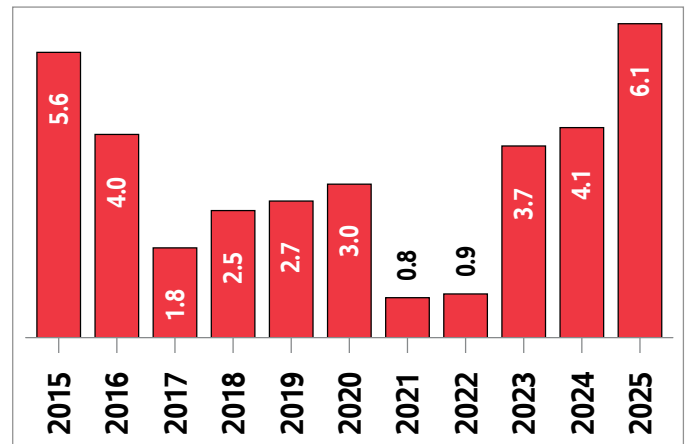
New Listings
(April Year-to-Date)



Active Listings ¹
(April Year-to-Date)



Months of Inventory ²
(April Year-to-Date)



¹ 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.

² Average active listings January to the current month / average sales January to the current month.

Actual	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	3	-72.7%	-66.7%	-50.0%	-40.0%	-57.1%	-70.0%
Dollar Volume	\$1,748,000	-72.8%	-63.8%	-50.2%	-21.0%	-12.1%	-12.4%
New Listings	7	-65.0%	-41.7%	-50.0%	600.0%	75.0%	16.7%
Active Listings	25	-7.4%	38.9%	177.8%	127.3%	150.0%	-28.6%
Sales to New Listings Ratio ¹	42.9	55.0	75.0	42.9	500.0	175.0	166.7
Months of Inventory ²	8.3	2.5	2.0	1.5	2.2	1.4	3.5
Average Price	\$582,667	-0.3%	8.5%	-0.3%	31.7%	105.1%	191.9%
Median Price	\$583,000	-0.3%	17.8%	-2.4%	40.5%	94.4%	211.4%
Sale to List Price Ratio ³	97.0	98.4	98.6	108.4	98.5	99.7	97.9
Median Days on Market	22.0	21.0	20.0	9.5	57.0	40.0	63.5

Year-to-Date	April 2025	Compared to ⁸					
		April 2024	April 2023	April 2022	April 2020	April 2018	April 2015
Sales Activity	19	-32.1%	-17.4%	-55.8%	26.7%	-24.0%	-9.5%
Dollar Volume	\$11,356,500	-30.5%	-9.2%	-62.7%	86.7%	39.8%	164.2%
New Listings	41	-16.3%	24.2%	-33.9%	64.0%	24.2%	-2.4%
Active Listings ⁴	25	-2.0%	30.7%	206.3%	71.9%	100.0%	-33.3%
Sales to New Listings Ratio ⁵	46.3	57.1	69.7	69.4	60.0	75.8	50.0
Months of Inventory ⁶	5.2	3.6	3.3	0.7	3.8	2.0	7.0
Average Price	\$597,711	2.5%	9.9%	-15.5%	47.4%	83.9%	192.0%
Median Price	\$620,000	6.9%	18.1%	-12.1%	65.3%	106.7%	227.3%
Sale to List Price Ratio ⁷	97.3	98.4	97.9	108.8	99.5	99.5	97.6
Median Days on Market	77.0	36.0	24.0	10.0	36.0	44.0	63.0

¹ Sales / new listings * 100; compared to levels from previous periods.

² 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.

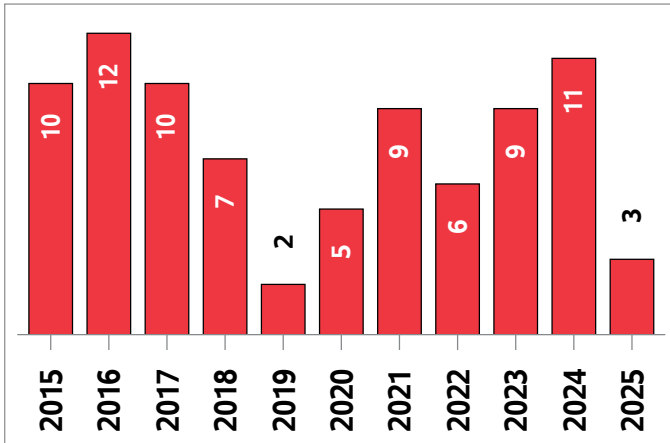
⁵ Sum of sales from January to current month / sum of new listings from January to current month.

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.

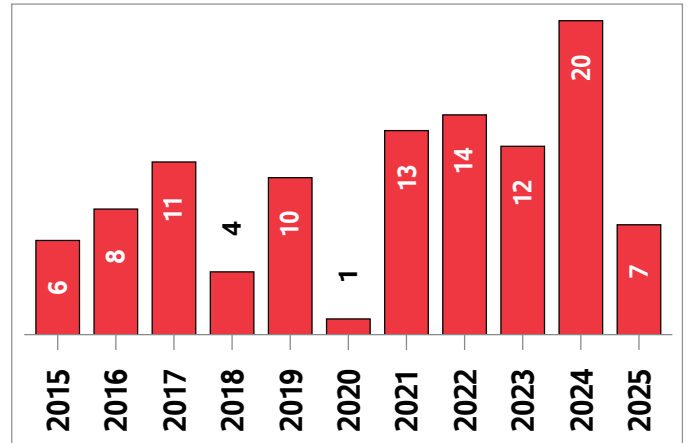
⁷ Sale price / list price * 100; average for all homes sold so far this year.

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.

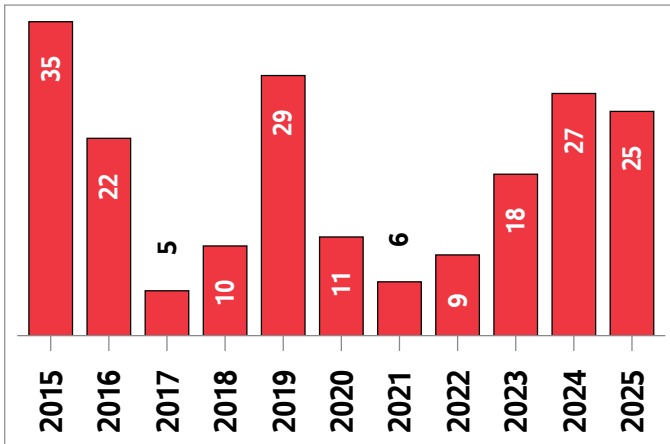
Sales Activity (April only)



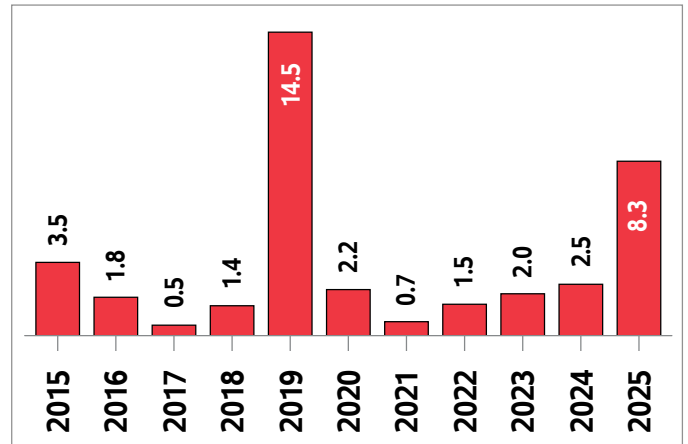
New Listings (April only)



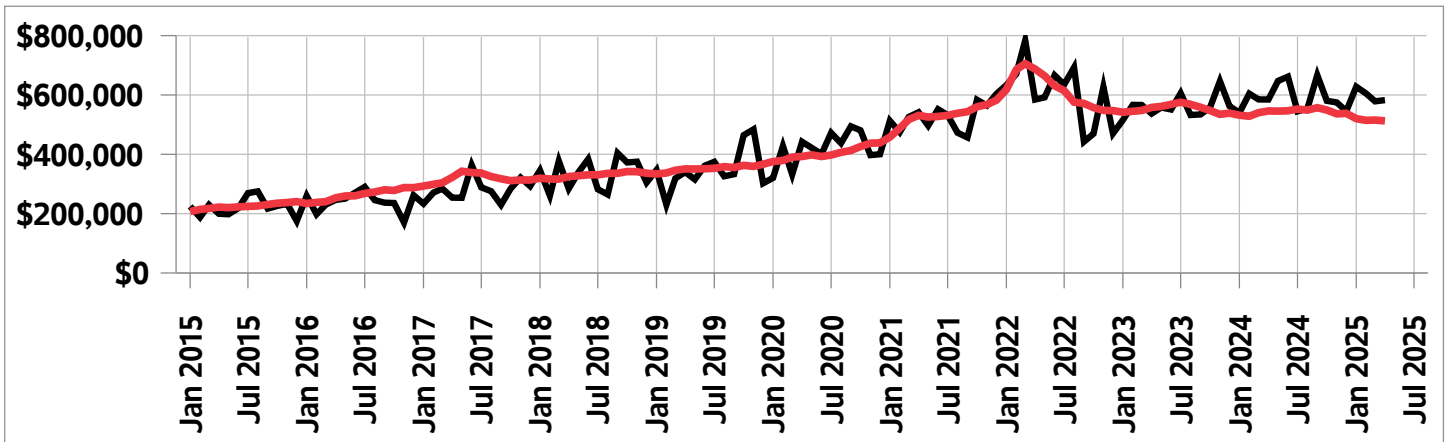
Active Listings (April only)



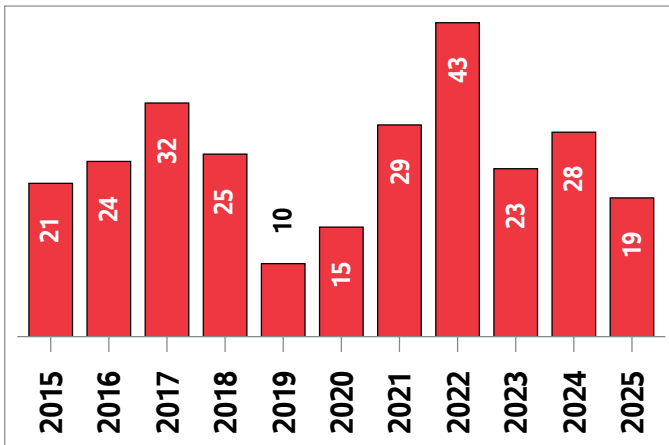
Months of Inventory (April only)



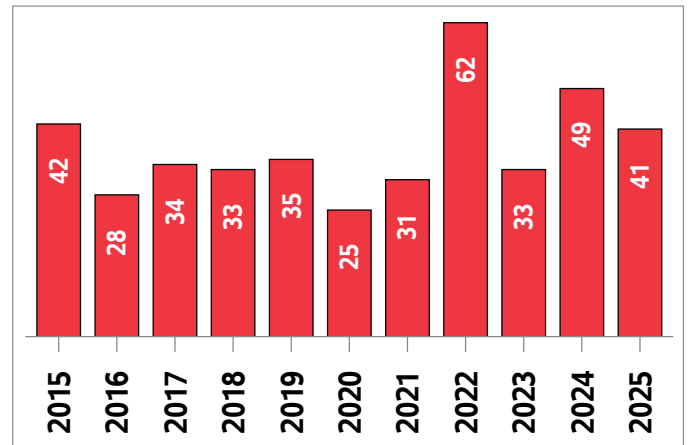
MLS® HPI Townhouse Benchmark Price and Average Price



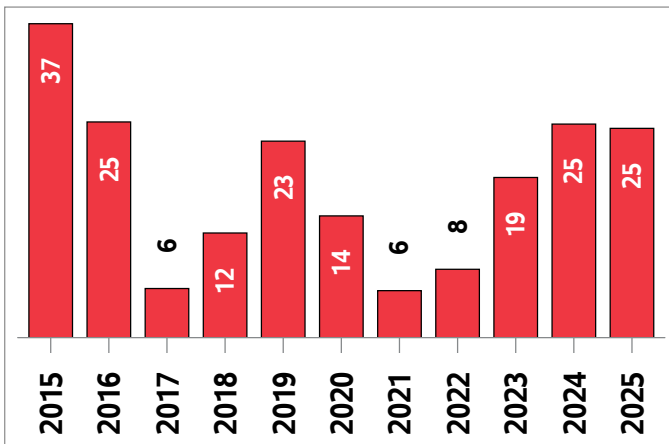
Sales Activity
(April Year-to-Date)



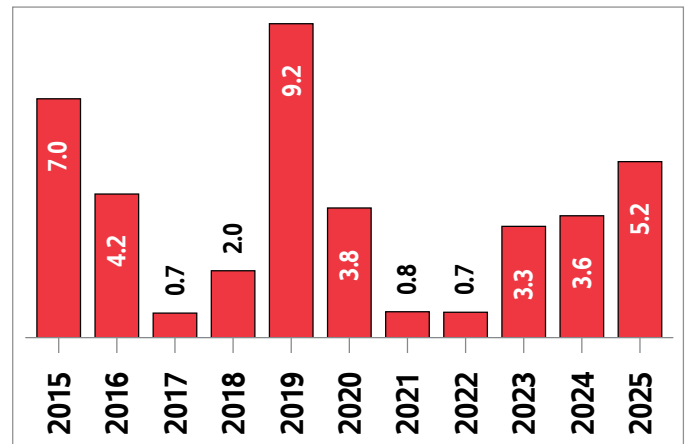
New Listings
(April Year-to-Date)



Active Listings ¹
(April Year-to-Date)



Months of Inventory ²
(April Year-to-Date)



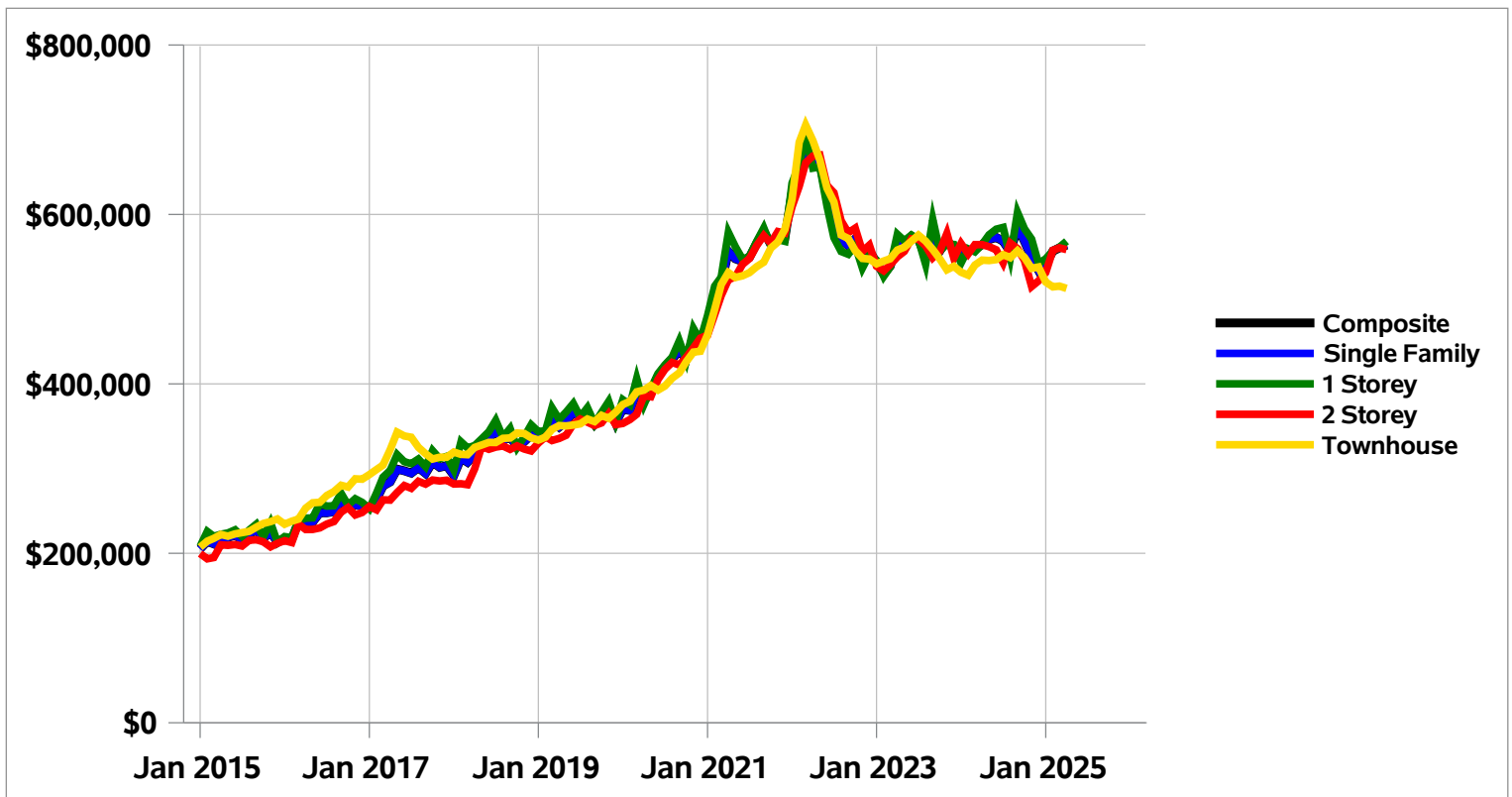
¹ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

² Average active listings January to the current month / average sales January to the current month.

MLS® Home Price Index Benchmark Price

Benchmark Type:	April 2025	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$563,900	0.6	4.2	-0.8	-0.1	-14.6	48.5
Single Family	\$564,500	0.6	4.3	-0.7	0.0	-14.5	48.7
One Storey	\$568,400	1.3	3.8	-2.5	0.7	-13.2	51.4
Two Storey	\$558,500	-0.4	5.1	2.3	-1.0	-16.5	44.7
Townhouse	\$512,700	-0.5	-1.4	-6.7	-6.1	-25.4	30.6

MLS® HPI Benchmark Price



Composite 

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

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

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

Housing Market Update for April 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 25.6%

Home sales numbered 90 units in April 2025, down 25.6% compared to the 121 units sold in April 2024.



Market balance

At the end of April 2025, the market was balanced but tilted in favour of buyers.



New listings down 11.6%

There were 220 new listings added in April 2025, down 11.6% compared to the 249 listings added in April 2024.



Benchmark price unchanged

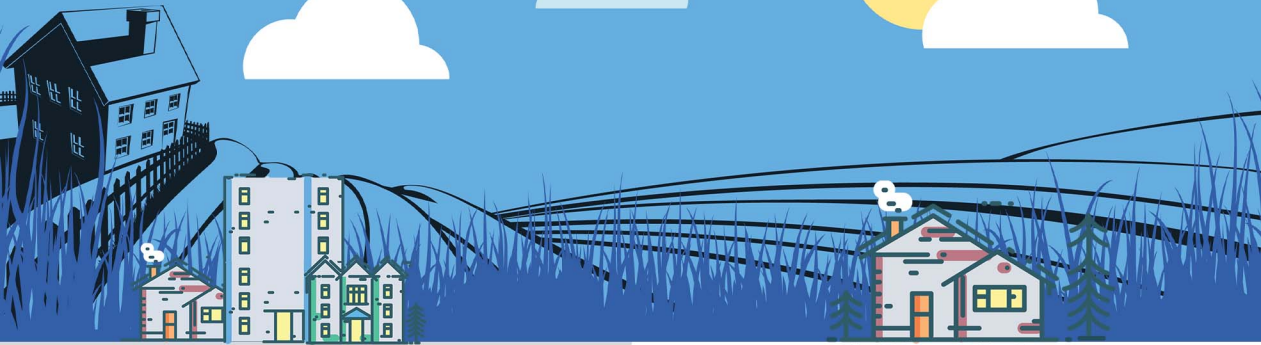
The benchmark price was \$563,900 in April 2025, unchanged compared to the same month last year.

Cornerstone Association of REALTORS® - Simcoe & District

Housing Market Update by Property Type for April 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

78

-22.0%



Benchmark Price

\$564,500

0.0%



TOWNHOUSE

Units Sold

3

-72.7%



Benchmark Price

\$512,700

-6.1%

