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REALTOR®

## June 2025 Residential Real Estate Market Report *Windsor/Essex County*

The June 2025 residential real estate market statistics are now in from WECAR (The Windsor/Essex County Association of Realtors). Listings are up and sales are down – but average price rebounds in June!

The average sale price for June 2025 was \$582,131 which is up 2.97% from this time last year and also up 4.54% from last month. Listings in June were up once again at 1,339 which is a 11.86% increase compared to a year ago but down 2.83% compared to last month. Sales were down at 471 which is a 5.23% decrease compared to a year ago and also down 4.07% from last month.

Average days on market was at 14 days in June which is the same as we saw in May. Months of inventory came in at 4.1 months (up from last month's 3.7). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 36.1% (down slightly from last month's 36.4%). This metric indicates that we remain currently in a **"Buyer's Market"**. Ok, this makes no sense you say. How can it be a Buyer's and a Balanced Market at the same time? In essence, these two metrics offer complementary perspectives on the real estate market. While months of inventory provides a snapshot of the overall supply situation, the sales to new listings ratio gives a more immediate indication of current market demand.

**Current headlines:** The BoC interest rate announcement on June 4<sup>th</sup> held the target rate at 2.75%. Inflation held at 1.7% in May. The tariff rhetoric continues.

**Final thought:** Even though we had an increase in new listings yet declining sales, average price has rebounded from May by almost 5%. In some price points (like the below average range) inventory remains tight ... especially in smaller municipalities where delayed offer, over asking sale strategies are still popular. The current economic and political uncertainty has definitely cooled our normally busy spring market. What will our summer market bring? Likely more of the same. At some point does the public become somewhat desensitized to the ongoing trade war and global uncertainty and get back to living a reasonably normal life? Time will tell!

Keep in mind that market conditions vary greatly depending on what price point you are in, location etc. so it's never been more important to hire a REALTOR® who understands the market and can offer you the best advice possible!

Have a safe and fun Summer and take care!



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\*Not intended to solicit current agency agreements

MLS® data courtesy of WECAR (Windsor Essex County Association of Realtors)

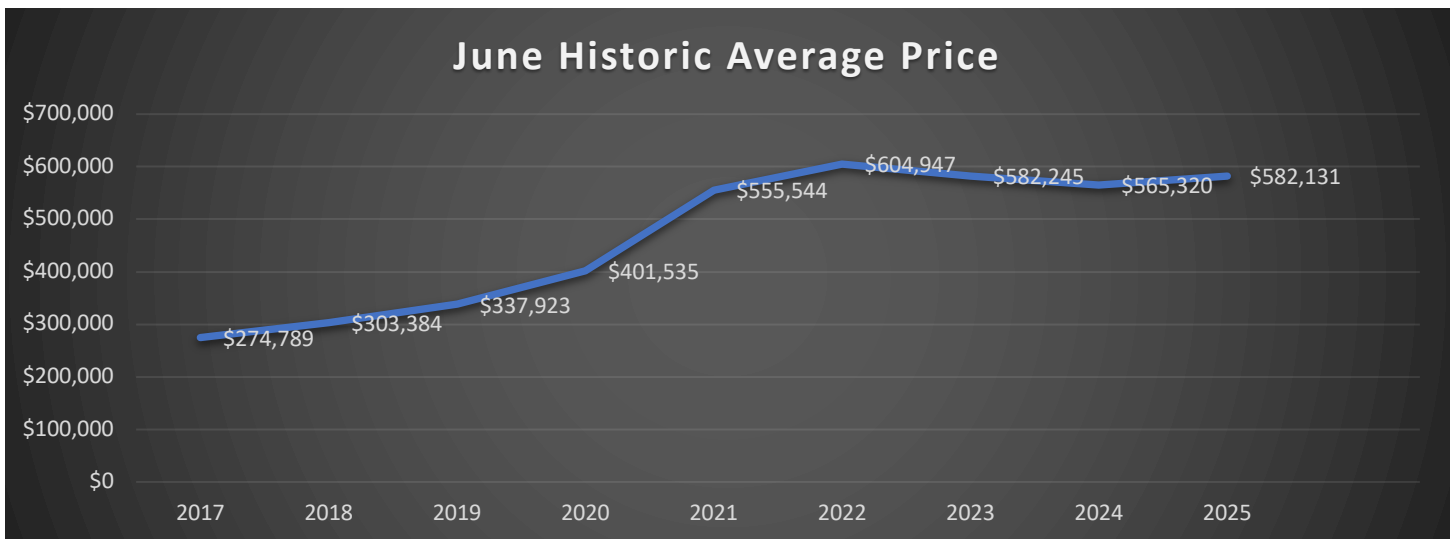
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## AVERAGE SALE PRICE

- ↑ **June 2025 Average Sale Price: \$582,131 (+2.97% increase y/y)**
- ↑ *June 2025 median sale price is: \$545,000 (+3.02% increase y/y)*
- ↑ **May 2025 average sale price: \$556,855 (+4.54% increase m/m)**

*\*Median Sales Price is when you take all of the sale prices listed in numerical order and pick the price in the exact middle of the list, if there is an even number of sales, it is the average of the two middle prices.*



## NEW LISTINGS

**↑ June 2025 New Listings: 1,339**  
(+11.86% increase y/y)

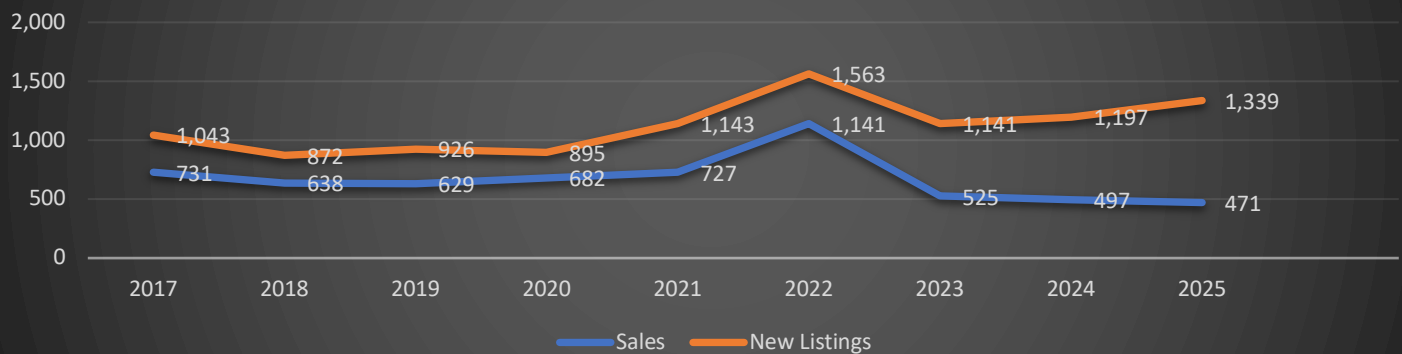
**↓ May 2025 New Listings: 1,378**  
(-2.83% decrease m/m)

## SALES

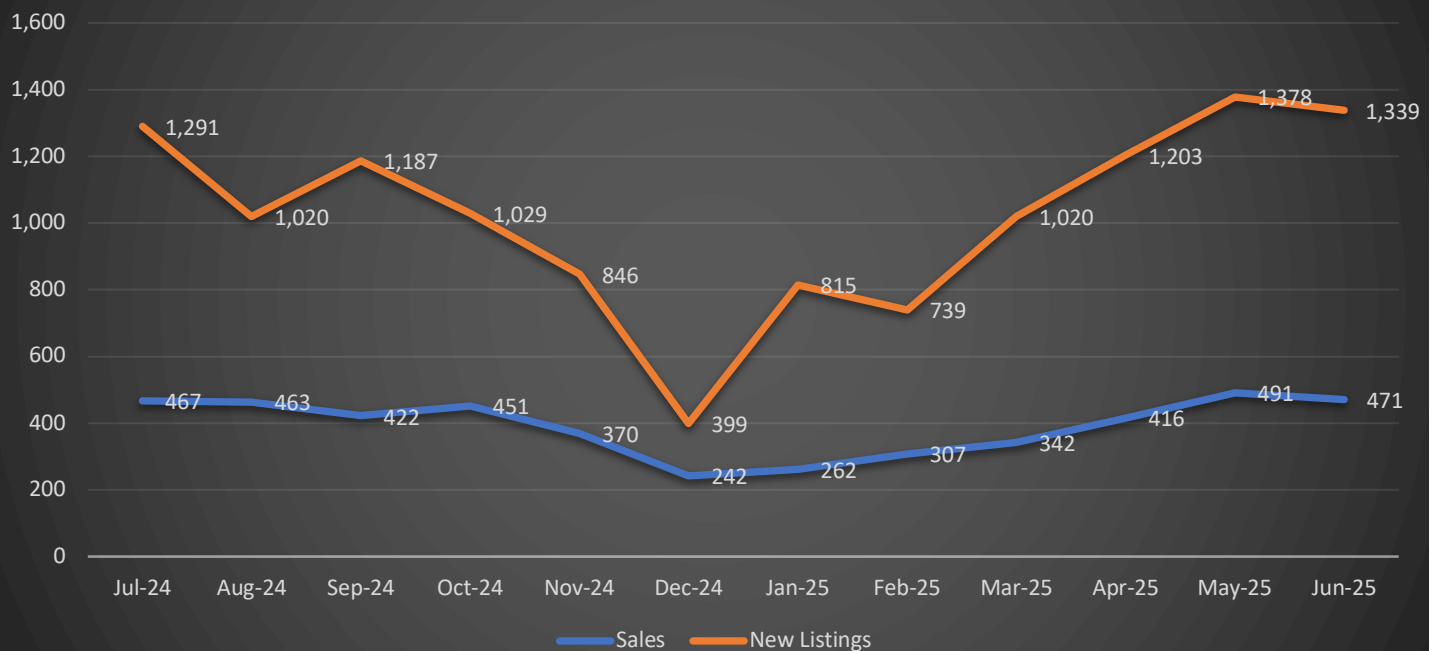
**↓ June 2025 Sales: 471**  
(-5.23% decrease y/y)

**↓ May 2025 Sales: 491**  
(-4.07% decrease m/m)

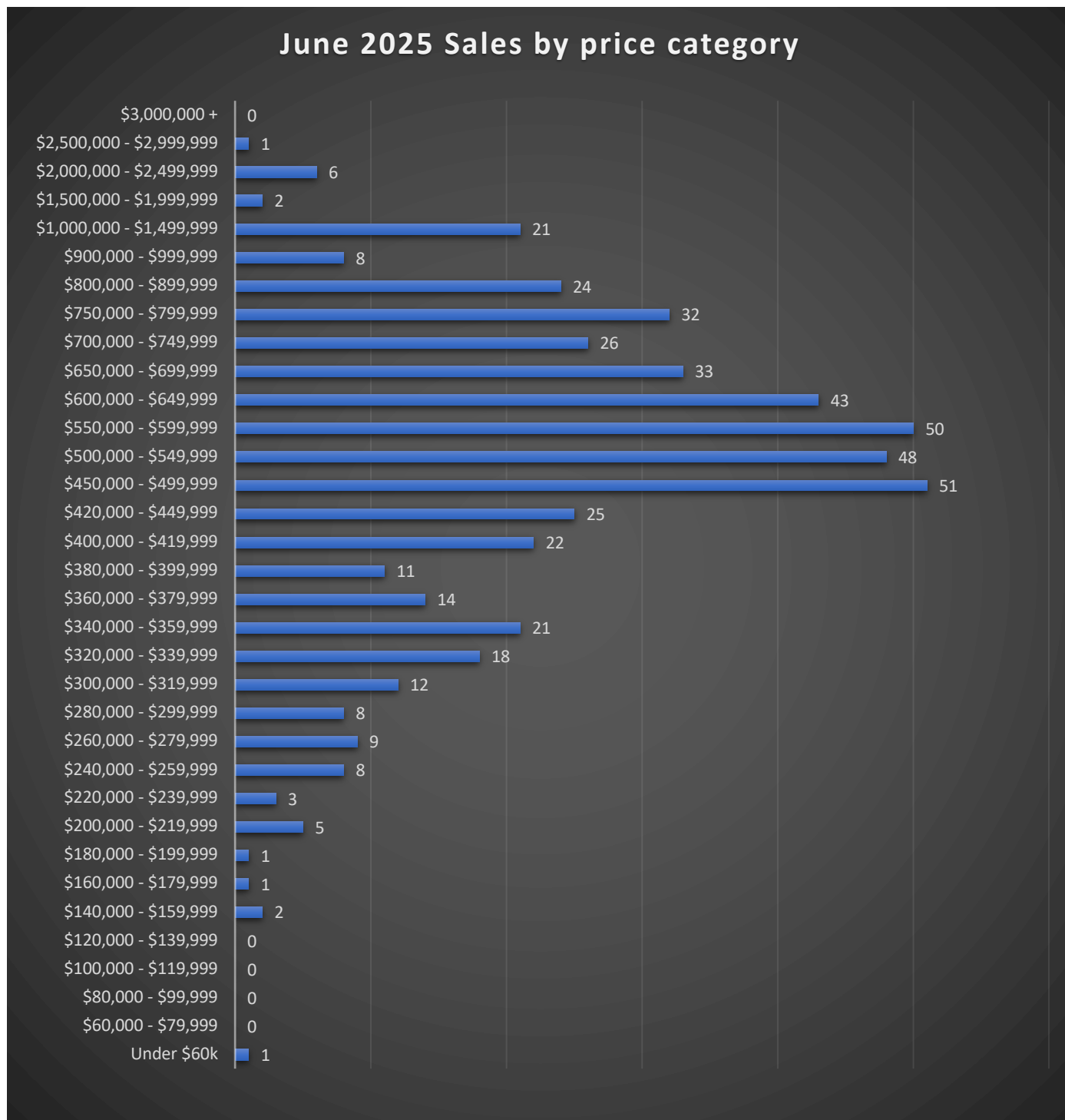
### June Historic New Listings and Sales

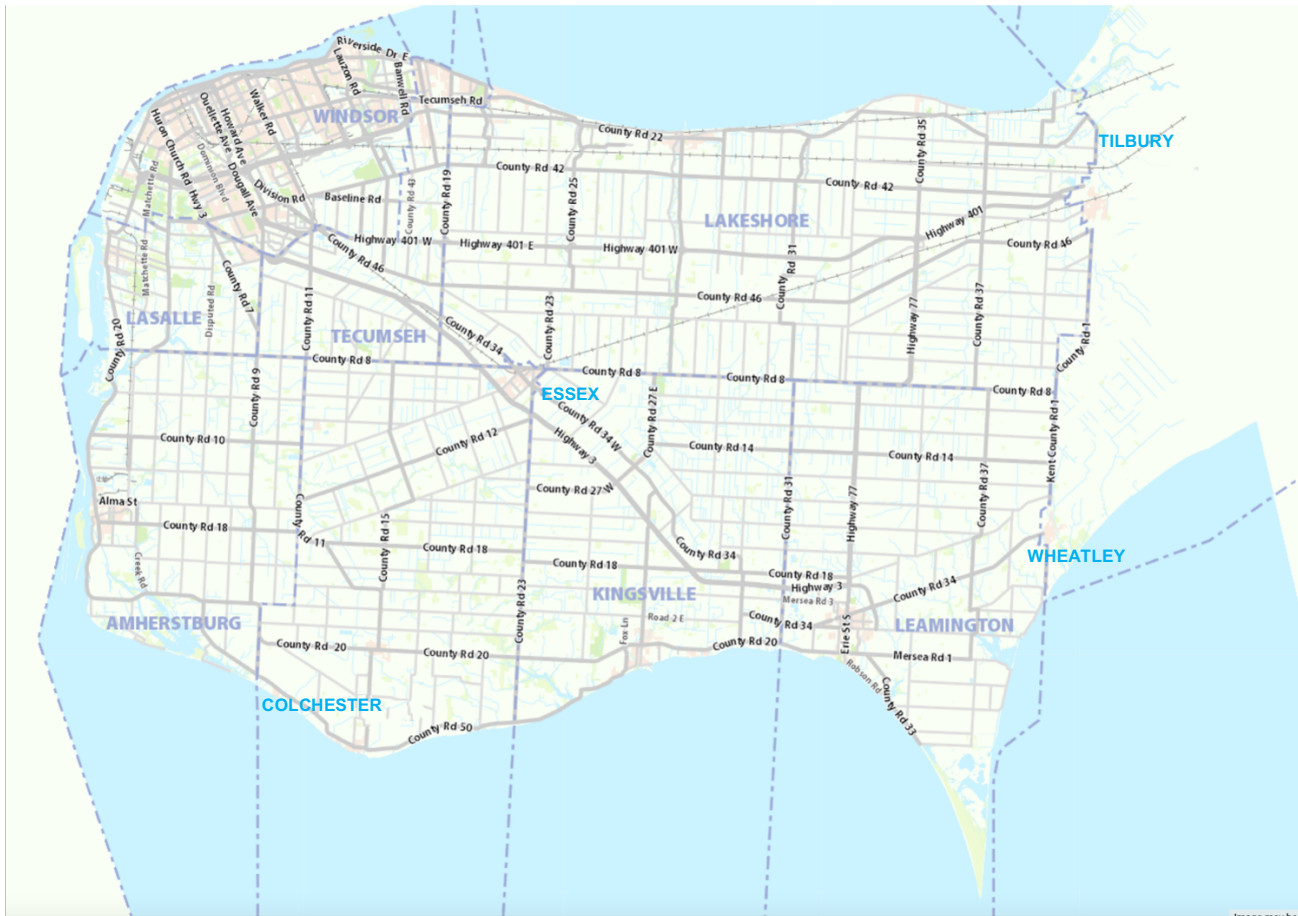


### New Listings and Sales - Past 12 months

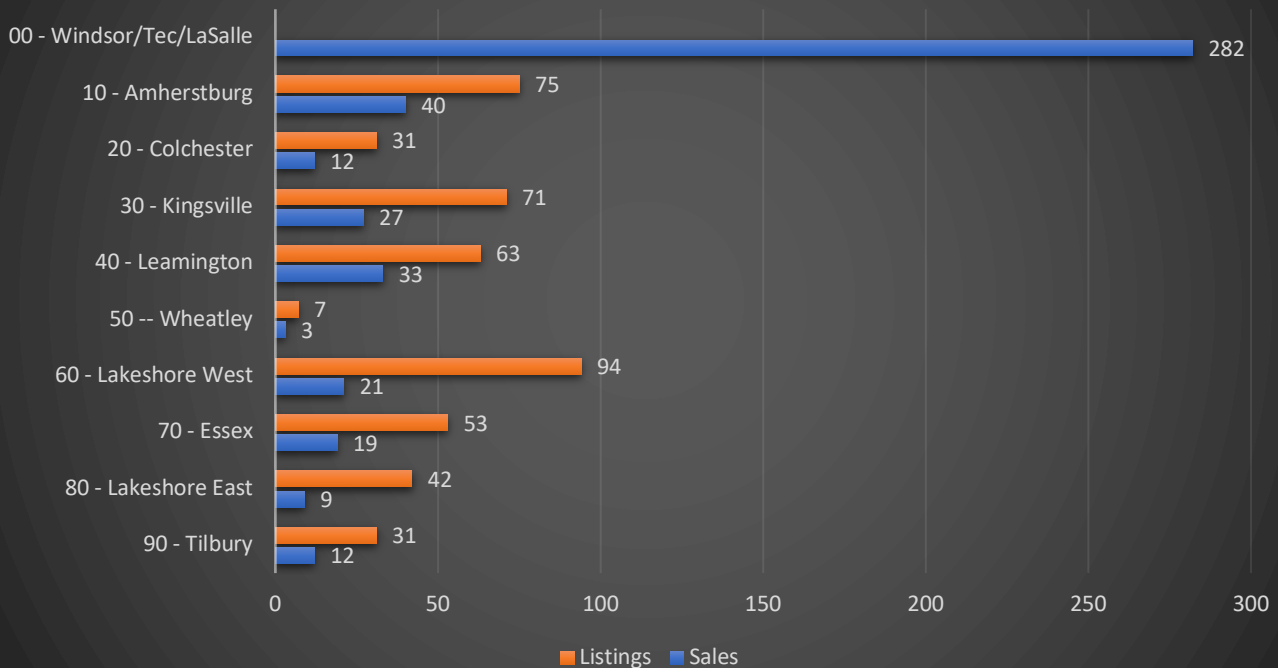


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





## Sales by Geographic Area in Essex County



#1



## **Bungalow**

Sales: 106  
Average price. \$513,139

#2



## **Ranch**

Sales: 68  
Average price. \$666,048

#3



## **2 Storey**

Sales: 64  
Average price. \$719,218

#4



## **Raised-Ranch**

Sales: 61  
Average price. \$634,692

#5

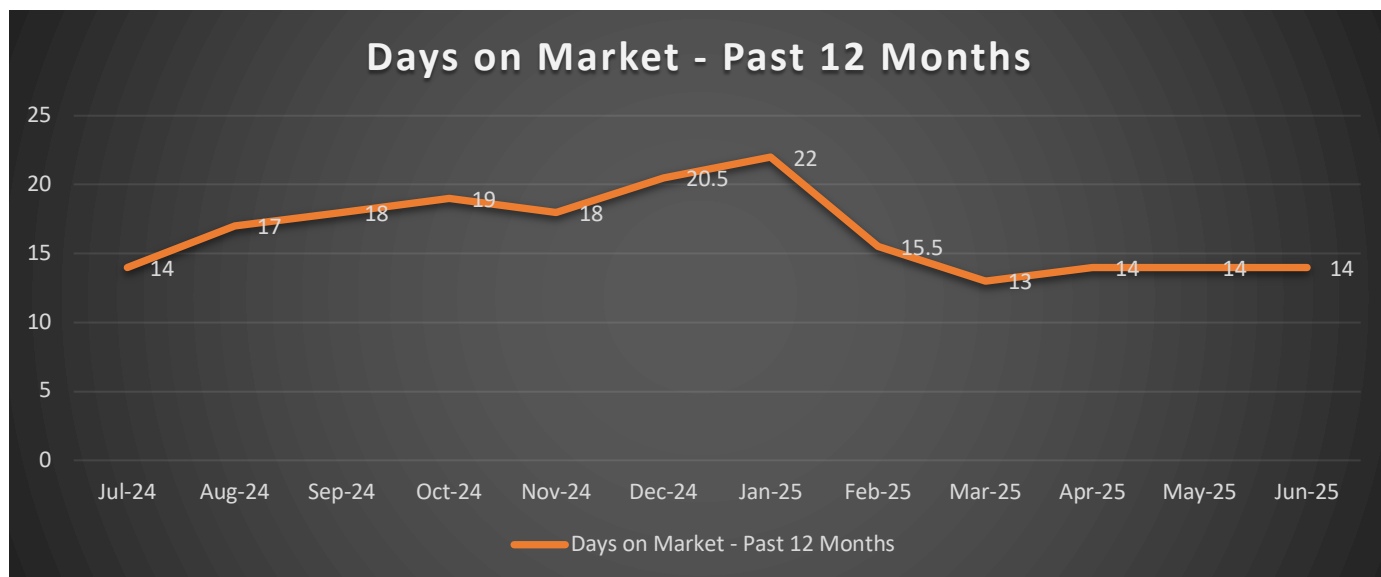
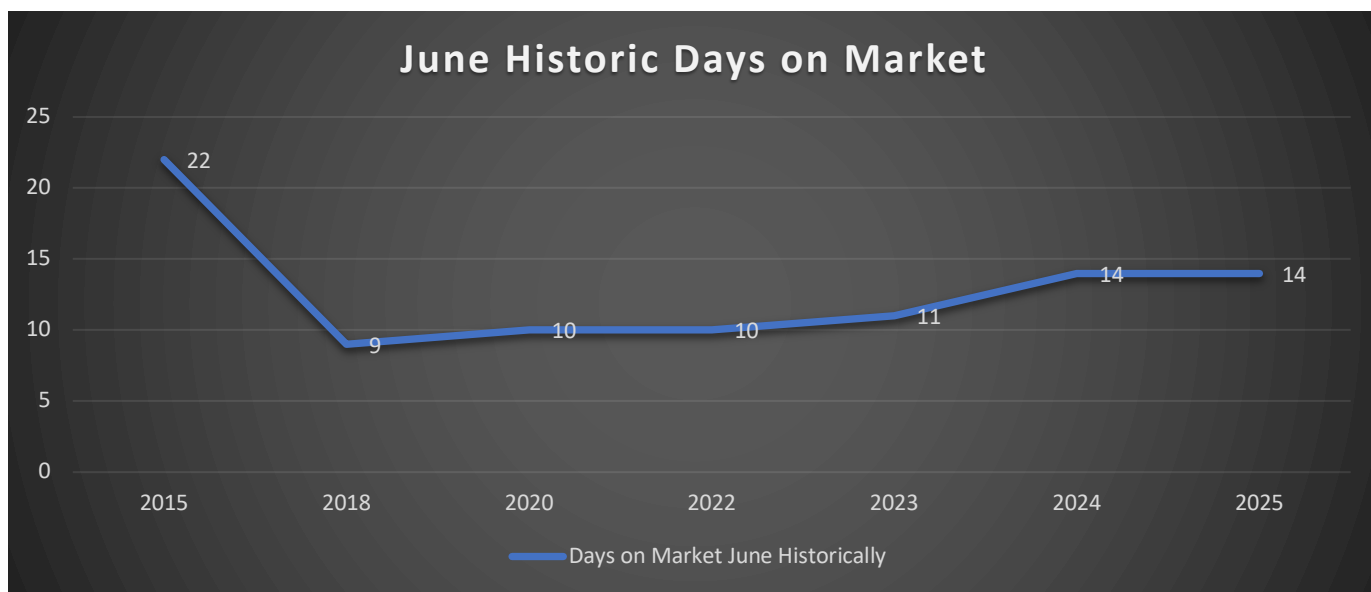


## **1.5 storey**

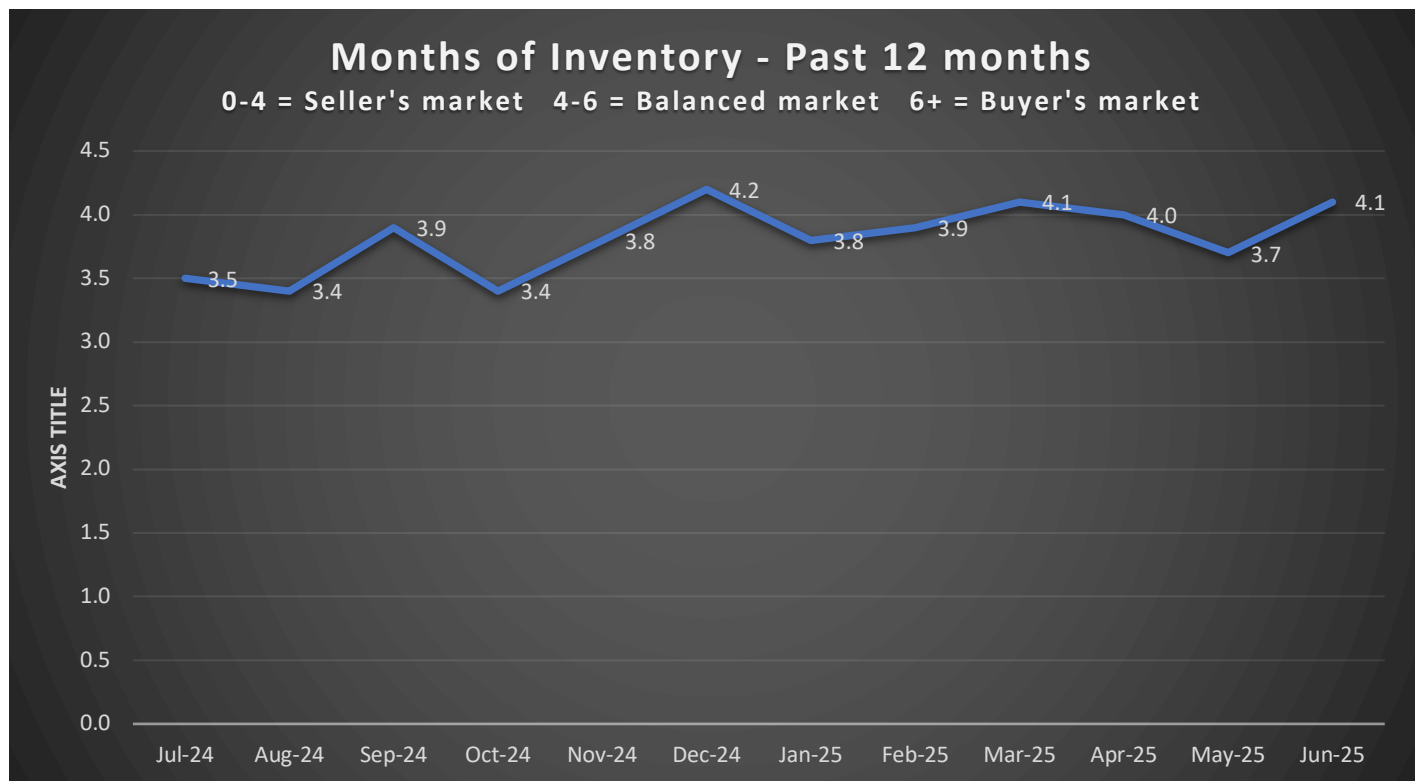
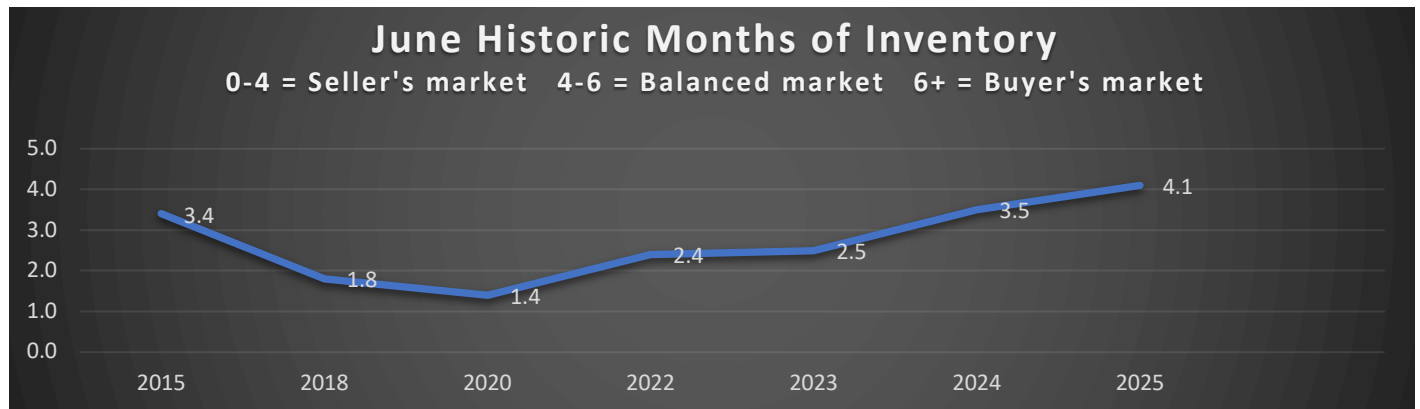
Sales: 55  
Average price. \$412,892

Days on Market or "DOM" is a crucial statistic used to understand real estate activity in a particular area.

DOM measures the number of days between a property's initial listing and the date it either sold or was taken off the market. A decreasing DOM means a market becomes more competitive (like in a Seller's market), while the opposite is true with an increasing DOM (like in a Buyer's market). It is used to compare locations and also to predict trends.



The Months of Inventory metric tells us how many months it would take for all the current homes for sale on the market to sell, given a monthly sales volume. Four to five months of supply is average. A lower number means that Buyers are dominating the market and there are relatively few Sellers; a higher number means there are more Sellers than Buyers.

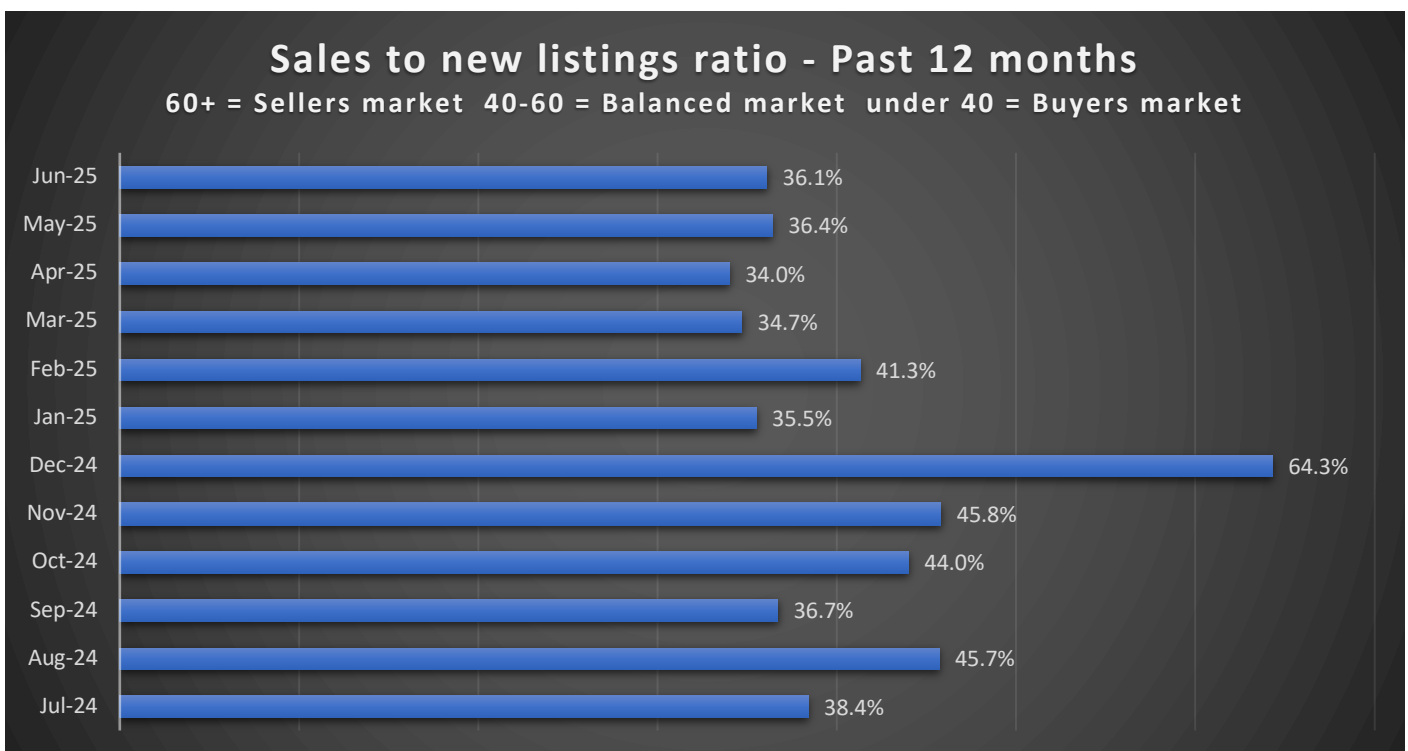
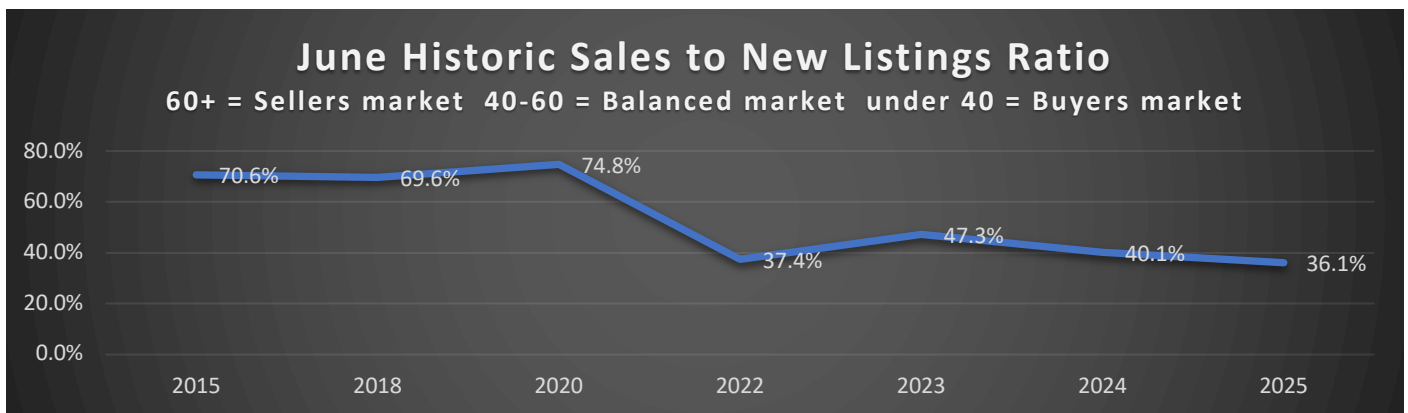


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

SNLR is calculated by dividing the number of homes sold in a period by the total number of new listings added to the market, multiplied by 100 to get a percentage.

In a buyer's market, there is an oversupply of homes relative to demand which can lead to lower home prices and increased negotiating power for buyers.

In a seller's market, high demand and low supply lead to more buyers competing for fewer homes, increased home prices, and sellers having more control over negotiations.



## CANADIAN INFLATION ANNOUNCEMENTS

(Target 2%)

### 2025

May 2025	(1.7%)
April 2025	(1.7%)
March 2025	(2.3%)
February 2025	(2.6%)
January 2025	(1.9%)

### 2024

December 2024	(1.8%)
November 2024	(1.9%)
October 2024	(2.0%)
September 2024	(1.6%)
August 2024	(2.0%)
July 2024	(2.5%)
June 2024	(2.7%)
May 2024	(2.9%)
April 2024	(2.7%)
March 2024	(2.9%)
February 2024	(2.8%)
January 2024	(2.9%)

### 2023

December 2023	(3.4%)
November 2023	(3.1%)
October 2023	(3.1%)
September 2023	(3.8%)
August 2023	(4.0%)
July 2023	(3.3%)
June 2023	(2.8%)
May 2023	(3.4%)
April 2023	(4.4%)
March 2023	(4.3%)
February 2023	(5.2%)
January 2023	(5.9%)

### 2022

December 2022	(6.3%)
November 2022	(6.8%)
October 2022	(6.9%)
September 2022	(6.9%)
August 2022	(7.0%)
July 2022	(7.6%)
June 2022	(8.1%)
May 2022	(7.7%)

## CANADIAN BANK OF CANADA INTEREST RATE ANNOUNCEMENTS

### 2025

July 30, 2025	TBD	TBD
June 4, 2025	(Target 2.75%)	(no change)
April 16, 2025	(Target 2.75%)	(no change)
March 12, 2025	(Target 2.75%)	(-0.25%)
January 29, 2025	(Target 3.00%)	(-0.25%)

### 2024

December 11, 2024	(Target 3.25%)	(-0.50%)
October 23, 2024	(Target 3.75%)	(-0.50%)
September 4, 2024	(Target 4.25%)	(-0.25%)
July 24, 2024	(Target 4.50%)	(-0.25%)
June 5, 2024	(Target 4.75%)	(-0.25%)
April 10, 2024	(Target 5%)	(no change)
March 6, 2024	(Target 5%)	(no change)
January 24, 2024	(Target 5%)	(no change)

### 2023

December 6, 2023	(Target 5%)	(no change)
October 25, 2023	(Target 5%)	(no change)
September 6, 2023	(Target 5%)	(no change)
July 12, 2023	(Target 5%)	(+0.25%)
June 7, 2023	(Target 4.75%)	(+0.25%)
April 12, 2023	(Target 4.50%)	(no change)
March 8, 2023	(Target 4.50%)	(no change)
January 25, 2023	(Target 4.50%)	(+0.25%)

### 2022

December 7, 2022	(Target 4.25%)	(+0.50%)
October 26, 2022	(Target 3.75%)	(+0.50%)
September 7, 2022	(Target 3.25%)	(+0.75%)
July 13, 2022	(Target 2.50%)	(+1.00%)
June 1, 2022	(Target 1.50%)	(+0.50%)
April 13, 2022	(Target 1.00%)	(+0.50%)
March 2, 2022	(Target 0.50%)	(+0.25%)
January 26, 2022	(Target 0.25%)	(no change)

### 2021

December 8, 2021	(Target 0.25%)	(no change)
October 27, 2021	(Target 0.25%)	(no change)
September 8, 2021	(Target 0.25%)	(no change)