



Steve Blais
REALTOR®

September 2025 Residential Real Estate Market Report *Windsor/Essex County*

The September 2025 residential real estate market statistics are now in from WECAR (The Windsor/Essex County Association of Realtors). Year over year listings and average price are up, sales are down. Let's take a closer look!

The average sale price for September 2025 was \$590,008 which is up slightly at 1.60% from this time last year and also up 4.28% from last month. Listings in September were up once again at 1,262 which is a 4.64% increase compared to a year ago and also up 9.08% compared to last month. Sales were down at 381 which is a 14.77% decrease compared to a year ago and also down 11.4% from last month.

Average days on market was at 20 days in September which is up from 17 in August. Months of inventory came in at 4.7 months (up from last month's 4.4 months). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 33% (down from last month's 39%). This metric indicates that we remain currently in a **"Buyer's Market"**). 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 September 17th resulted in the BoC dropping the target rate to 2.50% (25-basis point reduction). Inflation increased in August from 1.7% to 1.9%. Windsor unwillingly claimed the top spot in the country with the highest unemployment rate at 11.1% (it was at 9.1% in January 2025). The NextStar EV battery plant has now received its occupancy permit!

Final thought:

The tariffs and overall economic instability with the USA continue to be challenging for businesses. While the start of our Fall selling season is getting off to a slow start on the sales end, average price has rebounded considerably from August indicating that for now, even though listings are climbing and sales dropping, average price is not only holding its own but climbing. Same goes for median price.

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

Take care!



Steve Blais

REALTOR®

59 Eugenie St E,
Windsor, ON N8X 2X9



📞 226.347.6945

🌐 www.steveblais.com

✉️ steve@steveblais.com

*Not intended to solicit current agency agreements

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

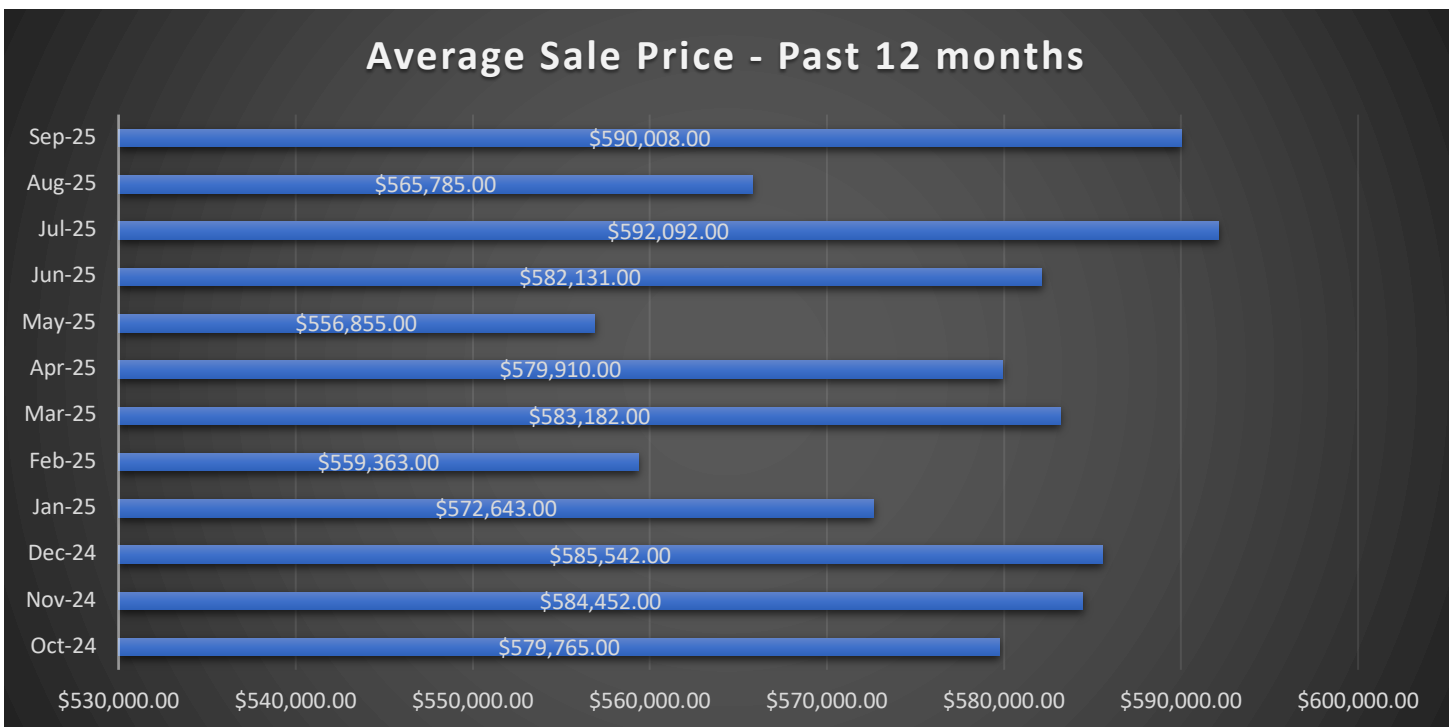
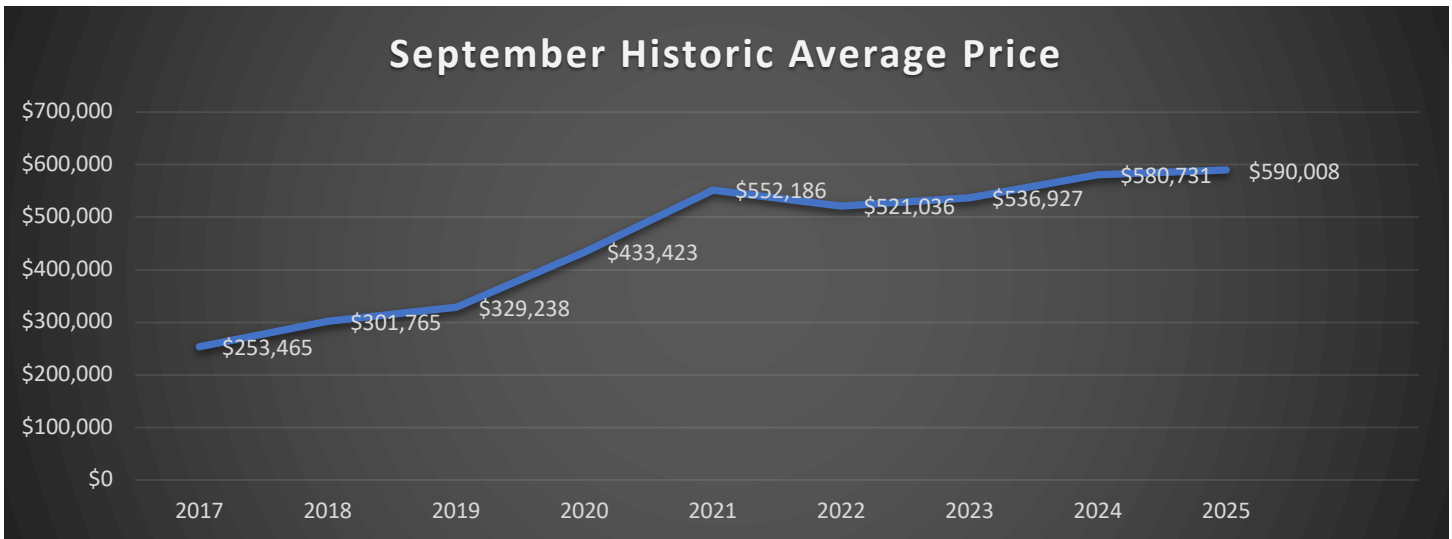
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AVERAGE SALE PRICE

- ↑ **September 2025 Average Sale Price: \$590,008 (+1.60% increase y/y)**
- ➡ *September 2025 median sale price is: \$540,000 (0% change y/y)*
- ↑ **August 2025 average sale price: \$565,785 (+4.28% 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

↑ September 2025 New Listings: 1,262
(+4.64% increase y/y)

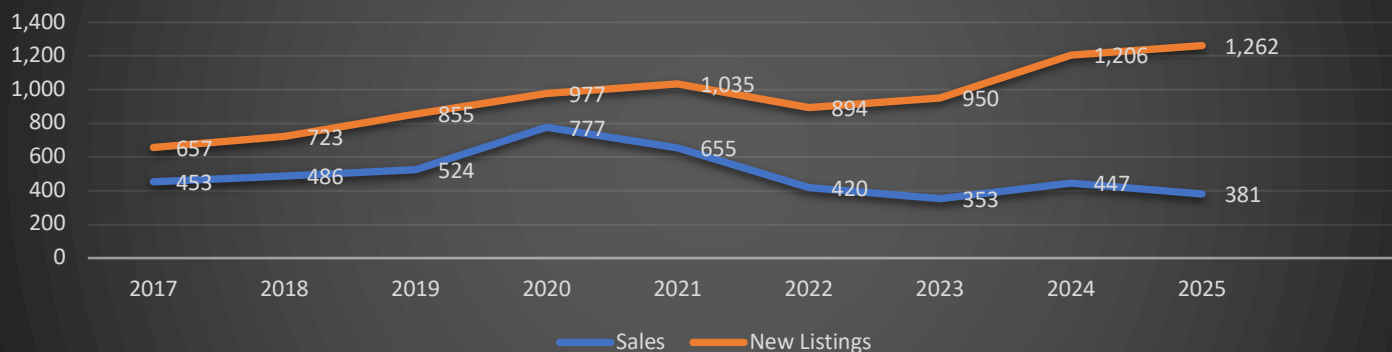
↑ August 2025 New Listings: 1,157
(+9.08% increase m/m)

SALES

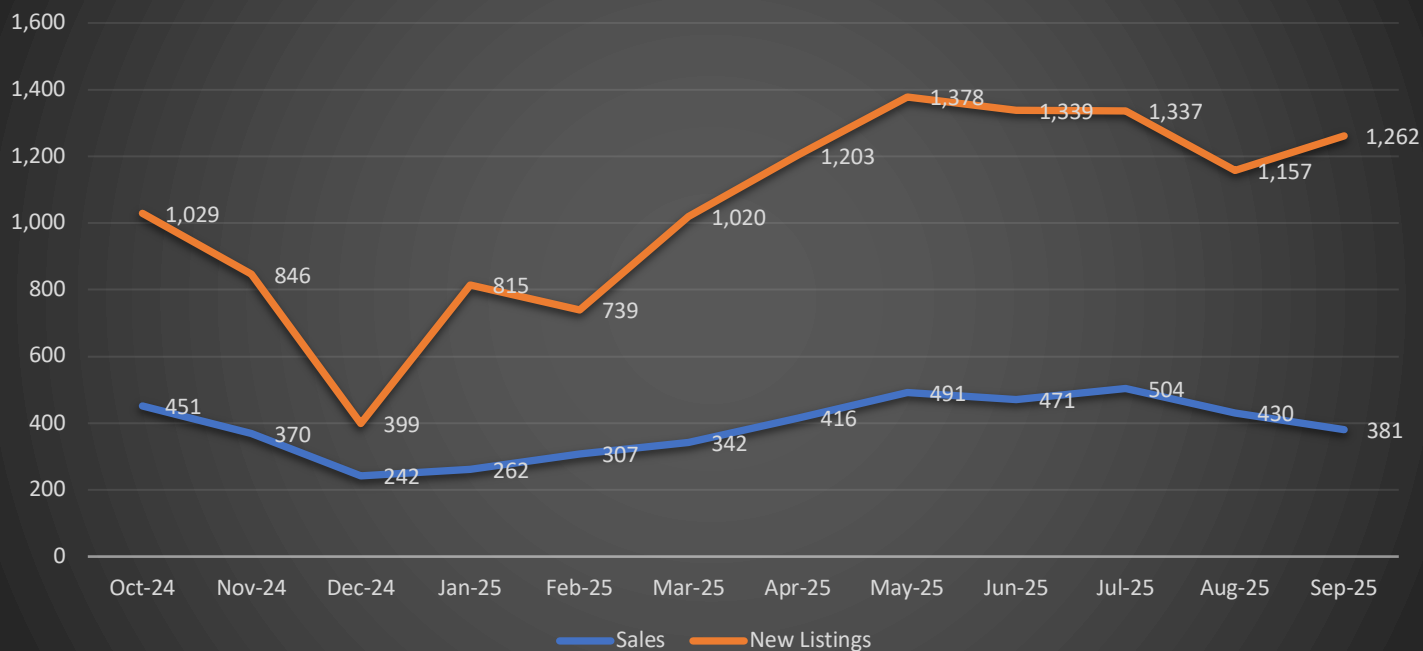
↓ September 2025 Sales: 381
(-14.77% decrease y/y)

↓ August 2025 Sales: 430
(-11.4% decrease m/m)

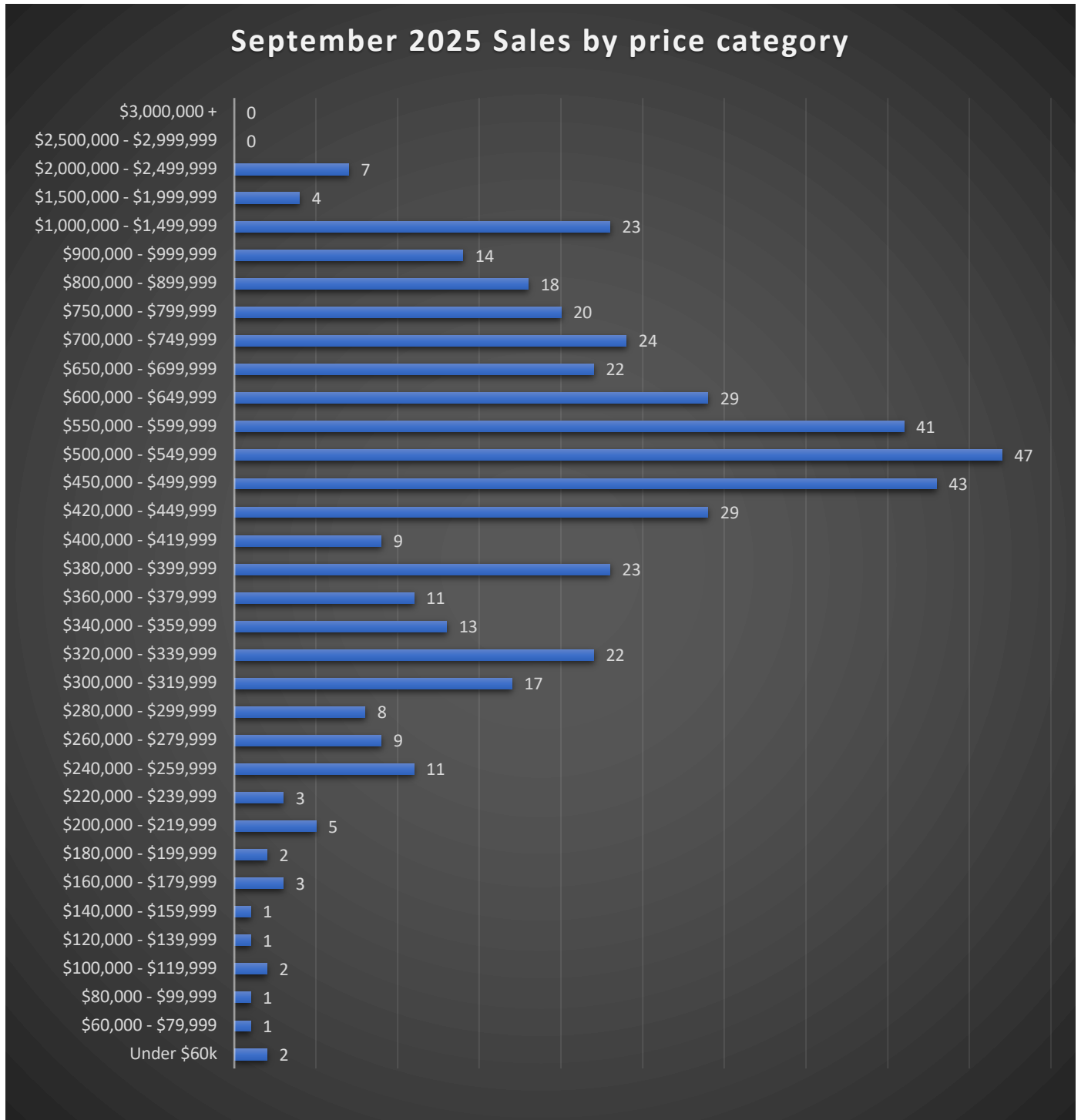
September Historic New Listings and Sales

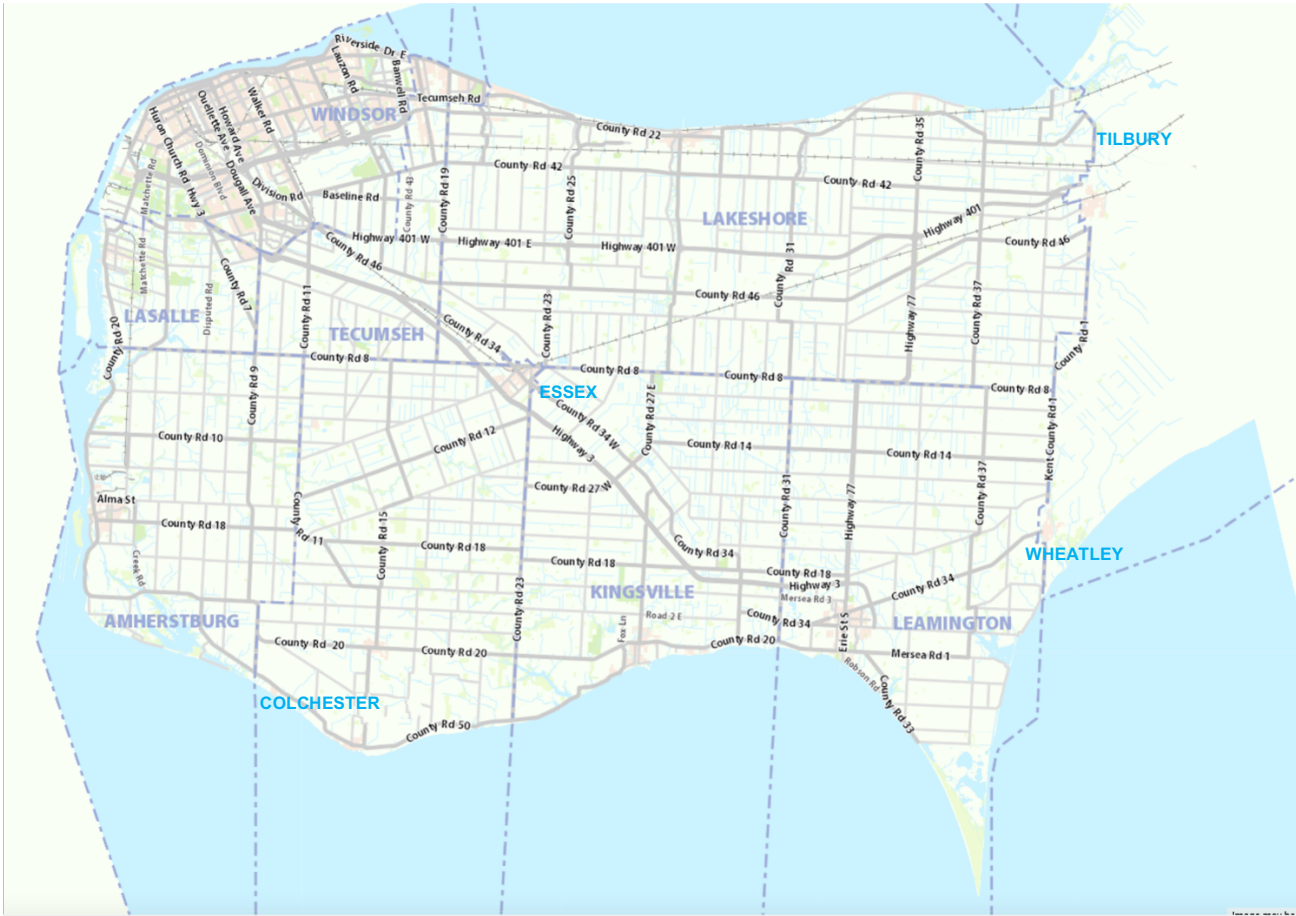


New Listings and Sales - Past 12 months

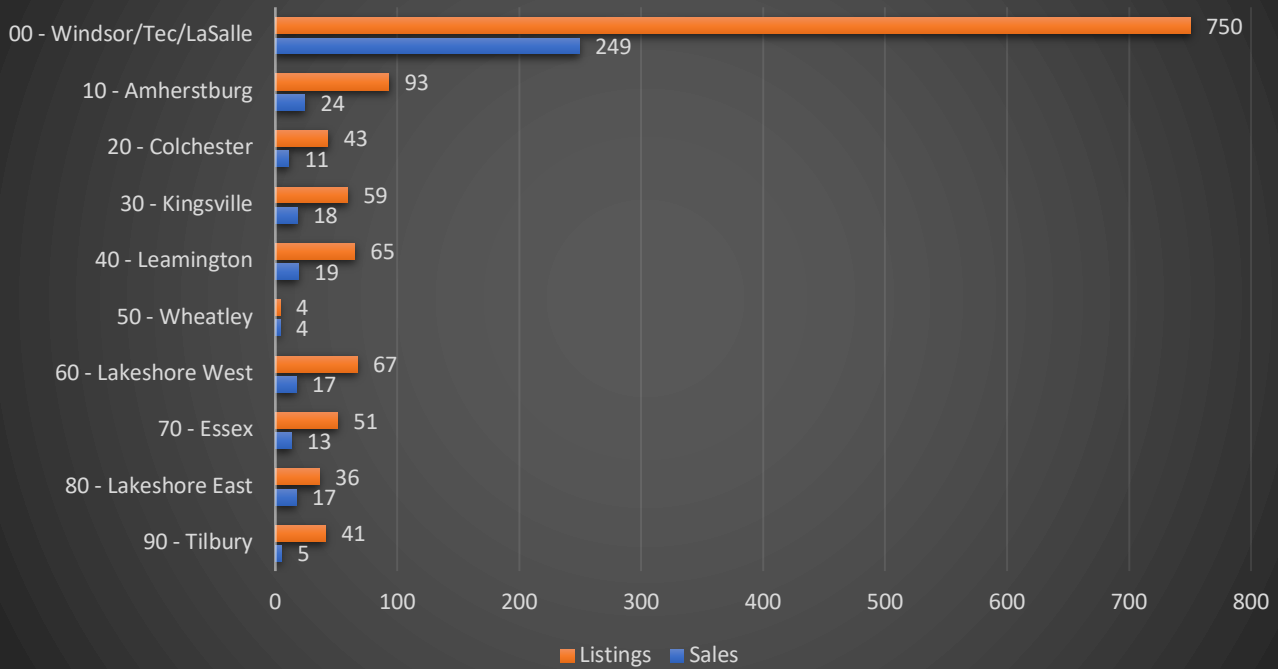


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





Sales by Geographic Area in Essex County



#1



Bungalow

Sales: 85
Average price. \$479,679

#2



Ranch

Sales: 62
Average price. \$729,616

#3



2 Storey

Sales: 50
Average price. \$746,018

#4



1.5 storey

Sales: 45
Average price. \$493,291

#5

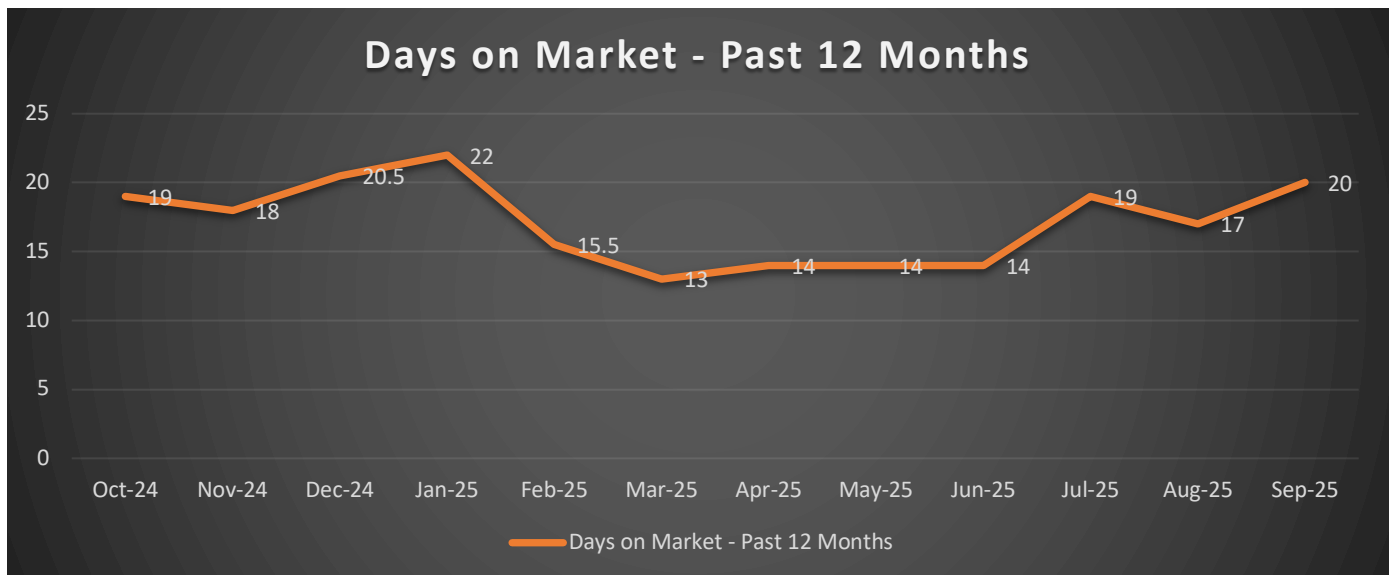
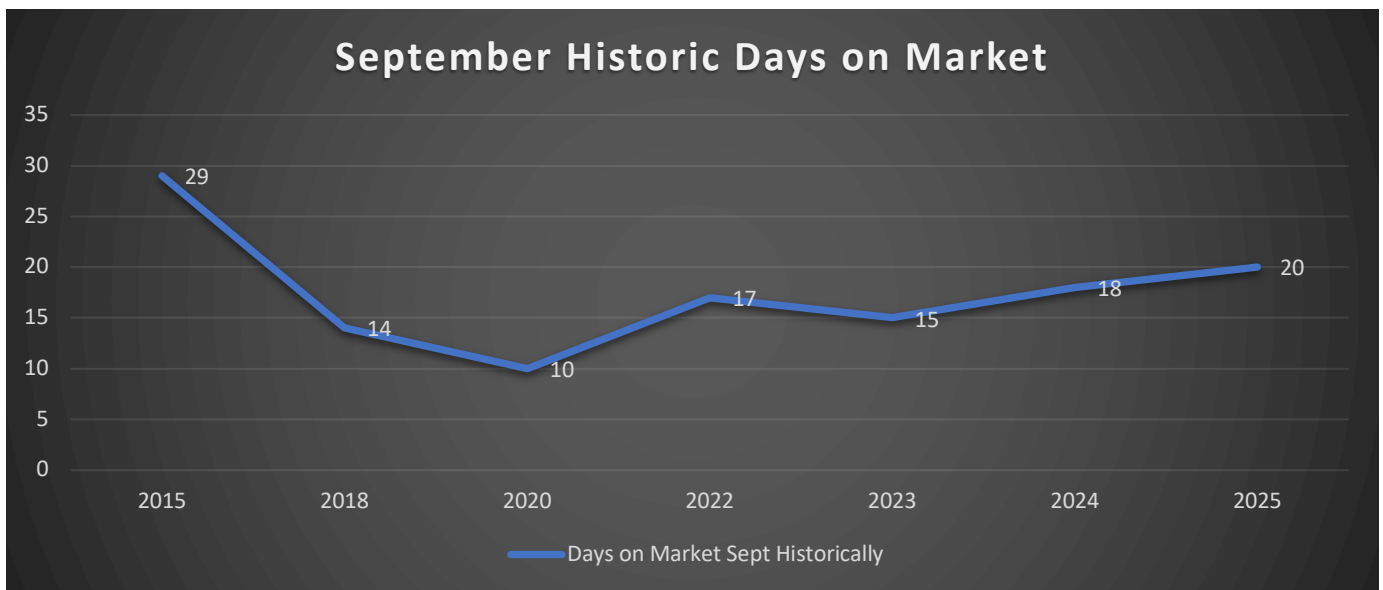


Raised-Ranch

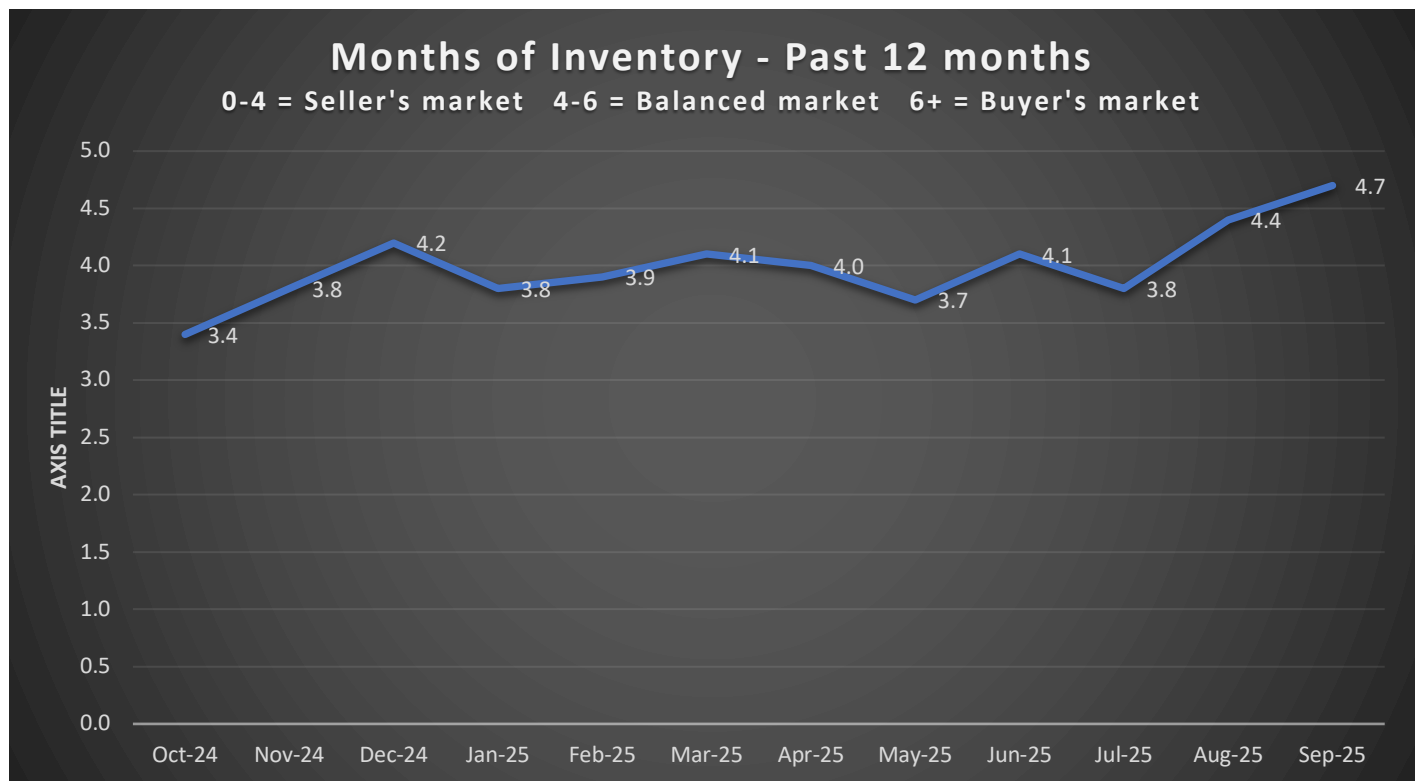
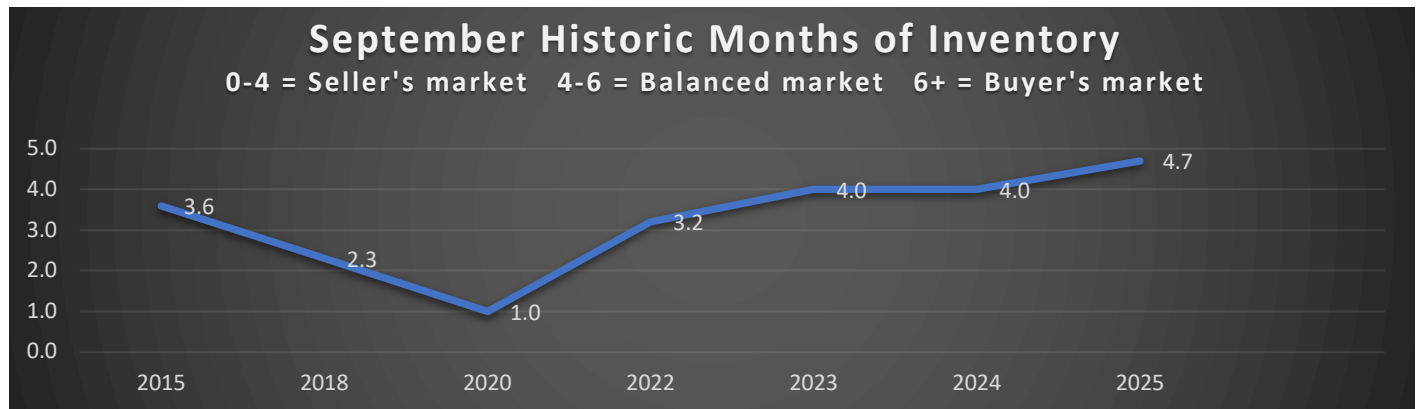
Sales: 43
Average price. \$630,044

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.

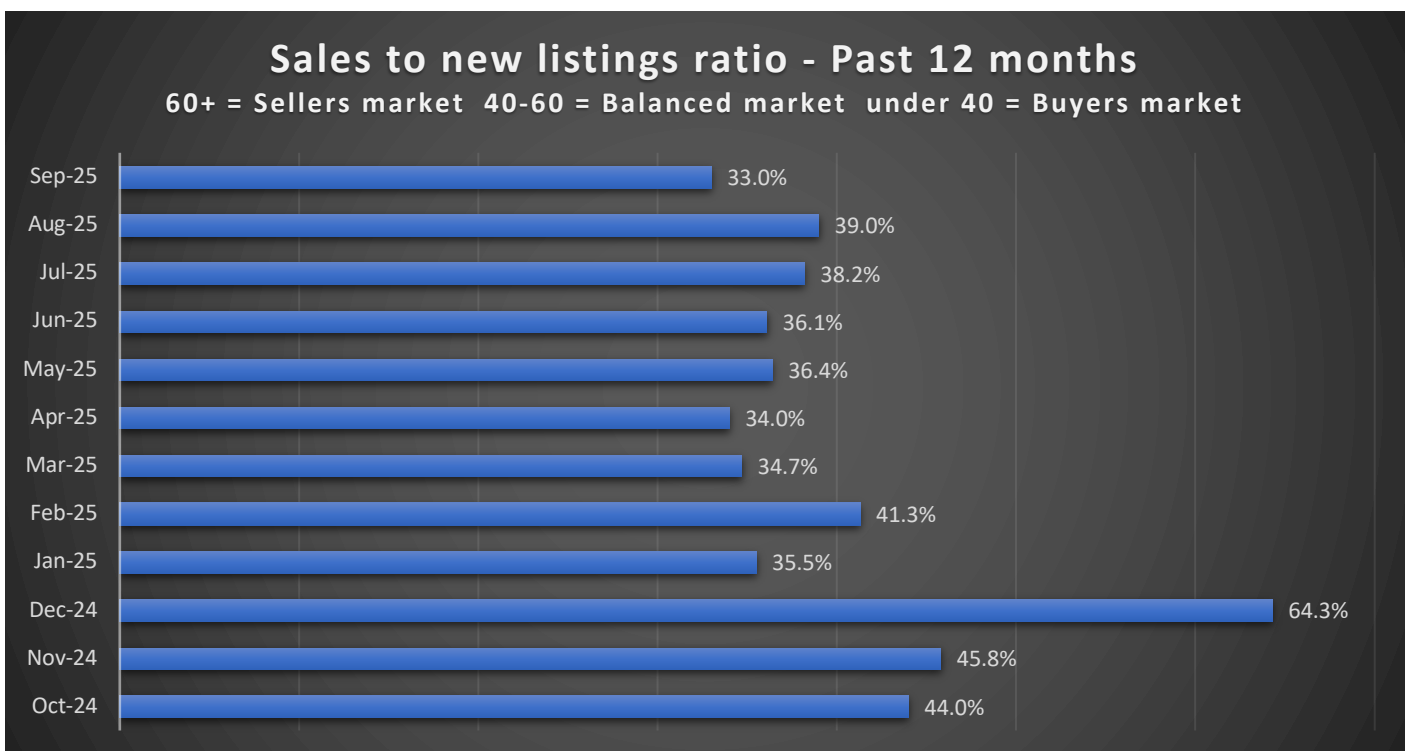
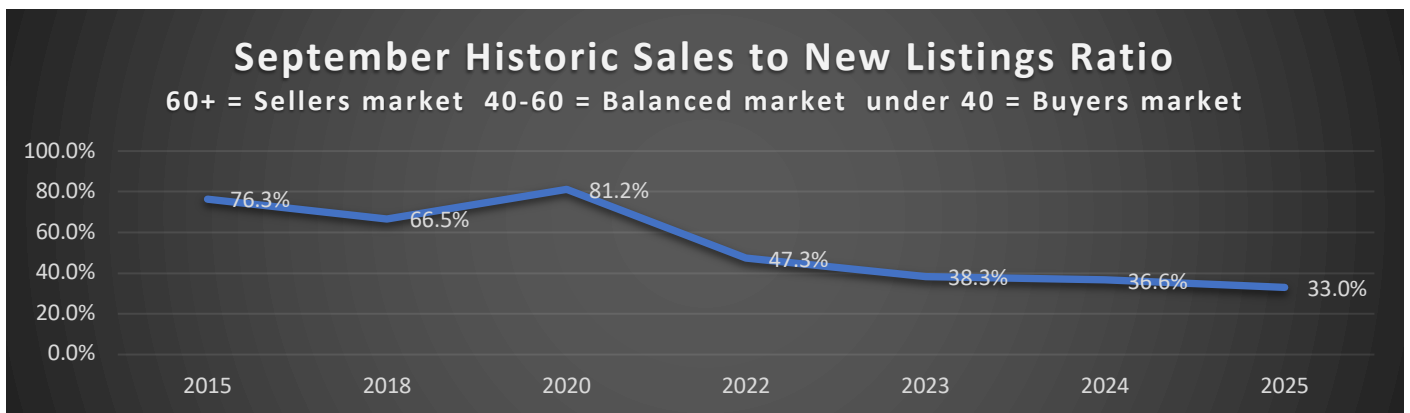


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

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

August 2025	(1.9%)
July 2025	(1.7%)
June 2025	(1.9%)
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%)

CANADIAN BANK OF CANADA INTEREST RATE ANNOUNCEMENTS

2025

September 17, 2025	(Target 2.50%)	(-0.25%)
July 30, 2025	(Target 2.75%)	(no change)
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)