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

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

The average sale price for November 2025 was \$552,391 which is down -5.62% from this time last year and also down -2.44% from last month. Listings in November were down at 830 which is a -3.26% decrease compared to a year ago and **down -33.76% compared to last month**. Sales were down at 370 which is a -6.80% decrease compared to a year ago and **down -19.74% from last month**.

Average days on market was at 21 days in November which is up from 19 days in October. Months of inventory came in at 4.6 months (up from last month's 3.9 months). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 45% (up from last month's 38.7%). This metric also indicates that we remain currently in a **"Balanced Market"**. What's the difference between these two metrics? 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: There was no BoC interest rate announcement in November. The next announcement will be on December 10th. Inflation decreased in October from 2.4% to 2.2%. Good news - Windsor no longer holds the title of the highest unemployment rate in the Country! Windsor is in 2nd place at 9.6% (decreasing from 10.4% last month with the top spot now going to Brantford, ON at 9.9%). The Federal Government has passed their budget (just barely) which means there will be no Federal election in Canada over the Holidays! The Ontario government has just passed Bill 60 which provides some changes to help improve the Landlord/Tenant regulations to benefit both Landlords and Tenants.

Final thought: It really feels like Buyers and Sellers were pumping the brakes hard in November. Overall general activity in listings and sales has declined significantly month over month even though interest rates dropped another 25 basis-points at the last announcement. Average sale price has declined slightly as well month over month. We did experience some early snow and cold temperatures in November as we ease into the Holiday season but let's be real, the economy and especially job security continue to be top of mind for many.

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!



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*Not intended to solicit current agency agreements

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

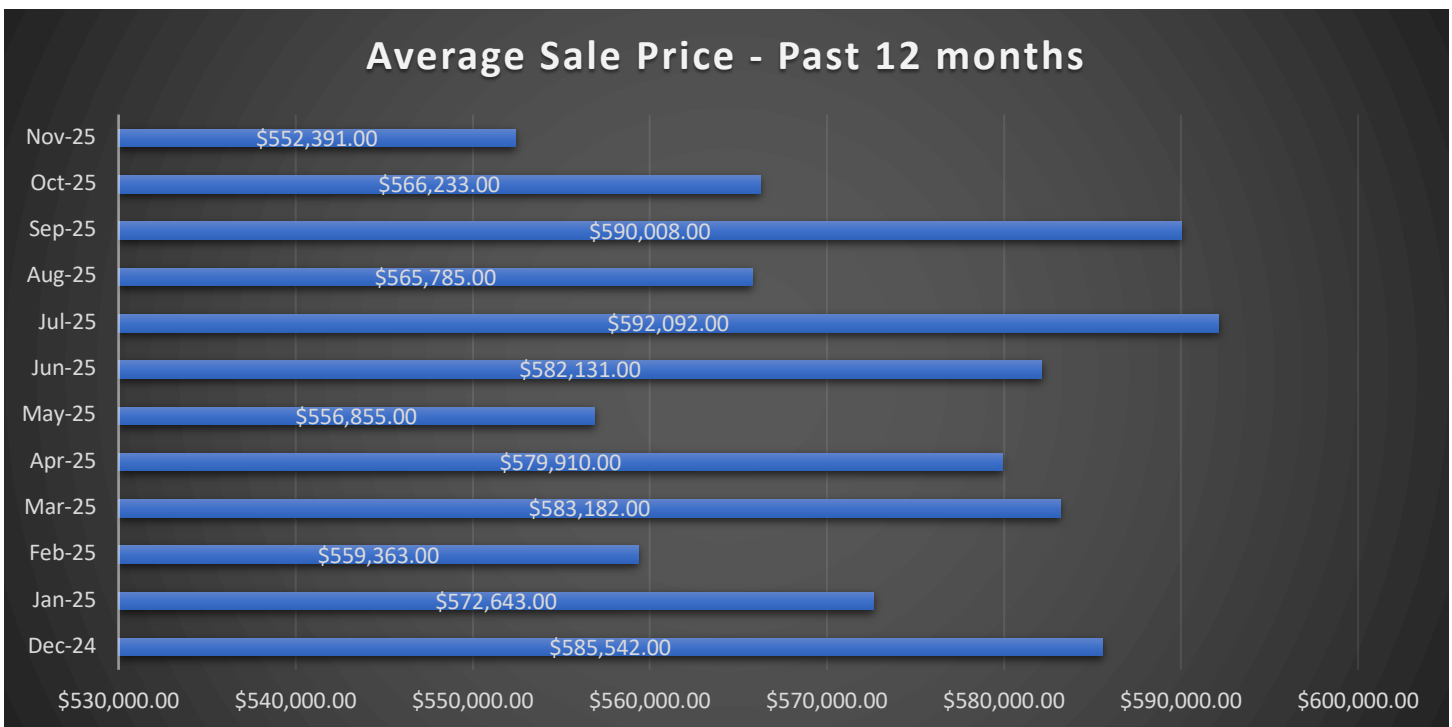
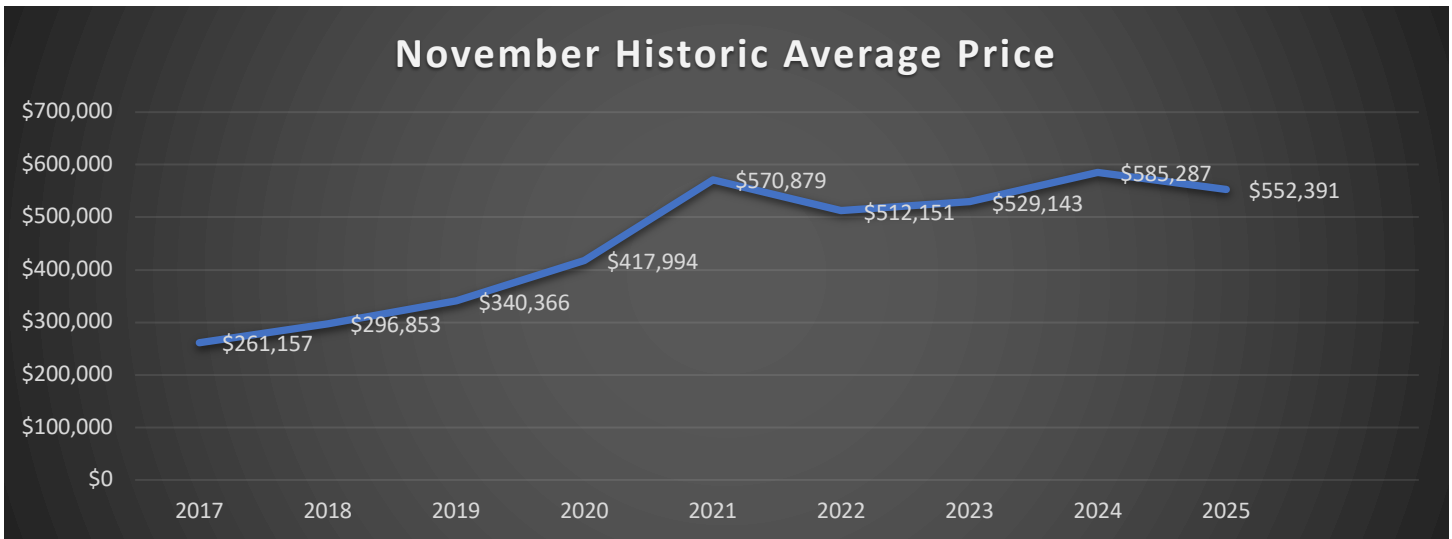
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AVERAGE SALE PRICE


- ↓ **November 2025 Average Sale Price: \$552,391 (-5.62% decrease y/y)**
- ↓ *November 2025 median sale price is: \$500,000 (-7.58% decrease y/y)*
- ↓ **October 2025 average sale price: \$566,233 (-2.44% decrease 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

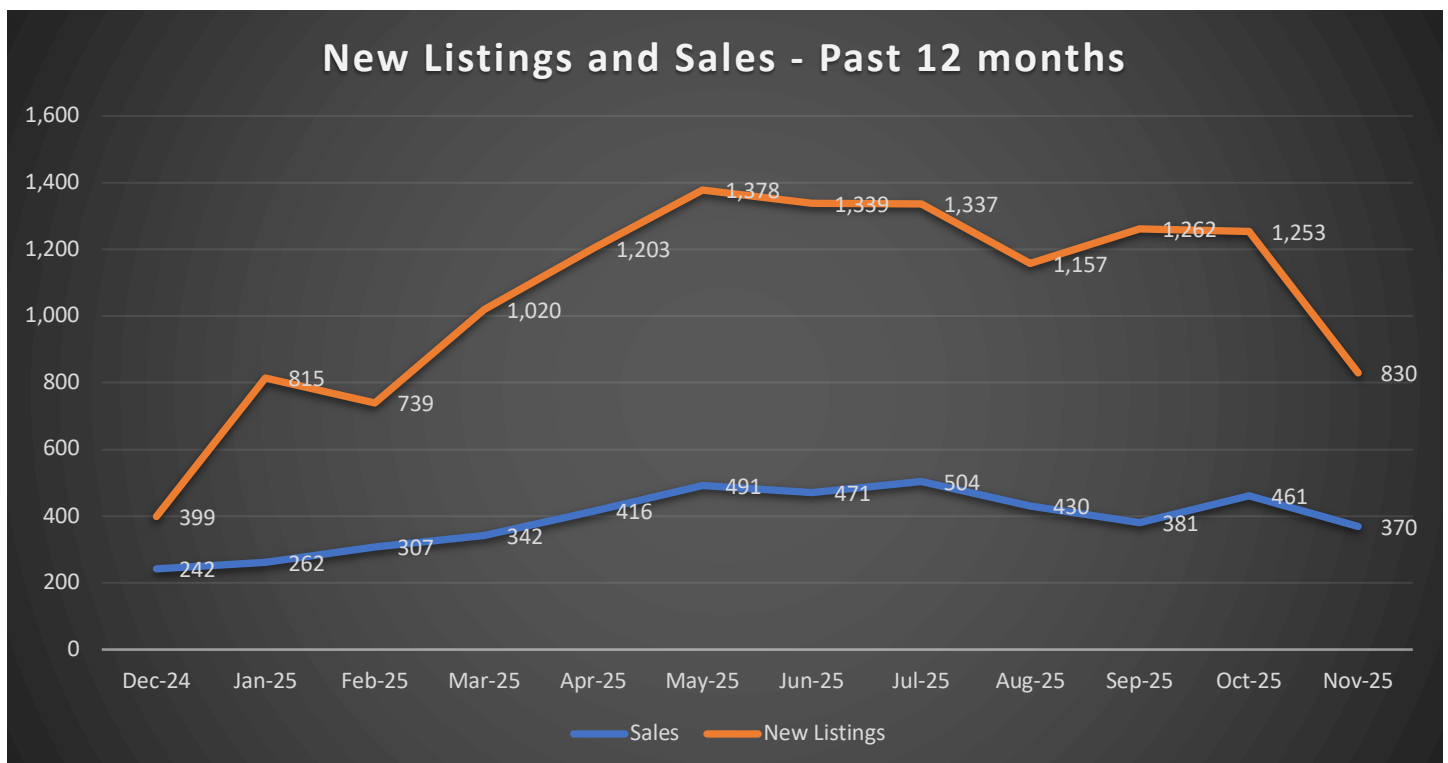
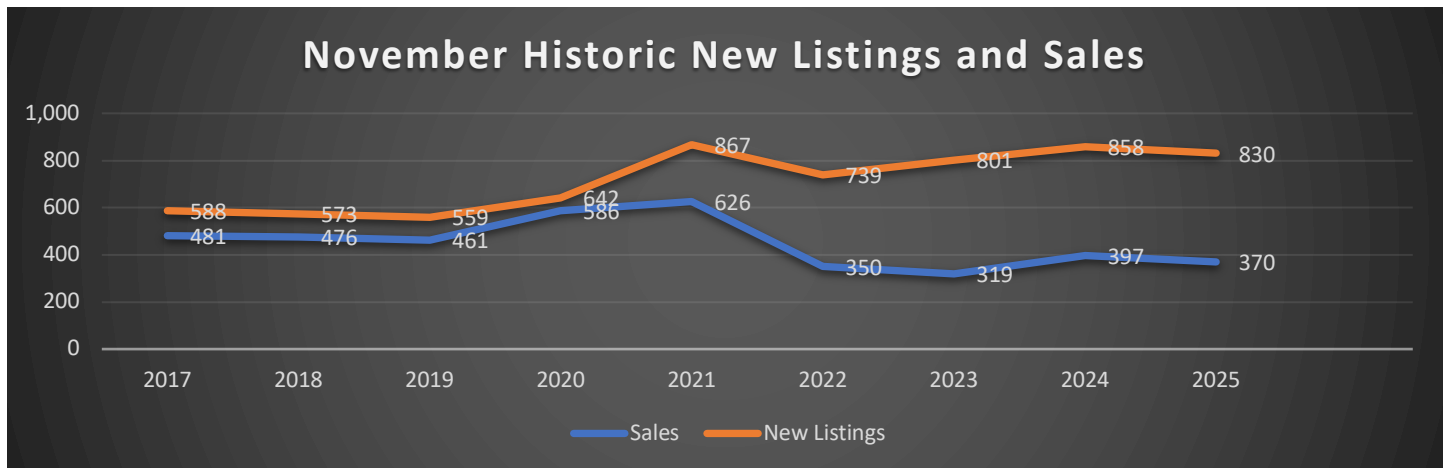

November 2025 New Listings: 830
 (-3.26% decrease y/y)


October 2025 New Listings: 1,253
 (-33.76% decrease m/m)

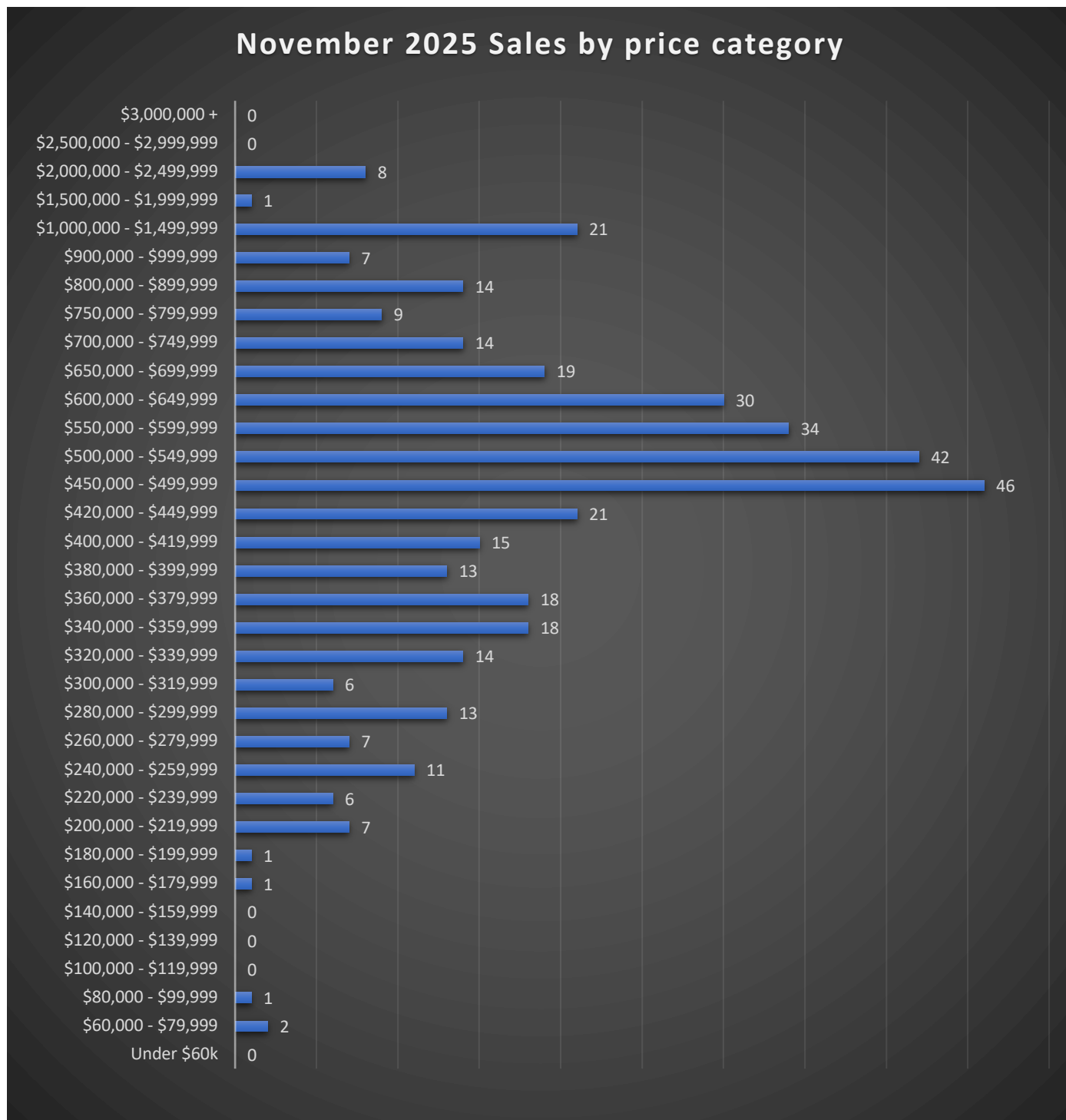
SALES

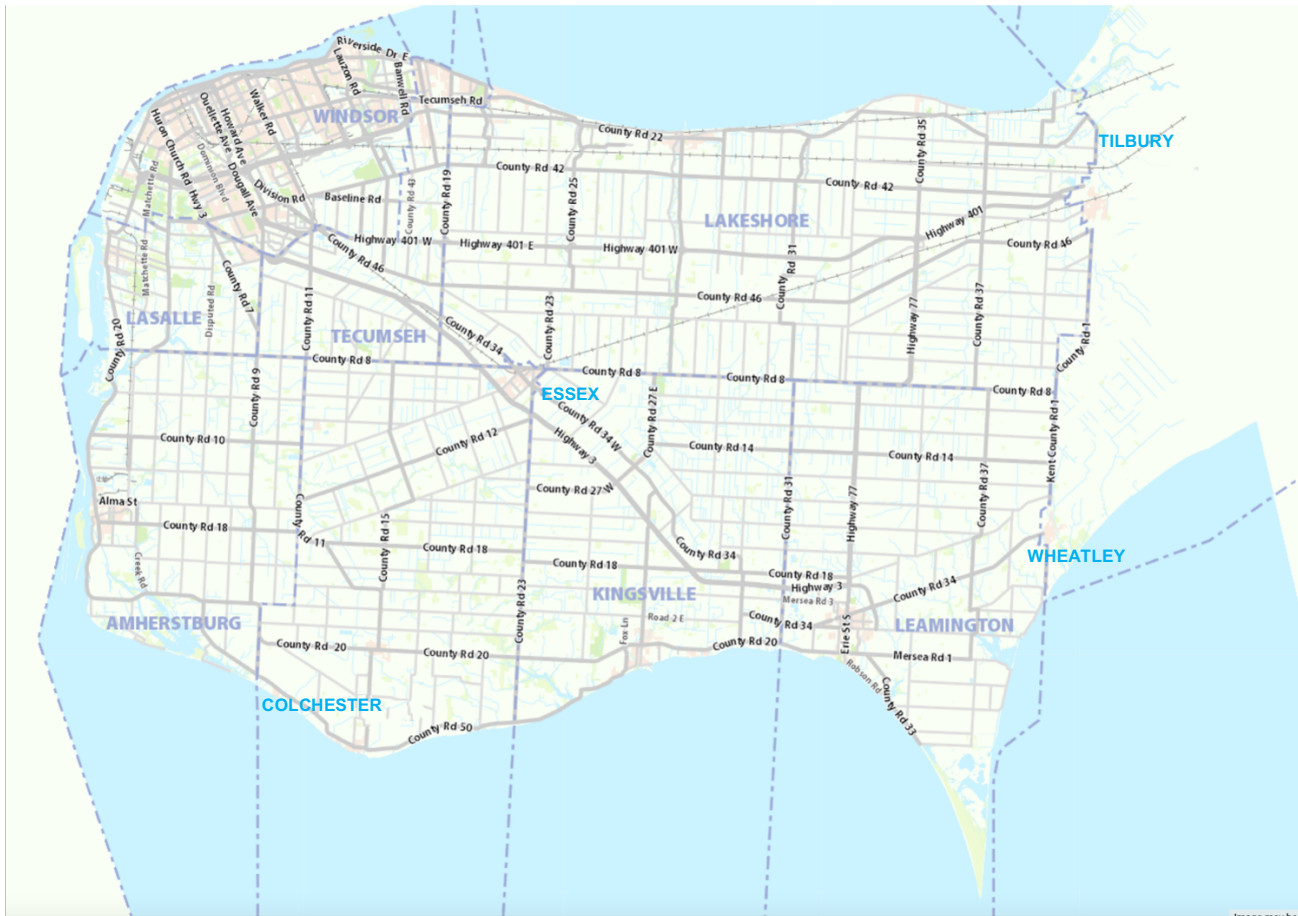

November 2025 Sales: 370
 (-6.80% decrease y/y)


October 2025 Sales: 461
 (-19.74% decrease m/m)

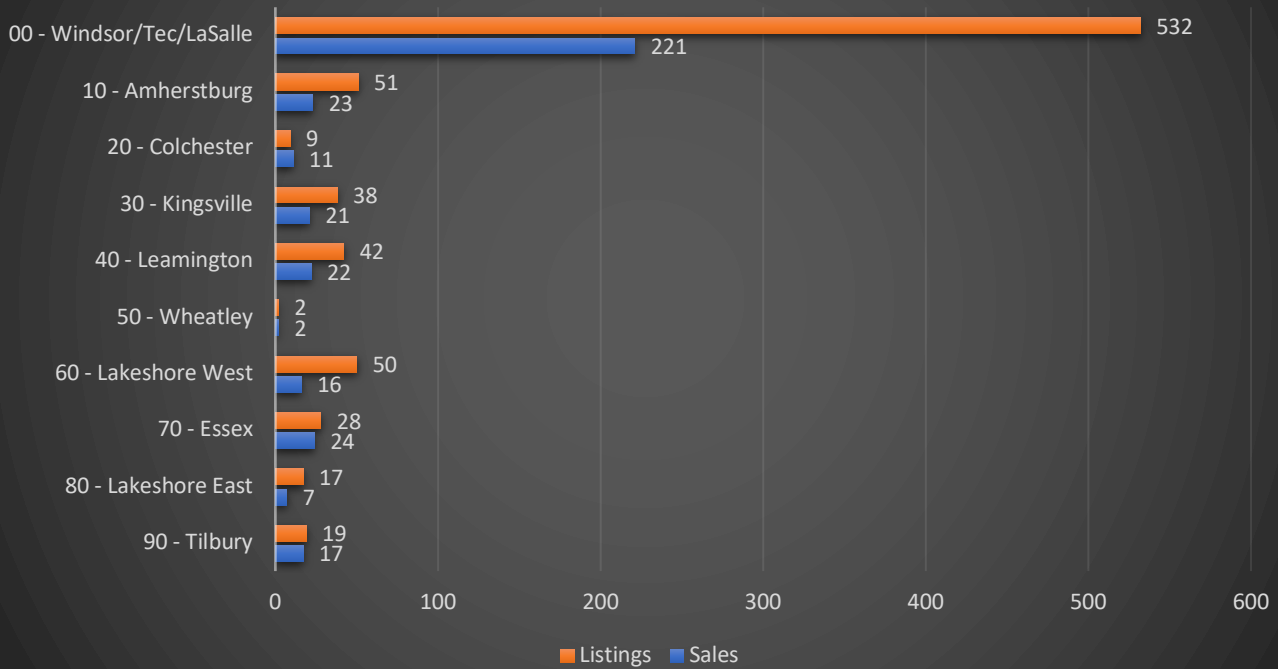


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





Sales by Geographic Area in Essex County



#1



Bungalow

Sales: 99
Average price. \$459,382

#2



2 Storey

Sales: 60
Average price. \$755,322

#3



Raised-Ranch

Sales: 47
Average price. \$632,581

#4



1.5 storey

Sales: 39
Average price. \$386,002

#5

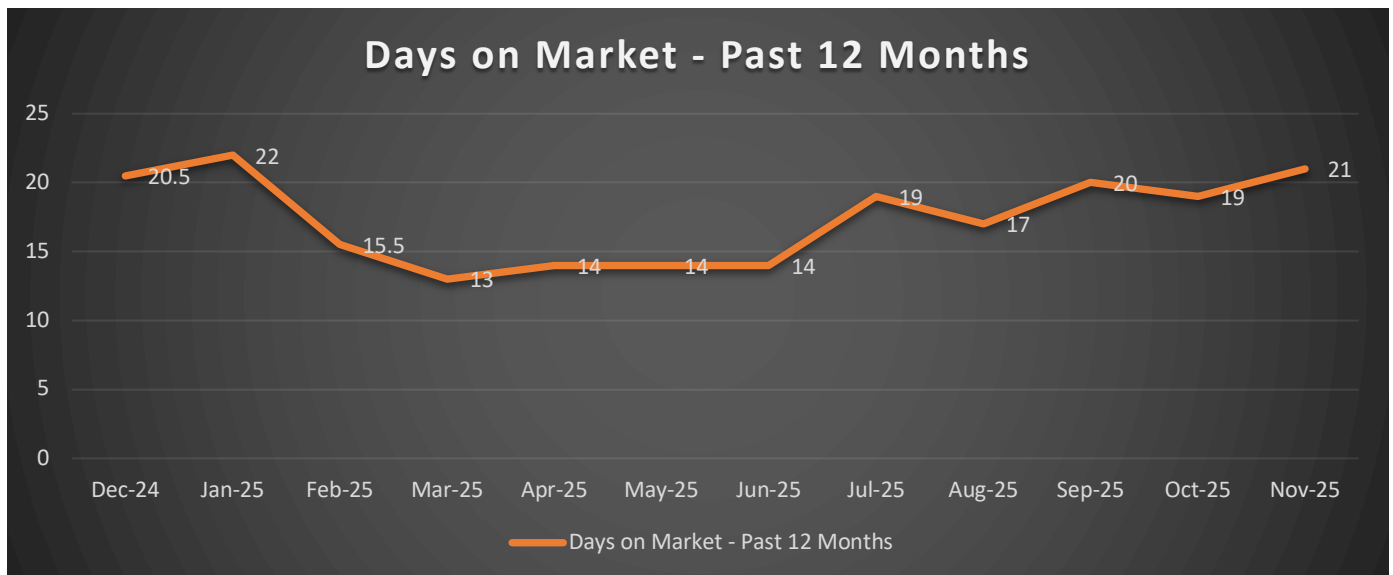
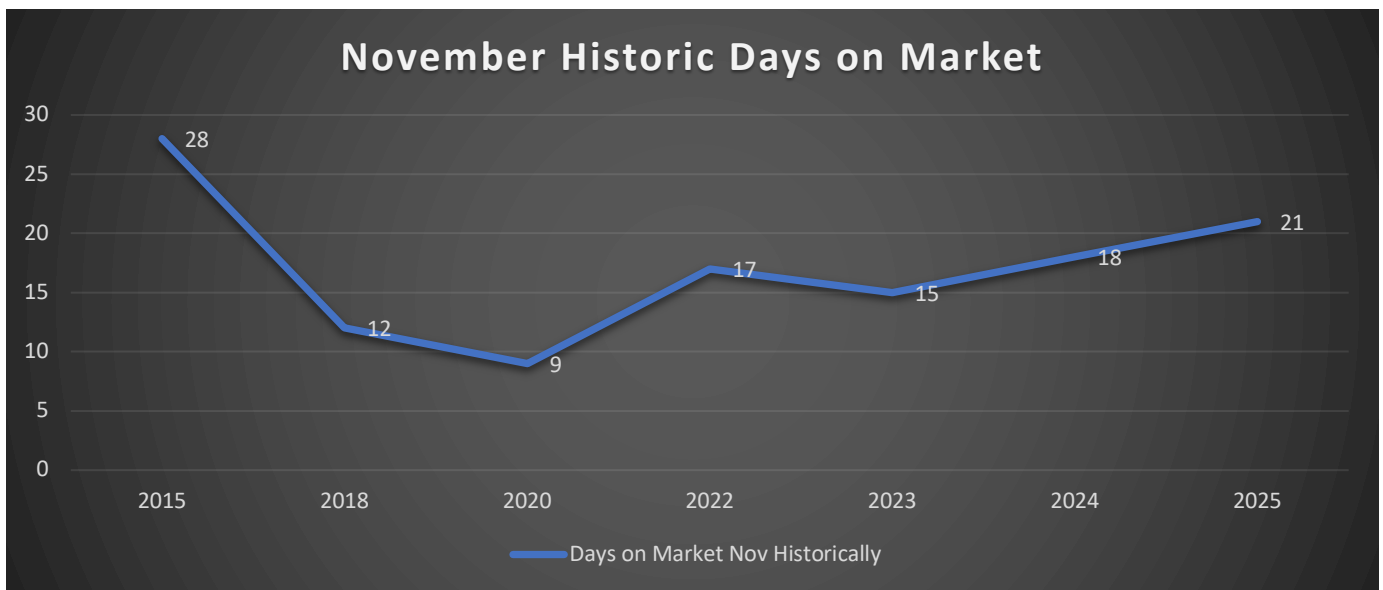


Ranch

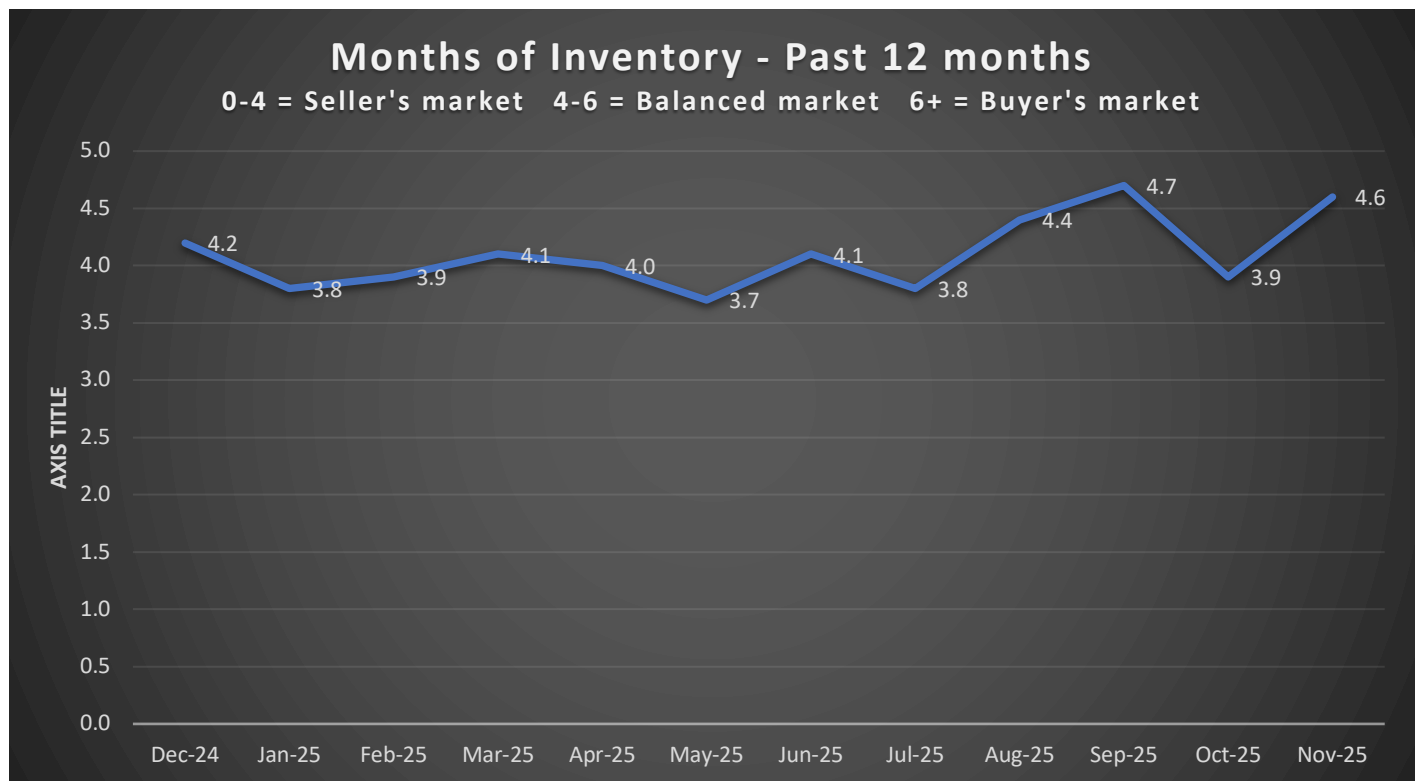
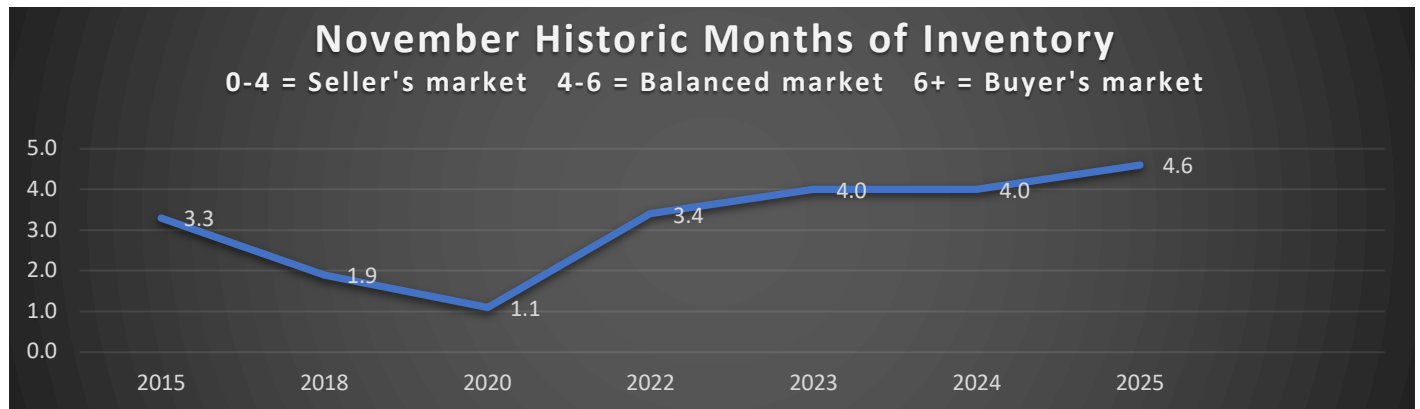
Sales: 35
Average price. \$637,897

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.

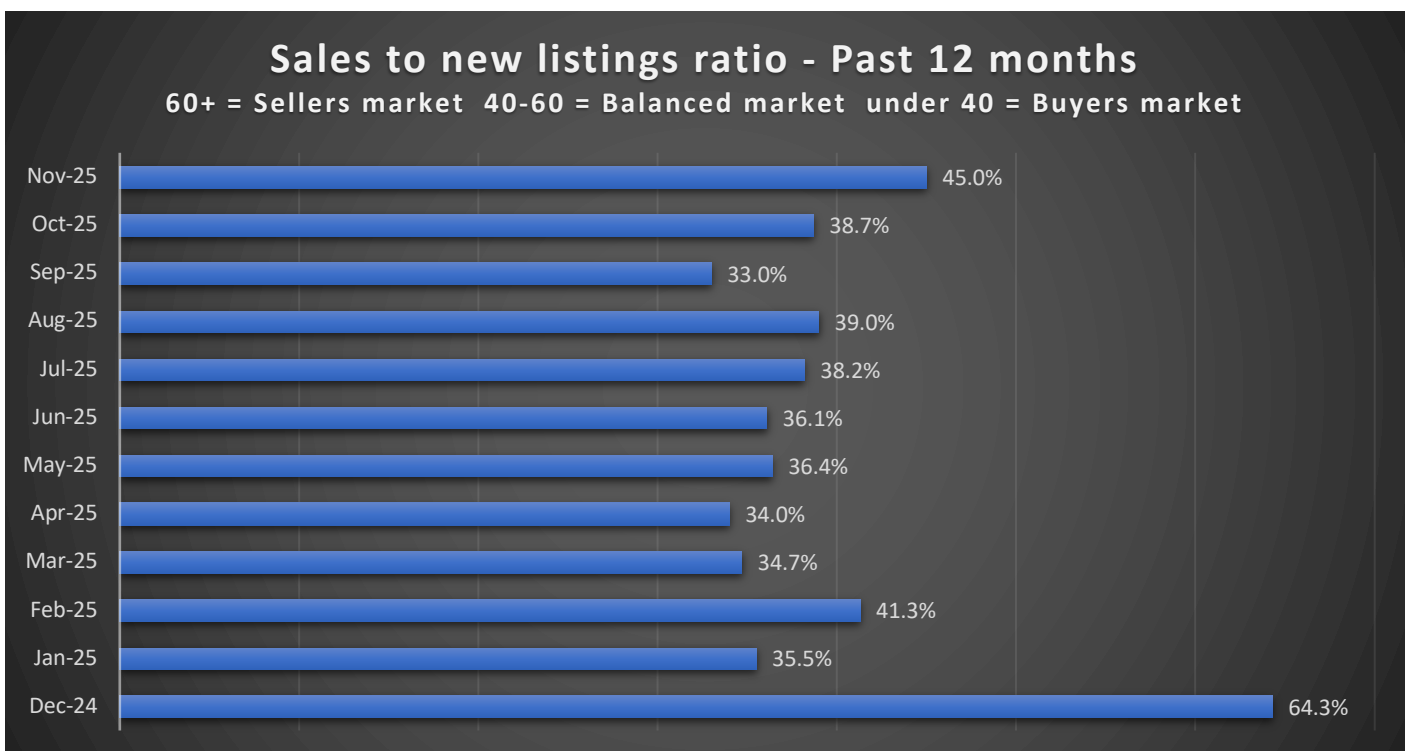
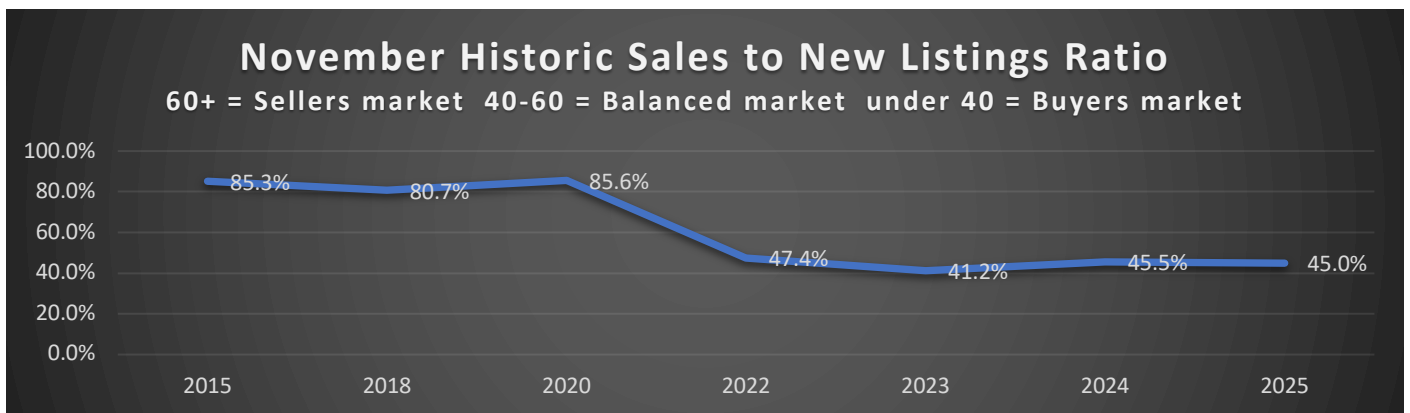


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

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

| | |
|----------------|--------|
| October 2025 | (2.2%) |
| September 2025 | (2.4%) |
| 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%) |

CANADIAN BANK OF CANADA INTEREST RATE ANNOUNCEMENTS

2025

| | | |
|--------------------|----------------|-------------|
| October 29, 2025 | (Target 2.25%) | (-0.25%) |
| 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) |