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## January 2026 Residential Real Estate Market Report *Windsor/Essex County*

The January 2026 residential real estate market statistics are now in from WECAR (The Windsor/Essex County Association of Realtors). Let's see how 2026 is shaping up so far!

The average sale price for January 2026 was \$528,040 which is down -4.37% from this time last year but up +0.61% from last month. Listings in January were up at 788 which is a -4.37% decrease compared to a year ago but up a whopping **+71.68% compared to last month**. Sales were down at 267 which is a -1.48% decrease compared to a year ago but up **+2.30% from last month**.

Average days on market was at 25 days in January which is down from 27 days in December. Months of inventory came in at 5.1 months (up from last month's 4.8 months). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 31.6% (down considerably from last month's 58.5%). This metric indicates that we are in a **"Buyer's 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:** The BoC held interest rates at the January meeting (target 2.25%). The next announcement will be on March 18th. Inflation increased slightly in December at 2.4% (up from 2.2% the previous month). Windsor's unemployment rate in December improved slightly at 7.7% (down from 8.1% the previous month). According to CMHC, Windsor experienced a drop in housing starts of -41% for all of 2025 (while nationally housing starts were up +5.6% last year, marking the fifth-highest annual total on record.). Windsor's rental property vacancy rate was 3.7% in 2025 (compared to 3.1% nationally). Shaun Cathcart, CREA's Senior Economist anticipates a return to more balanced market conditions and renewed momentum by spring.

**Final thought:** It's clear that we're starting 2026 off with a considerable number of new listings hitting the market while sales have remained relatively flat. Locally, the dramatic decrease of international students and immigration is certainly affecting the rental market as vacancy rates increase. Flippers and investors are certainly noticing the difference! Average price has stayed relatively similar to the previous month, but the median price has increased. The real question is as we slowly move towards the spring market will inventory continue to rise and more importantly will sales continue to stay flat or will demand increase? Time will tell!

*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)

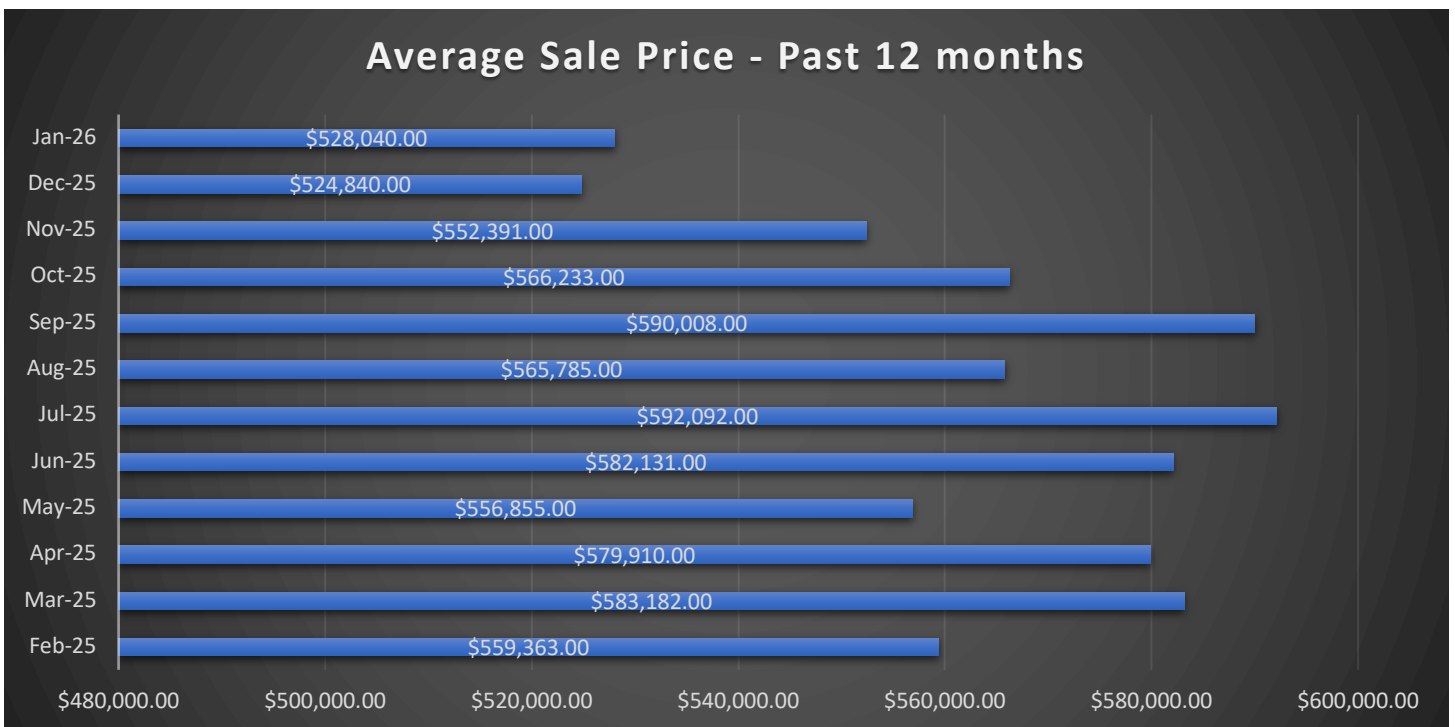
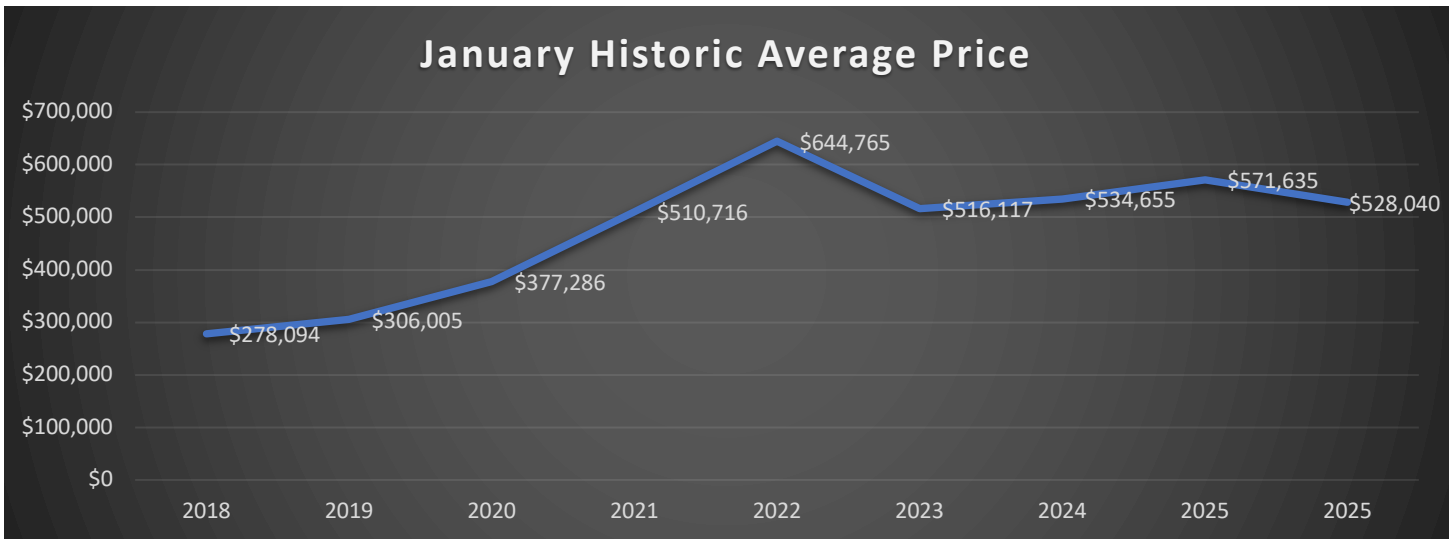
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## AVERAGE SALE PRICE

- ↓
**January 2026 Average Sale Price: \$528,040 (-4.37% decrease y/y)**
- ↓
*January 2026 median sale price is: \$500,000 (-5.66% decrease y/y)*
- ↑
**December 2025 average sale price: \$524,840 (+0.61% 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

**↓ January 2026 New Listings: 788**  
(-4.37% decrease y/y)

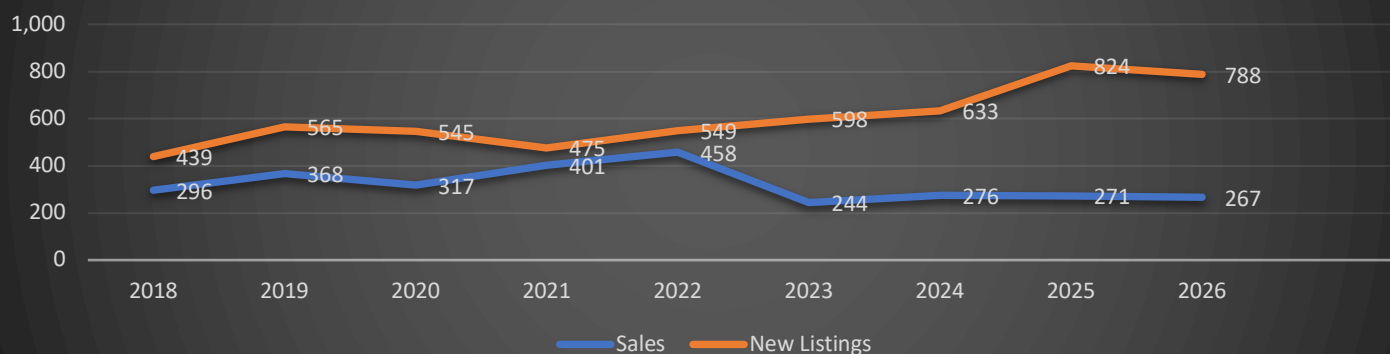
**↑ December 2025 New Listings: 459**  
(+71.68% increase m/m)

## SALES

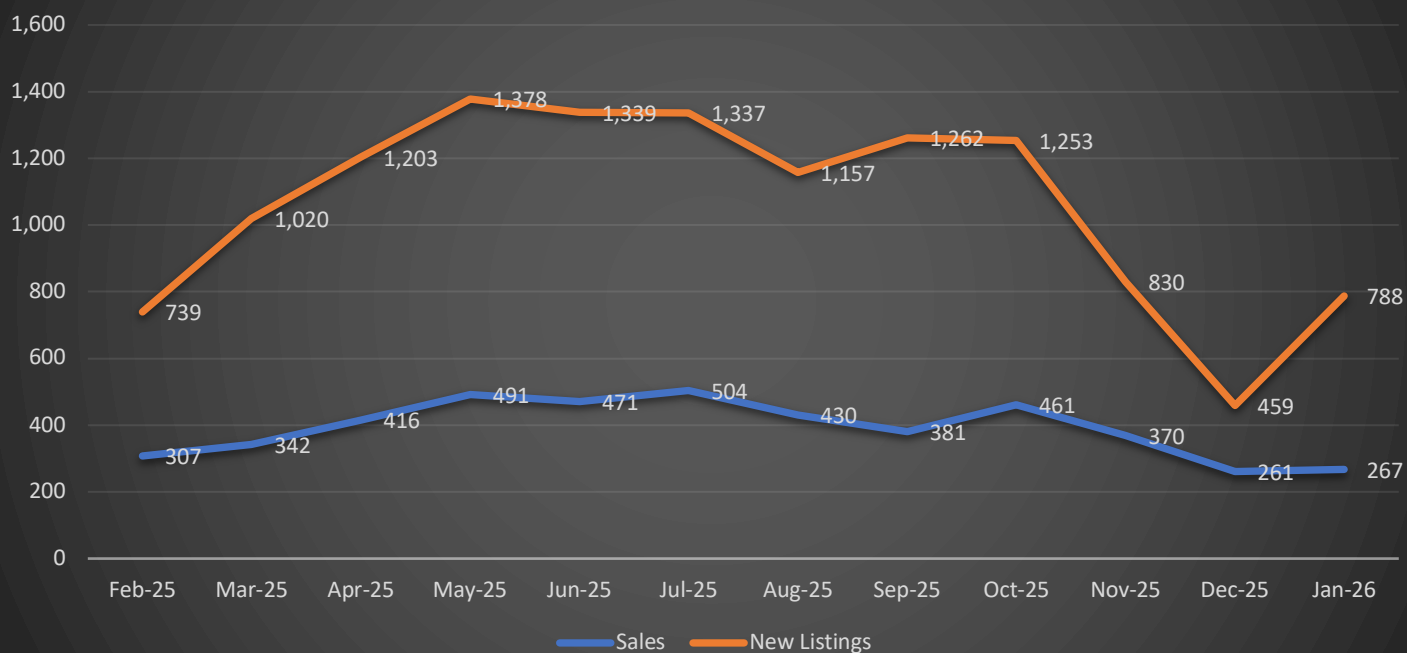
**↓ January 2026 Sales: 267**  
(-1.48% decrease y/y)

**↑ December 2025 Sales: 261**  
(+2.30% increase m/m)

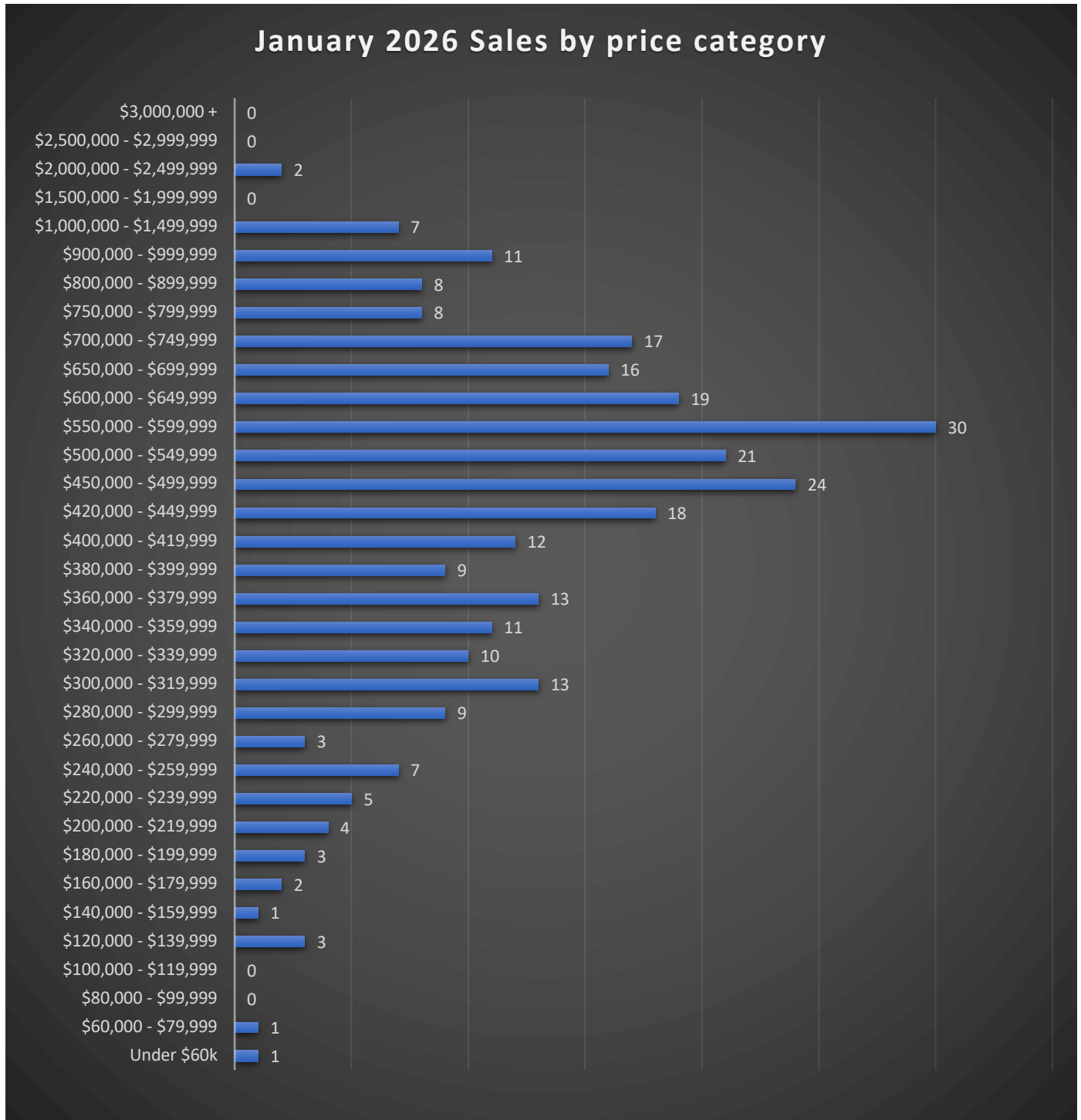
### January Historic New Listings and Sales

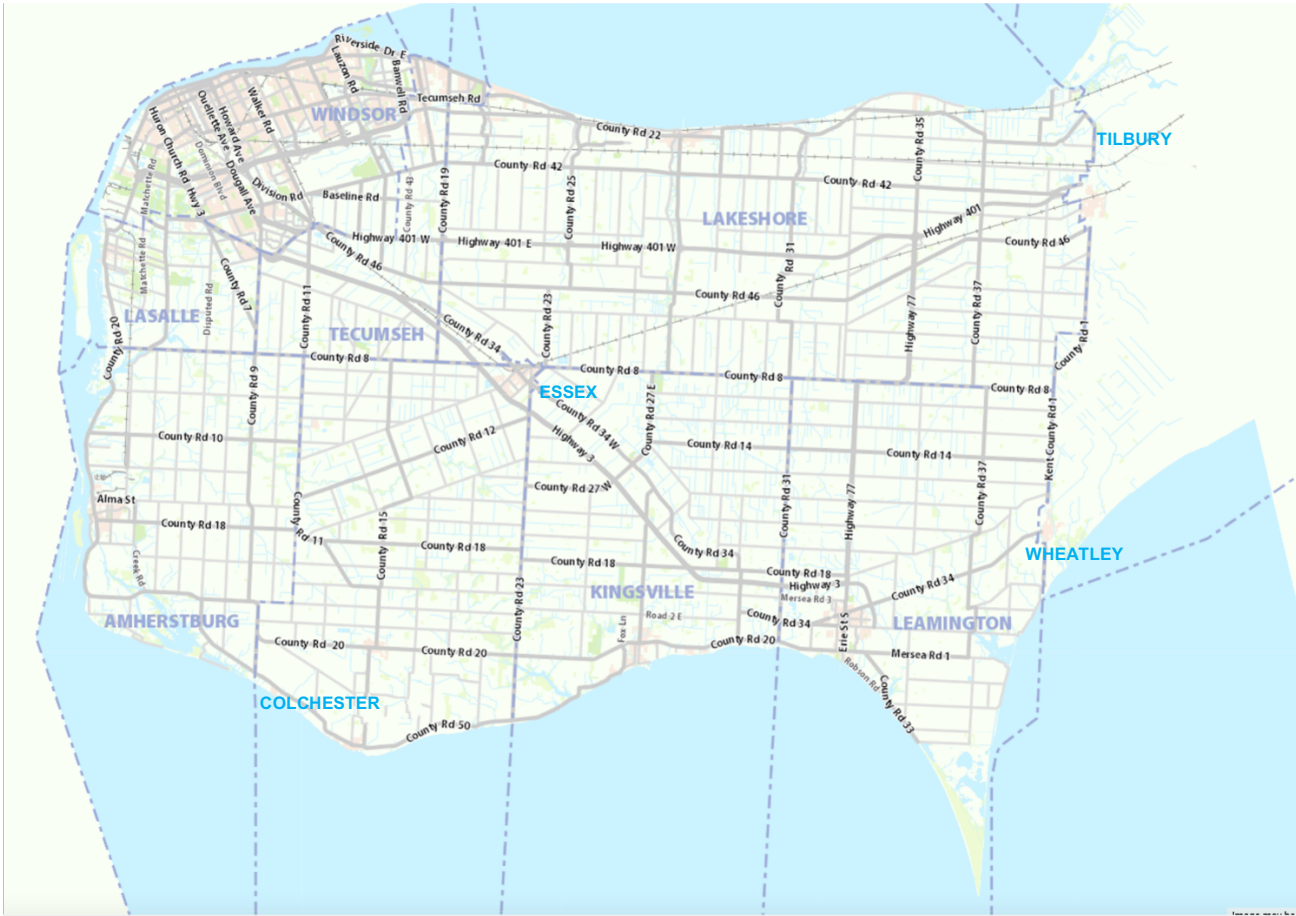


### New Listings and Sales - Past 12 months

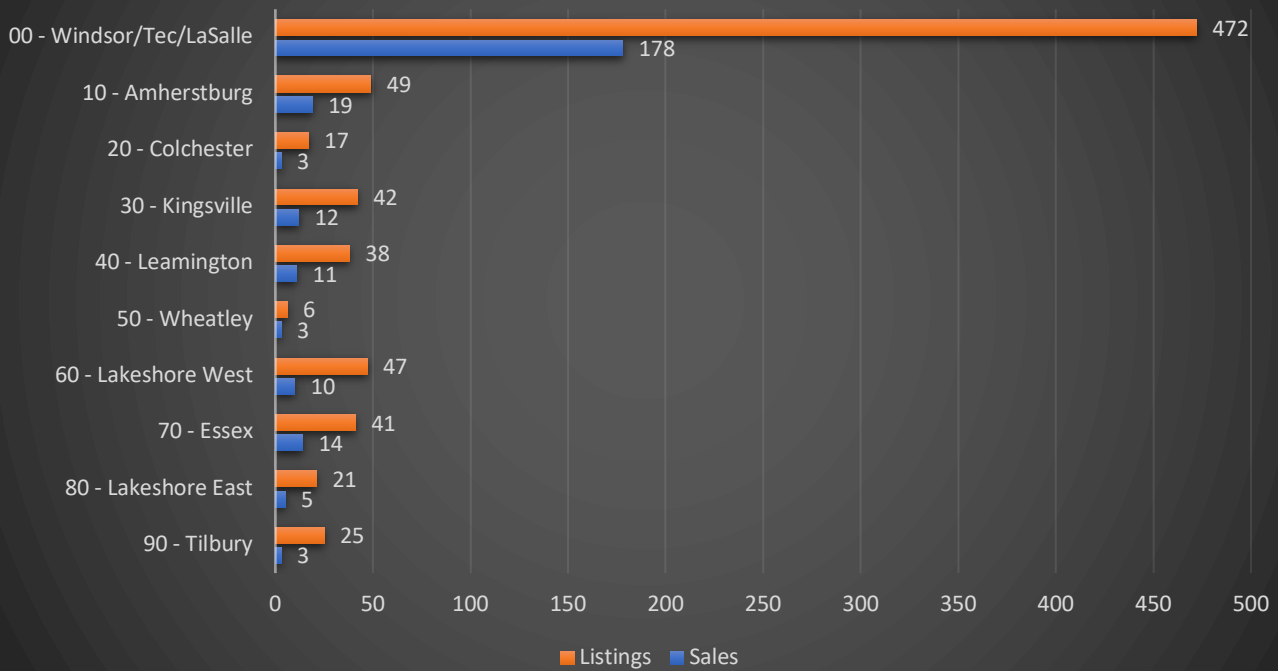


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





## Sales by Geographic Area in Essex County



#1



## Bungalow

Sales: 58  
Average price. \$460,367

#2



## Ranch

Sales: 40  
Average price. \$621,843

#3



## 2 Storey

Sales: 39  
Average price. \$577,193

#4



## 1.5 storey

Sales: 30  
Average price. \$442,938

#5

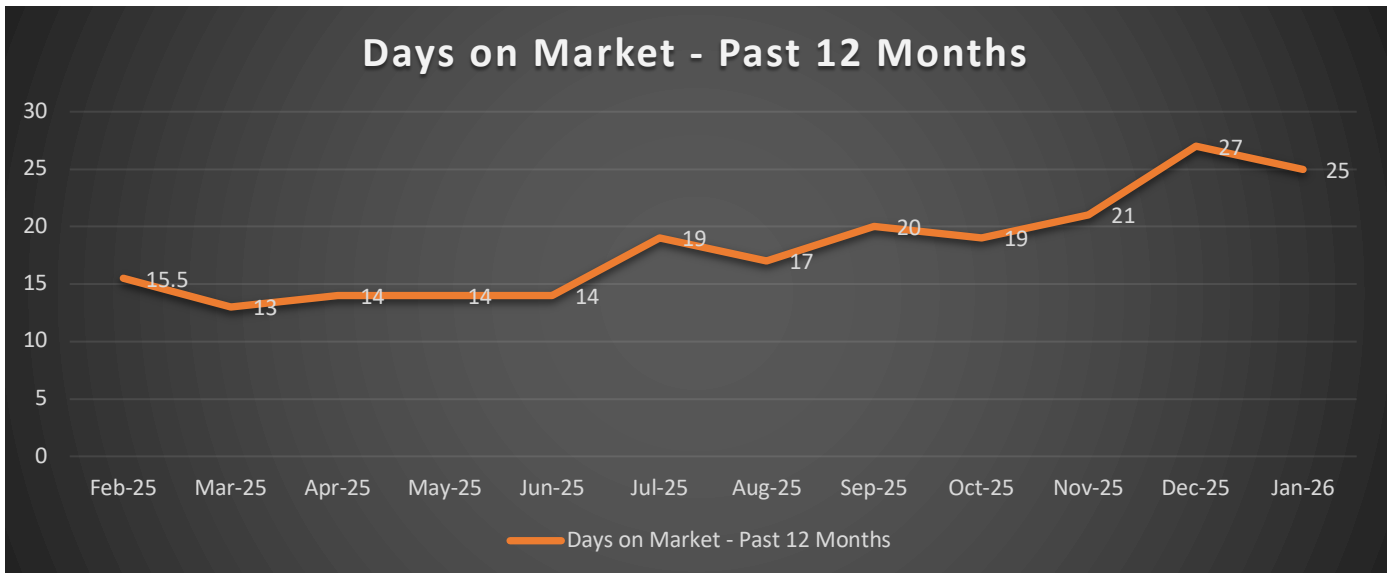
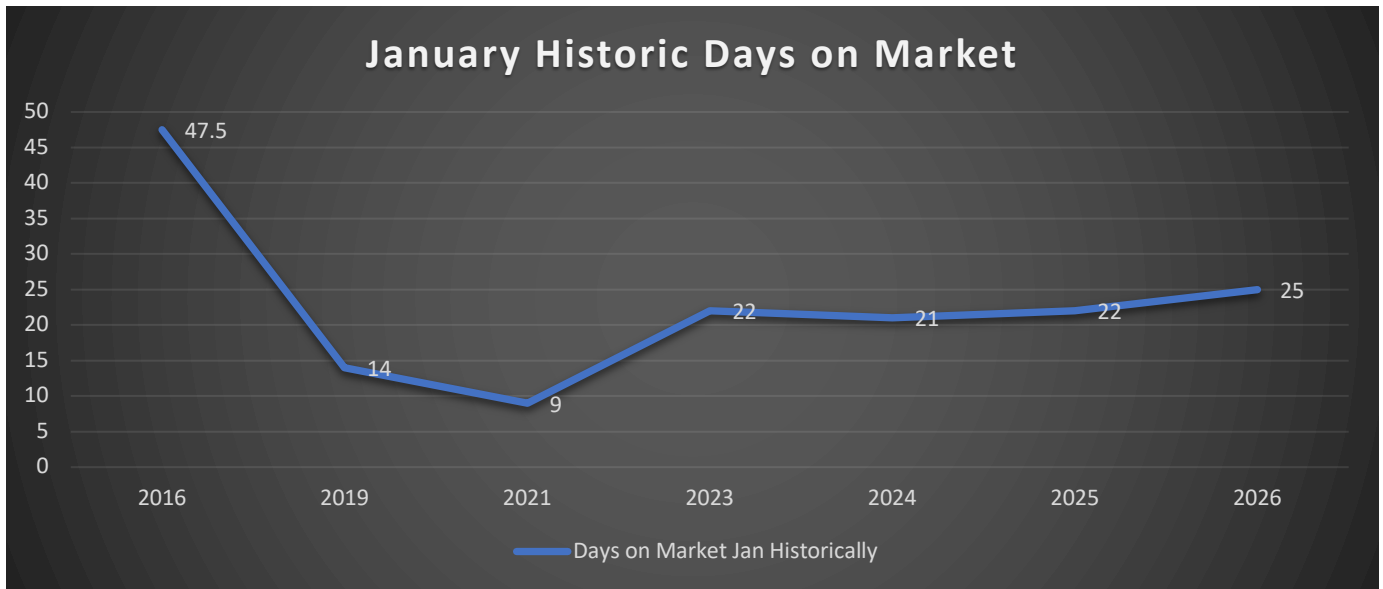


## Raised-Ranch

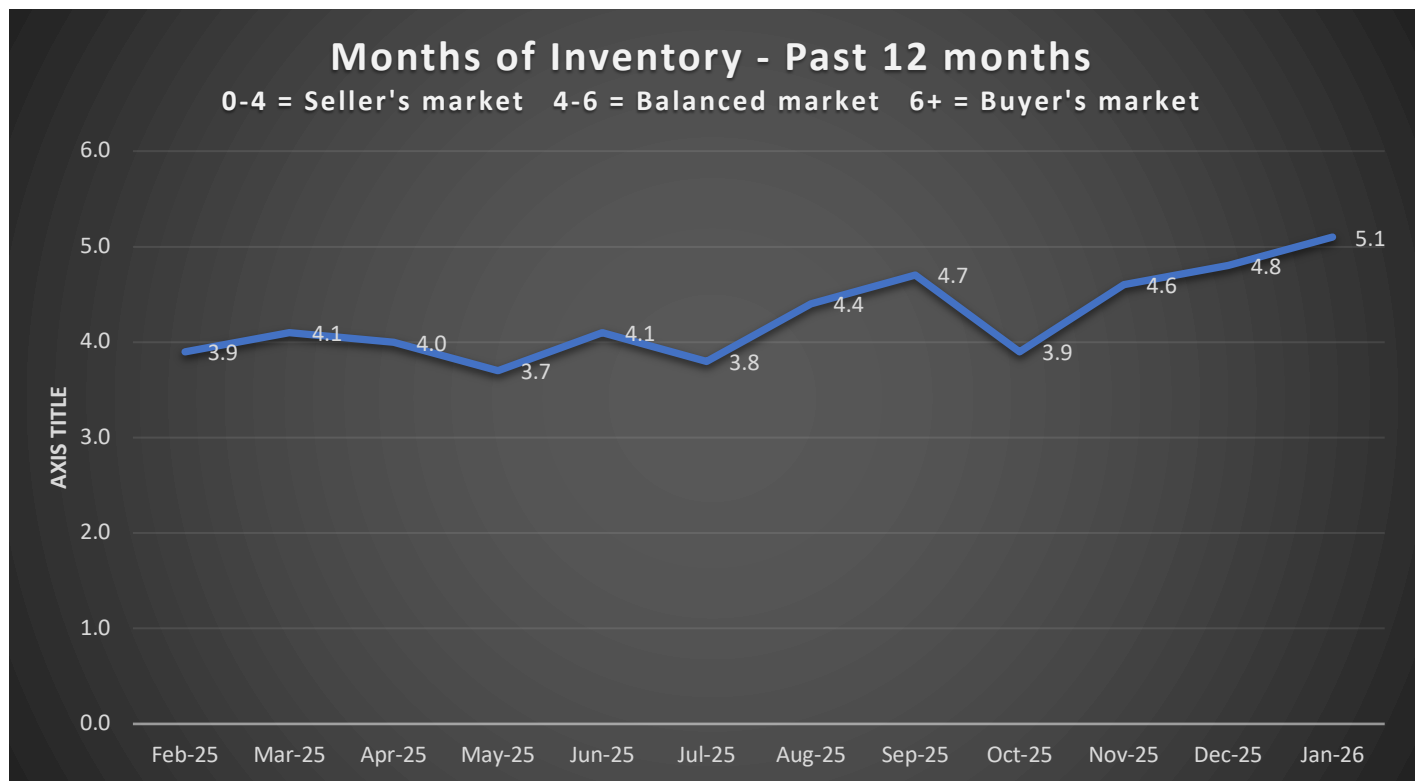
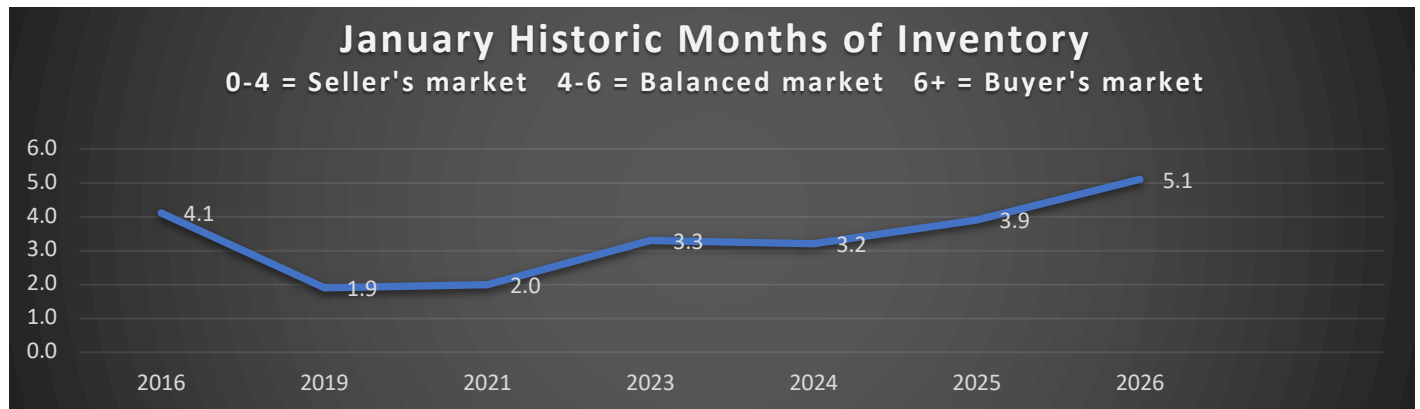
Sales: 28  
Average price. \$641,714

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.

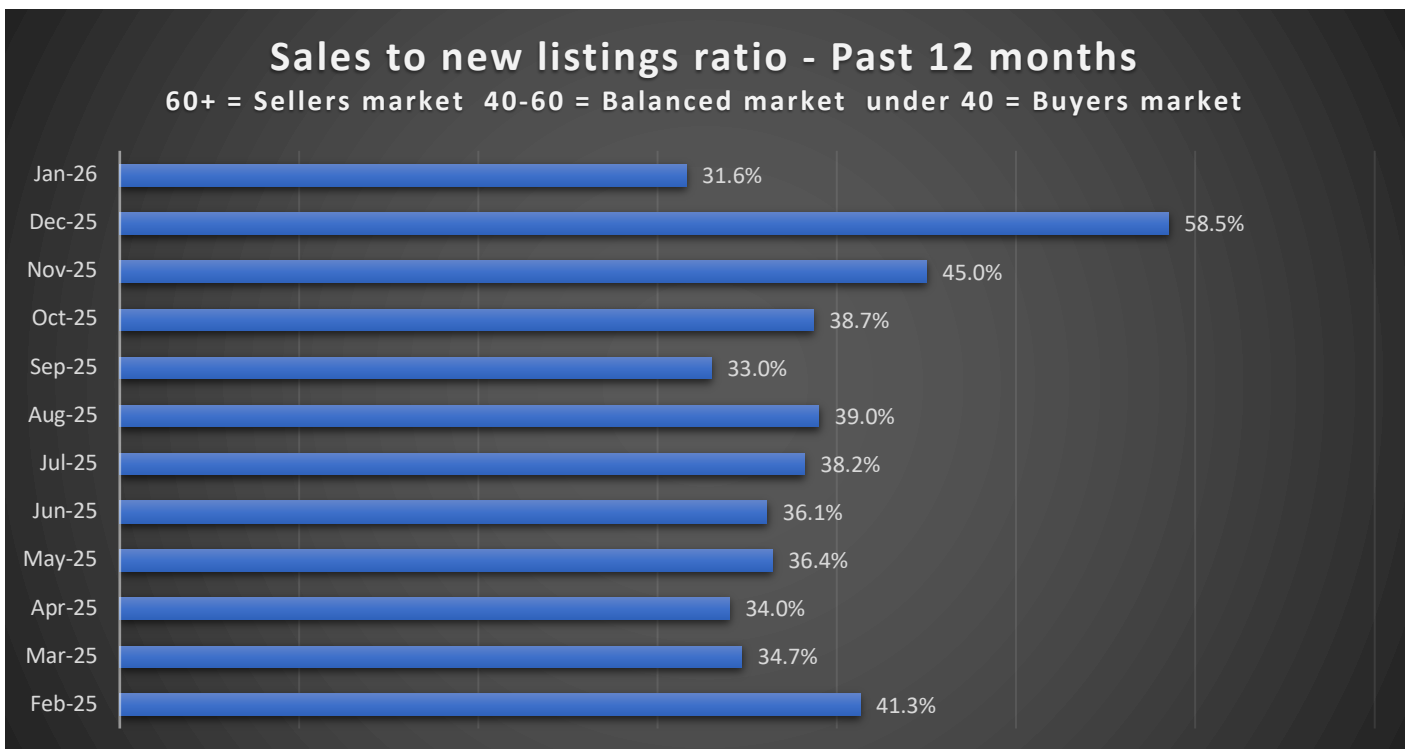
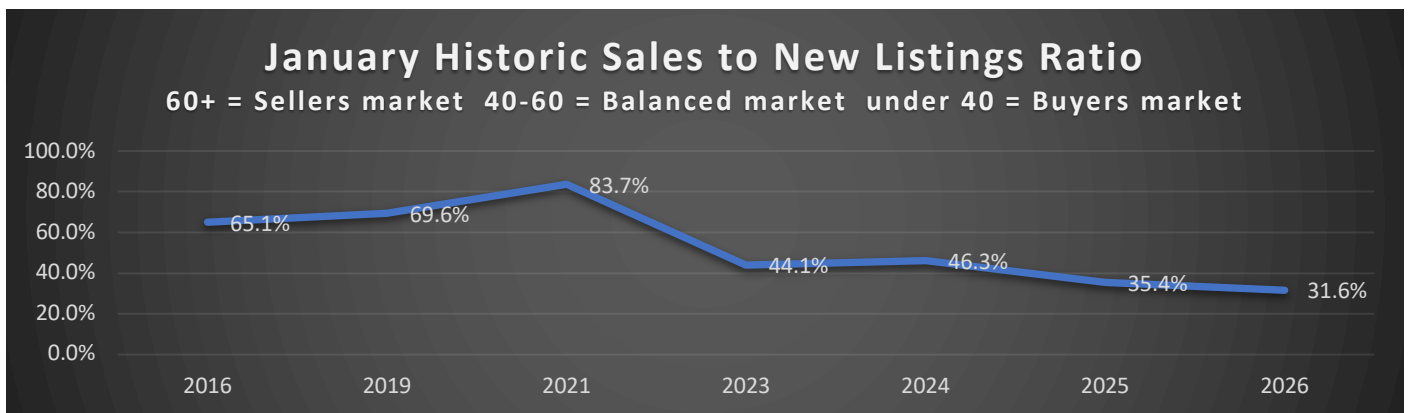


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

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%)

### 2026

January 2026 (TBD)

### 2025

December 2025 (2.4%)  
 November 2025 (2.2%)  
 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%)

## CANADIAN BANK OF CANADA INTEREST RATE ANNOUNCEMENTS

### 2026

January 28, 2026 (Target 2.25%) (no change)

### 2025

December 10, 2025 (Target 2.25%) (no change)  
 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)