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

The March 2026 residential real estate market statistics are now in from WECAR (The Windsor/Essex County Association of Realtors). How is the start of our Spring market going?

The average sale price for March 2026 was \$539,208 which is down -7.16% from this time last year and also down -0.44% from last month. Listings in March were down at 939 which is a -9.97% decrease compared to a year ago but were up +22.91% compared to last month. Sales were down at 352 which is a -2.49% decrease compared to a year ago but were up a whopping +48.52% from last month.

Average days on market was 17 days in March which is down from 20 days in February. Months of inventory came in at 4.1 months (down from last month's 5.5 months). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 37.1% (up from last month's 33.8%). This metric indicates that we are currently 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 its target for the overnight rate at 2.25% at its March meeting.
- Inflation came in at 1.8% in February (down from 2.3% in January).
- The unemployment rate for Windsor came in at 8.0% in February (down from 8.1% in January but considerably higher than the national rate at 6.7%).
- CMHC's Anthony Pasarelli noted that Windsor rental vacancy rates have increased, with moderating rent levels.
- The federal and Ontario governments have proposed eliminating the HST tax from new homes for ALL buyers (not just first-time buyers) for a period of one year \* (conditions apply).
- Federal and Ontario governments are also proposing to cut development charges in half for new construction.
- CREA's Senior Economist Shaun Cathcart noted: *"2026 is still ultimately expected to be a story about pent-up first-time buyer demand finally seeing a chance to enter the market. They've had to wait a long time for mortgage rates to find a bottom, but some will no doubt continue to hold off for a bottom in prices in some Ontario and British Columbia markets."*

*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)

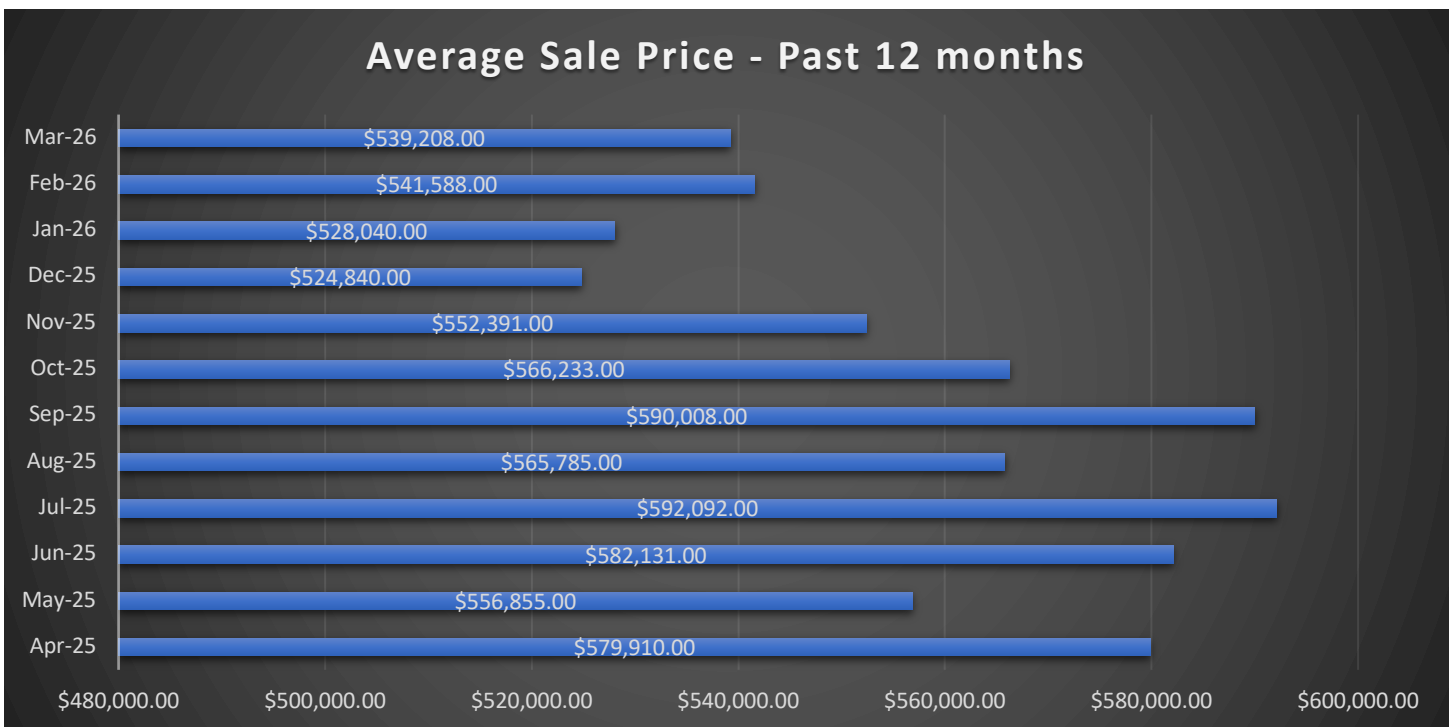
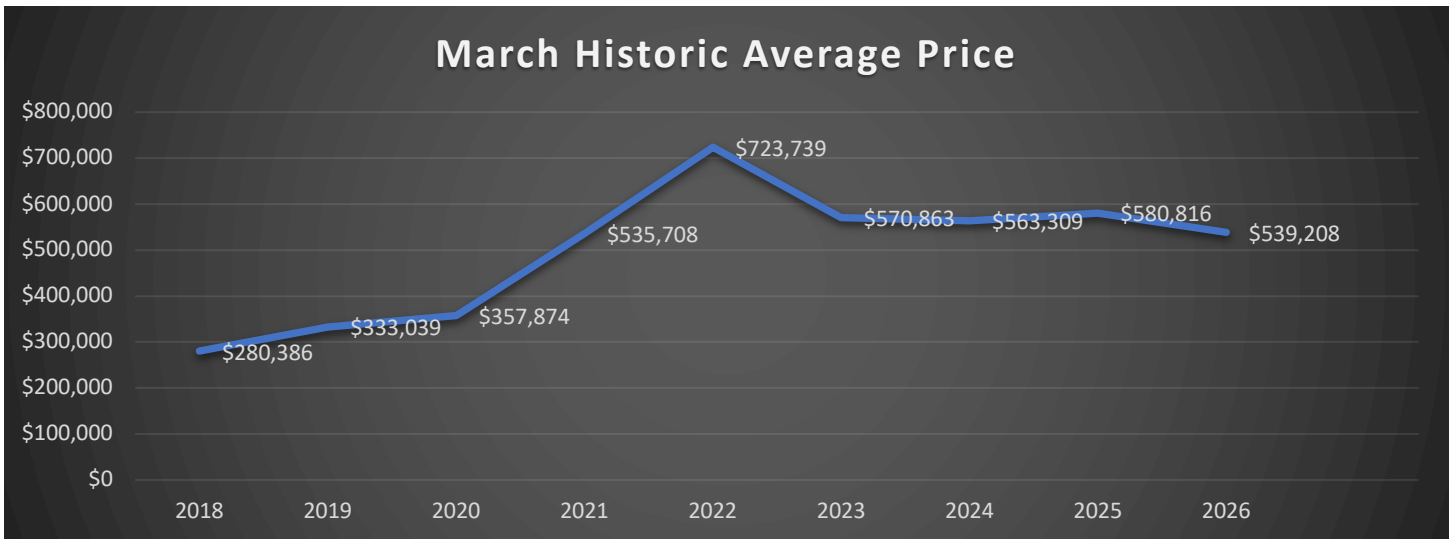
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## AVERAGE SALE PRICE

- ↓
**March 2026 Average Sale Price: \$539,208 (-7.16% decrease y/y)**
- ↓
**March 2026 median sale price is: \$485,000 (-6.73% decrease y/y)**
- ↓
**February 2026 average sale price: \$541,588 (-0.44% 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

**March 2026 New Listings: 939**  
(-9.97% decrease y/y)

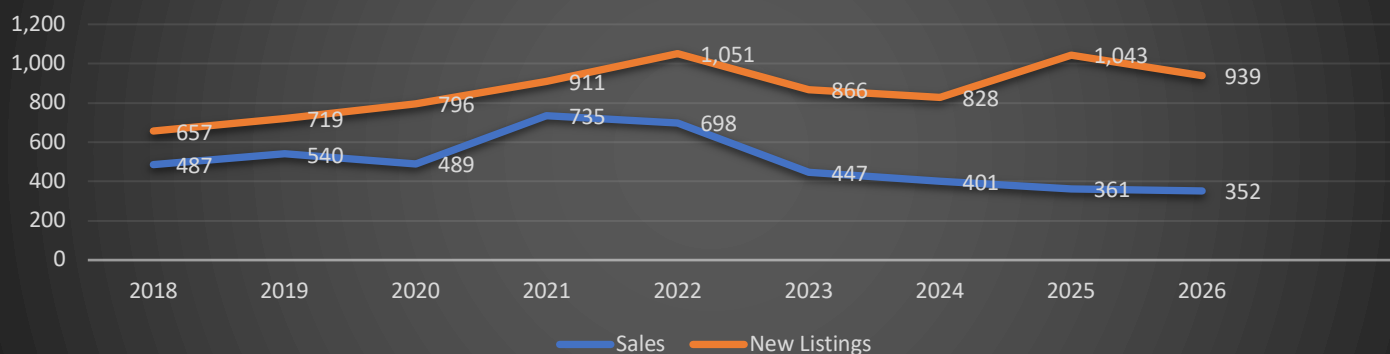
**February 2026 New Listings: 764**  
(+22.91% increase m/m)

## SALES

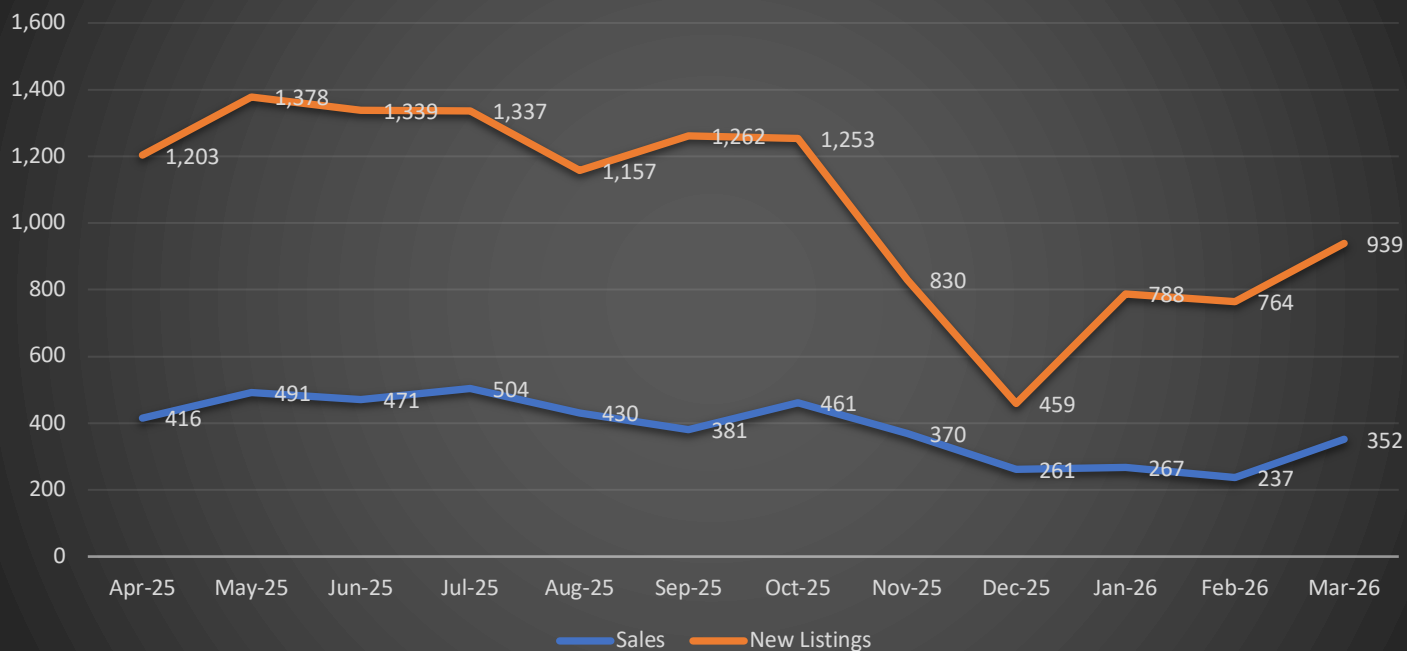
**March 2026 Sales: 352**  
(-2.49% decrease y/y)

**February 2026 Sales: 237**  
(+48.52% increase m/m)

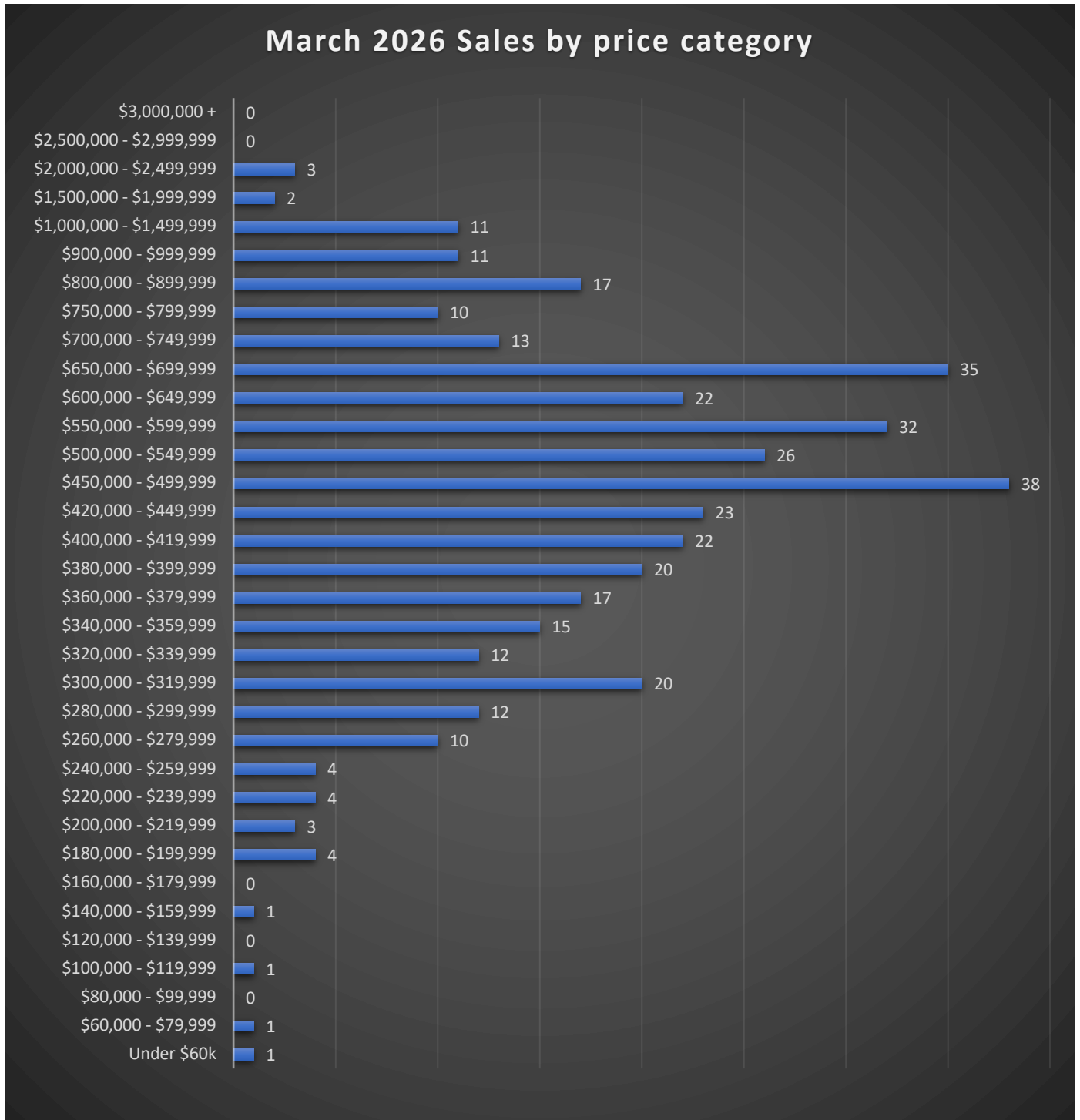
### March Historic New Listings and Sales

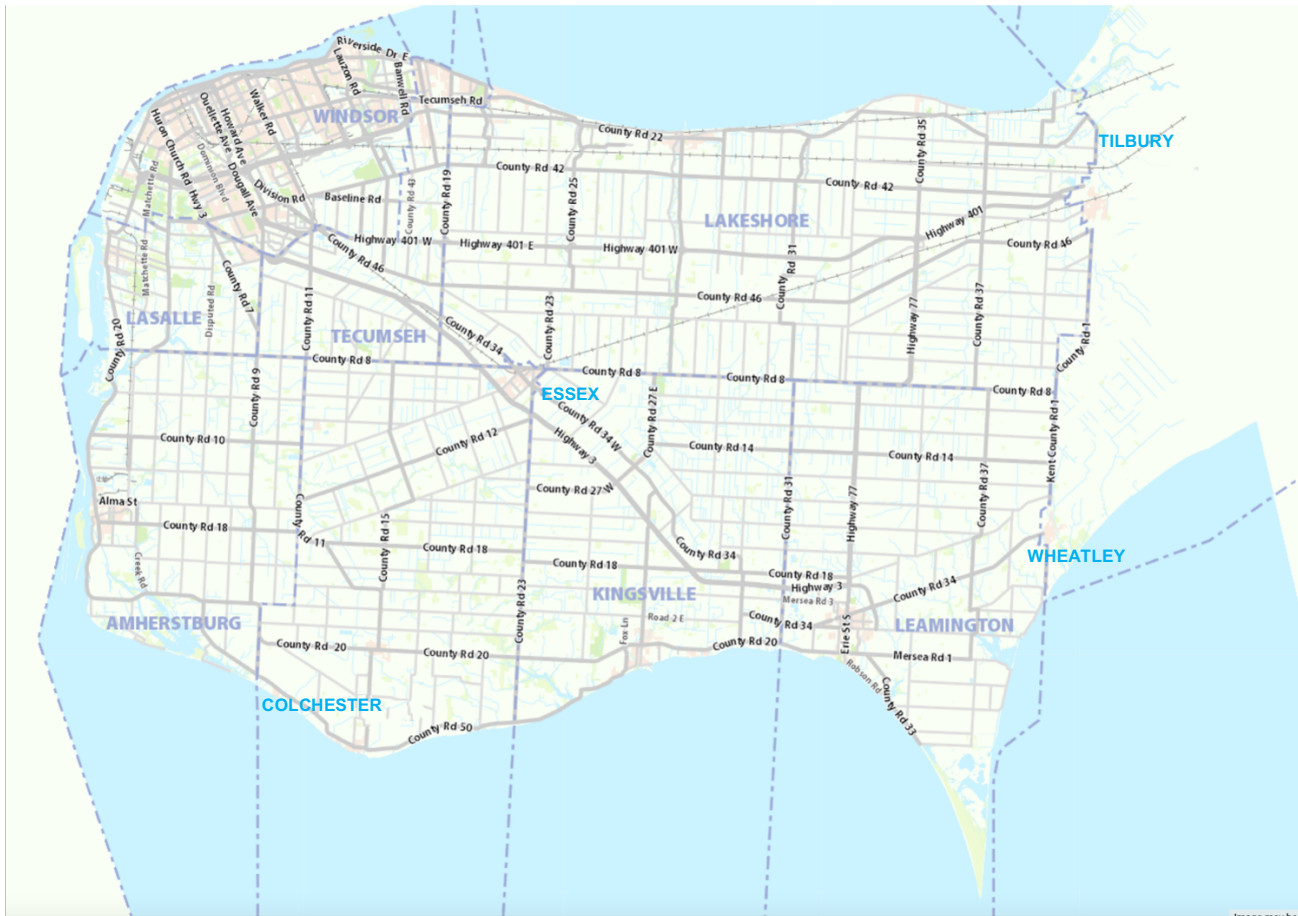


### New Listings and Sales - Past 12 months

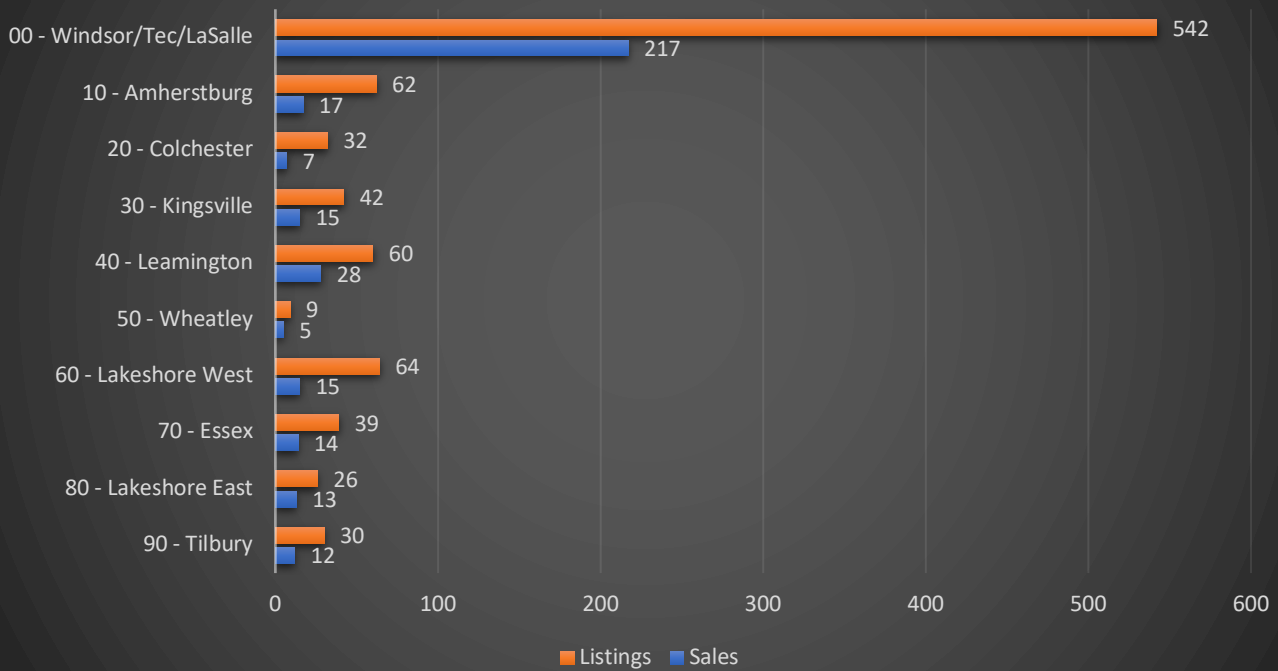


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





## Sales by Geographic Area in Essex County



#1



## **Bungalow**

Sales: 76  
Average price. \$462,048

#2



## **2 Storey**

Sales: 61  
Average price. \$670,472

#3



## **Ranch**

Sales: 46  
Average price. \$608,603

#4



## **1.5 storey**

Sales: 44  
Average price. \$407,705

#5

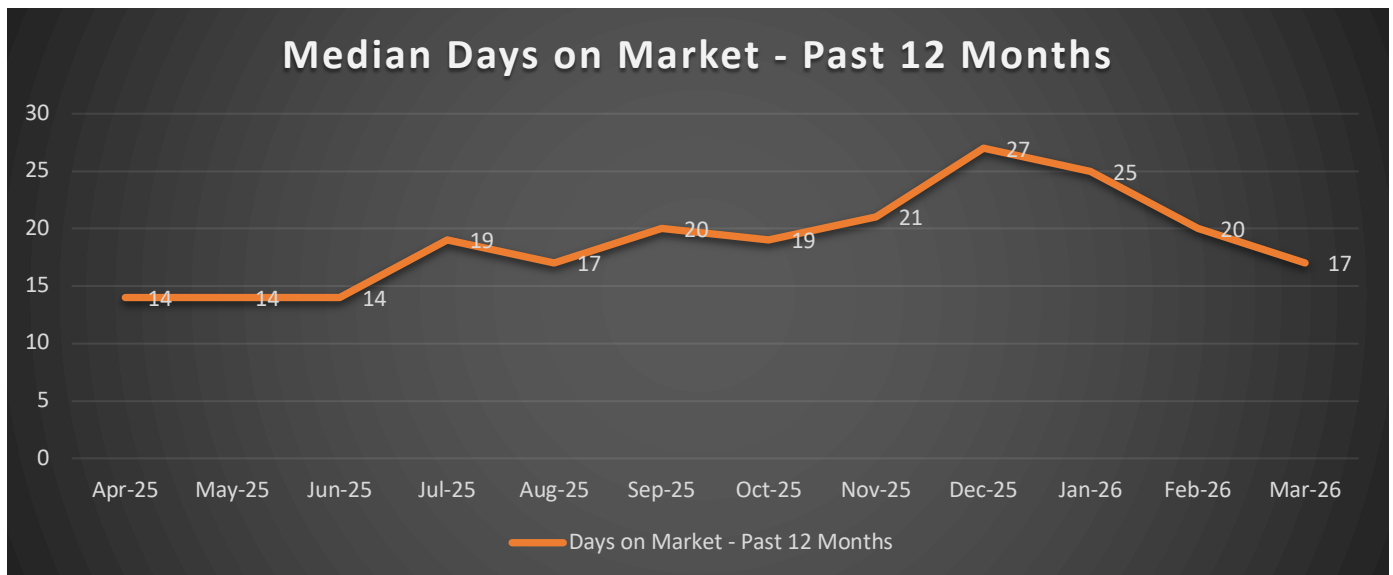
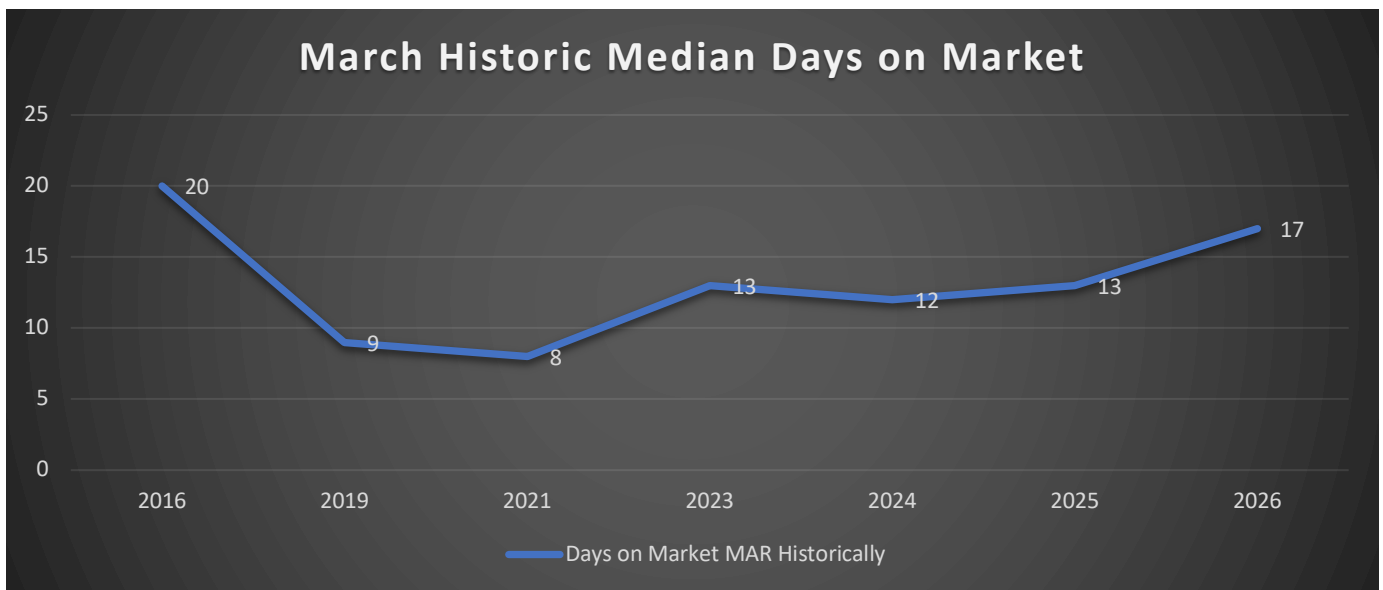


## **Raised-Ranch**

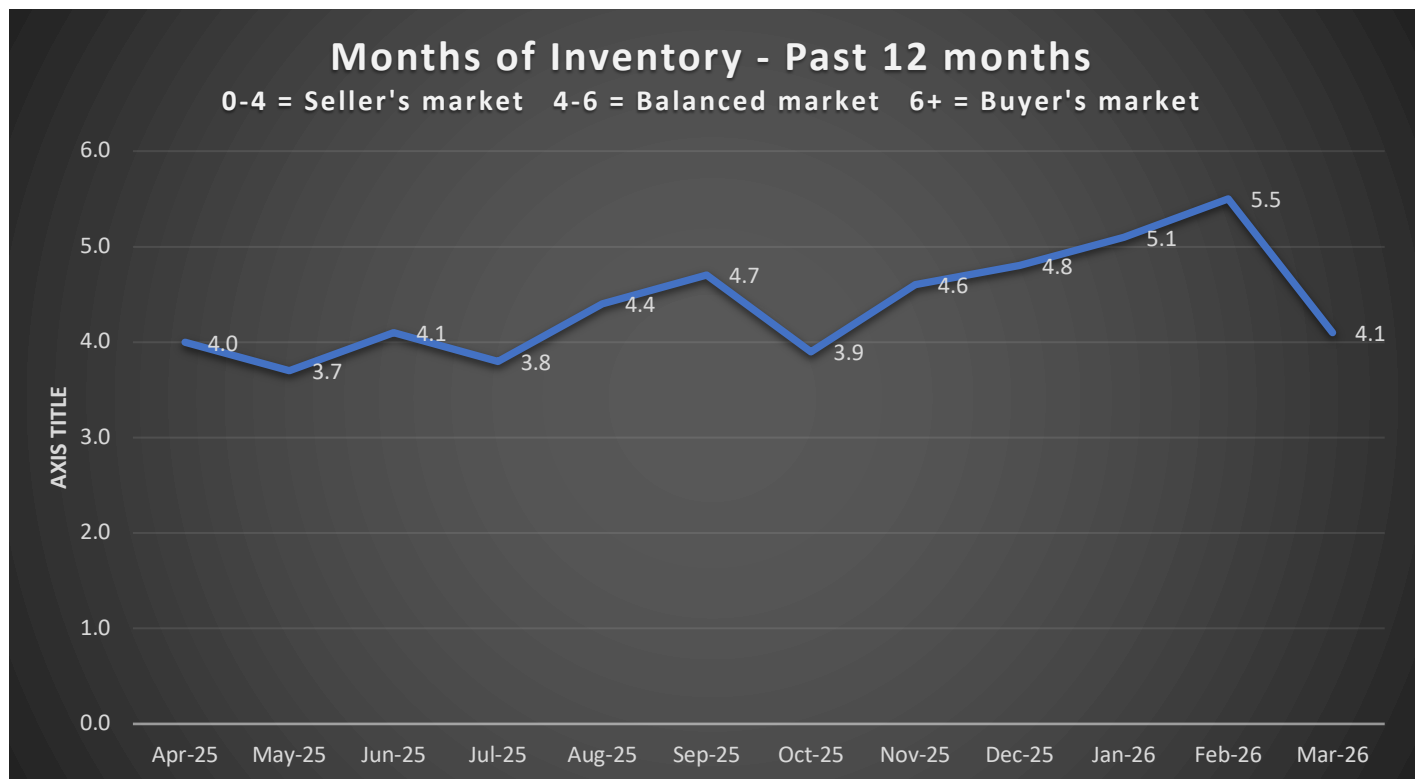
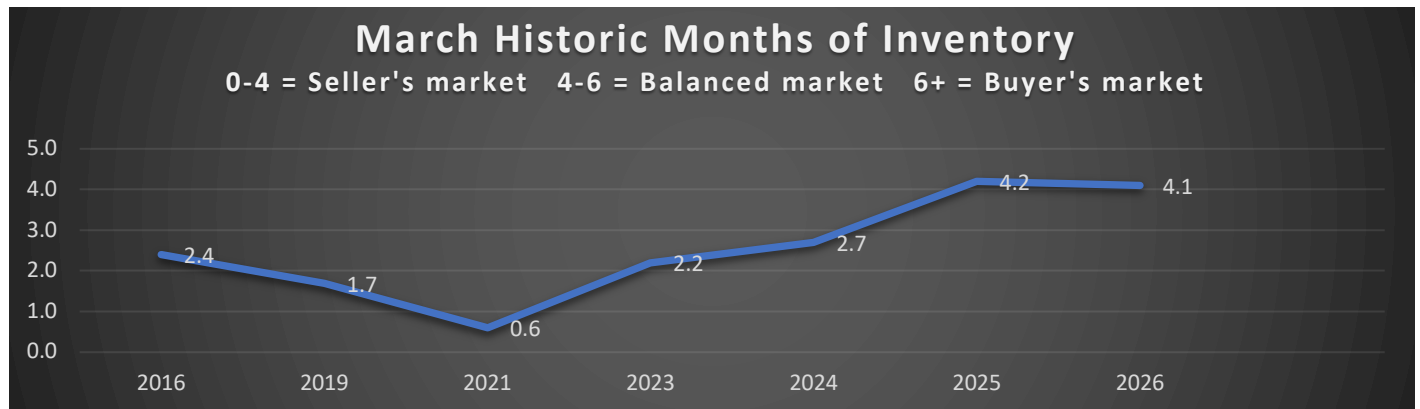
Sales: 39  
Average price. \$602,889

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.

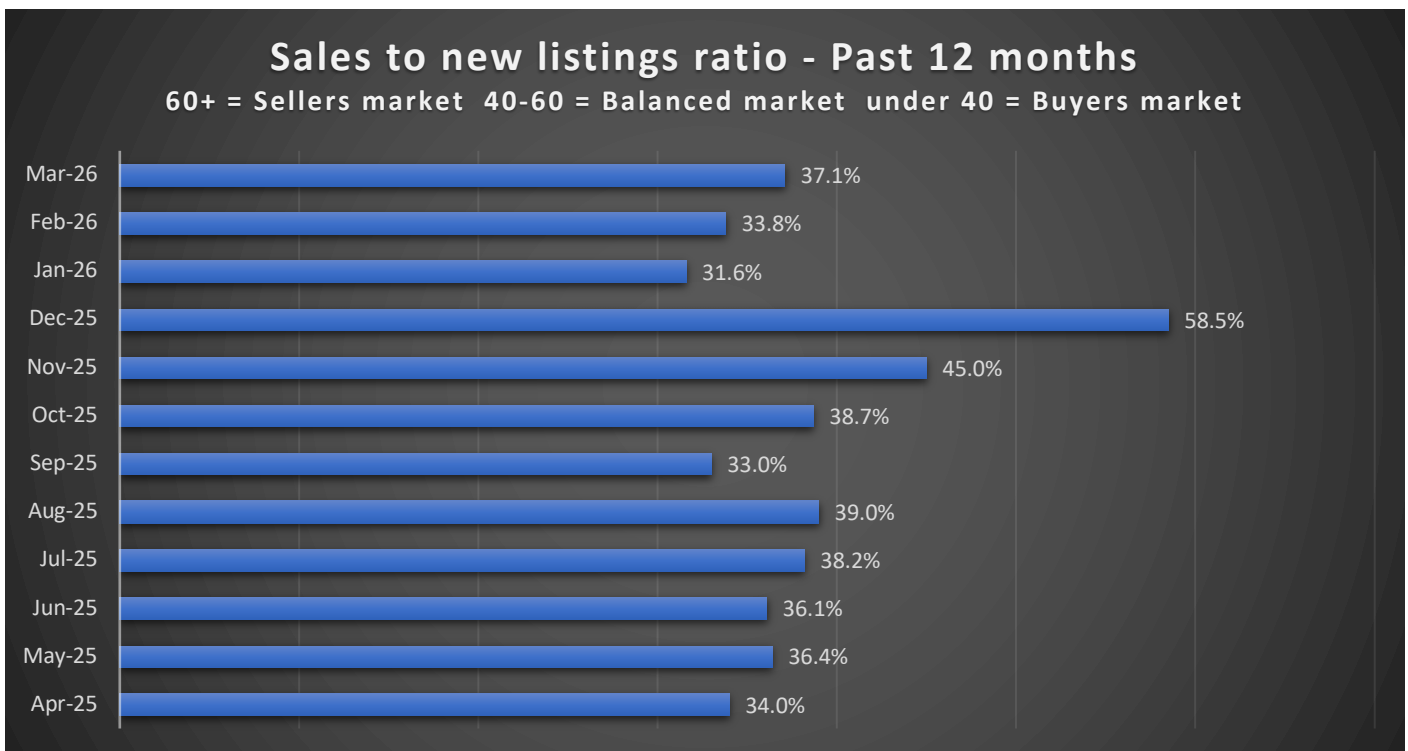
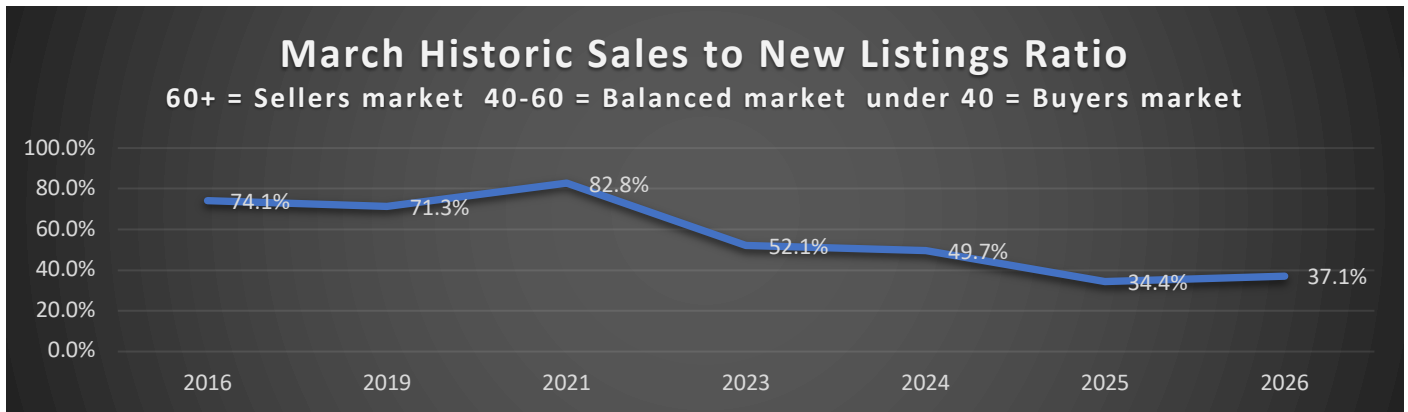


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

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**

February 2026	(1.8%)
January 2026	(2.3%)

**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**

March 18, 2026	(Target 2.25%)	(no change)
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%)