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REALTOR®

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

The April 2026 residential real estate market statistics are now in from WECAR (The Windsor/Essex County Association of Realtors). Spring has sprung! Let's take a look at the numbers!

The average sale price for April 2026 was \$572,150 which is down -1.11% from this time last year but up +6.11% from last month. Listings in April were down at 1,333 which is a +8.20% increase compared to a year ago and were up +41.96% compared to last month. Sales were down at 437 which is a -3.53% decrease compared to a year ago but were up +24.15% from last month. April brought some much-needed improvement!

Average days on market was 16 days in April which is down from 17 days in March. Months of inventory came in at 4.0 months (down from last month's 4.1 months). This metric indicates that we are in a **"Balanced Market"**. The Sales to New Listings Ratio (SNLR) came in at 33.3% (up from last month's 37.1%). 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 April meeting.
- Inflation came in at 2.4% in March (up from 1.8% in February).
- The unemployment rate for Windsor came in at 8.5% in March (up from 8.0% in February but still considerably higher than the national rate which is still at 6.7%).
- 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).
- Shaun Cathcart, CREA's Senior Economist said "2026 is still expected to see a modest amount of upward momentum in sales and a stabilization in prices as some pent-up first-time buyer demand enters the market, but the forecast for the year has had to be revised downward. The timing of higher mortgage rates, along with the perception they may be temporary, could keep would-be buyers away at the most active time of year – April, May, and June – as they wait for rates to come back down."

*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)

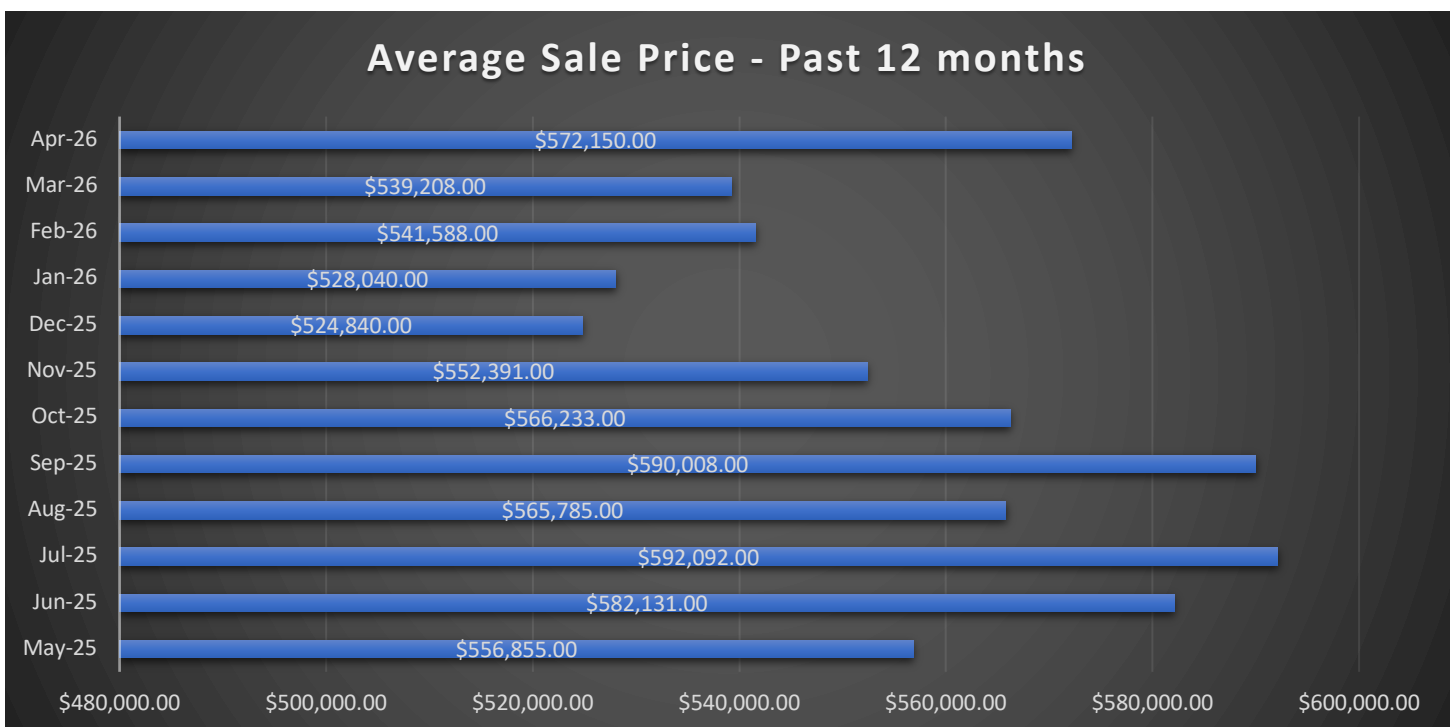
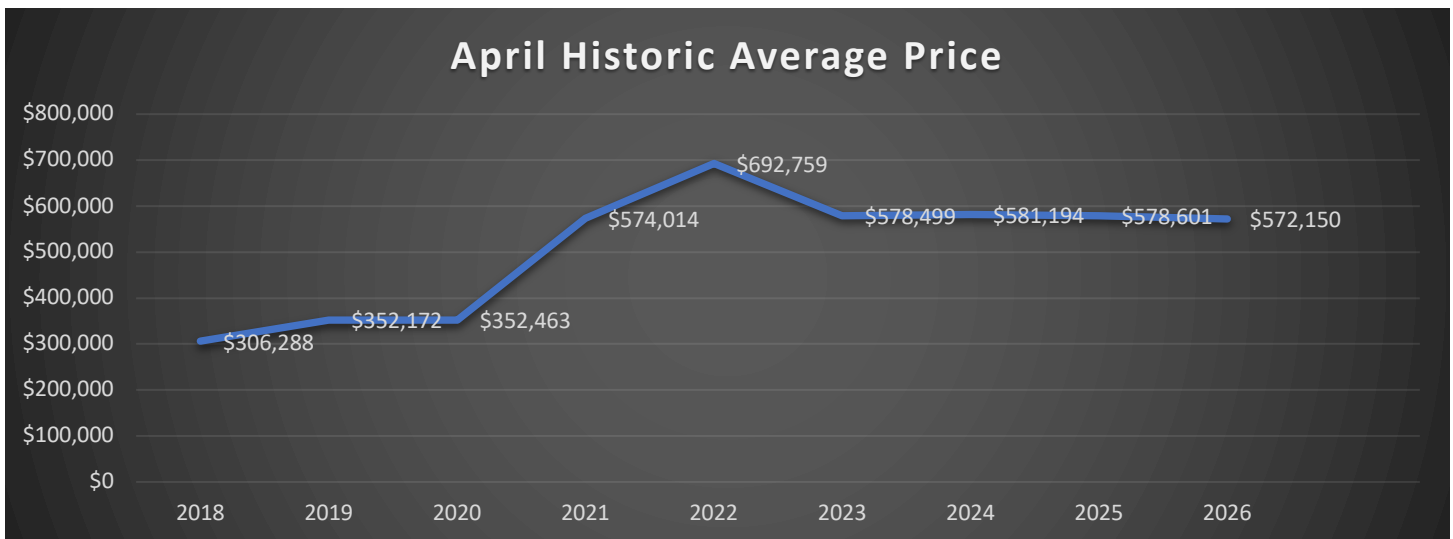
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## AVERAGE SALE PRICE

- ↓ **April 2026 Average Sale Price: \$572,150 (-1.11% decrease y/y)**
- **April 2026 median sale price is: \$550,000 (0% change y/y)**
- ↑ **March 2026 average sale price: \$539,208 (+6.11% 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

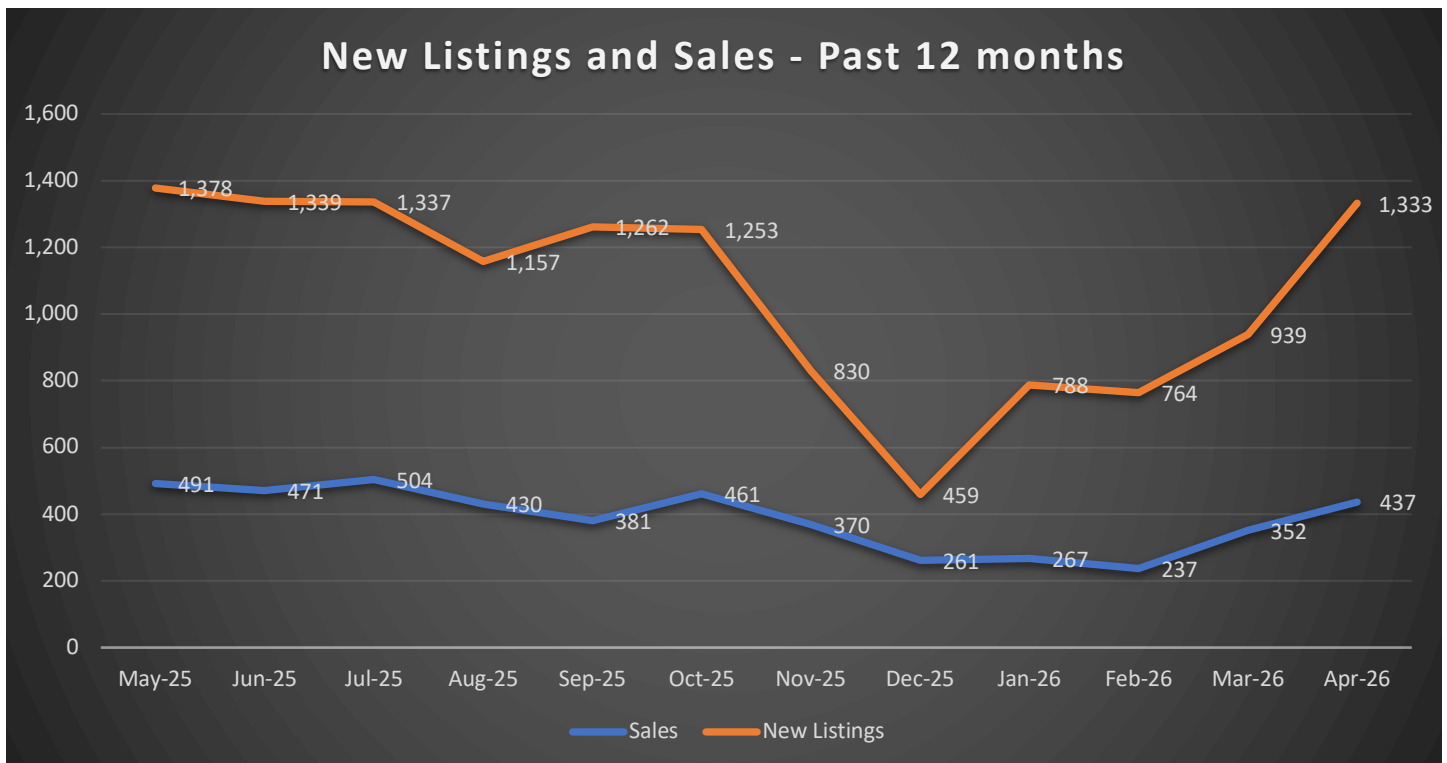
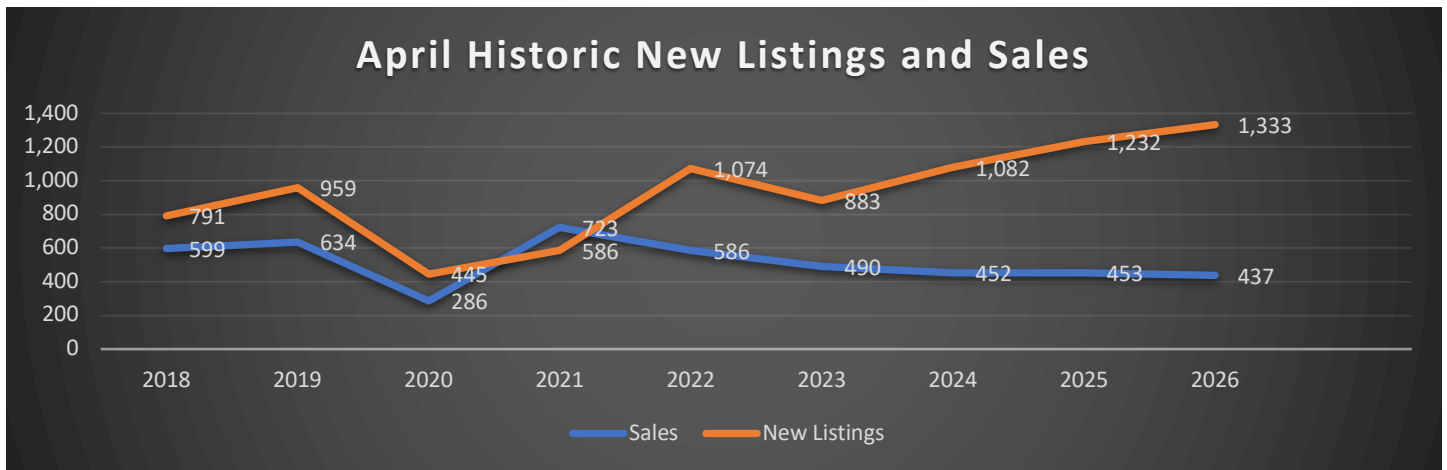
**↑ April 2026 New Listings: 1,333**  
(+8.20% increase y/y)

**↑ March 2026 New Listings: 939**  
(+41.96% increase m/m)

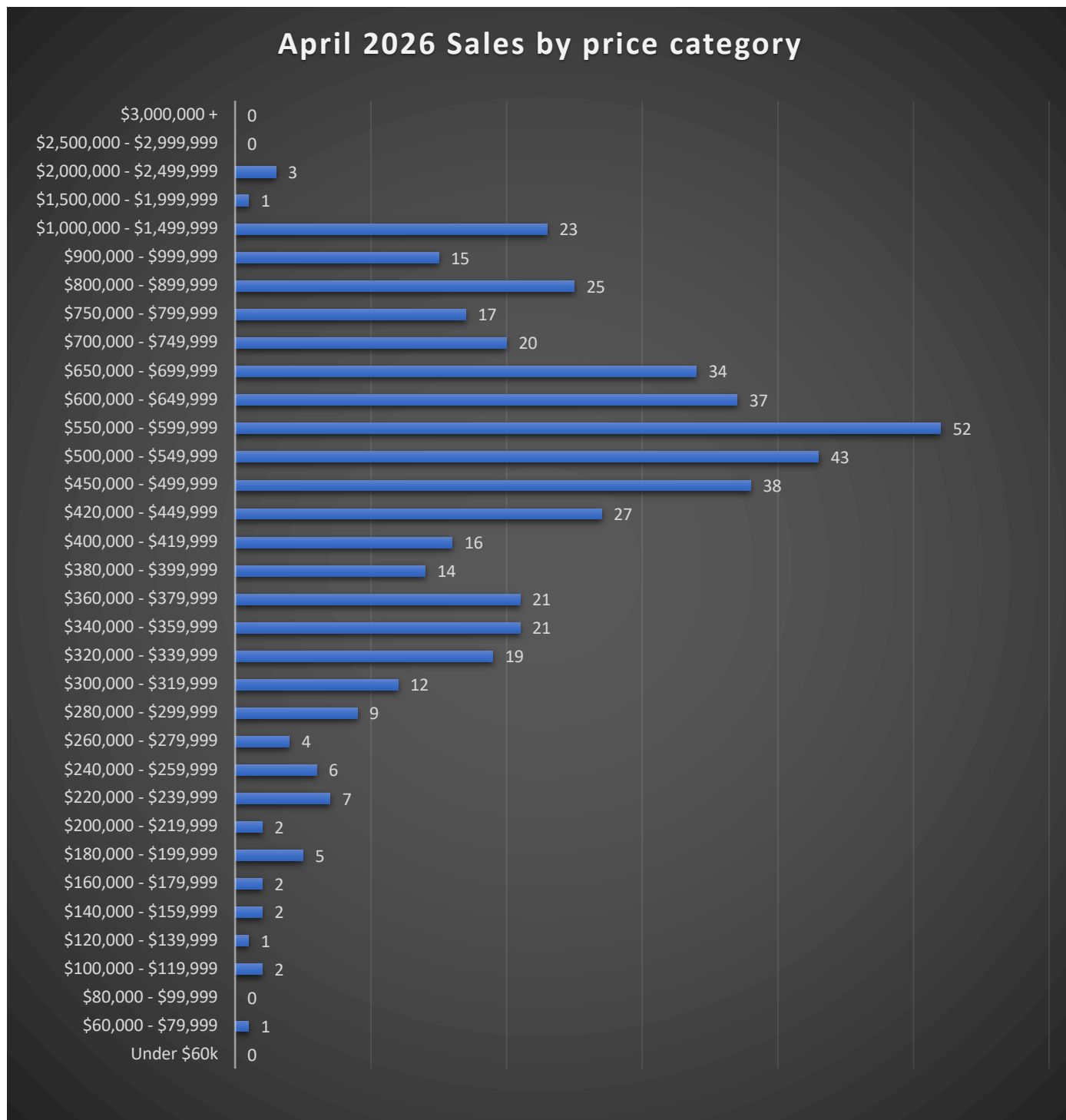
## SALES

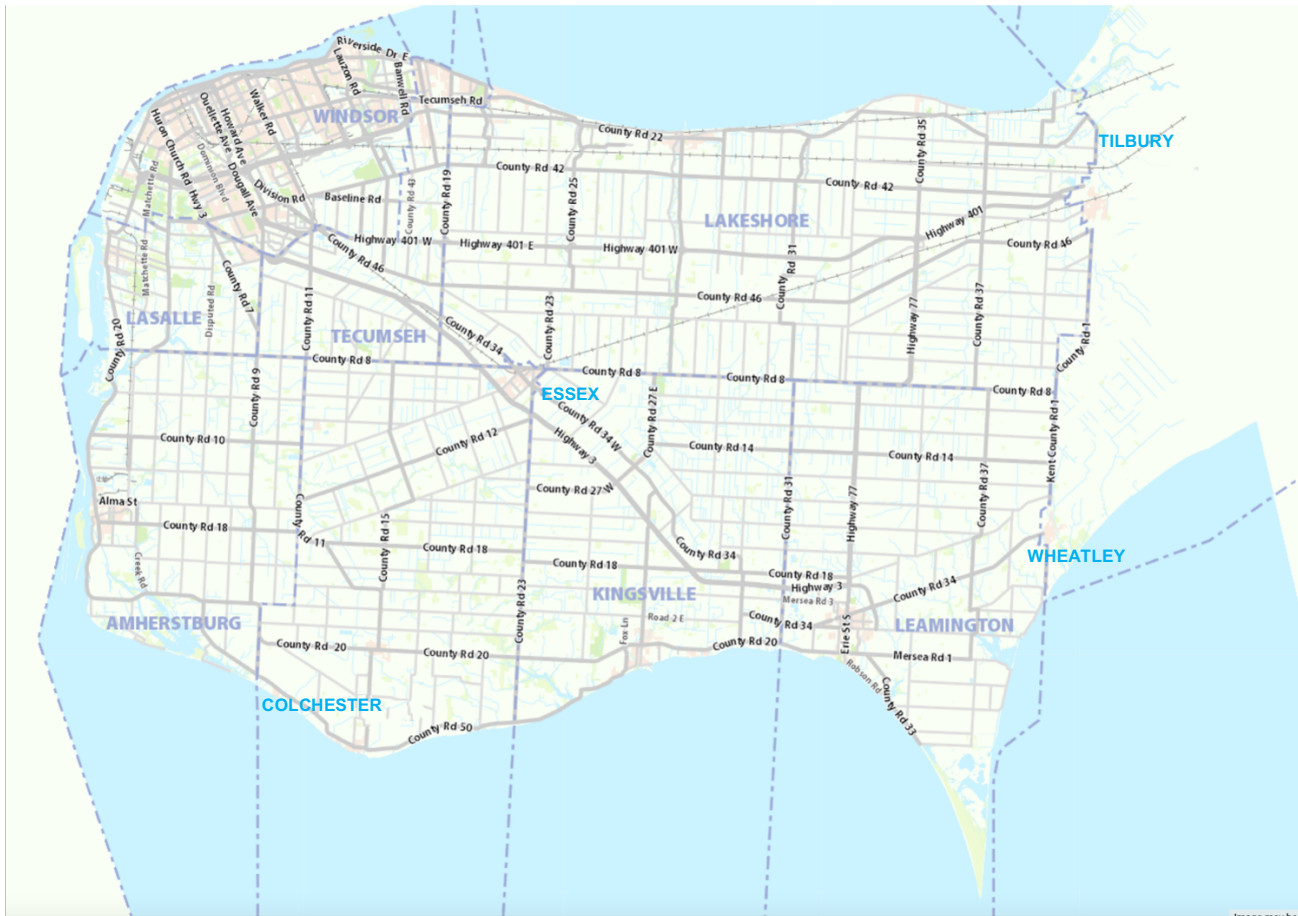
**↓ April 2026 Sales: 437**  
(-3.53% decrease y/y)

**↑ March 2026 Sales: 352**  
(+24.15% increase m/m)

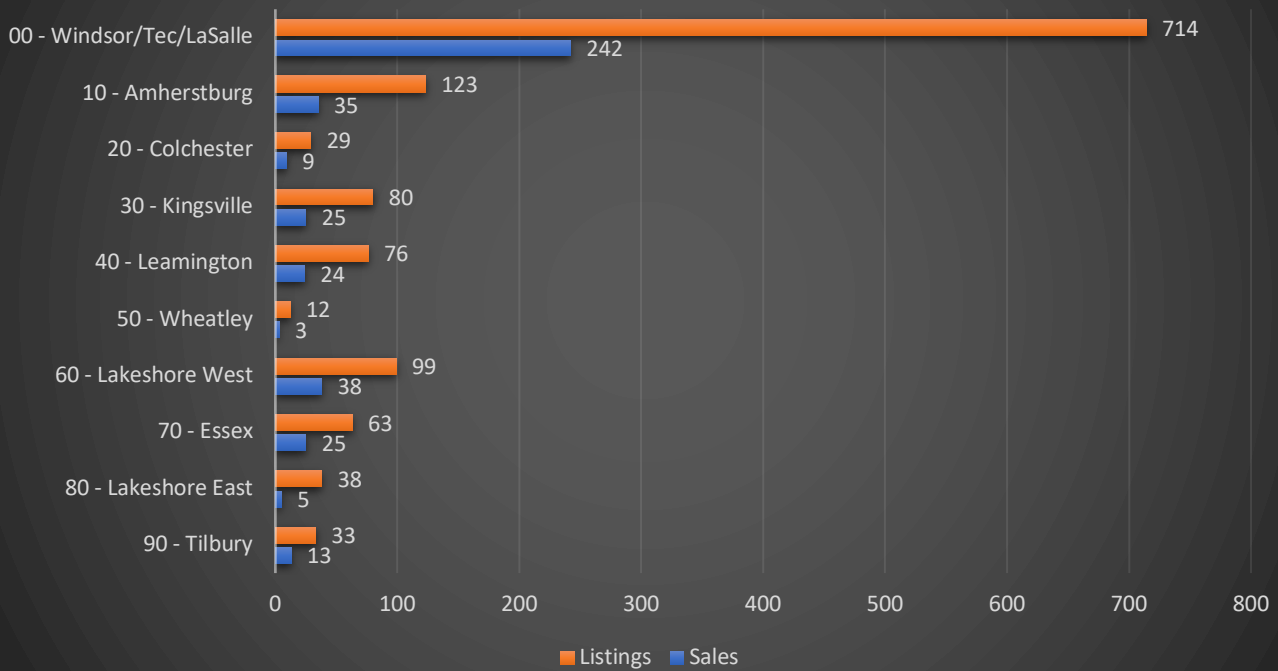


By breaking down the local real estate monthly sales data by price category, we can see the activity level of each segment. This provides valuable insight into how busy your particular segment has been and to help anticipate the amount of expect activity in the near future.





## Sales by Geographic Area in Essex County



#1



## Bungalow

Sales: 109  
Average price. \$464,440

#2



## 2 Storey

Sales: 71  
Average price. \$764,622

#3



## Ranch

Sales: 61  
Average price. \$646,546

#4



## Raised-Ranch

Sales: 57  
Average price. \$632,258

#5

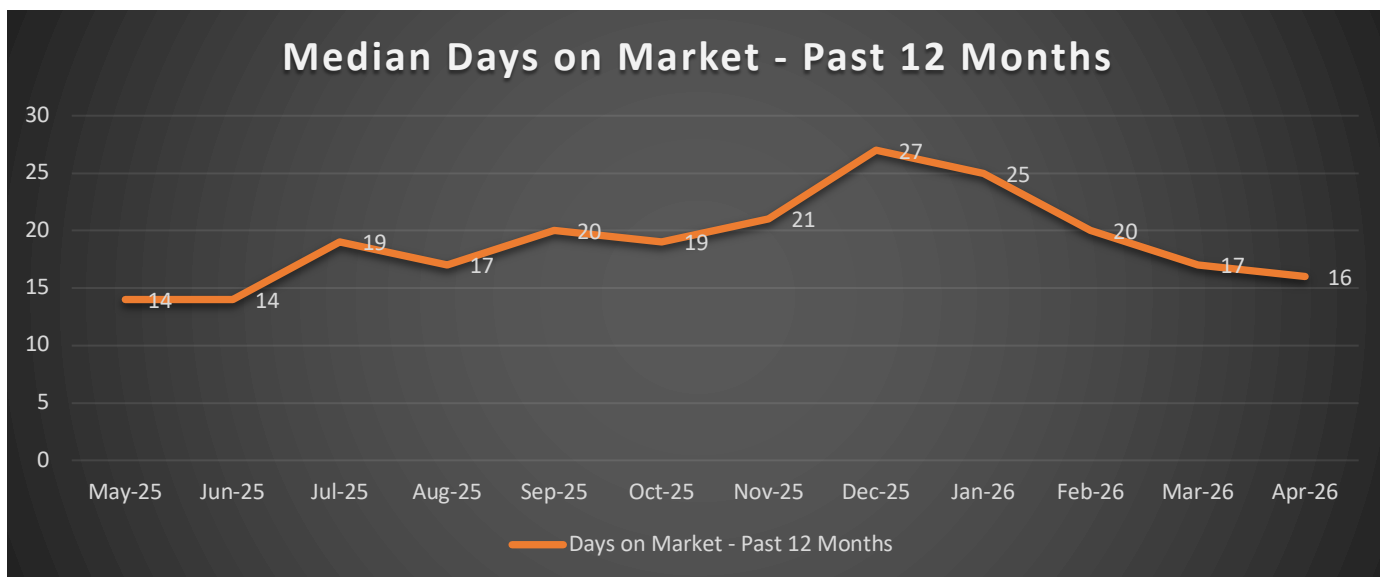
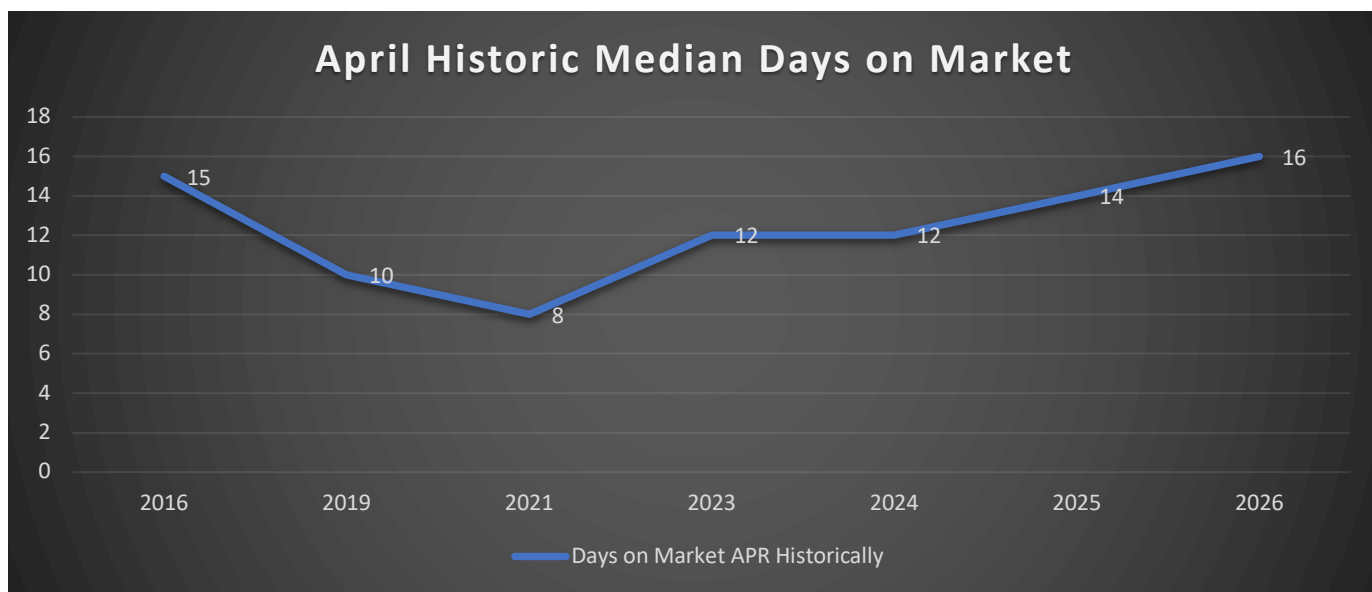


## 1.5 storey

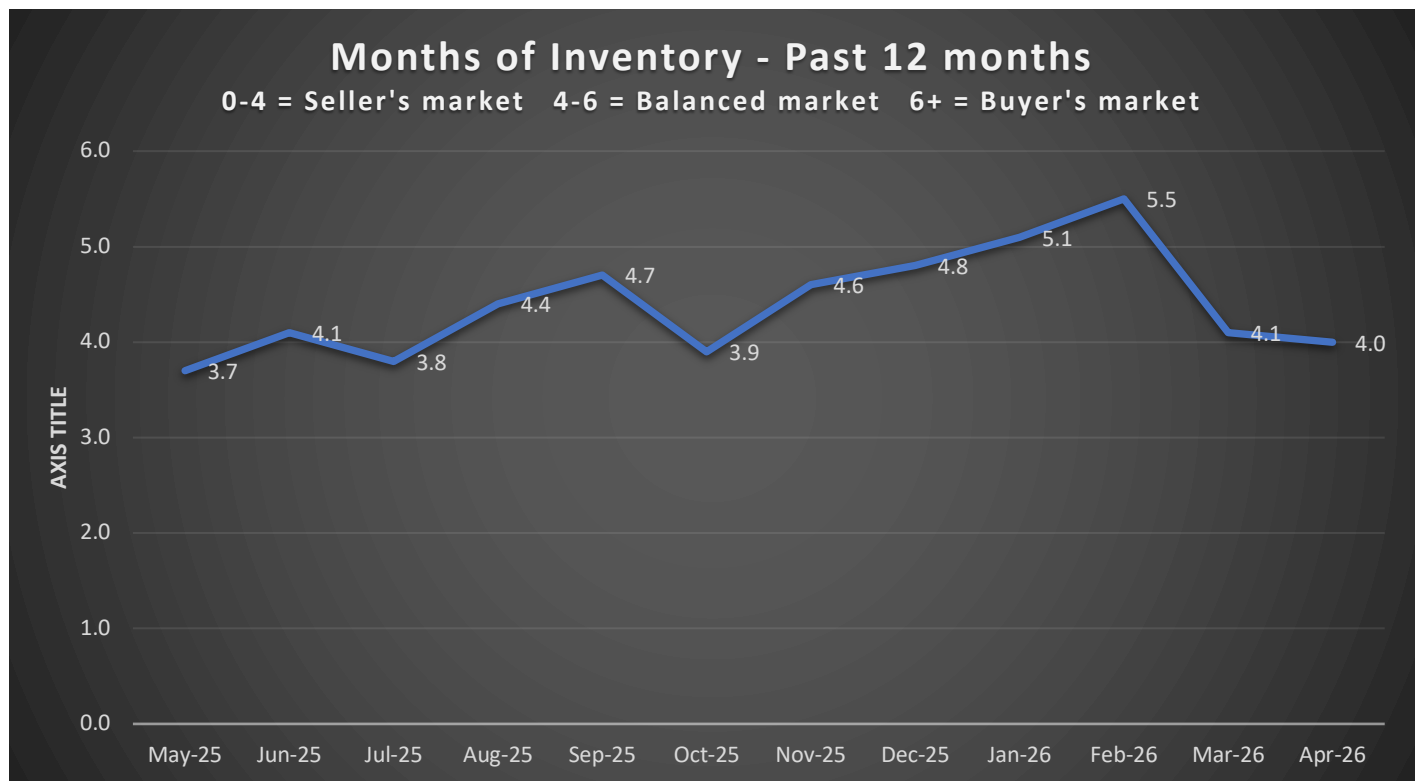
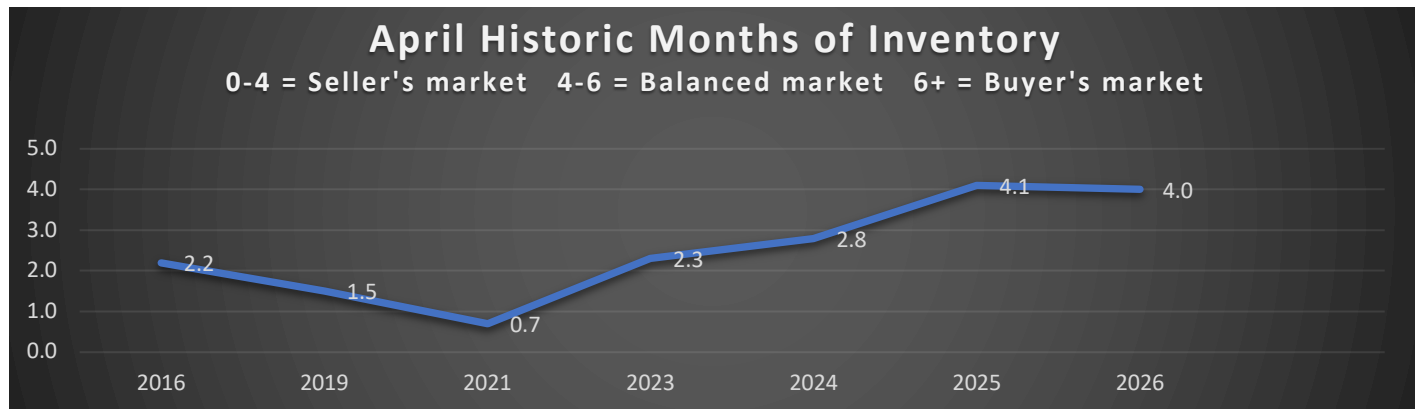
Sales: 41  
Average price. \$416,775

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.

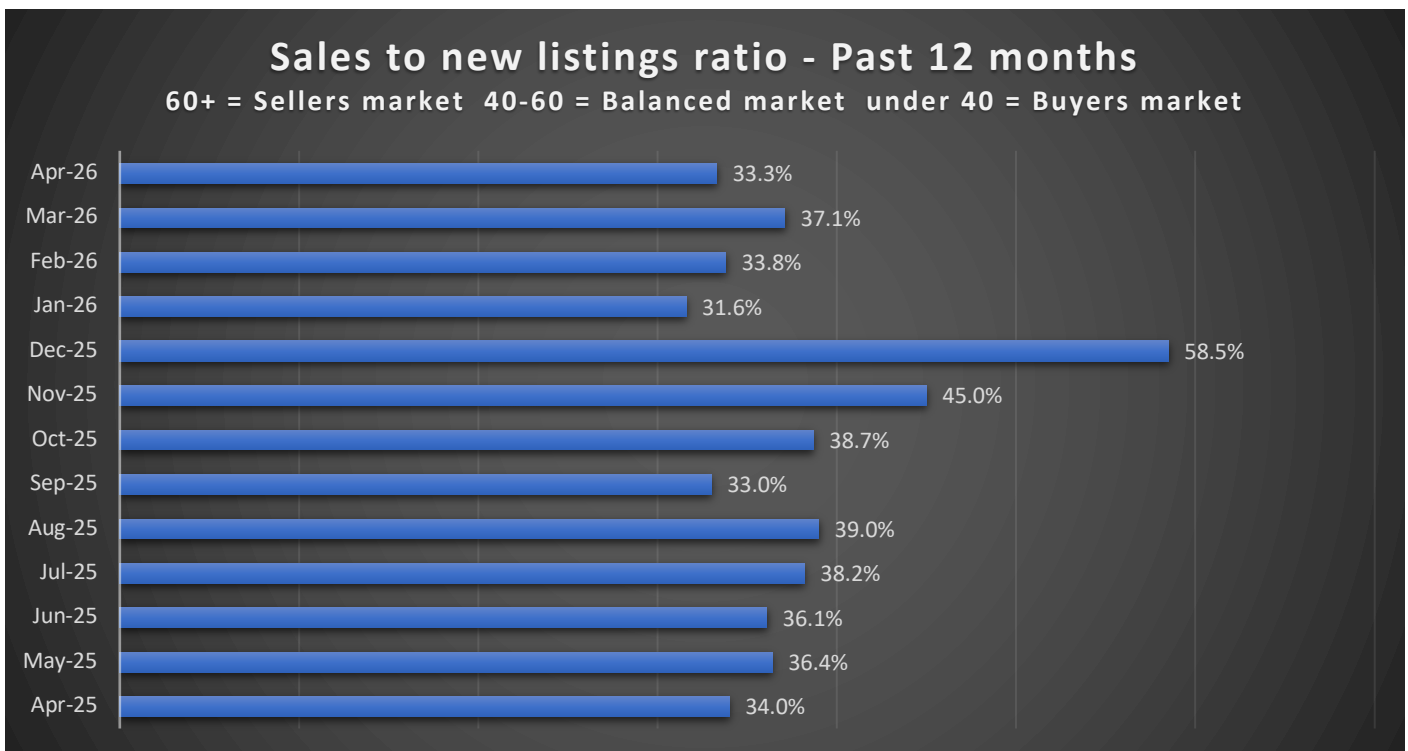
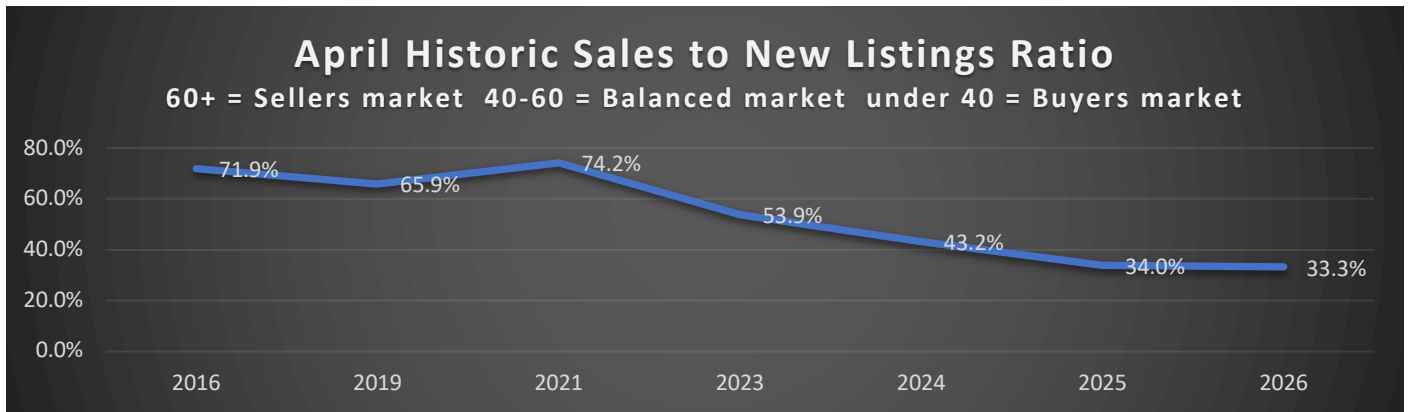


The Sales-to-New-Listings Ratio (SNLR) is used to measure the balance of supply and demand in a housing market, with higher percentages above 60% indicating a seller's market and lower percentages below 40% showing a buyer's market.

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

March 2026	(2.4%)
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%)

## CANADIAN BANK OF CANADA INTEREST RATE ANNOUNCEMENTS

### 2026

April 29, 2026	(Target 2.25%)	(no change)
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%)