

2026
OCTOBER

WINDSOR ESSEX COUNTY
REAL ESTATE MARKET REVIEW

ROYAL LEPAGE

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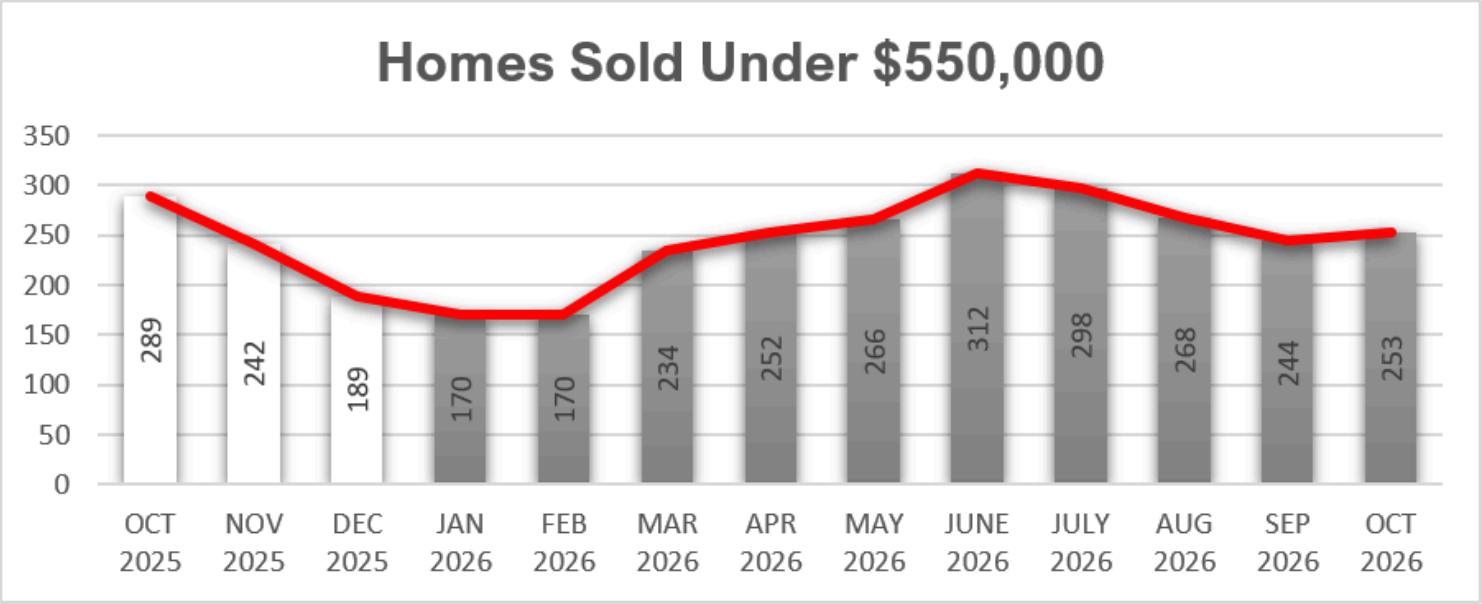
SALES
OCTOBER 2026

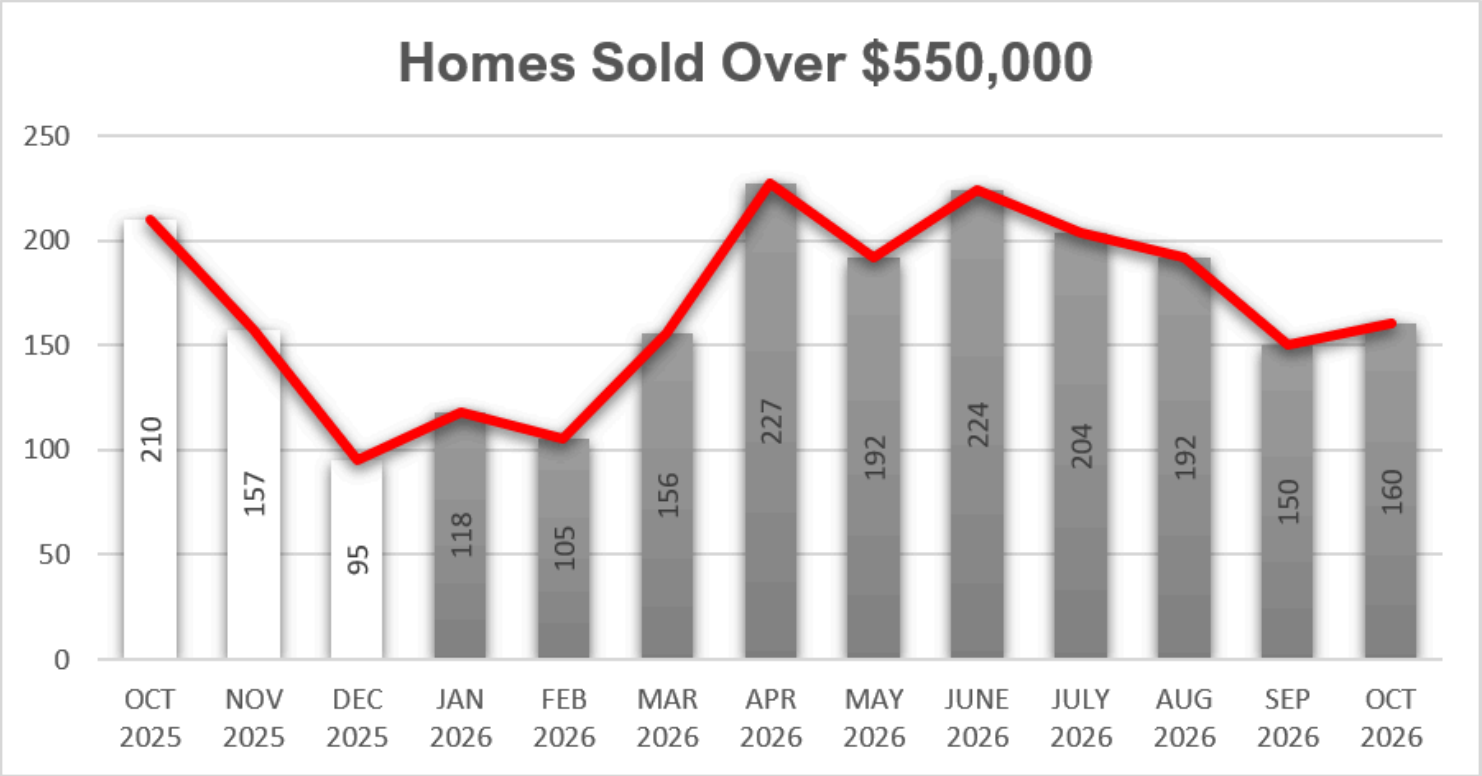
The Windsor-Essex housing market showed some renewed activity in October 2026, with residential sales increasing from September despite a decline in new listings. While monthly home prices softened, the annual average remained relatively steady, and inventory levels continued to ease from their summer highs. Buyers still have a good selection of properties to consider, while sellers are navigating a market where competitive pricing and effective presentation remain essential.

Overall, October reflected a market that continues to adjust to changing conditions, with modest improvements in sales activity and condominium demand offering some encouraging signs. Although the pace remains slower than last year, opportunities continue to exist for both buyers and sellers as the market moves toward the final months of 2026.

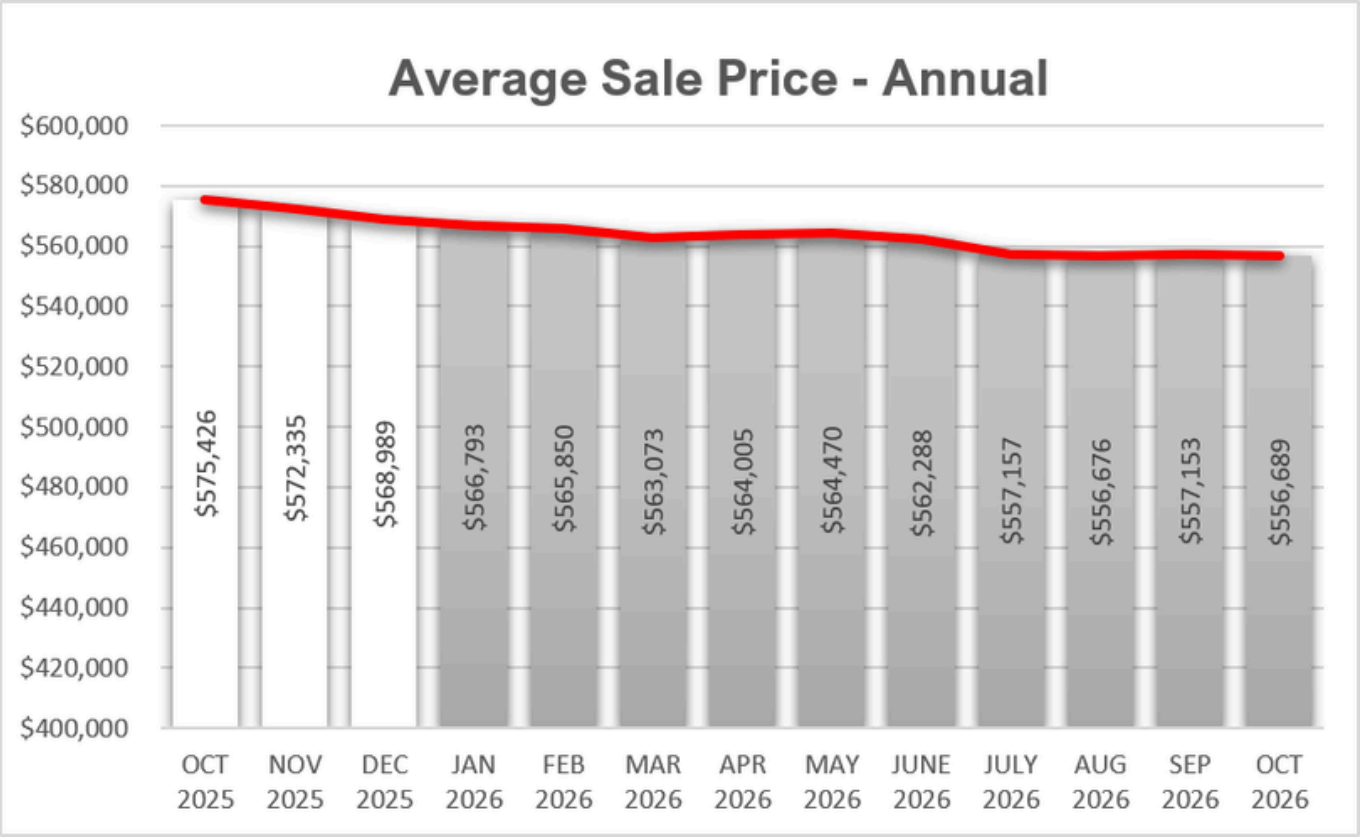


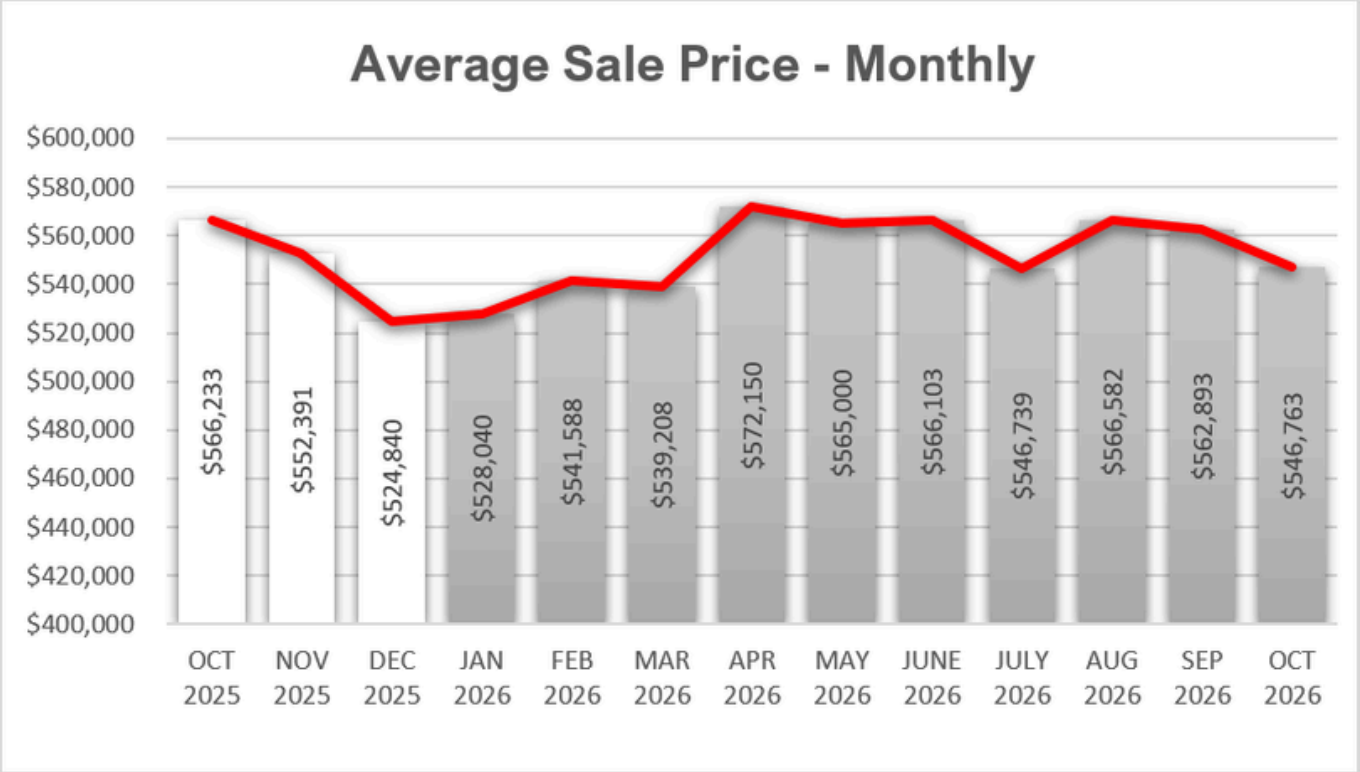
Residential sales increased to 382 in October 2026, up from 357 in September. While this represents a modest improvement in activity, sales remained below the 461 recorded in October 2025. The increase suggests that buyers are continuing to engage with the market, although overall demand remains more subdued compared to the same period last year.





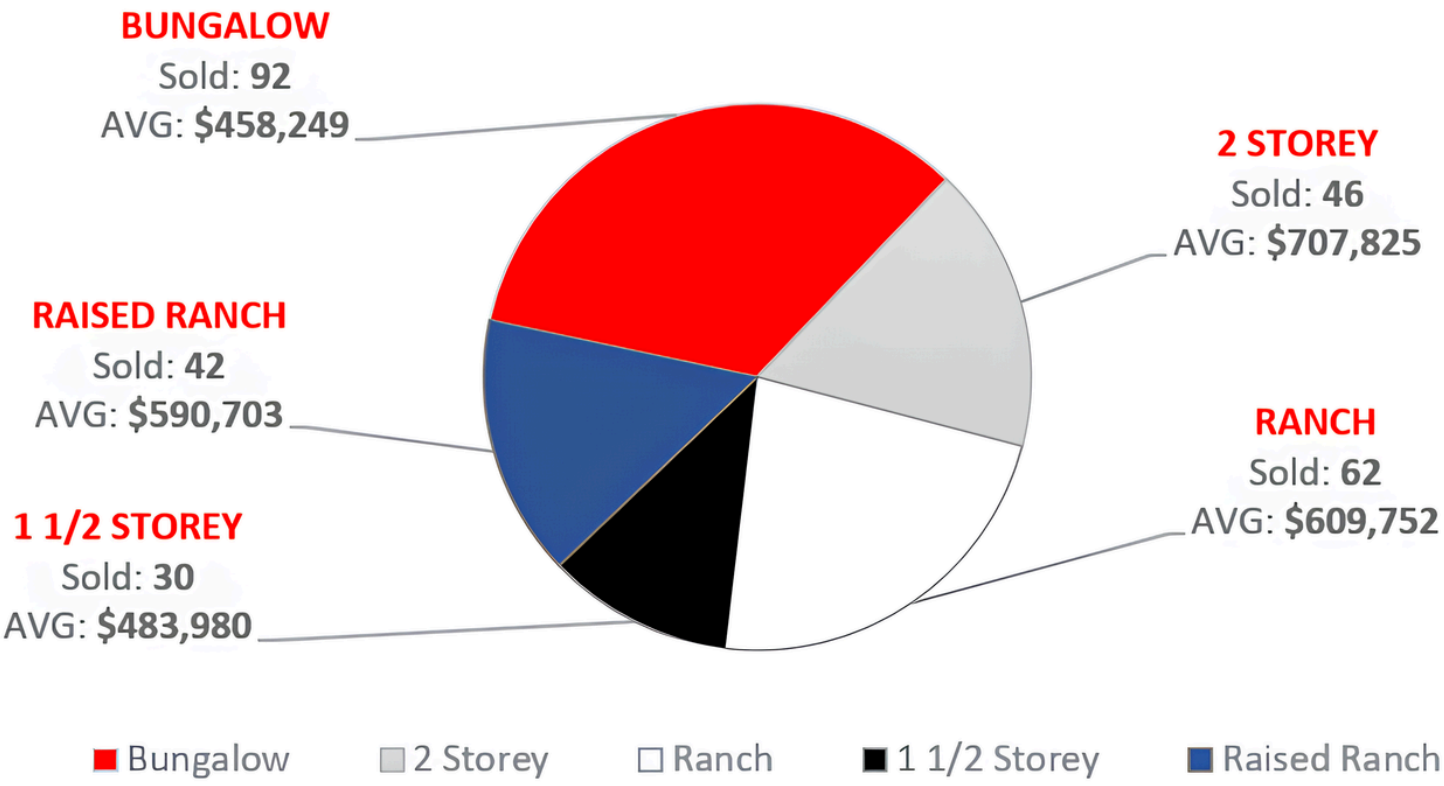
Sales activity improved across both price segments in October 2026. A total of 253 homes sold under $550,000, compared to 244 in September, while 160 homes sold over $550,000, up from 150 the previous month. Although activity remains below the stronger spring and summer levels, the month-over-month increases suggest renewed buyer participation across different price ranges as the fall market continues.





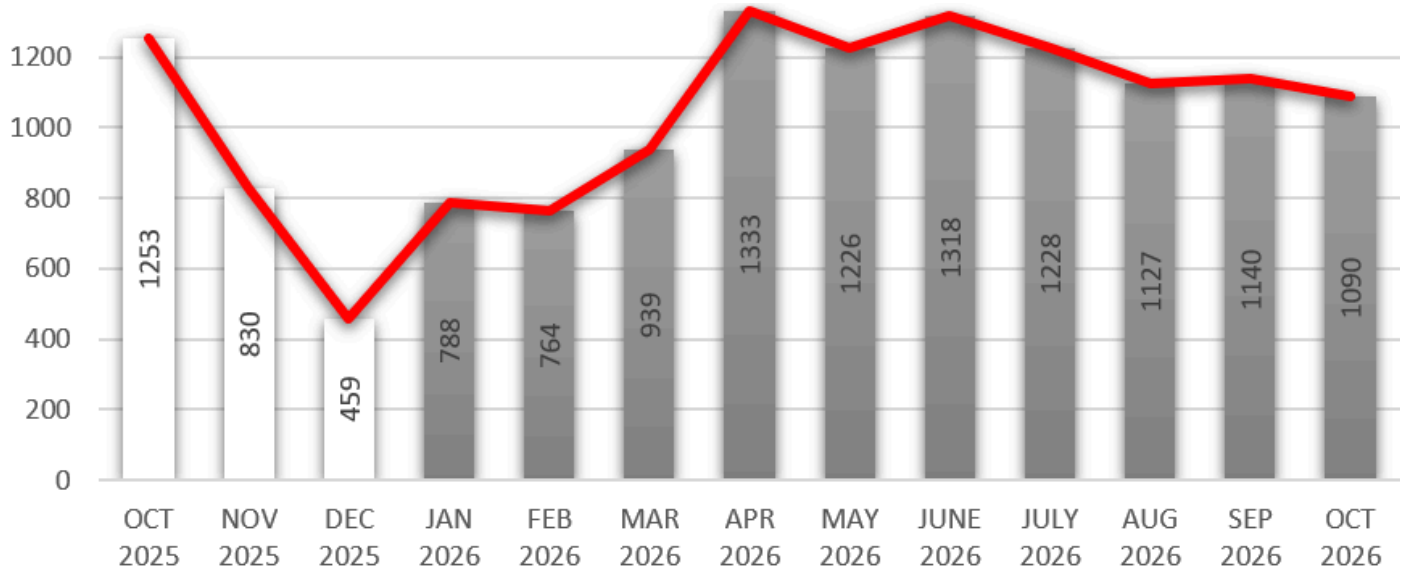
Home prices softened in October 2026, with the monthly average sale price coming in at $546,763, down from $562,893 in September. The annual average sale price remained relatively stable at $556,689, compared to $557,153 the previous month. While the monthly figure reflects some downward movement, the annual average has shown much smaller changes in recent months, suggesting that longer-term pricing is becoming more consistent following a gradual decline over the past year.

MOST POPULAR STYLE OF HOME

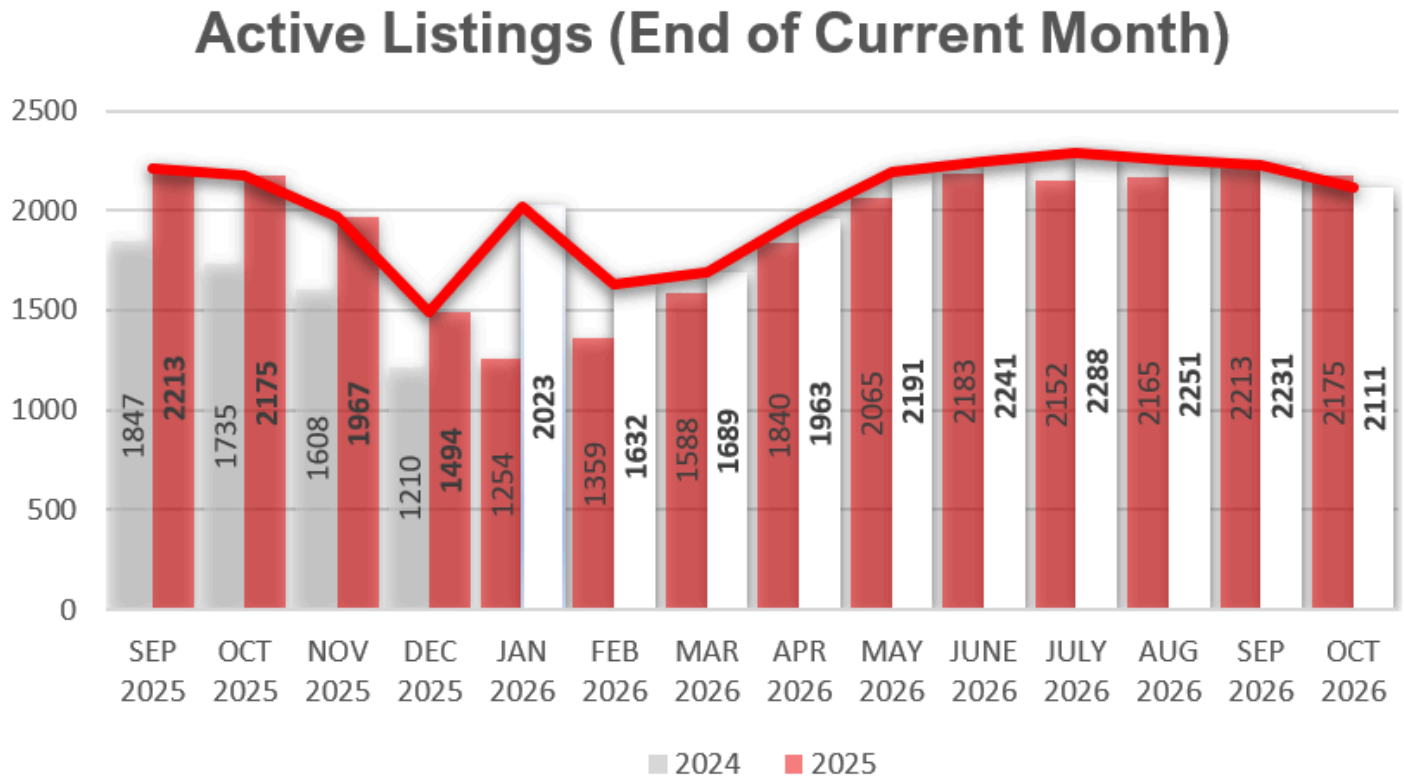


Bungalows continued to lead the Windsor-Essex market in October 2026, recording 92 sales at an average price of $458,249. Ranches followed with 62 sales, while two-storey homes recorded 46, raised ranches reached 42, and one-and-a-half-storey homes totalled 30. Bungalows also offered the lowest average sale price among the five most popular styles, reinforcing their appeal to buyers seeking practical and relatively affordable housing options. Meanwhile, two-storey homes commanded the highest average sale price at $707,825, reflecting the variety of property types and price points available throughout the region.

LISTINGS
OCTOBER 2026



New residential listings declined to 1,090 in October 2026, compared to 1,140 in September. This continued reduction in new inventory is consistent with the slower pace of the fall market. Despite fewer properties entering the market, overall inventory remains substantial, providing buyers with options while encouraging sellers to remain competitive.



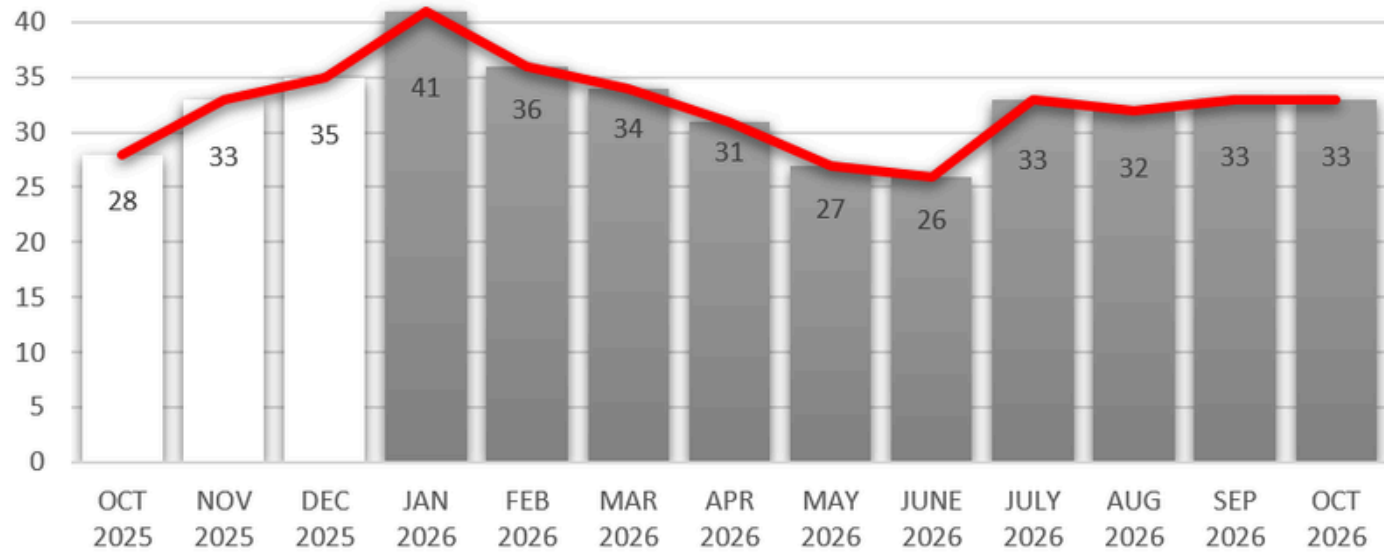
Active listings declined to 2,111 properties at the end of October 2026, down from 2,231 in September and 2,288 in July. While this marks a continued reduction in available inventory, overall supply remains relatively elevated compared to earlier in the year. Buyers continue to have a range of properties to consider, while sellers are navigating a competitive market where pricing, presentation, and location can significantly influence results.





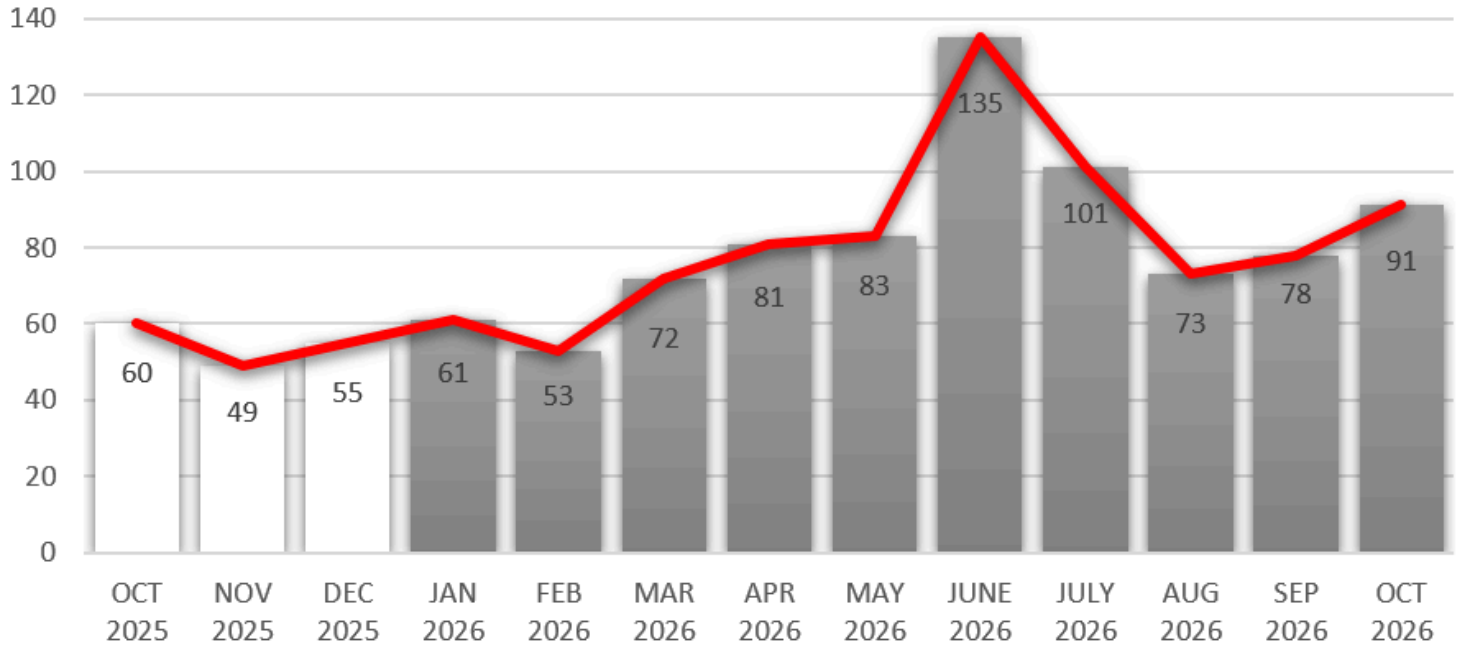
The Windsor-Essex market showed a modest improvement in October 2026, with the monthly sales-to-listings ratio increasing to 35%, up from 32% in September, while the annual ratio held steady at 37%. Although inventory levels remain elevated, the increase in the monthly ratio suggests a slight improvement in sales activity relative to new listings. Buyers continue to benefit from a good selection of available homes, while sellers can improve their chances of success through competitive pricing and effective marketing.

DAYS ON MARKET



Homes spent an average of 33 days on the market in October 2026, unchanged from September. This consistency suggests that selling timelines have stabilized in recent months, although properties are generally taking longer to sell than during the busier spring and early summer periods. Pricing, condition, and local competition continue to play an important role in how quickly homes attract buyers.

CONDO SALES



Condominium sales increased to 91 units in October 2026, up from 78 in September and 73 in August. This marks the second consecutive month of growth in the condominium segment, suggesting renewed buyer interest following the slower activity experienced toward the end of summer. While sales remain below June's peak, the recent upward trend is an encouraging sign for this portion of the market.

*ALL DATA COLLECTED FROM MLS DETAILED SHEETS PROVIDED BY WECAR