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Woodstock Ingersoll Tillsonburg & Area MLS® home sales cool in October as market conditions continue to shift toward buyers

The number of homes sold through the MLS® System of the Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® totaled 126 units in October 2025. This was a substantial decrease of 29.2% from October 2024.

Home sales were 11.1% below the five-year average and 21.6% below the 10-year average for the month of October.

On a year-to-date basis, home sales totaled 1,396 units over the first 10 months of the year. This was a slight reduction of 0.4% (six sales) from the same period in 2024.

"Sales have cooled off a bit this month, coming in below what we'd normally expect for October. We also saw fewer new listings compared to last month, although they're still a little higher than what's typical for this time of year," said Cassandra Benard, President of the Woodstock Ingersoll Tillsonburg & Area Association of REALTORS®. "The average price edged down slightly, while the number of available homes stayed well above the long-term average. In general, we are continuing to see conditions lean towards buyers' market territory. We are also keeping a close eye on what's happening at the Cami plant in Ingersoll. Any changes there that could affect jobs could influence local housing demand and market stability across Oxford County."

The average price of homes sold in October 2025 was \$629,732, decreasing by 3.4% from October 2024.

The more comprehensive year-to-date average price was \$628,372, a modest decline of 3.8% from the first 10 months of 2024.

The dollar value of all home sales in October 2025 was \$79.3 million, down sharply by 31.6% from the same month in 2024.

The number of new listings saw a decrease of 7.7% from October 2024. There were 312 new residential listings in October 2025.

New listings were 15.6% above the five-year average and 30.9% above the 10-year average for the month of October.

Active residential listings numbered 743 units on the market at the end of October, a moderate gain of 8.9% from the end of October 2024. Active listings haven't been this high in the month of October in more than a decade.

Active listings were 40.8% above the five-year average and 69.9% above the 10-year average for the month of October.

Months of inventory numbered 5.9 at the end of October 2025, up from the 3.8 months recorded at the end of October 2024 and above the long-run average of 3 months for this time of year. The number of months of inventory is the number of months it would take to sell current inventories at the current rate of sales activity.

The Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® operates the Multiple Listing Service® in the region. REALTOR® is a trademark, which identifies real estate professionals who are members of the Canadian Real Estate Association and, as such, subscribe to a high standard of professional service and to a strict Code of Ethics.

Seasonally Adjusted ¹		Percentage change compared to					
		1 month ago	2 months ago	3 months ago	4 months ago	5 months ago	6 months ago
		September 2025	August 2025	July 2025	June 2025	May 2025	April 2025
Sales Activity	156	-16.1	-11.4	-23.9	-11.4	-8.2	-3.1
Average Price	\$623,389	-2.1	-3.0	-1.7	0.8	4.6	-0.6
Dollar Volume*	\$97.2	-17.9	-14.0	-25.2	-10.6	-4.0	-3.7
New Listings	377	-8.0	-3.6	-4.6	1.9	-12.7	-3.8
Active Listings	914	0.1	0.4	1.3	-1.8	-3.2	0.7

Actual ²		Percentage change compared to					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2024	October 2023	October 2022	October 2020	October 2018	October 2015
Sales Activity	126	-29.2	16.7	13.5	-43.5	-19.7	-19.7
Average Price	\$629,732	-3.4	-4.2	-0.4	21.2	63.3	144.5
Dollar Volume*	\$79.3	-31.6	11.8	13.1	-31.5	31.0	96.2
New Listings	312	-7.7	17.3	37.4	44.4	41.8	64.2
Active Listings	743	8.9	31.3	48.0	388.8	74.4	22.2

Year-to-date ³		Percentage change compared to					
		1 year ago	2 years ago	3 years ago	5 years ago	7 years ago	10 years ago
		October 2024 YTD	October 2023 YTD	October 2022 YTD	October 2020 YTD	October 2018 YTD	October 2015 YTD
Sales Activity	1,396	-0.4	5.7	-5.1	-18.1	-10.1	-15.6
Average Price	\$628,372	-3.8	-4.9	-13.7	30.2	71.2	152.2
Dollar Volume*	\$877.2	-4.2	0.5	-18.1	6.6	54.0	112.8
New Listings	3,168	10.7	24.7	13.7	65.3	45.7	37.3
Active Listings**	664	19.7	48.2	100.9	186.7	75.0	-4.7

Market Balance ⁴		Compared to					
		1 month ago	3 months ago	6 months ago	1 year ago	2 years ago	5 years ago
		September 2025	July 2025	April 2025	October 2024	October 2023	October 2020
Sales to New Listings Ratio	41.4	45.4	51.9	41.1	51.2	39.2	97.4
Months of Inventory	5.9	4.9	4.4	5.6	4.0	5.1	0.8

¹ Seasonal adjustment removes normal seasonal variations, enabling analysis of monthly changes and fundamental trends in the data.

² Actual (not seasonally adjusted) data as processed through the MLS® System of the .

³ Sum of actual data from January to present month of any given year.

⁴ Seasonally adjusted; sales to new listings ratio=sales/new listings*100; months of inventory=active listings at the end of the month/sales for the month.

* In millions of dollars.

** The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year.

Woodstock Ingersoll Tillsonburg & Area Association of REALTORS®

Housing Market Update for October 2025*



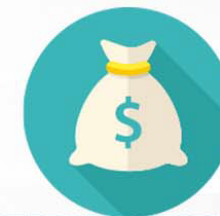
*Based on residential data from the Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® MLS® System.

All percentage changes are year-over-year comparisons.



Home sales down 29.2%

Home sales numbered 126 units in October 2025, down 29.2% compared to the 178 units sold in October 2024.



Market balance

At the end of October 2025, the market was balanced but tilted in favour of buyers.



New listings down 7.7%

There were 312 new listings added in October 2025, down 7.7% compared to the 338 listings added in October 2024.



Average price down 3.4%

The average price of homes sold in October 2025 was \$629,732, down 3.4% from \$651,832 in October 2024.



For more information visit www.creastats.crea.ca/board/WOOD

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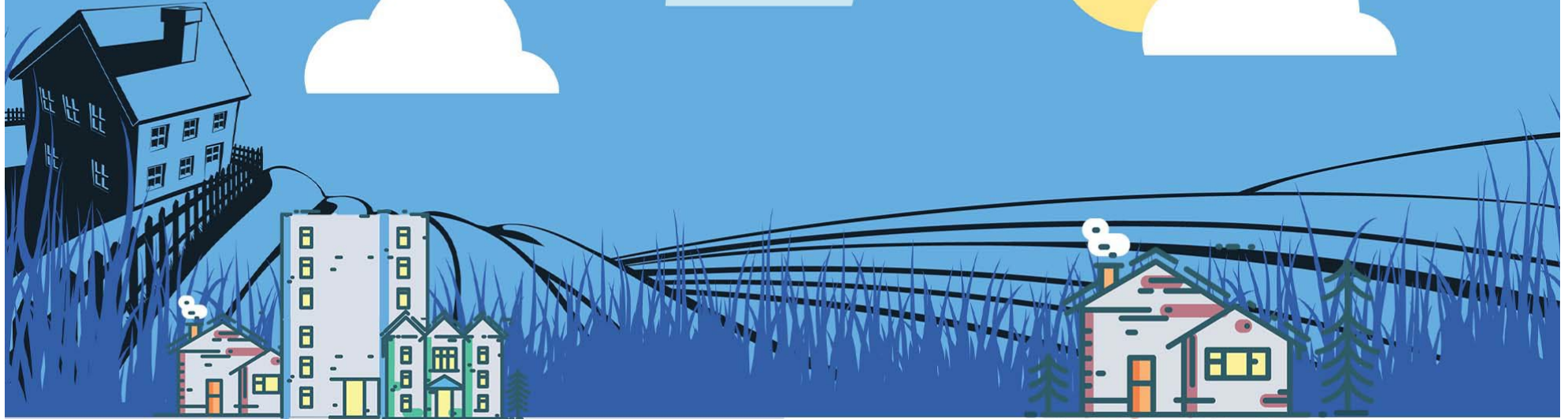
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Woodstock Ingersoll Tillsonburg & Area Association of REALTORS®

Housing Market Update by Property Type for October 2025*

*Based on residential MLS® System data from Woodstock Ingersoll Tillsonburg & Area Association of REALTORS® jurisdictional boundaries.

All percentage changes are year-over-year comparisons.



OVERALL

Units Sold

126

-29.2%



Median Price

\$586,250

-6.6%



SINGLE DETACHED

Units Sold

99

-25.6%



Median Price

\$635,000

0.0%



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