

LAKE SIMCOE NEIGHBOURHOODS BY THE NUMBERS

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AVG PRICE: \$1,463,453

AVG DOM: 37 DAYS



AVG PRICE: \$1,052,607

AVG DOM: 38 DAYS



AVG PRICE: \$571,250

AVG DOM: 43 DAYS

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AVG PRICE: \$784,334

AVG DOM: 50 DAYS



AVG PRICE: \$615,348

AVG DOM: 37 DAYS



AVG PRICE: \$491,202

AVG DOM: 72 DAYS

WHAT WE'RE SEEING RIGHT NOW.

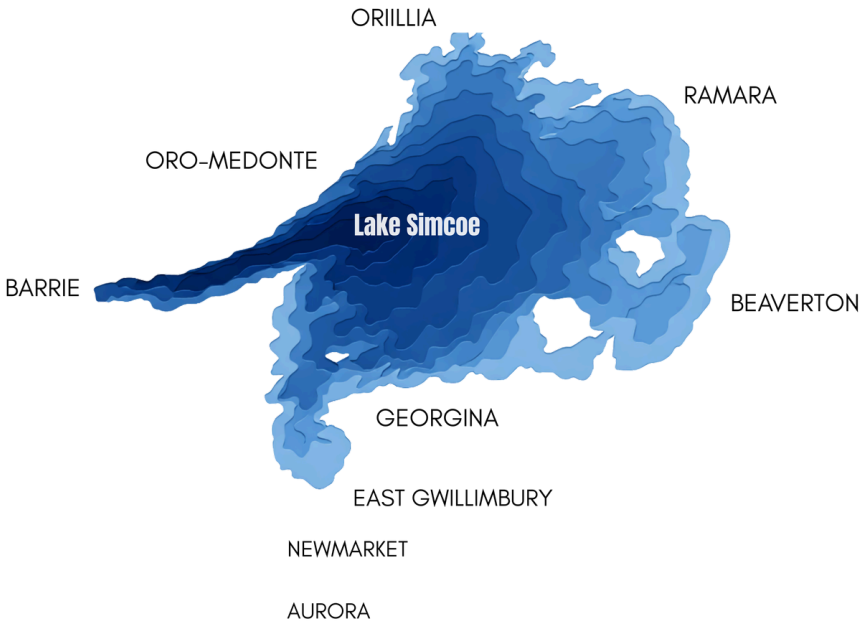
February's numbers suggest the market is beginning to regain momentum after a slower start to the year. Across several communities, homes sold faster than they did in January, indicating buyers have started to re-engage.

At the same time, pricing remains disciplined, with most transactions still occurring within established affordability ranges across the region.

QUESTIONS WORTH ASKING THIS MONTH

- 1) Is the improvement in selling timelines this month an early signal of spring momentum, or simply a seasonal rebound from January's slower start?
- 2) If homes are beginning to sell faster across several Lake Simcoe communities, why are prices still holding within clear affordability boundaries, and has the true entry price for homeownership quietly risen compared to this time last year?
- 3) Are competitive offer situations beginning to return in the entry segments of the market; particularly older detached homes, cottages, and freehold townhouses where homeownership first becomes attainable?
- 4) As activity begins to pick up, will buyer demand broaden beyond the most accessible price ranges, or remain concentrated where affordability continues to support transactions?

WHY THIS SNAPSHOT MATTERS:



Lake Simcoe sits at the intersection of two distinct markets. York Region and Simcoe County. At the northern edge of the GTA's economic influence.

Ignoring the southern edge of the lake means missing how commuter demand, affordability pressure, and city-driven pricing ripple northward. At the same time, the lake itself acts as a powerful lifestyle anchor, drawing buyers North rather than simply exploring East and West off Hwy 401.

This combination, GTA momentum behind it and waterfront demand within it; is what makes this corridor uniquely positioned

REGION	AVG PRICE	AVG DOM
YORK	\$1,132,187	37
SIMCOE	\$729,397	50

AREA:	AVG PRICE	AVG D.O.M:
SOUTH SHORE		
EAST GWILLIMBURY	\$1,227,587	45
BRADFORD	\$919,289	39
EAST SHORE		
GEORGINA	\$814,362	25
RAMARA	\$735,333	43

AREA:	AVG PRICE:	AVG D.O.M:
NORTH SHORE		
ORILLIA	\$536,675	41
ORO-MEDONTE	\$1,145,193	77
WEST SHORE		
BARRIE	\$647,842	42
INNISFIL	\$788,876	36

South of the Lake (Northern GTA)	AVG PRICE	AVG D.O.M:
NEWMARKET	\$971,554	36
AURORA	\$1,229,261	35

READING BETWEEN THE LINES

The market is still adjusting through composition, not collapse.

February's pricing patterns continue to reflect what we saw through late 2025 and January: changes in averages are largely driven by what types of homes are selling. With detached homes representing the largest share of transactions across both regions, average prices remain sensitive to the mix of properties moving through the market rather than broad-based price declines.

Selling timelines are beginning to tighten in several markets.

February showed modest improvements in days on market across many Lake Simcoe communities. While this doesn't signal a sudden surge in demand, it does suggest buyers are re-engaging where pricing aligns with affordability. In practical terms, homes positioned within today's active price bands are moving more efficiently than they were earlier in the year.

Entry-level housing is drawing the strongest attention.

Early signs of competitive activity are emerging in the segments where homeownership is most attainable; particularly older detached homes, cottages, and freehold townhouses. As affordability continues to guide buyer behaviour, these entry segments are absorbing demand first.

February reinforces the pattern rather than rewriting it.

Taken together, the early months of 2026 continue to reflect the same underlying dynamics seen late last year: demand remains present but highly selective, affordability continues to shape where activity occurs, and time on market remains the primary adjustment mechanism rather than sudden shifts in price.



KEY AREAS OF INTEREST:

Time vs price contrast:

- Entry-level pricing remains one of the strongest drivers of buyer activity across the region.

Time, not price, doing more of the adjusting:

- February showed modest improvements in days on market across several municipalities.

Entry-level presence:

- Older detached homes, cottages, and freehold townhouses are seeing the most consistent buyer engagement.

Fastest-moving area:

- Georgina recorded some of the shortest selling timelines this month, averaging 25 days on market.

Longest average days on market:

- Oro-Medonte posted the highest average selling timelines at 77 days on market, reflecting its higher price points and lifestyle-driven inventory.

Highest average prices:

- Oro-Medonte and Aurora continue to sit at the top of the price range

Key Median Signal (Why It Matters)

- Median pricing continues to provide the clearest read on where the core of buyer demand is holding.
- Because detached homes represent the majority of transactions across both regions, median prices help separate changes in market composition from actual shifts in underlying demand.

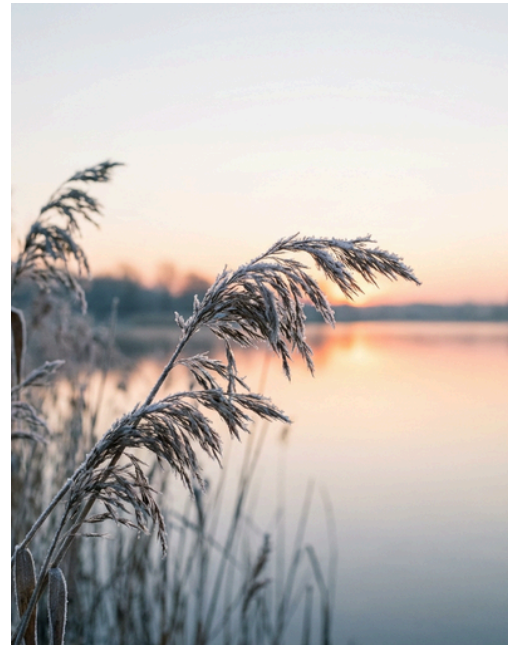
THE BIGGER PICTURE

Across York Region and Simcoe County, the market continues to adjust rather than abruptly shift. York maintains deeper demand across a wider range of price points, while Simcoe's activity remains more sensitive to affordability boundaries and property type.

What February adds to the picture is subtle but important: in several Lake Simcoe communities, selling timelines have begun to shorten compared to the start of the year. This suggests buyers are re-engaging where pricing aligns with today's affordability thresholds.

At the same time, not all segments are moving in the same direction. While overall averages remain measured, certain markets and property types have actually recorded modest price increases. This reinforces that activity is concentrating in specific segments where demand remains strongest rather than lifting the market evenly across all price points.

Across both regions, the adjustment mechanism remains largely the same. Rather than sharp price corrections, the market continues to absorb change through time on market, inventory sorting, and more deliberate buyer decision-making. a pattern that will likely shape how the market evolves through the early months of 2026.



THE FORWARD LOOK WHAT WE'RE WATCHING

Where buyer demand is holding

Buyer activity continues to concentrate in the segments where affordability and usability align. Entry-level detached homes, older cottages, and freehold townhouses remain among the most active parts of the market, often attracting the strongest buyer attention.

Where resistance remains

Outside these demand bands, the market continues to move at a more measured pace. Higher price brackets and properties requiring greater buyer flexibility are still experiencing longer marketing timelines as buyers remain deliberate in their decision-making.

What would signal a meaningful shift

A broader change in market momentum would likely appear first through improving liquidity across more property types and price ranges. If shorter selling timelines begin spreading beyond entry-level segments while median pricing stabilizes or strengthens, it would suggest demand is beginning to broaden rather than remain concentrated.