CENTURY 21
Percy Fulton Ltd.
BROKERAGE

GREATER TORONTO AREA MARKET WATCH OCT 2026

What's Happening in The Market?

Uncertainty around inflation, borrowing costs and the economy kept many GTA buyers on the sidelines in October. Sales fell 7.9% year-over-year to 5,603, while new listings dropped 11.9% to 14,173 and active listings were down 10%. Prices continued to soften, with the MLS® HPI benchmark down 4.3% and the average selling price down 2.7% to $1,024,108. The good news: on a seasonally adjusted basis, sales, new listings and prices all edged up from September, a sign the market may be stabilizing heading into 2027.

Average Price By Property Type



DETACHED	SEMI	TOWNHOUSE	CONDO
$1,310,627	$1,024,907	$804,416	$621,400

4.6 Months of Inventory
4.7 Oct 2025

Market Summary Highlights

	Oct 2026	% Change YOY
Total Active Listings	25,098	-10.00%
Homes Sold	5,603	-7.90%
Year-to-Date Sales	53,680	-1.80%
Avg. Days on Market	31	0%
Avg. Selling Price (All Types)	$1,052,539	-2.70%
Months of Inventory	4.60	4.7

We Are Currently in a BUYERS Market

What This Means for Sellers:

- ✓ Price it right from day one. Homes are selling for 97% of list price on average, so buyers expect room to negotiate. Overpricing means sitting.
- ✓ Less competition is on your side. New listings are down 11.9% and active listings are down 10%, so a well-presented home stands out.
- ✓ Days on market are holding steady. At 31 days, the same as last year, well-priced homes are still moving.
- Be ready to negotiate. Buyers have leverage on price and conditions, so strong marketing and preparation matter.

What This Means for Buyers:

- ✓ More affordable than a year ago. The benchmark price is down 4.3% and the average price is down 2.7%, with condos down 5.8%.
- ✓ Negotiating power is real. Homes are selling below asking on average, giving you room on price, terms and conditions.
- ✓ Lower prices are offsetting higher rates. Payments are only slightly higher than last year and well below 2023-2024 levels.
- Get ahead of the crowd. Pent-up demand could return in 2027 if trade and inflation concerns ease. Buying now means less competition.

ECONOMIC OUTLOOK

Inflation rose to 3.1% and the Bank of Canada rate sits at 2.5% (prime 4.5%). A Canada-U.S. trade deal and easing global tensions could boost confidence and renew buyer demand into 2027.

*Source: Toronto Market Watch 2026