

Muskoka Real Estate Market Report – November 2025

Detached Homes | Waterfront vs Non-Waterfront

Latest Snapshot: November 2025

1 What We're Seeing Right Now

November brought a familiar Muskoka rhythm, quieter activity, more thoughtful buyers, and sellers who need to be strategic. This is the season where the market rewards preparation, patience, and local insight.

If you're planning a move for spring or summer, **this data matters now**, because decisions made in winter often set you up to *Be where you want to be*.

I'm here to help you read between the lines and move forward with confidence.

2 Market Snapshot – The Big Picture

Detached Waterfront Homes

- **Sales:** 18
Down month-over-month, a normal seasonal slowdown
- **Median Price:** \$1,162,500
⬆ Up month-over-month and **notably higher year-over-year**
- **Average Price:** \$1,835,722
Continued strength in the luxury segment
- **Active Listings:** 189
Inventory remains elevated compared to last year
- **Months of Inventory:** 10.5
Clearly a buyer-leaning market
- **Sale-to-List Price:** 92%
Accurate pricing is critical

What this means:

Waterfront demand hasn't disappeared, it's become more selective. Properties that are well priced and well presented are selling, others are waiting.

Detached Non-Waterfront Homes

- **Sales:** 39
Lower than October, in line with seasonal trends
- **Median Price:** **\$659,000**
Stable year-over-year, a sign of market resilience
- **Average Price:** **\$666,955**
Slightly lower than last year, opening doors for buyers
- **Active Listings:** **285**
More choice and flexibility
- **Months of Inventory:** **7.31**
Balanced, with buyer-friendly conditions
- **Sale-to-List Price:** **97%**
Homes are still selling close to asking when priced correctly

What this means:

Residential Muskoka remains a strong option for year-round living, relocation, and lifestyle buyers.

3 What This Means for You

Buyers

- More inventory means **less urgency and better negotiating power**
- Waterfront buyers can compare options without pressure
- Residential buyers are finding value and stability
- Winter purchases often mean **stronger terms and fewer competing offers**

If you're buying in the next 3–6 months, this is the planning window that matters most.

Sellers

- Homes are selling, but **strategy beats hope**
- Pricing based on spring expectations can stall momentum
- Waterfront homes require patience and positioning
- Residential sellers who prepare well are still achieving solid results

The work you do now often determines your spring outcome.

Investors

- Waterfront remains a long-term lifestyle and wealth play
- Non-waterfront homes currently offer better entry points
- Demand continues to favour flexible use properties
- Muskoka's appeal is rooted in scarcity, lifestyle, and long-term demand

4 Why Muskoka Still Wins

This market isn't driven by hype, it's driven by lifestyle.

More space, more privacy, and access to nature continue to attract Toronto and international buyers who want balance without giving up quality of life.

Winter is when smart decisions are made.

Spring is when the crowd arrives.

Be where you want to be.

5 Let's Talk About Your Next Move

Whether you're buying, selling, or investing, I'm happy to walk you through what these numbers mean **for your specific goals and timing**.

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