

MLS® sales and average price gains in July outpace market performance in recent years

Winnipeg, August 7, 2025 – July 2025 saw All MLS®¹ sales of 1,620 up 9% over July 2024 and up 6% over the 5-year average. Active MLS® listings of 3,678 were down 12% and total MLS® dollar volume of over \$646 million up 12% from July 2024. Residential detached MLS® sales of 1,131 were up 9% while the average price of \$443,635 was up 2% when compared to July 2024. Condominium MLS® sales of 238 were up 12% and the average price of \$284,845 was statistically even with last July.

JULY RESIDENTIAL DETACHED MLS® SALES



“July’s average prices for residential detached homes and condominiums continued the trend of highest monthly average prices on record,” said Michael Froese, 2025-2026 President of the Winnipeg Regional Real Estate Board. “MLS® sales continued the trend of increases over last year, but July’s performance also rose above the 5-year average. All MLS® total dollar volume was the highest July figure on record while All MLS® sales were the third highest July on record.”

From a year-to-date perspective, All MLS® sales of 9,374 were up 7%, total MLS® listings of 14,567 down 1% while total dollar volume of over \$3.7B up 13% over 2024. Year-to-date residential detached MLS® sales of 6,399 were up 6% and the average price of \$457,667 was up 8% when compared to last July. Condominium MLS® sales of 1,367 were up 3% and the average price of \$281,427 was up 1% above July 2024.

AROUND OUR MARKET REGION

July 2025 – Winnipeg Regional Real Estate Board Market Region
Year-To-Date Residential Detached Average Prices and Sales and Year-Over-Year % Change

Area	Average Price (\$)	Unit Sales
All MLS® Areas	+8% ▲ (\$457,667)	+6% ▲ (6,399)
Winnipeg	+8% ▲ (\$470,659)	+5% ▲ (4,142)
Total Outside Winnipeg	+8% ▲ (\$433,824)	+10% ▲ (2,257)
Lake Country	+8% ▲ (\$312,411)	+10% ▲ (374)
Steinbach – R16	+6% ▲ (\$403,456)	+12% ▲ (325)
Morden/Winkler – R35	+9% ▲ (\$356,108)	-17% ▼ (220)
Gimli – R26	+12% ▲ (\$317,209)	+7% ▲ (146)
Niverville/Ritchot – R07	+1% ▲ (\$514,203)	+11% ▲ (134)
Oakbank – R04	+5% ▲ (\$548,127)	+63% ▲ (114)

“While May is typically the time when cottage owners begin warm weather preparations on their properties, it is August when we see the most Lake Country MLS® sales activity,” said Marina R. James, CEO of the Winnipeg Regional Real Estate

Board. “When looking to buy in Lake Country, there are many things to consider, like location, property access, distance to amenities, access to water, wastewater removal, winterization and rural municipal services, to name a few. REALTORS® have the expertise, data, technology, and a network of professionals to help ensure a smooth transaction whether you’re looking to purchase or sell in Lake Country.”

MID-SUMMER LAKE COUNTRY REAL ESTATE MARKET UPDATE

There are 5 Lake Country areas within the Winnipeg Regional Real Estate Board’s market region that will be focused on in this update. They include Lac du Bonnet, Lake Manitoba - East Side, Lake Winnipeg - East Side, Lake Winnipeg - West Side and Winnipeg River. A description of the areas are as follows:

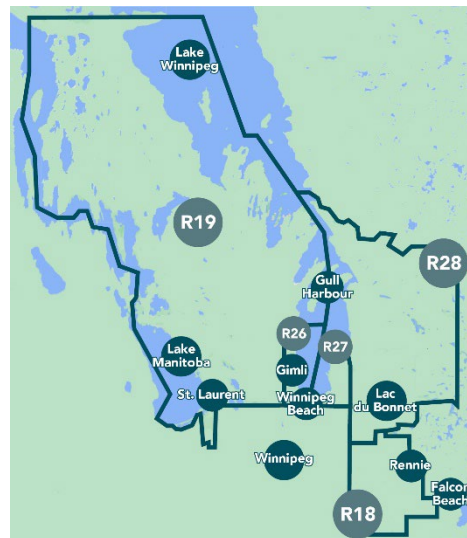
Lake Manitoba – East Side – All properties in the MLS® area R19 with the exception of the towns of Arborg, Balaton Beach, Hecla Island and Teulon.

Lake Winnipeg – West Side – All properties in the MLS® area of R26 in addition to the towns of Balaton Beach and Hecla Island in R19.

Lake Winnipeg – East Side – All residential properties in the MLS® area R27.

Winnipeg River – Properties in R28 that are in the towns of Manigotagan, Pine Falls, Powerview, St. Georges, Wanipigow and White Mud Falls.

Lac du Bonnet – Properties in the MLS® areas of R18 and R28 that are in the towns of Bird River, Great Falls, Lac du Bonnet, Lee River, Pinawa, the RM of Lac du Bonnet, Seven Sisters Falls and Whiteshell Provincial Park, as well as the neighbourhoods of Brookfield South (R18) and Poplar Bay (R28).



First-half 2025 MLS® sales were at or above last year in Lac du Bonnet, Lake Manitoba – East Side, Lake Winnipeg – West Side and Winnipeg River but down on Lake Winnipeg – East Side. All areas were below the 5-year average except for Lake Winnipeg – West Side.

First-half 2025 MLS® listings were also up over last year in Lac du Bonnet, Lake Manitoba – East Side and Lake Winnipeg – West Side but down on Lake Winnipeg - East Side and Winnipeg River. MLS® listings were up over the 5-year average in Lac du Bonnet, Lake Manitoba – East Side, Lake Winnipeg – West Side and Lake Winnipeg – East Side but down in Winnipeg River.

Average prices increased in the first half for all areas but Winnipeg River when compared to the first half of last year and the 5-year average.

“When looking at the statistics from the individual Lake Country areas, it is clear that each area has its own real estate market dynamics,” said Michael Froese, 2025-2026 President of the Winnipeg Regional Real Estate Board. “While average prices were up in almost all areas, the performance of listings and MLS® sales varied depending on the areas of focus. The variation seen in these local markets show why a licensed, professional REALTOR® can be invaluable whether you’re looking to buy or sell in Lake Country!”

Lake Country Market – First Half 2025

Lac du Bonnet

	2025	vs. 2024	vs. 5-Year Average
Sales	68	+8% ▲ (63)	-16% ▼ (81)
Listings	152	+17% ▲ (130)	+5% ▲ (145)
Average Price	\$318,732	+11% ▲ (\$288,402)	+20% ▲ (\$266,636)

Lake Manitoba – East Side

	2025	vs. 2024	vs. 5-Year Average
Sales	73	+4% ▲ (70)	-11% ▼ (82)
Listings	193	+6% ▲ (182)	+4% ▲ (186)
Average Price	\$173,721	+14% ▲ (\$152,455)	+5% ▲ (\$166,024)

Lake Winnipeg – East Side

	2025	vs. 2024	vs. 5-Year Average
Sales	83	-3% ▼ (86)	-18% ▼ (101)
Listings	202	-2% ▼ (206)	+9% ▲ (185)
Average Price	\$271,371	+27% ▲ (\$214,400)	+12% ▲ (\$208,074)

Lake Winnipeg – West Side

	2025	vs. 2024	vs. 5-Year Average
Sales	150	+1% ▲ (148)	+1% ▲ (149)
Listings	299	+7% ▲ (280)	+18% ▲ (253)
Average Price	\$253,920	+6% ▲ (\$238,477)	+10% ▲ (\$231,266)

Winnipeg River

	2025	vs. 2024	vs. 5-Year Average
Sales	13	0% (13)	-29% ▼ (18)
Listings	24	-35% ▼ (37)	-39% ▼ (40)
Average Price	\$143,454	-28% ▼ (\$199,722)	-6% ▼ (\$153,142)

ABOUT THE WINNIPEG REGIONAL REAL ESTATE BOARD

Serving Members since 1903, the Winnipeg Regional Real Estate Board is one of Canada's longest running real estate board, serving over 2,400 licensed residential and commercial real estate Brokers and Salespersons, along with other industry-related professions. REALTOR® Members of the Winnipeg Regional Real Estate Board utilize the Multiple Listing Service (MLS®) to put the housing market in perspective for those looking to buy or sell a home. REALTORS® can explain market insights, price trends, provide comparable property analysis and housing trends. To find a REALTOR® or to view a map of MLS® listings, visit www.winnipegregionallrealestatenews.com.

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Statistics provided in this market release are the sole property of the Winnipeg Regional Real Estate Board.

¹ The All MLS® statistical category is an aggregate of all property types.

MEDIA ENQUIRIES



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***ATTACHMENT: MARKET ANALYSIS HIGHLIGHTS FOR JULY 2025**

MLS® sales and average price gains in July outpace market performance in recent years

Winnipeg, August 7, 2025 – All MLS® sales and dollar volume in July 2025 increased compared to July 2024 and the 5-year-average. Residential detached homes and condominiums saw increases to MLS® sales, dollar volume and average prices over July 2024 and the 5-year average. All MLS® listings were down from July 2024 and the 5-year average. Similarly, residential detached homes saw decreased listings from July 2024 and the 5-year average while condominium listings were up from 2024 and even with the 5-year average.

July 2025 – All MLS®

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	3,678	-12% ▼ (4,173)	-2% ▼ (3,753)
Sales	1,620	+9% ▲ (1,482)	+6% ▲ (1,533)
Dollar Volume	\$646,406,194	+12% ▲ (\$578,963,522)	+13% ▲ (\$571,294,695)

July 2025 – All Residential Detached

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	1,697	-16% ▼ (2,016)	-9% ▼ (1,862)
Sales	1,131	+9% ▲ (1,039)	+4% ▲ (1,085)
Average Price	\$443,635	+2% ▲ (\$433,657)	+8% ▲ (\$411,969)

July 2025 – All Residential Detached – Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	769	-12% ▼ (874)	-11% ▼ (862)
Sales	721	+6% ▲ (682)	+2% ▲ (708)
Average Price	\$461,342	+3% ▲ (\$446,034)	+8% ▲ (\$425,956)

July 2025 – All Residential Detached – Outside Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	928	-19% ▼ (1,142)	-7% ▼ (999)
Sales	410	+15% ▲ (357)	+9% ▲ (376)
Average Price	\$412,496	+1% ▲ (\$410,011)	+7% ▲ (\$385,944)

- For July, River Heights was the neighbourhood in Winnipeg which saw the most residential detached homes sold with the second most coming in Charleswood. Outside Winnipeg, the Morden/Winkler area had the most residential detached homes sold followed by the Steinbach area.
- For July, the most active price range was \$400,000-\$499,999 which saw 268 MLS® sales, representing 24% of all residential detached MLS® sales. The \$300,000-\$399,999 price range was the second most active with 249 MLS® sales representing 22% of all residential detached MLS® sales in July.
- There were 20 residential detached homes sold at or above \$1 million in July, with the highest priced at nearly \$3 million. July 2024 had 19 residential detached homes sold at or above \$1 million with the highest at over \$4.2 million.

July 2025 – All Condominium

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	468	+1% ▲ (464)	-7% ▼ (501)
Sales	238	+12% ▲ (213)	+9% ▲ (219)
Average Price	\$284,845	0% (\$284,397)	+5% ▲ (\$270,861)

July 2025 – All Condominium – Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	388	+7% ▲ (361)	-2% ▼ (397)
Sales	195	+17% ▲ (167)	+6% ▲ (184)
Average Price	\$286,929	0% (\$287,543)	+6% ▲ (\$271,572)

July 2025 – All Condominium – Outside Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	80	-22% ▼ (103)	-22% ▼ (103)
Sales	43	-7% ▼ (46)	+24% ▲ (35)
Average Price	\$275,396	+1% ▲ (\$272,974)	+2% ▲ (\$268,812)

- For July, Osborne Village was the neighbourhood in Winnipeg with the most condominium MLS® sales and Linden Woods had the second most. Outside Winnipeg, the Steinbach area had the most MLS® sales in July followed by the Niverville/Ritchot area.
- The most active price range for condominiums was the \$100,000-\$199,999 range with 79 MLS® sales which represents 33% of all condominium MLS® sales in July. The \$200,000-\$299,999 range was the second most active with 71 MLS® sales in July, representing 30% of all condominium MLS® sales.

July 2025 – All Residential Attached

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	253	-1% ▼ (256)	+4% ▲ (242)
Sales	114	+13% ▲ (101)	+13% ▲ (101)
Average Price	\$374,496	+6% ▲ (\$354,971)	+10% ▲ (\$339,885)

July 2025 – All Residential Attached – Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	185	+15% ▲ (161)	N/A*
Sales	79	+10% ▲ (72)	+7% ▲ (74)
Average Price	\$388,267	+12% ▲ (\$346,683)	+13% ▲ (\$344,483)

July 2025 – All Residential Attached – Outside Winnipeg

	July 2025	vs. 2024	vs. 5-Year Average
Active Listings	68	-28% ▼ (95)	N/A*
Sales	35	+21% ▲ (29)	+28% ▲ (27)
Average Price	\$343,413	-9% ▼ (\$375,547)	+6% ▲ (\$325,223)

*Active Listings data for Residential Attached homes inside Winnipeg and Outside Winnipeg were not tracked prior to 2023 therefore a 5-year average is not available.

