

New Tecumseth Real Estate Market Report 2026

Prices, Trends, Community Breakdown,
and Seller Strategy

Source: Simcoe County Regional Report (May 2026)
TRREB Community Housing Market Report (Q1 2026)
Year-to-Date January-May 2026

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Updated June 2026. Data from Simcoe County Regional Report (May 2026) and TRREB New Tecumseth Community Housing Market Report (Q1 2026). This report is informational and does not constitute an appraisal.

New Tecumseth Market at a Glance - May 2026

The New Tecumseth real estate market in May 2026 shows acceleration. With 65 sales against 277 active listings, the market has approximately 4.3 months of inventory. The average sale price across all home types is \$835,588, with homes taking an average of 34 days to sell and achieving 97% of list price. This represents meaningful improvement from Q1 2026 when DOM averaged 54 days in Alliston.

Key Metrics - May 2026:

- * Total Sales: 65
- * Average Price: \$835,588
- * Median Price: \$765,000
- * New Listings: 158
- * Active Listings: 277
- * Avg. Days on Market: 34
- * Sale-to-List Price Ratio: 97%
- * Months of Inventory: 4.3 (balanced)

May 2026 - By Property Type

Type	Sales	Avg Price	Median	New List.	Active	SP/LP	DOM
All Types	65	\$835,588	\$765,000	158	277	97%	34
Detached	42	\$886,900	\$785,000	104	185	97%	33
Semi-Det.	2	\$660,000	\$660,000	7	8	97%	15
Condo Town	1	\$470,000	\$470,000	6	13	94%	31
Condo Apt	2	\$506,350	\$506,350	8	15	95%	70
Link	3	\$785,667	\$800,000	4	3	99%	11
Row/Town	9	\$704,306	\$695,000	14	26	98%	40
Det. Condo	6	\$927,500	\$995,000	15	27	96%	37

Key insight: Link homes sold fastest (11 DOM, 99% SP/LP). Detached Condo (likely Briar Hill bungalows) commanded the highest average at \$927,500. Condo Apartments were slowest at 70 DOM.

Community Breakdown - Q1 2026

The table below shows how each New Tecumseth community performed in Q1 2026 (January-March). Total township: 100 sales, approximately \$78M dollar volume.

Community	Sales	Dollar Vol.	Avg Price	Median	New List.	Active	SP/LP	DOM
Alliston	55	\$39.6M	\$720,667	\$695,000	162	94	97%	54
Beeton	5	\$4.2M	\$835,000	\$820,000	20	13	98%	35
Rural NT	17	\$15.0M	\$879,706	\$815,000	62	46	96%	56
Tottenham	23	\$19.2M	\$836,609	\$815,000	77	38	98%	63

Community Insights

Alliston dominates volume with 55 of 100 total sales (55% of township activity) and offers the lowest average price at \$720,667, making it the most accessible entry point.

Beeton has the lowest DOM at 35 days but the smallest sample size (5 sales). Its 98% SP/LP suggests sellers are pricing effectively.

Rural New Tecumseth commands the highest average price at \$879,706, reflecting estate and acreage properties. These take longer to sell (56 DOM) and achieve a lower SP/LP (96%).

Tottenham is strong at 98% SP/LP with 23 sales, but averages the longest DOM at 63 days. Well-priced homes eventually sell close to asking, but sellers should plan for a longer timeline.

Property Type Details - Q1 2026

Alliston by Property Type

Type	Sales	Avg Price	Median	New List.	SNLR	DOM	SP/LP
Detached	38	\$773K	\$745K	108	35%	54	97%
Semi-Det.	2	--	--	7	--	--	--
Row/Town	9	\$629K	\$631K	16	56%	42	98%
Condo Town	0	--	--	4	--	--	--
Condo Apt	4	\$495K	\$481K	7	57%	95	97%

Beeton by Property Type

Type	Sales	Avg Price	Median	New List.	SNLR	DOM	SP/LP
Detached	5	\$835K	\$820K	19	26%	35	98%

Rural New Tecumseth by Property Type

Type	Sales	Avg Price	Median	New List.	SNLR	DOM	SP/LP
Detached	11	\$1,020K	\$978K	41	27%	60	96%
Condo Town	2	--	--	1	--	--	--
Condo Apt	4	\$747K	\$743K	14	29%	31	95%

Tottenham by Property Type

Type	Sales	Avg Price	Median	New List.	SNLR	DOM	SP/LP
Detached	23	\$836,609	\$815,000	77	--	63	98%

Year-to-Date 2026 (January-May)

Year-to-date data smooths out monthly volatility and shows the underlying trend. With 213 sales and \$169.2M in dollar volume through May, New Tecumseth is on pace for a strong 2026.

Type	Sales	Dollar Vol.	Avg Price	Median	New List.	SP/LP	DOM
All Types	213	\$169.2M	\$794,394	\$750,000	629	97%	44
Detached	138	\$118.0M	\$855,225	\$782,500	415	97%	44
Semi-Det.	9	\$6.2M	\$686,000	\$665,000	22	96%	36
Condo Town	2	\$820K	\$410,000	\$410,000	23	92%	29
Condo Apt	10	\$4.6M	\$464,570	\$433,500	27	97%	77
Link	6	\$4.4M	\$739,000	\$770,000	10	98%	27
Row/Town	32	\$21.9M	\$685,458	\$691,500	70	99%	41

Attached Row/Townhouse properties achieved the highest SP/LP at 99% with 41 DOM - the best-performing segment by negotiation outcome. Condo Apartments are slowest at 77 DOM. Detached homes represent 65% of all sales (138 of 213).

What This Means for New Tecumseth Sellers

1. The market is accelerating.

DOM dropped from 54 days (Q1 Alliston) to 34 days (May township-wide). Average price rose from ~\$780K to \$835K. The window is opening for well-prepared sellers.

2. Marketing quality is the differentiator.

With 277 active listings, buyers have choice. Listings that look like every other MLS entry get compared and skipped. Listings that explain value, show the property clearly, and answer buyer questions early earn attention.

3. Pricing must be evidence-based.

A 97% SP/LP ratio means buyers are negotiating about 3% off list price. On an \$835,588 average sale, that gap represents approximately \$25,000. Defensible pricing creates urgency. Aspirational pricing creates waiting.

4. Community context determines your competitive lane.

A \$720,667 average in Alliston and an \$879,706 average in Rural New Tecumseth are two different markets. Price against your specific property type and community, not the township-wide figure.

5. Preparation reduces days on market.

Homes documented with floor plans, utility costs, permits, system ages, surveys, and neighbourhood context attract qualified buyers faster. Video Narrated VR Animated Online Showings help buyers understand layout and features before visiting.

The Flaherty.ca Approach

Kevin Flaherty and the Flaherty.ca Home Selling System Team use market evidence, strategic pricing, and Video Narrated VR Animated Online Showings to help New Tecumseth sellers compete in a balanced market. The system includes:

- * Custom property website with video narration
- * VR animated online showing for buyer education
- * Broad syndication beyond MLS
- * Strategic pricing based on community-specific data
- * Preparation guidance tailored to your property type
- * 38 years of local market experience

Ready to discuss your New Tecumseth home?

Call or text Kevin Flaherty: 226-270-6433

Website: flaherty.ca/new-tecumseth-real-estate-market

Home evaluation: flaherty.ca/homeeval