Understanding the Brome Lake Real Estate Market – August 2026

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August 2026

We celebrate the scenic beauty of Brome Lake for the rolling hills, pristine waters, and lush forests that make the region a magnet for outdoor activities, relaxation, and tourism. The proximity to Montreal provides easy access to services and cultural attractions without giving up a relaxed rural life. Brome Lake is a great place to live, with a strong sense of community, excellent local amenities, and many recreational opportunities.

The homes we own in Brome Lake are not just the centre of our family lives but are a significant financial asset. So, if you own a home here or are looking to purchase one—or simply asking yourself, *"Is now the time to sell?"* or *"Should I make a major investment?"*—understanding the dynamics of the market is not just interesting; it is financially crucial.

Let's look at how the Brome Lake market behaved from January through July (year -to-date) across 2024, 2025, and 2026.

Skew in the Market: The Brome Lake market is skewed; very expensive, high-end properties raise the overall average price substantially.

We can see this clearly by comparing the average selling price with the median price. The median property represents the midpoint value when all sales are listed from lowest to highest. As of July 2026, the average selling price reached $1,086,496, whereas the median price sat at $812,500. While the average price can be distorted by luxury sales, a change in the median is often a more representative indication of how the "average" house has performed. The $12,500 increase in median price over July 2025 suggests a slight, steady growth year over year.

Market Dynamics and Assessment Ratios: A macro indicator of relative prices in our market is the sale price of a home versus its municipal assessment. While a municipal evaluation is not effective for estimating the price of an individual property, it serves as a reliable indicator of broader market trends.

In July 2026, homes sold at an average of 124% of their municipal evaluation, compared to 130% at the same point in 2025. (Note: Lac Brome updated its municipal evaluations at the end of 2024, which accounts for the higher 164% ratio observed in 2024.)

Two subtle forces are interacting here: while the median price has edged up slightly by $12,500, the assessment ratio has softened from 130% down to 124%. Together, these metrics point to a market that is remaining relatively flat and finding its balance.

Interestingly, active listings have expanded (rising from 73 to 77 to 78) while overall sales volume fell (from 72 down to 55). Yet, the days-on-the-market (DOM) metric continues to shrink, dropping to 87 days. This presents an unusual dynamic: more inventory and fewer total transactions, but faster individual sales. It may be that a strong first half of 2025 pulled demand forward, making the upcoming full-year figures essential to watch.

Brome Lake Single-Family Home Sales (YTD July)

Metric	YTD Jul 2024	YTD Jul 2025	YTD Jul 2026	% Chg '24–'25	% Chg '25–'26
Active Listings	73	77	78	+5.5%	+1.3%
Number of Sales	57	72	55	+26.3%	-23.6%
Volume of Sales ($)	$52,260,500	$72,041,400	$56,987,766	+37.9%	-20.9%
Average Price ($)	$931,170	$1,024,534	$1,086,496	+10.0%	+6.0%
Median Price ($)	$500,750	$800,000	$812,500	+59.8%	+1.6%
Days on Market (DOM)	107 days	93 days	87 days	-13.1%	-6.5%

Metric	YTD Jul 2024	YTD Jul 2025	YTD Jul 2026	% Chg '24–'25	% Chg '25–'26
% of Municipal Evaluation	164%	130%	124%	-20.7%	-4.6%

In summary:

- **If you are buying:** You will find more inventory to explore, but quality homes priced correctly are selling faster than ever—there is little to be gained by waiting on the sidelines.
- **If you are selling:** Well-priced properties continue to move quickly, even as total market inventory grows.

Whether you are looking to purchase a primary residence in Lac Brome, a vacation *pied-à-terre*, or if you would like to list your current property in Brome Lake, it would be my pleasure to assist you.

The statistics discussed were summarized from data tabulated by CENTRIS Canada. The opinions provided are those of Don Joyce, Certified Residential and Commercial Broker with ROYAL LePAGE Au Sommet, Knowlton Office. Please address questions or comments to don.joyce@royallepage.ca.