

Media Release

FOR IMMEDIATE RELEASE



St. Catharines, ON (September 4th, 2025) – Residential home sales activity recorded through the MLS® for the Niagara Association of REALTORS® (NAR) totaled 532 units in August 2025, compared to 642 in July 2025.

In August, the Niagara Association of REALTORS® listed 1,410 residential properties compared to 1,690 in July 2025. The average days it took to sell a home in August 2025 was 48 days, a 23.1% increase from July 2025.

“Historically, July and August tend to be slightly slower months for sales and listings as summertime activities take precedence, and this year has followed that pattern. The result has been some stabilization in pricing alongside a reduction in new listings,” said Lisa Taylor, Chair, Niagara Association of REALTORS®.

“While inventory remains robust, the increase in days on market shows that buyers are taking advantage of both more favourable offer conditions and greater choice. For sellers, competition for buyer attention remains strong. With a sales-to-new-listings ratio of 38 per cent, market conditions continue to lean in favour of buyers and are requiring some homeowners to relinquish a portion of the equity gains realized during the pandemic years,” added Lisa.

“All that being said, in the last couple of weeks we have noticed an uptick in activity consistent with the onset of the fall market, indicating that many of the fence-sitters are finally deciding it’s time to move forward. With economic conditions and tariff issues still top of mind, it is likely we will see a good—but not exceptional—fall season. For sellers needing to make a change, the best advice remains to price ahead of the market from the outset and position your home to attract serious buyers quickly,” added Lisa.

The MLS® Home Price Index (HPI) tracks price trends far more accurately than is possible using average or median price measures. The overall MLS® HPI composite benchmark price for the Niagara Region was \$610,100 in August 2025. This was a 0.3% increase from July 2025.

The characteristics of the HPI composite benchmark is a home between the ages of 51 to 99 with three bedrooms and two bathrooms. A full list can be found in the accompanying chart.

About The Niagara Association of REALTORS®:

The Niagara Association of REALTORS® represents over 1,500 REALTORS® serving the communities of Fort Erie, Fonthill/Pelham, Lincoln, Niagara Falls, Niagara-on-the-Lake, Port Colborne/Wainfleet, St Catharines, Thorold, and Welland.



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September News Release & August Stats

Empowering our REALTORS® to enrich the
communities of Niagara.

TOTAL NUMBER OF SALES, HPI BENCHMARK PRICE

(Composite Home), and Average Days on Market Comparison
July 2025 and August 2025 in all Jurisdictions of the NAR.

Residential Only	July 2025	August 2025	% Change
Number of Sales	642	532	-17.1%
HPI Benchmark Price	\$608,400	\$610,100	0.3%
Average Days on Market	39	48	23.1%
Number of New Listings	1690	1410	-16.6%

	NEW LISTINGS		NUMBER OF SALES		HPI BENCHMARK PRICE		AVG DAYS ON MARKET	
Areas	July 2025	August 2025	July 2025	August 2025	July 2025	August 2025	July 2025	August 2025
Fort Erie	164	155	63	43	\$529,500.00	\$539,400.00	63	68
Grimsby	102	89	46	36	\$716,500.00	\$712,700.00	38	45
Lincoln	83	83	36	23	\$718,800.00	\$720,600.00	30	39
Niagara Falls	324	270	115	106	\$610,600.00	\$596,600.00	40	42
Niagara-on-the-Lake	106	97	26	20	\$933,200.00	\$943,000.00	40	64
Pelham	60	56	27	24	\$771,500.00	\$799,300.00	44	52
Port Colborne/Wainfleet	89	58	46	33	\$512,500.00	\$524,700.00	45	55
St. Catharines	410	296	173	143	\$554,600.00	\$546,500.00	38	37
Thorold	115	94	28	29	\$615,400.00	\$633,300.00	39	37
Welland	216	184	75	69	\$513,400.00	\$534,100.00	35	47
West Lincoln	21	28	7	6	\$677,600.00	\$692,300.00	18	42
Niagara Totals	1690	1410	642	532	\$608,400.00	\$610,100.00	39	48

DISCLAIMER: Please note that the data reflected in this August 2025 Market Report may differ from what was published in the July 2025 Market Report due to updates made to the PropTx MLS® System.

HPI BENCHMARK HOME COMPOSITE

DISCLAIMER

The **Residential Market Report** includes listings for both Residential Freehold and Residential Condo & Other property types. (Excluding multifamily, land or farm properties.)

Composite

Features	Value
Above Ground Bedrooms	3
Age Category	51 to 99
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1266
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	9
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers



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