

# Media Release

FOR IMMEDIATE RELEASE



**St. Catharines, ON (July 3rd, 2025)** – Residential home sales activity recorded through the MLS® for the Niagara Association of REALTORS® (NAR) totaled 570 units in June 2025, compared to 602 in May 2025.

In June, the Niagara Association of REALTORS® listed 1717 residential properties compared to 1907 in May 2025. The average days it took to sell a home in June 2025 was 43 days, a 13.2% increase from May 2025.

“June’s numbers show Niagara’s market adjusting in real time. Fewer new listings and softer sales kept conditions steady overall, with the sales-to-new-listings ratio nudging up to 33% – a minor move toward balance, but the market remains firmly in buyers’ hands”, says Lisa Taylor, Chair, Niagara Association of REALTORS®. “The 10% increase in days on market shows that many sellers with listings on for 30 days or more are reacting to the current conditions with strategic price adjustments, averaging about 2% across the region, to secure a sale.”

“We’re seeing this play out most clearly in St. Catharines – Niagara’s fastest-moving city right now, where inventory is tighter and prices held almost flat month-over-month, she adds. “Meanwhile, Niagara-on-the-Lake saw a slight increase in inventory and softer prices, giving buyers more room to negotiate.” What does this mean going forward? While interest rates have softened slightly, it hasn’t yet been enough to move every buyer off the fence. Broader economic uncertainty and cost-of-living pressures remain a barrier to market entry for some. Traditionally, we see a seasonal slowdown in both listings and sales through July and August – but the upcoming Bank of Canada announcement on July 30th could be a turning point. A rate cut could give buyers the confidence to jump in and help absorb some of the excess inventory sitting on the market.”

“For sellers, the message is clear: price strategically, be prepared to adjust, and stay realistic. For buyers, this remains an opportunity to watch carefully – pre-approved and ready buyers are best positioned to act quickly when the right home appears.”

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 \$613,400 in June 2025. This was a 2.4% decrease from May 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.



## CONTACT

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# July News Release & June 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  
 May 2025 and June 2025 in all Jurisdictions of the NAR.

Residential Only	May 2025	June 2025	% Change
Number of Sales	602	570	-5.3%
HPI Benchmark Price	\$628,300	\$613,400	-2.4%
Average Days on Market	38	43	13.2%
Number of New Listings	1907	1717	-10.0%

## NEW LISTINGS

## NUMBER OF SALES

## HPI BENCHMARK PRICE

## AVG DAYS ON MARKET

Areas	May 2025	June 2025	May 2025	June 2025	May 2025	June 2025	May 2025	June 2025
Fort Erie	179	149	56	54	\$558,300	\$536,200	57	59
Grimsby	141	122	33	35	\$711,400	\$715,000	31	32
Lincoln	105	82	39	39	\$746,400	\$720,300	37	32
Niagara Falls	351	336	90	99	\$611,000	\$609,700	37	41
Niagara-on-the-Lake	121	114	30	21	\$970,100	\$944,600	37	76
Pelham	80	69	21	29	\$848,200	\$798,300	32	43
Port Colborne/Wainfleet	112	95	37	46	\$550,800	\$525,700	63	49
St. Catharines	399	388	176	136	\$554,500	\$552,900	26	33
Thorold	152	107	37	32	\$661,100	\$631,000	31	30
Welland	241	232	72	64	\$567,300	\$530,600	40	36
West Lincoln	26	23	11	15	\$746,300	\$687,200	30	46
<b>Niagara Totals</b>	<b>1907</b>	<b>1717</b>	<b>602</b>	<b>570</b>	<b>\$628,300</b>	<b>\$613,400</b>	<b>38</b>	<b>43</b>

# 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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