

Media Release

FOR IMMEDIATE RELEASE



St. Catharines, ON (October, 2nd, 2025) – Residential home sales activity recorded through the MLS® for the Niagara Association of REALTORS® (NAR) totaled 500 units in September 2025, compared to 541 in August 2025.

In September, the Niagara Association of REALTORS® listed 1,738 residential properties compared to 1,415 in August 2025. The average days it took to sell a home in September 2025 was 47 days, a -2.1% decrease from August 2025.

“While we did see the typical surge in fall listings, buyers responded with continued caution,” said Lisa Taylor, Chair of the Niagara Association of REALTORS®. “Even a recent interest rate reduction wasn’t enough to overcome the ongoing economic uncertainty and affordability concerns weighing on consumer sentiment. REALTORS® continue to identify this as an undervalued opportunity—motivated sellers, elevated inventory, and softening prices present highly favourable conditions for buyers ready to act before year-end. For sellers, pricing ahead of the market is now critical—not just to align with current value, but to anticipate continued downward pressure as we move into the winter months,” 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 \$595,800 in September 2025. This was a -2.3% decrease from August 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

Niagara Association of REALTORS®

116 Niagara Street, St. Catharines, ON, L2R 4L4

Tel: (905) 684-9459

Email: NAR@niagararealtors.ca

TOTAL NUMBER OF SALES, HPI BENCHMARK PRICE

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

Residential Only	August 2025	September 2025	% Change
Number of Sales	541	500	-7.6%
HPI Benchmark Price	\$610,100	\$595,800	-2.3%
Average Days on Market	48	47	-2.1%
Number of New Listings	1415	1738	22.8%

	NEW LISTINGS		NUMBER OF SALES		HPI BENCHMARK PRICE		AVG DAYS ON MARKET	
Areas	August 2025	September 2025	August 2025	September 2025	August 2025	September 2025	August 2025	September 2025
Fort Erie	156	181	43	63	\$539,400.00	\$528,000.00	68	73
Grimsby	89	104	38	30	\$712,700.00	\$696,400.00	42	37
Lincoln	84	91	23	26	\$720,600.00	\$708,200.00	39	41
Niagara Falls	270	345	107	72	\$596,600.00	\$588,300.00	43	37
Niagara-on-the-Lake	97	100	20	28	\$943,000.00	\$916,300.00	64	58
Pelham	56	60	24	16	\$799,300.00	\$762,100.00	52	37
Port Colborne/Wainfleet	58	82	34	30	\$524,700.00	\$511,800.00	55	59
St. Catharines	297	408	147	131	\$546,500.00	\$538,400.00	38	43
Thorold	94	126	30	22	\$633,300.00	\$615,000.00	38	56
Welland	186	212	69	66	\$534,100.00	\$509,000.00	47	41
West Lincoln	28	29	6	16	\$692,300.00	\$665,500.00	42	32
Niagara Totals	1415	1738	541	500	\$610,100.00	\$595,800.00	48	47

DISCLAIMER: Please note that the data reflected in this September 2025 Market Report may differ from what was published in the September 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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 NAR@niagararealtor.ca

 (905) 684-9459

 www.niagararealtor.ca

 116 Niagara St, St. Catharines, ON L4L

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