

News Release

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INCREASED LISTINGS AND STEADY PRICES IN FEBRUARY

London, ON – March 4, 2025

The real estate market in February 2025 has shown a mix of stability and challenges. Sales activity saw a decline of 20.1% compared to February 2024, with 353 properties sold. Despite this, the dollar volume of sales reached \$249,279,351, reflecting an 18.2% decrease from the previous year. New listings were down by 8.0%, totaling 743, while active listings increased by 19.0% to 1,558. The sales to new listings ratio stood at 47.5, indicating a balanced market.

The average price of single family detached homes in February 2025 was \$706,174, a modest increase of 2.4% from February 2024. The median price, however, saw a slight decrease of 1.9%, settling at \$645,000. The market's inventory levels have improved, with months of inventory rising to 4.4, providing more options for buyers.

Dale Marsh, LSTAR Chair, commented on the market trends: "External factors are beginning to shape the Canadian housing market in significant ways. U.S. tariffs on Canadian exports could increase inflation and reduce consumer confidence, further impacting the housing market. These factors, combined with supply chain disruptions and rising construction costs, suggest that the Canadian real estate market is navigating through a period of adjustment and adaptation."

Marsh continued, "The real estate market continues to undergo a period of adjustment. While sales activity has slowed, the increase in active listings and stable average prices are positive signs. Buyers now have more choices, and sellers are still seeing strong values for their properties. We remain optimistic about the market's stability and adaptability in the coming months."

The table below displays February's average prices and MLS® HPI Benchmark Prices in LSTAR's main regions.

AREA	FEBRUARY 2025 MLS® HPI BENCHMARK PRICE	FEBRUARY 2025 AVERAGE PRICE
Central Elgin	\$631,800	\$631,238
London East	\$497,100	\$615,900
London North	\$723,800	\$714,921
London South	\$624,000	\$665,714
Middlesex Centre	\$885,000	\$724,900
St. Thomas	\$553,800	\$576,440
Strathroy-Caradoc	\$827,200	\$742,021
LSTAR	\$622,100	\$647,620

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The HPI benchmark price reflects the value of a “typical home” as assigned by buyers in a certain area based on various housing attributes, while the average sales price is calculated by adding all the sale prices for homes sold and dividing that total by the number of homes sold. The HPI benchmark price is helpful to gauge trends over time since averages may fluctuate by changes in the mix of sales activity from one month to the next.

In February, the MLS® Home Price Index Benchmark Prices showed varied trends across different property types in Ontario. The LSTAR Composite price was \$622,100, reflecting a 0.78% increase from January 2025 and a 1.62% rise from November 2024. Single-family homes were priced at \$673,500, up by 1.28% from January and 1.58% from November. One-storey homes saw a notable increase to \$608,100, with a 1.67% rise from January and 1.35% from November. Two-storey homes were priced at \$728,000, showing a 1.06% increase from January and 1.35% from November. Townhouses were valued at \$496,900, with a 0.95% increase from both January and November. However, apartment prices dropped significantly to \$379,600, down by 7.62% from January, despite a 1.56% increase from November.

The following table displays February’s benchmark prices for all housing types within LSTAR's jurisdiction and shows how they compare with those recorded in the previous month and three months ago.

MLS® HOME PRICE INDEX BENCHMARK PRICES			
Benchmark Type	February 2025	Change over January 2025	Change over November 2024
LSTAR Composite	\$622,100	0.78%	1.62%
LSTAR Single-Family	\$673,500	1.28%	1.58%
LSTAR One Storey	\$608,100	1.67%	1.35%
LSTAR Two Storey	\$728,000	1.06%	1.35%
LSTAR Townhouse	\$496,900	0.95%	0.95%
LSTAR Apartment	\$379,600	-7.62%	1.56%

The table below shows the most recent HPI benchmark prices, as provided by CREA.

AREA	MLS® HOME PRICE INDEX BENCHMARK PRICE – FEBRUARY 2025
Oakville-Milton	\$1,246,700
Greater Vancouver	\$1,169,100
Greater Toronto	\$1,073,900
Mississauga	\$1,049,600
Fraser Valley	\$962,500
Victoria	\$878,700
Hamilton-Burlington	\$812,600
Guelph & District	\$810,700
Barrie & District	\$773,500
Cambridge	\$751,300
Kitchener-Waterloo	\$729,900
Brantford Region	\$674,200
Woodstock-Ingersoll	\$655,900
Ottawa	\$658,300
Niagara Region	\$629,500
London St. Thomas	\$622,100

Huron-Perth	\$588,300
Calgary	\$576,800
Montreal	\$562,300
Halifax-Dartmouth	\$562,300
Edmonton	\$421,800
Saskatoon	\$405,400
Winnipeg	\$373,700
St. John's NL	\$371,300
CANADA	\$710,600

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According to a recent study¹ by Altus Group, an average housing transaction in Ontario generated an average of \$88,966 in spin-off spending per transaction from 2020 to 2022. These expenses include legal fees, appraisers, moving costs, new appliances, and home renovation expenses.

Employment resulting from home sales is also significant, according to the Altus study. Resale housing activity created an estimated 106,565 jobs annually in Ontario from 2020 to 2022. Jobs include manufacturing, construction, finance and insurance.

The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide its REALTOR® Members with the support and tools they need to succeed in their profession. As one of Canada's largest real estate associations, LSTAR serves and represents over 2,300 REALTORS® who are working in Middlesex and Elgin Counties, a trading area of more than 500,000 residents. LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign. LSTAR provides housing opportunities, respects the environment, and builds good communities and safe neighbourhoods.

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¹ **Economic Benefits Generated by Home Sales and Purchases Over MLS® Systems in Canada**, Altus Group, 2023