

**News Release**

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**HEALTHY SALES AND INVENTORY CAP OFF THE SUMMER SEASON**

**London, ON** – In August, 616 homes exchanged hands via the MLS® System of the London and St. Thomas Association of REALTORS® (LSTAR), up 10.4% compared to the same month a year ago. Similar to July, August posted its strongest sales month since 2021.

“August recorded the highest inventory level in the last 10 years, with five months of inventory,” said Dale Marsh, 2025 LSTAR Chair. “New listings also reached a peak since 2015, with 1,347, and the sales-to-new listing ratio was 45.7%. According to the Canadian Real Estate Association (CREA), a sales-to-new listing ratio between 40% and 60% indicate a balanced market. When it drops below 40%, it starts to show signs of a buyers’ market.”

Average sales price was similar to July, at \$651,329, up 3.3% compared to August 2024. Meanwhile, the Composite MLS® Home Price Index (HPI) Benchmark Price was \$572,400, down 1.1% from a month ago.

“Since the beginning of the year, the average sales price has remained relatively consistent, fluctuating between a low of \$639,486 in January and a high of \$656,432 in May,” Marsh said. “And between June and August, the average price has seen less variation, ranging between \$648,273 and \$651,329. Again, every home is unique, and your local REALTOR® can help guide you through the numerous facets of the marketplace.”

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

AREA	AUGUST 2025 MLS® HPI BENCHMARK PRICE	AUGUST 2025 AVERAGE PRICE
Central Elgin	\$616,800	\$534,544
London East	\$446,200	\$473,106
London North	\$651,900	\$754,073
London South	\$570,800	\$679,982
Middlesex Centre	\$793,400	\$922,033
St. Thomas	\$532,300	\$561,194
Strathroy-Caradoc	\$791,700	\$622,725
LSTAR	\$572,400	\$651,329

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.

The following table displays August'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.

<b>MLS® HOME PRICE INDEX BENCHMARK PRICES</b>			
<b>Benchmark Type</b>	<b>August 2025</b>	<b>Change over July 2025</b>	<b>Change over May 2025</b>
LSTAR Composite	\$572,400	-1.1%	-3.6%
LSTAR Single-Family	\$624,900	-1.2%	-4.1%
LSTAR One Storey	\$567,900	-1.0%	-5.8%
LSTAR Two Storey	\$671,500	-1.4%	-2.9%
LSTAR Townhouse	\$467,400	-1.2%	-4.3%
LSTAR Apartment	\$365,400	-0.2%	-1.1%

The table below shows the most recent HPI benchmark prices across the country, courtesy of CREA. “When compared to other provincial and national centres, LSTAR’s region presents a multitude of options for buyers,” Marsh said.

<b>AREA</b>	<b>MLS® HOME PRICE INDEX BENCHMARK PRICE - AUGUST 2025</b>
Greater Vancouver	\$1,150,400
Oakville-Milton	\$1,120,800
Greater Toronto	\$969,700
Mississauga	\$965,300
Fraser Valley	\$936,200
Victoria	\$881,000
Hamilton-Burlington	\$754,000
Guelph & District	\$742,100
Barrie & District	\$739,700
Cambridge	\$701,000
Kitchener-Waterloo	\$675,400
Brantford Region	\$650,800
Ottawa	\$630,000
Niagara Region	\$610,100
Woodstock-Ingersoll	\$606,500
Calgary	\$572,600
Montreal	\$572,500
<b>London St. Thomas</b>	<b>\$572,400</b>
Windsor-Essex	\$565,500
Halifax-Dartmouth	\$557,000
Huron-Perth	\$551,900
Saskatoon	\$435,900
Edmonton	\$420,800
St. John's, NL	\$401,400
Winnipeg	\$384,200
<b>CANADA</b>	<b>\$686,800</b>

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According to a study<sup>1</sup> 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.

“That means the sales activity in August could potentially generate more than \$54 million into the economy across the region,” Marsh said.

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