

News Release

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LSTAR REPORTS MARCH SALES DROP AMID UNCERTAINTIES

London, ON – April 3, 2025

The London and St. Thomas Association of REALTORS® (LSTAR) reported a significant decline in sales activity for March 2025, with only 508 transactions, marking a 33.5% decrease from the previous year. New listings decreased by 11.0%, while active listings increased by 21.1%, indicating a growing inventory. The average price of homes in the region decreased slightly by 0.6% to \$643,159. The sale to list price ratio remained close to previous years indicating sellers are still achieving near their asking prices.

LSTAR Chair Dale Marsh remarked, "The Canadian real estate market is facing a challenging environment due to various factors, such as U.S. tariffs and broader economic uncertainties. These uncertainties have clearly impacted consumer confidence, leading to the volatility we're observing." Despite interest rates being at acceptable levels, buyers are hesitant to make significant purchases, opting to wait and see how tariffs might affect their employment.

However, there are positive aspects to consider. The current market conditions may present opportunities for buyers who are prepared to act. With fewer buyers actively purchasing, there could be less competition for available properties, potentially leading to better deals. Additionally, some experts believe that once the economic uncertainties stabilize, the market could see a resurgence, making it a good time for buyers to plan and prepare for future investments.

Overall, while the market is challenging, it also offers unique opportunities for those who are strategic and patient.

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

AREA	MARCH 2025 MLS® HPI BENCHMARK PRICE	MARCH 2025 AVERAGE PRICE
Central Elgin	\$651,500	\$776,633
London East	\$488,200	\$509,501
London North	\$704,000	\$752,776
London South	\$615,700	\$645,498
Middlesex Centre	\$870,300	\$975,178
St. Thomas	\$561,500	\$568,008
Strathroy-Caradoc	\$824,300	\$632,709
LSTAR	\$614,300	\$643,159

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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 March 2025, the MLS® Home Price Index showed varied trends across property types. The composite benchmark price was \$614,300, down 1.3% from last month but up 1.0% from a year ago. Single-family homes were priced at \$666,100, down 1.1% from last month but up 2.0% from a year ago. One-storey homes increased to \$613,300, up 0.9% from last month and 4.6% from a year ago. Two-storey homes decreased to \$710,900, down 2.3% from last month but up 1.2% from a year ago. Townhouses and apartments saw declines, with prices at \$489,100 and \$378,600 respectively, showing significant drops from both short-term and long-term comparisons.

The following table displays March’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	March 2025	Change over February 2025	Change over December 2024
LSTAR Composite	\$614,300	-1.3%	0.7%
LSTAR Single-Family	\$666,100	-1.1%	1.6%
LSTAR One Storey	\$613,300	0.9%	4.3%
LSTAR Two Storey	\$710,900	2.3%	0.1%
LSTAR Townhouse	\$489,100	-1.6%	-1.2%
LSTAR Apartment	\$378,600	-0.3%	-7.8%

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

AREA	MLS® HOME PRICE INDEX BENCHMARK PRICE - MARCH 2025
Oakville-Milton	\$1,215,200
Greater Vancouver	\$1,190,900
Greater Toronto	\$1,068,500
Mississauga	\$1,045,000
Fraser Valley	\$974,400
Victoria	\$891,000
Hamilton-Burlington	\$811,000
Guelph & District	\$809,800
Barrie & District	\$789,900
Cambridge	\$740,900
Kitchener-Waterloo	\$728,800
Brantford Region	\$671,400
Woodstock-Ingersoll	\$658,600
Niagara Region	\$629,900
Ottawa	\$626,200
London St. Thomas	\$614,300
Calgary	\$583,400

Windsor-Essex	\$578,500
Huron-Perth	\$577,100
Montreal	\$568,600
Halifax-Dartmouth	\$557,000
Edmonton	\$431,300
Saskatoon	\$415,900
Winnipeg	\$384,600
St. John's NL	\$370,500
CANADA	\$712,200

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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