NIAGARA NORTH MONTHLY STATISTICS PACKAGE

JANUARY 2025

Cornerstone
Association of REALTORS®

Niagara North Monthly Statistical Report - January

SUMMARY

In January, sales in the Niagara North area were notably slow, with activity falling to half last year's levels. While all property types declined, the most significant pullback came in apartment-style sales. Overall, January marked the weakest sales performance since the early 2000s. New listings also decreased, aligning more closely with long-term trends. However, the drop in sales caused the sales-to-new listings ratio to fall to 32 per cent. With 230 units in inventory and only 32 sales, the months of supply rose above seven months, the highest start to the year since 2011. Higher supply has been a persistent trend for the past six months, putting downward pressure on home prices. The unadjusted benchmark price in January was $748,700, down from the previous month and more than two per cent lower than last year.

Residential Activity and Prices - 2025/2024

Total Residential

Source: RAHB

RESIDENTIAL AVERAGE PRICE

$913,731

23.9%

YEAR/YEAR

SALES

32

51.5%

YEAR/YEAR

NEW LISTINGS

101

25.2%

YEAR/YEAR

INVENTORY

230

11.5%

YEAR/YEAR

MONTHS OF SUPPLY

7.2

82.5%

YEAR/YEAR

AVERAGE DOM

54.3

18.7%

YEAR/YEAR

PROPERTY TYPES

Sales were down across all sectors in January; however, this was particularly evident in the apartment-style segment. Year-to-date growth in semi-detached and row sales has outweighed the modest pullbacks in the detached and apartment sectors.

January 2025

	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Detached	21	-38.2%	48	-31.4%	123	-12.8%	44%	52.3	11.3%	5.86	41.2%	$1,065,095	16.9%	$920,000	4.7%
Semi-Detached	2	-33.3%	6	0.0%	7	-12.5%	33%	74.5	14.6%	3.50	31.3%	$672,500	9.9%	$672,500	7.6%
Row	9	-30.8%	21	-34.4%	43	-10.4%	43%	54.2	46.2%	4.78	29.4%	$614,156	-6.9%	$570,000	-16.1%
Apartment	0	-100.0%	26	0.0%	48	-11.1%	0%	-	-	-	-	-	-	-	-
Mobile	0	-	0	-100.0%	8	0.0%	0%	-	-	-	-	-	-	-	-
Total Residential	32	-51.5%	101	-25.2%	230	-11.5%	32%	54.3	18.7%	7.19	82.5%	$913,731	23.9%	$822,500	17.7%

Year-to-Date

	Sales		New Listings		Inventory		S/NL	DOM		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Detached	21	-38.2%	48	-31.4%	123	-12.8%	43.8%	52.3	11.3%	5.86	41.2%	$1,065,095	16.9%	$920,000	4.7%
Semi-Detached	2	-33.3%	6	0.0%	7	-12.5%	33.3%	74.5	14.6%	3.50	31.3%	$672,500	9.9%	$672,500	7.6%
Row	9	-30.8%	21	-34.4%	43	-10.4%	42.9%	54.2	46.2%	4.78	29.4%	$614,156	-6.9%	$570,000	-16.1%
Apartment	0	-100.0%	26	0.0%	48	-11.1%	0.0%	-	-	-	-	-	-	-	-
Mobile	0	-	0	-100.0%	8	0.0%	-	-	-	-	-	-	-	-	-
Total Residential	32	-51.5%	101	-25.2%	230	-11.5%	31.7%	54.3	18.7%	7.19	82.5%	$913,731	23.9%	$822,500	17.7%

BENCHMARK PRICE

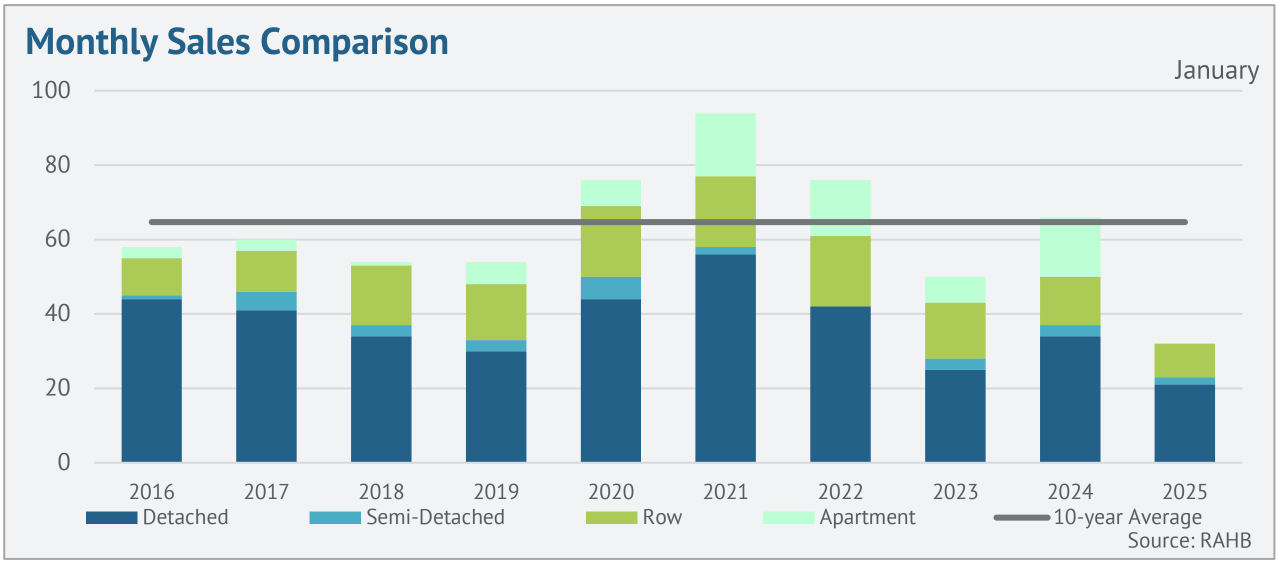
DETACHED
$868,500
1%
YEAR/YEAR

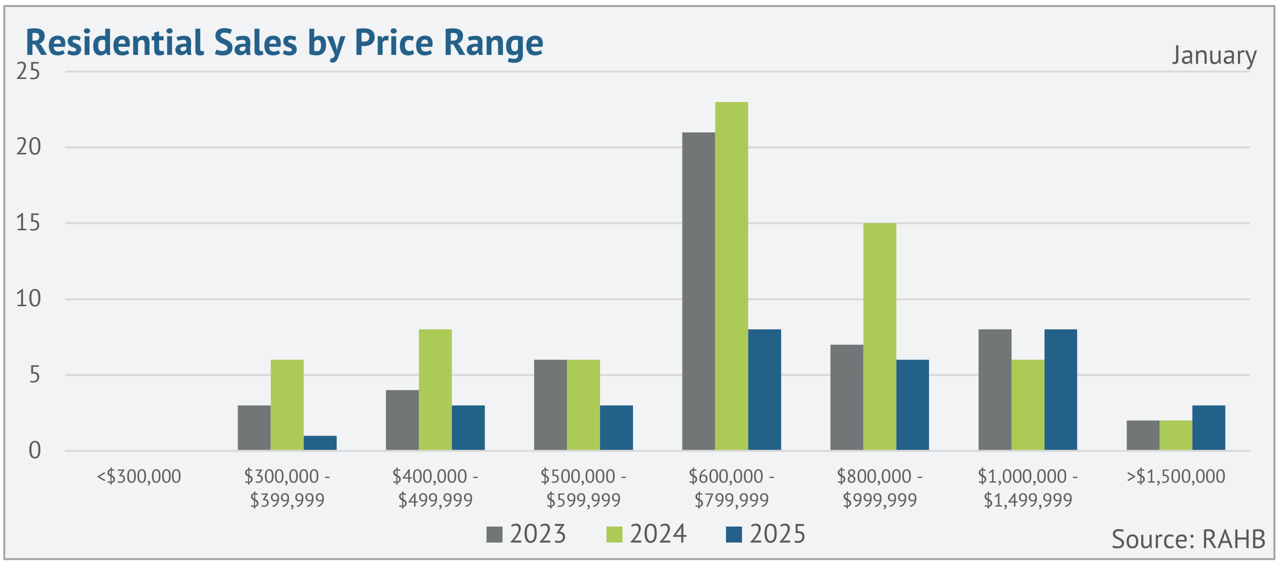
SEMI-DETACHED
$714,600
2%
YEAR/YEAR

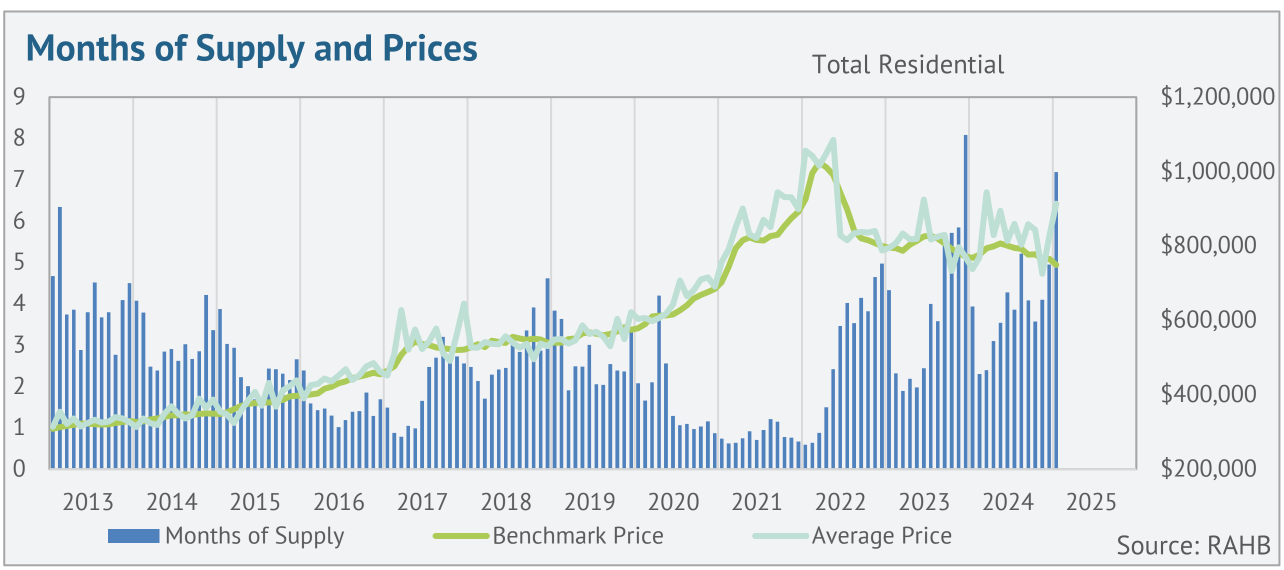
ROW
$634,400
2%
YEAR/YEAR

APARTMENT
$442,900
5%
YEAR/YEAR

Niagara North Monthly Statistical Report - January



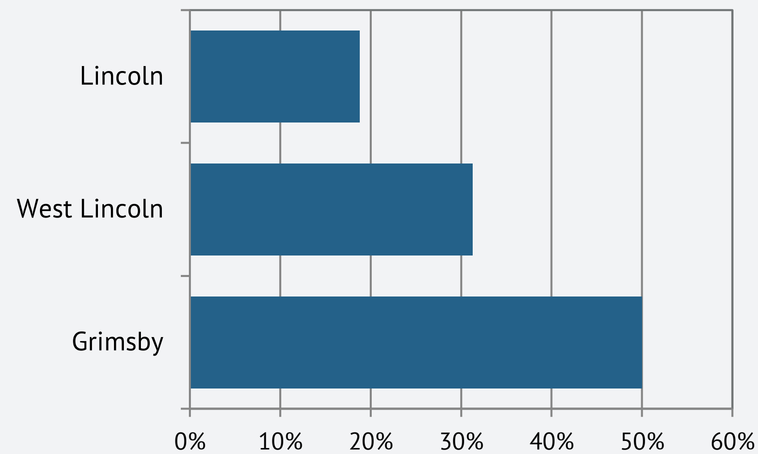




REGIONAL SUMMARY

The Grimsby and Lincoln areas saw higher supply levels, while West Lincoln remained more stable with just over three months of supply. All regions reported year-over-year price declines. West Lincoln reported the smallest drop at two per cent. While it's still early in the year and the sample size is small, the key factor will be whether the higher supply levels persist for several months.

Share of Sales by District



January 2025

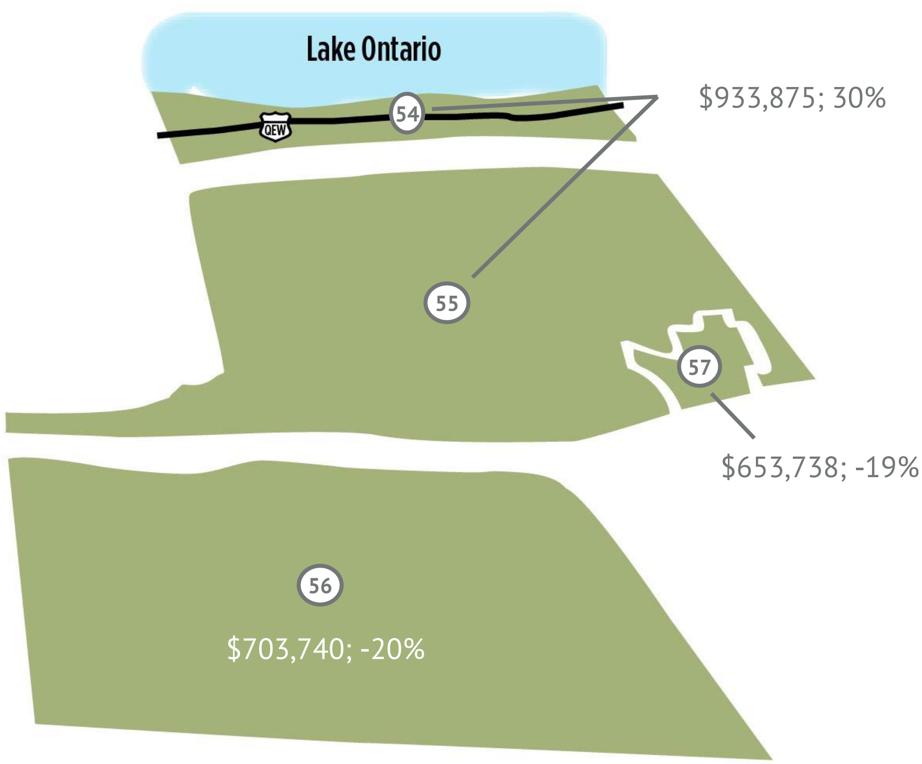
	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Grimsby	16	-48.4%	54	-18.2%	115	3.6%	30%	50.6	7.6%	7.19	100.7%	$933,875	30.3%	$912,500	30.5%
West Lincoln	10	-37.5%	12	-36.8%	33	-17.5%	83%	56.2	-12.4%	3.30	32.0%	$703,740	-20.2%	$640,000	-21.7%
Lincoln	6	-68.4%	35	-30.0%	82	-24.8%	17%	60.7	117.1%	13.67	138.2%	$1,210,000	86.2%	$930,000	37.0%
Total	32	-51.5%	101	-25.2%	230	-11.5%	32%	54.3	18.7%	7.19	82.5%	$913,731	23.9%	$822,500	17.7%

Year-to-Date

	Sales		New Listings		Inventory		S/NL	DOM		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Grimsby	16	-48.4%	54	-18.2%	115	3.6%	29.6%	50.6	7.6%	7.19	100.7%	$933,875	30.3%	$912,500	30.5%
West Lincoln	10	-37.5%	12	-36.8%	33	-17.5%	83.3%	56.2	-12.4%	3.30	32.0%	$703,740	-20.2%	$640,000	-21.7%
Lincoln	6	-68.4%	35	-30.0%	82	-24.8%	17.1%	60.7	117.1%	13.67	138.2%	$1,210,000	86.2%	$930,000	37.0%
Total	32	-51.5%	101	-25.2%	230	-11.5%	31.7%	54.3	18.7%	7.19	82.5%	$913,731	23.9%	$822,500	17.7%

AVERAGE RESIDENTIAL PRICE BY DISTRICT

Grimsby	54, 55
West Lincoln	56
Smithville	57



RESIDENTIAL PRICE COMPARISON

	January 2025				Year-To-Date			
	Average Price		Benchmark Price		Average Price		Benchmark Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Grimsby	$933,875	30.3%	$749,400	-2.6%	$933,875	30.3%	$749,400	-2.6%
Lincoln	$1,210,000	86.2%	$874,800	-3.4%	$1,210,000	86.2%	$874,800	-3.4%
West Lincoln	$703,740	-20.2%	$716,000	-2.2%	$703,740	-20.2%	$716,000	-2.2%

DETACHED BENCHMARK HOMES

	January 2025						
	Benchmark Price	Y/Y	M/M	Full Bathrooms	Bedrooms	Gross Living Area	Lot Size
Grimsby	$890,600	-0.9%	-3.8%	2	3	1,685	7,073
Lincoln	$874,800	-3.4%	-5.1%	2	3	1,663	57,835
West Lincoln	$763,300	-1.6%	-2.6%	2	4	1,595	6,983

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SUMMARY STATISTICS

January 2025

	Sales		New Listings		Inventory		Average Price		Days On Market			
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Average	Y/Y	Median	Y/Y
Residential	32	-51.5%	101	-25.2%	230	-11.5%	$822,500	17.7%	54.3	18.7%	46.5	24.0%
Commercial	0	-	2	-66.7%	13	-38.1%	-	-	-	-	-	-
Farm	1	-	0	-100.0%	17	13.3%	$1,750,000	-	66.0	-	66.0	-
Land	1	-	11	450.0%	42	-19.2%	$40,000	-	111.0	-	111.0	-
Multi-Residential	0	-	0	-100.0%	1	-80.0%	-	-	-	-	-	-
Total	34	-48.5%	113	-22.6%	388	-12.2%	$822,500	17.7%	56.3	23.1%	48.5	29.3%

Year-to-Date

	Sales		New Listings		Inventory		Average Price		Days On Market			
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Average	Y/Y	Median	Y/Y
Residential	32	-51.5%	101	-25.2%	230	-11.5%	$822,500	17.7%	54.3	18.7%	46.5	24.0%
Commercial	0	-	2	-66.7%	13	-38.1%	-	-	-	-	-	-
Farm	1	-	0	-100.0%	17	13.3%	$1,750,000	-	66.0	-	66.0	-
Land	1	-	11	450.0%	42	-19.2%	$40,000	-	111.0	-	111.0	-
Multi-Residential	0	-	0	-100.0%	1	-80.0%	-	-	-	-	-	-
Total	34	-48.5%	113	-22.6%	388	-12.2%	$822,500	17.7%	56.3	23.1%	48.5	29.3%

January 2025

	Sales		Dollar Volume		New Listings		Days on Market		Leases	Lease DOM
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Actual
Business	0	-	$0	-	1	0.0%	-	-	0	-
Industrial	0	-	$0	-	0	-100.0%	-	-	0	-
Investment	0	-	$0	-	0	-	-	-	0	-
Land	0	-	$0	-	0	-	-	-	0	-
Office	0	-	$0	-	0	-100.0%	-	-	0	-
Retail	0	-	$0	-	0	-100.0%	-	-	0	-

Year-to-Date

	Sales		Dollar Volume		New Listings		Days on Market		Leases	Lease DOM
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Actual
Business	0	-	$0	-	1	0.0%	-	-	0	-
Industrial	0	-	$0	-	0	-100.0%	-	-	0	-
Investment	0	-	$0	-	0	-	-	-	0	-
Land	0	-	$0	-	0	-	-	-	0	-
Office	0	-	$0	-	0	-100.0%	-	-	0	-
Retail	0	-	$0	-	0	-100.0%	-	-	0	-