FEBRUARY 2025

REAL ESTATE



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Resilient Market Creates Fresh Opportunities

As we enter 2025, the real estate market continues to evolve, demonstrating resilience despite varying regional trends. While some areas have seen price adjustments, others remain strong, providing opportunities for buyers and

Despite tariff concerns, the market remains stable, with strong demand and multiple offers in key areas like Burlington. Sellers benefit from steady activity, while buyers have a window of opportunity. The weak Canadian dollar favors cottage investments, and Canadians selling U.S. properties may find it a great time to reinvest locally.

Hamilton and surrounding areas saw mixed results, with Dundas and Stoney Creek experiencing notable sales growth of 55% and 19%, respectively. However, prices dipped in several areas, including Ancaster (-12%) and Glanbrook (-10%), signaling a shift in buyer preferences.

Halton's performance varied, with Burlington's benchmark price rising by 7%, despite a 13% decline in sales. Oakville remained stable with a slight 1% price increase, while Halton Hills saw an 18% jump in home values, the highest in

Brantford and Brant County experienced a sales slowdown, down 13% and 28%, respectively. However, prices climbed modestly, reinforcing confidence in the market's long-term stability.

Niagara showcased dramatic shifts, with Fonthill/Pelham seeing a 67% surge in sales, while Lincoln and Niagara-on-the-Lake recorded notable declines. West Lincoln stood out with an impressive 39% increase in prices, leading regional growth.

> Toronto's real estate market remained robust, with an 8% price increase despite a 14% drop in sales. This reflects a market balancing affordability concerns with ongoing demand. Despite market fluctuations, stability prevails, with key regions showing resilience. Buyers and sellers must navigate these conditions strategically, taking advantage of opportunities in a dynamic landscape.

Sales Representative and Team Leader



FREE HOME **EVALUATION**

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GolfiTeam



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MLS® Residential Market Activity



NUMBER OF SALES & BENCHMARK PRICE JAN. 2024 VS. JAN. 2025*

NOTE: DUE TO THE AMALGAMATION OF REAL ESTATE BOARDS, NIAGARA AREA NUMBERS MAY DIFFER FROM PREVIOUS PUBLICATIONS.

Understanding Home Sale Prices: The Importance of Benchmark Pricing

When it comes to analyzing home sale prices, it's important to use the right measure of central tendency to get an accurate picture of the market. While average is a commonly used metric, it can be heavily influenced by outliers, such as homes that are much more expensive or much cheaper than the rest. To avoid this issue, it's better to use a benchmark price. A benchmark price is a more accurate representation of the typical home price in each area. It takes into account the median sale price of a specific type of home in a particular neighborhood and is not affected by outliers. This means that it provides a clearer picture of what a typical home in that area costs.

Hamilton	Number of Sales 2024	Number of Sales 2025	Percentage Change	Benchmark Price 2024	Benchmark Price 2025	Percentage Change
Ancaster	34	32	▼ 6%	\$1,083,750	\$952,550	12 %
Dundas	11	17	▲ 55%	\$850,000	\$890,000	5 %
Flamborough	16	13	1 9%	\$1,092,500	\$1,060,000	▼ 3%
Glanbrook	22	26	18 %	\$830,000	\$748,857	1 0%
Hamilton [™]	240	200	17 %	\$629,550	\$633,000	1 %
Stoney Creek	57	68	19 %	\$810,000	\$730,925	10 %
Waterdown	25	20	▼ 20%	\$950,000	\$895,000	▼ 6%
Halton	Number of Sales 2024	Number of Sales 2025	Percentage Change	Benchmark Price 2024	Benchmark Price 2025	Percentage Change
Burlington	134	116	▼ 13%	\$891,500	\$955,250	▲ 7%
Oakville	192	135	▼ 30%	\$1,235,000	\$1,248,500	1 %
Halton Hills	22	16	▼ 27%	\$882,500	\$1,038,750	18 %
Milton	131	106	19 %	\$999,999	\$982,500	▼ 2%
Brant	Number of Sales 2024	Number of Sales 2025	Percentage Change	Benchmark Price 2024	Benchmark Price 2025	Percentage Change
Brantford	75	65	13 %	\$595,000	\$615,000	▲ 3%
Brant County	36	26	~ 28%	\$810,000	\$857,000	^ 6%
Niagara	Number of Sales 2024	Number of Sales 2025	Percentage Change	Benchmark Price 2024	Benchmark Price 2025	Percentage Change
Fonthill/Pelham	12	20	4 67%	\$899,900	\$929,900	3 %
Fort Erie	36	39	8 %	\$699,000	\$639,750	▼8%
Grimsby	25	23	▼8%	\$819,000	\$784,450	▼ 4%
Lincoln	24	10	▼ 58%	\$749,900	\$769,900	3 %
Niagara Falls	89	64	▼ 28%	\$639,900	\$647,000	1 %
Niagara-On-The-Lake	21	8	▼ 62%	\$1,349,950	\$1,299,000	▼ 4%
Port Colborne/Wainfleet	25	17	▼32%	\$589,900	\$577,450	▼ 2%
St. Catharines	154	99	▼ 36%	\$649,500	\$649,400	— 0%
Thorold	37	26	▼30%	\$717,495	\$749,900	▲ 5%
Welland	63	54	▼ 14%	\$629,900	\$634,000	1 %
West Lincoln	10	8	▼ 20%	\$699,950	\$974,990	▲ 39%
GTA	Number of Sales 2024	Number of Sales 2025	Percentage Change	Benchmark Price 2024	Benchmark Price 2025	Percentage Change
Toronto	1529	1316	14 %	\$755,000	\$815,000	▲ 8%

[†] Based on closed transactions in Jan. 2024 and Jan. 2025. Source: RAHB, NAR, BRREA and TRREB. †† Combined number of sales, benchmark price and percentage change for Hamilton Centre, East, Mountain and West.

6-Month Overview



BENCHMARK PRICE AUGUST 2024 - JANUARY 2025*

Benchmark Price	August 2024	September 2024	October 2024	November 2024	December 2024	January 2025
Hamilton	\$640,000	\$650,000	\$645,000	\$646,500	\$645,000	\$633,000
Ancaster	\$1,053,500	\$959,500	\$1,085,000	\$912,000	\$1,067,500	\$952,550
Burlington	\$990,875	\$978,500	\$967,000	\$980,000	\$925,000	\$955,250
Oakville	\$1,190,000	\$1,367,500	\$1,314,250	\$1,263,000	\$1,157,000	\$1,248,500
Brantford	\$604,000	\$620,000	\$599,900	\$625,000	\$605,000	\$615,000
Grimsby	\$760,000	\$752,500	\$896,950	\$675,000	\$832,500	\$784,450
St. Catharines	\$583,500	\$575,000	\$595,000	\$559,000	\$567,500	\$649,400
Niagara Falls	\$602,000	\$615,000	\$595,000	\$630,000	\$637,500	\$647,000
Niagara-on-the-Lake	\$932,450	\$929,000	\$1,017,500	\$1,114,000	\$1,100,000	\$1,299,000
Welland	\$565,000	\$550,000	\$552,000	\$548,000	\$570,000	\$634,000
Fort Erie	\$575,000	\$520,000	\$642,500	\$515,000	\$575,000	\$639,750
Toronto	\$832,000	\$909,000	\$920,000	\$855,000	\$835,000	\$815,000

^{*} Based on closed transactions between August 2024 and January 2025. Source: RAHB, NAR, BRREA and TRREE

Combined Regions Market Trend

COMBINED BENCHMARK PRICE JANUARY 2024 - JANUARY 2025[†]

The graph below visualizes how the market is performing throughout the regions in the chart on the opposite page. It is calculated by analyzing the combined benchmark price of the regions and taking the benchmark price of those combined for each month over the last 13 months. The dotted red line below indicates last year's benchmark price of those regions combined.



[†] Based on combined median price across all areas between January 2024 and January 2025. Source: RAHB, NAR, BRREA and TRREB.

HAMILTON



\$389,900

Homes priced from

\$300,000-\$500,000



\$300,000 M HAMILTON

5 EAST 36TH Street #407C 2 Bed • 1 Bath • 730 sq.ft.



\$385,000

HAMILTON

200 LIMERIDGE Road W #103 1 Bed • 1 Bath • 754 sq.ft.



212 KING WILLIAM Street #1111 1 Bed • 1 Bath • 609 sq.ft.





1 Bed • 1 Bath • 772 sq.ft.





\$479,000





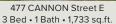


467 CHARLTON Avenue E #305 2 Bed • 2 Bath • 796 sq.ft.

Homes priced from \$500,000-

\$750,000





















2 Bed • 1 Bath • 1.126 sq.ft.







2 Bed • 2 Bath • 1,305 sq.ft.



381 HERKIMER Street 2 Bed • 1 Bath • 1,118 sq.ft.



2 Bed • 2 Bath • 1,432 sq.ft.



2+1 Bed • 3 Bath • 1,220 sq.ft.



2 COMET Avenue 4 Bed • 2 Bath • 1.407 sq.ft



7 NORTHAMPTON Boulevard 2 Bed • 3 Bath • 1.380 sq.ft.

Homes priced from \$750,000-\$1,000,000



\$799,900



3 Bed • 4 Bath • 1,444 sq.ft.









3+1 Bed • 2 Bath • 1,250 sq.ft.



3+2 Bed • 2 Bath • 1,050 sq.ft



2+1 Bed • 3 Bath • 1,094 sq.ft.

STONEY CREEK \$869,999 13 WARDROPE Avenue 4 Bed • 2 Bath • 1,611 sq.ft.



Bought your Hamilton home in 2017?

On average, Hamilton home values have increased by 62%! Call 289-203-1130 today to find out how much your home did.





5+4 Bed • 3 Bath • 1.094 sq.ft.















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\$499,900 🚆 BURLINGTON

\$524,000

BURLINGTON

\$679,900

\$1,099,000



297 OAK WALK Drive #1106 1 Bed • 1 Bath • 540 sq.ft.



2087 FAIRVIEW Street #2001 1 Bed • 2 Bath • 675 sq.ft.



4040 UPPER MIDDLE Road #310 2 Bed • 2 Bath • 973 sq.ft.



1225 NORTH SHORE Boulevard E #608 2 Bed • 2 Bath • 1,132 sq.ft.



3220 WILLIAM COLTSON Avenue #1907 2 Bed • 2 Bath • 827 sq.ft.



5070 PINEDALE Avenue #1207 2 Bed • 2 Bath • 1,149 sq.ft.



46 BORERS CREEK Circle 3 Bed • 4 Bath • 1,741 sq.ft.



1237 NORTH SHORE Boulevard E #903 2 Bed • 2 Bath • 1,600 sq.ft.



500 BROCK Avenue #206 3 Bed • 2 Bath • 1,250 sq.ft.









BURLINGTON

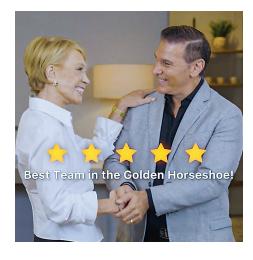
4000 ALEXAN Crescent 3+1 Bed • 4 Bath • 1,609 sq.ft













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Shark Tank investor, real estate mogul and entrepreneur



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Scan here to book a private viewing.



8881 Joseph Court, Niagara Falls 5+1 Bed • 3+1 Bath • 3,470 sq.ft. \$1,649,999

Gourmet Kitchen, in-law potential, 450 sq.ft. covered patio, 135' deep lot







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HAMILTON

Bungalow/ **Raised Ranch**

121 Available

Two Storeys 138 Available

Townhomes Starting at \$369,900 Starting at \$500,000 Starting at \$369,900 102 Available

Semis 44 Available

BURLINGTON

Bungalow/ **Raised Ranch**

Starting at \$289,900 Starting at \$879,900 Starting at \$279,900 25 Available

Two Storeys Starting at \$299,900 Starting at \$899,900 Starting at \$379,900 70 Available

> **Townhomes** 39 Available

Semis Starting at \$399,900 Starting at \$999,900 5 Available

BRANTFORD

Bungalow/

Raised Ranch 54 Available

Two Storeys 48 Available

Townhomes 102 Available

Semis Starting at \$449,900 5 Available

ST. CATHARINES

Bungalow/ **Raised Ranch**

Starting at \$270,000 106 Available

Two Storeys Starting at \$369,000 Starting at \$379,900 Starting at \$360,000 Starting at \$449,900 71 Available

Townhomes Starting at \$579,900 15 Available

Semis Starting at \$539,000 16 Available

NIAGARA FALLS

Bungalow/ **Raised Ranch**

Starting at \$385,000 85 Available

Two Storeys 147 Available

Townhomes Starting at \$559,000 28 Available

Semis Starting at \$490,000 26 Available

WELLAND

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63 Available **Two Storeys**

77 Available

Townhomes Starting at \$538,800 31 Available

Semis Starting at \$378,000 18 Available

FORT ERIE

Bungalow/ **Raised Ranch**

Starting at \$197,000 122 Available

Two Storeys

63 Available **Townhomes**

Starting at \$450,000 30 Available

Semis Starting at \$499,900 13 Available

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WELLAND, THOROLD, PORT COLBORNE, WAINFLEET, FONTHILL, PELHAM

\$350,000-\$600,000









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NIAGARA FALLS

\$299,000-\$550,000















Homes priced from \$1,000,000-\$1,700,000



7231 LIONSHEAD Avenue #30 4 Bed • 5 Bath • 2,550 sq.ft.



3531 RAPIDS VIEW Drive 2+2 Bed • 3 Bath • 1,350 sq.ft.



4 Bed • 4 Bath • 2,760 sq.ft.



5+1 Bed • 4 Bath • 3,470 sq.ft.



Homes priced from \$400,000-\$800,000



\$469,000







1001 GARRISON Road 1,260 sq.ft.







2 Bed • 1 Bath • 655 sq.ft.



22 SOUTH COAST Circle 2 Bed • 2 Bath • 1,220 sq.ft

FORT ERIE

Homes priced from \$800,000-\$1,000,000











\$949.000









3 Bed • 2 Bath • 2.617 sq.ft.



3836 NIGH Road 3 Bed • 2 Bath • 1,660 sq.ft.

NIAGARA-ON-THE-LAKE









4 Bed • 4 Bath • 3,225 sq.ft.

\$1,324,900





FOR MORE!



2+1 Bed • 1 Bath • 956 sq.ft.



2+1 Bed • 2 Bath • 1,040 sq.ft.



2 Bed • 2 Bath • 1,164 sq.ft.





































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