

The real estate wrap on 2025

Mario Fazio - December 2025

The year 2025 began with a cooler period for real estate activity in our area, and interest rates still much higher than the recent all-time lows.

The Bank of Canada had a plan to lower rates, but at a slow pace of .25% each time.

They didn't lower rates quickly enough while attempting to control inflation, and Canada's economy slowed to a crawl.

Then a new U.S. president began changing everything in the states, and Canada's fragile and heavily U.S. dependent economy started to sputter. This revealed that much of Canada's export manufacturing is vulnerable and declining quickly. Our sought-after oil, gas and rare earth minerals that the world wants (key to our collective prosperity) is stuck in the ground, as we personally try to save the planet.

Canada's too-quick transition to clean energy has left many areas of the country struggling economically.

In Sarnia -Lambton, our economy is not down, but steady at the pace that we have been living with for years.

We lose a heavy industry plant like INEOS Styrolution Sarnia (Benzene to Styrene) and its 100 direct jobs and 200 support jobs and we just march on with no support from any level of government.

This leads me to our current real estate market. We are still in a balanced market with a healthy supply and buying options. Our higher priced homes are staying on the market longer than lower priced housing, because they are luxuries not necessities.

Investor buying for rentals is dead and those prices are down with most people buying homes for personal needs only.

We are still experiencing a significant migration of buyers to our area due to our much lower prices and milder weather. Newcomer's only concern is our shockingly higher real estate taxes here, but love everything else.

Our new home industry, which historically has included some of the best quality builders and trades in the province, is operating at an all-time slow pace, thanks to government over- regulations and taxes. This will lead to a housing shortage here in the future, as people around the province sell and flee higher priced areas for Sarnia. This has already begun with many of my recent sales to people from the GTA, as well other parts of the province and country.

So once all the numbers are crunched, 2025 will have seen a slightly higher average price for family housing, and lower average prices for high end luxury houses and investment rental properties.

If you are able to and are considering purchasing a home, interest rates are reasonable, and we have plenty of choices currently available. It's time to find your next home.

