

# Many variables to consider in the real estate market this spring

*Mario Fazio - March 2025*

March, April and May are typically very predictable months for real estate buying and selling... but not this year! So many variables are at play, and things to consider, which makes it even more important to get real experienced help.

Buying or selling in non-traditional circumstances requires thorough analysis of our local market to help you better understand it.

Firstly, let's discuss U.S. tariffs and our market. Locally we should be only slightly affected because our petro chemical industries have been stable and already suffering under federal government threats of shut down. They are already competing with and in world markets, and should be minimally affected or untouched. Secondly, we still have lower average housing prices compared to the rest of the province. Being at the bottom of the average price range we have nowhere to go but up, while the rest of the province could be in for some price adjustments. Thirdly, we have virtually no new housing being built, so prices have stabilized and our current supply and demand is balanced. This could change very quickly with some things changing in government and new policies coming. Sales activity, at this point, is being more controlled by people's emotions than common sense.

Don't get caught up in a herd mentality. Think outside the box with experienced professional help guiding you and be ahead of the crowd.

Get your house ready for market now by doing all the things your realtor recommends that attract buyers to your particular home and location. Making common sense repairs, decluttering, tidying up and a deep cleaning is usually enough. Stay away from expensive makeovers or other unnecessary costs.

It's time to buy if you are a first time home buyer, or are upgrading. Even with the political and economic uncertainty, prices should remain stable in all areas, while new housing and unique locations rise. There will be some price plunge exceptions for those that unwisely paid too much during the crazy market. Many factors including interest rates, change of governments, slowing down immigration and tariffs could affect price values, but the bottom is the bottom and we are already there.

We could see more people moving here due to changing economic dynamics and early retirements elsewhere. It's people coming or going that cause real estate prices to fluctuate, and Sarnia-Lambton has had near zero population growth. This could change dramatically regardless of what our local governments do, or currently fail to do. Make your move with proper help now!