

Back to school time is also a great time to sell your home

Mario Fazio - September 2025

September is back to school and in some cases back to work. Real estate sales typically increase as people start thinking about selling or buying now that vacations are over.

With the end of summer fast approaching the month of September can be the perfect time to put your house on the market. The weather could be near perfect for selling and your grass and landscaping should be in prime condition for viewings. Sarnia-Lambton is currently experiencing a small increase in prices and a drop in availability in prime locations. So we could be moving from a balance market back to a seller's market by next year.

This is to be expected here as new home building is at a virtual stand-still, by any measure, and we continue to draw people from other areas to buy because of our cheaper average prices. Sarnia, that once built 1,000 new homes annually, is down to less than 50 with another 100, approximately, in the rest of the county being built... also a new low. The major increases in municipal building fees are taking a toll on new building. The federal governments says we need to build 500,000 new homes nationally annually to keep prices down, but we are only building at a third of that required pace. Consequently, prices are moving up! Professionals in every part of real estate sales and development were expecting this, but governments at all levels keep missing the ball. Their home building incentive programs dating back now five years are just more road blocks and bad ideas and have failed to produce more housing. Enjoy the beautiful September weather to find that dream location or get that premium dollar for your home. Hire an experienced professional and make your move now, waiting could be a mistake.