

# NIAGARA NORTH

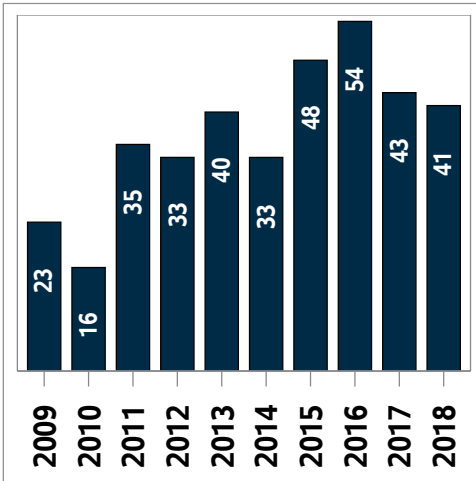
## MLS® Residential Market Activity

### November 2018

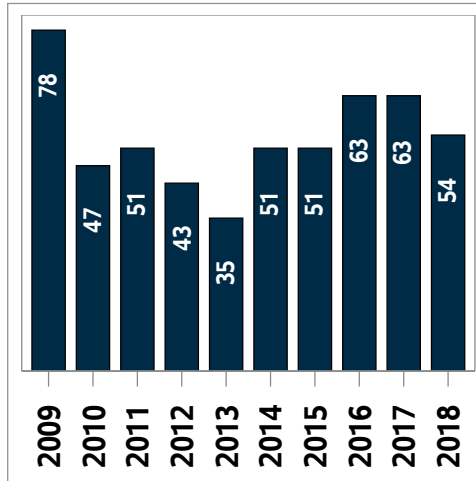


## NIAGARA NORTH MLS® Residential Market Activity

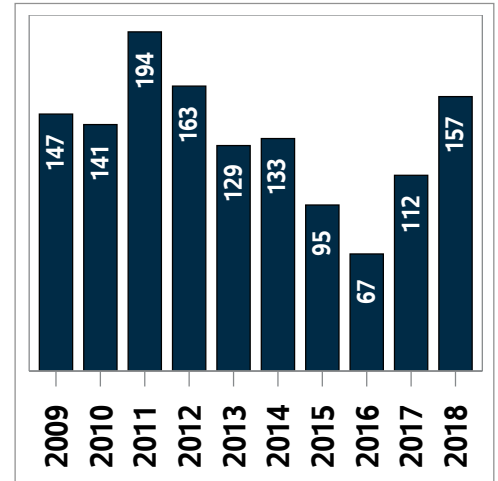
Sales Activity  
(November only)



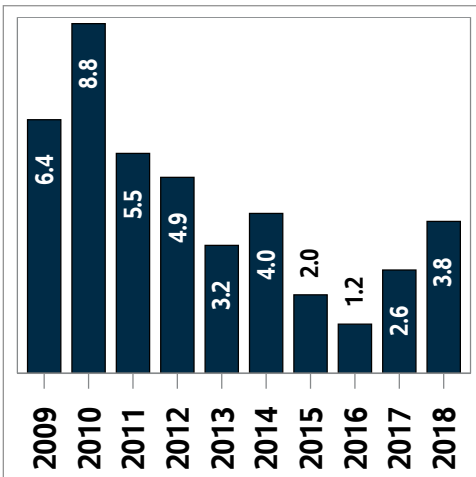
New Listings  
(November only)



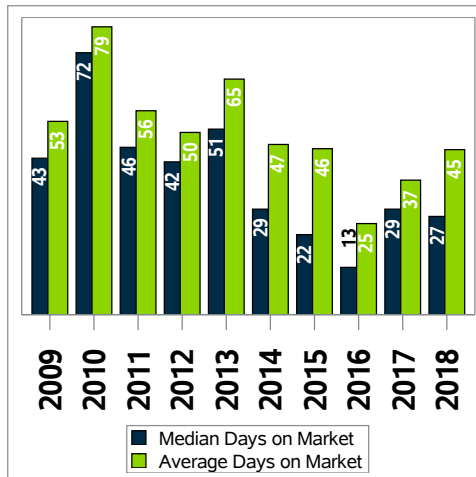
Active Listings  
(November only)



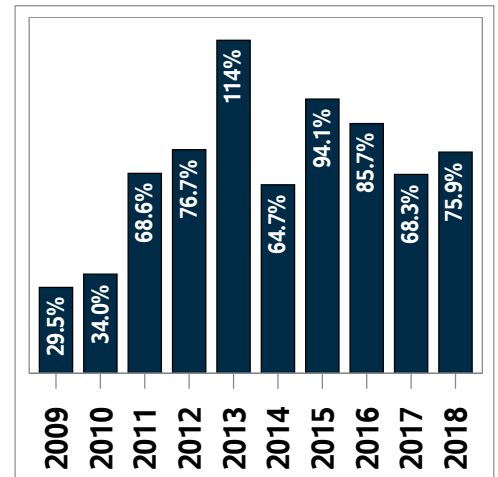
Months of Inventory  
(November only)



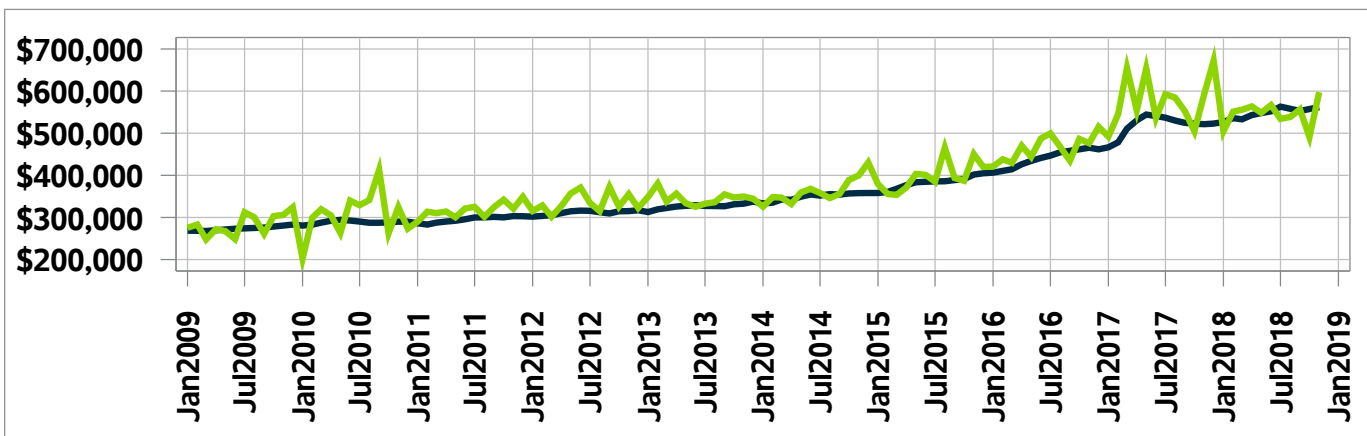
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)

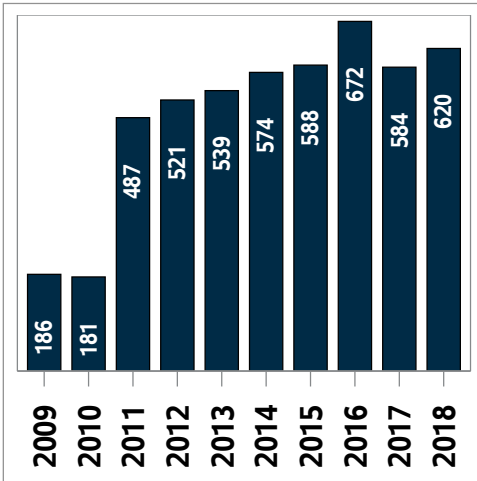


MLS® HPI Composite Benchmark Price and Average Price

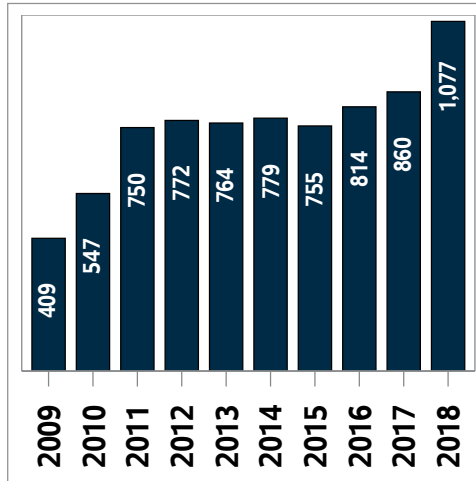


# NIAGARA NORTH MLS® Residential Market Activity

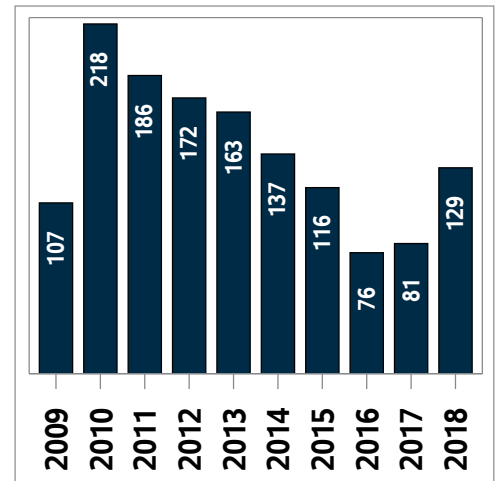
**Sales Activity**  
(November Year-to-date)



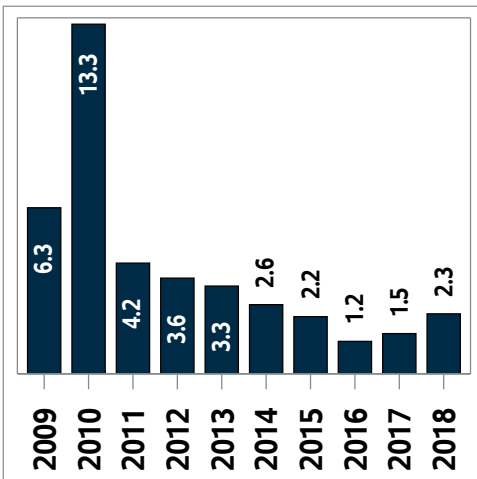
**New Listings**  
(November Year-to-date)



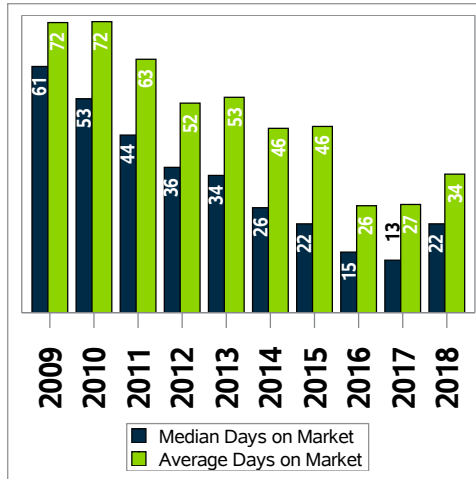
**Active Listings**<sup>1</sup>  
(November Year-to-date)



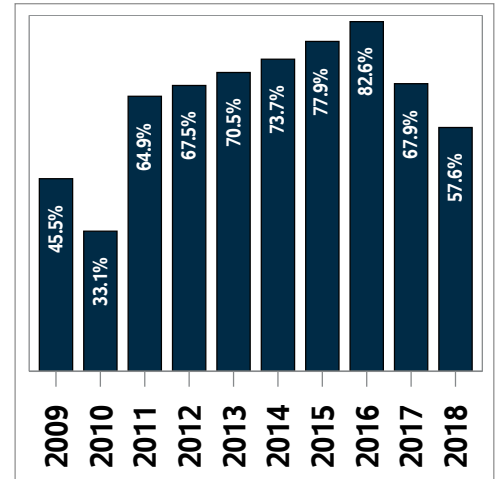
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

# **NIAGARA NORTH** **MLS® Residential Market Activity**

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	41	-4.7	-24.1	-14.6	2.5	17.1	310.0
Dollar Volume	\$24,499,407	-3.8	-4.7	13.3	75.1	118.1	910.0
New Listings	54	-14.3	-14.3	5.9	54.3	5.9	260.0
Active Listings	157	40.2	134.3	65.3	21.7	-19.1	86.9
Sales to New Listings Ratio <sup>1</sup>	75.9	68.3	85.7	94.1	114.3	68.6	66.7
Months of Inventory <sup>2</sup>	3.8	2.6	1.2	2.0	3.2	5.5	8.4
Average Price	\$597,547	0.8	25.5	32.6	70.9	86.2	146.3
Median Price	\$529,000	4.3	20.2	38.3	57.8	82.4	121.2
Sales to List Price Ratio	98.0	97.4	99.8	98.1	96.8	97.3	95.6
Median Days on Market	27.0	29.0	13.0	22.0	51.0	46.0	19.5
Average Days on Market	45.4	37.0	25.0	45.6	64.8	56.1	32.9

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	620	6.2	-7.7	5.4	15.0	27.3	252.3
Dollar Volume	\$339,751,409	0.6	9.9	45.9	83.9	121.2	620.6
New Listings	1,077	25.2	32.3	42.6	41.0	43.6	208.6
Active Listings <sup>3</sup>	129	58.2	70.2	10.6	-21.3	-31.0	33.4
Sales to New Listings Ratio <sup>4</sup>	57.6	67.9	82.6	77.9	70.5	64.9	50.4
Months of Inventory <sup>5</sup>	2.3	1.5	1.2	2.2	3.3	4.2	6.0
Average Price	\$547,986	-5.3	19.1	38.3	59.9	73.8	104.6
Median Price	\$509,950	-0.0	20.0	44.2	63.4	80.8	104.0
Sales to List Price Ratio	98.3	101.1	99.9	98.2	96.9	97.3	96.5
Median Days on Market	22.0	13.0	15.0	22.0	34.0	44.0	52.0
Average Days on Market	34.3	26.8	26.5	46.1	53.4	62.8	63.9

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

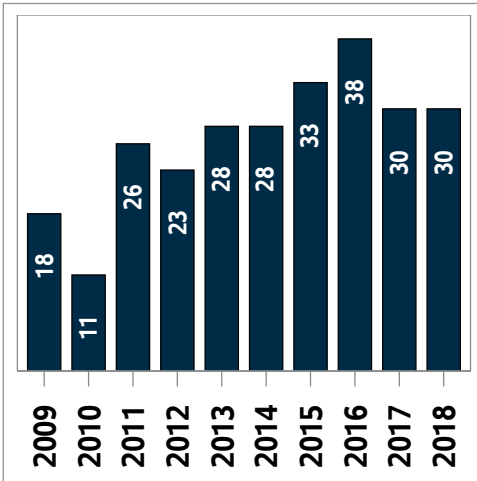
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month

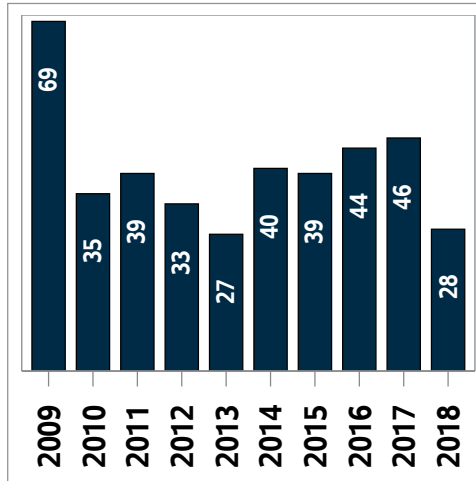
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Single Family Market Activity

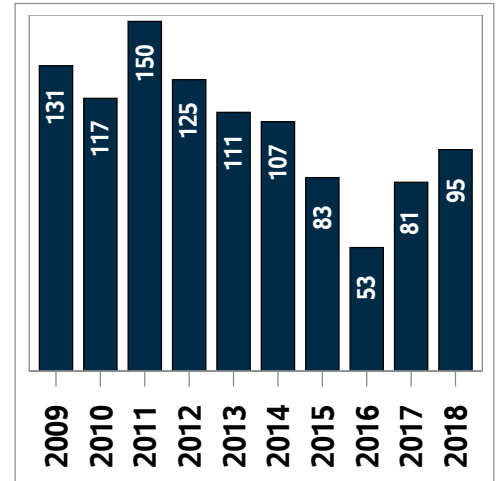
Sales Activity  
(November only)



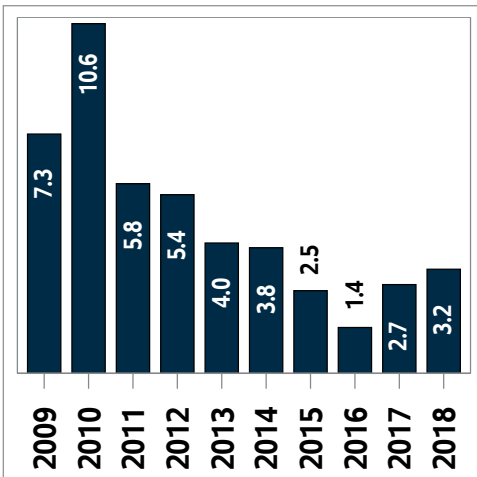
New Listings  
(November only)



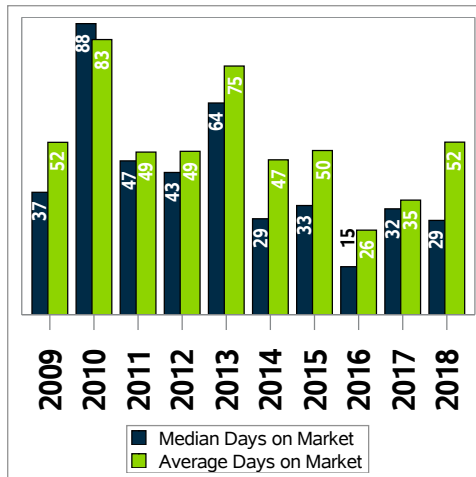
Active Listings  
(November only)



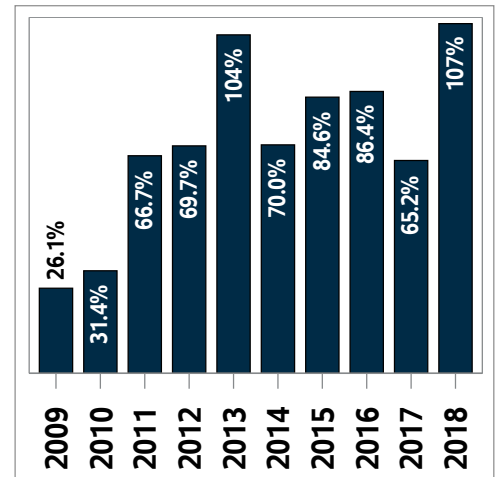
Months of Inventory  
(November only)



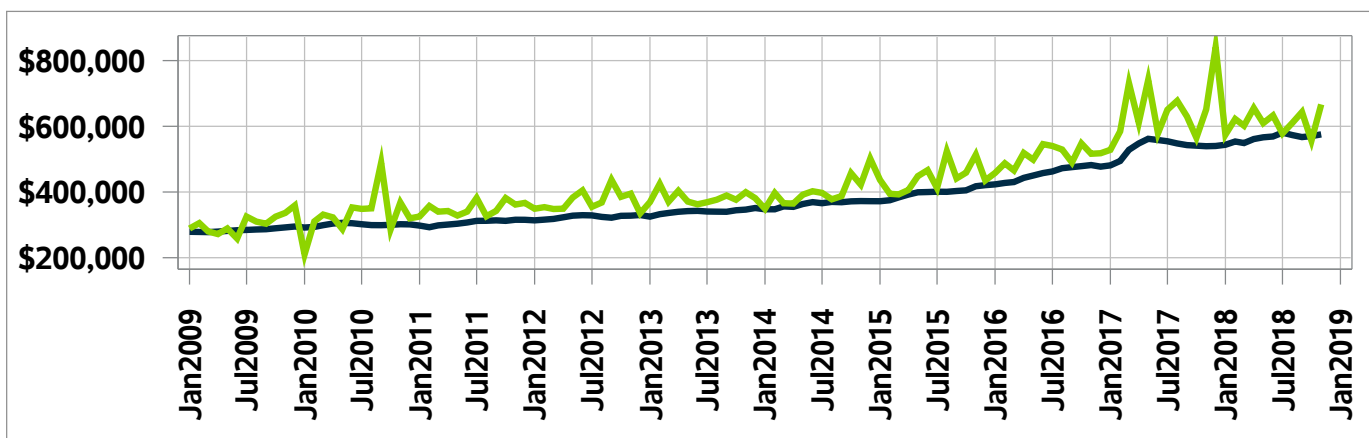
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



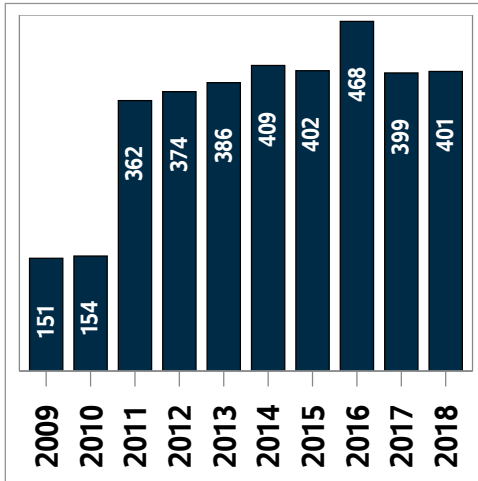
### MLS® HPI Single Family Benchmark Price and Average Price



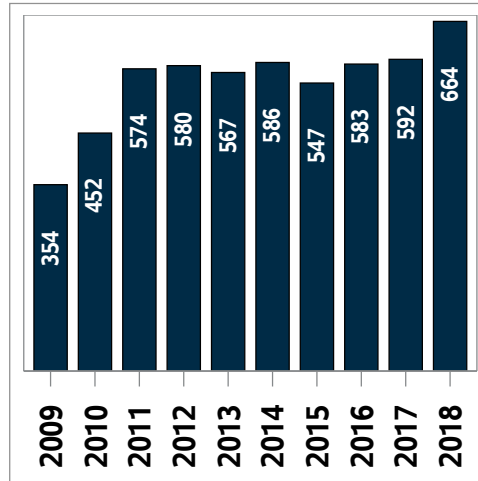


# NIAGARA NORTH MLS® Single Family Market Activity

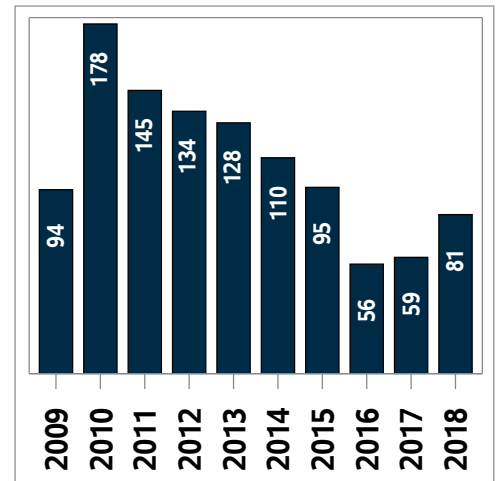
**Sales Activity**  
(November Year-to-date)



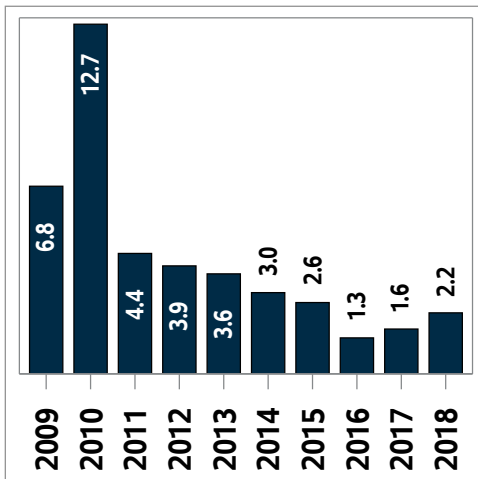
**New Listings**  
(November Year-to-date)



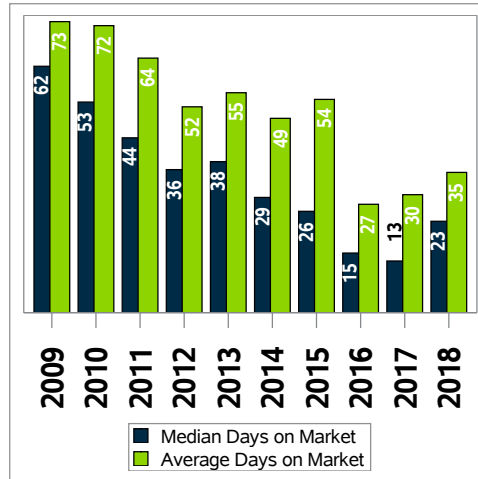
**Active Listings**<sup>1</sup>  
(November Year-to-date)



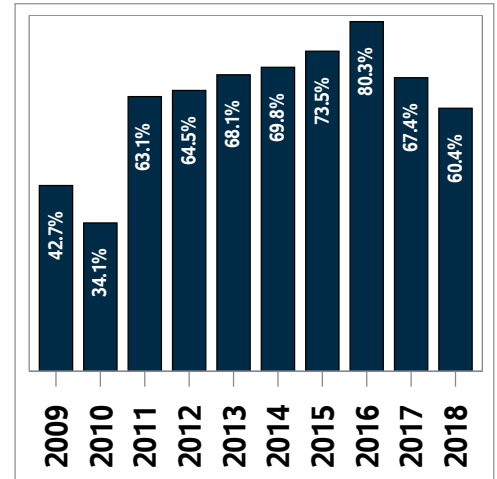
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

# NIAGARA NORTH

## MLS® Single Family Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	30	0.0	-21.1	-9.1	7.1	15.4	328.6
Dollar Volume	\$19,998,907	2.3	1.9	18.0	78.8	112.6	1,018.0
New Listings	28	-39.1	-36.4	-28.2	3.7	-28.2	100.0
Active Listings	95	17.3	79.2	14.5	-14.4	-36.7	25.0
Sales to New Listings Ratio <sup>1</sup>	107.1	65.2	86.4	84.6	103.7	66.7	50.0
Months of Inventory <sup>2</sup>	3.2	2.7	1.4	2.5	4.0	5.8	10.9
Average Price	\$666,630	2.3	29.1	29.8	66.9	84.3	160.9
Median Price	\$630,000	11.0	37.0	46.5	77.5	97.2	142.3
Sales to List Price Ratio	98.4	97.5	98.9	97.2	96.9	97.4	94.7
Median Days on Market	28.5	32.0	14.5	33.0	64.0	46.5	15.0
Average Days on Market	52.2	34.6	25.6	49.6	75.2	49.2	36.3

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	401	0.5	-14.3	-0.2	3.9	10.8	194.9
Dollar Volume	\$246,741,099	-3.7	3.3	37.5	68.1	96.0	522.0
New Listings	664	12.2	13.9	21.4	17.1	15.7	133.8
Active Listings <sup>3</sup>	81	36.8	45.2	-14.6	-36.6	-43.8	-0.7
Sales to New Listings Ratio <sup>4</sup>	60.4	67.4	80.3	73.5	68.1	63.1	47.9
Months of Inventory <sup>5</sup>	2.2	1.6	1.3	2.6	3.6	4.4	6.6
Average Price	\$615,314	-4.2	20.6	37.9	61.8	76.9	111.0
Median Price	\$590,000	2.6	23.3	47.5	68.3	82.1	115.3
Sales to List Price Ratio	98.2	100.9	99.6	97.8	96.8	97.2	96.3
Median Days on Market	23.0	13.0	15.0	25.5	38.0	44.0	56.5
Average Days on Market	35.3	29.7	27.3	53.7	55.3	64.1	66.3

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

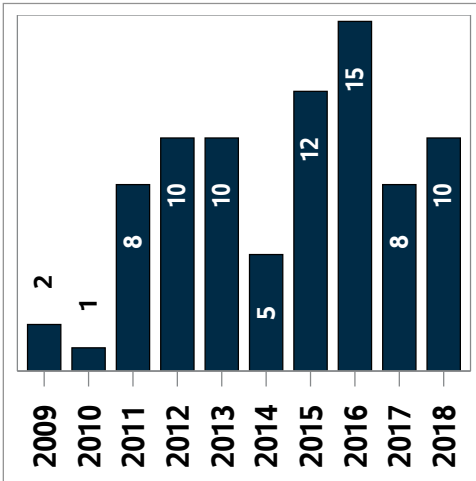
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month

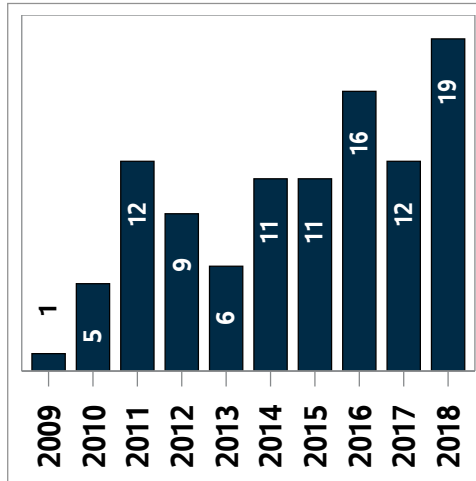
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Townhouse Market Activity

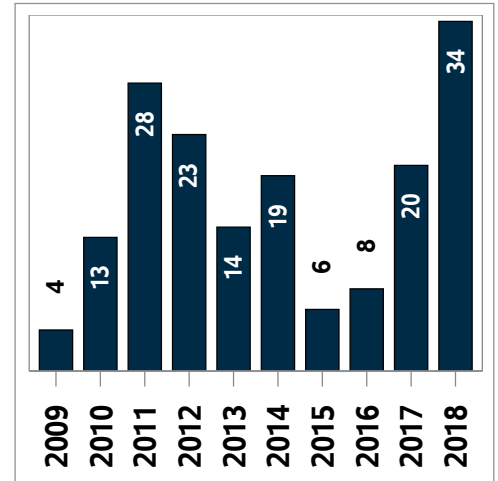
Sales Activity  
(November only)



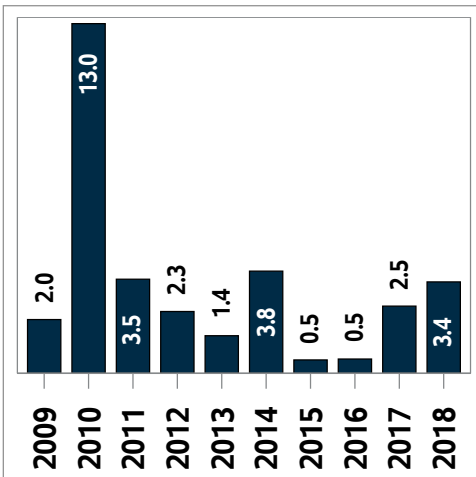
New Listings  
(November only)



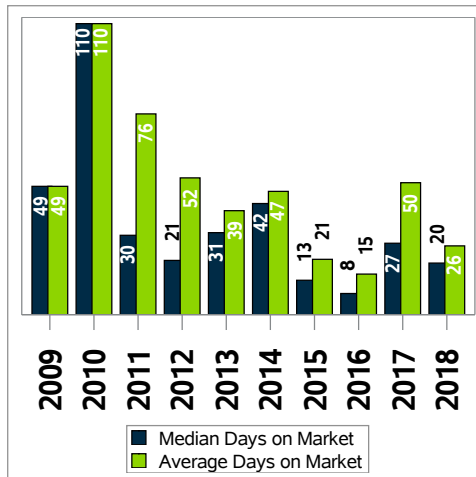
Active Listings  
(November only)



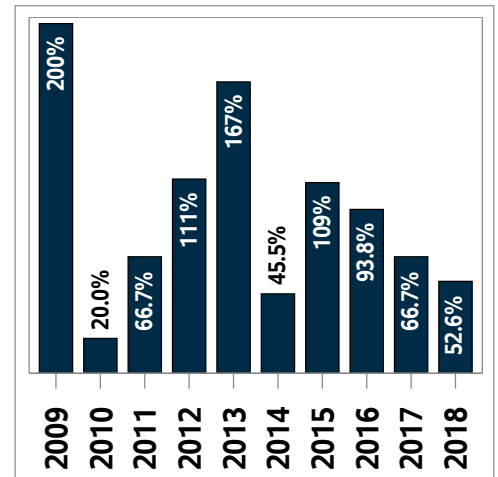
Months of Inventory  
(November only)



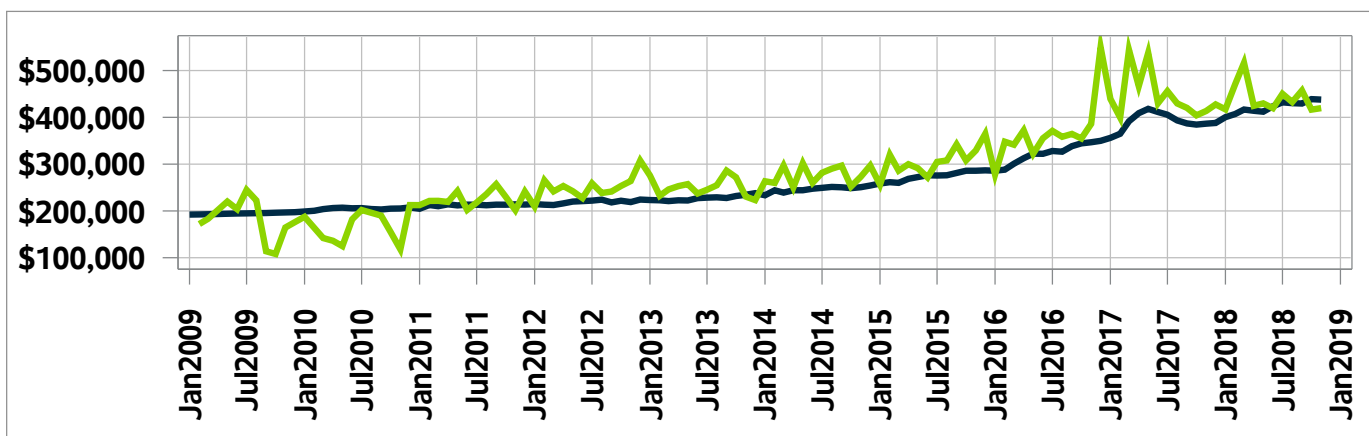
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



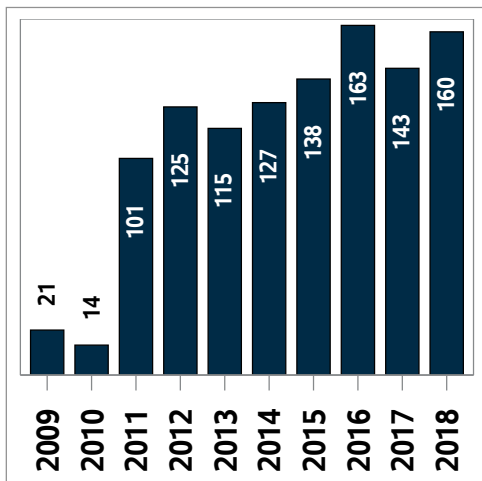
MLS® HPI Townhouse Benchmark Price and Average Price



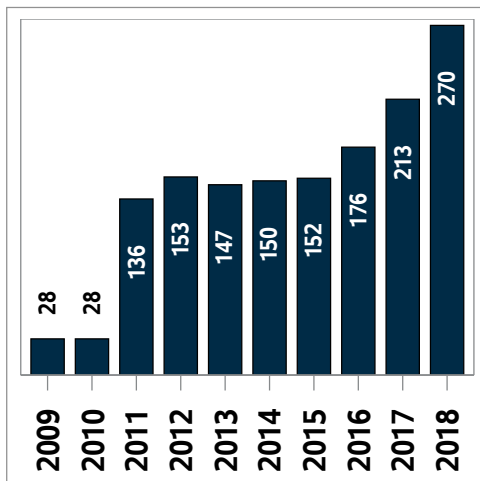


# NIAGARA NORTH MLS® Townhouse Market Activity

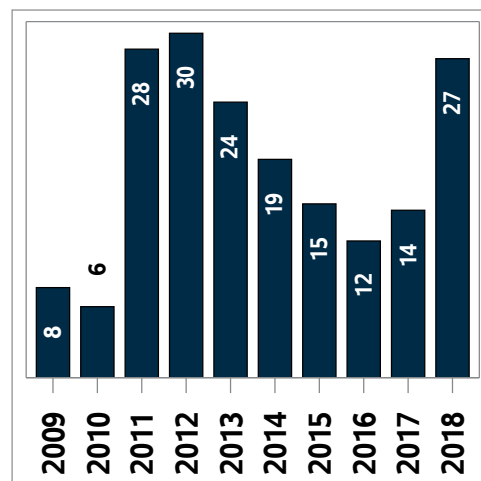
**Sales Activity**  
(November Year-to-date)



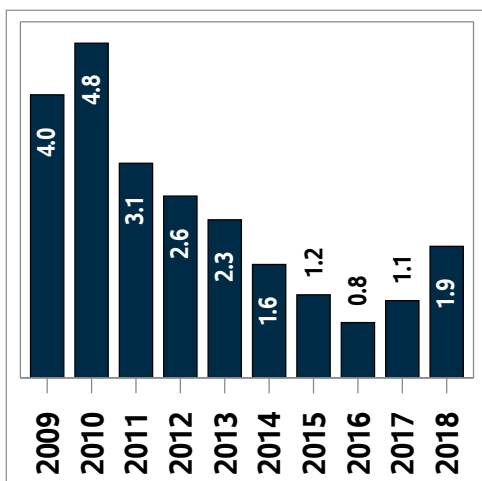
**New Listings**  
(November Year-to-date)



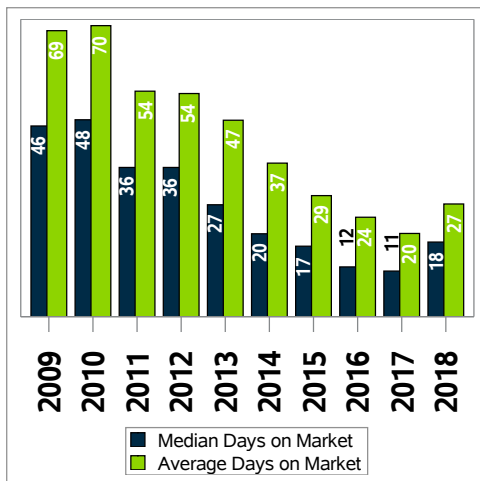
**Active Listings**<sup>1</sup>  
(November Year-to-date)



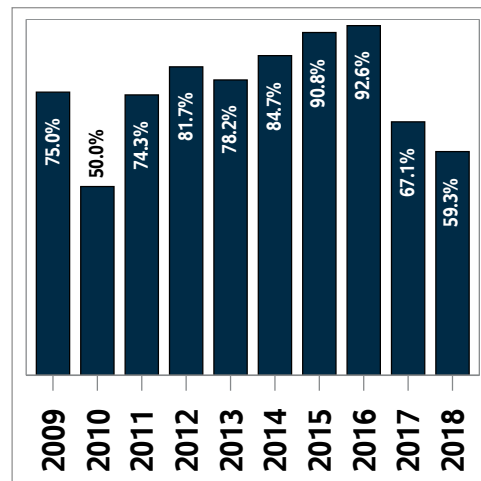
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## NIAGARA NORTH MLS® Townhouse Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	10	25.0	-33.3	-16.7	0.0	25.0	400.0
Dollar Volume	\$4,197,500	26.9	-27.5	6.2	82.0	160.2	906.6
New Listings	19	58.3	18.8	72.7	216.7	58.3	1,800.0
Active Listings	34	70.0	325.0	466.7	142.9	21.4	466.7
Sales to New Listings Ratio <sup>1</sup>	52.6	66.7	93.8	109.1	166.7	66.7	200.0
Months of Inventory <sup>2</sup>	3.4	2.5	0.5	0.5	1.4	3.5	3.0
Average Price	\$419,750	1.5	8.8	27.5	82.0	108.2	101.3
Median Price	\$425,500	3.9	7.7	30.7	70.2	99.3	104.1
Sales to List Price Ratio	97.4	97.8	102.2	100.2	96.7	97.1	97.2
Median Days on Market	19.5	27.0	8.0	13.0	31.0	30.0	29.0
Average Days on Market	26.0	49.9	15.3	20.9	39.3	75.9	29.0

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	160	11.9	-1.8	15.9	39.1	58.4	700.0
Dollar Volume	\$70,262,408	6.5	22.0	69.6	139.4	210.1	1,913.9
New Listings	270	26.8	53.4	77.6	83.7	98.5	694.1
Active Listings <sup>3</sup>	27	90.5	133.3	83.5	15.8	-2.9	201.0
Sales to New Listings Ratio <sup>4</sup>	59.3	67.1	92.6	90.8	78.2	74.3	58.8
Months of Inventory <sup>5</sup>	1.9	1.1	0.8	1.2	2.3	3.1	5.0
Average Price	\$439,140	-4.8	24.3	46.3	72.1	95.8	151.7
Median Price	\$431,500	-0.8	19.2	44.4	67.2	81.3	137.1
Sales to List Price Ratio	98.3	101.7	100.5	99.3	96.9	97.9	97.1
Median Days on Market	18.0	11.0	12.0	17.0	27.0	36.0	50.0
Average Days on Market	27.2	20.1	24.0	29.2	47.4	54.4	71.6

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

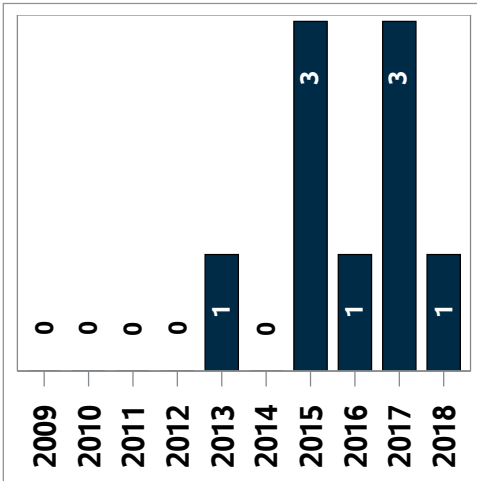
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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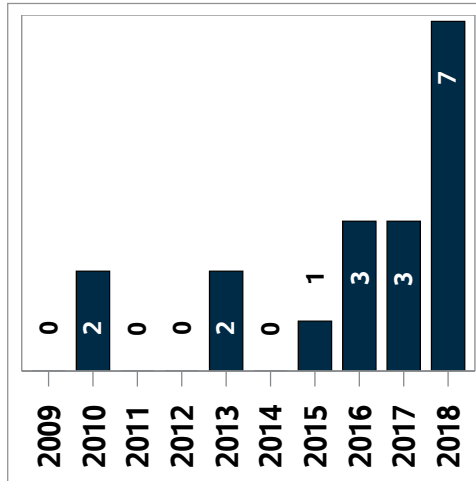
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Apartment-Style Market Activity

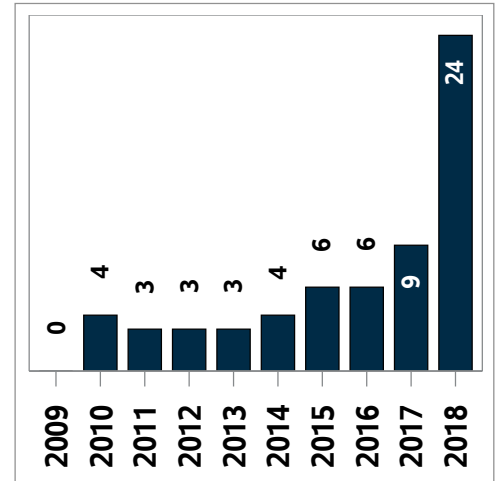
Sales Activity  
(November only)



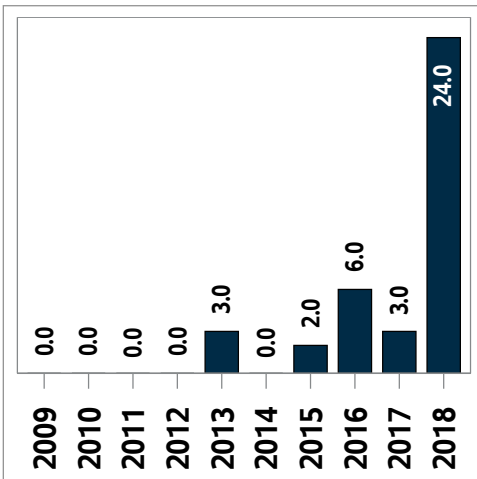
New Listings  
(November only)



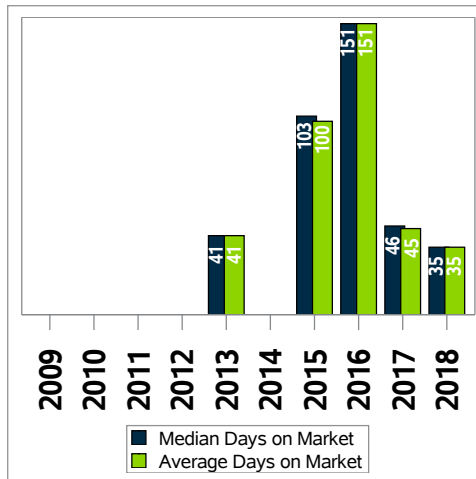
Active Listings  
(November only)



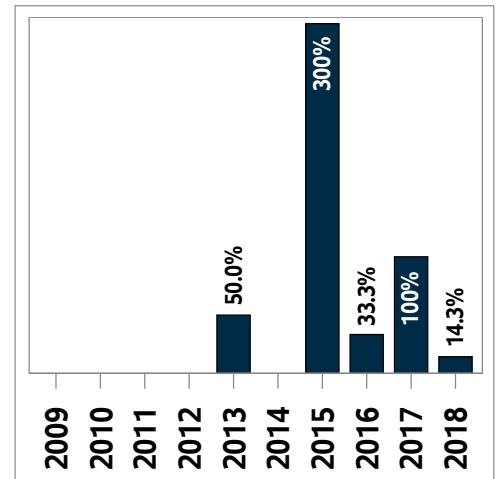
Months of Inventory  
(November only)



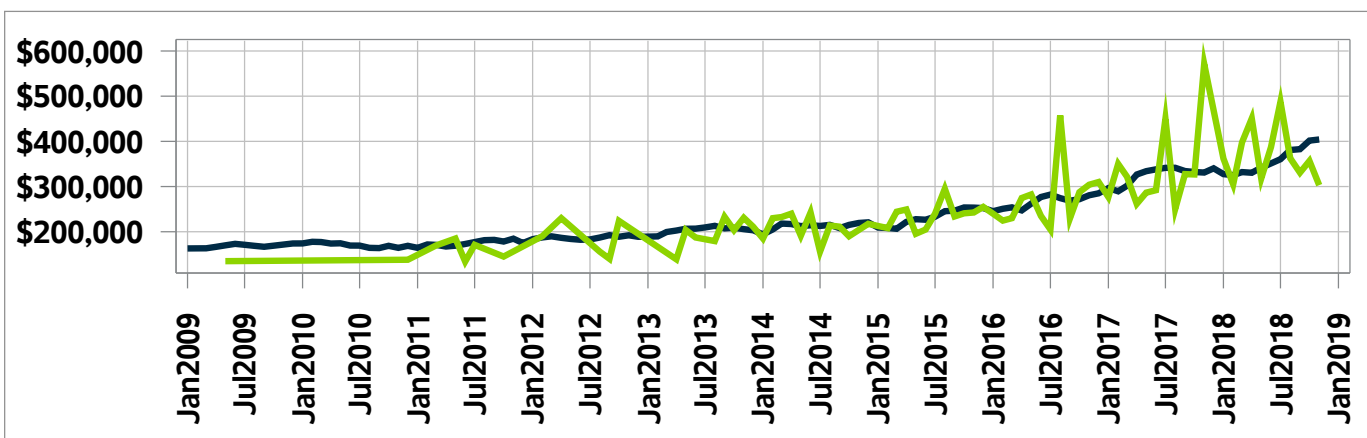
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



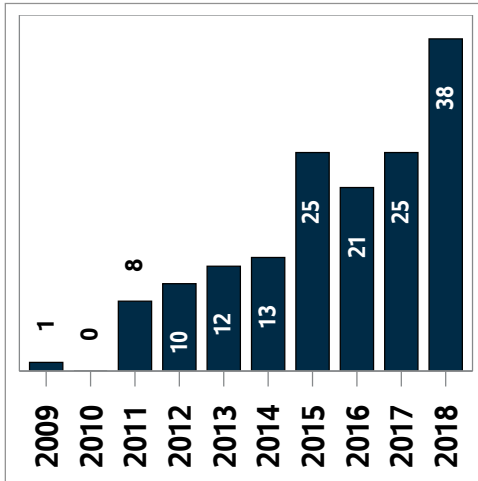
## MLS® HPI Apartment-Style Benchmark Price and Average Price



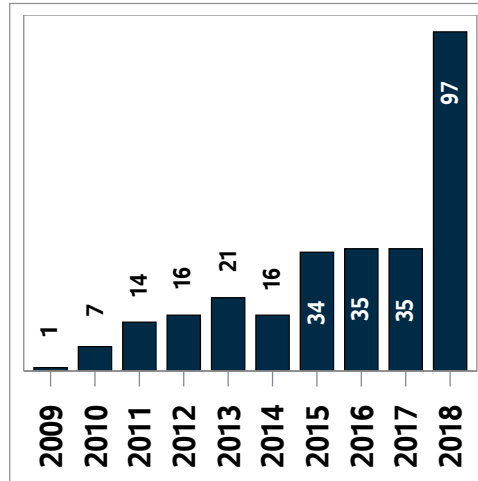
# NIAGARA NORTH

## MLS® Apartment-Style Market Activity

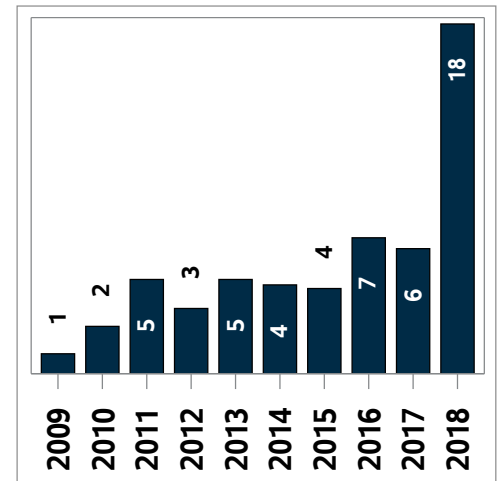
**Sales Activity**  
(November Year-to-date)



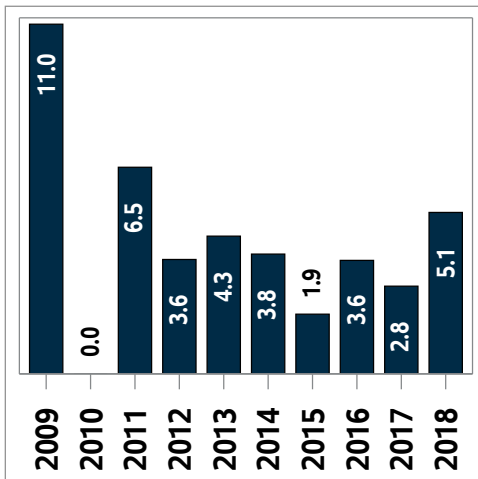
**New Listings**  
(November Year-to-date)



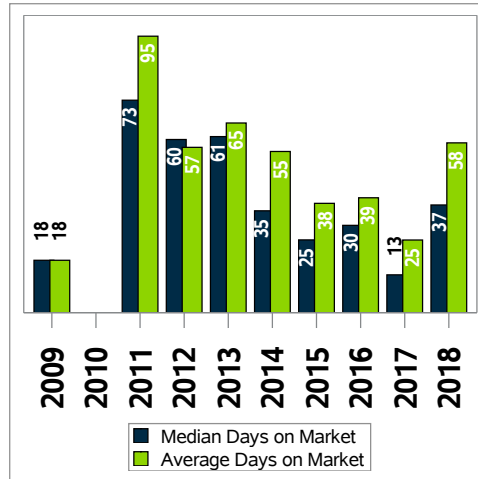
**Active Listings <sup>1</sup>**  
(November Year-to-date)



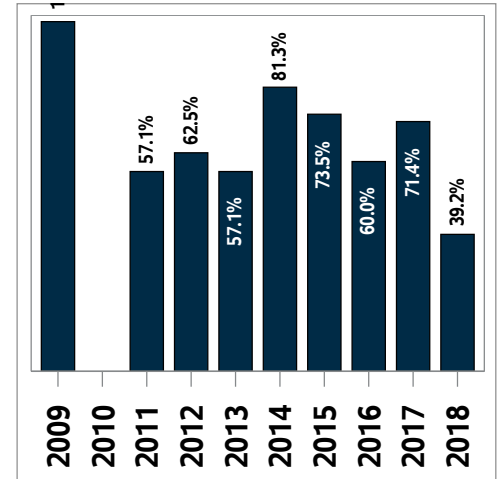
**Months of Inventory <sup>2</sup>**  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## NIAGARA NORTH

### MLS® Apartment-Style Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	1	-66.7	0.0	-66.7	0.0		
Dollar Volume	\$303,000	-82.3	-0.3	-58.4	31.2		
New Listings	7	133.3	133.3	600.0	250.0		
Active Listings	24	166.7	300.0	300.0	700.0	700.0	2,300.0
Sales to New Listings Ratio <sup>1</sup>	14.3	100.0	33.3	300.0	50.0		
Months of Inventory <sup>2</sup>	24.0	3.0	6.0	2.0	3.0		
Average Price	\$303,000	-47.0	-0.3	24.9	31.2		
Median Price	\$303,000	-3.8	-0.3	29.5	31.2		
Sales to List Price Ratio	93.3	95.7	98.1	99.9	97.9		
Median Days on Market	35.0	46.0	151.0	103.0	41.0		
Average Days on Market	35.0	44.7	151.0	100.3	41.0		

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	38	52.0	81.0	52.0	216.7	375.0	850.0
Dollar Volume	\$14,312,990	72.8	162.6	146.3	518.5	975.8	2,077.2
New Listings	97	177.1	177.1	185.3	361.9	592.9	1,516.7
Active Listings <sup>3</sup>	18	179.7	157.3	310.6	271.2	271.2	1,459.6
Sales to New Listings Ratio <sup>4</sup>	39.2	71.4	60.0	73.5	57.1	57.1	66.7
Months of Inventory <sup>5</sup>	5.1	2.8	3.6	1.9	4.3	6.5	3.1
Average Price	\$376,658	13.7	45.1	62.1	95.3	126.5	129.2
Median Price	\$347,450	13.0	35.2	48.5	72.2	119.9	113.8
Sales to List Price Ratio	98.2	100.2	99.3	98.0	97.8	97.3	94.2
Median Days on Market	37.0	13.0	30.0	25.0	60.5	73.0	11.5
Average Days on Market	58.3	25.0	39.5	37.6	65.2	95.0	24.3

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month

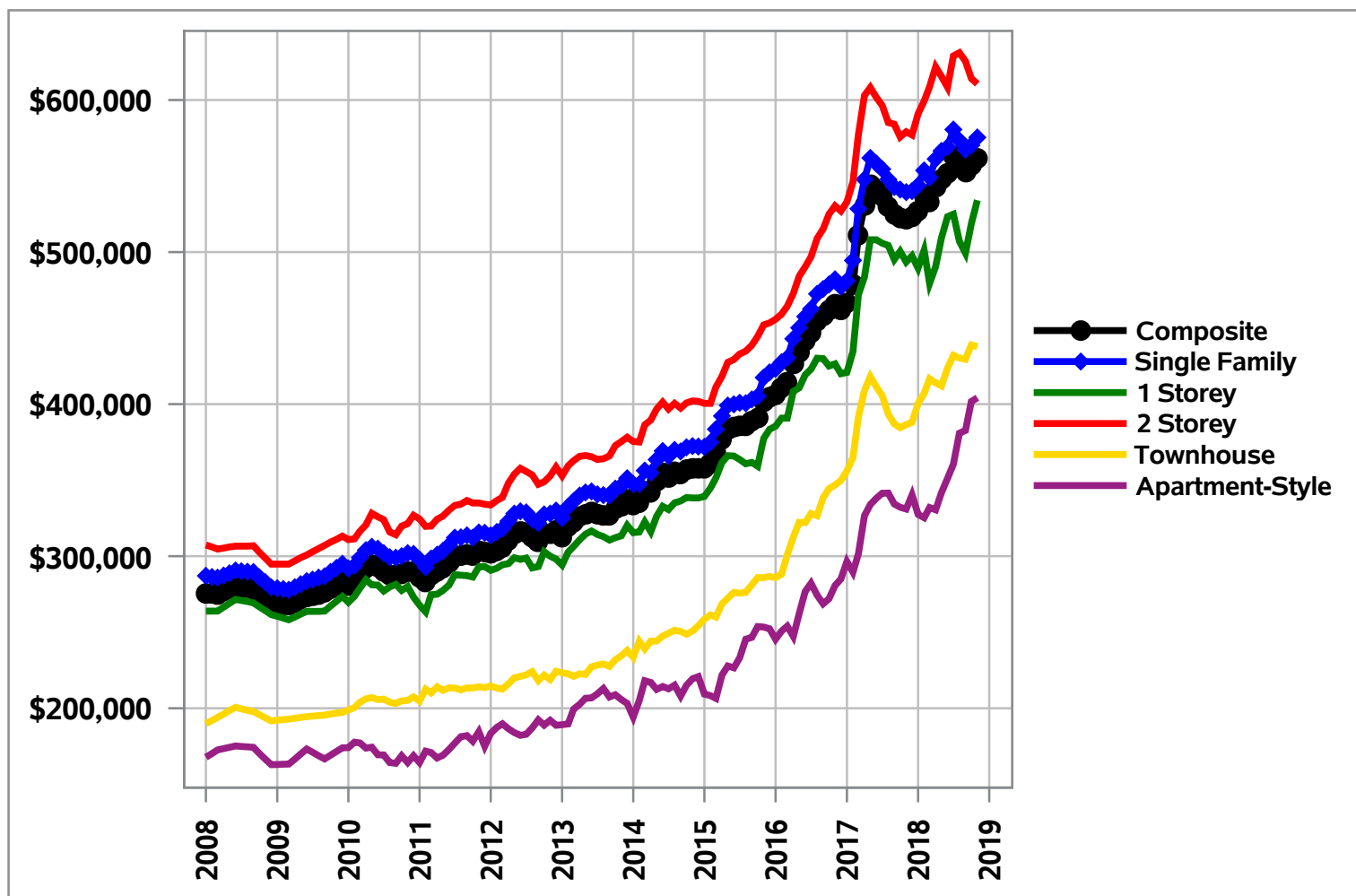
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# **NIAGARA NORTH** **MLS® HPI Benchmark Price**

## **MLS® Home Price Index Benchmark Price**

Benchmark Type:	November 2018	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$561,900	0.8	0.7	2.6	7.7	39.8	68.8
Single Family	\$575,400	0.9	0.3	1.6	6.7	37.8	66.1
One Storey	\$534,100	3.0	5.3	4.8	8.2	41.5	70.4
Two Storey	\$610,600	-0.6	-3.2	-0.8	5.4	35.1	62.7
Townhouse	\$437,900	-0.2	1.8	6.3	13.3	53.2	86.7
Apartment-Style	\$404,200	0.6	6.1	18.3	22.1	59.5	96.5

## **MLS® HPI Benchmark Price**





# NIAGARA NORTH

## MLS® HPI Benchmark Descriptions

### Composite

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1410
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	1
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

### Single Family

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1450
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6556
Number of Fireplaces	1
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

# NIAGARA NORTH

## MLS® HPI Benchmark Descriptions

### 1 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	4
Below Ground Bedrooms	1
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1329
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	7955
Number of Fireplaces	1
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

### 2 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1668
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5503
Number of Fireplaces	1
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

# NIAGARA NORTH

## MLS® HPI Benchmark Descriptions

### Townhouse

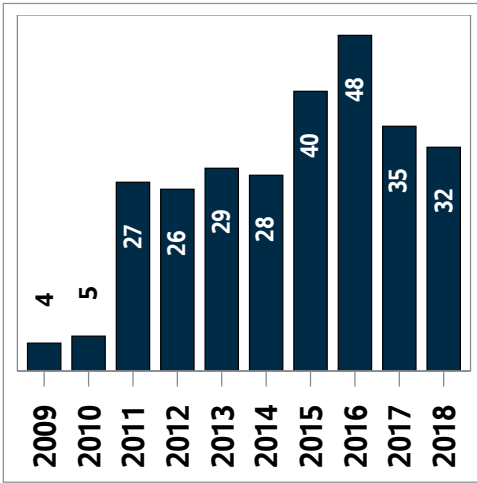
Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1230
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	6
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

### Apartment-Style

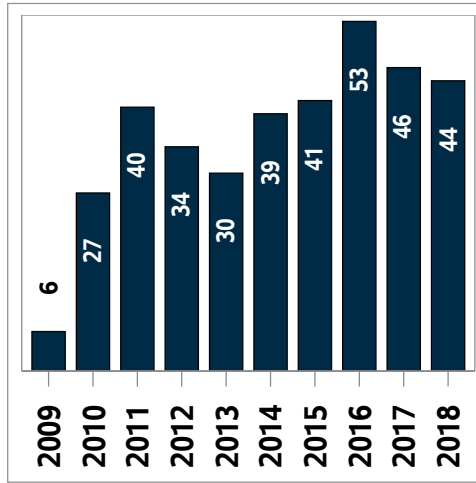
Features	Value
Above Ground Bedrooms	2
Age Category	6 to 15
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1123
Half Bathrooms	0
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	5
Wastewater Disposal	Municipal sewers

# GRIMSBY (54) MLS® Residential Market Activity

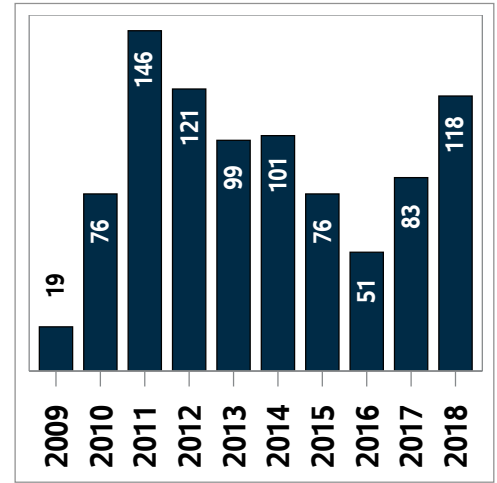
Sales Activity  
(November only)



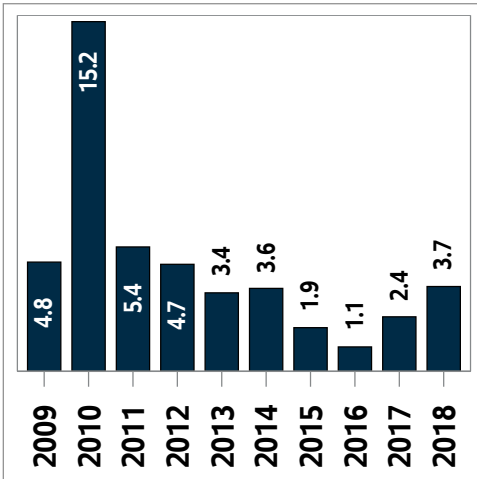
New Listings  
(November only)



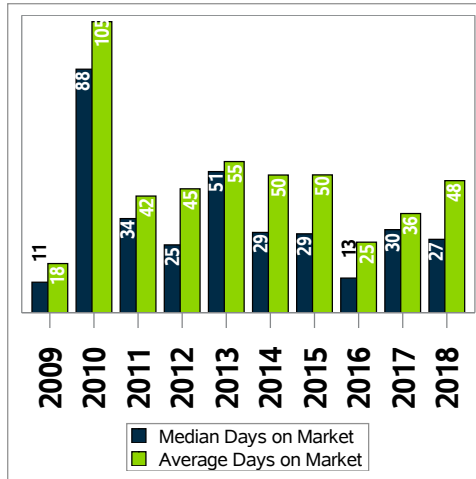
Active Listings  
(November only)



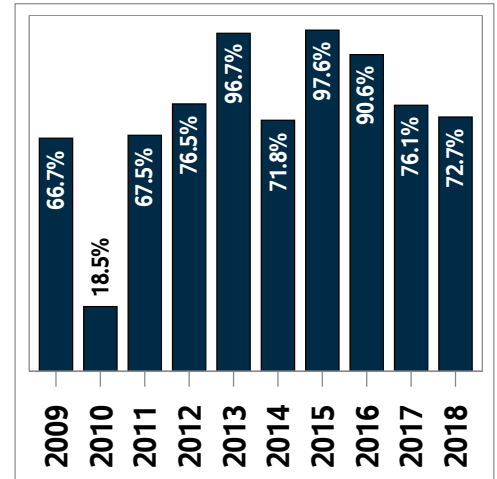
Months of Inventory  
(November only)



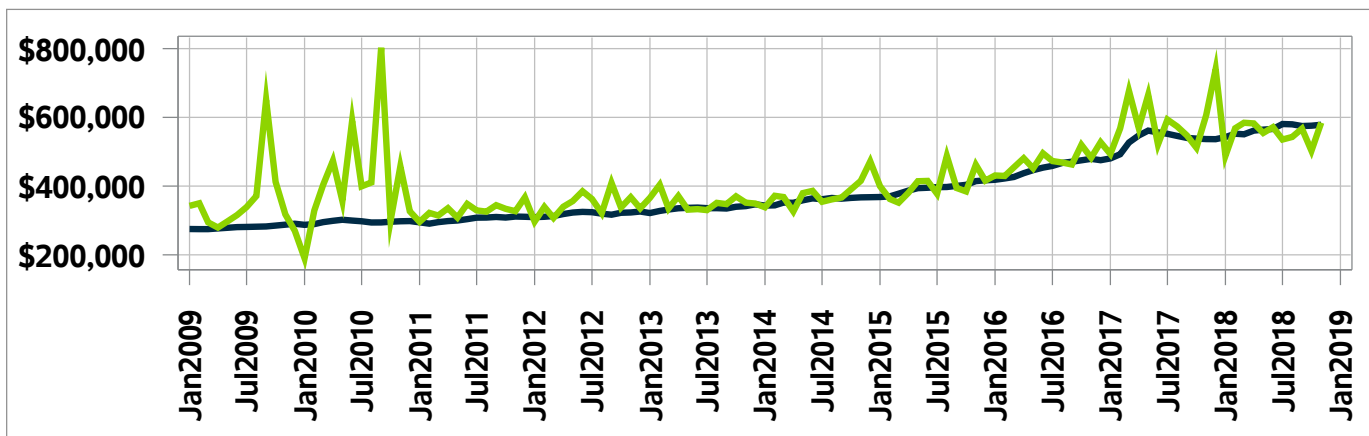
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



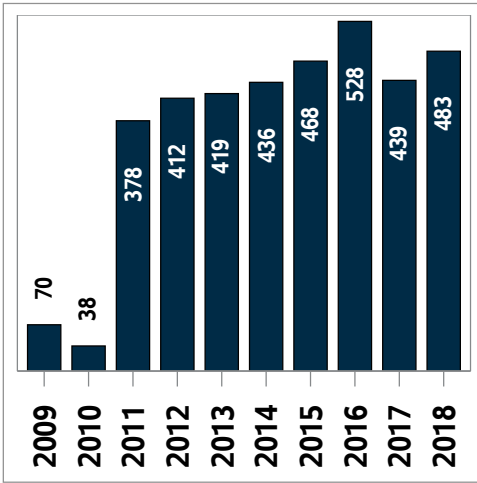
MLS® HPI Composite Benchmark Price and Average Price



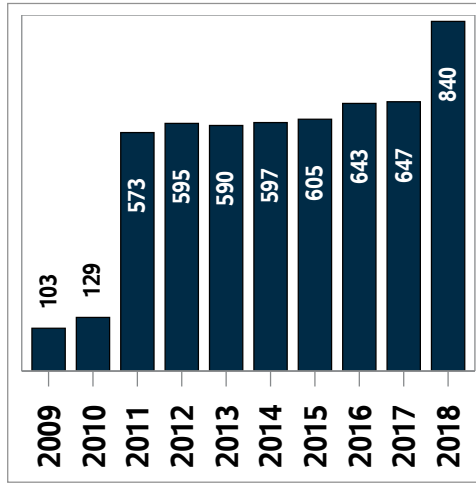
# GRIMSBY (54)

## MLS® Residential Market Activity

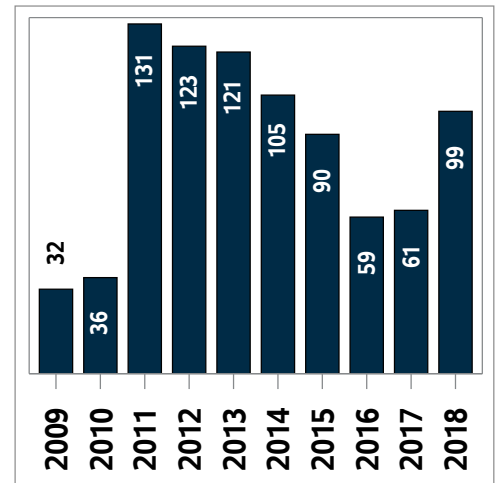
**Sales Activity**  
(November Year-to-date)



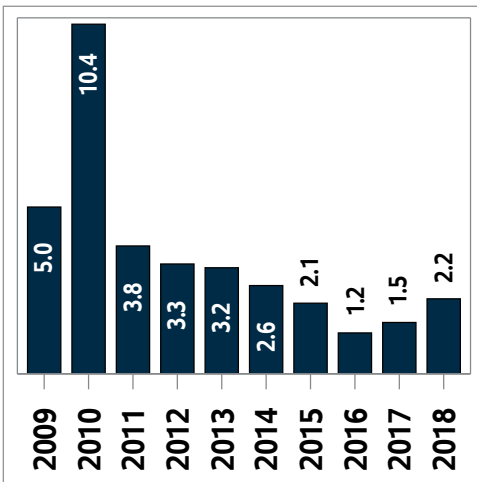
**New Listings**  
(November Year-to-date)



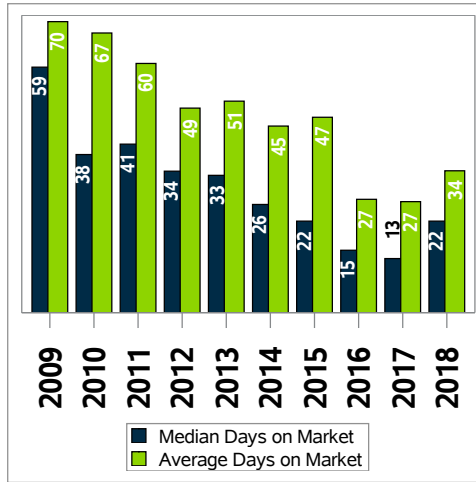
**Active Listings**<sup>1</sup>  
(November Year-to-date)



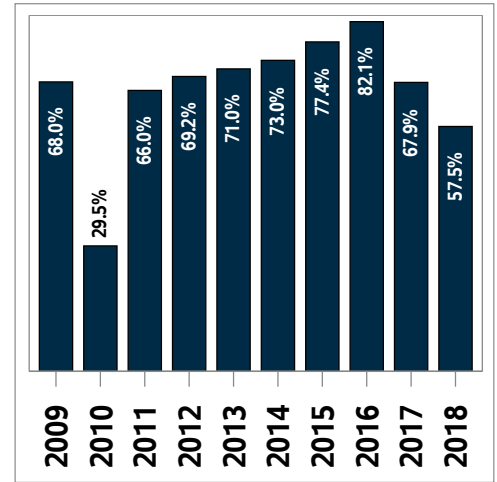
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month

## GRIMSBY (54)

### MLS® Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	32	-8.6	-33.3	-20.0	10.3	18.5	700.0
Dollar Volume	\$18,708,430	-11.9	-19.2	1.2	83.4	111.9	1,762.5
New Listings	44	-4.3	-17.0	7.3	46.7	10.0	633.3
Active Listings	118	42.2	131.4	55.3	19.2	-19.2	187.8
Sales to New Listings Ratio <sup>1</sup>	72.7	76.1	90.6	97.6	96.7	67.5	66.7
Months of Inventory <sup>2</sup>	3.7	2.4	1.1	1.9	3.4	5.4	10.3
Average Price	\$584,638	-3.6	21.1	26.5	66.2	78.8	132.8
Median Price	\$520,000	3.4	18.2	40.7	59.5	79.3	104.1
Sales to List Price Ratio	97.9	97.6	99.7	97.9	97.7	97.6	94.8
Median Days on Market	26.5	30.0	12.5	28.5	51.0	34.0	45.0
Average Days on Market	47.7	35.8	25.5	49.8	54.6	42.1	43.0

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	483	10.0	-8.5	3.2	15.3	27.8	906.3
Dollar Volume	\$268,491,363	4.6	8.4	41.9	83.2	117.6	1,766.9
New Listings	840	29.8	30.6	38.8	42.4	46.6	536.4
Active Listings <sup>3</sup>	99	60.6	67.5	9.6	-18.4	-25.0	143.6
Sales to New Listings Ratio <sup>4</sup>	57.5	67.9	82.1	77.4	71.0	66.0	36.4
Months of Inventory <sup>5</sup>	2.2	1.5	1.2	2.1	3.2	3.8	9.3
Average Price	\$555,883	-4.9	18.5	37.5	59.0	70.3	85.5
Median Price	\$515,000	1.0	19.6	45.1	63.4	74.6	91.8
Sales to List Price Ratio	98.3	101.1	99.8	98.5	96.9	97.5	95.9
Median Days on Market	22.0	13.0	15.0	22.0	33.0	40.5	57.5
Average Days on Market	34.1	26.7	27.2	47.0	50.8	59.9	66.7

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month

<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes



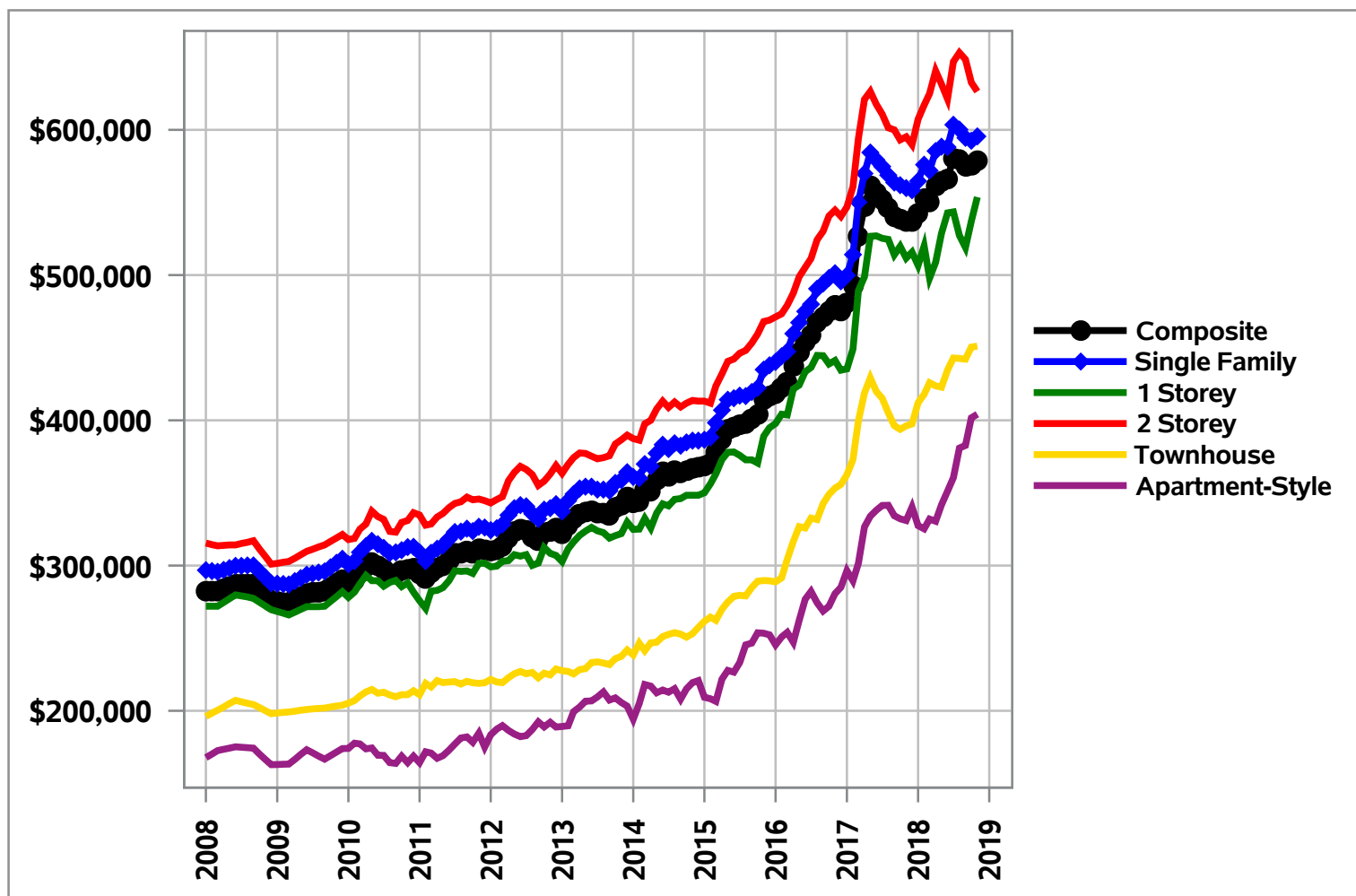
## GRIMSBY (54)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2018	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$578,500	0.5	-0.2	2.5	7.8	39.6	69.3
Single Family	\$595,500	0.5	-0.8	1.2	6.4	36.9	65.9
One Storey	\$553,700	3.1	5.0	4.7	8.2	42.3	72.0
Two Storey	\$626,400	-1.0	-4.1	-0.8	5.2	33.8	62.0
Townhouse	\$451,100	0.2	1.9	6.7	13.9	55.7	89.9
Apartment-Style	\$404,200	0.6	6.1	18.3	22.1	59.5	96.5

### MLS® HPI Benchmark Price



# GRIMSBY (54)

## MLS® HPI Benchmark Descriptions

### Composite

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1422
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	1
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

### Single Family

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1466
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6328
Number of Fireplaces	1
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

# GRIMSBY (54)

## MLS® HPI Benchmark Descriptions

### 1 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Bedrooms	4
Below Ground Bedrooms	1
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1329
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	8088
Number of Fireplaces	1
Total Number Of Rooms	8
Type Of Foundation	Basement, Concrete blocs
Type of Property	Detached
Wastewater Disposal	Municipal sewers

### 2 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1653
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5166
Number of Fireplaces	1
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

## MLS® HPI Benchmark Descriptions

### Townhouse

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1246
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	6
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

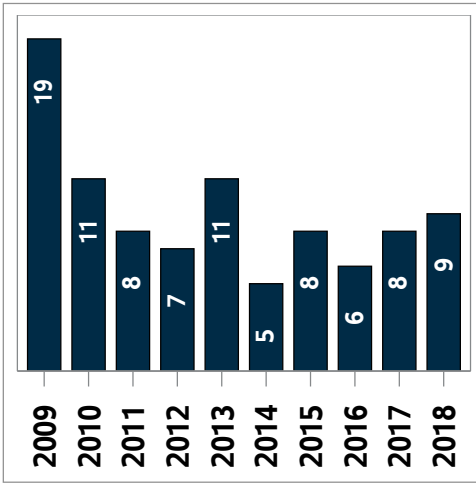
### Apartment-Style

Features	Value
Above Ground Bedrooms	2
Age Category	31 to 50
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1130
Half Bathrooms	0
Heating	Baseboards
Heating Fuel	Electricity
Number of Fireplaces	0
Total Number Of Rooms	5
Wastewater Disposal	Municipal sewers

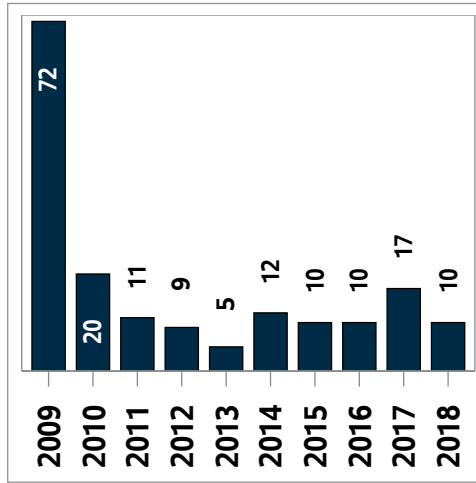
## SMITHVILLE (57)

### MLS® Residential Market Activity

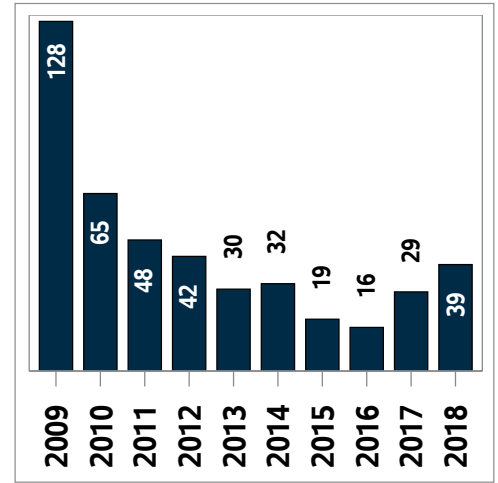
Sales Activity  
(November only)



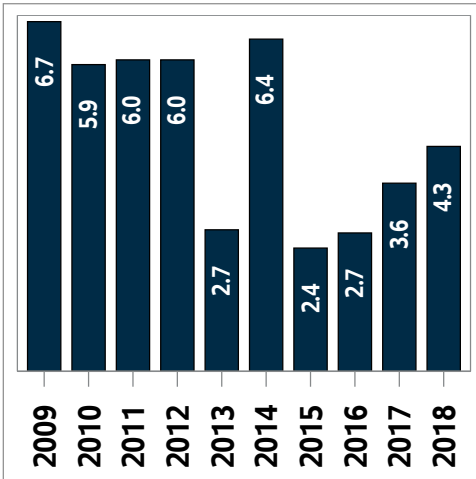
New Listings  
(November only)



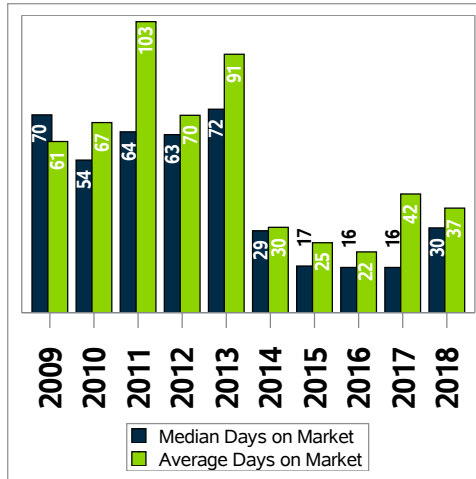
Active Listings  
(November only)



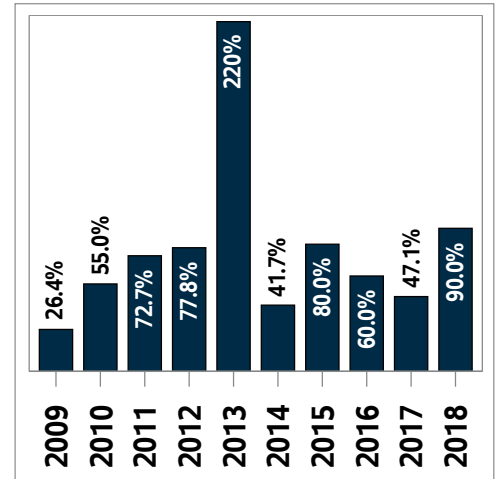
Months of Inventory  
(November only)



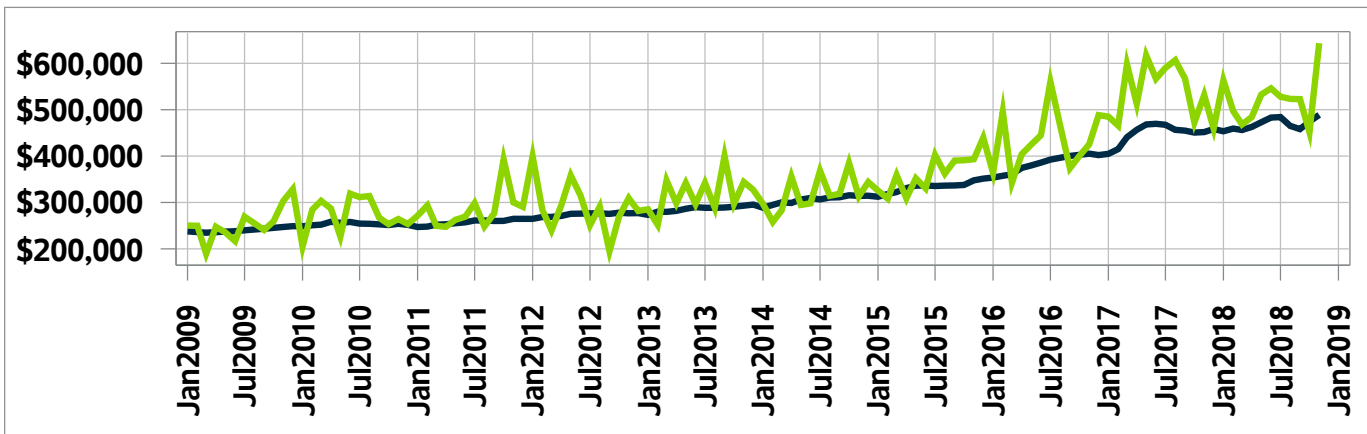
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



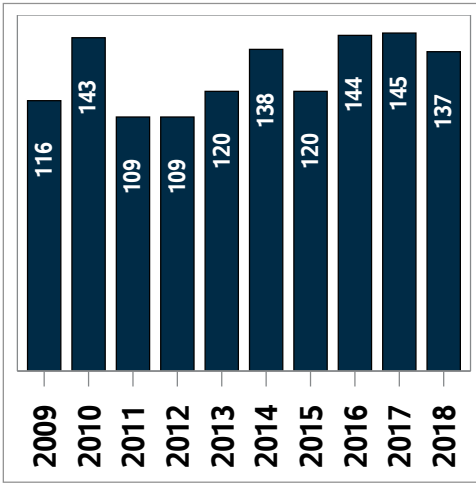
MLS® HPI Composite Benchmark Price and Average Price



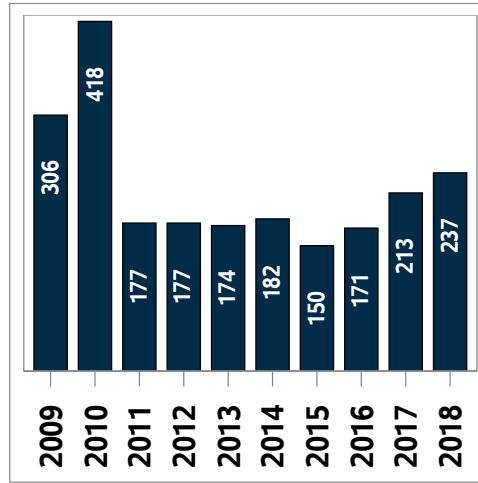
## SMITHVILLE (57)

### MLS® Residential Market Activity

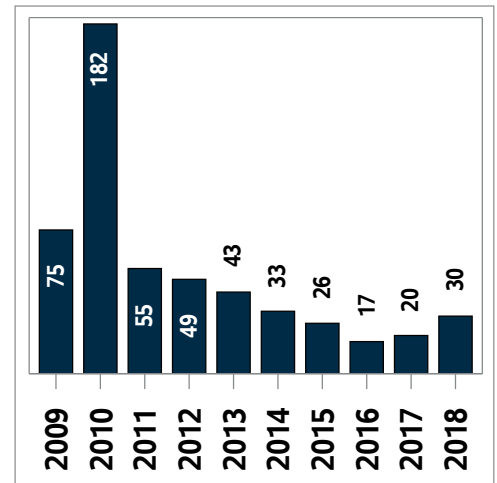
**Sales Activity**  
(November Year-to-date)



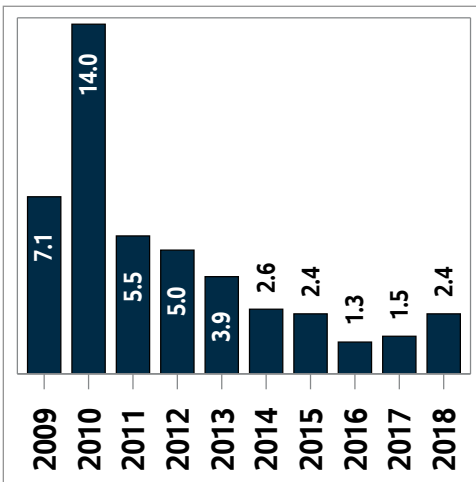
**New Listings**  
(November Year-to-date)



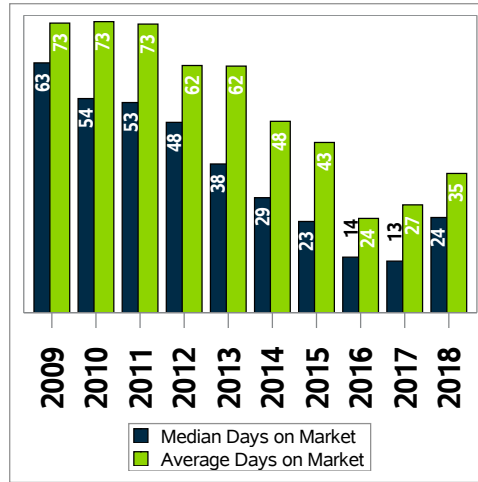
**Active Listings**<sup>1</sup>  
(November Year-to-date)



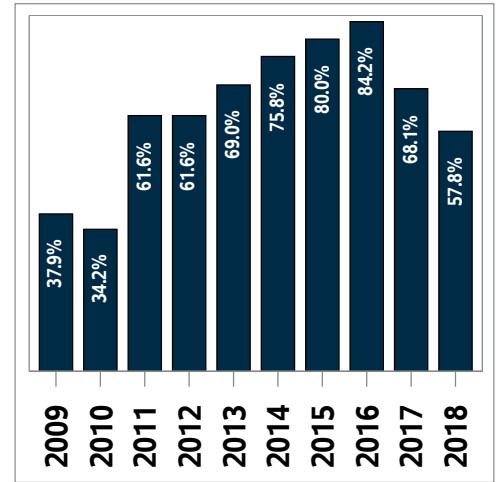
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



**Days on Market**  
(November Year-to-date)



**Sales to New Listings Ratio**  
(November Year-to-date)



<sup>1</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>2</sup> Average active listings January to the current month/average of sales January to the current month



## SMITHVILLE (57)

### MLS® Residential Market Activity

Actual	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	9	12.5	50.0	12.5	-18.2	12.5	50.0
Dollar Volume	\$5,790,977	36.2	127.1	84.1	53.0	141.1	307.5
New Listings	10	-41.2	0.0	0.0	100.0	-9.1	11.1
Active Listings	39	34.5	143.8	105.3	30.0	-18.8	-9.3
Sales to New Listings Ratio <sup>1</sup>	90.0	47.1	60.0	80.0	220.0	72.7	66.7
Months of Inventory <sup>2</sup>	4.3	3.6	2.7	2.4	2.7	6.0	7.2
Average Price	\$643,442	21.0	51.4	63.7	87.0	114.3	171.6
Median Price	\$642,000	20.7	52.9	58.5	88.8	122.1	168.5
Sales to List Price Ratio	98.7	96.6	100.3	99.3	94.7	96.3	96.1
Median Days on Market	30.0	16.0	16.0	16.5	72.0	64.0	14.5
Average Days on Market	37.0	42.0	21.5	24.8	91.5	103.0	26.2

Year-to-date	November 2018	Compared to <sup>6</sup>					
		November 2017	November 2016	November 2015	November 2013	November 2011	November 2008
Sales Activity	137	-5.5	-4.9	14.2	14.2	25.7	7.0
Dollar Volume	\$71,260,046	-12.2	15.7	63.2	86.5	136.2	117.5
New Listings	237	11.3	38.6	58.0	36.2	33.9	9.2
Active Listings <sup>3</sup>	30	50.7	79.3	14.2	-29.5	-45.3	-46.3
Sales to New Listings Ratio <sup>4</sup>	57.8	68.1	84.2	80.0	69.0	61.6	59.0
Months of Inventory <sup>5</sup>	2.4	1.5	1.3	2.4	3.9	5.5	4.8
Average Price	\$520,146	-7.0	21.6	42.9	63.4	87.9	103.2
Median Price	\$497,900	-3.3	24.5	46.4	66.8	93.7	104.1
Sales to List Price Ratio	98.2	101.0	100.0	97.1	97.0	96.8	96.7
Median Days on Market	24.0	13.0	14.0	23.0	37.5	53.0	49.0
Average Days on Market	35.1	27.2	23.8	42.9	62.2	72.8	62.9

<sup>1</sup> Sales / new listings \* 100; Compared to levels from previous periods

<sup>2</sup> Active listings at month end / monthly sales; Compared to levels from previous periods

<sup>3</sup> The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year

<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<sup>5</sup> The year-to-date months of inventory figure is calculated as: average active listings from January to current month / average sales from January to current month

<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

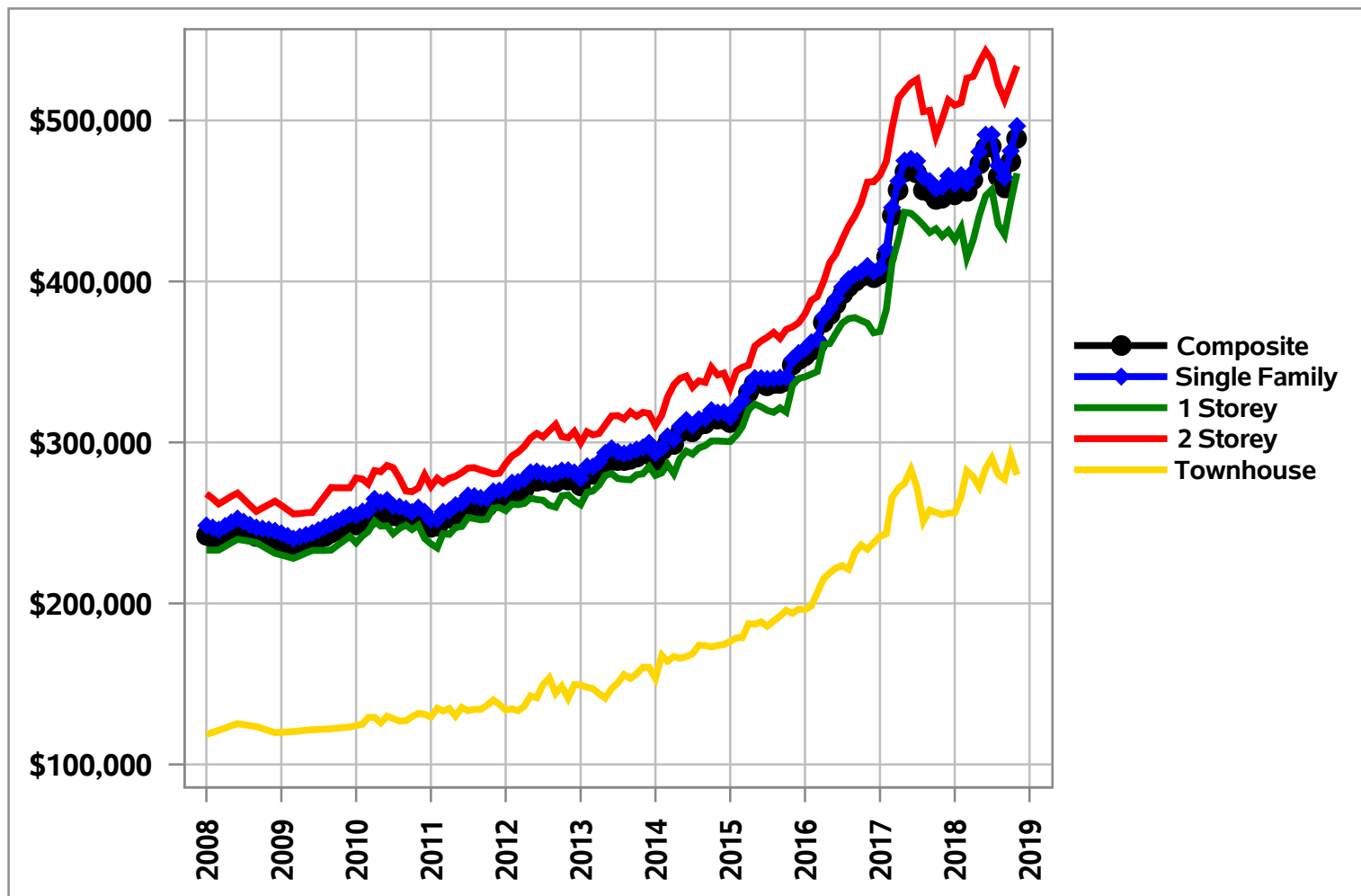
## SMITHVILLE (57)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2018	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$488,900	3.1	5.1	3.4	8.2	40.6	66.8
Single Family	\$496,500	3.2	5.2	3.3	8.2	41.1	67.2
One Storey	\$467,200	4.0	7.3	6.0	9.2	39.3	66.6
Two Storey	\$533,800	2.0	2.2	-0.4	6.6	43.6	67.5
Townhouse	\$279,900	-4.1	-0.1	2.8	9.7	44.4	74.6
Apartment-Style							

#### MLS® HPI Benchmark Price



# SMITHVILLE (57)

## MLS® HPI Benchmark Descriptions

### Composite

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1357
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers

### Single Family

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1372
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6509
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

# SMITHVILLE (57)

## MLS® HPI Benchmark Descriptions

### 1 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	4
Below Ground Bedrooms	1
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1307
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6880
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

### 2 Storey

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Basement Finish	Unfinished
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Double width
Gross Living Area (Above Ground; in sq. ft.)	1676
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6397
Number of Fireplaces	0
Total Number Of Rooms	8
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers

# SMITHVILLE (57)

## MLS® HPI Benchmark Descriptions

### Townhouse

Features	Value
Above Ground Bedrooms	3
Age Category	31 to 50
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1218
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	6
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers