

# NIAGARA NORTH

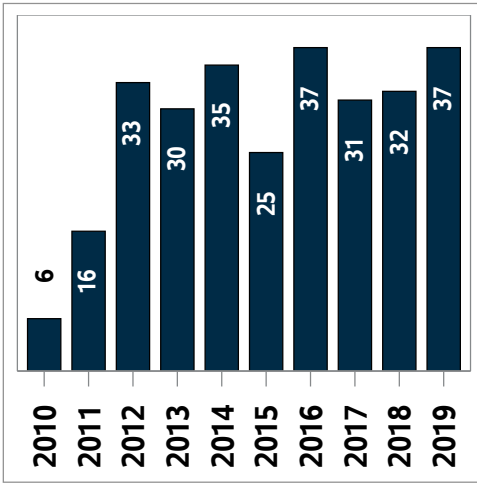
## MLS® Residential Market Activity

### January 2019

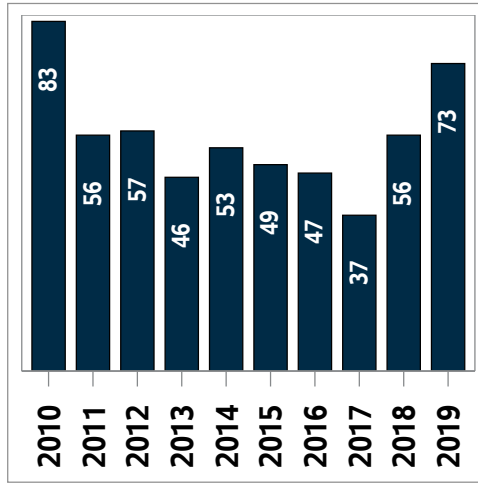


# NIAGARA NORTH MLS® Residential Market Activity

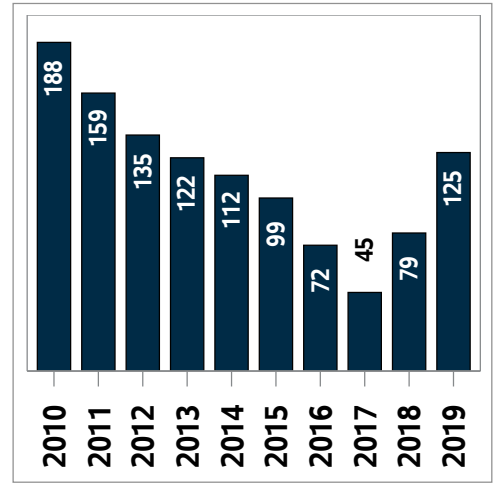
Sales Activity  
(January only)



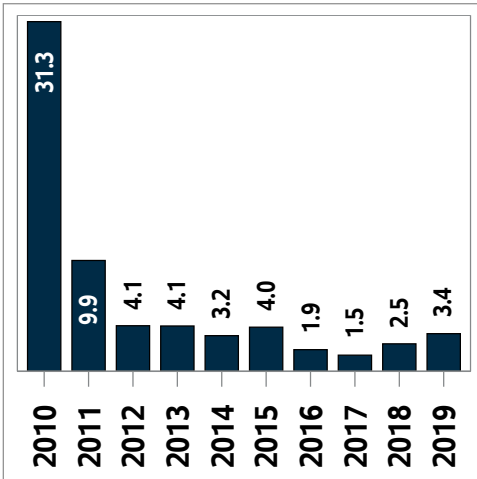
New Listings  
(January only)



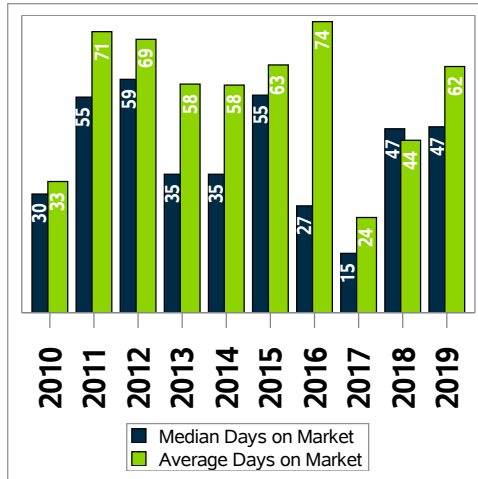
Active Listings  
(January only)



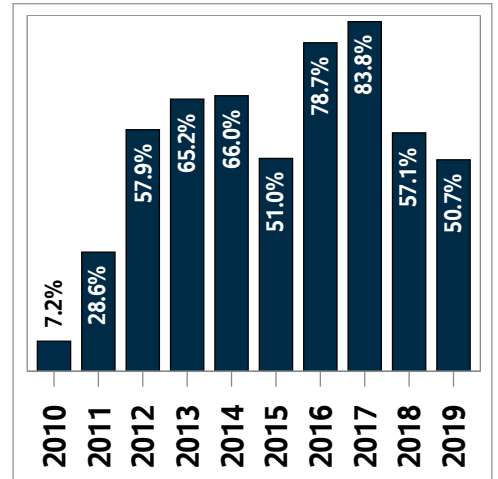
Months of Inventory  
(January only)



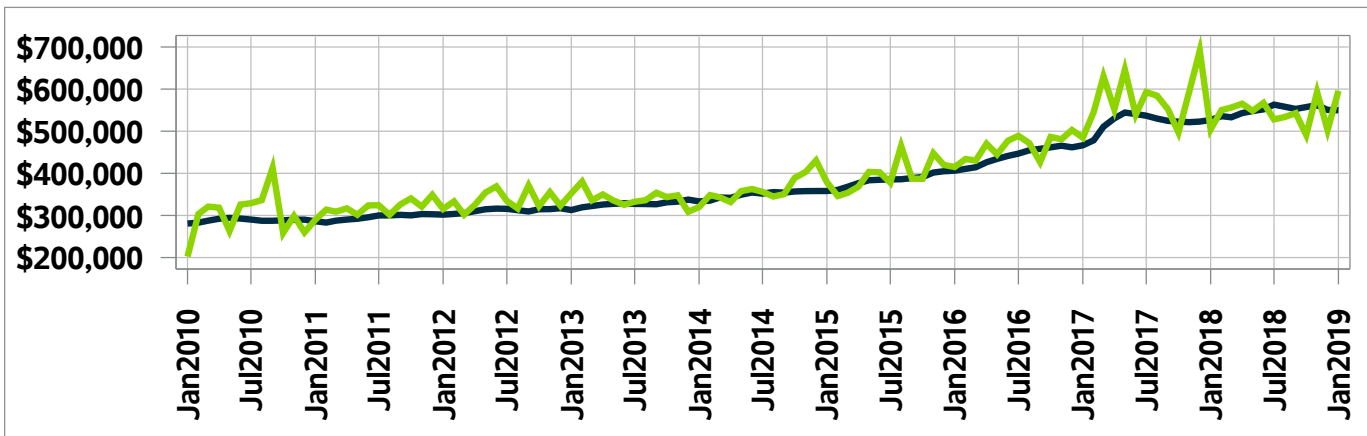
Days on Market  
(January only)



Sales to New Listings Ratio  
(January only)



## MLS® HPI Composite Benchmark Price and Average Price



## NIAGARA NORTH MLS® Residential Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 37           | 15.6                     | 19.4         | 0.0          | 5.7          | 12.1         | 236.4        |
| Dollar Volume                            | \$22,049,650 | 36.6                     | 46.7         | 43.6         | 97.0         | 111.8        | 627.8        |
| New Listings                             | 73           | 30.4                     | 97.3         | 55.3         | 37.7         | 28.1         | 180.8        |
| Active Listings                          | 125          | 58.2                     | 177.8        | 73.6         | 11.6         | -7.4         | 86.6         |
| Sales to New Listings Ratio <sup>1</sup> | 50.7         | 57.1                     | 83.8         | 78.7         | 66.0         | 57.9         | 42.3         |
| Months of Inventory <sup>2</sup>         | 3.4          | 2.5                      | 1.5          | 1.9          | 3.2          | 4.1          | 6.1          |
| Average Price                            | \$595,936    | 18.1                     | 22.9         | 43.6         | 86.4         | 88.9         | 116.4        |
| Median Price                             | \$537,500    | 18.4                     | 17.4         | 44.1         | 82.2         | 94.7         | 99.4         |
| Sales to List Price Ratio                | 97.6         | 98.3                     | 100.1        | 98.5         | 97.0         | 93.5         | 96.1         |
| Median Days on Market                    | 47.0         | 46.5                     | 15.0         | 27.0         | 35.0         | 59.0         | 29.0         |
| Average Days on Market                   | 62.2         | 43.6                     | 24.1         | 73.6         | 57.5         | 69.1         | 71.2         |

<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

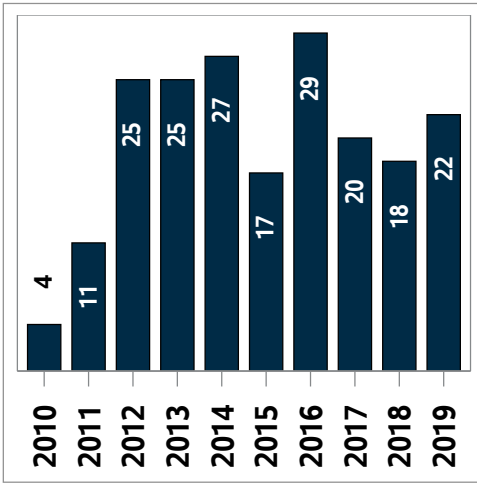
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

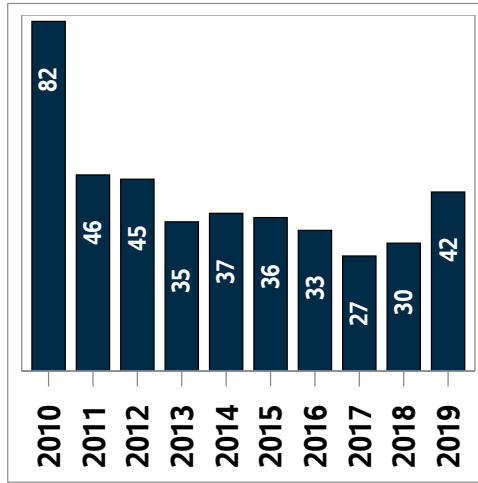
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Single Family Market Activity

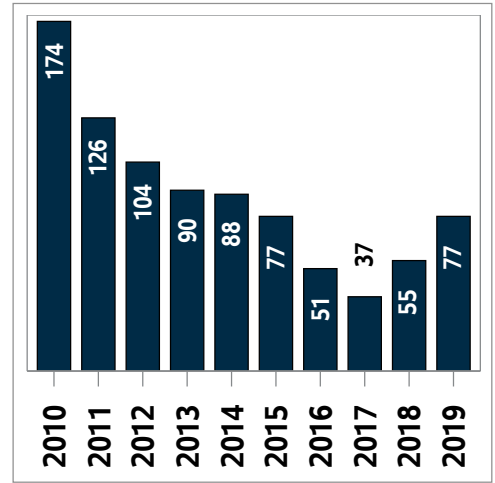
Sales Activity  
(January only)



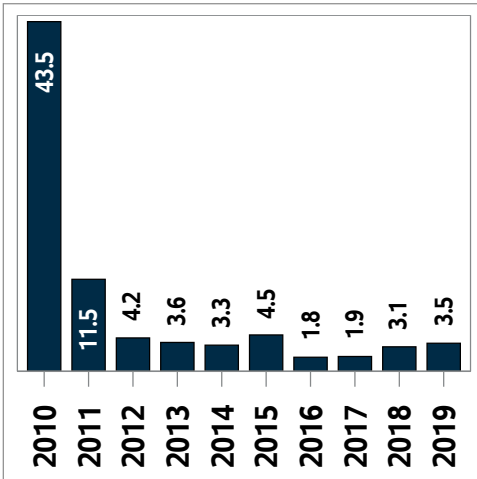
New Listings  
(January only)



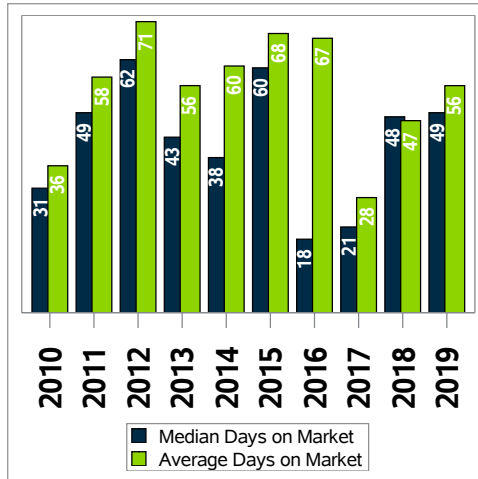
Active Listings  
(January only)



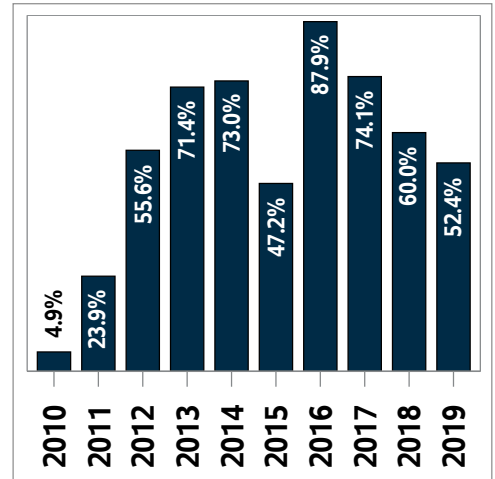
Months of Inventory  
(January only)



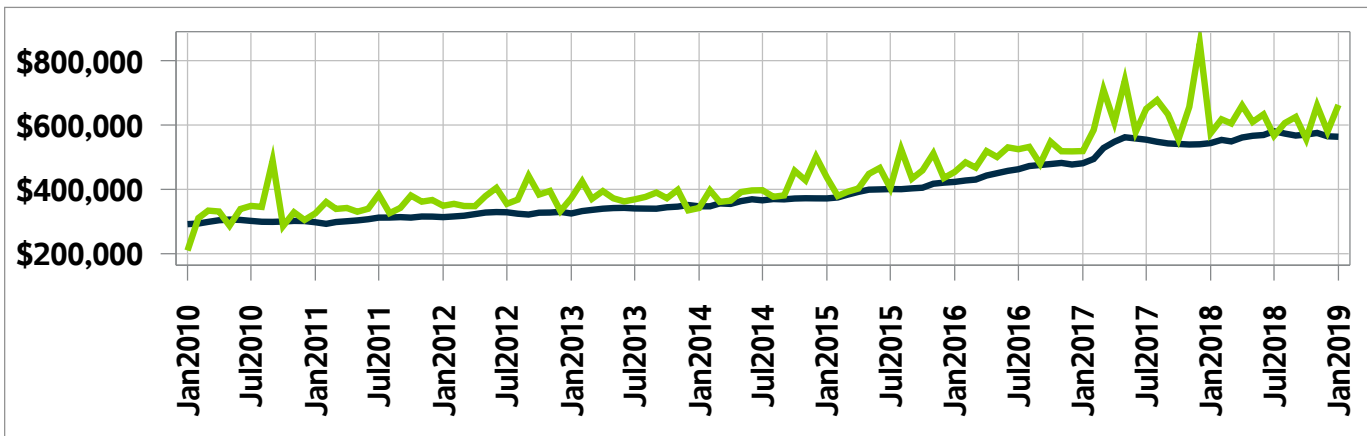
Days on Market  
(January only)



Sales to New Listings Ratio  
(January only)



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



## NIAGARA NORTH MLS® Single Family Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 22           | 22.2                     | 10.0         | -24.1        | -18.5        | -12.0        | 144.4        |
| Dollar Volume                            | \$14,574,600 | 41.0                     | 40.4         | 10.7         | 57.8         | 67.0         | 460.7        |
| New Listings                             | 42           | 40.0                     | 55.6         | 27.3         | 13.5         | -6.7         | 100.0        |
| Active Listings                          | 77           | 40.0                     | 108.1        | 51.0         | -12.5        | -26.0        | 32.8         |
| Sales to New Listings Ratio <sup>1</sup> | 52.4         | 60.0                     | 74.1         | 87.9         | 73.0         | 55.6         | 42.9         |
| Months of Inventory <sup>2</sup>         | 3.5          | 3.1                      | 1.9          | 1.8          | 3.3          | 4.2          | 6.4          |
| Average Price                            | \$662,482    | 15.3                     | 27.7         | 45.9         | 93.6         | 89.8         | 129.4        |
| Median Price                             | \$615,500    | 11.0                     | 20.7         | 43.1         | 94.2         | 95.4         | 126.3        |
| Sales to List Price Ratio                | 97.7         | 98.0                     | 99.2         | 98.2         | 97.1         | 96.1         | 95.9         |
| Median Days on Market                    | 49.0         | 48.0                     | 21.0         | 18.0         | 38.0         | 62.0         | 74.0         |
| Average Days on Market                   | 55.6         | 47.1                     | 28.2         | 67.2         | 60.4         | 71.3         | 81.7         |

<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

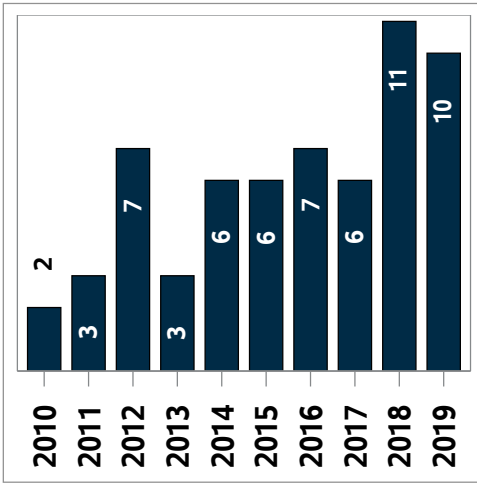
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

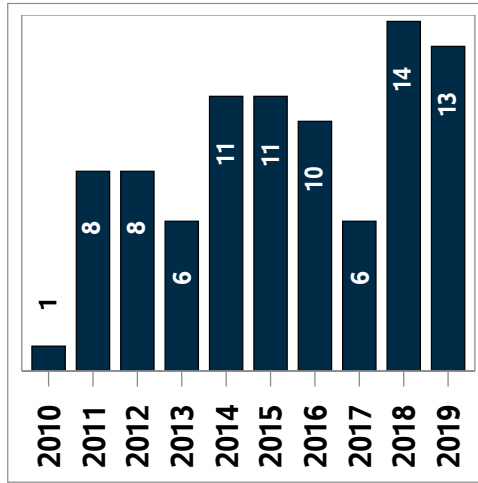
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Townhouse Market Activity

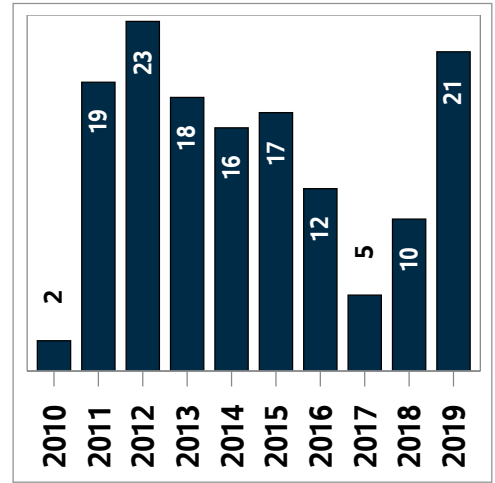
Sales Activity  
(January only)



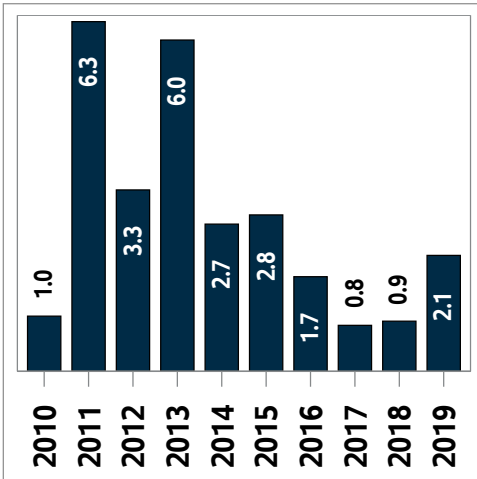
New Listings  
(January only)



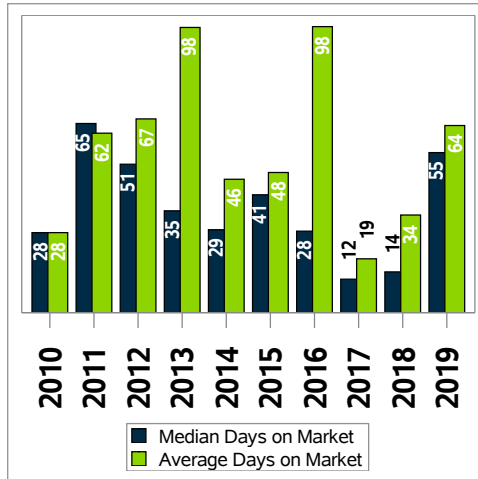
Active Listings  
(January only)



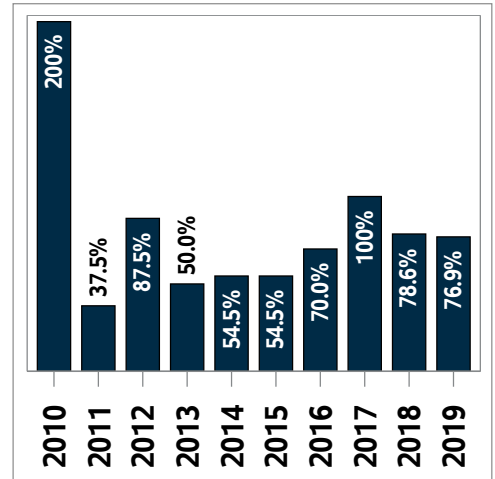
Months of Inventory  
(January only)



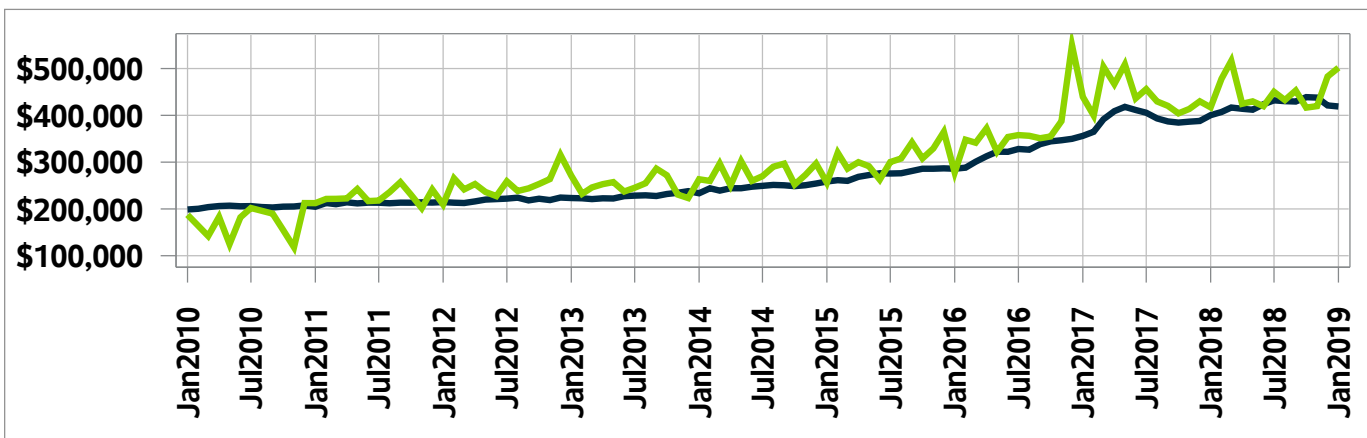
Days on Market  
(January only)



Sales to New Listings Ratio  
(January only)



MLS® HPI Townhouse Benchmark Price and Average Price



## NIAGARA NORTH MLS® Townhouse Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 10           | -9.1                     | 66.7         | 42.9         | 66.7         | 42.9         |              |
| Dollar Volume                            | \$5,017,150  | 9.4                      | 90.3         | 157.9        | 217.4        | 242.2        |              |
| New Listings                             | 13           | -7.1                     | 116.7        | 30.0         | 18.2         | 62.5         | 333.3        |
| Active Listings                          | 21           | 110.0                    | 320.0        | 75.0         | 31.3         | -8.7         | 200.0        |
| Sales to New Listings Ratio <sup>1</sup> | 76.9         | 78.6                     | 100.0        | 70.0         | 54.5         | 87.5         |              |
| Months of Inventory <sup>2</sup>         | 2.1          | 0.9                      | 0.8          | 1.7          | 2.7          | 3.3          |              |
| Average Price                            | \$501,715    | 20.3                     | 14.2         | 80.5         | 90.5         | 139.6        |              |
| Median Price                             | \$460,000    | 8.2                      | 5.1          | 60.3         | 79.9         | 98.3         |              |
| Sales to List Price Ratio                | 97.7         | 98.6                     | 104.0        | 99.4         | 98.0         | 83.2         |              |
| Median Days on Market                    | 55.0         | 14.0                     | 11.5         | 28.0         | 28.5         | 51.0         |              |
| Average Days on Market                   | 64.3         | 33.5                     | 18.5         | 98.3         | 45.8         | 66.6         |              |

<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

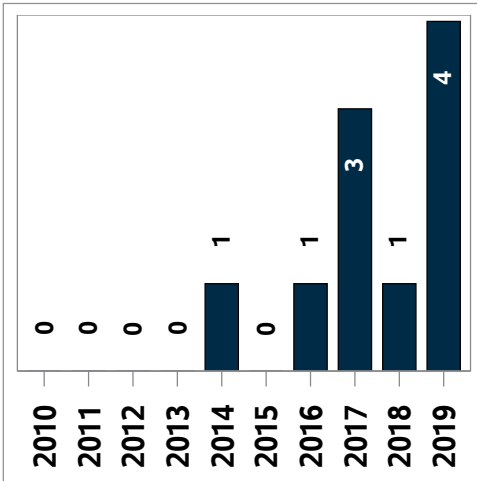
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

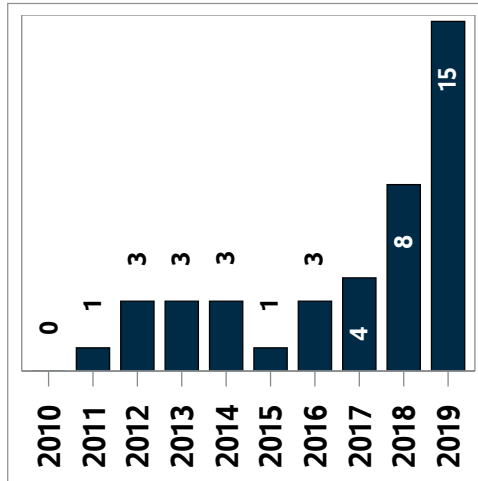
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Apartment-Style Market Activity

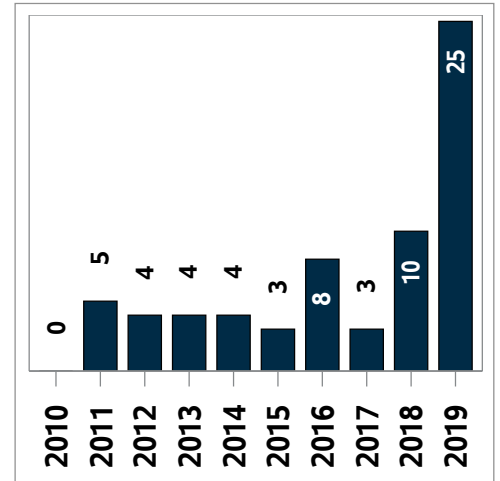
**Sales Activity  
(January only)**



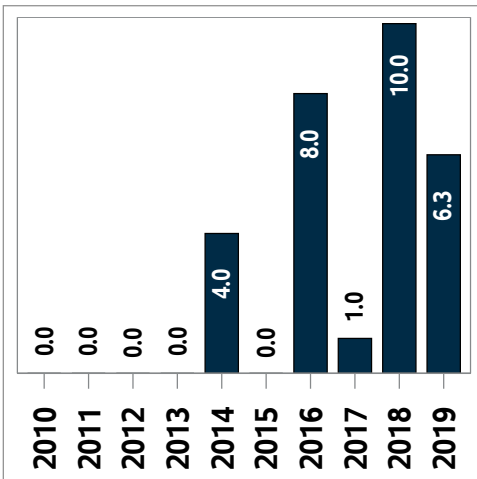
**New Listings  
(January only)**



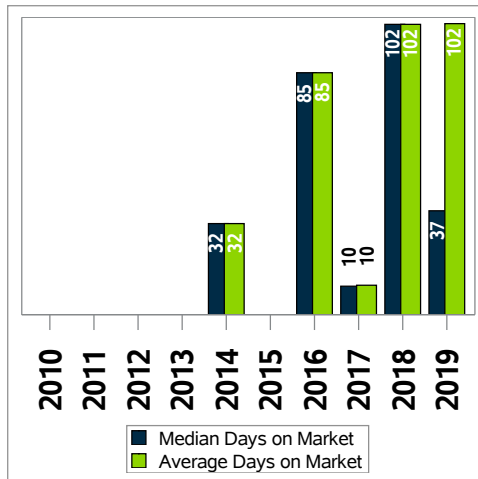
**Active Listings  
(January only)**



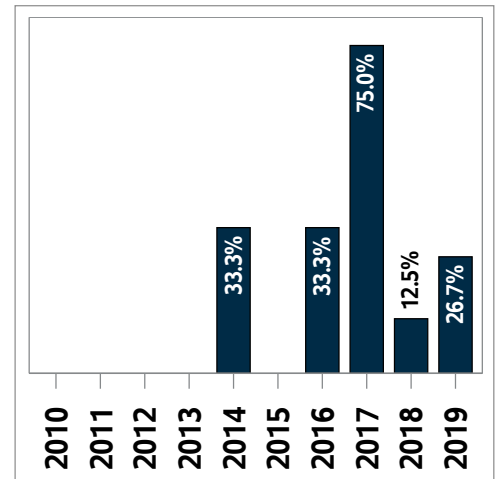
**Months of Inventory  
(January only)**



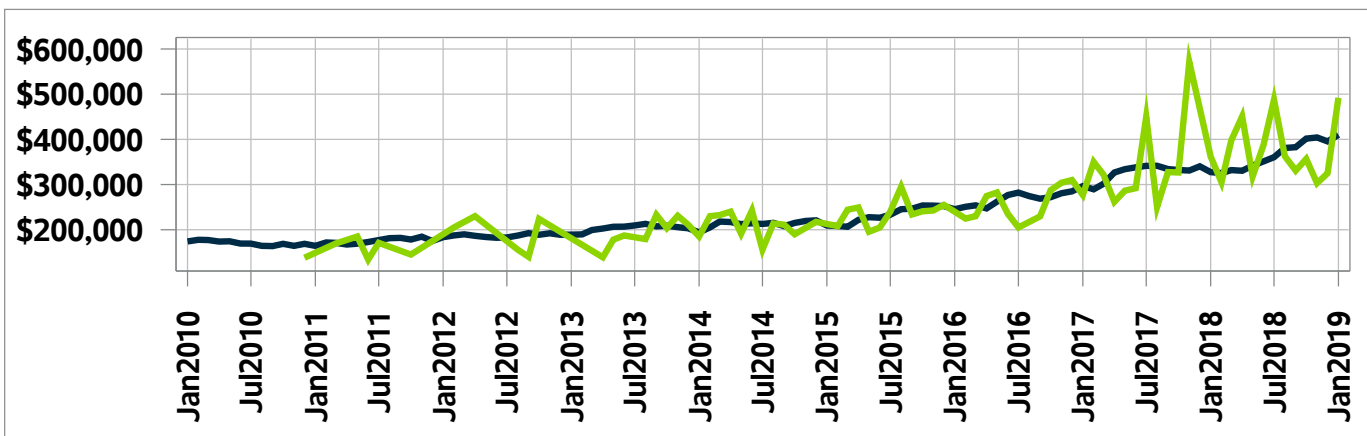
**Days on Market  
(January only)**



**Sales to New Listings Ratio  
(January only)**



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





## NIAGARA NORTH MLS® Apartment-Style Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 4            | 300.0                    | 33.3         | 300.0        | 300.0        |              |              |
| Dollar Volume                            | \$1,968,000  | 443.6                    | 137.0        | 720.3        | 963.8        |              |              |
| New Listings                             | 15           | 87.5                     | 275.0        | 400.0        | 400.0        | 400.0        |              |
| Active Listings                          | 25           | 150.0                    | 733.3        | 212.5        | 525.0        | 525.0        | 2,400.0      |
| Sales to New Listings Ratio <sup>1</sup> | 26.7         | 12.5                     | 75.0         | 33.3         | 33.3         |              |              |
| Months of Inventory <sup>2</sup>         | 6.3          | 10.0                     | 1.0          | 8.0          | 4.0          |              |              |
| Average Price                            | \$492,000    | 35.9                     | 77.7         | 105.1        | 165.9        |              |              |
| Median Price                             | \$481,000    | 32.9                     | 71.5         | 100.5        | 160.0        |              |              |
| Sales to List Price Ratio                | 95.9         | 97.9                     | 99.5         | 100.0        | 94.9         |              |              |
| Median Days on Market                    | 36.5         | 102.0                    | 10.0         | 85.0         | 32.0         |              |              |
| Average Days on Market                   | 102.3        | 102.0                    | 10.3         | 85.0         | 32.0         |              |              |

<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

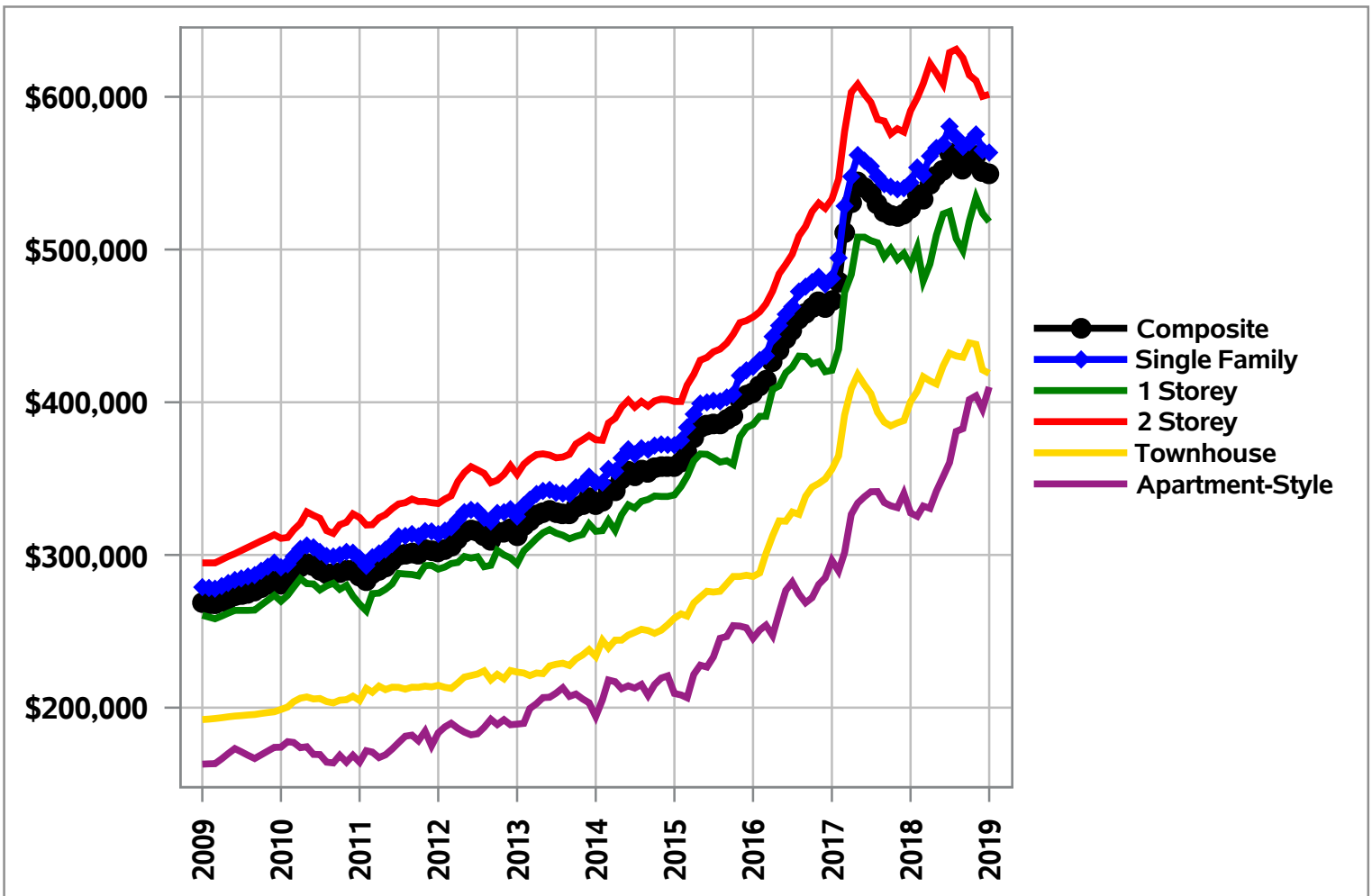
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® HPI Benchmark Price

## MLS® Home Price Index Benchmark Price

| Benchmark Type: | January 2019 | percentage change vs. |              |              |               |             |             |
|-----------------|--------------|-----------------------|--------------|--------------|---------------|-------------|-------------|
|                 |              | 1 month ago           | 3 months ago | 6 months ago | 12 months ago | 3 years ago | 5 years ago |
| Composite       | \$549,800    | -0.2                  | -1.4         | -2.4         | 4.4           | 35.3        | 65.0        |
| Single Family   | \$563,500    | -0.3                  | -1.2         | -2.9         | 3.6           | 33.2        | 62.2        |
| One Storey      | \$518,200    | -1.1                  | -0.1         | -1.3         | 5.9           | 34.4        | 64.2        |
| Two Storey      | \$601,600    | 0.2                   | -2.1         | -4.4         | 1.8           | 32.0        | 60.3        |
| Townhouse       | \$418,900    | -0.5                  | -4.6         | -3.1         | 4.6           | 46.5        | 79.4        |
| Apartment-Style | \$410,000    | 3.7                   | 2.1          | 13.7         | 25.2          | 67.1        | 111.1       |

## 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

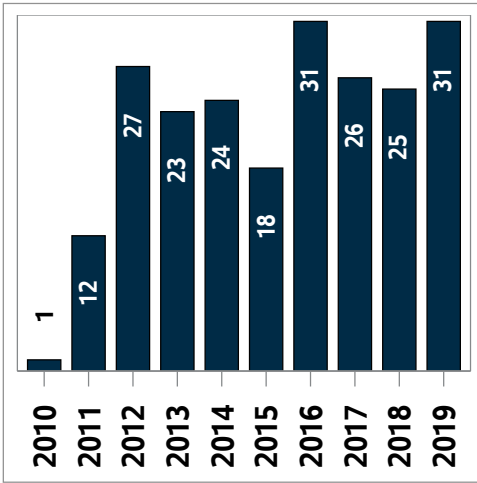
| Features                                     | Value                     |
|--|---------------------------|
| Above Ground Bedrooms                        | 3                         |
| Age Category                                 | 6 to 15                   |
| Attached Specification                       | 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

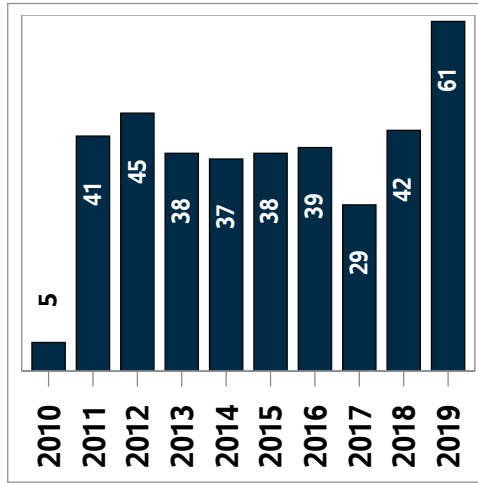
| Features                                     | Value                |
|--|----------------------|
| Above Ground Bedrooms                        | 2                    |
| Age Category                                 | 6 to 15              |
| Basement Finish                              | Unfinished           |
| 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

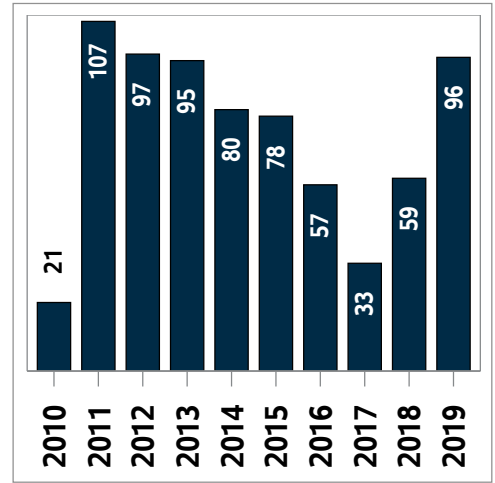
Sales Activity (January only)



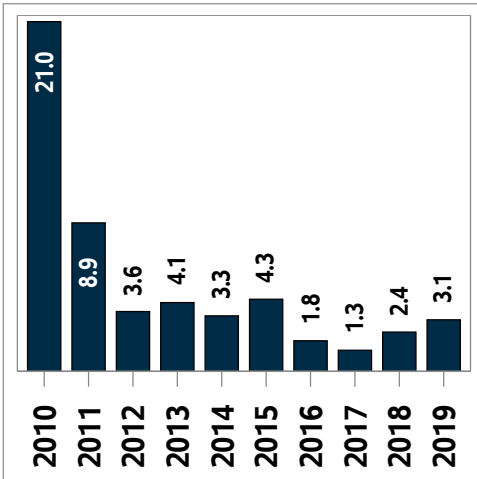
New Listings (January only)



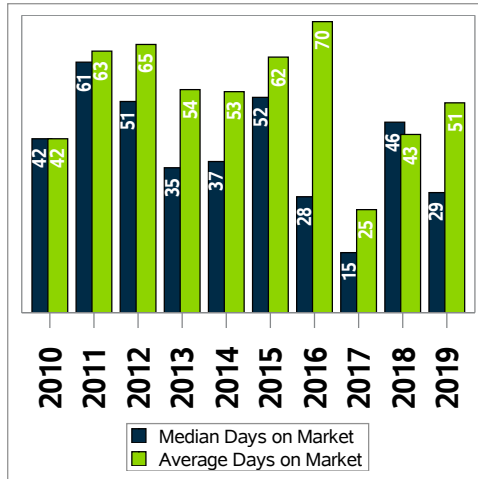
Active Listings (January only)



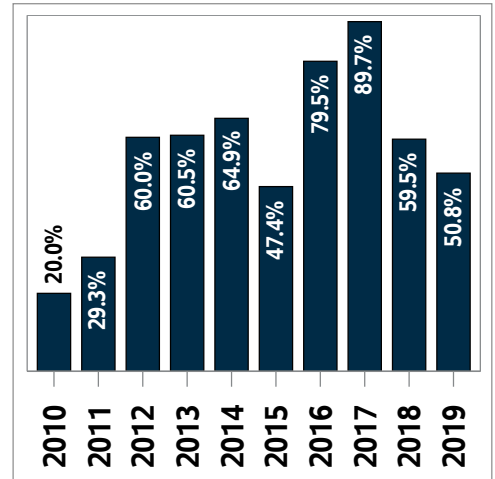
Months of Inventory (January only)



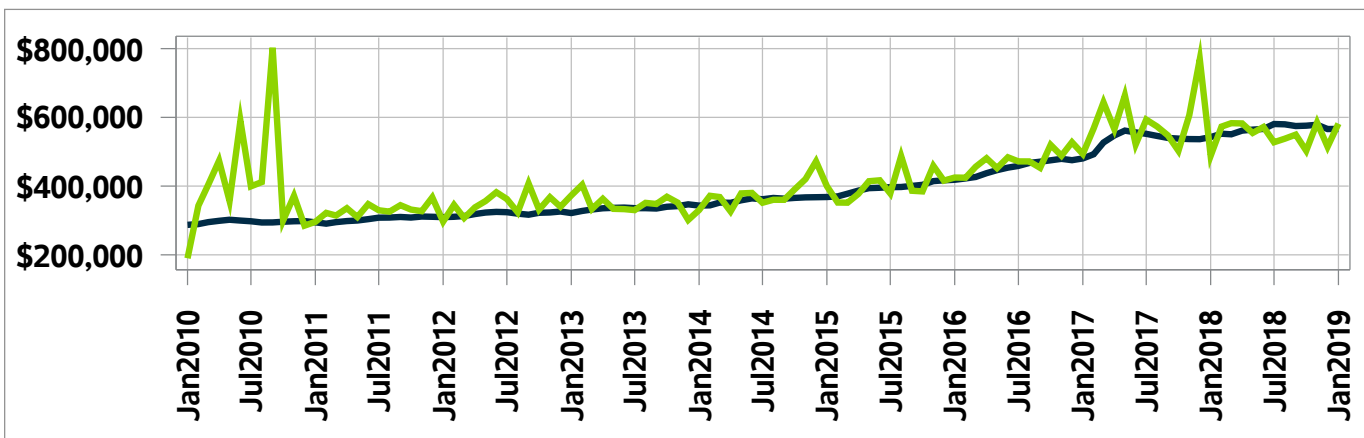
Days on Market (January only)



Sales to New Listings Ratio (January only)



MLS® HPI Composite Benchmark Price and Average Price



## GRIMSBY (54)

### MLS® Residential Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 31           | 24.0                     | 19.2         | 0.0          | 29.2         | 14.8         | 933.3        |
| Dollar Volume                            | \$18,034,750 | 47.8                     | 40.6         | 36.9         | 127.5        | 125.1        | 1,655.2      |
| New Listings                             | 61           | 45.2                     | 110.3        | 56.4         | 64.9         | 35.6         | 771.4        |
| Active Listings                          | 96           | 62.7                     | 190.9        | 68.4         | 20.0         | -1.0         | 220.0        |
| Sales to New Listings Ratio <sup>1</sup> | 50.8         | 59.5                     | 89.7         | 79.5         | 64.9         | 60.0         | 42.9         |
| Months of Inventory <sup>2</sup>         | 3.1          | 2.4                      | 1.3          | 1.8          | 3.3          | 3.6          | 10.0         |
| Average Price                            | \$581,766    | 19.2                     | 17.9         | 36.9         | 76.1         | 96.1         | 69.9         |
| Median Price                             | \$537,500    | 16.8                     | 16.5         | 38.9         | 86.0         | 99.1         | 85.3         |
| Sales to List Price Ratio                | 98.0         | 98.5                     | 100.3        | 98.5         | 96.5         | 92.8         | 97.2         |
| Median Days on Market                    | 29.0         | 46.0                     | 14.5         | 28.0         | 36.5         | 51.0         | 74.0         |
| Average Days on Market                   | 50.7         | 43.0                     | 24.9         | 70.3         | 53.4         | 64.8         | 70.7         |

<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

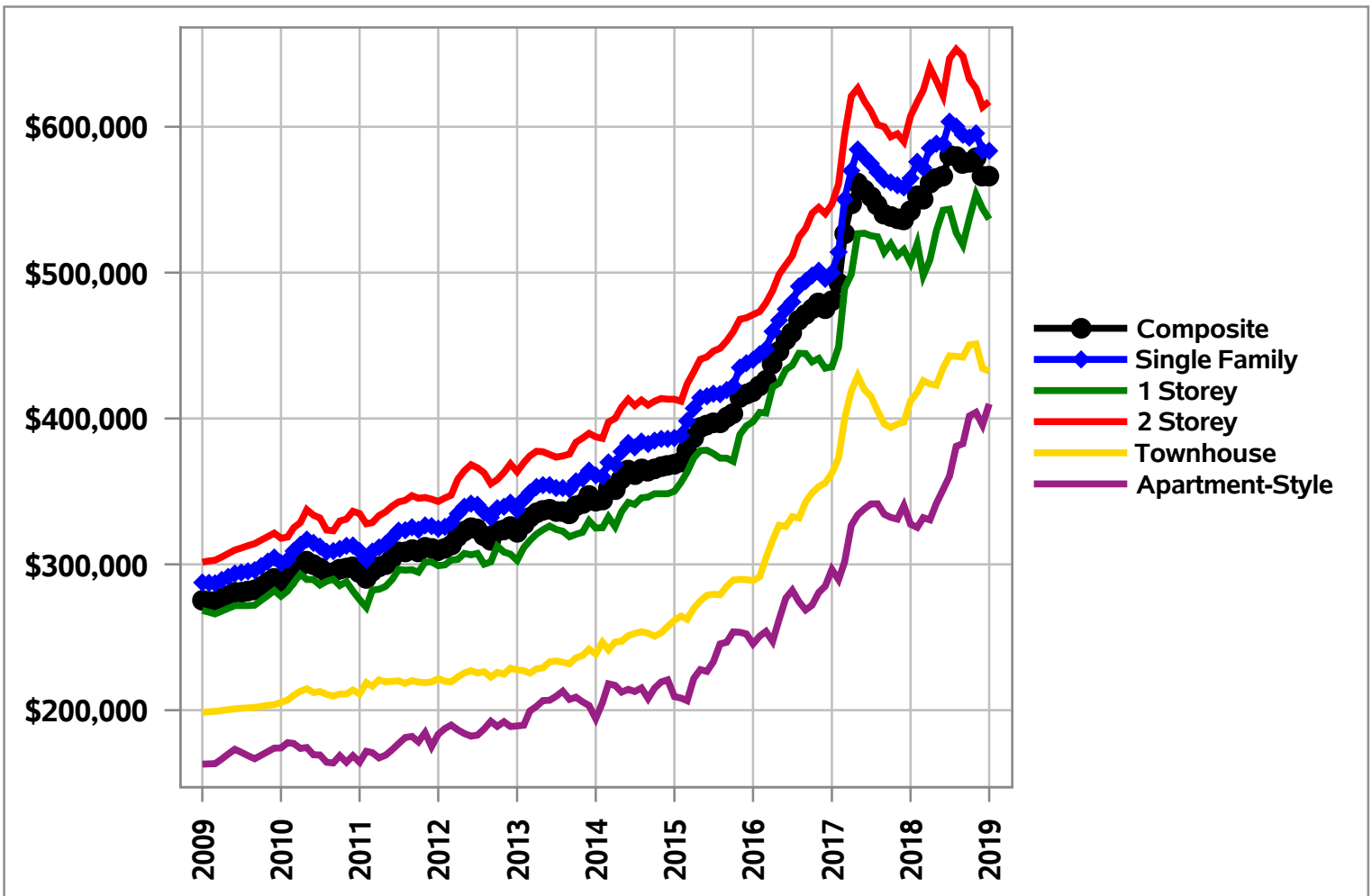
# GRIMSBY (54)

## MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

| Benchmark Type: | January 2019 | percentage change vs. |              |              |               |             |             |
|-----------------|--------------|-----------------------|--------------|--------------|---------------|-------------|-------------|
|                 |              | 1 month ago           | 3 months ago | 6 months ago | 12 months ago | 3 years ago | 5 years ago |
| Composite       | \$566,500    | 0.1                   | -1.6         | -2.4         | 4.4           | 35.4        | 65.0        |
| Single Family   | \$583,500    | -0.1                  | -1.5         | -3.3         | 3.3           | 32.6        | 61.6        |
| One Storey      | \$536,600    | -1.4                  | -0.1         | -1.3         | 5.9           | 34.9        | 65.2        |
| Two Storey      | \$617,300    | 0.6                   | -2.4         | -4.6         | 1.6           | 31.0        | 59.3        |
| Townhouse       | \$432,500    | -0.4                  | -4.0         | -2.3         | 5.0           | 49.8        | 81.3        |
| Apartment-Style | \$410,000    | 3.7                   | 2.1          | 13.7         | 25.2          | 67.1        | 111.1       |

### 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          |

# GRIMSBY (54)

## MLS® HPI Benchmark Descriptions

### Townhouse

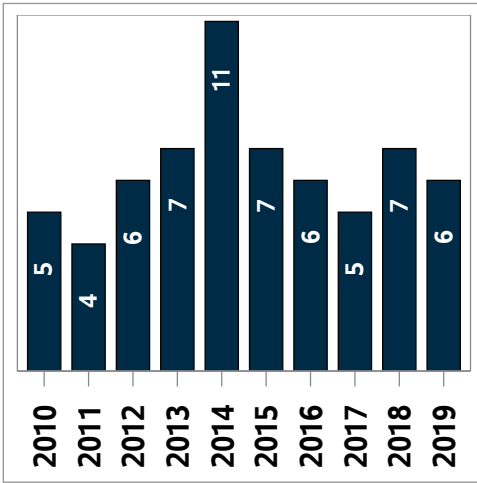
| Features                                     | Value                     |
|--|---------------------------|
| Above Ground Bedrooms                        | 3                         |
| Age Category                                 | 6 to 15                   |
| Attached Specification                       | 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

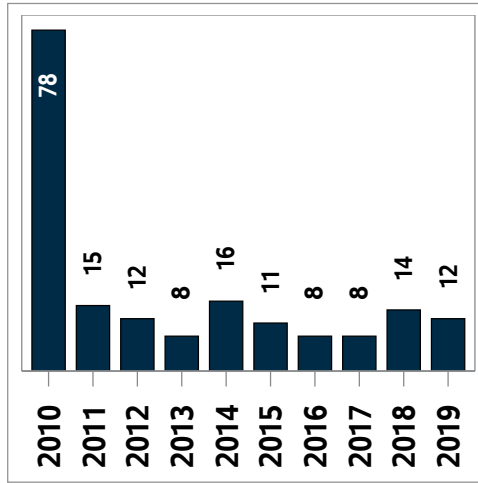
| Features                                     | Value                |
|--|----------------------|
| Above Ground Bedrooms                        | 2                    |
| Age Category                                 | 31 to 50             |
| Basement Finish                              | Unfinished           |
| 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

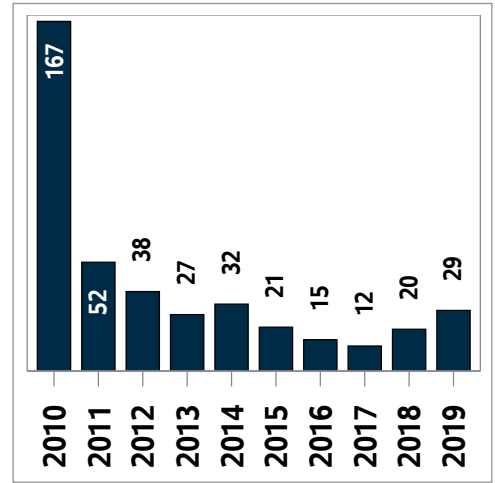
Sales Activity (January only)



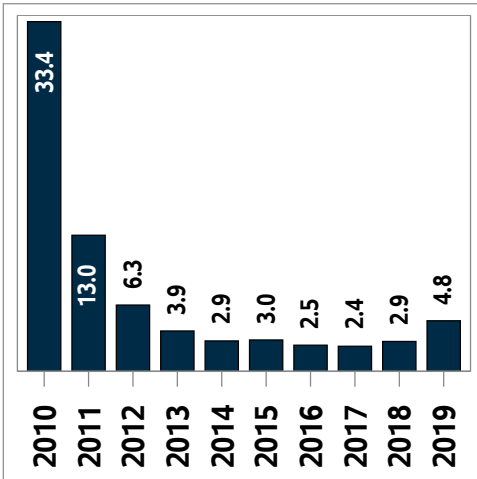
New Listings (January only)



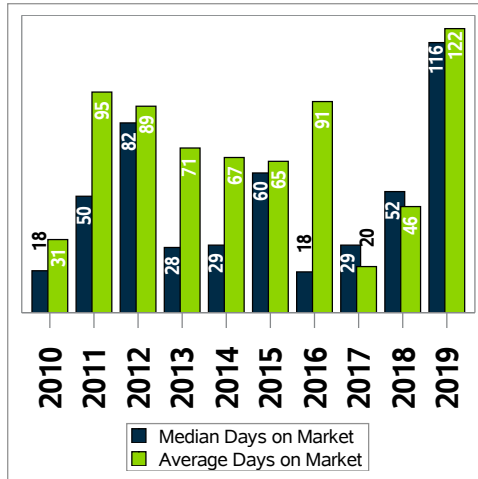
Active Listings (January only)



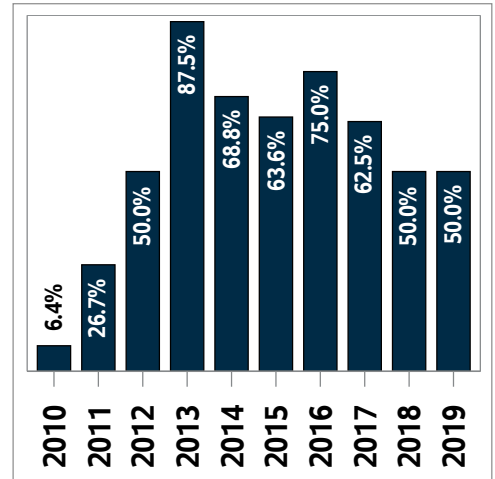
Months of Inventory (January only)



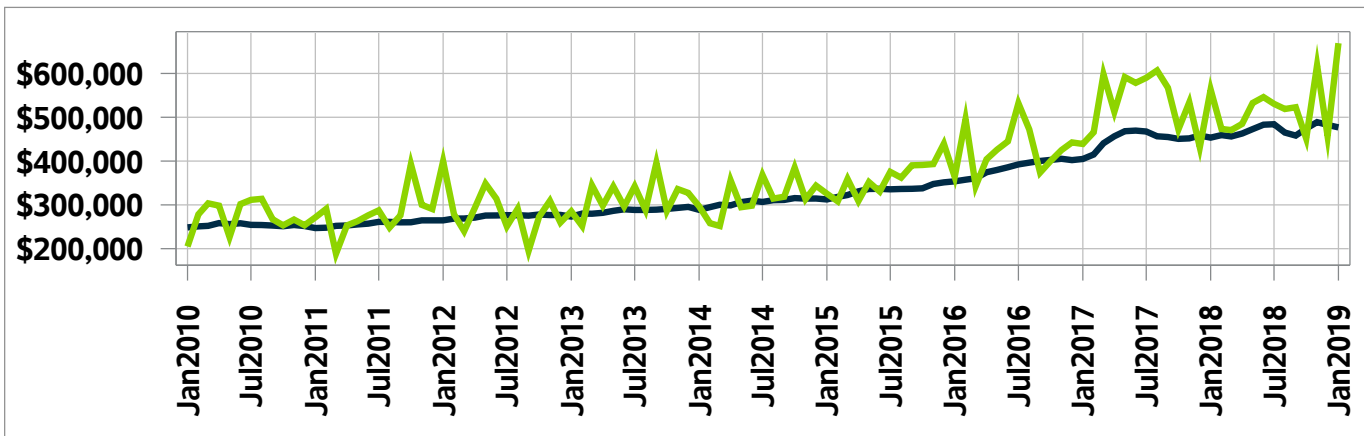
Days on Market (January only)



Sales to New Listings Ratio (January only)



## MLS® HPI Composite Benchmark Price and Average Price



## SMITHVILLE (57)

### MLS® Residential Market Activity

| Actual                                   | January 2019 | Compared to <sup>6</sup> |              |              |              |              |              |
|--|--------------|--------------------------|--------------|--------------|--------------|--------------|--------------|
|  |              | January 2018             | January 2017 | January 2016 | January 2014 | January 2012 | January 2009 |
| Sales Activity                           | 6            | -14.3                    | 20.0         | 0.0          | -45.5        | 0.0          | -25.0        |
| Dollar Volume                            | \$4,014,900  | 1.8                      | 82.9         | 83.9         | 23.0         | 67.5         | 100.5        |
| New Listings                             | 12           | -14.3                    | 50.0         | 50.0         | -25.0        | 0.0          | -36.8        |
| Active Listings                          | 29           | 45.0                     | 141.7        | 93.3         | -9.4         | -23.7        | -21.6        |
| Sales to New Listings Ratio <sup>1</sup> | 50.0         | 50.0                     | 62.5         | 75.0         | 68.8         | 50.0         | 42.1         |
| Months of Inventory <sup>2</sup>         | 4.8          | 2.9                      | 2.4          | 2.5          | 2.9          | 6.3          | 4.6          |
| Average Price                            | \$669,150    | 18.8                     | 52.4         | 83.9         | 125.5        | 67.5         | 167.4        |
| Median Price                             | \$610,000    | 36.2                     | 48.8         | 66.7         | 100.0        | 76.8         | 162.4        |
| Sales to List Price Ratio                | 95.5         | 97.6                     | 99.3         | 98.5         | 97.9         | 96.6         | 95.6         |
| Median Days on Market                    | 116.0        | 52.0                     | 29.0         | 17.5         | 29.0         | 81.5         | 25.5         |
| Average Days on Market                   | 122.0        | 45.6                     | 19.8         | 90.7         | 66.6         | 88.7         | 71.4         |

<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

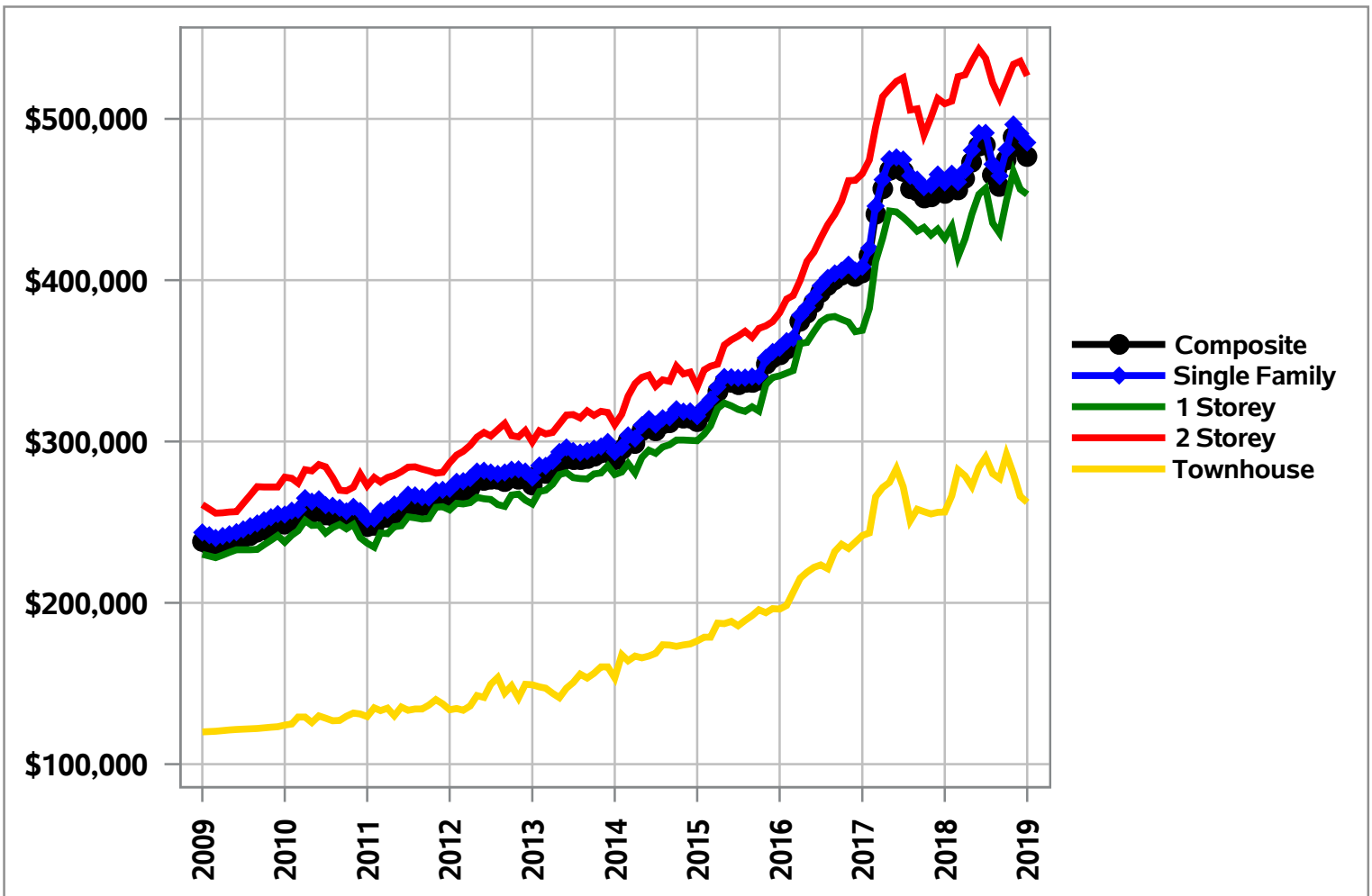
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## SMITHVILLE (57) MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

| Benchmark Type: | January 2019 | percentage change vs. |              |              |               |             |             |
|-----------------|--------------|-----------------------|--------------|--------------|---------------|-------------|-------------|
|                 |              | 1 month ago           | 3 months ago | 6 months ago | 12 months ago | 3 years ago | 5 years ago |
| Composite       | \$476,900    | -1.2                  | 0.5          | -1.5         | 5.2           | 34.8        | 65.2        |
| Single Family   | \$485,300    | -1.1                  | 0.9          | -1.2         | 5.4           | 35.5        | 65.3        |
| One Storey      | \$453,200    | -0.7                  | 0.9          | -0.8         | 6.4           | 33.0        | 62.1        |
| Two Storey      | \$526,700    | -1.7                  | 0.7          | -2.0         | 3.4           | 38.7        | 69.6        |
| Townhouse       | \$262,300    | -1.4                  | -10.2        | -9.6         | 2.3           | 33.8        | 71.0        |
| 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          |