

# NIAGARA NORTH

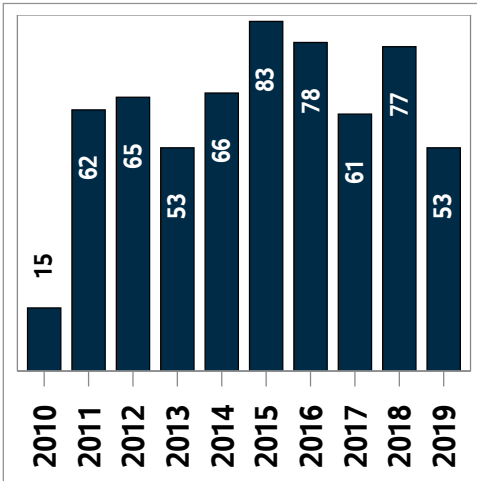
## MLS® Residential Market Activity

### June 2019

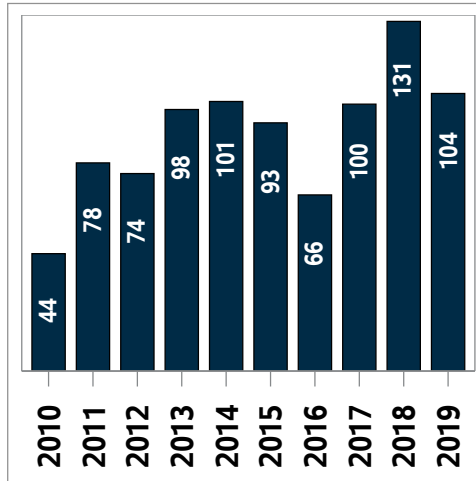


# NIAGARA NORTH MLS® Residential Market Activity

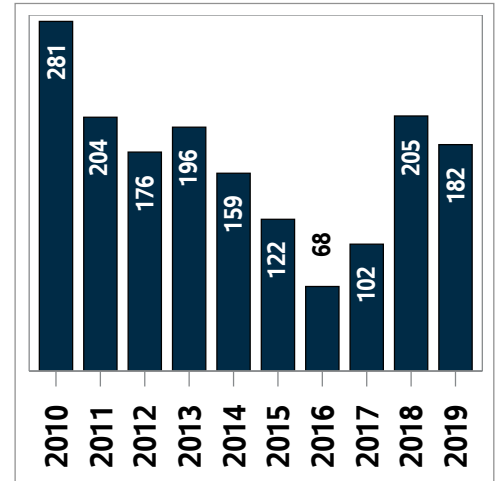
Sales Activity  
(June only)



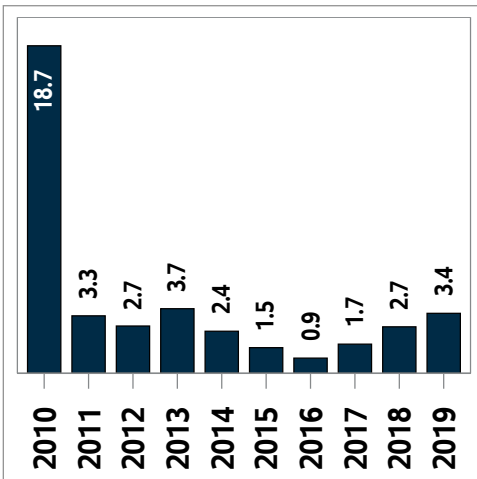
New Listings  
(June only)



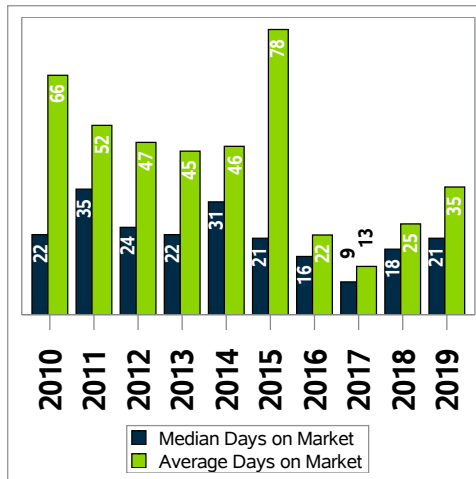
Active Listings  
(June only)



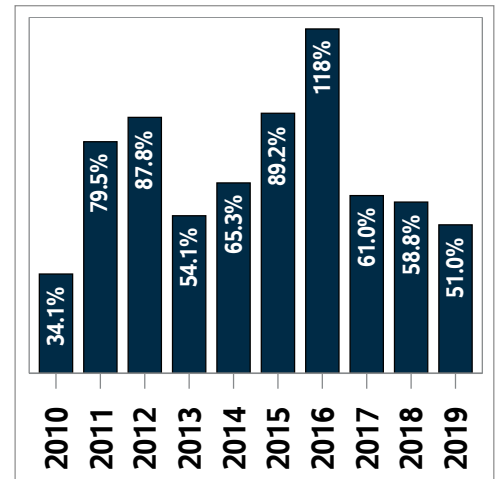
Months of Inventory  
(June only)



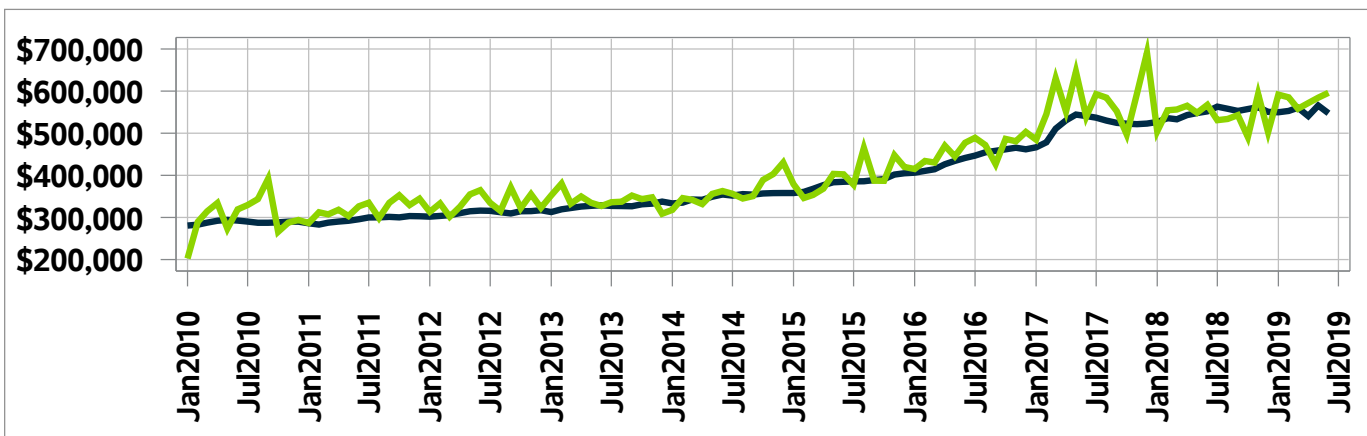
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)

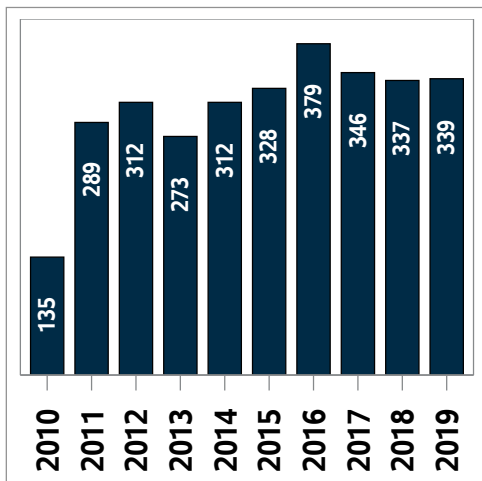


MLS® HPI Composite Benchmark Price and Average Price

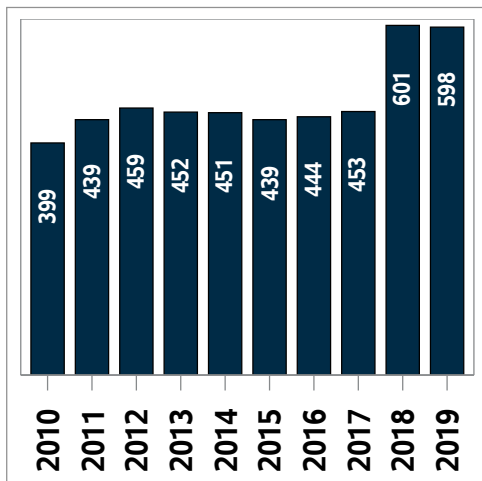


# NIAGARA NORTH MLS® Residential Market Activity

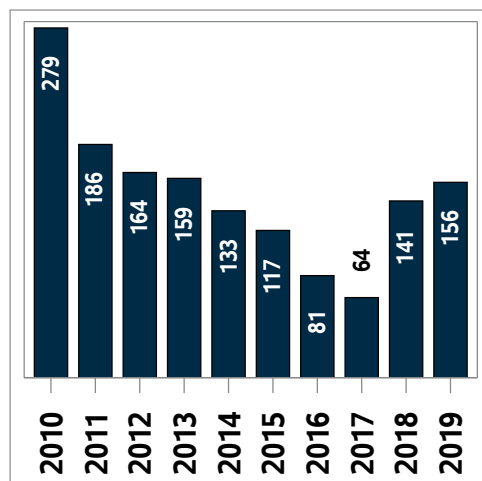
**Sales Activity**  
(June Year-to-date)



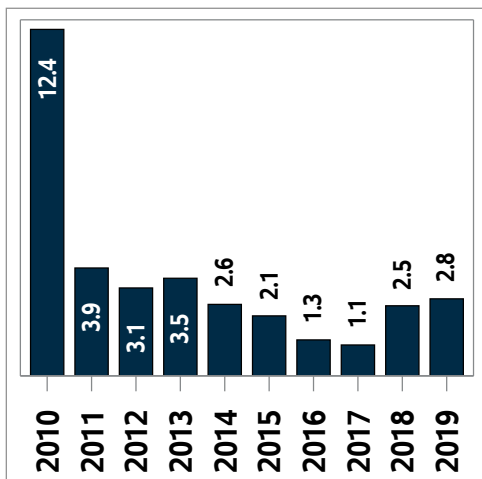
**New Listings**  
(June Year-to-date)



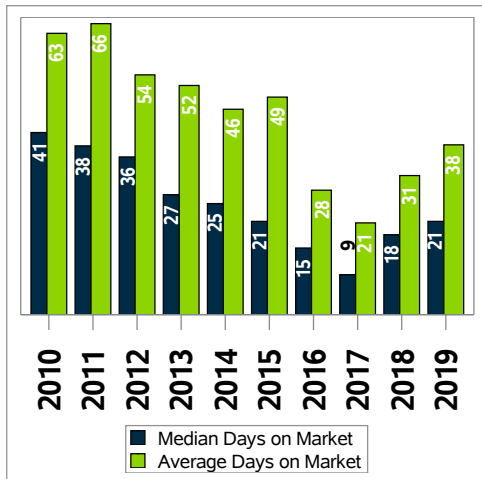
**Active Listings**<sup>1</sup>  
(June Year-to-date)



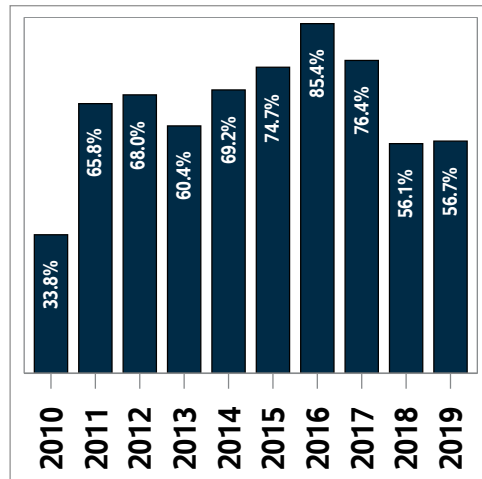
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	53	-31.2	-13.1	-32.1	-19.7	-18.5	89.3
Dollar Volume	\$31,590,177	-27.7	-3.9	-15.2	32.0	33.3	354.0
New Listings	104	-20.6	4.0	57.6	3.0	40.5	215.2
Active Listings	182	-11.2	78.4	167.6	14.5	3.4	59.6
Sales to New Listings Ratio <sup>1</sup>	51.0	58.8	61.0	118.2	65.3	87.8	84.8
Months of Inventory <sup>2</sup>	3.4	2.7	1.7	0.9	2.4	2.7	4.1
Average Price	\$596,041	5.1	10.6	24.9	64.3	63.4	139.9
Median Price	\$565,000	4.6	17.7	29.9	69.7	78.0	144.3
Sales to List Price Ratio	98.8	99.0	100.2	99.8	98.0	95.6	96.3
Median Days on Market	21.0	18.0	9.0	16.0	31.0	24.0	71.5
Average Days on Market	35.1	24.9	13.3	21.9	46.3	47.4	81.1

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	339	0.6	-2.0	-10.6	8.7	8.7	280.9
Dollar Volume	\$196,126,154	5.1	-1.9	15.2	82.5	88.2	740.1
New Listings	598	-0.5	32.0	34.7	32.6	30.3	194.6
Active Listings <sup>3</sup>	156	10.5	143.9	91.4	17.0	-4.8	44.6
Sales to New Listings Ratio <sup>4</sup>	56.7	56.1	76.4	85.4	69.2	68.0	43.8
Months of Inventory <sup>5</sup>	2.8	2.5	1.1	1.3	2.6	3.1	7.3
Average Price	\$578,543	4.5	0.1	28.8	68.0	73.2	120.6
Median Price	\$542,000	4.3	5.2	31.4	72.1	85.3	125.8
Sales to List Price Ratio	98.1	98.7	103.3	99.6	97.5	96.7	96.0
Median Days on Market	21.0	18.0	9.0	15.0	25.0	35.5	64.0
Average Days on Market	38.2	31.3	20.7	28.0	46.2	54.0	77.9

<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

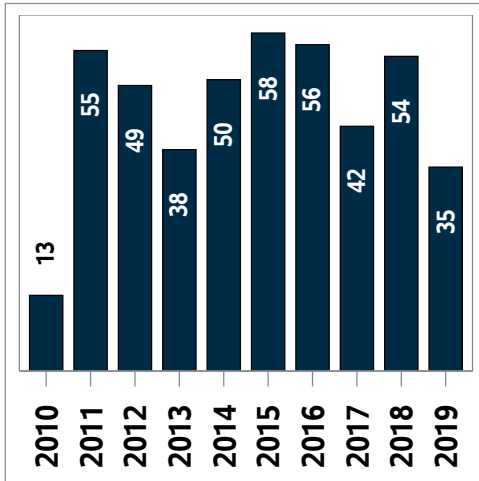
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

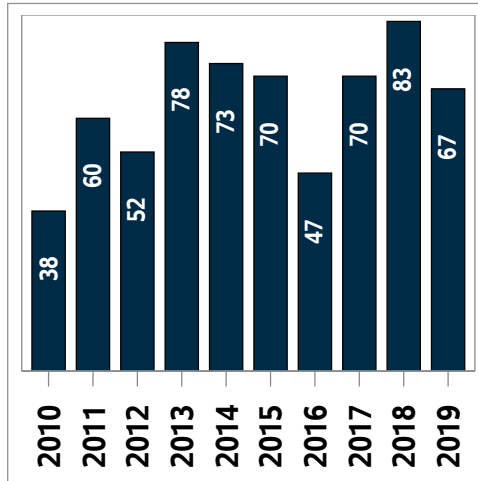
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Single Family Market Activity

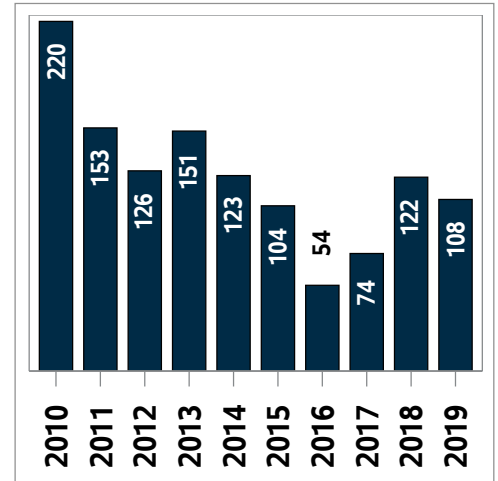
Sales Activity  
(June only)



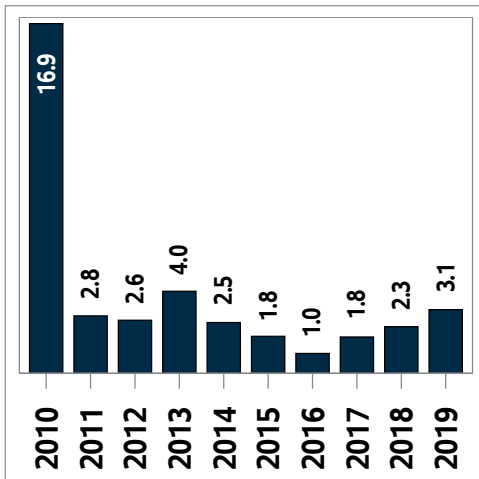
New Listings  
(June only)



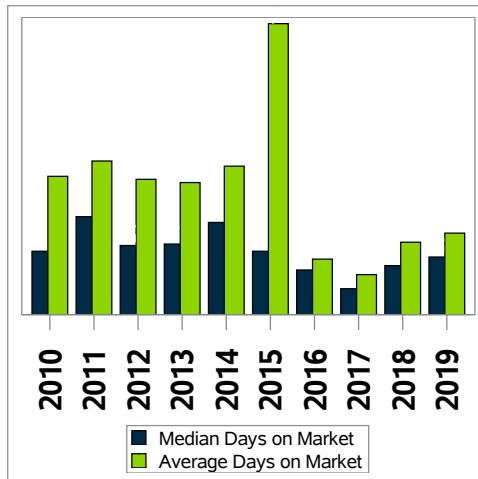
Active Listings  
(June only)



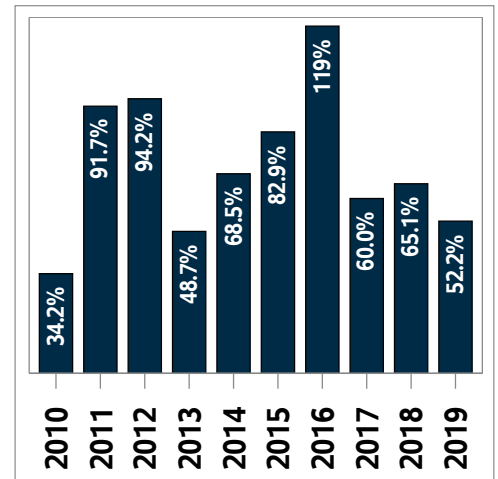
Months of Inventory  
(June only)



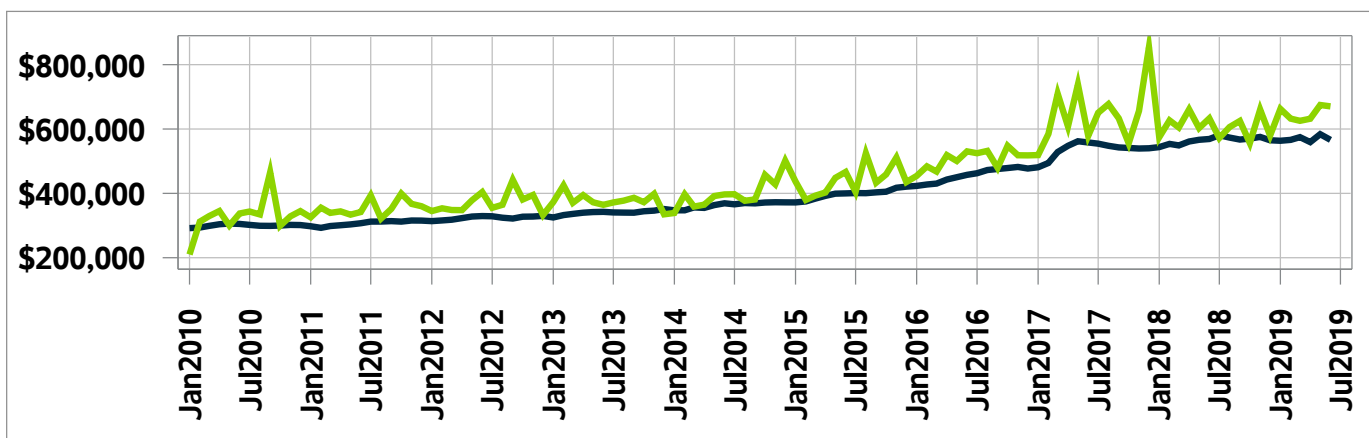
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)



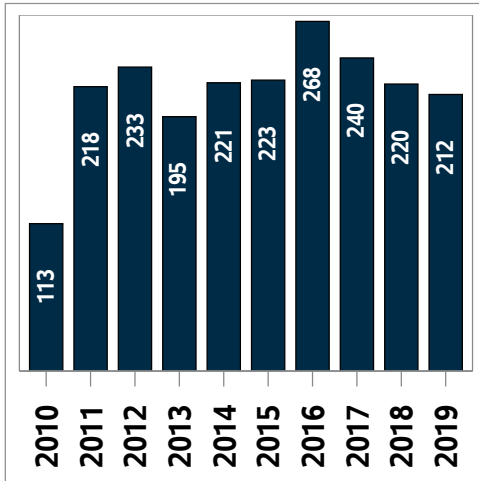
## MLS® HPI Single Family Benchmark Price and Average Price



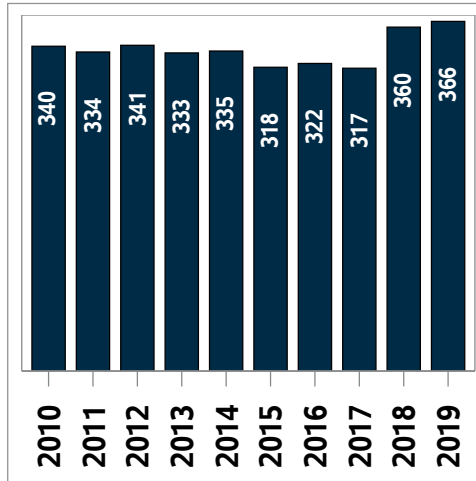


# NIAGARA NORTH MLS® Single Family Market Activity

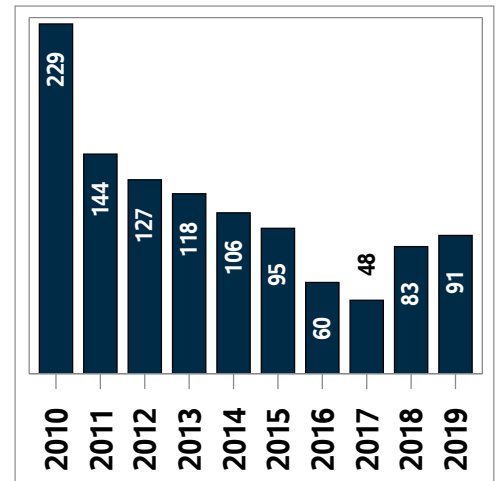
**Sales Activity**  
(June Year-to-date)



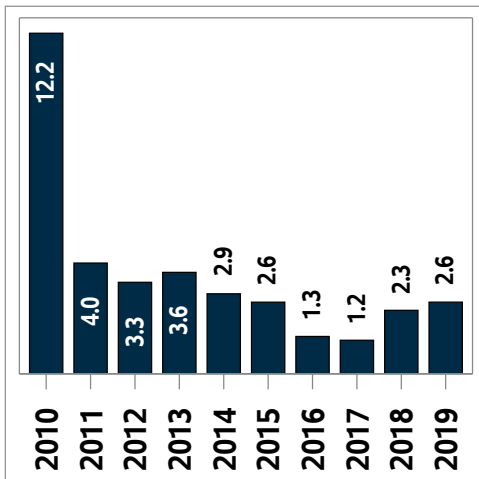
**New Listings**  
(June Year-to-date)



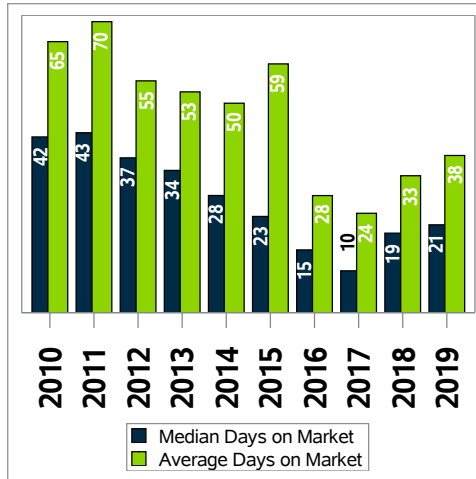
**Active Listings**<sup>1</sup>  
(June Year-to-date)



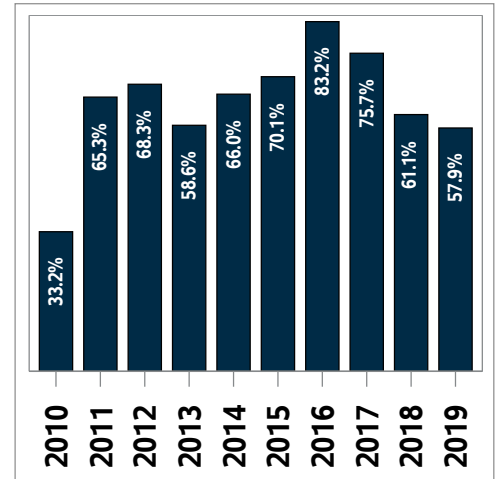
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	35	-35.2	-16.7	-37.5	-30.0	-28.6	59.1
Dollar Volume	\$23,461,877	-31.4	-3.5	-21.0	18.3	18.5	312.7
New Listings	67	-19.3	-4.3	42.6	-8.2	28.8	139.3
Active Listings	108	-11.5	45.9	100.0	-12.2	-14.3	4.9
Sales to New Listings Ratio <sup>1</sup>	52.2	65.1	60.0	119.1	68.5	94.2	78.6
Months of Inventory <sup>2</sup>	3.1	2.3	1.8	1.0	2.5	2.6	4.7
Average Price	\$670,339	5.9	15.8	26.4	69.0	65.9	159.4
Median Price	\$615,000	-0.3	13.4	23.0	61.3	77.2	157.3
Sales to List Price Ratio	98.7	99.2	99.9	99.8	97.8	96.9	96.0
Median Days on Market	20.0	17.0	9.0	15.5	32.0	24.0	69.0
Average Days on Market	28.3	25.1	13.9	19.3	51.5	47.0	82.3

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	212	-3.6	-11.7	-20.9	-4.1	-9.0	198.6
Dollar Volume	\$137,581,299	0.8	-10.2	3.2	65.7	61.4	599.0
New Listings	366	1.7	15.5	13.7	9.3	7.3	109.1
Active Listings <sup>3</sup>	91	8.8	88.2	51.5	-14.1	-28.7	-4.6
Sales to New Listings Ratio <sup>4</sup>	57.9	61.1	75.7	83.2	66.0	68.3	40.6
Months of Inventory <sup>5</sup>	2.6	2.3	1.2	1.3	2.9	3.3	8.0
Average Price	\$648,968	4.6	1.7	30.5	72.8	77.4	134.1
Median Price	\$615,000	2.7	7.9	30.4	71.3	83.6	132.1
Sales to List Price Ratio	98.1	98.7	103.0	99.3	97.6	97.2	95.7
Median Days on Market	21.0	19.0	10.0	15.0	28.0	37.0	64.0
Average Days on Market	37.6	32.7	23.8	28.0	50.1	55.4	80.2

<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

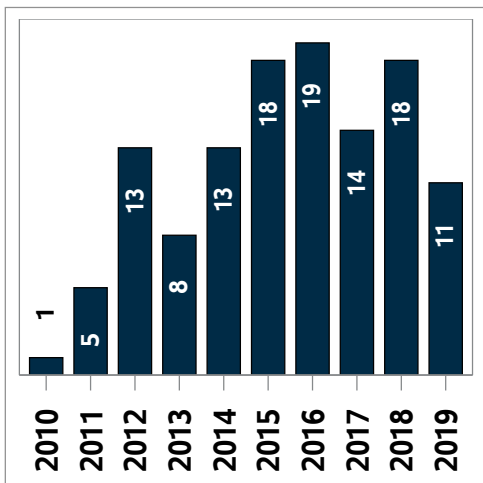
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

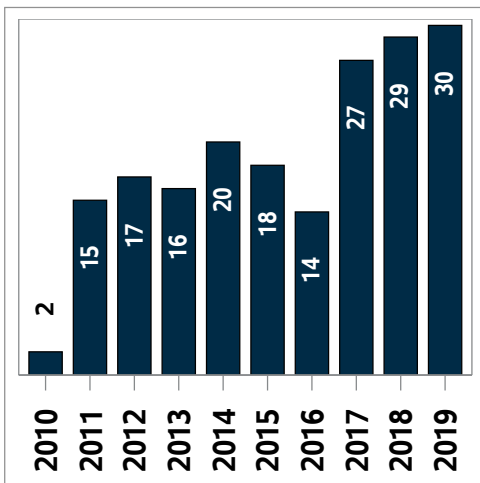
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Townhouse Market Activity

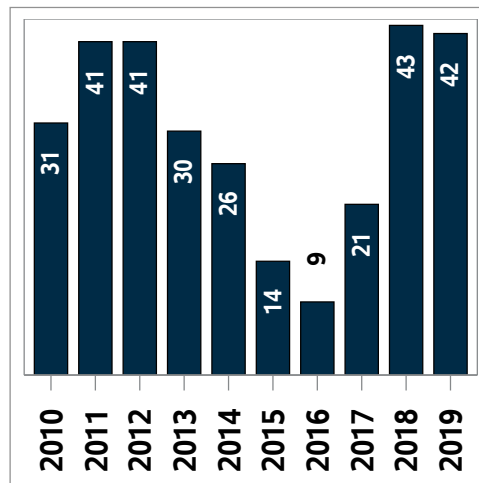
Sales Activity  
(June only)



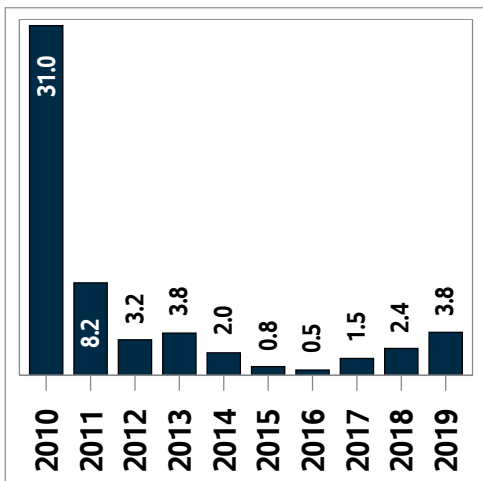
New Listings  
(June only)



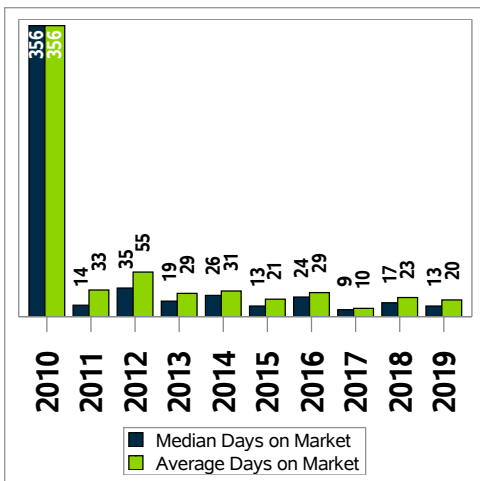
Active Listings  
(June only)



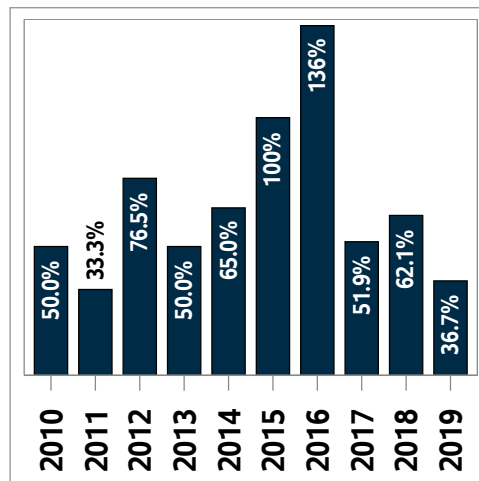
Months of Inventory  
(June only)



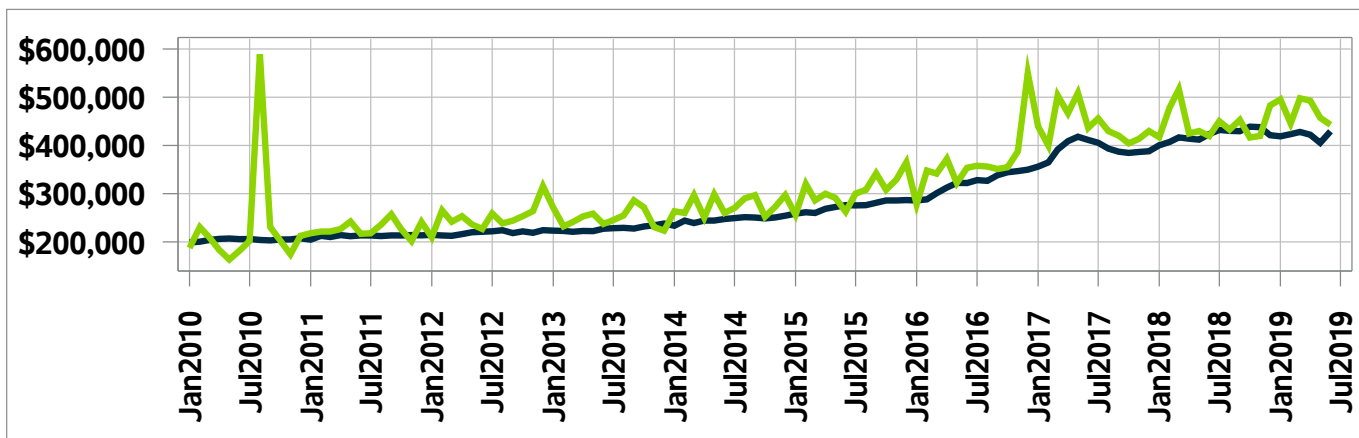
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)



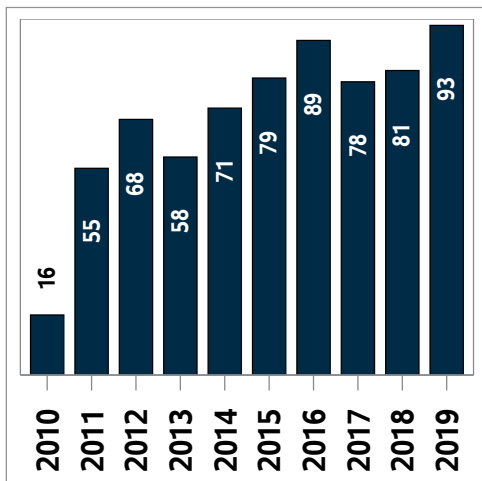
MLS® HPI Townhouse Benchmark Price and Average Price



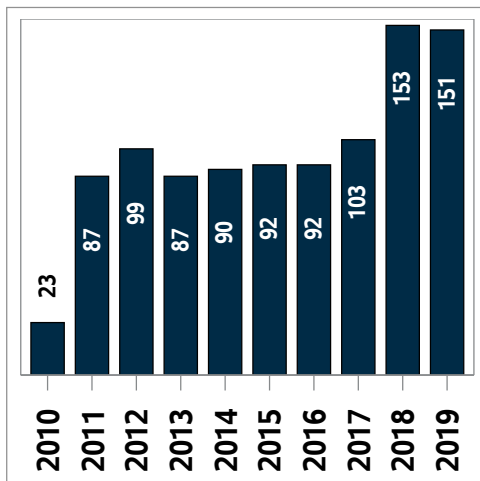


# NIAGARA NORTH MLS® Townhouse Market Activity

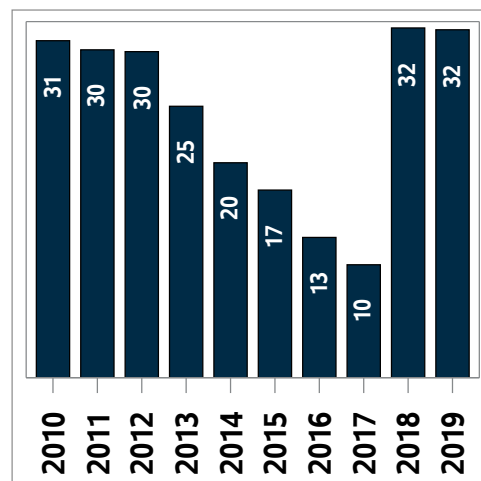
**Sales Activity**  
(June Year-to-date)



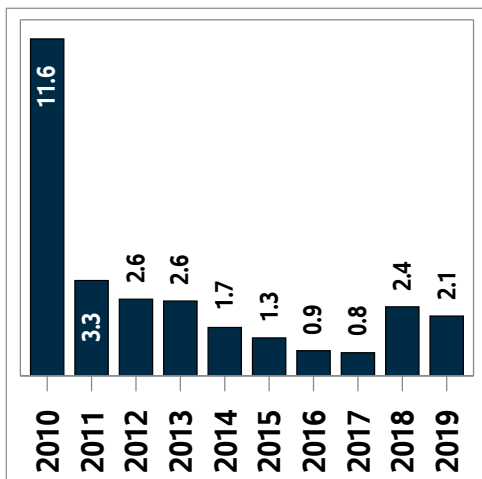
**New Listings**  
(June Year-to-date)



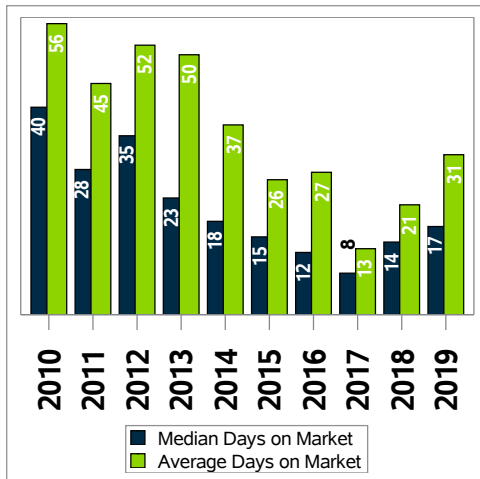
**Active Listings**<sup>1</sup>  
(June Year-to-date)



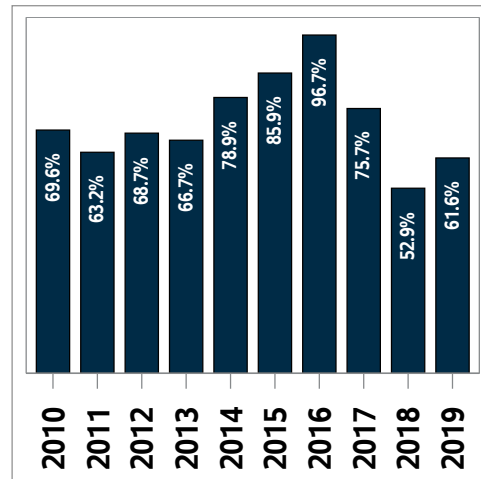
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	11	-38.9	-21.4	-42.1	-15.4	-15.4	450.0
Dollar Volume	\$4,871,400	-35.5	-20.3	-27.5	44.1	65.2	1,095.4
New Listings	30	3.4	11.1	114.3	50.0	76.5	500.0
Active Listings	42	-2.3	100.0	366.7	61.5	2.4	366.7
Sales to New Listings Ratio <sup>1</sup>	36.7	62.1	51.9	135.7	65.0	76.5	40.0
Months of Inventory <sup>2</sup>	3.8	2.4	1.5	0.5	2.0	3.2	4.5
Average Price	\$442,855	5.6	1.5	25.2	70.3	95.3	117.4
Median Price	\$453,000	9.2	4.1	25.1	69.7	77.6	122.3
Sales to List Price Ratio	99.8	98.1	99.8	99.9	98.8	89.9	97.3
Median Days on Market	13.0	17.0	8.5	24.0	26.0	35.0	48.5
Average Days on Market	20.5	23.4	10.1	29.4	31.4	54.5	48.5

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	93	14.8	19.2	4.5	31.0	36.8	830.0
Dollar Volume	\$44,333,605	23.8	20.3	45.9	129.4	173.2	2,106.3
New Listings	151	-1.3	46.6	64.1	67.8	52.5	694.7
Active Listings <sup>3</sup>	32	-0.5	208.1	148.1	61.9	6.7	253.7
Sales to New Listings Ratio <sup>4</sup>	61.6	52.9	75.7	96.7	78.9	68.7	52.6
Months of Inventory <sup>5</sup>	2.1	2.4	0.8	0.9	1.7	2.6	5.4
Average Price	\$476,705	7.8	0.9	39.6	75.2	99.7	137.2
Median Price	\$465,000	8.1	4.0	32.9	72.9	86.0	118.9
Sales to List Price Ratio	98.5	98.8	104.5	100.3	96.9	95.0	96.9
Median Days on Market	17.0	14.0	8.0	12.0	18.0	34.5	61.5
Average Days on Market	30.8	21.2	12.7	27.5	36.6	52.0	74.3

<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

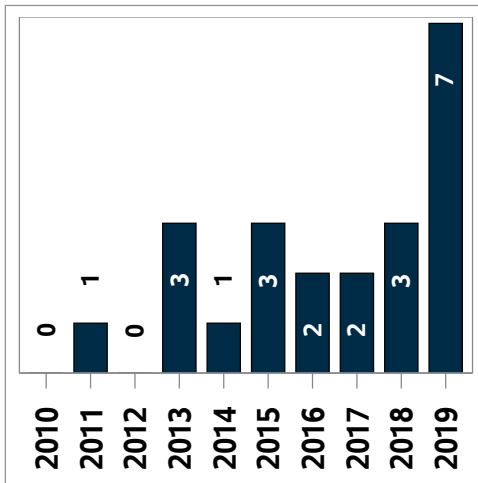
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

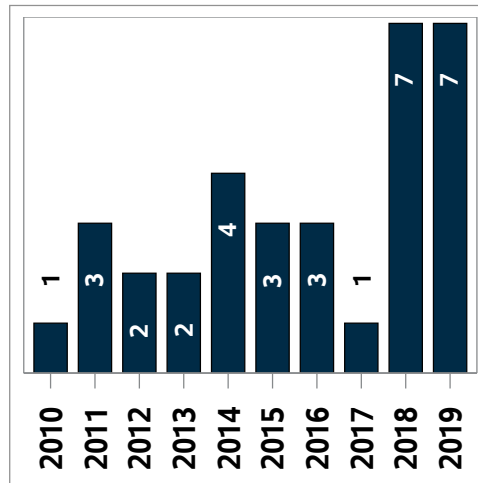
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Apartment-Style Market Activity

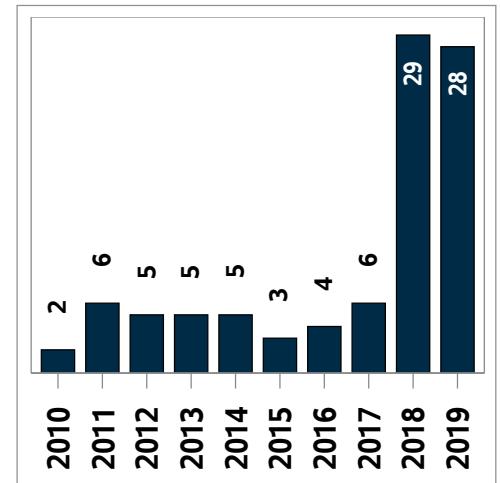
Sales Activity  
(June only)



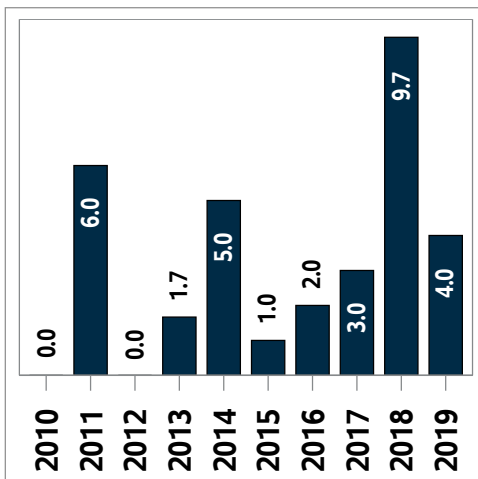
New Listings  
(June only)



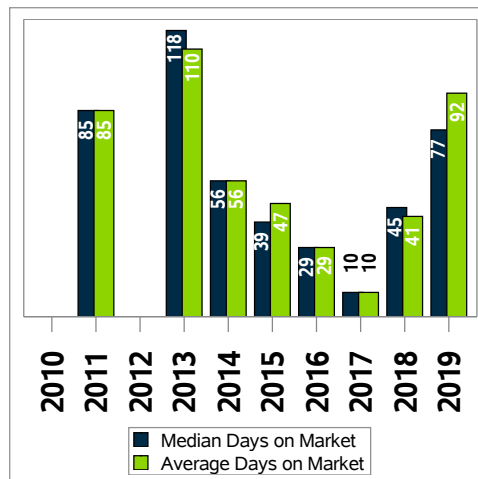
Active Listings  
(June only)



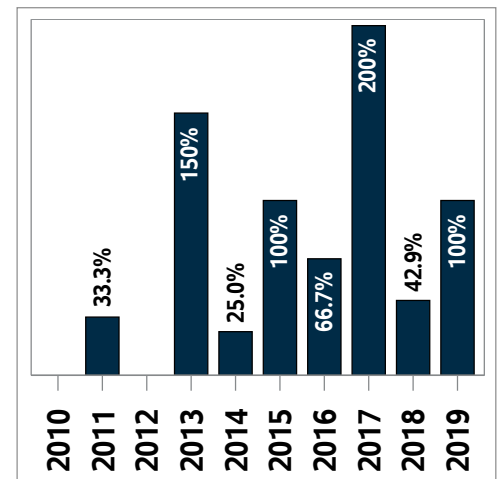
Months of Inventory  
(June only)



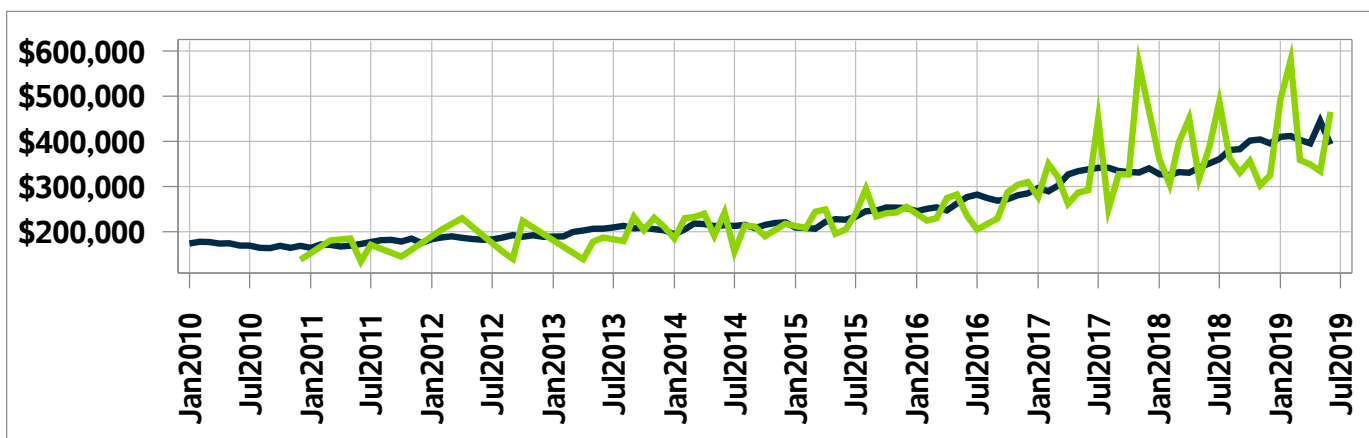
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)



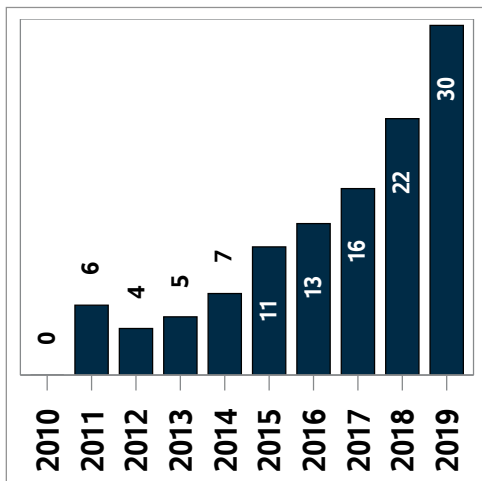
### MLS® HPI Apartment-Style Benchmark Price and Average Price



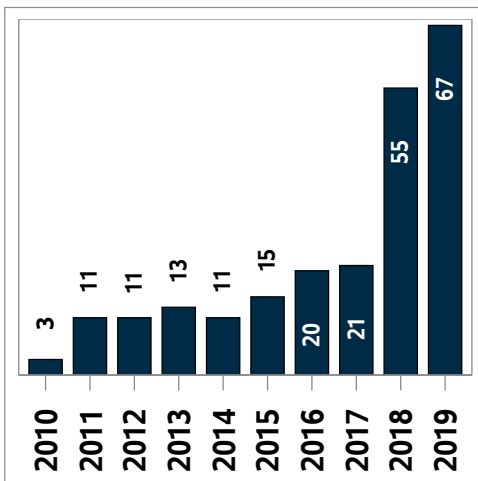
# NIAGARA NORTH

## MLS® Apartment-Style Market Activity

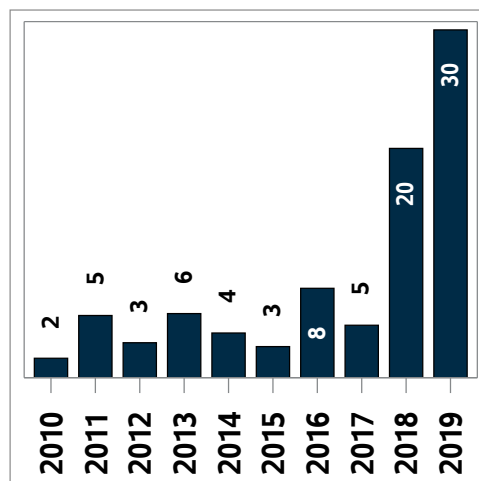
**Sales Activity**  
(June Year-to-date)



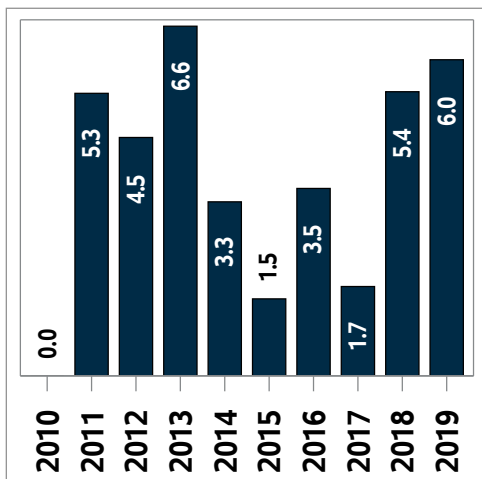
**New Listings**  
(June Year-to-date)



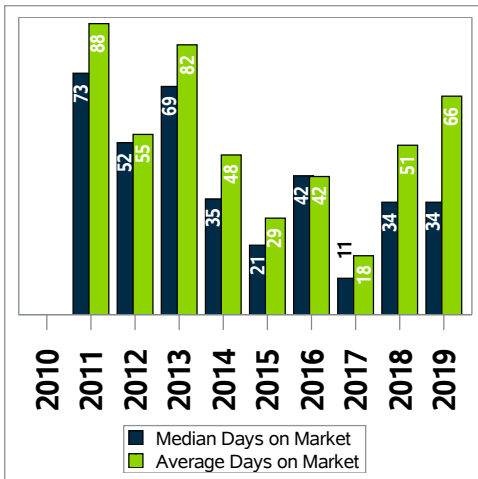
**Active Listings**<sup>1</sup>  
(June Year-to-date)



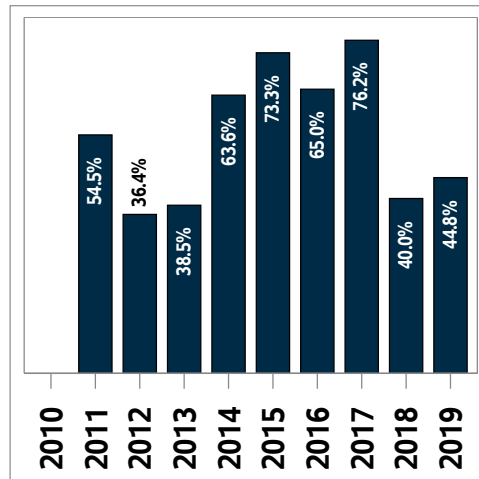
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	7	133.3	250.0	250.0	600.0		
Dollar Volume	\$3,256,900	180.3	457.8	593.0	1,243.1		
New Listings	7	0.0	600.0	133.3	75.0	250.0	
Active Listings	28	-3.4	366.7	600.0	460.0	460.0	
Sales to New Listings Ratio <sup>1</sup>	100.0	42.9	200.0	66.7	25.0		
Months of Inventory <sup>2</sup>	4.0	9.7	3.0	2.0	5.0		
Average Price	\$465,271	20.1	59.4	98.0	91.9		
Median Price	\$400,000	23.8	37.0	70.2	64.9		
Sales to List Price Ratio	97.5	97.8	100.7	97.7	99.0		
Median Days on Market	77.0	45.0	10.0	28.5	56.0		
Average Days on Market	92.1	41.3	10.0	28.5	56.0		

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	30	36.4	87.5	130.8	328.6	650.0	2,900.0
Dollar Volume	\$12,325,550	46.7	165.8	276.1	715.0	1,357.8	9,036.8
New Listings	67	21.8	219.0	235.0	509.1	509.1	6,600.0
Active Listings <sup>3</sup>	30	51.7	563.0	289.1	678.3	894.4	2,883.3
Sales to New Listings Ratio <sup>4</sup>	44.8	40.0	76.2	65.0	63.6	36.4	100.0
Months of Inventory <sup>5</sup>	6.0	5.4	1.7	3.5	3.3	4.5	6.0
Average Price	\$410,852	7.6	41.8	63.0	90.2	94.4	204.6
Median Price	\$369,000	5.7	26.7	52.5	58.7	58.7	173.5
Sales to List Price Ratio	97.4	97.8	102.1	98.9	97.7	96.9	100.0
Median Days on Market	34.0	34.0	11.0	42.0	35.0	52.0	18.0
Average Days on Market	66.1	51.2	17.8	41.8	48.3	54.5	18.0

<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

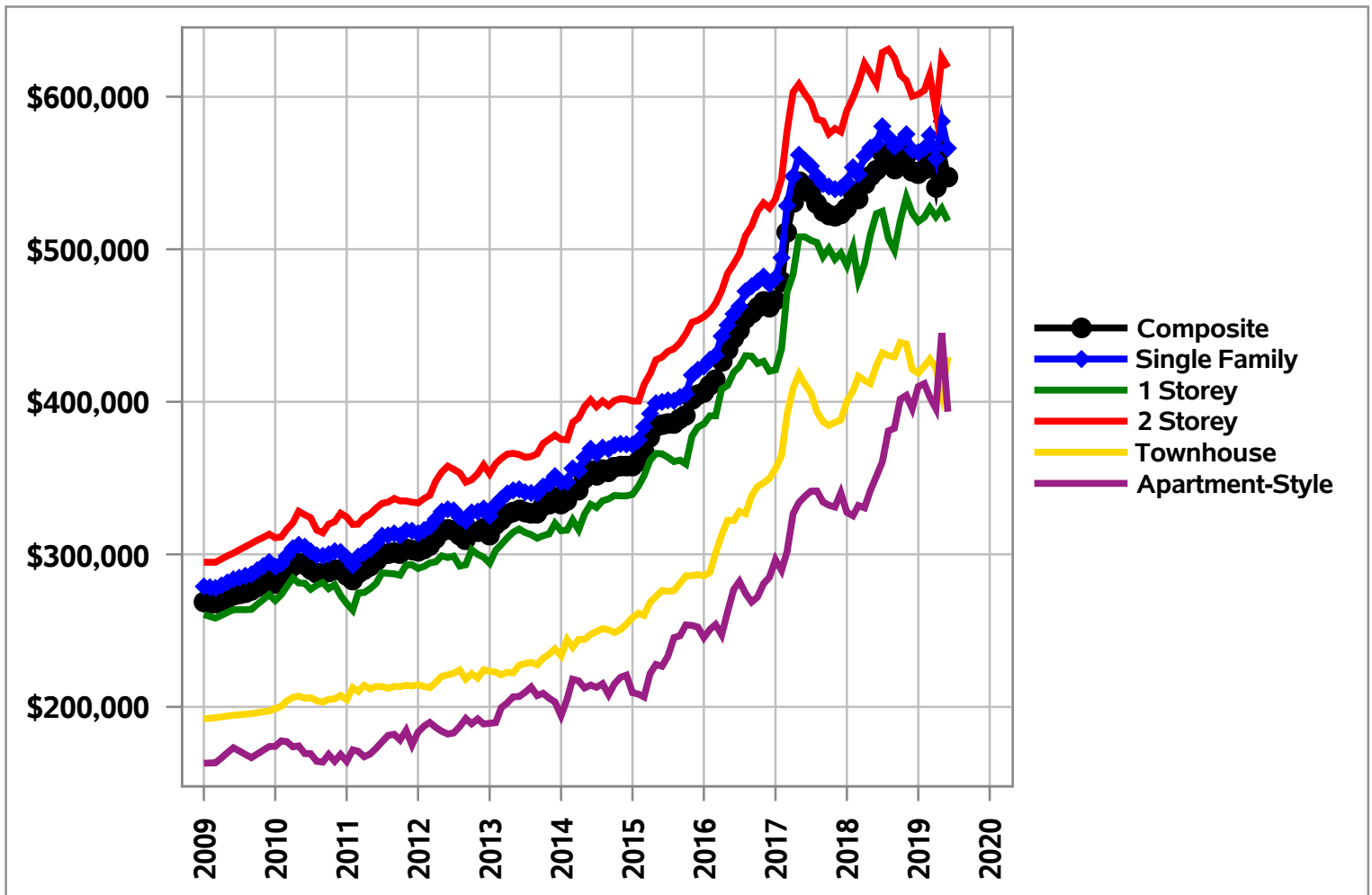
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

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

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

Benchmark Type:	June 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$547,400	-3.3	-2.3	-0.6	-0.8	24.0	54.4
Single Family	\$566,200	-3.0	-1.5	0.2	-0.5	23.7	53.4
One Storey	\$518,600	-1.5	-1.6	-1.0	-0.9	23.7	55.8
Two Storey	\$619,200	-1.1	0.8	3.1	1.8	26.3	54.3
Townhouse	\$429,300	5.9	0.3	1.9	1.3	33.3	73.5
Apartment-Style	\$393,500	-11.6	-2.4	-0.5	12.0	42.2	83.6

## **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

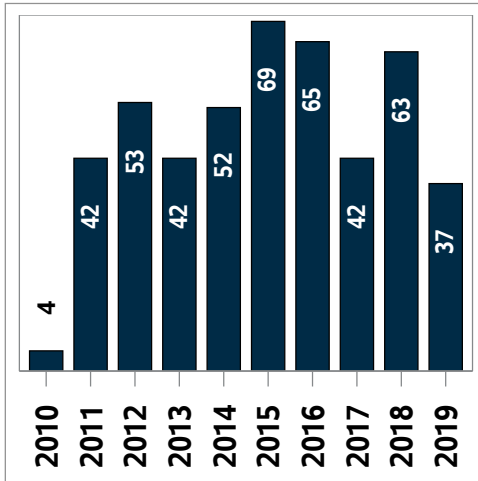
Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1230
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

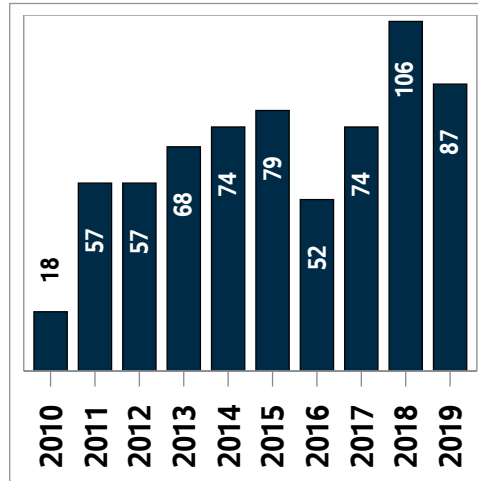
Features	Value
Above Ground Bedrooms	2
Age Category	6 to 15
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1123
Half Bathrooms	0
Heating Fuel	Electricity
Number of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

## GRIMSBY (54) MLS® Residential Market Activity

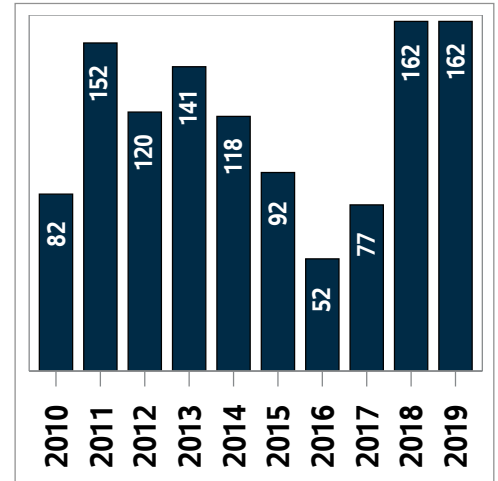
Sales Activity  
(June only)



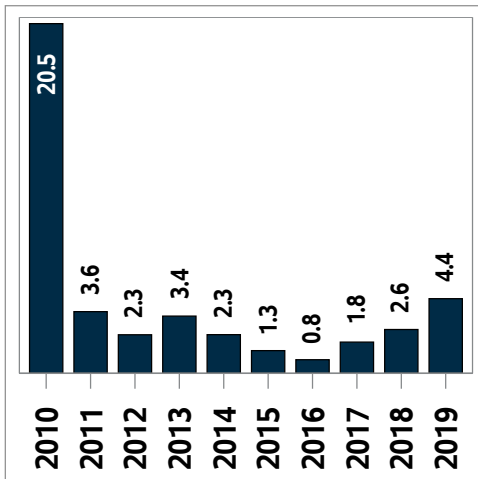
New Listings  
(June only)



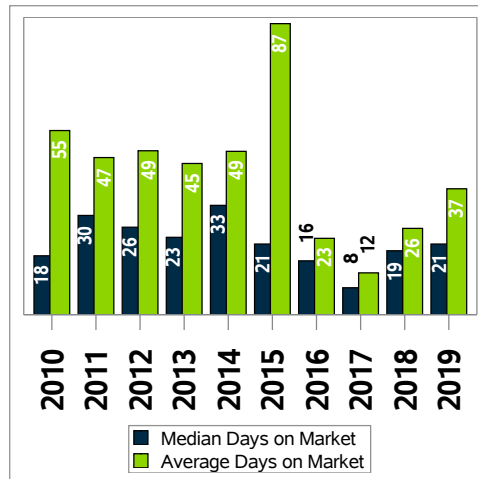
Active Listings  
(June only)



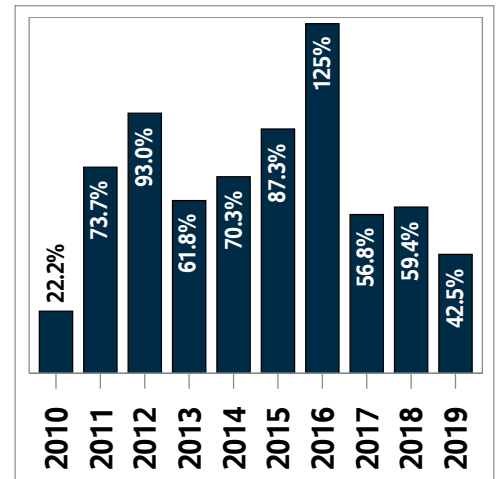
Months of Inventory  
(June only)



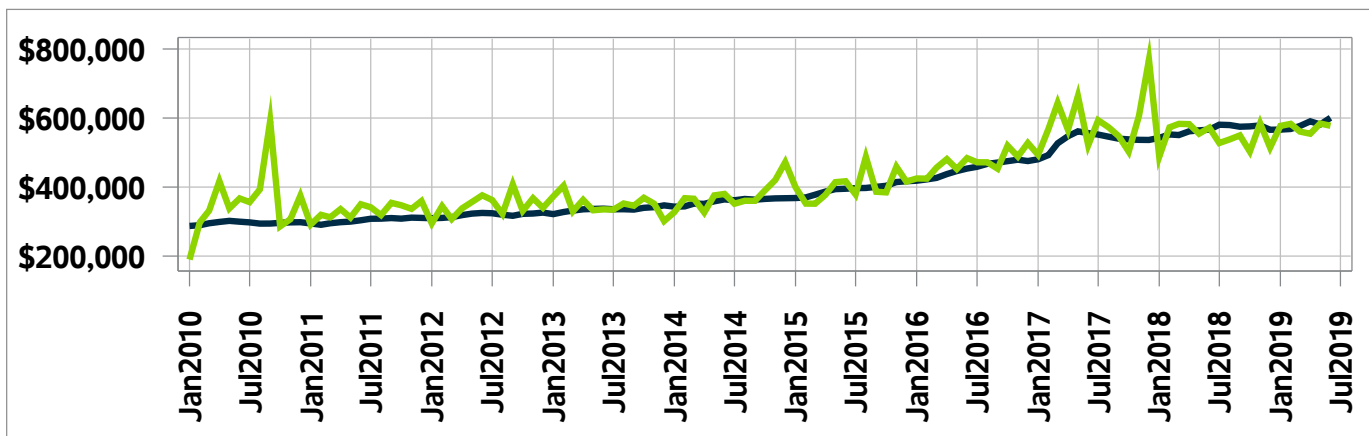
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)

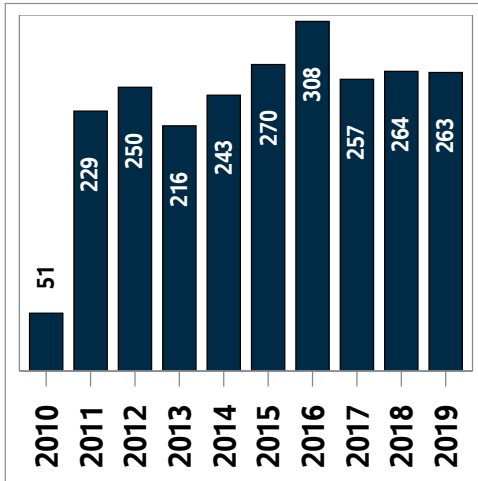


### MLS® HPI Composite Benchmark Price and Average Price

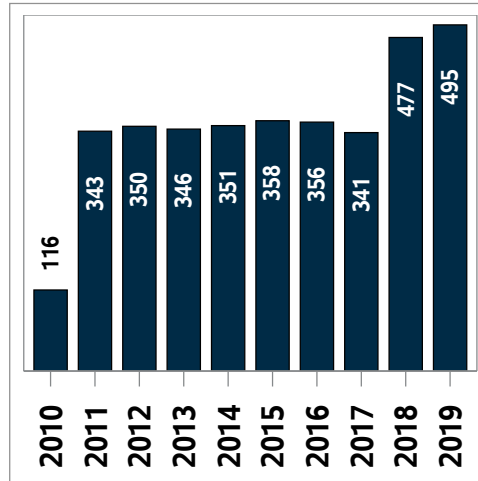


## GRIMSBY (54) MLS® Residential Market Activity

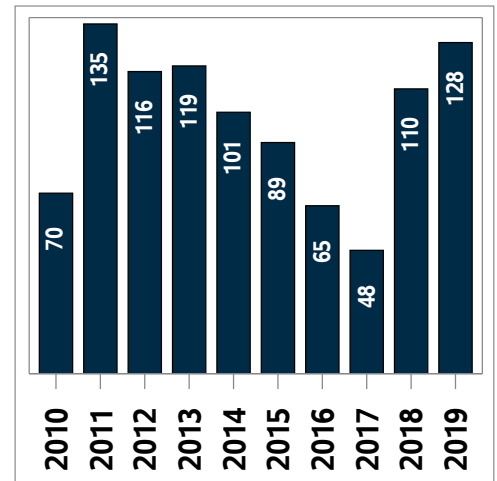
**Sales Activity**  
(June Year-to-date)



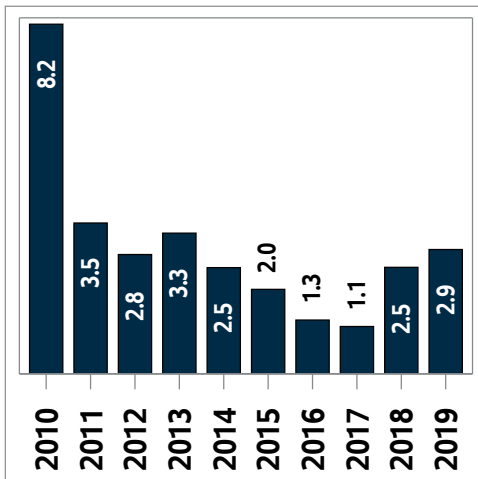
**New Listings**  
(June Year-to-date)



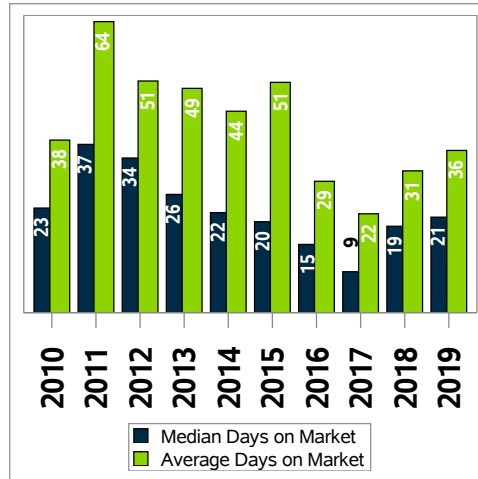
**Active Listings**<sup>1</sup>  
(June Year-to-date)



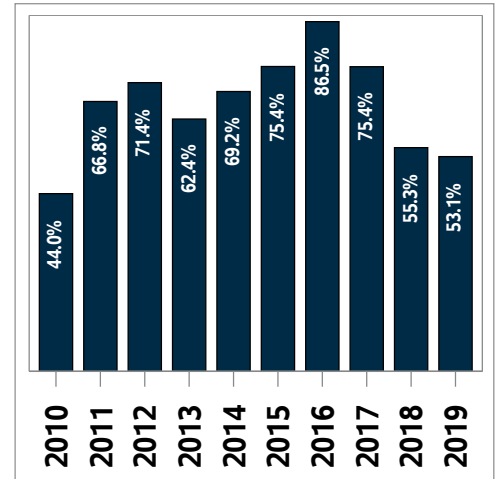
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	37	-41.3	-11.9	-43.1	-28.8	-30.2	311.1
Dollar Volume	\$21,371,187	-40.7	-2.4	-32.0	8.1	7.2	651.8
New Listings	87	-17.9	17.6	67.3	17.6	52.6	521.4
Active Listings	162	0.0	110.4	211.5	37.3	35.0	276.7
Sales to New Listings Ratio <sup>1</sup>	42.5	59.4	56.8	125.0	70.3	93.0	64.3
Months of Inventory <sup>2</sup>	4.4	2.6	1.8	0.8	2.3	2.3	4.8
Average Price	\$577,600	1.0	10.8	19.4	52.0	53.6	82.9
Median Price	\$545,000	0.0	14.4	23.9	57.7	63.2	98.2
Sales to List Price Ratio	99.1	98.8	99.9	99.6	98.0	95.9	96.1
Median Days on Market	21.0	19.0	8.0	16.0	32.5	26.0	29.0
Average Days on Market	37.4	25.7	12.4	22.7	48.6	48.7	34.9

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	263	-0.4	2.3	-14.6	8.2	5.2	557.5
Dollar Volume	\$150,203,465	0.7	-0.4	6.5	72.6	76.9	1,137.2
New Listings	495	3.8	45.2	39.0	41.0	41.4	511.1
Active Listings <sup>3</sup>	128	16.3	168.4	97.2	26.7	9.6	198.8
Sales to New Listings Ratio <sup>4</sup>	53.1	55.3	75.4	86.5	69.2	71.4	49.4
Months of Inventory <sup>5</sup>	2.9	2.5	1.1	1.3	2.5	2.8	6.4
Average Price	\$571,116	1.1	-2.7	24.7	59.4	68.1	88.2
Median Price	\$533,000	0.7	1.5	25.9	63.5	79.2	84.4
Sales to List Price Ratio	98.2	98.7	103.3	99.4	97.4	96.8	95.8
Median Days on Market	21.0	19.0	9.0	15.0	22.0	34.0	56.5
Average Days on Market	35.7	31.2	21.7	28.9	44.3	50.9	69.2

<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



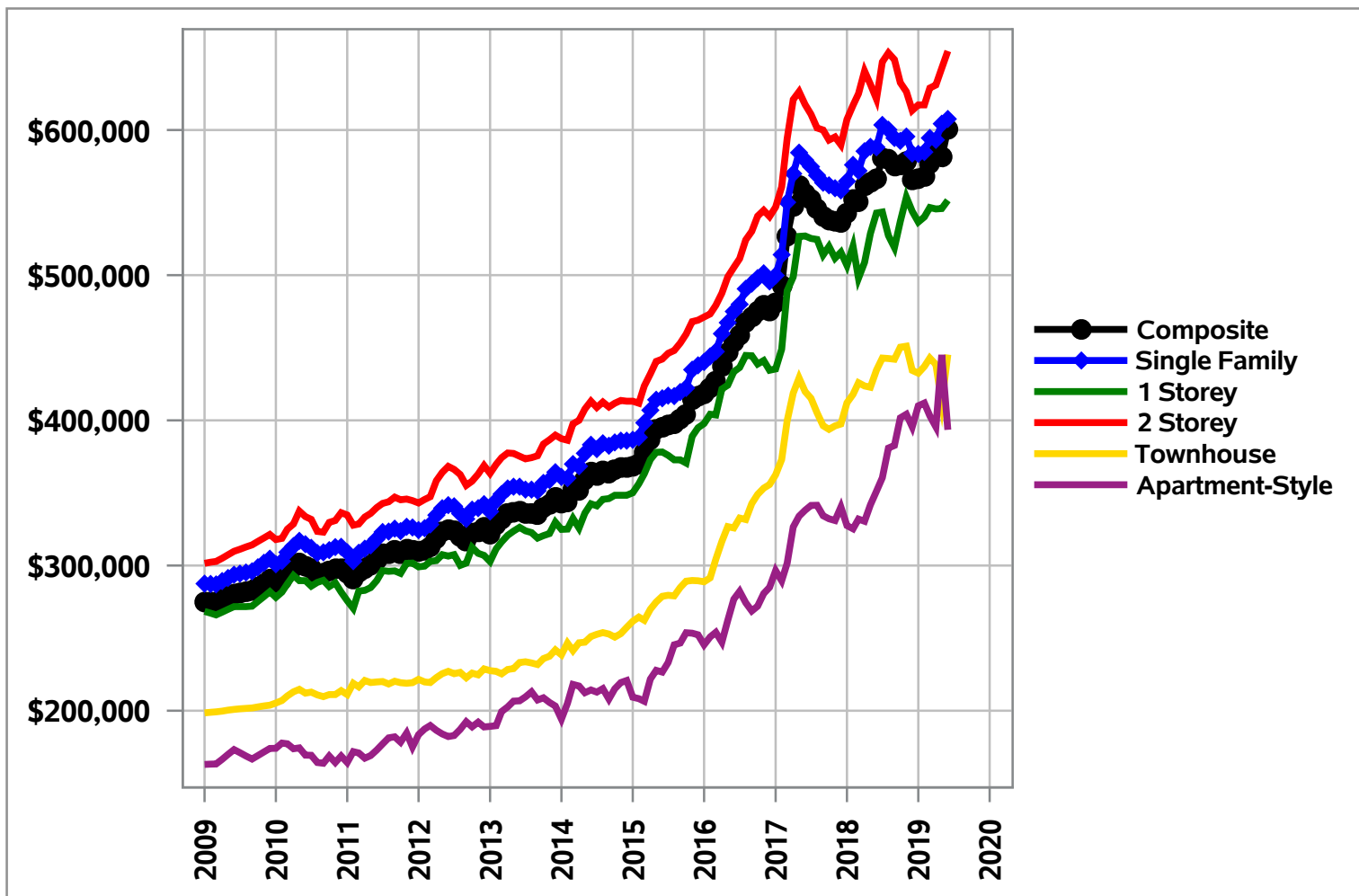
## GRIMSBY (54)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	June 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$600,700	3.3	4.1	6.1	6.1	32.4	64.9
Single Family	\$607,600	0.5	2.2	4.1	3.3	27.9	58.6
One Storey	\$551,600	1.0	0.9	1.4	1.6	27.2	61.1
Two Storey	\$654,400	1.8	4.1	6.7	5.3	29.5	58.4
Townhouse	\$445,300	8.1	0.5	2.5	2.5	36.6	77.3
Apartment-Style	\$393,500	-11.6	-2.4	-0.5	12.0	42.2	83.6

### 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

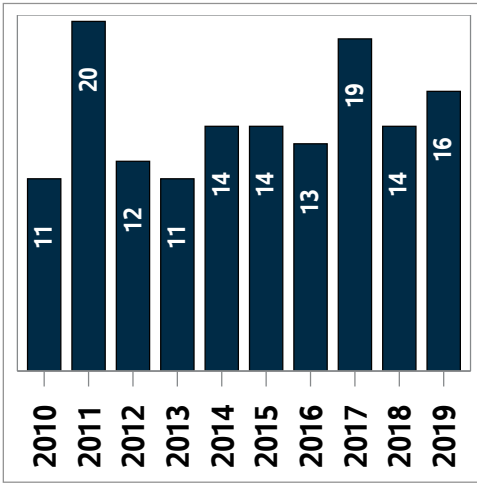
### Apartment-Style

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

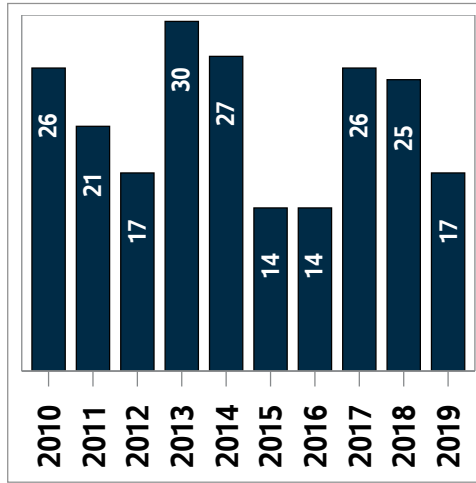
# SMITHVILLE (57)

## MLS® Residential Market Activity

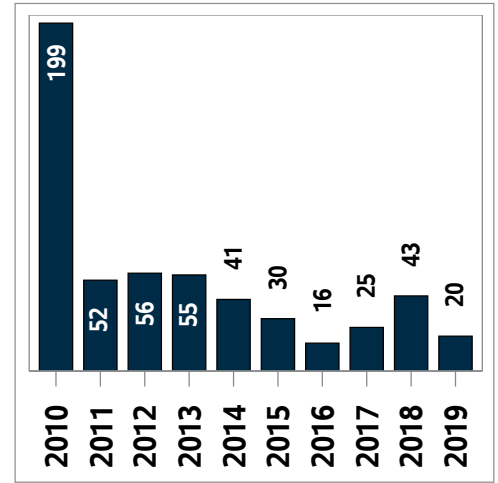
Sales Activity  
(June only)



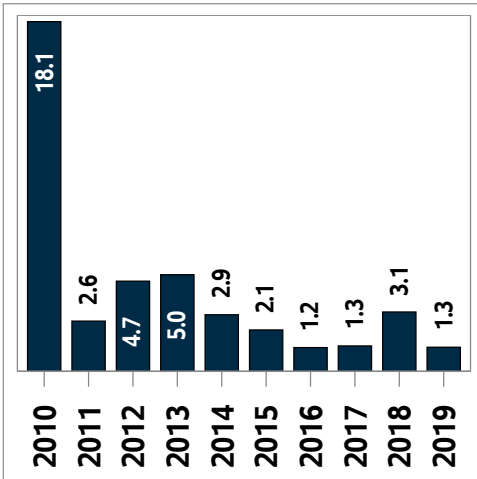
New Listings  
(June only)



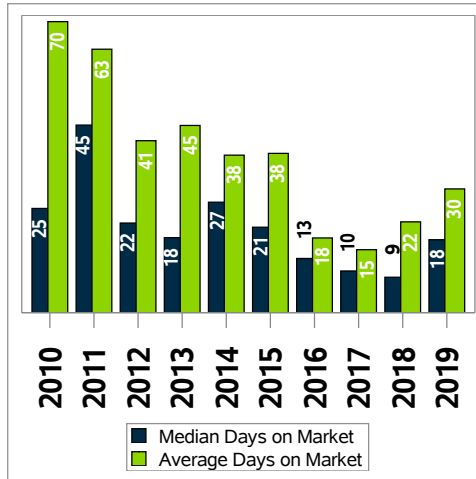
Active Listings  
(June only)



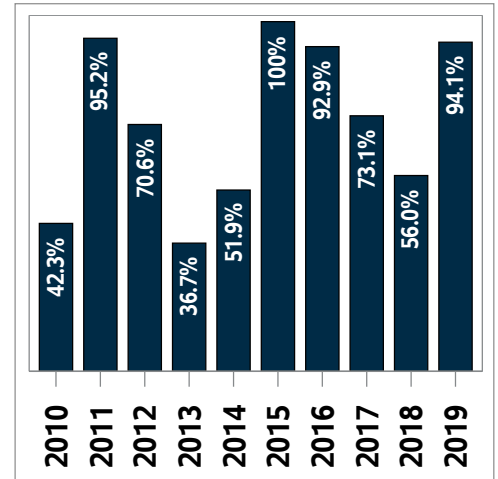
Months of Inventory  
(June only)



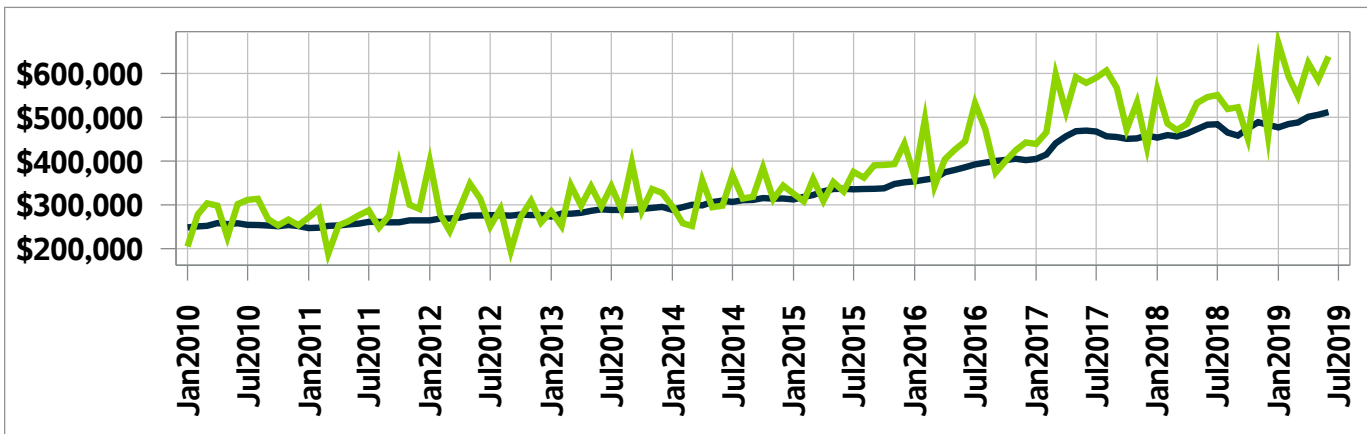
Days on Market  
(June only)



Sales to New Listings Ratio  
(June only)



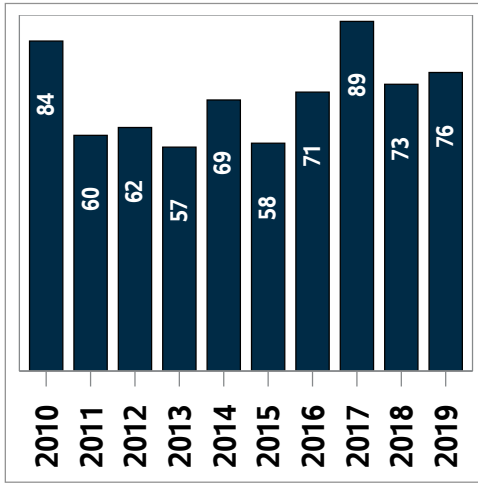
## MLS® HPI Composite Benchmark Price and Average Price



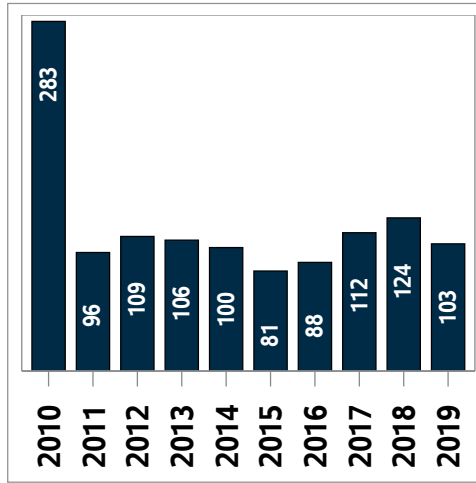
## SMITHVILLE (57)

### MLS® Residential Market Activity

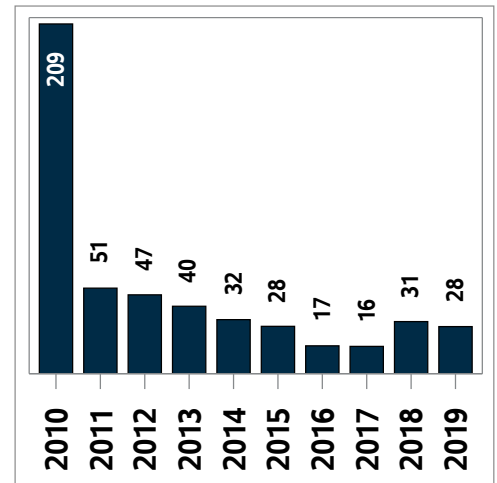
**Sales Activity**  
(June Year-to-date)



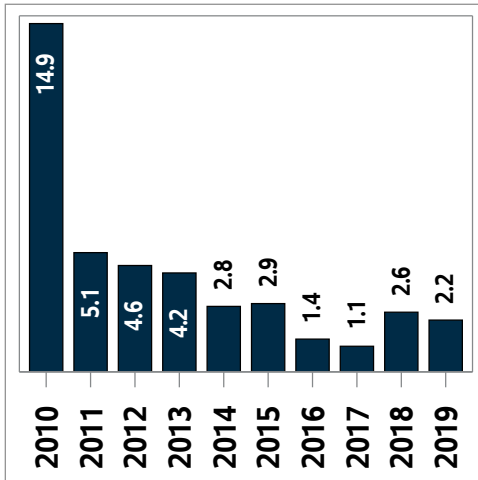
**New Listings**  
(June Year-to-date)



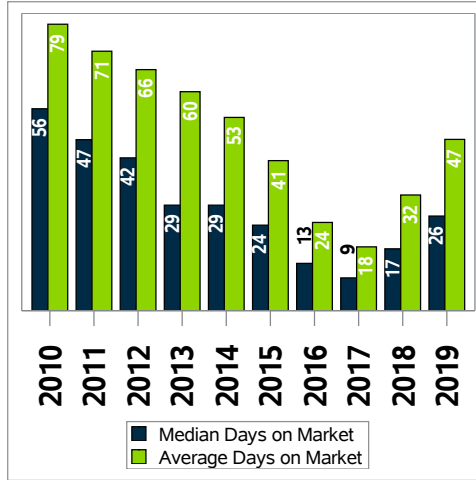
**Active Listings**<sup>1</sup>  
(June Year-to-date)



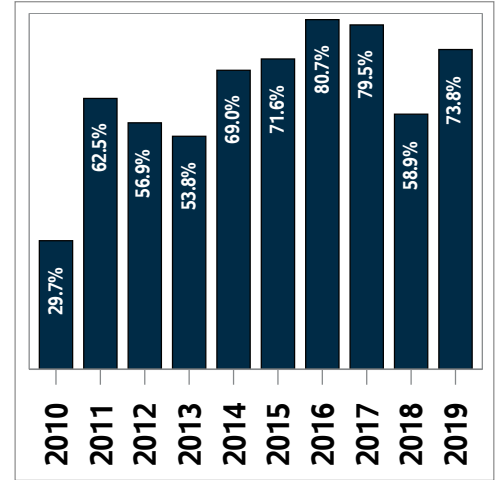
**Months of Inventory**<sup>2</sup>  
(June Year-to-date)



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



**Sales to New Listings Ratio**  
(June 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	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	16	14.3	-15.8	23.1	14.3	33.3	-15.8
Dollar Volume	\$10,218,990	33.7	-7.0	76.6	144.8	171.1	148.3
New Listings	17	-32.0	-34.6	21.4	-37.0	0.0	-10.5
Active Listings	20	-53.5	-20.0	25.0	-51.2	-64.3	-71.8
Sales to New Listings Ratio <sup>1</sup>	94.1	56.0	73.1	92.9	51.9	70.6	100.0
Months of Inventory <sup>2</sup>	1.3	3.1	1.3	1.2	2.9	4.7	3.7
Average Price	\$638,687	17.0	10.4	43.5	114.2	103.3	194.9
Median Price	\$606,500	15.0	5.5	41.0	121.4	145.1	172.0
Sales to List Price Ratio	97.9	99.9	101.0	100.5	98.1	94.2	96.4
Median Days on Market	17.5	8.5	10.0	13.0	26.5	21.5	103.0
Average Days on Market	29.7	21.8	15.1	17.9	37.8	41.3	103.0

Year-to-date	June 2019	Compared to <sup>6</sup>					
		June 2018	June 2017	June 2016	June 2014	June 2012	June 2009
Sales Activity	76	4.1	-14.6	7.0	10.1	22.6	55.1
Dollar Volume	\$45,922,689	22.8	-6.3	57.2	125.0	138.1	309.8
New Listings	103	-16.9	-8.0	17.0	3.0	-5.5	-15.6
Active Listings <sup>3</sup>	28	-9.6	72.4	69.0	-12.9	-40.3	-56.7
Sales to New Listings Ratio <sup>4</sup>	73.8	58.9	79.5	80.7	69.0	56.9	40.2
Months of Inventory <sup>5</sup>	2.2	2.6	1.1	1.4	2.8	4.6	8.0
Average Price	\$604,246	17.9	9.7	46.9	104.3	94.2	164.2
Median Price	\$580,000	17.6	13.7	45.0	111.0	110.0	157.8
Sales to List Price Ratio	98.1	98.8	103.2	100.1	97.7	96.7	96.2
Median Days on Market	26.0	17.0	9.0	13.0	29.0	42.0	72.0
Average Days on Market	47.1	31.8	17.5	24.3	53.1	66.3	85.1

<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

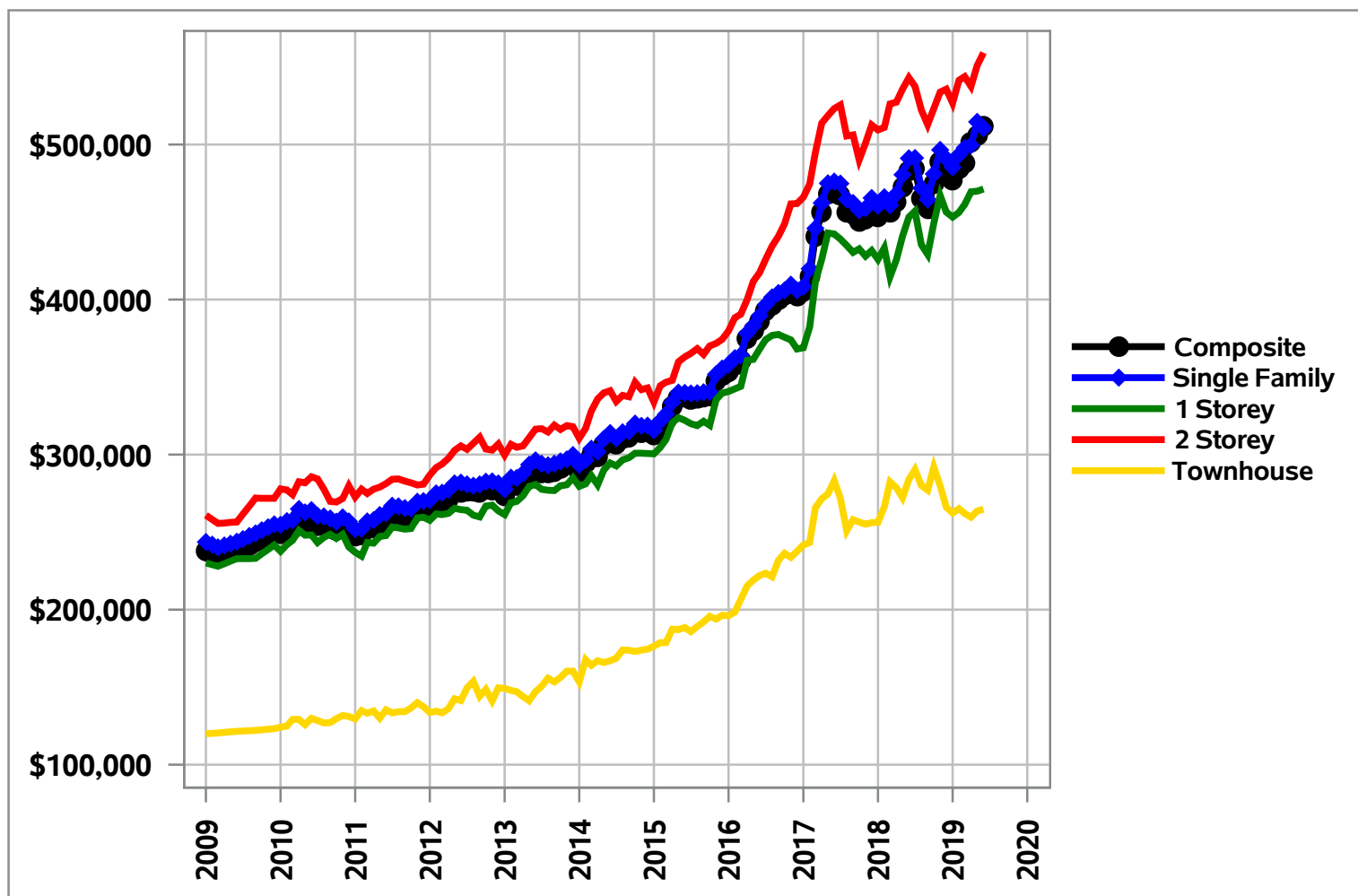
## SMITHVILLE (57)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	June 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$511,800	1.2	4.9	6.1	6.0	32.6	65.3
Single Family	\$510,500	-0.8	2.6	4.0	4.0	31.1	62.6
One Storey	\$471,300	0.3	2.2	3.3	4.0	28.0	60.0
Two Storey	\$559,200	1.5	2.8	4.4	3.0	34.0	63.9
Townhouse	\$264,700	0.4	1.0	-0.5	-6.8	19.2	58.5
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