

# NIAGARA NORTH

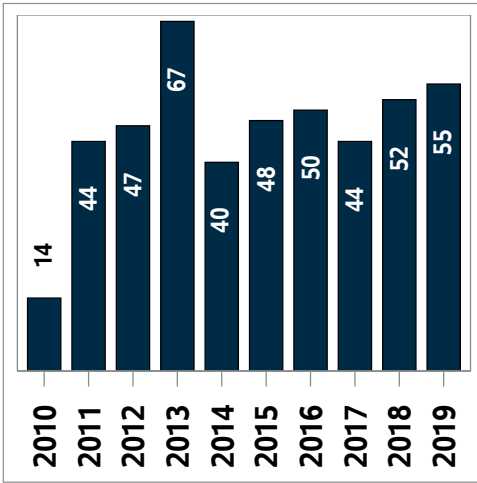
## MLS® Residential Market Activity

### October 2019

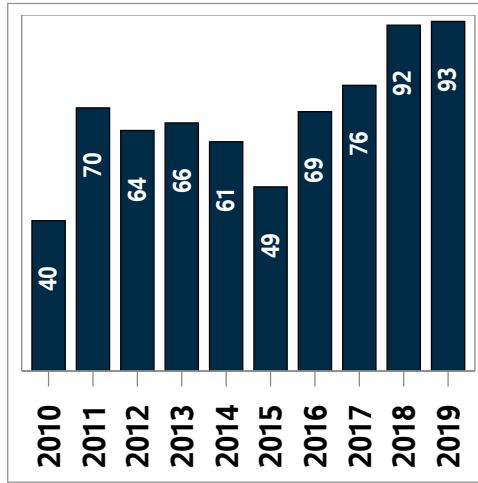


# NIAGARA NORTH MLS® Residential Market Activity

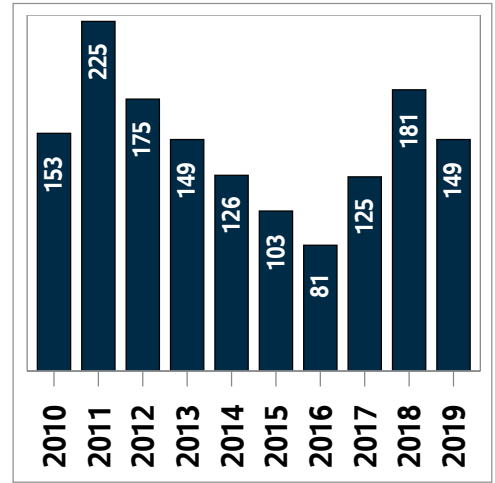
Sales Activity  
(October only)



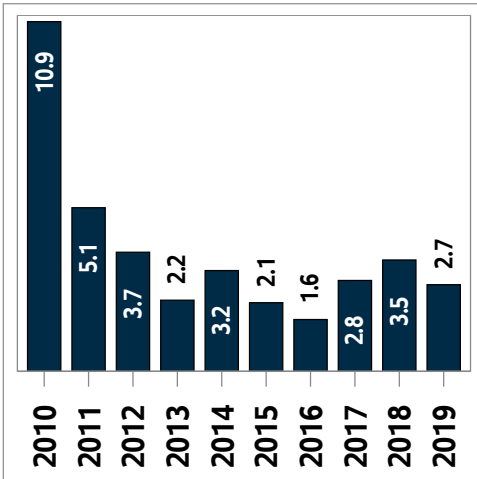
New Listings  
(October only)



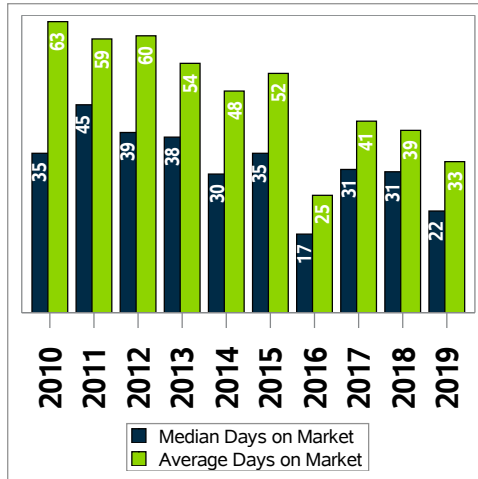
Active Listings  
(October only)



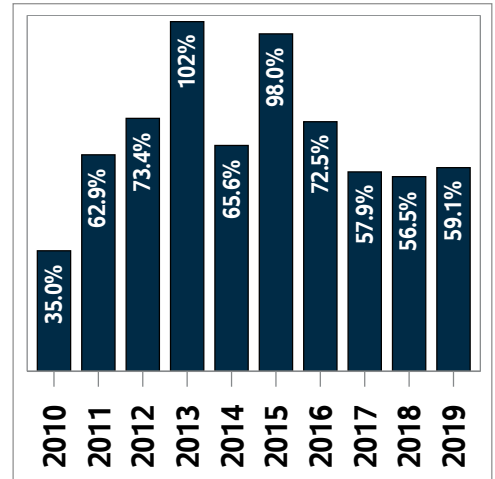
Months of Inventory  
(October only)



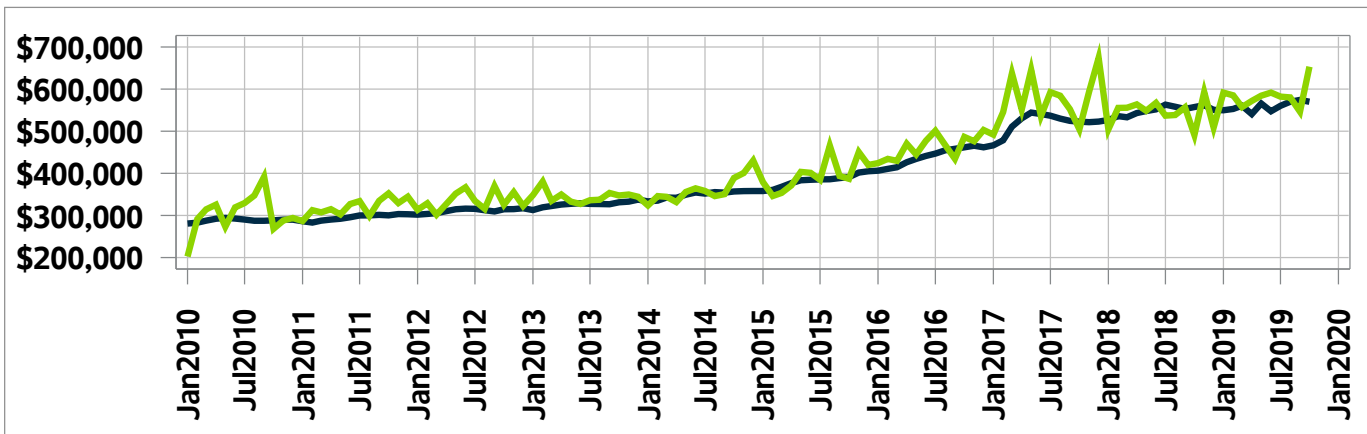
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)

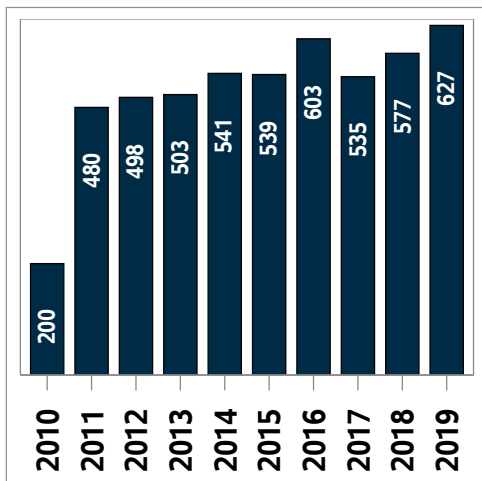


MLS® HPI Composite Benchmark Price and Average Price

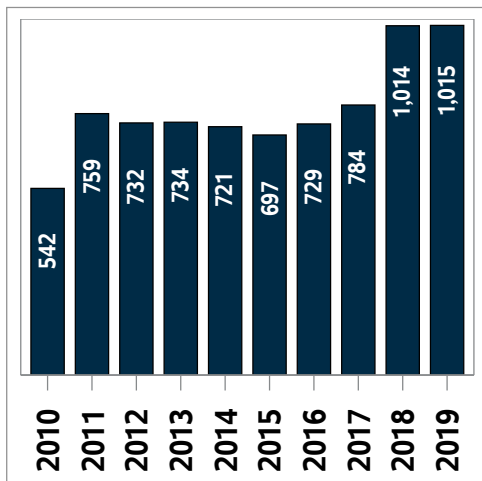


# **NIAGARA NORTH** **MLS® Residential Market Activity**

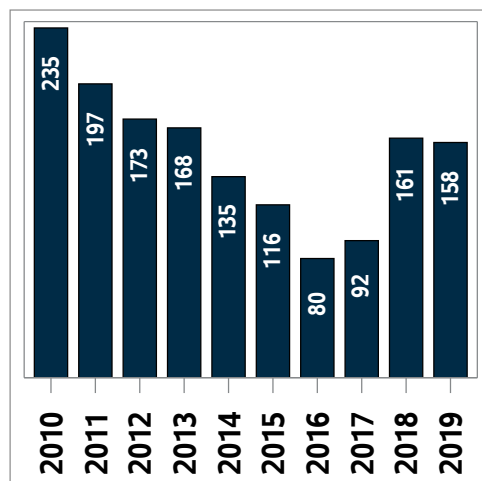
**Sales Activity**  
(October Year-to-date)



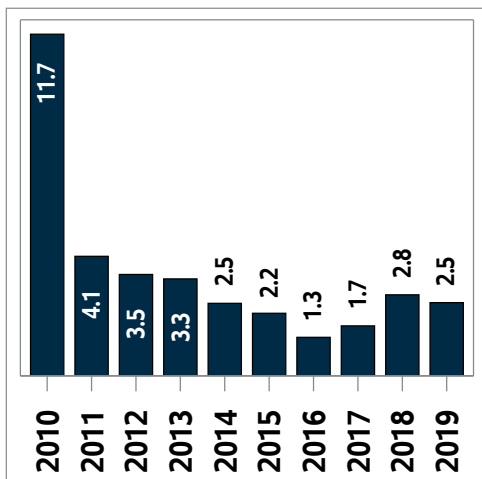
**New Listings**  
(October Year-to-date)



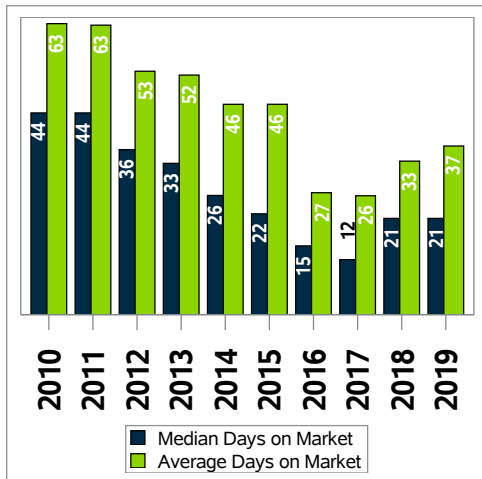
**Active Listings <sup>1</sup>**  
(October Year-to-date)



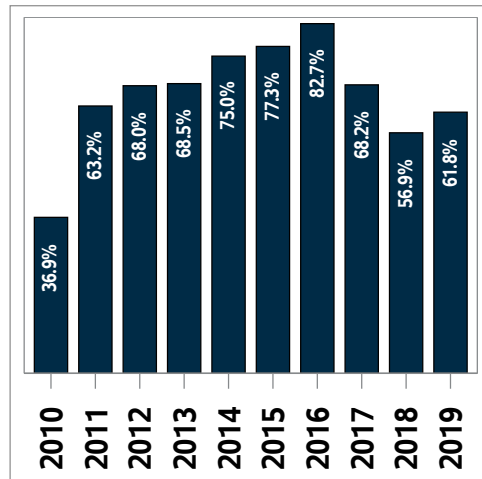
**Months of Inventory <sup>2</sup>**  
(October Year-to-date)



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



**Sales to New Listings Ratio**  
(October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	55	5.8	25.0	10.0	37.5	17.0	223.5
Dollar Volume	\$35,930,300	40.7	61.8	47.7	130.9	134.9	617.0
New Listings	93	1.1	22.4	34.8	52.5	45.3	173.5
Active Listings	149	-17.7	19.2	84.0	18.3	-14.9	10.4
Sales to New Listings Ratio <sup>1</sup>	59.1	56.5	57.9	72.5	65.6	73.4	50.0
Months of Inventory <sup>2</sup>	2.7	3.5	2.8	1.6	3.2	3.7	7.9
Average Price	\$653,278	33.0	29.5	34.3	67.9	100.8	121.6
Median Price	\$530,000	12.4	12.8	22.0	71.8	96.3	96.3
Sales to List Price Ratio	98.1	97.3	97.2	100.1	97.7	97.6	96.9
Median Days on Market	22.0	30.5	31.0	17.0	30.0	39.0	66.0
Average Days on Market	32.7	39.5	41.5	25.4	48.0	59.9	69.3

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	627	8.7	17.2	4.0	15.9	25.9	273.2
Dollar Volume	\$364,845,390	16.0	19.1	32.3	92.1	119.2	672.3
New Listings	1,015	0.1	29.5	39.2	40.8	38.7	171.4
Active Listings <sup>3</sup>	158	-1.8	71.6	97.4	17.0	-9.1	34.4
Sales to New Listings Ratio <sup>4</sup>	61.8	56.9	68.2	82.7	75.0	68.0	44.9
Months of Inventory <sup>5</sup>	2.5	2.8	1.7	1.3	2.5	3.5	7.0
Average Price	\$581,891	6.7	1.6	27.3	65.7	74.1	106.9
Median Price	\$539,000	6.3	5.7	27.6	69.5	85.9	114.7
Sales to List Price Ratio	98.1	98.3	101.4	99.9	97.6	96.8	96.1
Median Days on Market	21.0	21.0	12.0	15.0	26.0	36.0	61.0
Average Days on Market	36.8	33.5	25.9	26.6	45.9	53.1	74.7

<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

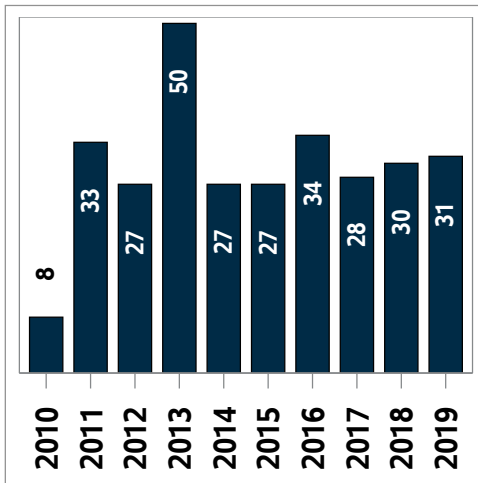
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

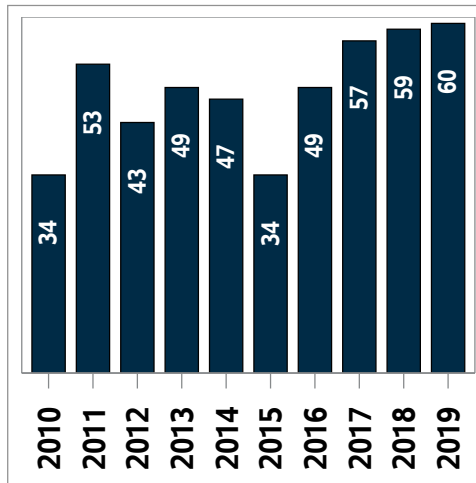
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Single Family Market Activity

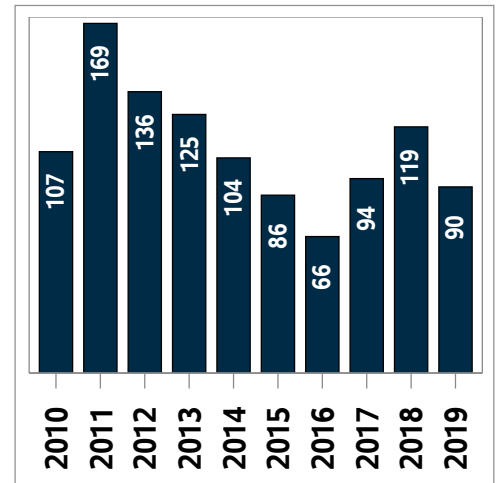
Sales Activity  
(October only)



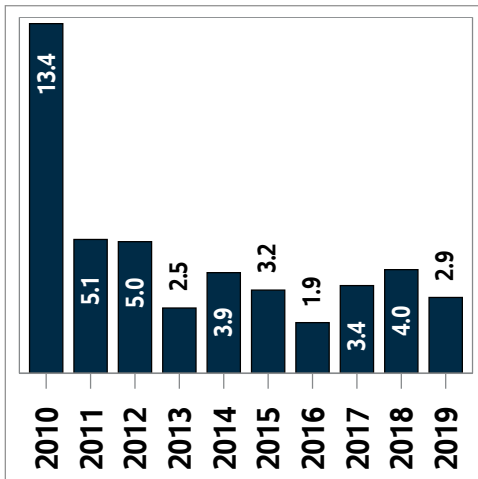
New Listings  
(October only)



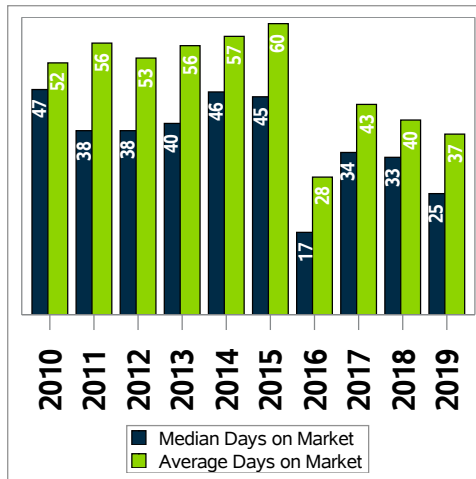
Active Listings  
(October only)



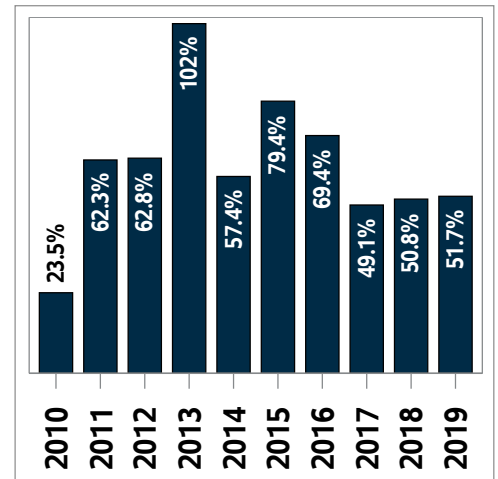
Months of Inventory  
(October only)



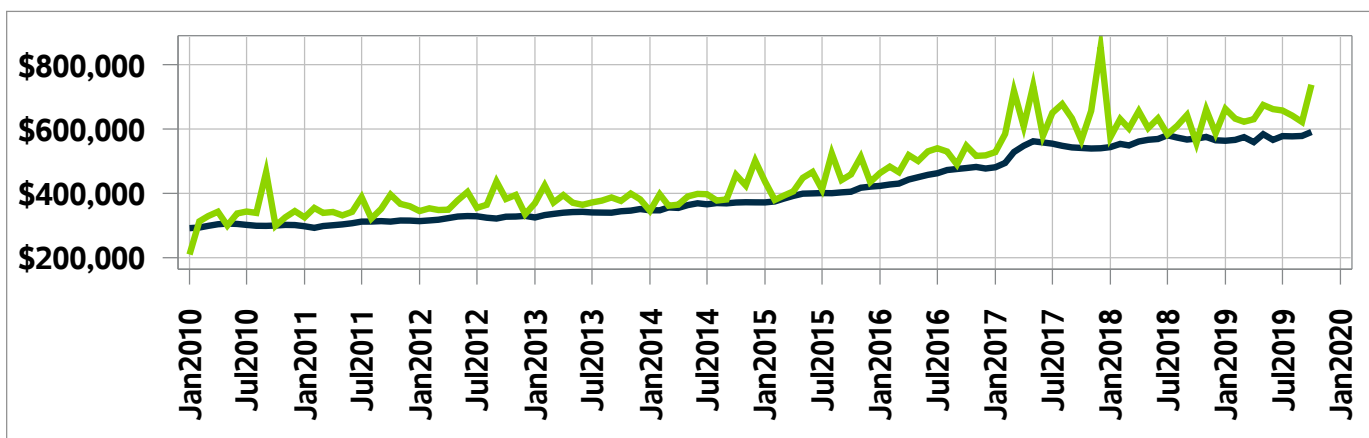
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)



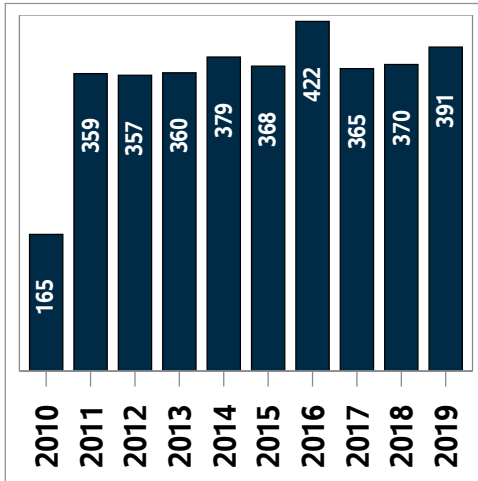
### MLS® HPI Single Family Benchmark Price and Average Price



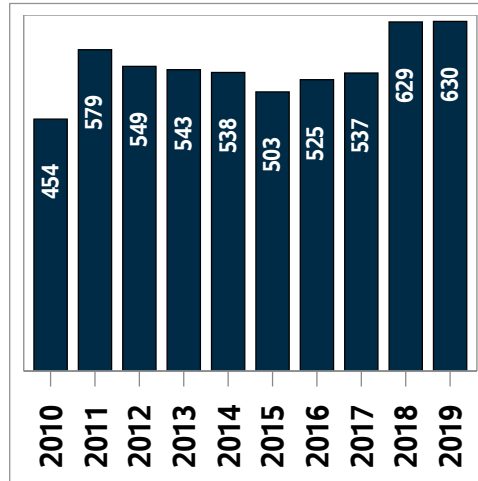


# **NIAGARA NORTH** **MLS® Single Family Market Activity**

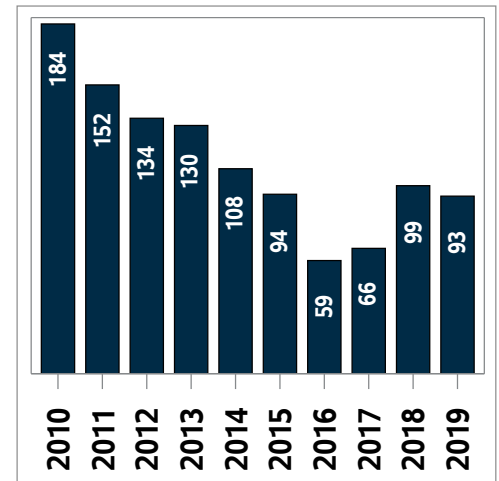
**Sales Activity**  
(October Year-to-date)



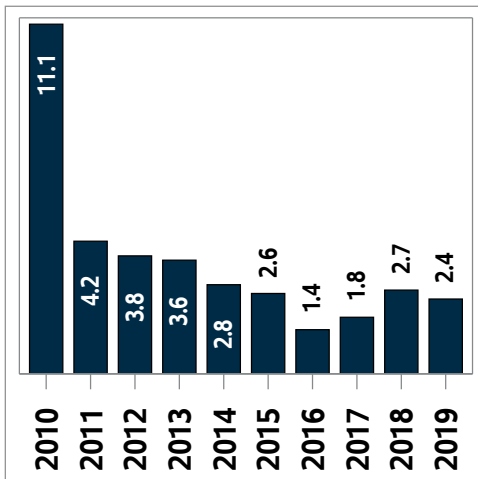
**New Listings**  
(October Year-to-date)



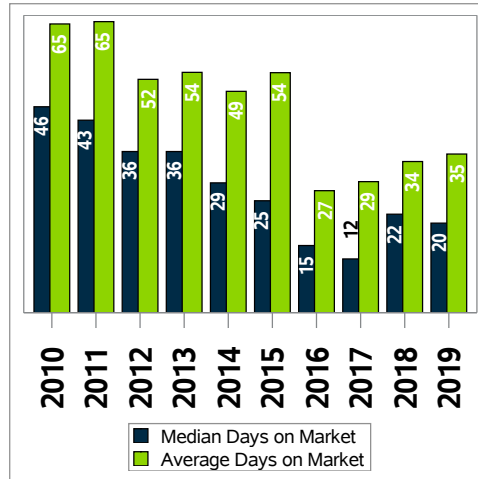
**Active Listings**<sup>1</sup>  
(October Year-to-date)



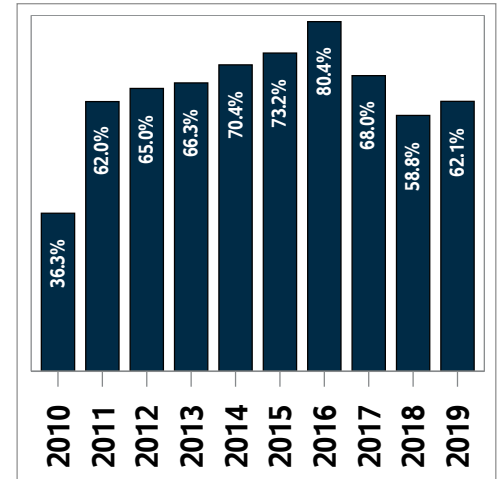
**Months of Inventory**<sup>2</sup>  
(October Year-to-date)



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



**Sales to New Listings Ratio**  
(October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	31	3.3	10.7	-8.8	14.8	14.8	121.4
Dollar Volume	\$22,867,300	37.0	44.5	22.8	85.1	121.4	417.8
New Listings	60	1.7	5.3	22.4	27.7	39.5	122.2
Active Listings	90	-24.4	-4.3	36.4	-13.5	-33.8	-6.3
Sales to New Listings Ratio <sup>1</sup>	51.7	50.8	49.1	69.4	57.4	62.8	51.9
Months of Inventory <sup>2</sup>	2.9	4.0	3.4	1.9	3.9	5.0	6.9
Average Price	\$737,655	32.6	30.5	34.6	61.2	92.8	133.9
Median Price	\$675,000	22.7	32.1	21.4	58.8	95.7	132.8
Sales to List Price Ratio	97.3	97.5	97.5	99.5	97.6	97.5	96.6
Median Days on Market	25.0	32.5	33.5	17.0	46.0	38.0	53.0
Average Days on Market	37.3	40.2	43.4	28.4	57.5	53.0	68.9

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	391	5.7	7.1	-7.3	3.2	9.5	185.4
Dollar Volume	\$254,904,857	12.6	9.4	18.9	74.3	92.4	521.9
New Listings	630	0.2	17.3	20.0	17.1	14.8	110.0
Active Listings <sup>3</sup>	93	-5.6	41.6	56.9	-13.4	-30.5	-3.4
Sales to New Listings Ratio <sup>4</sup>	62.1	58.8	68.0	80.4	70.4	65.0	45.7
Months of Inventory <sup>5</sup>	2.4	2.7	1.8	1.4	2.8	3.8	7.0
Average Price	\$651,931	6.6	2.1	28.4	69.0	75.7	117.9
Median Price	\$615,000	4.9	7.0	28.5	66.9	82.5	126.1
Sales to List Price Ratio	98.1	98.2	101.2	99.6	97.6	96.9	95.9
Median Days on Market	20.0	22.0	12.0	15.0	29.0	36.0	62.0
Average Days on Market	35.4	33.8	29.3	27.3	49.4	52.1	76.4

<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

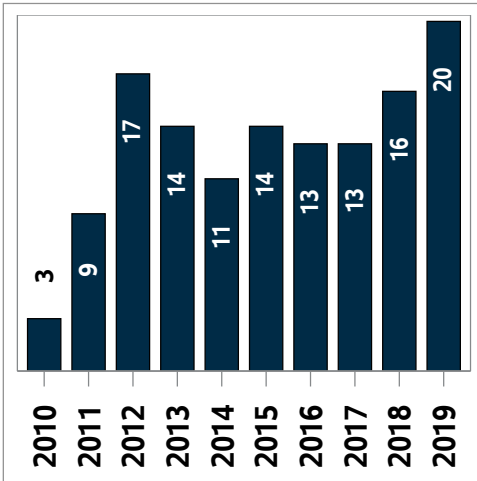
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

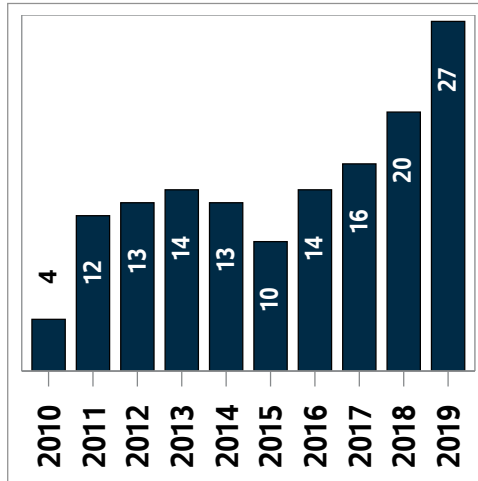
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Townhouse Market Activity

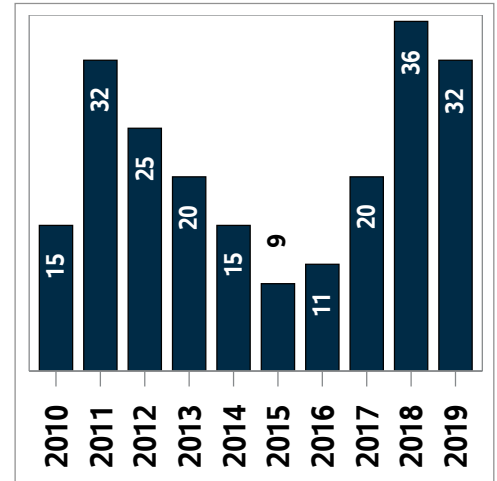
Sales Activity  
(October only)



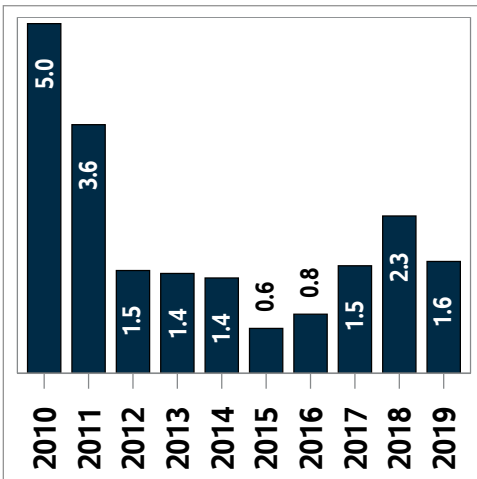
New Listings  
(October only)



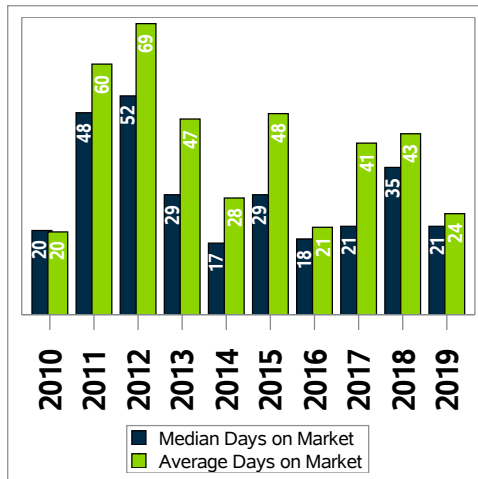
Active Listings  
(October only)



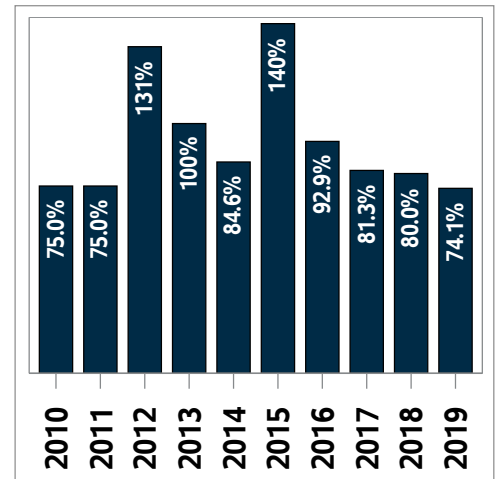
Months of Inventory  
(October only)



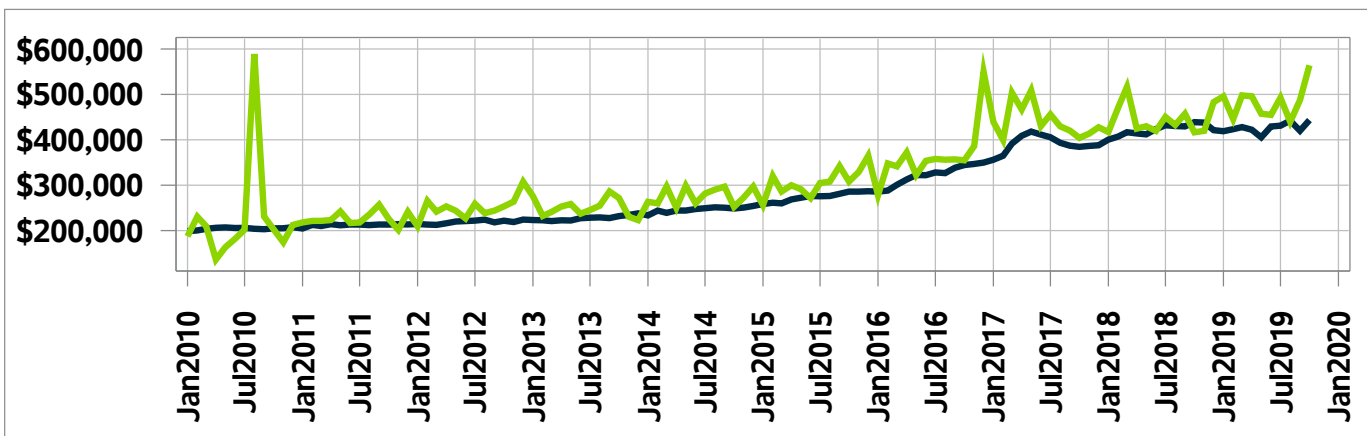
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)



## MLS® HPI Townhouse Benchmark Price and Average Price

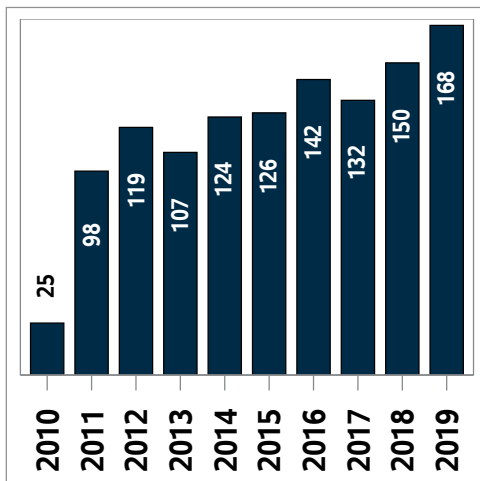




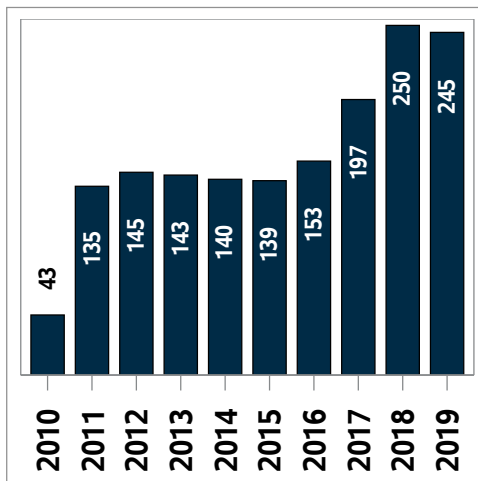
# NIAGARA NORTH

## MLS® Townhouse Market Activity

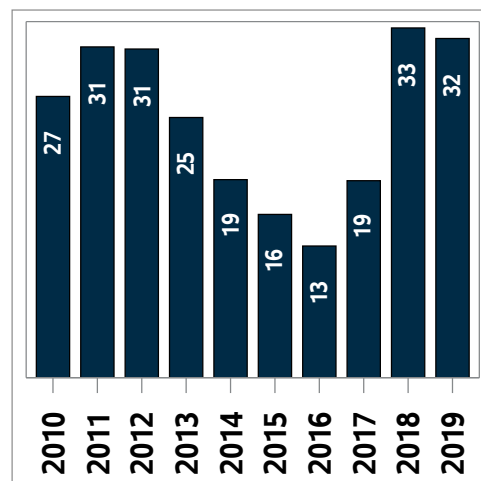
**Sales Activity**  
(October Year-to-date)



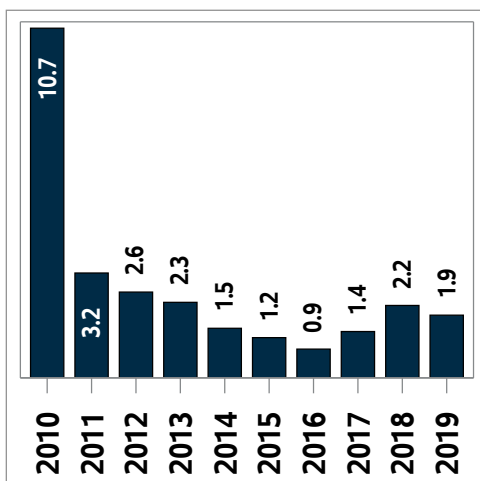
**New Listings**  
(October Year-to-date)



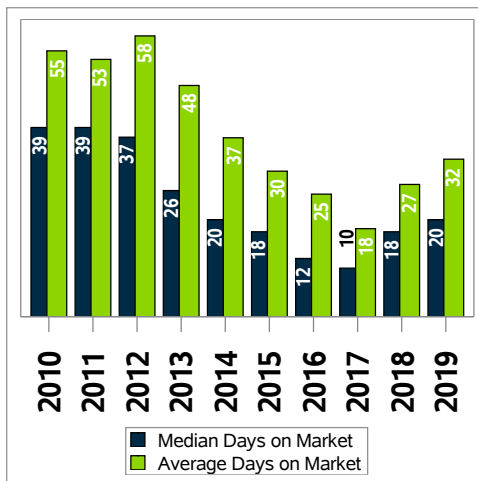
**Active Listings**<sup>1</sup>  
(October Year-to-date)



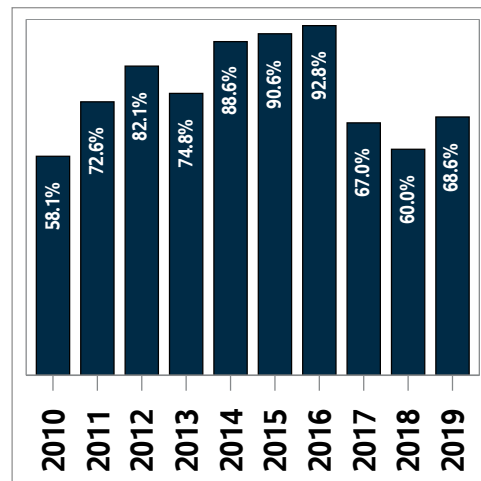
**Months of Inventory**<sup>2</sup>  
(October Year-to-date)



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



**Sales to New Listings Ratio**  
(October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	20	25.0	53.8	53.8	81.8	17.6	900.0
Dollar Volume	\$11,282,100	69.3	114.7	144.6	306.7	162.0	3,033.9
New Listings	27	35.0	68.8	92.9	107.7	107.7	575.0
Active Listings	32	-11.1	60.0	190.9	113.3	28.0	-5.9
Sales to New Listings Ratio <sup>1</sup>	74.1	80.0	81.3	92.9	84.6	130.8	50.0
Months of Inventory <sup>2</sup>	1.6	2.3	1.5	0.8	1.4	1.5	17.0
Average Price	\$564,105	35.5	39.6	59.0	123.7	122.7	213.4
Median Price	\$475,000	15.2	23.4	26.3	79.2	86.3	163.9
Sales to List Price Ratio	99.1	96.7	96.8	101.7	98.1	97.8	98.2
Median Days on Market	21.0	35.0	21.0	18.0	17.0	52.0	72.5
Average Days on Market	24.0	43.0	40.8	20.8	27.7	69.2	72.5

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	168	12.0	27.3	18.3	35.5	41.2	740.0
Dollar Volume	\$81,943,183	24.0	36.9	66.3	139.8	183.0	1,983.1
New Listings	245	-2.0	24.4	60.1	75.0	69.0	329.8
Active Listings <sup>3</sup>	32	-3.0	72.2	157.6	71.3	3.2	92.8
Sales to New Listings Ratio <sup>4</sup>	68.6	60.0	67.0	92.8	88.6	82.1	35.1
Months of Inventory <sup>5</sup>	1.9	2.2	1.4	0.9	1.5	2.6	8.4
Average Price	\$487,757	10.7	7.6	40.5	77.0	100.4	148.0
Median Price	\$477,000	10.5	8.5	33.6	76.7	88.5	124.5
Sales to List Price Ratio	98.5	98.4	101.9	100.4	97.4	96.2	97.0
Median Days on Market	20.0	17.5	10.0	12.0	20.0	37.0	45.0
Average Days on Market	32.5	27.3	18.1	25.3	36.9	57.9	70.1

<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

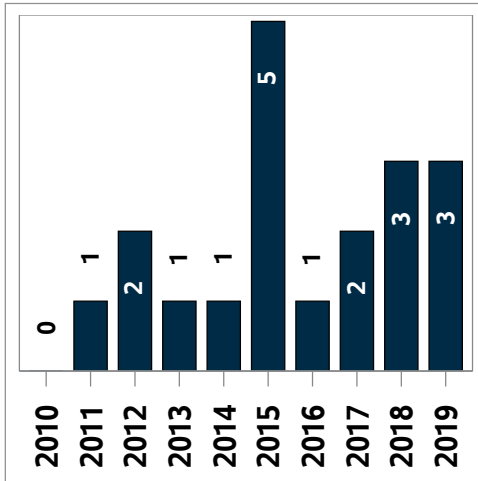
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

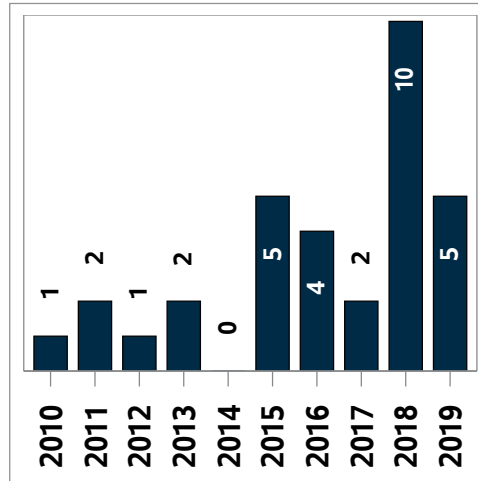
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Apartment-Style Market Activity

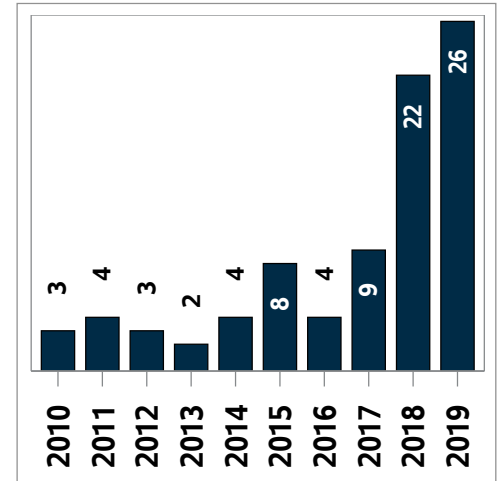
Sales Activity  
(October only)



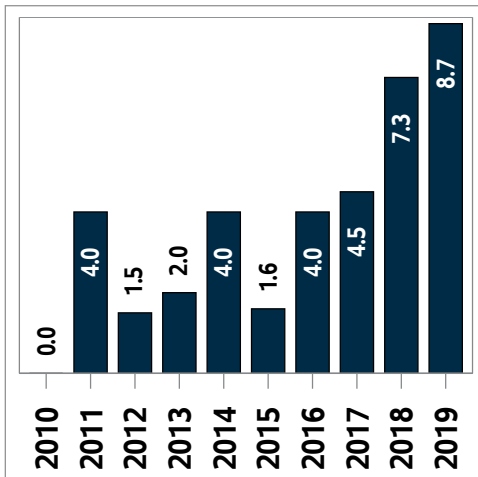
New Listings  
(October only)



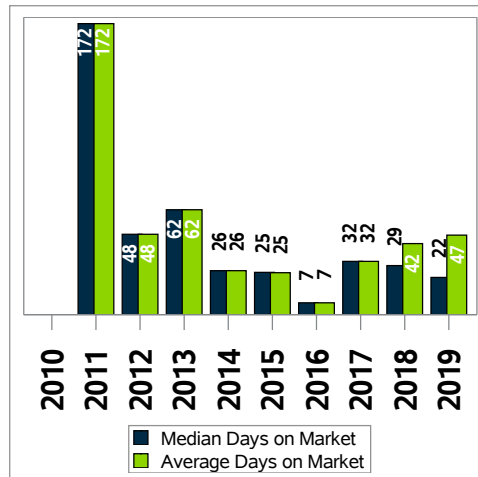
Active Listings  
(October only)



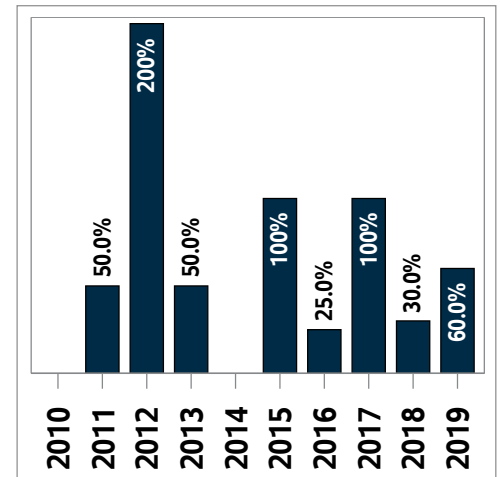
Months of Inventory  
(October only)



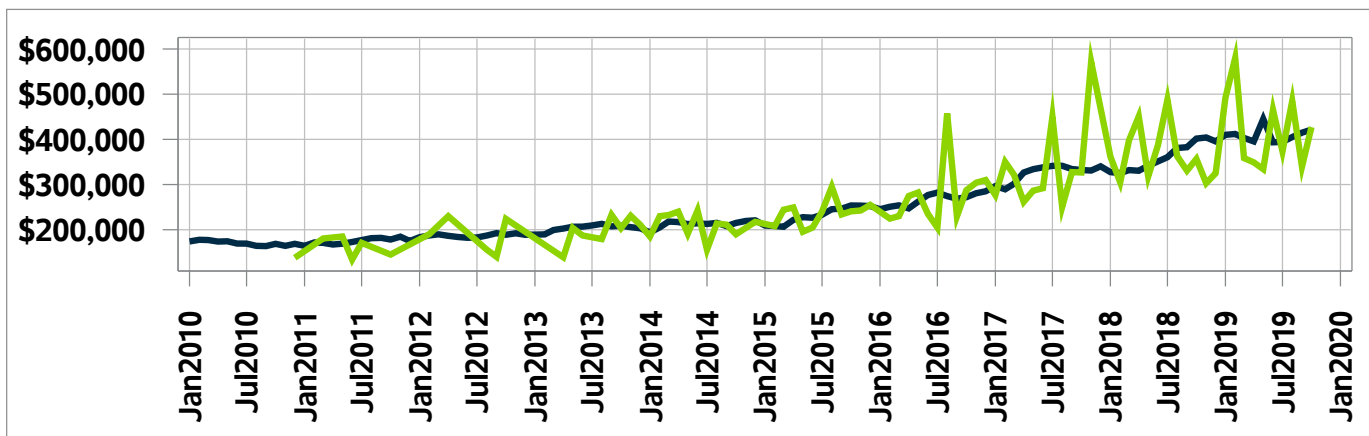
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)

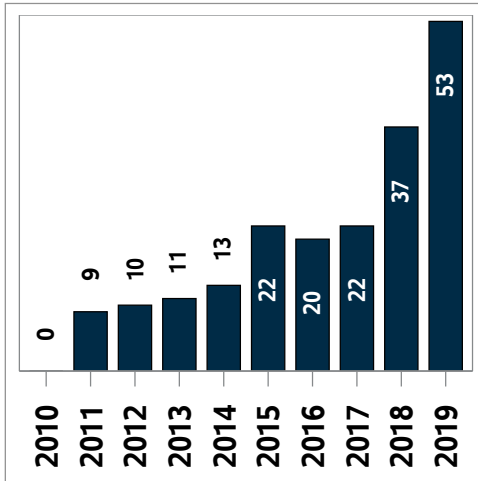


## MLS® HPI Apartment-Style Benchmark Price and Average Price

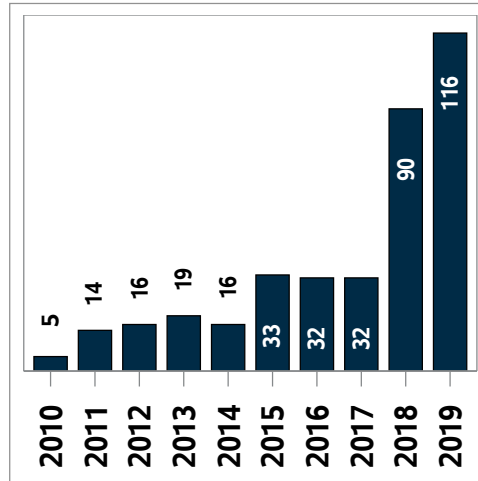


# **NIAGARA NORTH** **MLS® Apartment-Style Market Activity**

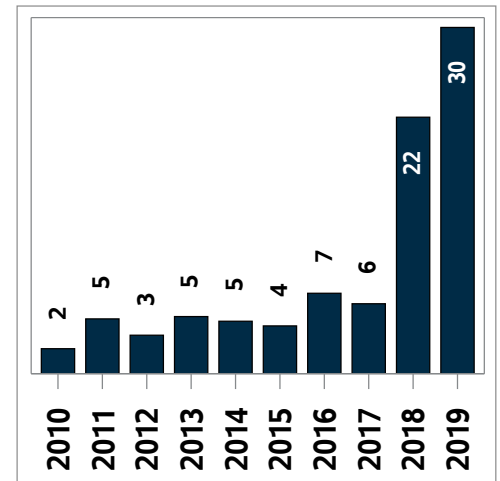
**Sales Activity**  
 (October Year-to-date)



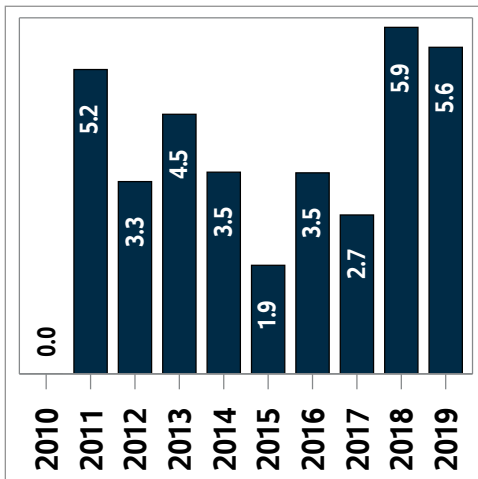
**New Listings**  
 (October Year-to-date)



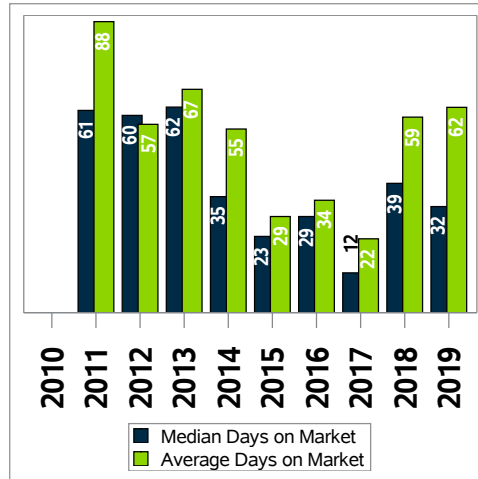
**Active Listings <sup>1</sup>**  
 (October Year-to-date)



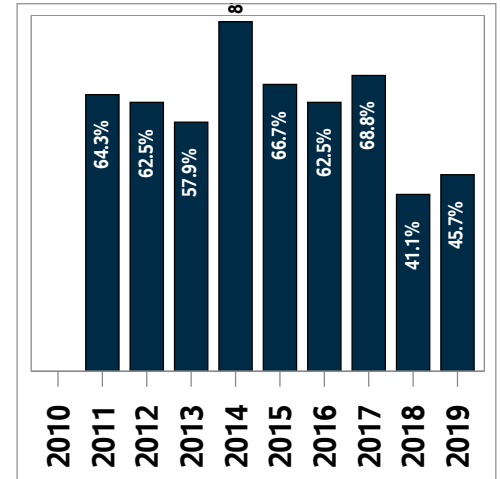
**Months of Inventory <sup>2</sup>**  
 (October Year-to-date)



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



**Sales to New Listings Ratio**  
 (October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	3	0.0	50.0	200.0	200.0	50.0	
Dollar Volume	\$1,281,000	19.7	96.0	345.6	574.2	185.9	
New Listings	5	-50.0	150.0	25.0		400.0	
Active Listings	26	18.2	188.9	550.0	550.0	766.7	
Sales to New Listings Ratio <sup>1</sup>	60.0	30.0	100.0	25.0		200.0	
Months of Inventory <sup>2</sup>	8.7	7.3	4.5	4.0	4.0	1.5	
Average Price	\$427,000	19.7	30.7	48.5	124.7	90.6	
Median Price	\$400,000	12.7	22.4	39.1	110.5	78.6	
Sales to List Price Ratio	98.6	96.5	95.0	99.1	97.7	97.4	
Median Days on Market	22.0	29.0	31.5	7.0	26.0	47.5	
Average Days on Market	47.0	42.0	31.5	7.0	26.0	47.5	

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	53	43.2	140.9	165.0	307.7	430.0	5,200.0
Dollar Volume	\$21,584,750	54.1	228.6	319.5	697.0	1,041.4	15,900.6
New Listings	116	28.9	262.5	262.5	625.0	625.0	11,500.0
Active Listings <sup>3</sup>	30	35.0	395.0	330.4	560.0	800.0	2,870.0
Sales to New Listings Ratio <sup>4</sup>	45.7	41.1	68.8	62.5	81.3	62.5	100.0
Months of Inventory <sup>5</sup>	5.6	5.9	2.7	3.5	3.5	3.3	10.0
Average Price	\$407,259	7.6	36.4	58.3	95.5	115.4	201.9
Median Price	\$373,000	7.2	21.4	49.5	62.2	91.3	176.5
Sales to List Price Ratio	97.6	98.3	100.8	99.4	97.6	96.5	100.0
Median Days on Market	32.0	39.0	12.0	29.0	35.0	59.5	18.0
Average Days on Market	61.9	59.0	22.3	33.9	55.4	56.8	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

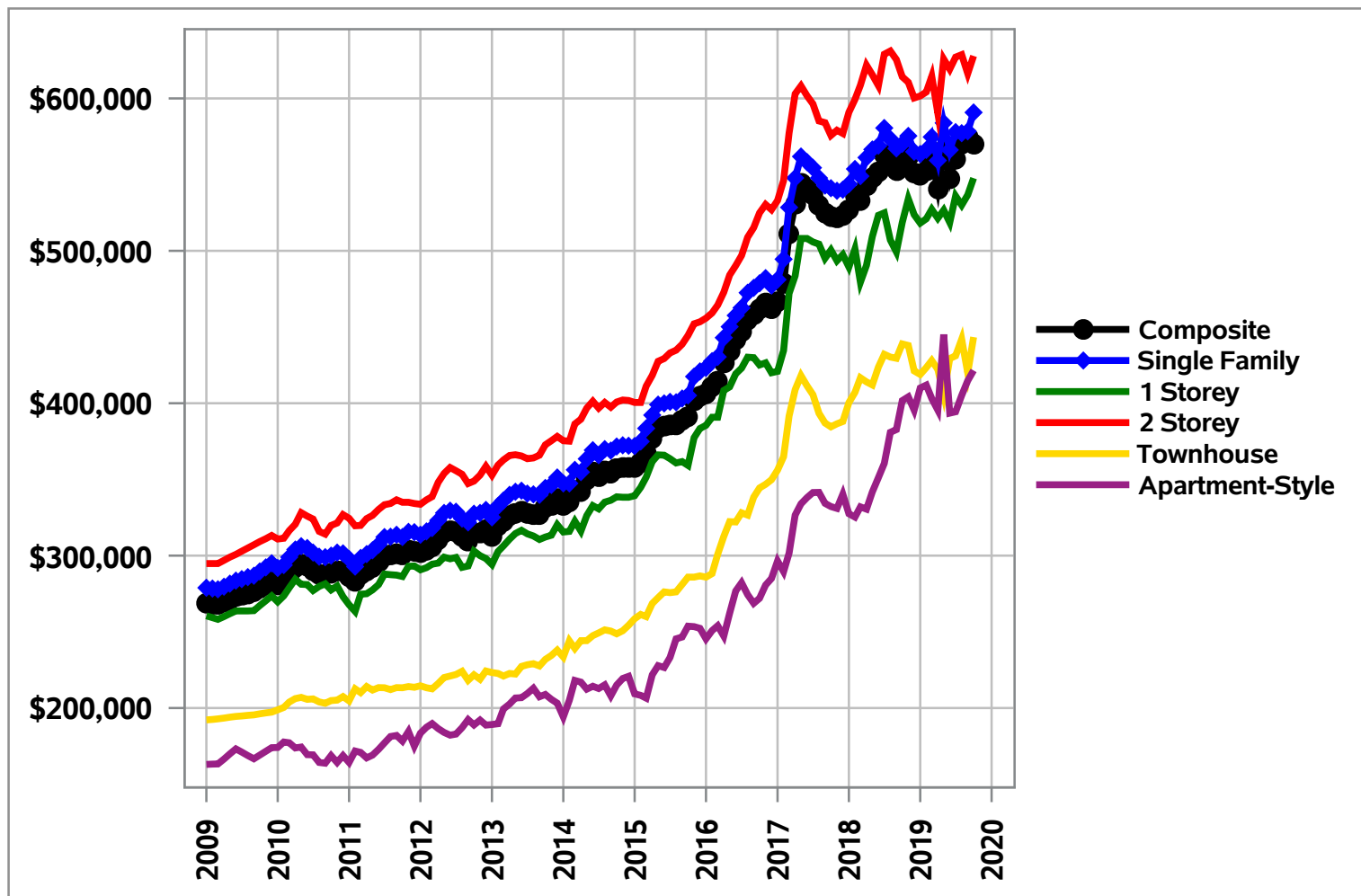
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$570,000	-0.7	1.7	5.4	2.3	23.4	59.7
Single Family	\$590,800	2.1	2.2	5.6	3.6	23.4	59.0
One Storey	\$547,700	2.0	2.2	5.0	5.6	28.8	61.8
Two Storey	\$627,900	1.9	0.1	6.4	2.2	19.6	56.7
Townhouse	\$443,400	5.6	2.9	5.0	1.0	28.7	78.3
Apartment-Style	\$421,500	1.6	6.9	6.6	4.9	55.0	96.0

### 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

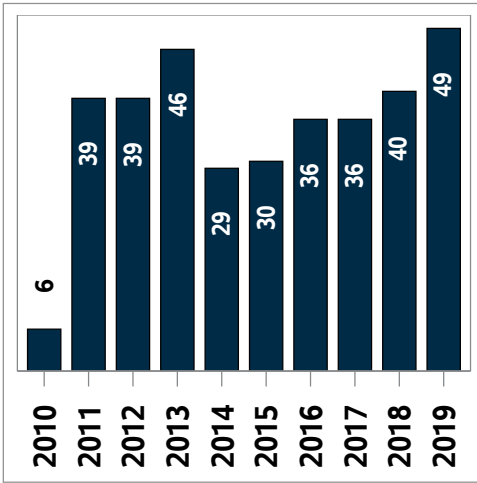
Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1230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

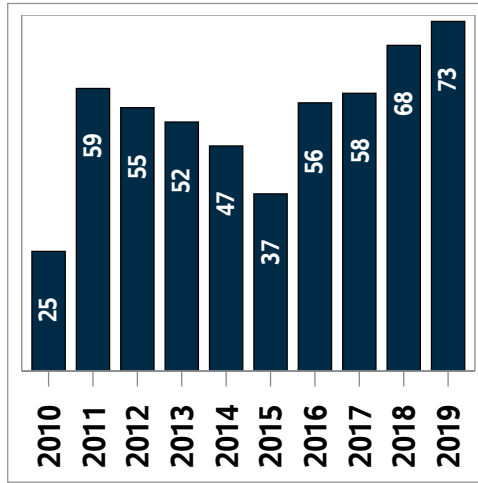
Features	Value
Above Ground Bedrooms	2
Age Category	6 to 15
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1123
Half Bathrooms	0
Heating Fuel	Electricity
Number of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

# GRIMSBY (54) MLS® Residential Market Activity

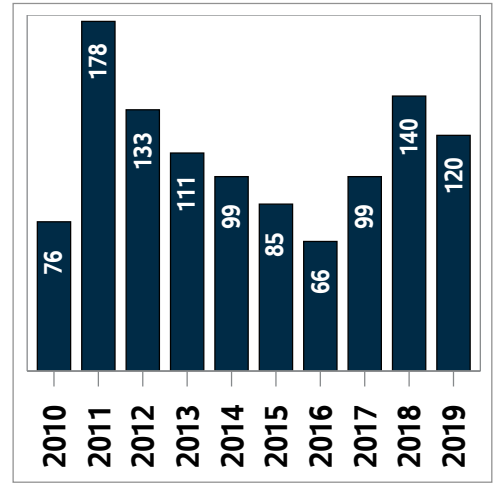
Sales Activity  
(October only)



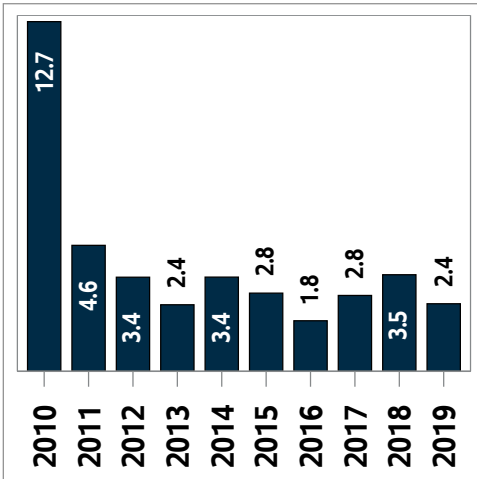
New Listings  
(October only)



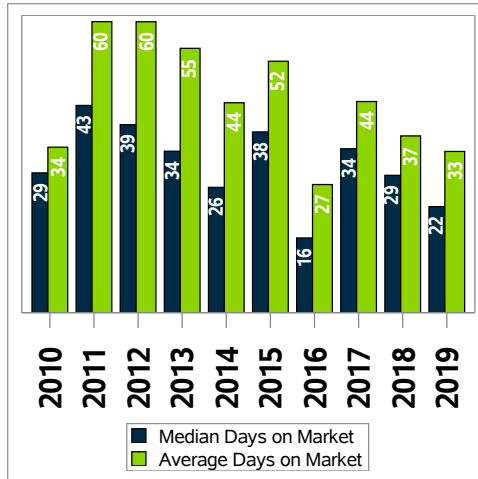
Active Listings  
(October only)



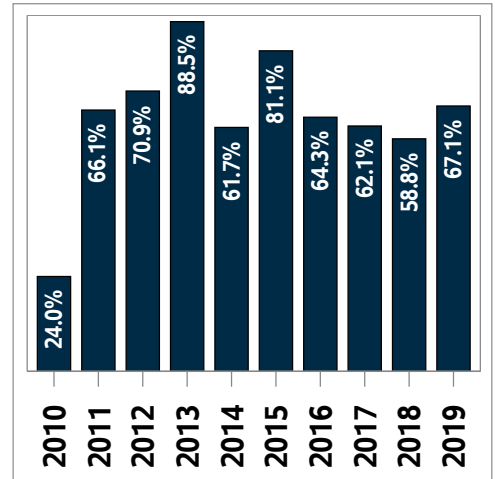
Months of Inventory  
(October only)



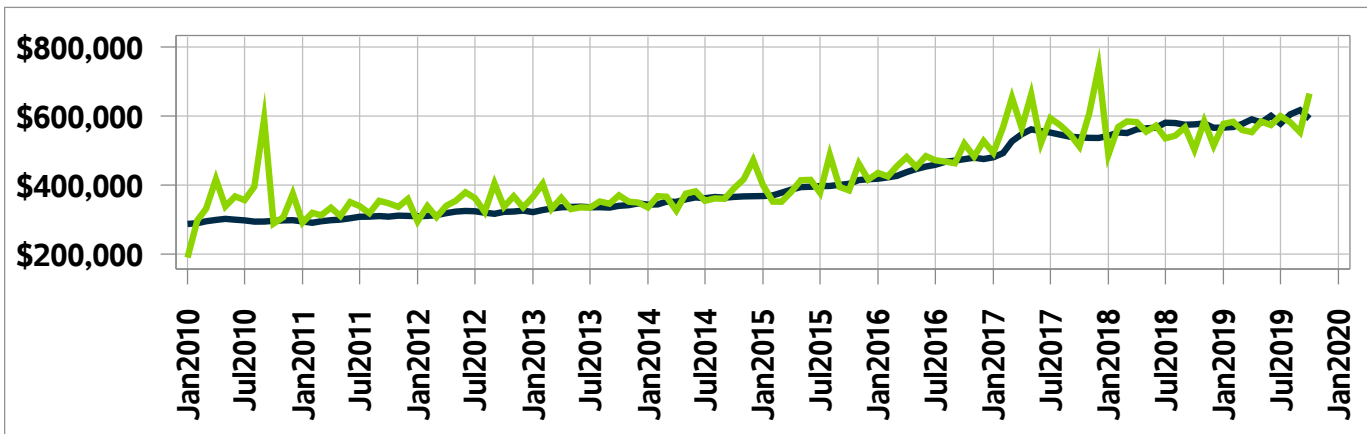
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)



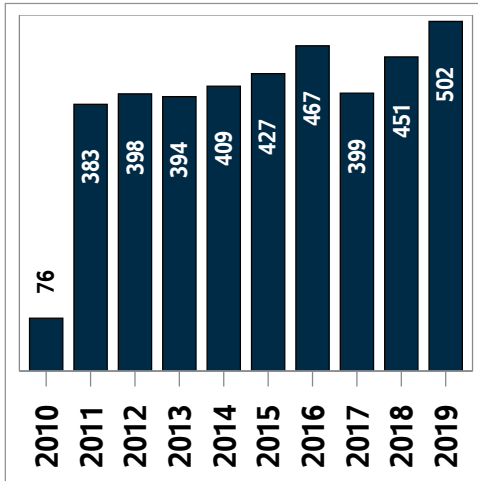
## MLS® HPI Composite Benchmark Price and Average Price



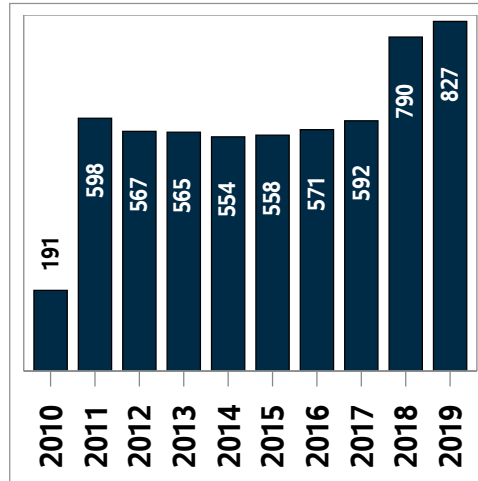
## GRIMSBY (54)

### MLS® Residential Market Activity

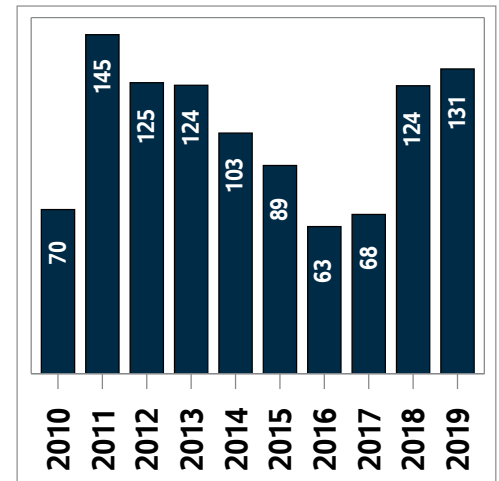
**Sales Activity**  
(October Year-to-date)



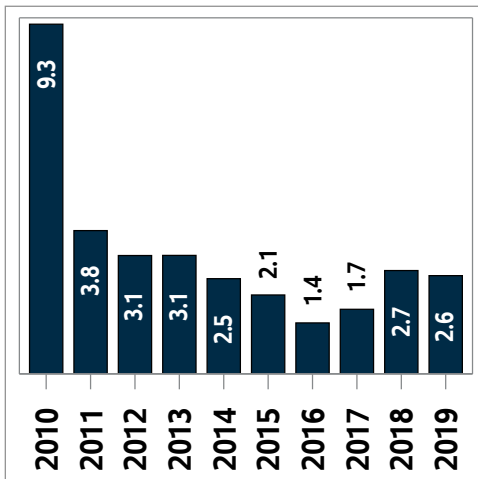
**New Listings**  
(October Year-to-date)



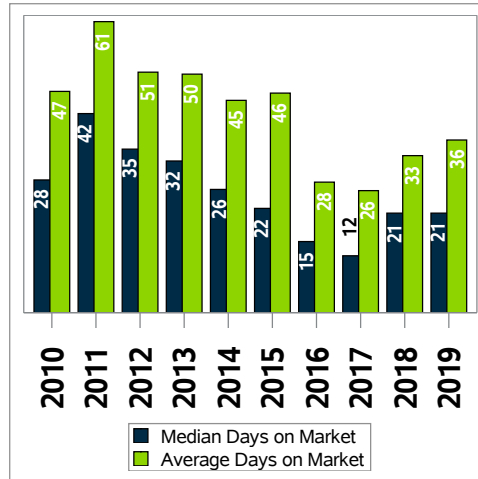
**Active Listings**<sup>1</sup>  
(October Year-to-date)



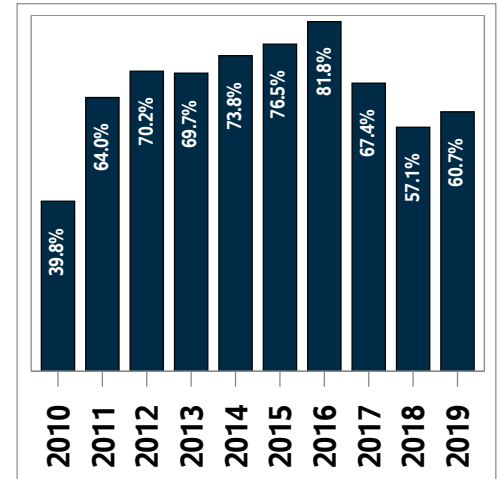
**Months of Inventory**<sup>2</sup>  
(October Year-to-date)



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



**Sales to New Listings Ratio**  
(October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	49	22.5	36.1	36.1	69.0	25.6	600.0
Dollar Volume	\$32,589,300	62.0	76.9	74.1	187.7	148.0	1,247.8
New Listings	73	7.4	25.9	30.4	55.3	32.7	711.1
Active Listings	120	-14.3	21.2	81.8	21.2	-9.8	100.0
Sales to New Listings Ratio <sup>1</sup>	67.1	58.8	62.1	64.3	61.7	70.9	77.8
Months of Inventory <sup>2</sup>	2.4	3.5	2.8	1.8	3.4	3.4	8.6
Average Price	\$665,088	32.2	30.0	27.9	70.3	97.4	92.5
Median Price	\$530,000	12.4	13.2	2.9	79.7	92.8	76.7
Sales to List Price Ratio	98.3	97.3	97.3	100.6	97.6	97.8	95.8
Median Days on Market	22.0	28.5	34.0	15.5	26.0	39.0	35.0
Average Days on Market	33.4	36.7	43.8	26.6	43.6	60.4	44.9

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	502	11.3	25.8	7.5	22.7	26.1	569.3
Dollar Volume	\$292,711,586	17.2	26.9	34.6	98.1	113.2	1,086.1
New Listings	827	4.7	39.7	44.8	49.3	45.9	440.5
Active Listings <sup>3</sup>	131	5.8	91.4	107.1	26.6	4.7	170.0
Sales to New Listings Ratio <sup>4</sup>	60.7	57.1	67.4	81.8	73.8	70.2	49.0
Months of Inventory <sup>5</sup>	2.6	2.7	1.7	1.4	2.5	3.1	6.5
Average Price	\$583,091	5.3	0.9	25.2	61.4	69.1	77.2
Median Price	\$536,000	4.1	5.1	24.7	63.7	75.7	84.8
Sales to List Price Ratio	98.1	98.3	101.4	99.8	97.6	97.0	95.8
Median Days on Market	21.0	21.0	12.0	15.0	26.0	34.5	57.0
Average Days on Market	36.4	33.1	25.7	27.5	44.8	50.7	71.8

<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



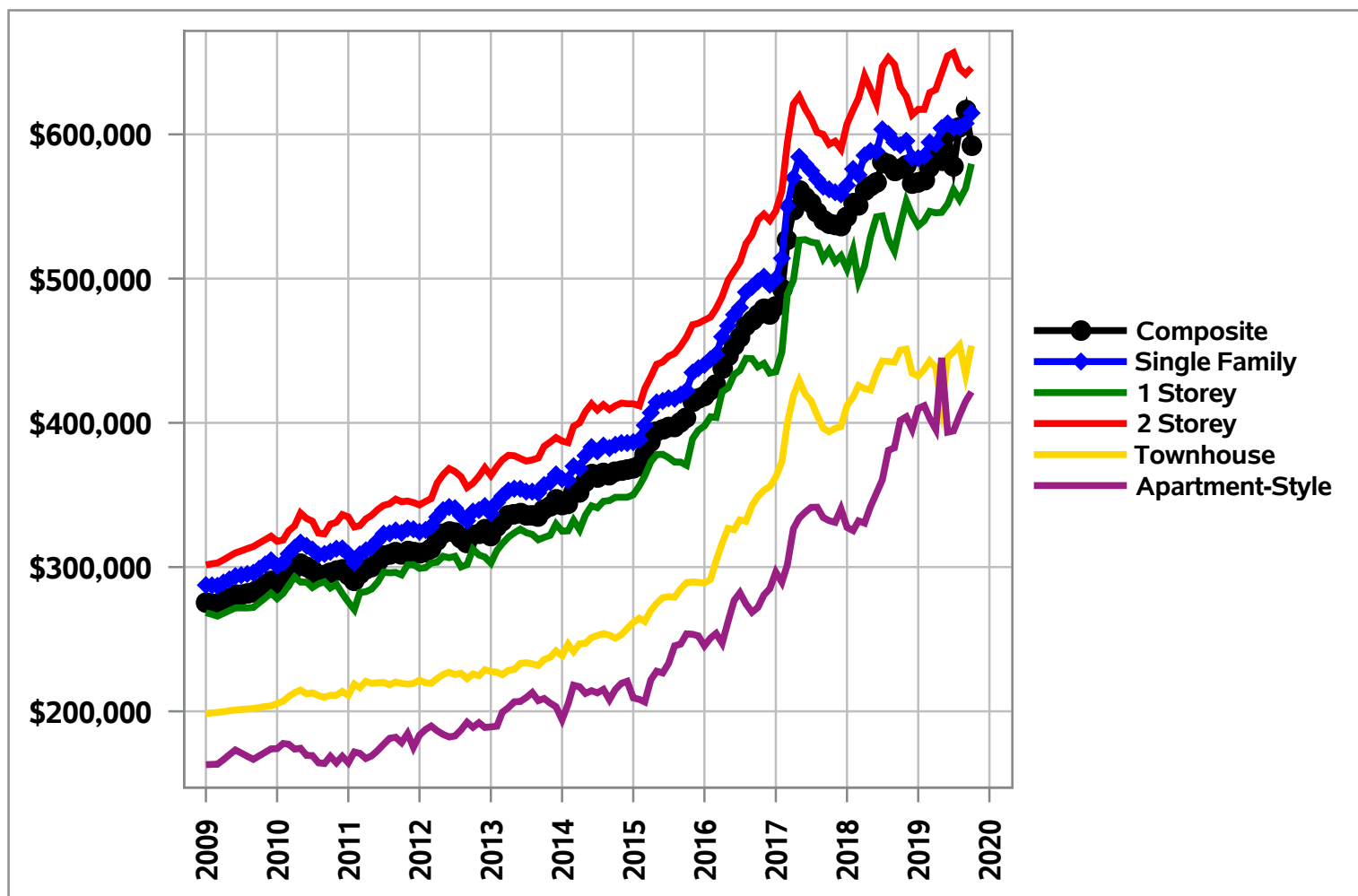
## GRIMSBY (54)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$592,400	-4.0	2.5	0.3	2.9	24.7	62.0
Single Family	\$614,800	1.2	1.7	3.6	3.8	23.5	59.8
One Storey	\$579,600	3.0	3.2	6.2	7.9	32.1	66.4
Two Storey	\$646,100	0.7	-1.6	2.4	2.1	19.5	56.9
Townhouse	\$453,500	4.6	1.0	3.4	0.7	29.9	80.9
Apartment-Style	\$421,500	1.6	6.9	6.6	4.9	55.0	96.0

### 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

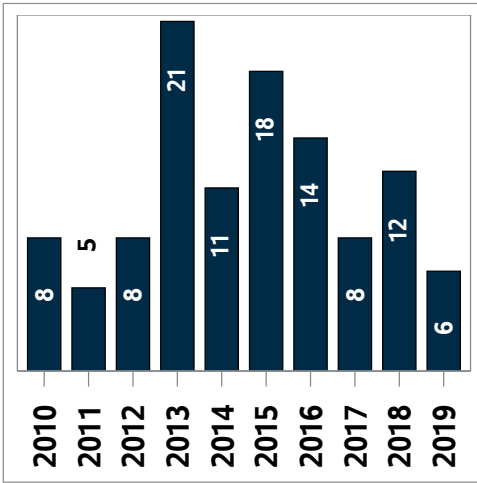
Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1246
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

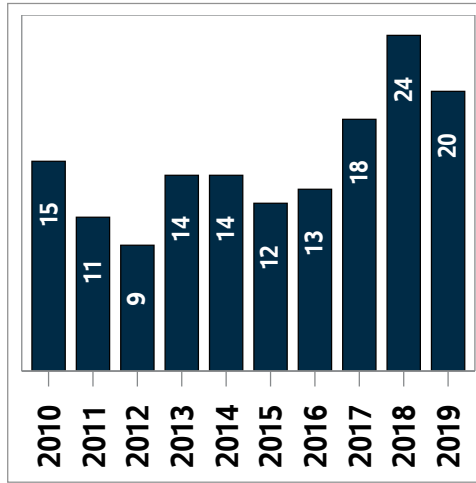
Features	Value
Above Ground Bedrooms	2
Age Category	31 to 50
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1130
Half Bathrooms	0
Heating	Baseboards
Heating Fuel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

# SMITHVILLE (57) MLS® Residential Market Activity

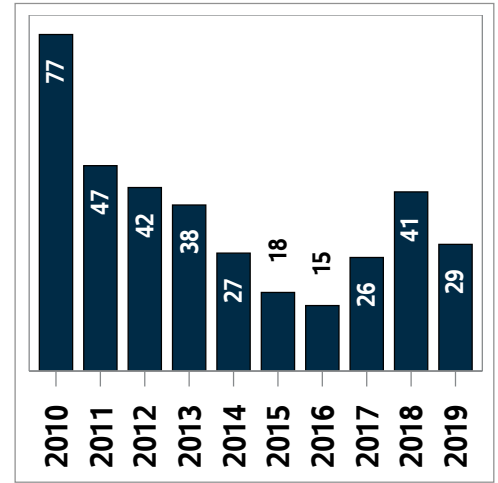
Sales Activity  
(October only)



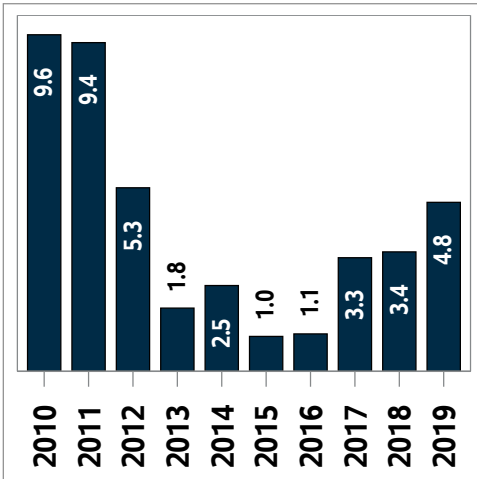
New Listings  
(October only)



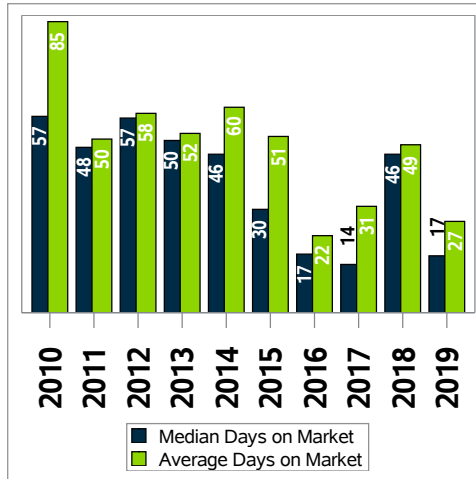
Active Listings  
(October only)



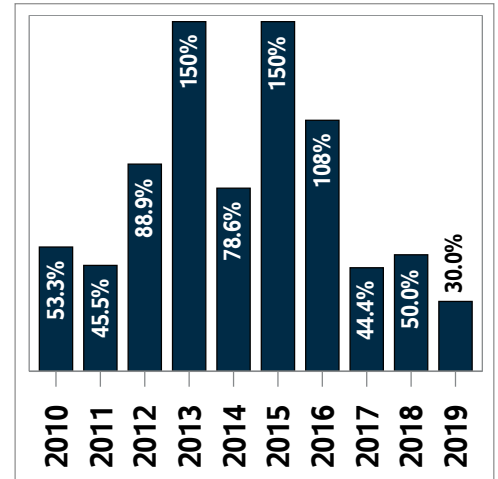
Months of Inventory  
(October only)



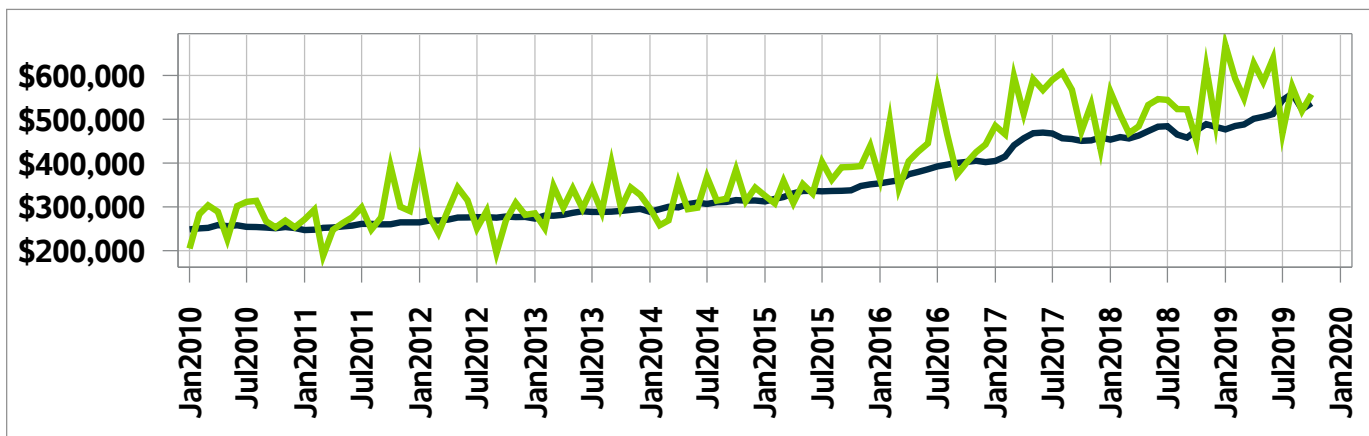
Days on Market  
(October only)



Sales to New Listings Ratio  
(October only)



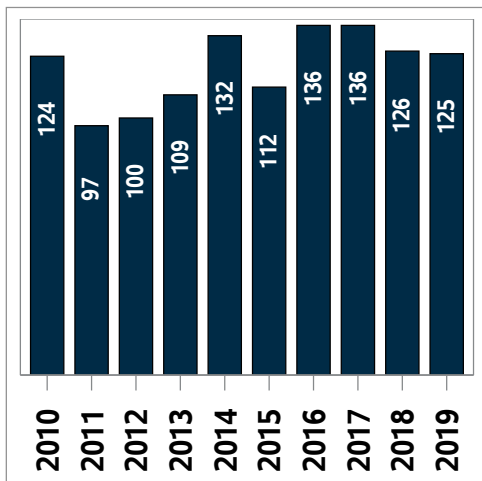
## MLS® HPI Composite Benchmark Price and Average Price



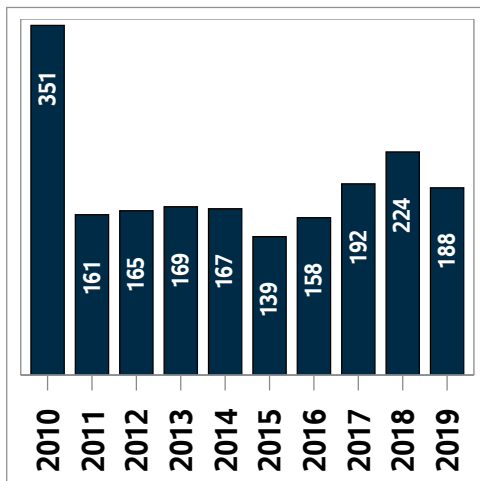
# SMITHVILLE (57)

## MLS® Residential Market Activity

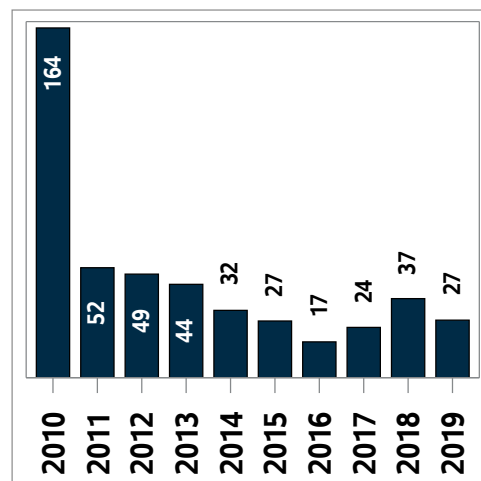
**Sales Activity**  
(October Year-to-date)



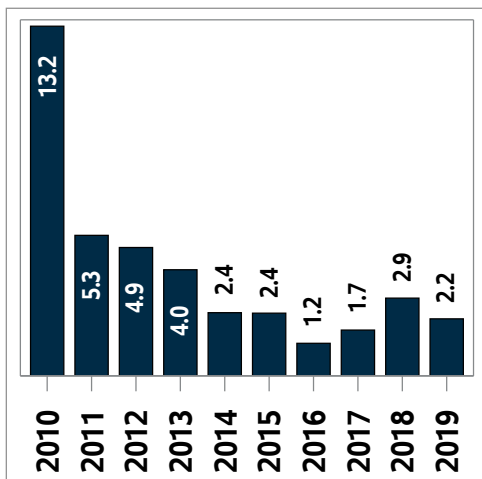
**New Listings**  
(October Year-to-date)



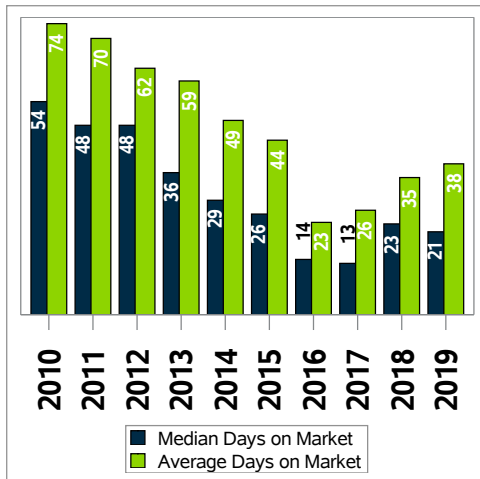
**Active Listings**<sup>1</sup>  
(October Year-to-date)



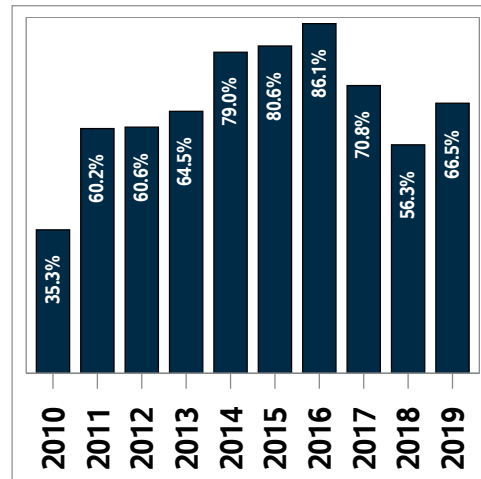
**Months of Inventory**<sup>2</sup>  
(October Year-to-date)



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



**Sales to New Listings Ratio**  
(October 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	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	6	-50.0	-25.0	-57.1	-45.5	-25.0	-40.0
Dollar Volume	\$3,341,000	-38.3	-11.6	-40.4	-21.1	55.2	28.8
New Listings	20	-16.7	11.1	53.8	42.9	122.2	-20.0
Active Listings	29	-29.3	11.5	93.3	7.4	-31.0	-61.3
Sales to New Listings Ratio <sup>1</sup>	30.0	50.0	44.4	107.7	78.6	88.9	40.0
Months of Inventory <sup>2</sup>	4.8	3.4	3.3	1.1	2.5	5.3	7.5
Average Price	\$556,833	23.4	17.9	39.1	44.6	106.9	114.7
Median Price	\$553,750	21.0	11.3	39.3	53.8	118.7	107.0
Sales to List Price Ratio	96.5	97.2	96.8	98.9	98.1	96.6	97.6
Median Days on Market	16.5	46.0	14.0	17.0	46.0	56.5	73.5
Average Days on Market	26.5	48.8	30.9	22.4	59.6	57.9	86.4

Year-to-date	October 2019	Compared to <sup>6</sup>					
		October 2018	October 2017	October 2016	October 2014	October 2012	October 2009
Sales Activity	125	-0.8	-8.1	-8.1	-5.3	25.0	34.4
Dollar Volume	\$72,133,804	11.4	-4.8	23.9	70.9	147.5	219.6
New Listings	188	-16.1	-2.1	19.0	12.6	13.9	-14.9
Active Listings <sup>3</sup>	27	-27.2	14.4	60.7	-14.6	-44.4	-60.8
Sales to New Listings Ratio <sup>4</sup>	66.5	56.3	70.8	86.1	79.0	60.6	42.1
Months of Inventory <sup>5</sup>	2.2	2.9	1.7	1.2	2.4	4.9	7.4
Average Price	\$577,070	12.3	3.6	34.8	80.4	98.0	137.8
Median Price	\$548,000	10.4	6.9	36.6	86.4	105.1	135.7
Sales to List Price Ratio	98.3	98.2	101.2	100.0	97.7	95.8	96.5
Median Days on Market	21.0	23.0	13.0	14.0	29.0	48.0	64.0
Average Days on Market	38.2	34.8	26.5	23.4	49.2	62.5	76.9

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

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

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

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

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

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

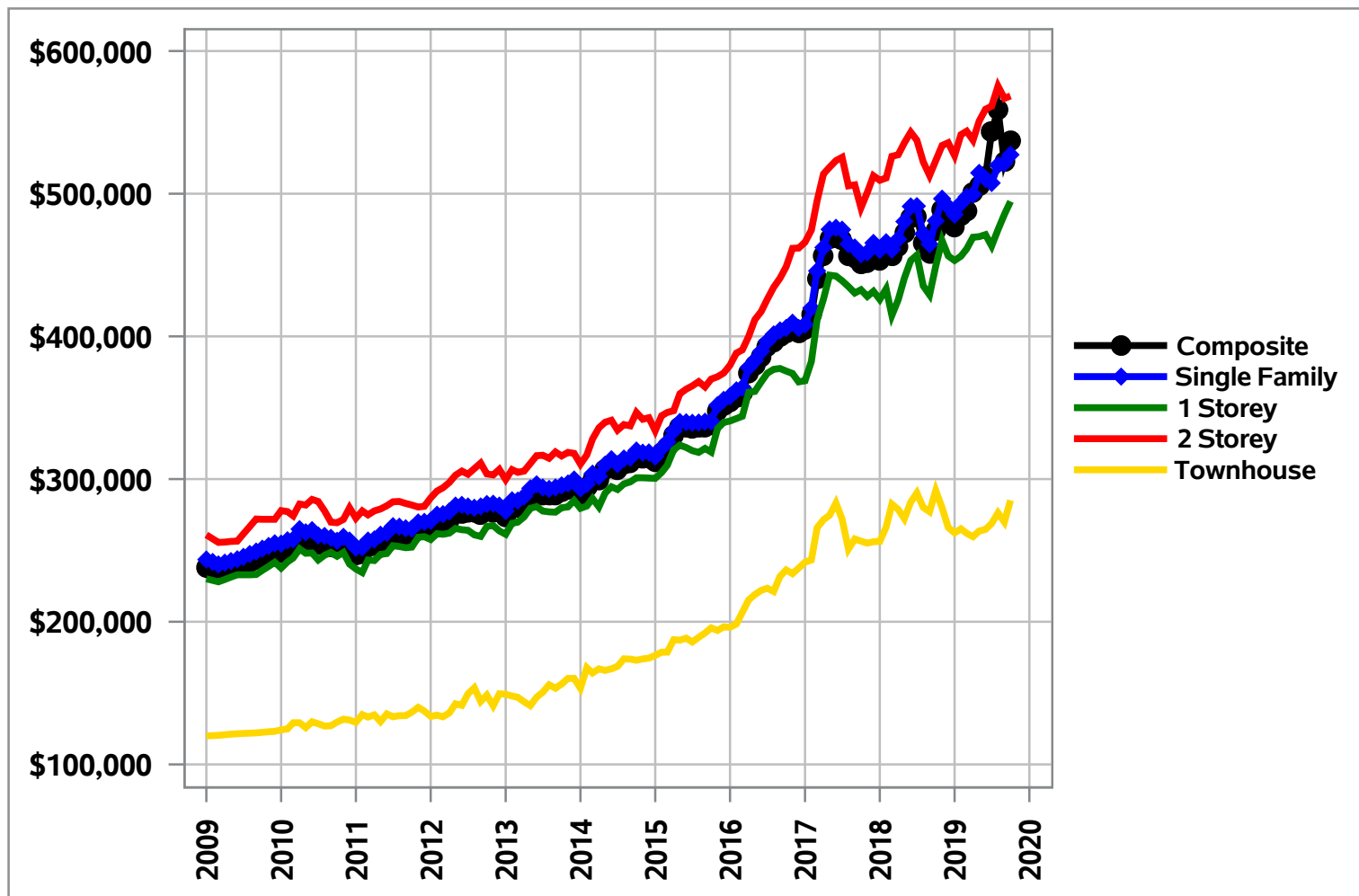
## SMITHVILLE (57)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	October 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$536,700	2.7	-1.3	7.1	13.1	33.3	70.1
Single Family	\$527,300	1.1	3.9	5.6	9.6	29.9	64.8
One Storey	\$494,600	1.9	6.7	5.3	10.1	31.6	64.4
Two Storey	\$568,500	0.3	1.3	5.8	8.7	26.7	64.0
Townhouse	\$285,100	5.6	6.0	9.8	-2.4	20.7	64.8
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