

# NIAGARA NORTH

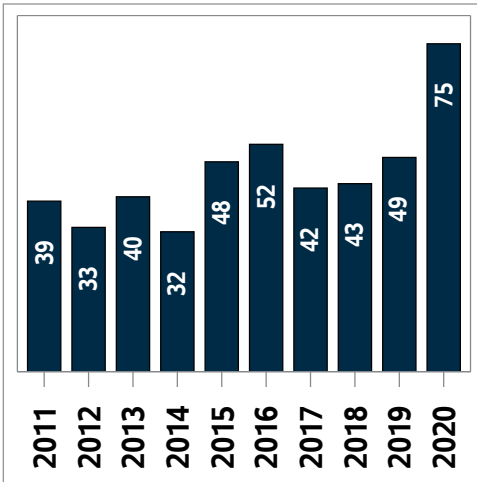
## MLS® Residential Market Activity

### November 2020

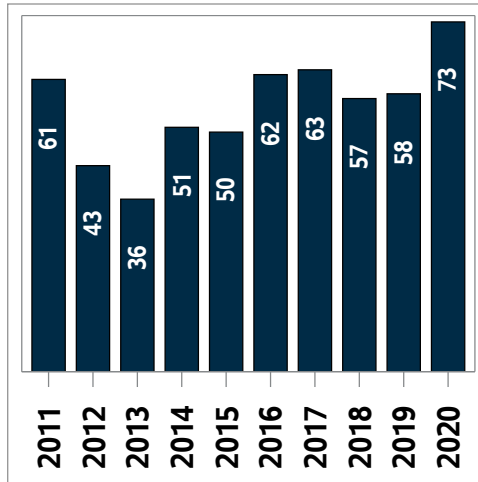


# NIAGARA NORTH MLS® Residential Market Activity

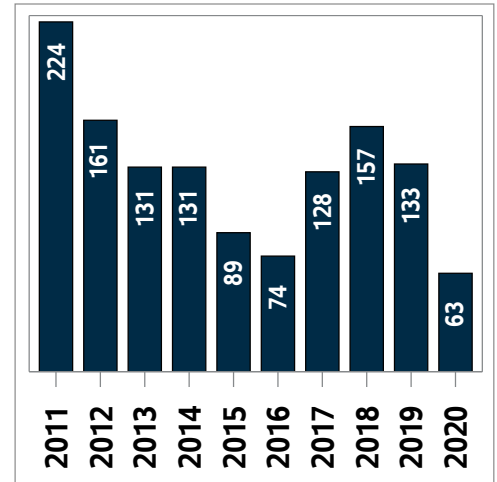
**Sales Activity  
(November only)**



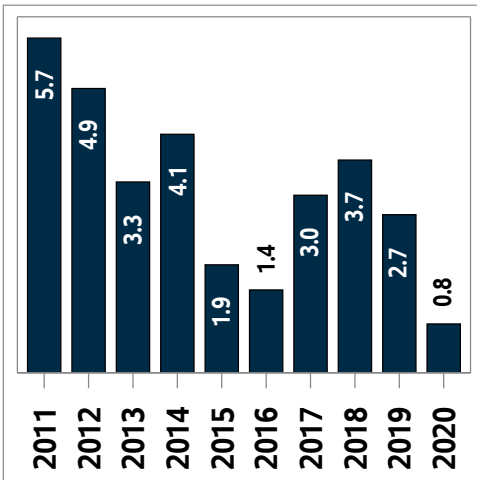
**New Listings  
(November only)**



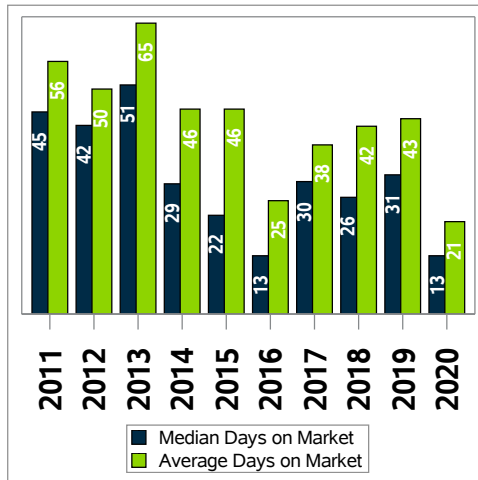
**Active Listings  
(November only)**



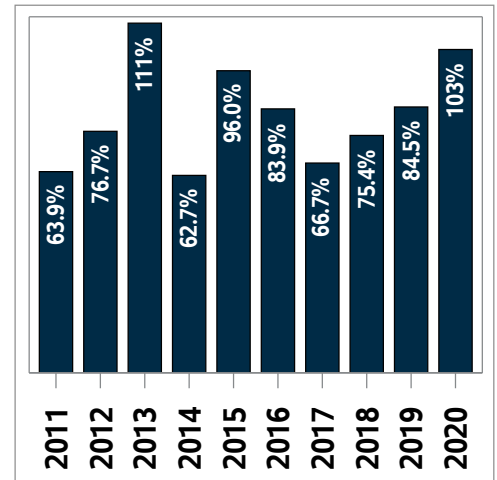
**Months of Inventory  
(November only)**



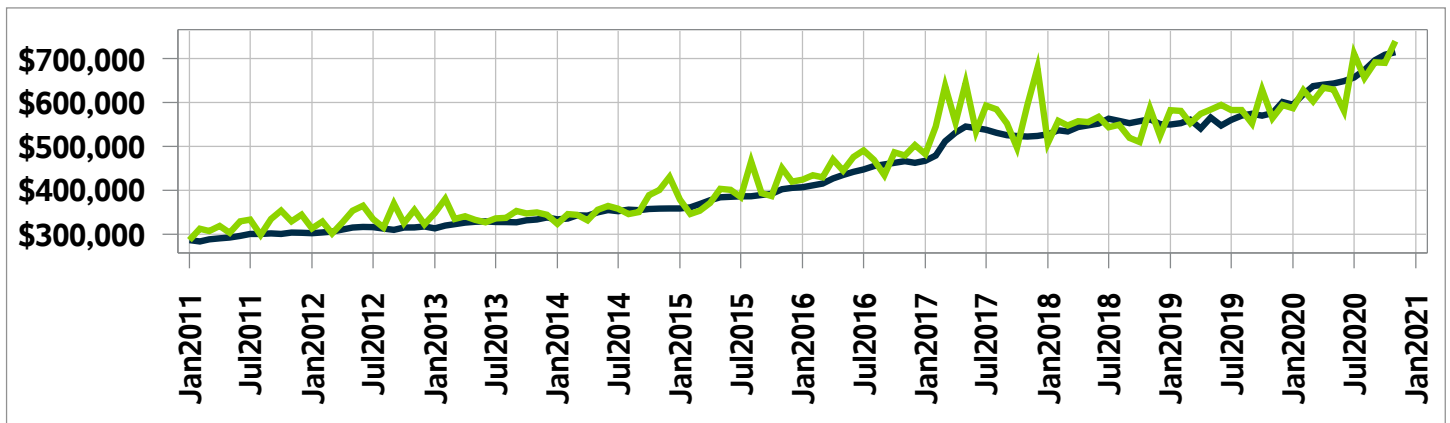
**Days on Market  
(November only)**



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

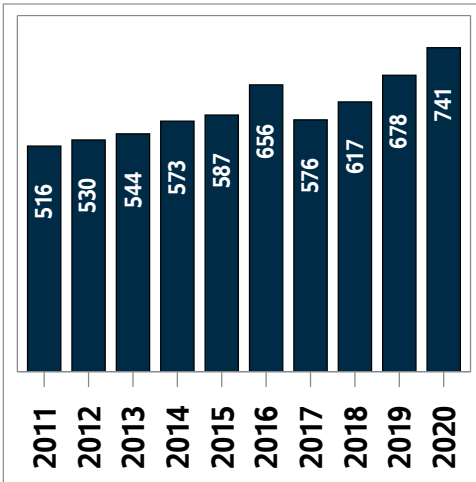


**MLS® HPI Composite Benchmark Price and Average Price**

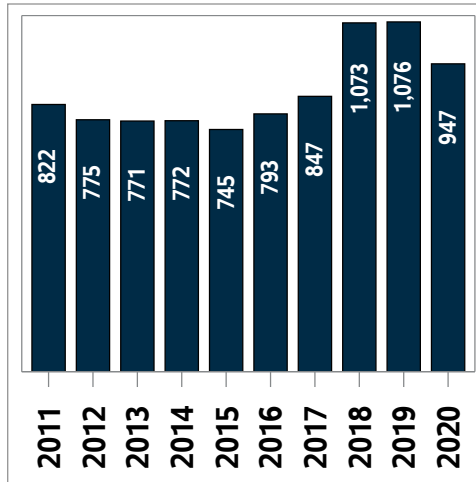


# NIAGARA NORTH MLS® Residential Market Activity

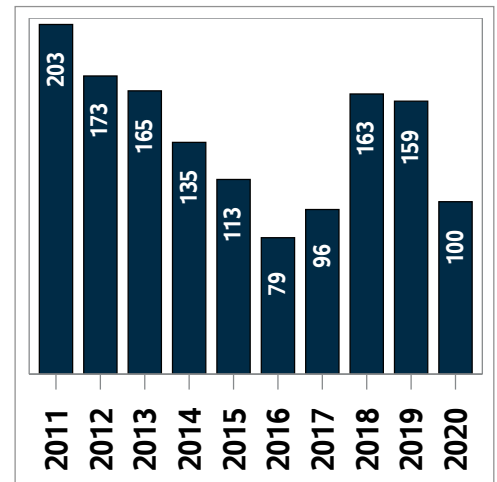
**Sales Activity**  
(November Year-to-date)



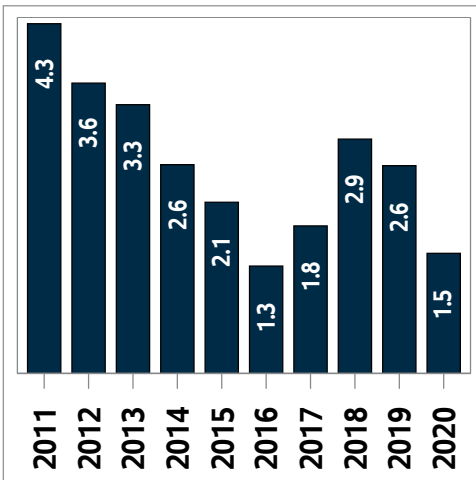
**New Listings**  
(November Year-to-date)



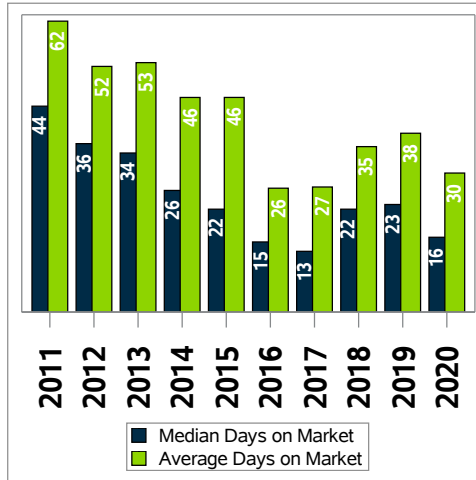
**Active Listings**<sup>1</sup>  
(November Year-to-date)



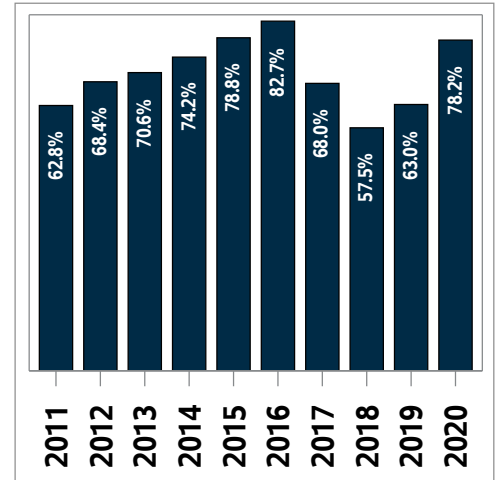
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



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



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



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

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

## NIAGARA NORTH MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	75	53.1	74.4	78.6	56.3	87.5	294.7
Dollar Volume	\$55,471,794	100.6	119.9	122.2	156.5	296.6	926.4
New Listings	73	25.9	28.1	15.9	46.0	102.8	37.7
Active Listings	63	-52.6	-59.9	-50.8	-29.2	-51.9	-58.3
Sales to New Listings Ratio <sup>1</sup>	102.7	84.5	75.4	66.7	96.0	111.1	35.8
Months of Inventory <sup>2</sup>	0.8	2.7	3.7	3.0	1.9	3.3	7.9
Average Price	\$739,624	31.1	26.1	24.4	64.2	111.5	160.0
Median Price	\$675,000	25.7	28.6	33.3	76.5	101.3	164.7
Sales to List Price Ratio	100.8	98.7	97.8	97.5	98.1	96.8	95.7
Median Days on Market	13.0	31.0	26.0	29.5	22.0	51.0	63.0
Average Days on Market	20.6	43.5	41.8	37.7	45.6	64.8	74.0

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	741	9.3	20.1	28.6	26.2	36.2	236.8
Dollar Volume	\$487,984,697	24.1	44.6	47.6	110.2	162.2	614.7
New Listings	947	-12.0	-11.7	11.8	27.1	22.8	58.6
Active Listings <sup>3</sup>	100	-36.8	-38.4	4.8	-11.4	-39.1	-56.0
Sales to New Listings Ratio <sup>4</sup>	78.2	63.0	57.5	68.0	78.8	70.6	36.9
Months of Inventory <sup>5</sup>	1.5	2.6	2.9	1.8	2.1	3.3	11.4
Average Price	\$658,549	13.6	20.4	14.8	66.5	92.5	112.2
Median Price	\$610,000	13.5	19.6	19.6	72.6	95.5	115.5
Sales to List Price Ratio	99.9	98.2	98.3	101.1	98.2	96.9	97.0
Median Days on Market	16.0	23.0	22.0	13.0	22.0	34.0	44.0
Average Days on Market	29.7	38.2	35.4	26.7	45.9	53.3	63.9

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

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

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

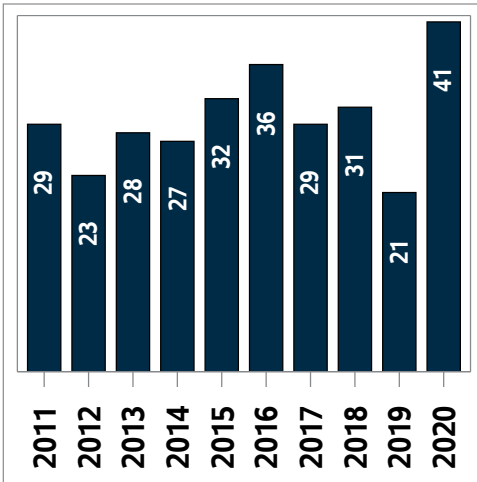
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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

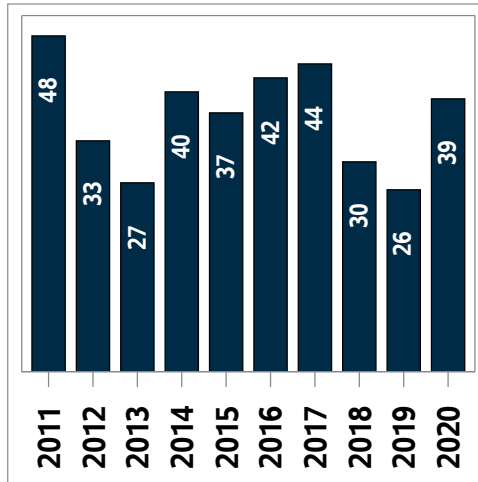
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Single Family Market Activity

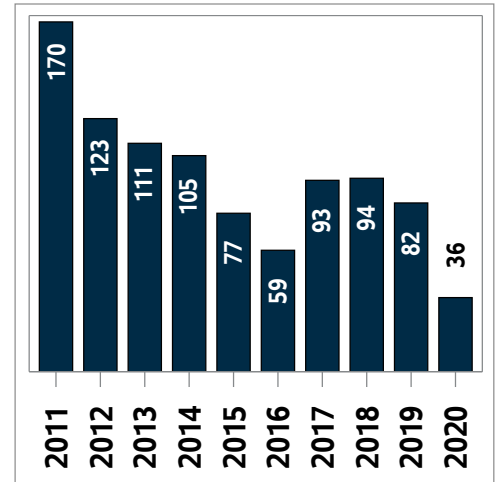
**Sales Activity  
(November only)**



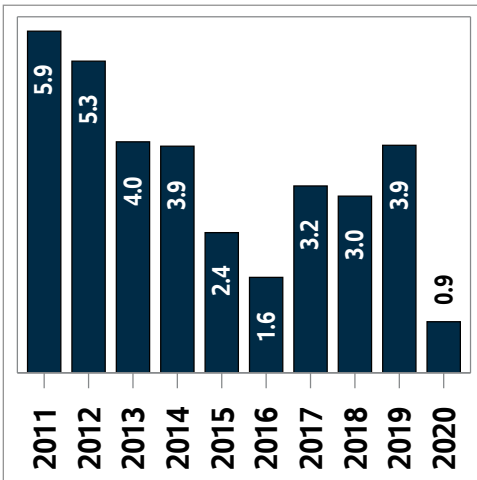
**New Listings  
(November only)**



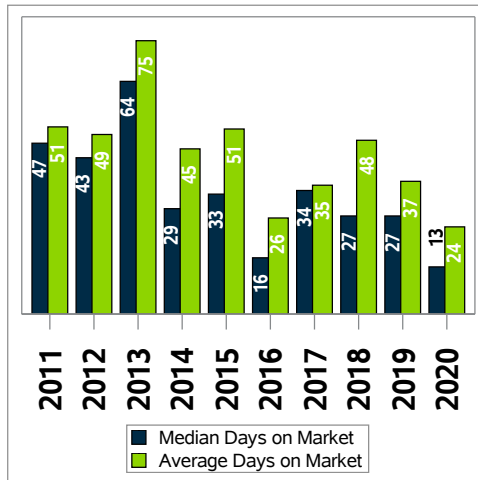
**Active Listings  
(November only)**



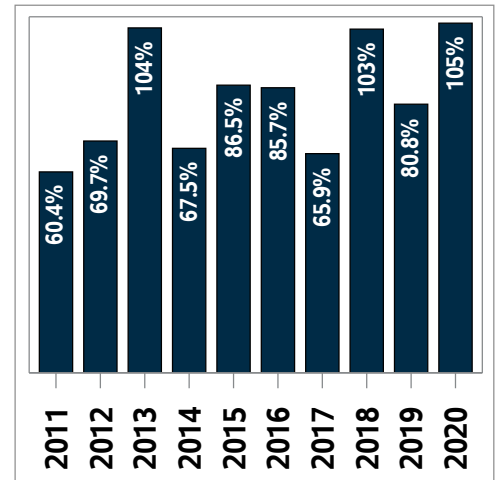
**Months of Inventory  
(November only)**



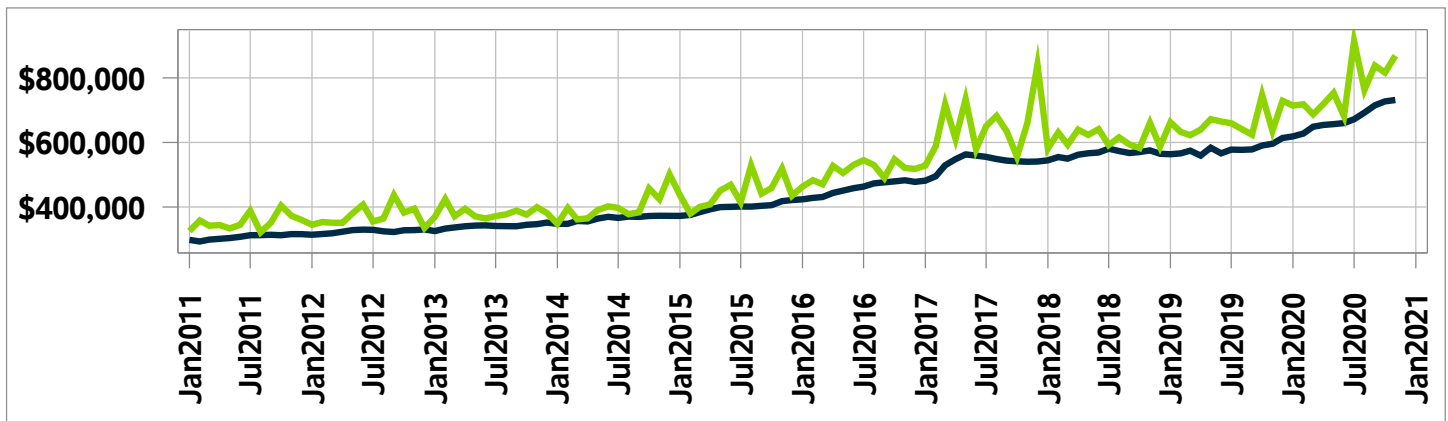
**Days on Market  
(November only)**



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

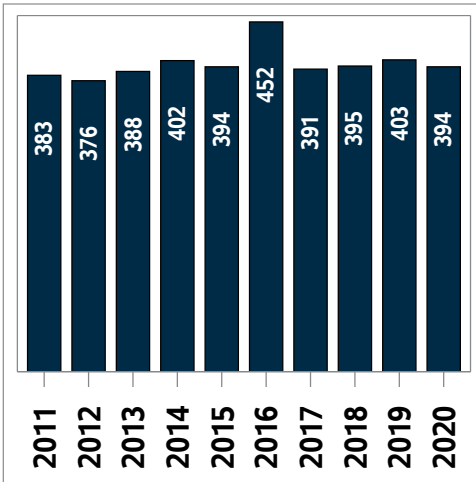


**MLS® HPI Single Family Benchmark Price and Average Price**

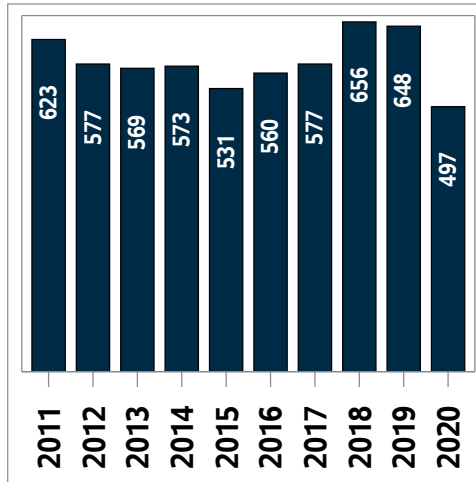


# NIAGARA NORTH MLS® Single Family Market Activity

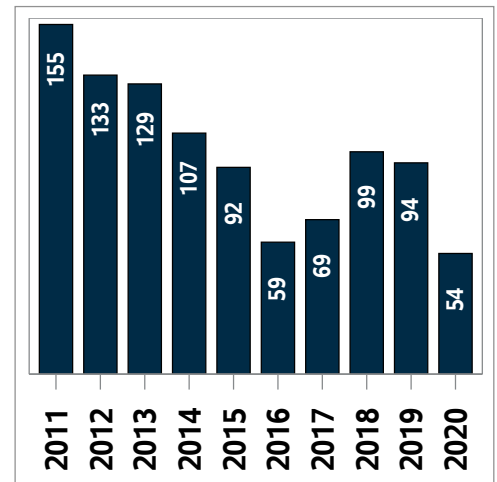
**Sales Activity**  
(November Year-to-date)



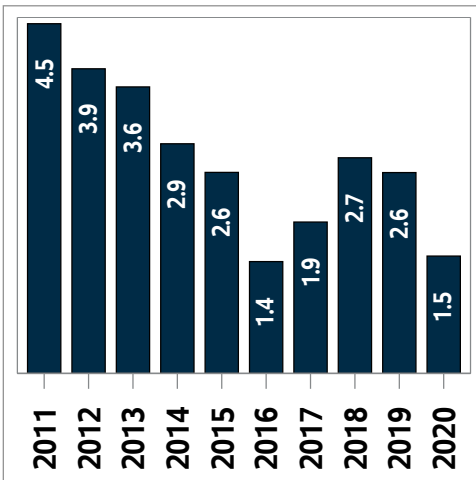
**New Listings**  
(November Year-to-date)



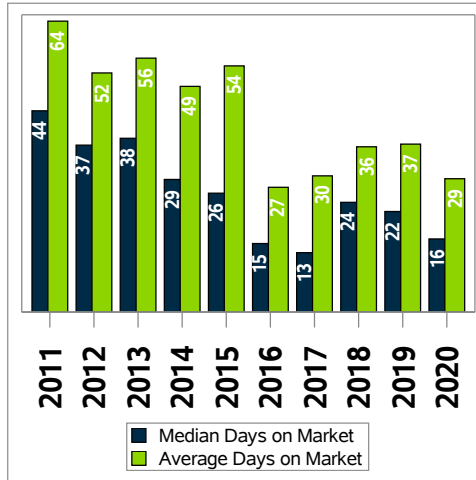
**Active Listings <sup>1</sup>**  
(November Year-to-date)



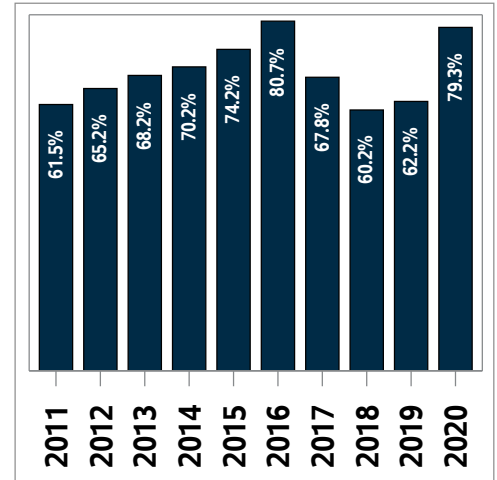
**Months of Inventory <sup>2</sup>**  
(November Year-to-date)



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



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



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

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

# NIAGARA NORTH MLS® Single Family Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	41	95.2	32.3	41.4	28.1	46.4	215.4
Dollar Volume	\$35,622,900	166.8	73.9	85.9	114.5	218.5	741.5
New Listings	39	50.0	30.0	-11.4	5.4	44.4	0.0
Active Listings	36	-56.1	-61.7	-61.3	-53.2	-67.6	-70.7
Sales to New Listings Ratio <sup>1</sup>	105.1	80.8	103.3	65.9	86.5	103.7	33.3
Months of Inventory <sup>2</sup>	0.9	3.9	3.0	3.2	2.4	4.0	9.5
Average Price	\$868,851	36.6	31.5	31.5	67.4	117.5	166.8
Median Price	\$790,000	23.1	23.4	37.4	82.7	122.5	172.4
Sales to List Price Ratio	100.7	99.3	98.3	97.4	97.1	96.9	94.8
Median Days on Market	13.0	27.0	27.0	34.0	33.0	64.0	70.0
Average Days on Market	24.0	36.5	47.8	35.4	50.9	75.2	78.8

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	394	-2.2	-0.3	0.8	0.0	1.5	120.1
Dollar Volume	\$309,108,712	17.2	27.2	23.4	75.1	109.6	418.3
New Listings	497	-23.3	-24.2	-13.9	-6.4	-12.7	0.2
Active Listings <sup>3</sup>	54	-42.9	-45.7	-21.9	-41.6	-58.4	-70.2
Sales to New Listings Ratio <sup>4</sup>	79.3	62.2	60.2	67.8	74.2	68.2	36.1
Months of Inventory <sup>5</sup>	1.5	2.6	2.7	1.9	2.6	3.6	11.0
Average Price	\$784,540	19.9	27.5	22.5	75.1	106.4	135.5
Median Price	\$725,000	16.0	22.5	26.1	79.8	105.4	141.7
Sales to List Price Ratio	99.7	98.1	98.2	100.9	97.8	96.9	96.9
Median Days on Market	16.0	22.0	24.0	13.0	26.0	38.0	46.0
Average Days on Market	29.2	36.7	36.1	29.8	53.8	55.5	65.0

<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

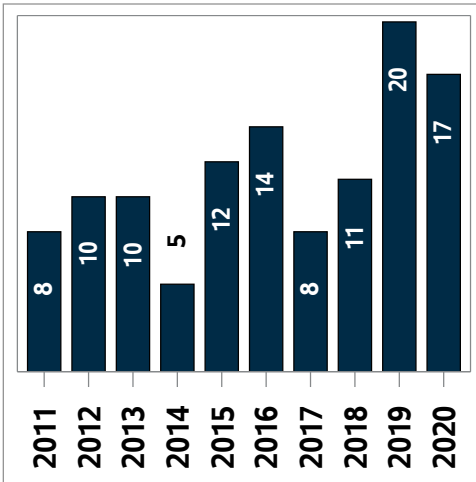
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

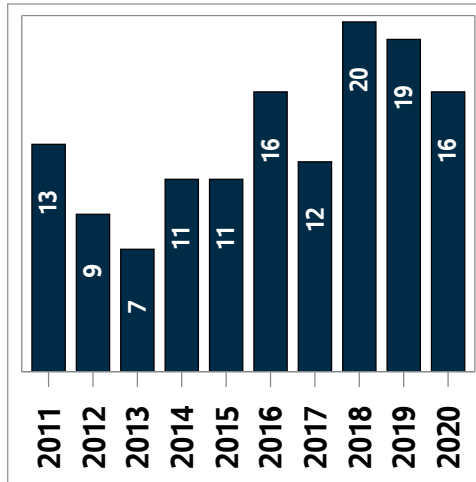
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Townhouse Market Activity

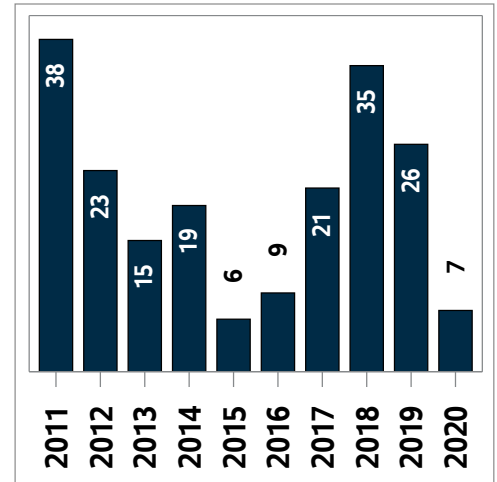
**Sales Activity  
(November only)**



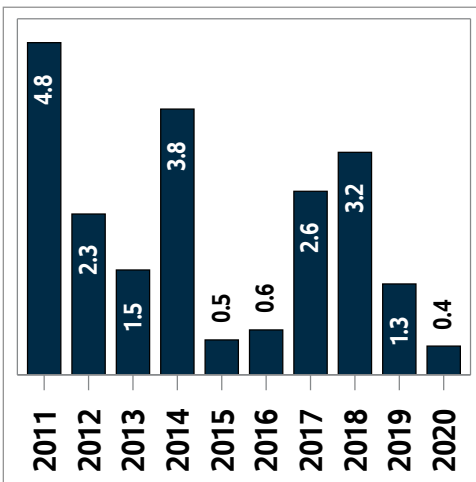
**New Listings  
(November only)**



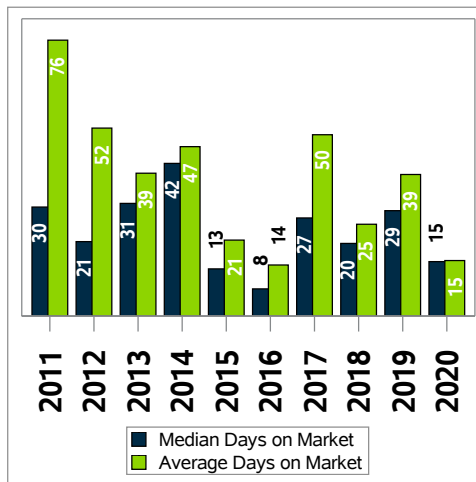
**Active Listings  
(November only)**



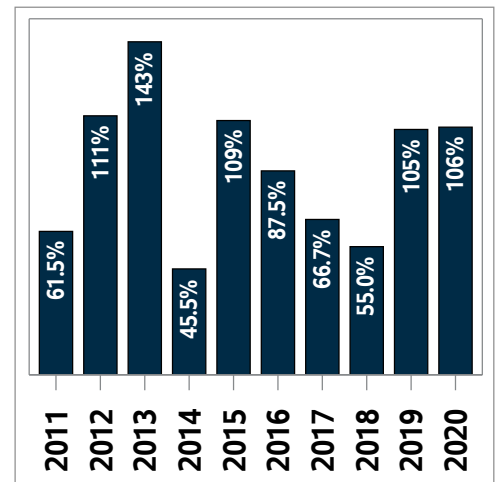
**Months of Inventory  
(November only)**



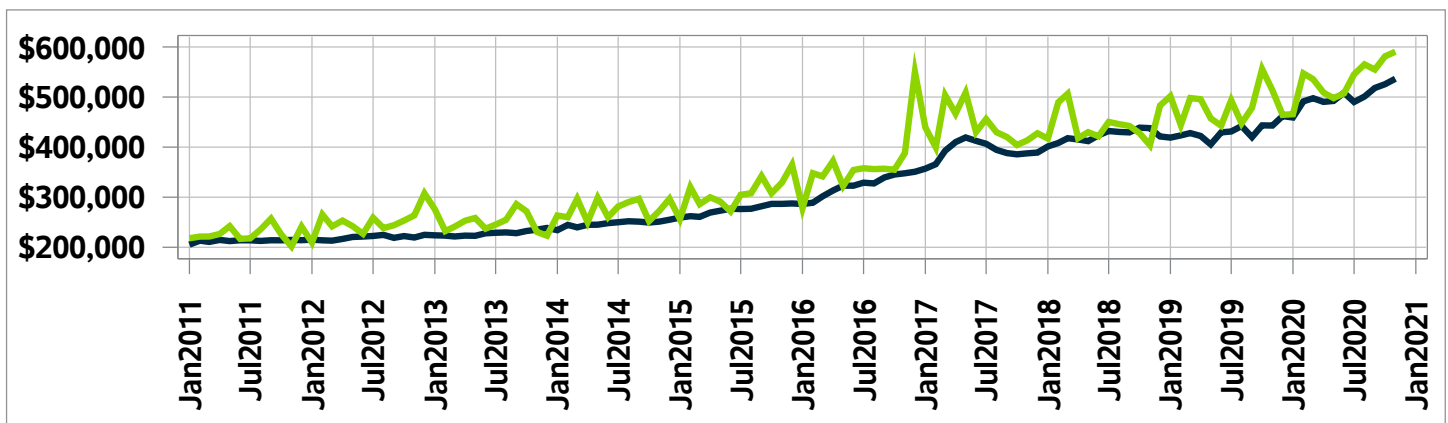
**Days on Market  
(November only)**



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



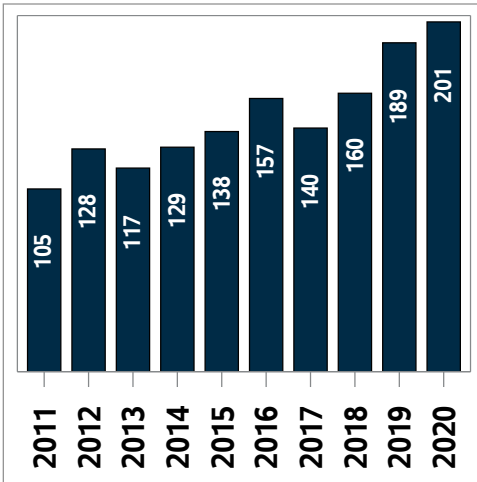
## MLS® HPI Townhouse Benchmark Price and Average Price



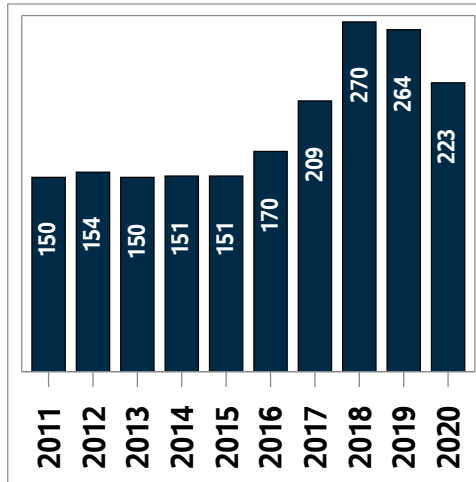


# NIAGARA NORTH MLS® Townhouse Market Activity

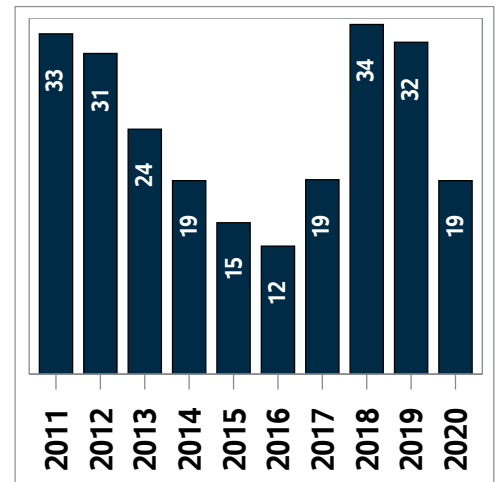
**Sales Activity**  
(November Year-to-date)



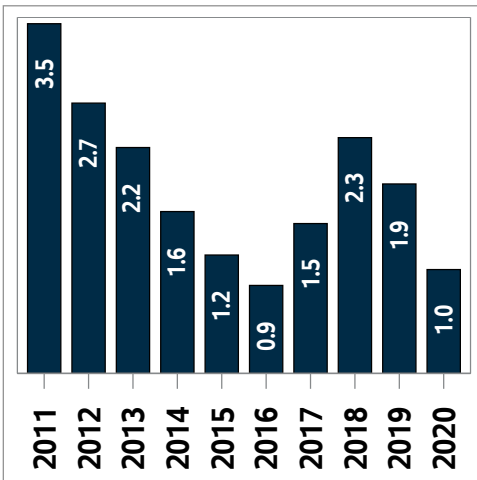
**New Listings**  
(November Year-to-date)



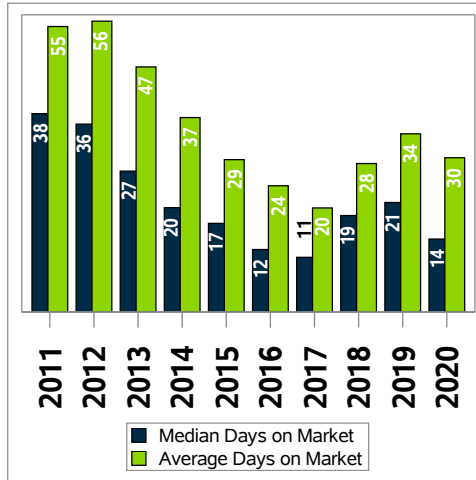
**Active Listings**<sup>1</sup>  
(November Year-to-date)



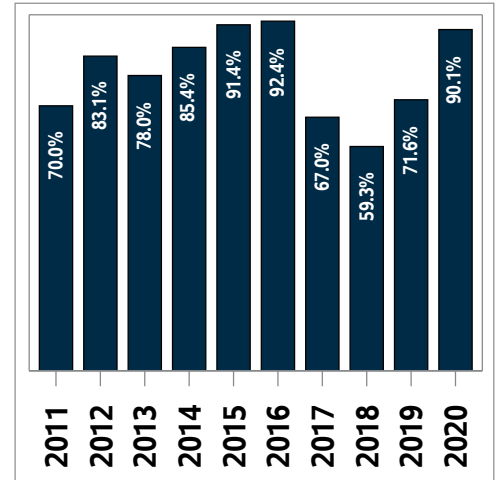
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



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



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



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

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

# NIAGARA NORTH

## MLS® Townhouse Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	17	-15.0	54.5	112.5	41.7	70.0	466.7
Dollar Volume	\$10,038,500	-2.2	126.0	203.4	154.1	335.2	1,819.4
New Listings	16	-15.8	-20.0	33.3	45.5	128.6	166.7
Active Listings	7	-73.1	-80.0	-66.7	16.7	-53.3	-56.3
Sales to New Listings Ratio <sup>1</sup>	106.3	105.3	55.0	66.7	109.1	142.9	50.0
Months of Inventory <sup>2</sup>	0.4	1.3	3.2	2.6	0.5	1.5	5.3
Average Price	\$590,500	15.1	46.2	42.8	79.4	156.0	238.7
Median Price	\$632,000	29.0	55.7	54.3	94.2	152.8	247.3
Sales to List Price Ratio	101.3	98.7	96.7	97.8	100.2	96.7	97.8
Median Days on Market	15.0	29.0	20.0	27.0	13.0	31.0	63.0
Average Days on Market	15.3	39.0	25.3	49.9	20.9	39.3	65.3

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	201	6.3	25.6	43.6	45.7	71.8	644.4
Dollar Volume	\$108,989,981	17.6	55.1	72.6	163.1	265.8	1,813.5
New Listings	223	-15.5	-17.4	6.7	47.7	48.7	364.6
Active Listings <sup>3</sup>	19	-41.7	-44.7	-0.5	27.8	-21.0	-26.6
Sales to New Listings Ratio <sup>4</sup>	90.1	71.6	59.3	67.0	91.4	78.0	56.3
Months of Inventory <sup>5</sup>	1.0	1.9	2.3	1.5	1.2	2.2	10.4
Average Price	\$542,239	10.6	23.5	20.2	80.6	112.9	157.0
Median Price	\$525,000	9.4	21.7	21.7	75.7	103.5	169.2
Sales to List Price Ratio	100.6	98.6	98.3	101.7	99.3	96.9	97.6
Median Days on Market	14.0	21.0	18.5	10.5	17.0	27.0	39.0
Average Days on Market	29.6	34.1	28.5	20.0	29.2	46.9	56.1

<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

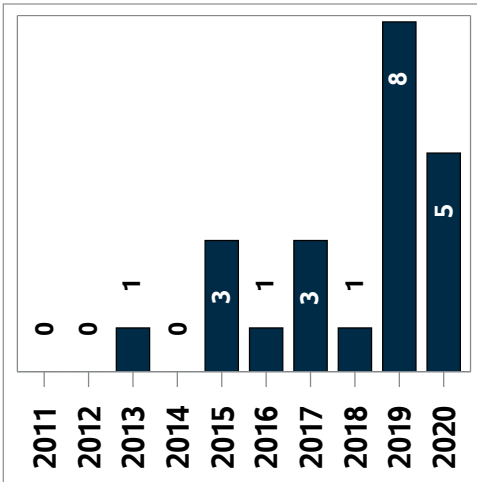
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

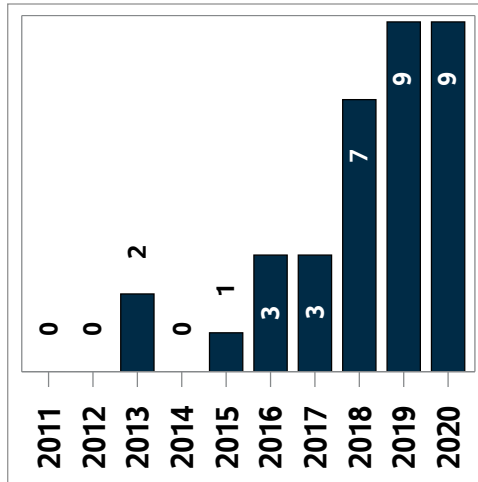
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Apartment-Style Market Activity

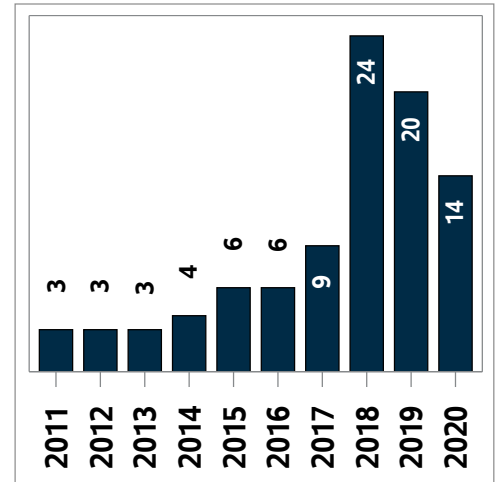
**Sales Activity  
(November only)**



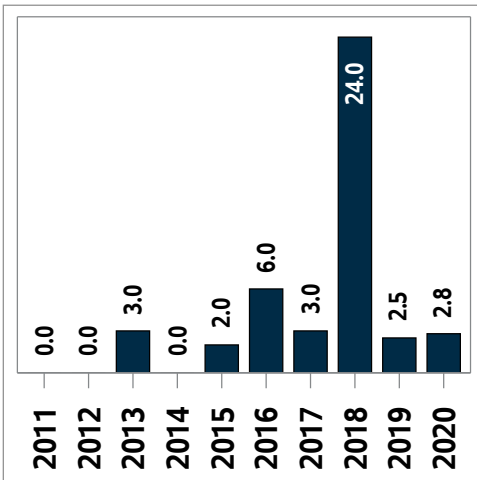
**New Listings  
(November only)**



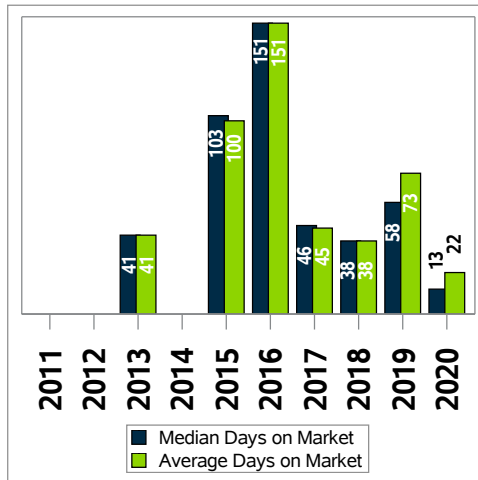
**Active Listings  
(November only)**



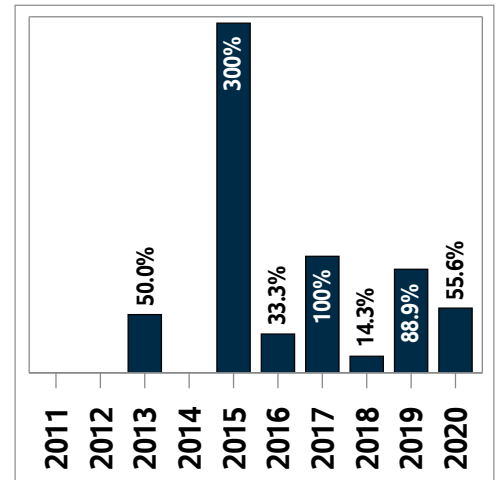
**Months of Inventory  
(November only)**



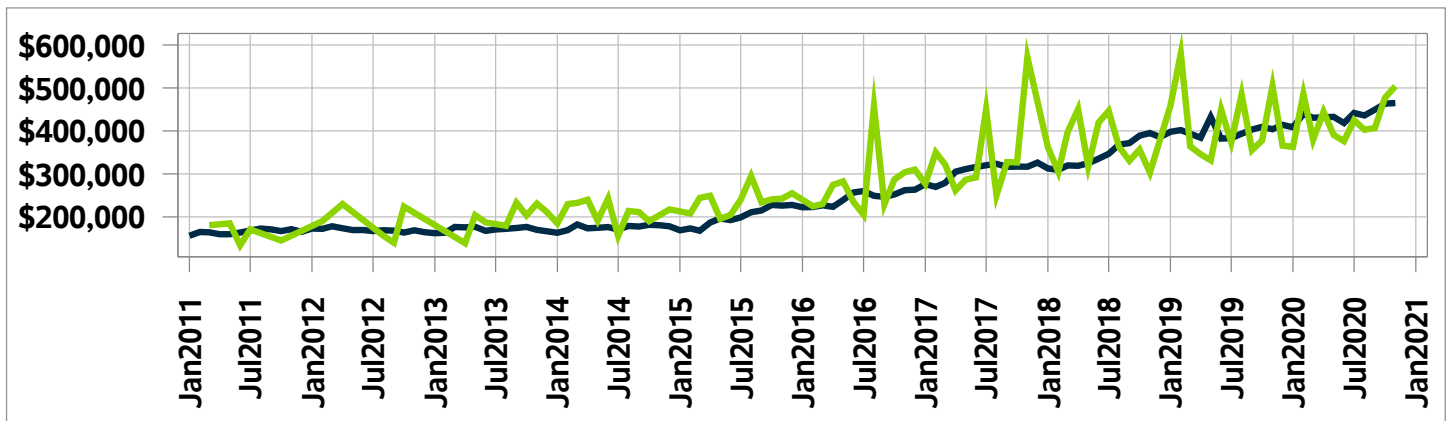
**Days on Market  
(November only)**



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

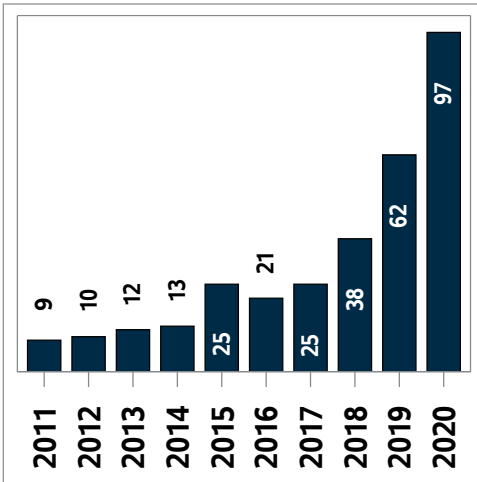


## MLS® HPI Apartment-Style Benchmark Price and Average Price

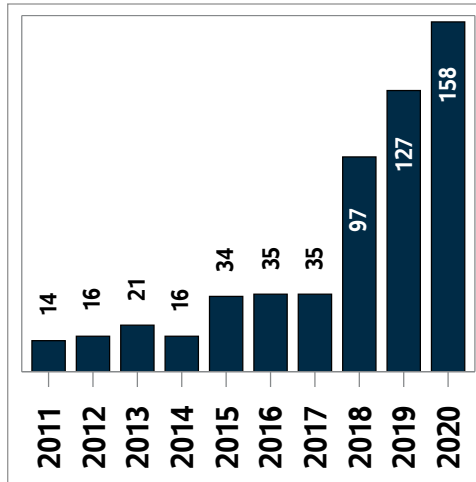


# NIAGARA NORTH MLS® Apartment-Style Market Activity

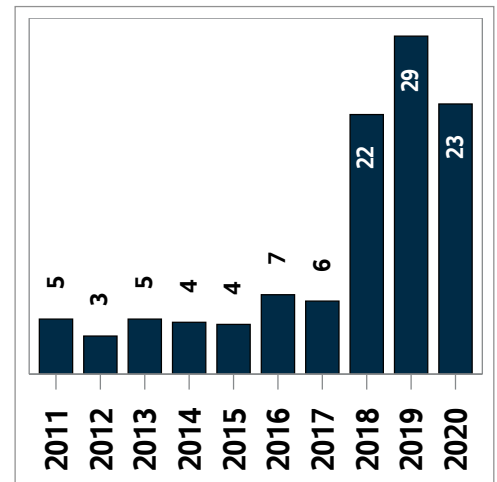
**Sales Activity**  
(November Year-to-date)



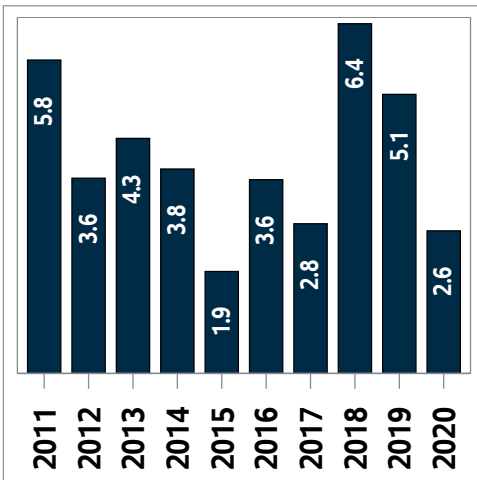
**New Listings**  
(November Year-to-date)



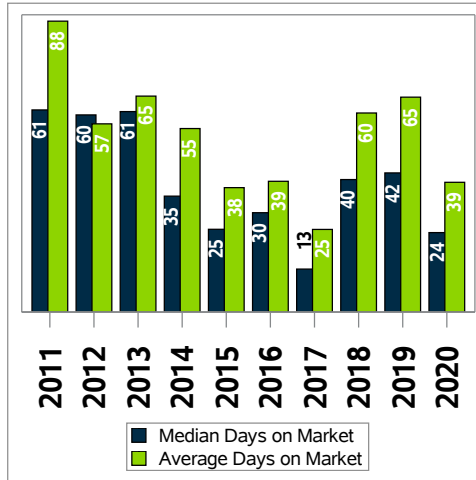
**Active Listings**<sup>1</sup>  
(November Year-to-date)



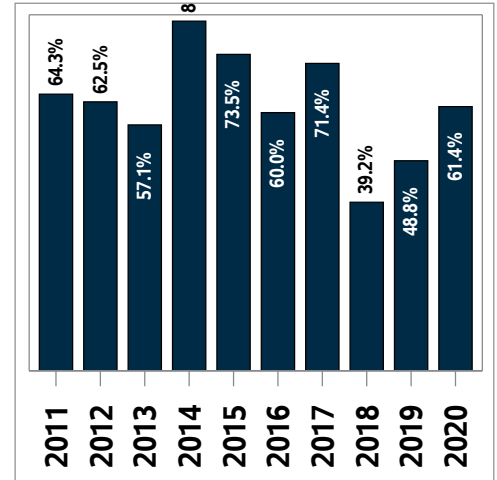
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



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



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



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

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

## NIAGARA NORTH MLS® Apartment-Style Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	5	-37.5	400.0	66.7	66.7	400.0	
Dollar Volume	\$2,520,000	-37.5	731.7	47.0	246.2	991.4	
New Listings	9	0.0	28.6	200.0	800.0	350.0	350.0
Active Listings	14	-30.0	-41.7	55.6	133.3	366.7	250.0
Sales to New Listings Ratio <sup>1</sup>	55.6	88.9	14.3	100.0	300.0	50.0	
Months of Inventory <sup>2</sup>	2.8	2.5	24.0	3.0	2.0	3.0	
Average Price	\$504,000	-0.1	66.3	-11.8	107.7	118.3	
Median Price	\$415,000	5.7	37.0	31.7	77.4	79.7	
Sales to List Price Ratio	97.4	97.4	93.3	95.7	99.9	97.9	
Median Days on Market	13.0	58.0	38.0	46.0	103.0	41.0	
Average Days on Market	21.6	73.1	38.0	44.7	100.3	41.0	

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	97	56.5	155.3	288.0	288.0	708.3	
Dollar Volume	\$41,154,310	58.6	187.5	396.9	608.3	1,678.3	
New Listings	158	24.4	62.9	351.4	364.7	652.4	2,157.1
Active Listings <sup>3</sup>	23	-20.1	4.1	269.6	442.6	390.4	876.1
Sales to New Listings Ratio <sup>4</sup>	61.4	48.8	39.2	71.4	73.5	57.1	
Months of Inventory <sup>5</sup>	2.6	5.1	6.4	2.8	1.9	4.3	
Average Price	\$424,271	1.4	12.6	28.1	82.5	120.0	
Median Price	\$400,000	6.5	15.1	30.1	71.0	98.3	
Sales to List Price Ratio	98.8	97.6	98.2	100.2	98.0	97.8	
Median Days on Market	24.0	42.0	40.0	13.0	25.0	60.5	
Average Days on Market	39.2	64.9	60.1	25.0	37.6	65.2	

<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

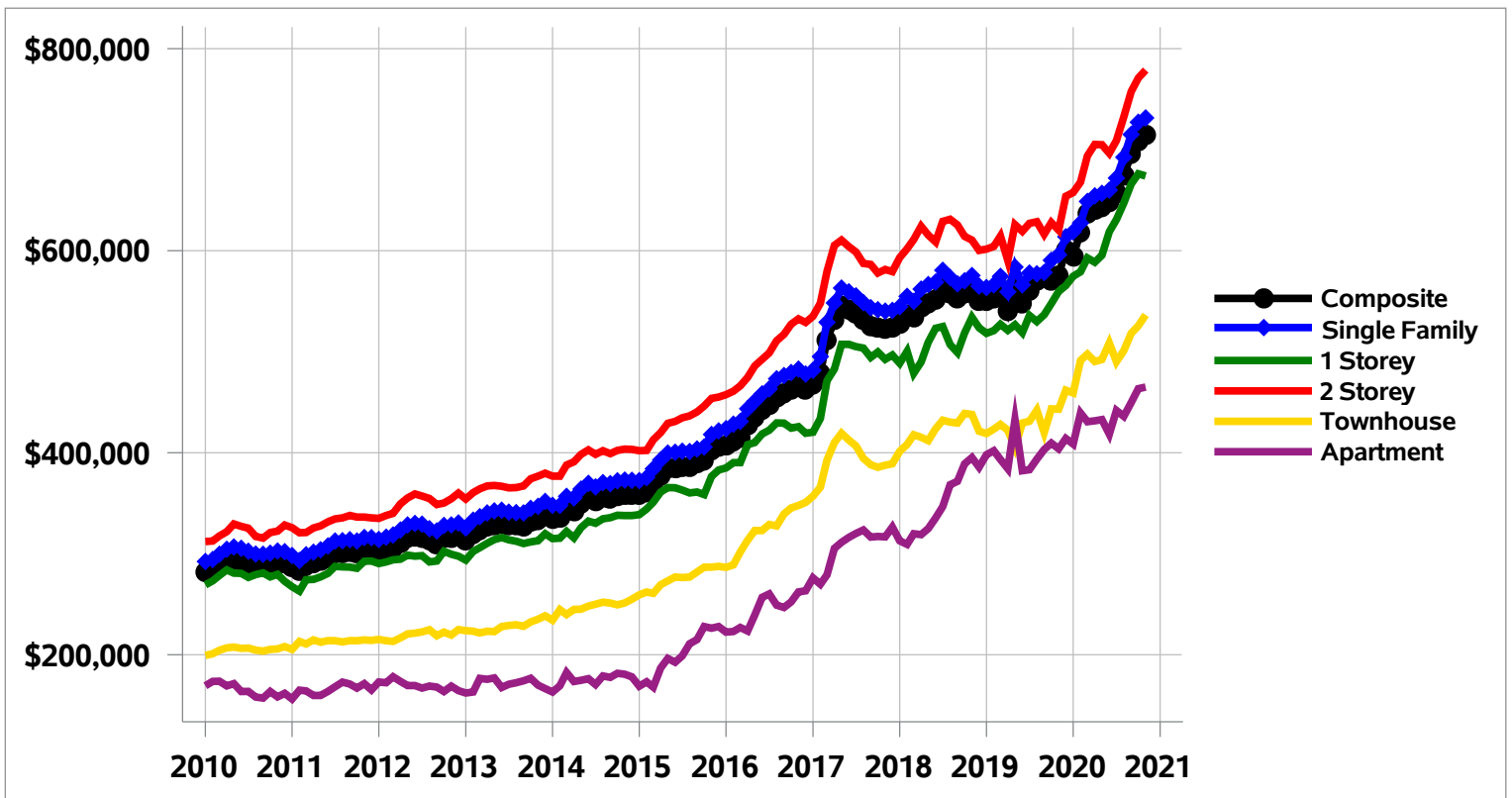
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2020	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$714,400	0.8	6.0	11.1	24.1	36.8	77.5
Single Family	\$731,500	0.6	5.6	11.4	22.7	35.4	75.0
One Storey	\$674,000	-0.3	4.1	13.2	20.4	36.9	79.0
Two Storey	\$778,800	1.0	6.3	10.5	25.6	34.0	71.6
Townhouse	\$536,500	2.1	7.1	9.0	21.1	38.4	87.1
Apartment-Style	\$465,000	0.3	6.7	7.4	15.1	46.8	105.5

### MLS® HPI Benchmark Price



# NIAGARA NORTH

## MLS® HPI Benchmark Descriptions

### Composite

Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1426
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.)	1463
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6457
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.)	1325
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	7825
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.)	1681
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5482
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.)	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

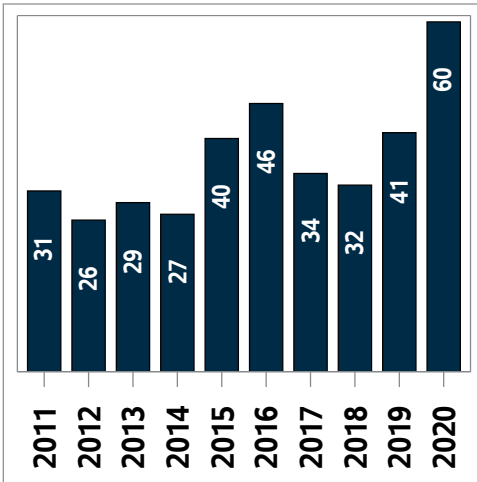
### Apartment

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.)	1065
Half Bathrooms	0
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	5
Wastewater Disposal	Municipal sewers

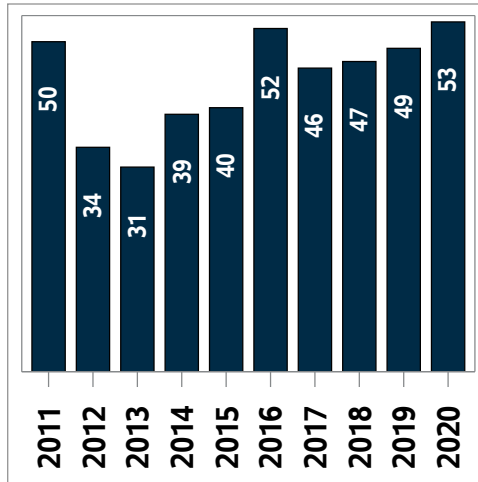
# GRIMSBY (54)

## MLS® Residential Market Activity

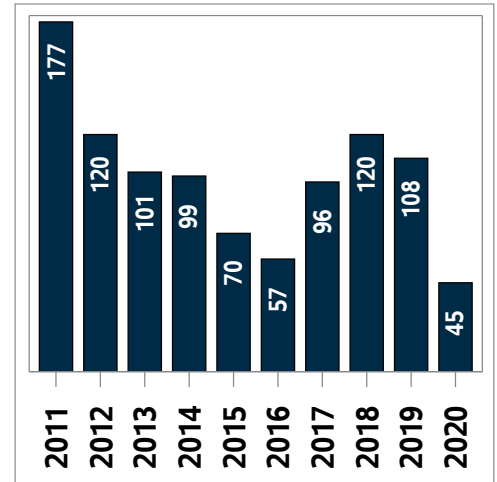
Sales Activity  
(November only)



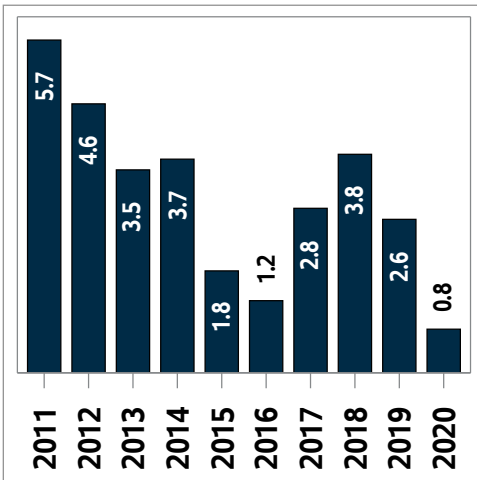
New Listings  
(November only)



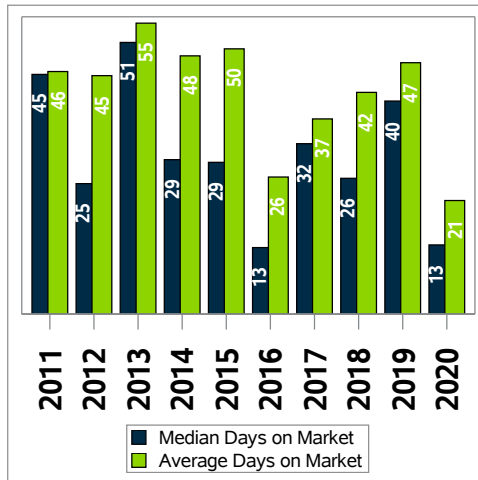
Active Listings  
(November only)



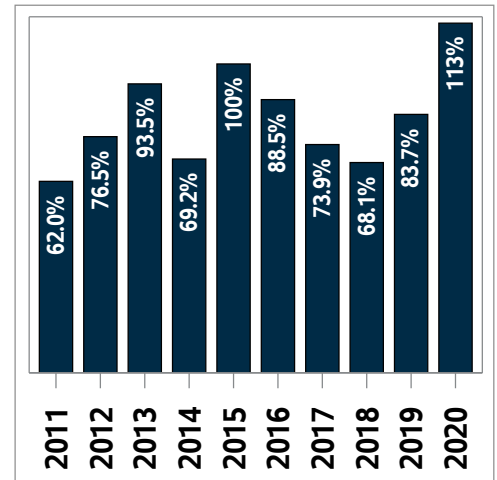
Months of Inventory  
(November only)



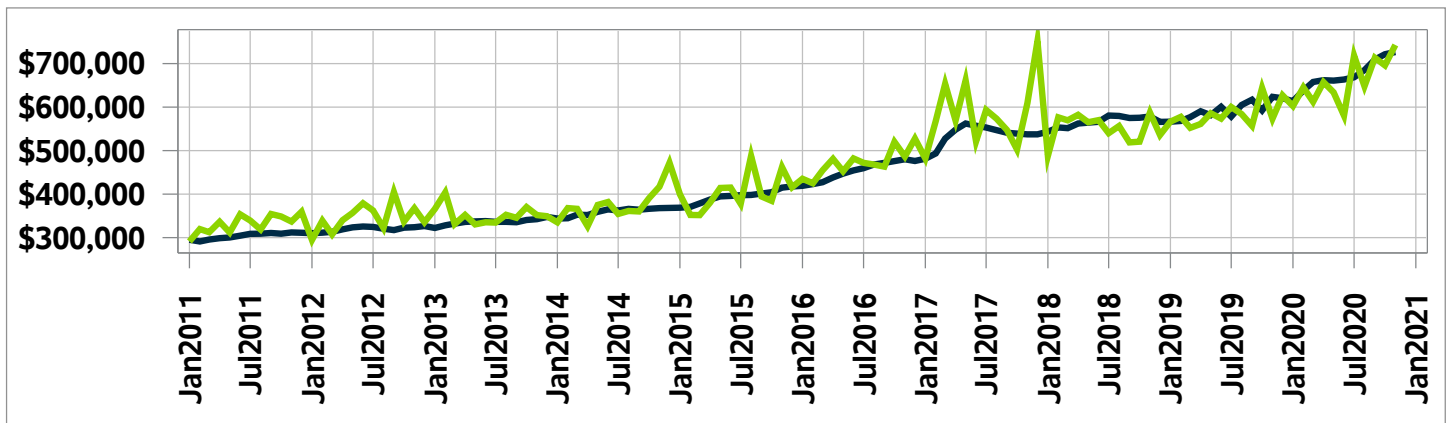
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



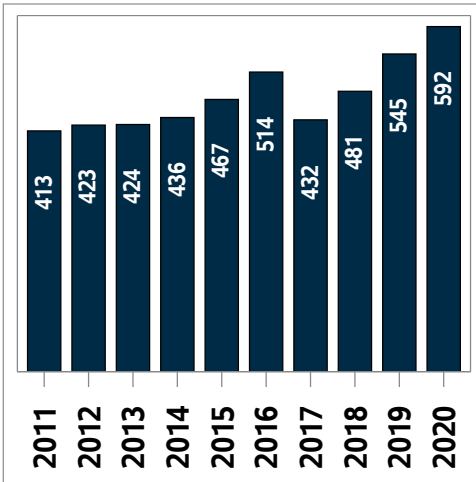
### MLS® HPI Composite Benchmark Price and Average Price



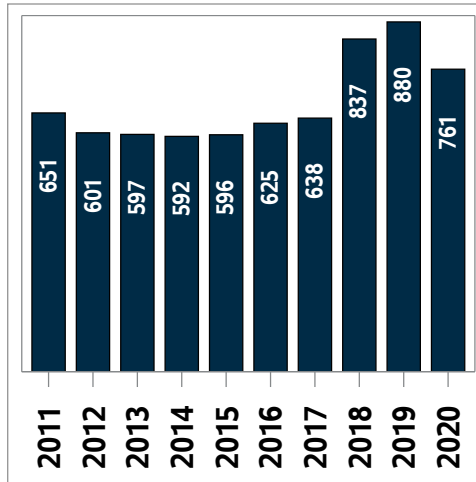
# GRIMSBY (54)

## MLS® Residential Market Activity

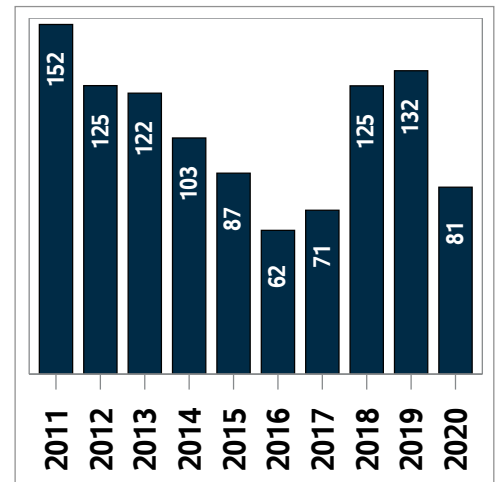
**Sales Activity**  
(November Year-to-date)



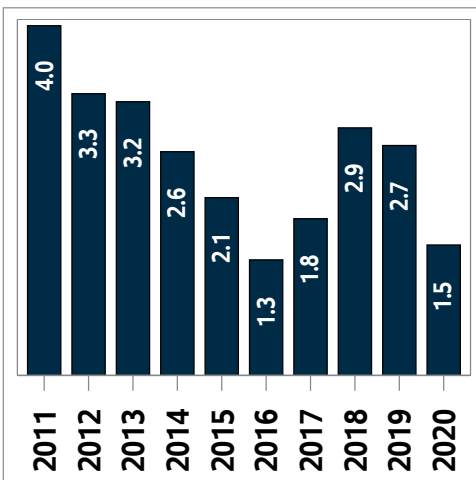
**New Listings**  
(November Year-to-date)



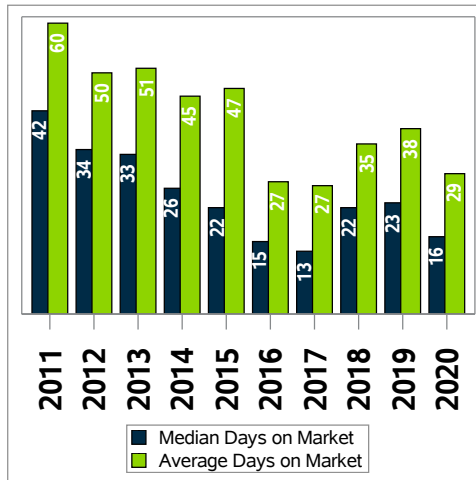
**Active Listings**<sup>1</sup>  
(November Year-to-date)



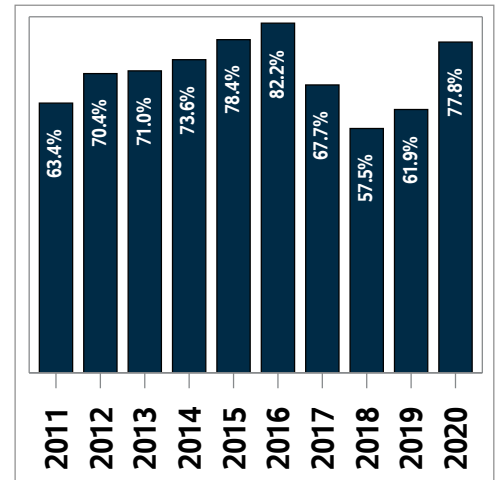
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



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



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



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

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

# GRIMSBY (54)

## MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	60	46.3	87.5	76.5	50.0	106.9	500.0
Dollar Volume	\$44,569,794	89.5	137.1	115.2	141.2	336.9	1,351.8
New Listings	53	8.2	12.8	15.2	32.5	71.0	51.4
Active Listings	45	-58.3	-62.5	-53.1	-35.7	-55.4	-51.6
Sales to New Listings Ratio <sup>1</sup>	113.2	83.7	68.1	73.9	100.0	93.5	28.6
Months of Inventory <sup>2</sup>	0.8	2.6	3.8	2.8	1.8	3.5	9.3
Average Price	\$742,830	29.5	26.5	21.9	60.8	111.1	142.0
Median Price	\$669,000	24.1	28.7	33.4	81.0	105.2	170.9
Sales to List Price Ratio	100.7	98.6	97.9	97.7	97.9	97.7	94.9
Median Days on Market	13.0	40.0	25.5	32.0	28.5	51.0	79.0
Average Days on Market	21.3	47.2	41.6	36.6	49.8	54.6	81.6

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	592	8.6	23.1	37.0	26.8	39.6	580.5
Dollar Volume	\$394,706,471	24.6	48.1	57.6	109.4	166.9	1,180.7
New Listings	761	-13.5	-9.1	19.3	27.7	27.5	235.2
Active Listings <sup>3</sup>	81	-38.4	-35.1	14.0	-7.0	-33.5	11.9
Sales to New Listings Ratio <sup>4</sup>	77.8	61.9	57.5	67.7	78.4	71.0	38.3
Months of Inventory <sup>5</sup>	1.5	2.7	2.9	1.8	2.1	3.2	9.2
Average Price	\$666,734	14.7	20.3	15.0	65.2	91.1	88.2
Median Price	\$615,500	14.8	19.5	20.9	73.4	95.4	103.5
Sales to List Price Ratio	100.0	98.2	98.3	101.1	98.5	96.9	97.2
Median Days on Market	16.0	23.0	22.0	13.0	22.0	33.0	31.0
Average Days on Market	29.0	38.3	35.2	26.5	46.6	50.8	50.4

<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

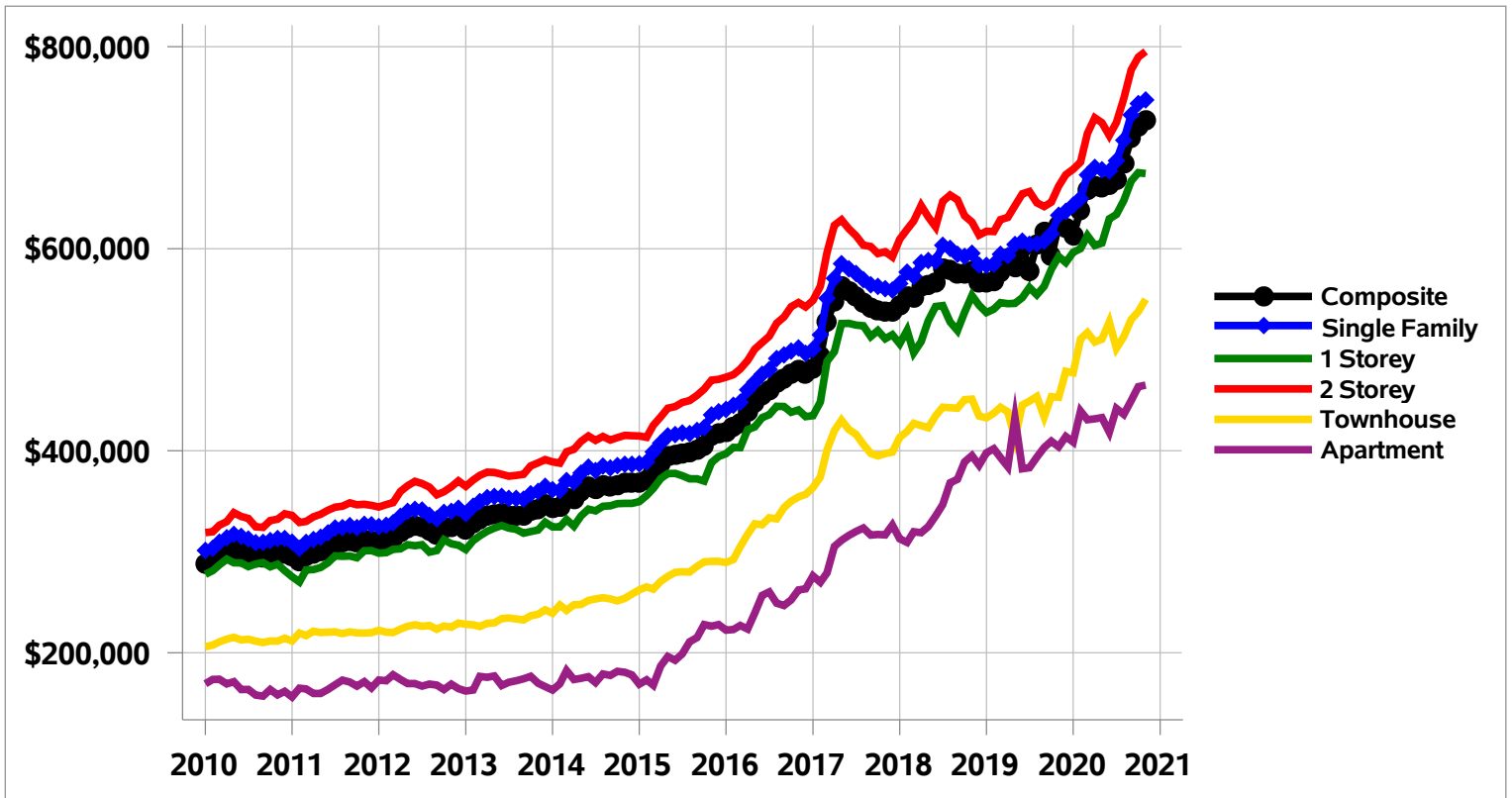
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## GRIMSBY (54) MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2020	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$726,600	0.7	6.1	9.9	16.5	35.2	75.1
Single Family	\$747,300	0.5	5.6	10.2	18.0	33.4	71.6
One Storey	\$674,400	-0.1	4.1	11.4	13.9	32.0	73.7
Two Storey	\$795,300	0.7	6.2	9.7	20.1	33.2	69.2
Townhouse	\$550,000	2.3	7.2	7.7	21.4	38.5	89.3
Apartment-Style	\$465,000	0.3	6.7	7.4	15.1	46.8	105.5

### MLS® HPI Benchmark Price



## GRIMSBY (54)

### MLS<sup>®</sup> 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.)	1436
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.)	1475
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6212
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<sup>®</sup> 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.)	1324
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	7851
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.)	1656
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5133
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<sup>®</sup> HPI Benchmark Descriptions

#### Townhouse

Features	Value
Above Ground Bedrooms	2
Age Category	6 to 15
Attached Specification	Row
Bedrooms	2
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

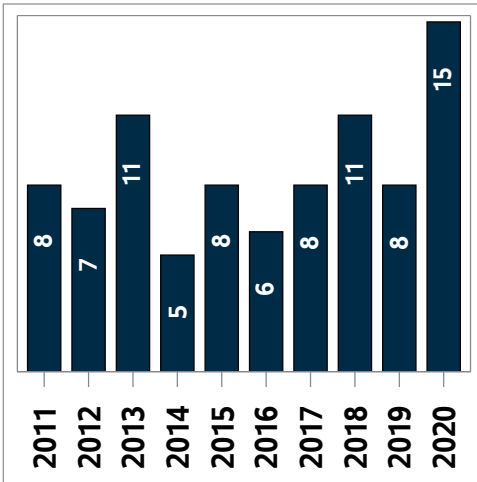
#### Apartment

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.)	1112
Half Bathrooms	0
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	5
Wastewater Disposal	Municipal sewers

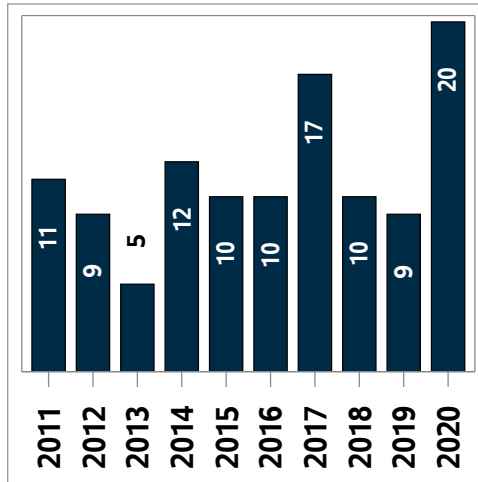


# SMITHVILLE (57) MLS® Residential Market Activity

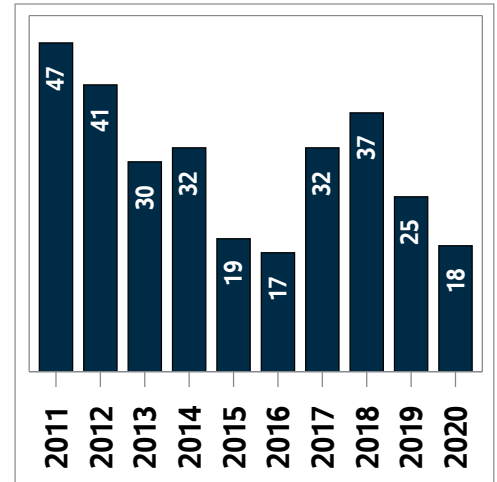
Sales Activity  
(November only)



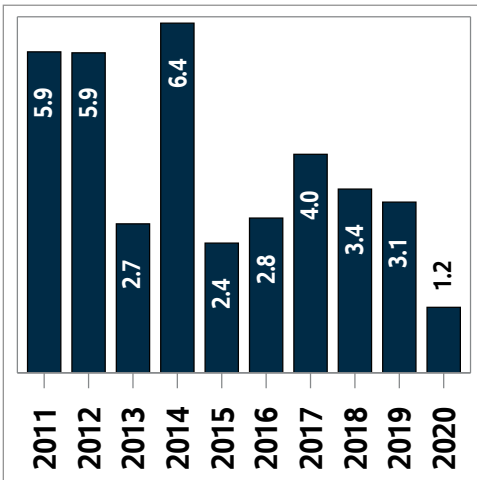
New Listings  
(November only)



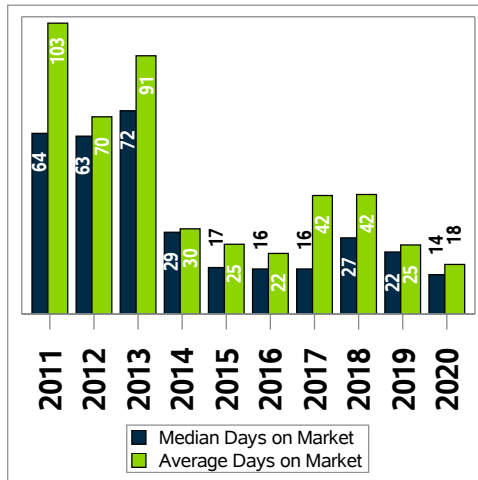
Active Listings  
(November only)



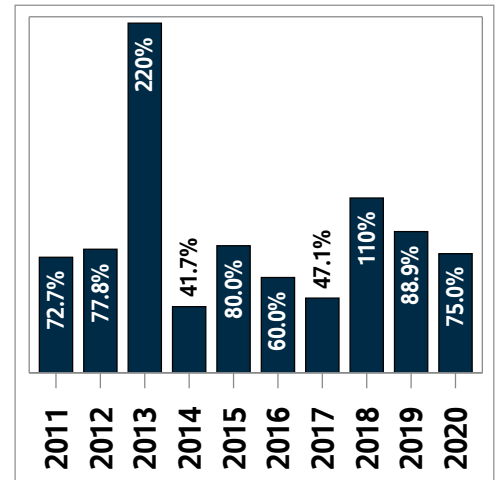
Months of Inventory  
(November only)



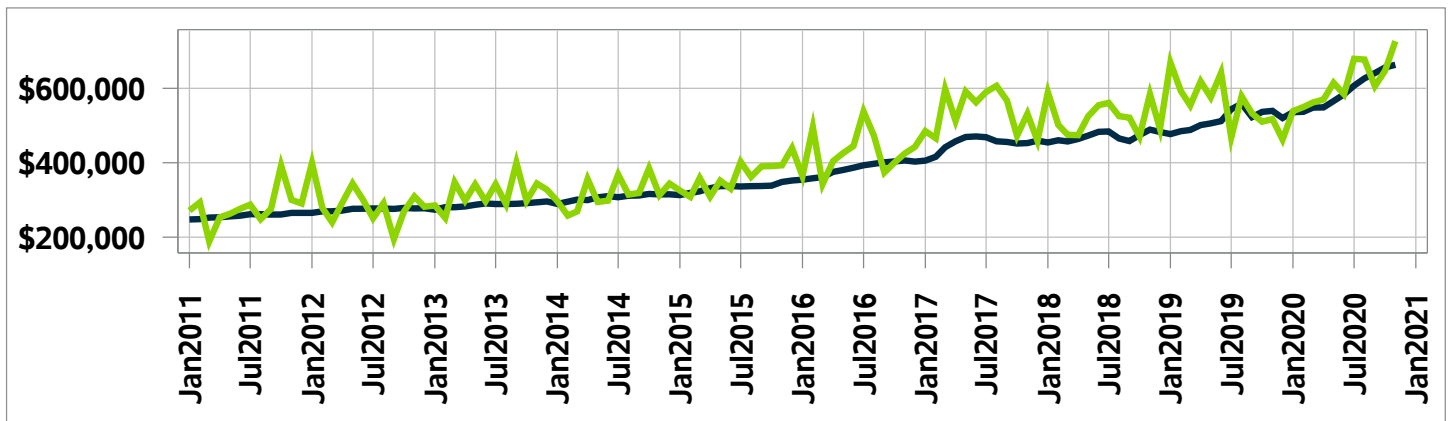
Days on Market  
(November only)



Sales to New Listings Ratio  
(November only)



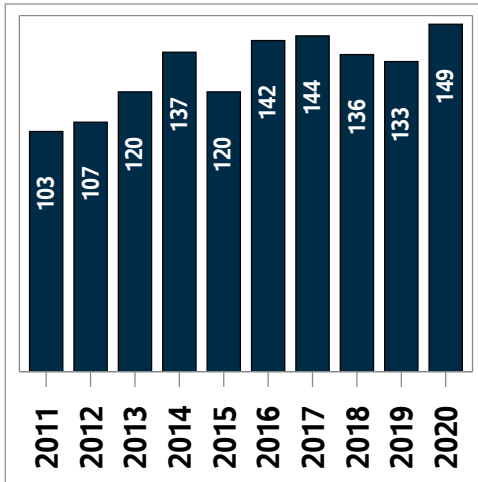
## MLS® HPI Composite Benchmark Price and Average Price



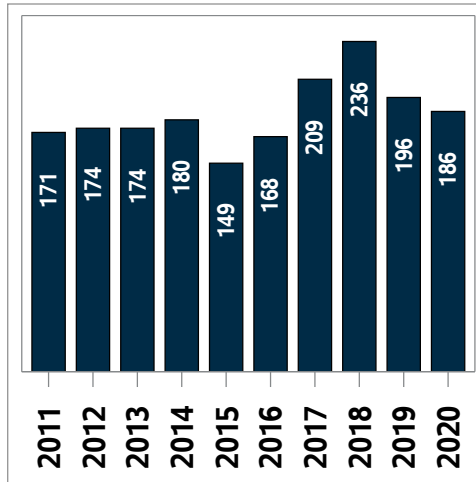
# SMITHVILLE (57)

## MLS® Residential Market Activity

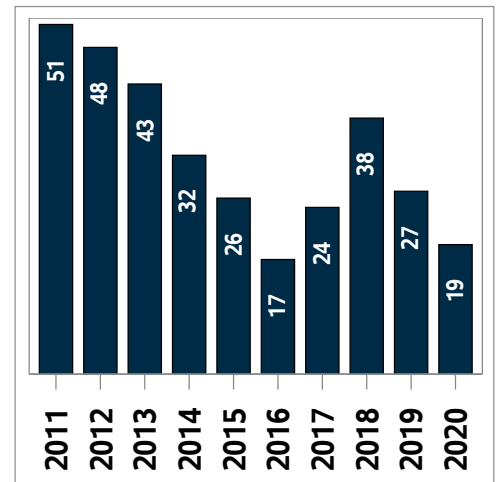
**Sales Activity**  
(November Year-to-date)



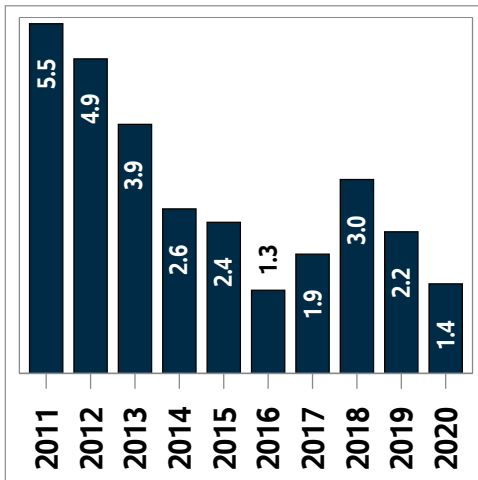
**New Listings**  
(November Year-to-date)



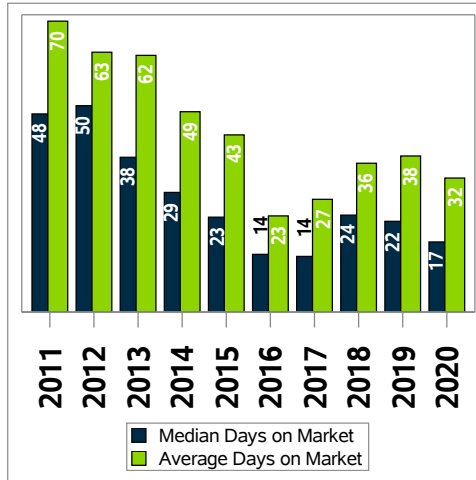
**Active Listings**<sup>1</sup>  
(November Year-to-date)



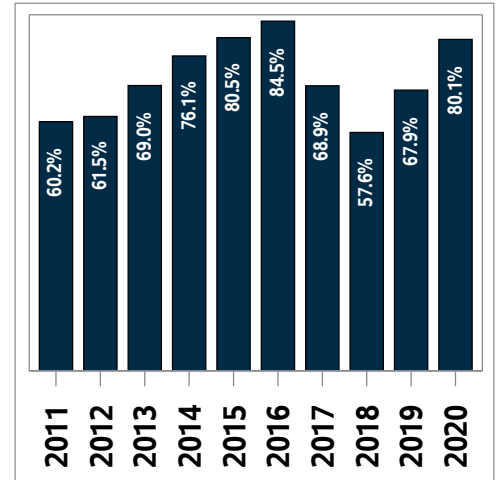
**Months of Inventory**<sup>2</sup>  
(November Year-to-date)



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



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



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

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

## SMITHVILLE (57)

### MLS® Residential Market Activity

Actual	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	15	87.5	36.4	87.5	87.5	36.4	66.7
Dollar Volume	\$10,902,000	163.4	69.5	156.3	246.6	188.0	367.0
New Listings	20	122.2	100.0	17.6	100.0	300.0	11.1
Active Listings	18	-28.0	-51.4	-43.8	-5.3	-40.0	-69.0
Sales to New Listings Ratio <sup>1</sup>	75.0	88.9	110.0	47.1	80.0	220.0	50.0
Months of Inventory <sup>2</sup>	1.2	3.1	3.4	4.0	2.4	2.7	6.4
Average Price	\$726,800	40.5	24.3	36.7	84.9	111.2	180.2
Median Price	\$770,000	63.0	45.6	44.7	90.1	126.5	202.0
Sales to List Price Ratio	101.1	99.1	97.4	96.6	99.3	94.7	96.6
Median Days on Market	14.0	22.0	27.0	16.0	16.5	72.0	54.0
Average Days on Market	17.6	24.5	42.4	42.0	24.8	91.5	65.6

Year-to-date	November 2020	Compared to <sup>6</sup>					
		November 2019	November 2018	November 2017	November 2015	November 2013	November 2010
Sales Activity	149	12.0	9.6	3.5	24.2	24.2	12.0
Dollar Volume	\$93,278,226	22.3	31.5	16.6	113.6	144.1	149.0
New Listings	186	-5.1	-21.2	-11.0	24.8	6.9	-49.7
Active Listings <sup>3</sup>	19	-29.2	-49.4	-22.3	-26.4	-55.3	-87.8
Sales to New Listings Ratio <sup>4</sup>	80.1	67.9	57.6	68.9	80.5	69.0	35.9
Months of Inventory <sup>5</sup>	1.4	2.2	3.0	1.9	2.4	3.9	12.8
Average Price	\$626,028	9.2	20.0	12.7	72.0	96.6	122.3
Median Price	\$578,000	6.1	15.9	12.2	70.0	93.6	118.1
Sales to List Price Ratio	99.7	98.3	98.2	100.9	97.1	97.0	96.8
Median Days on Market	17.0	22.0	23.5	13.5	23.0	37.5	54.0
Average Days on Market	32.5	37.8	36.1	27.3	42.9	62.2	72.7

<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

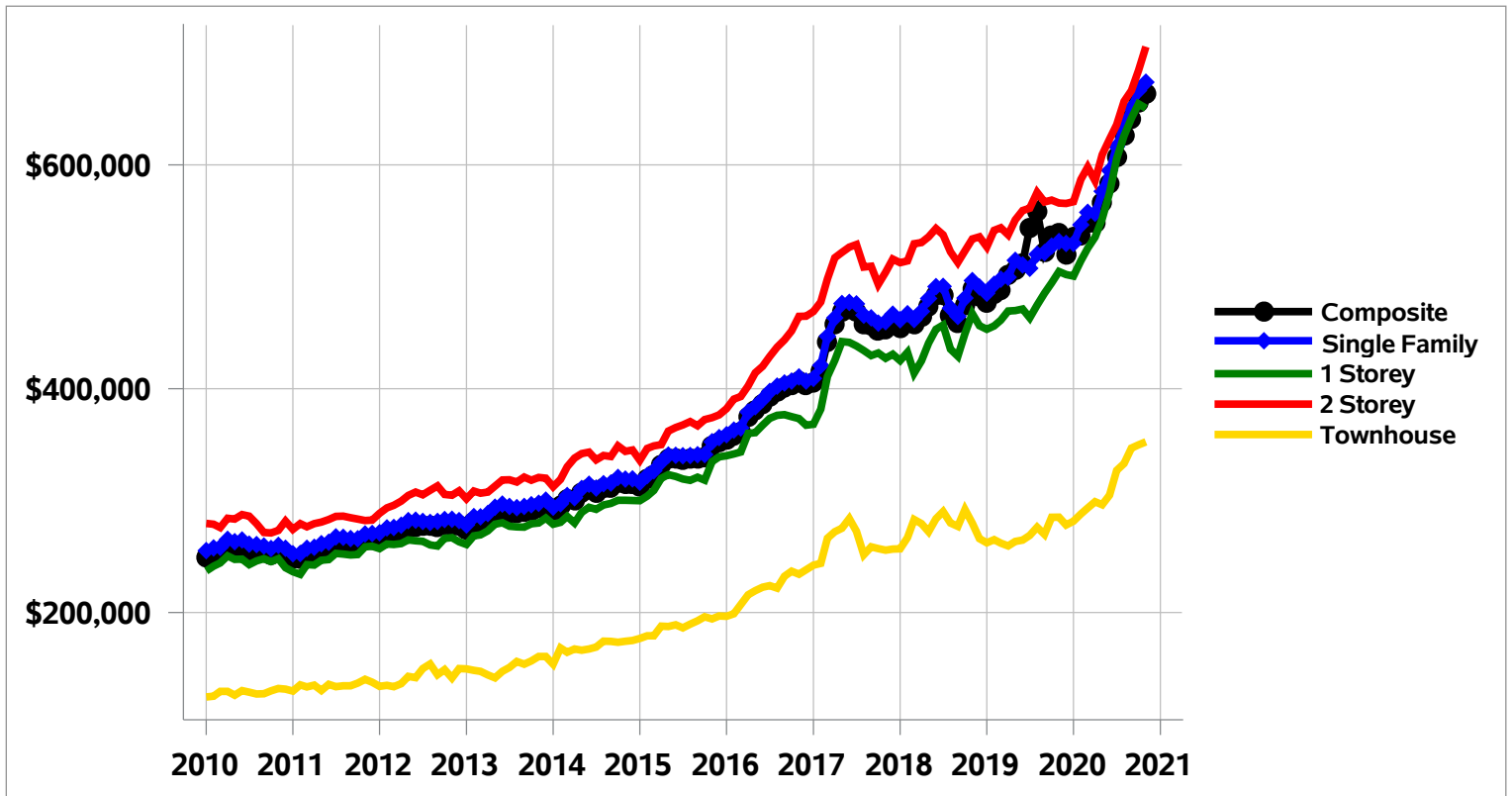
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## SMITHVILLE (57) MLS® HPI Benchmark Price

### MLS® Home Price Index Benchmark Price

Benchmark Type:	November 2020	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$663,300	1.1	5.8	17.2	22.9	46.5	90.4
Single Family	\$673,900	1.1	5.7	16.9	26.8	46.5	91.1
One Storey	\$650,600	-0.6	3.9	17.9	28.9	52.3	94.3
Two Storey	\$705,600	3.1	7.4	15.8	24.7	40.0	88.6
Townhouse	\$352,500	0.8	5.8	19.0	23.6	37.9	81.4
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.)	1365
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.)	1381
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6448
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<sup>®</sup> 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.)	1300
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6809
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, Single width
Gross Living Area (Above Ground; in sq. ft.)	1740
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	6309
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<sup>®</sup> 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.)	1201
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