



NIAGARA NORTH MLS® Residential Market Activity January 2020



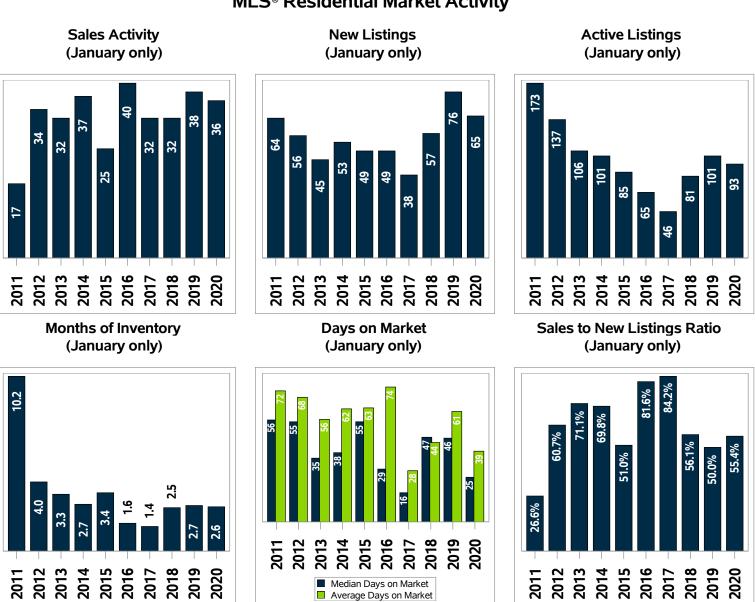


Prepared for the REALTORS® Association of Hamilton-Burlington by the Canadian Real Estate Association

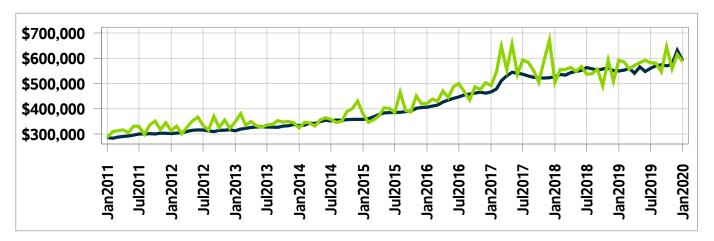


NIAGARA NORTH MLS® Residential Market Activity





MLS® HPI Composite Benchmark Price and Average Price





NIAGARA NORTH MLS® Residential Market Activity

		Compared to [°]					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	36	-5.3	12.5	12.5	44.0	12.5	500.0
Dollar Volume	\$21,107,611	-6.1	30.7	34.1	122.8	89.4	1,637.4
New Listings	65	-14.5	14.0	71.1	32.7	44.4	-33.7
Active Listings	93	-7.9	14.8	102.2	9.4	-12.3	-60.8
Sales to New Listings Ratio ¹	55.4	50.0	56.1	84.2	51.0	71.1	6.1
Months of Inventory ²	2.6	2.7	2.5	1.4	3.4	3.3	39.5
Average Price	\$586,323	-0.9	16.2	19.2	54.7	68.4	189.6
Median Price	\$510,000	-3.8	12.3	10.5	38.2	70.6	158.2
Sales to List Price Ratio	98.7	97.6	98.3	100.1	97.7	96.5	96.2
Median Days on Market	24.5	46.0	46.5	16.0	55.0	35.0	30.0
Average Days on Market	38.8	60.7	43.6	28.1	62.6	56.3	33.2

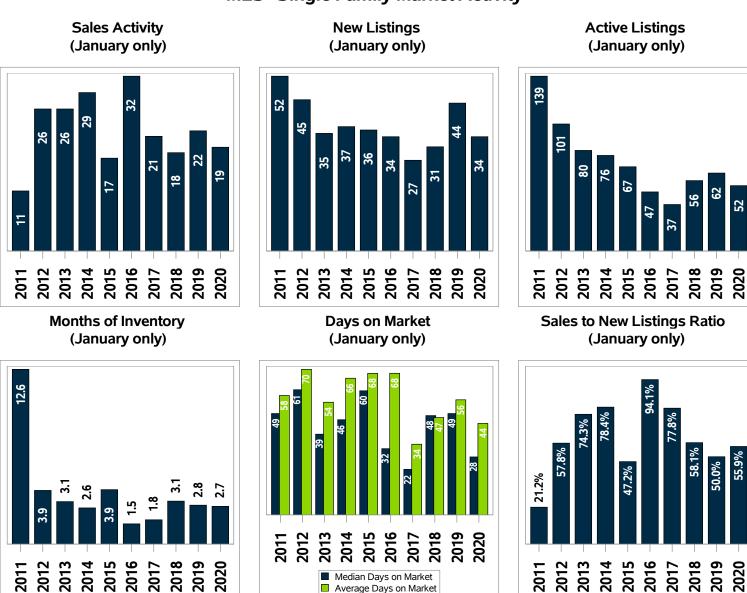
¹ Sales / new listings * 100; Compared to levels from previous periods
² Active listings at month end / monthly sales; Compared to levels from previous periods
³ The year-to-date active listings figure is a monthly average of the number of homes on the market at the end of each month so far this year
⁴ Sum of sales from January to current month / sum of new listings from January to current month

⁵ 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 ⁶ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes



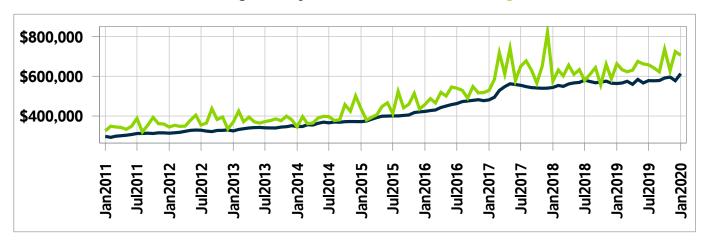
NIAGARA NORTH MLS[®] Single Family Market Activity





MLS® HPI Single Family Benchmark Price and Average Price

Median Days on Market Average Days on Market







		Compared to ⁶					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	19	-13.6	5.6	-9.5	11.8	-26.9	375.0
Dollar Volume	\$13,407,911	-8.0	29.7	20.9	80.6	39.6	1,496.4
New Listings	34	-22.7	9.7	25.9	-5.6	-2.9	-63.8
Active Listings	52	-16.1	-7.1	40.5	-22.4	-35.0	-73.1
Sales to New Listings Ratio ¹	55.9	50.0	58.1	77.8	47.2	74.3	4.3
Months of Inventory ²	2.7	2.8	3.1	1.8	3.9	3.1	48.3
Average Price	\$705,680	6.5	22.8	33.6	61.5	91.1	236.1
Median Price	\$616,000	0.1	11.1	20.8	60.0	92.5	173.8
Sales to List Price Ratio	97.6	97.7	98.0	99.2	97.5	96.2	96.7
Median Days on Market	28.0	49.0	48.0	22.0	60.0	39.0	30.5
Average Days on Market	44.2	55.6	47.1	34.1	68.4	54.5	36.0

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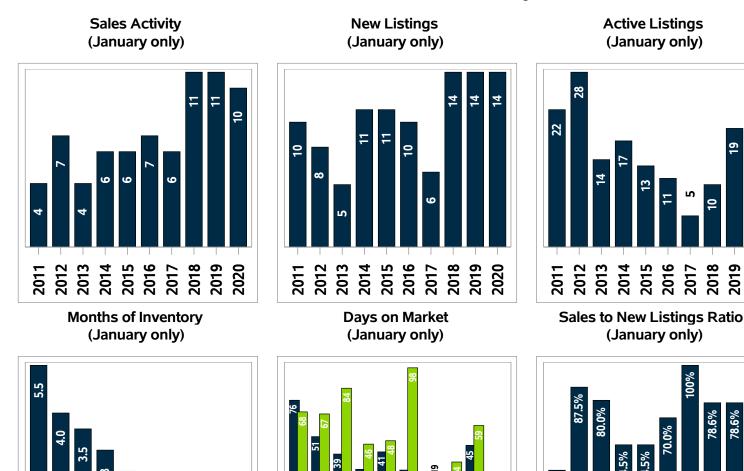
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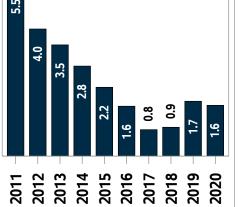


NIAGARA NORTH MLS® Townhouse Market Activity

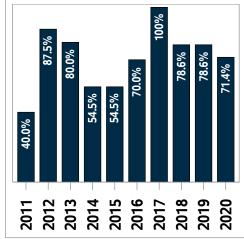


2020

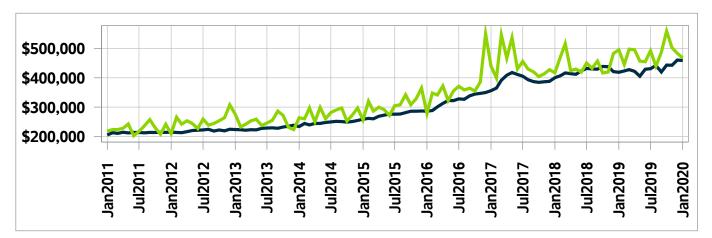








MLS® HPI Townhouse Benchmark Price and Average Price





NIAGARA NORTH MLS® Townhouse Market Activity

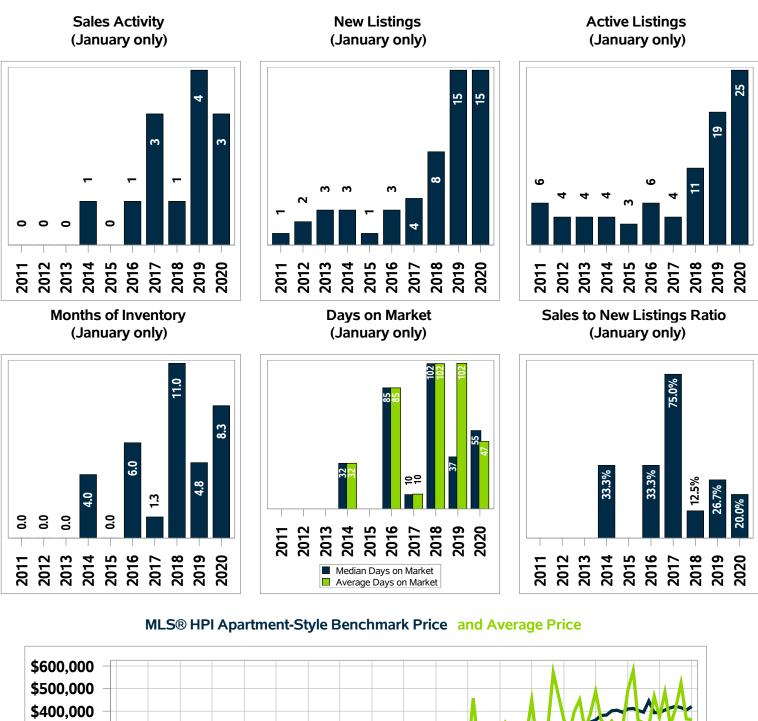
		Compared to [°]					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	10	-9.1	-9.1	66.7	66.7	150.0	400.0
Dollar Volume	\$4,677,800	-14.2	2.0	77.4	204.5	324.1	1,147.4
New Listings	14	0.0	0.0	133.3	27.3	180.0	250.0
Active Listings	16	-15.8	60.0	220.0	23.1	14.3	-44.8
Sales to New Listings Ratio ¹	71.4	78.6	78.6	100.0	54.5	80.0	50.0
Months of Inventory ²	1.6	1.7	0.9	0.8	2.2	3.5	14.5
Average Price	\$467,780	-5.6	12.1	6.4	82.7	69.7	149.5
Median Price	\$471,800	3.7	11.0	7.8	88.9	69.1	151.6
Sales to List Price Ratio	100.0	97.9	98.6	104.0	99.3	98.5	95.1
Median Days on Market	13.5	45.0	14.0	11.5	40.5	39.0	27.5
Average Days on Market	25.2	58.6	33.5	18.5	48.2	84.3	27.5

¹ Sales / new listings * 100; Compared to levels from previous periods
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NIAGARA NORTH MLS® Apartment-Style Market Activity



Jan2016

Jul2016

Jan2017

Jul2017

Jan2015

Jul2015

Jan2018

Jul2018

Jan2019

Jul2019

Jan2020

Jan2012

Jul2011

Jan2011

Jul2012

Jan2013

Jul2013

Jan2014

Jul2014

\$300,000 \$200,000



NIAGARA NORTH MLS® Apartment-Style Market Activity

		Compared to ⁶					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	3	-25.0	200.0	0.0			
Dollar Volume	\$1,088,400	-44.7	200.7	31.1			
New Listings	15	0.0	87.5	275.0	1,400.0	400.0	
Active Listings	25	31.6	127.3	525.0	733.3	525.0	
Sales to New Listings Ratio ¹	20.0	26.7	12.5	75.0			
Months of Inventory ²	8.3	4.8	11.0	1.3			
Average Price	\$362,800	-26.3	0.2	31.1			
Median Price	\$378,500	-21.3	4.6	34.9			
Sales to List Price Ratio	98.6	95.9	97.9	99.5			
Median Days on Market	55.0	36.5	102.0	10.0			
Average Days on Market	47.3	102.3	102.0	10.3			

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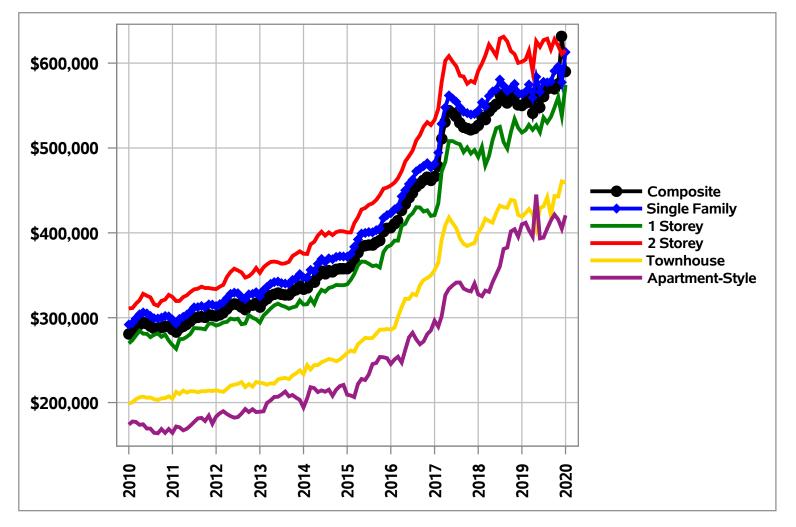
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MLS [®] Home Price Index Benchmark Price										
			percentage change vs.							
Benchmark Type:	January 2020	1 month ago	month ago ago ago ago 3 years ago 5 years a							
Composite	\$589,800	-6.6	3.5	5.3	7.3	26.4	64.7			
Single Family	\$612,900	6.1	3.7	6.1	8.8	27.4	64.8			
One Storey	\$574,300	6.7	4.9	7.1	10.8	36.4	69.3			
Two Storey	\$615,300	0.8	-2.0	-1.9	2.3	15.4	53.6			
Townhouse	\$459,200	-0.3	3.6	6.5	9.6	29.0	77.6			
Apartment-Style	\$420,600	3.9	-0.2	6.6	2.6	41.9	101.0			

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 簡

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

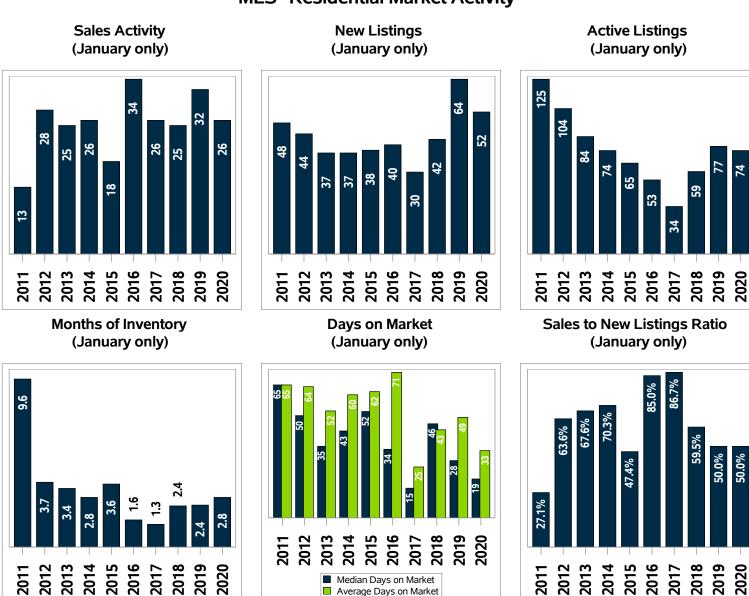
Apartment-Style

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

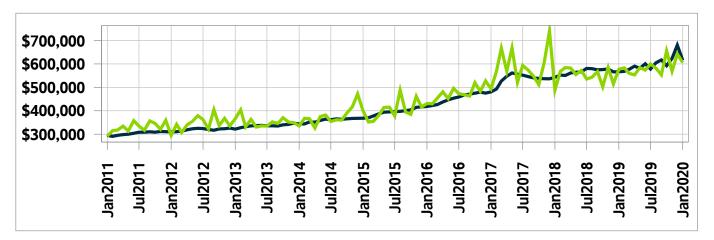




MLS® HPI Composite Benchmark Price and Average Price

Median Days on Market Average Days on Market 2011

2020







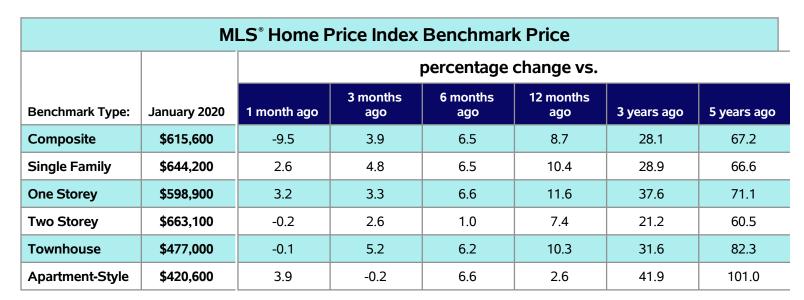
		Compared to ⁶					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	26	-18.8	4.0	0.0	44.4	4.0	2,500.0
Dollar Volume	\$15,759,300	-14.7	29.2	22.8	119.0	72.3	8,194.4
New Listings	52	-18.8	23.8	73.3	36.8	40.5	188.9
Active Listings	74	-3.9	25.4	117.6	13.8	-11.9	27.6
Sales to New Listings Ratio ¹	50.0	50.0	59.5	86.7	47.4	67.6	5.6
Months of Inventory ²	2.8	2.4	2.4	1.3	3.6	3.4	58.0
Average Price	\$606,127	5.0	24.2	22.8	51.6	65.7	219.0
Median Price	\$543,250	2.5	18.1	17.7	47.5	78.1	185.9
Sales to List Price Ratio	99.6	98.0	98.5	100.3	97.2	97.3	92.7
Median Days on Market	19.0	28.0	46.0	14.5	52.0	35.0	42.0
Average Days on Market	32.9	49.2	43.0	24.9	61.7	52.3	42.0

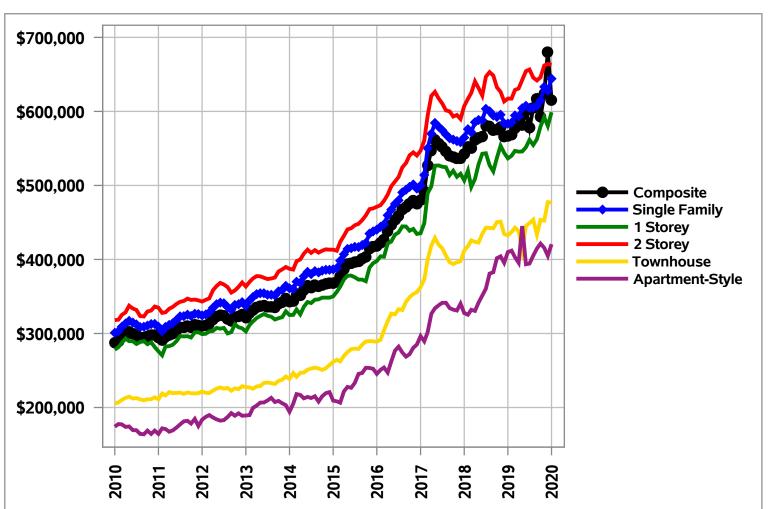
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MLS[®] HPI Benchmark Price



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 莆

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



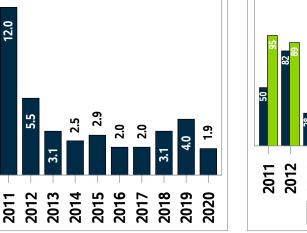
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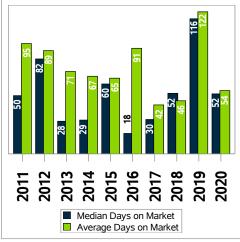
2020

2012 2013 2014 2015 2015 2016 2017 2018 2019 2019 2020

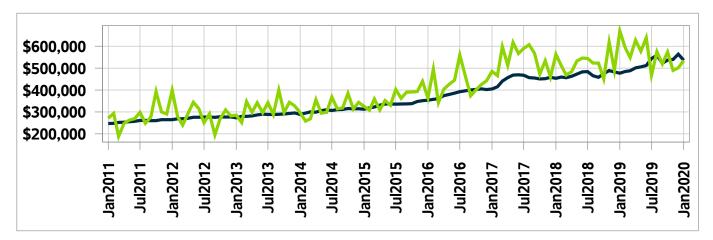
2011







MLS® HPI Composite Benchmark Price and Average Price







		Compared to [°]					
Actual	January 2020	January 2019	January 2018	January 2017	January 2015	January 2013	January 2010
Sales Activity	10	66.7	42.9	66.7	42.9	42.9	100.0
Dollar Volume	\$5,348,311	33.2	35.7	83.8	134.7	167.8	421.8
New Listings	13	8.3	-13.3	62.5	18.2	62.5	-83.8
Active Listings	19	-20.8	-13.6	58.3	-5.0	-13.6	-89.4
Sales to New Listings Ratio ¹	76.9	50.0	46.7	75.0	63.6	87.5	6.3
Months of Inventory ²	1.9	4.0	3.1	2.0	2.9	3.1	35.8
Average Price	\$534,831	-20.1	-5.0	10.3	64.3	87.5	160.9
Median Price	\$449,200	-26.4	0.3	-2.9	19.8	68.2	119.1
Sales to List Price Ratio	96.3	95.5	97.6	99.2	99.0	94.0	96.9
Median Days on Market	51.5	116.0	52.0	29.5	60.0	28.0	18.0
Average Days on Market	54.3	122.0	45.6	42.0	65.0	70.7	31.4

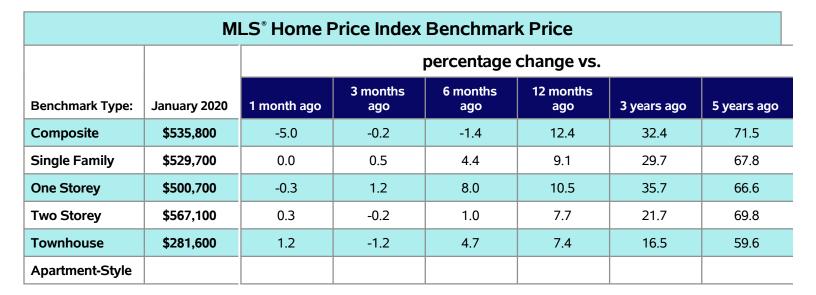
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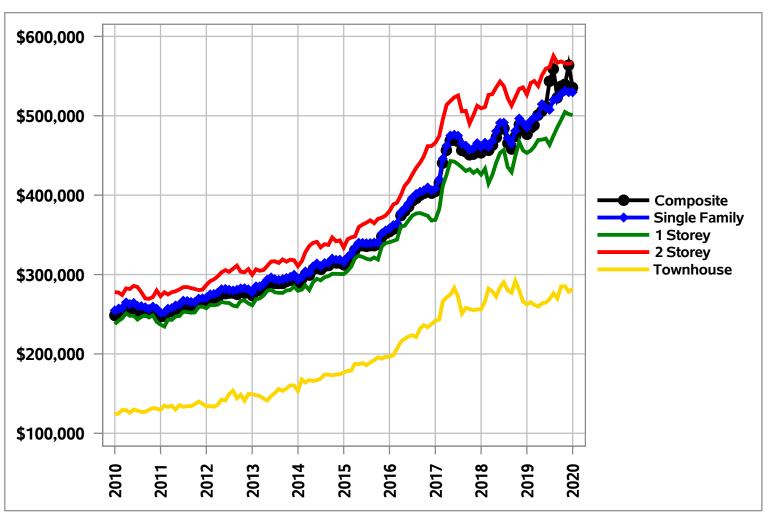
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SMITHVILLE (57) MLS® HPI Benchmark Price





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 簡

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	龠
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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