

# NIAGARA NORTH

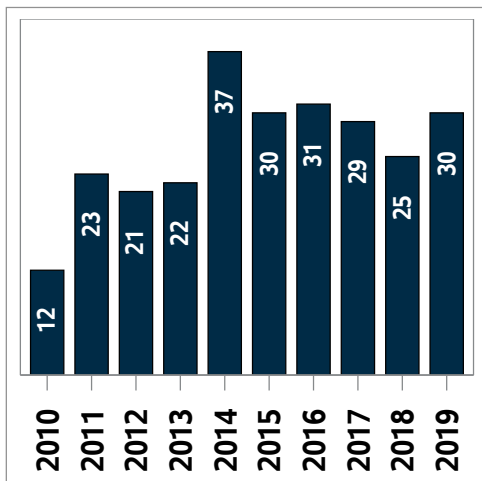
## MLS® Residential Market Activity

### December 2019

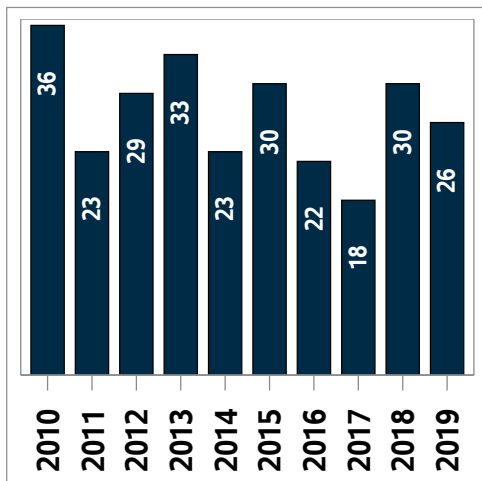


# NIAGARA NORTH MLS® Residential Market Activity

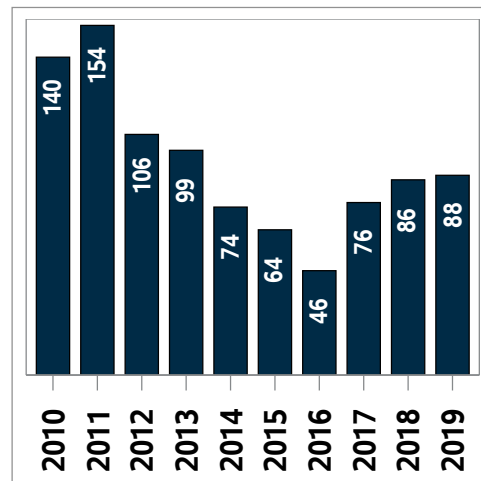
Sales Activity  
(December only)



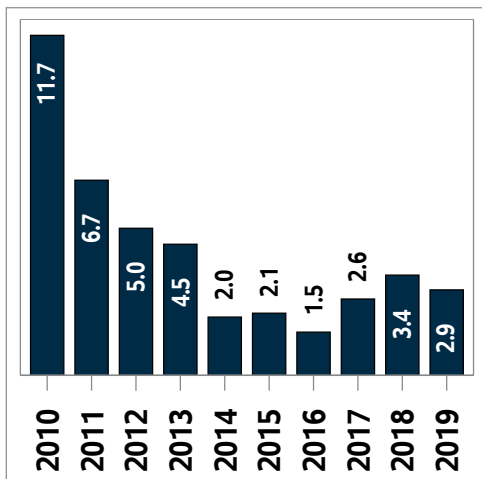
New Listings  
(December only)



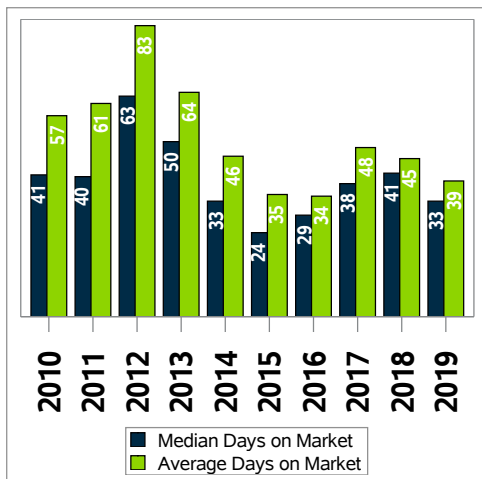
Active Listings  
(December only)



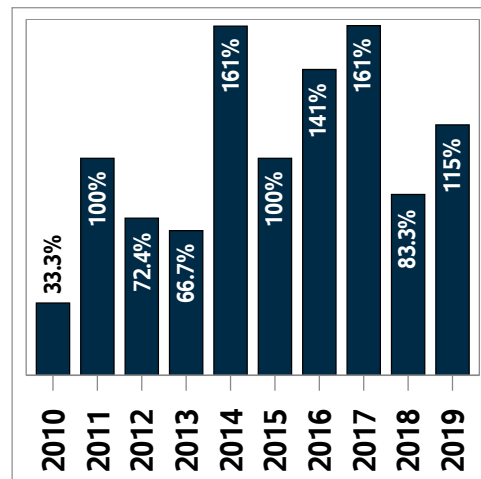
Months of Inventory  
(December only)



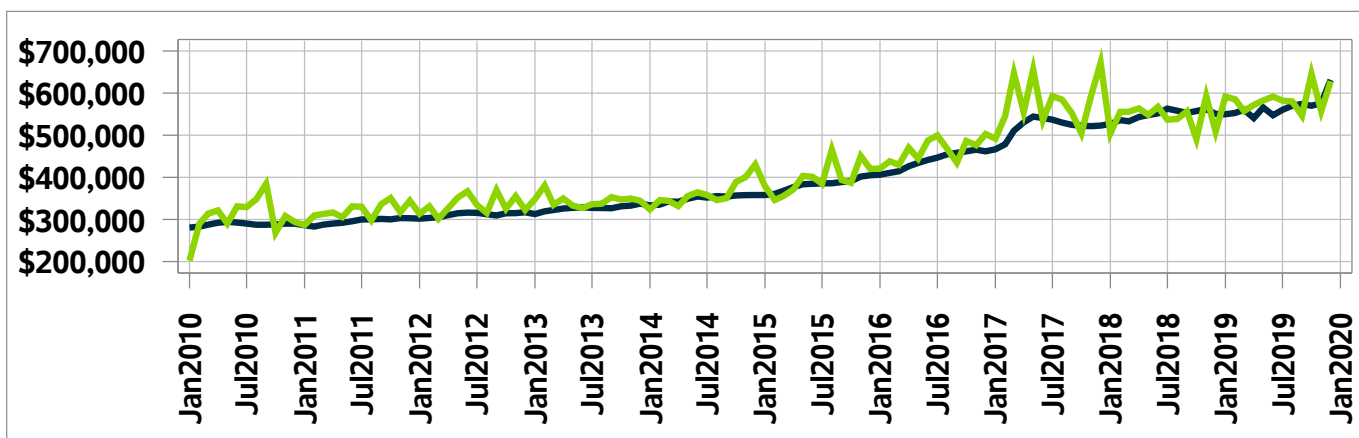
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)

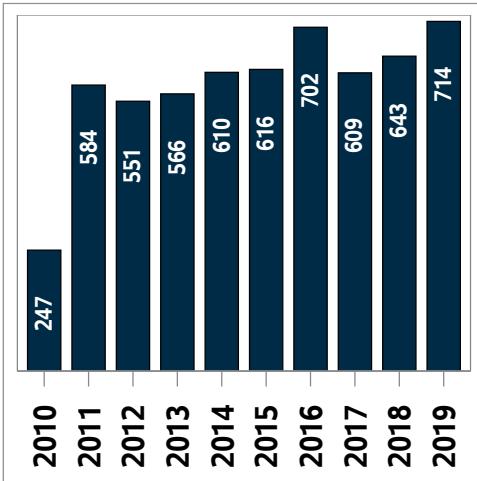


MLS® HPI Composite Benchmark Price and Average Price

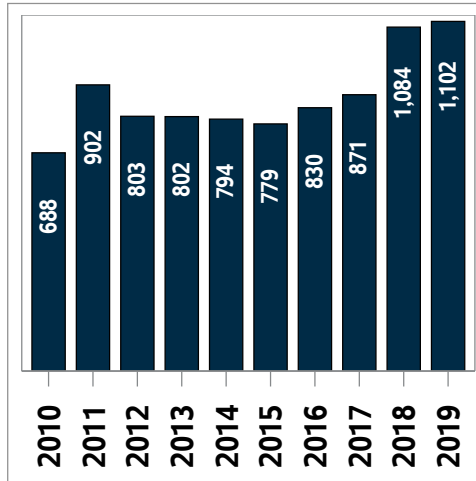


# NIAGARA NORTH MLS® Residential Market Activity

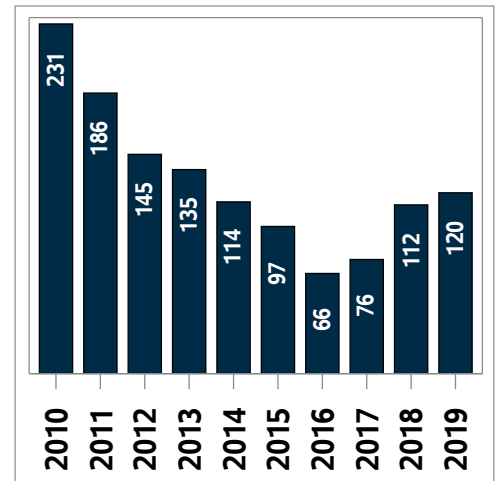
**Sales Activity**  
(December Year-to-date)



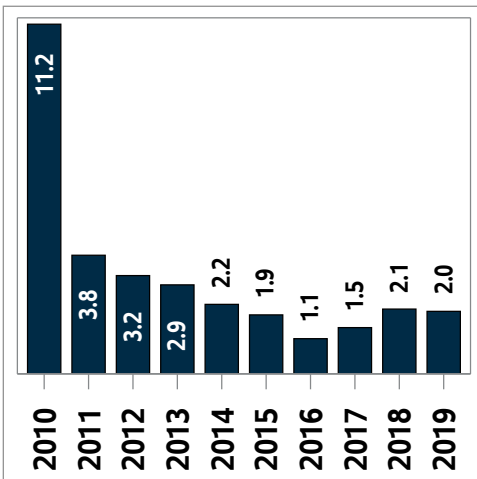
**New Listings**  
(December Year-to-date)



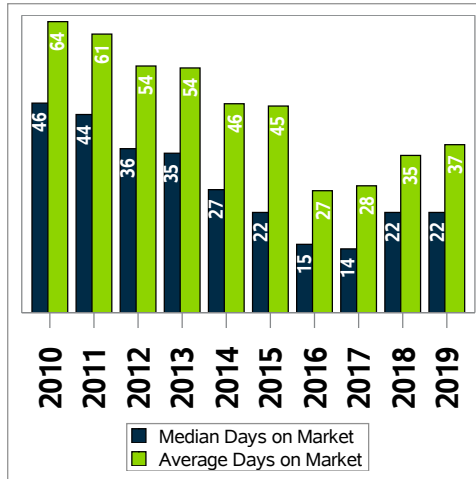
**Active Listings**<sup>1</sup>  
(December Year-to-date)



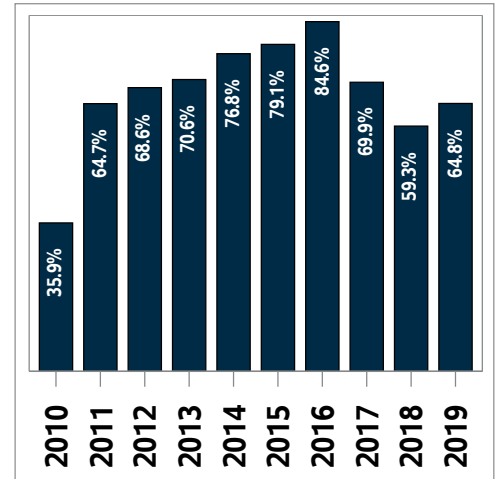
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	30	20.0	3.4	-3.2	-18.9	42.9	100.0
Dollar Volume	\$18,847,190	48.2	-3.3	20.9	18.4	178.2	293.0
New Listings	26	-13.3	44.4	18.2	13.0	-10.3	0.0
Active Listings	88	2.3	15.8	91.3	18.9	-17.0	-43.6
Sales to New Listings Ratio <sup>1</sup>	115.4	83.3	161.1	140.9	160.9	72.4	57.7
Months of Inventory <sup>2</sup>	2.9	3.4	2.6	1.5	2.0	5.0	10.4
Average Price	\$628,240	23.5	-6.6	24.9	46.0	94.7	96.5
Median Price	\$535,000	11.5	7.0	25.9	55.5	86.1	87.7
Sales to List Price Ratio	98.0	96.8	97.2	98.3	96.8	97.5	96.9
Median Days on Market	33.0	41.0	38.0	29.0	33.0	63.0	70.0
Average Days on Market	38.8	45.2	48.3	34.4	45.8	83.1	84.6

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	714	11.0	17.2	1.7	17.0	29.6	235.2
Dollar Volume	\$415,357,480	18.1	17.2	28.0	89.9	124.9	583.3
New Listings	1,102	1.7	26.5	32.8	38.8	37.2	119.5
Active Listings <sup>3</sup>	120	7.2	58.4	80.5	5.3	-17.5	-1.9
Sales to New Listings Ratio <sup>4</sup>	64.8	59.3	69.9	84.6	76.8	68.6	42.4
Months of Inventory <sup>5</sup>	2.0	2.1	1.5	1.1	2.2	3.2	6.9
Average Price	\$581,733	6.4	-0.1	25.9	62.3	73.6	103.8
Median Price	\$538,250	6.2	5.5	26.6	66.1	85.6	107.0
Sales to List Price Ratio	98.2	98.2	100.9	99.8	97.6	96.8	96.3
Median Days on Market	22.0	22.0	14.0	15.0	27.0	36.0	60.0
Average Days on Market	36.9	34.5	27.8	26.8	45.9	54.2	72.4

<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

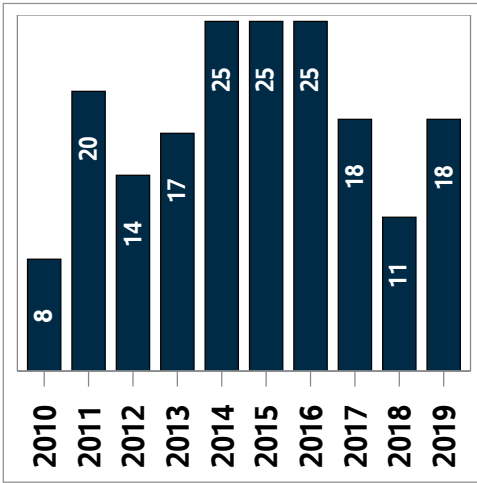
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

<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

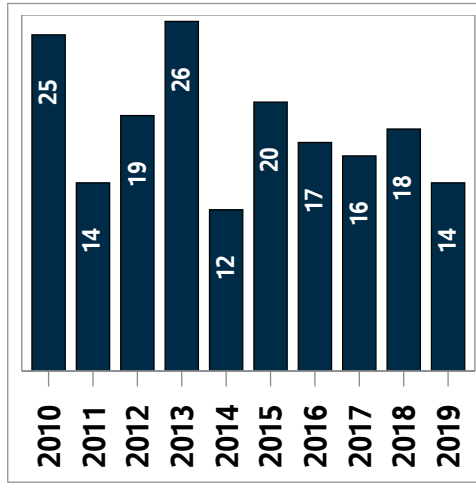
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

# NIAGARA NORTH MLS® Single Family Market Activity

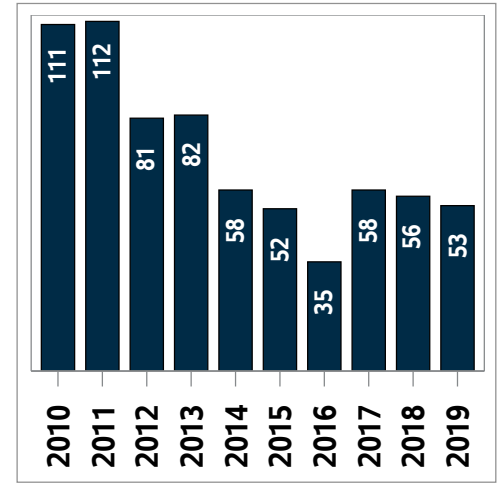
Sales Activity  
(December only)



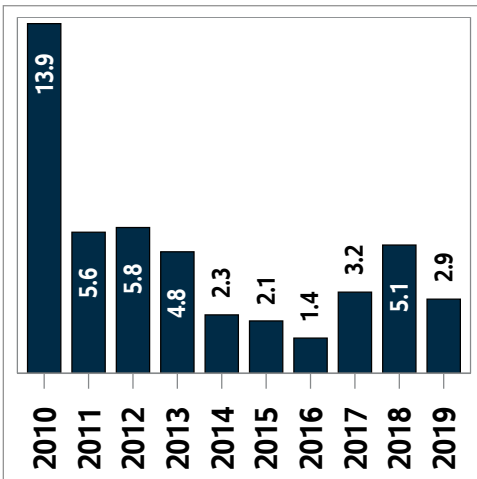
New Listings  
(December only)



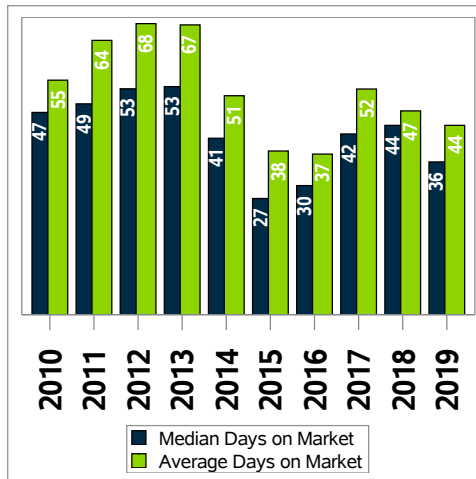
Active Listings  
(December only)



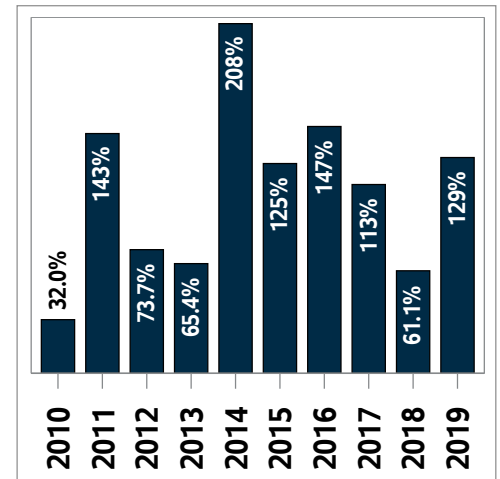
Months of Inventory  
(December only)



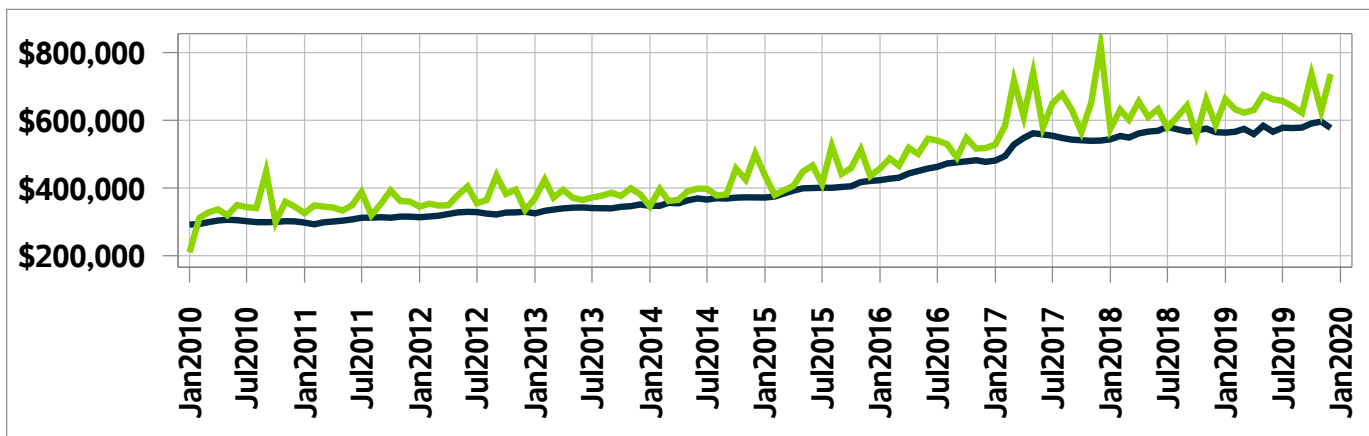
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)



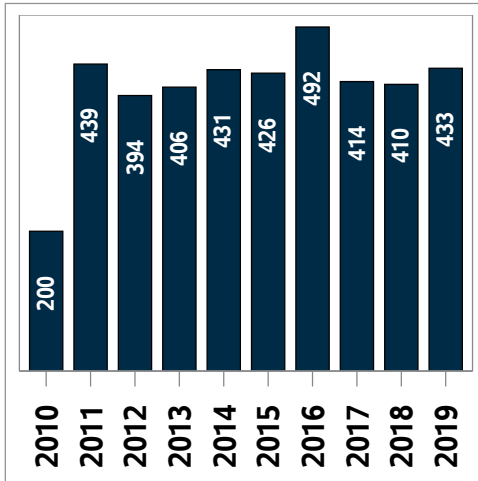
## MLS® HPI Single Family Benchmark Price and Average Price



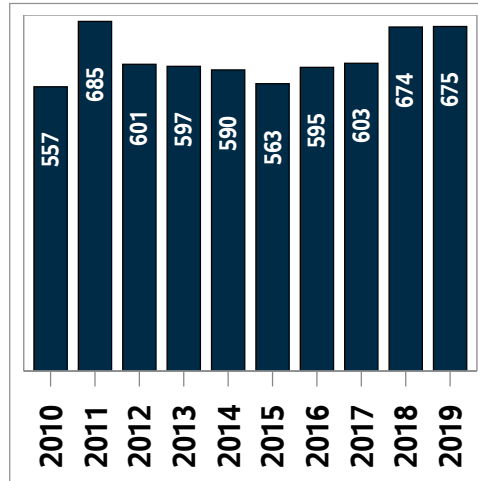


# NIAGARA NORTH MLS® Single Family Market Activity

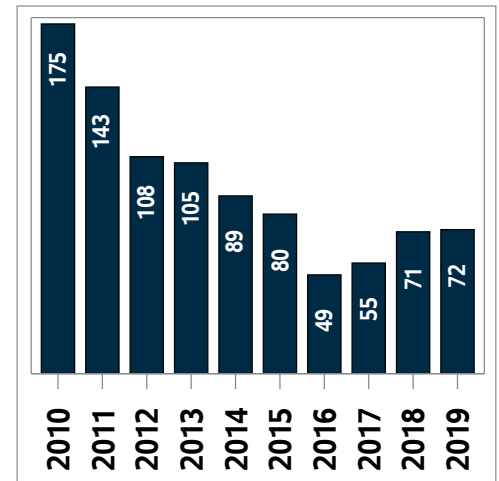
**Sales Activity**  
(December Year-to-date)



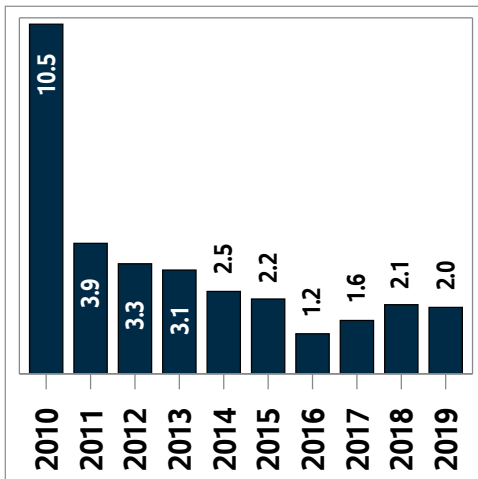
**New Listings**  
(December Year-to-date)



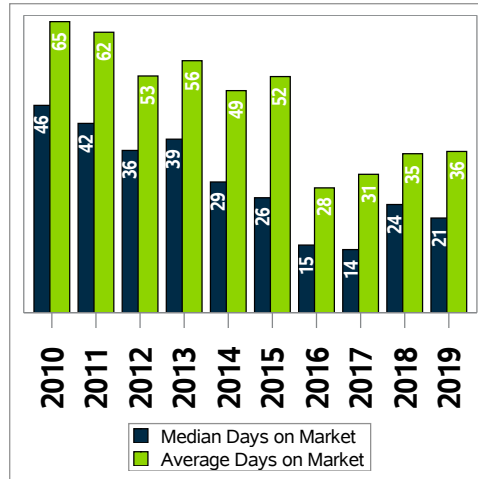
**Active Listings**<sup>1</sup>  
(December Year-to-date)



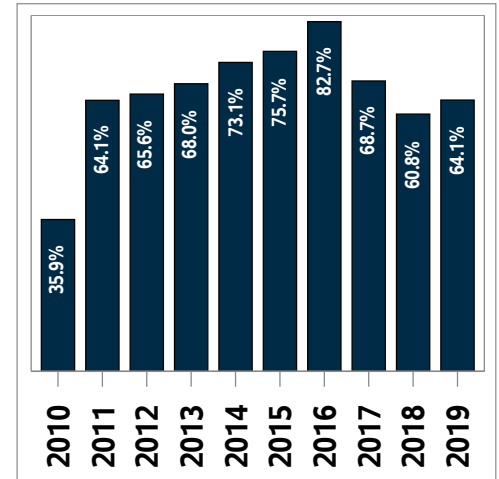
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	18	63.6	0.0	-28.0	-28.0	28.6	50.0
Dollar Volume	\$13,255,800	105.3	-10.4	2.4	5.7	182.5	217.7
New Listings	14	-22.2	-12.5	-17.6	16.7	-26.3	-12.5
Active Listings	53	-5.4	-8.6	51.4	-8.6	-34.6	-52.7
Sales to New Listings Ratio <sup>1</sup>	128.6	61.1	112.5	147.1	208.3	73.7	75.0
Months of Inventory <sup>2</sup>	2.9	5.1	3.2	1.4	2.3	5.8	9.3
Average Price	\$736,433	25.5	-10.4	42.2	46.8	119.7	111.8
Median Price	\$600,500	1.8	-3.9	20.3	38.0	92.2	76.6
Sales to List Price Ratio	97.3	96.6	97.3	98.3	96.1	96.8	96.3
Median Days on Market	35.5	44.0	42.0	30.0	41.0	52.5	79.5
Average Days on Market	44.0	47.4	52.4	37.3	50.9	67.6	94.4

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	433	5.6	4.6	-12.0	0.5	9.9	151.7
Dollar Volume	\$283,507,057	12.4	5.5	12.8	66.6	93.8	438.0
New Listings	675	0.1	11.9	13.4	14.4	12.3	66.7
Active Listings <sup>3</sup>	72	1.5	30.2	45.8	-19.0	-33.6	-27.0
Sales to New Listings Ratio <sup>4</sup>	64.1	60.8	68.7	82.7	73.1	65.6	42.5
Months of Inventory <sup>5</sup>	2.0	2.1	1.6	1.2	2.5	3.3	6.9
Average Price	\$654,751	6.4	0.8	28.1	65.8	76.4	113.7
Median Price	\$615,000	4.2	7.0	28.1	66.0	81.7	116.2
Sales to List Price Ratio	98.1	98.1	100.8	99.5	97.5	96.9	96.0
Median Days on Market	21.0	24.0	14.0	15.0	29.0	36.0	63.0
Average Days on Market	35.8	35.3	30.7	27.7	49.3	52.5	74.8

<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

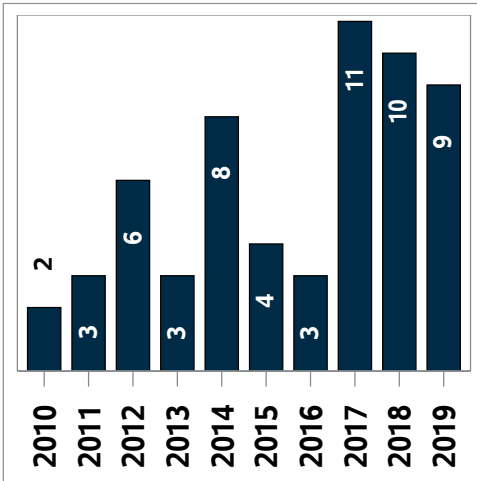
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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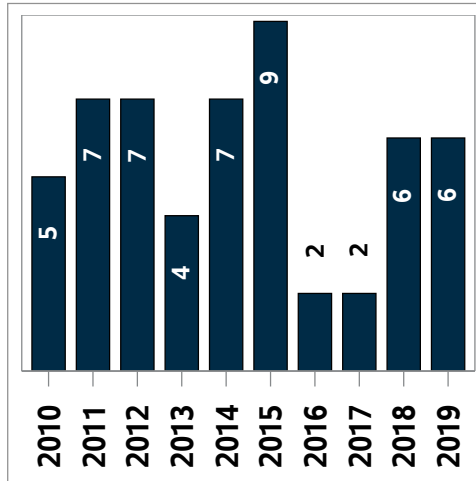
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Townhouse Market Activity

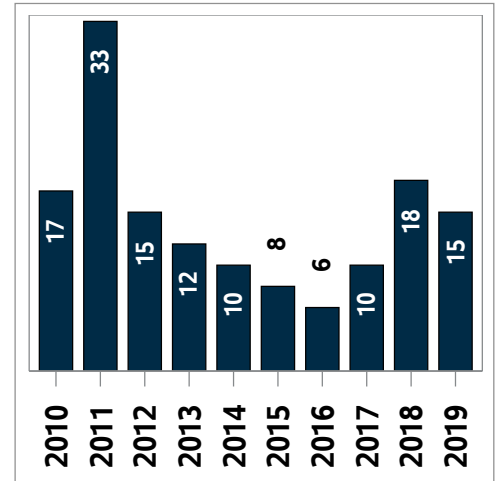
Sales Activity  
(December only)



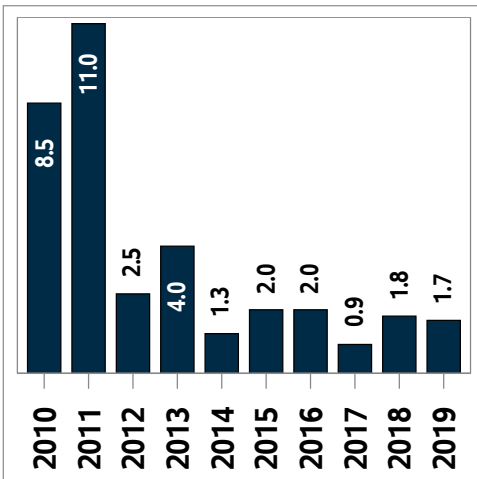
New Listings  
(December only)



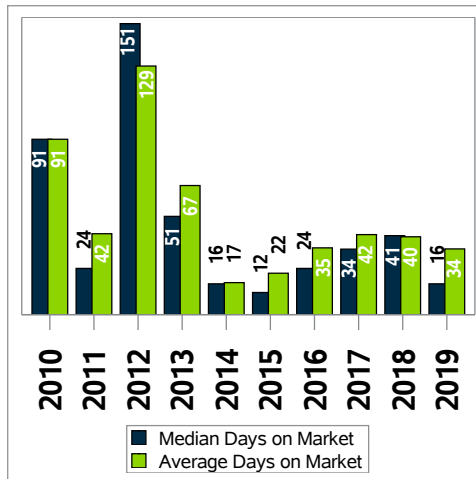
Active Listings  
(December only)



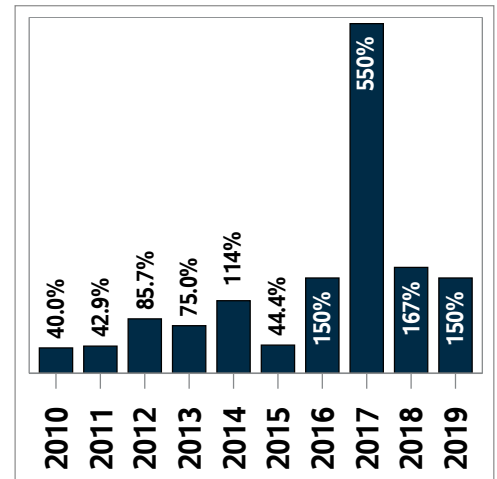
Months of Inventory  
(December only)



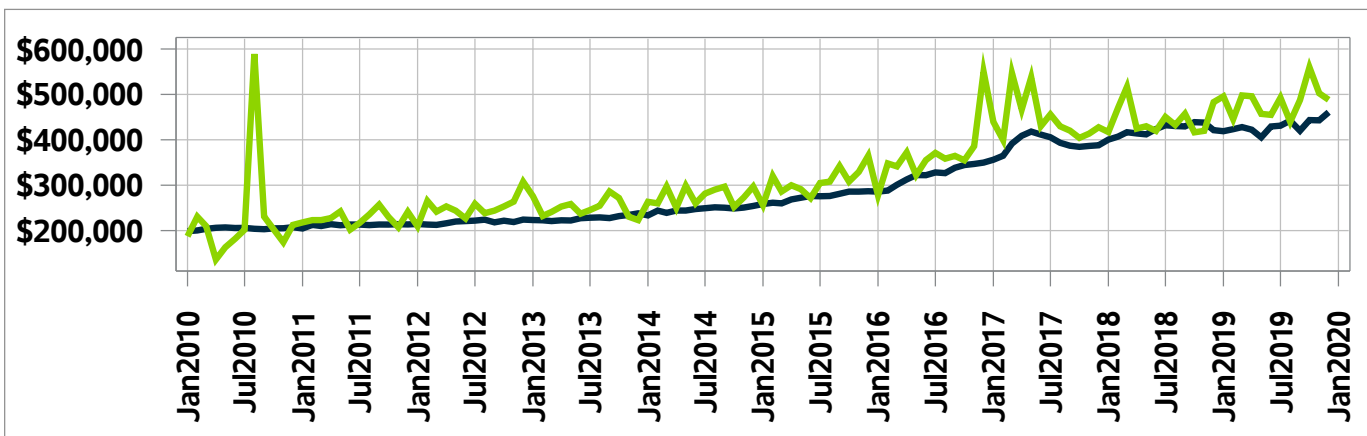
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)



MLS® HPI Townhouse Benchmark Price and Average Price

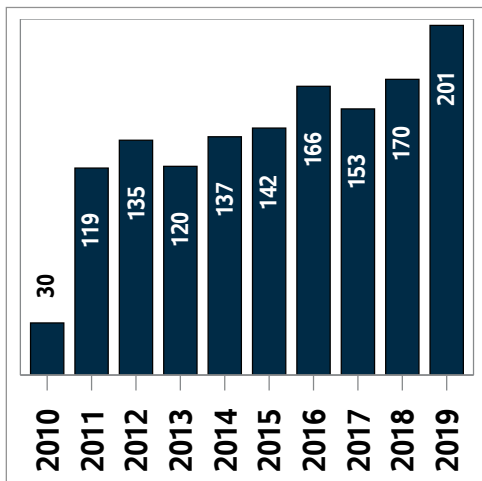




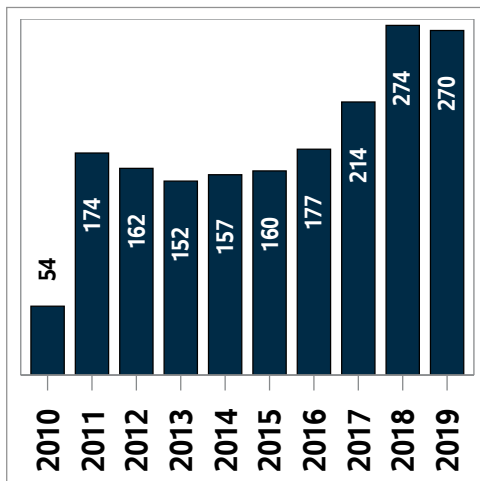
# NIAGARA NORTH

## MLS® Townhouse Market Activity

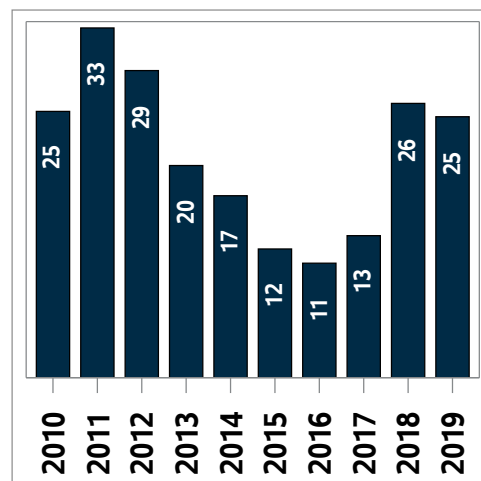
**Sales Activity**  
(December Year-to-date)



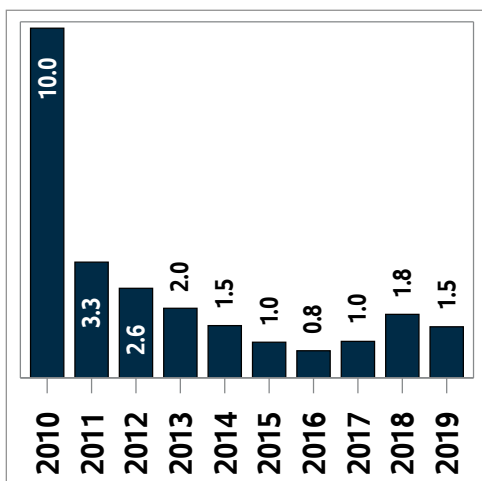
**New Listings**  
(December Year-to-date)



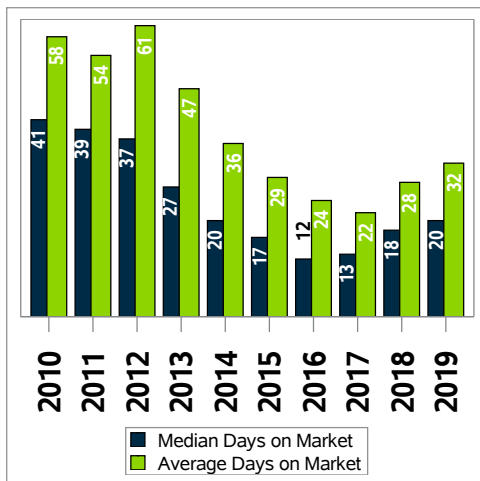
**Active Listings**<sup>1</sup>  
(December Year-to-date)



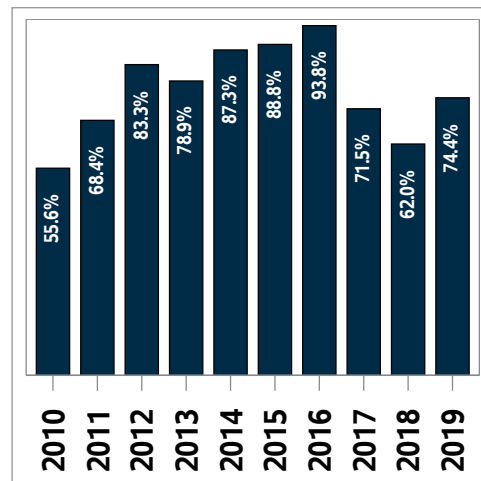
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	9	-10.0	-18.2	200.0	12.5	50.0	800.0
Dollar Volume	\$4,392,890	-9.0	-6.6	166.3	84.9	138.0	2,396.0
New Listings	6	0.0	200.0	200.0	-14.3	-14.3	200.0
Active Listings	15	-16.7	50.0	150.0	50.0	0.0	-48.3
Sales to New Listings Ratio <sup>1</sup>	150.0	166.7	550.0	150.0	114.3	85.7	50.0
Months of Inventory <sup>2</sup>	1.7	1.8	0.9	2.0	1.3	2.5	29.0
Average Price	\$488,099	1.1	14.1	-11.2	64.3	58.7	177.3
Median Price	\$475,000	0.5	13.1	26.7	60.6	72.8	169.9
Sales to List Price Ratio	99.3	96.5	97.0	97.9	98.1	98.6	97.8
Median Days on Market	16.0	41.0	34.0	24.0	16.0	151.0	37.0
Average Days on Market	34.1	40.4	41.5	34.7	16.6	129.0	37.0

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	201	18.2	31.4	21.1	46.7	48.9	704.0
Dollar Volume	\$98,309,773	30.9	40.1	66.0	159.3	194.0	2,006.8
New Listings	270	-1.5	26.2	52.5	72.0	66.7	335.5
Active Listings <sup>3</sup>	25	-4.9	83.7	127.9	43.4	-15.0	37.4
Sales to New Listings Ratio <sup>4</sup>	74.4	62.0	71.5	93.8	87.3	83.3	40.3
Months of Inventory <sup>5</sup>	1.5	1.8	1.0	0.8	1.5	2.6	8.6
Average Price	\$489,103	10.7	6.6	37.1	76.7	97.4	162.0
Median Price	\$479,900	11.0	11.1	31.7	76.4	86.7	140.0
Sales to List Price Ratio	98.5	98.2	101.3	100.5	97.5	96.5	97.0
Median Days on Market	20.0	18.0	13.0	12.0	20.0	37.0	41.0
Average Days on Market	32.0	28.0	21.6	24.2	36.1	60.6	63.6

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

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

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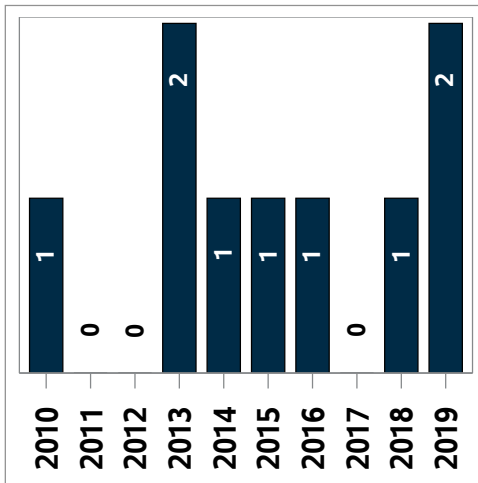
<sup>4</sup> Sum of sales from January to current month / sum of new listings from January to current month

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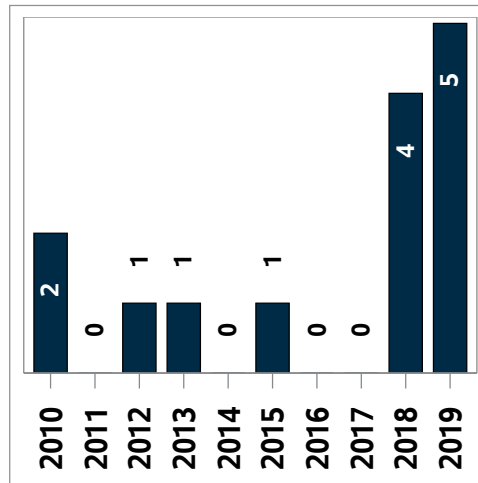
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

## NIAGARA NORTH MLS® Apartment-Style Market Activity

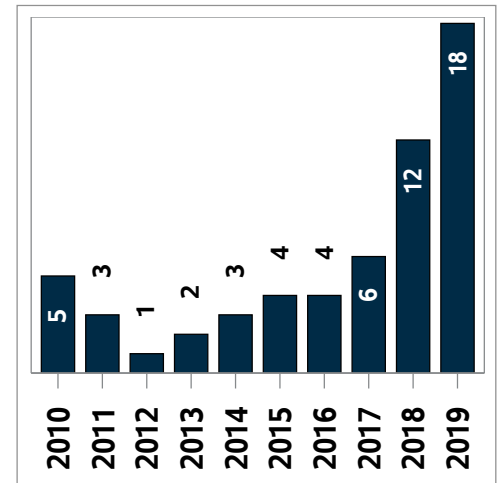
Sales Activity  
(December only)



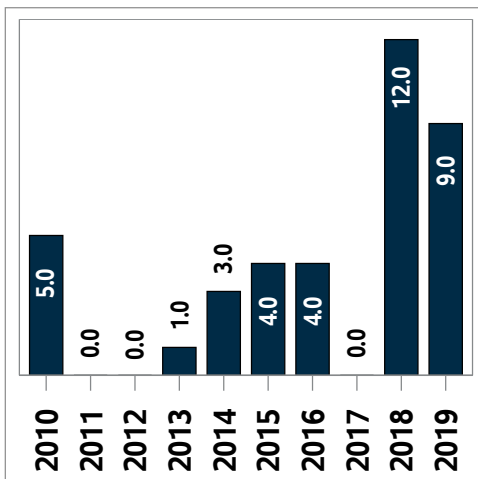
New Listings  
(December only)



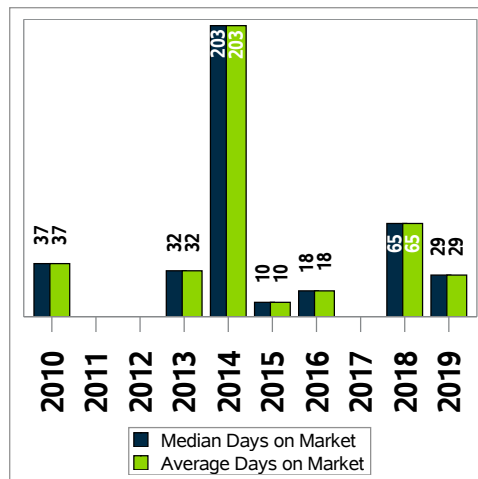
Active Listings  
(December only)



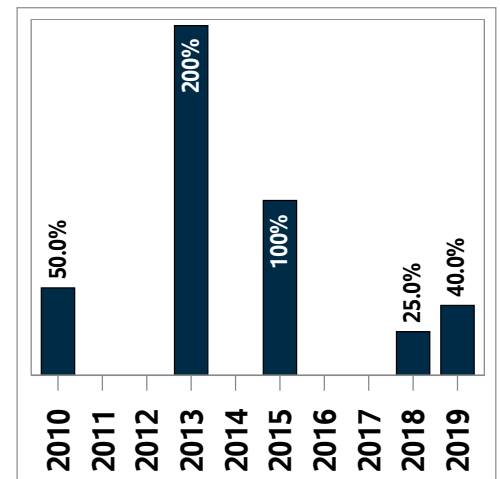
Months of Inventory  
(December only)



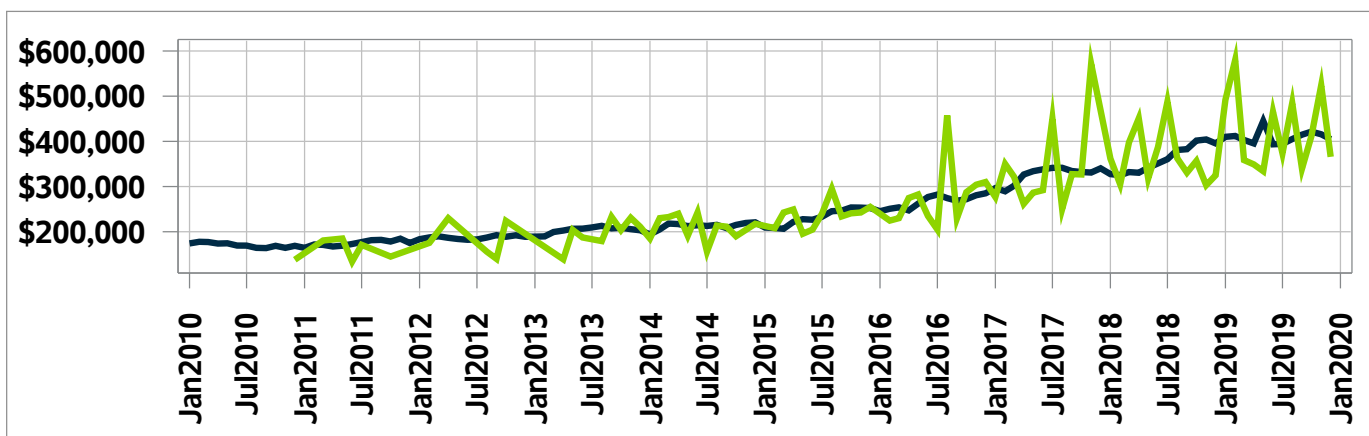
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)



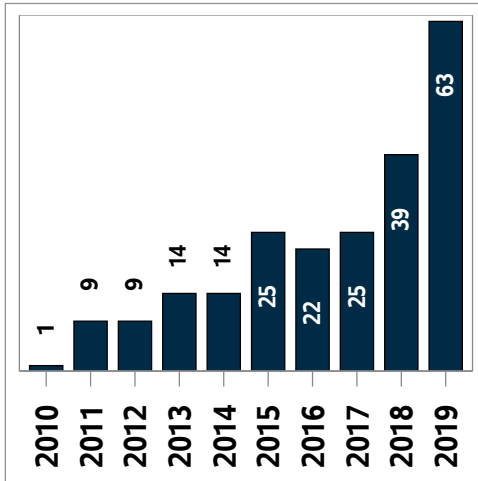
### MLS® HPI Apartment-Style Benchmark Price and Average Price



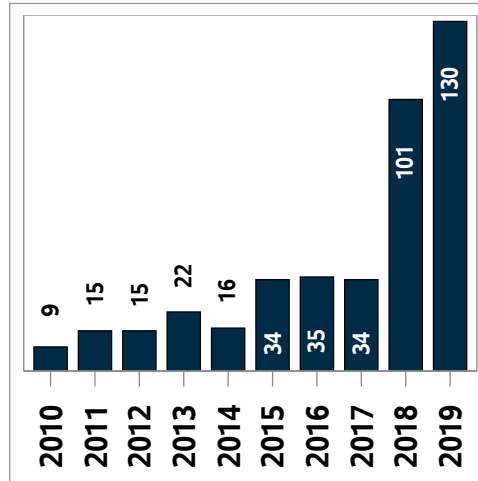
# NIAGARA NORTH

## MLS® Apartment-Style Market Activity

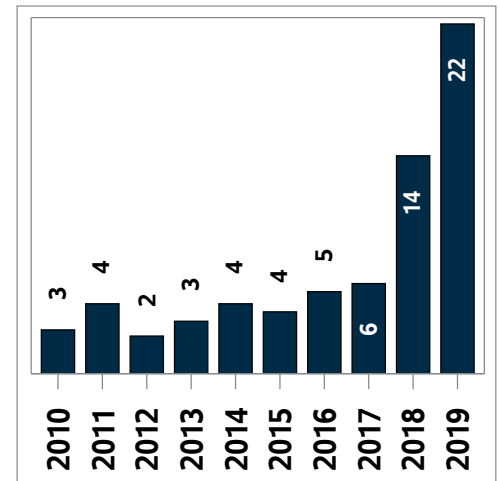
**Sales Activity**  
(December Year-to-date)



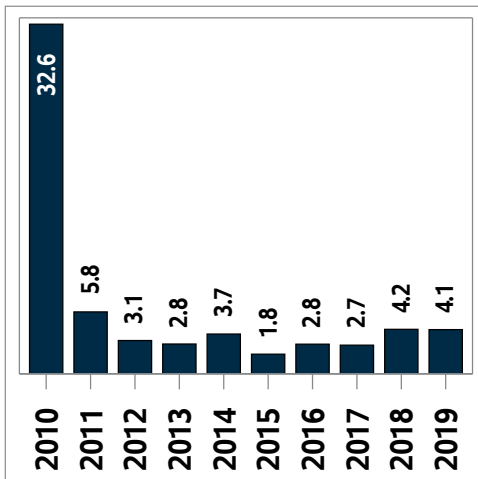
**New Listings**  
(December Year-to-date)



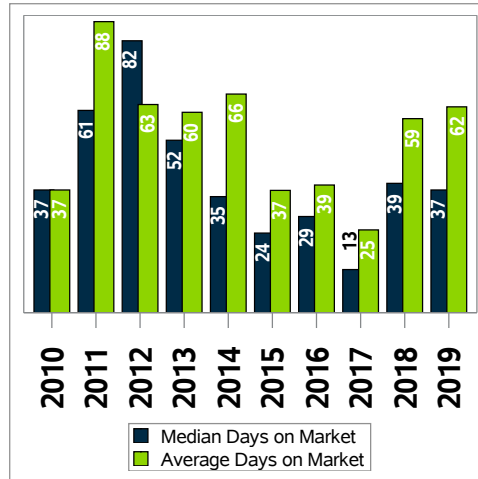
**Active Listings**<sup>1</sup>  
(December Year-to-date)



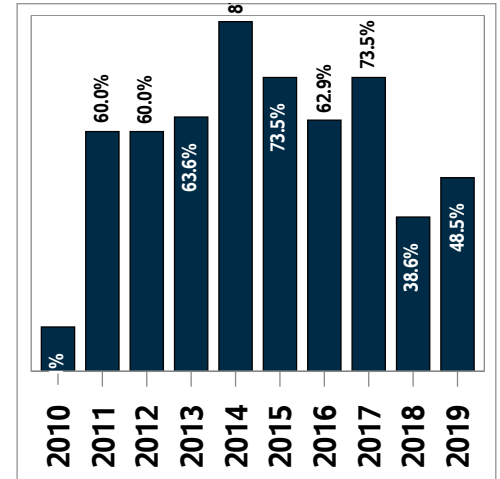
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	2	100.0		100.0	100.0		
Dollar Volume	\$731,500	125.1		136.0	236.3		
New Listings	5	25.0				400.0	
Active Listings	18	50.0	200.0	350.0	500.0	1,700.0	
Sales to New Listings Ratio <sup>1</sup>	40.0	25.0					
Months of Inventory <sup>2</sup>	9.0	12.0		4.0	3.0		
Average Price	\$365,750	12.5		18.0	68.2		
Median Price	\$365,750	12.5		18.0	68.2		
Sales to List Price Ratio	98.2	98.5		98.4	97.8		
Median Days on Market	29.0	65.0		18.0	203.0		
Average Days on Market	29.0	65.0		18.0	203.0		

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	63	61.5	152.0	186.4	350.0	600.0	6,200.0
Dollar Volume	\$26,351,050	80.0	218.2	357.5	800.6	1,491.2	19,433.8
New Listings	130	28.7	282.4	271.4	712.5	766.7	12,900.0
Active Listings <sup>3</sup>	22	60.5	288.1	326.2	400.0	828.6	2,066.7
Sales to New Listings Ratio <sup>4</sup>	48.5	38.6	73.5	62.9	87.5	60.0	100.0
Months of Inventory <sup>5</sup>	4.1	4.2	2.7	2.8	3.7	3.1	12.0
Average Price	\$418,271	11.4	26.3	59.8	100.1	127.3	210.1
Median Price	\$375,000	8.1	22.0	43.7	67.6	118.0	178.0
Sales to List Price Ratio	97.6	98.2	100.2	99.3	97.6	96.3	100.0
Median Days on Market	37.0	39.0	13.0	29.0	35.0	82.0	18.0
Average Days on Market	62.1	58.5	25.0	38.5	65.9	62.8	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

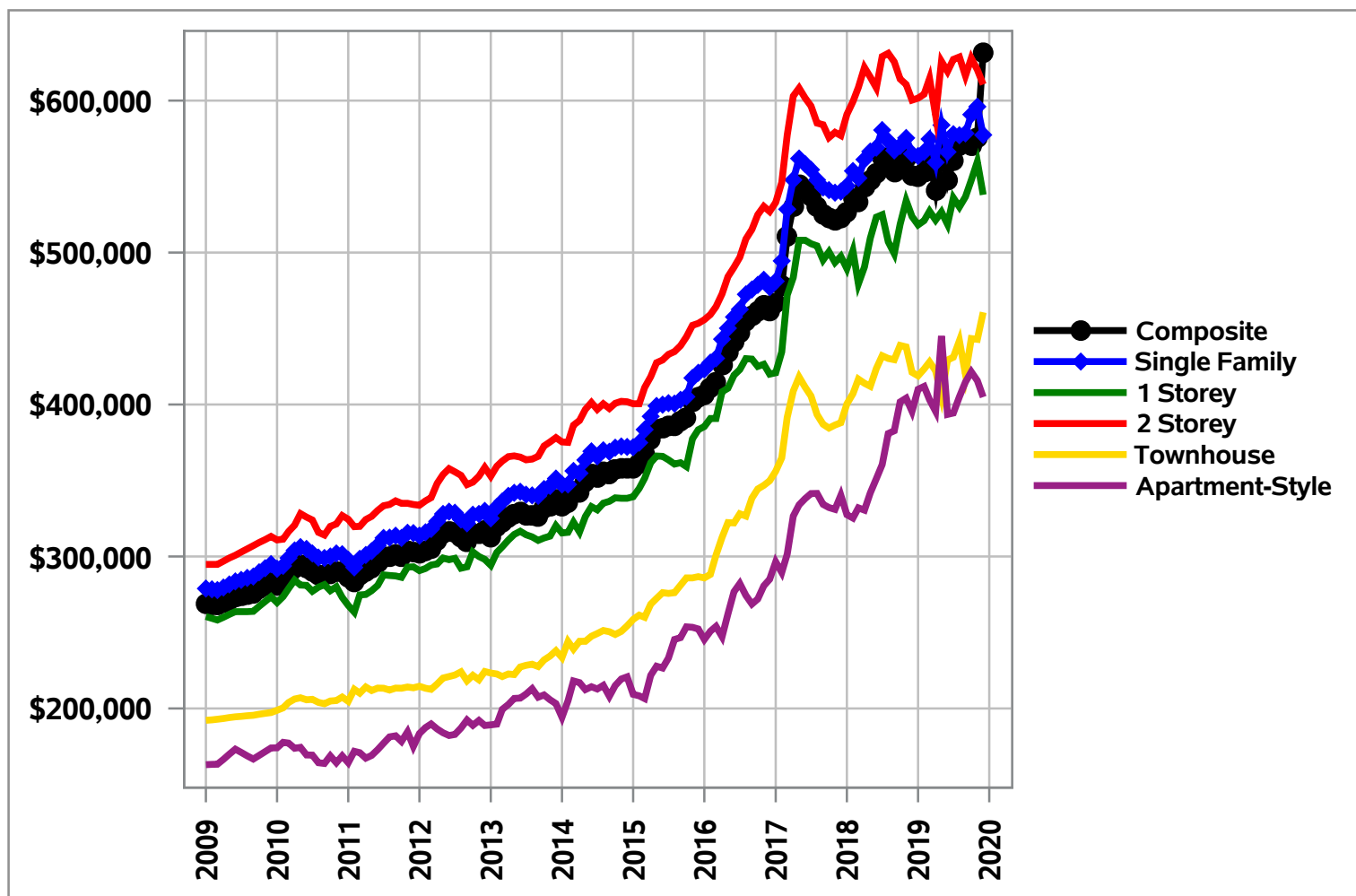
<sup>6</sup> Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

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

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

Benchmark Type:	December 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$631,500	9.7	10.0	15.4	14.7	36.7	76.4
Single Family	\$577,400	-3.1	-0.2	2.0	2.2	21.0	55.2
One Storey	\$538,000	-3.9	0.2	3.7	2.7	28.1	59.0
Two Storey	\$610,600	-1.6	-0.9	-1.4	1.7	15.9	52.0
Townhouse	\$460,700	4.0	9.7	7.3	9.4	31.7	81.2
Apartment-Style	\$404,900	-2.6	-2.4	2.9	2.4	42.1	83.4

## **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

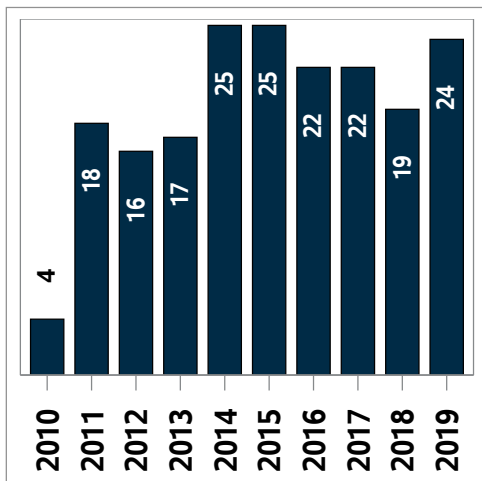
Features	Value
Above Ground Bedrooms	3
Age Category	6 to 15
Attached Specification	Row
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1230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

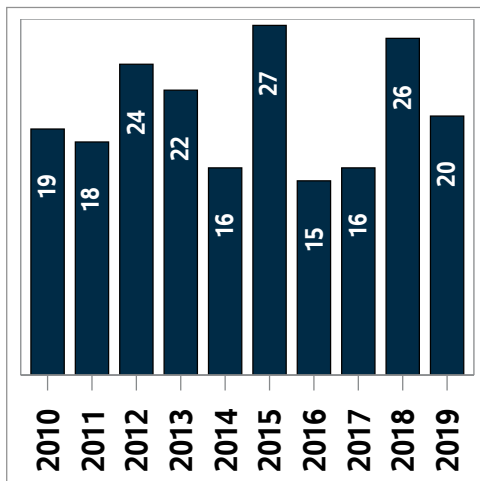
Features	Value
Above Ground Bedrooms	2
Age Category	6 to 15
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	1123
Half Bathrooms	0
Heating Fuel	Electricity
Number of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

## GRIMSBY (54) MLS® Residential Market Activity

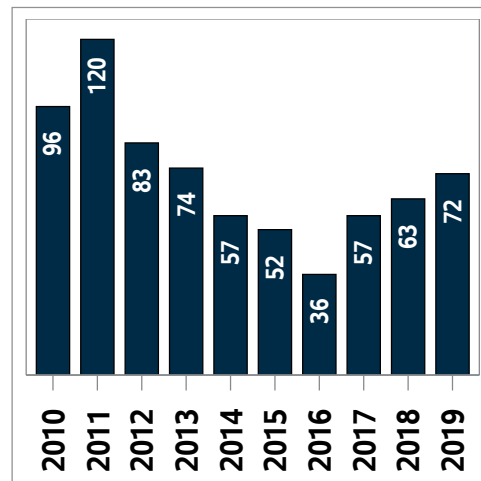
Sales Activity  
(December only)



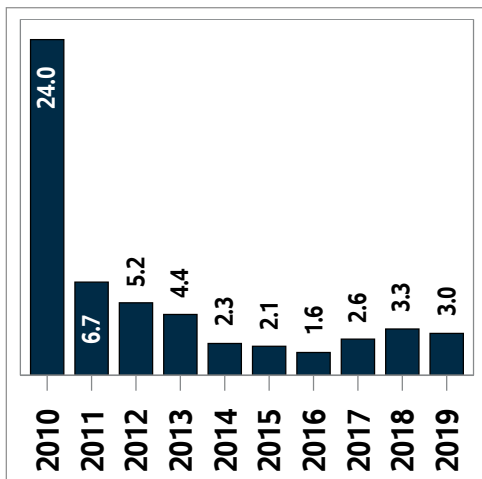
New Listings  
(December only)



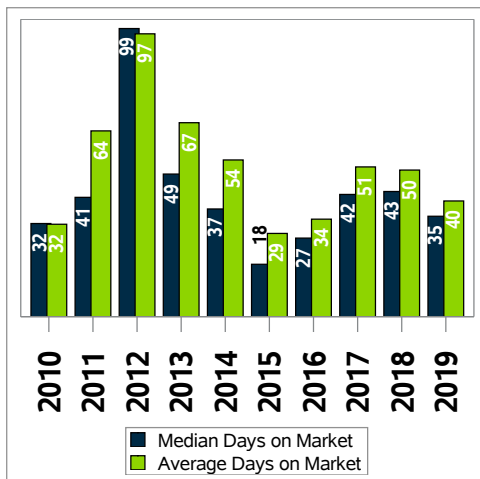
Active Listings  
(December only)



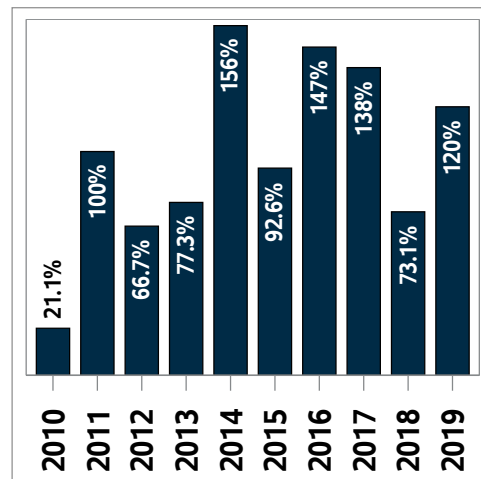
Months of Inventory  
(December only)



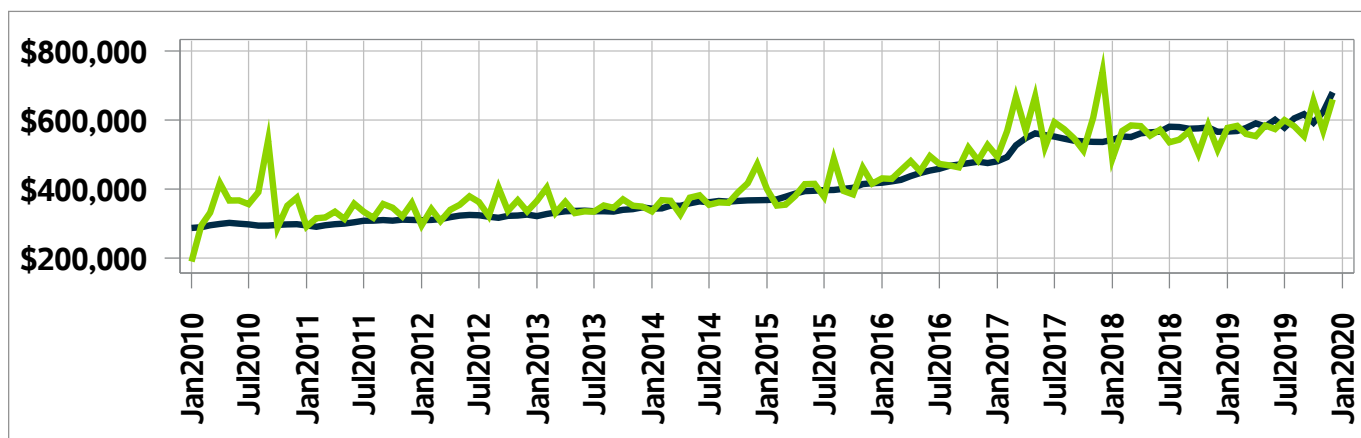
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)



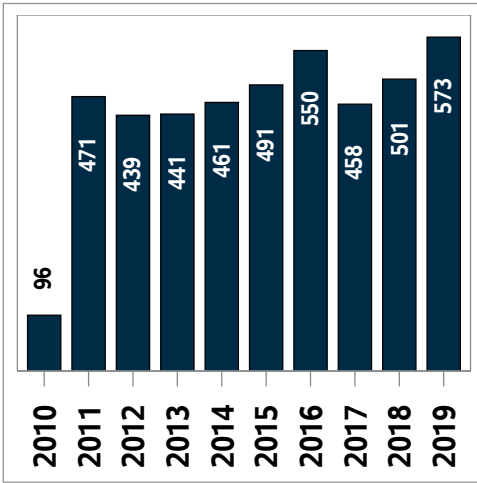
### MLS® HPI Composite Benchmark Price and Average Price



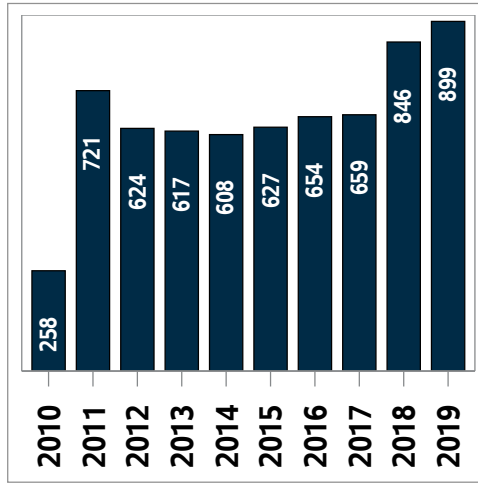
# GRIMSBY (54)

## MLS® Residential Market Activity

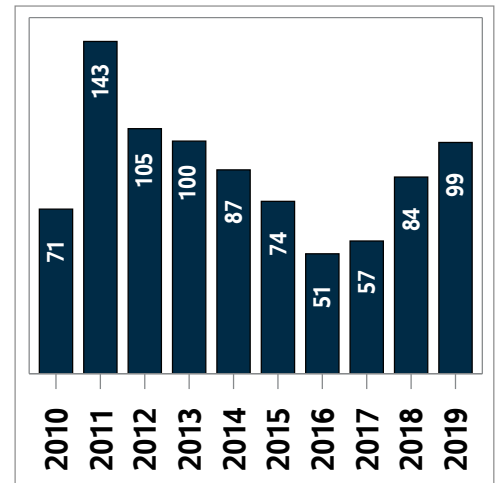
**Sales Activity**  
(December Year-to-date)



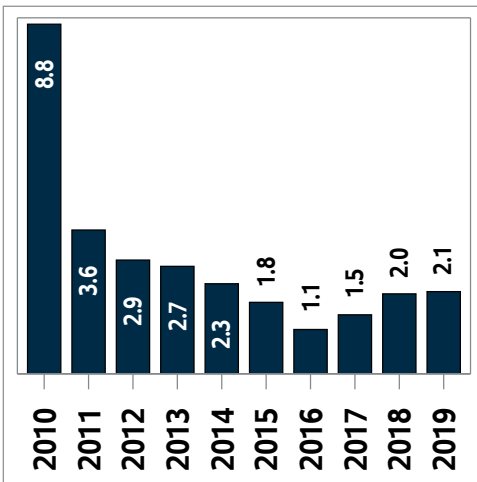
**New Listings**  
(December Year-to-date)



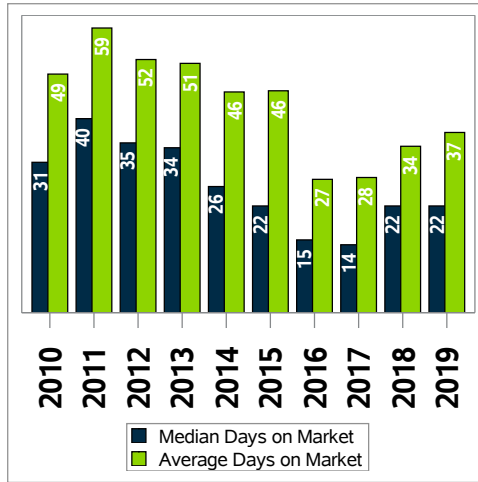
**Active Listings**<sup>1</sup>  
(December Year-to-date)



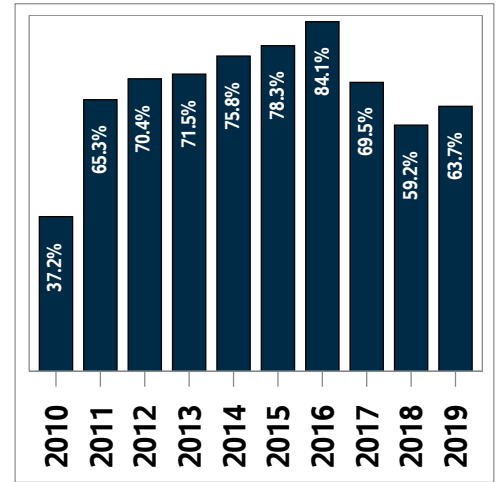
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	24	26.3	9.1	9.1	-4.0	50.0	700.0
Dollar Volume	\$15,839,200	62.0	-2.7	36.5	34.3	195.2	1,759.1
New Listings	20	-23.1	25.0	33.3	25.0	-16.7	185.7
Active Listings	72	14.3	26.3	100.0	26.3	-13.3	53.2
Sales to New Listings Ratio <sup>1</sup>	120.0	73.1	137.5	146.7	156.3	66.7	42.9
Months of Inventory <sup>2</sup>	3.0	3.3	2.6	1.6	2.3	5.2	15.7
Average Price	\$659,967	28.3	-10.8	25.1	39.8	96.8	132.4
Median Price	\$535,000	11.5	-0.9	4.4	50.9	84.6	98.1
Sales to List Price Ratio	98.0	96.4	96.1	98.3	96.6	97.0	96.3
Median Days on Market	34.5	43.0	42.0	27.0	37.0	99.0	64.0
Average Days on Market	39.8	50.4	51.5	33.5	53.8	97.2	48.3

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	573	14.4	25.1	4.2	24.3	30.5	574.1
Dollar Volume	\$335,171,786	20.7	23.8	29.3	96.3	120.6	1,108.0
New Listings	899	6.3	36.4	37.5	47.9	44.1	419.7
Active Listings <sup>3</sup>	99	17.6	74.2	92.9	13.4	-5.6	103.8
Sales to New Listings Ratio <sup>4</sup>	63.7	59.2	69.5	84.1	75.8	70.4	49.1
Months of Inventory <sup>5</sup>	2.1	2.0	1.5	1.1	2.3	2.9	6.9
Average Price	\$584,942	5.5	-1.0	24.1	57.9	69.0	79.2
Median Price	\$537,000	5.3	5.3	24.0	62.7	76.1	85.2
Sales to List Price Ratio	98.1	98.2	100.9	99.8	97.6	97.1	95.9
Median Days on Market	22.0	22.0	14.0	15.0	26.0	35.0	53.0
Average Days on Market	37.1	34.3	27.9	27.5	45.5	52.2	68.4

<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



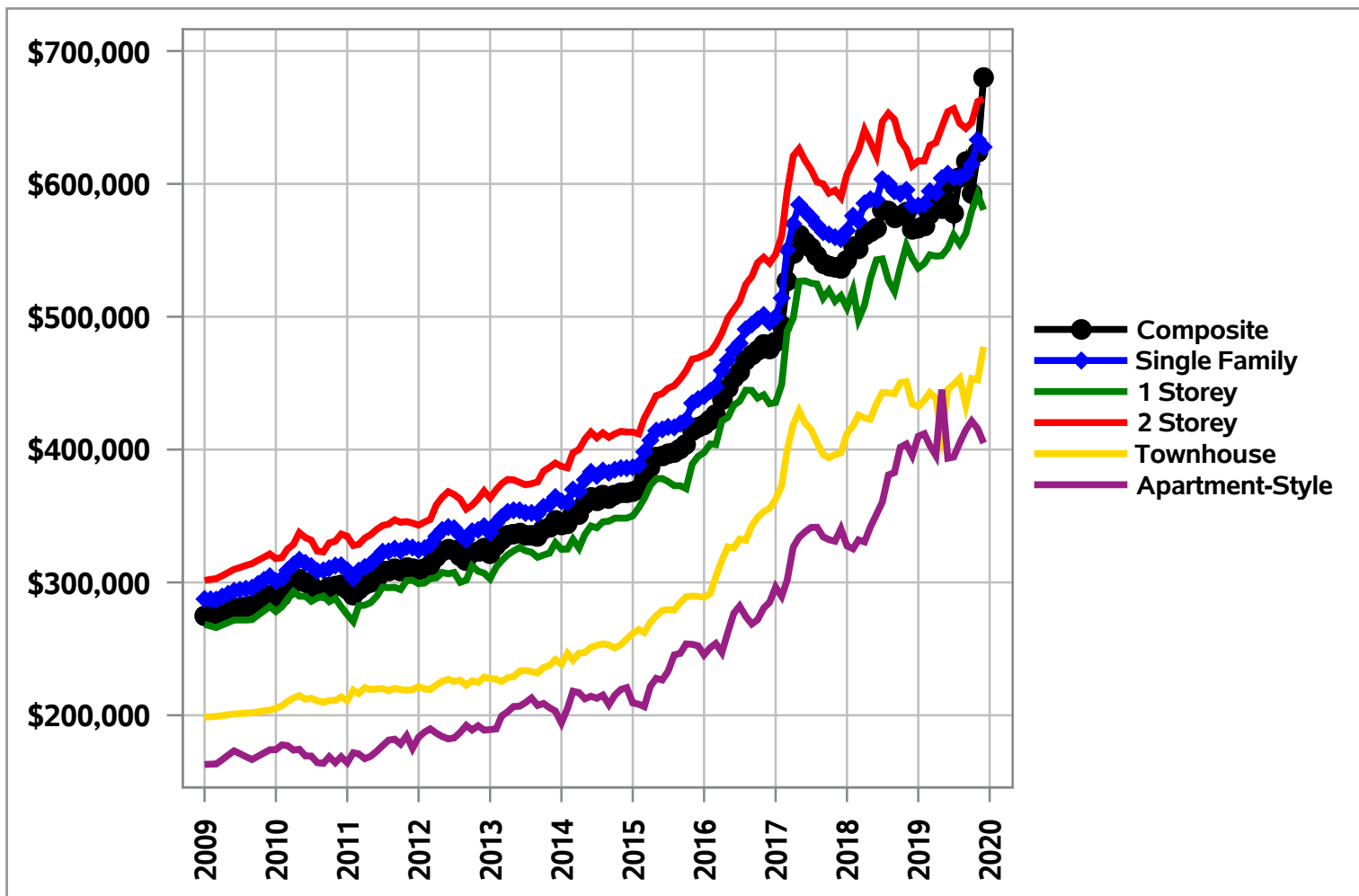
## GRIMSBY (54)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	December 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$680,300	9.1	10.3	13.3	20.2	43.1	85.0
Single Family	\$627,800	-0.9	3.3	3.3	7.5	26.6	62.6
One Storey	\$580,400	-2.0	3.2	5.2	6.7	33.6	66.6
Two Storey	\$664,100	0.3	3.5	1.5	8.2	22.9	60.7
Townhouse	\$477,400	5.5	10.1	7.2	9.9	34.2	85.5
Apartment-Style	\$404,900	-2.6	-2.4	2.9	2.4	42.1	83.4

### 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

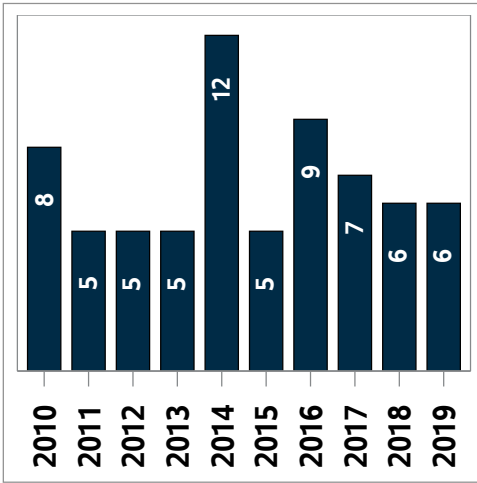
### Apartment-Style

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

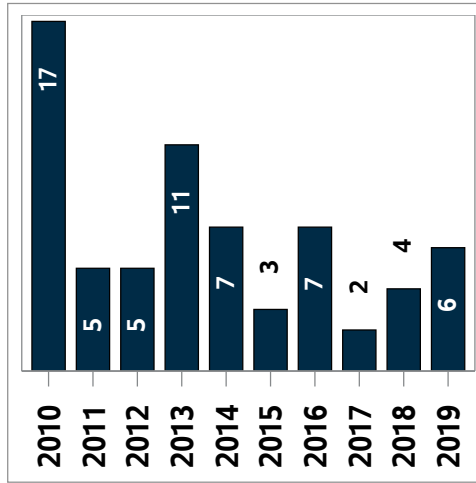
# SMITHVILLE (57)

## MLS® Residential Market Activity

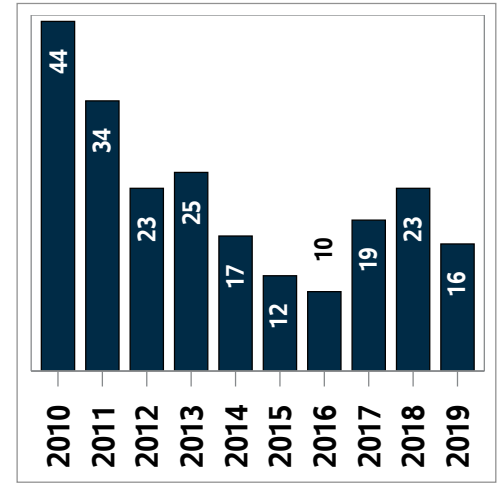
Sales Activity  
(December only)



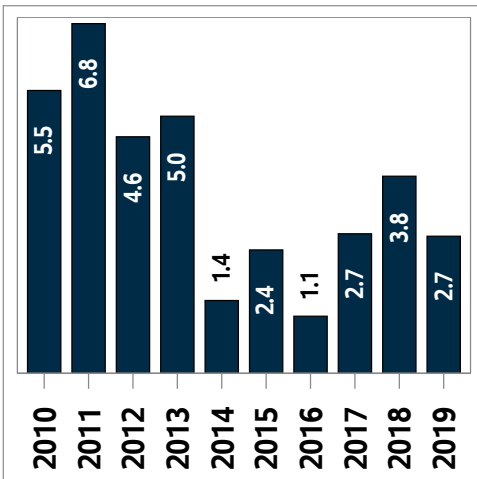
New Listings  
(December only)



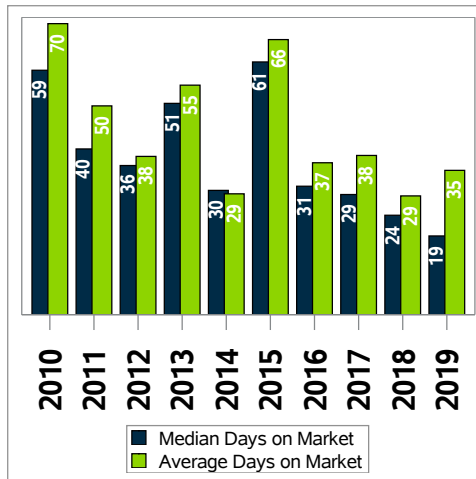
Active Listings  
(December only)



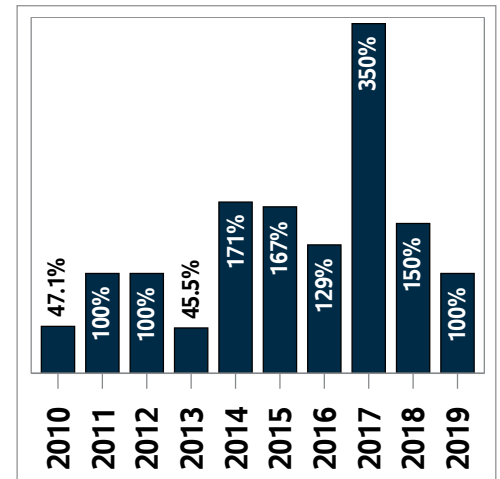
Months of Inventory  
(December only)



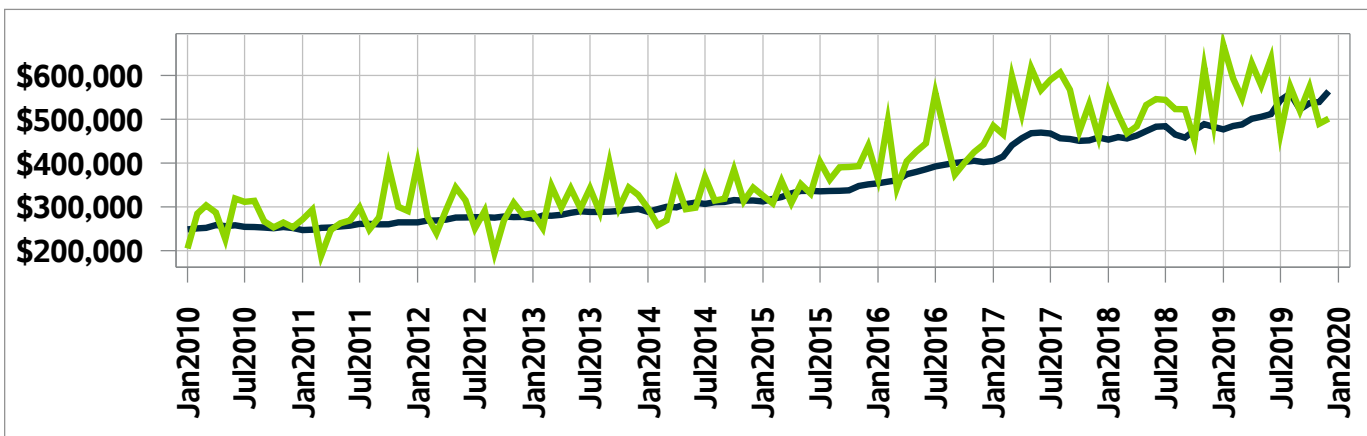
Days on Market  
(December only)



Sales to New Listings Ratio  
(December only)



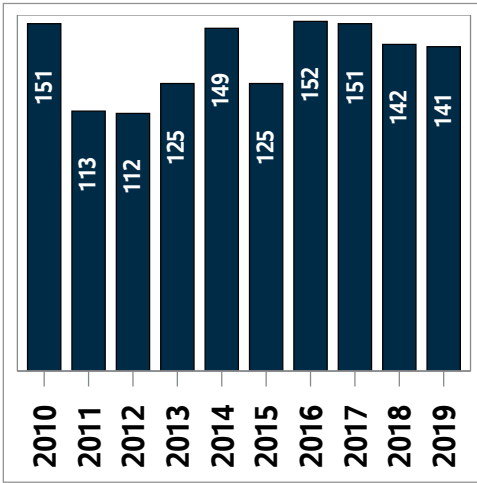
MLS® HPI Composite Benchmark Price and Average Price



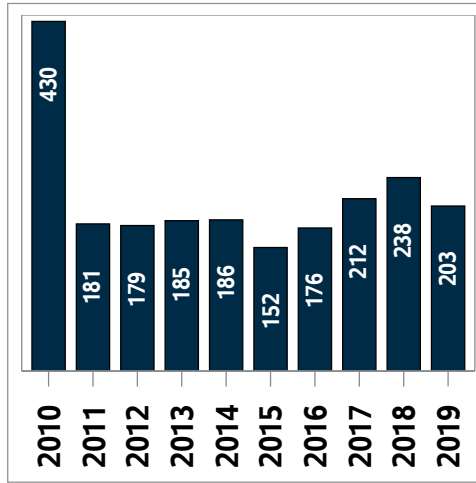
# SMITHVILLE (57)

## MLS® Residential Market Activity

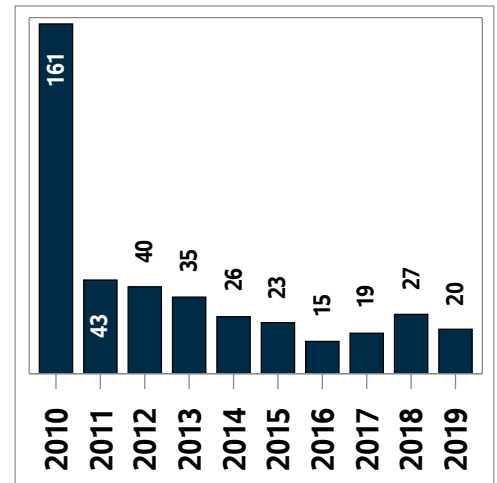
**Sales Activity**  
(December Year-to-date)



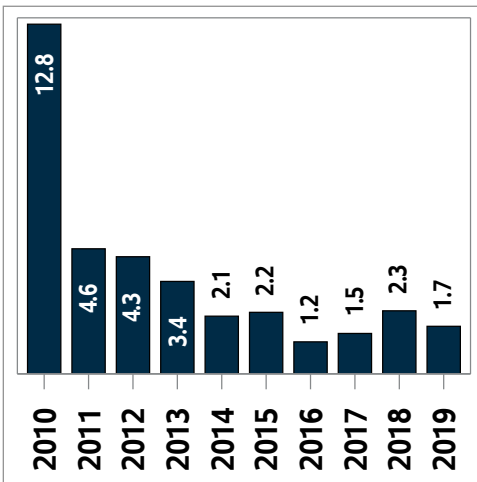
**New Listings**  
(December Year-to-date)



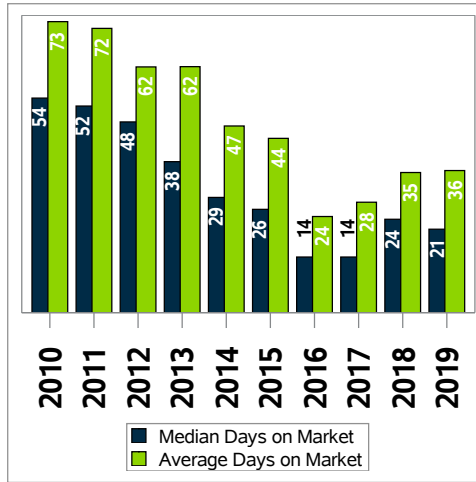
**Active Listings**<sup>1</sup>  
(December Year-to-date)



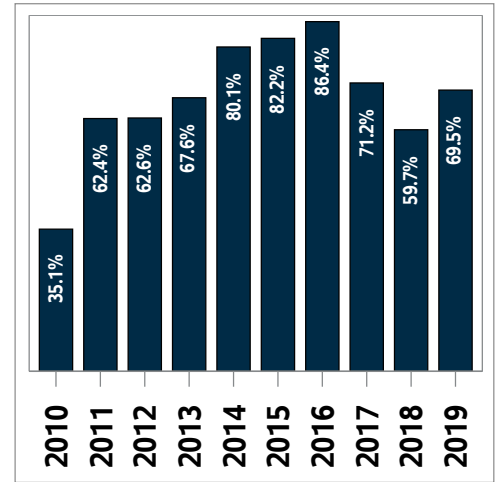
**Months of Inventory**<sup>2</sup>  
(December Year-to-date)



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



**Sales to New Listings Ratio**  
(December 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	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	6	0.0	-14.3	-33.3	-50.0	20.0	-50.0
Dollar Volume	\$3,007,990	2.1	-6.4	-24.5	-27.1	113.5	-23.7
New Listings	6	50.0	200.0	-14.3	-14.3	20.0	-68.4
Active Listings	16	-30.4	-15.8	60.0	-5.9	-30.4	-85.3
Sales to New Listings Ratio <sup>1</sup>	100.0	150.0	350.0	128.6	171.4	100.0	63.2
Months of Inventory <sup>2</sup>	2.7	3.8	2.7	1.1	1.4	4.6	9.1
Average Price	\$501,332	2.1	9.2	13.3	45.8	77.9	52.5
Median Price	\$512,495	5.7	12.6	31.4	58.9	93.4	57.0
Sales to List Price Ratio	98.1	98.1	100.4	98.1	97.4	99.0	97.0
Median Days on Market	19.0	24.0	29.0	31.0	30.0	36.0	79.5
Average Days on Market	34.8	28.7	38.4	36.7	29.2	38.2	93.7

Year-to-date	December 2019	Compared to <sup>6</sup>					
		December 2018	December 2017	December 2016	December 2014	December 2012	December 2009
Sales Activity	141	-0.7	-6.6	-7.2	-5.4	25.9	10.2
Dollar Volume	\$80,185,694	8.5	-4.3	23.0	67.4	145.0	142.7
New Listings	203	-14.7	-4.2	15.3	9.1	13.4	-38.3
Active Listings <sup>3</sup>	20	-25.1	9.9	37.6	-22.0	-48.9	-72.1
Sales to New Listings Ratio <sup>4</sup>	69.5	59.7	71.2	86.4	80.1	62.6	38.9
Months of Inventory <sup>5</sup>	1.7	2.3	1.5	1.2	2.1	4.3	6.9
Average Price	\$568,693	9.3	2.4	32.6	76.9	94.6	120.3
Median Price	\$545,000	9.2	6.9	36.3	84.7	102.8	130.4
Sales to List Price Ratio	98.2	98.2	101.0	99.9	97.6	95.8	96.6
Median Days on Market	21.0	23.5	14.0	14.0	29.0	48.0	64.5
Average Days on Market	35.8	35.3	27.8	24.2	47.0	61.8	75.0

<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

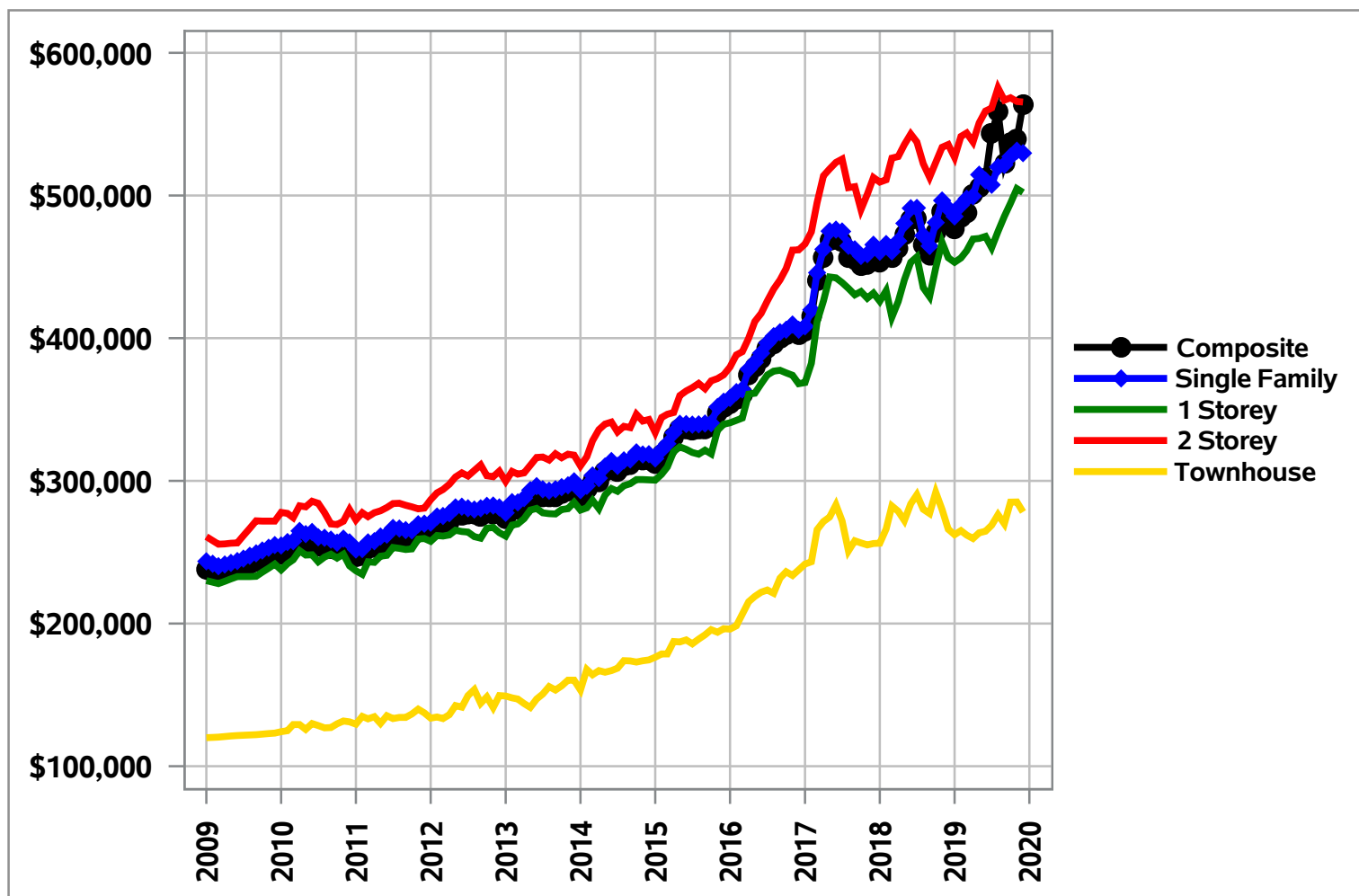
## SMITHVILLE (57)

### MLS® HPI Benchmark Price

#### MLS® Home Price Index Benchmark Price

Benchmark Type:	December 2019	percentage change vs.					
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago
Composite	\$563,800	4.5	7.9	10.2	16.8	40.2	79.3
Single Family	\$529,700	-0.3	1.6	3.8	7.9	30.5	66.2
One Storey	\$502,100	-0.5	3.4	6.5	10.0	36.4	67.0
Two Storey	\$565,500	-0.1	-0.2	1.1	5.6	22.4	64.9
Townhouse	\$278,200	-2.5	3.1	5.1	4.5	17.1	59.4
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.)	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