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**REALTORS<sup>®</sup>**  
**ASSOCIATION**  
of Hamilton-Burlington  
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## HISTORICALLY LOW ACTIVE LISTINGS CONTINUE IN OCTOBER

Hamilton, ON (November 3, 2020) - **The REALTORS<sup>®</sup> Association of Hamilton-Burlington (RAHB)** reported 1,615 sales of residential properties located within the RAHB market area were processed through the Multiple Listing Service<sup>®</sup> (MLS<sup>®</sup>) System in October 2020. Sales were down 7.6 per cent over last month and up 23.7 per cent over October of last year. New listings were down 12.8 per cent over September 2020 and up 5.5 per cent over last October. The average price for residential properties was \$721,523, which was up 0.02 per cent from last month and up 19.8 per cent from October 2019. The number of active listings available at the end of the month was 39.8 per cent lower compared to the previous year.

“The trends this Fall are not reminiscent of what we would normally see - with October activity slowing slightly compared to September - and this is due to 2020 not being a typical year,” says RAHB President Kathy Della-Nebbia. “As a result of COVID-19, we experienced a delayed Spring market and a surge in record activity over the Summer months when the province began to reopen. As a result of this unstable year, active listings at the end of each month are some of the lowest we’ve seen, exacerbating low inventory levels and continuing to drive average price.”



The number of sales for single family properties within the entire RAHB market increased in October by 13.3 per cent compared to the same month last year, the number of new listings was down 14.7 per cent over last year, and the average sale price increased by 19.4 per cent to \$795,415. Townhouse sales activity across the entire RAHB market area increased from October 2019 by 18 per cent, new listings were up 9.1 per cent, and the townhouse average sale price increased by 16.6 per cent to \$603,229. Apartment-style

property sales increased by 32.8 per cent from October 2019, new listings increased by 78.8 per cent, and the average price increased by 9.7 per cent to \$475,945.

### MLS® RAHB All Residential Comparison at a Glance - October

	Average Sale Price		New Listings		Average Days On Market	
	2020	2019	2020	2019	2020	2019
Burlington	\$892,183	\$782,656	422	353	17.1	28.2
Haldimand County	\$583,841	\$453,788	70	78	22.7	41.2
Hamilton	\$662,511	\$545,720	1,123	1,117	18.8	31.8
Niagara North	\$693,722	\$629,105	101	94	27.0	33.6

### MLS® RAHB All Residential Comparison - Average price by property style

	Detached		Semi/Town/Row/Link		Apartment-Style	
	2020	2019	2020	2019	2020	2019
Hamilton	\$726,515	\$595,430	\$558,208	\$471,018	\$393,780	\$344,997
Burlington	\$1,157,733	\$996,480	\$714,344	\$615,273	\$541,200	\$520,846
Haldimand County	\$624,403	\$468,486	\$435,814	\$309,250	\$331,500	0
Niagara North	\$816,440	\$747,471	\$590,753	\$551,462	\$477,200	\$377,750

### MLS® RAHB All Residential Comparison - New Listings by property style

	Detached		Semi/Town/Row/Link		Apartment-Style	
	2020	2019	2020	2019	2020	2019
Hamilton	666	808	199	226	97	77
Burlington	132	204	84	88	71	58
Haldimand County	53	72	7	4	2	2
Niagara North	47	59	16	29	17	5

### MLS® RAHB All Residential Comparison - Average days on Market by property style

	Detached		Semi/Town/Row/Link		Apartment-Style	
	2020	2019	2020	2019	2020	2019
Hamilton	19	33	17	26	32	34
Burlington	18	34	14	18	29	27
Haldimand County	25	42	16	34	7	0
Niagara North	24	38	14	26	63	50

“If demand remains high and the economy doesn’t shut down, we may not experience the slow down we saw with the first wave. The activity more likely to slow down is new listings, which will cause a further problem with supply and demand, and prices will continue to increase,” says Della-Nebbia. “These unprecedented times are where the services of a local RAHB REALTOR® are invaluable. We will continue

to work with clients to ensure their housing needs are met, and will continue to use virtual technology and sanitary measures to combat COVID-19.”

Specific neighbourhoods within the overall RAHB market area see results that often differ from the average of the entire RAHB market area. Because neighbourhoods vary, determining the right price and conditions when buying or selling a property can be challenging. Local RAHB REALTORS® have the experience, knowledge and tools to help buyers and sellers make those big decisions.

\*\*Average sale price can be useful in establishing long-term trends, but should not be used as an indicator that specific properties have increased or decreased in value. Talk to your local REALTOR®.

### MLS® Residential Market Activity for RAHB Areas - October

	Number of Sales		Average Sale Price	
	2020	2019	2020	2019
Hamilton West	84	57	\$579,625	\$509,598
Hamilton East	109	94	\$537,351	\$416,380
Hamilton Centre	134	125	\$497,511	\$398,939
Hamilton Mountain	247	215	\$610,827	\$509,614
Flamborough	31	37	\$1106337	\$745,778
Dundas	32	26	\$725,215	\$642,846
Ancaster	85	60	\$936,282	\$855,935
Waterdown	52	45	\$813,952	\$698,971
Stoney Creek	153	101	\$701,120	\$560,440
Glanbrook	56	43	\$710,059	\$624,881
Burlington	374	277	\$891,844	\$783,207
Dunnville	25	23	\$523,866	\$405,118
Cayuga	6	8	\$570,160	\$442,988
Caledonia	25	19	\$552,180	\$516,071
Hagersville	11	7	\$505,282	\$379,490
Oneida	0	0	0	0
Seneca	8	3	\$1010113	\$691,633
Rainham	6	5	\$555,000	\$419,580
Grimsby	77	56	\$699,836	\$643,975
Smithville	9	4	\$596,272	\$445,625
West Lincoln	1	3	\$1100000	\$596,167

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#### About the REALTORS® Association of Hamilton-Burlington

Established in 1921, the REALTORS® Association of Hamilton-Burlington (RAHB) represents over 3,200 real estate brokers and sales representatives from Hamilton, Burlington and outlying areas. Members of the Association may use the REALTOR® trademark, which identifies them as real estate professionals who subscribe to a strict code of ethics. The Association operates the local Multiple Listing Service® (MLS®) System and provides ongoing professional education courses for its members. Advertisements of local MLS® property listings and information about the services provided by a REALTOR® can be found at [REALTOR.ca](http://REALTOR.ca). More information about RAHB is available at [rahb.ca](http://rahb.ca).