

HALDIMAND
MONTHLY
STATISTICS
PACKAGE
OCTOBER 2022



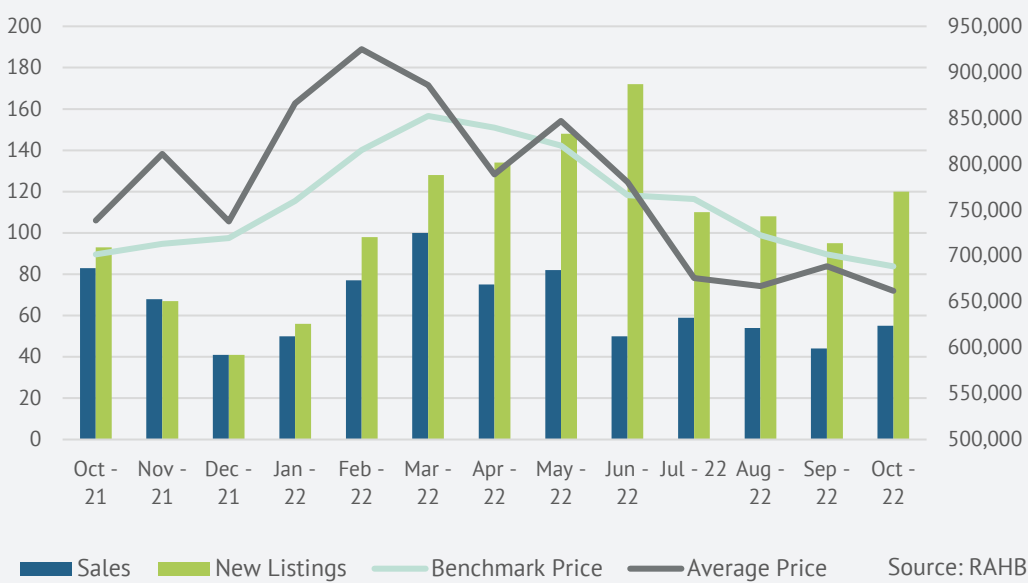
REALTORS® ASSOCIATION
of Hamilton-Burlington

SUMMARY

In October, sales remained relatively stable compared to last month but were still well below levels traditionally reported at this time of year. While year-to-date sales in the region have eased by 14 per cent, sales are only slightly lower than longer-term averages and are consistent with activity prior to the pandemic. Nonetheless, easing sales have been met with an increase in new listings resulting in inventory gains and a boost in the months of supply.

More supply choice in the market continues to weigh on prices, as the October benchmark price in the region continued to trend down compared to last month and earlier this year. As a result, the October benchmark price fell to \$688,600, 19 per cent below the high reported in March of this year. However, despite the slide, prices still remain over 26 per cent higher than levels reported at the end of 2020.

Residential Activity and Prices - 2021/2022



SALES

55



33.7%

YEAR/YEAR



NEW LISTINGS

120



29.0%

YEAR/YEAR



INVENTORY

216



132.3

YEAR/YEAR



MONTHS OF SUPPLY

3.9



250.5

YEAR/YEAR



RESIDENTIAL AVERAGE PRICE



\$661,954



10.4%

YEAR/YEAR

AVERAGE DOM

37.7



91.5%

YEAR/YEAR



PROPERTY TYPES

In October, new listing growth in the detached property segment resulted in an increase in lower priced homes to the market. However, year-to-date detached new listing growth was primarily driven by properties priced above \$800,000. The increase in supply at the upper end of the market did support some sales growth for higher priced homes so far this year. But those gains were not enough to offset pullbacks for lower priced product, and year-to-date detached home sales fell by more than 15 per cent.

Conditions remain relatively tight for lower priced detached product and have shifted to favour the buyer for higher priced homes. Despite shifts within price ranges, detached home prices have eased from the March high and levels seen last October. However, with a benchmark price of \$698,800, all the price gains that occurred throughout the pandemic have not been erased and remain nearly 26 per cent higher than levels reported at the end of 2020.





October 2022

| | Sales | | New Listings | | Inventory | | S/NL | Days on Market | | Months of Supply | | Average Price | | Median Price | |
|-------------------|--------|---------|--------------|--------|-----------|--------|-------|----------------|--------|------------------|---------|---------------|--------|--------------|--------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Ratio | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y |
| Detached | 47 | -33.8% | 107 | 28.9% | 202 | 124.4% | 44% | 37.2 | 75.9% | 4.30 | 239.1% | \$690,204 | -11.5% | \$649,900 | -9.7% |
| Semi-Detached | 3 | 200.0% | 4 | - | 3 | - | 75% | 48.7 | 87.2% | 1.00 | - | \$613,333 | 9.1% | \$570,000 | 1.4% |
| Row | 2 | -77.8% | 6 | -33.3% | 8 | 166.7% | 33% | 61.0 | 632.0% | 4.00 | 1100.0% | \$415,000 | -25.7% | \$415,000 | -20.2% |
| Apartment | 3 | 200.0% | 3 | - | 2 | - | 100% | 17.7 | 47.2% | 0.67 | - | \$432,633 | 27.3% | \$387,900 | 14.1% |
| Mobile | 0 | -100.0% | 0 | ##### | - | - | 0% | - | - | - | - | - | - | - | - |
| Total Residential | 55 | -33.7% | 120 | 29.0% | 216 | 132.3% | 46% | 37.7 | 91.5% | 3.93 | 250.5% | \$661,954 | -10.4% | \$631,600 | -9.6% |

Year-to-Date

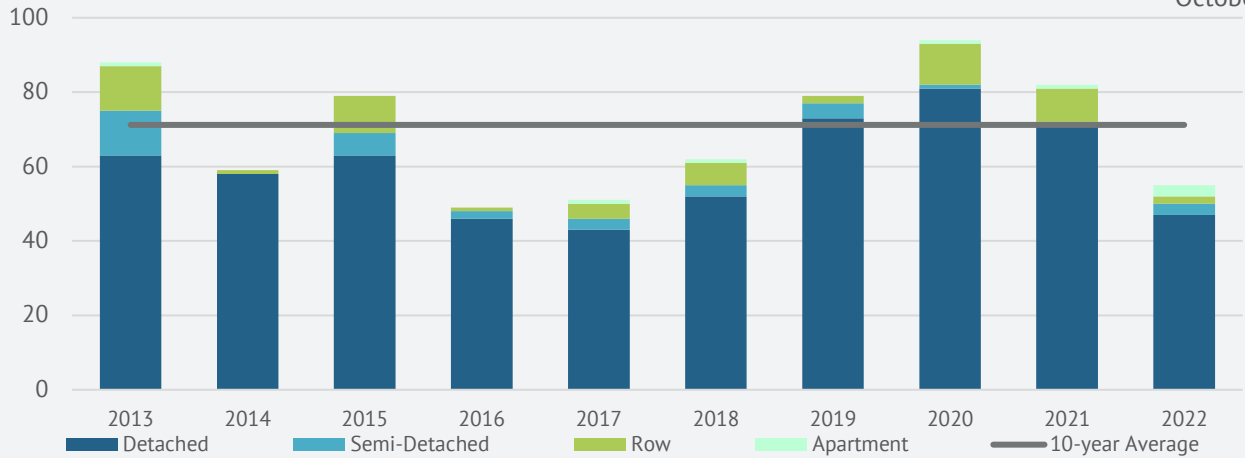
| | Sales | | New Listings | | Inventory | | S/NL | DOM | | Months of Supply | | Average Price | | Median Price | |
|-------------------|--------|--------|--------------|--------|-----------|-------|-------|--------|--------|------------------|--------|---------------|--------|--------------|--------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Ratio | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y |
| Detached | 574 | -15.1% | 1,047 | 19.7% | 135 | 91.6% | 54.8% | 20.4 | 20.7% | 2.36 | 125.7% | \$819,120 | 15.4% | \$750,500 | 10.4% |
| Semi-Detached | 16 | -5.9% | 31 | 63.2% | - | - | 51.6% | 21.8 | 70.9% | - | - | \$661,156 | 19.6% | \$653,000 | 16.1% |
| Row | 40 | -23.1% | 66 | 15.8% | 7 | - | 60.6% | 19.7 | 103.1% | 1.78 | - | \$620,958 | 24.5% | \$622,500 | 23.0% |
| Apartment | 14 | 55.6% | 18 | 125.0% | - | - | 77.8% | 11.8 | -24.2% | - | - | \$461,629 | 10.9% | \$435,500 | 1.3% |
| Mobile | 1 | 0.0% | 6 | 500.0% | - | - | 16.7% | 5.0 | -68.8% | - | - | \$129,900 | 441.3% | \$129,900 | 441.3% |
| Total Residential | 646 | -14.4% | 1,169 | 21.6% | 149 | 98.9% | 55.3% | 20.3 | 24.3% | 2.30 | 132.5% | \$794,713 | 15.7% | \$741,500 | 14.1% |

BENCHMARK PRICE

| | | | |
|--|---|---|--|
| DETACHED \$698,800  2% YEAR/YEAR | SEMI-DETACHED \$666,800  7% YEAR/YEAR | ROW \$571,100  0% YEAR/YEAR | APARTMENT \$612,500  13% YEAR/YEAR |
|--|---|---|--|

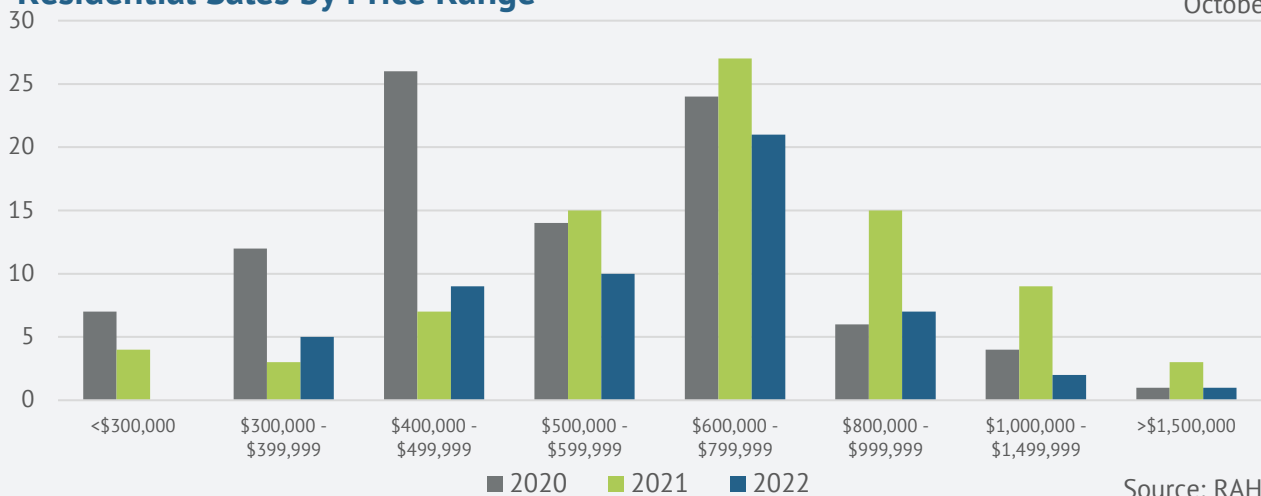
Monthly Sales Comparison

October



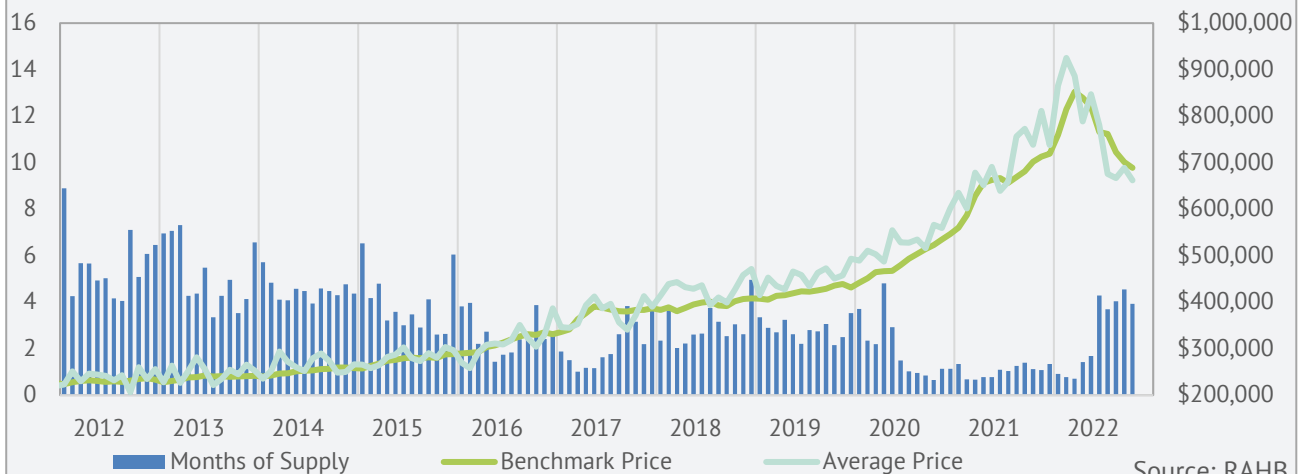
Residential Sales by Price Range

October



Months of Supply and Prices

Total Residential

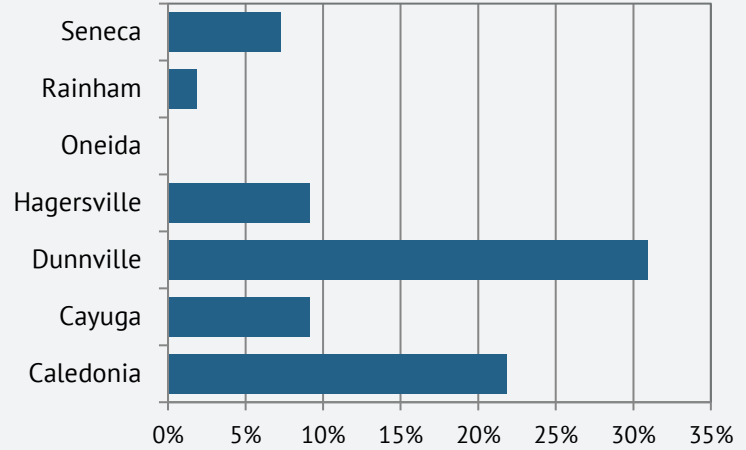


REGIONAL SUMMARY

Year-to-date sales activity has varied based on the locations within the region. For example, Caledonia has seen a pullback in sales, but levels are still consistent with long-term averages. In comparison, the pullback in the other larger region of Dunnville was enough to cause year-to-date sales to ease below longer-term trends.

Nonetheless, both areas have faced a boost in listings relative to sales resulting in gains in the months of supply and downward pressure on prices. As a result, prices have trended down from earlier highs across all areas within the region and have slipped below prices reported in October of last year. Despite the recent trends, prices remain well above pre-pandemic levels.

Share of Sales by District



October 2022

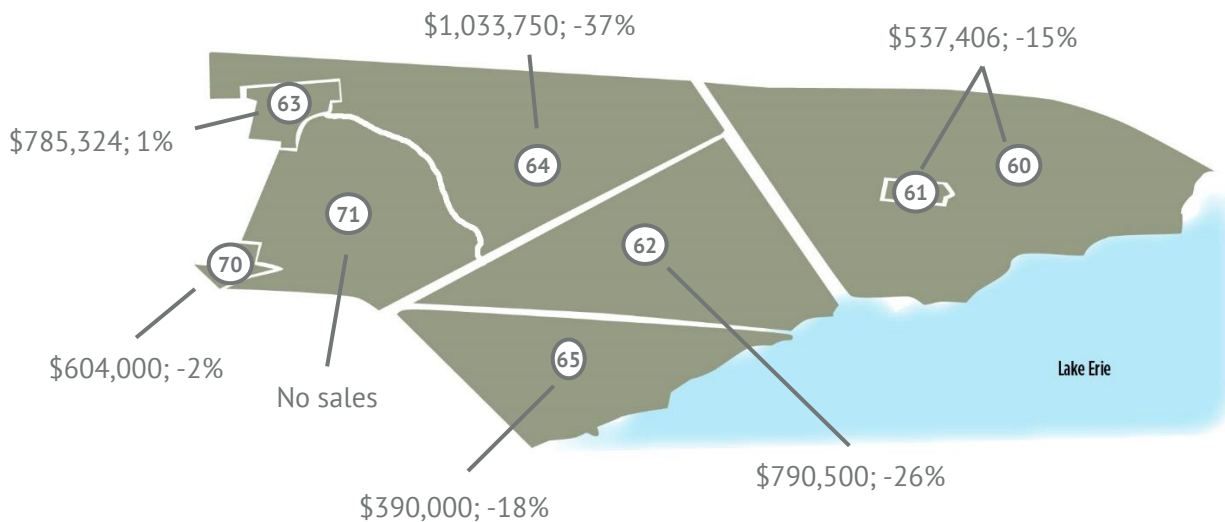
| | Sales | | New Listings | | Inventory | | S/NL | Days on Market | | Months of Supply | | Average Price | | Median Price | |
|--------------|-----------|---------------|--------------|--------------|------------|---------------|------------|----------------|--------------|------------------|---------------|------------------|---------------|------------------|--------------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Ratio | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y |
| Caledonia | 12 | -52.0% | 33 | 50.0% | 43 | 616.7% | 36% | 19.7 | 89.8% | 3.58 | 1393.1% | \$785,324 | 0.8% | \$750,000 | -0.9% |
| Cayuga | 5 | -44.4% | 8 | -11.1% | 17 | 70.0% | 63% | 54.2 | 448.1% | 3.40 | 206.0% | \$790,500 | -26.0% | \$740,000 | -32.7% |
| Dunnville | 17 | -26.1% | 33 | 32.0% | 87 | 180.6% | 52% | 51.8 | 69.4% | 5.12 | 279.7% | \$537,406 | -14.6% | \$525,000 | -13.9% |
| Hagersville | 5 | -16.7% | 14 | 100.0% | 21 | 200.0% | 36% | 58.2 | 288.0% | 4.20 | 260.0% | \$604,000 | -1.9% | \$575,000 | -4.6% |
| Oneida | 0 | - | 1 | - | 2 | - | 0% | - | - | - | - | - | - | - | - |
| Rainham | 1 | -66.7% | 5 | 150.0% | 14 | 27.3% | 20% | 12.0 | -77.2% | 14.00 | 281.8% | \$390,000 | -18.4% | \$390,000 | -16.1% |
| Seneca | 4 | 100.0% | 5 | 66.7% | 10 | 25.0% | 80% | 24.0 | -71.3% | 2.50 | -37.5% | \$1,033,750 | -36.9% | \$825,000 | -49.6% |
| Total | 55 | -33.7% | 120 | 29.0% | 216 | 132.3% | 46% | 37.7 | 91.5% | 3.93 | 250.5% | \$661,954 | -10.4% | \$631,600 | -9.6% |

Year-to-Date

| | Sales | | New Listings | | Inventory | | S/NL | DOM | | Months of Supply | | Average Price | | Median Price | |
|--------------|------------|---------------|--------------|--------------|------------|--------------|--------------|-------------|--------------|------------------|---------------|------------------|--------------|------------------|--------------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Ratio | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y |
| Caledonia | 168 | -10.2% | 304 | 36.3% | 26 | 249.3% | 55.3% | 13.7 | 45.9% | 1.52 | 288.8% | \$887,987 | 16.5% | \$852,500 | 13.7% |
| Cayuga | 61 | 1.7% | 107 | 37.2% | 15 | 151.7% | 57.0% | 18.0 | 36.7% | 2.39 | 147.6% | \$879,986 | 18.1% | \$775,000 | 9.5% |
| Dunnville | 177 | -16.1% | 341 | 25.8% | 57 | 103.2% | 51.9% | 25.5 | 15.8% | 3.21 | 142.2% | \$691,047 | 4.2% | \$650,000 | 7.0% |
| Hagersville | 69 | -11.5% | 127 | 41.1% | 16 | - | 54.3% | 26.0 | 145.5% | 2.28 | - | \$737,199 | 16.4% | \$685,000 | 7.6% |
| Oneida | 4 | -55.6% | 9 | -25.0% | - | - | 44.4% | 11.0 | -41.1% | - | - | \$1,098,750 | -27.2% | \$1,097,500 | 46.3% |
| Rainham | 40 | -13.0% | 82 | 26.2% | 12 | 46.9% | 48.8% | 16.2 | -46.5% | 2.98 | 69.0% | \$782,700 | 39.9% | \$758,925 | 30.6% |
| Seneca | 23 | 4.5% | 42 | -2.3% | 6 | -4.8% | 54.8% | 23.5 | -19.2% | 2.57 | -9.0% | \$1,484,859 | 33.2% | \$1,091,000 | 2.7% |
| Total | 646 | -14.4% | 1,169 | 21.6% | 149 | 98.9% | 55.3% | 20.3 | 24.3% | 2.30 | 132.5% | \$794,713 | 15.7% | \$741,500 | 14.1% |

AVERAGE RESIDENTIAL PRICE BY DISTRICT

| | |
|------------------------------------|----|
| Canborough/Dunn/Moulton/Sherbrooke | 60 |
| Dunnville | 61 |
| Cayuga | 62 |
| Caledonia | 63 |
| Seneca | 64 |
| Rainham | 65 |
| Hagersville | 70 |
| Oneida | 71 |



RESIDENTIAL PRICE COMPARISON

| | October 2022 | | | | Year-To-Date | | | |
|----------------|---------------|--------|-----------------|-------|---------------|--------|-----------------|-------|
| | Average Price | | Benchmark Price | | Average Price | | Benchmark Price | |
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y |
| Caledonia 63 | \$785,324 | 0.8% | \$779,100 | -4.7% | \$887,987 | 16.5% | \$891,260 | 18.4% |
| Cayuga 62 | \$790,500 | -26.0% | \$727,200 | -3.5% | \$879,986 | 18.1% | \$828,980 | 19.7% |
| Dunnville 60 | \$537,406 | -14.6% | \$631,300 | -3.7% | \$691,047 | 4.2% | \$720,110 | 19.5% |
| Hagersville 70 | \$604,000 | -1.9% | \$624,000 | -4.9% | \$737,199 | 16.4% | \$713,670 | 17.9% |
| Oneida 71 | - | - | \$814,300 | -4.3% | \$1,098,750 | -27.2% | \$931,010 | 17.7% |
| Rainham 65 | \$390,000 | -18.4% | \$473,100 | -1.6% | \$782,700 | 39.9% | \$530,960 | 22.2% |
| Seneca 64 | \$1,033,750 | -36.9% | \$982,000 | -3.0% | \$1,484,859 | 33.2% | \$1,119,670 | 18.9% |

DETACHED BENCHMARK HOMES

| | October 2022 | | | | | | |
|----------------|-----------------|-------|-------|----------------|----------|-------------------|----------|
| | Benchmark Price | Y/Y | M/M | Full Bathrooms | Bedrooms | Gross Living Area | Lot Size |
| Caledonia 63 | \$792,600 | -5.1% | -1.6% | 2 | 3 | 1,493 | 6,053 |
| Cayuga 62 | \$743,600 | -3.5% | -2.3% | 2 | 3 | 1,570 | 11,287 |
| Dunnville 60 | \$647,400 | -4.1% | -2.2% | 1 | 3 | 1,409 | 11,484 |
| Hagersville 70 | \$565,500 | -6.5% | -1.7% | 2 | 3 | 1,482 | 7,656 |
| Oneida 71 | \$814,300 | -4.3% | -2.3% | 2 | 3 | 1,861 | 46,166 |
| Rainham 65 | \$473,100 | -2.9% | -2.3% | 1 | 3 | 1,167 | 10,500 |
| Seneca 64 | \$982,000 | -3.0% | -1.7% | 2 | 3 | 1,863 | 40,037 |

SUMMARY STATISTICS

October 2022

| | Sales | | New Listings | | Inventory | | Average Price | | Days On Market | | | |
|-------------------|--------|---------|--------------|---------|-----------|--------|---------------|--------|----------------|-------|--------|--------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Average | Y/Y | Median | Y/Y |
| Residential | 55 | -33.7% | 120 | 29.0% | 216 | 132.3% | \$631,600 | -9.6% | 37.7 | 91.5% | 27.0 | 200.0% |
| Commercial | 0 | -100.0% | 0 | -100.0% | 27 | 68.8% | - | - | - | - | - | - |
| Farm | 0 | -100.0% | 0 | -100.0% | 13 | 333.3% | - | - | - | - | - | - |
| Land | 1 | - | 0 | -100.0% | 21 | -16.0% | \$120,000 | - | 23.0 | - | 23.0 | - |
| Multi-Residential | 0 | - | 0 | -100.0% | 3 | 0.0% | - | - | - | - | - | - |
| Total | 56 | -35.6% | 15 | -85.0% | 298 | 111.3% | \$628,300 | -10.1% | 37.4 | 72.8% | 25.0 | 177.8% |

Year-to-Date

| | Sales | | New Listings | | Inventory | | Average Price | | Days On Market | | | |
|-------------------|--------|--------|--------------|--------|-----------|-------|---------------|--------|----------------|--------|--------|--------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Average | Y/Y | Median | Y/Y |
| Residential | 646 | -14.4% | 1,169 | 21.6% | 149 | 98.9% | \$741,500 | 14.1% | 20.3 | 24.3% | 9.0 | 28.6% |
| Commercial | 14 | -12.5% | 23 | -4.2% | 25 | 30.5% | \$417,500 | -14.4% | 37.1 | -61.7% | 15.0 | -80.9% |
| Farm | 10 | -28.6% | 20 | -35.5% | 9 | 53.6% | \$1,697,500 | 50.9% | 35.3 | -17.4% | 12.5 | 13.6% |
| Land | 45 | 25.0% | 34 | -54.7% | 23 | 4.2% | \$275,000 | -4.3% | 58.4 | 18.7% | 28.0 | 0.0% |
| Multi-Residential | 4 | -42.9% | 10 | -47.4% | 3 | 20.8% | \$860,000 | 72.0% | 49.5 | 54.0% | 38.5 | 32.8% |
| Total | 719 | -13.2% | 743 | -26.9% | 214 | 71.6% | \$730,000 | 12.5% | 23.4 | 17.5% | 10.0 | 25.0% |

October 2022

| | Sales | | Dollar Volume | | New Listings | | Days on Market | | Leases | Lease DOM |
|------------|--------|---------|---------------|---------|--------------|---------|----------------|-----|--------|-----------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Actual |
| Business | 0 | - | \$0 | - | 0 | - | - | - | 0 | - |
| Industrial | 0 | - | \$0 | - | 0 | -100.0% | - | - | 0 | - |
| Investment | 0 | - | \$0 | - | 0 | - | - | - | 0 | - |
| Land | 0 | - | \$0 | - | 0 | - | - | - | 0 | - |
| Office | 0 | - | \$0 | - | 0 | - | - | - | 0 | - |
| Retail | 0 | -100.0% | \$0 | -100.0% | 0 | -100.0% | - | - | 0 | - |

Year-to-Date

| | Sales | | Dollar Volume | | New Listings | | Days on Market | | Leases | Lease DOM |
|------------|--------|--------|---------------|--------|--------------|--------|----------------|--------|--------|-----------|
| | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Y/Y | Actual | Actual |
| Business | 1 | 0.0% | \$199,900 | -85.9% | 1 | -50.0% | 133.0 | -39.8% | 0 | - |
| Industrial | 2 | 100.0% | \$2,199,900 | 486.6% | 3 | 0.0% | 7.5 | -93.0% | 3 | 97.3 |
| Investment | 1 | 0.0% | \$1,350,000 | 749.6% | 2 | 100.0% | 147.0 | 157.9% | 0 | - |
| Land | 0 | - | \$0 | - | 3 | 200.0% | - | - | 0 | - |
| Office | 3 | - | \$1,258,900 | - | 2 | -50.0% | 17.3 | - | 1 | 250.0 |
| Retail | 5 | -50.0% | \$2,240,000 | -51.5% | 15 | -16.7% | 11.6 | -88.6% | 1 | 0.0 |