

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.

SALES
55

33.7%
 YEAR/YEAR


NEW LISTINGS
120

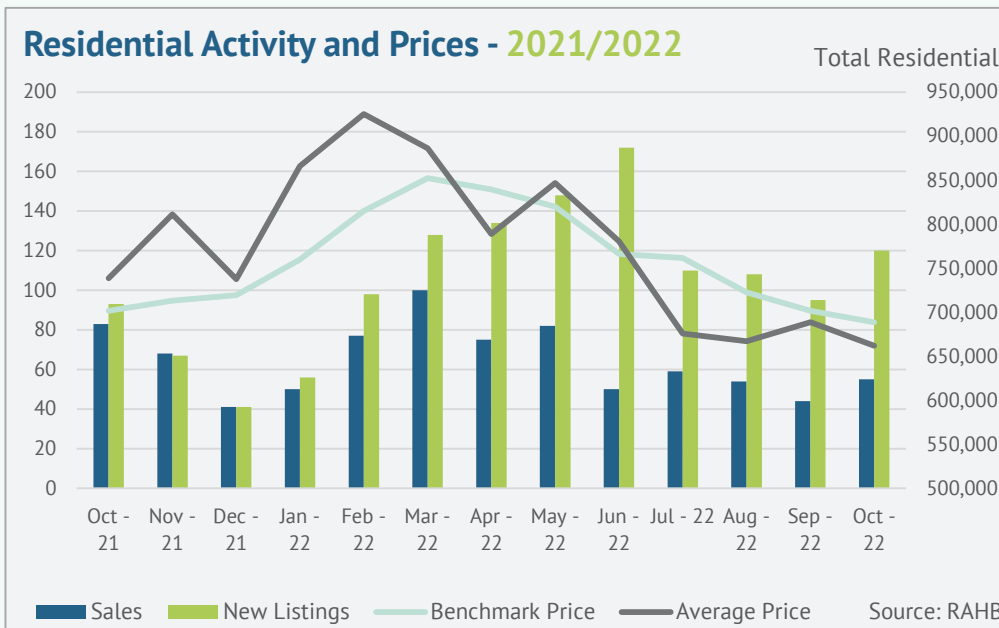
29.0%
 YEAR/YEAR


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.

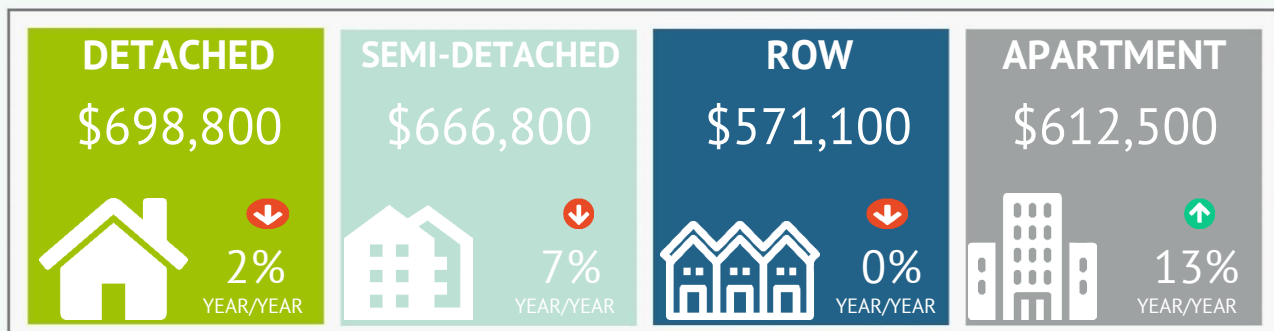
September 2022

	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	40	-41.2%	88	-14.6%	179	79.0%	45%	39.5	100.3%	4.48	204.3%	\$704,903	-11.8%	\$685,000	1.1%
Semi-Detached	1	-66.7%	3	-25.0%	5	400.0%	33%	91.0	1336.8%	5.00	1400.0%	\$690,000	29.0%	\$690,000	45.3%
Row	3	-25.0%	2	-75.0%	6	100.0%	150%	39.0	183.6%	2.00	166.7%	\$473,333	-4.5%	\$465,000	-4.1%
Apartment	0	-	1	0.0%	2	100.0%	0%	-	-	-	-	-	-	-	-
Mobile	0	-	0	-	3	-	0%	-	-	-	-	-	-	-	-
Total Residential	44	-41.3%	94	-19.0%	196	86.7%	47%	40.7	115.4%	4.45	218.2%	\$688,775	-10.8%	\$677,500	1.0%

Year-to-Date

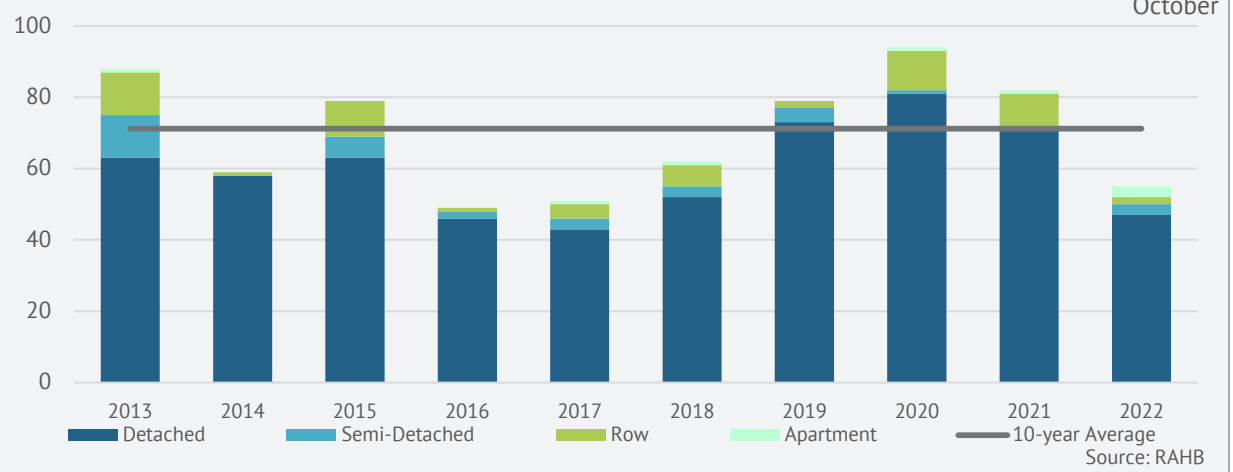
	Sales		New Listings		Inventory		S/NL	DOM		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Detached	527	-12.9%	940	18.7%	127	86.2%	56.1%	18.9	15.3%	2.18	113.8%	\$830,618	18.4%	\$775,000	14.8%
Semi-Detached	13	-18.8%	26	36.8%	-	-	50.0%	15.6	30.8%	-	-	\$672,192	21.7%	\$655,000	16.4%
Row	38	-11.6%	60	25.0%	7	-	63.3%	17.6	75.5%	1.66	-	\$631,798	30.0%	\$632,500	36.0%
Apartment	11	37.5%	15	87.5%	-	-	73.3%	10.2	-36.4%	-	-	\$469,536	10.3%	\$440,000	1.7%
Mobile	1	-	6	-	-	-	16.7%	5.0	-	-	-	\$129,900	-	\$129,900	-
Total Residential	591	-12.1%	1,048	20.7%	141	93.4%	56.4%	18.7	17.3%	2.14	119.9%	\$807,068	18.6%	\$750,000	15.4%

BENCHMARK PRICE

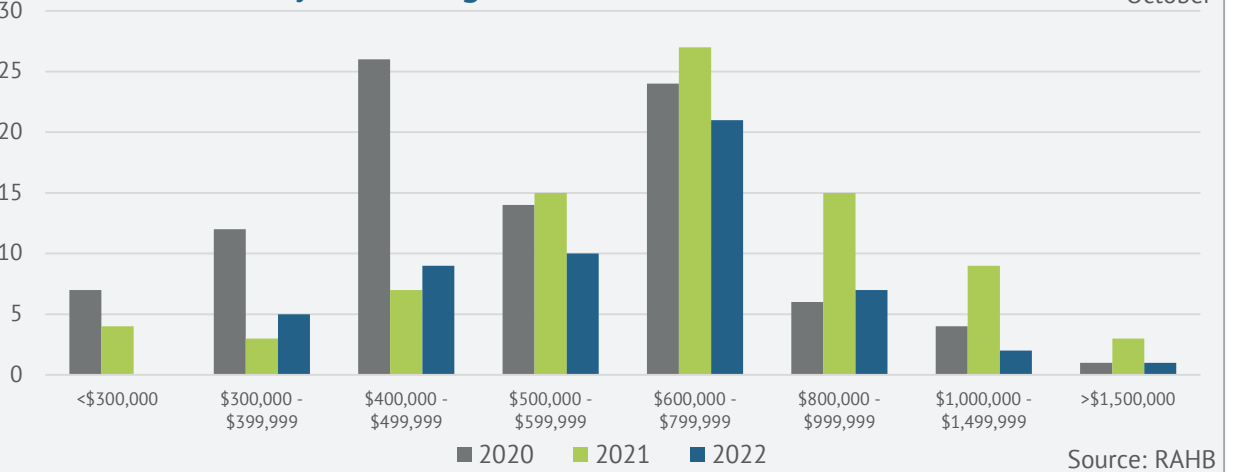


Haldimand Monthly Statistical Report - October 2022

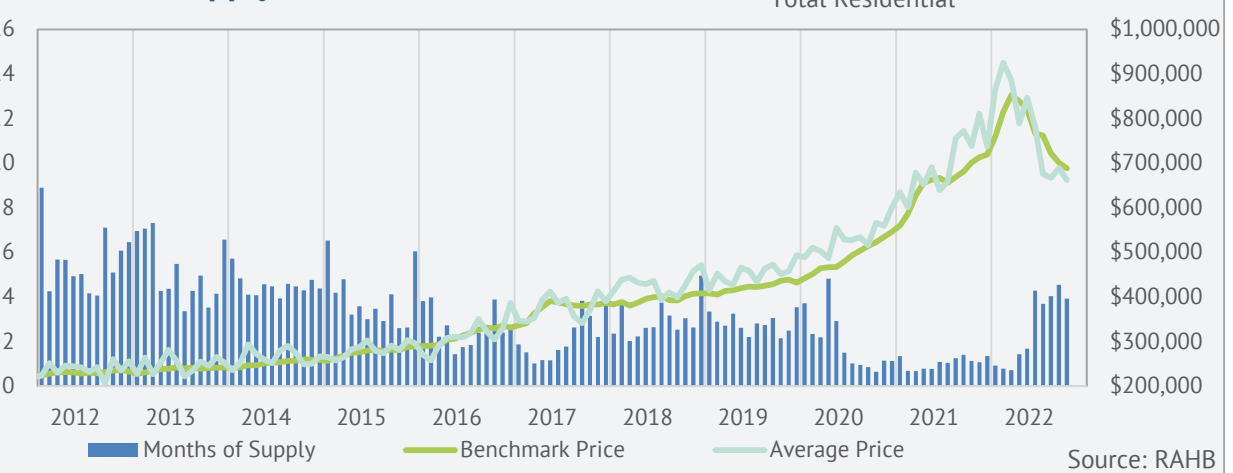
Monthly Sales Comparison



Residential Sales by Price Range



Months of Supply and Prices

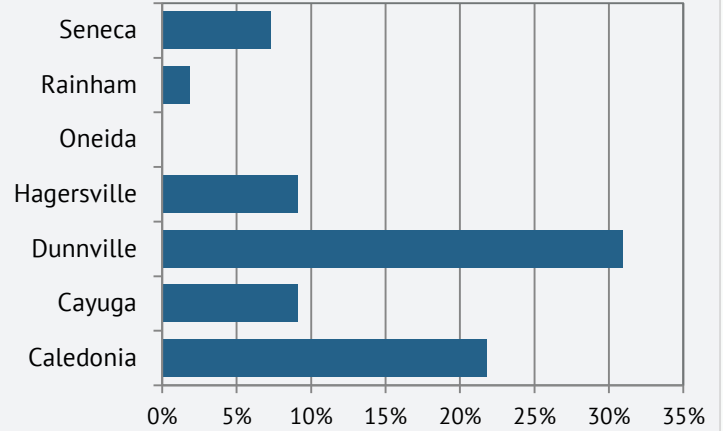


REGIONAL SUMMARY

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

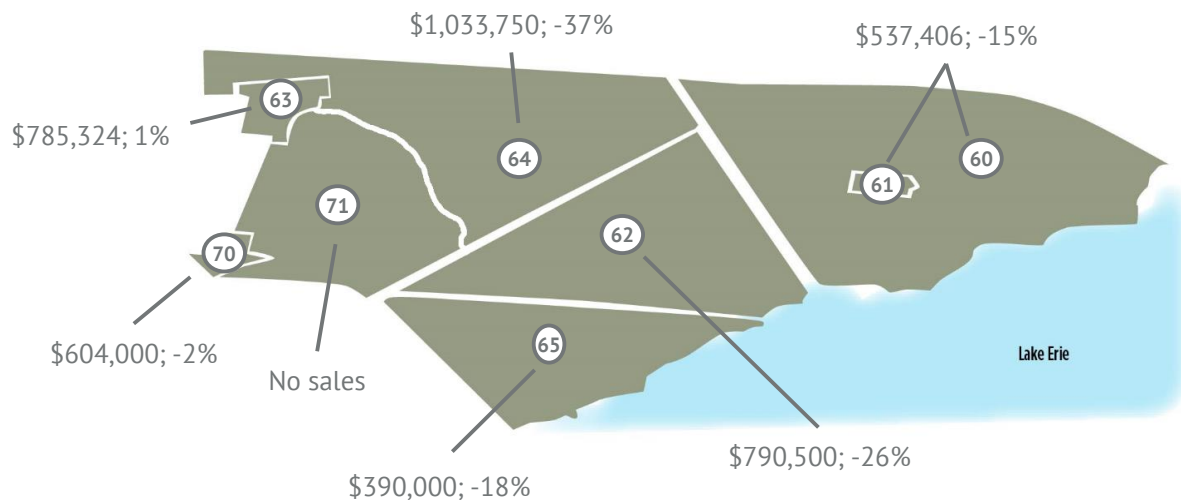
	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Caledonia	12	-52.0%	33	50.0%	43	616.7%	36%	19.7	89.8%	3.58	1393.1%	\$785,324	0.8%	\$750,000	-0.9%
Cayuga	5	-44.4%	8	-11.1%	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