HALDIMAND MONTHLY STATISTICS PACKAGE

JANUARY 2023

REALTORS® ASSOCIATION of Hamilton-Burlington

Haldimand Monthly Statistical Report - January 2023

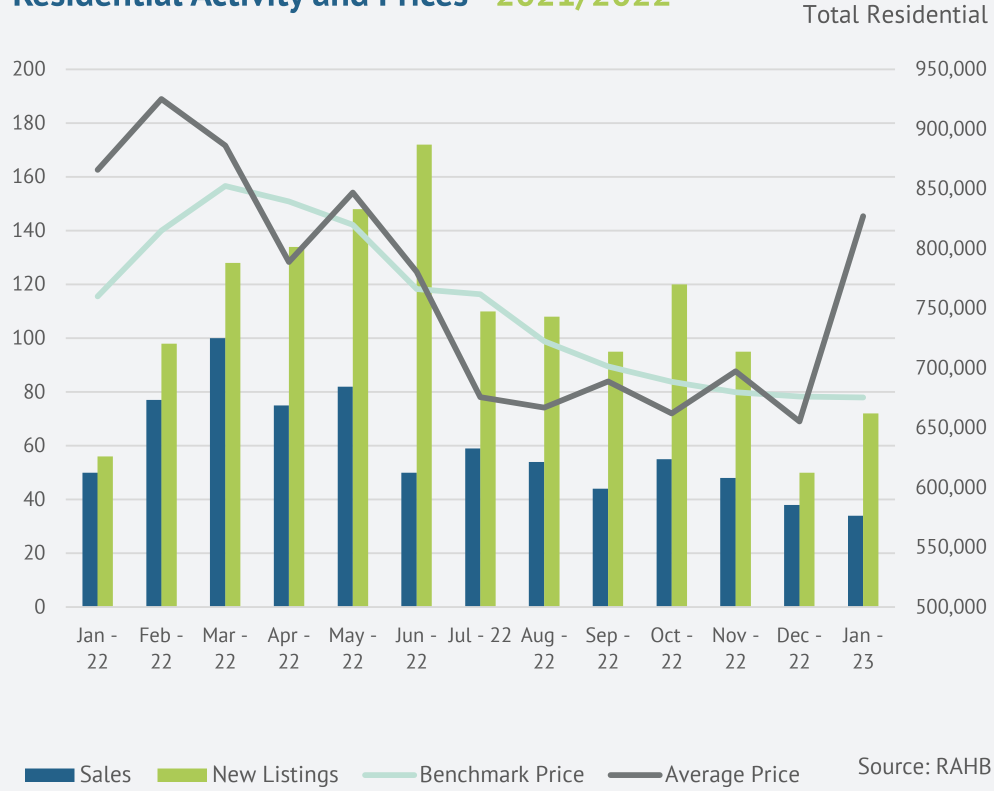
SUMMARY

While January sales were slower than last year, they were consistent with what was reported in 2021. A rise in new listings increased inventory to the highest levels since January 2016. This may seem significant coming out of last years near record lows, but inventory is now consistent with long-term trends for January.

Adjustments to sales and new listings pushed the months of supply above four months in January. While this is the highest level seen since 2015, it does not reflect the same degree of oversupply seen in the market throughout the 2009 - 2015 period.

In January, the benchmark price was $675,400, comparable to the previous month but 11 per cent below January 2022. As in other regions, prices have trended down from the peak. However, they remain well above prices reported before the

Residential Activity and Prices - 2021/2022



RESIDENTIAL AVERAGE PRICE

$827,051

4.5%

YEAR/YEAR

SALES

34

32.0%

YEAR/YEAR

NEW LISTINGS

72

28.6%

YEAR/YEAR

INVENTORY

148

221.7

YEAR/YEAR

MONTHS OF SUPPLY

4.4

373.1

YEAR/YEAR

AVERAGE DOM

49.6

103.5

YEAR/YEAR

PROPERTY TYPES

In January 2022, detached homes made up over 90 per cent of sales, while January 2023 that share has decreased to 83 per cent. With higher lending costs, there is a shift away from last year's tight market conditions. Year-over-year price declines for detached homes are not as high in the region compared to Hamilton, Burlington and Niagara North. This is likely due to detached home prices in Haldimand County being generally lower than RAHB’s neighbouring regions.

January 2023

	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	29	-31.0%	61	17.3%	131	204.7%	48%	48.7	95.5%	4.52	341.2%	$875,166	-3.6%	$755,000	-15.6%
Semi-Detached	1	0.0%	1	0.0%	2	100.0%	100%	30.0	233.3%	2.00	100.0%	$635,000	-17.0%	$635,000	-17.0%
Row	2	-60.0%	3	50.0%	6	500.0%	67%	50.5	174.5%	3.00	1400.0%	$512,450	-9.8%	$512,450	-15.3%
Apartment	2	100.0%	7	600.0%	4	-	29%	71.5	615.0%	2.00	-	$540,000	50.0%	$540,000	50.0%
Mobile	0	-	0	-	4	-	0%	-	-	-	-	-	-	-	-
Total Residential	34	-32.0%	72	28.6%	148	221.7%	47%	49.6	103.5%	4.35	373.1%	$827,051	-4.5%	$707,500	-16.0%

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	29	-31.0%	61	17.3%	131	204.7%	47.5%	48.7	95.5%	4.52	341.2%	$875,166	-3.6%	$755,000	-15.6%
Semi-Detached	1	0.0%	1	0.0%	2	100.0%	100.0%	30.0	233.3%	2.00	100.0%	$635,000	-17.0%	$635,000	-17.0%
Row	2	-60.0%	3	50.0%	6	500.0%	66.7%	50.5	174.5%	3.00	1400.0%	$512,450	-9.8%	$512,450	-15.3%
Apartment	2	100.0%	7	600.0%	4	-	28.6%	71.5	615.0%	2.00	-	$540,000	50.0%	$540,000	50.0%
Mobile	0	-	0	-	4	-	-	-	-	-	-	-	-	-	-
Total Residential	34	-32.0%	72	28.6%	148	221.7%	47.2%	49.6	103.5%	4.35	373.1%	$827,051	-4.5%	$707,500	-16.0%

BENCHMARK PRICE

DETACHED
$686,700
11%
YEAR/YEAR

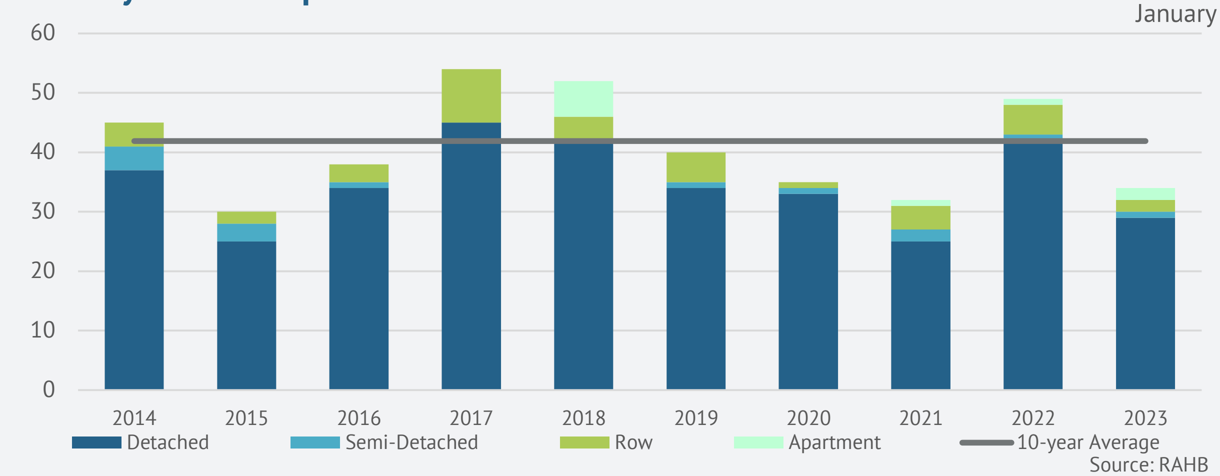
SEMI-DETACHED
$661,900
16%
YEAR/YEAR

ROW
$562,900
11%
YEAR/YEAR

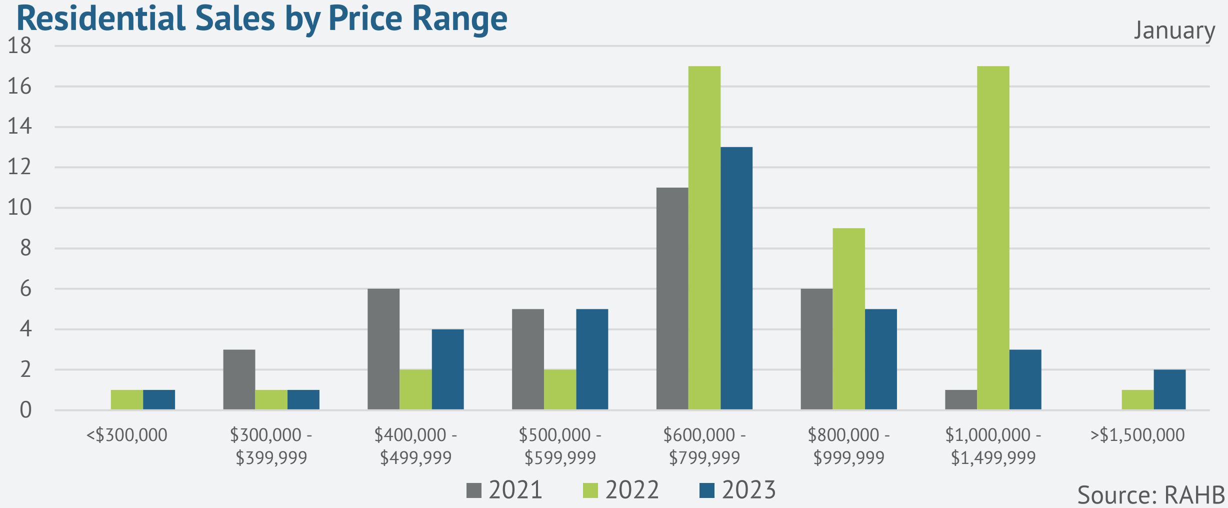
APARTMENT
$549,500
0%
YEAR/YEAR

Haldimand Monthly Statistical Report - January 2023

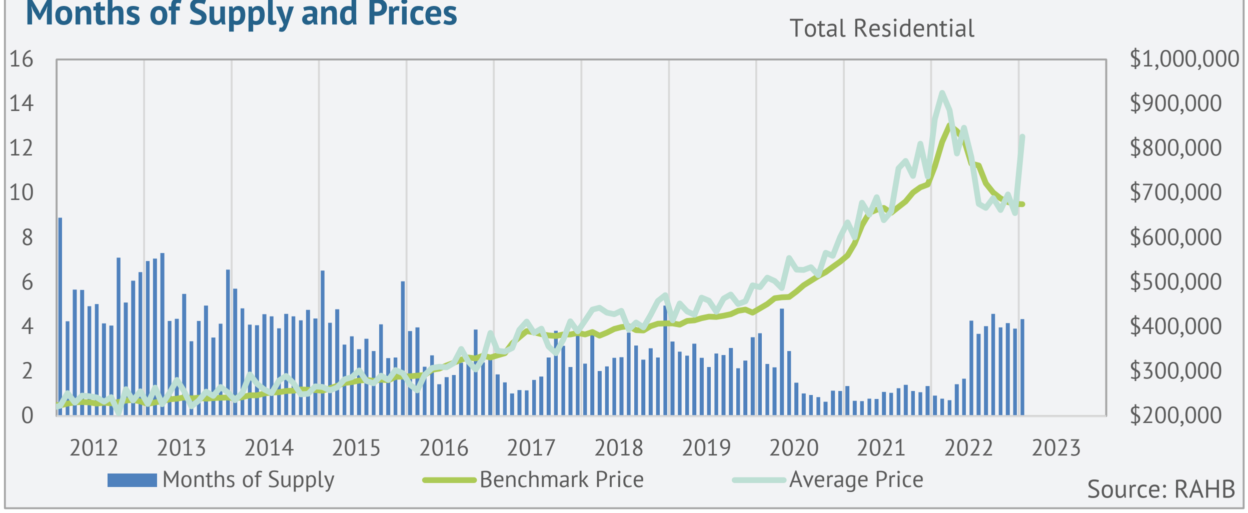
Monthly Sales Comparison



Residential Sales by Price Range



Months of Supply and Prices

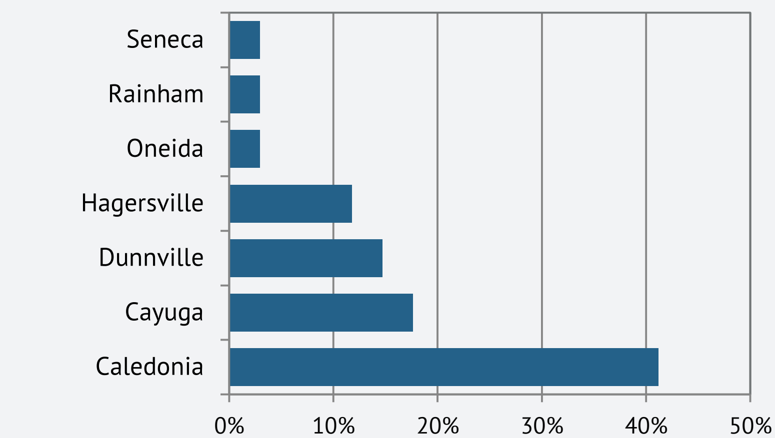


Haldimand Monthly Statistical Report - January 2023

REGIONAL SUMMARY

The most active areas in the region, Caledonia and Dunnville, appear to be experiencing differing trends. Thus far, Caledonia sales have been consistent with last year, while Dunnville sales have declined. The drop in sales relative to new listings caused the sales to new listings ratio to decline to 22 per cent in Dunnville. Both areas reported year-over-year price declines of over 13 per cent.

Share of Sales by District



January 2023

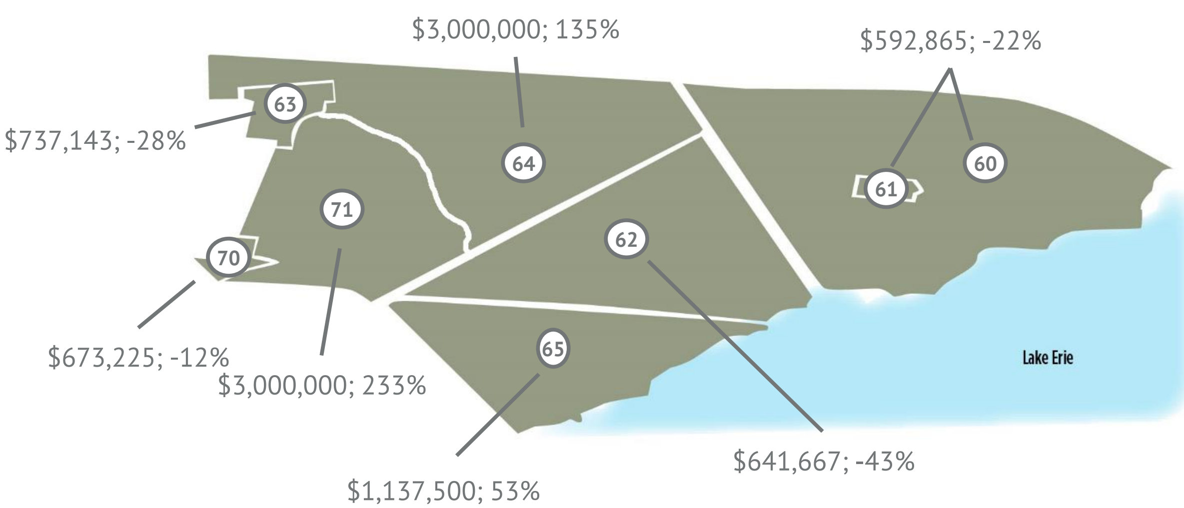
	Sales		New Listings		Inventory		S/NL	Days on Market		Months of Supply		Average Price		Median Price	
	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Ratio	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y	Actual	Y/Y
Caledonia	14	27.3%	22	100.0%	24	700.0%	64%	37.9	285.6%	1.71	528.6%	$737,143	-27.8%	$752,500	-26.2%
Cayuga	6	50.0%	7	40.0%	17	325.0%	86%	67.3	213.2%	2.83	183.3%	$641,667	-42.8%	$670,000	-39.9%
Dunnville	5	-72.2%	20	25.0%	52	205.9%	25%	63.0	47.7%	10.40	1001.2%	$592,865	-21.8%	$525,000	-28.9%
Hagersville	4	-42.9%	5	-44.4%	8	14.3%	80%	41.3	306.7%	2.00	100.0%	$673,225	-12.4%	$629,000	-18.8%
Oneida	1	0.0%	1	-	-	-	100%	7.0	16.7%	-	-	$3,000,000	233.3%	$3,000,000	233.3%
Rainham	1	-50.0%	5	25.0%	15	400.0%	20%	16.0	255.6%	15.00	900.0%	$1,137,500	52.7%	$1,137,500	52.7%
Seneca	1	-66.7%	2	-60.0%	7	75.0%	50%	70.0	303.8%	7.00	425.0%	$3,000,000	135.0%	$3,000,000	130.8%
Total	34	-32.0%	72	28.6%	148	221.7%	47%	49.6	103.5%	4.35	373.1%	$827,051	-4.5%	$707,500	-16.0%

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
Caledonia	14	27.3%	22	100.0%	24	700.0%	63.6%	37.9	285.6%	1.71	528.6%	$737,143	-27.8%	$752,500	-26.2%
Cayuga	6	50.0%	7	40.0%	17	325.0%	85.7%	67.3	213.2%	2.83	183.3%	$641,667	-42.8%	$670,000	-39.9%
Dunnville	5	-72.2%	20	25.0%	52	205.9%	25.0%	63.0	47.7%	10.40	1001.2%	$592,865	-21.8%	$525,000	-28.9%
Hagersville	4	-42.9%	5	-44.4%	8	14.3%	80.0%	41.3	306.7%	2.00	100.0%	$673,225	-12.4%	$629,000	-18.8%
Oneida	1	0.0%	1	-	-	-	100.0%	7.0	16.7%	-	-	$3,000,000	233.3%	$3,000,000	233.3%
Rainham	1	-50.0%	5	25.0%	15	400.0%	20.0%	16.0	255.6%	15.00	900.0%	$1,137,500	52.7%	$1,137,500	52.7%
Seneca	1	-66.7%	2	-60.0%	7	75.0%	50.0%	70.0	303.8%	7.00	425.0%	$3,000,000	135.0%	$3,000,000	130.8%
Total	34	-32.0%	72	28.6%	148	221.7%	47.2%	49.6	103.5%	4.35	373.1%	$827,051	-4.5%	$707,500	-16.0%

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

	January 2023				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	$737,143	-27.8%	$763,700	-13.9%	$737,143	-27.8%	$763,700	-13.9%
Cayuga 62	$641,667	-42.8%	$717,200	-12.7%	$641,667	-42.8%	$717,200	-12.7%
Dunnville 60	$592,865	-21.8%	$616,900	-13.4%	$592,865	-21.8%	$616,900	-13.4%
Hagersville 70	$673,225	-12.4%	$608,900	-14.2%	$673,225	-12.4%	$608,900	-14.2%
Oneida 71	$3,000,000	233.3%	$803,600	-13.2%	$3,000,000	233.3%	$803,600	-13.2%
Rainham 65	$1,137,500	52.7%	$464,100	-10.2%	$1,137,500	52.7%	$464,100	-10.2%
Seneca 64	$3,000,000	135.0%	$961,500	-13.9%	$3,000,000	135.0%	$961,500	-13.9%

DETACHED BENCHMARK HOMES

	January 2023						
	Benchmark Price	Y/Y	M/M	Full Bathrooms	Bedrooms	Gross Living Area	Lot Size
Caledonia 63	$779,900	-14.1%	0.2%	2	3	1,493	6,053
Cayuga 62	$733,200	-12.6%	-0.5%	2	3	1,570	11,287
Dunnville 60	$633,000	-13.6%	-0.4%	1	3	1,409	11,484
Hagersville 70	$551,500	-16.1%	-0.1%	2	3	1,482	7,656
Oneida 71	$803,600	-13.2%	-0.8%	2	3	1,861	46,166
Rainham 65	$465,000	-11.3%	1.4%	1	3	1,167	10,500
Seneca 64	$961,500	-13.9%	0.4%	2	3	1,863	40,037

SUMMARY STATISTICS

January 2023

	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	34	-32.0%	72	28.6%	148	221.7%	$707,500	-16.0%	49.6	103.5%	37.5	275.0%
Commercial	3	0.0%	0	-100.0%	25	56.3%	$1,075,000	126.3%	79.0	5.8%	114.0	58.3%
Farm	1	0.0%	0	-100.0%	11	1000.0%	$695,000	-32.5%	2.0	-96.5%	2.0	-96.5%
Land	0	-100.0%	0	-100.0%	28	86.7%	-	-	-	-	-	-
Multi-Residential	1	0.0%	0	-100.0%	1	-66.7%	$475,000	-5.4%	3.0	-97.1%	3.0	-97.1%
Total	39	-33.9%	5	-92.1%	232	176.2%	$695,000	-10.9%	49.5	46.8%	37.0	270.0%

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	34	-32.0%	72	28.6%	148	221.7%	$707,500	-16.0%	49.6	103.5%	37.5	275.0%
Commercial	3	0.0%	0	-100.0%	25	56.3%	$1,075,000	126.3%	79.0	5.8%	114.0	58.3%
Farm	1	0.0%	0	-100.0%	11	1000.0%	$695,000	-32.5%	2.0	-96.5%	2.0	-96.5%
Land	0	-100.0%	0	-100.0%	28	86.7%	-	-	-	-	-	-
Multi-Residential	1	0.0%	0	-100.0%	1	-66.7%	$475,000	-5.4%	3.0	-97.1%	3.0	-97.1%
Total	39	-33.9%	5	-92.1%	232	176.2%	$695,000	-10.9%	49.5	46.8%	37.0	270.0%

January 2023

	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	-100.0%	-	-	0	-
Industrial	1	-	$1,075,000	-	0	-	114.0	-	0	-
Investment	1	0.0%	$1,090,000	-19.3%	0	-	119.0	-19.0%	0	-
Land	0	-	$0	-	0	-	-	-	0	-
Office	0	-	$0	-	0	-	-	-	0	-
Retail	1	0.0%	$315,000	-33.7%	0	-100.0%	4.0	-20.0%	1	114.0

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	0	-	$0	-	0	-100.0%	-	-	0	-
Industrial	1	-	$1,075,000	-	0	-	114.0	-	0	-
Investment	1	0.0%	$1,090,000	-19.3%	0	-	119.0	-19.0%	0	-
Land	0	-	$0	-	0	-	-	-	0	-
Office	0	-	$0	-	0	-	-	-	0	-
Retail	1	0.0%	$315,000	-33.7%	0	-100.0%	4.0	-20.0%	1	114.0