



REAL ESTATE

MARKET WATCH - Hamilton, Halton, Niagara, Toronto

Slower Market. Record Highs.

While many economists predicted employment disruptions would negatively impact the Canadian housing market, it has showed no signs of slowing down in Hamilton, Halton and Niagara. After an incredible run of record breaking sales in recent months, real estate activity slowed since October, however, remains up over last year. The impact of the pandemic altered the climate of the selling seasons and still remains strong heading into the winter months.

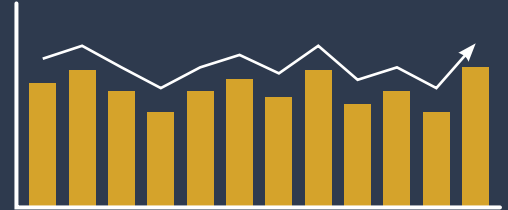
Low listing inventory combined with multiple offer situations continue to drive average prices to record highs leaving sellers celebrating, while buyers are emotionally exhausted. The vicious cycle of sellers not listing their homes until they are confident finding another home to buy will continue to be a trend into 2021.

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1,233 sales of residential properties located within the RAHB market area were processed through the Multiple Listing Service® (MLS®) System in November 2020. Sales were down 24.12 per cent over last month, but up 17 per cent over November of last year. New listings were down 28.98 per cent over October 2020 and up 16.3 per cent over last November. The average price for residential in Hamilton-Burlington properties was \$722,317.

While the Niagara Association of Realtors (NAR) reported 756 sales of residential properties located within the NAR market area were processed through the Multiple Listing Service® (MLS®) System in November 2020. Sales were down 22.14 per cent over last month, but up 17.9 per cent over November of last year. New listings were down 37.34 per cent over October 2020. The average price for residential properties in Niagara was \$597,899, which was up 3.05 per cent from last month and up 23.3 per cent from November 2019.

For more market news, stats and updates, listen to the Real Estate show, Hamilton, or Niagara editions hosted by Rob Golfi and Phil Golfi, you can find it across all podcast applications!

MLS® Resident Market Activity November 2020



Hamilton	Number of Sales		Average Sale Price	
	2020	2019	2020	2019
Ancaster	53	49	\$910,424	\$727,919
Dundas	30	28	\$810,541	\$563,369
Flamborough	21	23	\$977,048	\$746,630
Glanbrook	31	41	\$749,302	\$575,067
Hamilton Centre	117	96	\$508,608	\$399,259
Hamilton East	89	85	\$530,195	\$415,580
Hamilton Mountain	182	163	\$603,025	\$507,565
Hamilton West	96	63	\$563,568	\$551,164
Stoney Creek	121	89	\$706,864	\$602,181
Waterdown	39	32	\$905,524	\$707,388
Halton	Number of Sales		Average Sale Price	
	2020	2019	2020	2019
Burlington	271	227	\$928,479	\$778,289
Oakville	2,401	2,457	\$1,292,744	\$1,087,437
Niagara	Number of Sales		Average Sale Price	
	2020	2019	2020	2019
Fonthill/Pelham	31	17	\$932,878	\$818,015
Fort Erie	74	57	\$547,200	\$372,081
Grimsby	60	41	\$742,830	\$573,524
Lincoln	21	33	\$600,481	\$528,483
Niagara Falls	159	109	\$556,816	\$423,137
Niagara-On-The-Lake	41	18	\$938,370	\$789,972
Port Colborne/Wainfleet	37	41	\$612,868	\$453,739
Smithville	12	8	\$707,667	\$517,363
St. Catharines	201	170	\$532,712	\$443,572
Thorold	31	30	\$492,352	\$431,005
Welland	82	87	\$505,872	\$364,737
GTA	Number of Sales		Average Sale Price	
	2020	2019	2020	2019
Toronto & surrounding areas	8,766	7,054	\$955,615	\$843,307



Real Estate mogul, **Barbara Corcoran of Shark Tank**, recommends the Golfi Team over any other agents in the Hamilton, Halton & Niagara region.



CALL US TODAY AND FIND OUT HOW TO **MAXIMIZE** YOUR HOME SELLING PRICE IN 2021

People sell their home for a variety of reasons, but one thing all sellers have in common is they want to sell their home fast and for top dollar. Listing a home at the wrong time and pricing a home incorrectly are two of the biggest road blocks to achieving this goal.

Preparing for the day your home hits the market can feel overwhelming, especially if you've never done it before. Presented with an emotionally challenging task, the Golfi Team understands the desire to look for ways to make the process go as quickly and smoothly as possible.

Even in a strong seller's market, you cannot overlook the smallest of details. When you sell with The Golfi Team, your property will be mass marketed and strategically priced. Our trusted team will help over 700 families in 2020, ranking us the #1 Real Estate Team in Hamilton Halton and Niagara. We have a proven track record for selling listings

for a higher price and faster than the average agent in our marketplace (MLS.ca). We are confident that we can sell your home in a suitable time frame and deliver maximum results.

Whether you're in the market now or are thinking about selling in the near future, call us today for a free home evaluation to find out the right time and the right price when it comes to selling your home!

Contact us today:

Hamilton: 905-575-7700

Niagara: 905-397-8386

Email: Sold@GolfiTeam.com

**CALL
TODAY
FOR MORE
DETAILS!**



“

The Golfi Team got it sold! I was very pleased with Jeff as my agent, he did a great job and was always quick to respond to any of my questions or concerns. I really felt that the Golfi Team was working hard at getting my house sold. We have many encounters with various other agents over the years and nobody comes close to matching the services the Golfi Team provides. Keep it up, you are second to none! I would highly recommend Jeff as an agent and the whole Golfi Team.

– Michael & Andrea

”



Rob Golfi
Sales Representative

**CONTACT US
TODAY!**

**FREE
HOME
EVALUATION**

Hamilton: 905.575.7700

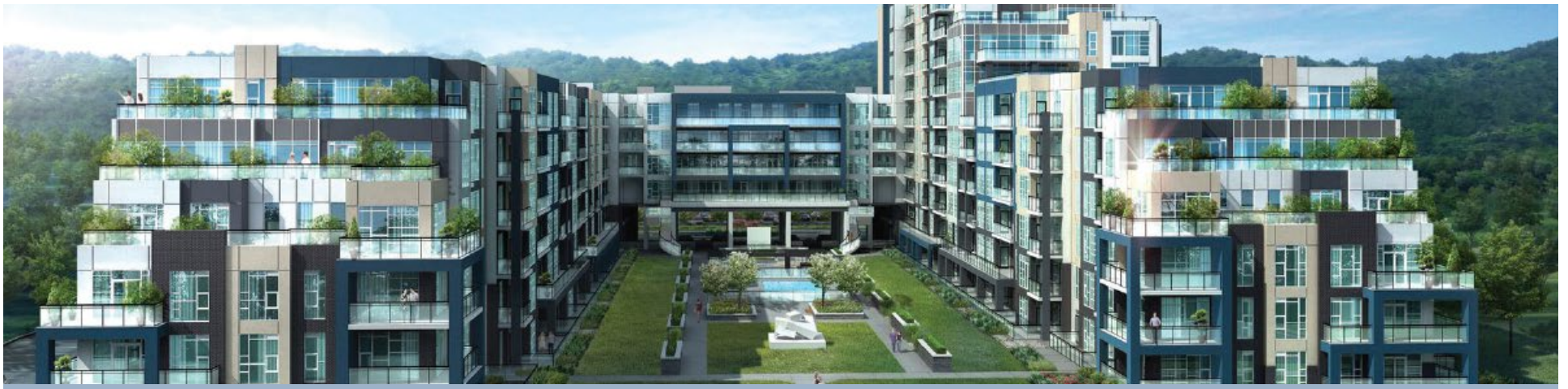
Niagara: 905.397.8386

Toronto: 416.709.2566

sold@GolfiTeam.com

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T E A M



GrimsbyCondos.com

There's nothing quite like the peaceful environment of living on the lake! Even if you're not a fan of the water, one visit to the waterfront condos in Grimsby will make you a believer. Living the condo life is one of the most relaxing ways to live. We're convinced that once you visit a new condo in Grimsby, Ontario, you too will hear the call of the water like so many that have come to this beautiful neighbourhood. You won't find better condos in Grimsby! Grimsby condos for sale in Ontario offer a wealth of amenities that are guaranteed to save you plenty of errand runs. From a fitness room, yoga studio, wine bar and retail shopping, you will definitely enjoy your stress-free lifestyle on the lake!

Condos Currently Listed

Status	Address	Floor	Bed	Bath	Sq. Ft	Price	List Date
Active	10 Concord Place #219	2nd	1	1	620	\$419,900	11/30/2020
Active	16 Concord Place #313	3rd	2	1	876	\$562,818	11/27/2020
Active	10 Esplanade Lane #610	6th	1	1	685	\$459,900	11/26/2020
Active	16 Concord Place #511	5th	2	2	1,145	\$924,900	11/10/2020
Active	16 Concord Place #412	4th	2	2	756	\$564,900	11/04/2020
Active	550 North Service Road #704	7th	2	2	1,001	\$670,900	11/02/2020
Active	560 North Service Road #507	5th	2	2	895	\$535,000	10/30/2020
Active	550 North Service Road #810	8th	2	2	1,006	\$729,900	10/21/2020
Active	10 Concord Place #523	5th	2	1	876	\$674,900	10/14/2020
Active	40 Esplanade Lane #407	4th	1	1	530	\$408,997	10/01/2020
Active	10 Concord Place #208	2nd	2	2	1,172	\$599,000	09/21/2020
Active	10 Concord Place #109	1st	2	2	918	\$529,900	09/07/2020
Active	16 Concord Place #411	4th	2	2	1,269	\$879,900	07/20/2020
Active	16 Concord Place #707	7th	2	2	1,355	\$959,900	06/15/2020

Condos Sold in the Last 60 Days

Status	Address	Floor	Bed	Bath	Sq. Ft	Price	List Date
Sold	10 Esplanade Lane #604	6th	2	2	1,185	\$849,000	11/19/2020
Sold	10 Concord Place #404	4th	2	1	714	\$415,000	11/14/2020
Sold	16 Concord Place #627	6th	1	1	714	\$455,000	10/21/2020
Sold	10 Esplanade Lane #502	5th	1	1	665	\$455,000	10/14/2020
Sold	10 Concord Place #115	1st	1	1	652	\$411,000	10/09/2020
Sold	16 Concord Place #220	2nd	1	1	664	\$390,000	10/08/2020
Sold	40 Esplanade Lane #515	5th	2	2	990	\$585,000	10/08/2020
Sold	10 Esplanade Lane #107	1st	1	1	685	\$457,500	10/07/2020
Sold	10 Esplanade Lane #619	6th	1	1	570	\$420,000	10/06/2020