

January 2021

REAL ESTATE

MARKET WATCH - Hamilton, Halton, Niagara and Toronto

REALTOR® ROB GOLFI PREDICTS RISING HOUSE PRICES IN 2021.

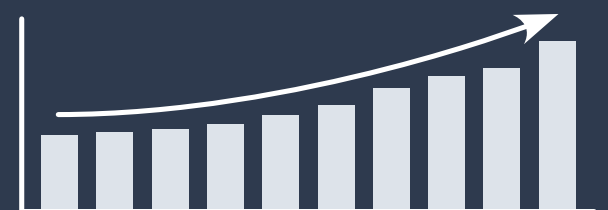
The COVID-19 pandemic didn't devastate Canada's hottest housing markets the way some forecasters predicted. In fact, in areas like Hamilton, Halton and Niagara, the housing market was on fire in 2020, and Rob Golfi expects this trend to continue. The eroded listing inventory and the vicious cycle of sellers not listing their homes until they are confident finding another, will continue to fuel a very competitive marketplace resulting in bidding wars and multiple offer situations across Southern Ontario. The Bank of Canada is on record committing to keep interest rates low

until 2023, and combined with GTA buyers flocking down the QEW looking for affordability, home sale prices will break new records in 2021. Great for home-owners, although fast-rising prices will create bigger barriers for the many first-time buyers in these generations who don't have existing home equity to tap for down payment savings. For more market news, stats and updates, listen to the Golfi Real Estate show, Hamilton or Niagara editions hosted by Rob Golfi and Phil Golfi. You can find it across all podcast applications!

Call today to find out how we can sell your home fast, for top dollar.

10 years later:

How the housing market has doubled.



Average Sale Price (January 2011 - December 2020)

Hamilton	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Ancaster	\$423,547	\$452,128	\$471,827	\$495,318	\$565,220	\$580,859	\$641,723	\$738,900	\$773,347	\$873,165
Dundas	\$337,353	\$356,041	\$386,498	\$402,530	\$449,051	\$522,009	\$562,935	\$583,616	\$615,770	\$763,773
Flamborough	\$515,612	\$521,320	\$554,546	\$552,362	\$616,591	\$666,003	\$774,235	\$771,701	\$787,430	\$978,703
Glanbrook	\$318,728	\$341,270	\$344,231	\$369,460	\$413,434	\$458,685	\$511,060	\$559,673	\$588,206	\$672,936
Hamilton Centre	\$149,474	\$161,286	\$176,439	\$201,984	\$235,051	\$266,420	\$315,439	\$354,246	\$391,056	\$471,463
Hamilton East	\$186,655	\$198,269	\$208,422	\$224,411	\$243,101	\$291,634	\$341,540	\$379,706	\$411,935	\$494,089
Hamilton Mountain	\$253,609	\$263,485	\$282,206	\$302,482	\$333,896	\$377,633	\$427,343	\$472,465	\$501,432	\$583,390
Hamilton West	\$277,554	\$292,963	\$316,226	\$338,840	\$367,362	\$371,049	\$403,872	\$483,193	\$503,943	\$566,419
Stoney Creek	\$291,997	\$311,933	\$325,207	\$355,478	\$391,493	\$409,629	\$470,420	\$534,792	\$562,782	\$658,475
Waterdown	\$380,800	\$406,217	\$442,350	\$464,244	\$506,860	\$506,946	\$586,983	\$659,258	\$702,472	\$767,917
Halton	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Burlington	\$426,054	\$463,558	\$497,447	\$525,271	\$578,533	\$573,497	\$654,499	\$735,275	\$755,017	\$878,436
Oakville	\$628,250	\$703,695	\$735,170	\$806,678	\$841,172	\$1,063,960	\$1,215,824	\$1,077,634	\$1,087,437	\$1,298,936
Niagara	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Fonthill/Pelham	\$326,362	\$316,541	\$347,520	\$375,454	\$400,261	\$455,543	\$535,777	\$588,936	\$629,928	\$751,557
Fort Erie	\$196,979	\$203,721	\$203,200	\$212,011	\$222,672	\$270,755	\$341,745	\$369,063	\$382,501	\$507,765
Grimsby	\$330,515	\$345,882	\$349,537	\$371,701	\$404,969	\$434,397	\$514,548	\$553,163	\$586,014	\$672,846
Lincoln	\$287,772	\$300,643	\$304,322	\$327,657	\$366,038	\$411,665	\$484,031	\$511,382	\$525,115	\$654,269
Niagara Falls	\$208,382	\$215,691	\$224,206	\$236,974	\$263,417	\$311,473	\$341,921	\$389,639	\$374,402	\$515,718
Niagara-on-the-Lake	\$423,567	\$428,105	\$435,406	\$463,556	\$498,948	\$555,933	\$681,145	\$749,629	\$807,923	\$963,775
Port Colborne/Wainfleet	\$192,478	\$206,066	\$197,441	\$213,601	\$220,328	\$262,328	\$336,682	\$370,770	\$391,297	\$506,276
Smithville	\$246,043	\$259,477	\$260,780	\$298,156	\$340,732	\$395,496	\$472,638	\$488,529	\$520,744	\$586,861
St. Catharines	\$212,525	\$219,597	\$224,493	\$234,305	\$254,332	\$292,960	\$348,789	\$387,174	\$428,634	\$496,095
Thorold	\$211,705	\$207,369	\$222,873	\$226,807	\$239,981	\$291,345	\$359,630	\$378,716	\$434,811	\$501,742
Welland	\$183,147	\$185,617	\$185,309	\$197,747	\$216,878	\$236,648	\$296,355	\$335,097	\$372,236	\$453,722
GTA	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Toronto and surrounding areas	\$446,637	\$498,534	\$509,339	\$551,841	\$583,084	\$635,702	\$726,901	\$767,394	\$776,199	\$880,113

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SAFE COVID PRACTICES ARE IN PLACE



MAXIMIZE YOUR 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 helped 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: 905-641-0308 • Sold@GolfiTeam.com



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– *Nomadic Weaving Studio Taliang Weaving*

“Leading-edge virtual tours and beautiful staging.”

– *Samantha Komaromi*

“The Golfi team was FANTASTIC!”

– *Eva Brown*

“Nobody comes close to matching the services The Golfi Team provides.”

– *Gregg Hyde*

“I would recommend them to anyone trying to buy a house.”

– *Bruce Chi*

“The Golfi Team did an amazing job with staging and photography.”

– *Brian Kountourogiannis*

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4.9 ★★★★★ 700 Google Reviews

Real estate agency in Hamilton, Halton and Niagara.



Rob Golfi
Sales Representative

**CONTACT US
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