



Fall
2014

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A quarterly newsletter providing news and information on the real estate industry.

THE ROYAL LEPAGE REVIEW

ROYAL LEPAGE reports a “goldilocks market” – not too hot and not to cold

Niagara & Surrounding Areas

The sales reported for the month of September exceeded last year's residential sales by 13%. Year to date, as of the end of the 3rd Quarter, sales were up 6% year over year with some markets reporting higher increases. Grimsby & Stoney Creek sales volumes were up 28% and 33% respectively.

The average sale price for a single family residential property (YTD) is now sitting at \$252,562 a modest increase of 5.8% over last year's price of \$236,631.

The number of homes listed year this year is 4.5% higher than the 3rd quarter of 2013. The region overall is in a balanced market with an average "sales to new listings ratio" of 58%. The Grimsby & Stoney Creek areas with fewer listings & higher sales activity are in a Seller's market.

Inventory levels of Residential properties (absorption Rate) are mixed thru out the region. The number of months of inventory represents the number of months it would take to sell current inventories at the current rate of sales activity, and is a further measure of the balance between housing supply and demand.

St. Catharines has 3.3 months whereas Fort Erie is sitting with 8.1 months of inventory. The market is expected to be steady over the next 3 months with sales and Average prices remaining just above last year's levels.

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MARKET WATCH Total Units 2014

Market	Units
Grimsby	+28 %
Smithville & WL	+26 %
Dunnville	+19 %
Stoney Creek	+33 %
Lincoln	+11 %
St. Catharines	+2 %
Thorold	+16 %
NOTL	-1 %
Niagara Falls	+7 %
Fort Erie	+3 %
Port Colborne	-3 %
Welland	+13 %
Pelham	+13 %

#1 IN NIAGARA LISTINGS SALES



MARKET WATCH Prices 2014

Market	Price
Grimsby	+3.6 %
Smithville & WL	+2.6 %
Dunnville	+6.8 %
Stoney Creek	+9.7 %
Lincoln	+9.7 %
St. Catharines	+4.4 %
Thorold	+3.8 %
NOTL	+7.8 %
Niagara Falls	+6.5 %
Fort Erie	+6.3 %
Port Colborne	+9.0 %
Welland	+5.8 %
Pelham	+5.9 %

Fall Home Tips



DID YOU KNOW???

Visit www.saveonenergy.ca for coupons, Peak Saver Plus program details, incentives and energy efficiency tips / tricks.

Royal LePage is the only Canadian real estate company with its own charity foundation. In May we donated over 180 baskets to Women's Shelters in the region.

*Niagara Association of Realtors and Realtors Association of Hamilton & Burlington Year to Date Oct.1, 2014.

- Check exterior water lines, gutters, and down spouts.
- A new law in Ontario now requires a working carbon monoxide detector if you have a fireplace, fuel burning appliance/furnace, or an attached garage.

Community Corner

In 2013 we raised over \$50,000, 12,000 lbs of food, & donated over 150 Hampers of Hope for local cancer, Women's Shelters, and food banks within the region.

Feel Free to pass this information along to anyone you know. Your referrals are always appreciated.



Niagara Real Estate Centre Brokerage
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