


Hamilton Real Estate Sales Update – September 2021

For 2021 the average sale price has remained relatively flat since the beginning of the year. For Hamilton, in January 2021 the average sale price was \$722,000, in February it jumped up to \$769,000 and has had a few fluctuations up and down, but has been around that price all year, with September’s average price coming in at \$796,611. For Hamilton, the average prices for Detached / Semi & Towns / Condos were all up 19-27% vs September of last year.

With little inventory, and strong demand it does seem strange that the prices have remained relatively flat throughout the year. The average sale prices are up 20% vs last year, and new listings coming onto the market are down 25%. October looks to be similar, so we will monitor what the trends are.



HAMILTON

REAL ESTATE STATS

SEPTEMBER 2021 VS 2020

| | 2021 | 2020 | |
|-----------------------------------|-----------|-----------|--------|
| NUMBER OF HOMES SOLD | 737 | 1053 | -30.0% |
| AVERAGE SELLING PRICE | \$796,611 | \$663,759 | +20.0% |
| AVERAGE DAYS ON MARKET | 16.8 | 19.7 | -14.7% |
| AVERAGE SALE PRICE DETACHED HOMES | \$874,925 | \$733,363 | +19.3% |
| AVERAGE SALE PRICE TOWN/SEMI/LINK | \$700,215 | \$559,628 | +25.1% |
| AVERAGE SALE PRICE CONDO | \$480,947 | \$378,422 | +27.1% |

The Days on Market (time it takes to sell a home on average) was 16.8 days, and is again down vs last year. With most homes holding offers for 4-7 days, and selling to the highest/best offer. This balances out with homes that take 15-60 days to sell to give us our average.



Referring us to someone you know who is thinking about moving is a great way to help us with our business. -> thompsonhart@royallepage.ca - No Great Secret, Just Great Service!

RANDY HART & RYAN THOMPSON - SALES REPRESENTATIVES

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