

HAMILTON/ BURLINGTON

ONTARIO

↑ 20%

2016 AVERAGE RESIDENTIAL SALE PRICE
\$535,520

THE HAMILTON-BURLINGTON RESIDENTIAL REAL ESTATE MARKET CONTINUED TO SEE SUBSTANTIAL GROWTH IN 2016.

The average residential sale price in Hamilton-Burlington increased by 20 per cent in 2016 to \$535,520, up from \$446,961 in 2015.

Low inventory in both Hamilton and Burlington led to a slight softening in sales volume in 2016. There were 13,694 properties sold in the region between January and October this year, compared to 13,901 in 2015.

At the end of October, listing inventory was down 36 per cent year-over-year in Burlington and 16 per cent in Hamilton, with two months of inventory available across the market. In Hamilton, inventory is expected to get a small boost from the construction of two new condo development projects in the downtown core that got underway towards the end of 2016. Both projects are expected to be completed in approximately 18 months.

FIRST-TIME BUYERS

Buyers from the Greater Toronto Area, particularly first-time buyers, continue to look for properties in Hamilton and Burlington due to the region's relative affordability. In Hamilton, first-time buyers primarily seek out older, single-family detached homes around \$300,000. In Burlington, first-time purchasers are often looking to purchase townhouses in the \$450,000 and \$550,000 range.

CONDO MARKET

Young professionals and retirees looking to downsize continued to drive demand in Hamilton-Burlington's condo market. In Burlington, the average sale price of condos increased considerably by 21 per cent in 2016 due to high demand for both new and resale product. Buyers are drawn to Burlington's beautiful downtown core situated next to Lake Ontario.

LUXURY HOMES

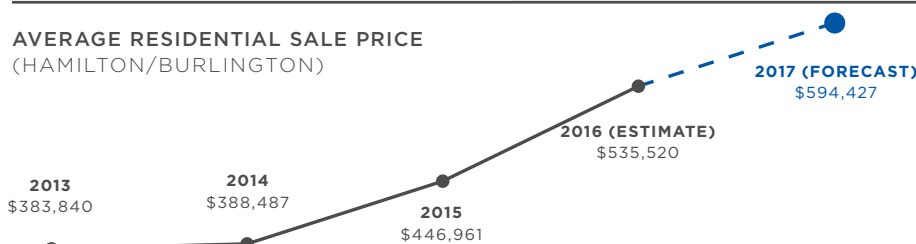
The upper-end of the market in Hamilton saw significant growth in 2016. Sales of homes over \$1 million were up from 63 between January and October in 2015, to 146 in 2016 during the same period. Increased activity from first-time buyers moving into the region from the GTA at the lower end of the market has allowed move-up buyers in Hamilton to become more active in the upper-end segment. With price appreciation expected to continue across the GTA and new construction in the upper end of the market in Hamilton-Burlington, demand for luxury homes is expected to remain strong in the region in 2017.



FUTURE TRENDS

- Ongoing transportation updates, such as increased GO Train service to the region and the upcoming LRT project, are likely to provide a boost to the local economy and promote activity in the housing market
- New mortgage rules introduced by the federal government may cause a softening in demand as down payment affordability for both first-time and move-up buyers is expected to be reduced slightly
- The RE/MAX 2017 average residential sale price expectation for Hamilton is an increase of 11 per cent

AVERAGE RESIDENTIAL SALE PRICE
(HAMILTON/BURLINGTON)



Source: Historical values are sourced from CREA or local board statistics. Estimates and forecasts are based on the opinion of independent RE/MAX broker/owners and affiliates.