



NIAGARA'S LUXURY LEADER

ROYAL LE PAGE

NRC Realty, Brokerage, Independently Owned & Operated



Based on residential unit sales 500+ 2017 from NAR / RAHB MLS

ROYAL LE PAGE NRC REALTY CARRIAGE TRADE UPDATE

The Luxury Carriage Trade Real Estate Market In 2018

Carriage Trade Luxury transactions (\$750,000+) dropped 22% year over year across the 14 area real estate markets. The Non-Resident speculation tax, tougher mortgage/financing regulations, and overall slowdown in most markets have had a direct impact. An increase in inventory has also provided luxury home buyers with more options in 2018. As we enter 2019 we expect this trend to continue in a balanced to buyers market.

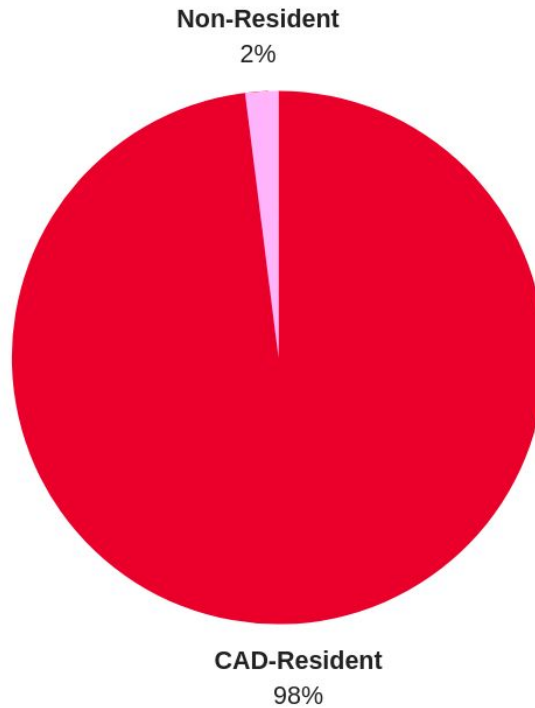
Carriage Trade Luxury Statistics (\$750,000+ Residential)

	2018 SOLD	% OF TOTAL SALES	ACTIVE	MARKET STATUS
NOTL	95 (-36%)	241 (40%)	112	27% OF LISTINGS SOLD, 13 MONTHS OF INVENTORY - BUYERS MARKET
ST.CATHARINES / THOROLD	51 (-3%)	2232 (2%)	61	26% OF LISTINGS SOLD, 13 MONTHS OF INVENTORY - BUYERS MARKET
NIAGARA FALLS	34 (-5%)	1270 (3%)	61	17% OF LISTINGS SOLD, 20 MONTHS OF INVENTORY - BUYERS MARKET
FORT ERIE	24 (-4%)	630 (4%)	24	27% OF LISTINGS SOLD, 11 MONTHS OF INVENTORY - BUYERS MARKET
PELHAM	34 (0%)	195 (17%)	40	27% OF LISTINGS SOLD, 13 MONTHS OF INVENTORY - BUYERS MARKET
WELLAND	11 (+6%)	804 (1%)	10	26% OF LISTINGS SOLD, 10 MONTHS OF INVENTORY - BUYERS MARKET
PORT COLBORNE / WAINFLEET	16 (+5%)	367 (4%)	16	36% OF LISTINGS SOLD, 11 MONTHS OF INVENTORY - BUYERS MARKET

LINCOLN	28 (-18%)	348 (8%)	20	37% OF LISTINGS SOLD, 8 MONTHS OF INVENTORY - BALANCED MARKET
WEST LINCOLN	11 (-58%)	156 (7%)	14	28% OF LISTINGS SOLD, 14 MONTHS OF INVENTORY - BUYERS MARKET
GRIMSBY	63 (+4%)	484 (13%)	37	45% OF LISTINGS SOLD, 6 MONTHS OF INVENTORY - BALANCED MARKET
HAMILTON	144 (-7%)	4152 (3%)	78	32% OF LISTINGS SOLD, 6 MONTHS OF INVENTORY - BALANCED MARKET
ANCASTER	204 (-30%)	536 (38%)	127	34% OF LISTINGS SOLD, 7 MONTHS OF INVENTORY - BALANCED MARKET
STONEY CREEK	81 (-38%)	1023 (8%)	66	27% OF LISTINGS SOLD, 9 MONTHS OF INVENTORY - BUYERS MARKET
DUNNVILLE	4 (-43%)	191 (2%)	8	18% OF LISTINGS SOLD, 22 MONTHS OF INVENTORY - BUYERS MARKET

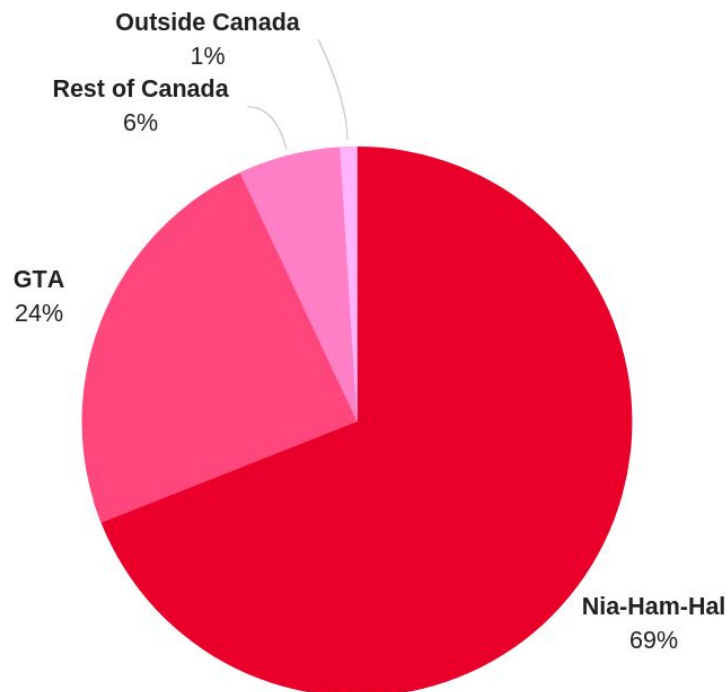
Buyer Demographics

2018 CARRIAGE TRADE BUYER DEMOGRAPHIC
RESIDENCY STATUS



Based on RLP NRC Carriage Trade Sales (750k+) Niagara/Haldimand/Hamilton in 2018

2018 CARRIAGE TRADE BUYER DEMOGRAPHIC BUYER LOCATION



Based on RLP NRC Carriage Trade Sales (750k+) Niagara/Haldimand/Hamilton in 2018

The Carriage Trade Luxury Program

YOUR LUXURY CARRIAGE TRADE LEADER IN NIAGARA OFFERS THE FOLLOWING SUITE OF SERVICES TO OUR CLIENTS:

- COMPREHENSIVE CARRIAGE TRADE LUXURY MARKET ANALYSIS AND REPORTS TO HELP YOU MAKE INFORMED DECISIONS
- FULL MEMBER OF NIAGARA, HAMILTON/BURLINGTON, ORTIS MLS®, AND TORONTO REAL ESTATE BOARDS AND SERVICES
- CARRIAGE TRADE SINGLE PROPERTY WEB SITES
- CARRIAGE TRADE LUXURY BROCHURES
- DISTINCTIVE CARRIAGE TRADE SIGNAGE
- DIRECT MESSAGE TO OUR CARRIAGE TRADE LUXURY TEAMS
- DIGITAL & SOCIAL MEDIA CAMPAIGNS
- POSITIONED ONLINE TO REALTOR.CA, ROYALLEPAGE.CA (#2 REAL ESTATE PORTAL IN CANADA BY COMSCORE), CARRIAGETRADEPROPERTIES.CA, NRCREALTY.CA, HOMEFINDER.CA
- LOCAL & REGIONAL ADVERTISING VIA PRINT & DIGITAL PROMOTIONS

Contact your Royal LePage NRC REALTOR® for Additional Resources, Information, and Investment insight in Niagara, Haldimand, Hamilton areas.



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Statistics based on 2018 Residential Sales (750,000+) provided by ORTIS MLS®