



# If you want to get your home SOLD LIST WITH **RE/MAX** ESCARPMENT!

**OUTPERFORMING THE INDUSTRY...Consistently!**

<div style="background-color: red; color: white; padding: 10px; text-align: center;"> <h2 style="margin: 0;">10%</h2> <p style="margin: 0;">In June, RE/MAX Escarpment Agents sold almost 10% more units than the Board Average!*</p> </div>		
	June New Listings* <b>↑ 1.66%</b>	<b>↑ 5.6%</b>
	Listings Year-to-date* <b>↓ 1.68%</b>	<b>↑ 3.53%</b>
	June Unit Sales* <b>↑ 1.86%</b>	<b>↑ 11.68%</b>
	Unit Sales Year-to-date* <b>↓ 3.84%</b>	<b>↑ 4.74%</b>

\* Compared to the same time period in 2012. Source: RAHB June 2013.

## LISTINGS, SALES, AVERAGE SALE PRICE ALL UP

The REALTORS® Association of Hamilton-Burlington (RAHB) reported 1367 properties sold through the RAHB Multiple Listing Service® (MLS®) in June. This represents a 2.7 per cent increase in the number of sales over June of last year.

There were 1980 properties listed in June, an increase of 2.5 per cent over June of last year. The average sale price of \$397,374 was an increase of 8.5 per cent over the previous June.

"After a record-breaking month for sales in May, June settled into more of a normal pattern," said RAHB CEO Ross Godsoe. "While June sales were higher than last year at this time, they fell a little below the 10-year average for the month."

Seasonally adjusted\* sales of residential properties were 4.4 per cent higher than the same month last year, with the average sale price up 8.8 per cent for the month. Seasonally adjusted numbers of new listings were 2.2 per cent higher than the same month last year.

Actual overall residential sales were 1.9 per cent higher than the previous year at the same time. Residential freehold sales were 2.6 per cent higher than last year while the condominium market saw a decrease in sales of 1.3 per cent. The average sale price of freehold properties showed an increase of 6.8 per cent over the same month last year; the condominium market saw an increase of 10.1 per cent when compared to the same period last year.

The average sale price is based on the total dollar volume of all residential properties sold. Average sale price information can be useful in establishing long term trends, but should not be used as an indicator that specific properties have increased or decreased in value.

The average days on market decreased from 38 days to 37 days in the freehold market and increased from 40 days to 46 days for condominiums.

Year to date, listings are down 1.1 per cent compared to the same period last year, while sales are 3.3 per cent lower. The average sale price for the first half of the year is 7.7 per cent higher than the same period last year.

"We are still a little behind where we were last year in numbers of sales and listings for the first half of the year, but the gap is decreasing as the year progresses," added Godsoe. "Our average sale price continues to be higher than it was the first six months of last year. How recent announcements of increases in some mortgage rates will affect the rest of the year is still to be seen."

### MARKET ACTIVITY in Selected RAHB Areas - June 2013

Areas	Number of Sales		Average Sale Price	
	2012	2013	2012	2013
Hamilton West	65	77	\$297,998	\$336,649
Hamilton East	80	68	\$204,712	\$197,212
Hamilton Centre	109	103	\$165,610	\$179,562
Hamilton Mountain	193	183	\$265,670	\$283,813
Burlington	311	325	\$458,668	\$498,210
Ancaster	54	64	\$462,924	\$459,109
Dundas	26	23	\$338,550	\$421,778
Flamborough	36	27	\$484,689	\$519,419
Waterdown	41	34	\$407,794	\$430,738
Stoney Creek	83	85	\$315,264	\$317,831
Grimsby	47	41	\$383,812	\$338,947
Glanbrook	35	44	\$357,139	\$348,598
Dunnville (61)	6	7	\$171,583	\$185,129
Caledonia	15	12	\$279,053	\$300,500

Note: Numbers of sales represents sales reported on properties listed on the Multiple Listing Service (MLS®) of the REALTORS® Association of Hamilton-Burlington. Average sale price is calculated by dividing the total dollar volume of sales (not shown) by the number of sales in that month.

\*Seasonal adjustment removes normal seasonal variations, enabling analysis of monthly changes and fundamental trends in data.