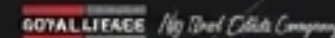


# April 2026 Market Pulse

Residential Statistics & Leverage Diagnostics  
for Niagara, Haldimand & Hamilton



### Volume (The Supply Tightening)

**-12.8%**



YTD decline in total Niagara listings.  
Fresh supply is actively restricting  
compared to 2025.

### Price (The Buyer's Opening)

**-\$57,000**



The average Niagara sale price sits at  
\$626k, representing an 8.3% YTD drop.  
Affordability is inching back into the market.

### Pace (The Seller's Resilience)

**97%**



Average Sale Price to List Price ratio.  
Despite longer days on market (46 DOM),  
sellers who price correctly are still  
capturing their targeted value.

**1,459  
Total New  
Listings**

**Freehold Market**

**Volume:**  
1,247 Listings | 484 Sales

**Valuation:**  
\$646k Average Price

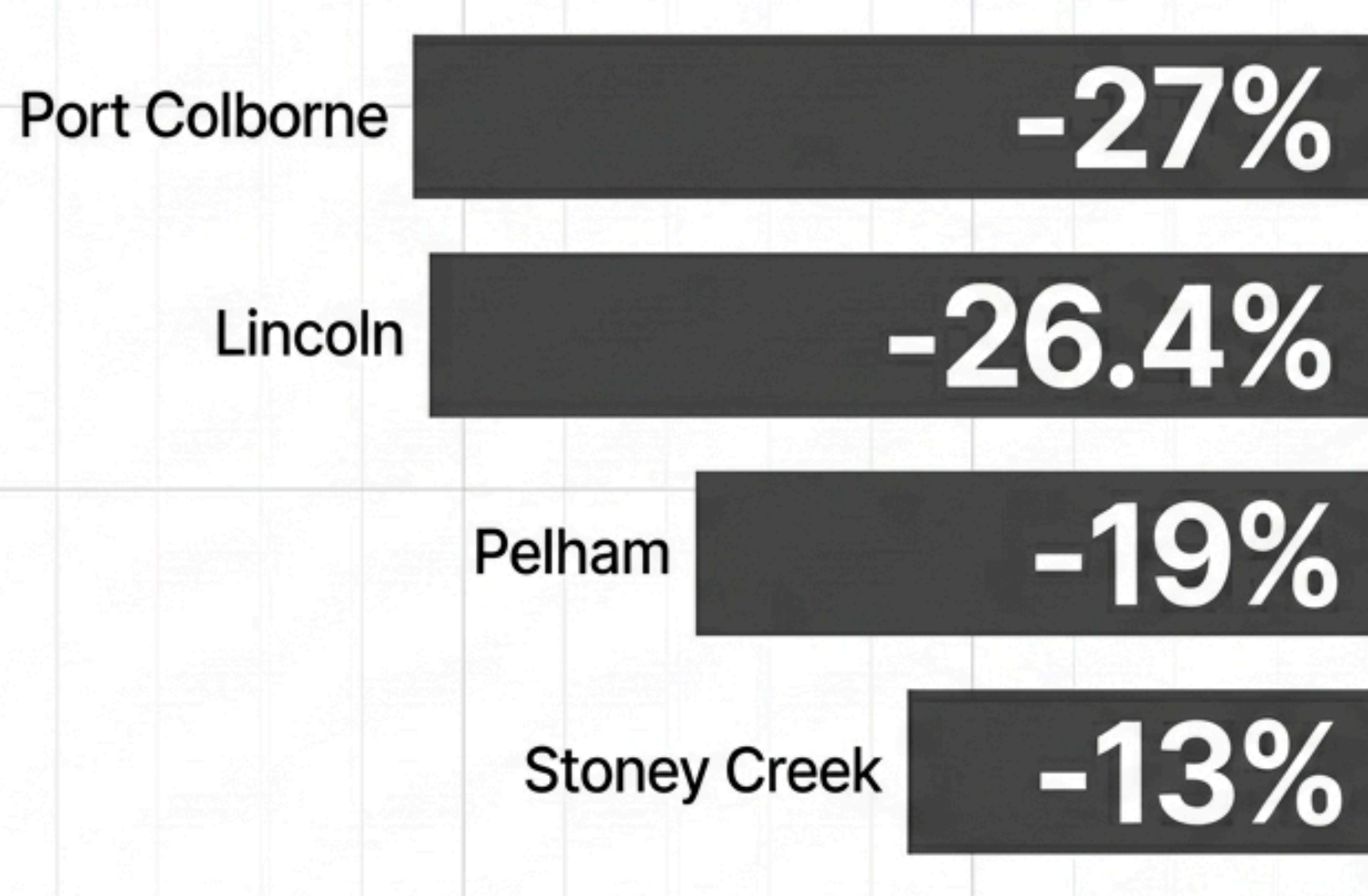
**Condo Market**

**Volume:**  
212 Listings | 66 Sales

**Valuation:**  
\$476k Average Price

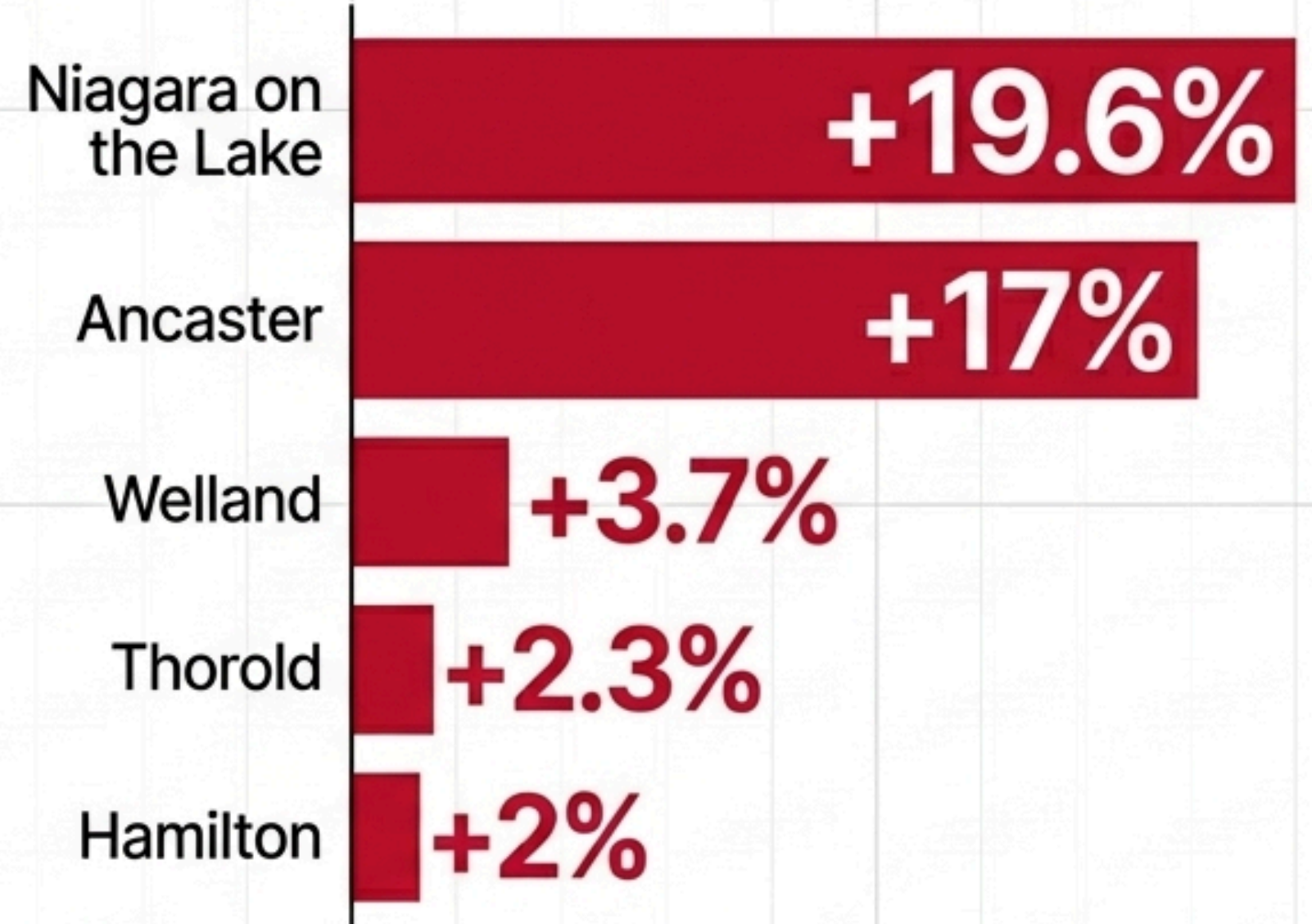
**Market Pace: 46 Days on Market | 5 Months of Inventory (Balanced)**

## The Listings Pullback (YTD)



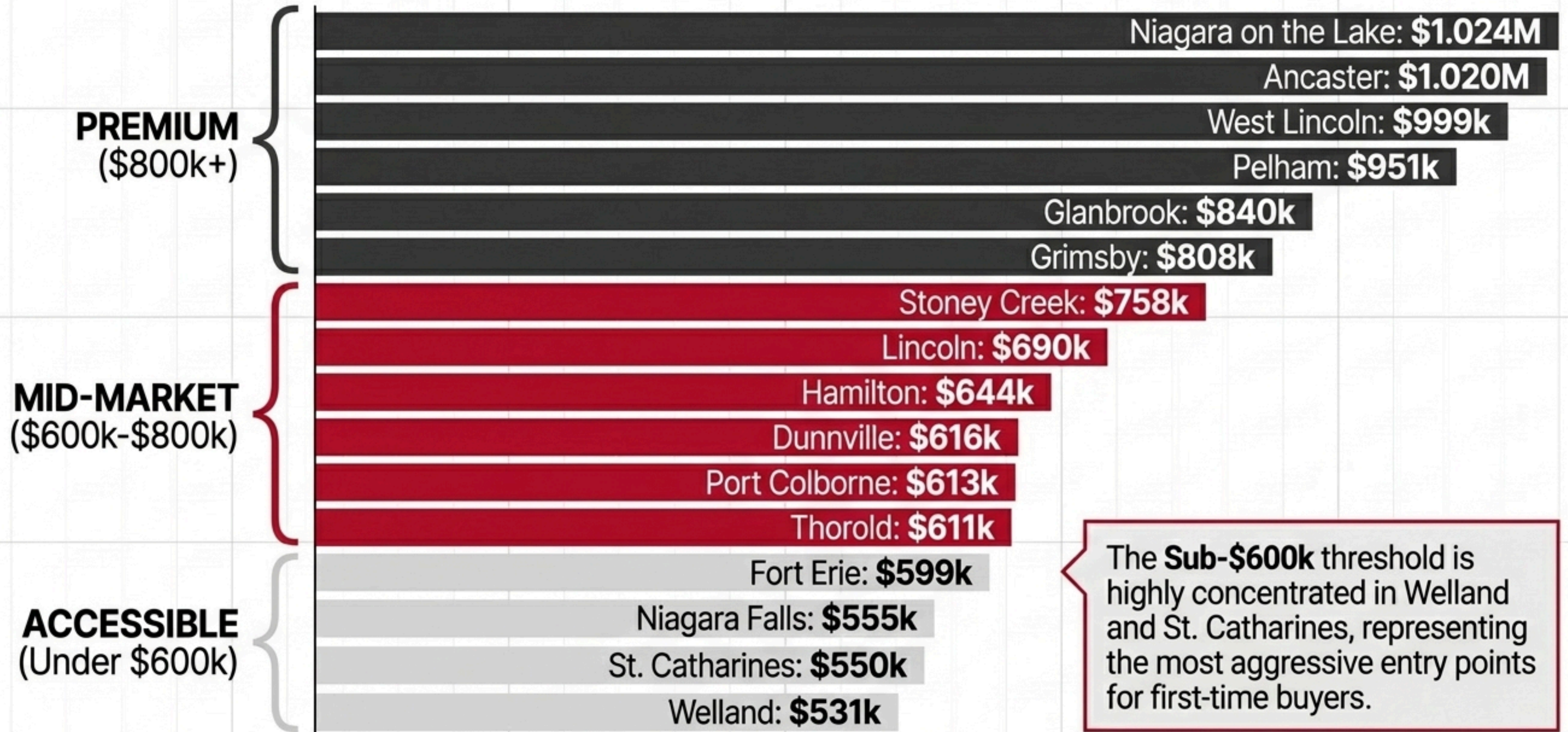
**Sellers are holding back.** Sharp double-digit declines in new listings are visible across key municipalities.

## Sales Resilience (YTD)

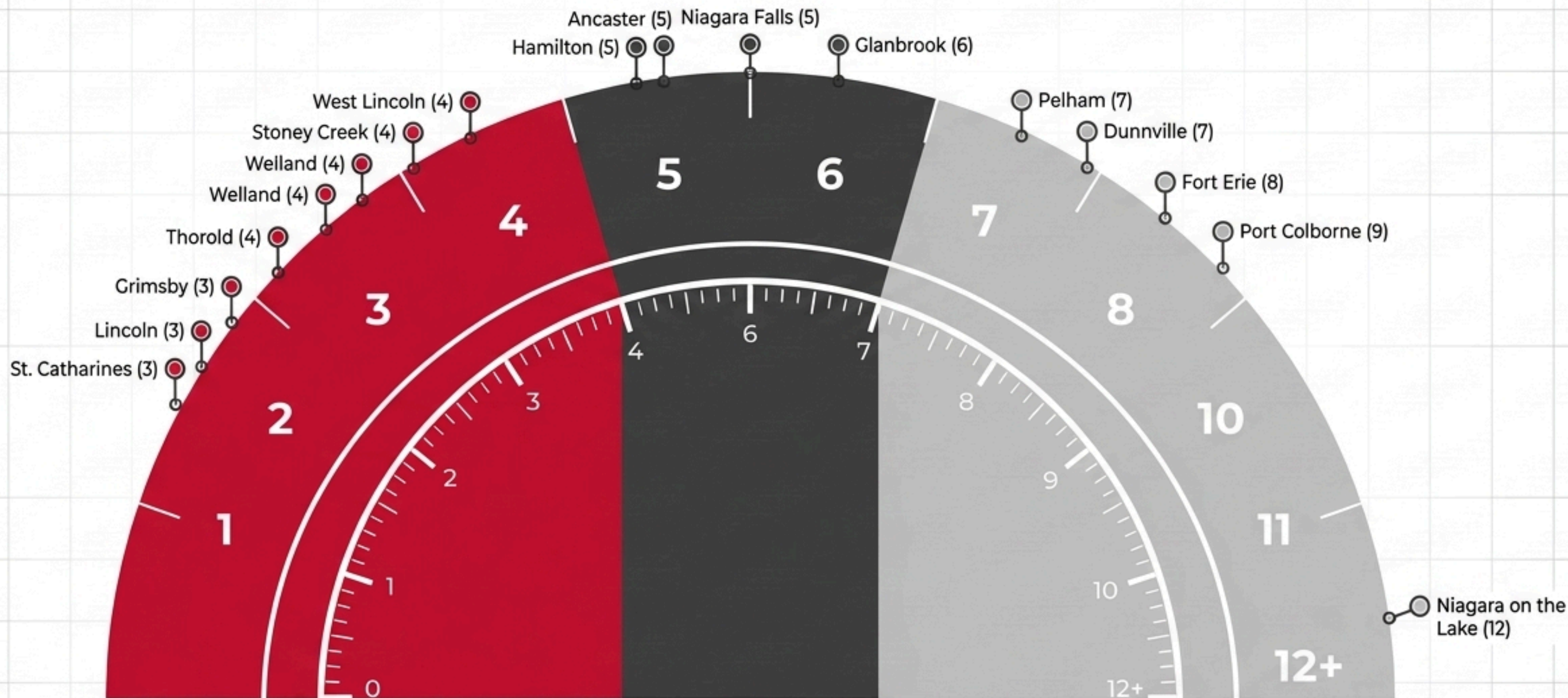


**Demand finds a way.** Despite lower regional inventory, specific localized markets are seeing significant year-over-year sales growth.

# THE AFFORDABILITY SPECTRUM: Average Sale Price Ranking



# MONTHS OF INVENTORY (MOI)

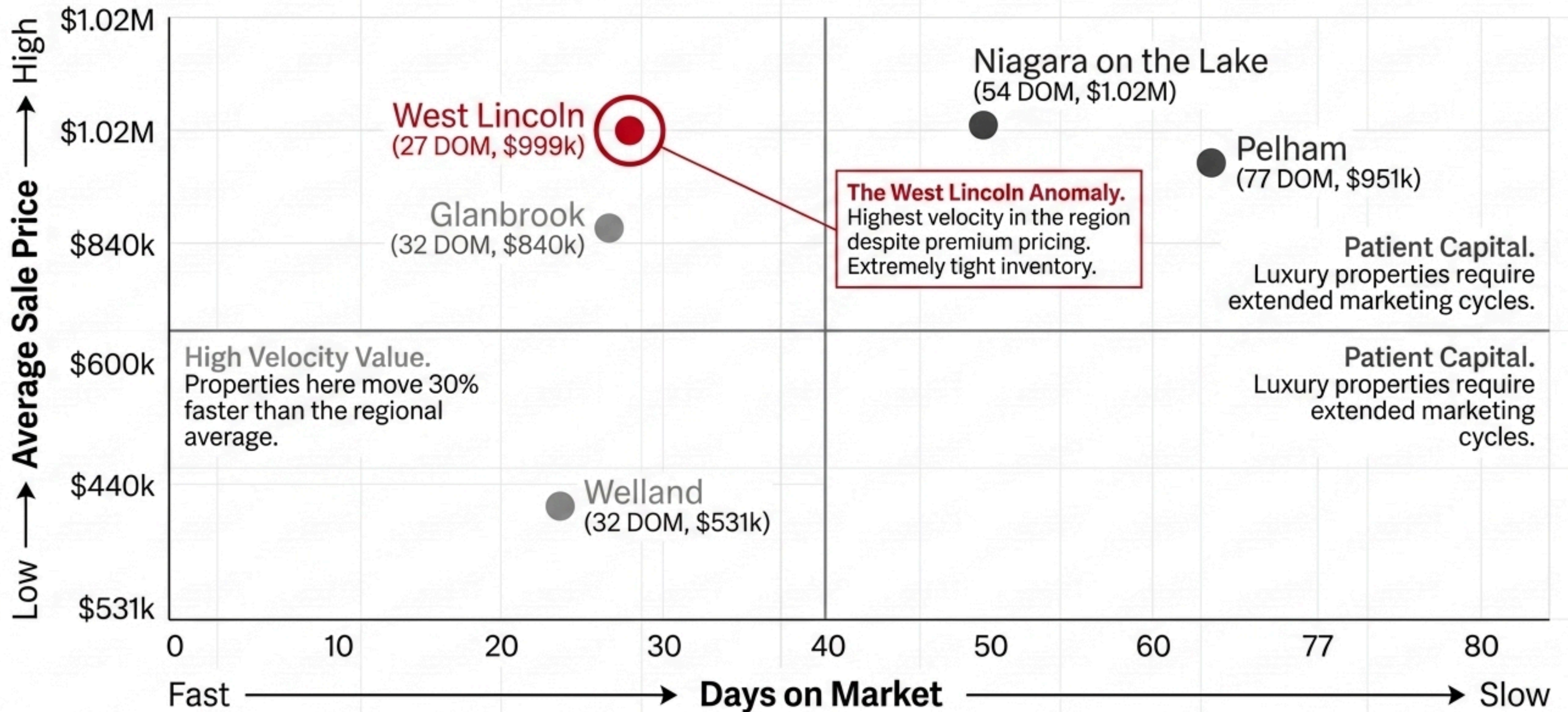


**Seller's Market (1-4 Months):**  
Inventory is absorbed rapidly;  
sellers dictate terms.

**Balanced Market (5-6 Months):**  
Equilibrium between supply and  
demand.

**Buyer's Market (7+ Months):**  
Excess inventory; buyers have  
negotiation power and choice.

# MARKET VELOCITY VS. PRICE: Regional Scatter Plot



## Hamilton

**702** New Listings  
(Volume Leader)  
**5** MOI | **42** DOM  
**\$644k** Avg Price

## Stoney Creek

**204** New Listings  
**4** MOI | **40** DOM  
**\$758k** Avg Price

## Ancaster

**122** New Listings  
**5** MOI | **50** DOM  
**\$1.02M** Avg Price

## Glanbrook

**87** New Listings  
**6** MOI | **32** DOM  
**\$840k** Avg Price

**Remarkable Price Retention.** Despite varying inventory levels, Sale Price to List Price (SP/LP) sits at an ironclad **98%** across Hamilton, Stoney Creek, and Glanbrook, with Ancaster trailing just slightly at **97%**.

# Market Execution Playbooks

## Buyer Opportunities

**Target Geography:** Niagara on the Lake (Highest leverage at **12 MOI**) and Fort Erie (**8 MOI**).

**Target Price Points:** Welland and St. Catharines offer the best entry-level pricing strictly **under \$550k**.

**Strategic Stance:** Negotiate aggressively in the 7+ MOI zones. With regional prices down **-8.3%** YTD, the macro environment favors buyer patience.

## Seller Advantages

**Target Geography:** Grimsby, Lincoln, and St. Catharines remain strongholds with a hyper-low **3 MOI**.

**Target Velocity:** West Lincoln is moving properties at a rapid **27 Days on Market**.

**Strategic Stance:** Price accurately, hold firm. Across all municipalities, properties are selling **between 95% and 98% of list price**. The market rewards realistic initial pricing with reliable closings.

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