



2021 ANNUAL REPORT NIAGARA FALLS

LEGEND: # of Sales | Average Sale Price | Cumulative Days on Market

Supply Issues

Imagine an upside-down checkmark. That is a fair visual representation of the supply of new listings in Niagara Falls for 2021. Compared to the average over the last decade, January started out slow at 29% below the average. The comeback started as February and March were up 11% and 48%(!) respectively. Then the decline began which saw 7 consecutive months in negative territory, with some months 20-25% below average. That set up a market which strained under the weight of relentless demand.

Number of Homes Sold

After recovering from the direct hit of COVID in early 2020 which essentially put everything in life on hold, the year 2020 went on to produce the 2nd highest total number of sales on record. Still incredible to ponder that thought. That said, 2021 came along and beat 2020 by nearly 200 sales easily taking over 2nd place. Yes, still behind the epic 2016 which is still the only year in the history of Niagara Falls real estate to top 2,000 sales.

An example of where the lack of supply of new listings met head on with increased demand at the end of 2021 was October and November where supply of new listings was down by 11% and 15% respectively while the demand or number of sales were up by 24% and 15%. Similar to everywhere else in Niagara (and beyond) is these dynamics lead to escalating sale prices.

Days to Sell

If the supply of new listings resembled an upside-down checkmark, the time it took to sell a home over the last 5 years resembled an anthill. After 2 relatively quick years in 2016 and 2017 (25 days or so), the time it took to sell a home grew 51 in the slower market of 2019. It will come as no surprise that the 2020 market was quicker and the 2021 even quicker. The time it took to sell a home in 2021 was the fastest in modern times at only 21 days on average.

A Trend to Watch

Similar to other area of the region, while the first half of 2021 set monthly sales records (# of sales), the second half showed a definite trend towards normal. Up until June, each month set records for monthly sales however from July through December, the monthly sales data was somewhere between the records set in the second half of 2020 and what could be considered normal volume.

No one is anticipating the first half of 2022 to replicate the first half of 2021, but we still expect to see elevated levels of buyer demand. Unless that new listing inventory picks up its pace, we'll continue to see a competitive market with multiple offers and further price growth.

If you are interested in taking a deeper look into the Niagara Falls real estate market or a specific property, please feel free to reach out anytime.

ALL RESIDENTIAL

2021		% change
1,911 Sold		+18%
\$665,000		+29%
21		-49%

DETACHED

2021		% change
1,496 Sold		+17%
\$700,000		+29%
19		-54%

NEWER THAN 5 YEARS

2021		% change
292 Sold		+15%
\$784,000		+19%
35		-50%

\$1 MILLION & UP

2021		% change
133 Sold		+202%
\$1,314,000		+5%
38		-56%

*According to MLS(r) data for residential real estate.

*CDOM represents the cumulative days on market for a property, taking into account previous days on market for a property that is cancelled and re-listed.

