



2021 MARKET OUTLOOK:

**ESTIMATED AVERAGE RESIDENTIAL
SALES PRICE IN 2021:**

↑ 10%

2020 (Jan-Oct): **\$260,000**
2021 (Forecast): **\$286,000**

- Growing demand and low housing supply will continue to push prices upward across all housing types.
- Move-over buyers with considerable home equity will likely continue relocating into the area due to the lower price point and slower pace of life.
- Limited inventory and lack of new construction are expected to keep the number of transactions flat in 2021.

DRIVING DEMAND



Move-over homebuyers

POPULAR PROPERTY



One-storey detached & townhomes

HOTTEST NEIGHBOURHOODS



- North Cornwall
- Long Sault
- Glen Water

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 15%

2019 (full year): **\$226,000**
2020 (Jan-Oct): **\$260,000**

- Low housing inventory and out-of-town buyers have contributed to rising prices throughout 2020.
- COVID-19 prompted rising interest in larger properties with good high-speed Internet to allow for a work-from-home set-up.
- Demand for luxury homes has increased among buyers from nearby Ottawa and Montreal.

ENTRY-LEVEL MARKET



Typical Buyer: Young couple
Typical Property: Townhome
Average Price: \$200K-\$300K

LUXURY MARKET



Typical Buyer: Move-over buyer
Starting Price: \$500K

CONDO MARKET



Typical Buyer: Retiree/Downsizer
Average Price in 2020: \$253,000