



2021 MARKET OUTLOOK:

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

↑ **3%**

2020 (Jan-Oct): **\$696,351**
2021 (Forecast): **\$717,241**

- An expected influx of immigration, continued work-from-home mandates, and the growing infrastructure of the region are expected to be some of the most prominent factors impacting average sale price in 2021.
- A balanced market is anticipated for 2021.
- Days on market are expected to increase if inventory grows as expected.

DRIVING DEMAND



Move-over homebuyers

POPULAR PROPERTY



Two-storey detached & townhomes

HOTTEST NEIGHBOURHOODS



- Oshawa
- Clarington
- Whitby

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ **14%**

2019 (full year): **\$611,342**
2020 (Jan-Oct): **\$696,351**

- Demand is currently outpacing supply, which has had an impact on average home prices across the region.
- There is currently 1.1 months of housing supply available.
- An influx of buyers from outside the region was a prominent trend of 2020, with most seeking larger properties, more space.

ENTRY-LEVEL MARKET



Typical Buyer: Young couple
Typical Property: Townhome
Average Price: \$600K

LUXURY MARKET



Typical Buyer: Family
Starting Price: \$1.5M

CONDO MARKET



Typical Buyer: Retiree/Downsizer
Average Price in 2020: \$422,919