



2021 MARKET OUTLOOK:

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

↑ 13%

2020 (Jan-Oct): **\$466,154**
2021 (Forecast): **\$526,754**

- The influx of out-of-town homebuyers is anticipated to have a direct impact on average home prices in 2021.
- Access to high-speed Internet is thought to be one of the main priorities for buyers in 2021.
- Days on market are expected to decline in 2021.

DRIVING DEMAND



Out-of-town homebuyers

POPULAR PROPERTY



One- and two-storey detached home

HOTTEST NEIGHBOURHOODS



- Huntsville
- Bracebridge
- Gravenhurst

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 20.3%

2019 (full year): **\$387,490**
2020 (Jan-Oct): **\$466,154**

- There is currently 1.3 months of housing inventory available in the region.
- New construction developments are facing delays due to cost increases in materials and a shortage of labour.
- The influx of out-of-town buyers looking for more space amidst the pandemic was the strongest market driver in 2020.

ENTRY-LEVEL MARKET



Typical Buyer: Family
Typical Property: Single-detached home
Average Price: \$300K-\$400K

LUXURY MARKET



Typical Buyer: Out-of-town buyer
Starting Price: \$2M

CONDO MARKET



Typical Buyer: Retiree/downsizer
Average Price in 2020: \$375,558