



2021 MARKET OUTLOOK:

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

↑ 12%

2020 (Jan-Oct): **\$533,198**
2021 (Forecast): **\$597,181**

- Migration of homebuyers from the Greater Toronto Area, Peel and Halton regions are thought to be a main driver of higher average home prices in 2021.
- Supply is anticipated to grow in 2021, to just over 2 months worth of inventory.
- Days on the market are expected to remain unchanged.

DRIVING DEMAND



Out-of-town homebuyers

POPULAR PROPERTY



Two-storey detached home

HOTTEST NEIGHBOURHOODS



- Crystal Beach/
Ridgeway
- Lincoln/Crowland
- Lincoln Mall

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 19%

2019 (full year): **\$449,410**
2020 (Jan-Oct): **\$533,198**

- The demand for single detached homes has outstripped all other housing types in 2020.
- There is currently 1.9 months of supply available.
- 2020 saw the demand for condominiums and the overall more urban market soften somewhat.

ENTRY-LEVEL MARKET



Typical Buyer: Young couple
Typical Property: Single detached
Average Price: \$350K - \$450K

LUXURY MARKET



Typical Buyer: Move-up buyer
Starting Price: \$1.2M

CONDO MARKET



Typical Buyer: Families &
retirees/downsizers
Average Price in 2020: \$354,850