



## 2021 MARKET OUTLOOK:

**ESTIMATED 2021 AVERAGE  
RESIDENTIAL SALES PRICE:**

**↑ 5%**

2020 (Jan-Oct): **\$1,169,468**  
2021 (Forecast): **\$1,227,941**

- Low interest rates are expected to be the top factor impacting the local housing market in 2021.
- While currently a seller's market, Oakville could begin to transition toward a balanced market.
- Low inventory is expected to be a major concern that will have a direct impact on home availability and prices.

### DRIVING DEMAND



Move-up homebuyers

### POPULAR PROPERTY



Condos & two-story detached homes

### HOTTEST NEIGHBOURHOODS



- Glen Abbey
- River Oaks
- South East

## 2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL  
SALES PRICE:**

**↑ 13.9%**

2019 (full year): **\$1,026,539**  
2020 (Jan-Oct): **\$1,169,468**

- Despite COVID-19, Oakville did not see much of a change in buyer sentiments in terms of their home-buying criteria.
- There is currently two to three months of inventory available.
- Generally, the condo market is moving at the same pace as detached homes in the region.

### ENTRY-LEVEL MARKET



**Typical Buyer:** Young couple  
**Typical Property:** Condominium  
**Average Price:** \$400K-\$600K

### LUXURY MARKET



**Typical Buyer:** Move-up buyers  
**Starting Price:** \$3M

### CONDO MARKET



**Typical Buyer:** Single homebuyer, young couple  
**Average price in 2020:** \$617,626