



2021 MARKET OUTLOOK:

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

↑ 7%

2020 (Jan-Oct): **\$524,956**
2021 (Forecast): **\$561,702**

- If inventory levels improve as anticipated, days on the market are expected to increase in 2021.
- Ottawa is anticipated to continue in seller's market territory in 2021.
- Upcoming developments in Orleans, Barrhaven and Kanata/Stittsville are expected put these areas in highest demand.

DRIVING DEMAND



Move-up homebuyers

POPULAR PROPERTY



One-storey detached home

HOTTEST NEIGHBOURHOODS



- Orleans
- Barrhaven
- Kanata/Stittsville

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 19.2%

2019 (full year): **\$441,693**
2020 (Jan-Oct): **\$524,956**

- The condo market has been performing incredibly well since the start of COVID-19.
- There is currently one month of housing inventory available.
- The luxury market has seen a large spike in demand over the course of 2020, driven largely by move-up buyers.

ENTRY-LEVEL MARKET



Typical Buyer: Young couple
Typical Property: Townhome
Average Price: \$400K-\$500K

LUXURY MARKET



Typical Buyer: Move-up buyer
Starting Price: \$900K

CONDO MARKET



Typical Buyer: Single buyer,
retiree/downsizer
Average Price in 2020: \$378,385