



## 2021 MARKET OUTLOOK:

**ESTIMATED 2021 AVERAGE  
RESIDENTIAL SALES PRICE:**

**↑ 15-20%**

2020 (Jan-Oct): **\$406,861**  
2021 (Forecast): **\$478,062**

- Positive economic conditions are likely to continue next year, resulting in an active local housing market in 2021.
- Housing supply shortage is expected to persist across resale and new-construction properties.
- Influx of homebuyers moving from the Greater Toronto Area and surroundings will continue to put upward pressure on prices.

### DRIVING DEMAND



Move-over homebuyers

### POPULAR PROPERTY



Townhomes & 2-storey detached homes

### HOTTEST NEIGHBOURHOODS



- Lakeshore
- LaSalle
- South Windsor

## 2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL  
SALES PRICE:**

**↑ 21%**

2019 (full year): **\$335,697**  
2020 (Jan-Oct): **\$406,861**

- Windsor continued to be an active market in 2020 due to its lower price point, warmer climate and strong economy.
- COVID-19 had little direct impact on the local housing market, however more move-over buyers from the Greater Toronto Area have stretched supply.
- Limited housing supply resulted in multiple-offers and rising prices.

### ENTRY-LEVEL MARKET



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

### LUXURY MARKET



**Typical Buyer:** Move-up homebuyer  
**Starting Price:** \$850K

### CONDO MARKET



**Typical Buyer:** Retiree/Downsizer  
**Condos are limited**, while townhomes are similarly priced and in greater supply.