



2020 MARKET OUTLOOK:

ESTIMATED AVERAGE RESIDENTIAL SALES PRICE IN 2020:

2019 (Jan-Oct): **\$1,120,176**

2020 (Forecast): **\$1,176,185**

↑ 5%

- The RE/MAX average residential sale price expectation for GTA-Oakville in 2020 is +5% due to low inventory and a strong buyer pool.
- Currently there are 3 months of inventory left, as we move into 2020 this will increase.
- Move-up homebuyers are expected to continue to drive demand in 2020.

DRIVING DEMAND



Move-up buyers

POPULAR PROPERTY



Detached under \$1 million

HOTTEST NEIGHBOURHOODS



There is no single neighbourhood that is moving faster than others. The market is fairly consistent across Oakville, which is expected to continue in 2020.

2019 MARKET OVERVIEW:

AVERAGE RESIDENTIAL SALES PRICE:

2018 (full year): **\$1,113,012**

2019 (Jan-Oct): **\$1,120,176**

↑ 0.64%

The housing market in Oakville is currently balanced which is expected to prevail in 2020 due to no economic changes. Oakville's luxury market, driven by move-up and out-of-area buyers, continues to thrive and is expected to continue in 2020 due to the high liveability of the region and migration from urban city centres like Toronto into suburban cities like Oakville.

FIRST-TIME BUYER



Typical Buyer: Young couple

Typical Property: Townhouse

Typical price in 2019: \$600K-\$700K

LUXURY MARKET



Typical Buyer: Move-up and out-of-area buyers

Average price in 2019: \$3,000,000

CONDO MARKET



Typical Buyer: Young couples

Typical Property: Apartment and townhomes

Average price in 2019: \$612,000