



2020 MARKET OUTLOOK:

ESTIMATED AVERAGE RESIDENTIAL SALES PRICE IN 2020:

2019 (Jan-Oct): **\$335,548**
2020 (Forecast): **\$365,747**

↑ 9%

- The RE/MAX average residential sale price expectation for Windsor in 2020 is +9% due to an increase in sales, and less listings on the market. If this continues into 2020, prices should adjust slightly upwards.
- Currently there is one month of inventory left, as we move into spring 2020 days on the market will likely increase due to home sellers requesting higher listing prices.
- Move-up buyers are expected to continue to drive demand in 2020.

DRIVING DEMAND



Move-up buyers

POPULAR PROPERTY



One-storey detached

HOTTEST NEIGHBOURHOOD



LaSalle will continue to be in demand thanks to the new border crossing at the Gordie Howe Bridge.

2019 MARKET OVERVIEW:

AVERAGE RESIDENTIAL SALES PRICE:

2018 (full year): **\$299,320**
2019 (Jan-Oct): **\$335,548**

↑ 11%

The housing market in Windsor is currently a seller's market, which is expected to prevail into 2020. Housing affordability in the region continues to be a concern as the average price of homes continues to rise as a result of multiple offers. Windsor continues to be a go-to location for retirees moving in from the GTA. Over the course of 2019 there has been an influx of young professionals coming to the Windsor area as a result of affordability in comparison to the GTA. The luxury market has experienced immense growth over the last couple of years however the market is expected to slow down through 2020.

FIRST-TIME BUYER



Typical Buyer: Young couples
Typical Property: Single detached homes
Typical Price Range in 2019: \$225K-\$325K

LUXURY MARKET



Typical Buyer: Move-up buyers
Starting Price for a Luxury Home: \$700K

CONDO MARKET



Typical Buyer: Young couples
Typical Property: 2-bedroom condos