



AVERAGE RESIDENTIAL SALE PRICE

January - February, Year-Over-Year

2017 \$432,859

2018 \$414,604

↓ 4.2%

ESTIMATED AVERAGE RESIDENTIAL SALE PRICE FOR APRIL - JUNE IN 2018

0%

COMPARED WITH \$535,670 FROM THE SAME PERIOD IN 2017

Activity in Barrie's housing market was driven primarily by move-over buyers from the GTA looking for affordability and good value. Prices are expected to remain consistent throughout the year, although the volume of sales will likely be lower than initially forecasted. The OSFI stress test rules and immigration growth have had the greatest impact on sale price and activity this year. New condominium and housing projects planned in Salem and Hewitt's Secondary Plan in 2018 and into early 2019 are expected to increase inventory.



ONE FEATURE BUYERS SHOULD LOOK FOR

Proximity to work



THE UP-AND-COMING NEIGHBOURHOOD

Southern Barrie's annexed lands



ONE FEATURE SELLERS SHOULD PROMOTE

Transportation infrastructure



CONDO MARKET

DRIVING DEMAND



Retirees

YEAR-OVER-YEAR AVERAGE CONDO PRICE CHANGE

2017 \$332,931

2018 \$320,011

↓ 3.6%



FIRST-TIME BUYERS

TYPICAL BUYER



Young Families

TYPICAL PRICE RANGE FIRST-TIME BUYERS ENTER THE MARKET

\$400K - \$500K

TYPICAL PROPERTY TYPE PURCHASED BY FIRST-TIME BUYERS



Townhomes



Single-Detached Homes



Condos



LUXURY HOMES

DRIVING DEMAND



Move-Up Buyers

TYPICAL PRICE RANGE FOR LUXURY HOMES

\$800K - \$1.2M

EMERGING LUXURY TRENDS



Large lots
Waterfront properties

UNITS SOLD

January - February

2017 466

2018 325

↓ 30%