



AVERAGE RESIDENTIAL SALE PRICE

January - February, Year-Over-Year

2017 **\$1,256,882**

2018 **\$1,054,433**

↓ **16.1%**

ESTIMATED AVERAGE RESIDENTIAL SALE PRICE FOR APRIL - JUNE IN 2018

↓ **10%**

COMPARED WITH \$1,214,608 FROM THE SAME PERIOD IN 2017

Activity in Oakville's housing market was driven primarily by move-up buyers coming from other areas of the GTA. Prices are expected to drop through the year, despite a significant increase in sale price from 2017 to 2018. The OSFI stress test rules, foreign buyers tax and immigration growth have had the greatest impact on sale price and activity this year. New housing north of Dundas Street continues to be developed and new styles of luxury homes are being introduced.



ONE FEATURE BUYERS SHOULD LOOK FOR

Proximity to/quality of schools



THE UP-AND-COMING NEIGHBOURHOOD

No single specific neighbourhood. New housing communities north of Dundas continue to be developed.



ONE FEATURE SELLERS SHOULD PROMOTE

Proximity to work



CONDO MARKET

DRIVING DEMAND



Retirees

YEAR-OVER-YEAR AVERAGE CONDO PRICE CHANGE

2017 **\$586,655**

2018 **\$550,295**

↓ **6.2%**



FIRST-TIME BUYERS

TYPICAL BUYER



Young Families

TYPICAL PRICE RANGE FIRST-TIME BUYERS ENTER THE MARKET

\$750K

TYPICAL PROPERTY TYPE PURCHASED BY FIRST-TIME BUYERS



Townhomes



Detached



Condos

Single-Family Homes



LUXURY HOMES

DRIVING DEMAND



Move-Up Buyers

TYPICAL PRICE RANGE FOR LUXURY HOMES

\$3M - \$4M

TOP LUXURY TREND



New builds, including newer homes in older neighbourhoods, modern west-coast style of architecture

UNITS SOLD

January - February

2017 **474**

2018 **308**

↓ **35%**