

AVERAGE RESIDENTIAL SALE PRICE

2017 (Full Year)

\$264,750

2018 (Jan - Oct)


\$299,756

↑ 13%

ESTIMATED AVERAGE RESIDENTIAL SALE PRICE IN 2019


↑ 10%

Windsor is a seller's market, which is likely to continue into 2019 due to the region's strong economy and low unemployment rates. Many buyers from Vancouver and Toronto are looking at Windsor as a good investment opportunity due to its affordability and liveability. Retirees and first-time homebuyers continue to drive demand in the region.



FIRST-TIME BUYERS

TYPICAL BUYER




Young Couples


TYPICAL PRICE RANGE

\$225K - \$325K


TYPICAL PROPERTY TYPE




Townhomes



Single-Detached Homes




Condos




CONDO MARKET


DRIVING DEMAND



Young Couples



Young Families



Retirees/
Downsizers

AVERAGE SALE PRICE FOR CONDOS

2018

\$250,000


2019*

\$250,000


*Estimate

0%

MOST POPULAR TYPE OF CONDO



2-Bedroom



2019 PREDICTIONS

- The RE/MAX average residential sale price expectation for Windsor in 2019 is an increase of 10 per cent, as the region continues to play catch up to the rest of the GTA's uptick in sales prices. Buyers are also expanding their search away from city centres to suburban areas like Windsor.
- Developers and builders have begun catering towards the luxury home market because of the challenges that many first-time homebuyers have experienced over the past few years.
- Retirees and first-time homebuyers are expected to continue to drive demand in 2019.



NUMBER OF SALES

January - October

2017 6,060

2018 5,406

↓ 11%