



2021 MARKET OUTLOOK:

**ESTIMATED 2021 AVERAGE
RESIDENTIAL SALES PRICE:**

↑ 15-20%

2020 (Jan-Oct): **\$428,276**

2021 (Forecast): **\$503,224**

- Positive economic conditions are likely to continue next year, resulting in an active local housing market in 2021.
- Housing supply shortage is expected to persist across resale and new-construction properties.
- Influx of homebuyers moving from the Greater Toronto Area and surroundings will continue to put upward pressure on prices.

DRIVING DEMAND



Move-Over Homebuyers

POPULAR PROPERTY



Townhomes and 2-Storey Detached Homes

HOTTEST NEIGHBOURHOODS



- Lakeshore
- LaSalle
- South Windsor

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 28%

2019 (full year): **\$335,697**

2020 (Jan-Oct): **\$428,276**

- Windsor continued to be an active market in 2020 due to its lower price point, warmer climate and strong economy.
- COVID-19 had little direct impact on the local housing market, however more move-over buyers from the Greater Toronto Area have stretched supply.
- Limited housing supply resulted in multiple-offers and rising prices.

ENTRY-LEVEL MARKET



Typical Buyer: Young couple
Typical Property: Single- and semi detached
Average Price: \$350K-\$450K

LUXURY MARKET



Typical Buyer: Move-up homebuyers
Starting Price: \$850K

CONDO MARKET



Typical Buyer: Retiree/Downsizer
Condos are limited, competing against townhouses which are similarly priced.