



2021 MARKET OUTLOOK:

**ESTIMATED AVERAGE RESIDENTIAL
SALES PRICE IN 2021:**

↑ 2%

2020 (Jan-Oct): **\$364,820**
2021 (Forecast): **\$372,116.40**

- High demand is projected to continue in the single-family home space, as buyers continue to take advantage of low interest rates.
- Apartment-style condos are still in oversupply; prices are likely to drop.
- The pandemic has shifted the lifestyle of many Edmontonians, buyers will continue to look for more space for home offices and gyms, as well as properties with larger yards, food gardens and fenced space for dogs or small children.

DRIVING DEMAND



Move-Over Buyers

POPULAR PROPERTY



Single-Detached Homes & Townhomes

HOTTEST NEIGHBOURHOODS



- Anthony Henday Zone (West)
- North Central Zone
- Southwest Zone

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 1%

2019 (full year): **\$361,152**
2020 (Jan-Oct): **\$364,820**

- In 2020, pent up demand pushed sales numbers up, with buyers looking for properties with more recreational space, larger yards, and, when possible, home office space.
- Apartment-style condos are oversupplied, with detached homes and townhomes being the most in-demand.

FIRST-TIME BUYER



Typical Buyer: Single Homebuyers
Typical Property: No single type, buying in all segments
Average Price: \$300,000

LUXURY MARKET



Typical Buyer: Move-up Buyer
Starting Price: \$1,000,000

CONDO MARKET



Typical Buyer: Single Homebuyers & Young Couples
Typical Price: \$222,181