



2021 MARKET OUTLOOK:

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

↑ 3%

2020 (Jan-Oct): **\$283,472**
2021 (Forecast): **\$291,976.16**

- An uptick in activity is anticipated for Winnipeg, as many home sellers that were initially hesitant to sell during the pandemic are reassessing their financial situation and are anticipated to decide on up or downsizing in the new year.
- Number of sales is anticipated to increase by two per cent, as the market is pretty steady and doesn't typically have large up or down swings.

DRIVING DEMAND



Move-Over Buyers

POPULAR PROPERTY



Single Detached Homes

HOTTEST NEIGHBOURHOODS



- River Heights
- St. James
- Crescentwood

2020 MARKET OVERVIEW:

**AVERAGE RESIDENTIAL
SALES PRICE:**

↑ 4%

2019 (full year): **\$271,652**
2020 (Jan-Oct): **\$283,652**

- The luxury market saw slower than normal activity during 2020, this is anticipated to continue in the new year.
- Bidding wars continue to impact move-up buyers, as well as first-time home buyers from entering the market.
- Condo market has slowed in 2020, while detached homes saw an uptick in activity.

FIRST-TIME BUYER



Typical Buyer: Young couples
Typical Property: Single-detached house
Average Price: \$300 - \$400K

LUXURY MARKET



Typical Buyer: Move-up Buyer
Starting Price: \$500K

CONDO MARKET



Typical Buyer: Single Homebuyers &
Young Couples
Typical Price: \$241,785