

Windsor-Essex

Ontario

AVERAGE RESIDENTIAL SALE PRICE

(Q1, Year-Over-Year)

\$211,211

2016

\$246,775

2017

17%



FIRST-TIME BUYERS

Typical first-time buyer:



Young Couples

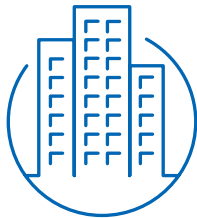
Typical price range first-time buyers enter the market:

\$175K-225K

Typical property type purchased by first-time buyers:



Townhomes Detached Single-Family Homes Condos



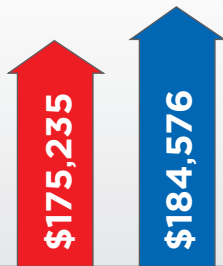
CONDO MARKET

Driving demand for condos:



Retirees

Year-over-year average condo price change:



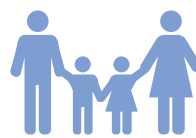
2016 2017

Percentage change: **5%** ↑



LUXURY HOMES

Driving demand for luxury homes:



Move-over Buyers

Typical price range for luxury homes:

\$600,000
TO
\$800,000



Top luxury neighbourhoods:

Russell Woods
Legacy Grove
Seven Lakes

SELLER'S MARKET



Relative affordability in Windsor compared to other, larger markets such as the GTA, has led to high demand from move-over buyers and a brisk housing market to start the year. Activity in the luxury home market is growing, in part due to the construction of new homes and the migration of buyers from other Canadian markets who find good value in Windsor. Overall, townhomes and semi-detached homes are seeing the most activity, with demand primarily driven by downsizers who view Windsor as a great retirement community. The average days on market are approximately 43, with many homes receiving multiple offers within the first few weeks of listing.

UNITS SOLD



1,580 ▸ **1,834** **16%**
2016 2017

Properties sold between January and March compared with the same period in 2016

* Source: Historical values are sourced from CREA or Local Board statistics. Estimates and forecasts are based on the opinion of independent RE/MAX broker/owners and affiliates.