



CHRIS SCOTT TEAM
REAL ESTATE SERVICES

ANNUAL REAL ESTATE REPORT OTTAWA



OTTAWA OVERVIEW

Do you ever feel like you are in the movie Groundhog Day? Well, I certainly do. We are starting the year with school online, COVID is still a part of everyday life, and for home buyers, very few homes to choose from. Prices are smashing price records and making economists and analysts look like they have no idea what they are doing. Is 2022 the year we get back to some normalcy? I don't think anyone could have predicted that a global pandemic would send housing prices through the roof. The question now becomes, what's next?



RESIDENTIAL

\$719,605

Based on 15,318 sales

↑ 23.6% CDOM: 18



CONDO

\$419,683

Based on 4,984 sales

↑ 16.1% CDOM: 24



NUMBER OF UNITS SOLD

RES **5,318 ↑ 6.1%**

CON **4,984 ↑ 10.4%**



COMBINED

\$645,976

Based on 20,302 sales

↑ 22% CDOM: 21

Average sales prices are for 2021 based on MLS sales.

Combined is for all property classes. Arrows are gains/losses from 2020.

FORECAST 2022

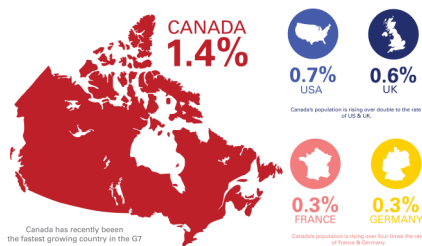
It has been hard to predict how the market would react to the pandemic, now, two years in, it is even more challenging to make any sense of it. I have read everything available including CMHC reports, Economist, and leading analysts' predictions. This year I feel like everyone is being careful with their thoughts. Likely because no one really knows, impossible to predict the unpredictable. I refer to the economic principle of supply and demand. A trend over the pandemic is low inventory, hovering around, or just under one month's supply, a true seller's market. Currently, supply is very low, with just this one indicator it is difficult to see how prices will not go anywhere but up.

REAL ESTATE CHANGING

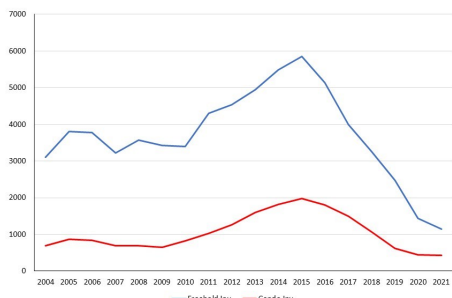
Our industry is constantly changing. There are many new players in the local market that offer a wide range of services to buyers and sellers. You can auction your home, sell it with a call centre in Toronto, use a local Realtor or put a for sale sign on the lawn yourself. There are 3500 agents in Ottawa to choose from. Having this many choices is overwhelming but also very good for the consumer. It forces everyone who wants to compete for your business to up their value proposition. Our team has completely revamped our services for 2022. We are always striving to bring the best value to our clients. We have a menu of services that will help us compete against any platform. So if you are in the market this year to buy or sell, give us a call.

This information is courtesy of local Realtor® Chris Scott & Team. If you would like to know what your home is worth email info@chrisscott.ca or text 613-863-6999 for a free no-obligation market assessment.

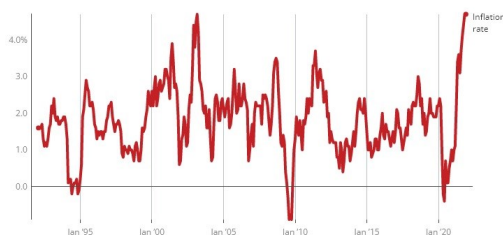
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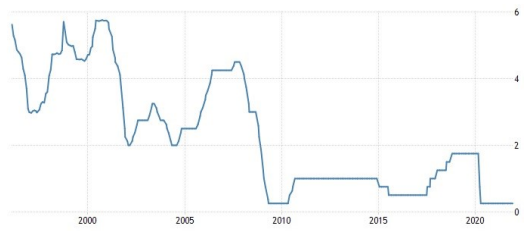
Our Country's Population Growth in 2021



Historic Ottawa Freehold & Condo Inventory Since 2004



Historic Canadian Inflation Rates Since 1995



Variations in Bank of Canada Interest Rates Since 2000

G7 Population Growth 2021

Canada has had the highest population growth in the G7 and also the lowest per capita stock of housing. Quite simply we have a housing supply crisis. This is one of the many reasons why our market prices have escalated so quickly. We can look at all the new developments and cranes in and around our community but it is not enough to have an impact on price gains in 2022. Ottawa in particular has been a sought-after city for new immigration due to its high quality of living.

Inventory

As mentioned above. The very core of the price increases is the basic economic principle of supply and demand. In Ottawa, we simply do not have enough housing for everyone right now. This is putting upward pressure on prices as buyers compete for what becomes available.

Canada's Inflation Rate

Prices are rising rapidly everywhere. One interesting stat is that container ship costs have gone up 500% since 2019. Those costs get passed along to the consumer. Housing, cars, equipment, lumber, and especially food. COVID has brought about so many unique challenges that will have lasting impacts on our economy. One of them will be that the cost of goods and services will continue to rise. This will have an impact on what buyers will be able to afford.

Bank of Canada Overnight Interest Rate

Right now interest rates are the big equalizer. The low rates are making the high prices relatively affordable. How long can these rates stay low? Central bankers are in a tough position. They could decide to act because prices are rising so fast and are not in sync with incomes. If the Bank of Canada should go this route they would also risk causing a housing market downturn. My prediction here is that rates will rise and help slow our market. This will happen in the late summer.

Year	Avg Sale Price	% Change
1981	\$64,896	3.42%
1982	\$71,080	9.53%
1983	\$86,245	21.34%
1984	\$102,084	18.37%
1985	\$107,306	5.12%
1986	\$111,643	4.04%
1987	\$119,612	7.14%
1988	\$128,434	7.38%
1989	\$137,455	7.02%
1990	\$141,438	2.90%
1991	\$143,361	1.36%

Year	Avg Sale Price	% Change
1992	\$143,868	0.35%
1993	\$148,129	2.96%
1994	\$147,543	-0.40%
1995	\$143,193	-2.90%
1996	\$140,513	-1.90%
1997	\$143,873	2.40%
1998	\$143,953	0.10%
1999	\$149,650	4.03%
2000	\$159,511	6.58%
2001	\$175,971	10.32%
2002	\$200,711	14.06%

Year	Avg Sale Price	% Change
2003	\$218,692	9.00%
2004	\$235,678	7.70%
2005	\$244,531	3.80%
2006	\$255,889	4.70%
2007	\$272,618	6.50%
2008	\$289,766	6.30%
2009	\$303,888	4.90%
2010	\$327,255	7.70%
2011	\$343,701	5.20%
2012	\$351,792	2.30%
2013	\$357,346	1.60%

Year	Avg Sale Price	% Change
2014	\$361,707	1.20%
2015	\$367,629	1.70%
2016	\$371,897	1.20%
2017	\$392,474	5.49%
2018	\$407,571	3.89%
2019	\$441,693	8.36%
2020	\$529,675	19.9%
2021	\$645,976	22%
2022	\$691,195	7%

WE GO ABOVE AND BEYOND FOR OUR CLIENTS

2021 Highlights



We are so pleased that we were able to host our Annual Santa Party this year. It was so great to be able to thank our clients by finally being able to hold an event again. We also continued a new annual tradition with our 2nd Annual Stittsville Food Bank Fundraiser, we partnered again with Maverick's Donuts Stittsville who generously donated their holiday 6-pack donuts for us to sell in support of the food bank. The team matched each donation and raised \$2,000 again this year! Our mission is to create a raving fan service experience for every client and bring value long after our clients have bought or sold real estate. If you have any real estate needs in 2022 give us a call.

PERSONAL NOTE

I am very grateful for all the support from our friends, family, and past clients. It has been quite the year! Our team managed to hit some major milestones and had our most successful year so far. I am most proud of how well our systems are working to make sure every client has a great real estate experience.

Most of our business is completely repeat and referral. It is kinda scary to operate this way because we are counting on the support of others. However, we will keep bringing more value to everyone we come in contact with and hope for the best! I look forward to sharing some exciting events and news in the weeks and months ahead. Best wishes to everyone for a happy, healthy, and awesome 2022!! HAPPY NEW YEAR!!

Cheers,



If you know someone looking to buy or sell this year, keep our team in mind. We are always happy to help.

TEXT your address to **613-863-6999** for a detailed housing report on home sales in your area.

Or via QR Code.

