



# The Ottawa Region Report

JUNE 2021

Direct: 613-794-8890



Dan Mayer, Sales Representative

Lysanne Brault, Broker

ROYAL LePAGE Performance Realty, 613-830-3350  
Brokerage, Independently Owned and Operated

"the power of experience & trusted service"

## A Few words

It is not over, but Covid-19 may be under control.

*Hello everyone, we hope you and your family are well. We continue to provide services with full attention to Covid-19 protocols for your and our protection.*

*If anyone in your surrounding is still affected by the Covid-19 virus we extend to you and your dear ones, our most sincere thoughts of hope and courage.*

## Ottawa Market

Our expectations of a summer slowdown of the Ottawa market that we mentioned in earlier newsletters is materializing. The number of buyers has decreased progressively. The 2019/2020 already healthy demand was accelerated by the pandemic in the following way: 1. need for more space to work at home, 2. Working millennials and adults kids leaving home to "escape" close quarters with their parents where everyone works from home, 3. retirement relocation plans advanced by the absent need to remain in Ottawa, 4. not to mention lots of time to explore changes in lifestyle, countryside, cottage living etc.

Consequently, despite the deconfinement which could have created a supply resurgence, we are noticing a soft landing of prices in almost all areas, categories, and price ranges. Typical summer slowdown in a certain way which we had not seen since 2018. The downtown condo market had slowed down at the time of "learn from home" University in Spring-September 2020, and we will likely remain at current price levels in Ottawa, despite the return of students and downtown activities mostly because of the limited out of province/foreign student demand.

Overall, the property demand remains strong compared to the offer (number of homes for sale). It has slowly diminished since the April 2021 lockdown, when we witnessed pockets of homes on less desirable streets or locations give the first signs of "less showings and less offers". Followed a diminution in number of showings to more and more areas, more conditional offers, less "holding back" offer strategies and the average number of days on the market go to double digit.

## WHAT'S IN THE NEWSLETTER

### A few Words / Ottawa Market / Vacant residence tax coming to Ottawa/A Little Funny+

Ottawa Board Residential & Condominium  
Sales Year-To-Date up to May 2021 and % change since last year

TYPE	# UNITS 2021	# UNITS 2020	% OF CHANGE
1.5 Storey	175	99	76.8
2 Storey	4,256	2,573	65.4
3 Storey	436	263	65.8
Bungalow	1,540	989	55.7
Double/SBS	8	4	100.0
Duplex- Up/Down	62	30	106.7
Hi-Ranch	253	131	93.1
Split	255	182	40.1
Other	12	5	140.0
Condominium	9,323	5,679	64.2

*\*\*The Board cautions that averages sale price information can be useful in establishing trends over time but should not be used as an indicator that specific properties have increased or decreased in value. The average sale price is calculated based on the total dollar volume of all properties sold.*

**Residential and Condominium Sales  
(Year-to-date up to May 2021)  
And % change over last year**

The year-to-date data in this newsletter does not show this slow down because it is cumulative. They are influenced mostly by the shutdown of spring 2020. The statistics for July in our next newsletter will portrait our current slowdown better.

**Vacant residence tax coming to Ottawa**

On June 9<sup>th</sup> ,2021, City Council directed staff to develop a tax regime for a Vacant unit tax program to be implemented in 2022, with billing to start in 2023.

The tax's goal is "to help increase Ottawa's housing supply by encouraging homeowners to occupy or rent their properties. The revenue generated would be used to support affordable housing programs"

This idea originates from Real Estate markets such as Vancouver and Toronto, where large numbers of foreign buyers, "hide" their money in Real Estate in stable countries, such as Canada.

"The proposed tax would see owners of residential properties left vacant more than half the year pay a tax of about one per cent of the property's value as part of their final property tax bill. The tax would not apply to an owner's principal residence", City Council indicates.

We realize this may not affect you directly if you are not investing in that way. It may however affect you indirectly by ensuring your neighborhood's homes are occupied and not left vacant which tends to attract poor exterior maintenance as well as undesirable consequences including sometimes residents 😊 of the 4-legged types.

**ENJOY THE SUMMER!**

Feel free to give us a call if you have any questions.

We will keep you informed on development, and of course we remain in constant contact with our clients who are/plan to buy to sell this year.

Lysanne Brault and Dan Mayer  
Your Broker and Salesperson for Life  
Selling or buying a home? For World class, professional and bilingual service contact  
Lysanne Brault at 613-794-8890 or  
Dan Mayer at 613-315-8363  
Also visit [www.lbhome.ca](http://www.lbhome.ca)

PRICE RANGE	2021 # OF SALES	2020 # OF SALES	% CHANGE
Under \$100,000	16	19	-15.8
\$100,000-\$149,999	30	45	-33.3
\$150,000-\$199,999	45	115	-60.9
\$200,000-\$249,999	145	281	-48.4
\$250,000-\$299,999	296	382	-22.5
\$300,000-\$349,999	427	498	-14.3
\$350,000-\$399,999	577	496	16.3
\$400,000-\$449,999	667	694	-3.9
\$450,000-\$499,999	582	748	-22.2
\$500,000-\$549,999	679	582	16.7
\$550,000-\$599,999	837	445	88.1
\$600,000-\$649,999	900	357	152.1
\$650,000-\$699,999	783	282	177.7
\$700,000-\$799,999	1,154	334	245.5
\$800,000-\$899,999	782	163	379.8
\$900,000-\$999,999	523	90	481.1
Over \$1000000	880	148	494.6
Total	9,323	5,679	64.2

**Two little funnies:**

**How did doctors come to the conclusion that exercise prolongs life?** The rabbit is always jumping, but it lives for only 2 years. The turtle that doesn't exercise at all, lives 400 years.

**AND: TEACHER: Donald, what is the chemical formula for water?**  
DONALD: H I J K L M N O. TEACHER: What are you talking about?  
DONALD: Yesterday you said it's H to O.