



Ottawa Market Update

We all know that January in real estate is always a bit of a reset month. After a fall spent preparing for the holidays and spending time focusing on family and friends, many of us use the first months of the year to refocus and set our goals for the year ahead. Because of that, it's completely normal to see a slight seasonal dip in activity.

I'm looking at the numbers for this January, and I feel encouraged. Yes, we are seeing an increased in inventory and a very small dip in sales but if you're looking at the last 3 years, it's consistent. To me, that signals confidence. Sellers notice that buyers are out there, and buyers are stepping forward when the right opportunity comes up – regardless of roadblocks like job cuts and economic uncertainty.

What I find very interesting is what is going on in the three major categories. For single-family homes, we see a 10% dip in the number of units sold. But then when you look at townhomes (the entry point for many first-time home buyers), we see a solid 8.4% increase. This is a clear sign that first-time home buyers are ready to move and buying and when this happens, the next group of people (the ones looking to upgrade to a single-family home) will also start to look. While we've been facing challenges with condos, we see an increase in activity compared to the Fall – maybe an early sign of stabilization. Also, with our workforce going back to work in office, people will be looking to buy condos closer to the city.

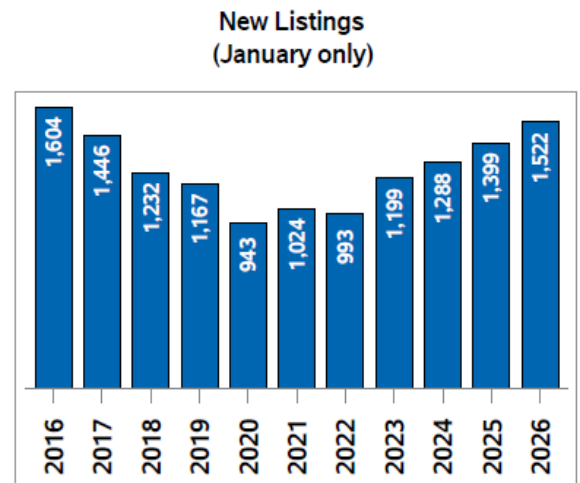
The Royal LePage projections are modest for 2026: approximately 2% for single-family homes and 1% for condos. Nothing dramatic, and honestly, that's a good thing. Ottawa's strength continues to be its stability. With our solid employment base and strong government presence, we're well-positioned, especially when compared to regions like Greater Vancouver and Greater Toronto Area, where price decreases of over 3% are being forecasted.

Overall, what I'm seeing is a healthy, balanced market. No sharp corrections, just steady movement. I'm also seeing more activity in my pool of clients this year compared to last. Conversations are happening earlier. Plans are forming sooner. That tells me this spring could be an active one.

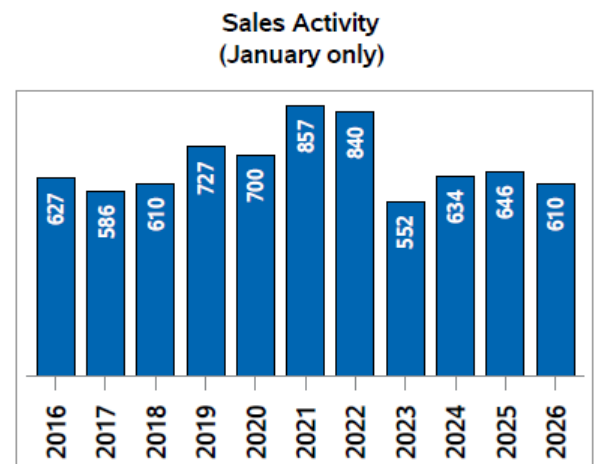
WHAT'S IN THE NEWSLETTER

Ottawa Market Update // Ottawa's New Zoning Rules – what you need to know // Ottawa Vacant Unit Tax Reminder // Exciting News

Ottawa Board Residential & Condominium January 2026 new listings – over 10 years



Ottawa Board Residential & Condominium January 2026 sales – over 10 years



Ottawa's New Zoning Rules – What you need to know

In case you didn't know, Ottawa City Council just approved a major update to the city's zoning by-law, the first real overhaul in nearly 20 years! These changes are completely in line with where our city needs to be, designed to increase housing options, support growth, and make development more predictable for both homeowners and developers.

Many areas that were previously limited to single-family homes will now allow more than one dwelling / multiplexes without needing a separate rezoning process. Buildings up to three storeys are generally permitted, while taller developments may be allowed along major transit corridors or in designated growth areas, which will create opportunities while maintaining the character of established neighbourhoods.

The removal of minimum parking requirements for many new developments has also been changed. This encourages walkable, transit-friendly communities that make it easier for people to live, work, and play closer to home.

The update also promotes mixed-use development, allowing homes, shops, services, and small home-based businesses to coexist; helping neighbourhoods feel more vibrant and connected.

This means more options and flexibility across the city, including easier access to homes in highly desirable areas. The new rules will also increase interest from developers looking to create diverse housing.

While all this is very new, if you have a particular project in mind, reach out so we can work together with the city planners to answer your questions.

Ottawa Vacant Unit Tax Reminder: If you live in Ottawa, friendly reminder that you need to submit your Vacant Unit Tax declaration by March 31. If you are late and missed filing, the penalty is \$250 and the tax may be automatically applied to your June bill.

Exciting news: Someone has joined my team to help me serve you better. We are working closely together to streamline processes and make exciting changes to our marketing strategies. Stay tuned for more information coming soon and a formal introduction 😊

**January 2026 Average Sale Price, Number
of sales & percentages of change vs January 2025
(excludes some categories)**

SINGLE FAMILY HOME

\$828,161 -5.8 % AVERAGE PRICE

206 -10.0% UNITS SOLD

TOWNHOME

\$604,649 -1.8 % AVERAGE PRICE

142 +8.4 % UNITS SOLD

APARTMENT

\$386,387 -12.7 % AVERAGE PRICE

91 -21.6 % UNITS SOLD

Helping you find a home that supports the life you're building — with the guidance, trust, and experience you can count on. Where better living begins.

Dan Mayer

Bilingual Sales Representative

2 individual within brokerage in 2025

Executive Circle Award 2024 and 2025

Top 2% in Ontario

National 2% - Top 2% in Canada, GCI and units

**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.