



BEECHWOOD - MAPLE HILLS

REAL ESTATE MARKET *Winter Update*

2020 YEAR-IN-REVIEW

It was a strong year for home sales in Beechwood and Maple Hills in terms of both volume and price. A total of 79 homes sold in 2020 an increase of more than 31% from the 60 that sold in 2019. The **average sale price last year was \$777,000** an increase of more than 5% from the average of \$737,000 the previous year. **Home prices in the neighbourhood have increased by 69% since 2015.** Strong demand resulted in 68% of homes selling at or above full list price and nearly half (49%) selling after being on the market for 7 days or fewer. Average prices by home type were as follows:

Beds	Garage	Sq. Feet	Sale Price
3	Single	1,251	\$623,000
3	Double	2,235	\$820,000
4	Double	2,313	\$849,000

Not included in the data were the 19 Townhomes that sold for an average of \$431,000 and the 5 Semi-Detached homes that sold for an average of \$510,000.

Beechwood - Maple Hills Sales History

	2020	2019	2018	2017	2016	2015
Units Sold	79	60	70	80	79	72
Average List Price	\$742,000	\$740,000	\$661,000	\$591,000	\$509,000	\$472,000
Average Selling Price	\$777,000	\$737,000	\$554,000	\$610,000	\$504,000	\$460,000
% of List	104.7%	99.6%	78.9%	103.2%	99.0%	97.5%
Days on Market	12	27	19	21	32	44
Year over Year Increase	5.4%	12.7%	7.2%	21.0%	9.6%	21.1%

Beechwood - Maple Hills Sales January 1st - December 31st			
	2020	2019	% Change
Units Sold	79	60	31.7%
Average List Price	\$742,000	\$740,000	0.3%
Average Selling Price	\$777,000	\$737,000	5.4%
% of List	104.7%	99.6%	
Days on Market	12	27	

2021 LOOKING FORWARD

According to Statistics Canada, Kitchener-Waterloo is one of the fastest growing urban centres in the country. This growth, especially now, is being driven by buyers moving out of larger urban centres. The ability to work remotely, health concerns and relative affordability are all factors which make Waterloo region attractive to those leaving the GTA. The influx of Toronto based buyers we saw this summer and fall is likely to return in time for the spring market. I fully expect another season of multiple offer bidding wars resulting in offers over list price with few or no conditions and closing dates that suit the sellers needs. **If you are considering selling call today for a no cost, no obligation home evaluation.**

THINKING OF *Selling?*

If you are considering selling your home and would like to work with a realtor that knows the neighbourhood, please call or e-mail.

I offer **no-cost, no-obligation home evaluations**, a "Friends and Neighbours" discount from traditional commission rates and, should you choose to list your home with me, I also offer **complimentary home staging consultations.**

THINKING OF *Buying?*

Ask about my "Listing Alert" system which matches your needs and wants to available properties. Should a listing that matches your criteria become available it will be e-mailed directly to you, often before it appears on the mls website. It's an easy way to ensure you do not miss out on that "perfect" property.



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