

KYLE AND JAY.CA

THE MILTON MONTHLY REAL ESTATE UPDATE

EST. 2012

COVID-19 and the impact on Real Estate in Milton

At the beginning of March 2020, real estate prices in Milton were at an all time high and on a strong upward trajectory. However by mid-March things had started to change. The 193 sales in March represent a slight 1.5% decrease in volume year-over-year. The average price of a home was a staggering \$798,100 up 12.6% year over year. These numbers don't tell the whole story though, prices before mid-March were likely quite a bit higher and have been on a slight downward trend. The average sale price throughout the month was 102% of list price, and inventory currently sits at roughly ~1month of supply.

On March 13th the government of Ontario shut down schools to help "flatten the curve". Both Buyers and sellers noticed that this would impact not only the market, but how real estate business was going to be transacted. Within the following week, showings (at least physical ones) slowed substantially. Economic uncertainty, combined with buyers and sellers not wanting to physically visit homes changed many norms. Many Sellers who did not need to sell opted to remove their homes from the market and some buyers who were not in a rush to purchase took a step back. Real estate has been deemed an essential service so we are still in business and able to help clients, while taking many precautions to keep everyone safe. Things are mostly done electronically, with the help of digital tours, virtual showings/"open houses" as well as e-signatures.

If you would like to discuss your options with regards to making a move in this complex and changing market, call or send us an email. We'd be happy to chat with you and walk you through the best plan of action.

Your local Real Estate Professionals,



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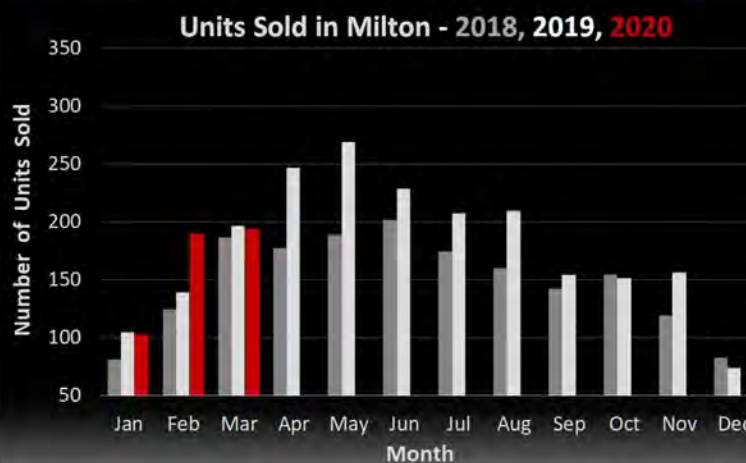
CLIENT'S REVIEW ★★★★★



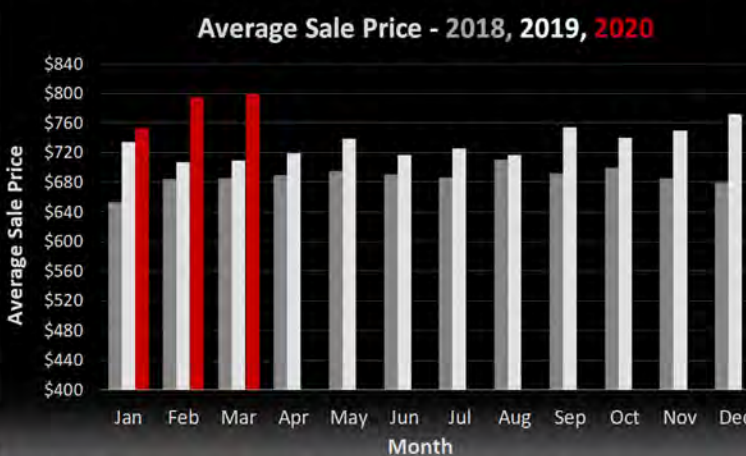
"We used Kyle and Jay to help buy and then sell. The whole process on both ends went very smoothly, we saw and made an offer on our dream home within hours of it being on the market and then managed to get even more than expected as far as a sale price for our home. Even though we were in a bit of a time crunch, we never felt stressed and we are now living in the perfect home for us! We recommend Kyle and Jay to all our friends and family." – Marc and Jessica

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Units Sold in Milton*



Average Sale Price in Milton*



* Statistics based on the Regional R.E. Board & Toronto R.E. Board 2018-2020: www.onregional.ca

Curious as to how to navigate this complex market? Call us now for a complimentary home evaluation and find out what your home is worth!

Not intended to solicit buyers or sellers under contract with a brokerage.

HIGHEST SALE PRICES IN MILTON THIS MONTH:

Double Garage Det	\$1.50M
Single Garage Det	\$925,000
Semi Detached	\$920,000
2-Storey Townhome	\$815,000
Village Townhome	\$736,000
Rear-Lane Townhome	\$737,000
Condo Apartment	\$610,000

4-Bedroom Great Gulf Beauty - 2,690 sq. ft.

Listed: \$1,200,000



Sold Over Asking!

This extensively upgraded property is situated on a premium lot backing onto a ravine. Tucked away on a quiet crescent, just minutes to all the conveniences you'll need, and surrounded by lush ravines. Walk to the grocery stores, restaurants, and a quick drive to highway 401.

Mattamy 30' Lucan Corner - 1727 sq. ft.

Listed: \$899,900



RECORD PRICE

Sold for \$50,100 OVER asking price!

Beautiful Mattamy 4-bedroom "Lucan Corner" on a quiet interior corner lot situated on a family friendly street just minutes to 401, 407, Go Station, parks, schools and shopping. Nicely finished throughout with a finished basement. All this and less than 5 years old.

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Local Realtors Who Know The Local Market

