

2016 Canadian Recreational Housing Report



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National Perspective

Planning for retirement living is among the most common reasons potential buyers give for the purchase of a recreational property. Our survey of recreational real estate advisors found that 65 per cent of advisors polled indicated that potential purchasers were considering their retirement needs in deciding to buy a recreational property, while a significant number of respondents (88 per cent) said that potential purchasers identified desired lifestyle and vacationing as their main purpose. Just under half of respondents (49 per cent) said that clients wanted a recreational property as an investment, and a little over a third (37 per cent) indicated that low interest rates were a deciding factor.

The family status of the typical Canadian recreational property buyer is a couple with children, according to 76 per cent of survey respondents. When asked about the most prevalent age range of current buyers, 63 per cent of respondents identified Gen Xers (36 to 51 years old), almost double the 33 per cent who identified Baby Boomers (52 to 70 years old).

It is interesting that a majority of respondents identified retirement as a driving factor for a recreational property purchase consideration, but Gen Xers, still decades from retirement, were identified as the typical buyer in the current market. This cohort, having reached a place of stability, and often owners of primary residences in the country's city centres, is making recreational property purchases for both enjoyment in the near-term and in their retirement years.

Almost 95 per cent of respondents surveyed for the report stated that foreign buyers¹ were responsible for 10 per cent or less of recreational property transactions. When asked to identify where foreign buyer activity originates from, the most common answer was North America (79 per cent), with the majority (64 per cent) of those who specified a country of origin stating purchasers were Americans. Respondents were split on factors driving international interest including the quality of living in Canada (30 per cent), geography (27 per cent) and the low Canadian dollar (27 per cent).

While common elements impacting the country's regional recreational property market can be identified, variability in provincial economies and inter-provincial migration has resulted in disparate local conditions. Depressed oil prices may have dampened the recreational property activity in energy-dependent regions, and caused workers who moved for energy jobs to return to their home provinces. These provinces have seen a general uptick in demand for real estate, as the older, repatriated workers look to spend their savings on leisure properties.

Across the country, roughly two-thirds (67 per cent) of those polled said they have seen increases in sales over the past 12 months, and over half (53 per cent) expect sales activity in 2016 to exceed 2015 levels.

¹ For the purposes of the Report, "foreign buyers" are defined as buyers who live outside of Canada all, or most of the time.



Report Overview and Methodology

The Royal LePage 2016 Canadian Recreational Housing Report draws information and data from a variety of sources including responses to a national survey of Royal LePage recreational real estate experts ("advisors"), data from the Environics Analytics' DemoStats demographics database, featured property listings from royallepage.ca, and regional insights from local tourism boards across the country.

Advisor insights in this report were gathered through an extensive survey of regional recreational property market trends, buyer and seller demographics, foreign buyer activity and other insights deemed pertinent. Phone interviews were also conducted to validate and expand upon the survey findings.

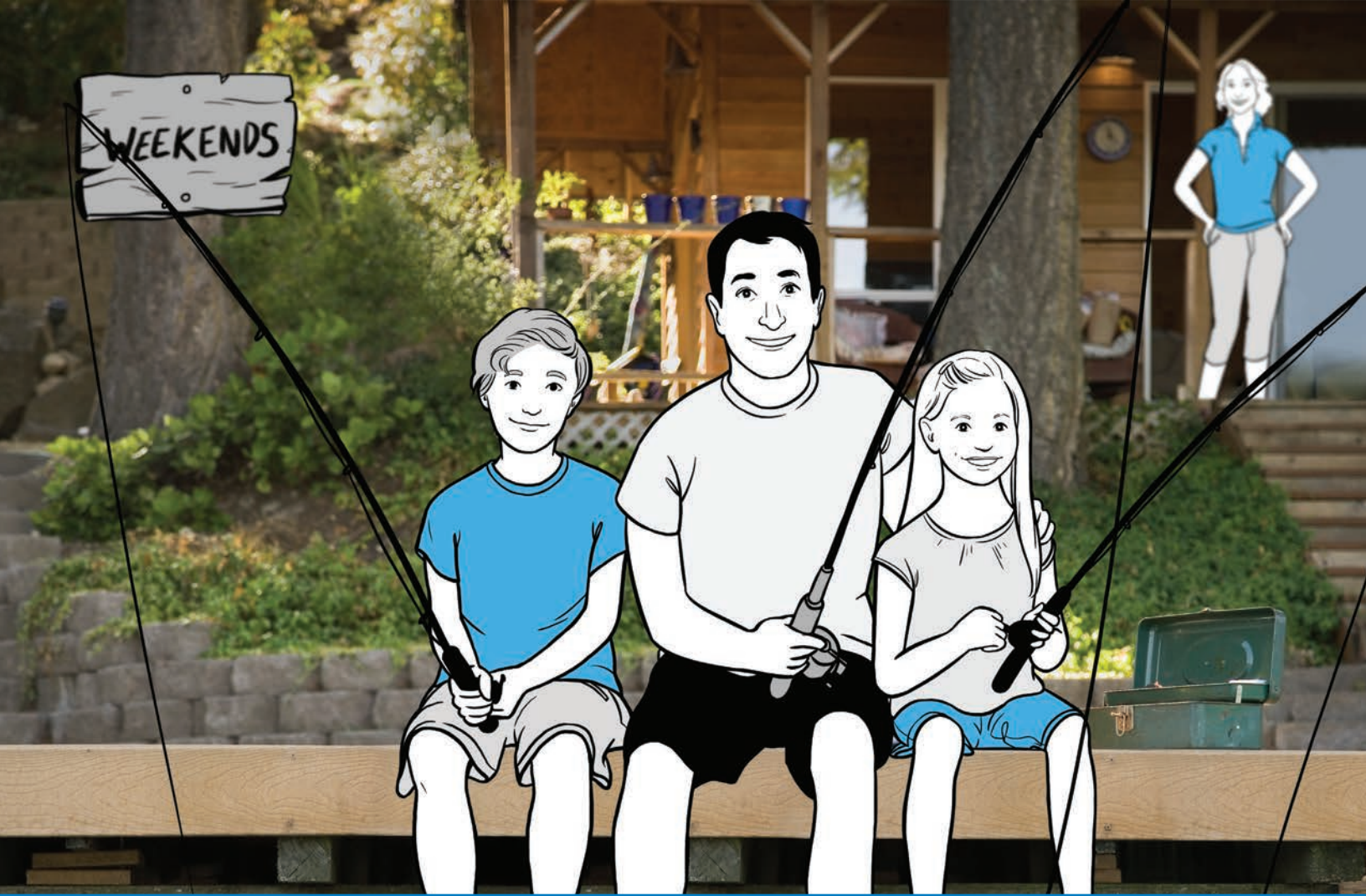
The Environics DemoStats database consists of current-year estimates. DemoStats uses econometric, demographic and geographic models. Additionally, it employs data sources that include the latest Census and National Household Survey (NHS), current economic indicators, post-Censal estimates from federal and provincial governments, immigration statistics and economic data. To learn more visit:

www.environicsanalytics.ca/data/demographic

Featured recreational properties are representations of properties available in each province.

ENVIRONICS
ANALYTICS

† Average selling prices for recreational properties by location and type



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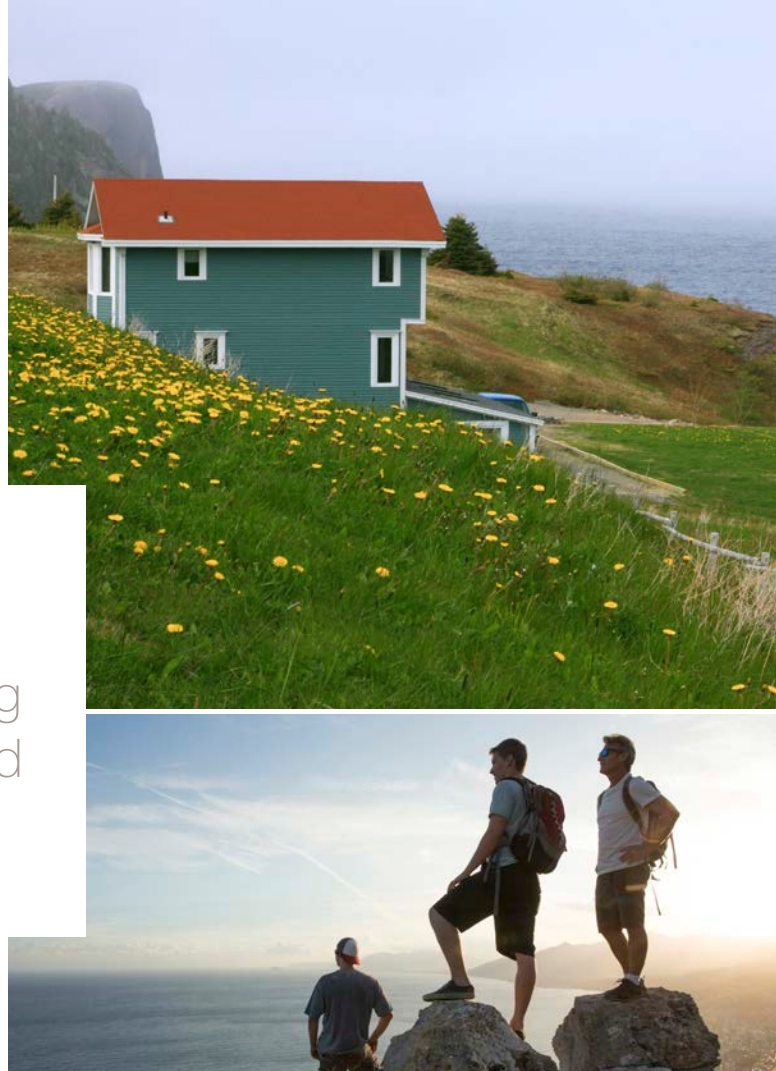
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Newfoundland and Labrador

“Typical recreational property buyers within the region are 36- to 51-year-old couples with young children looking to get acquainted with the recreational lifestyle”

Glenn Larkin, Realtor®, Royal LePage Professionals 2000



Average Prices†

Newfoundland and Labrador	Lakefront	Riverside	Woods Cabin (non-waterfront)	Oceanfront	Lakefront Cabin
Newfoundland	\$250,000	\$200,000	\$180,000	\$300,000	\$300,000

From vibrant cities to sprawling mountain ranges and winding coastlines, Newfoundland and Labrador is home to a rich history that is full of natural wonders. With a temperate climate and some of the most incredible skylines in the country, there is always something to do or see in the region. Newfoundland is the perfect place to enjoy outdoor adventures with activities like hiking and kayaking in the summer, and snowboarding, skiing and snowmobiling during the winter.

Typical recreational property buyers within the region are 36- to 51-year-old couples with young children looking to get acquainted with the recreational lifestyle. While the majority of purchasers originate from St. John's, a number of Newfoundlanders living abroad often purchase seasonal properties within the province in order to take advantage of the region's rural beauty during the summer months.

Currently, the recreational property market in Newfoundland and Labrador is experiencing some softness. While a handful of sellers believe that now is the time to list their properties in order to cash in on previous gains in house price appreciation, many owners and prospective buyers have decided to wait for conditions brought on by low oil prices to improve. As a result, inventory levels have remained relatively constant, while sales activity and prices have seen a slight decline when compared to 2015. This trend is expected to continue throughout the rest of 2016, with sales activity expected to decrease compared to last year.

“Property types can vary widely within Newfoundland’s recreational property market”

Glenn Larkin, Realtor®, Royal LePage Professionals 2000

Potential purchasers can now expect to pay an average price of \$250,000 for a lakefront property, \$300,000 for an oceanfront residence, and \$200,000 for a cottage on the river. A Lakefront Cabin fetches an average price of \$300,000, while cabins situated in the woods away from the water tend to sell for \$180,000.

According to Glenn Larkin, Realtor®, Royal LePage Professionals 2000, “when purchasing a recreational property in Newfoundland and Labrador, it is important for buyers to do their homework. Property types can vary widely within Newfoundland’s recreational property market, highlighting the importance of refining your search from the outset.” Larkin continued, “in doing so, you will not only find the property of your dreams, but one that is properly suited to your lifestyle.”



Total Population

244,066

49 years old

Median Age of Population

\$66,430

Average Household Income

Marital Status by Household*

Family Households



66%

Married



34%

Single



57%

No Children



43%

Children



Immigrant vs Non-Immigrant Households

99%

Non-Immigrant

1%

Immigrant

Average Year Built



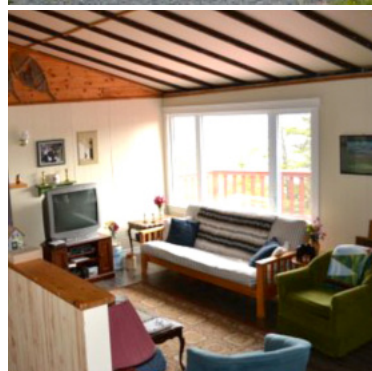
Before 1960 23%

1961 - 1980 38%

1981 - 2000 27%

2001 - 2011 8%

After 2011 4%



Featured Property

\$199,900

213 Middle Gull Pond,
Harbour Main, NL

Beds: 2 Bath: 1
Lot Size: 0.93 acre
Floor Area: 840 sq. ft.



“Prince Edward Island’s recreational market is a buyers’ paradise”

Ken Peters, Sales Representative, Royal LePage Prince Edward Realty

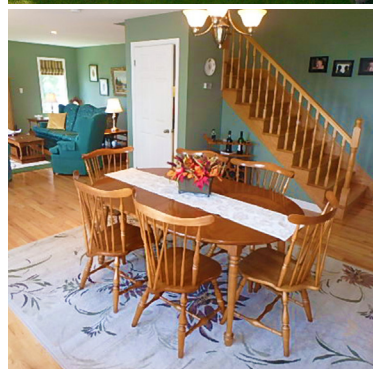
Prince Edward Island

Average Prices†

Prince Edward Island	Lakefront	Riverside	Woods Cabin (non-waterfront)	Oceanfront
Prince Edward Island	\$120,000	\$120,000	\$100,000	\$150,000

Visitors are met with stunning vistas, rolling hills and pristine coastlines when travelling in Prince Edward Island. With 33 stunning golf courses and some of the freshest seafood available, Canada’s smallest province offers many of the finer things in life, while boasting some of the nation’s richest natural beauty. Those in search of an authentic island experience will find it here as the island offers much to see and do. Activities within the region include hiking, fishing, surfing, snowshoeing, canoeing and cycling.

Recreational property buyers are primarily 52- to 70-year-old couples with children seeking a recreational lifestyle. Hailing from Summerside and Charlottetown, they consider a recreational property an investment, with 20 to 30 per cent taking advantage of low interest rates to purchase rental properties.



Featured Property
\$429,000

81 Fox Run Lane,
Brudenell, PE

Beds: 3 Baths: 2
Lot Size: 1.6 acres
Floor Area: 2,024 sq. ft.

“The warm weather has brought many buyers into the recreational market earlier than expected”

Ken Peters, Sales Representative, Royal LePage Prince Edward Realty

With an early start to spring, Prince Edward Island's recreational market has experienced strong activity to begin the year. Sales have increased significantly, but so has inventory, placing a slight downward pressure on prices. “Prince Edward Island's recreational market is a buyers' paradise,” said Ken Peters, sales representative, Royal LePage Prince Edward Realty. “While the warm weather has brought many buyers into the recreational market earlier than expected, high inventory levels have satisfied demand, allowing them to find the properties of their dreams at their leisure.” The average price of a lakefront and riverside property is \$120,000, while oceanfront residences will typically cost \$150,000. Properties not located on the water will often fetch an average price of \$100,000. Looking ahead, sales activity within the region is projected to increase slightly when compared to levels achieved in 2015.



Total Population

90,149

45 years old
Median Age of Population

\$69,393
Average Household Income

Marital Status by Household*



62%
Married



38%
Single

Family Households



50%
No Children



50%
Children



Immigrant vs Non-Immigrant Households

96%
Non-Immigrant

4%
Immigrant

Average Year Built



Before 1960	29%
1961 - 1980	27%
1981 - 2000	27%
2001 - 2011	14%
After 2011	3%

*Population 15 years and over



“Americans are coming up to spend their time and money in Nova Scotia, hoping to take advantage of the mild summers, and the numerous family-friendly activities”

Matthew Honsberger, Broker, Royal LePage Atlantic

Nova Scotia

Average Prices†

Nova Scotia	Lakefront	Riverside	Woods Cabin (non-waterfront)	Oceanfront	Island
Nova Scotia	\$325,000	\$275,000	\$175,000	\$400,000	\$180,000

Whether you are looking to go water skiing on Shortts Lake, kayaking on Lake Banook or lying on the beach at Brule, there is no shortage of recreational areas and activities in Nova Scotia. Canadians who live on the east coast and Americans residing in the northeast corridor are recognizing Nova Scotia's natural beauty and array of recreational activities.

On the resurgent strength of the U.S. dollar, Americans are coming up to spend their time and money in Nova Scotia, hoping to take advantage of the mild summers, numerous family-friendly activities, delicious summer foods and friendly people.

Property values have gone up since last year, responding to an increase in demand as supply remained the same. Currently, the average price of a woods cabin (non-waterfront) is \$175,000. An oceanfront property will typically cost \$400,000, and lakefront and riverside properties will typically cost \$325,000 and \$275,000, respectively. For an island property, the average price is \$180,000. So, whether you're looking to sit on a private dock overlooking the Atlantic, or want a quaint home in the woods, Nova Scotia offers it all.



Featured Property \$2,500,000

388 Ketch Harbour Road,
Halibut Bay, NS

—
Beds: 5 Baths: 5
Lot Size: 4 acres
Floor Area: 4,684 sq. ft.



The majority of property owners live in large nearby cities like Halifax and Dartmouth, according to Matthew Honsberger, broker, Royal LePage Atlantic, and are prepared to travel to their recreational properties. They enter the recreational property market due to low interest rates and the expectation that property values will continue to rise. Many people are hoping to capitalize on the value of their primary residences to purchase a recreational property which will provide them with the vacation lifestyle they desire.

Most buyers are 36- to 51-year-old couples with young children. A healthy number of buyers (40 per cent) look to rent out their property during the weeks and months they are not using it themselves in order to generate supplemental income.

“Many people are hoping to capitalize on the value of their primary residences to purchase a recreational property which will provide them with the vacation lifestyle they desire”

Matthew Honsberger, Broker, Royal LePage Atlantic



Total Population

107,034

48 years old
Median Age of Population

\$70,082
Average Household Income

Marital Status by Household*

Family Households



62%
Married



38%
Single



56%
No Children



44%
Children



Immigrant vs Non-Immigrant Households

93% 7%
Non-Immigrant Immigrant

Average Year Built



Before 1960	33%
1961 - 1980	26%
1981 - 2000	27%
2001 - 2011	11%
After 2011	3%



“Due to recent amendments to the province’s immigration policies, Fredericton is starting to see an increase in foreign ownership”

Chris Pitman, Broker/Manager, Royal LePage Gardiner Realty

New Brunswick

Average Prices†

New Brunswick	Lakefront	Riverside	Resort/ Condo	Woods Cabin (non-waterfront)	Oceanfront
Fredericton	\$97,000				
Perth and Rowena		\$275,000		\$100,000	
South East New Brunswick	\$150,000	\$150,000	\$200,000	\$40,000	\$250,000

Fredericton

From fantastic restaurants to world-class galleries and heritage museums, there is something for everyone in Fredericton. Despite its reputation as one of New Brunswick’s more prominent city centres, the region’s dark blue waters, winding riverfront trails and stunning golf courses make it an ideal location for any recreational property purchaser looking for outdoor adventure with a touch of the city.

Fredericton’s recreational property market is predominantly sought after by 52- to 70-year-old couples looking to settle permanently in the area. Referred to as a “bedroom community,” individuals born in the region tend to venture out west in search of work, returning for rest and relaxation during the

summer months and later on, during retirement. According to Chris Pitman, broker/manager, Royal LePage Gardiner Realty, international interest has also started to play a role in the recreational property market.

“Due to recent amendments to the province’s immigration policies, Fredericton is beginning to see an increase in foreign ownership,” said Pitman. “Accounting for roughly 10 per cent of the market, international buyers from China and Korea are taking advantage of the low Canadian dollar and deciding to purchase recreational properties here after falling in love with the region.”

“The region boasts some of the most affordable recreational properties across Canada”

Chris Pitman, Broker/Manager, Royal LePage Gardiner Realty

This uptick in demand has been offset by an increase in inventory as many sellers look to downsize in order to manage their expenses more carefully. As a result of this, prices have decreased this year compared to last, with lakefront properties selling for an average of \$97,000. Looking ahead, sales activity is expected to increase over the remainder of 2016 as baby boomers continue to come to the area in search of affordable recreational retirement properties.

“The reason why many retirees come back to New Brunswick is simple,” Pitman stated. “The region boasts some of the most affordable recreational properties across Canada, which, when combined with its natural beauty, provides purchasers with incredible value for their money.”



Total Population

4,560

59 years old
Median Age of Population

\$63,895
Average Household Income

Marital Status by Household*

Family Households



61%
Married



39%
Single



62%
No Children



38%
Children



Immigrant vs Non-Immigrant Households

97%
Non-Immigrant

3%
Immigrant

Average Year Built



Before 1960	34%
1961 - 1980	30%
1981 - 2000	28%
2001 - 2011	6%
After 2011	2%





Perth and Rowena

Situated on the Tobique River, forests and winding canoe trails abound in Perth and Rowena just east of the American border. With new structures and amenities being built, and activities ranging from snowmobiling and cross country skiing in the winter, to music festivals and bass fishing in the summer, residents will never experience a dull moment.

Recreational property buyers in Perth and Rowena are typically 36- to 51-year-old couples. Many individuals working in Canada's western provinces choose to come to the serene confines of the region, aspiring to plant roots and retire. While less than 10 per cent of the recreational property market is comprised of foreign buyers, Perth and Rowena's proximity to the U.S. border tends to attract purchasers from Maine and surrounding states, drawn to the region's rural beauty.

Over the past year, sales and inventory levels have been relatively flat. Prices have also remained steady, with the average price of a riverside property and woods cabin resting at \$275,000 and \$100,000, respectively. Looking forward, these trends are expected to persist over the course of the year as the outflow of an aging population is counteracted by migration from other provinces and younger buyers looking ahead to retirement.

"Recently, we've seen a shift in demographics across Perth and Rowena," said Nicole Levesque, broker/owner, Royal LePage Grand Falls Real Estate. "As baby boomers grow older, maintenance often becomes overbearing, especially when taking care of multiple properties. This has resulted in many selling their residences for something less labour-intensive, allowing Gen Xers to enter the market."

For those looking to purchase a recreational property, Levesque advises buyers be aware of maintenance requirements to ensure the property will be suited to their lifestyle.



Total Population

5,769

45 years old

Median Age of Population

\$52,414

Average Household Income

Marital Status by Household*

Family Households



57%

Married



43%

Single



52%

No Children



48%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



94%

Non-Immigrant

6%

Immigrant

Before 1960

30%

1961 - 1980

28%

1981 - 2000

30%

2001 - 2011

9%

After 2011

3%

"As baby boomers grow older, maintenance often becomes overbearing, especially when taking care of multiple properties"

Nicole Levesque, Broker/Owner,
Royal LePage Grand Falls Real Estate



Featured Property
\$799,000

53 P'Tit Barachois Street,
Grand-Barachois, NB

—
Beds: 3
Baths: 2
Lot Size: 4,240 sq. ft.



Southeast New Brunswick

Encompassing the winding boardwalks of Bouctouche, and sprawling beaches of Shediac, Southeast New Brunswick is truly a sight to behold. Home to the "Lobster Capital of the World", and one of the few remaining sand dunes on the northeastern coastline, prospective purchasers will come to see the region's rural beauty, and stay for some of the finest seafood Canada has to offer. Whether taking advantage of the warm summers by birdwatching at Kouchibouguac National Park, relaxing alongside the world's highest tides at the Bay of Fundy, or enjoying some time on one of the region's many golf courses, there is always something to see and do in Southeast New Brunswick.

Typically, recreational property buyers here are Gen Xers with young children. "Recently, the region's recreational property market has seen a fundamental shift in purchaser demographics," said Norah Higgerty, Realtor®, Royal LePage Atlantic. "A large number of 40- to 44-year-olds have begun to enter the market, looking for a little taste of the east coast lifestyle, as baby boomers attempt to trade their lakefront views for more maintenance-friendly residences." In order to afford these recreational homes, 51 to 75 per cent of purchasers in the region intend to rent their properties out when they aren't using it themselves.

With more listings than purchasers, Southeast New Brunswick is currently a buyers' market. While sales and prices have remained relatively flat, the region has experienced a slight increase in inventory, as the aging population continues to put their properties on the market. Potential purchasers can expect to pay an average of \$40,000 for a woods cabin, \$150,000 for a lake or riverfront property, and \$250,000 for an oceanfront residence. The average price for a recreational condo or resort-based residence in the region is \$200,000. For the remainder of the year, sales activity is expected to remain on par with what was seen in 2015.

"With so many great properties on the market, and such a diverse array of areas to choose from, picking the right property can be tricky," said Ralph Pritchard, Realtor®, Royal LePage Atlantic. "This is where an experienced real estate agent with a deep understanding of the recreational market can help."



Total Population

14,141

49 years old

Median Age of Population

\$70,148

Average Household Income

Marital Status by Household*



63%

Married



37%

Single

Family Households



61%

No Children



39%

Children



Immigrant vs Non-Immigrant Households

98%

Non-Immigrant

2%

Immigrant

Average Year Built



Before 1960 18%

1961 - 1980 24%

1981 - 2000 30%

2001 - 2011 21%

After 2011 7%



“In the regions of Lac Brome, Sutton and Bromont, our clientele are retirees who have left the city for the country”

Steve Breton, Real Estate Broker[†], Royal LePage Action

Quebec

Average Prices[†]

Quebec	Lakefront	Riverside	Resort/ Condo	Oceanfront	Woods Cabin (non-waterfront)	Island
Capitale-Nationale (Charlevoix, Mont Sainte-Anne, Saint- Ferréol-les-Neiges)	\$229,000	\$152,000		\$242,000	\$79,000	
Capitale-Nationale (RCM de la Jacques-Cartier: Lac-St-Joseph, Lac-Beauport, Lac Delage, Lac Croche, Fossambeault-sur-le-lac)	\$600,000	\$350,000	\$250,000		\$250,000	
Capitale-Nationale (RCM de la Jacques-Cartier: Sainte-Brigitte-de-Laval, Sainte-Catherine-de-la-Jacques-Cartier, Saint-Gabriel-de-Valcartier, Shannon, Stoneham, Tewkesbury)	\$400,000	\$325,000			\$175,000	
Capitale-Nationale (Portneuf: Lac Sept-Îles, Lac Sergent, Lac-Blanc, Rivière à Pierre, Deschambeault, Grondine, Saint-Raymond)	\$350,000	\$150,000			\$100,000	
Chaudière-Appalaches (Lac Saint-François)	\$350,000	\$200,000				
Estrie (Lac Brome, Sutton, Bromont)	\$350,000	\$350,000	\$210,000		\$300,000	
Estrie (Memphrémagog)	\$308,000				\$260,000	
Lanaudière (Sainte-Julienne, Rawdon, Saint-Alphonse, Saint-Donat, Sainte-Marceline, Saint-Côme)	\$450,000	\$200,000	\$150,000		\$150,000	
The Laurentians (Mont-Tremblant, Lac Supérieur, Lac Labelle)	\$750,000	\$400,000	\$350,000		\$350,000	
The Laurentians (Saint-Sauveur, Sainte-Adèle, Saint-Adolph d'Howard, Sainte-Marguerite-du-Lac-Masson)	\$260,000	\$195,000				
Outaouais (Northern Petite-Nation)	\$300,000	\$220,000			\$200,000	\$200,000
Outaouais (Southern Petite-Nation)		\$300,000			\$200,000	



Capitale-Nationale

Charlevoix, Mont-Sainte-Anne and Saint-Ferréol-des-Neiges

Spanning the north bank of the majestic St. Lawrence River, northeast of Quebec City, Charlevoix is a popular vacation area for outdoor enthusiasts. Offering a breathtaking panoramic view of the river and surrounding mountains, this region boasts a wide range of tourist attractions and sporting activities that are fun for the whole family. Nature lovers can enjoy river excursions, sea and river kayaking, snowmobiling, and downhill and cross-country skiing at Mont-Sainte-Anne. Famous for its skiing, it provides visitors with three different slopes, and 200 kilometres of untouched trails, brimming with powder.

"The quality of life in Quebec is attractive to foreign buyers. When visiting the region, they instantly fall in love with our landscapes, open spaces and ubiquitous nature," says Jean-François Larocque, real estate broker†, Royal LePage Inter-Québec. Larocque recommends that buyers obtain a pre-approved mortgage from a financial institution before they start researching. It is important to take the time to shop around," he added. "As this is one of the largest investments you will make in your life."

"There are many options available to buyers, so it is important to clearly identify areas of interest"

Jason Laforest, Real Estate Broker†, Royal LePage Inter-Québec

Prices have slightly decreased in Charlevoix. The average price of a property with a view of the St. Lawrence comes in at \$242,000, while you can purchase a lakefront or riverside property at an average price of \$229,000 and \$152,000, respectively. Woods cabins are going for an average price of \$79,000. Property prices will continue to decrease slightly throughout the upcoming year, presenting a great opportunity for potential buyers.

Recreational property buyers in this region are often financially secure people approaching retirement. While many buy a recreational property for the lifestyle it offers, a number also purchase with the intention of renting.

An estimated 10 per cent of buyers come from abroad, particularly from France, and other provinces, primarily Ontario and New Brunswick. According to Larocque, the weak Canadian dollar, the quality of life and Quebec's beautiful wilderness are the main factors that motivate buyers to settle in the region.

† In Quebec, "Sales Representatives" and "Realtors®" are referred to as "Real Estate Brokers", and "Broker/Owners" are referred to as "Agency Owners".



RCMs of La Jacques-Cartier and Portneuf

From Charlevoix to the RCM of Jacques-Cartier and through Portneuf, Capitale-Nationale is a vast territory of diverse recreational areas.

The Jacques-Cartier region, which lies north of Quebec City, is bordered by the municipality of Portneuf to the west and Côte-de-Beaupré to the east. This remarkable natural environment is characterized by its lakes and rivers, its forest cover and a mountainous plateau carved with valleys where the Jacques-Cartier River meanders. A true paradise, the region is renowned for its outdoor recreational areas, national parks and ski resorts that offer year-round entertainment for the whole family.

"Whatever your budget, you are sure to find a recreational property that meets your needs in this region," explains Jason Laforest, real estate broker†, Royal LePage Inter-Québec. "There are many options available to buyers, so it is important they clearly identify their areas of interest, whether it is a property by a lake, near hiking trails or close to a ski resort" says Laforest.

Recreational property prices in the Lac-St-Joseph, Lac-Beauport, Lac-Delage, Lac-Croche and Fossambeault-sur-le-Lac regions increased slightly over the past year. However, the average price for a property varies considerably, depending on the popularity of the area and housing type.

Lakefront properties in prestigious areas such as Lac-St-Joseph and Lac-Beauport have an average price of \$600,000; A riverfront property goes for around \$350,000, and a woods cabin (non-waterfront) or condo/resort is listed at \$250,000.

Further east, recreational properties located in Sainte-Brigitte-de-Laval, Sainte-Catherine-de-la-Jacques-Cartier, Saint-Gabriel-de-Valcartier, Shannon, Stoneham and Tewkesbury list for an average price of \$400,000 for lakefront and \$325,000 for riverfront. A woods or mountain cottage has an average price of \$175,000.

In Portneuf, which includes Lac Sept-Îles, Lac-Sergent, Lac-Blanc, Rivière-à-Pierre, Deschambeault, Grondine and Saint-Raymond, recreational property prices remained stable last year with an average price of \$350,000 for a lakefront property, \$150,000 for riverfront, and \$100,000 for a woods cabin (non-waterfront).

"Portneuf is a growing market that offers unique features to hunters and fishermen, or people looking for woodlots to run a small sugar shack, for example. These properties are more affordable right now than those located in the prestigious area of Lac-Beauport," added Laforest.



Total Population

131,573

43 years old

Median Age of Population

\$80,880

Average Household Income

Marital Status by Household*

Family Households



65%

Married



35%

Single



50%

No Children



50%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



98%

Non-Immigrant

2%

Immigrant

Before 1960

24%

1961 - 1980

31%

1981 - 2000

21%

2001 - 2011

16%

After 2011

8%



Chaudière-Appalaches

The Chaudière-Appalaches region is one of the oldest in Quebec and is rich in heritage, known for its windmills, mansions and ancestral seigneuries. Running along the St. Lawrence River, this breathtaking region gets its name from the Chaudière River, which runs through Beauce and flows into the river in Lévis. Bordering Maine, this region is home to the Appalachian Mountains and many popular tourist destinations, including Thetford Beauce, Lac Saint-François, Bellechasse and Cote-du-Sud.

Close to Thetford, Lac Saint-François extends into the municipalities of Adstock, Saint-Joseph-de-Coleraine, Sainte-Praxède, Lambton and Saint-Romain. All around this majestic lake, surrounded by rolling hills with mature forests, you will find winterized recreational properties that allow vacationers to enjoy outdoor activities all year-round. "Residents of Québec, Victoriaville, Saint-Georges and Sherbrooke looking for an affordable weekend and summer vacation property are drawn to the Lac Saint-François region," explains Jérôme Paradis, agency owner†, Royal LePage de l'Érable. The surplus in supply has encouraged sellers to lower their prices, making it a great time to buy." Currently, the average price is \$350,000 and \$200,000 for a lakefront and riverside property, respectively.

A peaceful haven with striking scenic beauty, the Chaudière-Appalaches region is the perfect place to retire. Paradis points out that buyers in this region are often baby boomers (52-70 years old) about to retire. They prefer properties that are move-in ready and do not require any renovations. For their part, sellers are listing their properties because they are at a time in their lives that allows them to recover their property's appreciation value.

"Residents looking for an affordable weekend and summer vacation property are drawn to the Lac Saint-François region"

Jérôme Paradis, Agency Owner†, Royal LePage de l'Érable



Total Population

104,918

48 years old

Median Age of Population

\$63,706

Average Household Income

Marital Status by Household*

Family Households



61%

Married



39%

Single



54%

No Children



46%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



99%

Non-Immigrant

1%

Immigrant

Before 1960

40%

1961 - 1980

27%

1981 - 2000

18%

2001 - 2011

9%

After 2011

6%

Estrie

The Estrie region is famous for its rustic landscapes. The splendor of its hills, mountains and lakes makes it one of the most beautiful regions in Quebec. Many tours are offered to visitors including the famous Wine Route. The region boasts three national parks, offering outdoor activities such as snowshoeing, cross country skiing, cycling, hiking, sailing and golfing. Estrie is a very popular tourist destination, located an hour away from Montreal and almost two hours away from Quebec City.

"In the regions of Lac Brome, Sutton and Bromont, our clientele are retirees who have left the city for the country," said Steve Breton, real estate broker†, Royal LePage Action. "In Sutton, the clientele tends to be more diverse and demand is especially high for young families. However, the region also attracts retirees and professionals wishing to clear their minds. As a result, property prices are higher than in surrounding towns due to the popularity of the region."

The average price of a lakefront or riverside property in Sutton, Lac Brome and Bromont is \$350,000. Resorts and condos typically sell for \$210,000, while the average price of a non-waterfront or woods cabin is \$300,000. Breton points out that many buyers in the region are seeking recreational properties that they can renovate, making the property their own and increasing their investment at the same time.

The Memphrémagog area is located on the Vermont border, nestled between mountains and lakes. It is the perfect location for young families looking for year-round outdoor activities. Whether it's a historical trip to the centre of the earth in the old Capelton copper mine or a treetop aerial adventure course in the forest, when it's time to go out, this region offers families plenty of choices.

"We recorded a slight increase in sales in 2016 compared to last year," explains Christian Longpré, agency owner†, Royal LePage Au Sommet. "The climate greatly influenced market activity. While sales were slow to start in 2015 because of the cold weather, this year, there was no snow before Christmas, encouraging buyers to be more active within the market."

Longpré added that property prices remain reasonable in Memphrémagog, with an average price of \$308,000 for a lakefront property and \$260,000 for a woods cabin (non-waterfront).



Featured Property
\$999,000

945 Descente 2 Road,
Ogden, Estrie, QC

—
Beds: 2+1 Baths: 2
Lot size: 60,111 sq. ft.



Total Population

90,590

48 years old

Median Age of Population

\$72,558

Average Household Income

Marital Status by Household*

Family Households



63%
Married



37%
Single



57%
No Children



43%
Children



Immigrant vs Non-Immigrant Households

96%
Non-Immigrant

4%
Immigrant

Average Year Built



Before 1960	22%
1961 - 1980	26%
1981 - 2000	26%
2001 - 2011	18%
After 2011	8%



Lanaudière

Thirty minutes northeast of Montreal sits the beautiful Lanaudière region, where wilderness meets vast spaces and agricultural land. The region runs along the St. Lawrence River, bordered by the L'Assomption and Ouareau rivers, and extending up to Saint-Donat. The recreational areas in the region include Sainte-Julienne, Rawdon, Saint-Alphonse, Saint-Donat, Sainte-Marceline and Saint-Côme.

"Since prices remain affordable, Lanaudière is a true outdoor paradise and a very attractive area for buyers," says Guylaine Pelletier, agency owner†, Royal LePage Harmonie. "Over the past few years, the demand for recreational properties has increased because the area is ideal for buyers wanting a residence outside of the city, as is often the case with retirees."

Prices vary based on whether or not the property is on a navigable lake. The average price of a lakefront property is \$450,000. Riverside properties have an average price of \$200,000. Mountain cottages, resorts and condos go for \$150,000.

"Most buyers are interested in properties that don't require any major renovations or are new builds," said Ms. Pelletier. The clientele is primarily comprised of retirees who are willing to pay to move into turnkey properties and avoid expensive repairs.

Surrounded by mountains, forests and bodies of water, Lanaudière is an idyllic spot for ATV, snowmobiling, skiing and fishing enthusiasts. In addition to hiking trails scattered throughout the numerous regional parks, the region features the Atlantide Complex, the biggest campground in Quebec. The area also attracts many tourists who enjoy family attractions such as the Festival de Lanaudière, and an array of cultural and artisan activities.



Total Population

142,308

47 years old

Median Age of Population

\$59,284

Average Household Income

Marital Status by Household*



60%

Married



40%

Single



56%

No Children



44%

Children



Immigrant vs Non-Immigrant Households

98%

Non-Immigrant

2%

Immigrant

Average Year Built



Before 1960 25%

1961 - 1980 32%

1981 - 2000 23%

2001 - 2011 13%

After 2011 7%

"Most buyers are interested in properties that don't require any major renovations"

Guylaine Pelletier, Agency Owner†, Royal LePage Harmonie

The Laurentians

The Laurentians region gets its name from the mountain range that crosses a portion of the Canadian Shield along the northern shore of the St. Lawrence River near Montreal. Over the years, the region has gained an enviable reputation for being the primary four-season resort area in Quebec. It is a popular destination for athletes and outdoor adventure enthusiasts. Famous for its ski resorts, including Mont Tremblant, the Laurentians is also a popular destination for snowmobile enthusiasts with trails that go on for kilometres.²

Located near major cities in Ontario and the United States, the Laurentians has earned a well-established reputation as an tourist destination. "Mont-Tremblant, Lake Superior and Lac Labelle attract buyers from outside the country, primarily from the United States. Many buyers come from Florida to purchase property in the region," said Paul Dalbec, agency owner[†], Royal LePage Région Mont-Tremblant. "They are attracted by the year-round activities, and prefer our cool summers over Florida's scorching heat. Between 20 and 31 per cent of owners in the region buy a recreational property with the intention of renting it out to earn more money," added Dalbec.

Property prices in the Mont-Tremblant, Lake Superior and Lac Labelle regions vary based on the type of property. The average price of a lakefront property is \$750,000, while a riverfront property is around \$400,000. Mountain cottages, resorts and condos go for an average price of \$350,000.

Properties in the towns of Saint-Sauveur, Saint-Adèle, Saint-Adolph d'Howard and Sainte-Marguerite-du-Lac-Masson recorded a slight price increase in 2016. "The market has been gradually recovering this year after several years of low activity," explains Ronald Lécuyer, agency owner[†], Royal LePage Plus. The average price of a lakefront property is \$260,000, and \$195,000 for a non-waterfront property.

Lécuyer said that many baby boomers are leaving the area and selling their recreational properties to return to the city or move into a smaller property, leaving an enticing inventory for families and young professionals.

In addition to being famous for its four-season outdoor activities, the Laurentians also offer a variety of spas and health centres and is renowned for its majestic scenery.



Total Population

109,978

51 years old

Median Age of Population

\$71,874

Average Household Income

Marital Status by Household*

Family Households



59%

Married

41%

Single



63%

No Children

37%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



95%

Non-Immigrant

5%

Immigrant

Before 1960

18%

1961 - 1980

29%

1981 - 2000

26%

2001 - 2011

20%

After 2011

7%

² Information from Tourisme Laurentides.



Outaouais

The Outaouais recreational area is divided into two main regions: Northern Petite-Nation, marked in particular by Lac Simon, Lac Gagnon (Duhamel), Lac Viceroy (Ripon), Lac Iroquois and Lac des Plages (between Montebello and Mont-Tremblant); and Southern Petite-Nation, known especially for the towns of Montebello, Saint-Sixte, Plaisance and Papineauville, bordered by the Ottawa River.

“Roughly two hours from Montreal, Petite-Nation is the perfect region to purchase a recreational property”

Luc Poupart, Real Estate Broker[†], Royal LePage Top Producers Real Estate

“Roughly two hours from Montreal, Petite-Nation is the perfect region to purchase a recreational property,” said Luc Poupart, real estate broker[†], Royal LePage Village. “Recreational properties in the region are generally located close to infrastructure and services, as well as culinary offerings and activities from neighbouring towns.”

With increasing demand, growth in sales has been recorded in Northern Petite-Nation compared to last year. Poupart also noted that around a third of buyers purchase properties with the intention of making it their primary residence. That said, the buyer clientele is being renewed, bringing the core age group between 36 to 51 years.

In the serene region of Southern Petite-Nation, buyers are purchasing recreational properties primarily to escape the hustle and bustle of city life. The local economy is geared toward agriculture, forestry and tourism, which contributes to the region's rural atmosphere. An ideal location for family vacations, the area runs along the Petite-Nation River (whose name refers to the Algonquin people who inhabited this region, the Weskarini, which means “people of the little nation”), and flows through 27 lakes. Watersport enthusiasts will no doubt find enjoyment here.

Although the Outaouais region is located in one of the most popular touristic areas in Canada, property prices remain affordable for buyers looking for a recreational property. In Northern Petite-Nation, lakefront properties cost an average of \$300,000, while the island properties sell for an average of \$200,000. Riverfront properties are priced at an average of \$220,000 in Northern Petite-Nation, compared to \$300,000 in Southern Petite-Nation. A private woods cabin sells for an average of \$200,000 in both region. Poupart believes that property prices will increase over the next year in Northern Petite-Nation and remain stable in Southern Petite-Nation.



Total Population

104,892

47 years old
Median Age of Population

\$68,772
Average Household Income

Marital Status by Household*

62% Married
38% Single

Family Households

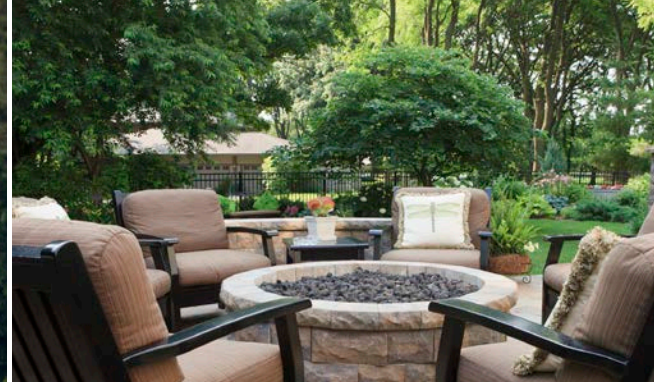
55% No Children
45% Children

Immigrant vs Non-Immigrant Households

98% Non-Immigrant
2% Immigrant

Average Year Built

Before 1960 28%
1961 - 1980 30%
1981 - 2000 24%
2001 - 2011 11%
After 2011 7%



“Quality properties listed at the right price will move quickly, especially with more buyers from the GTA, and the expanded 407 highway”

Gail Burton, Sales Representative, Royal LePage Frank Real Estate^s

Ontario

Average Prices†

Ontario	Lakefront	Riverside	Resort/ Condo	Woods Cabin (non-waterfront)	Island	Lakeview	Lakefront (year-round)	Lakefront (seasonal)
East Kawarthas	\$700,000	\$400,000		\$350,000	\$550,000			
Haliburton Highlands	\$400,000	\$250,000		\$200,000	\$250,000			
Honey Harbour	\$650,000			\$250,000	\$350,000			
Kawartha Lakes	\$695,000	\$350,000	\$145,000					
Land O' Lakes	\$325,000			\$95,000	\$209,000			
Muskoka	\$790,000			\$290,000	\$400,000			
Niagara-on-the- Lake	\$769,000	\$700,000						
Orillia/South Muskoka	\$650,000				\$275,000			
Parry Sound	\$400,000	\$250,000		\$200,000	\$350,000			
Rideau Lake	\$400,000	\$300,000		\$250,000	\$250,000			
Southern Georgian Bay	\$845,000	\$400,000	\$275,000	\$452,000				
Southwestern Ontario	\$485,000	\$245,000		\$205,000		\$246,000		
St. Joseph Island and Lake Huron				\$80,000			\$250,000	\$150,000
Sudbury	\$230,000	\$210,000		\$100,000	\$175,000			

East Kawarthas

An already short two hour drive from Toronto continues to shorten as a highway expansion makes escaping to the tranquil East Kawarthas even easier. A chain of lakes on and surrounding the Trent-Severn Waterway in south-central Ontario, the East Kawartha region offers the perfect setting for a wealth of activities, from boating and outdoor water sports to quiet cottage living and exploring farmers markets, restaurants and shops.

Most recreational property buyers within the region are couples with young children, a trend which has seen younger buyers become more prevalent in the region over the last five years. With the majority aged between 36 and 51, they accompany the large baby boomer demographic which continues to relocate to the region from the Greater Toronto Area (GTA) for their retirement years.

So far this season, sales activity in the region has increased significantly compared to 2015, while prices have seen slight increases. Lakefront properties remain the highest in demand with an average price of \$700,000, while island and riverside properties have followed averaging \$550,000 and \$400,000, respectively. Non-waterfront cottages as well as those located in wooded areas average \$350,000.

"While we have seen a lot more activity this year compared to last, year prices have remained steady overall, posting small increases," said Gail Burton, sales representative, Royal LePage Frank Real Estate®. "It really comes down to the specifics of the properties. We can still see recreational properties sit on the market for twelve months, but quality properties listed at the right price will move quickly, especially with more and more buyers coming from the GTA with the expanded 407 highway."

"Most recreational property buyers within the region are couples with young children, a trend which has seen younger buyers become more prevalent in the region over the last five years"

Gail Burton, Sales Representative, Royal LePage Frank Real Estate®



Total Population

77,654

51 years old

Median Age of Population

\$77,318

Average Household Income

Marital Status by Household*



65%

Married



35%

Single

Family Households



61%

No Children



39%

Children



Immigrant vs Non-Immigrant Households

93%

Non-Immigrant

7%

Immigrant

Average Year Built



Before 1960

31%

1961 - 1980

29%

1981 - 2000

26%

2001 - 2011

9%

After 2011

5%

Haliburton Highlands

Bordering on Algonquin Provincial Park, and three hours away from Toronto, the Haliburton Highlands offers activities like snowmobiling and cross country skiing in the winter, and golfing and horseback riding in the summer.

Typical recreational property buyers in the Haliburton Highlands are Gen Xers from Toronto looking to invest in property. While 11 to 20 per cent of buyers are purchasing properties with the intention of renting them out, the majority are looking to experience what cottage country is all about. When close to retirement, an increasing number of buyers across the GTA are electing to cash in on strong house price gains on their primary residences and move to the Haliburton Highlands, where property is dramatically cheaper.

This has led to a ripple effect, where prices across the GTA have influenced the recreational property market in Haliburton. Both sales activity and house prices have increased when compared to last year, while inventory has decreased due to the influx of demand. "Recreational property prices have increased over the past year, but they are still roughly at 2007 lows," said Anthony vanLieshout, broker, Royal LePage Lakes of Haliburton®. "This creates an interesting opportunity for many buyers, as they are able to find great value here while still being close to home."

Varying by housing type, the average price of a lakefront property and a non-waterfront wood property is \$400,000 and \$200,000, respectively. Islands and riverside residences will typically fetch an average price of \$250,000. Looking forward, sales activity is projected to increase significantly over the remainder of 2016 as the summer market begins to heat up.

"What's important is that the lot and ambience are suited to your needs"

Anthony vanLieshout, Broker, Royal LePage Lakes of Haliburton®

According to vanLieshout, "when it comes to recreational properties, it's important to decide with your gut". "Try not to get caught up in the small things – they can be changed. What's important is that the lot and ambience are suited to your needs."



Total Population

55,490

53 years old

Median Age of Population

\$78,368

Average Household Income

Marital Status by Household*



65%
Married



35%
Single

Family Households



63%
No Children



37%
Children



Immigrant vs Non-Immigrant Households

91%
Non-Immigrant

9%
Immigrant

Average Year Built



Before 1960	27%
1961 - 1980	27%
1981 - 2000	30%
2001 - 2011	10%
After 2011	6%





Honey Harbour

The port community of Honey Harbour lies on the southeastern shore of Georgian Bay with access to over 30,000 islands in the region. Experience the natural beauty and wildlife of the Bay area with options to stroll, hike, or spend the day on the water. If you're looking for something relaxing and fun, set the family up in a spot along the 14 kilometres of white sand beach that makes Wasaga Beach the longest freshwater beach in the world. For snow lovers, the Honey Harbour region offers everything from skiing and snowboarding to snowshoeing and snowmobiling.

Although prices have remained stable in the region, sales have increased significantly and the pace is expected to continue. "The Greater Toronto Area market is on fire and we follow it," said Laurie Belsey, broker, Royal LePage In Touch Realty®. "We've sold more this year than last with a similar number of new listings coming on the market."

Properties in the region are affordable and close to the GTA, which makes it a popular destination for many buyers wanting a relatively short drive, no more than two hours from their primary residence. The current average price for a lakefront property is \$650,000 whereas the average price for an island property is \$350,000. "What people come here for," said Belsey, "is the waterfront and the scenery."

Typical buyers are looking for move-in ready homes or fixer-uppers and are couples with young children. Some buy recreational property in the region as an investment, but many also buy for the cottage lifestyle, and this is definitely the right time to buy with the low market prices and low interest rates.

"We've sold more this year than last with a similar number of new listings coming on the market"

Laurie Belsey, Broker, Royal LePage In Touch Realty®



Total Population

3,023

52 years old

Median Age of Population

\$78,753

Average Household Income

Marital Status by Household*



59%

Married



41%

Single

Family Households



61%

No Children



39%

Children



Immigrant vs Non-Immigrant Households

92%

Non-Immigrant

8%

Immigrant

Average Year Built



Before 1960 29%

1961 - 1980 28%

1981 - 2000 25%

2001 - 2011 14%

After 2011 4%



Kawartha Lakes

Just 90 minutes northeast of Toronto, the Kawartha Lakes region features over 250 lakes nestled in pristine Ontario wilderness. This “land of shining waters”, as named by the local First Nations, is crisscrossed with winding rivers, 800 kilometres of trails to hike, cycle, or ski on, and many charming communities to explore during all four seasons.³

Typical recreational property buyers within the region can be classified as Gen Xers between the ages of roughly 36 to 51, and mainly couples with young children. Baby boomers and retirees once sought out properties in the area with the intention of using them as primary residences, but many are now returning to cities, often due to the maintenance needed with recreational properties.

Many of those purchasing properties in the area desire the cottage lifestyle. Ideal properties are winterized and move-in ready, requiring no major renovation work. Local buyers are predominantly from the GTA, and most travel no more than a couple of hours as an escape from city life. Interest from foreign buyers is very low, with the few Americans who previously were buying properties in the area now choosing to shop at home instead.

Prices and sales within the region have increased slightly year-over-year, with the proximity to the GTA triggering increased demand for properties since May of 2015. Supply has decreased, with properties staying “in the family”, especially if the waterfront is of good quality. The current average price of a lakefront property sits at \$695,000. A spot on the riverside averages \$350,000, with resort/condo properties averaging \$145,000. Looking forward, sales activity is projected to remain steady in 2016.

Linda Duncan, broker, Royal LePage Kawartha Lakes Realty®, reminds potential buyers that just because this is the country, it doesn't mean that property comes cheap. “Consumers need to have realistic expectations,” said Duncan, “we can't make any more lakes in the region, so prices are higher than people might expect. Cottages are in limited supply and high expectations from buyers on price vs included features aren't always aligned.”



Total Population

55,490

53 years old

Median Age of Population

\$78,368

Average Household Income

Marital Status by Household*



65%

Married



35%

Single

Family Households



63%

No Children



37%

Children



Immigrant vs Non-Immigrant Households

91%

Non-Immigrant

9%

Immigrant

Average Year Built



Before 1960

27%

1961 - 1980

27%

1981 - 2000

30%

2001 - 2011

10%

After 2011

6%

³ Information from Explore Kawartha Lakes

Land O'Lakes

"Buyers in the area are primarily interested in a recreational home they can travel to year-round"

Chris Winney, Broker, Royal LePage ProAlliance Realty^s

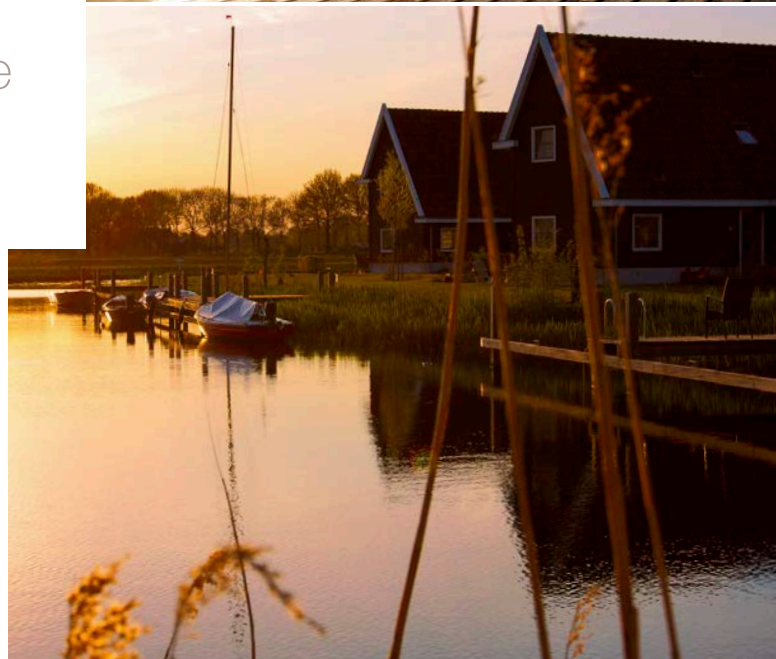
Ontario's highlands are the perfect place for families to take advantage of Canada's outdoors, and buyers seem to recognize this. With pristine lakes and easy access to activities like cycling, fishing, paddling, golfing and several winter activities, couples with children are choosing this area to partake in these sports and other cultural activities.

"Buyers in the area are primarily interested in a recreational home they can travel to year-round, but those properties are in short supply and sell quickly," said Chris Winney, broker, Royal LePage ProAlliance Realty^s. "With a somewhat limited supply, the market is increasing slowly, both in terms of price and demand, making it the perfect time to buy." Currently, lakefront properties can be purchased for an average of approximately \$325,000, while cottages are selling for an average of \$95,000.

Buyers are attracted to recently renovated or newer homes, in order to move in quickly and keep any construction to a minimum. They are eager to join the community and take advantage of the beautiful summer weather it affords. Most families will travel approximately three to four hours to get away from the city, so comfort is an important factor in their investment.

Those willing to invest in renovations will find that their homes are more appealing to cottage renters. Winney noted that rental properties are very attractive to current buyers who are looking to make some supplemental income; any increase in the amenities a home can offer will lead to a significant increase in rental income.

This is particularly relevant to those renting to interested parties from outside Canada. With a weak Canadian dollar, Winney is seeing increased interest from U.S. visitors who are prepared to cross the border to take advantage of savings ranging from 20 to 25 per cent.



Total Population

48,237

49 years old

Median Age of Population

\$94,327

Average Household Income

Marital Status by Household*



66%

Married



34%

Single



58%

No Children



42%

Children



Immigrant vs Non-Immigrant Households

92%

Non-Immigrant

8%

Immigrant

Average Year Built



Before 1960	27%
1961 - 1980	27%
1981 - 2000	29%
2001 - 2011	10%
After 2011	7%

Muskoka

Muskoka is one of the country's most sought-after recreational property markets. Boasting a unique blend of high-end amenities and rural beauty, this region has something for everyone. Whether relaxing on the dock, teeing off on the greens, or hiking through Algonquin park, there is much to do and see. Those looking for an active outdoor lifestyle can enjoy a number of activities, including rock climbing, mountain biking, swimming, canoeing and kayaking.

Buyers are typically between 36 and 51, looking to invest and leverage a low interest rate environment, though younger, successful individuals and investors looking to rent have begun to enter the market, spiking demand as a result.

Sales and prices have increased significantly within the region, pushing inventory levels ever-lower when compared to last year. While a handful of sellers believe they can capitalize on the appreciation of their properties, many have elected to hold off selling due to poor spring weather and a stable economy. These trends are expected to continue to heat up the market throughout the rest of 2016, with sales activity projected to increase in comparison to 2015.

Potential purchasers can now expect to pay an average price of \$790,000 for a lakefront property and \$400,000 for an island. Those choosing to purchase a wood cottage without waterfront access can expect to spend an average of \$290,000.

According to Don Evans, sales representative, Royal LePage Lakes of Muskoka®, when purchasing a recreational property within the region, it is important to first consider its use. "Purchasers must take a generational view when buying in Muskoka," he noted. "By addressing current needs, but also considering the needs that may arise in the future, buyers can select a property they will enjoy for years to come."

"Sales and prices have increased significantly within the region"

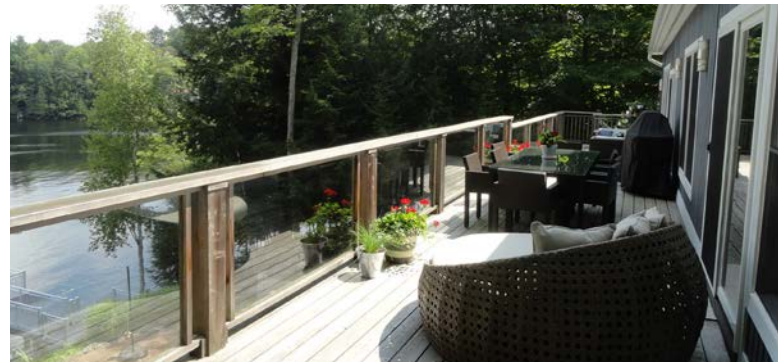
Don Evans, Sales Representative, Royal LePage Lakes of Muskoka®



Featured Property
\$2,750,000

1021 Trillium Rd, Port Carling, ON

Beds: 5 Baths: 4
Lot size: 2.14 acres
Floor Area: 1,975 sq. ft.



Total Population

100,930

49 years old
Median Age of Population

\$81,089
Average Household Income

Marital Status by Household*

Family Households



61%
Married



39%
Single



57%
No Children



43%
Children



Immigrant vs Non-Immigrant Households

92%
Non-Immigrant

8%
Immigrant

Average Year Built



Before 1960	25%
1961 - 1980	28%
1981 - 2000	29%
2001 - 2011	12%
After 2011	6%



Niagara-on-the-Lake

Driving along the Niagara parkway, the tourist attractions of Niagara Falls give way to numerous wineries and bed and breakfasts leading into what has been named "Canada's prettiest town", Niagara-on-the-Lake. The historic village nestled at the meeting place of the Niagara River and Lake Ontario boasts more than just award winning wine. You will also find artisan shops and galleries, Canada's second largest repertoire theatre, the Shaw Festival, and bike and walking paths interwoven between numerous historic sites and relics of the former capital of Upper Canada.

Buyers in the Niagara region are usually couples aged 52 to 70 years old with older children. Many commute from the GTA or are looking to retire and relocate permanently to the quaint, lakeside town, while still only an hour and a half away from their former homes and offices.

"We haven't seen an overly significant shift in our buyer demographic in the last five years," said Brad Johnstone, broker of record, Royal LePage Niagara Real Estate Centre[®]. "We have continued to see a lot of baby boomers who have made a good living in Toronto and are now ready to sell their highly valued property and move to the Niagara region for something smaller.

According to Johnstone, prices and demand have increased significantly in the past year while supply has decreased. The current average price for a lakefront recreational property in the region is \$769,000, while a riverfront property averages \$700,000.

Along with retirees relocating from the GTA, Johnstone also sees former Niagara residents moving back to the area from around the country and foreign buyers from across the Niagara River in the U.S., coming north to capitalize on the lower Canadian dollar.



Total Population

78,924

49 years old
Median Age of Population

\$89,457
Average Household Income

Marital Status by Household*

Family Households



61%
Married



39%
Single



56%
No Children



44%
Children



Immigrant vs Non-Immigrant Households

Average Year Built



84%
Non-Immigrant

16%
Immigrant

Before 1960 37%
1961 - 1980 24%
1981 - 2000 20%
2001 - 2011 12%
After 2011 7%

"We haven't seen an overly significant shift in our buyer demographic in the last five years"

Brad Johnstone, Broker of Record,
Royal LePage Niagara Real Estate Centre[®]

Orillia/South Muskoka

Less than a two hour drive from Canada's largest city, Orillia acts as a central hub between Lakes Simcoe and Couchiching. Its proximity to the GTA, exciting year-round activities and the tranquility of the wilderness are all reasons for the region's popularity as a cottage hotspot and retirement destination.⁴ In addition to the boating, swimming, and skiing offered by Orillia and South Muskoka, the region's annual Perch Festival attracts more than 4,000 anglers to the area every year.

Recreational properties in the Orillia and South Muskoka regions typically attract baby boomers who have reached a point of financial security that allows them to achieve their desired lifestyle. The region's central location is easily accessible to buyers from the GTA and its suburban neighbours including Richmond Hill, Aurora, Newmarket, along with those from the nearby Kitchener-Waterloo area.

“The excitement in the real estate market in general, has led to some pent-up demand in this year’s spring market”

Stewart McNeely, Broker, Royal LePage Real Quest Realty®

The average prices for recreational properties in the area are \$650,000 for a lakefront property and \$275,000 for an island property. Year-over-year prices and sales activity have both increased slightly in 2016, while the number of listings has decreased over the same period.

“The excitement in the real estate market in general, along with the interest in lifestyle factors unique to our region have led to some pent-up demand in this year’s spring market,” said Stewart McNeely, broker, Royal LePage Real Quest Realty®. “The increased demand combined with relatively low inventory has resulted in some buyers being shut out of the market. However, we expect sales activity to increase slightly through the remainder of 2016.”



Total Population

82,215

48 years old

Median Age of Population

\$76,062

Average Household Income

Marital Status by Household*



59%

Married



41%

Single

Family Households



58%

No Children



42%

Children



Immigrant vs Non-Immigrant Households

90%

Non-Immigrant

10%

Immigrant

Average Year Built



Before 1960 27%

1961 - 1980 27%

1981 - 2000 29%

2001 - 2011 11%

After 2011 6%

⁴ Information from the Orillia District Chamber of Commerce



“The most popular property conditions among buyers in the region being move-in ready or custom built”

David Kingshott, Manager, Royal LePage Team Advantage Realty®

Parry Sound

The charming waterfront town of Parry Sound, located in the southernmost region of Northern Ontario, is perched on the “inland ocean” that is Georgian Bay. The area’s population of 14,000 permanent residents grows to 100,000 with seasonal residents drawn to the summer and winter fun the region offers. The area’s provincial parks and vast waterways allow for outdoor activities in both seasons; everything from snowshoeing and ice fishing to canoeing and hiking can be done in the region, attracting thousands of would-be cottage owners who are looking to enter the market.

A lakefront property averages \$400,000 while a riverside property stands at \$250,000. An island property sees an average price of \$350,000 while a non-waterfront cottage or cabin is \$200,000. The current stable prices and sales activity are expected to stay the same going forward in 2016.

“Buyers are willing to travel three to four hours from their primary residence to their recreational property in Parry Sound,” said David Kingshott, manager, Royal LePage Team Advantage Realty®. “Typical buyers in the region are couples with young children looking for a change in lifestyle and a place to create memories as a family.”

“The majority of buyers hail from the Greater Toronto Area and Southern Ontario, especially with new highway completion providing easier access to the region,” continued Kingshott, “with the most popular property conditions among buyers in the region being move-in ready or custom built.”



Total Population

13,271

50 years old
Median Age of Population

\$88,093
Average Household Income

Marital Status by Household*



59%
Married



41%
Single

Family Households



58%
No Children



42%
Children



Immigrant vs Non-Immigrant Households

92%
Non-Immigrant

8%
Immigrant

Average Year Built



Before 1960	32%
1961 - 1980	27%
1981 - 2000	25%
2001 - 2011	9%
After 2011	7%



Rideau Lake

Located between Ottawa and Kingston, Rideau Lake presents prospective buyers with a wonderful opportunity to get away from the big city and relax. From taking in a play at the local theatre to boating, fishing and golfing, this region has a lot to offer.

Across the Rideau Lake region, the typical recreational property buyer can be described as 52- to 70-year-old couples looking to retire on the waterfront. Recently, foreign buyers from New York state and England have begun to come into the market in order to take advantage of the lower Canadian dollar. Millennials are also taking advantage of the region's affordability. Having built up equity, they are beginning to look at waterfront properties for some fun in the sun.

This has led to an increase in demand, with sales activity increasing slightly when compared to the past year. House prices and inventory have remained relatively flat however, opening the door to many multiple offer situations. By housing type, the average prices for lakefront and riverside properties are \$400,000 and \$300,000, respectively. Islands and non-waterfront woods cabins typically cost \$250,000. Looking forward, sales activity is projected to increase over the course of the year as more properties are placed on the market.

When purchasing a property in Rideau Lake, it is important to keep an open mind before making a final decision. "It is important for buyers to be open to different lakes and different views," said Pauline Auger, broker of record, Royal LePage Advantage Real Estate®. "Each region within Rideau Lake has unique qualities and characteristics. By coming into the market with a specific expectation, you can find what you truly want and purchase the property of your dreams."



Total Population

39,235

48 years old

Median Age of Population

\$93,445

Average Household Income

Marital Status by Household*

Family Households



66%

Married



34%

Single



54%

No Children



46%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



93%

Non-Immigrant

7%

Immigrant

Before 1960

26%

1961 - 1980

22%

1981 - 2000

31%

2001 - 2011

14%

After 2011

7%

"The typical recreational property buyer can be described as 52- to 70-year-old couples looking to retire on the waterfront"

Pauline Auger, Broker of Record, Royal LePage Advantage Real Estate®



Southern Georgian Bay

Whether wandering through shoreline towns, marveling at spectacular panoramic views or going on a historical journey, the South Georgian Bay area made up of Meaford, Thornbury and Collingwood has something for everyone. From cycling and camping to trying one of the three favourite local eateries featured on the Food Network's "You Gotta Eat Here" – this region, nestled between Blue Mountain and Wasaga Beach, is one with plenty to offer.

"Low interest rates and high consumer confidence have created a strong demand for recreational properties," said Rick Crouch, broker, Royal LePage Locations North[®]. "Add the fact that we are a true four season recreational market in close proximity to the Greater Toronto Area and you have all the makings of a very desirable market."

The increased demand has resulted in a significant inventory decrease throughout the region, partly due to retirees taking full-time residence in what were previously recreational properties. "Although the typical buyers are couples with young children, baby boomers also remain a major buyer demographic in the area," added Crouch.

Currently, the average price for a lakefront property is \$845,000, while a riverside property is \$400,000, a non-waterfront cottage or cabin is \$452,000 and a condo is \$275,000. Looking forward, sales activity is expected to increase slightly considering there has now been five consecutive years of record sales in the local market and the forecast is the same for the upcoming year.

Buyers are mostly coming from the GTA given the short commute of less than two hours, but the region does also see up to 10 per cent of buyers who are hailing from outside of Canada. These buyers are predominantly Chinese along with a recent resurgence in American visitors due to the low Canadian dollar.

"Low interest rates and high consumer confidence have created a strong demand for recreational properties"

Rick Crouch, Broker, Royal LePage Locations North[®]



Total Population

85,596

50 years old

Median Age of Population

\$91,499

Average Household Income

Marital Status by Household*

Family Households



63%

Married



37%

Single



57%

No Children



43%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



92%

Non-Immigrant

8%

Immigrant

Before 1960

28%

1961 - 1980

25%

1981 - 2000

27%

2001 - 2011

14%

After 2011

6%

Southwestern Ontario

From Goderich and Grand Bend on Lake Huron to Turkey Point and Port Stanley on Lake Erie, this expansive region has beautiful recreational properties surrounded by some of the country's best agricultural land. A little known fact is that Lake Erie's Point Pelee peninsula and Pelee Island represent the southernmost point in Canada, at the same latitude as the northern California border.

“Retirees from around the province are still coming to Southwestern Ontario”

Fred Lobb, Broker/Owner, Royal LePage Heartland Realty®

Short drives and major highways help Southwestern Ontario attract recreational property buyers from the GTA, Kitchener-Waterloo and London. The typical buyers in the region are retiring baby boomers, aged 52 to 70 years old.

“Retirees from around the province are still coming to Southwestern Ontario,” said Fred Lobb, broker/owner, Royal LePage Heartland Realty®. “As baby boomers look to buy real estate outside of the urban centres where they have spent their working lives, they are increasingly looking west instead of north. The high selling prices of residential real estate in the city allow sellers to come to this region and purchase waterfront properties for retirement. The beauty of our beaches, the lifestyle and the affordability is a hard combination to beat.”

Reflecting the attractiveness of Southwestern Ontario, there has been a slight decrease in inventory since last year. Over the same period, prices and sales have both increased slightly. Sales are expected to remain steady over the remainder of 2016. Average prices start at \$205,000 for a non-waterfront property, rising to \$245,000 and \$246,000 for a riverside or lake view property respectively, and coming in at \$485,000 for a lakefront property.



Total Population

4,560

59 years old

Median Age of Population

\$63,895

Average Household Income

Marital Status by Household*



61%

Married



39%

Single

Family Households



62%

No Children



38%

Children



Immigrant vs Non-Immigrant Households

97%

Non-Immigrant

3%

Immigrant

Average Year Built



Before 1960 34%

1961 - 1980 30%

1981 - 2000 28%

2001 - 2011 6%

After 2011 2%

St. Joseph Island and Lake Huron

St. Joseph Island is described as “a world unto itself” filled with beaches, quaint restaurants and miles of scenic country roads. The island lies at the northern tip of the Niagara Escarpment, at the junction of the Great Lakes and gets its temperate weather from the warmer Lake Huron.

A vibrant heritage and rich landscape is complemented by seasonal attractions like skiing, snowmobiling, hiking and swimming as well as several year-round events and festivals. It is no question that the natural beauty of the island is a huge draw to potential recreational property buyers.

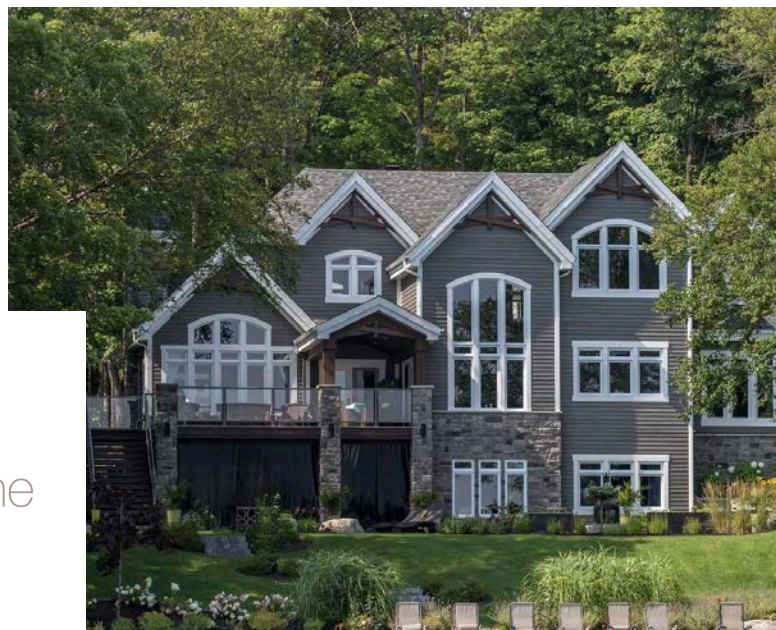
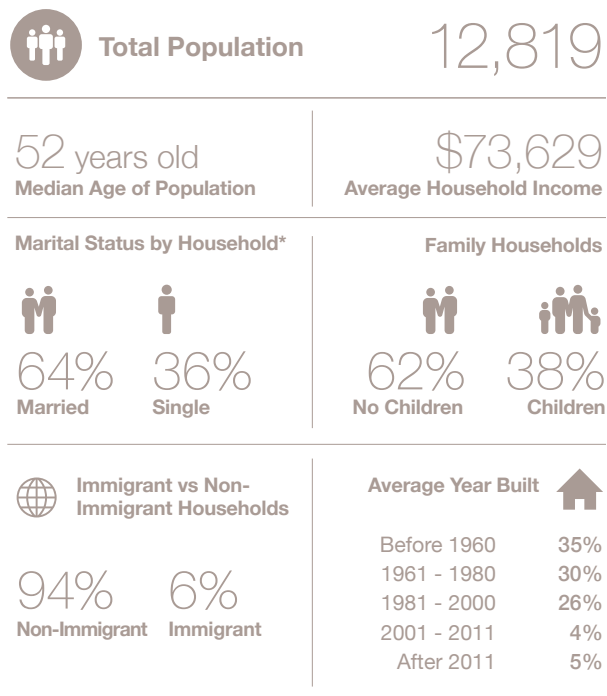
The prices of recreational properties found on St. Joseph Island and Lake Huron vary. According to Carl Thomas, broker/owner, Royal LePage Northern Advantage®, “lakefront properties average \$150,000 while non-waterfront cottages average \$80,000. Not surprisingly, a year-round lakefront property has the highest average price in the region at \$250,000.” Thomas added that “although prices have not increased much year-over-year, the area is an attractive one, and now may be the perfect time to enter the market.”

Baby boomers, aged 52 to 70, are the typical recreational property buyers in the region, many of whom tend to be retired with grown children and desire the lifestyle that the island and lake offer. Many have or plan to sell their primary residence and move to the lake for a simpler life.

Thomas said that most of the foreign buyers interested in St. Joseph Island and Lake Huron hail from the U.S.

“Many have or plan to sell their primary residence and move to the lake for a simpler life year-round”

Carl Thomas, Broker/Owner, Royal LePage Northern Advantage®



Sudbury

With its 300 freshwater lakes, and countless trails, Sudbury is a beautiful destination for residents of Southern Ontario and elsewhere. With its unique blend of urban comforts and year-round outdoor attractions, Sudbury has the feel of a city with the space to explore.

Typical recreational property buyers in the region are 36- to 51-year-old couples with young children looking to get a taste of the cottage lifestyle. They see these properties as an investment, and some day hope to retire here. "Recently, we've seen retirees and baby boomers across Greater Sudbury enter the market with the intention of using a recreational property as their primary residence," said Alex Dumas, broker, Royal LePage North Heritage Realty®. "These buyers typically purchase seasonal properties, and then upgrade them for year-round use."

Despite a slower start to 2016, Sudbury's recreational property market is stable. While prices and inventory levels have remained the same, sales have increased slightly when compared to last year. On average, prospective buyers can purchase a lakefront property for \$230,000, and a riverside or island property for \$210,000 and \$175,000, respectively. The average price of properties not on the water is \$100,000. Looking ahead, sales activity within the region is forecasted to remain comparable to levels reached in 2015.

According to Dumas, when purchasing a recreational property, buyers should look at multiple properties around the region. "In Sudbury, property values vary by as much as 10 per cent from lake to lake," he said. "Bodies of water surrounding the region can vary in quality and utility. As such, doing your homework, and hiring an experienced real estate agent can make a world of a difference."



Total Population

24,438

45 years old

Median Age of Population

\$ 96,799

Average Household Income

Marital Status by Household*

Family Households



55%

Married



45%

Single



56%

No Children



44%

Children



Immigrant vs Non-Immigrant Households

93%

Non-Immigrant

7%

Immigrant

Average Year Built



Before 1960

21%

1961 - 1980

48%

1981 - 2000

24%

2001 - 2011

2%

After 2011

5%



Manitoba

“We’re starting to see younger buyers, under the age of 35, with young children in the region”

Lee-Ann Shewchuk, Realtor®, Royal LePage Top Producers Real Estate

Average Prices†

Manitoba	Lakefront	Riverside	Woods Cabin (non-waterfront)
Grand Beach District	\$250,000		
Interlake	\$300,000		\$100,000
Lac du Bonnet	\$293,000	\$270,000	\$137,000
Lake Manitoba	\$155,000		\$100,000
Lake Winnipeg	\$180,000		

Grand Beach District

Only a one hour drive from Winnipeg, Grand Beach is 'Manitoba's little paradise on the prairie'. Residents can stroll along the boardwalk or hike along the Wild Wings trail of the provincial park's marsh. The unique Grand Beach region offers cycling, camping, bird watching, berry picking, fishing, and golfing as well as seasonal events and festivals, perfect for outings with friends and family.⁵

Within the last five years the region has seen a change in the demographic of recreational property buyers. “Many elderly property owners are starting to sell their cabins,” said Lee-Ann Shewchuk, Realtor®, Royal LePage Top Producers Real Estate. “They have owned these properties for a long time and can no longer keep up with the maintenance needed. We’re starting to see younger buyers, under the age of 35, with young children looking for cabins in the region.”

5 Information courtesy of Grand Beach Tourism

“As Grand Beach is a provincial park, the land is leased and not technically owned”

Lee-Ann Shewchuk, Realtor®, Royal LePage Top Producers Real Estate

The decreasing prices and increasing inventory make it a great time to buy a recreational property in the Grand Beach area. The average price of a lakefront property is currently \$250,000 according to Shewchuk, who predicts that sales activity will remain steady going forward.

Most buyers in the region hail from Winnipeg, as it's a short drive away, and are in the market for a recreational property as they're seeking a change in lifestyle. The most common properties purchased in the region are fixer-uppers or vacant land as opposed to move-in ready or custom built homes. “As Grand Beach is a provincial park, the land is leased and not technically owned,” continued Shewchuk. “Buyers secure their spots and we're seeing a lot of old cabins being purchased, torn down, and rebuilt to accommodate visiting families, with the intention of using the new cabin long-term.”

Grand Beach is not just a popular vacation spot, it has a community feel in the park with around 500 cabins and the ability to walk to all amenities.





 **Total Population** 46,564

45 years old
Median Age of Population


\$95,769
Average Household Income


Marital Status by Household*


 65% **Married**

 35% **Single**

Family Households


 51% **No Children**

 49% **Children**

 **Immigrant vs Non-Immigrant Households**

93% **Non-Immigrant**

7% **Immigrant**

Average Year Built 

Before 1960 17%

1961 - 1980 31%

1981 - 2000 30%

2001 - 2011 16%

After 2011 6%



“Better weather conditions over the past year have led to a slight increase in price, sales and property listings”

Jim Muir, Sales Representative/Associate Broker,
Royal LePage Dynamic Real Estate

Interlake

Situated between Lake Winnipeg and Lake Manitoba, the Interlake region offers something for everyone. Whether looking for outdoor activities such as fishing, boating, camping, golfing, hunting, hiking and wildlife watching or unique cultural attractions like heritage sites, fairs and festivals, museums and galleries, the Interlake region offers a diverse and distinct appeal.

“Better weather conditions over the past year have led to a slight increase in price, sales and property listings in the Interlake area compared to last year,” said Jim Muir, sales representative and associate broker at Royal LePage Dynamic Real Estate. “This trend has been driven by the affordability and convenience of purchasing a recreational property in the region with the top selling properties being move-in ready homes or fixer-uppers. The purchase of vacant land or custom built homes is not as common in the region as it is in others.”

The average price of a lakefront property is \$300,000 while a non-waterfront cottage or cabin is \$100,000. Looking forward, sales activity is expected to increase due to improved weather conditions.

Typical recreational property buyers in the region are couples between the ages of 36 and 51, along with an increasing trend towards retirees purchasing recreational properties to use as their primary residence for half the year then seeking a warmer climate for the other half. However, according to Muir, there are now more millennials who are bringing in higher salaries with more discretionary spending.

Most recreational property buyers in the Interlake region are from Winnipeg, travelling less than two hours from their primary residence. While most buyers are Canadian or coming from elsewhere in North America, there are some foreign buyers in the region hailing from Europe.



Total Population

54,139

42 years old

Median Age of Population

\$76,921

Average Household Income

Marital Status by Household*



60%
Married



40%
Single

Family Households



46%
No Children



54%
Children



Immigrant vs Non-Immigrant Households

95%
Non-Immigrant

5%
Immigrant

Average Year Built



Before 1960	20%
1961 - 1980	28%
1981 - 2000	33%
2001 - 2011	14%
After 2011	5%

Lac du Bonnet

Located where the rolling prairies meet the boreal forest, Lac du Bonnet features some of the best fishing in Manitoba. The thousands of cottagers who come to call the lake home during the summer and winter months enjoy year-round recreational activities like swimming, boating, water skiing, and baseball in the warmer months; and snowmobiling, cross-country skiing, and ice fishing during the winter. The Granite Hill golf course continues to draw people to the area, and the Lac du Bonnet market continues to experience consistency as prices in the region remain stable.

“Typical recreational property buyers in the region are couples with young children between the ages of 36 and 51”

Tammy Beutel, Realtor®, Royal LePage Top Producers Real Estate

According to Tammy Beutel, Realtor®, Royal LePage Top Producers Real Estate, the typical recreational property buyers in the region are couples with young children between the ages of 36 and 51. Many buyers plan to one day retire here and are taking advantage of the currently low market prices. Foreign ownership is virtually non-existent, with buyers typically hailing from Winnipeg.

An oversupply of properties for sale led to a price decrease from last year at this time, with the current average price of a lakefront property settling at \$293,000. A spot on the riverside averages \$270,000, while a cottage or cabin in the woods (non-waterfront property) is \$137,000.



Featured Property
\$162,900

12 Retreat Place,
White Mud Falls, MB

Beds: 3 Baths: 2
Lot size: 12,000 sq. ft.
Floor Area: 1,104 sq. ft.



Total Population

46,564

45 years old

Median Age of Population

\$95,769

Average Household Income

Marital Status by Household*

Family Households



65%

Married



35%

Single



51%

No Children



49%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



93%

Non-Immigrant

7%

Immigrant

Before 1960

17%

1961 - 1980

30%

1981 - 2000

31%

2001 - 2011

16%

After 2011

6%



Lake Manitoba

A lesser-known hidden gem seated in the heart of the rolling hills of the picturesque prairies, Lake Manitoba offers lakeside living with many amenities sought out by discerning cottage buyers. The region features wetlands thriving with local waterfowl, scenic golf courses, National Historic Sites and lakeside resorts dotting the landscape.⁶

Typical recreational property buyers in the region are 52- to 70-year-old couples with grown children. Looking for an outdoorsy lifestyle that is close to home, these buyers travel on average no more than two hours to reach their recreational properties. Foreign buyers are mostly from the Philippines, coming into the Canadian market to take advantage of the high quality of life here.

Prices and sales within the region have generally remained stable year-over-year, though development has increased significantly since 2007. As lake levels have stabilized, buyer confidence in the region has risen, driving an increase in the number of recreational property sales and listings since 2015. The current average price of a lakefront property is \$155,000, and woods cottage/cabin (non-waterfront) properties are selling for \$100,000. Looking forward, sales activity is projected to remain robust in 2016 as buyer confidence holds steady.

"The area is being totally transformed. When the area began to be developed in 2007, most initial buyers were people buying the property and holding it for investment purposes," said Warren Neufeld, sales representative/owner, Royal LePage Portage Realty. "Now, people are buying and building as the community has matured. There have been many renovations and many new builds on the lake."

"Now, people are buying and building as the community has matured since it started developing in 2007"

Warren Neufeld, Sales Representative/Owner, Royal LePage Portage Realty



Total Population

15,910

41 years old

Median Age of Population

\$70,116

Average Household Income

Marital Status by Household*

Family Households



54%

Married



46%

Single



46%

No Children



54%

Children



Immigrant vs Non-Immigrant Households

95%

Non-Immigrant

5%

Immigrant

Average Year Built



Before 1960

35%

1961 - 1980

39%

1981 - 2000

18%

2001 - 2011

7%

After 2011

1%

⁶ Information provided by Travel Manitoba



Lake Winnipeg

The largest lake in Manitoba, Lake Winnipeg is a natural beauty, only 55 kilometres north of Winnipeg and surrounded by pristine boreal forests and rivers, remote sandy beaches, and large limestone cliffs. Winnipeg Beach offers locations for family barbeques, outdoor concerts, swimming, biking, opportunities to play tennis or volleyball, and all in close proximity to shops and restaurants.

“This area is quite affordable for people, more so than most other areas in Manitoba and definitely more so than in Ontario.”

John Bucklaschuk, Broker, Royal LePage JMB & Associates

“Buyers in the region are typically couples with young children,” said John Bucklaschuk, broker, Royal LePage JMB & Associates. “This area is quite affordable for people, more so than most other areas in Manitoba and definitely more so than in Ontario.” Prices have remained the same over the past year with the average price of a lakefront property averaging \$180,000. However, sales activity has increased. According to Bucklaschuk, “this could be due to the earlier spring and milder weather in the region as owners have traditionally tended to list later in the spring rather than earlier. We expect a significant increase in the coming months.”

As Lake Winnipeg is only a short drive from the city of Winnipeg, most recreational property buyers are coming from the city, willing to drive no more than two hours from their home. The purchase of a recreational property in the region is often motivated by the desire for a change in lifestyle, paired with current low interest rates, says Bucklaschuk.



Total Population

75,920

43 years old
Median Age of Population

\$83,095
Average Household Income

Marital Status by Household*

59% Married
41% Single

Family Households

46% No Children
54% Children

Immigrant vs Non-Immigrant Households

94% Non-Immigrant
6% Immigrant

Average Year Built

Before 1960 22%
1961 - 1980 30%
1981 - 2000 31%
2001 - 2011 13%
After 2011 4%

Saskatchewan

“Demand and pricing for recreational properties in these areas have remained stable, despite some challenging economic conditions”

Matt Miller, Associate Broker, Royal LePage Saskatoon Real Estate

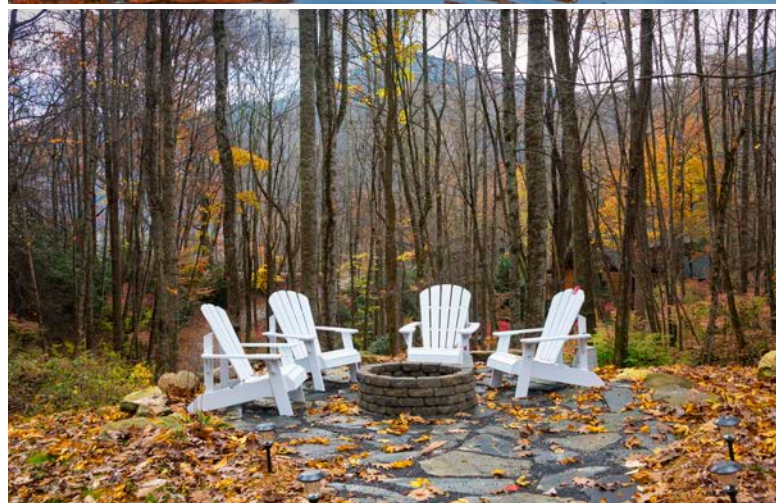
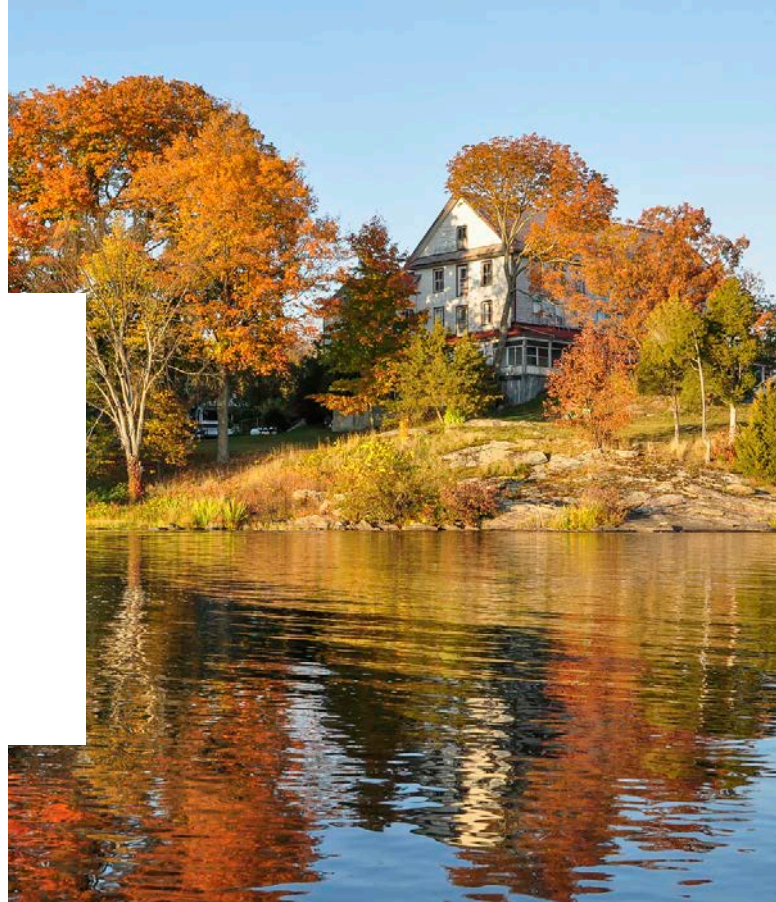
Average Prices†

Saskatchewan	Lakefront	Resort/ Condo	Woods Cabin (non-waterfront)
Christopher Lake, Emma Lake and Candle Lake	\$454,000		\$266,000
Melfort	\$320,000		\$225,000
Regina	\$350,000	\$280,000	\$180,000

Christopher Lake, Emma Lake, and Candle Lake

Located in the heart of Saskatchewan are Christopher Lake, Emma Lake, and Candle Lake, just 40 kilometres north of Prince Albert. The proximity of this trio of lakes to both Saskatoon and Regina continues to be a big feature driving city dwellers to invest in properties in the region.

The majority of buyers are couples with young children, looking to get away from the hustle and bustle of city life and experience the natural beauty of the area, and take advantage of the sheer variety of activities and amenities available. Whether it's crystal clear lakes in the summer or snowmobiling and cross-country skiing in the winter, there is something for everyone year-round.



"Demand and pricing for recreational properties in these areas have remained stable, despite some challenging economic conditions," said Matt Miller, associate broker, Royal LePage Saskatoon Real Estate. "After some adjustments in 2015, the area is recording stability in demand and small price corrections along with good demand across price ranges. More homes are selling in excess of \$500,000 this year compared to last."

Miller added that the average lakefront home is currently selling for just over \$450,000, while the average cottage in the forest sells for just over \$265,000. Prices have decreased slightly, as both supply and demand have remained the same, which makes the summer of 2016 an opportune time to enter the market. Savvy buyers would do well to cash in on the trend, as Miller doesn't expect prices to keep declining.

"More homes are selling in excess of \$500,000 this year compared to last"



Matt Miller, Associate Broker, Royal LePage Saskatoon Real Estate

 **Total Population** 55,083



34 years old
Median Age of Population


\$78,387
Average Household Income

Marital Status by Household*


 56% Married
 44% Single

Family Households

 42% No Children
 58% Children

 **Immigrant vs Non-Immigrant Households**

98% Non-Immigrant
2% Immigrant

Average Year Built 

Before 1960	17%
1961 - 1980	29%
1981 - 2000	32%
2001 - 2011	16%
After 2011	6%





Melfort

For the young, and young at heart, few regions offer more places to play than Melfort, Saskatchewan. Located southeast of Prince Albert and northeast of Saskatoon, Melfort boasts recreational facilities that make it the envy of many surrounding cities and towns. With hockey in the winter, golf in the summer, and the beautiful views of the Aurora Borealis at night throughout the year, it is a jewel of the prairies.

Recreational properties in the area range from approximately \$225,000 for a cabin in the woods to \$320,000 for a lakefront home. "With prices having decreased slightly year-over-year from 2015, this might present the perfect time to invest in a recreational property in the area," according to Joline Ozeroff, associate broker, Royal LePage Hodgins Realty. "There is less demand right now, which has led to the prices softening and many properties, which were not available last year have come on the market leading to a wider range of possibilities for families looking to buy in the area."

As most buyers are coming from neighbouring cities such as Melfort, Tisdale and Prince Albert and looking to get away from the stresses of everyday life, it's important for potential buyers to feel comfortable in the area. According to Ozeroff, for those seeking a more quiet and remote experience, they might want to look towards a regional park or a newly developed lake area.

According to Ozeroff, "There are many lakes in the immediate area, which make it great for quad-biking, boating, swimming, hiking and other year-round activities." The majority of buyers are couples ages 36 to 51 years old, with older children, looking to either downsize or begin planning for their retirements.



Total Population

35,306

43 years old

Median Age of Population

\$78,576

Average Household Income

Marital Status by Household*



63%

Married



37%

Single

Family Households



48%

No Children



52%

Children



Immigrant vs Non-Immigrant Households

96%

Non-Immigrant

4%

Immigrant

Average Year Built



Before 1960

26%

1961 - 1980

40%

1981 - 2000

24%

2001 - 2011

8%

After 2011

2%

"For those seeking a more quiet and remote experience, they might want to look towards a regional park or a newly developed lake area"

Joline Ozeroff, Associate Broker, Royal LePage Hodgins Realty



Featured Property
\$289,900

614 Park Road,
Saskatchewan Beach, SK

—
Beds: 3 Baths: 1
Lot size: 12,000 sq. ft.
Floor Area: 1,279 sq. ft.



Regina

The city features the sunniest skies, averaging over 2,300 hours of sunshine a year, setting the scene for perhaps a surprise recreational retreat.⁷ With access to the scenic green rolling hills of Qu'Appelle Valley in the spring, it is a place to stop and smell the roses, sometimes literally at the Regina Royal Flower Conservatory in the summer. Family farms burst with pick-your-own berries and pumpkin patches in the fall, and a flourishing nightlife scene in the city's core provide opportunities to refuel on contemporary farm-to-table cuisine and sip local craft beers.

“Cottages are between
50 and 70 years old
and include few newer
developments”

Mike Duggleby, Broker/Owner, Royal LePage Regina Realty

Typical buyers within the region are younger than in other recreational property hotspots around the country, with financially secure millennials aged 19 to 35 dominating the market. Most are young couples with children looking to purchase properties that fit their desired lifestyles and to have a place of their own to vacation. Ideal properties in the region are move-in ready or new builds, sought out by local purchasers from Lumsden, Fort Qu'Appelle and Craven. Buyers are mainly North American, with some foreign buyers coming to the region from as far as Europe, the Middle East, and Africa.

Prices and sales within the region have generally remained the same year-over-year, with demand for properties remaining steady. The current average price of a lakefront property is \$350,000, with a woods cabin (non-waterfront) property sitting at \$180,000. Resort and condo properties fall in the middle of these two price points, at an average price of \$280,000. A slight downturn in the resource economy has affected growth in the region, and sales activity is projected to decrease slightly in 2016.

“In a region where most cottages are between 50 and 70 years old and include few newer developments, it is important to use a knowledgeable real estate agent when making a decision to buy,” said Mike Duggleby, broker/owner, Royal LePage Regina Realty.



Total Population

30,952

34 years old
Median Age of Population

\$90,669
Average Household Income

Marital Status by Household*

Family Households



53%
Married

47%
Single



42%
No Children

58%
Children



Immigrant vs Non-Immigrant Households

Average Year Built



84% 16%
Non-Immigrant Immigrant

Before 1960	32%
1961 - 1980	38%
1981 - 2000	19%
2001 - 2011	8%
After 2011	3%

Alberta

“Sales this year are the third highest ever. Recreational property buyers within the region hail from Calgary and Edmonton”

Brad Hawker, Broker/Owner, Royal LePage Rocky Mountain Realty

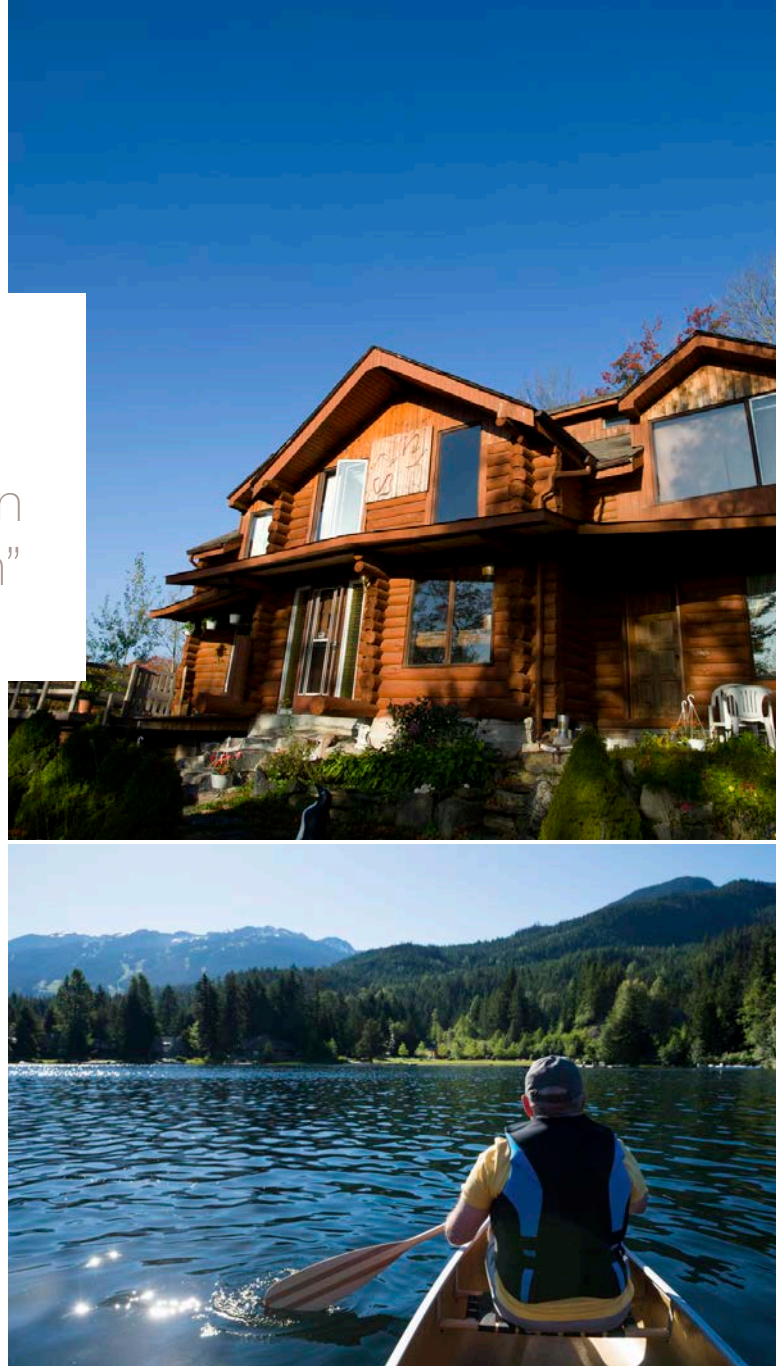
Average Prices†

Alberta	Lakefront	Riverside	Resort/ Condo
Canmore		\$2,500,000	\$750,000
Sylvan Lake	\$1,000,000		
Wabamun Lake, Lac St. Anne, and Pigeon Lake	\$480,000		

Canmore

Located in the Bow Valley, close to neighbouring Banff National Park and approximately an hour's drive west of Calgary, the town of Canmore Kananaskis is the largest community in Alberta's Rockies. Boasting a vast array of outdoor activities such as hiking, canoeing, climbing, biking, camping, white water rafting and so much more, the mountain town is the destination of choice for those looking for an active lifestyle. The town also features museums and galleries, casual to fine dining, shopping and spas for those who prefer more relaxed activities. The excitement of being surrounded by wildlife as well as the beauty of the pristine aqua-coloured glacier-fed lakes encapsulates the Canmore experience.

“Oil prices have not impacted Canmore Kananaskis,” said Brad Hawker, broker/owner, Royal LePage Rocky Mountain Realty. “In fact, sales this year are the third highest ever. Recreational property buyers within the region are typically baby boomer couples aged 52 to 70 years old, hailing from Calgary and Edmonton. These buyers are retiring and looking for a place to create memories with children and grandchildren.”





Featured Property \$1,399,500

25 Blue Grouse Ridge,
Canmore, AB

Beds: 5 Baths: 6
Floor Area: 3,327 sq. ft.



“Buyers are retiring and looking for a place to create memories with children and grandchildren”

Brad Hawker, Broker/Owner, Royal LePage Rocky Mountain Realty

While less than 10 per cent of the market is composed of foreign buyers, the majority of those coming from outside of Canada hail from the U.S. and the U.K. Hawker said they are most often looking for the unique lifestyle the region provides.

With the increase in sales in the region due to the growing number of baby boomers making retirement or pre-retirement plans, the number of recreational property listings has decreased and prices have increased slightly. A riverfront property in Canmore averages \$2.5 million and resort/condo properties average \$750,000. Looking forward, sales activity is projected to continue to increase slightly with the baby boomer trend continuing for the next 10 to 15 years.

Hawker added that neighbourhoods in the Canmore Kananaskis region vary greatly and recommended exploring all neighbourhoods before making a purchase decision.



Total Population

16,907

40 years old

Median Age of Population

\$112,152

Average Household Income

Marital Status by Household*

Family Households



60%

Married



40%

Single



51%

No Children



49%

Children



Immigrant vs Non-Immigrant Households

84%

Non-Immigrant

16%

Immigrant

Average Year Built



Before 1960

5%

1961 - 1980

14%

1981 - 2000

49%

2001 - 2011

26%

After 2011

6%

Sylvan Lake

Just west of Red Deer, nestled in between Calgary and Edmonton, Sylvan Lake boasts some of the province's most pristine natural beauty. Home to a unique blend of crystal waters and luxurious amenities, the region is regularly frequented by tourists in search of adventure. The town attracts over 760,000 visitors during the summer months, with many coming to enjoy the region's marinas, water sports, hiking trails and golf courses.⁸

A typical recreational property buyer within the region can be classified as a 36- to 51-year-old, high net worth couple with children. Yearning for an outdoorsy lifestyle that is close to home, these buyers predominantly hail from Northern Alberta and Calgary. Less than 10 per cent of buyers are from outside Canada, with most typically coming from south of the border as they look to take advantage of the lower Canadian dollar.

Recently, both prices and sales within the region have softened as a result of weakened demand brought on by an underperforming oil sector and a stagnant regional economy. As a result, the current average price of a lakefront property has declined slightly over the last year to \$1,000,000. Looking forward, sales activity is projected to reach levels achieved in 2015 as oil prices and consumer confidence begin to rebound.

"The slight decline in recreational property prices across Sylvan Lake has allowed many would-be buyers to enter the market and purchase property within the region," said Ted Iverson, sales associate, Royal LePage Network Realty Corp. "While inventory has remained relatively flat, many quality properties can still be found on the market as sellers attempt to downsize and reduce their personal debt. This poses a great opportunity for prospective purchasers, as they can now receive greater-than-normal value in one of Alberta's most sought-after recreational property markets."

"The slight decline in prices across Sylvan Lake has allowed many would-be buyers to enter the market"

Ted Iverson, Sales Associate, Royal LePage Network Realty Corp.

⁸ Information courtesy of Sylvan Lake Tourism Bureau



Total Population

21,499

35 years old

Median Age of Population

\$130,578

Average Household Income

Marital Status by Household*



63%

Married



37%

Single

Family Households



41%

No Children



59%

Children



Immigrant vs Non-Immigrant Households

93%

Non-Immigrant

7%

Immigrant

Average Year Built



Before 1960

5%

1961 - 1980

15%

1981 - 2000

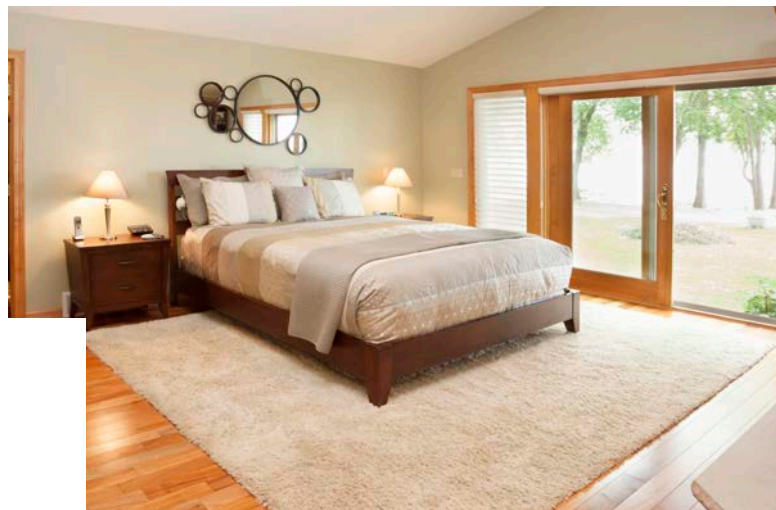
29%

2001 - 2011

39%

After 2011

12%





Wabamun Lake, Lac St. Anne and Pigeon Lake

Perfect for a quiet getaway or an opportunity for the avid outdoors-person to indulge in a wide range of recreational activities, Wabamun Lake, Lac St. Anne and Pigeon Lake provide something for the entire family to enjoy. Lakes in this region feature long sandy beaches and plentiful hot summer days perfect for swimming, boating, jet skiing, and fishing alike. In the winter you can just as easily break out the snowmobile or take to the outdoors on a cross-country skiing adventure.⁹

Typical recreational property buyers within the region are Gen Xers, generally in the range of 36 to 51 years old, with most being couples with children. Desiring a place close to home where they can spend leisure time with their children, properties on these lakes are typically used as summer homes by buyers hailing from Alberta. The natural beauty of the local geography is a factor also drawing buyers from Edmonton, Calgary and Red Deer, which are a relatively short drive away.

Recreational property prices and sales within the region have remained steady year-over-year, although it is currently a great time to purchase, as many properties are being sold by those looking to downsize, and market prices remain low. As a result, the current average price of a lakefront property has remained stable over the last year at \$480,000. Looking forward, a combination of price increases in vacation hot-spots such as the Okanagan, and a weak Canadian dollar may lead to more locals choosing to stay 'closer to home', rather than travel to lakes further away.

When purchasing a recreational property in the area, Tom Shearer, broker, ,Royal LePage Noralta Real Estate, advises potential buyers to think long term about the distance they are willing to drive each weekend, noting that there are lakes 45 minutes away as well as three hours away, all with different features. Shearer said "When you look at properties, think about the things that are most important to you. Is it boating? Being close to nature? Just spending time with family? These should all influence the properties you choose."

⁹ Information courtesy of Travel Alberta



Total Population

121,107

40 years old

Median Age of Population

\$102,537

Average Household Income

Marital Status by Household*



64%

Married



36%

Single

Family Households



47%

No Children



53%

Children



Immigrant vs Non-Immigrant Households

93%

Non-Immigrant

7%

Immigrant

Average Year Built



Before 1960

16%

1961 - 1980

32%

1981 - 2000

29%

2001 - 2011

16%

After 2011

7%

"Think long term about the distance they are willing to drive each weekend"

Tom Shearer, Broker, Royal LePage Noralta Real Estate



“Residents of this region are looking to purchase a secondary home where the more leisurely lifestyle matches their family life”

Melvyn Grahm, Realtor®, Royal LePage 100 Mile Realty

British Columbia

Average Prices†

British Columbia	Lakefront	Riverside	Resort/ Condo	Woods Cabin (non-waterfront)	Oceanfront	Island	Island (with Ferry service)
100 Mile House	\$320,000						
Central Vancouver Island	\$380,000						
Cranbrook and Kimberley	\$800,000	\$300,000	\$200,000	\$200,000			
Gulf Islands					\$500,000		\$1,000,000
Kelowna	\$1,600,000		\$350,000	\$450,000			
Sunshine Coast	\$500,000		\$390,000	\$400,000	\$800,000	\$700,000	

100 Mile House

Located in the South Cariboo region of British Columbia is 100 Mile House, a former gold rush town with a reputation as a prominent forestry community. The town has, over the years, become a destination for British Columbians and Albertans looking to play outdoors and take advantage of the area's natural beauty, including lakes, walking trails and hills for motorized activities like snowmobiling and ATVing.

According to Melvyn Grahm, Realtor®, Royal LePage 100 Mile Realty, with very high property and real estate values in the lower mainland and Kelowna, lots of buyers are taking advantage of equity in their primary residences to purchase cabins. “Many local residents are looking to purchase a secondary home or cash out and live in a quieter part of the province where the more leisurely lifestyle matches their family life. Most buyers seem to be baby boomer couples whose children have grown up,” said Grahm.

“Most buyers seem to be baby boomer couples whose children have grown up”

Melvyn Grahn, Realtor®, Royal LePage 100 Mile Realty

Although the demand for homes has increased significantly in the past year, prices have yet to catch up, making this an ideal time to buy. The average lakefront property home in the area is going for approximately \$320,000, up only slightly from last year.

Grahn noted that the area has a strong sense of community. His top tip for potential buyers is to work with a local Realtor® who can help you do the necessary research.

What separates this region from many other recreational areas is the sheer amount of waterfront properties. With so many lakes in the area, finding a property on the water for a reasonable price might not be as difficult in 100 Mile House as somewhere else. For those looking for natural beauty and outdoor activities year round, 2016 seems like the perfect time to buy.



Total Population

33,385

52 years old

Median Age of Population

\$72,534

Average Household Income

Marital Status by Household*



63%

Married



37%

Single

Family Households



63%

No Children



37%

Children



Immigrant vs Non-Immigrant Households

92%

Non-Immigrant

8%

Immigrant

Average Year Built



Before 1960 10%

1961 - 1980 41%

1981 - 2000 36%

2001 - 2011 9%

After 2011 4%

Central Vancouver Island

British Columbia's Vancouver Island boasts a peaceful, quaint community life filled with seaside villages and main streets lined with stylish shops, delicious restaurants and independent retail stores owned by friendly locals. From seawall and beachside walks, to hikes through an old-growth forest found not far from Qualicum Beach's town centre, Vancouver Island has everything to create action-packed weekend getaways, restorative weeks and everything in between.

In this stunning region, lakefront properties have risen to an average price of \$380,000. "The price of recreational properties reflects the fact that this community is quite established, boasting numerous family days, firework shows, festivals and food markets," said Marianne Keilty, Realtor®, Royal LePage Parksville-Qualicum Beach Realty. "There is a limit on new builds in the area currently, hence property values will likely continue to increase over time."

The typical buyer in this area is a Gen Xer in the 36 to 51 age range. These buyers are typically financially secure and take advantage of low interest rates to purchase recreational properties that provide the desired lifestyle uniquely offered on the island. Many property buyers are so invested in living in this area that they are willing to drive up to four hours from their primary residences to reach their recreational properties.

Keilty says the most common reason people are currently listing their recreational properties in the Central Vancouver Island area is that sellers feel it is a good time to capitalize on the appreciation of their property. Keilty recommends being an informed buyer and being ready to make a quick decision.

"There is a limit on new builds in the area currently, which means that property values will continue to increase over time"

Marianne Keilty, Realtor®, Royal LePage Parksville-Qualicum Beach Realty



Total Population

41,619

59 years old

Median Age of Population

\$78,079

Average Household Income

Marital Status by Household*

Family Households



66%

Married

34%

Single



72%

No Children

28%

Children



Immigrant vs Non-Immigrant Households

Average Year Built



85%

Non-Immigrant

15%

Immigrant

Before 1960

5%

1961 - 1980

24%

1981 - 2000

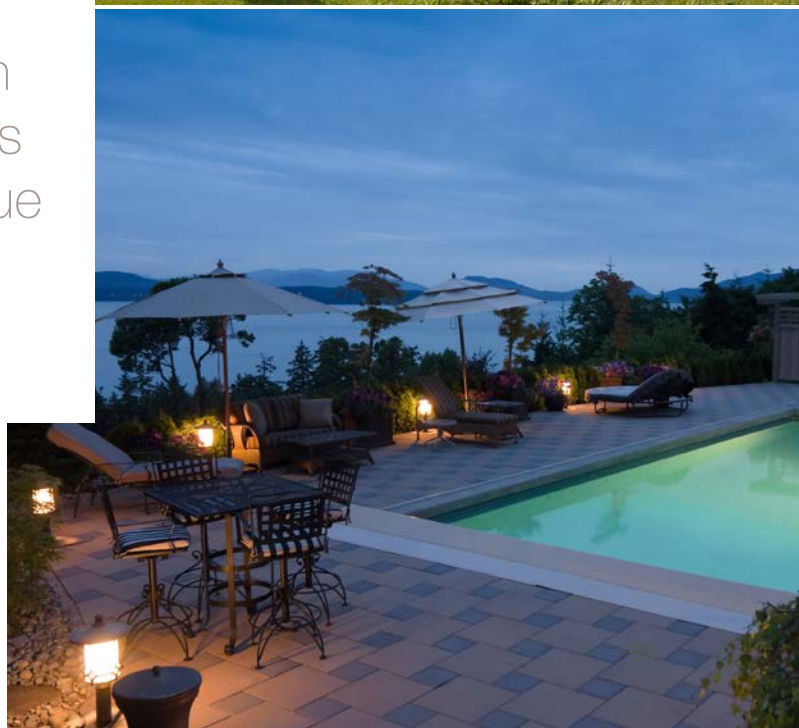
47%

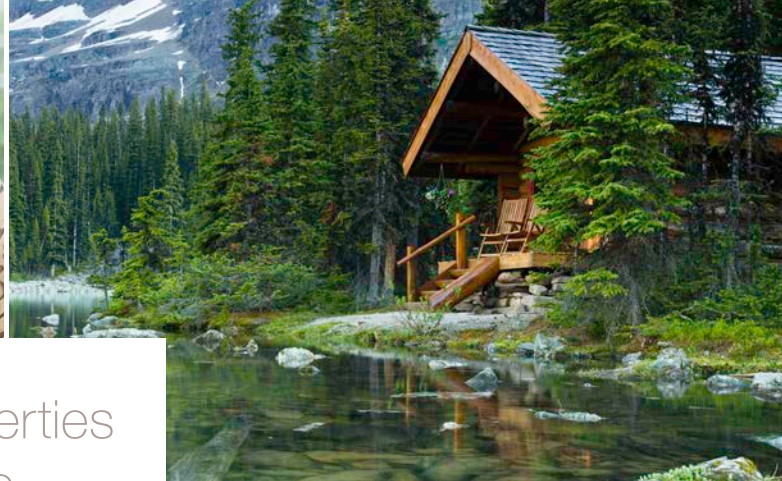
2001 - 2011

20%

After 2011

4%





“Many of those purchasing properties in the area plan to one day retire here as their primary residence”

Philip Jones, Broker/Owner, Royal LePage East Kootenay Realty

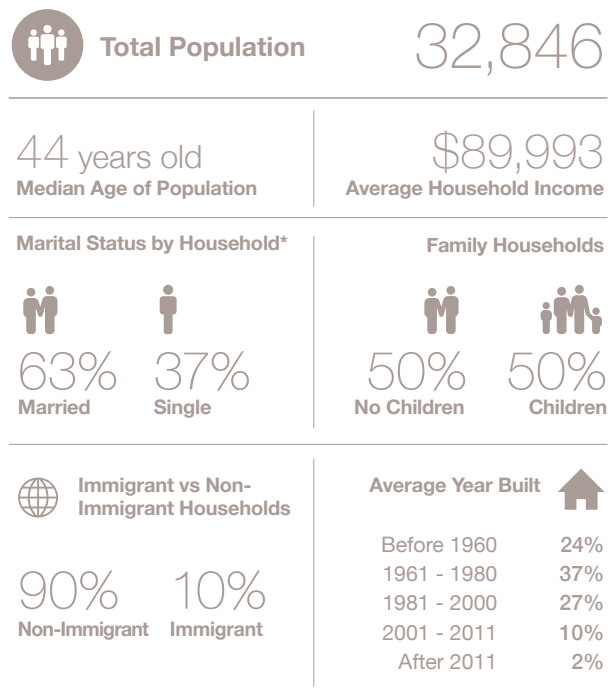
Cranbrook and Kimberley

From a four-season resort community surrounded by championship golf courses, to a sunny railway town nestled in the heart of the Rocky Mountain Trench, you will never tire of the endless recreational activities and rugged natural wilderness surrounding Cranbrook and Kimberley. Located at the gateway to the Kootenay Rockies, trailheads leading to the quiet lakes and hikes that crisscross the area are complemented by lively town life in the local communities, filled with summer festivals as well as local boutiques, shops and cafes to explore.¹⁰

Recreational property buyers predominantly hail from British Columbia itself with some purchasers coming from Calgary, and most travelling no more than three or four hours to relax at their cabins. Interest from foreign buyers in this area is fairly low, but some are coming from Germany and England.

Typical recreational property buyers within the region are ‘Gen Xers’ – between the ages of 36 and 51 years old – and are most often couples with young children. “Many of those purchasing properties in the area plan to one day retire here as their primary residence,” said Philip Jones, broker/owner, Royal LePage East Kootenay Realty. “However, until that time comes they currently enjoy the properties as vacation homes.”

Recreational property prices and sales within the region have remained steady year-over-year, with demand for properties decreasing slightly since May of 2015. Supply has largely remained the same with the current average price of a lakefront property being \$800,000. A spot on the riverside averages \$300,000, with cottage/cabin (non-waterfront property) and resort/condo property prices remaining close to \$200,000. Looking forward, sales activity is projected to remain steady throughout 2016.



¹⁰ Information courtesy of Travel BC

“We are seeing an increasing number of people buying land on which to build a new home”

Janet Moore, Sales Representative, Royal LePage Nanaimo Realty

Gulf Islands

Sporting the world-renowned natural beauty of the West Coast of Canada, British Columbia's Gulf Islands offer a safe, rural environment and a sense of escape – the perfect setting for a recreational home. With each island varying greatly in size, population, and amenities and boasting its own personality, different islands cater to different outdoor activities. There is something for everyone on the Gulf Islands, be it boating, hiking, golfing, cycling, beachcombing or simply kicking back with a glass of wine and a good book.

Recreational property prices in the region vary greatly from island to island, in part depending on ferry service. An oceanfront property ranges widely from \$400,000 to \$1.5 million in the region, with properties on islands with ferry service at a significantly higher price than those without. While prices and sales have increased slightly, there has been a significant increase in the number of recreational property listings in the region as owners are looking to sell. There has also been a slight increase in the number of foreign buyers in the region given the low Canadian dollar with U.S. buyers at around 20 per cent and Asian buyers at approximately three per cent.

Looking forward, sales activity is projected to increase slightly as demand is up and pricing is attractive to buyers, especially those looking toward retirement and having reached a point of personal financial security.

“Buyers in the region are typically baby boomers who are looking for a recreational home for extended family get-togethers,” said Janet Moore, sales representative, Royal LePage Nanaimo Realty. “We are seeing an increasing number of people buying land on which to build a new home.”

Moore recommended that potential buyers need to understand what each island has to offer and identify islands that meet their recreational needs before starting their property search.



Total Population

158,271

48 years old

Median Age of Population

\$83,678

Average Household Income

Marital Status by Household*



61%

Married



39%

Single

Family Households



58%

No Children



42%

Children



Immigrant vs Non-Immigrant Households

86%

Non-Immigrant

14%

Immigrant

Average Year Built



Before 1960

12%

1961 - 1980

28%

1981 - 2000

38%

2001 - 2011

17%

After 2011

5%



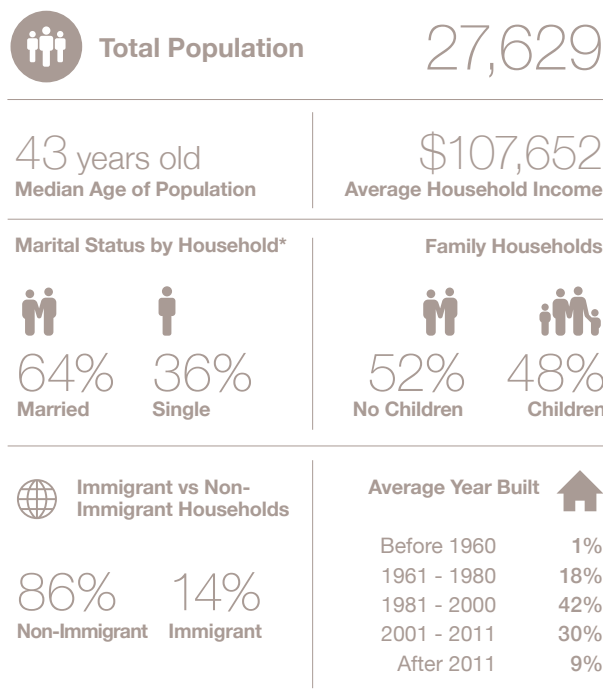
Kelowna

Located in the heart of British Columbia's beautiful Okanagan Valley, Kelowna isn't just one destination: "it's a whole bunch of them, located in one uniquely beautiful place!". Whether you want to spend a fun weekend at the lake with the kids, have a romantic winery tour, indulge and rejuvenate at one of the many spas or spend the winter and summer months in close proximity to all kinds of outdoor activities, Kelowna is the place to be.

According to Mark Walker, sales representative, Royal LePage Kelowna, "The time to buy is now. We're seeing multiple offers on properties for the first time in six years." Many investors from Vancouver and Alberta are coming to the Okanagan Valley. The current average price for a lakefront recreational property in the region is \$1.6 million, for a non-waterfront cabin it's \$450,000 and for a condo it's \$350,000. Prices and sales have been increasing slightly over the past year and, looking forward, they are projected to increase significantly as there is strong demand as the Kelowna market is influenced by the high prices in the Vancouver market.

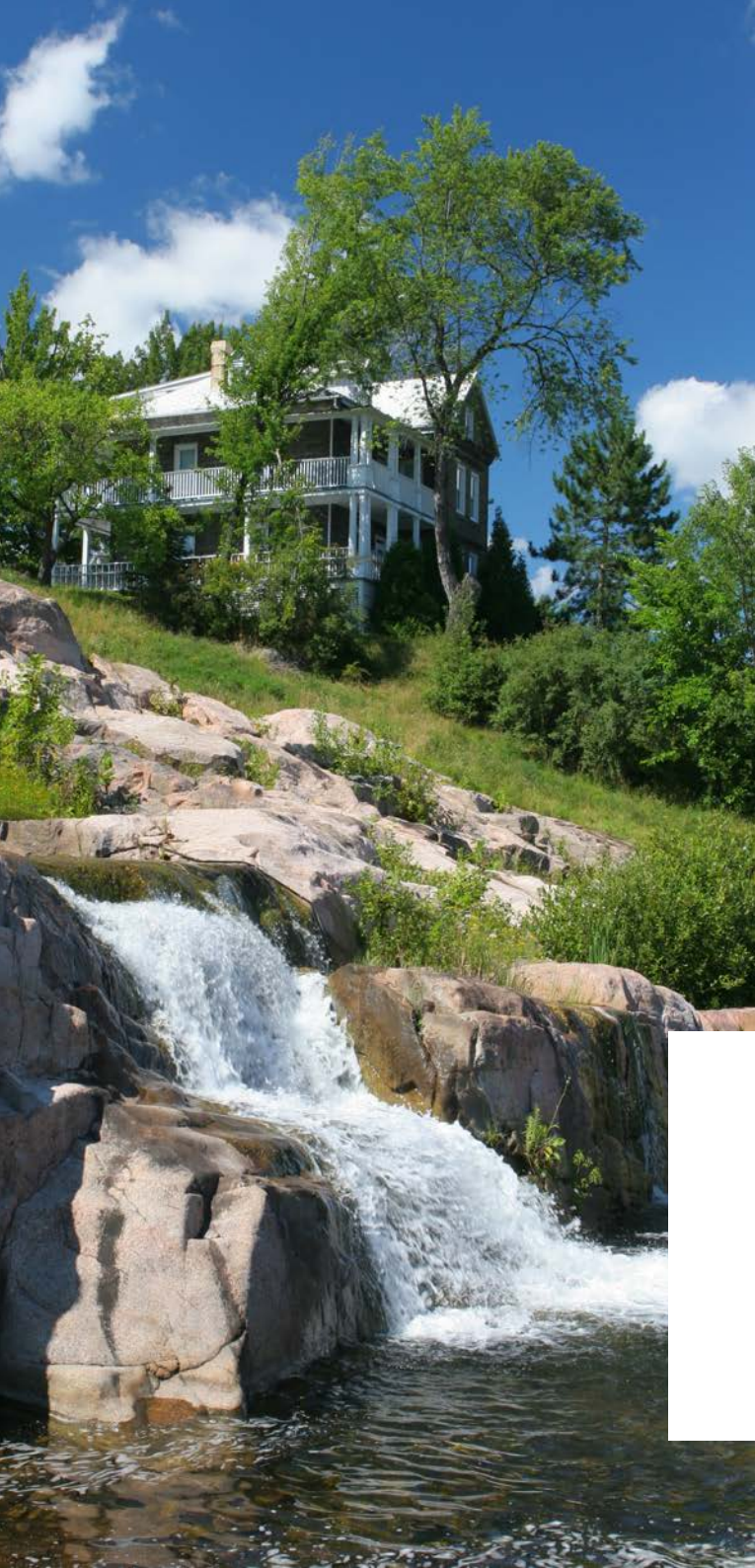
Buyers see recreational property in the region as an investment and feel now is the right time to enter the market due to relatively low prices and low interest rates. Typical buyers in the Kelowna region are couples with young children, with a very large percentage, 51 to 75 per cent, of buyers intending to rent their properties out throughout the year in order to better afford them.

"The market is up at least 10 per cent over last year," said Walker. "Kelowna has definitely seen an increase in price and sales after seeing a depressed market for the six years following 2008." There has been significant development in the region lately, including a brand new yacht club, the largest fresh water yacht club in Western Canada. Other new infrastructure includes retail stores and restaurants as the growing population is starting to support more commercial endeavours.



"The time to buy is now.
We're seeing multiple offers
on properties for the first
time in six years"

Mark Walker, Sales Representative, Royal LePage Kelowna



Sunshine Coast

Stretching across 180 kilometres of coastal land and encompassing several small communities, the Sunshine Coast is considered “British Columbia’s best kept secret”. With much to offer, including an array of outdoor and water activities, arts and cultural experiences, spa and fitness centres as well as an active dining and nightlife scene, the Sunshine Coast is the ideal place for buyers of all demographics.

With a variety of property types available, there is something for everyone on the Sunshine Coast. The average price for a lakefront property is \$500,000, while an oceanfront property averages \$800,000. Currently an island property has an average price of \$700,000 while a non-waterfront cabin averages \$400,000 and the average price of a condo sits at \$390,000.

“Prices in the region have increased significantly over the past year due to demand outpacing supply. This is due to the increasing prices of homes in Vancouver as well as the increase in foreign buyers in the region,” said John McKenzie, Realtor® personal real estate corporation, Royal LePage Sussex. The primary region from which foreign recreational property buyers are hailing is China, as a number of higher profile properties sold in this market have created interest among foreign buyers.

“Prices in the region have increased significantly over the past year due to demand outpacing supply”

**John McKenzie, Realtor®, Personal Real Estate Corporation,
Royal LePage Sussex**

“There is also a natural spillover in the region from Vancouver,” continued McKenzie. “We’re starting to see buyers whose kids have been priced out of the Vancouver market, finding still affordable options here.” Along with foreign buyers from China there are also increasing numbers of buyers from the Pacific Northwest of the U.S. taking advantage of the lower Canadian dollar and a high number of retirees migrating to the region from other provinces. Looking forward, sales activity is expected to continue to increase significantly.



Featured Property

\$1,988,000

7101 Dale Road,
Sechelt, BC

—
Beds: 6 Baths: 4
Lot Size: 30,412 sq. ft.
Floor Area: 4,232 sq. ft.



The Sunshine Coast is such a desirable region that people are willing to travel three to four hours from their primary residence to their recreational property in the area. Typical buyers in the region are baby boomer couples with older children according to McKenzie. 31 to 40 per cent of purchasers are buying properties with the intention of renting them out throughout the year in order to better afford them.

The increasing popularity of the region has heralded development in several communities, for example the serious upsizing of the Sechelt hospital – the largest expenditure in Vancouver’s health industry – as well as the passenger ferry service added from the wharf in downtown Gibsons and floatplane operators in Sechelt.

“The increasing popularity of the region has heralded development in several communities”

John McKenzie, Realtor®, Personal Real Estate Corporation,
Royal LePage Sussex



Total Population

82,709

47 years old

Median Age of Population

\$86,008

Average Household Income

Marital Status by Household*

Family Households



60%

Married



40%

Single



57%

No Children



43%

Children



Immigrant vs Non-
Immigrant Households

83%

Non-Immigrant

17%

Immigrant

Average Year Built



Before 1960	9%
1961 - 1980	29%
1981 - 2000	41%
2001 - 2011	17%
After 2011	4%

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