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Good morning and happy new year,

I hope 2026 is off to a great start for you and your loved ones. With the new year upon us, it's time to look back and reflect on what last year had to offer and what we can learn from and expand upon in the year ahead. For me at least, that includes reflecting on the Ottawa real estate market!

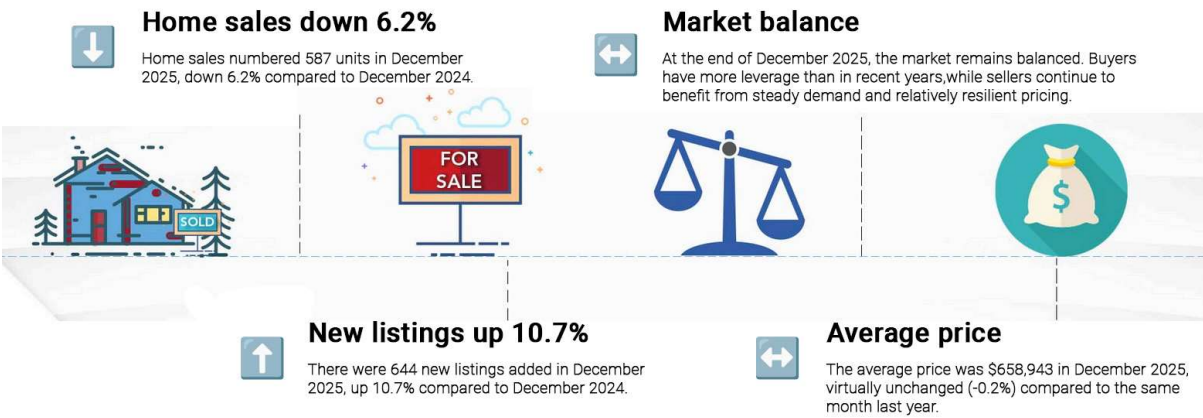
In this edition of the *monthly market snapshot*:

- A new year is upon us, meaning we will take a look back at both the **past month of sales and stats** in the Ottawa Real Estate Market as well as a **market summary for 2025 as a whole**.
- As I hinted at in last month's edition, I have some **business updates** of my own to share with you...
- **Congratulations** to my clients who bought, sold or leased a home over the past month!
- If you are a property owner, it's time to file your **Vacant Unit Tax Declaration**.
- Finally, as usual, we'll wrap up with a **photo of the month**... some adorable guests we hosted for dinner.

December 2025 Market Activity

residential properties sold in Ottawa, down 32% from November, but consistent with December norms as people busy themselves with the holidays and put house hunting on hold!

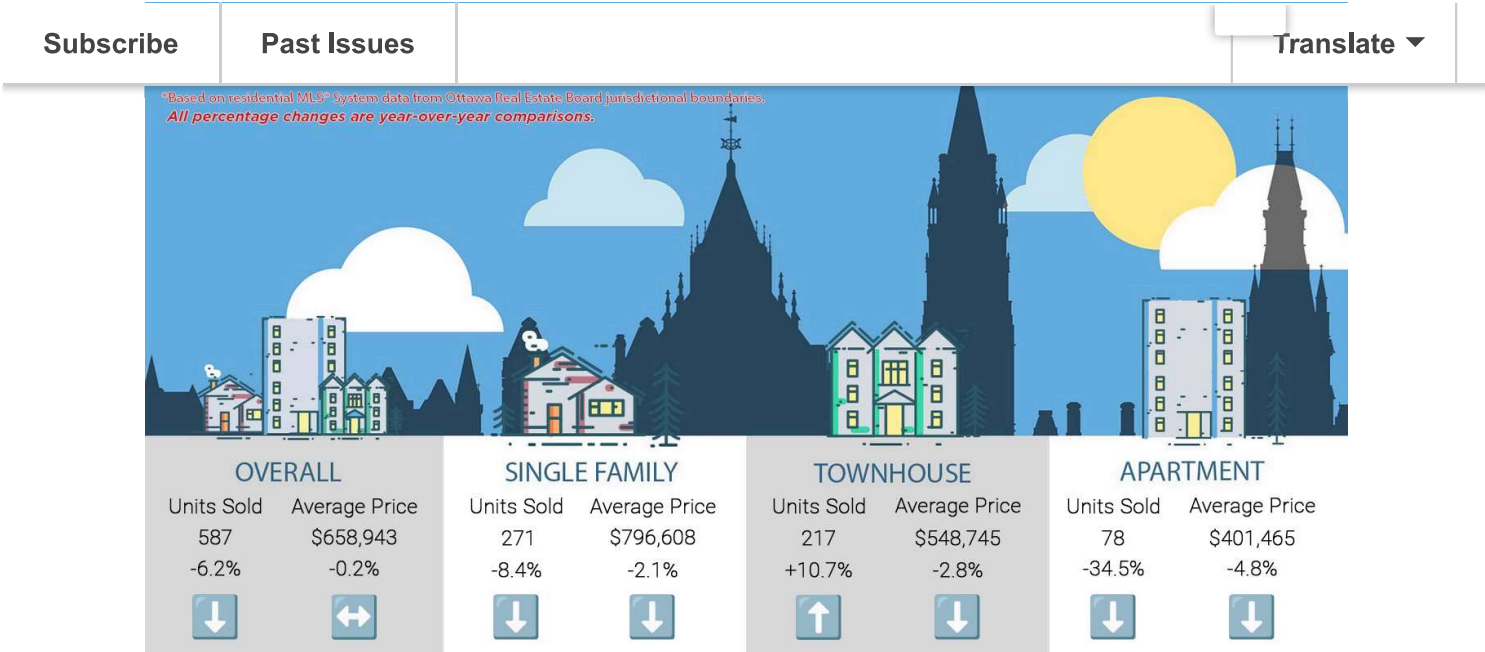
- On the supply side, Ottawa saw 644 new listings in December, up by 10.7% from this time last year. While active listings fell from 3,628 in November to 2,544 in December 2025, this number was still up by 28.5% year-over-year.
- The months of inventory sits at 4.3 months, up a month from this time last year, but relatively unchanged from last month.
- Overall, the market remains balanced. Buyers have more leverage than in recent years, while sellers continue to benefit from steady demand and relatively resilient pricing.



December 2025 Property Price Trends

Prices remained relatively stable in December. The average residential sale price was \$658,943, essentially unchanged from December 2024. This follows November’s modest year-over-year increase and reflects a market where prices are being supported, but not driven higher (* **this month I am reporting average sale price vs. benchmark, as the board has not yet released these numbers! FYI as these prices, particularly for single family home sales, can vary significantly**).

- The average sale price for **single-family homes** sold in December 2025 was \$796,608, down 2.1% year-over-year.
- Similarly, the average sale price for a **townhouse / row unit** (including both condo and freehold) was down 2.8% from last year, to \$548,745.
- The average **condo apartment** sale price was down from 2024 by 4.8% to come in at \$401,465 in December 2025.



REALTOR RANT: I report these statistics because they are those provided by the Ottawa Real Estate Board, but I find much of it to be misleading! Particularly lumping all townhomes together... A new *freehold* townhome in the Glebe would set you back around \$1.4M while an older *condo* townhome in Orleans could be yours for around \$400K... So take all numbers with a grain of salt, and focus on trends 🍷

2025 Market Summary

Ottawa’s housing market closed out the year with a typical December slowdown in activity, reinforcing the cautious tone that emerged this fall. Inventory levels declined, while prices remained broadly stable. Despite a quiet finish in November and December, **annual sales in 2025 ended 1.3% higher than in 2024 by total sales, and 4.1% higher than 2024 by total dollar volume, pointing to a year defined by balance and overall stability.**

The year followed an unconventional seasonal pattern, beginning with a delayed spring, transitioning into a steady summer that avoided the usual mid-year dip, and then moderating again through the fall and early winter. Ottawa continues to show resilience compared with the price corrections seen in some larger Canadian markets. December data suggests a market that is holding steady, offering buyers more choice while maintaining generally steady conditions. That said, market performance continues to vary meaningfully by property type, with the condo segment remaining the softest area of the market.

Business Update

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alongside The Tulip Team 🌸 2026 ushers in a new phase of my business...

As I begin my 12th year in real estate I have made the decision to bid the team farewell and **move forward with my solo endeavours, with plans for future growth in new and exciting ways!**

What changes does this mean for the service I provide to my past, present and future clients? None! Except you will have to get used to staring at my face on your lawn signage 🏡



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Thank you to all my past clients who have shared your five star reviews and kind words of your experience working with me over the past year! Because of you, I have been named one of the "Best of Ottawa" for 2025 by RankMyAgent. This means more to me than all the commission based awards I have received over the years, because it directly reflects my clients' satisfaction with the service I provide, which is the main metric I aspire to with every deal.

Thank you 🙏

🎉 **Congratulations to my clients who**
bought, sold or leased a home last month! 🎉

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Some sales mean more to me than others... and this is certainly one of those examples!

This beautiful home waited for months for the right buyer to come along and then months more in a slow market for that buyer's home to sell. Finally coming together with the turn of the new year, certainly felt like a gift! I am so pleased that a new family will finally move in and enjoy all that this wonderful home has to offer and that my clients can now set off on their next chapter.



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Market has to offer.

Now I get to turn my focus to **selling** this great property as a whole!

Vacant Unit Tax Declaration

If you own a residential property in Ottawa, whether it's your primary residence or an investment property, it's time to file your ***Vacant Unit Tax Declaration*** for 2025. You can do this by logging into your [My Service Ottawa](#) account and clicking on the tab to view your tax account.



Photo of the Month

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Thanks to the messy birds and squirrels that frequent our feeder, we were treated to some unexpected dinner guests! I hope they enjoyed the seeds on offer...

That's all for this month! As always, don't hesitate to reach out to me with any real estate related questions or needs you may have, and **please share my contact information freely with your friends and family - your referrals are what keep my business going strong!**

Sincerely,

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Kayla Meyer
REALTOR®



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