

Homeownership seen a good investment in COVID-19 environment - significant part of market open to virtual purchase experience.

Ontario Residential Real Estate Monitor

Conducted by Nanos for Ontario Real Estate Association, May 2020
Submission 2020-1607



Nanos Research was retained by the Ontario Real Estate Association to create the Ontario Residential Real Estate Monitor by conducting monthly research among Ontarians actively in the real estate market. The purpose of the Ontario Real Estate Monitor is to benchmark, measure and track sentiment of Ontarians actively in the real estate market towards homeownership and the housing market. The Monitor is a combination of core tracking questions and special issue questions.

Active Ontarians are defined as those who are actively looking to buy a home, who have bought or sold a home in the past two years, who plan to buy or sell a home in the next two years or who would have bought or sold in the past two years if not for COVID-19. To follow is a summary of the findings.

This issue includes the following questions:

1. Are you currently actively looking to buy a home?
2. Have you bought or sold a home in the past two years?
3. Do you intend to buy or sell a home in the next two years?
4. If the current spread of the coronavirus/covid-19 had not occurred would you have intended to buy or sell a home in the next two years?
5. Is your home currently listed for sale?
6. Were you going to list your home for sale this spring before the social distancing measures were put in place?
7. Would you say that buying a home today is a very good, good, average, poor or very poor investment?
8. Which of the following best describes when you think you will list your home?
9. Which of the following best describes when you think you will buy a home?
10. Are you currently or in the past 30 days have you been doing any renovations, upgrades or repairs to your home?
11. About what is the value of the renovations, upgrades and repairs?
12. After the pandemic is over, do you think that homes prices will increase a lot, increase somewhat, stay the same, decrease somewhat or decrease a lot?
13. Has being in isolation at home changed or not changed your view of what you want in your next home?
14. How have your views of your next home changed? [OPEN]
15. In order to cope with the financial hardship of COVID-19, have you refinanced your home or used a home equity line of credit (HELOC)?
16. Would you be open, somewhat open, somewhat not open or not open to buying a house if you could only view it virtually using online tools?
17. Would it be important, somewhat important, somewhat not important or not important to use a Realtor to help you purchase a home that you could only visit virtually?

Despite economic uncertainty due to the Coronavirus pandemic, Ontarians still view buying a home as a very good or good investment.

A significant proportion of Ontarians would be open to a virtual home buying experience and see the importance of a Realtor® as part of that process.

*Nik Nanos
Chief Data Scientist*



Nearly six in ten Ontarians active in the real estate market say buying a home today is a very good or good investment

Nearly six in ten Ontarians active in the real estate market consider buying a home to be a very good or good investment even in the current environment, and this is consistent across demographics.



Four in ten Ontarians who are active in the housing market would be open or somewhat open to buying a house if they could only view it virtually

More than four in ten Ontarians who are active in the real estate market say they would be open (10%) or somewhat open (32%) to this. Younger Ontarians active in the market (18-34) are more open or somewhat open (48%) than those 55 plus (31% open/somewhat open).



Over 8 in 10 Ontarians open to virtual home purchase say it would be important or somewhat important to use a Realtor® to help with the purchase

Despite technological changes, Realtors still have a role to play, with a strong majority of Ontarians at least somewhat open to a virtual home purchase saying it would be important/somewhat important to use a Realtor for the purchase, and this is consistent across age.



Four in ten Ontarians who own a home and are active in the real estate market report they have recently been doing renovations, upgrades or repairs to their home

Just under four in ten Ontarians who own their home and are active in the real estate market report they have in the past 30 days or are currently renovating, repairing or upgrading their home, consistent across demographics, showing homeowners are taking advantage of the pandemic to tackle these projects.

Nanos Research was retained by the Ontario Real Estate Association to conduct research among Ontarians actively in the real estate market, defined as those who are actively looking to buy a home, who have bought or sold a home in the past two years, who plan to buy or sell a home in the next two years or who would have bought or sold in the past two years if not for COVID-19. To follow is a summary of the findings.



Ontarians active in the real estate market most often report they intend to buy a home in the next two years

Activity in the real estate market

- **Ontarians active in the real estate market are split in terms of whether or not they are actively looking to buy a home** – Just over half of Ontarians (51%) who are active in the real estate market report they are currently actively looking to buy a home, while 49 per cent report they are actively looking. Renters are more likely to report they are actively looking (64%) than homeowners (42%), and younger Ontarians are more likely to report actively looking (18-34: 54%; 35-54: 52%) than those 55 plus (31%).
- **More than two in three Ontarians active in the real estate market report they have not bought or sold a home in the past two years** – Sixty-eight per cent of Ontarians who are active in the real estate market report they have not bought or sold a home in the past two years, while 16 per cent report they have bought a home, 10 per cent report they have bought and sold a home, and six per cent report they have sold a home in the past two years. Ontarians 18 to 34 are more likely to report having bought a home in the last two years (19%) than those 55 plus (nine per cent).
- **Ontarians active in the real estate market most often report they intend to buy a home in the next two years** – Just under half of Ontarians who are active in the real estate market report they intend to buy a home in the next two years (47%), while 26 per cent report they intend to buy and sell a home, 20 per cent report they don't plan to buy or sell a home, and seven per cent report they plan to sell a home in the next two years. Residents of the City of Toronto are most likely to report they plan to buy a home in the next two years (59%), and younger Ontarians are more likely to report they plan to buy (18 to 34: 59%) than those 55 plus (23%). Renters are significantly more likely to report they plan to buy in the next two years (87%) than homeowners (27%).



FOR SALE

Over six in ten Ontarians who report they do not intend to buy or sell a home in the next two years report they did not plan to buy or sell a home even if the current spread of COVID-19 had not occurred

- **A majority of Ontarians who report they do not intend to buy or sell a home in the next two years report they did not plan to buy or sell a home even if the current spread of COVID-19 had not occurred** – Sixty-two per cent of Ontarians who report they do not plan to buy or sell a home in the next two years report they did not intend to buy or sell even if the current spread of the coronavirus had not occurred, while 16 per cent each report they intended to buy or intended to buy and sell, and six per cent report they intended to sell a home in the next two years.
- **More than nine in ten Ontarians who own a home and plan to sell their home in the next two years report their home is not currently listed for sale** – A majority of Ontarians who report they plan to sell their home in the next two years report their home is not currently listed for sale (93%) while seven per cent report their home is currently listed for sale.
- **Ontarians who own a home and report they plan to sell their home but it is not currently listed most often report they were not going to list their home this spring prior to social distancing measures being put in place** – Sixty-three per cent of Ontarians who report their home is not currently listed for sale report they were not going to list their home for sale before the social distancing measures were put in place, while 37 per cent report they were going to list their home for sale this spring.

Impressions of the real estate market today

- **Ontarians active in the real estate market most often say buying a home today is a very good or good investment** – Nearly six in ten Ontarians active in the real estate market say buying a home today is a very good (19%) or good (37%) investment, while 26 per cent say it is an average investment. Just over one in ten think this is a poor (eight per cent) or very poor (three per cent) investment. Seven per cent are unsure.
- **Just over six in ten Ontarians who own a home and plan to sell their home in the next two years are not sure when they will list their home** – A majority of Ontarians who own a home and plan to sell their home in the next two years say they are not sure at this time when they think they will list their home (61%), while 28 per cent say they will list their home as soon as the pandemic is over and 11 per cent say they will list their home in the next few months even if the pandemic is still ongoing.

Most Ontarians who plan to buy a home in the next two years are not sure when exactly they plan to buy

- **A majority of Ontarians who plan to buy a home in the next two years are not sure when exactly they plan to buy** – Seventy-four per cent of Ontarians who report they plan to buy a home in the next two years say they are not sure when they think they will buy a home, while 21 per cent say it will be as soon as the pandemic is over and five per cent say in the next few months even if the pandemic is still ongoing.

Incidence and value of recent home renovations

- **A majority of Ontarians who own a home and are active in the real estate market report they are not doing any renovations, upgrades or repairs to their home** – Sixty-two per cent of Ontarians who own a home and are active in the real estate market report they have not been doing any renovations, upgrades or repairs to their home in the last 30 days, while 22 per cent report they are doing so currently and 16 per cent report they have done so in the past 30 days.
- **Ontarians who own a home and report doing renovations report the renovations have an average value of \$18,960** – Asked for the approximate value of the renovations, upgrades and repairs, homeowners who report renovating their home in the last 30 days report the renovations, upgrades and repairs have an average value of \$18,960.60 and a median value of \$3,000.

Future expectations for the real estate market

- **Ontarians active in the real estate market are divided over whether they think house prices will increase or decrease when the pandemic is over** – Ontarians who are active in the real estate market most often say they think house prices will decrease somewhat (34%) or decrease a lot (six per cent) after the pandemic is over, while just over one in three think house prices will increase somewhat (27%) or increase a lot (seven per cent). Nineteen per cent think house prices will stay the same, and eight per cent are unsure. Renters are more likely to think house prices will somewhat decrease (41%) or decrease (seven per cent) than homeowners (30% somewhat decrease; five per cent decrease).
- **A majority of Ontarians active in the real estate market say being in isolation at home has not changed their view of what they want in their next home** – Asked if being in isolation at home has changed or not changed their view of what they want in their next home, a majority of Ontarians active in the real estate market say it has not changed what they want (74%), while 26 per cent say it has changed what they want in their next home.

A majority of Ontarians who own a home and are active in the real estate market report they have not refinanced their home or used a home equity line of credit to cope with financial hardship during COVID-19

- **Ontarians who say isolation has changed what they want in their next home most often mention wanting a bigger home with more space and more outdoor space** – Asked how their views of their next home have changed, Ontarians who say isolation has changed what they want in their next home most often mention bigger home/more space/more amenities (28%), followed by want more outdoor space (25%), smaller home (eight per cent), pricing/too expensive (six per cent), practical/convenient layout and I know what I actually need now/priorities have changed (five per cent each).

Financial impact of COVID-19

- **Nine in ten Ontarians who own a home and are active in the real estate market report they have not refinanced their home or used a home equity line of credit to cope with financial hardship during COVID-19** – Ninety per cent of Ontarians who own a home and are active in the real estate market report that they have not refinanced their home or used a home equity line of credit (HELOC) in order to cope with the financial hardship of COVID-19, while 11 per cent report they have.

Openness to purchasing a home with a virtual viewing only

- **Ontarians who are active in the housing market most often say they would be not open or somewhat not open to buying a house if they could only view it virtually** – More than one in two Ontarians who are active in the real estate market say they would be not open (33%) or somewhat not open (19%) to buying a house if they could only view it virtually using online tools, while just over four in ten say they would be open (10%) or somewhat open (32%). Seven per cent are unsure. Younger Ontarians (18-34) are more likely to say they would be open (11%) or somewhat open (36%) to this than those 55 plus (seven per cent open; 24% somewhat open). Ontarians who intend to buy a home in the next two years are more likely to be open (14%) or somewhat open (35%) than those who report they will not buy or sell a home (six per cent open; 22% somewhat open).

FOR SALE

Over eight in ten Ontarians who would be open or somewhat open to buying a home they could only view virtually say it would be important or somewhat important to use a Realtor® to help with the purchase

- **A majority of Ontarians who would be open or somewhat open to buying a home they could only view virtually say it would be important or somewhat important to use a Realtor® to help with the purchase** – More than eight in ten Ontarians who say they would be open or somewhat open to buying a home if they could only view it virtually say it would be important (34%) or somewhat important (50%) to use a Realtor® to help them purchase a home that they could only visit virtually. More than one in ten say this would be somewhat not important (nine per cent) or not important (five per cent), and two per cent are unsure.

Nanos conducted an online representative survey of 1,073 Ontarians who are actively in the real estate market, 18 years of age or older, between May 7th and 15th, 2020. The results were statistically checked and weighted by age and gender using the latest Census information and the sample is geographically stratified to be representative of Canada.

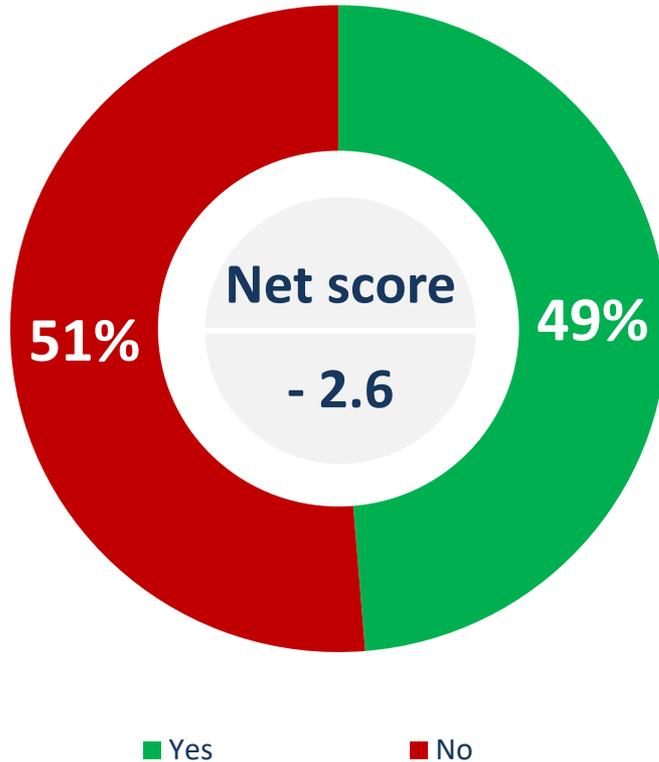
The research was commissioned by the Ontario Real Estate Association was conducted by Nanos Research.



In the following report questions identified with this house icon indicate questions that were only relevant to and asked of homeowners.



Actively looking for a home

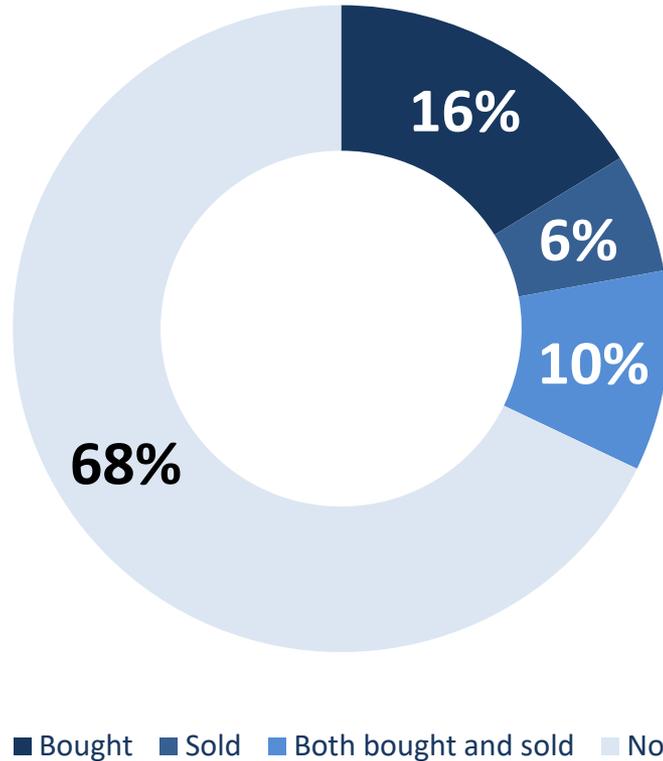


*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.

	Yes	No
Plan to buy in next 2 years (n=525)	66.6%	33.4%
Plan to sell in next 2 years (n=69)	23.2%	76.8%
Plan to buy and sell in next 2 years (n=268)	57.6%	42.4%
Central/Northern Ontario (n=76)	38.3%	61.7%
Eastern Ontario (n=146)	49.0%	51.0%
Golden Horseshoe West (n=110)	41.2%	58.8%
GTA (n=335)	50.4%	49.6%
Southwestern Ontario (n=136)	46.0%	54.0%
City of Toronto (n=270)	53.8%	46.2%
Male (n=464)	50.0%	50.0%
Female (n=609)	47.5%	52.5%
18 to 34 (n=436)	53.8%	46.2%
35 to 54 (n=449)	51.5%	48.5%
55 plus (n=188)	31.4%	68.6%
Own (n=685)	41.8%	58.2%
Rent (n=357)	63.6%	36.4%

QUESTION – [ASK RENTERS AND HOMEOWNERS] Are you currently actively looking to buy a home?

Bought or sold a home in the past two years

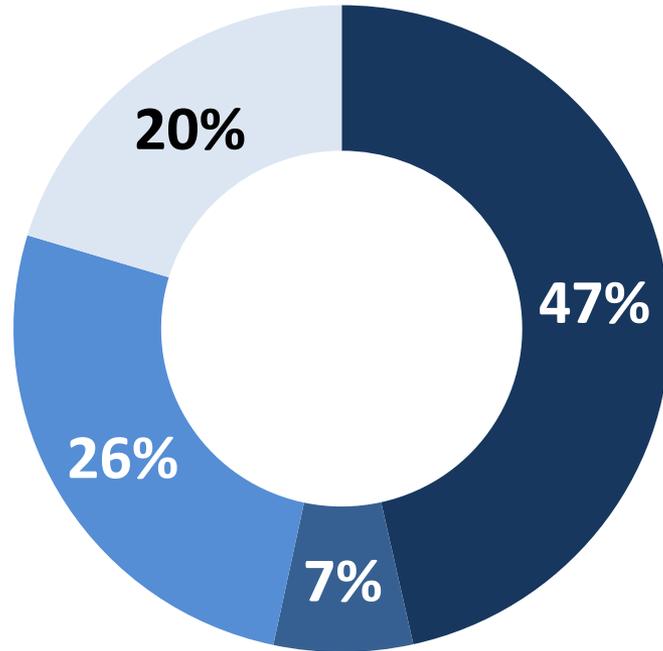


*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.

	No
Plan to buy in next 2 years (n=525)	79.9%
Plan to sell in next 2 years (n=69)	64.1%
Plan to buy and sell in next 2 years (n=268)	75.7%
Central/Northern Ontario (n=76)	67.2%
Eastern Ontario (n=146)	58.9%
Golden Horseshoe West (n=110)	62.8%
GTA (n=335)	69.6%
Southwestern Ontario (n=136)	67.0%
City of Toronto (n=270)	73.4%
Male (n=464)	66.5%
Female (n=609)	69.1%
18 to 34 (n=436)	67.5%
35 to 54 (n=449)	66.9%
55 plus (n=188)	71.0%
Own (n=685)	58.3%
Rent (n=357)	88.3%

QUESTION – [ASK RENTERS AND HOMEOWNERS] Have you bought or sold a home in the past two years? [SELECT ONE]

Intention to buy or sell a home in the next two years



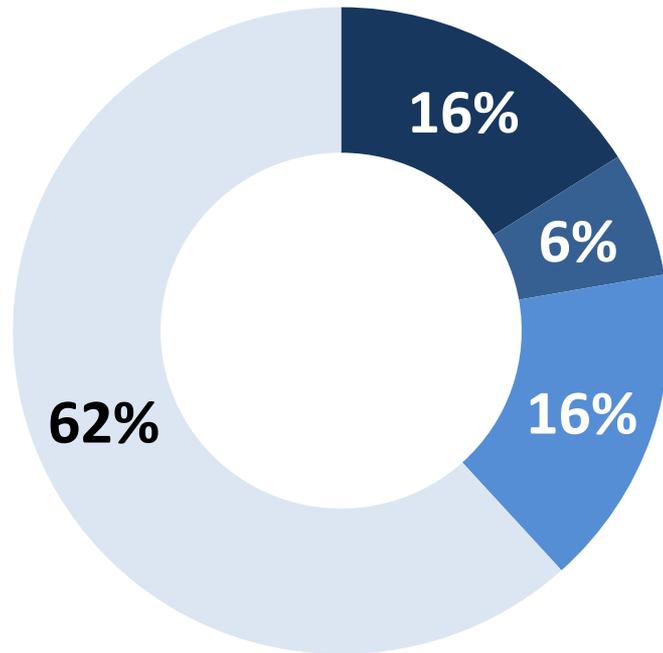
Intend to buy
 Intend to sell
 Intend to both buy and sell
 No

	Intend to buy
Central/Northern Ontario (n=76)	34.8%
Eastern Ontario (n=146)	40.3%
Golden Horseshoe West (n=110)	37.3%
GTA (n=335)	45.4%
Southwestern Ontario (n=136)	45.7%
City of Toronto (n=270)	58.8%
Male (n=464)	46.7%
Female (n=609)	46.3%
18 to 34 (n=436)	59.4%
35 to 54 (n=449)	44.9%
55 plus (n=188)	22.5%
Own (n=685)	27.2%
Rent (n=357)	88.6%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.

QUESTION – [ASK RENTERS AND HOMEOWNERS] Do you intend to buy or sell a home in the next two years? [SELECT ONE]

Intention to buy or sell a home in the next two years if not for COVID-19



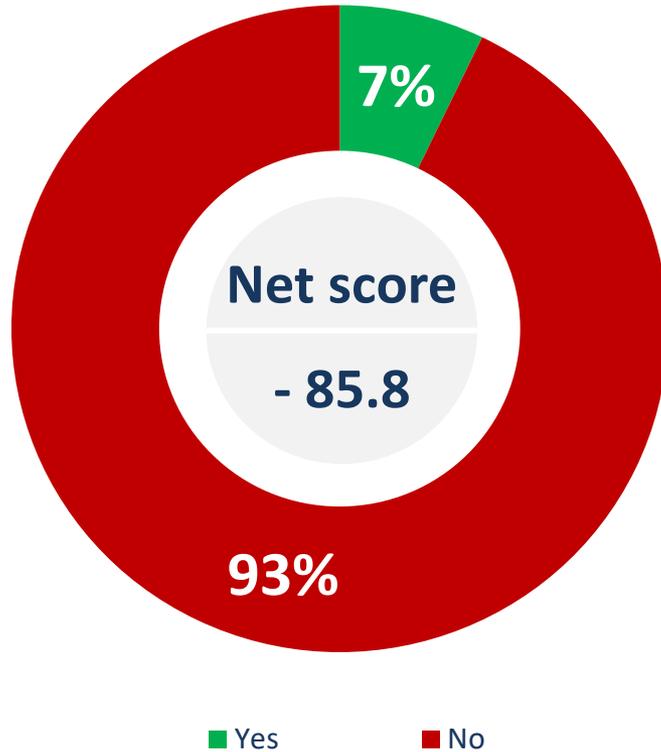
■ Intended to buy ■ Intended to sell
■ Intended to both buy and sell ■ No

	No
Central/Northern Ontario (n=20)*	
Eastern Ontario (n=39)	75.1%
Golden Horseshoe West (n=25)*	
GTA (n=64)	56.7%
Southwestern Ontario (n=30)	57.4%
City of Toronto (n=33)	39.8%
Male (n=94)	58.7%
Female (n=117)	64.4%
18 to 34 (n=76)	62.7%
35 to 54 (n=83)	58.5%
55 plus (n=52)	65.4%
Own (n=174)	67.1%
Rent (n=31)	32.0%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.
 *Shaded due to small sample size.

QUESTION – [ASK RENTERS AND HOMEOWNERS] [IF NO TO Q4] If the current spread of the coronavirus/covid-19 had not occurred would you have intended to buy or sell a home in the next two years? [SELECT ONE]

Home listed for sale

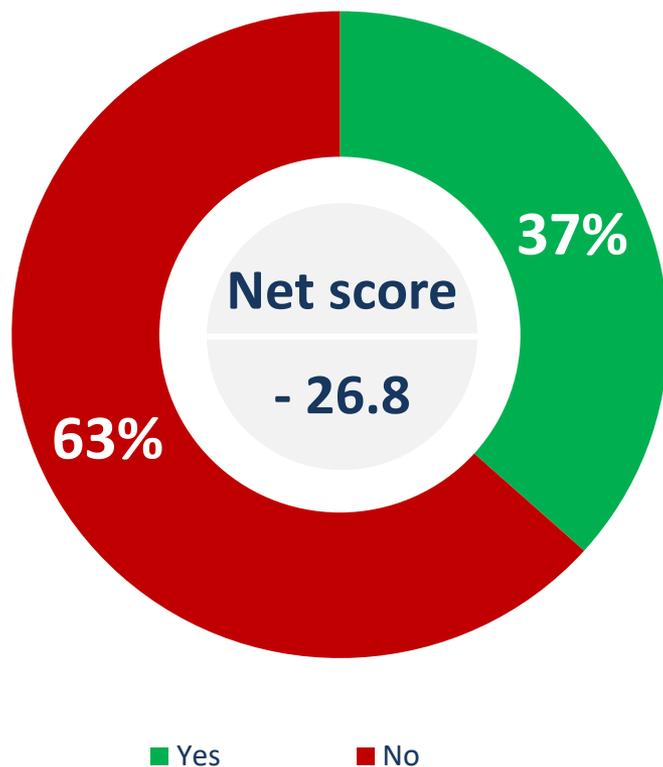


	No
Plan to sell in next 2 years (n=67)	95.5%
Plan to buy and sell in next 2 years (n=258)	92.2%
Central/Northern Ontario (n=25)	
Eastern Ontario (n=43)	95.2%
Golden Horseshoe West (n=42)	90.4%
GTA (n=110)	90.9%
Southwestern Ontario (n=39)	97.3%
City of Toronto (n=66)	92.2%
Male (n=146)	91.1%
Female (n=179)	94.4%
18 to 34 (n=83)	90.2%
35 to 54 (n=150)	93.3%
55 plus (n=92)	94.4%
Own (n=325)	92.9%

*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.

QUESTION – [ASK HOMEOWNERS][IF INTEND TO SELL HOME] Is your home currently listed for sale?

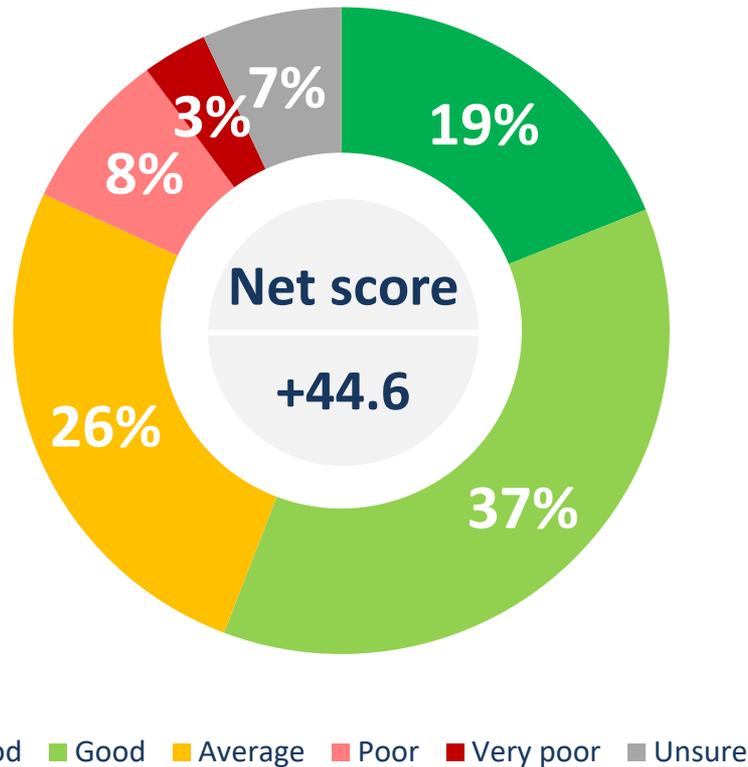
Home listed for sale if not for COVID-19



	No
Plan to sell in next 2 years (n=64)	71.7%
Plan to buy and sell in next 2 years (n=238)	61.1%
Central/Northern Ontario (n=24)*	
Eastern Ontario (n=41)	51.2%
Golden Horseshoe West (n=38)	65.5%
GTA (n=100)	61.7%
Southwestern Ontario (n=38)	68.1%
City of Toronto (n=61)	68.5%
Male (n=133)	57.9%
Female (n=169)	68.0%
18 to 34 (n=75)	66.8%
35 to 54 (n=140)	59.5%
55 plus (n=87)	66.5%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.
 *Shaded due to small sample size.

QUESTION – [ASK HOMEOWNERS][IF INTEND TO SELL HOME] [IF NO] Were you going to list your home for sale this spring before the social distancing measures were put in place?

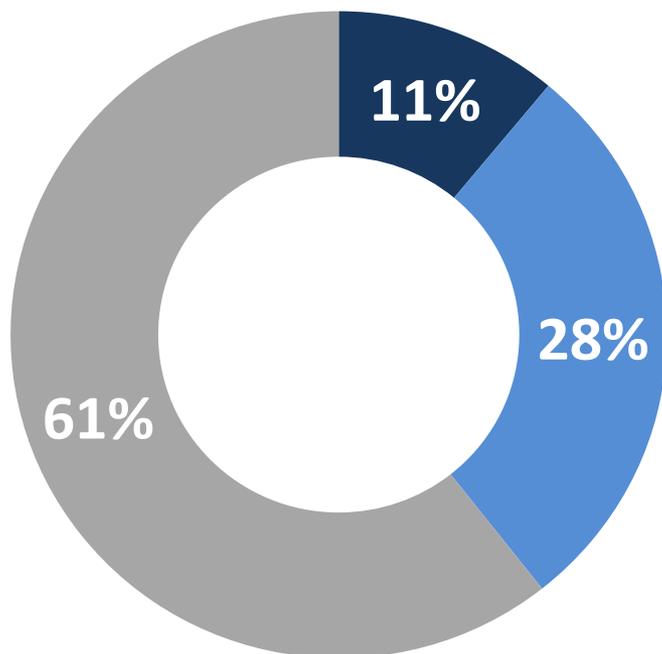


QUESTION – [ASK RENTERS AND HOMEOWNERS] Would you say that buying a home today is a very good, good, average, poor or very poor investment?

	Very good/good
Plan to buy in next 2 years (n=525)	59.6%
Plan to sell in next 2 years (n=69)	56.1%
Plan to buy and sell in next 2 years (n=268)	53.5%
Central/Northern Ontario (n=76)	52.1%
Eastern Ontario (n=146)	58.3%
Golden Horseshoe West (n=110)	49.3%
GTA (n=335)	57.7%
Southwestern Ontario (n=136)	49.7%
City of Toronto (n=270)	59.0%
Male (n=464)	58.4%
Female (n=609)	53.5%
18 to 34 (n=436)	57.9%
35 to 54 (n=449)	52.7%
55 plus (n=188)	58.2%
Own (n=685)	55.3%
Rent (n=357)	57.2%

*Weighted to the true population proportion.
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Intended timing to list home



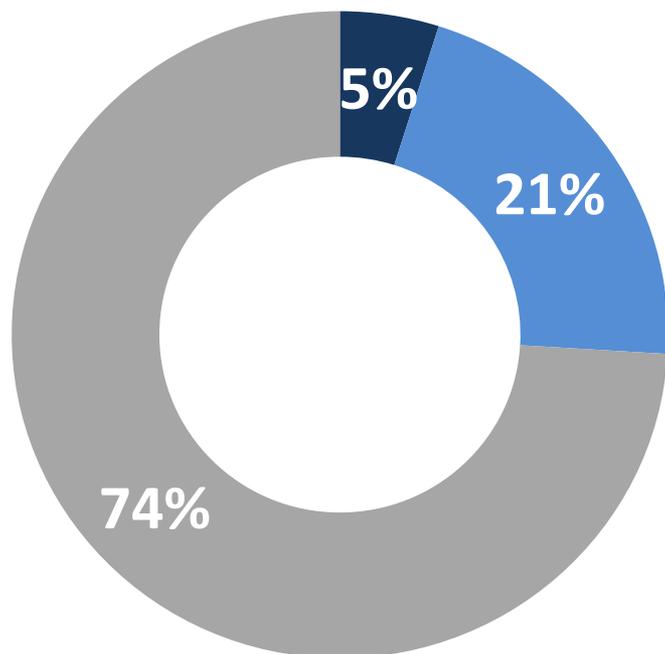
- In the next few months even if the pandemic is still ongoing
- As soon as the pandemic is over
- Not sure at this time

	Not sure at this time
Plan to sell in next 2 years (n=64)	50.1%
Plan to buy and sell in next 2 years (n=238)	63.5%
Central/Northern Ontario (n=24)*	
Eastern Ontario (n=41)	60.9%
Golden Horseshoe West (n=38)	59.9%
GTA (n=100)	60.7%
Southwestern Ontario (n=38)	52.3%
City of Toronto (n=61)	58.6%
Male (n=133)	53.4%
Female (n=169)	66.9%
18 to 34 (n=75)	61.5%
35 to 54 (n=140)	56.5%
55 plus (n=87)	66.5%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.

QUESTION – [ASK HOMEOWNERS] [IF INTEND TO SELL OR BUY/SELL HOME AND NOT CURRENTLY LISTED] Which of the following best describes when you think you will list your home?

Intended timing to purchase a home



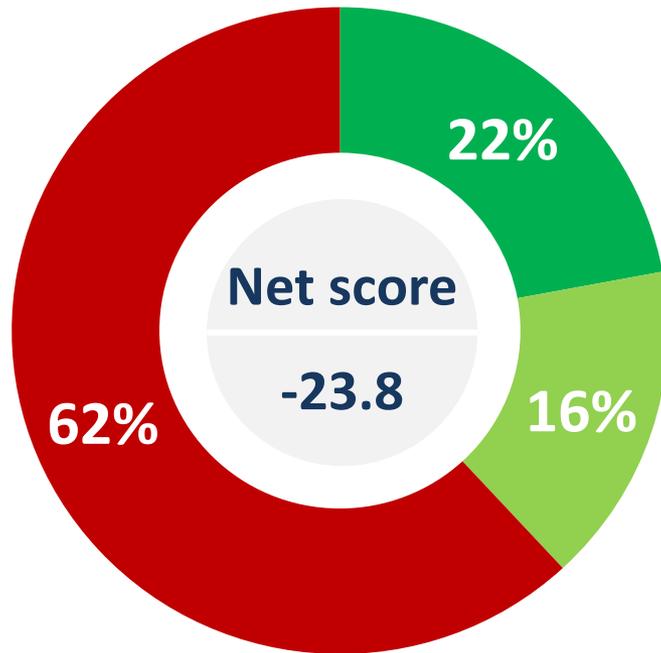
- In the next few months even if the pandemic is still ongoing
- As soon as the pandemic is over
- Not sure at this time

QUESTION – [ASK RENTERS AND HOMEOWNERS] [IF INTEND TO BUY OR BUY/SELL HOME AND NOT ACTIVELY LOOKING] Which of the following best describes when you think you will buy a home?

	Not sure at this time
Plan to buy in next 2 years (n=175)	66.2%
Plan to buy and sell in next 2 years (n=114)	85.1%
Central/Northern Ontario (n=22)*	
Eastern Ontario (n=25)*	
Golden Horseshoe West (n=36)	78.6%
GTA (n=89)	72.1%
Southwestern Ontario (n=37)	78.6%
City of Toronto (n=80)	71.4%
Male (n=111)	68.5%
Female (n=178)	78.1%
18 to 34 (n=114)	70.2%
35 to 54 (n=121)	77.6%
55 plus (n=54)	73.8%
Own (n=179)	73.7%
Rent (n=103)	73.9%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.
 *Shaded due to small sample size.

Making renovations and repairs to home



- Yes, currently
- Yes, in the past 30 days
- No renovations, upgrades or repairs

QUESTION – [ASK HOMEOWNERS] Are you currently or in the past 30 days have you been doing any renovations, upgrades or repairs to your home?

	No renovations
Plan to buy in next 2 years (n=186)	58.5%
Plan to sell in next 2 years (n=67)	65.4%
Plan to buy and sell in next 2 years (n=257)	61.0%
Central/Northern Ontario (n=45)	53.2%
Eastern Ontario (n=100)	51.8%
Golden Horseshoe West (n=79)	64.5%
GTA (n=223)	62.1%
Southwestern Ontario (n=89)	57.3%
City of Toronto (n=148)	72.3%
Male (n=315)	59.4%
Female (n=369)	64.2%
18 to 34 (n=221)	60.7%
35 to 54 (n=308)	63.8%
55 plus (n=155)	59.7%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.

Value of renovations and repairs



Mean

Median

\$18960.60

\$3000

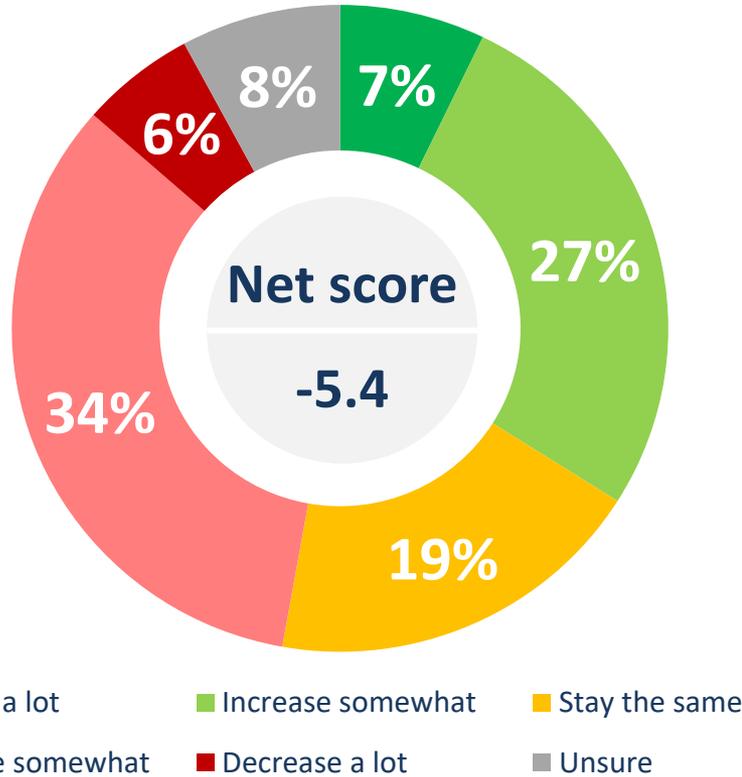
Top Mentions

Frequency
(n=259)

\$5000	13.3%
\$1000	9.9%
\$2000	6.5%
\$500	6.3%
\$20000	4.2%
\$15000	3.8%
\$25000	3.4%

QUESTION – [ASK HOMEOWNERS] [IF IS/HAS BEEN DOING RENOVATIONS, REPAIRS, UPGRADES] About what is the value of the renovations, upgrades and repairs? \$_____

Change in house prices after the pandemic

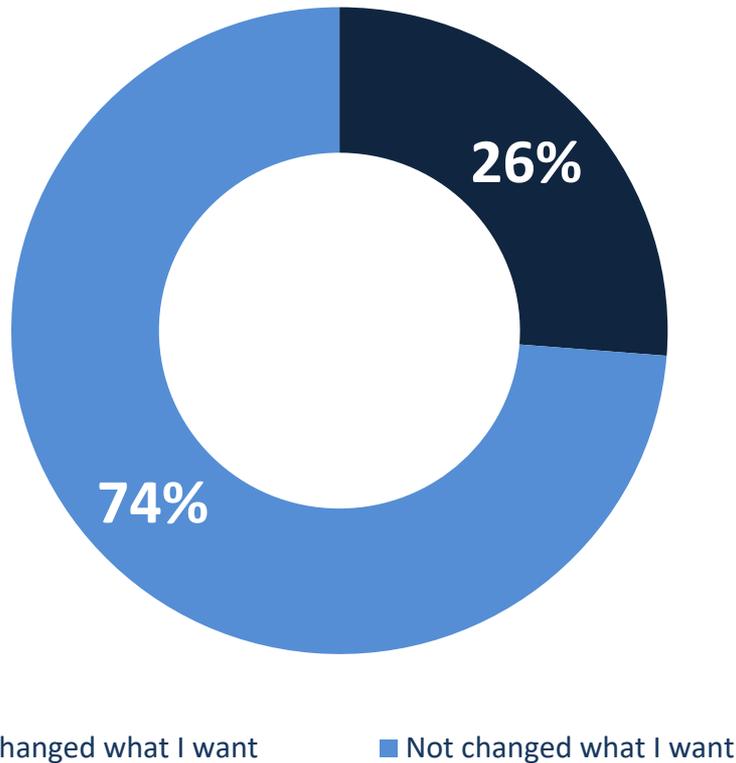


QUESTION – [ASK RENTERS AND HOMEOWNERS] After the pandemic is over, do you think that home prices will increase a lot, increase somewhat, stay the same, decrease somewhat or decrease a lot?

	Decrease a lot/Decrease somewhat
Plan to buy in next 2 years (n=525)	44.1%
Plan to sell in next 2 years (n=69)	15.7%
Plan to buy and sell in next 2 years (n=267)	39.7%
Central/Northern Ontario (n=75)	39.6%
Eastern Ontario (n=146)	38.1%
Golden Horseshoe West (n=110)	47.8%
GTA (n=335)	34.9%
Southwestern Ontario (n=135)	49.9%
City of Toronto (n=270)	36.6%
Male (n=463)	33.5%
Female (n=608)	44.6%
18 to 34 (n=435)	41.0%
35 to 54 (n=449)	38.6%
55 plus (n=187)	37.2%
Own (n=683)	35.1%
Rent (n=357)	48.0%

*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.

Impact of isolation on wants in future home



QUESTION – [ASK RENTERS AND HOMEOWNERS] Has being in isolation at home changed or not changed your view of what you want in your next home?

	Not changed what I want
Plan to buy in next 2 years (n=525)	69.1%
Plan to sell in next 2 years (n=69)	78.6%
Plan to buy and sell in next 2 years (n=268)	74.0%
Central/Northern Ontario (n=76)	75.6%
Eastern Ontario (n=146)	67.9%
Golden Horseshoe West (n=110)	75.1%
GTA (n=335)	76.5%
Southwestern Ontario (n=136)	76.4%
City of Toronto (n=270)	71.1%
Male (n=464)	74.9%
Female (n=609)	72.7%
18 to 34 (n=436)	72.0%
35 to 54 (n=449)	72.3%
55 plus (n=188)	80.9%
Own (n=685)	74.0%
Rent (n=357)	71.5%

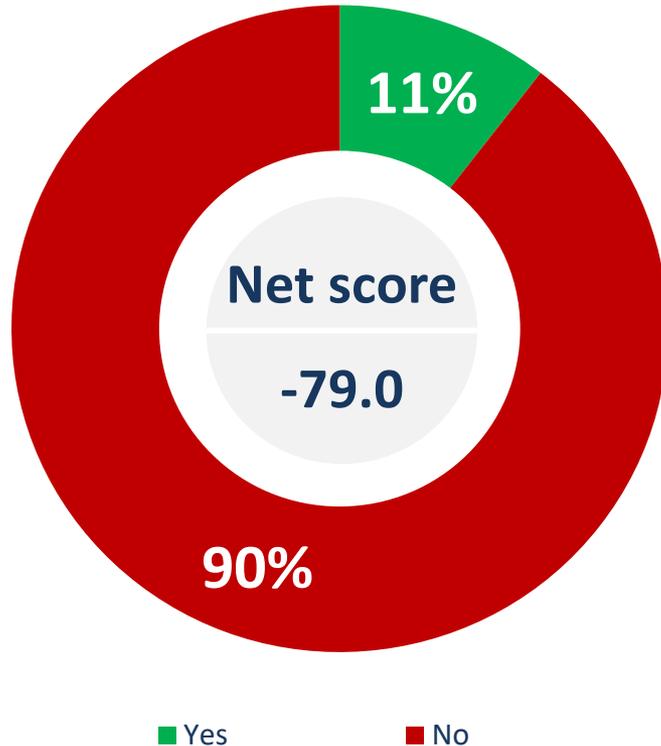
*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.

How views have changed

	Frequency (n=260)
Bigger home/more space/more amenities	27.7%
I want more outdoor space	25.1%
Smaller home	7.8%
Pricing/too expensive	5.5%
I know what I actually need now/priorities have changed	4.7%
Practical/convenient layout	4.7%
Unsure	1.9%

QUESTION – [ASK RENTERS AND HOMEOWNERS][IF VIEWS HAVE CHANGED] How have your views of your next home changed? [OPEN]

Refinanced home or used home equity line of credit during COVID-19

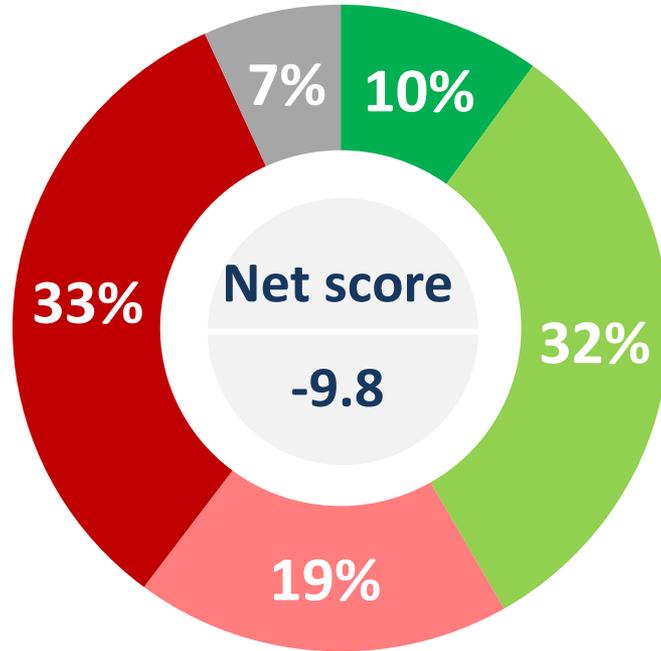


	No
Plan to buy in next 2 years (n=186)	83.2%
Plan to sell in next 2 years (n=67)	78.9%
Plan to buy and sell in next 2 years (n=258)	92.5%
Central/Northern Ontario (n=45)	95.5%
Eastern Ontario (n=100)	87.9%
Golden Horseshoe West (n=80)	92.1%
GTA (n=223)	91.5%
Southwestern Ontario (n=89)	89.8%
City of Toronto (n=148)	84.3%
Male (n=315)	86.7%
Female (n=370)	92.2%
18 to 34 (n=221)	89.0%
35 to 54 (n=309)	88.3%
55 plus (n=155)	92.7%

*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.

QUESTION – [ASK HOMEOWNERS] In order to cope with the financial hardship of COVID-19, have you refinanced your home or used a home equity line of credit (HELOC)?

Openness to buying a house only seen virtually



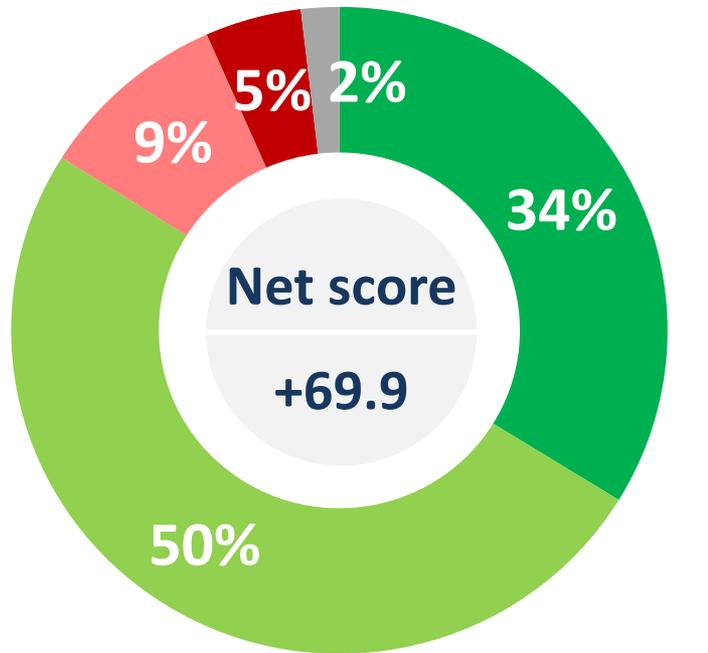
■ Open
■ Somewhat not open
■ Unsure
■ Somewhat open
■ Not open

QUESTION – [ASK RENTERS AND HOMEOWNERS] Would you be open, somewhat open, somewhat not open or not open to buying a house if you could only view it virtually using online tools?

	Not open/ Somewhat not open
Plan to buy in next 2 years (n=524)	46.6%
Plan to sell in next 2 years (n=69)	45.1%
Plan to buy and sell in next 2 years (n=268)	53.6%
Central/Northern Ontario (n=76)	47.6%
Eastern Ontario (n=146)	55.6%
Golden Horseshoe West (n=110)	57.1%
GTA (n=335)	53.3%
Southwestern Ontario (n=135)	51.1%
City of Toronto (n=270)	45.9%
Male (n=463)	48.6%
Female (n=609)	54.2%
18 to 34 (n=436)	45.0%
35 to 54 (n=449)	53.3%
55 plus (n=187)	61.3%
Own (n=685)	51.9%
Rent (n=356)	49.7%

*Weighted to the true population proportion.
 *Charts may not add up to 100 due to rounding.

Importance of using a Realtor® if homes can only be viewed virtually



- Important
- Somewhat important
- Somewhat not important
- Not important
- Unsure

QUESTION – [ASK RENTERS AND HOMEOWNERS][IF OPEN OR SOMEWHAT OPEN TO BUYING A HOUSE IF THEY COULD ONLY VIEW IT VIRTUALLY USING ONLINE TOOLS] Would it be important, somewhat important, somewhat not important or not important to use a Realtor® to help you purchase a home that you could only visit virtually?

	Important/ Somewhat important
Plan to buy in next 2 years (n=252)	83.4%
Plan to sell in next 2 years (n=32)	83.9%
Plan to buy and sell in next 2 years (n=104)	85.2%
Central/Northern Ontario (n=31)	81.8%
Eastern Ontario (n=57)	77.4%
Golden Horseshoe West (n=43)	88.3%
GTA (n=136)	86.9%
Southwestern Ontario (n=54)	89.8%
City of Toronto (n=125)	80.1%
Male (n=211)	80.1%
Female (n=235)	88.1%
18 to 34 (n=205)	85.8%
35 to 54 (n=184)	85.5%
55 plus (n=57)	73.2%
Own (n=279)	84.0%
Rent (n=160)	84.5%

*Weighted to the true population proportion.
*Charts may not add up to 100 due to rounding.



Nanos conducted an online representative survey of 1,073 Ontarians who are actively in the real estate market, 18 years of age or older, between May 7th and 15th, 2020. The results were statistically checked and weighted by age and gender using the latest Census information and the sample is geographically stratified to be representative of Canada.

Qualified respondents met at least one of the following criteria:

- Are actively looking to buy a home;
- Have bought or sold a home in the past two years;
- Intend to buy or sell a home in the next two years; or,
- Would have bought or sold a home in the next two years if not for COVID-19.

The research was commissioned by the Ontario Real Estate Association was conducted by Nanos Research.

Note: Charts may not add up to 100 due to rounding.

TECHNICAL NOTE

Element	Description
Research sponsor	Ontario Real Estate Association (OREA)
Population and Final Sample Size	1,073 Ontarians who are active participants in the real estate market.
Source of Sample	Dynata
Type of Sample	Probability
Margin of Error	Not applicable.
Mode of Survey	Online survey.
Sampling Method Base	Drawn from a panel.
Demographics (Captured)	Ontario; Men and Women; 18 years and older. Six digit postal code was used to validate geography.
Fieldwork/Validation	Not applicable.
Number of Calls	Not applicable.
Time of Calls	Not applicable.
Field Dates	May 7 th and 15 th , 2020.
Language of Survey	The survey was conducted in English.
Standards	Nanos Research is a member of the Canadian Research Insights Council (CRIC) and confirms that this research fully complies with all CRIC Standards including the CRIC Public Opinion Research Standards and Disclosure Requirements. https://canadianresearchinsightscouncil.ca/standards/

Element	Description
Weighting of Data	The results were weighted by age and gender using the latest Census information (2016) and the sample is geographically stratified to ensure a distribution across all regions of Ontario. See tables for full weighting disclosure
Screening	Screening ensured potential respondents did not work in the market research industry, in the advertising industry, in the media or a political party prior to administering the survey to ensure the integrity of the data.
Excluded Demographics	Individuals younger than 18 years old; individuals without internet access could not participate. Individuals not actively participating in the real estate market could not participate.
Stratification	By age and gender using the latest Census information (2016) and the sample is geographically stratified to be representative of Ontario.
Estimated Response Rate	Not applicable.
Question Order	Question order in the preceding report reflects the order in which they appeared in the original questionnaire.
Question Content	All questions asked are contained in the report.
Question Wording	The questions in the preceding report are written exactly as they were asked to individuals.
Research/Data Collection Supplier	Nanos Research
Contact	Contact Nanos Research for more information or with any concerns or questions. http://www.nanos.co Telephone:(613) 234-4666 ext. 237 Email: info@nanosresearch.com.



As one of North America's premier market and public opinion research firms, we put strategic intelligence into the hands of decision makers. The majority of our work is for private sector and public facing organizations and ranges from market studies, managing reputation through to leveraging data intelligence. Nanos Research offers a vertically integrated full service quantitative and qualitative research practice to attain the highest standards and the greatest control over the research process.

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This international joint venture between [dimap](http://www.dimap.com) and [Nanos](http://www.nanos.co) brings together top research and data experts from North American and Europe to deliver exceptional data intelligence to clients. The team offers data intelligence services ranging from demographic and sentiment microtargeting; consumer sentiment identification and decision conversion; and, data analytics and profiling for consumer persuasion.

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TABULATIONS





2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET

Our first few questions are about home ownership.

			Please select the region in which you live from the list below:							Gender		Age			Home		
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own	Rent	Refuse/No answer
[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1073	76	146	110	335	136	270	464	609	436	449	188	685	357	31
Question – Are you currently actively looking to buy a home?		Wgt N	1031	71	142	107	325	131	255	489	542	407	434	190	698	302	31
	Yes	%	48.7	38.3	49.0	41.2	50.4	46.0	53.8	50.0	47.5	53.8	51.5	31.4	41.8	63.6	58.1
	No	%	51.3	61.7	51.0	58.8	49.6	54.0	46.2	50.0	52.5	46.2	48.5	68.6	58.2	36.4	41.9



2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET

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[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1073	76	146	110	335	136	270	464	609	436	449	188	685	357	31
	Question - Have you bought or sold a home in the past two years?	Wgt N	1031	71	142	107	325	131	255	489	542	407	434	190	698	302	31
	Bought	%	16.2	5.7	19.2	17.9	18.0	14.7	15.1	16.5	15.8	18.7	16.9	9.2	22.3	3.2	3.2
	Sold	%	6.0	7.4	11.3	8.7	3.6	7.4	3.7	5.8	6.1	4.4	5.8	9.6	5.2	6.9	12.9
	Both bought and sold	%	10.0	19.7	10.6	10.6	8.8	10.9	7.8	11.1	9.0	9.4	10.4	10.3	14.1	1.6	0.0
	No	%	67.9	67.2	58.9	62.8	69.6	67.0	73.4	66.5	69.1	67.5	66.9	71.0	58.3	88.3	83.9

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[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1073	76	146	110	335	136	270	464	609	436	449	188	685	357	31
	Question - Do you intend to buy or sell a home in the next two years?	Wgt N	1031	71	142	107	325	131	255	489	542	407	434	190	698	302	31
	Intend to buy	%	46.5	34.8	40.3	37.3	45.4	45.7	58.8	46.7	46.3	59.4	44.9	22.5	27.2	88.6	71.0
	Intend to sell	%	6.8	8.7	8.5	4.8	6.9	3.1	8.1	8.3	5.5	4.1	6.3	14.2	9.9	0.6	0.0
	Intend to both buy and sell	%	26.3	29.6	23.9	35.0	28.0	28.1	20.1	24.6	27.8	18.2	29.9	35.7	37.5	2.1	9.7
	No	%	20.3	27.0	27.4	22.8	19.6	23.1	13.0	20.4	20.3	18.4	19.0	27.7	25.4	8.7	19.4

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			Please select the region in which you live from the list below:							Gender		Age			Home		
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own	Rent	Refuse/No answer
[ASK RENTERS AND HOMEOWNERS] [IF NOT INTENDED TO BUY OR SELL HOME IN THE NEXT TWO YEARS] Question - If the current spread of the coronavirus/covid-19 had not occurred would you have intended to buy or sell a home in the next two years?	Total	Unwgt N	211	20	39	25	64	30	33	94	117	76	83	52	174	31	6
		Wgt N	210	19	39	24	64	30	33	100	110	75	82	53	177	26	6
	Intended to buy	%	16.0		7.0		22.2	12.6	20.3	15.7	16.2	22.3	12.1	13.0	8.1	57.4	
	Intended to sell	%	6.3		8.0		3.2	16.5	2.9	5.3	7.1	5.4	7.2	5.9	6.8	3.9	
	Intended to both buy and sell	%	16.1		9.9		17.9	13.5	36.9	20.3	12.2	9.6	22.1	15.7	18.0	6.6	
No	%	61.7		75.1		56.7	57.4	39.8	58.7	64.4	62.7	58.5	65.4	67.1	32.0		

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			Please select the region in which you live from the list below:							Gender		Age			Home
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own
[ASK HOMEOWNERS]	Total	Unwgt N	325	25	43	42	110	39	66	146	179	83	150	92	325
	Question - Is your home currently listed for sale?	Wgt N	331	25	44	42	112	40	67	156	175	84	153	95	331
	Yes	%	7.1		4.8	9.6	9.1	2.7	7.8	8.9	5.6	9.8	6.7	5.6	7.1
	No	%	92.9		95.2	90.4	90.9	97.3	92.2	91.1	94.4	90.2	93.3	94.4	92.9



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			Please select the region in which you live from the list below:							Gender		Age			Home
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own
[ASK HOMEOWNERS] [IF HOME NOT CURRENTLY LISTED FOR SALE]	Total	Unwgt N	302	24	41	38	100	38	61	133	169	75	140	87	302
Question - Were you going to list your home for sale this spring before the social distancing measures were put in place?		Wgt N	307	24	42	38	102	39	62	142	165	75	142	89	307
	Yes	%	36.6		48.8	34.5	38.3	31.9	31.5	42.1	32.0	33.2	40.5	33.5	36.6
	No	%	63.4		51.2	65.5	61.7	68.1	68.5	57.9	68.0	66.8	59.5	66.5	63.4



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			Please select the region in which you live from the list below:							Gender		Age			Home		
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own	Rent	Refuse/No answer
[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1073	76	146	110	335	136	270	464	609	436	449	188	685	357	31
Question - Would you say that buying a home today is a very good, good, average, poor or very poor investment?		Wgt N	1031	71	142	107	325	131	255	489	542	407	434	190	698	302	31
	Very good	%	18.9	21.3	22.4	13.2	18.3	14.9	21.5	19.6	18.2	17.5	17.6	24.7	19.0	18.6	19.4
	Good	%	36.9	30.8	35.9	36.1	39.4	34.8	37.5	38.8	35.3	40.4	35.1	33.5	36.3	38.6	35.5
	Average	%	26.1	27.0	25.6	32.9	24.2	25.7	26.0	23.8	28.2	26.0	26.6	25.3	27.7	23.6	16.1
	Poor	%	8.0	9.7	5.0	12.3	6.9	9.9	7.7	8.6	7.4	8.1	7.8	8.0	7.1	9.0	16.1
	Very poor	%	3.2	4.8	0.0	2.8	3.1	6.7	3.1	4.1	2.4	2.7	3.6	3.3	3.1	3.1	6.5
	Unsure	%	6.9	6.4	11.1	2.8	8.3	8.0	4.1	5.2	8.4	5.2	9.2	5.3	6.8	7.1	6.5

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			Please select the region in which you live from the list below:							Gender		Age			Home
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own
[ASK HOMEOWNERS] [IF INTEND TO SELL OR BUY/SELL HOME IN NEXT TWO YEARS AND HOME IS NOT CURRENTLY LISTED FOR SALE] Question - Which of the following best describes when you think you will list your home?	Total	Unwgt N	302	24	41	38	100	38	61	133	169	75	140	87	302
		Wgt N	307	24	42	38	102	39	62	142	165	75	142	89	307
	In the next few months even if the pandemic is still ongoing	%	11.0		21.8	5.6	10.0	13.3	10.0	13.5	8.9	8.0	12.4	11.5	11.0
	As soon as the pandemic is over	%	28.3		17.3	34.5	29.3	34.4	31.4	33.1	24.3	30.5	31.2	22.0	28.3
	Not sure at this time	%	60.6		60.9	59.9	60.7	52.3	58.6	53.4	66.9	61.5	56.5	66.5	60.6

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[ASK RENTERS AND HOMEOWNERS] [IF NOT ACTIVELY LOOKING TO BUY A HOME AND INTENDING TO BUY OR BUY/SELL A HOME IN THE NEXT TWO YEARS]	Total	Unwgt N	289	22	25	36	89	37	80	111	178	114	121	54	179	103	7
		Wgt N	275	20	25	35	86	36	73	117	158	105	116	54	181	87	7
	In the next few months even if the pandemic is still ongoing	%	4.9			2.8	5.9	0.0	8.6	6.3	3.8	6.9	2.6	5.6	3.9	7.2	
	Question - Which of the following best describes when you think you will buy a home?	%	21.1			18.5	22.0	21.4	20.0	25.2	18.0	22.9	19.7	20.6	22.4	18.8	
	Not sure at this time	%	74.1			78.6	72.1	78.6	71.4	68.5	78.1	70.2	77.6	73.8	73.7	73.9	

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			Please select the region in which you live from the list below:							Gender		Age			Home
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[ASK HOMEOWNERS]	Total	Unwgt N	684	45	100	79	223	89	148	315	369	221	308	155	684
		Wgt N	697	45	103	80	228	91	151	336	361	224	314	159	697
	Question - Are you currently or in the past 30 days have you been doing any renovations, upgrades or repairs to your home?														
	Yes, currently	%	22.1	24.5	22.1	24.3	23.8	27.8	14.2	22.2	22.0	22.5	20.8	24.0	22.1
	Yes, in the past 30 days	%	16.0	22.3	26.1	11.3	14.1	14.9	13.5	18.4	13.8	16.8	15.4	16.3	16.0
	No renovations, upgrades or repairs	%	61.9	53.2	51.8	64.5	62.1	57.3	72.3	59.4	64.2	60.7	63.8	59.7	61.9



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[ASK HOMEOWNERS] [IF DOING RENOVATIONS]	Total	Unwgt N	259	21	47	28	84	38	41	127	132	86	111	62	259
Question - About what is the value of the renovations, upgrades and repairs?		Wgt N	265	21	48	29	86	39	42	136	129	87	114	64	265
		Mean	18960.60		37151.86		12572.04	5275.05	28285.72	21343.89	16456.42	14932.41	21226.39	20402.92	18960.60
		Median	3000.00		1500.00		3000.00	2000.00	2500.00	4000.00	2000.00	1600.00	4000.00	3500.00	3000.00
	5.00	%	1.2		0.0		0.0	0.0	4.9	1.6	0.8	0.0	0.9	3.2	1.2
	10.00	%	3.0		0.0		3.5	7.8	2.3	1.6	4.5	5.7	1.7	1.7	3.0
	12.00	%	0.8		2.2		1.1	0.0	0.0	0.8	0.8	0.0	0.0	3.2	0.8
	20.00	%	1.1		2.0		0.0	2.5	2.3	0.0	2.3	0.0	1.7	1.5	1.1
	25.00	%	0.4		2.0		0.0	0.0	0.0	0.0	0.8	0.0	0.0	1.5	0.4
	45.00	%	0.4		0.0		0.0	2.5	0.0	0.0	0.8	1.1	0.0	0.0	0.4
	50.00	%	0.8		2.2		1.1	0.0	0.0	0.8	0.8	1.1	0.0	1.7	0.8
	60.00	%	0.4		0.0		0.0	0.0	2.6	0.8	0.0	0.0	0.0	1.7	0.4
	100.00	%	1.9		4.4		1.2	2.5	0.0	2.4	1.5	3.5	0.9	1.7	1.9
	150.00	%	0.4		2.0		0.0	0.0	0.0	0.0	0.8	1.1	0.0	0.0	0.4
	200.00	%	3.4		2.0		1.2	2.5	2.3	1.6	5.3	4.7	2.6	3.0	3.4
	250.00	%	0.4		0.0		0.0	2.8	0.0	0.8	0.0	1.2	0.0	0.0	0.4
	300.00	%	1.1		4.0		0.0	0.0	2.6	0.8	1.5	0.0	1.7	1.7	1.1
	350.00	%	1.2		2.0		1.2	0.0	2.6	1.6	0.8	2.5	0.9	0.0	1.2
	380.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET

		Please select the region in which you live from the list below:							Gender		Age			Home
		Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own
400.00	%	0.7		0.0		1.1	0.0	2.3	0.0	1.5	2.3	0.0	0.0	0.7
420.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
423.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	1.2	0.0	0.0	0.4
450.00	%	0.4		0.0		0.0	2.8	0.0	0.8	0.0	0.0	0.0	1.7	0.4
500.00	%	6.3		2.2		5.9	10.8	4.9	7.9	4.5	7.1	6.3	5.0	6.3
550.00	%	0.4		0.0		0.0	0.0	2.3	0.0	0.8	1.1	0.0	0.0	0.4
600.00	%	0.7		0.0		2.3	0.0	0.0	0.0	1.5	1.1	0.9	0.0	0.7
700.00	%	0.4		0.0		0.0	2.5	0.0	0.0	0.8	0.0	0.9	0.0	0.4
750.00	%	0.4		0.0		0.0	2.5	0.0	0.0	0.8	0.0	0.9	0.0	0.4
800.00	%	1.5		2.0		0.0	5.3	0.0	0.8	2.3	2.4	1.7	0.0	1.5
865.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
900.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
950.00	%	0.4		2.0		0.0	0.0	0.0	0.0	0.8	0.0	0.0	1.5	0.4
1000.00	%	9.9		16.9		8.2	5.3	7.2	7.9	12.1	12.6	9.9	6.5	9.9
1234.00	%	0.4		0.0		0.0	0.0	2.6	0.8	0.0	0.0	0.0	1.7	0.4
1500.00	%	2.0		2.2		4.9	0.0	0.0	3.1	0.8	1.1	2.8	1.7	2.0
1600.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	1.2	0.0	0.0	0.4
2000.00	%	6.5		0.0		9.5	7.8	7.0	5.5	7.6	7.0	6.2	6.5	6.5
2500.00	%	0.8		0.0		0.0	0.0	4.9	0.8	0.8	0.0	1.8	0.0	0.8

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2566.00	%	0.4		0.0		0.0	0.0	0.0	0.0	0.8	0.0	0.9	0.0	0.4
3000.00	%	3.1		2.2		4.7	2.8	2.3	3.1	3.0	3.6	3.5	1.7	3.1
3500.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
4000.00	%	1.5		2.0		2.4	2.8	0.0	1.6	1.5	1.1	2.7	0.0	1.5
5000.00	%	13.3		13.1		12.2	10.6	12.3	17.3	9.1	8.1	13.7	19.7	13.3
6000.00	%	1.2		2.2		0.0	0.0	2.6	2.4	0.0	0.0	1.9	1.7	1.2
6500.00	%	0.4		0.0		0.0	0.0	2.3	0.0	0.8	0.0	0.0	1.5	0.4
7000.00	%	0.8		0.0		2.4	0.0	0.0	0.8	0.8	1.2	0.0	1.5	0.8
7500.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
7700.00	%	0.4		0.0		1.1	0.0	0.0	0.0	0.8	0.0	0.9	0.0	0.4
8000.00	%	1.9		0.0		1.2	7.6	0.0	0.8	3.0	2.3	1.7	1.7	1.9
8500.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
10000.00	%	2.8		2.2		4.7	2.8	0.0	3.9	1.5	1.2	3.7	3.2	2.8
12000.00	%	1.2		2.2		0.0	0.0	2.6	1.6	0.8	1.2	1.8	0.0	1.2
14000.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
15000.00	%	3.8		4.2		4.7	2.5	2.6	3.1	4.5	0.0	7.1	3.2	3.8
18000.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
20000.00	%	4.2		0.0		2.3	8.3	7.4	3.9	4.5	7.0	4.5	0.0	4.2
25000.00	%	3.4		0.0		2.3	5.1	4.9	2.4	4.5	3.4	2.8	4.6	3.4

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30000.00	%	0.8		0.0		1.1	0.0	2.6	0.8	0.8	1.1	0.9	0.0	0.8
35000.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
40000.00	%	0.8		0.0		0.0	0.0	2.6	1.6	0.0	1.2	0.9	0.0	0.8
45000.00	%	0.4		2.0		0.0	0.0	0.0	0.0	0.8	1.1	0.0	0.0	0.4
46174.00	%	0.4		0.0		0.0	0.0	2.3	0.0	0.8	0.0	0.9	0.0	0.4
50000.00	%	3.1		4.2		5.9	0.0	0.0	2.4	3.8	5.8	0.9	3.0	3.1
70000.00	%	0.7		2.0		0.0	0.0	0.0	0.0	1.5	1.1	0.0	1.5	0.7
75000.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
80000.00	%	0.4		0.0		0.0	0.0	2.3	0.0	0.8	0.0	0.0	1.5	0.4
100000.00	%	0.4		0.0		1.2	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
200000.00	%	0.8		2.0		1.2	0.0	0.0	0.8	0.8	1.2	0.9	0.0	0.8
300500.00	%	0.4		0.0		0.0	0.0	0.0	0.8	0.0	1.2	0.0	0.0	0.4
500000.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	0.0	0.9	0.0	0.4
670000.00	%	0.4		2.2		0.0	0.0	0.0	0.8	0.0	0.0	0.0	1.7	0.4
800000.00	%	0.4		0.0		0.0	0.0	2.3	0.0	0.8	0.0	0.9	0.0	0.4

		Please select the region in which you live from the list below:						Gender		Age			Home
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[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1071	75	146	110	335	135	270	463	608	435	449	187	683	357	31
		Wgt N	1029	70	142	107	325	130	255	488	541	406	434	189	696	302	31
Question - After the pandemic is over, do you think that home prices will increase a lot, increase somewhat, stay the same, decrease somewhat or decrease a lot?	Increase a lot	%	7.2	8.3	5.1	4.8	6.3	10.0	8.7	6.7	7.6	9.1	6.9	3.6	6.6	7.2	19.4
	Increase somewhat	%	26.8	26.6	23.1	22.3	32.4	20.5	26.8	30.0	23.9	26.5	26.1	28.9	27.9	24.9	19.4
	Stay the same	%	18.9	15.8	22.0	17.8	17.5	15.2	21.9	22.1	15.9	17.6	19.7	19.5	21.7	14.0	3.2
	Decrease somewhat	%	33.7	32.9	32.5	39.7	30.6	43.3	31.0	27.3	39.4	34.9	33.2	31.9	30.3	40.8	38.7
	Decrease a lot	%	5.7	6.7	5.6	8.1	4.3	6.6	5.6	6.2	5.2	6.1	5.4	5.3	4.8	7.2	9.7
	Unsure	%	7.9	9.7	11.6	7.3	8.9	4.5	6.0	7.6	8.1	5.8	8.6	10.7	8.6	5.9	9.7

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[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1073	76	146	110	335	136	270	464	609	436	449	188	685	357	31
	Question - Has being in isolation at home changed or not changed your view of what you want in your next home?	Wgt N	1031	71	142	107	325	131	255	489	542	407	434	190	698	302	31
	Changed what I want	%	26.2	24.4	32.1	24.9	23.5	23.6	28.9	25.1	27.3	28.0	27.7	19.1	26.0	28.5	9.7
	Not changed what I want	%	73.8	75.6	67.9	75.1	76.5	76.4	71.1	74.9	72.7	72.0	72.3	80.9	74.0	71.5	90.3

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[ASK RENTERS AND HOMEOWNERS IF VIEWS HAVE CHANGED] Question -	Total	Unwgt N	260	16	43	26	74	32	69	97	163	113	116	31	155	103	2
How have your views of your next home changed? [OPEN]		Wgt N	244	14	40	25	71	30	63	102	141	101	112	31	157	84	2
	I want more outdoor space	%	25.1		30.9		27.2	5.7	25.7	18.5	29.8	24.8	26.7	20.1	22.4	30.7	
	Smaller home	%	7.8		7.6		9.8	13.7	2.7	10.4	5.9	4.1	7.3	21.4	9.8	4.2	
	Bigger home/more space/more amenities	%	27.7		18.6		30.7	28.4	25.0	26.8	28.3	29.6	28.9	16.8	30.2	23.6	
	I know what I actually need now/priorities have changed	%	4.7		4.3		6.8	4.9	5.6	4.1	5.2	8.6	2.6	0.0	3.9	6.4	
	Windows/natural light	%	2.0		5.3		1.4	0.0	0.0	3.1	1.2	0.7	2.9	3.2	2.7	0.9	
	It needs a home office	%	1.8		2.4		1.0	2.4	3.2	1.0	2.4	2.4	1.8	0.0	1.2	2.9	
	Practical/convenient layout	%	4.7		10.4		2.9	5.9	4.5	7.2	2.9	6.3	2.7	6.9	4.6	5.0	
	Pricing/too expensive	%	5.5		4.4		1.4	10.0	10.6	7.2	4.3	5.8	5.0	6.5	5.2	6.2	
	More personal/comfortable	%	1.4		1.8		1.4	3.3	1.2	1.0	1.7	1.7	1.6	0.0	0.6	2.9	
	Make upgrades/fix up current home	%	1.5		0.0		1.4	3.3	0.0	1.0	1.9	1.8	1.7	0.0	1.9	0.9	
	Different location	%	2.3		0.0		5.8	0.0	1.2	2.1	2.4	0.0	3.5	5.5	2.0	1.7	

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Made me realize I'd like to buy and no longer rent	%		2.5		2.5		2.4	8.2	1.6	2.0	2.9	4.4	1.5	0.0	1.2	5.0	
Other	%		11.0		9.2		6.6	14.2	15.9	14.5	8.5	8.8	11.4	16.5	12.4	7.5	
Unsure	%		1.9		2.5		1.4	0.0	2.7	1.0	2.6	1.0	2.4	3.2	1.9	2.1	



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[ASK HOMEOWNERS]	Total	Unwgt N	685	45	100	80	223	89	148	315	370	221	309	155	685
		Wgt N	698	45	103	81	228	91	151	336	362	224	315	159	698
	Question - In order to cope with the financial hardship of COVID-19, have you refinanced your home or used a home equity line of credit (HELOC)?	Yes	10.5	4.5	12.1	7.9	8.5	10.2	15.7	13.3	7.8	11.0	11.7	7.3	10.5
		No	89.5	95.5	87.9	92.1	91.5	89.8	84.3	86.7	92.2	89.0	88.3	92.7	89.5



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[ASK RENTERS AND HOMEOWNERS]	Total	Unwgt N	1072	76	146	110	335	135	270	463	609	436	449	187	685	356	31
	Question - Would you be open, somewhat open, somewhat not open or not open to buying a house if you could only view it virtually using online tools?	Wgt N	1030	71	142	107	325	130	255	488	542	407	434	189	698	301	31
	Open	%	10.0	8.2	12.6	6.5	9.4	10.4	11.0	11.7	8.4	11.1	10.1	7.2	9.9	10.8	3.2
	Somewhat open	%	31.7	31.7	26.6	32.8	32.0	28.9	35.2	34.1	29.6	36.4	30.9	23.7	31.0	34.6	19.4
	Somewhat not open	%	18.5	14.0	17.1	22.9	18.3	20.6	18.0	17.7	19.3	17.4	20.0	17.6	18.3	19.5	12.9
	Not open	%	33.0	33.6	38.5	34.2	35.0	30.5	27.9	30.9	34.9	27.6	33.3	43.7	33.6	30.2	45.2
	Unsure	%	6.8	12.6	5.2	3.5	5.3	9.6	7.9	5.6	7.9	7.4	5.7	7.9	7.1	4.8	19.4

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			Please select the region in which you live from the list below:							Gender		Age			Home		
			Ontario 2020-05	Central or Northern Ontario	Eastern Ontario	Golden Horseshoe West - includes Halton, Hamilton, Niagara, Waterloo, Regions and Brant County	The GTA - includes Durham, Peel and York Regions	Southwestern Ontario	City of Toronto	Male	Female	18 to 34	35 to 54	55 plus	Own	Rent	Refuse/No answer
[ASK RENTERS AND HOMEOWNERS] [IF OPEN OR SOMEWHAT OPEN TO BUYING A HOUSE IF THEY COULD ONLY VIEW IT VIRTUALLY USING ONLINE TOOLS] Question - Would it be important, somewhat important, somewhat not important or not important to use a Realtor to help you purchase a home that you could only visit virtually?	Total	Unwgt N	446	31	57	43	136	54	125	211	235	205	184	57	279	160	7
		Wgt N	429	28	56	42	134	51	118	222	206	192	178	58	286	136	7
	Important	%	33.8	19.5	28.7	26.6	33.1	49.8	36.0	30.8	37.0	31.4	34.0	41.1	33.2	34.6	
	Somewhat important	%	50.2	62.3	48.7	61.7	53.8	40.0	44.1	49.3	51.1	54.4	51.5	32.1	50.8	49.9	
	Somewhat not important	%	9.4	14.4	12.5	7.0	7.3	6.1	11.5	10.9	7.8	7.0	11.0	12.8	9.7	8.5	
	Not important	%	4.7	3.8	8.2	4.8	2.9	4.1	5.7	6.2	3.2	5.8	1.1	12.2	4.8	4.9	
Unsure	%	1.9	0.0	1.9	0.0	2.9	0.0	2.6	2.8	0.8	1.5	2.3	1.8	1.5	2.0		

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

Our first few questions are about home ownership.

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] Question – Are you currently actively looking to buy a home?	Total	Unwgt N	1073	165	64	102	742	525	69	268	211
		Wgt N	1031	167	61	103	700	479	71	271	210
	Yes	%	48.7	40.1	53.4	35.5	52.3	66.6	23.2	57.6	4.8
	No	%	51.3	59.9	46.6	64.5	47.7	33.4	76.8	42.4	95.2

			Do you intend to buy or sell a home in the next two years?					
			Ontario 2020-05	Intend to buy	Intend to sell	Intend to both buy and sell	No	
[ASK RENTERS AND HOMEOWNERS] Question – Have you bought or sold a home in the past two years?	Total	Unwgt N	1073	525	69	268	211	
		Wgt N	1031	479	71	271	210	
	Bought	%	16.2	9.3	22.1	14.4	32.2	
	Sold	%	6.0	7.0	1.4	1.5	10.7	
	Both bought and sold	%	10.0	3.7	12.5	8.4	25.6	
	No	%	67.9	79.9	64.1	75.7	31.4	

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No
[ASK RENTERS AND HOMEOWNERS] Question	Total	Unwgt N	1073	165	64	102	742
- Do you intend to buy or sell a home in the next two years?		Wgt N	1031	167	61	103	700
	Intend to buy	%	46.5	26.8	55.0	17.3	54.8
	Intend to sell	%	6.8	9.3	1.6	8.5	6.5
	Intend to both buy and sell	%	26.3	23.4	6.7	22.1	29.4
	No	%	20.3	40.5	36.7	52.1	9.4



2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] [IF NOT INTENDED TO BUY OR SELL HOME IN THE NEXT TWO YEARS] Question - If the current spread of the coronavirus/covid-19 had not occurred would you have intended to buy or sell a home in the next two years?	Total	Unwgt N	211	67	23	53	68	0	0	0	211
		Wgt N	210	67	23	54	66	0	0	0	210
	Intended to buy	%	16.0	4.7		0.0	43.0	-	-	-	16.0
	Intended to sell	%	6.3	2.9		3.7	13.9	-	-	-	6.3
	Intended to both buy and sell	%	16.1	7.8		0.0	43.1	-	-	-	16.1
	No	%	61.7	84.6		96.3	0.0	-	-	-	61.7

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK HOMEOWNERS] Question - Is your home currently listed for sale?	Total	Unwgt N	325	52	5	30	238	0	67	258	0
		Wgt N	331	53	5	31	242	0	69	262	0
	Yes	%	7.1	11.8		26.8	3.3	-	4.5	7.8	-
	No	%	92.9	88.2		73.2	96.7	-	95.5	92.2	-

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK HOMEOWNERS] [IF HOME NOT CURRENTLY LISTED FOR SALE] Question - Were you going to list your home for sale this spring before the social distancing measures were put in place?	Total	Unwgt N	302	46	4	22	230	0	64	238	0
		Wgt N	307	47	4	23	234	0	66	241	0
	Yes	%	36.6	50.0			31.1	-	28.3	38.9	-
	No	%	63.4	50.0			68.9	-	71.7	61.1	-

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] Question - Would you say that buying a home today is a very good, good, average, poor or very poor investment?	Total	Unwgt N	1073	165	64	102	742	525	69	268	211
		Wgt N	1031	167	61	103	700	479	71	271	210
	Very good	%	18.9	21.7	27.5	23.6	16.8	19.9	19.0	20.2	14.9
	Good	%	36.9	37.5	41.3	38.0	36.2	39.7	37.1	33.3	35.3
	Average	%	26.1	28.7	18.7	24.7	26.3	25.2	24.9	27.7	26.5
	Poor	%	8.0	5.3	6.7	7.0	8.9	6.5	4.3	9.9	10.2
	Very poor	%	3.2	1.9	2.9	1.9	3.8	3.3	4.5	2.6	3.4
	Unsure	%	6.9	4.9	2.9	4.8	8.0	5.5	10.1	6.3	9.8

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK HOMEOWNERS] [IF INTEND TO SELL OR BUY/SELL HOME IN NEXT TWO YEARS AND HOME IS NOT CURRENTLY LISTED FOR SALE] Question - Which of the following best describes when you think you will list your home?	Total	Unwgt N	302	46	4	22	230	0	64	238	0
		Wgt N	307	47	4	23	234	0	66	241	0
	In the next few months even if the pandemic is still ongoing	%	11.0	10.9			8.8	-	17.0	9.4	-
	As soon as the pandemic is over	%	28.3	50.4			24.1	-	32.9	27.1	-
	Not sure at this time	%	60.6	38.7			67.1	-	50.1	63.5	0.0

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] [IF NOT ACTIVELY LOOKING TO BUY A HOME AND INTENDING TO BUY OR BUY/SELL A HOME IN THE NEXT TWO YEARS] Question - Which of the following best describes when you think you will buy a home?	Total	Unwgt N	289	25	5	8	251	175	0	114	0
		Wgt N	275	25	5	8	237	160	0	115	0
	In the next few months even if the pandemic is still ongoing	%	4.9				4.1	7.1	-	1.8	-
	As soon as the pandemic is over	%	21.1				19.4	26.8	-	13.2	-
	Not sure at this time	%	74.1				76.6	66.2	-	85.1	-

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK HOMEOWNERS] Question	Total	Unwgt N	684	152	36	96	400	186	67	257	174
- Are you currently or in the past 30 days have you been doing any renovations, upgrades or repairs to your home?		Wgt N	697	155	37	98	407	190	69	261	177
	Yes, currently	%	22.1	29.0	30.3	28.2	17.2	21.0	13.6	23.7	24.2
	Yes, in the past 30 days	%	16.0	12.7	25.2	18.7	15.8	20.5	21.1	15.3	10.4
	No renovations, upgrades or repairs	%	61.9	58.2	44.4	53.0	67.0	58.5	65.4	61.0	65.4



2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

		Have you bought or sold a home in the past two years?					Do you intend to buy or sell a home in the next two years?				
		Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No	
[ASK HOMEOWNERS] [IF DOING RENOVATIONS] Question - About what is the value of the renovations, upgrades and repairs?	Total	Unwgt N	259	62	20	45	132	77	23	100	59
		Wgt N	265	64	20	46	134	79	24	102	60
		Mean	18960.60	13677.13		23831.25	16151.67	15107.84		17367.06	19672.47
		Median	3000.00	2000.00		5000.00	2000.00	2500.00		5000.00	2000.00
	5.00	%	1.2	1.7		0.0	1.5	0.0		2.0	0.0
	10.00	%	3.0	6.1		0.0	3.0	1.2		3.0	3.2
	12.00	%	0.8	0.0		0.0	1.5	0.0		1.0	1.8
	20.00	%	1.1	0.0		2.1	1.5	1.2		1.0	0.0
	25.00	%	0.4	0.0		0.0	0.0	0.0		0.0	1.6
	45.00	%	0.4	0.0		0.0	0.0	1.2		0.0	0.0
	50.00	%	0.8	0.0		0.0	1.5	2.6		0.0	0.0
	60.00	%	0.4	0.0		0.0	0.8	0.0		1.0	0.0
	100.00	%	1.9	0.0		2.3	3.0	3.8		1.0	1.8
	150.00	%	0.4	1.5		0.0	0.0	1.2		0.0	0.0
	200.00	%	3.4	1.5		2.1	5.2	3.8		2.9	3.2
	250.00	%	0.4	0.0		2.3	0.0	0.0		0.0	1.8
	300.00	%	1.1	0.0		4.4	0.7	0.0		2.0	0.0
	350.00	%	1.2	3.2		2.3	0.0	1.4		0.0	1.6
	380.00	%	0.4	0.0		0.0	0.8	1.4		0.0	0.0
	400.00	%	0.7	1.5		0.0	0.0	0.0		1.0	1.6
420.00	%	0.4	1.7		0.0	0.0	1.4		0.0	0.0	

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

		Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
		Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
423.00	%	0.4	1.7		0.0	0.0	1.4		0.0	0.0
450.00	%	0.4	0.0		0.0	0.8	0.0		1.0	0.0
500.00	%	6.3	6.3		9.3	5.4	6.5		4.1	8.4
550.00	%	0.4	0.0		0.0	0.7	1.2		0.0	0.0
600.00	%	0.7	0.0		2.1	0.7	0.0		1.0	1.6
700.00	%	0.4	0.0		0.0	0.7	0.0		0.0	0.0
750.00	%	0.4	0.0		0.0	0.7	0.0		0.0	1.6
800.00	%	1.5	1.7		0.0	2.2	2.6		1.9	0.0
865.00	%	0.4	0.0		2.3	0.0	0.0		0.0	1.8
900.00	%	0.4	0.0		0.0	0.8	0.0		1.0	0.0
950.00	%	0.4	0.0		0.0	0.7	0.0		1.0	0.0
1000.00	%	9.9	9.4		8.9	11.3	7.7		12.0	10.0
1234.00	%	0.4	1.7		0.0	0.0	1.4		0.0	0.0
1500.00	%	2.0	5.0		0.0	1.5	1.2		2.1	3.5
1600.00	%	0.4	0.0		2.3	0.0	1.4		0.0	0.0
2000.00	%	6.5	8.0		4.2	7.6	6.5		3.1	13.1
2500.00	%	0.8	0.0		0.0	1.5	1.4		1.0	0.0
2566.00	%	0.4	0.0		2.1	0.0	0.0		0.0	1.6
3000.00	%	3.1	3.2		0.0	3.0	6.5		1.0	3.4
3500.00	%	0.4	0.0		0.0	0.8	0.0		0.0	0.0
4000.00	%	1.5	3.2		0.0	1.5	1.2		2.0	1.8

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

		Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
		Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
5000.00	%	13.3	8.4		15.8	16.1	10.3		17.3	12.3
6000.00	%	1.2	1.7		2.3	0.0	0.0		2.1	1.8
6500.00	%	0.4	0.0		0.0	0.0	1.2		0.0	0.0
7000.00	%	0.8	1.7		0.0	0.7	0.0		2.0	0.0
7500.00	%	0.4	0.0		0.0	0.8	0.0		1.0	0.0
7700.00	%	0.4	0.0		0.0	0.7	1.2		0.0	0.0
8000.00	%	1.9	0.0		2.1	3.0	1.4		3.8	0.0
8500.00	%	0.4	0.0		0.0	0.8	0.0		0.0	1.8
10000.00	%	2.8	4.9		0.0	2.3	1.4		4.0	0.0
12000.00	%	1.2	0.0		4.4	0.0	2.7		1.0	0.0
14000.00	%	0.4	0.0		2.3	0.0	0.0		0.0	1.8
15000.00	%	3.8	3.2		6.4	3.1	6.3		4.1	0.0
18000.00	%	0.4	0.0		0.0	0.8	0.0		1.0	0.0
20000.00	%	4.2	3.2		8.9	3.8	5.3		4.8	3.5
25000.00	%	3.4	6.4		4.2	2.2	1.2		4.0	3.4
30000.00	%	0.8	3.2		0.0	0.0	1.4		1.0	0.0
35000.00	%	0.4	1.7		0.0	0.0	1.4		0.0	0.0
40000.00	%	0.8	1.7		0.0	0.0	2.7		0.0	0.0
45000.00	%	0.4	0.0		0.0	0.7	1.2		0.0	0.0
46174.00	%	0.4	0.0		0.0	0.0	1.2		0.0	0.0
50000.00	%	3.1	1.7		4.4	3.0	0.0		4.9	3.4

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
70000.00	%		0.7	1.5		0.0	0.7	0.0		1.0	1.6
75000.00	%		0.4	0.0		0.0	0.0	1.4		0.0	0.0
80000.00	%		0.4	0.0		0.0	0.0	0.0		0.0	1.6
100000.00	%		0.4	1.7		0.0	0.0	0.0		1.0	0.0
200000.00	%		0.8	1.7		0.0	0.0	0.0		0.0	3.4
300500.00	%		0.4	0.0		0.0	0.0	0.0		0.0	1.8
500000.00	%		0.4	0.0		0.0	0.8	1.4		0.0	0.0
670000.00	%		0.4	0.0		2.3	0.0	0.0		0.0	0.0
800000.00	%		0.4	0.0		0.0	0.7	0.0		1.0	0.0

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] Question - After the pandemic is over, do you think that homes prices will increase a lot, increase somewhat, stay the same, decrease somewhat or decrease a lot?	Total	Unwgt N	1071	165	64	101	741	525	69	267	210
		Wgt N	1029	167	61	102	699	479	71	270	209
	Increase a lot	%	7.2	9.9	17.0	4.9	6.0	8.8	10.3	4.1	6.3
	Increase somewhat	%	26.8	27.9	28.8	35.2	25.1	27.5	30.5	26.8	23.9
	Stay the same	%	18.9	26.4	20.2	18.0	17.1	14.0	30.4	20.3	24.3
	Decrease somewhat	%	33.7	28.5	28.0	34.9	35.2	37.0	15.7	33.0	32.8
	Decrease a lot	%	5.7	3.6	0.0	2.0	7.2	7.1	0.0	6.7	2.9
	Unsure	%	7.9	3.7	6.0	5.0	9.5	5.6	13.1	9.0	9.7

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] Question - Has being in isolation at home changed or not changed your view of what you want in your next home?	Total	Unwgt N	1073	165	64	102	742	525	69	268	211
		Wgt N	1031	167	61	103	700	479	71	271	210
	Changed what I want	%	26.2	26.8	23.4	24.5	26.6	30.9	21.4	26.0	17.5
	Not changed what I want	%	73.8	73.2	76.6	75.5	73.4	69.1	78.6	74.0	82.5

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2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?					Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No	
[ASK RENTERS AND HOMEOWNERS IF VIEWS HAVE CHANGED] Question - How have your views of your next home changed? [OPEN]	Total	Unwgt N	260	35	13	20	192	150	12	65	33	
		Wgt N	244	35	11	20	177	134	12	65	33	
	I want more outdoor space	%	25.1	28.1			25.5	27.7		23.0	21.3	
	Smaller home	%	7.8	11.8			8.3	5.0		10.9	12.3	
	Bigger home/more space/more amenities	%	27.7	22.8			29.3	22.9		38.7	26.5	
	I know what I actually need now/priorities have changed	%	4.7	3.0			4.7	6.3		3.2	3.0	
	Windows/natural light	%	2.0	0.0			1.6	0.8		1.5	8.8	
	It needs a home office	%	1.8	0.0			2.5	2.6		1.5	0.0	
	Practical/convenient layout	%	4.7	3.0			5.9	5.6		1.5	0.0	
	Pricing/too expensive	%	5.5	8.7			3.7	7.2		1.5	3.0	
	More personal/comfortable	%	1.4	2.8			1.4	1.9		0.0	3.0	
	Make upgrades/fix up current home	%	1.5	0.0			2.1	0.5		1.6	3.0	
	Different location	%	2.3	0.0			2.5	1.3		4.2	3.3	
	Made me realize I'd like to buy and no longer rent	%	2.5	5.5			2.0	4.6		0.0	0.0	
	Other	%	11.0	14.3			8.4	11.6		9.4	15.8	
	Unsure	%	1.9	0.0			2.1	2.0		3.0	0.0	

Nanos conducted an RDD dual frame (land- and cell- lines) hybrid telephone and online random survey of 1,073 Ontarians who are actively in the real estate market, 18 years of age or older, between May 7th and 15th, 2020.



2020-1607 – Ontario Real Estate Association – Homeownership – STAT SHEET – BY OWNERSHIP STATUS

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK HOMEOWNERS] Question - In order to cope with the financial hardship of COVID-19, have you refinanced your home or used a home equity line of credit (HELOC)?	Total	Unwgt N	685	153	36	96	400	186	67	258	174
		Wgt N	698	156	37	98	407	190	69	262	177
	Yes	%	10.5	14.0	22.3	10.6	8.0	16.8	21.1	7.5	4.1
	No	%	89.5	86.0	77.7	89.4	92.0	83.2	78.9	92.5	95.9

			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] Question - Would you be open, somewhat open, somewhat not open or not open to buying a house if you could only view it virtually using online tools?	Total	Unwgt N	1072	165	64	102	741	524	69	268	211
		Wgt N	1030	167	61	103	699	478	71	271	210
	Open	%	10.0	6.9	18.4	9.1	10.1	13.6	5.9	7.9	5.8
	Somewhat open	%	31.7	36.9	22.3	34.0	31.0	35.3	40.2	31.2	21.5
	Somewhat not open	%	18.5	18.8	21.9	16.9	18.4	20.5	14.2	16.9	17.4
	Not open	%	33.0	34.5	32.4	31.2	32.9	26.1	30.9	36.7	44.6
	Unsure	%	6.8	3.0	5.0	8.8	7.6	4.5	8.8	7.3	10.7

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			Have you bought or sold a home in the past two years?				Do you intend to buy or sell a home in the next two years?				
			Ontario 2020-05	Bought	Sold	Both bought and sold	No	Intend to buy	Intend to sell	Intend to both buy and sell	No
[ASK RENTERS AND HOMEOWNERS] [IF OPEN OR SOMEWHAT OPEN TO BUYING A HOUSE IF YOU COULD ONLY VIEW IT VIRTUALLY USING ONLINE TOOLS] Question - Would it be important, somewhat important, somewhat not important or not important to use a Realtor to help you purchase a home that you could only visit virtually?	Total	Unwgt N	446	72	26	44	304	252	32	104	58
		Wgt N	429	73	25	44	286	233	33	106	57
	Important	%	33.8	28.0		36.0	32.2	32.9	31.1	32.4	41.3
	Somewhat important	%	50.2	54.0		52.2	50.8	50.5	52.8	52.8	42.6
	Somewhat not important	%	9.4	11.2		11.8	9.2	8.4	9.6	10.8	10.9
	Not important	%	4.7	6.7		0.0	5.0	5.7	6.6	1.9	5.2
	Unsure	%	1.9	0.0		0.0	2.8	2.5	0.0	2.0	0.0

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