

Royal LePage Survey:

Sell in winter or wait until spring?

If you had a seller client today who did not have specific time constraints, would you advise them to sell in the winter or wait until spring?

	I would advise my client to sell in the winter	I would advise my client to wait until spring
Canada	79%	21%
Atlantic Canada	85%	15%
Ontario	72%	28%
Greater Toronto Area	71%	29%
Golden Horseshoe (Outside of GTA)	71%	29%
Ottawa	68%	32%
Prairies	75%	25%
Quebec	87%	13%
Greater Montreal Area	86%	14%
Alberta	73%	27%
British Columbia	93%	7%
Greater Vancouver	87%	13%
Outside of Greater Vancouver	95%	5%

If you would advise your client to sell in the winter, what reason would you give?

	Demand is higher than supply in my market right now	I think demand will peak this winter and be softer in 2022	Other
Canada	82%	7%	11%
Atlantic Canada	88%	5%	7%
Ontario	87%	4%	9%
Greater Toronto Area	92%	3%	5%
Golden Horseshoe (Outside of GTA)	91%	1%	8%
Ottawa	76%	0%	24%
Prairies	87%	3%	10%
Quebec	79%	8%	13%
Greater Montreal Area	84%	7%	9%
Alberta	53%	20%	27%
British Columbia	90%	4%	6%
Greater Vancouver	89%	4%	7%
Outside of Greater Vancouver	90%	4%	6%

Prior to the pandemic, would you have advised your clients to sell in the winter or wait until spring?

	I would have advised my clients to sell in the winter	I would have advised my clients to wait until spring
Canada	64%	36%
Atlantic Canada	61%	39%
Ontario	57%	43%
Greater Toronto Area	58%	42%
Golden Horseshoe (Outside of GTA)	52%	48%
Ottawa	57%	43%
Prairies	50%	50%
Quebec	76%	24%
Greater Montreal Area	76%	24%
Alberta	73%	27%
British Columbia	63%	37%
Greater Vancouver	65%	35%
Outside of Greater Vancouver	62%	38%

The Royal LePage Advisor Survey was an online poll of 956 Royal LePage real estate professionals from across Canada. The survey was conducted between October 22, 2021, and October 25, 2021. National totals are weighted by population of the surveyed regions. All percentages are rounded to the nearest whole number.