

OTTAWA REAL ESTATE STARTS HERE


Ottawa



OTTAWA REAL ESTATE STARTS WITH UNDERSTANDING THE **MARKET**

Ottawa's housing market is constantly evolving. No two neighbourhoods, price points, or property types behave the same way.

That's why working with a REALTOR® is the first step to making a confident decision.



START WITH THE RIGHT INFORMATION

Whether you're a first-time buyer or planning your next move, this guide is designed to help you navigate one of the most important financial decisions of your life.

The Ottawa Real Estate Board (OREB) represents about 4,000 registered real estate brokers and salespeople across Ottawa and the region. All of whom are REALTORS®.

OREB supports REALTORS® with trusted data, advanced tools, and the latest market insights, so they can better support you.

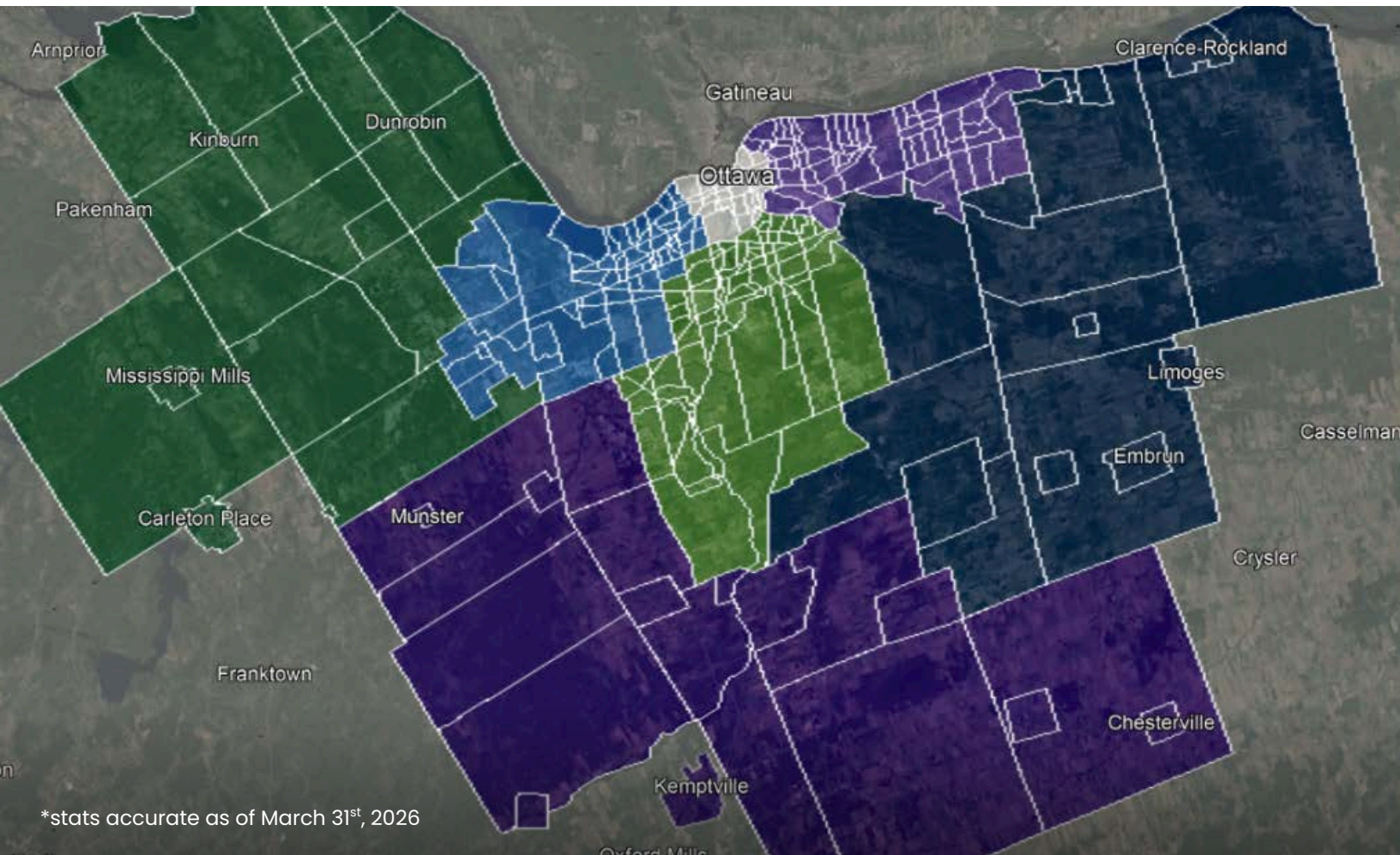


YOUR REALTOR® HELPS YOU **MAKE SENSE OF THE MARKET**

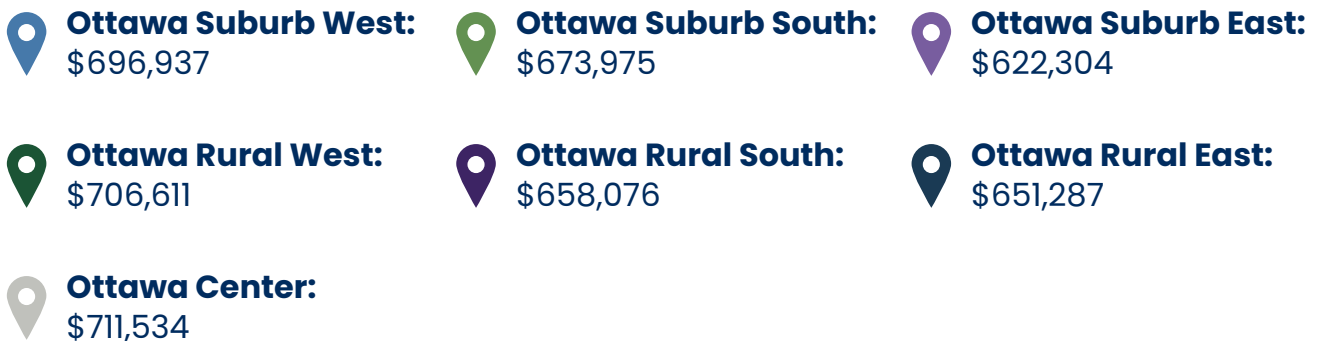
Online tools can tell you what's listed, but not always what's happening. A REALTOR® brings local insight that goes beyond what is publicly available.

From upcoming infrastructure projects to zoning changes and community trends, REALTORS® use monthly housing reports, MLS® data, comparable sales, and neighbourhood-level insights to help you: price strategically, understand competition, navigate timing and make informed decisions.





YEAR-TO-DATE AVERAGE SALE PRICES BY REGION



REALTORS® have access to detailed, region-specific data that helps create a clearer picture of what's happening across Ottawa. It's one of the many ways they can help you move forward with greater clarity and confidence.

PROTECTING YOUR INVESTMENT EVERY STEP OF THE WAY



A REALTOR® brings the local connections you need. Whether it's plumbers and painters or lawyers and finance experts.

REALTORS® live and work in your community. They know the neighbourhoods, the streets you drive, and the market conditions that matter most to you. Their hyperlocal knowledge is a real advantage. For buyers, it can mean identifying flood risks or upcoming development plans; for sellers, it means accurate pricing backed by real data and market insight.

Many REALTORS® also specialize in areas such as commercial real estate, condos, recreational properties, acreages, or farms. With expertise spanning zoning, space planning, environmental issues, appraisals, and, of course, financing, they help you make informed decisions at every stage.

YOUR PEACE OF MIND IS NOT FOR SALE

Negotiation matters, especially in a changing market. And your REALTOR® knows how to deliver to make a financial impact.

They understand current market dynamics, know when to push, and when to pause, and use data to support your position. Whether structuring offers strategically, winning in a competitive situation, or helping you avoid costly mistakes, your REALTOR® is always working in your best interest.

BUILT ON **TRUST**, BACKED BY STANDARDS

Not every licensed or registered broker or salesperson is a REALTOR®.

Did you know to use the REALTOR® trademark, a broker or salesperson must be a member of a real estate board, such as OREB, and adhere to a strict, Canada-wide code of ethics?

REALTORS® complete extensive training before registration and must continue their education throughout their careers.

Ontario's real estate industry is highly regulated to protect consumers. REALTORS® understand and comply with all relevant legislation, including the Trust in Real Estate Services Act (TRESA), and are held accountable by the Real Estate Council of Ontario (RECO).

REAL ESTATE DECISIONS ARE EMOTIONAL—YOUR REALTOR® KEEPS YOU **GROUND**ED

Ottawa's housing market isn't just one story. It's first-time buyers navigating a market that feels nothing like what they expected. It's families outgrowing their space faster than they planned. It's downsizers ready for the next chapter. **Every transaction carries its own stakes, its own timeline, its own meaning.**

Count on your REALTOR® to help you see through your emotions and help you think everything through to make the very best decisions at every stage of the transaction.



LET'S MAKE IT HAPPEN.



START YOUR HOME BUYING JOURNEY WITH **CONFIDENCE.** FIND A REALTOR® TODAY.

Work with a REALTOR® to get the full picture before you make your next move.

REALTORS® embrace innovation and adapt to changing market conditions. They use digital tools to streamline transactions and protect buyers and sellers in an evolving environment.

The MLS® System and REALTOR.ca are among the most powerful tools available. Together, they provide unmatched visibility for listings and access to a wide range of properties.

The MLS® System gives REALTORS® access to detailed data, including past sales, comparable properties, and market trends — information that is not fully available to the public.

When you work with a REALTOR®, you gain access to the widest possible selection of properties, along with the insights needed to make informed decisions.

These tools also allow REALTORS® to prepare contracts quickly and efficiently, helping keep your transaction moving forward.

YOUR REAL
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HERE ARE SOME **HELPFUL RESOURCES** FOR ANYONE THINKING OF BUYING OR SELLING AN OTTAWA PROPERTY:



Mortgage Calculator

Calculate your monthly payments



Land Transfer Tax Calculator

Estimate your land transfer taxes



Find a REALTOR®

Connect with a local expert



Find a Brokerage

Search for nearby brokerages

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oreb.ca

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