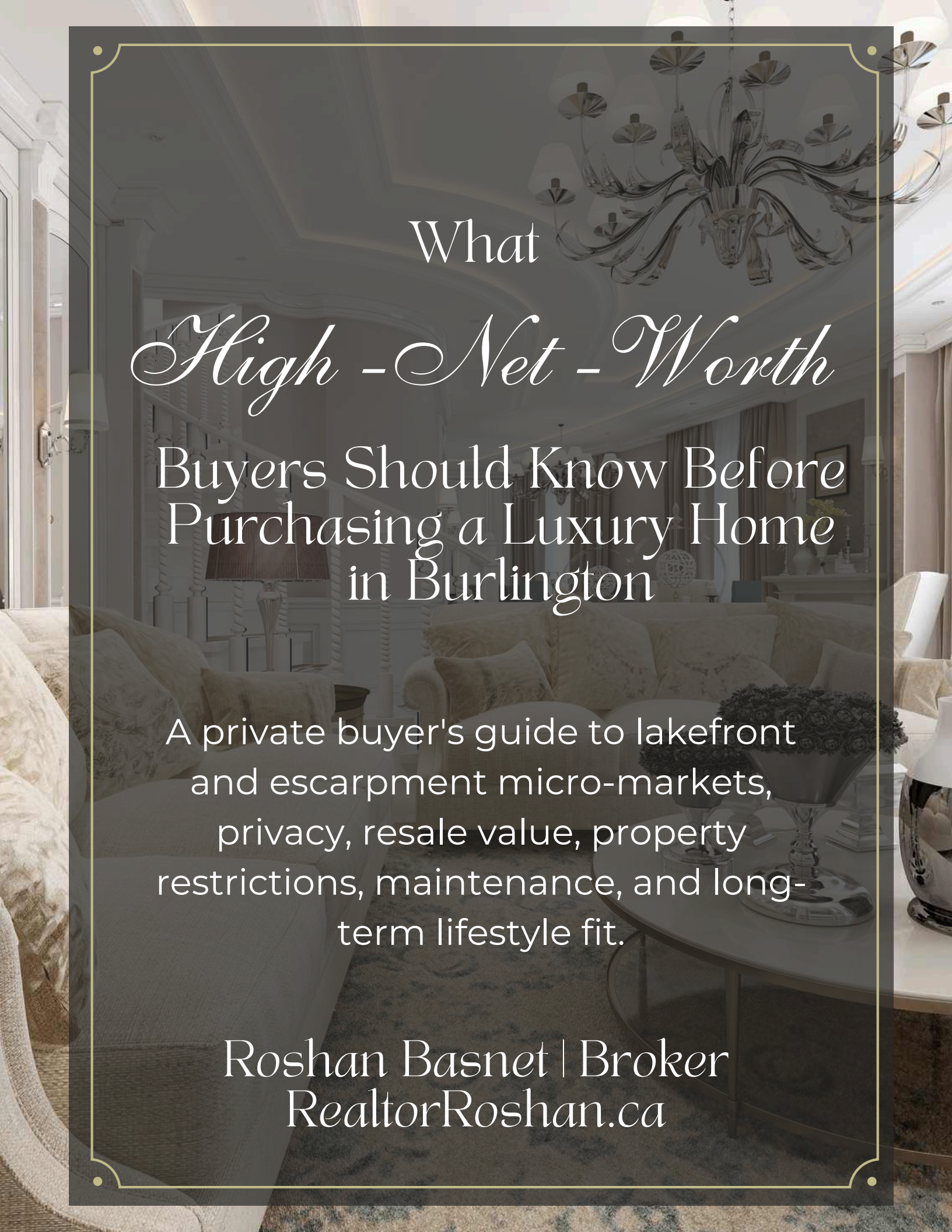


What *High-Net-Worth* Buyers Should Know Before Purchasing a Luxury Home in Burlington

A private buyer's guide to lakefront and escarpment micro-markets, privacy, resale value, property restrictions, maintenance, and long-term lifestyle fit.

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Make a Confident, Informed Choice in Burlington's Luxury Market

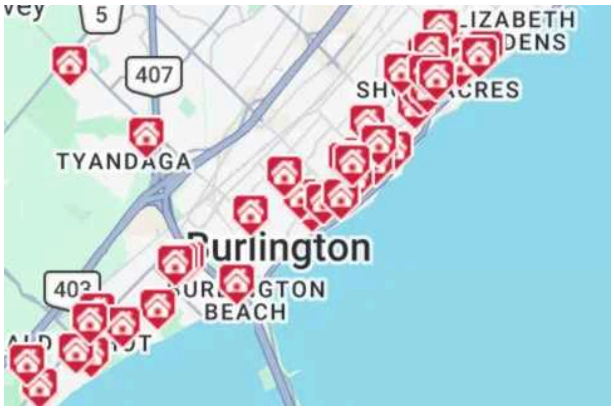
Buying a luxury home in Burlington is about more than price, square footage, or finishes. It is about the shoreline, the lot, the privacy, the drive, the resale story, and how the property supports the way your family actually lives.

In Burlington, luxury starts at $2.4 million, double the city's average sale price. From January to September 2026, 72 homes sold above that line, up from 57 the year before. That was the strongest luxury sales growth of the 13 markets in RE/MAX Canada's Fall/Winter 2026 Spotlight on Luxury Report.

Many of these principles also apply to Oakville's luxury pockets, such as Morrison, Eastlake, and Old Oakville.

What Sold Above $2.4 Million, January to September 2026

Where they sold: the detached sales cluster along the Lake Ontario shoreline in Aldershot, Roseland, and Shoreacres, with a handful of estates in rural Burlington. Every condo sale was on the lake in the downtown Brant community.



HOMES SOLD ABOVE $2.4M · JAN 1 TO SEPT 30, 2026

Burlington Luxury *by the Numbers*

72 +26.3%
luxury sales, up from 57 last year. #1 growth of 13 Canadian markets

$2.82M
median detached sale price

95%
of list price, on average (detached)

32
median days on market (detached)

Where the 62 detached homes sold

Two out of three sold in three lakeside neighbourhoods

Shoreacres Median $2.93M	**17** 27%	
Aldershot Median $2.91M	**14** 23%	
Roseland Median $4.06M	**10** 16%	
Rest of Burlington Incl. rural estates	**21** 34%	

7 luxury condos sold, every one on the downtown lakefront
Median $2.91M · top sale $3.6M · 95.5% of list

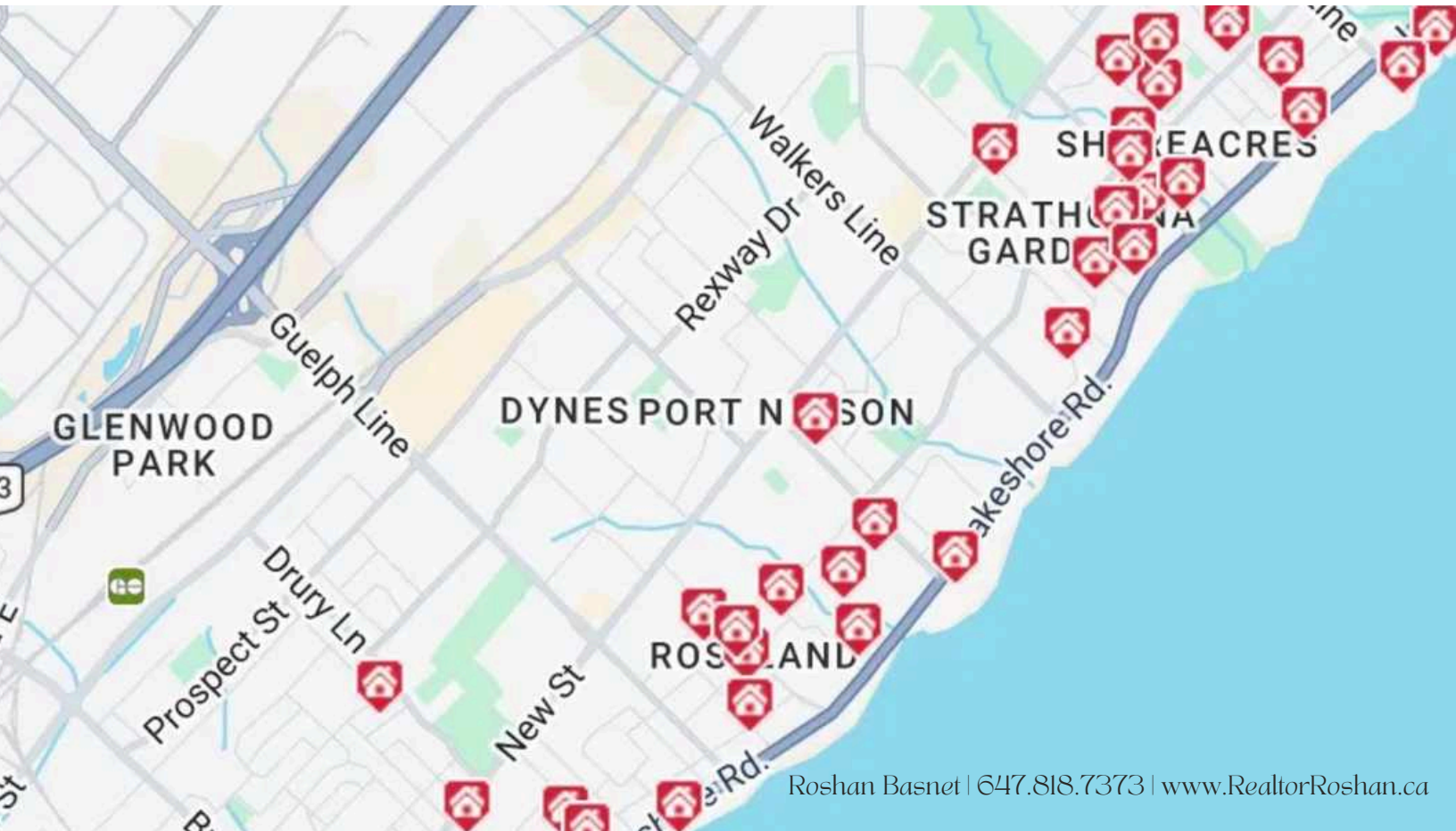
Sources: RE/MAX Canada Fall/Winter 2026 Spotlight on Luxury Report (72 sales, +26.3%); MLS® sold data compiled by Roshan Basnet, Broker (62 detached, 7 condo). Luxury threshold = 2× Burlington's average sale price.

Understand Burlington's Luxury Micro-Markets

Burlington luxury is not one market. Roseland, Shoreacres, the Aldershot waterfront, Tyandaga, rural Burlington above the escarpment, and the downtown lakefront condos each attract different buyers and hold value for different reasons.

A $3M home in Roseland is a different conversation from a $3M property on acreage near Mount Nemo, or a penthouse on Lakeshore Road. One is about mature trees and a walk to downtown. Another is about land and privacy. The third is about the view without the upkeep.

Tip: Before you compare homes by price or square footage, understand what creates value in that specific pocket.



Roseland: Mature, Established, and Close to the Lake

Overview: Roseland is one of Burlington's most recognized luxury pockets, known for mature tree-lined streets, large lots, custom homes, and an easy connection to the lake and downtown. Buyers are drawn to it for prestige with a quiet, residential feel.

Market characteristics: Homes range from original properties bought for their land value to fully custom builds. Pay close attention to lot width, tree coverage, street position, privacy, renovation quality, and long-term resale appeal.



Evaluate the Resale Value of *Custom Features*

Insight: In Burlington's luxury market, buyers often pay attention to timeless design, quality construction, lot value, privacy, and functional layout. Highly personalized features can be impressive, but they do not always increase resale value.

Tip: A timeless kitchen, strong main-floor flow, quality millwork, usable lower level, outdoor living, pool placement, and architectural balance can add broad appeal. Overly themed spaces, unusual layouts, or highly personal finishes may narrow the future buyer pool.



Look Beyond the View: Understand *Lot and Land*

Insight: In Burlington, luxury buyers should pay close attention to the land, not just the view. Lakefront lots come with shoreline erosion and protection questions. Escarpment and rural properties can fall under Niagara Escarpment and Greenbelt planning rules. Creek valleys, mature trees, grading, and drainage all affect how a property can be used, improved, or maintained.

Tip: Before purchasing, review shoreline condition, grading, drainage, tree protection, Conservation Halton regulations, easements, pool potential, and any limits on future additions or landscaping.

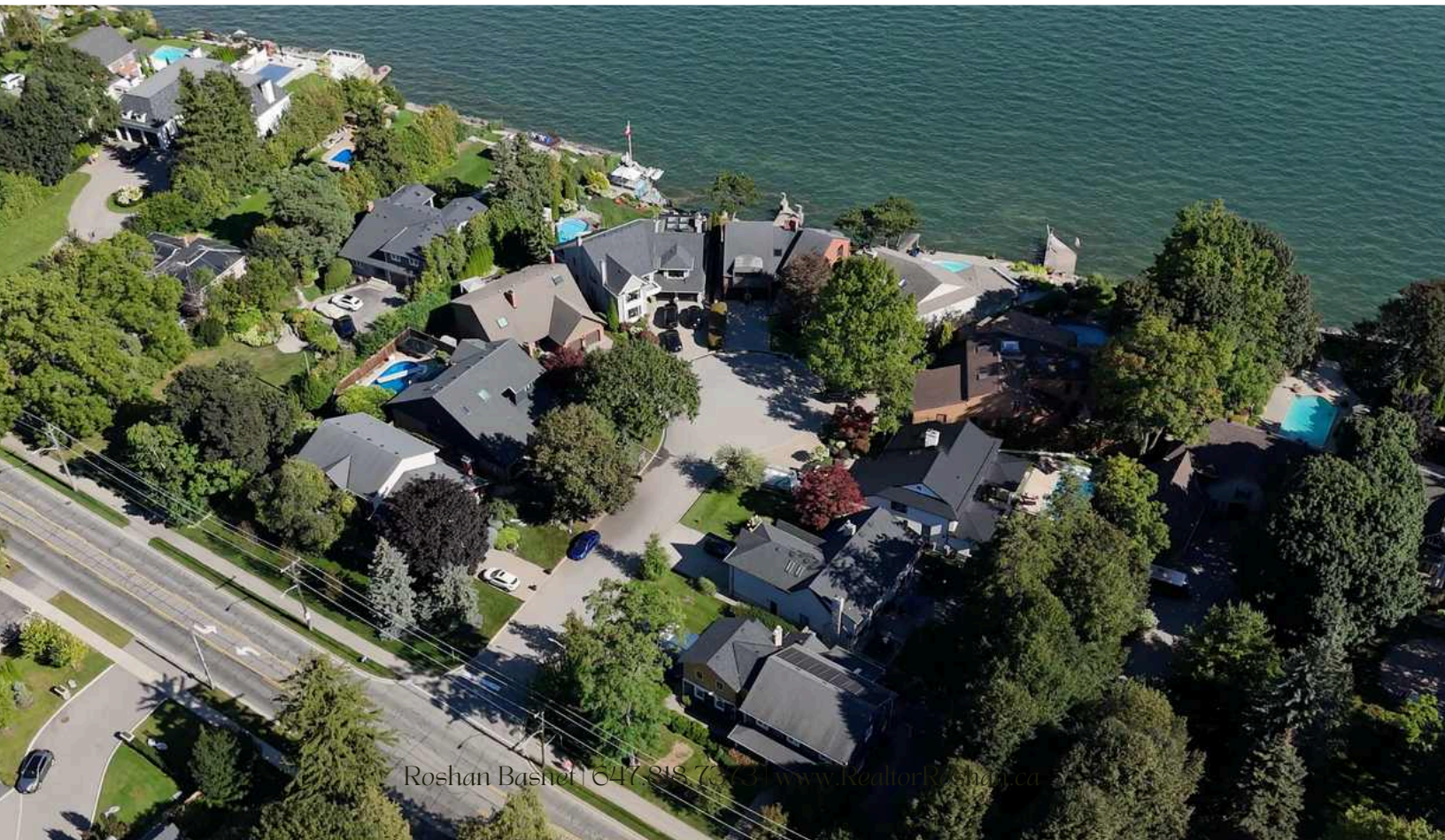


Focus on *Privacy*

Insight: For high-net-worth buyers, privacy is often part of the value of the property itself. In Burlington, privacy may come from lot width, mature trees, rear-yard depth, street position, landscaping, fencing, home orientation, and the way neighbouring homes are positioned.

Tip: When touring a luxury property, study sightlines from neighbouring homes, street exposure, backyard visibility, pool placement, and whether privacy can realistically be improved after closing.

On the lakefront, also consider waterfront trail and neighbour sightlines toward the water.



Assess Smart Home *Technology Before You Buy*

Insight: Many luxury homes include integrated systems for lighting, security, audio, climate, blinds, gates, cameras, irrigation, and entertainment. These systems can add convenience, but they can also become expensive if they are outdated, proprietary, poorly installed, or difficult to service.

Tip: Ask what systems are included, whether they are transferable, who maintains them, whether apps/accounts can be reassigned, and what upgrades may be required after closing.



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Understanding *Restrictions, Easements, and Property Controls*

Insight: Most Burlington luxury homes are not governed by U.S.-style HOA rules, but buyers still need to understand restrictions that may affect future use. These can include Conservation Halton regulations on the lakefront and near creeks, the Niagara Escarpment Commission and Greenbelt in rural Burlington, tree protection, heritage designations, easements, private road agreements, and municipal zoning.

Tip: If you plan to renovate, build an addition, add a pool, remove trees, or change exterior features, confirm what is allowed before you buy. In rural Burlington, a development permit can be required before any work starts.



Property Specific *Maintenance Needs*

Insight: Luxury homes often come with more complex systems and higher ownership responsibilities. Pools, elevators, heated driveways, irrigation, landscape lighting, wine rooms, generators, radiant floors, multiple HVAC systems, custom windows, and extensive stonework all require proper review.

Tip: Request maintenance records where available and understand the age, condition, and service history of major systems. A beautiful home with deferred maintenance can become expensive quickly.

Rural properties add well and septic systems, long driveways, and outbuildings. Lakefront homes add shoreline protection and exposure to wind and water.





Buying a Luxury Condo on the Lake

Insight: Burlington's luxury condo market is small and concentrated on the downtown lakefront. Buyers get the view and the walkability without the yard work, but the building matters as much as the suite.

Tip: Review the status certificate, reserve fund, monthly fees, upcoming special assessments, parking and locker ownership, and how many suites are rented. Compare recent sales in the same building before making an offer.

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Think About Long-Term Resale and Flexibility

Insight: Most high-net-worth buyers are not purchasing Burlington luxury home primarily for short-term income. The better question is whether the property offers long-term flexibility and strong resale appeal.

Can the home support future renovations? Is there room for a pool? Does the layout work for different family stages? Is the lot desirable? Is the location attractive to the next luxury buyer? Does the property have features that are difficult to replace?

Tip: Think beyond today's lifestyle. A strong luxury purchase should offer enjoyment now and a compelling resale story later.



About

Roshan Basnet



Roshan Basnet is a Real Estate Broker serving Oakville, Burlington, and the west GTA, with a background in finance, real estate lending, commercial mortgage operations, and residential real estate advisory. His approach combines market knowledge, neighbourhood insight, property analysis, and practical buyer guidance for clients making significant real estate decisions. With experience across finance and real estate, Roshan helps buyers look beyond finishes and square footage to evaluate location, lot quality, privacy, resale appeal, lifestyle fit, and long-term value.

Considering a Luxury Move in Burlington?

If this guide raised questions about neighbourhoods, the lakefront, privacy, resale value, or property fit, let's have a private conversation before you start touring homes seriously.

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