

TW 1  
20  
24

*Leading* REAL ESTATE  
COMPANIES  
IN THE WORLD™  
**TRILLIUMWEST**  
REAL ESTATE BROKERAGE

QUARTERLY  
**DATA REPORT**



TABLE OF

CONTENTS

Q1 2024   REGIONAL REPORT	00
CAMBRIDGE OVERVIEW	5
HESPELER CAMBRIDGE	6
PRESTON CAMBRIDGE	7
NORTH GALT CAMBRIDGE	8
EAST GALT CAMBRIDGE	9
WEST GALT CAMBRIDGE	10
GUELPH OVERVIEW	12
DOWNTOWN GUELPH	13
MIDTOWN GUELPH	14
SOUTH GUELPH	15
EAST GUELPH	16
WEST GUELPH	17
NORTH GUELPH	18
KW OVERVIEW	20
EAST KITCHENER	21
WEST KITCHENER	22
SOUTH KITCHENER	22
DOWNTOWN KITCHENER	23
MIDTOWN KITCHENER	00
WATERLOO OVERVIEW	20
UPTOWN WATERLOO	24
EAST WATERLOO	25
WEST WATERLOO	26
UNIVERSITY DISTRICT	27
TOWNSHIPS OVERVIEW	28
CENTRE WELLINGTON	29
GUELPH ERAMOSA	30
NORTH DUMFRIES	31
TOWNSHIP OF PUSLINCH	32
TOWNSHIP OF WELLESLEY	33
TOWNSHIP OF WILMOT	34
TOWNSHIP OF WOOLWICH	35
ABOUT TRILLIUMWEST	36



*Alright, fellow real estate enthusiasts, let's take a ride through the twists and turns of the current market landscape as we gear up for the spring market frenzy.*

First off, let's talk numbers. Across the board, we're seeing a welcome uptick in sales and inventory compared to this time last year. It's a promising sign of recovery and renewed activity in the market.

Despite some fluctuations, the overarching theme is a return to price stability and more modest year-over-year gains. It's a trend that's sure to bring a sigh of relief to both buyers and sellers alike as we navigate the spring market.

But wait, there's more good news on the horizon! We're anticipating potential interest rate relief as early as June, which could further bolster this positive trend. With borrowing costs potentially easing, buyers may find themselves with more purchasing power and confidence to dive into the market.

Speaking of incentives, there are some noteworthy changes on the horizon, such as the introduction of 30-year amortization periods for first-time buyers looking at new construction. While this may seem like an invitation to borrow more over a longer period, it's worth considering the implications carefully and it could be an option that works well in your situation.

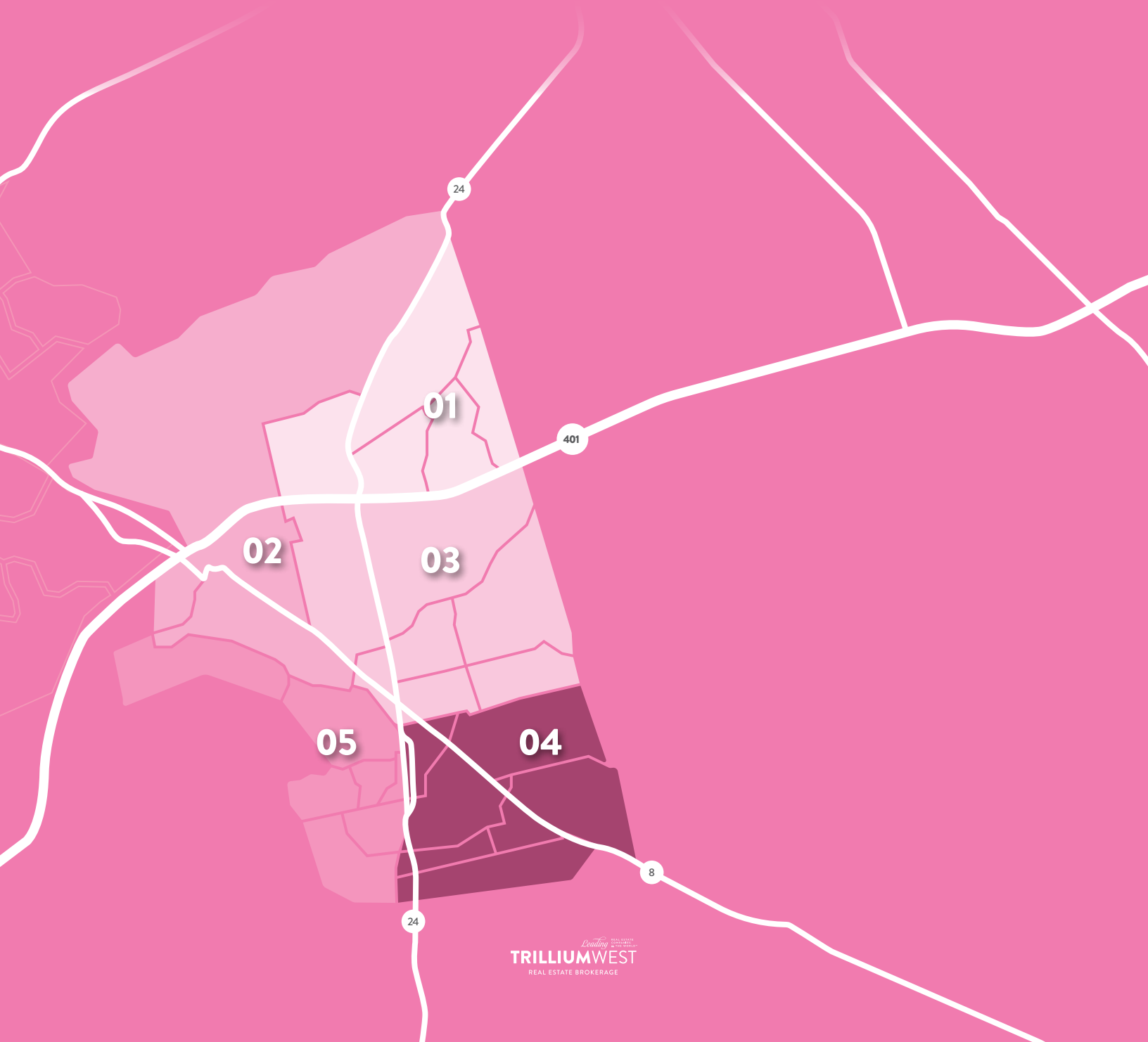
On the topic of market dynamics, the recent federal budget release has sparked speculation about potential investor behavior. Will we see a surge in property dumping ahead of the June 25th deadline? This could result in a temporary influx of inventory, albeit mainly for those positioned to capitalize on gains exceeding 250k.

In times like these, it's crucial to seek guidance from the experts. So, don't hesitate to reach out to your TW realtors for personalized insights into your neighborhood and how things may unfold in 2024. Remember, knowledge is power, and with the right information at your fingertips, you can make informed decisions that set you up for success in the ever-evolving real estate landscape.

*Here's to a prosperous spring market ahead!*

## CAMBRIDGE OVERVIEW

HESPELER	01
PRESTON	02
NORTH GALT	03
EAST GALT	04
WEST GALT	05



## COMPLETE DATA CAMBRIDGE

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



**0.66**

	Q1   2024	% Chg (Y)	Q1   2023	% Chg (Q)	Q4   2023
MEDIAN DET. SALE PRICE	\$785,000	1.29% ▲	\$775,000	0.80% ▲	\$778,750
NUMBER OF NEW SALES	373	12.35% ▲	332	23.92% ▲	301
MEDIAN DAYS ON MARKET	14	3 days	11	1 day	15
NEW INVENTORY	561	23.03% ▲	456	13.33% ▲	495

\* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

## UP & DOWN QUICK REVIEW

▲23%

Spike of inventory hitting the market compared to Q1 2023. Buyers, enjoy the options that are out there especially in Hespeler and Preston!

▼16%

A slowdown for West Galt's sales/new ratio Y/Y. Now sitting at a balanced .58 it is safe to approach the neighbourhood expecting less competition than most other parts of Cambridge.

▲37%

Is a hearty increase of Hespeler sales since last quarter. The spring market hit a bit early this year and properties have started changing hands more consistently than the tail end of last year.

▼7%

Drop in days on market from a whopping 15 days to 14. Be ready to move fairly quickly as we enter the spring. Be prepared to move quickly as a buyer in Cambridge.

▲17%

Sale / New Ratio in East Galt Q/Q. Still falling in a fairly balanced market at .66 the buyers are out to play and the inventory is being chipped away as we enter the spring.

▼2%

Drop in number of sales in North Galt Y/Y. Sitting at 63 sales last quarter in the neighbourhood only West Galt saw less (57).

▲7%

Shift in West Galt median list prices. It's jumped to \$749,900 representing the biggest jump in the city and median sale price is right in line at \$750,000.

▼36%

Swing of sale price of condos in Hespeler compared to West Galt. Consider looking at Hespeler as a stepping stone into the Cambridge condo market.



2024

TRILLIUMWEST QUARTERLY DATA REPORT

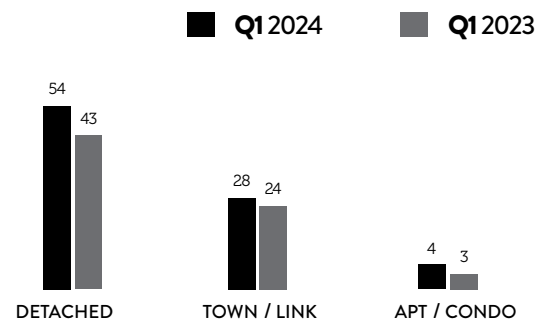
## HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$749,900	86	117	0.74	\$775,000
<b>Q1 2023</b>   TOTAL	\$717,500	70	92	0.76	\$771,000
% CHANGE (+/-)	4.52% ▲	22.86% ▲	27.17% ▲	3.39% ▼	0.52% ▲
<b>Q4 2023</b>   TOTAL	\$749,999	63	89	0.71	\$775,000
% CHANGE (+/-)	0.01% ▼	36.51% ▲	31.46% ▲	3.84% ▲	=

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	81	55	▲
TOWN / LINK HOMES	31	32	▼
APARTMENT / CONDO	5	5	=
TOTAL	117	92	▲
SALES TO NEW RATIO	0.74	0.76	▼

## Q1 SALES BY INVENTORY TYPE



\$818,750

DETACHED MEDIAN SALE

\$665,050

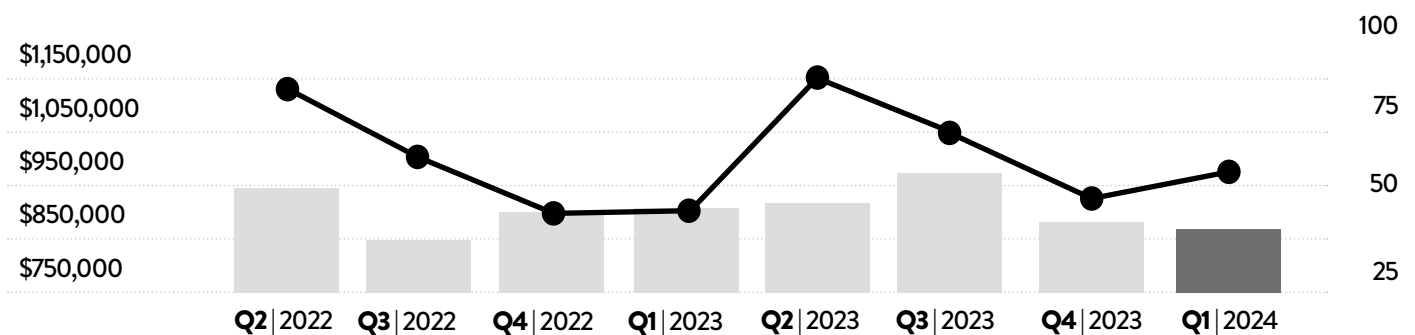
TOWN / LINK MEDIAN SALE

\$407,250

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





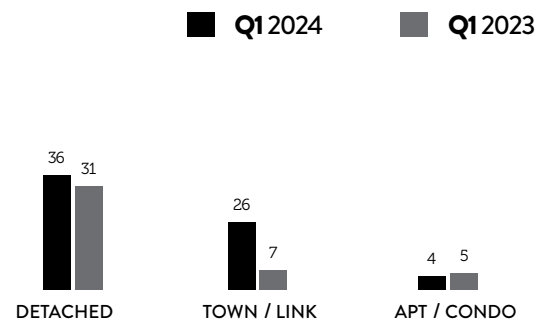
## PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$642,250	66	99	0.67	\$665,000
<b>Q1 2023</b>   TOTAL	\$629,999	43	63	0.68	\$652,500
% CHANGE (+/-)	1.94% ▲	53.49% ▲	57.14% ▲	2.33% ▼	1.92% ▲
<b>Q4 2023</b>   TOTAL	\$649,900	53	70	0.76	\$656,000
% CHANGE (+/-)	1.18% ▼	24.53% ▲	41.43% ▲	11.95% ▼	1.37% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	53	38	▲
TOWN / LINK HOMES	34	16	▲
APARTMENT / CONDO	12	9	▲
TOTAL	99	63	▲
SALES TO NEW RATIO	0.67	0.68	▼

### Q1 SALES BY INVENTORY TYPE



**\$737,500**

DETACHED MEDIAN SALE

**\$620,250**

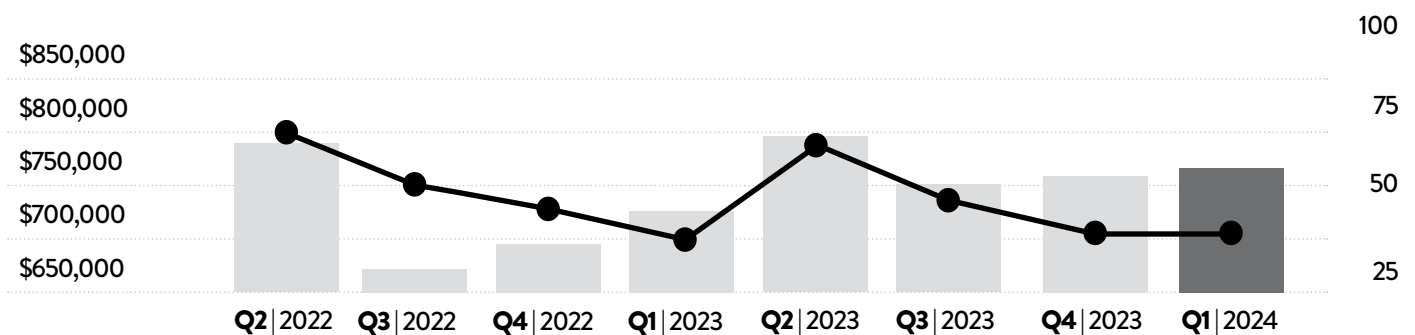
TOWN / LINK MEDIAN SALE

**\$519,950**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



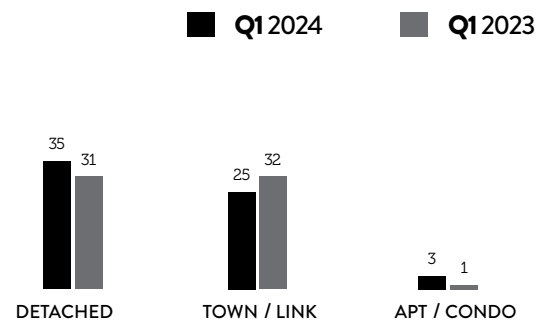
# NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$699,900	63	94	0.67	\$730,000
<b>Q1 2023</b>   TOTAL	\$679,950	64	85	0.75	\$705,000
% CHANGE (+/-)	2.93% ▲	1.56% ▼	10.59% ▲	10.99% ▼	3.55% ▲
<b>Q4 2023</b>   TOTAL	\$687,000	54	89	0.61	\$695,000
% CHANGE (+/-)	1.88% ▲	16.67% ▲	5.62% ▲	10.46% ▲	5.04% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	57	40	▲
TOWN / LINK HOMES	32	44	▼
APARTMENT / CONDO	5	1	▲
TOTAL	94	85	▲
SALES TO NEW RATIO	0.67	0.75	▼

## Q1 SALES BY INVENTORY TYPE



**\$775,000**

DETACHED MEDIAN SALE

**\$625,123**

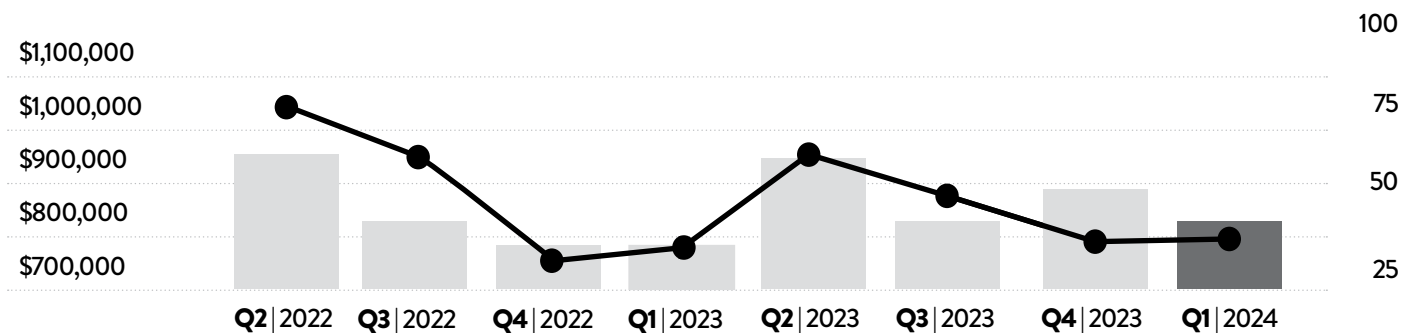
TOWN / LINK MEDIAN SALE

**\$635,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





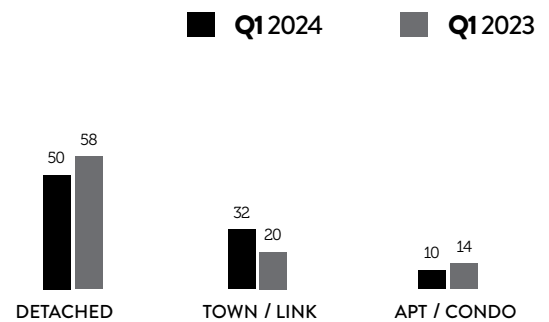
## EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$682,000	92	140	0.66	\$697,500
<b>Q1 2023</b>   TOTAL	\$677,000	92	114	0.81	\$683,250
% CHANGE (+/-)	0.74% ▲	=	22.81% ▲	18.57% ▼	2.09% ▲
<b>Q4 2023</b>   TOTAL	\$629,900	65	116	0.56	\$675,000
% CHANGE (+/-)	8.27% ▲	41.54% ▲	20.69% ▲	17.27% ▲	3.33% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	70	70	=
TOWN / LINK HOMES	47	30	▲
APARTMENT / CONDO	23	14	▲
TOTAL	140	114	▲
SALES TO NEW RATIO	0.66	0.81	▼

### Q1 SALES BY INVENTORY TYPE



**\$727,500**

DETACHED MEDIAN SALE

**\$672,500**

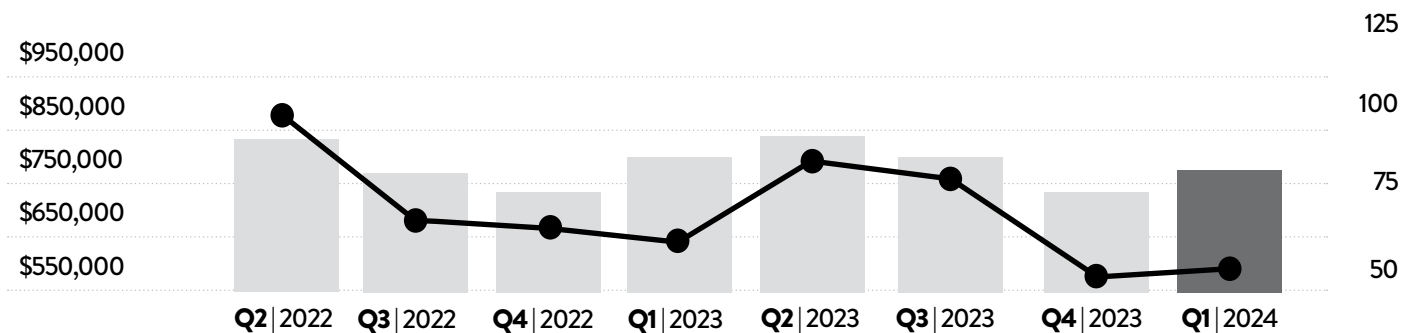
TOWN / LINK MEDIAN SALE

**\$420,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



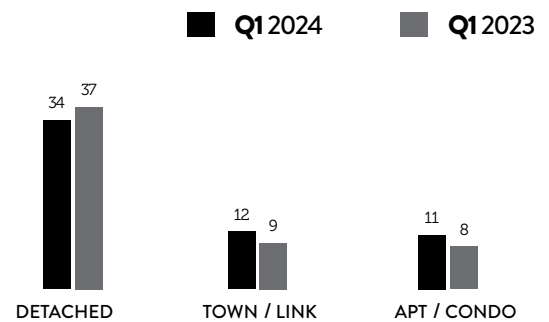
## WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$749,900	57	99	0.58	\$750,000
<b>Q1 2023</b>   TOTAL	\$699,450	54	79	0.68	\$713,750
% CHANGE (+/-)	721% ▲	5.56% ▲	25.32% ▲	15.77% ▼	5.08% ▲
<b>Q4 2023</b>   TOTAL	\$728,150	46	81	0.57	\$730,000
% CHANGE (+/-)	2.99% ▲	23.91% ▲	22.22% ▲	1.38% ▲	2.74% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	51	50	▲
TOWN / LINK HOMES	16	16	=
APARTMENT / CONDO	32	13	▲
TOTAL	99	79	▲
SALES TO NEW RATIO	0.58	0.68	▼

### Q1 SALES BY INVENTORY TYPE



**\$790,000**

DETACHED MEDIAN SALE

**\$740,900**

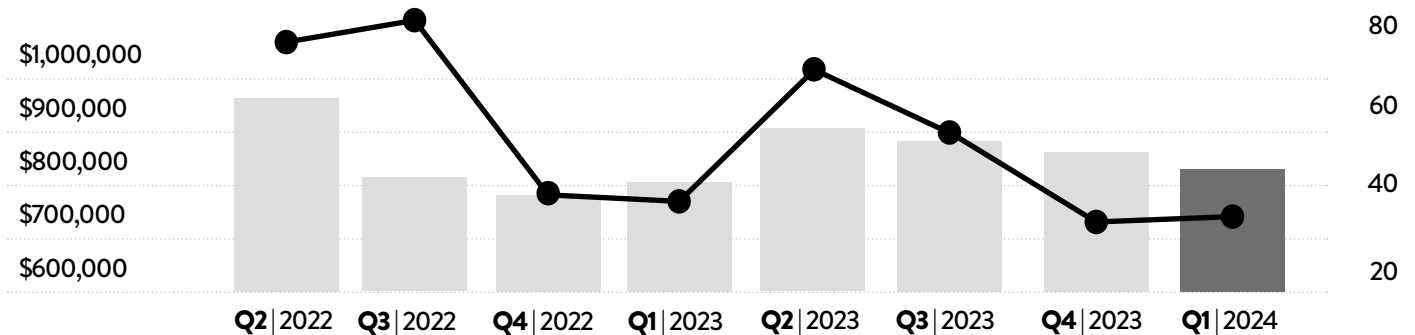
TOWN / LINK MEDIAN SALE

**\$640,000**

APT / CONDO MEDIAN SALE

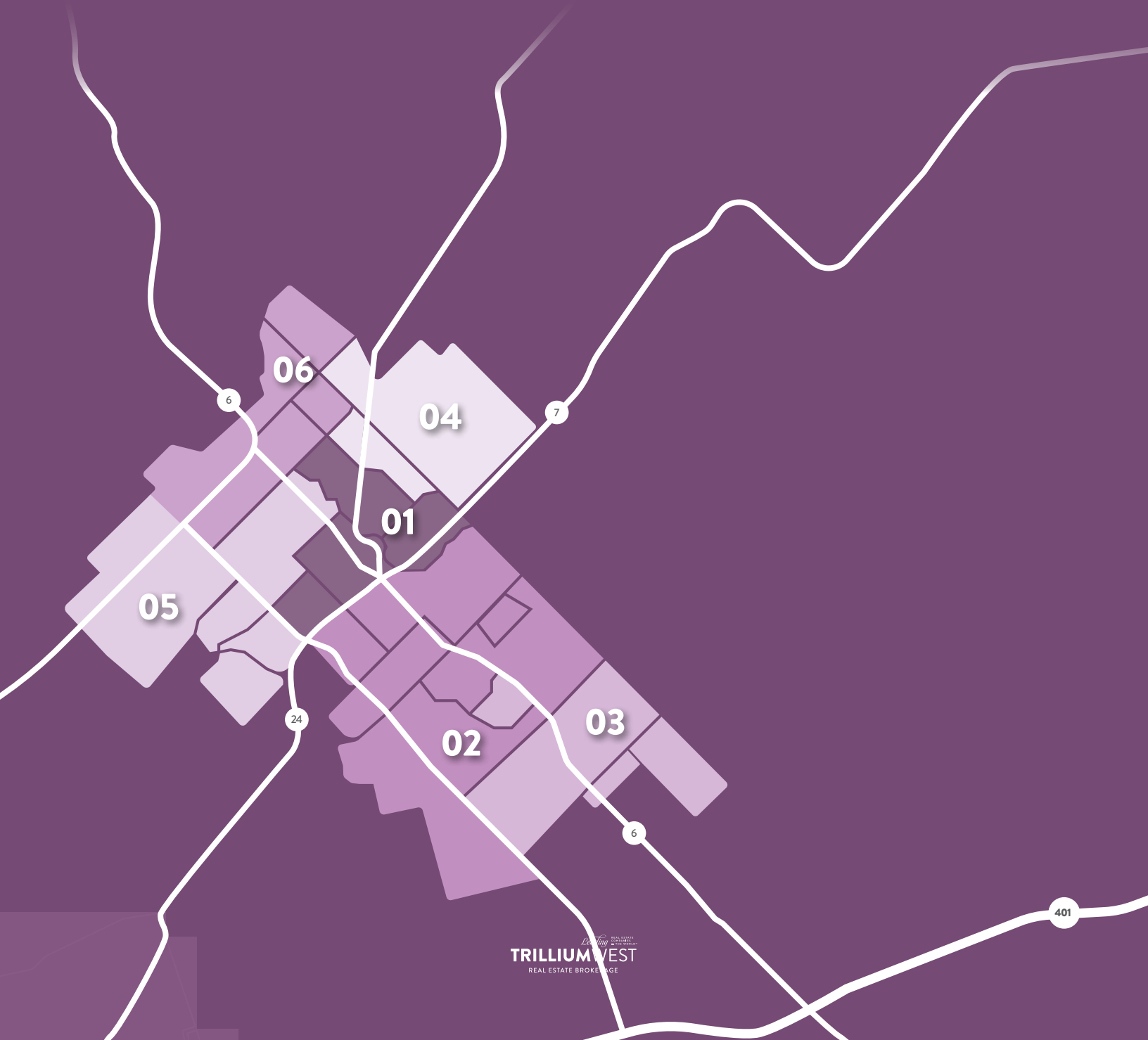
### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



## GUELPH OVERVIEW

DOWNTOWN	01
MIDTOWN	02
SOUTH GUELPH	03
EAST GUELPH	04
WEST GUELPH	05
NORTH GUELPH	06



## COMPLETE DATA GUELPH

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.65

	Q1   2024	% Chg (Y)	Q1   2023	% Chg (Q)	Q4   2023
MEDIAN DET. SALE PRICE	\$875,000	4.17% ▲	\$840,000	2.94% ▲	\$850,000
NUMBER OF NEW SALES	414	1.66% ▼	421	51.09% ▲	274
MEDIAN DAYS ON MARKET	15	2 days	13	4 days	19
NEW INVENTORY	635	12.39% ▲	565	38.34% ▲	459

\* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

## UP & DOWN QUICK REVIEW

▲51%

Jump in sales Q/Q across Guelph. Folks really began making moves in 2024.

▼12%

The North stood alone with a larger drop in median sale price Y/Y than anywhere else in the city. The only other neighbourhood that saw a decrease was Midtown at 0.5%.

▲115%

Boom in South Guelph sales Q/Q. Folks came out of hibernation and they went to the South of Guelph to kick off the year. Jumps like this have an eclipse level rarity.

▼13%

Swing in West Guelph sales has seen an unlucky slow down since last year.

▲4%

Median detached sale price in Guelph. A healthy and sustainable number that we expect to see in a balanced market.

▼2%

Drop in sales across the region Y/Y. We are very close to what we saw last year around this time but the expectation is that we may see a busier summer than last year. Stay tuned.

▲21%

Inventory spike in Downtown which is significantly higher than what we saw at the same time in 2023. More options in the core so if you have your eyes on it you should have plenty to see.

▼8%

Drop in list prices since last quarter in West Guelph. this is likely related to a similar drop in median sale price of 7%.

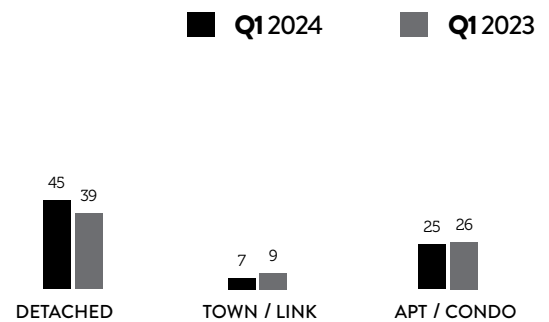
## DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$699,000	77	139	0.55	\$700,000
<b>Q1 2023</b>   TOTAL	\$699,900	74	115	0.64	\$680,000
% CHANGE (+/-)	0.13% ▼	4.05% ▲	20.87% ▲	13.91% ▼	2.94% ▲
<b>Q4 2023</b>   TOTAL	\$699,000	59	104	0.57	\$700,000
% CHANGE (+/-)	=	30.51% ▲	33.65% ▲	2.35% ▼	=

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	62	67	▼
TOWN / LINK HOMES	12	13	▼
APARTMENT / CONDO	65	35	▲
TOTAL	139	115	▲
SALES TO NEW RATIO	0.55	0.64	▼

### Q1 SALES BY INVENTORY TYPE



**\$780,000**

DETACHED MEDIAN SALE

**\$650,000**

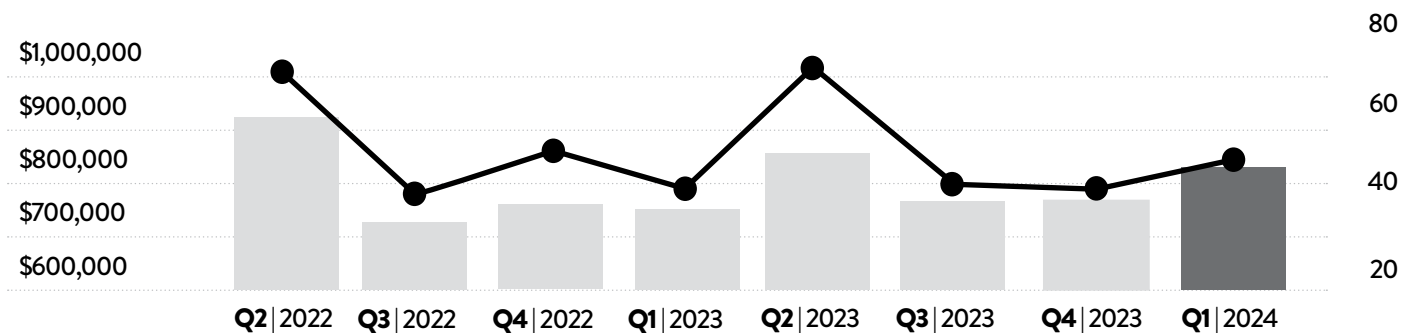
TOWN / LINK MEDIAN SALE

**\$625,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



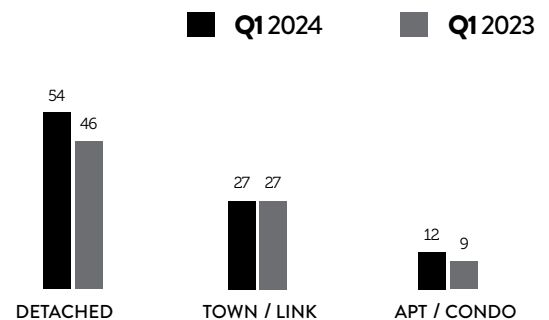
## MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$824,900	93	137	0.68	\$830,000
<b>Q1 2023</b>   TOTAL	\$814,450	82	120	0.68	\$834,500
% CHANGE (+/-)	1.28% ▲	13.41% ▲	14.17% ▲	0.66% ▼	0.54% ▼
<b>Q4 2023</b>   TOTAL	\$819,900	54	93	0.58	\$799,900
% CHANGE (+/-)	0.61% ▲	72.22% ▲	47.31% ▲	16.91% ▲	3.76% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	80	74	▲
TOWN / LINK HOMES	42	35	▲
APARTMENT / CONDO	15	11	▲
TOTAL	137	120	▲
SALES TO NEW RATIO	0.68	0.68	=

### Q1 SALES BY INVENTORY TYPE



**\$940,000**

DETACHED MEDIAN SALE

**\$683,000**

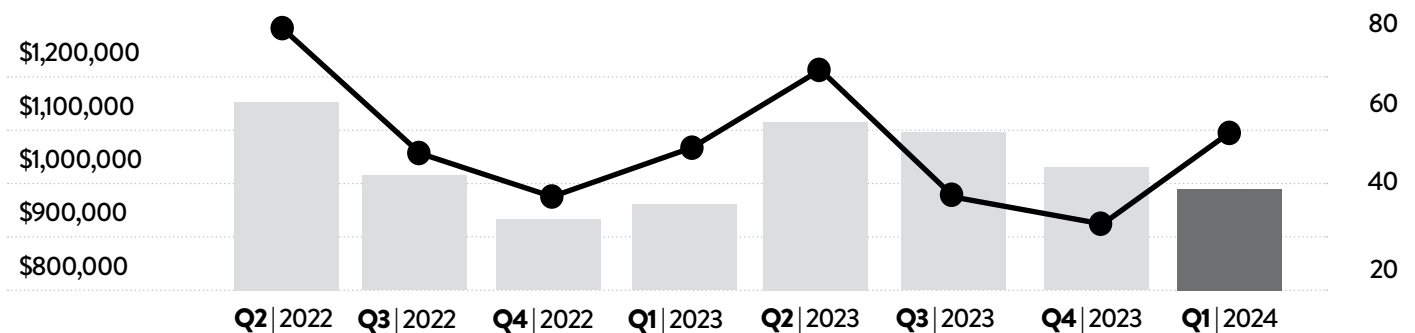
TOWN / LINK MEDIAN SALE

**\$589,500**

APT / CONDO MEDIAN SALE

### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



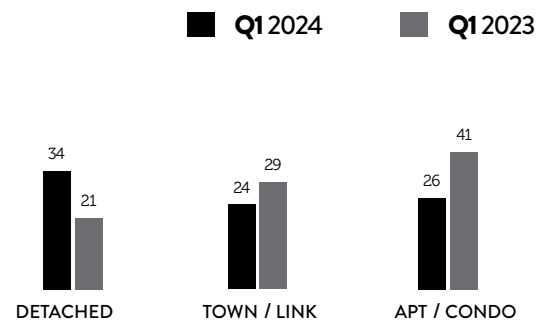
## SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$798,000	84	134	0.63	\$776,000
<b>Q1 2023</b>   TOTAL	\$699,900	91	118	0.77	\$685,000
% CHANGE (+/-)	14.02% ▲	769% ▼	13.56% ▲	18.71% ▼	13.28% ▲
<b>Q4 2023</b>   TOTAL	\$750,000	39	80	0.49	\$755,000
% CHANGE (+/-)	6.40% ▲	115.38% ▲	67.50% ▲	28.59% ▲	2.78% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	45	35	▲
TOWN / LINK HOMES	29	34	▼
APARTMENT / CONDO	60	49	▲
TOTAL	134	118	▲
SALES TO NEW RATIO	0.63	0.77	▼

### Q1 SALES BY INVENTORY TYPE



**\$1,021,111**

DETACHED MEDIAN SALE

**\$733,850**

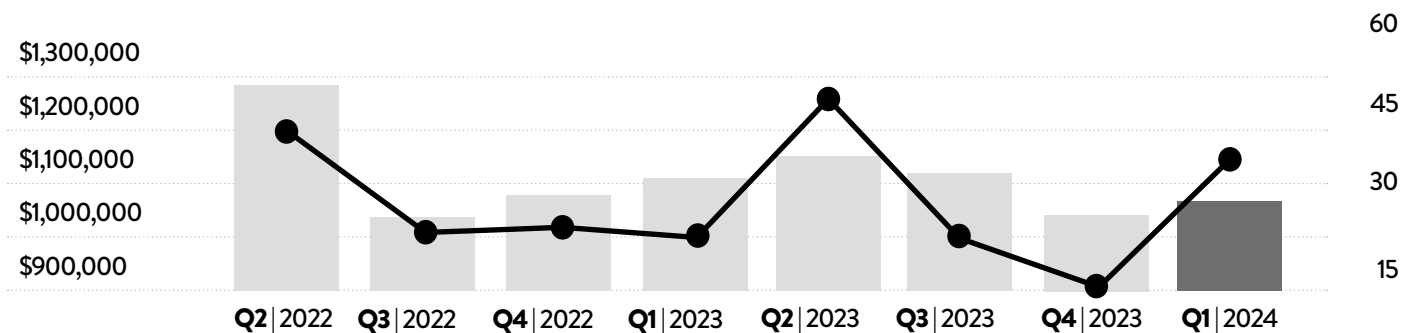
TOWN / LINK MEDIAN SALE

**\$536,250**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



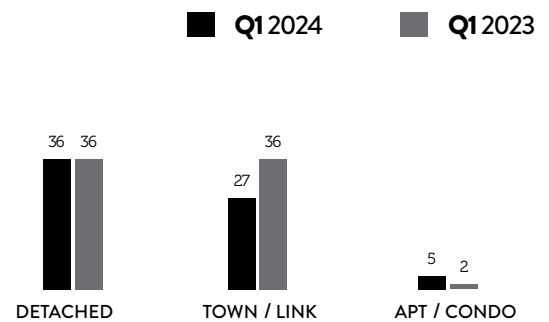
## EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$769,500	68	96	0.71	\$756,000
<b>Q1 2023</b>   TOTAL	\$725,000	74	90	0.82	\$730,000
% CHANGE (+/-)	6.14% ▲	8.11% ▼	6.67% ▲	13.85% ▼	3.56% ▲
<b>Q4 2023</b>   TOTAL	\$750,000	47	82	0.57	\$740,000
% CHANGE (+/-)	2.60% ▲	44.68% ▲	17.07% ▲	23.58% ▲	2.16% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	50	49	▲
TOWN / LINK HOMES	38	36	▲
APARTMENT / CONDO	8	5	▲
TOTAL	96	90	▲
SALES TO NEW RATIO	0.71	0.82	▼

### Q1 SALES BY INVENTORY TYPE



**\$780,000**

DETACHED MEDIAN SALE

**\$750,000**

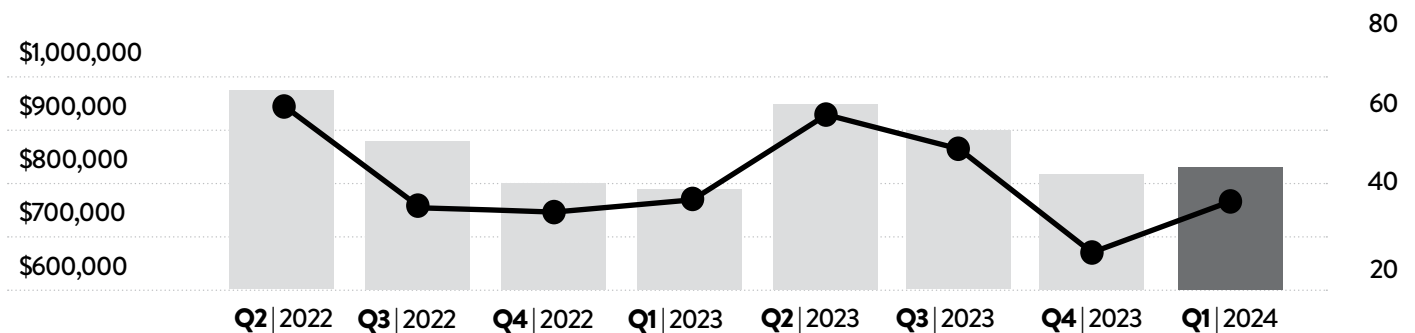
TOWN / LINK MEDIAN SALE

**\$540,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





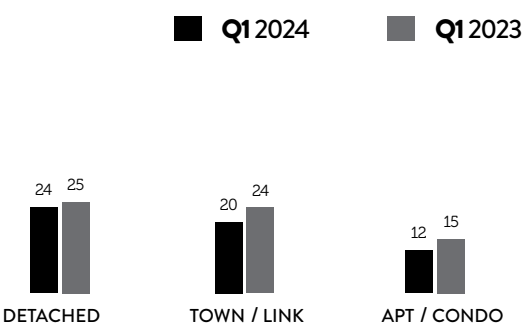
# WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q1 2024   TOTAL	\$691,450	56	69	0.81	\$680,000
Q1 2023   TOTAL	\$649,450	64	75	0.85	\$679,000
% CHANGE (+/-)	6.47% ▲	12.50% ▼	8.00% ▼	4.89% ▼	0.15% ▲
Q4 2023   TOTAL	\$749,999	48	60	0.80	\$730,000
% CHANGE (+/-)	781% ▼	16.67% ▲	15.00% ▲	1.45% ▲	6.85% ▼

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	31	38	▼
TOWN / LINK HOMES	22	25	▼
APARTMENT / CONDO	16	12	▲
TOTAL	69	75	▼
SALES TO NEW RATIO	0.81	0.85	▼

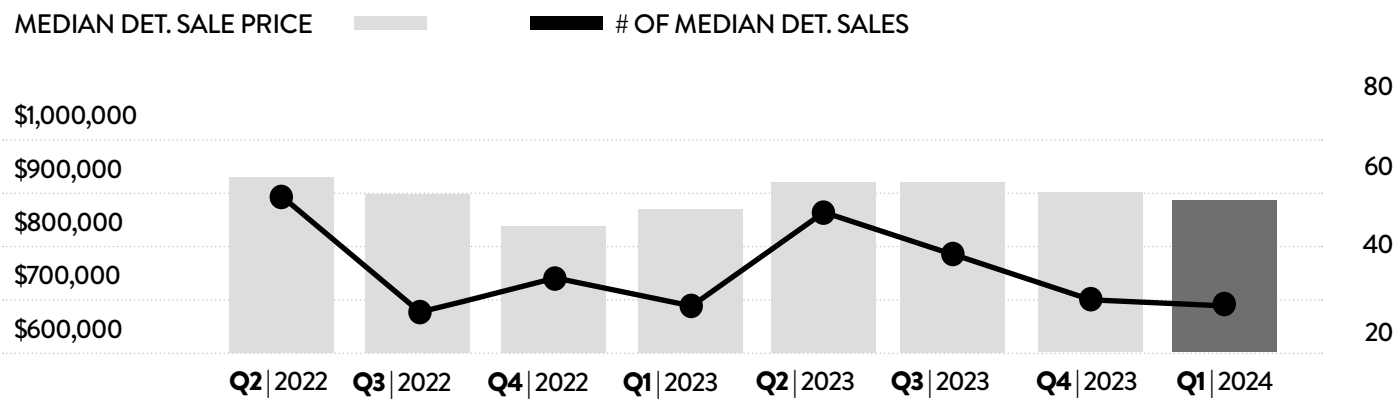
## Q1 SALES BY INVENTORY TYPE



**\$840,950**  
DETACHED MEDIAN SALE

**\$587,500**  
TOWN / LINK MEDIAN SALE

**\$412,500**  
APT / CONDO MEDIAN SALE



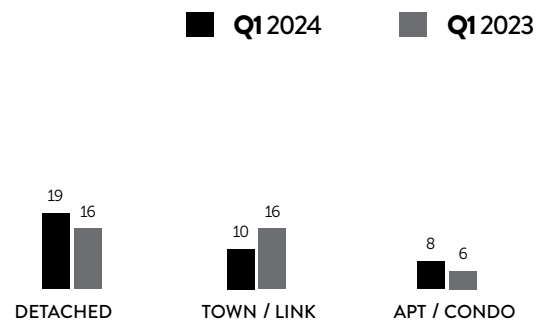
## NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q1 2024   TOTAL	\$699,000	37	53	0.70	\$690,000
Q1 2023   TOTAL	\$794,950	38	50	0.76	\$788,500
% CHANGE (+/-)	12.07% ▼	2.63% ▼	6.00% ▲	8.14% ▼	12.49% ▼
Q4 2023   TOTAL	\$781,450	24	35	0.69	\$780,000
% CHANGE (+/-)	10.55% ▼	54.17% ▲	51.43% ▲	1.81% ▲	11.54% ▼

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	24	20	▲
TOWN / LINK HOMES	12	23	▼
APARTMENT / CONDO	17	7	▲
TOTAL	53	50	▲
SALES TO NEW RATIO	0.70	0.76	▼

### Q1 SALES BY INVENTORY TYPE



**\$815,000**

DETACHED MEDIAN SALE

**\$605,000**

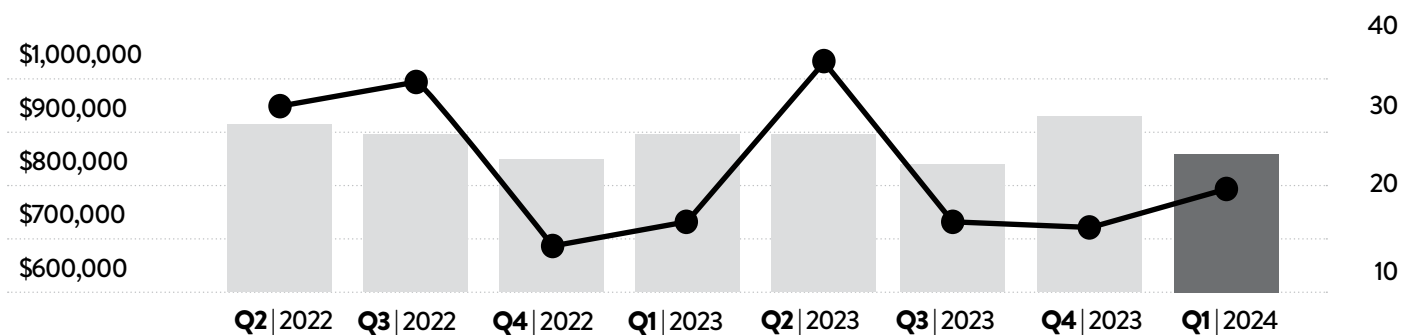
TOWN / LINK MEDIAN SALE

**\$518,000**

APT / CONDO MEDIAN SALE

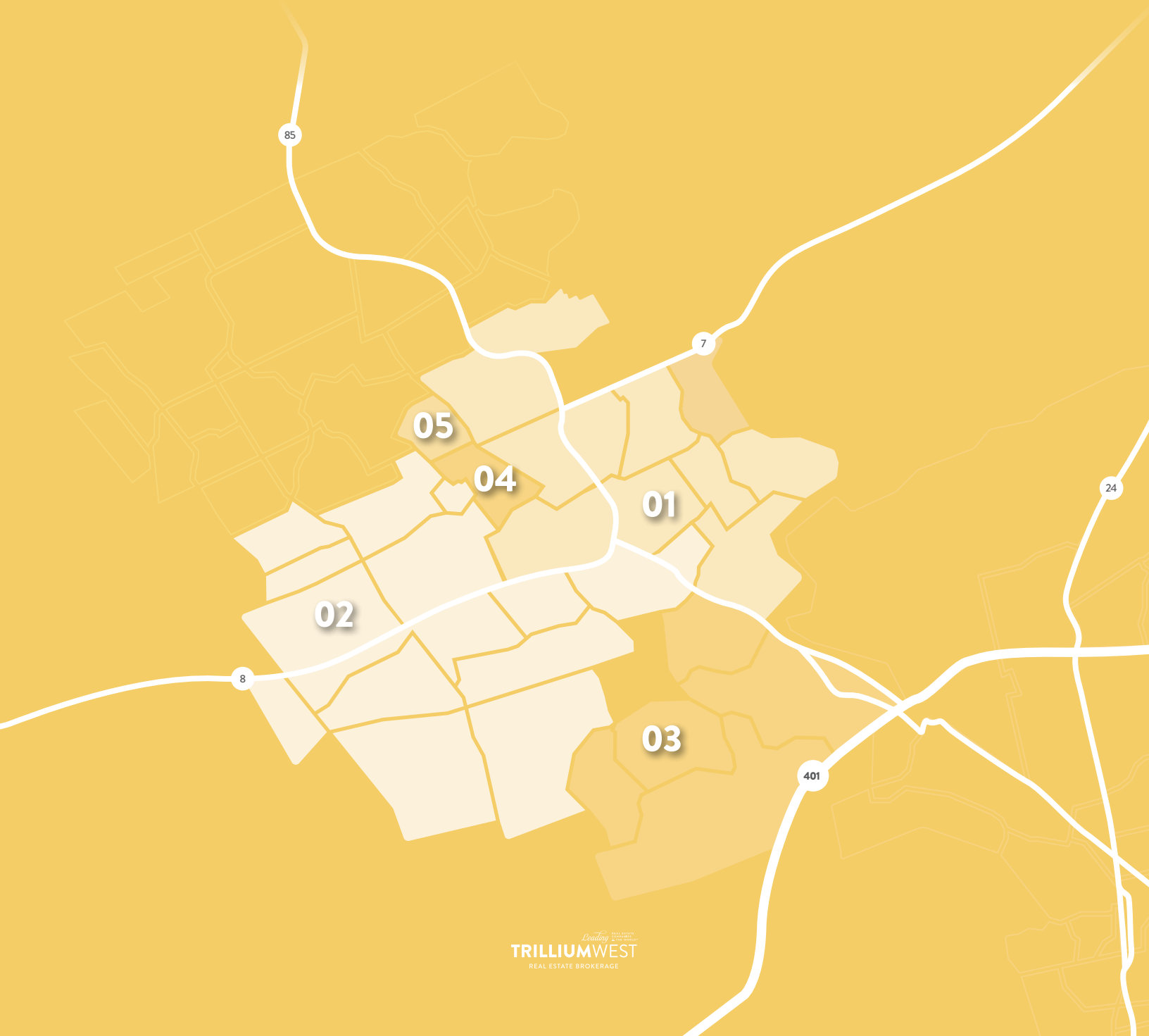
MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



## KITCHENER OVERVIEW

EAST KITCHENER	01
WEST KITCHENER	02
SOUTH KITCHENER	03
DOWNTOWN	04
MIDTOWN	05



## COMPLETE DATA KITCHENER

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.63

	Q1   2024	% Chg (Y)	Q1   2023	% Chg (Q)	Q4   2023
MEDIAN DET. SALE PRICE	\$836,000	3.22% ▲	\$809,935	5.99% ▲	\$788,777
NUMBER OF NEW SALES	599	8.32% ▲	553	9.31% ▲	548
MEDIAN DAYS ON MARKET	11	1 day	10	5 days	16
NEW INVENTORY	954	21.53% ▲	785	20.76% ▲	790

\* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

## UP & DOWN QUICK REVIEW

▲3%

Reflects a healthy and sustainable jump in median sale prices Y/Y. To be expected as we sit in a generally balanced market in most neighbourhoods.

▼44%

Midtown sale/new ratio slide Y/Y to .28. It's a smaller neighbourhood and swings are common but this drop points to a strong buyers market at the end of Q1.

▲35%

Was a decent jump in total sales in Downtown Y/Y. Partially driven by a jump in condo sales in the new year, it's safe to assume that folks have their eyes on the core.

▼1%

Dip in sale prices for South Kitchener Y/Y in large part due to supply coming into the market and demand holding steady.

▲37%

Downtown also had the largest jump in sale/new ratio shifting from a buyers market back to a balanced one sitting at .53.

▼31%

Drop from 16 to 11 Days on Market across the city means buyers should plan to get through properties quickly or run the risk of missing out on the more desirable options.

▲25%

Bump in new inventory for South Kitchener Q/Q. Like most neighbourhoods the spring market came early and folks waiting on the sidelines at the end of last year have started to bring properties to market.

▼23%

Sale/new ratio drop in West Kitchener Q/Q. New listings continue to outpace buyer demand bringing us back to a more balanced market.

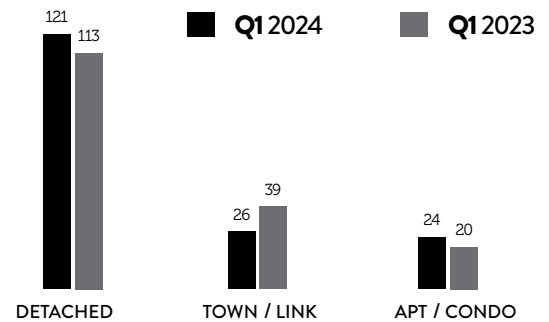
## EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$699,900	171	232	0.74	\$740,000
<b>Q1 2023</b>   TOTAL	\$727,450	172	233	0.74	\$723,750
% CHANGE (+/-)	3.79% ▼	0.58% ▼	0.43% ▼	0.15% ▼	2.25% ▲
<b>Q4 2023</b>   TOTAL	\$699,900	155	236	0.66	\$700,000
% CHANGE (+/-)	=	10.32% ▲	1.69% ▼	12.22% ▲	5.71% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	161	146	▲
TOWN / LINK HOMES	34	49	▼
APARTMENT / CONDO	37	38	▼
TOTAL	232	233	▼
SALES TO NEW RATIO	0.74	0.74	=

### Q1 SALES BY INVENTORY TYPE



**\$781,000**

DETACHED MEDIAN SALE

**\$652,499**

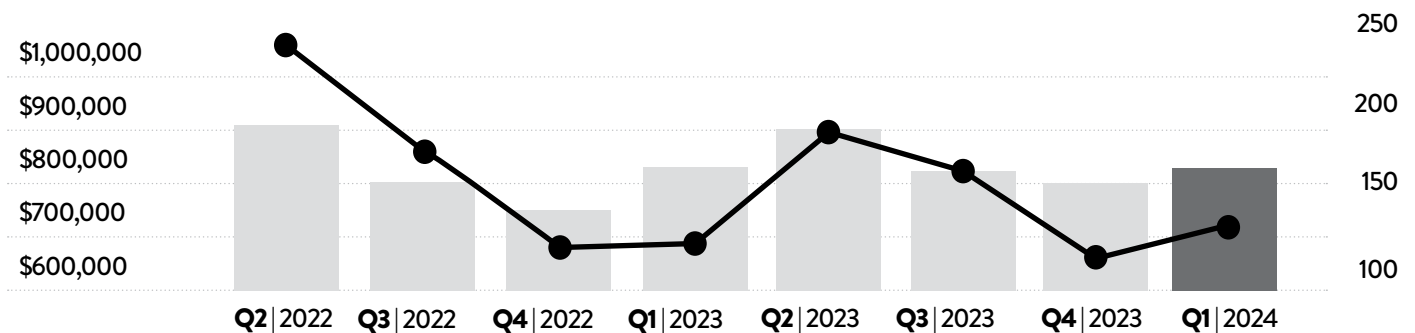
TOWN / LINK MEDIAN SALE

**\$415,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



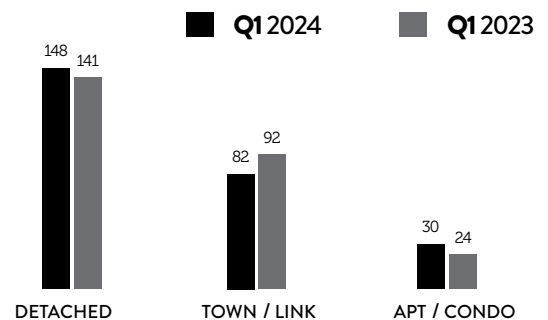
## WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$694,900	260	419	0.62	\$716,250
<b>Q1 2023</b>   TOTAL	\$675,000	257	326	0.79	\$695,000
% CHANGE (+/-)	2.95% ▲	1.17% ▲	28.53% ▲	21.29% ▼	3.06% ▲
<b>Q4 2023</b>   TOTAL	\$649,900	249	308	0.81	\$675,000
% CHANGE (+/-)	6.92% ▲	4.42% ▲	36.04% ▲	23.24% ▼	6.11% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	208	191	▲
TOWN / LINK HOMES	167	105	▲
APARTMENT / CONDO	44	30	▲
TOTAL	419	326	▲
SALES TO NEW RATIO	0.62	0.79	▼

### Q1 SALES BY INVENTORY TYPE



**\$815,500**

DETACHED MEDIAN SALE

**\$608,500**

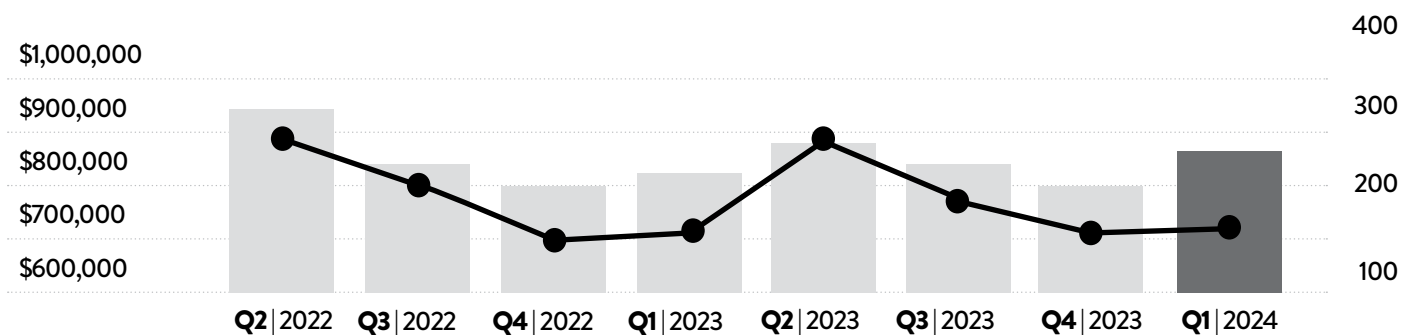
TOWN / LINK MEDIAN SALE

**\$399,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



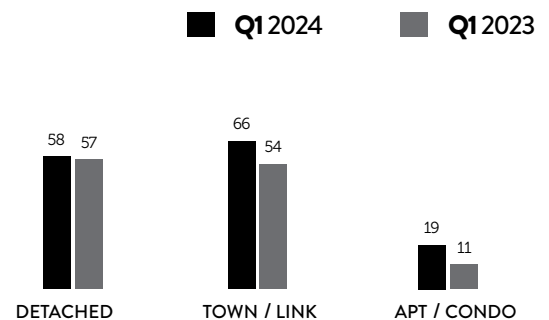
## SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$749,000	143	235	0.61	\$760,000
<b>Q1 2023</b>   TOTAL	\$772,450	122	179	0.68	\$767,500
% CHANGE (+/-)	3.04% ▼	1721% ▲	31.28% ▲	10.72% ▼	0.98% ▼
<b>Q4 2023</b>   TOTAL	\$749,450	130	188	0.69	\$774,000
% CHANGE (+/-)	0.06% ▼	10.00% ▲	25.00% ▲	12.00% ▼	1.81% ▼

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	121	105	▲
TOWN / LINK HOMES	91	63	▲
APARTMENT / CONDO	23	11	=
TOTAL	235	179	▲
SALES TO NEW RATIO	0.61	0.68	▼

### Q1 SALES BY INVENTORY TYPE



**\$1,032,500**

DETACHED MEDIAN SALE

**\$668,498**

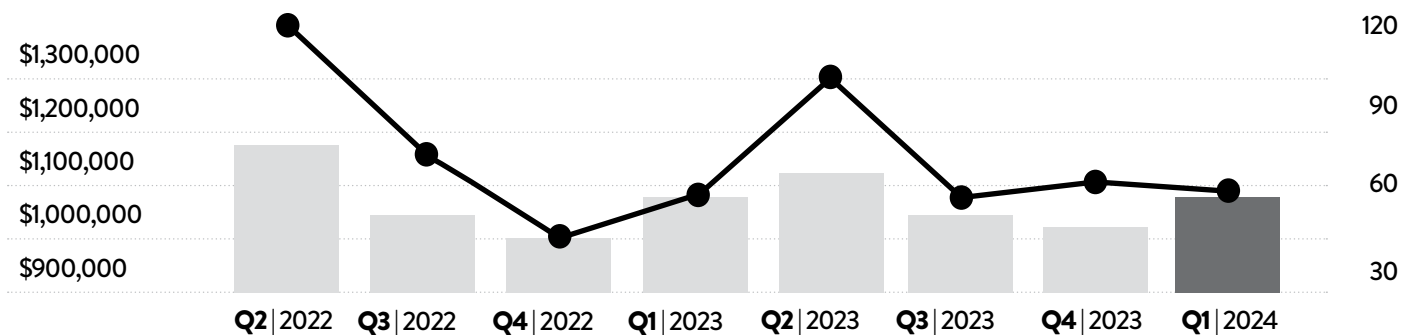
TOWN / LINK MEDIAN SALE

**\$398,000**

APT / CONDO MEDIAN SALE

### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



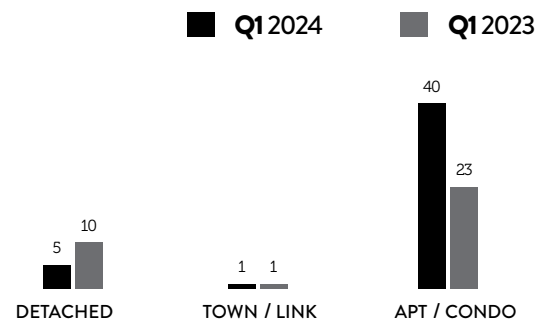
## DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$449,900	46	87	0.53	\$444,250
<b>Q1 2023</b>   TOTAL	\$459,500	34	88	0.39	\$445,500
% CHANGE (+/-)	2.09% ▼	35.29% ▲	114% ▼	36.85% ▲	0.28% ▼
<b>Q4 2023</b>   TOTAL	\$435,000	39	96	0.41	\$430,000
% CHANGE (+/-)	3.43% ▲	1795% ▲	938% ▼	30.15% ▲	3.31% ▲

### Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	5	9	▼
TOWN / LINK HOMES	4	0	▲
APARTMENT / CONDO	78	78	=
TOTAL	87	88	▼
SALES TO NEW RATIO	0.53	0.39	▲

### Q1 SALES BY INVENTORY TYPE



**\$775,000**

DETACHED MEDIAN SALE

**\$582,000**

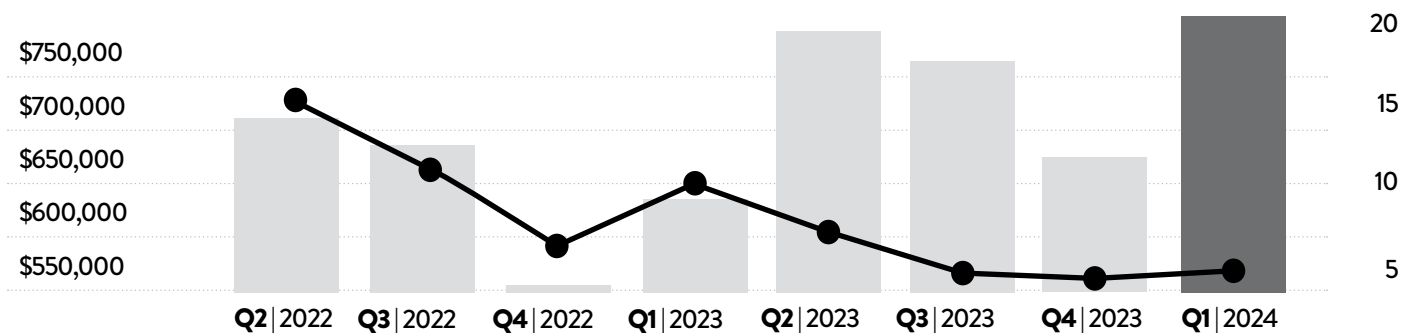
TOWN / LINK MEDIAN SALE

**\$430,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





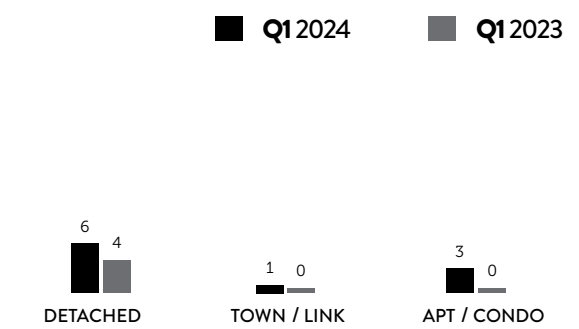
# MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q1 2024   TOTAL	\$629,450	10	36	0.28	\$631,000
Q1 2023   TOTAL	\$589,950	4	8	0.50	\$648,000
% CHANGE (+/-)	6.70% ▲	150.00% ▲	350.00% ▲	44.44% ▼	2.62% ▼
Q4 2023   TOTAL	\$569,000	15	41	0.37	\$545,000
% CHANGE (+/-)	10.62% ▲	33.33% ▼	12.20% ▼	24.07% ▼	15.78% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	7	8	▼
TOWN / LINK HOMES	5	0	▲
APARTMENT / CONDO	24	0	▲
TOTAL	36	8	▲
SALES TO NEW RATIO	0.28	0.50	▼

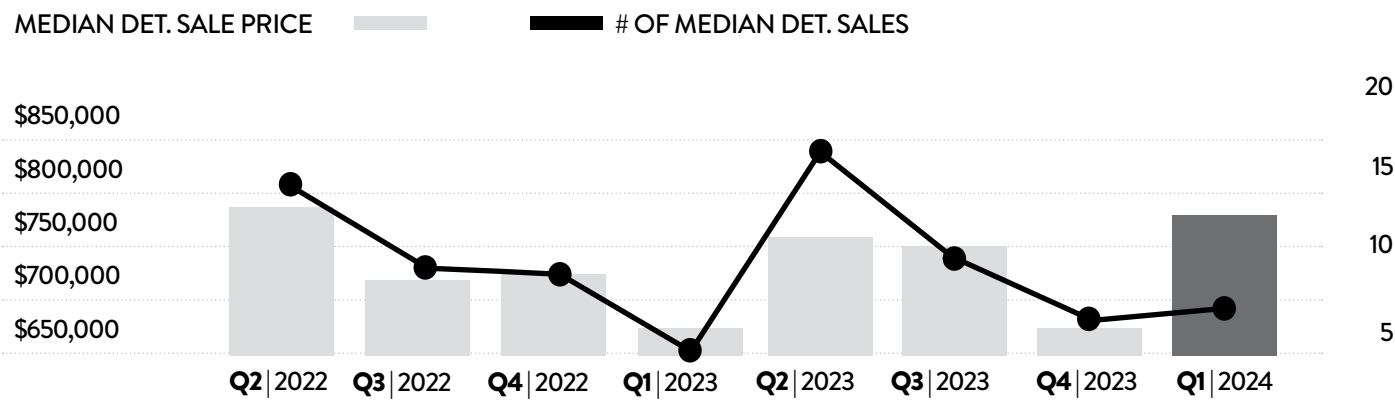
## Q1 SALES BY INVENTORY TYPE



**\$756,527**  
DETACHED MEDIAN SALE

**\$722,000**  
TOWN / LINK MEDIAN SALE

**\$415,000**  
APT / CONDO MEDIAN SALE



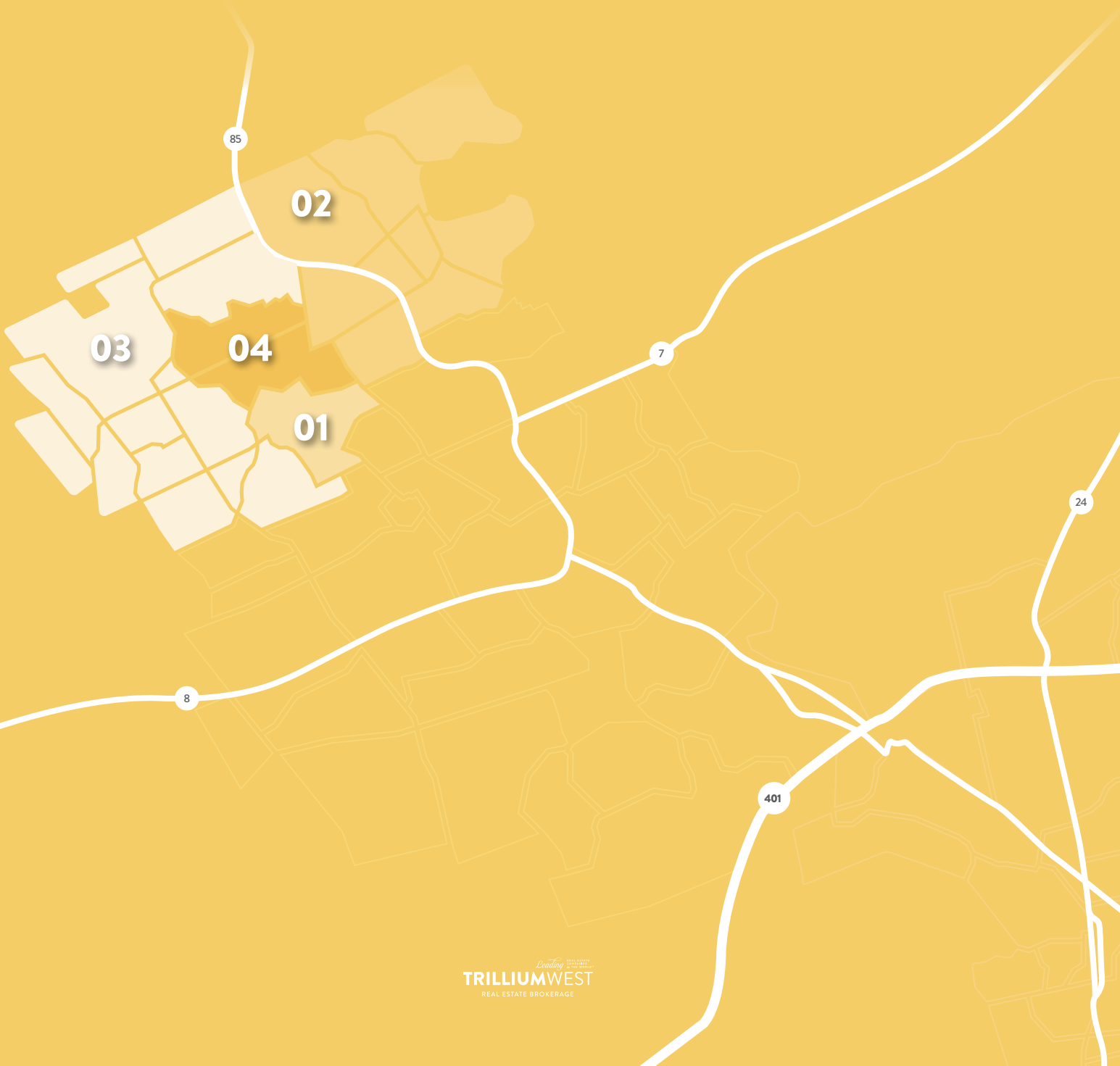


2024

TRILLIUMWEST QUARTERLY DATA REPORT

## WATERLOO OVERVIEW

UPTOWN WATERLOO	01
EAST WATERLOO	02
WEST WATERLOO	03
UNIVERSITY DISTRICT	04



## COMPLETE DATA WATERLOO

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.62

	Q1   2024	% Chg (Y)	Q1   2023	% Chg (Q)	Q4   2023
MEDIAN DET. SALE PRICE	\$926,000	10.11% ▲	\$841,000	12.93% ▲	\$820,000
NUMBER OF NEW SALES	335	5.02% ▲	319	10.56% ▲	303
MEDIAN DAYS ON MARKET	13	3 days	10	3 days	16
NEW INVENTORY	542	12.45% ▲	482	17.57% ▼	461

\* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

## UP & DOWN QUICK REVIEW

▲10%

Increase to detached sale prices across the city Y/Y reflects the largest jump of the major city centres.

▼19%

Uptown Waterloo median sale price has taken a bit of a hit over the past year. A significant bump in inventory is bringing buyers some decent leverage.

▲22%

More sales in East Waterloo Y/Y. This is more than any other area in the city.

▼7%

In the University district median prices from last year. Now sitting at \$440,050 for the quarter this specialized area saw drops both on a Y/Y and Q/Q timeframe.

▲12%

Bump in overall inventory in the city. Even with the new supply the Sale/New ratio still sits at .62.

▼1%

Drop in Sale/new ratio in West Waterloo. In spite of this drop to .77, it sits as the neighbourhood in Waterloo with the strongest seller market. List with pride!

▲12%

Change in Y/Y list pricing in East Waterloo. An interesting stat given only a 5% bump in sale prices. This is mostly a return to normal pricing strategy for the area.

▼10%

Was the Q/Q swing for median sale price in the University district. A seasonally driven area justifies some lower demand and pricing in Q1 but could see a bit of a bounce back going into the summer.

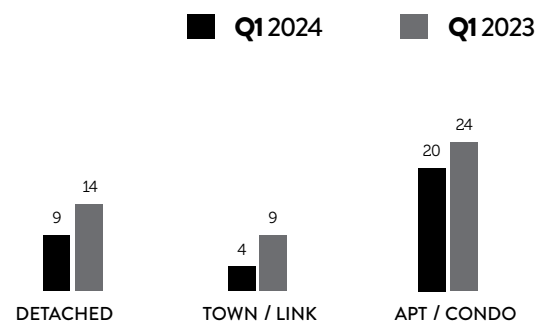
# UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$624,900	33	62	0.53	\$625,000
<b>Q1 2023</b>   TOTAL	\$725,000	47	58	0.81	\$775,000
% CHANGE (+/-)	13.81% ▼	29.79% ▼	6.90% ▲	34.32% ▼	19.35% ▼
<b>Q4 2023</b>   TOTAL	\$682,450	38	57	0.67	\$657,500
% CHANGE (+/-)	8.43% ▼	13.16% ▼	8.77% ▲	20.16% ▼	4.94% ▼

## Q1 NEW INVENTORY

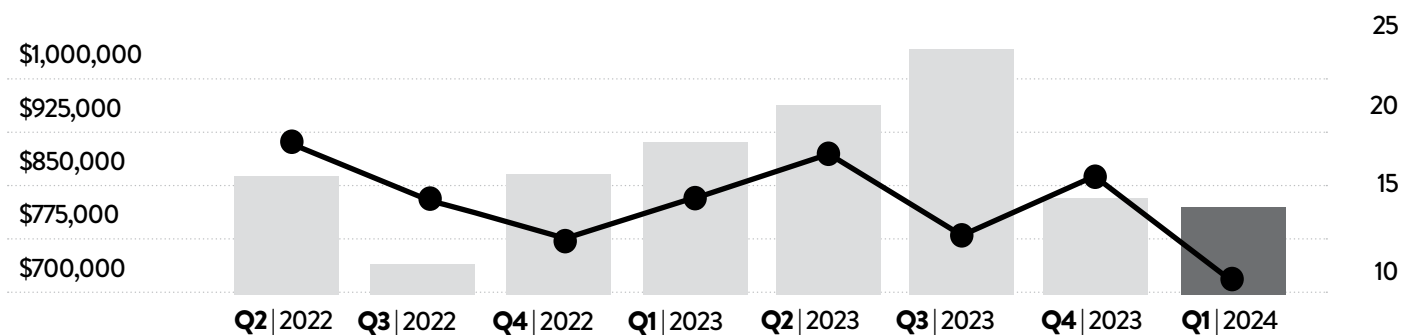
	Q1 2024	Q1 2023	TREND
DETACHED HOMES	16	18	▼
TOWN / LINK HOMES	5	11	▼
APARTMENT / CONDO	41	29	▲
TOTAL	62	58	▲
SALES TO NEW RATIO	0.53	0.81	▼

## Q1 SALES BY INVENTORY TYPE



<b>\$780,000</b> DETACHED MEDIAN SALE	<b>\$879,950</b> TOWN / LINK MEDIAN SALE	<b>\$552,500</b> APT / CONDO MEDIAN SALE
--	---	---

## MEDIAN DET. SALE PRICE ■ # OF MEDIAN DET. SALES



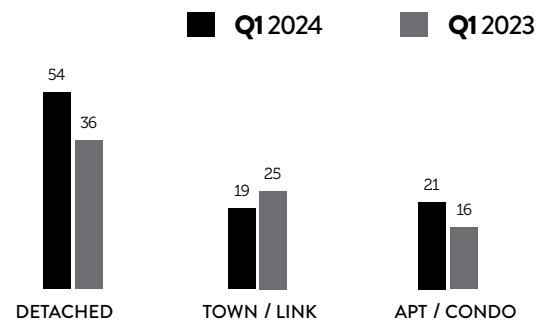
# EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$754,900	94	146	0.64	\$775,500
<b>Q1 2023</b>   TOTAL	\$675,000	77	117	0.66	\$741,000
% CHANGE (+/-)	11.84% ▲	22.08% ▲	24.79% ▲	2.17% ▼	4.66% ▲
<b>Q4 2023</b>   TOTAL	\$699,900	90	118	0.76	\$706,500
% CHANGE (+/-)	7.86% ▲	4.44% ▲	23.73% ▲	15.59% ▼	9.77% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	88	54	▲
TOWN / LINK HOMES	24	41	▼
APARTMENT / CONDO	34	22	▲
TOTAL	146	117	▲
SALES TO NEW RATIO	0.64	0.66	▼

## Q1 SALES BY INVENTORY TYPE



**\$940,000**

DETACHED MEDIAN SALE

**\$570,000**

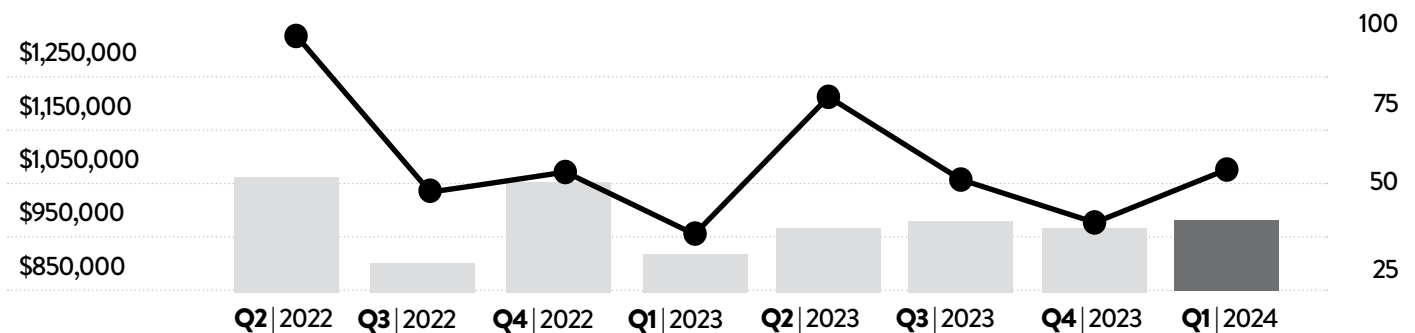
TOWN / LINK MEDIAN SALE

**\$510,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



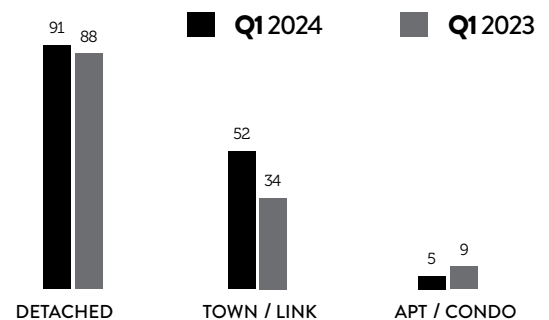
# WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$799,900	148	193	0.77	\$831,000
<b>Q1 2023</b>   TOTAL	\$750,000	131	169	0.78	\$800,000
% CHANGE (+/-)	6.65% ▲	12.98% ▲	14.20% ▲	107% ▼	3.88% ▲
<b>Q4 2023</b>   TOTAL	\$777,449	111	164	0.68	\$783,000
% CHANGE (+/-)	2.89% ▲	33.33% ▲	17.68% ▲	13.30% ▲	6.13% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	115	112	▲
TOWN / LINK HOMES	61	42	▲
APARTMENT / CONDO	17	15	▲
TOTAL	193	169	▲
SALES TO NEW RATIO	0.77	0.78	▼

## Q1 SALES BY INVENTORY TYPE



**\$965,111**

DETACHED MEDIAN SALE

**\$620,000**

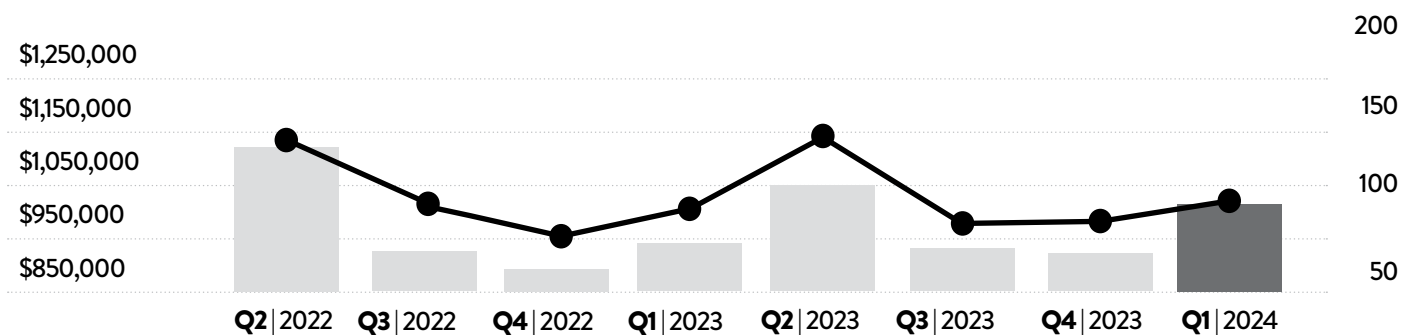
TOWN / LINK MEDIAN SALE

**\$435,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



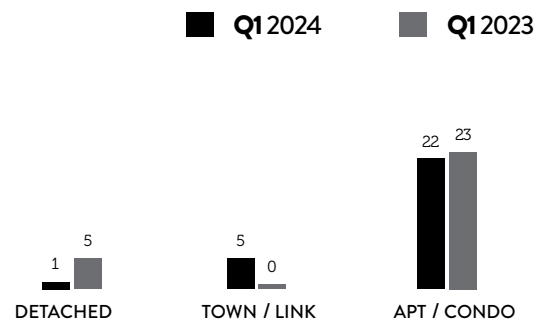
# UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$449,850	28	73	0.38	\$440,050
<b>Q1 2023</b>   TOTAL	\$479,900	28	66	0.42	\$473,000
% CHANGE (+/-)	6.26% ▼	=	10.61% ▲	9.59% ▼	6.97% ▼
<b>Q4 2023</b>   TOTAL	\$499,950	22	42	0.52	\$486,750
% CHANGE (+/-)	10.02% ▼	27.27% ▲	73.81% ▲	26.77% ▼	9.59% ▼

## Q1 NEW INVENTORY

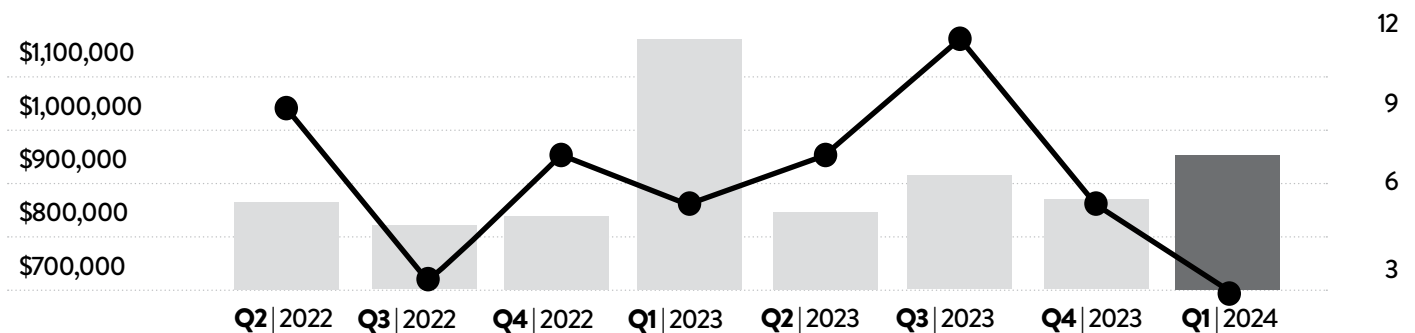
	Q1 2024	Q1 2023	TREND
DETACHED HOMES	7	1	▲
TOWN / LINK HOMES	4	3	▲
APARTMENT / CONDO	62	62	=
TOTAL	73	66	▲
SALES TO NEW RATIO	0.38	0.42	▼

## Q1 SALES BY INVENTORY TYPE



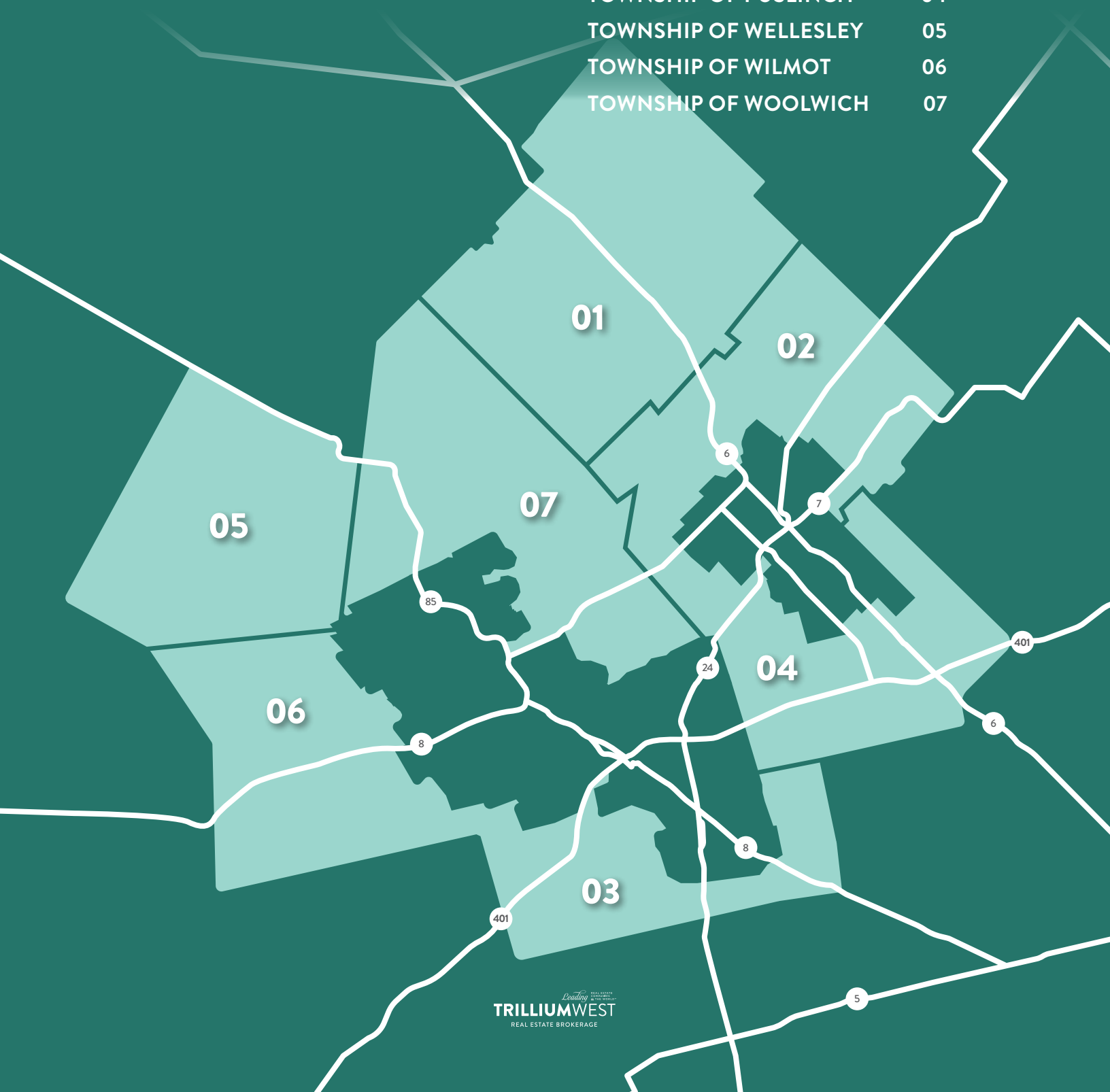
<b>\$899,999</b> DETACHED MEDIAN SALE	<b>\$659,900</b> TOWN / LINK MEDIAN SALE	<b>\$422,500</b> APT / CONDO MEDIAN SALE
--	---	---

MEDIAN DET. SALE PRICE      # OF MEDIAN DET. SALES



## TOWNSHIPS OVERVIEW

CENTRE WELLINGTON	01
GUELPH ERAMOSA	02
NORTH DUMFRIES	03
TOWNSHIP OF PUSLINCH	04
TOWNSHIP OF WELLESLEY	05
TOWNSHIP OF WILMOT	06
TOWNSHIP OF WOOLWICH	07





## COMPLETE DATA TOWNSHIPS

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.56

	Q1   2024	% Chg (Y)	Q1   2023	% Chg (Q)	Q4   2023
MEDIAN DET. SALE PRICE	\$1,115,000	23.96% ▲	\$899,450	31.56% ▲	\$847,500
NUMBER OF NEW SALES	326	795% ▲	302	23.48% ▲	264
MEDIAN DAYS ON MARKET	18	3 days	21	5 days	23
NEW INVENTORY	586	11.62% ▲	525	28.23% ▲	457

\* For a reference to calculations, visit <http://www.trilliumwest.com/knowledge/market-data/>

## UP & DOWN QUICK REVIEW

▲24%

Increase in detached sale price Y/Y which is the highest across the region.

▼8%

Drop in median sale price across Guelph Eramosa Y/Y but still sitting just over the \$1 million mark.

▲43%

Jump Q/Q for new listings in Centre Wellington. A notable jump to over 200 between January and March.

▼46%

Drop in Sale/New ratio Y/Y for Guelph Eramosa as well. A very steep drop from a seller leaning balanced market to a buyer market at .36.

▲69%

Leap in Woolwich sales as 2024 kicked off Y/Y. A very significant spike in movement there with all metrics showing consistent movement Y/Y and Q/Q.

▼22%

Drop in days on market since last quarter. We are now dropped under 3 weeks which is lower than where we were last year as well.

▲16%

Bump in median sale price in Wilmot Y/Y. Overall sales and inventory are down here but some nice properties have warranted a significant jump since 2023,

▼40%

Decrease in sale/new ratio in Puslinch Y/Y, tumbling down to .31. A smaller pocket that doesn't see many transactions a year but it's worth noting that a decent chunk of what is listed will sit for a while.

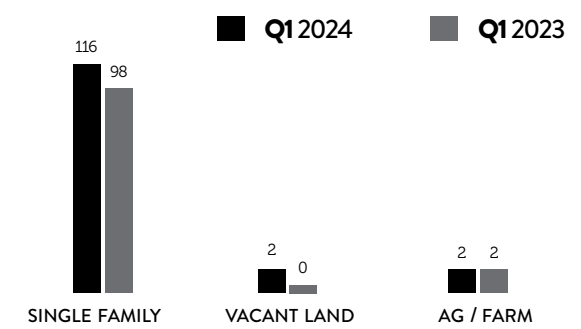
# TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$799,900	120	204	0.59	\$787,450
<b>Q1 2023</b>   TOTAL	\$752,500	98	159	0.62	\$747,500
% CHANGE (+/-)	6.30% ▲	22.45% ▲	28.30% ▲	4.56% ▼	5.34% ▲
<b>Q4 2023</b>   TOTAL	\$767,450	72	143	0.50	\$767,500
% CHANGE (+/-)	4.23% ▲	66.67% ▲	42.66% ▲	16.83% ▲	2.60% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	194	154	▲
TOWN / LINK HOMES	6	4	▲
APARTMENT / CONDO	4	1	▲
TOTAL	204	159	▲
SALES TO NEW RATIO	0.59	0.62	▼

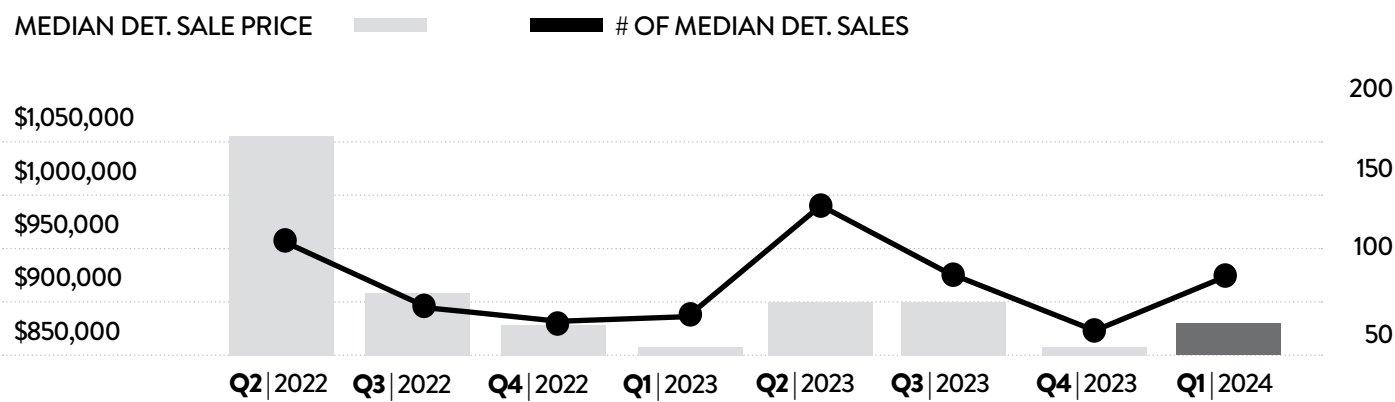
## Q1 SALES BY INVENTORY TYPE



**\$785,000**  
 SINGLE FAMILY MEDIAN

**\$2,537,500**  
 VACANT LAND MEDIAN

**\$5,000,000**  
 AG / FARM MEDIAN



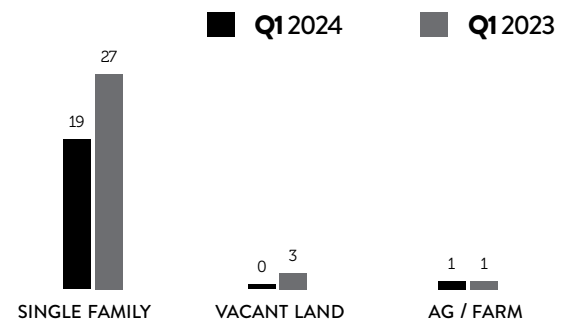
# TOWNSHIP OF GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$1,039,949	20	55	0.36	\$1,014,000
<b>Q1 2023</b>   TOTAL	\$1,175,000	31	46	0.67	\$1,100,000
% CHANGE (+/-)	11.49% ▼	35.48% ▼	19.57% ▲	46.04% ▼	7.82% ▼
<b>Q4 2023</b>   TOTAL	\$939,900	21	42	0.50	\$929,900
% CHANGE (+/-)	10.64% ▲	4.76% ▼	30.95% ▲	27.27% ▼	9.04% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	50	41	▲
TOWN / LINK HOMES	5	3	▲
APARTMENT / CONDO	0	2	▼
TOTAL	55	46	▲
SALES TO NEW RATIO	0.36	0.67	▼

## Q1 SALES BY INVENTORY TYPE



**\$1,008,000**

SINGLE FAMILY MEDIAN

**N/A**

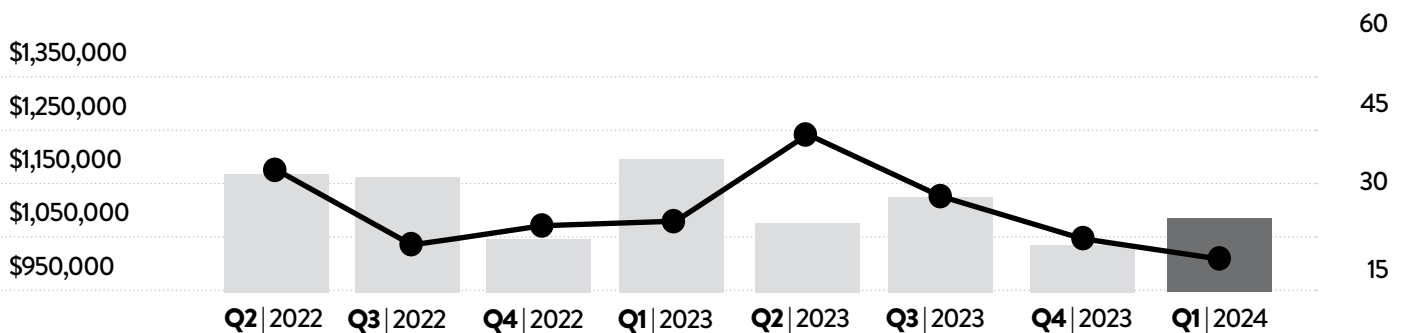
VACANT LAND MEDIAN

**\$7,025,000**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



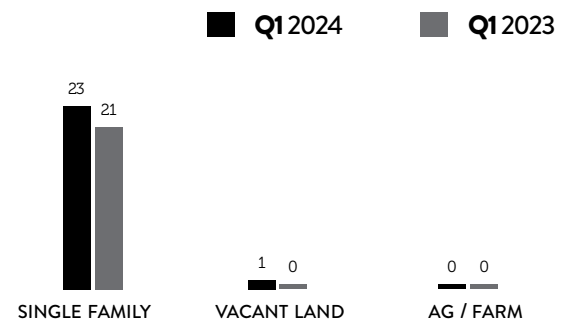
# TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024   TOTAL</b>	\$919,900	24	58	0.41	\$917,500
<b>Q1 2023   TOTAL</b>	\$866,950	21	39	0.54	\$908,500
% CHANGE (+/-)	6.11% ▲	14.29% ▲	48.72% ▲	23.15% ▼	0.99% ▲
<b>Q4 2023   TOTAL</b>	\$874,900	30	50	0.60	\$845,000
% CHANGE (+/-)	5.14% ▲	20.00% ▼	16.00% ▲	31.03% ▼	8.58% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	51	35	▲
TOWN / LINK HOMES	6	4	▲
APARTMENT / CONDO	1	0	▲
TOTAL	58	39	▲
SALES TO NEW RATIO	0.41	0.54	▼

## Q1 SALES BY INVENTORY TYPE

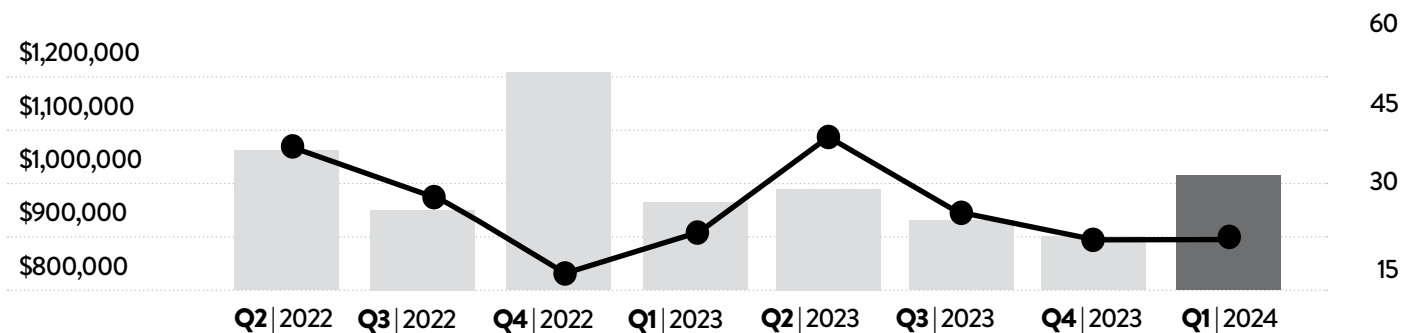


**\$920,000**  
SINGLE FAMILY MEDIAN

**\$150,000**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN

## MEDIAN DET. SALE PRICE — # OF MEDIAN DET. SALES



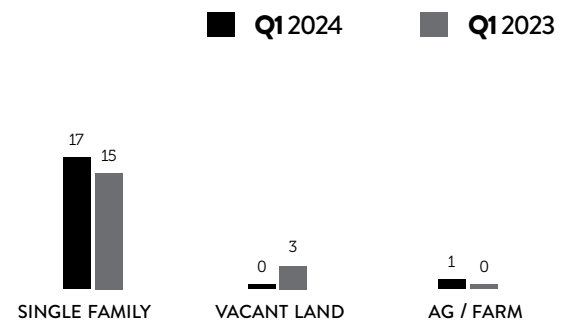
# TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$1,374,950	18	58	0.31	\$1,330,000
<b>Q1 2023</b>   TOTAL	\$899,900	18	35	0.51	\$875,000
% CHANGE (+/-)	52.79% ▲	=	65.71% ▲	39.66% ▼	52.00% ▲
<b>Q4 2023</b>   TOTAL	\$1,895,000	15	41	0.37	\$1,650,000
% CHANGE (+/-)	2744% ▼	20.00% ▲	41.46% ▲	15.17% ▼	19.39% ▼

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	47	32	▲
TOWN / LINK HOMES	9	3	▲
APARTMENT / CONDO	2	0	▲
TOTAL	58	35	▲
SALES TO NEW RATIO	0.31	0.51	▼

## Q1 SALES BY INVENTORY TYPE



**\$1,310,000**

SINGLE FAMILY MEDIAN

**N/A**

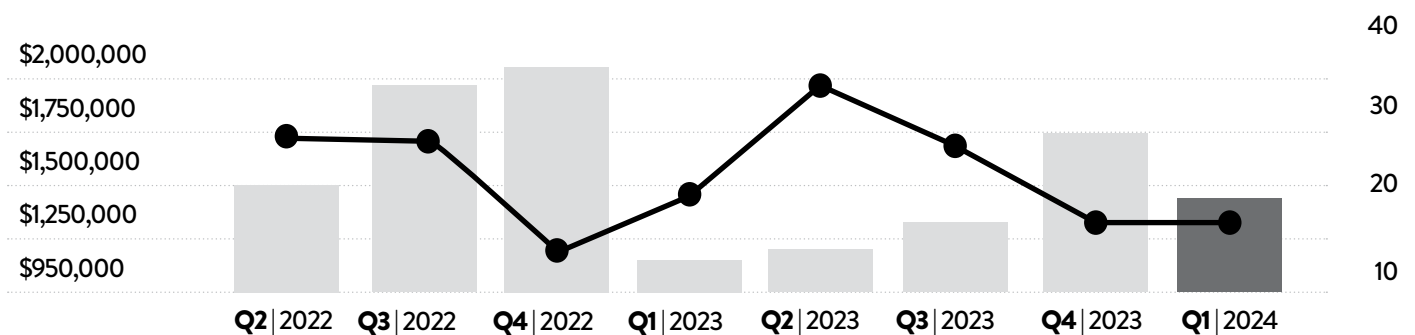
VACANT LAND MEDIAN

**\$1,953,000**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



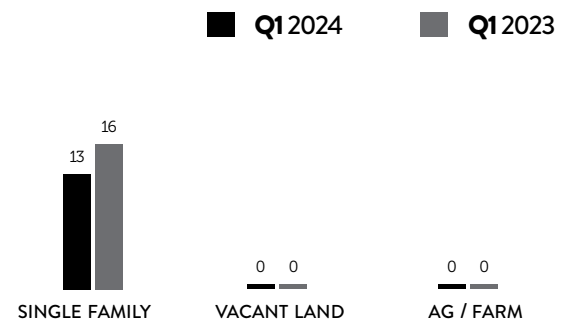
# TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$975,000	13	28	0.46	\$953,000
<b>Q1 2023</b>   TOTAL	\$899,900	16	26	0.62	\$896,000
% CHANGE (+/-)	8.35% ▲	18.75% ▼	7.69% ▲	24.55% ▼	6.36% ▲
<b>Q4 2023</b>   TOTAL	\$799,900	19	19	1.00	\$775,000
% CHANGE (+/-)	21.89% ▲	31.58% ▼	47.37% ▲	53.57% ▼	22.97% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	26	25	▲
TOWN / LINK HOMES	1	0	▲
APARTMENT / CONDO	1	1	=
TOTAL	28	26	▲
SALES TO NEW RATIO	0.46	0.62	▼

## Q1 SALES BY INVENTORY TYPE



**\$953,000**

SINGLE FAMILY MEDIAN

**N/A**

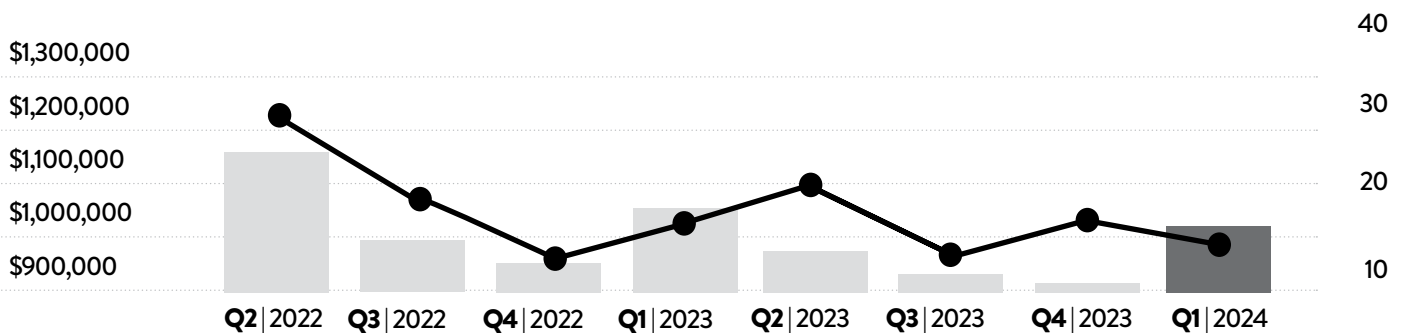
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



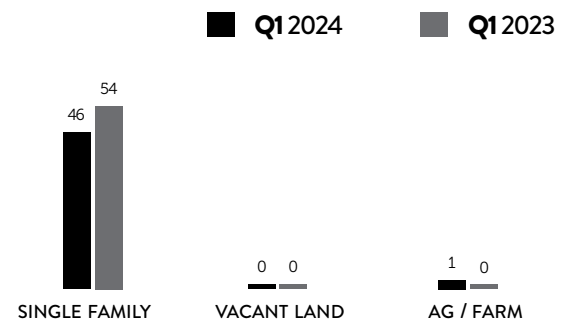
# TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$869,900	47	70	0.67	\$875,000
<b>Q1 2023</b>   TOTAL	\$764,500	54	74	0.73	\$755,000
% CHANGE (+/-)	13.79% ▲	12.96% ▼	5.41% ▼	7.99% ▼	15.89% ▲
<b>Q4 2023</b>   TOTAL	\$799,900	45	67	0.67	\$775,000
% CHANGE (+/-)	8.75% ▲	4.44% ▲	4.48% ▲	0.03% ▼	12.90% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	68	71	▼
TOWN / LINK HOMES	1	3	▼
APARTMENT / CONDO	1	0	▲
TOTAL	70	74	▼
SALES TO NEW RATIO	0.67	0.73	▼

## Q1 SALES BY INVENTORY TYPE



**\$872,500**

SINGLE FAMILY MEDIAN

**N/A**

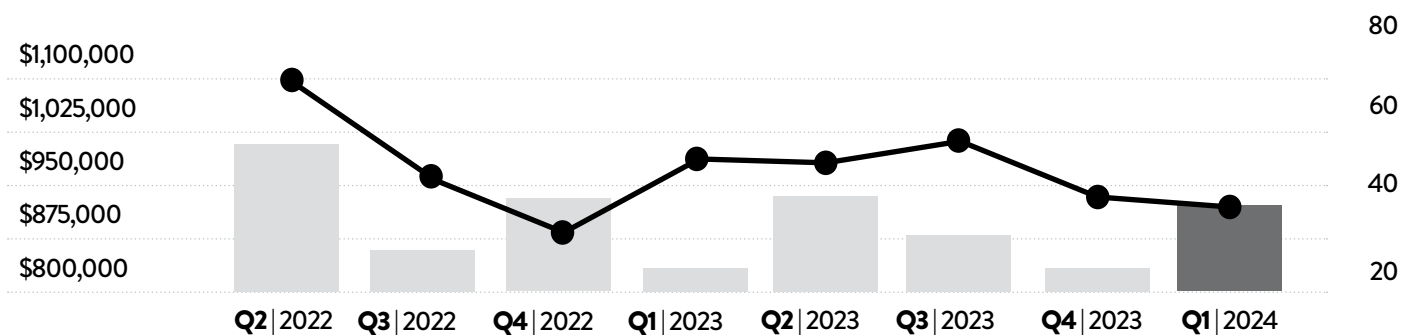
VACANT LAND MEDIAN

**\$1,710,000**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



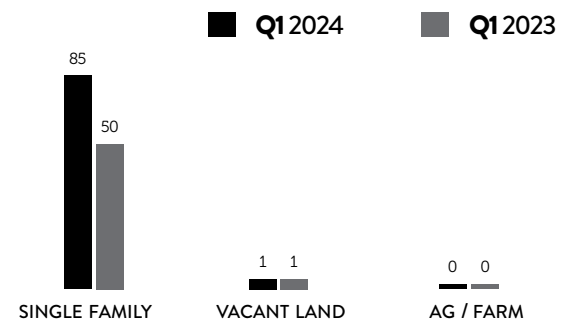
# TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2024</b>   TOTAL	\$869,450	86	111	0.77	\$850,121
<b>Q1 2023</b>   TOTAL	\$897,000	51	84	0.61	\$870,000
% CHANGE (+/-)	3.07% ▼	68.63% ▲	32.14% ▲	27.61% ▲	2.28% ▼
<b>Q4 2023</b>   TOTAL	\$829,900	61	90	0.68	\$820,000
% CHANGE (+/-)	4.77% ▲	40.98% ▲	23.33% ▲	14.31% ▲	3.67% ▲

## Q1 NEW INVENTORY

	Q1 2024	Q1 2023	TREND
DETACHED HOMES	104	81	▲
TOWN / LINK HOMES	7	2	▲
APARTMENT / CONDO	0	1	▲
TOTAL	111	84	▲
SALES TO NEW RATIO	0.77	0.61	▼

## Q1 SALES BY INVENTORY TYPE



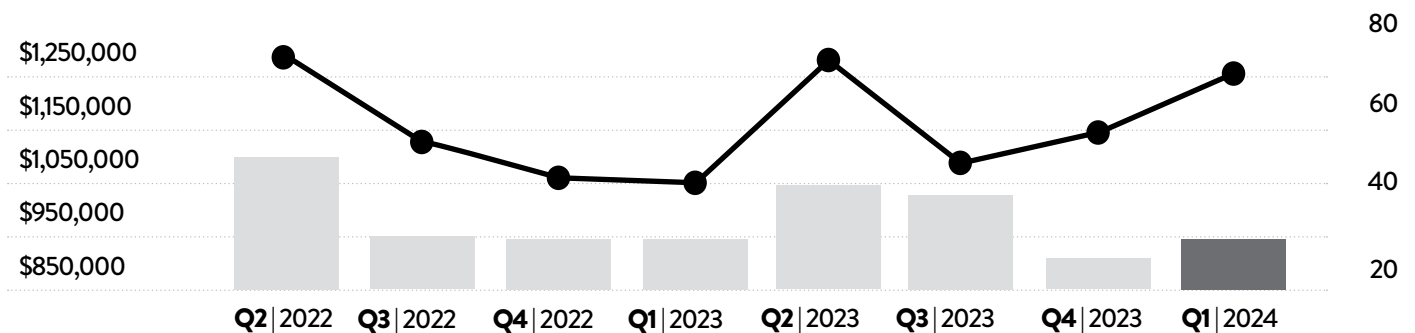
**\$850,000**  
SINGLE FAMILY MEDIAN

**\$9,000,000**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES







## A LITTLE ABOUT



At TrilliumWest, we believe you should always eat, drink, shop and real estate local. Nobody knows the word on the street more than the locals and TW was born and bred right here in the Region. Un-franchise your real estate and live like a local.

We are a hard-working group of local marketing, investment, and sales professionals who love to look deeper into the data. We take pride in studying and truly understanding the numbers in the Regional real estate market so that we can appropriately advise, educate, and assist our clients in achieving their real estate goals.



Need even more detail in your data?

Visit [trilliumwest.com/neighbourhoods](https://trilliumwest.com/neighbourhoods) for a micro view on individual neighbourhoods.

Any specific data requests can be sent to [data@trilliumwest.com](mailto:data@trilliumwest.com) and we would be happy to help. Hit us up.

The Data Team at TW