

Q1  
20  
25

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

QUARTERLY  
**DATA REPORT**



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## Q1 WATERLOO REGION & WELLINGTON COUNTY REAL ESTATE MARKET RECAP

Spring 2025 is rolling in with a market full of fresh listings, cautious buyers, and a whole lot of “wait and see.” Across Waterloo Region, Wellington County, and Guelph, the story is clear: inventory is up, sales are cooling, and buyers are calling the shots more than they have in years.

Guelph’s sellers came out swinging, especially in the west and south ends—but buyers? Not so much. Sales are down, and even with only slight price dips, the vibe is that people are shopping around, not jumping in. The city’s still stable overall, but that energy we’ve seen in recent years just isn’t hitting the same this year.

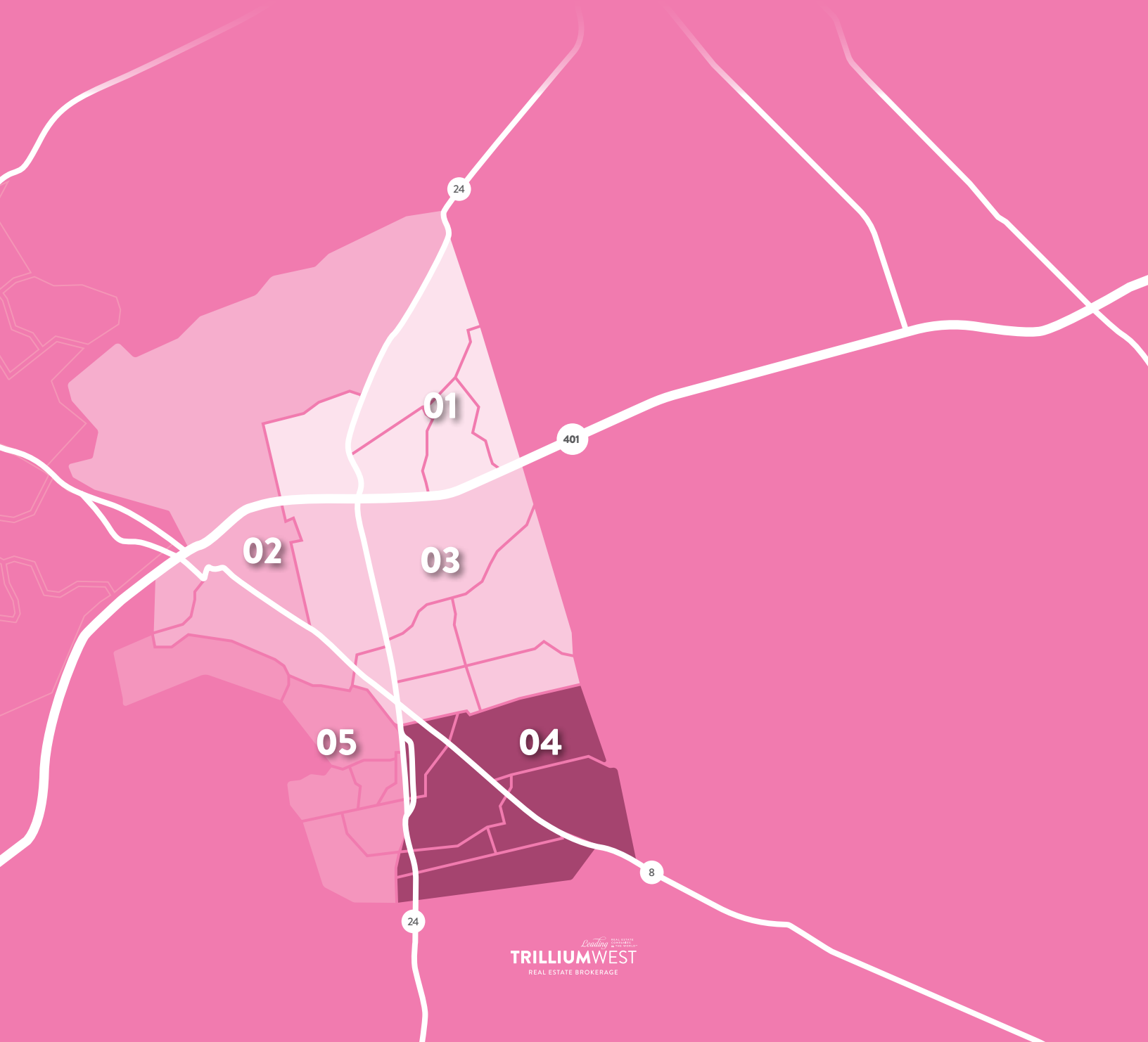
Over in Kitchener and Waterloo, things are shifting fast. Detached homes are holding their own in some pockets, but the condo market is feeling the squeeze hard. Inventory downtown has skyrocketed, but buyers aren’t biting at the same rate. Prices are wobbling, days on market are stretching, and sellers are having to put in a lot more effort to get attention. Even Waterloo’s typically steady west end is starting to wobble, and the University District isn’t immune either.

Townships are riding the same wave—lots more listings, fewer deals getting done, and some sharp swings in price depending on the area.

So what’s the move? If you’re buying, you’ve got time and leverage. If you’re selling, forget cruise control—this is a hands-on market where smart strategy, strong marketing, and realistic pricing are your best friends.

## CAMBRIDGE OVERVIEW

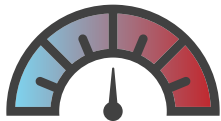
HESPELER	01
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## COMPLETE DATA CAMBRIDGE

### Q1 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.51

	Q1   2025	% Chg (Y)	Q1   2024	% Chg (Q)	Q4   2024
MEDIAN DET. SALE PRICE	\$810,000	3.18% ▲	\$785,000	3.85% ▲	\$780,000
NUMBER OF NEW SALES	324	13.14% ▼	373	18.39% ▼	397
MEDIAN DAYS ON MARKET	19	5 days	14	7 days	26
NEW INVENTORY	641	14.26% ▲	561	16.97% ▲	548

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

## UP & DOWN QUICK REVIEW

▲ 3.18%

Cambridge has seen a healthy climb in Detached Sale prices since this time last year. Sitting as the only city with an increase, sellers should strive to make the most of their marketing to achieve top dollar in this spring market.

▼ 31.98%

Hespeler took a slide in Sale/New Listing ratio down to 0.5 - balanced as all things should be. New inventory dropped notably at around 16% but the pullback on sales being closer to 43% means inventory is piling up. Buyers, take advantage here.

▲ 30.30%

West Galt led the charge in terms of inventory change Y/Y. Lots of options on this end of the city with buyers still making moves but this notable jump is keeping the West end right in the balanced market sweet spot.

▼ 3.8%

Small dip in the East Galt Y/Y sale prices as Q1 wrapped up in a similar market to it was in last fall.

▲ 4%

Preston sits as the neighbourhood with the lowest median sale price but it did see a jump from Q4 last year into this spring showing some continued demand for those entry level buyers/ investors.

▼ 0%

North Galt has stayed consistent with a median list price of \$699,900 staying in line with where we were this time last year. That alone may not seem interesting but noting that sale prices were at \$730,000 last year and are now at \$687,500 goes to show how much the market has shifted.

▲ 35.71%

Days on market on the rise Y/Y with the median days now sitting at 19 days. This is likely caused by a mix of shifting buyer motivation, listing strategies, and the reintroduction of conditions being accepted by sellers.

▼ 13.14%

Decrease in New sales across the city Y/Y is a sign of slower times ahead for sellers but does reflect the smallest of the city decreases across the region.

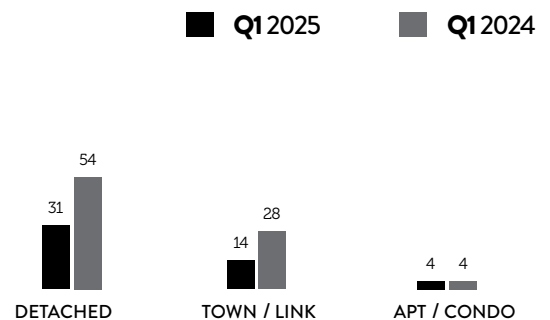
# HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$730,000	49	98	0.50	\$750,000
<b>Q1 2024</b>   TOTAL	\$749,900	86	117	0.74	\$775,000
% CHANGE (+/-)	2.65% ▼	43.02% ▼	16.24% ▼	31.98% ▼	3.23% ▼
<b>Q4 2024</b>   TOTAL	\$722,500	79	94	0.84	\$727,500
% CHANGE (+/-)	1.04% ▲	37.97% ▼	4.26% ▲	40.51% ▼	3.09% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	61	81	▼
TOWN / LINK HOMES	31	31	=
APARTMENT / CONDO	6	5	▲
TOTAL	98	117	▼
SALES TO NEW RATIO	0.50	0.74	▼

## Q1 SALES BY INVENTORY TYPE



**\$850,000**

DETACHED MEDIAN SALE

**\$670,000**

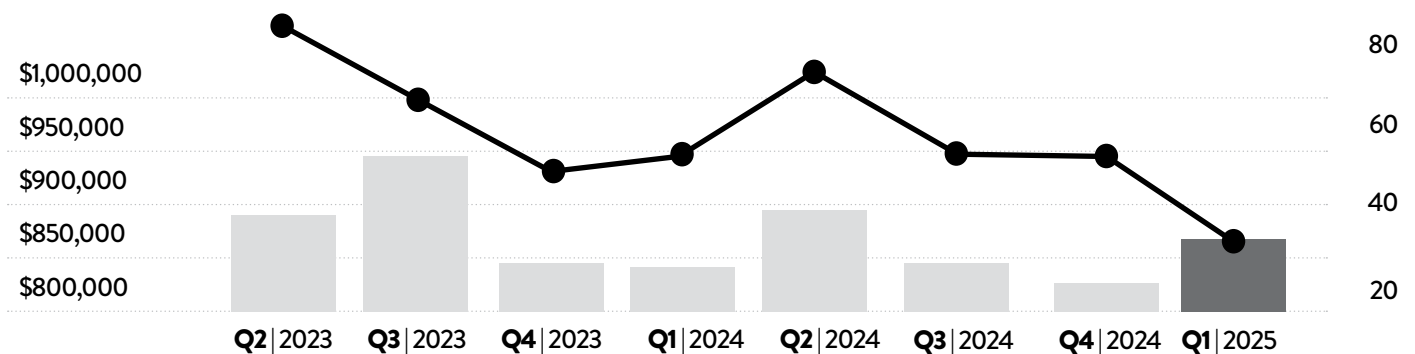
TOWN / LINK MEDIAN SALE

**\$412,500**

APT / CONDO MEDIAN SALE

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES



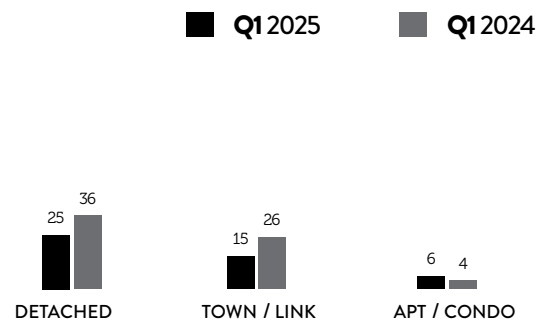
# PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$669,450	46	89	0.52	\$676,000
<b>Q1 2024</b>   TOTAL	\$642,250	66	99	0.67	\$665,000
% CHANGE (+/-)	4.24% ▲	30.30% ▼	10.10% ▼	22.47% ▼	1.65% ▲
<b>Q4 2024</b>   TOTAL	\$649,000	59	78	0.76	\$650,000
% CHANGE (+/-)	3.15% ▲	22.03% ▼	14.10% ▲	31.67% ▼	4.00% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	44	53	▼
TOWN / LINK HOMES	32	34	▼
APARTMENT / CONDO	13	12	▲
TOTAL	89	99	▼
SALES TO NEW RATIO	0.52	0.67	▼

## Q1 SALES BY INVENTORY TYPE



**\$750,000**

DETACHED MEDIAN SALE

**\$620,000**

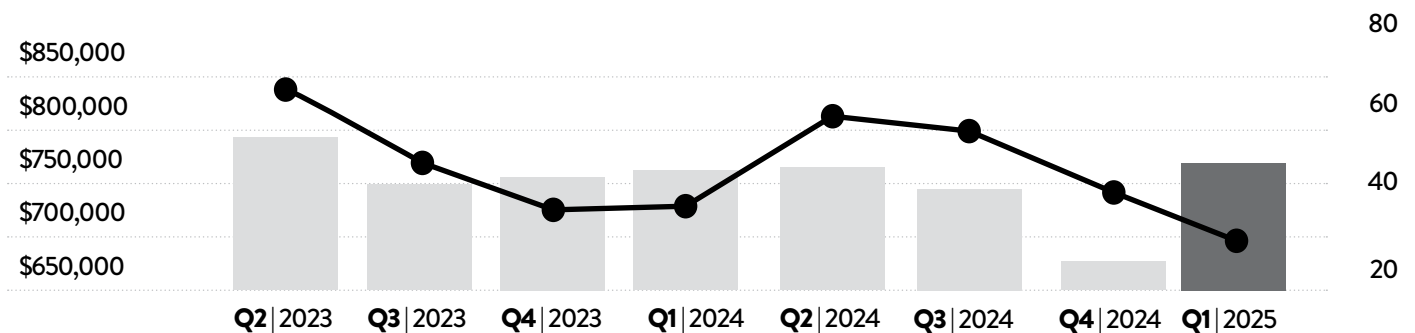
TOWN / LINK MEDIAN SALE

**\$435,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



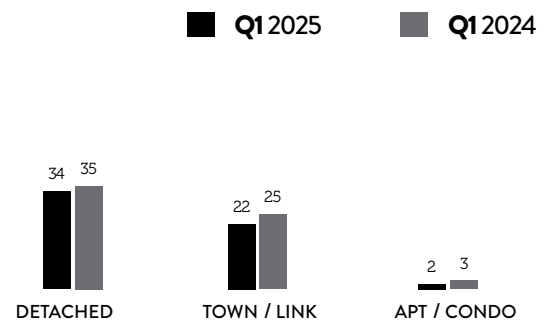
# NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$699,900	58	104	0.56	\$687,500
<b>Q1 2024</b>   TOTAL	\$699,900	63	94	0.67	\$730,000
% CHANGE (+/-)	=	794% ▼	10.64% ▲	16.79% ▼	5.82% ▼
<b>Q4 2024</b>   TOTAL	\$734,900	74	87	0.85	\$740,000
% CHANGE (+/-)	4.76% ▼	21.62% ▼	19.54% ▲	34.43% ▼	709% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	62	57	▲
TOWN / LINK HOMES	39	32	▲
APARTMENT / CONDO	3	5	▼
TOTAL	104	94	▲
SALES TO NEW RATIO	0.56	0.67	▼

## Q1 SALES BY INVENTORY TYPE



**\$902,506**

DETACHED MEDIAN SALE

**\$621,000**

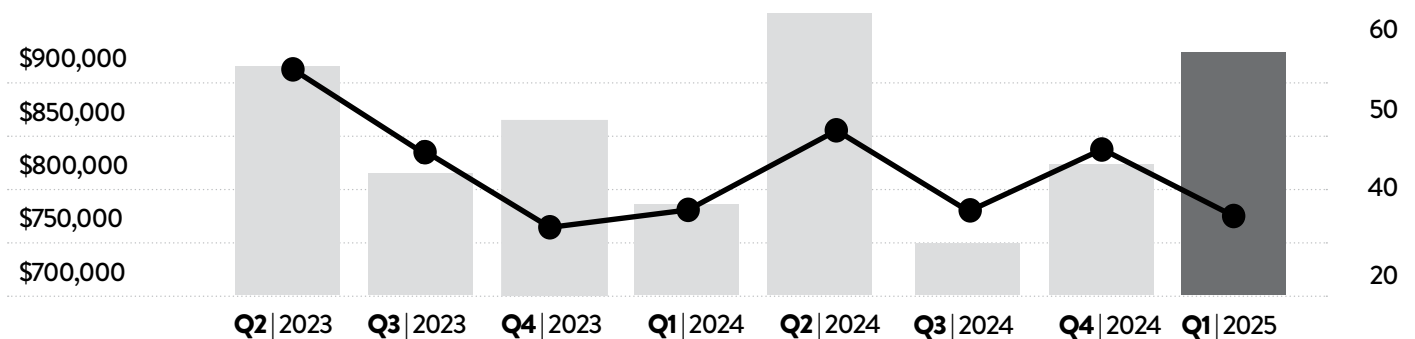
TOWN / LINK MEDIAN SALE

**\$504,950**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





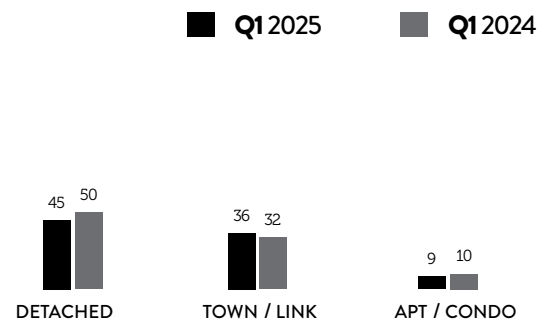
## EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$646,950	90	170	0.53	\$671,000
<b>Q1 2024</b>   TOTAL	\$682,000	92	140	0.66	\$697,500
% CHANGE (+/-)	5.14% ▼	2.17% ▼	21.43% ▲	19.44% ▼	3.80% ▼
<b>Q4 2024</b>   TOTAL	\$639,950	122	160	0.76	\$646,500
% CHANGE (+/-)	1.09% ▲	26.23% ▼	6.25% ▲	30.57% ▼	3.79% ▲

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	88	70	▲
TOWN / LINK HOMES	59	47	▲
APARTMENT / CONDO	23	23	=
TOTAL	170	140	▲
SALES TO NEW RATIO	0.53	0.66	▼

### Q1 SALES BY INVENTORY TYPE



**\$700,000**

DETACHED MEDIAN SALE

**\$644,900**

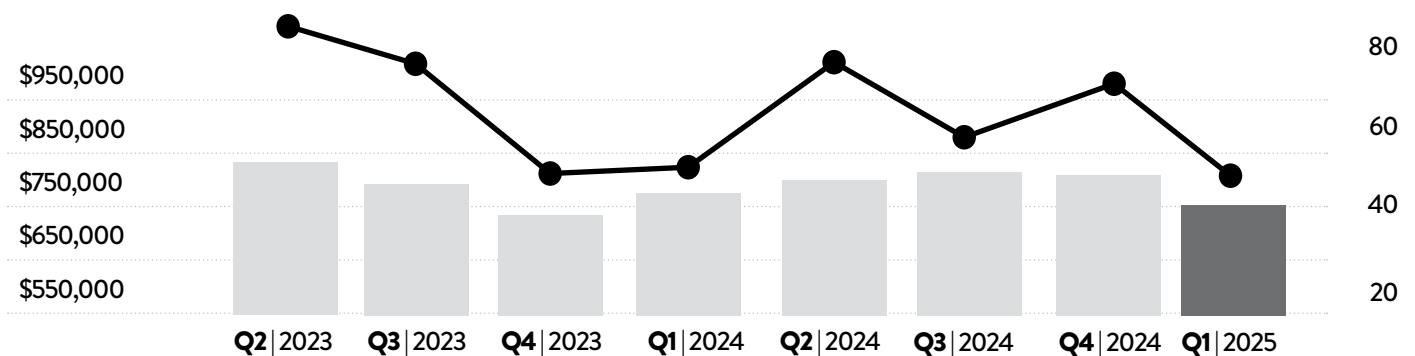
TOWN / LINK MEDIAN SALE

**\$440,000**

APT / CONDO MEDIAN SALE

### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



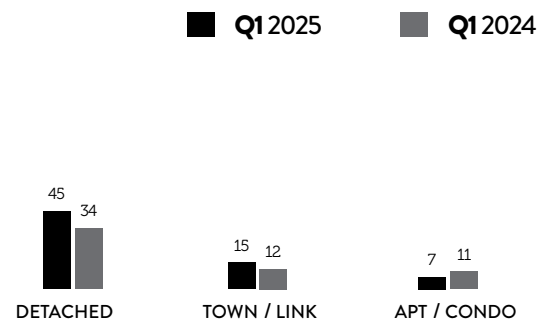
## WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$720,000	67	129	0.52	\$750,000
<b>Q1 2024</b>   TOTAL	\$749,900	57	99	0.58	\$750,000
% CHANGE (+/-)	3.99% ▼	17.54% ▲	30.30% ▲	9.79% ▼	=
<b>Q4 2024</b>   TOTAL	\$742,400	59	105	0.56	\$742,500
% CHANGE (+/-)	3.02% ▼	13.56% ▲	22.86% ▲	7.57% ▼	101% ▲

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	76	51	▲
TOWN / LINK HOMES	31	16	▲
APARTMENT / CONDO	22	32	▼
TOTAL	129	99	▲
SALES TO NEW RATIO	0.52	0.58	▼

### Q1 SALES BY INVENTORY TYPE



**\$849,000**

DETACHED MEDIAN SALE

**\$623,900**

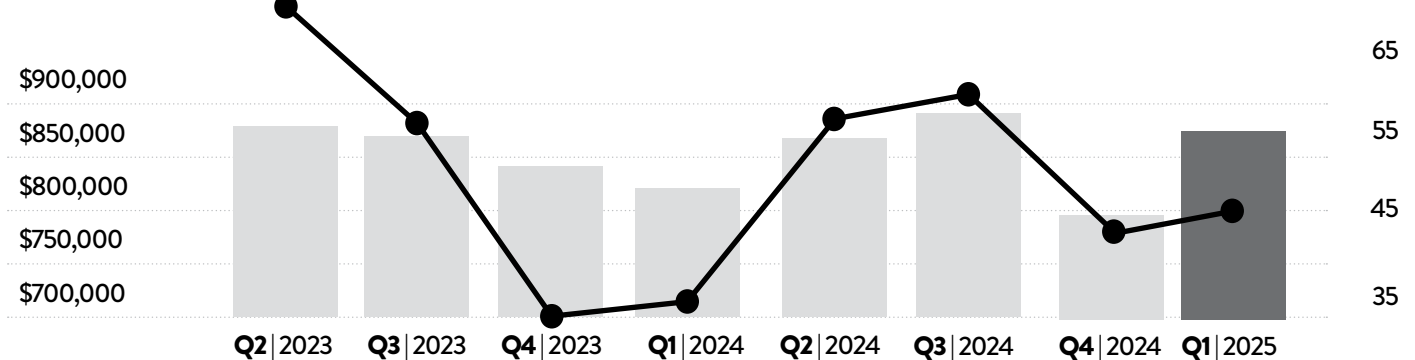
TOWN / LINK MEDIAN SALE

**\$545,000**

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



0.49

	Q1   2025	% Chg (Y)	Q1   2024	% Chg (Q)	Q4   2024
MEDIAN DET. SALE PRICE	\$875,000	=	\$875,000	4.17% ▲	\$839,950
NUMBER OF NEW SALES	357	13.77% ▼	414	1.92% ▼	364
MEDIAN DAYS ON MARKET	18	3 days	15	18 days	36
NEW INVENTORY	729	14.80% ▲	635	41.55% ▲	515

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

## UP & DOWN QUICK REVIEW

▲41.55% New inventory is up big Q/Q across the city. In part, this is due to the seasonality of waiting for the new year to list but there has undoubtedly been a growing segment of sellers looking to offload investment properties or looking to move out of area as well.

▲12.1% North Guelph showed some strong sales prices last quarter bringing it up in a big way Y/Y, the largest jump in the city. This has caught it back up to it's baseline with this time last year being notably slow.

▲56.52% West End inventory was up over 50% Y/Y and nearly 40% Q/Q. Looks like West End homeowners read our Q4 report...

▲65.06% Spring has sprung in South Guelph as new inventory sees its annual increase. Buyers appear to be weighing their options this year as sales are down 33% Y/Y in the neighbourhood.

▼13.77% After back to back quarters of Y/Y sales growth, the uncertainty south of the border and the changing landscape here at home may be showing its impact on buyer confidence, leading to a noticeable Y/Y total sales decrease.

▼2.06% South Guelph saw a soft drop in median sale prices and reflects the largest drop in the city. Guelph continues to hold fairly stable across the board and a slight drop in the most expensive pocket of the city should give sellers some confidence this spring.

▼30.47% With a sliding sales/new listing ratio down to a buyer-leaning .39, Downtown Guelph looked to offer the most choice to buyers in Q1.

▼19.35% Sales have dipped significantly in Midtown while new inventory and sale prices have held fairly steady. The great value properties continue to move and it will be important to market your properties correctly going into this year.

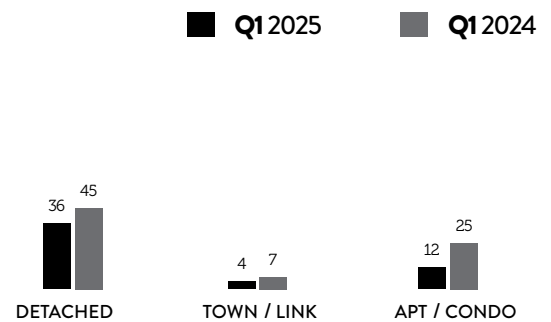
## DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$716,000	52	135	0.39	\$709,000
<b>Q1 2024   TOTAL</b>	\$699,000	77	139	0.55	\$700,000
% CHANGE (+/-)	2.43% ▲	32.47% ▼	2.88% ▼	30.47% ▼	1.29% ▲
<b>Q4 2024   TOTAL</b>	\$715,000	67	90	0.74	\$715,000
% CHANGE (+/-)	0.14% ▲	22.39% ▼	50.00% ▲	48.26% ▼	0.84% ▼

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	65	62	▲
TOWN / LINK HOMES	19	12	▲
APARTMENT / CONDO	51	65	▼
TOTAL	135	139	▼
SALES TO NEW RATIO	0.39	0.55	▼

### Q1 SALES BY INVENTORY TYPE



**\$782,450**

DETACHED MEDIAN SALE

**\$700,000**

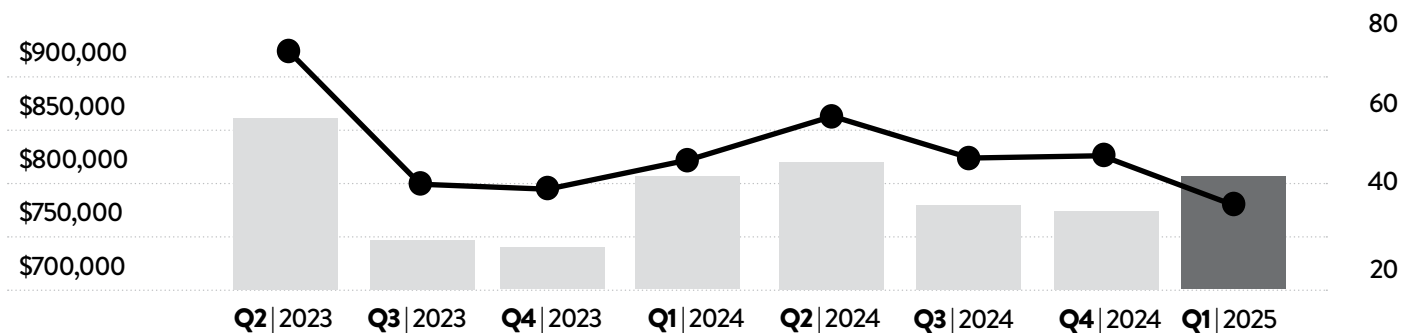
TOWN / LINK MEDIAN SALE

**\$632,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



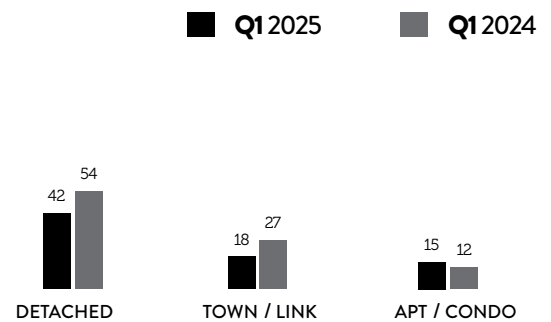
## MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$799,900	75	136	0.55	\$825,000
<b>Q1 2024</b>   TOTAL	\$824,900	93	137	0.68	\$830,000
% CHANGE (+/-)	3.03% ▼	19.35% ▼	0.73% ▼	18.76% ▼	0.60% ▼
<b>Q4 2024</b>   TOTAL	\$864,900	62	103	0.60	\$874,200
% CHANGE (+/-)	7.52% ▼	20.97% ▲	32.04% ▲	8.38% ▼	5.63% ▼

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	68	80	▼
TOWN / LINK HOMES	41	42	▼
APARTMENT / CONDO	27	15	▲
TOTAL	136	137	▼
SALES TO NEW RATIO	0.55	0.68	▼

### Q1 SALES BY INVENTORY TYPE



**\$935,000**

DETACHED MEDIAN SALE

**\$740,500**

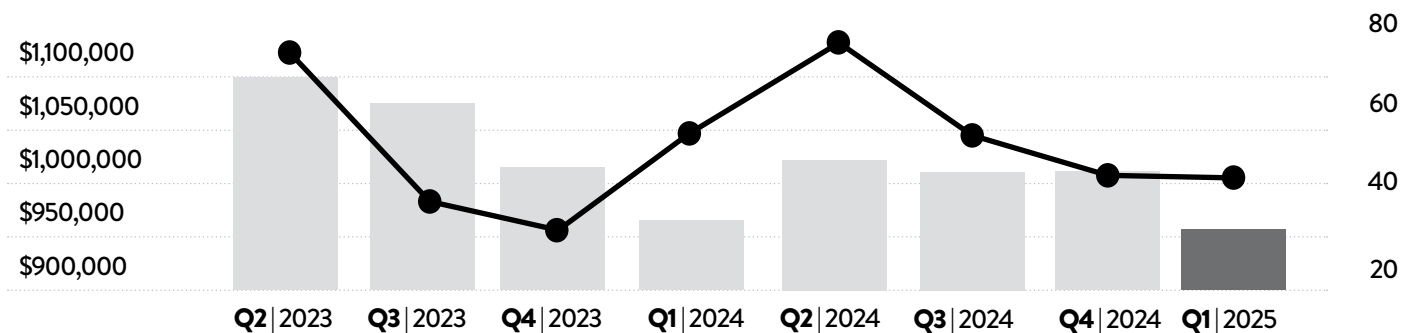
TOWN / LINK MEDIAN SALE

**\$508,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



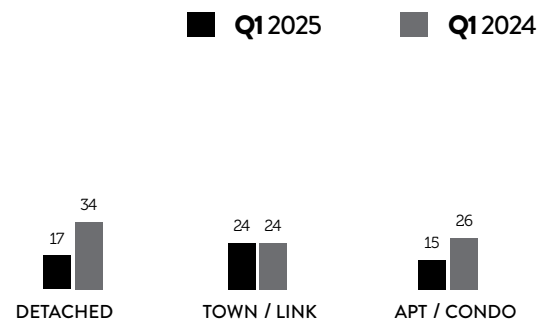
## SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q1 2025   TOTAL	\$775,000	56	137	0.41	\$760,000
Q1 2024   TOTAL	\$798,000	84	134	0.63	\$776,000
% CHANGE (+/-)	2.88% ▼	33.33% ▼	2.24% ▲	34.79% ▼	2.06% ▼
Q4 2024   TOTAL	\$779,900	55	83	0.66	\$755,000
% CHANGE (+/-)	0.63% ▼	1.82% ▲	65.06% ▲	38.31% ▼	0.66% ▲

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	45	45	=
TOWN / LINK HOMES	38	29	▲
APARTMENT / CONDO	54	60	▼
TOTAL	137	134	▲
SALES TO NEW RATIO	0.41	0.63	▼

### Q1 SALES BY INVENTORY TYPE



**\$1,070,000**

DETACHED MEDIAN SALE

**\$738,000**

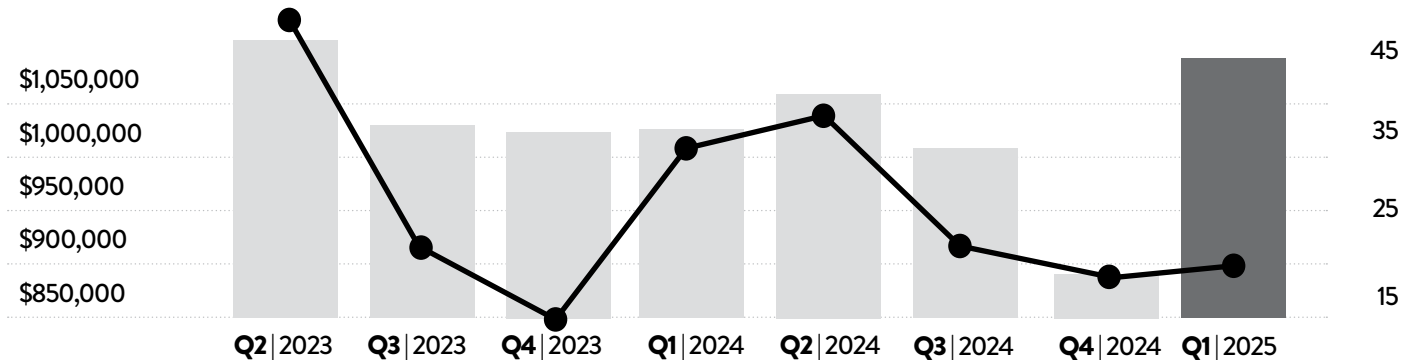
TOWN / LINK MEDIAN SALE

**\$531,750**

APT / CONDO MEDIAN SALE

### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



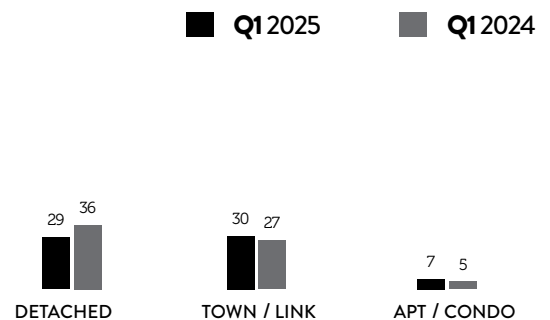
# EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$759,900	66	108	0.61	\$772,000
<b>Q1 2024</b>   TOTAL	\$769,500	68	96	0.71	\$756,000
% CHANGE (+/-)	125% ▼	2.94% ▼	12.50% ▲	13.73% ▼	2.12% ▲
<b>Q4 2024</b>   TOTAL	\$749,450	64	108	0.59	\$757,500
% CHANGE (+/-)	1.39% ▲	3.13% ▲	=	3.13% ▲	1.91% ▲

## Q1 NEW INVENTORY

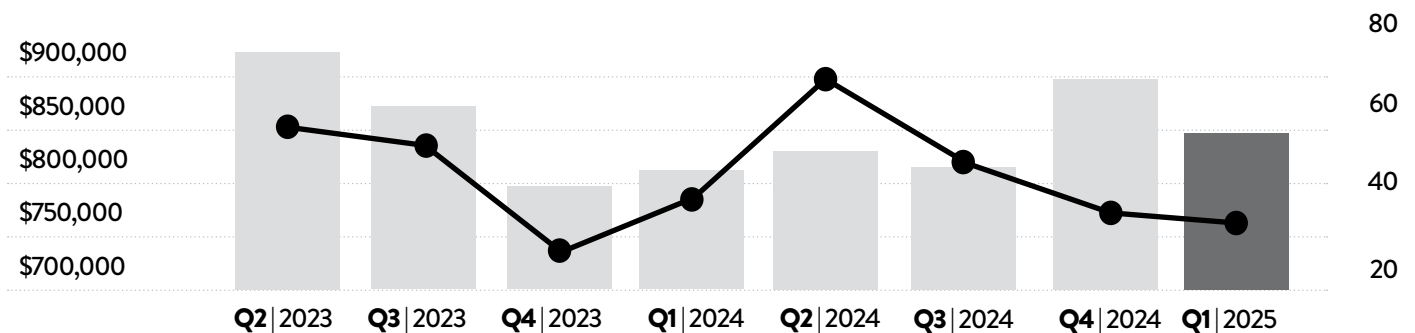
	Q1 2025	Q1 2024	TREND
DETACHED HOMES	52	50	▲
TOWN / LINK HOMES	48	38	▲
APARTMENT / CONDO	8	8	=
TOTAL	108	96	▲
SALES TO NEW RATIO	0.61	0.71	▼

## Q1 SALES BY INVENTORY TYPE



<b>\$820,000</b> DETACHED MEDIAN SALE	<b>\$766,000</b> TOWN / LINK MEDIAN SALE	<b>\$455,000</b> APT / CONDO MEDIAN SALE
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## MEDIAN DET. SALE PRICE ■ # OF MEDIAN DET. SALES





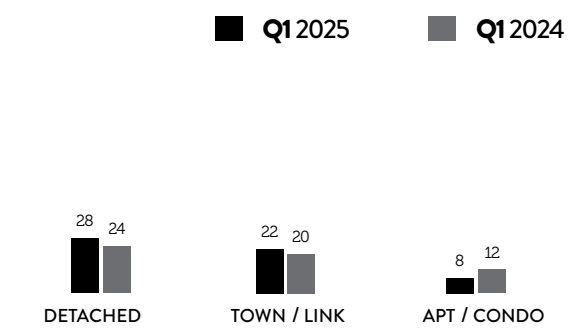
# WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$709,450	58	108	0.54	\$707,500
<b>Q1 2024</b>   TOTAL	\$691,450	56	69	0.81	\$680,000
% CHANGE (+/-)	2.60% ▲	3.57% ▲	56.52% ▲	33.83% ▼	4.04% ▲
<b>Q4 2024</b>   TOTAL	\$749,900	79	78	1.01	\$740,000
% CHANGE (+/-)	5.39% ▼	26.58% ▼	38.46% ▲	46.98% ▼	4.39% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	50	31	▲
TOWN / LINK HOMES	42	22	▲
APARTMENT / CONDO	16	16	=
TOTAL	108	69	▲
SALES TO NEW RATIO	0.54	0.81	▼

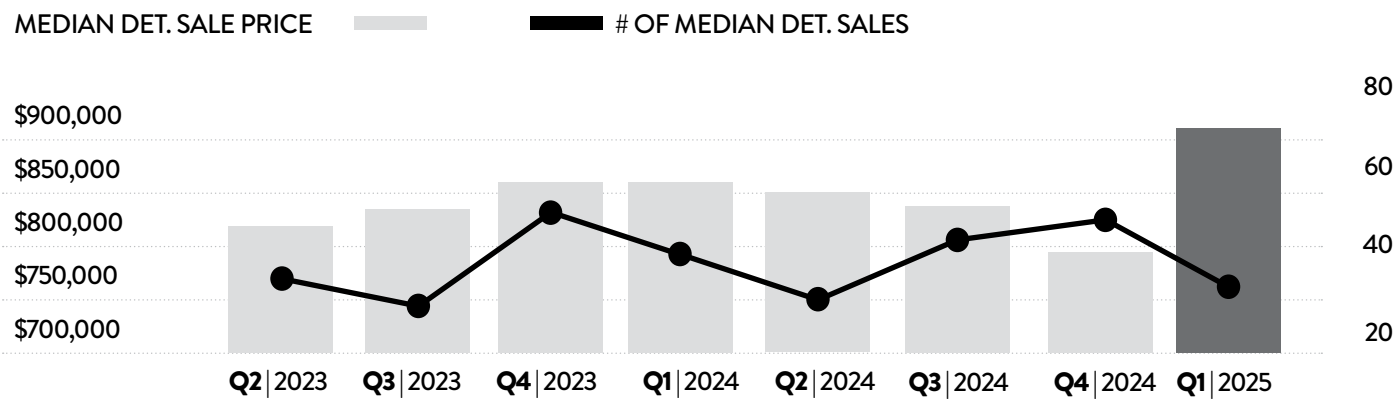
## Q1 SALES BY INVENTORY TYPE



**\$885,000**  
 DETACHED MEDIAN SALE

**\$650,000**  
 TOWN / LINK MEDIAN SALE

**\$377,250**  
 APT / CONDO MEDIAN SALE



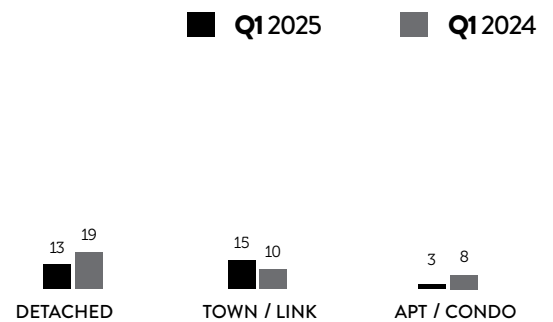
# NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$799,000	31	57	0.54	\$773,500
<b>Q1 2024   TOTAL</b>	\$699,000	37	53	0.70	\$690,000
% CHANGE (+/-)	14.31% ▲	16.22% ▼	7.55% ▲	22.10% ▼	12.10% ▲
<b>Q4 2024   TOTAL</b>	\$764,900	36	46	0.78	\$755,500
% CHANGE (+/-)	4.46% ▲	13.89% ▼	23.91% ▲	30.51% ▼	2.38% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	17	24	▼
TOWN / LINK HOMES	26	12	▲
APARTMENT / CONDO	14	17	▼
TOTAL	57	53	▲
SALES TO NEW RATIO	0.54	0.70	▼

## Q1 SALES BY INVENTORY TYPE



**\$890,000**

DETACHED MEDIAN SALE

**\$617,500**

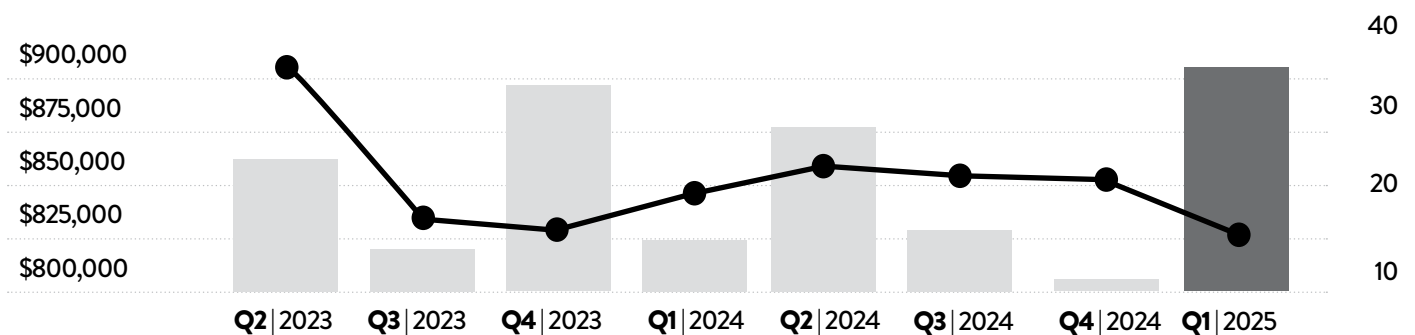
TOWN / LINK MEDIAN SALE

**\$539,900**

APT / CONDO MEDIAN SALE

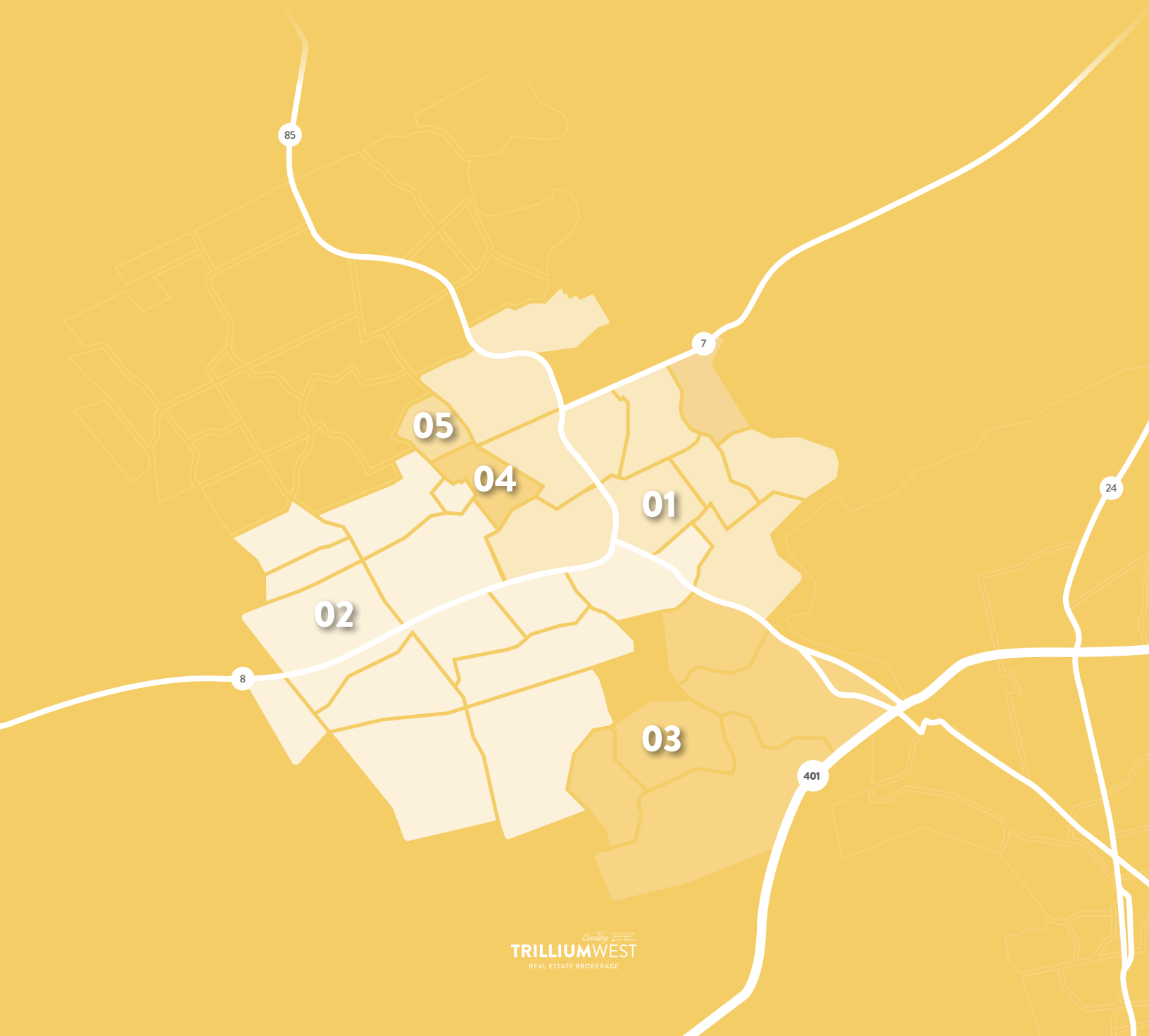
MEDIAN DET. SALE PRICE

■ # 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



0.40

	Q1   2025	% Chg (Y)	Q1   2024	% Chg (Q)	Q4   2024
MEDIAN DET. SALE PRICE	\$810,000	3.11% ▼	\$836,000	2.53% ▲	\$790,000
NUMBER OF NEW SALES	435	2738% ▼	599	28.81% ▼	611
MEDIAN DAYS ON MARKET	22	11 days	11	5 days	27
NEW INVENTORY	1,093	14.57% ▲	954	31.37% ▲	832

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

## UP & DOWN QUICK REVIEW

▲0.33%

South Kitchener was the neighbourhood that held prices steady Y/Y where the others saw negative growth. Be mindful going into Q2 that we may start to see pricing in the South end start to follow the path of the rest of the city as inventory continues to pile up.

▲72.41%

Downtown has seen a massive jump in inventory Y/Y driven mostly by growth in the condo style products. If you are looking for a way to break into the housing market, talk to your TW representative about where the opportunity plays are here.

▲19.78%

A large Q/Q bump in Midtown sale prices.

▲0%

Median prices in West Kitchener sat at \$700,000 Q/Q. Generally, this is a common pricepoint for downsizers, investors and first time buyers. With so many options the West end continues to provide a lot of options for buyers and ended Q1 with a fairly balance 0.43 Sale/New Listing Ratio.

▼11.11%

Just over 10% of condos listed in the Midtown core found buyers in Q1. This pocket continues to develop but this stat is a significant drag on the sale/new listing ratio for Midtown compared to the 0.6 we are seeing for detached properties in the same pocket.

▼1.36%

East Kitchener stayed healthy in it's sale prices with just over a 1% drop Y/Y. Like most areas we expect the added supply going into the spring to impact this but for the time being East Kitchener continues to be a balanced market to buy/sell in.

▼5

Fewer days on market across the city than we saw in Q4. Still up 11 days from Q1 last year but a sign that things have been moving a bit quicker at the start of '25

▼59.65%

Downtown is now sitting deep in a buyer's market. Driven heavily by condo inventory spiking we are seeing around 21% of listings actually sell in the core after being over 50% this time last year.

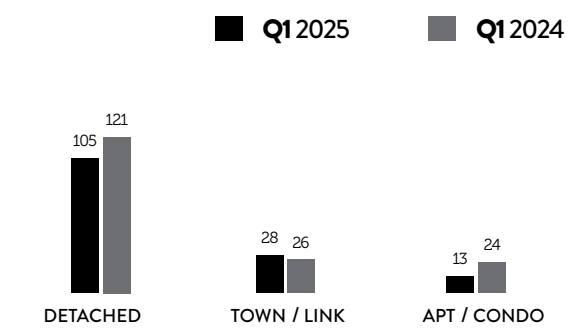
# EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$699,945	146	301	0.49	\$729,950
<b>Q1 2024</b>   TOTAL	\$699,900	171	232	0.74	\$740,000
% CHANGE (+/-)	0.01% ▲	14.62% ▼	29.74% ▲	34.19% ▼	1.36% ▼
<b>Q4 2024</b>   TOTAL	\$699,900	217	259	0.84	\$720,000
% CHANGE (+/-)	0.01% ▲	32.72% ▼	16.22% ▲	42.11% ▼	1.38% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	182	161	▲
TOWN / LINK HOMES	61	34	▲
APARTMENT / CONDO	58	37	▲
TOTAL	301	232	▲
SALES TO NEW RATIO	0.49	0.74	▼

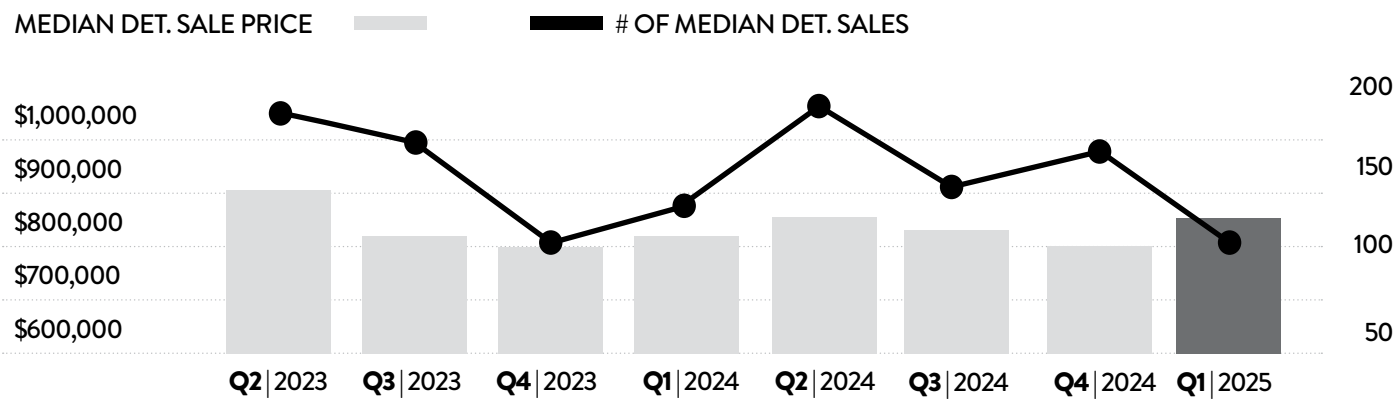
## Q1 SALES BY INVENTORY TYPE



**\$795,000**  
DETACHED MEDIAN SALE

**\$577,550**  
TOWN / LINK MEDIAN SALE

**\$349,000**  
APT / CONDO MEDIAN SALE



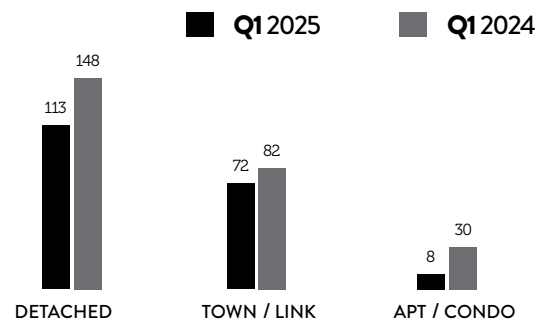
# WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$674,999	193	446	0.43	\$700,000
<b>Q1 2024</b>   TOTAL	\$694,900	260	419	0.62	\$716,250
% CHANGE (+/-)	2.86% ▼	25.77% ▼	6.44% ▲	30.26% ▼	2.27% ▼
<b>Q4 2024</b>   TOTAL	\$699,694	274	315	0.87	\$700,000
% CHANGE (+/-)	3.53% ▼	29.56% ▼	41.59% ▲	50.25% ▼	=

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	212	208	▲
TOWN / LINK HOMES	196	167	▲
APARTMENT / CONDO	38	44	▼
TOTAL	446	419	▲
SALES TO NEW RATIO	0.43	0.62	▼

## Q1 SALES BY INVENTORY TYPE



**\$770,000**

DETACHED MEDIAN SALE

**\$605,000**

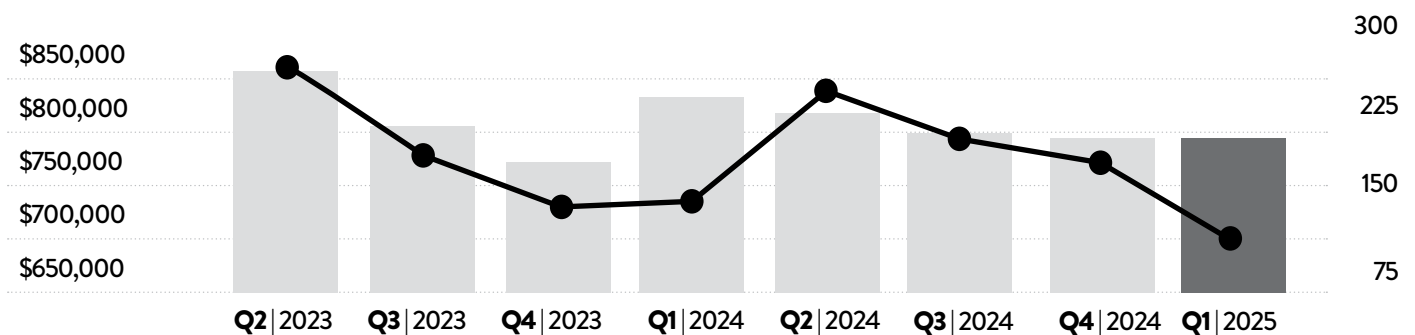
TOWN / LINK MEDIAN SALE

**\$368,000**

APT / CONDO MEDIAN SALE

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES



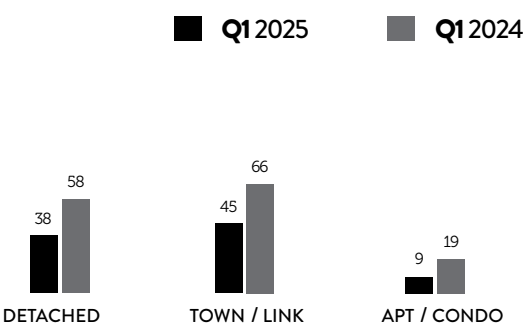
# SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$749,950	92	231	0.40	\$762,500
<b>Q1 2024</b>   TOTAL	\$749,000	143	235	0.61	\$760,000
% CHANGE (+/-)	0.13% ▲	35.66% ▼	170% ▼	34.55% ▼	0.33% ▲
<b>Q4 2024</b>   TOTAL	\$749,900	145	292	0.50	\$775,000
% CHANGE (+/-)	0.01% ▲	36.55% ▼	20.89% ▼	19.80% ▼	1.61% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	93	121	▼
TOWN / LINK HOMES	111	91	▲
APARTMENT / CONDO	27	23	▲
TOTAL	231	235	▼
SALES TO NEW RATIO	0.40	0.61	▼

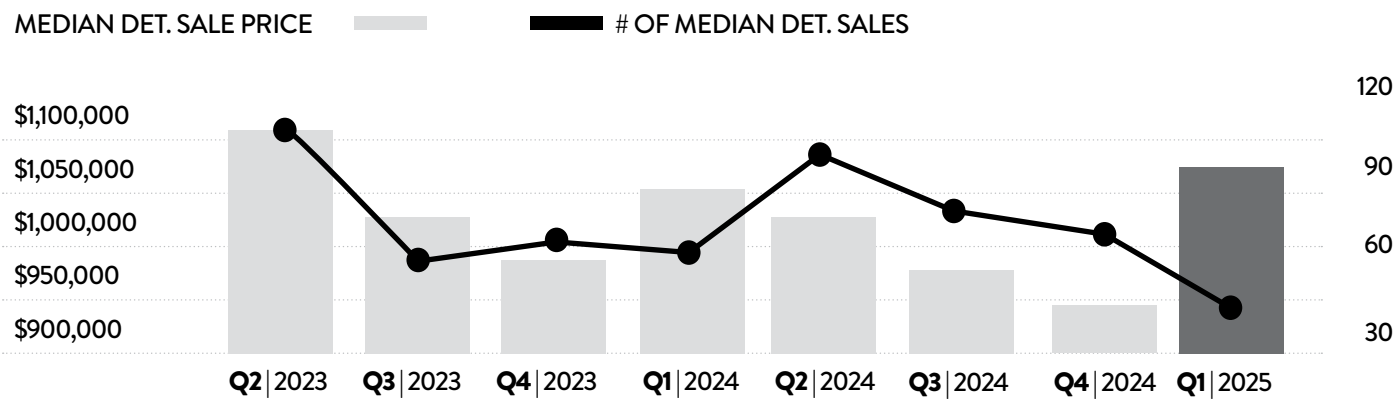
## Q1 SALES BY INVENTORY TYPE



**\$1,050,000**  
 DETACHED MEDIAN SALE

**\$653,900**  
 TOWN / LINK MEDIAN SALE

**\$420,000**  
 APT / CONDO MEDIAN SALE



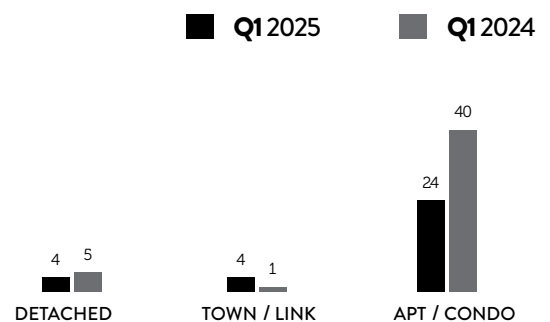
# DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$447,450	32	150	0.21	\$442,000
<b>Q1 2024</b>   TOTAL	\$449,900	46	87	0.53	\$444,250
% CHANGE (+/-)	0.54% ▼	30.43% ▼	72.41% ▲	59.65% ▼	0.51% ▲
<b>Q4 2024</b>   TOTAL	\$477,400	26	94	0.28	\$457,500
% CHANGE (+/-)	6.27% ▼	23.08% ▲	59.57% ▲	22.87% ▼	3.39% ▼

## Q1 NEW INVENTORY

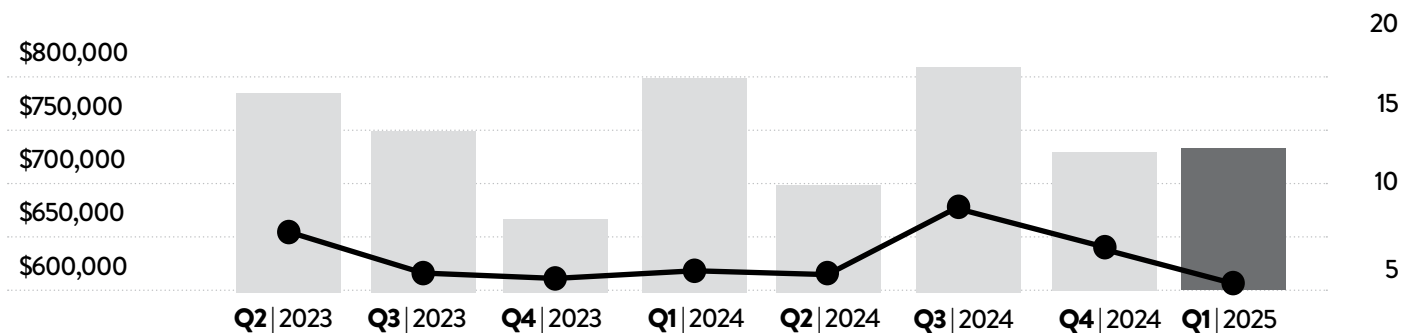
	Q1 2025	Q1 2024	TREND
DETACHED HOMES	14	5	▲
TOWN / LINK HOMES	12	4	▲
APARTMENT / CONDO	124	78	▲
TOTAL	150	87	▲
SALES TO NEW RATIO	0.21	0.53	▼

## Q1 SALES BY INVENTORY TYPE



<b>\$706,500</b> DETACHED MEDIAN SALE	<b>\$487,499</b> TOWN / LINK MEDIAN SALE	<b>\$417,500</b> APT / CONDO MEDIAN SALE
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## MEDIAN DET. SALE PRICE ■ # OF MEDIAN DET. SALES





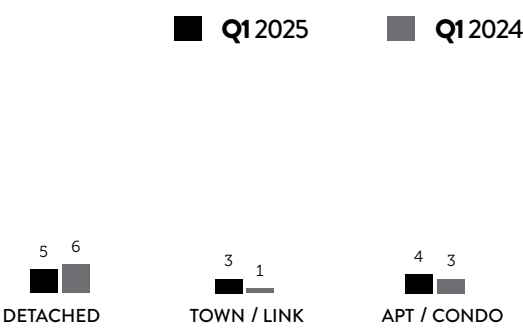
# MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q1 2025   TOTAL	\$599,450	12	52	0.23	\$575,000
Q1 2024   TOTAL	\$629,450	10	36	0.28	\$631,000
% CHANGE (+/-)	4.77% ▼	20.00% ▲	44.44% ▲	16.92% ▼	8.87% ▼
Q4 2024   TOTAL	\$474,950	20	43	0.47	\$480,050
% CHANGE (+/-)	26.21% ▲	40.00% ▼	20.93% ▲	50.38% ▼	19.78% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	8	7	▲
TOWN / LINK HOMES	8	5	▲
APARTMENT / CONDO	36	24	▲
TOTAL	52	36	▲
SALES TO NEW RATIO	0.23	0.28	▼

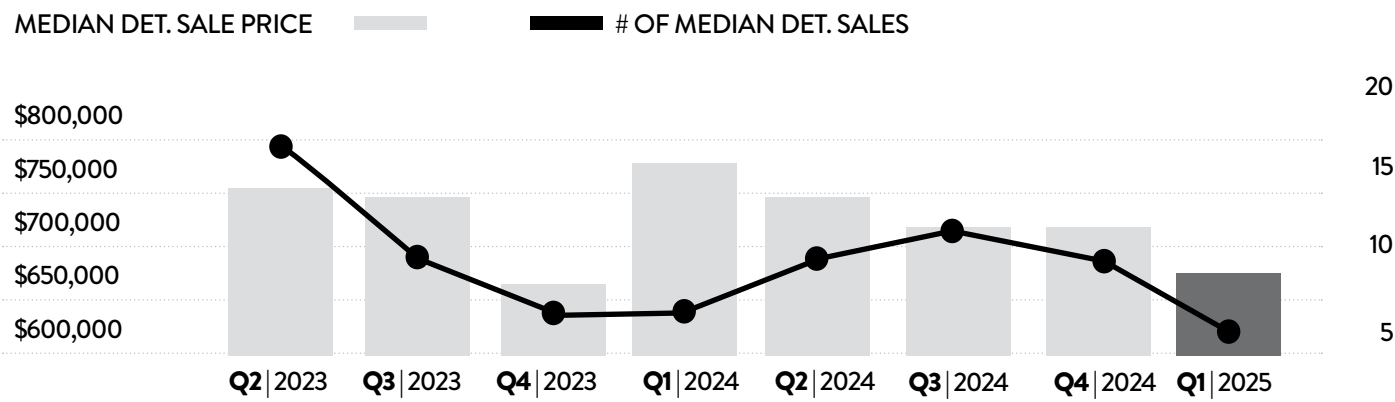
## Q1 SALES BY INVENTORY TYPE



**\$657,000**  
DETACHED MEDIAN SALE

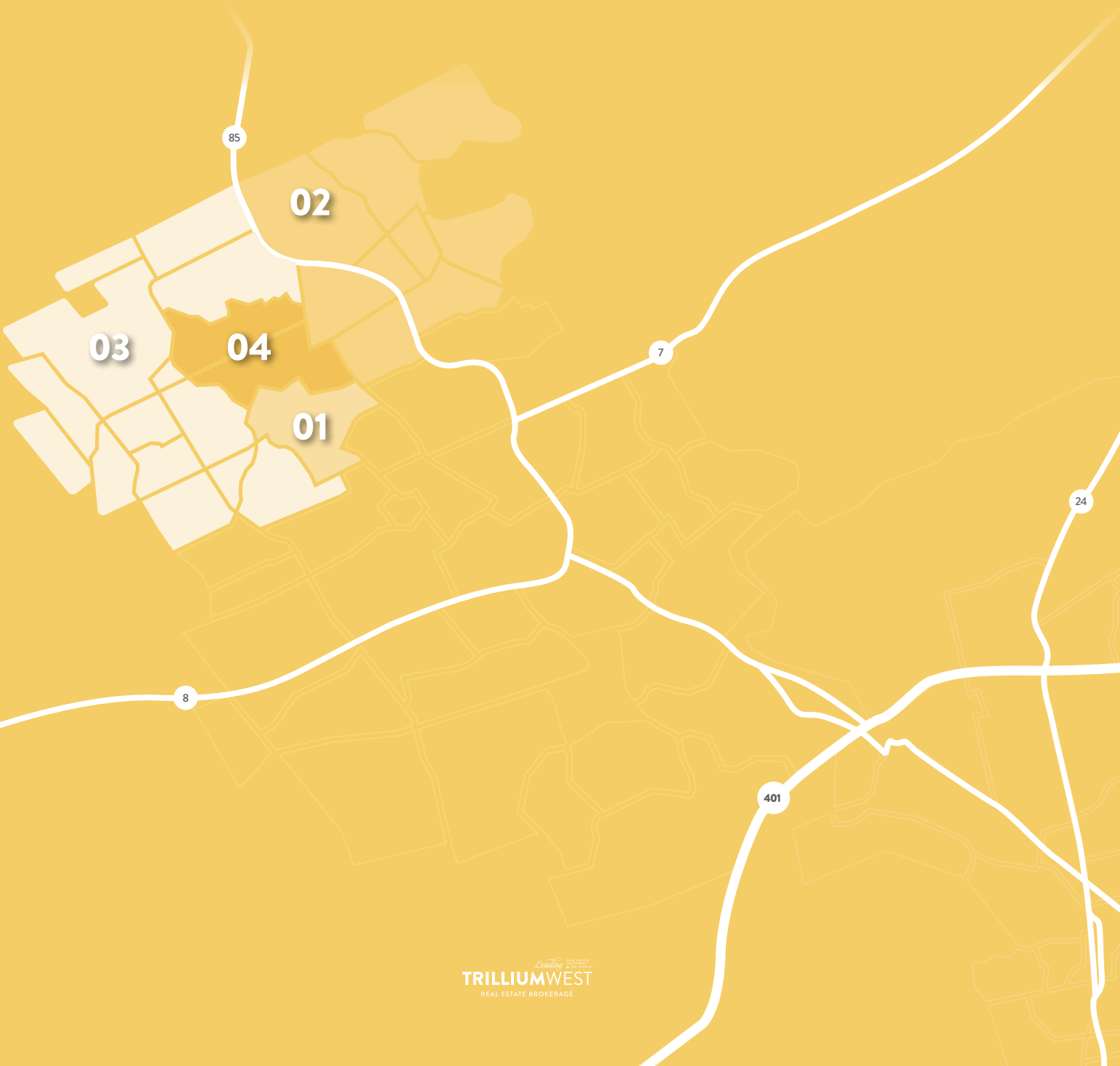
**\$650,000**  
TOWN / LINK MEDIAN SALE

**\$382,350**  
APT / CONDO MEDIAN SALE



## 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



0.43

	Q1   2025	% Chg (Y)	Q1   2024	% Chg (Q)	Q4   2024
MEDIAN DET. SALE PRICE	\$841,500	9.13% ▼	\$926,000	1.39% ▲	\$830,000
NUMBER OF NEW SALES	280	16.42% ▼	335	12.77% ▼	321
MEDIAN DAYS ON MARKET	21	8 days	13	11 days	32
NEW INVENTORY	647	19.37% ▲	542	24.66% ▲	519

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

## UP & DOWN QUICK REVIEW

▲3

Weeks on market is the median across the city to kick off the year. Less urgency for buyers, more conditions, and changes in listing strategies are all in effect as we continue to sit in a balanced but buyer-leaning market.

▲57.14%

Uptown's new inventory growth Q/Q is a sign of the spring market arriving but noting over 40% jump in inventory Y/Y means that we aren't just seeing a bump seasonally. Condos in particular are the space where we are seeing the biggest jump.

▲4.82%

University District sale prices are on the rise from last year. Even though this market continues to be one of the most buyer-leaning markets in the region there is no doubt that there are some options that do make sense for those wanting to set up near the post-secondary institutions.

▲8.66%

Q1 brought a notable increase in prices to West Waterloo Q/Q while the market shifted significantly towards buyers. Q1 was an excellent opportunity for buyers to get into some of those more desirable neighbourhoods/product types.

▼11.25%

Sale/New Ratio on the East end Y/Y is now down to 0.57. A notable drop Y/Y but still the top performing neighbourhood in the city. Buyers are still quite keen to be in the desirable pockets on this side of town where far few options arise than the West side.

▼28.33%

We saw a lot of condos hit the market in Uptown in Q1 with around 28% finding new owners. The condo market here is performing well below the detached space in the core.

▼38.26%

Sale/New Ratio is now below .5 for the first time in years for the West End. After a solid Q1 and years of stability in demand we are entering some new waters. Time will tell if Q1 is an outlier or a new frontier as supply and development continue.

▼9.13%

Waterloo as a whole. The Y/Y median detached price took one of the larger hits in the region. Prepare for this as we go into the spring. It's more important than ever to follow the market consistently to make sure you are educated as both a buyer or seller.

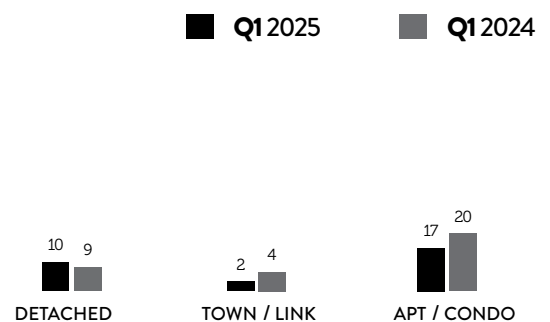
# UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$599,900	29	88	0.33	\$585,000
<b>Q1 2024</b>   TOTAL	\$624,900	33	62	0.53	\$625,000
% CHANGE (+/-)	4.00% ▼	12.12% ▼	41.94% ▲	38.09% ▼	6.40% ▼
<b>Q4 2024</b>   TOTAL	\$649,000	29	56	0.52	\$625,000
% CHANGE (+/-)	7.57% ▼	=	57.14% ▲	36.36% ▼	6.40% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	19	16	▲
TOWN / LINK HOMES	9	5	▲
APARTMENT / CONDO	60	41	▲
TOTAL	88	62	▲
SALES TO NEW RATIO	0.33	0.53	▼

## Q1 SALES BY INVENTORY TYPE

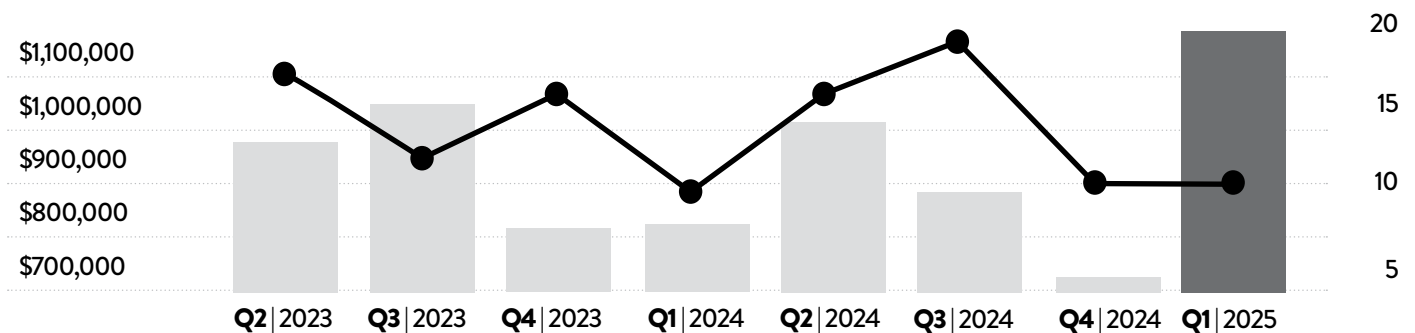


**\$1,133,500**  
 DETACHED MEDIAN SALE

**\$534,950**  
 TOWN / LINK MEDIAN SALE

**\$539,900**  
 APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE  # OF MEDIAN DET. SALES 



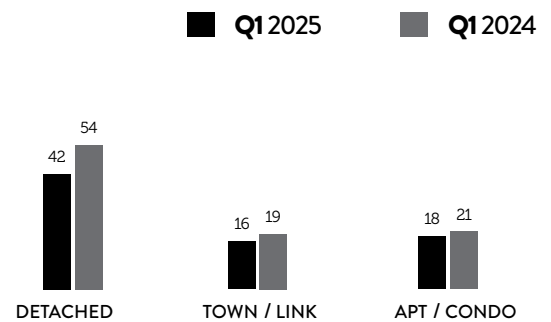
## EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$722,450	76	133	0.57	\$742,500
<b>Q1 2024</b>   TOTAL	\$754,900	94	146	0.64	\$775,500
% CHANGE (+/-)	4.30% ▼	19.15% ▼	8.90% ▼	11.25% ▼	4.26% ▼
<b>Q4 2024</b>   TOTAL	\$729,900	77	101	0.76	\$759,000
% CHANGE (+/-)	102% ▼	130% ▼	31.68% ▲	25.05% ▼	2.17% ▼

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	76	88	▼
TOWN / LINK HOMES	27	24	▲
APARTMENT / CONDO	30	34	▼
TOTAL	133	146	▼
SALES TO NEW RATIO	0.57	0.64	▼

### Q1 SALES BY INVENTORY TYPE



**\$841,500**

DETACHED MEDIAN SALE

**\$656,500**

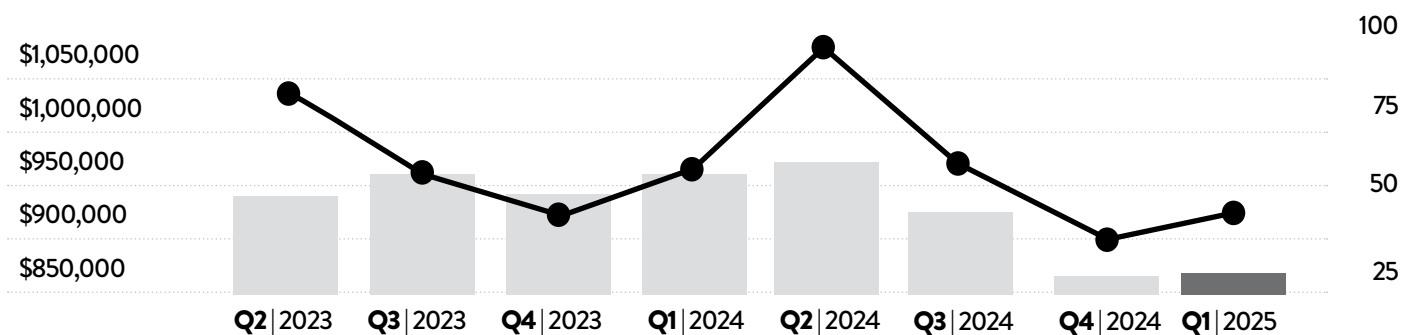
TOWN / LINK MEDIAN SALE

**\$474,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



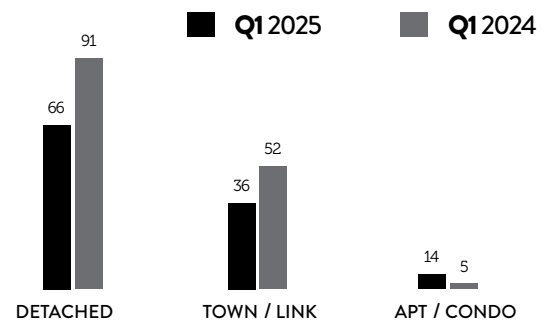
# WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$789,000	116	245	0.47	\$809,500
<b>Q1 2024</b>   TOTAL	\$799,900	148	193	0.77	\$831,000
% CHANGE (+/-)	1.36% ▼	21.62% ▼	26.94% ▲	38.26% ▼	2.59% ▼
<b>Q4 2024</b>   TOTAL	\$749,900	134	210	0.64	\$745,000
% CHANGE (+/-)	5.21% ▲	13.43% ▼	16.67% ▲	25.80% ▼	8.66% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
DETACHED HOMES	153	115	▲
TOWN / LINK HOMES	66	61	▲
APARTMENT / CONDO	26	17	▲
TOTAL	245	193	▲
SALES TO NEW RATIO	0.47	0.77	▼

## Q1 SALES BY INVENTORY TYPE



**\$932,000**

DETACHED MEDIAN SALE

**\$633,277**

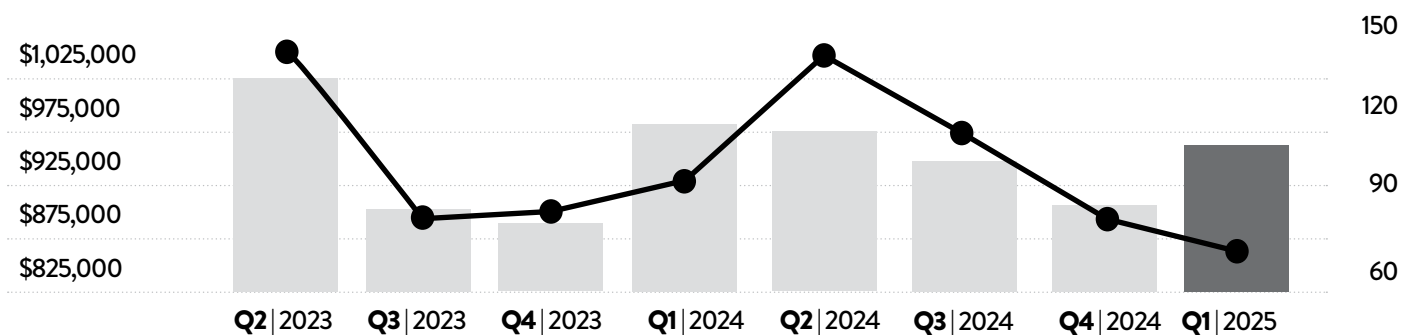
TOWN / LINK MEDIAN SALE

**\$485,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



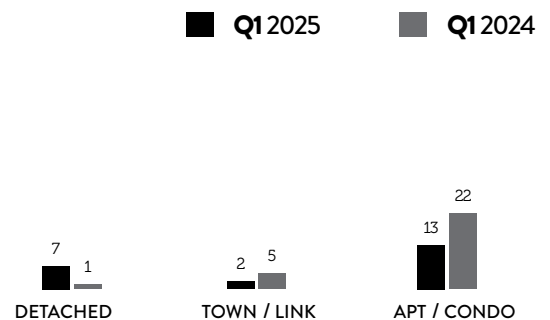
# UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025</b>   TOTAL	\$479,450	22	92	0.24	\$461,250
<b>Q1 2024</b>   TOTAL	\$449,850	28	73	0.38	\$440,050
% CHANGE (+/-)	6.58% ▲	21.43% ▼	26.03% ▲	37.66% ▼	4.82% ▲
<b>Q4 2024</b>   TOTAL	\$442,000	28	64	0.44	\$437,500
% CHANGE (+/-)	8.47% ▲	21.43% ▼	43.75% ▲	45.34% ▼	5.43% ▲

## Q1 NEW INVENTORY

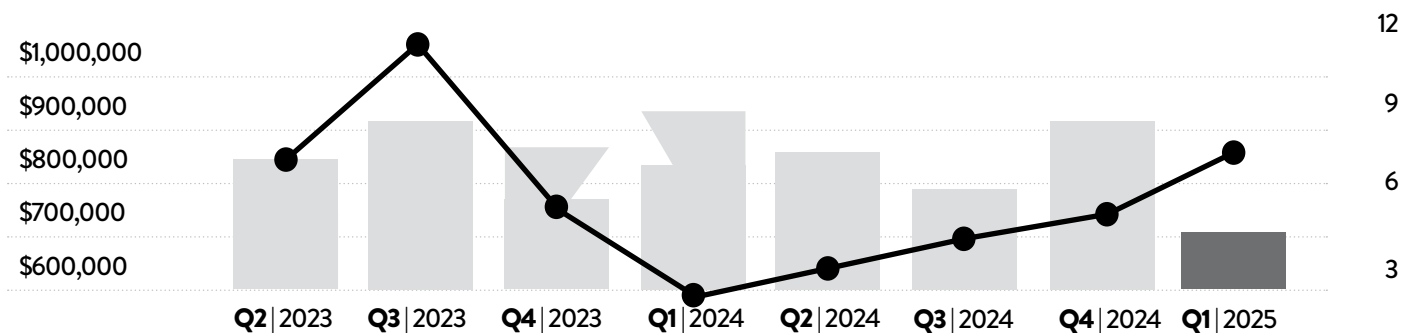
	Q1 2025	Q1 2024	TREND
DETACHED HOMES	13	7	▲
TOWN / LINK HOMES	8	4	▲
APARTMENT / CONDO	71	62	▲
TOTAL	92	73	▲
SALES TO NEW RATIO	0.24	0.38	▼

## Q1 SALES BY INVENTORY TYPE



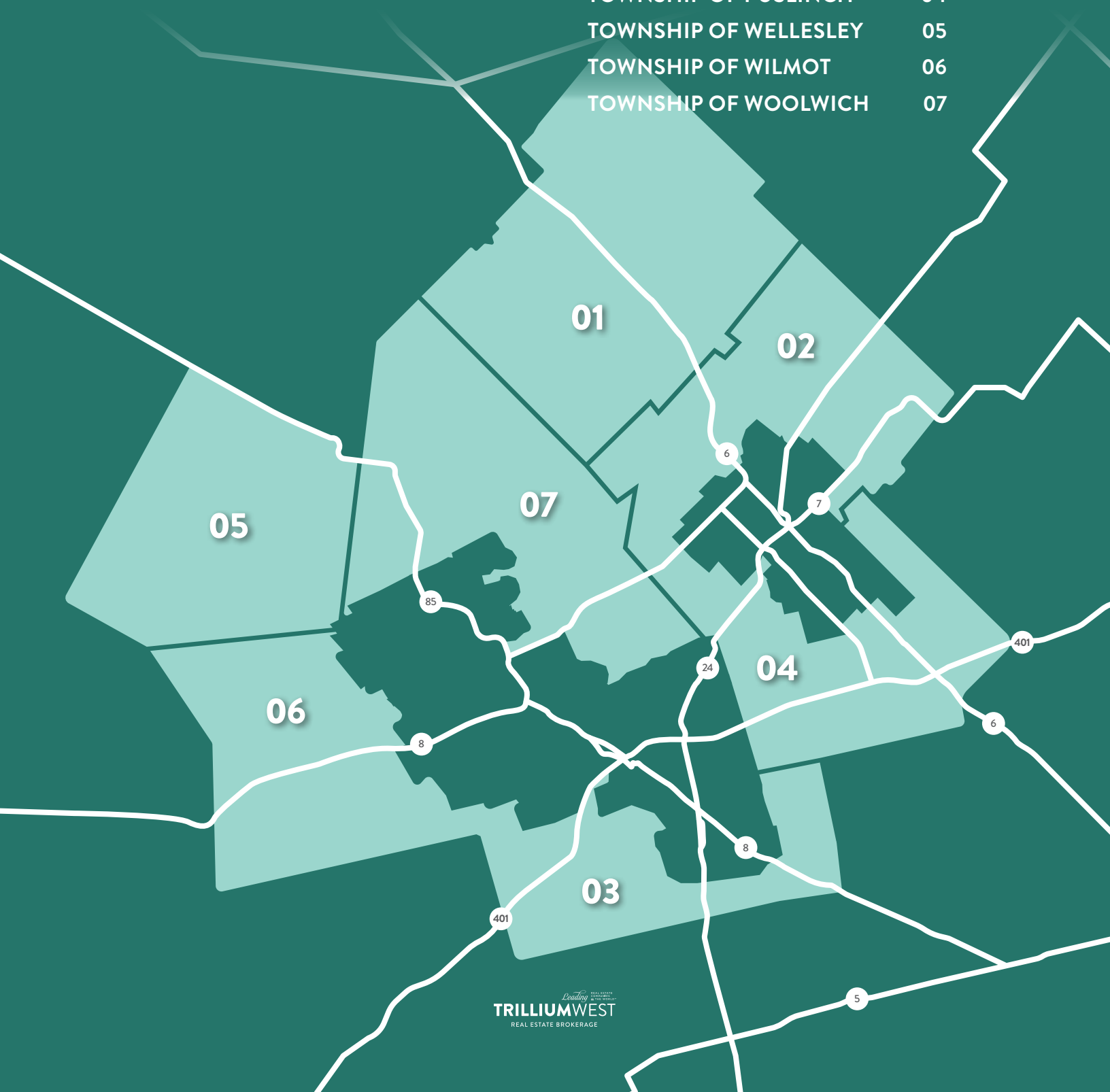
<b>\$660,000</b> DETACHED MEDIAN SALE	<b>\$560,000</b> TOWN / LINK MEDIAN SALE	<b>\$400,000</b> APT / CONDO MEDIAN SALE
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MEDIAN DET. SALE PRICE  # OF MEDIAN DET. SALES 



## 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



0.42

	Q1   2025	% Chg (Y)	Q1   2024	% Chg (Q)	Q4   2024
MEDIAN DET. SALE PRICE	\$930,000	16.59% ▼	\$1,115,000	1.85% ▼	\$947,500
NUMBER OF NEW SALES	261	19.94% ▼	326	14.71% ▼	306
MEDIAN DAYS ON MARKET	23	5 days	18	22 days	45
NEW INVENTORY	621	5.97% ▲	586	51.46% ▲	410

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

## UP & DOWN QUICK REVIEW

▲27.78% We are seeing a bump in overall days on market across the townships compared to last year giving buyers a bit more time to make decisions and fill conditions.

▼22.88% Q1 of 2025 has been a stark contrast to Q4 in Guelph Eramosa sale prices. A drop to a price under 1 Million hasn't happened since late 2023 but a pickup in sales may mean these median prices won't stay lower for long.

▲75.63% Centre Wellington sellers took the end of last year off but came in with a massive jump in new inventory coming to market Q/Q. If you're looking to buy in Fergus/Elora now is the time!

▼44.66% Woolwich has been on a ride on the west side of the region. Since last quarter the Sales/New Ratio has taken a steep drop to the lowest we've seen since the end of 2023.

▲12.78% A very notable bump in Y/Y sale prices in Puslinch. A few big sales in Puslinch have made it the township with the biggest jump in prices Y/Y all while shifting sitting further into a buyer's market at a 0.24 Sale/New Ratio.

▼19.94% Slide in sales across the townships Y/Y. The general market slowdown was not lost on the townships and although spring tends to be the time to shine, only time will tell if 2025 will lead to a different pace this spring.

▲24.39% North Dumfries Sale/New ratio is up big Y/Y led by a 46% jump in sales outpacing a 17% increase in listings. Buyers are seeing the value in the outskirts of Cambridge and North Dumfries is one we will certainly have our eyes on.

▼38.46% A drop in Wellesley sales which is already an area with lower sale numbers meant that 8 properties sold in Q1. If you are planning to list in Wellington it will be crucial to set yourself apart from the competition and buyers should look to take advantage of a growing market in the region.

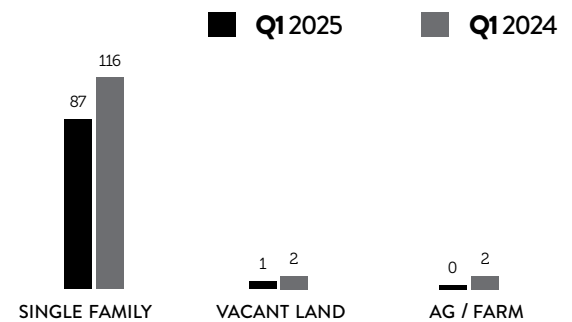
# TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$849,900	88	209	0.42	\$845,000
<b>Q1 2024   TOTAL</b>	\$799,900	120	204	0.59	\$787,450
% CHANGE (+/-)	6.25% ▲	26.67% ▼	2.45% ▲	28.42% ▼	731% ▲
<b>Q4 2024   TOTAL</b>	\$827,000	94	119	0.79	\$824,000
% CHANGE (+/-)	2.77% ▲	6.38% ▼	75.63% ▲	46.70% ▼	2.55% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	203	194	▲
TOWN / LINK HOMES	4	6	▼
APARTMENT / CONDO	2	4	▼
TOTAL	209	204	▲
SALES TO NEW RATIO	0.42	0.59	▼

## Q1 SALES BY INVENTORY TYPE



**\$845,000**

SINGLE FAMILY MEDIAN

**\$430,000**

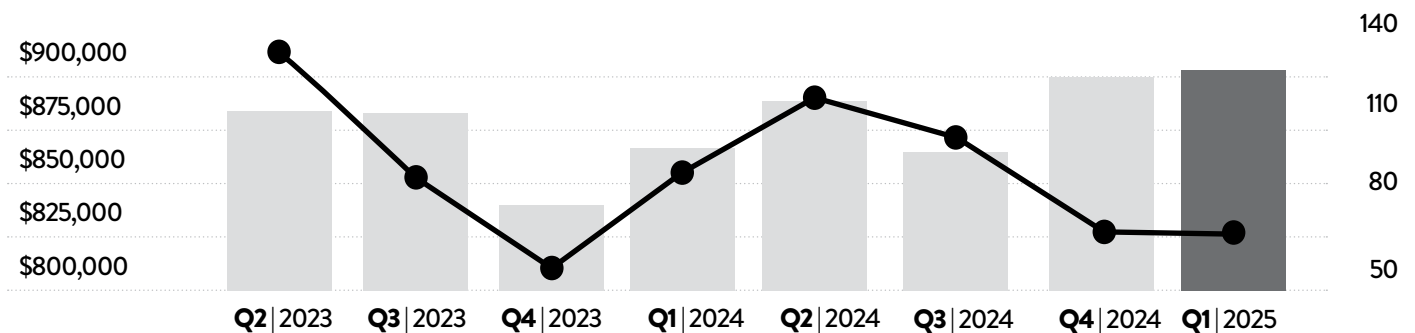
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



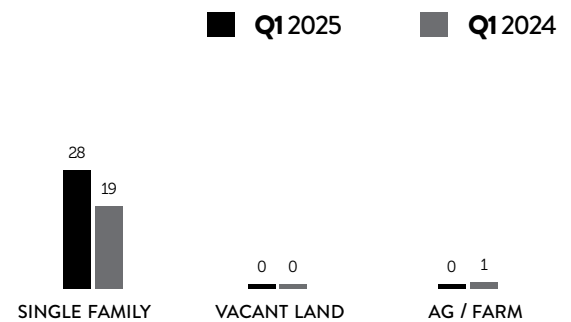
# TOWNSHIP OF GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$922,000	28	72	0.39	\$907,750
<b>Q1 2024   TOTAL</b>	\$1,039,949	20	55	0.36	\$1,014,000
<b>% CHANGE (+/-)</b>	11.34% ▼	40.00% ▲	30.91% ▲	6.94% ▲	10.48% ▼
<b>Q4 2024   TOTAL</b>	\$1,199,900	46	93	0.49	\$1,175,000
<b>% CHANGE (+/-)</b>	25.59% ▼	3.45% ▼	63.64% ▲	41.00% ▼	22.88% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	63	50	▲
TOWN / LINK HOMES	7	5	▲
APARTMENT / CONDO	2	0	▲
TOTAL	72	55	▲
SALES TO NEW RATIO	0.39	0.36	▲

## Q1 SALES BY INVENTORY TYPE



**\$907,750**

SINGLE FAMILY MEDIAN

**N/A**

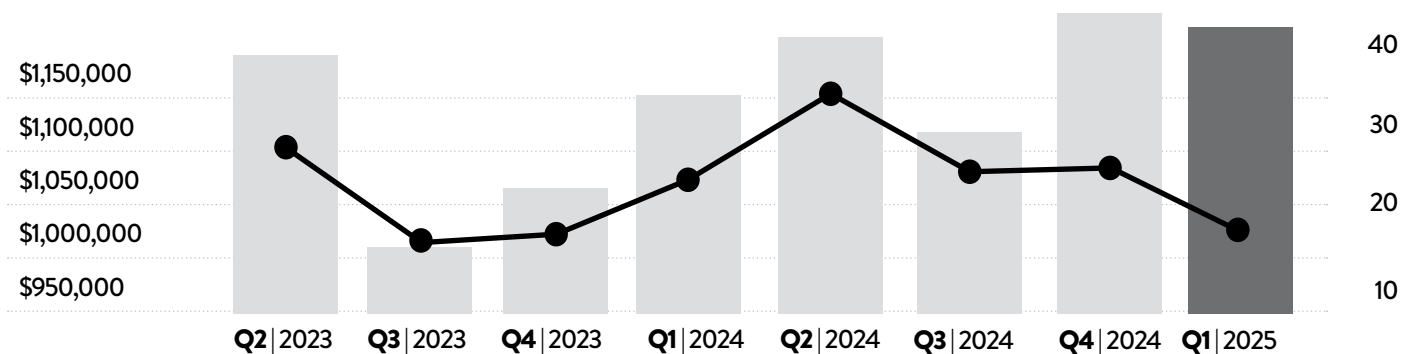
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES



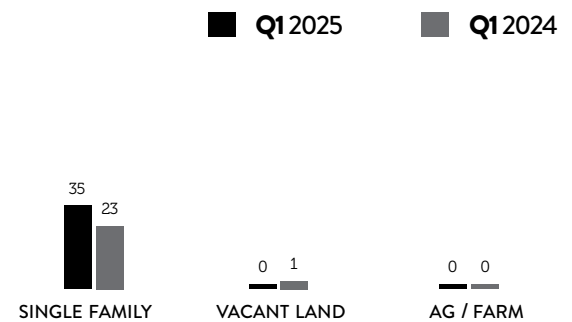
# TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$849,000	35	68	0.51	\$865,000
<b>Q1 2024   TOTAL</b>	\$919,900	24	58	0.41	\$917,500
% CHANGE (+/-)	771% ▼	45.83% ▲	17.24% ▲	24.39% ▲	572% ▼
<b>Q4 2024   TOTAL</b>	\$784,950	28	56	0.50	\$755,000
% CHANGE (+/-)	8.16% ▲	25.00% ▲	21.43% ▲	2.94% ▲	14.57% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	61	51	▲
TOWN / LINK HOMES	7	6	▲
APARTMENT / CONDO	0	1	▼
TOTAL	68	58	▲
SALES TO NEW RATIO	0.51	0.41	▲

## Q1 SALES BY INVENTORY TYPE



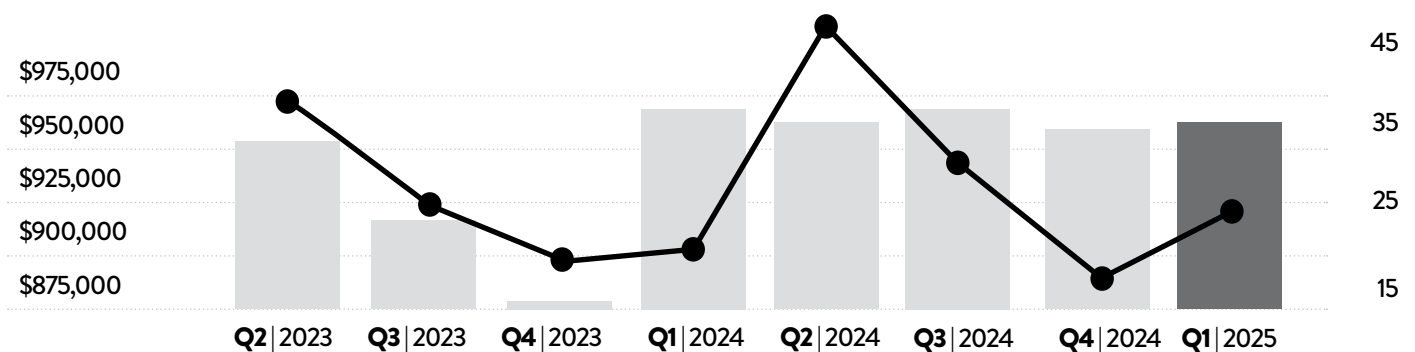
**\$865,000**  
SINGLE FAMILY MEDIAN

**N/A**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES



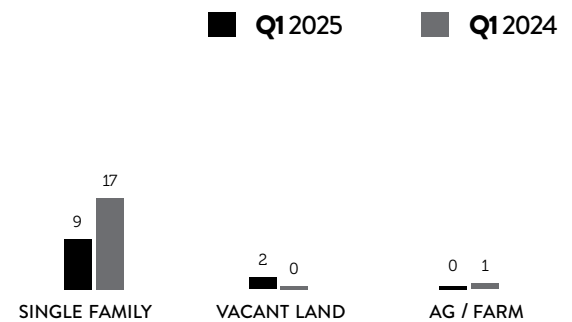
# TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$1,599,000	11	46	0.24	\$1,500,000
<b>Q1 2024   TOTAL</b>	\$1,374,950	18	58	0.31	\$1,330,000
% CHANGE (+/-)	16.30% ▲	38.89% ▼	20.69% ▼	22.95% ▼	12.78% ▲
<b>Q4 2024   TOTAL</b>	\$1,399,999	15	40	0.38	\$1,325,000
% CHANGE (+/-)	14.21% ▲	26.67% ▼	15.00% ▲	36.23% ▼	13.21% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	37	47	▼
TOWN / LINK HOMES	5	9	▼
APARTMENT / CONDO	4	2	▲
TOTAL	46	58	▼
SALES TO NEW RATIO	0.24	0.31	▼

## Q1 SALES BY INVENTORY TYPE



**\$1,500,000**

SINGLE FAMILY MEDIAN

**\$1,739,950**

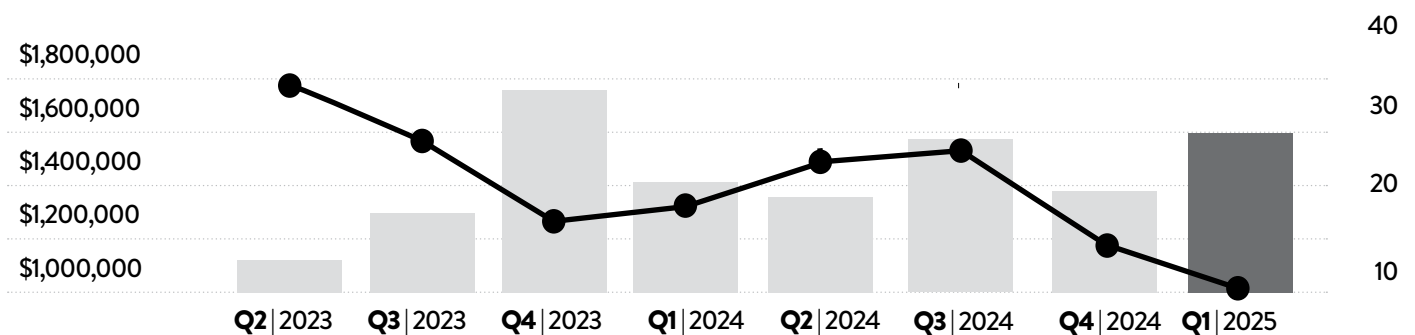
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



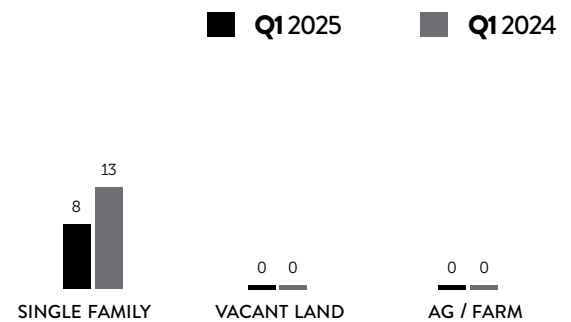
# TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$997,000	8	23	0.35	\$982,500
<b>Q1 2024   TOTAL</b>	\$975,000	13	28	0.46	\$953,000
<b>% CHANGE (+/-)</b>	32.77% ▲	26.32% ▼	21.05% ▼	6.67% ▼	32.58% ▲
<b>Q4 2024   TOTAL</b>	\$1,062,000	14	15	0.93	\$1,027,500
<b>% CHANGE (+/-)</b>	6.12% ▼	42.86% ▼	53.33% ▲	62.73% ▼	4.38% ▼

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	21	26	▼
TOWN / LINK HOMES	0	1	▼
APARTMENT / CONDO	2	1	▲
TOTAL	23	28	▼
SALES TO NEW RATIO	0.35	0.46	▼

## Q1 SALES BY INVENTORY TYPE



**\$982,500**

SINGLE FAMILY MEDIAN

**N/A**

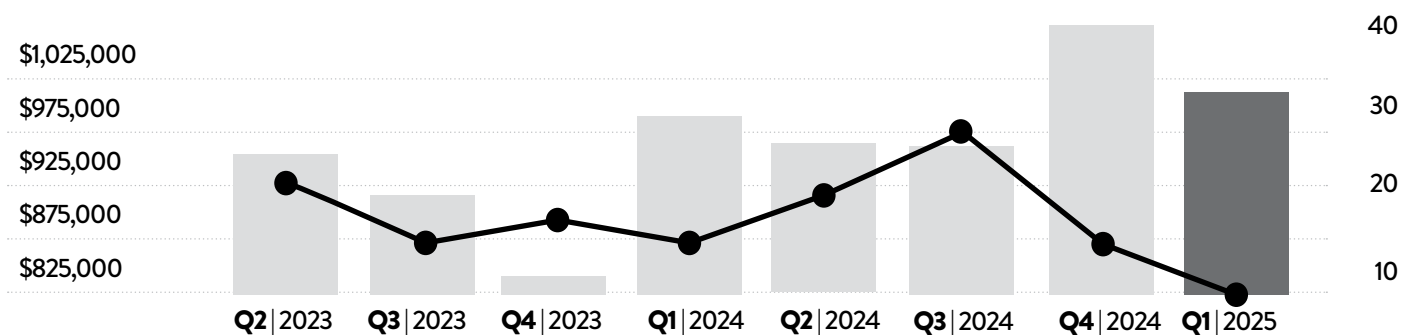
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



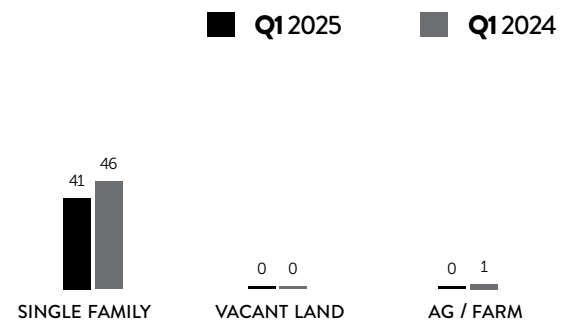
## TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$714,500	41	73	0.56	\$730,000
<b>Q1 2024   TOTAL</b>	\$869,900	47	70	0.67	\$875,000
% CHANGE (+/-)	1786% ▼	12.77% ▼	4.29% ▲	16.35% ▼	16.57% ▼
<b>Q4 2024   TOTAL</b>	\$799,900	50	58	0.86	\$839,500
% CHANGE (+/-)	10.68% ▼	18.00% ▼	25.86% ▲	34.85% ▼	13.04% ▼

### Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	70	68	▲
TOWN / LINK HOMES	2	1	▲
APARTMENT / CONDO	1	1	=
TOTAL	73	70	▲
SALES TO NEW RATIO	0.56	0.67	▼

### Q1 SALES BY INVENTORY TYPE



**\$730,000**

SINGLE FAMILY MEDIAN

**N/A**

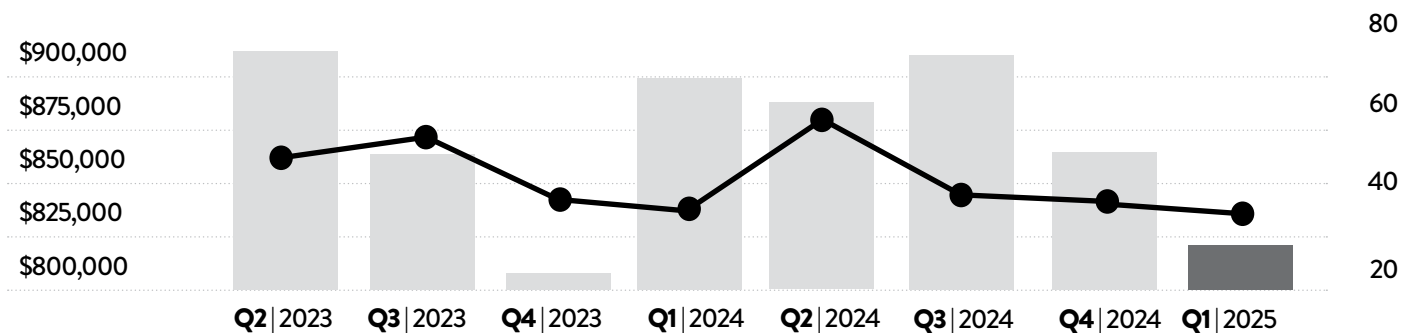
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

### MEDIAN DET. SALE PRICE

### # OF MEDIAN DET. SALES



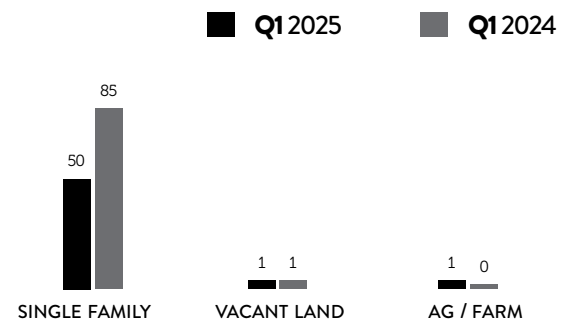
# TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q1 2025   TOTAL</b>	\$832,450	52	109	0.48	\$880,000
<b>Q1 2024   TOTAL</b>	\$869,450	86	111	0.77	\$850,121
% CHANGE (+/-)	4.26% ▼	39.53% ▼	1.80% ▼	38.43% ▼	3.51% ▲
<b>Q4 2024   TOTAL</b>	\$850,000	75	87	0.86	\$875,000
% CHANGE (+/-)	2.06% ▼	30.67% ▼	25.29% ▲	44.66% ▼	0.57% ▲

## Q1 NEW INVENTORY

	Q1 2025	Q1 2024	TREND
SINGLE FAMILY HOMES	102	104	▼
TOWN / LINK HOMES	5	7	▼
APARTMENT / CONDO	2	0	▲
TOTAL	109	111	▼
SALES TO NEW RATIO	0.48	0.77	▼

## Q1 SALES BY INVENTORY TYPE



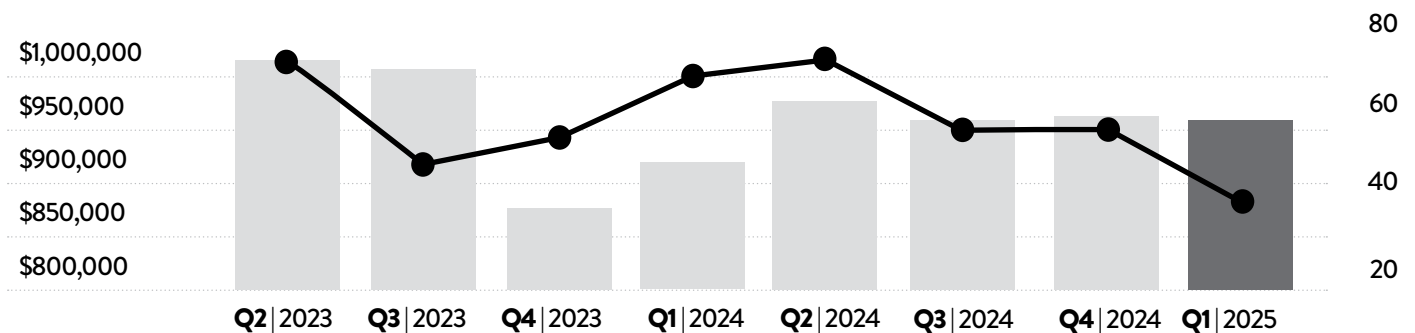
**\$860,000**  
SINGLE FAMILY MEDIAN

**\$1,100,000**  
VACANT LAND MEDIAN

**\$2,600,000**  
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.



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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