

TW Q2  
20  
24

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

QUARTERLY  
**DATA REPORT**

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Well, Q2 2024 is in the books, and this year's spring market was a little more tempered than we've seen in the past. Sales dipped slightly, and inventory climbed, especially in the later part of the quarter. The shift from winter to spring brought modest median price gains throughout the Region, but when looking at year-over-year data, most of the big four cities in our Region saw prices slip between 4-6%, with the exception of Waterloo and the Townships. Looks like the real estate gods decided to give us a plot twist!

With inventory climbing and sales waning, we now have 3.5 months of supply on the market—numbers we haven't seen in close to a decade. This translates into a much more balanced market versus the seller's market we've experienced in recent years. The question is, will this lull in the market last? There's a lot of media attention out there about the continued lack of supply, but our numbers actually show inventory climbing back at a fairly good rate, aligning us more with the real estate market of yesteryear. It's like the mid-2000s called and they want their market trends back.

That's the rearview mirror, but what lies ahead? Well, let us look into our real estate crystal ball. We expect Q3 to be quieter, as is typical for the dog days of summer, with kids out of school and people vacationing. Our monthly data shows inventory and sales have continued their respective trajectories. Picture a lazy river ride but with fewer inner tubes and more open houses.

Looking a little further out, with appreciation numbers slowing, we see more sellers staying put as they can't climb the proverbial property ladders as quickly as they could during the COVID years—at least the sellers who have bought since things slowed in early 2022. This could put added strain on our supply and inch us back towards a seller's market over the long run. Couple this with the increased demand that could come from the predicted interest rate decreases this fall, and we could be in for an interesting Q4 and Q1. Buckle up, folks—it's going to be a fun ride!

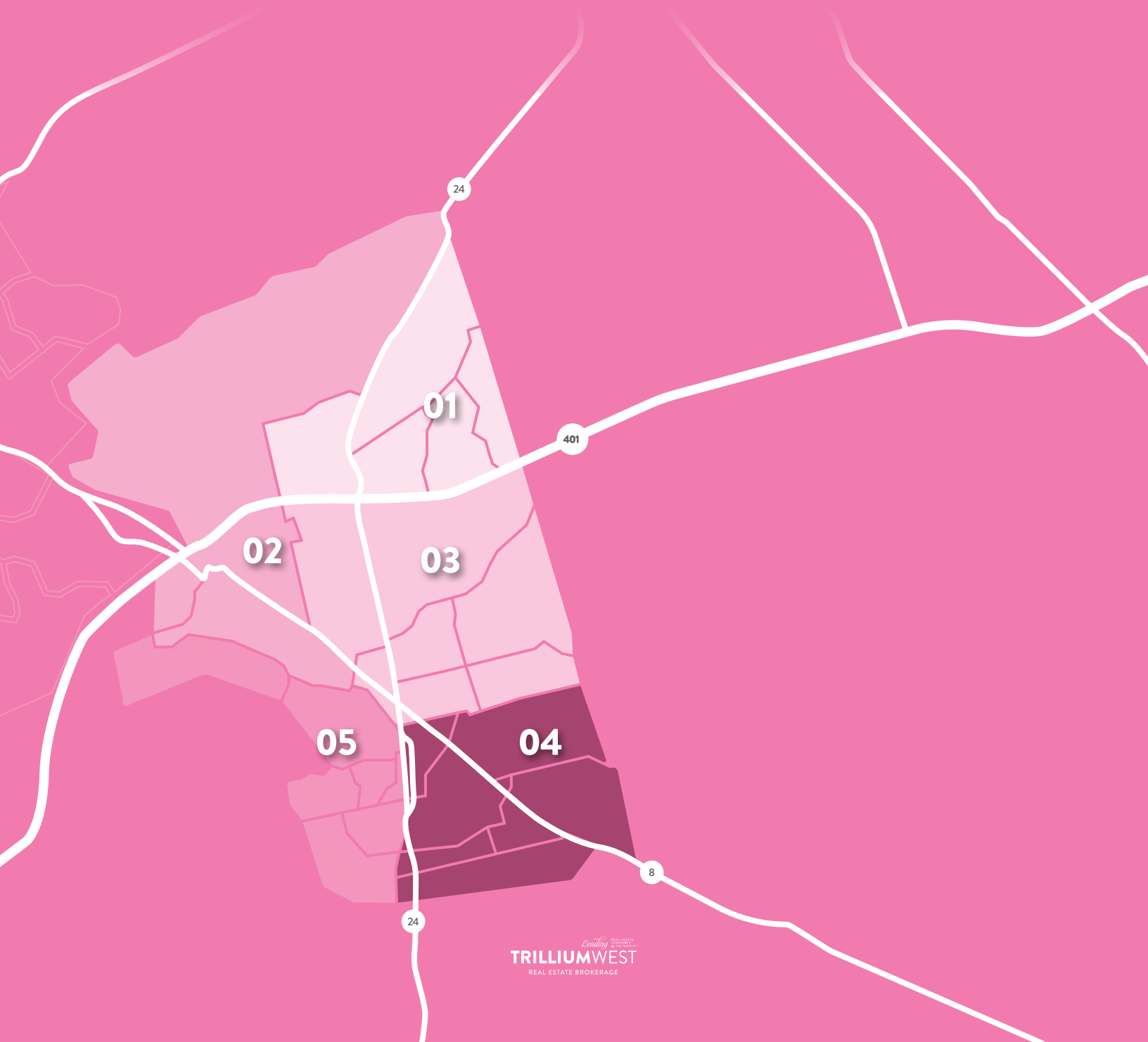
Demand slowing is likely a product of buyers trying to time the market with anticipated interest rate drops this fall, but we all know getting this timing perfect is a fool's game. With the added inventory and slower demand, Q3 could be your best opportunity to seize a great buy. Imagine it as the Black Friday of real estate, but with fewer elbows in your ribs.

With list-to-sale ratios hovering in the 0.5-0.55 range, this means 50% of properties are selling. Sellers, now more than ever, it's important to prep your home for sales, stage, and price appropriately, as it's these homes that are getting the interest and activity.

As with any market, there are pockets that are outperforming and underperforming, which is why you need your TW-trusted professional to help you navigate this ever-changing market. Here's to your dockside real estate adventures this summer. May your barbecues be smoky, your drinks be cold, and your offers be plentiful!

## CAMBRIDGE OVERVIEW

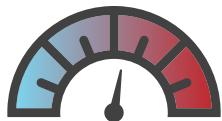
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## COMPLETE DATA CAMBRIDGE

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.58

	Q2   2024	% Chg (Y)	Q2   2023	% Chg (Q)	Q1   2024
MEDIAN DET. SALE PRICE	\$799,000	3.97% ▼	\$832,000	1.78% ▲	\$785,000
NUMBER OF NEW SALES	503	8.38% ▼	549	34.85% ▲	373
MEDIAN DAYS ON MARKET	11	3 days	8	3 days	14
NEW INVENTORY	866	11.45% ▲	777	54.37% ▲	561

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

## UP & DOWN QUICK REVIEW

▲35%

Overall sales have seen a significant boost Q/Q as we rounded out the spring. In part, this is a common seasonal shift but continues to be a good sign for a balanced market.

▼32%

West Galt's sale/new list ratio has slid from a sellers market at 0.72 to 0.48 since this time last year. With new inventory up significantly this quarter we are now nestled in a very balanced market in this area.

▲3.5%

Preston came in as the only Cambridge neighbourhood with a Y/Y increase in median sale price with a bump from \$690,000 to \$714,500.

▼9%

East Galt has seen the largest Y/Y hit to median sale price which follows in line with a surge of new inventory while the number of sales has stayed exactly the same at 93.

▲193

East Galt led the way with just shy of 200 new listings this quarter representing an 8.5% increase Y/Y.

▼4%

Sale/new listing ratio for North Galt. Representing the smallest swing in the city (0.68 compared to 0.7 last year) North Galt continues to hold steady on sale price and hasn't seen the same level of inventory growth as the other Cambridge neighbourhoods.

▲67%

The Q/Q inventory jump in West Galt has been significant. As the neighbourhood with the second highest median sale price (behind Hespeler) the growing options for buyers will certainly draw attention heading into Q3.

▼8%

The decline in new sales across Cambridge Y/Y. Although buyers are still out in force it has dipped since last year in a notable way. With the inventory climbing Cambridge looks to be a great area for buyers who are looking for options.

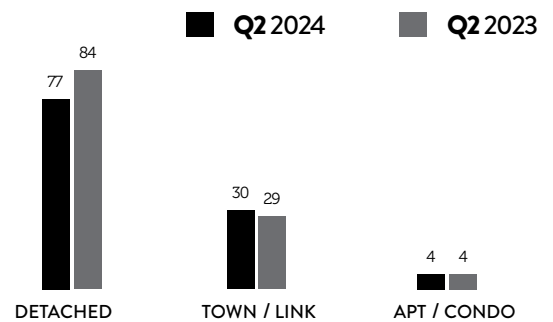
# HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$789,900	111	186	0.60	\$780,000
<b>Q2 2023</b>   TOTAL	\$749,900	117	163	0.72	\$805,000
% CHANGE (+/-)	5.33% ▲	5.13% ▼	14.11% ▲	16.86% ▼	3.11% ▼
<b>Q1 2024</b>   TOTAL	\$749,900	86	117	0.74	\$775,000
% CHANGE (+/-)	5.33% ▲	29.07% ▲	58.97% ▲	18.81% ▼	0.65% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	123	112	▲
TOWN / LINK HOMES	53	39	▲
APARTMENT / CONDO	10	12	▼
TOTAL	186	163	▲
SALES TO NEW RATIO	0.60	0.72	▼

## Q2 SALES BY INVENTORY TYPE



**\$870,000**

DETACHED MEDIAN SALE

**\$720,500**

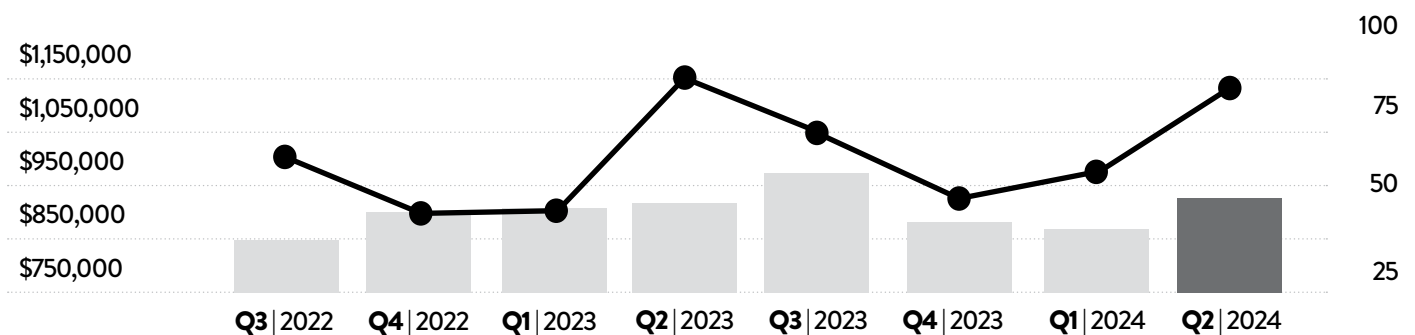
TOWN / LINK MEDIAN SALE

**\$397,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



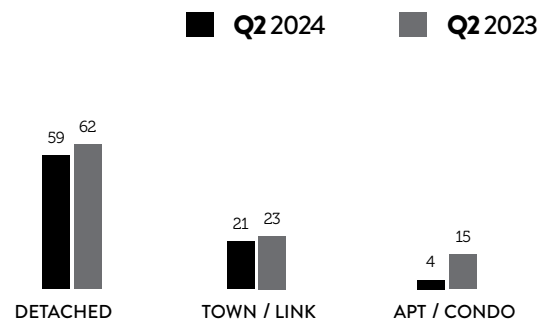
# PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$699,000	84	151	0.56	\$714,500
<b>Q2 2023</b>   TOTAL	\$617,000	100	131	0.76	\$690,000
% CHANGE (+/-)	13.29% ▲	-16.00% ▼	15.27% ▲	27.13% ▼	3.55% ▲
<b>Q1 2024</b>   TOTAL	\$642,250	66	99	0.67	\$665,000
% CHANGE (+/-)	8.84% ▲	27.27% ▲	52.53% ▲	16.56% ▼	7.44% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	101	81	▲
TOWN / LINK HOMES	37	36	▲
APARTMENT / CONDO	13	14	▼
TOTAL	151	131	▲
SALES TO NEW RATIO	0.56	0.76	▼

## Q2 SALES BY INVENTORY TYPE



**\$741,000**

DETACHED MEDIAN SALE

**\$650,000**

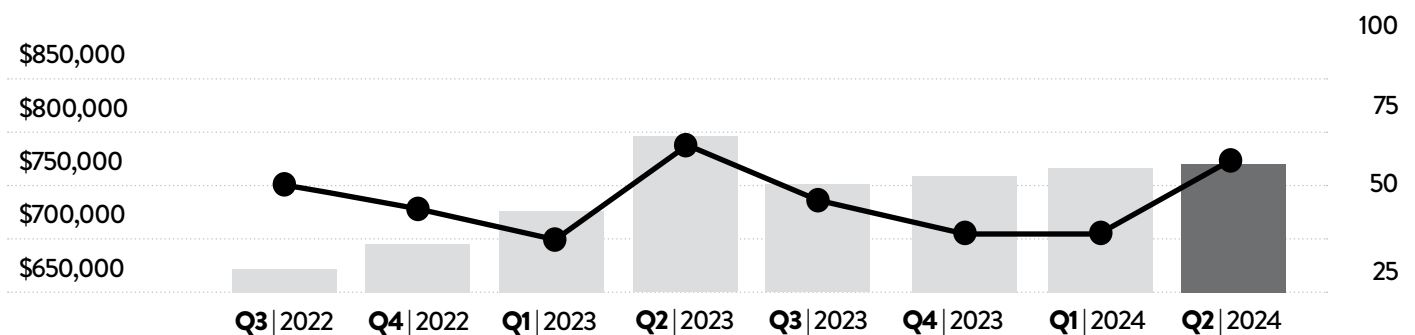
TOWN / LINK MEDIAN SALE

**\$509,666**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



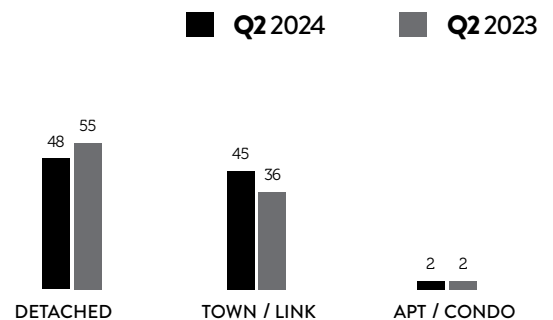
# NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$709,949	93	137	0.68	\$745,750
<b>Q2 2023</b>   TOTAL	\$649,900	93	132	0.70	\$740,000
% CHANGE (+/-)	9.24% ▲	=	3.79% ▲	3.65% ▼	0.78% ▲
<b>Q1 2024</b>   TOTAL	\$669,900	63	94	0.67	\$730,000
% CHANGE (+/-)	1.44% ▲	47.62% ▲	45.74% ▲	1.29% ▲	2.16% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	75	77	▼
TOWN / LINK HOMES	56	52	▲
APARTMENT / CONDO	6	3	▲
TOTAL	137	132	▲
SALES TO NEW RATIO	0.68	0.70	▼

## Q2 SALES BY INVENTORY TYPE



**\$955,000**

DETACHED MEDIAN SALE

**\$640,000**

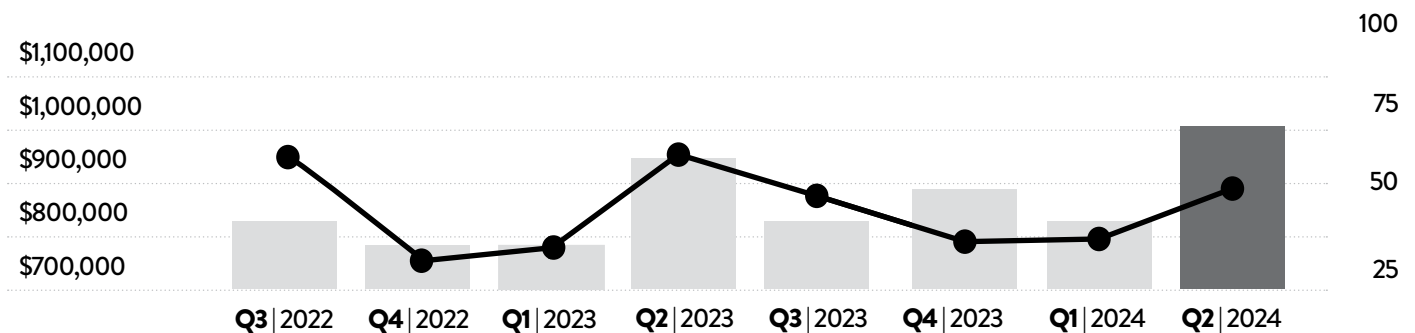
TOWN / LINK MEDIAN SALE

**\$512,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





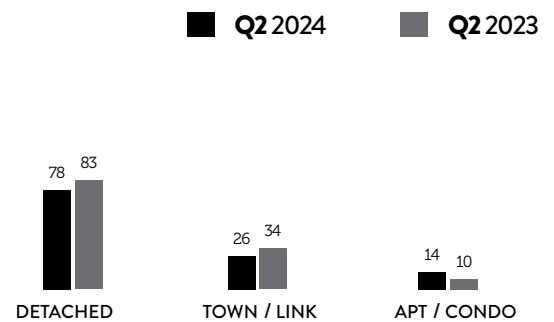
# EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$674,900	118	193	0.61	\$684,000
<b>Q2 2023</b>   TOTAL	\$675,000	127	178	0.71	\$750,000
% CHANGE (+/-)	0.01% ▼	7.09% ▼	8.43% ▲	14.31% ▼	8.80% ▼
<b>Q1 2024</b>   TOTAL	\$682,000	92	140	0.66	\$697,500
% CHANGE (+/-)	1.04% ▼	28.26% ▲	37.86% ▲	6.96% ▼	1.94% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	115	111	▲
TOWN / LINK HOMES	58	48	▲
APARTMENT / CONDO	20	19	▲
TOTAL	193	178	▲
SALES TO NEW RATIO	0.61	0.71	▼

## Q2 SALES BY INVENTORY TYPE



**\$753,000**

DETACHED MEDIAN SALE

**\$640,000**

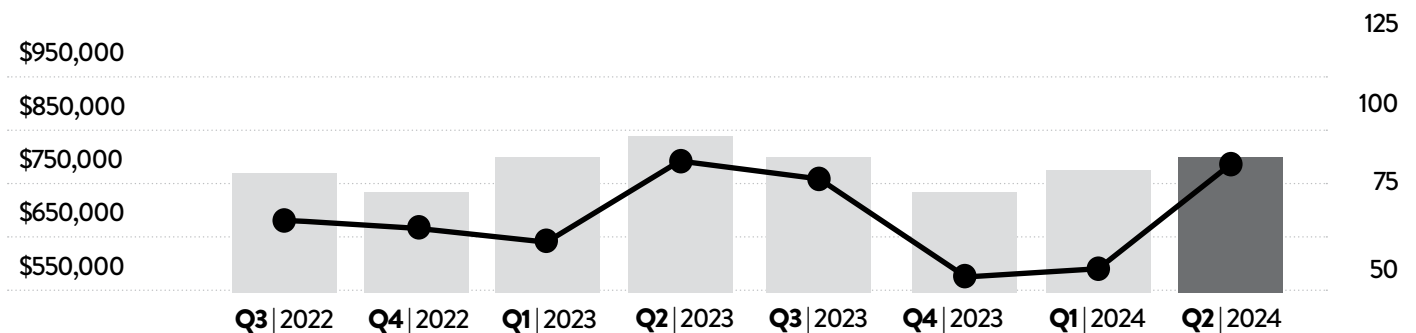
TOWN / LINK MEDIAN SALE

**\$420,950**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



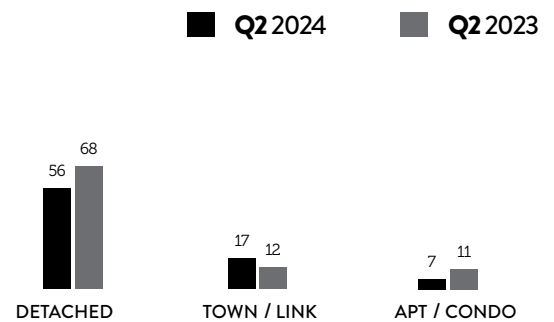
## WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$734,400	80	165	0.48	\$767,050
<b>Q2 2023</b>   TOTAL	\$739,900	91	127	0.72	\$811,333
% CHANGE (+/-)	0.74% ▼	12.09% ▼	29.92% ▲	32.33% ▼	5.46% ▼
<b>Q1 2024</b>   TOTAL	\$749,900	57	99	0.58	\$750,000
% CHANGE (+/-)	2.07% ▼	40.35% ▲	66.67% ▲	15.79% ▼	2.27% ▲

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	106	87	▲
TOWN / LINK HOMES	29	22	▲
APARTMENT / CONDO	30	18	▲
TOTAL	165	127	▲
SALES TO NEW RATIO	0.48	0.72	▼

### Q2 SALES BY INVENTORY TYPE



**\$842,500**

DETACHED MEDIAN SALE

**\$720,840**

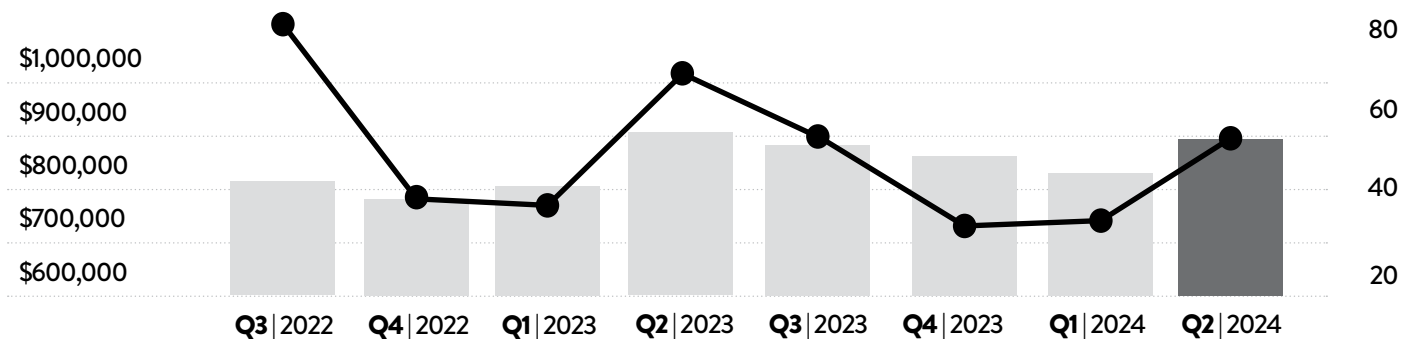
TOWN / LINK MEDIAN SALE

**\$498,500**

APT / CONDO MEDIAN SALE

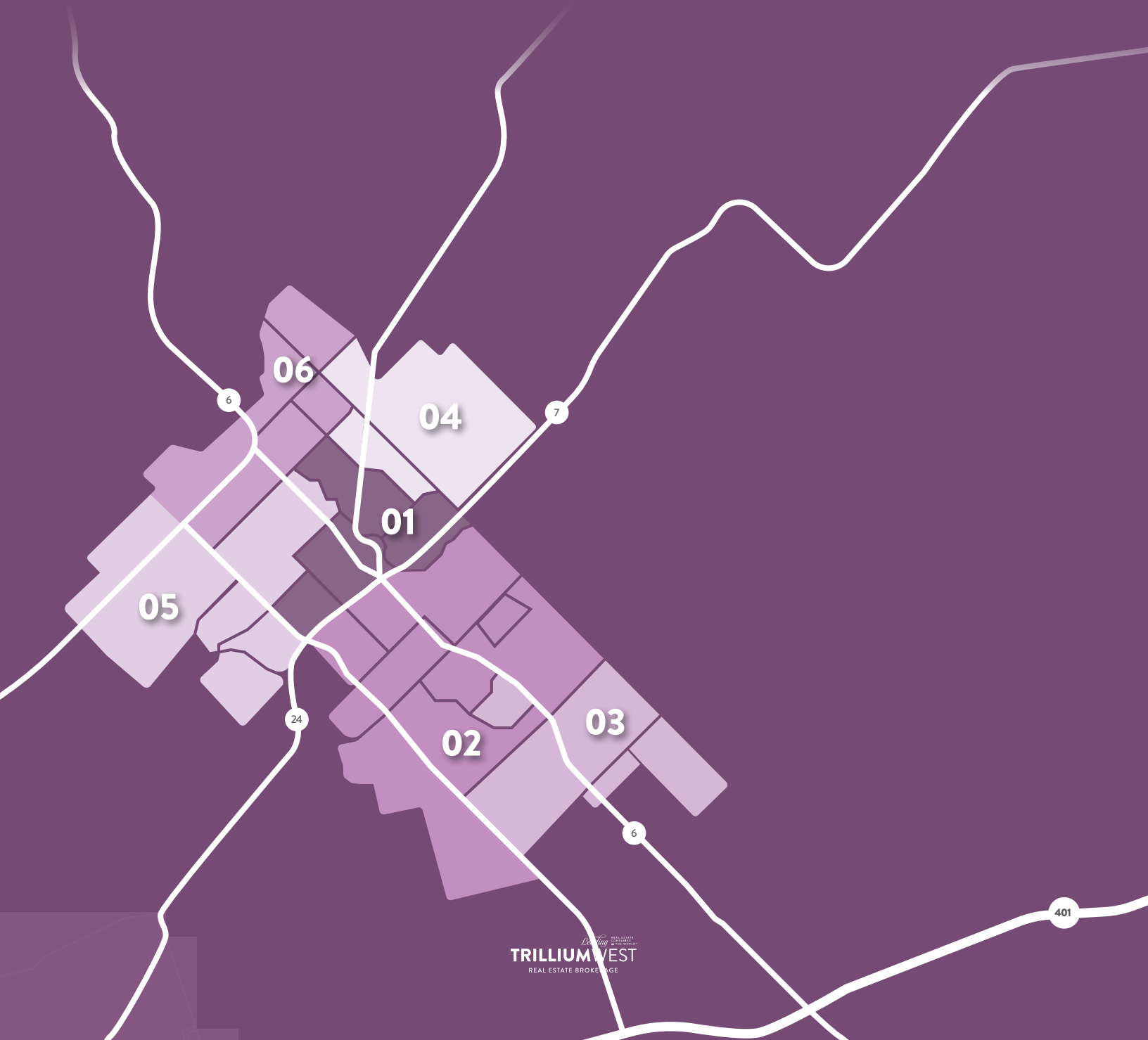
MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



## GUELPH OVERVIEW

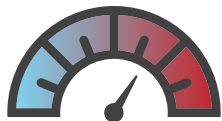
DOWNTOWN	01
MIDTOWN	02
SOUTH GUELPH	03
EAST GUELPH	04
WEST GUELPH	05
NORTH GUELPH	06



## COMPLETE DATA GUELPH

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.64

	Q2   2024	% Chg (Y)	Q2   2023	% Chg (Q)	Q1   2024
MEDIAN DET. SALE PRICE	\$875,000	5.91% ▼	\$930,000	=	\$875,000
NUMBER OF NEW SALES	553	3.32% ▼	572	33.57% ▲	414
MEDIAN DAYS ON MARKET	15	6 days	9	=	15
NEW INVENTORY	867	19.92% ▼	723	36.54% ▲	635

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

## UP & DOWN QUICK REVIEW

▲34%

Sales are up in a big way Q/Q. The spring market has brought with it more motivated buyers who have begun to churn through inventory. Some of this amount can certainly be attributed to seasonal markets but it's a promising sign for sellers this summer.

▲6

Days on Market across Guelph have jumped from 9 last year to 15 this year. Over a large sample size this is an indication of a more balanced market and points to less urgency and more conditions out there for buyers.

▲44%

Downtown Guelph has seen the largest Y/Y shift in inventory coming to market. This, along with Downtown holding at the lowest median detached price in the city (\$800,500) makes it a key market for first time buyers.

▲10%

West Guelph has been a standout with the largest jump in list prices Q/Q. When list prices are rising it's a great indicator of what sellers are expecting in this market and shows a shaking off of the 'price low and let it go' strategy of holding offers

▼0.15%

The drop in sales to new listing ratio Y/Y. This key indicator of the market reflects a pull towards balance between buyers and sellers. Down from 0.79 last year we know sit in a balance-leaning sellers market at 0.64.

▼6%

In median detached prices Y/Y across the city to \$875,000. This is the same median price we saw last quarter which speaks to much of the stability we've seen over the beginning of this year.

▼27%

Sale/new listing ratio in South Guelph. Consistently coming with a median detached price over \$1 Million it makes sense that it's seen the most slowdown given the smaller buyer pool. This summer is looking like a great time to consider one of the most desirable neighbourhoods in the region.

▼11%

Drop in sales in North Guelph Y/Y reflects only 6 fewer than last year. North Guelph tends to have less inventory than the other neighbourhoods in the city but still sits in a balance-leaning sellers market.

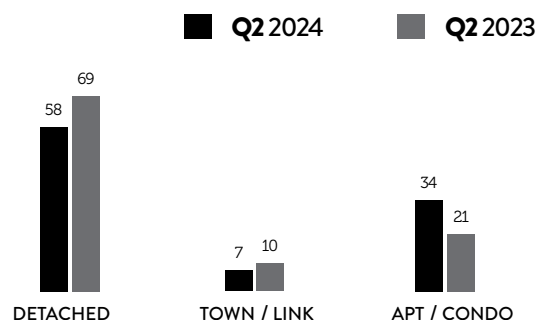
# DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$719,900	99	170	0.58	\$719,500
<b>Q2 2023</b>   TOTAL	\$759,950	100	118	0.85	\$776,500
% CHANGE (+/-)	5.27% ▼	100% ▼	44.07% ▲	31.28% ▼	734% ▼
<b>Q1 2024</b>   TOTAL	\$699,000	77	139	0.55	\$700,000
% CHANGE (+/-)	2.99% ▲	28.57% ▲	22.30% ▲	5.13% ▲	2.79% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	108	73	▲
TOWN / LINK HOMES	11	11	=
APARTMENT / CONDO	51	34	▲
TOTAL	170	118	▲
SALES TO NEW RATIO	0.58	0.85	▼

## Q2 SALES BY INVENTORY TYPE



**\$800,500**

DETACHED MEDIAN SALE

**\$630,000**

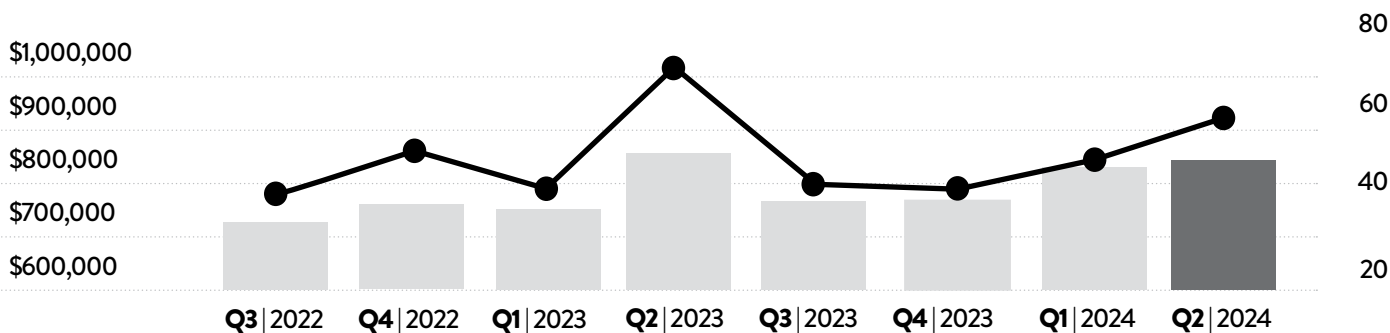
TOWN / LINK MEDIAN SALE

**\$602,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



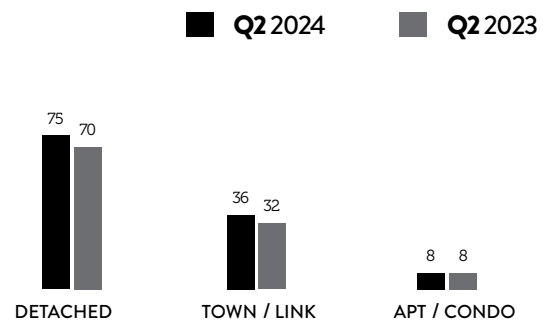
# MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$899,900	119	177	0.67	\$899,999
<b>Q2 2023</b>   TOTAL	\$899,900	110	156	0.71	\$931,500
% CHANGE (+/-)	=	8.18% ▲	13.46% ▲	4.65% ▼	3.38% ▼
<b>Q1 2024</b>   TOTAL	\$824,900	93	137	0.68	\$830,000
% CHANGE (+/-)	9.09% ▲	27.96% ▲	29.20% ▲	0.96% ▼	8.43% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	112	97	▲
TOWN / LINK HOMES	52	48	▲
APARTMENT / CONDO	13	11	▲
TOTAL	177	156	▲
SALES TO NEW RATIO	0.67	0.71	▼

## Q2 SALES BY INVENTORY TYPE



**\$995,000**

DETACHED MEDIAN SALE

**\$745,000**

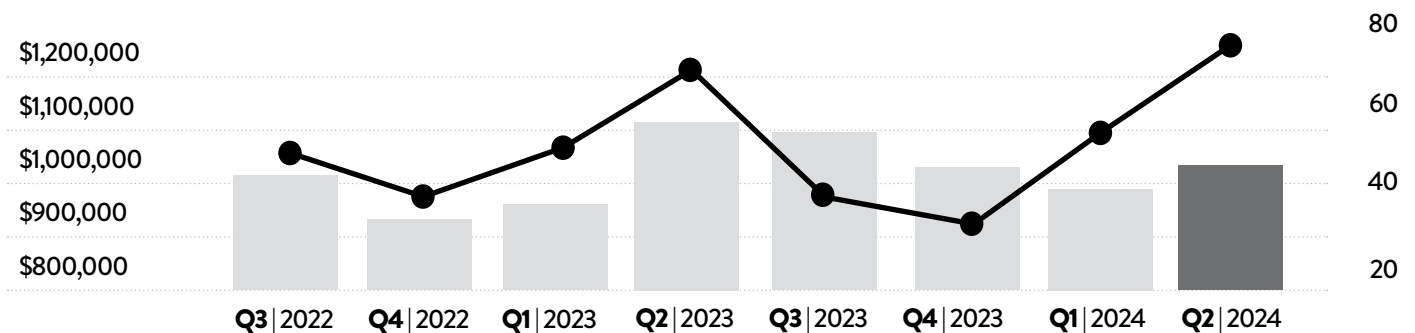
TOWN / LINK MEDIAN SALE

**\$517,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



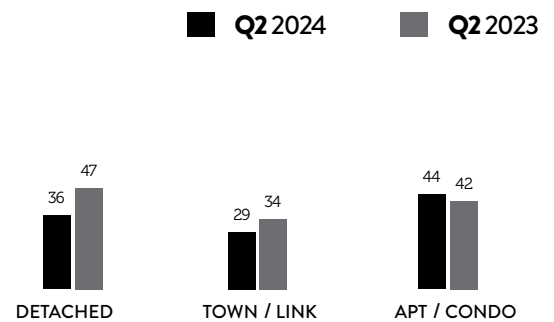
## SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$759,900	109	182	0.60	\$755,000
<b>Q2 2023</b>   TOTAL	\$834,900	123	150	0.82	\$825,000
% CHANGE (+/-)	8.98% ▼	11.38% ▼	21.33% ▲	26.96% ▼	8.48% ▼
<b>Q1 2024</b>   TOTAL	\$798,000	84	134	0.63	\$776,000
% CHANGE (+/-)	4.77% ▼	29.76% ▲	35.82% ▲	4.46% ▼	2.71% ▼

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	66	60	▲
TOWN / LINK HOMES	47	37	▲
APARTMENT / CONDO	69	53	▲
TOTAL	182	150	▲
SALES TO NEW RATIO	0.60	0.82	▼

### Q2 SALES BY INVENTORY TYPE



**\$1,040,000**

DETACHED MEDIAN SALE

**\$743,000**

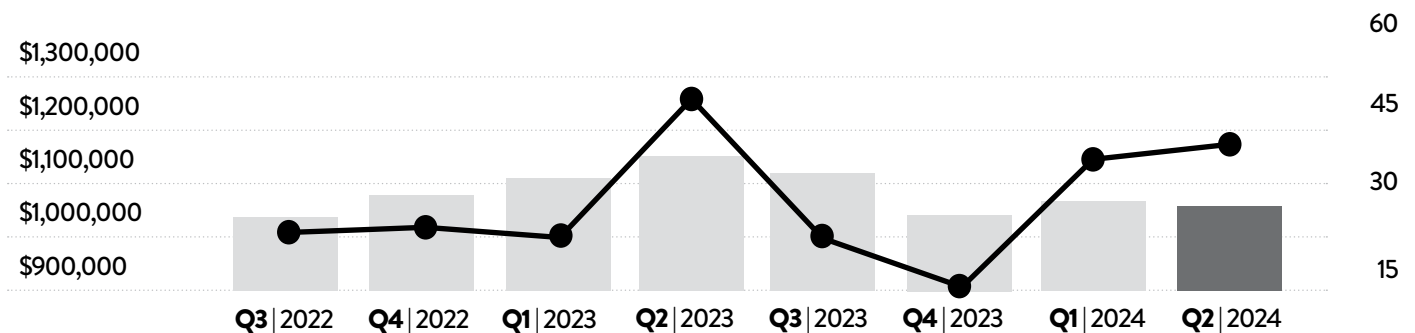
TOWN / LINK MEDIAN SALE

**\$563,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



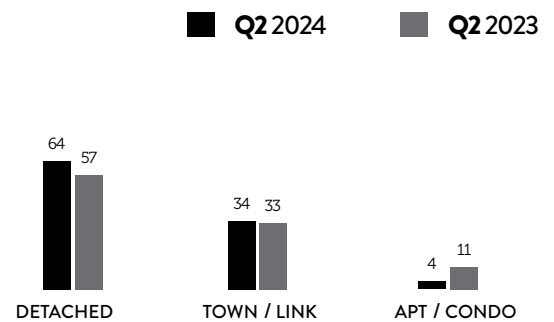
## EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$759,450	102	147	0.69	\$769,950
<b>Q2 2023</b>   TOTAL	\$789,900	101	134	0.75	\$801,000
% CHANGE (+/-)	3.85% ▼	0.99% ▲	9.70% ▲	7.94% ▼	3.88% ▼
<b>Q1 2024</b>   TOTAL	\$769,500	68	96	0.71	\$756,000
% CHANGE (+/-)	1.31% ▼	50.00% ▲	53.13% ▲	2.04% ▼	1.85% ▲

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	102	70	▲
TOWN / LINK HOMES	41	54	▼
APARTMENT / CONDO	4	10	▼
TOTAL	147	134	▲
SALES TO NEW RATIO	0.69	0.75	▼

### Q2 SALES BY INVENTORY TYPE



**\$804,500**

DETACHED MEDIAN SALE

**\$738,750**

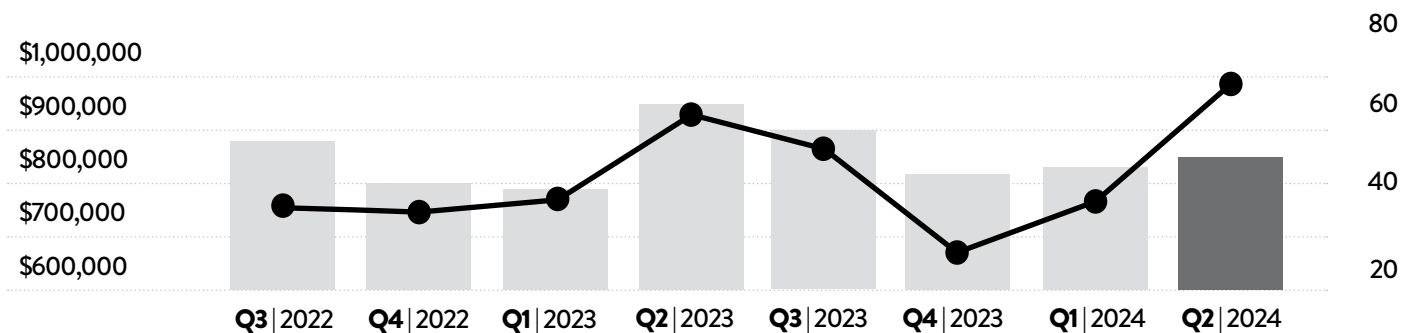
TOWN / LINK MEDIAN SALE

**\$431,944**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





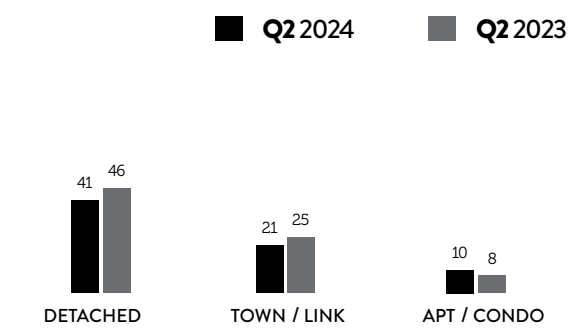
# WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2024   TOTAL	\$762,500	72	112	0.64	\$758,000
Q2 2023   TOTAL	\$769,900	79	100	0.79	\$781,000
% CHANGE (+/-)	0.96% ▼	8.86% ▼	12.00% ▲	18.63% ▼	2.94% ▼
Q1 2024   TOTAL	\$691,450	56	69	0.81	\$680,000
% CHANGE (+/-)	10.28% ▲	28.57% ▲	62.32% ▲	20.79% ▼	11.47% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	67	51	▲
TOWN / LINK HOMES	32	35	▼
APARTMENT / CONDO	13	14	▼
TOTAL	112	100	▲
SALES TO NEW RATIO	0.64	0.79	▼

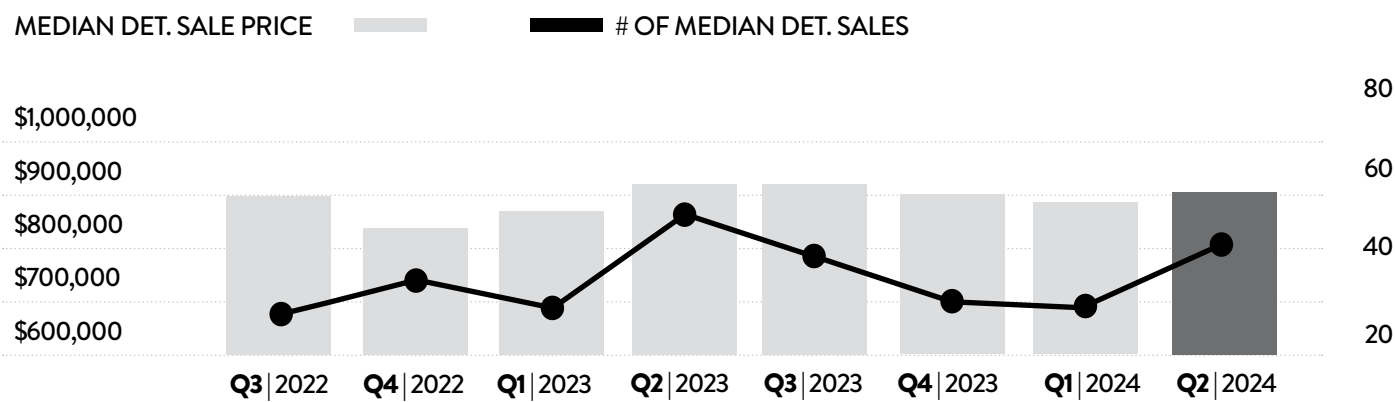
## Q2 SALES BY INVENTORY TYPE



**\$855,000**  
 DETACHED MEDIAN SALE

**\$600,000**  
 TOWN / LINK MEDIAN SALE

**\$422,495**  
 APT / CONDO MEDIAN SALE



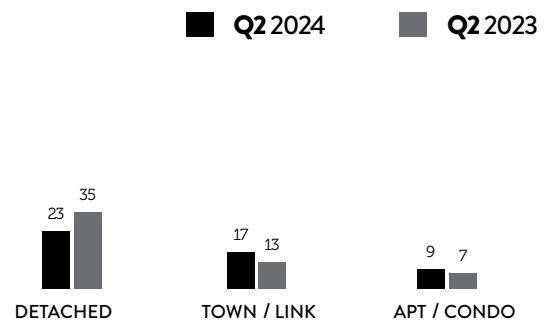
# NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$749,900	49	76	0.64	\$750,000
<b>Q2 2023</b>   TOTAL	\$799,000	55	59	0.93	\$806,000
% CHANGE (+/-)	6.15% ▼	10.91% ▼	28.81% ▲	30.84% ▼	6.95% ▼
<b>Q1 2024</b>   TOTAL	\$699,000	37	53	0.70	\$690,000
% CHANGE (+/-)	7.28% ▲	32.43% ▲	43.40% ▲	765% ▼	8.70% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	36	37	▼
TOWN / LINK HOMES	30	12	▲
APARTMENT / CONDO	10	10	=
TOTAL	76	59	▲
SALES TO NEW RATIO	0.64	0.93	▼

## Q2 SALES BY INVENTORY TYPE



**\$865,000**

DETACHED MEDIAN SALE

**\$680,000**

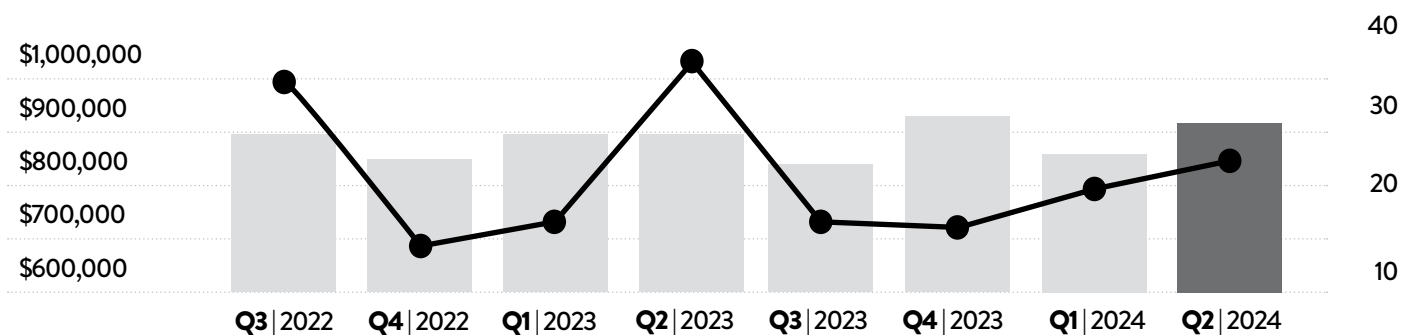
TOWN / LINK MEDIAN SALE

**\$565,000**

APT / CONDO MEDIAN SALE

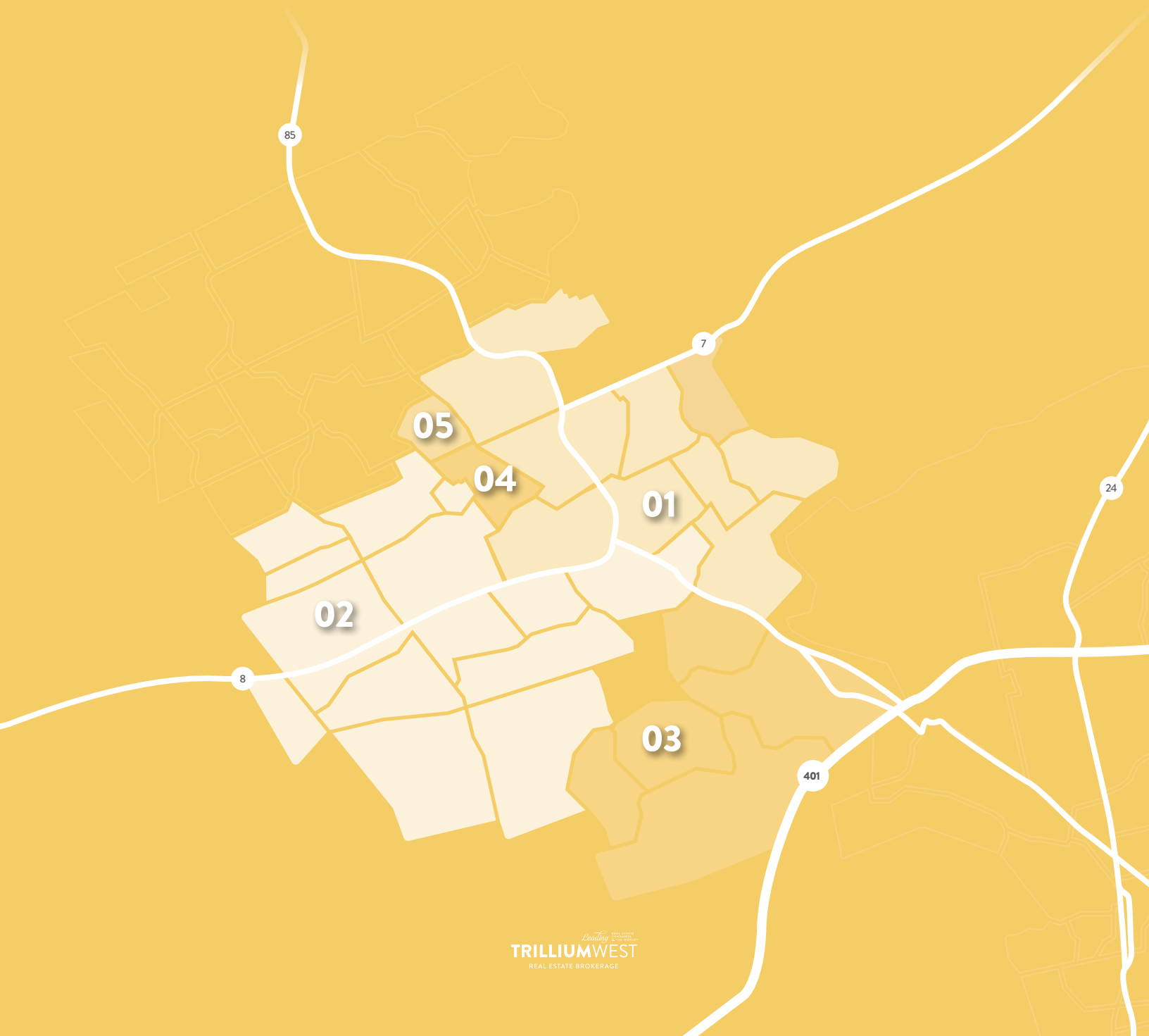
MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



## KITCHENER OVERVIEW

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



## COMPLETE DATA KITCHENER

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.56

	Q2   2024	% Chg (Y)	Q2   2023	% Chg (Q)	Q1   2024
MEDIAN DET. SALE PRICE	\$829,750	5.71% ▼	\$880,000	0.75% ▼	\$836,000
NUMBER OF NEW SALES	849	8.71% ▼	930	41.74% ▲	599
MEDIAN DAYS ON MARKET	11	3 days	8	=	11
NEW INVENTORY	1,528	20.50% ▲	1,268	60.17% ▲	954

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

## UP & DOWN QUICK REVIEW

▲165%

Midtown Kitchener inventory is bursting for those looking to nestle between the Downtown and Uptown cores. Driven by a significant jump in new condo options this is a key location for investors and first time buyers to be keeping an eye on.

▲42%

Q/Q jump in new sales across Kitchener. The city and market have come into full bloom this spring and buyers came out in force after Q1 to make the most of the growing inventory.

▲10%

The jump in Y/Y inventory in Downtown Kitchener. This swing in inventory can almost all be attributed to more condo options coming to market. The Downtown continues to be a great place for those pursuing a condo option in almost any price point.

▲29%

South Kitchener has seen a significant jump in sales Q/Q. As one of the fastest growing areas with great proximity to the 401 it's common to see this part of town ramp up in sales through the spring.

▼6%

Dip in median detached sale prices across the city. In line with what we've seen across the region this year has brought slight dips as inventory has climbed and the market has become more balanced.

▼3%

The small monthly shift in sale/new list ratio for West Kitchener Q/Q is a sign of stability in Q2. We've seen a surge of new listings over the past 3 month but buyer demand has stayed in line.

▼4.5%

East Kitchener median sale price is down Y/Y is on par with the rest of the region. This neighbourhood has seen a jump in inventory and dip in over sales since last year giving buyers some good negotiating room in many cases.

▼70%

Midtown has seen the largest drop in sale/new listing ratio in the city. With a massive increase in condos hitting the market this year from projects like Station Park, buyers who are looking to get into the condo market will have a lot of options between the Kitchener and Uptown cores.

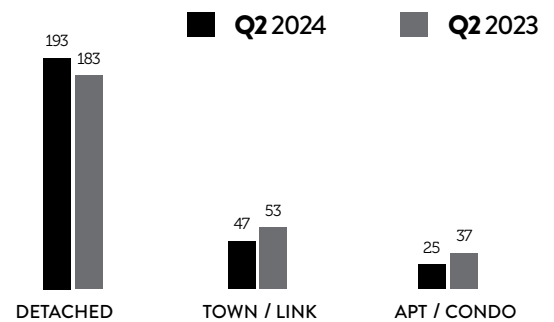
## EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$699,900	265	398	0.67	\$740,100
<b>Q2 2023</b>   TOTAL	\$699,900	273	358	0.76	\$775,000
% CHANGE (+/-)	=	2.93% ▼	11.17% ▲	12.69% ▼	4.50% ▼
<b>Q1 2024</b>   TOTAL	\$699,900	171	232	0.74	\$740,000
% CHANGE (+/-)	=	54.97% ▲	71.55% ▲	9.67% ▼	0.01% ▲

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	280	248	▲
TOWN / LINK HOMES	67	69	▼
APARTMENT / CONDO	51	41	▲
TOTAL	398	358	▲
SALES TO NEW RATIO	0.67	0.76	▼

### Q2 SALES BY INVENTORY TYPE



**\$800,000**

DETACHED MEDIAN SALE

**\$650,000**

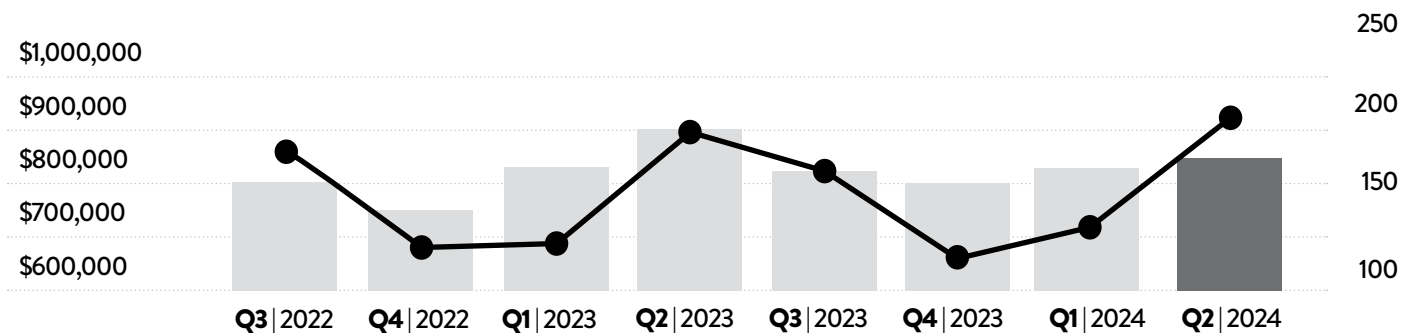
TOWN / LINK MEDIAN SALE

**\$416,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



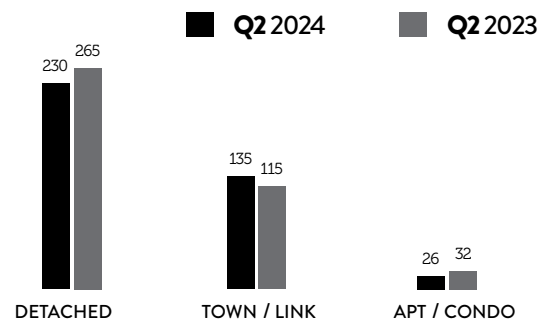
# WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$699,000	391	650	0.60	\$736,000
<b>Q2 2023</b>   TOTAL	\$699,000	412	516	0.80	\$773,250
% CHANGE (+/-)	=	5.10% ▼	25.97% ▲	24.66% ▼	4.82% ▼
<b>Q1 2024</b>   TOTAL	\$694,900	260	419	0.62	\$716,250
% CHANGE (+/-)	0.59% ▲	50.38% ▲	55.13% ▲	3.06% ▼	2.76% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	360	320	▲
TOWN / LINK HOMES	242	139	▲
APARTMENT / CONDO	48	57	▼
TOTAL	650	516	▲
SALES TO NEW RATIO	0.60	0.80	▼

## Q2 SALES BY INVENTORY TYPE



**\$799,000**

DETACHED MEDIAN SALE

**\$637,250**

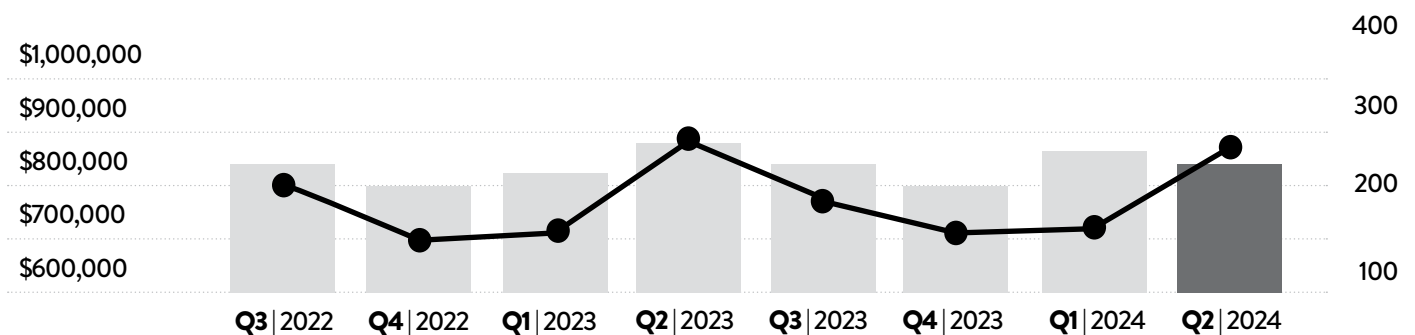
TOWN / LINK MEDIAN SALE

**\$410,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



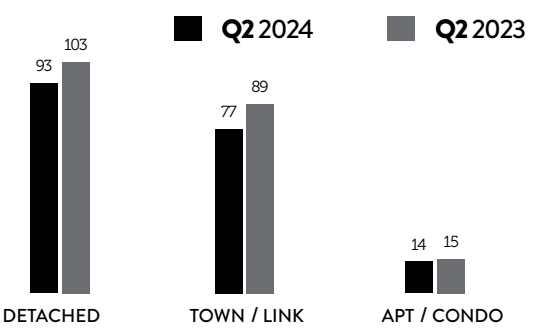
# SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2024   TOTAL	\$767,450	184	354	0.52	\$815,000
Q2 2023   TOTAL	\$771,950	207	302	0.69	\$842,500
% CHANGE (+/-)	0.58% ▼	11.11% ▼	17.22% ▲	24.17% ▼	3.26% ▼
Q1 2024   TOTAL	\$749,000	143	235	0.61	\$760,000
% CHANGE (+/-)	2.46% ▲	28.67% ▲	50.64% ▲	14.58% ▼	7.24% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	170	166	▲
TOWN / LINK HOMES	159	122	▲
APARTMENT / CONDO	25	14	▲
TOTAL	354	302	▲
SALES TO NEW RATIO	0.52	0.69	▼

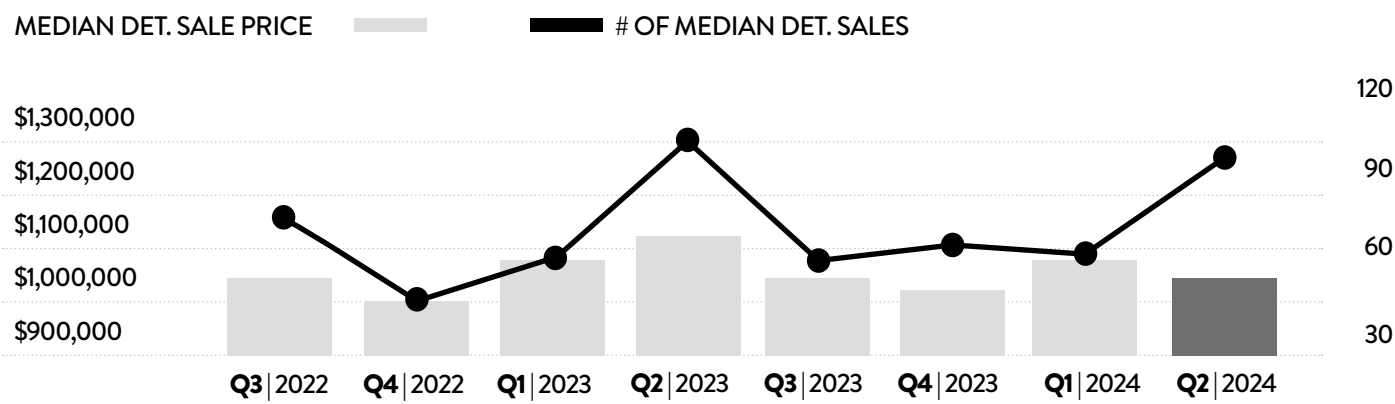
## Q2 SALES BY INVENTORY TYPE



**\$999,999**  
 DETACHED MEDIAN SALE

**\$660,000**  
 TOWN / LINK MEDIAN SALE

**\$421,000**  
 APT / CONDO MEDIAN SALE



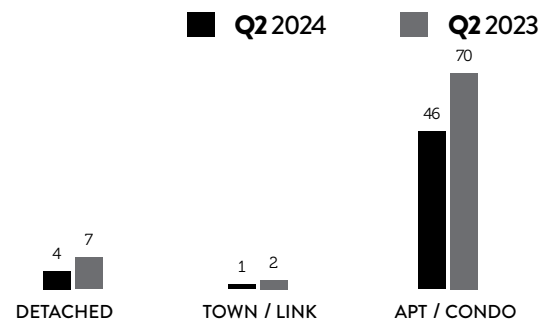
## DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$439,900	51	156	0.33	\$420,000
<b>Q2 2023</b>   TOTAL	\$479,900	79	142	0.56	\$480,000
% CHANGE (+/-)	8.34% ▼	35.44% ▼	9.86% ▲	41.24% ▼	12.50% ▼
<b>Q1 2024</b>   TOTAL	\$449,900	46	87	0.53	\$444,250
% CHANGE (+/-)	2.22% ▼	10.87% ▲	79.31% ▲	38.17% ▼	5.46% ▼

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	18	14	▼
TOWN / LINK HOMES	4	13	▲
APARTMENT / CONDO	134	115	▲
TOTAL	156	142	▲
SALES TO NEW RATIO	0.33	0.56	▼

### Q2 SALES BY INVENTORY TYPE



**\$672,500**

DETACHED MEDIAN SALE

**\$776,000**

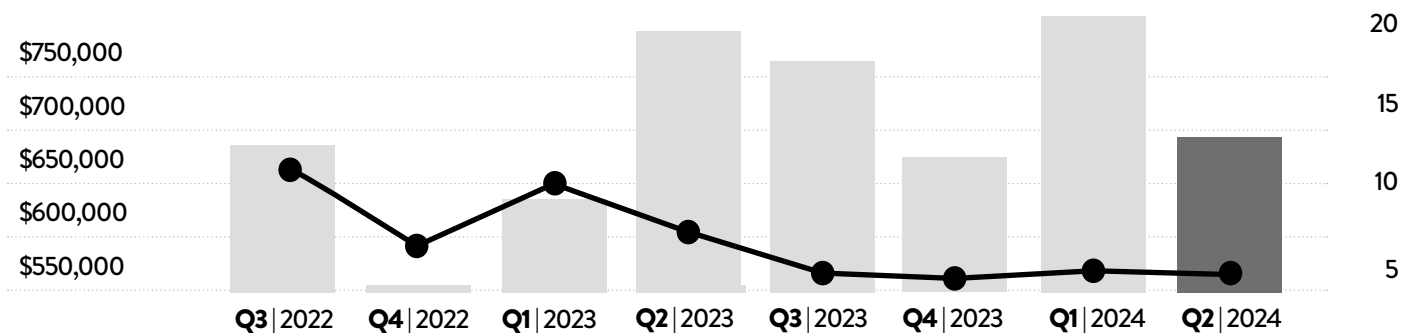
TOWN / LINK MEDIAN SALE

**\$417,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





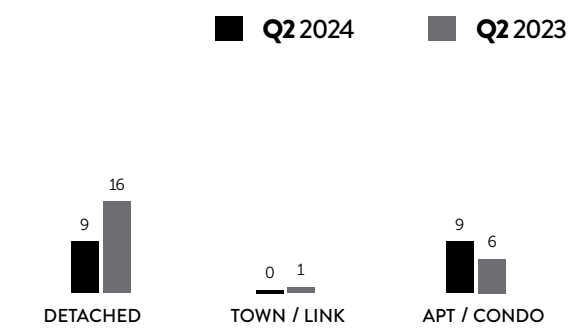
# MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2024   TOTAL	\$599,900	18	82	0.22	\$615,000
Q2 2023   TOTAL	\$599,900	23	31	0.74	\$705,000
% CHANGE (+/-)	=	21.74% ▼	164.52% ▲	70.41% ▼	12.77% ▼
Q1 2024   TOTAL	\$629,450	10	36	0.28	\$631,000
% CHANGE (+/-)	4.69% ▼	80.00% ▲	127.78% ▲	20.98% ▼	2.54% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	16	16	=
TOWN / LINK HOMES	5	2	▲
APARTMENT / CONDO	61	13	▲
TOTAL	82	31	▲
SALES TO NEW RATIO	0.22	0.74	▼

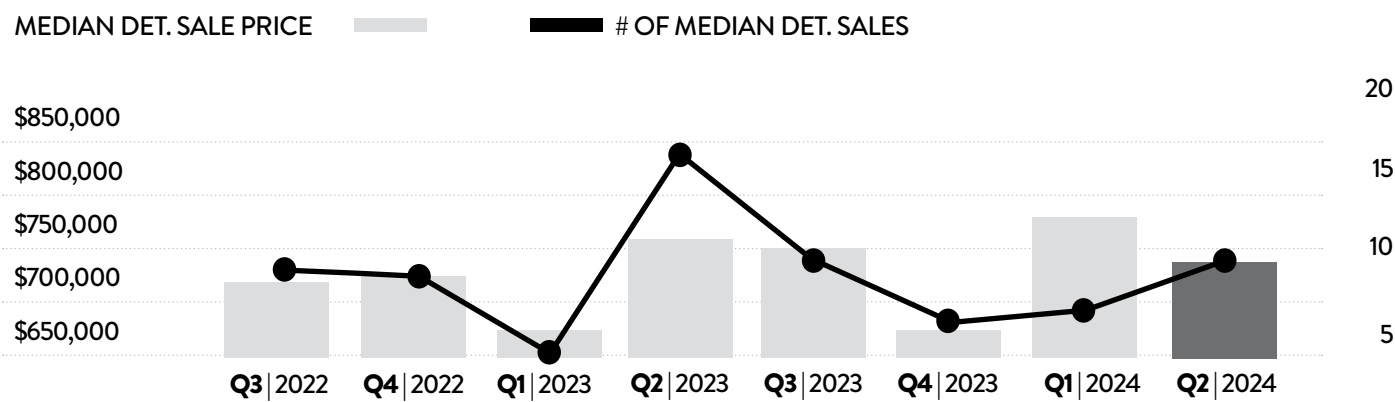
## Q2 SALES BY INVENTORY TYPE



**\$715,000**  
 DETACHED MEDIAN SALE

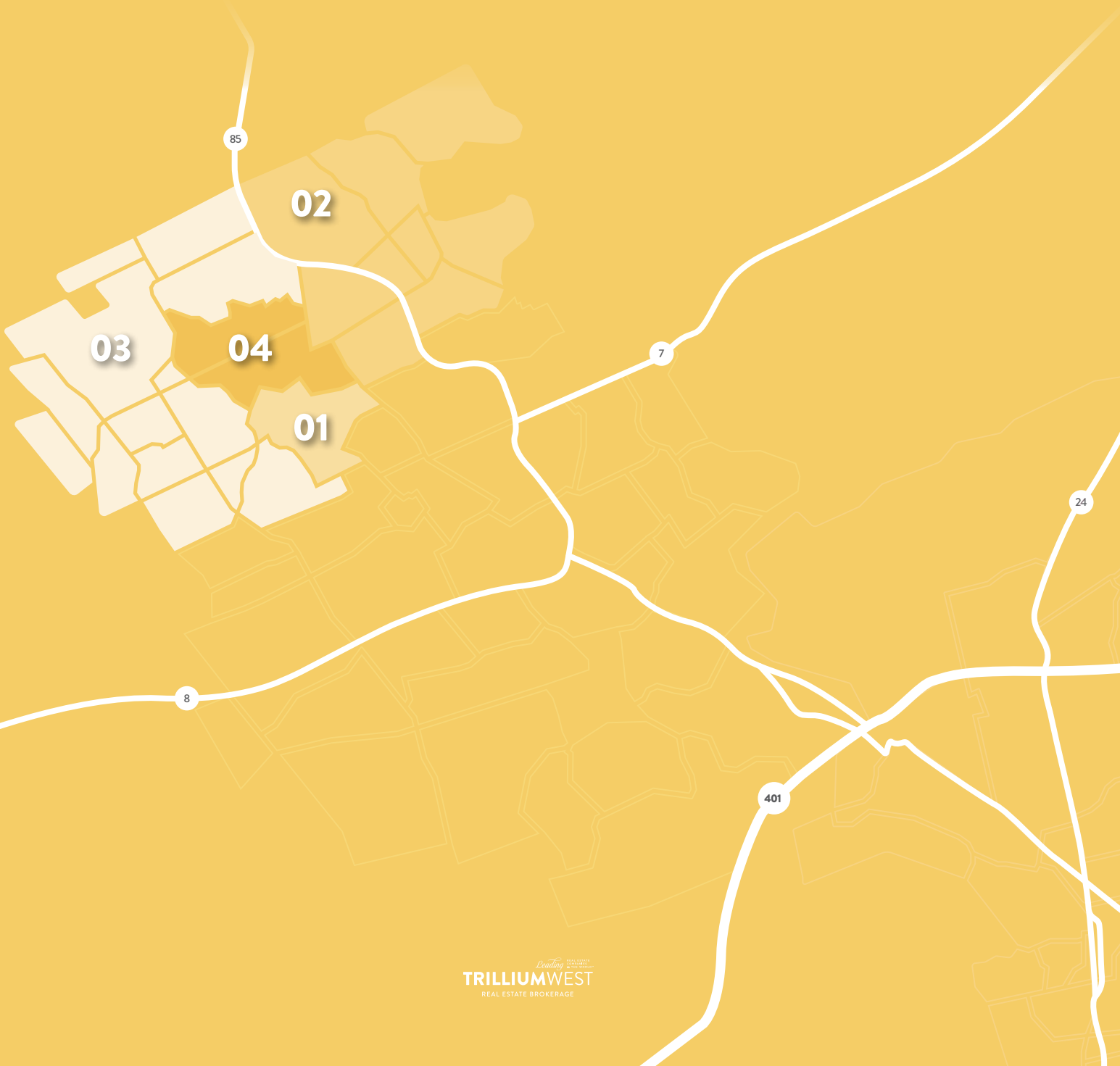
**N/A**  
 TOWN / LINK MEDIAN SALE

**\$425,000**  
 APT / CONDO MEDIAN SALE



## WATERLOO OVERVIEW

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



## COMPLETE DATA WATERLOO

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
 CONSIDERED A BALANCED MARKET



0.55

	Q2   2024	% Chg (Y)	Q2   2023	% Chg (Q)	Q1   2024
MEDIAN DET. SALE PRICE	\$920,000	1.10% ▲	\$910,000	0.65% ▼	\$926,000
NUMBER OF NEW SALES	523	6.27% ▼	558	56.12% ▲	335
MEDIAN DAYS ON MARKET	10	2 days	8	3 days	13
NEW INVENTORY	956	31.14% ▲	729	76.38% ▲	542

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

## UP & DOWN QUICK REVIEW

▲86%

West Waterloo Inventory Q/Q. Seasonal changes are in effect and West Waterloo has climbed out of hibernation. Inventory spikes like this provide a lot of options for buyers which also comes with more leverage than we've seen over the past few years.

▲1%

Waterloo is the only city center in the region that saw an increase in detached sale prices Y/Y. It's not a large increase but does reflect the trend that Waterloo prices tend to be less volatile than the other cities which tend to have more influence from out of town and GTA buyers.

▲47%

Inventory in the University District Q/Qq follow the trend we tend to see in the spring market. As post-secondary school years wrap up it's common to see a bump in listings which tend to be chipped away at in Q3 as the new year draws closer.

▲6.5%

Uptown Waterloo saw the largest jump in median sale price Y/Y coming in well above the regional average. Known as a high demand area it's not surprising that this neighbourhood has held value compared to others in the city.

▼23%

Days on market for transactions across the city have dropped by 3 days Q/Q. It may not seem like a large number but it does indicate that buyers are coming out quicker to lock in properties and reflects a continual push of the 'holding offers' approach to listings.

▼0.1%

West Waterloo change in list prices. Keep in mind that with median sale prices down 5% but listing prices not shifting it is likely we will see some contradictions between buyer and seller price expectations.

▼59%

The University District sale/new listing ratio has taken a hit Y/Y. With plenty of listings on the market and a decrease in sales from last year all signs point to a continual dip in prices as we get into Q3. If you are looking to house a student for the coming school year it's a good time to be considering these options.

▼7%

East Waterloo sales are down Y/Y in line with the city as a whole. With a broad spectrum of property types this market will require some guidance by a professional to ensure buyers and sellers are comparing apples to apples when evaluating properties.

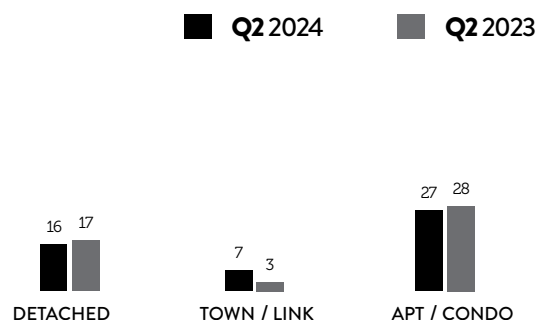
# UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$662,450	50	104	0.48	\$697,500
<b>Q2 2023</b>   TOTAL	\$652,500	48	82	0.59	\$655,000
% CHANGE (+/-)	1.52% ▲	4.17% ▲	26.83% ▲	17.87% ▼	6.49% ▲
<b>Q1 2024</b>   TOTAL	\$624,900	33	62	0.53	\$625,000
% CHANGE (+/-)	6.01% ▲	51.52% ▲	67.74% ▲	9.67% ▼	11.60% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	26	29	▼
TOWN / LINK HOMES	10	10	=
APARTMENT / CONDO	68	43	▲
TOTAL	104	82	▲
SALES TO NEW RATIO	0.48	0.59	▼

## Q2 SALES BY INVENTORY TYPE



**\$982,500**

DETACHED MEDIAN SALE

**\$1,010,000**

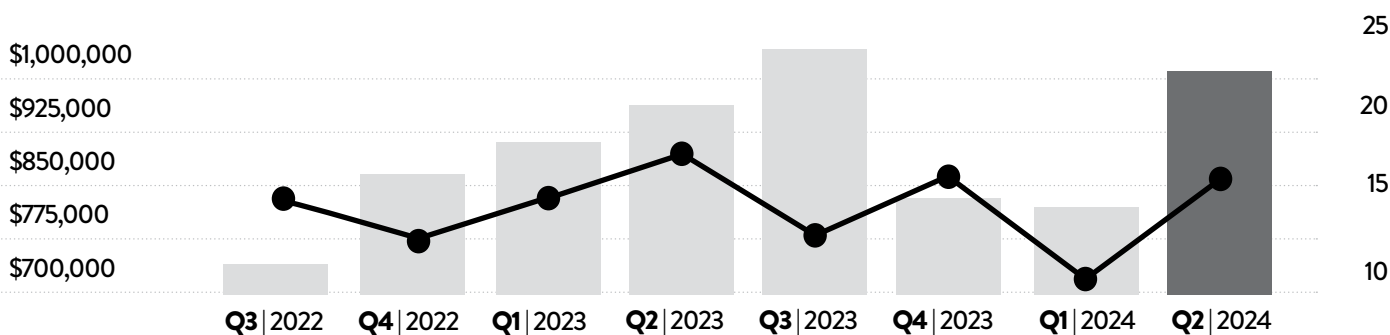
TOWN / LINK MEDIAN SALE

**\$555,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



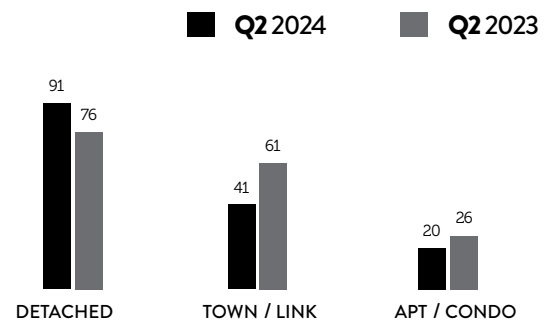
# EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$784,900	152	259	0.59	\$817,500
<b>Q2 2023</b>   TOTAL	\$699,900	163	194	0.84	\$799,900
% CHANGE (+/-)	12.14% ▲	6.75% ▼	33.51% ▲	30.15% ▼	2.20% ▲
<b>Q1 2024</b>   TOTAL	\$754,900	94	146	0.64	\$775,500
% CHANGE (+/-)	3.97% ▲	61.70% ▲	77.40% ▲	8.85% ▼	5.42% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	136	100	▲
TOWN / LINK HOMES	73	61	▲
APARTMENT / CONDO	50	33	▲
TOTAL	259	194	▲
SALES TO NEW RATIO	0.59	0.84	▼

## Q2 SALES BY INVENTORY TYPE



**\$950,000**

DETACHED MEDIAN SALE

**\$705,000**

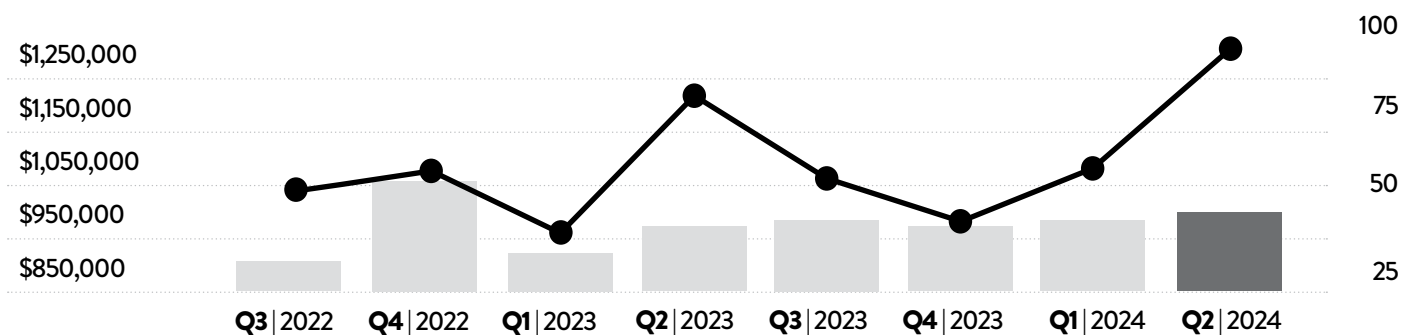
TOWN / LINK MEDIAN SALE

**\$487,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



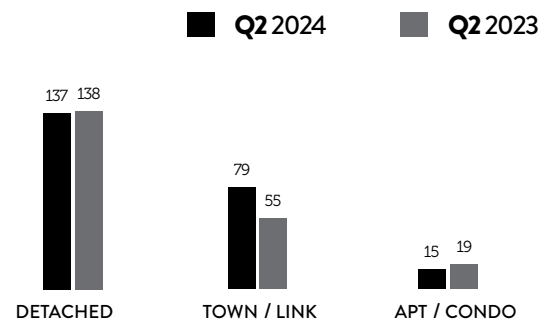
## WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024   TOTAL</b>	\$799,000	231	359	0.64	\$820,000
<b>Q2 2023   TOTAL</b>	\$782,000	212	261	0.81	\$867,500
% CHANGE (+/-)	2.17% ▲	8.96% ▲	37.55% ▲	20.78% ▼	5.48% ▼
<b>Q1 2024   TOTAL</b>	\$799,900	148	193	0.77	\$831,000
% CHANGE (+/-)	0.11% ▼	56.08% ▲	86.01% ▲	16.09% ▼	1.32% ▼

### Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	229	174	▲
TOWN / LINK HOMES	98	71	▲
APARTMENT / CONDO	32	16	▲
TOTAL	359	261	▲
SALES TO NEW RATIO	0.64	0.81	▼

### Q2 SALES BY INVENTORY TYPE



**\$956,000**

DETACHED MEDIAN SALE

**\$689,000**

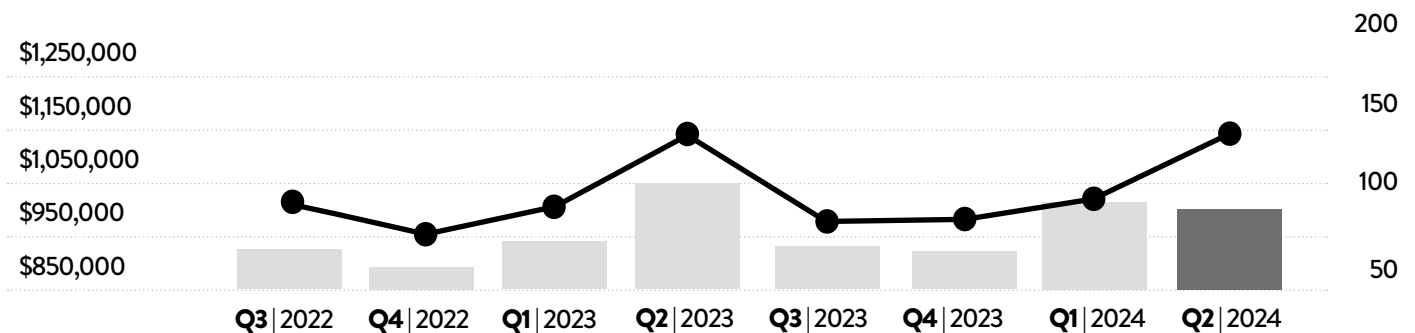
TOWN / LINK MEDIAN SALE

**\$520,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



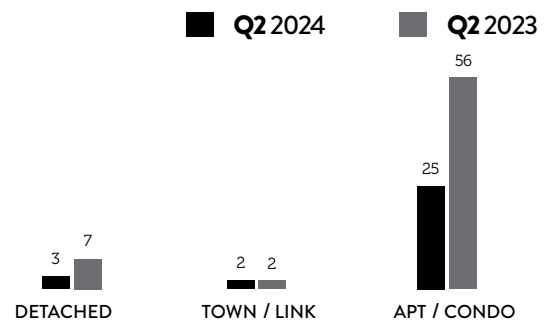
# UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$467,000	30	107	0.28	\$462,500
<b>Q2 2023</b>   TOTAL	\$499,900	65	96	0.68	\$482,500
% CHANGE (+/-)	6.58% ▼	53.85% ▼	11.46% ▲	58.59% ▼	4.15% ▼
<b>Q1 2024</b>   TOTAL	\$449,850	28	73	0.38	\$440,050
% CHANGE (+/-)	3.81% ▲	7.14% ▲	46.58% ▲	26.90% ▼	5.10% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	7	12	▼
TOWN / LINK HOMES	5	3	▲
APARTMENT / CONDO	95	81	▲
TOTAL	107	96	▲
SALES TO NEW RATIO	0.28	0.68	▼

## Q2 SALES BY INVENTORY TYPE

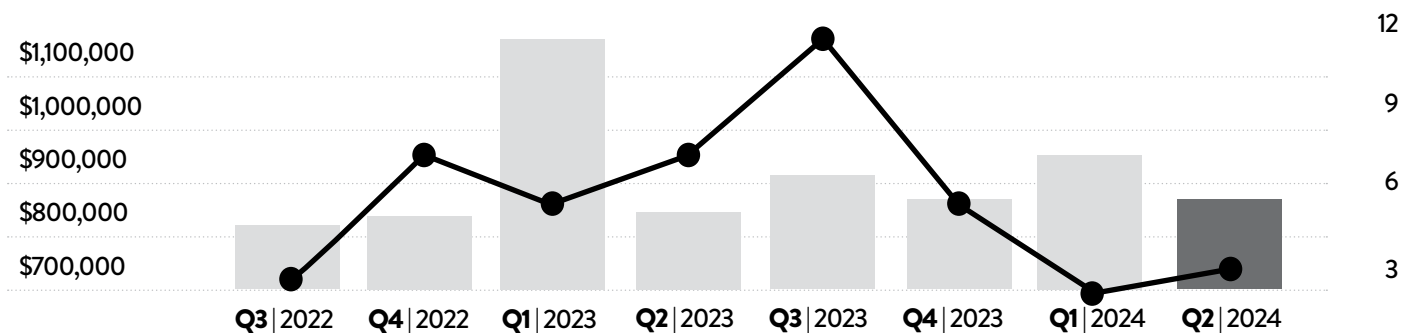


**\$820,000**  
 DETACHED MEDIAN SALE

**\$530,000**  
 TOWN / LINK MEDIAN SALE

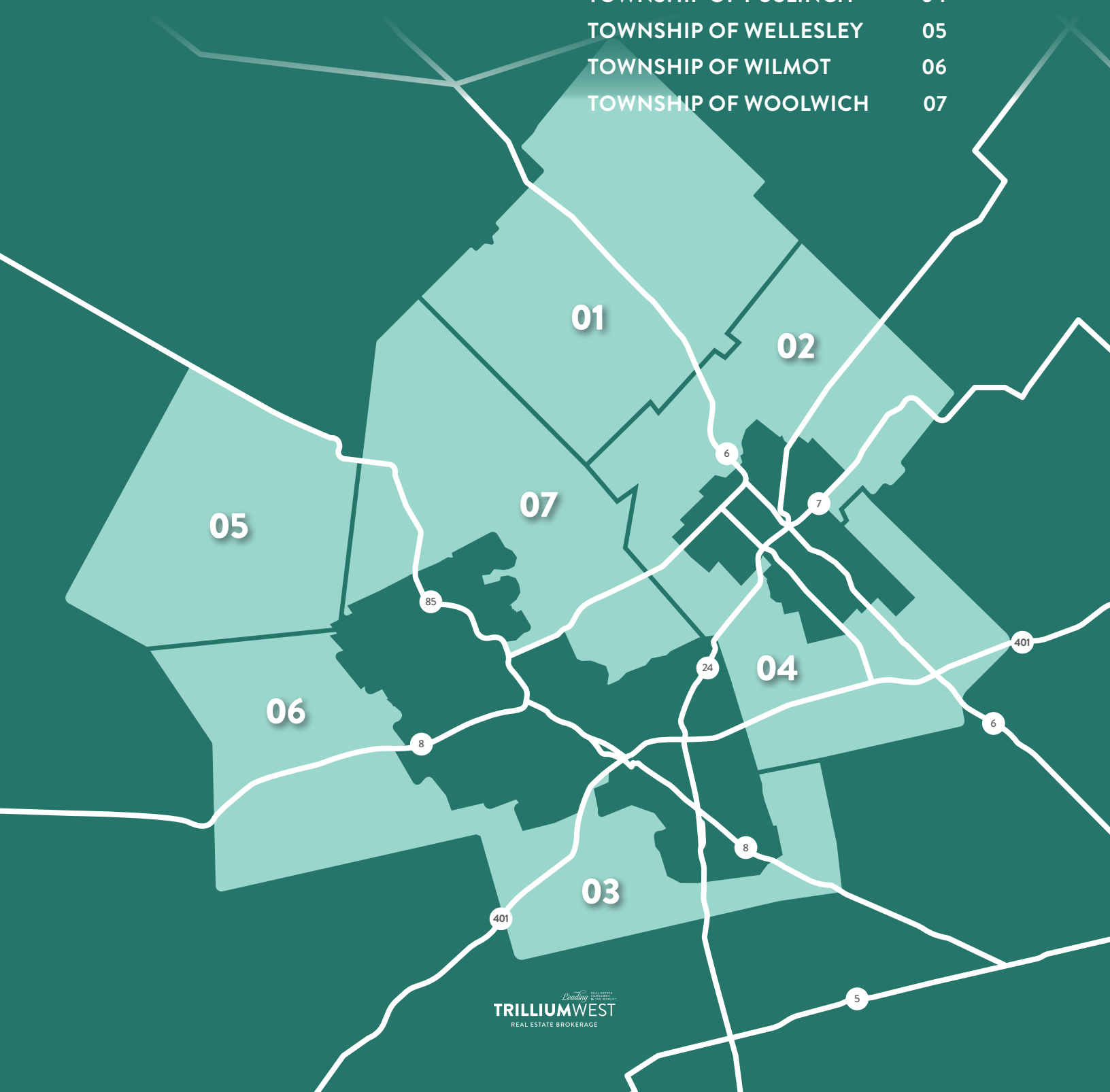
**\$450,000**  
 APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE    # OF MEDIAN DET. SALES



## TOWNSHIPS OVERVIEW

CENTRE WELLINGTON	01
GUELPH ERAMOSA	02
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TOWNSHIP OF WELLESLEY	05
TOWNSHIP OF WILMOT	06
TOWNSHIP OF WOOLWICH	07





## COMPLETE DATA TOWNSHIPS

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.52

	Q2   2024	% Chg (Y)	Q2   2023	% Chg (Q)	Q1   2024
MEDIAN DET. SALE PRICE	\$950,000	1.06% ▲	\$940,000	14.80% ▼	\$1,115,000
NUMBER OF NEW SALES	470	3.49% ▼	487	44.17% ▲	326
MEDIAN DAYS ON MARKET	13	6 days	19	5 days	18
NEW INVENTORY	901	41.67% ▲	636	53.75% ▲	586

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

## UP & DOWN QUICK REVIEW

▲44%

Puslinch has led the charge with a large boost to median sale price Y/Y. Not many areas in the region have seen growth in sale price at all but some big ticket sales and unique property styles have set Puslinch as an outlier in terms of pricing.

▼32%

Y/Y drop in days on market means that buyers are coming out quicker to get their hands on properties in the townships. Fewer conditions and nice properties hitting the market this spring have encouraged buyers to feel a bit more urgency as they look out of town.

▲54%

Across all townships we've seen a massive jump in inventory Q/Q. Common for rural properties in the spring, this jump can be largely attributed to seasonal shifts but changes in the market have also played a part in this increase in listings.

▼46%

Guelph Eramosa sale/new listing ratio has dropped significantly to one of the lowest in the region at 0.36. With only 36% of properties now selling we have now been nestled into a buyers market for all of 2024.

▲3%

Centre Wellington has seen stable price growth Y/Y with a climb in median prices on par with the inflation numbers. Real estate here has held up as a good financial investment while also providing options for an array of lifestyles.

▼2%

North Dumfries median sale price has dipped Y/Y but has generally held up as one of the more balanced and stable markets of 2024. As a smaller township with limited options we see this area tend to hold value even in turbulent times.

▲66%

Wilmot saw the largest Y/Y jump in inventory of all the townships. Even with the large influx of listings it's held up as a fairly balanced portion of the market which reflects the charm and character of the township.

▼41%

Wellesley sale/new listing ratio has taken a notable swing Y/Y. As the smallest township Wellesley tends to see larger swings in this metric. Last spring we were deep into a sellers market but this year shows that we are in a balanced market entering the summer.

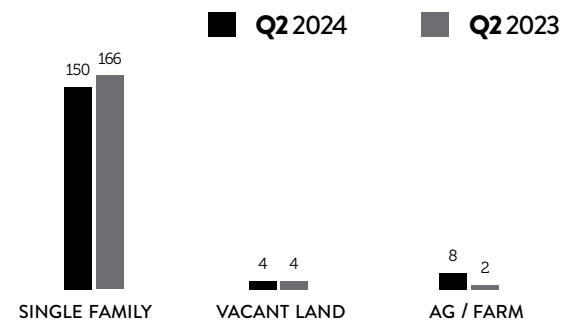
# TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024   TOTAL</b>	\$839,900	162	293	0.55	\$830,000
<b>Q2 2023   TOTAL</b>	\$799,950	172	224	0.77	\$806,500
% CHANGE (+/-)	4.99% ▲	5.81% ▼	30.80% ▲	27.99% ▼	2.91% ▲
<b>Q1 2024   TOTAL</b>	\$799,900	120	204	0.59	\$787,450
% CHANGE (+/-)	5.00% ▲	35.00% ▲	43.63% ▲	6.01% ▼	5.40% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	277	214	▲
TOWN / LINK HOMES	9	8	▲
APARTMENT / CONDO	7	2	▲
TOTAL	293	224	▲
SALES TO NEW RATIO	0.55	0.77	▼

## Q2 SALES BY INVENTORY TYPE



**\$818,687**

SINGLE FAMILY MEDIAN

**\$950,000**

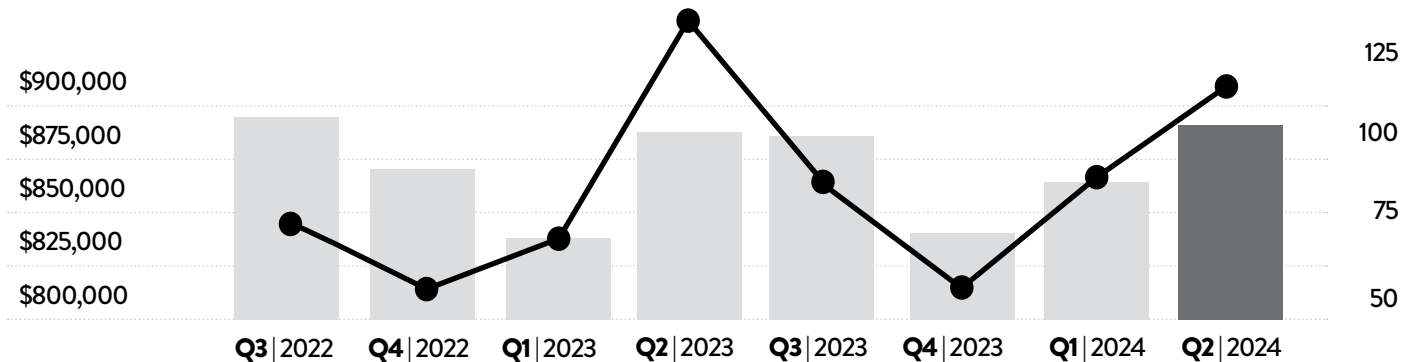
VACANT LAND MEDIAN

**\$2,550,000**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



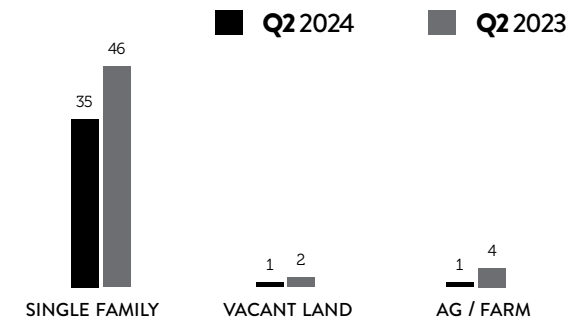
# TOWNSHIP OF GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$999,900	37	102	0.36	\$1,000,000
<b>Q2 2023</b>   TOTAL	\$1,079,000	52	77	0.68	\$1,035,500
% CHANGE (+/-)	7.33% ▼	28.85% ▼	32.47% ▲	46.29% ▼	3.43% ▼
<b>Q1 2024</b>   TOTAL	\$1,039,949	20	55	0.36	\$1,014,000
% CHANGE (+/-)	3.85% ▼	85.00% ▲	85.45% ▲	0.25% ▼	138% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	93	72	▲
TOWN / LINK HOMES	3	3	=
APARTMENT / CONDO	6	2	▲
TOTAL	102	77	▲
SALES TO NEW RATIO	0.36	0.68	▼

## Q2 SALES BY INVENTORY TYPE

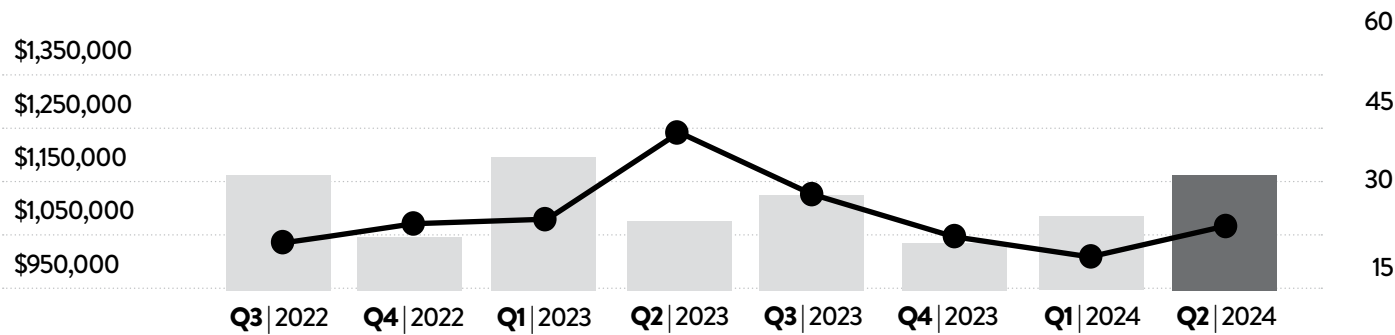


**\$1,000,000**  
 SINGLE FAMILY MEDIAN

**\$910,000**  
 VACANT LAND MEDIAN

**\$4,000,000**  
 AG / FARM MEDIAN

MEDIAN DET. SALE PRICE  # OF MEDIAN DET. SALES 



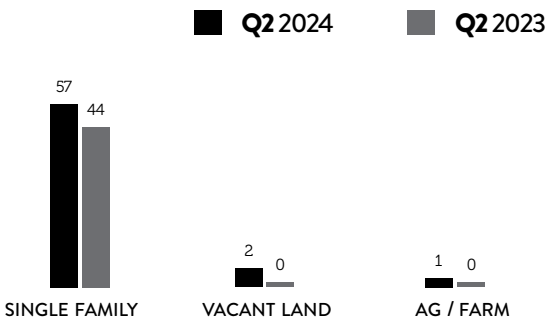
# TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$879,000	60	108	0.56	\$899,950
<b>Q2 2023</b>   TOTAL	\$799,950	44	75	0.59	\$921,750
% CHANGE (+/-)	9.88% ▲	36.36% ▲	44.00% ▲	5.30% ▼	2.37% ▼
<b>Q1 2024</b>   TOTAL	\$919,900	24	58	0.41	\$917,500
% CHANGE (+/-)	4.45% ▼	150.00% ▲	86.21% ▲	34.26% ▲	1.91% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	98	69	▲
TOWN / LINK HOMES	7	5	▲
APARTMENT / CONDO	3	1	▲
TOTAL	108	75	▲
SALES TO NEW RATIO	0.56	0.59	▼

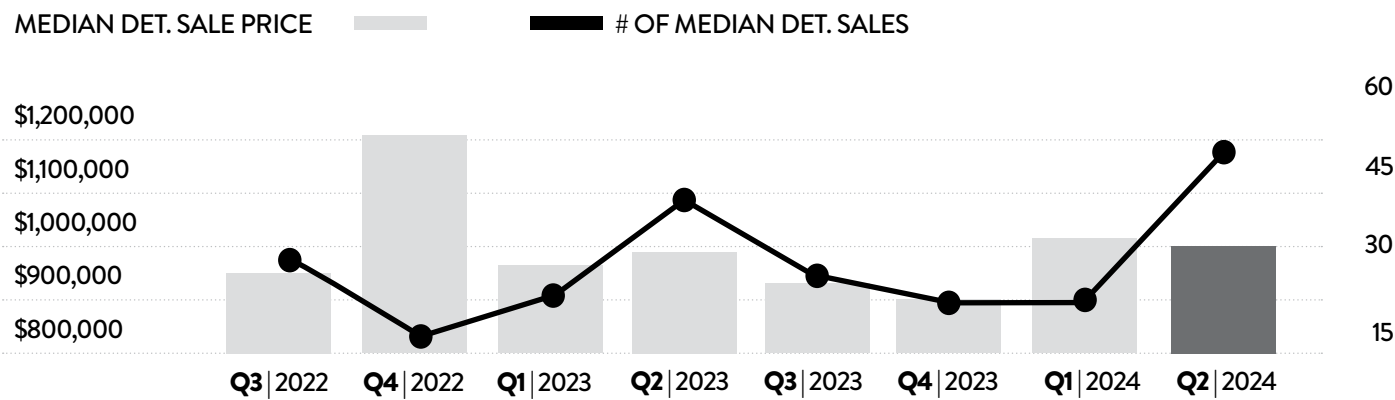
## Q2 SALES BY INVENTORY TYPE



**\$900,000**  
 SINGLE FAMILY MEDIAN

**\$323,444**  
 VACANT LAND MEDIAN

**\$1,349,000**  
 AG / FARM MEDIAN



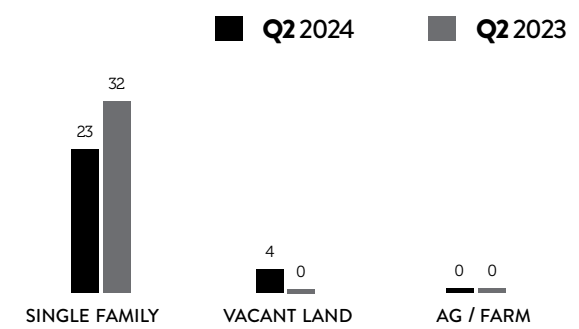
# TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2024   TOTAL	\$1,149,900	27	83	0.33	\$1,175,000
Q2 2023   TOTAL	\$779,000	32	69	0.46	\$815,000
% CHANGE (+/-)	47.61% ▲	15.63% ▼	20.29% ▲	29.86% ▼	44.17% ▲
Q1 2024   TOTAL	\$1,374,950	18	58	0.31	\$1,330,000
% CHANGE (+/-)	16.37% ▼	50.00% ▲	43.10% ▲	4.82% ▲	11.65% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	73	63	▲
TOWN / LINK HOMES	6	4	▲
APARTMENT / CONDO	4	2	▲
TOTAL	83	69	▲
SALES TO NEW RATIO	0.33	0.46	▼

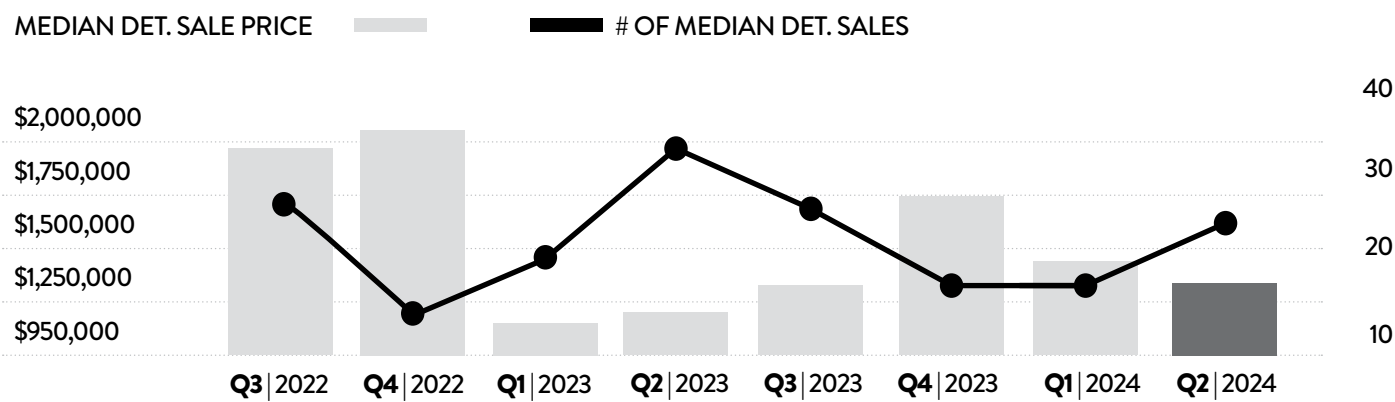
## Q2 SALES BY INVENTORY TYPE



**\$1,249,000**  
 SINGLE FAMILY MEDIAN

**\$675,000**  
 VACANT LAND MEDIAN

**N/A**  
 AG / FARM MEDIAN



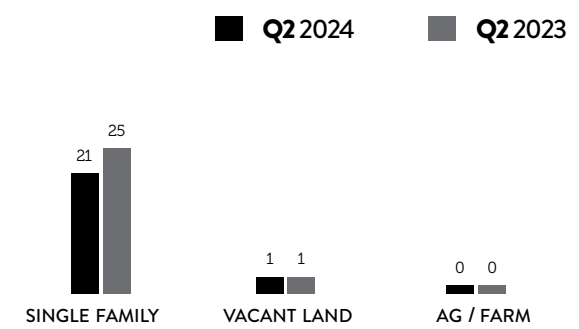
# TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2024   TOTAL	\$847,450	22	47	0.47	\$854,500
Q2 2023   TOTAL	\$792,000	26	33	0.79	\$852,050
% CHANGE (+/-)	700% ▲	15.38% ▼	42.42% ▲	40.59% ▼	0.29% ▲
Q1 2024   TOTAL	\$975,000	13	28	0.46	\$953,000
% CHANGE (+/-)	13.08% ▼	69.23% ▲	67.86% ▲	0.82% ▲	10.34% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	44	32	▲
TOWN / LINK HOMES	1	1	=
APARTMENT / CONDO	2	0	▲
TOTAL	47	33	▲
SALES TO NEW RATIO	0.47	0.79	▼

## Q2 SALES BY INVENTORY TYPE



\$880,000

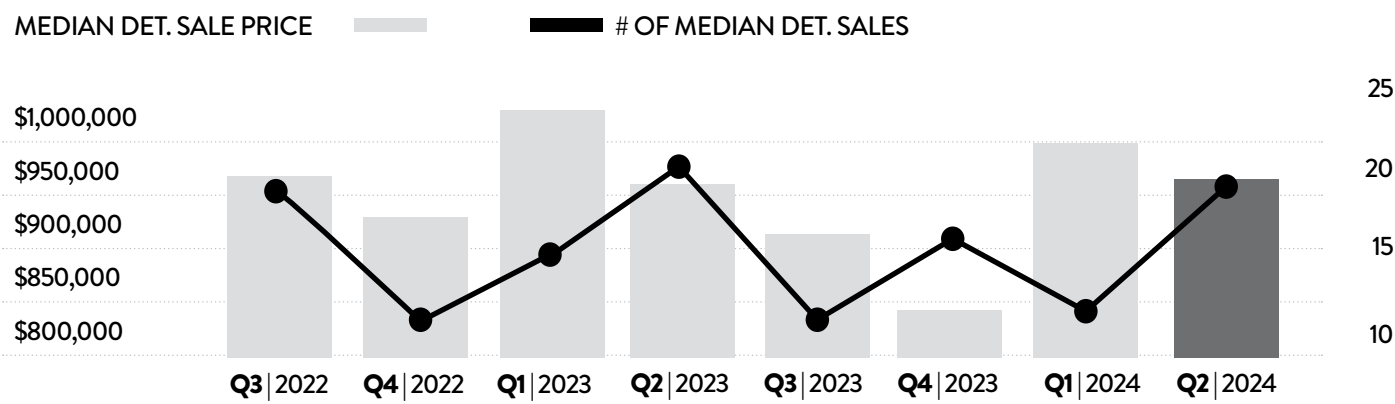
SINGLE FAMILY MEDIAN

\$490,000

VACANT LAND MEDIAN

N/A

AG / FARM MEDIAN



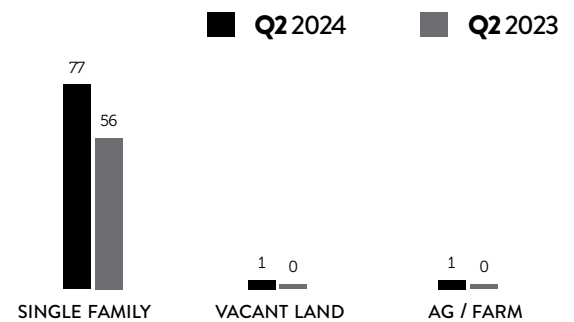
# TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024</b>   TOTAL	\$829,900	79	121	0.65	\$827,000
<b>Q2 2023</b>   TOTAL	\$799,900	56	73	0.77	\$851,000
% CHANGE (+/-)	3.75% ▲	41.07% ▲	65.75% ▲	14.89% ▼	2.82% ▼
<b>Q1 2024</b>   TOTAL	\$869,900	47	70	0.67	\$875,000
% CHANGE (+/-)	4.60% ▼	68.09% ▲	72.86% ▲	2.76% ▼	5.49% ▼

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	114	73	▲
TOWN / LINK HOMES	6	0	▲
APARTMENT / CONDO	1	0	▲
TOTAL	121	73	▲
SALES TO NEW RATIO	0.65	0.77	▼

## Q2 SALES BY INVENTORY TYPE



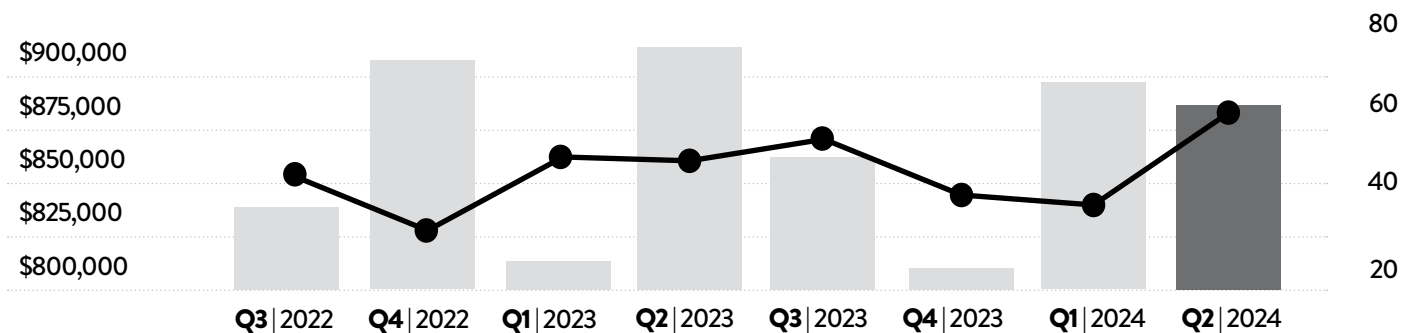
**\$822,900**  
 SINGLE FAMILY MEDIAN

**\$1,025,000**  
 VACANT LAND MEDIAN

**\$1,900,000**  
 AG / FARM MEDIAN

## MEDIAN DET. SALE PRICE

## # OF MEDIAN DET. SALES



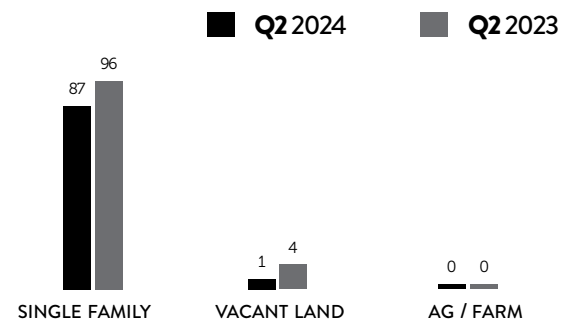
# TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2024   TOTAL</b>	\$849,900	88	161	0.55	\$869,000
<b>Q2 2023   TOTAL</b>	\$850,000	100	123	0.81	\$875,000
% CHANGE (+/-)	0.01% ▼	12.00% ▼	30.89% ▲	32.77% ▼	0.69% ▼
<b>Q1 2024   TOTAL</b>	\$869,450	86	111	0.77	\$850,121
% CHANGE (+/-)	2.25% ▼	2.33% ▲	45.05% ▲	29.45% ▼	2.22% ▲

## Q2 NEW INVENTORY

	Q2 2024	Q2 2023	TREND
DETACHED HOMES	151	122	▲
TOWN / LINK HOMES	7	0	▲
APARTMENT / CONDO	3	1	▲
TOTAL	161	123	▲
SALES TO NEW RATIO	0.55	0.81	▼

## Q2 SALES BY INVENTORY TYPE



**\$870,000**

SINGLE FAMILY MEDIAN

**\$650,000**

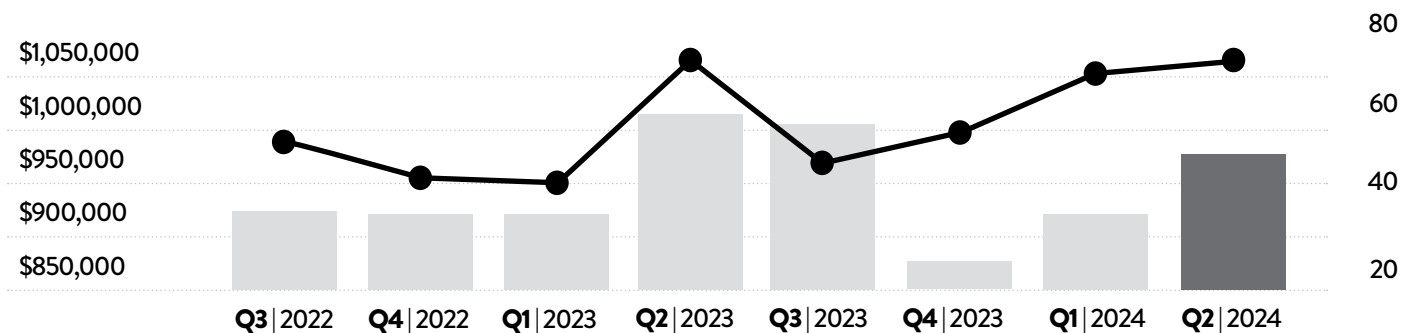
VACANT LAND MEDIAN

**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