

Q2  
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25

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**TRILLIUMWEST**  
REAL ESTATE BROKERAGE

QUARTERLY  
**DATA REPORT**

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## Q2 MARKET OVERVIEW – WATERLOO REGION & WELLINGTON COUNTY

The Only Certainty Right Now? It's Not 2021.

Welcome to the halfway point of 2025, where the weather is heating up but the real estate market is still trying to decide what season it's in.

Let's start with the numbers. Across the board, list-to-sale ratios firmly place us in balanced market territory. That means about 50% of listings are actually selling — so sellers, now is not the time to cut corners or skip the prep work. In most areas, year-over-year price erosion in the detached market has been less than 5%, with Guelph continuing to flex a little muscle, posting a 2.85% increase. (Cue Guelph smugness.)

*For Sellers:* This isn't the time to test the market — it's the time to impress it. Deferred maintenance? Fix it. Old carpet? Toss it. Staging? Mandatory. And let's retire the classic "But my neighbour got \$200K more during COVID" argument. The only thing that's still going for that price is nostalgia. The good news? Today's buyers are qualified, serious, and less likely to tie up your house for two weeks before backing out on financing.

*For Buyers:* Interest rates are holding steady below the 25-year historical average. Yes, you read that right — below average. With inflation seesawing and unemployment climbing to 7% (the highest since 2016), most analysts are betting on another rate cut ahead. Translation: your buying power just got a boost — or will soon.

*The Rental Rundown:* The rental market is starting to feel the squeeze. Builders are pivoting to purpose-built rentals (thanks, MLI Select), and investors are flooding the market with newly completed condos. Sound familiar? That's because it's exactly what we just lived through in the pre-con market — only this time with rentals. We expect a slower rental market as this inventory gets absorbed. Smaller units and condos may struggle more, while single-family homes and larger towns remain resilient. If you're an investor, proceed with caution — and for the love of spreadsheets, stress test those income projections.

*New Builds = New Deals:* Builders are feeling the crunch. With sales volumes down significantly, they're rolling out the red carpet — and by red carpet, we mean massive price reductions, free upgrades, and tasty lot incentives. For buyers who've been sitting on the sidelines, this is the time to jump in (especially if you like quartz countertops and don't want to pay for them).

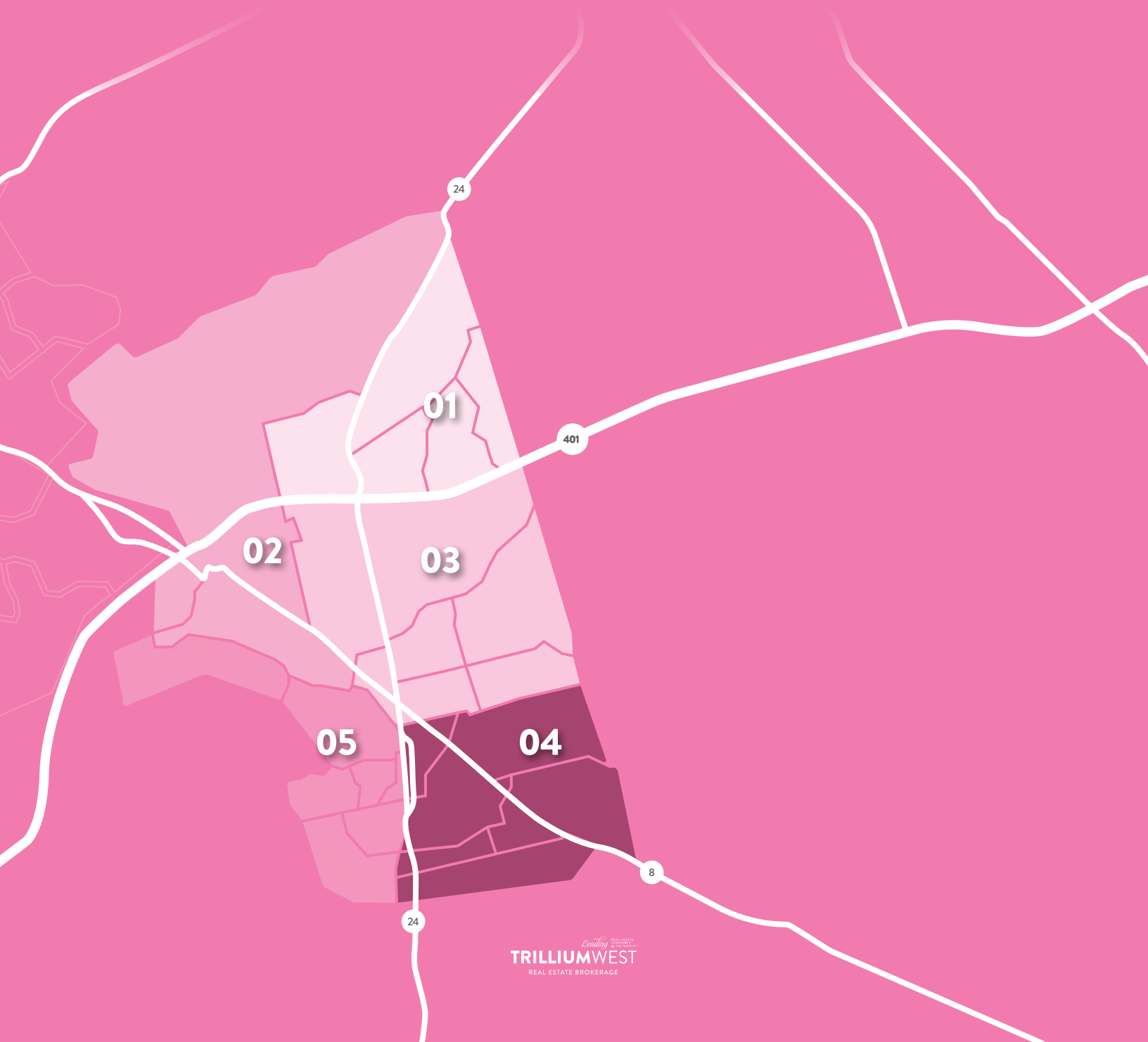
*Geopolitical Wildcards:* Let's not forget the Trump Tariff Tap Dance — on again, off again threats that had many would-be buyers choosing popcorn over properties just to see what would happen next. As Q2 came to a close, the collective shrug kicked in and many buyers decided it was time to get off the fence and get on with life. As a result, we're seeing the traditional spring market spilling into Q3.

*Final Word:* This market may not be the circus of 2021, but it's not the ghost town some would have you believe either. It's strategic. It's grounded. And it's full of opportunities for those who are ready to move with intention — not impulse.

As always, your trusted TW agent is here to guide, strategize, and possibly hand you tissues when the neighbour's COVID sale price gets brought up again.

## 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



0.52

	Q2   2025	% Chg (Y)	Q2   2024	% Chg (Q)	Q1   2025
MEDIAN DET. SALE PRICE	\$763,000	4.51% ▼	\$799,000	5.80% ▼	\$810,000
NUMBER OF NEW SALES	459	8.75% ▼	503	41.67% ▲	324
MEDIAN DAYS ON MARKET	20	9 days	11	1 day	19
NEW INVENTORY	883	1.96% ▲	866	37.75% ▲	641

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

## UP & DOWN QUICK REVIEW

▲ 1.92%

Hespeler has been resilient in terms of median sale price seeing a \$15,000 jump to just under \$800,000 Y/Y - the only price increase in the city.

▼ 4.51%

Cambridge is in line with the Kitchener/Waterloo with a mid 4% drop Y/Y in detached sale prices. If you've been eyeing our market reports this number won't be too much of a surprise to you. Still sitting in a balanced market overall, Cambridge provides some excellent options for an eager buyer and sellers have to get their marketing right.

▲ 21.25%

Leading the charge in the Y/Y sales numbers - West Galt had a healthy jump in buyer activity bringing the Sale/New Listing ratio up to 0.57.

▼ 27.87%

North Galt Sale/New Listing Ratio has snapped back in line with a dip from the seller-leaning 0.68 we saw last year to 0.49 at the end of Q2 this year. Buyers who have had their eyes in this area can expect a more balanced playing field than they did this time last year.

▲ 71.91%

Preston had a busy Quarter seeing almost 72% more listings hit the market than Q1 alongside a steady churn with a 78% bump in the sales for that same period. Signs are pointing to a continued balanced market in this pocket.

▼ 2.41%

Cambridge's most affordable neighbourhood, East Galt, is down just over \$15,000 from this time last year with a median price below \$700,000 - the only area in Cambridge where this is the case. Buyers, pair these prices with a Sale/New Listing Ratio at 0.50 and take a look around. There may be some opportunities here going into the second half of 2025.

▲ 4.22%

North Galt is the only neighbourhood where we are seeing listing prices up Y/Y (and Q/Q with a 5.72% jump). A reminder that list prices can be more a marketing tool than an accurate valuation as actual sale prices are down ~1.5% Y/Y. Seems like people are moving away from the 'price low and let it go' approach.

▼ 1.49%

Hespeler's clear proximity to the 401 and unique character continues to draw buyers that the rest of the city may not see. With a slight drop in Sale/New Listing Ratio Y/Y to .59 it is notable that this is the most seller-favouring market in Cambridge.

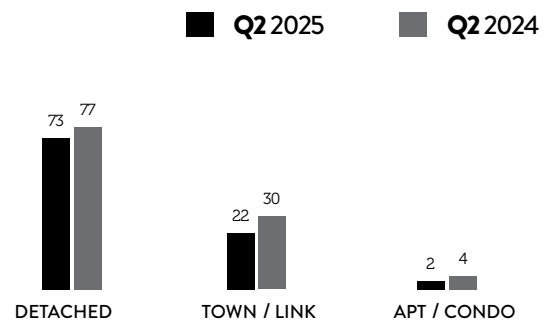
# HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$759,900	97	165	0.59	\$795,000
<b>Q2 2024</b>   TOTAL	\$789,900	111	186	0.60	\$780,000
% CHANGE (+/-)	3.80% ▼	12.61% ▼	11.29% ▼	1.49% ▼	1.92% ▲
<b>Q1 2025</b>   TOTAL	\$730,000	49	98	0.50	\$750,000
% CHANGE (+/-)	4.10% ▲	97.96% ▲	68.37% ▲	1758% ▲	6.00% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	113	123	▼
TOWN / LINK HOMES	43	53	▼
APARTMENT / CONDO	9	10	▼
TOTAL	165	186	▼
SALES TO NEW RATIO	0.59	0.60	▼

## Q2 SALES BY INVENTORY TYPE



**\$832,000**

DETACHED MEDIAN SALE

**\$673,750**

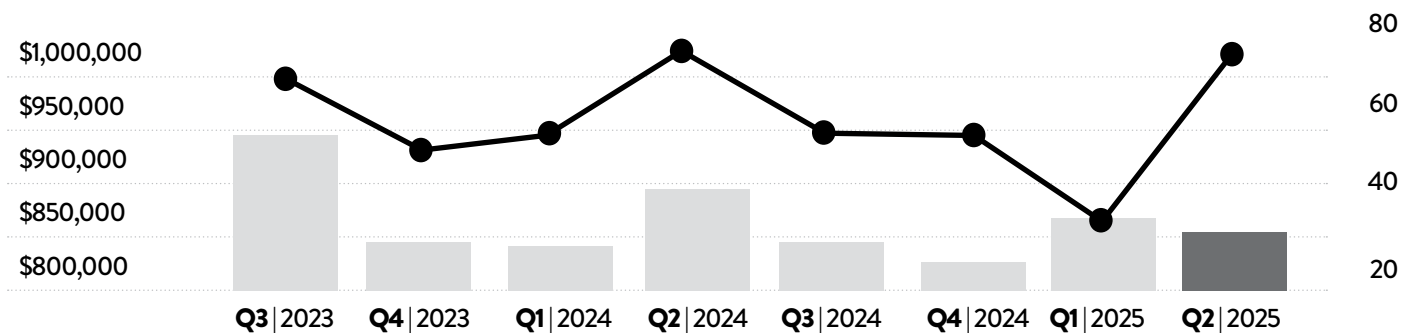
TOWN / LINK MEDIAN SALE

**\$637,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



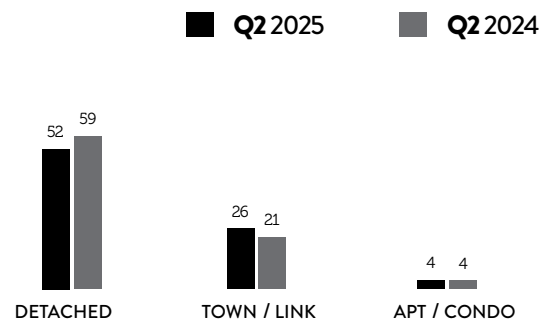
# PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$649,000	82	153	0.54	\$670,000
<b>Q2 2024</b>   TOTAL	\$699,000	84	151	0.56	\$714,500
% CHANGE (+/-)	715% ▼	2.38% ▼	1.32% ▲	3.66% ▼	6.23% ▼
<b>Q1 2025</b>   TOTAL	\$669,450	46	89	0.52	\$676,000
% CHANGE (+/-)	3.05% ▼	78.26% ▲	71.91% ▲	3.69% ▲	0.89% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	87	101	▼
TOWN / LINK HOMES	51	37	▲
APARTMENT / CONDO	15	13	▲
TOTAL	153	151	▲
SALES TO NEW RATIO	0.54	0.56	▼

## Q2 SALES BY INVENTORY TYPE



**\$712,500**

DETACHED MEDIAN SALE

**\$555,000**

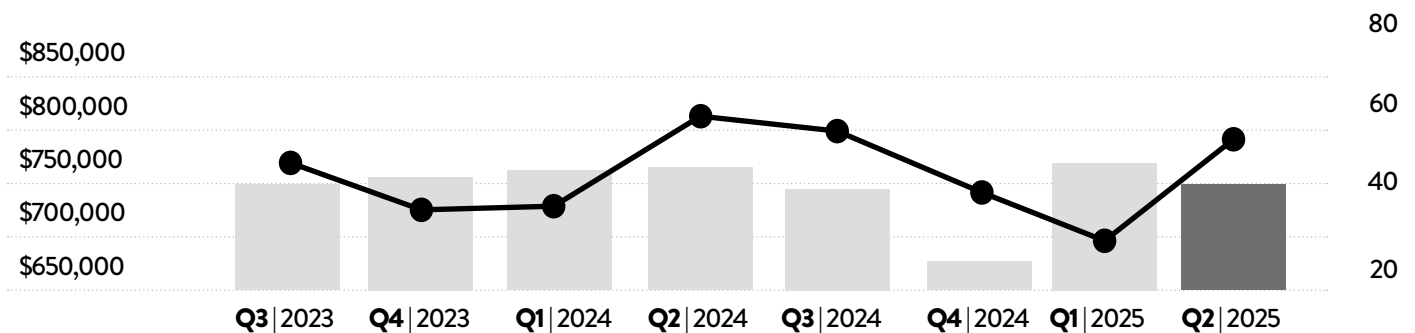
TOWN / LINK MEDIAN SALE

**\$427,450**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



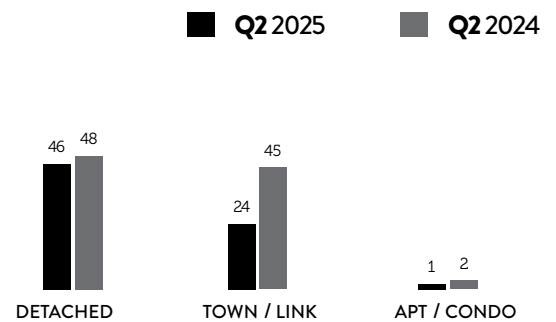
# NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$739,900	71	145	0.49	\$735,000
<b>Q2 2024   TOTAL</b>	\$709,949	93	137	0.68	\$745,750
% CHANGE (+/-)	4.22% ▲	23.66% ▼	5.84% ▲	27.87% ▼	1.44% ▼
<b>Q1 2025   TOTAL</b>	\$699,900	58	104	0.56	\$687,500
% CHANGE (+/-)	5.72% ▲	22.41% ▲	39.42% ▲	12.20% ▼	6.91% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	86	75	▲
TOWN / LINK HOMES	54	56	▼
APARTMENT / CONDO	5	6	▼
TOTAL	145	137	▲
SALES TO NEW RATIO	0.49	0.68	▼

## Q2 SALES BY INVENTORY TYPE



**\$880,500**

DETACHED MEDIAN SALE

**\$656,250**

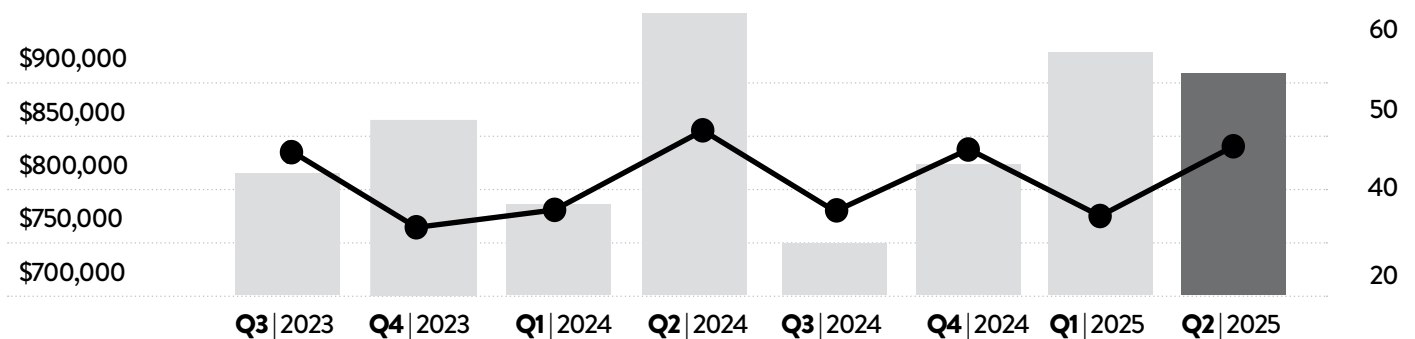
TOWN / LINK MEDIAN SALE

**\$485,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





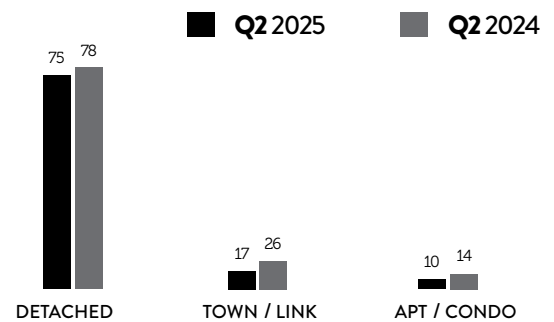
## EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$650,000	102	202	0.50	\$667,500
<b>Q2 2024   TOTAL</b>	\$674,900	118	193	0.61	\$684,000
% CHANGE (+/-)	3.69% ▼	13.56% ▼	4.66% ▲	1741% ▼	2.41% ▼
<b>Q1 2025   TOTAL</b>	\$646,950	90	170	0.53	\$671,000
% CHANGE (+/-)	0.47% ▲	13.33% ▲	18.82% ▲	4.62% ▼	0.52% ▼

### Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	129	115	▲
TOWN / LINK HOMES	45	58	▼
APARTMENT / CONDO	28	20	▲
TOTAL	202	193	▲
SALES TO NEW RATIO	0.50	0.61	▼

### Q2 SALES BY INVENTORY TYPE



**\$700,000**

DETACHED MEDIAN SALE

**\$600,000**

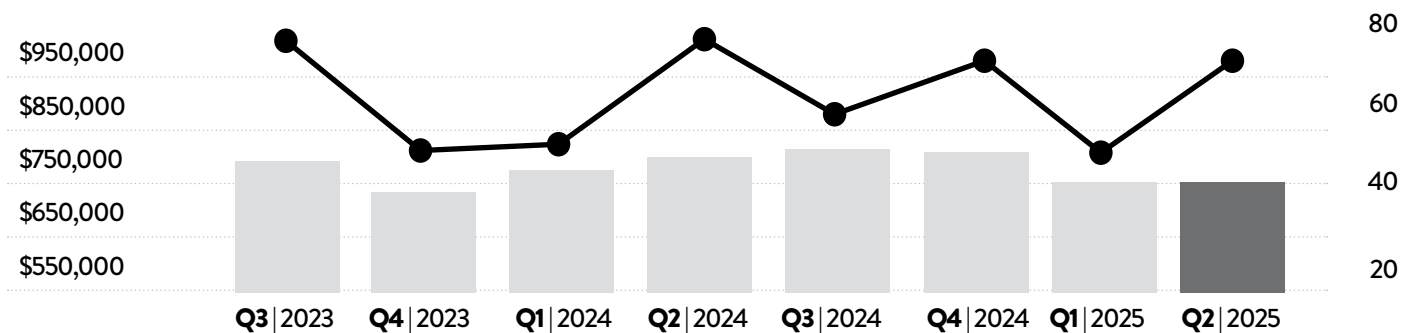
TOWN / LINK MEDIAN SALE

**\$394,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



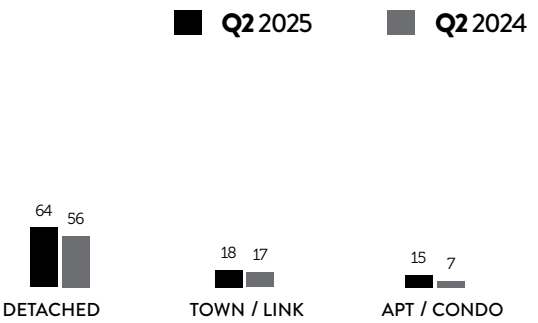
# WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$699,999	97	171	0.57	\$755,000
<b>Q2 2024</b>   TOTAL	\$734,400	80	165	0.48	\$767,050
% CHANGE (+/-)	4.68% ▼	21.25% ▲	3.64% ▲	17.00% ▲	1.57% ▼
<b>Q1 2025</b>   TOTAL	\$720,000	67	129	0.52	\$750,000
% CHANGE (+/-)	2.78% ▼	44.78% ▲	32.56% ▲	9.22% ▲	0.67% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	124	106	▲
TOWN / LINK HOMES	29	29	=
APARTMENT / CONDO	18	30	▼
TOTAL	171	165	▲
SALES TO NEW RATIO	0.57	0.48	▲

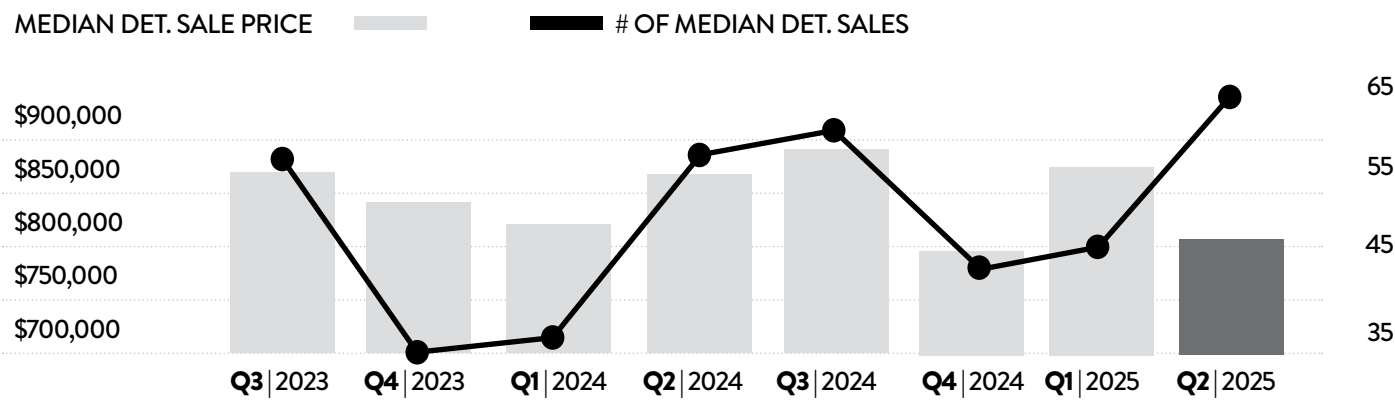
## Q2 SALES BY INVENTORY TYPE



**\$782,500**  
DETACHED MEDIAN SALE

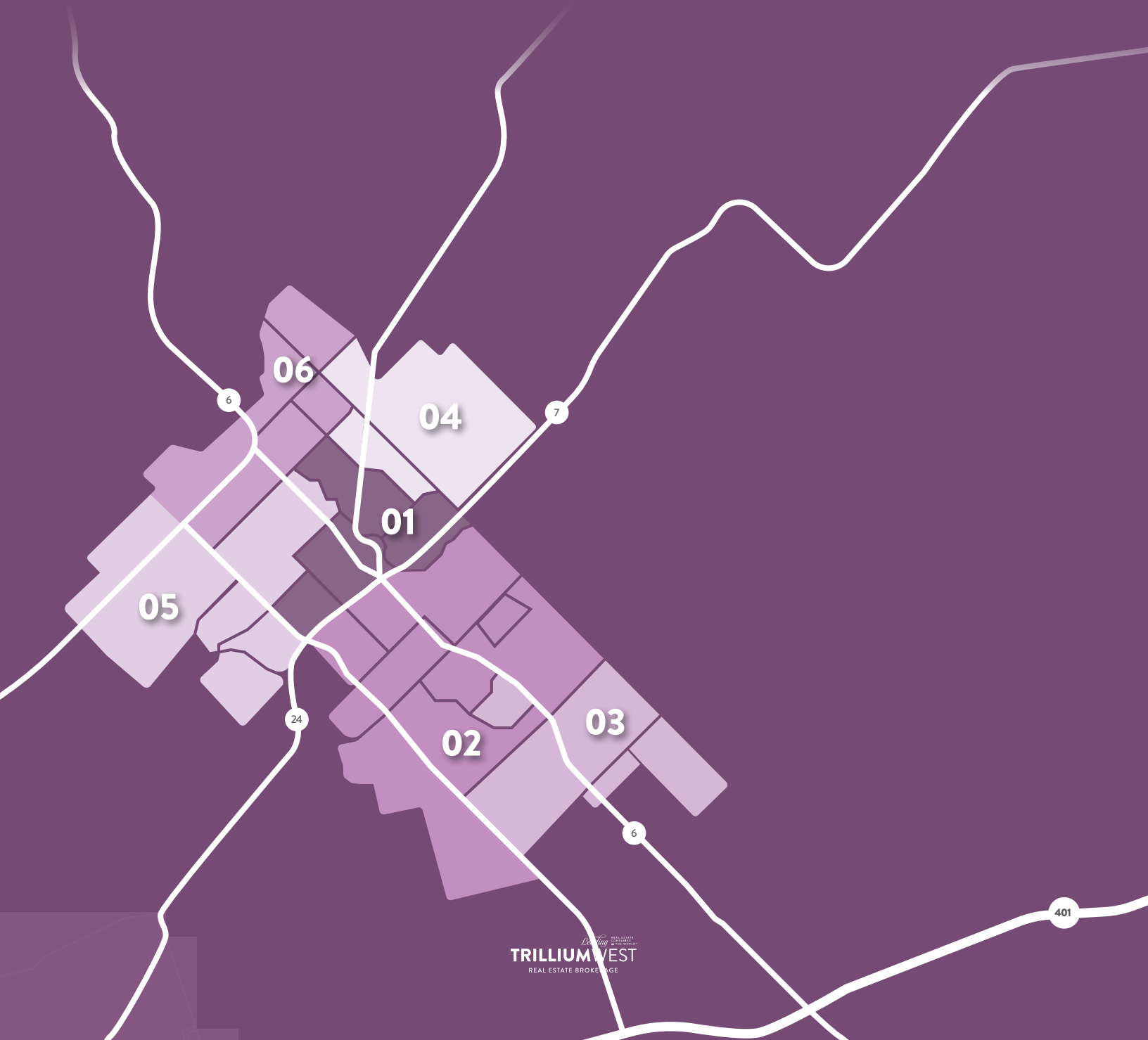
**\$761,250**  
TOWN / LINK MEDIAN SALE

**\$580,000**  
APT / CONDO MEDIAN SALE



## GUELPH OVERVIEW

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## COMPLETE DATA GUELPH

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.48

	Q2   2025	% Chg (Y)	Q2   2024	% Chg (Q)	Q1   2025
MEDIAN DET. SALE PRICE	\$899,900	2.85% ▲	\$875,000	2.85% ▲	\$875,000
NUMBER OF NEW SALES	510	778% ▼	553	42.86% ▲	357
MEDIAN DAYS ON MARKET	18	3 days	15	=	18
NEW INVENTORY	1,056	21.80% ▲	867	44.86% ▲	729

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

## UP & DOWN QUICK REVIEW

▲2.58%

Guelph as a city is up almost 3% for detached sale prices Y/Y and was the only city in the region to see an increase from Q2 2024. With a median sale price at \$899,900 it ended the quarter as the most expensive city centre.

▼7.22%

Midtown Guelph prices have dipped more than anywhere else in the city as inventory climbs and buyers pull back. Sellers have generally adapted their pricing in line with the market shifts so kudos to sellers and agents for keeping their finger on the pulse.

▲103.85%

Q2 saw a massive jump in sales in the Downtown Core. Breaching the 100 also put it above where we were at this time last year (99 sales).

▼30%

ales/New Listing Ratio in North and South Guelph are on a similar path dipping from the seller-leaning balanced range to buyer-leaning. With median sale prices separated by ~\$50,000 we can see an array of buyer opportunities on both ends of the city.

▲11.92%

South Guelph surged in Q2 with over 11% gains both Y/Y (11.92%) and Q/Q (11.18%). Now back at the top as Guelph's most expensive neighbourhood, it was only a matter of time for the draw to the South End would be seen in prices - even as we shift to a more balanced market.

▼16.14%

East Guelph had been holding steady above a 0.6 Sale/New Listing Ratio up until Q1 with it's closer proximity to the GTA we finally saw that shift to 0.51 in the spring to bring it more in line with what we've been seeing across the city

▲39.29%

Inventory is on the rise in West Guelph. Finishing just shy of a 40% Y/Y, the second half of looks like it will have a number of options for buyers and sellers need to make sure they have their marketing and pricing in check as the market adapts to this influx of inventory as the summer rolls on.

▼25%

Across the city of Guelph, the conversation of Sale/New Listing ratios trickle to the highest level. Down from 0.64 we now sit at 0.48 across the city noting that around half of the listings hitting the market are selling as we go into the 2nd half of 2025.

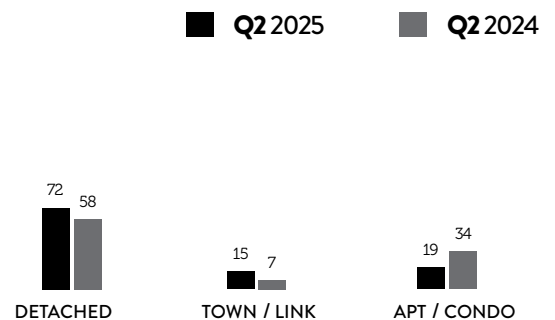
# DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$724,999	106	193	0.55	\$698,500
<b>Q2 2024</b>   TOTAL	\$719,900	99	170	0.58	\$719,500
% CHANGE (+/-)	0.71% ▲	7.07% ▲	13.53% ▲	5.69% ▼	2.92% ▼
<b>Q1 2025</b>   TOTAL	\$716,000	52	135	0.39	\$709,000
% CHANGE (+/-)	1.26% ▲	103.85% ▲	42.96% ▲	42.59% ▲	148% ▼

## Q2 NEW INVENTORY

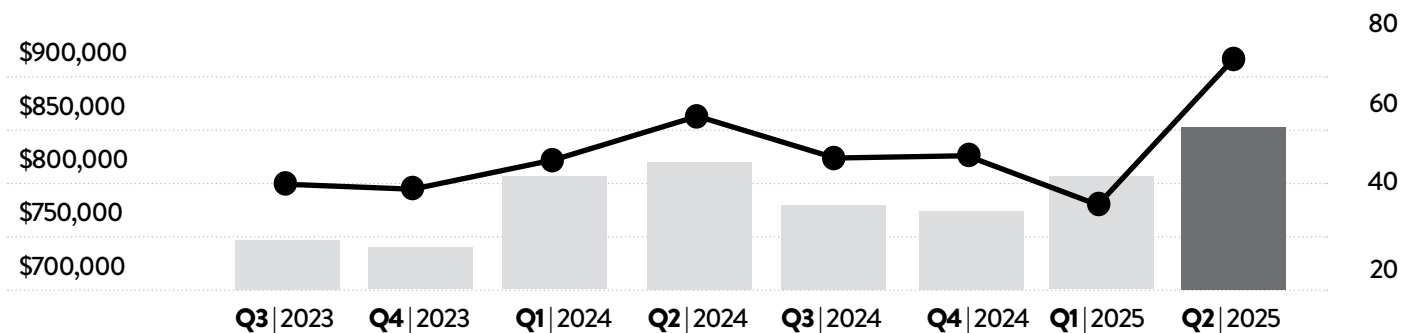
	Q2 2025	Q2 2024	TREND
DETACHED HOMES	107	108	▼
TOWN / LINK HOMES	30	11	▲
APARTMENT / CONDO	56	51	▲
TOTAL	193	170	▲
SALES TO NEW RATIO	0.55	0.58	▼

## Q2 SALES BY INVENTORY TYPE



<b>\$827,250</b> DETACHED MEDIAN SALE	<b>\$620,500</b> TOWN / LINK MEDIAN SALE	<b>\$600,000</b> APT / CONDO MEDIAN SALE
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## MEDIAN DET. SALE PRICE ■ # OF MEDIAN DET. SALES



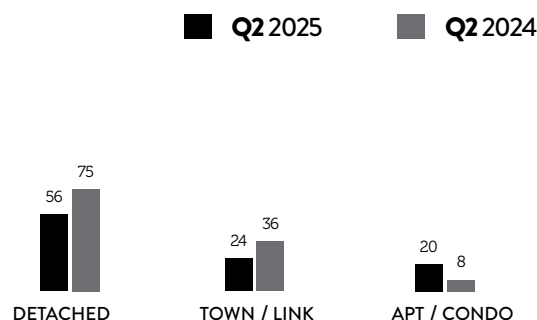
# MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$824,900	100	191	0.52	\$835,000
<b>Q2 2024</b>   TOTAL	\$899,900	119	177	0.67	\$899,999
% CHANGE (+/-)	8.33% ▼	15.97% ▼	791% ▲	22.13% ▼	722% ▼
<b>Q1 2025</b>   TOTAL	\$799,900	75	136	0.55	\$825,000
% CHANGE (+/-)	3.13% ▲	33.33% ▲	40.44% ▲	5.06% ▼	1.21% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	110	112	▼
TOWN / LINK HOMES	53	52	▲
APARTMENT / CONDO	28	13	▲
TOTAL	191	177	▲
SALES TO NEW RATIO	0.52	0.67	▼

## Q2 SALES BY INVENTORY TYPE



**\$954,999**

DETACHED MEDIAN SALE

**\$680,000**

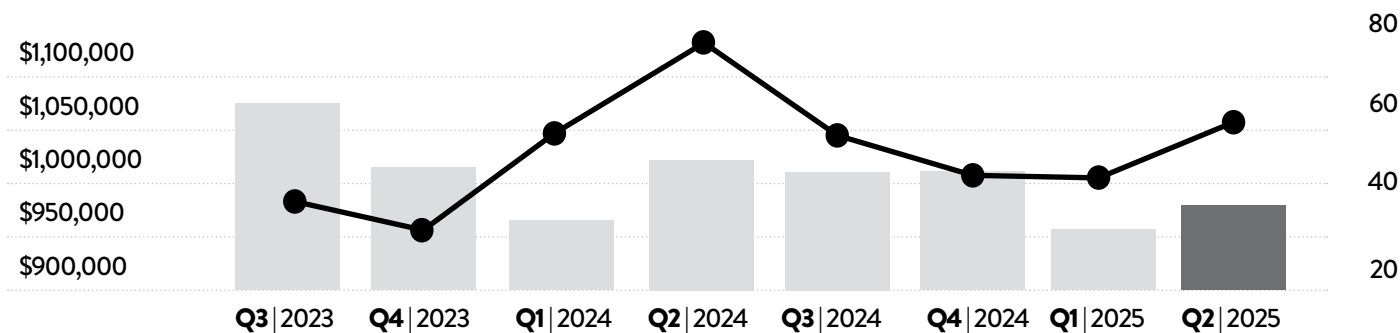
TOWN / LINK MEDIAN SALE

**\$400,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



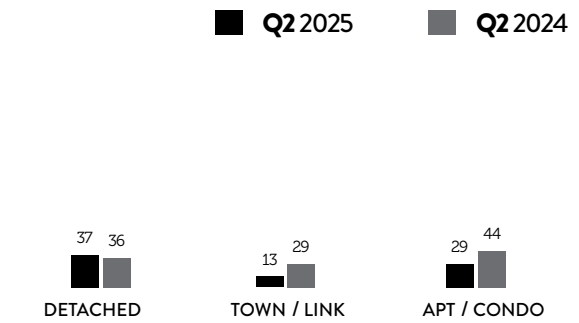
# SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$849,900	79	189	0.42	\$845,000
<b>Q2 2024</b>   TOTAL	\$759,900	109	182	0.60	\$755,000
% CHANGE (+/-)	11.84% ▲	27.52% ▼	3.85% ▲	30.21% ▼	11.92% ▲
<b>Q1 2025</b>   TOTAL	\$775,000	56	137	0.41	\$760,000
% CHANGE (+/-)	9.66% ▲	41.07% ▲	37.96% ▲	2.26% ▲	11.18% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	80	66	▲
TOWN / LINK HOMES	32	47	▼
APARTMENT / CONDO	77	69	▲
TOTAL	189	182	▲
SALES TO NEW RATIO	0.42	0.60	▼

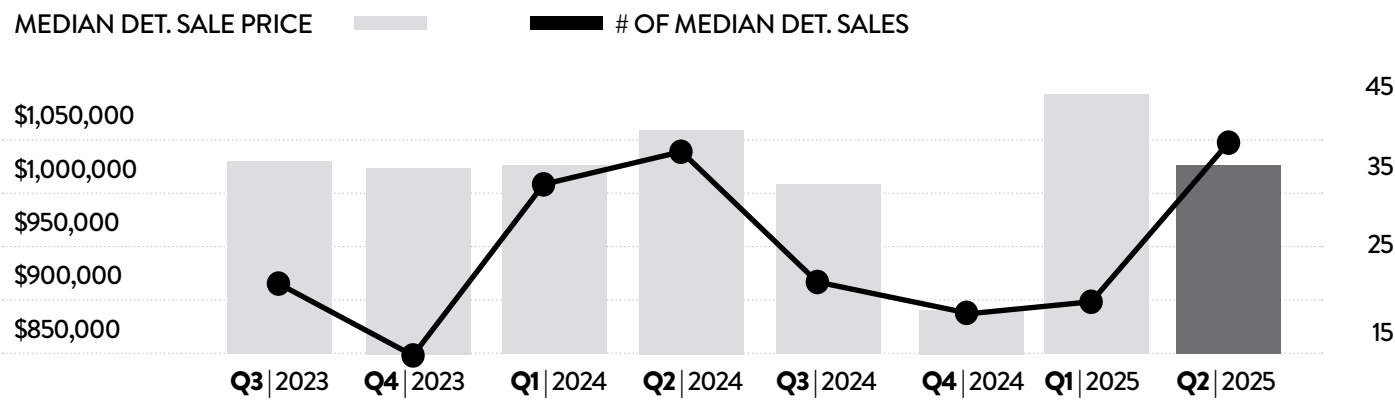
## Q2 SALES BY INVENTORY TYPE



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

**\$739,900**  
 TOWN / LINK MEDIAN SALE

**\$535,000**  
 APT / CONDO MEDIAN SALE



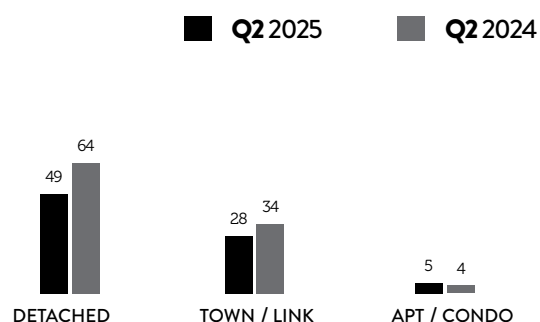
# EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$799,900	82	160	0.51	\$800,000
<b>Q2 2024</b>   TOTAL	\$759,450	102	147	0.69	\$769,950
% CHANGE (+/-)	5.33% ▲	19.61% ▼	8.84% ▲	26.14% ▼	3.90% ▲
<b>Q1 2025</b>   TOTAL	\$759,900	66	108	0.61	\$772,000
% CHANGE (+/-)	5.26% ▲	24.24% ▲	48.15% ▲	16.14% ▼	3.63% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	95	102	▼
TOWN / LINK HOMES	53	41	▲
APARTMENT / CONDO	12	4	▲
TOTAL	160	147	▲
SALES TO NEW RATIO	0.51	0.69	▼

## Q2 SALES BY INVENTORY TYPE



**\$845,000**

DETACHED MEDIAN SALE

**\$737,500**

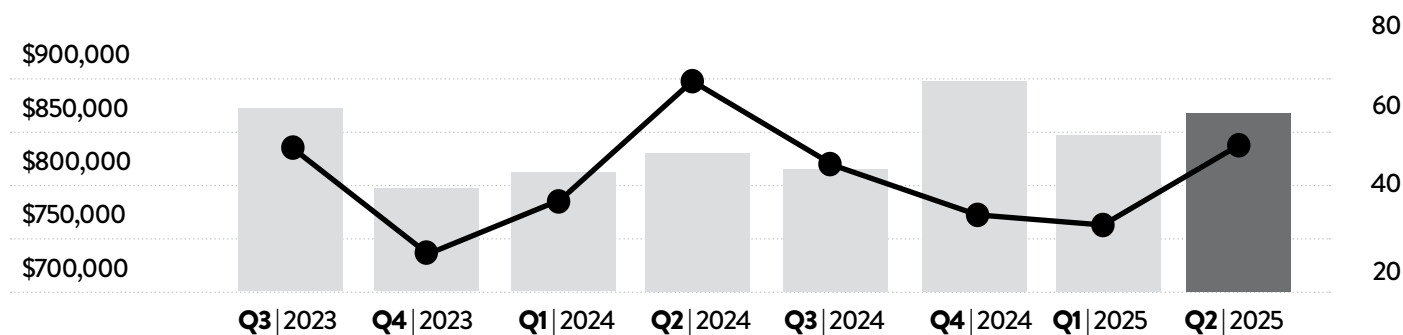
TOWN / LINK MEDIAN SALE

**\$480,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





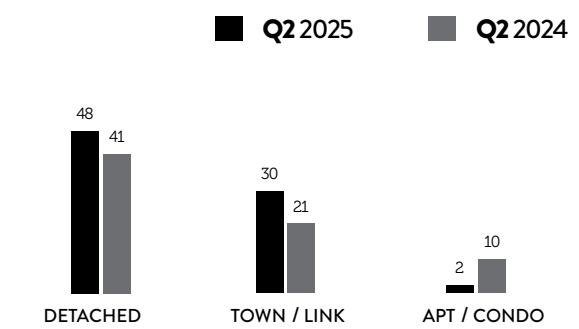
# WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$794,950	80	156	0.51	\$775,000
<b>Q2 2024</b>   TOTAL	\$762,500	72	112	0.64	\$758,000
% CHANGE (+/-)	4.26% ▲	11.11% ▲	39.29% ▲	20.23% ▼	2.24% ▲
<b>Q1 2025</b>   TOTAL	\$709,450	58	108	0.54	\$707,500
% CHANGE (+/-)	12.05% ▲	37.93% ▲	44.44% ▲	4.51% ▼	9.54% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	85	67	▲
TOWN / LINK HOMES	53	32	▲
APARTMENT / CONDO	18	13	▲
TOTAL	156	112	▲
SALES TO NEW RATIO	0.51	0.64	▼

## Q2 SALES BY INVENTORY TYPE

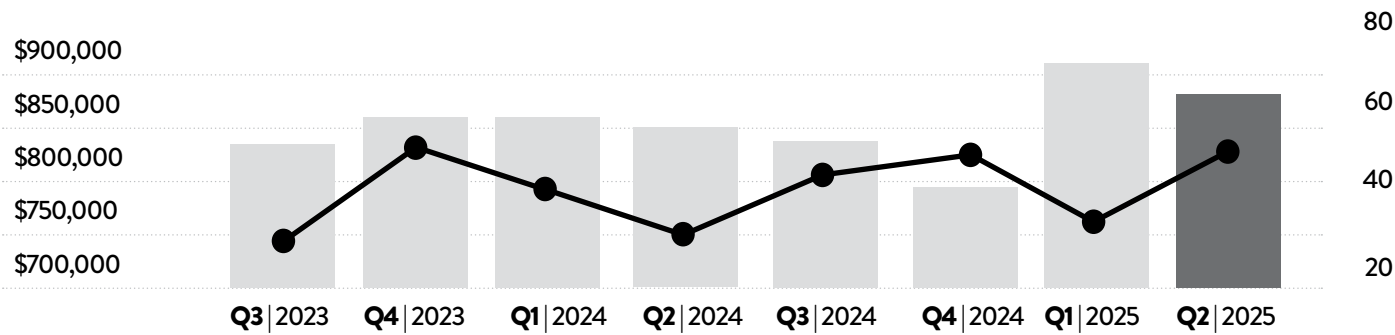


**\$859,000**  
 DETACHED MEDIAN SALE

**\$715,000**  
 TOWN / LINK MEDIAN SALE

**\$400,000**  
 APT / CONDO MEDIAN SALE

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



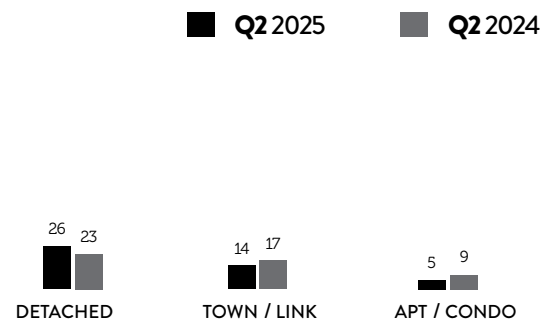
## NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$799,900	45	100	0.45	\$789,000
<b>Q2 2024   TOTAL</b>	\$749,900	49	76	0.64	\$750,000
% CHANGE (+/-)	6.67% ▲	8.16% ▼	31.58% ▲	30.20% ▼	5.20% ▲
<b>Q1 2025   TOTAL</b>	\$799,000	31	57	0.54	\$773,500
% CHANGE (+/-)	0.11% ▲	45.16% ▲	75.44% ▲	1726% ▼	2.00% ▲

### Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	43	36	▲
TOWN / LINK HOMES	46	30	▲
APARTMENT / CONDO	11	10	▲
TOTAL	100	76	▲
SALES TO NEW RATIO	0.45	0.64	▼

### Q2 SALES BY INVENTORY TYPE



**\$821,720**

DETACHED MEDIAN SALE

**\$733,500**

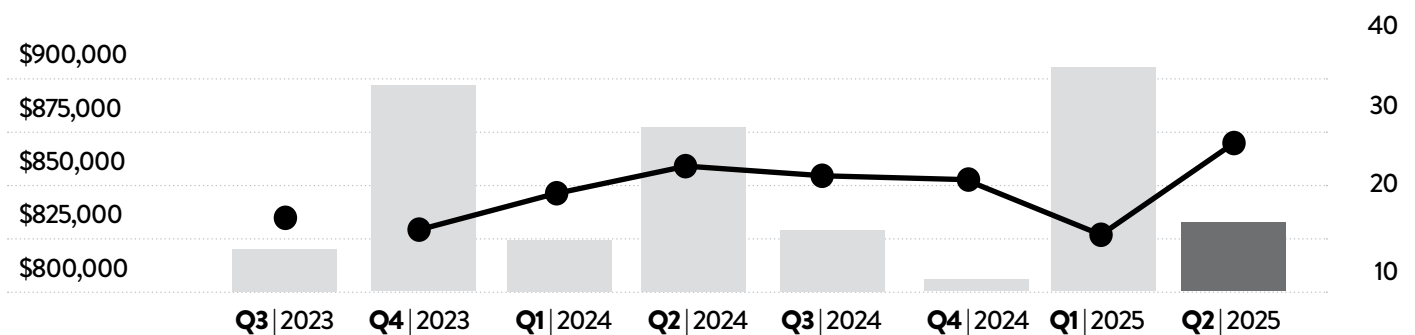
TOWN / LINK MEDIAN SALE

**\$507,000**

APT / CONDO MEDIAN SALE

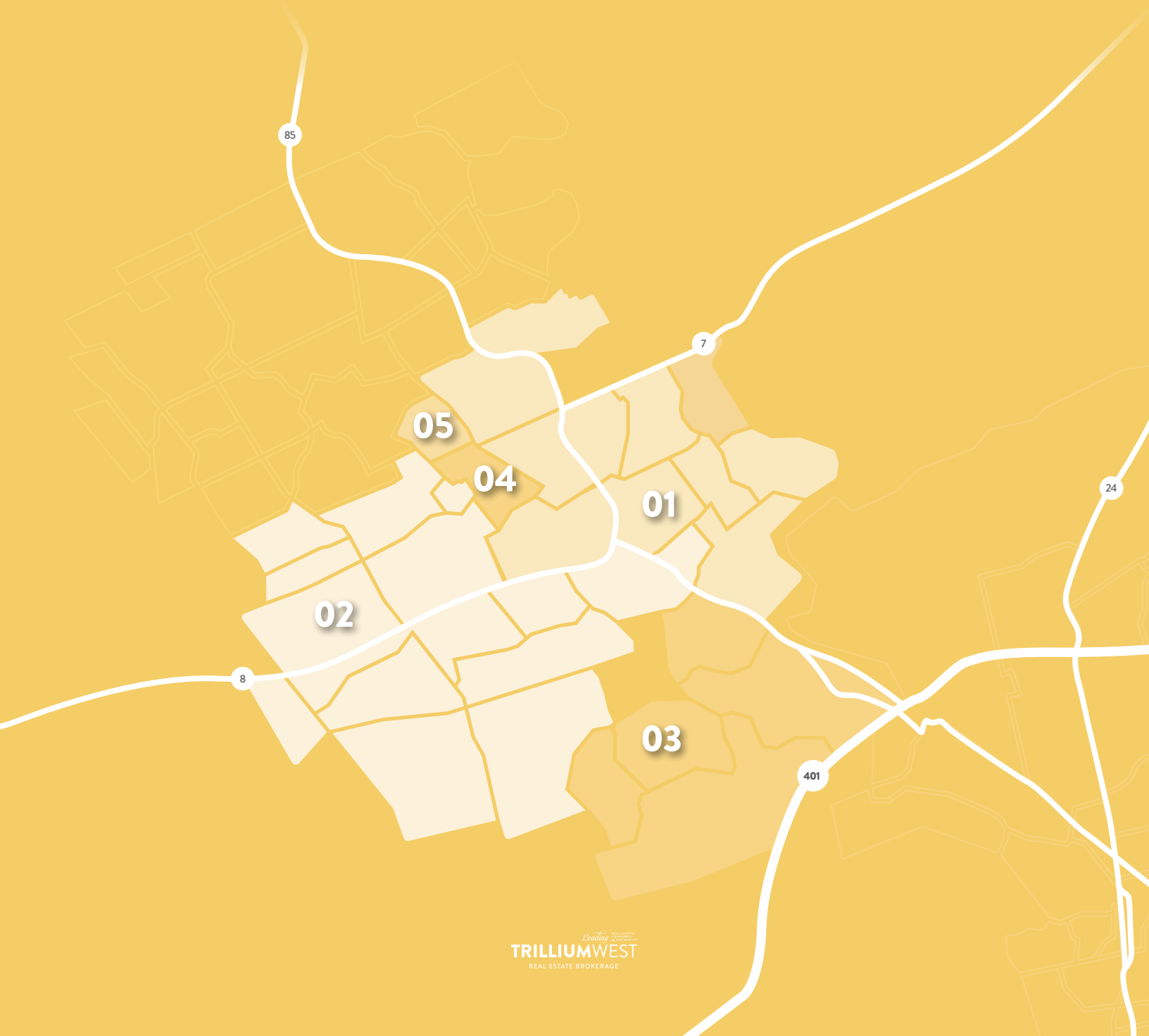
MEDIAN DET. SALE PRICE

■ # 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



0.51

	Q2   2025	% Chg (Y)	Q2   2024	% Chg (Q)	Q1   2025
MEDIAN DET. SALE PRICE	\$792,500	4.49% ▼	\$829,750	2.16% ▼	\$810,000
NUMBER OF NEW SALES	792	6.71% ▼	849	82.07% ▲	435
MEDIAN DAYS ON MARKET	22	11 days	11	=	22
NEW INVENTORY	1,564	2.36% ▲	1,528	43.09% ▲	1,093

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

## UP & DOWN QUICK REVIEW

▲ **82.07%** Q2 was a large jump over Q1 in terms of overall sales in the city. This mimics what we saw in Waterloo as well showing signs that buyers started to chip away at the growing inventory that piled up through the winter.

▲ **9.67%** Midtown prices are up almost 10% Y/Y. This is highly influenced by an increase in detached and tapering of condo sales in this pocket of the city. It's also supported by a higher Sale/New Listing Ratio than we saw at this time last year.

▲ **0%** The downtown core is right in line with the inventory we saw in Q1 of this year. Seasonality doesn't seem to have brought a notable change in listing counts but a 62.5% jump in increase in sales means we will be starting Q3 with a bit less supply than we did last year.

▲ **15.27%** Q2 was a good one for sellers in East Kitchener. Sale/New Listing Ratio was on the rise in the spring bringing it up to 0.56. This sits as the highest and most seller-favouring ratio across the city but is still in that generally balanced range.

▼ **9.63%** West Kitchener saw the largest Y/Y price drop in the city. Now sitting below the \$700,000 price point the west end is one of the most diverse pockets of the city in terms of property types and buyers should have their eyes on this pocket for the rest of 2025.

▼ **6.71%** Sales are down just under 7% Y/Y but with us down ~15% from 2023 buyers have noticed a marked change from the mentality they had just 2 years ago.

▼ **1.29%** South Kitchener continues to hold fairly steady in terms of Y/Y sale prices. Like Hespeler, the close connection to the 401 tends to open the buyer pool and stabilize prices. As inventory continues to climb and without as much variety in property types it's important for sellers to find a way to stand out for the rest of 2025.

▼ **12.2%** New inventory (especially in the condo space) as down in a big way from last year. Keep an eye out for our condo report to keep tabs on how the condo market is behaving compared to the freehold/detached space going into the second half of the year!

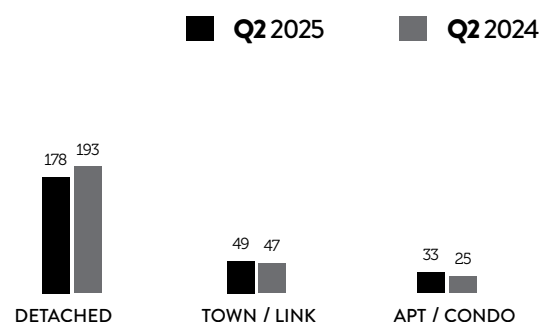
# EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$699,900	260	465	0.56	\$718,700
<b>Q2 2024</b>   TOTAL	\$699,900	265	398	0.67	\$740,100
% CHANGE (+/-)	=	189% ▼	16.83% ▲	16.02% ▼	2.89% ▼
<b>Q1 2025</b>   TOTAL	\$699,945	146	301	0.49	\$729,950
% CHANGE (+/-)	0.01% ▼	78.08% ▲	54.49% ▲	15.27% ▲	1.54% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	310	280	▲
TOWN / LINK HOMES	82	67	▲
APARTMENT / CONDO	73	51	▲
TOTAL	465	398	▲
SALES TO NEW RATIO	0.56	0.67	▼

## Q2 SALES BY INVENTORY TYPE



**\$768,000**

DETACHED MEDIAN SALE

**\$620,000**

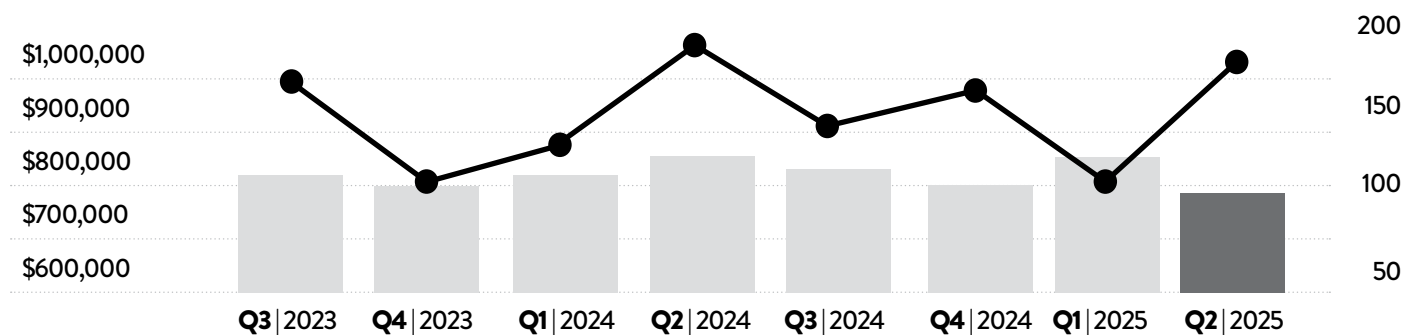
TOWN / LINK MEDIAN SALE

**\$367,500**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



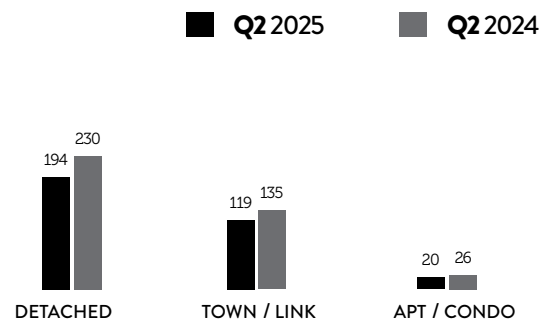
# WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$650,000	333	639	0.52	\$685,000
<b>Q2 2024</b>   TOTAL	\$699,000	391	650	0.60	\$736,000
% CHANGE (+/-)	701% ▼	14.83% ▼	1.69% ▼	13.37% ▼	6.93% ▼
<b>Q1 2025</b>   TOTAL	\$674,999	193	446	0.43	\$700,000
% CHANGE (+/-)	3.70% ▼	72.54% ▲	43.27% ▲	20.43% ▲	2.14% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	368	360	▲
TOWN / LINK HOMES	210	242	▼
APARTMENT / CONDO	61	48	▲
TOTAL	639	650	▼
SALES TO NEW RATIO	0.52	0.60	▼

## Q2 SALES BY INVENTORY TYPE



**\$744,250**

DETACHED MEDIAN SALE

**\$582,000**

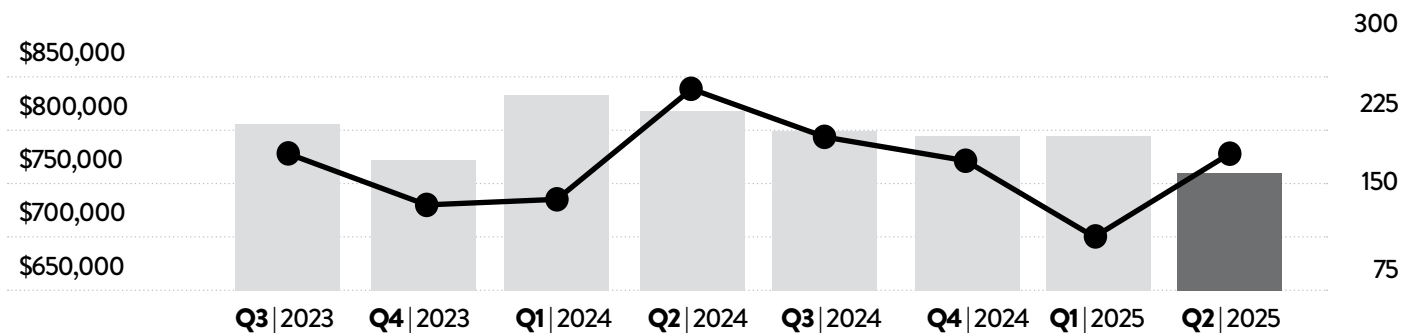
TOWN / LINK MEDIAN SALE

**\$367,450**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



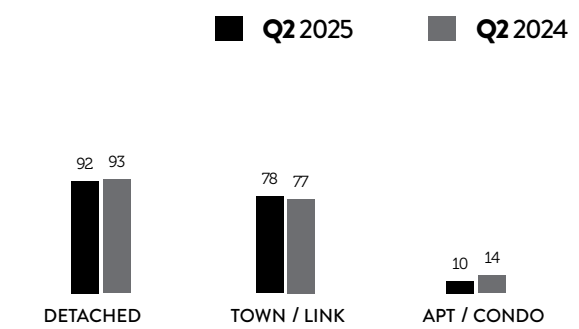
# SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2025   TOTAL	\$754,950	180	375	0.48	\$804,500
Q2 2024   TOTAL	\$767,450	184	354	0.52	\$815,000
% CHANGE (+/-)	1.63% ▼	2.17% ▼	5.93% ▲	7.65% ▼	1.29% ▼
Q1 2025   TOTAL	\$749,950	92	231	0.40	\$762,500
% CHANGE (+/-)	0.67% ▲	95.65% ▲	62.34% ▲	20.52% ▲	5.51% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	185	170	▲
TOWN / LINK HOMES	166	159	▲
APARTMENT / CONDO	24	25	▼
TOTAL	375	354	▲
SALES TO NEW RATIO	0.48	0.52	▼

## Q2 SALES BY INVENTORY TYPE



\$981,000

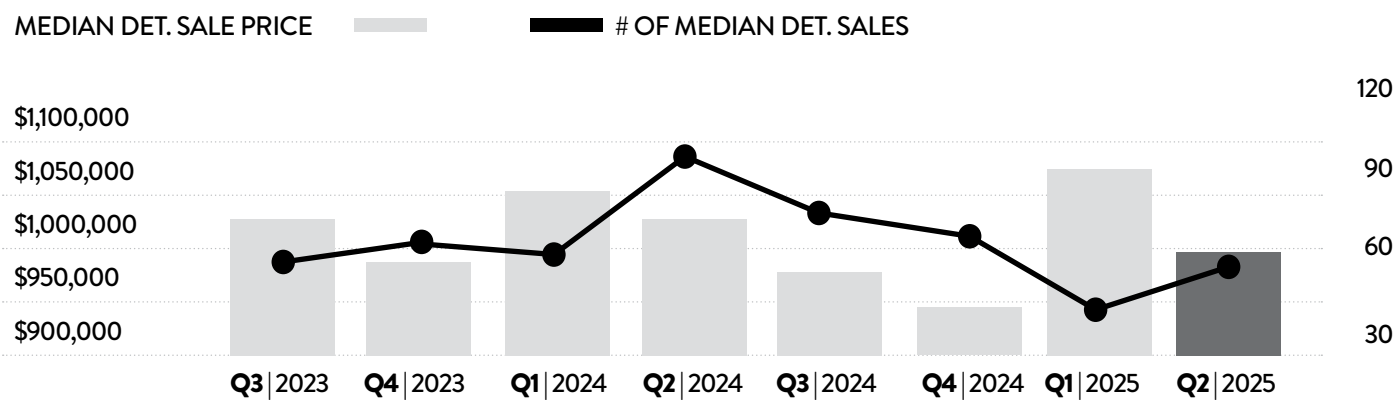
DETACHED MEDIAN SALE

\$632,250

TOWN / LINK MEDIAN SALE

\$391,000

APT / CONDO MEDIAN SALE



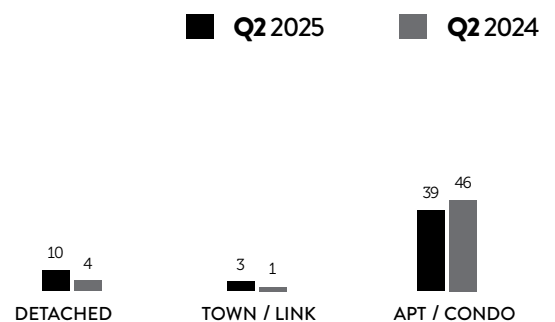
# DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$444,450	52	150	0.35	\$427,500
<b>Q2 2024   TOTAL</b>	\$439,900	51	156	0.33	\$420,000
% CHANGE (+/-)	1.03% ▲	1.96% ▲	3.85% ▼	6.04% ▲	1.79% ▲
<b>Q1 2025   TOTAL</b>	\$447,450	32	150	0.21	\$442,000
% CHANGE (+/-)	0.67% ▼	62.50% ▲	=	62.50% ▲	3.28% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	21	18	▲
TOWN / LINK HOMES	4	4	=
APARTMENT / CONDO	125	134	▼
TOTAL	150	156	▼
SALES TO NEW RATIO	0.35	0.33	▲

## Q2 SALES BY INVENTORY TYPE



**\$615,000**

DETACHED MEDIAN SALE

**\$485,000**

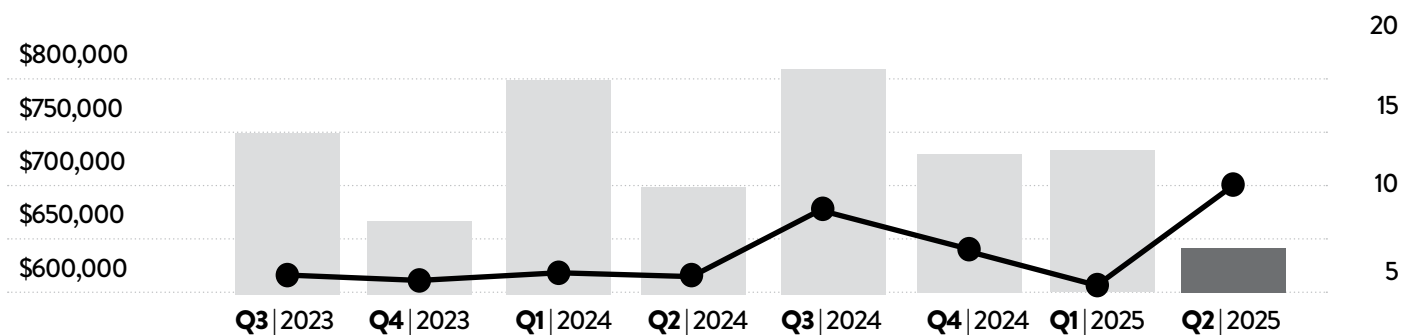
TOWN / LINK MEDIAN SALE

**\$400,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES





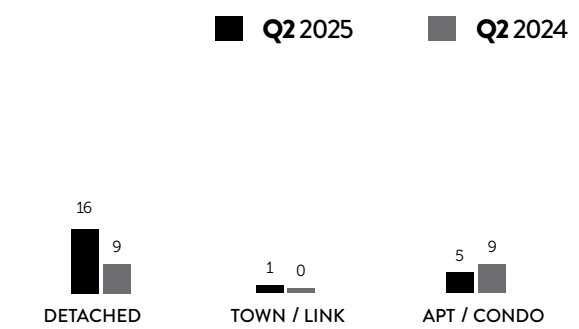
# MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2025   TOTAL	\$682,500	22	72	0.31	\$674,500
Q2 2024   TOTAL	\$599,900	18	82	0.22	\$615,000
% CHANGE (+/-)	13.77% ▲	22.22% ▲	12.20% ▼	39.20% ▲	9.67% ▲
Q1 2025   TOTAL	\$599,450	12	52	0.23	\$575,000
% CHANGE (+/-)	13.85% ▲	83.33% ▲	38.46% ▲	32.41% ▲	17.30% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	23	16	▲
TOWN / LINK HOMES	10	5	▲
APARTMENT / CONDO	39	61	▼
TOTAL	72	82	▼
SALES TO NEW RATIO	0.31	0.22	▲

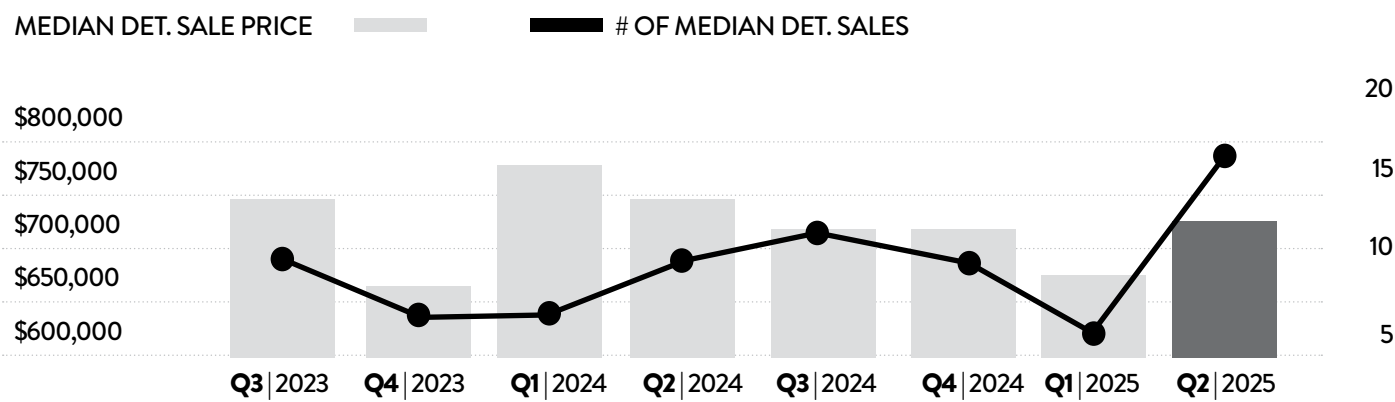
## Q2 SALES BY INVENTORY TYPE



**\$705,000**  
 DETACHED MEDIAN SALE

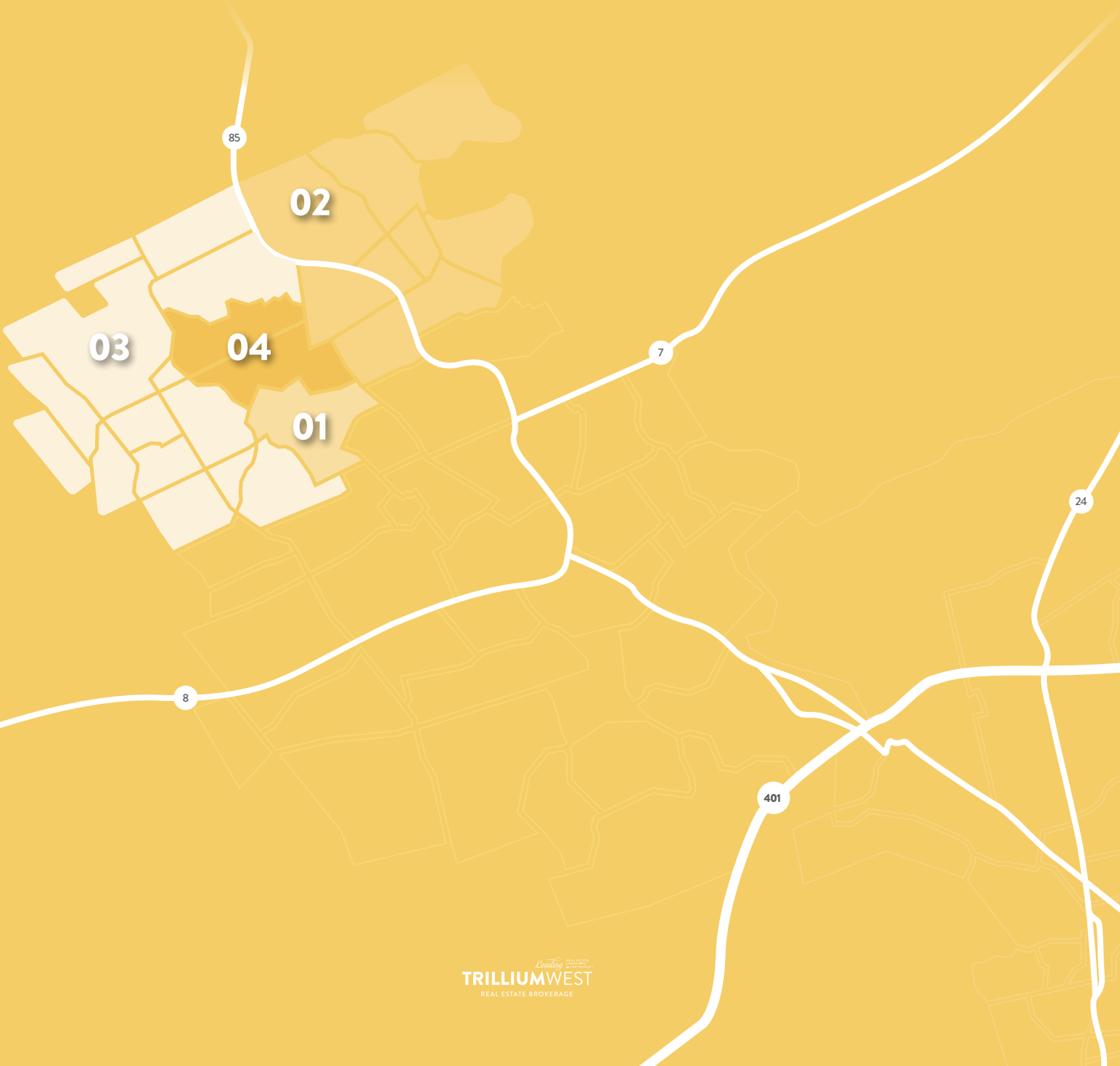
**\$660,000**  
 TOWN / LINK MEDIAN SALE

**\$410,000**  
 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



0.49

	Q2   2025	% Chg (Y)	Q2   2024	% Chg (Q)	Q1   2025
MEDIAN DET. SALE PRICE	\$875,000	4.89% ▼	\$920,000	3.98% ▲	\$841,500
NUMBER OF NEW SALES	512	2.10% ▼	523	82.86% ▲	280
MEDIAN DAYS ON MARKET	19	9 days	10	2 days	21
NEW INVENTORY	1,039	8.68% ▲	956	60.59% ▲	647

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

## UP & DOWN QUICK REVIEW

▲ 82.86%

Increase in Q/Q sales volume a common trend moving from Q1 to Q2 but with sales outpacing the 60.59% increase in inventory will we see a push towards a sellers market in Q3 for Waterloo?

▼ 4.89%

Slide in median detached price Y/Y for all of Waterloo. Some price erosion was inevitable with the lagging list to sale ratios we have been seeing the last 2 quarters.

▲ 90%

Climb in DOM Y/Y, buyers are cautious, taking their time and aren't feeling the FOMO of years past.

▼ 9.47%

The difference in median detached price point from East Waterloo to West Waterloo. Traditionally West Waterloo has been the more expensive but in Q2 East flipped the script- is this a new trend? We will be watching Q3.

▲ 24%

Jump in Uptown sales volume Y/Y mostly in the detached market and a 5.59% bump in median price- people still value the premium neighbourhoods even in a slower market.

▼ 14.23%

Drop in list to sale ratio for West Waterloo Y/Y coming down from a sellers market a year ago and into a more balance market. With sales on the decline and inventory on the rise we expect this trend to continue.

▲ 8.41%

Rise in Y/Y inventory in the university district. Is the drop in foreign student enrollment starting to take its toll on investors?

▼ 12%

(We made this number up) Thanks to Trump's tariff threats and trade war whiplash, buyer confidence took a 12% nosedive — roughly equal to the number of times he's changed his stance on Canadian imports this quarter.

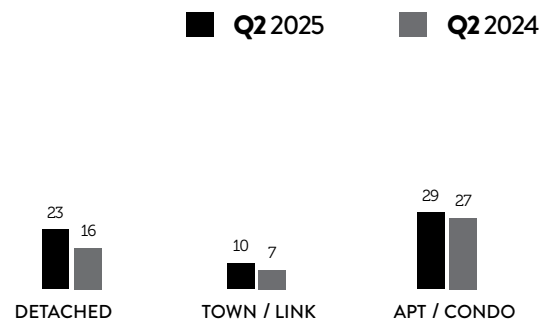
# UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$699,450	62	112	0.55	\$716,000
<b>Q2 2024</b>   TOTAL	\$662,450	50	104	0.48	\$697,500
% CHANGE (+/-)	5.59% ▲	24.00% ▲	7.69% ▲	15.14% ▲	2.65% ▲
<b>Q1 2025</b>   TOTAL	\$599,900	29	88	0.33	\$585,000
% CHANGE (+/-)	16.59% ▲	113.79% ▲	27.27% ▲	67.98% ▲	22.39% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	36	26	▲
TOWN / LINK HOMES	12	10	▲
APARTMENT / CONDO	64	68	▼
TOTAL	112	104	▲
SALES TO NEW RATIO	0.55	0.48	▲

## Q2 SALES BY INVENTORY TYPE



**\$875,000**

DETACHED MEDIAN SALE

**\$785,000**

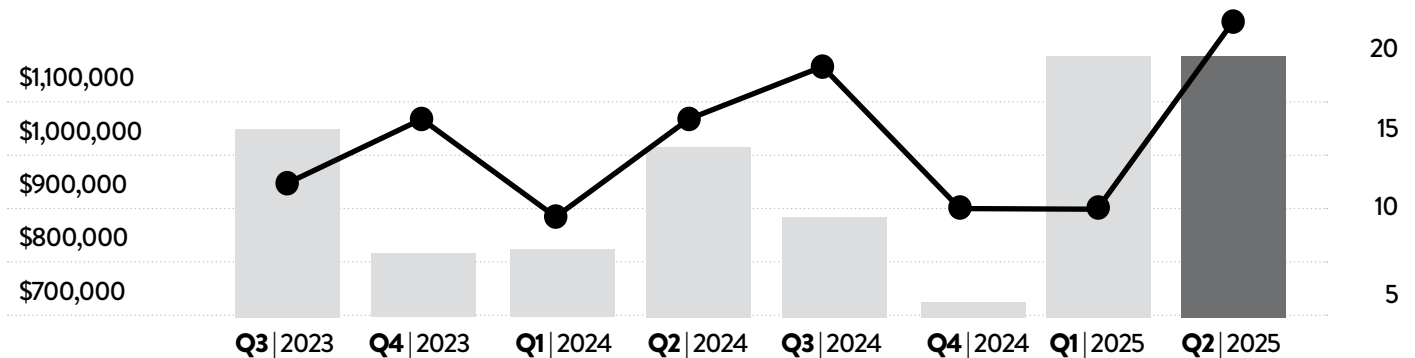
TOWN / LINK MEDIAN SALE

**\$540,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



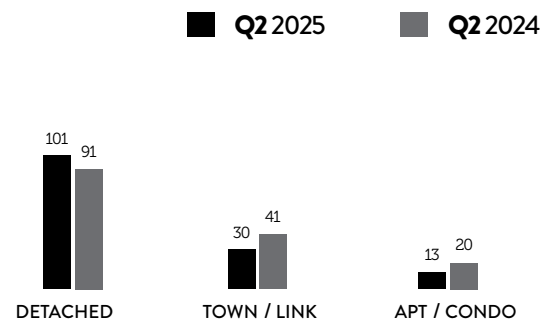
# EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$799,450	144	248	0.58	\$846,000
<b>Q2 2024</b>   TOTAL	\$784,900	152	259	0.59	\$817,500
% CHANGE (+/-)	1.85% ▲	5.26% ▼	4.25% ▼	106% ▼	3.49% ▲
<b>Q1 2025</b>   TOTAL	\$722,450	76	133	0.57	\$742,500
% CHANGE (+/-)	10.66% ▲	89.47% ▲	86.47% ▲	161% ▲	13.94% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	150	136	▲
TOWN / LINK HOMES	68	73	▼
APARTMENT / CONDO	30	50	▼
TOTAL	248	259	▼
SALES TO NEW RATIO	0.58	0.59	▼

## Q2 SALES BY INVENTORY TYPE



**\$995,000**

DETACHED MEDIAN SALE

**\$663,000**

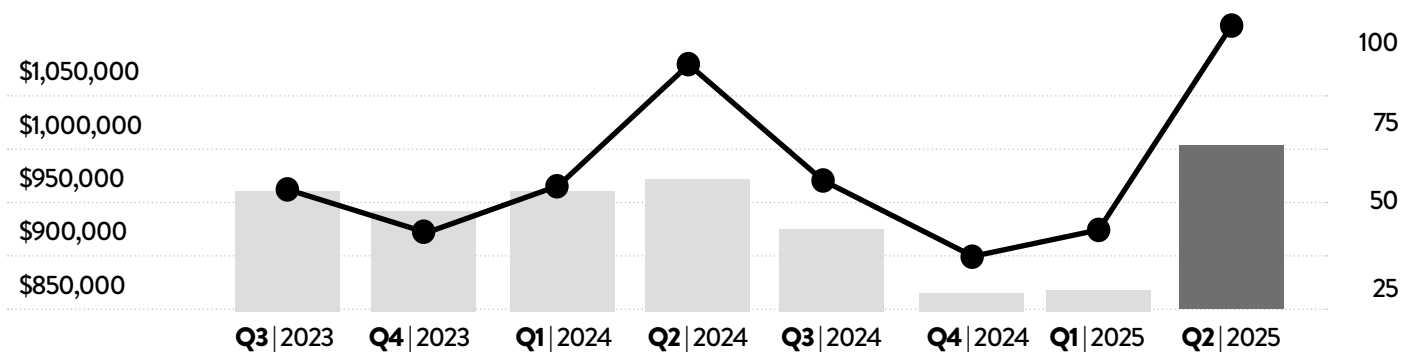
TOWN / LINK MEDIAN SALE

**\$415,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



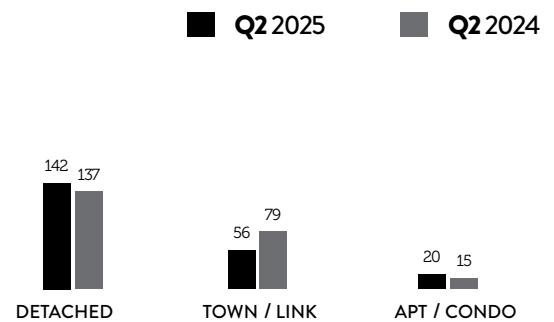
## WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$789,000	218	395	0.55	\$806,250
<b>Q2 2024   TOTAL</b>	\$799,000	231	359	0.64	\$820,000
% CHANGE (+/-)	125% ▼	5.63% ▼	10.03% ▲	14.23% ▼	1.68% ▼
<b>Q1 2025   TOTAL</b>	\$789,000	116	245	0.47	\$809,500
% CHANGE (+/-)	=	87.93% ▲	61.22% ▲	16.56% ▲	0.40% ▼

### Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
DETACHED HOMES	256	229	▲
TOWN / LINK HOMES	98	98	=
APARTMENT / CONDO	41	32	▲
TOTAL	395	359	▲
SALES TO NEW RATIO	0.55	0.64	▼

### Q2 SALES BY INVENTORY TYPE



**\$900,000**

DETACHED MEDIAN SALE

**\$653,055**

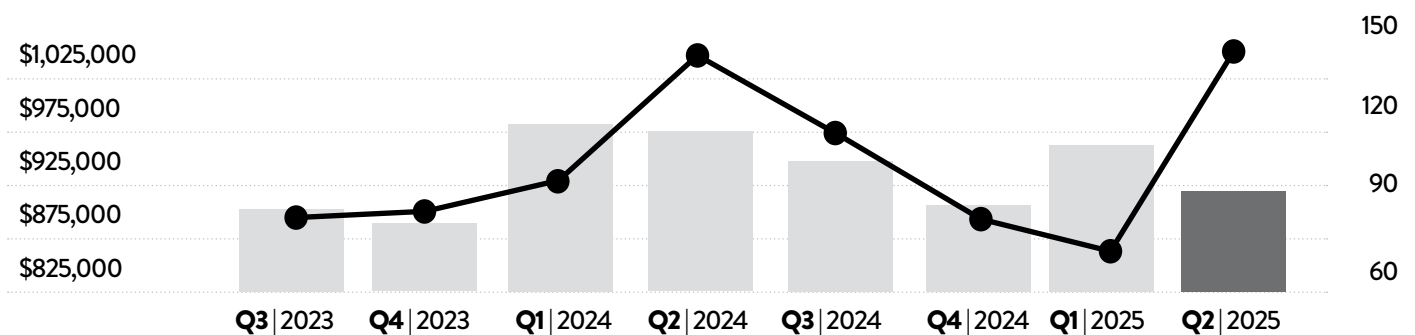
TOWN / LINK MEDIAN SALE

**\$405,000**

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



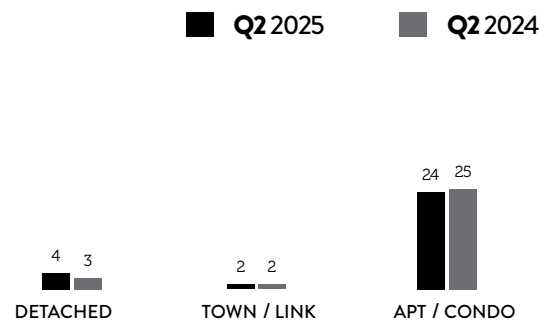
# UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$459,950	30	116	0.26	\$439,000
<b>Q2 2024</b>   TOTAL	\$467,000	30	107	0.28	\$462,500
% CHANGE (+/-)	1.51% ▼	=	8.41% ▲	7.76% ▼	5.08% ▼
<b>Q1 2025</b>   TOTAL	\$479,450	22	92	0.24	\$461,250
% CHANGE (+/-)	4.07% ▼	36.36% ▲	26.09% ▲	8.15% ▲	4.82% ▼

## Q2 NEW INVENTORY

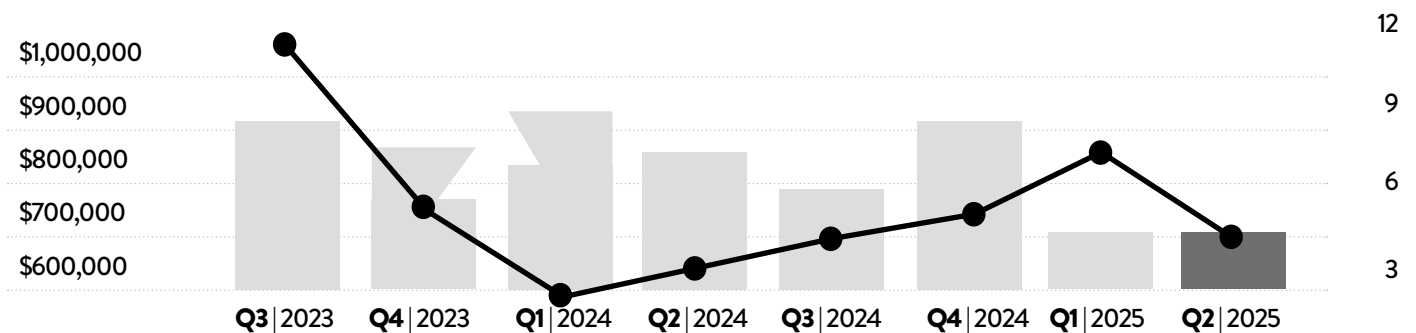
	Q2 2025	Q2 2024	TREND
DETACHED HOMES	11	7	▲
TOWN / LINK HOMES	4	5	▼
APARTMENT / CONDO	101	95	▲
TOTAL	116	107	▲
SALES TO NEW RATIO	0.26	0.28	▼

## Q2 SALES BY INVENTORY TYPE



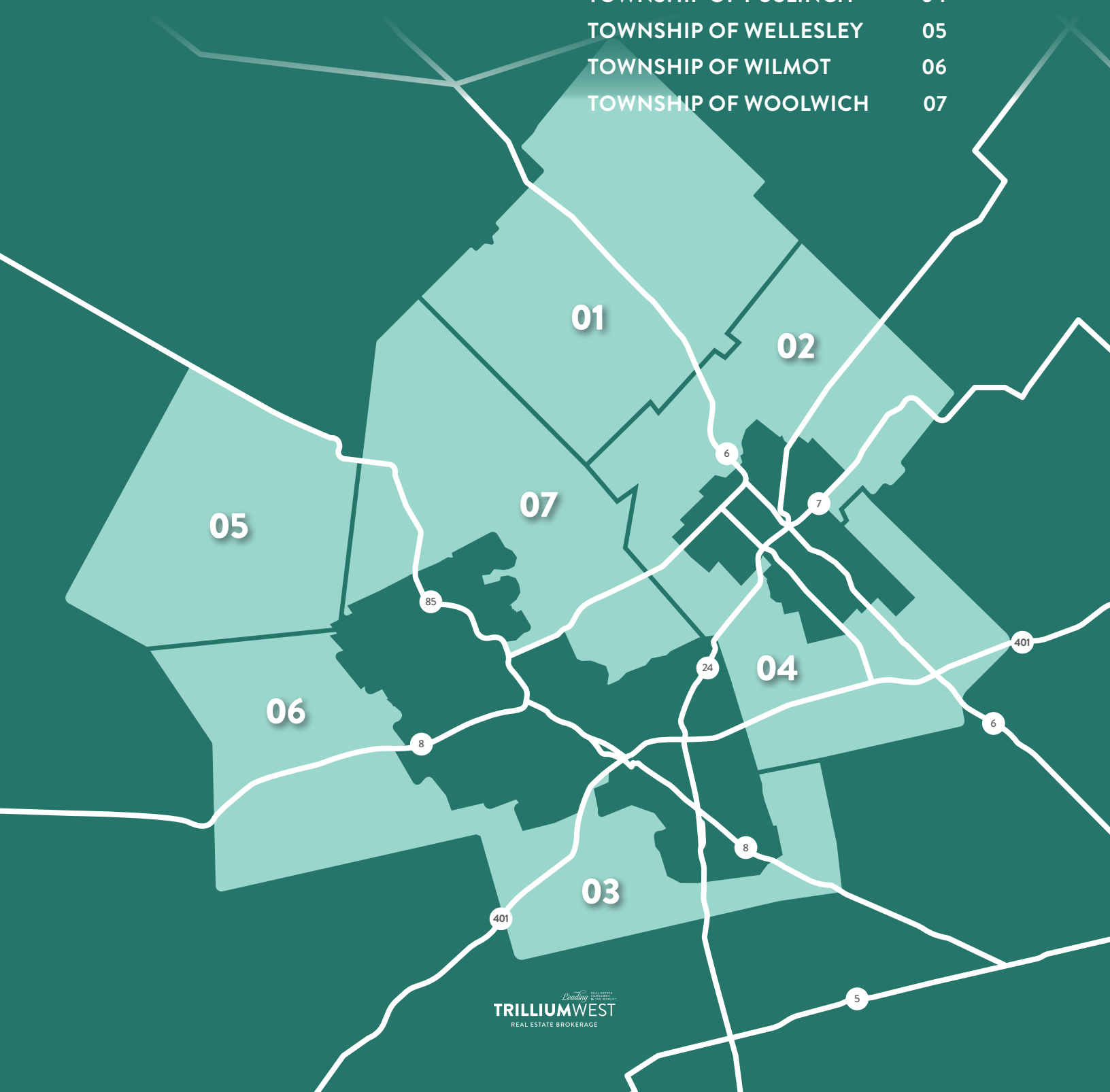
<b>\$842,250</b> DETACHED MEDIAN SALE	<b>\$524,000</b> TOWN / LINK MEDIAN SALE	<b>\$425,000</b> APT / CONDO MEDIAN SALE
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MEDIAN DET. SALE PRICE      # OF MEDIAN DET. SALES



## 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

### Q2 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS  
CONSIDERED A BALANCED MARKET



0.52

	Q2   2025	% Chg (Y)	Q2   2024	% Chg (Q)	Q1   2025
MEDIAN DET. SALE PRICE	\$950,000	=	\$950,000	2.15% ▲	\$930,000
NUMBER OF NEW SALES	336	28.51% ▼	470	28.74% ▲	261
MEDIAN DAYS ON MARKET	28	15 days	13	5 days	23
NEW INVENTORY	642	28.75% ▼	901	3.38% ▲	621

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

## UP & DOWN QUICK REVIEW

▲ **31.91%** Puslinch had a standout performance this quarter with a jump in median sales price from last year. The spring tends to be a notable benchmark for the townships, especially in areas where luxury homes tend to shine.

▲ **237.5%** Although it's based on a smaller sample size - Wellesley has followed the common seasonal boost in sales we've come to expect from Q1 to Q2 with a jump from 8 to 27.

▲ **14.87%** Wilmot continues to hold out as the Sale/New listing ratio climbs Y/Y to 0.75 - the highest in the region. Sellers can have some confidence that with the right marketing and pricing strategy buyers will come.

▲ **7.02%** Woolwich has had a good start to 2025 with a 7% jump in median sale prices Y/Y and over 5% growth Q/Q. The unique location nestled between KW and Guelph make Woolwich an appealing location for buyers and as development continues and larger properties sell it's no surprise to see the prices shift this way even in a balanced market.

▼ **28.75%** A dip in new inventory across the townships is almost perfectly aligned with the slowdown in new sales (28.51%) which has left the Sales/New Listing Ratio at a balanced 0.52.

▼ **8.55%** Median sale prices in North Dumfries have opened up some great options for buyers going into the 2nd half of 2025. Lower prices and a buyer-leaning Sale/New Listing Ratio mean that buyers could have some leverage as the summer rolls along.

▼ **0%** Median Detached sale price has held flat Y/Y. Although the individual townships have generally slowed in terms of actual sales, this is why we put so much emphasis on those ratios! If sales dip but properties don't come, we may continue to see minimal movement in Township properties through Q3.

▼ **17.36%** Slide in Y/Y inventory in Wilmot township-driving the list to sales ratio into one of the few sellers markets around the region. Q2 is often a busy time for new listings in the townships but seems Wilmot sellers took the spring off this year and opted to stay put.

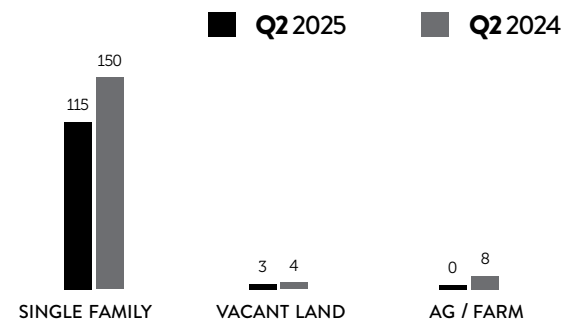
# TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$799,000	118	293	0.40	\$782,500
<b>Q2 2024   TOTAL</b>	\$839,900	162	293	0.55	\$830,000
% CHANGE (+/-)	4.87% ▼	27.16% ▼	=	27.16% ▼	5.72% ▼
<b>Q1 2025   TOTAL</b>	\$849,900	88	209	0.42	\$845,000
% CHANGE (+/-)	5.99% ▼	34.09% ▲	40.19% ▲	4.35% ▼	7.40% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	280	277	▲
TOWN / LINK HOMES	9	9	=
APARTMENT / CONDO	4	7	▼
TOTAL	293	293	=
SALES TO NEW RATIO	0.40	0.55	▼

## Q2 SALES BY INVENTORY TYPE



**\$785,000**

SINGLE FAMILY MEDIAN

**\$570,000**

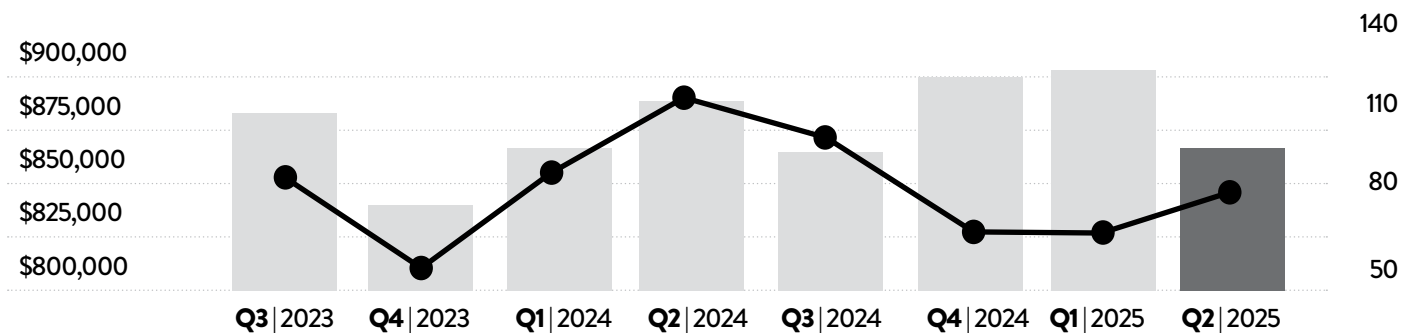
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



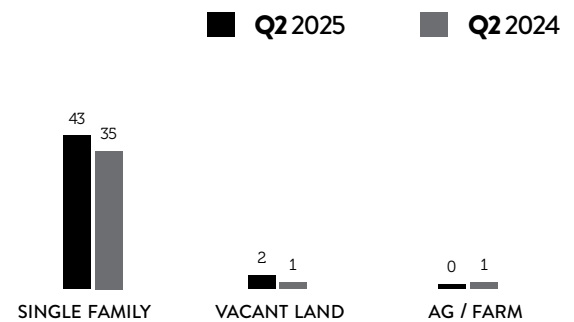
# TOWNSHIP OF GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$1,189,500	45	118	0.38	\$1,060,000
<b>Q2 2024   TOTAL</b>	\$999,900	37	102	0.36	\$1,000,000
% CHANGE (+/-)	18.96% ▲	21.62% ▲	15.69% ▲	5.13% ▲	6.00% ▲
<b>Q1 2025   TOTAL</b>	\$922,000	28	72	0.39	\$907,750
% CHANGE (+/-)	29.01% ▲	60.71% ▲	63.89% ▲	194% ▼	16.77% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	106	93	▲
TOWN / LINK HOMES	3	3	=
APARTMENT / CONDO	9	6	▲
TOTAL	118	102	▲
SALES TO NEW RATIO	0.38	0.36	▲

## Q2 SALES BY INVENTORY TYPE



**\$1,140,000**

SINGLE FAMILY MEDIAN

**N/A**

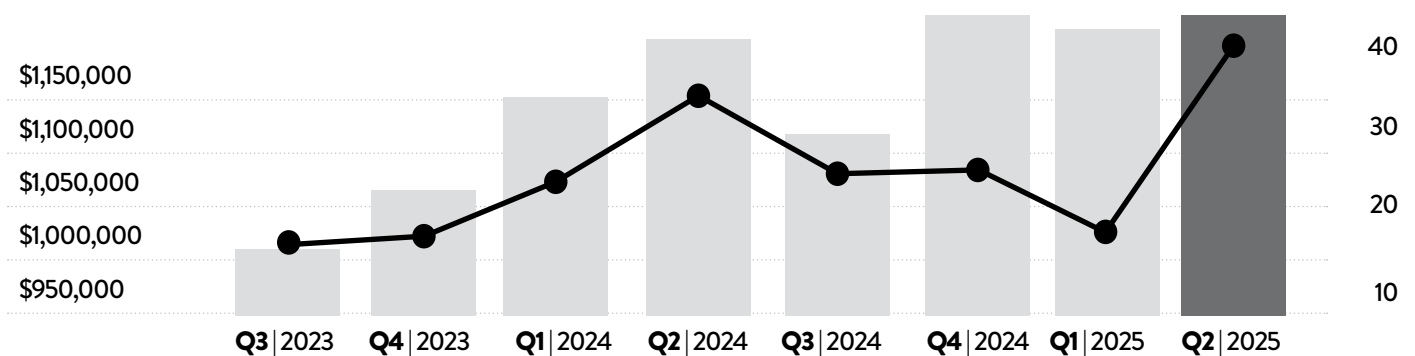
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



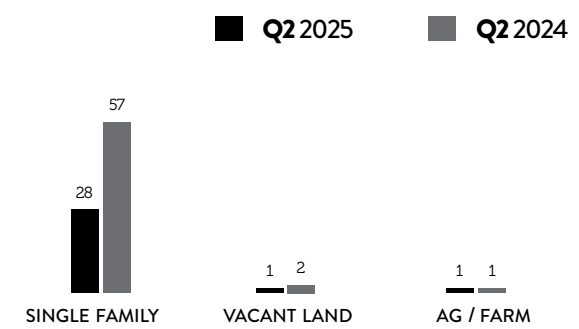
# TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025</b>   TOTAL	\$809,900	30	87	0.34	\$823,000
<b>Q2 2024</b>   TOTAL	\$879,000	60	108	0.56	\$899,950
% CHANGE (+/-)	786% ▼	50.00% ▼	19.44% ▼	37.93% ▼	8.55% ▼
<b>Q1 2025</b>   TOTAL	\$849,000	35	68	0.51	\$865,000
% CHANGE (+/-)	4.61% ▼	14.29% ▼	27.94% ▲	33.00% ▼	4.86% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	84	98	▼
TOWN / LINK HOMES	2	7	▼
APARTMENT / CONDO	1	3	▼
TOTAL	87	108	▼
SALES TO NEW RATIO	0.34	0.56	▼

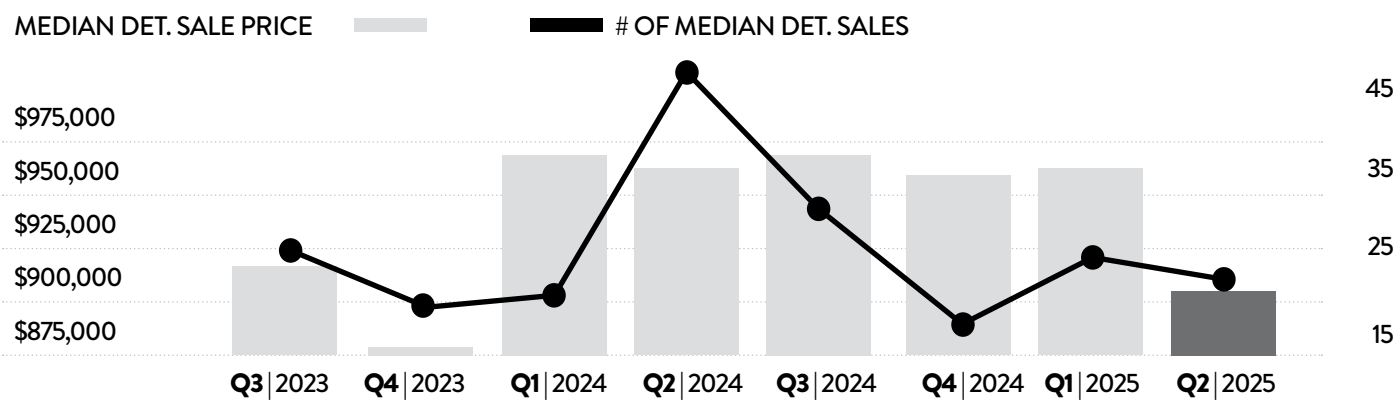
## Q2 SALES BY INVENTORY TYPE



**\$823,000**  
 SINGLE FAMILY MEDIAN

**\$370,000**  
 VACANT LAND MEDIAN

**\$4,400,000**  
 AG / FARM MEDIAN



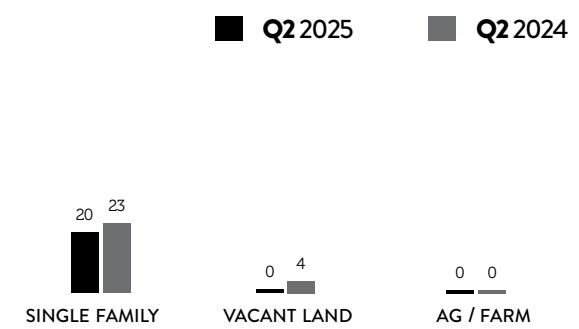
# TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q2 2025   TOTAL	\$1,599,900	20	81	0.25	\$1,550,000
Q2 2024   TOTAL	\$1,149,900	27	83	0.33	\$1,175,000
% CHANGE (+/-)	39.13% ▲	25.93% ▼	2.41% ▼	24.10% ▼	31.91% ▲
Q1 2025   TOTAL	\$1,599,000	11	46	0.24	\$1,500,000
% CHANGE (+/-)	0.06% ▲	81.82% ▲	76.09% ▲	3.25% ▲	3.33% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	71	73	▼
TOWN / LINK HOMES	8	6	▲
APARTMENT / CONDO	2	4	▼
TOTAL	81	83	▼
SALES TO NEW RATIO	0.25	0.33	▼

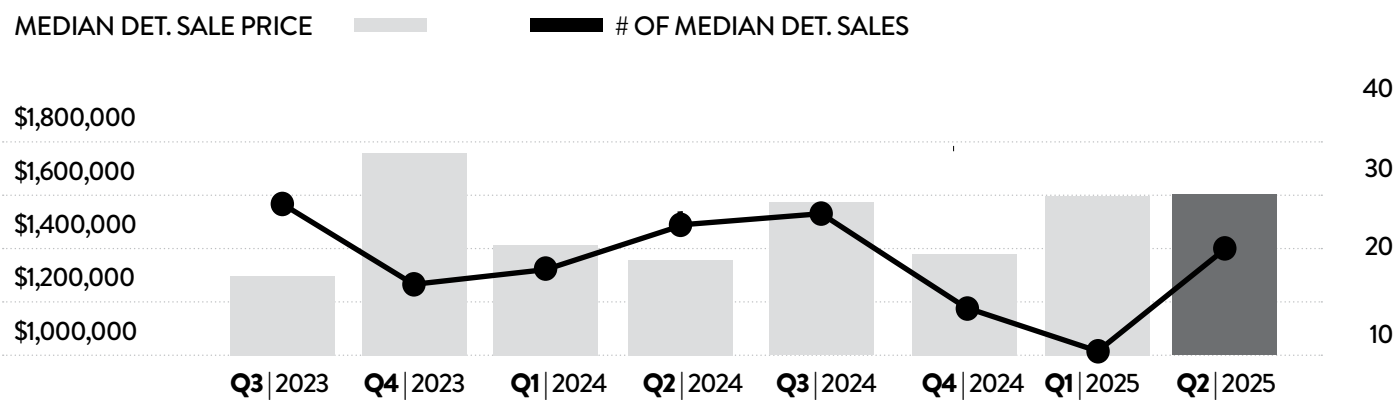
## Q2 SALES BY INVENTORY TYPE



**\$1,550,000**  
 SINGLE FAMILY MEDIAN

**N/A**  
 VACANT LAND MEDIAN

**N/A**  
 AG / FARM MEDIAN



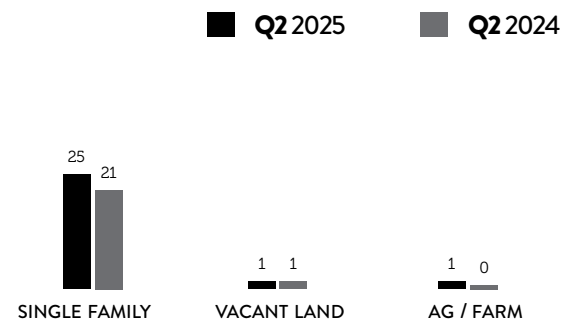
# TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$899,900	27	54	0.50	\$900,000
<b>Q2 2024   TOTAL</b>	\$847,450	22	47	0.47	\$854,500
<b>% CHANGE (+/-)</b>	6.19% ▲	22.73% ▲	14.89% ▲	6.82% ▲	5.32% ▲
<b>Q1 2025   TOTAL</b>	\$997,000	8	23	0.35	\$982,500
<b>% CHANGE (+/-)</b>	974% ▼	23750% ▲	134.78% ▲	43.75% ▲	8.40% ▼

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	51	44	▲
TOWN / LINK HOMES	2	1	▲
APARTMENT / CONDO	1	2	▼
TOTAL	54	47	▲
SALES TO NEW RATIO	0.50	0.47	▲

## Q2 SALES BY INVENTORY TYPE



**\$907,888**

SINGLE FAMILY MEDIAN

**\$1,625,000**

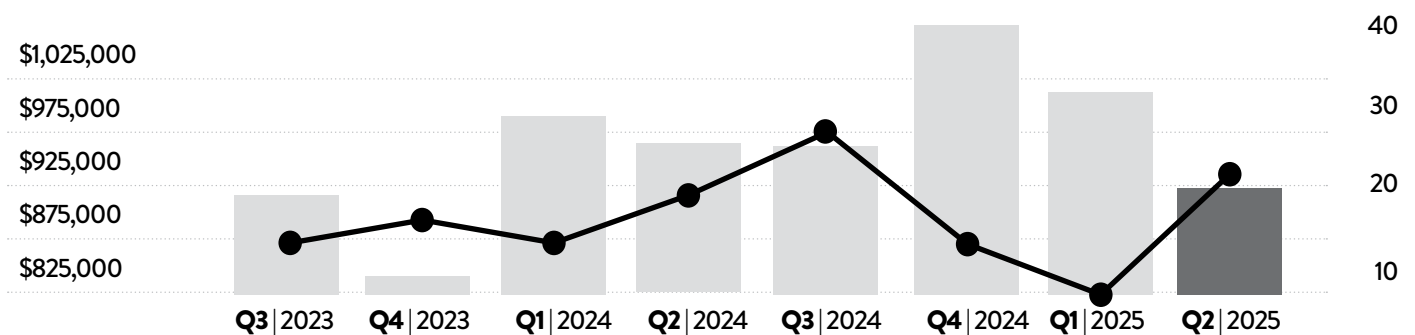
VACANT LAND MEDIAN

**\$3,500,000**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



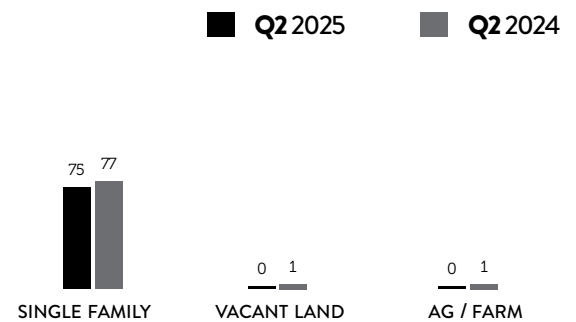
# TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$849,000	75	100	0.75	\$842,500
<b>Q2 2024   TOTAL</b>	\$829,900	79	121	0.65	\$827,000
% CHANGE (+/-)	2.30% ▲	5.06% ▼	1736% ▼	14.87% ▲	1.87% ▲
<b>Q1 2025   TOTAL</b>	\$714,500	41	73	0.56	\$730,000
% CHANGE (+/-)	18.82% ▲	82.93% ▲	36.99% ▲	33.54% ▲	15.41% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	96	114	▼
TOWN / LINK HOMES	4	6	▼
APARTMENT / CONDO	0	1	▼
TOTAL	100	121	▼
SALES TO NEW RATIO	0.75	0.65	▲

## Q2 SALES BY INVENTORY TYPE



**\$842,500**

SINGLE FAMILY MEDIAN

**N/A**

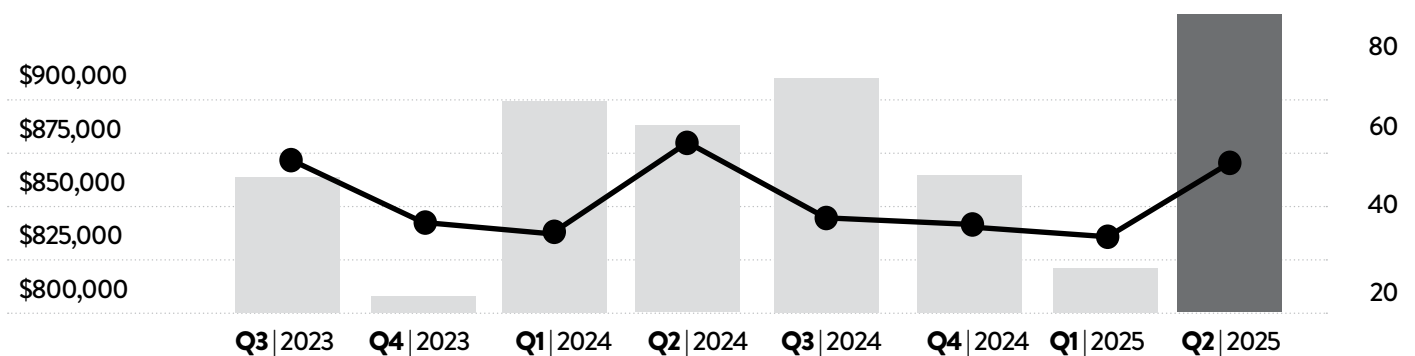
VACANT LAND MEDIAN

**N/A**

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

# OF MEDIAN DET. SALES



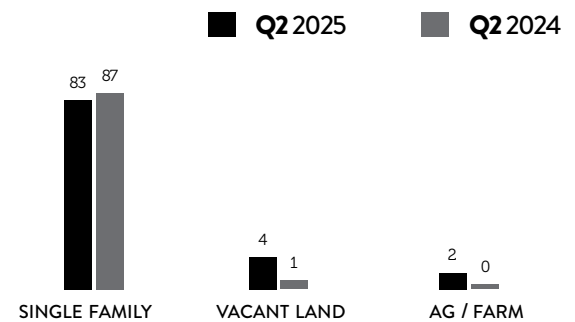
# TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
<b>Q2 2025   TOTAL</b>	\$940,000	89	154	0.58	\$930,000
<b>Q2 2024   TOTAL</b>	\$849,900	88	161	0.55	\$869,000
% CHANGE (+/-)	10.60% ▲	1.14% ▲	4.35% ▼	5.73% ▲	7.02% ▲
<b>Q1 2025   TOTAL</b>	\$832,450	52	109	0.48	\$880,000
% CHANGE (+/-)	12.92% ▲	71.15% ▲	41.28% ▲	21.14% ▲	5.68% ▲

## Q2 NEW INVENTORY

	Q2 2025	Q2 2024	TREND
SINGLE FAMILY HOMES	147	151	▼
TOWN / LINK HOMES	6	7	▼
APARTMENT / CONDO	1	3	▼
TOTAL	154	161	▼
SALES TO NEW RATIO	0.58	0.55	▲

## Q2 SALES BY INVENTORY TYPE



**\$935,000**

SINGLE FAMILY MEDIAN

**\$350,000**

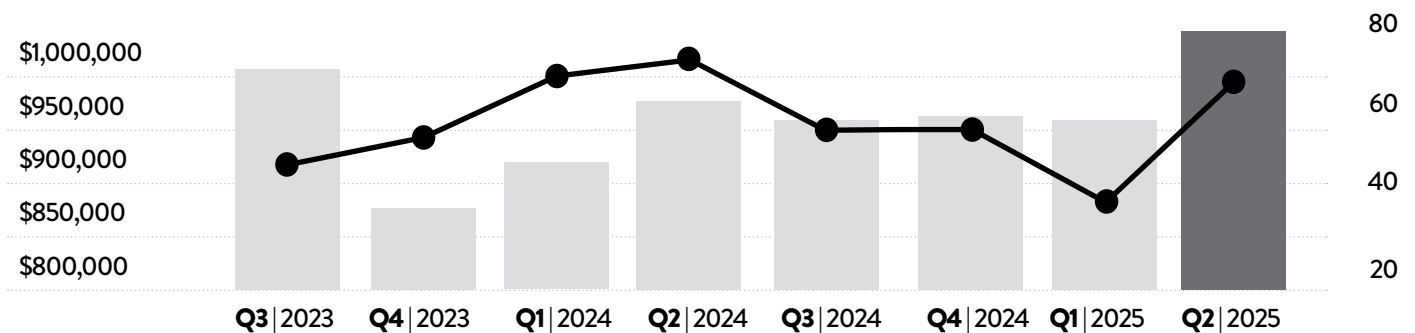
VACANT LAND MEDIAN

**\$2,350,000**

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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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