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QUARTERLY
DATA REPORT

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**3****2024****TRILLIUMWEST QUARTERLY DATA REPORT**

Q3 WATERLOO REGION & WELLINGTON COUNTY REAL ESTATE MARKET RECAP

Well, folks, Q3 is in the rearview mirror, and what a quarter it's been! The market continues to sail along at a steady, balanced pace, and September brought a little extra excitement as we veered into buyer's market territory. Why, you ask? Pent-up inventory from the summer lull hit the market, and suddenly, buyers found themselves spoiled for choice. It's like a real estate buffet out there, and everyone's taking their sweet time picking out the best dish.

Prices? Pretty Solid!

In terms of pricing, things are holding steady with some small losses both quarter-over-quarter and year-over-year across the region. Think of it as the real estate version of your favorite comfort food—not flashy, but it gets the job done.

Supply & Days on Market

For the first time in a long time, months of supply are creeping back to pre-2015 levels. Days on market? They've also inched up a bit—16 days for Waterloo Region and 24 days for Wellington County. Buyers, bless their patient hearts, are taking their time with decisions, and conditions are making a grand return, which can drag out the sales process.

Interest Rates: A Ray of Hope

In the financial department, Q3 saw two rate cuts, both coming in quick succession, following a cut at the end of Q2. Inflation finally calmed down, and we all breathed a little easier. And guess what? More cuts are anticipated before year's end! With rates dropping, a few smart buyers dipped their toes back into the market, but many are still waiting for those sweet, sweet December deadlines.

Speaking of which, **December 15th**, the Canadian government had the bright idea to address the affordability and debt crisis by... letting us borrow more money over a longer period. We're not rocket scientists, but even we know that math isn't math'ing. Here's what's coming down the pipeline:

Default-insured mortgages will now be eligible for 30-year amortizations for first-time buyers and new builds.

The maximum purchase price for insured mortgages will jump to \$1.5 million (up from \$1 million).

So, essentially, you can borrow more and pay it off over a longer time, because... that helps with affordability and Canadians having the highest household debt in all of the G7? (We'll let you mull that one over.)

And, just recently the government may have kicked the proverbial can further down the road to January 2025 with the announcement of changes in insured secondary suites. The ability to convert unused spaces into rental units, along with the chance to access insured refinancing, is a huge incentive for current homeowners to hold off on selling or buying something new. This could especially impact buyers who are eyeing properties with income potential—why jump in now when, in a few months, they could take advantage of the new rules to add a basement suite or laneway home? It's definitely adding to the “wait-and-see” mentality that's already in the air!

FOR BUYERS

Listen up, buyers! We know some of you are sitting on the sidelines waiting for more rate drops or these new December/January measures, but here's the scoop: the longer you wait, the more buyers you're competing with later. More buyers mean higher prices, and nobody likes bidding wars, right? Except maybe sellers. Oh, and for all you keyboard warriors predicting a massive price crash—we hate to break it to you, but you're late to the party. The correction already happened.

See graph below.

Since the peak in February 2022, Waterloo Region's median price for all property types is down 24%, and Wellington County has seen a 15% drop. So, what are you waiting for? The opportunity is now!

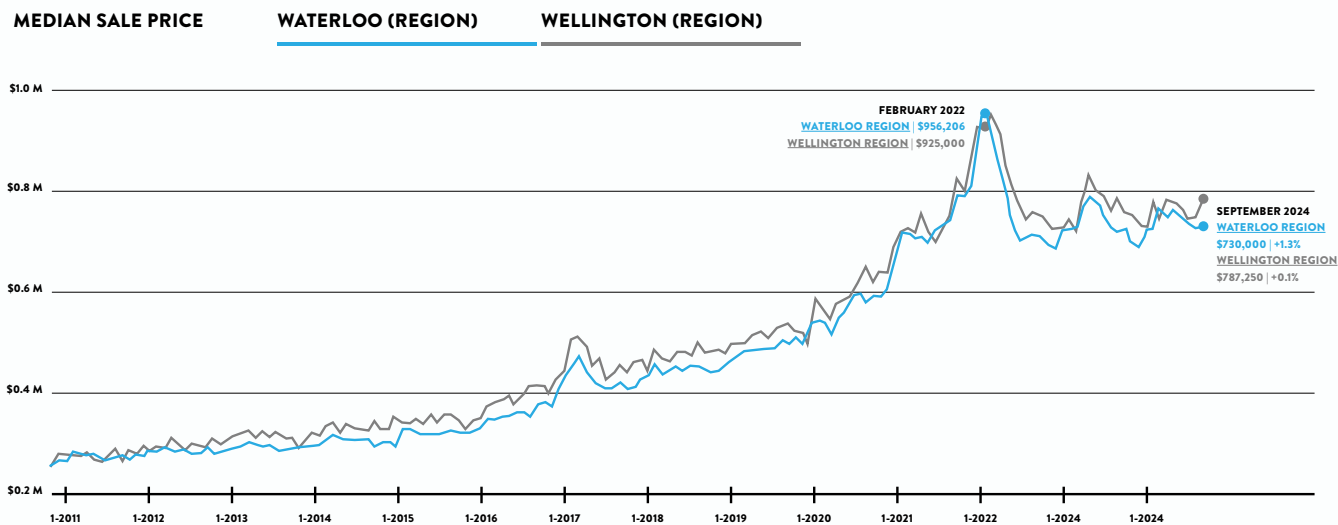
FOR SELLERS

Sellers, we get it. You're still thinking about the glory days of 2020-2022 when the market was hot, and your neighbor's house sold in 24 hours with 15 offers. But it's time to get real—the frothy market is behind us, and buyers are having their little moment in the sun. That doesn't mean all is lost, though. Properties that are priced right, updated, and prepped with a TW professional's magic touch can still attract attention and even grasp bidding wars!

If you don't need to sell right now, it might be wise to wait things out and stay close to your TW realtor for intel. We expect the tides to turn in late 2024 or early 2025 when buyer confidence makes a comeback as the December/January measures come into effect and further interest rate drops could spark the fire.

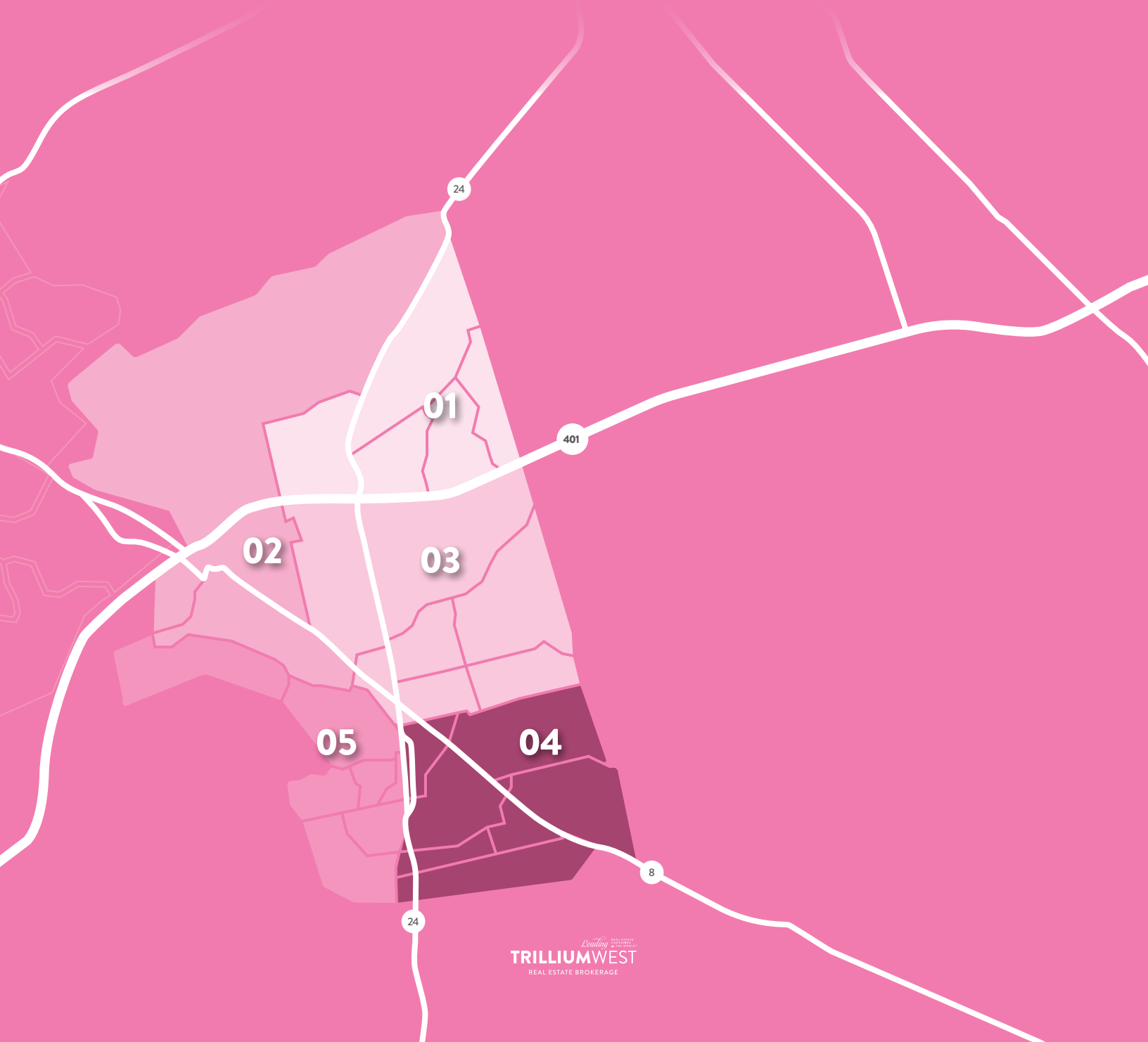
In the meantime, let's embrace this balanced market—it's been a while since buyers got a win, and honestly, sellers, we had a good run.

WATERLOO (REGION) X	WELLINGTON (REGION) X	+ADD AN AREA
PRICE RANGE CUSTOM	PROPERTY TYPE CUSTOM	SQUARE FOOTAGE CUSTOM
ALL PRICE RANGES	ALL PROPERTY TYPES	ALL SIZES
\$588,999 OR LESS	SINGLE FAMILY	1,500 SQ FT OR LESS
\$589,000 TO \$748,999	TOWNHOUSE	1,501 TO 2,000 SQ FT
\$749,000 TO \$983,999	CONDO	2,001 TO 2,500 SQ FT
\$984,000 OR MORE	SEMI-DETACHED	2,501 SQ FT OR MORE



CAMBRIDGE OVERVIEW

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



COMPLETE DATA CAMBRIDGE

Q3 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.54

	Q3 2024	% Chg (Y)	Q3 2023	% Chg (Q)	Q2 2024
MEDIAN DET. SALE PRICE	\$795,000	0.87% ▼	\$802,000	0.50% ▼	\$799,000
NUMBER OF NEW SALES	415	8.99% ▼	456	1750% ▼	503
MEDIAN DAYS ON MARKET	14	3 days	11	=	11
NEW INVENTORY	766	2.27% ▲	749	11.55% ▼	866

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

UP & DOWN QUICK REVIEW

▲ 27%

Properties are staying on the market 3 days longer Q/Q and Y/Y. The summer felt less urgent than the earlier part of this year which aligns with the balanced market settling in place.

▼ 23%

Hespeler new inventory is down significantly Q/Q. The new inventory drop here is outpacing the drop in total sales which provides some stability and optimism for sellers.

▲ 1%

Following in the footsteps of Preston last quarter, West Galt has come in as the only neighbourhood increasing in median price to a healthy \$771,000 Y/Y.

▼ 7%

East Galt median prices have slid Y/Y as this neighbourhood settles into a balanced market for the quarter. Sellers, be sure to have your properties showing in tip-top condition to be getting the top dollar in this market.

▲ 2%

Hespeler continues to hold steady with a Y/Y increase to a Sale/New Ratio of 0.63. This has it sitting on the seller-leaning side of the balanced market spectrum.

▼ 23%

North Galt Sale/New Ratio saw one of the largest Y/Y slides in the region. A good place for buyers to have their eyes as we enter Q4. There will be a number of options to see so it can be a good time to go shopping.

▲ 2%

A healthy Y/Y bump in new listings across the city but this bump in inventory is a smaller jump than KW and Guelph.

▼ 1%

Across Cambridge, we've seen a Y/Y drop in median detached prices. Buyers and sellers should both be ready to negotiate. Being prepared and flexible can make this a great market for both sides.

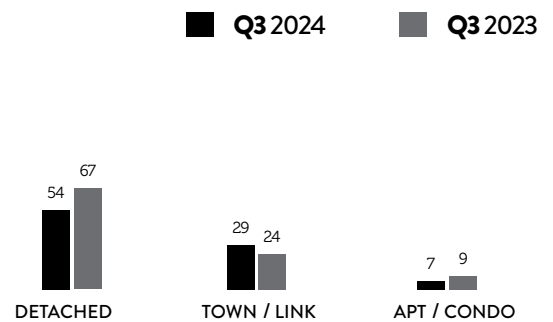
HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$736,499	90	143	0.63	\$731,250
Q3 2023 TOTAL	\$799,900	100	162	0.62	\$805,750
% CHANGE (+/-)	793% ▼	10.00% ▼	11.73% ▼	1.96% ▲	9.25% ▼
Q2 2024 TOTAL	\$789,900	111	186	0.60	\$780,000
% CHANGE (+/-)	6.76% ▼	18.92% ▼	23.12% ▼	5.46% ▲	6.25% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	92	105	▼
TOWN / LINK HOMES	42	46	▼
APARTMENT / CONDO	9	11	▼
TOTAL	143	162	▼
SALES TO NEW RATIO	0.63	0.62	▲

Q3 SALES BY INVENTORY TYPE



\$820,000

DETACHED MEDIAN SALE

\$685,000

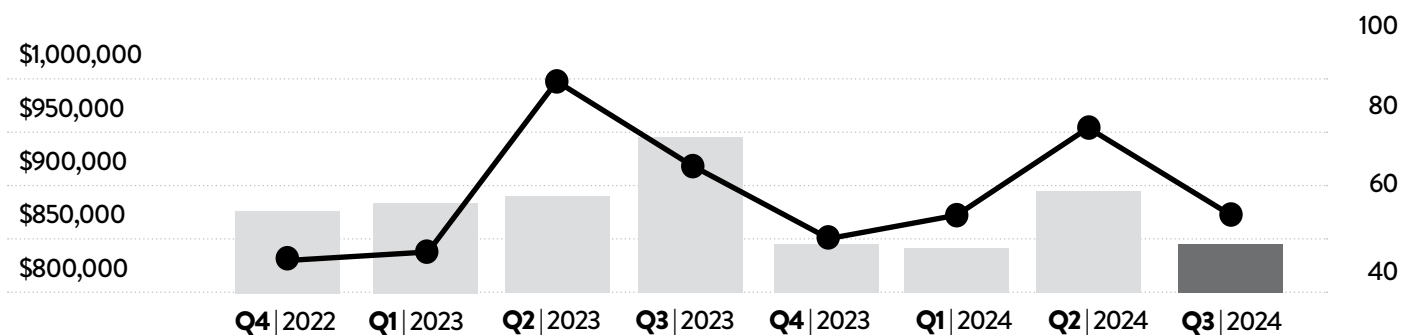
TOWN / LINK MEDIAN SALE

\$412,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



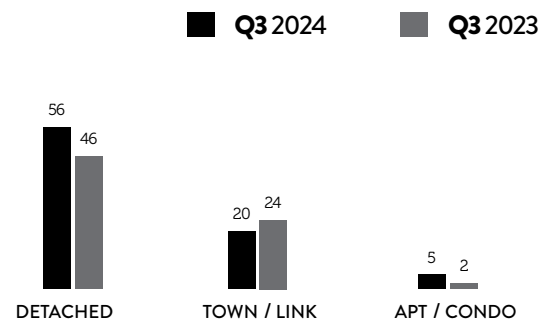
PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$599,900	81	136	0.60	\$665,000
Q3 2023 TOTAL	\$649,000	72	115	0.63	\$677,750
% CHANGE (+/-)	7.57% ▼	12.50% ▲	18.26% ▲	4.87% ▼	1.88% ▼
Q2 2024 TOTAL	\$699,000	84	151	0.56	\$714,500
% CHANGE (+/-)	14.18% ▼	3.57% ▼	9.93% ▼	7.06% ▲	6.93% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	87	79	▲
TOWN / LINK HOMES	38	33	▲
APARTMENT / CONDO	11	3	▲
TOTAL	136	115	▲
SALES TO NEW RATIO	0.60	0.63	▼

Q3 SALES BY INVENTORY TYPE



\$722,000

DETACHED MEDIAN SALE

\$575,000

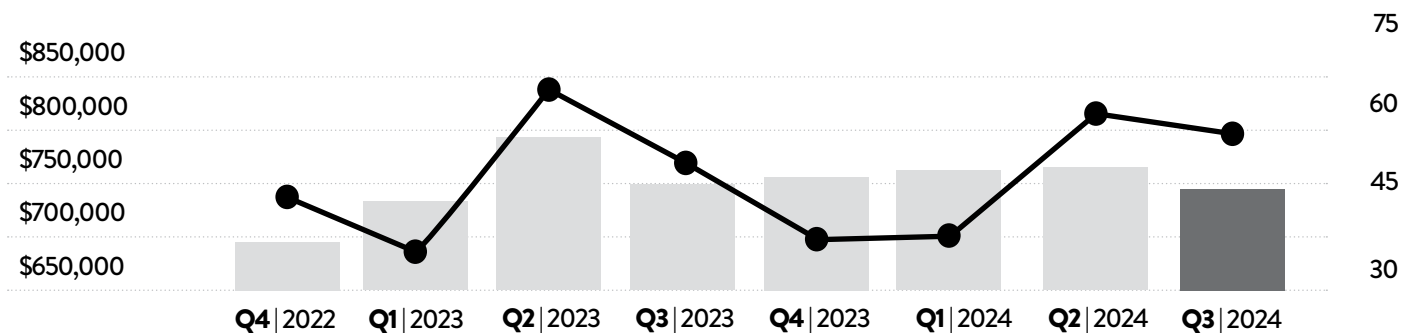
TOWN / LINK MEDIAN SALE

\$482,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



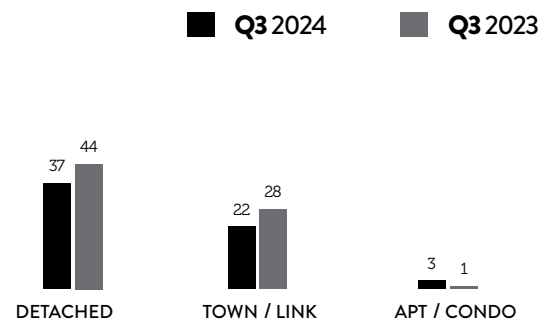
NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$636,900	62	129	0.48	\$655,000
Q3 2023 TOTAL	\$669,900	73	117	0.62	\$730,000
% CHANGE (+/-)	4.93% ▼	15.07% ▼	10.26% ▲	22.97% ▼	10.27% ▼
Q2 2024 TOTAL	\$709,949	93	137	0.68	\$745,750
% CHANGE (+/-)	10.29% ▼	33.33% ▼	5.84% ▼	29.20% ▼	12.17% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	71	66	▲
TOWN / LINK HOMES	53	47	▲
APARTMENT / CONDO	5	4	▲
TOTAL	129	117	▲
SALES TO NEW RATIO	0.48	0.62	▼

Q3 SALES BY INVENTORY TYPE



\$730,000

DETACHED MEDIAN SALE

\$584,450

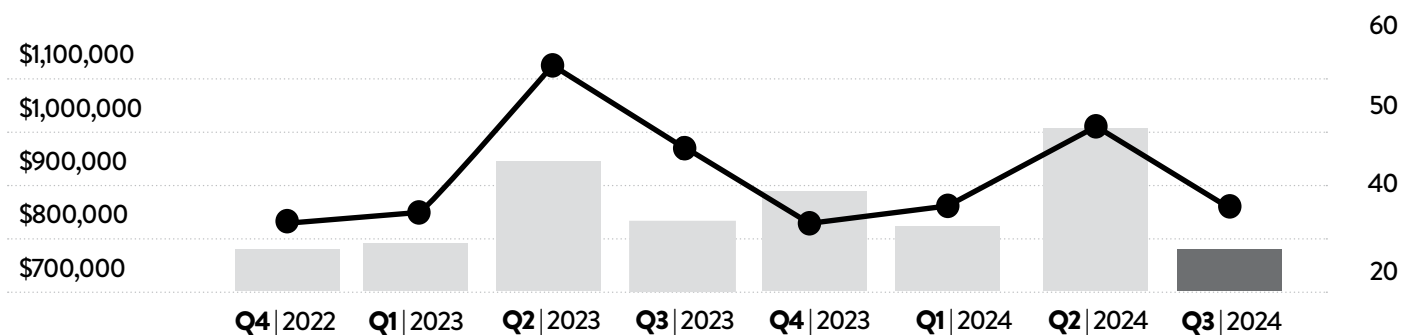
TOWN / LINK MEDIAN SALE

\$530,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



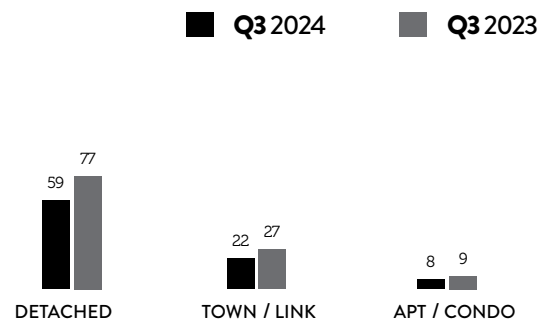
EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$675,000	89	177	0.50	\$665,000
Q3 2023 TOTAL	\$669,000	113	181	0.62	\$715,000
% CHANGE (+/-)	0.90% ▲	21.24% ▼	2.21% ▼	19.46% ▼	6.99% ▼
Q2 2024 TOTAL	\$674,900	118	193	0.61	\$684,000
% CHANGE (+/-)	0.01% ▲	24.58% ▼	8.29% ▼	17.76% ▼	2.78% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	114	119	▼
TOWN / LINK HOMES	44	45	▼
APARTMENT / CONDO	19	17	▲
TOTAL	177	181	▼
SALES TO NEW RATIO	0.50	0.62	▼

Q3 SALES BY INVENTORY TYPE



\$765,000

DETACHED MEDIAN SALE

\$630,250

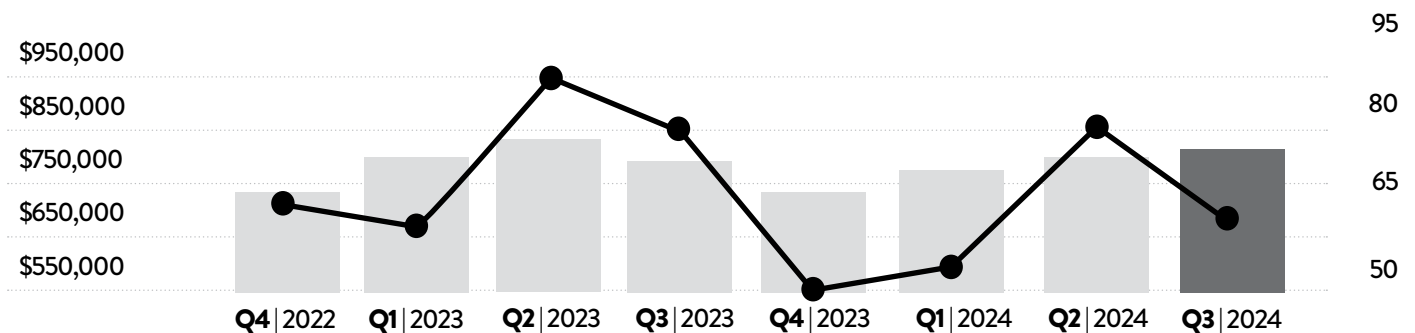
TOWN / LINK MEDIAN SALE

\$432,400

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



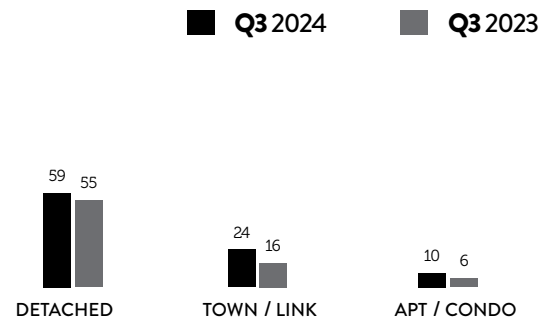
WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$749,900	93	152	0.61	\$771,000
Q3 2023 TOTAL	\$749,000	77	107	0.72	\$760,000
% CHANGE (+/-)	0.12% ▲	20.78% ▲	42.06% ▲	14.98% ▼	1.45% ▲
Q2 2024 TOTAL	\$734,400	80	165	0.48	\$767,050
% CHANGE (+/-)	2.11% ▲	16.25% ▲	7.88% ▼	26.19% ▲	0.51% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	95	76	▲
TOWN / LINK HOMES	34	19	▲
APARTMENT / CONDO	23	12	▲
TOTAL	152	107	▲
SALES TO NEW RATIO	0.61	0.72	▼

Q3 SALES BY INVENTORY TYPE



\$865,000

DETACHED MEDIAN SALE

\$682,500

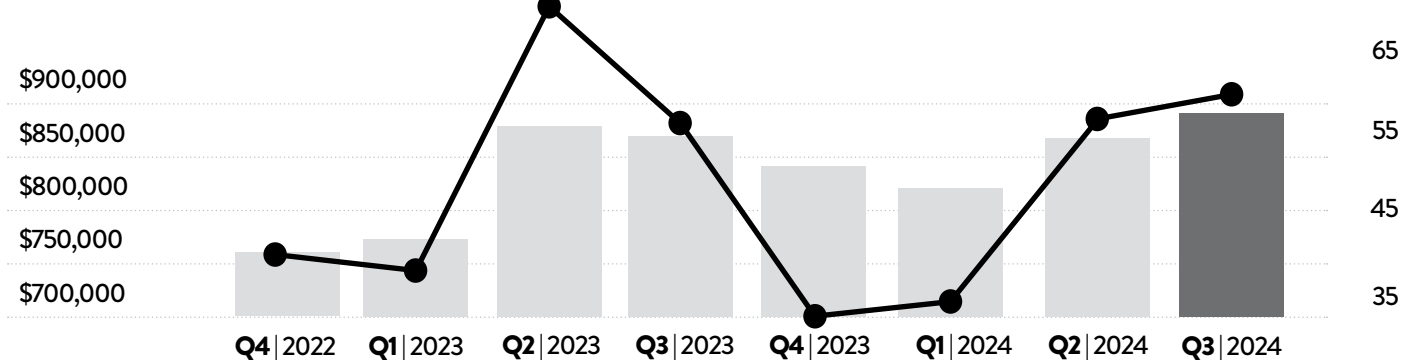
TOWN / LINK MEDIAN SALE

\$630,000

APT / CONDO MEDIAN SALE

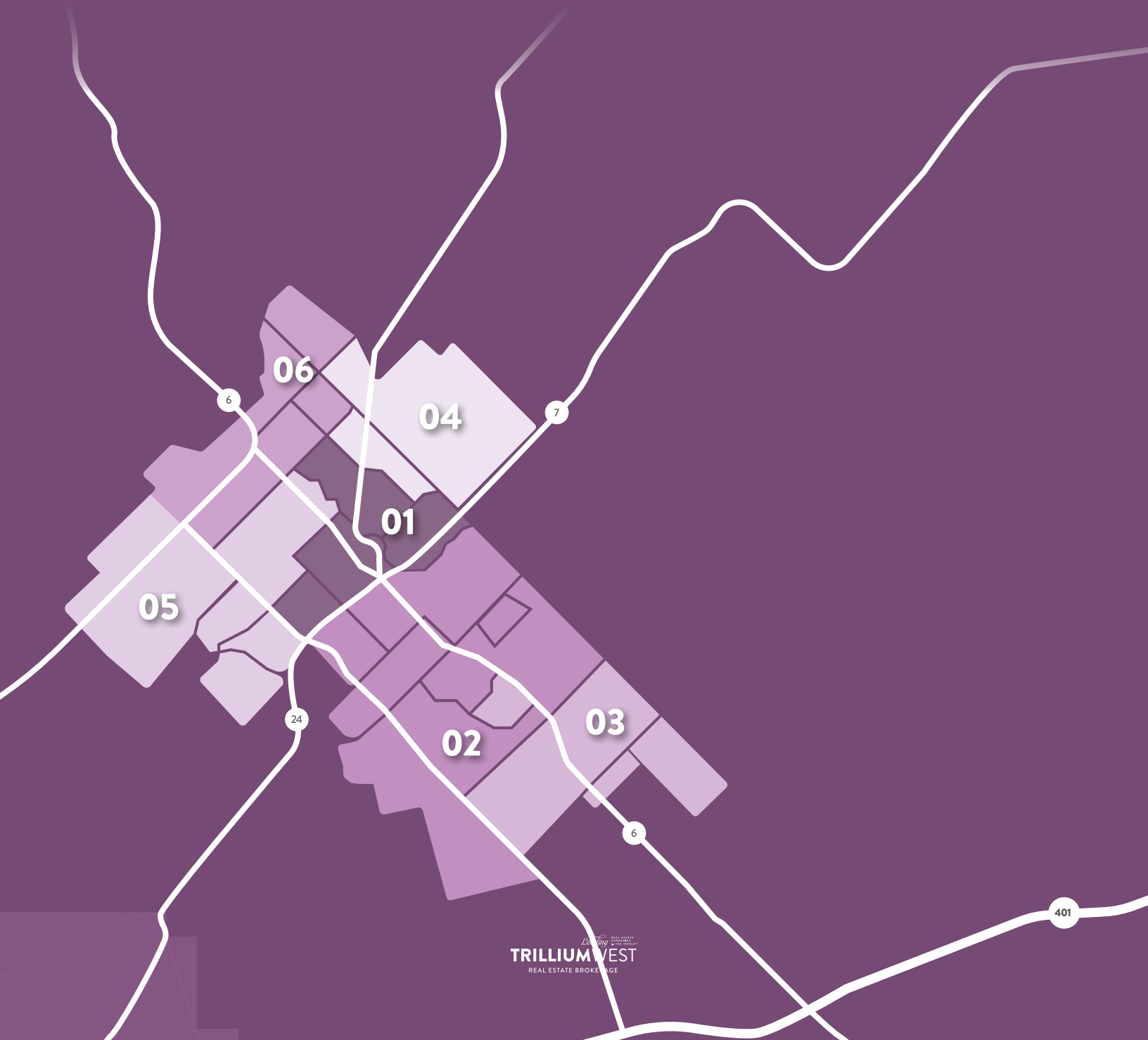
MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



GUELPH OVERVIEW

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



COMPLETE DATA
GUELPH

Q3 | SALES TO
**NEW LISTING
 RATIO**

BETWEEN 0.4 AND 0.6 IS
 CONSIDERED A BALANCED MARKET



0.55

	Q3 2024	% Chg (Y)	Q3 2023	% Chg (Q)	Q2 2024
MEDIAN DET. SALE PRICE	\$850,000	4.76% ▼	\$892,500	2.86% ▼	\$875,000
NUMBER OF NEW SALES	411	6.75% ▲	385	25.68% ▼	553
MEDIAN DAYS ON MARKET	20	6 days	14	5 days	15
NEW INVENTORY	746	14.77% ▲	650	13.96% ▼	867

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

UP & DOWN
QUICK REVIEW

▲43%

Days on Market have jumped Y/Y to the highest in the region. This is in part a reflection of the pricing strategies used in Guelph to hold at higher prices instead of pricing low to hold offers.

▲7%

Sale/New Ratio Y/Y in Downtown indicates a resurgence in the core. Now sitting at the highest it's been since Q2 2023, buyers who jumped in over the last year will likely see good returns over the coming quarters/years.

▲37%

New inventory saw a significant Y/Y jump in North Guelph. There will be plenty of options for buyers to consider but properties continue to sell at a healthy pace so be prepared.

▲2%

West Guelph held its own with a slight bump in Median Sale Price Y/Y despite a significant jump in inventory.

▼24%

South Guelph Sale/New Ratio has dipped Q/Q. A slowdown in sales through the quarter have allowed inventory to pile up slightly. We are still sitting in a balanced market but sellers will need to be diligent in preparing their homes for market in Q4.

▼2%

Midtown Guelph saw a slight dip in median sale price Y/Y but continues to have the highest median sale price in the region. When affordability is the issue, it makes sense that higher price points will see dips like this.

▼20%

Downtown Guelph New Inventory has now seen a Q/Q decline after several quarters of increases. As the core looks to balance out it continues to be an area with upside potential into the future.

▼5%

Detached home prices are down across the city. Likely not a surprise to anyone given the headlines of the year but don't underestimate the impact of location when it comes to pricing your home in Q4.

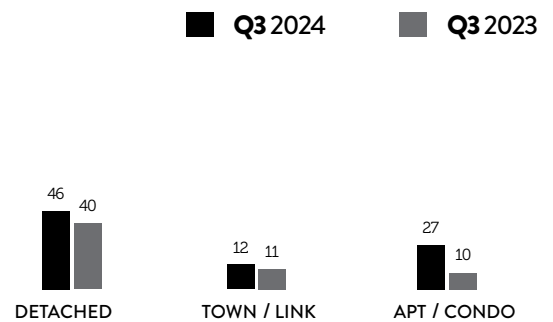
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$699,900	85	136	0.63	\$680,000
Q3 2023 TOTAL	\$724,900	61	129	0.47	\$718,500
% CHANGE (+/-)	3.45% ▼	39.34% ▲	5.43% ▲	32.17% ▲	5.36% ▼
Q2 2024 TOTAL	\$719,900	99	170	0.58	\$719,500
% CHANGE (+/-)	2.78% ▼	14.14% ▼	20.00% ▼	7.32% ▲	5.49% ▼

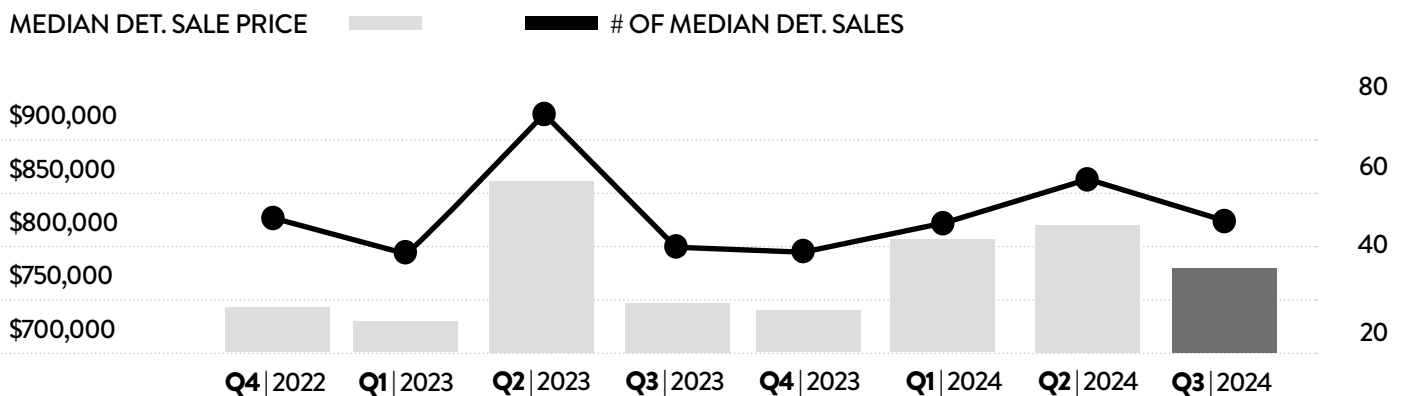
Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	78	75	▲
TOWN / LINK HOMES	16	13	▲
APARTMENT / CONDO	42	41	▲
TOTAL	136	129	▲
SALES TO NEW RATIO	0.63	0.47	▲

Q3 SALES BY INVENTORY TYPE



\$755,000 DETACHED MEDIAN SALE	\$661,250 TOWN / LINK MEDIAN SALE	\$545,000 APT / CONDO MEDIAN SALE
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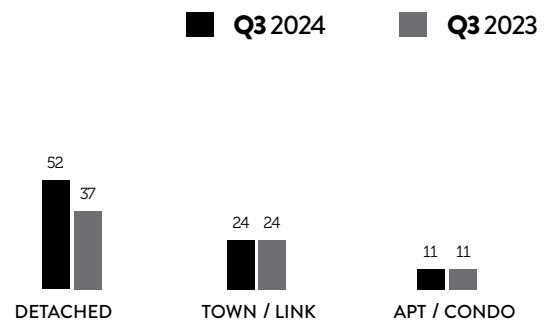
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$864,499	87	137	0.64	\$850,000
Q3 2023 TOTAL	\$857,450	72	123	0.59	\$868,700
% CHANGE (+/-)	0.82% ▲	20.83% ▲	11.38% ▲	8.49% ▲	2.15% ▼
Q2 2024 TOTAL	\$899,900	119	177	0.67	\$899,999
% CHANGE (+/-)	3.93% ▼	26.89% ▼	22.60% ▼	5.54% ▼	5.56% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	82	67	▲
TOWN / LINK HOMES	38	41	▼
APARTMENT / CONDO	17	15	▲
TOTAL	137	123	▲
SALES TO NEW RATIO	0.64	0.59	▲

Q3 SALES BY INVENTORY TYPE



\$985,000

DETACHED MEDIAN SALE

\$730,000

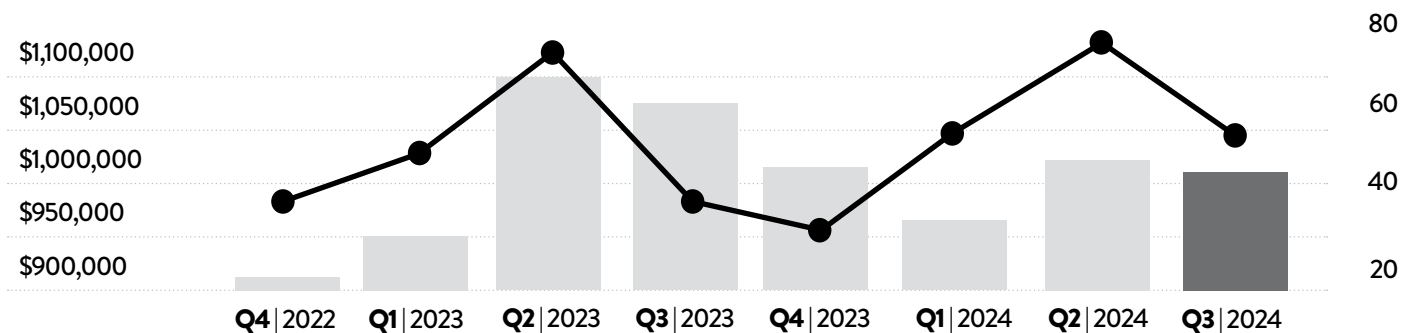
TOWN / LINK MEDIAN SALE

\$600,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



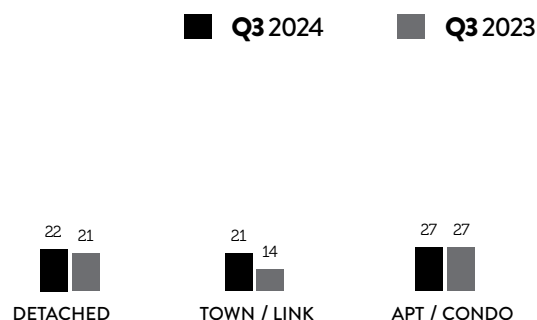
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$782,400	70	154	0.45	\$761,250
Q3 2023 TOTAL	\$744,950	62	132	0.47	\$749,600
% CHANGE (+/-)	5.03% ▲	12.90% ▲	16.67% ▲	3.23% ▼	1.55% ▲
Q2 2024 TOTAL	\$759,900	109	182	0.60	\$755,000
% CHANGE (+/-)	2.96% ▲	35.78% ▼	15.38% ▼	24.10% ▼	0.83% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	63	42	▲
TOWN / LINK HOMES	35	26	▲
APARTMENT / CONDO	56	64	▼
TOTAL	154	132	▲
SALES TO NEW RATIO	0.45	0.47	▼

Q3 SALES BY INVENTORY TYPE



\$998,950

DETACHED MEDIAN SALE

\$762,500

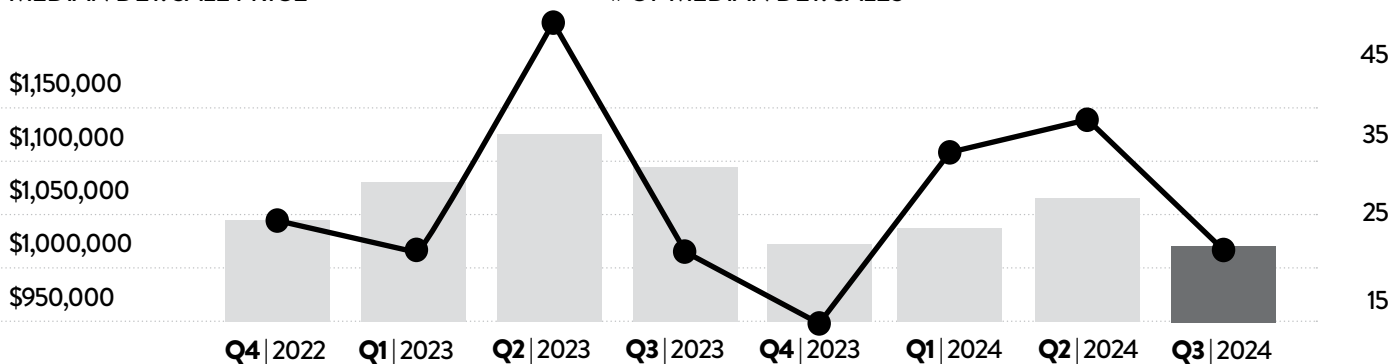
TOWN / LINK MEDIAN SALE

\$545,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



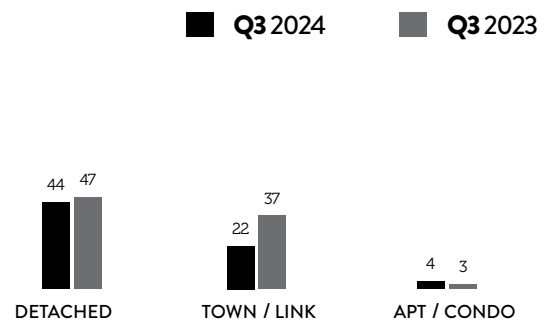
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$754,950	70	117	0.60	\$750,000
Q3 2023 TOTAL	\$789,900	87	116	0.75	\$782,000
% CHANGE (+/-)	4.42% ▼	19.54% ▼	0.86% ▲	20.23% ▼	4.09% ▼
Q2 2024 TOTAL	\$759,450	102	147	0.69	\$769,950
% CHANGE (+/-)	0.59% ▼	31.37% ▼	20.41% ▼	13.78% ▼	2.59% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	69	64	▲
TOWN / LINK HOMES	43	44	▼
APARTMENT / CONDO	5	8	▼
TOTAL	117	116	▲
SALES TO NEW RATIO	0.60	0.75	▼

Q3 SALES BY INVENTORY TYPE



\$798,250

DETACHED MEDIAN SALE

\$741,000

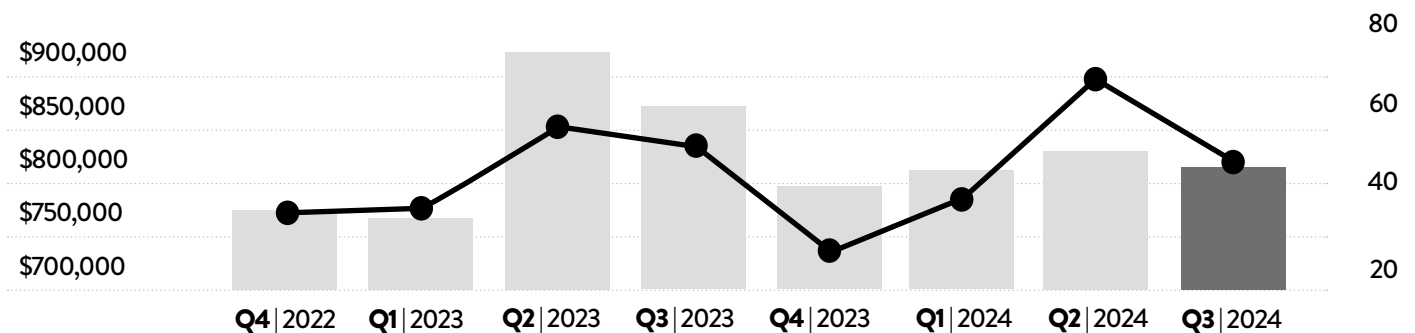
TOWN / LINK MEDIAN SALE

\$520,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



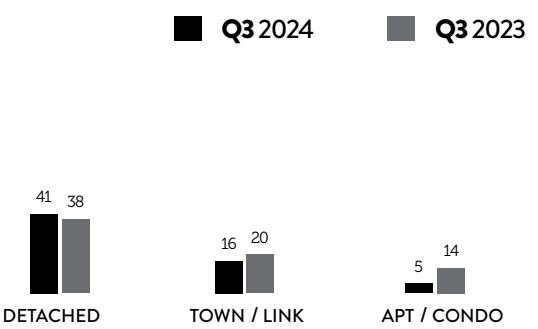
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$778,750	62	132	0.47	\$771,000
Q3 2023 TOTAL	\$749,900	72	101	0.71	\$758,7500
% CHANGE (+/-)	3.85% ▲	13.89% ▼	30.69% ▲	34.11% ▼	1.61% ▲
Q2 2024 TOTAL	\$762,500	72	112	0.64	\$758,000
% CHANGE (+/-)	2.13% ▲	13.89% ▼	17.86% ▲	26.94% ▼	1.72% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	79	60	▲
TOWN / LINK HOMES	36	21	▲
APARTMENT / CONDO	17	20	▼
TOTAL	132	101	▲
SALES TO NEW RATIO	0.47	0.71	▼

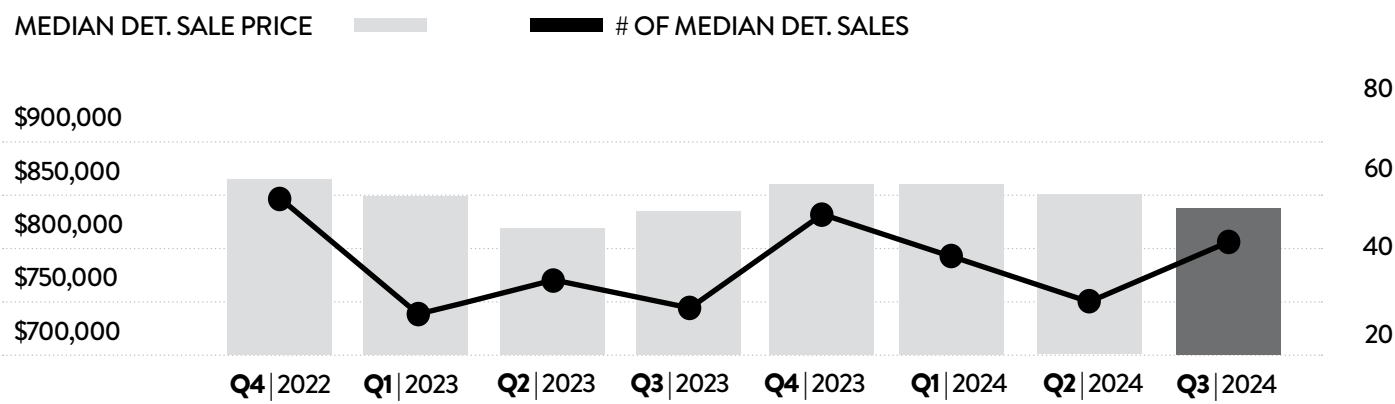
Q3 SALES BY INVENTORY TYPE



\$837,000
 DETACHED MEDIAN SALE

\$641,850
 TOWN / LINK MEDIAN SALE

\$432,500
 APT / CONDO MEDIAN SALE



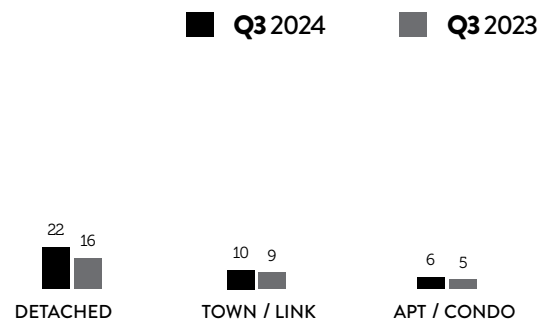
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$759,900	38	69	0.55	\$751,250
Q3 2023 TOTAL	\$789,000	30	47	0.64	\$768,750
% CHANGE (+/-)	3.69% ▼	26.67% ▲	46.81% ▲	13.72% ▼	2.28% ▼
Q2 2024 TOTAL	\$749,900	49	76	0.64	\$750,000
% CHANGE (+/-)	1.33% ▲	22.45% ▼	9.21% ▼	14.58% ▼	0.17% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	33	29	▲
TOWN / LINK HOMES	24	13	▲
APARTMENT / CONDO	12	5	▲
TOTAL	69	47	▲
SALES TO NEW RATIO	0.55	0.64	▼

Q3 SALES BY INVENTORY TYPE



\$818,500

DETACHED MEDIAN SALE

\$621,763

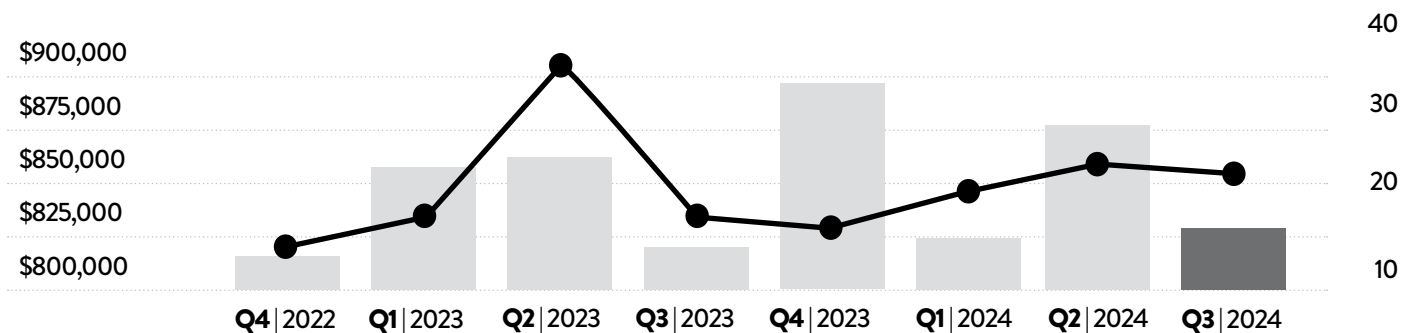
TOWN / LINK MEDIAN SALE

\$525,000

APT / CONDO MEDIAN SALE

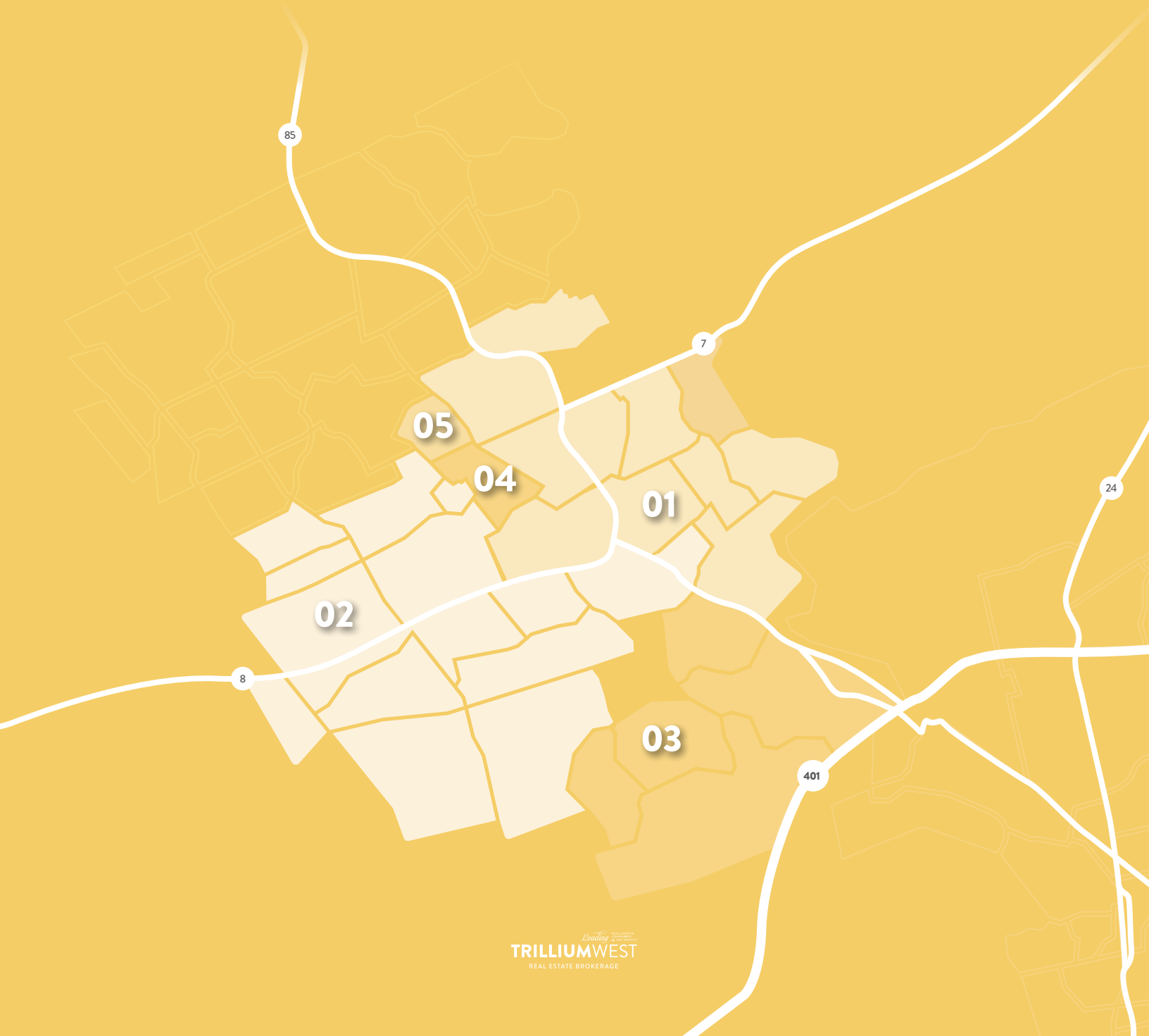
MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



KITCHENER OVERVIEW

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



COMPLETE DATA KITCHENER

Q3 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.51

	Q3 2024	% Chg (Y)	Q3 2023	% Chg (Q)	Q2 2024
MEDIAN DET. SALE PRICE	\$799,450	0.69% ▼	\$805,000	3.65% ▼	\$829,750
NUMBER OF NEW SALES	693	1.84% ▼	706	18.37% ▼	849
MEDIAN DAYS ON MARKET	16	4 days	12	5 days	11
NEW INVENTORY	1359	3.82% ▲	1309	11.06% ▼	1528

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

UP & DOWN QUICK REVIEW

▲117%

Midtown Sale/New Ratio is up Q/Q and has continued its eccentric ratios of the past few quarters. Now up to 0.48 (the highest since Q2 2023), we've seen the market adjust to the new construction units that have hit the market in the past year.

▲<1%

West Kitchener was the only neighbourhood showing an increase in price Y/Y. With a good variety of property types and a bump in detached sales, it's no surprise that West Kitchener continues to be quite stable through shifting market conditions.

▲6%

Y/Y East Kitchener has seen the largest increase in Sale/New Ratio. Jumping up to 0.64 the east side has seen a massive slowdown in new inventory and sales with the dust settling slightly in favour of sellers.

▲14%

Downtown has seen a slight increase in Sale/New Ratio Q/Q. This has been driven more by a dip in new listings than an increase in sales. However, recent announcements in support of adding density and multi-unit conversions may draw more attention to the core.

▼0%

South Kitchener prices held at \$775,000, right where we were in Q3 last year. The south end continues to sit in a balanced market but the affordability issues impacting the market haven't seemed to target the versatile, albeit most expensive, neighbourhood in the city.

▼1%

Kitchener Detached price has held mostly steady with a slight overall drop Y/Y. A Sale/New Ratio of 0.51 shows how balanced the market is in the region's largest city.

▼43%

East Kitchener sales are down significantly Y/Y. The only metric in the city that saw a larger drop was the 50% decline in new inventory Y/Y. Although a large shift in momentum it is likely to the benefit of sellers more than buyers going into Q4.

▼16%

Midtown median sale price has dipped Y/Y as expected with the shifting product. Note that Midtown prices once reflected mostly detached properties with infill or development potential and now represent majority high-rise condo units. Take price drop headlines here with a grain of salt!

▼26%

The downtown core has seen a dip in new inventory Q/Q. Note that Q2 of this year saw a massive jump in inventory (up 79% from Q1). This Q/Q will be a standout for those looking in the core but represents only 3% dip Y/Y.

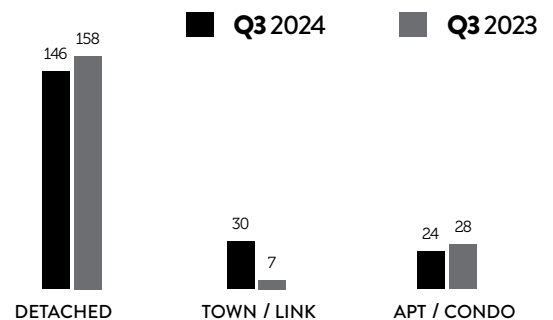
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$737,000	200	172	116	\$733,507
Q3 2023 TOTAL	\$699,900	193	344	0.56	\$744,500
% CHANGE (+/-)	5.30% ▲	3.63% ▲	50.00% ▼	107.25% ▲	148% ▼
Q2 2024 TOTAL	\$699,900	265	398	0.67	\$740,100
% CHANGE (+/-)	5.30% ▲	24.53% ▼	56.78% ▼	74.64% ▲	0.89% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	92	238	▼
TOWN / LINK HOMES	43	65	▼
APARTMENT / CONDO	37	41	▼
TOTAL	172	344	▼
SALES TO NEW RATIO	1.16	0.56	▲

Q3 SALES BY INVENTORY TYPE



\$772,500

DETACHED MEDIAN SALE

\$666,750

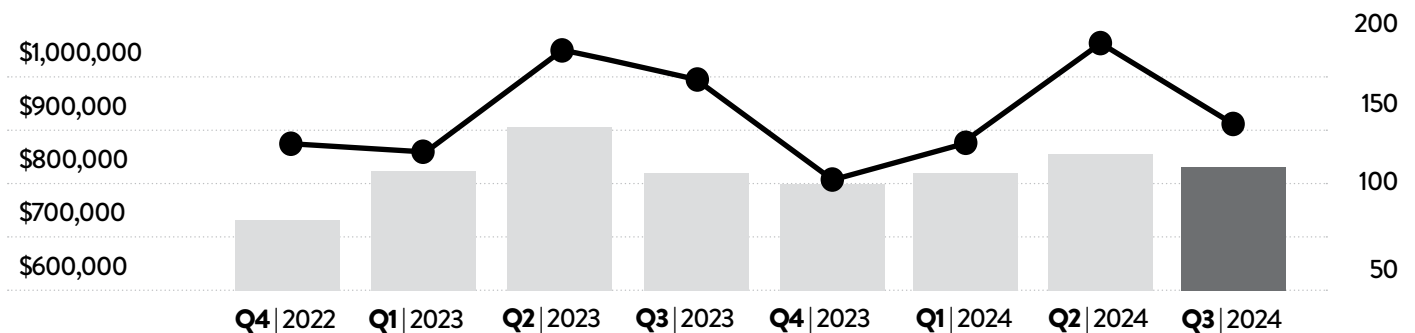
TOWN / LINK MEDIAN SALE

\$480,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



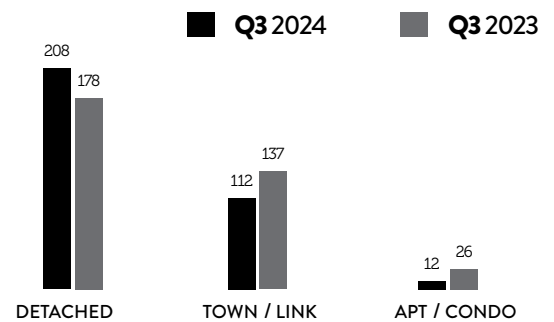
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$684,900	332	575	0.58	\$709,500
Q3 2023 TOTAL	\$675,000	341	607	0.56	\$705,000
% CHANGE (+/-)	1.47% ▲	2.64% ▼	5.27% ▼	2.78% ▲	0.64% ▲
Q2 2024 TOTAL	\$699,000	391	650	0.60	\$736,000
% CHANGE (+/-)	2.02% ▼	15.09% ▼	11.54% ▼	4.01% ▼	3.60% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	310	293	▲
TOWN / LINK HOMES	224	269	▼
APARTMENT / CONDO	41	45	▼
TOTAL	575	607	▼
SALES TO NEW RATIO	0.58	0.56	▲

Q3 SALES BY INVENTORY TYPE



\$777,400

DETACHED MEDIAN SALE

\$610,000

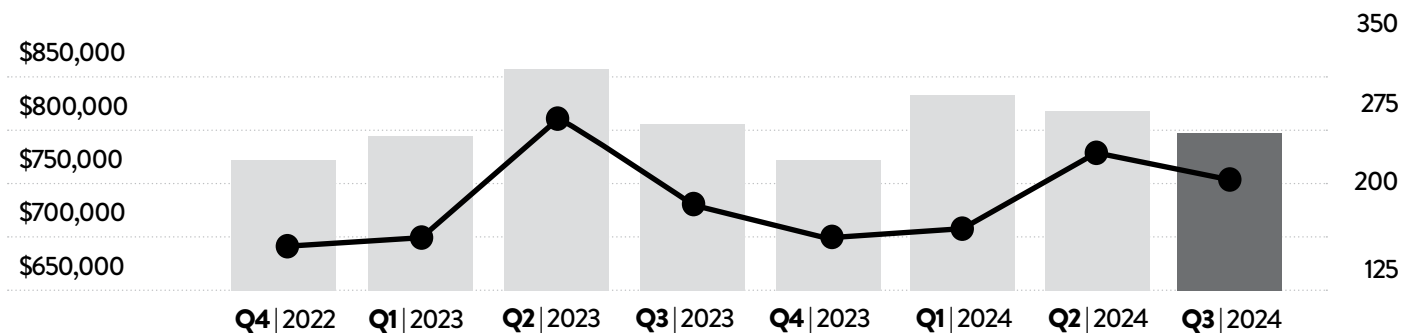
TOWN / LINK MEDIAN SALE

\$409,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



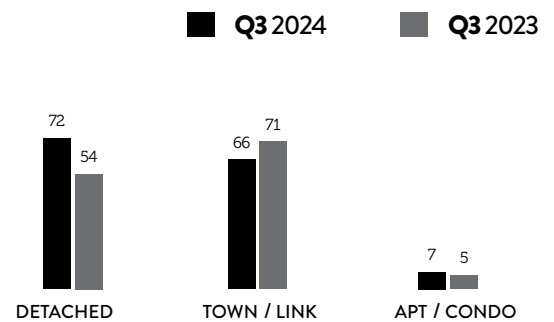
SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$749,900	145	292	0.50	\$775,000
Q3 2023 TOTAL	\$749,900	130	279	0.47	\$775,000
% CHANGE (+/-)	=	11.54% ▲	4.66% ▲	6.57% ▲	=
Q2 2024 TOTAL	\$767,450	184	354	0.52	\$815,000
% CHANGE (+/-)	2.29% ▼	21.20% ▼	17.51% ▼	4.46% ▼	4.91% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	158	137	▲
TOWN / LINK HOMES	116	124	▼
APARTMENT / CONDO	18	18	=
TOTAL	292	279	▲
SALES TO NEW RATIO	0.50	0.47	▲

Q3 SALES BY INVENTORY TYPE



\$953,600

DETACHED MEDIAN SALE

\$615,000

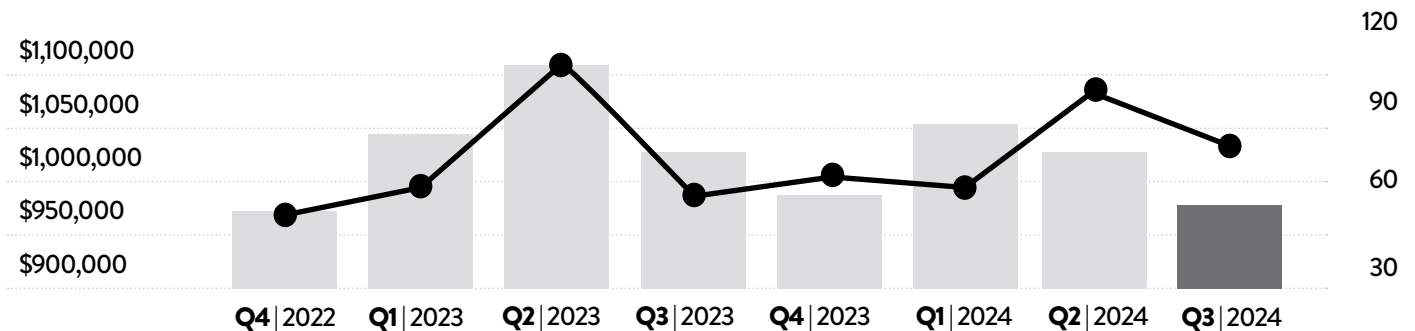
TOWN / LINK MEDIAN SALE

\$353,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



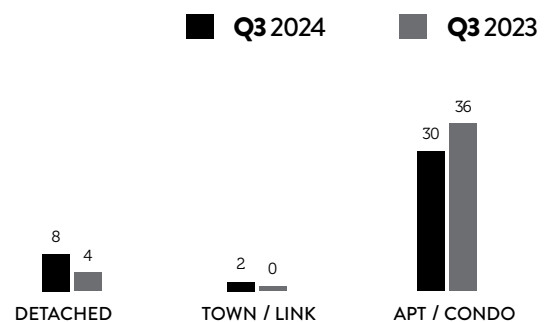
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$399,495	40	115	0.35	\$392,000
Q3 2023 TOTAL	\$472,400	40	119	0.34	\$460,000
% CHANGE (+/-)	15.43% ▼	=	3.36% ▼	3.48% ▲	14.78% ▼
Q2 2024 TOTAL	\$439,900	51	156	0.33	\$420,000
% CHANGE (+/-)	9.19% ▼	21.57% ▼	26.28% ▼	6.39% ▲	6.67% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	15	11	▲
TOWN / LINK HOMES	5	2	▲
APARTMENT / CONDO	95	106	▼
TOTAL	115	119	▼
SALES TO NEW RATIO	0.35	0.34	▼

Q3 SALES BY INVENTORY TYPE



\$793,250

DETACHED MEDIAN SALE

\$522,500

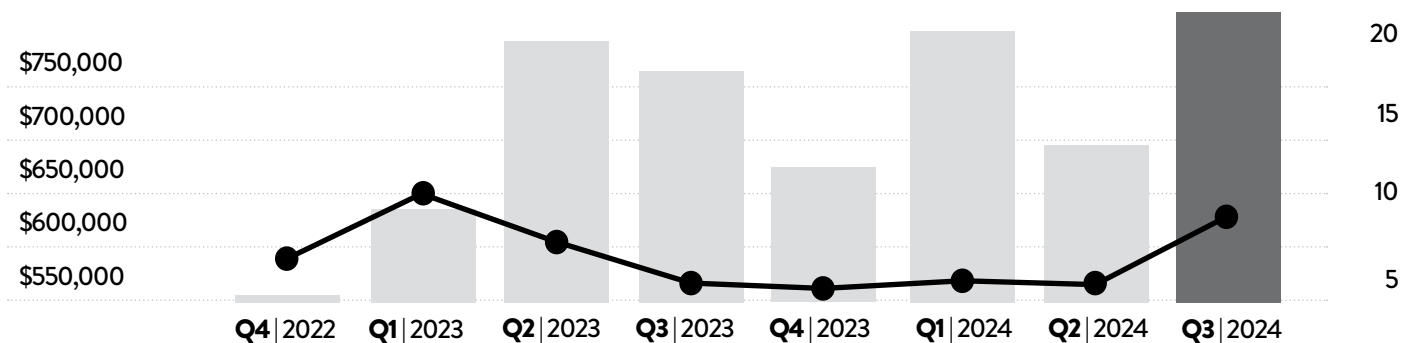
TOWN / LINK MEDIAN SALE

\$412,250

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



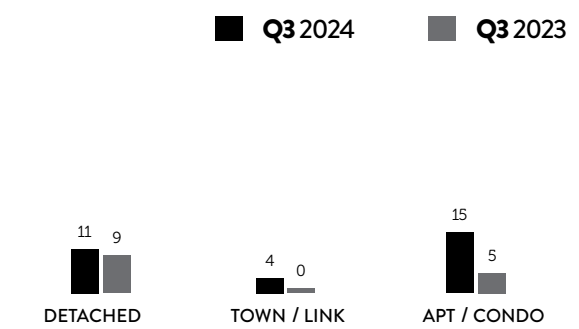
MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$559,900	30	64	0.47	\$542,500
Q3 2023 TOTAL	\$604,450	14	49	0.29	\$644,500
% CHANGE (+/-)	7.37% ▼	114.29% ▲	30.61% ▲	64.06% ▲	15.83% ▼
Q2 2024 TOTAL	\$599,900	18	82	0.22	\$615,000
% CHANGE (+/-)	6.67% ▼	66.67% ▲	21.95% ▼	113.54% ▲	11.79% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	19	16	▲
TOWN / LINK HOMES	6	1	▲
APARTMENT / CONDO	39	32	▲
TOTAL	64	49	▲
SALES TO NEW RATIO	0.47	0.29	▲

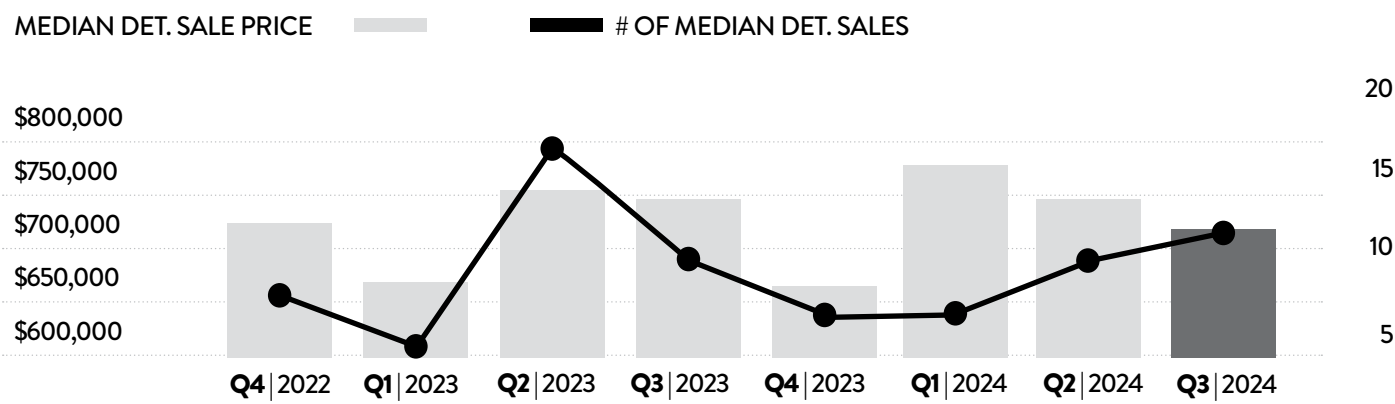
Q3 SALES BY INVENTORY TYPE



\$695,000
 DETACHED MEDIAN SALE

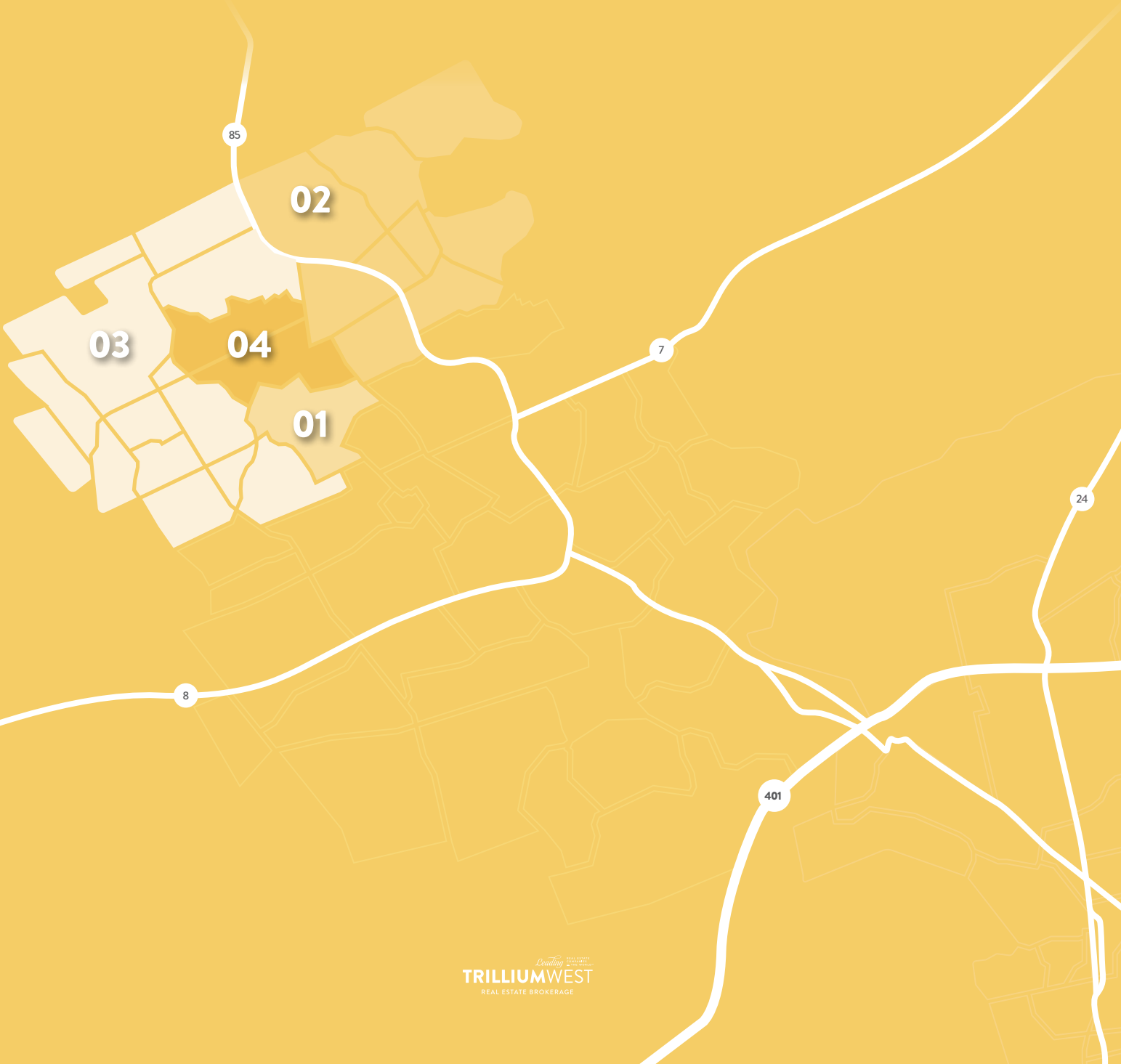
\$674,500
 TOWN / LINK MEDIAN SALE

\$417,500
 APT / CONDO MEDIAN SALE



WATERLOO OVERVIEW

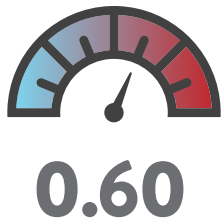
UPTOWN WATERLOO	01
EAST WATERLOO	02
WEST WATERLOO	03
UNIVERSITY DISTRICT	04



COMPLETE DATA WATERLOO

Q3 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



	Q3 2024	% Chg (Y)	Q3 2023	% Chg (Q)	Q2 2024
MEDIAN DET. SALE PRICE	\$870,000	0.96% ▲	\$861,750	5.43% ▼	\$920,000
NUMBER OF NEW SALES	428	13.23% ▲	378	18.16% ▼	523
MEDIAN DAYS ON MARKET	18	7 days	11	8 days	10
NEW INVENTORY	712	1.14% ▲	704	25.52% ▼	956

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

UP & DOWN QUICK REVIEW

▲1%

Waterloo was a standout in the region showing a 1% increase Y/Y in detached sale prices. A seller-leaning balanced market and a Sale/New Ratio of 0.60 have kept the buyer pool busy and given many sellers leverage as they approach negotiations.

▼34%

East Waterloo New Inventory slowed Q/Q with a notable ⅓ drop compared to Q2. Part of this will be seasonality through the dog days of summer but don't overlook the large injection of supply that we saw in the spring. We're not too far off from seasonal norms here.

▲18%

Uptown Waterloo is one of the leading areas in the region when it comes to price increase Y/Y. After dips coming into 2024 the last 2 quarters have been strong in Waterloo core.

▼15%

Y/Y drop in median prices in the University District. Q3 tends to set the tone for the school year in this area but declines in new inventory Y/Y and Q/Q could mean opportunities arise for investors going into 2025.

▲9%

East Waterloo Sale/New Ratio saw a Q/Q bump to match the 0.64 of the West end bringing them to the forefront as the most seller-leaning neighbourhoods in the city.

▼5%

Median Detached sale prices were down across the city Q/Q which is the biggest dip in the region for this quarter. Waterloo still seems to be adjusting to the unique price jump we experienced in Q1 so this regression is to be expected.

▲63%

Predictably, the Sale/New ratio in the University District spiked Q/Q. Still, down from Q3 2023, this metric is the prime example of seasonal swings of the market near post-secondary institutions. If you're looking to invest, seek advice from someone who knows this market well,

▼18%

Uptown new inventory dipped significantly Y/Y, likely contributing to it's increase in prices. A notable dip in condo listings is not to be overlooked and may shift going into Q4.

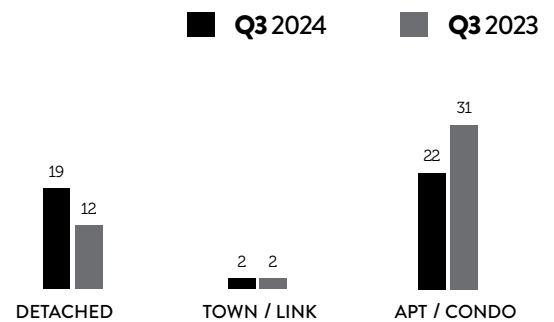
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$710,000	43	74	0.58	\$771,000
Q3 2023 TOTAL	\$599,000	45	90	0.50	\$655,000
% CHANGE (+/-)	18.53% ▲	4.44% ▼	17.78% ▼	16.22% ▲	17.71% ▲
Q2 2024 TOTAL	\$662,450	50	104	0.48	\$697,500
% CHANGE (+/-)	7.18% ▲	14.00% ▼	28.85% ▼	20.86% ▲	10.54% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	23	28	▼
TOWN / LINK HOMES	4	5	▼
APARTMENT / CONDO	47	57	▼
TOTAL	74	90	▼
SALES TO NEW RATIO	0.58	0.50	▲

Q3 SALES BY INVENTORY TYPE



\$840,000

DETACHED MEDIAN SALE

\$767,750

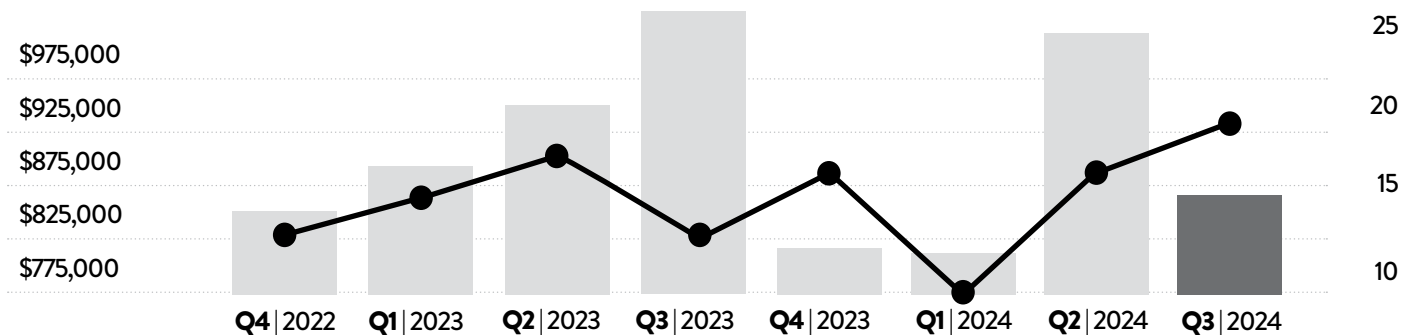
TOWN / LINK MEDIAN SALE

\$568,900

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



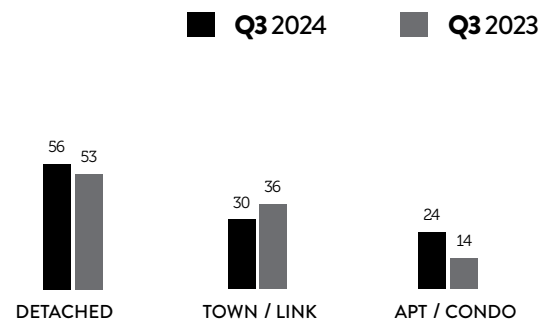
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$737,000	110	172	0.64	\$732,300
Q3 2023 TOTAL	\$742,500	103	185	0.56	\$790,000
% CHANGE (+/-)	0.74% ▼	6.80% ▲	7.03% ▼	14.87% ▲	7.30% ▼
Q2 2024 TOTAL	\$784,900	152	259	0.59	\$817,500
% CHANGE (+/-)	6.10% ▼	27.63% ▼	33.59% ▼	8.97% ▲	10.42% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	92	103	▼
TOWN / LINK HOMES	43	52	▼
APARTMENT / CONDO	37	30	▲
TOTAL	172	185	▼
SALES TO NEW RATIO	0.64	0.56	▲

Q3 SALES BY INVENTORY TYPE



\$900,500

DETACHED MEDIAN SALE

\$666,750

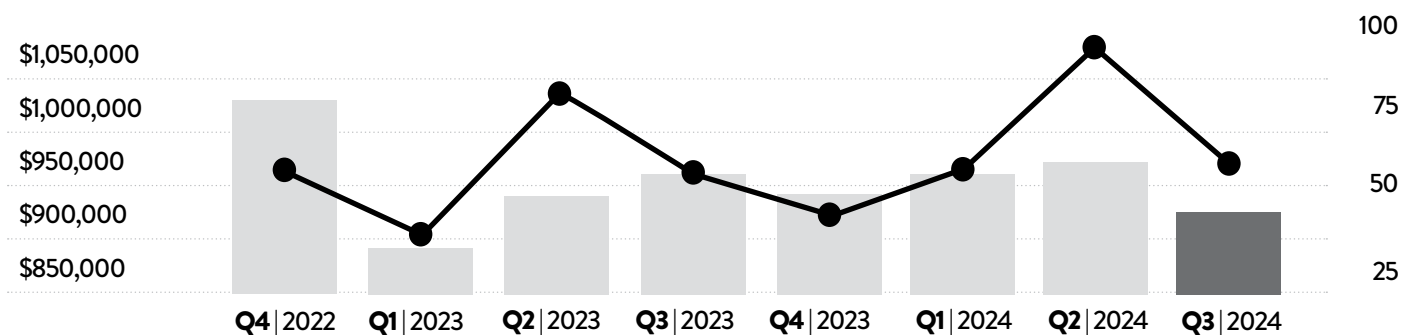
TOWN / LINK MEDIAN SALE

\$480,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



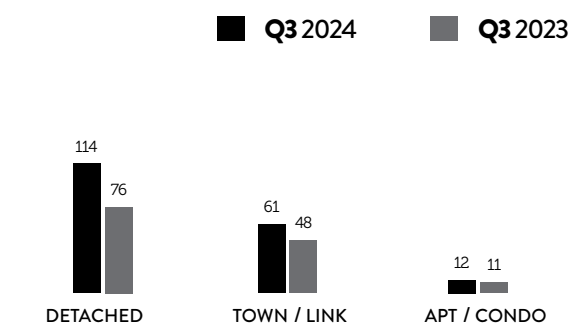
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$769,000	187	293	0.64	\$779,900
Q3 2023 TOTAL	\$749,900	135	229	0.59	\$790,000
% CHANGE (+/-)	2.55% ▲	38.52% ▲	27.95% ▲	8.26% ▲	1.28% ▼
Q2 2024 TOTAL	\$799,000	231	359	0.64	\$820,000
% CHANGE (+/-)	3.75% ▼	19.05% ▼	18.38% ▼	0.81% ▼	4.89% ▼

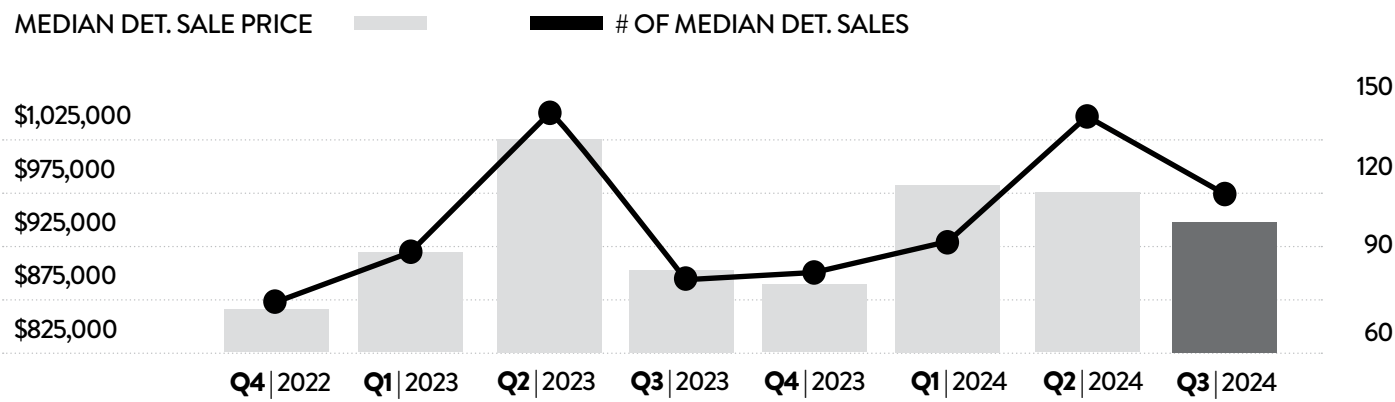
Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	187	140	▲
TOWN / LINK HOMES	86	68	▲
APARTMENT / CONDO	20	21	▼
TOTAL	293	229	▲
SALES TO NEW RATIO	0.64	0.59	▲

Q3 SALES BY INVENTORY TYPE



\$925,000 DETACHED MEDIAN SALE	\$546,000 TOWN / LINK MEDIAN SALE	\$545,625 APT / CONDO MEDIAN SALE
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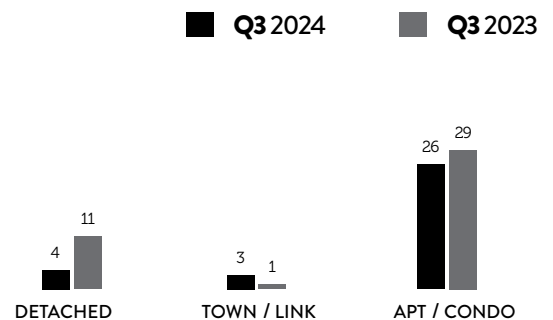
UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$430,000	33	72	0.46	\$420,000
Q3 2023 TOTAL	\$504,990	41	79	0.52	\$499,000
% CHANGE (+/-)	14.85% ▼	19.51% ▼	8.86% ▼	11.69% ▼	15.83% ▼
Q2 2024 TOTAL	\$467,000	30	107	0.28	\$462,500
% CHANGE (+/-)	792% ▼	10.00% ▲	32.71% ▼	63.47% ▲	919% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	7	14	▼
TOWN / LINK HOMES	2	0	▲
APARTMENT / CONDO	63	65	▼
TOTAL	72	79	▼
SALES TO NEW RATIO	0.46	0.52	▼

Q3 SALES BY INVENTORY TYPE



\$747,500

DETACHED MEDIAN SALE

\$590,000

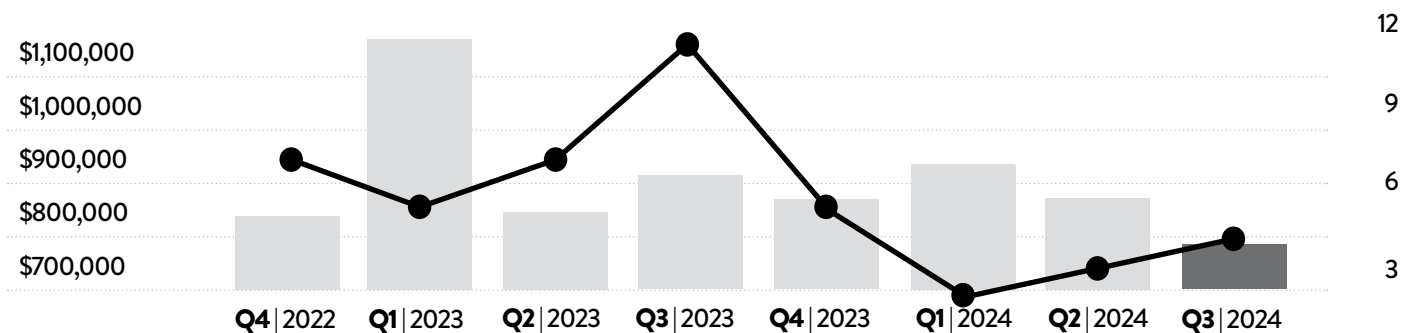
TOWN / LINK MEDIAN SALE

\$417,444

APT / CONDO MEDIAN SALE

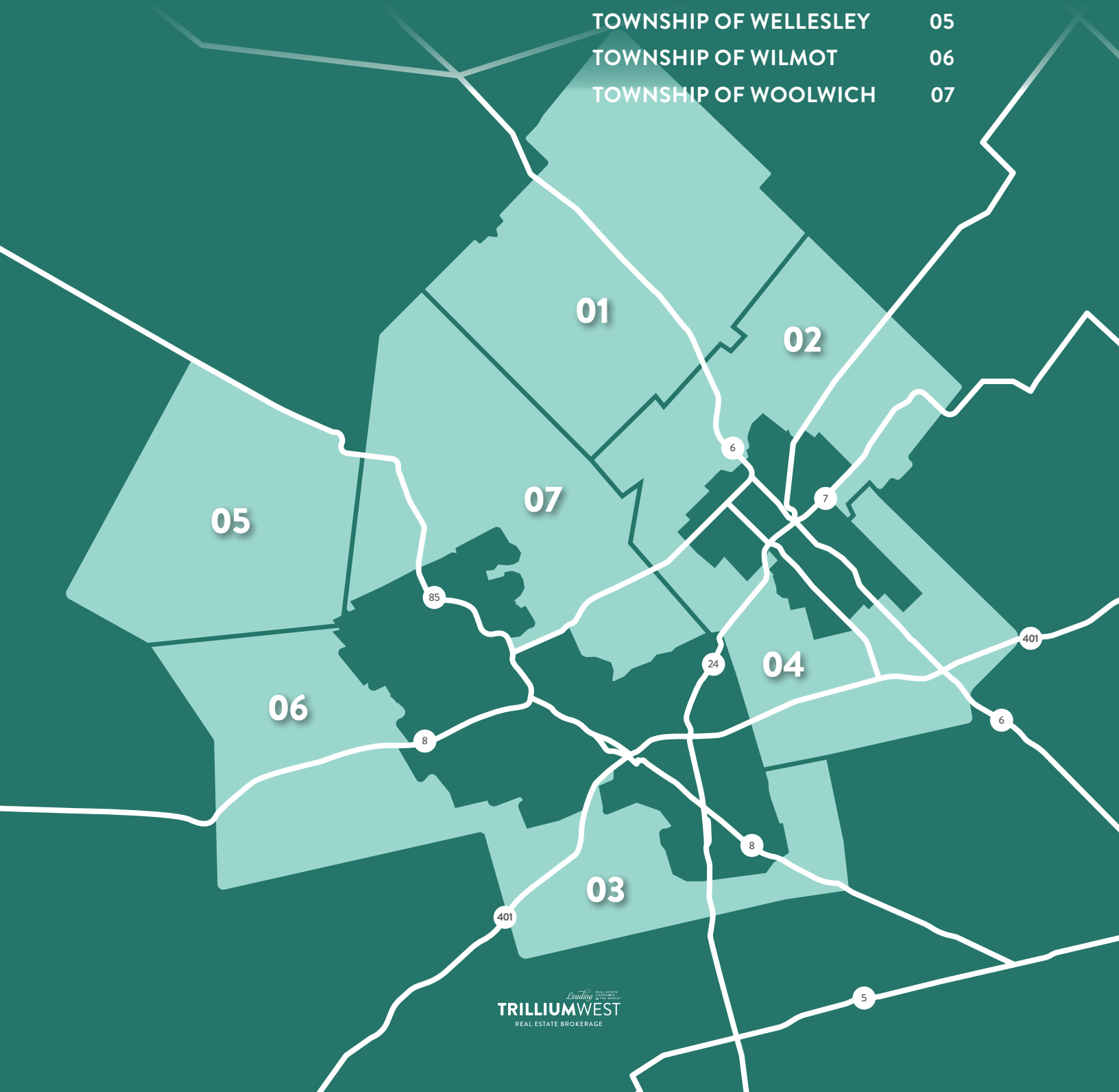
MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



TOWNSHIPS OVERVIEW

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



COMPLETE DATA TOWNSHIPS

Q3 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.54

	Q3 2024	% Chg (Y)	Q3 2023	% Chg (Q)	Q2 2024
MEDIAN DET. SALE PRICE	\$937,500	0.01% ▲	\$937,450	1.32% ▼	\$950,000
NUMBER OF NEW SALES	387	12.83% ▲	343	1766% ▼	470
MEDIAN DAYS ON MARKET	24	8 days	16	11 days	13
NEW INVENTORY	720	2.86% ▲	700	20.09% ▼	901

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

UP & DOWN QUICK REVIEW

▲13%

The Townships have seen a significant Y/Y boost in sales in Q3. As prices held steady we saw a bump in buyer interest in the townships and the newer property types/styles that new development is bringing to the areas beyond city centres.

▲23%

Puslinch led the way on Y/Y price growth leaning on some unique sales and a growing niche as one of the high-value pockets in the region.

▲25%

Centre Wellington is the largest township we track and with a notable 25% jump in Sale/New Listing ratio Y/Y it's certainly worth noting. With new home product and the quaint charm of Fergus & Elora, it's no surprise that the ratio would come back up from 0.45 last year.

▲24%

Guelph Eramosa Q/Q sales have shown that the summer was a good time to be on the market. This Q3 push also represented an 18% Y/Y jump in sales and a 17.5% increase in median sale price. This will be an area to have eyes on as we go into Q4.

▼17%

North Dumfries saw it's Sale/New Ratio dip Q/Q as sales dipped through the summer. Sales dropped off by around 30% in Q3 while new inventory only fell 20%. Both indicate a slowdown from the spring but movement in this North Dumfries continues to be high Y/Y.

▼8%

Woolwich sale prices saw the largest dip Y/Y brining the median sale price to \$835,000. Q3 did, however, show a healthy increase in sales with a moderate increase in inventory Y/Y which boosted the Sale/New Ratio could see a bounceback going into 2025.

▼15%

Wilmot Sale/New Ratio saw a dip Y/Y from it's seller-leaning balanced market in 2023. This has brought it closer in line with the rest of the townships as we round out the year but, with sales slowing Q/Q as well, sellers should prepare their homes to target the right buyer going into the winter.

▼0%

New inventory across the townships Q/Q. When new inventory is dropping quicker than sales are slowing it tends to be an optimistic sign for sellers. Buyers still have a lot of options in the market but there are some key metrics across the townships pointing to a potentially busy spring market.

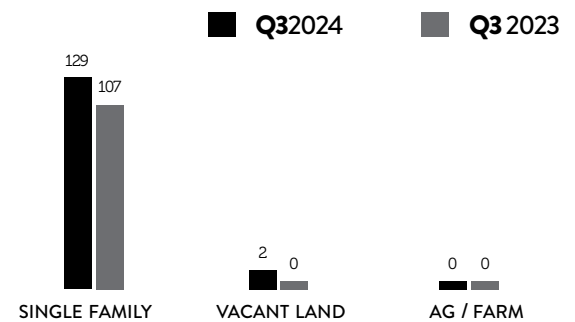
TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$795,000	131	234	0.56	\$780,000
Q3 2023 TOTAL	\$799,000	107	239	0.45	\$799,000
% CHANGE (+/-)	0.50% ▼	22.43% ▲	2.09% ▼	25.05% ▲	2.38% ▼
Q2 2024 TOTAL	\$839,900	162	293	0.55	\$830,000
% CHANGE (+/-)	5.35% ▼	19.14% ▼	20.14% ▼	1.25% ▲	6.02% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	224	229	▼
TOWN / LINK HOMES	6	7	▼
APARTMENT / CONDO	4	3	▲
TOTAL	234	239	▼
SALES TO NEW RATIO	0.56	0.45	▲

Q3 SALES BY INVENTORY TYPE



\$787,500

SINGLE FAMILY MEDIAN

\$552,500

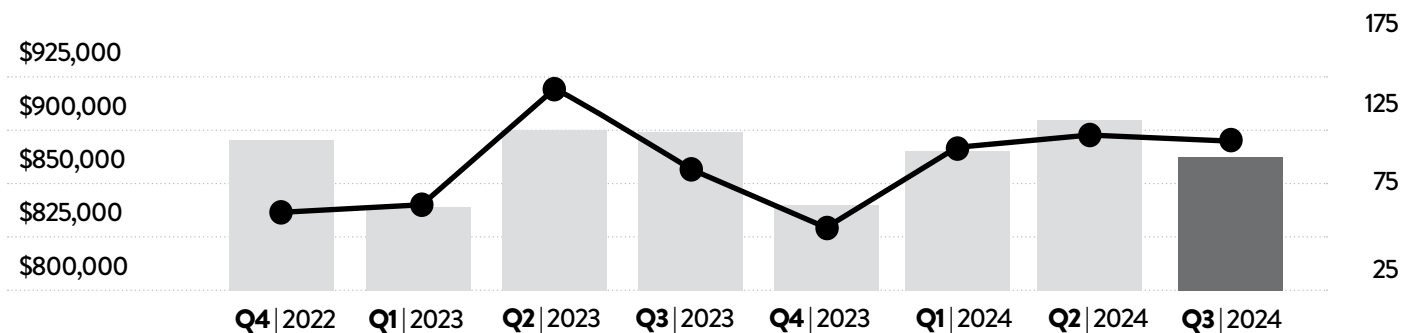
VACANT LAND MEDIAN

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
Q3 2024 TOTAL	\$1,199,900	46	93	0.49	\$1,175,000
Q3 2023 TOTAL	\$999,000	39	77	0.51	\$1,000,000
% CHANGE (+/-)	20.11% ▲	17.95% ▲	20.78% ▲	2.34% ▼	17.50% ▲
Q2 2024 TOTAL	\$999,900	37	102	0.36	\$1,000,000
% CHANGE (+/-)	20.00% ▲	24.32% ▲	8.82% ▼	36.36% ▲	17.50% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	78	66	▲
TOWN / LINK HOMES	11	5	▲
APARTMENT / CONDO	4	6	▼
TOTAL	93	77	▲
SALES TO NEW RATIO	0.49	0.51	▼

Q3 SALES BY INVENTORY TYPE



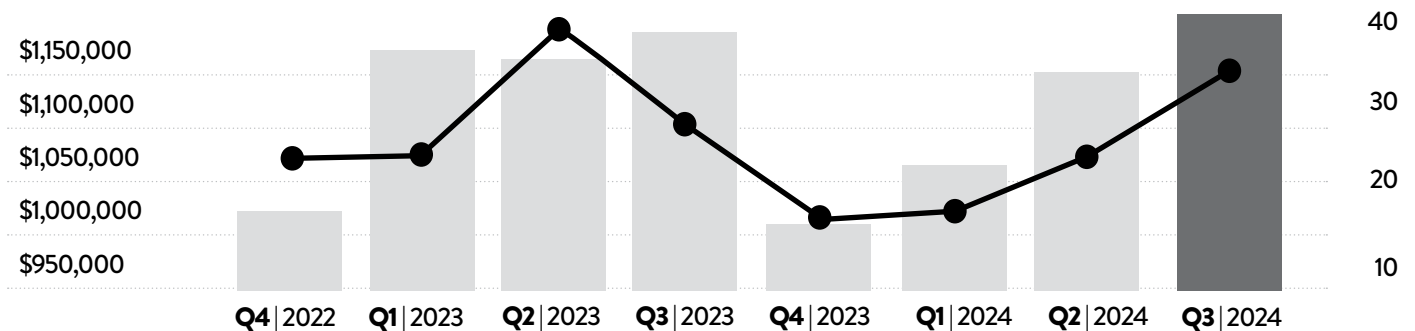
\$1,167,500
SINGLE FAMILY MEDIAN

\$900,000
VACANT LAND MEDIAN

\$1,800,000
AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



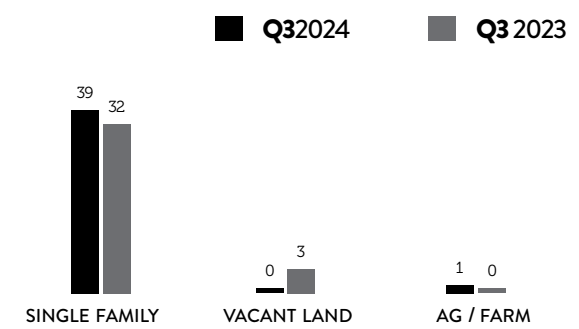
TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$899,900	40	87	0.46	\$910,000
Q3 2023 TOTAL	\$837,450	34	63	0.54	\$867,500
% CHANGE (+/-)	746% ▲	1765% ▲	38.10% ▲	14.81% ▼	4.90% ▲
Q2 2024 TOTAL	\$879,000	60	108	0.56	\$899,950
% CHANGE (+/-)	2.38% ▲	33.33% ▼	19.44% ▼	17.24% ▼	1.12% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	82	56	▲
TOWN / LINK HOMES	4	5	▼
APARTMENT / CONDO	1	2	▼
TOTAL	87	63	▲
SALES TO NEW RATIO	0.46	0.54	▼

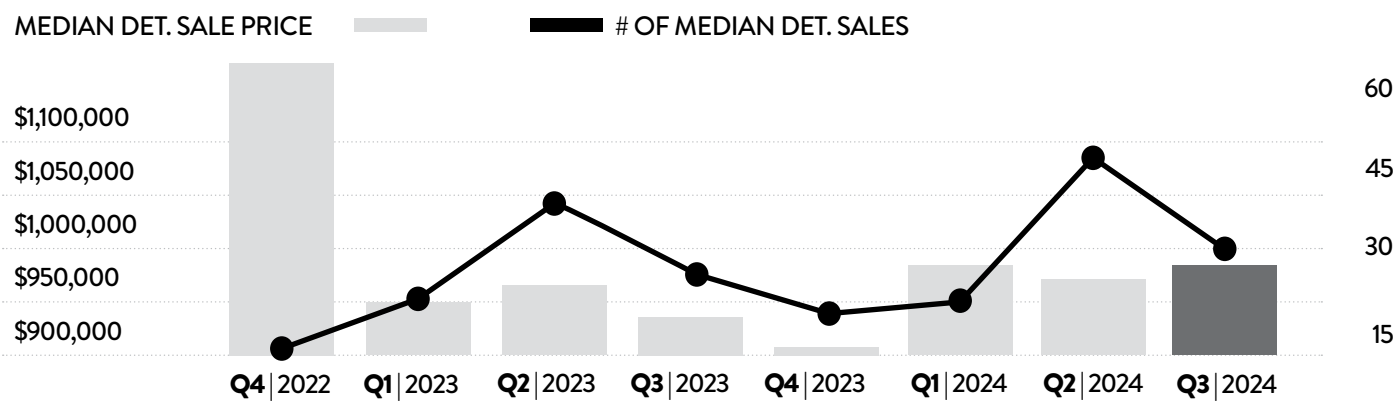
Q3 SALES BY INVENTORY TYPE



\$910,000
 SINGLE FAMILY MEDIAN

N/A
 VACANT LAND MEDIAN

\$1,175,000
 AG / FARM MEDIAN



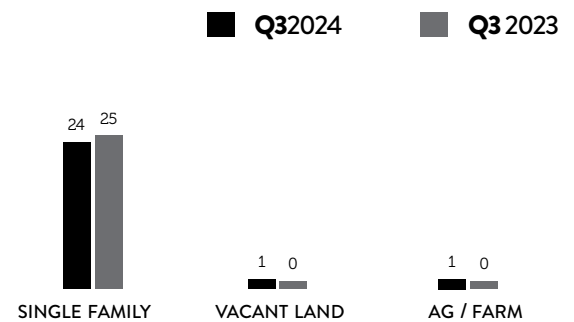
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$1,487,450	26	60	0.43	\$1,475,000
Q3 2023 TOTAL	\$1,274,000	25	71	0.35	\$1,200,000
% CHANGE (+/-)	16.75% ▲	4.00% ▲	15.49% ▼	23.07% ▲	22.92% ▲
Q2 2024 TOTAL	\$1,149,900	27	83	0.33	\$1,175,000
% CHANGE (+/-)	29.35% ▲	3.70% ▼	27.1% ▼	33.21% ▲	25.53% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	51	62	▼
TOWN / LINK HOMES	8	7	▲
APARTMENT / CONDO	1	2	▼
TOTAL	60	71	▼
SALES TO NEW RATIO	0.43	0.35	▲

Q3 SALES BY INVENTORY TYPE



\$1,475,000

SINGLE FAMILY MEDIAN

\$805,000

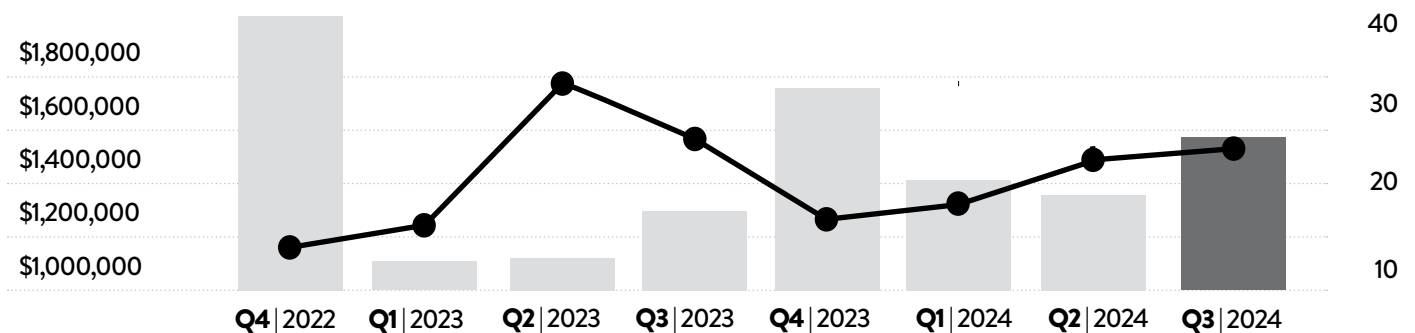
VACANT LAND MEDIAN

\$2,500,000

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$949,999	29	43	0.67	\$935,000
Q3 2023 TOTAL	\$824,000	12	26	0.46	\$796,700
% CHANGE (+/-)	15.29% ▲	141.67% ▲	65.38% ▲	46.12% ▲	17.36% ▲
Q2 2024 TOTAL	\$847,450	22	47	0.47	\$854,500
% CHANGE (+/-)	12.10% ▲	31.82% ▲	8.51% ▼	44.08% ▲	9.42% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	41	24	▲
TOWN / LINK HOMES	1	1	=
APARTMENT / CONDO	1	1	=
TOTAL	43	26	▲
SALES TO NEW RATIO	0.67	0.46	▲

Q3 SALES BY INVENTORY TYPE



\$931,000

SINGLE FAMILY MEDIAN

N/A

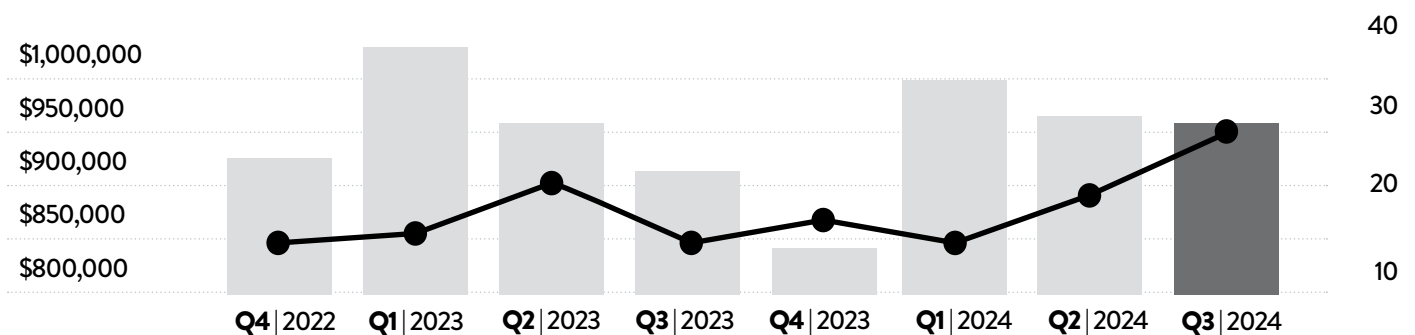
VACANT LAND MEDIAN

\$2,842,000

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



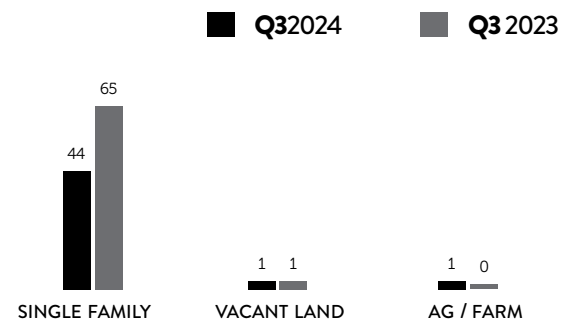
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$889,500	46	85	0.54	\$882,500
Q3 2023 TOTAL	\$799,900	66	104	0.63	\$827,500
% CHANGE (+/-)	11.20% ▲	30.30% ▼	18.27% ▼	14.72% ▼	6.65% ▲
Q2 2024 TOTAL	\$829,900	79	121	0.65	\$827,000
% CHANGE (+/-)	7.18% ▲	41.77% ▼	29.75% ▼	17.11% ▼	6.71% ▲

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	80	99	▼
TOWN / LINK HOMES	2	5	▼
APARTMENT / CONDO	3	0	▲
TOTAL	85	104	▼
SALES TO NEW RATIO	0.54	0.63	▼

Q3 SALES BY INVENTORY TYPE

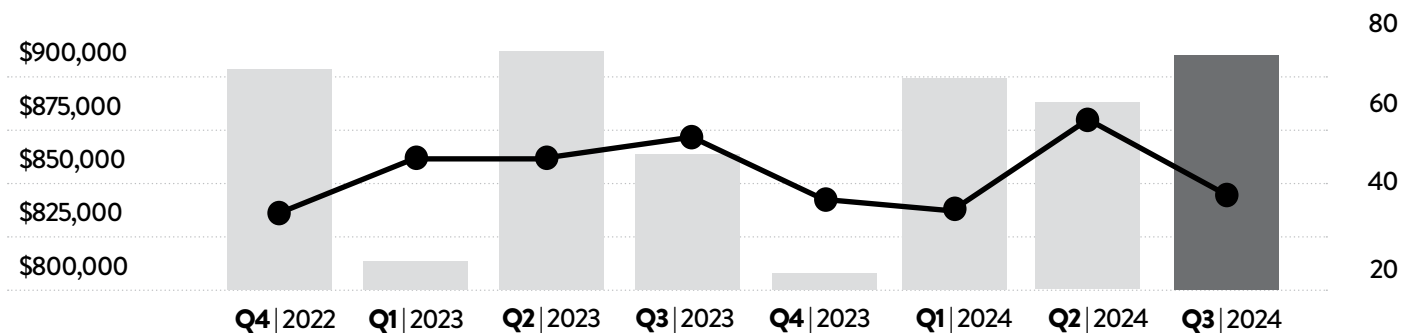


\$873,500
 SINGLE FAMILY MEDIAN

\$940,000
 VACANT LAND MEDIAN

\$2,875,000
 AG / FARM MEDIAN

MEDIAN DET. SALE PRICE # OF MEDIAN DET. SALES



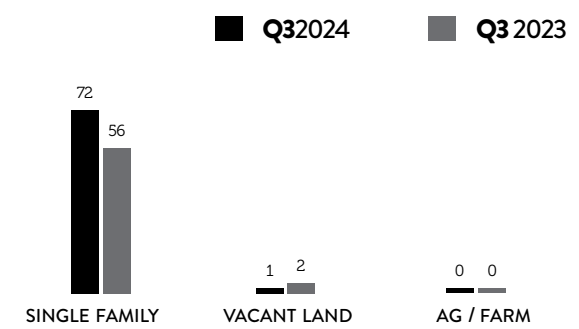
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q3 2024 TOTAL	\$850,000	73	134	0.54	\$835,000
Q3 2023 TOTAL	\$898,450	58	115	0.50	\$907,500
% CHANGE (+/-)	5.39% ▼	25.86% ▲	16.52% ▲	8.02% ▲	7.99% ▼
Q2 2024 TOTAL	\$849,900	88	161	0.55	\$869,000
% CHANGE (+/-)	0.01% ▲	17.05% ▼	16.77% ▼	0.33% ▼	3.91% ▼

Q3 NEW INVENTORY

	Q3 2024	Q3 2023	TREND
DETACHED HOMES	127	109	▲
TOWN / LINK HOMES	6	6	=
APARTMENT / CONDO	1	0	▲
TOTAL	134	115	▲
SALES TO NEW RATIO	0.54	0.50	▲

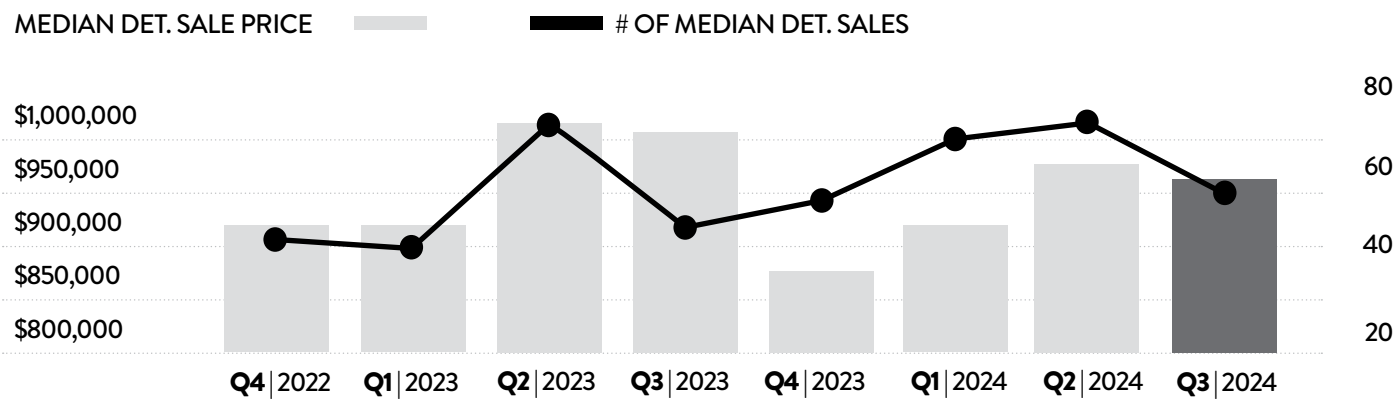
Q3 SALES BY INVENTORY TYPE



\$833,500
 SINGLE FAMILY MEDIAN

\$7,000,000
 VACANT LAND MEDIAN

N/A
 AG / FARM MEDIAN



A LITTLE ABOUT



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

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



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Any specific data requests can be sent to data@trilliumwest.com and we would be happy to help. Hit us up.

The Data Team at TW