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20  
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**TRILLIUMWEST**  
REAL ESTATE BROKERAGE

QUARTERLY  
DATA REPORT

TABLE OF  
contents

City of Cambridge	<b>CAMBRIDGE OVERVIEW</b>	<b>5</b>
	HESPELER CAMBRIDGE	6
	PRESTON CAMBRIDGE	7
	NORTH GALT CAMBRIDGE	8
	EAST GALT CAMBRIDGE	9
	WEST GALT CAMBRIDGE	10
City of Guelph	<b>GUELPH OVERVIEW</b>	<b>12</b>
	DOWNTOWN GUELPH	13
	MIDTOWN GUELPH	14
	SOUTH GUELPH	15
	EAST GUELPH	16
	WEST GUELPH	17
Cities of Kitchener + Waterloo	<b>KW OVERVIEW</b>	<b>20</b>
	EAST KITCHENER	21
	WEST KITCHENER	22
	DOWNTOWN KITCHENER	23
	UPTOWN WATERLOO	24
	EAST WATERLOO	25
The Townships	<b>WEST WATERLOO</b>	<b>26</b>
	<b>THE TOWNSHIPS OVERVIEW</b>	<b>28</b>
	CENTRE WELLINGTON	29
	GUELPH ERAMOSIA	30
	NORTH DUMFRIES	31
	TOWNSHIP OF PUSLINCH	32
About TrilliumWest	TOWNSHIP OF WELLESLEY	33
	TOWNSHIP OF WILMOT	34
	TOWNSHIP OF WOOLWICH	35
	<b>ABOUT TRILLIUMWEST</b>	<b>36</b>

TW4  
20  
22

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COMPLETE DATA  
Cambridge

COMPLETE DATA

City of Cambridge

INSIDE THE NUMBERS

**Still have to mind that gap.**

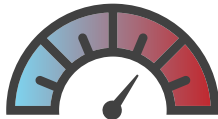
Declining sales figures tend to be the poster child for a downturn market. However, it is statistically only half of the equation. We keep a careful eye on the ever-adjusting relationship between sales volume and the number of new listings being brought to market. This replenishment rate tells the true story of market vulnerability.

While some areas across the Region kept these two dropping figures closer together for the year, Cambridge certainly did not. We see this as an important data trend to follow in early 2023. The further sale volumes and new inventory drift apart, the more unpredictable the Cambridge market will be.

A 2023 with more planned rate hikes could be a trip.

Q4 | SALES TO  
new listing ratio

Between 0.4 and 0.6 is considered a balanced market



0.72

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

	Q4   2022	% Chg (Y)	Q4   2021	% Chg (Q)	Q3   2022
MEDIAN DET. SALE PRICE	\$725,000	13.7% ▼	\$840,000	2.0% ▼	\$740,000
NUMBER OF NEW SALES	328	35.7% ▼	509	30.1% ▼	469
MEDIAN DAYS ON MARKET	14	7 days ▲	7	=	14
NEW INVENTORY	458	1.1% ▼	463	29.6% ▼	651

UP & DOWN  
quick review

▲3% Q/Q change in the Hespeler median sale price. A curious bump back the other way.

▼1% Y/Y reduction in city-wide new inventory. Listings still arrived as scheduled, sales did not.

▲7% Y/Y jump in the North Galt median list price. A remnant from the list low, sell high era.

▼71% Y/Y drop in the West Galt townhome sales to new listing ratio. The tap completely turned off.

▲39% Y/Y spike in East Galt new inventory. A troublesome trend for the third consecutive Q.

▼54% Y/Y slide in Preston sales volume. The most notable drop in town.

▲0% Evidence this is the low water mark for the Cambridge market. Still some questions for the coming Q's.

▼39% Y/Y decrease in Hespeler sales volume. The engine that drives Cambridge sputtered its way through another Q.

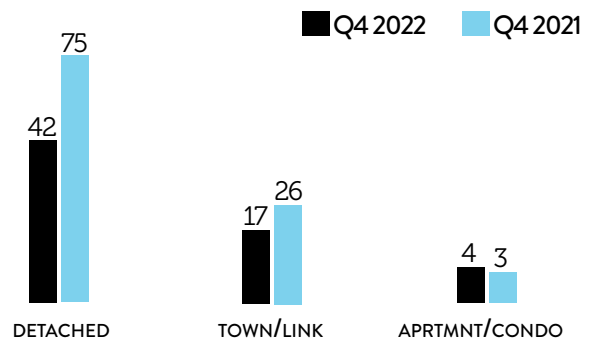
# HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$750,000	63	88	0.72	\$765,000
Q4 2021   TOTAL	\$749,900	104	95	1.09	\$860,500
% CHANGE (+/-)	0.01% ▲	39.4% ▼	74% ▼	33.9% ▼	11.1% ▼
Q3 2022   TOTAL	\$739,900	88	132	0.67	\$739,950
% CHANGE (+/-)	14% ▲	28.4% ▼	33.3% ▼	74% ▼	3.4% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	56	72	▼
TOWN/LINK HOMES	27	20	▲
APARTMENT/CONDO	5	3	▲
TOTAL	88	95	▼
SALES TO NEW RATIO	0.72	1.09	▼

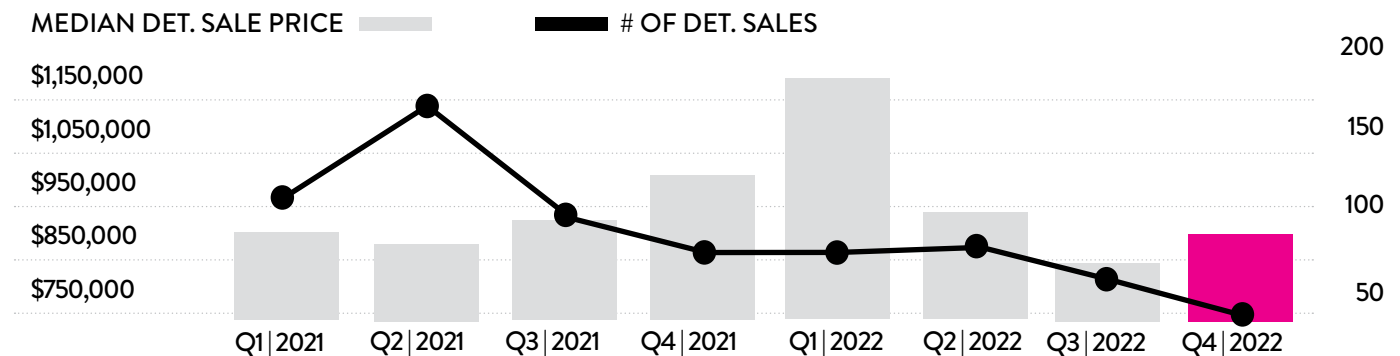
## Q4 SALES BY INVENTORY TYPE



**\$851,000**  
DETACHED MEDIAN SALE

**\$670,700**  
TOWN/LINK MEDIAN SALE

**\$429,950**  
APMNT/CONDO MEDIAN SALE



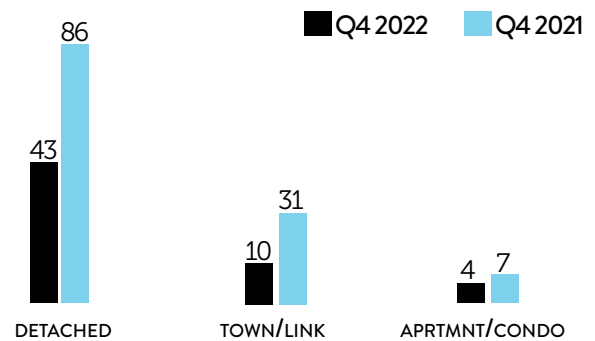
# PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$649,900	57	71	0.80	\$650,000
Q4 2021   TOTAL	\$649,900	124	115	1.08	\$770,000
% CHANGE (+/-)	=	54.0% ▼	38.3% ▼	25.9% ▼	15.6% ▼
Q3 2022   TOTAL	\$621,450	76	102	0.75	\$640,000
% CHANGE (+/-)	4.6% ▲	25.0% ▼	30.4% ▼	6.7% ▼	1.6% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	54	80	▼
TOWN/LINK HOMES	12	30	▼
APARTMENT/CONDO	5	5	=
TOTAL	71	115	▼
SALES TO NEW RATIO	0.80	1.08	▼

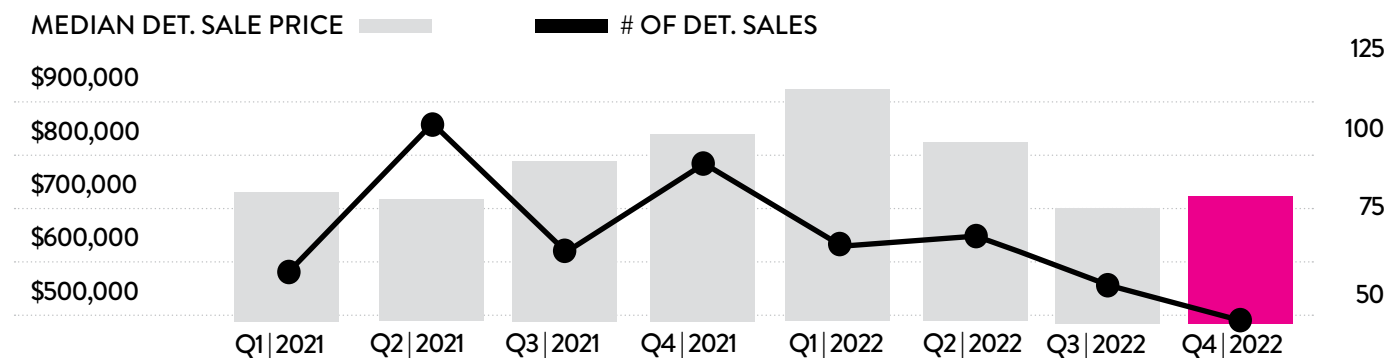
## Q4 SALES BY INVENTORY TYPE



**\$670,000**  
DETACHED MEDIAN SALE

**\$577,500**  
TOWN/LINK MEDIAN SALE

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



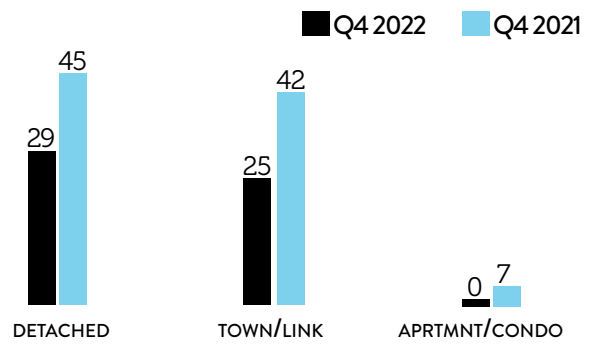
# NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$639,700	54	73	0.74	\$672,500
Q4 2021   TOTAL	\$599,900	94	89	1.06	\$725,000
% CHANGE (+/-)	6.6% ▲	42.5% ▼	179% ▼	30.2% ▼	72% ▼
Q3 2022   TOTAL	\$689,900	98	111	0.88	\$686,750
% CHANGE (+/-)	73% ▼	44.9% ▼	34.2% ▼	15.9% ▼	2.1% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	41	40	▲
TOWN/LINK HOMES	32	39	▼
APARTMENT/CONDO	0	10	▼
TOTAL	73	89	▼
SALES TO NEW RATIO	0.74	1.06	▼

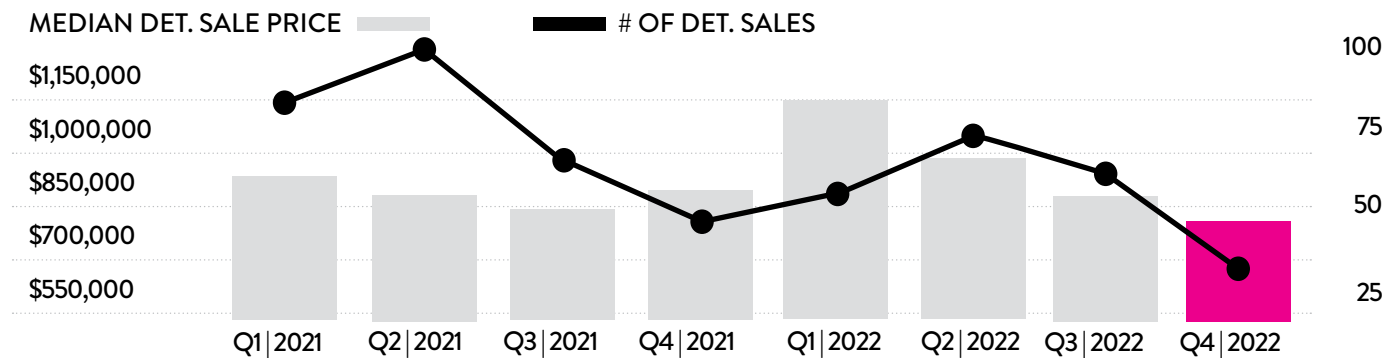
## Q4 SALES BY INVENTORY TYPE



**\$740,000**  
DETACHED MEDIAN SALE

**\$570,000**  
TOWN/LINK MEDIAN SALE

**N/A**  
APMNT/CONDO MEDIAN SALE



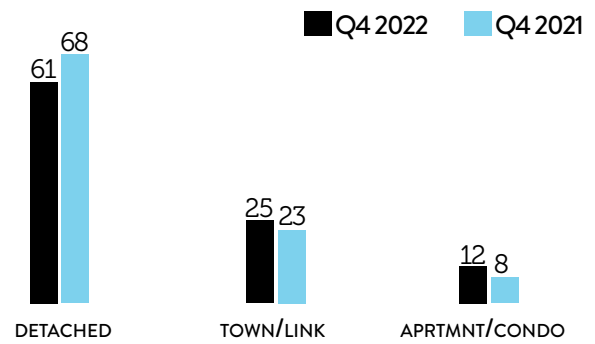
# EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$649,950	98	129	0.76	\$667,500
Q4 2021   TOTAL	\$650,000	99	93	1.06	\$765,000
% CHANGE (+/-)	0.01% ▼	1.01% ▼	38.7% ▲	28.3% ▼	12.7% ▼
Q3 2022   TOTAL	\$649,450	102	150	0.68	\$660,000
% CHANGE (+/-)	0.08% ▼	3.9% ▼	14.0% ▼	11.8% ▲	1.1% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	72	66	▲
TOWN/LINK HOMES	33	18	▲
APARTMENT/CONDO	24	9	▲
TOTAL	129	93	▲
SALES TO NEW RATIO	0.76	1.06	▼

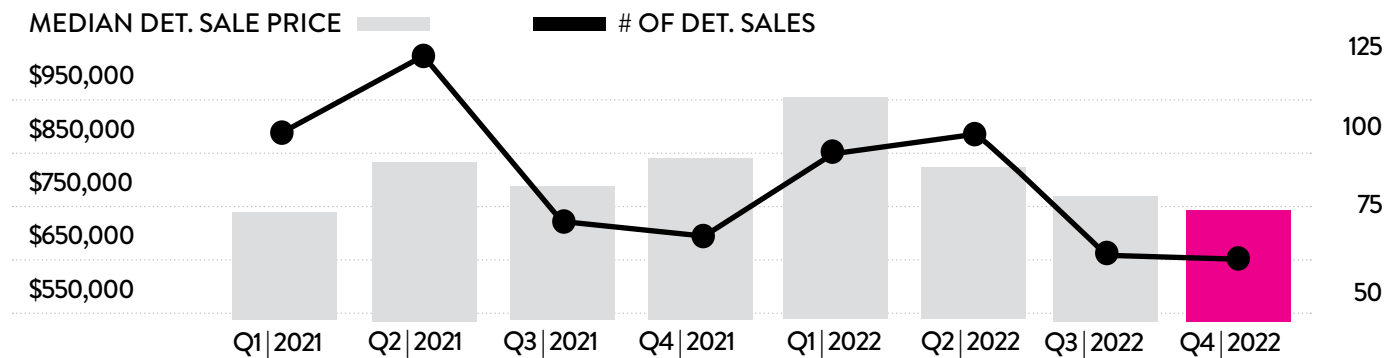
## Q4 SALES BY INVENTORY TYPE



**\$681,000**  
DETACHED MEDIAN SALE

**\$665,000**  
TOWN/LINK MEDIAN SALE

**\$428,500**  
APMNT/CONDO MEDIAN SALE





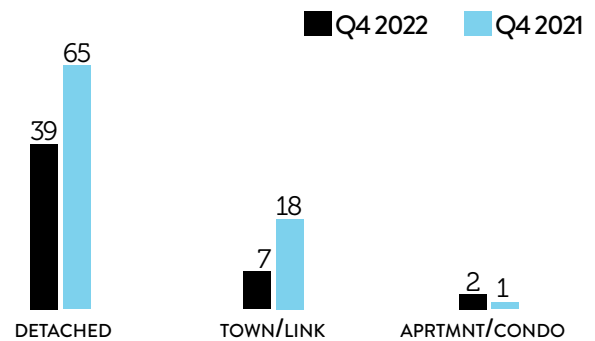
# WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$699,850	48	81	0.59	\$706,250
Q4 2021   TOTAL	\$700,000	84	71	1.18	\$814,500
% CHANGE (+/-)	0.02% ▼	42.9% ▼	14.1% ▲	50.0% ▼	13.3% ▼
Q3 2022   TOTAL	\$725,000	97	129	0.75	\$740,000
% CHANGE (+/-)	3.5% ▼	50.5% ▼	37.2% ▼	21.3% ▼	4.6% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	52	54	▼
TOWN/LINK HOMES	21	16	▲
APARTMENT/CONDO	8	1	▲
TOTAL	81	71	▼
SALES TO NEW RATIO	0.59	1.18	▼

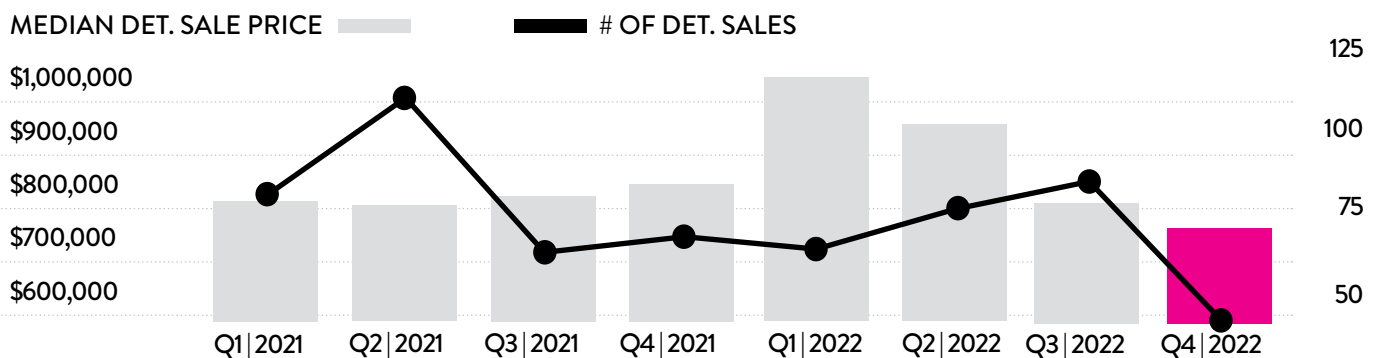
## Q4 SALES BY INVENTORY TYPE



**\$735,000**  
DETACHED MEDIAN SALE

**\$530,113**  
TOWN/LINK MEDIAN SALE

**\$597,750**  
APMNT/CONDO MEDIAN SALE



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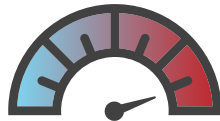
COMPLETE DATA  
Guelph

COMPLETE DATA

City of Guelph

Q4 | SALES TO new listing ratio

Between 0.4 and 0.6 is considered a balanced market



0.87

INSIDE THE NUMBERS

Up, down, backwards and sideways to get to the same spot.

Interest rates were up and buyer-interest levels were down through the last 3 Q's of 2022. If you read any professional or amateur real estate publications, this should be a recipe for outright market ruin. But even in a notoriously slow time of year, the numbers show that simply wasn't the case.

While Y/Y sales figures appear abysmal, the high-water marks of 2021 are a tough stick to measure against. Inventory has dropped and the ratios across the city are still firmly locked in to above balanced market conditions across almost all product types and locations. The Guelph market just seems comfortable here.

While prudence still reigns in the Region, ensure you get your real info from the locals who know - not social media.

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

	Q4   2022	% Chg (Y)	Q4   2021	% Chg (Q)	Q3   2022
MEDIAN DET. SALE PRICE	\$800,000	13.5% ▼	\$925,000	6.4% ▼	\$855,000
NUMBER OF NEW SALES	336	31.1% ▼	488	12.7% ▼	385
MEDIAN DAYS ON MARKET	20	13 days	7	2 days	18
NEW INVENTORY	385	172% ▼	465	38.4% ▼	625

UP & DOWN quick review

▲18% Y/Y increase in the Downtown sales volume. A curious condo-driven swing back the other way.

▼31% Y/Y plummet in city-wide sales volume. Numbers never before seen.

▲85% Q/Q boost in the West Guelph sales to new listing ratio. Somehow, a strong Sellers market returned.

▼14% Y/Y subsequent plummet in the city-wide median sale price. Backed by those sizeable sales volume declines.

▲58% Q/Q jump in the East Guelph sales to new listing ratio. Please, see above.

▼7% Y/Y drop in the South Guelph median sale price. A much softer landing than predicted here.

▲52% Q/Q spike in the Midtown sales to new listing ratio. Please, see above one more time.

▼38% Q/Q decrease in the North Guelph sales to new listing ratio. Our area of concern for the city in 2023.

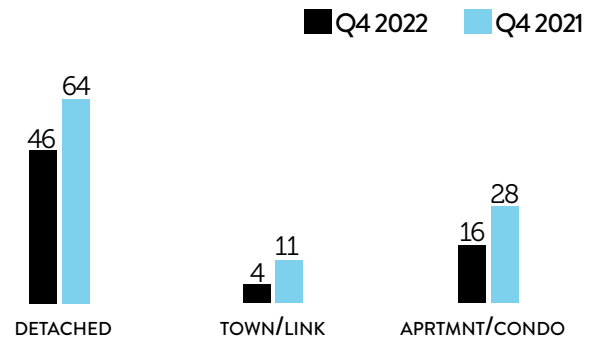
# DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$707,450	66	74	0.89	\$695,000
Q4 2021   TOTAL	\$747,900	103	97	1.06	\$810,000
% CHANGE (+/-)	5.4% ▼	35.9% ▼	23.7% ▼	16.0% ▼	14.2% ▼
Q3 2022   TOTAL	\$699,444	56	117	0.48	\$680,000
% CHANGE (+/-)	1.1% ▲	17.9% ▲	36.7% ▼	85.4% ▲	2.2% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	50	63	▼
TOWN/LINK HOMES	4	11	▼
APARTMENT/CONDO	20	23	▼
TOTAL	74	97	▼
SALES TO NEW RATIO	0.89	1.06	▼

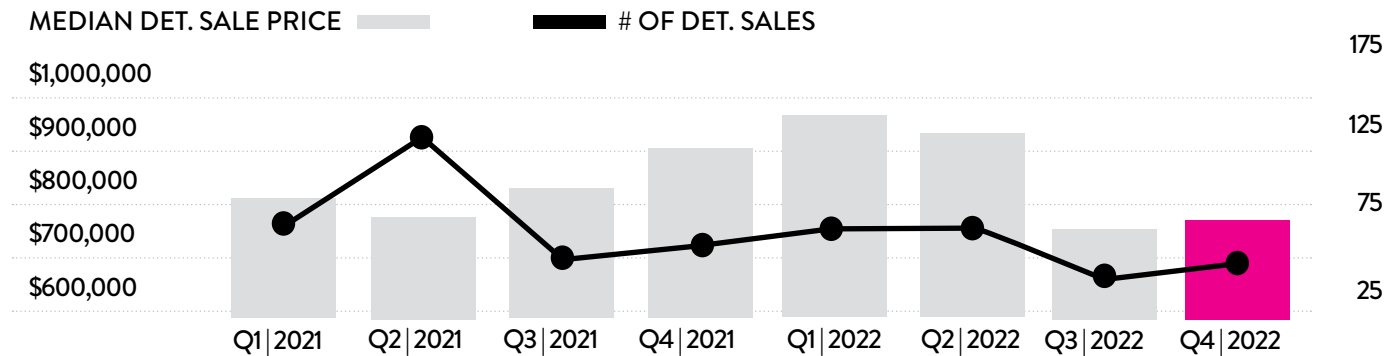
## Q4 SALES BY INVENTORY TYPE



**\$721,750**  
DETACHED MEDIAN SALE

**\$640,000**  
TOWN/LINK MEDIAN SALE

**\$522,500**  
APMNT/CONDO MEDIAN SALE



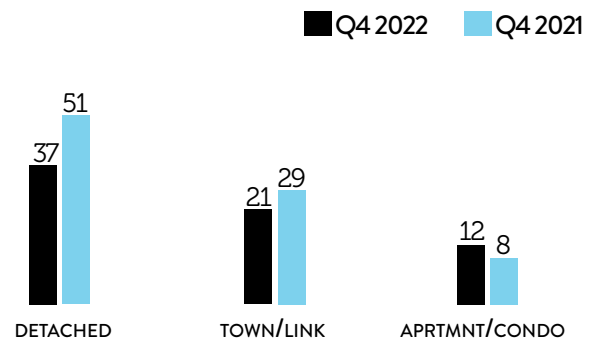
# MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$787,400	70	75	0.93	\$763,500
Q4 2021   TOTAL	\$811,450	88	80	1.10	\$890,500
% CHANGE (+/-)	2.9% ▼	20.4% ▼	6.2% ▼	15.4% ▼	14.3% ▼
Q3 2022   TOTAL	\$799,900	84	137	0.61	\$798,900
% CHANGE (+/-)	1.6% ▼	16.7% ▼	45.3% ▼	52.4% ▲	4.4% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	53	47	▲
TOWN/LINK HOMES	15	26	▼
APARTMENT/CONDO	7	7	=
TOTAL	75	80	▼
SALES TO NEW RATIO	0.93	1.10	▼

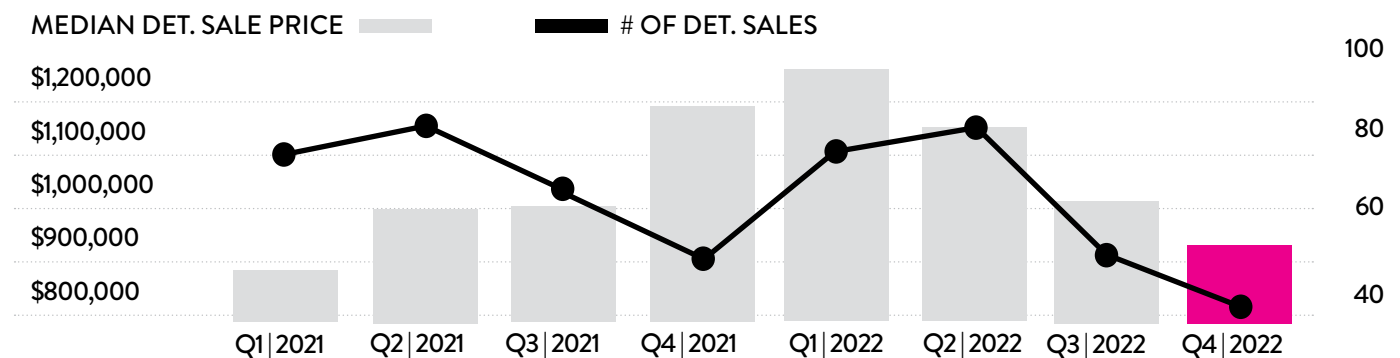
## Q4 SALES BY INVENTORY TYPE



**\$880,000**  
DETACHED MEDIAN SALE

**\$663,000**  
TOWN/LINK MEDIAN SALE

**\$541,000**  
APMNT/CONDO MEDIAN SALE



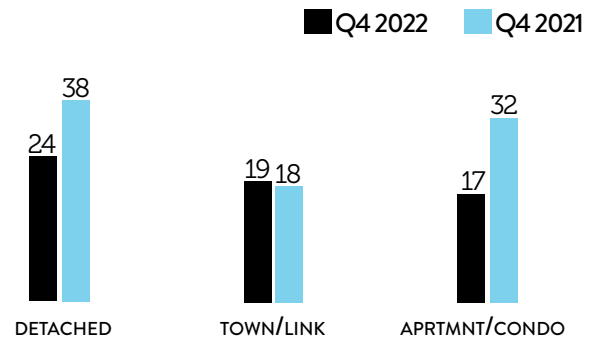
# SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$769,900	60	78	0.77	\$765,000
Q4 2021   TOTAL	\$699,900	88	85	1.04	\$822,500
% CHANGE (+/-)	10.0% ▲	31.8% ▼	8.2% ▼	25.9% ▼	6.9% ▼
Q3 2022   TOTAL	\$759,777	79	115	0.69	\$740,000
% CHANGE (+/-)	1.3% ▲	24.0% ▼	32.2% ▼	11.6% ▲	3.4% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	27	37	▼
TOWN/LINK HOMES	19	16	▲
APARTMENT/CONDO	32	32	=
TOTAL	78	85	▼
SALES TO NEW RATIO	0.77	1.04	▼

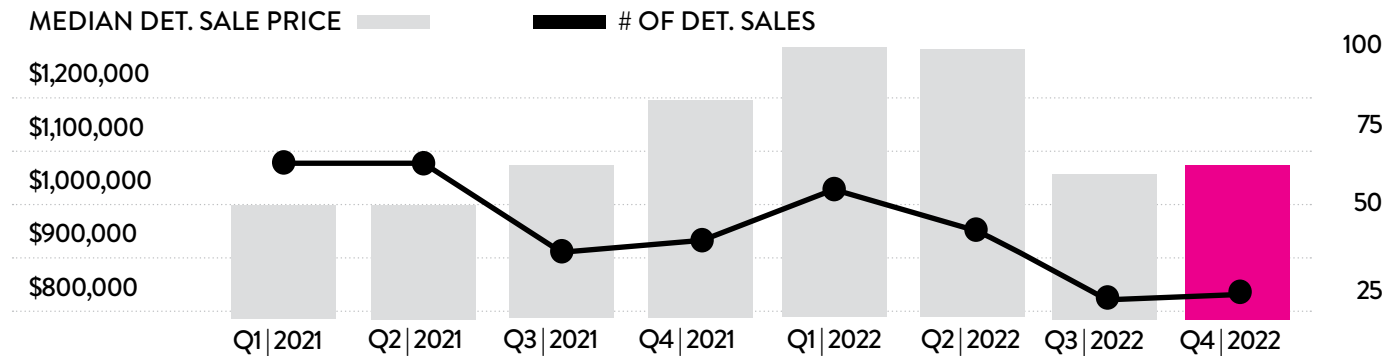
## Q4 SALES BY INVENTORY TYPE



**\$1,022,500**  
DETACHED MEDIAN SALE

**\$732,500**  
TOWN/LINK MEDIAN SALE

**\$540,000**  
APMNT/CONDO MEDIAN SALE



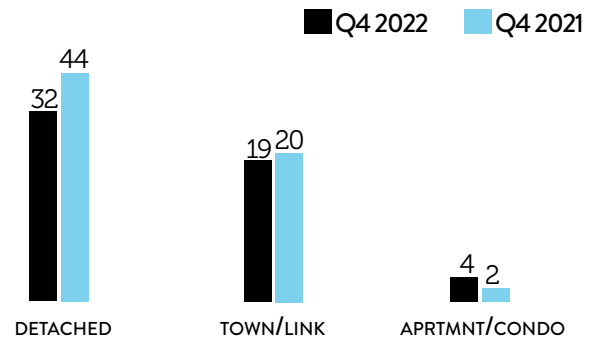
# EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$724,9000	55	56	0.98	\$724,900
Q4 2021   TOTAL	\$749,000	66	56	1.18	\$890,000
% CHANGE (+/-)	3.2% ▼	16.7% ▼	=	16.9% ▼	18.5% ▼
Q3 2022   TOTAL	\$749,900	69	111	0.62	\$740,000
% CHANGE (+/-)	3.3% ▼	20.3% ▼	49.5% ▼	58.1% ▲	2.0% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	36	37	▼
TOWN/LINK HOMES	16	18	▼
APARTMENT/CONDO	4	1	▲
TOTAL	56	56	=
SALES TO NEW RATIO	0.98	1.18	▼

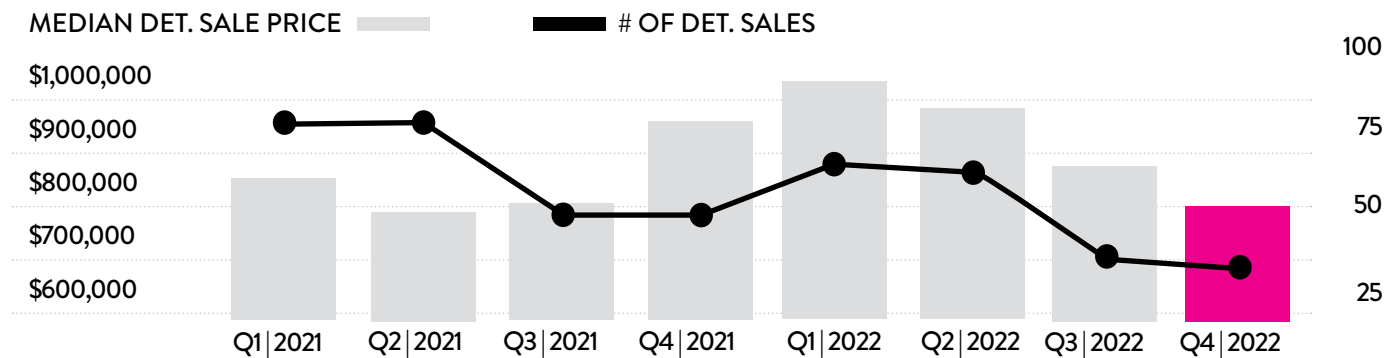
## Q4 SALES BY INVENTORY TYPE



**\$750,000**  
DETACHED MEDIAN SALE

**\$675,000**  
TOWN/LINK MEDIAN SALE

**\$482,500**  
APMNT/CONDO MEDIAN SALE



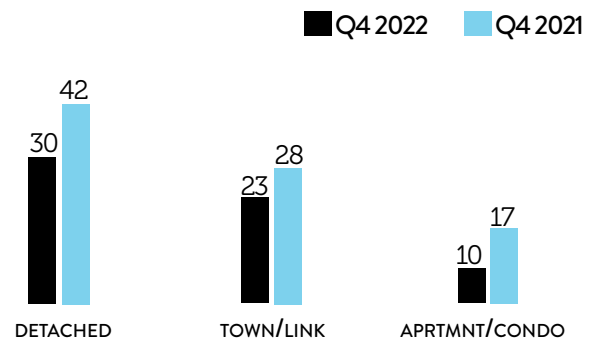
# WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$750,000	63	63	1.00	\$725,000
Q4 2021   TOTAL	\$700,000	85	80	1.06	\$780,000
% CHANGE (+/-)	7.1% ▲	25.9% ▼	21.2% ▼	5.7% ▼	7.0% ▼
Q3 2022   TOTAL	\$699,900	53	98	0.54	\$670,000
% CHANGE (+/-)	7.2% ▲	18.9% ▲	35.7% ▼	85.2% ▲	8.2% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	28	39	▼
TOWN/LINK HOMES	24	24	=
APARTMENT/CONDO	11	17	▼
TOTAL	63	80	▼
SALES TO NEW RATIO	1.00	1.06	▼

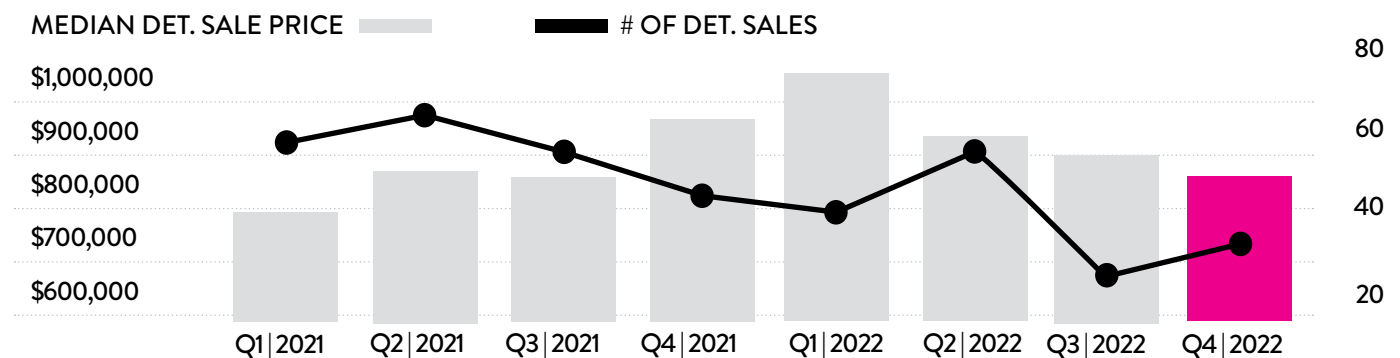
## Q4 SALES BY INVENTORY TYPE



**\$797,450**  
DETACHED MEDIAN SALE

**\$605,000**  
TOWN/LINK MEDIAN SALE

**\$428,500**  
APMNT/CONDO MEDIAN SALE





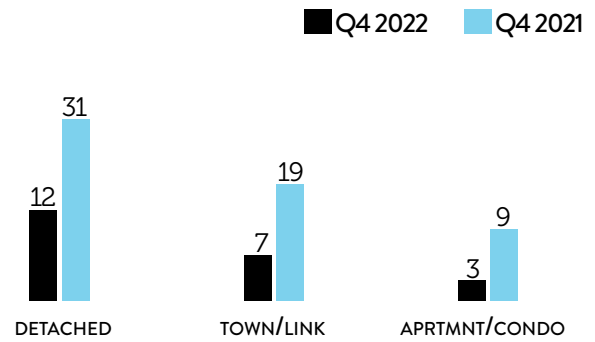
# NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$714,450	22	39	0.56	\$719,750
Q4 2021   TOTAL	\$699,900	59	56	1.05	\$805,000
% CHANGE (+/-)	2.1% ▲	62.7% ▼	30.4% ▼	46.7% ▼	10.6% ▼
Q3 2022   TOTAL	\$799,900	46	51	0.90	\$775,000
% CHANGE (+/-)	10.7% ▼	52.7% ▼	23.5% ▼	37.8% ▼	7.1% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	19	30	▲
TOWN/LINK HOMES	12	18	▲
APARTMENT/CONDO	8	8	▼
TOTAL	39	56	▲
SALES TO NEW RATIO	0.56	1.05	▼

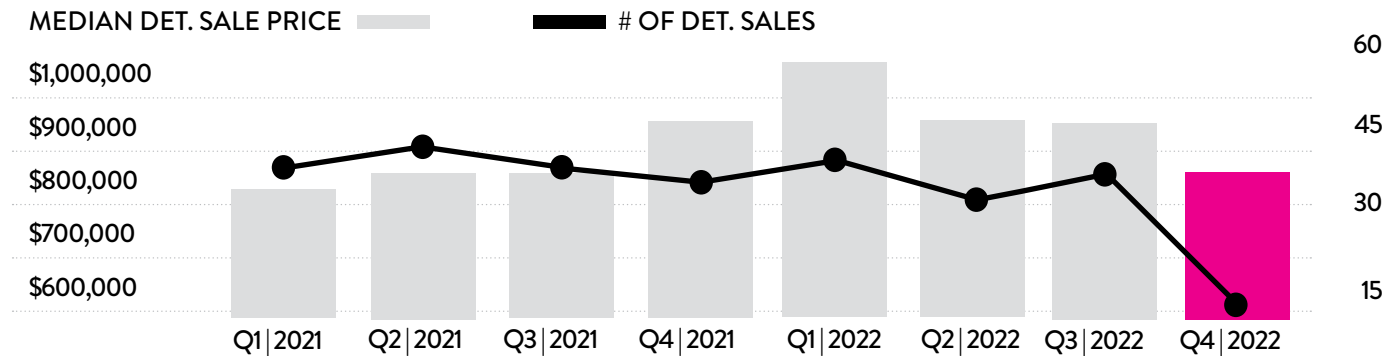
## Q4 SALES BY INVENTORY TYPE



**\$802,500**  
DETACHED MEDIAN SALE

**\$724,500**  
TOWN/LINK MEDIAN SALE

**\$455,000**  
APMNT/CONDO MEDIAN SALE



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COMPLETE DATA

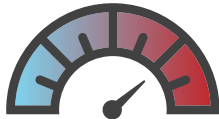
Kitchener  
+ Waterloo

COMPLETE DATA

Cities of  
Kitchener  
+ Waterloo

Q4 | SALES TO  
new listing ratio

Between 0.4 and 0.6  
is considered a balanced market



0.78

INSIDE THE NUMBERS

The good, the bad and the same old.

You can look at the KW market through almost any lens you choose, it just depends on who you are and what point you are trying to make. Median sale prices are down 13.3% Y/Y, but held that to less than 1% over the last Q. Sales volumes plummeted 28% through Q4, but inventory dropped a whopping 36% as well.

Pick a stat and you can find a counterpoint to argue the opposite right now.

What we see, miraculously, is consistency amongst the chaos in the KW market. Even in such up and down, bad and good, and off and on times - the KW market has found a way to end the year with statistical consistency. It has been a different journey for different people, but the numbers tell a familiar tale in KW real estate.

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

	Q4   2022	% Chg (Y)	Q4   2021	% Chg (Q)	Q3   2022
MEDIAN DET. SALE PRICE	\$788,500	13.3% ▼	\$910,000	0.9% ▼	\$795,750
NUMBER OF NEW SALES	789	42.8% ▼	1379	28.1% ▼	1098
MEDIAN DAYS ON MARKET	15	9 days	6	=	15
NEW INVENTORY	1010	22.1% ▼	1297	36.0% ▼	1579

UP & DOWN  
quick review

- ▲26% Q/Q increase in the East Waterloo sales to new listing ratio. Almost a 1 for 1 market again, crazy.
- ▲0% Q/Q increase in the West Kitchener median list price. Sellers seem to have drawn a line in the sand.
- ▲22% Q/Q increase in the East Kitchener sales to new listing ratio. Finished the year strong across all product types.
- ▲5% Q/Q increase in the Downtown sales to new listing ratio. A sign the low-water mark has been reached?

- ▼36% Q/Q drop in new inventory across KW. The drop in supply outpaced the drop in sales. That's a good thing.
- ▼42% Y/Y slide in Downtown sales volume. A delayed kick in the teeth for the condo market.
- ▼18% Q/Q slide in the Downtown median sale price. Please, see above.
- ▼12% The ever-shrinking difference in median condo sale price between Uptown and Downtown.

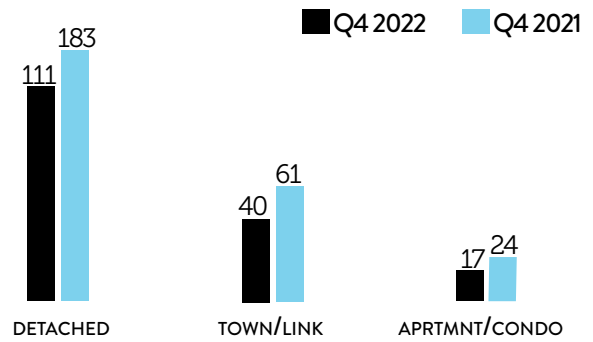
# EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$699,900	168	204	0.82	\$681,450
Q4 2021   TOTAL	\$650,000	268	251	1.07	\$810,500
% CHANGE (+/-)	7.7% ▲	37.3% ▼	18.7% ▼	23.4% ▼	15.9% ▼
Q3 2022   TOTAL	\$699,900	223	333	0.67	\$715,000
% CHANGE (+/-)	=	24.7% ▼	38.7% ▼	22.3% ▲	4.7% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	137	171	▼
TOWN/LINK HOMES	42	57	▼
APARTMENT/CONDO	25	23	▲
TOTAL	204	251	▼
SALES TO NEW RATIO	0.82	1.07	▼

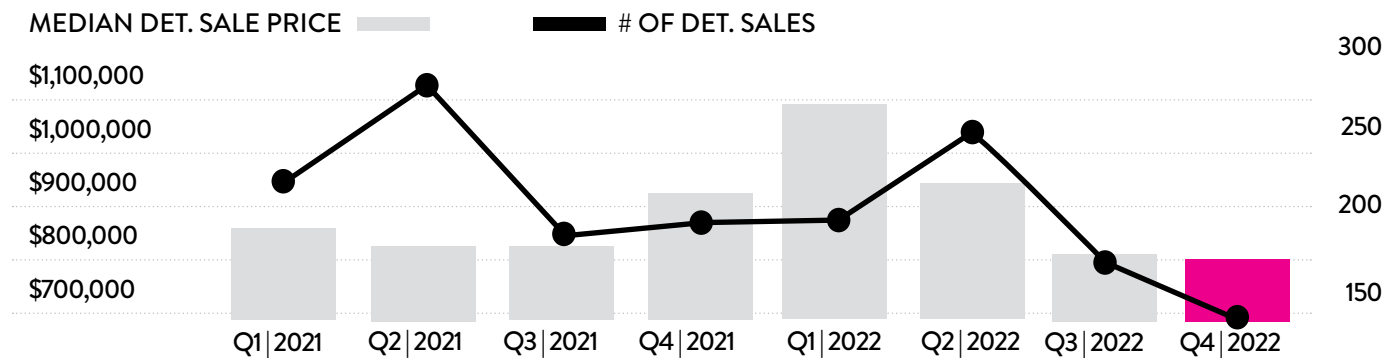
## Q4 SALES BY INVENTORY TYPE



**\$750,000**  
DETACHED MEDIAN SALE

**\$655,000**  
TOWN/LINK MEDIAN SALE

**\$410,000**  
APMNT/CONDO MEDIAN SALE



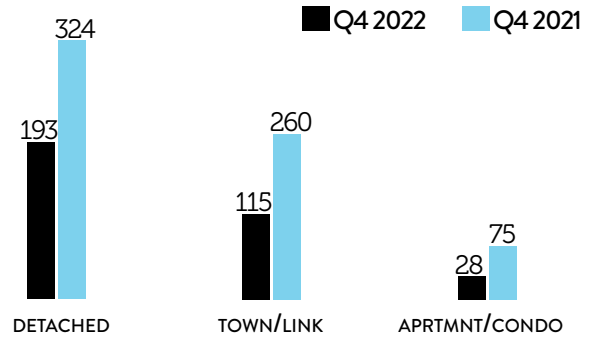
# WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$699,900	336	429	0.78	\$697,000
Q4 2021   TOTAL	\$650,000	659	638	1.03	\$782,500
% CHANGE (+/-)	7.7% ▲	49.0% ▼	32.8% ▼	24.3% ▼	10.9% ▼
Q3 2022   TOTAL	\$699,900	500	709	0.71	\$710,000
% CHANGE (+/-)	=	32.8% ▼	39.5% ▼	9.8% ▲	1.8% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	234	303	▼
TOWN/LINK HOMES	152	260	▼
APARTMENT/CONDO	43	75	▼
TOTAL	429	638	▼
SALES TO NEW RATIO	0.78	1.03	▼

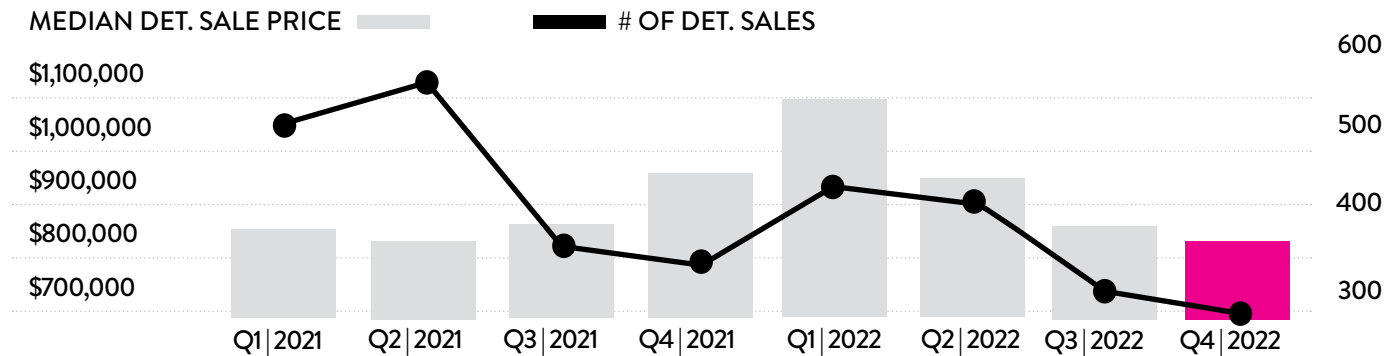
## Q4 SALES BY INVENTORY TYPE



**\$900,000**  
DETACHED MEDIAN SALE

**\$720,000**  
TOWN/LINK MEDIAN SALE

**\$485,000**  
APMNT/CONDO MEDIAN SALE



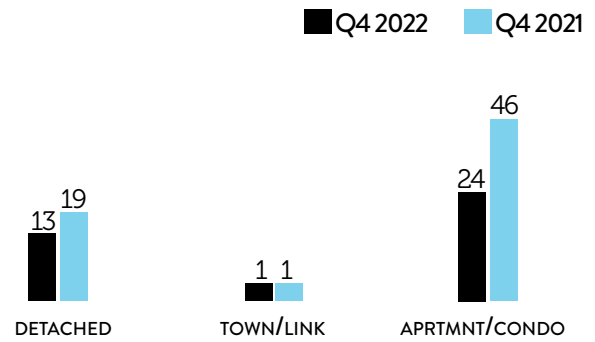
# DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$498,950	38	82	0.46	\$484,750
Q4 2021   TOTAL	\$499,900	66	76	0.87	\$542,500
% CHANGE (+/-)	0.19% ▼	42.4% ▼	79% ▲	47.1% ▼	10.6% ▼
Q3 2022   TOTAL	\$575,000	37	84	0.44	\$593,000
% CHANGE (+/-)	13.2% ▼	2.7% ▲	2.4% ▼	4.5% ▲	18.2% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	17	18	▼
TOWN/LINK HOMES	0	6	▼
APARTMENT/CONDO	65	52	▲
TOTAL	82	76	▲
SALES TO NEW RATIO	0.46	0.87	▼

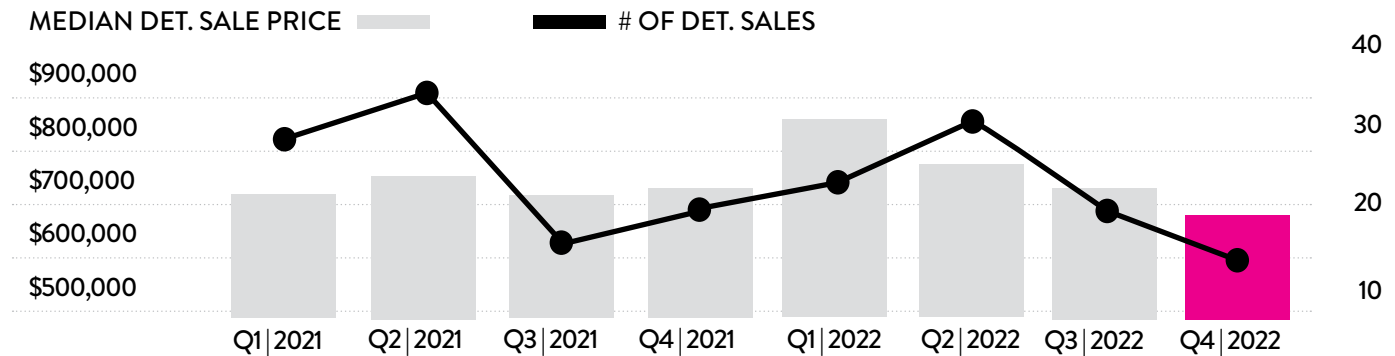
## Q4 SALES BY INVENTORY TYPE



**\$630,000**  
DETACHED MEDIAN SALE

**\$625,000**  
TOWN/LINK MEDIAN SALE

**\$444,000**  
APMNT/CONDO MEDIAN SALE



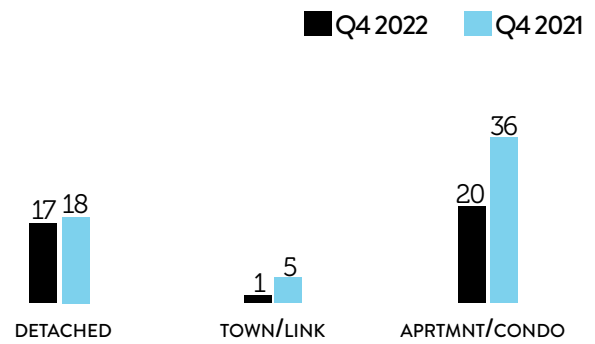
# UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$699,450	38	45	0.84	\$692,500
Q4 2021   TOTAL	\$615,000	59	58	1.02	\$660,000
% CHANGE (+/-)	13.7% ▲	35.6% ▼	22.4% ▼	17.6% ▼	4.9% ▲
Q3 2022   TOTAL	\$699,450	42	60	0.70	\$698,950
% CHANGE (+/-)	=	9.5% ▼	25.0% ▼	20.0% ▲	0.92% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	15	22	▼
TOWN/LINK HOMES	2	4	▼
APARTMENT/CONDO	28	32	▼
TOTAL	45	58	▼
SALES TO NEW RATIO	0.84	1.02	▼

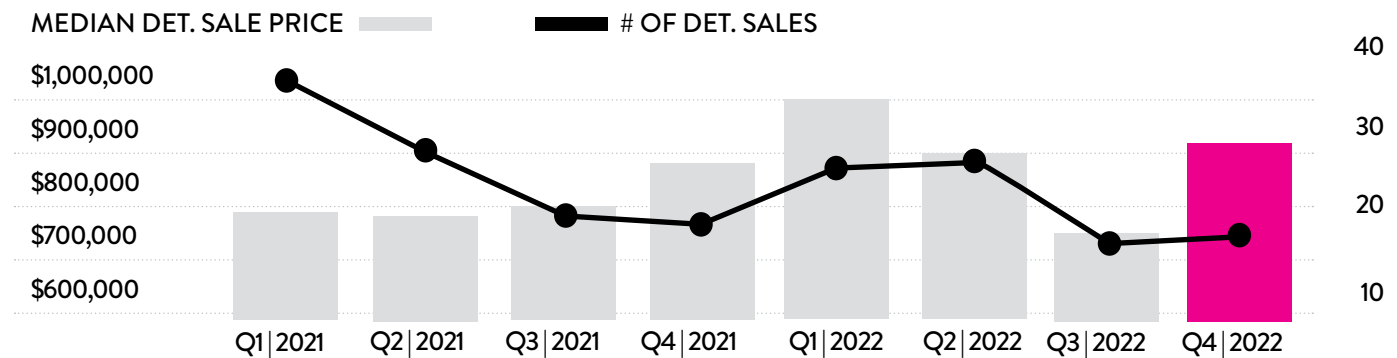
## Q4 SALES BY INVENTORY TYPE



**\$860,000**  
DETACHED MEDIAN SALE

**\$817,000**  
TOWN/LINK MEDIAN SALE

**\$502,500**  
APMNT/CONDO MEDIAN SALE



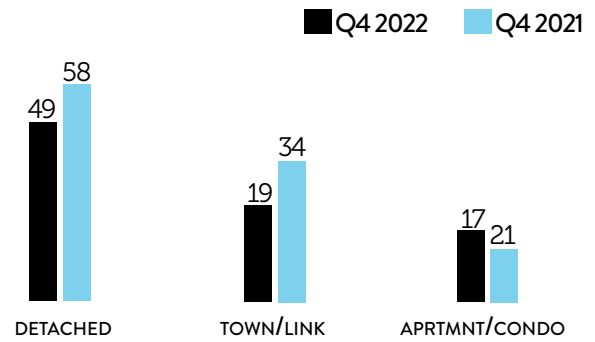
# EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$769,900	85	88	0.97	\$760,000
Q4 2021   TOTAL	\$699,900	113	106	1.07	\$825,000
% CHANGE (+/-)	10.0% ▲	24.8% ▼	16.9% ▼	93% ▼	79% ▼
Q3 2022   TOTAL	\$719,900	99	128	0.77	\$750,000
% CHANGE (+/-)	6.9% ▲	14.1% ▼	31.2% ▼	25.9% ▲	1.3% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	48	53	▼
TOWN/LINK HOMES	19	31	▼
APARTMENT/CONDO	21	22	▼
TOTAL	88	106	▼
SALES TO NEW RATIO	0.97	1.07	▼

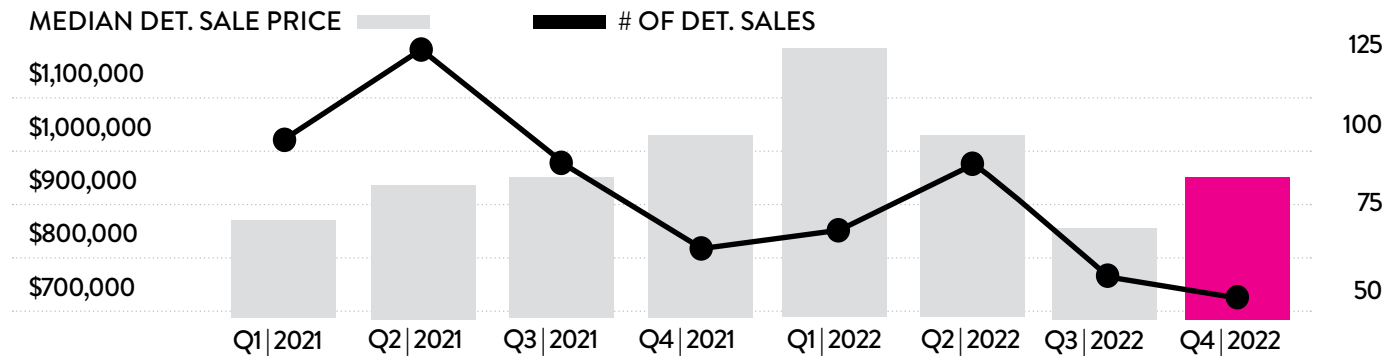
## Q4 SALES BY INVENTORY TYPE



**\$900,000**  
DETACHED MEDIAN SALE

**\$651,000**  
TOWN/LINK MEDIAN SALE

**\$505,000**  
APMNT/CONDO MEDIAN SALE





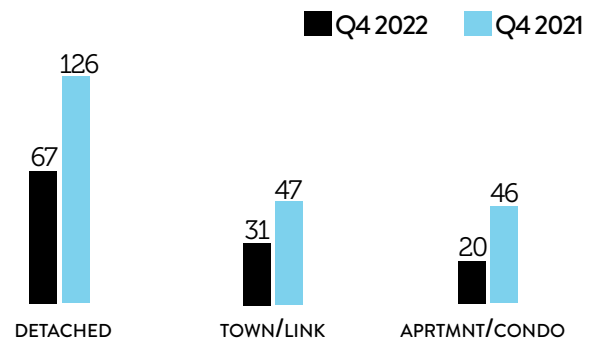
# WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$699,900	118	162	0.73	\$720,000
Q4 2021   TOTAL	\$699,900	219	208	1.05	\$830,000
% CHANGE (+/-)	=	46.1% ▼	22.1% ▼	30.5% ▼	13.2% ▼
Q3 2022   TOTAL	\$650,000	191	259	0.74	\$693,000
% CHANGE (+/-)	7.7% ▲	38.2% ▼	37.4% ▼	1.3% ▼	3.9% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
DETACHED HOMES	79	114	▼
TOWN/LINK HOMES	40	41	▼
APARTMENT/CONDO	43	53	▼
TOTAL	162	208	▼
SALES TO NEW RATIO	0.73	1.05	▼

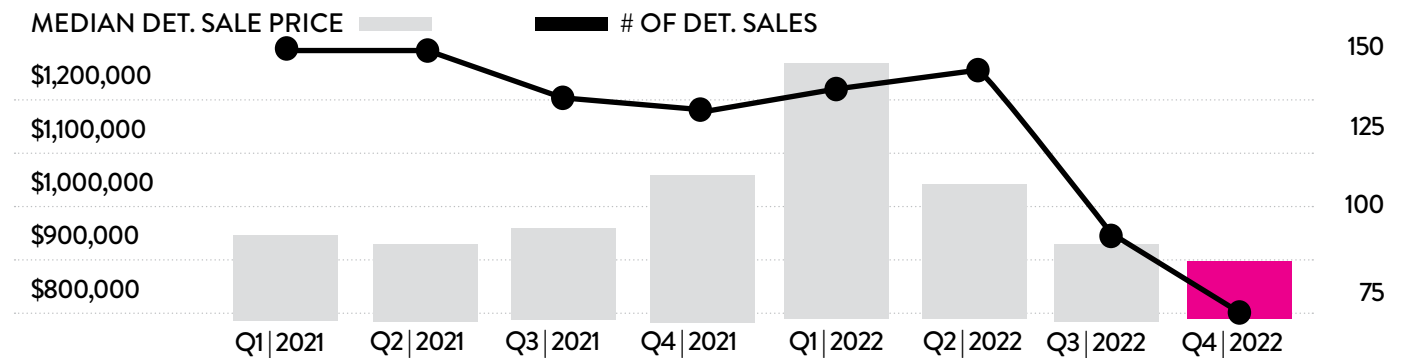
## Q4 SALES BY INVENTORY TYPE



**\$845,000**  
DETACHED MEDIAN SALE

**\$610,000**  
TOWN/LINK MEDIAN SALE

**\$444,000**  
APMNT/CONDO MEDIAN SALE



TW4  
20  
22

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

COMPLETE DATA  
Townships

## COMPLETE DATA

# The Townships

### INSIDE THE NUMBERS

#### Be honest, is this what you thought would happen?

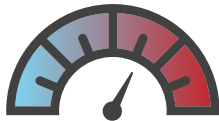
We'll go first - our answer would be 'yes' in some cases and 'no' in others. The post-covid market-cooling efforts so far have hit the Townships in a largely predictable fashion. Q's 2 and 3 were adjustment periods filled with hype and hysteria, but Q4 was all about common sense and sustainability. We predicted this more measured return would happen, just not as quickly as it seems to have. So far.

Country property is slow to build and even slower to develop. It is also typically for those with deeper pockets and seeking a very particular lifestyle. These characteristics allowed the markets outside the city to return to a more balanced world in Q4.

Will it stay this way in 2023? Yet to see, but we wouldn't bet against the resiliency of these historically under-built and ever-desired markets. Simple as that.

### Q4 | SALES TO new listing ratio

Between 0.4 and 0.6  
is considered a balanced market



0.68

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

	Q4   2022	% Chg (Y)	Q4   2021	% Chg (Q)	Q3   2022
MEDIAN DET. SALE PRICE	\$905,000	90% ▼	\$995,000	0.28% ▲	\$902,500
NUMBER OF NEW SALES	240	38.3% ▼	389	31.6% ▼	351
MEDIAN DAYS ON MARKET	22	15 days ▲	7	2 days ▼	24
NEW INVENTORY	352	=	352	38.9% ▼	576

## UP & DOWN quick review

- ▲0% Q/Q spike in the Township-wide median sale price. Hmm, is this where it holds?
- ▲36% Y/Y surge in Centre Wellington new inventory. Coupled with declining sales, prices dropped 7% alone in Q4.
- ▲147% Q/Q increase in the Guelph Eramosa sales to new listing ratio. A big bounce back in favour of Sellers.
- ▲68% Q/Q increase in the North Dumfries sales to new listing ratio. Firmly back to a Seller-favoured market.

- ▼50% Y/Y drop in the Puslinch sales to new listing ratio. No big whoop, just check the median sale prices.
- ▼39% Y/Y slide in the volume of Woolwich sales. Sounds bad, but this is a more expected figure.
- ▼0% Y/Y reduction in the Wilmot median listing price. Sellers take control and draw a hard line.
- ▼0% Q/Q reduction in North Dumfries sales. That proximity to the GTA is still a very tangible benefit.

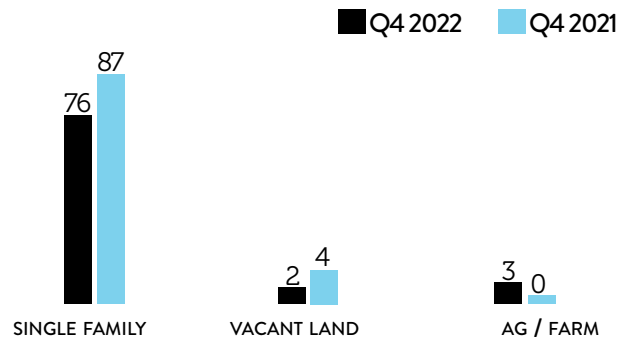
# CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$799,900	81	113	0.72	\$775,000
Q4 2021   TOTAL	\$749,000	91	83	1.10	\$820,000
% CHANGE (+/-)	6.8% ▲	10.9% ▼	36.1% ▲	34.5% ▼	5.5% ▼
Q3 2022   TOTAL	\$859,900	85	155	0.55	\$835,000
% CHANGE (+/-)	6.9% ▼	4.7% ▼	27.1% ▼	30.9% ▼	7.2% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	109	77	▲
VACANT LAND	2	5	▼
AG / FARM	2	1	▲
TOTAL	113	83	▲
SALES TO NEW RATIO	0.72	1.10	▼

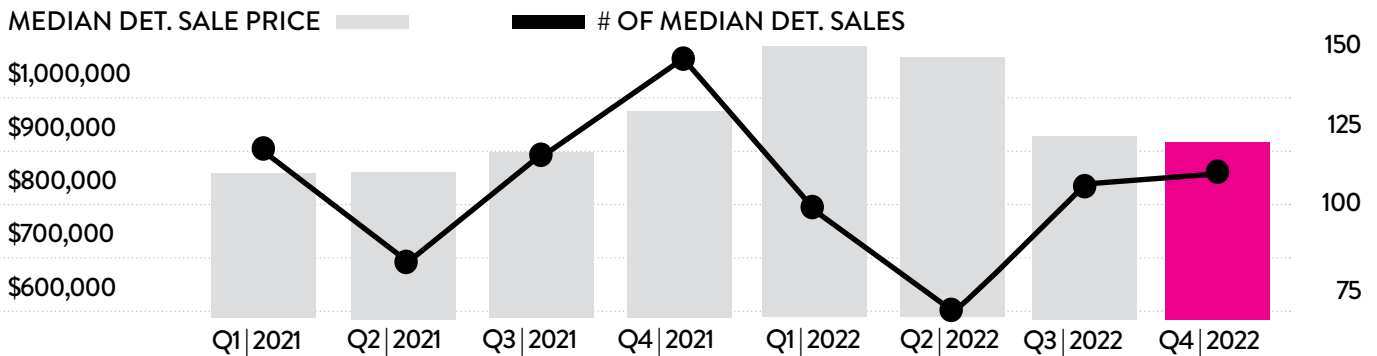
## Q4 SALES BY INVENTORY TYPE



**\$775,000**  
SINGLE FAMILY MEDIAN

**\$5,204,000**  
VACANT LAND MEDIAN

**\$7,400,000**  
AG / FARM MEDIAN



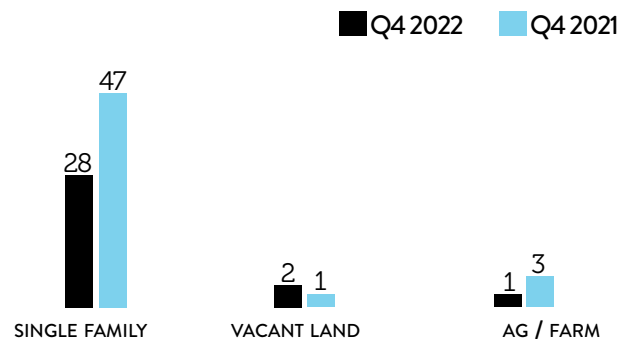
# GUELPH ERAMOS

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$982,500	31	37	0.84	\$949,000
Q4 2021   TOTAL	\$1,150,000	51	46	1.11	\$1,200,000
% CHANGE (+/-)	14.6% ▼	39.2% ▼	19.6% ▼	24.3% ▼	20.9% ▼
Q3 2022   TOTAL	\$1,197,450	21	62	0.34	\$1,085,000
% CHANGE (+/-)	17.9% ▼	47.6% ▲	40.3% ▼	14.7% ▲	12.5% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	37	38	▼
VACANT LAND	0	3	▼
AG / FARM	0	5	▼
TOTAL	37	46	▼
SALES TO NEW RATIO	0.84	1.11	▼

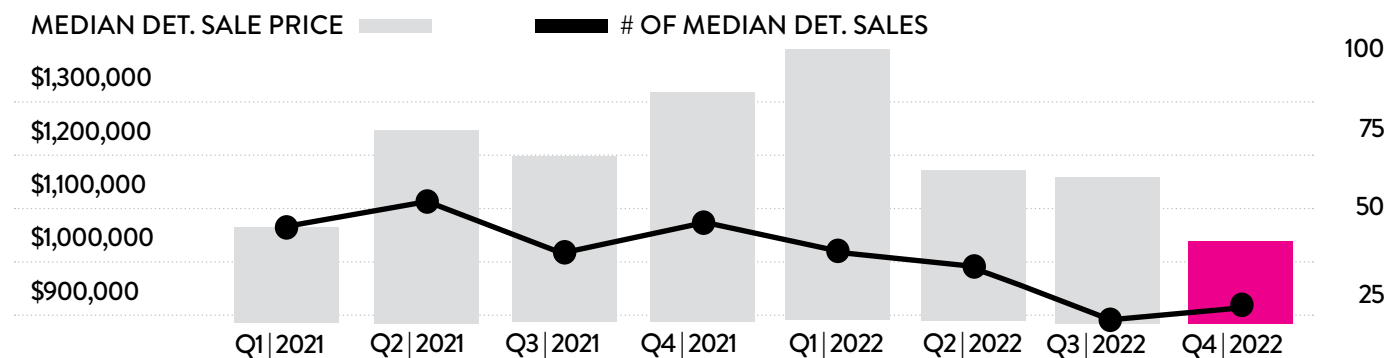
## Q4 SALES BY INVENTORY TYPE



**\$949,000**  
SINGLE FAMILY MEDIAN

**\$800,000**  
VACANT LAND MEDIAN

**\$1,200,000**  
AG / FARM MEDIAN



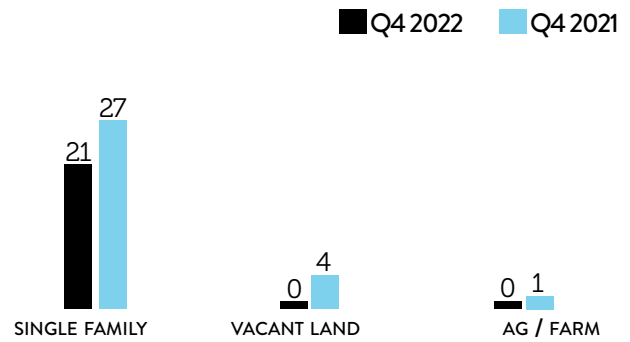
# NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$725,000	21	33	0.64	\$735,000
Q4 2021   TOTAL	\$799,900	32	30	1.07	\$950,000
% CHANGE (+/-)	94% ▼	34.4% ▼	10.0% ▲	40.2% ▼	22.6% ▼
Q3 2022   TOTAL	\$799,900	21	56	0.38	\$816,900
% CHANGE (+/-)	94% ▼	=	41.1% ▼	68.4% ▲	100% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	29	27	▲
VACANT LAND	3	3	=
AG / FARM	1	0	▲
TOTAL	33	30	▲
SALES TO NEW RATIO	0.64	1.07	▼

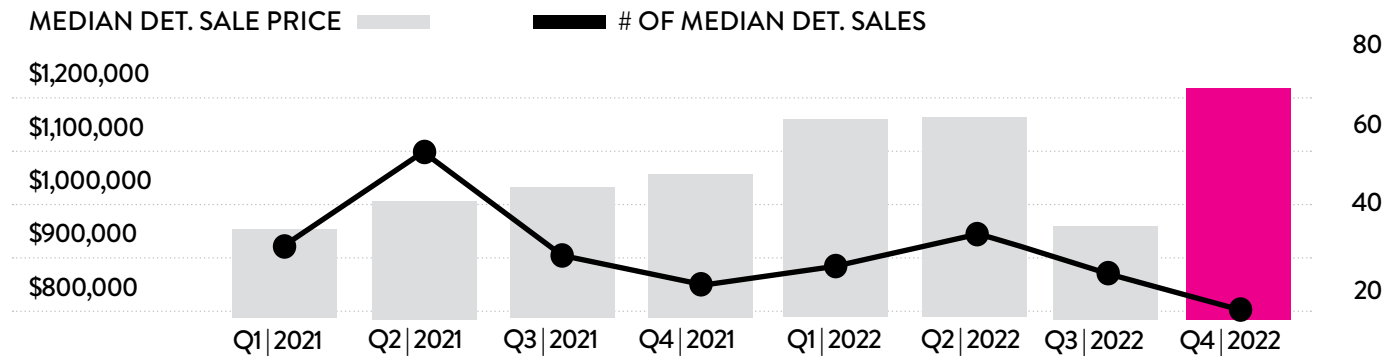
## Q4 SALES BY INVENTORY TYPE



**\$735,000**  
SINGLE FAMILY MEDIAN

**N/A**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN



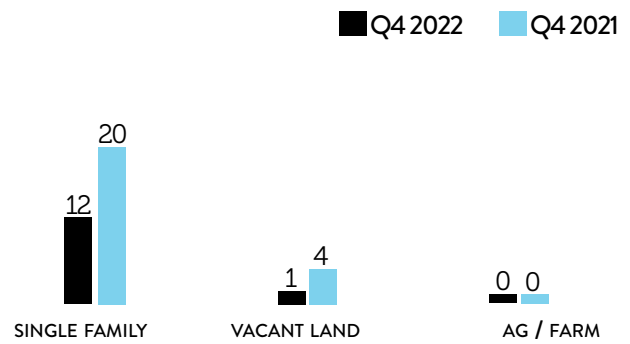
# TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$2,023,000	13	36	0.36	\$1,923,750
Q4 2021   TOTAL	\$1,300,000	24	33	0.73	\$1,280,000
% CHANGE (+/-)	55.6% ▲	45.8% ▼	9.1% ▲	50.7% ▼	50.3% ▲
Q3 2022   TOTAL	\$1,999,500	32	58	0.55	\$1,812,500
% CHANGE (+/-)	1.2% ▲	59.4% ▼	37.9% ▼	34.5% ▼	6.1% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	28	26	▲
VACANT LAND	7	6	▲
AG / FARM	1	1	=
TOTAL	36	33	▲
SALES TO NEW RATIO	0.36	0.73	▼

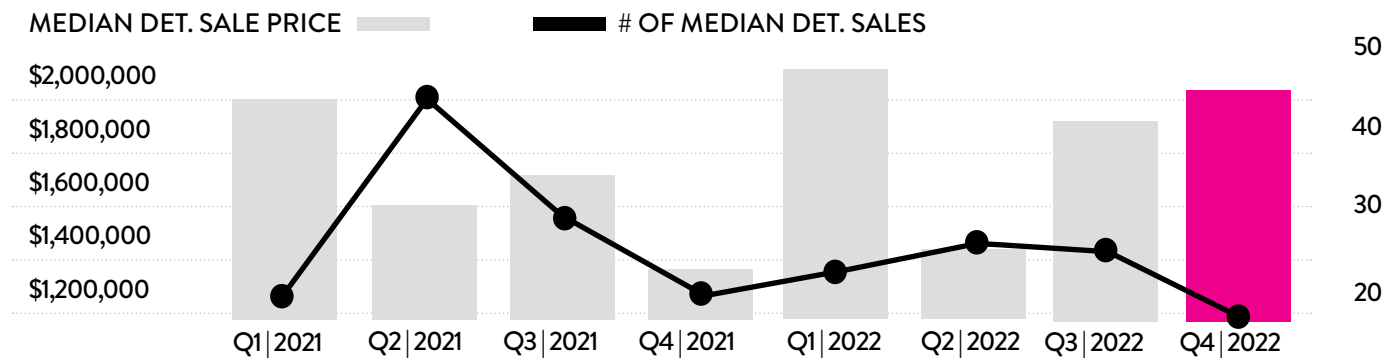
## Q4 SALES BY INVENTORY TYPE



**\$1,923,750**  
SINGLE FAMILY MEDIAN

**\$1,005,000**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN



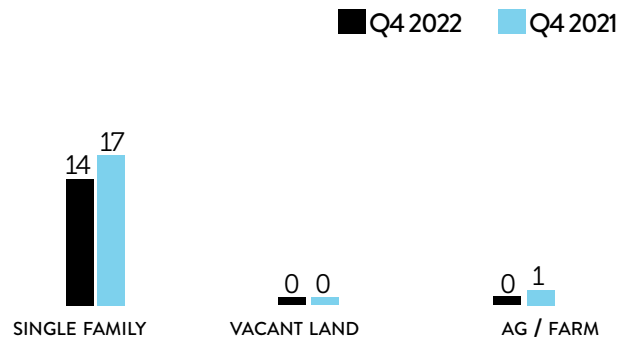
# TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$797,450	14	18	0.78	\$767,500
Q4 2021   TOTAL	\$725,000	18	21	0.86	\$935,000
% CHANGE (+/-)	9.9% ▲	22.2% ▼	14.3% ▼	9.3% ▼	17.9% ▼
Q3 2022   TOTAL	\$974,450	18	25	0.72	\$947,500
% CHANGE (+/-)	18.2% ▼	22.2% ▼	28.0% ▼	8.3% ▲	19.0% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	18	20	▼
VACANT LAND	0	0	=
AG / FARM	0	1	▼
TOTAL	18	21	▼
SALES TO NEW RATIO	0.78	0.86	▼

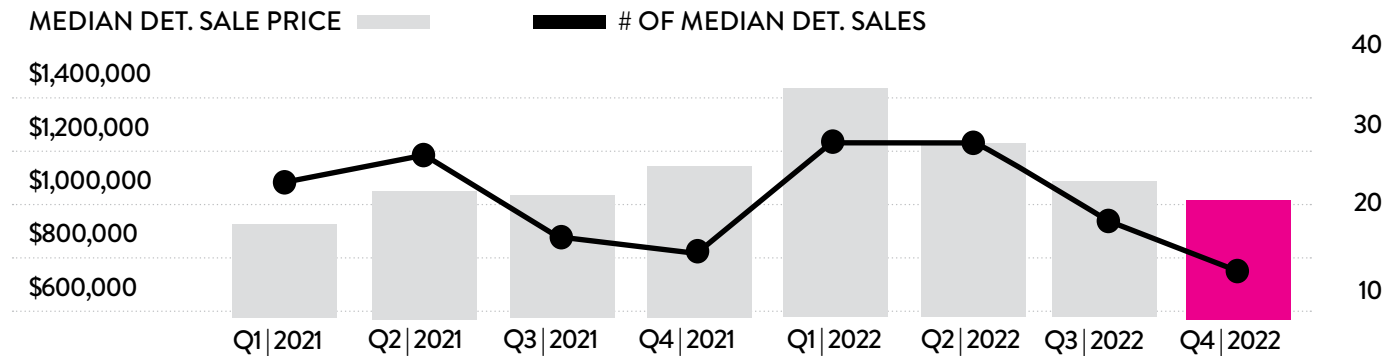
## Q4 SALES BY INVENTORY TYPE



**\$767,500**  
SINGLE FAMILY MEDIAN

**N/A**  
VACANT LAND MEDIAN

**N/A**  
AG / FARM MEDIAN





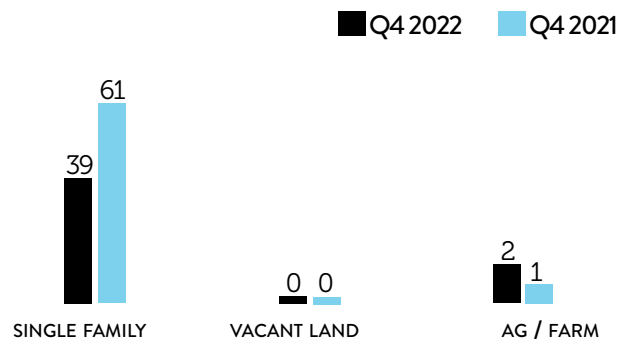
# TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$849,900	41	70	0.59	\$835,000
Q4 2021   TOTAL	\$850,000	62	60	1.03	\$975,000
% CHANGE (+/-)	0.01% ▼	33.9% ▼	16.7% ▲	42.7% ▼	14.4% ▼
Q3 2022   TOTAL	\$689,950	59	64	0.92	\$755,000
% CHANGE (+/-)	23.2% ▲	30.5% ▼	94% ▲	35.9% ▼	10.6% ▲

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	65	57	▲
VACANT LAND	2	2	=
AG / FARM	3	1	▲
TOTAL	70	60	▲
SALES TO NEW RATIO	0.59	1.03	▼

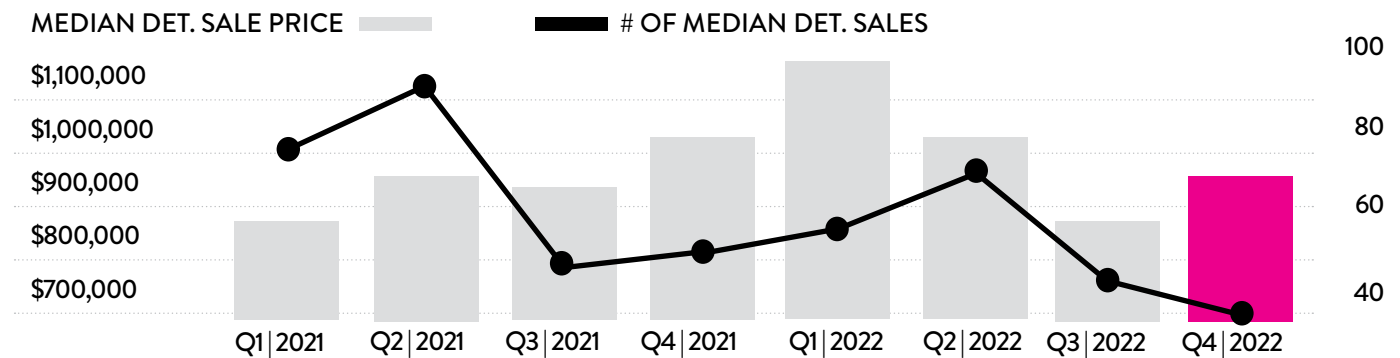
## Q4 SALES BY INVENTORY TYPE



**\$835,000**  
SINGLE FAMILY MEDIAN

**N/A**  
VACANT LAND MEDIAN

**\$3,125,000**  
AG / FARM MEDIAN



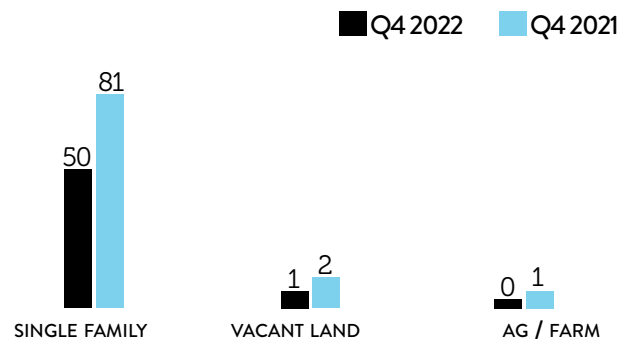
# TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q4 2022   TOTAL	\$849,900	51	71	0.72	\$835,000
Q4 2021   TOTAL	\$799,000	84	75	1.12	\$941,000
% CHANGE (+/-)	6.4% ▲	39.3% ▼	5.3% ▼	35.7% ▼	11.3% ▼
Q3 2022   TOTAL	\$899,000	65	94	0.69	\$865,000
% CHANGE (+/-)	5.5% ▼	21.5% ▼	24.5% ▼	4.3% ▲	3.5% ▼

## Q4 NEW INVENTORY

	Q4 2022	Q4 2021	TREND
SINGLE FAMILY	70	72	▼
VACANT LAND	1	2	▼
AG / FARM	0	1	▼
TOTAL	71	75	▼
SALES TO NEW RATIO	0.72	1.12	▼

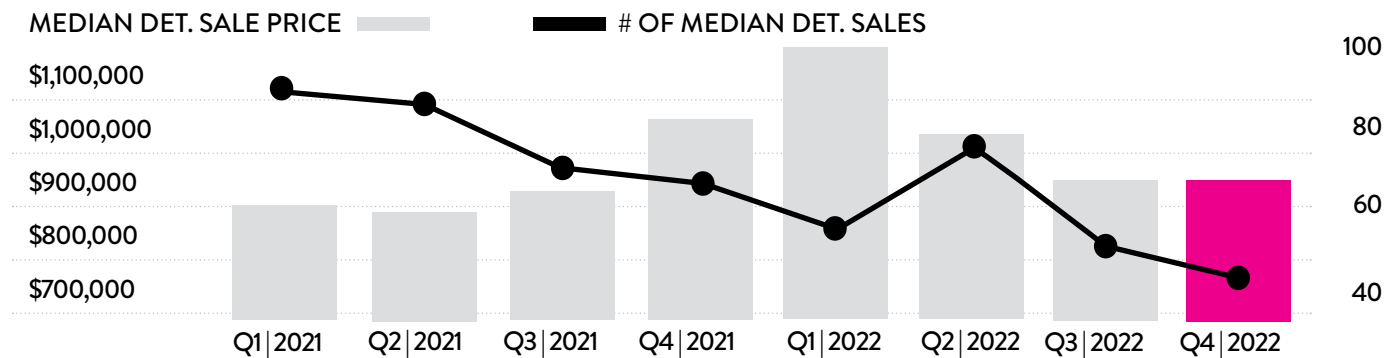
## Q4 SALES BY INVENTORY TYPE



**\$835,000**  
SINGLE FAMILY MEDIAN

**\$400,000**  
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.



Need even more detail in your data?

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

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

The Data Team at TW

