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QUARTERLY
DATA REPORT

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Q4 WATERLOO REGION & WELLINGTON COUNTY REAL ESTATE MARKET RECAP

As we close the books on Q4, the local real estate market reminded us that while the headlines may paint a doom-and-gloom picture, our Waterloo Region and Wellington County markets march to their own beat. Let's dig into the numbers, trends, and a few predictions for 2025, all served with the signature TrilliumWest flair.

PRICES AND SALES: A STUDY IN STABILITY

Despite some quarter-to-quarter softening, prices year-over-year held relatively steady across the region, with minor increases in Cambridge, Waterloo and Kitchener (~1%) and a slight 1.18% drop in Guelph's detached market, while the Townships saw a whopping 11.8% jump during the fall quarter.

On the even brighter side, sales volumes were up across the board compared to Q4 2023—a promising sign that buyer confidence is creeping back. Credit for this resurgence goes to the Bank of Canada, which finally gave us the gift of three consecutive interest rate cuts in Q4. By the end of the year, the target rate was a much friendlier 3.25%, down from 5% this time last year, a welcome reprieve for buyers and refinancers alike.

MORTGAGE CHANGES AND WHAT'S COMING NEXT

December brought some significant mortgage rule updates, but these changes arrived just in time to enjoy the holiday buffet (December 15th), not the Q4 market. Starting in 2025, we'll likely begin to see the effects of the changes:

- An increased insured mortgage cap to \$1.5 million (up from \$1 million).
- Expanded access to 30-year amortizations for first-time buyers and new builds, potentially easing monthly payment burdens and incentivizing construction.
- Programs encouraging secondary suites (think basement apartments and laneway homes) with generous refinancing options and extended amortization periods.
- The potential for increased housing density and accessibility is there, but as always, the proof will be in the impact these changes have on actual inventory and market activity as we move into Q1 and beyond.

SELLERS' MARKET? SURE, BUT DON'T FORGET Q4 SEASONALITY

List-to-sale ratios nudged into sellers' market territory, but let's not forget that late Q4 always brings fewer new listings to the table. Savvy buyers seized opportunities on stagnant inventory while others cozied up with a rum and eggnog and waited for spring.

And about those headlines—while they might have you convinced the sky is falling, remember: a lot of the noise stems from GTA stats (especially the condo market), not our local market. Real estate is hyper-local, and just as neighborhoods vary, so do regional markets. Our advice? Take the Toronto news with a grain of salt (or maybe the whole shaker).

LOOKING AHEAD TO 2025

Big changes are brewing politically, both at home and south of the border. With Trudeau stepping down and the U.S. welcoming Trump 2.0, there's bound to be plenty of speculation. While uncertainty often makes markets cautious, Trudeau's departure could actually bring clarity and boost buyer confidence here in Canada.

As for Trump's tariff threats and his America First rhetoric? Well, history suggests much of it might just be bluster. And let's face it, rebuilding California after the fires probably won't happen without a few trainloads of Canadian softwood lumber.

HERE'S WHAT WE'RE EXPECTING:

- **Modest price growth:** A steady 4-6% increase as inventory continues its slow recovery from Covid lows.
- **Mortgage renewals in focus:** With 1.2 million Canadians renewing in 2025, we anticipate some rise in delinquencies, though softer rates and competitive banks should help mitigate the impact.
- **A balanced market:** With rates stabilizing and inventory ticking upward, 2025 is shaping up to be steady and predictable—a welcome change after recent years of chaos.

THE FINAL WORD

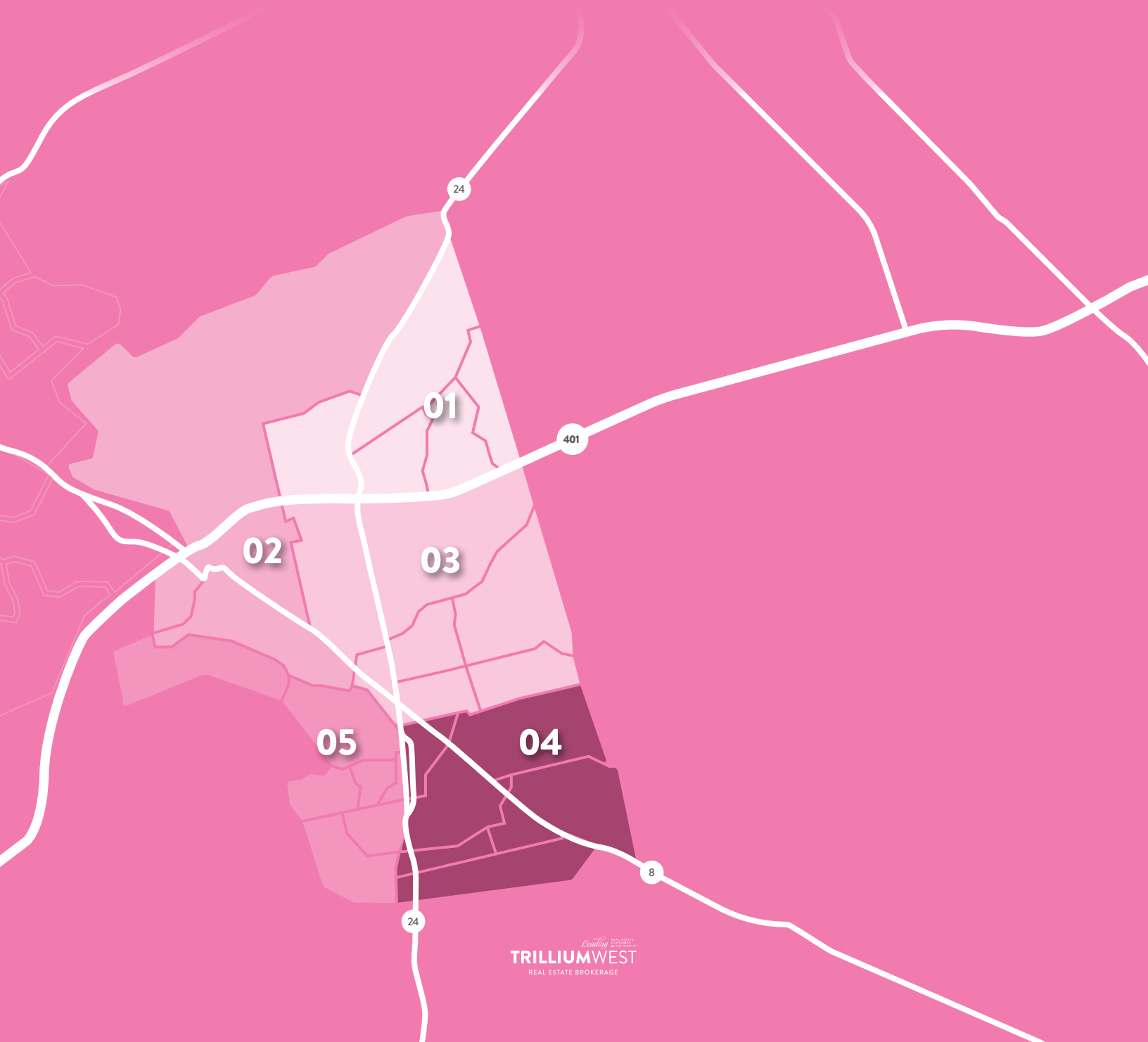
Q4 proved that the Waterloo Region and Wellington County markets are resilient, with steady prices, rising sales, and buyers regaining confidence. As we head into 2025, we're optimistic about a more balanced, business-as-usual year with opportunities for both buyers and sellers to make their move.

At TrilliumWest, we'll continue to bring the insight, creativity, and local expertise you've come to expect.

Here's to making 2025 another strong year together!

CAMBRIDGE OVERVIEW

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



COMPLETE DATA CAMBRIDGE

Q4 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.72

	Q4 2024	% Chg (Y)	Q4 2023	% Chg (Q)	Q3 2024
MEDIAN DET. SALE PRICE	\$780,000	0.16% ▲	\$778,750	1.89% ▼	\$795,000
NUMBER OF NEW SALES	397	31.89% ▲	301	4.34% ▼	415
MEDIAN DAYS ON MARKET	26	5 days	21	4 days	22
NEW INVENTORY	548	10.71% ▲	495	28.46% ▼	766

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

UP & DOWN QUICK REVIEW

▲ 31.89% Boom in Y/Y sales across all of Cambridge-
3 consecutive interest rate drops brought buyer confidence
back in a big way.

▼ 6.13% Decline in Hespeler median sale price Y/Y the highest
in the city. When you are at the top-you have further to fall.

▲ 36.08% Jump in list-to-sale ratio's for East Galt,
inventory climbed almost 38% but demand far outpaced
it with a 88% surge Y/Y. Buyers flocked to one of the
most affordable neighbourhoods in the region in Q4.

▼ 28.46% Drop in Q/Q inventory across Cambridge-
pretty typical seasonality for Q4 as the holidays tend
to push would-be sellers to the new year.

▲ 12.98% Climb in Q/Q median sale price for North Galt-
the parity with its sister neighbourhood across the 401
(Hespeler) is reemerging.

▼ 1.06% Dip in list to sale ratios Y/Y in West Galt-one
of the few areas that saw inventory outpace demand
in Q4 for Cambridge-could mean a slightly slower start
in Q1 2025 for the West end.

▲ 3X Surge in Preston condo inventory Y/Y, the Cambridge
condo market coming of age continues.

▼ 3.67% Slide in median list price for Hespeler-
sellers are starting to get more realistic in order
to be competitive with other areas in the Region.

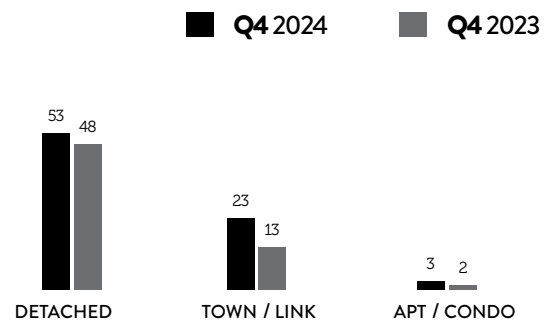
HESPELER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$722,500	79	94	0.84	\$727,500
Q4 2023 TOTAL	\$749,999	63	89	0.71	\$775,000
% CHANGE (+/-)	3.67% ▼	25.40% ▲	5.62% ▲	18.73% ▲	6.13% ▼
Q3 2024 TOTAL	\$736,499	90	143	0.63	\$731,250
% CHANGE (+/-)	1.90% ▼	12.22% ▼	34.27% ▼	33.53% ▲	0.51% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	54	55	▼
TOWN / LINK HOMES	34	28	▲
APARTMENT / CONDO	6	6	=
TOTAL	94	89	▲
SALES TO NEW RATIO	0.84	0.71	▲

Q4 SALES BY INVENTORY TYPE



\$812,000

DETACHED MEDIAN SALE

\$680,000

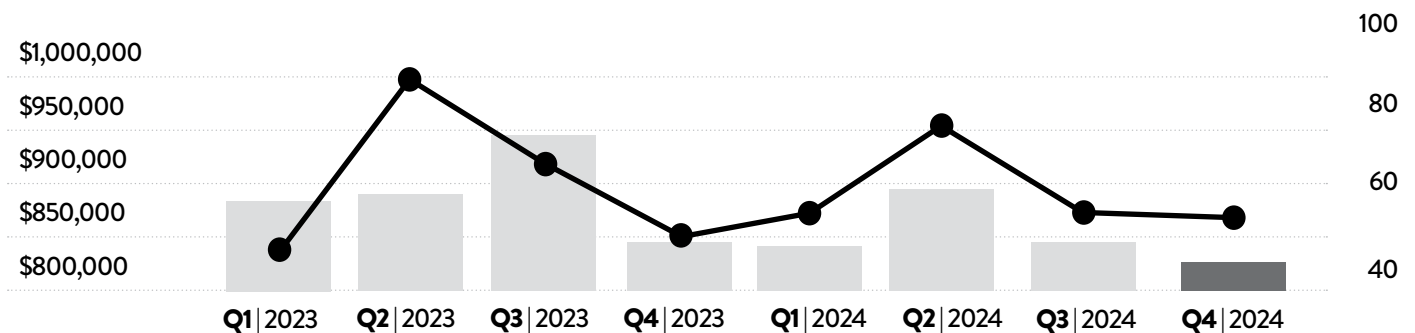
TOWN / LINK MEDIAN SALE

\$450,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



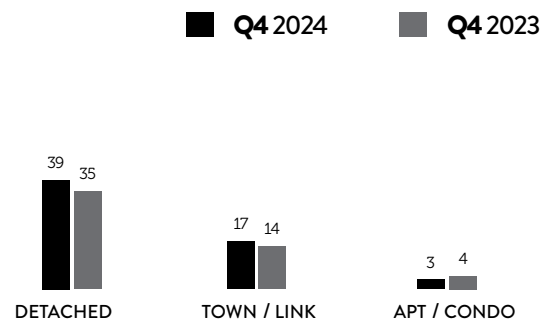
PRESTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$649,000	59	78	0.76	\$650,000
Q4 2023 TOTAL	\$649,900	53	70	0.76	\$656,000
% CHANGE (+/-)	0.14% ▼	11.32% ▲	11.43% ▲	0.10% ▼	0.91% ▼
Q3 2024 TOTAL	\$599,900	81	136	0.60	\$665,000
% CHANGE (+/-)	8.18% ▲	27.16% ▼	42.65% ▼	27.00% ▲	2.26% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	41	43	▼
TOWN / LINK HOMES	25	23	▲
APARTMENT / CONDO	12	4	▲
TOTAL	78	70	▲
SALES TO NEW RATIO	0.76	0.76	=

Q4 SALES BY INVENTORY TYPE



\$652,000

DETACHED MEDIAN SALE

\$630,000

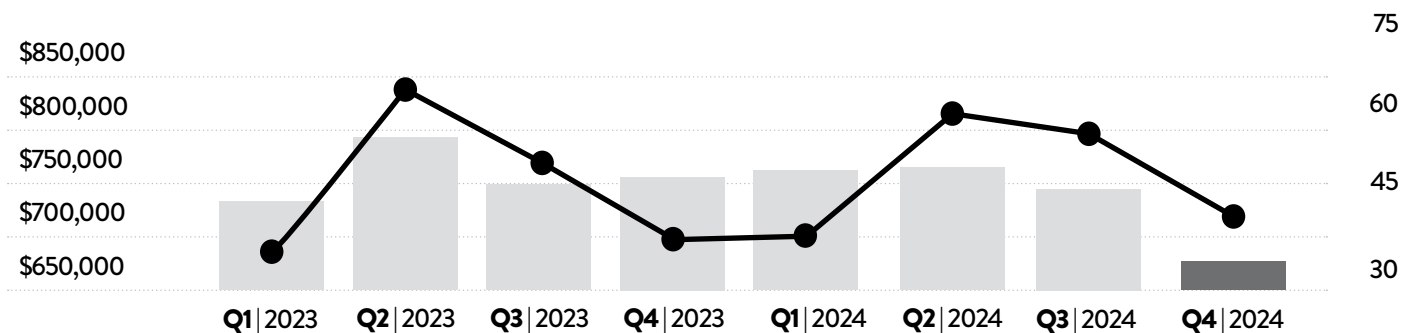
TOWN / LINK MEDIAN SALE

\$450,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



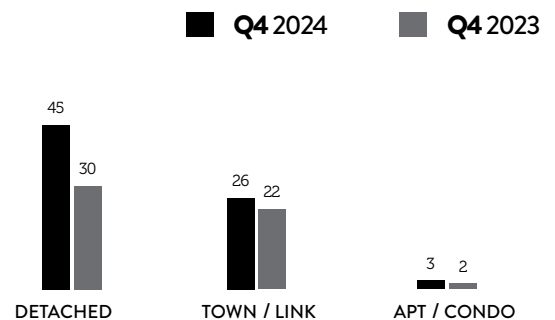
NORTH GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$734,900	74	87	0.85	\$740,000
Q4 2023 TOTAL	\$687,000	54	89	0.61	\$695,000
% CHANGE (+/-)	6.97% ▲	37.04% ▲	2.25% ▼	40.19% ▲	6.47% ▲
Q3 2024 TOTAL	\$636,900	62	129	0.48	\$655,000
% CHANGE (+/-)	15.39% ▲	19.35% ▲	32.56% ▼	76.97% ▲	12.98% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	52	49	▲
TOWN / LINK HOMES	31	36	▼
APARTMENT / CONDO	4	4	=
TOTAL	87	89	▼
SALES TO NEW RATIO	0.85	0.61	▲

Q4 SALES BY INVENTORY TYPE



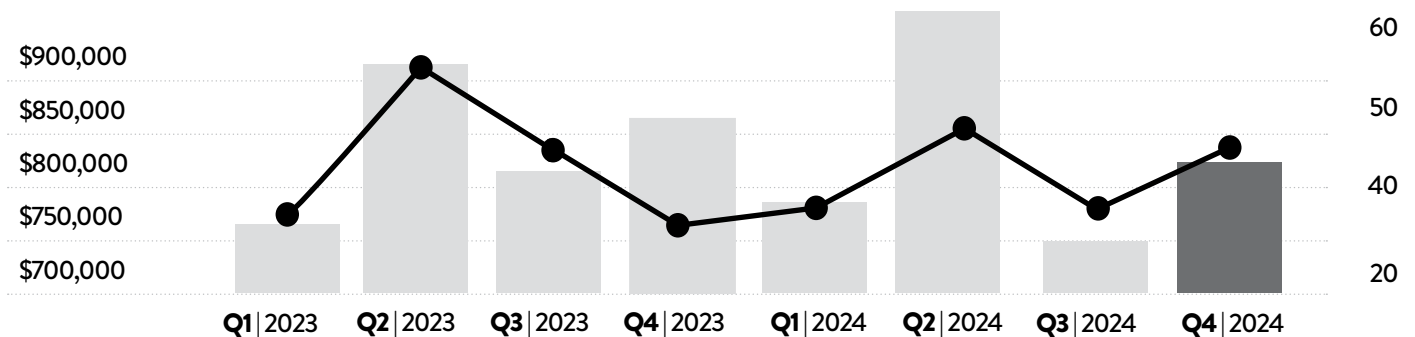
\$800,000
 DETACHED MEDIAN SALE

\$635,000
 TOWN / LINK MEDIAN SALE

\$580,000
 APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



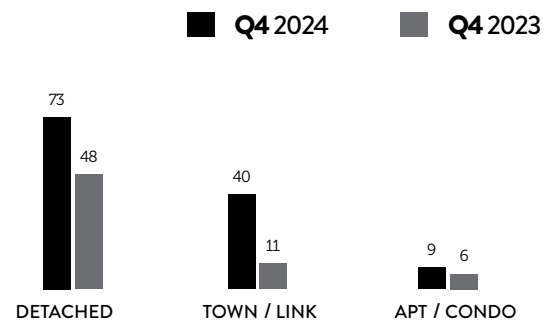
EAST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$639,950	122	160	0.76	\$646,500
Q4 2023 TOTAL	\$629,900	65	116	0.56	\$675,000
% CHANGE (+/-)	1.60% ▲	87.69% ▲	37.93% ▲	36.08% ▲	4.22% ▼
Q3 2024 TOTAL	\$675,000	89	177	0.50	\$665,000
% CHANGE (+/-)	5.19% ▼	37.08% ▲	9.60% ▼	51.64% ▲	2.78% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	90	74	▲
TOWN / LINK HOMES	51	30	▲
APARTMENT / CONDO	19	12	▲
TOTAL	160	116	▲
SALES TO NEW RATIO	0.76	0.56	▲

Q4 SALES BY INVENTORY TYPE



\$770,000

DETACHED MEDIAN SALE

\$625,000

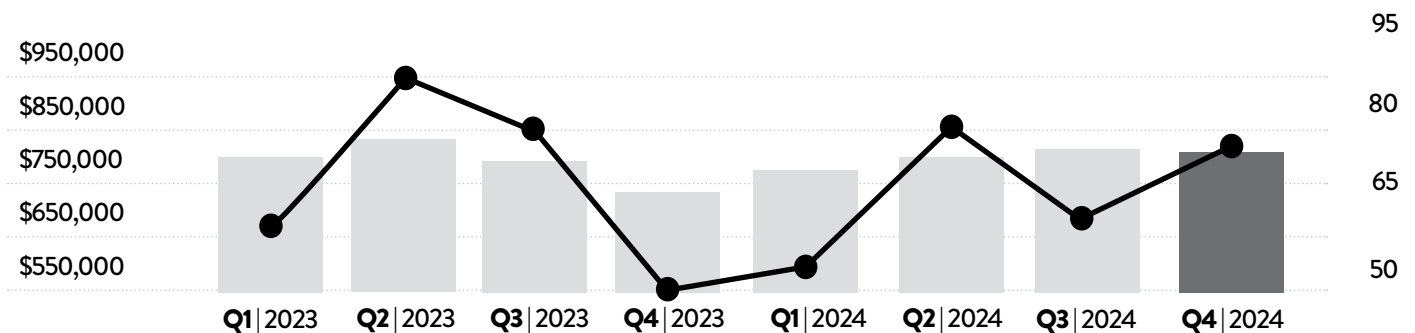
TOWN / LINK MEDIAN SALE

\$480,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



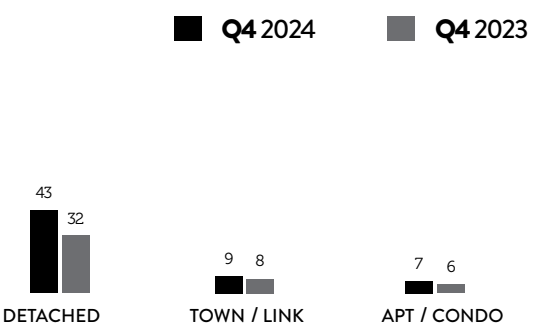
WEST GALT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$742,400	59	105	0.56	\$742,500
Q4 2023 TOTAL	\$728,150	46	81	0.57	\$730,000
% CHANGE (+/-)	1.96% ▲	28.26% ▲	29.63% ▲	106% ▼	1.71% ▲
Q3 2024 TOTAL	\$749,900	93	152	0.61	\$771,000
% CHANGE (+/-)	1.00% ▼	36.56% ▼	30.92% ▼	8.16% ▼	3.70% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	65	49	▲
TOWN / LINK HOMES	24	19	▲
APARTMENT / CONDO	16	13	▲
TOTAL	105	81	▲
SALES TO NEW RATIO	0.56	0.57	▼

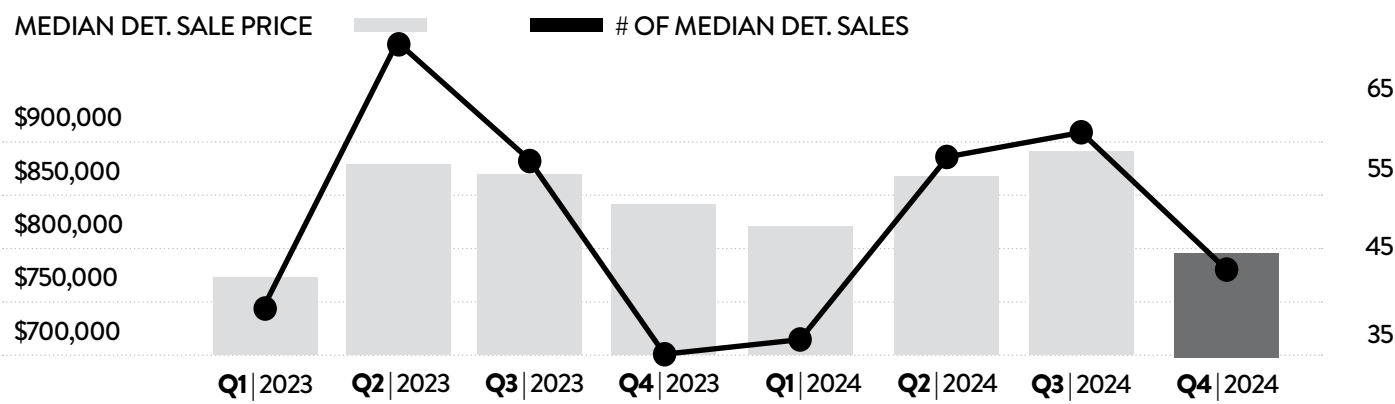
Q4 SALES BY INVENTORY TYPE



\$770,000
DETACHED MEDIAN SALE

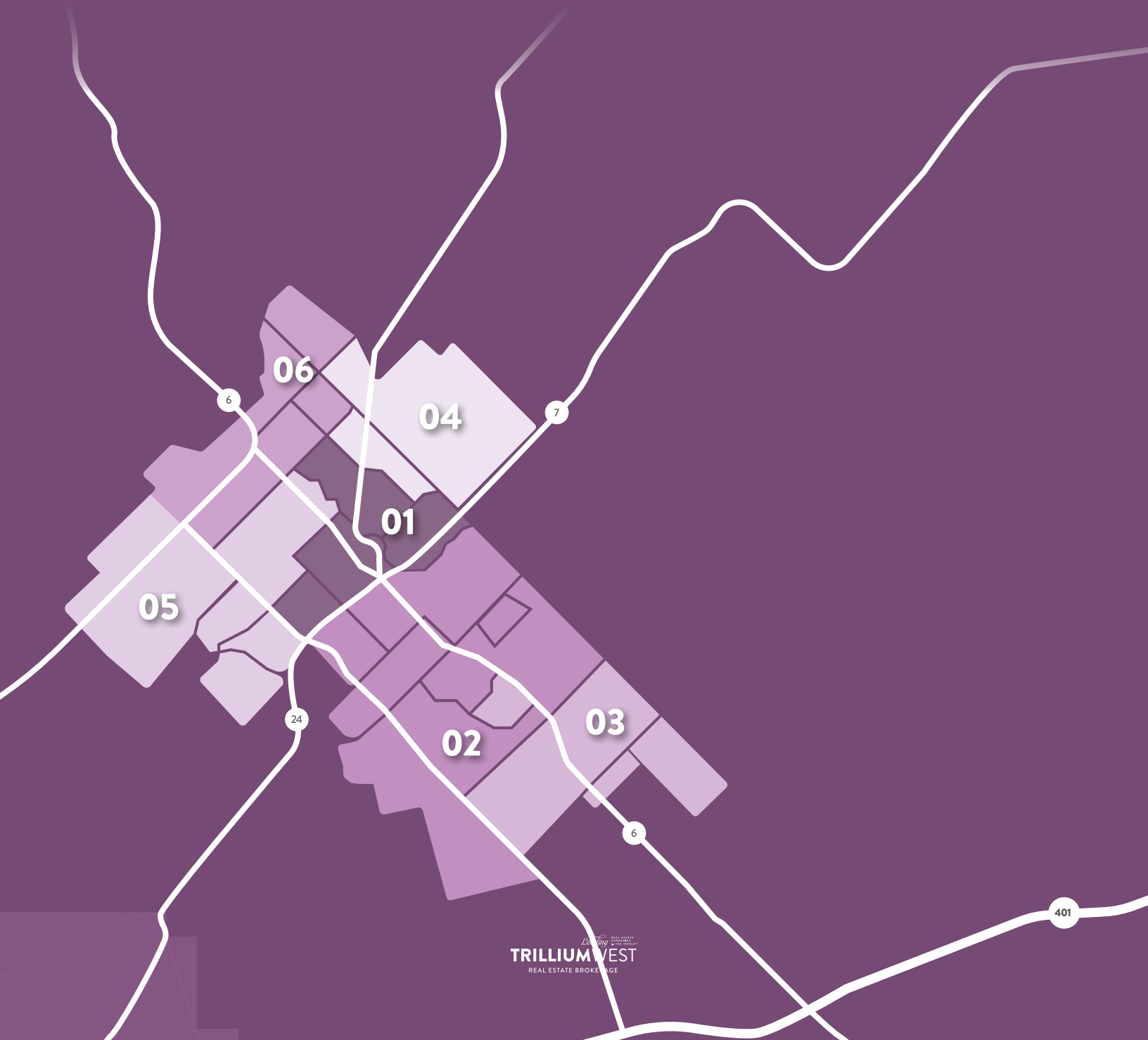
\$622,000
TOWN / LINK MEDIAN SALE

\$500,000
APT / CONDO MEDIAN SALE



GUELPH OVERVIEW

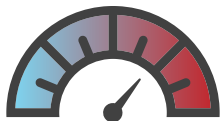
DOWNTOWN	01
MIDTOWN	02
SOUTH GUELPH	03
EAST GUELPH	04
WEST GUELPH	05
NORTH GUELPH	06



COMPLETE DATA
GUELPH

Q4 | SALES TO
**NEW LISTING
 RATIO**

BETWEEN 0.4 AND 0.6 IS
 CONSIDERED A BALANCED MARKET



0.71

	Q4 2024	% Chg (Y)	Q4 2023	% Chg (Q)	Q3 2024
MEDIAN DET. SALE PRICE	\$839,950	1.18% ▼	\$850,000	1.18% ▼	\$850,000
NUMBER OF NEW SALES	364	32.85% ▲	274	11.44% ▼	411
MEDIAN DAYS ON MARKET	36	6 days	30	5 days	31
NEW INVENTORY	515	12.20% ▲	459	30.97% ▼	746

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

UP & DOWN
QUICK REVIEW

▲25% Increase in Tariffs on Canadian goods if Trump gets his way. Let's hope this is just posturing.

▼1.18% Slip in Y/Y median detached price- the only city in the region to see price drop year over year albeit a small amount.

▲32.85% Jump in Y/Y total sales for Guelph- buyers are returning to the market, and based on our data, a lot of them are relocating from the GTA.

▼46.10% Q/Q drop in South Guelph inventory this large drop in options likely explains the -13.7% drop in Q/Q median detached price. We fully expect things to bounce back for South Guelph in Q1-2025.

▲1.5% Uptick in Y/Y median detached price for Midtown. Midtown continues its climb back approaching that elusive \$1M threshold. Is Q1 the quarter to surpass it? We are betting "yes".

▼1.3% Difference from list price to sale price in West Guelph, it seems the underprice-it days are behind us, with most homes selling within 1-2% of asking.

▲64.58% Boom in West Guelph sales Y/Y, inventory climbed 30% during the same time but its clear West end its hot with a list-to-sale ratio above 1.

▼0% 0% chance our Guelph Realtor friends are excited about all the recent board changes but we'll work through it together.

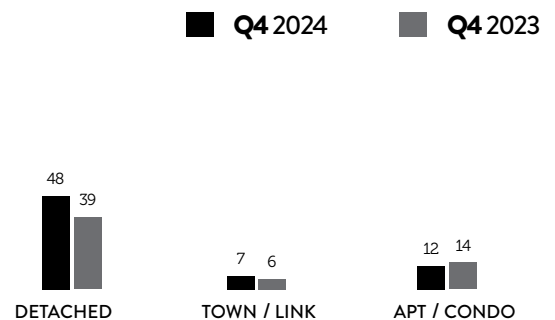
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$715,000	67	90	0.74	\$715,000
Q4 2023 TOTAL	\$699,000	59	104	0.57	\$700,000
% CHANGE (+/-)	2.29% ▲	13.56% ▲	13.46% ▼	31.22% ▲	2.14% ▲
Q3 2024 TOTAL	\$699,900	85	136	0.63	\$680,000
% CHANGE (+/-)	2.16% ▲	21.18% ▼	33.82% ▼	19.11% ▲	5.15% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	54	64	▼
TOWN / LINK HOMES	8	9	▼
APARTMENT / CONDO	28	31	▼
TOTAL	90	104	▼
SALES TO NEW RATIO	0.74	0.57	▲

Q4 SALES BY INVENTORY TYPE



\$752,500

DETACHED MEDIAN SALE

\$630,000

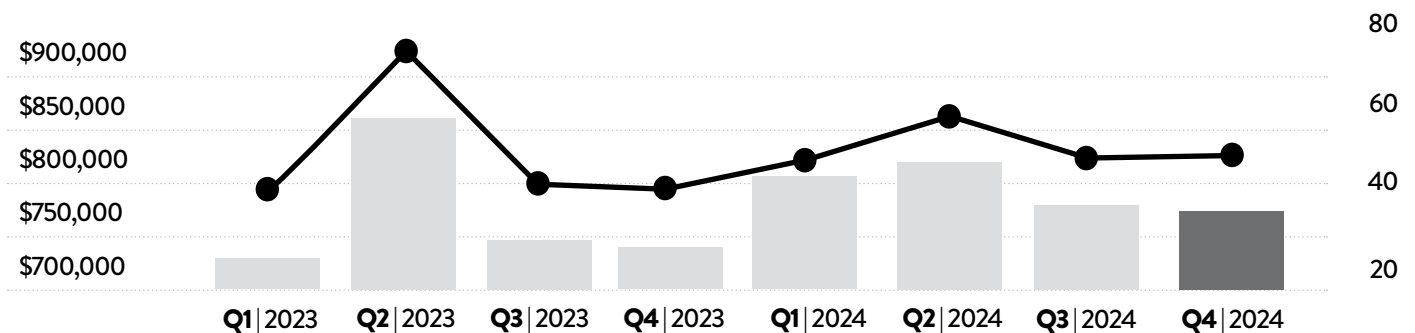
TOWN / LINK MEDIAN SALE

\$551,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



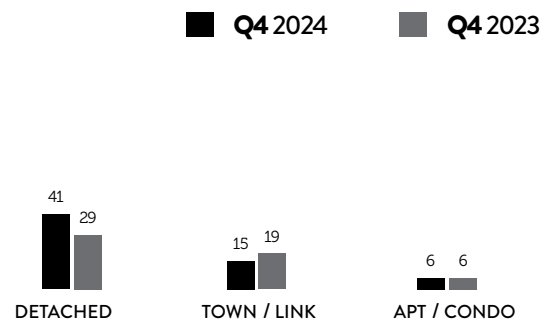
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$864,900	62	103	0.60	\$874,200
Q4 2023 TOTAL	\$819,900	54	93	0.58	\$799,900
% CHANGE (+/-)	5.49% ▲	14.81% ▲	10.75% ▲	3.67% ▲	9.29% ▲
Q3 2024 TOTAL	\$864,499	87	137	0.64	\$850,000
% CHANGE (+/-)	0.05% ▲	28.74% ▼	24.82% ▼	5.21% ▼	2.85% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	66	55	▲
TOWN / LINK HOMES	23	28	▼
APARTMENT / CONDO	14	10	▲
TOTAL	103	93	▲
SALES TO NEW RATIO	0.60	0.58	▲

Q4 SALES BY INVENTORY TYPE



\$999,900

DETACHED MEDIAN SALE

\$715,000

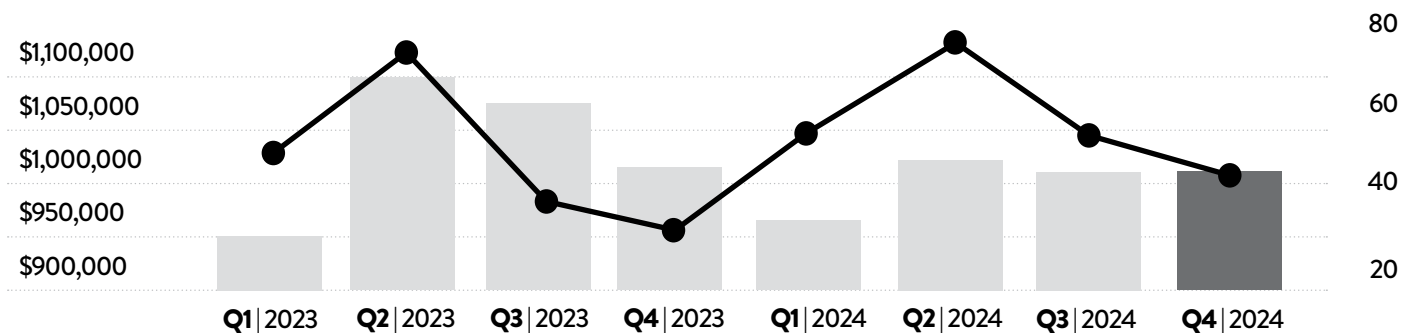
TOWN / LINK MEDIAN SALE

\$547,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



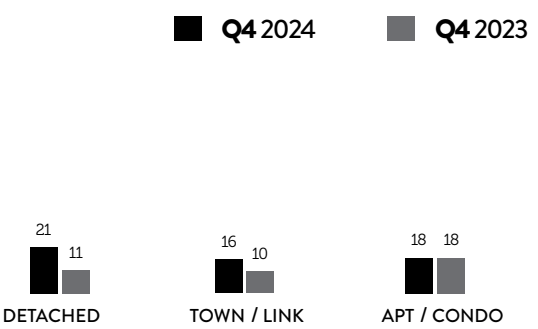
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$779,900	55	83	0.66	\$755,000
Q4 2023 TOTAL	\$750,000	39	80	0.49	\$755,000
% CHANGE (+/-)	3.99% ▲	41.03% ▲	3.75% ▲	35.93% ▲	=
Q3 2024 TOTAL	\$782,400	70	154	0.45	\$761,250
% CHANGE (+/-)	0.32% ▼	21.43% ▼	46.10% ▼	45.78% ▲	0.82% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	32	28	▲
TOWN / LINK HOMES	23	21	▲
APARTMENT / CONDO	28	31	▼
TOTAL	83	80	▲
SALES TO NEW RATIO	0.66	0.49	▲

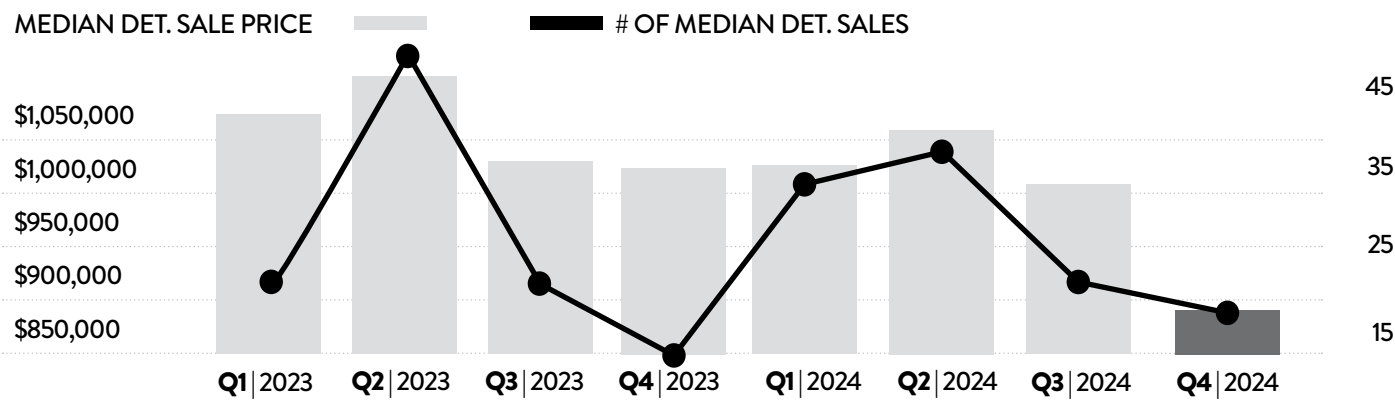
Q4 SALES BY INVENTORY TYPE



\$862,000
DETACHED MEDIAN SALE

\$747,500
TOWN / LINK MEDIAN SALE

\$506,250
APT / CONDO MEDIAN SALE



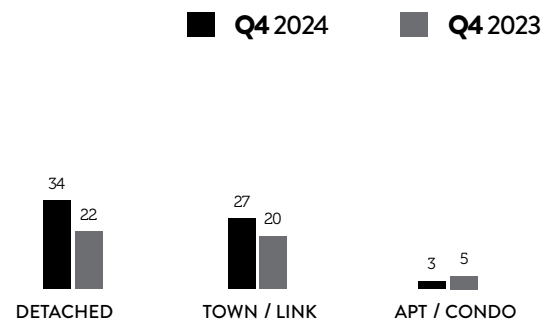
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$749,450	64	108	0.59	\$757,500
Q4 2023 TOTAL	\$750,000	47	82	0.57	\$740,000
% CHANGE (+/-)	0.07% ▼	36.17% ▲	31.71% ▲	3.39% ▲	2.36% ▲
Q3 2024 TOTAL	\$754,950	70	117	0.60	\$750,000
% CHANGE (+/-)	0.73% ▼	8.57% ▼	7.69% ▼	0.95% ▼	1.00% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	43	41	▲
TOWN / LINK HOMES	58	34	▲
APARTMENT / CONDO	7	7	=
TOTAL	108	116	▼
SALES TO NEW RATIO	0.59	0.57	▲

Q4 SALES BY INVENTORY TYPE



\$875,000

DETACHED MEDIAN SALE

\$662,000

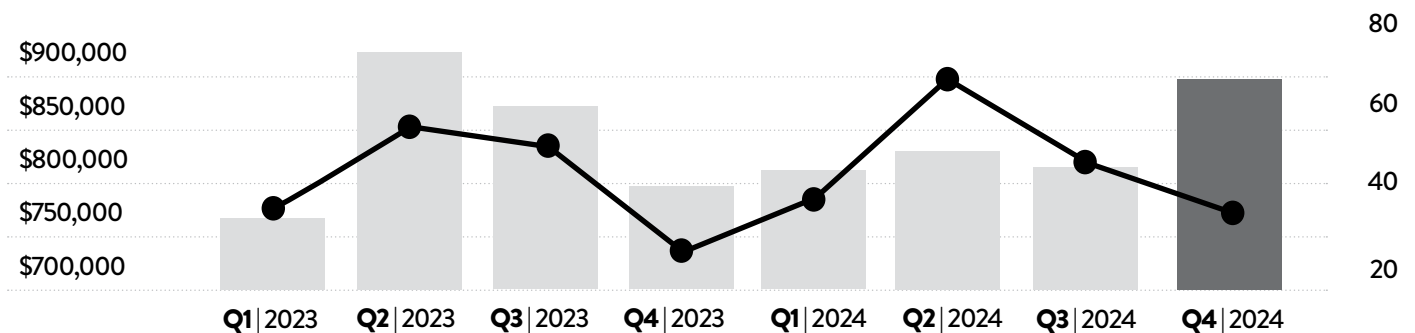
TOWN / LINK MEDIAN SALE

\$485,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



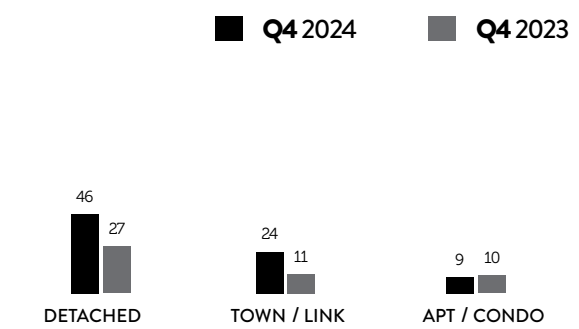
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$749,900	79	78	1.01	\$740,000
Q4 2023 TOTAL	\$749,999	48	60	0.80	\$730,000
% CHANGE (+/-)	0.01% ▼	64.58% ▲	30.00% ▲	26.60% ▲	1.37% ▲
Q3 2024 TOTAL	\$778,750	62	132	0.47	\$771,000
% CHANGE (+/-)	3.70% ▼	27.42% ▲	40.91% ▼	115.63% ▲	4.02% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	39	28	▲
TOWN / LINK HOMES	26	20	▲
APARTMENT / CONDO	13	12	▲
TOTAL	78	101	▼
SALES TO NEW RATIO	1.01	0.80	▲

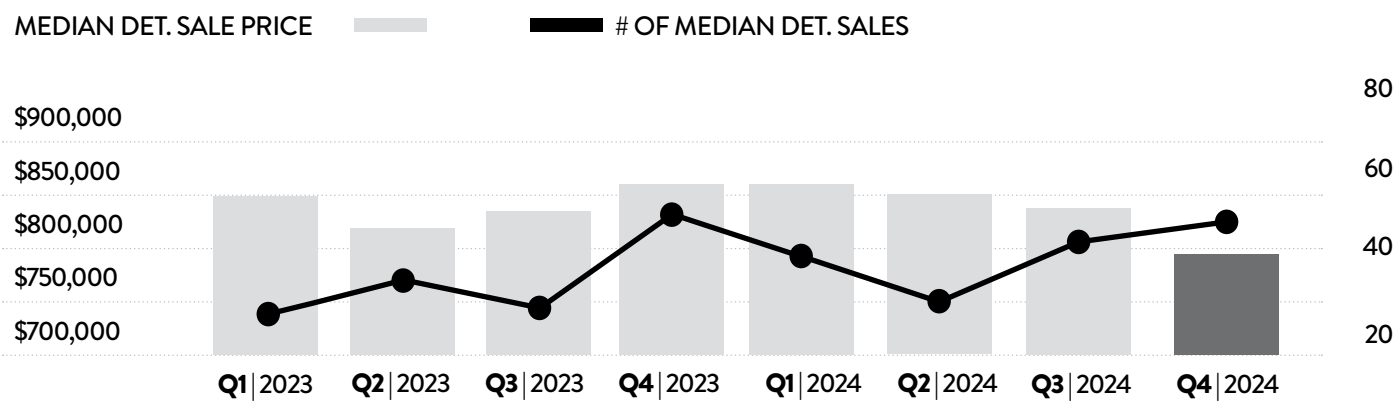
Q4 SALES BY INVENTORY TYPE



\$788,750
 DETACHED MEDIAN SALE

\$570,000
 TOWN / LINK MEDIAN SALE

\$419,000
 APT / CONDO MEDIAN SALE



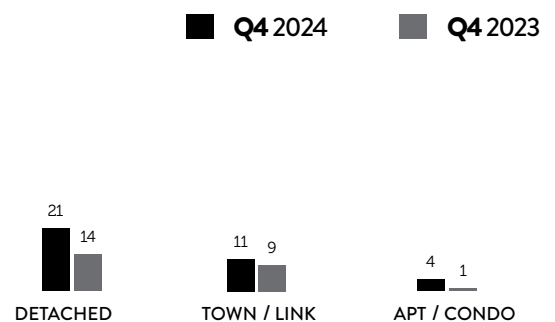
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$764,900	36	46	0.78	\$755,500
Q4 2023 TOTAL	\$781,450	24	35	0.69	\$780,000
% CHANGE (+/-)	2.12% ▼	50.00% ▲	31.43% ▲	14.13% ▲	3.14% ▼
Q3 2024 TOTAL	\$759,900	38	69	0.55	\$751,250
% CHANGE (+/-)	0.66% ▲	5.26% ▼	33.33% ▼	42.11% ▲	0.57% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	25	19	▲
TOWN / LINK HOMES	15	11	▲
APARTMENT / CONDO	6	5	▲
TOTAL	46	35	▲
SALES TO NEW RATIO	0.78	0.69	▲

Q4 SALES BY INVENTORY TYPE



\$790,000

DETACHED MEDIAN SALE

\$699,900

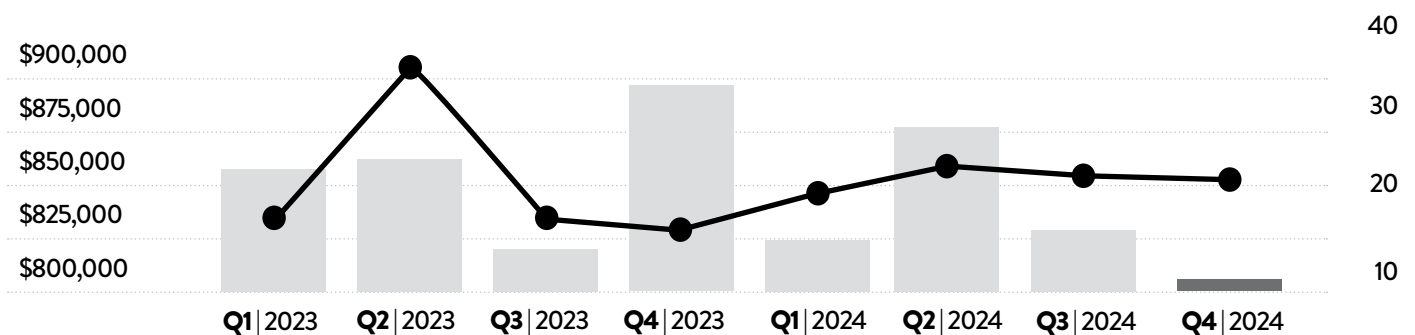
TOWN / LINK MEDIAN SALE

\$512,450

APT / CONDO MEDIAN SALE

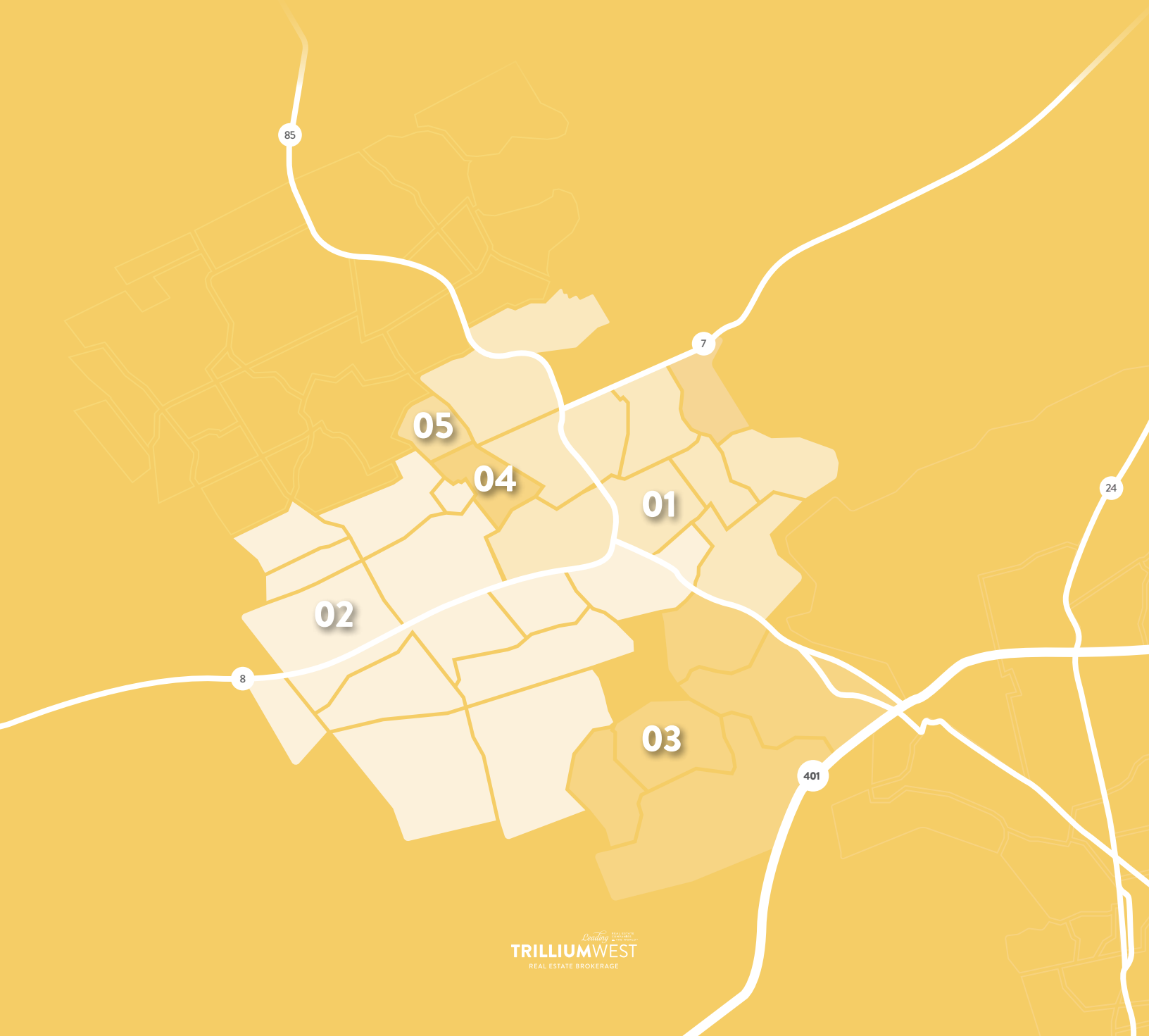
MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



KITCHENER OVERVIEW

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



COMPLETE DATA KITCHENER

Q4 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.73

	Q4 2024	% Chg (Y)	Q4 2023	% Chg (Q)	Q3 2024
MEDIAN DET. SALE PRICE	\$790,000	0.16% ▲	\$788,777	1.18% ▼	\$799,450
NUMBER OF NEW SALES	611	11.50% ▲	548	11.83% ▼	693
MEDIAN DAYS ON MARKET	27	3 days	24	6 days	21
NEW INVENTORY	832	5.32% ▲	790	38.78% ▼	1359

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

UP & DOWN QUICK REVIEW

▲ 11.5%

Bump in sales Y/Y across the city supports the trend of buyers coming back to market with confidence. This aligns with an increase in Days on Market (up 12.5%) so sellers may also be feeling some pressure to piece deals together.

▼ 38.78%

In new inventory across the city. No need to sound the alarm here as seasonality is the culprit. Buyers, don't be tricked into thinking inventory will be diving in Q1. We are still up around 5% for new inventory from this time last year.

▲ 27%

Climb in Midtown and East Kitchener Sale to New Listing ratio Y/Y. Midtown is climbing up from a buyers market closer to those balanced numbers we expect (0.47) while East Kitchener is catching back up with the West side of town at a seller-leaning 0.84.

▼ 11.51%

Slide in Midtown sale prices Q/Q seems to be the other side of the coin from the Downtown jump. Even with slightly more sales in the detached space the Midtown market is still getting it's bearings after a roller coaster in 2024.

▲ 2.55%

Is a notable Y/Y bump in South Kitchener, the cities most expensive area. With a median sale price just under \$800,000 it sits well enough above the runner up neighbourhoods on the east end where median prices are at \$720,000.

▼ 45.22%

In Q/Q new inventory for West Kitchener led to a marked slowdown in one of the cities most diversified neighbourhoods. With options in all property types the signs point to a pocket where we will likely see a strong climb in property options coming to market as we make our way into late 2025.

▲ 16.71%

Gains in Downtown sales leads the city Q/Q. While new inventory in the core has outpaced buyers there is optimism as buyers seem to be drawn to slightly higher pricepoints in the condo market as we rounded out the year.

▼ 33.33%

Fewer sales Y/Y in the Downtown core is keeping a lot of options on the table for prospective buyers. Buyers should keep their eyes open for some opportunity plays through the first half of 2025.

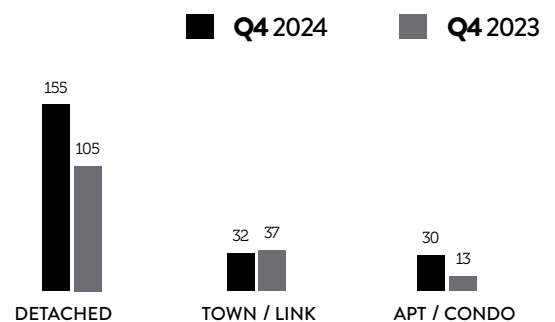
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$699,900	217	259	0.84	\$720,000
Q4 2023 TOTAL	\$699,900	155	236	0.66	\$700,000
% CHANGE (+/-)	=	40.00% ▲	9.75% ▲	27.57% ▲	2.86% ▲
Q3 2024 TOTAL	\$737,000	200	315	0.63	\$733,507
% CHANGE (+/-)	5.03% ▼	8.50% ▲	17.78% ▼	31.96% ▲	1.84% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	167	158	▲
TOWN / LINK HOMES	52	47	▲
APARTMENT / CONDO	40	31	▲
TOTAL	259	236	▲
SALES TO NEW RATIO	0.84	0.66	▲

Q4 SALES BY INVENTORY TYPE



\$760,000

DETACHED MEDIAN SALE

\$646,250

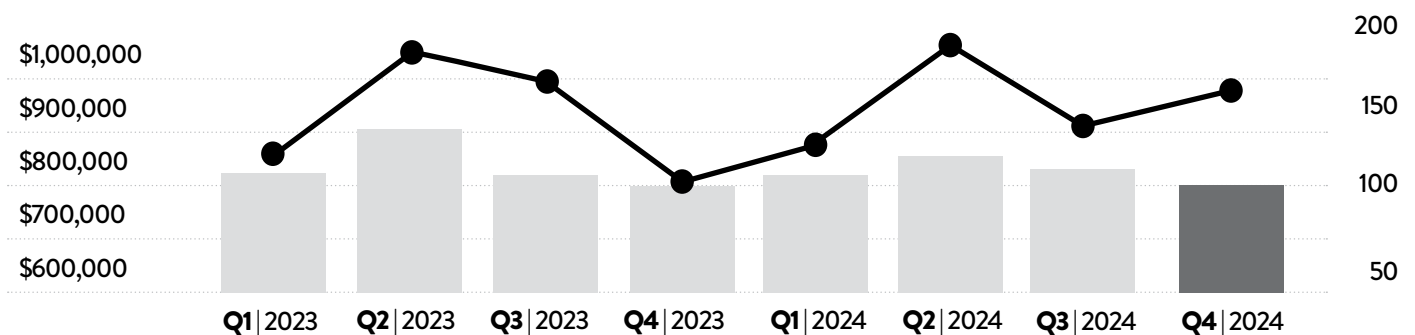
TOWN / LINK MEDIAN SALE

\$403,500

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



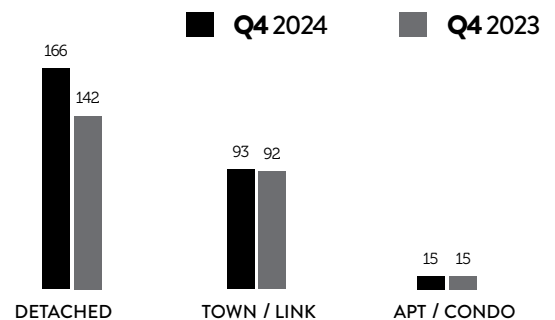
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$699,694	274	315	0.87	\$700,000
Q4 2023 TOTAL	\$649,900	249	308	0.81	\$675,000
% CHANGE (+/-)	7.66% ▲	10.04% ▲	2.27% ▲	7.59% ▲	3.70% ▲
Q3 2024 TOTAL	\$684,900	332	575	0.58	\$709,500
% CHANGE (+/-)	2.16% ▲	17.47% ▼	45.22% ▼	50.65% ▲	1.34% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	171	187	▼
TOWN / LINK HOMES	113	91	▲
APARTMENT / CONDO	31	30	▲
TOTAL	315	308	▲
SALES TO NEW RATIO	0.87	0.81	▲

Q4 SALES BY INVENTORY TYPE



\$770,000

DETACHED MEDIAN SALE

\$610,000

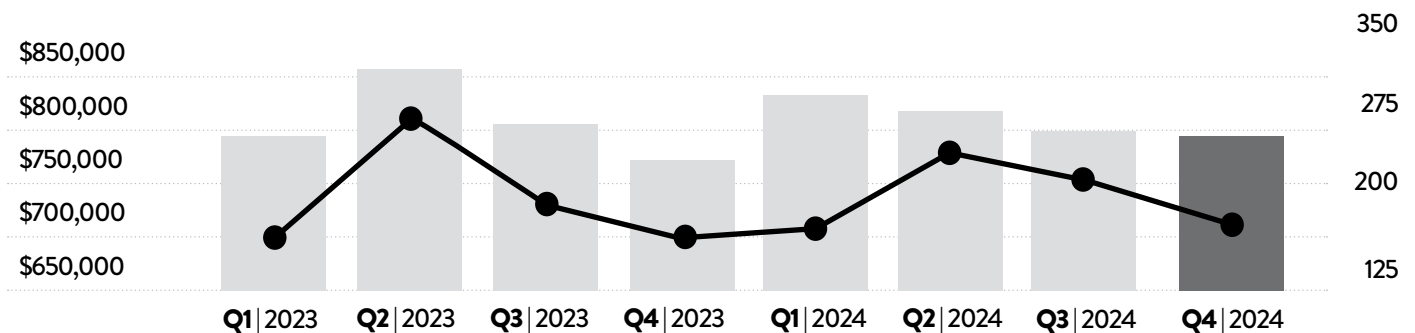
TOWN / LINK MEDIAN SALE

\$349,900

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



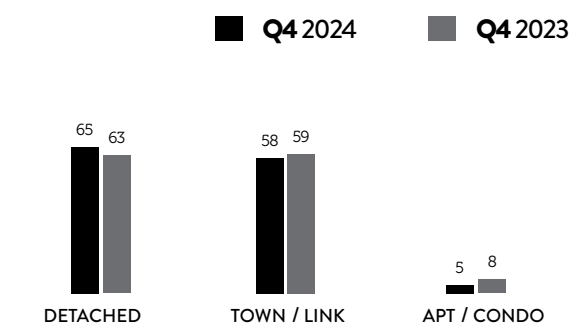
SOUTH KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$798,500	128	199	0.64	\$793,700
Q4 2023 TOTAL	\$749,450	130	188	0.69	\$774,000
% CHANGE (+/-)	6.54% ▲	1.54% ▼	5.85% ▲	6.98% ▼	2.55% ▲
Q3 2024 TOTAL	\$749,900	145	292	0.50	\$775,000
% CHANGE (+/-)	6.48% ▲	11.72% ▼	31.85% ▼	29.53% ▲	2.41% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	91	96	▼
TOWN / LINK HOMES	91	76	▲
APARTMENT / CONDO	17	16	▲
TOTAL	199	188	▲
SALES TO NEW RATIO	0.64	0.69	▼

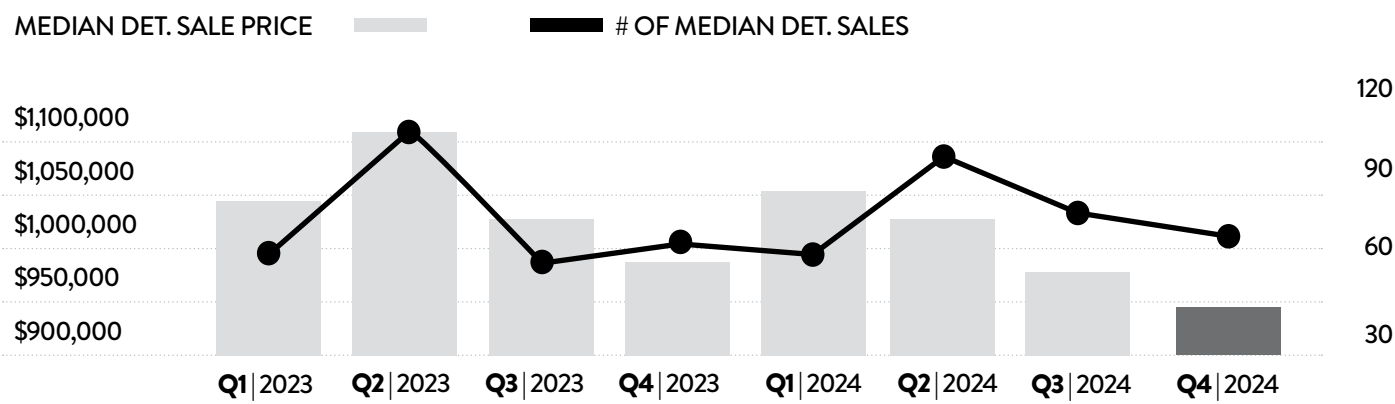
Q4 SALES BY INVENTORY TYPE



\$925,000
 DETACHED MEDIAN SALE

\$666,750
 TOWN / LINK MEDIAN SALE

\$375,000
 APT / CONDO MEDIAN SALE



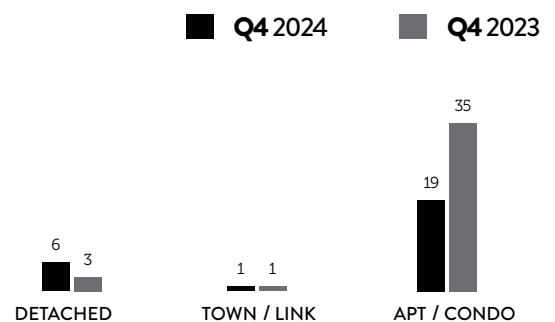
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$477,400	26	94	0.28	\$457,500
Q4 2023 TOTAL	\$435,000	39	96	0.41	\$430,000
% CHANGE (+/-)	9.75% ▲	33.33% ▼	2.08% ▼	31.91% ▼	6.40% ▲
Q3 2024 TOTAL	\$399,495	40	115	0.35	\$392,000
% CHANGE (+/-)	19.50% ▲	35.00% ▼	18.26% ▼	20.48% ▼	16.71% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	12	9	▲
TOWN / LINK HOMES	1	13	▼
APARTMENT / CONDO	81	74	▲
TOTAL	94	96	▼
SALES TO NEW RATIO	0.28	0.41	▼

Q4 SALES BY INVENTORY TYPE



\$704,500

DETACHED MEDIAN SALE

\$750,000

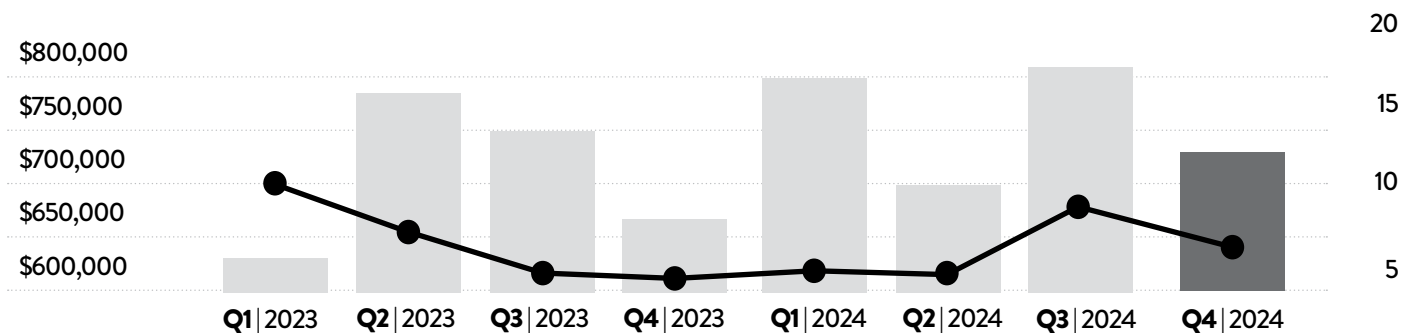
TOWN / LINK MEDIAN SALE

\$430,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



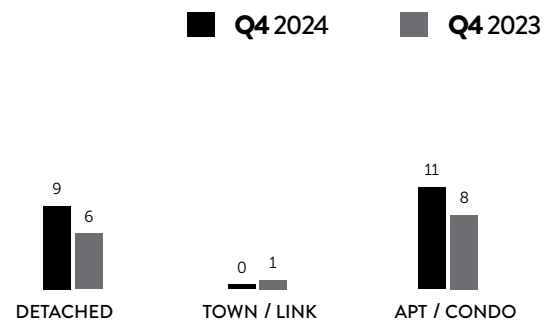
MIDTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$474,950	20	43	0.47	\$480,050
Q4 2023 TOTAL	\$569,000	15	41	0.37	\$545,000
% CHANGE (+/-)	16.53% ▼	33.33% ▲	4.88% ▲	27.13% ▲	11.92% ▼
Q3 2024 TOTAL	\$559,900	30	64	0.47	\$542,500
% CHANGE (+/-)	15.17% ▼	33.33% ▼	32.81% ▼	0.78% ▼	11.51% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	12	9	▲
TOWN / LINK HOMES	5	5	=
APARTMENT / CONDO	26	27	▼
TOTAL	43	41	▲
SALES TO NEW RATIO	0.47	0.37	▲

Q4 SALES BY INVENTORY TYPE



\$692,500

DETACHED MEDIAN SALE

N/A

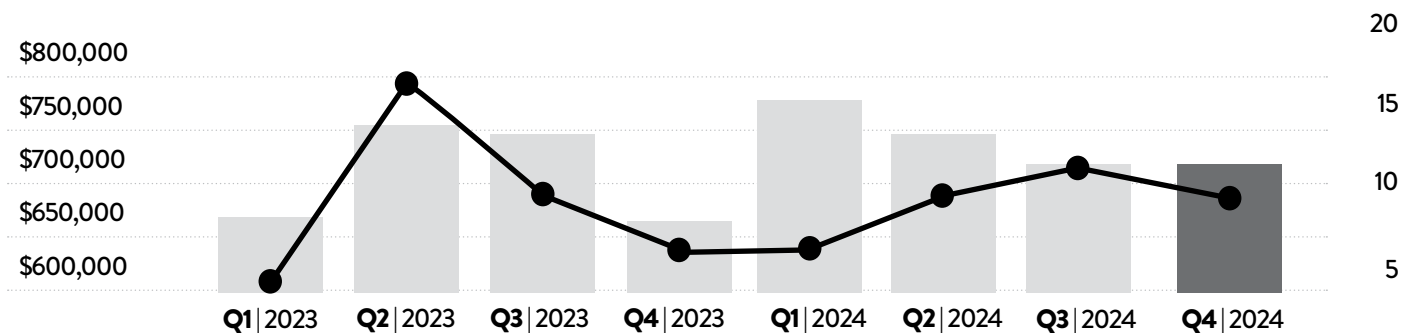
TOWN / LINK MEDIAN SALE

\$380,000

APT / CONDO MEDIAN SALE

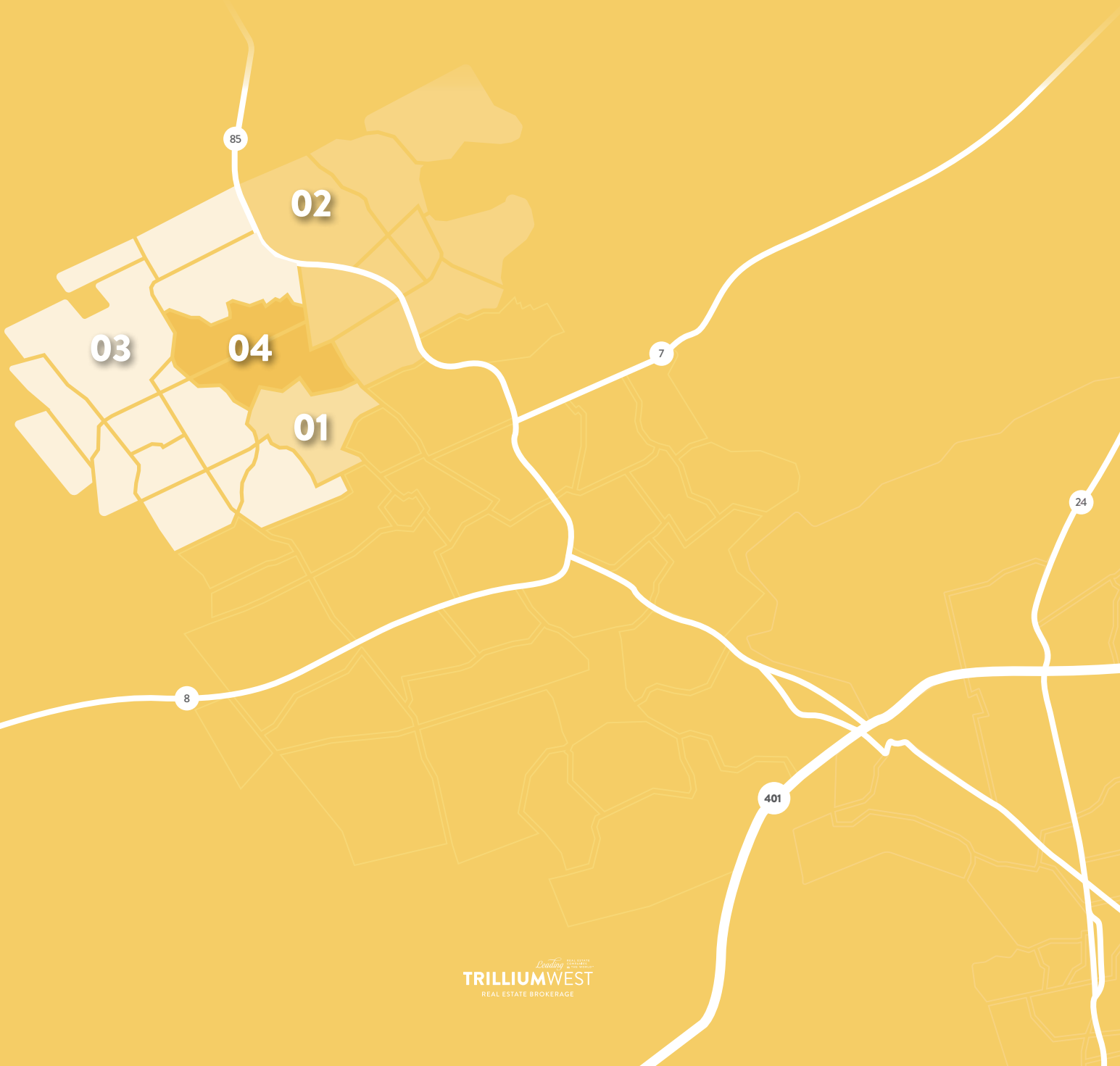
MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



WATERLOO OVERVIEW

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



COMPLETE DATA WATERLOO

Q4 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.62

	Q4 2024	% Chg (Y)	Q4 2023	% Chg (Q)	Q3 2024
MEDIAN DET. SALE PRICE	\$830,000	1.22% ▲	\$820,000	4.60% ▼	\$870,000
NUMBER OF NEW SALES	321	5.94% ▲	303	25.00% ▼	428
MEDIAN DAYS ON MARKET	32	8 days	24	7 days	25
NEW INVENTORY	519	12.58% ▲	461	27.11% ▼	712

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

UP & DOWN QUICK REVIEW

▲20.72% Increase in West Waterloo sales Y/Y was heavily influenced by almost twice as many townhome sales as this time last year. While detached properties continued to churn at a 0.81 Sale to New Listing ratio it's a good omen for sellers in the West end.

▼23.68% Dip in Uptown sales Y/Y was a driving force behind decreases in pricing and list to sale ratios. The lower sales at the end of 2024 will kick us off with plenty of options for buyers as we begin 2025.

▲52.38% More listings came to market in the University District Y/Y with 22 more listings than we saw in Q4 of 2023. Investors interested in the condo rental market should keep their eyes peeled on this buyer-favouring part of the city.

▼4.85% Decline in West Waterloo sale prices Y/Y is a notable drop but is skewed by the number of townhome sales compared to last year. The Detached market on the West End actually saw a median price increase of just under \$20k.

▲19.21% Increase in Sale to New Listing ratio on the East end of the city Q/Q goes against the seasonality we tend to see in Q4 but is more a response to a slow Q3 as it is right back in line with 2023 at 0.76.

▼10.12% Sale price in the University District Y/Y shows that the fight for student investments is working in the favour of purchasers but as we round into the spring and folks start planning for the next school year we expect to see these prices climb as we round out the post-secondary school year.

▲1.22% Increase in detached prices Y/Y across the city is the highest of the main cities. With generally higher price points and further distance from highways and out of town influence, it is clear that Waterloo continues to shelter itself from the more extreme swings we see in other parts of the region.

▼0% Sale to New Listing ratio in East Waterloo. Although sales did taper off, new listings fell a similar amount indicating a general slowdown but no real leverage shift between buyers and sellers.

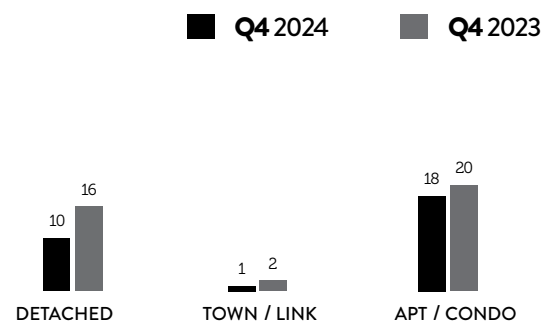
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$649,000	29	56	0.52	\$625,000
Q4 2023 TOTAL	\$682,450	38	57	0.67	\$657,500
% CHANGE (+/-)	4.90% ▼	23.68% ▼	1.75% ▼	22.32% ▼	4.94% ▼
Q3 2024 TOTAL	\$710,000	43	74	0.58	\$771,000
% CHANGE (+/-)	8.59% ▼	32.56% ▼	24.32% ▼	10.88% ▼	18.94% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	18	17	▼
TOWN / LINK HOMES	7	2	▼
APARTMENT / CONDO	31	38	▲
TOTAL	56	57	▼
SALES TO NEW RATIO	0.52	0.67	▼

Q4 SALES BY INVENTORY TYPE



\$687,000

DETACHED MEDIAN SALE

\$783,900

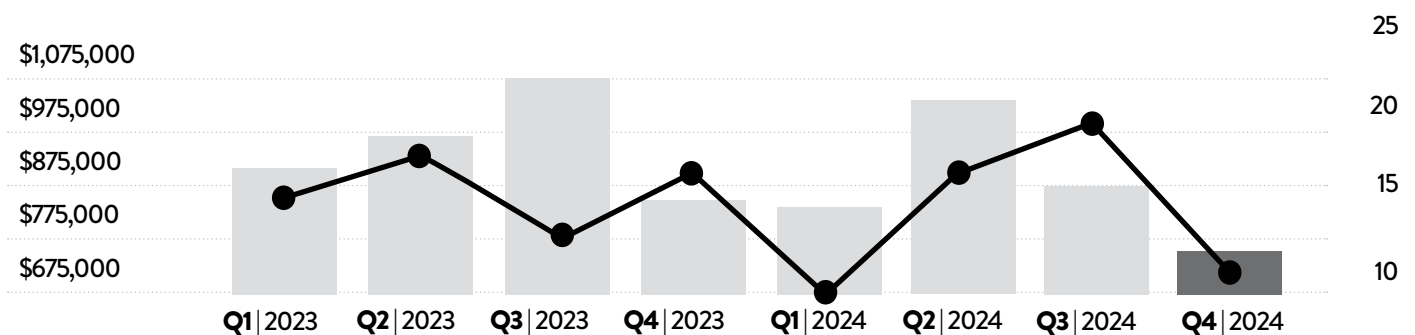
TOWN / LINK MEDIAN SALE

\$599,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



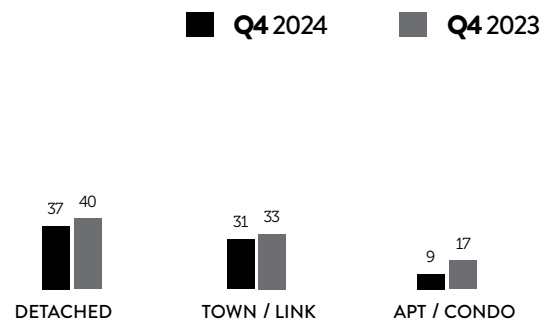
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$729,900	77	101	0.76	\$759,000
Q4 2023 TOTAL	\$699,900	90	118	0.76	\$706,500
% CHANGE (+/-)	4.29% ▲	14.44% ▼	14.41% ▼	=	7.43% ▲
Q3 2024 TOTAL	\$737,000	110	172	0.64	\$732,300
% CHANGE (+/-)	0.96% ▼	30.00% ▼	41.28% ▼	19.21% ▲	3.65% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	42	54	▼
TOWN / LINK HOMES	34	34	=
APARTMENT / CONDO	25	30	▼
TOTAL	101	118	▼
SALES TO NEW RATIO	0.76	0.76	=

Q4 SALES BY INVENTORY TYPE



\$847,000

DETACHED MEDIAN SALE

\$600,000

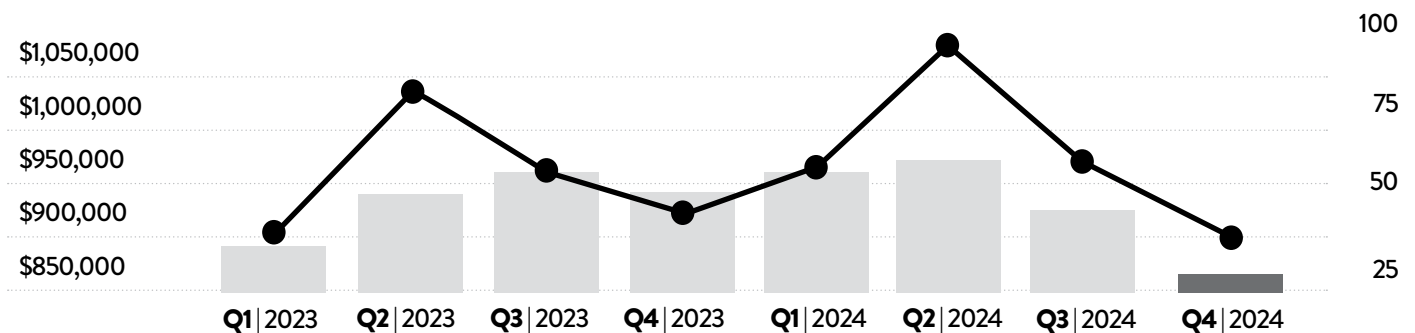
TOWN / LINK MEDIAN SALE

\$510,000

APT / CONDO MEDIAN SALE

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



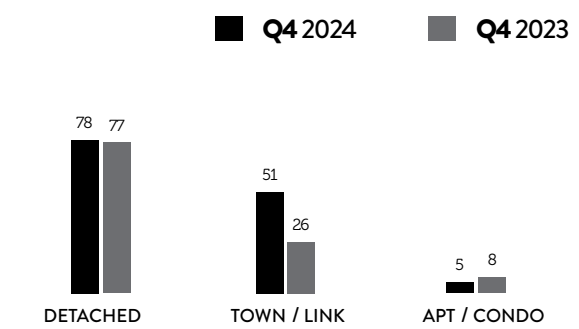
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$749,900	134	210	0.64	\$745,000
Q4 2023 TOTAL	\$777,449	111	164	0.68	\$783,000
% CHANGE (+/-)	3.54% ▼	20.72% ▲	28.05% ▲	5.72% ▼	4.85% ▼
Q3 2024 TOTAL	\$769,000	187	293	0.64	\$779,900
% CHANGE (+/-)	2.48% ▼	28.34% ▼	28.33% ▼	=	4.47% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
DETACHED HOMES	96	110	▼
TOWN / LINK HOMES	95	43	▲
APARTMENT / CONDO	19	11	▲
TOTAL	210	164	▲
SALES TO NEW RATIO	0.64	0.68	▼

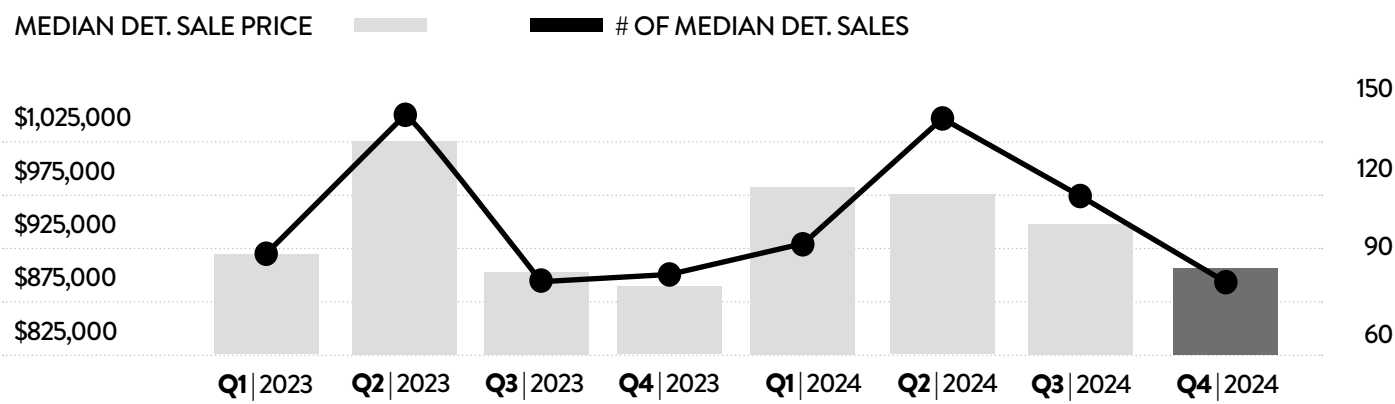
Q4 SALES BY INVENTORY TYPE



\$883,500
 DETACHED MEDIAN SALE

\$600,000
 TOWN / LINK MEDIAN SALE

\$565,000
 APT / CONDO MEDIAN SALE



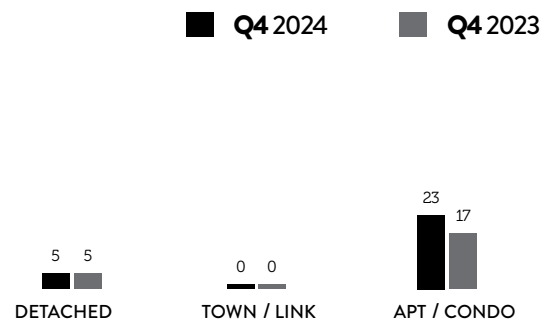
UNIVERSITY DISTRICT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$442,000	28	64	0.44	\$437,500
Q4 2023 TOTAL	\$499,950	22	42	0.52	\$486,750
% CHANGE (+/-)	11.59% ▼	27.27% ▲	52.38% ▲	16.48% ▼	10.12% ▼
Q3 2024 TOTAL	\$430,000	33	72	0.46	\$420,000
% CHANGE (+/-)	2.79% ▲	15.15% ▼	11.11% ▼	4.55% ▼	4.17% ▲

Q4 NEW INVENTORY

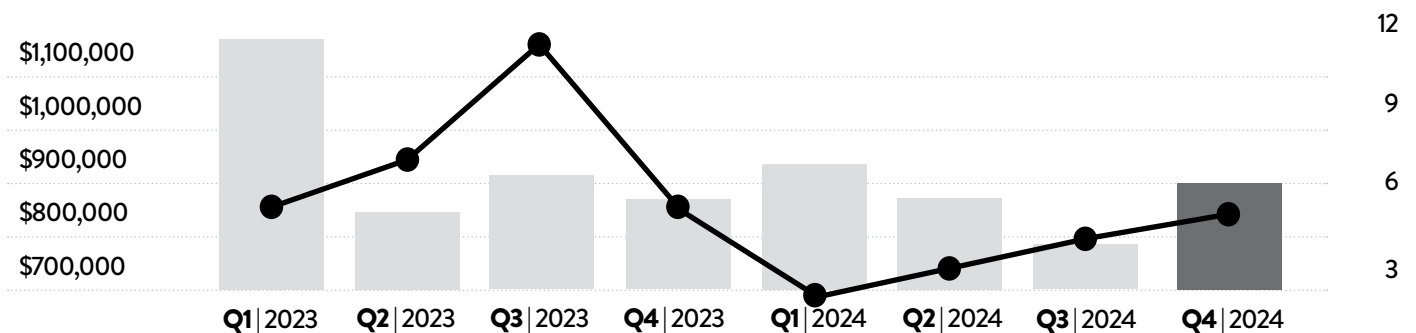
	Q4 2024	Q4 2023	TREND
DETACHED HOMES	8	7	▲
TOWN / LINK HOMES	1	2	▼
APARTMENT / CONDO	55	33	▲
TOTAL	64	42	▲
SALES TO NEW RATIO	0.44	0.52	▼

Q4 SALES BY INVENTORY TYPE



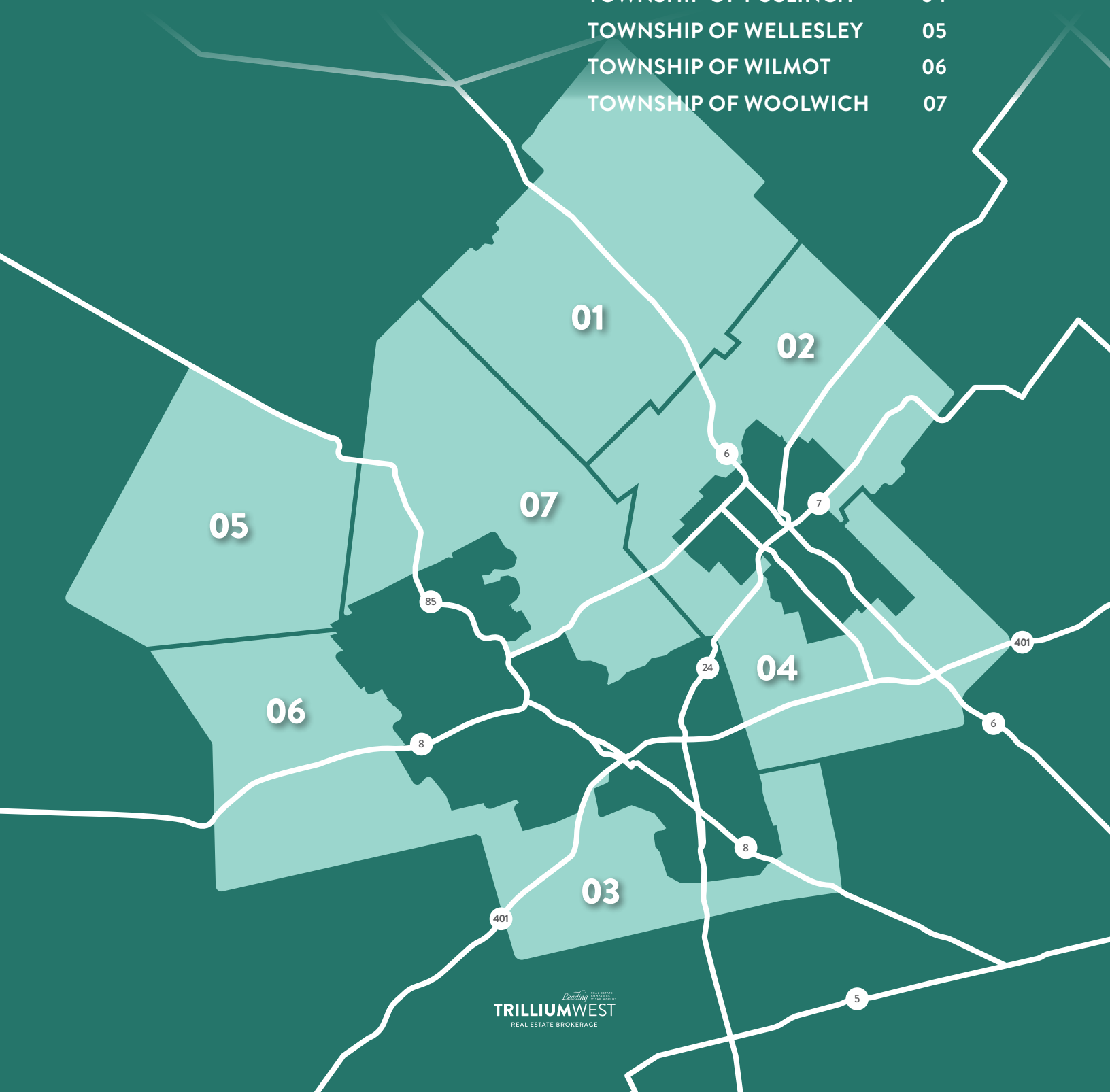
\$866,000 DETACHED MEDIAN SALE	N/A TOWN / LINK MEDIAN SALE	\$420,000 APT / CONDO MEDIAN SALE
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MEDIAN DET. SALE PRICE ■ # OF MEDIAN DET. SALES



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

Q4 | SALES TO NEW LISTING RATIO

BETWEEN 0.4 AND 0.6 IS
CONSIDERED A BALANCED MARKET



0.75

	Q4 2024	% Chg (Y)	Q4 2023	% Chg (Q)	Q3 2024
MEDIAN DET. SALE PRICE	\$947,500	11.80% ▲	\$847,500	1.07% ▲	\$937,500
NUMBER OF NEW SALES	306	15.91% ▲	264	20.93% ▼	387
MEDIAN DAYS ON MARKET	45	12 days	33	9 days	36
NEW INVENTORY	410	10.28% ▼	457	43.06% ▼	720

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

UP & DOWN QUICK REVIEW

▲ **11.8%** Y/Y price growth across the townships was a jump of \$100k. When noting the increase in sales and decrease in listings from this time last year this seems to be a classic supply and demand response which could lead to a strong Q1 for sellers.

▲ **28.35%** Increase in Wilmot Sale to New Listing ratio keeps it on par with Woolwich at 0.86. Strong signs for a sellers market will likely lead to competitive spring for prospective buyers.

▲ **32.58%** Increase in Y/Y Sale price in Wellesley is a clear side effect of the high demand the region's hottest pocket. With a 0.93 Sale to New Listing ratio we saw 15 new listings and 14 sales. With scarcity in the mix buyers are staying competitive to get into this gem just outside of the Waterloo.

▲ **0.17%** Increase in sale prices for Guelph Eramosa is the little indicator that could. Both Y/Y and Q/Q we are seeing sales start to chip away at the inventory that's been on the market. Q1 of 2024 saw a significant bump in prices and it's looking like that could be the case again this year.

▼ **10.28%** Is a notable drop in Y/Y List Prices for North Dumfries but is in line with the 10.65% decline we saw in Sale Prices. It's always a good sign when an area is responding to the shifting market so be prepared for some negotiation going into the spring.

▼ **33.33%** New listing decline Q/Q is common for Q4 in Puslinch but a similar slowdown in sales has held the Sale to New Listing ratio on par with where we were this time last year at a buyer-leaning 0.38.

▼ **28.24%** Decline in Centre Wellington sales Q/Q may seem alarming but something in the Wellington water has buyers taking a break in Q4 since before the pandemic. The definition of a seasonal slowdown means that the Q1 bumps we've seen in previous years will likely also come around as we step into 2025.

▼ **43.06%** Is a large Q/Q drop in new listing inventory is a clear example of the practice of listing your home when it shows best. The townships are known to boast unique homes on larger lots than you'd find in the city and they know it. These markets consistently peak in the fall and spring so don't say we didn't tell you when the coming soon signs start hitting the countryside in February and March.

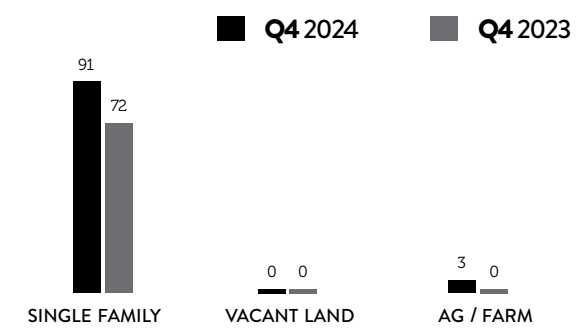
TOWNSHIP OF CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$827,000	94	119	0.79	\$824,000
Q4 2023 TOTAL	\$767,450	72	143	0.50	\$767,500
% CHANGE (+/-)	7.76% ▲	30.56% ▲	16.78% ▼	56.89% ▲	7.36% ▲
Q3 2024 TOTAL	\$795,000	131	234	0.56	\$780,000
% CHANGE (+/-)	4.03% ▲	28.24% ▼	49.15% ▼	41.10% ▲	5.64% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	115	138	▼
TOWN / LINK HOMES	3	2	▲
APARTMENT / CONDO	1	3	▼
TOTAL	119	143	▼
SALES TO NEW RATIO	0.79	0.50	▲

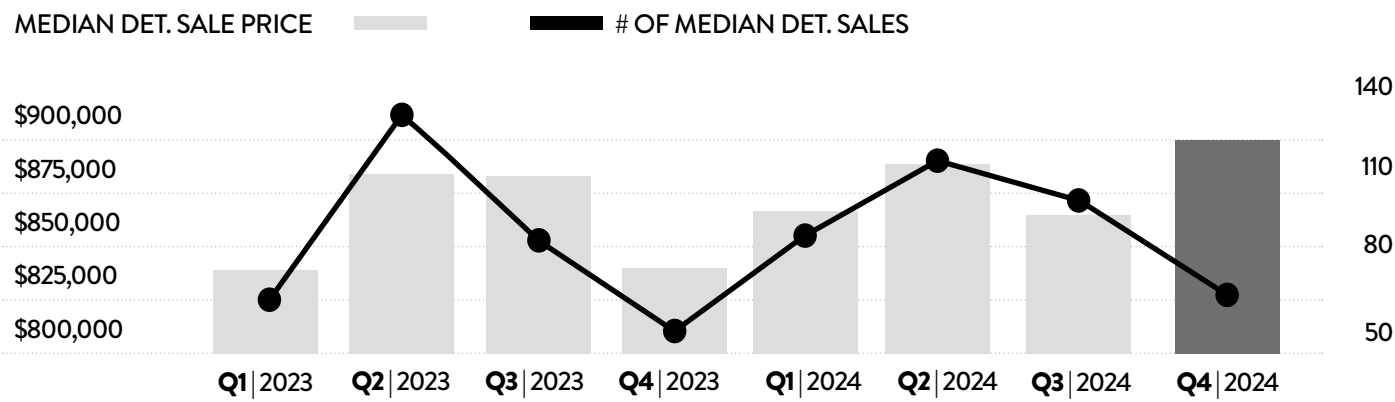
Q4 SALES BY INVENTORY TYPE



\$817,000
 SINGLE FAMILY MEDIAN

N/A
 VACANT LAND MEDIAN

\$2,850,000
 AG / FARM MEDIAN



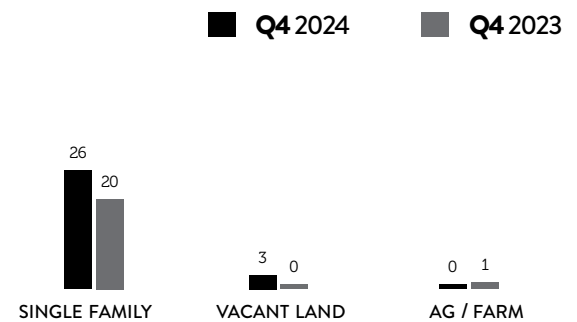
TOWNSHIP OF GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$1,239,000	29	44	0.66	\$1,177,000
Q4 2023 TOTAL	\$939,900	21	42	0.50	\$929,900
% CHANGE (+/-)	31.82% ▲	38.10% ▲	4.76% ▲	31.82% ▲	26.57% ▲
Q3 2024 TOTAL	\$1,199,900	46	93	0.49	\$1,175,000
% CHANGE (+/-)	3.26% ▲	36.96% ▼	52.69% ▼	33.25% ▲	0.17% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	39	39	=
TOWN / LINK HOMES	3	1	▲
APARTMENT / CONDO	2	2	=
TOTAL	44	42	▲
SALES TO NEW RATIO	0.66	0.50	▲

Q4 SALES BY INVENTORY TYPE



\$1,188,500

SINGLE FAMILY MEDIAN

\$900,000

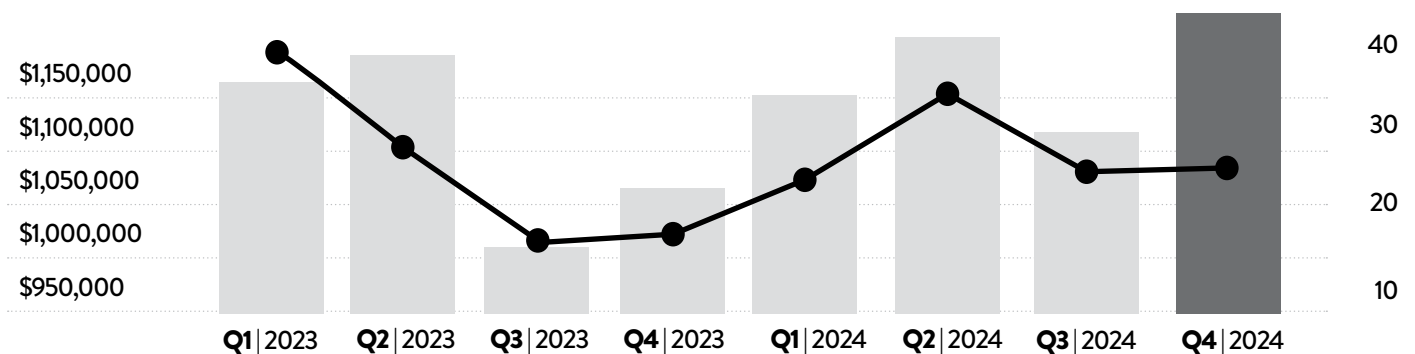
VACANT LAND MEDIAN

N/A

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

■ # OF MEDIAN DET. SALES



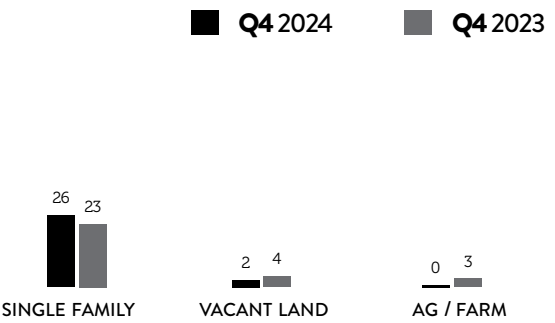
TOWNSHIP OF NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$784,950	28	56	0.50	\$755,000
Q4 2023 TOTAL	\$874,900	30	50	0.60	\$845,000
% CHANGE (+/-)	10.28% ▼	6.67% ▼	12.00% ▲	16.67% ▼	10.65% ▼
Q3 2024 TOTAL	\$899,900	40	87	0.46	\$910,000
% CHANGE (+/-)	12.77% ▼	30.00% ▼	35.63% ▼	8.75% ▲	17.03% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	50	43	▲
TOWN / LINK HOMES	6	5	▲
APARTMENT / CONDO	0	2	▼
TOTAL	56	50	▲
SALES TO NEW RATIO	0.50	0.60	▼

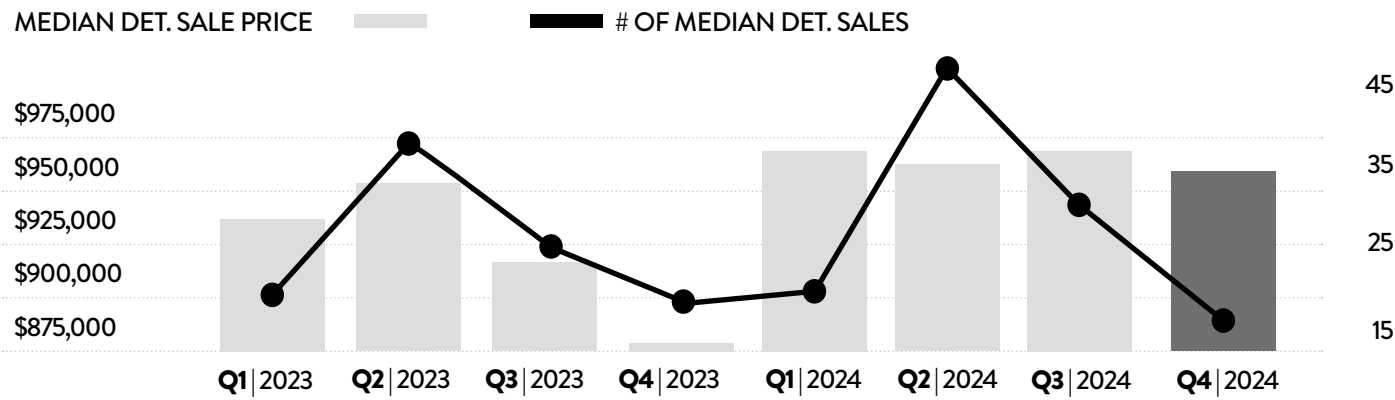
Q4 SALES BY INVENTORY TYPE



\$867,500
 SINGLE FAMILY MEDIAN

\$695,000
 VACANT LAND MEDIAN

\$3,250,000
 AG / FARM MEDIAN



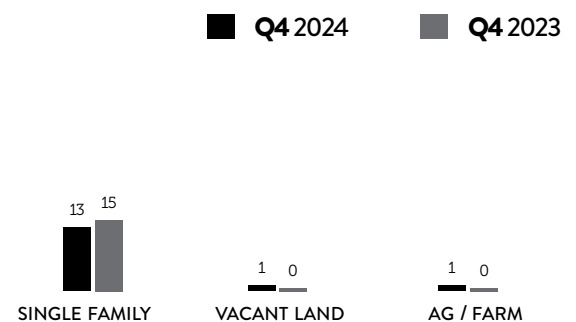
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$1,399,999	15	40	0.38	\$1,325,000
Q4 2023 TOTAL	\$1,895,000	15	41	0.37	\$1,650,000
% CHANGE (+/-)	26.12% ▼	=	2.44% ▼	2.50% ▲	19.70% ▼
Q3 2024 TOTAL	\$1,487,450	26	60	0.43	\$1,475,000
% CHANGE (+/-)	5.88% ▼	42.31% ▼	33.33% ▼	13.46% ▼	10.17% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	36	38	▼
TOWN / LINK HOMES	4	2	▲
APARTMENT / CONDO	0	1	▼
TOTAL	40	41	▼
SALES TO NEW RATIO	0.38	0.37	▲

Q4 SALES BY INVENTORY TYPE



\$1,325,000

SINGLE FAMILY MEDIAN

\$1,150,000

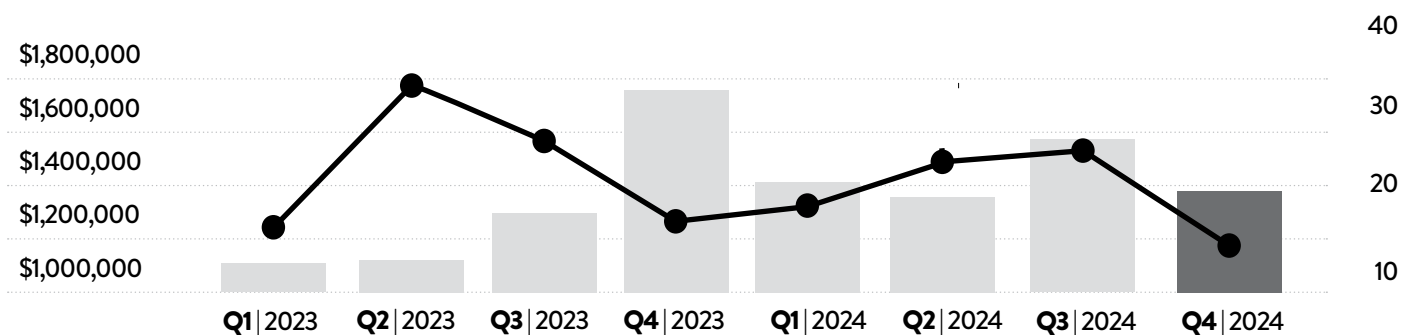
VACANT LAND MEDIAN

\$1,725,000

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



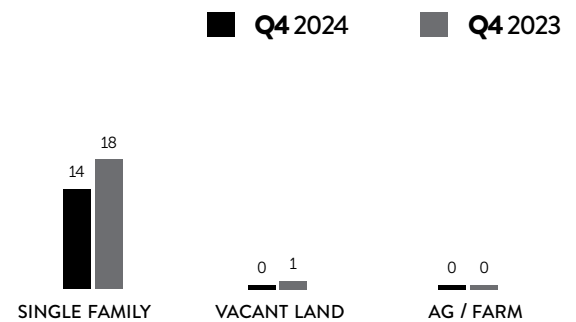
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$1,062,000	14	15	0.93	\$1,027,500
Q4 2023 TOTAL	\$799,900	19	19	1.00	\$775,000
% CHANGE (+/-)	32.77% ▲	26.32% ▼	21.05% ▼	6.67% ▼	32.58% ▲
Q3 2024 TOTAL	\$949,999	29	43	0.67	\$935,000
% CHANGE (+/-)	11.79% ▲	51.72% ▼	65.12% ▼	38.39% ▲	9.89% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	14	19	▼
TOWN / LINK HOMES	0	0	=
APARTMENT / CONDO	1	0	▲
TOTAL	15	19	▼
SALES TO NEW RATIO	0.93	1.00	▼

Q4 SALES BY INVENTORY TYPE



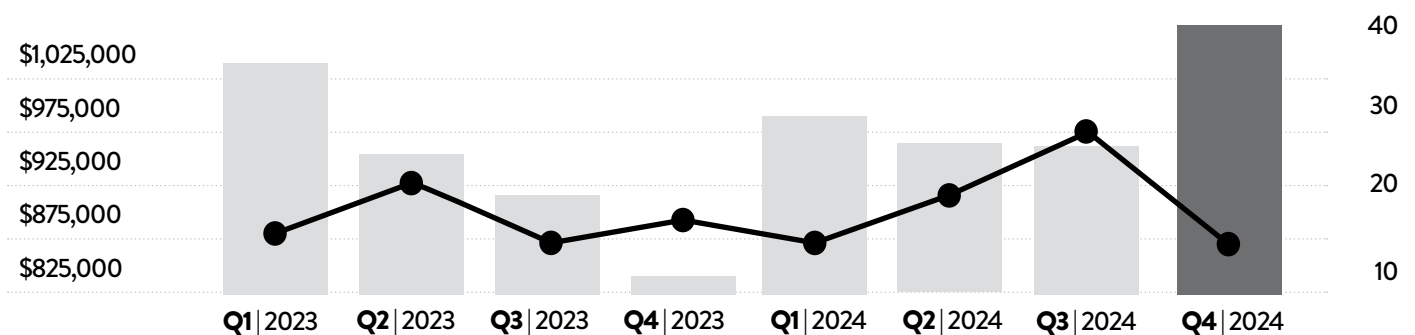
\$1,027,500
 SINGLE FAMILY MEDIAN

N/A
 VACANT LAND MEDIAN

N/A
 AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



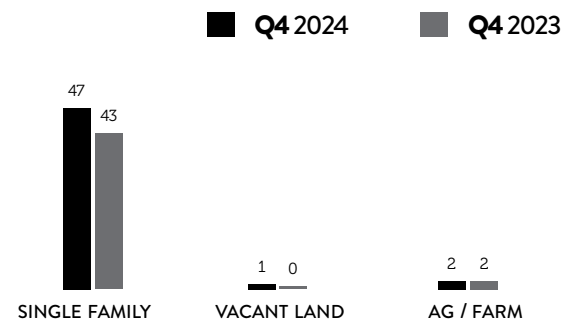
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$799,900	50	58	0.86	\$839,500
Q4 2023 TOTAL	\$799,900	45	67	0.67	\$775,000
% CHANGE (+/-)	=	11.11% ▲	13.43% ▼	28.35% ▲	8.32% ▲
Q3 2024 TOTAL	\$889,500	46	85	0.54	\$882,500
% CHANGE (+/-)	10.07% ▼	8.70% ▲	31.76% ▼	59.30% ▲	4.87% ▼

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	53	64	▼
TOWN / LINK HOMES	4	0	▲
APARTMENT / CONDO	1	3	▼
TOTAL	58	67	▼
SALES TO NEW RATIO	0.86	0.67	▲

Q4 SALES BY INVENTORY TYPE



\$832,000

SINGLE FAMILY MEDIAN

\$940,000

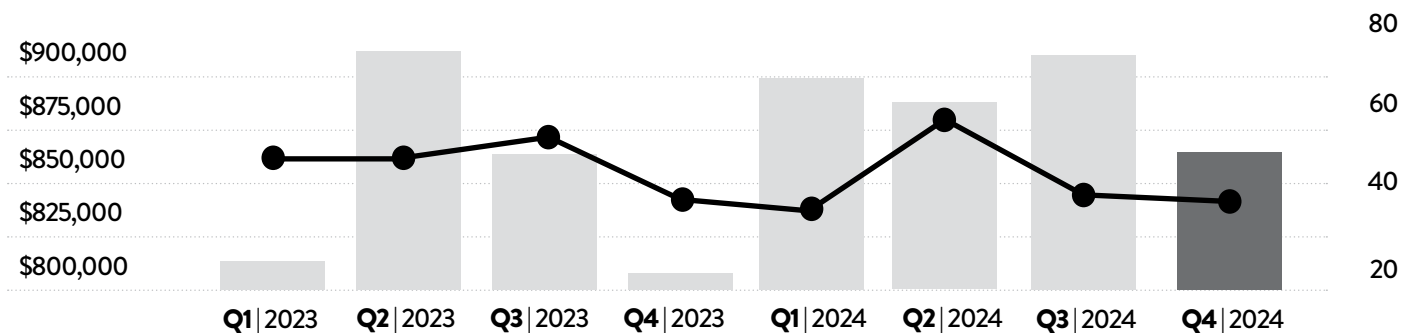
VACANT LAND MEDIAN

\$3,100,000

AG / FARM MEDIAN

MEDIAN DET. SALE PRICE

OF MEDIAN DET. SALES



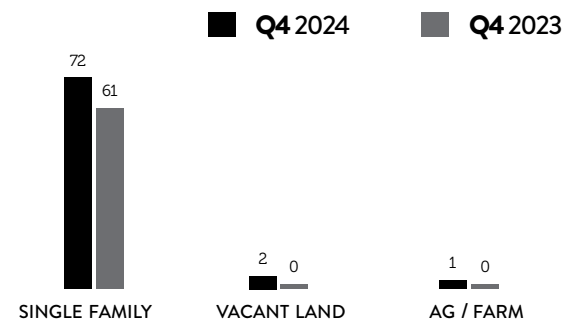
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES / NEW RATIO	MEDIAN SALE PRICE
Q4 2024 TOTAL	\$850,000	75	87	0.86	\$875,000
Q4 2023 TOTAL	\$829,900	61	90	0.68	\$820,000
% CHANGE (+/-)	2.42% ▲	22.95% ▲	3.33% ▼	27.19% ▲	6.71% ▲
Q3 2024 TOTAL	\$850,000	73	134	0.54	\$835,000
% CHANGE (+/-)	=	2.74% ▲	35.07% ▼	58.24% ▲	4.79% ▲

Q4 NEW INVENTORY

	Q4 2024	Q4 2023	TREND
SINGLE FAMILY HOMES	80	84	▼
TOWN / LINK HOMES	7	4	▲
APARTMENT / CONDO	0	2	▼
TOTAL	87	90	▼
SALES TO NEW RATIO	0.86	0.68	▲

Q4 SALES BY INVENTORY TYPE



\$867,500

SINGLE FAMILY MEDIAN

\$695,000

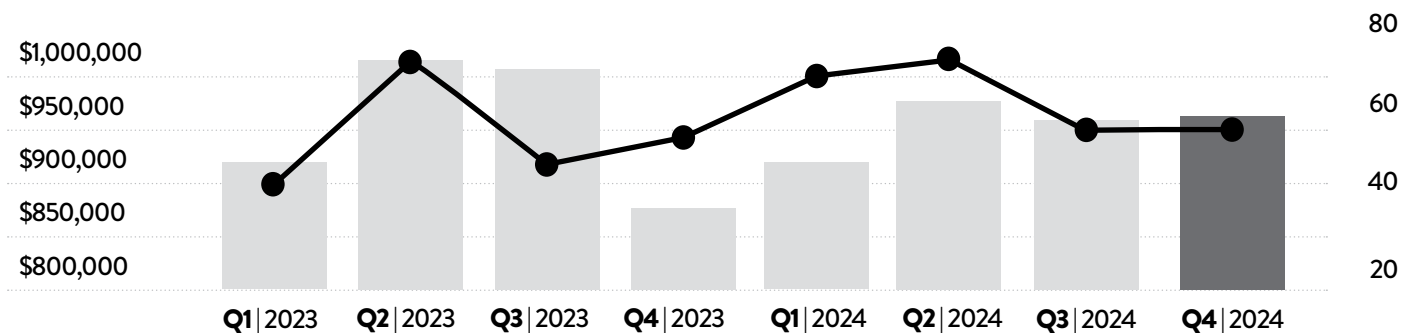
VACANT LAND MEDIAN

\$3,250,000

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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The Data Team at TW