

TW Q1
20
22

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TRILLIUMWEST
REAL ESTATE BROKERAGE

QUARTERLY
DATA REPORT

TABLE OF
contents

City of Cambridge	CAMBRIDGE OVERVIEW	5
	HESPELER CAMBRIDGE	6
	PRESTON CAMBRIDGE	7
	NORTH GALT CAMBRIDGE	8
	EAST GALT CAMBRIDGE	9
	WEST GALT CAMBRIDGE	10
City of Guelph	GUELPH OVERVIEW	12
	DOWNTOWN GUELPH	13
	MIDTOWN GUELPH	14
	SOUTH GUELPH	15
	EAST GUELPH	16
	WEST GUELPH	17
	NORTH GUELPH	18
Cities of Kitchener + Waterloo	KW OVERVIEW	20
	EAST KITCHENER	21
	WEST KITCHENER	22
	DOWNTOWN KITCHENER	23
	UPTOWN WATERLOO	24
	EAST WATERLOO	25
	WEST WATERLOO	26
The Townships	THE TOWNSHIPS OVERVIEW	28
	CENTRE WELLINGTON	29
	GUELPH ERAMOSIA	30
	NORTH DUMFRIES	31
	TOWNSHIP OF PUSLINCH	32
	TOWNSHIP OF WELLESLEY	33
About TrilliumWest	TOWNSHIP OF WILMOT	34
	TOWNSHIP OF WOOLWICH	35
	ABOUT TRILLIUMWEST	36

TW 1
20
22

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COMPLETE DATA
Cambridge

COMPLETE DATA

City of Cambridge

INSIDE THE NUMBERS

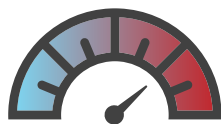
Is it me you're looking for?

While we can be fairly certain Lionel Richie did not have 2022 Cambridge home buyers in mind when he wrote this classic tune, a more calculated and balanced market is exactly what many have been hoping to find for far too long now. It is difficult to spot it in the total Q1 numbers, but when we dug deeper, the data really began to skew towards mid-March. The playing field had levelled and buyers were even now calling some of the shots in some Cambridge neighbourhoods.

So what happens now, Lionel and friends? We will have to wait and see in Q2, but we can be certain that the near-million dollar price tag across town sure isn't going to make Sunday mornings easy for everyone.

Q1 | SALES TO new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.75

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

	Q1 2022	% Chg (Y)	Q1 2021	% Chg (Q)	Q4 2021
MEDIAN DET. SALE PRICE	\$979,000	24.7% ▲	\$785,000	16.5% ▲	\$840,000
NUMBER OF NEW SALES	525	21.9% ▼	673	3.1% ▲	509
MEDIAN DAYS ON MARKET	7	1 day ▲	6	=	7
NEW INVENTORY	696	15.9% ▼	828	50.3% ▲	463

UP & DOWN quick review

▲17% Q/Q leap in the detached median sale price across the city. Well beyond unsustainable growth.

▲50% Q/Q jump in city-wide new inventory. Big increase, but still 16% below Q1 2021 Y/Y numbers.

▲51% Y/Y spike in the Preston median sale price. Simply ridiculous on all levels.

▲28% Y/Y increase in the North Galt median detached sale price, now almost 1.1 mil. Not a typo, we wish it was.

▼32% Q/Q reduction in the sales to new listing ratio across the city. A sign of more change to come.

▼2% Only this far away from a 1 million median detached sale price across the city. Wow.

▼14% Q/Q slide in North Galt sales to new listing ratio. The tumbling trend continued.

▼37% Y/Y decrease in the West Galt sales to new listing ratio. It ain't what it used to be.

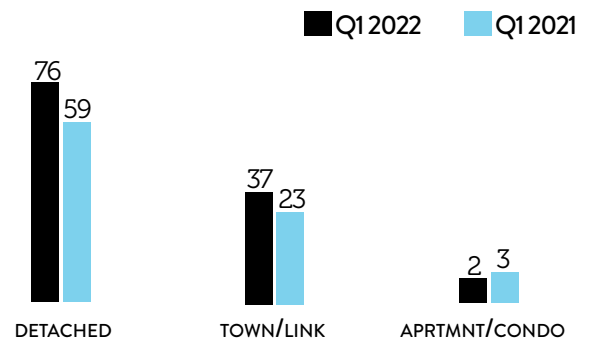
HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$799,900	115	157	0.73	\$978,000
Q1 2021 TOTAL	\$675,000	172	217	0.79	\$783,750
% CHANGE (+/-)	18.5% ▲	33.1% ▼	27.6% ▼	76% ▼	24.8% ▲
Q4 2021 TOTAL	\$749,900	104	95	1.09	\$860,500
% CHANGE (+/-)	6.7% ▲	10.6% ▲	65.3% ▲	33.0% ▼	13.6% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	105	144	▼
TOWN/LINK HOMES	50	65	▼
APARTMENT/CONDO	2	8	▼
TOTAL	157	217	▼
SALES TO NEW RATIO	0.73	0.79	▼

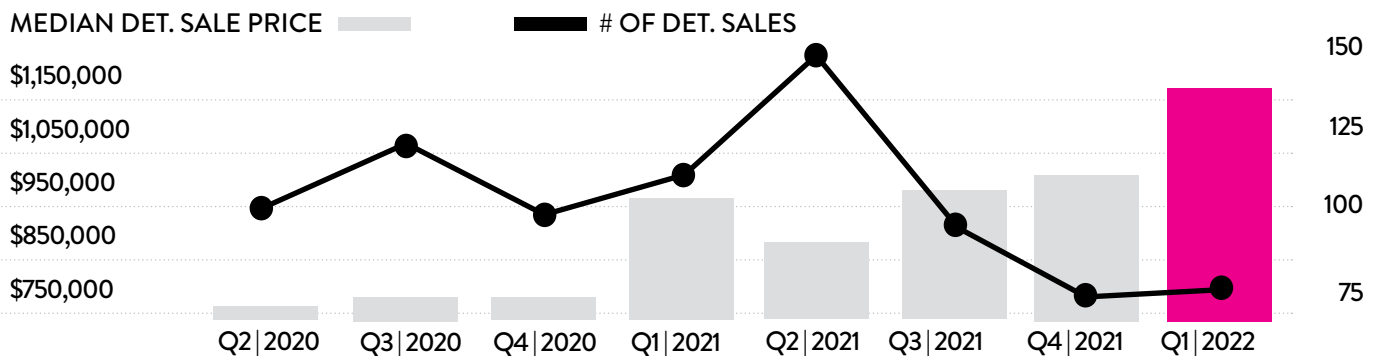
Q1 SALES BY INVENTORY TYPE



\$1,130,555
DETACHED MEDIAN SALE

\$855,000
TOWN/LINK MEDIAN SALE

\$762,500
APMNT/CONDO MEDIAN SALE



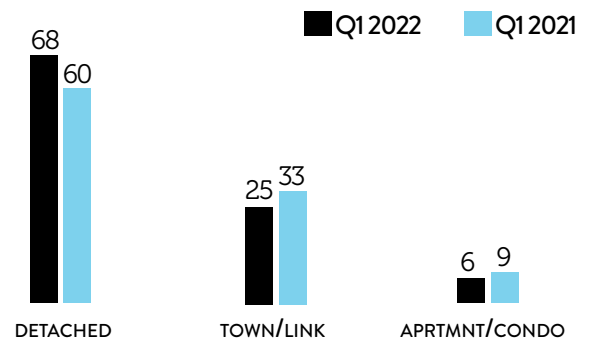
PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$699,900	99	135	0.73	\$845,000
Q1 2021 TOTAL	\$540,000	102	133	0.77	\$560,000
% CHANGE (+/-)	29.6% ▲	2.9% ▼	1.5% ▲	5.2% ▼	50.9% ▲
Q4 2021 TOTAL	\$649,900	124	115	1.08	\$770,000
% CHANGE (+/-)	7.7% ▲	20.2% ▼	17.4% ▼	32.4% ▲	9.7% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	93	84	▲
TOWN/LINK HOMES	36	40	▼
APARTMENT/CONDO	6	9	▼
TOTAL	135	133	▼
SALES TO NEW RATIO	0.73	0.77	▼

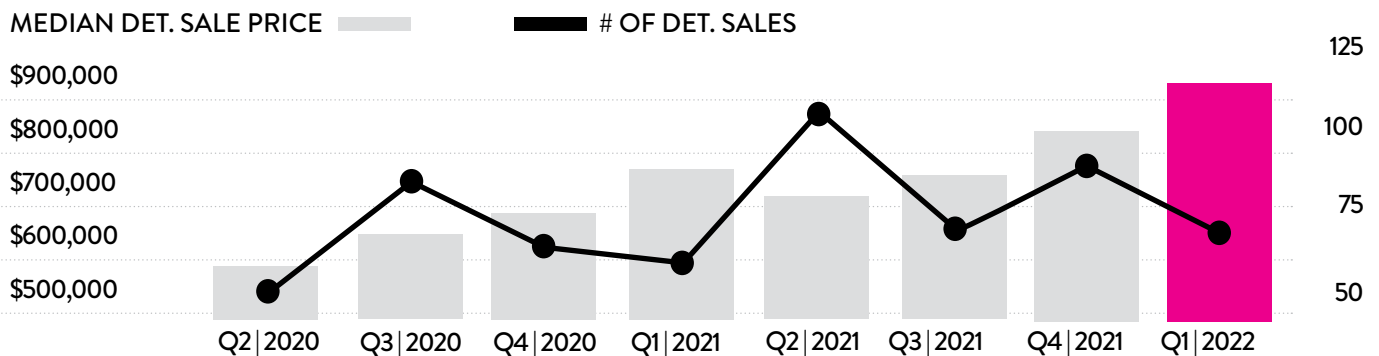
Q1 SALES BY INVENTORY TYPE



\$875,000
DETACHED MEDIAN SALE

\$822,000
TOWN/LINK MEDIAN SALE

\$538,750
APMNT/CONDO MEDIAN SALE



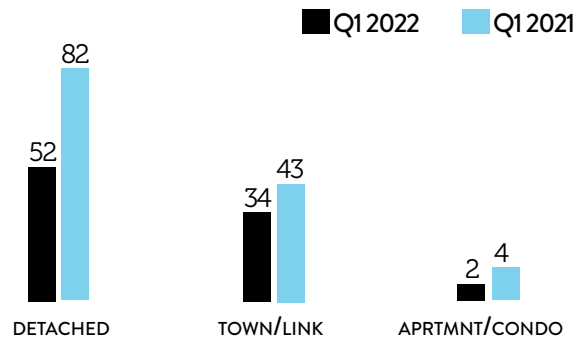
NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$699,900	88	125	0.70	\$879,150
Q1 2021 TOTAL	\$639,900	129	159	0.81	\$731,000
% CHANGE (+/-)	9.4% ▲	31.8% ▼	21.4% ▼	13.6% ▼	20.3% ▲
Q4 2021 TOTAL	\$599,900	94	89	1.06	\$725,000
% CHANGE (+/-)	16.7% ▲	6.4% ▼	40.4% ▲	33.9% ▼	21.3% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	74	98	▼
TOWN/LINK HOMES	48	56	▼
APARTMENT/CONDO	3	5	▼
TOTAL	125	159	▼
SALES TO NEW RATIO	0.70	0.81	▼

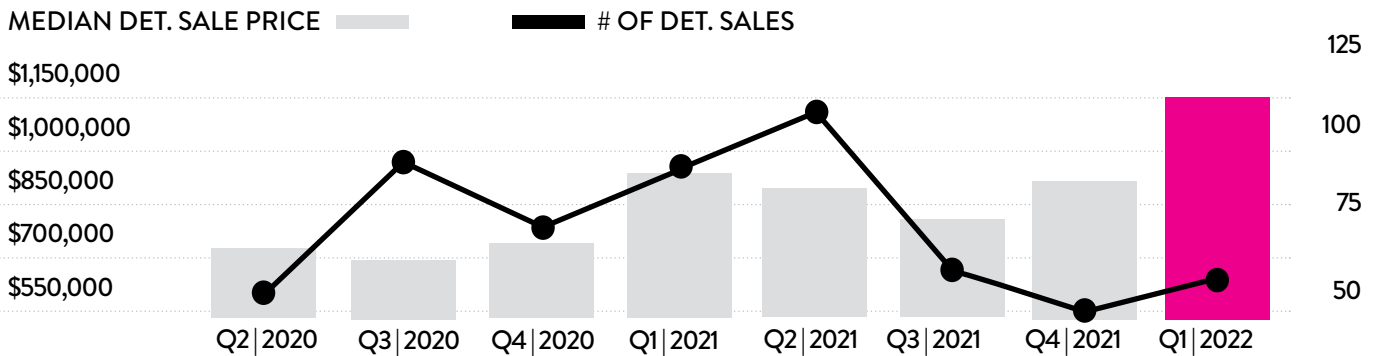
Q1 SALES BY INVENTORY TYPE



\$1,076,393
DETACHED MEDIAN SALE

\$825,000
TOWN/LINK MEDIAN SALE

\$643,500
APMNT/CONDO MEDIAN SALE



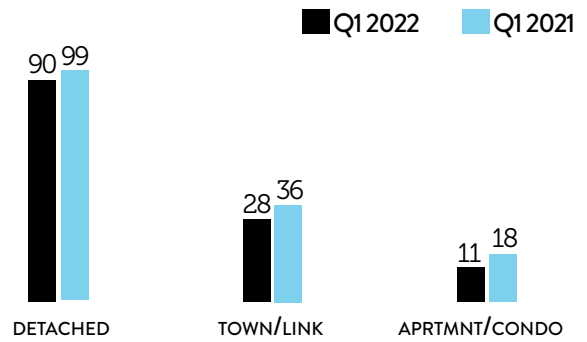
EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$649,900	129	161	0.80	\$850,000
Q1 2021 TOTAL	\$550,000	153	177	0.86	\$641,000
% CHANGE (+/-)	18.2% ▲	15.7% ▼	90.4% ▼	6.9% ▼	32.6% ▲
Q4 2021 TOTAL	\$650,000	99	93	1.06	\$765,000
% CHANGE (+/-)	0.02% ▼	30.3% ▲	73.1% ▲	24.5% ▼	11.1% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	115	113	▲
TOWN/LINK HOMES	33	45	▼
APARTMENT/CONDO	13	19	▼
TOTAL	161	177	▼
SALES TO NEW RATIO	0.80	0.86	▼

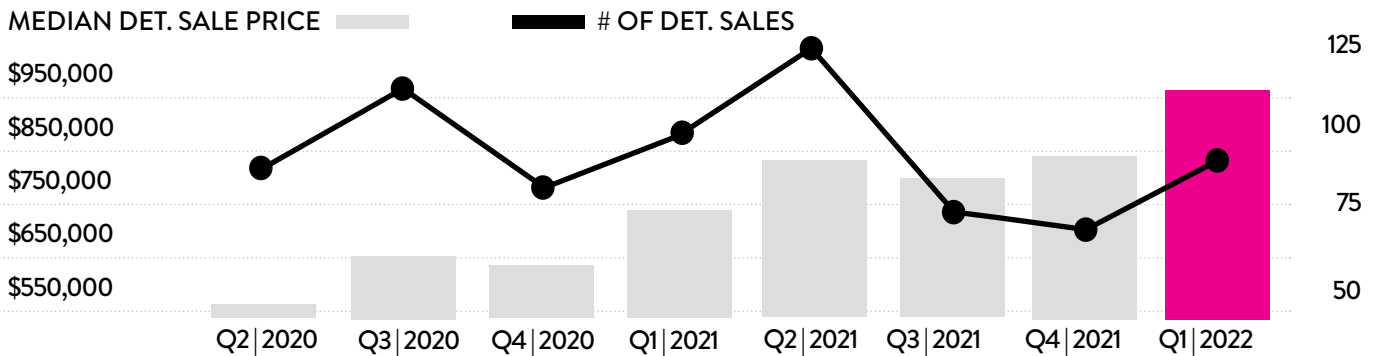
Q1 SALES BY INVENTORY TYPE



\$907,000
DETACHED MEDIAN SALE

\$783,500
TOWN/LINK MEDIAN SALE

\$550,000
APMNT/CONDO MEDIAN SALE



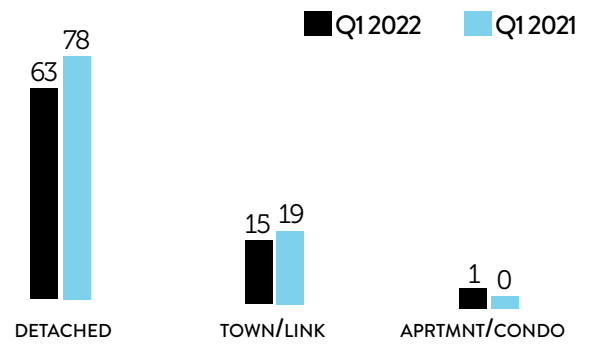
WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$785,000	79	107	0.74	\$950,000
Q1 2021 TOTAL	\$650,000	97	117	0.83	\$735,000
% CHANGE (+/-)	20.8% ▲	18.6% ▼	8.5% ▼	10.8% ▼	29.2% ▲
Q4 2021 TOTAL	\$700,000	84	71	1.18	\$814,500
% CHANGE (+/-)	12.1% ▲	5.9% ▼	50.7% ▲	37.3% ▼	16.6% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	87	95	▼
TOWN/LINK HOMES	18	22	▼
APARTMENT/CONDO	2	0	▲
TOTAL	107	117	▼
SALES TO NEW RATIO	0.74	0.83	▼

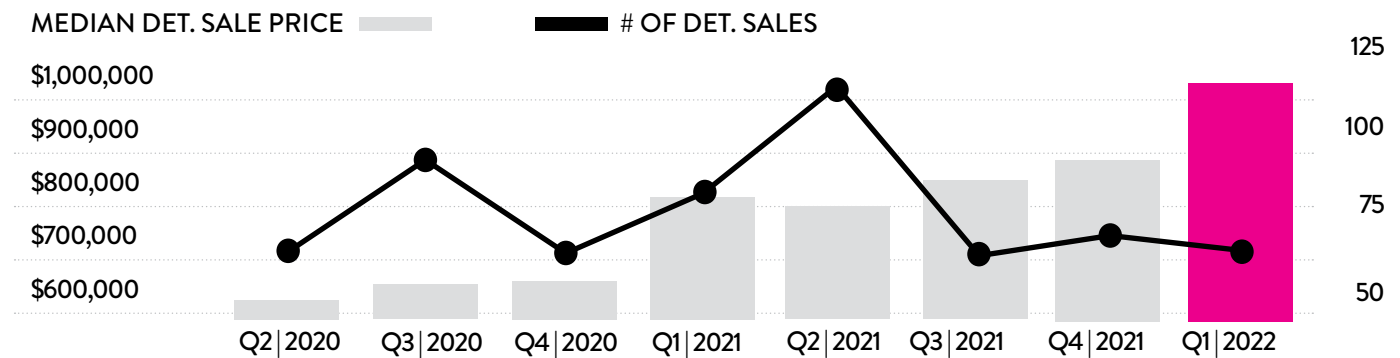
Q1 SALES BY INVENTORY TYPE



\$985,000
DETACHED MEDIAN SALE

\$870,000
TOWN/LINK MEDIAN SALE

\$541,000
APMNT/CONDO MEDIAN SALE



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COMPLETE DATA
Guelph

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City of Guelph

Q1 | SALES TO new listing ratio

Between 0.4 and 0.6 is considered a balanced market



0.80

INSIDE THE NUMBERS

Popcorn ready? The show is about to begin

Lil' ol' quaint, agricultural hub, university-town Guelph is now firmly anchored as one of the most expensive places to raise a family in the province. With detached home prices that now rival major urban centres and downtown condo per square foot pricing that is typically reserved for those luxury buildings overlooking Lake Ontario, like it or not it is a fact, and Guelph is now a GTA West market.

So ... the 1 million dollar club question is - what happens next? An historically balanced, predictable and impervious market to large fluctuations in the GTA, will Guelph now ride that speculative-driven roller coaster? When those big buyers flock back to the big smoke will it leave this newly-created GTA West market as a casualty for the locals to mourn?

It feels like Q2 will hold the answer to that question. Enjoy the show, folks.

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

	Q1 2022	% Chg (Y)	Q1 2021	% Chg (Q)	Q4 2021
MEDIAN DET. SALE PRICE	\$1,075,000	32.1% ▲	\$813,750	16.2% ▲	\$925,000
NUMBER OF NEW SALES	652	12.8% ▼	748	33.6% ▲	488
MEDIAN DAYS ON MARKET	6	=	6	1 day ▼	7
NEW INVENTORY	810	70% ▼	871	74.2% ▲	465

UP & DOWN quick review

- ▲47% Y/Y leap in the Midtown Guelph detached median sale price. Unreal, unsustainable and now unattainable for most.
- ▲0% Price gap between detached and town/links in East Guelph. A GTA-buyer driven result & watch for big change in Q2.
- ▲25% Y/Y movement in North Guelph new inventory. More sellers attempting to get while the getting is good.
- ▲21% Y/Y increase in the Downtown median condo sale price. Now, the most expensive condos in the Region, by far.

- ▼24% Y/Y drop in the city-wide sales to new listing ratio. Not there yet, but bringing balance to the force.
- ▼20% Y/Y reduction in South Guelph new inventory. A move around market that isn't moving much.
- ▼14% Q/Q drop in the West Guelph sales to new listing ratio. A declining trend & we see it moving to balanced market territory in Q2.
- ▼22% Y/Y drop in East Guelph townhome sales volume. We are watching for this trend to continue into Q2.

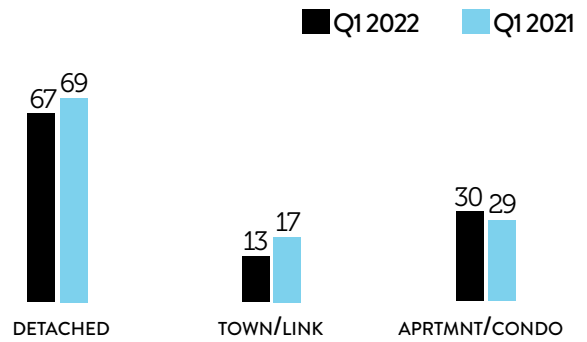
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$749,900	110	141	0.78	\$852,500
Q1 2021 TOTAL	\$600,000	115	127	0.91	\$645,000
% CHANGE (+/-)	24.9% ▲	4.3% ▼	11.0% ▲	14.3% ▼	32.2% ▲
Q4 2021 TOTAL	\$747,900	103	97	1.06	\$810,000
% CHANGE (+/-)	0.27% ▲	6.8% ▲	45.4% ▲	26.4% ▼	5.2% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	92	91	▲
TOWN/LINK HOMES	16	25	▼
APARTMENT/CONDO	33	11	▲
TOTAL	141	127	▲
SALES TO NEW RATIO	0.78	0.91	▼

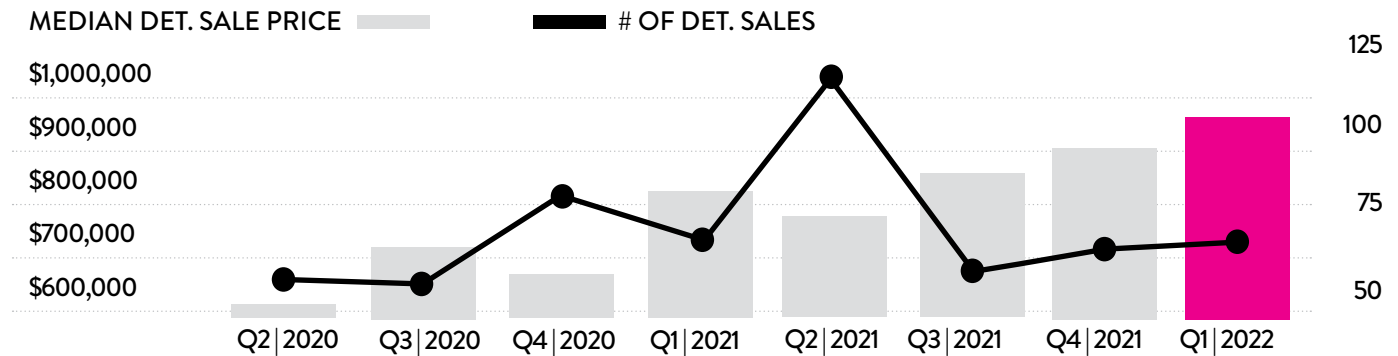
Q1 SALES BY INVENTORY TYPE



\$927,777
DETACHED MEDIAN SALE

\$835,000
TOWN/LINK MEDIAN SALE

\$745,950
APMNT/CONDO MEDIAN SALE



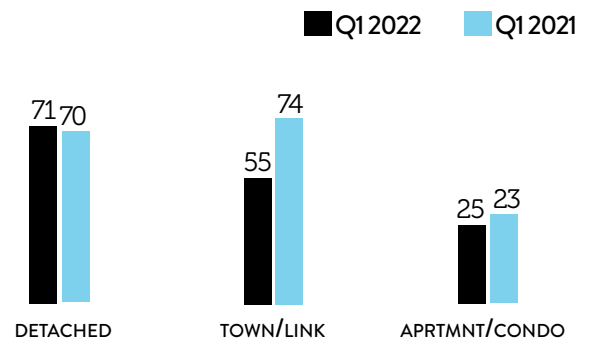
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$799,900	151	188	0.80	\$950,000
Q1 2021 TOTAL	\$649,900	167	195	0.86	\$645,000
% CHANGE (+/-)	23.1% ▲	9.6% ▼	3.6% ▼	6.9% ▼	47.3% ▲
Q4 2021 TOTAL	\$811,450	88	80	1.10	\$890,500
% CHANGE (+/-)	1.4% ▼	71.6% ▲	135% ▲	27.3% ▼	6.7% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	90	86	▼
TOWN/LINK HOMES	65	78	▼
APARTMENT/CONDO	33	31	▲
TOTAL	188	195	▼
SALES TO NEW RATIO	0.80	0.86	▼

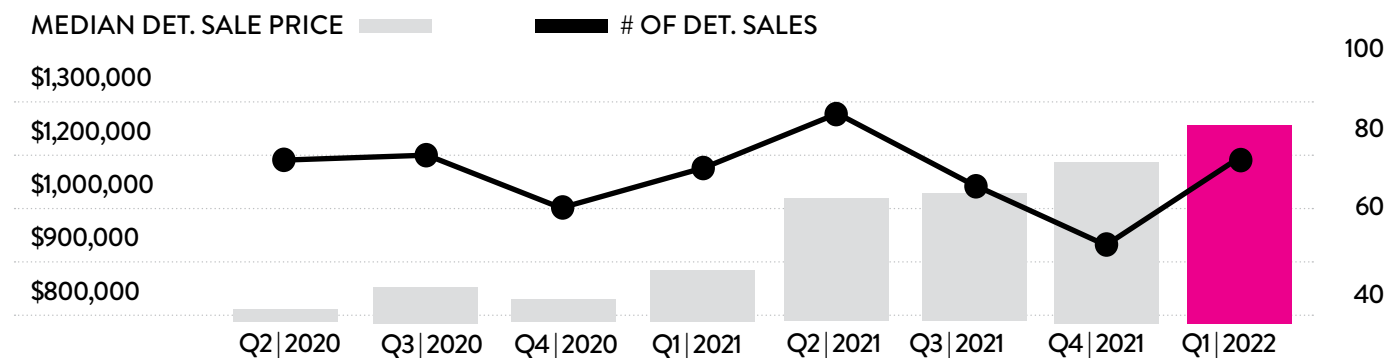
Q1 SALES BY INVENTORY TYPE



\$1,210,000
DETACHED MEDIAN SALE

\$830,000
TOWN/LINK MEDIAN SALE

\$631,700
APMNT/CONDO MEDIAN SALE



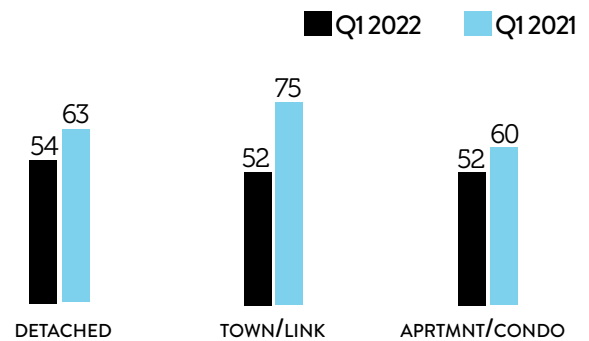
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$799,900	158	194	0.81	\$936,250
Q1 2021 TOTAL	\$600,000	198	243	0.81	\$670,000
% CHANGE (+/-)	33.3% ▲	20.2% ▼	20.2% ▼	=	39.7% ▲
Q4 2021 TOTAL	\$699,900	88	85	1.04	\$822,500
% CHANGE (+/-)	14.3% ▲	79.5% ▲	128.2% ▲	22.1% ▼	13.8% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	65	74	▼
TOWN/LINK HOMES	62	87	▼
APARTMENT/CONDO	67	82	▼
TOTAL	194	243	▼
SALES TO NEW RATIO	0.81	0.81	=

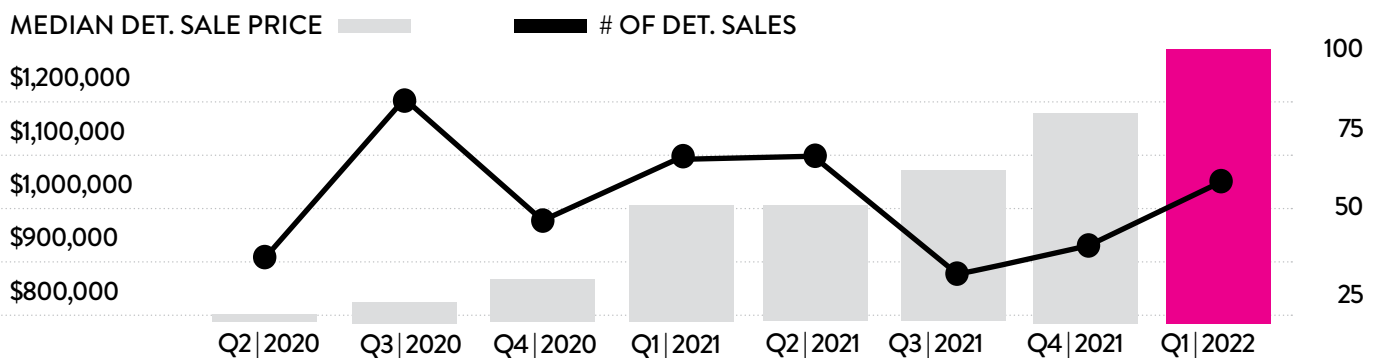
Q1 SALES BY INVENTORY TYPE



\$1,249,500
DETACHED MEDIAN SALE

\$928,250
TOWN/LINK MEDIAN SALE

\$657,500
APMNT/CONDO MEDIAN SALE



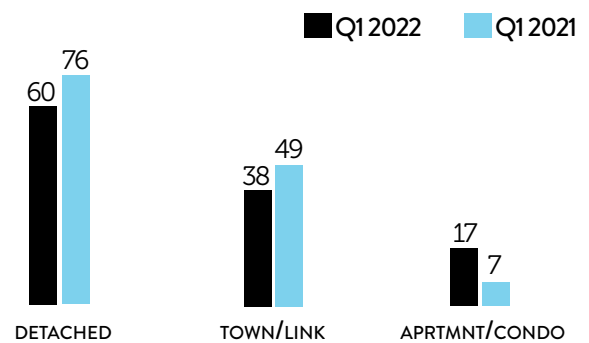
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$799,9000	115	145	0.79	\$966,000
Q1 2021 TOTAL	\$675,000	132	143	0.92	\$739,950
% CHANGE (+/-)	18.5% ▲	12.9% ▼	14% ▲	14.1% ▼	30.5% ▲
Q4 2021 TOTAL	\$749,000	66	56	1.18	\$890,000
% CHANGE (+/-)	6.8% ▲	74.2% ▲	158.9% ▲	33.0% ▼	8.5% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	77	82	▼
TOWN/LINK HOMES	49	53	▼
APARTMENT/CONDO	19	8	▲
TOTAL	145	143	▲
SALES TO NEW RATIO	0.79	0.92	▼

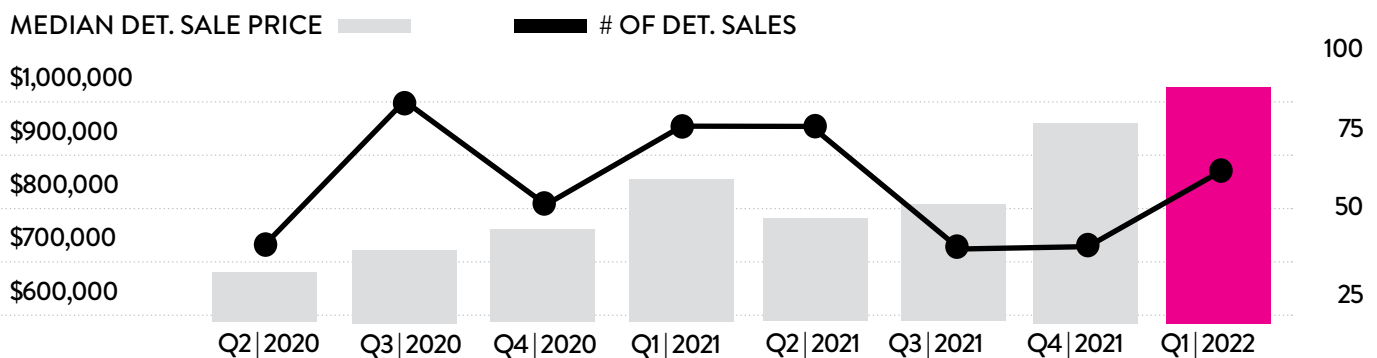
Q1 SALES BY INVENTORY TYPE



\$996,000
DETACHED MEDIAN SALE

\$994,166
TOWN/LINK MEDIAN SALE

\$657,500
APMNT/CONDO MEDIAN SALE



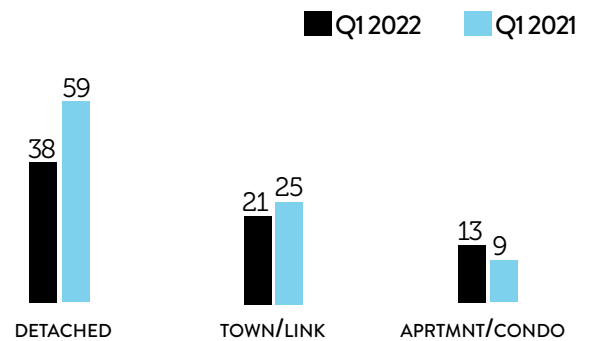
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$699,900	72	95	0.76	\$840,000
Q1 2021 TOTAL	\$655,000	93	106	0.88	\$720,000
% CHANGE (+/-)	6.8% ▲	22.6% ▼	10.4% ▼	13.6% ▼	16.7% ▲
Q4 2021 TOTAL	\$700,000	85	80	1.06	\$780,000
% CHANGE (+/-)	0.01% ▼	15.3% ▼	18.7% ▲	28.3% ▼	7.7% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	53	66	▼
TOWN/LINK HOMES	27	30	▼
APARTMENT/CONDO	15	10	▲
TOTAL	95	106	▼
SALES TO NEW RATIO	0.76	0.88	▼

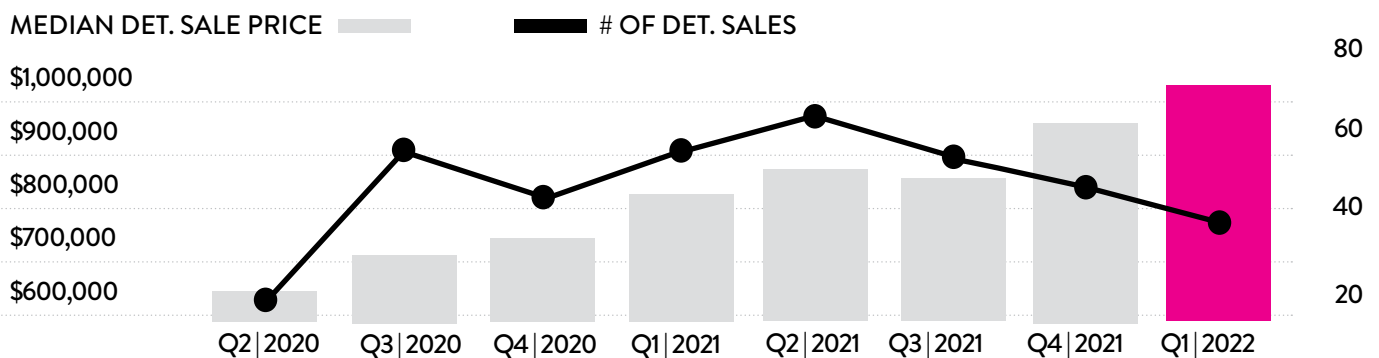
Q1 SALES BY INVENTORY TYPE



\$973,750
DETACHED MEDIAN SALE

\$755,000
TOWN/LINK MEDIAN SALE

\$473,000
APMNT/CONDO MEDIAN SALE



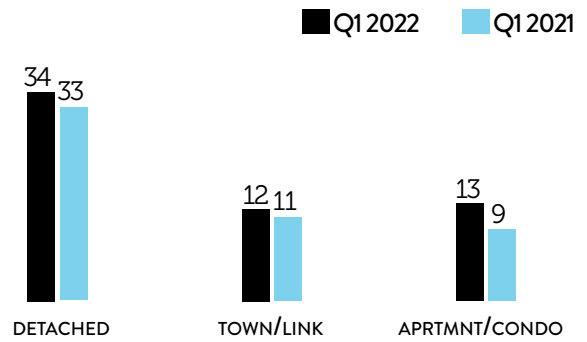
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$799,900	59	71	0.83	\$952,000
Q1 2021 TOTAL	\$649,900	53	57	0.93	\$720,000
% CHANGE (+/-)	23.1% ▲	11.3% ▲	24.6% ▲	10.7% ▼	32.2% ▲
Q4 2021 TOTAL	\$699,900	59	56	1.05	\$805,000
% CHANGE (+/-)	14.3% ▲	=	26.8% ▲	20.9% ▼	18.3% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	38	38	=
TOWN/LINK HOMES	17	12	▲
APARTMENT/CONDO	16	7	▲
TOTAL	71	57	▲
SALES TO NEW RATIO	0.83	0.93	▼

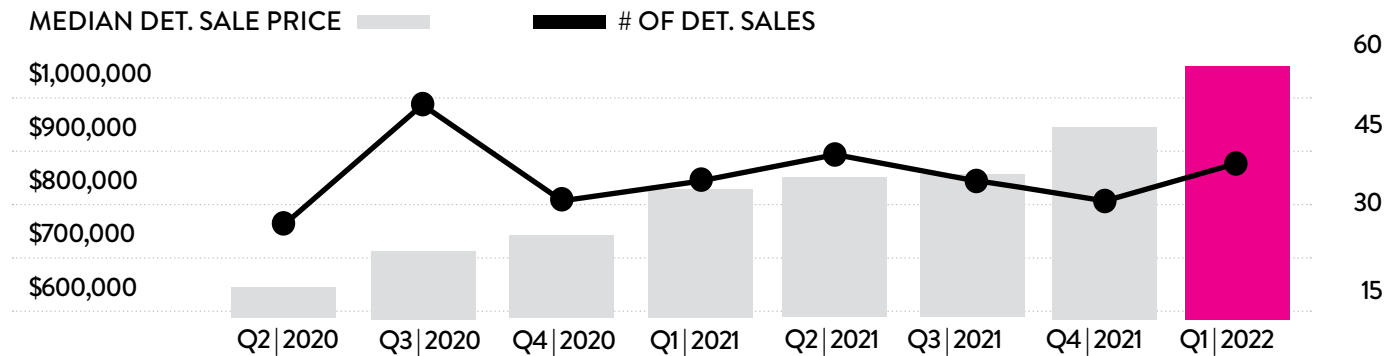
Q1 SALES BY INVENTORY TYPE



\$1,025,000
DETACHED MEDIAN SALE

\$858,000
TOWN/LINK MEDIAN SALE

\$657,000
APMNT/CONDO MEDIAN SALE



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COMPLETE DATA
Kitchener
+ Waterloo

COMPLETE DATA

Cities of
Kitchener
+ Waterloo

Q1 | SALES TO
new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.79

INSIDE THE NUMBERS

Time to be fond-o condo

Mark your calendars, Q2 2022 could be the exact moment that the brilliance of the KW development plan becomes the instant envy of surrounding communities. That rich moment when all of the condo naysayers in Cambridge and Guelph go ‘oh, yeah that makes sense now. Maybe we should do that too.’ This is your time to shine KW.

It’s a simple matter of math and common sense. Condos are the most cost-effective way for those currently paying rent to become those paying their own mortgage instead. While Guelph and Cambridge have been ‘meh’ on the idea of vertical growth, the urban portions of KW now find themselves rich with both new and upcoming resale opportunities for prospective purchasers.

This intelligent condo segment will drive KW forward and continue to attract new purchasers throughout the more paced market ahead. Your time to shine KW, go get it.

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

	Q1 2022	% Chg (Y)	Q1 2021	% Chg (Q)	Q4 2021
MEDIAN DET. SALE PRICE	\$1,075,000	31.6% ▲	\$816,833	18.1% ▲	\$910,000
NUMBER OF NEW SALES	1564	9.9% ▼	1763	13.4% ▲	1379
MEDIAN DAYS ON MARKET	6	=	6	=	6
NEW INVENTORY	1991	6.7% ▼	2134	53.5% ▲	1297

UP & DOWN
quick review

- ▲18% Q/Q increase in the KW-wide median detached sale price. Read that again. Ridiculous.
- ▲50% Q/Q jump in West Kitchener new inventory. Listings finally returned.
- ▲16% Y/Y increase in Downtown Kitchener condo median sale price. That’s light, watch for this number to explode in Q2.
- ▲4% Y/Y increase in Uptown Waterloo condo median sale price. That’s really light, see above.

- ▼0% Decline in interest in the KW market from GTA-buyers in Q1. Will that continue
- ▼29% Y/Y slide in East Waterloo sales volume. Perhaps that 34% Y/Y bump in median sale price played a role?
- ▼16% Y/Y reduction in the Uptown Waterloo sales to new listing ratio. We see this number going back the other way in Q2.
- ▼10% Y/Y drop in KW-wide sales volume. Driven by a decline in detached, watch for this trend to continue into Q2.

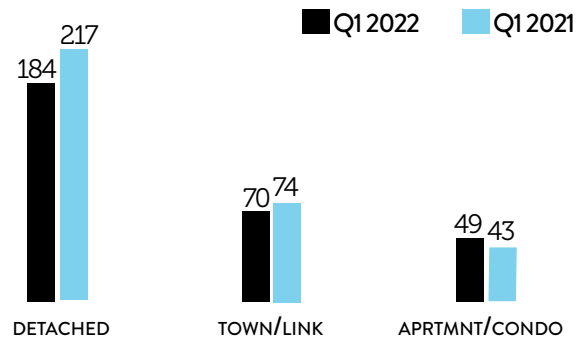
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$699,900	303	379	0.80	\$910,000
Q1 2021 TOTAL	\$625,000	334	443	0.75	\$709,500
% CHANGE (+/-)	11.9% ▲	9.3% ▼	14.4% ▼	6.7% ▲	28.3% ▲
Q4 2021 TOTAL	\$650,000	268	251	1.07	\$810,500
% CHANGE (+/-)	7.7% ▲	13.1% ▲	51.0% ▲	25.2% ▼	12.3% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	230	298	▼
TOWN/LINK HOMES	87	101	▼
APARTMENT/CONDO	62	44	▲
TOTAL	379	443	▼
SALES TO NEW RATIO	0.80	0.75	▲

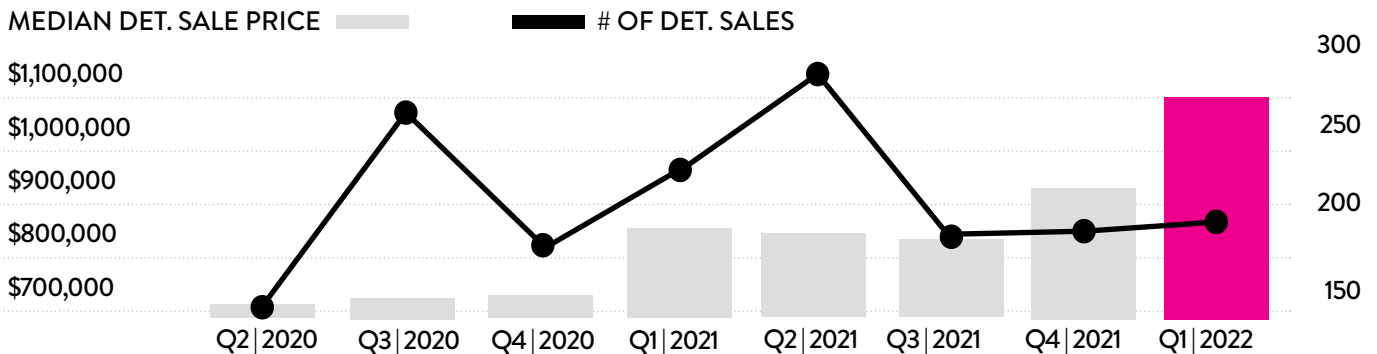
Q1 SALES BY INVENTORY TYPE



\$1,047,750
DETACHED MEDIAN SALE

\$850,000
TOWN/LINK MEDIAN SALE

\$550,000
APMNT/CONDO MEDIAN SALE



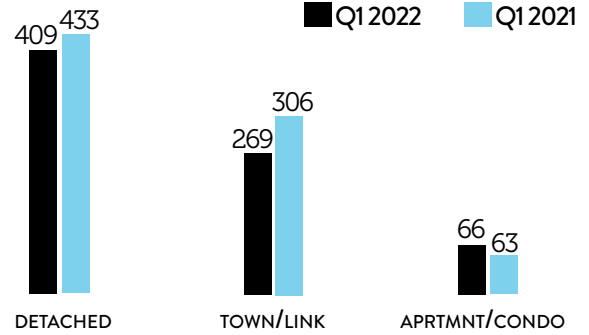
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$700,000	744	957	0.78	\$933,000
Q1 2021 TOTAL	\$599,900	802	985	0.81	\$709,500
% CHANGE (+/-)	16.7% ▲	7.2% ▼	2.8% ▼	3.7% ▼	31.5% ▲
Q4 2021 TOTAL	\$650,000	659	638	1.03	\$782,500
% CHANGE (+/-)	7.7% ▲	12.9% ▲	50.0% ▲	24.3% ▼	19.2% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	517	538	▼
TOWN/LINK HOMES	358	379	▼
APARTMENT/CONDO	82	68	▲
TOTAL	957	985	▼
SALES TO NEW RATIO	0.78	0.81	▼

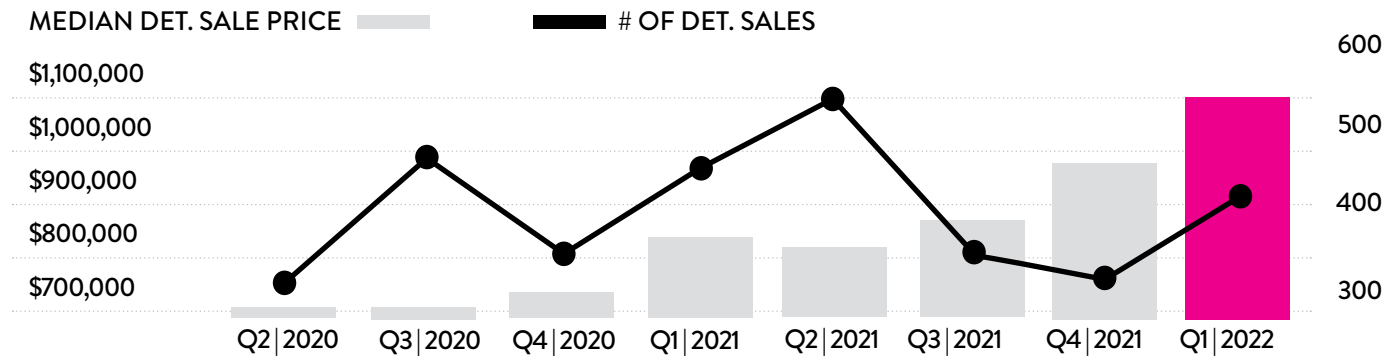
Q1 SALES BY INVENTORY TYPE



\$1,050,000
DETACHED MEDIAN SALE

\$840,000
TOWN/LINK MEDIAN SALE

\$540,000
APMNT/CONDO MEDIAN SALE



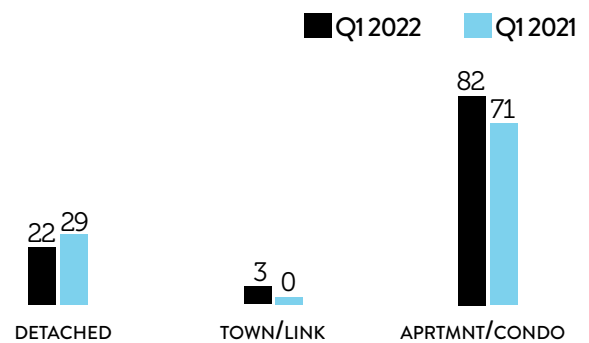
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$499,900	107	131	0.82	\$600,000
Q1 2021 TOTAL	\$454,900	100	113	0.88	\$421,000
% CHANGE (+/-)	9.9% ▲	7.0% ▲	15.9% ▲	6.8% ▼	42.5% ▲
Q4 2021 TOTAL	\$499,900	66	76	0.87	\$542,500
% CHANGE (+/-)	=	62.1% ▲	72.4% ▲	5.7% ▼	10.6% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	26	40	▼
TOWN/LINK HOMES	4	2	▲
APARTMENT/CONDO	101	71	▲
TOTAL	131	113	▲
SALES TO NEW RATIO	0.82	0.88	▼

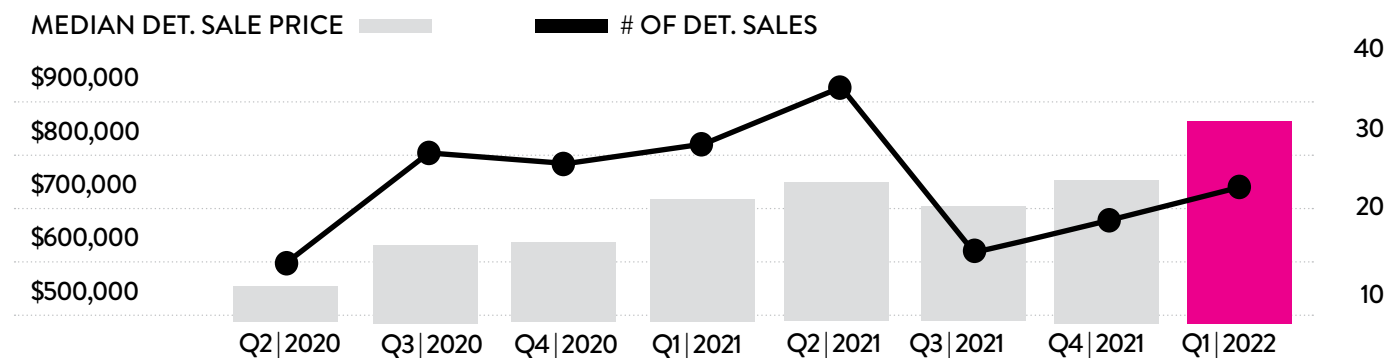
Q1 SALES BY INVENTORY TYPE



\$812,500
DETACHED MEDIAN SALE

\$899,000
TOWN/LINK MEDIAN SALE

\$568,750
APMNT/CONDO MEDIAN SALE



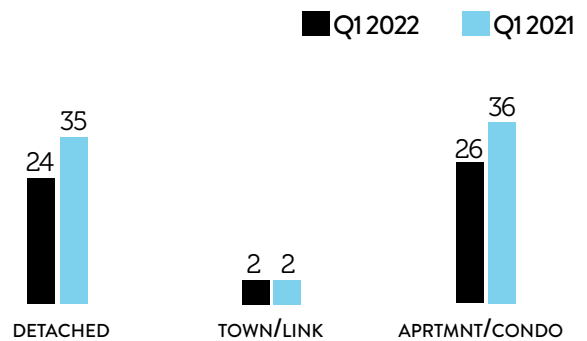
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$675,000	52	75	0.69	\$752,500
Q1 2021 TOTAL	\$599,900	73	89	0.82	\$620,000
% CHANGE (+/-)	12.5% ▲	28.8% ▼	15.7% ▼	15.8% ▼	21.4% ▲
Q4 2021 TOTAL	\$615,000	59	58	1.02	\$660,000
% CHANGE (+/-)	9.8% ▲	11.9% ▼	29.3% ▲	32.3% ▼	14.0% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	33	45	▼
TOWN/LINK HOMES	5	3	▲
APARTMENT/CONDO	37	41	▼
TOTAL	75	89	▼
SALES TO NEW RATIO	0.69	0.82	▼

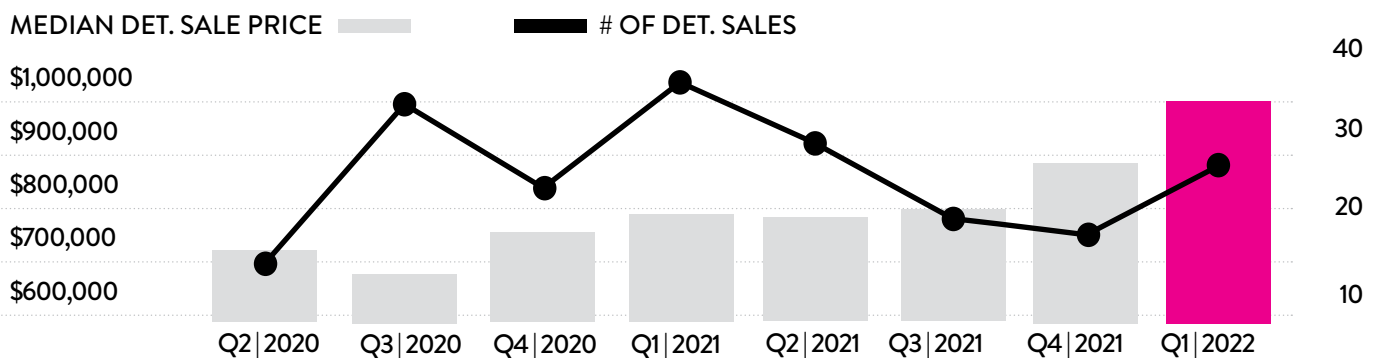
Q1 SALES BY INVENTORY TYPE



\$952,000
DETACHED MEDIAN SALE

\$798,000
TOWN/LINK MEDIAN SALE

\$611,500
APMNT/CONDO MEDIAN SALE



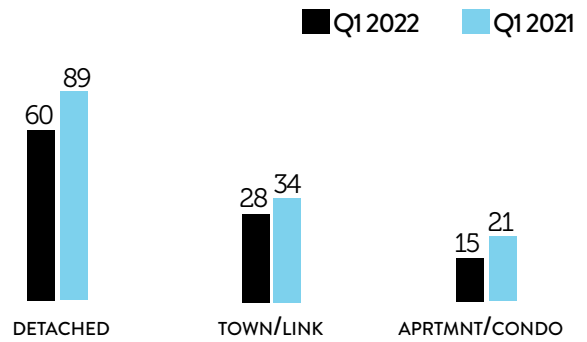
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$749,000	103	131	0.79	\$1,012,000
Q1 2021 TOTAL	\$666,500	144	173	0.83	\$754,100
% CHANGE (+/-)	12.5% ▲	28.5% ▼	24.3% ▼	4.8% ▼	34.2% ▲
Q4 2021 TOTAL	\$699,900	113	106	1.07	\$825,000
% CHANGE (+/-)	7.1% ▲	8.8% ▼	23.6% ▲	26.2% ▼	22.7% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	78	109	▼
TOWN/LINK HOMES	35	43	▼
APARTMENT/CONDO	18	21	▼
TOTAL	131	173	▼
SALES TO NEW RATIO	0.79	0.83	▼

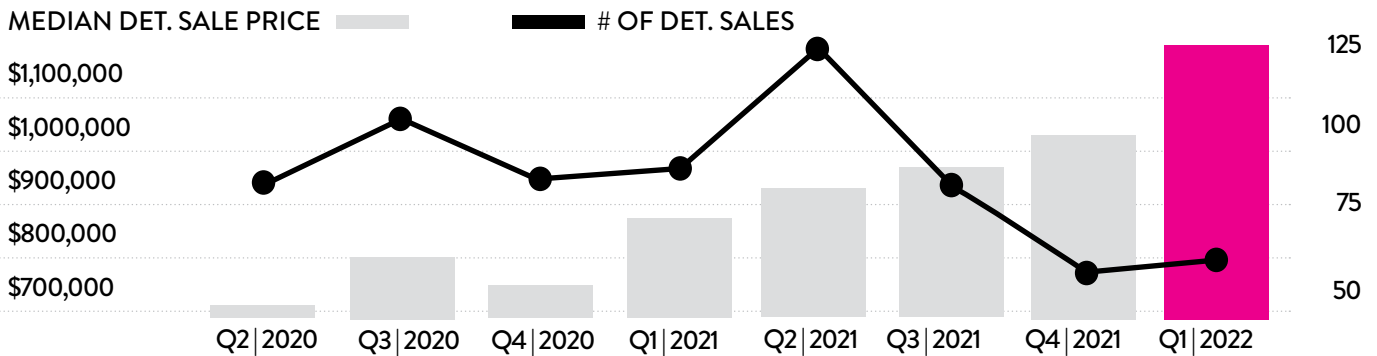
Q1 SALES BY INVENTORY TYPE



\$1,162,500
DETACHED MEDIAN SALE

\$943,500
TOWN/LINK MEDIAN SALE

\$550,000
APMNT/CONDO MEDIAN SALE



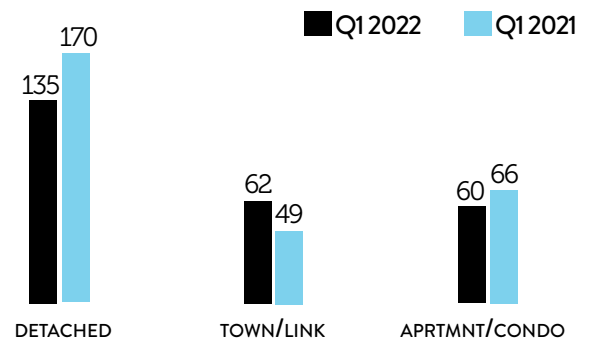
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$699,900	257	321	0.80	\$923,000
Q1 2021 TOTAL	\$650,000	285	331	0.86	\$731,891
% CHANGE (+/-)	7.7% ▲	9.8% ▼	3.0% ▼	70% ▼	26.1% ▲
Q4 2021 TOTAL	\$699,900	219	208	1.05	\$830,000
% CHANGE (+/-)	=	17.3% ▲	54.3% ▲	23.8% ▼	11.2% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
DETACHED HOMES	172	200	▼
TOWN/LINK HOMES	74	59	▲
APARTMENT/CONDO	75	72	▲
TOTAL	321	331	▼
SALES TO NEW RATIO	0.80	0.86	▼

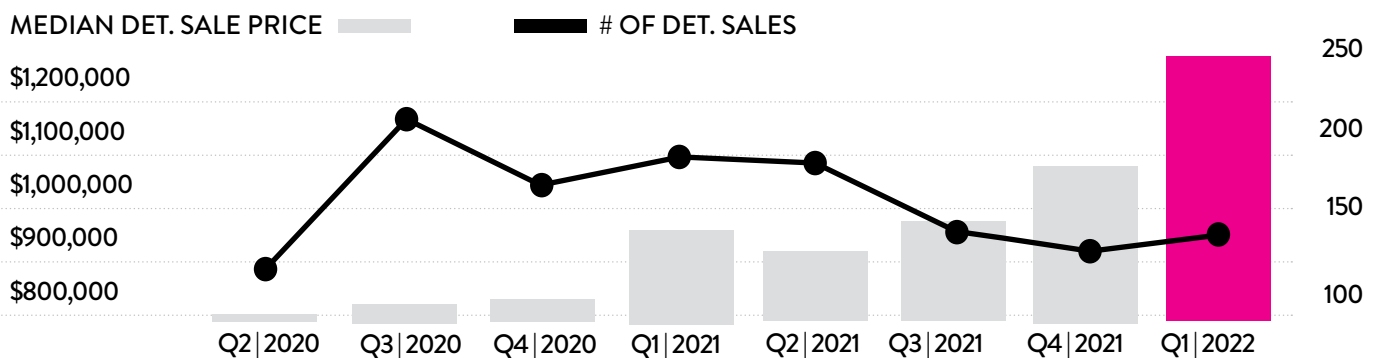
Q1 SALES BY INVENTORY TYPE



\$1,225,500
DETACHED MEDIAN SALE

\$800,000
TOWN/LINK MEDIAN SALE

\$537,100
APMNT/CONDO MEDIAN SALE



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Townships

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The Townships

INSIDE THE NUMBERS

The last of the unplucked gems

The covid-driven mass-migration out of the urban areas across the Region might be mostly complete, but there is still dust yet to be settled. What we are left with now is a balancing act, the same type of filtering we witnessed from buyers in the cities over the past two years. Some of the price gaps between the various Townships are still too severe and should begin to sort itself out over the next few Q's.

Opportunities even at these price points? Yes. Both the rural and urban areas of Centre Wellington are once again a value play when stacked up against the surrounding competition. The data says North Dumfries, Wellesley and Wilmot Townships all still have room to grow.

Stay plugged in, friends.

Q1 | SALES TO
new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.73

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

	Q1 2022	% Chg (Y)	Q1 2021	% Chg (Q)	Q4 2021
MEDIAN DET. SALE PRICE	\$1,125,000	40.6% ▲	\$800,000	13.1% ▲	\$995,000
NUMBER OF NEW SALES	458	75% ▼	495	17.7% ▲	389
MEDIAN DAYS ON MARKET	7	1 day ▲	6	=	7
NEW INVENTORY	626	9.6% ▲	571	7.8% ▲	352

UP & DOWN
quick review

▲60% Q/Q spike in the Puslinch median sale price. Now over 2 mil. Wowzers.

▲16% Q/Q surge in the Centre Wellington median sale price. Still a relative rural 'bargain' at 950k.

▲29% Y/Y increase in the North Dumfries median sale price. Catching up, but we say there is still room to go.

▲29% Q/Q increase in the Wellesley median sale price. We could see this big leap coming. And boy, did it ever.

▼34% Y/Y drop in the sales to new listing ratio across the Townships. A more balanced market was the norm.

▼32% Y/Y slide in Woolwich single family sales volume. 4th Q in a row & we say this trend continues into Q2.

▼9% Y/Y reduction in the Puslinch sales to new listing ratio. Could we see a buyer's market here in Q2?

▼36% Q/Q decline in the Guelph Eramosa sales to new listing ratio. We see more of this in Q2.

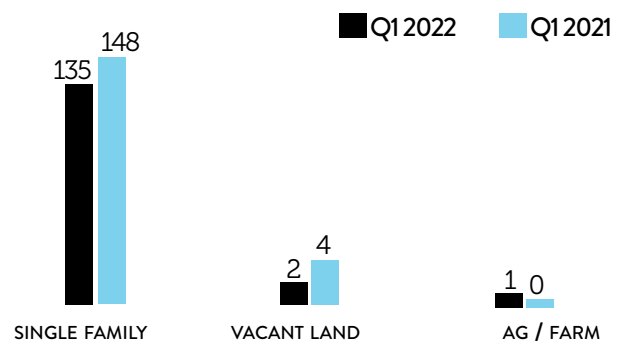
CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$779,900	138	178	0.78	\$950,000
Q1 2021 TOTAL	\$749,900	152	134	1.13	\$750,000
% CHANGE (+/-)	6.7% ▲	9.2% ▼	32.8% ▲	31.0% ▼	26.7% ▲
Q4 2021 TOTAL	\$749,000	91	83	1.10	\$820,000
% CHANGE (+/-)	6.8% ▲	51.6% ▲	114.5% ▲	29.1% ▼	15.8% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	170	129	▲
VACANT LAND	4	5	▼
AG / FARM	4	0	▲
TOTAL	178	134	▲
SALES TO NEW RATIO	0.78	1.13	▼

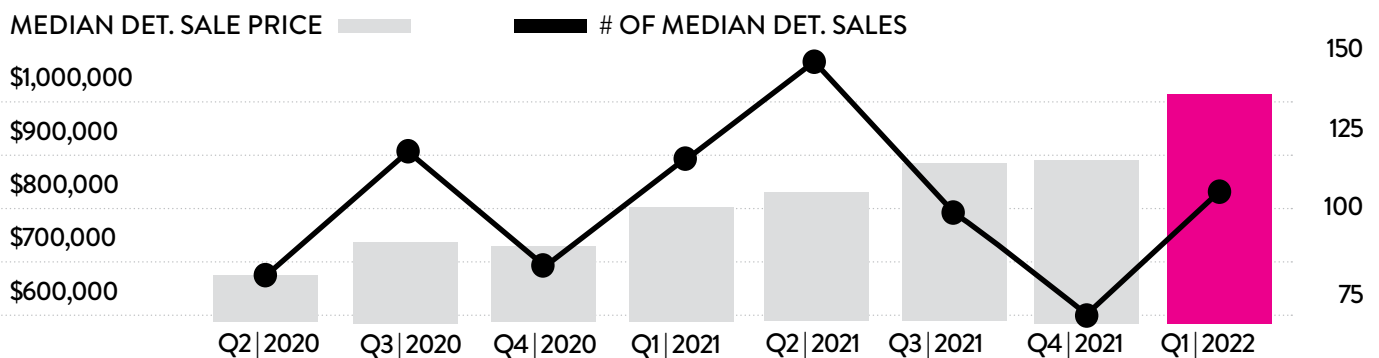
Q1 SALES BY INVENTORY TYPE



\$950,000
SINGLE FAMILY MEDIAN

\$995,000
VACANT LAND MEDIAN

\$3,895,000
AG / FARM MEDIAN



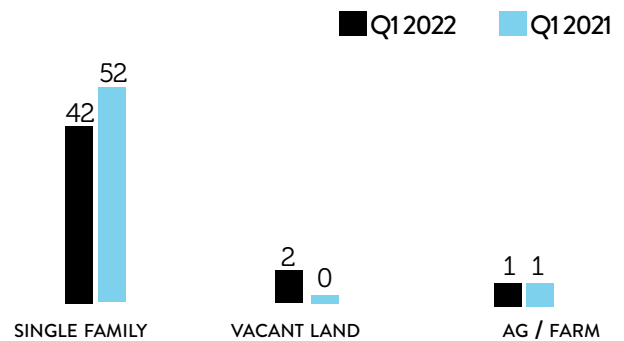
GUELPH ERAMOS

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$1,232,000	45	63	0.71	\$1,295,000
Q1 2021 TOTAL	\$899,900	53	69	0.77	\$1,000,000
% CHANGE (+/-)	36.9% ▲	15.1% ▼	8.7% ▼	78% ▼	29.5% ▲
Q4 2021 TOTAL	\$1,150,000	51	46	1.11	\$1,200,000
% CHANGE (+/-)	7.1% ▲	11.8% ▼	37.1% ▲	36.0% ▼	7.9% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	60	65	▼
VACANT LAND	3	2	▲
AG / FARM	0	2	▼
TOTAL	63	69	▼
SALES TO NEW RATIO	0.71	0.77	▼

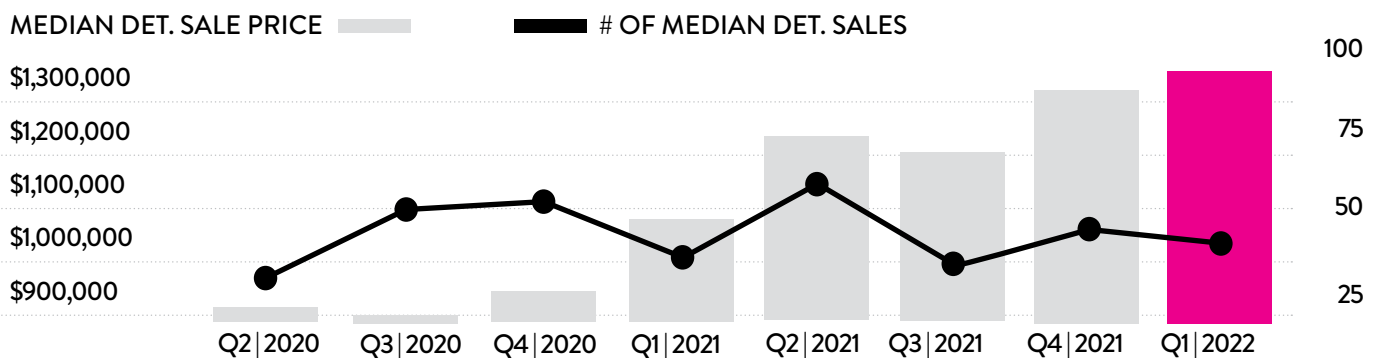
Q1 SALES BY INVENTORY TYPE



\$1,295,000
SINGLE FAMILY MEDIAN

\$1,132,500
VACANT LAND MEDIAN

\$3,800,000
AG / FARM MEDIAN



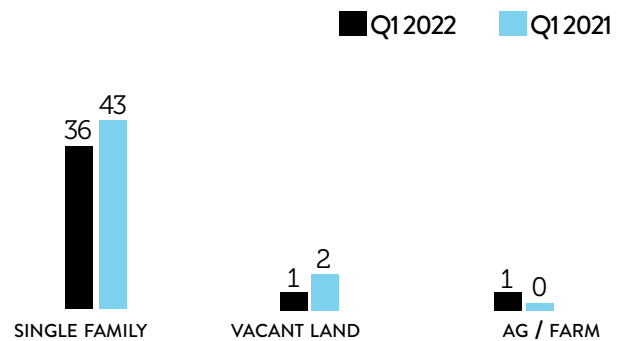
NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$850,000	38	47	0.81	\$1,077,500
Q1 2021 TOTAL	\$732,500	45	58	0.78	\$835,000
% CHANGE (+/-)	16.0% ▲	15.6% ▼	19.0% ▼	24.3% ▲	29.0% ▲
Q4 2021 TOTAL	\$799,900	32	30	1.07	\$950,000
% CHANGE (+/-)	6.3% ▲	18.7% ▲	56.7% ▲	17.4% ▼	13.4% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	44	53	▼
VACANT LAND	2	5	▼
AG / FARM	1	0	▲
TOTAL	47	58	▼
SALES TO NEW RATIO	0.81	0.78	▲

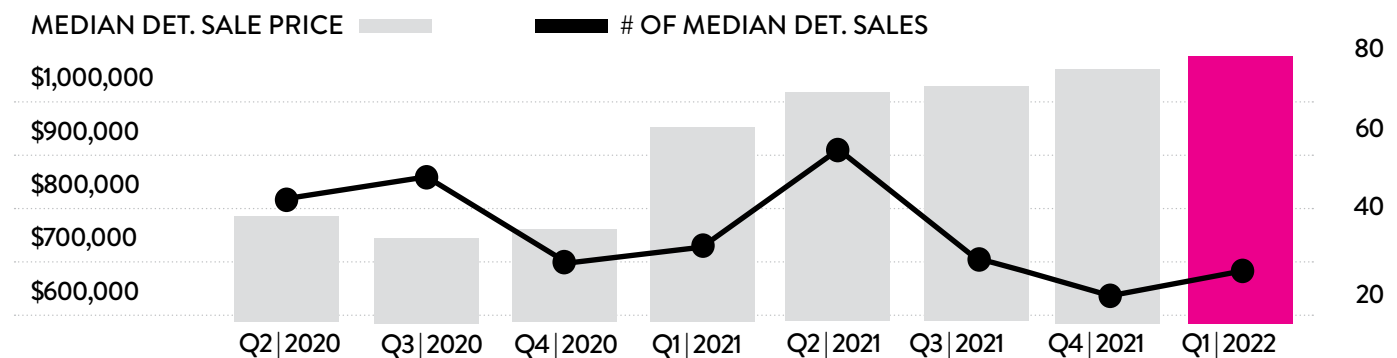
Q1 SALES BY INVENTORY TYPE



\$1,077,500
SINGLE FAMILY MEDIAN

\$675,000
VACANT LAND MEDIAN

\$3,515,500
AG / FARM MEDIAN



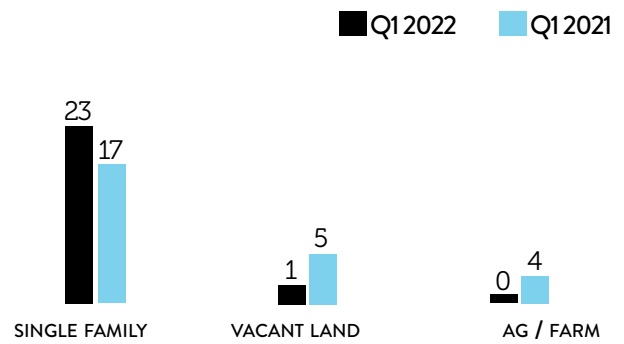
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$1,899,900	24	45	0.53	\$2,050,000
Q1 2021 TOTAL	\$1,962,500	26	45	0.58	\$1,910,000
% CHANGE (+/-)	3.2% ▼	77% ▼	=	8.6% ▼	73% ▲
Q4 2021 TOTAL	\$1,300,000	24	33	0.73	\$1,280,000
% CHANGE (+/-)	46.1% ▲	=	36.4% ▲	27.4% ▼	60.2% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	37	32	▲
VACANT LAND	8	9	▼
AG / FARM	0	4	▼
TOTAL	45	45	=
SALES TO NEW RATIO	0.53	0.58	▼

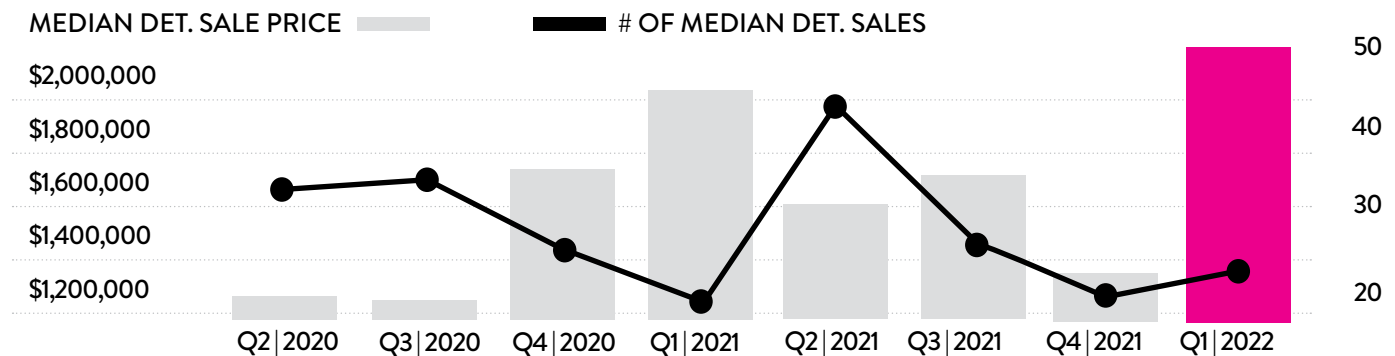
Q1 SALES BY INVENTORY TYPE



\$2,050,000
SINGLE FAMILY MEDIAN

\$1,600,000
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



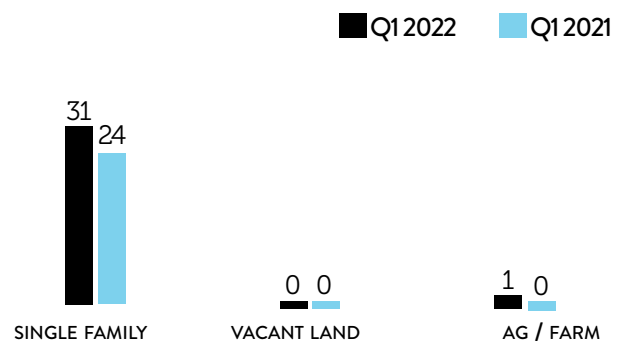
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$995,000	32	43	0.74	\$1,200,000
Q1 2021 TOTAL	\$1,100,000	24	25	0.96	\$834,000
% CHANGE (+/-)	9.5% ▼	33.3% ▲	72.0% ▲	22.9% ▼	43.9% ▲
Q4 2021 TOTAL	\$725,000	18	21	0.86	\$935,000
% CHANGE (+/-)	37.2% ▲	77.8% ▲	104.8% ▲	13.9% ▼	28.3% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	42	24	▲
VACANT LAND	0	1	▼
AG / FARM	1	0	▲
TOTAL	43	25	▲
SALES TO NEW RATIO	0.74	0.96	▼

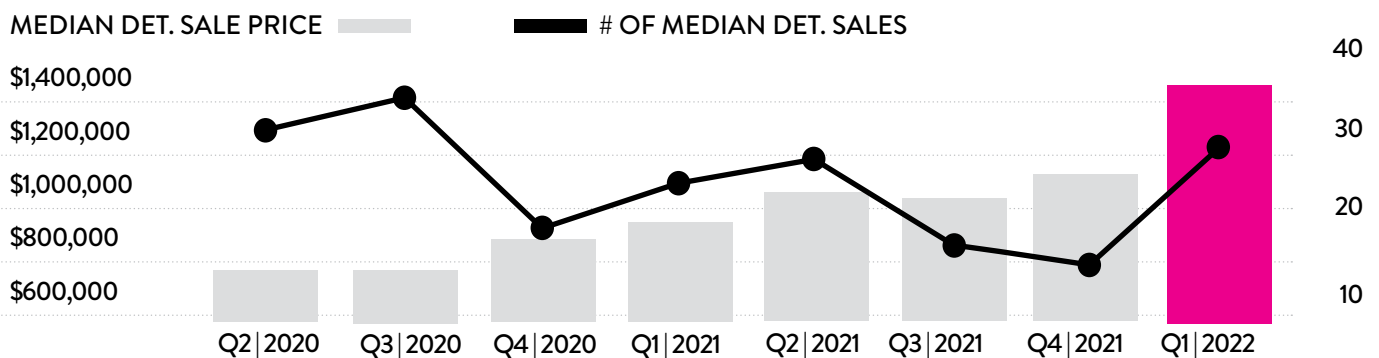
Q1 SALES BY INVENTORY TYPE



\$1,200,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$3,200,000
AG / FARM MEDIAN



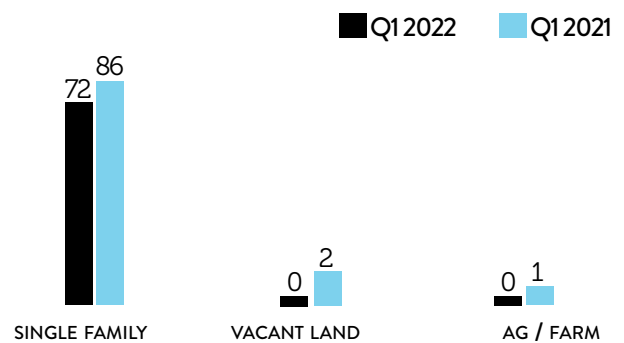
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$850,000	72	92	0.78	\$1,035,000
Q1 2021 TOTAL	\$699,900	89	106	0.84	\$777,500
% CHANGE (+/-)	21.4% ▲	19.1% ▼	13.2% ▼	71% ▼	33.1% ▲
Q4 2021 TOTAL	\$850,000	62	60	1.03	\$975,000
% CHANGE (+/-)	=	16.1% ▲	53.3% ▲	24.3% ▼	6.1% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	88	100	▼
VACANT LAND	4	3	▲
AG / FARM	0	3	▼
TOTAL	92	106	▼
SALES TO NEW RATIO	0.78	0.84	▼

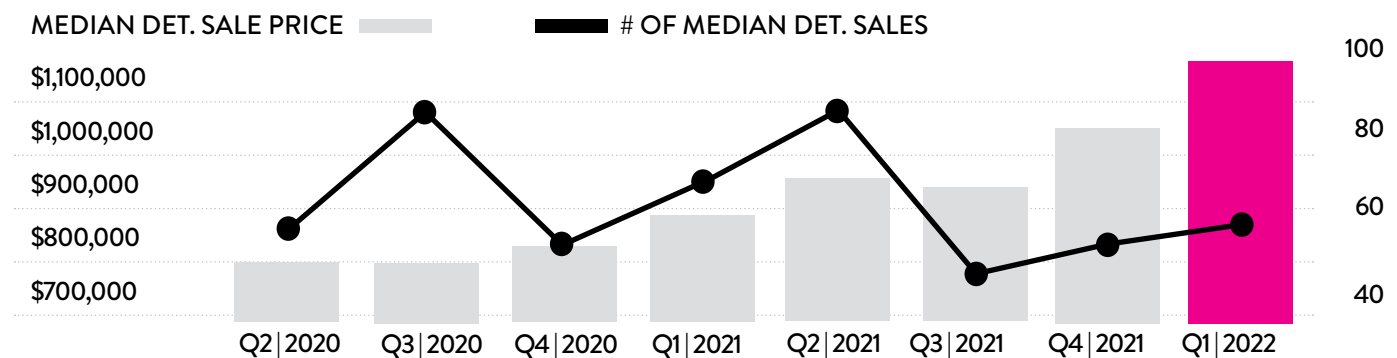
Q1 SALES BY INVENTORY TYPE



\$1,035,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



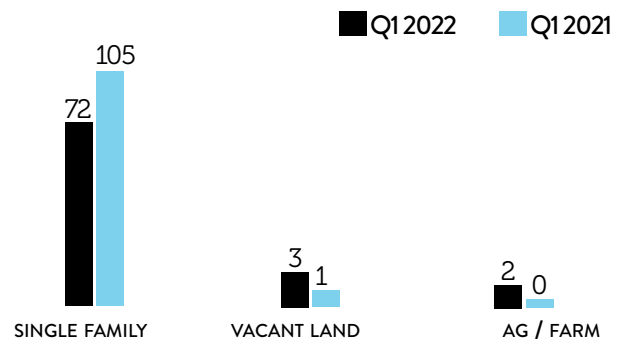
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2022 TOTAL	\$849,900	77	99	0.78	\$1,100,000
Q1 2021 TOTAL	\$699,900	106	134	0.79	\$762,000
% CHANGE (+/-)	21.4% ▲	27.4% ▼	26.1% ▼	13% ▼	44.4% ▲
Q4 2021 TOTAL	\$799,000	84	75	1.12	\$941,000
% CHANGE (+/-)	6.4% ▲	8.3% ▼	32.0% ▲	30.3% ▼	16.9% ▲

Q1 NEW INVENTORY

	Q1 2022	Q1 2021	TREND
SINGLE FAMILY	91	133	▼
VACANT LAND	7	1	▲
AG / FARM	1	0	▲
TOTAL	99	134	▼
SALES TO NEW RATIO	0.78	0.79	▼

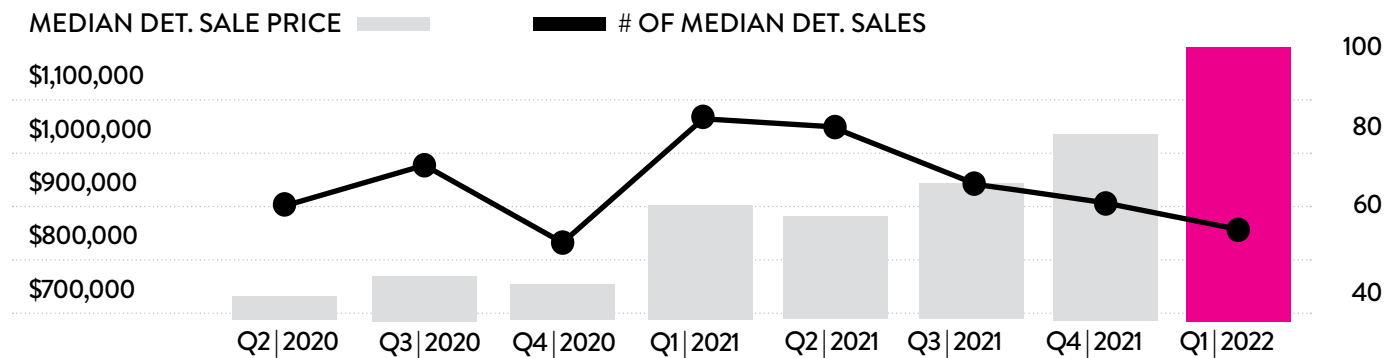
Q1 SALES BY INVENTORY TYPE



\$1,100,000
SINGLE FAMILY MEDIAN

\$1,150,000
VACANT LAND MEDIAN

\$3,937,500
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 for a micro view on individual neighbourhoods.

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

