

TW 3 2018

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TRILLIUMWEST
QUARTERLY DATA REPORT

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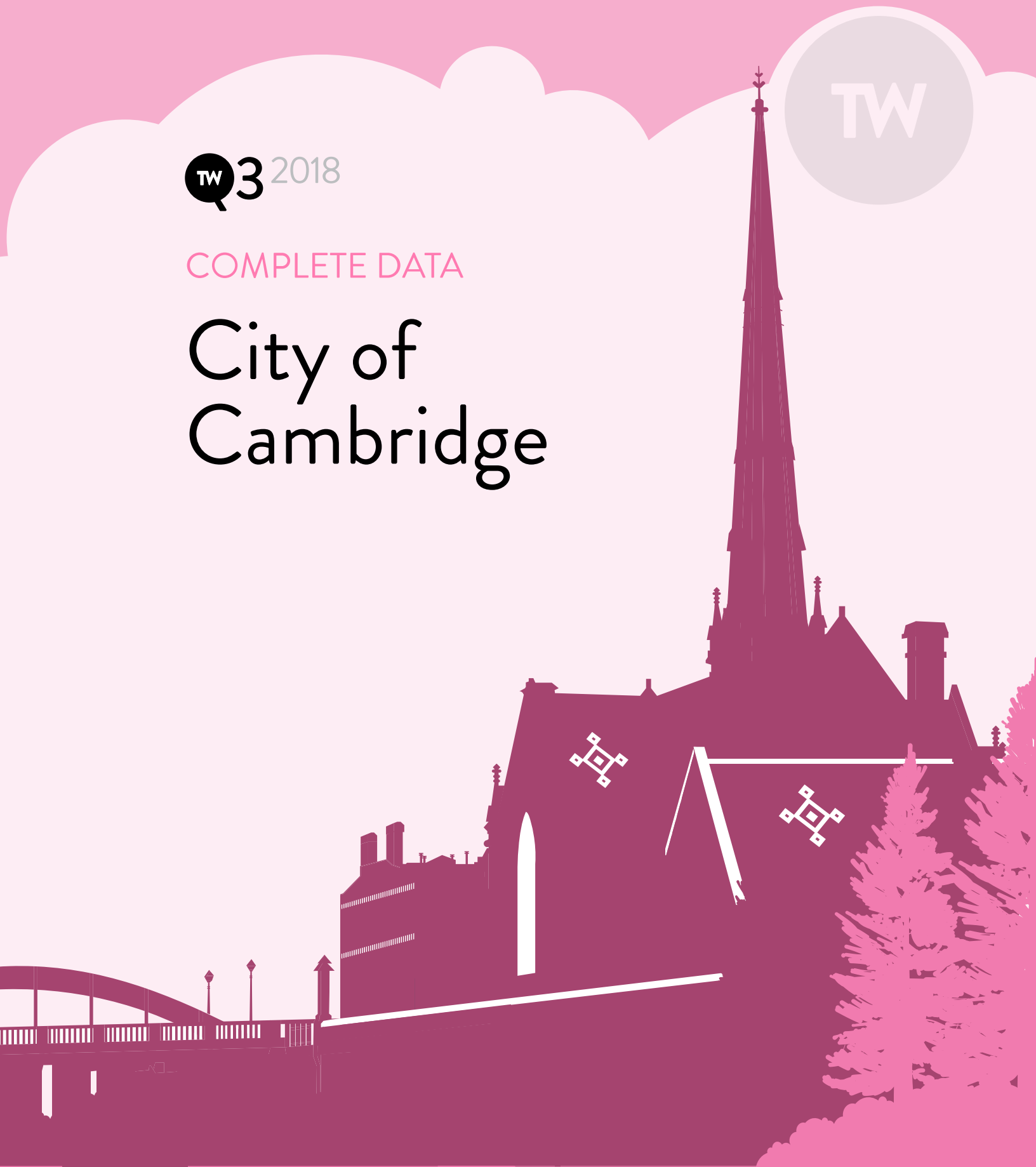


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TW 3 2018

COMPLETE DATA

City of Cambridge



TRILLIUMWEST
QUARTERLY DATA REPORT

COMPLETE DATA

City of Cambridge

Q3 | SALES TO

new listing ratio

A time of year typically short on inventory, this lead indicator rose back up again. Sellers were still in control.

0.62

INSIDE THE NUMBERS

Looking to get into the market? Cambridge has a lot to offer.

Cambridge continues to be one of the most affordable places to live in the region with a median detached sales price of \$475,000 for Q3 down just 2.1% from Q2 2018 with the Preston area of Cambridge leading the way at a very reasonable \$439,450 for the median detached home.

North Galt saw the biggest gains in Y/Y with a 16.2% increase in the median sale price largely due to its proximity to 401 for commuters, the many amenities the area has to offer and its reputation for good schools.

Don't know the area? Curious about neighborhood amenities, features and schools? Ask your TW pro.

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

	Q3 2018	% Chg (Y)	Q3 2017	% Chg (Q)	Q2 2018
MEDIAN DET. SALE PRICE	\$475,000	4.6% ▲	\$454,000	2.1% ▼	\$485,000
NUMBER OF NEW SALES	442	77% ▼	479	22% ▼	567
MEDIAN DAYS ON MARKET	19	4 days ▲	15	5 days ▲	14
NEW INVENTORY	708	0.42% ▼	711	16.6% ▼	849

UP & DOWN quick review



Q3 2018 sales for detached and townhomes in Preston outpacing Q3 2017.



Y/Y increase in the median sale price for North Galt with 25.5% increase in sales to new ratio.



\$400,000 median condo sale for North Galt - highest in all of Cambridge. Likely due to the many high-end townhouse condo developments near Townline.



Y/Y increase in median sale price in East Galt and 3.8% Q/Q.



Q/Q decrease in sales volume in Hespeler but new inventory also dropped 28% during the same period which could account for lagging sales.



Q/Q decrease in sales to new ratio in West Galt. Make sure your price is right in this area - approaching a buyer's market.



Y/Y decrease in volume of sales in East Galt - stability is returning to the East end.



Q/Q sales down in West Galt and down 18.2% Y/Y.

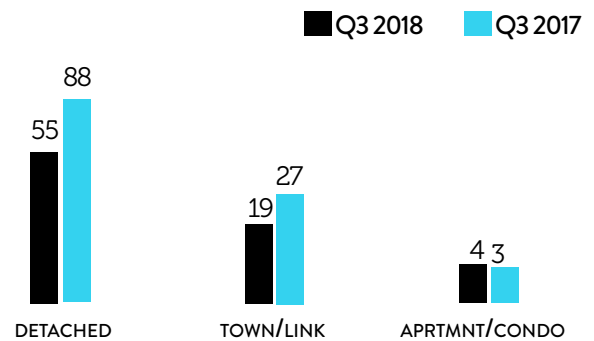
HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$534,900	78	131	0.60	\$467,500
Q3 2017 TOTAL	\$499,900	118	156	0.76	\$479,950
% CHANGE (+/-)	70% ▲	33.9% ▼	16% ▼	21.1% ▼	2.6% ▼
Q2 2018 TOTAL	\$499,800	130	181	0.72	\$480,000
% CHANGE (+/-)	70% ▲	40% ▼	27.6% ▼	16.7% ▼	2.6% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	104	121	▼
TOWN/LINK HOMES	24	31	▼
APARTMENT/CONDO	3	4	▼
TOTAL	131	156	▼
SALES TO NEW RATIO	0.60	0.76	▼

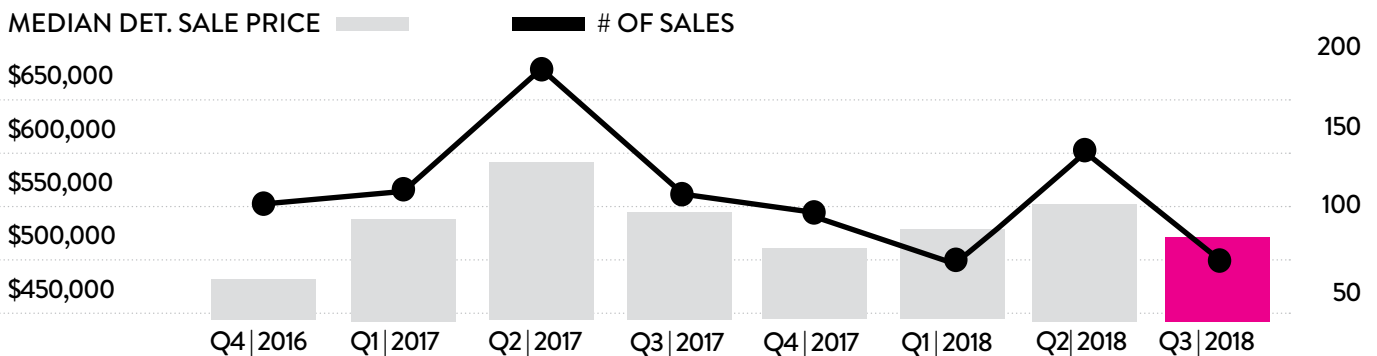
Q3 SALES BY INVENTORY TYPE



\$509,000
DETACHED MEDIAN SALE

\$398,900
TOWN/LINK MEDIAN SALE

\$224,750
APMNT/CONDO MEDIAN SALE



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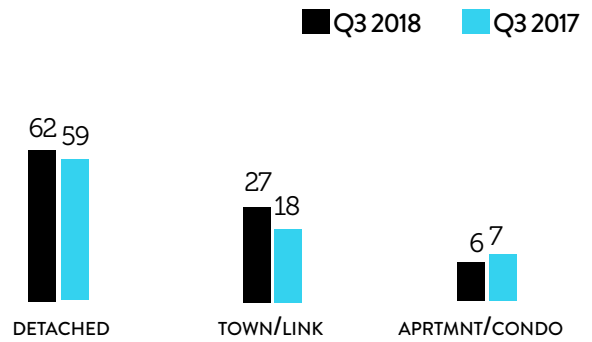
PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$429,900	95	153	0.62	\$400,900
Q3 2017 TOTAL	\$399,000	84	139	0.60	\$365,375
% CHANGE (+/-)	7.7% ▲	13.1% ▲	10.1% ▲	3.3% ▲	9.7% ▲
Q2 2018 TOTAL	\$420,000	89	122	0.73	\$403,000
% CHANGE (+/-)	2.4% ▲	6.7% ▲	25.4% ▲	15.1% ▼	0.52% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	100	98	▲
TOWN/LINK HOMES	43	30	▲
APARTMENT/CONDO	10	11	▼
TOTAL	153	139	▲
SALES TO NEW RATIO	0.62	0.60	▲

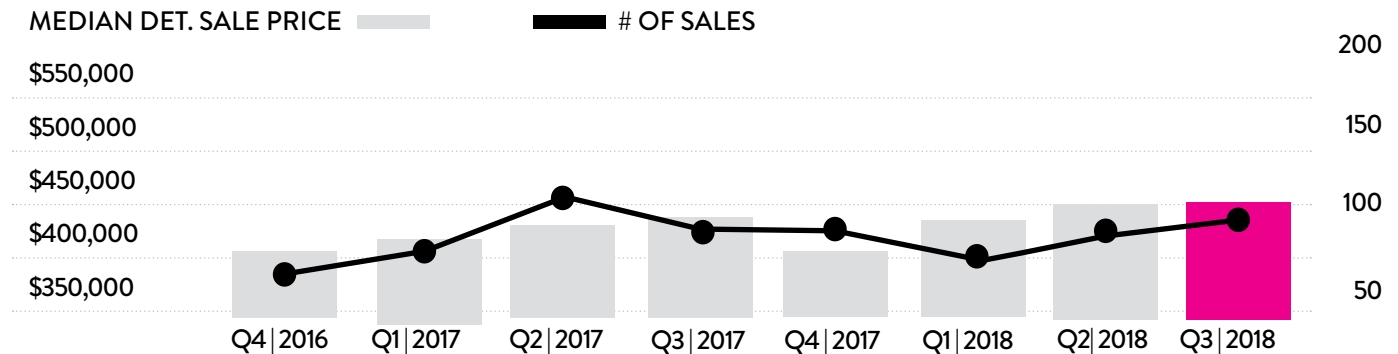
Q3 SALES BY INVENTORY TYPE



\$439,450
DETACHED MEDIAN SALE

\$353,400
TOWN/LINK MEDIAN SALE

\$305,000
APMNT/CONDO MEDIAN SALE



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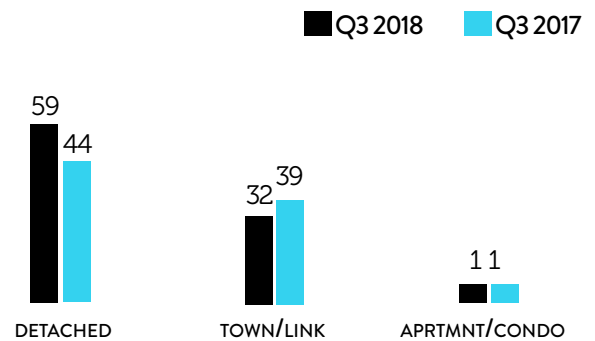
NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$499,900	92	134	0.69	\$465,000
Q3 2017 TOTAL	\$419,900	84	131	0.64	\$400,000
% CHANGE (+/-)	191% ▲	9.5% ▲	2.3% ▲	78% ▲	16.2% ▲
Q2 2018 TOTAL	\$575,000	98	179	0.55	\$455,500
% CHANGE (+/-)	13.1% ▼	6.1% ▼	25.1% ▼	25.5% ▲	2.1% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	84	76	▲
TOWN/LINK HOMES	48	53	▼
APARTMENT/CONDO	2	2	=
TOTAL	134	131	▲
SALES TO NEW RATIO	0.69	0.64	▲

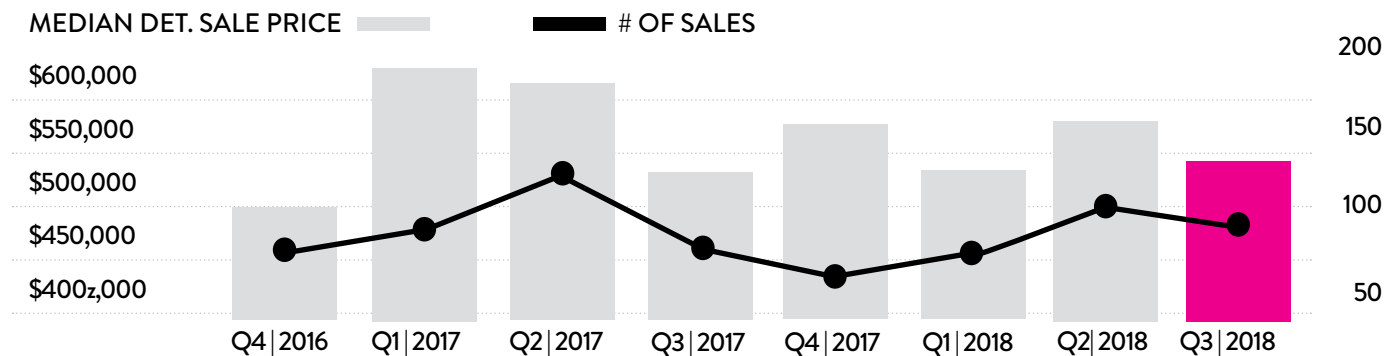
Q3 SALES BY INVENTORY TYPE



\$520,000
DETACHED MEDIAN SALE

\$384,000
TOWN/LINK MEDIAN SALE

\$400,000
APMNT/CONDO MEDIAN SALE



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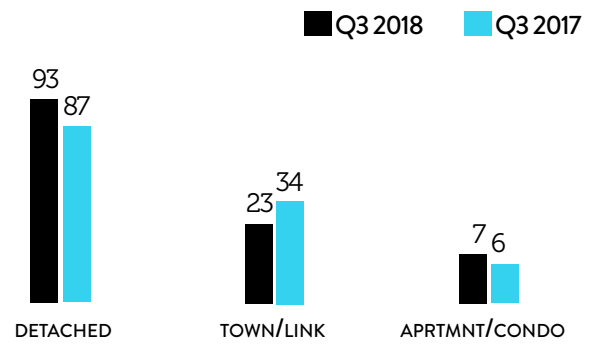
EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$429,900	123	184	0.67	\$415,000
Q3 2017 TOTAL	\$399,450	127	172	0.74	\$384,000
% CHANGE (+/-)	76% ▲	3.1% ▼	7% ▲	9.5% ▼	8.1% ▲
Q2 2018 TOTAL	\$419,900	153	220	0.70	\$399,900
% CHANGE (+/-)	2.4% ▲	19.6% ▼	16.4% ▼	4.3% ▼	3.8% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	141	119	▲
TOWN/LINK HOMES	36	45	▼
APARTMENT/CONDO	7	8	▼
TOTAL	184	172	▲
SALES TO NEW RATIO	0.67	0.74	▼

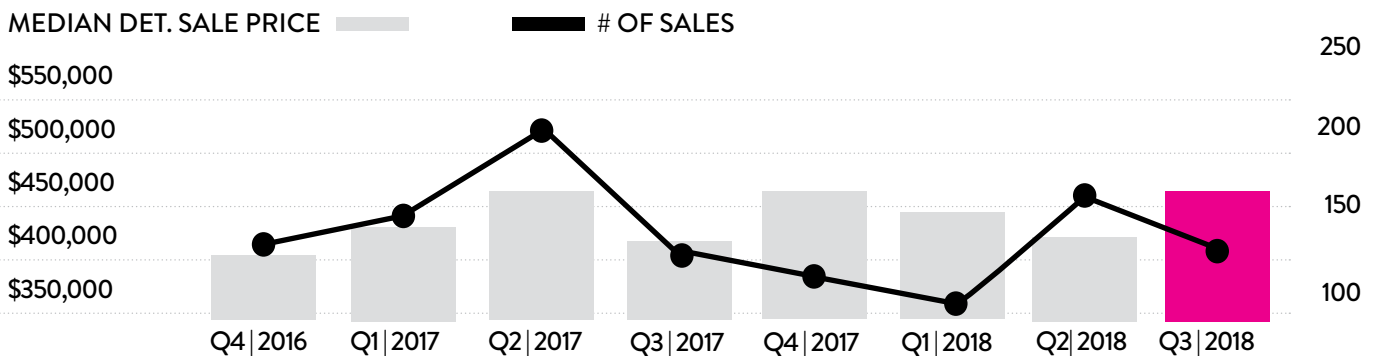
Q3 SALES BY INVENTORY TYPE



\$445,000
DETACHED MEDIAN SALE

\$395,000
TOWN/LINK MEDIAN SALE

\$285,000
APMNT/CONDO MEDIAN SALE



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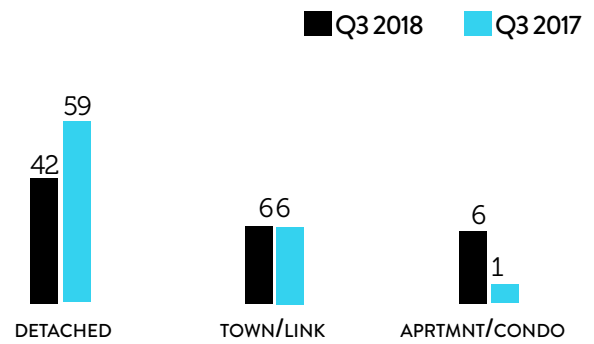
WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$577,400	54	106	0.51	\$476,000
Q3 2017 TOTAL	\$499,000	66	113	0.58	\$423,235
% CHANGE (+/-)	15.7% ▲	18.2% ▼	6.2% ▼	12.1% ▼	12.5% ▲
Q2 2018 TOTAL	\$496,900	97	147	0.66	\$450,000
% CHANGE (+/-)	16.2% ▲	44.3% ▼	27.9% ▼	22.7% ▼	5.8% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	82	94	▼
TOWN/LINK HOMES	17	17	=
APARTMENT/CONDO	7	2	▲
TOTAL	106	113	▼
SALES TO NEW RATIO	0.51	0.58	▼

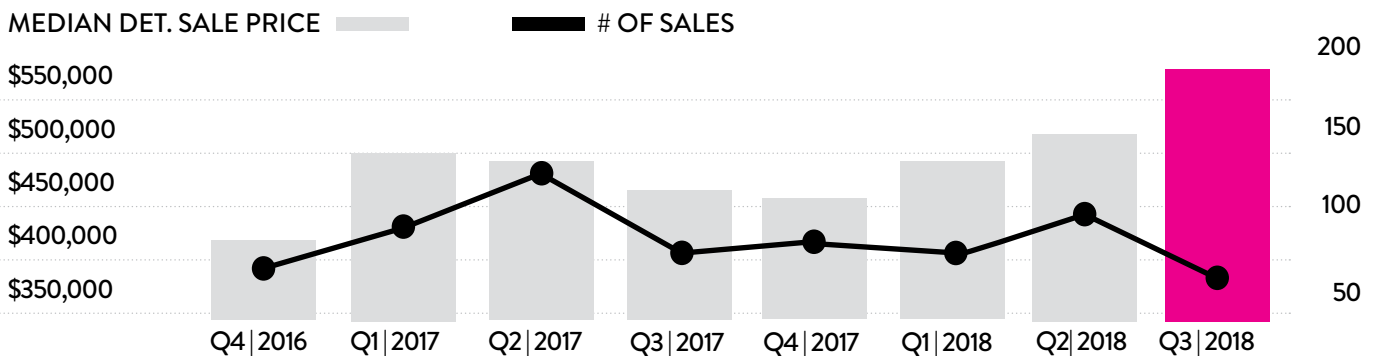
Q3 SALES BY INVENTORY TYPE



\$556,000
DETACHED MEDIAN SALE

\$343,000
TOWN/LINK MEDIAN SALE

\$307,000
APMNT/CONDO MEDIAN SALE



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TW



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COMPLETE DATA

City of Guelph



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INSIDE THE NUMBERS

Midtown? What's this all about TW?

For the first time, we have divided up South Guelph and created the new region of 'Midtown'. The goal was to further dive into the data and spot the anomalies between the serious changes in style between more established Midtown and newer-built South Guelph neighbourhoods. The data produced some interesting results. South Guelph has led the way over the past year with an enormous 20.6% Y/Y increase in median sale price. Midtown actually saw a decline over the same period of time.

An interesting fact here, but the first time in history the median detached sale price in every region of the city is now in excess of \$500,000. The new home and resale supply shortages we have been experiencing in the city for years has left their mark.

Q3 | SALES TO

new listing ratio

A time of year typically short on inventory, this lead indicator rose back up again. Sellers were still in control.

0.67

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

	Q3 2018	% Chg (Y)	Q3 2017	% Chg (Q)	Q2 2018
MEDIAN DET. SALE PRICE	\$560,000	3.7% ▲	\$540,000	0.5% ▲	\$557,000
NUMBER OF NEW SALES	550	13.4% ▲	485	13.9% ▼	639
MEDIAN DAYS ON MARKET	17	2 days ▼	19	1 day ▼	18
NEW INVENTORY	820	15.3% ▲	711	16.6% ▼	983

UP & DOWN quick review

- ▲22.7% Increase in East Guelph sales to new listing ratio Y/Y. Highest in town and sitting at 0.88.
- ▲12.4% Leap in South Guelph median sale price Q/Q. A sizeable jump in a 3-month window.
- ▲8.9% Increase in North Guelph new inventory Y/Y. The volume of sales went the other direction, down 7.1%.
- ▲46.8% Jump in Downtown new inventory Y/Y. Much needed and the commensurate increase in sales agrees.

- ▼7.7% Decrease in West Guelph median sale price Q/Q. Interestingly, the detached median sale price saw a significant increase.
- ▼9.1% Reduction to the Midtown median sale price Q/Q. An unexpected turnaround in Q3.
- ▼6.3% Step back in South Guelph median list price Q/Q. Smart sellers were rewarded, as median sale price increased 12.4%.
- ▼23.1% Reduction in North Guelph sales to new listing ratio Q/Q. A balanced market has arrived on the North-side.

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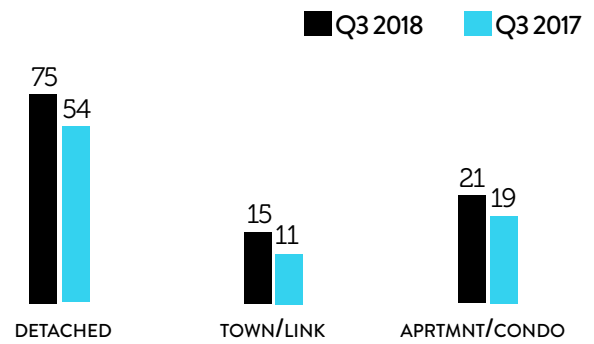
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$489,900	111	163	0.68	\$465,000
Q3 2017 TOTAL	\$435,000	84	111	0.76	\$410,000
% CHANGE (+/-)	12.6% ▲	32.1% ▲	46.8% ▲	10.5% ▼	13.4% ▲
Q2 2018 TOTAL	\$469,900	154	211	0.73	\$446,000
% CHANGE (+/-)	4.3% ▲	27.9% ▼	22.7% ▼	6.8% ▼	4.2% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	118	74	▲
TOWN/LINK HOMES	14	18	▼
APARTMENT/CONDO	31	19	▲
TOTAL	163	111	▲
SALES TO NEW RATIO	0.68	0.76	▼

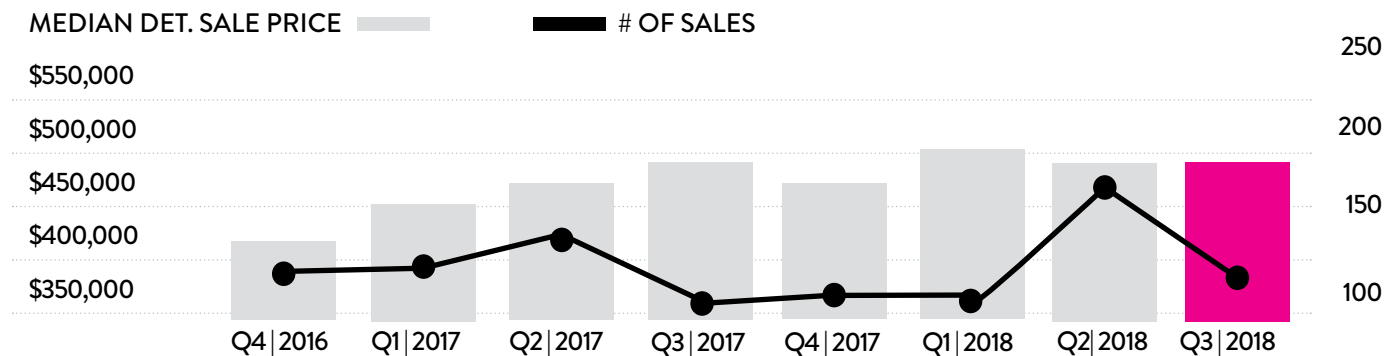
Q3 SALES BY INVENTORY TYPE



\$479,900
DETACHED MEDIAN SALE

\$387,000
TOWN/LINK MEDIAN SALE

\$360,000
APMNT/CONDO MEDIAN SALE



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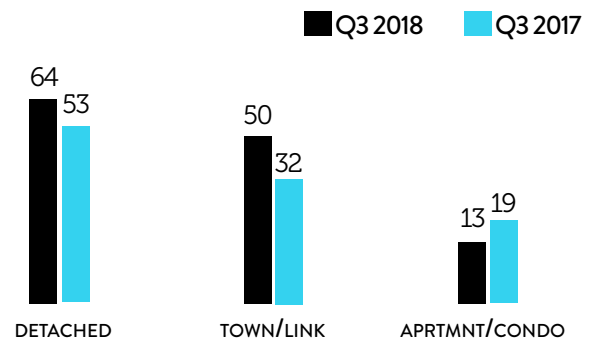
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$554,900	127	197	0.64	\$491,000
Q3 2017 TOTAL	\$577,450	104	148	0.70	\$506,000
% CHANGE (+/-)	3.9% ▼	22.1% ▲	33.1% ▲	8.6% ▼	3% ▼
Q2 2018 TOTAL	\$572,400	137	208	0.66	\$540,000
% CHANGE (+/-)	3.1% ▼	7.3% ▼	5.3% ▼	3%	9.1% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	116	97	▲
TOWN/LINK HOMES	59	33	▲
APARTMENT/CONDO	21	18	▲
TOTAL	197	148	▲
SALES TO NEW RATIO	0.64	0.70	▼

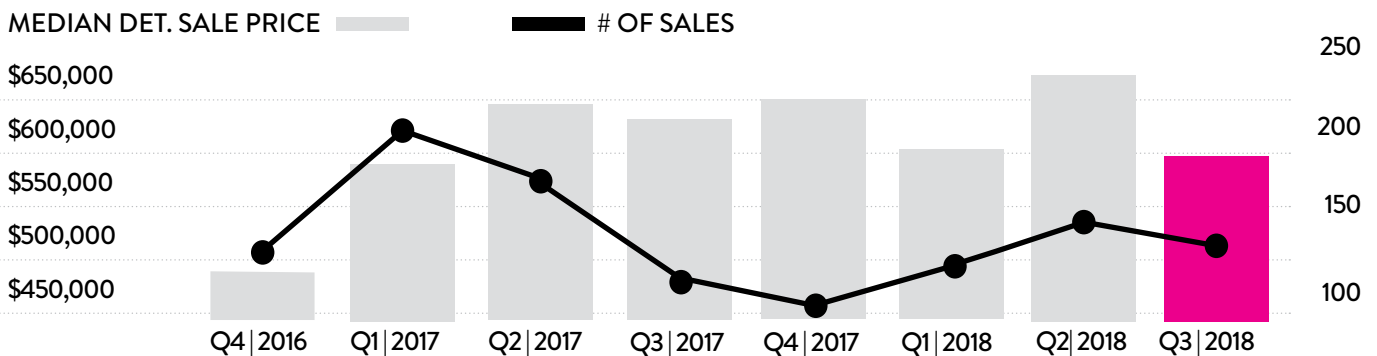
Q3 SALES BY INVENTORY TYPE



\$588,500
DETACHED MEDIAN SALE

\$419,500
TOWN/LINK MEDIAN SALE

\$300,000
APMNT/CONDO MEDIAN SALE



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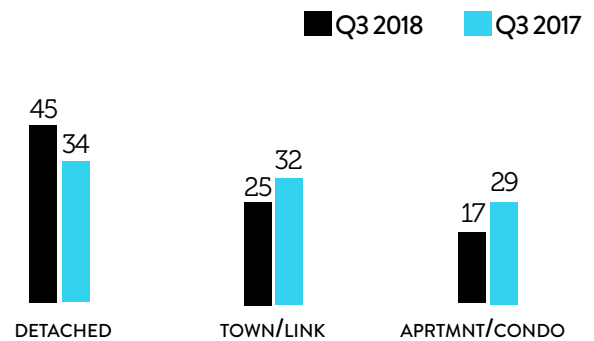
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$599,500	87	151	0.58	\$585,100
Q3 2017 TOTAL	\$554,250	95	164	0.58	\$485,000
% CHANGE (+/-)	8.2% ▲	8.4% ▼	79% ▼	=	20.6% ▲
Q2 2018 TOTAL	\$639,900	108	211	0.51	\$520,750
% CHANGE (+/-)	6.3% ▼	19.4% ▼	28.4% ▼	13.7% ▲	12.4% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	76	81	▼
TOWN/LINK HOMES	35	39	▼
APARTMENT/CONDO	40	44	▼
TOTAL	151	164	▼
SALES TO NEW RATIO	0.58	0.58	=

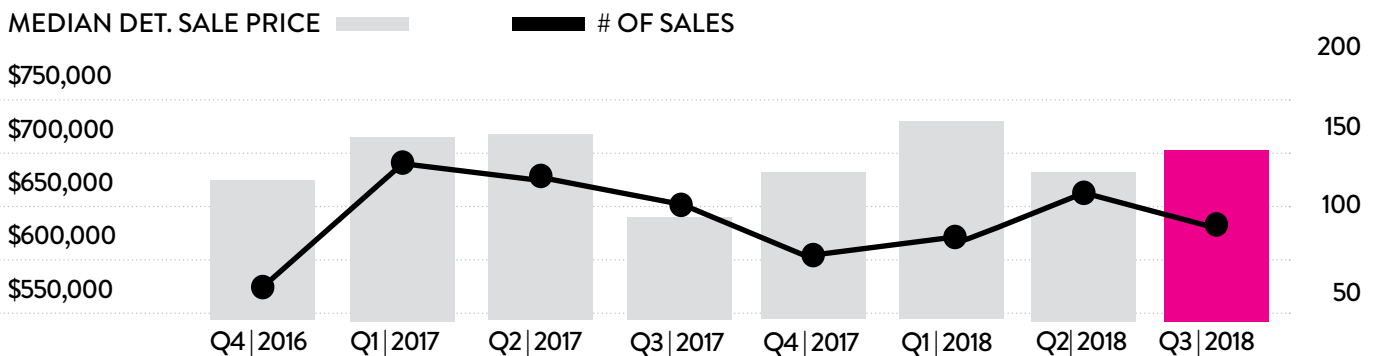
Q3 SALES BY INVENTORY TYPE



\$680,000
DETACHED MEDIAN SALE

\$477,500
TOWN/LINK MEDIAN SALE

\$350,000
APMNT/CONDO MEDIAN SALE



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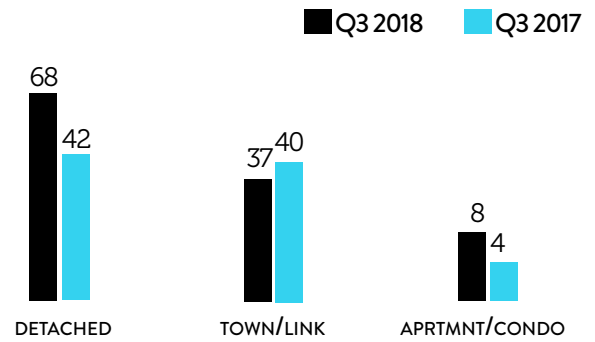
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$489,900	113	129	0.88	\$482,000
Q3 2017 TOTAL	\$446,750	86	127	0.68	\$499,900
% CHANGE (+/-)	97% ▲	31.4% ▲	16% ▲	22.7% ▲	3.6% ▼
Q2 2018 TOTAL	\$494,950	123	186	0.66	\$474,000
% CHANGE (+/-)	1% ▼	8.1% ▼	30.6% ▼	33.3% ▲	1.7% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	75	68	▲
TOWN/LINK HOMES	43	56	▼
APARTMENT/CONDO	11	3	▲
TOTAL	129	127	▲
SALES TO NEW RATIO	0.88	0.68	▲

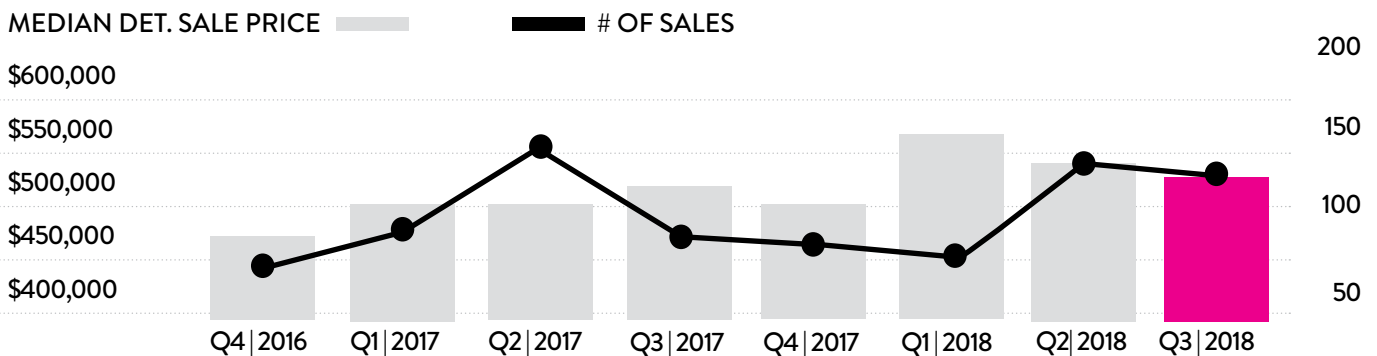
Q3 SALES BY INVENTORY TYPE



\$515,000
DETACHED MEDIAN SALE

\$472,000
TOWN/LINK MEDIAN SALE

\$334,900
APMNT/CONDO MEDIAN SALE



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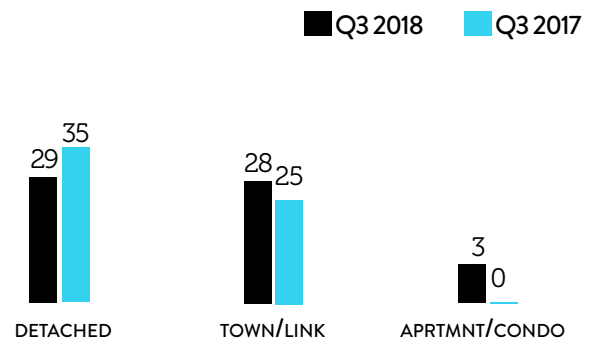
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$487,250	60	94	0.64	\$445,750
Q3 2017 TOTAL	\$480,500	60	82	0.73	\$475,000
% CHANGE (+/-)	14% ▲	=	14.6% ▲	12.3% ▼	6.2% ▼
Q2 2018 TOTAL	\$521,000	57	90	0.63	\$483,000
% CHANGE (+/-)	6.5% ▼	5.3% ▲	4.4% ▲	1.5% ▲	7.7% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	51	49	▲
TOWN/LINK HOMES	40	32	▲
APARTMENT/CONDO	3	1	▲
TOTAL	94	82	▲
SALES TO NEW RATIO	0.64	0.73	▼

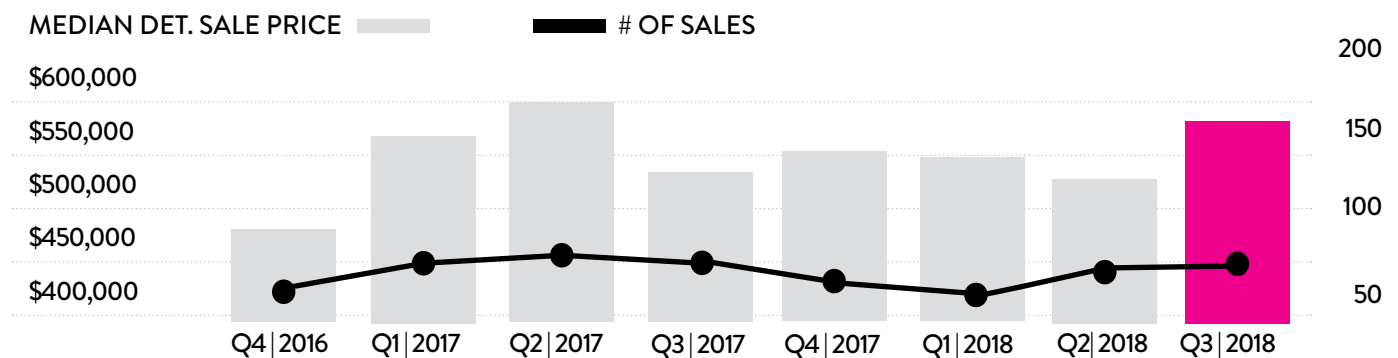
Q3 SALES BY INVENTORY TYPE



\$560,000
DETACHED MEDIAN SALE

\$322,750
TOWN/LINK MEDIAN SALE

\$231,000
APMNT/CONDO MEDIAN SALE



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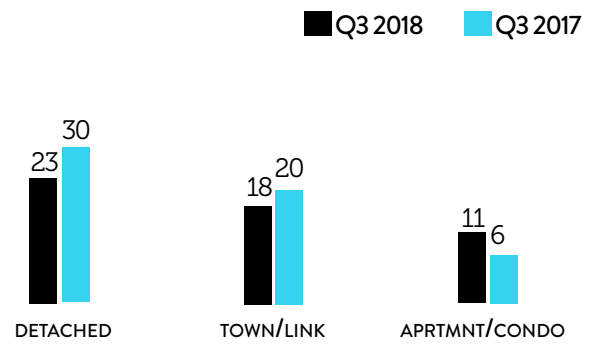
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$464,950	52	86	0.60	\$463,750
Q3 2017 TOTAL	\$459,900	56	79	0.71	\$419,000
% CHANGE (+/-)	1.1% ▲	7.1% ▼	8.9% ▲	15.5% ▼	10.7% ▲
Q2 2018 TOTAL	\$486,000	60	77	0.78	\$455,500
% CHANGE (+/-)	4.3% ▼	13.3% ▼	11.7% ▲	23.1% ▼	1.8% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	37	42	▼
TOWN/LINK HOMES	35	26	▲
APARTMENT/CONDO	14	11	▲
TOTAL	86	79	▲
SALES TO NEW RATIO	0.60	0.71	▼

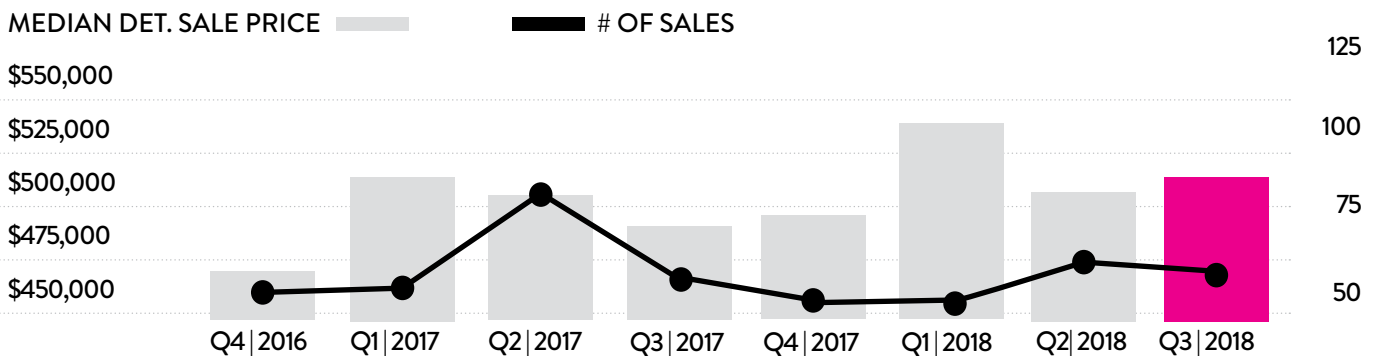
Q3 SALES BY INVENTORY TYPE



\$509,000
DETACHED MEDIAN SALE

\$385,450
TOWN/LINK MEDIAN SALE

\$320,000
APMNT/CONDO MEDIAN SALE



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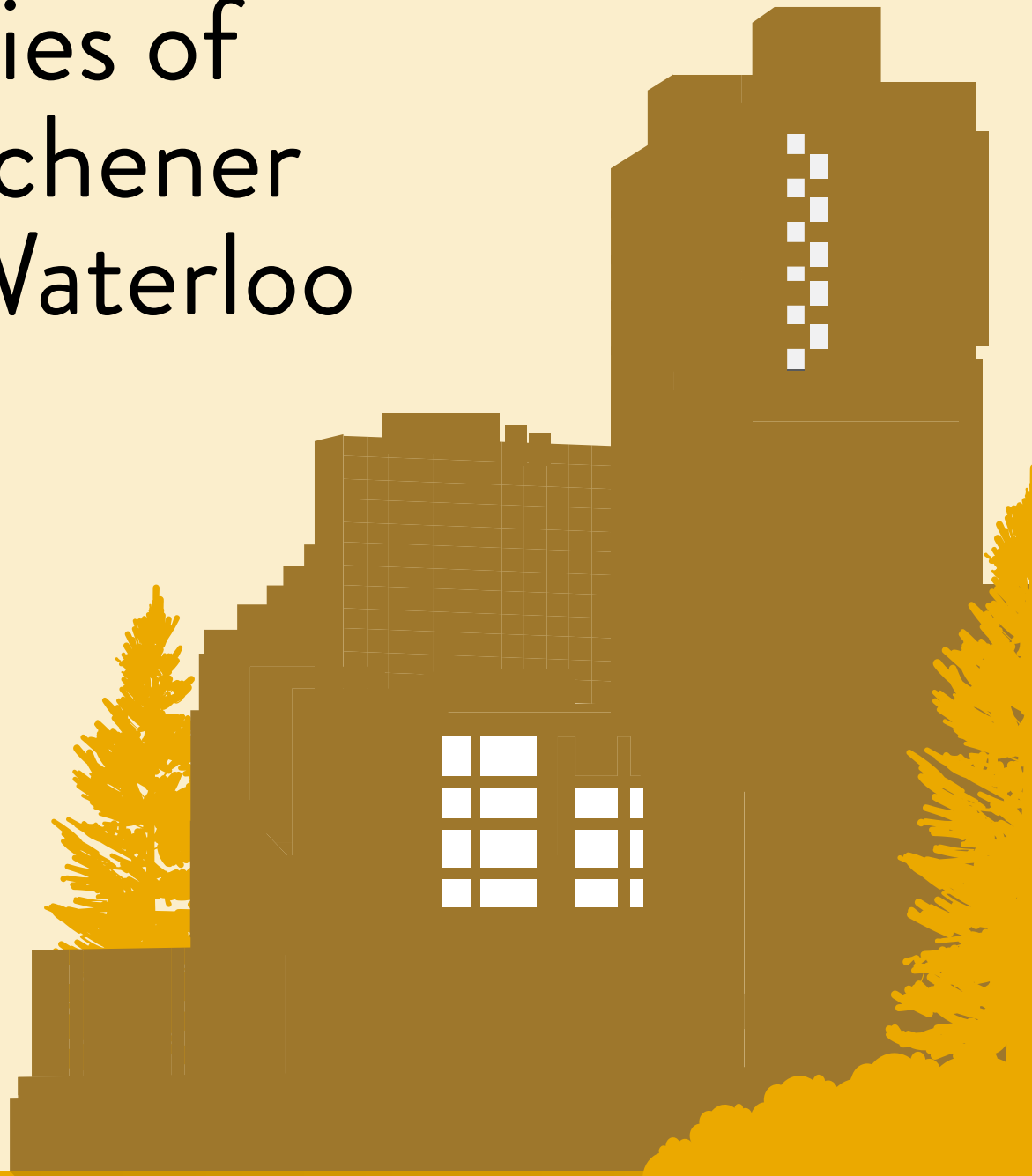
TW



3 2018

COMPLETE DATA

Cities of Kitchener + Waterloo



TRILLIUMWEST
QUARTERLY DATA REPORT

COMPLETE DATA

Cities of Kitchener + Waterloo

Q3 | SALES TO new listing ratio

A time of year typically short on inventory, this lead indicator rose back up again. Sellers were still in control.

0.66

INSIDE THE NUMBERS

So how is the market? We get this question everyday.

The general belief in the public and the media is that the market has cooled from the crazy heights of 2017. But if we look at the actual numbers in KW as a whole it paints a different picture.

Median detached sale price for Y/Y we are up 13.6%, volume of sales were down a mere 3.8% Y/Y and it actually took 2 days less to sell the average home in the third quarter of 2018 than it did in 2017. With a Sales to New Ratio of 0.66 we are still firmly in a Seller's market. This in the danger with following media outlets that use national or regional sales (GTA) data and try to apply them to the real estate industry as a whole.

Real estate is inherently local and therefore we must focus on the local level (provided sample size is adequate) to get good statistical information. All the more reason to have a knowledgeable and connected TrilliumWest pro on your side.

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

	Q3 2018	% Chg (Y)	Q3 2017	% Chg (Q)	Q2 2018
MEDIAN DET. SALE PRICE	\$525,000	13.6% ▲	\$462,000	2.9% ▲	\$510,000
NUMBER OF NEW SALES	1284	3.8% ▼	1335	23.8% ▼	1685
MEDIAN DAYS ON MARKET	15	2 days ▼	17	1 day ▲	14
NEW INVENTORY	1945	1.5% ▲	1916	23.3% ▼	2536

UP & DOWN quick review

▲16.3% Increase Y/Y median sale price-East Kitchener.

▲8.1% Increase Y/Y in median sale price in Downtown Kitchener.

▲37% Y/Y increase in new condo inventory in Uptown Waterloo. More competition in the uptown condos.

▲0.72 Sales continue to be strong in East Waterloo with a 0.72 Sales to List ratio.

▼20% Decrease in sales to new ratio in Downtown Kitchener dropped from 0.71 Q2 to 0.51 Q3 - It is all the more important to price you property right in this area.

▼7% Median condo price is only 7% less than the median detached in uptown Waterloo.

▼31.8% Q/Q sales down 31.8% in East Waterloo but inventory is also down 37.4% so not to worry.

▼20.7% Q/Q decline in Inventory in East Kitchener with sales following a similar pattern.

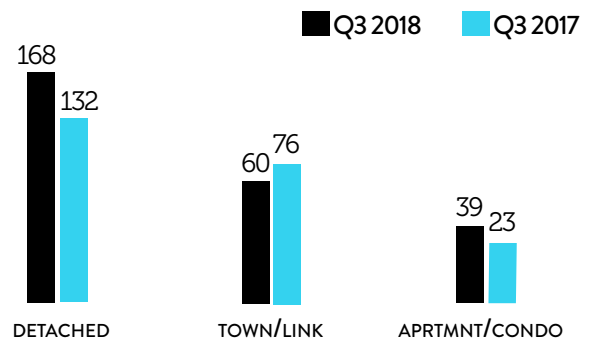
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$459,900	267	395	0.68	\$447,900
Q3 2017 TOTAL	\$420,000	231	346	0.67	\$385,000
% CHANGE (+/-)	9.5% ▲	15.6% ▲	14.26% ▲	1.5% ▲	16.3% ▲
Q2 2018 TOTAL	\$459,900	322	498	0.65	\$440,000
% CHANGE (+/-)	=	17.1% ▼	20.7% ▼	4.6% ▲	1.8% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	251	215	▲
TOWN/LINK HOMES	86	97	▼
APARTMENT/CONDO	58	34	▲
TOTAL	395	346	▲
SALES TO NEW RATIO	0.68	0.67	▲

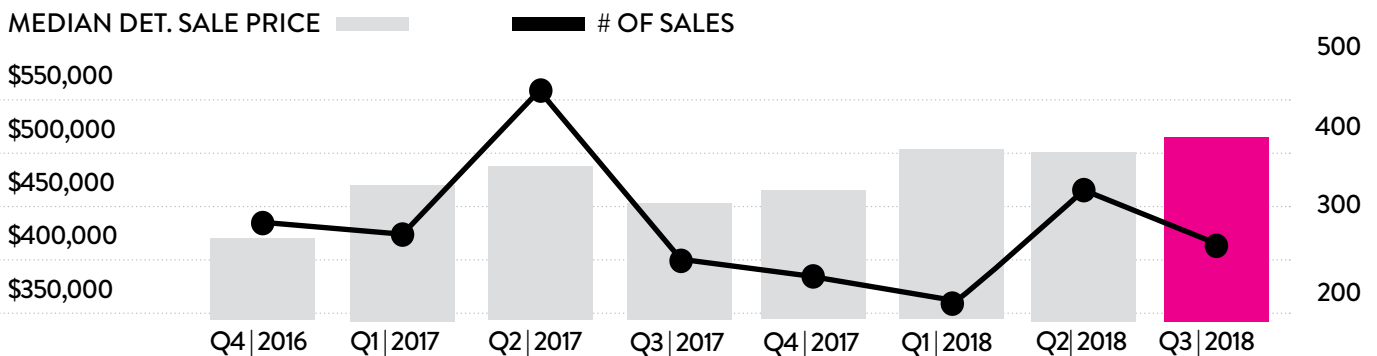
Q3 SALES BY INVENTORY TYPE



\$495,000
DETACHED MEDIAN SALE

\$376,500
TOWN/LINK MEDIAN SALE

\$257,000
APMNT/CONDO MEDIAN SALE



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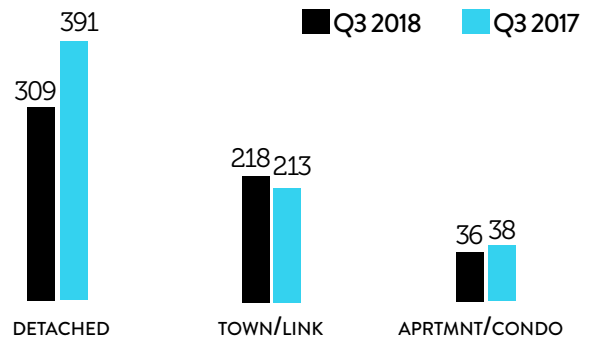
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$469,900	563	836	0.67	\$430,000
Q3 2017 TOTAL	\$424,900	642	890	0.72	\$397,500
% CHANGE (+/-)	10.6% ▲	12.3% ▼	6.1% ▼	6.9% ▼	8.2% ▲
Q2 2018 TOTAL	\$449,900	765	1034	0.74	\$428,000
% CHANGE (+/-)	4.4% ▲	26.4% ▼	19.1% ▼	9.5% ▼	0.5% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	499	540	▼
TOWN/LINK HOMES	302	294	▲
APARTMENT/CONDO	35	56	▼
TOTAL	836	890	▼
SALES TO NEW RATIO	0.67	0.72	▼

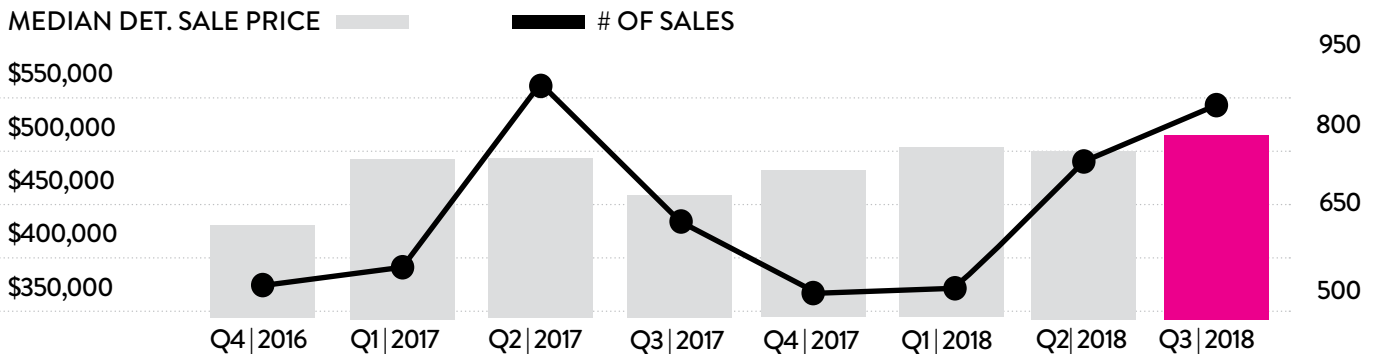
Q3 SALES BY INVENTORY TYPE



\$511,000
DETACHED MEDIAN SALE

\$369,950
TOWN/LINK MEDIAN SALE

\$256,950
APMNT/CONDO MEDIAN SALE



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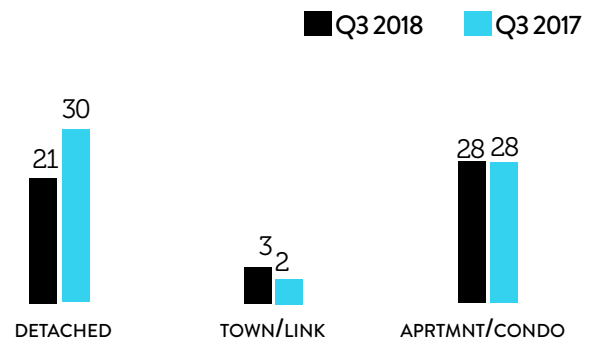
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$400,000	52	101	0.51	\$369,000
Q3 2017 TOTAL	\$349,900	60	102	0.60	\$341,250
% CHANGE (+/-)	14.3% ▲	13.3% ▼	1% ▼	15% ▼	8.1% ▲
Q2 2018 TOTAL	\$367,000	67	94	0.71	\$362,000
% CHANGE (+/-)	9% ▲	22.4% ▼	7.4% ▲	28.2% ▼	1.9% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	41	43	▼
TOWN/LINK HOMES	9	3	▲
APARTMENT/CONDO	51	56	▼
TOTAL	101	102	▼
SALES TO NEW RATIO	0.51	0.60	▼

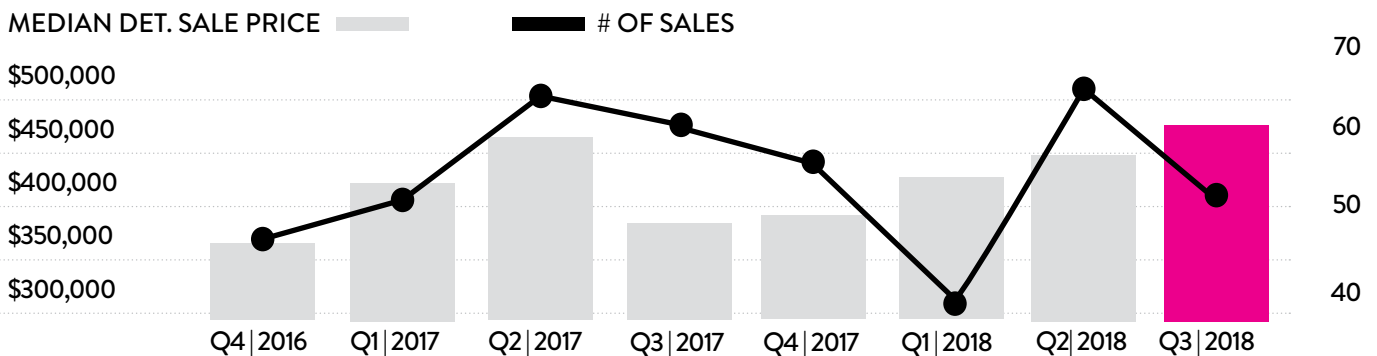
Q3 SALES BY INVENTORY TYPE



\$460,000
DETACHED MEDIAN SALE

\$320,200
TOWN/LINK MEDIAN SALE

\$332,450
APMNT/CONDO MEDIAN SALE



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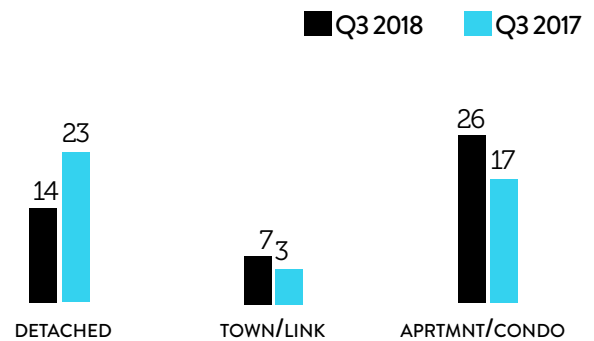
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$464,900	47	81	0.58	\$430,000
Q3 2017 TOTAL	\$449,999	43	63	0.68	\$430,000
% CHANGE (+/-)	3.3% ▲	9.3% ▲	28.67% ▼	14.7% ▼	=
Q2 2018 TOTAL	\$475,000	44	83	0.53	\$425,500
% CHANGE (+/-)	2.1% ▼	6.8% ▲	2.4% ▼	9.4% ▲	1.1% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	28	27	▲
TOWN/LINK HOMES	12	10	▲
APARTMENT/CONDO	41	26	▲
TOTAL	81	63	▲
SALES TO NEW RATIO	0.58	0.68	▼

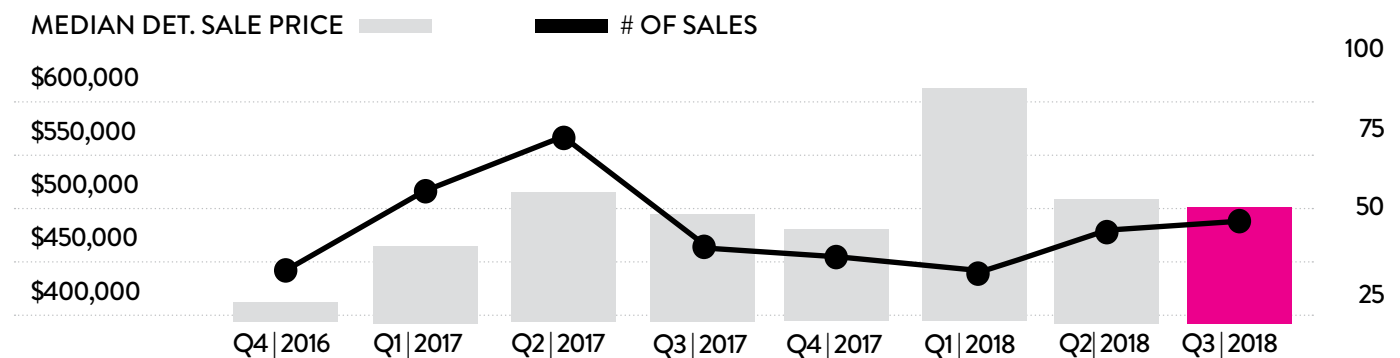
Q3 SALES BY INVENTORY TYPE



\$472,800
DETACHED MEDIAN SALE

\$317,000
TOWN/LINK MEDIAN SALE

\$439,200
APMNT/CONDO MEDIAN SALE



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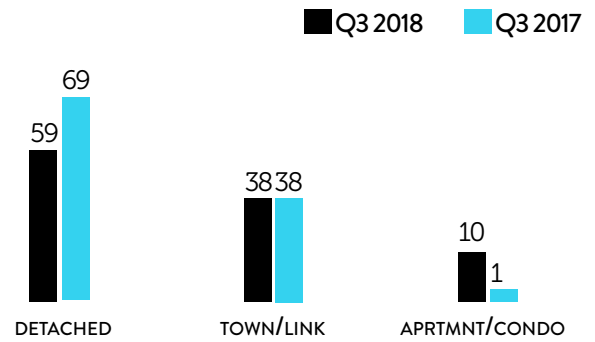
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$487,000	107	149	0.72	\$476,000
Q3 2017 TOTAL	\$475,000	112	155	0.72	\$462,000
% CHANGE (+/-)	2.5% ▲	4.5% ▼	3.9% ▼	=	3% ▲
Q2 2018 TOTAL	\$494,000	157	238	0.66	\$468,850
% CHANGE (+/-)	1.5% ▼	31.8% ▼	37.4% ▼	9.1% ▲	1.5% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	89	103	▼
TOWN/LINK HOMES	46	33	▲
APARTMENT/CONDO	14	19	▼
TOTAL	149	155	▼
SALES TO NEW RATIO	0.72	0.72	=

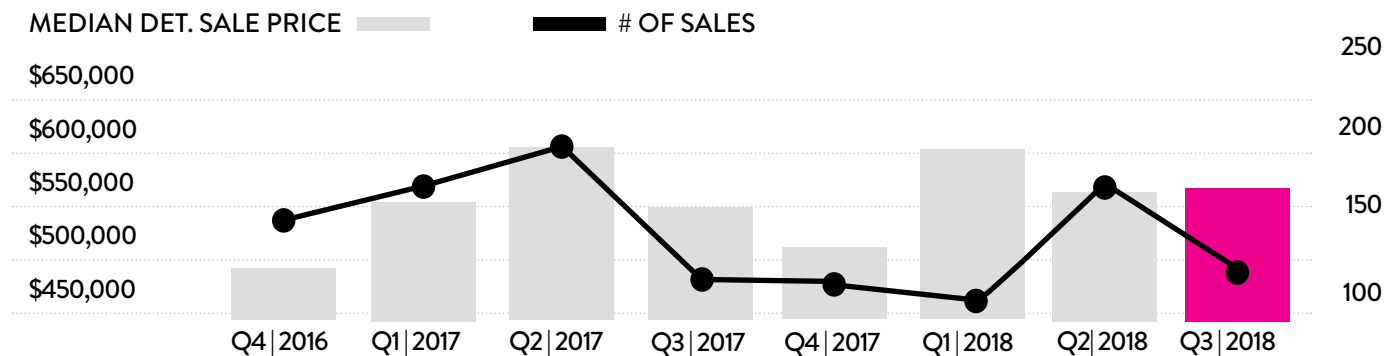
Q3 SALES BY INVENTORY TYPE



\$550,000
DETACHED MEDIAN SALE

\$368,500
TOWN/LINK MEDIAN SALE

\$258,600
APMNT/CONDO MEDIAN SALE



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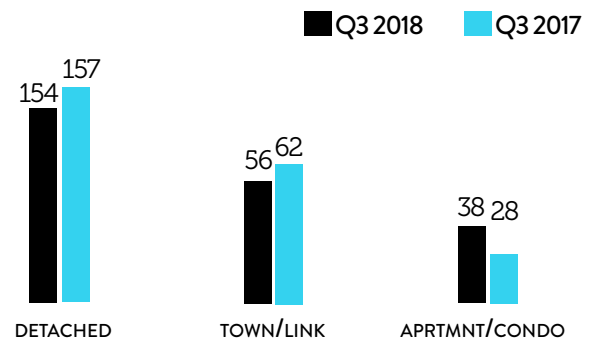
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$559,900	248	383	0.65	\$511,500
Q3 2017 TOTAL	\$524,900	247	360	0.69	\$457,000
% CHANGE (+/-)	6.1% ▲	0.4% ▲	6.4% ▲	5.8% ▼	11.9% ▲
Q2 2018 TOTAL	\$539,900	330	589	0.56	\$502,500
% CHANGE (+/-)	5.2% ▲	24.8% ▼	35% ▼	16.1% ▲	1.8% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
DETACHED HOMES	259	253	▲
TOWN/LINK HOMES	75	82	▼
APARTMENT/CONDO	49	25	▲
TOTAL	383	360	▲
SALES TO NEW RATIO	0.65	0.69	▼

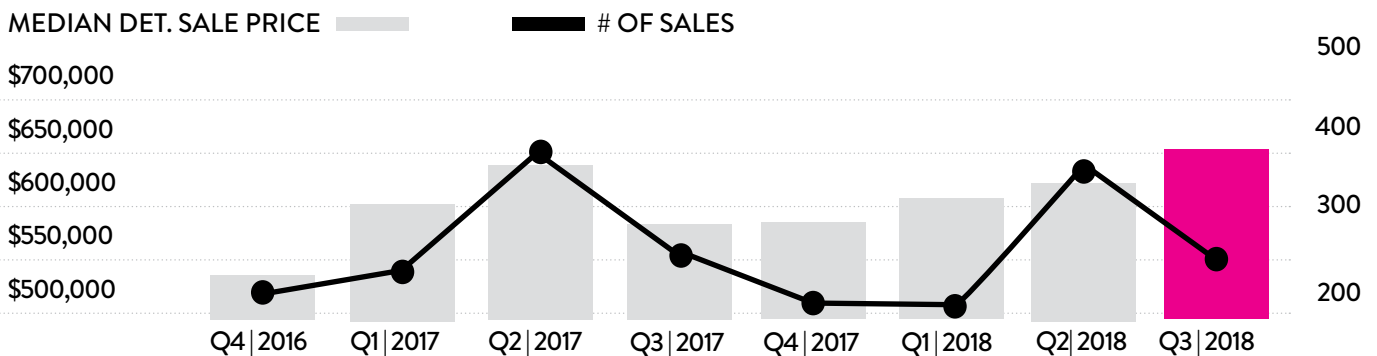
Q3 SALES BY INVENTORY TYPE



\$631,500
DETACHED MEDIAN SALE

\$390,950
TOWN/LINK MEDIAN SALE

\$276,000
APMNT/CONDO MEDIAN SALE



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TW

TW 3 2018

COMPLETE DATA

The Townships



ELORA
MILL
INN

COMPLETE DATA

The Townships

INSIDE THE NUMBERS

Everyone wants the best of both worlds-small town feel but close to the city. The Townships saw tremendous uptick in median detached sale price with a 17.2% Y/Y increase and 34.6% Q/Q increase.

There are some definite hot areas. For example, Woolwich Township and Centre Wellington sales to new ratios are still above 0.70 but most other areas are moving towards a more balanced market or even approaching a buyer's market. In some instances, inventory has been climbing as people look to cash in on the hot market of the last year.

Rural properties come with their own unique set of intricacies, not only with the property themselves but with the market in general. That's why is so important to have the right TW professional on your team.

Q3 | SALES TO

new listing ratio

A time of year typically short on inventory, this lead indicator rose back up again. Sellers were still in control.

0.61

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

	Q3 2018	% Chg (Y)	Q3 2017	% Chg (Q)	Q2 2018
MEDIAN DET. SALE PRICE	\$556,500	17.2% ▲	\$474,750	34.6% ▲	\$420,000
NUMBER OF NEW SALES	397	8.8% ▲	365	13.1% ▼	457
MEDIAN DAYS ON MARKET	20	=	20	5 days ▲	15
NEW INVENTORY	656	15.2% ▲	569	15.9% ▼	780

UP & DOWN quick review

- ▲2.3% Q/Q median sale price for Township of Wilmot. Prices remain stable.
- ▲13.6% Q/Q increase in sales volume for North Dumfries.
- ▲20% Y/Y increase in median detached sales price for Centre Wellington. Demand remains strong in the Northwest.
- ▲34.3% Y/Y increase in sales to new ratio for Township of Puslinch - this area is on the rebound and now moving into a balanced market.
- ▼29.5% Y/Y decrease in sales to new ratio in North Dumfries. Moving towards a buyers' market.
- ▼56.4% Q/Q decrease in sale to new ratio for Township of Wellesley
- ▼33% Decrease in inventory in Township of Woolwich but 28.1% increase in Q/Q sales to new ratio- inventory low and demand is still high.
- ▼51.7% Q/Q decrease in sales volume in Township of Wellesley with a sales to new ratio of 0.34. This area has now shifted into a buyer's market.

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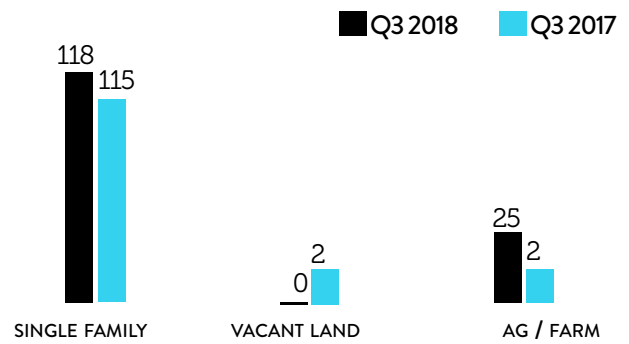
CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$549,900	120	172	0.70	\$510,000
Q3 2017 TOTAL	\$457,400	119	152	0.78	\$425,000
% CHANGE (+/-)	20.2% ▲	0.84% ▲	13.2% ▲	10.3% ▼	20% ▲
Q2 2018 TOTAL	\$525,000	128	185	0.69	\$465,000
% CHANGE (+/-)	4.7% ▲	10.3% ▼	7% ▼	1.4% ▲	9.7% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	170	145	▲
VACANT LAND	1	2	▼
AG / FARM	1	5	▼
TOTAL	172	152	▲
SALES TO NEW RATIO	0.70	0.78	▼

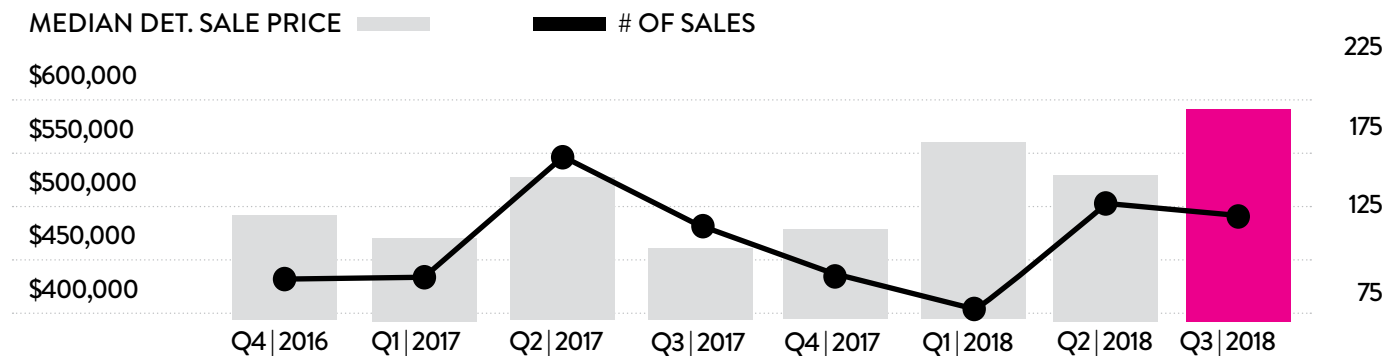
Q3 SALES BY INVENTORY TYPE



\$509,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$1,850,000
AG / FARM MEDIAN



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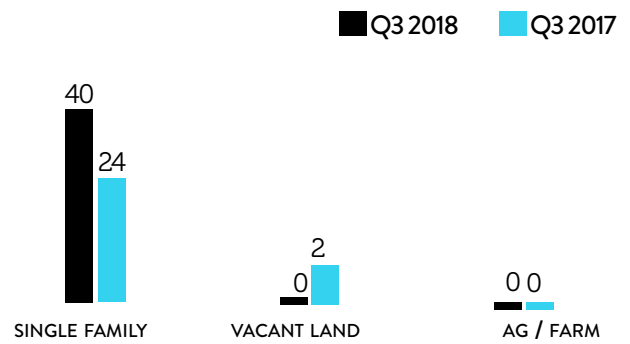
GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$776,950	40	66	0.61	\$674,000
Q3 2017 TOTAL	\$765,500	26	90	0.29	\$730,550
% CHANGE (+/-)	1.5% ▲	53.8% ▲	26.7% ▼	110% ▲	77% ▼
Q2 2018 TOTAL	\$729,900	53	109	0.49	\$742,000
% CHANGE (+/-)	6.4% ▲	24.5% ▼	39.4% ▼	24.5% ▲	9.2% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	57	81	▼
VACANT LAND	2	4	▼
AG / FARM	7	5	▲
TOTAL	66	90	▼
SALES TO NEW RATIO	0.61	0.29	▲

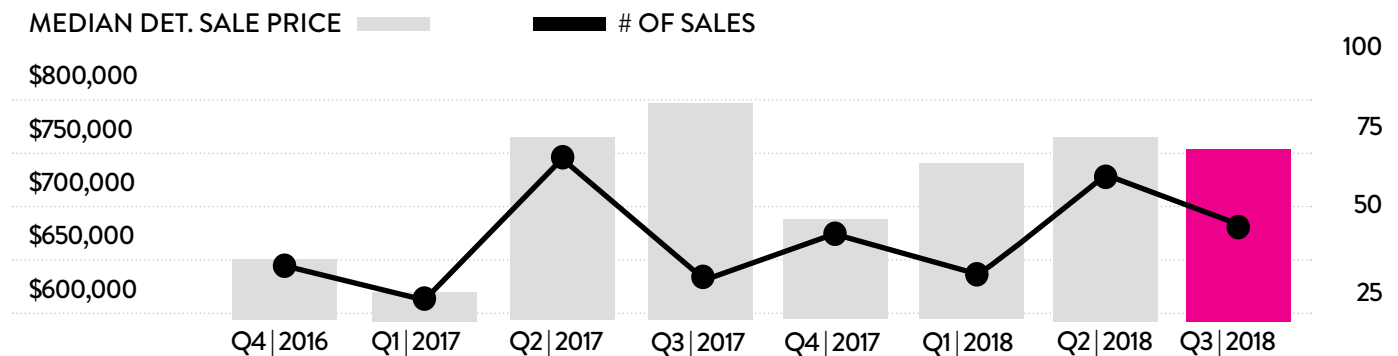
Q3 SALES BY INVENTORY TYPE



\$674,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



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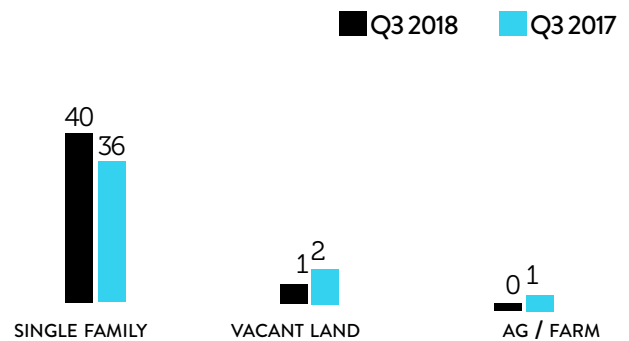
NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$549,900	41	74	0.55	\$568,100
Q3 2017 TOTAL	\$519,950	39	50	0.78	\$520,000
% CHANGE (+/-)	5.8% ▲	5.1% ▲	48% ▲	29.5% ▼	9.3% ▲
Q2 2018 TOTAL	\$599,900	36	67	0.54	\$615,000
% CHANGE (+/-)	8.3% ▼	13.6% ▲	10.4% ▲	1.9% ▲	7.6% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	70	47	▲
VACANT LAND	3	3	=
AG / FARM	1	0	▼
TOTAL	74	50	▼
SALES TO NEW RATIO	0.55	0.78	▼

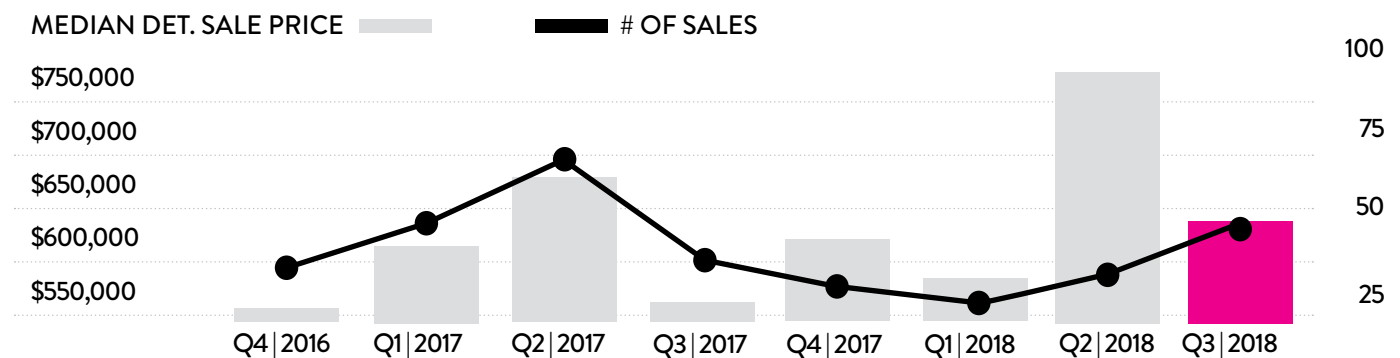
Q3 SALES BY INVENTORY TYPE



\$569,050
SINGLE FAMILY MEDIAN

\$310,000
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



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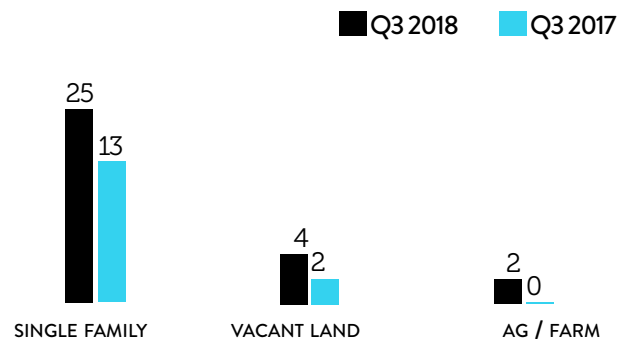
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$783,250	31	66	0.47	\$790,000
Q3 2017 TOTAL	\$1,089,000	15	43	0.35	\$765,000
% CHANGE (+/-)	28.1% ▼	106% ▲	53.5% ▲	34.3% ▲	3.3% ▲
Q2 2018 TOTAL	\$1,080,000	30	70	0.43	\$750,500
% CHANGE (+/-)	27.5% ▼	3.3% ▲	5.7% ▼	9.3% ▲	5.3% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	52	38	▲
VACANT LAND	12	2	▲
AG / FARM	2	3	▼
TOTAL	66	43	▲
SALES TO NEW RATIO	0.47	0.35	▲

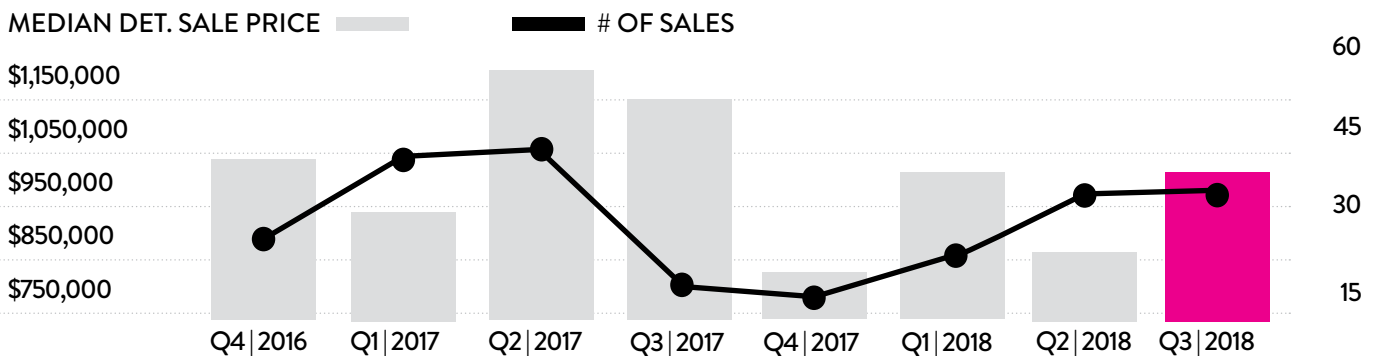
Q3 SALES BY INVENTORY TYPE



\$778,000
SINGLE FAMILY MEDIAN

\$687,500
VACANT LAND MEDIAN

\$3,075,000
AG / FARM MEDIAN



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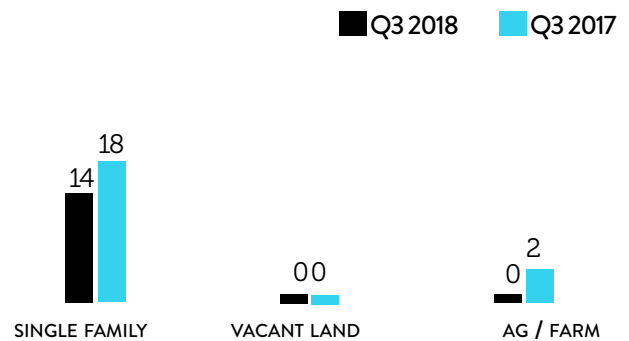
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$679,900	14	41	0.34	\$610,000
Q3 2017 TOTAL	\$649,000	20	43	0.47	\$511,500
% CHANGE (+/-)	4.8% ▲	30% ▼	2.7% ▼	27.7% ▼	19.3% ▲
Q2 2018 TOTAL	\$629,900	29	37	0.78	\$535,000
% CHANGE (+/-)	7.9% ▲	51.7% ▼	10.8% ▲	56.4% ▼	14% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	41	41	=
VACANT LAND	0	0	=
AG / FARM	0	2	▼
TOTAL	41	43	▼
SALES TO NEW RATIO	0.34	0.47	▼

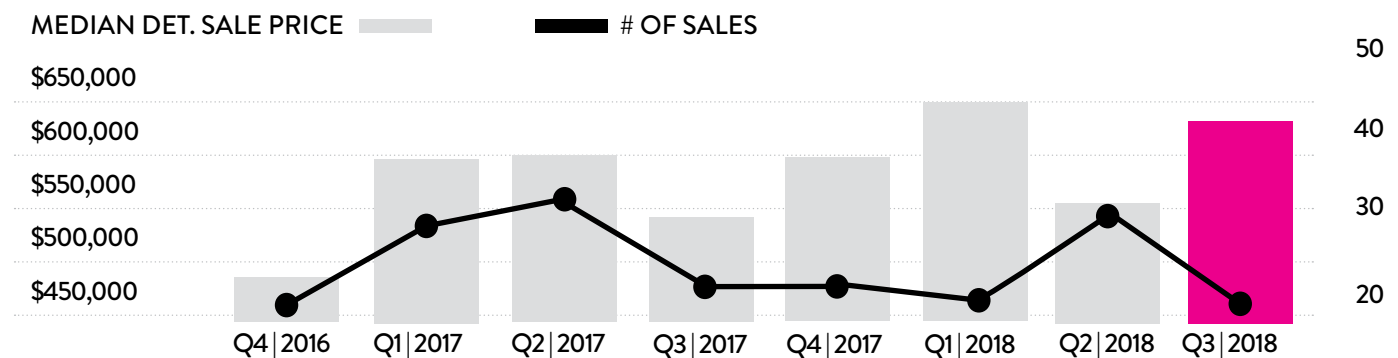
Q3 SALES BY INVENTORY TYPE



\$610,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



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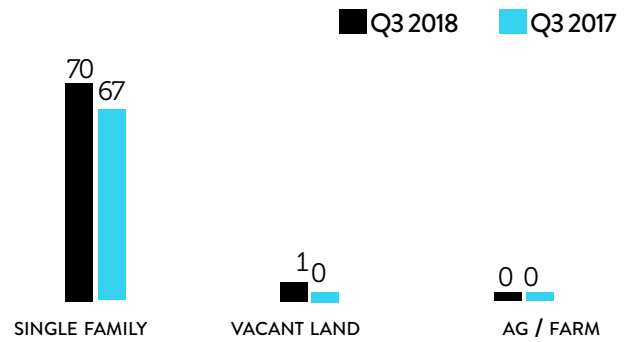
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$629,900	71	128	0.55	\$540,000
Q3 2017 TOTAL	\$549,900	67	91	0.74	\$523,150
% CHANGE (+/-)	14.5% ▲	6% ▲	40.7% ▲	25.7% ▼	3.2% ▲
Q2 2018 TOTAL	\$550,000	88	149	0.59	\$528,000
% CHANGE (+/-)	14.5% ▲	19.3% ▼	14.1% ▼	6.8% ▼	2.3% ▲

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	121	89	▲
VACANT LAND	3	1	▲
AG / FARM	4	1	▲
TOTAL	128	91	▲
SALES TO NEW RATIO	0.55	0.74	▼

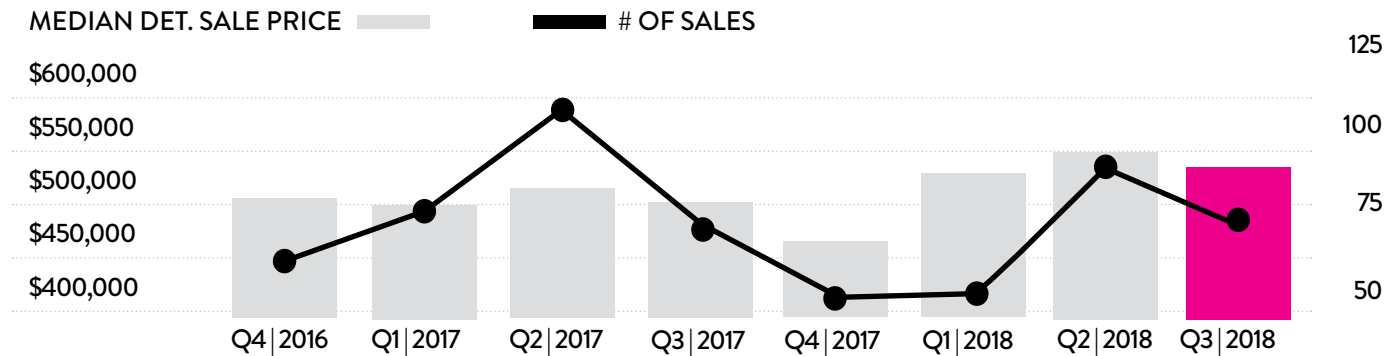
Q3 SALES BY INVENTORY TYPE



\$532,500
SINGLE FAMILY MEDIAN

\$1,400,000
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



All material presented herein is intended for information purposes only. While this information is believed to be correct it is represented subject to errors, omissions, changes, or withdrawal without notice.

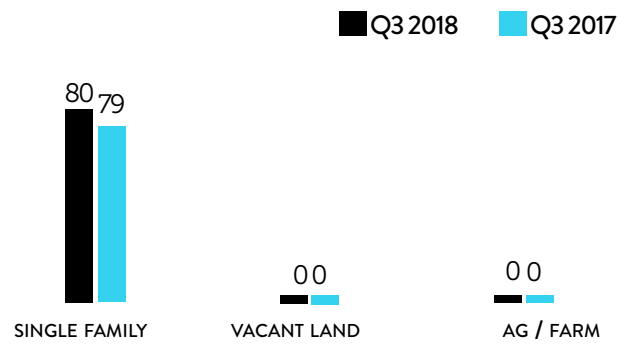
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q3 2018 TOTAL	\$554,900	80	109	0.73	\$505,000
Q3 2017 TOTAL	\$499,900	79	100	0.79	\$468,000
% CHANGE (+/-)	11% ▲	1.3% ▲	9% ▲	76% ▼	79% ▲
Q2 2018 TOTAL	\$525,000	93	163	0.57	\$525,000
% CHANGE (+/-)	5.4% ▲	14% ▼	33.1% ▼	28.1% ▲	3.8% ▼

Q3 NEW INVENTORY

	Q3 2018	Q3 2017	TREND
SINGLE FAMILY	104	98	▲
VACANT LAND	5	0	▲
AG / FARM	0	2	▼
TOTAL	109	100	▲
SALES TO NEW RATIO	0.73	0.79	▼

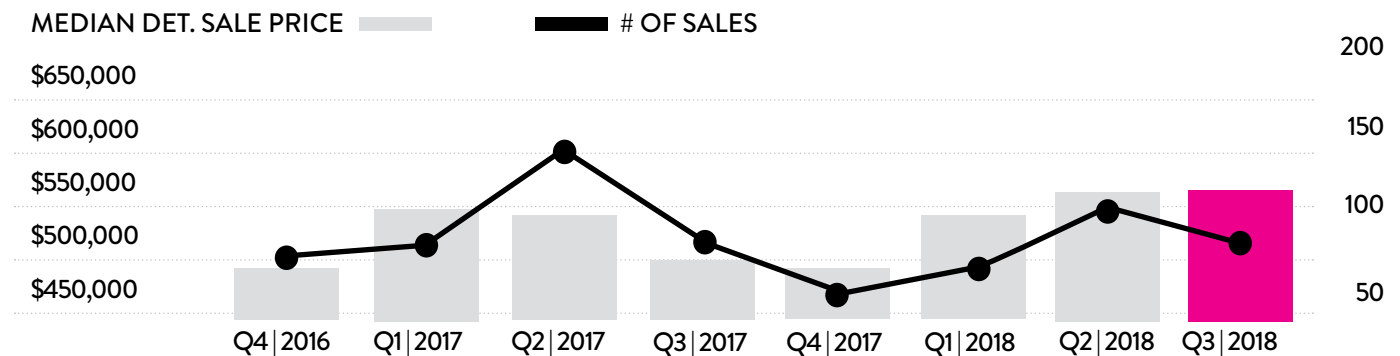
Q3 SALES BY INVENTORY TYPE



\$505,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



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A LITTLE ABOUT

TRILLIUMWEST

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

