

TW 1 2019

Leading

REAL ESTATE
COMPANIES
OF THE WORLD™

TRILLIUMWEST

REAL ESTATE BROKERAGE

TRILLIUMWEST
QUARTERLY DATA REPORT

TABLE OF
contents

City of Cambridge	CAMBRIDGE OVERVIEW	4
	HESPELER CAMBRIDGE	5
	PRESTON CAMBRIDGE	6
	NORTH GALT CAMBRIDGE	7
	EAST GALT CAMBRIDGE	8
	WEST GALT CAMBRIDGE	9
City of Guelph	GUELPH OVERVIEW	11
	DOWNTOWN GUELPH	12
	MIDTOWN GUELPH	13
	SOUTH GUELPH	14
	EAST GUELPH	15
	WEST GUELPH	16
	NORTH GUELPH	17
Cities of Kitchener + Waterloo	KW OVERVIEW	19
	EAST KITCHENER	20
	WEST KITCHENER	21
	DOWNTOWN KITCHENER	22
	UPTOWN WATERLOO	23
	EAST WATERLOO	24
	WEST WATERLOO	25
	THE TOWNSHIPS OVERVIEW	27
The Townships	CENTRE WELLINGTON	28
	GUELPH ERAMOSIA	29
	NORTH DUMFRIES	30
	TOWNSHIP OF PUSLINCH	31
	TOWNSHIP OF WELLESLEY	32
	TOWNSHIP OF WILMOT	33
About TrilliumWest	TOWNSHIP OF WOOLWICH	34
	ABOUT TRILLIUMWEST	35



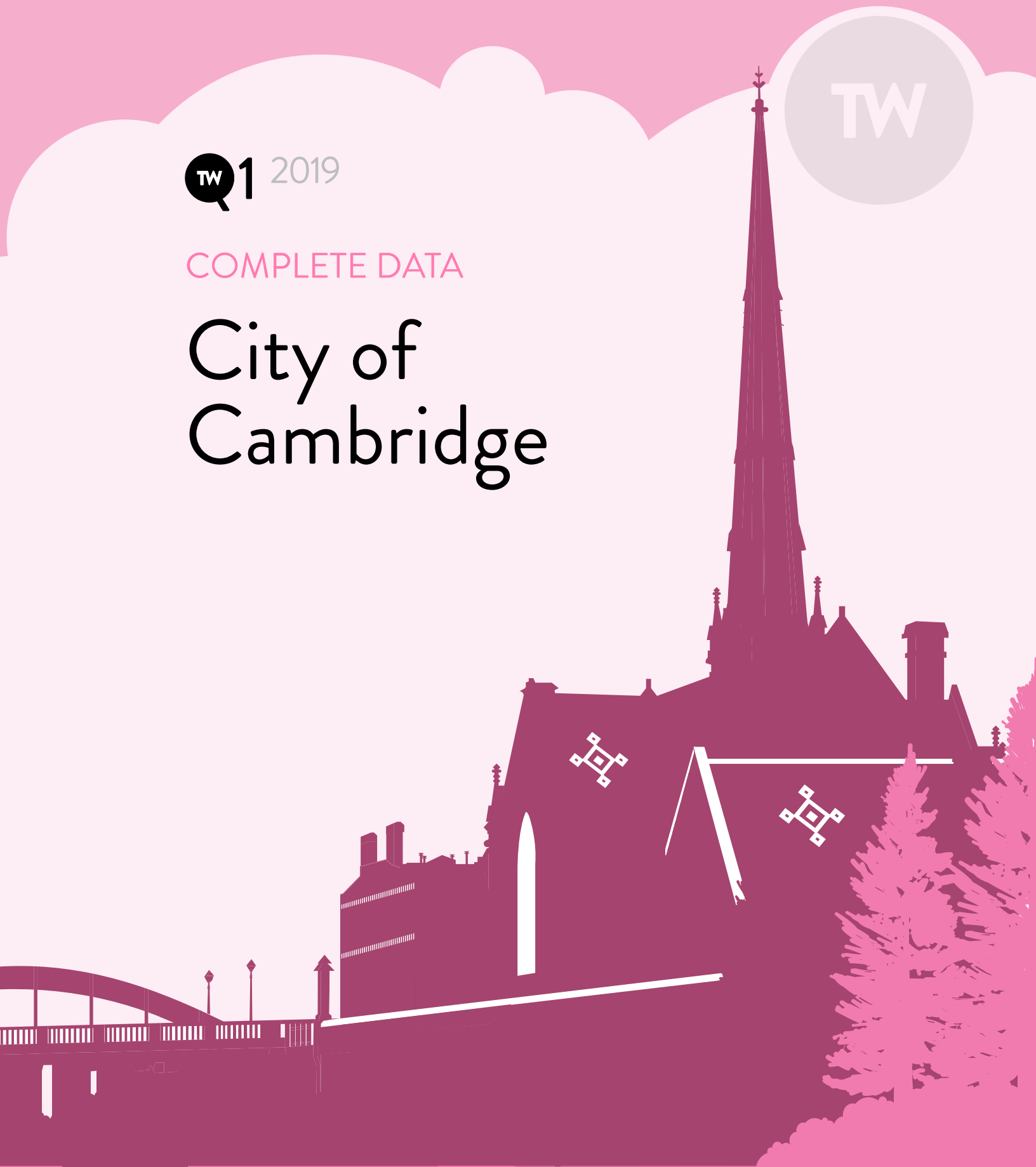
TW



Q1 2019

COMPLETE DATA

City of Cambridge



TRILLIUMWEST
QUARTERLY DATA REPORT

COMPLETE DATA

City of Cambridge

Q1 | SALES TO

new listing ratio

Still firmly into a Sellers market through Q1 in Cambridge.

0.65

INSIDE THE NUMBERS

Is the value gap getting ready to close for Buyers?

Cambridge kept on keeping on in Q1, but the indicators for some big jumps up in upcoming Q2 are there. North, East, and West Galt all had banner Q's to the start the year and the overall consistency in the city core was apparent across all product types through the first Q of 2019.

Here is where things get interesting - that watershed 500k median detached sale price is right in front of us. Peaking at an all-time high of \$490,000 in Q1, we could very well see that number eclipsed in Q2.

A barrage of new construction options, including some new creative architectural options should only add fury to an already hot Cambridge market in Q2.

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

	Q1 2019	% Chg (Y)	Q1 2018	% Chg (Q)	Q4 2018
MEDIAN DET. SALE PRICE	\$490,000	16% ▲	\$482,000	2.1% ▲	\$480,000
NUMBER OF NEW SALES	377	8% ▼	410	=	410
MEDIAN DAYS ON MARKET	14	1 day ▲	13	4 days ▼	18
NEW INVENTORY	577	3.7% ▼	599	1.3.3% ▲	509

UP & DOWN quick review

▲15%

Q/Q increase in the North Galt median sale price. A huge leap in one Q, but can they keep it up?

▼5%

Q/Q decrease in the Hespeler median sale price. Sellers asked for more, but Buyers didn't respond.

▲23%

Q/Q increase in the number of sales in West Galt. Green arrows across the board for a very active sub-market.

▼6%

Q/Q decrease in the East Galt median list price. A return to more stable figures & still 13% Y/Y growth.

▲8%

Q/Q increase in the Hespeler median listing price. The result? The data says Sellers moved too quick.

▼18%

Q/Q decrease in the North Galt sales to new listing ratio. Yet still one of the highest ratios in the Region.

▲12%

Y/Y increase in the East Galt median sale price. Hmm, seems like that value secret got out there.

▼25%

Q/Q decrease in the Preston sales to new listing ratio. Opportunity? The only area under the 0.6 threshold.

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.

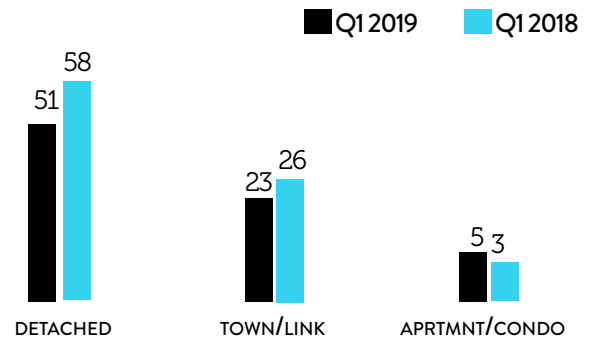
HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$529,950	79	124	0.64	\$470,456
Q1 2018 TOTAL	\$479,900	87	117	0.74	\$480,000
% CHANGE (+/-)	10.4% ▲	9.2% ▼	6% ▲	13.5% ▼	2% ▼
Q4 2018 TOTAL	\$489,695	72	77	0.94	\$497,500
% CHANGE (+/-)	8.2% ▲	9.7% ▲	61% ▲	31.9% ▼	5.4% ▼

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	86	79	▲
TOWN/LINK HOMES	32	35	▼
APARTMENT/CONDO	6	3	▲
TOTAL	124	117	▲
SALES TO NEW RATIO	0.64	0.74	▼

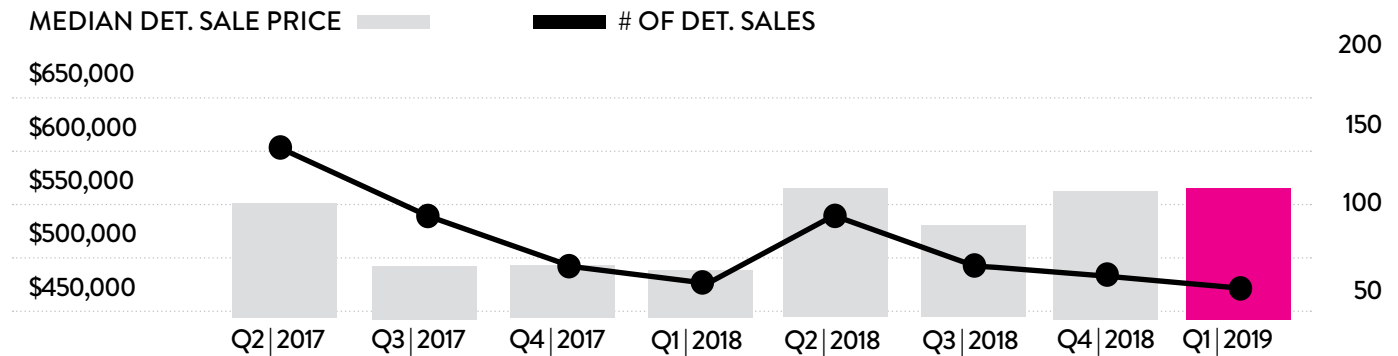
Q1 SALES BY INVENTORY TYPE



\$545,000
DETACHED MEDIAN SALE

\$432,500
TOWN/LINK MEDIAN SALE

\$263,000
APMNT/CONDO MEDIAN SALE



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.

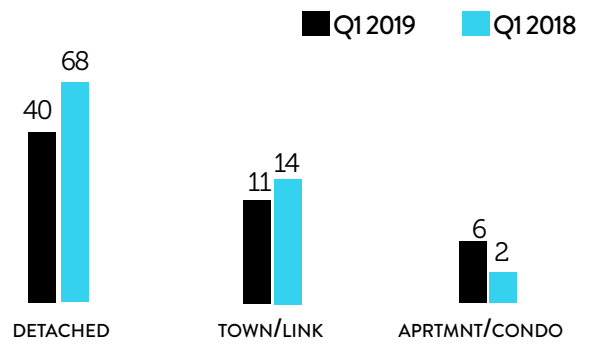
PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$449,900	57	97	0.59	\$423,000
Q1 2018 TOTAL	\$464,900	84	127	0.66	\$424,950
% CHANGE (+/-)	3.2% ▼	32.1% ▼	23.6% ▼	10.6% ▼	0.5% ▼
Q4 2018 TOTAL	\$449,900	89	112	0.79	\$399,000
% CHANGE (+/-)	=	5% ▼	13.4% ▼	25.3% ▼	6% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	66	97	▼
TOWN/LINK HOMES	23	25	▼
APARTMENT/CONDO	8	5	▲
TOTAL	97	127	▼
SALES TO NEW RATIO	0.59	0.66	▼

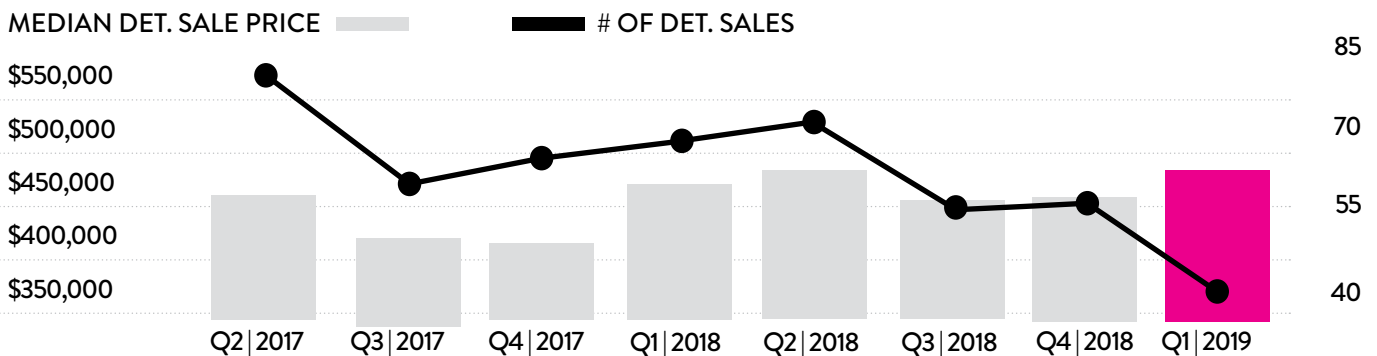
Q1 SALES BY INVENTORY TYPE



\$466,750
DETACHED MEDIAN SALE

\$410,000
TOWN/LINK MEDIAN SALE

\$284,500
APMNT/CONDO MEDIAN SALE



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.

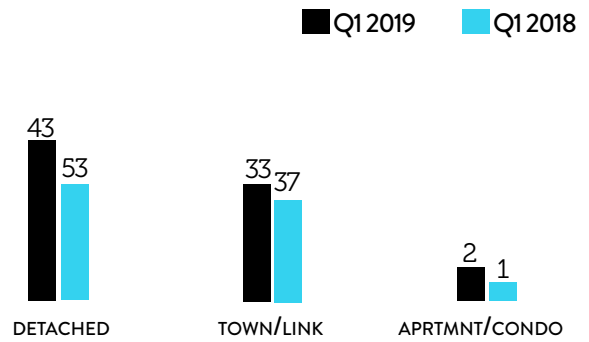
NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$489,900	78	106	0.73	\$475,000
Q1 2018 TOTAL	\$469,000	91	117	0.78	\$452,100
% CHANGE (+/-)	4.4% ▲	14.3% ▼	9.4% ▼	6.4% ▼	5% ▲
Q4 2018 TOTAL	\$469,900	81	91	0.89	\$412,500
% CHANGE (+/-)	4.2% ▲	3.7% ▼	16.5% ▲	18% ▼	15.1% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	61	70	▼
TOWN/LINK HOMES	44	46	▼
APARTMENT/CONDO	1	1	=
TOTAL	106	117	▼
SALES TO NEW RATIO	0.73	0.78	▼

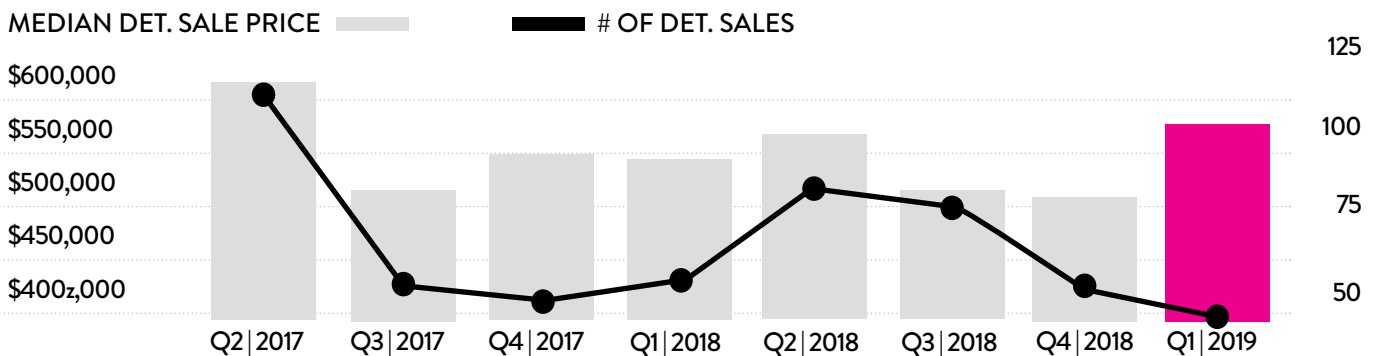
Q1 SALES BY INVENTORY TYPE



\$551,000
DETACHED MEDIAN SALE

\$450,000
TOWN/LINK MEDIAN SALE

\$497,750
APMNT/CONDO MEDIAN SALE



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.

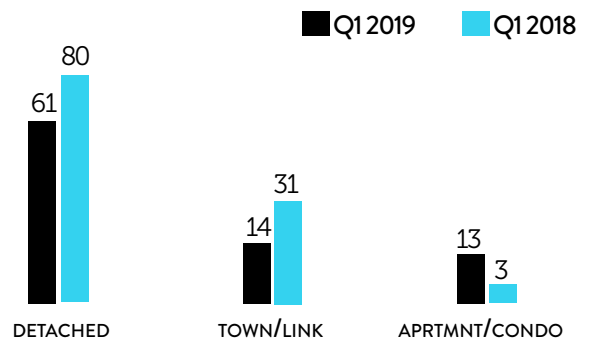
EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$439,800	88	139	0.63	\$422,500
Q1 2018 TOTAL	\$389,800	87	144	0.60	\$378,000
% CHANGE (+/-)	12.8% ▲	11% ▲	35% ▼	5% ▲	11.8% ▲
Q4 2018 TOTAL	\$469,900	100	133	0.75	\$414,250
% CHANGE (+/-)	6.4% ▼	12% ▼	4.5% ▲	16% ▼	2% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	86	82	▲
TOWN/LINK HOMES	30	30	=
APARTMENT/CONDO	23	32	▼
TOTAL	139	144	▼
SALES TO NEW RATIO	0.63	0.60	▲

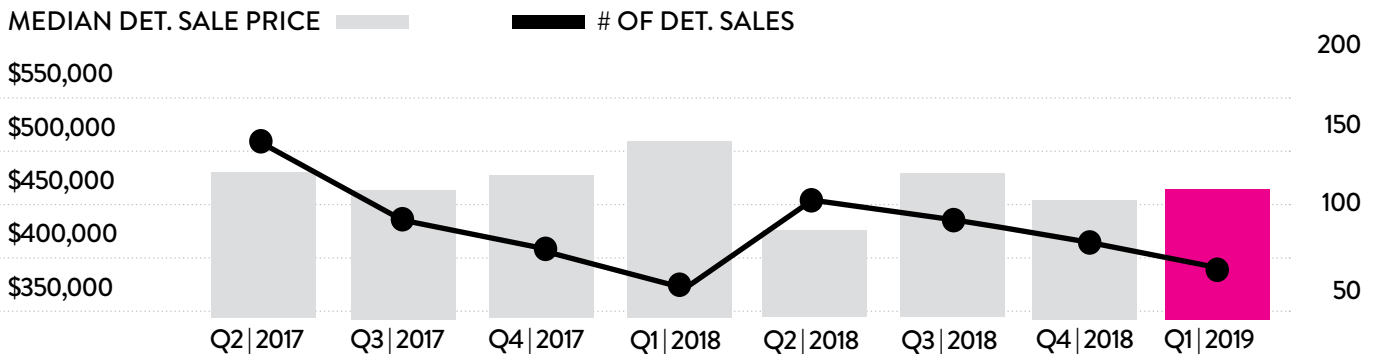
Q1 SALES BY INVENTORY TYPE



\$445,000
DETACHED MEDIAN SALE

\$397,500
TOWN/LINK MEDIAN SALE

\$265,000
APMNT/CONDO MEDIAN SALE



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.

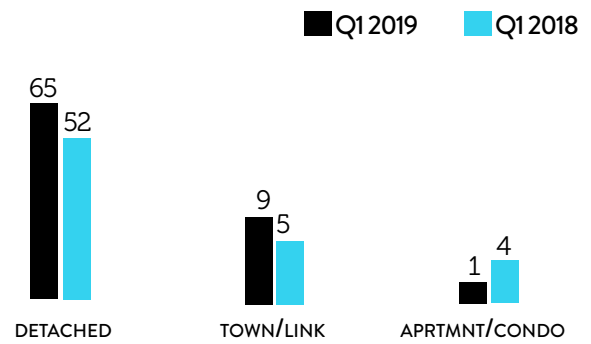
WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$499,900	75	111	0.68	\$490,020
Q1 2018 TOTAL	\$475,900	61	94	0.65	\$455,000
% CHANGE (+/-)	5% ▲	23% ▲	18% ▲	4.4% ▲	77% ▲
Q4 2018 TOTAL	\$494,900	66	89	0.74	\$471,500
% CHANGE (+/-)	1% ▲	13.6% ▲	24.7% ▲	8.1% ▼	4% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	93	68	▲
TOWN/LINK HOMES	15	21	▼
APARTMENT/CONDO	3	5	▼
TOTAL	111	94	▲
SALES TO NEW RATIO	0.68	0.65	▲

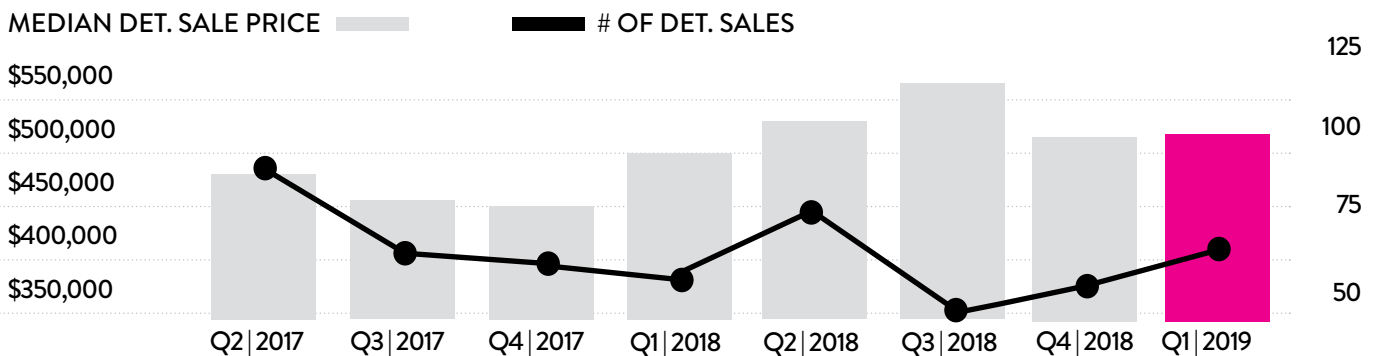
Q1 SALES BY INVENTORY TYPE



\$499,500
DETACHED MEDIAN SALE

\$490,020
TOWN/LINK MEDIAN SALE

\$435,000
APMNT/CONDO MEDIAN SALE



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.



TW



1 2019

COMPLETE DATA

City of Guelph



TRILLIUMWEST
QUARTERLY DATA REPORT

COMPLETE DATA

City of Guelph

Q1 | SALES TO

new listing ratio

A strong start to the year again for Sellers in Guelph.

0.62

INSIDE THE NUMBERS

Have we met before? You seem familiar.

The good ol' Guelph real estate market, through all forms of exterior influence it remains a model of consistency. Q1 proved this point perfectly.

After an all-over-the-map 2017 and a few subsequent Q's of adjustment to the new normal, Q1 saw the Guelph market return to a much more familiar form. Balanced supply, sales ratios and a more recognizable 6% Y/Y increase in detached median sale prices.

An interesting note, for the first time since your friends at TrilliumWest have been tracking data in Guelph (2014), Downtown has moved to become the most expensive sub-market in the city. The measured stability through unstable times in '17 & '18 have led us to this unfamiliar territory. The typically robust family move season of Q2 may have different plans, but a unique environment indeed.

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

	Q1 2019	% Chg (Y)	Q1 2018	% Chg (Q)	Q4 2018
MEDIAN DET. SALE PRICE	\$582,500	6.3% ▲	\$547,750	3% ▲	\$565,250
NUMBER OF NEW SALES	453	0.7% ▲	450	11% ▲	408
MEDIAN DAYS ON MARKET	15	2 days ▲	13	6 days ▼	21
NEW INVENTORY	728	4.6% ▲	696	49.5% ▲	487

UP & DOWN quick review

▲ 3%

Y/Y increase in East Guelph median sale price. Seems small, but the first increase in many Q's.

▼ 37%

Q/Q decrease in North Guelph sales to new listing ratio. A big step back from the summit in Q4 '18.

▲ 91%

Q/Q increase in the number of new listings in South Guelph. The 'student rental season' effect is real.

▼ 11%

Y/Y reduction in Downtown new inventory. Only one way for prices to go again. Yup, up.

▲ 14%

Y/Y increase in Downtown median sale price. Big gains again & now the highest figure in town.

▼ 5%

Y/Y & Q/Q reductions in Midtown new listings & volume of sales. Watch for a big change in Q2.

▲ 51%

Q/Q increase in Midtown new inventory. As family buying season begins, big sales numbers will follow.

▼ 19%

Y/Y drop in West Guelph sales to new listing ratio. Sellers are still winning, but will the trend continue?

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.

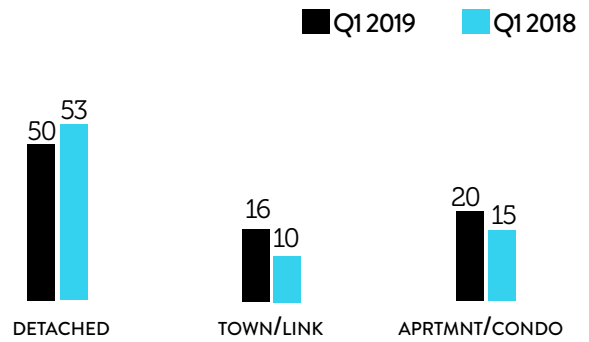
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$504,900	86	127	0.68	\$500,000
Q1 2018 TOTAL	\$444,950	81	114	0.71	\$439,900
% CHANGE (+/-)	13.5% ▲	6.2% ▲	11.4% ▼	4.2% ▼	13.7% ▲
Q4 2018 TOTAL	\$507,450	92	101	0.90	\$477,500
% CHANGE (+/-)	0.5% ▼	6.5% ▼	27.4% ▼	24.4% ▼	4.7% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	69	70	▼
TOWN/LINK HOMES	29	17	▲
APARTMENT/CONDO	29	27	▲
TOTAL	127	114	▲
SALES TO NEW RATIO	0.68	0.71	▼

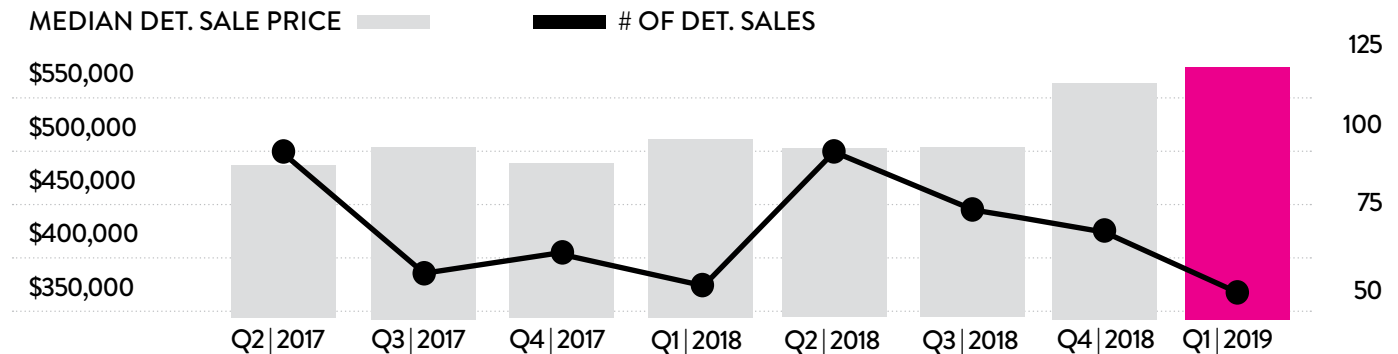
Q1 SALES BY INVENTORY TYPE



\$547,450
DETACHED MEDIAN SALE

\$472,566
TOWN/LINK MEDIAN SALE

\$454,500
APMNT/CONDO MEDIAN SALE



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.

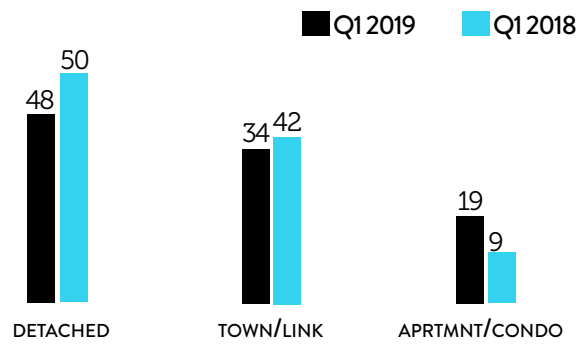
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$552,000	101	177	0.57	\$495,999
Q1 2018 TOTAL	\$479,900	101	171	0.59	\$480,000
% CHANGE (+/-)	15% ▲	=	3.5% ▲	3.4% ▼	3.3% ▲
Q4 2018 TOTAL	\$580,000	87	117	0.74	\$520,000
% CHANGE (+/-)	4.8% ▼	16.1% ▲	51.3% ▲	23% ▼	4.6% ▼

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	96	87	▲
TOWN/LINK HOMES	56	62	▲
APARTMENT/CONDO	25	22	▲
TOTAL	177	171	▲
SALES TO NEW RATIO	0.56	0.59	▼

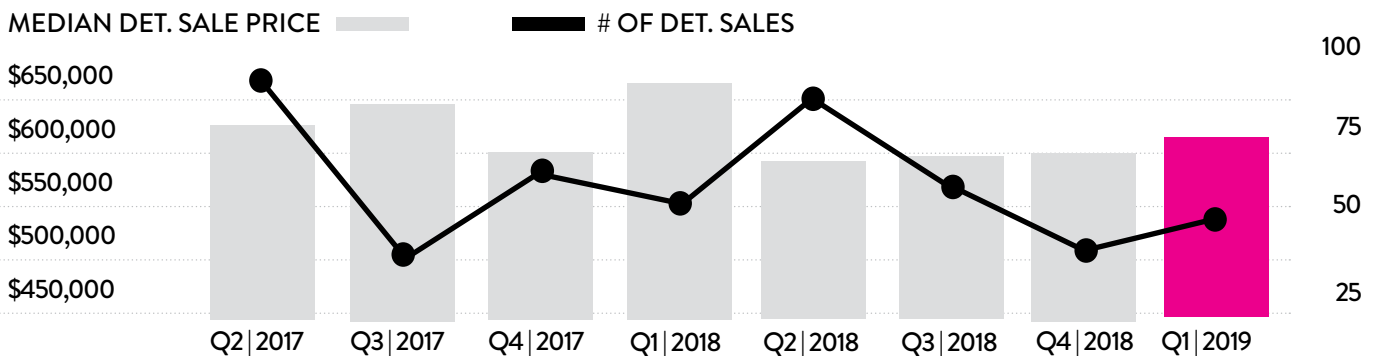
Q1 SALES BY INVENTORY TYPE



\$611,500
DETACHED MEDIAN SALE

\$423,250
TOWN/LINK MEDIAN SALE

\$315,000
APMNT/CONDO MEDIAN SALE



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.

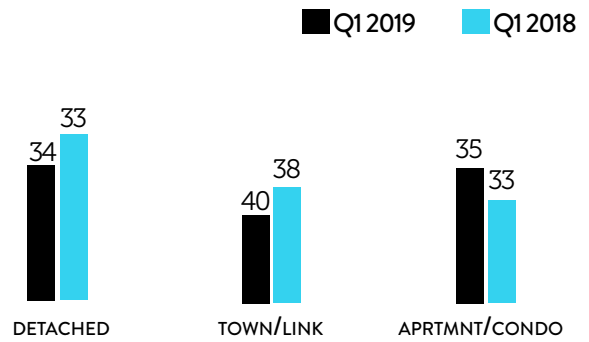
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$489,900	109	185	0.59	\$459,900
Q1 2018 TOTAL	\$465,500	104	190	0.55	\$480,000
% CHANGE (+/-)	5.2% ▲	4.8% ▲	2.6% ▼	7.3% ▲	4.2% ▼
Q4 2018 TOTAL	\$474,900	86	97	0.88	\$461,000
% CHANGE (+/-)	3.1% ▲	26.7% ▲	90.7% ▲	33% ▼	0.2% ▼

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	64	65	▼
TOWN/LINK HOMES	51	58	▼
APARTMENT/CONDO	70	67	▲
TOTAL	185	190	▼
SALES TO NEW RATIO	0.59	0.55	▲

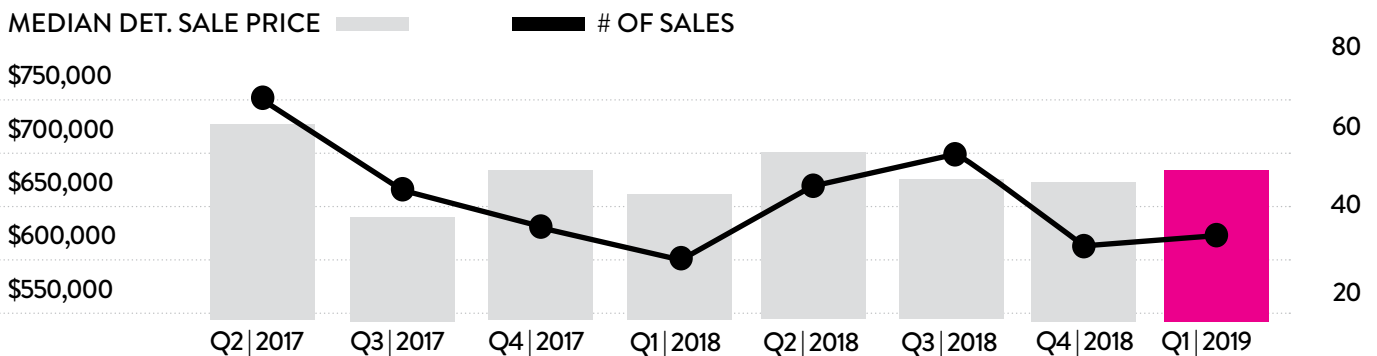
Q1 SALES BY INVENTORY TYPE



\$660,000
DETACHED MEDIAN SALE

\$457,450
TOWN/LINK MEDIAN SALE

\$351,000
APMNT/CONDO MEDIAN SALE



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.

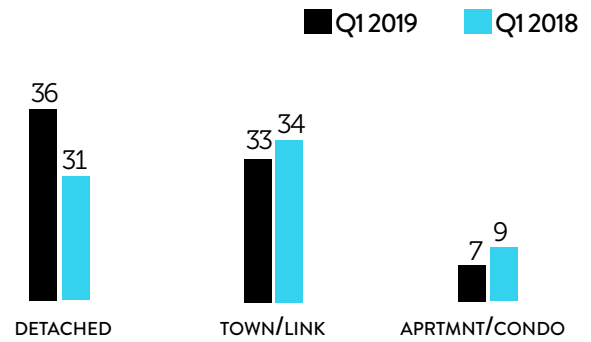
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$519,900	76	107	0.71	\$487,500
Q1 2018 TOTAL	\$489,900	74	116	0.64	\$471,250
% CHANGE (+/-)	6.1% ▲	2.7% ▲	7.7% ▼	11% ▲	3.4% ▲
Q4 2018 TOTAL	\$501,390	66	81	0.81	\$469,500
% CHANGE (+/-)	3.7% ▲	15.1% ▲	32% ▲	12.3% ▼	3.8% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	56	53	▲
TOWN/LINK HOMES	42	46	▼
APARTMENT/CONDO	9	17	▼
TOTAL	107	116	▼
SALES TO NEW RATIO	0.71	0.64	▲

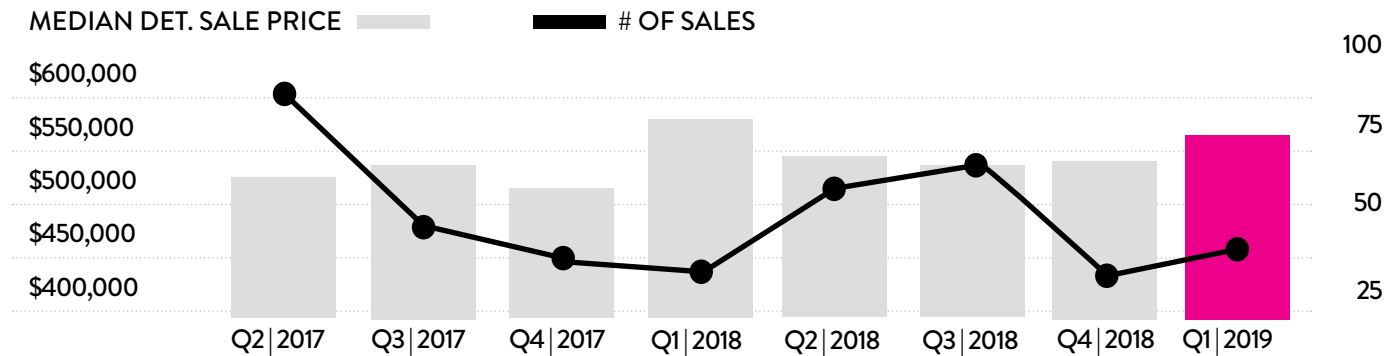
Q1 SALES BY INVENTORY TYPE



\$537,250
DETACHED MEDIAN SALE

\$479,900
TOWN/LINK MEDIAN SALE

\$280,000
APMNT/CONDO MEDIAN SALE



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.

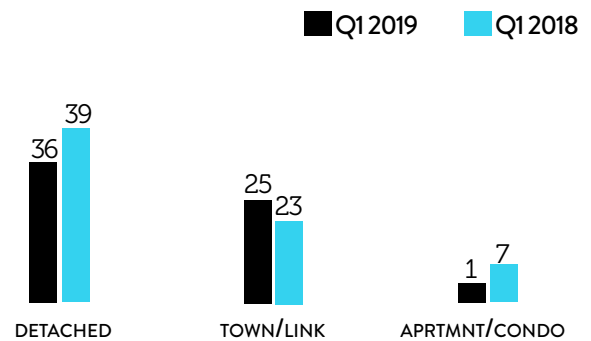
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$544,500	62	95	0.65	\$495,750
Q1 2018 TOTAL	\$492,400	69	86	0.80	\$475,000
% CHANGE (+/-)	10.6% ▲	10.1% ▼	10.5% ▲	18.7% ▼	4.4% ▲
Q4 2018 TOTAL	\$549,500	40	46	0.87	\$491,000
% CHANGE (+/-)	1% ▼	55% ▲	106.5% ▲	25.3% ▼	1% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	66	47	▲
TOWN/LINK HOMES	25	32	▼
APARTMENT/CONDO	4	7	▼
TOTAL	95	86	▲
SALES TO NEW RATIO	0.65	0.80	▼

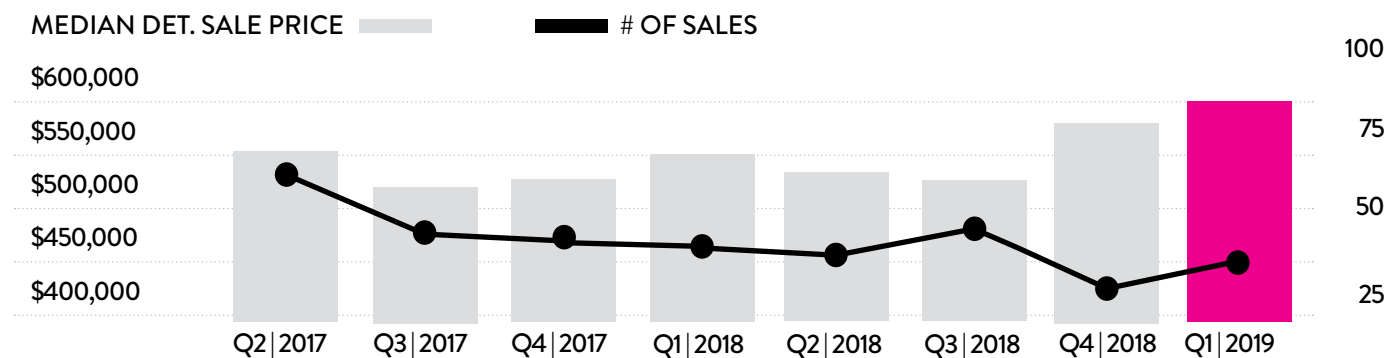
Q1 SALES BY INVENTORY TYPE



\$571,500
DETACHED MEDIAN SALE

\$368,000
TOWN/LINK MEDIAN SALE

\$248,500
APMNT/CONDO MEDIAN SALE



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.

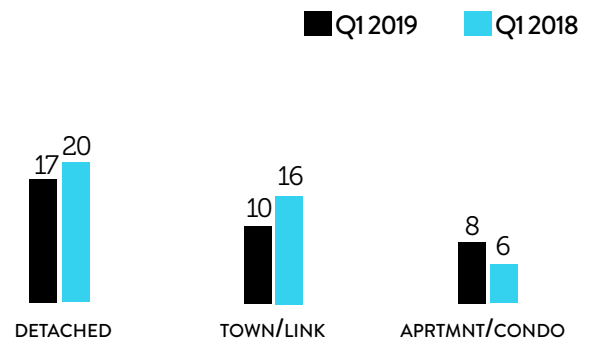
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$492,000	35	60	0.58	\$490,000
Q1 2018 TOTAL	\$449,900	42	59	0.71	\$449,100
% CHANGE (+/-)	94% ▲	16.7% ▼	1.7% ▲	18.3% ▼	9.1% ▲
Q4 2018 TOTAL	\$459,900	47	51	0.92	\$440,000
% CHANGE (+/-)	7% ▲	25.5% ▼	176% ▲	37% ▼	11.4% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	37	27	▲
TOWN/LINK HOMES	14	24	▼
APARTMENT/CONDO	7	8	▼
TOTAL	60	59	▲
SALES TO NEW RATIO	0.58	0.71	▼

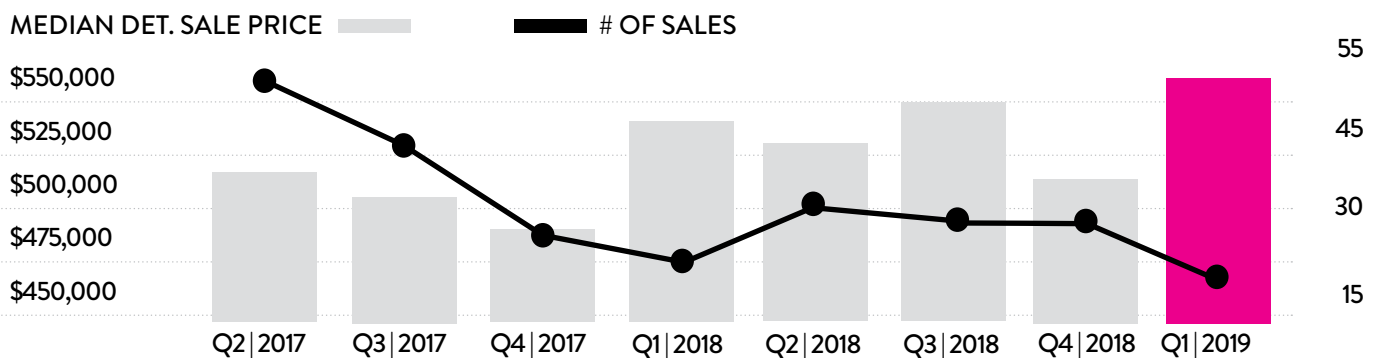
Q1 SALES BY INVENTORY TYPE



\$555,000
DETACHED MEDIAN SALE

\$389,950
TOWN/LINK MEDIAN SALE

\$336,250
APMNT/CONDO MEDIAN SALE



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.



TW



12019

COMPLETE DATA

Cities of Kitchener + Waterloo



TRILLIUMWEST
QUARTERLY DATA REPORT

COMPLETE DATA

Cities of Kitchener + Waterloo

Q1 | SALES TO new listing ratio

Staying strong in the city. This lead market indicator held strong to start 2019.

0.60

INSIDE THE NUMBERS

Have we hit a comfort zone? Q2 should tell the whole story.

No big secrets to uncover here anymore. The Kitchener Waterloo Region has even been labeled as the best market in Ontario to invest in. Asking prices across all areas and product types were up, and in some cases way up, in a fast-moving start to the year.

The dust has settled and the huge price jumps of 2018 appear to be behind us, but Q1 still saw a market pace not too far removed. We don't expect much of that to change in Q2 as all signs point to a busy, yet more calculated spring market.

With plenty of new home supply in the pipeline, Buyers should have interesting options in almost every corner of the Region. Sellers - make sure your price is right this spring, listen to your local Realtor® and be rewarded for making the right decisions.

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

	Q1 2019	% Chg (Y)	Q1 2018	% Chg (Q)	Q4 2018
MEDIAN DET. SALE PRICE	\$530,000	1.9% ▲	\$520,000	0.95% ▲	\$525,000
NUMBER OF NEW SALES	1050	1.3% ▼	1064	8.8% ▼	1151
MEDIAN DAYS ON MARKET	13	=	13	4 days ▲	17
NEW INVENTORY	1747	2.9% ▲	1698	19% ▼	1468

UP & DOWN quick review

▲26%

Y/Y increase in East Waterloo median list price. Sellers went big, but sales volume didn't follow.

▲22%

Q/Q increase in the number of West Kitchener new listings. Sellers look to fill the rising Buyer demand.

▲4%

Y/Y increase in Downtown Kitchener median sale price. Sellers who get their price right still rewarded.

▲0.1%

Y/Y increase in East Kitchener median sale price. Back to where things started one a year ago.

▼19%

Q/Q decrease in East Kitchener volume of sales. Listings were up, as were asking prices - a tough combo.

▼45%

Q/Q drop in Downtown Kitchener sales to new listing ratio. On the threshold of a Buyer's market in the core.

▼49%

Q/Q reduction in Uptown sales to new listing ratio. Buyers called the Q1 shots in condo land.

▼31%

Y/Y reduction in East Waterloo sales to new listing ratio. Welcomed balance for Buyers in a big market.

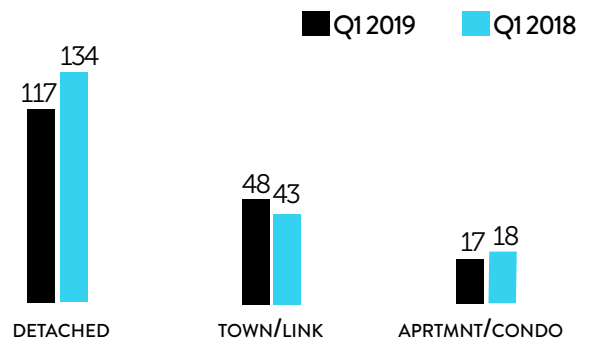
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$482,450	182	274	0.66	\$455,300
Q1 2018 TOTAL	\$450,000	195	277	0.70	\$455,000
% CHANGE (+/-)	72% ▲	67% ▼	11% ▼	57% ▼	0.06% ▲
Q4 2018 TOTAL	\$457,000	225	264	0.85	\$438,000
% CHANGE (+/-)	5.6% ▲	19.1% ▼	3.8% ▲	22.3% ▼	3.9% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	195	185	▲
TOWN/LINK HOMES	53	68	▼
APARTMENT/CONDO	26	24	▲
TOTAL	274	277	▼
SALES TO NEW RATIO	0.66	0.70	▼

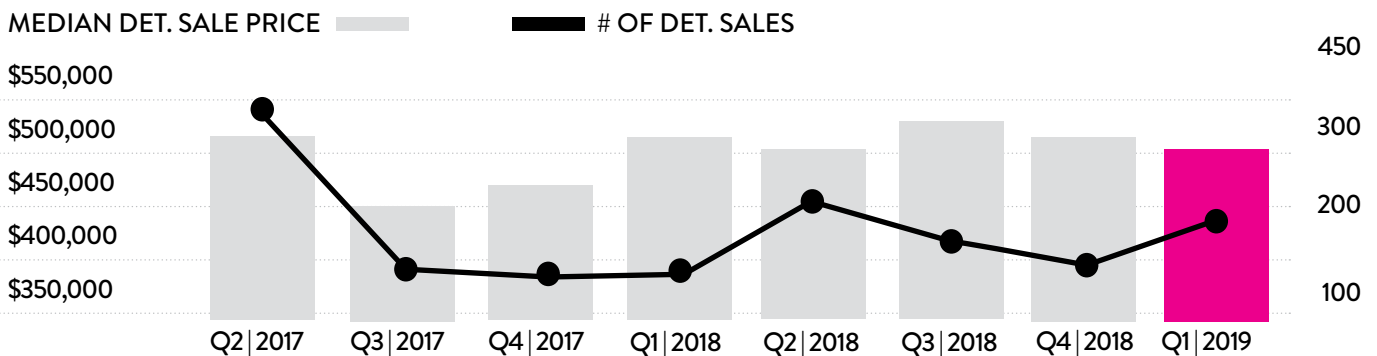
Q1 SALES BY INVENTORY TYPE



\$485,000
DETACHED MEDIAN SALE

\$417,500
TOWN/LINK MEDIAN SALE

\$280,000
APMNT/CONDO MEDIAN SALE



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.

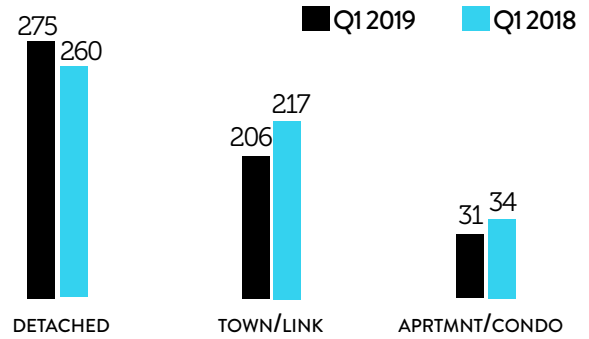
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$489,900	512	794	0.64	\$454,000
Q1 2018 TOTAL	\$434,900	511	811	0.63	\$425,700
% CHANGE (+/-)	12.6% ▲	0.2% ▲	2.1% ▼	1.6% ▲	6.6% ▲
Q4 2018 TOTAL	\$459,900	509	653	0.78	\$432,000
% CHANGE (+/-)	6.5% ▲	0.6% ▲	21.6% ▲	17.9% ▼	5.1% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	486	397	▲
TOWN/LINK HOMES	261	359	▼
APARTMENT/CONDO	47	55	▼
TOTAL	794	811	▼
SALES TO NEW RATIO	0.64	0.63	▲

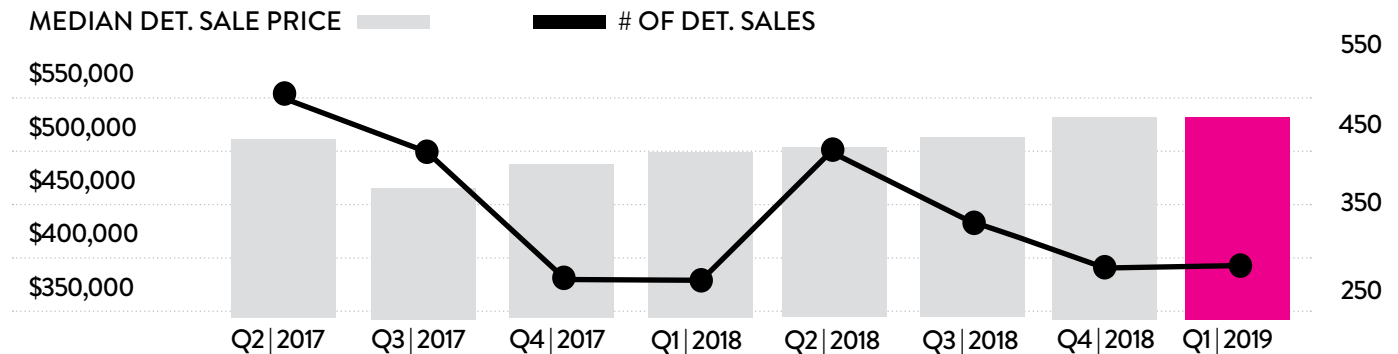
Q1 SALES BY INVENTORY TYPE



\$515,000
DETACHED MEDIAN SALE

\$391,000
TOWN/LINK MEDIAN SALE

\$247,500
APMNT/CONDO MEDIAN SALE



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.

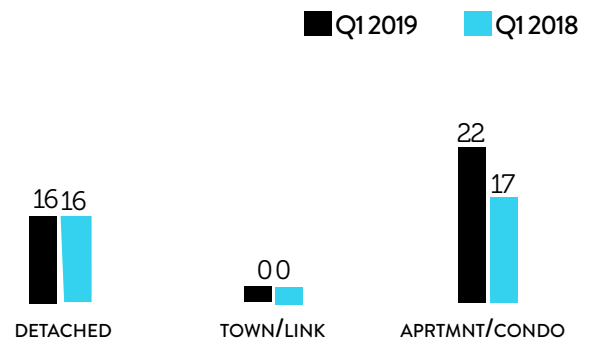
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$399,900	38	84	0.45	\$380,000
Q1 2018 TOTAL	\$372,500	34	72	0.47	\$365,000
% CHANGE (+/-)	7.3% ▲	11.8% ▲	16.7% ▲	4.2% ▼	4.1% ▲
Q4 2018 TOTAL	\$383,950	56	68	0.82	\$377,450
% CHANGE (+/-)	4.1% ▲	32.1% ▼	23.5% ▲	45% ▼	0.7% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	28	28	=
TOWN/LINK HOMES	6	2	▲
APARTMENT/CONDO	50	42	▲
TOTAL	84	72	▲
SALES TO NEW RATIO	0.45	0.47	▼

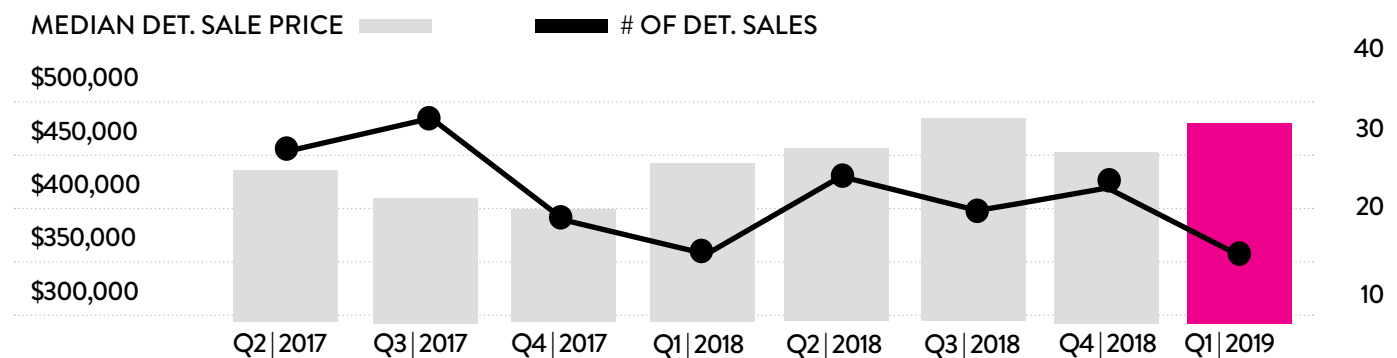
Q1 SALES BY INVENTORY TYPE



\$455,000
DETACHED MEDIAN SALE

N/A
TOWN/LINK MEDIAN SALE

\$325,000
APMNT/CONDO MEDIAN SALE



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.

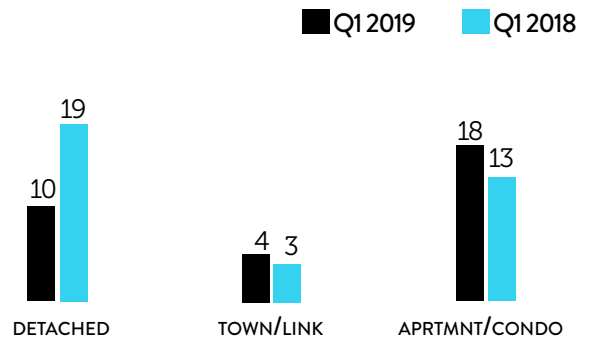
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$495,000	32	69	0.46	\$486,450
Q1 2018 TOTAL	\$479,900	35	64	0.55	\$445,000
% CHANGE (+/-)	3.1% ▲	8.6% ▼	78% ▲	16.4% ▼	9.3% ▲
Q4 2018 TOTAL	\$463,950	47	52	0.90	\$450,000
% CHANGE (+/-)	6.7% ▲	31.9% ▼	32.7% ▲	48.9% ▼	8.1% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	23	25	▼
TOWN/LINK HOMES	10	7	▲
APARTMENT/CONDO	36	32	▲
TOTAL	69	64	▲
SALES TO NEW RATIO	0.46	0.55	▼

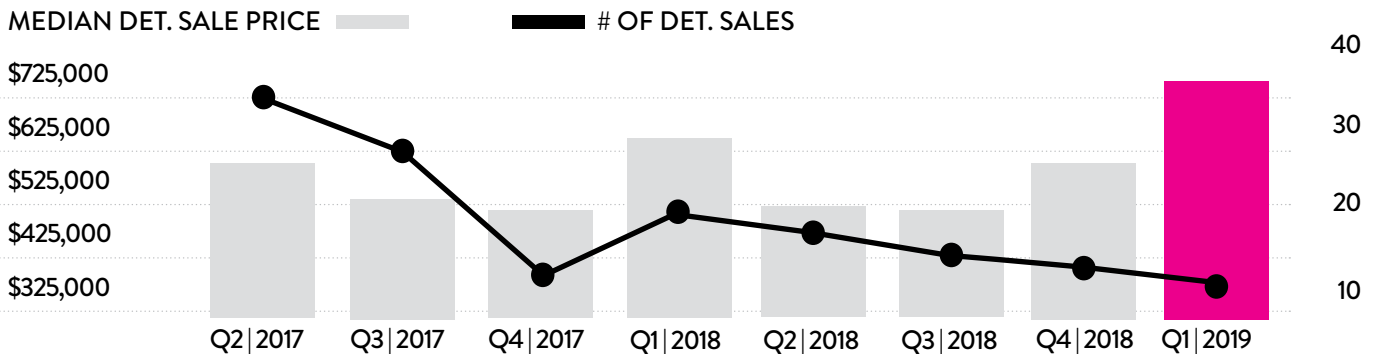
Q1 SALES BY INVENTORY TYPE



\$711,500
DETACHED MEDIAN SALE

\$362,000
TOWN/LINK MEDIAN SALE

\$457,000
APMNT/CONDO MEDIAN SALE



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.

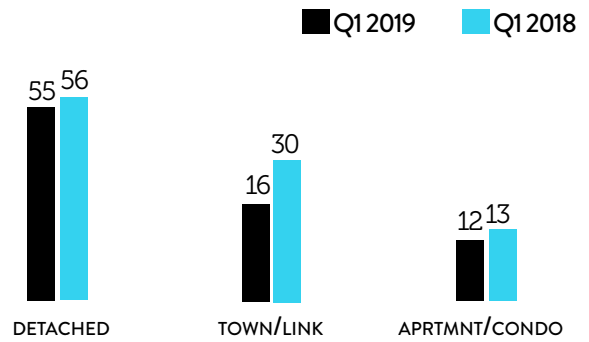
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$600,000	83	153	0.54	\$520,000
Q1 2018 TOTAL	\$475,700	99	126	0.78	\$469,000
% CHANGE (+/-)	26.1% ▲	16.1% ▼	21.4% ▲	30.8% ▼	10.9% ▲
Q4 2018 TOTAL	\$539,900	97	127	0.76	\$465,000
% CHANGE (+/-)	11.1% ▲	14.4% ▼	20.5% ▲	28.9% ▼	11.8% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	109	73	▲
TOWN/LINK HOMES	25	33	▼
APARTMENT/CONDO	19	20	▼
TOTAL	153	126	▲
SALES TO NEW RATIO	0.54	0.78	▼

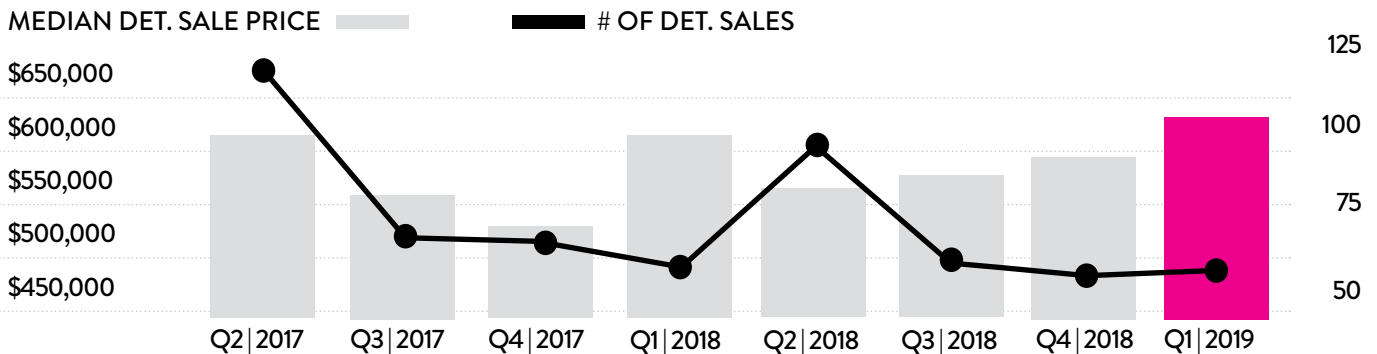
Q1 SALES BY INVENTORY TYPE



\$611,000
DETACHED MEDIAN SALE

\$275,000
TOWN/LINK MEDIAN SALE

\$260,500
APMNT/CONDO MEDIAN SALE



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.

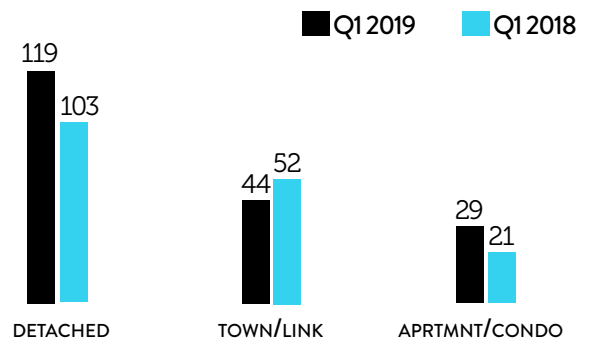
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$562,450	192	364	0.53	\$500,000
Q1 2018 TOTAL	\$507,450	176	334	0.53	\$481,000
% CHANGE (+/-)	10.8% ▲	9.1% ▲	9% ▲	=	3.9% ▲
Q4 2018 TOTAL	\$519,000	214	293	0.73	\$487,500
% CHANGE (+/-)	8.4% ▲	10.3% ▼	24.2% ▲	27.4% ▼	2.6% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
DETACHED HOMES	231	193	▲
TOWN/LINK HOMES	63	68	▼
APARTMENT/CONDO	70	73	▼
TOTAL	364	334	▲
SALES TO NEW RATIO	0.53	0.53	=

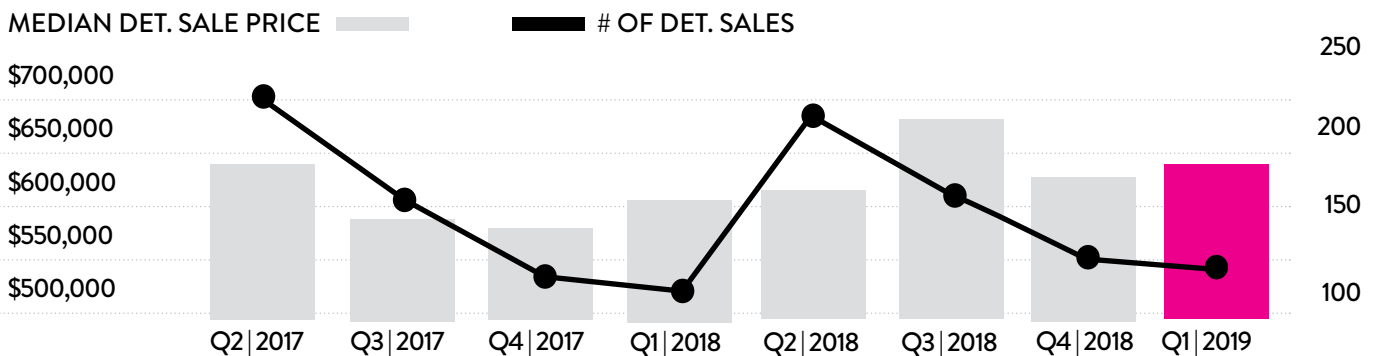
Q1 SALES BY INVENTORY TYPE



\$615,000
DETACHED MEDIAN SALE

\$410,000
TOWN/LINK MEDIAN SALE


\$305,000
APMNT/CONDO MEDIAN SALE



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.



TW

 1 2019

COMPLETE DATA

The Townships



ELORA
MILL
INN

COMPLETE DATA

The Townships

INSIDE THE NUMBERS

We say ‘full marks’ for the toughest season outside the city.

Q1 and the unpredictable winter weather is always a tough time of year for the hyper-local markets of the Townships. Ask your favourite Realtor® friend - rural properties always show their best when you can experience the land, enjoy the winding drives and envision your family living that country dream. However, Q1 of 2019 was about as seasonally unaffected as we have seen in years.

While the Townships closer to the GTA and the 401 continue to adjust to a less-beaten Buyer path out of the big city, more and more Regional city dwellers are discovering the quieter pastures on their doorstep. We expect to see this increase further in Q2.

Buyers aren’t opening their wallet for any old property - patience is the name of the game right now. With some of the lowest sales to new listing ratios in the Region, Sellers really need to get their price right to get results.

Q1 | SALES TO

new listing ratio

A time of year typically short on inventory and more indicative of a balanced market.

0.52

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

	Q1 2019	% Chg (Y)	Q1 2018	% Chg (Q)	Q4 2018
MEDIAN DET. SALE PRICE	\$623,250	0.2% ▲	\$610,500	5.6% ▲	\$590,000
NUMBER OF NEW SALES	252	16% ▼	256	3.8% ▼	262
MEDIAN DAYS ON MARKET	18	4 days ▲	14	8 days ▲	26
NEW INVENTORY	487	15.1% ▲	423	46.7% ▲	332

UP & DOWN quick review

- ▲2% Y/Y increase in Centre Wellington median sale price. A return to normal temps up North?
- ▲26% Y/Y jump in the North Dumfries sales to new listing ratio. The country value play was very well-played.
- ▲15% Y/Y increase in the Woolwich median sale price. The data says we should see prices rising further in Q2.
- ▲16% Y/Y increase in the Wellesley median listing price. Sellers looked to capitalize on a busy start to the year.
- ▼13% Y/Y decrease in the Puslinch sales to new listing ratio. The highest prices see the lowest ratio in the Region
- ▼5% Y/Y decrease in the Wilmot median sale price. A step forward from Q4, but some work still to be done.
- ▼6% Y/Y decrease in the Guelph Eramosa median list price. But Sellers who got their price right got rewarded.
- ▼40% Q/Q decrease in Centre Wellington sales to new listing ratio. A trend that will continue? We’re watching.

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.

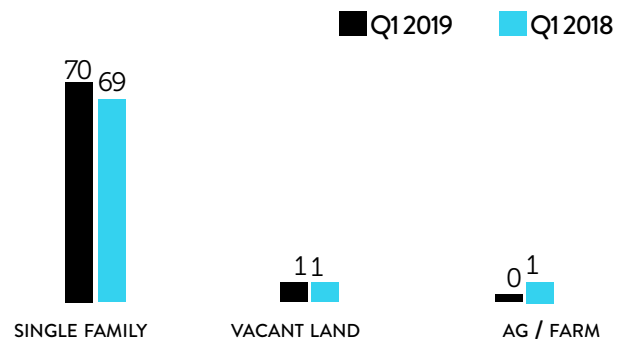
CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$579,900	71	138	0.51	\$499,000
Q1 2018 TOTAL	\$499,900	71	112	0.63	\$489,900
% CHANGE (+/-)	16% ▲	=	11.3% ▲	19% ▼	1.8% ▲
Q4 2018 TOTAL	\$525,000	79	93	0.85	\$493,000
% CHANGE (+/-)	10.4% ▲	10.1% ▼	48.4% ▲	40% ▼	1.2% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	130	105	▲
VACANT LAND	5	3	▲
AG / FARM	3	4	▼
TOTAL	138	112	▲
SALES TO NEW RATIO	0.51	0.63	▼

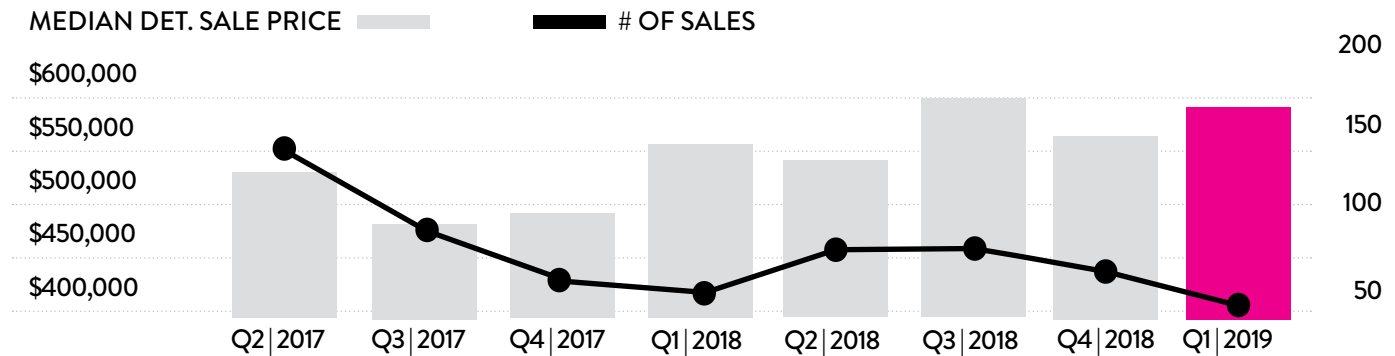
Q1 SALES BY INVENTORY TYPE



\$499,900
SINGLE FAMILY MEDIAN

\$370,000
VACANT LAND MEDIAN

\$1,050,000
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.

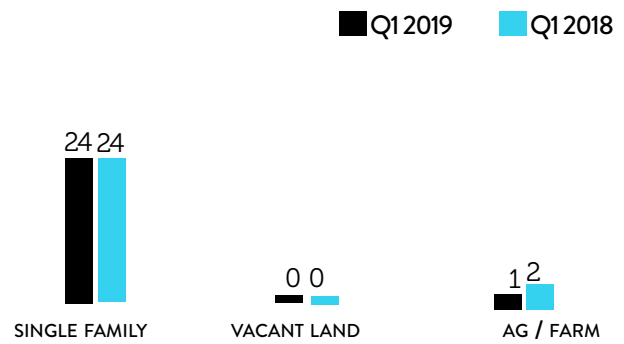
GUELPH ERAMOSA

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$765,000	26	61	0.43	\$733,500
Q1 2018 TOTAL	\$814,990	26	71	0.37	\$675,850
% CHANGE (+/-)	6.1% ▼	=	14.1% ▼	16.2% ▲	8.5% ▲
Q4 2018 TOTAL	\$750,000	23	45	0.51	\$680,000
% CHANGE (+/-)	2% ▲	13% ▲	35.5% ▲	15.7% ▼	7.9% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	58	66	▼
VACANT LAND	0	4	▼
AG / FARM	3	1	▲
TOTAL	61	71	▼
SALES TO NEW RATIO	0.43	0.37	▼

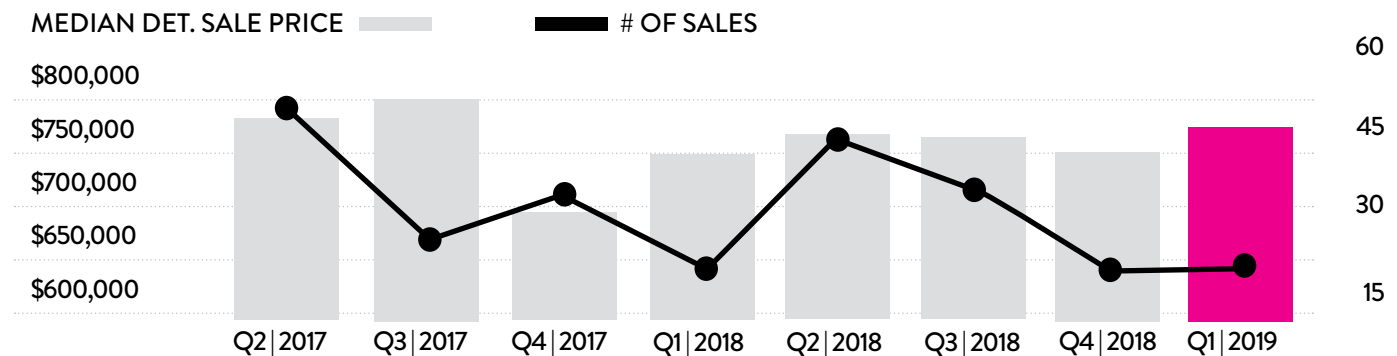
Q1 SALES BY INVENTORY TYPE



\$733,500
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$2,150,000
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.

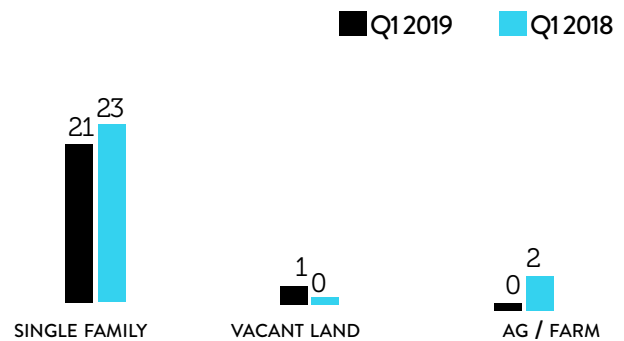
NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$597,900	22	44	0.50	\$598,750
Q1 2018 TOTAL	\$579,900	25	36	0.69	\$475,000
% CHANGE (+/-)	3.1% ▲	12% ▼	22.2% ▲	26.8% ▼	26% ▲
Q4 2018 TOTAL	\$564,900	26	37	0.70	\$575,000
% CHANGE (+/-)	5.8% ▲	15.4% ▼	18.9% ▲	29% ▲	4.1% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	37	33	▲
VACANT LAND	6	2	▲
AG / FARM	1	1	=
TOTAL	44	36	▲
SALES TO NEW RATIO	0.50	0.69	▼

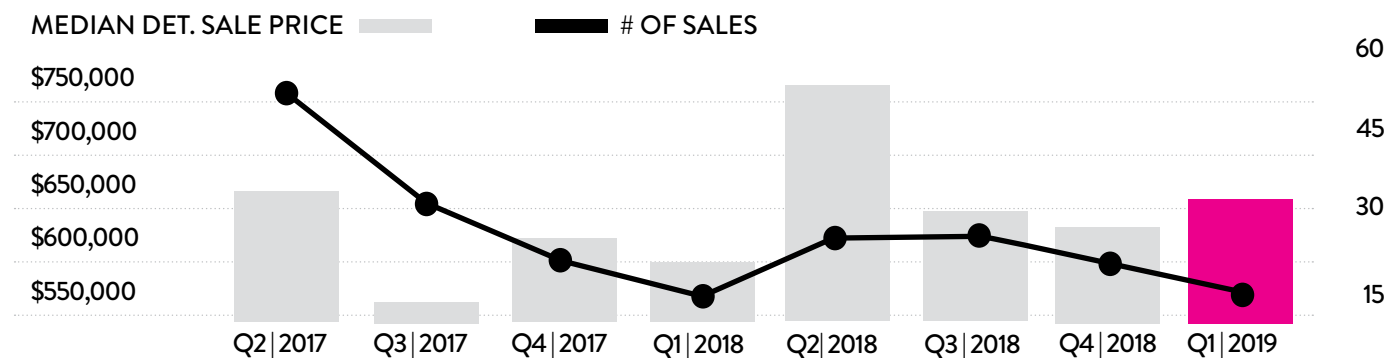
Q1 SALES BY INVENTORY TYPE



\$610,000
SINGLE FAMILY MEDIAN

\$190,000
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.

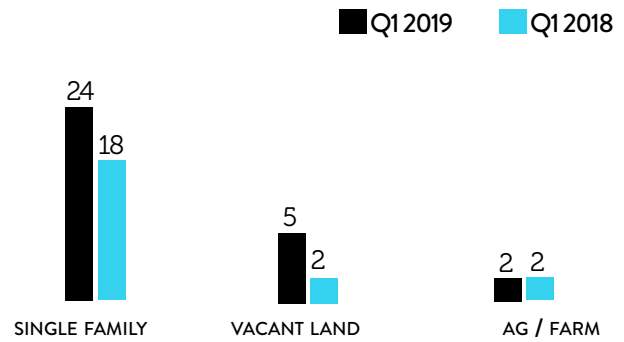
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$829,900	31	75	0.41	\$944,000
Q1 2018 TOTAL	\$1,225,000	22	47	0.47	\$984,500
% CHANGE (+/-)	32.2% ▼	41% ▲	59.6% ▲	12.8% ▼	4.1% ▼
Q4 2018 TOTAL	\$1,149,900	26	42	0.62	\$905,000
% CHANGE (+/-)	27.8% ▼	19.2% ▲	78.6% ▲	33.9% ▼	4.3% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	59	34	▲
VACANT LAND	14	10	▲
AG / FARM	2	3	▼
TOTAL	75	47	▲
SALES TO NEW RATIO	0.41	0.47	▼

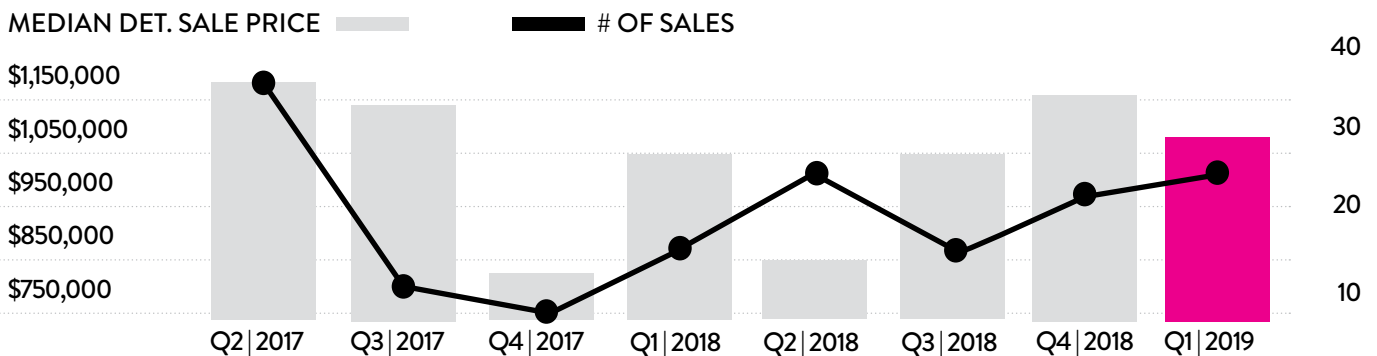
Q1 SALES BY INVENTORY TYPE



\$974,950
SINGLE FAMILY MEDIAN

\$538,000
VACANT LAND MEDIAN

\$2,025,000
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.

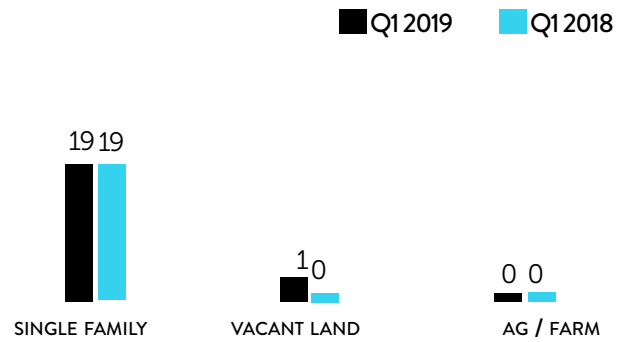
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$670,000	20	34	0.59	\$638,750
Q1 2018 TOTAL	\$578,750	19	25	0.76	\$620,000
% CHANGE (+/-)	15.8% ▲	5.3% ▲	36% ▲	22.4% ▼	3% ▲
Q4 2018 TOTAL	\$725,000	16	25	0.64	\$600,000
% CHANGE (+/-)	76% ▼	25% ▲	36% ▲	78% ▼	6.5% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	33	24	▲
VACANT LAND	1	1	=
AG / FARM	0	0	=
TOTAL	34	25	▲
SALES TO NEW RATIO	0.59	0.76	▼

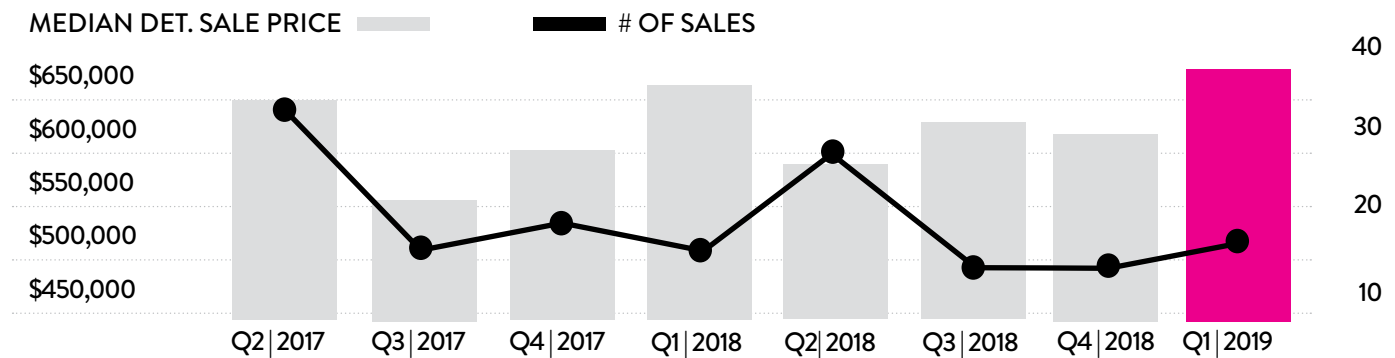
Q1 SALES BY INVENTORY TYPE



\$640,000
SINGLE FAMILY MEDIAN

\$637,500
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.

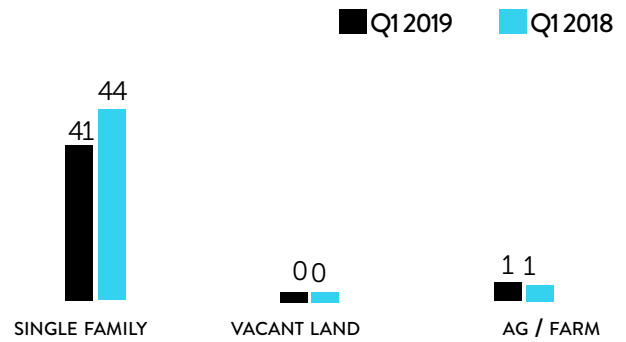
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$639,900	42	95	0.44	\$478,950
Q1 2018 TOTAL	\$599,750	45	79	0.57	\$506,000
% CHANGE (+/-)	6.7% ▲	6.7% ▼	20.2% ▲	22.8% ▼	5.3% ▼
Q4 2018 TOTAL	\$548,750	60	74	0.81	\$455,200
% CHANGE (+/-)	16.6% ▲	30% ▼	28.4% ▲	45.7% ▼	5.2% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	92	75	▲
VACANT LAND	1	1	=
AG / FARM	2	3	▼
TOTAL	95	79	▲
SALES TO NEW RATIO	0.44	0.57	▼

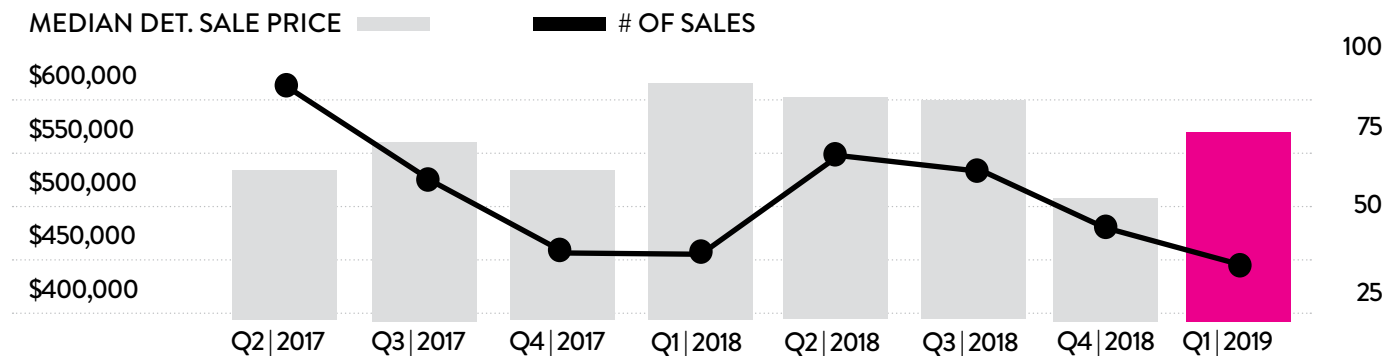
Q1 SALES BY INVENTORY TYPE



\$478,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$970,000
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.

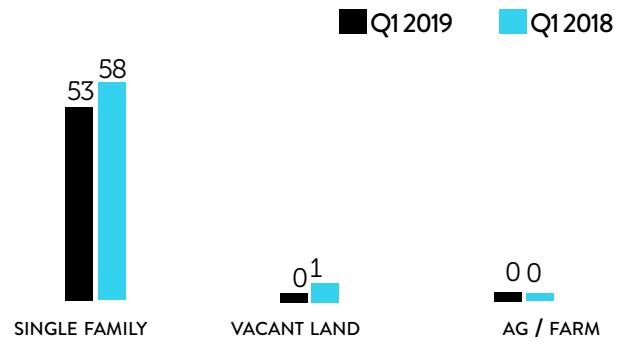
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2019 TOTAL	\$575,900	53	83	0.64	\$540,400
Q1 2018 TOTAL	\$529,450	59	88	0.67	\$470,000
% CHANGE (+/-)	8.8% ▲	10.2% ▼	5.7% ▼	4.5% ▼	15% ▲
Q4 2018 TOTAL	\$570,000	48	55	0.87	\$510,000
% CHANGE (+/-)	1% ▲	10.4% ▲	51% ▲	26.4% ▼	6% ▲

Q1 NEW INVENTORY

	Q1 2019	Q1 2018	TREND
SINGLE FAMILY	78	84	▼
VACANT LAND	4	1	▲
AG / FARM	1	3	▼
TOTAL	83	88	▼
SALES TO NEW RATIO	0.64	0.67	▼

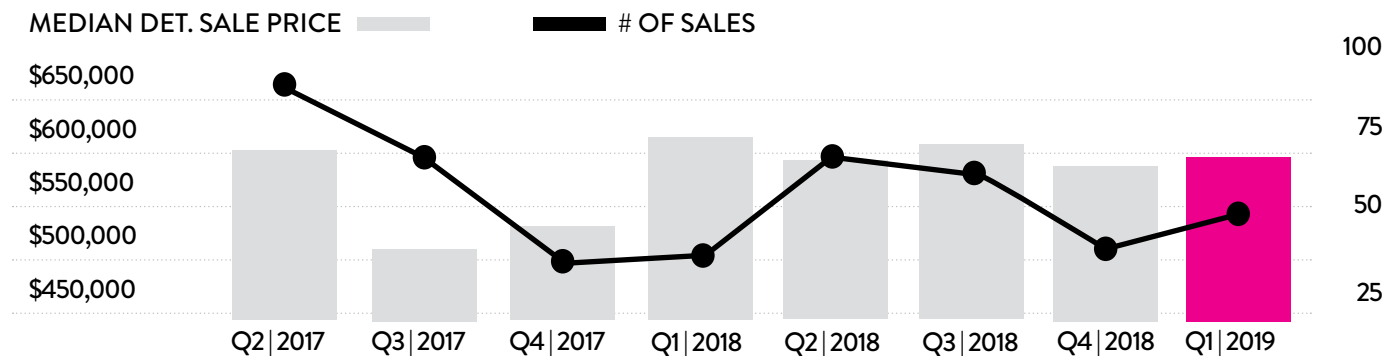
Q1 SALES BY INVENTORY TYPE



\$540,400
SINGLE FAMILY MEDIAN

N/A
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.

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

