

TW Q1
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TRILLIUMWEST
REAL ESTATE BROKERAGE

QUARTERLY
DATA REPORT

THE COVID-19 DISCLAIMER



Straight talk here - we weren't exactly sure how to approach our analysis of the Q1 numbers, because the numbers as a whole don't tell the whole story. That's never really been the case before. However, a data report is a historical document. It is a snapshot of a moment in time, no matter how different some of those moments may have been. Q1 was comprised of about 13 weeks, 11 of which we are calling pre-COVID, 2 of which are post. Of note, it actually took a week or so for the real estate volumes across the Region to really bear the effects of this new COVID-19 world.

So, the data presented here is true - it just won't give an excellent indicator as to what is next, something we know thousands of you across the Region rely on.

To provide some context, we attempted to provide a little statement in our analysis of every part of the Region that addresses the COVID-19 era of real estate ahead. We like to avoid big crystal ball statements, but we also know you expect honesty and true words from us.

While real estate has been deemed an essential service and the markets are still open, we are operating as business UNusual. Our focus right now is on safely assisting those of you who HAVE to move and spending the vast majority of our time informing, coaching and supporting those of you that don't.

We are running the numbers on a weekly basis, so please reach out and talk to us. The right information in your hands will ultimately lead you to make the best decisions possible for you and your family.

Stay safe, stay inside, stay informed & stay in touch!

XOXO



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
Cities of Kitchener + Waterloo	KW OVERVIEW	20
	EAST KITCHENER	21
	WEST KITCHENER	22
	DOWNTOWN KITCHENER	23
	UPTOWN WATERLOO	24
	EAST WATERLOO	25
The Townships	WEST WATERLOO	26
	THE TOWNSHIPS OVERVIEW	28
	CENTRE WELLINGTON	29
	GUELPH ERAMOSA	30
	NORTH DUMFRIES	31
	TOWNSHIP OF PUSLINCH	32
About TrilliumWest	TOWNSHIP OF WELLESLEY	33
	TOWNSHIP OF WILMOT	34
	TOWNSHIP OF WOOLWICH	35
	ABOUT TRILLIUMWEST	36

TW 1
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COMPLETE DATA
Cambridge

COMPLETE DATA

City of Cambridge

Q1 | SALES TO

new listing ratio

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

0.73

INSIDE THE NUMBERS

How well will Cambridge handle the COVID-effect market?

Well, let's look at the facts - that was the hottest Q on record for the city of Cambridge, period. If you are going to come out of a tough situation, you better hope you are going in to it hot. And the Cambridge market sure was hot. However, we feel the story may not end that easily.

The Cambridge market was the biggest benefactor of a mass move out of the GTA for the past few Q's. The coming Q's are likely to see a dramatic reduction in that interest group, leaving the Cambridge market to stand on it's own two feet.

With meteoric leaps in recent Q's we can't help but see some potential problems with this scenario. No crystal balls here, but the Cambridge market might be headed for a tougher Q2 than the rest of the Region.

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

	Q1 2020	% Chg (Y)	Q1 2019	% Chg (Q)	Q4 2019
MEDIAN DET. SALE PRICE	\$590,000	20.4% ▲	\$490,000	9.9% ▲	\$537,000
NUMBER OF NEW SALES	430	14% ▲	377	18.1% ▼	525
MEDIAN DAYS ON MARKET	9	5 days ▼	14	6 days ▼	15
NEW INVENTORY	585	14% ▲	577	26.9% ▲	461

UP & DOWN quick review

- ▲25% Y/Y increase in the Hespeler median sale price. Unreal totals & unrealistic for these figures to keep going.
- ▲30% Y/Y increase in East Galt sales volume. Continuous limited supply boiled over into a huge spike in demand.
- ▲98% Y/Y jump in the Preston sales volume. Both buyers & sellers got involved. Really, really involved.
- ▲15% Q/Q increase in the North Galt median sale price. We said it was coming, and well, it did. And then some..

- ▼22% Y/Y decrease in West Galt new inventory. No surprise, but the ratio & prices both rose commensurately..
- ▼32% Q/Q reduction in the North Galt sales to new listing ratio. Pumped up prices pulled many from the market.
- ▼36% Q/Q decrease in the Hespeler sales to new listing ratio. Escalated list prices finally met their match.
- ▼21% Q/Q reduction in North Galt new inventory. Want to guess where prices went? Big-time up.

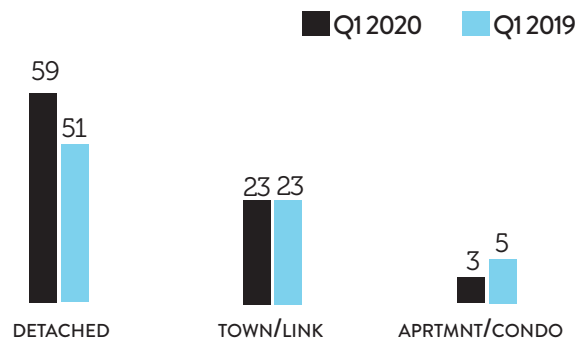
HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$586,950	85	128	0.66	\$590,000
Q1 2019 TOTAL	\$529,950	79	124	0.64	\$470,456
% CHANGE (+/-)	10.7% ▲	7.6% ▲	3.2% ▲	3.1% ▲	25.4% ▲
Q4 2019 TOTAL	\$549,900	87	84	1.03	\$560,000
% CHANGE (+/-)	6.7% ▲	2.3% ▼	52.4% ▲	35.9% ▼	5.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	92	86	▲
TOWN/LINK HOMES	33	32	▲
APARTMENT/CONDO	3	6	▼
TOTAL	128	124	▲
SALES TO NEW RATIO	0.66	0.64	▲

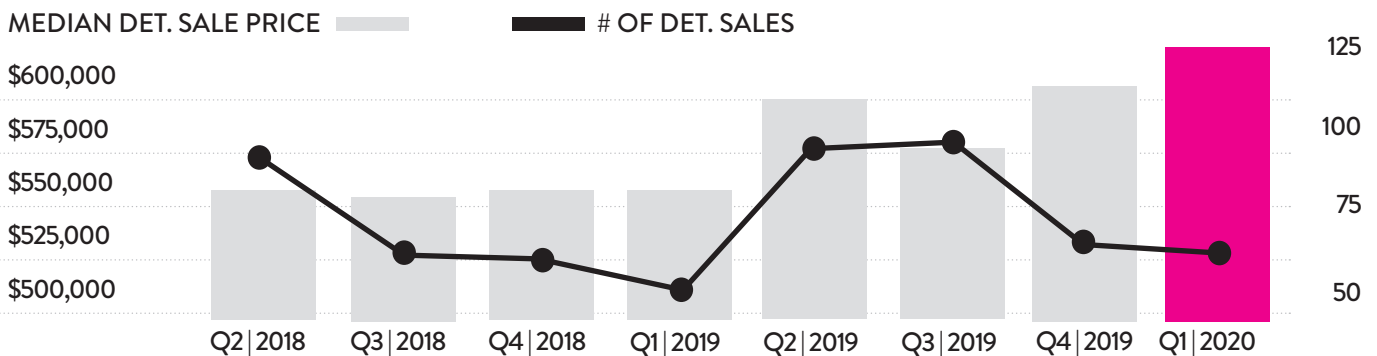
Q1 SALES BY INVENTORY TYPE



\$632,000
DETACHED MEDIAN SALE

\$475,000
TOWN/LINK MEDIAN SALE

\$310,000
APMNT/CONDO MEDIAN SALE



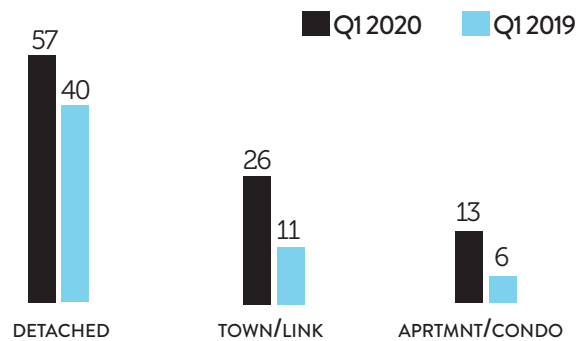
PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$499,900	96	124	0.77	\$492,850
Q1 2019 TOTAL	\$449,900	57	97	0.59	\$423,000
% CHANGE (+/-)	11.1% ▲	98.4% ▲	27.8% ▲	30.5% ▲	16.5% ▲
Q4 2019 TOTAL	\$499,900	70	94	0.74	\$473,750
% CHANGE (+/-)	=	37.1% ▲	31.9% ▲	4% ▲	4% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	82	66	▲
TOWN/LINK HOMES	30	23	▲
APARTMENT/CONDO	12	8	▲
TOTAL	124	97	▲
SALES TO NEW RATIO	0.77	0.59	▲

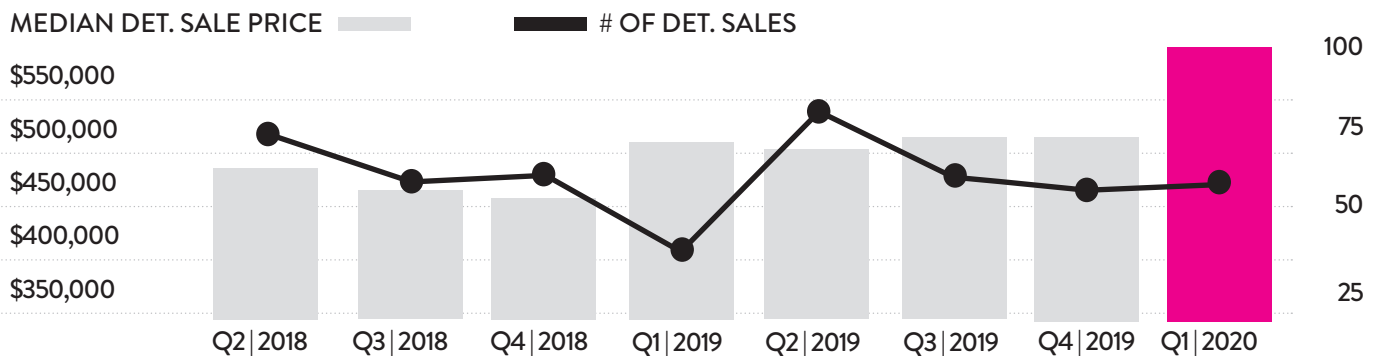
Q1 SALES BY INVENTORY TYPE



\$575,000
DETACHED MEDIAN SALE

\$473,500
TOWN/LINK MEDIAN SALE

\$329,900
APMNT/CONDO MEDIAN SALE



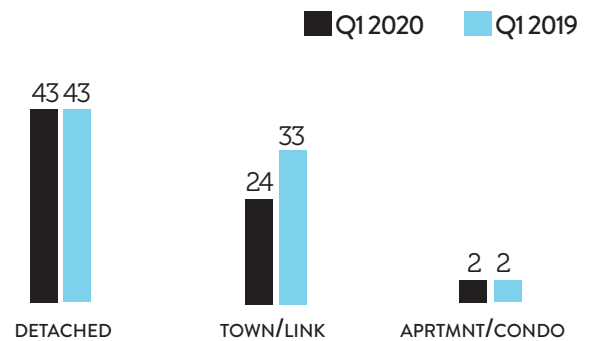
NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$549,900	69	104	0.66	\$550,500
Q1 2019 TOTAL	\$489,900	78	106	0.73	\$475,000
% CHANGE (+/-)	12.2% ▲	11.5% ▼	19% ▼	96% ▼	15.9% ▲
Q4 2019 TOTAL	\$477,450	87	90	0.96	\$480,100
% CHANGE (+/-)	15.1% ▲	20.7% ▼	15.5% ▲	31.2% ▼	14.7% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	66	61	▲
TOWN/LINK HOMES	34	44	▼
APARTMENT/CONDO	4	1	▲
TOTAL	104	106	▼
SALES TO NEW RATIO	0.66	0.73	▼

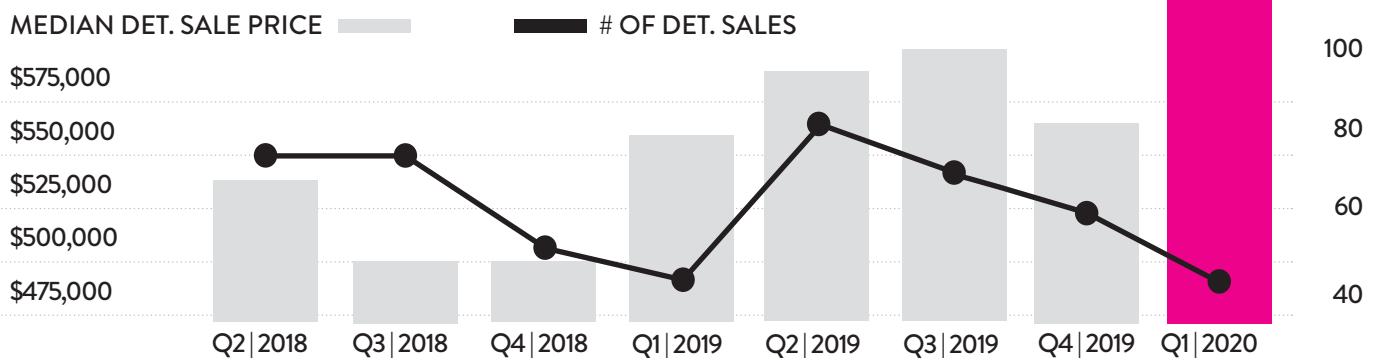
Q1 SALES BY INVENTORY TYPE



\$625,000
DETACHED MEDIAN SALE

\$497,500
TOWN/LINK MEDIAN SALE

\$390,000
APMNT/CONDO MEDIAN SALE



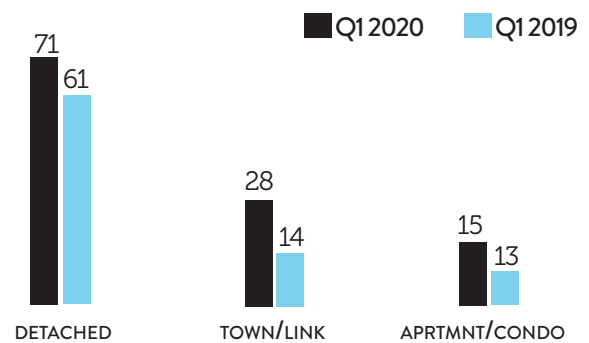
EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$472,450	114	142	0.79	\$492,500
Q1 2019 TOTAL	\$439,800	88	139	0.63	\$422,500
% CHANGE (+/-)	74% ▲	29.5% ▲	2.1% ▲	25.3% ▲	16.6% ▲
Q4 2019 TOTAL	\$419,900	116	119	0.97	\$444,000
% CHANGE (+/-)	12.5% ▲	1.7% ▼	19.3% ▲	18.5% ▼	10.9% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	90	86	▲
TOWN/LINK HOMES	35	30	▲
APARTMENT/CONDO	17	23	▼
TOTAL	142	139	▲
SALES TO NEW RATIO	0.79	0.63	▲

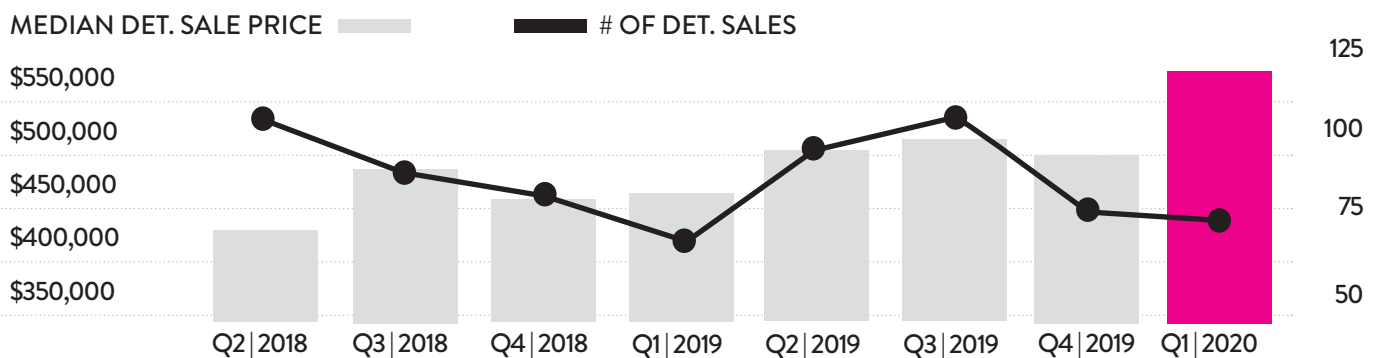
Q1 SALES BY INVENTORY TYPE



\$555,000
DETACHED MEDIAN SALE

\$440,000
TOWN/LINK MEDIAN SALE

\$329,900
APMNT/CONDO MEDIAN SALE



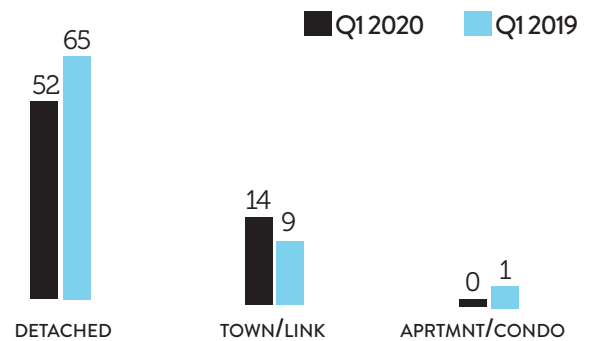
WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$500,000	66	87	0.76	\$534,900
Q1 2019 TOTAL	\$499,900	75	111	0.68	\$490,020
% CHANGE (+/-)	0.02% ▲	12% ▼	21.6% ▼	11.8% ▲	9.1% ▲
Q4 2019 TOTAL	\$534,900	64	74	0.86	\$523,500
% CHANGE (+/-)	6.5% ▼	3.1% ▲	176% ▲	11.6% ▼	2.2% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	67	93	▼
TOWN/LINK HOMES	20	15	▲
APARTMENT/CONDO	0	3	▼
TOTAL	87	111	▼
SALES TO NEW RATIO	0.76	0.68	▲

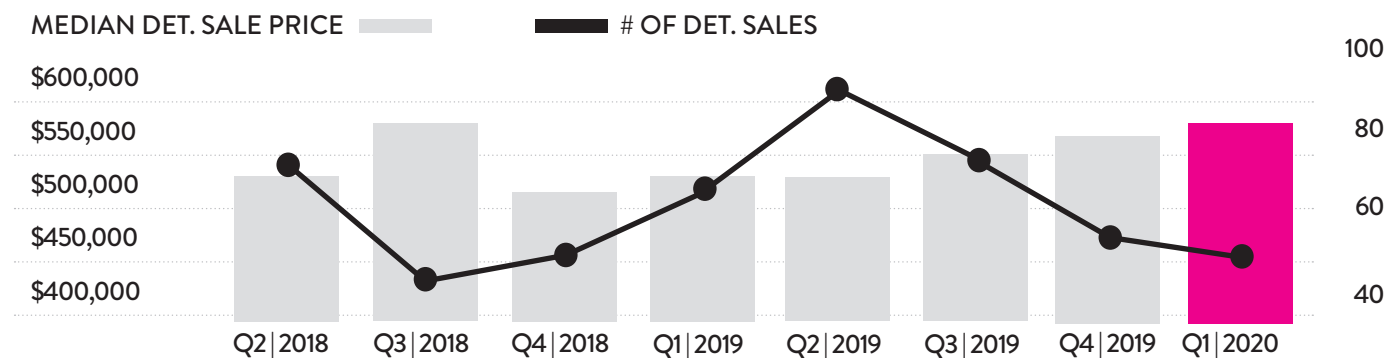
Q1 SALES BY INVENTORY TYPE



\$556,000
DETACHED MEDIAN SALE

\$432,000
TOWN/LINK MEDIAN SALE

N/A
APMNT/CONDO MEDIAN SALE



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Guelph

COMPLETE DATA

City of Guelph

Q1 | SALES TO
new listing ratio

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

0.79

INSIDE THE NUMBERS

Consistently consistent, with a twist of inconsistency.

Through the first 10 weeks of Q1, Guelph did what Guelph always does at the start of a new year - the market flourished with optimism and that energy was fuelled by the return of a real estate diet filled with student investment purchases. The aftermath of this binging produced notable increases in both sale volume and prices across the city.

As we venture into a completely new world in Q2, we see Guelph real estate showing it's teeth a little and standing it's ground. The scorching hot market heading in to this, the extreme shortage of housing supply and the economic resilience and diversity of Guelph will all be there to help defend it's real estate turf.

Volumes will certainly witness some jaw-dropping reductions, however home sale prices in Guelph are well-suited to take minimal damage comparatively.

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

	Q1 2020	% Chg (Y)	Q1 2019	% Chg (Q)	Q4 2019
MEDIAN DET. SALE PRICE	\$638,000	9.5% ▲	\$582,500	9.5% ▲	\$582,500
NUMBER OF NEW SALES	575	27% ▲	453	23.6% ▲	465
MEDIAN DAYS ON MARKET	10	5 days ▼	15	9 days ▼	19
NEW INVENTORY	723	0.69% ▼	728	57.5% ▲	459

UP & DOWN
quick review

▲26% Y/Y increase in the Midtown median sale price. As big a jump as you will find across the Region.

▼43% Q/Q decrease in the North Guelph sales to new listing ratio. From uber-hot down to semi-uber-hot.

▲33% Q/Q increase in East Guelph new inventory. If the price was right, 'twas a seller's delight.

▼16% Q/Q decrease in the South Guelph median sale price. Sounds shocking, but a typical Q1 south-side.

▲15% Q/Q increase in the Downtown median sale price. We said it before, a big Q like this had to be coming.

▼1% Y/Y reduction in the West Guelph median list price. The minimal GTA-effect found West of the Hanlon

▲2% Y/Y increase in the West Guelph median sale price. Big price jumps weren't part of the West-side story.

▼6% Y/Y reduction in Downtown new inventory. The supply numbers keep getting tighter in the core.

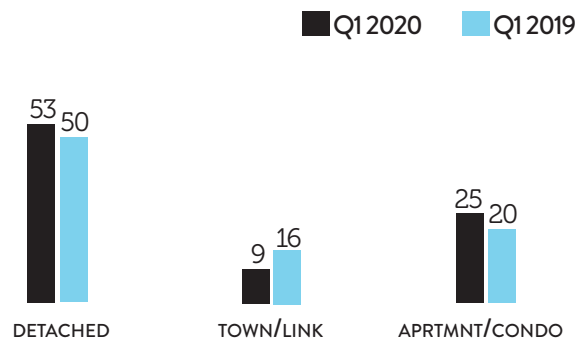
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$557,450	87	120	0.72	\$571,000
Q1 2019 TOTAL	\$504,900	86	127	0.68	\$500,000
% CHANGE (+/-)	10.4% ▲	1.2% ▲	5.5% ▼	5.9% ▲	14.2% ▲
Q4 2019 TOTAL	\$524,900	85	90	0.94	\$495,000
% CHANGE (+/-)	6.2% ▲	2.3% ▲	33.3% ▲	23.4% ▼	15.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	70	69	▲
TOWN/LINK HOMES	13	29	▼
APARTMENT/CONDO	37	29	▲
TOTAL	120	127	▼
SALES TO NEW RATIO	0.72	0.68	▲

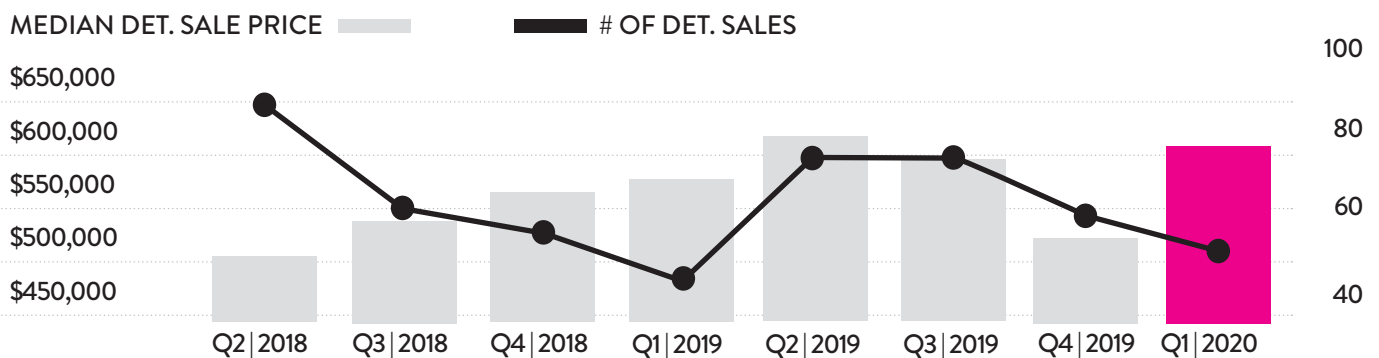
Q1 SALES BY INVENTORY TYPE



\$588,289
DETACHED MEDIAN SALE

\$605,000
TOWN/LINK MEDIAN SALE

\$459,900
APMNT/CONDO MEDIAN SALE



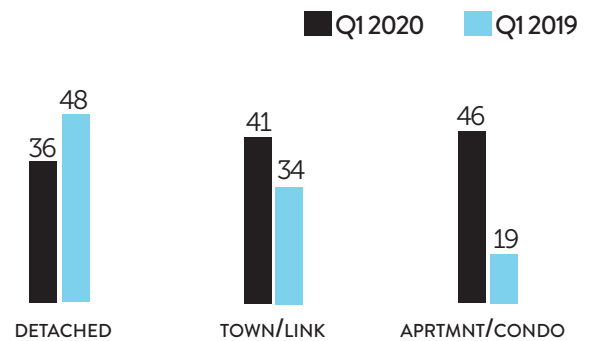
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$639,900	140	171	0.82	\$622,450
Q1 2019 TOTAL	\$552,000	101	177	0.57	\$495,999
% CHANGE (+/-)	15.9% ▲	38.6% ▲	34% ▼	43.8% ▲	25.5% ▲
Q4 2019 TOTAL	\$584,900	105	104	1.01	\$555,100
% CHANGE (+/-)	9.4% ▲	38.6% ▲	64.4% ▲	18.1% ▼	12.1% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	48	96	▼
TOWN/LINK HOMES	47	56	▼
APARTMENT/CONDO	54	25	▲
TOTAL	149	177	▼
SALES TO NEW RATIO	0.82	0.57	▲

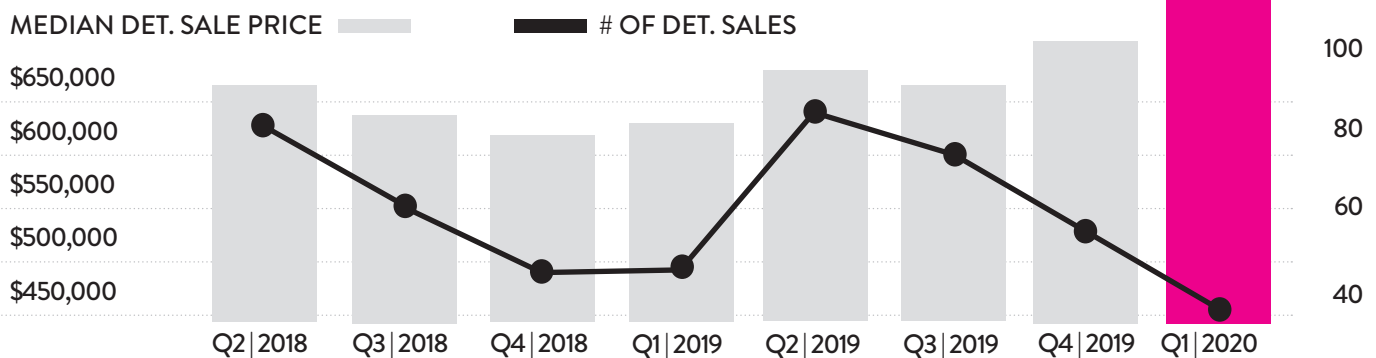
Q1 SALES BY INVENTORY TYPE



\$725,000
DETACHED MEDIAN SALE

\$491,500
TOWN/LINK MEDIAN SALE

\$366,000
APMNT/CONDO MEDIAN SALE



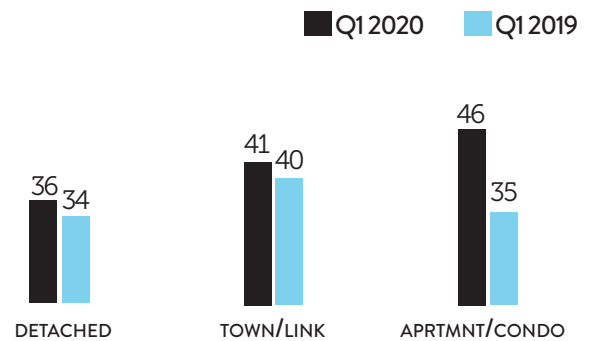
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$524,900	123	149	0.82	\$493,000
Q1 2019 TOTAL	\$489,900	109	185	0.59	\$459,900
% CHANGE (+/-)	7.1% ▲	12.8% ▲	19.4% ▼	40% ▲	7.2% ▲
Q4 2019 TOTAL	\$571,900	80	89	0.90	\$585,000
% CHANGE (+/-)	8.2% ▼	53.7% ▲	67.4% ▲	8.9% ▼	15.7% ▼

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	48	64	▼
TOWN/LINK HOMES	47	51	▼
APARTMENT/CONDO	54	70	▼
TOTAL	149	185	▼
SALES TO NEW RATIO	0.82	0.59	▲

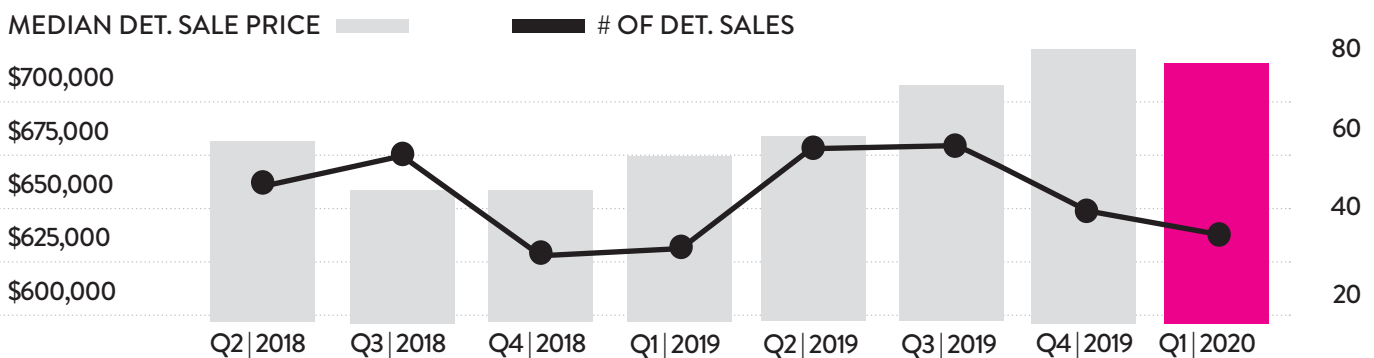
Q1 SALES BY INVENTORY TYPE



\$710,800
DETACHED MEDIAN SALE

\$496,000
TOWN/LINK MEDIAN SALE

\$390,500
APMNT/CONDO MEDIAN SALE



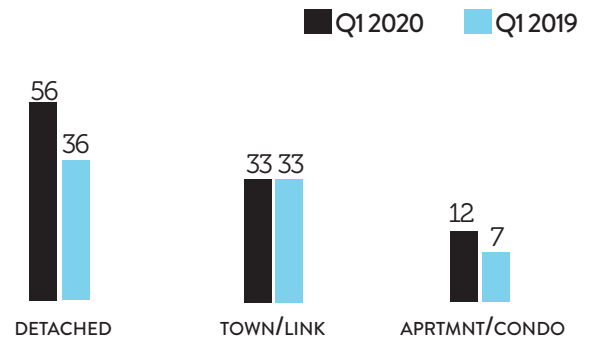
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$553,000	101	111	0.91	\$565,000
Q1 2019 TOTAL	\$519,900	76	107	0.71	\$487,500
% CHANGE (+/-)	6.4% ▲	32.9% ▲	3.7% ▲	28.2% ▲	15.9% ▲
Q4 2019 TOTAL	\$524,000	78	72	1.08	\$520,000
% CHANGE (+/-)	5.5% ▲	29.5% ▲	54.2% ▲	15.7% ▼	8.6% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	59	56	▲
TOWN/LINK HOMES	38	42	▼
APARTMENT/CONDO	14	9	▲
TOTAL	111	107	▲
SALES TO NEW RATIO	0.91	0.71	▲

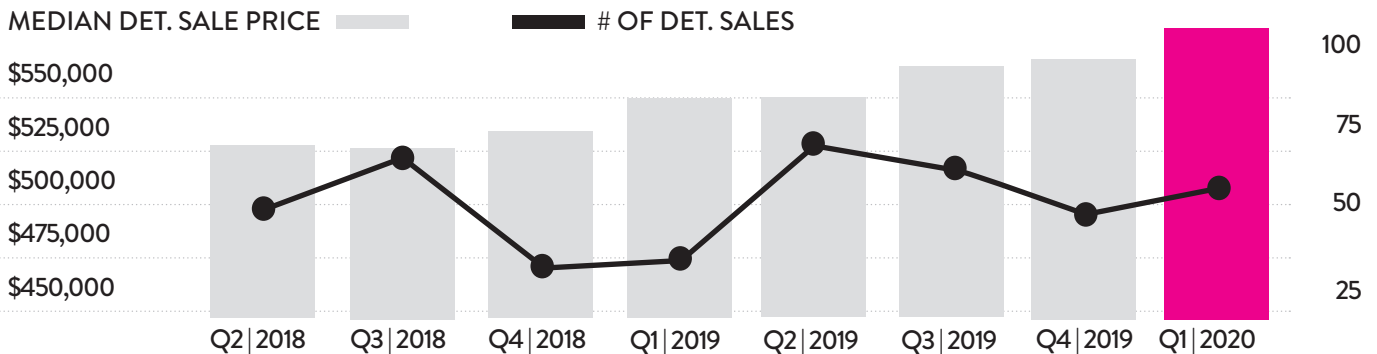
Q1 SALES BY INVENTORY TYPE



\$610,000
DETACHED MEDIAN SALE

\$520,000
TOWN/LINK MEDIAN SALE

\$385,250
APMNT/CONDO MEDIAN SALE



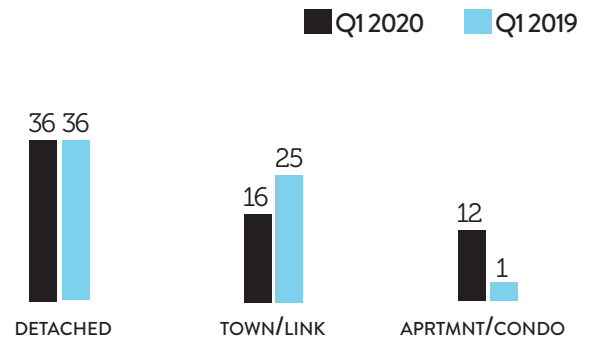
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$537,000	73	99	0.73	\$503,000
Q1 2019 TOTAL	\$544,500	62	95	0.65	\$495,750
% CHANGE (+/-)	14% ▼	177% ▲	4.2% ▲	12.3% ▲	1.5% ▲
Q4 2019 TOTAL	\$499,900	64	58	1.10	\$495,500
% CHANGE (+/-)	7.4% ▼	14.1% ▲	70.7% ▲	33.6% ▼	1.5% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	55	66	▼
TOWN/LINK HOMES	35	25	▲
APARTMENT/CONDO	9	4	▲
TOTAL	99	95	▲
SALES TO NEW RATIO	0.73	0.65	▲

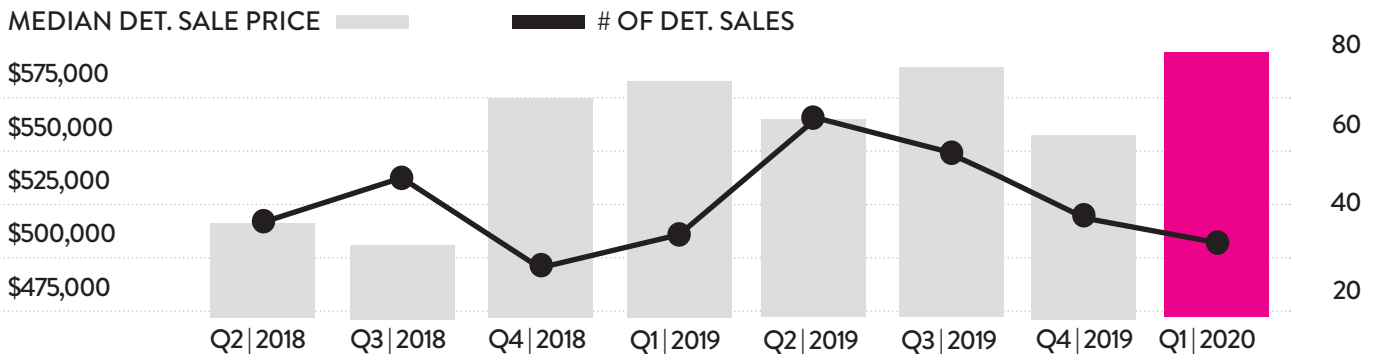
Q1 SALES BY INVENTORY TYPE



\$585,500
DETACHED MEDIAN SALE

\$440,000
TOWN/LINK MEDIAN SALE

\$297,125
APMNT/CONDO MEDIAN SALE



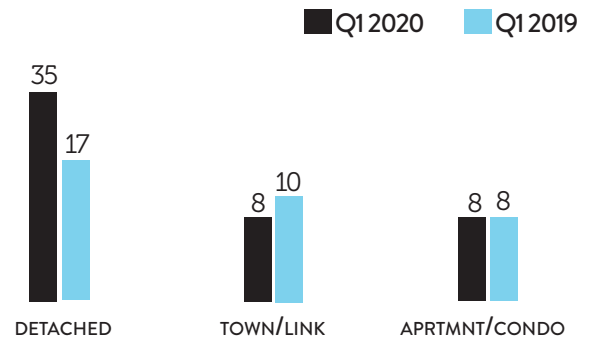
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$549,900	51	74	0.69	\$555,000
Q1 2019 TOTAL	\$492,000	35	60	0.58	\$490,000
% CHANGE (+/-)	11.8% ▲	45.7% ▲	23.3% ▲	19% ▲	13.3% ▲
Q4 2019 TOTAL	\$504,950	56	46	1.22	\$508,000
% CHANGE (+/-)	8.9% ▲	8.9% ▼	60.9% ▲	43.4% ▼	9.2% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	47	37	▲
TOWN/LINK HOMES	15	14	▲
APARTMENT/CONDO	12	7	▲
TOTAL	74	60	▲
SALES TO NEW RATIO	0.69	0.58	▲

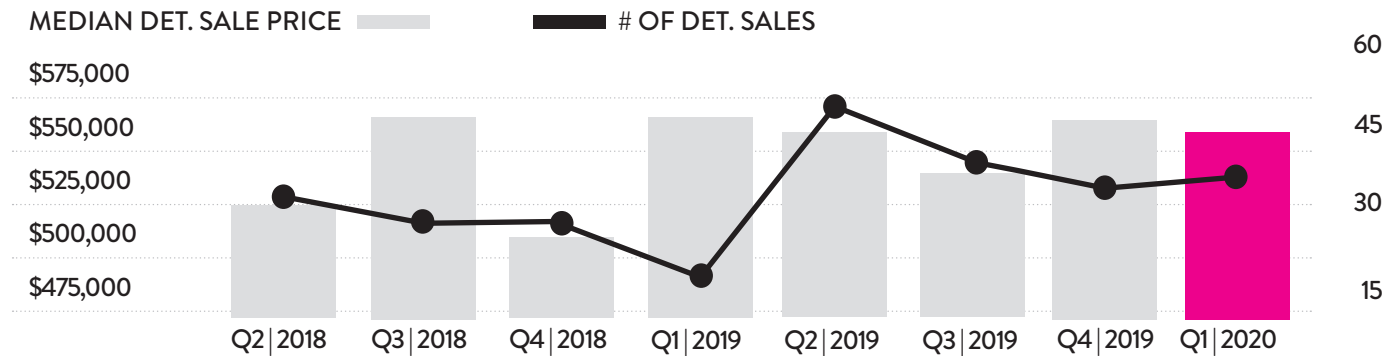
Q1 SALES BY INVENTORY TYPE



\$544,750
DETACHED MEDIAN SALE

\$442,500
TOWN/LINK MEDIAN SALE

\$352,500
APMNT/CONDO MEDIAN SALE



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COMPLETE DATA

Kitchener
+ Waterloo

COMPLETE DATA

Cities of
Kitchener
+ Waterloo

Q1 | SALES TO

new listing ratio

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

0.73

INSIDE THE NUMBERS

Hot or not? It. Was. Hot.

2020 picked up what 2019 was laying down. The cold winter months did little to cool the temperature of a raging Q4. New barriers were broken, most notably that of the median detached sale price - up almost 17.9% Y/Y and a chaotic 7.7% Q/Q and now resting in excess of the 600k mark for the first time in KW's history.

The \$600,000 question is ... how will the new COVID-19 world reshape the KW real estate landscape? With unparalleled employment, economic diversity, great community leadership and a legendary warrior spirit - we see the KW market having some issues, but battling through as well as can be expected.

Volumes will be down, prices should hang in there and the KW market will find a way to fight on through. You can quote us on that.

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

	Q1 2020	% Chg (Y)	Q1 2019	% Chg (Q)	Q4 2019
MEDIAN DET. SALE PRICE	\$625,000	17.9% ▲	\$530,000	7.7% ▲	\$580,000
NUMBER OF NEW SALES	1183	11.2% ▲	1064	9.4% ▲	1081
MEDIAN DAYS ON MARKET	8	5 days ▼	13	7 days ▼	15
NEW INVENTORY	1625	7% ▼	1747	44.6% ▲	1124

UP & DOWN
quick review

▲20%

Y/Y increase in West Waterloo median sale price. Pricey home got even pricier..

▼59%

Q/Q reduction in Downtown Kitchener sales to new listing ratio. Signs of some balance in the core? Finally.

▲42%

Y/Y increase in East Kitchener sales volume. Buyer demand facilitated new heights in consumption.

▼32%

Q/Q reduction in West Kitchener sales to new listing ratio. The slow slide from that Q4 peak was inevitable.

▲17%

Q/Q increase in Downtown Kitchener median sale price. The bounce back we called happened. Big-time.

▼22%

Y/Y reduction in East Waterloo new inventory. You can't buy what isn't for sale & demand spiked again.

▲2%

Y/Y increase in West Kitchener median list price. List low, sell high was often the strategy du jour.

▼13%

Y/Y reduction in Uptown Waterloo new inventory. Tighter supply, increased demand & a big price spike.

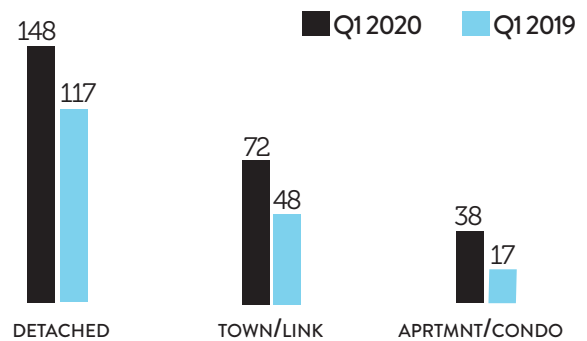
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$500,000	258	330	0.78	\$537,500
Q1 2019 TOTAL	\$482,450	182	274	0.66	\$455,300
% CHANGE (+/-)	3.6% ▲	41.8% ▲	20.4% ▲	18.1% ▲	18% ▲
Q4 2019 TOTAL	\$499,900	217	267	0.81	\$488,000
% CHANGE (+/-)	0.02% ▲	18.9% ▲	23.6% ▲	3.7% ▼	10.1% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	201	195	▲
TOWN/LINK HOMES	86	53	▲
APARTMENT/CONDO	43	26	▲
TOTAL	330	274	▲
SALES TO NEW RATIO	0.78	0.66	▼

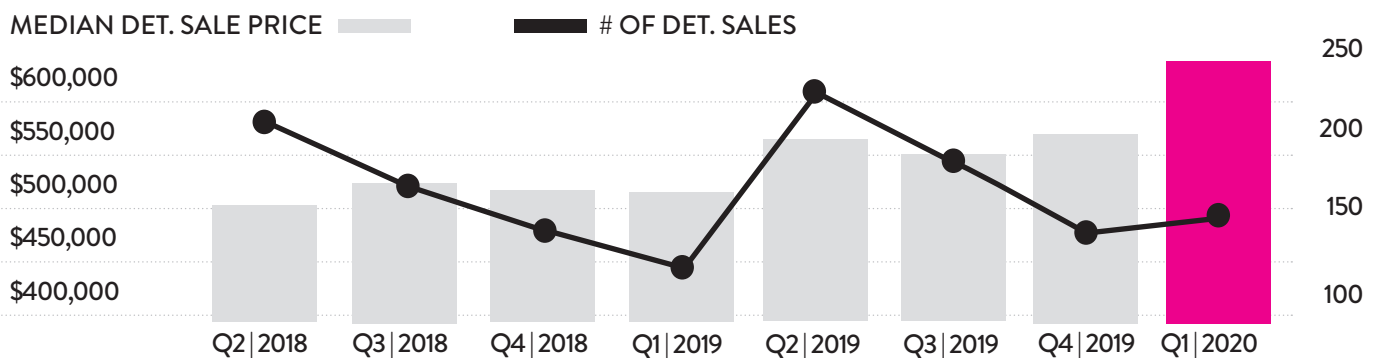
Q1 SALES BY INVENTORY TYPE



\$615,500
DETACHED MEDIAN SALE

\$450,500
TOWN/LINK MEDIAN SALE

\$324,450
APMNT/CONDO MEDIAN SALE



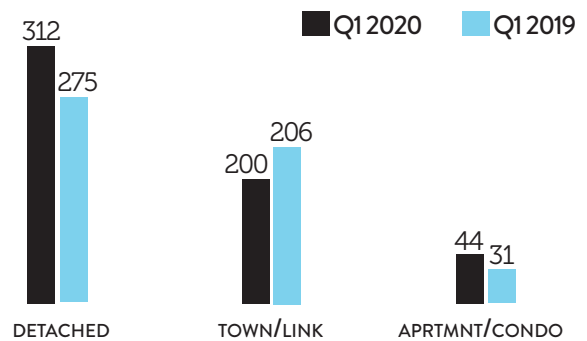
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$500,00	556	748	0.74	\$526,000
Q1 2019 TOTAL	\$489,900	512	794	0.64	\$454,000
% CHANGE (+/-)	2.1% ▲	8.6% ▲	5.8% ▼	15.6% ▲	15.8% ▲
Q4 2019 TOTAL	\$499,900	500	464	1.08	\$504,550
% CHANGE (+/-)	0.02% ▲	11.2% ▲	61.2% ▲	31.5% ▼	4.2% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	434	486	▼
TOWN/LINK HOMES	254	261	▼
APARTMENT/CONDO	60	47	▲
TOTAL	748	794	▼
SALES TO NEW RATIO	0.74	0.64	▲

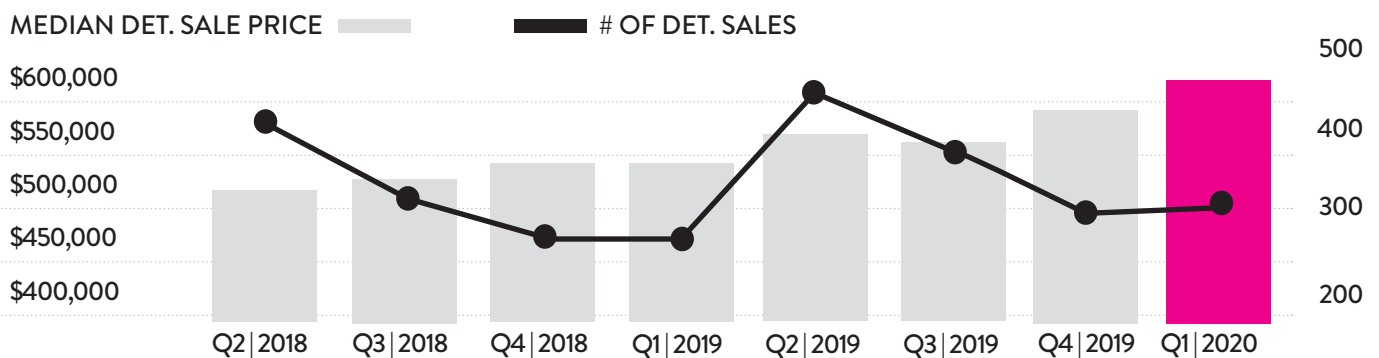
Q1 SALES BY INVENTORY TYPE



\$601,018
DETACHED MEDIAN SALE

\$451,320
TOWN/LINK MEDIAN SALE

\$321,750
APMNT/CONDO MEDIAN SALE



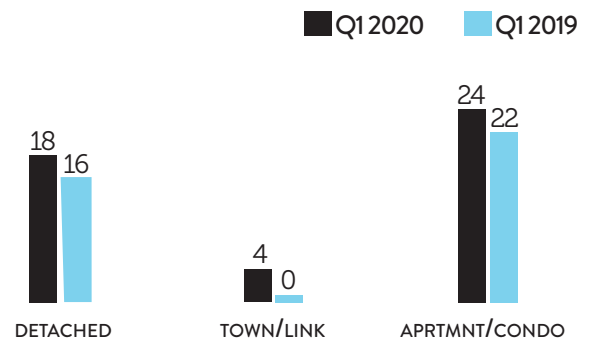
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$440,000	46	91	0.50	\$442,750
Q1 2019 TOTAL	\$399,900	38	84	0.45	\$380,000
% CHANGE (+/-)	10% ▲	21% ▲	83% ▲	111% ▲	16.5% ▲
Q4 2019 TOTAL	\$399,000	58	47	1.23	\$377,500
% CHANGE (+/-)	10.2% ▲	20.7% ▼	93.6% ▲	59.3% ▼	17.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	29	28	▲
TOWN/LINK HOMES	11	6	▲
APARTMENT/CONDO	51	50	▲
TOTAL	91	84	▲
SALES TO NEW RATIO	0.50	0.45	▲

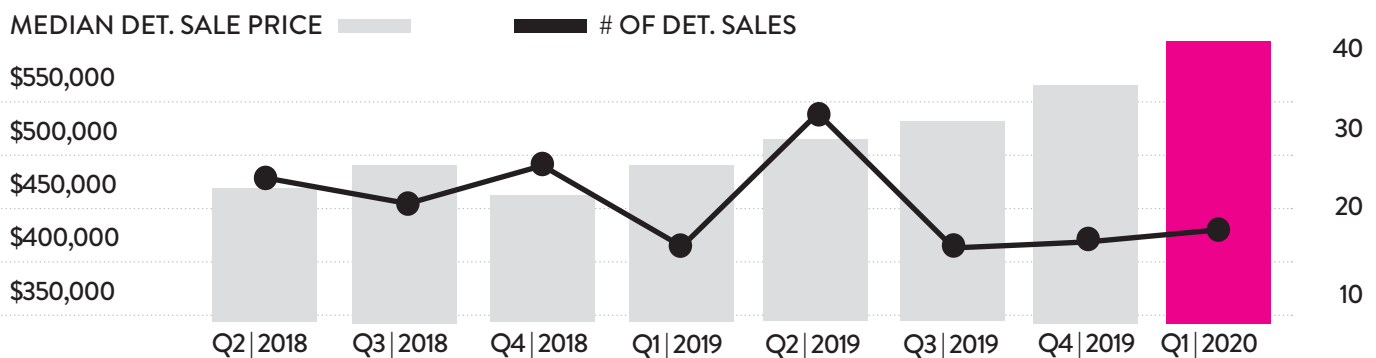
Q1 SALES BY INVENTORY TYPE



\$576,000
DETACHED MEDIAN SALE

\$418,750
TOWN/LINK MEDIAN SALE

\$387,500
APMNT/CONDO MEDIAN SALE



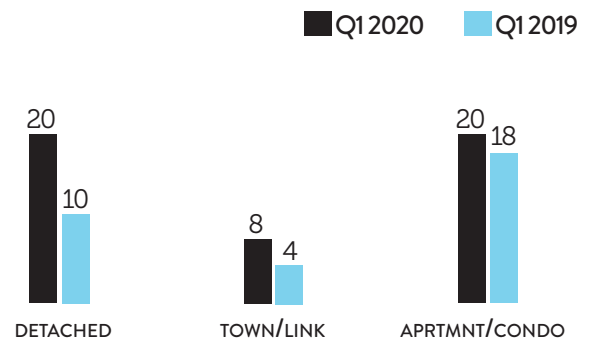
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$512,450	48	60	0.80	\$542,500
Q1 2019 TOTAL	\$495,000	32	69	0.46	\$486,450
% CHANGE (+/-)	3.5% ▲	50% ▲	13% ▼	73.9% ▲	11.5% ▲
Q4 2019 TOTAL	\$489,900	42	62	0.68	\$486,250
% CHANGE (+/-)	4.6% ▲	14.2% ▲	3.2% ▼	176% ▲	11.6% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	26	23	▲
TOWN/LINK HOMES	7	10	▼
APARTMENT/CONDO	27	36	▼
TOTAL	60	69	▼
SALES TO NEW RATIO	0.80	0.46	▲

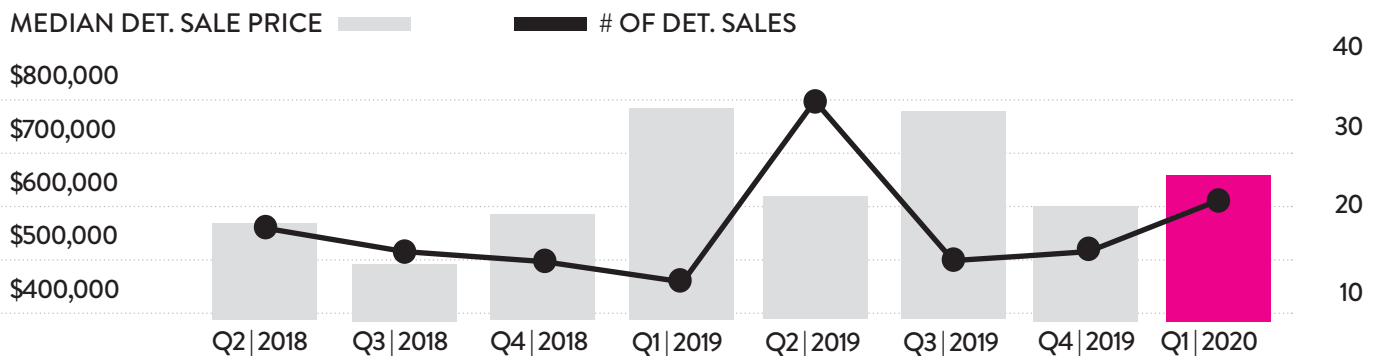
Q1 SALES BY INVENTORY TYPE



\$626,750
DETACHED MEDIAN SALE

\$391,750
TOWN/LINK MEDIAN SALE

\$465,000
APMNT/CONDO MEDIAN SALE



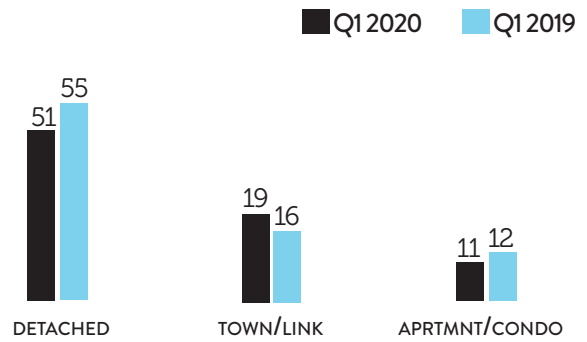
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$550,000	81	119	0.68	\$591,500
Q1 2019 TOTAL	\$600,000	83	153	0.54	\$520,000
% CHANGE (+/-)	83% ▼	2.4% ▼	22.2% ▼	25.9% ▲	13.7% ▲
Q4 2019 TOTAL	\$500,000	76	79	0.96	\$525,500
% CHANGE (+/-)	10% ▲	6.6% ▲	50.6% ▲	29.2% ▼	12.5% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	80	109	▼
TOWN/LINK HOMES	23	25	▼
APARTMENT/CONDO	16	19	▼
TOTAL	119	153	▼
SALES TO NEW RATIO	0.68	0.54	▲

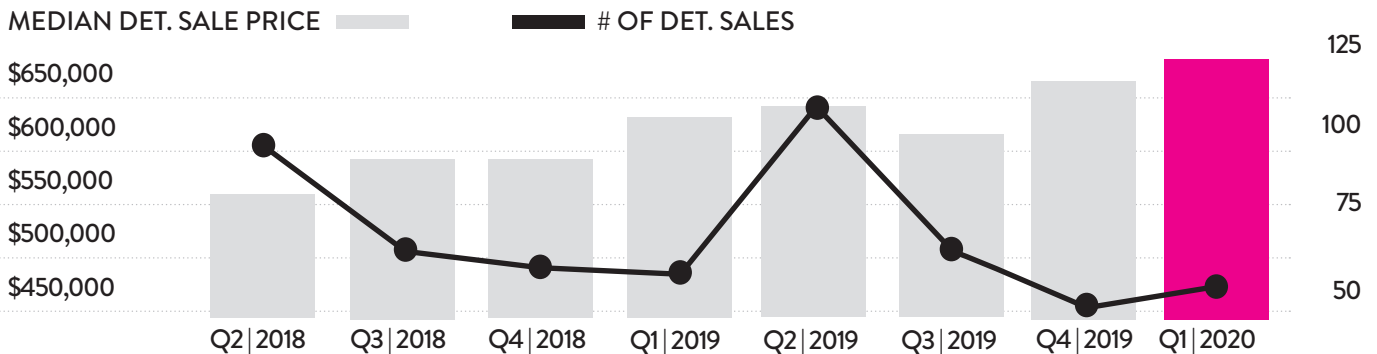
Q1 SALES BY INVENTORY TYPE



\$655,000
DETACHED MEDIAN SALE

\$465,000
TOWN/LINK MEDIAN SALE

\$420,000
APMNT/CONDO MEDIAN SALE



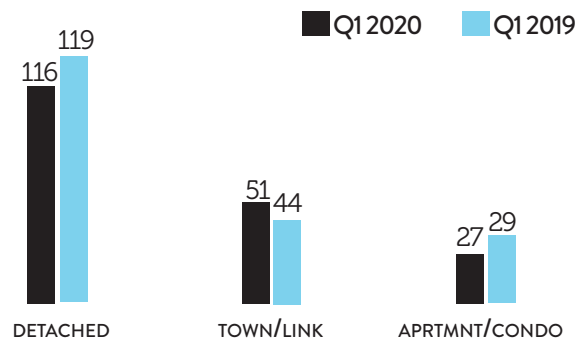
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$592,450	194	286	0.68	\$600,000
Q1 2019 TOTAL	\$562,450	192	364	0.53	\$500,000
% CHANGE (+/-)	5.3% ▲	1% ▲	21.4% ▼	28.3% ▲	20% ▲
Q4 2019 TOTAL	\$506,000	168	186	0.90	\$575,000
% CHANGE (+/-)	17.1% ▲	15.5% ▲	53.8% ▲	24.4% ▼	4.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
DETACHED HOMES	173	231	▼
TOWN/LINK HOMES	60	63	▼
APARTMENT/CONDO	53	70	▼
TOTAL	286	364	▼
SALES TO NEW RATIO	0.68	0.53	▲

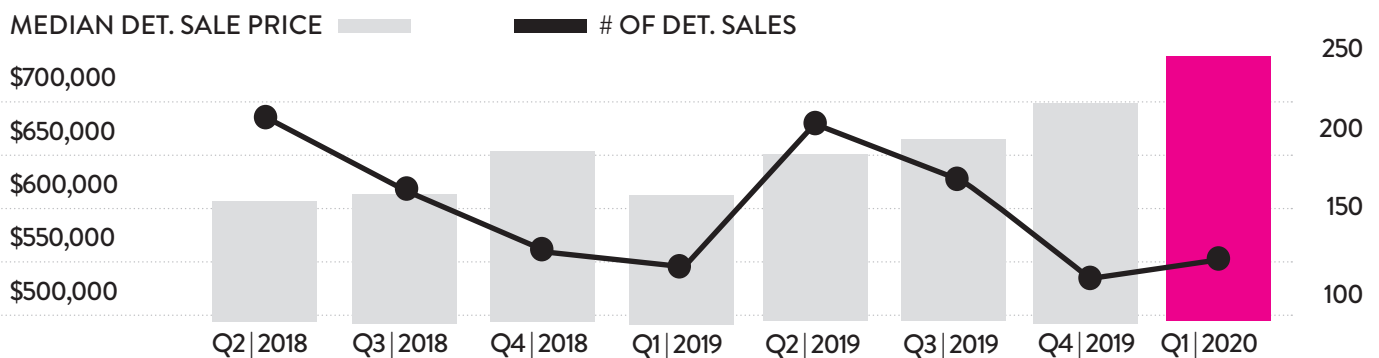
Q1 SALES BY INVENTORY TYPE



\$727,500
DETACHED MEDIAN SALE

\$466,500
TOWN/LINK MEDIAN SALE

\$339,000
APMNT/CONDO MEDIAN SALE





20

20

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COMPLETE DATA
Townships

COMPLETE DATA

The Townships

INSIDE THE NUMBERS

The numbers sure were pretty outside the city.

Q1 2020 was a tribute to the banner year of 2019. The momentum from a complete year in the surrounding rural communities spilled over and just kept rolling.

As both prices and volumes in the city took monumental leaps forward, the numbers tell the story of a more stable and sensible approach in almost every Township. It was a solid Q, especially considering the Townships typically don't see big sales action until Q2.

So, how will our pristine pastoral places fair into Q2? There is plenty to ponder: Will more city-dwellers be choosing the wide-open spaces? Will small town appeal and reduced prices begin to draw an even bigger crowd? We will wait and see, but the Townships are going into the COVID-19 era with a lot of strength and momentum.

Q1 | SALES TO

new listing ratio

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

0.60

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

	Q1 2020	% Chg (Y)	Q1 2019	% Chg (Q)	Q4 2019
MEDIAN DET. SALE PRICE	\$680,000	9.1% ▲	\$623,250	4.3% ▲	\$652,000
NUMBER OF NEW SALES	325	29% ▲	252	1.2% ▲	321
MEDIAN DAYS ON MARKET	13	5 days ▼	18	11 days ▼	24
NEW INVENTORY	542	11.3% ▲	487	36.9% ▲	396

UP & DOWN
quick review

- ▲22% Y/Y increase in the Wilmot median sale price. Down from Q4, but the big picture saw a big rise.
- ▼42% Y/Y decrease in Centre Wellington sales to new listing ratio. Sellers jumped in hard, buyers stayed the course.
- ▲14% Q/Q jump in the Guelph Eramosa median list price. Back on track after a confusing few Q's.
- ▼13% Y/Y drop in the Puslinch median sale price. Bigger picture - small sample size & a big step up from Q4.
- ▲43% Y/Y increase in North Dumfries new listing volume. Record prices predictably drew record inventory.
- ▼17% Q/Q decrease in North Dumfries sales to new listing ratio. Back to a more familiar balanced market.
- ▲15% Y/Y spike in the Centre Wellington median sale price. The consistent climb of record values continued.
- ▼0% Y/Y difference in Woolwich volume of sales. The new home of consistency outside the urban core.

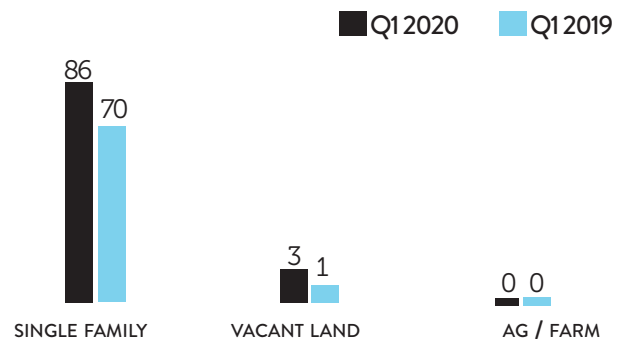
CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$626,500	89	150	0.59	\$575,000
Q1 2019 TOTAL	\$579,900	71	138	0.51	\$499,000
% CHANGE (+/-)	8% ▲	25.3% ▲	8.7% ▲	15.7% ▲	15.2% ▲
Q4 2019 TOTAL	\$649,900	93	92	1.01	\$555,000
% CHANGE (+/-)	3.6% ▼	4.3% ▼	63% ▲	41.6% ▼	3.6% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	145	130	▲
VACANT LAND	3	5	▼
AG / FARM	2	3	▼
TOTAL	150	138	▲
SALES TO NEW RATIO	0.59	0.51	▲

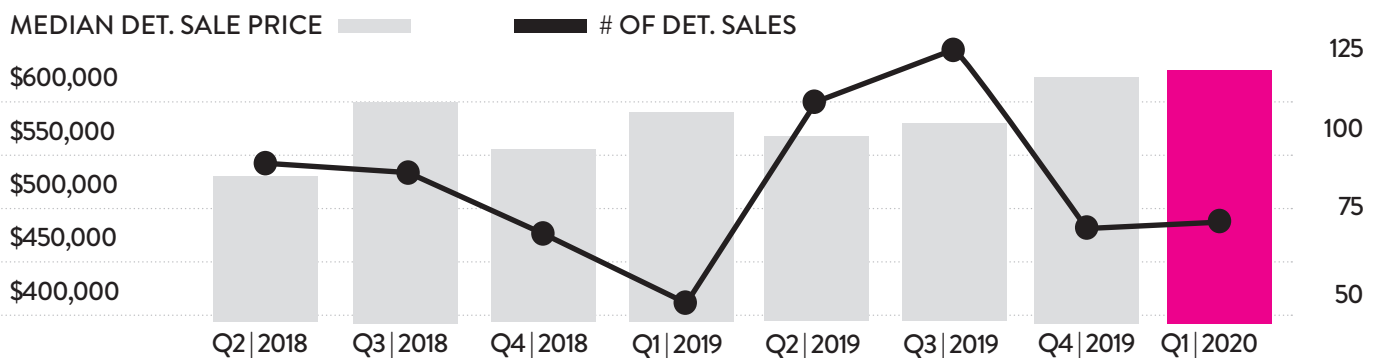
Q1 SALES BY INVENTORY TYPE



\$578,750
SINGLE FAMILY MEDIAN

\$370,000
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



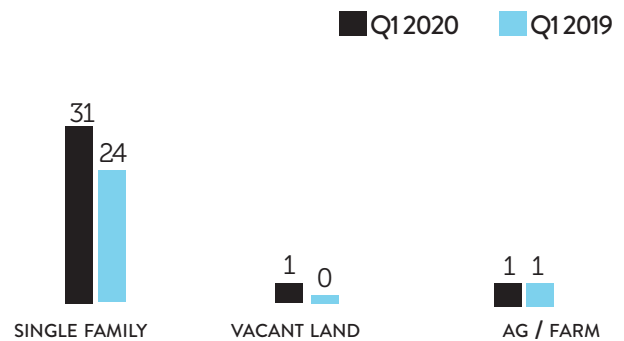
GUELPH ERAMOS

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$849,900	33	53	0.62	\$750,000
Q1 2019 TOTAL	\$765,000	26	61	0.43	\$733,500
% CHANGE (+/-)	11.1% ▲	26.9% ▲	13.1% ▼	44.2% ▲	22.5% ▲
Q4 2019 TOTAL	\$744,900	44	50	0.88	\$780,000
% CHANGE (+/-)	14.1% ▲	25% ▼	6% ▲	29.5% ▼	3.8% ▼

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	49	58	▼
VACANT LAND	2	0	▲
AG / FARM	2	3	▼
TOTAL	53	61	▼
SALES TO NEW RATIO	0.62	0.43	▲

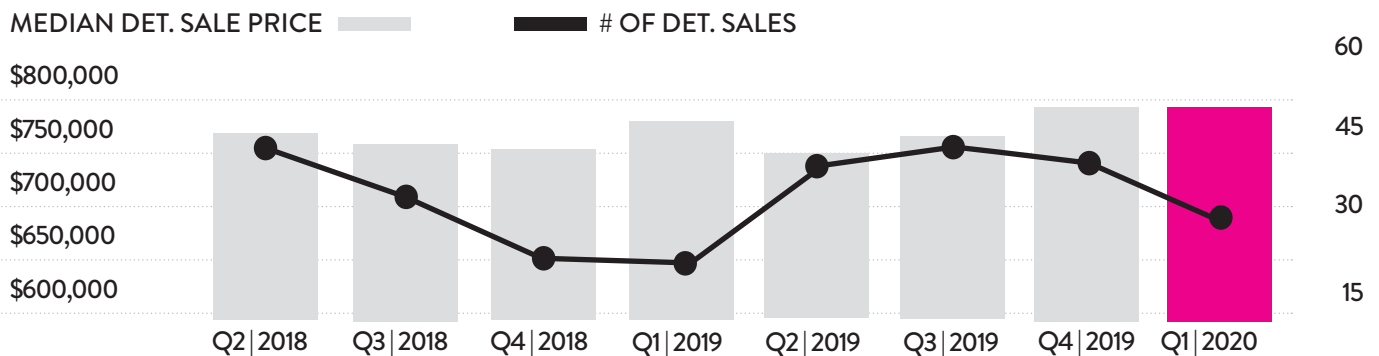
Q1 SALES BY INVENTORY TYPE



\$750,000
SINGLE FAMILY MEDIAN

\$1,650,000
VACANT LAND MEDIAN

\$1,695,000
AG / FARM MEDIAN



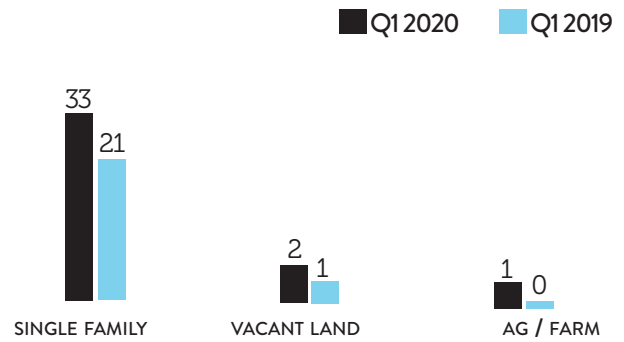
NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$699,900	36	63	0.57	\$612,450
Q1 2019 TOTAL	\$597,900	22	44	0.50	\$598,750
% CHANGE (+/-)	17% ▲	63.6% ▲	43.2% ▲	14% ▲	2.3% ▲
Q4 2019 TOTAL	\$659,900	31	45	0.69	\$609,900
% CHANGE (+/-)	6.1% ▲	16.1 ▲	40% ▲	174% ▼	0.42% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	52	37	▲
VACANT LAND	6	6	=
AG / FARM	5	1	▲
TOTAL	63	44	▲
SALES TO NEW RATIO	0.57	0.50	▲

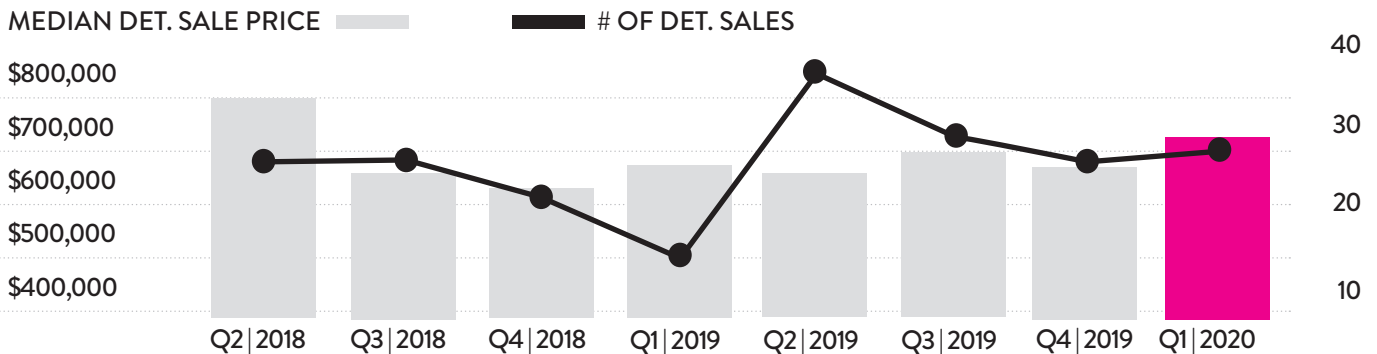
Q1 SALES BY INVENTORY TYPE



\$609,900
SINGLE FAMILY MEDIAN

\$650,000
VACANT LAND MEDIAN

\$2,350,000
AG / FARM MEDIAN



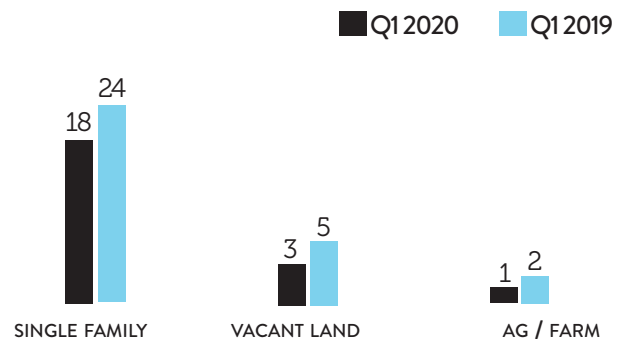
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$1,232,500	22	58	0.38	\$825,000
Q1 2019 TOTAL	\$829,900	31	75	0.41	\$944,000
% CHANGE (+/-)	48.5% ▲	29% ▼	22.7% ▼	73% ▼	12.6% ▼
Q4 2019 TOTAL	\$1,350,000	24	49	0.49	\$755,000
% CHANGE (+/-)	8.7% ▼	8.3% ▼	18.4% ▲	22.4% ▼	9.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	48	59	▼
VACANT LAND	10	14	▼
AG / FARM	0	2	▼
TOTAL	58	75	▼
SALES TO NEW RATIO	0.38	0.41	▼

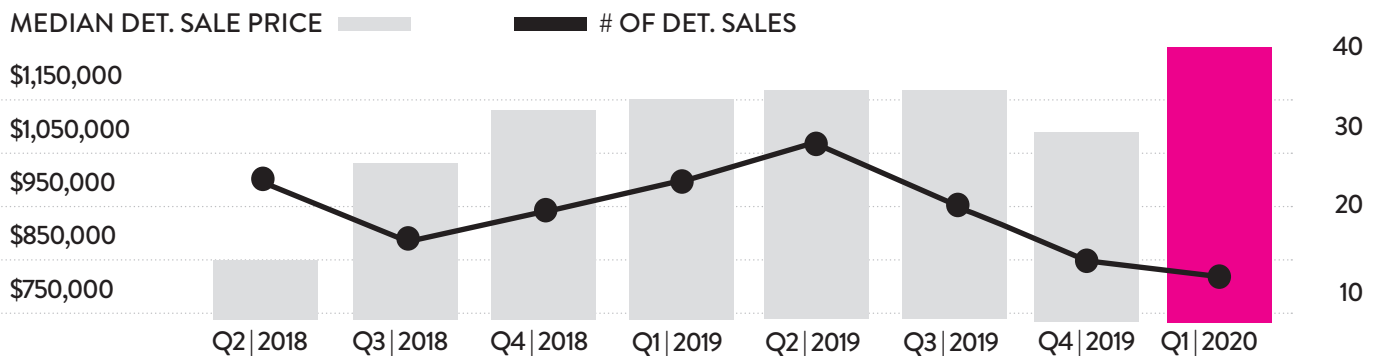
Q1 SALES BY INVENTORY TYPE



\$880,000
SINGLE FAMILY MEDIAN

\$465,000
VACANT LAND MEDIAN

\$1,400,000
AG / FARM MEDIAN



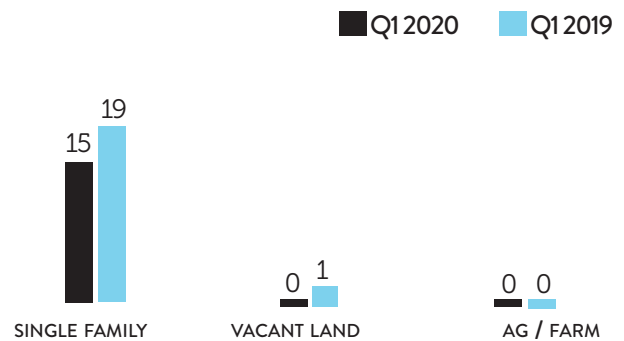
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$654,900	15	32	0.47	\$660,000
Q1 2019 TOTAL	\$670,000	20	34	0.59	\$638,750
% CHANGE (+/-)	2.2% ▼	25% ▼	5.9% ▼	20.3% ▼	3.3% ▲
Q4 2019 TOTAL	\$719,000	24	27	0.89	\$631,000
% CHANGE (+/-)	8.9% ▼	37.5% ▼	18.5% ▲	47.2% ▼	4.6% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	31	33	▼
VACANT LAND	0	1	▼
AG / FARM	1	0	▲
TOTAL	32	34	▼
SALES TO NEW RATIO	0.47	0.59	▼

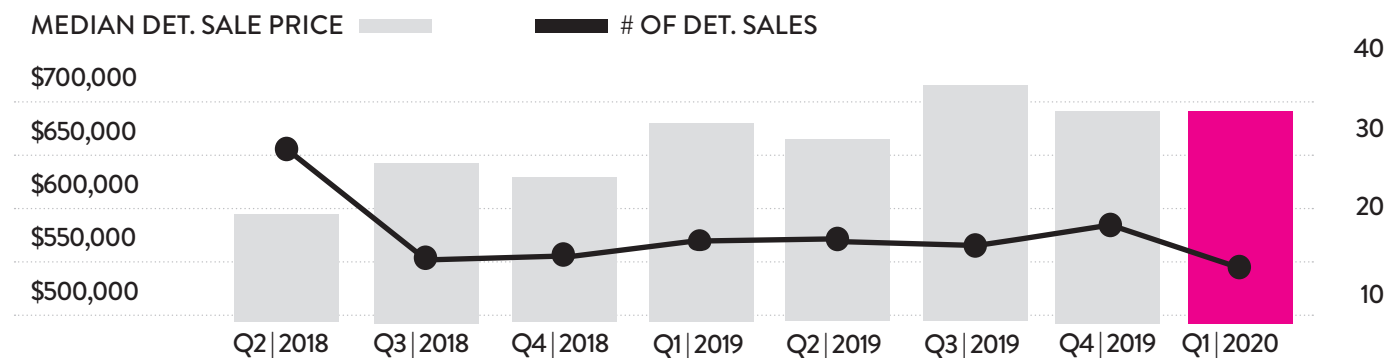
Q1 SALES BY INVENTORY TYPE



\$660,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



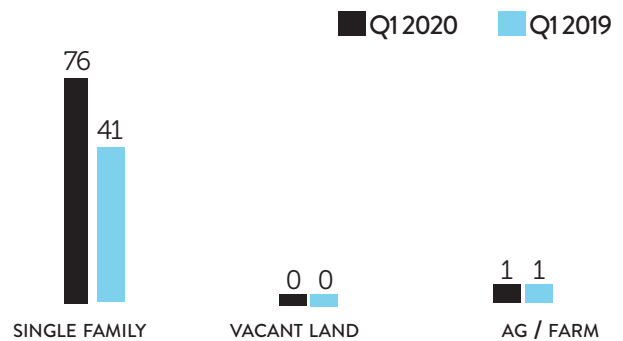
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$649,900	77	109	0.71	\$583,500
Q1 2019 TOTAL	\$639,900	42	95	0.44	\$478,950
% CHANGE (+/-)	1.6% ▲	83.3% ▲	14.7% ▲	61.4% ▲	21.8% ▲
Q4 2019 TOTAL	\$649,900	49	52	0.94	\$597,500
% CHANGE (+/-)	=	57.1% ▲	110% ▲	24.5% ▼	2.3% ▼

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	105	92	▲
VACANT LAND	1	1	=
AG / FARM	3	2	▲
TOTAL	109	95	▲
SALES TO NEW RATIO	0.71	0.44	▲

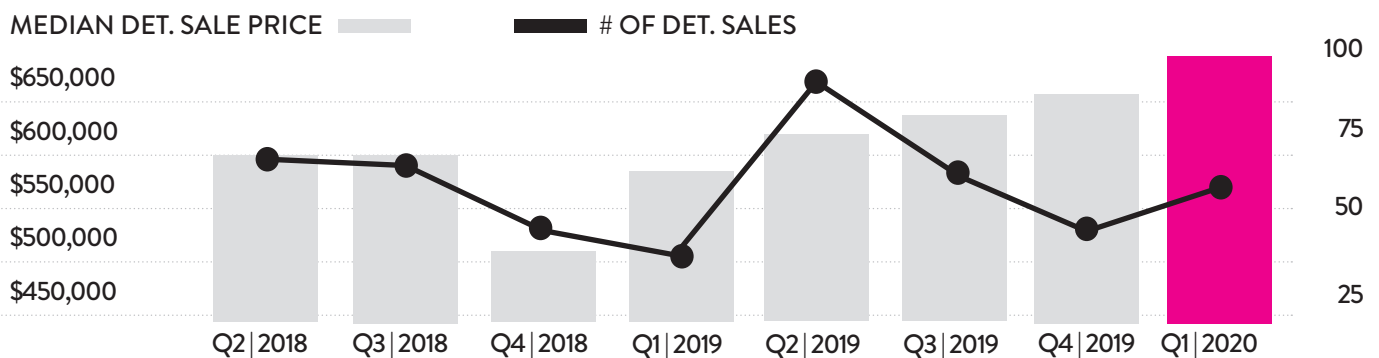
Q1 SALES BY INVENTORY TYPE



\$580,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$3,000,000
AG / FARM MEDIAN



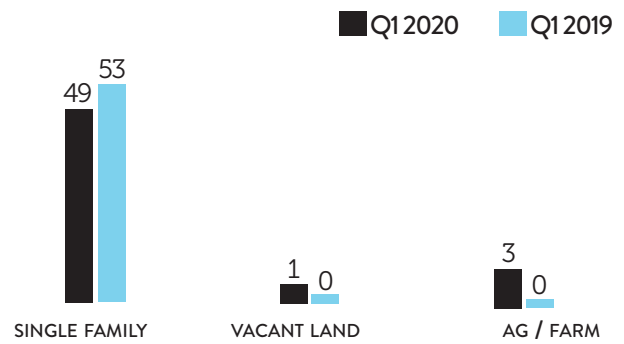
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2020 TOTAL	\$675,000	53	77	0.69	\$640,000
Q1 2019 TOTAL	\$529,450	53	83	0.64	\$540,400
% CHANGE (+/-)	275% ▲	=	72% ▼	78% ▲	18.4% ▲
Q4 2019 TOTAL	\$679,000	56	81	0.69	\$575,000
% CHANGE (+/-)	0.59% ▼	5.3% ▼	4.9% ▼	=	11.3% ▲

Q1 NEW INVENTORY

	Q1 2020	Q1 2019	TREND
SINGLE FAMILY	76	78	▼
VACANT LAND	1	4	▼
AG / FARM	0	1	▼
TOTAL	77	83	▼
SALES TO NEW RATIO	0.69	0.64	▲

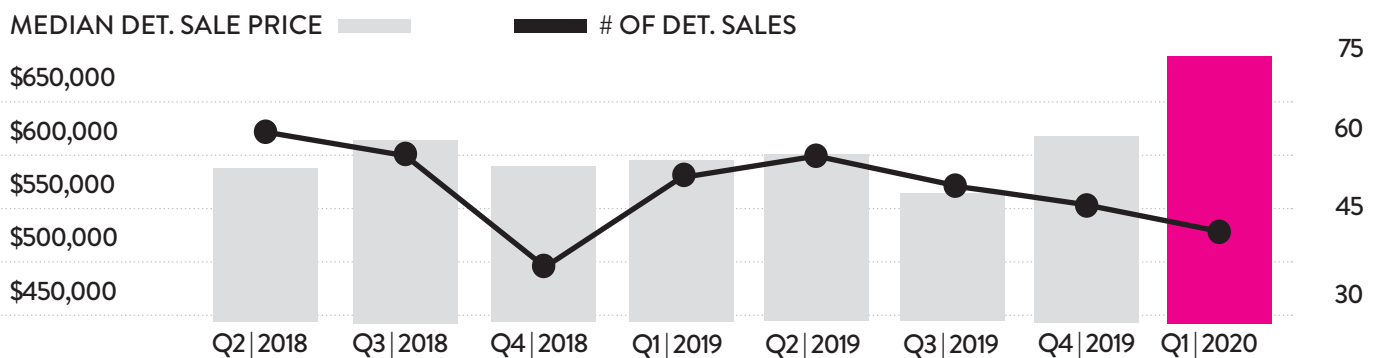
Q1 SALES BY INVENTORY TYPE



\$620,000
SINGLE FAMILY MEDIAN

\$1,500,000
VACANT LAND MEDIAN

\$1,275,000
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

