

TW Q1
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TRILLIUMWEST
REAL ESTATE BROKERAGE

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
Cities of Kitchener + Waterloo	KW OVERVIEW	19
	EAST KITCHENER	20
	WEST KITCHENER	21
	DOWNTOWN KITCHENER	22
	UPTOWN WATERLOO	23
	EAST WATERLOO	24
The Townships	WEST WATERLOO	25
	THE TOWNSHIPS OVERVIEW	27
	CENTRE WELLINGTON	28
	GUELPH ERAMOSA	29
	NORTH DUMFRIES	30
	TOWNSHIP OF PUSLINCH	31
About TrilliumWest	TOWNSHIP OF WELLESLEY	32
	TOWNSHIP OF WILMOT	33
	TOWNSHIP OF WOOLWICH	34
	ABOUT TRILLIUMWEST	35

TW 1
20
21

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COMPLETE DATA
Cambridge

COMPLETE DATA

City of Cambridge

INSIDE THE NUMBERS

Remember the Good Ol' Days

Remember when Cambridge was the place to find some bang for your buck in the Region? A place where the average family could live comfortably and maybe even have a few of those hard-earned bucks left over at the end of the month? A place where not every last dollar was being poured into your housing? Well, you should remember those days, that was still the case up until about a year ago.

The mass exodus out of the GTA and the subsequent uniformity of pricing across the Region has brought us to this point - the point where the median detached home in Cambridge is selling for \$785,000, a 63% increase in exactly 2 years time. A place where the income qualifier to purchase the median family home is around 200k+ a year. A place where home values went up an entirely unhealthy 33% Y/Y and an astonishingly unstable 25% Q/Q.

The worst part? The data says this runaway train isn't ready to put the brakes on yet. Buckle up.

Q1 | SALES TO new listing ratio

Between 0.4 and 0.6 is considered a balanced market



0.81

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

	Q1 2021	% Chg (Y)	Q1 2020	% Chg (Q)	Q4 2020
MEDIAN DET. SALE PRICE	\$785,000	33% ▲	\$590,000	25% ▲	\$626,000
NUMBER OF NEW SALES	673	56% ▲	430	22% ▲	549
MEDIAN DAYS ON MARKET	6	3 days ▼	9	1 day ▼	7
NEW INVENTORY	828	41% ▲	585	62% ▲	511

UP & DOWN quick review

- ▲ 37% Y/Y jump in the West Galt median sale price. A \$245,000 increase in only 2 years. Yes, be shocked.
- ▲ 102% Y/Y increase in Hespeler new inventory. A record number of Sellers stepped to the plate for a swing.
- ▲ 13% Y/Y boost in the Preston median sale price. Lowest in town and a 0% Q/Q change. Interesting trend.
- ▲ 16% Y/Y spike in the North Galt median list price. Look closer, almost a 100k gap between median list & sale prices.

- ▼ 14% Q/Q decrease in the city-wide median days on market. List low, hold back, win big - that's been the game.
- ▼ 28% Q/Q drop in the Hespeler sales to new listing ratio. Heavy supply provided some much needed cooling.
- ▼ 0% Q/Q decrease in the Preston median sale price. A stationary number of note as other areas continued to soar.
- ▼ 0% Q/Q apparent reduction in Buyer confidence.

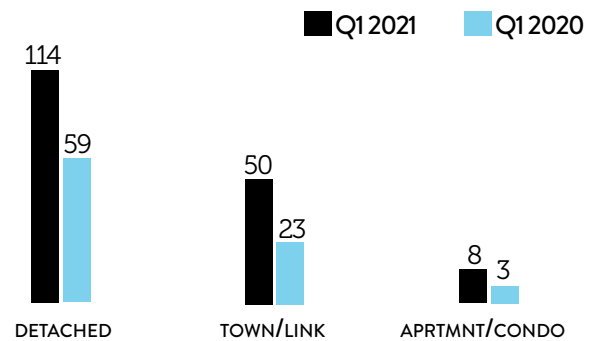
HESPELER CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$675,000	172	217	0.79	\$783,750
Q1 2020 TOTAL	\$586,950	85	128	0.66	\$590,000
% CHANGE (+/-)	15% ▲	102% ▲	69.5% ▲	19.7% ▲	32.8% ▲
Q4 2020 TOTAL	\$595,000	134	123	1.09	\$630,000
% CHANGE (+/-)	13.4% ▲	28.3% ▲	76.4% ▲	27.5% ▼	24.4% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	144	92	▲
TOWN/LINK HOMES	65	33	▲
APARTMENT/CONDO	8	3	▲
TOTAL	217	128	▲
SALES TO NEW RATIO	0.79	0.66	▲

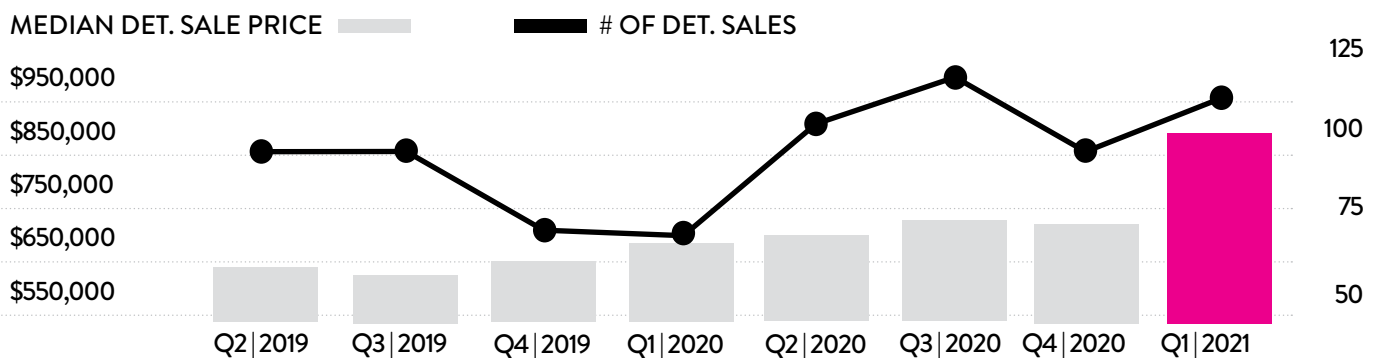
Q1 SALES BY INVENTORY TYPE



\$847,509
DETACHED MEDIAN SALE

\$675,944
TOWN/LINK MEDIAN SALE

\$400,000
APMNT/CONDO MEDIAN SALE



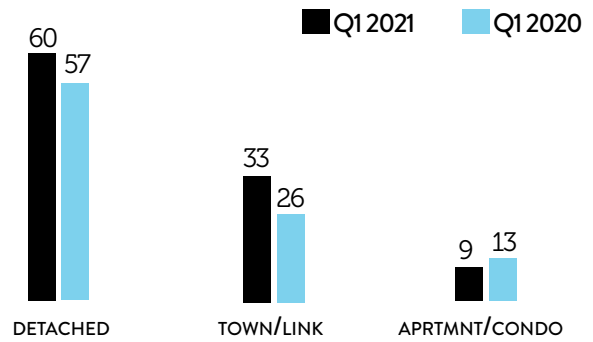
PRESTON CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$540,000	102	133	0.77	\$560,000
Q1 2020 TOTAL	\$499,900	96	124	0.77	\$492,850
% CHANGE (+/-)	8% ▲	6.2 ▲	7.2% ▲	=	13.6% ▲
Q4 2020 TOTAL	\$500,000	93	100	0.93	\$560,000
% CHANGE (+/-)	8% ▲	9.7% ▲	33% ▲	172% ▼	=

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	84	82	▲
TOWN/LINK HOMES	40	30	▲
APARTMENT/CONDO	9	12	▼
TOTAL	133	124	▲
SALES TO NEW RATIO	0.77	0.77	=

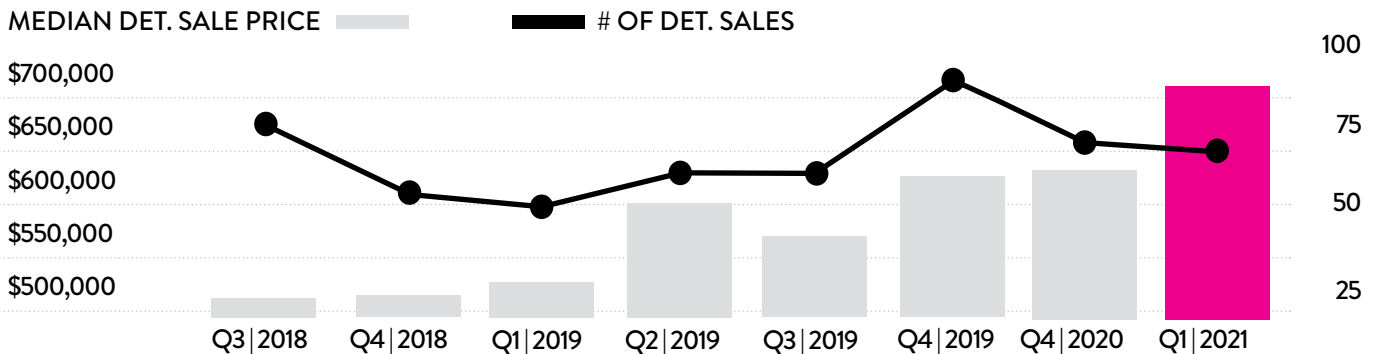
Q1 SALES BY INVENTORY TYPE



\$687,500
DETACHED MEDIAN SALE

\$603,000
TOWN/LINK MEDIAN SALE

\$355,000
APMNT/CONDO MEDIAN SALE



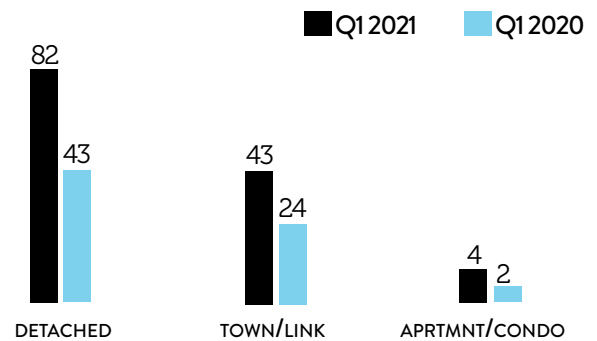
NORTH GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$639,900	129	159	0.81	\$731,000
Q1 2020 TOTAL	\$549,900	69	104	0.66	\$550,000
% CHANGE (+/-)	16.4% ▲	86.9% ▲	52.9% ▲	22.7% ▲	32.9% ▲
Q4 2020 TOTAL	\$534,900	111	102	1.09	\$580,000
% CHANGE (+/-)	19.6% ▲	16.2% ▲	55.9% ▲	25.7% ▼	26% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	98	66	▲
TOWN/LINK HOMES	56	34	▲
APARTMENT/CONDO	5	4	▲
TOTAL	159	104	▲
SALES TO NEW RATIO	0.81	0.66	▲

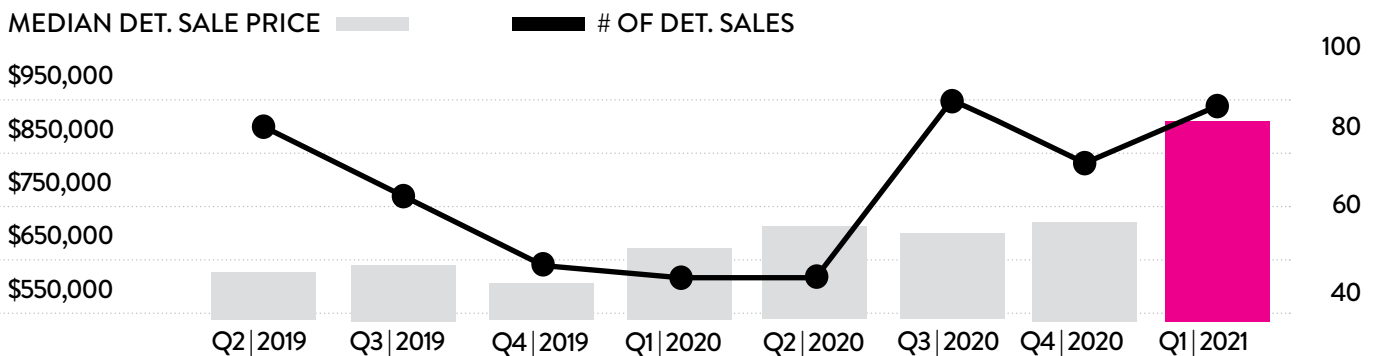
Q1 SALES BY INVENTORY TYPE



\$865,500
DETACHED MEDIAN SALE

\$651,000
TOWN/LINK MEDIAN SALE

\$490,000
APMNT/CONDO MEDIAN SALE



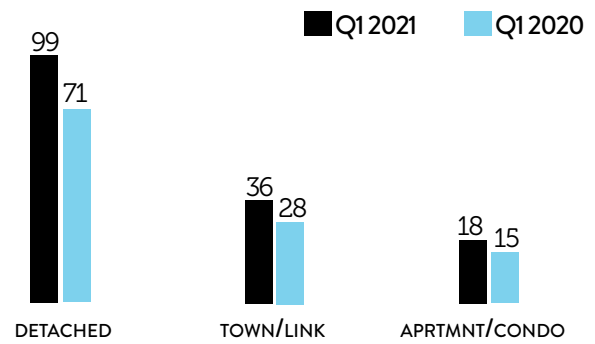
EAST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$550,000	153	177	0.86	\$641,000
Q1 2020 TOTAL	\$472,450	114	142	0.79	\$492,500
% CHANGE (+/-)	16.4% ▲	34.2% ▲	24.6% ▲	8.9% ▲	30.1% ▲
Q4 2020 TOTAL	\$499,900	131	121	1.08	\$550,000
% CHANGE (+/-)	10% ▲	16.8% ▲	46.3% ▲	20.4% ▼	16.5% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	113	90	▲
TOWN/LINK HOMES	45	35	▲
APARTMENT/CONDO	19	17	▲
TOTAL	177	142	▲
SALES TO NEW RATIO	0.86	0.79	▲

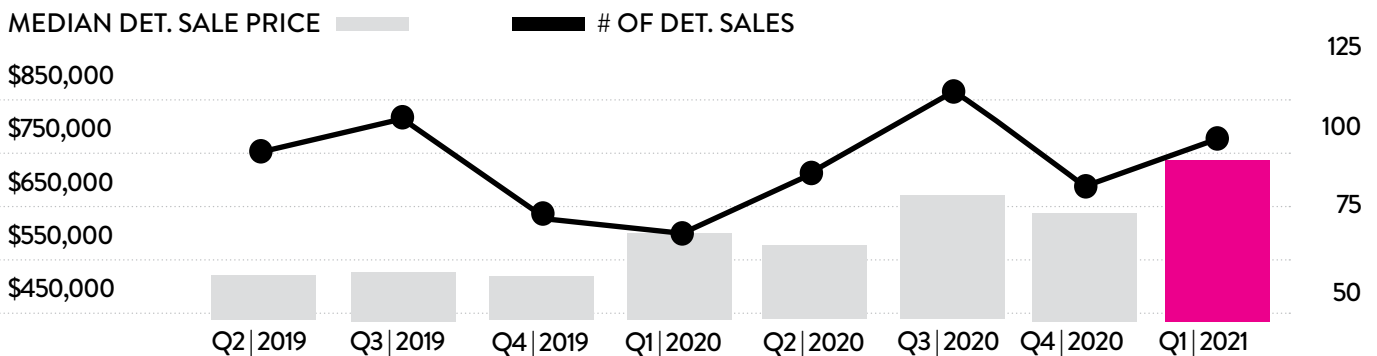
Q1 SALES BY INVENTORY TYPE



\$692,000
DETACHED MEDIAN SALE

\$634,000
TOWN/LINK MEDIAN SALE

\$392,500
APMNT/CONDO MEDIAN SALE



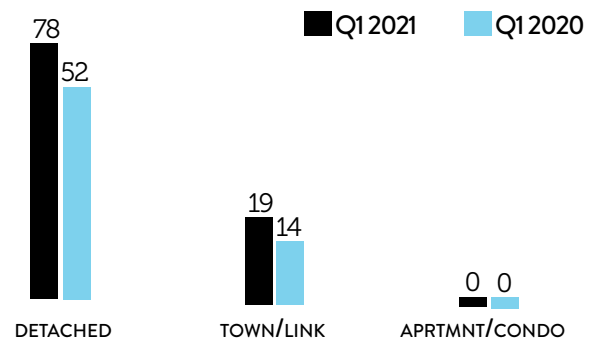
WEST GALT CAMBRIDGE

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$650,000	97	117	0.83	\$735,000
Q1 2020 TOTAL	\$500,000	66	87	0.76	\$534,900
% CHANGE (+/-)	30% ▲	47% ▲	34.5% ▲	9.2% ▲	37.4% ▲
Q4 2020 TOTAL	\$550,000	80	73	1.10	\$573,400
% CHANGE (+/-)	18.2% ▲	21.2% ▲	60.3% ▲	24.5% ▼	28.2% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	95	67	▲
TOWN/LINK HOMES	22	20	▲
APARTMENT/CONDO	0	0	=
TOTAL	117	87	▲
SALES TO NEW RATIO	0.83	0.76	▲

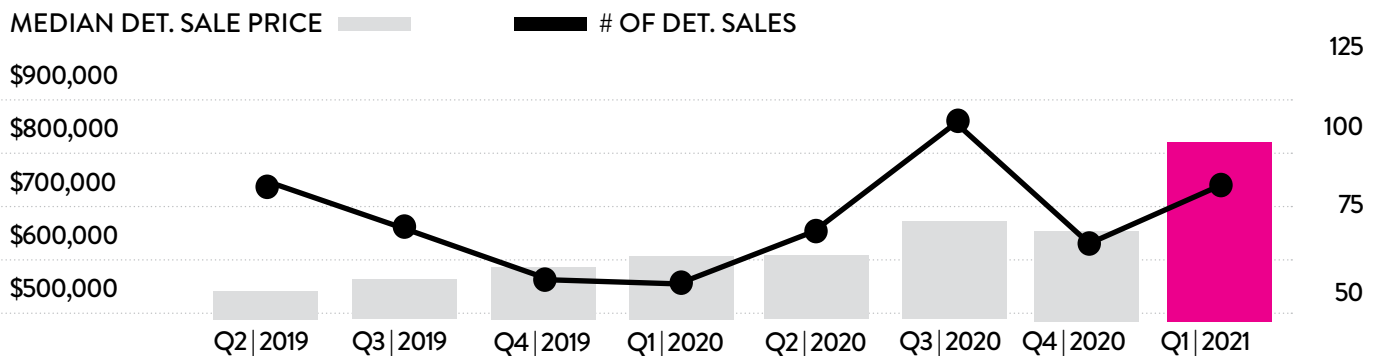
Q1 SALES BY INVENTORY TYPE



\$768,500
DETACHED MEDIAN SALE

\$625,000
TOWN/LINK MEDIAN SALE

N/A
APMNT/CONDO MEDIAN SALE



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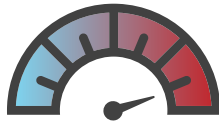
COMPLETE DATA
Guelph

COMPLETE DATA

City of Guelph

Q1 | SALES TO new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.86

INSIDE THE NUMBERS

It's Ok to Feel Lost

One of the great advantages of a complete analysis of the Region's real estate data every quarter is that we can talk specifically about not only where we are, but where we came from. Two years ago after the end of Q1 the median sale price for a home in Guelph was \$582,500. Flash forward two years and that number now sits at \$813,750. An appreciation of \$231,250. The income qualifier to afford the median home in Guelph is now north of 250k a year. The median family in Guelph makes far less than half that amount.

The median home sale price spiked \$98,750 in the past 90 days alone. So while current Guelph homeowners made themselves a tidy 1k+ a day just for living, frustrated Buyers would have needed at least 5k more for a minimum deposit and to earn 30k+ more in annual income just to keep pace. Buyers feel the urgency to buy and therefore bid aggressively when they have their chance. Prices spike, the gap between the have and have nots widens, and the cycle continues.

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

	Q1 2021	% Chg (Y)	Q1 2020	% Chg (Q)	Q4 2020
MEDIAN DET. SALE PRICE	\$813,750	275% ▲	\$638,000	13.8% ▲	\$715,000
NUMBER OF NEW SALES	748	30.1% ▲	575	27.4% ▲	587
MEDIAN DAYS ON MARKET	6	4 days ▼	10	2 days ▼	8
NEW INVENTORY	871	20.5% ▲	723	78.8% ▲	487

UP & DOWN quick review

- ▲33% Y/Y spike in the South Guelph detached median sale price. 950k to buy the median detached home. Insanity.
- ▲40% Y/Y increase in East Guelph median townhome price. 730k for a townhome, by far the highest in the Region.
- ▲43% Y/Y boost in the West Guelph median sale price. Sorry, but that's not a typo.
- ▲13% Y/Y jump in the Downtown median sale price. Now the least expensive real estate in the city.

- ▼25% Q/Q decrease in the city-wide median days on market. List low, hold back, win big - the game here too.
- ▼70% Y/Y drop in Downtown new condo inventory. This market drastically needs more supply.
- ▼43% Y/Y decrease in East Guelph new condo inventory. Also, this market drastically needs more supply.
- ▼0% Chance anything changes until Guelph wakes up and starts building some new homes.

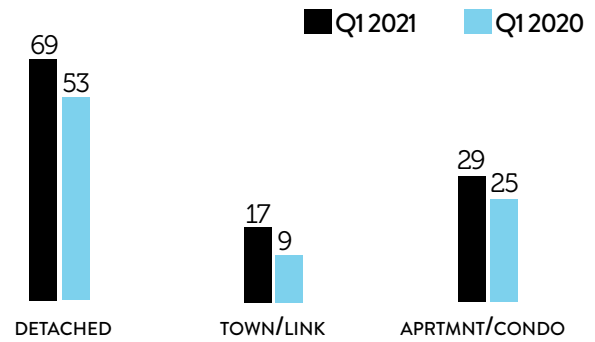
DOWNTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$600,000	115	127	0.91	\$645,000
Q1 2020 TOTAL	\$557,450	87	120	0.72	\$571,000
% CHANGE (+/-)	76% ▲	32.2% ▲	5.8% ▲	26.4% ▲	12.9% ▲
Q4 2020 TOTAL	\$599,000	125	107	1.17	\$587,600
% CHANGE (+/-)	0.2% ▲	8% ▼	18.7% ▲	22.2% ▼	9.8% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	91	70	▲
TOWN/LINK HOMES	25	13	▲
APARTMENT/CONDO	11	37	▼
TOTAL	127	120	▲
SALES TO NEW RATIO	0.91	0.72	▲

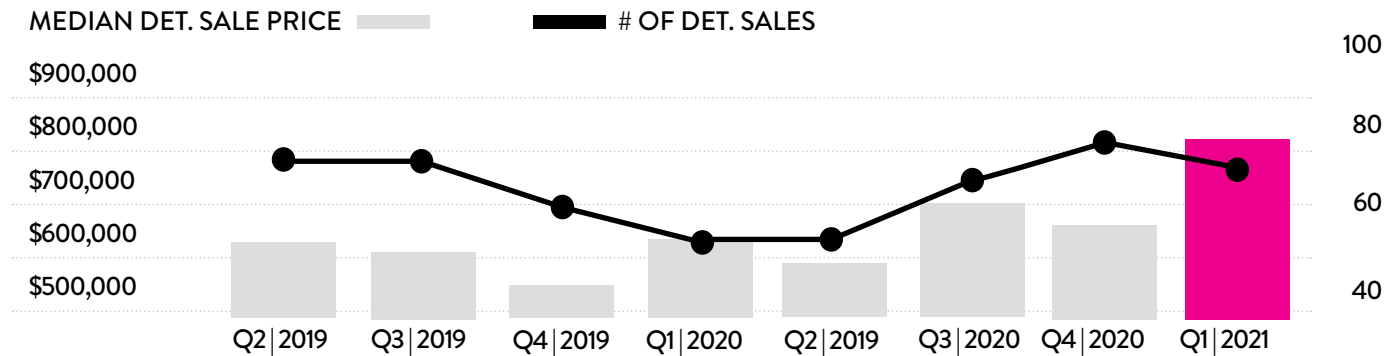
Q1 SALES BY INVENTORY TYPE



\$762,189
DETACHED MEDIAN SALE

\$594,900
TOWN/LINK MEDIAN SALE

\$526,000
APMNT/CONDO MEDIAN SALE



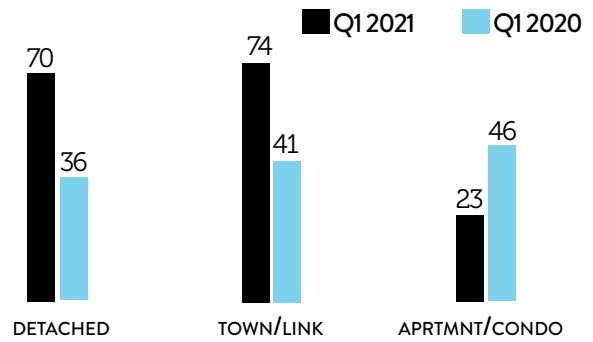
MIDTOWN GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$649,900	167	195	0.86	\$645,000
Q1 2020 TOTAL	\$639,900	140	171	0.82	\$622,450
% CHANGE (+/-)	1.6% ▲	19.3% ▲	14% ▲	4.9% ▲	3.6% ▲
Q4 2020 TOTAL	\$589,900	116	86	1.35	\$630,000
% CHANGE (+/-)	10.2% ▲	44% ▲	126.7% ▲	36.3% ▼	2.4% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	86	48	▲
TOWN/LINK HOMES	78	47	▲
APARTMENT/CONDO	31	54	▼
TOTAL	195	149	▲
SALES TO NEW RATIO	0.86	0.82	▲

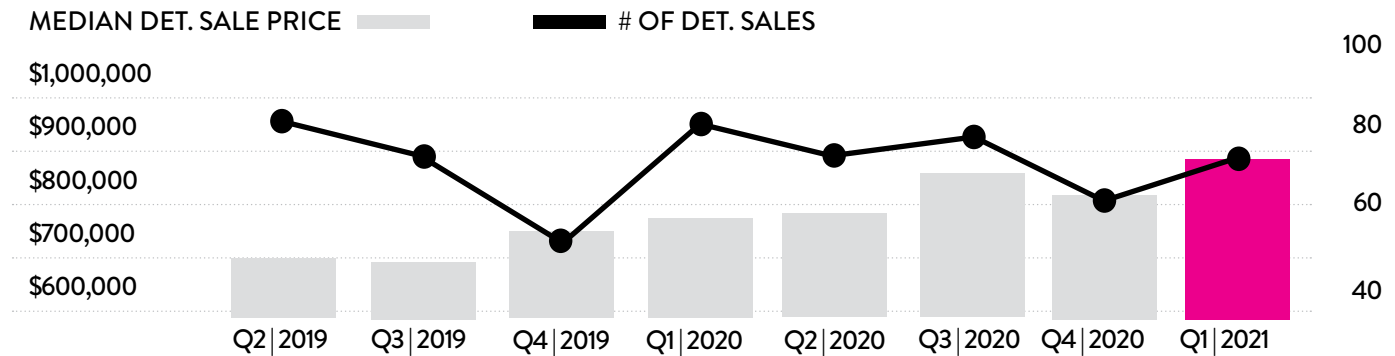
Q1 SALES BY INVENTORY TYPE



\$836,500
DETACHED MEDIAN SALE

\$618,750
TOWN/LINK MEDIAN SALE

\$450,000
APMNT/CONDO MEDIAN SALE



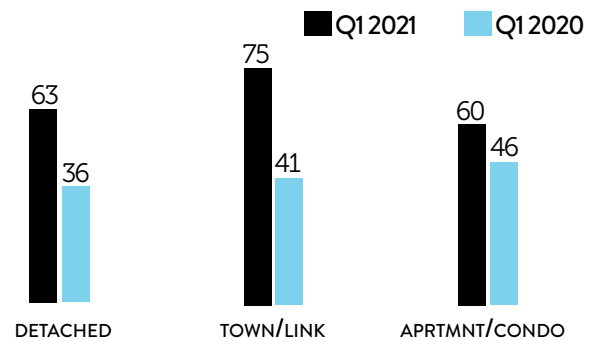
SOUTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$600,000	198	243	0.81	\$670,000
Q1 2020 TOTAL	\$524,900	123	149	0.82	\$493,000
% CHANGE (+/-)	14.3% ▲	61% ▲	63.1% ▲	12% ▼	35.9% ▲
Q4 2020 TOTAL	\$587,500	110	83	1.33	\$620,500
% CHANGE (+/-)	2.1% ▲	80% ▲	192.8% ▲	39.1% ▼	8% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	74	48	▲
TOWN/LINK HOMES	87	47	▲
APARTMENT/CONDO	82	54	▲
TOTAL	243	149	▲
SALES TO NEW RATIO	0.81	0.82	▼

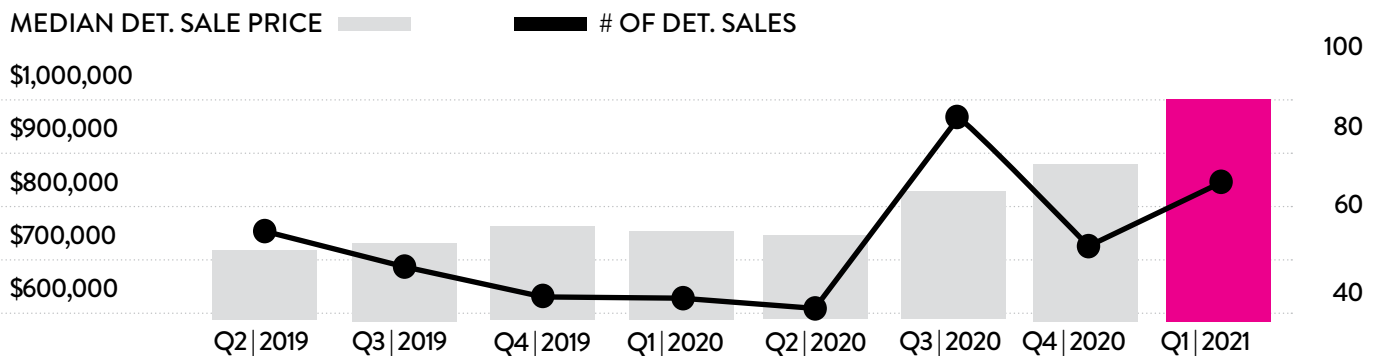
Q1 SALES BY INVENTORY TYPE



\$950,000
DETACHED MEDIAN SALE

\$661,200
TOWN/LINK MEDIAN SALE

\$496,000
APMNT/CONDO MEDIAN SALE



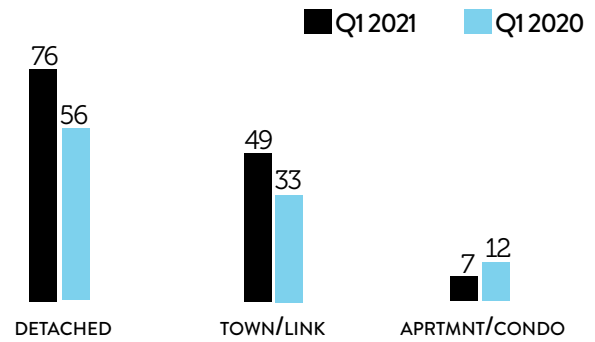
EAST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$675,000	132	143	0.92	\$739,950
Q1 2020 TOTAL	\$553,000	101	111	0.91	\$565,000
% CHANGE (+/-)	22.1% ▲	30.7% ▲	28.8% ▲	1.1% ▲	31% ▲
Q4 2020 TOTAL	\$599,000	112	110	1.02	\$630,000
% CHANGE (+/-)	12.7% ▲	17.8% ▲	30% ▲	9.8% ▼	17.4% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	82	59	▲
TOWN/LINK HOMES	53	38	▲
APARTMENT/CONDO	8	14	▼
TOTAL	143	111	▲
SALES TO NEW RATIO	0.92	0.91	▲

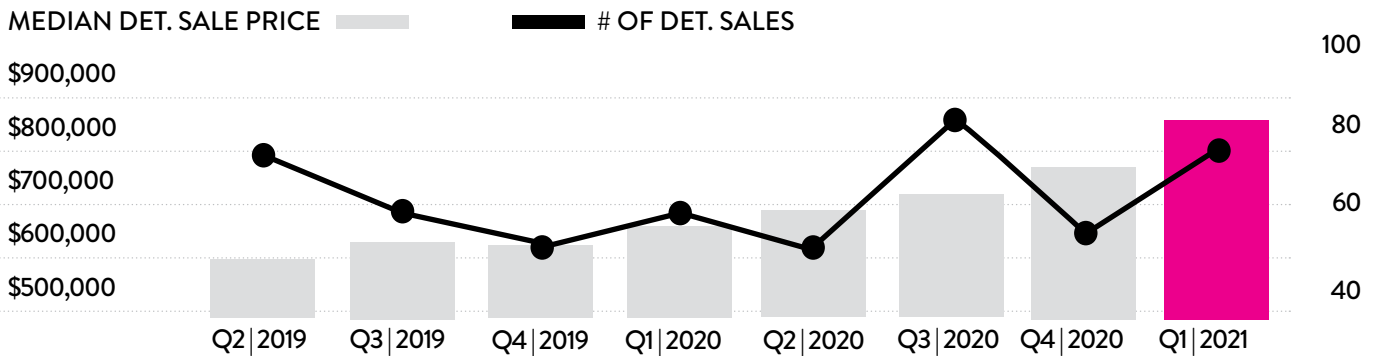
Q1 SALES BY INVENTORY TYPE



\$800,000
DETACHED MEDIAN SALE

\$730,000
TOWN/LINK MEDIAN SALE

\$446,559
APMNT/CONDO MEDIAN SALE



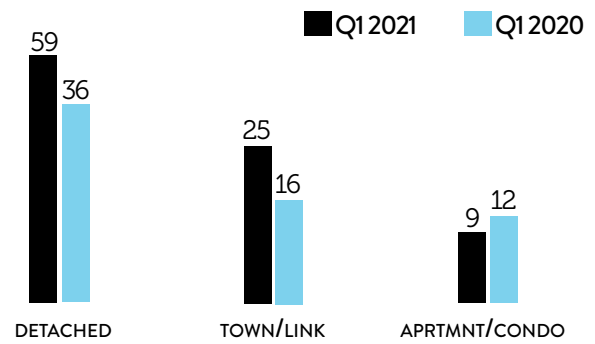
WEST GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$655,000	93	106	0.88	\$720,000
Q1 2020 TOTAL	\$537,000	73	99	0.73	\$503,000
% CHANGE (+/-)	22%	27.4% ▲	7.1% ▲	20.5% ▲	43.1% ▲
Q4 2020 TOTAL	\$638,000	77	65	1.18	\$636,000
% CHANGE (+/-)	2.7%	20.8% ▲	63.1% ▲	25.4% ▼	13.2% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	66	55	▲
TOWN/LINK HOMES	30	35	▼
APARTMENT/CONDO	10	9	▲
TOTAL	106	99	▲
SALES TO NEW RATIO	0.88	0.73	▲

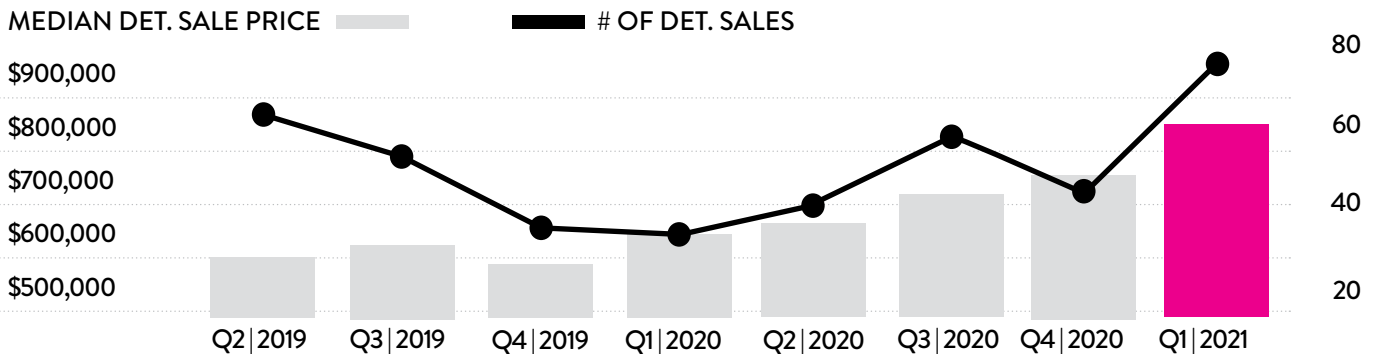
Q1 SALES BY INVENTORY TYPE



\$790,000
DETACHED MEDIAN SALE

\$515,000
TOWN/LINK MEDIAN SALE

\$387,500
APMNT/CONDO MEDIAN SALE



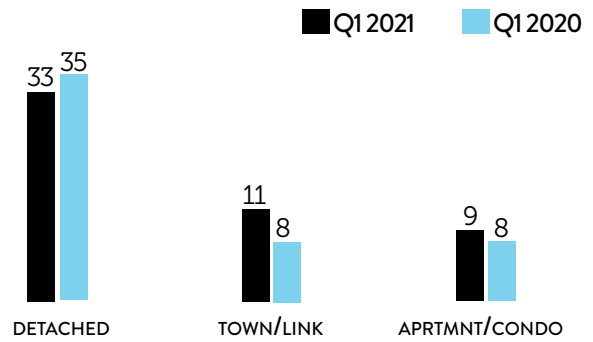
NORTH GUELPH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$649,900	53	57	0.93	\$720,000
Q1 2020 TOTAL	\$549,900	51	74	0.69	\$555,000
% CHANGE (+/-)	18.2% ▲	3.9% ▲	23% ▼	34.8% ▲	29.7% ▲
Q4 2020 TOTAL	\$629,500	57	45	1.27	\$634,900
% CHANGE (+/-)	3.2% ▲	7% ▼	26.7% ▲	26.8% ▼	13.4% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	38	47	▼
TOWN/LINK HOMES	12	15	▼
APARTMENT/CONDO	7	12	▼
TOTAL	57	74	▼
SALES TO NEW RATIO	0.93	0.69	▲

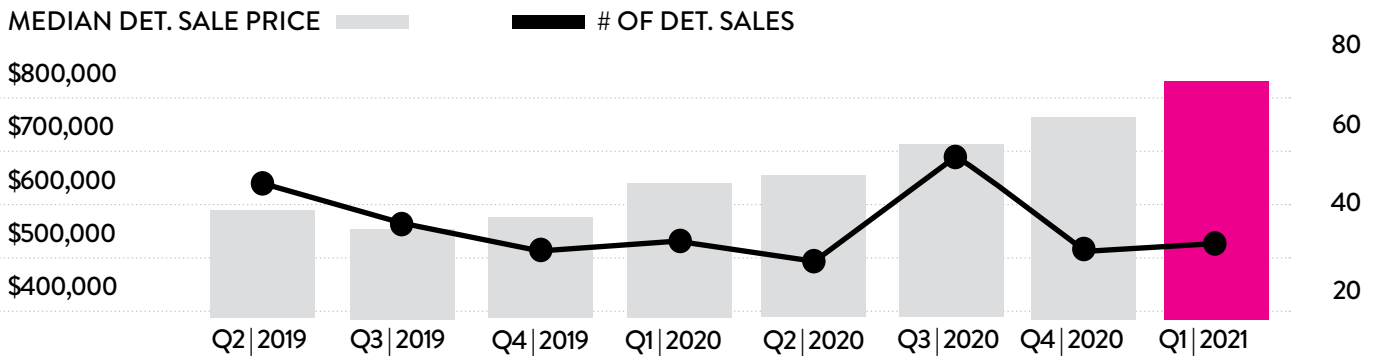
Q1 SALES BY INVENTORY TYPE

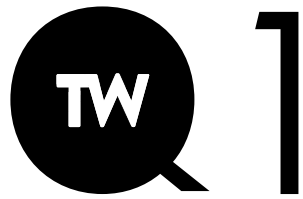


\$776,000
DETACHED MEDIAN SALE

\$615,000
TOWN/LINK MEDIAN SALE

\$450,000
APMNT/CONDO MEDIAN SALE





20

21

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REAL ESTATE BROKERAGE

COMPLETE DATA

Kitchener
+ Waterloo

COMPLETE DATA

Cities of
Kitchener
+ Waterloo

Q1 | SALES TO
new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.81

INSIDE THE NUMBERS

You Need to Know These Numbers

While the big picture story may seem repetitive to both Cambridge and Guelph, the real estate market in KW is a little different by design - and it is really starting to show. While other cities have been limping in to the urban condo market, KW doubled down as a measure to provide some much needed relief and alternative options to subdivisions. And it is working. Don't believe it? Let's look at the data.

While the Covid crisis has pushed many newcomers into the Region, they aren't moving from the GTA to the urban centers, they are pushing prices on the perimeter of the cities. The price of a detached home has risen 54% in the past 2 years. The median downtown Kitchener condo, only 2% over the same 2 years. The core of the city was flooded with new condo supply over the past decade and it has worked to provide options even throughout this insanity.

Looking to get in the market? Look at a Downtown Kitchener condo and don't look back.

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

	Q1 2021	% Chg (Y)	Q1 2020	% Chg (Q)	Q4 2020
MEDIAN DET. SALE PRICE	\$816,833	30.6% ▲	\$625,000	19.4% ▲	\$683,550
NUMBER OF NEW SALES	1736	46.7% ▲	1183	18.9% ▲	1460
MEDIAN DAYS ON MARKET	6	2 days ▼	8	2 days ▼	8
NEW INVENTORY	2134	31.3% ▲	1625	55.9% ▲	1369

UP & DOWN
quick review

▲35% Y/Y spike in the West Kitchener median sale price. North of 700k just to get in the 'hood now.

▼5% Y/Y decrease in the Downtown median sale price. One of the few price gaps still in the Region.

▲27% Y/Y increase in the West Waterloo sale to new listing ratio. Forecast calls for record temperatures.

▼21% Q/Q drop in East Waterloo volume of sales. Some sellers took their hot market shot. And missed.

▲23% Q/Q boost in the Downtown Kitchener median listing price. Sellers know pre-pandemic prices are back.

▼28% Q/Q decrease in West Kitchener sales to new listing ratio. A bounce back from a spicy Q4 2020.

▲14% Q/Q jump in the Uptown Waterloo median sale price. Confidence in the core continues to climb.

▼0% Reason to not consider the Downtown Kitchener condo market.

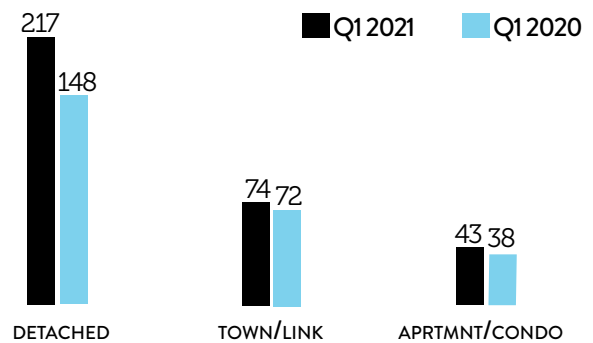
EAST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$625,000	334	443	0.75	\$709,500
Q1 2020 TOTAL	\$500,000	258	330	0.78	\$537,500
% CHANGE (+/-)	25% ▲	29.4% ▲	34.2% ▲	3.8% ▼	32% ▲
Q4 2020 TOTAL	\$550,000	282	273	1.03	\$588,642
% CHANGE (+/-)	13.6% ▲	18.4% ▲	62.3% ▲	27.2% ▼	20.5% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	298	201	▲
TOWN/LINK HOMES	101	86	▲
APARTMENT/CONDO	44	43	▲
TOTAL	443	330	▲
SALES TO NEW RATIO	0.75	0.78	▼

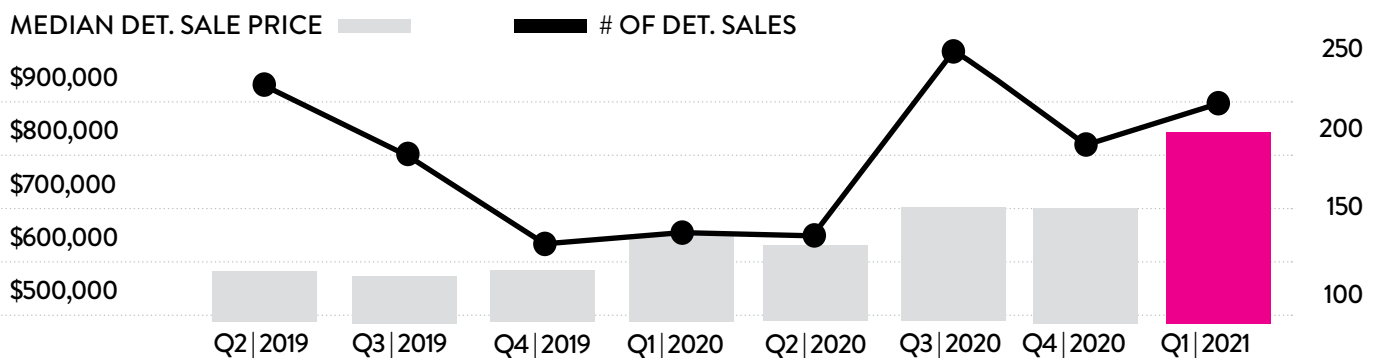
Q1 SALES BY INVENTORY TYPE



\$810,000
DETACHED MEDIAN SALE

\$610,000
TOWN/LINK MEDIAN SALE

\$375,000
APMNT/CONDO MEDIAN SALE



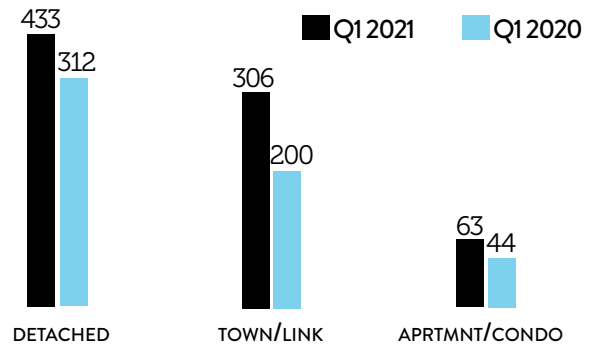
WEST KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$599,900	802	985	0.81	\$709,500
Q1 2020 TOTAL	\$500,000	556	748	0.74	\$526,000
% CHANGE (+/-)	20% ▲	44.2% ▲	31.7% ▲	9.4% ▲	34.9% ▲
Q4 2020 TOTAL	\$535,000	667	593	1.12	\$585,300
% CHANGE (+/-)	12.1% ▲	20.2% ▲	66.1% ▲	27.7% ▼	21.2% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	538	434	▲
TOWN/LINK HOMES	379	254	▲
APARTMENT/CONDO	68	60	▲
TOTAL	985	748	▲
SALES TO NEW RATIO	0.81	0.74	▲

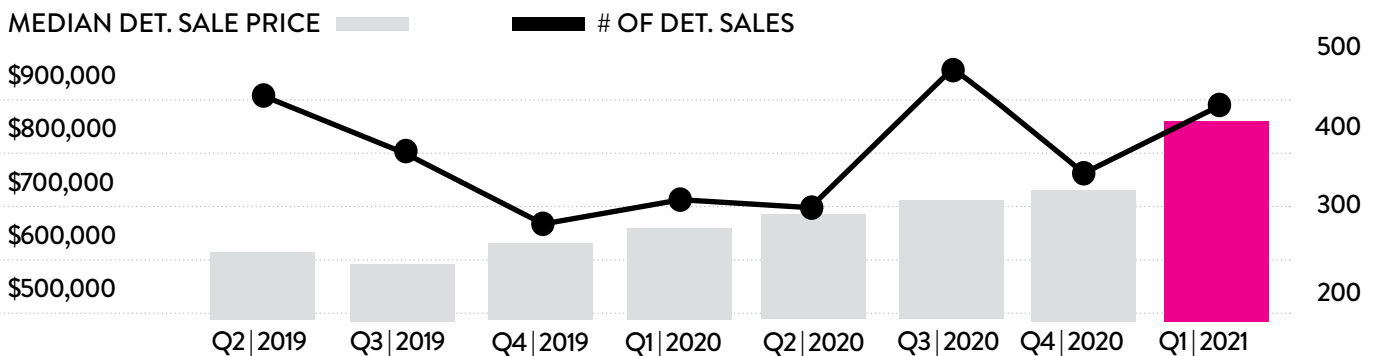
Q1 SALES BY INVENTORY TYPE



\$810,000
DETACHED MEDIAN SALE

\$625,000
TOWN/LINK MEDIAN SALE

\$400,250
APMNT/CONDO MEDIAN SALE



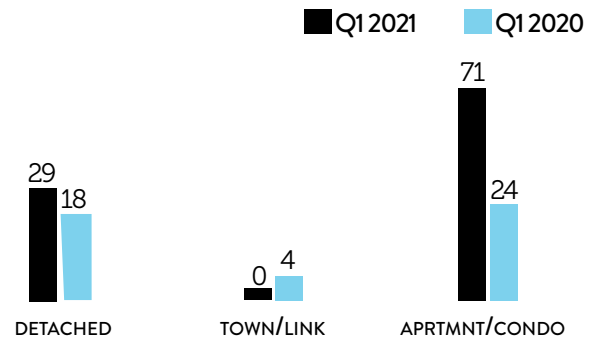
DOWNTOWN KITCHENER

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$454,900	100	113	0.88	\$421,000
Q1 2020 TOTAL	\$440,000	46	91	0.50	\$442,750
% CHANGE (+/-)	3.4% ▲	117% ▲	5.8% ▲	76% ▲	4.9% ▼
Q4 2020 TOTAL	\$370,500	72	66	1.09	\$433,000
% CHANGE (+/-)	22.8% ▲	38.9% ▲	71.2% ▲	19.3% ▼	2.8% ▼

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	40	29	▲
TOWN/LINK HOMES	2	11	▼
APARTMENT/CONDO	71	51	▲
TOTAL	113	91	▲
SALES TO NEW RATIO	0.88	0.50	▲

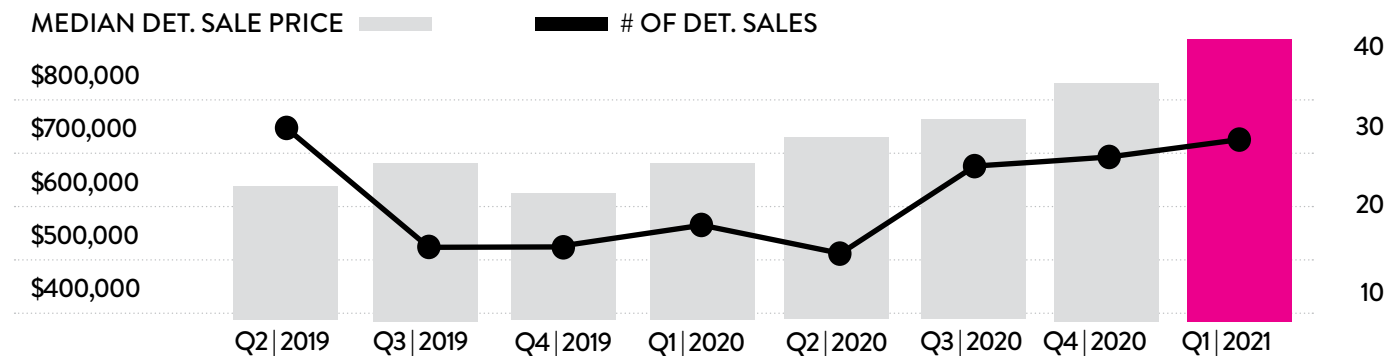
Q1 SALES BY INVENTORY TYPE



\$660,000
DETACHED MEDIAN SALE

N/A
TOWN/LINK MEDIAN SALE

\$395,000
APMNT/CONDO MEDIAN SALE



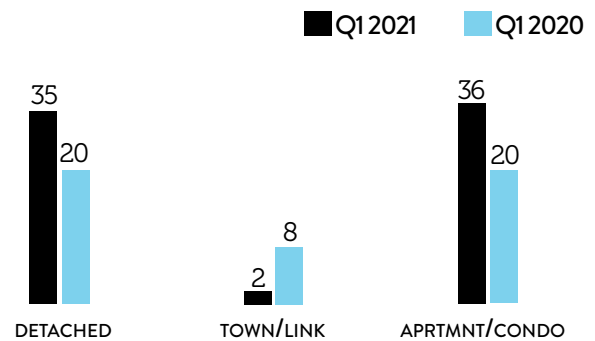
UPTOWN WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$599,900	73	89	0.82	\$620,000
Q1 2020 TOTAL	\$512,450	48	60	0.80	\$542,500
% CHANGE (+/-)	17.1% ▲	52.1% ▲	48.3% ▲	2.5% ▲	14.3% ▲
Q4 2020 TOTAL	\$524,000	66	67	0.99	\$542,450
% CHANGE (+/-)	14.5% ▲	10.6% ▲	32.8% ▲	17.2% ▼	14.3% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	45	26	▲
TOWN/LINK HOMES	3	7	▼
APARTMENT/CONDO	41	27	▲
TOTAL	89	60	▲
SALES TO NEW RATIO	0.82	0.80	▲

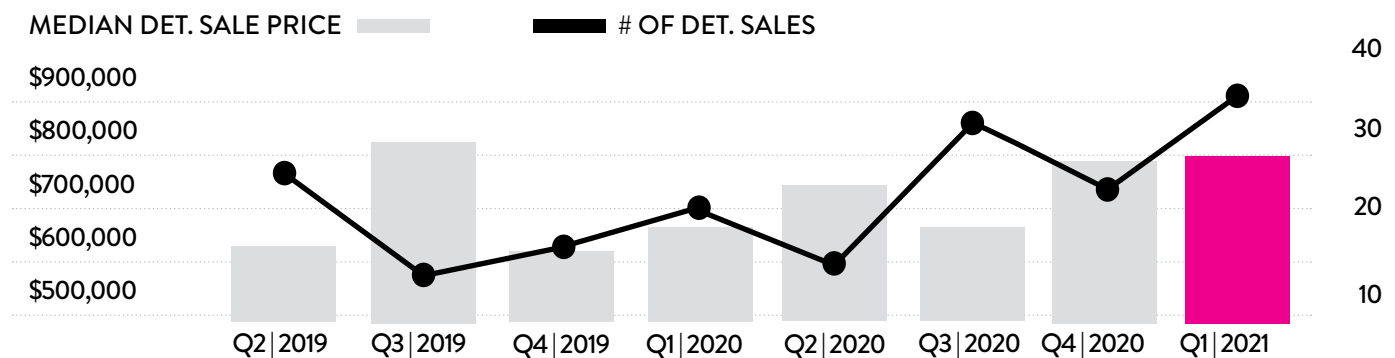
Q1 SALES BY INVENTORY TYPE



\$745,000
DETACHED MEDIAN SALE

\$468,290
TOWN/LINK MEDIAN SALE

\$511,250
APMNT/CONDO MEDIAN SALE



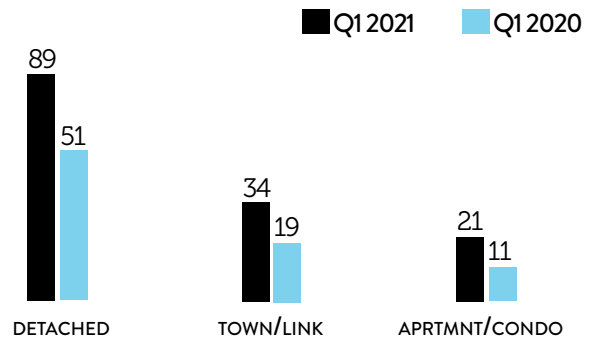
EAST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$666,500	144	173	0.83	\$754,100
Q1 2020 TOTAL	\$550,000	81	119	0.68	\$591,500
% CHANGE (+/-)	21.2% ▲	77.8% ▲	45.4% ▲	22% ▲	27.5% ▲
Q4 2020 TOTAL	\$610,000	182	181	1.01	\$632,000
% CHANGE (+/-)	9.3% ▲	20.9% ▼	4.4% ▼	18.8% ▼	19.3% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	109	80	▲
TOWN/LINK HOMES	43	23	▲
APARTMENT/CONDO	21	16	▲
TOTAL	173	119	▲
SALES TO NEW RATIO	0.83	0.68	▲

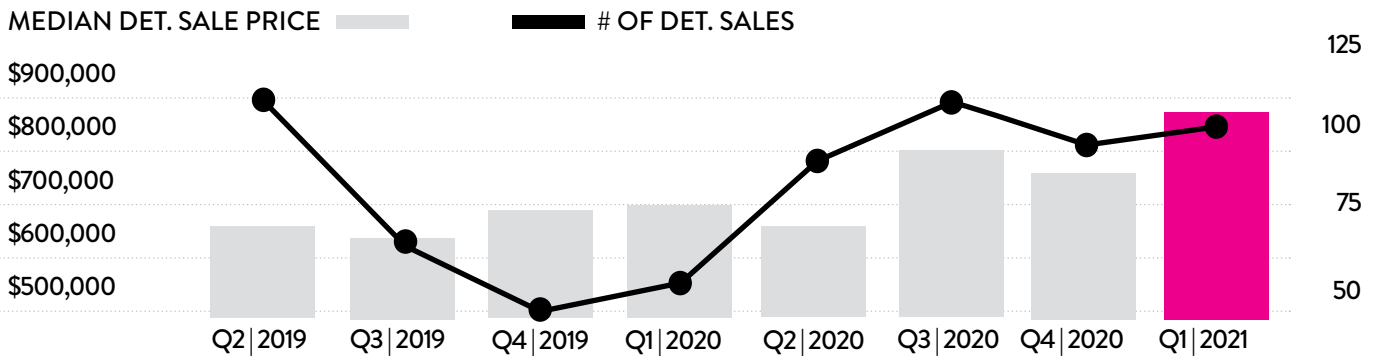
Q1 SALES BY INVENTORY TYPE



\$835,000
DETACHED MEDIAN SALE

\$653,375
TOWN/LINK MEDIAN SALE

\$427,500
APMNT/CONDO MEDIAN SALE



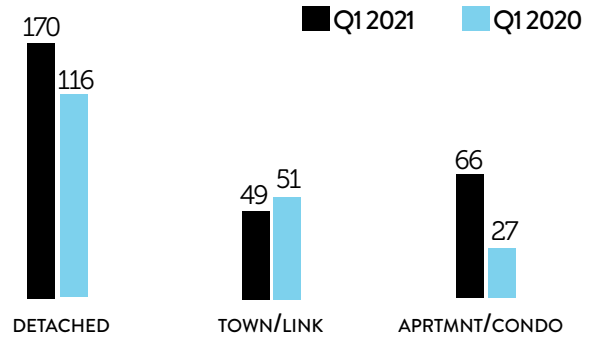
WEST WATERLOO

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$650,000	285	331	0.86	\$731,891
Q1 2020 TOTAL	\$592,450	194	286	0.68	\$600,000
% CHANGE (+/-)	9.7% ▲	46.9% ▲	15.7% ▲	26.5% ▲	21.9% ▲
Q4 2020 TOTAL	\$580,000	326	405	0.80	\$640,500
% CHANGE (+/-)	12.1% ▲	21.2% ▼	18.3% ▼	7.5% ▲	14.3% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
DETACHED HOMES	200	173	▲
TOWN/LINK HOMES	59	60	▼
APARTMENT/CONDO	72	53	▲
TOTAL	331	286	▲
SALES TO NEW RATIO	0.86	0.68	▲

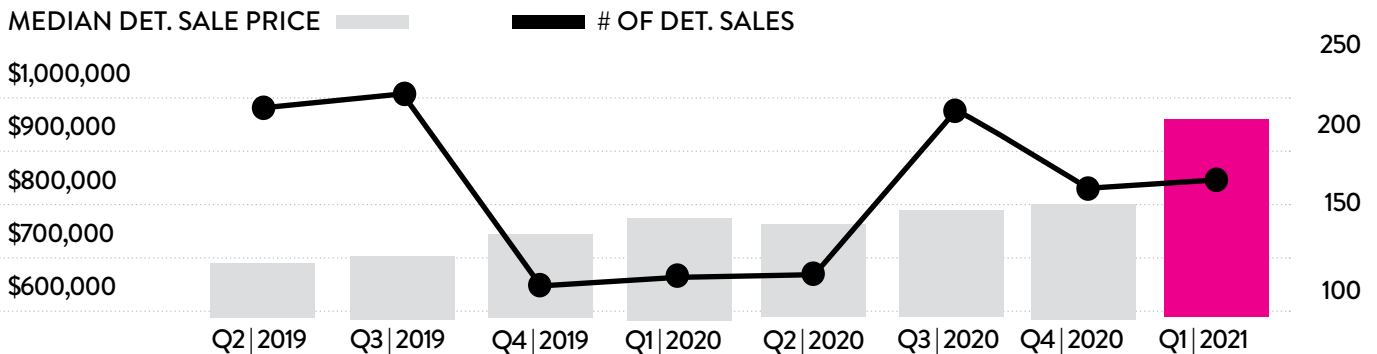
Q1 SALES BY INVENTORY TYPE



\$910,250
DETACHED MEDIAN SALE

\$675,000
TOWN/LINK MEDIAN SALE

\$349,500
APMNT/CONDO MEDIAN SALE



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21

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COMPLETE DATA
Townships

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The Townships

INSIDE THE NUMBERS

Feels Like Now or Never For Many

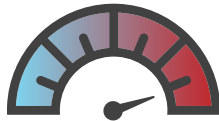
You know that dream of exchanging your home and backyard in the city for a cute country home on some acreage? Well, the facts are you better get on that quick. It is no longer a straight across trade and becoming more out of reach daily. Median sale prices in 2 of the 7 Townships now exceed 1 million and another 3 or 4 are merely a big Q away from reaching that number.

If you are waiting for rural prices to go down, we are sorry to say that the data says that isn't likely to happen soon. Just look at the Q/Q figures for each Township. The lowest is a 9% increase. That's 9% in 3 months, and we are now heading into busy season for rural properties. These numbers are likely to only increase as Covid demand continues and more and more families head out of the city.

No matter how shocking they may be, as long as city prices continue to climb, these rural numbers will continue to outpace them.

Q1 | SALES TO new listing ratio

Between 0.4 and 0.6
is considered a balanced market



0.87

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

	Q1 2021	% Chg (Y)	Q1 2020	% Chg (Q)	Q4 2019
MEDIAN DET. SALE PRICE	\$800,000	176% ▲	\$680,000	19% ▲	\$784,500
NUMBER OF NEW SALES	495	52.3% ▲	325	26.3% ▲	392
MEDIAN DAYS ON MARKET	6	7 days ▼	13	3 days ▼	9
NEW INVENTORY	571	5.3% ▲	542	44.9% ▲	394

UP & DOWN quick review

- ▲92% Y/Y spike in the Centre Wellington sales to new listing ratio. Prices are set to go bananas in Q2.
- ▲34% Q/Q increase in North Dumfries median sale price. We said the jump here would happen, and it did.
- ▲9% Q/Q boost in the Guelph Eramosa median sale price. Dr. Evil has found his '1 million dollar' neighbourhood.
- ▲31% Y/Y jump in the sale to new listing ratio across the Townships. Officially, the hottest ratio in the Region.

- ▼22% Y/Y decrease in Puslinch new inventory. And now on the doorstep of a 2 million dollar median sale price.
- ▼22% Y/Y drop in Wellesley new inventory. The volume of sales and prices are going the other way, and fast.
- ▼11% Y/Y decrease in Centre Wellington new inventory. This trend won't help keep prices in check.
- ▼0% Drop in interest of moving to the Townships across the Region.

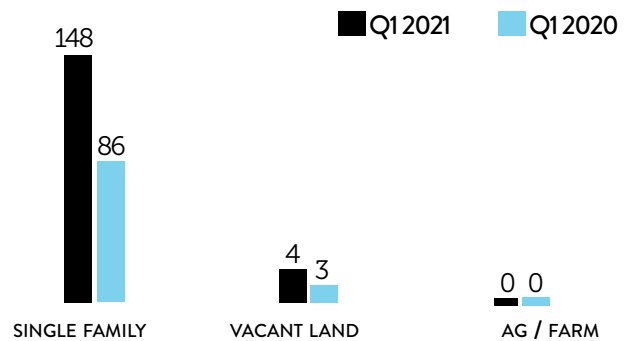
CENTRE WELLINGTON

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$749,900	152	134	1.13	\$750,000
Q1 2020 TOTAL	\$626,500	89	150	0.59	\$575,000
% CHANGE (+/-)	19.7% ▲	70.8% ▲	10.7% ▼	91.5% ▲	30.4% ▲
Q4 2020 TOTAL	\$699,900	109	107	1.02	\$670,000
% CHANGE (+/-)	7.1% ▲	39.4% ▲	25.2% ▲	10.8% ▲	11.9% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	129	145	▼
VACANT LAND	5	3	▲
AG / FARM	0	2	▼
TOTAL	134	150	▼
SALES TO NEW RATIO	1.13	0.59	▲

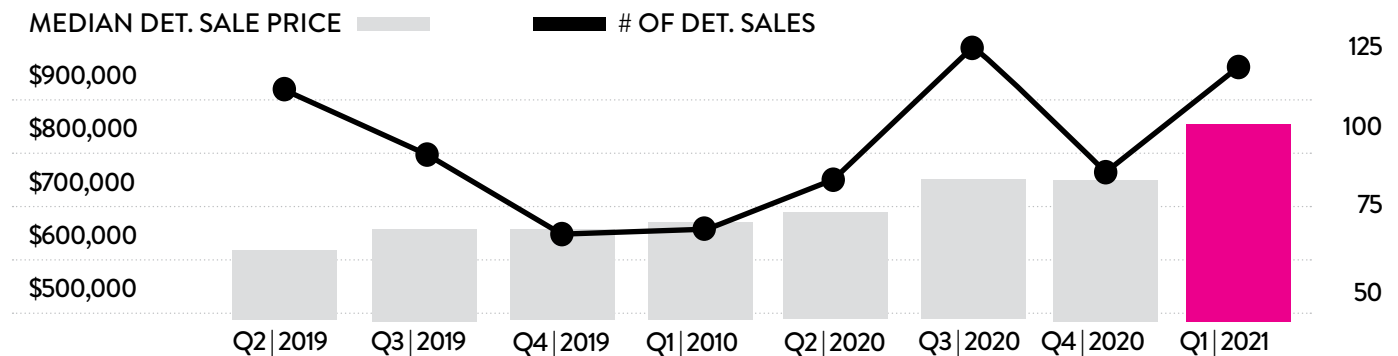
Q1 SALES BY INVENTORY TYPE



\$750,000
SINGLE FAMILY MEDIAN

\$667,500
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



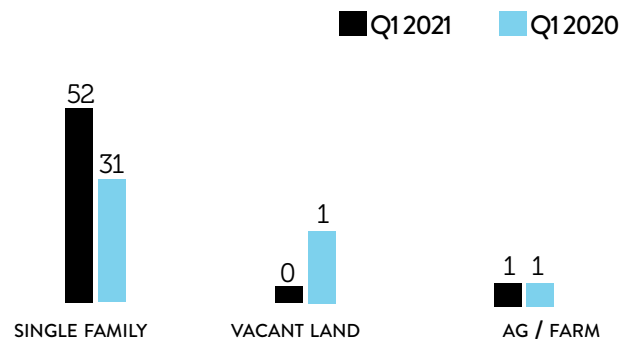
GUELPH ERAMOS

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$899,900	53	69	0.77	\$1,000,000
Q1 2020 TOTAL	\$849,900	33	53	0.62	\$750,000
% CHANGE (+/-)	5.9% ▲	60.6% ▲	30.2% ▲	24.2% ▲	33.3% ▲
Q4 2020 TOTAL	\$887,450	53	46	1.15	\$915,000
% CHANGE (+/-)	1.4% ▲	=	50% ▲	33% ▼	9.3% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	65	49	▲
VACANT LAND	2	2	=
AG / FARM	2	2	=
TOTAL	69	53	▼
SALES TO NEW RATIO	0.77	0.62	▲

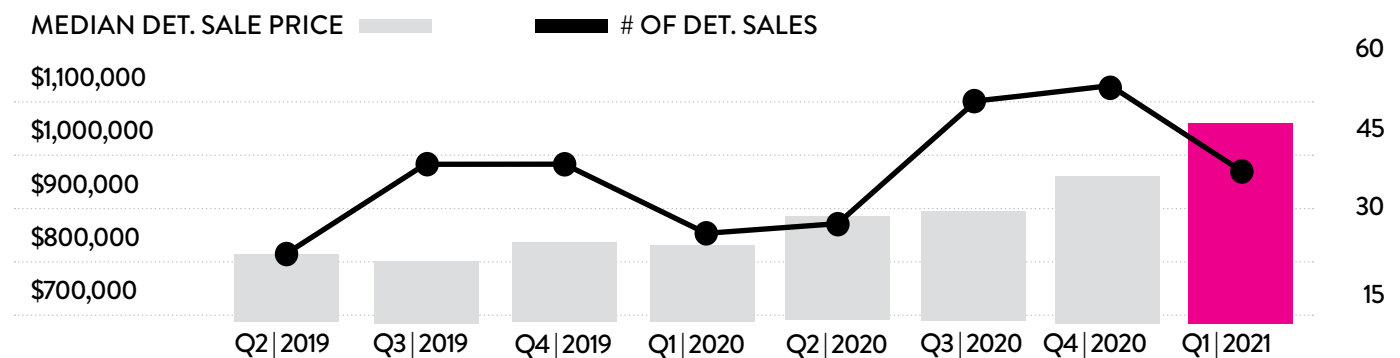
Q1 SALES BY INVENTORY TYPE



\$1,00,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

\$1,034,000
AG / FARM MEDIAN



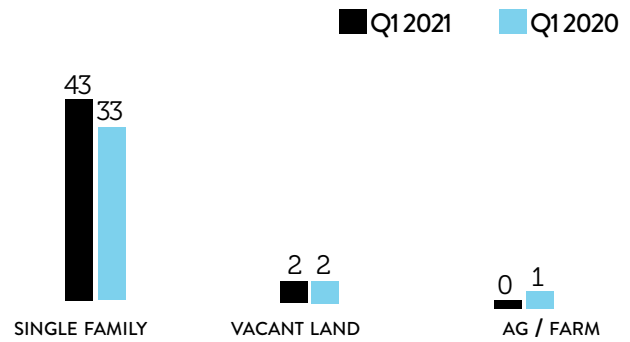
NORTH DUMFRIES

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$732,500	45	58	0.78	\$835,000
Q1 2020 TOTAL	\$699,900	36	63	0.57	\$612,450
% CHANGE (+/-)	4.6% ▲	25% ▲	79% ▼	36.8% ▲	36.3% ▲
Q4 2020 TOTAL	\$600,000	43	50	0.86	\$624,950
% CHANGE (+/-)	22.1% ▲	4.6% ▲	16% ▲	9.3% ▼	33.6% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	53	52	▲
VACANT LAND	5	6	▼
AG / FARM	0	5	▼
TOTAL	58	63	▼
SALES TO NEW RATIO	0.78	0.57	▲

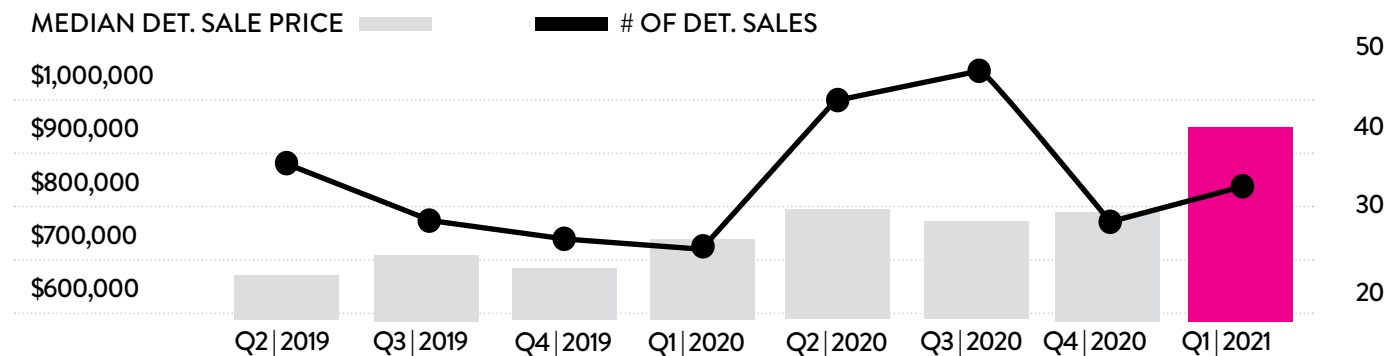
Q1 SALES BY INVENTORY TYPE



\$835,000
SINGLE FAMILY MEDIAN

\$812,450
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



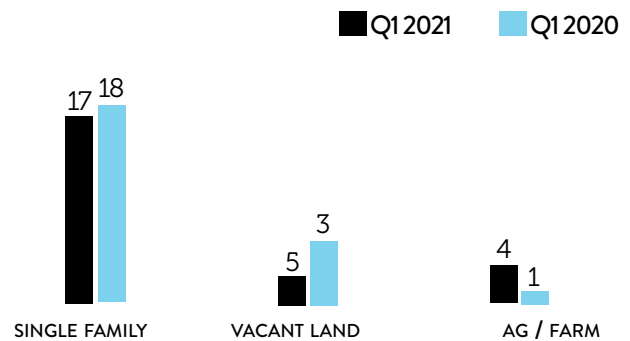
TOWNSHIP OF PUSLINCH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$1,962,500	26	45	0.58	\$1,910,000
Q1 2020 TOTAL	\$1,232,500	22	58	0.38	\$825,000
% CHANGE (+/-)	59.2% ▲	18.2% ▲	22.4% ▼	52.6% ▲	131.5% ▲
Q4 2020 TOTAL	\$1,650,000	33	30	1.10	\$1,650,000
% CHANGE (+/-)	18.9% ▲	21.2% ▼	50% ▲	47.3% ▼	15.7% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	32	48	▼
VACANT LAND	9	10	▼
AG / FARM	4	0	▲
TOTAL	45	58	▼
SALES TO NEW RATIO	0.58	0.38	▲

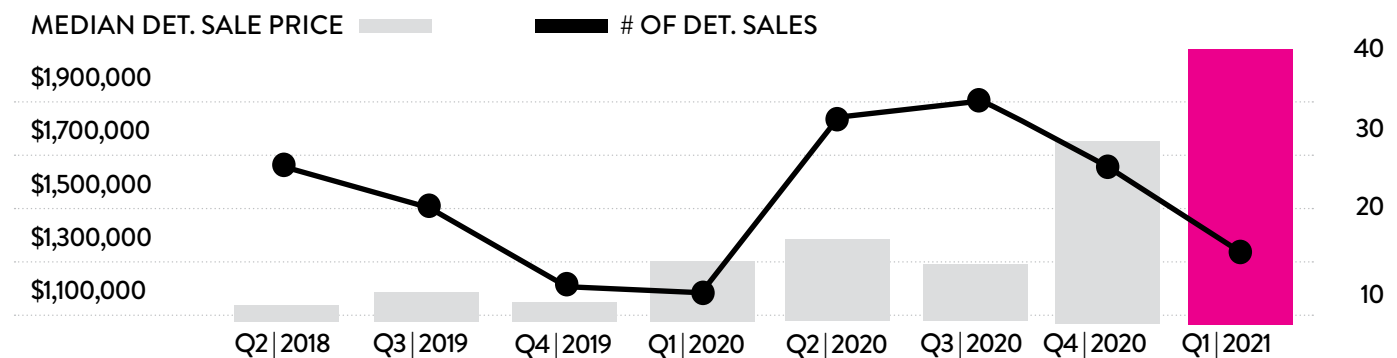
Q1 SALES BY INVENTORY TYPE



\$1,910,000
SINGLE FAMILY MEDIAN

\$621,000
VACANT LAND MEDIAN

\$2,175,500
AG / FARM MEDIAN



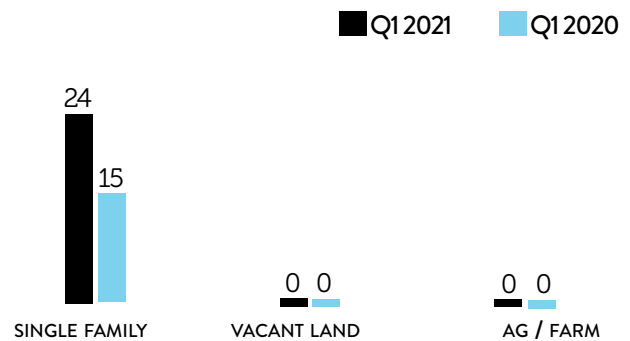
TOWNSHIP OF WELLESLEY

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$1,100,000	24	25	0.96	\$834,000
Q1 2020 TOTAL	\$654,900	15	32	0.47	\$660,000
% CHANGE (+/-)	67.9% ▲	60% ▲	21.9% ▼	104% ▲	26.4% ▲
Q4 2020 TOTAL	\$677,450	21	29	0.72	\$759,000
% CHANGE (+/-)	62.4% ▲	14.3% ▲	13.8% ▼	33.3% ▲	9.9% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	24	31	▼
VACANT LAND	1	0	▲
AG / FARM	0	1	▼
TOTAL	25	32	▼
SALES TO NEW RATIO	0.96	0.47	▲

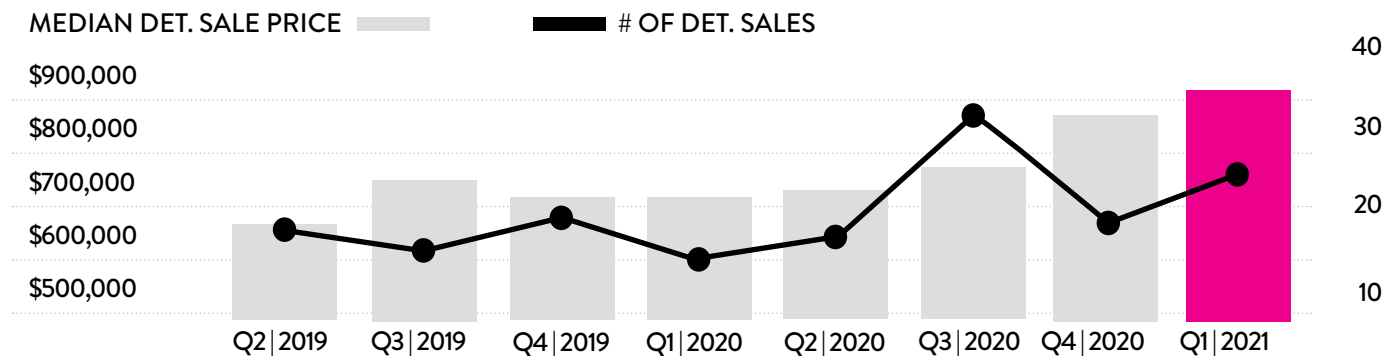
Q1 SALES BY INVENTORY TYPE



\$834,000
SINGLE FAMILY MEDIAN

N/A
VACANT LAND MEDIAN

N/A
AG / FARM MEDIAN



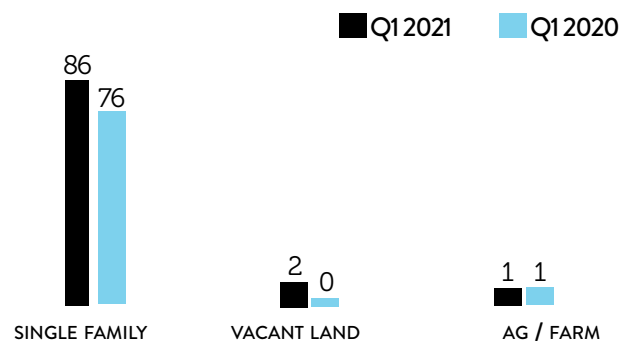
TOWNSHIP OF WILMOT

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$699,900	89	106	0.84	\$777,500
Q1 2020 TOTAL	\$649,900	77	109	0.71	\$583,500
% CHANGE (+/-)	7.7% ▲	15.6% ▲	2.7% ▼	18.3% ▲	33.2% ▲
Q4 2020 TOTAL	\$675,000	74	73	1.01	\$712,500
% CHANGE (+/-)	3.7% ▲	20.3% ▲	45.2% ▲	16.8% ▼	9.1% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	100	105	▼
VACANT LAND	3	1	▲
AG / FARM	3	3	=
TOTAL	106	109	▼
SALES TO NEW RATIO	0.84	0.71	▲

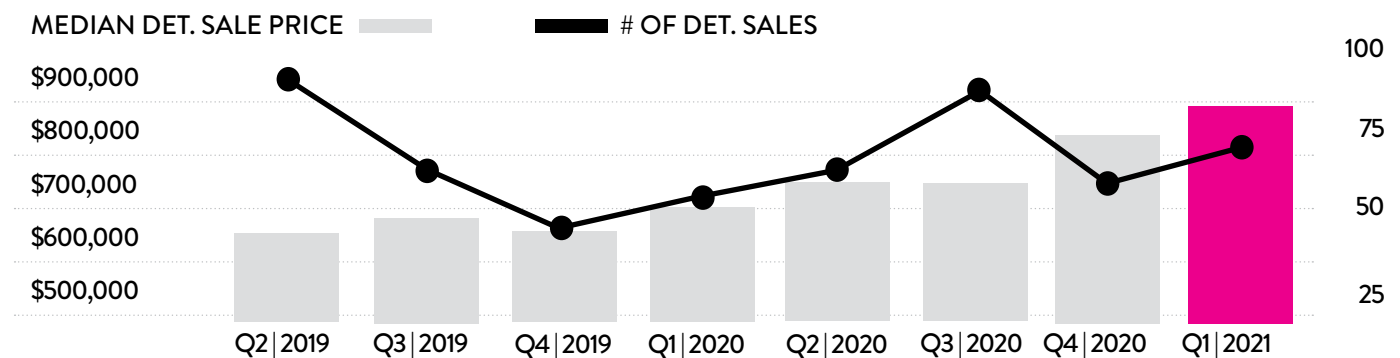
Q1 SALES BY INVENTORY TYPE



\$777,500
SINGLE FAMILY MEDIAN

\$510,974
VACANT LAND MEDIAN

\$4,300,000
AG / FARM MEDIAN



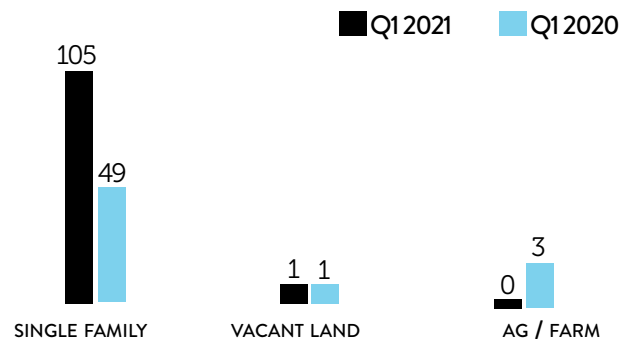
TOWNSHIP OF WOOLWICH

	MEDIAN LIST PRICE	NUMBER OF SALES	NEW INVENTORY	SALES/NEW RATIO	MEDIAN SALE PRICE
Q1 2021 TOTAL	\$699,900	106	134	0.79	\$762,000
Q1 2020 TOTAL	\$675,000	53	77	0.69	\$640,000
% CHANGE (+/-)	3.7% ▲	100% ▲	74% ▲	14.5% ▲	19.1% ▲
Q4 2020 TOTAL	\$699,900	57	69	0.82	\$658,250
% CHANGE (+/-)	=	85.9% ▲	94.2% ▲	3.6% ▼	15.8% ▲

Q1 NEW INVENTORY

	Q1 2021	Q1 2020	TREND
SINGLE FAMILY	133	76	▲
VACANT LAND	1	1	=
AG / FARM	0	0	=
TOTAL	134	77	▲
SALES TO NEW RATIO	0.79	0.69	▲

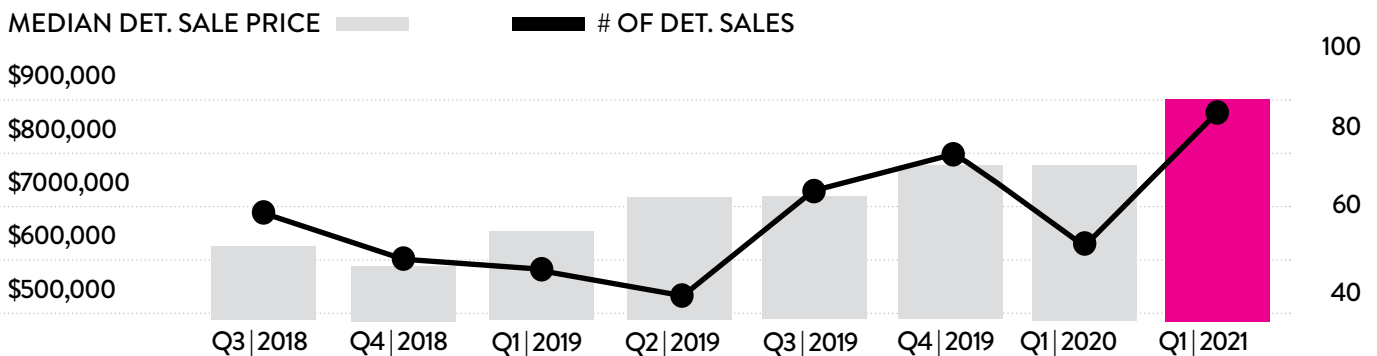
Q1 SALES BY INVENTORY TYPE



\$762,000
SINGLE FAMILY MEDIAN

\$1,275,000
VACANT LAND MEDIAN

N/A
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

