

kwHOME GROUP
REALTY BROKERAGE
KELLERWILLIAMS®
INDEPENDENTLY OWNED & OPERATED

MARKET REPORT

MARCH 2023

CC
CHRISTIANNE CHILD
THE RIGHT REALTOR® DOES MAKE A DIFFERENCE

MARKET REPORT

GUELPH HOMES

MARCH 2023

MEDIAN
Sale Price

AVERAGE SALE
Price per Sqft

NUMBER OF
Listings

NUMBER OF
Sales

ALL HOMES

13 DAYS ON MARKET

\$742,000

▼ 19.8% vs. MAR 2022 ▲ 0.6% vs. FEB 2023

\$511

▼ 15% vs. MAR 2022 ▲ 0.2% vs. FEB 2023

250

▼ 35.2% vs. MAR 2022 ▲ 19.6% vs. FEB 2023

185

▼ 28% vs. MAR 2022 ▲ 34% vs. FEB 2023

DETACHED HOMES

9 DAYS ON MARKET

\$855,500

▼ 20.8% vs. MAR 2022 ▼ 0.5% vs. FEB 2023

\$517

▼ 12.8% vs. MAR 2022 ▲ 0.6% vs. FEB 2023

131

▼ 36.1% vs. MAR 2022 ▲ 24.8% vs. FEB 2023

80

▼ 38.9% vs. MAR 2022 ▲ 33.3% vs. FEB 2023

SEMI-DETACHED & TOWNHOMES

13 DAYS ON MARKET

\$695,000

▼ 18.1% vs. MAR 2022 ▼ 3.9% vs. FEB 2023

\$460

▼ 14.7% vs. MAR 2022 ▼ 0.2% vs. FEB 2023

70

▼ 38.1% vs. MAR 2022 ▲ 20.7% vs. FEB 2023

61

▼ 12.9% vs. MAR 2022 ▲ 24.5% vs. FEB 2023

CONDO APARTMENTS

20 DAYS ON MARKET

\$519,000

▼ 21.8% vs. MAR 2022 ▼ 3.9% vs. FEB 2023

\$570

▼ 18.2% vs. MAR 2022 ▼ 2.2% vs. FEB 2023

49

▼ 27.9% vs. MAR 2022 ▲ 6.5% vs. FEB 2023

44

▼ 21.4% vs. MAR 2022 ▲ 51.7% vs. FEB 2023

CURRENT MARKET CONDITIONS

Seller's Market

High demand & low supply means competition among buyers and increasing home values.

ALL HOMES	69%
DETACHED	59%
SEMIS & TOWNS	81%
CONDOS	74%



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MARKET STATISTICS AND ANALYSIS COMPILED BY
KELLER WILLIAMS HOME GROUP REALTY BROKERAGE

Based on sales data from Ontario Regional Technology and Information Services MLS® for all residential properties in the City of Guelph, from March 1st, 2022, to March 31st, 2023. Data not independently verified. For information purposes only. Compiled April 4th, 2023.

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MARKET REPORT

LOCAL TOWNSHIPS

MARCH 2023

Due to the comparatively low activity levels in our local townships, we report these stats using **ROLLING 3 MONTHS** as opposed to individual months, to provide a more accurate picture of market trends. The following chart compares a **ROLLING 3 MONTH** look at **MARCH 2023** (January 2023 through March 2023), compared to the same time period last year **MARCH 2022** (January 2022 through March 2022) and the previous time period **FEBRUARY 2023** (December 2022 through February 2023).

	MEDIAN Sale Price	AVERAGE SALE Price per Sqft	NUMBER OF Listings	NUMBER OF Sales
CENTRE WELLINGTON 22 DAYS ON MARKET	\$740,000 ▼ 21.1% vs. MAR 2022 ▼ 2% vs. FEB 2023	\$433 ▼ 25.3% vs. MAR 2022 ▲ 2.4% vs. FEB 2023	168 ▼ 4.5% vs. MAR 2022 ▲ 47.4% vs. FEB 2023	97 ▼ 27.6% vs. MAR 2022 ▲ 54% vs. FEB 2023
GUELPH/ERAMOSA 24 DAYS ON MARKET	\$1,100,000 ▼ 15.1% vs. MAR 2022 ▶ 0% vs. FEB 2023	\$436 ▼ 34.5% vs. MAR 2022 ▼ 0.2% vs. FEB 2023	48 ▼ 27.3% vs. MAR 2022 ▲ 60% vs. FEB 2023	27 ▼ 35.7% vs. MAR 2022 ▲ 29% vs. FEB 2023
PUSLINCH 35 DAYS ON MARKET	\$975,000 ▼ 52.7% vs. MAR 2022 ▲ 6.8% vs. FEB 2023	\$602 ▼ 15% vs. MAR 2022 ▼ 4.4% vs. FEB 2023	45 ▲ 9.8% vs. MAR 2022 ▲ 36.4% vs. FEB 2023	18 ▼ 25% vs. MAR 2022 ▲ 80% vs. FEB 2023

NOTE: Statistics based on a significantly low number of properties may not be accurately representative of market trends.

CURRENT MARKET CONDITIONS

Sales to New Listing Ratio

This ratio – number of sales divided by number of new listings – over a 3 month period is a great indicator of how balanced a market is.



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MARKET REPORT

KITCHENER HOMES

MARCH 2023

MEDIAN
Sale Price

AVERAGE SALE
Price per Sqft

NUMBER OF
Listings

NUMBER OF
Sales

ALL HOMES

9 DAYS ON MARKET

\$730,000

▼ 16.6% ▲ 4.3%
vs. MAR 2022 vs. FEB 2023

\$458

▼ 19.5% ▲ 2.5%
vs. MAR 2022 vs. FEB 2023

390

▼ 48.3% ▲ 33.6%
vs. MAR 2022 vs. FEB 2023

279

▼ 42.8% ▲ 47.6%
vs. MAR 2022 vs. FEB 2023

DETACHED HOMES

8 DAYS ON MARKET

\$834,000

▼ 14.5% ▲ 4.3%
vs. MAR 2022 vs. FEB 2023

\$449

▼ 16.1% ▲ 1.8%
vs. MAR 2022 vs. FEB 2023

218

▼ 46.8% ▲ 29.8%
vs. MAR 2022 vs. FEB 2023

163

▼ 39% ▲ 58.3%
vs. MAR 2022 vs. FEB 2023

SEMI-DETACHED & TOWNHOMES

8 DAYS ON MARKET

\$644,900

▼ 21.8% ▲ 4%
vs. MAR 2022 vs. FEB 2023

\$452

▼ 20.6% ▲ 3.4%
vs. MAR 2022 vs. FEB 2023

102

▼ 57.1% ▲ 54.5%
vs. MAR 2022 vs. FEB 2023

81

▼ 44.9% ▲ 42.1%
vs. MAR 2022 vs. FEB 2023

CONDO APARTMENTS

21 DAYS ON MARKET

\$420,000

▼ 25.3% ▲ 2.7%
vs. MAR 2022 vs. FEB 2023

\$517

▼ 24.9% ▲ 6.2%
vs. MAR 2022 vs. FEB 2023

70

▼ 34% ▲ 20.7%
vs. MAR 2022 vs. FEB 2023

35

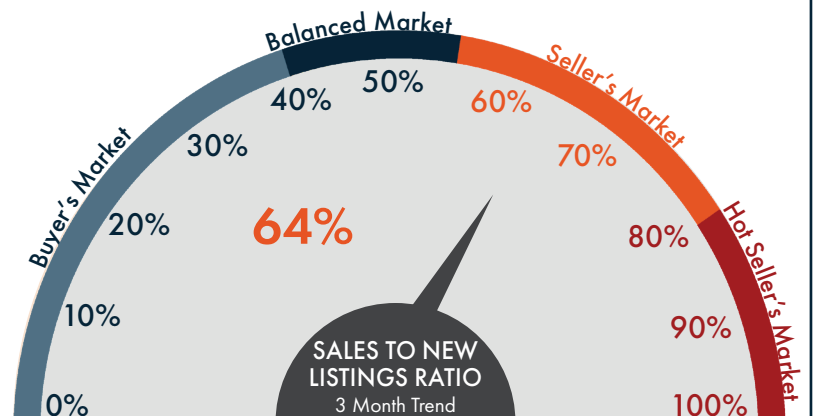
▼ 52.7% ▲ 20.7%
vs. MAR 2022 vs. FEB 2023

CURRENT MARKET CONDITIONS

Seller's Market

High demand & low supply means competition among buyers and increasing home values.

ALL HOMES	64%
DETACHED	65%
SEMIS & TOWNS	79%
CONDOS	42%



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Based on sales data from Ontario Regional Technology and Information Services MLS® for all residential properties in the City of Kitchener, from March 1st, 2022, to March 31st, 2023. Data not independently verified. For information purposes only. Compiled April 4th, 2023.

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MARKET REPORT

WATERLOO HOMES

MARCH 2023

MEDIAN
Sale Price

AVERAGE SALE
Price per Sqft

NUMBER OF
Listings

NUMBER OF
Sales

ALL HOMES

9 DAYS ON MARKET

\$751,000

▼ 14.9% vs. MAR 2022 ▲ 0.3% vs. FEB 2023

\$473

▼ 17.9% vs. MAR 2022 ► 0% vs. FEB 2023

177

▼ 31.4% vs. MAR 2022 ▲ 29.2% vs. FEB 2023

114

▼ 29.6% vs. MAR 2022 ▲ 17.5% vs. FEB 2023

DETACHED HOMES

7 DAYS ON MARKET

\$887,500

▼ 26% vs. MAR 2022 ▲ 5.5% vs. FEB 2023

\$424

▼ 19.8% vs. MAR 2022 ▼ 6% vs. FEB 2023

69

▼ 48.9% vs. MAR 2022 ▲ 7.8% vs. FEB 2023

54

▼ 34.9% vs. MAR 2022 ▲ 5.9% vs. FEB 2023

SEMI-DETACHED & TOWNHOMES

9 DAYS ON MARKET

\$602,500

▼ 19.7% vs. MAR 2022 ▼ 6.2% vs. FEB 2023

\$446

▼ 16.2% vs. MAR 2022 ▲ 1.1% vs. FEB 2023

47

▼ 14.5% vs. MAR 2022 ▲ 56.7% vs. FEB 2023

34

▼ 2.9% vs. MAR 2022 ▲ 41.7% vs. FEB 2023

CONDO APARTMENTS

16 DAYS ON MARKET

\$488,500

▼ 11.2% vs. MAR 2022 ▲ 13.6% vs. FEB 2023

\$611

▼ 13.6% vs. MAR 2022 ▲ 5.7% vs. FEB 2023

56

▼ 17.6% vs. MAR 2022 ▲ 33.3% vs. FEB 2023

26

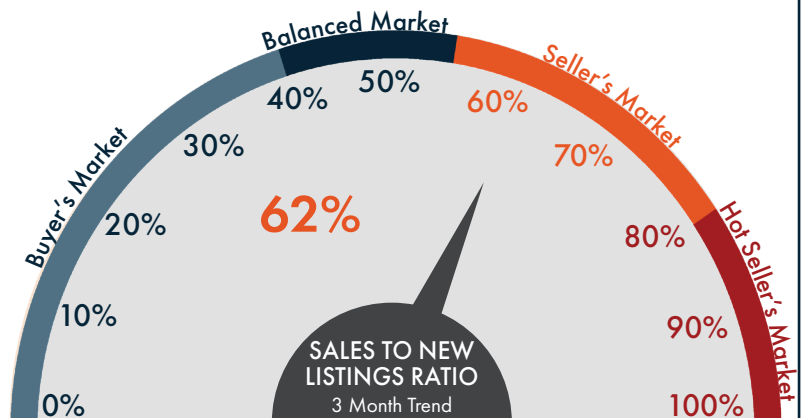
▼ 38.1% vs. MAR 2022 ▲ 23.8% vs. FEB 2023

CURRENT MARKET CONDITIONS

Seller's Market

High demand & low supply means competition among buyers and increasing home values.

ALL HOMES	62%
DETACHED	72%
SEMIS & TOWNS	63%
CONDOS	50%



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MARKET REPORT

CAMBRIDGE HOMES

MARCH 2023

MEDIAN **Sale Price** AVERAGE SALE **Price per Sqft** NUMBER OF **Listings** NUMBER OF **Sales**

ALL HOMES

11 DAYS ON MARKET

\$686,000

▼22.5% vs. MAR 2022 ▼3.4% vs. FEB 2023

\$469

▼15.6% vs. MAR 2022 ▲2.4% vs. FEB 2023

190

▼50.4% vs. MAR 2022 ▲8.6% vs. FEB 2023

156

▼37.6% vs. MAR 2022 ▲40.5% vs. FEB 2023

DETACHED HOMES

8 DAYS ON MARKET

\$772,000

▼18.8% vs. MAR 2022 ▼1.2% vs. FEB 2023

\$455

▼17.1% vs. MAR 2022 ▼0.7% vs. FEB 2023

118

▼56.5% vs. MAR 2022 ▲12.4% vs. FEB 2023

91

▼46.2% vs. MAR 2022 ▲42.2% vs. FEB 2023

SEMI-DETACHED & TOWNHOMES

11 DAYS ON MARKET

\$665,000

▼16.9% vs. MAR 2022 ▲3.6% vs. FEB 2023

\$463

▼16.6% vs. MAR 2022 ▲2% vs. FEB 2023

51

▼49% vs. MAR 2022 ▼7.3% vs. FEB 2023

41

▼42.3% vs. MAR 2022 ►0% vs. FEB 2023

CONDO APARTMENTS

15 DAYS ON MARKET

\$ 500,000

▼10.1% vs. MAR 2022 ▲4.7% vs. FEB 2023

\$543

▼21.2% vs. MAR 2022 ▲13.1% vs. FEB 2023

21

▲75% vs. MAR 2022 ▲50% vs. FEB 2023

23

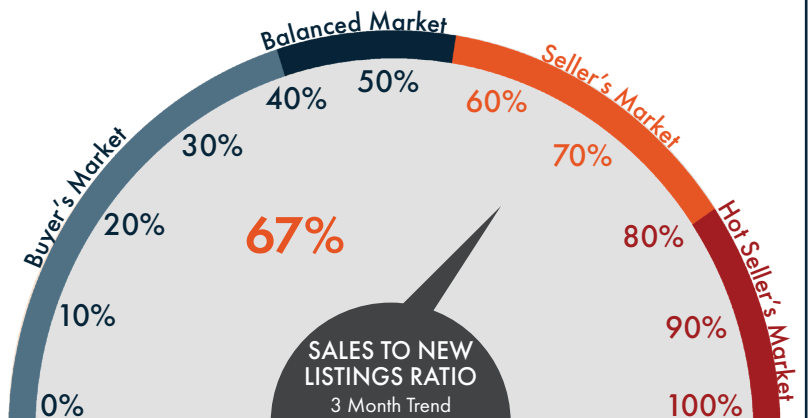
▲130% vs. MAR 2022 ▲283% vs. FEB 2023

CURRENT MARKET CONDITIONS

Seller's Market

High demand & low supply means competition among buyers and increasing home values.

ALL HOMES	67%
DETACHED	71%
SEMIS & TOWNS	62%
CONDOS	66%



MARKET STATISTICS AND ANALYSIS COMPILED BY
KELLER WILLIAMS HOME GROUP REALTY BROKERAGE

Based on sales data from Ontario Regional Technology and Information Services MLS® for all residential properties in the City of Cambridge from March 1st, 2022, to March 31st, 2023. Data not independently verified. For information purposes only. Compiled April 4th, 2023.

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Our first priority is the health and safety of our clients, our team, and the global community, while helping our clients stay on track with their real estate goals.

We are constantly monitoring the local real estate market to bring you up-to-date information.

If you have any questions or concerns, please do not hesitate to reach out.



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